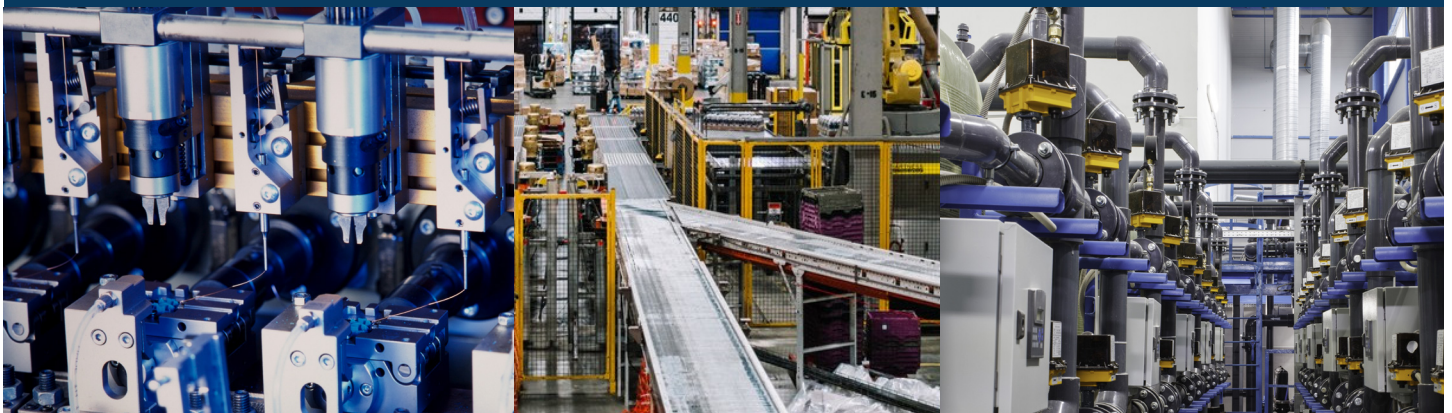


# INDUSTRIAL DISTRIBUTOR M&A PULSE

FIRST QUARTER 2018



# Q1'18

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# Industrial Distribution Coverage Team

## ABOUT PMCF

P&M Corporate Finance (“PMCF”), a U.S. registered broker/dealer, is an investment bank focused exclusively on middle market transactions, with professionals in Chicago, Detroit and across the globe through Corporate Finance International affiliates. Offering a depth of advisory services, PMCF has helped clients worldwide meet their sale, acquisition, financing, and strategic growth objectives. Additional information on PMCF can also be found by visiting our website, [www.pmcf.com](http://www.pmcf.com).

## INVESTMENT BANKING SERVICES:

- Mergers & Acquisitions
- Carve-Outs & Divestitures
- Strategic Assessments
- Readiness Reviews
- Capital Raising



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## SELECT PMCF DISTRIBUTION TRANSACTIONS



# What We're Discussing with Clients

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1

The Trump administration's tariffs and uncertainty around trade policy have meaningfully increased the price of raw materials for many manufacturers. This can impact valuations for manufacturers and distributors to the extent they are absorbed; successfully mitigating input cost via price increases or pass-along to the consumer will neutralize any near/intermediate term effect (with appropriate positioning to potential buyers).

2

Protecting breaches of confidential information, trade secrets, or other sensitive information is an important aspect to any potential transaction. To avoid misuse of sensitive information, PMCF recommends executing non-competes with key employees prior to launching. This can be done in the lead up to a transaction; some clients have had success implementing non-competes during annual performance reviews.

3

Defining and targeting the right buyers is a critically important aspect to closing a transaction at a premium valuation. Balancing the risk of confidentiality breach with the benefit of identifying a broad target list (and perhaps, an unconventional buyer willing to pay a premium multiple) is something that should be assessed during every transaction. PMCF has seen many instances where buyers in adjacent industries pay premium multiples to enter a complimentary space vis-à-vis existing competitors.

# Q1 Market Summary & Outlook

## 2018 - OFF TO A STRONG START

The first quarter of 2018 started off strong, albeit slightly behind Q1 2017, which was a near record year for Industrial Distribution M&A. A host of factors, including deal volume and deal value, public equity performance, and economic indicators point to continued traction in the industrial distribution market, while recent developments in trade policy, and uncertainty around those policies, has not meaningfully tempered deal activity. Deal volume reduced by 3.7% year-to-year, while public valuation multiples remained strong at a median of 12.5x EV/EBITDA multiple (consistent with Q1 2017 median of 12.5x) and a mean of 13.3x.

Macroeconomic indicators remained positive through the start of the year. The Institute for Supply Management (“ISM”) New Orders Index registered above 50 (the threshold for economic expansion) for the 19th consecutive month in March 2018, finishing at 61.9 vis-à-vis 65.4 in January 2018. The ISM Purchasing Managers’ Index closed at 59.3 in March 2018, equal to December 2017 and still quite strong overall. The Chicago Fed Midwest Economy Index, which measures non-farm economic indicators, continued its trend upward from 0.4 in December 2017 to 0.5 in March 2018, both values indicating expansion. The Consumer Price Index, a measure of inflation, continued its rise, up to 249.6 in March 2018 (1.0% growth over Q4 2017).

