



Industrials Quarterly Update

Q3 2017

Industrials Trends

E-Commerce and Transportation¹

As retail conducted on-line continues to rise, freight tonnage moved by trucks is forecasted to grow 27% between 2016-2027. With a severe transportation labor shortage, industry operators' margins are being squeezed. To adapt, operators are investing in supply chain technologies that drive "last mile" efficiencies, as well as innovative delivery concepts, such as smart lockers.



Natural Disasters and Productivity²

While the magnitude of the destruction remains unknown, in the wake of recent natural disasters, manufacturing productivity will likely be negatively effected in the short term from the disruption of supply chains and the destruction of production infrastructure. However, rebuilding efforts focused on residential real estate are expected to give a boost to manufacturing sector growth in early 2018.

Disruption in Materials³

Technological advances are disrupting the materials sector. Big data is allowing supply and demand trends to be more accurately forecasted. Technological changes in downstream industries require the creation of new synthetic materials. Innovation focused on sustainability is also giving operators the opportunity to differentiate their businesses and gain market share.

Manufacturing Automation⁴

Automation in manufacturing continues to rise and is expected to drive global revenues for suppliers of automation technology to \$316.4bn by 2022; 7% growth per annum. Investments in smart manufacturing infrastructure, enabled by the cloud and IoT, allows for effortless monitoring, waste reduction, increased production, and gives early implementers competitive advantages.

In the News

August 02, 2017⁵ – Jacobs Engineering Group agreed to acquire CH2M Hill Cos. for \$3.4bn in an effort to capture lucrative infrastructure and government-services business. Jacobs, based in Dallas, TX, serves the aerospace, infrastructure, industrial and energy sectors. CH2M has exposure to fast and growing segments of infrastructure and government-services sector.

September 05, 2017⁶ – Boeing raised concerns about United Technologies Corp.'s proposed takeover of Rockwell Collins, and threatened to cancel some contracts with the suppliers if the combination undermines competition in the aerospace supply chain. The consolidation of aerospace suppliers is of concern to aircraft makers.

October 06, 2017⁷ – General Electric Co. (GE) said that three top executives, including CFO Jeff Bornstein, will depart at year end. Under pressure from activist investor Trian Fund Management, new CEO John Flannery is trying to improve operations at the company and cut costs. Earlier in the year, Flannery pledged to cut \$1 billion in annual costs during 2017 and 2018.

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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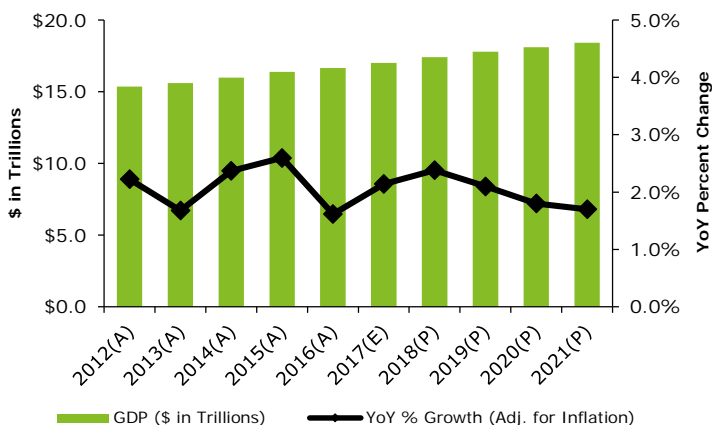
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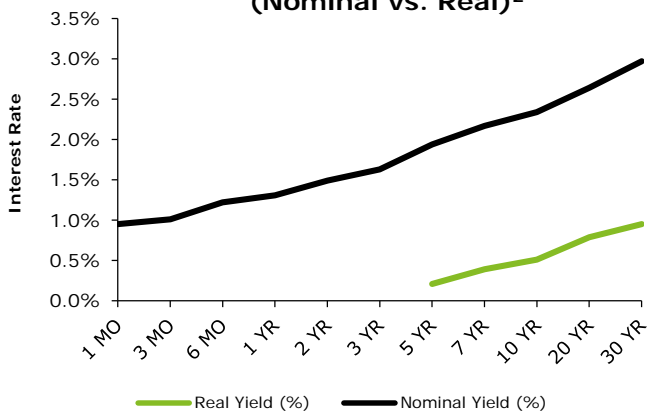
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Macroeconomic Outlook

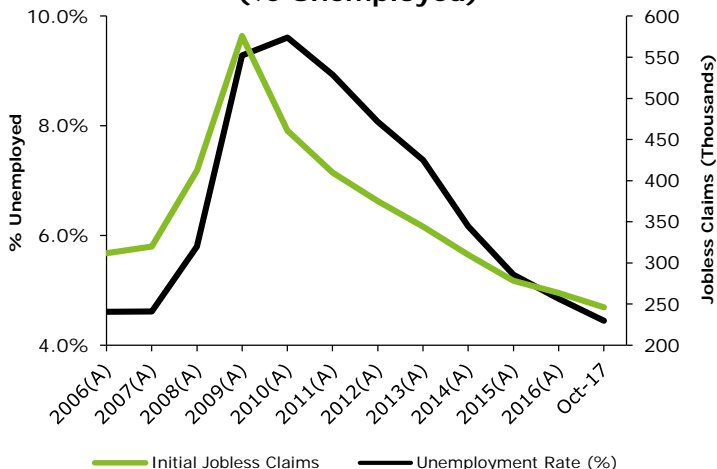
U.S. Gross Domestic Product¹



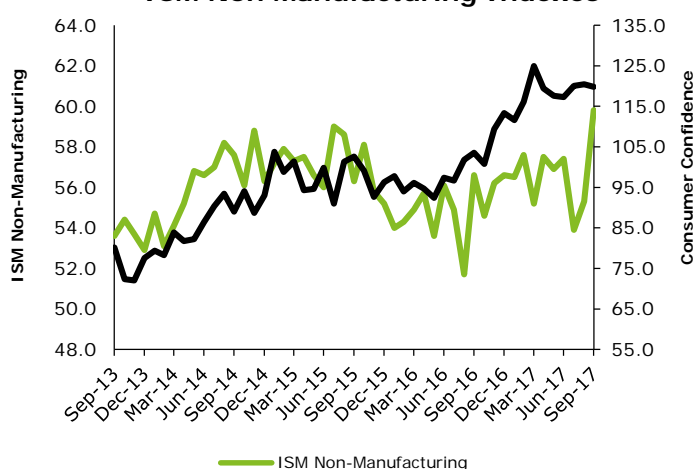
U.S. Treasury Yield Curve (Nominal vs. Real)²



