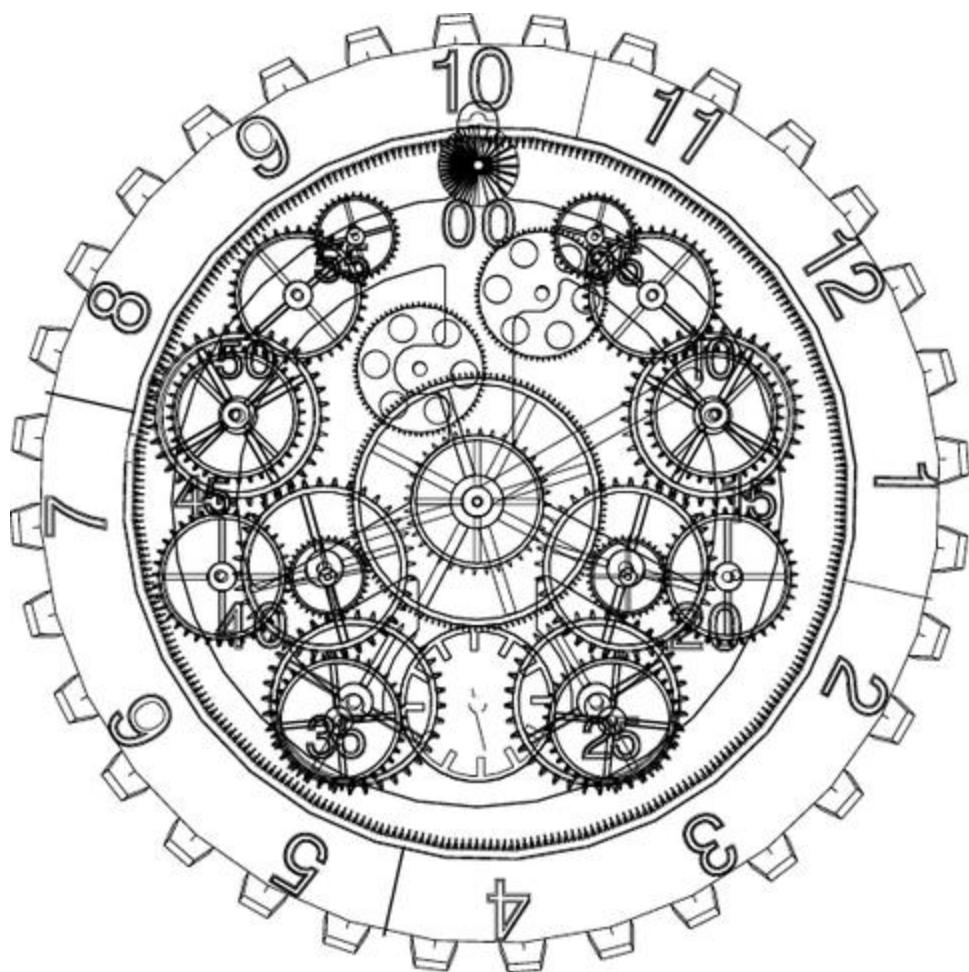


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Industrials Quarterly update

Q3 2018

Deloitte Corporate Finance LLC | www.investmentbanking.deloitte.com

Industrials trends

Mining industry growth¹

Peru, the world's second-largest producer of copper, zinc, and silver, experienced eight consecutive months of investment growth this year, including a 6.3 percent increase in investment in August compared with last year. Newly initiated projects, part of a \$58.5 billion portfolio of mining investments, could double Peru's copper output, according to Francisco Ismodes, Peru's Energy Minister.



Drone usage growth³

The St. Louis region in the US has experienced increased drone usage throughout the construction, utility, and mining sectors. Drone technology has been evolving rapidly and companies are hurrying to harness its potential with large investments in exploration. In the mining industry, drones are optimizing delivery routes to reduce transportation costs. Drone integration across sectors is expected to continue to increase.

Natural gas inventories²

Natural gas storage levels are expected to rise by 88.0 billion cubic feet following the last week of September 2018, increasing total stock to about 2.9 trillion cubic feet, 18 percent below the five-year average. The below average storage totals are attributable to an extended 2017 winter which increased heating demand and a warm 2018 summer which resulted in increased power consumption.

Outlook for petrochemical investments⁴

The petrochemical industry forecasts expanding demand and capacity; however, buildup delays may result in increased capacity utilization. Demand for ethylene and propylene has experienced particularly high growth, with global base chemical capacity forecasted to increase by more than 118 million metric tons through 2022. The additional capacity growth will likely be led by China, North America, and the Middle East.

In the news

September 17th, 2018⁵– Univar, a global chemical and ingredient distributor and provider, and Nexo, a leading distributor of chemicals and plastics, have entered into an agreement for Univar to acquire Nexo in a cash and stock transaction that is valued at approximately \$2.0 billion, or \$11.65 per Nexo share. This transaction is expected to contribute \$100 million in annual run-rate cost savings by the end of the third year following close.

September 13th, 2018⁶– Vision Technologies Aerospace, has agreed to acquire Middle River Aircraft Systems (MRAS) for a base purchase price of \$630.0 million. However, taking into account some necessary adjustments, the expected net purchase price is an estimated \$440.0 million. MRAS is well positioned for future growth in the line-fit and aftermarket business. Vision Technologies Aerospace estimates that MRAS can increase its output by an additional 40 to 50 percent, which is expected to be a driving force for future growth.

September 10th, 2018⁷– Science Applications International Corp. (SAIC) has entered into a definitive agreement to acquire Engility Corp. in an all-stock deal valued at roughly \$2.5 billion. SAIC is expecting to benefit from an estimated \$150 million in annual cost synergies, as a result of the transaction. The deal is still awaiting shareholder and regulatory approval.

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:

- Distribution, transportation, and logistics
- Engineering and construction
- Mining
- Specialty chemicals and natural resources