A number of additional data points indicate a healthy economy for industrial distributors. The ISM’s Production Index finished March 2018 at 61.0, down slightly from 63.9 in December 2017 but still very strong (over 50 indicates expansion). While 2018 equity markets have experienced some volatility, they finished the quarter strong with the S&P 500 sitting at 2,630.87 on March 29 (compared to 2,386.2 a year ago on April 1, 2017).

## PMCF PERSPECTIVES: CROSS-BORDER M&A

As industrial distributors seek increased size, scale, and diversification, cross-border M&A has emerged as one way to quickly gain new market and customer access. Historical global M&A trends, along with macroeconomic, regulatory, and market dynamics point to increasing cross-border deal volume. Global cross-border M&A is the highest it has been since 2011, making up 27.3% of total industrial distribution deal volume in 2017 and surpassing the five, ten, and fifteen year average. In the U.S., cross-border deals increased from approximately 13.3% to 14.9% of total volume over the past two years. Many companies are weighing the value of cross-border deals against “greenfield” investing to expand presence in new markets. Due to the complexities that come with international transactions, deal teams need to focus on common risk factors such as national and regional tax laws; the availability, accuracy, and reliability of the target company’s financial information; and the country’s political stability.

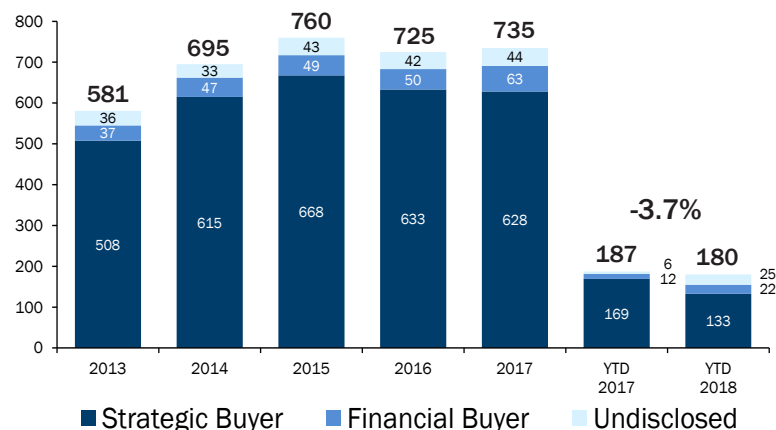
Firms continue to pursue international deals, despite the risks involved, due to the myriad of benefits they can afford. A cross-border M&A deal presents companies with opportunities for expansion into new geographies and sectors and “plug-and-play” access to domestic suppliers. Companies can also extract value through cost synergies; reaching capacity takes time, and entering a new market through acquisition can assist acquirers in reaching critical mass expeditiously. Although possible to launch into new markets without a transaction, building a network as strong as an entrenched domestic player can be a struggle. Further, international revenue streams or the relocation of a company’s head office can also have a substantial tax benefit.

Examples of cross-border M&A abound in the distribution sector. One example is Bunzl plc, a highly acquisitive multinational distribution and outsourcing company headquartered in the United Kingdom supplying a very diverse customer base. Within the last two years, Bunzl has made over fifteen cross-border acquisitions. By taking a disciplined approach to cross-border acquisitions, the company has been able to take advantage of warehousing & distribution efficiencies, back office integration, and product range extension while geographically diversifying its revenue streams.

