

# INDUSTRIALS MONTHLY

OCTOBER 2023

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

Building Products








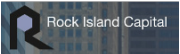







Industrial Equipment & Technology

Equipment Rental & Distribution

Specialty Chemicals & Materials

Paper & Packaging

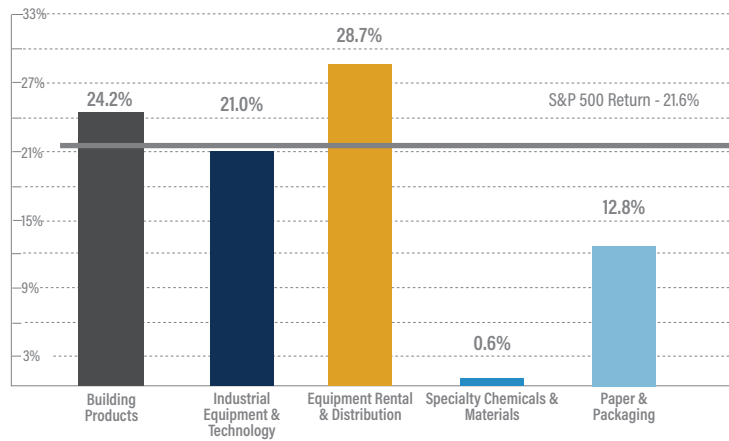
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products	 <p><b>FRANCIS-SCHULZE</b> COMPANY</p>	 <p><b>TRIMLITE</b></p> <p>a portfolio company of</p>  <p>WYNNCHURCH   CAPITAL</p>	<ul style="list-style-type: none"> <li>Trimlite, a portfolio company of Wynnchurch Capital, has acquired Francis-Schulze</li> <li>Trimlite is a valued-added distributor of residential doors and related products</li> <li>Francis-Schulze is a distributor of wholesale building materials to lumber dealers, home centers and door specialists</li> </ul>
Industrial Equipment & Technology	 <p><b>AIRX CLIMATE SOLUTIONS</b></p> <p>a portfolio company of</p>  <p><b>CATTERTON</b></p>	 <p><b>GRYPHON INVESTORS</b></p>	<ul style="list-style-type: none"> <li>Gryphon Investors, a San Francisco-based private equity firm, has agreed to acquire AirX Climate Solutions, a portfolio company of L Catterton Partners</li> <li>AirX Climate Solutions is a manufacturer, distributor and servicer of highly engineered, functionally-critical products for specialty HVAC markets</li> </ul>
Equipment Rental & Distribution	 <p><b>RUNYON</b> EQUIPMENT RENTAL</p> <p>a portfolio company of</p>  <p>Rock Island Capital</p>	 <p><b>SUNBELT RENTALS</b></p> <p>a subsidiary of</p>  <p><b>Ashtead group</b></p>	<ul style="list-style-type: none"> <li>Sunbelt Rentals, a subsidiary of Ashtead (LSE:AHT), has acquired Runyon Equipment Rental, a portfolio company of Rock Island Capital</li> <li>Sunbelt Rentals offers rental equipment for commercial, industrial, residential and municipal markets</li> <li>Runyon Equipment Rental is a distributor of rental equipment for construction and related industrial end markets in the greater Indianapolis area</li> </ul>
Specialty Chemicals & Materials	 <p><b>EASTMAN</b></p>	 <p><b>INEOS Acetyls</b></p>	<ul style="list-style-type: none"> <li>INEOS Acetyls, a global manufacturer and supplier of acetic acid and related chemicals owned by the INEOS Group, has agreed to acquire Eastman Chemical Company's (NYSE:EMN) Texas City Operations for \$490 million</li> <li>Eastman Chemical's Texas City Operations includes a 600kt acetic acid plant and all associated operations on-site</li> </ul>
Paper & Packaging	 <p><b>SOTERIA</b></p> <p>a portfolio company of</p>  <p><b>ARDIAN</b></p>	 <p><b>TJC</b></p>	<ul style="list-style-type: none"> <li>TJC, a New York-based private equity firm, has acquired Soteria Flexibles, a portfolio company of Ardian</li> <li>Soteria Flexibles is a manufacturer of customized flexible plastic packaging products serving the healthcare, fresh food, industrial food service, janitorial / sanitation and commercial markets</li> </ul>

