



Welcome to

GOING  
GLOBAL

25<sup>th</sup> AUGUST 2021

9<sup>th</sup> EDITION



A PRESENTATION BY

**MANOJ MEHTA**

– CHAIRMAN, INTERNATIONAL RELATIONS



**ALL INDIA FEDERATION OF  
MASTER PRINTERS**



LAUREL & HARDY



TOM & JERRY



JAI & VEERU

**You all will agree that,  
some pairs are inseparable.**

**.... And in this Edition we will be touching up on  
'Pairs', Joint Ventures & Mergers**

that have placed businesses in higher leagues;  
made a difference to numerous lives;  
given us products & services par excellence.



# Global Print & Packaging Companies are doing so for reasons like:

- Adding Value to their products through more products and/or services
- Mutual Customer-base
- Becoming One-stop Solution Stop
- Better Distribution
- Locational Advantages
- Advanced Technologies & Knowhow

# US BASED PANTERO ACQUIRES INSPIRED PACKAGING SOLUTIONS (IPS)



Pantero has acquired IPS for its specialisations in providing high-quality packaging, including automated carton packing & stretch wrap machines, conveyor systems and material handling equipment. The company also offers custom fabrication & warehouse layout design services.

*Uni-location Advantage: With the acquisition, Pantero will be able to offer warehouse, equipment & automation services from a single location.*

# TOGETHER, WITH A WIDER GAMUT OF PRODUCTS

*“IPS has a wealth of experience in packaging and material handling automation and equipment, bringing Pantero a whole new set of capabilities that we can now offer to our customers”,* says Pantero’s Operations Director - Andrew Reid.

IPS’s Founder - Joe Santana, who will remain with the combined company as an Acting Manager of Pantero’s packaging & material handling equipment division said that together, the products and services offered could bring great value to their mutual customers.





# SERVE BETTER BY COMING TOGETHER



**Robert O'Connor & Ken Moir believe that now is the time for their companies to combine. The duo sees it impacting the packaging industry.**

**See how:**

<https://www.flexpackmag.com/articles/91185-video-coming-together-to-serve-better>



# SOFTWARE & NICELABEL COMBINE UNDER THE SOFTWARE UMBRELLA



Software, Inc - Provider of enterprise labeling and artwork management solutions combines with NiceLabel - developer of label management systems

**Their Reason:** Both say that the union will give customers and partners an expanded choice of solutions while providing enhanced labeling capabilities and the benefits of greater investment in cloud-based solutions and technologies.

# TEAMING-UP OF EXPERTISE

NiceLabel's global partner network includes resellers, ISVs, OEMs as well as print technology partners that deliver labeling solutions and technologies; while complementary fashion, Loftware has experience in selling, servicing and supporting enterprise labeling and artwork management solutions to large global organizations.

*"Loftware and NiceLabel have both seen sustained growth and expansion over the past several years, especially in 2020 when labeling solutions have become so critical to supply chain continuity. This move brings together two thriving organizations, providing momentum for significant expansion over the next decade and beyond",* expressed Loftware President and CEO, Robert O'Connor Jr.

<https://www.flexpackmag.com/articles/90872-loftware-and-nicelabel-combine>





THERE WERE AN ESTIMATED  
**289 ACQUISITIONS**  
OF PACKAGING COMPANIES,  
**GLOBALLY IN 2020**

(More than one each working day of the year, that is!)