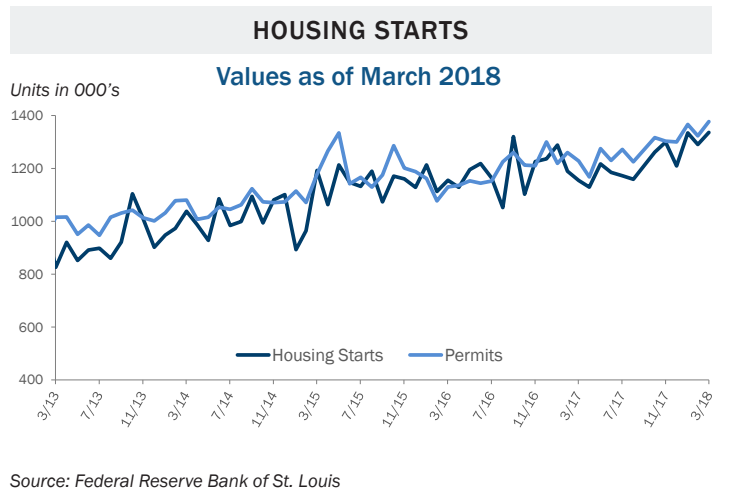
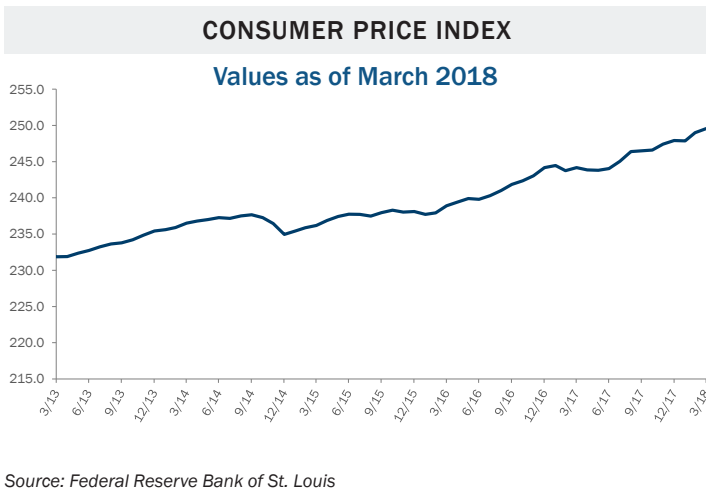
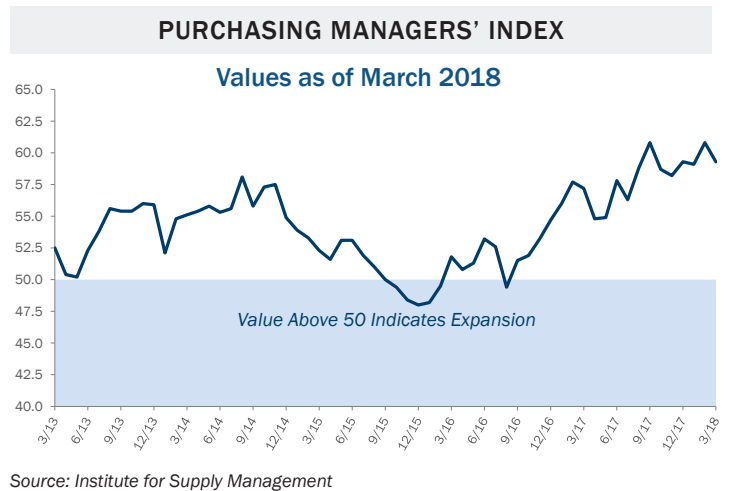
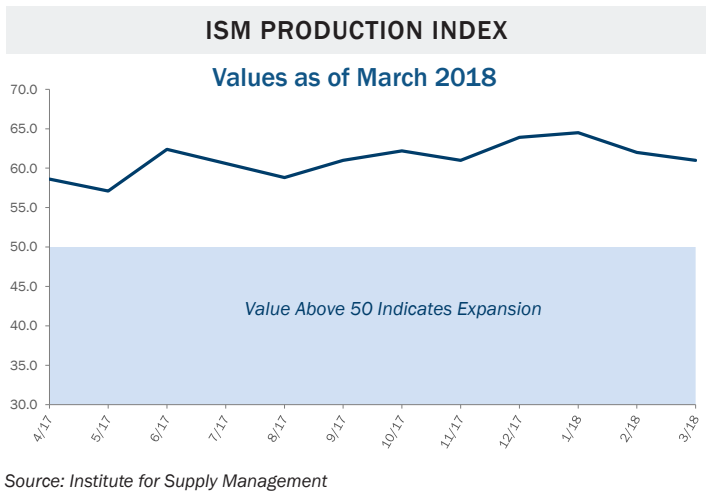
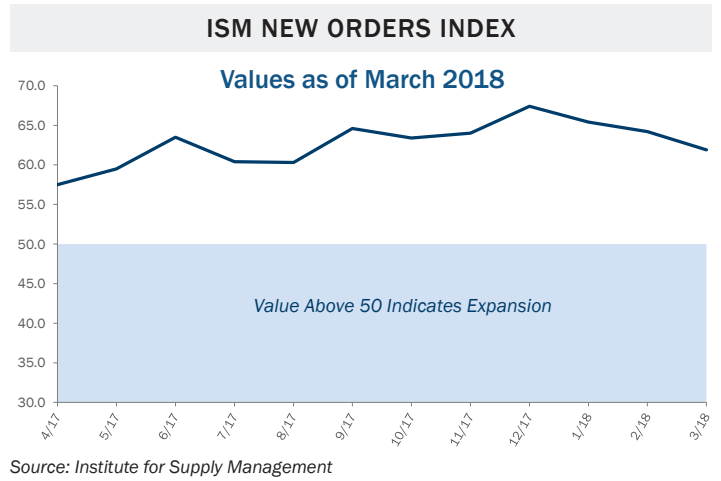
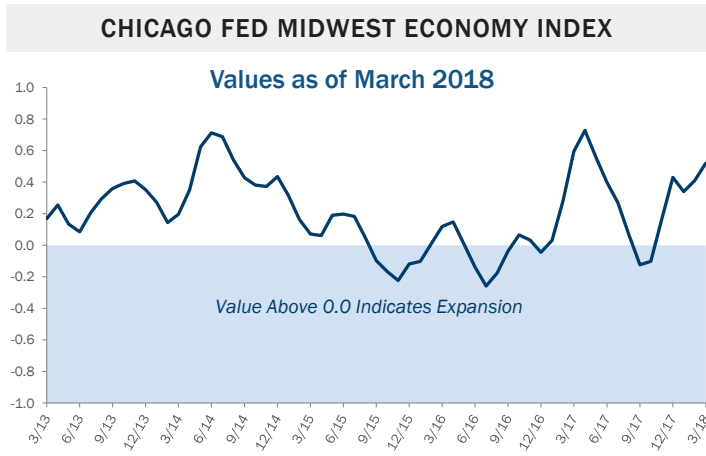
Direct foreign investment can help a company import needed technology, enter otherwise difficult geographic markets, and scale quickly. When looking into an acquisition in an international market, comprehensive planning and the use of experts and external advisors is critical to a successful transaction. This is particularly important during the due diligence process, which can be more complex than domestic transactions.

