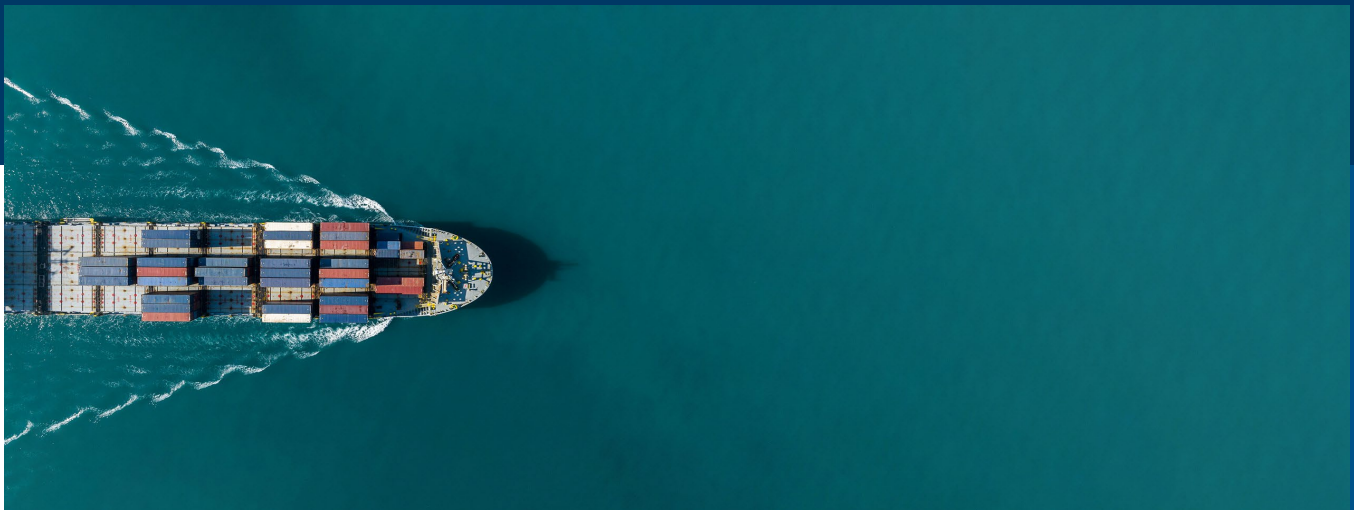


# DISTRIBUTION M&A PULSE

SECOND QUARTER 2025



## OUR INSIGHTS

This edition of PMCF's Distribution M&A Pulse recaps Q2 2025 activity and highlights the strategic themes we are actively discussing with clients across the distribution landscape. We also begin spotlighting a new subsector, Food & Beverage distribution.

M&A volume was negatively impacted by the tariff uncertainty, leading to declines in dealmaking as companies elected to focus on shoring up their own operations. Across subsectors, particularly in Food & Beverage, companies leveraging technology to optimize performance are generating outsized value, reflected in a 1.5x EV/EBITDA multiple increase in the PMCF Distribution Index of Public Valuations since last quarter. These trends reinforce that forward-thinking assets remain highly competitive in today's market.

## IN THIS ISSUE

- 03 | What We're Discussing with Clients
- 04 | Market Summary & Outlook
- 05 | Macro Distribution Indicators & Signals
- 06 | Equity Market Index & Key Statistics
- 08 | Key Deal Insights  
Distribution M&A Activity
- 10 | What is a Strategic Assessment

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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](http://pmcf.com).

## INVESTMENT BANKING SERVICES:

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

## SELECT PMCF DISTRIBUTION TRANSACTIONS





## KEY INSIGHTS

1

### Strong Assets Continue to Outperform in a Selective Market

Well-run businesses with clear growth strategies are commanding strong interest and premium valuations, even as overall deal volume remains measured. We are seeing competitive auctions, preemptive offers, and robust pricing for companies that show consistency, scalability, and leadership. This focus on quality is supporting healthy deal values across resilient sectors and signals a sustained appetite for differentiated assets. Buyers remain active and ready to move quickly when opportunities align with their strategic goals.

2

### Sale Preparation Mitigates Deal Challenges

The M&A landscape has seen constant change over the past five years, from the pause of early 2020 to record-breaking deal activity in 2021. Since then, market dynamics have shifted again, with higher interest rates and ongoing geopolitical and regulatory volatility. For sellers, this means navigating a more selective and complex environment where uncertainty is no longer temporary, but part of a fluid market. Buyers are still active, but they are more focused, undergoing enhanced diligence, and moving with greater caution. Sellers who are prepared, well-positioned, and flexible in their approach are the ones seeing the strongest outcomes.

