

INDUSTRIAL DISTRIBUTOR M&A PULSE

FOURTH QUARTER 2017



Q4'17

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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.pmcfc.com.

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SELECT PMCF DISTRIBUTION TRANSACTIONS



What We're Discussing with Clients



1

The Tax Cuts and Jobs Act of 2017 reduced effective tax rates for C-Corporations, pass-through entities, and individuals. Generally, this improves overall cash flow – potentially boosting company valuations. In practice, it remains unclear how both strategic and financial buyers will adjust hurdle rates to account for these tax law changes. Also unclear is how buyers and sellers will share in these savings, though any effect is likely to be at least somewhat beneficial to a seller.

2

The Federal Reserve is widely expected to adopt several interest rate increases throughout 2018. However, even with 3-4 rate increases throughout the year, borrowing rates remain historically low. Barring unexpected increases, PMCF does not anticipate rate increases to materially reduce company valuations (due to more “expensive” debt financing). Effects of an uptick in interest rates will also be offset by tax rate decreases.

3

Management teams are an important component to every transaction. Sellers need to carefully weigh which management team members to include in the process, when to bring them “into the fold,” and how to align incentives between management and sellers. Common tools include retention bonus programs, and seller severance packages coupled with non-competes.

Q4 2017 Market Summary & Outlook

2017 — ANOTHER ACTIVE YEAR

The fourth quarter of 2017 closed out another near-record year for industrial distribution M&A. A host of factors, including deal volume and deal value, public equity performance, and myriad economic indicators point to continued traction in the industrial distribution market. Deal volume grew 1.4% year-to-year, while public valuation multiples remained strong at a median of 12.4x EV/EBITDA multiple (consistent with the Q4 2016 median of 12.6x) and a mean of 14.3x.

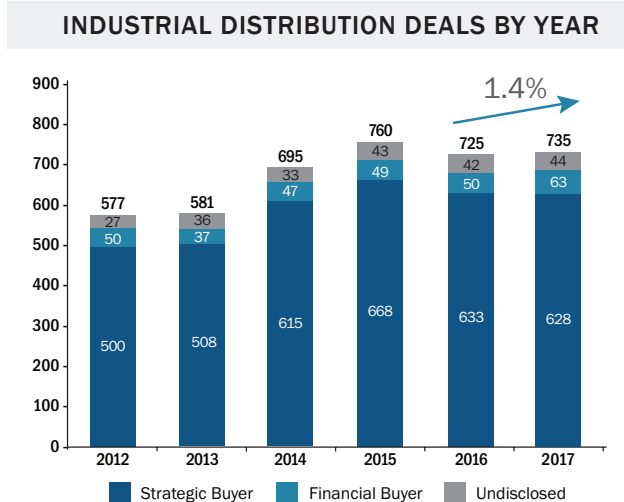
Macroeconomic indicators remained positive through the end of the year. The Industrial Supply Association Distributor's Index registered above 50 (the threshold for economic expansion) for the 16th consecutive month in November 2017, finishing at 65.2 vis-à-vis 72.4 in September 2017. Similarly, the Institute for Supply Management ("ISM") Purchasing Managers' Index closed at 59.3 in December 2017; down slightly from 60.8 in September, but still quite strong overall. The Chicago Fed Midwest Economy Index, which measures non-farm economic indicators, rebounded from (0.1) in September 2017 (indicating retraction) to 0.4 in December 2017, indicating expansion. The Consumer Price Index, a measure of inflation, continued its rise, up to 247.9 in December 2017 (0.6% growth over Q3 2017).

A number of additional data points indicate a healthy economy for industrial distributors. The ISM's New Order Index remained at high levels, finishing 2017 at 67.4, up from 63.4 in October 2017. Similarly, the ISM's Production Index finished 2017 at 65.2, up from 61.0 in October 2017. Large transactions at the beginning of 2018 bode well for a continued robust M&A market, including the acquisition of FCX Performance by Applied Industrial Technologies (NYSE:AIT) for \$768M, and HD Supply's acquisition of A.H. Harris & Sons, Inc. for \$380M from Frontenac Company.