# WHY PACKAGING AMONG SO MANY INDUSTRIES?



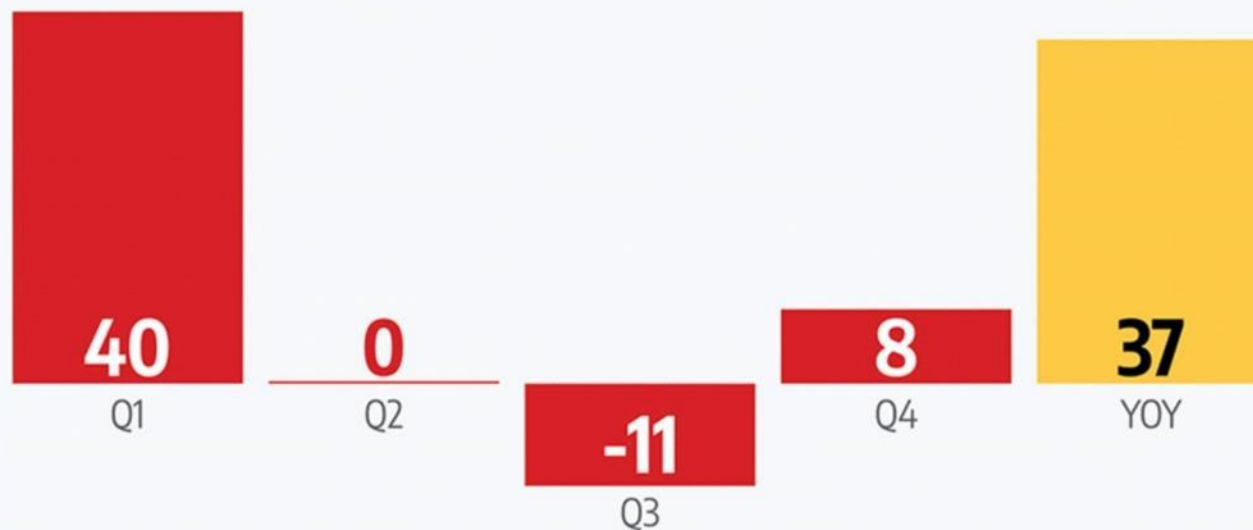
Research has it that Packaging is one of the most active sectors globally for transaction volume. Well-funded companies pursue growth via acquisition and smaller competitors look for exit opportunities.

The industry saw a pullback in the M&A markets in Q2 and Q3 2020 but as uncertainty lifted, the size and quantum of transactions increased. Several end markets such as f & b, household, personal care, health care and e-commerce were at their financial best with the shift in consumption patterns.

Q4 showed an incredible rebound which bodes well for 2021 activity.

# LOOK AT THE EFFECTS OF CHANGING PATTERNS

QUARTERLY TRANSACTION COUNTS  
2020 CHANGE FROM 2019



# MERGERS & ACQUISITIONS

## **A PART OF COMPANIES' GROWTH STRATEGY**

As large companies firm-up their long-term and short-term plans, some could be achievable through internal resources while may demand acquisitions. And often a merger or acquisition is the simplest way to expand geographic/customer reach and bring on new products.





# THE THREE-FOLD EFFECT

**Firstly**, the industry structure has been shifting as new medium & large-size competitors are being created through mergers and acquisitions.

**Secondly**, best-in-class companies are now capitalized with even more people or skills or technologies to focus on customer experience and innovation.

**Finally**, we are seeing a more diversified supply chain — companies with more manufacturing operations spread across more locations as well as companies with more complementary product lines to sell more to the same customers.

# UPCOMING, ENTREPRENEURIAL FIRMS

Across categories, these offer more personalized and relevant customer service with a committed local market. However, either with growth or changing trends, they still require continuous investment in equipment, automation, product R&D and, importantly, people. Hence eventually, Mergers appear in their growth strategy.





# IS THERE A STRATEGY?



WELL, ACTUALLY IT IS A 10-STEP, END-TO-END PROCESS

Take a Look...

<https://www.youtube.com/watch?v=9rf-BSdSVaE>

## 10 step acquisition checklist





**IN INDIA AS WELL,  
PRINT & PACKAGING INDUSTRY  
WITNESSED QUITE A FEW M & As**



LETS GO PAST-FORWARD





PRINT PACKAGING & LABELING INDUSTRY SAW  
**OVER 20 MERGERS, ACQUISITIONS  
& JOINT VENTURES**  
FROM JAN. 2012 TO DEC. 2013

Reports have it that majority of them during this time-frame were in the packaging segment; especially, in flexible and mono-carton packaging.

The 3 most prominent announcements had been the acquisition of:

- Janus Packaging by German company, Carl Edelman;
- Kokuyo's acquisition of notebook manufacturer, Riddhi Enterprises
- And Merger of Manipal Technologies and Utility Printpack.

