

# INDUSTRIALS MONTHLY

MARCH 2021

*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

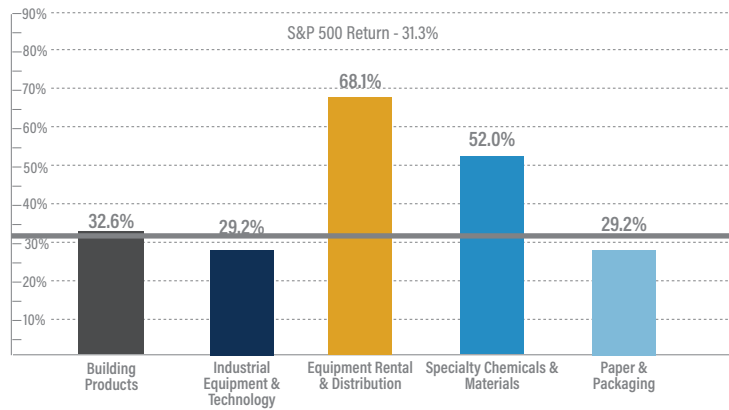
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Building Products	 A Portfolio Company Of 		<ul style="list-style-type: none"> <li>Worthington Industries, a manufacturer of metal products and building materials, acquired General Tools &amp; Instruments Company for \$115 million</li> <li>General Tools &amp; Instruments Company is a manufacturer of more than 1,200 specialized tools, including the Garden-Weasel, Pactool and Hawkeye brands, for applications in the environmental health and safety, precision measurement, home remodeling and lawn and garden spaces</li> <li>Implied Enterprise Value Multiples: Revenue: 1.7x; EBITDA: 76x</li> </ul>
Industrial Equipment	 SOLVING SMARTER. Process & Motion Control Segment		<ul style="list-style-type: none"> <li>Regal Beloit, a manufacturer of electric motors, electrical motion controls and power generation products, agreed to acquire the Process &amp; Motion Control Segment of Rexnord for \$3.8 billion</li> <li>The Process &amp; Motion Control Segment of Rexnord manufactures process and motion control products</li> <li>Implied Enterprise Value Multiple: EBITDA: 14.2x</li> </ul>
Equipment Rental & Distribution			<ul style="list-style-type: none"> <li>Ogden Forklifts, a forklift dealer, acquired Florida Forklift</li> <li>Florida Forklift provides new, used and rental forklifts, parts and services</li> </ul>
Specialty Chemicals & Materials	 Specialty Ingredients	 	<ul style="list-style-type: none"> <li>Bain Capital, a Boston-based private equity firm, and Cinven, a London-based private equity firm, agreed to acquire Lonza Specialty Ingredients for \$4.7 billion</li> <li>Lonza Specialty Ingredients is a Switzerland-based manufacturer of specialty chemicals for microbial control solutions</li> </ul>
Paper & Packaging	 Poland Operations		<ul style="list-style-type: none"> <li>Mayr-Melnhof Karton, an Austria-based manufacturer of cartonboard and folding cartons, agreed to acquire the Poland Operations of International Paper for \$852 million</li> <li>The Poland Operations of International Paper manufactures paper products</li> <li>Implied Enterprise Value Multiples: Revenue: 1.4x; EBITDA: 76x</li> </ul>

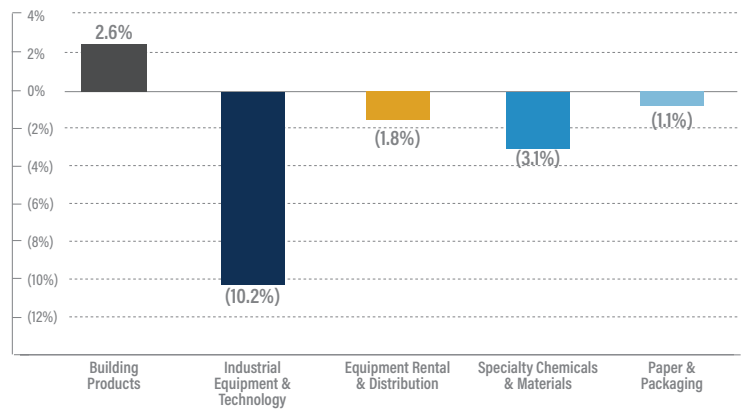
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of February 28, 2021

