



Industrials Quarterly Update

Q1 2017

Industrials Trends

Auto Industry Challenges¹

While the global automotive industry performed well in 2016, two critical performance indicators portend issues for the industry moving forward. Total shareholder return (TSR) and return on invested capital (ROIC) have lagged broader economic indicators as of late. For instance, in 2016, ROIC for the top 10 players was only 4%, just half the industry's cost of capital. Companies must continually innovate to avoid serious disruption.



Strength in Specialty Chemicals³

The American specialty chemicals sector is poised for strong growth in 2017, as American chemical manufacturers have easier access to inexpensive feedstock and energy products. The growth in green and sustainable chemical products will further underpin growth for companies that have the foresight to invest in research and development in this market.

Infrastructure Investment²

A variety of macroeconomic factors, such as the impending Brexit and the success of President Trump's domestic infrastructure spending plan, will determine the level of growth in global infrastructure spending, with a potential variance of \$1.7 trillion. Companies must improve project efficiency and maintain pricing strength with both customers and suppliers to weather the significant uncertainty present in the marketplace.

Construction Builds Momentum⁴

In 2016, new and existing home sales reached their highest level since 2007 as a result of low mortgage rates, an improving job market, and strong consumer confidence. The Housing Market Index, a measure of builder confidence, increased to 67 in January 2017 from 61 a year prior, the highest level seen since 2005.

In This Update

- Industrials Trends
- Economic Outlook
- Industry Analysis
- Select M&A Transactions
- Appendix

This update will focus on news and trends in the following areas:

- Automotive
- Building Products and Industrial Safety
- Capital Equipment and Rental Services
- Distribution, Transportation, and Logistics
- Engineering and Construction
- Metals, Plastics, and Packaging
- Specialty Chemicals

Who We Are

Deloitte Corporate Finance LLC is a leading global middle market M&A adviser. The firm's professionals have extensive knowledge in the Industrials space and use their experience to help clients create and act upon opportunities for liquidity, growth, and long-term advantages.

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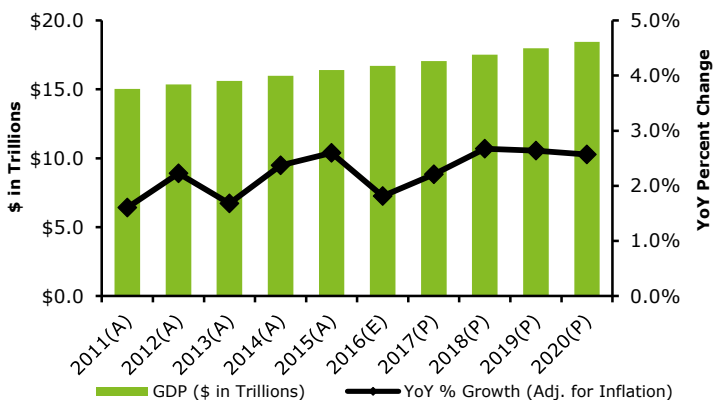
In the News

March 22, 2017⁵ – PPG Industries Inc., a major United States coatings company, increased its takeover bid for Akzo Nobel N.V., a Dutch competitor, to €22.4 billion (\$24.2 billion), which was subsequently rejected by Akzo Nobel. The move comes amid massive industry consolidation in the specialty chemicals industry, with the acquisition of Valspar Corp. by Sherwin-Williams Co. currently under review by the Federal Trade Commission. The consolidation of the two companies would create an entity that controls more than half of the global aerospace-coatings market. Akzo Nobel has the top market position in general-industrial coatings and protective and marine coatings, while PPG has the number two position in those markets.

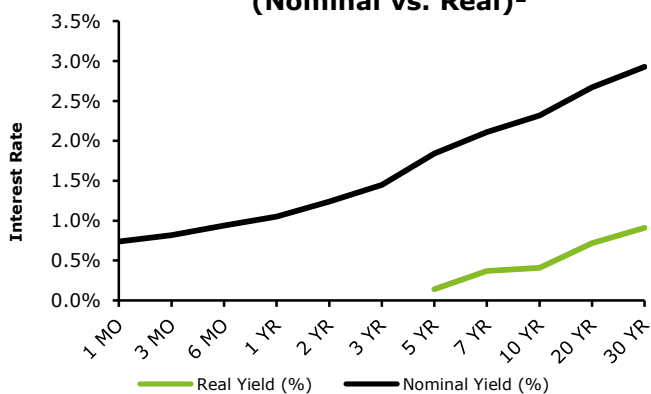
February 15, 2017⁶ – A bipartisan group of lawmakers introduced legislation to establish the position of U.S. Chief Manufacturing Officer (CMO) in the Executive Office of the President. The U.S. CMO would be responsible for coordinating manufacturing-related policies and activities across agencies and for developing a national manufacturing strategy.

Macroeconomic Outlook

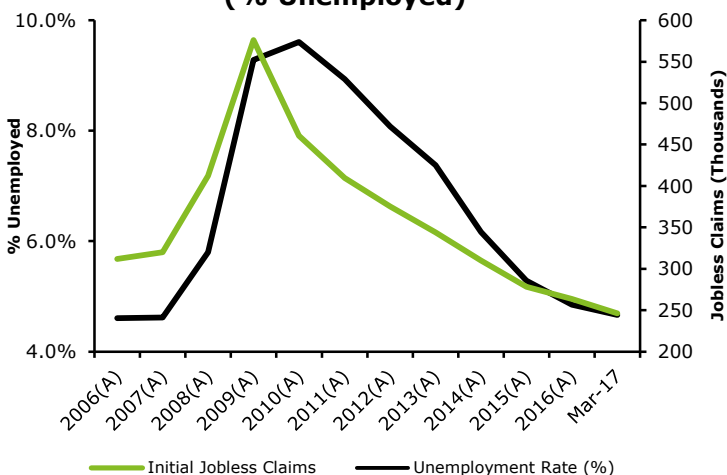
U.S. Gross Domestic Product¹



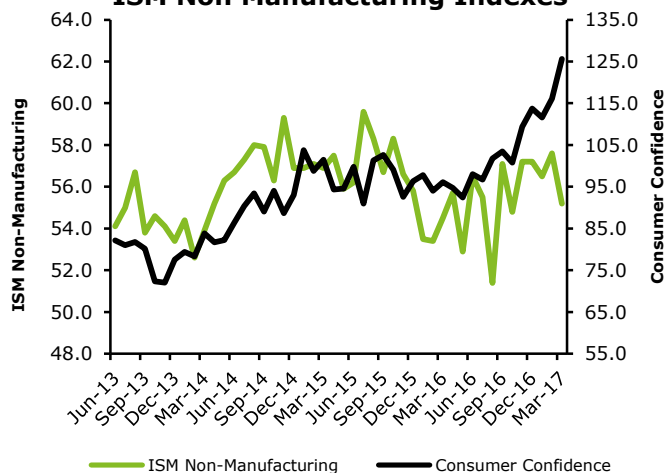
U.S. Treasury Yield Curve (Nominal vs. Real)²