PMCF PERSPECTIVES: POSITIVE INDICATORS FOR 2018

Today's "water cooler talk" often focuses on the strength of the M&A markets and the length of the current M&A cycle. PMCF is certainly having those conversations, and our conclusion is that the industrial distribution market will continue to show teeth in terms of both M&A volume and value in 2018, but we're all waiting for the proverbial other shoe to drop. Perhaps most relevant to the current discussion isn't the relative strength of the market, per se, but instead the specific factors keeping a robust M&A market afloat in 2018. Our expectation that 2018 will be a strong year for industrial distribution M&A is bolstered by the following factors:

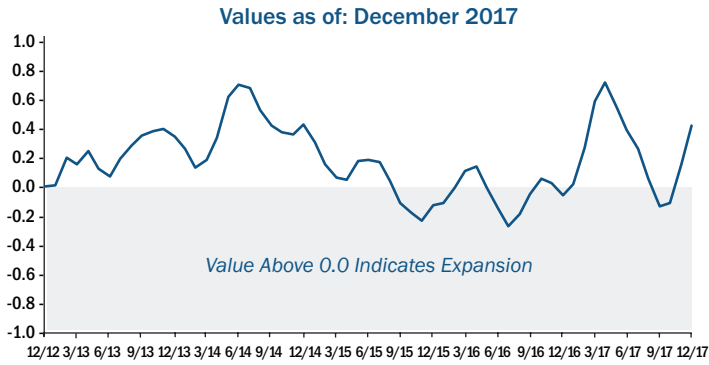
- 1. Volatile markets won't rile the fundamentals** — February 2018 saw global equity markets swing widely, with all major averages down more than 10 percent (placing them in correction territory). While the markets have since stabilized, the volatility reminds all investors that the current pace of equity appreciation will not continue indefinitely. Despite this, economic fundamentals remain strong. Earnings growth, consumer confidence, wage growth, strong employment, and production activity suggest our economy's foundation is strong. These latter forces, not equity market volatility, will keep industrial distribution M&A moving at a brisk pace in 2018.
- 2. Buying, not building** — Buyers will favor acquisitions as the preferred method of adding strategic capabilities in 2018 rather than homegrown efforts to add similar capabilities. M&A can effectively fill key capability gaps in technology, human capital, product/value-added service offerings, customer acquisition, or geographic coverage. Many buyers are willing to pay a full or premium multiple for known/proven assets, and we expect this to continue in earnest in 2018.
- 3. Demand for M&A persists** — A consequence of a long, healthy economic cycle is that organic growth rates, generally, are tepid. In order to achieve growth targets and drive enterprise value, companies will need to turn to M&A to accelerate top and bottom line growth. The passing of the tax reform act at the end of 2017 added to an already strong corporate balance sheet dynamic, allowing companies to repatriate cash and increase cash flow available for investment (due in large part by lower effective tax rates). Private equity also experienced a healthy fundraising year, adding to their dry-powder to pursue acquisitions.