Sources: Capital IQ, Deloitte Cross-border M&A Survey, Deal Capital Partners, LLC

## INDUSTRIAL DISTRIBUTION DEALS BY YEAR



# Macroeconomic Trends & Signals



# PMCF Industrial Distributor Index

Company Name	Headquarters Location	Market Cap.	Enterprise Value	TTM Revenue	TTM Gross profit	Adjusted EBITDA	TTM Gross Margin	TTM EBITDA Margin	Net Debt/ EBITDA	EV/ Revenue	EV/EBITDA(1) Q1 '18 Q1 '17	
<b>\$ in Millions</b>												
<b>Industrial/MRO/Safety</b>												
W.W. Grainger, Inc.	United States	\$15,823	\$17,976	\$10,650	\$4,183	\$1,486	39.3%	14.0%	1.4x	1.7x	12.9x	11.1x
Fastenal Company	United States	15,703	16,001	4,529	2,223	1,034	49.1%	22.8%	0.3x	3.5x	15.9x	16.9x
HD Supply Holdings, Inc.	United States	7,039	8,582	5,121	2,033	687	39.7%	13.4%	2.2x	1.7x	12.5x	13.8x
MSC Industrial Direct Co., Inc.	United States	5,178	5,650	3,035	1,335	476	44.0%	15.7%	1.0x	1.9x	12.3x	14.2x
Applied Industrial Technologies, Inc.	United States	2,819	3,047	2,857	816	253	28.6%	8.8%	3.9x	1.1x	13.2x	13.1x
Kaman Corporation	United States	1,726	2,097	1,833	554	172	30.2%	9.4%	1.9x	1.1x	13.0x	10.0x
Bossard Holding AG	Switzerland	1,563	1,688	785	253	110	32.2%	14.0%	1.1x	2.2x	15.3x	17.7x
MRC Global Inc.	United States	1,517	2,350	3,794	588	151	15.5%	4.0%	3.9x	0.6x	17.7x	55.9x
NOW Inc.	United States	1,104	1,168	2,781	535	35	19.2%	1.3%	NM	0.4x	n/a	NM
DXP Enterprises, Inc.	United States	676	897	1,054	284	64	26.9%	6.1%	3.6x	0.9x	14.6x	17.9x
Essendant Inc.	United States	294	764	5,008	684	93	13.7%	1.9%	5.4x	0.2x	7.1x	6.4x
<b>Median</b>							<b>30.2%</b>	<b>9.4%</b>	<b>2.1x</b>	<b>1.1x</b>	<b>13.1x</b>	<b>14.0x</b>
<b>Electrical Products</b>												
Arrow Electronics, Inc.	United States	\$6,750	\$9,358	\$27,951	\$3,465	\$1,242	12.4%	4.4%	2.4x	0.3x	7.9x	8.2x
Avnet, Inc.	United States	5,009	6,014	18,584	2,499	703	13.4%	3.8%	1.5x	0.3x	8.6x	8.5x
Rexel S.A.	France	4,853	7,242	15,389	3,751	685	24.4%	4.5%	3.7x	0.5x	10.2x	12.7x
Electrocomponents plc	United Kingdom	3,509	3,676	2,255	992	247	44.0%	11.0%	0.4x	1.6x	16.8x	17.4x
WESCO International, Inc.	United States	2,920	4,185	7,900	1,515	382	19.2%	4.8%	3.2x	0.5x	11.2x	12.1x
Anixter International Inc.	United States	2,522	3,654	7,996	1,576	369	19.7%	4.6%	3.3x	0.5x	9.6x	10.4x
Houston Wire & Cable Company	United States	121	197	324	76	11	23.5%	3.3%	NM	0.6x	26.8x	NM
<b>Median</b>							<b>19.7%</b>	<b>4.5%</b>	<b>2.8x</b>	<b>0.5x</b>	<b>10.2x</b>	<b>11.2x</b>
<b>Building Products</b>												
CRH plc	Ireland	\$27,101	\$34,517	\$29,470	\$9,718	\$3,674	33.0%	12.5%	1.9x	1.2x	9.2x	10.7x
Ferguson plc	Switzerland	17,505	18,825	22,268	6,476	1,715	29.1%	7.7%	0.8x	0.8x	11.8x	12.1x
Watsco, Inc.	United States	6,195	6,390	4,396	1,078	376	24.5%	8.6%	0.1x	1.5x	17.0x	13.9x
Pool Corporation	United States	5,931	6,419	2,828	818	313	28.9%	11.1%	1.8x	2.3x	20.7x	19.2x
Beacon Roofing Supply, Inc.	United States	3,609	5,584	5,051	1,229	383	24.3%	7.6%	7.7x	1.1x	14.6x	10.9x
Builders FirstSource, Inc.	United States	2,264	3,991	7,202	1,762	390	24.5%	5.4%	4.9x	0.6x	10.4x	9.9x
Universal Forest Products, Inc.	United States	1,986	2,118	4,089	553	239	13.5%	5.9%	1.1x	0.5x	9.1x	10.2x
<b>Median</b>							<b>24.5%</b>	<b>7.7%</b>	<b>1.8x</b>	<b>1.1x</b>	<b>11.8x</b>	<b>10.9x</b>
<b>Chemicals &amp; Gases</b>												
Air Liquide S.A.	France	\$49,581	\$65,671	\$23,778	\$14,756	\$5,682	62.1%	23.9%	2.7x	2.8x	11.5x	13.0x
Praxair, Inc.	United States	41,434	50,321	11,708	5,125	3,790	43.8%	32.4%	2.2x	4.3x	13.5x	12.4x
Brenntag AG	Germany	8,720	10,571	13,724	2,903	882	21.2%	6.4%	2.1x	0.8x	12.1x	12.4x
Univar Inc.	United States	3,920	6,347	8,413	1,853	604	22.0%	7.2%	4.3x	0.8x	10.9x	14.9x
IMCD N.V.	Netherlands	3,056	3,630	2,234	507	194	22.7%	8.7%	3.0x	1.6x	18.7x	18.6x
<b>Median</b>							<b>22.7%</b>	<b>8.7%</b>	<b>2.7x</b>	<b>1.6x</b>	<b>12.1x</b>	<b>13.0x</b>
<b>Median</b>							<b>24.5%</b>	<b>7.6%</b>	<b>2.2x</b>	<b>1.0x</b>	<b>12.5x</b>	<b>12.5x</b>
<b>Mean</b>							<b>28.1%</b>	<b>9.5%</b>	<b>2.6x</b>	<b>1.3x</b>	<b>13.3x</b>	<b>14.4x</b>

