# **Industrials Monthly**

December 2018



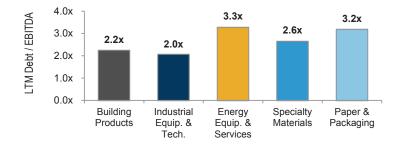
#### **Industrial Headline Transactions**

	Target	Acquiror	Acquisition Synopsis
Building Products  Arranisie  PATRICK  PATRICK		PATRICK	TM Capital served as exclusive financial advisor to Arran Isle Limited in the sale of LaSalle Bristol, LP to Patrick Industries, Inc. (NasdaqGS: PATK) for approximately \$54 million  LaSalle Bristol, the North American operations of Arran Isle, is a premier supplier of value-added plumbing, flooring, HVAC, exterior, lighting and other products tailored to the manufactured housing and recreational vehicle markets
Industrial Equipment & Technology	Energy alipment & PIONEER NATURAL RESOURCES (Pumping Services Assets)  PROPETRO		<ul> <li>IPG Photonics Corporation, a manufacturer of high-performance fiber lasers, entered into a definitive agreement with Genesis Systems Group for \$115 million</li> <li>Genesis Systems Group is a provider of robotic systems for automated industrial applications and projects</li> </ul>
Energy Equipment & Services			<ul> <li>ProPetro Holding Corp, an oilfield services company providing pressure pumping services and other related services, entered into an agreement to acquire the pumping services assets from Pioneer Natural Resources for \$400 million</li> <li>Pioneer Natural Resource's pumping services assets include eight frac fleets with 510,000 hydraulic horsepower, as well as three coiled tubing units and associated equipment</li> </ul>
Specialty Materials			<ul> <li>Leggett &amp; Platt, a diversified manufacturer of engineered components and products for residential and industrial applications, entered into a definitive agreement to acquire Elite Comfort Solutions for \$1.25 billion</li> <li>Elite Comfort Solutions is a producer of specialty foam, including many of the chemicals and additives used in foam production</li> <li>Implied Enterprise Value Multiple: 2.0x Revenue</li> </ul>
Paper & Packaging	₱ POLLOCK	Landsberg organ	<ul> <li>Landsberg Orora, a provider of custom packaging solutions, acquired Pollock Paper Corporation for \$81 million</li> <li>Pollock Paper Corporation is a vertically integrated corrugated box manufacturer and a provider of industrial, retail and facility supplies</li> <li>Implied Enterprise Value Multiples: 0.3x Revenue; 8.7x EBITDA</li> </ul>

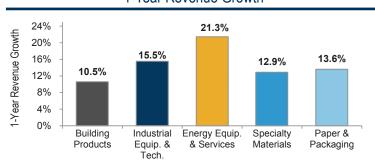
### 1-Year Stock Returns

#### 25% 20% S&P 500 Return 15% 10% 5% 0% (5%)(1.8%) (10%)(8.6%)(10.2%)(15%)(12.6%)(13.7%)(20%) Building Specialty Industrial Energy Equip. Paper & **Products** Equip. & & Services Materials Packaging Tech.