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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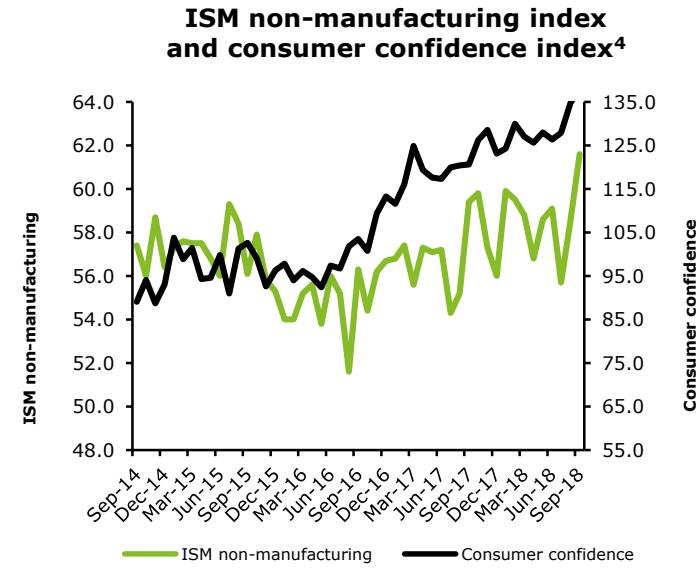
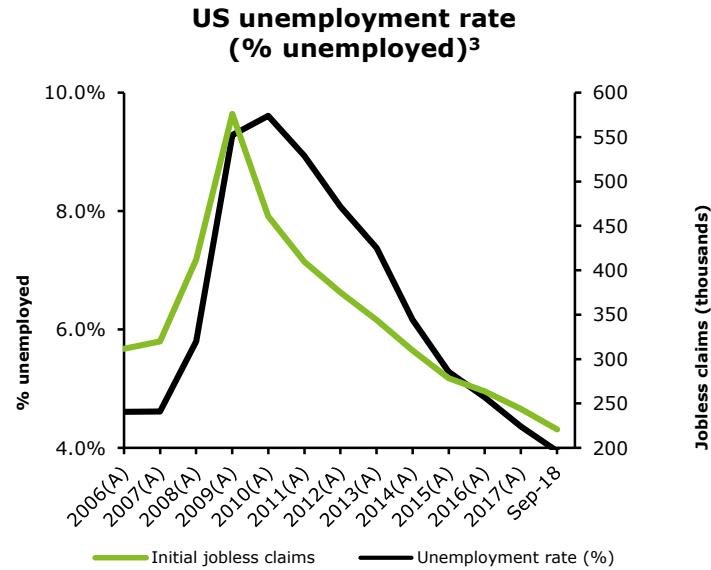
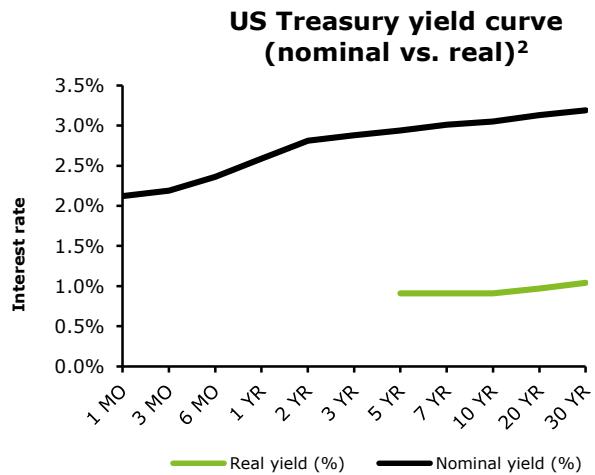
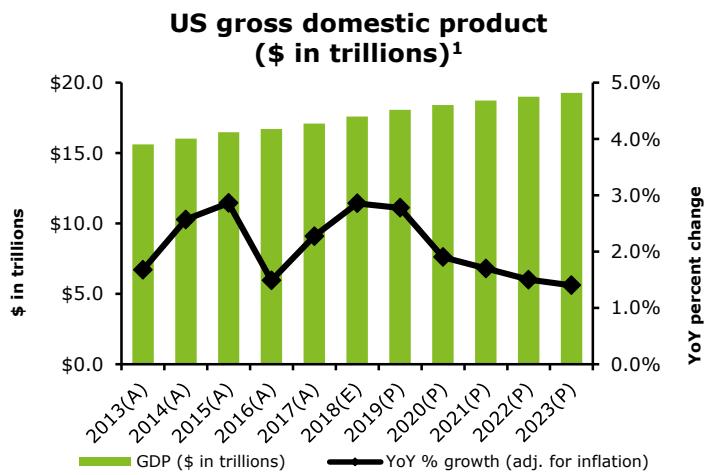
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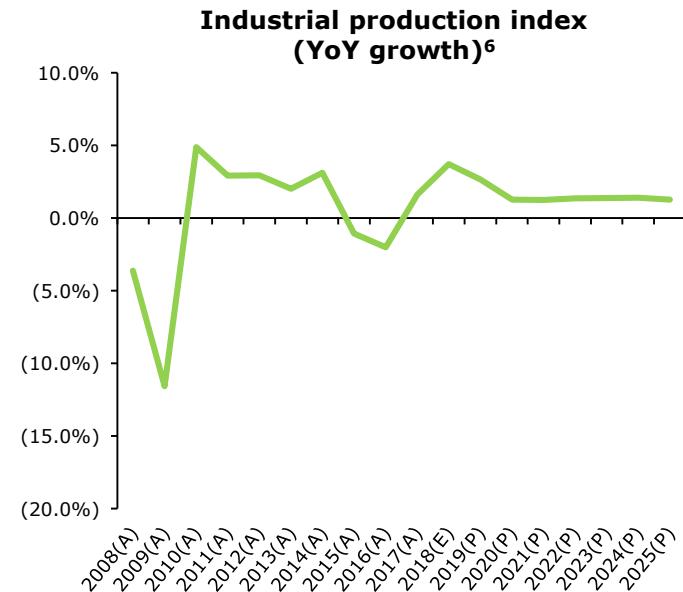
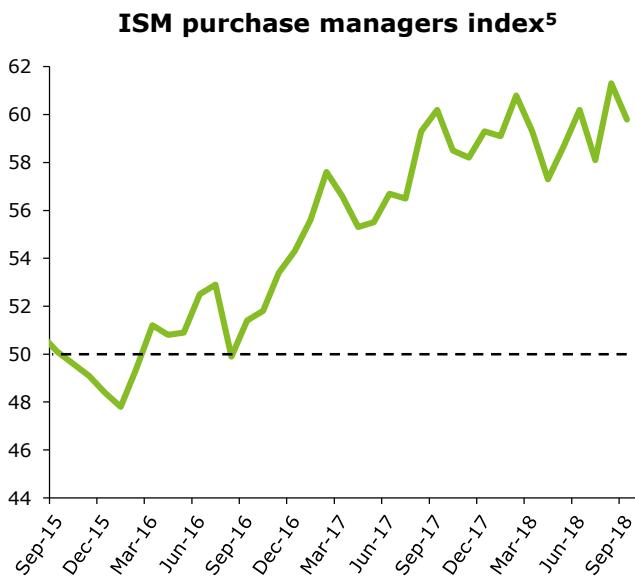
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Macroeconomic outlook



