

# INDUSTRIALS MONTHLY

DECEMBER 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

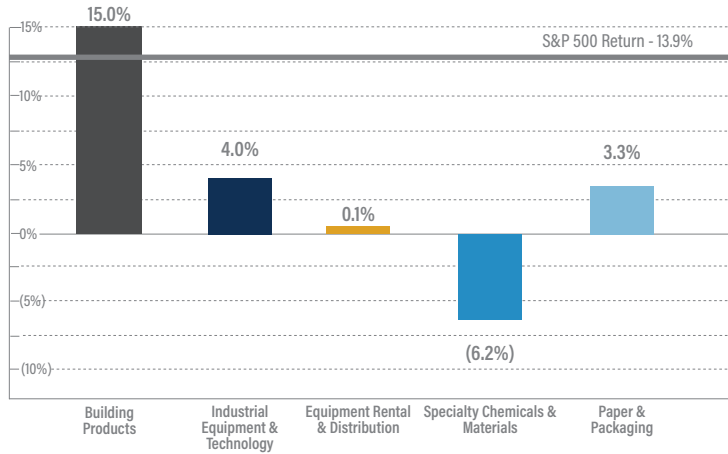
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products	 <p><b>INTEGRATED OPENINGS SOLUTIONS</b></p>	 <p><b>Frontenac</b></p>	<ul style="list-style-type: none"> <li>TM Capital served as exclusive financial advisor to Integrated Openings Solutions in connection with its partnership with Frontenac</li> <li>Integrated Openings Solutions is a value-added specialty distributor and service provider offering comprehensive commercial door, opening and access control solutions</li> <li>Frontenac is a Chicago-based private equity firm focused on investing in lower middle market companies across the consumer, industrial and services industries</li> </ul>
Industrial Equipment & Technology	 <p><b>NEWMAN</b> QUALITY WOODWORKING MACHINERY SINCE 1967</p>	 <p><b>INCOMPASS</b> MANUFACTURED GROWTH SOLUTIONS a portfolio company of</p>  <p><b>TJM CAPITAL PARTNERS</b></p>	<ul style="list-style-type: none"> <li>InCompass, a portfolio company of TJM Capital Partners, has acquired Newman Machine Company</li> <li>InCompass is a platform company, housing world-class brands within the industrial machinery sector</li> <li>Newman Machine is a leading manufacturer of woodworking machinery</li> </ul>
Equipment Rental & Distribution	 <p><b>RUDD</b></p>	 <p><b>FERRONORDIC</b></p>	<ul style="list-style-type: none"> <li>Ferronordic (OM:FNM), a distributor of Volvo construction equipment based in Sweden, has acquired Rudd Equipment for \$113 million</li> <li>Rudd Equipment is a distributor of Volvo construction and mining equipment in nine states, including haulers, excavators, trucks, wheel loaders and compact equipment</li> <li>The acquisition expands Ferronordic's operations into the U.S. market</li> </ul>
Specialty Chemicals & Materials	 <p><b>Recochem</b> a portfolio company of</p>  <p><b>H. I. G. CAPITAL</b></p>	 <p><b>CAPVEST</b></p>	<ul style="list-style-type: none"> <li>CapVest Partners, a London-based private equity firm, has acquired Recochem, a portfolio company of H.I.G. Capital</li> <li>Recochem is a leading global manufacturer and distributor of aftermarket transportation and household fluids</li> <li>The acquisition strengthens CapVest's portfolio in the specialty chemicals space</li> </ul>
Paper & Packaging	 <p><b>gci</b></p>	 <p><b>CORE INDUSTRIAL</b></p>	<ul style="list-style-type: none"> <li>CORE Industrial Partners, a Chicago-based private equity firm, has acquired General Converting</li> <li>General Converting is a distributor of premium folding cartons to well known brands in the food, confectionary and consumer markets</li> <li>Combined with CORE's recent investment in Century Box, the acquisition creates a new platform company in the folding carton space</li> </ul>

