

# INDUSTRIALS MONTHLY

AUGUST 2024

*Our Industrials expertise spans key sectors including building products, industrial equipment & technology, equipment rental & distribution, specialty materials and paper & packaging.*

Building Products











Industrial Equipment & Technology

Equipment Rental & Distribution

Specialty Chemicals & Materials

Paper & Packaging

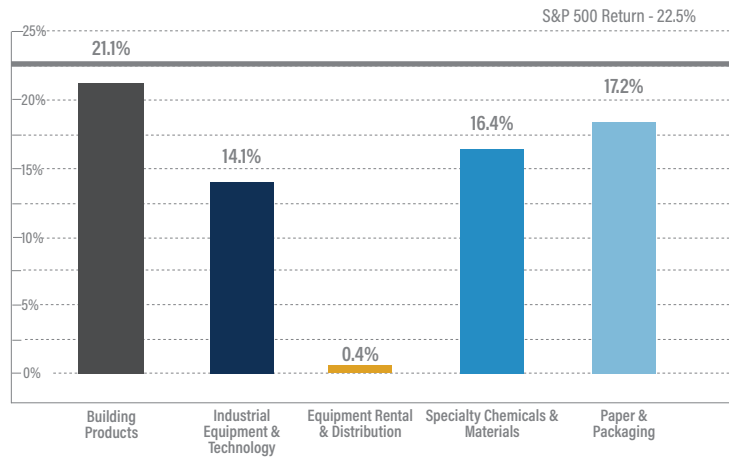
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products			<ul style="list-style-type: none"> <li>ADENTRA (TSX: ADEN), a distributor of architectural products to fabricators, home centers and professional dealers, has acquired Woolf Distributing Company for \$130 million</li> <li>Woolf is a value-added distributor of architectural building and millwork products for the residential and commercial end markets</li> <li>The acquisition expands ADENTRA's geographic footprint and product offering by adding complementary millwork locations and new branded specialty products in the outdoor living product category</li> </ul>
Industrial Equipment & Technology	<p>Residential and Light Commercial HVAC Business of</p> 		<ul style="list-style-type: none"> <li>Bosch, a leading supplier of technology and services, has agreed to acquire the Residential and Light Commercial ("R&amp;LC") HVAC Business from Johnson Controls (NYSE: JCI) and Hitachi (TSE: 6501) for \$8.1 billion</li> <li>The R&amp;LC HVAC Business manufactures ducted and ductless HVAC equipment and components</li> <li>The transaction includes the North America Ducted Business and Global Residential Joint Venture between Johnson and Hitachi, of which Johnson owns 60% and Hitachi owns 40%</li> </ul>
Equipment Rental & Distribution	<p>Assets of</p> 		<ul style="list-style-type: none"> <li>Herc Rentals (NYSE: HRI), a leading provider of rental equipment and tools, has acquired the assets of Otay Mesa Sales for \$264 million</li> <li>Otay Mesa Sales, now known as SPIRIT Services, is a full-service provider of general rental equipment</li> <li>This is Herc Rentals' largest acquisition to date and targets the construction and industrial customer segments, with four locations serving Phoenix and Yuma, Arizona and San Diego, California</li> </ul>
Specialty Chemicals & Materials	<p>"Surface Solutions" Unit of</p> 		<ul style="list-style-type: none"> <li>Global New Material International (SEHK: 6616), a manufacturer of pearlescent pigment and functional mica filler, has agreed to acquire Surface Solutions, the pigments unit of Merck (NYSE: MRK), for \$721.5 million</li> <li>Surface Solutions is a manufacturer of pigments which create a pearlescent or metallic shine in coatings, plastics and cosmetics</li> <li>The acquisition will further broaden the global capabilities of GNMI and enable a more customer-centric go-to-market approach</li> </ul>
Paper & Packaging	<p>WPW innovative packaging a portfolio company of</p> 		<ul style="list-style-type: none"> <li>Silgan (NYSE: SLGN), a leading distributor of sustainable rigid packaging solutions, has agreed to acquire Weener Plastics, a portfolio company of 3i Group, for \$908 million</li> <li>Weener Plastics is a full-service global manufacturer of innovative and sustainable packaging solutions</li> <li>Implied Enterprise Transaction Value Multiple (LTM May) Adj. EBITDA: 8.7x</li> </ul>

