

# 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

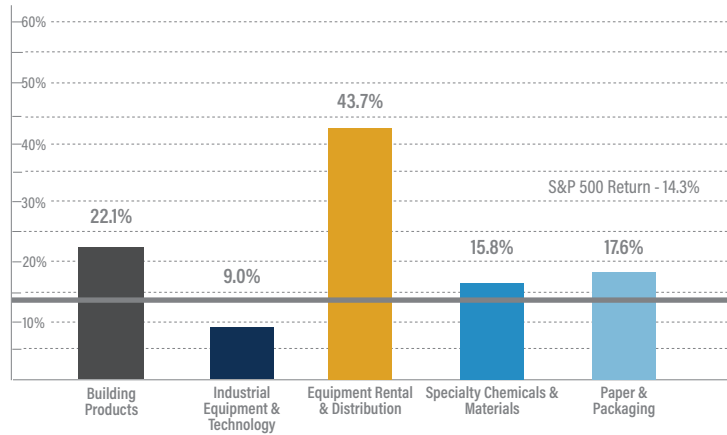
## HEADLINE TRANSACTIONS

|                                 | TARGET   | ACQUIROR   | ACQUISITION SYNOPSISIS   |
|---------------------------------|--|--|--|
| Building Products               | <br><b>HUTTIG</b><br>BUILDING PRODUCTS<br><small>Constructive Solutions Since 1885</small>  |  <b>woodgrain</b>   | <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            | <br><b>MANITOWOC</b><br><small>Subsidiary of</small><br><br><b>WELBILT</b> |  <b>PENTAIR</b>     | <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 | <br><b>CLOVERDALE</b><br>EQUIPMENT CO   |  <b>HercRentals</b> | <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 | <br><b>SASOL</b><br><small>Wax Division</small>   |  <b>AWAX</b>        | <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               | <br><b>NEENAH INC</b>   |  <b>SWM</b>         | <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>                                   |

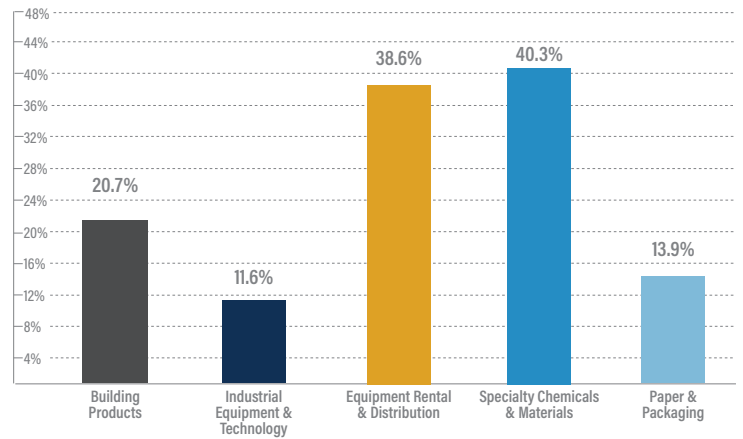
# INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of March 31, 2022

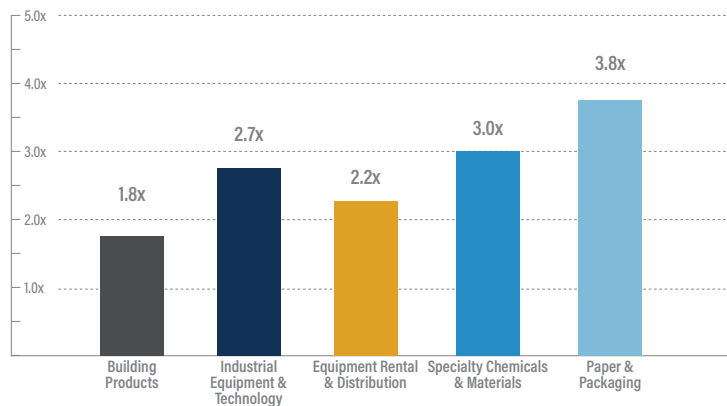
## One-Year Stock Return



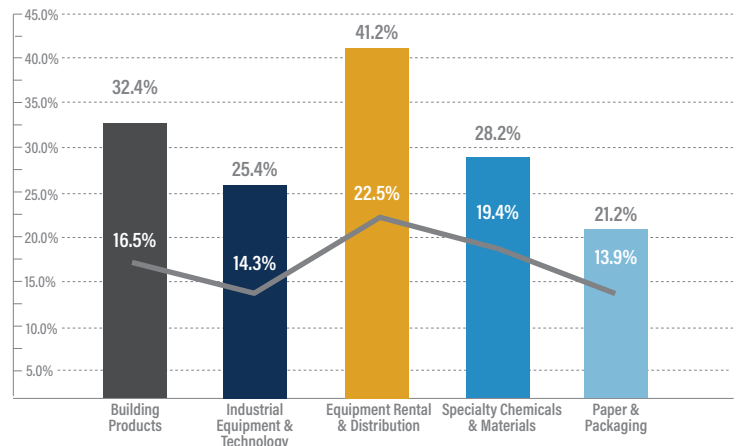
## One-Year Revenue Growth



## LTM Debt/EBITDA

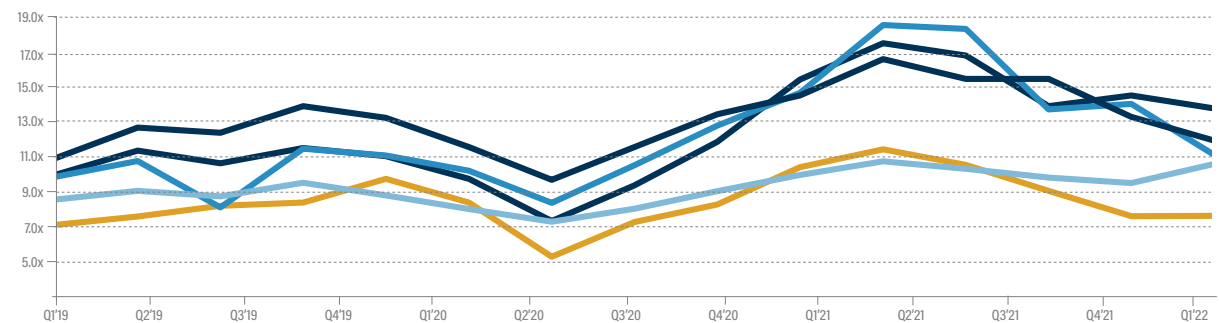


## LTM Gross and EBITDA Margins\*



\*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 | Mayfair Capital Partners, an Indiana-based division of Oxford Financial Group, has acquired Tile Redi Holdings, a manufacturer of highly-engineered, patented shower products |

|                     |                  |   |
|---------------------|------------------|---|
| Dekko Window System | Inwido (OM:INWI) | 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 |
|---------------------|------------------|---|

|            |           |  |
|------------|-----------|--|
| 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 |
|------------------|-----------------|--|

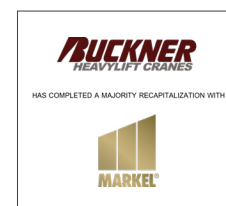
|            |                   |  |
|------------|-------------------|--|
| Montagrues | Group Plissonneau | Group Plissonneau, a Martinique-based conglomerate, acquired Montagrues, a Paris-based mobile crane rental company |
|------------|-------------------|--|

| 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 |
|--------------------|---|---|

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