<https://www.printweek.in/features/mergers-alliances-times-adversities-17997>



MOVING ON TO OTHER BUSINESSES,  
M & A HAVE MOSTLY POSED A WIN-WIN SITUATION

LETS SEE WHAT **nexcharge**  
Exide Leclanche Energy  
Private Limited

– A JV BETWEEN 2 ICONIC COMPANIES:



EXIDE, INDIA & LECLANCHE, SWITZERLAND  
HAD IN MIND

<https://www.youtube.com/watch?v=qTIOxT8ob-4&t=113sc>

# WHY CREATE WHEN YOU CAN ACQUIRE?

BOTH COMPANIES, WITH COLLECTIVE STRENGTHS,  
DISPLAY COMBINED PILLARS:

CHALLENGES	SOLUTIONS
AFTER - SALES SERVICE	40,000+ DISTRIBUTORS ACROSS INDIA
AVAILING SUBSIDIES	MANUFACTURING IN INDIA
BEST COST	FULL-TECHNOLOGY OWNERSHIP
BUSINESS RISKS	RELIABLE LEADERSHIP OF OVER 200 YEARS
ECO-FRIENDLINESS	SUSTAINABLE INITIATIVES, RESPONSIBLE BATTERY DISPOSAL FOR INSTANCE
SMOOTH CHAIN SUPPLY	LOCALISED PRESENCE STREAMLINED PRESENCE
TECHNICAL ISSUES	CUSTOMISED, INTEGRATED SOLUTIONS
TECHNOLOGICAL RISKS	SUPERIOR PRODUCTS

[https://nexcharge.in/about\\_us/](https://nexcharge.in/about_us/)

# TOGETHERNESS IS A WONDERFUL THING, AND SO SAYS VODAFONE-IDEA LAUNCH AD.



<https://www.youtube.com/watch?v=y9XU6B1K05c>

# VODAFONE & !DEA ARE NOW



Indians are optimistic, they want to pace ahead in life. They would love a credible partner to help them on this journey. **VI**'s positioning is built around this promise and will focus on meeting its customer needs to help them thrive.

The Vodafone Idea merger focusses on integrating two large networks - people and processes. As **VI**, the brand is poised to bring important meaning to lives of its customers.

**VI** leverages on the strength of two of India's most loved brands, Vodafone and Idea. It is vibrant, exciting and throbs with the spirit of rising India. It is committed to help every Indian move ahead as it is built for the new age and for the connected ecosystem.

## Read more at:

<https://www.campaignindia.in/article/vodafone-idea-to-be-known-as-vi/463485>

# WELL-RENOWNED DESIGNER SABYASACHI TEAMS UP WITH H & M



H&M launched their collaboration with the iconic Indian label Sabyasachi, known for his passion of juxtaposing traditional, Indian styles with contemporary designs.