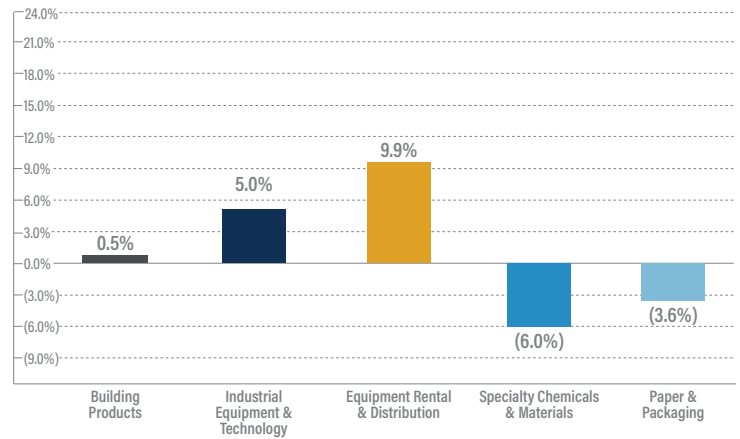
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of July 30, 2024

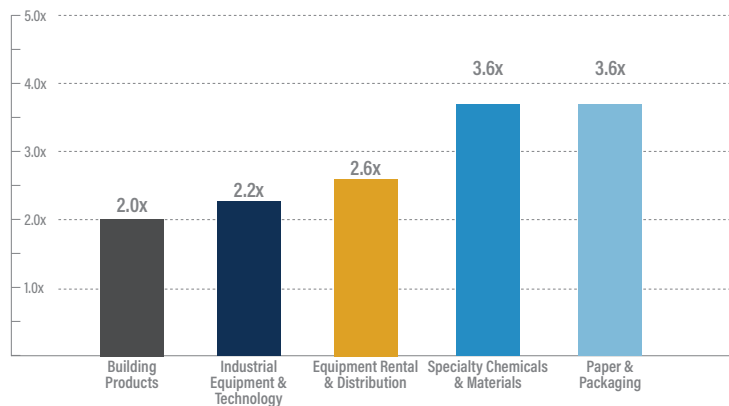
## One-Year Stock Return



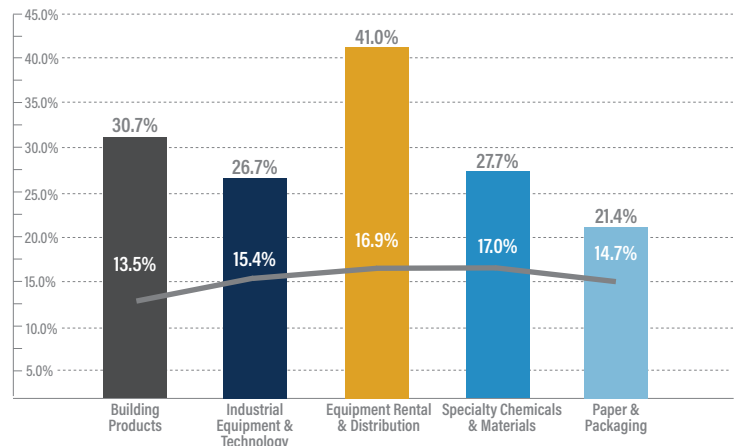
## One-Year Revenue Growth



## LTM Debt/EBITDA

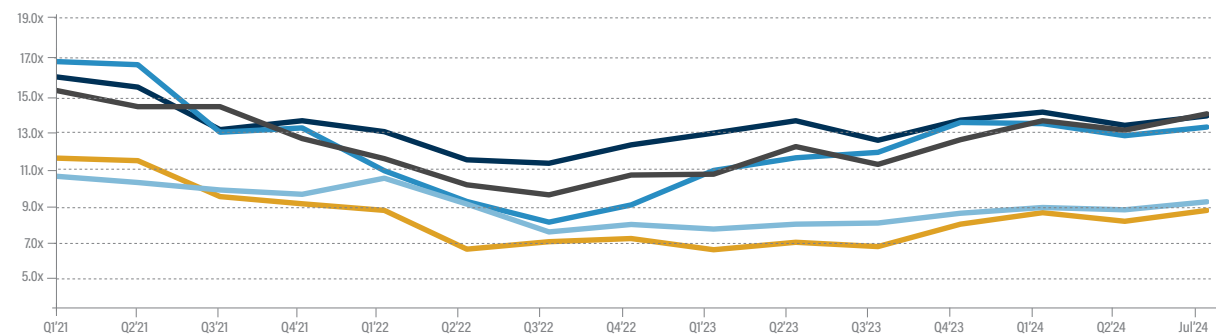


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



13.9x Building Products    13.8x Industrial Equipment & Technology    8.7x Equipment Rental & Distribution    13.2x Specialty Chemicals & Materials    9.2x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Extreme Metal Fabricators	Beacon Roofing Supply (NSDQ: BECN)	Beacon Roofing Supply, a distributor of building products, including roofing materials, siding and waterproofing, has acquired Extreme Metal Fabricators, a Florida-based manufacturer of metal roofing panels and trims
Euroview Enterprises	Installed Building Products (NYSE: IBP)	Installed Building Products, an industry-leading installer of insulation and complementary building products, has acquired Euroview Enterprises, a manufacturer of shower doors, shelving, mirrors and other residential building products
G-MAC Automatic Door	Assa Abloy AB (OTC: ASAZY)	Assa Abloy AB, a distributor of door opening and access solutions to institutional, commercial and residential consumers, has acquired G-MAC Automatic Door, a leading distributor of pedestrian automatic doors and a provider of related solutions such as product installation and maintenance

Target	Acquiror	Equipment Rental & Distribution Transactions
Ruffridge Johnson Equipment	Road Machinery & Supplies	Road Machinery & Supplies, a distributor of construction and mining equipment, has acquired Ruffridge Johnson Equipment, a Minnesota-based heavy equipment dealer that offers aggregate, paving and environmental products & services