Market capitalizations and total enterprise values as of March 31, 2018; income statement and balance sheet data as of last period reported

(1) Multiple of EBITDA based on EBITDA inclusive of equity income from affiliates

Currency conversions assume historical rate

Source: Capital IQ

# Public Company Equity Performance & Trends

## VALUATION TRENDS:

- While median EV/EBITDA multiples for the Q1 2018 Industrial Distributor Index were flat compared to Q1 2017, mean multiples slightly dropped. Within the index, there were slightly more losers than winners, year-over-year, with Building Products distributors largely making up for weaknesses in other sectors.

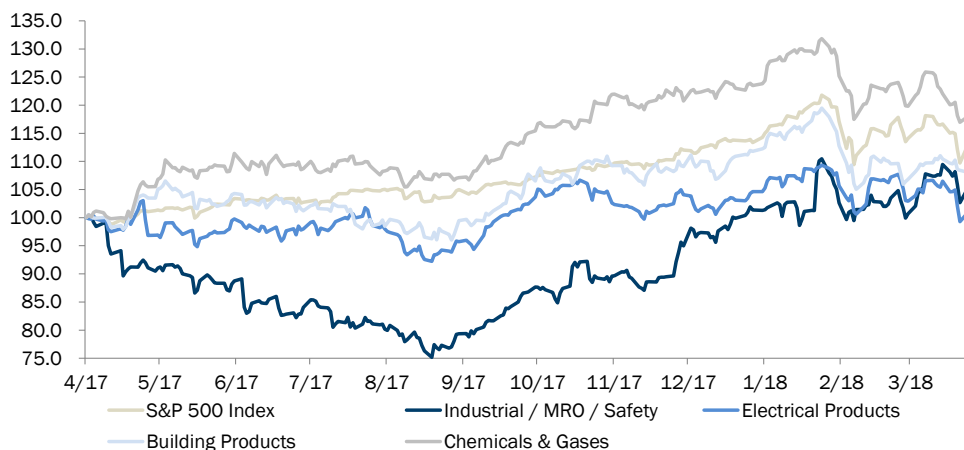
PMCF INDUSTRIAL DISTRIBUTION INDEX PUBLIC VALUATIONS								
	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Q1 2018
<b>Revenue Multiple</b>								
Median	0.8x	0.9x	0.9x	0.9x	0.9x	1.0x	1.0x	1.0x
Mean	1.1x	1.2x	1.3x	1.3x	1.3x	1.3x	1.3x	1.3x
<b>EBITDA Multiple<sup>(1)</sup></b>								
Median	10.6x	11.7x	12.6x	12.5x	11.6x	12.2x	12.4x	12.5x
Mean	11.5x	12.4x	16.0x	14.4x	13.3x	13.1x	14.3x	13.3x

(1) Multiple of EBITDA based on EBITDA inclusive of equity income from affiliates  
 Quarterly figures based on the last trading day of each quarter shown  
 Source: Capital IQ

