



Seale & Associates

Creative Solutions. Trusted Advice.

**PAPER
INDUSTRY**

**Q4
2020**

**VALUATION
UPDATE**

INTRODUCTION

We are pleased to share our Paper Industry Valuation Update for Q4 2020.

We at Seale & Associates are committed to provide process-driven solutions designed to optimize value and achieve our clients' strategic objectives on a range of transactions including Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures, among other corporate finance and strategy consulting services.

Over the course of 20 years we have been successfully serving clients all over the world, and we are delighted to provide investment banking advisory services to our Paper Industry clients that are looking to grow through acquisitions or optimize their portfolio through strategic divestitures.

Seale has extensive experience advising companies that engage in the production and distribution of paper, and those that engage in printed media, such as newspapers and magazines. Additionally, Seale has advised leading multinationals, private equity firms and family owned businesses across a wide range of industries.

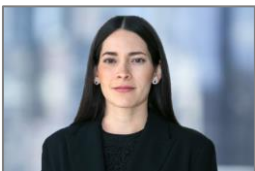
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COMPARABLE PUBLIC COMPANIES- GLOBAL

Company	Country	Market Cap. US\$MM	Enterprise Value US\$MM	Revenue US\$MM	EBITDA Margin	Annual Average EV/EBITDA		Fourth Quarter Dec. 31, 2020		
						2018	2019	EV/ EBITDA	EV/ Revenue	
Bio Pappel, S.A.B. de C.V.	 MEX	\$13,918	\$1,108	\$1,188	16.7%	3.3x	2.7x	4.7x	0.8x	
Clearwater Paper Corporation	 USA	\$626	\$1,438	\$1,851	12.9%	6.7x	7.0x	5.6x	0.8x	
Domtar Corporation	 USA	\$1,747	\$2,713	\$4,658	7.5%	6.5x	4.6x	7.2x	0.6x	
Empresas CMPC S.A.	 CHL	\$6,580	\$10,270	\$5,250	10.8%	14.9x	8.1x	15.5x	1.8x	
Iberpapel Gestión, S.A.	 ESP	\$230	\$171	\$194	7.3%	7.9x	5.5x	11.6x	0.8x	
International Paper Company	 USA	\$19,545	\$23,151	\$20,839	15.5%	8.7x	6.5x	6.6x	1.1x	
Irani Papel e Embalagem S.A.	 BRA	\$266	\$322	\$173	25.5%	7.6x	6.5x	6.7x	1.7x	
Metsä Board Oyj	 FIN	\$3,749	\$4,092	\$2,232	14.5%	10.5x	7.1x	11.8x	1.8x	
Miquel y Costas & Miquel, S.A.	 ESP	\$535	\$560	\$318	27.9%	10.5x	7.8x	6.0x	1.7x	
Mondi plc	 GBR	\$11,378	\$14,385	\$7,820	20.5%	8.9x	6.9x	8.0x	1.7x	
Neenah, Inc.	 USA	\$930	\$1,101	\$799	12.7%	11.9x	11.1x	10.2x	1.4x	
Nippon Paper Industries Co., Ltd.	 JPN	\$1,336	\$8,858	\$9,353	8.6%	10.5x	9.6x	10.3x	0.9x	
Glatfelter Corporation	 USA	\$727	\$1,014	\$912	13.0%	9.9x	10.4x	8.2x	1.1x	
Semapa	 PRT	\$879	\$2,868	\$2,348	18.0%	7.1x	5.9x	6.2x	1.2x	
Smurfit Kappa Group Plc	 IRL	\$11,930	\$15,940	\$9,711	15.6%	8.4x	6.4x	9.1x	1.5x	
Stora Enso Oyj	 FIN	\$15,147	\$18,976	\$10,346	13.6%	8.8x	6.7x	10.9x	1.8x	
Svenska Cellulosa Aktiebolaget SCA (publ)	 SWE	\$12,289	\$13,348	\$2,187	8.7%	NR	14.0x	NR	5.6x	
The Navigator Company, S.A.	 PRT	\$2,173	\$3,032	\$1,715	18.3%	9.8x	7.7x	9.1x	1.7x	
UPM-Kymmene Oyj	 FIN	\$19,878	\$20,343	\$10,379	14.5%	9.7x	7.8x	12.3x	1.9x	
NR: Not Relevant						Mean	9.0x	7.5x	8.9x	1.6x
						Median	8.9x	7.0x	8.6x	1.5x



