

INDUSTRIALS MONTHLY

MARCH 2023

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

Building Products







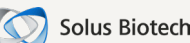



Industrial Equipment & Technology

Equipment Rental & Distribution

Specialty Chemicals & Materials

Paper & Packaging

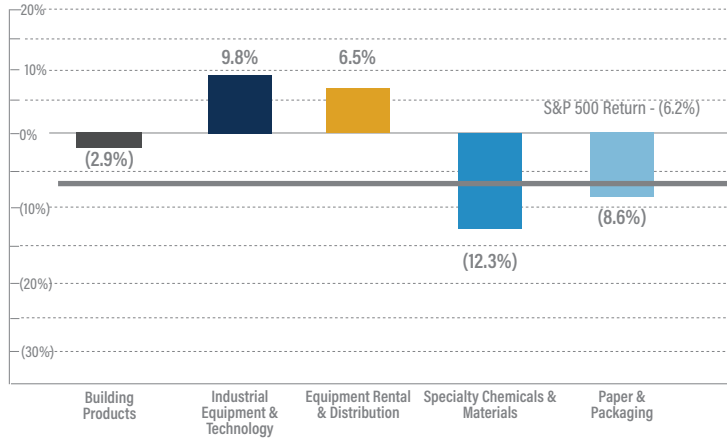
HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products	 DURO-LAST THE WORLD'S BEST ROOF®	 HOLCIM	<ul style="list-style-type: none"> Holcim (HOLN.SW), a leading manufacturer and distributor of cement, has agreed to acquire Duro-Last, for \$1.3 billion Duro-Last is a leading manufacturer of prefabricated roofing systems intended for flat or low-sloped applications; Duro-Last is at the forefront of sustainability, offering a range of cool roofs and insulated boards, as well as a roof recycling program Implied Enterprise Value Multiple (2023E) EBITDA: 11.9x
Industrial Equipment & Technology	 VELAN	 FLOWSERVE	<ul style="list-style-type: none"> Flowserve (NYSE:FLS), a leading provider of flow control products and services for global infrastructure markets, has agreed to acquire Velan (TSX:VLN), for \$245 million Velan is a leading manufacturer of highly engineered industrial valves primarily used in nuclear, cryogenic and defense markets; Velan will help accelerate Flowserve's 3D strategy and contribute meaningful aftermarket revenue Implied Enterprise Value Multiple (TTM Nov-22) EBITDA: 11.7x
Equipment Rental & Distribution	 LIFT WORKS	 SUNBELT RENTALS A Portfolio Company of Ashtead group	<ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Lift Works, Inc. in its sale to Sunbelt Rentals, Inc., a subsidiary of Ashtead Group plc (LSE:AHT) Founded in 2003 and headquartered in St. Charles, Illinois, Lift Works is a leading, independent aerial lift-focused equipment rental service provider offering best-in-class solutions to small and mid-sized contractors in the greater Chicagoland market and throughout the Midwest Sunbelt ranks 2nd on Rental Equipment Register's list of the world's largest equipment rental companies
Specialty Chemicals & Materials	 Solus Biotech	 CRODA	<ul style="list-style-type: none"> Croda International (LSE:CRDA), a manufacturer and distributor of specialty chemicals, has agreed to acquire Solus Biotech, for \$283 million Solus Biotech is a leading global manufacturer and supplier of premium, biotechnology-derived beauty actives including naturally derived powder ceramides and a portfolio of phospholipids; Solus Biotech serves global manufacturers of cosmetic, food and pharmaceutical products
Paper & Packaging	 Keystone PAPER BOX	 Mill Rock Packaging Partners A Portfolio Company of MILL ROCK CAPITAL	<ul style="list-style-type: none"> Mill Rock Packaging, a portfolio company of Mill Rock Capital, has acquired Keystone Paper & Box Company Mill Rock Packaging is a leading growth-oriented specialty packaging company focused on design, innovation and technology Keystone Paper & Box Company is a leading specialty packaging manufacturer of custom folding cartons for consumer and healthcare end markets