Cincinnati Crane & Hoist	Wolter	Wolter, a manufacturer and distributor of material handling equipment, has acquired Cincinnati Crane & Hoist, a manufacturer of overhead cranes, gantry cranes and custom crane systems
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Polk Tractor	Florida Coast Equipment	Florida Coast Equipment, the largest dealer of Kubota utility vehicles in the U.S., has acquired Polk Tractor, a Florida-based provider of Kubota products and services
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Target	Acquiror	Paper & Packaging Transactions
Industrial Assets from Pactiv Evergreen (NSDQ: PTV E)	Suzano (BOVESPA: SUZB3)	Suzano, a leading global manufacturer of eucalyptus pulp and paper products, has acquired two paperboard mills from Pactiv Evergreen, a manufacturer and distributor of fresh foodservice, merchandising and beverage cartons, for \$110 million

American Label Technologies	AWT Labels & Packaging (Port. Co. of Morgan Stanley Capital Partners)	AWT Labels & Packaging, a leading provider of custom labels, flexible packaging and precision converting solutions, has acquired American Label Technologies, a leading manufacturer of custom label, RFID, print and packaging materials
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Reed & Witting	Clayton Kendall	Clayton Kendall, a distributor of corporate branded merchandise and marketing products, has acquired Reed & Witting, a leading provider of traditional and digital printing solutions
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Target	Acquiror	Industrial Equipment & Tech. Transactions
Trystar (Port. Co. of Goldner Hawn)	Blackstone (NYSE: BX)	Blackstone, the world's largest alternative asset manager, has agreed to acquire Trystar, a leading manufacturer of temporary electrical power distribution products

