

# INDUSTRIALS MONTHLY

AUGUST 2022

*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

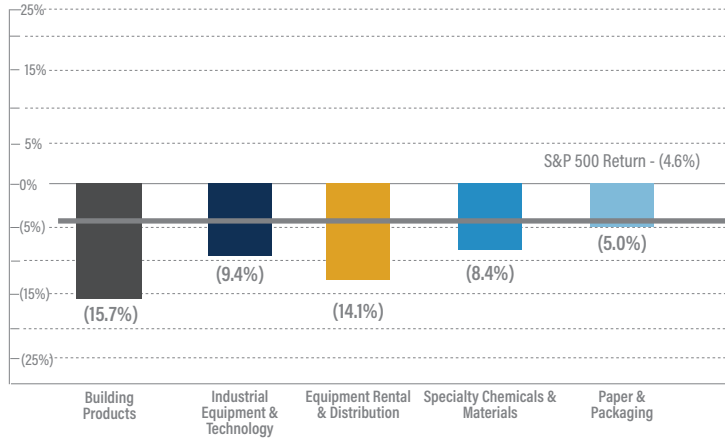
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Equipment Rental & Distribution			<ul style="list-style-type: none"> <li>TM Capital served as exclusive financial advisor to Grand Equipment Company LLC in its sale to Cognitive Capital Partners, LLC, a Chicago-based private equity firm</li> <li>Grand Equipment, based in Grand Rapids, MI, is a leading multiline equipment dealer providing a one-stop solution for construction equipment sales and rentals, parts and service for the Western Michigan market</li> <li>The Company serves a diverse and loyal base of customers who appreciate the Company's market-leading OEM brands, customer-first approach and complementary sales, rental, service and parts offering</li> </ul>
Specialty Chemicals & Materials	 A Portfolio Company of 		<ul style="list-style-type: none"> <li>TM Capital served as exclusive financial advisor to SK Capital, a New York-based private equity firm, in its acquisition of Valtris Specialty Chemicals, a portfolio company of H.I.G. Capital</li> <li>Valtris Specialty Chemicals, based in Independence, OH, is a leading manufacturer of specialty chemicals primarily used as additives in the production and processing of plastics; these chemicals impart critical attributes to plastics including resiliency, flexibility and ease of processing</li> <li>Valtris operates nine manufacturing facilities globally across the U.S., Europe and Asia</li> </ul>
Building Products			<ul style="list-style-type: none"> <li>Sherwin-Williams (NYSE:SHW), a leading developer, manufacturer and distributor of paints, coatings and related products, has acquired Dur-A-Flex</li> <li>Dur-A-Flex is a leading manufacturer of resinous floor and wall systems including primers, sealers, pitching &amp; patching products and a variety of coatings and cleaners catering to healthcare, stadiums, public safety and other sectors; the acquisition strengthens Sherwin-Williams' resinous flooring offering</li> </ul>
Industrial Equipment & Technology			<ul style="list-style-type: none"> <li>Hillenbrand (NYSE:HI), a leading designer, developer, manufacturer and service provider of engineered industrial equipment, has agreed to acquire LINXIS, for \$587 million</li> <li>LINXIS is a leading global provider of mixing, ingredient automation and portioning solutions for food and other high-growth end markets</li> <li>LINXIS offers design, manufacture and service offerings that are complementary to the equipment and solutions offered by Hillenbrand</li> </ul>
Paper & Packaging			<ul style="list-style-type: none"> <li>WestRock (NYSE:WRK), a leading manufacturer of corrugated and consumer packaging, has agreed to acquire the remaining 68% of Grupo Gondi for \$1.8 billion (previously acquired the other 32% of Grupo Gondi in 2016)</li> <li>Grupo Gondi is a leading manufacturer of recycled paper and cardboard packaging catering to businesses in Mexico; Gondi offers sustainable and innovative packaging, smart boxes and digital boxes</li> <li>Implied Enterprise Value Multiple (2022E): EBITDA: 8.4x</li> </ul>