U.S. Unemployment Rate (% Unemployed)³

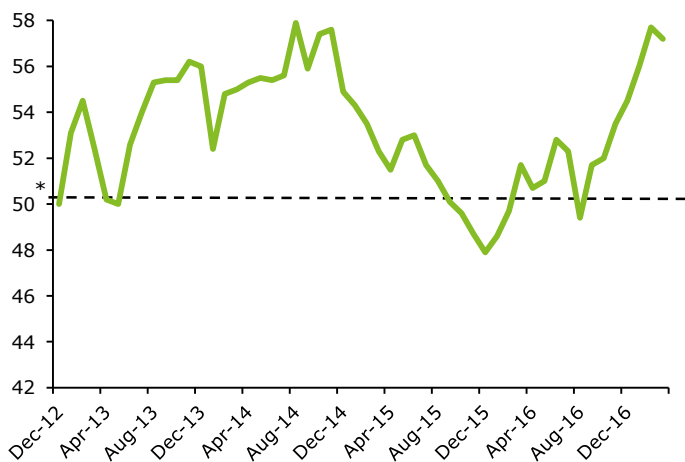


Consumer Confidence and ISM Non Manufacturing Indexes⁴

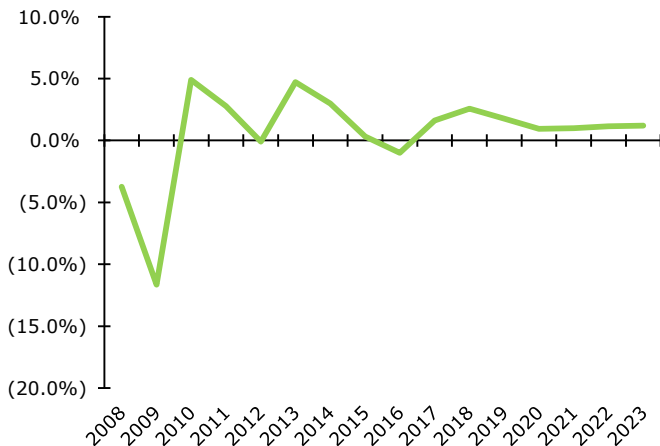


Industrials Sector Outlook

ISM Purchase Managers Index⁵



Industrial Production Index (YoY Growth)⁶



Footnote:

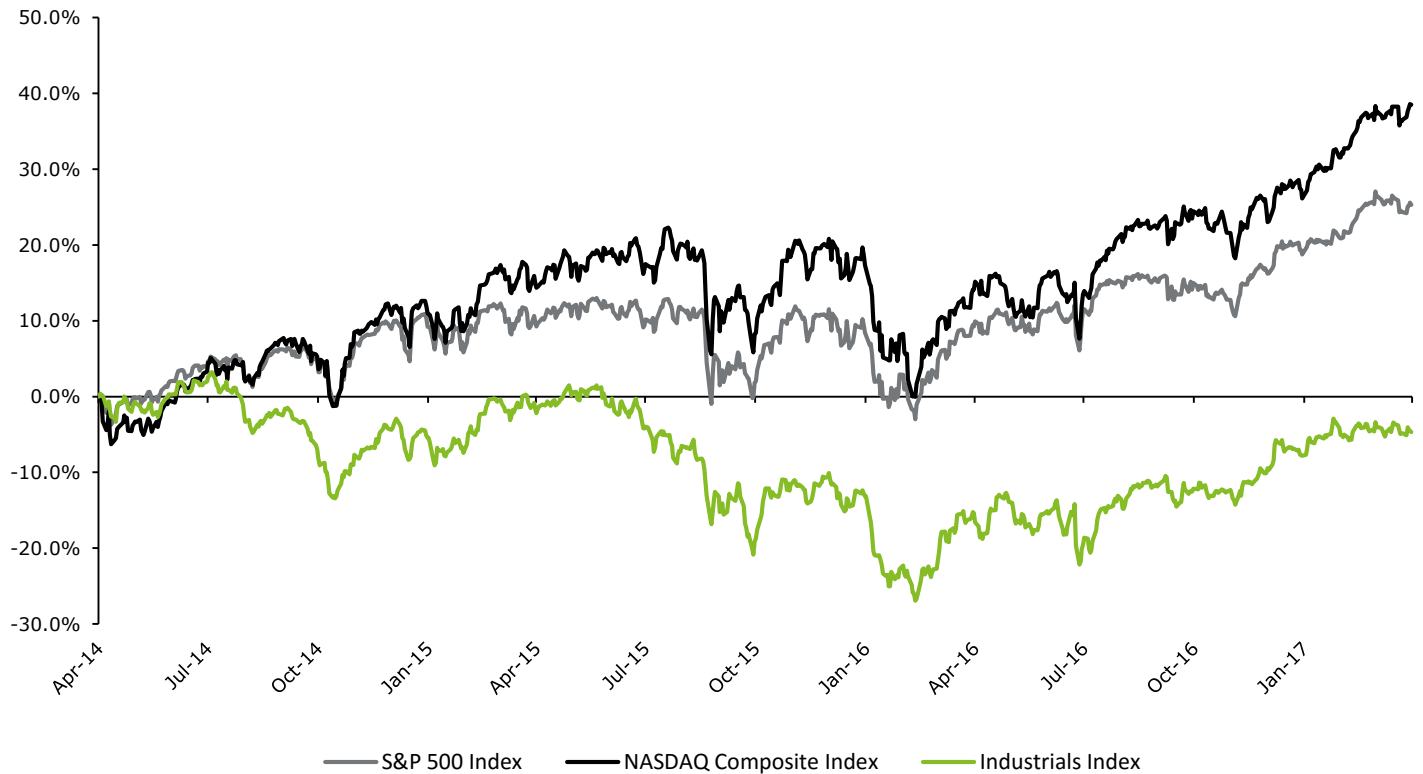
An ISM Purchase Managers Index value above 50 signals economic expansion.