## EQUITY PERFORMANCE:

- In aggregate, the market capitalization of industrial distributors increased 8.6% from Q1 2017 to Q1 2018, whereas the S&P 500 gained 12.0% during the same period. The Info Tech, Financials, and Consumer Discretionary sectors drove the increase of the S&P, while electrical products and Industrial/MRO/Safety distributors weighed on overall industrial distribution.
- Market capitalizations of Industrial/MRO/Safety companies in the index increased 5.1% over Q1 2017 in Q1 2018. These stocks rebounded significantly from lows in late July, when they had fallen 24.8% from their value at the outset of Q1 2017. This drop can, in part, be attributed to fears of the “Amazon Effect,” exacerbated by Amazon’s announcement of the Whole Foods acquisition in July 2017; fears have somewhat abated and equities have since improved.
- Chemical & Gas distribution companies in the index improved the most of any sector, with a 17.4% increase from Q1 2017 to Q1 2018.
- Outside of Chemicals & Gases and Building Products, industrial distribution subsectors lagged behind the broader market from Q1 2017 to Q1 2018. Beginning in September 2017, however, after a market correction from the overreaction to the Amazon / Whole Foods acquisition, industrial distributors in all sectors have outperformed the broader market.

## PMCF INDUSTRIAL DISTRIBUTION INDEX PUBLIC EQUITY PERFORMANCE



Market capitalization indices with mixed currencies are converted into USD using historical spot rates  
 Local currency quotes converted to USD using historical spot rates  
 Source: Capital IQ

# Market Commentary

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*Markets remained strong throughout Q1 2018, the year beginning with two large distribution deals; Applied Industrial Technologies' acquisition of FCX Performance and HD Supply's acquisition of A.H. Harris & Sons. Public equity values increased and economic indicators remain largely positive. Industry leaders voiced largely positive sentiment regarding the economic outlook for the remainder of 2018.*

May 2018: "In the first quarter, global components again experienced robust demand. Sales were \$4.93 billion, up 21% year-over-year, and were above the high end of our expectations. We captured double-digit growth in [the Americas, Asia, and Europe]. We saw broad strength across our industrial, manufacturing and mass-market customers. Growing electronic content continues to be a tailwind for our transportation vertical sales in all three regions. We also saw strong demand from aerospace and defense customers in the Americas and Europe in the first quarter."

**Michael J. Long**, Chairman, President & CEO, Arrow Electronics, Inc.

May 2018: "Our results for the first quarter demonstrate continued momentum. At Distribution, our efforts to improve sales trends showed progress as organic sales per sales day increased 4.5% over the prior year. Aerospace delivered strong performance in the quarter, and as of the end of the quarter backlog is in excess of \$800 million. In addition, we anticipate continued sales growth in our specialty bearings and engineered products area as the year progresses, continuing a trend that has developed over the past several years."

**Neal J. Keating**, Chairman, President & CEO, Kaman Corp.

March 2018: "When thinking about our long-term strategy around capital allocation, we are committed to allocating capital to the highest return investments available. This past year is a good example of our execution. We repurchased over \$500 million in HD Supply stock, at an attractive price, and we agreed to acquire A.H. Harris for \$380 million. We believe both of these investments will generate strong returns for our shareholders."

**Joseph J. DeAngelo**, Chairman, President & CEO, HD Supply Holdings, Inc.

May 2018: "While weather can swing from one quarter or even one month to the next, we believe key company initiatives are helping to sustain our performance. We have a focused effort to invest in our employees with additional tools and training that are enhancing productivity for consistently expanding our product breadth and depth, including our TRI-BUILT private label offering, and we're targeting new customer subsets including building out relationships with national accounts, large retailers and 2-step customers, and we're investing in technology both for our own uses and for the benefits of our customers. One example of the successful technology initiative is our growing e-commerce platform. Although still only a small part of Beacon's business, it is expanding in importance as we penetrate new customers and add to its functionality and service offering."

**Paul M. Isabella**, CEO, President & Director, Beacon Roofing Supply, Inc.

Sources: Company SEC Filings and conference call transcripts



# Key Deal Highlights

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## Product Line Expansion

MSC Industrial Direct Co., Inc. (NYSE:MSM) acquires All Integrated Solutions

On April 30, MSC Industrial Direct Co., Inc. (“MSC”) acquired All Integrated Solutions (“AIS”) from High Road Capital Partners for \$86M. AIS is a New Brighton, MN-based supplier of standard and specialty components and fasteners to original equipment manufacturers and other customers. “AIS represents an exciting opportunity to advance MSC’s growth plan. Its assembly and fastener products and specialists extend our expertise and fortify our experienced team of associates in delivering solutions to help customers solve their mission-critical challenges on the plant floor,” said MSC president and Chief Executive Officer Erik Gerswind. “In addition, AIS also complements our robust Class C fastener offering and VMI solutions.”

## Platform Investment

Leonard Green & Partners, L.P. acquires SRS Distribution Inc.

