

INDUSTRIALS MONTHLY

JANUARY 2024

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

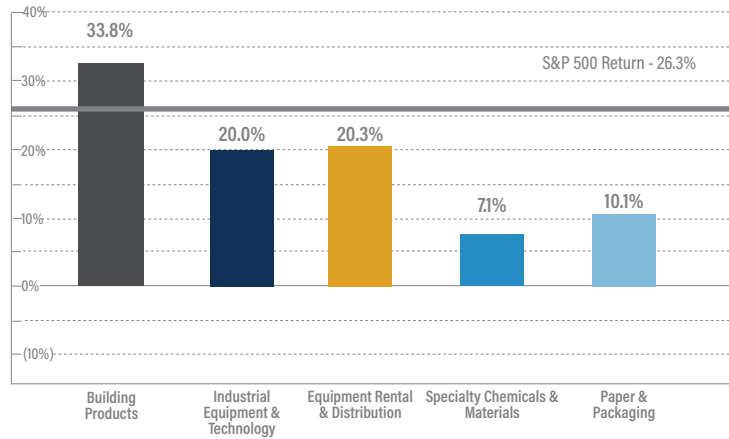
HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Building Products	 <p>INVENT. BUILD. DELIVER.</p>		<ul style="list-style-type: none"> Miter Brands, a leading manufacturer of residential windows and doors, has agreed to acquire PGT Innovations (NYSE:PGTI), for \$3.1 billion PGT Innovations is a leading manufacturer of patio doors and premium window solutions Implied Enterprise Value Transaction Multiple (2023E) EBITDA:11.3x
Industrial Equipment & Technology		 <p>a portfolio company of </p>	<ul style="list-style-type: none"> Heritage Distribution Holdings, a portfolio company of Beijer Ref, has agreed to acquire Webb Supply Heritage Distribution Holdings is a distributor of HVAC parts, equipment and supplies to contractors in the Southeast Webb Supply is a wholesale distributor of HVAC products for residential add-on replacement and commercial projects
Equipment Rental & Distribution	 <p>a subsidiary of </p>		<ul style="list-style-type: none"> Epiroc (OM:EPI A), a Sweden-based manufacturer of mining and infrastructure equipment, has acquired Stanley Infrastructure, a subsidiary of Stanley Black & Decker (NYSE: SWK), for \$760 million Stanley Infrastructure is a manufacturer of attachments used on excavators, and handheld hydraulic & battery-powered tools The acquisition will strengthen Epiroc's presence in the infrastructure and construction space in the U.S.
Specialty Chemicals & Materials	 <p>a portfolio company of </p>		<ul style="list-style-type: none"> Samyang, a Korean holding company comprised of chemical, bio-pharmaceutical, food ingredient and beverage packaging businesses, has acquired Verdant Specialty Solutions, a portfolio company of Opengate Capital, for \$250 million Verdant Specialty Solutions is a U.S. based manufacturer of specialty chemicals used in personal care products and industrial applications The acquisition represents the beginning of Samyang's new growth strategy of pursuing M&A and joint venture opportunities with suitable partners across the globe
Paper & Packaging		 <p>a portfolio company of </p>	<ul style="list-style-type: none"> Inno-Pak, a portfolio company of Emerald Lake Capital, has acquired Albany Packaging Inno-Pak is a leading manufacturer and distributor of eco-friendly packaging for prepared and takeout foods Albany Packaging is a manufacturer of custom and stock folding paperboard cartons, including bakery boxes and food packaging items such as trays and takeout boxes

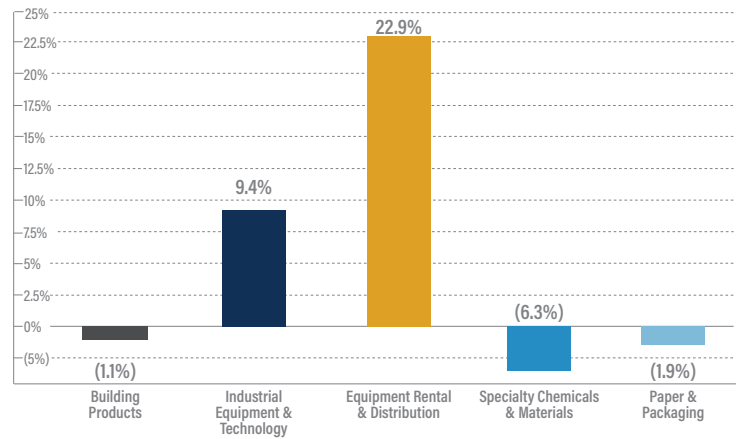
INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of December 31, 2023