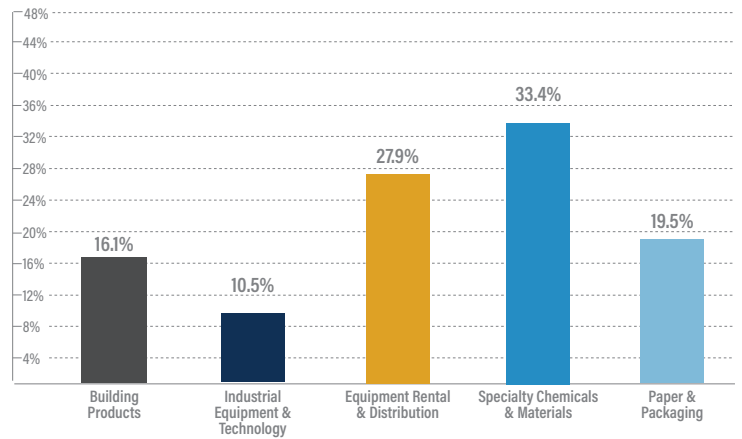
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of July 30, 2022

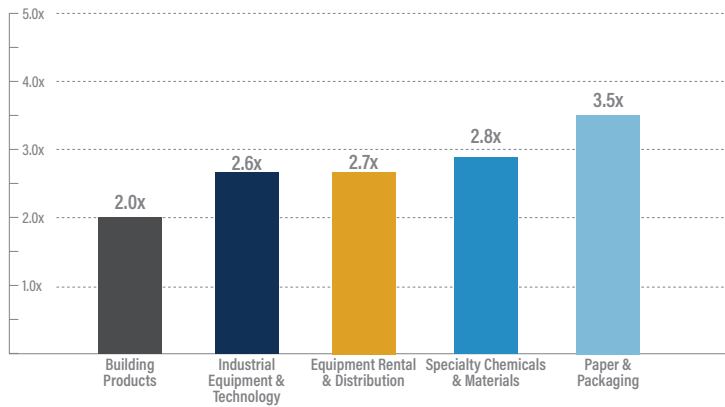
## One-Year Stock Return



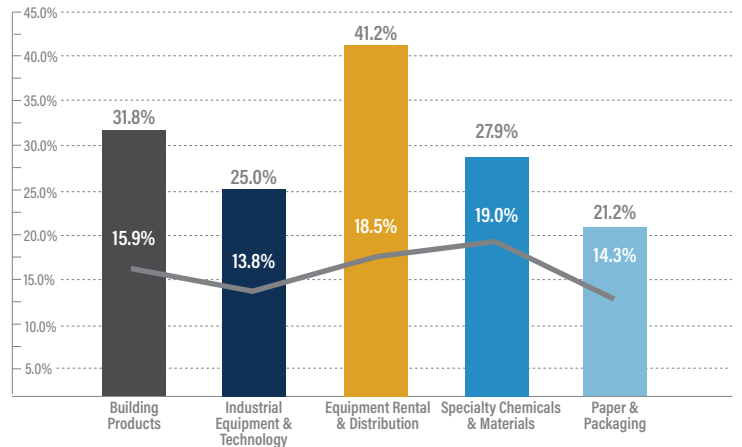
## One-Year Revenue Growth



## LTM Debt/EBITDA

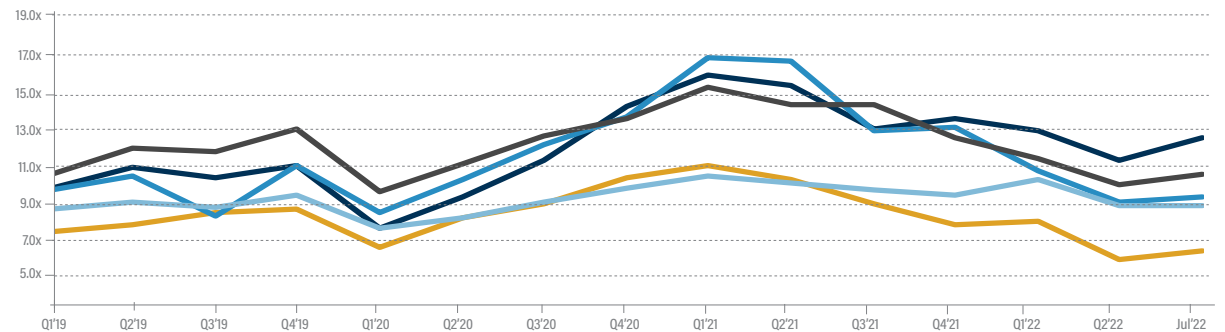


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



10.7x Building Products    12.6x Industrial Equipment & Technology    6.7x Equipment Rental & Distribution    9.6x Specialty Chemicals & Materials    9.0x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Reborn Cabinets	Renovo Home Partners (Port. Co. of Audax Private Equity)	Renovo Home Partners, a DTC platform that offers home repair and remodel products, has acquired Reborn Cabinets, a provider of bathroom remodeling and window installation services