U.S. Unemployment Rate (% Unemployed)³

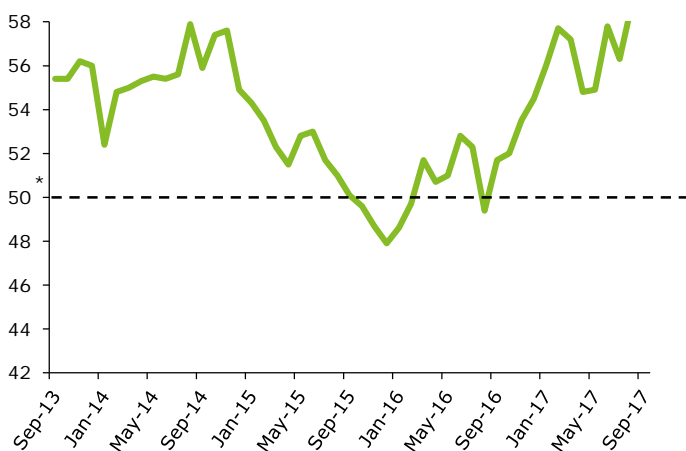


Consumer Confidence and ISM Non Manufacturing Indexes⁴

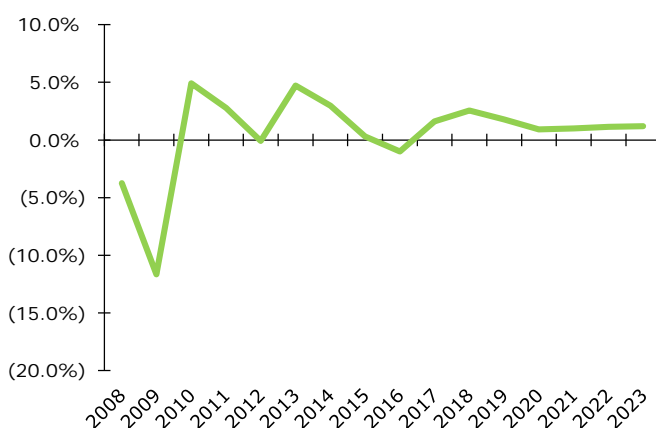


Industrials Sector Outlook

ISM Purchase Managers Index⁵



Industrial Production Index (YoY Growth)⁶



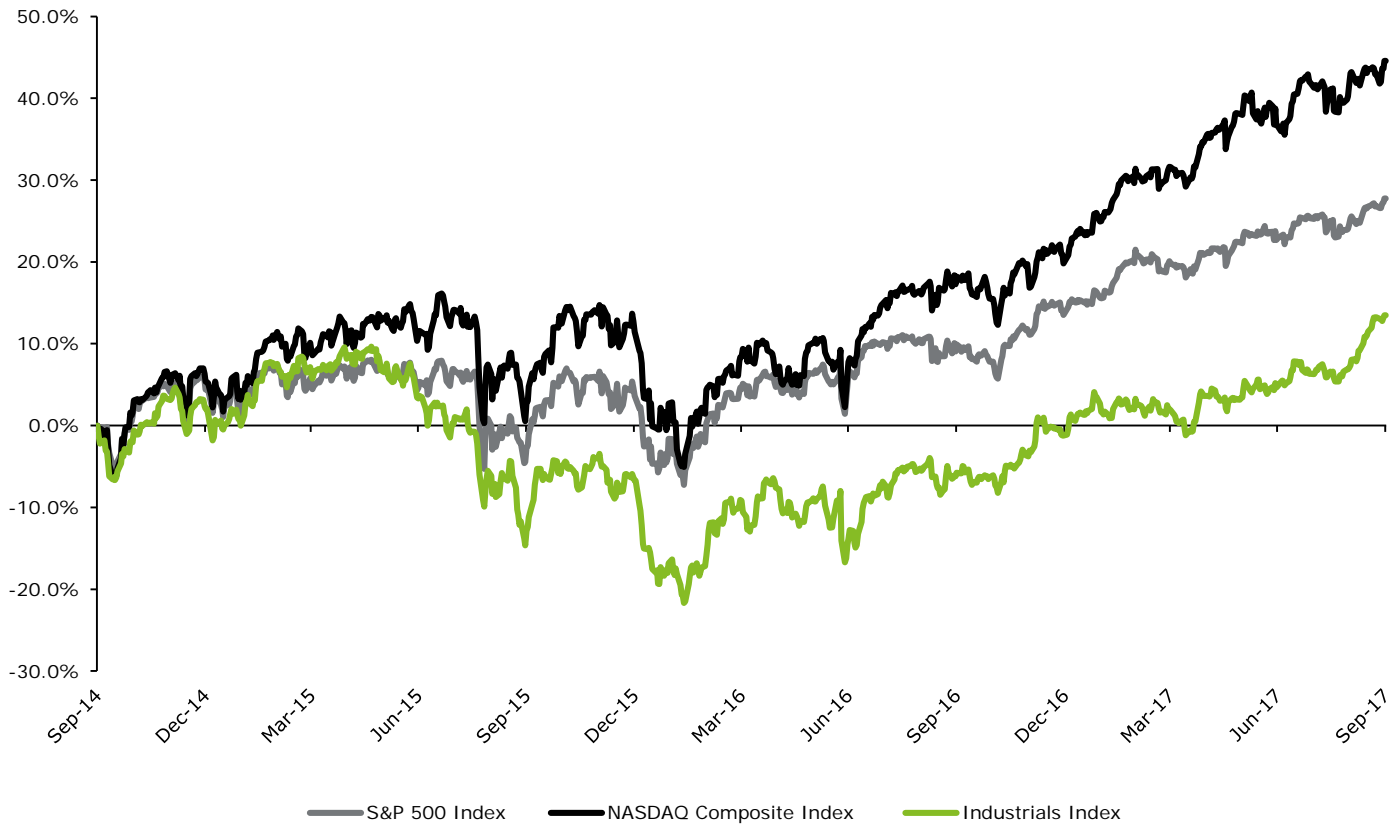
Note:
An ISM Purchase Managers Index value above 50 signals economic expansion.