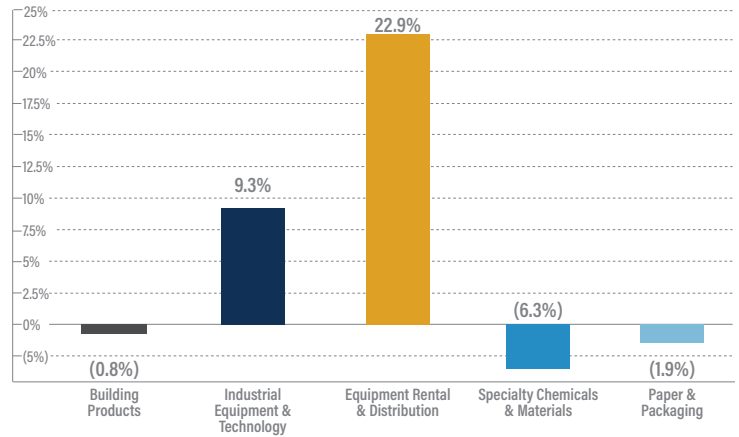
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of November 30, 2023

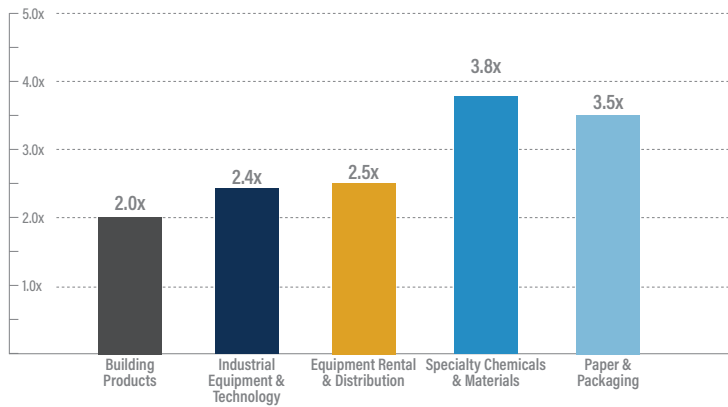
## One-Year Stock Return



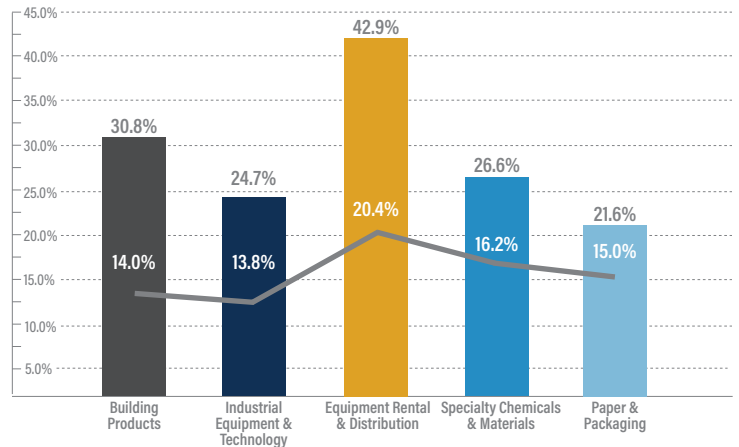
## One-Year Revenue Growth



## LTM Debt/EBITDA

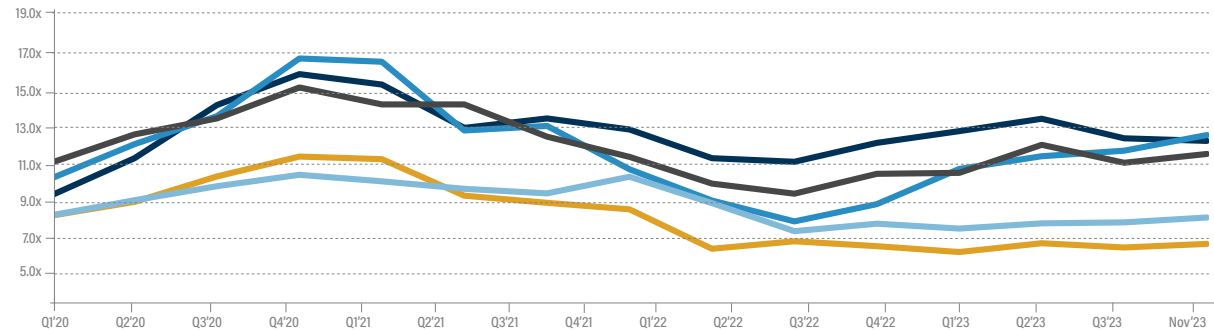


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



11.7x Building Products 12.4x Industrial Equipment & Technology 6.9x Equipment Rental & Distribution 12.7x Specialty Chemicals & Materials 8.3x Paper & Packaging

