

GLASS PROCESSING AND FINISHING WEBINAR

# Flat glass companies going into 2023: to invest or save?

DATE: TUESDAY 22 NOVEMBER 2022 | TIME: 16:00 CET

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2022 has been a year of challenges for the global glass industry — while the early weeks seemed to signal a return to normal after COVID-19, this changed overnight in February. Skyrocketing natural gas prices in Europe heavily impacted the price and output of glass, while high inflation levels globally rang alarm bells regarding a potential recession and slowdown in new construction.

As we head into the winter and towards 2023, what do glass companies — and their shareholders and management teams — expect for next year? Undoubtedly, some will come out stronger, but will they be the ones who now look to actively invest and acquire? Or should companies focus on cash retention?

**Please join our webinar** to learn more about current market dynamics including M&A priorities and investment opportunities in the glass processing & finishing sector.

“Since 2018, when I worked on my first glass transaction, the glass industry has had a strong M&A track record, driven in particular by investments by private equity firms and family offices carrying out a buy-and-build strategy. This interest ramped up the competition and appetite for glass transactions. But in the last few months, with the inflationary background and increasing energy prices, we have heard directly opposing viewpoints in regards to market outlook, investment plans, and attitudes in general. In this webinar, we will hear directly from industry insiders, and find out where, at least among the participants, the consensus lies.”

**VALĒRIJA LIEGE**

GLASS PROCESSING & FINISHING SPECIALIST  
OAKLINS

## SPEAKERS



**DR. ULRICH BRAHMS**

**Dr. Ulrich Brahms** is CEO of caleoglas. Since graduating and gaining his doctorate in engineering, for the past 25 years Ulrich has been working in different top management positions within the field of production industry, focusing on corporate reorganization

and restructuring, growth strategies and M&A projects, among other areas.



**BETTINA HEUTER**

**Bettina Heuter** is marketing director and long-term (founding) employee of glassglobal Group. She is responsible for international research and customer relations within the glass industry.

Before starting at glassglobal Group, she worked as a key account manager in a renowned German glass machinery construction company. Bettina has almost 40 years of knowledge about glass technology, machinery, markets and production, and speaks multiple languages.




**VIDUR KAPUR**

**Vidur Kapur** is an associate director at TM Capital, one of Oaklins' US member firms. He co-leads TM Capital's glass fabrication, glazing and processing practice. Notable recent glass transactions he has worked on include the sale of J.E. Berkowitz (leading


architectural glass fabricator) to Consolidated Glass Holdings, a former portfolio company of Grey Mountain Partners; several divestitures for Consolidated Glass Holdings including Global Security Glazing and Dlubak Specialty Glass (security and bullet-resistant division), NASG (transit division), Columbia Commercial Building Products (aluminum storefront and entrance systems) and Solar Seal (architectural); and Oldcastle BuildingEnvelope's divestiture of Antamex (provider of custom high-performance unitized glass façade solutions).