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/Revenue	EV/EBITDA	EV/EBITDA	
<i>(\$ in Millions)</i>										
Automotive	21	85.9 %	4.5 %	\$6,005.3	9.8 %	\$60,364.0	0.7 x	7.5 x	7.2 x	
Building Products, Electric Products, Industrial Safety	21	87.7	8.3	394.3	12.3	4,731.4	1.0	10.7	8.3	
Capital Equipment & Rental Services	22	91.2	(0.4)	258.4	13.5	3,377.8	1.5	11.3	9.2	
Distribution, Transportation & Logistics	21	94.5	3.6	718.8	8.1	9,105.0	1.1	11.2	10.9	
Engineering & Construction	33	88.5	2.3	166.1	5.9	1,765.3	0.5	10.1	7.8	
Metals, Plastics & Paper Packaging	18	92.8	(0.9)	926.3	15.2	9,730.1	1.5	10.1	9.5	
Specialty Chemicals	12	90.3	(2.7)	738.4	18.1	9,654.2	2.5	11.8	10.5	
Industrials Sector	148	90.1 %	2.1 %	\$1,315.4	11.8 %	\$14,104.0	1.3 x	10.4 x	9.1 x	

Public Comparables Three-Year Stock Market Performance²

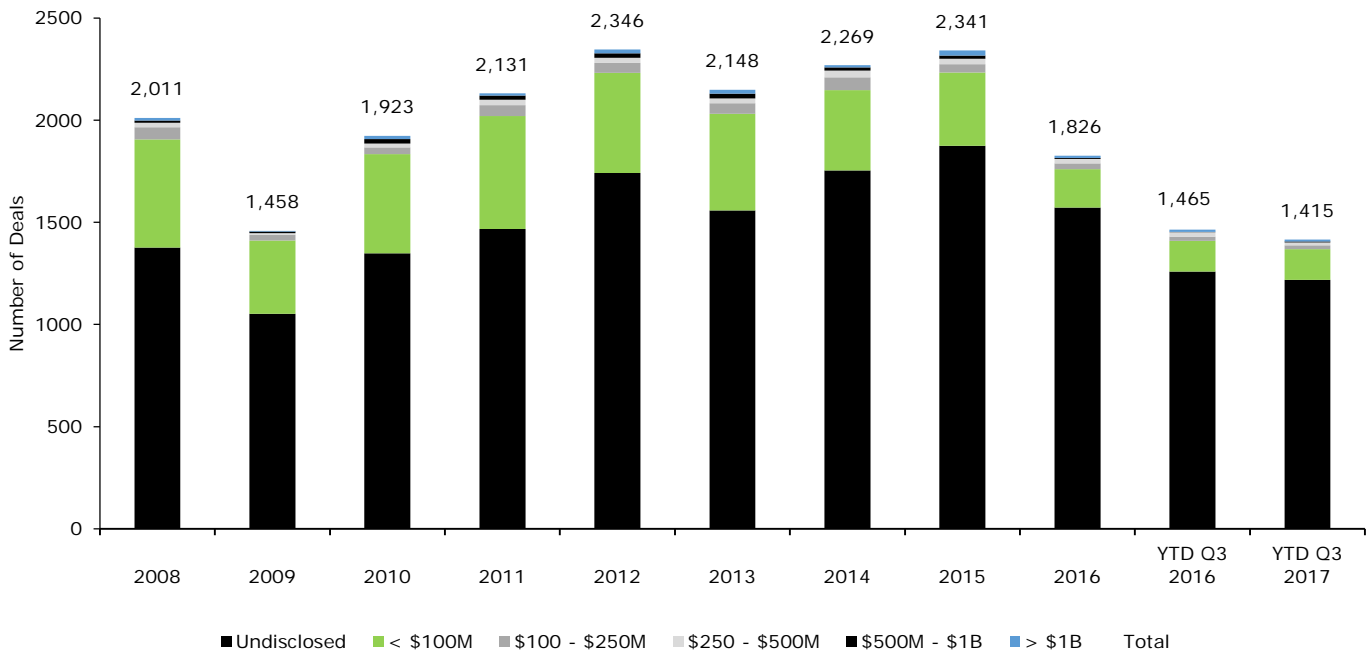
S&P 500 Index	27.74 %
NASDAQ Composite Index	44.57 %
Industrials Index	13.47 %



Select Industrials M&A Transactions¹

Announced Date	Target/Acquirer	Business Description	Enterprise Value ("EV")	EV/ EBITDA	EV/ Revenue
Sep-17	GE Industrial Systems ABB Ltd	GE Industrial Systems manufactures and distributes electrical power and protection equipment for industrial and commercial applications.	\$2,600.0	NA	NA
Sep-17	Fluid Handling Business CIRCOR International, Inc.	Colfax Corporation, Fluid Handling Business comprises fluid handling systems manufacturing business.	\$860.3	12.5x	1.9x
Sep-17	Orbital ATK, Inc. Northrop Grumman Corporation	Orbital ATK, Inc. develops and produces aerospace, defense, and aviation-related products to the U.S. Government, allied nations, prime contractors, and other customers in the United States and internationally.	\$9,381.5	15.3x	2.1x
Sep-17	EAG Inc. Eurofins Scientific SE	EAG Inc. through its subsidiaries offer materials science testing services.	\$780.0	NA	NA
Sep-17	Rockwell Collins, Inc. United Technologies Corporation	Rockwell Collins, Inc. designs, produces, and supports communications and aviation systems worldwide.	\$30,943.2	22.6x	5.0x
Aug-17	Oldcastle Distribution Inc. Beacon Roofing Supply, Inc.	Oldcastle Distribution Inc. engages in the distribution of building products.	\$2,625.0	NA	NA
Aug-17	CH2M HILL Companies, Ltd. Jacobs Engineering Group Inc.	CH2M HILL Companies, Ltd. provides engineering, construction, consulting, design, design-build, procurement, and technical services in the United States and internationally.	\$3,375.5	NM	0.6x
Jul-17	ASCO Power Technologies, L.P. Schneider Electric S.E.	ASCO Power Technologies, L.P. provides emergency and standby power transfer solutions.	\$1,250.0	11.7x	2.7x
Jul-17	GCA Services Group, Inc. ABM Industries Incorporated	GCA Services Group, Inc. provides facility services in the United States and Puerto Rico. The company's services include janitorial/custodial, green cleaning, environment cleaning, facilities operations and maintenance.	\$1,237.3	12.4x	1.1x
Jul-17	Global Gateway South Terminal EQT Partners AB; EQT Infrastructure III	Global Gateway South Terminal operates as a container terminal yard in the North American Port of Los Angeles, California.	\$817.0	NA	NA
Jun-17	HD Supply Waterworks Group Clayton, Dubilier & Rice, Inc.	HD Supply Waterworks, Ltd. distributes water, sewer, storm drain, fusible piping, and fire protection infrastructure products for contractors and municipalities.	\$2,400.0	NA	NA
May-17	Navig8 Product Tankers Inc. Scorpio Tankers Inc.	Navig8 Product Tankers Inc., through its subsidiaries, operates in the product tanker market worldwide.	\$1,204.4	18.3x	9.6x
Apr-17	Swift Transportation Company Knight Transportation, Inc.	Swift Transportation Company operates as a multi-faceted transportation services company in North America.	\$2,970.6	NA	NA
Mar-17	Florida East Coast Holdings Corp. Grupo México Transportes S.A. de C.V.	Florida East Coast Holdings Corp., through its subsidiaries, provides freight transportation services in the United States.	\$2,100.0	NA	NA
Mar-17	SUEZ Water Technologies & Solutions Caisse de dépôt et placement du Québec; SUEZ SA	SUEZ Water Technologies & Solutions designs, manufactures, and markets equipment used in the filtration, separation, and processing of fluids.	\$3,374.8	10.0x	1.6x

