PMCF | INVESTMENT BANKING

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CONSTRUCTION & BUILDING PRODUCTS M&A PULSE

THIRD QUARTER 2026



OUR INSIGHTS

Construction & Building Products M&A activity slowed ahead of midterms in Q3 2026, with total transaction volume down 30% quarter over quarter to 260 deals. U.S. volume held relatively steady at 197 transactions, from 199 in the prior-year quarter, while global volume fell 22% year over year.

Higher borrowing costs and residential affordability stressed public equity valuations, despite continued demand for high-quality assets exposed to data center development, power infrastructure, and technical services, and macroeconomic uncertainty around input-cost pressures, with median EV/EBITDA multiples declining to 12.9x from 14.5x year over year.

IN THIS ISSUE

03 What We're Discussing with Clients

04 Q3 2026 Market Summary & Outlook

05 Macro C&BP Indicators and Signals

06 Equity Market Valuations & Market Commentary

08 Construction & Building Products M&A Activity

10 What is a Strategic Assessment?

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CONSTRUCTION & BUILDING PRODUCTS INDUSTRY EXPERTISE

PMCF's dedicated Construction & Building Products team combines market intelligence, industry perspective, and transaction experience to understand what drives value. From efficient operations and strong leadership to quality and adaptability. We closely monitor industry dynamics and draw on years of experience working alongside companies in the sector. These insights help clients position their businesses and engage a broad range of potential buyers aligned with their transaction objectives and market conditions.

Mergers & Acquisitions	Carve-outs & Divestitures	Capital Raising	Strategic Assessments

SELECT PMCF CONSTRUCTION & BUILDING PRODUCTS TRANSACTIONS

- MC Metal Center Metal Roofing Supply has been acquired by Westlake
- ROSSETTI has been acquired by HOK
- Austin Hardwoods has been acquired by Banks Hardwoods, Inc.
- Home Pro Roofing has been acquired by Aligned Exteriors Group, a portfolio company of River Sea Network and Pearl Street Capital Partners
- Oakley Industries has been acquired by Management Buyout with financing provided by Huntington
- Besse Forest Products Group has been acquired by Hoffmann Family of Companies
- Teton Steel, Flatiron Steel, Epic Steel has been acquired by Gibraltar
- Young Supply Company has been acquired by Heritage Distribution Holdings, a subsidiary of Beijer Ref



KEY INSIGHTS

1 Data Center Activity Concentrates Commercial Demand

Data center development has become the primary driver of commercial construction growth, with U.S. data center construction spending up 73% year over year in August, while all other private nonresidential spending declined 5.9%. This concentration has created meaningful opportunities across the sector, as companies expanding data center capacity benefit from sustained demand and improved visibility, while others moderate exposure given customer concentration and project timing considerations. As a result, diversified customer relationships and access to well-funded projects are strengthening acquisition interest.

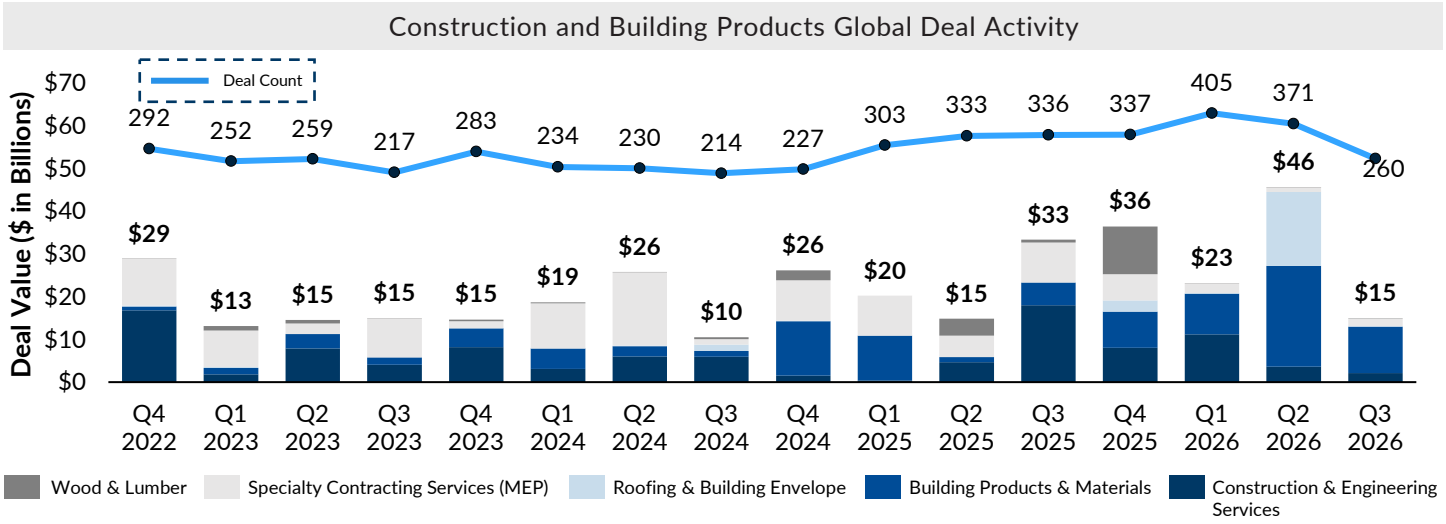
2 Margin Resilience Becomes The Key Differentiator