Industrials sector outlook

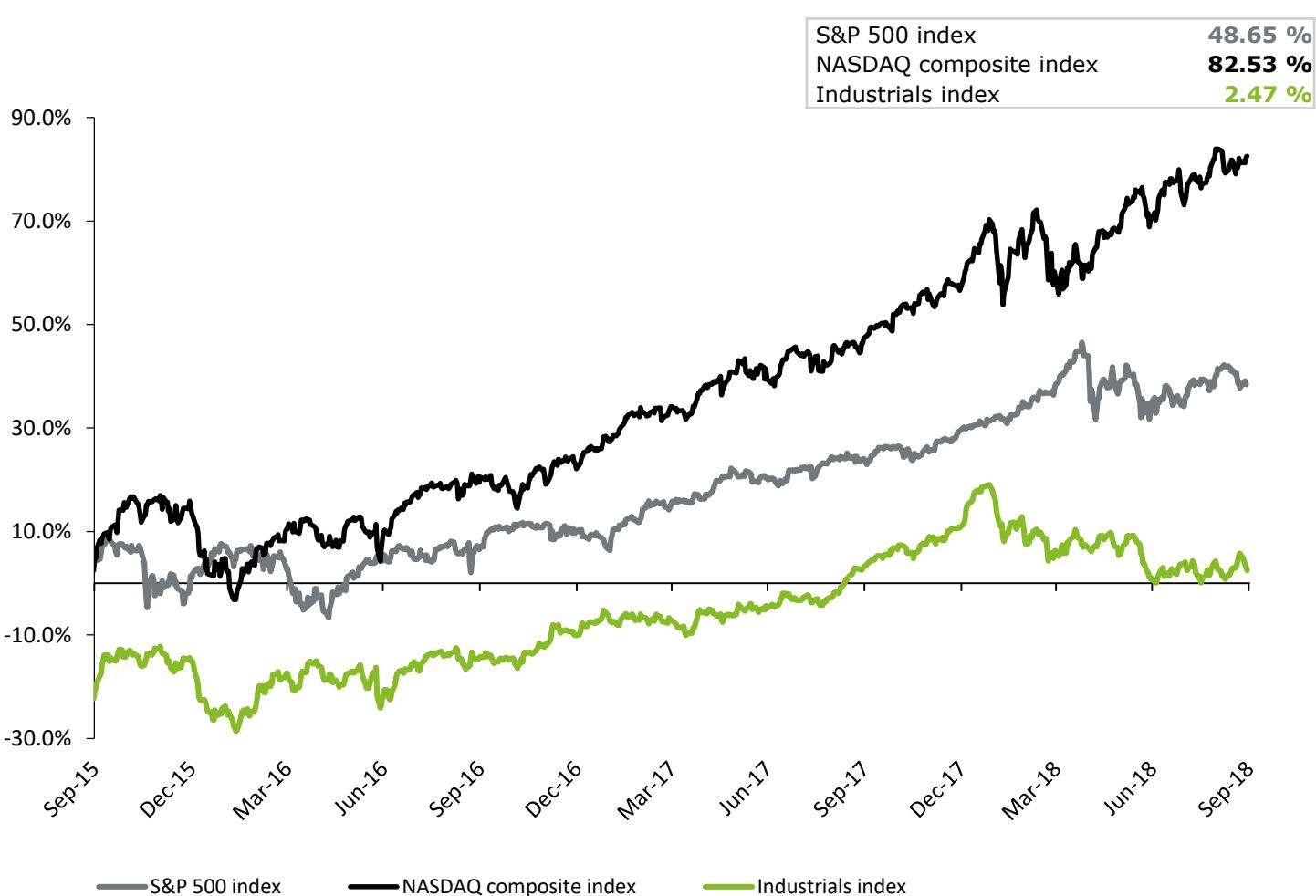
**Note:**

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/EBITDA |
|---|---------------------|-------------------|----------------------------|-------------------|----------------------|-------------------------|--------------------|--------------|---------------|
| | | | | | | | EV/Revenue | EV/EBITDA | |
| (\$ in millions) | | | | | | | | | |
| Automotive | 21 | 79.0% | 4.7% | \$7,191.8 | 10.5% | \$62,826.3 | 0.7x | 6.9x | 7.7x |
| Building products, electric products, industrial safety | 21 | 81.4 | 7.9 | 405.2 | 12.1 | 5,450.7 | 1.2 | 11.3 | 9.0 |
| Capital equipment & rental services | 22 | 84.4 | 1.6 | 238.7 | 11.3 | 3,445.9 | 1.3 | 11.5 | 8.0 |
| Distribution, transportation & logistics | 20 | 84.5 | 5.5 | 847.2 | 9.2 | 11,564.6 | 1.1 | 12.3 | 10.3 |
| Engineering & construction | 32 | 83.8 | 3.0 | 238.9 | 6.3 | 2,067.2 | 0.5 | 8.0 | 6.7 |
| Metals, plastics & paper packaging | 18 | 81.9 | 1.5 | 840.8 | 15.5 | 9,101.3 | 1.3 | 9.6 | 8.2 |
| Specialty chemicals | 12 | 85.2 | (0.4) | 829.4 | 18.8 | 9,773.8 | 2.3 | 12.3 | 10.0 |
| Industrials sector | 146 | 82.9% | 3.4% | \$1,513.1 | 12.0% | \$14,890.0 | 1.2x | 10.3x | 8.6x |

Public comparables three-year stock market performance²

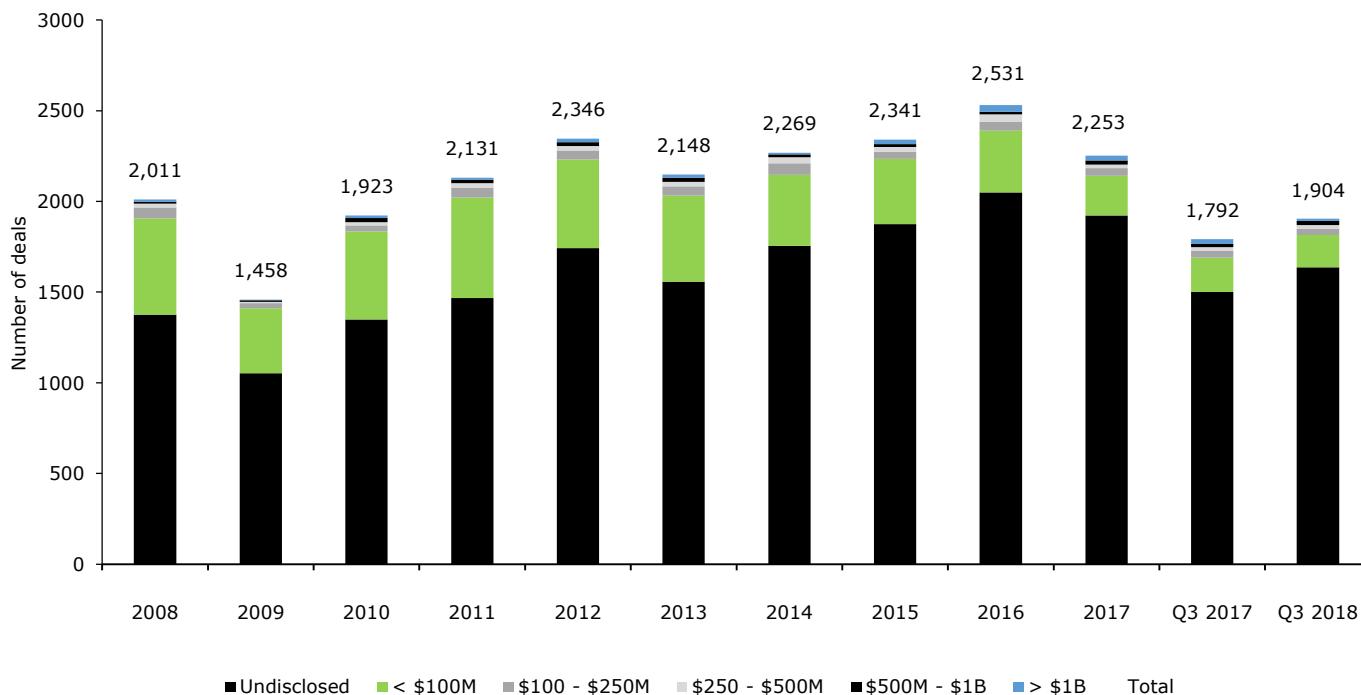


Select large industrials M&A transactions¹

(\$ in millions)