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
Automotive									
Bayerische Motoren Werke Aktiengesellschaft (DB:BMW)	93.2 %	\$111,286.9	8.2 %	\$15,101.0	13.6 %	\$163,277.4	1.5 x	10.8 x	9.4 x
Daimler AG (XTRA:DAI)	92.1	182,010.3	9.0	20,672.0	11.4	205,782.3	1.1	10.0	8.6
Delphi Automotive PLC (NYSE:DLPH)	94.5	17,014.0	1.7	3,062.0	18.0	29,927.5	1.8	9.8	9.5
Fiat Chrysler Automobiles N.V. (BIT:FCA)	99.4	128,008.0	7.6	11,874.5	9.3	35,321.3	0.3	3.0	2.1
Ford Motor Company (NYSE:F)	90.2	153,596.0	1.6	13,986.5	9.1	165,233.9	1.1	11.8	16.4
Subaru Corporation (TSE:7270)	80.9	30,368.0	11.6	4,616.0	15.2	20,317.3	0.7	4.4	4.0
General Motors Company (NYSE:GM)	99.2	170,231.0	2.8	21,490.0	12.6	127,380.7	0.7	5.9	5.9
Honda Motor Co., Ltd. (TSE:7267)	90.7	126,768.7	5.9	11,913.2	9.4	97,202.5	0.8	8.2	8.2
Hyundai Motor Company (KOSE:A005380)	87.0	82,337.0	2.7	6,101.8	7.4	71,067.2	0.9	11.6	8.9
Isuzu Motors Limited (TSE:7202)	90.7	17,667.0	4.4	1,908.6	10.8	11,434.3	0.6	6.0	5.9
Kia Motors Corporation (KOSE:A000270)	73.9	45,436.7	3.2	3,171.4	7.0	10,209.7	0.2	3.2	3.2
Mazda Motor Corporation (TSE:7261)	83.5	28,844.2	5.2	1,759.5	6.1	9,197.2	0.3	5.2	3.9
Mitsubishi Corporation (TSE:8058)	96.7	59,595.7	(4.3)	5,626.2	9.4	78,980.9	1.3	14.0	14.0
Nissan Shatai Co., Ltd. (TSE:7222)	93.9	5,353.0	6.3	197.2	3.7	431.3	0.1	2.2	N/A
Peugeot S.A. (ENXTPA:UG)	100.0	63,224.2	1.9	5,908.7	9.3	15,276.7	0.2	2.6	2.0
Renault SA (ENXTPA:RNO)	91.6	63,428.4	11.3	6,433.5	10.1	69,451.4	1.1	10.8	8.8
SAIC Motor Corporation Limited (SHSE:600104)	91.9	116,711.5	9.5	4,042.2	3.5	54,242.1	0.5	13.4	11.0
Suzuki Motor Corporation (TSE:7269)	95.7	29,241.3	3.4	4,081.7	14.0	22,293.5	0.8	5.5	4.9
Tesla, Inc. (NasdaqGS:TSLA)	87.5	10,068.9	60.5	733.8	7.3	64,923.0	6.4	88.5	47.5
Toyota Motor Corporation (TSE:7203)	93.0	249,750.2	2.8	31,652.8	12.7	301,983.4	1.2	9.5	11.4
Volkswagen Aktiengesellschaft (XTRA:VOW3)	88.2	256,924.1	4.5	32,832.9	12.8	237,009.2	0.9	7.2	6.2
Median	92.0 %	72,882.7	4.5 %	6,005.3	9.8 %	61,846.7	0.8 x	7.7 x	8.2 x
Mean	91.3 %		5.0 %		10.3 %		0.8 x	7.8 x	7.6 x
Building Products, Electric Products, Industrial Safety									
Beacon Roofing Supply, Inc. (NasdaqGS:BECN)	98.3 %	\$4,261.2	23.1 %	\$373.8	8.8 %	\$4,649.1	1.1 x	12.4 x	12.0 x
Bluelinx Holdings Inc. (NYSE:BXC)	87.7	1,800.3	(3.8)	36.0	2.0	453.2	0.3	12.6	N/A
BMC Stock Holdings, Inc. (NasdaqGS:BMCH)	89.3	3,212.9	34.8	186.3	5.8	1,860.4	0.6	10.0	7.8
Boral Limited (ASX:BLD)	94.8	3,267.4	(0.5)	456.5	14.0	8,053.8	2.5	17.6	9.6
Builders FirstSource, Inc. (NasdaqGS:BLDR)	99.5	6,669.2	62.8	367.2	5.5	3,920.3	0.6	10.7	8.2
Compagnie de Saint-Gobain S.A. (ENXTPA:SGO)	96.2	45,582.4	(0.1)	4,650.3	10.2	41,475.2	0.9	8.9	7.9
Eagle Materials Inc. (NYSE:EXP)	96.4	1,279.8	10.9	394.3	30.8	5,824.1	4.6	14.8	10.6
Emerson Electric Co. (NYSE:EMR)	97.6	14,761.0	(15.6)	3,184.0	21.6	42,294.8	2.9	13.3	11.5
Fletcher Building Limited (NZSE:FBU)	72.8	6,881.7	3.8	512.5	7.4	5,423.0	0.8	10.6	7.9
Gibraltar Industries, Inc. (NasdaqGS:ROCK)	64.8	958.8	4.8	109.2	11.4	1,010.8	1.1	9.3	8.5
Huttig Building Products, Inc. (NasdaqCM:HBP)	76.4	731.6	7.3	16.6	2.3	286.1	0.4	17.2	N/A
James Hardie Industries plc (ASX:JHX)	76.4	1,951.6	8.3	429.5	22.0	6,572.8	3.4	15.3	13.3
Martin Marietta Materials, Inc. (NYSE:MLM)	84.4	3,715.3	21.5	962.2	25.9	14,711.2	4.0	15.3	13.2
NCI Building Systems, Inc. (NYSE:NCS)	83.9	1,761.9	8.5	147.1	8.4	1,448.3	0.8	9.8	7.8
Owens Corning (NYSE:OC)	98.8	5,976.0	4.5	1,080.0	18.1	11,129.8	1.9	10.3	8.8
Ply Gem Holdings, Inc (NYSE:PGEM)	85.3	1,967.5	11.5	229.3	11.7	2,005.0	1.0	8.7	7.4