Industrials Sector Breakdown & Trading Statistics¹

Sector	Number of Companies	% of 52 Week High	Median Revenue CAGR (3 Yr)	Median LTM EBITDA	Median EBITDA Margin	Median Enterprise Value (\$)	Last Twelve Months		NTM	
							EV/ Revenue	EV/ EBITDA	EV/ EBITDA	
(\$ in Millions)										
Automotive	21	90.5 %	3.5 %	\$5,359.4	9.7 %	\$51,205.3	0.8 x	8.2 x	7.2 x	
Building Products, Electric Products, Industrial Safety	22	93.2	8.9	367.3	12.1	4,023.1	1.3	10.9	8.5	
Capital Equipment & Rental Services	25	92.0	(0.3)	193.6	13.0	2,710.6	1.5	11.8	8.3	
Distribution, Transportation & Logistics	22	89.1	4.0	644.8	8.0	7,230.9	1.0	10.5	10.2	
Engineering & Construction	34	90.1	1.9	150.2	6.4	1,782.9	0.5	9.3	7.8	
Metals, Plastics & Paper Packaging	19	91.7	(1.3)	740.3	14.8	8,236.3	1.4	9.6	8.8	
Specialty Chemicals	13	96.6	(4.0)	718.5	18.7	9,757.1	2.0	12.1	10.4	
Industrials Sector	156	91.9 %	1.8 %	\$1,167.7	11.8 %	\$12,135.2	1.2 x	10.3 x	8.7 x	

Public Comparables Three-Year Stock Market Performance²

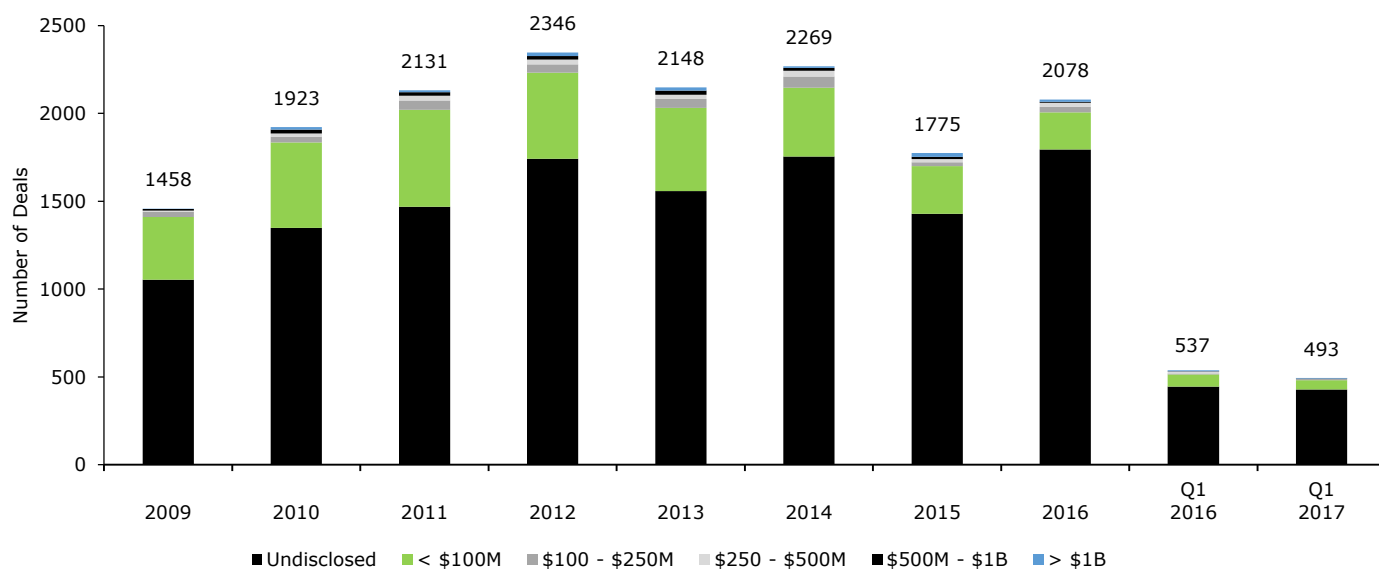
S&P 500 Index	25.31 %
NASDAQ Composite Index	38.51 %
Industrials Index	(4.67)%



Select Industrials M&A Transactions¹

Announce Date	Target/Acquirer	Business Description	Enterprise Value ("EV")	EV/ EBITDA
Mar-17	Pfeiffer Vacuum Technology AG Pangea GmbH	Pfeiffer Vacuum Technology AG develops, manufactures, and markets components and systems for industrial-grade vacuums.	\$1,049.7	11.2 x
Mar-17	Vanderlande Industries B.V. Toyota Industries Corporation	Vanderlande Industries B.V. designs and provides automated material handling systems and services.	1,258.7	N/A
Mar-17	Amec Foster Wheeler plc John Wood Group PLC	Amec Foster Wheeler plc provides consultancy, engineering, project management, operations and construction services, project delivery, and specialized power equipment services worldwide.	4,032.4	10.6
Mar-17	Akzo Nobel N.V. PPG Industries, Inc.	Akzo Nobel N.V. produces and sells paints and coatings worldwide.	26,316.3	11.0
Mar-17	GE Osmonics, Inc. Caisse de dépôt et placement du Québec	GE Osmonics, Inc. designs, manufactures, and markets equipment used in the filtration, separation, and processing of fluids.	3,374.8	N/A
Mar-17	Shenzhen BAK Battery Co., Ltd. Wuhu Token Sciences Co., Ltd	Shenzhen BAK Battery Co., Ltd. researches, develops, manufactures, and sells lithium batteries and electric vehicle batteries.	1,302.1	N/A
Mar-17	Yingde Gases Group Company Limited. PAG Asia Capital	Yingde Gases Group Company Limited, produces, supplies, and distributes various industrial gas products in the People's Republic of China.	2,942.5	2.4
Feb-17	PJSC PhosAgro Adorabella Limited	PJSC PhosAgro, engages in the production and distribution of apatite concentrate and mineral fertilizers in the Russian Federation and internationally.	7,330.0	5.9
Feb-17	Mausser Group B.V. BWAY Corporation	Mausser Group B.V. manufactures and supplies rigid industrial packaging solutions worldwide.	2,300.0	10.5
Jan-17	Multi Packaging Solutions International Limited WestRock Company	Multi Packaging Solutions International Limited prints, manufactures, and sells paperboard, paper, and plastic packaging products in North America, Europe, and Asia.	2,243.2	10.5
Jan-17	WestRock, Specialty Closures and Dispensing Silgan International Holdings	WestRock Company, Specialty Closures and Dispensing Systems Business comprises distribution of pumps, sprayers, and other dispensing closure equipment to consumer goods product companies in the home, health, and beauty markets.	1,050.0	10.2
Jan-17	Qingdao Qianwan Container Terminal Co., Ltd. Qingdao Port (Group) Co., Ltd.	Qingdao Qianwan Container Terminal Co., Ltd. offers load/unloading, storage, transfer, refrigeration, and unpacking/packing services.	2,770.7	8.3
Jan-17	Zodiac Aerospace Safran SA	Zodiac Aerospace designs, develops, manufactures, and markets aerospace equipment and systems for commercial, regional, and business aircrafts worldwide.	9,811.8	26.0