On April 25, Leonard Green & Partners, L.P. (“LGP”) signed an agreement to acquire a majority stake in SRS Distribution Inc. (“SRS”) from Berkshire Partners LLC and other shareholders for approximately \$3 billion. Founded in 2008, Texas-based SRS distributes various roofing products in the United States to professional contractors, builders, and remodelers. SRS now has more than 200 locations in 41 states operating under the names of nearly two dozen subsidiaries. Jonathan Seiffer, LGP Senior Partner, said, “SRS is precisely the type of company in which we like to invest. We value companies that win with people, a differentiated culture, and multiple levers for growth. We are thrilled to partner with SRS’s broad group of employee owners and Berkshire to help deliver the next phase of outstanding growth.”

## Industry Consolidation

BlueLinx Corporation (NYSE:BXC) acquires Cedar Creek Holdings, Inc.

On March 12, BlueLinx Corporation (“BlueLinx”) acquired Cedar Creek Holdings, Inc. (“Cedar Creek”) from Charlesbank Capital Partners, LLC for \$410M. Headquartered in Oklahoma City and founded in 1977, Cedar Creek is a distributor of lumber and building materials in the United States. Alex Averitt, recently appointed Chief Operating Officer of BlueLinx, said, “The Cedar Creek family is pleased to join forces with BlueLinx, and we are confident that the combination of our companies creates significant value for all our stakeholders. Our deep and unyielding commitment to our customers and focus on organic growth will be the driving force as we achieve our goal of becoming the leading wholesale building products distributor in the United States.”

## Synergy Realization

Beacon Roofing Supply, Inc. (NasdaqGS:BECN) acquired Allied Building Products Corp.

On January 2, Beacon Roofing Supply, Inc. (“Beacon Roofing”) completed its acquisition of Allied Building Corp. (“Allied”) from Oldcastle Distribution, Inc. for \$2.6B. Headquartered in East Rutherford, NJ and founded in 1950, Allied is a distributor of building materials for residential, commercial, and industrial construction. Paul M. Isabella, CEO, President & Director of Beacon said, “Allied is one of the largest and most successful national distributors of residential and commercial exterior and interior building products, headquartered in New Jersey. Approximately 2 years ago, I announced the RSG transaction on a call like this... As I said, for RSG, we committed \$50 million of run rate synergies. We delivered well over that amount. We’re going to be using the same integration team, the same process and approach, the same outside consultant and the same rigor.”

# Industrial Distribution M&A Activity

## SELECT INDUSTRIAL DISTRIBUTION TRANSACTIONS

(\$ in Millions)

