



## Leading Manufacturer, Imprint Plus, is acquired by CCL Industries

### Deal Highlights

- CCL Industries acquired Imprint Plus for \$25 million in April 2018.
- Imprint engaged Capital West Partners (IMAP Canada) to explore a sale of the business as the founders were looking to retire.
- Following a comprehensive transaction process, CCL Industries was selected to acquire the business, given their industry expertise, compelling valuation and ability to continue the company's legacy.
- Imprint Plus is one of North America's leading manufacturers of custom name badge systems, signage systems and related accessories.
- CCL Industries, a multi-national manufacturer of specialty packaging and pressure sensitive materials, has been making numerous add-on acquisitions and Imprint Plus provided a strong addition to its product offering.

### Market Outlook

- There has been increased M&A activity in the promotional products space.
- CCL Industries has made a number of acquisitions of name-badge and specialty packaging material manufacturers and is actively seeking additional acquisition candidates.
- Private equity interest for niche manufacturing businesses is very robust.

### Valuation Summary

- Total Enterprise Value = \$25 million CAD<sup>1</sup>
- TEV/EBITDA = 6.25x.

<sup>1</sup> Inclusive of contingent consideration.

MATERIALS

**CCL**  
World leader in specialty labels  
and packaging  
CANADA

Acquired 100% of Business Operations

**imprint plus**  
free your identity  
Containers and packaging  
CANADA

**IMAP**  
ADVISED ON SALE OF COMPANY



## IMAP Approach

- Capital West Partners (IMAP Canada) was the exclusive Financial Advisor to Imprint Plus and handled all aspects of the transaction process.
- Running a comprehensive transaction process, a number of private equity and strategic buyers were contacted. Numerous offers were received and through the deal tension generated by the transaction process, Imprint Plus received a strong valuation from a highly regarded industry buyer.
- Capital West Partners has considerable transaction expertise with niche manufacturing businesses, as well as a strong understanding of the key private equity participants in the space.

## Client Comment

Marla Kott, Former President of Imprint Plus:

*“Capital West Partners ran a great transaction process and solicited numerous strong offers for our Company. They helped us throughout the process and were critical in the successful completion of this transaction.”*

## IMAP Transaction Advisors



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IMAP has closed 38 transactions in the Materials sector since 2015

MATERIALS & CHEMICALS	MATERIALS & CHEMICALS	MATERIALS & CHEMICALS	MATERIALS & CHEMICALS
 <b>TRINSEO</b> Acquired Business Operations  <b>API</b> IMAP <small>ADVISED ON PURCHASE OF COMPANY</small>	 <b>21 Investmenti</b> Acquired Majority Control of Business Activities  <b>Carton Pack</b> <small>GLOBAL PACKAGING EXPERTISE</small> IMAP <small>ADVISED ON SALE OF COMPANY</small>	 <b>WAGNER HOLDING</b> Acquired Minority Stake  <b>KTP</b> <small>Packaging Solutions</small> IMAP <small>ADVISED ON PURCHASE OF COMPANY</small>	 <b>BUNZL</b> Acquired 100%  <b>SILWELL</b> IMAP <small>ADVISED ON SALE OF COMPANY</small>

IMAP is an International Mergers and Acquisitions Partnership with more than 350 M&A advisors and a presence in 39 countries. IMAP has closed over 2,100 transactions valued at \$90bn in the last 10 years and is consistently ranked in the world’s top ten M&A advisors (Thomson Reuters) for mid-market transactions. IMAP advises primarily mid-sized companies and their shareholders on the sales and acquisitions on a global scale, providing clients with entrepreneurial, unbiased advice and successfully helps them achieve their objectives.