

# INDUSTRIAL MANUFACTURING M&A PULSE

FOURTH QUARTER 2024



## OUR INSIGHTS

Global Industrial Manufacturing ("IM") M&A activity wrapped up 2024 on a strong note, showing an 11.6% increase in Q4-24 compared to the same period in 2023. Overall, total IM activity for the year also saw growth, rising by 8.8% compared to 2023.

Businesses will need to carefully navigate the challenges posed by the new U.S. administration's policies, including tariffs, by adopting strategies to manage potential cost increases and global supply chain disruptions.

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## ABOUT PMCF

PMCF is an investment bank focused exclusively on middle market transactions with professionals in Chicago, Detroit, Denver, and across the globe through Corporate Finance International™ affiliates. Offering a depth of advisory services, PMCF helps clients worldwide meet their sale, acquisition, financing, and strategic growth objectives. Additional information on PMCF can be found by visiting our website, pmcf.com.

## INVESTMENT BANKING SERVICES:

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

## SELECT PMCF INDUSTRIAL MANUFACTURING TRANSACTIONS

OAKLEY INDUSTRIES  
has been acquired in a  
Management Buyout  
with financing provided by

has sold a majority interest to

FAIRBANKS MORSE  
**DEFENSE**  
a portfolio company of

ARCLINE  
has acquired

**ANDRONACO**  
INDUSTRIES  
has been acquired by



## KEY INSIGHTS

1

### Private Equity Faces Pressure to Return and Deploy Capital

Over the past three years, higher interest rates have dampened private equity M&A activity by driving up borrowing costs and, in some cases, reducing valuation multiples. As a result, private equity sponsors have delayed exits from their existing portfolio investments, creating an historic backlog of assets due to be sold. At the same time, private equity funds have a collective \$1.2 trillion in uninvested capital as of December 2024, and these firms are facing increasing pressure to identify opportunities to invest the capital or give it back.

2

### Navigating a Dynamic Tariff Landscape

While the tariff situation continues to evolve daily, the current U.S. administration has signaled a willingness to wield tariffs as a diplomatic tool. The uncertainty around these measures has created a fluid landscape, with business owners, operators, and potential acquirers continually analyzing the potential impacts and consequences of proposed changes. For those companies involved in a sale process, it is critical for all parties to stay abreast of the latest developments and work collaboratively to measure their possible impact on a transaction.