<https://www.facebook.com/hm/videos/sabyasachi-x-hm/158893215411171/>



# WHAT'S EVEN BETTER?

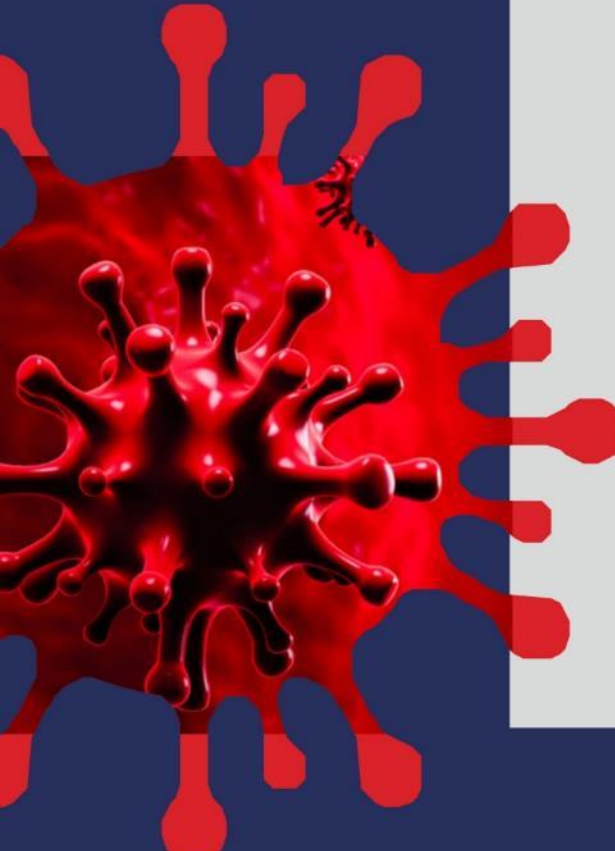


The Collection is made available on H & M Portal, for sure, but also ropes in Myntra – a well-known, e commerce site for apparels & more to be sold online.




at very excited to share this with you

# MERGERS DURING THE PANDEMIC

A large, detailed 3D rendering of a red virus particle with numerous spike-like protrusions, positioned on the left side of the slide.

For businesses looking beyond the current crisis and trying to invest in future growth, the pandemic presents an opportunity to acquire companies whose futures are uncertain or whose financial positions are precarious.

A smaller, detailed 3D rendering of a red virus particle with numerous spike-like protrusions, positioned on the right side of the slide.

Now may be the time for big companies to get bigger and expand their moats against competitors, or for small competitors to team up against larger rivals.

# THE STATUS OF M&A DURING AND POST COVID-19



According to Harvard Business Review, there are a good number of examples of each.

**Boeing**, for example, has abandoned a \$4 billion deal to acquire **80% of Embraer's commercial jet business** and a 49% stake in a joint venture producing a new military cargo jet.

At the same time, companies such as **Google Cloud, Nestle SA, BlackRock, the British clothing company Boohoo**, and others have all publicly stated that they are open to acquisitions despite the uncertainty created by coronavirus.

# ANOTHER BIG SHIFT, ESPECIALLY DURING COVID-19, WAS HEALTH & WELLNESS



This includes physical fitness, eating right, mental well-being and overall holistic health.

With Work from Home & School from Home, the need to stay fit is at an all time high. This is anticipating the demand for these fitness services, active-wear apparels and organically-grown food stuff, adding up to the market growth.

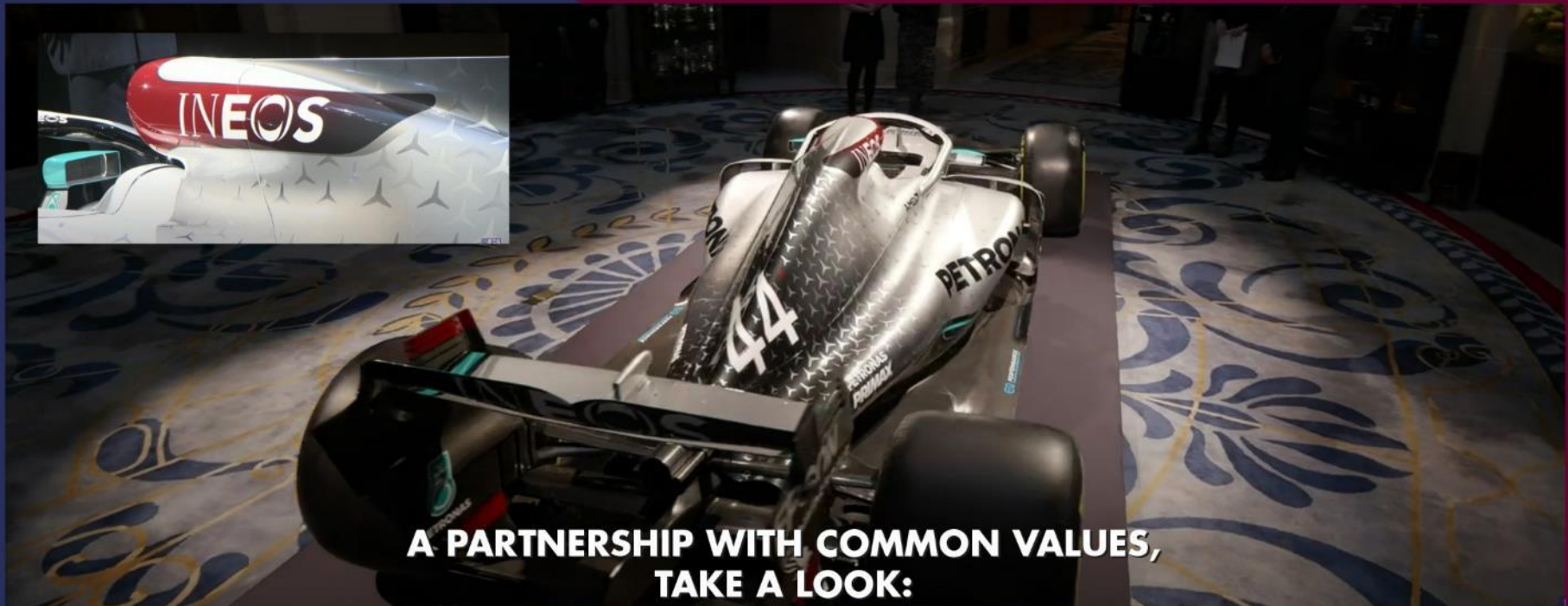
In addition, the rising disposable income coupled with the changing lifestyle of the people along with a shift in the consumer preferences to choose fitness over money is also anticipated to propel the growth opportunities for the market to surge during the forecast period.