Annual U.S. Industrials M&A Transaction Volume²



Appendix

Public Comparables Analysis¹

Company (Ticker)	Last Twelve Months						NTM		
	% of 52 Week High	LTM Revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	EV/Revenue	EV/EBITDA	EV/EBITDA
<i>(\$ in Millions)</i>									
Automotive									
Bayerische Motoren Werke Aktiengesellschaft (DB:BMW)	93.3 %	\$99,401.5	7.4 %	\$13,527.9	13.6 %	\$147,875.3	1.5 x	10.9 x	9.9 x
Daimler AG (XTRA:DAI)	94.5	161,787.2	9.1	17,792.7	11.0	186,755.5	1.2	10.5	8.8
Delphi Automotive PLC (NYSE:DLPH)	96.7	16,661.0	3.4	2,979.0	17.9	25,169.9	1.5	8.4	8.0
Fiat Chrysler Automobiles N.V. (BIT:FCA)	91.8	117,194.1	9.6	10,463.4	8.9	23,865.5	0.2	2.3	1.7
Ford Motor Company (NYSE:F)	81.9	151,800.0	1.1	13,304.0	8.8	161,873.8	1.1	12.2	14.4
Fuji Heavy Industries Ltd. (TSE:7270)	81.4	27,764.6	12.9	4,419.8	15.9	21,318.6	0.8	4.8	4.2
General Motors Company (NYSE:GM)	91.7	166,380.0	2.3	19,682.0	11.8	116,233.9	0.7	5.9	6.3
Honda Motor Co., Ltd. (TSE:7267)	91.2	119,003.5	6.5	9,675.4	8.1	102,627.2	0.9	10.6	7.9
Hyundai Motor Company (KOSX:A005380)	92.1	77,788.7	2.4	6,146.4	7.9	74,982.4	1.0	12.2	8.3
Isuzu Motors Limited (TSE:7202)	89.6	16,232.8	2.5	1,911.7	11.8	11,768.9	0.7	6.2	5.8
Kia Motors Corporation (KOSX:A000270)	73.7	43,785.5	3.5	3,446.3	7.9	12,792.8	0.3	3.7	3.2
Mazda Motor Corporation (TSE:7261)	77.6	27,472.4	7.1	2,019.6	7.4	8,954.9	0.3	4.4	4.1
Mitsubishi Corporation (TSE:8058)	88.9	53,092.3	(5.6)	4,737.0	8.9	72,089.5	1.4	15.2	15.7
Nissan Shatai Co., Ltd. (TSE:7222)	79.4	4,535.5	5.7	177.9	3.9	190.1	0.0	1.1	0.0
Peugeot S.A. (ENXTPA:UG)	94.1	57,035.8	0.6	5,152.5	9.0	12,554.8	0.2	2.4	2.0
Renault SA (ENXTPA:RNO)	89.7	54,093.7	7.8	5,566.3	10.3	58,944.1	1.1	10.6	9.1
SAIC Motor Corporation Limited (SHSE:600104)	95.6	107,627.1	9.9	4,063.4	3.8	43,466.5	0.4	10.7	9.8
Suzuki Motor Corporation (TSE:7269)	95.9	26,355.8	2.8	3,273.4	12.4	17,661.1	0.7	5.4	4.3
Tesla Motors, Inc. (NasdaqGS:TSLA)	96.8	7,000.1	51.5	319.9	4.6	51,737.0	7.4	161.7	25.3
Toyota Motor Corporation (TSE:7203)	83.7	232,346.6	2.8	31,476.7	13.5	294,059.4	1.3	9.3	10.3
Volkswagen Aktiengesellschaft (XTRA:VOW3)	87.3	229,354.0	3.3	25,885.1	11.3	204,304.3	0.9	7.9	6.4
Median	90.5 %	67,412.3	3.5 %	5,359.4	9.7 %	51,205.3	0.8 x	8.2 x	7.2 x
Mean	88.5 %		4.8 %		10.2 %		0.8 x	7.7 x	7.0 x
Building Products, Electric Products, Industrial Safety									
Beacon Roofing Supply, Inc. (NasdaqGS:BECC)	97.1 %	\$4,152.8	22.1 %	\$365.3	8.8 %	\$3,983.0	1.0 x	10.9 x	9.8 x
Bluelinx Holdings Inc. (NYSE:BXC)	93.8	1,881.0	(4.4)	30.1	1.6	409.8	0.2	13.6	0.0
BMC Stock Holdings, Inc. (NasdaqGS:BMCH)	97.8	3,093.7	36.7	182.5	5.9	1,876.0	0.6	10.3	7.3
Boral Limited (ASX:BLD)	78.9	3,072.9	0.4	372.6	12.1	4,291.3	1.4	11.5	11.3
Builders FirstSource, Inc. (NasdaqGS:BLDR)	94.0	6,367.3	62.3	348.4	5.5	3,457.1	0.5	9.9	7.5
Compagnie de Saint-Gobain S.A. (ENXTPA:SGO)	100.0	41,267.8	(2.2)	4,172.9	10.1	34,964.1	0.8	8.4	7.8
Eagle Materials Inc. (NYSE:EXP)	87.8	1,184.7	10.9	369.3	31.2	4,999.2	4.2	13.5	11.7
Emerson Electric Co. (NYSE:EMR)	93.0	14,401.0	(16.5)	3,109.0	21.6	38,572.6	2.7	12.4	12.8
Fletcher Building Limited (NZSE:FBU)	74.7	6,394.4	3.0	626.0	9.8	5,457.7	0.9	8.7	8.7
Gibraltar Industries, Inc. (NasdaqGS:ROCK)	85.7	1,008.0	6.8	121.3	12.0	1,339.2	1.3	11.0	10.8
Headwaters Incorporated (NYSE:HW)	97.9	1,012.0	12.1	171.8	17.0	2,441.4	2.4	14.2	10.1