## SELECTED TRANSACTIONS


NCH Capital Inc.  
has sold




to



M&A SELL-SIDE  
Construction & Engineering Services/Private Equity



have been acquired by




M&A SELL-SIDE  
Construction & Engineering Services/Private Equity




has been acquired by




M&A SELL-SIDE  
Construction & Engineering Services



has sold



to



M&A SELL-SIDE  
Construction & Engineering Services

## MODERATOR

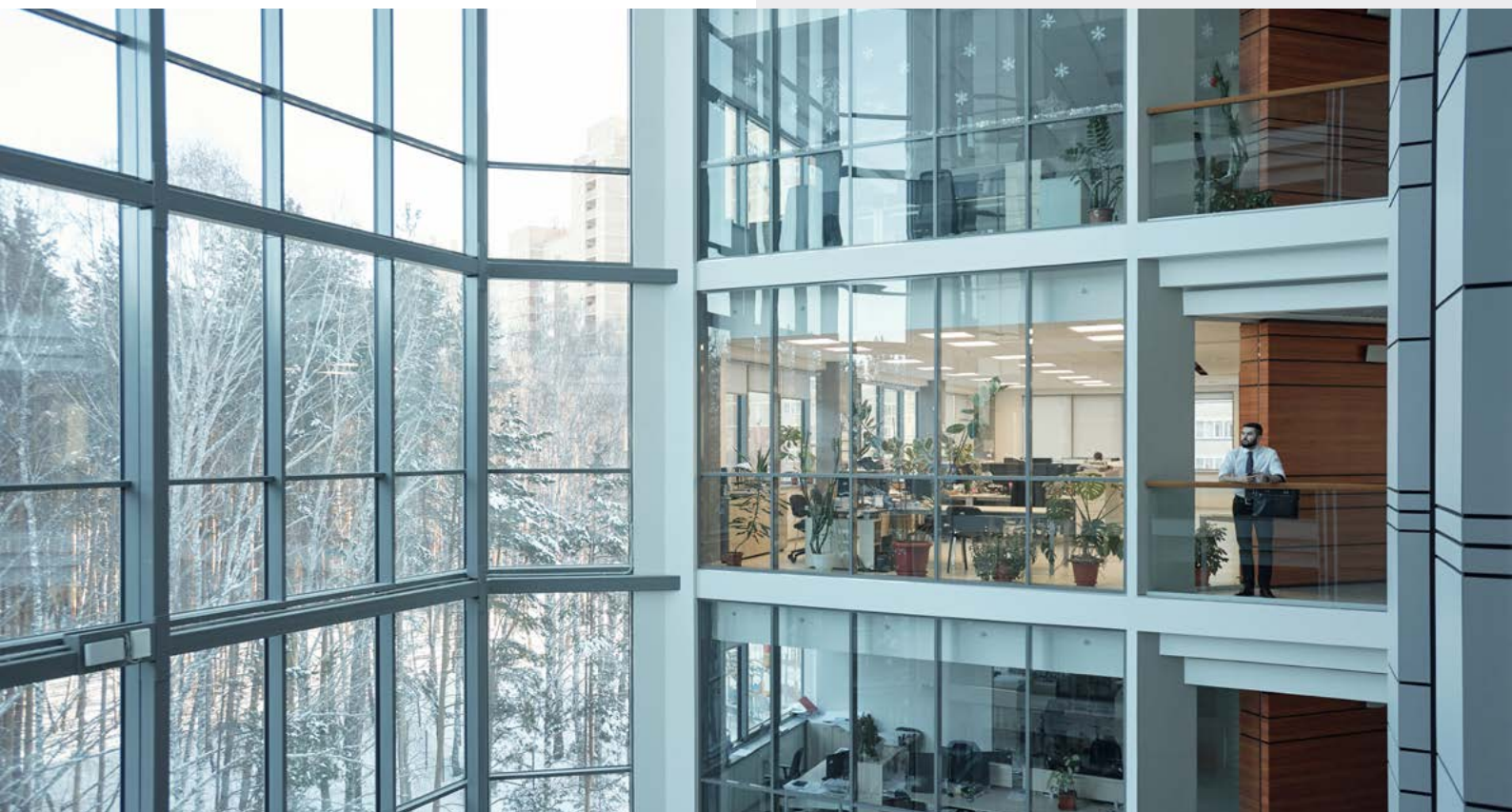


### VALĒRIJA LIEGE

Valērija Liege leads Oaklins' glass processing & finishing team and is a partner at Oaklins Baltics in Riga. As part of her sector focus, Valērija continuously follows developments, attends the major events and keeps in regular contact with the industry's

key players. Recent transactions include: advising former owner NCH Capital and the management team on a management buy-out of GroGlass, the world's leading producer of anti-reflective glass using proprietary vacuum coating technology; advising Saint-Gobain, one of the world's leading producers of flat glass, on their carveout and divestment of Baltiklaas, one of the leading Estonian glass processors; and advising several other private shareholders on exiting their glass processing businesses.

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## ABOUT OAKLINS

United by a strong belief that we can achieve the extraordinary. Oaklins is a global team of 850+ financial advisory professionals in 45 countries providing M&A, growth equity, ECM, debt advisory and corporate finance services to support entrepreneurs, corporates and investors in reaching their goals.

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