

# INDUSTRIALS MONTHLY

MARCH 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

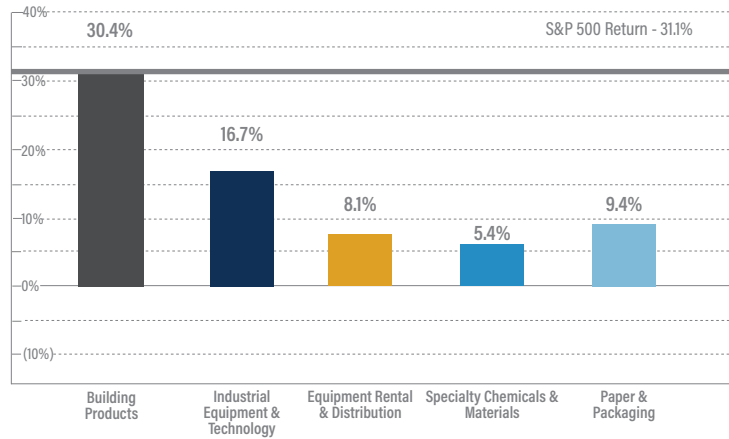
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products			<ul style="list-style-type: none"> <li>Owens Corning (NYSE:OC), a leading global manufacturer and distributor of building and construction materials, has agreed to acquire Masonite (NYSE:DOOR) for \$3.9 billion</li> <li>Masonite is a leading global manufacturer and distributor of interior and exterior door solutions for the construction industry</li> <li>Implied Enterprise Transaction Value Multiple (2023E) Adj. EBITDA: 8.6x</li> </ul>
Industrial Equipment & Technology		 a portfolio company of  THE STEPHENS GROUP	<ul style="list-style-type: none"> <li>Kele, a portfolio company of The Stephens Group, has acquired AC Controls</li> <li>Kele is a leading global distributor of commercial and industrial automation products and controls solutions</li> <li>AC Control is a distributor of industrial instrumentation, valves, and controls for process and combustion applications</li> </ul>
Equipment Rental & Distribution			<ul style="list-style-type: none"> <li>Herc Rentals, a leading distributor of rental equipment and tools, has acquired Quality Equipment Rentals</li> <li>Quality Equipment Rentals is an Inglewood-based distributor of rental equipment such as abrasive blasters, boom lifts, concrete equipment and more</li> <li>The acquisition strengthens Herc Rentals' presence in the greater Los Angeles area</li> </ul>
Specialty Chemicals & Materials			<ul style="list-style-type: none"> <li>Orica, an Australia-based manufacturer and distributor of various chemical products and services, has acquired Cyanco for \$640 million</li> <li>Cyanco is a US-based manufacturer and distributor of sodium cyanide primarily serving the gold mining industry</li> <li>Implied Enterprise Transaction Value Multiple (2023) EBITDA: 7.5x</li> </ul>
Paper & Packaging	Manufacturing Facility from 		<ul style="list-style-type: none"> <li>Clearwater Paper (NYSE:CLW), a manufacturer and distributor of tissues and high-quality paperboard products, has acquired a bleached paperboard manufacturing facility from Graphic Packaging (NYSE:GPK)</li> <li>Graphic Packaging is a leading manufacturer of commercial packaging products</li> <li>Implied Enterprise Transaction Value Multiple (2023) Adj. EBITDA: 7.0x</li> </ul>

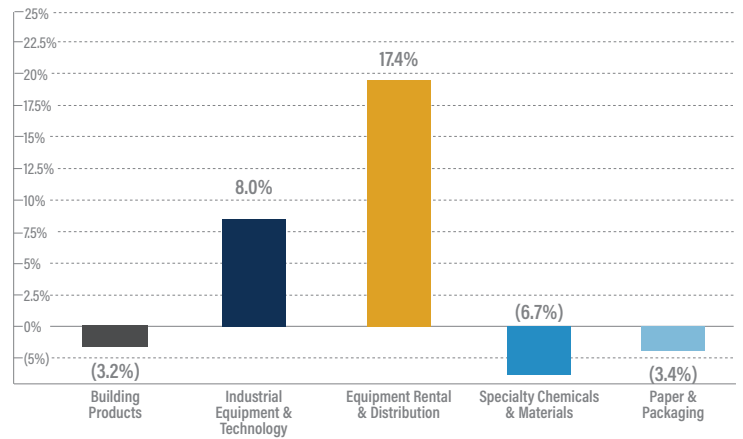
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of February 29, 2024