Summit Materials, Inc. (NYSE:SUM)	98.6	1,760.8	19.6	368.4	20.9	4,937.8	2.8	13.4	10.5
U.S. Concrete, Inc. (NasdaqCM:USCR)	91.0	1,287.4	26.1	177.0	13.8	1,612.2	1.3	9.1	7.2
USG Corporation (NYSE:USG)	94.2	3,079.0	(5.4)	487.0	15.8	5,329.3	1.7	10.9	8.8
Vulcan Materials Company (NYSE:VMC)	86.6	3,699.2	9.0	940.9	25.4	18,025.4	4.9	19.2	14.9
Wienerberger AG (WBAG:WIE)	90.9	3,461.0	3.3	426.6	12.3	3,817.6	1.1	8.9	7.6
Median	90.9 %	3,212.9	8.3 %	394.3	12.3 %	4,937.8	1.1 x	10.9 x	8.8 x
Mean	88.8 %		11.2 %		14.0 %		1.8 x	12.3 x	9.7 x
Capital Equipment & Rental Services									
Aggreko plc (LSE:AGK)	87.7 %	\$2,106.5	0.9 %	\$695.7	33.0 %	\$4,129.7	2.0 x	5.9 x	5.6 x
Ashted Group plc (LSE:AHT)	98.4	4,427.9	25.9	2,102.8	47.5	15,444.3	3.5	7.3	6.7
Astec Industries, Inc. (NasdaqGS:ASTE)	76.3	1,194.6	7.8	100.3	8.4	1,244.4	1.0	12.4	10.6
Caterpillar Inc. (NYSE:CAT)	99.3	39,887.0	(10.3)	5,836.0	14.6	102,037.2	2.6	17.5	13.8
Ceruus Equipment Corporation (TSX:CERU)	84.1	919.6	10.8	37.7	4.1	314.8	0.3	8.3	7.7
CNH Industrial N.V. (NYSE:CNHI)	99.0	24,182.0	(9.5)	2,445.0	10.1	37,811.1	1.6	15.5	15.3
Cummins Inc. (NYSE:CM)	98.4	18,357.0	0.5	2,347.0	12.8	28,723.4	1.6	12.2	9.9
Deere & Company (NYSE:DE)	94.8	27,674.6	(8.8)	4,297.9	15.5	72,416.2	2.6	16.8	16.2
Finning International Inc. (TSX:FTT)	98.3	4,468.1	(6.1)	391.6	8.8	4,762.7	1.1	12.2	10.0
H&E Equipment Services, Inc. (NasdaqGS:HEES)	96.7	965.2	(2.7)	137.1	14.2	1,851.9	1.9	13.5	6.1
Herc Holdings Inc. (NYSE:HR)	92.8	1,614.0	(3.0)	108.9	6.7	3,543.1	2.2	32.5	6.2
Hyundai Heavy Industries Co., Ltd. (KOSE:A009540)	77.3	31,343.4	(12.9)	2,242.0	7.2	7,142.3	0.2	3.2	12.2
Manitex International, Inc. (NasdaqCM:MNTX)	90.8	274.8	2.7	6.7	2.4	239.0	0.9	35.8	11.6
McGrath Rentcorp (NasdaqGS:MGRC)	98.8	431.7	3.7	93.1	21.6	1,378.1	3.2	14.8	8.4
Nishio Rent All Co., Ltd. (TSE:9699)	96.6	1,080.2	6.1	289.1	26.8	1,072.9	1.0	3.7	3.6
Oshkosh Corporation (NYSE:OSK)	98.9	6,622.0	(1.2)	603.9	9.1	6,634.3	1.0	11.0	10.6
Strongo Corporation (TSX:SQP)	81.7	267.0	(10.8)	(0.6)	NM	137.5	0.5	NM	8.6
The Manitowoc Company, Inc. (NYSE:MTW)	98.5	1,428.4	(28.9)	(3.0)	NM	1,528.3	1.1	NM	16.3
Toromont Industries Ltd. (TSX:TIH)	98.3	1,462.3	5.2	227.6	15.6	3,618.2	2.5	15.9	11.4
United Rentals, Inc. (NYSE:URI)	99.1	6,242.0	4.6	1,869.0	29.9	19,606.1	3.1	10.5	6.2
Vp plc (LSE:VP.)	92.3	311.5	10.8	86.1	27.6	574.0	1.8	6.7	5.7
Wajax Corporation (TSX:WJX)	79.1	957.2	(4.7)	44.5	4.7	439.5	0.5	9.9	7.6
Median	96.7 %	1,538.1	(0.4) %	258.4	13.5 %	3,580.6	1.6 x	12.2 x	9.3 x
Mean	92.6 %		(0.9) %		16.0 %		1.6 x	13.3 x	9.6 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	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)	98.5 %	\$2,773.6	4.4 %	\$146.8	5.3 %	\$960.8	0.3 x	6.5 x	5.3 x
Celadon Group, Inc. (NYSE:CGI)	69.2	1,054.6	15.7	83.5	7.9	561.4	0.5	6.7	7.7
C.H. Robinson Worldwide, Inc. (NasdaqGS:CHRW)	93.8	13,895.9	1.9	848.2	6.1	11,747.6	0.8	13.9	13.7
Deutsche Post AG (XTRA:DPW)	99.6	67,863.1	2.3	5,137.5	7.6	58,800.1	0.9	11.4	9.5
Echo Global Logistics, Inc. (NasdaqGS:ECHO)	65.2	1,752.9	20.2	31.7	1.8	725.0	0.4	22.9	12.4
Expeditors International of Washington, Inc. (NasdaqGS:EXPD)	99.3	6,421.8	0.9	701.6	10.9	9,706.9	1.5	13.8	13.2
FedEx Corporation (NYSE:FDX)	99.7	60,953.0	9.7	8,252.0	13.5	72,141.8	1.2	8.7	7.9
Forward Air Corporation (NasdaqGS:FWRD)	99.2	1,028.8	12.8	144.4	14.0	1,745.3	1.7	12.1	11.0
Hapag-Lloyd Aktiengesellschaft (DB:HLA)	89.5	9,660.0	9.6	819.6	8.5	14,697.2	1.5	17.9	10.0
Hub Group, Inc. (NasdaqGS:HUBG)	81.8	3,729.3	2.0	146.6	3.9	1,479.9	0.4	10.1	8.2