Higher material and energy costs continue to challenge profitability, making earnings durability a central M&A consideration. Buyers are focusing on whether businesses can adjust pricing, manage purchasing costs, and deliver projects profitably as market conditions change. Companies that can demonstrate the ability to protect margins are better positioned to support valuation expectations. Where cost recovery is uncertain, buyers are taking a more cautious view of forecast earnings and the price they are willing to pay.

3 Capital Concentrates in Infrastructure Growth Themes

Data center expansion, grid upgrades, and industrial investment continue to direct capital toward electrical, mechanical, and power infrastructure businesses. Buyers are using acquisitions to add skilled labor, technical capabilities, and local capacity needed to deliver these projects. Interest extends beyond contractors to equipment manufacturers and service providers supporting the broader buildout. Businesses with established customer relationships, funded project backlogs, and a track record of reliable execution are well positioned to attract buyers seeking long-term growth beyond the housing cycle.

Q3 2026 Market Summary & Outlook



Deal Value Summary	2022	2023			2024				2025				2026			
	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q
>$1bn	4	4	2	5	5	6	8	3	5	5	4	14	11	7	3	3
$500m-$1bn	4	4	4	4	1	1	7	1	4	3	5	5	2	3	2	1
$250m-$500m	2	2	6	3	7	4	1	7	3	3	2	6	5	7	6	2
<$250m	44	30	34	23	40	35	45	32	39	36	39	40	54	42	51	22
No Reported Value	238	212	213	182	230	188	169	171	176	256	283	271	265	346	309	232
Total	**292**	**252**	**259**	**217**	**283**	**234**	**230**	**214**	**227**	**303**	**333**	**336**	**337**	**405**	**371**	**260**

Q3 2026 – Quarterly M&A Market Recap

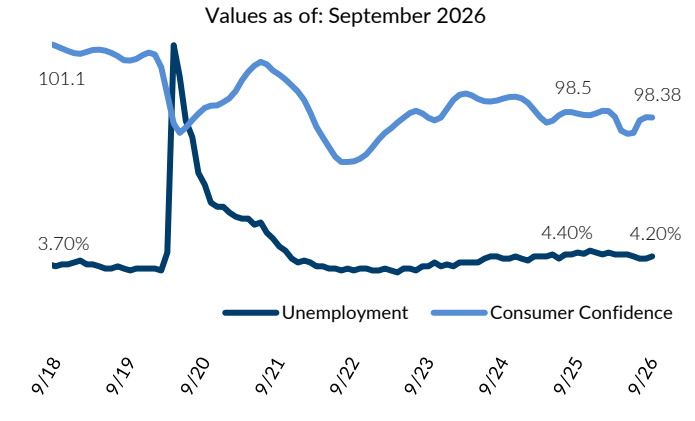
- Reported total deal value declined 67% quarter-over-quarter, falling from $46B to $15B, with three transactions above $1B, unchanged from Q2 2026. Building Products & Materials was the primary driver, contributing approximately $11B, or 73%, of total value, including nVent's $1.8B acquisition of Maverick Power, reflecting continued buyer demand for businesses tied to data center and power infrastructure.
- Deal volume declined 23% year-over-year to 260 transactions in Q3 2026, and by 30% from 371 transactions in Q2 2026. M&A activity slowed across all subsectors, with Building Products & Materials and Specialty Contracting Services (MEP) declining 37% and 35%, respectively, as buyers grew more selective amid affordability pressures in input costs.
- Consistent with the prior quarter, strategic buyers remained the dominant acquirers, accounting for approximately 86% of transactions in Q3 2026, while financial sponsor activity increased 9% to 37 deals from 34 in Q2 2026. Sponsor interest continued to focus on services-oriented businesses with recurring revenue characteristics and attractive buy-and-build opportunities, supporting continued industry consolidation through add-on acquisitions.