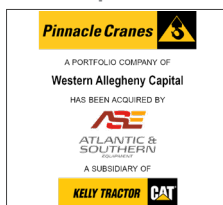
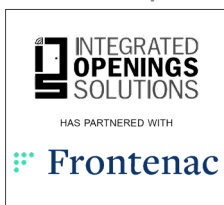
# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Assets of Martin Marietta Materials (NYSE:MLM)	CRH (NYSE:CRH)	CRH, the largest manufacturer of building products in the U.S. and Europe, has acquired cement and ready-mixed concrete assets from Martin Marietta Materials, a leading distributor of building materials, for \$2.1 billion
International Designs Group	The Home Depot (NYSE:HD)	The Home Depot, a leading retailer of home improvement products, has agreed to acquire International Designs Group, a distributor of design-oriented surfaces, architectural specialty products and appliances
H&H Roofing Supply	Beacon Roofing Supply (NSDQ:BECN)	Beacon Roofing Supply, a distributor of building products, including roofing materials and complementary products, such as siding and waterproofing, has acquired H&H Roofing Supply, a distributor of residential and non-residential roofing materials

Target	Acquiror	Equipment Rental & Distribution Transactions
Armstrong Crane & Rigging	Barnhart Crane & Rigging	Barnhart Crane and Rigging, a provider of lifting, heavy-rigging and heavy transportation services, has acquired Armstrong Crane & Rigging, a provider of crane, hoisting, heavy rigging and trucking services
Summit Equipment Rentals	Herc Rentals	Herc Rentals, a provider of rental equipment and tools, has acquired Summit Equipment Rentals, a rental provider of aerial lifts, fork trucks and earthmoving / construction equipment
Equipment Rental Assets of Giffin Equipment	H&E Equipment Services (NSDQ:HEES)	H&E Equipment Services, a leading provider of equipment rental services, has acquired the Equipment Rental Assets of Giffin Equipment, a California-based provider of non-residential construction and industrial equipment

Target	Acquiror	Paper & Packaging Transactions
Crestline Plastics	Conductive Containers (Port Co. of Great River Capital Partners)	Conductive Containers, a leading distributor of static control packaging for electronics, has agreed to acquire Crestline Plastics, a leading manufacturer of thermoformed packaging for optical components and other precision electronics
Sierra Packaging	BradyIFS + Envoy Solutions	BradyIFS + Envoy Solutions, a leading distributor of janitorial / sanitation, food service disposables and industrial packaging products, has acquired Sierra Packaging, a distributor of janitorial / sanitation, packaging, food service disposables and safety products
NYP	Granite Creek Capital Partners	Granite Creek Capital Partners, a Chicago-based private equity firm, has acquired NYP, a value-added manufacturer and distributor of packaging products to the wholesale nursery, agricultural and industrial end markets

## Selected TM Capital Industrials Experience



Target	Acquiror	Industrial Equipment & Tech. Transactions
Newman Machine	InCompass (Port Co. of TJM Capital)	InCompass, a manufacturer of integrated industrial machines and systems, has acquired Newman Machine, a manufacturer of machinery for the wood and lumber industry
Industrial Air	Limbach Holdings (NSDQ:LMB)	Limbach Holdings, a leading provider of HVAC, mechanical, electrical, plumbing and control system solutions, has acquired Industrial Air, a provider of air conditioning and filtration system solutions, for \$20 million
Power Grid Supply	Engineered & Industrial Solutions	Engineered & Industrial Solutions, a leading distributor of electrical process materials and components, has acquired Power Grid Supply, a distributor of transformer parts and components

Target	Acquiror	Specialty Chemicals & Materials
New Life Chemical & Equipment	Makai Capital Partners	Makai Capital Partners, a North Carolina-based private equity firm, has acquired New Life Chemical & Equipment, a leading manufacturer and distributor of beneficial reuse chemicals
Aquapharm Chemicals	PCBL (NSEI:PCBL)	PCBL, an India-based manufacturer and distributor of carbon black, has acquired Aquapharm Chemicals, a manufacturer and distributor of specialty chemicals, for \$456 million
OWI Chlor Alkali	Brenntag (ETR:BNR)	Brenntag, a leading distributor of chemicals and ingredients, has acquired OWI Chlor Alkali, a leading distributor of caustic soda

## TM Capital's Industrials Contacts

**Pavel 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