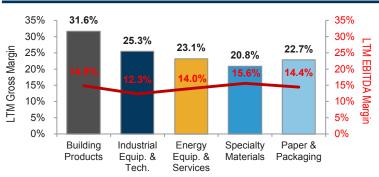
# Leverage Multiples



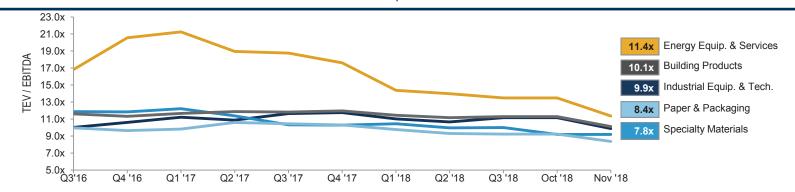
### 1-Year Revenue Growth



# **Gross & EBITDA Margins**



#### **EBITDA Multiples Over Time**



## Selected Industrial Equip. & Tech. Transactions

Target	Acquiror	Transaction Description
Nippon Oil Pump	CITIC Capital Japan Partners	CITIC Capital, a Japan-based private equity firm, acquired Nippon Oil Pump, a Japan-based provider of trochoid pumps, water pumps and hydraulic motors for \$97 million
DV Systems	Gardner Denver Holdings	Gardner Denver, a provider of flow control and compression equipment, acquired DV Systems, an Ontario-based manufacturer of rotary screw and piston compressors and associated aftermarket parts
South-Tek Systems	Pfingsten Partners	Pfingsten Partners, a Chicago-based private equity firm, acquired South-Tek, a manufacturer of nitrogen generators for industrial and commercial end markets

# Selected Specialty Materials Transactions

Target	Acquiror	Transaction Description
PeroxyChem	Evonik Industries	Evonik, a Germany-based provider of specialty chemicals, entered into an agreement to acquire PeroxyChem, a manufacturer of hydrogen peroxide and peracetic acid for specialty applications
Colourland Paints	Akzo Nobel	Akzo Nobel, a Netherlands-based provider of paints and performance coatings, acquired Colourland Paints, a Malaysia-based provider of paints and coatings
LEUNA-Tenside	Vantage Specialty Chemicals Holdings	Vantage Specialty Chemicals, a provider of naturally derived ingredients, acquired LEUNA-Tenside, a Germany-based manufacturer of specialty surfactants

# Selected Building Products Transactions

Transaction Description

	Target	Acquiror	Transaction Description		
	Armstrong Flooring (Wood Flooring Operations)	American Industrial Partners	American Industrial Partners, a New York-based private equity firm, entered into an agreement to purchase the wood flooring operations of Armstrong Flooring for \$100 million		
	Roof Tile Group	IKO Industries	IKO Industries, an Alberta-based manufacturer of roofing products, acquired Roof Tile Group, a New Zealand-based provider of branded metal roofing tiles for \$39 million		
	Northeast Building Products	Harvey Building Products	Harvey Building Products, a manufacturer of vinyl windows & doors, siding, roofing, decking & trim, acquired Northeast Building Products, a provider of vinyl windows, patio doors and entry doors		

## Selected Energy Equip. & Services Transactions

Target	Acquiror	Transaction Description
NGL Energy Partners (Bakken Saltwater Disposal Business)	Tallgrass Energy	Tallgrass Energy, a provider of crude oil transportation services to customers in Wyoming, Colorado and surrounding regions, entered into a definitive agreement to acquire NGL Energy's Bakken saltwater disposal wells for \$91 million
Cretic Energy Services	Forbes Energy Services	Forbes Energy Services, an oilfield services contractor providing drilling and production related services, acquired Cretic, a provider of large-diameter, extended-reach, coiled tubing services to oil and gas producers in the Permian Basin
Onstream Engineering	McIntosh Perry Consulting Engineers	McIntosh Perry, an Ontario-based provider of engineering services and technical solutions, acquired Onstream Engineering, a Calgary- based consulting firm specializing in services of pipelines and facilities for oil and gas producers in Alberta

#### Selected Paper & Packaging Transactions

Target	Acquiror	Transaction Description
Mid-Atlantic Packaging	The Royal Group	The Royal Group, a manufacturer of corrugated boxes and displays, acquired Mid-Atlantic Packaging, a provider of corrugated packaging products and services
Temkin International	PPC Flexible Packaging	PPC, a provider of custom flexible packaging, acquired Temkin, a manufacturer of film packaging products
Hakata Danboru	Hinode Shiki Kogyo	Hakata Danboru, a Japan-based manufacturer of corrugated boxes, acquired Hinode Shiki, a manufacturer of corrugated packaging and folding cartons

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# Selected TM Capital Industrial Experience