| Announced date | Target/acquirer | Business description | Enterprise value ("EV") | EV/EBITDA | EV/sales |
|----------------|---|--|-------------------------|-----------|----------|
| Sep-18 | CSM Parent, Inc. Clingen Group Plc | CSM Parent, Inc. provides packaging, labelling, warehousing, and distribution services. | \$240.0 | NM | 4.7x |
| Sep-18 | Build A Sign LLC Cimpress USA Incorporated | Build A Sign LLC provides online custom printing services. | \$274.2 | NA | 2.1x |
| Sep-18 | Nexeo Solutions, Inc. Univar Inc. | Nexeo Solutions, Inc. operates as a chemical and plastic products distributor in North America, Europe, the Middle East, Africa, and Asia. | \$1,907.1 | 9.5x | 0.5x |
| | MRA Systems, LLC | MRA Systems, LLC, doing business as Middle River Aircraft Systems, designs, manufactures, and services aerostructures and nacelle systems for commercial and military aircraft in the United States and internationally. | | | |
| Sep-18 | Vision Technologies Aerospace Incorporated | | \$630.0 | 10.0x | 1.2x |
| | Engility Holdings, Inc. | Engility Holdings, Inc., together with its subsidiaries, provides a range of technical services to the U.S. Department of Defense, U.S. Department of Justice, U.S. Department of State, Federal Aviation Administration, Department of Homeland Security, and space-related and intelligence community agencies. | | | |
| Sep-18 | Science Applications International Corporation | | \$2,490.3 | 13.7x | 1.3x |
| Sep-18 | Concrete Pumping Holdings, Inc. Industrea Acquisition Corp. | Concrete Pumping Holdings, Inc. provides concrete pumping services and concrete environmental waste management solutions. | \$610.0 | 8.3x | 2.7x |
| Aug-18 | Mark VII, Inc. York Capital Management | Mark VII, Inc. acts as a provider of transportation services and a transportation logistics manager. | \$238.5 | 10.0x | NA |
| Aug-18 | Silver Line Division of Andersen Corporation Ply Gem Holdings, Inc | Silver Line Division of Andersen Corporation manufactures and markets windows and patio doors. | \$190.0 | 10.0x | 0.4x |
| Aug-18 | Interface Performance Materials, Inc. Lydall, Inc. | Interface Performance Materials, Inc. manufactures and markets sealing (gasket engineered composite materials), thermal management, electrical barrier, and specialty materials. | \$265.0 | 10.2x | 1.9x |
| Aug-18 | Paladin Brands, LLC/Genesis Attachments, LLC/Pengo Corporation Stanley Black & Decker, Inc. | Paladin Brands, LLC/Genesis Attachments, LLC/Pengo Corporation represents the combined operations of Paladin Brands, LLC, Genesis Attachments, LLC, and Pengo Corporation in their sale to Stanley Black & Decker, Inc. Paladin Brands, LLC, Genesis Attachments, LLC, and Pengo Corporation engages in the manufacturing of construction equipment. | \$690.0 | NA | 1.7x |

Annual US industrials M&A transaction volume²



Recent transactions¹

(\$ in millions)

Last twelve months

| <u>Target/acquirer</u> | <u>Sub-sector</u> | <u>Announced date</u> | <u>Close date</u> | <u>LTM revenue</u> | <u>LTM EBITDA</u> | <u>EBITDA margin</u> | <u>Enterprise value ("EV")</u> | <u>EV/revenue</u> | <u>EV/EBITDA</u> |
|---|---|-----------------------|-------------------|--------------------|-------------------|----------------------|--------------------------------|-------------------|------------------|
| CSM Parent, Inc. Clinigen Group Plc | Office Services and Supplies | Sep-18 | Oct-18 | \$51.2 | \$7.6 | 14.8% | \$240.0 | 4.7x | 31.6x |
| Build A Sign LLC Cimpress USA Incorporated | Commercial Printing | Sep-18 | Oct-18 | 129.0 | NA | NA | 274.2 | 2.1 | NA |
| MRA Systems, LLC Vision Technologies Aerospace Incorporated | Aerospace and Defense | Sep-18 | Pending | NA | NA | NA | 630.0 | NA | NA |
| Engility Holdings, Inc. Science Applications International Corporation | Aerospace and Defense | Sep-18 | Pending | 1,917.1 | 178.5 | 9.3 | 2,490.3 | 1.3 | 14.0 |
| Crest Marine, LLC MasterCraft Boat Company, LLC | Construction Machinery and Heavy Trucks | Sep-18 | Oct-18 | 65.9 | NA | NA | 80.0 | 1.2 | NA |
| Concrete Pumping Holdings, Inc. Industrea Acquisition Corp. | Environmental and Facilities Services | Sep-18 | Pending | NA | 73.5 | NA | NA | NA | NA |
| Mark VII, Inc. York Capital Management | Trucking | Aug-18 | Aug-18 | NA | NA | NA | 238.5 | NA | NA |
| Silver Line Division of Andersen Corporation Ply Gem Holdings, Inc | Building Products | Aug-18 | Pending | 440.0 | NA | NA | 190.0 | 0.4 | NA |
| Pursuit Boats Malibu Boats, LLC | Construction Machinery and Heavy Trucks | Aug-18 | Pending | 124.0 | NA | NA | 100.0 | 0.8 | NA |
| Interface Performance Materials, Inc. Lydall, Inc. | Industrial Machinery | Aug-18 | Aug-18 | 142.0 | 26.0 | 18.3 | 265.0 | 1.9 | 10.2 |
| Paladin Brands, LLC/Genesis Attachments, LLC/Pengo Corporation Stanley Black & Decker, Inc. | Construction Machinery and Heavy Trucks | Aug-18 | Pending | 400.0 | NA | NA | 690.0 | 1.7 | NA |
| Berger Group Holdings, Inc. WSP Global Inc. | Construction and Engineering | Jul-18 | Pending | 400.0 | 45.0 | 11.3 | 400.0 | 1.0 | 8.9 |
| Cone Drive Operations, Inc. The Timken Company | Heavy Electrical Equipment | Jul-18 | Sep-18 | 95.0 | NA | NA | 245.0 | 2.6 | NA |
| WWS Acquisition, LLC PGT Innovations, Inc. | Building Products | Jul-18 | Aug-18 | NA | 190.9 | NA | 360.0 | NA | 1.9 |
| ATCO Rubber Products, Inc. Mueller Industries, Inc. | Building Products | Jul-18 | Jul-18 | 166.0 | NA | NA | 162.8 | 1.0 | NA |
| Landair Holdings, Inc. Covenant Transportation Group, Inc. | Air Freight and Logistics | Jul-18 | Jul-18 | 137.3 | 13.5 | 9.8 | 106.7 | 0.8 | 7.9 |
| All Integrated Solutions MSC Industrial Direct Co., Inc. | Trading Companies and Distributors | May-18 | Apr-18 | 66.0 | NA | NA | 86.0 | 1.3 | NA |
| Median | | | | | | | \$139.6 | \$42.2 | 13.7% |
| Mean | | | | | | | \$393.7 | \$111.4 | 15.0% |
| | | | | | | | \$746.4 | 2.0x | 15.5x |

