

INDUSTRIALS MONTHLY

JUNE 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

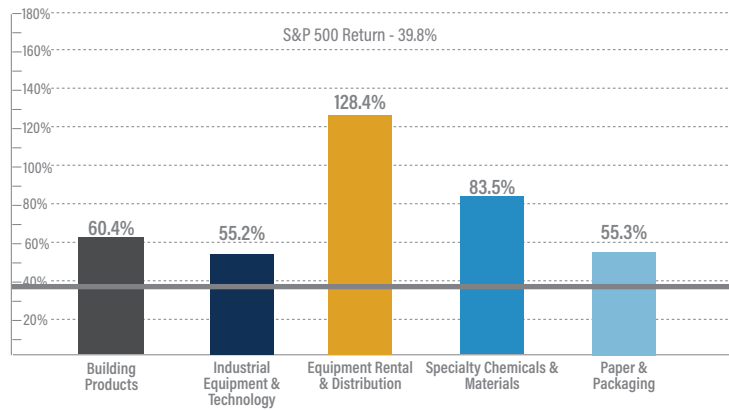
HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Building Products	 <p>Travis Perkins Plumbing & Heating Distribution Business</p>	 <p>H. I. G. CAPITAL</p>	<ul style="list-style-type: none"> H.I.G. Capital, a Miami-based private equity firm, agreed to acquire the Plumbing and Heating Distribution Business of Travis Perkins, for \$460 million The Plumbing & Heating Distribution Business of Travis Perkins is a U.K.-based distributor of building materials and equipment for the plumbing and heating industries Implied Enterprise Value Multiples: Revenue: 0.3x; EBITDA: 12.4x
Industrial Equipment	 <p>AQUA SYSTEMS</p>	 <p>Franklin Electric</p>	<ul style="list-style-type: none"> Franklin Electric, a manufacturer and distributor of water pumping systems worldwide, acquired New Aqua for \$150 million New Aqua, doing business as Aqua Systems, is a manufacturer of commercial and industrial water treatment products Implied Enterprise Value Multiple: Revenue: 2.2x
Equipment Rental & Distribution	 <p>NORRIS SALES COMPANY INCORPORATED</p>	 <p>United Rentals</p>	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Norris Sales Company, the leading independent one-stop-shop provider of equipment rental, sales, parts and maintenance / repair services to the greater Philadelphia and Mid-Atlantic regions, in its sale to United Rentals United Rentals is the largest industrial and construction equipment rental company in the United States with a market capitalization of \$25 billion
Specialty Chemicals & Materials	 <p>FERRO</p>	 <p>PRINCE</p>	<ul style="list-style-type: none"> Prince International Corporation, a processor and distributor of minerals, raw materials and additives, agreed to acquire Ferro Corporation for \$2.3 billion Ferro Corporation is a manufacturer of specialty materials, including functional coatings and color solutions, to a diverse range of international end markets Implied Enterprise Value Multiples: Revenue: 2.2x; EBITDA: 12.4x
Paper & Packaging	 <p>Domtar</p>	 <p>PAPER EXCELLENCE</p>	<ul style="list-style-type: none"> Paper Excellence, a Canada-based manufacturer of pulp and paper, including printing and writing, packaging and specialty paper, agreed to acquire Domtar Corporation for \$3.0 billion Domtar Corporation is the largest integrated producer of uncoated free-sheet paper in North America Implied Enterprise Value Multiples: Revenue: 0.9x; EBITDA: 9.5x

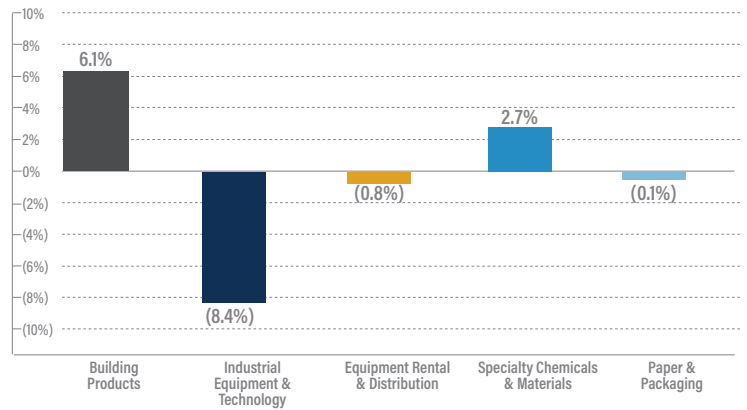
INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of May 31, 2021