3

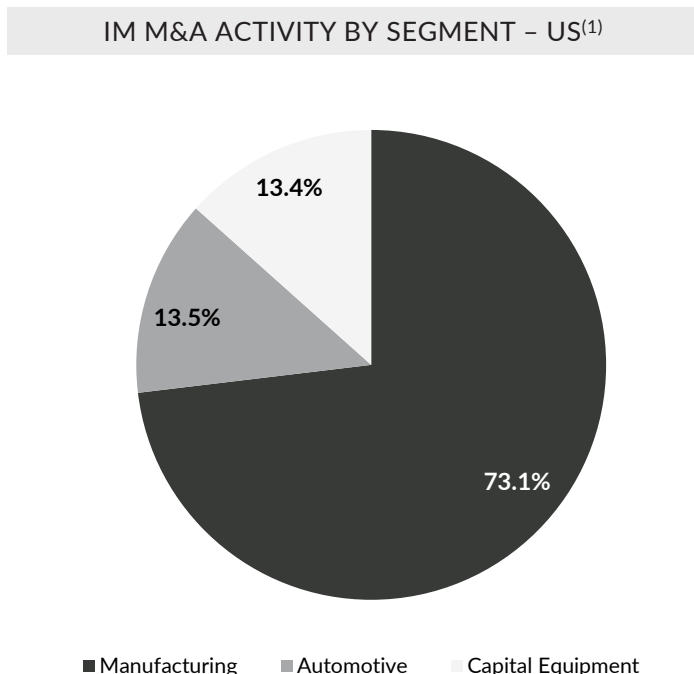
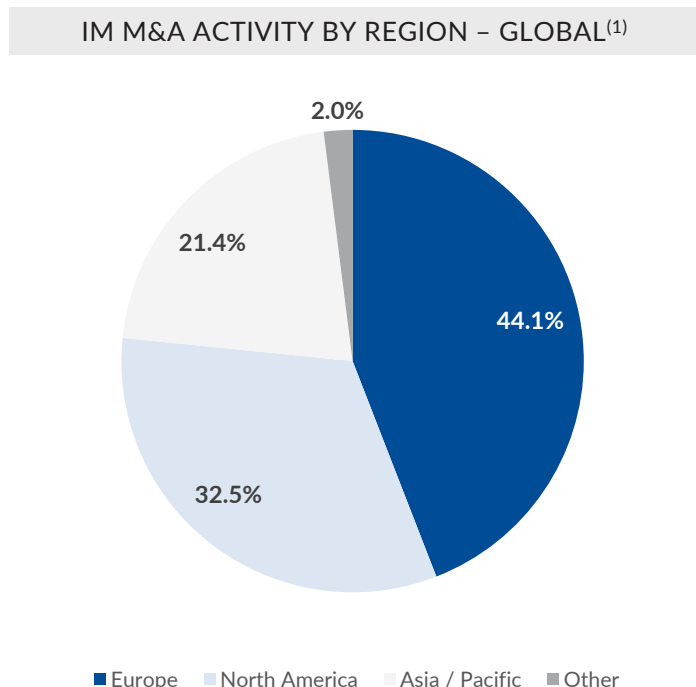
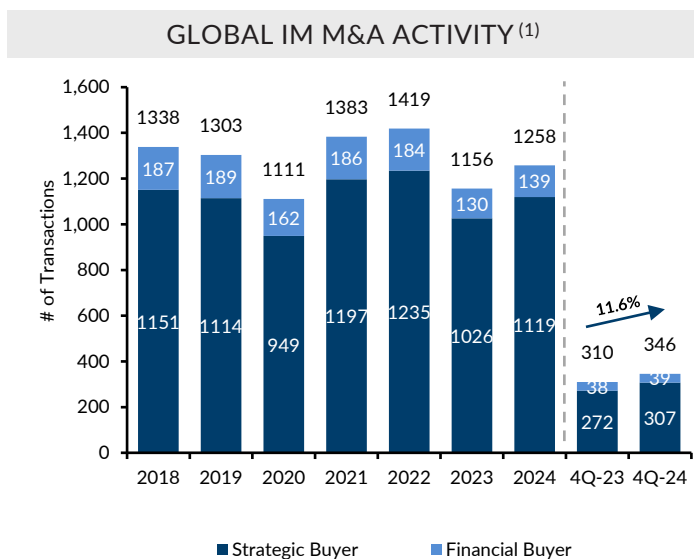
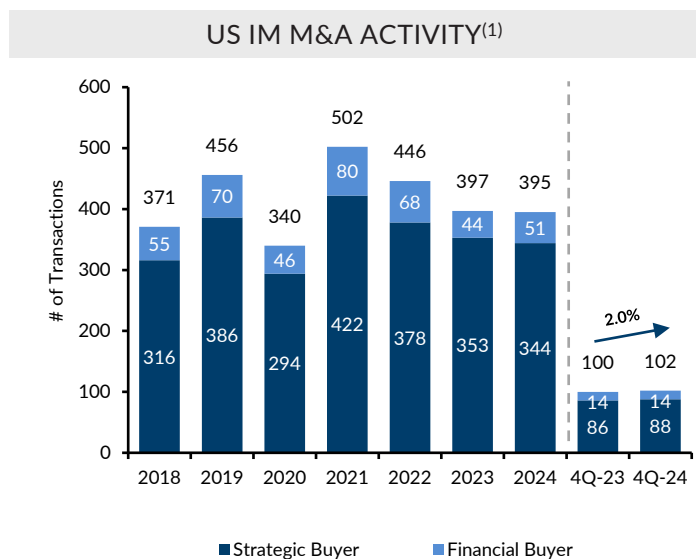
### Predicted Surge in Cross-Border M&A

As tariff talks intensify, foreign companies will likely target acquisitions of U.S.-domiciled companies to offset the rising costs of serving American customers. By acquiring established U.S. businesses, foreign companies can mitigate tariff impacts, streamline operations, and position themselves for long-term growth in a complex trade environment. As a result, having advisors with strong relationships with international buyers is essential to identifying the best potential acquirer and maximizing value in a competitive M&A process.

# Q4 2024 Market Summary & Outlook

## Q4 2024 – Quarterly M&A Market Recap

- Global Industrial Manufacturing (“IM”) M&A activity ended 2024 on a high note, with an 11.6% increase in Q4-24 compared to the same quarter in the previous year. In addition to the strong Q4 performance, total IM M&A activity grew by 8.8% in 2024 compared to 2023, totaling 1,258 transactions.
- U.S. Industrial Manufacturing activity saw a modest increase in Q4-24, rising 2.0% compared to Q4-23. Manufacturing remained the dominant sector, representing 73.1% of total transactions.
- Overall, total U.S. Industrial Manufacturing activity remained relatively stable in 2024 compared to the previous year. However, a notable shift occurred with financial buyer transactions, which rose 16% compared to 2023.

