

# INDUSTRIALS MONTHLY

APRIL 2022

*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

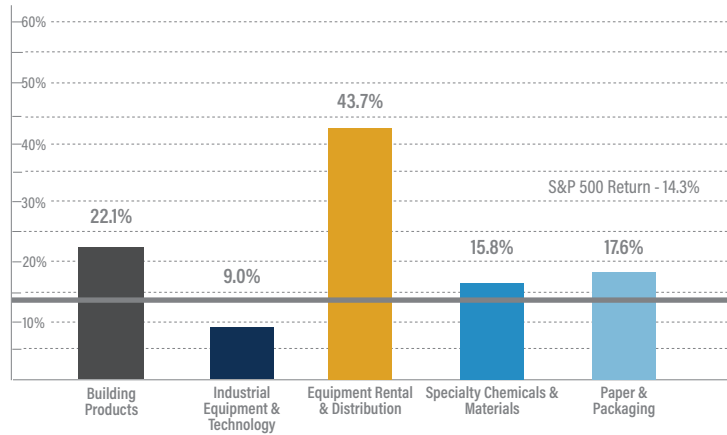
## HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSIS
Building Products	 <small>Constructive Solutions Since 1885</small>		<ul style="list-style-type: none"> <li>Woodgrain, an Idaho-based manufacturer of doors, moldings and millwork products, has acquired Huttig Building Products (Nasdaq:HBP), for \$350 million</li> <li>Huttig Building Products is a Missouri-based distributor of millwork, building materials and wood products used primarily in new residential construction and remodeling</li> <li>The acquisition of Huttig Building Products will significantly increase Woodgrain's distribution network, product offering and value-added services</li> </ul>
Industrial Equipment	 <small>Subsidiary of</small> 		<ul style="list-style-type: none"> <li>Pentair (NYSE:PNR), a leading provider of water treatment solutions, has agreed to acquire Manitowoc Ice, a subsidiary of Welbilt (NYSE:WBT), for \$1.6 billion (\$1.4 billion net of tax benefits). Manitowoc Ice will operate within the Water Solutions platform of Pentair's Consumer Solutions business segment</li> <li>Manitowoc Ice is a leading designer, manufacturer and distributor of commercial ice machines globally</li> </ul>
Equipment Rental & Distribution			<ul style="list-style-type: none"> <li>Herc Holdings (NYSE:HRI), a heavy equipment rental company, has acquired Cloverdale Equipment</li> <li>Clover Equipment is a full-service construction equipment distributor and rental company offering aerial work platforms, telehandlers, forklifts, rough terrain and industrial cranes and other related construction equipment</li> <li>Cloverdale operates four core locations in Detroit and Grand Rapids, Michigan; Cleveland, Ohio and Pittsburgh, Pennsylvania. The acquisition will expand Herc Rental's presence in this coverage area to 14 locations</li> </ul>
Specialty Chemicals & Materials	 <small>Wax Division</small>		<ul style="list-style-type: none"> <li>Awax, an international group specialized in developing, producing and distributing wax products, has acquired Sasol's (NYSE:SSL) German Subsidiary, Sasol Wax</li> <li>Sasol Wax, with annual revenue of \$400 million, is a leading manufacturer of high-quality wax products used in applications for hot-melt adhesives, paper and packaging, paints and varnishes, cosmetics and pharmaceutical products, wood-based materials, candles and road construction</li> </ul>
Paper & Packaging			<ul style="list-style-type: none"> <li>The two paper and specialty materials companies Schweitzer-Manduit International (NYSE:SWM) and Neenah (NYSE:NP) have entered into a definitive agreement to combine in an all-stock merger of equals</li> <li>The strategic combination creates a \$3 billion global leader in paper and specialty materials with strong positions in growing markets including filtration</li> <li>Under the terms of the agreement, SWM shareholders will own approximately 58% of the combined company, and Neenah shareholders 42% at closing</li> </ul>

