

INDUSTRIALS MONTHLY

AUGUST 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

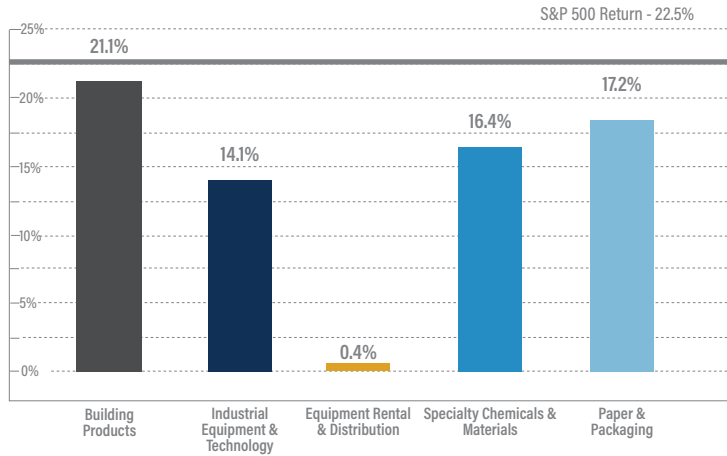
HEADLINE TRANSACTIONS

	TARGET	ACQUIROR	ACQUISITION SYNOPSISIS
Building Products			<ul style="list-style-type: none"> ADENTRA (TSX: ADEN), a distributor of architectural products to fabricators, home centers and professional dealers, has acquired Woolf Distributing Company for \$130 million Woolf is a value-added distributor of architectural building and millwork products for the residential and commercial end markets The acquisition expands ADENTRA's geographic footprint and product offering by adding complementary millwork locations and new branded specialty products in the outdoor living product category
Industrial Equipment & Technology	Residential and Light Commercial HVAC Business of 		<ul style="list-style-type: none"> Bosch, a leading supplier of technology and services, has agreed to acquire the Residential and Light Commercial ("R&LC") HVAC Business from Johnson Controls (NYSE: JCI) and Hitachi (TSE: 6501) for \$8.1 billion The R&LC HVAC Business manufactures ducted and ductless HVAC equipment and components The transaction includes the North America Ducted Business and Global Residential Joint Venture between Johnson and Hitachi, of which Johnson owns 60% and Hitachi owns 40%
Equipment Rental & Distribution	Assets of 		<ul style="list-style-type: none"> Herc Rentals (NYSE: HRI), a leading provider of rental equipment and tools, has acquired the assets of Otay Mesa Sales for \$264 million Otay Mesa Sales, now known as SPIRIT Services, is a full-service provider of general rental equipment This is Herc Rentals' largest acquisition to date and targets the construction and industrial customer segments, with four locations serving Phoenix and Yuma, Arizona and San Diego, California
Specialty Chemicals & Materials	"Surface Solutions" Unit of 		<ul style="list-style-type: none"> Global New Material International (SEHK: 6616), a manufacturer of pearlescent pigment and functional mica filler, has agreed to acquire Surface Solutions, the pigments unit of Merck (NYSE: MRK), for \$721.5 million Surface Solutions is a manufacturer of pigments which create a pearlescent or metallic shine in coatings, plastics and cosmetics The acquisition will further broaden the global capabilities of GNMI and enable a more customer-centric go-to-market approach
Paper & Packaging	 innovative packaging a portfolio company of 		<ul style="list-style-type: none"> Silgan (NYSE: SLGN), a leading distributor of sustainable rigid packaging solutions, has agreed to acquire Weener Plastics, a portfolio company of 3i Group, for \$908 million Weener Plastics is a full-service global manufacturer of innovative and sustainable packaging solutions Implied Enterprise Transaction Value Multiple (LTM May) Adj. EBITDA: 8.7x