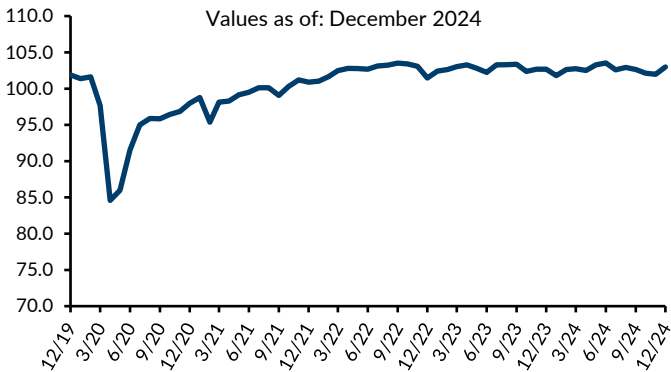


Sources: (1) Capital IQ

# Macro IM Indicators and Signals

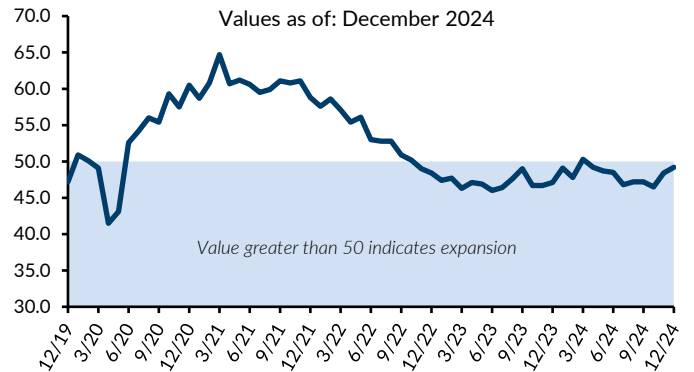
## INDUSTRIAL PRODUCTION INDEX

Index 2017 = 100



Source: Federal Reserve Bank of St. Louis

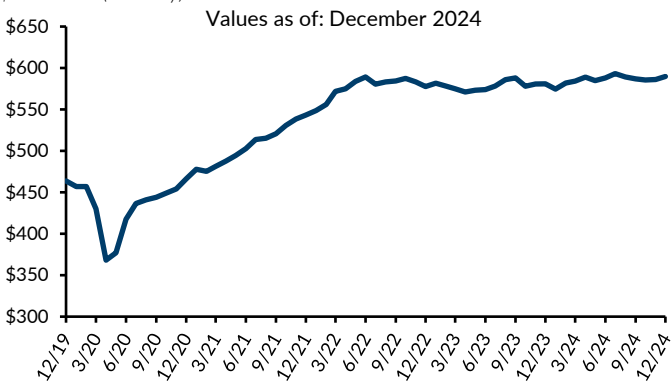
## PURCHASING MANAGERS INDEX



Source: Institute for Supply Management

## U.S. VALUE OF MANUFACTURERS SHIPMENTS

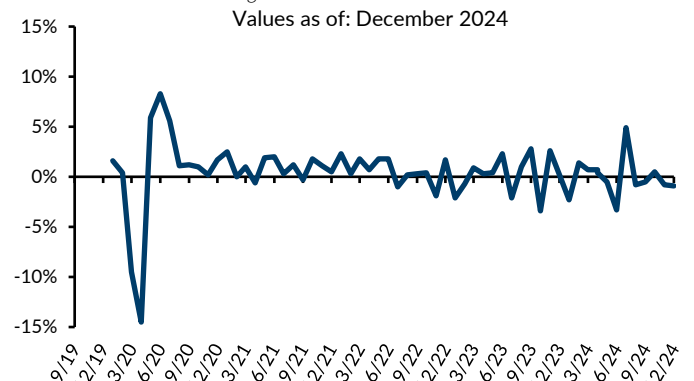
\$ in billions (monthly)



Source: Federal Reserve Bank of St. Louis

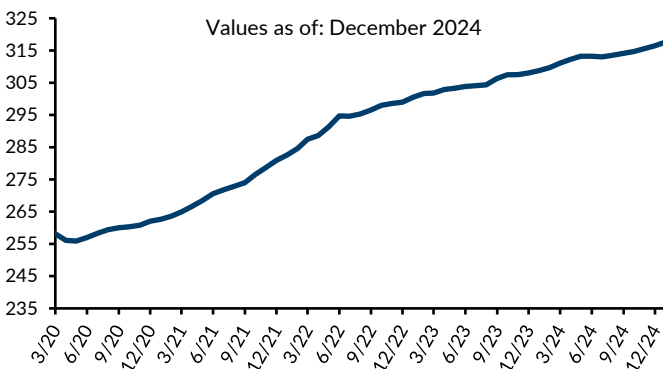
## U.S. MANUFACTURERS NEW ORDERS INDEX

% month-over-month change



Source: U.S. Census Bureau

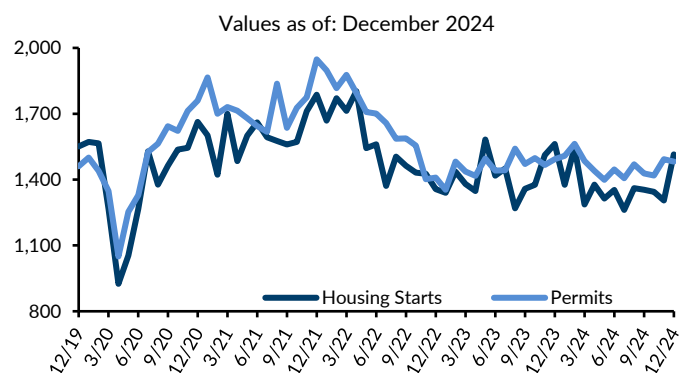
## CONSUMER PRICE INDEX



Source: Federal Reserve Bank of St. Louis

## HOUSING STARTS & PERMITS

(Units in 000's)