Hütfig Building Products, Inc. (NasdaqCM:HBP)	90.2	713.9	8.3	26.6	3.7	266.1	0.4	10.0	0.0
James Hardie Industries plc (ASX:JHX)	89.1	1,863.1	8.9	450.0	24.2	7,388.2	4.0	16.4	14.6
Martin Marietta Materials, Inc. (NYSE:MLM)	89.5	3,576.8	22.6	954.7	26.7	15,403.2	4.3	16.1	14.2
NCI Building Systems, Inc. (NYSE:NCS)	94.8	1,706.6	8.9	144.9	8.5	1,586.0	0.9	10.9	8.1
Owens Corning (NYSE:OC)	97.7	5,677.0	2.3	1,073.0	18.9	8,940.3	1.6	8.3	7.6
Ply Gem Holdings, Inc (NYSE:PGEM)	98.5	1,911.8	11.9	224.9	11.8	2,136.4	1.1	9.5	8.0
Summit Materials, Inc. (NYSE:SUM)	93.4	1,626.1	21.1	321.5	19.8	4,063.3	2.5	12.6	10.1
U.S. Concrete, Inc. (NasdaqCM:USCR)	90.5	1,168.2	25.0	145.8	12.5	1,399.2	1.2	9.6	7.0
USG Corporation (NYSE:USG)	91.7	3,017.0	(5.5)	540.0	17.9	5,244.3	1.7	9.7	8.3
Vulcan Materials Company (NYSE:VMC)	87.2	3,592.7	9.0	949.8	26.4	17,704.0	4.9	18.6	15.8
Wienerberger AG (WBAG:WIE)	99.5	3,139.3	3.7	379.5	12.1	3,207.3	1.0	8.5	6.2
Median	93.2 %	3,044.9	8.9 %	367.3	12.1 %	4,023.1	1.3 x	10.9 x	8.5 x
Mean	91.9 %		11.3 %		14.5 %		1.8 x	11.6 x	9.0 x
Capital Equipment & Rental Services									
Aggreko plc (LSE:AGK)	67.7 %	\$1,870.6	(1.2) %	\$647.1	34.6 %	\$3,638.8	1.9 x	5.6 x	6.0 x
Ashtead Group plc (LSE:AHT)	93.7	3,798.0	23.7	1,799.5	47.4	13,538.3	3.6	7.5	6.7
Astec Industries, Inc. (NasdaqGS:ASTE)	83.8	1,147.4	7.1	112.0	9.8	1,346.1	1.2	12.0	11.8
Caterpillar Inc. (NYSE:CAT)	93.3	38,537.0	(11.5)	4,918.0	12.8	86,005.4	2.2	17.5	19.0
Cervus Equipment Corporation (TSX:CVL)	71.5	826.3	8.8	34.5	4.2	259.3	0.3	7.5	9.1
CNH Industrial N.V. (NYSE:CNHI)	97.3	23,669.0	(10.2)	2,379.0	10.1	33,792.8	1.4	14.2	16.3
Cummins Inc. (NYSE:CMI)	97.2	17,509.0	0.4	2,310.0	13.2	26,066.2	1.5	11.3	10.1
Deere & Company (NYSE:DE)	97.0	26,544.7	(11.3)	3,885.4	14.6	66,487.9	2.5	17.1	18.2
Finning International Inc. (TSX:FTT)	88.7	4,189.9	(5.9)	333.5	8.0	3,836.2	0.9	11.5	10.0
H&E Equipment Services, Inc. (NasdaqGS:HEES)	89.0	978.1	(0.3)	134.8	13.8	1,687.0	1.7	12.5	5.6
Herc Holdings Inc. (NYSE:HRI)	92.3	1,654.8	NA	125.7	8.1	3,567.1	2.3	28.4	5.8
Hyundai Heavy Industries Co., Ltd. (KOSX:A009540)	91.7	32,658.6	(10.1)	2,105.5	6.4	17,289.4	0.5	8.2	7.0
Joy Global Inc. (NYSE:JOY)	98.9	2,342.9	(20.7)	193.6	8.3	3,488.6	1.5	18.0	13.5
Lavendon Group plc (LSE:LVD)	N/A	350.7	4.1	90.3	25.8	-	0.0	0.0	6.8
Manitex International, Inc. (NasdaqCM:MNIX)	67.7	289.0	7.9	9.6	3.3	271.2	0.9	28.2	16.2
McGrath Rentcorp (NasdaqGS:MGRC)	84.2	424.1	3.8	88.2	20.8	1,129.3	2.7	12.8	7.6
Neff Corporation (NYSE:NEFF)	99.5	397.0	NA	101.2	25.5	812.5	2.0	8.0	4.1
Nishio Rent All Co., Ltd. (TSE:9699)	83.9	1,005.4	7.1	272.9	27.1	916.9	0.9	3.4	3.4
Oshkosh Corporation (NYSE:OSK)	92.5	6,238.6	(5.7)	525.7	8.4	5,575.3	0.9	10.6	10.4
Strongco Corporation (TSX:SQP)	73.3	269.0	(9.4)	(3.2)	N/A	117.7	0.4	NA	8.1
The Manitowoc Company, Inc. (NYSE:MTW)	75.3	1,613.1	(26.4)	15.6	1.0	1,012.3	0.6	64.9	36.3
Toromont Industries Ltd. (TSX:TIH)	95.2	1,390.2	5.4	214.3	15.4	2,710.6	1.9	12.6	11.0
United Rentals, Inc. (NYSE:URI)	93.1	5,762.0	5.2	1,719.0	29.8	18,039.1	3.1	10.5	6.2
Vp plc (LSE:VP.)	94.0	293.5	8.9	82.7	28.2	533.2	1.8	6.4	6.5
Wajax Corporation (TSX:WJX)	88.9	909.7	(5.1)	33.7	3.7	438.8	0.5	13.0	8.3
Median	92.0 %	1,554.8	(0.3) %	193.6	13.0 %	2,710.6	1.5 x	11.8 x	8.3 x
Mean	87.9 %		(1.5) %		15.8 %		1.5 x	14.2 x	10.6 x