Sources: Capital IQ, PitchBook, proprietary research

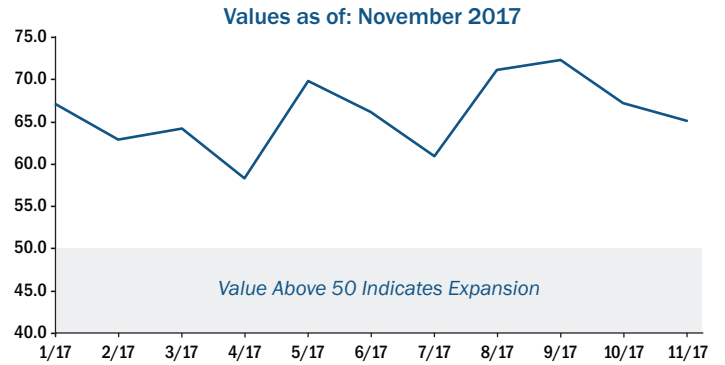
Macroeconomic Trends & Signals

CHICAGO FED MIDWEST ECONOMY INDEX



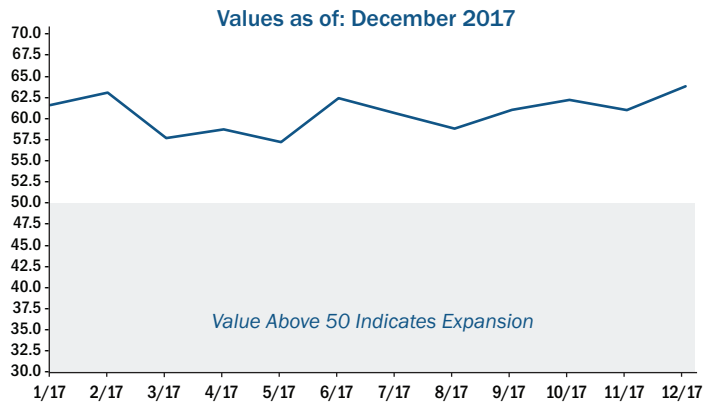
Source: Federal Reserve Bank

ISA DISTRIBUTOR'S INDEX



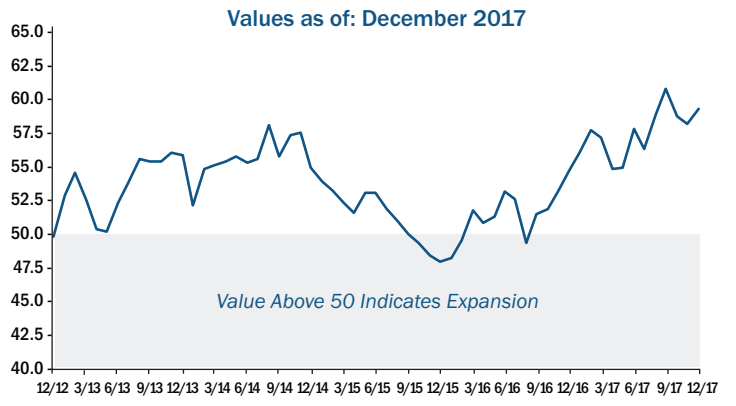
Source: Industrial Supply Association

ISM PRODUCTION INDEX



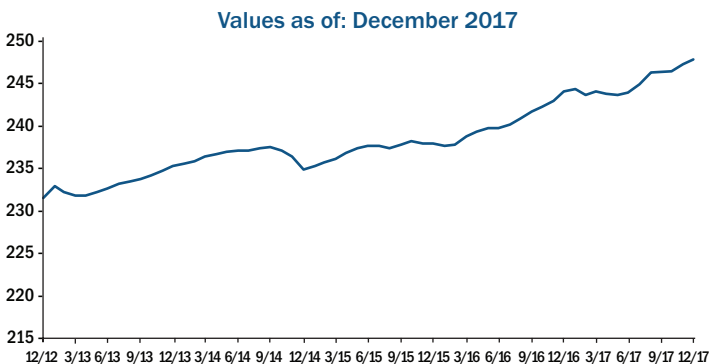
Source: Institute for Supply Management

PURCHASING MANAGERS' INDEX



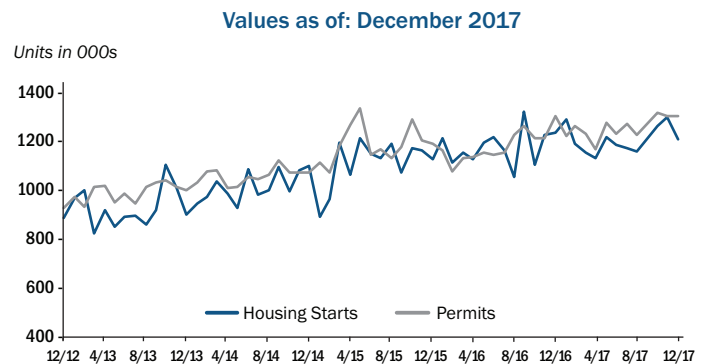
Source: Institute for Supply Management

CONSUMER PRICE INDEX



Source: Federal Reserve Bank of St. Louis

HOUSING STARTS



Source: Federal Reserve Bank of St. Louis

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⁾	
											Q4 '17	Q4 '16
Industrial/MRO/Safety												
Fastenal Company	United States	\$15,717	\$16,024	\$4,391	\$2,164	\$1,008	49.3%	23.0%	0.3x	3.6x	16.3x	15.6x
W.W. Grainger, Inc.	United States	13,462	15,634	10,425	4,098	1,313	39.3%	12.6%	1.5x	1.5x	11.8x	11.0x
HD Supply Holdings, Inc.	United States	7,433	9,070	7,643	2,603	891	34.1%	11.7%	1.8x	1.2x	10.2x	14.5x
MSC Industrial Direct Co., Inc.	United States	5,457	5,974	2,970	1,313	458	44.2%	15.4%	1.0x	2.0x	13.5x	12.9x
Applied Industrial Technologies, Inc.	United States	2,643	2,856	2,709	768	232	28.3%	8.6%	1.0x	1.1x	12.8x	12.4x
Bossard Holding AG	Switzerland	1,879	2,036	779	250	107	32.1%	13.8%	1.5x	2.6x	19.3x	15.8x
Kaman Corporation	United States	1,637	2,015	1,765	531	162	30.1%	9.2%	2.2x	1.1x	12.4x	10.9x
MRC Global Inc.	United States	1,600	2,362	3,646	559	133	15.3%	3.6%	3.6x	0.6x	17.8x	34.2x
NOW Inc.	United States	1,189	1,253	2,648	501	9	18.9%	0.3%	NM	0.5x	NM	NM
DXP Enterprises, Inc.	United States	514	738	963	261	61	27.1%	6.3%	3.7x	0.8x	12.2x	19.1x
Essendant Inc.	United States	349	779	5,094	700	96	13.7%	1.9%	4.9x	0.2x	8.1x	6.1x
Median							30.1%	9.2%	1.7x	1.1x	12.6x	13.7x
Electrical Products												
Arrow Electronics, Inc.	United States	\$7,074	\$9,719	\$26,813	\$3,357	\$1,180	12.5%	4.4%	2.2x	0.4x	8.6x	8.1x