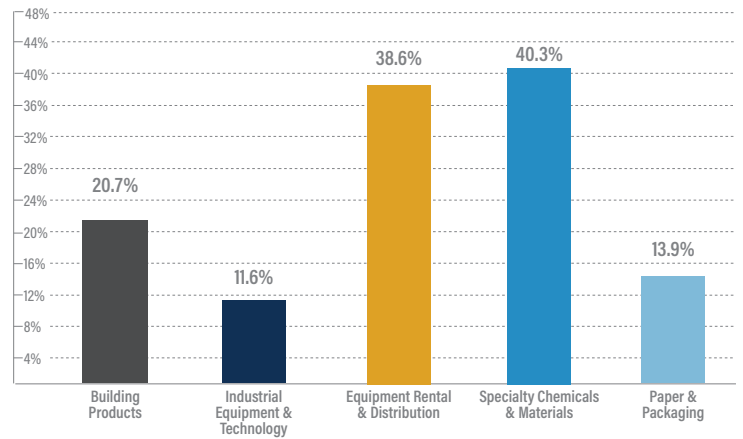
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of March 31, 2022

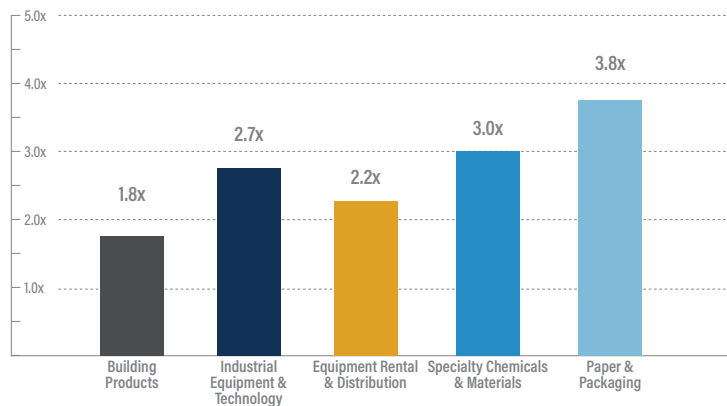
## One-Year Stock Return



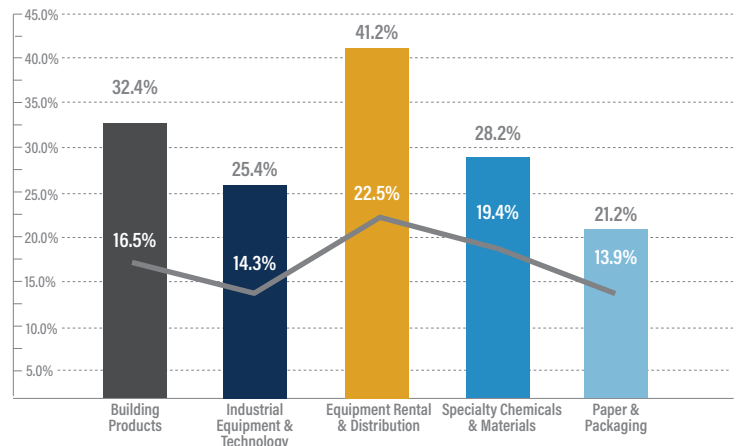
## One-Year Revenue Growth



## LTM Debt/EBITDA

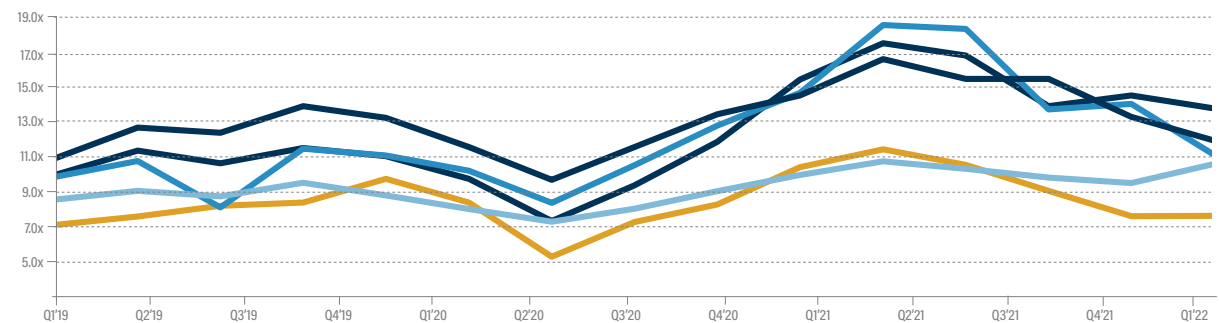


## LTM Gross and EBITDA Margins\*



\*EBITDA Margins shown as the gray line.