Appendix

Public comparables analysis¹

| 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> | | | | | | | | | | |
| Automotive | | | | | | | | | | |
| Bayerische Motoren Werke Aktiengesellschaft (DB:BMW) | 77.0 % | \$112,827.0 | 3.5 % | \$15,221.1 | 13.5 % | \$158,358.5 | 1.4 x | 10.4 x | 9.7 x | |
| Daimler AG (XTRA:DAI) | 68.9 | 192,597.1 | 5.5 | 19,158.8 | 9.9 | 200,459.2 | 1.0 | 10.5 | 9.1 | |
| Delphi Technologies PLC (NYSE:DPLPH) | 39.0 | 5,022.0 | 5.8 | 807.0 | 16.1 | 3,408.1 | 0.7 | 4.2 | 4.5 | |
| Fiat Chrysler Automobiles N.V. (BIT:FCA) | 69.5 | 129,695.5 | 2.8 | 13,123.3 | 10.1 | 28,301.2 | 0.2 | 2.2 | 1.8 | |
| Ford Motor Company (NYSE:F) | 65.4 | 158,656.0 | 3.8 | 13,840.0 | 8.7 | 162,973.3 | 1.0 | 11.8 | 14.8 | |
| Subaru Corporation (TSE:7270) | 80.0 | 29,408.9 | 2.2 | 3,793.3 | 12.9 | 14,317.2 | 0.5 | 3.8 | 3.2 | |
| General Motors Company (NYSE:GM) | 69.1 | 144,197.0 | (1.9) | 20,041.0 | 13.9 | 129,311.8 | 0.9 | 6.5 | 6.5 | |
| Honda Motor Co., Ltd. (TSE:7267) | 74.3 | 141,394.7 | 3.7 | 13,001.8 | 9.2 | 93,996.7 | 0.7 | 7.2 | 7.0 | |
| Hyundai Motor Company (KOSE:A005380) | 69.6 | 86,165.5 | 2.6 | 6,538.6 | 7.6 | 65,721.7 | 0.8 | 10.1 | 7.3 | |
| Isuzu Motors Limited (TSE:7202) | 79.8 | 18,897.1 | 2.5 | 2,252.8 | 11.9 | 11,910.5 | 0.6 | 5.3 | 5.3 | |
| Kia Motors Corporation (KOSE:A000270) | 93.2 | 48,306.1 | 4.8 | 2,195.6 | 4.5 | 9,192.8 | 0.2 | 4.2 | 2.5 | |
| Mazda Motor Corporation (TSE:7261) | 76.5 | 31,983.6 | 4.2 | 2,044.8 | 6.4 | 6,682.7 | 0.2 | 3.3 | 3.6 | |
| Mitsubishi Corporation (TSE:8058) | 94.1 | 87,027.7 | 8.3 | 7,485.8 | 8.6 | 89,608.3 | 1.0 | 12.0 | 11.7 | |
| Nissan Shatai Co., Ltd. (TSE:7222) | 71.5 | 5,076.5 | 5.1 | 111.4 | 2.2 | 46.8 | 0.0 | 0.4 | NM | |
| Peugeot S.A. (ENXTPA:UG) | 81.7 | 88,966.3 | 13.2 | 7,997.9 | 9.0 | 15,236.7 | 0.2 | 1.9 | 1.7 | |
| Renault SA (ENXTPA:RNO) | 70.1 | 69,058.5 | 10.9 | 7,121.7 | 10.3 | 66,245.7 | 1.0 | 9.3 | 8.2 | |
| SAIC Motor Corporation Limited (SHSE:600104) | 75.7 | 140,028.7 | 13.8 | 5,670.9 | 4.0 | 49,729.6 | 0.4 | 8.8 | 8.9 | |
| Suzuki Motor Corporation (TSE:7269) | 76.8 | 34,963.7 | 8.0 | 4,948.2 | 14.2 | 22,900.0 | 0.7 | 4.6 | 4.4 | |
| Tesla, Inc. (NasdaqGS:TSLA) | 65.1 | 13,683.9 | 54.6 | (464.3) | NM | 55,565.2 | 4.1 | NM | 16.2 | |
| Toyota Motor Corporation (TSE:7203) | 84.6 | 267,905.4 | 2.2 | 38,389.8 | 14.3 | 305,759.1 | 1.1 | 8.0 | 9.8 | |
| Volkswagen AG (XTRA:VOW3) | 73.0 | 273,842.0 | 3.4 | 24,013.5 | 8.8 | 241,269.3 | 0.9 | 10.0 | 6.0 | |
| Median | 75.0 % | 87,997.0 | 4.0 % | 7,303.7 | 9.6 % | 57,725.6 | 0.7 x | 6.8 x | 6.5 x | |
| Mean | 74.5 % | | 5.2 % | | 9.8 % | | 0.7 x | 6.7 x | 6.6 x | |
| Building products, electric products, industrial safety | | | | | | | | | | |
| Beacon Roofing Supply, Inc. (NasdaqGS:BECN) | 49.8 % | \$5,772.4 | 33.0 % | \$408.8 | 7.1 % | \$5,637.3 | 1.0 x | 13.8 x | 9.1 x | |
| BlueLinx Holdings Inc. (NYSE:BXC) | 54.9 | 2,243.4 | 4.3 | 48.2 | 2.1 | 1,036.1 | 0.5 | 21.5 | NM | |
| BMC Stock Holdings, Inc. (NasdaqGS:BMCH) | 68.1 | 3,554.6 | 39.1 | 217.4 | 6.1 | 1,527.4 | 0.4 | 7.0 | 6.0 | |
| Boral Limited (ASX:BLD) | 77.6 | 4,239.0 | 10.1 | 649.5 | 15.3 | 7,050.0 | 1.7 | 10.9 | 8.6 | |
| Builders FirstSource, Inc. (NasdaqGS:BLDR) | 57.4 | 7,448.2 | 64.8 | 410.2 | 5.5 | 3,488.9 | 0.5 | 8.5 | 6.7 | |
| Compagnie de Saint-Gobain S.A. (ENXTPA:SGO) | 64.8 | 48,055.1 | 1.6 | 4,819.7 | 10.0 | 32,178.4 | 0.7 | 6.7 | 6.1 | |
| Eagle Materials Inc. (NYSE:EXP) | 65.1 | 1,414.2 | 9.2 | 419.7 | 29.7 | 4,445.3 | 3.1 | 10.6 | 8.5 | |
| Emerson Electric Co. (NYSE:EMR) | 89.3 | 16,955.0 | (10.1) | 3,565.0 | 21.0 | 47,370.7 | 2.8 | 13.3 | 11.8 | |
| Fletcher Building Limited (NZSE:FBU) | 76.4 | 6,417.5 | 3.0 | 172.1 | 2.7 | 4,251.6 | 0.7 | NM | NM | |
| Gibraltar Industries, Inc. (NasdaqGS:ROCK) | 81.9 | 1,014.1 | 4.5 | 127.6 | 12.6 | 1,275.1 | 1.3 | 10.0 | 9.1 | |