J.B. Hunt Transport Services, Inc. (NasdaqGS:JBHT)	99.5	6,920.5	4.7	1,043.3	15.1	13,092.0	1.9	12.5	10.4
Knight-Swift Transportation Holdings Inc. (NYSE:KNX)	93.5	1,114.1	3.6	243.3	21.8	7,292.1	6.5	30.0	8.4
Kuehne + Nagel International AG (SWX:KNIN)	99.1	18,372.5	0.1	1,123.8	6.1	21,784.2	1.2	19.4	16.3
Landstar System, Inc. (NasdaqGS:LSTR)	99.7	3,333.9	5.1	271.7	8.1	4,059.9	1.2	14.9	13.2
Nippon Yusen Kabushiki Kaisha (TSE:9101)	88.6	17,579.9	(4.8)	762.2	4.3	11,246.5	0.6	14.8	11.3
Old Dominion Freight Line, Inc. (NasdaqGS:ODFL)	99.7	3,122.4	7.2	718.8	23.0	9,133.1	2.9	12.7	11.2
Panalpina World Transport (Holding) Ltd. (SWX:PWTN)	99.9	5,570.7	(7.7)	112.7	2.0	3,229.8	0.6	28.7	16.7
Ryder System, Inc. (NYSE:R)	99.0	6,994.9	2.2	1,815.6	26.0	9,809.2	1.4	5.4	5.3
United Parcel Service, Inc. (NYSE:UPS)	99.7	62,924.0	3.6	7,847.0	12.5	117,419.2	1.9	15.0	10.7
Werner Enterprises, Inc. (NasdaqGS:WERN)	99.9	2,048.2	(0.3)	334.5	16.3	2,694.0	1.3	8.1	6.5
XPO Logistics, Inc. (NYSE:XPO)	99.5	14,690.2	123.6	1,195.6	8.1	13,040.0	0.9	10.9	8.7
Median	99.2 %	6,421.8	3.6 %	718.8	8.1 %	9,706.9	1.2 x	12.7 x	10.4 x
Mean	94.0 %		10.3 %		10.6 %		1.4 x	14.1 x	10.4 x
Engineering & Construction									
ACS, Actividades de Construcción y Servicios, S.A. (BME:ACS)	85.3 %	\$38,543.4	1.4 %	\$2,228.4	5.8 %	\$15,983.4	0.4 x	7.2 x	5.7 x
Aegion Corporation (NasdaqGS:AEGN)	87.3	1,310.0	1.5	127.4	9.7	1,053.1	0.8	8.3	8.8
ARCADIS NV (ENXTAM:ARCAD)	92.8	3,763.7	10.1	216.4	5.7	2,478.2	0.7	11.5	9.4
Babcock International Group plc (LSE:BAB)	77.3	5,694.3	11.0	686.6	12.1	7,460.9	1.3	10.9	8.2
Balfour Beatty plc (LSE:BBY)	89.9	9,278.2	2.0	75.3	0.8	2,872.5	0.3	38.1	10.8
Billfinger SE (DB:GBF)	87.4	4,632.7	(16.3)	47.9	1.0	1,514.0	0.3	31.6	9.8
CIMIC Group Limited (ASX:CIM)	98.9	9,377.1	(4.7)	950.0	10.1	10,757.7	1.1	11.3	9.9
Comfort Systems USA, Inc. (NYSE:FIX)	90.0	1,666.9	6.9	129.2	7.8	1,395.4	0.8	10.8	8.8
Costain Group plc (LSE:COST)	90.6	2,157.7	20.0	67.7	3.1	512.4	0.2	7.6	6.6
Daelim Industrial Co., Ltd. (KOSE:A000210)	84.7	9,302.8	3.9	356.2	3.8	3,892.1	0.4	10.9	6.5
Daewoo Engineering & Construction Co., Ltd. (KOSE:A047040)	86.7	9,843.0	8.2	(172.7)	NM	3,701.3	0.4	NM	4.4
Ebara Corporation (TSE:6361)	96.8	4,335.2	2.3	402.9	9.3	3,051.0	0.7	7.6	N/A
Fluor Corporation (NYSE:FLR)	72.1	19,308.5	(6.5)	562.3	2.9	5,606.3	0.3	10.0	6.6
Fomento de Construcciones y Contratas, S.A. (BME:FCC)	85.7	6,911.0	(4.4)	945.4	13.7	8,272.8	1.2	8.8	8.3
GS Engineering & Construction Corporation (KOSE:A006360)	76.6	9,941.5	5.0	64.3	0.6	2,892.6	0.3	45.0	6.5
Interserve plc (LSE:IRV)	30.3	4,233.1	9.3	249.4	5.9	846.5	0.2	3.4	4.0
Keller Group plc (LSE:KLR)	85.3	2,495.4	6.7	209.1	8.4	1,194.7	0.5	5.7	5.3
Kier Group plc (LSE:KIE)	77.3	5,362.2	12.4	226.2	4.2	1,709.7	0.3	7.6	6.6
Koninklijke BAM Groep nv (ENXTAM:BAMNB)	87.9	7,663.4	(2.3)	109.5	1.4	1,580.1	0.2	14.4	6.3
Maire Tecnimont S.p.A. (BIT:MT)	86.4	3,374.2	27.1	198.1	5.9	1,818.0	0.5	9.2	7.8
Matrix Service Company (NasdaqGS:MTRX)	64.8	1,197.5	(1.8)	27.6	2.3	407.1	0.3	14.8	7.2
Monadelphous Group Limited (ASX:MND)	98.5	958.5	(18.8)	73.5	7.7	978.5	1.0	13.3	12.6
Morgan Sindall Group plc (LSE:MGNS)	95.2	3,533.6	9.5	71.9	2.0	712.6	0.2	9.9	7.1
Oil States International, Inc. (NYSE:OIS)	60.7	671.8	(27.0)	37.1	5.5	1,273.8	1.9	34.3	17.1
Penta-Ocean Construction Co., Ltd. (TSE:1893)	99.9	4,479.5	10.1	257.3	5.7	1,578.3	0.4	6.1	5.1
Primoris Services Corporation (NasdaqGS:PRIM)	98.1	2,302.4	3.5	162.5	7.1	1,646.0	0.7	10.1	9.4
Quanta Services, Inc. (NYSE:PWR)	96.3	8,523.7	6.6	655.0	7.7	6,186.8	0.7	9.4	8.1