## TEV/EBITDA



11.5x Building Products 13.0x Industrial Equipment & Technology 8.1x Equipment Rental & Distribution 10.9x Specialty Chemicals & Materials 10.5x Paper & Packaging

# SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Tile Redi Holdings	Mayfair Capital Partners	Inwido, a manufacturer of windows and doors, has acquired Dekko Window Systems, a manufacturer and supplier of fenestration products including windows, entrance doors, folding doors, PVC patio doors and aluminum and composite materials

Heckerroth Plumbing	Silva Services (Port. Co. of Morgan Stanley Capital)	Volati, a Sweden-based private equity firm, has acquired Gunnar Eiklid, a wholesaler of wooden products including windows, doors, kitchen products, bathroom products, furniture and furnishings
---------------------	--	--

Securefast	OSL Group	OSL Group, a manufacturer and distributor of aftermarket replacement automotive components, has acquired Securefast, a manufacturer of access control and door entry systems
------------	-----------	--

Target	Acquiror	Equipment Rental & Distribution Transactions
Romco Equipment	SMT Group	SMT Group, a distributor of heavy construction equipment throughout Europe, has acquired Romco Equipment, a rental provider of heavy equipment for construction, mining, paving and aggregate industries in Texas

Wilder Equipment	Parman Holdings	Parman Holdings, a provider of petroleum products and services through its subsidiaries, has acquired Wilder Equipment, a rental provider of construction site dewatering, utility rerouting and land clearing equipment
------------------	-----------------	--

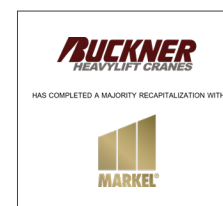
Montagrues	Group Plissonneau	Group Plissonneau, a Martinique-based conglomerate, acquired Montagrues, a Paris-based mobile crane rental company
------------	-------------------	--

Target	Acquiror	Paper & Packaging Transactions
Carton Pack Srl	A&M Capital Europe	A&M Capital Europe, a London-based private equity firm, has acquired Carton Pack Srl, a manufacturer of rigid and flexible packaging products including paper and cardboard packaging solutions for the food industry

Techflex Packaging	Signature Flexible Packaging	Signature Flexible Packaging, a manufacturer of packaging products, has acquired Techflex Packaging, a manufacturer of customized pouch converter packaging solutions for food and medical markets
--------------------	------------------------------	--

Packaging Technology Group	Cold Chain Technologies	Cold Chain Technologies, a manufacturer of thermal packaging solutions, has acquired Packaging Technology Group, a designer and manufacturer of thermal packaging solutions
----------------------------	-------------------------	---

## Selected TM Capital Industrials Experience



Target	Acquiror	Industrial Equipment & Tech. Transactions
Hawker Well Works	Forum Energy Technologies (NYSE:FET)	Forum Energy Technologies, a designer and manufacturer of capital equipment and related products serving the energy industry, has acquired Hawker Well Works, a manufacturer of hydraulic catwalks and pipe laydown machines

Metallics	NSI Industries	NSI Industries, a designer and manufacturer of electrical products, has acquired Metallics, a manufacturer and distributor of fasteners and anchors
-----------	----------------	---

Winsert	Altus Capital Partners	Altus Capital Partners, a Connecticut-based private equity firm, has agreed to acquire Winsert, a developer and manufacturer of engineered cast valve seat inserts and components for industrial applications
---------	------------------------	---

Target	Acquiror	Specialty Chemicals & Materials
Res Pharma Industriale and B&C (two separate transactions)	Sharon Laboratories (Port. Co. of Tene Investments)	Sharon Laboratories, a producer of preservatives for personal care products, has acquired both Res Pharma Industriale, a supplier of "green" functional personal care ingredients, and B&C, a producer of bi-active ingredients for the cosmetics industry

Whitfield Chemical Group	Azelis Group (BRU:AZE) (Port. Co. of EQT Partners)	Azelis Group, an international distributor of specialty chemicals and food ingredients, has acquired Whitfield Chemical Group, a distributor of coatings, adhesives, sealants, elastomers and rubber and plastic adhesives in the U.K.
--------------------------	--	--

JEEN International	Vantage Specialty Chemicals (Port. Co. of H.I.G. Capital)	Vantage Specialty Chemicals, a leading vertically-integrated provider of naturally derived ingredients, has acquired JEEN International, a leading global provider of naturally derived specialty ingredients and blends for personal care and cosmetics products
--------------------	---	---

## TM Capital's Industrials Contacts

**Paul 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  
808.387.4485

**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