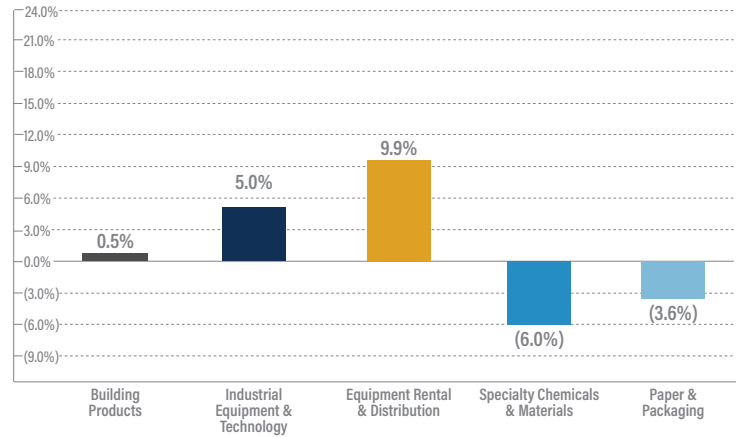
INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of July 30, 2024

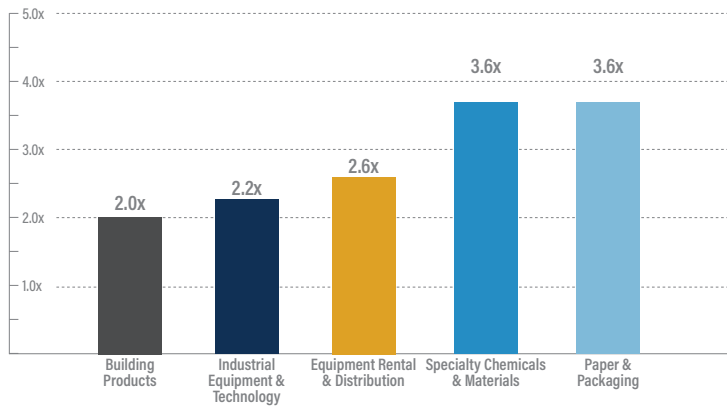
One-Year Stock Return



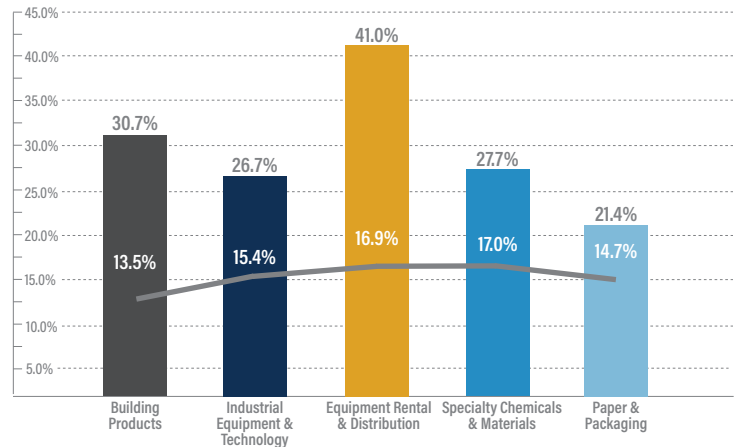
One-Year Revenue Growth



LTM Debt/EBITDA

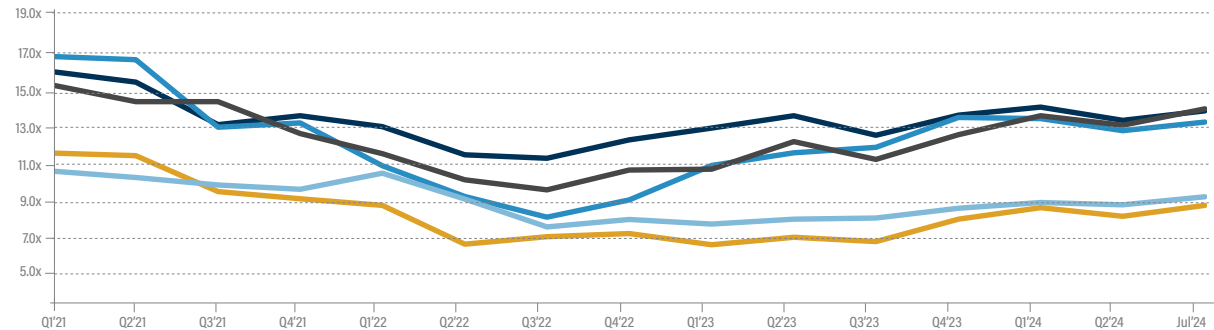


LTM Gross and EBITDA Margins*



*EBITDA Margins shown as the gray line.