RPC, Inc. (NYSE:RES)	99.2	1,093.8	(19.1)	155.8	14.2	5,262.4	4.8	33.8	7.9
STRABAG AG (DB:STB1)	97.5	2,635.8	2.3	166.1	6.3	1,639.8	0.6	9.9	N/A
Sumitomo Heavy Industries, Ltd. (TSE:6302)	98.6	6,136.4	2.7	651.6	10.6	4,936.0	0.8	7.6	6.9
Team, Inc. (NYSE:TISI)	33.6	1,208.2	0.0	20.9	1.7	751.1	0.6	35.9	8.1
VINCI SA (ENXTPA:DG)	99.4	45,340.6	(0.9)	7,163.7	15.8	72,685.4	1.6	10.1	9.5
Willbros Group, Inc. (NYSE:WG)	83.9	730.6	(28.5)	(9.8)	NM	250.8	0.3	NM	8.4
Median	87.4 %	4,335.2	2.3 %	166.1	5.9 %	1,709.7	0.5 x	10.1 x	7.9 x
Mean	84.7 %		1.0 %		6.4 %		0.8 x	14.7 x	8.0 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)	97.2 %	\$11,015.0	0.0 %	\$1,904.0	17.3 %	\$11,321.9	1.0 x	5.9 x	4.5 x
AptarGroup, Inc. (NYSE:ATR)	95.1	2,347.7	(3.4)	463.2	19.7	5,855.7	2.5	12.6	12.4
ArcelorMittal (ENXTAM:MT)	82.3	61,979.0	(8.1)	7,467.0	12.0	41,158.7	0.7	5.5	5.7
Avery Dennison Corporation (NYSE:AVY)	98.2	6,258.5	0.0	792.5	12.7	10,181.3	1.6	12.8	12.0
Ball Corporation (NYSE:BLL)	95.9	10,604.0	7.3	1,589.0	15.0	21,749.7	2.1	13.7	11.7
Bemis Company, Inc. (NYSE:BMS)	87.7	4,022.7	(2.9)	562.8	14.0	5,618.8	1.4	10.0	9.9
Berry Global Group, Inc. (NYSE:BERY)	96.1	6,832.0	12.1	1,223.0	17.9	13,041.2	1.9	10.7	9.3
Commercial Metals Company (NYSE:CMC)	77.2	4,815.9	(10.2)	306.1	6.4	2,991.8	0.6	9.8	8.5
Crown Holdings, Inc. (NYSE:CCK)	97.3	8,453.0	(2.0)	1,336.0	15.8	13,433.6	1.6	10.1	9.8
Graphic Packaging Holding Company (NYSE:GPK)	98.4	4,317.1	(0.8)	690.1	16.0	6,523.8	1.5	9.5	8.7
Greif, Inc. (NYSE:GEF)	92.9	3,537.7	(5.4)	459.5	13.0	3,983.3	1.1	8.7	7.9
Multi-Color Corporation (NasdaqGS:LABL)	92.9	929.2	7.8	158.3	17.0	1,850.7	2.0	11.7	10.6
Owens-Illinois, Inc. (NYSE:OI)	99.6	6,720.0	(1.3)	1,060.0	15.8	9,614.0	1.4	9.1	7.2
Packaging Corporation of America (NYSE:PKG)	96.0	6,081.1	6.7	1,217.1	20.0	13,048.1	2.1	10.7	9.8
Sealed Air Corporation (NYSE:SEE)	84.4	6,836.0	(4.0)	1,065.4	15.6	12,320.7	1.8	11.6	14.5
Silgan Holdings Inc. (NasdaqGS:SLGN)	90.6	3,772.8	(0.3)	516.1	13.7	6,198.4	1.6	12.0	9.8
Sonoco Products Company (NYSE:SON)	90.8	4,763.9	(0.9)	589.7	12.4	6,138.7	1.3	10.4	9.2
WestRock Company (NYSE:WRK)	94.0	14,410.8	13.8	2,117.7	14.7	20,594.6	1.4	9.7	7.7
Median	94.5 %	6,169.8	(0.9) %	926.3	15.3 %	9,897.6	1.6 x	10.2 x	9.5 x
Mean	92.6 %		0.5 %		14.9 %		1.5 x	10.2 x	9.4 x
Specialty Chemicals									
Albemarle Corporation (NYSE:ALB)	99.1 %	\$2,810.0	4.9 %	\$744.6	26.5 %	\$15,919.1	5.7 x	21.4 x	17.8 x
Ashland Global Holdings Inc. (NYSE:ASH)	51.0	5,063.0	(5.8)	719.0	14.2	6,401.5	1.3	8.9	9.8
Axalta Coating Systems Ltd. (NYSE:AXTA)	84.8	4,171.9	(1.6)	846.1	20.3	10,538.2	2.5	12.5	11.1
BASF SE (DB:BAS)	95.3	70,713.1	(5.7)	12,719.9	18.0	116,722.6	1.7	9.2	8.1
Celanese Corporation (NYSE:CE)	99.5	5,858.0	(5.1)	1,164.0	19.9	17,566.6	3.0	15.1	10.6
H.B. Fuller Company (NYSE:FUL)	99.4	2,202.8	1.8	261.9	11.9	3,616.6	1.6	13.8	9.5
Platform Specialty Products Corporation (NYSE:PAH)	75.2	3,643.4	69.6	732.3	20.1	8,369.8	2.3	11.4	10.4
PolyOne Corporation (NYSE:POL)	97.9	3,453.5	(4.3)	418.8	12.1	4,483.9	1.3	10.7	10.7
PPG Industries, Inc. (NYSE:PPG)	95.6	14,966.0	(0.3)	2,533.0	16.9	30,970.1	2.1	12.2	12.0
Sensient Technologies Corporation (NYSE:SXT)	90.5	1,359.8	(2.4)	247.1	18.2	3,955.5	2.9	16.0	13.9
DowDuPont Inc. (NYSE:DWDP)	97.9	52,567.0	(2.9)	9,270.0	17.6	178,268.4	3.4	19.2	9.7
W. R. Grace & Co. (NYSE:GRA)	96.7	1,672.8	(18.9)	371.3	22.2	6,367.0	3.8	17.1	11.6
Median	96.1 %	3,907.7	(2.7) %	738.4	18.1 %	9,454.0	2.4 x	12.2 x	10.6 x
Mean	90.3 %		2.4 %		18.2 %		2.6 x	12.8 x	11.1 x