3

### Strategic M&A Unlocks Growth and Efficiency

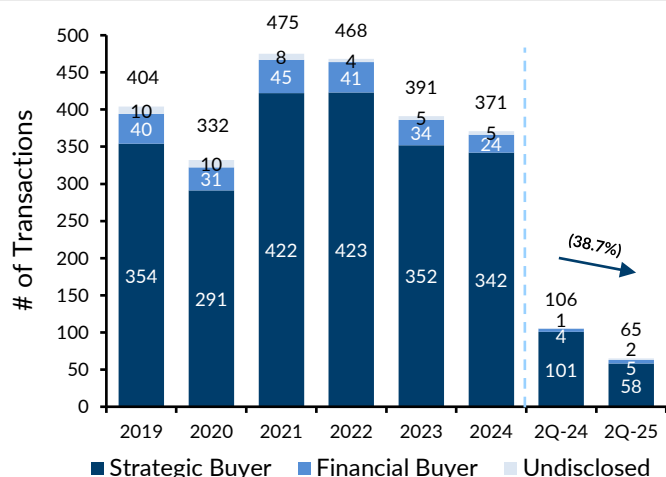
Across capital-intensive sectors like industrials, oil and gas, and chemicals, companies are increasingly using M&A to respond to market pressures and unlock growth. Buyers are focusing on transactions that offer geographic expansion, product diversification, and cost efficiencies. This trend is especially visible in sectors where building scale also brings access to more specialized capabilities, allowing companies to serve customers more efficiently and strengthen their competitive position. In today's environment, well-structured strategic deals are playing a critical role in helping companies adapt and outperform.

# Market Summary & Outlook

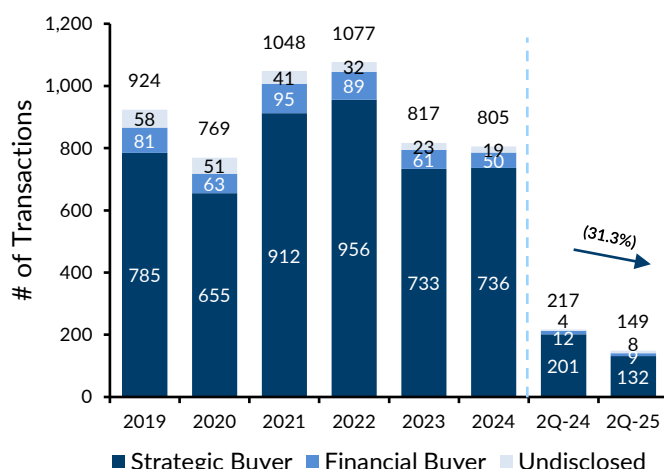
## Q2 2025 – M&A Market Recap: Distribution Sector

- Globally, 149 Distribution transactions closed in Q2-25. Strategic buyer activity declined meaningfully from Q2-24 as many companies shifted focus toward operational improvements and organic growth instead of pursuing acquisitions amid tariff-related uncertainty. In the U.S., this shift was evident as deal volume dropped from 106 in Q2-24 to 65 in Q2-25, underscoring the near-term impact of macro and policy headwinds.
- Financial buyers' investment activity remained relatively steady, increasing in the US and only a modest decline in activity globally. Sponsors continued to pursue high-conviction theses and invest selectively in attractive businesses despite the challenging macroeconomic environment. Supporting this resilience, the Industrial Production Index trended upward, indicating that U.S. companies strengthened their core operations and positioned themselves for future growth.
- Although overall deal volume declined, average transaction sizes expanded significantly. The average deal size rose to \$275M in Q2-25, compared to \$53M in Q2-24, reflecting strong demand for high-quality assets. Notable transactions, such as the \$600M KCG–Foundation Building Materials merger, emphasized ongoing appetite for companies with durable cashflows and strategic positions in desirable sectors.<sup>(1)</sup>

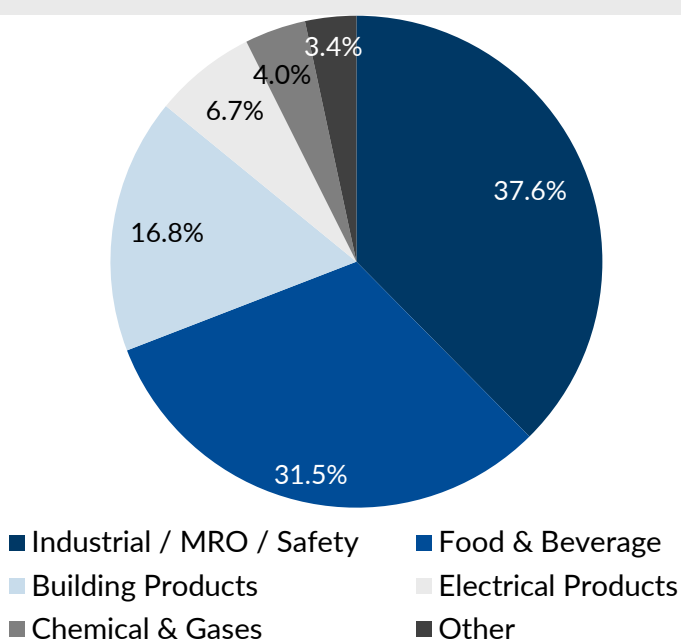
US DISTRIBUTION M&A ACTIVITY<sup>(1)</sup>



