

# INDUSTRIALS MONTHLY

AUGUST 2020

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

Building Products












Industrial Equipment & Technology

Energy Equipment & Services

Specialty Materials

Paper & Packaging

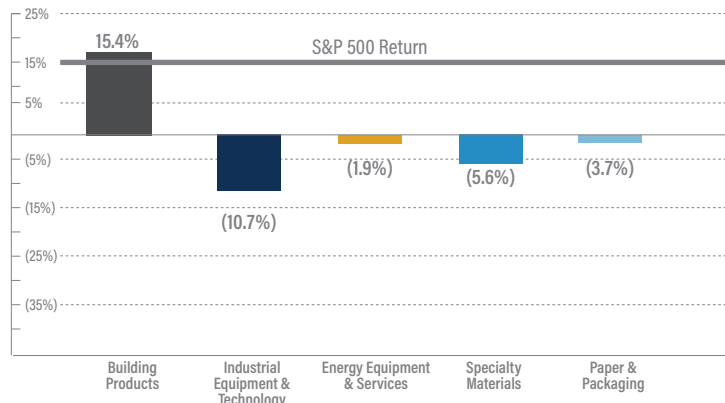
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Building Products			<ul style="list-style-type: none"> <li>Armstrong World Industries Inc., a manufacturer of tiles and panels for ceilings and walls, has acquired Turf Design, Inc. for \$118 million</li> <li>Turf Design, Inc. is a Chicago-based commercial interior design house and maker of custom felt ceiling and wall solutions with annual revenues of approximately \$25 million</li> <li>Implied Enterprise Value Multiple: Revenue: 4.7x</li> </ul>
Industrial Equipment	 Subsidiary of 		<ul style="list-style-type: none"> <li>Alfa Laval, a Sweden-based provider of heat, separation and fluid handling products, agreed to acquire Neles Oyj for \$2.2 billion</li> <li>Neles Oyj is a Finland-based provider of equipment and services for the mining and recycling industries</li> <li>Implied Enterprise Value Multiples: Revenue: 2.8x; EBITDA: 18.4x</li> </ul>
Energy Equipment			<ul style="list-style-type: none"> <li>Aker Solutions, a Norway-based provider of products, systems and services to the oil and gas industry, agreed to acquire Kvaerner for \$348 million</li> <li>Kvaerner is a Norway-based provider of engineering, procurement and construction services for the energy industry</li> <li>Implied Enterprise Value Multiples: Revenue: 0.2x; EBITDA: 6.2x</li> </ul>
Specialty Materials	 always solving Anhydride Business		<ul style="list-style-type: none"> <li>AOC Materials, a supplier of resins, gel coats, colorants and additives to the composites industry, agreed to acquire the Anhydride Business of Ashland for \$100 million</li> <li>Ashland provides various chemistry solutions that improve customers' products and applications</li> </ul>
Paper & Packaging			<ul style="list-style-type: none"> <li>Madison Dearborn Partners, a Chicago-based private equity firm, agreed to acquire IPL Plastics for \$807 million</li> <li>IPL Plastics is a Canada-based provider of various packaging solutions</li> <li>Implied Enterprise Value Multiples: Revenue: 1.2x; EBITDA: 7.8x</li> </ul>

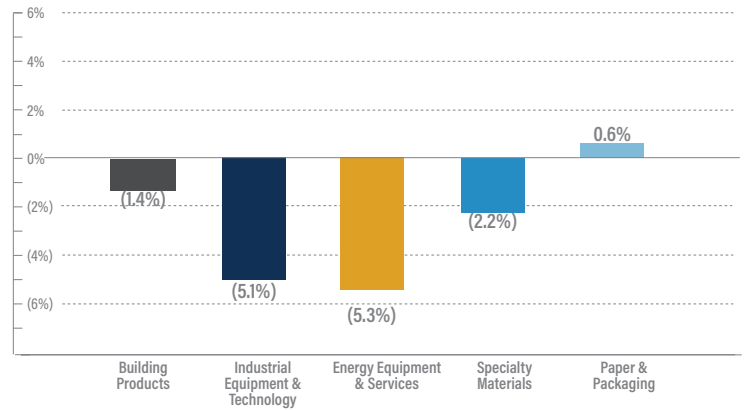
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of July 31, 2020