| Hutting Building Products, Inc. (NasdaqCM:HBP) | 46.2 | 800.2 | 7.6 | 4.3 | 0.5 | 271.2 | 0.3 | NM | NM | |
| James Hardie Industries plc (ASX:JHX) | 79.4 | 2,197.8 | 9.6 | 529.5 | 24.1 | 7,059.3 | 3.2 | 13.3 | 11.7 | |
| Martin Marietta Materials, Inc. (NYSE:MLM) | 70.0 | 3,814.4 | 6.3 | 1,039.8 | 27.3 | 13,837.4 | 3.6 | 13.3 | 11.2 | |
| NCI Building Systems, Inc. (NYSE:NCS) | 63.7 | 1,915.7 | 8.6 | 176.9 | 9.2 | 1,350.8 | 0.7 | 7.6 | 6.0 | |
| Owens Corning (NYSE:OC) | 53.3 | 6,824.0 | 9.3 | 1,061.0 | 15.5 | 9,240.6 | 1.4 | 8.7 | 6.3 | |
| Summit Materials, Inc. (NYSE:SUM) | 45.2 | 2,039.5 | 16.6 | 404.3 | 19.8 | 3,508.9 | 1.7 | 8.7 | 7.3 | |
| U.S. Concrete, Inc. (NasdaqCM:USCR) | 41.2 | 1,428.0 | 21.7 | 163.4 | 11.4 | 1,348.1 | 0.9 | 8.2 | 5.9 | |
| USG Corporation (NYSE:USG) | 98.3 | 3,292.0 | (0.8) | 472.0 | 14.3 | 6,742.6 | 2.0 | 14.3 | 10.6 | |
| Vulcan Materials Company (NYSE:VMC) | 71.1 | 4,126.8 | 9.4 | 1,003.4 | 24.3 | 16,357.6 | 4.0 | 16.3 | 13.2 | |
| Wienerberger AG (WBAG:WIE) | 84.7 | 3,731.1 | 2.6 | 451.9 | 12.1 | 3,521.7 | 0.9 | 7.8 | 6.2 | |
| Median | 66.6 % | 3,642.8 | 8.9 % | 415.0 | 12.3 % | 4,348.5 | 1.1 x | 10.3 x | 8.5 x | |
| Mean | 66.9 % | | 12.5 % | | 13.5 % | | 1.6 x | 11.1 x | 8.5 x | |
| Capital equipment & rental services | | | | | | | | | | |
| Aggreko Plc (LSE:AGK) | 81.9 % | \$2,385.7 | 4.4 % | \$682.1 | 28.6 % | \$3,721.1 | 1.6 x | 5.5 x | 5.4 x | |
| Ashtead Group plc (LSE:AHT) | 80.4 | 5,078.8 | 20.8 | 2,366.4 | 46.6 | 16,578.4 | 3.3 | 7.0 | 6.1 | |
| Astec Industries, Inc. (NasdaqGS:ASTE) | 76.2 | 1,162.4 | 4.6 | 14.3 | 1.2 | 1,076.4 | 0.9 | NM | 8.3 | |
| Caterpillar Inc. (NYSE:CAT) | 81.4 | 51,179.0 | (1.0) | 10,407.0 | 20.3 | 112,231.0 | 2.2 | 10.8 | 9.9 | |
| Cervus Equipment Corporation (TSX:CERV) | 81.7 | 980.8 | 4.9 | 43.8 | 4.5 | 338.1 | 0.3 | 7.7 | 7.5 | |
| CNH Industrial N.V. (NYSE:CNHI) | 71.3 | 27,780.0 | 0.6 | 3,077.0 | 11.1 | 35,513.1 | 1.3 | 11.5 | 13.5 | |
| Cummins Inc. (NYSE:CMII) | 74.9 | 22,463.0 | 4.5 | 2,712.0 | 12.1 | 25,509.0 | 1.1 | 9.4 | 6.6 | |
| Deere & Company (NYSE:DE) | 83.6 | 35,566.5 | 4.6 | 5,457.1 | 15.3 | 86,953.0 | 2.4 | 15.9 | 14.7 | |
| Finnish International Inc. (TSX:FTT) | 85.9 | 5,077.9 | (0.1) | 462.3 | 9.1 | 4,988.3 | 1.0 | 10.8 | 9.0 | |
| H&E Equipment Services, Inc. (NasdaqGS:HEES) | 72.8 | 1,124.7 | 1.9 | 168.0 | 14.9 | 2,246.5 | 2.0 | 13.4 | 5.6 | |
| Herc Holdings Inc. (NYSE:HRI) | 54.5 | 1,866.1 | - | 211.1 | 11.3 | 3,337.8 | 1.8 | 15.8 | 5.0 | |
| Hyundai Heavy Industries Co., Ltd. (KOSE:A009540) | 77.9 | 11,759.1 | (36.3) | (149.8) | NM | 8,410.5 | 0.7 | NM | 20.4 | |
| Manitex International, Inc. (NasdaqCM:MNTX) | 66.7 | 241.5 | (7.8) | 10.0 | 4.1 | 224.7 | 0.9 | 22.6 | 9.7 | |
| McGrath RentCorp (NasdaqGS:MGRC) | 71.7 | 479.7 | 5.3 | 114.0 | 23.8 | 1,502.7 | 3.1 | 13.2 | 7.8 | |
| Nishio Rent All Co., Ltd. (TSE:9699) | 89.0 | 1,186.9 | 6.3 | 331.0 | 27.9 | 1,173.9 | 1.0 | 3.5 | 3.2 | |
| Oshkosh Corporation (NYSE:OSK) | 63.2 | 7,611.5 | 7.1 | 737.6 | 9.7 | 5,077.7 | 0.7 | 6.9 | 6.6 | |
| Strongco Corporation (TSX:SQP) | 89.9 | 286.1 | (6.1) | 7.0 | 2.5 | 157.5 | 0.6 | 22.4 | 6.2 | |
| The Manitowoc Company, Inc. (NYSE:MTW) | 49.3 | 1,762.3 | (15.4) | 93.6 | 5.3 | 960.6 | 0.5 | 10.3 | 7.9 | |
| Toromont Industries Ltd. (TSX:TIH) | 92.6 | 2,315.1 | 20.1 | 327.6 | 14.2 | 4,289.4 | 1.9 | 13.1 | 10.7 | |
| United Rentals, Inc. (NYSE:URI) | 73.3 | 7,313.0 | 7.7 | 2,161.0 | 29.6 | 20,440.5 | 2.8 | 9.5 | 5.2 | |
| Vp plc (LSE:VP.) | 87.8 | 426.2 | 13.9 | 116.0 | 27.2 | 799.5 | 1.9 | 6.9 | 6.4 | |
| Wajax Corporation (TSX:WJX) | 83.5 | 1,063.9 | (0.1) | 58.6 | 5.5 | 505.6 | 0.5 | 8.6 | 6.5 | |
| Median | 79.2 % | 2,090.6 | 4.4 % | 269.4 | 12.1 % | 3,529.4 | 1.2 x | 10.5 x | 7.0 x | |
| Mean | 76.8 % | | 1.8 % | | 15.5 % | | 1.5 x | 11.2 x | 8.3 x | |