Featured Sectors - Deal Count	2021	2022	2023	2024	2025	Q1 '26	Q2 '26	Q3 '26	Q2 '26 - Q3 '26 Change
Lumber & Wood Products	42	52	61	61	70	9	8	3	-63%
Specialty Contracting Services (MEP)	580	518	424	346	505	104	95	62	-35%
Roofing & Building Envelope	19	15	15	29	27	34	28	16	-43%
Building Products & Materials	191	229	212	178	272	80	67	42	-37%
Construction & Engineering Services	405	335	299	291	435	178	173	137	-21%
Total	**1,237**	**1,149**	**1,011**	**905**	**1,309**	**405**	**371**	**260**	**-30%**
Strategic Buyer	1,036	976	870	742	1,164	360	337	223	-34%
Financial Buyer	201	173	141	163	145	45	34	37	9%

Sources: Capital IQ, PitchBook, Company Reports, PMCF

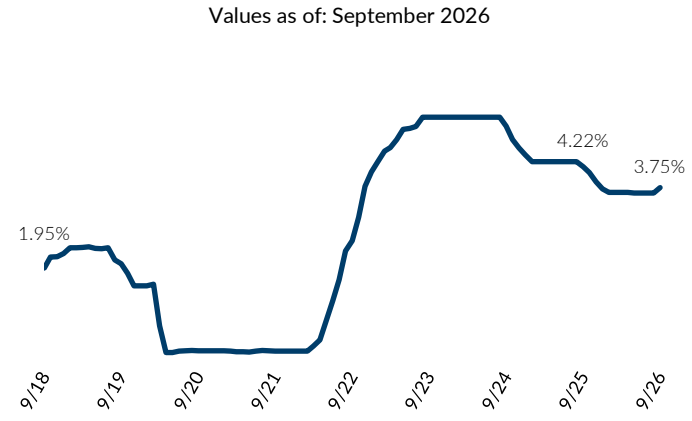
Macro Construction & Building Products Indicators and Signals

Unemployment and Consumer Confidence



Source: Federal Reserve Bank of St. Louis and OECD

Effective Federal Funds Rate



Source: Federal Reserve Bank of St. Louis

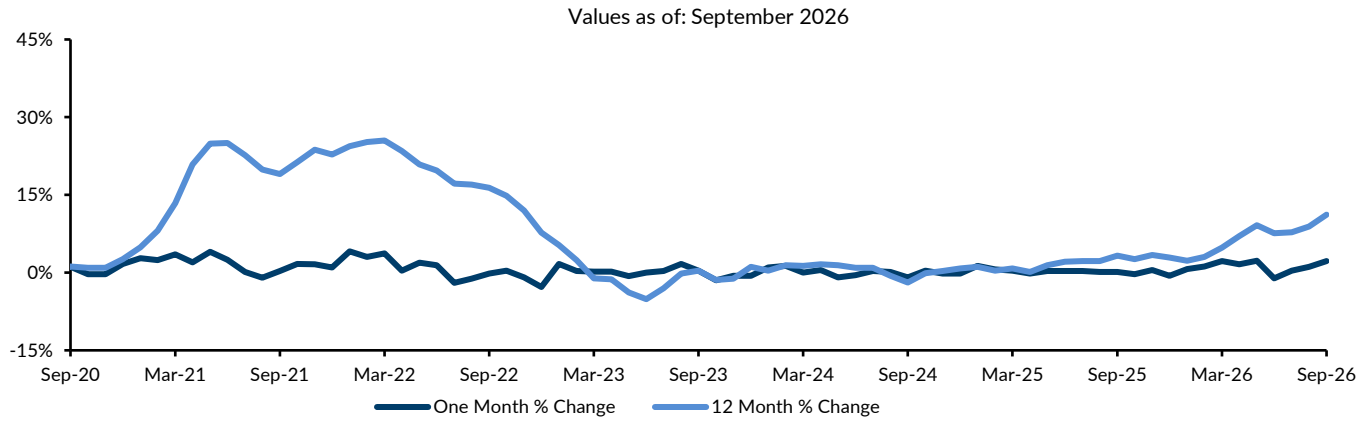
Construction Materials Input Pricing:

- Construction input prices rose 5.2% month-over-month (MoM) in September 2026 and 18.8% higher year-over-year (YoY), per an Associated Builders and Contractors analysis of Bureau of Labor Statistics data. Sustained U.S. tariff policy on metals continued to drive elevated YoY inputs, most visibly in Steel Mill Products (27.6%) and Iron and Steel (20.7%). The MoM increase was driven by a sharp rise in oil prices tied to global conflicts, pushing Crude Petroleum (28.3%) and Unprocessed Energy Materials (22.2%) higher, up 71.1% and 49.0% YoY, respectively. Rising input costs are also expected to put pressure on contractor margins, as more than one in four ABC contractors expect profit margins to contract over the next six months.