Construction Resources (Port. Co. of Monomoy Capital)	International Designs (Port. Co. of Mill Point Capital)	International Designs, a leading distributor of design-oriented surfaces, architectural specialty products and appliances, has acquired Construction Resources, a distributor of surfaces, flooring, kitchen, bath and other building products
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Haywood	Southeast Building Supply (Port. Co. of B.I.P.)	Southeast Building Supply, an operator of brands that distributes lumber and building materials, has acquired Haywood, a building supply company that offers a complete range of door, window, countertop and cabinet products
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Target	Acquiror	Equipment Rental & Distribution Transactions
Extreme Rentals	ABLE Equipment Rental	ABLE Equipment Rental, one of the largest independent equipment rental companies in the U.S., has acquired Extreme Rentals, a provider of general equipment rental services, expanding ABLE's presence in the Delaware, Maryland and Virginia markets

Atlantic Pacific Equipment	Doka	Doka, an Austria-based global producer and supplier of formwork, has acquired Atlantic Pacific Equipment, a manufacturer and distributor of engineered scaffolding systems used in chemical plants, refineries and other industrial facilities
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Tall Crane Equipment	Alimak Group	Alimak Group, a leading provider of vertical access solutions for professional use, has agreed to acquire Tall Crane Equipment, a provider of hoist lifts and crane rentals, in addition to repair and maintenance services
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Target	Acquiror	Paper & Packaging Transactions
Bevcorp	John Bean Technologies (NYSE:JBT)	John Bean Technologies (NYSE:JBT), a Chicago-based diversified industrial conglomerate, has agreed to acquire Bevcorp, a leading manufacturer of packaging equipment catering to the beverage industry, for \$290 million

Jansy Packaging (Port. Co. of Eureka Equity Partners)	Berlin Packaging	Berlin Packaging, the world's largest hybrid packaging supplier, has acquired Jansy Packaging, a leading provider of turnkey packaging solutions to the health and beauty industry
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FCA Packaging (Port. Co. of Delos Capital)	Wynnchurch Capital	Wynnchurch Capital, a Chicago-based private equity firm, has acquired FCA Packaging, a leading manufacturer of customized industrial protective packaging solutions across a variety of material types including wood, steel, corrugated and hybrid packaging
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Target	Acquiror	Industrial Equipment & Tech. Transactions
Ewellix (Port. Co. of Triton Partners)	Schaeffler (XTRA:SHA)	Schaeffler (XTRA:SHA), a supplier of automotive and industrial components and systems, has agreed to acquire Ewellix, a leading provider of electrical linear actuator components & systems and linear motion products, for \$594 million

J&E Manufacturing	Willis & Smith	Willis & Smith, a Texas-based private equity firm, has acquired J&E Manufacturing, a provider of precision metal fabrication and machining services intended for medical, aerospace, commercial and agricultural industries
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Kennedy Tool & Die	Graham Engineering	Graham Engineering, a manufacturer of extrusion blow molding equipment, has acquired Kennedy Tool & Die, a manufacturer of molds and tooling intended to deliver streamlined mold making and CNC machining services
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Target	Acquiror	Specialty Chemicals & Materials
Ozark Materials	Ingevity (NYSE:NGVT)	Ingevity (NYSE:NGVT), a leading manufacturer of performance chemicals and materials, has agreed to acquire Ozark Materials, a leading producer of pavement marking materials, for \$325 million

Lankwitzer Lackfabrik	AkzoNobel (ENXTAM:AKZA)	AkzoNobel (ENXTAM:AKZA), one of the world's largest paint and coatings producers, has agreed to acquire Lankwitzer Lackfabrik, a leading manufacturer of aluminum wheel liquid coatings used in the automotive market
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GBFI	DKSH (SWX: DKSH)	DKSH (SWX: DKSH), a Swiss holding company that focuses in the healthcare, consumer goods, performance materials and technology sectors, has agreed to acquire GBFI, a German distributor of plant-based ingredients for the food industry
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## TM Capital's Industrials Contacts

**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,  
Specialty Chemicals & Materials  
agiorgio@tmcapital.com  
212.809.1428

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

**Allan Cruickshanks**  
Managing Director  
acruickshanks@tmcapital.com  
804.387.4485

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

**Vidur Kapur**  
Principal  
vkapur@tmcapital.com  
212.809.1422

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

## Selected TM Capital Industrials Experience