Source: Federal Reserve Bank of St. Louis

# PMCF Industrial Manufacturing Index

(\$ in millions) 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	
											Q4 '24	Q4 '23
<b>Automotive OEMs</b>												
Tesla, Inc.	United States	\$ 1,296,350	\$ 1,276,264	\$ 97,690	\$ 17,450	\$ 13,027	17.9%	13.3%	NM	13.14x	98.0x	57.0x
Toyota Motor Corporation	Japan	262,325	451,730	297,330	55,523	42,076	18.7%	14.2%	3.8x	1.53x	10.7x	9.4x
Mercedes-Benz Group AG	Germany	52,981	148,621	165,010	30,580	18,881	18.5%	11.4%	5.2x	0.97x	7.9x	7.3x
BMW	Germany	50,936	149,507	166,108	26,275	21,847	15.8%	13.2%	4.5x	0.97x	6.8x	6.1x
Volkswagen AG	Germany	47,161	275,688	361,879	62,541	28,921	17.3%	8.0%	7.6x	0.82x	9.5x	7.2x
Stellantis N.V.	Netherlands	35,740	30,350	162,416	7,783	12,700	4.8%	7.8%	0.0x	0.17x	2.4x	1.5x
General Motors Company	United States	58,575	163,954	187,442	23,149	18,689	12.3%	10.0%	5.7x	0.90x	8.8x	9.2x
Honda Motor Co., Ltd.	Japan	45,294	84,372	138,392	29,744	17,217	21.5%	12.4%	2.4x	0.61x	4.9x	4.8x
Ford Motor Company	United States	39,345	170,998	184,992	15,506	11,025	8.4%	6.0%	11.2x	0.94x	15.5x	13.8x
Rivian Automotive, Inc.	United States	13,575	12,880	4,970	(1,200)	(3,658)	-24.1%	-73.6%	NM	2.83x	NM	NM
Nissan Motor Co., Ltd.	Japan	11,272	53,150	80,508	11,202	4,859	13.9%	6.0%	8.6x	0.66x	10.9x	9.2x
<b>Automotive OEMs Median</b>							<b>15.8%</b>	<b>10.0%</b>	<b>5.2x</b>	<b>0.94x</b>	<b>9.2x</b>	<b>8.2x</b>
<b>Automotive Tiered Suppliers</b>												
DENSO Corporation	Japan	\$ 40,704	\$ 39,436	\$ 45,022	\$ 6,831	\$ 5,852	15.2%	13.0%	NM	0.87x	6.7x	8.5x
Aptiv PLC	Switzerland	14,215	22,773	19,713	3,733	3,067	18.9%	15.6%	2.3x	1.15x	7.4x	11.2x
Magna International Inc.	Canada	11,998	18,512	42,836	5,799	3,738	13.5%	8.7%	1.4x	0.46x	5.0x	6.3x
Continental Aktiengesellschaft	Germany	13,422	19,638	44,694	9,680	4,220	21.7%	9.4%	1.4x	0.47x	4.7x	5.8x
Autoliv, Inc.	Sweden	7,289	9,268	10,390	1,927	1,380	18.5%	13.3%	1.2x	0.88x	4.7x	7.2x
BorgWarner Inc.	United States	6,952	9,887	14,086	2,648	1,913	18.8%	13.6%	1.1x	0.70x	5.2x	6.3x
Lear Corporation	United States	5,146	7,997	23,306	1,777	1,650	7.6%	7.1%	1.3x	0.34x	4.8x	6.5x
Valeo SE	France	2,341	7,301	23,518	4,387	2,002	18.7%	8.5%	2.0x	0.32x	3.6x	4.7x
Forvia SE	France	1,764	10,719	29,103	3,889	2,523	13.4%	8.7%	2.6x	0.38x	4.2x	6.0x
Adient plc	Ireland	1,462	3,568	14,523	898	721	6.2%	5.0%	2.1x	0.24x	4.9x	7.0x
<b>Automotive Tiered Suppliers Median</b>							<b>16.9%</b>	<b>9.1%</b>	<b>1.4x</b>	<b>0.47x</b>	<b>5.0x</b>	<b>6.4x</b>