TEV/EBITDA



13.9x Building Products 13.8x Industrial Equipment & Technology 8.7x Equipment Rental & Distribution 13.2x Specialty Chemicals & Materials 9.2x Paper & Packaging

SELECTED INDUSTRIALS TRANSACTIONS

Target	Acquiror	Building Products Transactions
Extreme Metal Fabricators	Beacon Roofing Supply (NSDQ: BECN)	Beacon Roofing Supply, a distributor of building products, including roofing materials, siding and waterproofing, has acquired Extreme Metal Fabricators, a Florida-based manufacturer of metal roofing panels and trims
Euroview Enterprises	Installed Building Products (NYSE: IBP)	Installed Building Products, an industry-leading installer of insulation and complementary building products, has acquired Euroview Enterprises, a manufacturer of shower doors, shelving, mirrors and other residential building products
G-MAC Automatic Door	Assa Abloy AB (OTC: ASAZY)	Assa Abloy AB, a distributor of door opening and access solutions to institutional, commercial and residential consumers, has acquired G-MAC Automatic Door, a leading distributor of pedestrian automatic doors and a provider of related solutions such as product installation and maintenance

Target	Acquiror	Equipment Rental & Distribution Transactions
Ruffridge Johnson Equipment	Road Machinery & Supplies	Road Machinery & Supplies, a distributor of construction and mining equipment, has acquired Ruffridge Johnson Equipment, a Minnesota-based heavy equipment dealer that offers aggregate, paving and environmental products & services

Cincinnati Crane & Hoist	Wolter	Wolter, a manufacturer and distributor of material handling equipment, has acquired Cincinnati Crane & Hoist, a manufacturer of overhead cranes, gantry cranes and custom crane systems
--------------------------	--------	---

Polk Tractor	Florida Coast Equipment	Florida Coast Equipment, the largest dealer of Kubota utility vehicles in the U.S., has acquired Polk Tractor, a Florida-based provider of Kubota products and services
--------------	-------------------------	---

Target	Acquiror	Paper & Packaging Transactions
Industrial Assets from Pactiv Evergreen (NSDQ: PTV E)	Suzano (BOVESPA: SUZB3)	Suzano, a leading global manufacturer of eucalyptus pulp and paper products, has acquired two paperboard mills from Pactiv Evergreen, a manufacturer and distributor of fresh foodservice, merchandising and beverage cartons, for \$110 million

American Label Technologies	AWT Labels & Packaging (Port. Co. of Morgan Stanley Capital Partners)	AWT Labels & Packaging, a leading provider of custom labels, flexible packaging and precision converting solutions, has acquired American Label Technologies, a leading manufacturer of custom label, RFID, print and packaging materials
-----------------------------	---	---

Reed & Witting	Clayton Kendall	Clayton Kendall, a distributor of corporate branded merchandise and marketing products, has acquired Reed & Witting, a leading provider of traditional and digital printing solutions
----------------	-----------------	---

Target	Acquiror	Industrial Equipment & Tech. Transactions
Trystar (Port. Co. of Goldner Hawn)	Blackstone (NYSE: BX)	Blackstone, the world's largest alternative asset manager, has agreed to acquire Trystar, a leading manufacturer of temporary electrical power distribution products

AboveAir Technologies	AirX Climate Solutions	AirX Climate Solutions, a leading full-service provider of specialty HVAC solutions, has acquired AboveAir Technologies, a manufacturer of precision cooling systems for data centers and other mission-critical applications
-----------------------	------------------------	---

Plimpton and Hills	Grove Mountain Partners	Grove Mountain Partners, an Atlanta-based private equity firm, has acquired Plimpton and Hills, a leading distributor of plumbing and HVAC equipment
--------------------	-------------------------	--

Target	Acquiror	Specialty Chemicals & Materials
Global Specialty Solutions Business of FMC (NYSE: FMC)	Environmental Science US	Environmental Science US, a provider of diversified environmental solutions, has agreed to acquire the Global Specialty Solutions business of FMC Corporation, a distributor of crop protection and professional pest management products, for \$350 million

Composite and Fuel Containment ("CFC") Division of Parker Hannifin (NYSE: PH)	SK Capital Partners	SK Capital Partners, a New-York based private investment firm, has agreed to acquire the North America CFC Division of Parker Hannifin, a provider of engineered carbon fiber composite components and fuel containment solutions
---	---------------------	---