Note:

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 (\$ in millions) | LTM revenue | Revenue CAGR (3 Yr) | LTM EBITDA | EBITDA margin | Enterprise value ("EV") | Last twelve months | | NTM |
|--|---------------------------------------|----------------|---------------------|--------------|---------------|-------------------------|--------------------|---------------|--------------|
| | | | | | | | EV/Revenue | EV/EBITDA | |
| Distribution, transportation & logistics | | | | | | | | | |
| ArcBest Corporation (NasdaqGS:ARCB) | 77.4 % | \$2,948.4 | 3.2 % | \$199.7 | 6.8 % | \$1,044.8 | 0.4 x | 5.2 x | 4.5 x |
| C.H. Robinson Worldwide, Inc. (NasdaqGS:CHRW) | 90.0 | 15,945.6 | 5.3 | 906.9 | 5.7 | 13,719.3 | 0.9 | 15.1 | 13.3 |
| Deutsche Post AG (XTRA:DPW) | 68.2 | 71,361.6 | 1.0 | 5,391.4 | 7.6 | 56,138.9 | 0.8 | 10.4 | 7.1 |
| Echo Global Logistics, Inc. (NasdaqGS:ECHO) | 74.4 | 2,269.2 | 21.2 | 65.5 | 2.9 | 950.6 | 0.4 | 14.5 | 9.6 |
| Expeditors International of Washington, Inc. (NasdaqGS:EXPD) | 85.1 | 7,915.4 | 3.2 | 811.1 | 10.8 | 10,571.8 | 1.4 | 13.0 | 12.2 |
| FedEx Corporation (NYSE:FDX) | 79.2 | 67,205.0 | 11.8 | 8,512.0 | 12.7 | 71,868.6 | 1.1 | 8.4 | 7.3 |
| Forward Air Corporation (NasdaqGS:FWRD) | 86.7 | 1,187.8 | 10.9 | 152.7 | 12.9 | 1,873.2 | 1.6 | 12.3 | 10.8 |
| Hapag-Lloyd Aktiengesellschaft (DB:HLAG) | 83.9 | 12,693.7 | 9.6 | 1,172.8 | 9.2 | 13,027.4 | 1.0 | 11.1 | 9.5 |
| Hub Group, Inc. (NasdaqGS:HUBG) | 75.2 | 4,493.6 | 8.0 | 191.1 | 4.3 | 1,712.7 | 0.4 | 9.0 | 8.3 |
| J.B. Hunt Transport Services, Inc. (NasdaqGS:JBHT) | 83.7 | 7,920.8 | 8.6 | 1,108.8 | 14.0 | 13,049.4 | 1.6 | 11.8 | 9.5 |
| Knight-Swift Transportation Holdings Inc. (NYSE:KNX) | 59.1 | 4,483.8 | 56.0 | 738.5 | 16.5 | 6,216.9 | 1.4 | 8.4 | 6.2 |
| Kuehne + Nagel International AG (SWX:KNIN) | 78.0 | 19,974.2 | 4.8 | 1,203.8 | 6.0 | 17,025.3 | 0.9 | 14.1 | 12.8 |
| Landstar System, Inc. (NasdaqGS:LSTR) | 82.6 | 4,229.0 | 8.5 | 330.6 | 7.8 | 4,330.5 | 1.0 | 13.1 | 11.0 |
| Nippon Yusen Kabushiki Kaisha (TSE:9101) | 67.6 | 19,184.2 | (4.1) | 928.7 | 4.8 | 12,472.0 | 0.7 | 13.4 | 13.9 |
| Old Dominion Freight Line, Inc. (NasdaqGS:ODFL) | 80.1 | 3,722.6 | 8.4 | 891.9 | 24.0 | 11,081.4 | 3.0 | 12.4 | 10.5 |
| Panalpina Welttransport (Holding) AG (SWX:PWTN) | 75.9 | 5,855.1 | (3.2) | 142.5 | 2.4 | 3151.9 | 0.5 | 22.1 | 10.1 |
| Ryder System, Inc. (NYSE:R) | 74.1 | 7,797.4 | 5.9 | 1,822.1 | 23.4 | 9,455.8 | 1.2 | 5.2 | 4.7 |
| United Parcel Service, Inc. (NYSE:UPS) | 83.9 | 69,004.0 | 5.8 | 9,735.0 | 14.1 | 115,731.8 | 1.7 | 11.9 | 11.2 |
| Werner Enterprises, Inc. (NasdaqGS:WERN) | 73.8 | 2,277.8 | 2.2 | 384.5 | 16.9 | 2,409.7 | 1.1 | 6.3 | 5.1 |
| XPO Logistics, Inc. (NYSE:XPO) | 85.4 | 16,636.0 | 69.6 | 1,397.2 | 8.4 | 17,287.0 | 1.0 | 12.4 | 10.0 |
| Median | 78.6 % | 7,656.4 | 6.9 % | 899.4 | 8.8 % | 10,826.6 | 1.0 x | 12.1 x | 9.8 x |
| Mean | 78.2 % | | 11.8 % | | 10.6 % | | 1.1 x | 11.5 x | 9.4 x |
| Engineering & construction | | | | | | | | | |
| ACS, Actividades de Construcción y Servicios, S.A. (BME:ACS) | 88.8 % | \$41,145.2 | (0.5) % | \$2,450.3 | 6.0 % | \$23,399.9 | 0.6 x | 9.5 x | 8.3 x |
| Aegion Corporation (NasdaqGS:AEGN) | 79.9 | 1,339.3 | (0.2) | 99.8 | 7.5 | 1,004.4 | 0.7 | 10.1 | 7.4 |
| Arcadis NV (ENXTAM:ARCAD) | 67.7 | 3,682.7 | 0.3 | 238.2 | 6.5 | 1,928.6 | 0.5 | 8.1 | 6.9 |
| Babcock International Group PLC (LSE:BAB) | 74.7 | 6,540.2 | 5.2 | 782.8 | 12.0 | 5,968.3 | 0.9 | 7.6 | 6.7 |
| Balfour Beatty plc (LSE:BBY) | 81.2 | 8,698.2 | (2.8) | 130.6 | 1.5 | 2,511.8 | 0.3 | 19.2 | 8.8 |
| Blifflinger SE (DB:GBF) | 77.1 | 4,747.6 | (10.7) | 124.7 | 2.6 | 1,780.5 | 0.4 | 14.3 | 8.5 |
| CLMC Group Limited (ASX:CIM) | 88.8 | 10,419.7 | (3.6) | 1,190.0 | 11.4 | 9,826.8 | 0.9 | 8.3 | 8.1 |
| Comfort Systems USA, Inc. (NYSE:FIX) | 89.2 | 1,941.9 | 8.7 | 157.1 | 8.1 | 1,981.2 | 1.0 | 12.6 | 10.3 |
| Costain Group PLC (LSE:COST) | 79.1 | 2,104.5 | 10.9 | 69.5 | 3.3 | 446.2 | 0.2 | 6.4 | 5.9 |
| Daelim Industrial Co., Ltd. (KOSE:A000210) | 87.9 | 11,246.8 | 11.4 | 641.8 | 5.7 | 3,786.3 | 0.3 | 5.9 | 5.0 |
| Daewoo Engineering & Construction Co., Ltd. (KOSE:A047040) | 67.4 | 10,454.3 | 5.0 | 389.1 | 3.7 | 3,020.1 | 0.3 | 7.8 | 4.6 |
| Ebara Corporation (TSE:6361) | 74.4 | 4,885.4 | 0.0 | 493.3 | 10.1 | 2,620.2 | 0.5 | 5.3 | 5.4 |
| Fluor Corporation (NYSE:FLR) | 74.9 | 19,676.5 | (1.0) | 775.3 | 3.9 | 6,557.3 | 0.3 | 8.5 | 8.1 |
| Fomento de Construcciones y Contratas, S.A. (BME:FCC) | 90.2 | 7,002.9 | (3.5) | 1,003.7 | 14.3 | 9,564.9 | 1.4 | 9.5 | 9.4 |
| GS Engineering & Construction Corporation (KOSE:A006360) | 90.1 | 11,410.9 | 8.7 | 700.1 | 6.1 | 4,055.7 | 0.4 | 5.8 | 4.8 |
| Interserve Plc (LSE:IRV) | 41.2 | 4,079.1 | (0.4) | (36.9) | NM | 928.1 | 0.2 | NM | 5.3 |
| Keller Group plc (LSE:KLR) | 58.4 | 2,843.0 | 11.2 | 227.7 | 8.0 | 1,119.2 | 0.4 | 4.9 | 4.9 |
| Kier Group plc (LSE:KIE) | 75.5 | 5,594.2 | 9.0 | 199.2 | 3.6 | 1,412.3 | 0.3 | 7.1 | 5.2 |
| Koninklijke BAM Groep nv (ENXTAM:BAMNB) | 62.0 | 7,850.8 | (3.3) | 102.1 | 1.3 | 911.3 | 0.1 | 8.9 | 4.0 |
| Maire Tecnimont S.p.A. (BIT:MT) | 74.6 | 4,300.4 | 34.8 | 221.6 | 5.2 | 1,354.9 | 0.3 | 6.1 | 5.7 |
| Matrix Service Company (NasdaqGS:MTRX) | 87.5 | 1,091.6 | (6.7) | 27.9 | 2.6 | 544.2 | 0.5 | 19.5 | 8.7 |
| Monadelphous Group Limited (ASX:MND) | 78.0 | 1,285.2 | (2.4) | 84.3 | 6.6 | 901.5 | 0.7 | 10.7 | 12.0 |
| Morgan Sindall Group plc (LSE:MGNS) | 75.7 | 3,837.1 | 7.0 | 110.8 | 2.9 | 625.7 | 0.2 | 5.6 | 5.2 |
| Oil States International, Inc. (NYSE:OIS) | 75.4 | 887.2 | (17.2) | 92.3 | 10.4 | 2,081.8 | 2.3 | NM | 12.4 |
| Penta-Ocean Construction Co., Ltd. (TSE:1893) | 80.5 | 4,690.5 | 4.6 | 306.1 | 6.5 | 1,875.9 | 0.4 | 6.1 | 5.5 |
| Primoris Services Corporation (NasdaqGS:PRIM) | 77.1 | 2,340.2 | 5.8 | 156.0 | 6.7 | 1,478.0 | 0.6 | 9.5 | 6.2 |
| Quanta Services, Inc. (NYSE:PWR) | 78.4 | 10,161.9 | 8.7 | 690.1 | 6.8 | 5,432.5 | 0.5 | 7.9 | 5.8 |
| RPC, Inc. (NYSE:RES) | 57.1 | 1,802.6 | (2.7) | 446.2 | 24.8 | 3,224.9 | 1.8 | 7.2 | 8.2 |
| Sumitomo Heavy Industries, Ltd. (TSE:6302) | 72.3 | 7,455.8 | 6.8 | 894.0 | 12.0 | 4,154.2 | 0.6 | 4.6 | 4.8 |
| Team, Inc. (NYSE:TISI) | 82.1 | 1,247.7 | 0.0 | 28.4 | 2.3 | 1,004.7 | 0.8 | NM | 10.7 |
| VINCI SA (ENXTPA:DG) | 87.3 | 49,340.8 | 3.0 | 7,980.4 | 16.2 | 71,250.1 | 1.4 | 8.9 | 8.6 |
| Median | 77.1 % | 4,747.6 | 0.3 % | 227.7 | 6.5 % | 1,981.2 | 0.5 x | 8.0 x | 6.7 x |
| Mean | 76.6 % | | 2.8 % | | 7.3 % | | 0.6 x | 8.8 x | 7.1 x |

