

# INDUSTRIAL DISTRIBUTOR M&A PULSE

SECOND QUARTER 2017



# Q2'17

## INSIDE THIS ISSUE

What We're Discussing with Clients	PAGE 3
Q2 2017 Market Summary & Outlook	PAGE 4
Macroeconomic Trends & Signals	PAGE 5
Equity Market Valuations & Market Commentary	PAGES 6-8
Industrial Distribution M&A Activity	PAGES 9-10

## Industrial Distribution Coverage Team

### ABOUT PMCF

P&M Corporate Finance ("PMCF") is an investment banking firm, focused exclusively on middle market transactions, with professionals in Chicago, Detroit, and across the globe through Corporate Finance International™ associates. Our dedicated team has extensive industry knowledge and covers a wide range of sectors. Offering a depth of advisory services, the team has helped clients worldwide meet their sale, acquisition, financing, and strategic growth objectives.

### INVESTMENT BANKING SERVICES:

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



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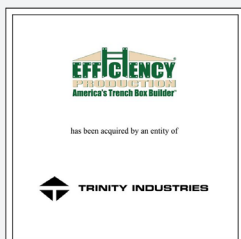
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### SELECT PMCF DISTRIBUTION TRANSACTIONS





# What We're Discussing with Clients

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1

Headline price/enterprise value is only the “tip of the iceberg” when considering all aspects of any M&A transaction. Indemnification provisions outline potential post-transaction liability; an experienced investment banker helps sellers successfully negotiate amounts, duration, caps, and scope of these critical transaction terms.

2

Sellers who also own real estate (directly through the company or a related-party entity) can realize tax advantages through purchase price allocations and/or a Section 1031 Asset Exchange. PMCF is experienced in assisting sellers in the retention or disposition of Company real estate, and has access to dedicated tax professionals through our affiliation with Plante Moran.

3

Although certain analysts continue to forecast a downturn in the U.S. economy, M&A valuations and volume remain near peak levels. For business owners, defining or pursuing an exit/liquidation strategy while taking the M&A cycle into account is a critical step in succession planning.

# Q2 Market Summary & Outlook

## STRONG Q2 MARKETS DYNAMICS

The second quarter of 2017 showed positive indicators across M&A market transaction volume and value, public equity performance, and a host of economic indicators. Industrial distribution deal volume in Q2 rebounded from a slow start to the year, up 11.3% over Q2 2016, and 6.9% over YTD June 2016. Public valuation multiples also increased, with the median industrial distribution EV/EBITDA multiple rising from 10.6x in Q2 2016 to 11.4x in Q2 2017, and the mean multiple increasing from 11.5x to 12.3x.

Macroeconomic indicators for Q2 2017 were almost uniformly positive. The Industrial Supply Association Purchasing Manager's Index closed the quarter at nearly a three year high of 57.8, marking the tenth consecutive month the index registered above 50 (indicating economic expansion). Likewise, the ISA Distributor's Index measured 66.3 at quarter end, above the economic expansion mark for the eleventh consecutive month. The Institute for Supply Management's Production Index rose 8.3% during Q2 2017 to close the quarter at 62.4. The Consumer Price Index rose 1.6% since June 2016, indicating that inflation continues to be moderate. Finally, the Chicago Fed Midwest Economy Index, measuring non-farm economic indicators, finished at 0.4 (above the 0.0 mark indicating expansion).

A number of additional data points indicate a healthy economy for manufacturing and industrial distributors. U.S. Factory Orders, as measured by the Institute for Supply Management New Orders Index, rose to 63.5% in June, up from 59.5% in May, with 15 of 18 industries polled reporting growth. The U.S. Cutting Tool Institute reported cutting tool consumption increased 5.8% in YTD June 2017 as compared to YTD June 2016. Additionally, the U.S. Bureau of Labor Statistics reported that manufacturing industries added 16,000 jobs in July, including 5,000 in metal fabrication, 3,800 in transportation equipment manufacturing, and 2,100 in machinery manufacturing.

## PMCF PERSPECTIVES:

### PERMANENT MARGIN PRESSURE IN THE INDUSTRIAL/MRO/SAFETY DISTRIBUTION SECTOR?

Despite the overall strength in the economy in Q2 2017, the Industrial/MRO/Safety segment of the PMCF Industrial Distribution Index saw significant declines during the quarter, finishing June down 15.1% year-to-date. The decline was led by large-cap distributors W.W. Grainger, HD Supply, and Fastenal whose collective value accounted for 66.7% of the market-cap weighted index on June 30th.