Rexel S.A.	France	5,486	8,337	15,982	3,902	729	24.4%	4.6%	3.4x	0.5x	10.8x	11.9x
Avnet, Inc.	United States	4,791	5,744	18,231	2,476	698	13.6%	3.8%	1.4x	0.3x	8.0x	8.0x
Electrocomponents plc	United Kingdom	3,743	3,913	2,184	954	221	43.7%	10.1%	0.8x	1.8x	17.5x	17.5x
WESCO International, Inc.	United States	3,203	4,541	7,679	1,485	375	19.3%	4.9%	3.4x	0.6x	12.1x	11.6x
Anixter International Inc.	United States	2,529	3,722	7,927	1,571	380	19.8%	4.8%	3.0x	0.5x	10.0x	10.6x
Houston Wire & Cable Company	United States	119	193	305	67	4	21.9%	1.3%	NM	0.6x	48.8x	86.0x
Median							19.8%	4.6%	2.6x	0.5x	10.8x	11.6x
Building Products												
CRH plc	Ireland	\$30,163	\$38,546	\$31,270	\$10,169	\$3,606	32.5%	11.5%	2.0x	1.2x	10.0x	12.6x
Ferguson plc	Switzerland	17,848	18,587	20,064	5,812	1,549	29.0%	7.7%	0.5x	0.9x	11.7x	12.9x
Watsco, Inc.	United States	5,578	6,076	4,342	1,066	376	24.5%	8.7%	(0.2x)	1.4x	16.3x	14.6x
Pool Corporation	United States	5,208	5,736	2,788	805	310	28.9%	11.1%	1.6x	2.1x	19.0x	17.2x
Beacon Roofing Supply, Inc.	United States	4,319	4,945	4,496	1,095	383	24.3%	8.5%	5.1x	1.1x	13.0x	10.8x
Builders FirstSource, Inc.	United States	2,461	4,303	6,802	1,688	367	24.8%	5.4%	4.7x	0.6x	11.4x	9.2x
Universal Forest Products, Inc.	United States	2,301	2,458	3,835	536	228	14.0%	5.9%	0.6x	0.6x	10.8x	10.7x
Median							24.8%	8.5%	1.6x	1.1x	11.7x	12.6x
Chemicals & Gases												
Air Liquide S.A.	France	\$53,854	\$73,046	\$24,435	\$15,164	\$5,914	62.1%	24.2%	2.7x	3.0x	12.5x	14.4x
Praxair, Inc.	United States	44,286	53,402	11,437	4,982	3,686	43.6%	32.2%	2.3x	4.7x	14.6x	12.4x
Brenntag AG	Germany	9,790	11,692	13,594	2,928	959	21.5%	7.1%	1.9x	0.9x	12.0x	12.4x
Univar Inc.	United States	4,364	7,045	8,107	1,774	484	21.9%	6.0%	5.0x	0.9x	14.6x	12.9x
IMCD N.V.	Netherlands	3,301	3,780	2,017	459	182	22.7%	9.0%	2.5x	1.9x	19.7x	16.9x
Median							22.7%	9.0%	2.5x	1.9x	14.6x	12.9x
Median							24.7%	8.1%	2.1x	1.0x	12.4x	12.6x
Mean							27.9%	9.3%	2.3x	1.3x	14.3x	16.0x