Date	Target	Buyer	Industry Segment	Implied EV	EV/TTM Revenue	EV/TTM EBITDA
Pending	Supratechnic Pte Ltd., IQ Air Business	Scientific & Industrial Instrumentation Pte Ltd.	Industrial / MRO / Safety	\$3.2	2.2x	-
Pending	Umongo Petroleum Proprietary Limited	Omnia Group (Pty) Ltd	Chemicals & Gases	66.6	0.8x	8.4x
Pending	Wellstar Enterprises (Hong Kong) Company Limited	Brenntag AG	Chemicals & Gases	29.8	-	-
Pending	STAHLGRUBER GmbH	LKQ Corporation	Automotive	1,763.9	-	-
May-18	MORSCO Inc.	Reece Limited	Building Products	1,440.0	0.8x	-
May-18	Cook Iron Store Company	Colony Hardware Corp.	Industrial / MRO / Safety	-	-	-
May-18	Weiler Welding Company, Inc.	Airgas, Inc.	Chemicals & Gases	-	-	-
May-18	Celplast Packaging Systems Ltd. and BVM USA Inc.	Crawford Packaging Inc.	Industrial / MRO / Safety	-	-	-
May-18	Tri-State Builder's Supply, Inc	Beacon Roofing Supply, Inc.	Building Products	-	-	-
May-18	Brinker Brown Fastener & Supply Inc.	Colony Hardware Corp.	Industrial / MRO / Safety	-	-	-
May-18	All Integrated Solutions	MSC Industrial Direct Co., Inc.	Industrial / MRO / Safety	86.0	1.3x	-
May-18	US LBM Holdings, Inc.	Myrtle Beach Building Supply Co., Inc.	Building Products	-	-	-
Apr-18	Ryan Herco Flow Solutions, Inc.	STS Operating, Inc.	Fluid Control Products	-	-	-
Apr-18	Leonard Green & Partners, L.P.	SRS Distribution Inc.	Building Products	3,000.0	-	-
Apr-18	Advanced Automated Controls, Inc.	Bearing Distributors, Inc.	Industrial / MRO / Safety	-	-	-
Apr-18	Tools & Test Business of Textron Inc.	Emerson Electric Co,	Industrial / MRO / Safety	-	-	-
Apr-18	Ferrostaal Piping Supply GmbH	Van Leeuwen Pipe and Tube Group B.V.	Industrial / MRO / Safety	-	-	-
Apr-18	S.P. Richards Company, Inc.	Essendant Inc.	Industrial / MRO / Safety	687.5	-	-
Apr-18	City Electric Company, Inc.	Sonepar Management US, Inc.	Industrial / MRO / Safety	-	-	-
Apr-18	Ace Supply Inc.	L&W Supply Corp.	Building Products	-	-	-
Apr-18	Jaxx LLC	Ballard Industrial	Industrial / MRO / Safety	-	-	-
Apr-18	Klingel Joining Technologies	Atlas Copco AB	Industrial / MRO / Safety	-	-	-
Apr-18	Fanello Industries, Inc.	Ryerson Holding Corp.	Industrial / MRO / Safety	-	-	-
Apr-18	Branam Fastening Systems, Inc.	Endries International Inc.	Industrial / MRO / Safety	-	-	-
Apr-18	Response Packaging, LLC	Orbis Corp.	Industrial / MRO / Safety	-	-	-
Apr-18	Safeway Sling USA, Inc.	Bishop Lifting Products, Inc.	Industrial / MRO / Safety	-	-	-
Apr-18	Mitsui & Co., Ltd., Iron and Steel Products Business	Nippon Steel & Sumikin Bussan Corporation	Industrial / MRO / Safety	539.9	0.2x	-
Mar-18	Stark Group A/S	Lone Star Funds	Building Products	1,195.2	0.5x	-
Mar-18	Miracle Sealants Co.	RPM International Inc.	Building Products	-	-	-
Mar-18	Picor Corp.	Purvis Industries Ltd.	Industrial / MRO / Safety	-	-	-
Mar-18	Fellow Georgia Distributor Regional Supply LLC	Belt Power	Industrial / MRO / Safety	-	-	-
Mar-18	Cedar Creek	BlueLinx Holdings	Industrial / MRO / Safety	413.0	-	-
Mar-18	Eagle Manufacturing Co.	Justrite Safety Group	Industrial / MRO / Safety	-	-	-
Mar-18	Tri-Flex Hose And Fitting Co., Inc.	Industrial Supply Solutions, Inc.	Building Products	-	-	-
Mar-18	RD Smith Company, Inc.	Crane Engineering, Inc.	Fluid Control Products	-	-	-
Mar-18	EIS Inc.	Motion Industries, Inc.	Industrial / MRO / Safety	-	-	-
Mar-18	A.H. Harris & Sons, Inc.	HD Supply Construction Supply, Ltd.	Building Products	380.0	-	-
Mar-18	Foster Hose And Fittings, Inc.	Singer Equities, Inc.	Industrial / MRO / Safety	-	-	-
Feb-18	Compressed Air Systems, Inc.	Ohio Transmission Corp.	Chemicals & Gases	-	-	-
Feb-18	Cincinnati Hose & Fittings, Inc.	Triad Technologies, LLC	Fluid Control Products	-	-	-
Feb-18	Allied Fastener And Tool, Inc.	Colony Hardware Corp.	Industrial / MRO / Safety	-	-	-
Feb-18	Saladin Pump & Equipment Co., Inc.	Tencarva Machinery Company Inc.	Fluid Control Products	-	-	-
Feb-18	Louisville Mill Supply Co.	American Producers Supply Company Co Inc	Industrial / MRO / Safety	-	-	-
Jan-18	FCX Performance, Inc.	Applied Industrial Technologies, Inc.	Fluid Control Products	784.0	-	-
Jan-18	Application Specialties, Inc.	DXP Enterprises, Inc.	Industrial / MRO / Safety	-	-	-
Jan-18	Pete Rose, Inc.	SiteOne Landscape Supply, Inc.	Industrial / MRO / Safety	-	-	-
Jan-18	Allied Building Products Corp.	Beacon Roofing Supply, Inc.	Building Products	2,625.0	1.0x	14.0x
<b>Median</b>				<b>\$613.7</b>	<b>0.8x</b>	<b>11.2x</b>
<b>Mean</b>				<b>\$929.6</b>	<b>1.0x</b>	<b>11.2x</b>

Sources: Capital IQ, company websites, and proprietary research

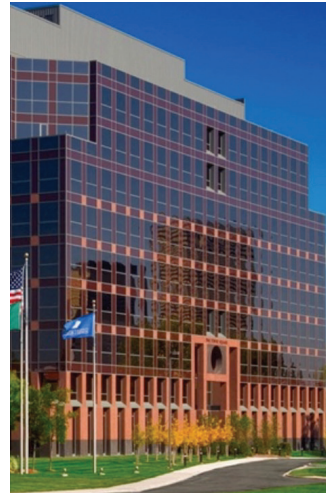
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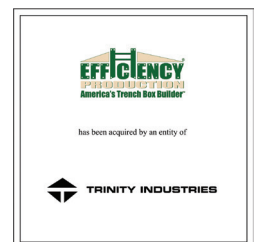
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*2017 USA BOUTIQUE INVESTMENT BANK OF THE YEAR*



**2017 M&A ATLAS AWARD WINNER**  
*CORPORATE DEAL OF THE YEAR*



**2017 M&A ADVISORS AWARD WINNER**  
*INDUSTRIALS DEAL OF THE YEAR*



**THE M&A ADVISOR INTERNATIONAL M&A AWARDS**  
**CROSS-BORDER M&A DEAL OF THE YEAR**  
(\$50MM - \$100MM)

AND

**CROSS-BORDER CORPORATE AND STRATEGIC**  
**ACQUISITION DEAL OF THE YEAR**  
(\$10MM - \$25MM)





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