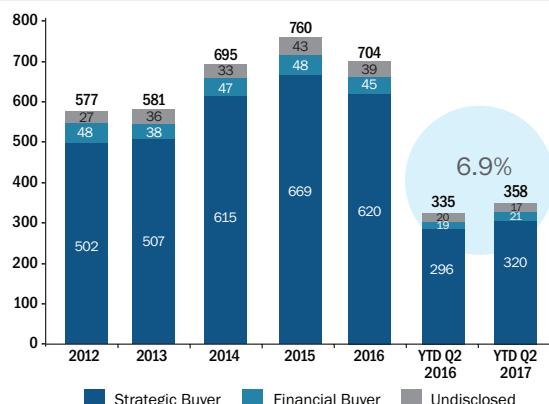
Fastenal, which declined 7.2% year-to-date through June, saw share prices decrease upon reporting Q1 and Q2 results. The driver of these decreases is concern over margin – Fastenal topline growth continues to impress, but remains fueled by lower margin onsite vending rather than growth in higher margin non-onsite/vending sales or an uptick in pricing.

HD Supply, meanwhile, declined 28.4% year-to-date. The company was downgraded by research analysts after announcing the sale of its growing waterworks division (profiled on p. 9) to PE firm Clayton, Dubilier and Rice (dilutive in the near term). HD Supply also experienced lower margins in its facilities management business, with uncertainty in the near-term outlook of the business.

The largest driver of the Industrial/MRO/Safety Distribution sector sell-off, however, was W.W. Grainger, whose shares dropped 24.5% in value year-to-date. Grainger's profit declined 6.4% during the quarter, and the company lowered its 2017 sales outlook from approximately 4% growth to 2.5%, despite expectations that the company will gain market share. The revised expectations are a result of reduced pricing for web purchases on about 450,000 SKUs, an effort aimed at promoting the company's Gamut.com e-commerce channel. Grainger's CEO announced in April that pricing adjustments at the e-commerce site would be accelerated in order to drive midsize non-contract customer acquisition. Grainger's move to focus on e-commerce, gain non-contract customers, and improve market share has had the effect of reducing margin, with reported profit down more than 40% in Q2. Grainger's strategy is, in part, likely designed to preempt the threat that Amazon will become a more serious competitor in industrial supplies.

The ramifications of Grainger's pricing and online strategy have yet to be seen. The pricing initiatives could put pressure on the broader MRO distribution sector, re-setting margins at lower levels as other distributors in the sector attempt to maintain market share. On the other hand, Grainger has stated it is not attempting to be the lowest-price source in order to prevent industry-wide market erosion. One thing is clear - the uncertainty of pricing strategy and the threat of Amazon will continue to weigh on the sector in the near-term.

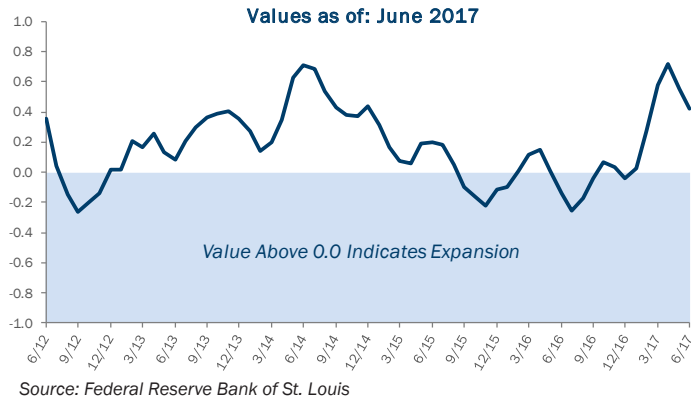
## INDUSTRIAL DISTRIBUTION DEALS BY YEAR



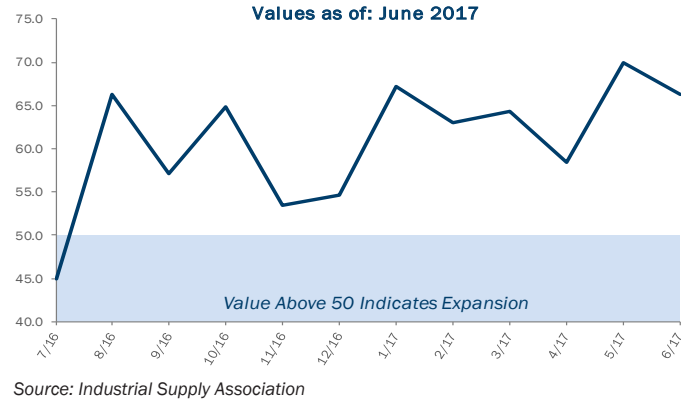
Sources: Capital IQ, PitchBook, proprietary research, Institute for Supply Management, Industrial Supply Association, Federal Reserve Bank of St. Louis