<b>Capital Equipment</b>												
Caterpillar Inc.	United States	\$ 175,141	\$ 208,288	\$ 64,809	\$ 21,088	\$ 15,646	32.5%	24.1%	2.1x	3.17x	13.3x	11.3x
Deere & Company	United States	115,066	175,178	51,532	15,202	11,349	29.5%	22.0%	5.2x	3.40x	15.4x	11.2x
PACCAR Inc	United States	54,538	60,998	33,664	5,930	5,365	17.6%	15.9%	1.2x	1.75x	11.4x	8.7x
AB Volvo (publ)	Sweden	49,415	66,094	47,601	12,624	7,109	26.5%	14.9%	2.3x	1.36x	9.3x	8.2x
Cummins Inc.	United States	47,822	54,791	34,102	8,551	4,842	25.1%	14.2%	1.1x	1.60x	11.3x	9.0x
CNH Industrial N.V.	United Kingdom	14,151	40,494	19,836	4,182	2,145	21.1%	10.8%	11.4x	1.86x	18.9x	11.6x
Oshkosh Corporation	United States	6,186	7,562	10,730	1,969	1,267	18.4%	11.8%	0.8x	0.71x	6.0x	8.0x
Terex Corporation	United States	3,087	3,363	5,127	1,068	604	20.8%	11.8%	3.6x	0.66x	5.6x	6.3x
<b>Capital Equipment Median</b>							<b>24.9%</b>	<b>14.2%</b>	<b>2.1x</b>	<b>1.60x</b>	<b>11.3x</b>	<b>8.7x</b>
<b>Diversified Manufacturers</b>												
Eaton Corporation plc	Ireland	\$ 131,155	\$ 139,284	\$ 24,878	\$ 9,503	\$ 5,548	38.2%	22.3%	1.3x	5.66x	25.1x	21.4x
Illinois Tool Works Inc.	United States	74,876	82,276	15,898	7,040	4,694	44.3%	29.5%	1.5x	5.16x	17.5x	19.2x
Ingersoll Rand Inc.	United States	36,457	40,030	7,235	3,170	1,936	43.8%	26.8%	1.7x	5.59x	20.7x	19.4x
Dover Corporation	United States	25,737	28,738	7,746	2,997	1,629	38.7%	21.0%	0.8x	3.39x	17.6x	15.5x
Steel Dynamics, Inc.	United States	17,367	19,388	17,540	2,803	2,422	16.0%	13.8%	1.0x	1.08x	8.0x	5.5x
Reliance, Inc.	United States	14,572	15,807	13,835	4,113	1,447	29.7%	10.5%	0.7x	1.13x	10.9x	8.3x
Mueller Industries, Inc.	United States	9,026	8,120	3,769	1,044	818	27.7%	21.7%	NM	2.27x	9.9x	5.5x
The Timken Company	United States	5,004	7,093	4,573	1,446	834	31.6%	18.2%	2.1x	1.55x	8.5x	8.4x
Linamar Corporation	Canada	2,421	3,563	7,891	1,124	1,107	14.2%	14.0%	1.1x	0.48x	3.2x	3.9x
ESCO Technologies Inc.	United States	3,436	3,550	1,055	418	212	39.6%	20.1%	0.5x	3.46x	16.7x	17.2x
Dana Incorporated	United States	1,676	4,510	10,284	876	743	8.5%	7.2%	3.0x	0.43x	6.1x	6.6x
<b>Diversified Manufacturers Median</b>							<b>31.6%</b>	<b>20.1%</b>	<b>1.2x</b>	<b>2.27x</b>	<b>10.9x</b>	<b>8.4x</b>
<b>Median</b>							<b>18.6%</b>	<b>12.7%</b>	<b>1.7x</b>	<b>1.0x</b>	<b>8.5x</b>	<b>8.0x</b>
<b>Mean</b>							<b>20.2%</b>	<b>11.5%</b>	<b>2.8x</b>	<b>1.8x</b>	<b>11.8x</b>	<b>10.1x</b>