Footnote:

Tesla Motors excluded from Automotive mean and median calculations due to abnormally high growth and low profitability.

Public Comparables Analysis (Cont.)¹

Company (Ticker)	% of 52 Week High	LTM Revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	Last Twelve Months		NTM
							EV/ Revenue	EV/ EBITDA	EV/ EBITDA
<i>(\$ in Millions)</i>									
Distribution, Transportation & Logistics									
ArcBest Corporation (NasdaqGS:ARCB)	76.6 %	\$2,700.2	5.5 %	\$136.8	5.1 %	\$739.0	0.3 x	5.4 x	5.2 x
Celadon Group, Inc. (NYSE:CGI)	54.4	1,054.6	15.7	83.5	7.9	555.9	0.5	6.7	N/A
C.H. Robinson Worldwide, Inc. (NasdaqGS:CHRW)	95.2	13,144.4	1.0	900.8	6.9	11,918.0	0.9	13.2	12.4
Deutsche Post AG (XTRA:DPW)	97.4	61,019.7	1.5	4,585.7	7.5	44,682.1	0.7	9.7	8.4
Echo Global Logistics, Inc. (NasdaqGS:ECHO)	73.9	1,716.2	24.7	38.6	2.2	807.7	0.5	20.9	11.7
Expeditors International of Washington, Inc. (NasdaqGS:EXPD)	98.5	6,098.0	0.1	717.0	11.8	9,235.7	1.5	12.9	11.6
FedEx Corporation (NYSE:FDX)	96.8	57,570.0	8.4	7,805.0	13.6	63,763.2	1.1	8.2	6.8
Forward Air Corporation (NasdaqGS:FWRD)	92.4	982.5	14.6	139.3	14.2	1,459.7	1.5	10.5	10.2
Hapag-Lloyd Aktiengesellschaft (DB:HLAG)	87.3	8,164.5	5.6	616.0	7.5	7,310.0	0.9	11.9	8.3
Hub Group, Inc. (NasdaqGS:HUBG)	88.4	3,572.8	1.9	168.5	4.7	1,630.8	0.5	9.7	9.8
J.B. Hunt Transport Services, Inc. (NasdaqGS:JBHT)	89.6	6,655.9	5.3	1,066.1	16.0	11,191.6	1.7	10.5	10.5
Knight Transportation, Inc. (NYSE:KNX)	80.8	1,118.0	4.9	259.0	23.2	2,530.4	2.3	9.8	10.1
Kuehne + Nagel International AG (SWX:KNIN)	98.1	16,268.3	(1.3)	1,049.4	6.5	16,033.9	1.0	15.3	13.2
Landstar System, Inc. (NasdaqGS:LSTR)	94.3	3,169.1	5.9	255.6	8.1	3,512.7	1.1	13.7	13.2
Nippon Yusen Kabushiki Kaisha (TSE:9101)	89.0	16,446.8	(3.6)	782.5	4.8	11,409.5	0.7	14.6	13.0
Old Dominion Freight Line, Inc. (NasdaqGS:ODFL)	90.1	2,991.5	8.6	673.7	22.5	7,151.8	2.4	10.6	10.4
Panalpina World Transport (Holding) Ltd. (SWX:PWTN)	86.1	5,115.3	(8.4)	133.9	2.6	2488.2	0.5	18.6	12.6
Ryder System, Inc. (NYSE:R)	88.3	6,787.0	1.9	1,814.3	26.7	9,365.9	1.4	5.2	5.1
Swift Transportation Company (NYSE:SWFT)	75.6	4,031.5	(0.7)	537.6	13.3	3,788.9	0.9	7.0	7.7
United Parcel Service, Inc. (NYSE:UPS)	89.1	60,906.0	3.2	7,699.0	12.6	104,836.9	1.7	13.6	10.2
Werner Enterprises, Inc. (NasdaqGS:WERN)	90.2	2,009.0	(0.3)	319.4	15.9	2,054.5	1.0	6.4	6.1
XPO Logistics, Inc. (NYSE:XPO)	87.6	14,619.4	175.1	1,131.5	7.7	10,229.4	0.7	9.0	7.9
Median	89.1 %	5,606.7	4.0 %	644.8	8.0 %	7,230.9	1.0 x	10.5 x	10.2 x
Mean	87.3 %		12.3 %		11.0 %		1.1 x	11.1 x	9.7 x
Engineering & Construction									
ACS, Actividades de Construcción y Servicios, S.A. (BME:ACS)	100.0 %	\$33,747.4	(3.1) %	\$1,836.0	5.4 %	\$14,055.4	0.4 x	7.7 x	6.0 x
Aegion Corporation (NasdaqGS:AEGN)	85.9	1,221.9	3.8	112.9	9.2	988.4	0.8	8.8	6.8
ARCADIS NV (ENXTAM:ARCAD)	86.6	3,513.9	9.8	209.3	6.0	1,876.6	0.5	9.0	7.5
Babcock International Group plc (LSE:BAB)	79.3	5,588.9	10.7	714.5	12.8	7,438.3	1.3	10.4	9.0
Balfour Beatty plc (LSE:BBY)	90.0	8,547.8	(2.6)	(45.7)	N/A	2,571.8	0.3	N/A	16.6
Bilfinger SE (DB:GBF)	88.9	4,485.0	(17.5)	27.2	0.6	1,087.4	0.2	39.9	8.4
CIMIC Group Limited (ASX:CIM)	90.2	8,757.1	(20.6)	727.8	8.3	8,578.8	1.0	11.8	9.8
Comfort Systems USA, Inc. (NYSE:FIX)	92.4	1,634.3	6.4	127.0	7.8	1,329.8	0.8	10.5	8.8
Costain Group plc (LSE:COST)	100.0	1,943.0	21.1	57.9	3.0	425.4	0.2	7.3	7.7
Daelim Industrial Co., Ltd. (KOSE:A000210)	85.8	8,184.9	0.0	338.5	4.1	4,090.8	0.5	12.1	7.4
Daewoo Engineering & Construction Co., Ltd. (KOSE:A047040)	95.4	9,225.0	8.1	(401.7)	N/A	4,240.4	0.5	N/A	7.9
Ebara Corporation (TSE:6361)	98.2	4,020.0	1.1	374.2	9.3	3,459.4	0.9	9.2	7.0
Fluor Corporation (NYSE:FLR)	90.1	19,036.5	(11.4)	888.2	4.7	7,109.3	0.4	8.0	8.0
Fomento de Construcciones y Contratas, S.A. (BME:FCC)	90.7	6,505.8	(4.4)	873.6	13.4	7,424.7	1.1	8.5	8.9
GS Engineering & Construction Corporation (KOSE:A006360)	94.6	9,166.6	4.9	92.7	1.0	2,783.1	0.3	30.0	7.7
Interserve plc (LSE:IRV)	49.4	4,006.1	14.0	289.5	7.2	909.5	0.2	3.1	4.9
Keller Group plc (LSE:KLR)	86.9	2,197.7	7.4	183.8	8.4	1,208.4	0.5	6.6	6.3
Kier Group plc (LSE:KIE)	90.9	5,105.3	19.3	161.5	3.2	1,943.8	0.4	12.0	8.6
Koninklijke BAM Groep NV (ENXTAM:BAMNB)	98.7	7,364.2	(0.3)	84.8	1.2	1,332.9	0.2	15.7	5.6
Maire Tecnimont S.p.A. (BIT:MT)	94.9	2,542.8	19.3	139.0	5.5	1,252.2	0.5	9.0	5.8
Matrix Service Company (NasdaqGS:MTRX)	70.4	1,323.5	9.8	60.8	4.6	443.8	0.3	7.3	7.1
Monadelphous Group Limited (ASX:MND)	92.6	908.9	(21.6)	70.3	7.7	710.8	0.8	10.1	8.4
Morgan Sindall Group plc (LSE:MGNS)	88.1	3,162.8	6.9	57.9	1.8	278.2	0.1	4.8	6.3
Oil States International, Inc. (NYSE:OIS)	79.4	694.4	(24.7)	44.7	6.4	1,689.2	2.4	37.8	33.4
Penta-Ocean Construction Co., Ltd. (TSE:1893)	84.9	4,217.4	8.9	225.8	5.4	1,327.8	0.3	5.9	5.6
Primoris Services Corporation (NasdaqGS:PRIM)	79.5	1,996.9	0.9	128.5	6.4	1,324.5	0.7	10.3	7.5
Quanta Services, Inc. (NYSE:PWR)	95.6	7,651.3	6.1	544.2	7.1	5,894.3	0.8	10.8	8.1
RPC, Inc. (NYSE:RES)	78.4	729.0	(26.8)	(29.6)	N/A	3,855.9	5.3	N/A	40.6
STRABAG AG (DB:STB1)	97.5	2,408.7	(0.6)	174.1	7.2	1,280.3	0.5	7.4	0.0
Sumitomo Heavy Industries, Ltd. (TSE:6302)	90.3	5,897.9	5.2	632.2	10.7	4,418.0	0.7	7.0	6.8
Team, Inc. (NYSE:TISI)	68.1	1,196.7	0.0	60.0	5.0	1,126.8	0.9	18.8	9.8
VINCI SA (ENXTPA:DG)	99.0	40,829.7	(1.9)	6,441.5	15.8	60,616.0	1.5	9.4	8.6
Willbros Group, Inc. (NYSE:WG)	71.4	731.7	(21.2)	(2.8)	N/A	219.4	0.3	N/A	13.3
WS Atkins plc (LSE:ATK)	88.0	2,541.8	2.6	215.5	8.5	2,015.9	0.8	9.4	7.9
Median	90.1 %	4,013.0	1.9 %	150.2	6.4 %	1,782.9	0.5 x	9.3 x	7.8 x
Mean	87.4 %		0.3 %		6.6 %		0.8 x	12.0 x	9.5 x