Input	One Month % Change	12 Month % Change	Key Pricing Driver
Concrete Products	0.4%	4.2%	Increased energy, labor and delivery costs
Crude Petroleum	28.3%	71.1.%	Iran conflict disrupts supply and lifts fuel prices
Fabricated Structural Metal Products	1.4%	7.4%	Tariff driven steel costs pressure downstream metal products
Iron and Steel	1.5%	20.7%	Import tariffs sustain upward pricing pressure
Lumber and Wood Products	0.1%	5.5%	Canadian lumber duties and domestic supply constraints
Natural Gas	5.1%	-1.7%	Late summer heat and LNG exports support demand
Plumbing Fixtures and Fittings	0.2%	5.8%	Supplier price increases across fixtures and fittings
Prepared Asphalt, Tar Roofing & Siding Products	-2.0%	2.7%	Petroleum supply disruptions pressure asphalt input costs
Softwood Lumber	-2.0%	14.2%	Import duties, and limited domestic production
Steel Mill Products	2.2%	27.6%	Import tariffs support higher domestic steel pricing
Unprocessed Energy Materials	22.2%	49.0%	Iran related fuel price increases lift broader energy costs

Source: Associated Builders and Contractors (ABC) , Associated General Contractors of America (AGC), National Association of Home Builders (NAHB), ConstructConnect, American Gas Association (AGA), Supply House Times