# Macroeconomic Trends & Signals

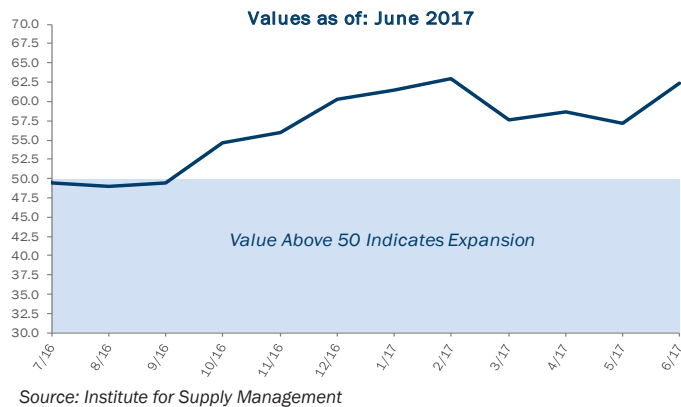
## MIDWEST ECONOMY INDEX



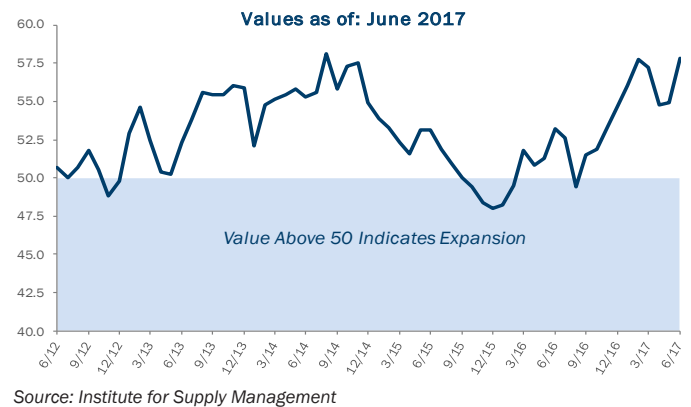
## ISA DISTRIBUTOR'S INDEX



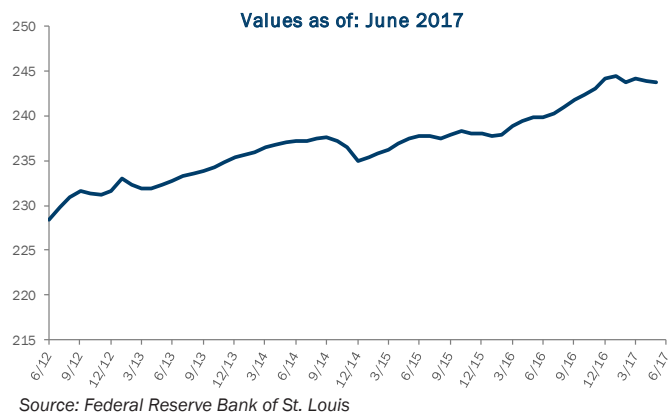
## ISM PRODUCTION INDEX



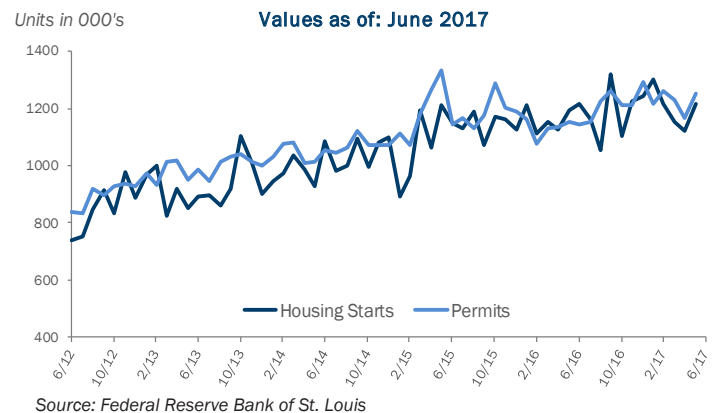
## PURCHASING MANAGERS' INDEX



## CONSUMER PRICE INDEX



## HOUSING STARTS



# PMCF Industrial Distributor Index

\$ in Millions

					TTM		TTM	TTM				
	Headquarters	Market	Enterprise	TTM	Gross	Adjusted	Gross	EBITDA	Net Debt/	EV/	EV/EBITDA <sup>(1)</sup>	
Company Name	Location	Cap.	Value	Revenue	Profit	EBITDA	Margin	Margin	EBITDA	Revenue	Q2 '17	Q2 '16
Industrial / MRO / Safety												
Fastenal Company	United States	\$ 12,592	\$ 12,822	\$ 4,130	\$ 2,048	\$ 952	49.6%	23.1%	0.3x	3.1x	14.0x	14.2x
W.W. Grainger, Inc.	United States	10,544	12,716	10,223	4,079	1,404	39.9%	13.7%	1.5x	1.2x	9.1x	10.6x
HD Supply Holdings, Inc.	United States	6,207	9,867	7,479	2,547	863	34.1%	11.5%	4.2x	1.3x	11.4x	13.1x
MSC Industrial Direct Co., Inc.	United States	4,895	5,408	2,879	1,287	444	44.7%	15.4%	1.1x	1.9x	12.0x	10.4x
Applied Industrial Technologies, Inc.	United States	2,305	2,559	2,594	738	214	28.4%	8.3%	0.9x	1.0x	12.3x	9.9x
NOW Inc.	United States	1,731	1,711	2,340	413	(81)	17.6%	(3.5%)	NM	0.7x	NM	NM
Bossard Holding AG	Switzerland	1,615	1,787	779	250	107	32.1%	13.8%	1.5x	2.3x	19.1x	12.0x
MRC Global Inc.	United States	1,561	2,235	3,296	470	69	14.3%	2.1%	5.4x	0.7x	NM	10.3x
Kaman Corporation	United States	1,356	1,762	1,771	527	161	29.8%	9.1%	2.5x	1.0x	10.7x	11.0x
DXP Enterprises, Inc.	United States	601	828	942	258	60	27.4%	6.3%	3.6x	0.9x	14.0x	9.5x
Essendant Inc.	United States	556	1,105	5,192	727	148	14.0%	2.8%	3.3x	0.2x	6.9x	7.5x
Median							29.8%	9.1%	2.0x	1.0x	12.0x	10.5x
Electrical Products												
Arrow Electronics, Inc.	United States	\$ 6,967	\$ 9,418	\$ 24,111	\$ 3,155	\$ 1,082	13.1%	4.5%	2.2x	0.4x	8.7x	7.5x