Public Comparables Analysis (Cont.)¹

Company (Ticker)	% of 52 Week High	LTM Revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	Last Twelve Months		NTM
							EV/ Revenue	EV/ EBITDA	EV/ EBITDA
<i>(\$ in Millions)</i>									
Metals, Plastics & Paper Packaging									
Alcoa Corporation (NYSE:AA)	86.5 %	\$9,318.0	(9.5) %	\$1,088.0	11.7 %	\$8,971.6	1.0 x	8.2 x	7.3 x
AptarGroup, Inc. (NYSE:ATR)	94.5	2,330.9	(2.6)	473.5	20.3	5,290.5	2.3	11.2	10.5
ArcelorMittal (ENXTAM:MT)	89.2	56,791.0	(10.6)	5,820.0	10.2	39,326.4	0.7	6.8	5.9
Avery Dennison Corporation (NYSE:AVY)	98.2	6,086.5	(0.3)	740.3	12.2	8,236.3	1.4	11.1	9.1
Ball Corporation (NYSE:BLL)	90.3	9,061.0	2.3	1,337.0	14.8	20,041.4	2.2	15.0	12.0
Bemis Company, Inc. (NYSE:BMS)	90.7	4,004.4	(3.6)	594.4	14.8	5,963.6	1.5	10.0	9.7
Berry Plastics Group, Inc. (NYSE:BERY)	91.7	6,379.0	10.6	1,167.0	18.3	11,392.5	1.8	9.8	8.8
Commercial Metals Company (NYSE:CMC)	77.6	4,660.7	(11.2)	301.7	6.5	2,883.8	0.6	9.6	8.0
Crown Holdings Inc. (NYSE:CCK)	92.1	8,284.0	(1.5)	1,315.0	15.9	12,020.6	1.5	9.1	9.4
Graphic Packaging Holding Company (NYSE:GPK)	87.6	4,298.1	(1.4)	737.2	17.2	6,109.4	1.4	8.3	8.0
Greif, Inc. (NYSE:GEF)	91.0	3,373.1	(7.1)	442.8	13.1	3,952.3	1.2	8.9	8.3
Multi Packaging Solutions International Limited (NYSE:MPSX)	95.4	1,567.0	0.0	214.5	13.7	2,239.3	1.4	10.4	8.2
Multi-Color Corporation (NasdaqGS:LABL)	87.4	906.4	10.0	154.1	17.0	1,665.0	1.8	10.8	10.7
Owens-Illinois, Inc. (NYSE:OI)	98.3	6,702.0	(1.3)	1,058.0	15.8	8,261.0	1.2	7.8	6.5
Packaging Corporation of America (NYSE:PKG)	94.6	5,779.0	16.4	1,153.6	20.0	10,987.6	1.9	9.5	8.4
Sealed Air Corporation (NYSE:SEE)	82.5	6,778.3	(4.1)	1,043.7	15.4	12,427.2	1.8	11.9	11.2
Silgan Holdings Inc. (NasdaqGS:SLGN)	96.1	3,612.9	(0.9)	463.2	12.8	4,804.9	1.3	10.4	9.8
Sonoco Products Company (NYSE:SON)	95.2	4,782.9	(0.5)	641.2	13.4	6,076.9	1.3	9.5	9.7
WestRock Company (NYSE:WRK)	92.7	14,148.1	13.7	2,159.4	15.3	18,252.9	1.3	8.5	7.6
Median	91.7 %	5,779.0	(1.3) %	740.3	14.8 %	8,236.3	1.4 x	9.6 x	8.8 x
Mean	91.1 %		(0.1) %		14.6 %		1.5 x	9.8 x	8.9 x
Specialty Chemicals									
Albemarle Corporation (NYSE:ALB)	98.2 %	\$2,677.2	3.8 %	\$702.0	26.2 %	\$11,946.8	4.5 x	17.0 x	18.1 x
Ashland Global Holdings Inc. (NYSE:ASH)	99.0	4,978.0	(6.4)	747.0	15.0	9,757.1	2.0	13.1	11.6
Axalta Coating Systems Ltd. (NYSE:AXTA)	97.4	4,097.4	(1.7)	865.9	21.1	10,624.9	2.6	12.3	10.5
BASF SE (DB:BAS)	99.8	60,751.6	(8.0)	10,498.3	17.3	107,494.4	1.8	10.2	8.8
Celanese Corporation (NYSE:CE)	96.6	5,456.0	(6.2)	1,103.3	20.2	15,433.8	2.8	14.0	8.6
Chemtura Corporation (NYSE:CHMT)	100.0	1,654.0	(9.5)	309.0	18.7	2,366.9	1.4	7.7	7.9
H.B. Fuller Company (NYSE:FUL)	94.9	2,123.6	1.1	273.3	12.9	3,297.0	1.6	12.1	10.7
Platform Specialty Products Corporation (NYSE:PAH)	93.3	3,585.9	68.8	718.5	20.0	8,709.3	2.4	12.1	10.3
PolyOne Corporation (NYSE:POL)	88.8	3,339.8	(4.0)	403.6	12.1	3,833.5	1.1	9.5	8.5
PPG Industries, Inc. (NYSE:PPG)	89.8	14,751.0	1.1	2,560.0	17.4	29,605.8	2.0	11.6	10.9
Sensient Technologies Corporation (NYSE:SXT)	95.1	1,383.2	(1.8)	258.0	18.7	4,090.5	3.0	15.9	14.1
The Dow Chemical Company (NYSE:DOW)	97.1	48,158.0	(5.5)	8,694.0	18.1	93,537.9	1.9	10.8	8.3
W. R. Grace & Co. (NYSE:GRA)	86.5	1,598.6	(19.5)	377.4	23.6	6,268.4	3.9	16.6	11.6
Median	96.6 %	3,585.9	(4.0) %	718.5	18.7 %	9,757.1	2.0 x	12.1 x	10.4 x
Mean	95.1 %		0.9 %		18.6 %		2.4 x	11.9 x	10.6 x