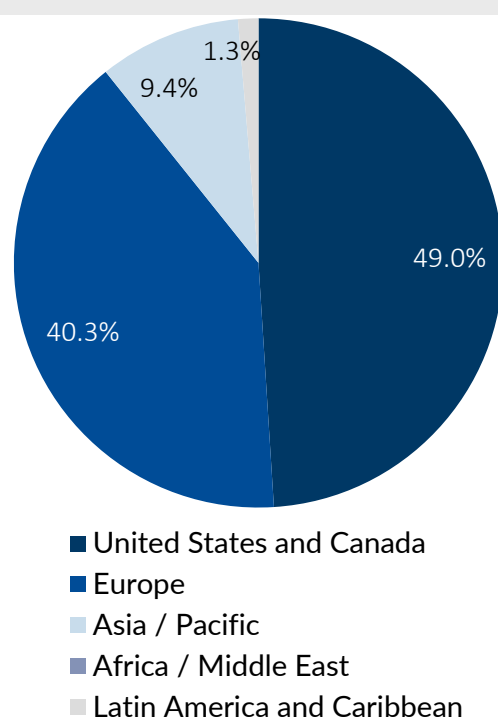
GLOBAL DISTRIBUTION M&A ACTIVITY<sup>(1)</sup>



Q2 2025 DISTRIBUTION M&A ACTIVITY BY SEGMENT<sup>(1)</sup>



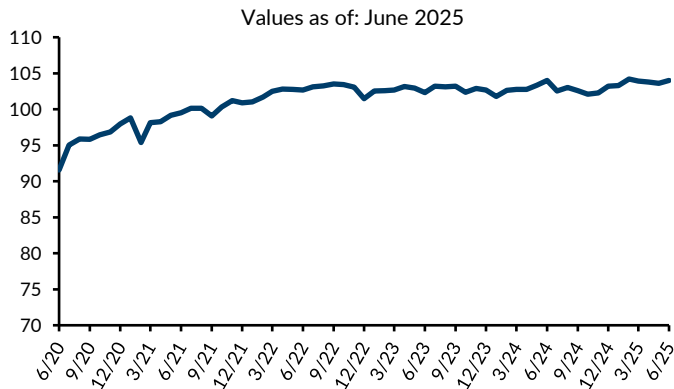
Q2 2025 DISTRIBUTION M&A ACTIVITY BY REGION – GLOBAL<sup>(1)</sup>



Sources: (1) Capital IQ, PMCF proprietary data

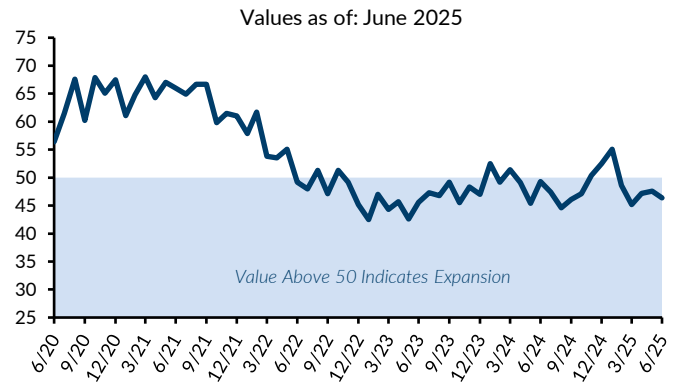
# Macro Distribution Indicators & Signals

## INDUSTRIAL PRODUCTION INDEX



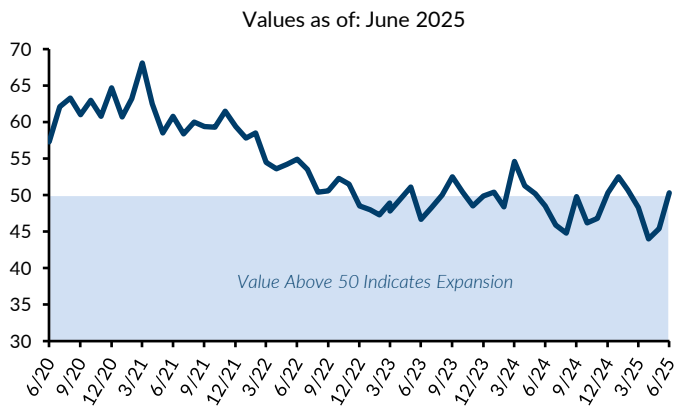
Source: Federal Reserve Bank of St. Louis