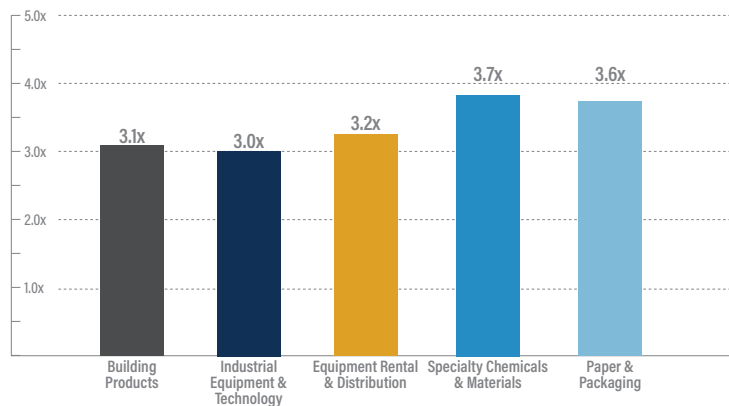
One-Year Stock Return



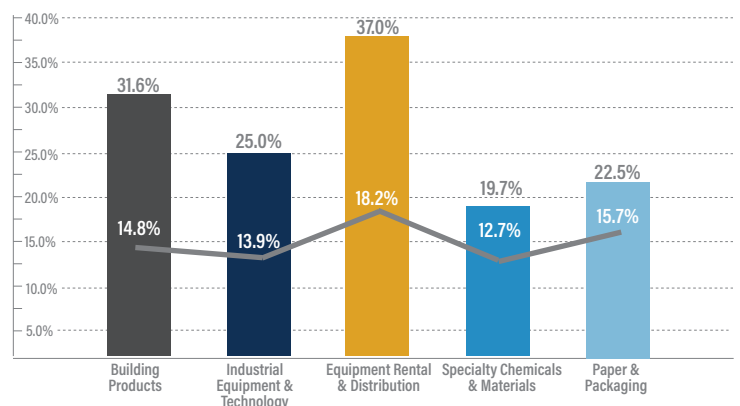
One-Year Revenue Growth



LTM Debt/EBITDA

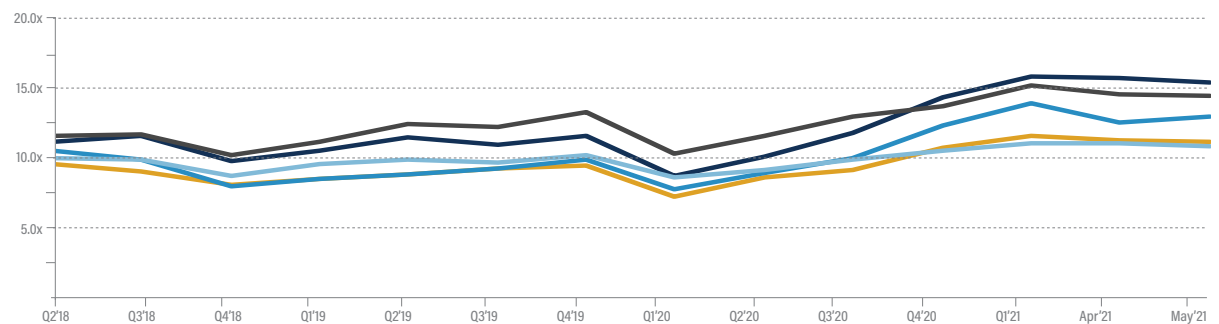


LTM Gross and EBITDA Margins*



*EBITDA Margins shown as the gray line.

