



## INDUSTRY:

Packaging

## GEOGRAPHIC REACH:

Indonesia & Vietnam

## FOCUS PRODUCT/SERVICE:

Plastic packaging converters

## FOCUS SEGMENT:

Food & Beverage

## TIMELINES:

7 to 8 weeks

## PROJECT OBJECTIVE:

- Building a list of plastic film converters in Indonesia and Vietnam, potential targets for acquisition by Sealed Air
- Understand the regulations governing the extent of foreign ownership and imports of plastic films in Indonesia and Vietnam

## KEY QUESTIONS ANSWERED:

### Key criteria for identification and long-listing of potential targets would include:

- Converting capabilities including printing, laminating, slitting, pouch making
- Manufacturing presence in Indonesia and/or Vietnam

### Key questions, pertinent to regulations governing the M&A activity and Trade in the packaging industry, which will be answered:

- What are the restrictions on extent of foreign ownership in companies offering plastic film converting services in Indonesia and Vietnam?
- What are the key regulations in Indonesia and Vietnam, governing the import of plastic films from China and India?

### Key criteria for evaluation and short-listing of potential targets would include:

- Printing capability: At least 8-color printing presses Preferably, flexographic printing presses
- Facility standards: Overall modern facility, preferably with western equipment Space for expansion
- Preferably provides film extrusion services