## ISM NEW ORDERS INDEX



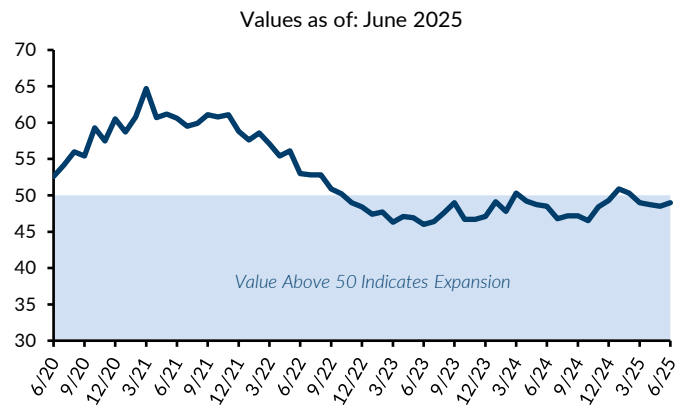
Source: Institute for Supply Management

## ISM PRODUCTION INDEX



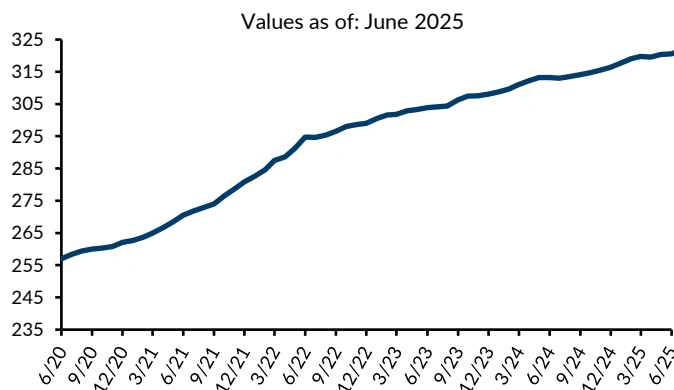
Source: Institute for Supply Management

## PURCHASING MANAGERS' INDEX



Source: Institute for Supply Management

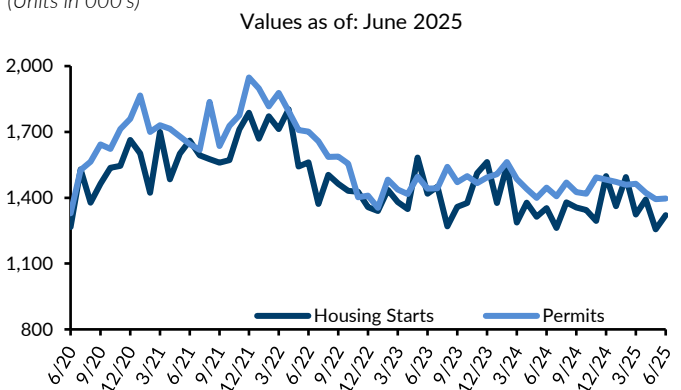
## CONSUMER PRICE INDEX



Source: Federal Reserve Bank of St. Louis

## HOUSING STARTS & PERMITS

(Units in 000's)