Rexel S.A.	France	4,934	7,702	15,194	3,680	689	24.2%	4.5%	3.8x	0.5x	11.1x	9.0x
Avnet, Inc.	United States	4,860	5,226	26,281	3,194	990	12.2%	3.8%	0.4x	0.2x	5.3x	6.4x
Electrocomponents plc	United Kingdom	3,307	3,456	1,893	822	180	43.4%	9.5%	0.8x	1.8x	18.5x	14.3x
WESCO International, Inc.	United States	2,808	4,074	7,331	1,430	379	19.5%	5.2%	3.4x	0.6x	10.6x	8.5x
Anixter International Inc.	United States	2,598	3,818	7,748	1,559	382	20.1%	4.9%	3.0x	0.5x	10.0x	8.8x
Houston Wire & Cable Company	United States	86	158	289	60	0	20.9%	0.1%	NM	0.5x	NM	14.3x
Median							20.1%	4.5%	2.6x	0.5x	10.3x	8.8x
Building Products												
CRH plc	Ireland	\$ 29,556	\$ 36,310	\$ 31,270	\$ 10,169	\$ 3,606	32.5%	11.5%	2.0x	1.2x	10.1x	12.9x
Wolseley plc	Switzerland	15,392	17,108	20,228	5,753	1,451	28.4%	7.2%	1.1x	0.8x	11.4x	11.0x
Watsco, Inc.	United States	5,034	5,499	4,303	1,059	377	24.6%	8.8%	0.9x	1.3x	15.1x	14.1x
Pool Corporation	United States	4,862	5,342	2,671	771	293	28.8%	11.0%	1.8x	2.0x	19.1x	17.8x
Beacon Roofing Supply, Inc.	United States	2,954	3,980	4,261	1,055	374	24.8%	8.8%	3.2x	0.9x	11.0x	15.9x
Universal Forest Products, Inc.	United States	1,791	2,044	3,404	493	212	14.5%	6.2%	1.1x	0.6x	9.6x	10.1x
Builders FirstSource, Inc.	United States	1,721	3,660	6,669	1,666	367	25.0%	5.5%	5.2x	0.5x	10.1x	14.4x
Median							25.0%	8.8%	1.8x	0.9x	11.0x	14.1x
Chemicals & Gases												
Air Liquide S.A.	France	\$ 47,770	\$ 65,676	\$ 23,286	\$ 14,528	\$ 5,544	62.4%	23.8%	3.2x	2.8x	13.1x	9.5x
Praxair, Inc.	United States	37,891	47,186	10,922	4,768	3,537	43.7%	32.4%	2.5x	4.3x	13.3x	11.8x
Brenntag AG	Germany	8,933	10,820	12,811	2,798	919	21.8%	7.2%	2.1x	0.8x	11.8x	10.6x
Univar Inc.	United States	4,094	6,841	8,058	1,757	474	21.8%	5.9%	5.7x	0.8x	14.6x	10.0x
IMCD N.V.	Netherlands	2,839	3,294	2,017	459	182	22.7%	9.0%	2.5x	1.6x	18.9x	17.3x
Median							22.7%	9.0%	2.5x	1.6x	13.3x	10.6x
Median							24.9%	7.7%	2.4x	0.9x	11.4x	10.6x
Mean							27.9%	9.1%	2.5x	1.2x	12.3x	11.5x