AboveAir Technologies	AirX Climate Solutions	AirX Climate Solutions, a leading full-service provider of specialty HVAC solutions, has acquired AboveAir Technologies, a manufacturer of precision cooling systems for data centers and other mission-critical applications
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Plimpton and Hills	Grove Mountain Partners	Grove Mountain Partners, an Atlanta-based private equity firm, has acquired Plimpton and Hills, a leading distributor of plumbing and HVAC equipment
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Target	Acquiror	Specialty Chemicals & Materials
Global Specialty Solutions Business of FMC (NYSE: FMC)	Environmental Science US	Environmental Science US, a provider of diversified environmental solutions, has agreed to acquire the Global Specialty Solutions business of FMC Corporation, a distributor of crop protection and professional pest management products, for \$350 million

Composite and Fuel Containment ("CFC") Division of Parker Hannifin (NYSE: PH)	SK Capital Partners	SK Capital Partners, a New-York based private investment firm, has agreed to acquire the North America CFC Division of Parker Hannifin, a provider of engineered carbon fiber composite components and fuel containment solutions
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RG Dispersants (Sub. of CPS (Port. Co. of Arsenal Capital))	Arclin	Arclin, a manufacturer of polymer technologies, specialty chemicals and building products, has acquired RG Dispersants, a leading manufacturer of specialty dispersants and surface-active products
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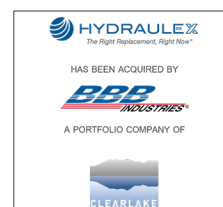
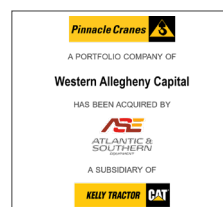
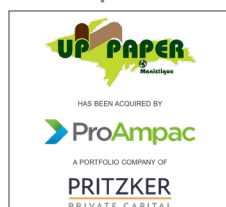
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## Selected TM Capital Industrials Experience



### ABOUT TM CAPITAL, A DIVISION OF JANNEY

FOUNDED IN 1989 AND NOW PART OF JANNEY MONTGOMERY SCOTT, TM CAPITAL IS THE CLIENT-FIRST INVESTMENT BANKING TEAM ADVISING INDUSTRY-LEADING COMPANIES ACROSS NORTH AMERICA AND AROUND THE WORLD. IN EVERYTHING WE DO, OUR PROFESSIONALS SHARE A RELENTLESS COMMITMENT TO ENGINEERING EXTRAORDINARY OUTCOMES WITH AN UNMATCHED STANDARD OF CLIENT CARE. OVER THE LAST THREE DECADES, WE HAVE COMPLETED NEARLY 450 TRANSACTIONS WITH A COMBINED VALUE OF \$30 BILLION. WITH OFFICES IN ATLANTA, BOSTON AND NEW YORK, OUR MISSION CRITICAL CAPABILITIES INCLUDE: COMPLEX MERGERS AND ACQUISITIONS; DEBT AND EQUITY FINANCINGS; MINORITY AND MAJORITY RECAPITALIZATIONS; RESTRUCTURINGS; AND BOARD ADVISORY SERVICES. TM CAPITAL IS ALSO A MEMBER OF OAKLINS, THE WORLD'S MOST EXPERIENCED MID-MARKET M&A ADVISOR, WITH OVER 850 PROFESSIONALS AND DEDICATED INDUSTRY TEAMS IN MORE THAN 45 COUNTRIES, HAVING CLOSED 1,700 TRANSACTIONS IN THE PAST FIVE YEARS. FOR MORE INFORMATION, PLEASE VISIT WWW.TMCAPITAL.COM.

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