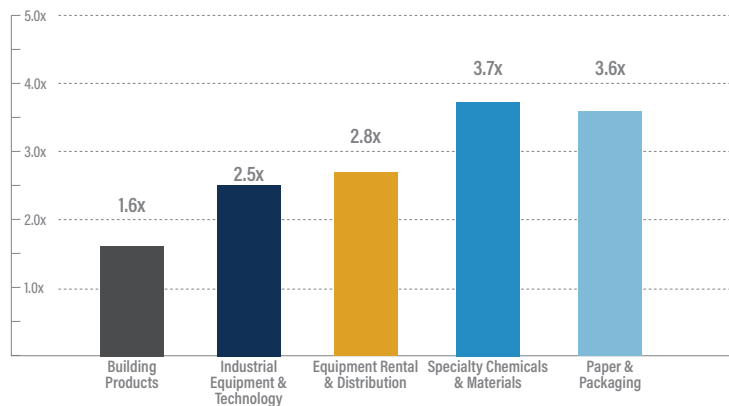
## One-Year Stock Return



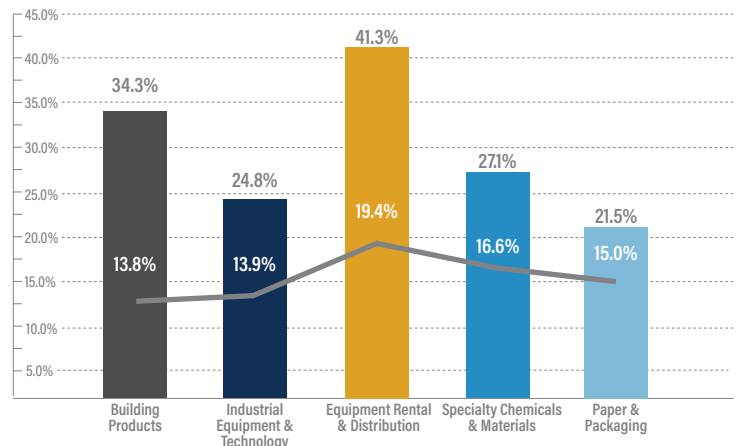
## One-Year Revenue Growth



## LTM Debt/EBITDA

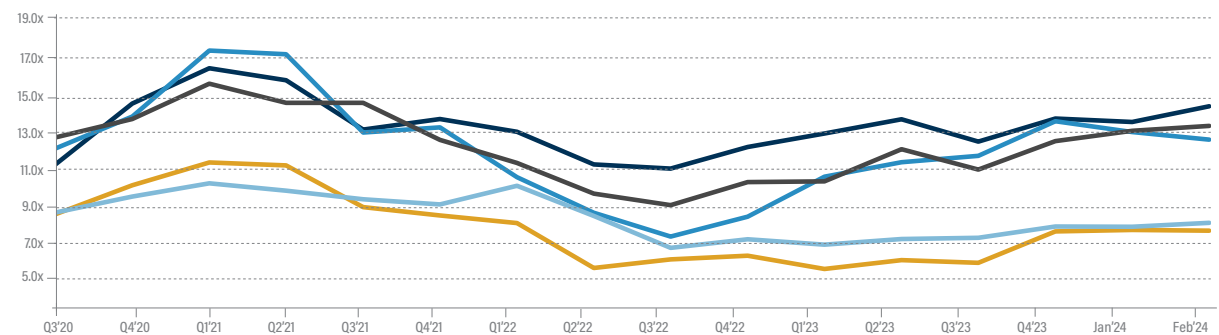


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



13.2x Building Products 14.2x Industrial Equipment & Technology 8.4x Equipment Rental & Distribution 12.6x Specialty Chemicals & Materials 8.7x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Discovery Door	Cook & Boardman (Port. Co. of Platinum Equity)	Cook & Boardman, a leading specialty distributor of commercial entry solutions and systems integration services, has acquired Discovery Door, a manufacturer of wooden doors, door hardware, steel and security doors for commercial buildings

Old Mission Windows	US LBM (Port. Co. of Bain Capital and Platinum Equity)	US LBM, a leading distributor of specialty building materials, has acquired Old Mission Windows, a distributor of windows and doors to residential homebuilders and contractors
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Metro Sealant	Beacon (NSDQ: BECN)	Beacon, a distributor of building products, including roofing materials and complementary products, such as siding and waterproofing, has acquired Metro Sealant, a provider of sealant and waterproofing solutions for commercial construction
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Target	Acquiror	Equipment Rental & Distribution Transactions
CR Holland Crane Service	Barnhart Crane & Rigging	Barnhart Crane & Rigging, a provider of lifting, heavy-rigging and heavy transportation services, has acquired CR Holland Crane Service, a provider of crane rental service, heavy hauling, custom rigging and storage solutions