Producer Price Index: Inputs to Construction Industries



Sources: U.S. Bureau of Labor Statistics, Associated Builders and Contractors

PMCF Construction & Building Products Index

Company Name	Headquarters Location	Market Cap.	Enterprise Value	TTM Revenue	TTM Gross Profit	TTM EBITDA	TTM Gross Margin	TTM EBITDA Margin	Net Debt/ TTM EBITDA	EV/ Revenue	EV/EBITDA Q3 '26	EV/EBITDA Q3 '25
($ in millions)												
Building Products & Materials Distribution												
CRH plc	Ireland	$ 55,086	$ 73,374	$ 38,959	$14,116	$ 7,762	36.2%	19.9%	1.9x	1.88x	9.5x	13.2x
Martin Marietta Materials, Inc.	United States	34,076	40,311	6,688	1,888	2,126	28.2%	31.8%	2.7x	6.03x	19.0x	18.7x
Vulcan Materials Company	United States	31,699	36,471	8,009	2,201	2,303	27.5%	28.7%	2.1x	4.55x	15.8x	19.7x
QXO, Inc.	United States	12,128	19,409	9,898	2,429	592	24.5%	6.0%	5.3x	1.96x	32.8x	39.2x
Watsco, Inc.	United States	11,727	12,277	7,437	2,021	693	27.2%	9.3%	NM	1.65x	17.7x	20.7x
Builders FirstSource, Inc.	United States	6,134	11,307	14,362	4,090	904	28.5%	6.3%	4.7x	0.79x	12.5x	11.6x
Eagle Materials Inc.	United States	5,246	6,808	2,325	628	705	27.0%	30.3%	2.2x	2.93x	9.7x	11.8x
ADENTRA Inc.	Canada	626	1,235	2,279	488	138	21.4%	6.0%	3.3x	0.54x	9.0x	8.5x
BlueLinx Holdings Inc.	United States	559	912	3,010	477	79	15.8%	2.6%	4.0x	0.30x	11.5x	10.9x
Mean							**26.3%**	**15.7%**	**3.3x**	**2.29x**	**15.3x**	**17.1x**
Roofing & Building Envelope Services												
James Hardie Industries plc	Ireland	$ 14,650	$ 18,904	$ 5,411	$ 1,989	$ 1,445	36.8%	26.7%	2.8x	3.49x	13.1x	12.6x
Carlisle Companies Incorporated	United States	12,765	14,989	5,214	1,807	1,213	34.7%	23.3%	1.8x	2.88x	12.4x	13.0x
Owens Corning	United States	9,228	14,725	9,847	2,583	1,934	26.2%	19.6%	2.6x	1.50x	7.6x	7.1x
Gibraltar Industries, Inc.	United States	1,175	2,530	1,445	368	201	25.4%	13.9%	6.1x	1.75x	12.6x	10.7x
Mean							**30.8%**	**20.9%**	**3.3x**	**2.40x**	**11.4x**	**10.9x**
Specialty Contracting Services (MEP)												
Quanta Services, Inc.	United States	$ 96,597	$ 102,798	$ 37,289	$ 5,878	$ 3,617	15.8%	9.7%	1.0x	2.76x	28.4x	27.4x
Comfort Systems USA, Inc.	United States	58,119	56,582	12,543	3,223	2,272	25.7%	18.1%	NM	4.51x	24.9x	23.5x
EMCOR Group, Inc.	United States	33,280	32,905	19,838	3,886	2,183	19.6%	11.0%	NM	1.66x	15.1x	17.2x
APi Group Corporation	United States	16,681	19,672	8,907	2,771	1,107	31.1%	12.4%	2.6x	2.21x	17.8x	19.0x
IES Holdings, Inc.	United States	12,795	12,489	3,986	1,048	551	26.3%	13.8%	NM	3.13x	22.6x	18.2x
MYR Group Inc.	United States	4,553	4,483	4,315	560	339	13.0%	7.9%	0.7x	1.04x	13.2x	15.8x
Mean							**21.9%**	**12.2%**	**1.4x**	**2.55x**	**20.3x**	**20.2x**
Lumber & Wood Products												
West Fraser Timber Co. Ltd.	Canada	$ 5,442	$ 5,760	$ 5,239	$ 1,144	$ (240)	21.8%	-4.6%	NM	1.10x	NM	18.1x
Louisiana-Pacific Corporation	United States	4,514	4,663	2,469	445	257	18.0%	10.4%	0.6x	1.89x	18.1x	13.3x
UFP Industries, Inc.	United States	4,250	4,037	6,407	988	459	15.4%	7.2%	NM	0.63x	8.8x	9.0x
Boise Cascade Company	United States	2,587	2,832	6,458	1,066	322	16.5%	5.0%	0.7x	0.44x	8.8x	7.1x
Doman Building Materials Group Ltd.	Canada	685	1,451	2,187	356	147	16.3%	6.7%	4.6x	0.66x	9.9x	9.1x
Interfor Corporation	Canada	670	1,277	1,928	191	122	9.9%	6.3%	4.4x	0.66x	10.4x	8.3x
Taiga Building Products Ltd.	Canada	274	340	1,103	125	50	11.3%	4.6%	1.2x	0.31x	6.8x	7.7x
Goodfellow Inc.	Canada	64	124	385	74	11	19.1%	2.8%	2.7x	0.32x	11.5x	9.7x
Mean							**16.1%**	**4.8%**	**2.3x**	**0.75x**	**10.6x**	**10.3x**
Construction & Engineering Services												
WSP Global Inc.	Canada	$ 16,547	$ 22,280	$ 13,633	$ 2,952	$ 1,678	21.7%	12.3%	3.0x	1.63x	13.3x	19.5x
Jacobs Solutions Inc.	United States	15,832	18,694	14,219	3,138	1,056	22.1%	7.4%	2.4x	1.31x	17.7x	16.2x
AECOM	United States	7,576	10,092	15,393	874	932	5.7%	6.1%	2.1x	0.66x	10.8x	15.3x
Stantec Inc.	Canada	7,596	9,266	4,802	2,609	726	54.3%	15.1%	2.0x	1.93x	12.8x	20.4x
Tetra Tech, Inc.	United States	8,437	9,230	4,359	952	655	21.8%	15.0%	1.0x	2.12x	14.1x	14.5x
Fluor Corporation	United States	6,404	4,532	15,535	(124)	(233)	-0.8%	-1.5%	NM	0.29x	NM	NM
Bowman Consulting Group Ltd.	United States	739	1,013	528	282	47	53.4%	8.8%	5.8x	1.92x	21.7x	20.0x
Mean							**25.4%**	**9.0%**	**2.7x**	**1.41x**	**15.1x**	**17.7x**
Median							**22.0%**	**9.5%**	**2.6x**	**1.65x**	**12.9x**	**14.5x**
Mean							**23.5%**	**11.7%**	**2.8x**	**1.81x**	**14.7x**	**15.4x**



Source: Capital IQ
(1) Market capitalizations and total enterprise values as of September 30, 2026; income statement and balance sheet data as of last period reported
(2) Multiple of EBITDA based on EBITDA inclusive of equity income from affiliates

Construction & Building Products Public Company Statistics

Valuation Trends and Equity Performance:

