

INDUSTRIALS MONTHLY

OCTOBER 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

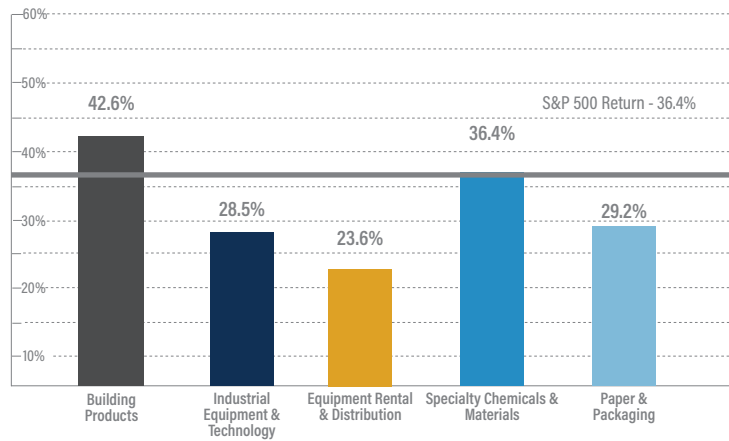
HEADLINE TRANSACTIONS

| | TARGET | ACQUIROR | ACQUISITION SYNOPSISIS |
|-----------------------------------|--|---|---|
| Building Products |  a Subsidiary of  |  | <ul style="list-style-type: none"> Kingswood Capital Management, a Los Angeles-based private equity firm, has acquired Kichler Lighting, a subsidiary of Masco, for \$125 million Kichler Lighting is a manufacturer of decorative residential and light commercial lighting products The acquisition expands Kingswood's presence in the residential lighting sector, following its acquisition of Progress Lighting in February 2024 |
| Industrial Equipment & Technology |  |  | <ul style="list-style-type: none"> TM Capital served as exclusive financial advisor to Mid Continent Controls, in connection with its sale to HEICO (NYSE: HEI) Founded in 1996 and based in Derby, Kansas, Mid Continent Controls is a niche designer and manufacturer of electronic components, such as power outlets, auxiliary ports, wireless charging bins, switch panels and seat controls for business jets HEICO primarily engages in the design, production, servicing and distribution of products and services to certain niche segments of the aviation, defense, space, medical, telecommunications and electronic industries |
| Equipment Rental & Distribution |  |  | <ul style="list-style-type: none"> United Rentals (NYSE: URI), the world's largest equipment rental company, has acquired Shore Hire Shore Hire is an Australia-based provider of trench shoring, propping and traffic management equipment rentals The acquisition grows United Rentals' Australian footprint, following its acquisition of Orange Hire in June 2024 |
| Specialty Chemicals & Materials |  a Portfolio Company of  |  | <ul style="list-style-type: none"> Agilent Technologies (NYSE: A), a manufacturer of analytical laboratory technologies, including instruments, software and services, has acquired BIOVECTRA, a portfolio company of H.I.G. Capital, for \$925 million BIOVECTRA is a manufacturer of ingredients used in branded drugs to treat a range of complex diseases The acquisition strengthens Agilent's CDMO specialization in oligonucleotides and CRISPR therapeutics |
| Paper & Packaging |  a Portfolio Company of  |  | <ul style="list-style-type: none"> Seiko Epson (TSE: 6724), a leading manufacturer of printers, information- and imaging-related equipment, has acquired Fiery, a portfolio company of Siris Capital, for \$591 million Fiery is a provider of digital printing solutions and workflow software including print servers and engines The acquisition expands Seiko Epson's commercial and industrial printing capabilities and accelerates the digital transformation of its analog printing business |