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

Market capitalizations and total enterprise values as of Dec. 31, 2017; income statement and balance sheet data as of last period reported

Currency conversions assume historical spot rate

Source: Capital IQ

Public Company Equity Performance & Trends

VALUATION TRENDS:

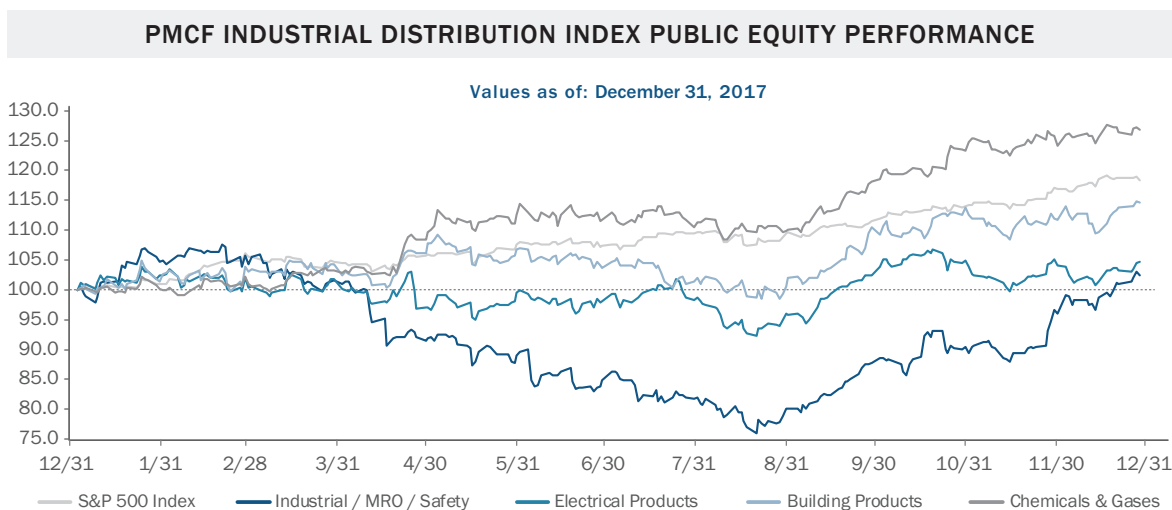
- Mean and median EV/EBITDA multiples for the Q4 2017 Industrial Distributor Index dropped from Q4 2016 driven primarily by declines in a few large-cap stocks (HD Supply, CRH, and Air Liquide), though they remain elevated relative to historical averages. Median EV/EBITDA multiples for the quarter, however, remain essentially unchanged compared to Q4 2016.

