













# INDUSTRIALS MONTHLY

JULY 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

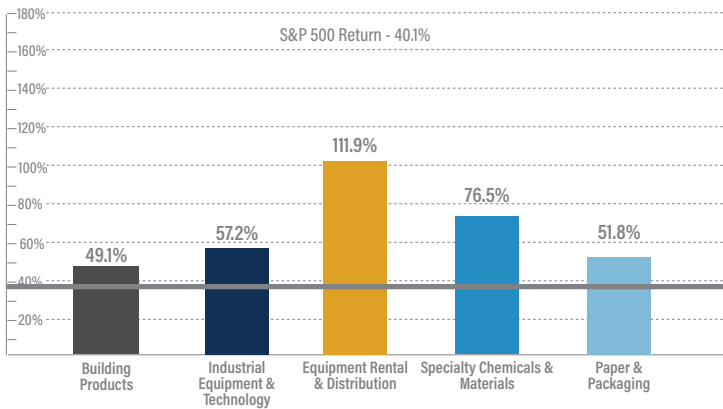
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products	 A Portfolio Company of 		<ul style="list-style-type: none"> <li>TM Capital served as exclusive financial advisor to Steamist, the leading provider of high-quality steam showers and luxury shower accessories, a portfolio company of RAF Industries, in its sale to Masco Corporation (NYSE: MAS)</li> <li>Masco Corporation is a global leader in the design, manufacture and distribution of branded plumbing and decorative architectural products</li> </ul>
Industrial Equipment			<ul style="list-style-type: none"> <li>CNH Industrial, a global manufacturer of agricultural and construction equipment, trucks, busses, commercial and specialty vehicles, agreed to acquire Raven Industries for \$2.1 billion</li> <li>Raven Industries is a U.S. leader in precision agriculture technology, which it sells to original equipment manufacturers and aftermarket distributors</li> </ul>
Equipment Rental & Distribution			<ul style="list-style-type: none"> <li>Sunbelt Rentals, a provider of construction equipment and tool rental services, announced a trio of acquisitions (Ross Aerial Equipment, American Aerial Equipment and DC Rentals)</li> <li>Ross Aerial, American Aerial, DC Rentals provide scissor and boom lifts, aerial work platforms and telehandlers serving the markets of Arizona, Massachusetts / Connecticut, and Hartford / New Haven, respectively</li> </ul>
Specialty Chemicals & Materials	 A Portfolio Company of 		<ul style="list-style-type: none"> <li>Kerry Group, a U.K.-based producer of food products for the foodservice industry, agreed to acquire Niacet from SK Capital Partners for \$1.0 billion</li> <li>Niacet specializes in preservation technologies and is a category leader in the baking and pharmaceutical segments</li> <li>Implied Enterprise Value Multiples: Revenue: 4.6x; EBITDA: 15.4x</li> </ul>
Paper & Packaging			<ul style="list-style-type: none"> <li>Oaktree Capital Management, a Los Angeles-based asset management firm, agreed to acquire two virgin fiber cartonboard mills from Mayr-Melnhof, for \$125 million</li> <li>Mayr-Melnhof manufactures and sells cartonboard and folding cartons in Europe and internationally</li> <li>Implied Enterprise Value Multiple: Revenue: 0.5x</li> </ul>

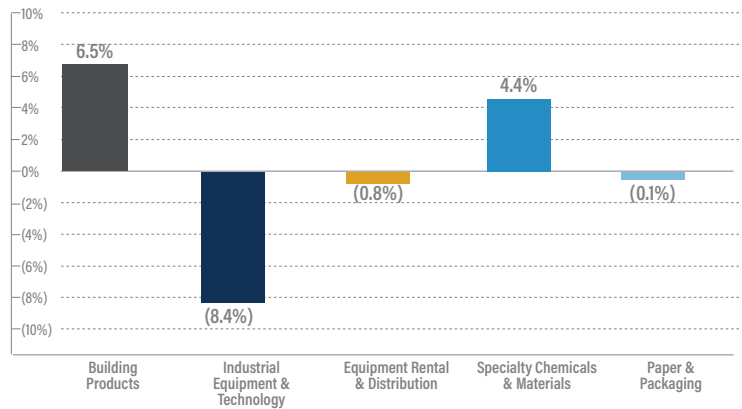
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of June 30, 2021