Source: Federal Reserve Bank of St. Louis

# PMCF Distribution Index

Company Name	Headquarters Location	Enterprise Value <sup>(1)</sup>	Market Cap. <sup>(1)</sup>	TTM Revenue	TTM Gross Profit	EBITDA	TTM Gross Margin	TTM EBITDA Margin	Net Debt/ EBITDA	EV/ Revenue	EV/EBITDA <sup>(2)</sup>	
											Q2 '25	Q2 '24
\$ in Millions <sup>(3)</sup>												
Industrial / MRO / Safety												
W.W. Grainger, Inc.	United States	\$ 52,352	\$ 49,972	\$ 17,481	\$ 6,861	\$ 2,950	39.2%	16.9%	0.7x	3.0x	17.7x	16.5x
Fastenal Company	United States	48,448	48,184	7,774	3,504	1,742	45.1%	22.4%	0.2x	6.2x	27.8x	21.4x
Core & Main, Inc.	United States	14,061	11,446	7,611	2,022	918	26.6%	12.1%	2.8x	1.8x	15.3x	13.5x
Applied Industrial Technologies, Inc.	United States	9,041	8,853	4,563	1,383	560	30.3%	12.3%	0.6x	2.0x	16.1x	13.9x
MSC Industrial Direct Co., Inc.	United States	5,294	4,737	3,744	1,532	408	40.9%	10.9%	1.2x	1.4x	13.0x	9.9x
Bossard Holding AG	Switzerland	2,013	1,692	1,289	422	147	32.8%	11.4%	3.0x	1.6x	13.7x	15.7x
DXP Enterprises, Inc.	United States	1,950	1,376	1,919	603	204	31.4%	10.6%	2.8x	1.0x	9.6x	8.5x
MRC Global Inc.	United States	1,683	1,180	2,945	585	136	19.9%	4.6%	4.1x	0.6x	12.4x	8.1x
DNOW Inc.	United States	1,405	1,566	2,404	551	173	22.9%	7.2%	NM	0.6x	8.1x	7.2x
Median							31.4%	11.4%	2.0x	1.6x	13.7x	13.5x
Electrical Products												
WESCO International, Inc.	United States	\$ 14,165	\$ 9,038	\$ 22,232	\$ 4,745	\$ 1,392	21.3%	6.3%	4.1x	0.6x	10.2x	8.6x
Rexel S.A.	France	13,614	9,068	22,819	5,673	1,343	24.9%	5.9%	3.8x	0.6x	10.1x	8.7x
Arrow Electronics, Inc.	United States	9,294	6,610	28,500	3,272	1,010	11.5%	3.5%	2.6x	0.3x	9.2x	6.9x
Avnet, Inc.	United States	7,095	4,451	22,201	2,385	706	10.7%	3.2%	3.8x	0.3x	10.1x	7.6x
RS Group plc	United Kingdom	4,187	3,688	3,751	1,606	362	42.8%	9.7%	1.3x	1.1x	11.6x	11.4x
Median							21.3%	5.9%	3.8x	0.6x	10.1x	8.6x
Building Products												
CRH plc	Ireland	\$ 77,023	\$ 61,807	\$ 36,347	\$ 13,082	\$ 7,072	36.0%	19.5%	2.1x	2.1x	10.9x	9.9x
Ferguson Enterprises Inc.	United States	48,246	42,936	30,211	9,202	2,937	30.5%	9.7%	1.8x	1.6x	16.4x	14.8x
Builders FirstSource, Inc.	United States	17,890	12,896	15,944	5,035	1,799	31.6%	11.3%	2.9x	1.1x	9.9x	8.0x
Watsco, Inc.	United States	17,158	16,708	7,508	2,067	783	27.5%	10.4%	0.2x	2.3x	21.9x	22.9x
Pool Corporation	United States	12,234	10,958	5,276	1,554	634	29.5%	12.0%	2.3x	2.3x	19.3x	18.7x
Median							30.5%	11.3%	2.1x	2.1x	16.4x	14.8x
Chemicals & Gases												
Air Liquide S.A.	France	\$131,874	\$118,608	\$ 32,180	\$ 20,364	\$ 8,908	63.3%	27.7%	1.5x	4.1x	14.8x	14.1x
Brenntag SE	Germany	12,743	9,530	18,790	4,705	1,276	25.0%	6.8%	2.7x	0.7x	10.0x	9.7x
IMCD N.V.	Netherlands	9,418	7,912	5,683	1,471	641	25.9%	11.3%	2.8x	1.7x	14.7x	16.8x
Median							25.9%	11.3%	2.7x	1.7x	14.7x	14.1x
Transportation / Logistics												
Old Dominion Freight Line, Inc.	United States	\$ 34,261	\$ 34,298	\$ 5,639	\$ 2,221	\$ 1,787	39.4%	31.7%	0.1x	6.1x	19.2x	18.8x
XPO, Inc.	United States	18,801	14,878	8,009	1,412	1,219	17.6%	15.2%	3.3x	2.3x	15.4x	14.0x
J.B. Hunt Transport Services, Inc.	United States	16,121	14,244	12,064	2,267	1,557	18.8%	12.9%	1.3x	1.3x	10.4x	11.4x
Ryder System, Inc.	United States	15,247	6,573	12,676	2,547	2,774	20.1%	21.9%	3.1x	1.2x	5.5x	5.3x
Expeditors International of Washington, In	United States	14,918	15,646	11,273	1,526	1,176	13.5%	10.4%	NM	1.3x	12.7x	18.3x
C.H. Robinson Worldwide, Inc.	United States	12,991	11,392	17,013	1,397	826	8.2%	4.9%	1.9x	0.8x	15.7x	20.2x
Knight-Swift Transportation Holdings Inc.	United States	10,179	7,167	7,427	1,793	1,049	24.1%	14.1%	2.8x	1.4x	9.7x	11.6x
Median							18.8%	14.1%	2.3x	1.3x	12.7x	14.0x
Food & Beverage												
Sysco Corporation	United States	\$ 49,820	\$ 36,715	\$ 81,370	\$ 14,969	\$ 4,479	18.4%	5.5%	3.0x	0.6x	11.1x	11.0x
US Foods Holding Corp.	United States	22,726	17,816	38,652	6,724	1,652	17.4%	4.3%	3.0x	0.6x	13.8x	12.0x
Performance Food Group Company	United States	21,338	13,653	59,899	7,417	1,534	12.4%	2.6%	5.2x	0.4x	13.9x	10.9x
United Natural Foods, Inc.	United States	4,942	1,412	32,243	4,308	539	13.4%	1.7%	6.6x	0.2x	9.2x	11.6x
The Chefs' Warehouse, Inc.	United States	3,391	2,596	3,951	956	207	24.2%	5.2%	4.0x	0.9x	16.4x	14.1x
Median							17.4%	4.3%	4.0x	0.6x	13.8x	11.6x
Median							25.0%	10.5%	2.8x	1.3x	12.8x	11.6x
Mean							26.4%	11.1%	2.5x	1.6x	13.4x	12.7x