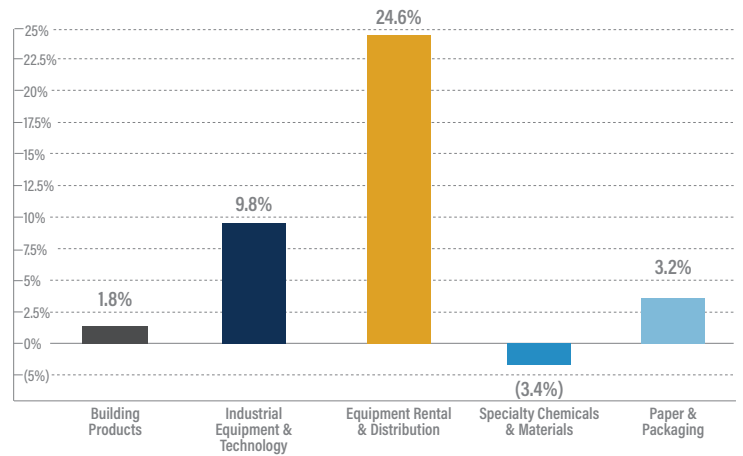
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of September 30, 2023

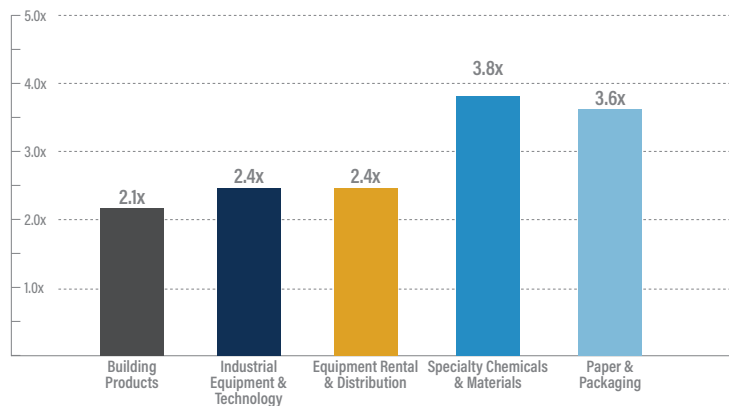
## One-Year Stock Return



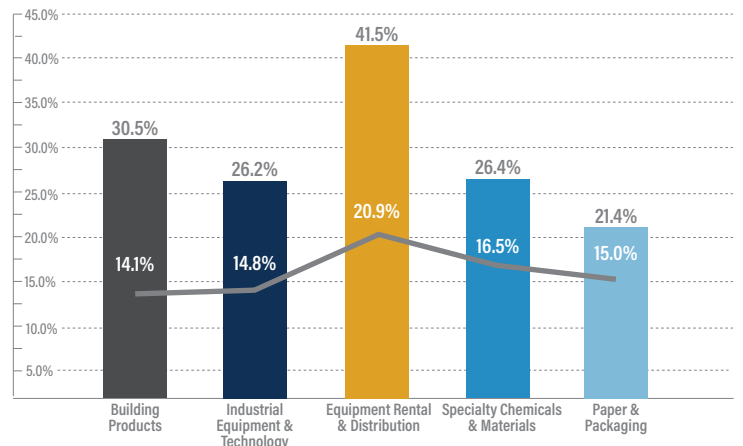
## One-Year Revenue Growth



## LTM Debt/EBITDA

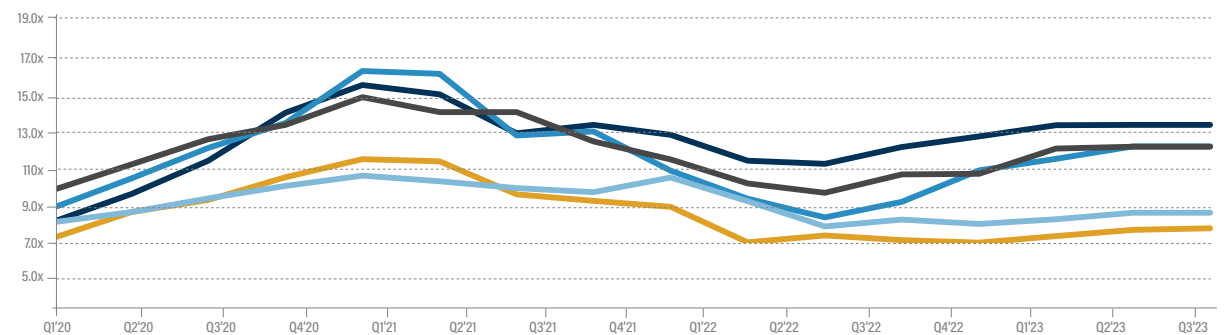


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



12.3x Building Products 13.6x Industrial Equipment & Technology 7.3x Equipment Rental & Distribution 12.3x Specialty Chemicals & Materials 8.4x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
City Lumber	Spahn & Rose Lumber	Spahn & Rose Lumber, a distributor and retailer of building and lumber products for home-building and improvement projects, has agreed to acquire City Lumber, a distributor and manufacturer of building materials and trusses