Public comparables analysis (cont.)¹

| Company (ticker) (\$ in millions) | % 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 |
| Metals, plastics & paper packaging | | | | | | | | | |
| Alcoa Corporation (NYSE:AA) | 57.2 % | \$12,807.0 | 0.0 % | \$2,699.0 | 21.1 % | \$9,575.5 | 0.7 x | 3.5 x | 3.0 x |
| AptarGroup, Inc. (NYSE:ATR) | 90.4 | 2,664.2 | 3.0 | 516.6 | 19.4 | 6,852.8 | 2.6 | 13.3 | 11.4 |
| ArcelorMittal (ENXTAM:MT) | 78.7 | 74,533.0 | 0.8 | 9,159.0 | 12.3 | 40,793.0 | 0.5 | 4.5 | 3.9 |
| Avery Dennison Corporation (NYSE:AVY) | 78.6 | 7,045.4 | 4.3 | 931.1 | 13.2 | 9,932.1 | 1.4 | 10.7 | 10.0 |
| Ball Corporation (NYSE:BLL) | 93.2 | 11,541.0 | 11.3 | 1,866.0 | 16.2 | 21,963.6 | 1.9 | 11.8 | 11.6 |
| Bemis Company, Inc. (NYSE:BMS) | 84.5 | 4,099.4 | (1.0) | 571.8 | 13.9 | 5,550.1 | 1.4 | 9.7 | 9.4 |
| Berry Global Group, Inc. (NYSE:BERY) | 69.4 | 7,696.0 | 15.5 | 1,340.0 | 17.4 | 11,234.0 | 1.5 | 8.4 | 7.7 |
| Commercial Metals Company (NYSE:CMC) | 71.1 | 5,145.0 | (7.1) | 277.4 | 5.4 | 2,782.0 | 0.5 | 10.0 | 5.1 |
| Crown Holdings, Inc. (NYSE:CCK) | 73.1 | 9,879.0 | 3.2 | 1,487.0 | 15.1 | 15,557.0 | 1.6 | 10.5 | 8.6 |
| Graphic Packaging Holding Company (NYSE:GPK) | 76.0 | 5,232.8 | 8.3 | 812.5 | 15.5 | 7,618.6 | 1.5 | 9.4 | 6.8 |
| Graef, Inc. (NYSE:GEF) | 72.2 | 3,854.2 | 0.5 | 488.4 | 12.7 | 3,418.7 | 0.9 | 7.0 | 6.3 |
| Multi-Color Corporation (NasdaqGS:LABL) | 63.5 | 1,514.6 | 22.4 | 272.7 | 18.0 | 2,712.9 | 1.8 | 9.9 | 8.9 |
| Owens-Illinois, Inc. (NYSE:OI) | 66.8 | 7,011.0 | 3.6 | 981.0 | 14.0 | 8,188.6 | 1.2 | 8.3 | 5.9 |
| Packaging Corporation of America (NYSE:PKG) | 67.4 | 6,782.5 | 5.2 | 1,413.0 | 20.8 | 10,585.9 | 1.6 | 7.5 | 6.8 |
| Sealed Air Corporation (NYSE:SEE) | 70.0 | 4,645.3 | (14.7) | 788.6 | 17.0 | 8,704.5 | 1.9 | 11.0 | 9.4 |
| Silgan Holdings Inc. (NasdaqGS:SLGN) | 83.8 | 4,334.0 | 3.9 | 603.0 | 13.9 | 5,658.6 | 1.3 | 9.4 | 8.9 |
| Sonoco Products Company (NYSE:SON) | 88.6 | 5,294.2 | 1.7 | 690.8 | 13.0 | 6,458.0 | 1.2 | 9.3 | 8.5 |
| WestRock Company (NYSE:WRK) | 58.6 | 16,109.1 | 16.8 | 2,700.0 | 16.8 | 16,686.6 | 1.0 | 6.2 | 5.2 |
| Median | 72.6 % | 6,038.4 | 3.4 % | 871.8 | 15.3 % | 8,446.5 | 1.4 x | 9.4 x | 8.1 x |
| Mean | 74.6 % | | 4.3 % | | 15.3 % | | 1.4 x | 8.9 x | 7.6 x |
| Specialty chemicals | | | | | | | | | |
| Abermarle Corporation (NYSE:ALB) | 65.1 % | \$3,288.2 | 7.4 % | \$938.2 | 28.5 % | \$11,084.3 | 3.4 x | 11.8 x | 10.4 x |
| Ashland Global Holdings Inc. (NYSE:ASH) | 86.8 | 3,667.0 | (13.4) | 615.0 | 16.8 | 7,046.3 | 1.9 | 11.5 | 9.6 |
| Axalta Coating Systems Ltd. (NYSE:AXTA) | 67.7 | 4,652.9 | 2.7 | 884.7 | 19.0 | 9,652.6 | 2.1 | 10.9 | 9.8 |
| BASF SE (DB:BAS) | 70.9 | 75,582.8 | (5.0) | 14,077.7 | 18.6 | 89,873.7 | 1.2 | 6.4 | 6.4 |
| Celanese Corporation (NYSE:CE) | 82.4 | 6,854.0 | 3.1 | 1,555.0 | 22.7 | 16,547.1 | 2.4 | 10.6 | 7.8 |
| H.B. Fuller Company (NYSE:FUL) | 77.7 | 2,950.8 | 12.3 | 364.5 | 12.4 | 4,585.3 | 1.6 | 12.6 | 9.1 |
| Platform Specialty Products Corporation (NYSE:PAH) | 81.2 | 3,959.6 | 33.1 | 829.0 | 20.9 | 8,333.9 | 2.1 | 10.1 | 18.5 |
| PolyOne Corporation (NYSE:POL) | 76.7 | 3,435.5 | (1.4) | 380.3 | 11.1 | 4,085.7 | 1.2 | 10.7 | 9.3 |
| PPG Industries, Inc. (NYSE:PPG) | 79.0 | 15,370.0 | 0.5 | 2,429.0 | 15.8 | 27,409.7 | 1.8 | 11.3 | 10.9 |
| Sensient Technologies Corporation (NYSE:SXT) | 91.8 | 1,401.9 | 0.1 | 266.2 | 19.0 | 3,866.0 | 2.8 | 14.5 | 13.8 |
| DowDuPont Inc. (NYSE:DWDP) | 76.5 | 81,175.0 | 14.5 | 15,853.0 | 19.5 | 162,363.1 | 2.0 | 10.2 | 8.3 |
| W. R. Grace & Co. (NYSE:GRA) | 85.0 | 1,806.2 | (9.8) | 431.4 | 23.9 | 6,282.5 | 3.5 | 14.6 | 10.7 |
| Median | 78.3 % | 3,813.3 | 1.6 % | 856.9 | 19.0 % | 8,993.2 | 2.0 x | 10.9 x | 9.6 x |
| Mean | 78.4 % | | 3.7 % | | 19.0 % | | 2.2 x | 10.7 x | 10.2 x |

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