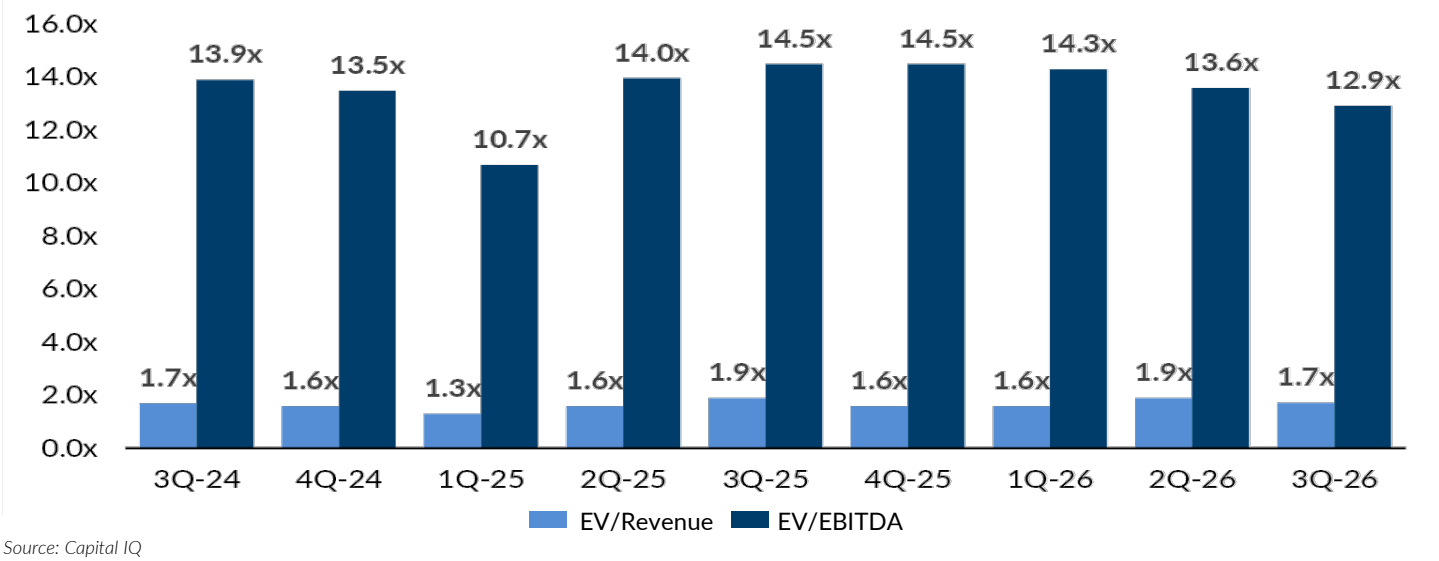
- Q3 2026 valuation multiples for the PMCF Construction & Building Products Equities Index contracted from 13.6x to 12.9x quarter-over-quarter, with a major decline amongst constituents seen in Building Products and Materials Distribution, which fell by 15.9%, while Construction and Engineering Services was the only subsector that demonstrated a 1.5% gain. Higher borrowing costs and weak housing demand weighed on sector valuations, especially distributors, while data center and infrastructure backlogs support engineering firms' valuations.
- In Q3 2026, the PMCF Construction & Building Products Equities Index fell by 11.7% at the median against the S&P 500's 2.0% rise, with underperformance across all subsectors. Distributors faced the steepest decline as higher mortgage rates delayed a housing recovery and weak volumes and competitive pricing pressured earnings. Over the past year, Specialty Contracting Services (MEP) stock prices rose 47.8%, reflecting sustained demand for electrical and mechanical work tied to data center and infrastructure projects.

	Industry and Segment	Stock Price % Change 3 Month	Stock Price % Change 1 Year	EV/EBITDA % Change 3 Month	EV/EBITDA % Change 1 Year	Current Valuation Stats Fwd PE	Current Valuation Stats TTM PE	Current Valuation Stats EV/EBITDA
C&BP Categories	Building Products & Materials Distribution	(22.6%)	(25.1%)	(15.9%)	(15.4%)	24.4x	32.4x	11.5x
	Roofing & Building Envelope Services	(11.7%)	(9.8%)	(8.3%)	5.8%	12.5x	18.9x	12.4x
	Specialty Contracting Services (MEP)	(11.7%)	47.8%	(11.8%)	9.2%	24.0x	41.2x	20.4x
	Lumber & Wood Products	(2.8%)	(2.7%)	(4.2%)	19.1%	15.8x	19.6x	9.9x
	Construction & Engineering Services	(0.9%)	(9.7%)	1.5%	(15.8%)	14.8x	24.3x	13.7x
Overall Median		**(11.7%)**	**(9.7%)**	**(8.3%)**	**5.8%**	**15.8x**	**24.3x**	**12.9x**

PMCF CONSTRUCTION & BUILDING PRODUCTS INDEX PUBLIC VALUATIONS (1) (2)

	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026
Revenue Multiple									
Median	1.7x	1.6x	1.3x	1.6x	1.9x	1.6x	1.6x	1.9x	1.7x
Mean	5.0x	2.8x	2.1x	1.8x	2.2x	1.9x	1.9x	2.0x	1.8x
EBITDA Multiple(1)									
Median	13.9x	13.5x	10.7x	14.0x	14.5x	14.5x	14.3x	13.6x	12.9x
Mean	15.1x	15.1x	12.1x	13.7x	15.4x	16.1x	16.7x	16.2x	15.0x