PMCF INDUSTRIAL DISTRIBUTION INDEX PUBLIC VALUATIONS								
	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017
Revenue Multiple								
Median	0.9x	0.8x	0.9x	0.9x	0.9x	0.9x	1.0x	1.0x
Mean	1.1x	1.1x	1.2x	1.3x	1.3x	1.3x	1.3x	1.3x
EBITDA Multiple⁽¹⁾								
Median	11.2x	10.6x	11.7x	12.6x	12.5x	11.6x	12.2x	12.4x
Mean	11.6x	11.5x	12.4x	16.0x	14.4x	13.3x	13.1x	14.3x

(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 12.2% throughout 2017, whereas, the S&P 500 gained 18.4% during the same period. The IT, Healthcare 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 2.5% over 2017. These stocks rebounded significantly from lows in late July, when they had fallen 24.1% from their value at the outset of the year. 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.
- Chemicals & Gases companies in the index improved the most of any sector with an 27.0% increase throughout 2017.
- Outside of Chemicals & Gases, industrial distribution subsectors lagged behind the broader market in 2017. During the second half of the year; however, after a market correction from the overreaction to the Amazon/Whole Foods acquisition, industrial distributors outperformed the broader market.



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

Markets were strong once again in Q4 2017, with deal volume in-line with record-setting 2016 levels. Public equity values increased and economic indicators remain largely positive. Most industry leaders voiced positive sentiment regarding the economic outlook for 2018.

February 2018: “In 2017, we focused the organization on returning to growth. Our results speak to our success against this important goal. Execution of our growth initiatives, strengthening end markets and positive pricing drove our results... As we move into 2018, our priority is on accelerating our growth and delivering margin expansion. Our sales momentum is expected to drive operating leverage as we execute our pricing, sourcing, and lean continuous improvement initiatives.”

John Engel, Chairman, President & CEO, WESCO International, Inc.

January 2018: “Turning to the [fourth] quarter, our adjusted results for the quarter were better than expectations; total company sales in the quarter were up 7%. That was made up of volume [increases] of 11% that was partially offset by price, which was down 3%. We also had a 1% decline due to our specialty businesses divestiture in the U.S. gross profit dollars increased 4% as volume growth outpaced price deflation. Gross profit margin was better than expected due to the U.S. performance and Canada price increases.”

D. G. Macpherson, CEO, W. W. Grainger, Inc.

November 2017: “It’s a landmark for us that we have reached sales above EUR 20 billion, and we have now fully consolidated Airgas for the first time this year. In Poland, we have improved once more our operating margin and delivered net profit above EUR 2 billion, also a first in the history of the group... For the long term...we are investing in R&D. Our three new R&D centers will be fully operational in the next three years. [The R&D centers will be in] France, China, and Japan, and they will represent global investment of EUR 130 million over this period.”

Benoit Potier, Chairman & CEO, Brenntag AG

October 2017: “Firstly, the highlights: from where we were six months ago, actually market conditions improved and commodity deflation eased in the second half. So, we grew overall at 6% this year, and that’s over 8% in the final quarter. We were very pleased to make further progress on the gross margin, up 40 basis points and about half of that is underlying improvements.”

John Martin, CEO, Ferguson, Inc.

Key Deal Highlights

Product Line Acquisition

Applied Industrial Technologies (NYSE:AIT) acquires FCX Performance

On January 30, Applied Industrial Technologies (“Applied”) acquired FCX Performance, Inc. (“FCX”) from Harvest Partners for \$768M. FCX is a Columbus-based distributor of flow control solutions and products to various process industries. “We are very pleased to announce the pending acquisition of FCX, which further enhances our position as a differentiated industrial distributor,” said Neil A. Schrimsher, President & CEO of Applied. “FCX brings to Applied market-leading, value-added specialty flow control expertise with premier brands, high-touch technical service, an extensive footprint, and strong customer relationships. Our combined resources will make us a leading technical solutions provider with significant opportunities for growth.”