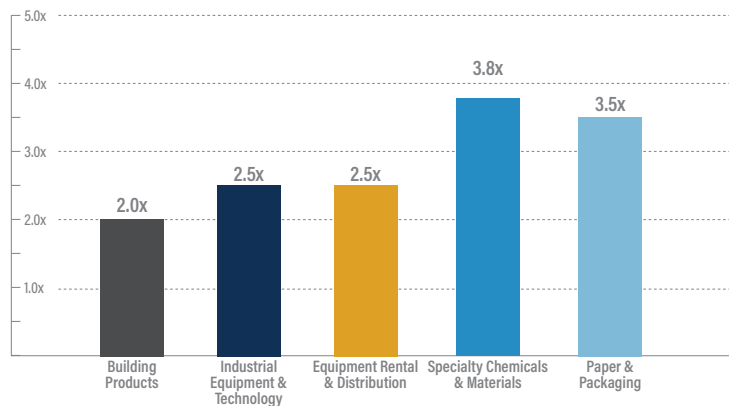
One-Year Stock Return



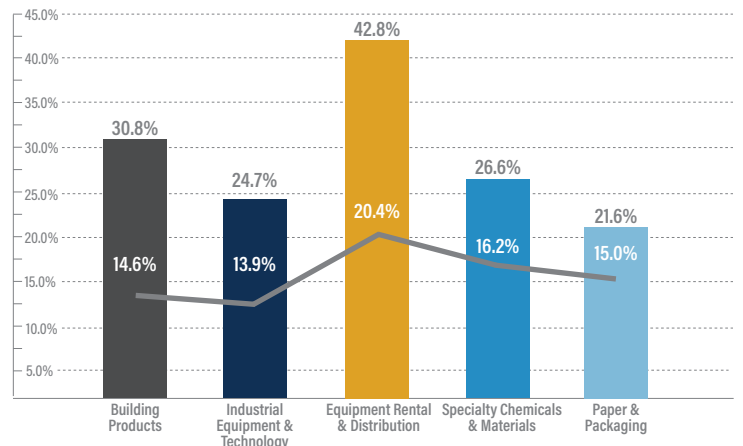
One-Year Revenue Growth



LTM Debt/EBITDA

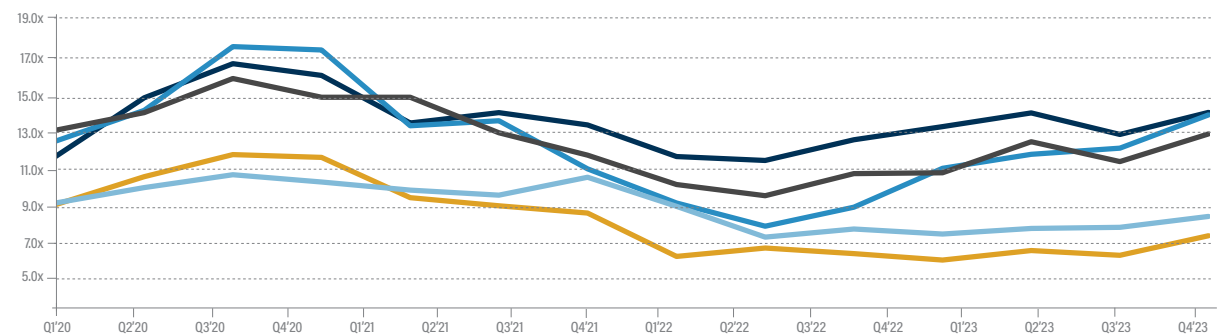


LTM Gross and EBITDA Margins*



*EBITDA Margins shown as the gray line.