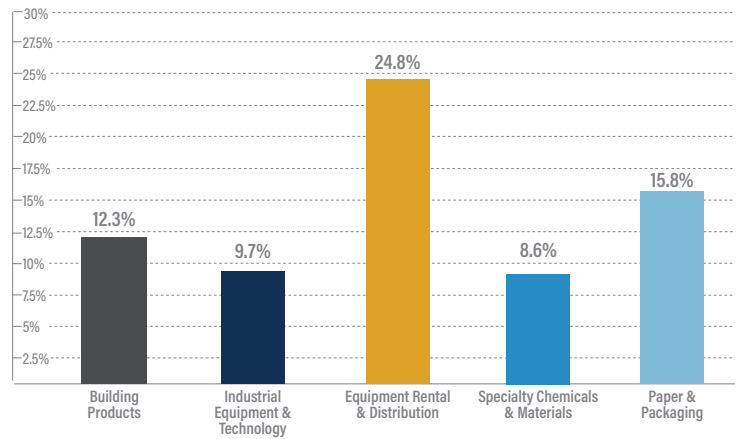
INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of February 28, 2023

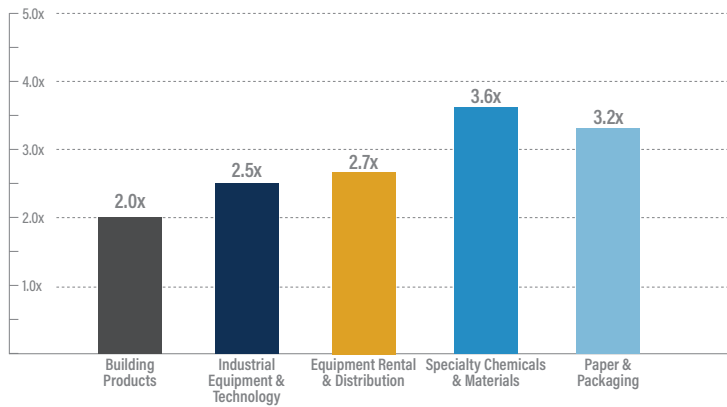
One-Year Stock Return



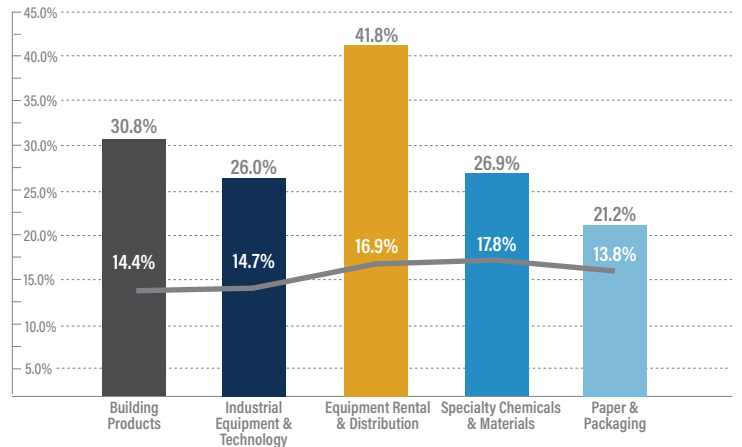
One-Year Revenue Growth



LTM Debt/EBITDA

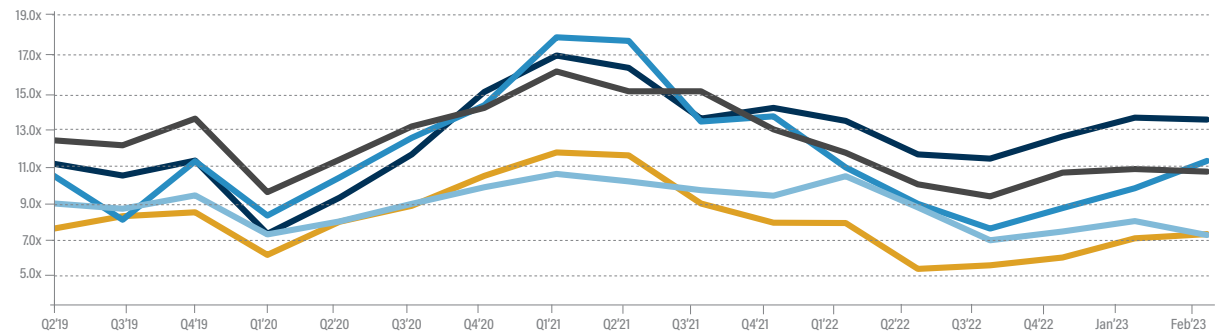


LTM Gross and EBITDA Margins*



*EBITDA Margins shown as the gray line.