PAPER – Q4 GLOBAL TRANSACTIONS

Date	Target	Country	Description	Seller	Buyer	Additional Notes
Dec-20	Agrotekhmashstroysevis JSC	RUS	Manufactures hygienic paper products	 ПАО «МОТОВИЛИКХИНСКИЕ ЗАВОДЫ»	ND	Acquired for US\$22.2 million
Dec-20	Forest Assets of Stora Enso Oyj	SWE	Comprises a forest area and produces wood and paper related products	 STORA ENSO	 CRK Forest Management	Acquired for US\$113.4 million
Dec-20	Paper Mill in Niederbipp and Tela Brand of Kimberly-Clark Corporation	SUI	Comprises paper production services		ND	-
Dec-20	F.-O. Lürssen Baumschulen GmbH & Co. KG	GER	Owms and operates a paper production factory	F.-O. Lürssen Baumschulen GmbH & Co. KG	 LIECO SUCCESSFUL AFFORESTATION	-
Dec-20	PalletOne, Inc.	USA	Manufactures and distributes paper related products	 EQUUS TOTAL RETURN, INC.	 UFP INDUSTRIES	Acquired for US\$232 million
Dec-20	Kotkamills Group Oyj	FIN	Manufactures paper and forest products	 MB FUNDS	 MM KARTON	Acquired for US\$513 million
Dec-20	Industrial Papelera Venus, S.A. de C.V.	MEX	Engages in the development, manufacture and distribution of conical cups and food wrapping paper	 VENUS convenio grado profesional	 FEDRIGONI	-
Dec-20	Husum Pulp Mill in Sweden	SWE	Comprises a Pulp Mill in Sweden	 MetsäBoard	 norrskog	Acquired a 30% stake
Nov-20	Certain forestry assets	BRA	Comprises eucalyptus pulp manufacturing bussines	 SUZANO	 Bracell	Acquired for US\$196.3 million
Nov-20	Nichihaku Paper Pulp Resources Development Co., Ltd.	JPN	Manufactures paper products	 TOHOKU TOKAI PAPER TECHNOLOGY & TRUST	ND	-
Nov-20	Dick Brothers Forestry Limited	GBR	Manufactures paper related products and operates a timber harvesting company	 DICK BROTHERS	 BSW Timber Group	-
Nov-20	Stave Lake Cedar Mills prefinishing facility in Dewdney, British Columbia	CAN	Comprises facility which manufactures paper products	Waldun Forest Ltd	 maibec®	-
Nov-20	Japan Brazil Paper and Pulp Resources Development Co., Ltd.	JPN	Engages in the production and supply of paper related products	 ITOCHU	ND	-
Nov-20	Dansk Træemballage A/S	DEN	Manufactures wood packaging products and paper products	 DTE	 KIRK	Acquired a 40% stake
Oct-20	Sheksninsky Wood Panel Plant	RUS	Manufactures chipboard and paper	Sheksninsky Wood Panel Plant	CHFMK ZAO; SC «Company group «Vologodskiye lesopromyshlenniki»	-

ND: Not Disclosed



REPRESENTATIVE GLOBAL ENGAGEMENTS

Honeywell
has sold
TENSOR
to

GE Power Systems


has acquired



has acquired



has acquired



has sold
 **JAMES BURN INTERNATIONAL**
to

and
JBI Holding SAS




has been acquired by



has partnered with

a subsidiary of
FEMSA


has acquired



has acquired







acquired
The Zinc Recycling Business
of



has been acquired by
FEMSA

Grupo Educativo IEJV


has been acquired by



a subsidiary of

has sold
HTPG
to
 and 


has been recapitalized by


tyco
has sold the North American guarding business of

to
GARDA


Engineers & Constructors
has acquired



has been acquired by



has been acquired by



has been acquired by
COLFAX


has sold Cosmoceol Química to

a business unit of
ICL

intelectiva
has acquired

KFC Costa Rica
from
QSR


has carved out and sold its concrete pumping assets in Mexico to



has acquired
  
dealers of



Holding company of
sanfer
acquired a majority stake in



has been acquired by



Grupo Galaz, S.A de C.V.
has been acquired by



has acquired
workshop and store in Mexico City from



has been acquired by



merged its beverage division with

FEMSA


has sold its sanitaryware business

and

to


Seale & Associates

Creative Solutions. Trusted Advice.

Since 1999, Seale & Associates has been the trusted advisor to respected public and private companies from around the world. Seale is a global investment bank with extensive experience in mergers and acquisitions (M&A), corporate finance advisory, and enterprise level strategy consulting with a track record of success in a diverse range of industries. Our experienced team of professionals are committed to serving clients with excellence and integrity, while offering innovative ideas and solutions to address complex transactions.

ADVISOR TO LEADING COMPANIES WORLDWIDE

FEMSA

GIS

CEMEX

ARCA CONTINENTAL

Honeywell

LOCKHEED MARTIN

FOQUE
GRUPO FOMENTO GUERETANO

GRACE

United Technologies
Climate | Controls | Security

GE

AMERICAN STANDARD
COMPANIES

Celanese

Standex

Shell

Hertz

Rheem

ITT

CHEN

tyco

TRIPCO

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Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry

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