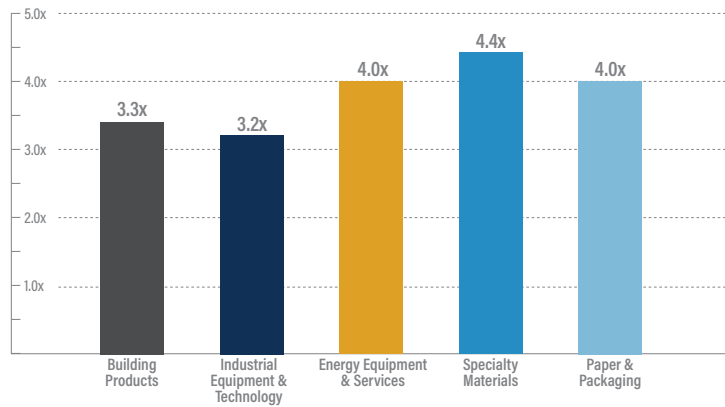
## One-Year Stock Return



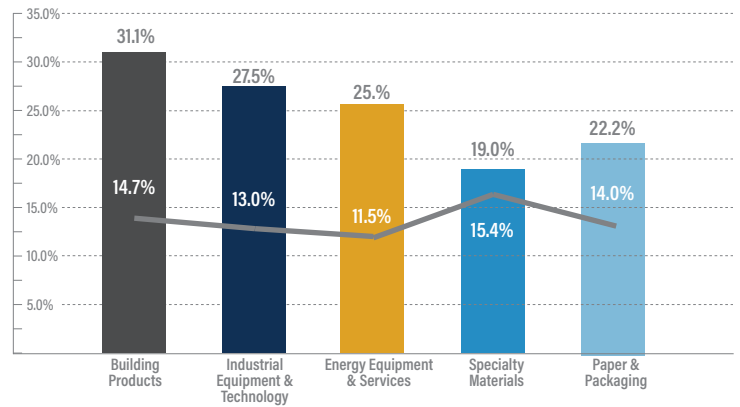
## One-Year Revenue Growth



## LTM Debt/EBITDA

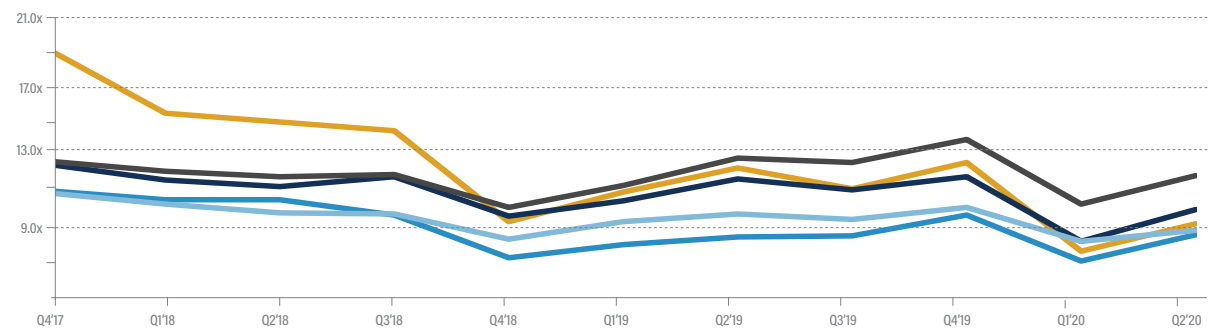


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



12.2x Building Products    10.1x Industrial Equipment & Technology    10.0x Energy Equipment & Services    9.2x Specialty Materials    8.7x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Customade Ltd. (Subsidiary of Polyframe Trade Ltd.)	Nimbus	Nimbus, a Netherlands-based private equity firm, agreed to acquire Customade, a U.K.-based manufacturer of windows, doors and conservatories to retail installers
KPI SAS (Portfolio Company of DH Private Equity)	GSO Capital (Subsidiary of The Blackstone Group Inc.)	GSO Capital Partners, a New York-based private investment company, agreed to acquire KPI, a France-based manufacturer of pre-fabricated building systems
Automated Pedestrian Door Business of ASSA ABLOY	FAAC S.p.A.	FAAC, an Italy-based manufacturer of car park and access automation and control solutions, agreed to acquire the Automated Pedestrian Door Business of ASSA ABLOY, a global leader in access solutions based in Sweden, for \$112 million