RG Dispersants (Sub. of CPS (Port. Co. of Arsenal Capital))	Arclin	Arclin, a manufacturer of polymer technologies, specialty chemicals and building products, has acquired RG Dispersants, a leading manufacturer of specialty dispersants and surface-active 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, <i>Specialty Chemicals & Materials</i> 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, <i>Head of Financial Sponsor Coverage</i> shunter@tmcapital.com 404.995.6232

Selected TM Capital Industrials Experience



ABOUT TM CAPITAL, A DIVISION OF JANNEY

FOUNDED IN 1989 AND NOW PART OF JANNEY MONTGOMERY SCOTT, TM CAPITAL IS THE CLIENT-FIRST INVESTMENT BANKING TEAM ADVISING INDUSTRY-LEADING COMPANIES ACROSS NORTH AMERICA AND AROUND THE WORLD. IN EVERYTHING WE DO, OUR PROFESSIONALS SHARE A RELENTLESS COMMITMENT TO ENGINEERING EXTRAORDINARY OUTCOMES WITH AN UNMATCHED STANDARD OF CLIENT CARE. OVER THE LAST THREE DECADES, WE HAVE COMPLETED NEARLY 450 TRANSACTIONS WITH A COMBINED VALUE OF \$30 BILLION. WITH OFFICES IN ATLANTA, BOSTON AND NEW YORK, OUR MISSION CRITICAL CAPABILITIES INCLUDE: COMPLEX MERGERS AND ACQUISITIONS; DEBT AND EQUITY FINANCINGS; MINORITY AND MAJORITY RECAPITALIZATIONS; RESTRUCTURINGS; AND BOARD ADVISORY SERVICES. TM CAPITAL IS ALSO A MEMBER OF OAKLINS, THE WORLD'S MOST EXPERIENCED MID-MARKET M&A ADVISOR, WITH OVER 850 PROFESSIONALS AND DEDICATED INDUSTRY TEAMS IN MORE THAN 45 COUNTRIES, HAVING CLOSED 1,700 TRANSACTIONS IN THE PAST FIVE YEARS. FOR MORE INFORMATION, PLEASE VISIT WWW.TMCAPITAL.COM.

ABOUT JANNEY

JANNEY MONTGOMERY SCOTT LLC IS A LEADING FULL-SERVICE INVESTMENT BANKING AND FINANCIAL SERVICES FIRM SERVING INDIVIDUAL, CORPORATE, INSTITUTIONAL AND GOVERNMENT CLIENTS. JANNEY IS AN INDEPENDENTLY OPERATED SUBSIDIARY OF THE PENN MUTUAL LIFE INSURANCE COMPANY, ONE OF THE 15 LARGEST MUTUAL INSURANCE COMPANIES IN THE NATION, AND IS A MEMBER OF THE NEW YORK STOCK EXCHANGE, FINANCIAL INDUSTRY REGULATORY AUTHORITY AND THE SECURITIES INVESTOR PROTECTION CORPORATION.

THIS COMMUNICATION IS THE INTELLECTUAL PROPERTY OF TM CAPITAL, A DIVISION OF JANNEY AND MAY NOT BE REPRODUCED, DISTRIBUTED, OR PUBLISHED BY ANY PERSON FOR ANY PURPOSE WITHOUT JANNEY'S EXPRESS PRIOR CONSENT.

DISCLAIMER: This communication has been created by the Investment Banking Department of Janney Montgomery Scott LLC ("Janney") and is to be used for informational purposes only. It is not a product of Janney's Research Department. The information presented herein is taken from sources believed to be reliable but is not guaranteed by Janney as to its accuracy or completeness and is subject to change. The views expressed in this communication reflect the personal views of the author(s) regarding the subject securities and issuers and may differ with those of Janney or Janney's Research Department. This communication shall not constitute a solicitation or offer to purchase or sell a security. This communication is intended for Institutional Use Only, not for retail investors, and should not be distributed, forwarded, or otherwise disseminated. Nothing in this material should be construed as tax, legal, or accounting advice. Please consult your own tax, legal, and accounting professionals. Member: NYSE, FINRA, SIPC.