MEDIAN EV/REVENUE AND EV/EBITDA MULTIPLES BY QUARTER



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

Construction & Building Products M&A Activity

Strategic Acquisition

MasTec acquires The Superior Group

On July 7, 2026, MasTec, a leading infrastructure construction company, agreed to acquire The Superior Group, a full-service electrical contractor focused on critical infrastructure, for about $1.7 billion, representing 6.9x EV/EBITDA. The acquisition expands MasTec's capabilities across data center, power, and mission-critical end markets.

Platform Add-On

Skybound acquires Unicoat Industrial Roofing

On July 15, 2026, Skybound Service Partners, a commercial roofing services platform backed by Garnett Station Partners, acquired Unicoat Industrial Roofing, a Bradenton, Florida-based contractor operating across Florida and the Southeast. Unicoat was one of three acquisitions announced alongside new locations in Houston, Dallas, Birmingham, and Chicago, bringing Skybound to nine markets. The partnership advances Skybound's strategy of building the premier commercial roofing platform in the U.S.

Private Equity Investment

THL Partners invests in PaveMasters

On August 3, 2026, THL Partners, a private equity firm investing in middle-market growth companies, made a majority investment in PaveMasters, a leading provider of pavement maintenance services across the Western U.S. Existing investor Northern Lakes Capital sold its stake as part of the transaction. PaveMasters provides asphalt paving, sealcoating, crack filling, concrete repair, and striping services, and THL's backing supports its next phase of growth across the Western U.S.

Strategic Acquisition

nVent Electric acquires Maverick Power

On August 24, 2026, nVent Electric, a global provider of electrical connection and protection solutions, agreed to acquire Maverick Power for $1.8 billion, plus up to $550 million in performance-based consideration. Maverick Power manufactures engineered power distribution and infrastructure solutions for data centers, with estimated 2026 revenue of approximately $700 million. The purchase price represents approximately 11.5x anticipated 2026 adjusted EBITDA, strengthening nVent's position in the high-growth data center vertical.

Sources: Capital IQ, company websites and PMCF proprietary research

Construction & Building Products M&A Activity

SELECT CONSTRUCTION & BUILDING PRODUCTS TRANSACTIONS

Date	Target	Buyer	Industry Segment
Jul-26	GroovJoint	ASC Engineered Solutions	Building Products & Materials
Jul-26	SYMMONS Industries	Harbour Group Industries	Building Products & Materials
Jul-26	James R. Vannoy & Sons Construction Company	Bouygues Construction	Construction & Engineering Services
Jul-26	The Superior Group	MasTec	Specialty Contracting Services (MEP)
Jul-26	P&E Mechanical Contractors	Modigent	Specialty Contracting Services (MEP)
Jul-26	Airside Technology Corporation	Heritage Holdings	Specialty Contracting Services (MEP)
Jul-26	Ellsworth Construction	Construction Partners	Construction & Engineering Services
Jul-26	Unicoat Industrial Roofing Corporation	Skybound Service Partners	Roofing & Building Envelope
Jul-26	Five Points Roofing	HighPoint Exterior Home Services	Roofing & Building Envelope
Jul-26	J.J. White	Centuri Holdings	Specialty Contracting Services (MEP)
Jul-26	Merrill Hardwoods	Murphy Door	Lumber & Wood Products
Jul-26	Rapid Redi-Mix	Amrize	Building Products & Materials
Jul-26	Ladson Construction Company	Avant Construction Group	Construction & Engineering Services
Jul-26	Arc Insulation	Protect	Roofing & Building Envelope
Jul-26	Classic Brass	ASSA ABLOY	Building Products & Materials
Jul-26	Schmidt Electric Company	EMCOR Group	Specialty Contracting Services (MEP)
Jul-26	Enerfab	Quanta Services	Construction & Engineering Services
Jul-26	Phalcon	Quanta Services	Specialty Contracting Services (MEP)
Aug-26	PaveMasters	Thomas H. Lee Partners	Construction & Engineering Services
Aug-26	Innovative Construction Group	Builders FirstSource	Lumber & Wood Products
Aug-26	WCGS Architects	Corgan Associates	Construction & Engineering Services
Aug-26	Atkore	Prysmian	Building Products & Materials
Aug-26	Pisgah Stone Products	CRH Americas Materials	Building Products & Materials
Aug-26	U.S. Minerals	REED Minerals	Roofing & Building Envelope
Aug-26	Mount Storm Forest Products	ADENTRA	Lumber & Wood Products
Aug-26	Carter Electric	Sargent Electric Company	Specialty Contracting Services (MEP)
Aug-26	DBM Global	IES Holdings	Construction & Engineering Services
Aug-26	Allied Paving Contractors	Cardinal Infrastructure Group	Construction & Engineering Services
Aug-26	Maverick Power	nVent Electric	Building Products & Materials
Sep-26	1901	Limbach Holdings	Specialty Contracting Services (MEP)
Sep-26	Omega Foundation Services	Solaris Energy Infrastructure	Construction & Engineering Services
Sep-26	Cushing Terrell	CIVC Partners	Construction & Engineering Services
Sep-26	Mel-Kay Electric	The State Group	Specialty Contracting Services (MEP)
Sep-26	STARC Systems	Bertram Capital Management	Building Products & Materials
Sep-26	Safe-Way Garage Doors	Point 41 Capital Partners	Building Products & Materials
Sep-26	Bradshaw Construction Corporation	Soletanche Bachy	Construction & Engineering Services
Sep-26	Roads, Inc. of NWF	Construction Partners	Construction & Engineering Services
Sep-26	E.C. Babilla	Tecta America Corporation	Roofing & Building Envelope