Target	Acquiror	Energy Equipment & Services Transactions
Noralis Ltd	Pelican Energy Partners LP	Pelican Energy Partners, a Texas-based middle market private equity firm, agreed to acquire Noralis, a U.K.-based provider of oil and gas extraction and field firefighting services
Permian Tank & Manufacturing, Inc.	New Mountain Capital, LLC	New Mountain Capital, a New York-based private equity firm, agreed to acquire Permian Tank & Manufacturing, a manufacturer of storage tanks and processing equipment for the oil and gas industry, for \$30 million
Echo Energy Partners I, LLC	HPS Investment Partners, LLC	HPS Investment Partners, a New York-based private equity firm, agreed to acquire Echo Energy Partners, an operator of oil and natural gas wells, for \$32.7 million

Target	Acquiror	Paper & Packaging Transactions
Versailles Book Manufacturing Plant of Quad/Graphics	CJK Group Inc.	CJK Group, a provider of printing, fulfillment and mailing, eBook and CD/DVD services, acquired the Versailles Book Manufacturing Plant of Quad/Graphics, a provider of marketing solutions worldwide
All Packaging Company Inc.	B2B Industrial Packaging LLC	B2B Industrial Packaging, a provider of industrial packaging supplies and equipment, acquired All Packaging Company, a manufacturer of rigid set-up boxes and corrugated packaging products
PAPRESA S.A. (Port. Co. of KKR Asset Management)	Quantum Capital Partners AG	Quantum Capital Partners, a Germany-based private equity firm, agreed to acquire PAPRESA, a Spain-based manufacturer of newsprint from recycled paper

Target	Acquiror	Industrial Equipment & Tech. Transactions
Briggs & Stratton Corporation	KPS Capital Partners	KPS Capital Partners, a New York-based private equity firm, agreed to acquire all the assets of Briggs & Stratton Corporation, a manufacturer and servicer of gasoline engines for outdoor power equipment, for \$550 million
Sani-Tech West, Inc.	3i Group plc	3i Group, a U.K.-based private equity firm, acquired Sani-Tech West, a manufacturer of single-use bioprocessing systems and components
Gallus Group (Subsidiary of Heidelberg)	benpac holding ag	benpac holding ag, a Switzerland-based provider of packaging services, agreed to acquire Gallus Group, a Switzerland-based provider of packaging products and machinery, for \$139.1 million

Target	Acquiror	Specialty Materials Transactions
Techmer PM, LLC	SK Capital Partners	SK Capital Partners, a New York-based private equity firm, agreed to acquire Techmer PM, a producer of colors and additives for the plastics and fiber industries
Transdermal & HPM Business of Pocono Coated Products LLC	Nutriband Inc.	Nutriband, a developer of transdermal pharmaceutical products, agreed to acquire the Transdermal and Health Product Manufacturing Business of Pocono Coated Products, a manufacturer of transdermal patches
Rex Materials, Inc.	Unifrax I LLC	Unifrax, a manufacturer of ceramic fiber insulation products, acquired Rex Materials, a manufacturer of ceramic fiber and fused silica material systems for molding applications

## TM Capital's Industrials Contacts

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## Selected TM Capital Industrials Experience

**ACCESSSMT**  
A PORTFOLIO COMPANY OF

HAS SOLD

**HA** Hardware Aggregators **Serimtec** **MHD**

TO

**GL** CAPITAL

**WASTE HARMONICS**  
STRATEGY | CONSOLIDATION | GROWTH

A PORTFOLIO COMPANY OF

**Prospect Partners**

HAS BEEN ACQUIRED BY

**ARCAPITA**

**mi**  
micromeritics

HAS COMPLETED A STRATEGIC RECAPITALIZATION WITH

**SFW**  
CAPITAL PARTNERS

**CONTIWEB**

A PORTFOLIO COMPANY OF

**AMERICAN INDUSTRIAL PARTNERS**

HAS BEEN ACQUIRED BY

**H2** | Equity Partners

**VALLEY PROTEINS, INC.**

HAS COMPLETED AN AMENDMENT TO ITS \$250 MILLION SENIOR REVOLVING CREDIT FACILITY

**NAUMANN HOBBS**  
The Performance People

A PORTFOLIO COMPANY OF

**HCI** EQUITY PARTNERS

HAS RECEIVED AN INVESTMENT FROM

**CenterGate** CAPITAL