Source: Capital IQ

(1) Market capitalizations and total enterprise values as of June 30<sup>th</sup>, 2025; 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 Distribution Public Company Statistics

## Valuation Trends:

- Industrial distributors are capturing significant benefits from near-shoring and friend-shoring, as evidenced by the 1.5x increase in the median EBITDA multiple of the PMCF Distribution Public Valuations Index since Q1. As companies reshore, distributors gain incremental revenues from the rise of smaller domestic manufacturing sites replacing reliance on a few large facilities in concentrated locations. Another strong tailwind is the development of rural communities, which creates jobs and expands opportunities for distributors to meet growing demand.

PMCF DISTRIBUTION INDEX PUBLIC VALUATIONS <sup>(1) (2)</sup>

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025 <sup>(3)</sup>	Q2 2025
<b>Revenue Multiple</b>									
Median	1.3x	1.4x	1.5x	1.7x	1.5x	1.6x	1.3x	1.4x	1.3x
Mean	1.5x	1.6x	1.7x	1.9x	1.7x	1.9x	1.7x	1.8x	1.6x
<b>EBITDA Multiple<sup>(1)</sup></b>									
Median	9.8x	10.4x	12.1x	12.6x	11.4x	12.3x	11.7x	11.3x	12.8x
Mean	10.7x	10.9x	12.6x	13.7x	12.5x	14.1x	13.2x	13.2x	13.4x

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

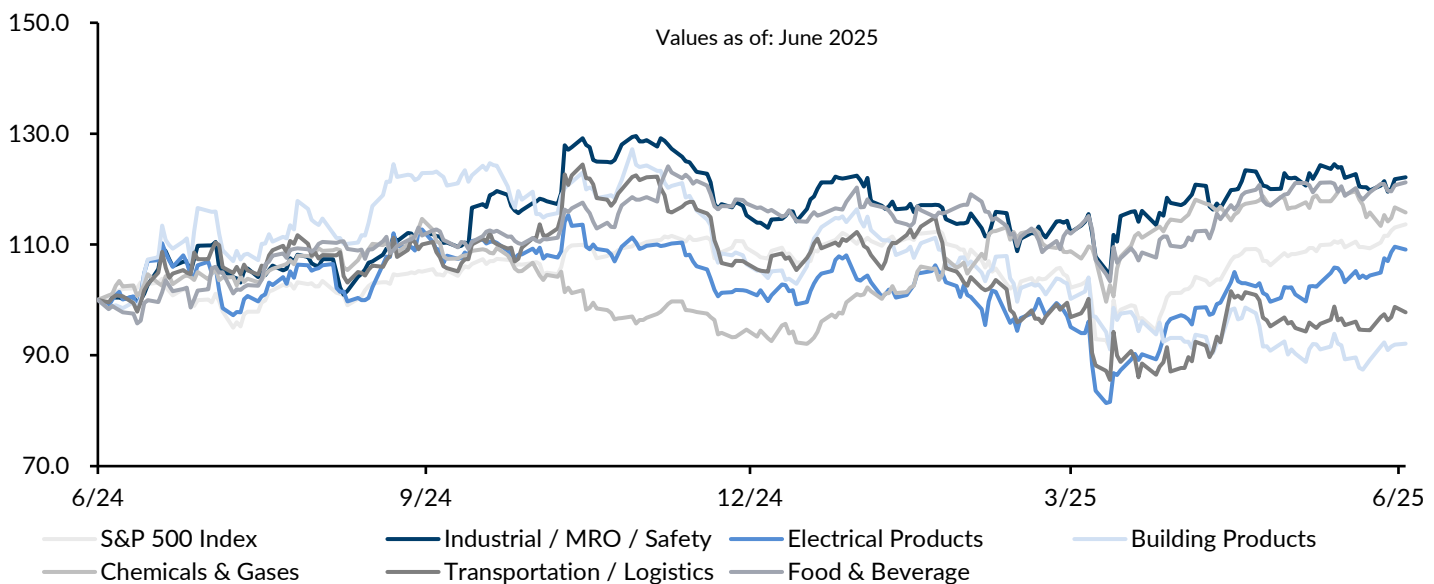
(3) As of Q1-25, Beacon Roofing Supply, Inc., and UFP are removed from the index

(4) As of Q2-25, Food and Beverage Distributors added to the index

## Equity Performance:

- The PMCF Distribution Index Public Equity Performance rose 7.4% year-over-year. Industrial/MRO/Safety, Chemicals & Gas, and Food & Beverage led performance, climbing 22.1%, 21.2%, and 15.8%, respectively. In Food & Beverage, growth reflects resilient consumer demand and advances in technology. Companies are adopting tools such as route optimization and forecasting-to-frequency optimization to cut costs and drive efficiency. Route optimization alone can lower fuel consumption by 15–20%, a significant improvement for food and beverage distributors operating at an average TTM gross margin of just 17.4% as of Q2 2025<sup>(5)</sup>. Taken together, these dynamics position the sector for continued margin expansion and sustained growth.