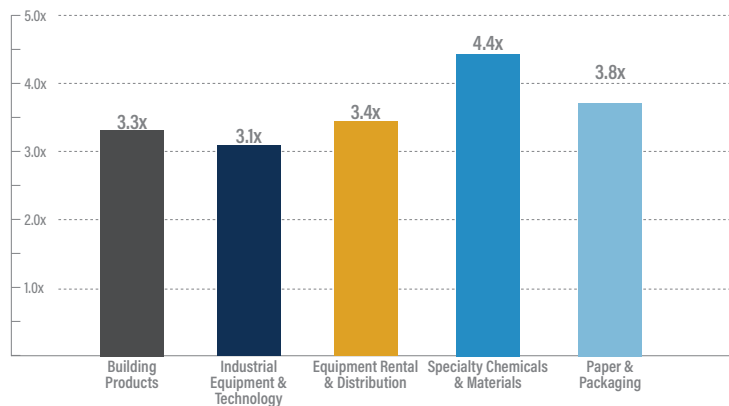
## One-Year Stock Return



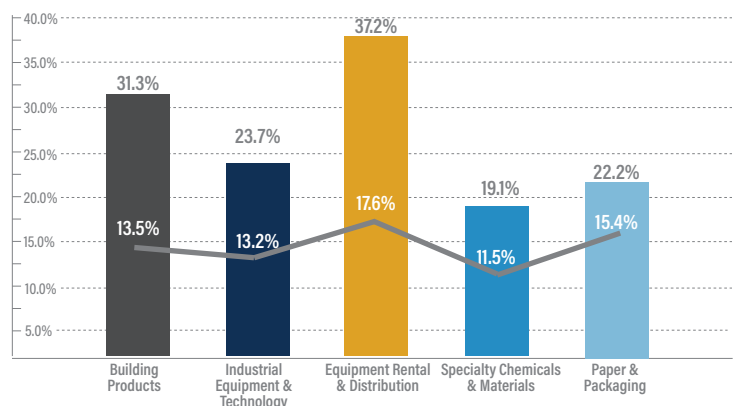
## One-Year Revenue Growth



## LTM Debt/EBITDA

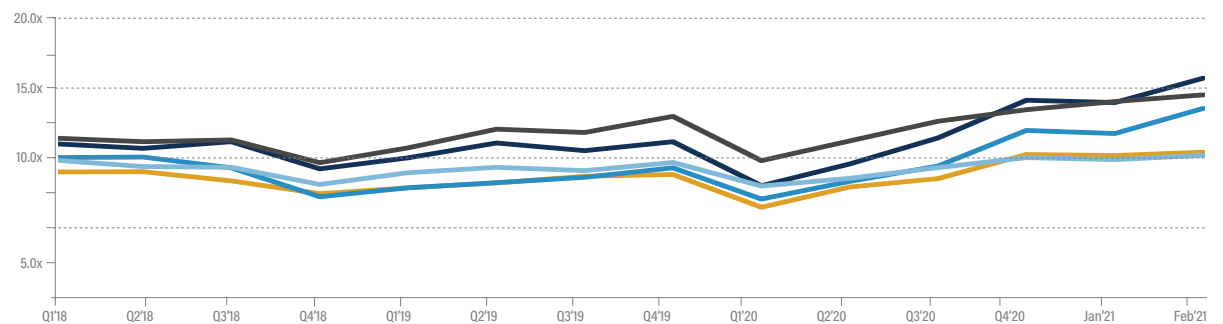


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



14.7x Building Products 15.9x Industrial Equipment & Technology 10.4x Equipment Rental & Distribution 13.7x Specialty Chemicals & Materials 10.1x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Industrial Business of Gibraltar Industries, Inc.	Pacific Avenue Capital Partners, LLC	Pacific Avenue Capital, a Hermosa Beach-based private equity firm, acquired the Industrial Business of Gibraltar Industries, a manufacturer and distributor of building products, for \$38 million

Miracle Windows and Sunrooms, Inc.	Leaf Home Solutions	Leaf Home Solutions, a manufacturer of doors, windows and cabinets, acquired Miracle Windows and Sunrooms, a manufacturer of windows, doors and showers
------------------------------------	---------------------	---

Classic Windows (Ne) Limited	Premier Roof Systems Limited	Premier Roof Systems, a U.K.-based manufacturer of conservatory roofs, windows and doors, acquired Classic Windows, a U.K.-based manufacturer of windows and doors
------------------------------	------------------------------	--

Target	Acquiror	Equipment Rental & Distribution Transactions
Agro Service 2000 (Port. Co. of Naxicap Partners)	Terroirs Développement	Terroirs Développement, a France-based distributor of agricultural equipment, acquired Agro Service, a France-based distributor of agricultural equipment and provider of repair services

Equipdraulic SI (Subsidiary of Novadraulic)	Palfinger EMEA GmbH	Palfinger EMEA, an Austria-based manufacturer of cranes, trucks and forklifts, agreed to acquire Equipdraulic, a Spain-based distributor of industrial cranes and related services
---	---------------------	--

RENTMAT BTP	Nord Coffrage S.A.	Nord Coffrage, a France-based provider of construction equipment for sale or rent, acquired RENTMAT, a France-based provider of construction equipment for sale or rent
-------------	--------------------	---