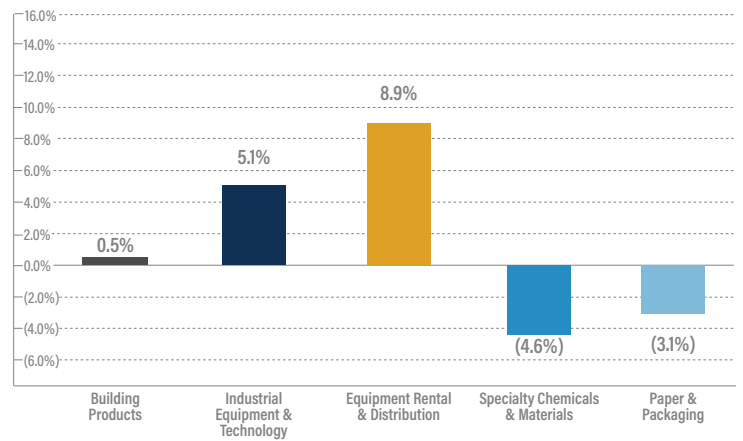
INDUSTRIALS GROWTH & VALUATION TRENDS

Note: Financial Information as of September 30, 2024

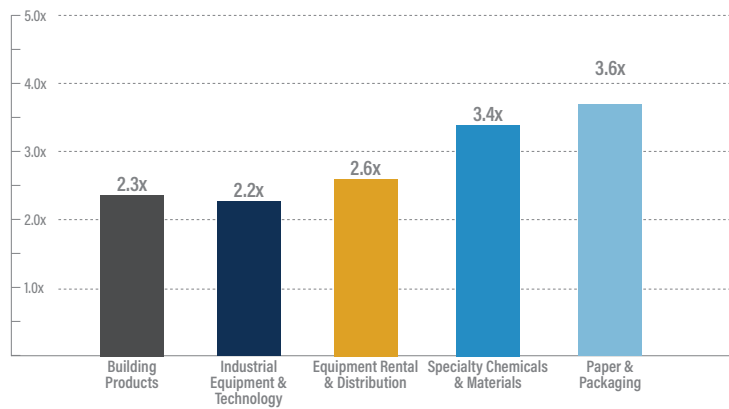
One-Year Stock Return



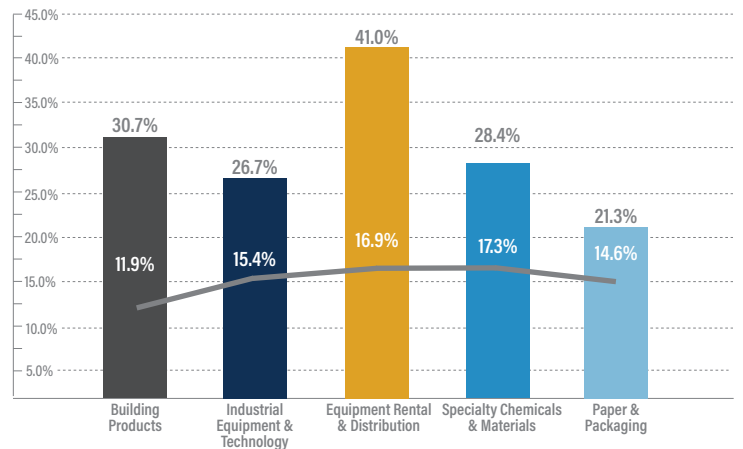
One-Year Revenue Growth



LTM Debt/EBITDA

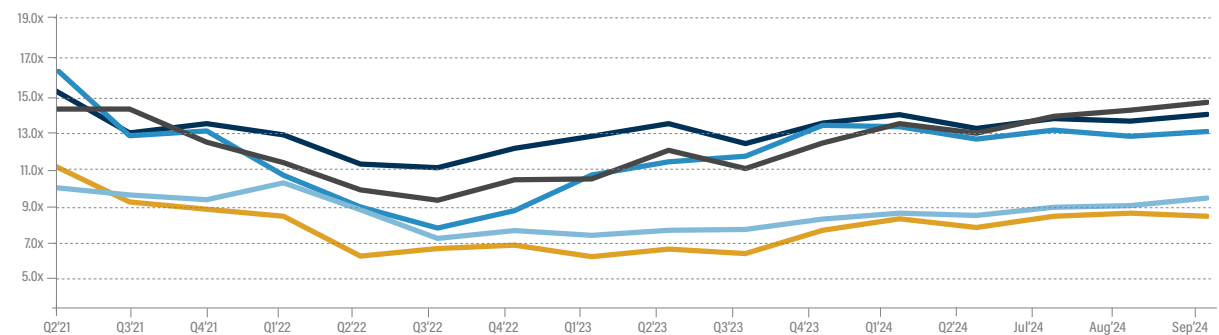


LTM Gross and EBITDA Margins*



*EBITDA Margins shown as the gray line.