PMCF DISTRIBUTION INDEX PUBLIC EQUITY PERFORMANCE <sup>(6) (7)</sup>



Source: Capital IQ

(5) Easyroutes

(6) Market capitalization indices with mixed currencies are converted into USD using historical spot rates

(7) Local currency quotes converted into USD using historical spot rates

# Key Deal Highlights

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## Building Products

Builders FirstSource, Inc. (NYSE: BLDR) Acquires Truckee-Tahoe Lumber Company

**April 2025** - Builders FirstSource, Inc. (NYSE: BLDR) has acquired Truckee-Tahoe Lumber Company, a family-owned lumber and building materials supplier serving the Northern Sierra-Nevada region. A Builders FirstSource spokesperson commented, "Truckee-Tahoe Lumber has built a stellar reputation for delivering high-quality lumber, building materials, and expert design services to its customers. Their deep local knowledge and strong community ties make them an ideal partner as we expand our presence in the region. We are committed to maintaining the existing leadership team to ensure continuity and a seamless transition, while leveraging Builders FirstSource's scale and resources to enhance service and product offerings."

## Electrical Products

Rexel USA, Inc. Acquires Schwing Electrical Supply Corp.

**April 2025** - Rexel USA, Inc. has completed the acquisition of Schwing Electrical Supply Corp., a leading electrical distributor serving Long Island, New York. Roger Little, CEO of Rexel USA, said, "Schwing is the leading electrical distributor on Long Island, known for its long-standing history, strong culture, superior service, and talented associates. This acquisition marks a significant expansion into the Long Island market, which presents attractive growth opportunities. By combining our strengths, we will deliver even greater value and service to our customers, associates, and suppliers." Rexel USA will continue to operate under the Schwing Electrical Supply name, leveraging its established brand and workforce.

## Industrial / MRO / Safety

Fusion Capital Partners, LP Acquires Relevant Industrial, LCC

**May 2025** - Fusion Capital Partners, LP has acquired Relevant Industrial, LLC, a provider of engineered products and services for critical industrial applications. "As we embark on our next chapter of growth, we are thrilled to welcome Fusion as our newest strategic partner," said John Carte, CEO of Relevant. "Utilizing our thesis-driven approach, we have proactively targeted the process automation ecosystem and have been following Relevant's evolution for years. Our belief in John and his entire team, coupled with the company's strong market position and numerous available growth levers, creates a strong foundation to deploy our partnership-driven growth playbook," said Matt Brown, Co-Managing Partner at Fusion.

## Food & Beverage

GrubMarket, Inc. Acquires Coast Citrus Distributors, Inc.

**June 2025** - GrubMarket, Inc. has completed the acquisition of Coast Citrus Distributors, Inc., a leading national distributor of tropical fruits and specialty produce. Mike Xu, CEO of GrubMarket, said, "We are thrilled to welcome Coast Citrus Distributors to the GrubMarket family. Their strong reputation, grower partnerships, and strategic U.S. presence significantly enhance our ability to provide high-quality produce nationwide. This acquisition, the largest in our history, perfectly complements our business and supports our strategic growth across North America."