Target	Acquiror	Paper & Packaging Transactions
All Packaging Company LLC	Mill Rock Packaging (Port. Co. of Mill Rock Capital)	Mill Rock Packaging, a specialty packaging growth platform, acquired All Packaging Company, a manufacturer of custom paperboard folding cartons

Corex US LLC	Ox Industries, Inc	Ox Industries, a manufacturer of recycled paperboard products, paper tubes and cores and engineered building products, acquired Corex, a manufacturer of paper cores, edge protectors and other packaging solutions
--------------	--------------------	---

Food Machinery Sales, Inc.	ProMach Inc. (Port. Co. of Leonard Green & Partners)	ProMach, a manufacturer of packaging solutions, acquired Food Machinery Sales (dba Serpa Packaging Solutions), a manufacturer of packaging machine systems
----------------------------	--	--

## Selected TM Capital Industrials Experience

**PARTERRE** 

HAS SOLD CERTAIN ASSETS TO

**AHF PRODUCTS**

A PORTFOLIO COMPANY OF

**AMERICAN INDUSTRIAL PARTNERS**

**surpaper** 

HAS BEEN ACQUIRED BY

**Royal Paper**

A PORTFOLIO COMPANY OF

**GRIDIRON**

**STEVENS** 

EQUIPMENT SUPPLY

A PORTFOLIO COMPANY OF

**Ironwood PARTNERS, LLC**

HAS BEEN ACQUIRED BY

**DAIKIN**

**Sackub Corp.** 

HAS BEEN ACQUIRED BY

**E.B. BRADLEY CO.**  
*Specialty Hardware & Surfacing Products*

A PORTFOLIO COMPANY OF

**PSP CAPITAL**  
*Private Equity Management Company*

**ACCESSSMT** 

A PORTFOLIO COMPANY OF

**HA**  **Serbinic**  **MHD** 

HAS SOLD

TO

**GL** 

**WASTE HARMONICS** 

simplify | consolidate | save

A PORTFOLIO COMPANY OF

**Prospect Partners** 

HAS BEEN ACQUIRED BY

**ARCAPITA** 

Target	Acquiror	Industrial Equipment & Tech. Transactions
High Pressure Solutions Segment of Ingersoll Rand	American Industrial Partners, LLC	American Industrial Partners, a New York-based private equity firm, agreed to acquire the High Pressure Solutions Segment of Ingersoll Rand, a manufacturer of high pressure solutions, for \$300 million

Adey Innovation LLP (Port. Co. of LDC)	Polypipe Group plc	Polypipe Group, a U.K.-based manufacturer of plastic piping and water / climate management systems, acquired Adey Innovation, a U.K.-based manufacturer of magnetic filters for heating systems, for \$291 million
--	--------------------	--

HydraGear LLC	Purvis Industries Ltd.	Purvis Industries, a distributor of bearing and power transmission products, acquired HydraGear, a manufacturer of hydraulic pumps and cylinders
---------------	------------------------	--

Target	Acquiror	Specialty Chemicals & Materials
Emerald Kalama Chemical, LLC	LANXESS	LANXESS, a manufacturer of chemical intermediates, specialty chemicals and plastics, agreed to acquire Emerald Kalama Chemicals, a manufacturer of specialty materials for industrial and consumer applications, for \$1.1 billion

Specialty Chemicals Business of Superior Plus	Birch Hill Equity Partners Management	Birch Hill Partners, an Ontario-based private equity firm, agreed to acquire the Specialty Chemicals Business of Superior Plus, a manufacturer and distributor of specialty chemical products, for \$637 million
---	---------------------------------------	--

Fine Chemistry Services Business of Albemarle Corporation	W. R. Grace & Co.	W. R. Grace & Co., a manufacturer of specialty chemicals worldwide, agreed to acquire the Fine Chemistry Services Business of Albemarle Corporation, a manufacturer of specialty chemicals, for \$570 million
---	-------------------	---

## TM Capital's Industrials Contacts

**Gregory Robertson**  
Chairman  
groberson@tmcapital.com  
212.809.1410

**Paul Smolevitz**  
Managing Director  
psmolevitz@tmcapital.com  
212.809.1416

**Jonathan Mishkin**  
Managing Director  
jmishkin@tmcapital.com  
212.809.1413

**David Felts**  
Managing Director  
dfelts@tmcapital.com  
404.995.6252

**Anthony Giorgio**  
Managing Director  
agiorgio@tmcapital.com  
212.809.1428

**Jerome Romano**  
Managing Director  
jromano@tmcapital.com  
617.259.2206

**Allan Cruickshanks**  
Managing Director  
acruickshanks@tmcapital.com  
808.387.4485

**Andy Krna**  
Managing Director  
akrna@tmcapital.com  
212.809.1442

**Steve Hunter**  
Managing Director,  
*Sponsor Coverage*  
shunter@tmcapital.com  
404.995.6232