



The Label Industry from a Private Equity perspective

1 June 2021

IK Investment Partners: a 30+ year track record of value creation

10
FUNDS

149
INVESTMENTS

€14 billion
CAPITAL RAISED

101
EXITS

FOUR COMPLEMENTARY STRATEGIES

MID CAP

Flagship €2.85 billion IK IX Fund, allowing for equity tickets between €75m to €500m

SMALL CAP

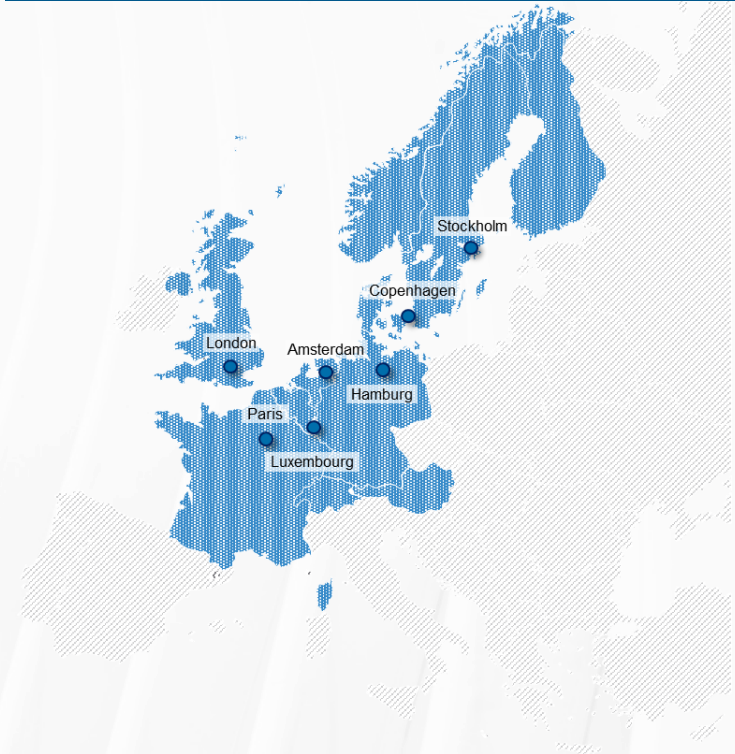
DEVELOPMENT CAPITAL

€1.2 billion IK SC III Fund, allowing for equity tickets between €10m to €75m

PARTNERSHIP FUND

€300 million IK PFI Fund, exclusively minority investments

DIFFERENTIATED LOCAL FOOTPRINT WITH GLOBAL REACH



EXPERIENCED INVESTMENT TEAM

24
PARTNERS

>80
INVESTMENT
PROFESSIONALS

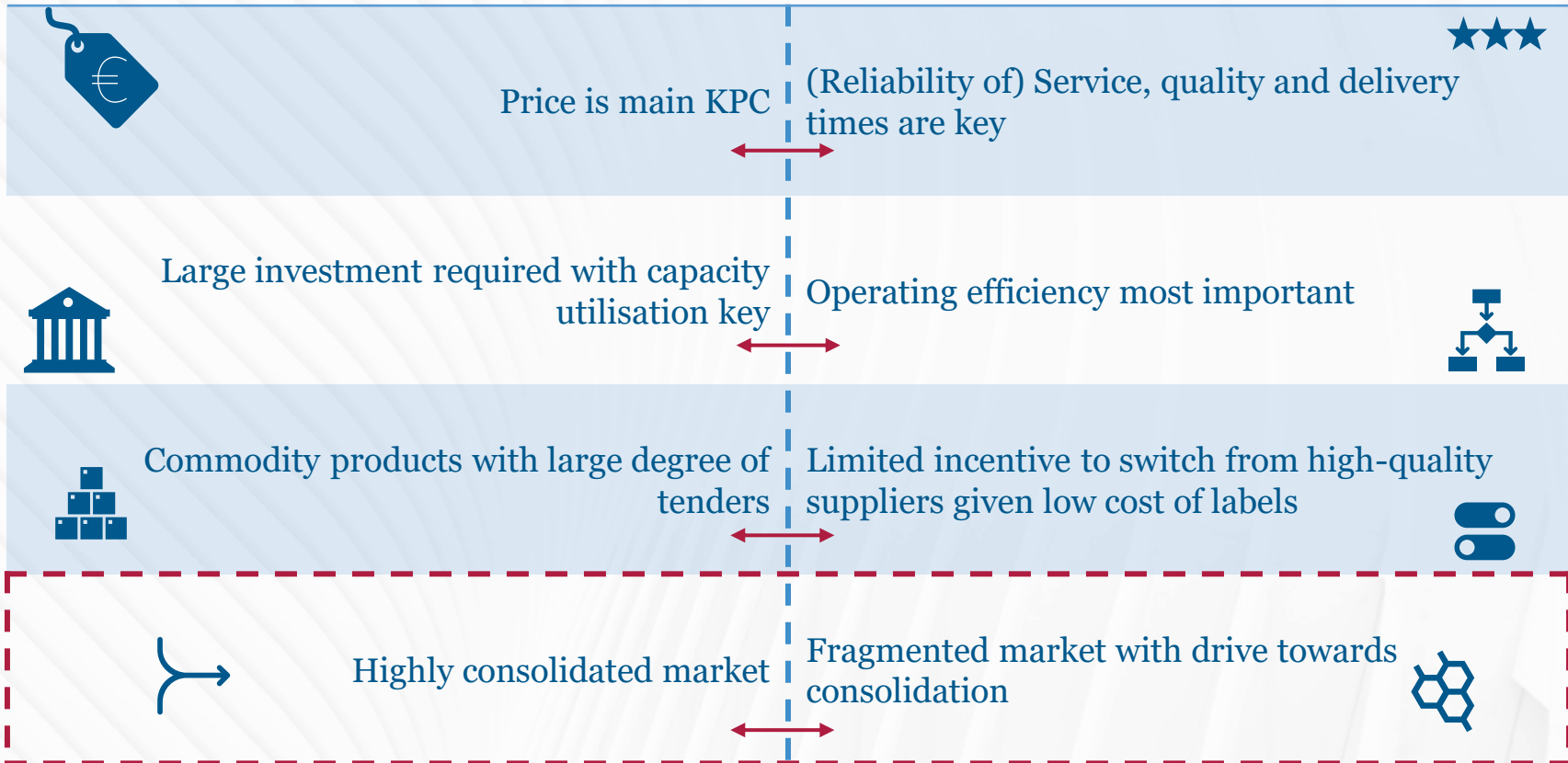
18
YEARS' AVG
TENURE

Labels as an attractive sector within packaging for private equity

General Packaging

Label Market

BUY-AND-BUILD
POTENTIAL



Key drivers of consolidation and what it could mean for you

Consolidation drivers

- Required investment in presses / printers and IT systems is increasing
- Customers and suppliers are becoming larger
- Specialisation increasingly important
- Increased risk awareness of single-site dependency
- Required regulations and certifications
- Company succession
- Attractive valuations

Advantages of joining larger group

- Improved purchasing prices and conditions
- Lower risk from unforeseen conditions (major customer loss, COVID-19)
- Support from group functions on 'administrative' topics (HR, Finance, etc)
- Cross-selling of product portfolio
- Attractive valuations

Our Partnership with Optimum Group

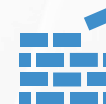
OVERVIEW OF THE COMPANY

- Unique integrated labels platform focused on self-adhesive labels, banding and shrink sleeves for Northern European market
- Operations through 12 printing facilities
- Focused on small and mid-market customers with lower volume orders
- Active in a variety of end-markets, for example, packed food and retail



SUCCESS FACTORS FOR BUY-AND-BUILD

- Right balance between local entrepreneurship and collaboration in the Group
- Continued involvement of founders/former shareholders is key
- Personalised approach preserving the elements that keep each company successful
- Tailored incentives to key managers must be offered
- Investment into strong group functions is key



DEVELOPMENT