*HERE'S HOW SPORTS MEETS LUXURY  
AT A WHOLE NEW LEVEL*



**INEOS MERCEDES AMG F1  
VNR New Partnership Livery Reveal  
INEOS Sport**



**A PARTNERSHIP WITH COMMON VALUES,  
TAKE A LOOK:**

<https://www.youtube.com/watch?v=SCRoV6exZLc>

# TO PUT IT IN A NUTSHELL, THERE ARE 4 TYPES OF MERGERS & ACQUISITIONS



- **HORIZONTAL MERGER/ACQUISITION**

2 COMPANIES COME TOGETHER WITH SIMILAR PRODUCTS/SERVICE LINE

- **VERTICAL MERGER/ACQUISITION**

2 COMPANIES FROM SAME INDUSTRY JOIN FORCES BUT ARE AT DIFFERENT POINTS ON THE SUPPLY CHAIN

- **CONGLOMERATE MERGER / ACQUISITION**

2 COMPANIES FROM DIFFERENT INDUSTRIES JOIN FORCES OR ONE TAKES OVER ANOTHER TO WIDEN THEIR PRODUCTS AND/OR SERVICES

- **CONCENTRIC MERGER / ACQUISITION**

2 COMPANIES WITH SHARED CUSTOMERS BUT PROVIDING DIFFERENT SERVICES

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Know these with case studies on: <https://www.docurex.com>



# AS ALSO, **5 STEPS** TO A SMOOTH M & A PROCESS

**STEP 1** – FIND THE BEST DEAL

**STEP 2** – EXAMINE THE CORPORATE/INDUSTRY CULTURE

**STEP 3** – PERFORM DUE DILIGENCE

**STEP 4** – STRUCTURE YOUR DEAL

**STEP 5** – ASSESS BUSINESS' VALUE

<https://www.vikingmergers.com>

**COUPLING OF CORPORATES,**

AS THEY CALL IT, INDEED

OPENS UP

MANY POSSIBILITIES FOR

SMALL, MEDIUM & LARGE

COMPANIES ALIKE.





**THE OPPORTUNITIES WITH M & A ARE  
MANY ACROSS SECTORS.**

**IT IS REALLY UP TO US TO PLAN, STRATEGISE & GRAB THEM!**



**M & A**

The image features a hand in a dark suit jacket pointing upwards towards a glowing, teal-colored button with the letters 'M & A' in white. The background is a dark blue-grey with a faint world map, binary code (0s and 1s), and several glowing white rectangular shapes of varying sizes and orientations, creating a digital and business-oriented aesthetic.



SEE YOU SOON WITH MORE OF GOING GLOBAL!

UNTILL THEN, MY FELLOW PRINTERS,

**HAPPY FESTIVITIES! AND HAPPY PRINTING!**

GOD BLESS!