TEV/EBITDA



10.7x Building Products 13.0x Industrial Equipment & Technology 7.9x Equipment Rental & Distribution 11.2x Specialty Chemicals & Materials 7.8x Paper & Packaging

SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Fabral	Flack Global Metals	Flack Global Metals, a distributor of flat-rolled steel to a variety of end markets, has agreed to acquire Fabral, a leading manufacturer of metal roofing and wall systems for residential and commercial end markets

Hamilton Garage Doors	AI Garage Door Service	AI Garage Door Service, a leading provider of residential repair and replacement garage door services, has acquired Hamilton Garage Doors, a provider of garage door services including installation, maintenance and repair
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Burrow's Post Frame Supply (Woodlawn Partners)	Morton Buildings	Morton Buildings, the largest post-frame company in the U.S. and a prominent builder in the equestrian barn market, has acquired Burrow's Post Frame Supply, a manufacturer of custom wood trusses and roll-formed metal roofing & siding
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Target	Acquiror	Equipment Rental & Distribution Transactions
Cranes Inc.	Bay Crane	Bay Crane, a leading provider of crane rental and specialized transportation solutions, has acquired Cranes Inc., a third-generation family crane rental service provider to the construction and rigging industries

Plasterer Equipment	Groff Tractor & Equipment	Groff Tractor & Equipment, a leading heavy equipment dealer that offers parts, service, rentals and sales, has acquired Plasterer Equipment, a John Deere Construction & Forestry dealer
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Black Mountain Rentals	Rental Equipment Investment Corp. (Kinderhook Industries)	Rental Equipment Investment Corp, an equipment rental provider that offers a wide variety of general and specialty equipment, has acquired Black Mountain Rentals, a provider of general rental equipment primarily serving residential and commercial contractors
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Target	Acquiror	Paper & Packaging Transactions
Preferred Packaging Products	Flexpak	Flexpak, a value-added distributor and supplier of packaging supplies, has acquired Preferred Packaging Products, a distributor of corrugated, custom foam, poly bags, wood crating, bubble, stretch wrap, tapes and labels

Alpha Container	Larsen Packaging Products	Larsen Packaging Products, a custom corrugated manufacturer, has acquired Alpha Container, a manufacturer and distributor of corrugated products and packaging supplies including cartons, pads, die cuts, partition assemblies and pop displays
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Paterson Paper	Hoffmaster Group (Wellspring Capital & Gamut Capital)	Hoffmaster Group, a leading manufacturer of premium disposable paper tableware items, has acquired Paterson Paper, a manufacturer of paper and parchment products including napkins, placemats, coasters and roll stock
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Target	Acquiror	Industrial Equipment & Tech. Transactions
Clark Manufacturing	Century	Century, a vertically integrated metal manufacturing and thermal processing company that offers tooling products, has acquired Clark Manufacturing, a metal machining company that focuses on oil & gas, fluid & compression and medical components

DSO and Flowtrend	Flow Control Holdings (Audax Private Equity)	Flow Control Holdings, a leading provider of sanitary flow components to the pharmaceutical and food & beverage markets, has acquired DSO and Flowtrend, two of the industry's leading manufacturers of sanitary-aftermarket parts
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Womack Machine Supply	Platte River Equity	Platte River Equity, a Denver-based private equity firm, has acquired Womack Machine Supply, a value-added industrial distributor of components and solutions for hydraulic, pneumatic and automation control systems
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Target	Acquiror	Specialty Chemicals & Materials
ICP Industrial (Audax Private Equity)	Stahl (Wendel (ENXTPA:MF))	Stahl, a manufacturer of surface coatings and process chemicals for leather, has agreed to acquire ICP Industrial, a manufacturer of coatings and adhesives for the packaging, film, label, commercial print and industrial end markets, for \$205 million

RSI Chemicals	Imperative Chemical Partners (One Equity Partners)	Imperative Chemical Partners, a provider of production chemical, acid stimulation and capillary injection solutions has acquired RSI chemicals, a chemicals manufacturer; One Equity Partners simultaneously recapitalized Imperative Chemical Partners from Hastings Equity upon the acquisition
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Reitech	Vivify (Gryphon Investors)	Vivify, a leading provider of specialty colorants, additives and ingredients for the food & beverage, personal care & cosmetics and industrial end markets, has acquired Reitech, a manufacturer of pigment dispersions for painting, coating and texting applications
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Selected TM Capital Industrials Experience