S&H Building Material	Beacon (NSDQ: BECN)	Beacon, a distributor of building products, including roofing materials and complementary products, such as siding and waterproofing, has acquired S&H Building Material, a Long Island-based distributor of roofing, siding, window, door and other building materials
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The Cook and Boardman Group (Port. Co. of Littlejohn & Co.)	Platinum Equity	Platinum Equity, a Los Angeles-based private equity firm, has agreed to acquire a majority interest in The Cook & Boardman Group, a leading distributor of commercial door and security integration solutions. Littlejohn will remain a significant minority investor
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Target	Acquiror	Equipment Rental & Distribution Transactions
Locke Crane Services	Bay Crane Companies	Bay Crane, the Northeast's leading crane rental provider, acquired Locke Crane Services, a family-owned crane rental business based in Tewksbury, MA

Euro Touring Power	CES Power (Port. Co. of Allied Industrial Partners)	CES Power, a global distributor of sustainable mobile power generation, distribution and temperature control solutions, has acquired Euro Touring Power, an Ireland-based distributor of electrical equipment and air conditioning rentals for large entertainment events
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Pioneer Dock Equipment	Integrated Warehouse Solutions	Integrated Warehouse Solutions, a manufacturer of material handling solutions, has acquired Pioneer Dock Equipment, a manufacturer and distributor of loading dock equipment
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Target	Acquiror	Paper & Packaging Transactions
Accord Carton	Mason Wells	Mason Wells, a Milwaukee-based private equity firm, has acquired Accord Carton, a manufacturer of custom folding cartons for private label and branded consumer goods

Prime Paper & Packaging	Imperial Dade (Port. Co. of Advent)	Imperial Dade, a leading distributor of foodservice packaging supplies and janitorial supplies, has acquired Prime Paper & Packaging, a distributor of food service, industrial and janitorial products
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AtCorr Packaging	Welch Packaging	Welch Packaging Group, a manufacturer of corrugated packaging products, has acquired AtCorr Packaging, a distributor of corrugated packaging and logistics solutions
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## Selected TM Capital Industrials Experience

A PORTFOLIO COMPANY OF  
**Western Allegheny Capital**  
HAS BEEN ACQUIRED BY  
**ASE**  
ATLANTIC & SOUTHERN  
A SUBSIDIARY OF  
**KELLY TRACTOR CAT**

THE RIGHT REPLACEMENT, RIGHT NOW™  
HAS BEEN ACQUIRED BY  
**BBB INDUSTRIES**  
A PORTFOLIO COMPANY OF  
**REARLARK**

A PORTFOLIO COMPANY OF  
**KCP**  
HAS BEEN ACQUIRED BY  
**WHITE CAP**  
A PORTFOLIO COMPANY OF  
**THE STERLING GROUP**

A PORTFOLIO COMPANY OF  
**JMH Capital**  
HAS BEEN ACQUIRED BY  
**SWITCHBACK**

HAS ACQUIRED  
**VAC2GO**

HAS BEEN ACQUIRED BY  
**SUNBELT RENTALS**  
THE U.S. OPERATIONS OF  
**Ashtead group**

Target	Acquiror	Industrial Equipment & Tech. Transactions
Sierramotion	Allient (NSDQ: ALNT)	Allient, a global manufacturer of precision and specialty motion, controls, power products and solutions, has acquired Sierramotion, a manufacturer of turnkey motion components and mechatronic solutions

Kemco Systems	CECO Environmental (NSDQ: CECO)	CECO Environmental, a manufacturer of mission-critical solutions for industrial air quality, water treatment and energy transition end markets, has acquired Kemco Systems, a manufacturer of custom energy and water conservation systems and equipment
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Harrington Process Solutions	Bain Capital	Bain Capital, a Boston-based private equity firm, has agreed to acquire Harrington Process Solutions, a leading specialty distributor of industrial flow control process solutions
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Target	Acquiror	Specialty Chemicals & Materials
Colony Gums	Brenntag (ETR:BNR)	Brenntag, a leading chemical and ingredients distributor, has agreed to acquire Colony Gums, a manufacturer of stabilizer blends and provider of blending services

Douglas Products (Port. Co. of Altamont Capital Partners)	Brightstar Capital Partners	Brightstar Capital Partners, a New York-based private equity firm, has acquired Douglas Products, a manufacturer of agriculture protection and pest control products
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Belle Chemical	Arclin (Port. Co. of TJC)	Arclin, a manufacturer of polymer technologies and engineered products for industrial applications, has acquired Belle Chemical, a leading manufacturer of methylamines and derivatives
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## TM Capital's Industrials Contacts

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