Sources: Company Press Releases



# Distribution M&A Activity

## SELECT DISTRIBUTION TRANSACTIONS

Date	Target	Buyer	Industry Segment	Enterprise Value <sup>(1)</sup>
Apr-25	Rhoads & O'Hara Architectural Products, LLC	Richelieu Hardware Ltd.	Building Products	\$ -
Apr-25	Schwing Electrical Supply Corp.	Rexel USA, Inc.	Electrical Products	-
Apr-25	Quality Controls Inc	United Flow Technologies	Industrial / MRO / Safety	-
Apr-25	Northeast Riggers, Inc.	MEI Rigging & Crating LLC	Building Products	-
Apr-25	Beaty Fertilizer & Chemical Corporation	Turf Care Supply Corporation	Industrial / MRO / Safety	-
Apr-25	Rainmaker Sales, Inc.	ISCO Industries, LLC	Industrial / MRO / Safety	-
Apr-25	KCG, Inc.	Foundation Building Materials, LLC	Building Products	600.0
Apr-25	Panadyne Inc	SurfacePrep	Industrial / MRO / Safety	-
Apr-25	Certified Genetool, LLC	Surplus Solutions LLC	Industrial / MRO / Safety	-
Apr-25	Truckee-Tahoe Lumber Company	Builders FirstSource, Inc.	Building Products	-
Apr-25	National Minerals Corporation	EP Power Europe, a. s.	Industrial / MRO / Safety	-
Apr-25	Georgia Air Associates, Inc.	Air Control Concepts	Electrical Products	-
Apr-25	Opustone, L.L.C.	Construction Resources, Inc.	Building Products	-
Apr-25	MKM Importers, Inc.	Righting Group, LLC	Industrial / MRO / Safety	-
Apr-25	Minore's Meats, Inc.	J&M Vital Provisions, LLC	Food & Beverage	-
Apr-25	Farmers Implement & Irrigation, Inc.	Titan Machinery Inc.	Industrial / MRO / Safety	-
Apr-25	Ferralloy, Inc.	EagleQuest International, Ltd.	Industrial / MRO / Safety	-
Apr-25	Baker & Murakami Produce Company LLLP	Eagle Eye Produce, Inc.	Food & Beverage	-
Apr-25	Ceres Global Ag Corp.	Bartlett and Company, Inc.	Food & Beverage	206.5
Apr-25	Electronic Components, Inc.	Omni-Lite Industries Canada Inc.	Electrical Products	-
May-25	Hannan Supply Company Inc.	Butler Supply Inc.	Electrical Products	-
May-25	Valley Lighting LLC	Caymus Equity Partners LLC	Electrical Products	-
May-25	Southern Ice Equipment Distributors, Inc.	Watsco, Inc.	Industrial / MRO / Safety	17.7
May-25	Gold Arc, Inc.	Overhead Door Corporation	Building Products	-
May-25	Garrett Hewitt International LLC	Novvia Group	Industrial / MRO / Safety	-
May-25	American River Nutrition, LLC	Everwell Health Holdings LLC	Food & Beverage	-
May-25	Industrial Sales Company, Inc.	Winsupply Inc.	Industrial / MRO / Safety	-
May-25	Humankind Beverage, LLC	Odeko Inc.	Food & Beverage	-
May-25	Relevant Industrial, LLC	Fusion Capital Partners, LP	Industrial / MRO / Safety	-
May-25	United Lighting And Supply Company	Winsupply Inc.	Electrical Products	-
May-25	Advanced Fastening Supply, Inc.	White Cap Supply Holdings, LLC	Industrial / MRO / Safety	-
Jun-25	Lutz Company	GMS Inc.	Industrial / MRO / Safety	-
Jun-25	ARKANSAS INDUSTRIAL MACHINERY, LLC	Tavoron Holdings, Inc.	Industrial / MRO / Safety	-
Jun-25	Sands Impex Inc.	Global Market Foods LLC	Food & Beverage	-
Jun-25	Solar Vision Inc.	American Window Film, Inc.	Industrial / MRO / Safety	-
Jun-25	Clubhouse Holdings, LLC	Alliance Air Parts, Inc.	Industrial / MRO / Safety	-
Jun-25	Custom Chemical Solutions, LLC	AAVIN Private Equity Advisors	Chemical & Gases	-
Jun-25	Support Air, Inc.	Broward Aviation Services Inc.	Industrial / MRO / Safety	-
Jun-25	Cole Industrial And Technical Supply Co., Inc.	Lehman Pipe And Plumbing Supply, LLC	Industrial / MRO / Safety	-
Jun-25	Coast Citrus Distributors, Inc.	GrubMarket, Inc.	Food & Beverage	\$ -

Sources: Capital IQ, company websites and PMCF proprietary research  
 (1) Enterprise value in millions of dollars

# 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**

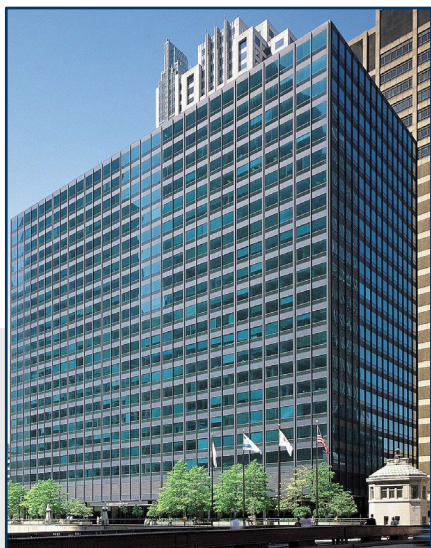
Founded in 1995, PMCF has spent 25+ years successfully advising clients in the middle market. From M&A advisory or capital raising to strategic assessment and transaction planning, we execute transactions to achieve life-changing outcomes for our clients. We leverage our significant deal experience, 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  
9<sup>th</sup> Floor  
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 distribution, 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
- 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 its 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, 2024 Dealmaker of the Year by  
ACG Detroit*

10 S. Riverside Plaza  
Chicago, IL 60606

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