Source: Capital IQ

(1) Market capitalizations and total enterprise values as of December 31, 2024; income statement and balance sheet data as of last period reported

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

(3) Currency conversions assume historical rate

# Key IM Public Company Statistics

## Valuation Trends:

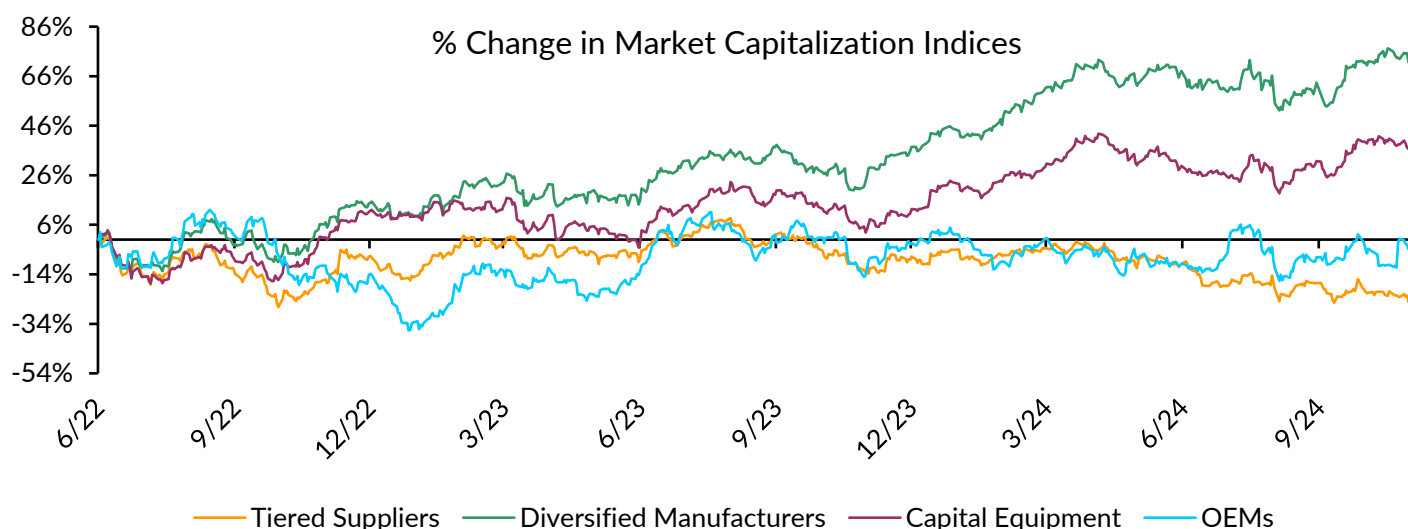
- The PMCF Industrial Manufacturing Public Equity Performance Index recorded an 8.6% decline in stock prices over the past year. As in the previous quarter, Automotive OEMs and Automotive Tiered Suppliers were major contributors to this decrease, with declines of 14.0% and 27.9%, respectively.
- Capital Equipment was the only segment to experience year-over-year stock price growth, with a 4.3% increase overall despite a 2.2% decline over the last 3-month period.
- The Q4-24 Mean and Median PMCF Industrial Manufacturing Index EV/EBITDA multiples showed improvement from the previous year's quarter, with the median increasing by half a turn to 8.5x and the mean rising by two turns to 11.8x.

Industry and Segment	Stock Price % Change		EV/EBITDA % Change		Current Valuation Stats			Net Debt/ TTM EBITDA
	3 Month	1 Year	3 Month	1 Year	Fwd PE	TTM PE	EV/EBITDA	
Automotive OEMs	1.8%	-14.0%	-2.7%	13.6%	5.7x	6.3x	9.2x	5.2x
Automotive Tiered Suppliers	-9.2%	-27.9%	-8.8%	-21.9%	7.4x	12.2x	5.0x	1.4x
Capital Equipment	-2.2%	4.3%	10.2%	25.5%	14.2x	11.0x	11.3x	2.1x
Diversified Manufacturers	-3.2%	-3.2%	-2.1%	6.7%	17.1x	19.4x	10.9x	1.2x
<b>Overall Median</b>	<b>-2.7%</b>	<b>-8.6%</b>	<b>-2.4%</b>	<b>10.2%</b>	<b>10.8x</b>	<b>11.6x</b>	<b>8.5x</b>	<b>1.7x</b>

## PMCF INDUSTRIAL MANUFACTURING INDEX PUBLIC VALUATIONS <sup>(1) (2)</sup>

	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024
<b>Revenue Multiple</b>										
Median	0.9x	0.9x	1.0x	1.1x	1.0x	1.0x	1.1x	1.0x	0.9x	0.9x
Mean	1.8x	1.4x	1.5x	1.6x	1.6x	1.6x	1.6x	1.6x	1.7x	1.8x
<b>EBITDA Multiple<sup>(1)</sup></b>										
Median	8.0x	7.9x	8.8x	8.2x	7.5x	8.0x	9.6x	9.4x	9.3x	8.5x
Mean	9.5x	9.2x	9.7x	9.8x	9.3x	9.8x	10.2x	9.9x	10.7x	11.8x

## PMCF INDUSTRIAL MANUFACTURING PUBLIC EQUITY PERFORMANCE



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

(3) Industry and segment returns are based on price-weighted performance

# Industrial Manufacturing M&A Activity

## Platform Add-On

Consolidated Equipment Group acquires Agile Manufacturing

On October 1, 2024, Consolidated Equipment Group, a portfolio company of Dominus Capital, announced the acquisition of Granite, Iowa-based Agile Manufacturing. Agile is an innovative manufacturer of agricultural, industrial, and construction material-handling equipment. The Company designs and manufactures a variety of attachments, including front-end loaders, grapples, buckets, and other accessories designed to seamlessly integrate with standard operating tractors and equipment. The Company was formed in 2008 to acquire two prominent brands in the attachment industry: the Miller Loader brand and the GrabTec brand.