Recent Transactions¹

Target/Acquirer	Sub-Sector	Announce Date	Close Date	LTM Revenue	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV") ⁽¹⁾	Last Twelve Months	
								EV/Revenue	EV/EBITDA
TRC Companies, Inc. New Mountain Capital, LLC; New Mountain Partners IV, L.P.	Commercial Services and Supplies	Mar-17	Pending	\$529.4	\$49.1	9.3 %	\$681.3	1.3 x	13.9 x
Pfeiffer Vacuum Technology AG Pangea GmbH	Industrial Machinery	Mar-17	Pending	510.3	93.8	18.4	1,049.7	2.1	11.2
Vanderlande Industries B.V. Toyota Industries Corporation	Industrial Machinery	Mar-17	Pending	1,168.7	N/A	N/A	1,258.7	1.1	N/A
Amec Foster Wheeler plc John Wood Group PLC	Oil and Gas Equipment and Services	Mar-17	Pending	6,651.6	381.5	5.7	4,032.4	0.6	10.6
Akzo Nobel N.V. PPG Industries, Inc.	Specialty Chemicals	Mar-17	Pending	15,669.0	2,435.9	15.5	29,039.6	1.9	11.9
GE Osmonics, Inc. Caisse de dépôt et placement du Québec; SUEZ SA	Industrial Machinery	Mar-17	Pending	2,101.8	N/A	N/A	3,374.8	1.6	N/A
Shenzhen BAK Battery Co., Ltd. Wuhu Token Sciences Co., Ltd.	Electrical Components and Equipment	Mar-17	Pending	345.9	N/A	N/A	1,302.1	3.8	N/A
Grace Dares Packaging Technologies Henkel AG & Co. KGaA	Specialty Chemicals	Mar-17	Pending	285.0	N/A	N/A	1,050.0	3.7	N/A
Yingde Gases Group Company Limited PAG Asia Capital	Industrial Gases	Mar-17	May-17	1,221.3	403.2	33.0	2,954.7	2.4	7.3
Chicago Bridge & Iron Company N.V., Capital Services Business Veritas Capital	Environmental and Facilities Services	Feb-17	Pending	2,000.0	N/A	N/A	755.0	0.4	N/A
DigitalGlobe, Inc. SSL MDA Holdings, Inc.	Aerospace and Defense	Feb-17	Pending	725.4	390.5	53.8	3,401.6	4.7	8.7
Daesung Industrial Gases Co., Ltd. MBK Partners	Industrial Gases	Feb-17	Mar-17	452.4	107.8	23.8	915.5	2.0	8.5
Ningxia Yinglite Chemicals Co., Ltd Ningxia Tianyuan Manganese Industry Co., Ltd.	Commodity Chemicals	Feb-17	Pending	232.1	56.6	24.4	802.8	3.5	14.2
PJSC PhosAgro Adorabella Limited	Fertilizers and Agricultural Chemicals	Feb-17	Feb-17	3,184.1	1,240.1	38.9	7,330.0	2.3	5.9
Mausser Group B.V. BWAY Corporation	Metal and Glass Containers	Feb-17	Apr-17	1,527.4	218.1	14.3	2,300.0	1.5	10.5
NES Rentals Holdings, Inc. United Rentals (North America), Inc.	Trading Companies and Distributors	Jan-17	Apr-17	369.0	155.0	42.0	965.0	2.6	6.2
Multi Packaging Solutions International Limited WestRock Company	Paper Packaging	Jan-17	Pending	1,567.0	214.5	13.7	2,256.5	1.4	10.5
WestRock Company, Specialty Closures and Dispensing Systems Bus Silgan International Holdings B.V.; Silgan White Cap Holdings Spain, S.L.; Silgan Holdings LLC	Trading Companies and Distributors	Jan-17	Apr-17	566.0	NA	NA	1,050.0	NA	NA
Northeast Electric Development Company Limited Beijing Haihongyuan Investment Management Co., Ltd.	Electrical Components and Equipment	Jan-17	Pending	9.3	(5.9)	-64.1	2,034.0	219.4	N/A
Qingdao Qianwan Container Terminal Co., Ltd. Qingdao Port (Group) Co., Ltd.	Marine Ports and Services	Jan-17	Pending	439.3	335.1	76.3	2,770.7	6.3	8.3
Zodiac Aerospace Safran SA	Aerospace and Defense	Jan-17	Pending	5,514.7	331.4	6.0	10,095.7	1.8	30.5
Hitachi Koki Co., Ltd. KKR & Co. L.P.	Industrial Machinery	Jan-17	Mar-17	1,519.2	77.8	5.1	907.3	0.6	11.7
Median				\$947.1	\$216.3	17.0 %	\$1,668.1	2.0 x	10.5 x
Mean				\$2,117.7	\$405.3	19.8 %	\$3,651.2	12.6 x	11.3 x

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