TEV/EBITDA



14.4x Building Products 15.5x Industrial Equipment & Technology 10.7x Equipment Rental & Distribution 12.7x Specialty Chemicals & Materials 10.3x Paper & Packaging

SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Cornerstone Building Alliance SW, LLC	Builders FirstSource, Inc.	Builders FirstSource, a manufacturer and supplier of building materials in the U.S., agreed to acquire Cornerstone Building Alliance SW, a supplier of building materials in Arizona, for \$400 million
Westside Building Material	GMS Inc.	GMS, a distributor of wallboards, suspended ceiling systems and complementary building products in the U.S., agreed to acquire Westside Building Material, a distributor of interior building products, for \$135 million
Spartan Surfaces, Inc.	Floor and Decor Outlets of America, Inc.	Floor and Décor, a retailer of hard surface flooring products in the U.S., acquired Spartan Surfaces, a manufacturer of commercial flooring solutions, for \$90 million

Target	Acquiror	Equipment Rental & Distribution Transactions
American Equipment Company (Subsid. of Fluor)	One Equity Partners	One Equity Partners, a New York-based private equity firm, agreed to acquire American Equipment Company, a provider of fleet services, construction site services and equipment distribution, for \$73 million
Ervin Equipment	American Trailer Rental Group (Port. Co. of Milton Street)	American Trailer Rental Group, a family of regional trailer rental companies, acquired Ervin Equipment's rental fleet in Laredo, TX, which consists of dry van, flatbed, drop deck and oil field trailers
Rent Me Rentals, Inc	Rental Equipment Investment Corp.	Rental Equipment Investment Corp., a rental equipment holding company, acquired Rent Me Rentals, a provider of agricultural, construction, industrial and residential equipment rental services in Washington State

Target	Acquiror	Paper & Packaging Transactions
ÅR Packaging Group (Port. Co. of CVC Capital)	Graphic Packaging International	Graphic Packaging, a provider of paper-based packaging solutions, agreed to acquire ÅR Packaging, a Sweden-based manufacturer of folding carton and flexible packaging products, for \$1.5 billion
Schur Flexibles Holding (Port. Co. of Lindsay Goldberg)	B & C Industrieholding GmbH	B & C Industrieholding, an Austria-based private equity firm, agreed to acquire Schur Flexibles Holding, an Austria-based manufacturer and distributor of flexible packaging solutions, for \$1.1 billion
Target Labels & Packaging, LLC	PPC Flexible Packaging LLC	PPC Flexible Packaging, a manufacturer and converter of flexible plastic films, pouches and bags, acquired Target Labels & Packaging, a manufacturer of flexographic and digitally printed, laminated and converted packaging labels

Target	Acquiror	Industrial Equipment & Tech. Transactions
Culligan (Port. Co. of Advent International)	BDT Capital Partners, LLC	BDT Capital Partners, a Chicago-based private equity firm, agreed to acquire Culligan, a manufacturer and distributor of water filtration and treatment solutions for drinking water in the U.S.
Precision Die Cutting, LLC	Team Technologies, Inc.	Team Technologies, a provider of manufacturing and distribution services for the oral and medical care industries, acquired Precision Die Cutting, a provider of rotary die cutting, precision stamping and other services
Wastebuilt Environmental Solutions, LLC	Wastequip, LLC	Wastequip, a manufacturer of waste handling and recycling equipment, acquired Wastebuilt Environmental Solutions, a manufacturer of equipment, parts and services for the waste and recycling industry

Target	Acquiror	Specialty Chemicals & Materials
Elastomers Business of JSR Corporation	ENEOS Corporation	ENEOS Corporation, a Japan-based refiner of petroleum and petrochemical products, agreed to acquire the Elastomers Business of JSR Corporation, a Japan-based manufacturer of elastomers, for \$1.1 billion
Farrow & Ball (Port. Co. of Ares Private Equity)	Hempel A/S	Hempel, a Denmark-based manufacturer of coatings for the decorative, protection and marine markets, agreed to acquire Farrow & Ball, a U.K.-based manufacturer of paints and wallpapers for residential homes, for \$70 million
Canlak Inc. & Valentus Specialty Chemicals	SK Capital Partners	SK Capital Partners, a New York-based private equity firm, acquired Canada-based Canlak Inc. and U.S.-based Valentus Specialty Chemicals, two manufacturers of specialty coating solutions

TM Capital's Industrials Contacts

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Selected TM Capital Industrials Experience