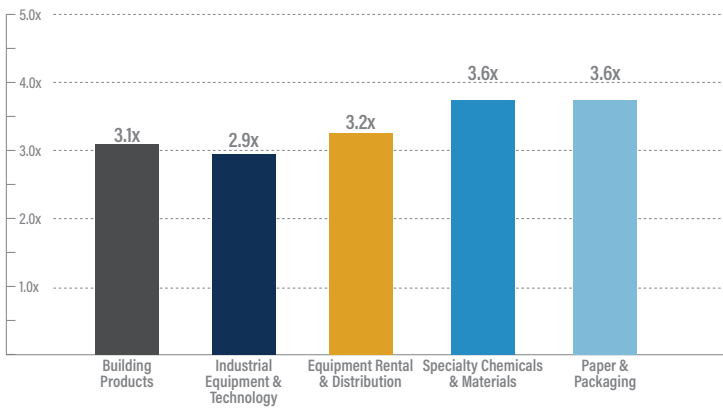
## One-Year Stock Return



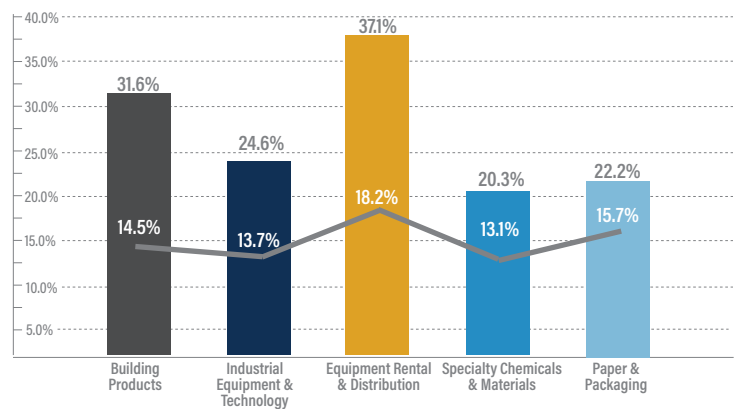
## One-Year Revenue Growth



## LTM Debt/EBITDA

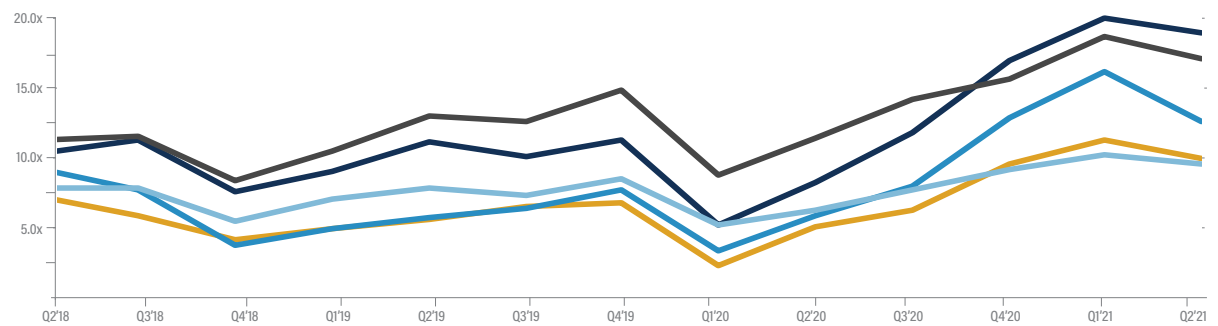


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



14.3x Building Products 15.4x Industrial Equipment & Technology 10.4x Equipment Rental & Distribution 11.9x Specialty Chemicals & Materials 10.2x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
North American Building Products Businesses of Boral Industries	Westlake Chemical Corporation	Westlake Chemical, a manufacturer of building products worldwide, agreed to acquire the North American Building Products Businesses of Boral Industries, a manufacturer of roofing products and windows, for \$2.2 billion
Insulated Metals Panels Business of Cornerstone Building Brands	Nucor Corporation	Nucor, a leading supplier of steel and prefabricated metal building products, agreed to acquire the Insulated Metal Panels Business of Cornerstone Building Brands, a manufacturer of wall and roof panels, for \$1.0 billion
North American Architectural Glass Business of AGC	Cardinal Glass Industries	Cardinal Glass, a designer and manufacturer of glass for residential windows and doors, agreed to acquire the North American Architectural Glass Business of AGC, a manufacturer of architectural glass products, for \$450 million