Sources: Capital IQ, company websites and PMCF proprietary research

What is a Strategic Assessment and Why is it Important?



A Strategic Assessment is a comprehensive report that examines a business holistically with specific consideration given to the financial results, operations, and organizational structure. We advise our clients consider before a planned liquidity event to ensure your company is ready for a transaction. This process includes:

- Determining your company's current value
- Identifying factors that enhance or erode value and related risk considerations
- Developing strategies to bridge gaps in value and market position

7 Reasons Why a Strategic Assessment is Essential for Maximizing Business Value In Preparation of a Liquidity Event

1. Prepares your company for the scrutiny of capital investors
2. Helps ownership and management identify the value attributes and constraints of the business
3. Provides ownership with an understanding of perceived value considerations in the eyes of investors
4. Affords your company an opportunity to address shortfalls and enhance the value in advance of a capital transaction
5. Helps align corporate strategy with organizational, tax, and wealth transfer planning
6. Helps shareholders/management understand how various business strategies can impact future value
7. Resolves potential deal obstacles to ensure a smooth diligence process and higher likelihood of deal success

As an investment in your company, PMCF will complete a complimentary Strategic Assessment.

For additional information, please visit pmcf.com

SIGNIFICANT INDUSTRY EXPERTISE AND RESOURCES

Founded in 1995, PMCF has spent 25+ years successfully advising clients in the middle market. From M&A advisory or capital raising to strategic assessment and transaction planning, we execute transactions to achieve life-changing outcomes for our clients. We leverage our significant deal experience, industry relationships, and a deep understanding of sectors we serve to support our clients' organic and inorganic growth initiatives.

PMCF takes a strategic approach to transaction planning, ensuring the positioning and messaging conveys the unique differentiators of your company. Our affiliation with Plante Moran provides us access to transaction tax experts to provide insight into structure planning considerations.

- Developing strategies to effectively deploy capital and resources to maximize ROI on your high-priority growth initiatives
- Aligning your process capabilities with key macrotrends driving industry growth
- Evaluating KPI trends and results and understanding how they are used in daily management
- Reviewing the organizational chart and the internal plan for turnover and/or succession of key management team members
- Pursuing customer diversification at attractive, appropriate margins
- Understanding margin trends and concentrations of margin within product groups or customers
- Assessing your company's differentiation and position in the marketplace
- Leveraging our extensive global relationships to help penetrate new customers and/or markets



OUR FIRM

PMCF's M&A advisory and investment banking services are designed to provide company shareholders with a trusted advisor to oversee all transaction related aspects of a company sale or strategic acquisition. Our service levels, industry expertise in construction & building products, and approach to managing transactions goes well beyond a typical investment banker.

- Differentiated approach via senior banker leadership and direct involvement through every step of the transaction providing a consistent and highly experienced point of contact
- Proven positioning and marketing processes to obtain premium valuations in company sales
- Unique sale planning approach that helps shareholders best prepare for a future sale whether its six months or several years
- Tailored sale process provides for extensive upfront preparation, detailed company review and identification of any potential issues in advance, and buyer evaluation/diligence ensuring the right fit
- One of the largest, most active investment banking boutiques with a focus on specialty niche businesses
- Long-term and client first approach allows PMCF to provide unbiased feedback

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Awarded, Cross Border Corporate and Strategic Acquisition of the Year by M&A Advisor

Awarded, Cross Border M&A Deal of the Year by M&A Advisor

Awarded, Deal of the Year by ACG Detroit

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