## Product Expansion

Duravent Group acquires Builder's Best

On October 7, 2024, Duravent Group, a recognized leader in venting and air control industries, announced its acquisition of Builder's Best, an established manufacturer and distributor of venting solutions for the residential and commercial markets. Simon Davis, President and CEO of Duravent Group, stated, "This acquisition marks a milestone in our strategic growth vision, further expanding our product offerings in the venting business. We are excited to lead Builder's Best through its next phase of growth."

## Strategic Acquisition

Pentair acquires G&F Manufacturing

On December 3, 2024, Pentair plc, a leader in helping the world move, improve, and enjoy water, announced its acquisition of Florida-based G&F Manufacturing for ~\$108 million. G&F Manufacturing manufactures and services heat pumps for pools under the Gulfstream brand in the southeastern United States. The Gulfstream brand expands Pentair's pool equipment offerings to customers in Florida and surrounding areas.

## Platform Acquisition

Red Arts Capital acquires KKSP Precision Machining

On December 19, 2024, Red Arts Capital, a leading investment firm specializing in supply chain-related and logistics businesses, announced the acquisition of KKSP Precision Machining, a premier North American producer of custom-turned metal components. The acquisition marks Red Arts' entry into advanced manufacturing, leveraging its deep expertise to expand into a strategically aligned domain. Established in 1968, KKSP has produced screw machine parts for its customers for more than 50 years and has over 425 screw machines in four locations across the United States and Mexico.

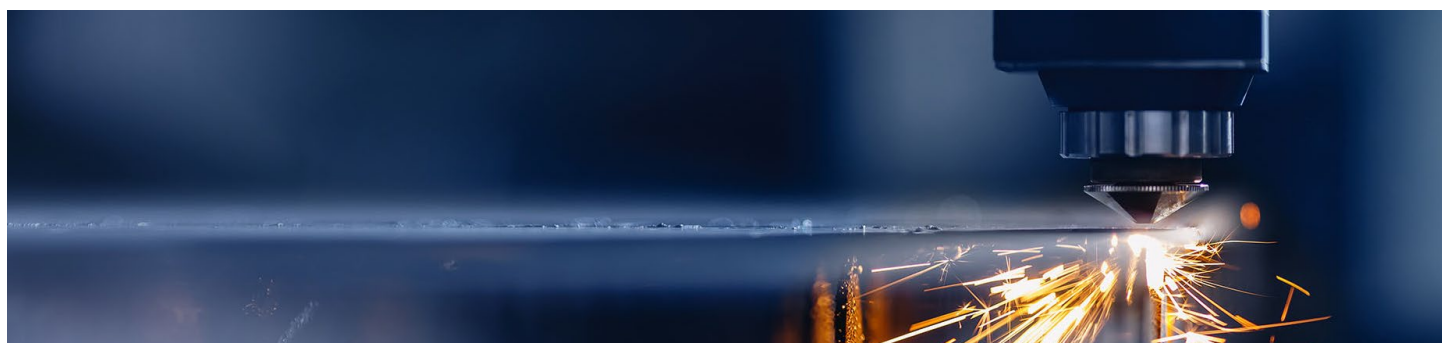
Sources: Capital IQ, company websites and PMCF proprietary research