TEV/EBITDA



14.7x Building Products 14.0x Industrial Equipment & Technology 8.7x Equipment Rental & Distribution 13.2x Specialty Chemicals & Materials 9.7x Paper & Packaging

SELECTED INDUSTRIALS TRANSACTIONS

| Target | Acquiror | Building Products Transactions |
|--|--|---|
| Chicago Metal Supply | Beacon Roofing Supply (NSDQ: BECN) | Beacon Roofing Supply, a distributor of building products, including roofing materials, siding and waterproofing, has acquired Chicago Metal Supply, a fabricator of architectural sheet metal |
| Nix Door and Hardware | US LBM (Port. Co. of Platinum Equity and Bain Capital) | US LBM, a leading distributor of specialty building materials, has acquired Nix Door and Hardware, a distributor and installer of windows, doors and fireplaces to residential and commercial customers |
| Unified Door & Hardware Group (Port. Co. of Dunes Point Capital) | Foundation Building Materials (Port. Co. of CDR) | Foundation Building Materials, a distributor of building products, including wallboard, ceiling systems and metal framing, has acquired Unified Door & Hardware Group, a value-added distributor of doors and related hardware for commercial building applications |

| Target | Acquiror | Equipment Rental & Distribution Transactions |
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| Tri-City Equipment Rentals | Toromont Industries (TSX: TIH) | Toromont Industries, a provider of brand-name rental equipment, construction supplies and tools, has acquired Tri-City Equipment Rentals, a provider of heavy equipment and machinery rentals |

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| Scott-Macon Equipment | Allegiance Crane & Equipment (Port. Co. of InterVest Capital Partners) | Allegiance Crane & Equipment, a provider of rental crane and lifting equipment and related services, has acquired Scott-Macon Equipment, a distributor of Tadano, Broderson and Kobelco cranes and a provider of bare rental solutions |
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| Wells Equipment Sales | Redline Equipment | Redline Equipment, a Case IH dealer and provider of agricultural equipment services, has agreed to acquire Wells Equipment Sales, a Michigan-based dealer of trucks, tractors and farm equipment |
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| Target | Acquiror | Paper & Packaging Transactions |
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| Capitol City Container | Welch Packaging | Welch Packaging, a manufacturer of custom corrugated products, has merged with Capitol City Container, a manufacturer of custom-designed corrugated boxes and packaging products |

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| Liquid Bottles | Novvia Group (Port. Co. of Kelso & Company) | Novvia Group, a distributor of rigid containers and life sciences packaging, has acquired Liquid Bottles, a distributor of plastic and glass containers and other rigid packaging products |
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| Bennett Fleet Chip & Fiber Boards | Hammond Paper Company | Hammond Paper Company, a converter of paperboard, chipboard, graphic board and other products, has acquired Bennett Fleet Chip & Fiber Boards, a distributor and converter of paperboard products |
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| Target | Acquiror | Industrial Equipment & Tech. Transactions |
|------------------------|------------------------------|--|
| Hartwell Environmental | DXP Enterprises (NSDQ: DXPE) | DXP Enterprises, a distributor of MRO products for rotating equipment, bearings, power transmission, metal working and industrial supplies, has acquired Hartwell Environmental, a manufacturer of pumps, controls and process equipment for the wastewater industry |

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| Damuth Services | Trane Technologies (NYSE: TT) | Trane Technologies, a manufacturer and distributor of HVAC and refrigeration products, as well as a provider of related services, has acquired Damuth Services, a distributor of Trane HVAC systems and a provider of related services |
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| Agile Manufacturing | Consolidated Equipment (Port. Co. of Dominus Capital) | Consolidated Equipment, a manufacturer of attachments for skid-steers loaders, compact tractors and light-construction equipment, has acquired Agile Manufacturing, a manufacturer of front-end loaders, grapples and buckets |
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| Target | Acquiror | Specialty Chemicals & Materials |
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| UW Solutions (Port. Co. of Heartwood Partners) | Apogee (NSDQ: APOG) | Apogee, a manufacturer of architectural products and provider of related services for enclosed buildings, has agreed to acquire UW Solutions, a manufacturer of high-performance coated substrates, for \$240 million |

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| Synple Chem | eMolecules (Port. Co. of Avista Healthcare Partners) | eMolecules, a provider of business intelligence data and integrated eCommerce software for screening compound, chemical blocks and antibody supply chains, has acquired Synple Chem, a manufacturer of reagent cartridge-based chemical synthesizers |
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| Gotham Refining Chemical | Water Engineering (Port. Co. of Nolan Capital) | Water Engineering, a manufacturer of water treatment chemicals, has acquired Gotham Refining Chemical, a manufacturer of water treatment chemicals for the commercial and industrial end markets |
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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

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