Rental Service Specialty	Brenntag (XTRA:BNR)	Brenntag, a leading global distributor of specialty chemicals and ingredients, has acquired Rental Service Specialty, a distributor of specialty rental equipment to the oil and gas industry
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Compactor Rentals of America (Port. Co. of Bestige Holdings)	Kinderhook Industries	Kinderhook Industries, a New York-based private equity firm, has acquired Compactor Rentals of America, a provider of rental commercial trash compactors, vertical balers and other waste equipment for compaction needs
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Target	Acquiror	Paper & Packaging Transactions
Innovative Packaging Solutions	Welch Packaging Group	Welch Packaging Group, a manufacturer of corrugated packaging products, has acquired Innovative Packaging Solutions, a provider of turnkey corrugated packaging solutions

Consolidated Container Company	Mauser Packaging Solutions (Port Co. of Stone Canyon Industries)	Mauser Packaging Solutions, a leading global distributor of packaging products and services, has acquired Consolidated Container Company, a manufacturer and distributor of industrial containers and recycling solutions, for \$56 million
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Bacon & Graham	SupplyOne (Port. Co. of Wellspring Capital Management)	Supply One, a leading distributor of corrugated and other value-added packaging products, equipment and services, has acquired Bacon & Graham, a distributor of corrugated boxes, stretch wrap, tape, automation and equipment and related services
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## Selected TM Capital Industrials Experience

**GDN** GATEWAY DEALER NETWORK  
A PORTFOLIO COMPANY OF  
**BRIGHTSTAR** CAPITAL PARTNERS  
HAS BEEN ACQUIRED BY  
**TUCKAHOE** HOLDINGS

**INTEGRATED OPENINGS SOLUTIONS**  
HAS PARTNERED WITH  
**Frontenac**

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

**HYDRAULEX**  
The Right Replacement, Right Now™  
HAS BEEN ACQUIRED BY  
**BBB INDUSTRIES**  
A PORTFOLIO COMPANY OF  
**CLEARLAKE**

**FORMTECH** FORMTECH FORMS, INC.  
A PORTFOLIO COMPANY OF  
**KCP** KIRKLAND CAPITAL PARTNERS  
HAS BEEN ACQUIRED BY  
**WHITE CAP**  
A PORTFOLIO COMPANY OF  
**THE STEINER GROUP**

**CW PF** CARLISLE wide plank floors™  
A PORTFOLIO COMPANY OF  
**JMH Capital**  
HAS BEEN ACQUIRED BY  
**SWITCHBACK** EQUITY

Target	Acquiror	Industrial Equipment & Tech. Transactions
Kinergy	Carrier Process Equipment	Carrier Process Equipment, a manufacturer of bulk material handling and processing equipment, has acquired Kinergy a manufacturer of custom-engineered vibrating equipment

Air Equipment Company	Meriton	Meriton, a leading manufacturer of commercial HVAC products, has acquired Air Equipment Company, a distributor of HVAC equipment and services to commercial, educational, industrial and medical facilities
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Branch Environmental	MXD Process (Port Co. of Soterra Capital)	MXD Process, a manufacturer and distributor of process engineering and equipment, has acquired Branch Environmental, a manufacturer and distributor of air and water purification systems
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Target	Acquiror	Specialty Chemicals & Materials
Technical Products	Borgman Capital	Borgman Capital, a Milwaukee-based private equity firm, has acquired Technical Products, a Cleveland-based regional distributor of chemicals

Seal for Life of Industries (Port. Co. of Arsenal Capital Partners)*	Henkel (OTCMKTS: HENKY)	Henkel, a Germany-based leading global chemical and consumer goods company, has acquired Seal for Life Industries a specialized distributor of protective coating and sealing solutions for a variety of infrastructure markets such as renewable energy, oil & gas, and water
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International Cellulose Corp.	Saint-Gobain (EPA:SGO)	Saint-Gobain, a leading global manufacturer and distributor of materials for construction, mobility and industrial markets, has acquired International Cellulose Corp., a manufacturer of commercial specialty insulation products, including spray-on thermal and acoustical finishing systems
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## TM Capital's Industrials Contacts

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