Recent Transactions¹

Last Twelve Months

Target/Acquiror	Sub-Sector	Announced Date	Close Date	LTM Revenue	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	EV/Revenue	EV/EBITDA
GE Industrial Systems ABB Ltd	Industrial Machinery	Sep-17	Pending	\$2,700.0	NA	NA	\$2,600.0	1.0x	NA
Fluid Handling Business CIRCOR International, Inc.	Industrial Machinery	Sep-17	Pending	\$463.0	\$69.0	14.9%	\$860.3	1.9x	12.5x
Orbital ATK, Inc. Northrop Grumman Corporation	Aerospace and Defense	Sep-17	Pending	\$4,515.0	\$607.0	13.4%	\$9,381.5	2.1x	15.5x
Penske Truck Leasing Co., L.P. Penske Automotive Group, Inc.	Trucking	Sep-17	Sep-17	NA	NA	NA	\$674.0	NA	NA
Rockwell Collins, Inc. United Technologies Corporation	Aerospace and Defense	Sep-17	Pending	\$6,074.0	\$1,345.0	22.1%	\$30,943.2	5.1x	23.0x
Oldcastle Distribution Inc. Beacon Roofing Supply, Inc.	Trading Companies and Distributors	Aug-17	Pending	NA	NA	NA	\$2,625.0	NA	NA
Neff Corporation United Rentals (North America), Inc.	Trading Companies and Distributors	Aug-17	Oct-17	\$407.7	\$104.7	25.7%	\$632.5	1.6x	6.0x
CH2M HILL Companies, Ltd. Jacobs Engineering Group Inc.	Construction and Engineering	Aug-17	Pending	\$5,183.3	NA	NA	\$3,375.5	0.7x	NA
ASCO Power Technologies, L.P. Schneider Electric S.E.	Heavy Electrical Equipment	Jul-17	Pending	\$468.0	NA	NA	\$1,250.0	2.7x	NA
GCA Services Group, Inc. ABM Industries Incorporated	Environmental and Facilities Services	Jul-17	Sep-17	\$1,100.0	\$100.0	9.1%	\$1,237.3	1.1x	12.4x
Global Gateway South Terminal EQT Partners AB; EQT Infrastructure III	Marine Ports and Services	Jul-17	Pending	NA	NA	NA	\$817.0	NA	NA
HD Supply Waterworks Group Clayton, Dubilier & Rice, Inc.	Trading Companies and Distributors	Jun-17	Aug-17	NA	NA	NA	\$2,400.0	NA	NA
Navig8 Product Tankers Inc. Scorpio Tankers Inc.	Marine	May-17	Sep-17	\$123.5	\$64.6	52.3%	\$1,204.4	9.8x	18.7x
Maintenance Supply Headquarters, LP Lowe's Companies, Inc.	Trading Companies and Distributors	May-17	Jun-17	NA	NA	NA	\$512.0	NA	NA
Pittsburgh Corning Corporation Owens Corning	Building Products	May-17	Jun-17	\$240.0	NA	NA	\$560.0	2.3x	NA
Swift Transportation Company Knight Transportation, Inc.	Trucking	Apr-17	Sep-17	\$4,027.5	\$503.6	12.5%	\$2,970.6	0.7x	5.9x
TRC Companies, Inc. New Mountain Capital, LLC	Environmental and Facilities Services	Mar-17	Jun-17	\$529.4	\$49.1	9.3%	\$687.5	1.3x	14.0x
Florida East Coast Holdings Corp. Grupo México Transportes S.A. de C.V.	Railroads	Mar-17	Pending	NA	NA	NA	\$2,100.0	NA	NA
SUEZ Water Technologies & Solutions Caisse de dépôt et placement du Québec; SUEZ SA	Industrial Machinery	Mar-17	Sep-17	\$2,101.8	NA	NA	\$3,374.8	1.6x	NA
CB&I Government Solutions, Inc. Veritas Capital Fund Management, LLC	Environmental and Facilities Services	Feb-17	Jun-17	\$2,000.0	NA	NA	\$700.0	0.4x	NA
DigitalGlobe, Inc. SSL MDA Holdings, Inc.	Aerospace and Defense	Feb-17	Oct-17	\$725.4	\$390.5	53.8%	\$3,510.9	4.8x	9.0x
Visual Comfort Corporation Of America AEA Investors LP	Electrical Components and Equipment	Feb-17	Pending	NA	NA	NA	\$630.0	NA	NA
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	2.6x	6.2x
Alpha Holding Company, LLC Plains Pipeline L.P.	Construction and Engineering	Jan-17	Feb-17	NA	NA	NA	\$1,215.0	NA	NA
WestRock Company, Specialty Closures and Dispensing Systems Business Silgan International Holdings B.V.	Trading Companies and Distributors	Jan-17	Apr-17	\$566.0	\$103.0	18.2%	\$1,050.0	1.9x	10.2x
Median				\$725.4	\$104.7	18.2%	\$1,215.0	1.9x	12.4x
Mean				\$1,858.5	\$317.4	24.8%	\$3,051.1	2.4x	12.1x

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