Target	Acquiror	Equipment Rental & Distribution Transactions
OVS Equipment Solutions	Cascadia Private Capital	Cascadia Private Capital, a Seattle-based private equity firm, acquired OVS Equipment Solutions, a provider of tractors and other agricultural equipment to the farming and consumer industries
Neon Hire Services	GT Access	GT Access, a seller and servicer of heavy construction equipment, acquired Neon Hire Services, a U.K.-based company which offers renting and leasing services for construction and civil engineering machinery and equipment
REMA-Gabelstapler und Hebetchnik	Collé Rental & Sales Projekt	Collé Rental & Sales Projekt, a Netherlands-based provider of rental machines and equipment, acquired REMA-Gabelstapler, a Germany-based rental provider of forklifts, loading cranes, skip loaders and hook loaders

Target	Acquiror	Paper & Packaging Transactions
BDL Supply	Kamps Pallets	Kamps Pallets, a manufacturer and distributor of pallets and provider of pallet management services, agreed to acquire BDL Supply, a manufacturer and distributor of packaging solutions
Traco Manufacturing	LongueVue Capital	LongueVue Capital, a Louisiana-based private equity firm, acquired Traco Manufacturing, a manufacturer of packaging equipment and supplies
Master Packaging Solutions	B2B Industrial Packaging	B2B Industrial Packaging, a distributor of industrial packaging supplies and equipment, acquired Master Packaging Solutions, a manufacturer of plastic strapping and stretch wrapping systems

Target	Acquiror	Industrial Equipment & Tech. Transactions
Lydall	Unifrax	Unifrax, a manufacturer of ceramic fiber insulation products, agreed to acquire Lydall, a manufacturer of thermal insulation solutions and filtration products, for \$1.4 billion
Seepex GmbH & Co	Ingersoll Rand	Ingersoll Rand, a global provider of various mission-critical air, fluid, specialty vehicle and medical technologies, agreed to acquire Seepex GmbH, a Germany-based manufacturer of progressive cavity pumps, for \$514 million
Komar Industries	ONCAP	ONCAP, a Toronto-based private equity firm, acquired Komar, a manufacturer of waste and materials processing equipment for U.S. and international customers

Target	Acquiror	Specialty Chemicals & Materials
Santoprene TPV Business of Exxon Mobil	Celanese	Celanese, a global chemical and specialty materials company, agreed to acquire the Santoprene TPV Elastomers Business of Exxon Mobil Corporation, a global producer of TPV serving a variety of end-uses, for \$1.2 billion
Tire Additives Business of Eastman Chemical Company	One Rock Capital Partners	One Rock Capital Partners, a New York based private equity firm, agreed to acquire the Tire Additives Business of Eastman Chemical Company, a global leader in critical specialty chemicals for the tire industry
Coventya Holding	Element Solutions	Element Solutions, a specialty chemicals production corporation, agreed to acquire Coventya Holding, a company that develops, manufactures and distributes specialty chemicals for the surface finishing industry

## TM Capital's Industrials Contacts

<b>Gregory Robertson</b> Chairman grobertson@tmcapital.com 212.809.1410	<b>Paul Smolevitz</b> Managing Director psmolevitz@tmcapital.com 212.809.1416	<b>Jonathan Mishkin</b> Managing Director jmishkin@tmcapital.com 212.809.1413
<b>David Felts</b> Managing Director dfelts@tmcapital.com 404.995.6252	<b>Anthony Giorgio</b> Managing Director, <i>Specialty Chemicals &amp; Materials</i> agiorgio@tmcapital.com 212.809.1428	<b>Jerome Romano</b> Managing Director jromano@tmcapital.com 617.259.2206
<b>Allan Cruickshanks</b> Managing Director acruickshanks@tmcapital.com 808.387.4485	<b>Andy Krna</b> Managing Director akma@tmcapital.com 212.809.1442	<b>Steve Hunter</b> Managing Director, <i>Sponsor Coverage</i> shunter@tmcapital.com 404.995.6232

## Selected TM Capital Industrials Experience