# Industrial Manufacturing M&A Activity

## SELECT INDUSTRIAL MANUFACTURING TRANSACTIONS

Date	Target	Buyer	Industry Segment
Oct-24	Maddox Industries, Inc.	Envirotech Vehicles, Inc.	Manufacturing
Oct-24	Fluid Tech Hydraulics, Inc.	Singer Industrial, Inc.	Manufacturing
Oct-24	Semi-Bulk Systems, Inc.	Haf Equipment, Inc.	Manufacturing
Oct-24	SPI Automation Group, LLC	Grote Company, Inc.	Manufacturing
Oct-24	Cardinal Manufacturing LLC	Sign Craft Industries, Inc.	Manufacturing
Oct-24	Precinmac, LP	Centerbridge Partners, L.P.	Manufacturing
Oct-24	Emery Thompson Machine & Supply Co.	The Middleby Corporation	Manufacturing
Oct-24	Barnes Group Inc.	Apollo Global Management, Inc.	Manufacturing
Oct-24	Builder's Best, Inc.	DuraVent LLC	Manufacturing
Oct-24	Component Products, Inc.	Pelco Products, Inc.	Manufacturing
Oct-24	Ransom International, LLC	Hultec USA, Inc.	Automotive
Oct-24	Agile Manufacturing Group, LLC	Consolidated Equipment Group LLC	Manufacturing
Oct-24	APSCO, Inc.	Ingersoll Rand Inc.	Capital Equipment
Oct-24	Marco Supply, Inc.	NexaMotion Group, LLC	Automotive
Nov-24	KI (USA) Corporation	American Industrial Acquisition Corporation	Automotive
Nov-24	Quality Industrial Corp.	Fusion Fuel Green PLC	Manufacturing
Nov-24	EVICTUS Suspension Systems	Storyteller Overland, LLC	Automotive
Nov-24	NSI Industries, LLC	Sentinel Capital Partners, L.L.C.	Manufacturing
Nov-24	Arnott, LLC	MidOcean Partners LLP	Automotive
Nov-24	Advanced Packaging Inc.	Albers Aerospace	Manufacturing
Nov-24	Air Way Automation, Inc.	Atlas Copco AB (publ)	Manufacturing
Nov-24	Assets of Detroit Speed, Inc.	QA1 Precision Products, Inc.	Automotive
Nov-24	LMS Manufacturing, LLC	Product Recovery Management, Inc.	Manufacturing
Nov-24	Elliott Machine Works, Inc.	Stellar Industrial Supply, Inc.	Capital Equipment
Dec-24	Global Compression Services, Inc.	Lion Equity Partners, LLC	Manufacturing
Dec-24	R. H. Sheppard Co., Inc.	Balmoral Funds LLC	Capital Equipment
Dec-24	KKSP Precision Machining, LLC	Red Arts Capital Management, LLC	Manufacturing
Dec-24	Precision Engine Parts Of Nevada, Inc.	S.B. International, Inc.	Automotive
Dec-24	Dss Pro Diesel Partners, LLC	M&D Distributors	Automotive
Dec-24	Jacobs Corporation	CPM Holdings Inc.	Manufacturing
Dec-24	Addison Precision Mfg. Corp.	BTX Precision, Inc.	Manufacturing
Dec-24	G&F Manufacturing, LLC	Pentair plc	Manufacturing
Dec-24	International Conveyor And Rubber, LLC	Motion Industries, Inc.	Manufacturing
Dec-24	Air Innovations Inc.	Altus Capital Partners, Inc.	Manufacturing
Dec-24	Goodman Ag Supply, Inc.	Sonsray Machinery, LLC	Capital Equipment



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](http://pmcf.com)*

## SIGNIFICANT INDUSTRY EXPERTISE AND RESOURCES

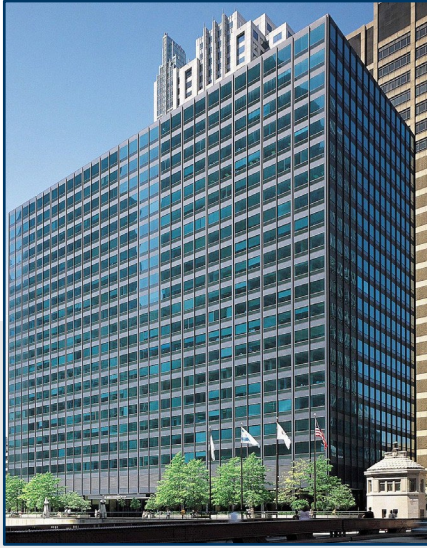
Founded in 1995, PMCF has spent 25+ years successfully advising clients in the middle market. From M&A advisory or capital raising to strategic assessment and transaction planning, we execute transactions to achieve life-changing outcomes for our clients. We leverage our significant deal experience, 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 macro trends 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

# About PMCF

## OUR LOCATIONS



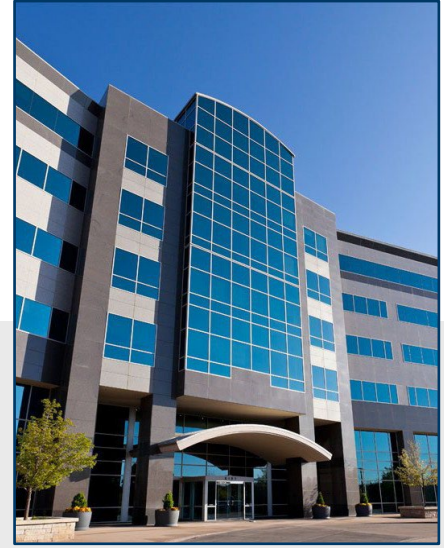
### CHICAGO

10 S. Riverside  
Chicago, IL 60606  
Phone: 312.602.3600



### DETROIT

3000 Town Center  
Suite 100  
Southfield, MI 48075  
Phone: 248.223.3300



### DENVER

8181 E. Tufts Avenue  
Suite 600  
Denver, CO 80237  
Phone: 720.370.8181

## 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 industrial manufacturing, and approach to managing transactions go 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
- One of the largest, most active investment banking boutiques with a focus on specialty niche businesses
- Proven positioning and marketing processes to obtain premium valuations in company sales
- 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
- Unique sale planning approach that helps shareholders best prepare for a future sale, whether it is six months or several years
- Long-term and client-first approach allows PMCF to provide unbiased feedback

**PMCF** | INVESTMENT BANKING



*Two-time winner, Boutique Investment Banking Firm of the Year by M&A Advisor*

*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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