TEV/EBITDA



12.5x Building Products 13.6x Industrial Equipment & Technology 7.6x Equipment Rental & Distribution 13.5x Specialty Chemicals & Materials 8.6x Paper & Packaging

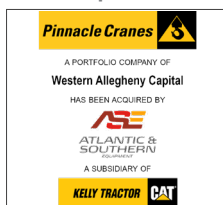
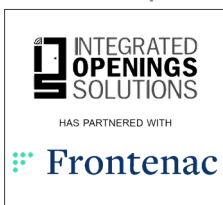
SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Combee Insulation	Installed Building Products (NYSE:IBP)	Installed Building Products, a leading installer of insulation and complementary building products, has acquired Combee Insulation, an installer of building products such as fiberglass insulation, spray foam insulation and garage doors
Eastern Architectural Systems	Cornerstone Building Brands (Port. Co. of Clayton, Dubilier and Rice)	Cornerstone Building Brands, a manufacturer and installer of external building products, has acquired Eastern Architectural Systems, a manufacturer of custom windows and doors
Piedmont Door Solutions	Cobalt Service Partners (Port. Co. of Alpine Investors)	Cobalt Service Partners, a building access solutions company, has acquired Piedmont Door Automation, a manufacturer and installer of commercial doors

Target	Acquiror	Equipment Rental & Distribution Transactions
Precision Rentals	H&E Equipment Services (NSQD: HEES)	H&E Equipment Services, a leading provider of equipment rental services, has acquired Precision Rentals, a provider of rental equipment such as aerial lifts and forklifts
Power Rental & Sales	Pearlman Group (Port. Co. of The Stephens Group)	Pearlman Group, a distributor of supplies, tools and equipment to residential, commercial and industrial end markets, has acquired Power Rental & Sales, a distributor of decorative concrete supplies, concrete tools and equipment
Winter Equipment	Komar Industries (Port. Co. of ONCAP)	Komar Industries, a manufacturer of industrial waste and recycling processing systems, has acquired Winter Equipment, a distributor of waste handling and recycling equipment

Target	Acquiror	Paper & Packaging Transactions
Miracle Sanitation Supply	Bunzl (LSE:BZNL)	Bunzl, a London-based distributor of food packaging, film, labels and other related products, has acquired Miracle Sanitation Supply, a distributor of garbage bags, paper products and other cleaning products
PFS Sales	BradyIFS + Envoy Solutions	BradyIFS + Envoy Solutions, a leading distributor of janitorial / sanitation, food service disposables and industrial packaging products, has acquired PFS Sales, a distributor of disposable paper and plastic products
JWJ Packaging	Novvia	Novvia, a distributor of rigid container and life sciences packaging products, has acquired JWJ Packaging, a distributor of drums, pails and other rigid container / shipping products

Selected TM Capital Industrials Experience



Target	Acquiror	Industrial Equipment & Tech. Transactions
KLa Systems	Integrated Water Services	Integrated Water Services, a leading provider of water and wastewater treatment solutions, has acquired KLa Systems, a manufacturer of equipment specializing in custom designed mixing and aeration technologies
American Industrial Machine	BP Energy Partners	BP Energy Partners, a Dallas-based private equity firm, has acquired American Industrial Machine, a distributor of mission-critical repair and maintenance services for natural gas processors
A/C Designs	Conditioned Air (Port. Co. of Gemini Investors)	Conditioned Air, a leading provider of HVAC services in Southwest Florida, has acquired A/C Designs, a provider of residential HVAC and new construction services

Target	Acquiror	Specialty Chemicals & Materials
American Pacific (Port. Co. of AE Industrial Partners)	NewMarket (NYSE: NEU)	NewMarket, a manufacturer and distributor of chemical additives that enhance the performance of petroleum products, has agreed to acquire American Pacific, a leading manufacturer of critical performance additives used in solid rocket motors for space launch and military defense applications, for \$700 million
Solventis	Brenntag (ETR:BNR)	Brenntag, a leading distributor of chemicals and ingredients, has acquired Solventis, a Belgium-based distributor of glycols and solvents
Furest Day Lawson (Port. Co. of Highlander Partners)	ADM (NYSE: ADM)	ADM, a leading global distributor of human and animal nutrition products and ingredients, has agreed to acquire Furest Day Lawson, a leading provider of ingredient solutions

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