Industry Consolidation

HD Supply to acquire A.H. Harris & Sons, Inc.

On January 3, HD Construction Supply Ltd. (“HD Supply”) announced that it will acquire A.H. Harris & Sons, Inc. (“A.H. Harris”) from Frontenac Company for \$380M. The transaction closed on March 5, 2018. Based in West Hartford, Conn., A.H. Harris is a distributor of construction supplies for residential, commercial, industrial, and heavy and highway construction markets. The purchase of A.H. Harris further strengthens HD Supply’s position as it enhances its market presence in the northeastern United States, deepens its product expertise and increases its penetration of value-add service offerings. “HD Supply will continue to focus on extending its position through disciplined organic growth execution and by selectively acquiring complementary companies such as A.H. Harris,” stated Joe DeAngelo, CEO of HD Supply. “We are excited to welcome the A.H. Harris associates to our HD Supply family.”

Product Line Expansion

Federal Resources Supply Company acquires Wright Tool Company

On December 13, Federal Resources Supply Company (“Federal Resources”) acquired Wright Tool Company (“Wright”). Headquartered in Troy, Mich., and founded nearly 70 years ago, Wright is a premier tool distributor specializing in strategic sourcing, contract management, and a broad-line product selection. Federal Resources is a Stevensville, Md.-based distributor of safety and homeland security products for military and marine needs. The acquisition represents the diversification of Federal Resources into specialty, hand and power tools. PMCF acted as the exclusive financial advisor to Wright Tool.

Geographic & End-Market Expansion

Winsupply Inc. acquires APCO, Inc.

On November 7, Winsupply Inc. acquired APCO, Inc. Headquartered in Lansing, Mich., APCO is a leading distributor of HVAC and multi-family apartment maintenance products primarily in the Midwest. APCO operates through two brands, including APCO Supply, a broad-line distributor of multi-family and apartment products, and Michigan Temperature Supply, a distributor of HVAC equipment and related parts. The acquisition represents Winsupply’s expansion into the multi-family sector, as well as its acquisition of market share. PMCF acted as the exclusive financial advisor to APCO.

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	\$4.3	2.2x	-
Pending	Mitsui & Co., Ltd., Iron and Steel Products Business	Nippon Steel & Sumikin Bussan Corporation	Industrial/MRO/Safety	530.9	0.2x	-
Pending	Umongo Petroleum Proprietary Limited	Omnia Group Ltd	Chemicals & Gases	848.7	0.8x	8.4x
Pending	Wellstar Enterprises Company Limited	Brenntag AG	Chemicals & Gases	25.3	0.9x	-
Pending	STAHLGRUBER GmbH	LKQ Corporation	Automotive	1,860.0	-	-
Mar-18	A.H. Harris & Sons, Inc.	HD Supply Construction Supply, Ltd.	Building Products	380.0	-	-
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	-	-
Dec-17	Thomas Pipe & Supply Co.	Winsupply Inc.	Industrial/MRO/Safety	-	-	-
Dec-17	Wright Tool Company, Inc.	Federal Resources Supply Company	Industrial/MRO/Safety	-	-	-
Nov-17	Blake & Pendleton, Inc.	Five Points Capital	Industrial/MRO/Safety	-	-	-
Nov-17	The Eads Company	FCX Performance, Inc.	Fluid Control Products	-	-	-
Nov-17	APCO, Inc.	Winsupply Inc.	Building Products	-	-	-
Nov-17	MCS Door & Hardware and Del-Pro Building Supplies, Inc.	Foundation Building Materials, Inc.	Building Products	-	-	-
Nov-17	Carolina Meter & Supply Co.	Badger Meter, Inc.	Electrical Products	-	-	-
Nov-17	Accella Performance Materials Inc.	Carlisle Construction Materials Incorporated	Building Products	670.0	1.6x	-
Oct-17	Certified Plumbing & Electrical Supply Co., Inc.	Winsupply Inc.	Electrical Products	-	-	-
Oct-17	The Bolt Supply House, Ltd.	Lawson Products, Inc.	Building Products	40.0	0.9x	-
Sep-17	Industrial Parts Holdings - S.A.S.	Roulement Service	Industrial/MRO/Safety	-	-	-
Aug-17	Industrial Scientific Corporation	Fortive Corporation	Industrial/MRO/Safety	600.0	3.8x	-
Aug-17	HD Supply Waterworks Businesses	Clayton, Dubilier & Rice, Inc.	Fluid Control Products	2,400.0	0.9x	9.6x
Jul-17	Air Liquide Welding France SA	Lincoln Electric Holdings, Inc.	Chemicals & Gases	115.0	0.3x	7.0x
Jul-17	DECO Tool Supply Company, Inc.	MSC Industrial Direct Co., Inc.	Industrial/MRO/Safety	42.0	0.4x	-
Jul-17	Churches Fire Security Ltd.	Lyceum Capital Partners LLP	Industrial/MRO/Safety	40.0	-	8.0x
Jul-17	S.A.L. Group Ltd.	Undisclosed	Industrial/MRO/Safety	278.6	-	-
Jul-17	Orange County Limited	Flowtech Fluidpower plc	Building Products	9.0	2.2x	-
Jun-17	Maintenance Supply Headquarters, LP	Lowe's Companies, Inc.	Industrial/MRO/Safety	512.0	-	-
Jun-17	Flowchem Ltd.	KMG Chemicals, Inc.	Chemicals & Gases	495.0	-	11.5x
May-17	Empire Resources, Inc.	Ta Chen Stainless Pipe Co., Ltd.	Building Products	180.4	0.4x	20.5x
May-17	Lowry's Inc.	Beacon Roofing Supply, Inc.	Building Products	-	-	-
Apr-17	Electrical Sales, Inc.	Winsupply Inc.	Electrical Products	-	-	-
Apr-17	quantiQ Distribuidora Ltda	GTM do Brasil Comércio de Produtos Químicos Ltda.	Fluid Control Products	550.0	-	-
Apr-17	Ultra Chem Speciality Chemical Distribution Business	Nexeo Solutions, Inc.	Chemicals & Gases	58.0	1.0x	-
Mar-17	Manufacturers Supply Company Inc.	Fastenal Company	Construction/Building	60.4	1.2x	-
Mar-17	Sentinel Fluid Controls, LLC	Applied Industrial Technologies, Inc.	Fluid Control Products	-	-	-
Mar-17	Acme Building Materials, Inc.	Beacon Roofing Supply, Inc.	Building Products	-	-	-
Feb-17	DOMAC Sarl	Mecafer SA	Industrial/MRO/Safety	0.7	0.1x	-
Feb-17	Carrier Enterprise Northeast, LLC	Watsco, Inc.	Industrial/MRO/Safety	430.0	0.9x	-
Feb-17	PV Sullivan Supply Co, Inc.	Ferguson Enterprises, Inc.	Building Products	-	-	-
Feb-17	Renew Valve & Machine Company	FCX Performance, Inc.	Fluid Control Products	-	-	-
Feb-17	Telbis Yuzeybilim Sinai Kim. San. ve Tic. Ltd. Sti.	Coventya SAS	Chemicals & Gases	5.9	2.0x	-
Feb-17	Petra Industries, Inc.	Brenntag AG	Chemicals & Gases	19.8	1.7x	-
Jan-17	Bristol Hose Ltd	Interpump Group S.p.A.	Fluid Control Products	0.6	0.2x	-
Jan-17	EPDM Systems B.V.	SealEco AB	Industrial/MRO/Safety	25.4	0.3x	-
Jan-17	Eco Insulation Supply, Inc.	Beacon Roofing Supply, Inc.	Building Products	-	-	-
Median				\$ 180.4	0.9x	9.0x
Mean				\$ 468.7	1.1x	10.8x

Sources: Capital IQ, company websites, and proprietary research

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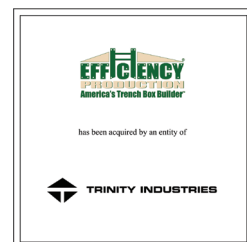
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