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

Market capitalizations and total enterprise values as of June 30, 2017; income statement and balance sheet data as of last period reported

Currency conversions assume historical spot rates

Source: Capital IQ



# Public Company Equity Performance & Trends

## VALUATION TRENDS:

- Average EV/EBITDA multiples for the Q2 2017 Industrial Distributor Index decreased from Q1 2017, but remained at high levels compared to long-term averages, with both mean and median EV/Revenue multiples and EV/EBITDA multiples increasing year-over-year. As a multiple of EV/EBITDA, the Building Products industry was down significantly, declining from 13.8x in Q2 2016, to 11.0x in Q2 2017, driven by the decline of CRH plc, which accounted for 48% of that sector's market capitalization at quarter end. That sector, however, seems to have stabilized in 2017.

PMCF INDUSTRIAL DISTRIBUTION INDEX PUBLIC VALUATIONS								
	Q3 2015	Q4 2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017
<b>Revenue Multiple</b>								
Median	0.8x	0.8x	0.9x	0.8x	0.9x	0.9x	0.9x	0.9x
Mean	1.0x	1.1x	1.1x	1.1x	1.2x	1.3x	1.3x	1.2x
<b>EBITDA Multiple<sup>(1)</sup></b>								
Median	9.7x	10.6x	11.2x	10.6x	11.7x	12.6x	12.4x	11.4x
Mean	10.8x	11.0x	11.6x	11.5x	12.5x	13.5x	12.9x	12.3x

(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

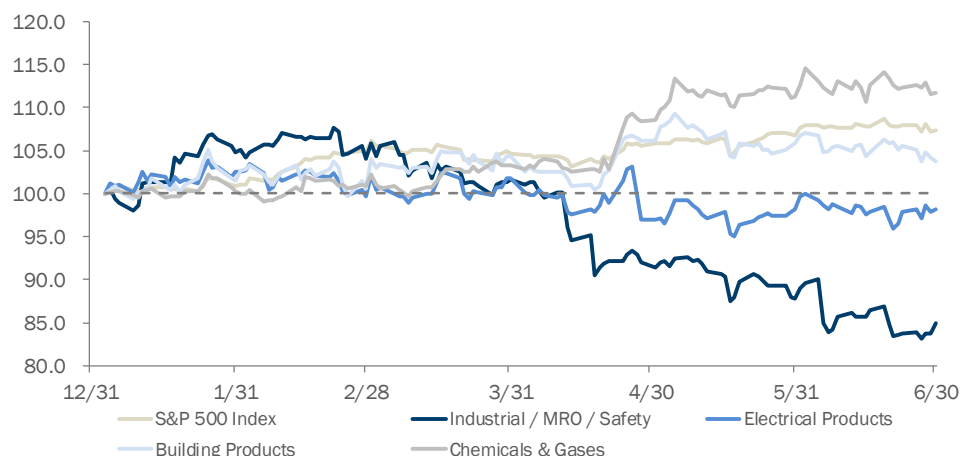
Source: Capital IQ

## EQUITY PERFORMANCE:

- In aggregate, the market capitalization of industrial distributors decreased 0.3% during the first half of 2017, whereas the S&P 500 gained 7.3% during the same period. The IT and Healthcare sectors again led the S&P.
- Market capitalizations of Industrial/MRO/Safety companies in the index decreased 15.1% over the first half 2017, driven by the decline of W.W. Grainger, and examined on Page 4. Electrical Products companies in the index also decreased in market capitalization in the first two quarters, though only by 1.9%.
- Building Products companies in the index gained 3.8% in the first half of 2017, bolstered by strong housing metrics over that time period. Chemicals & Gases companies in the index improved the most of any sector, with an 11.8% increase over the first half of 2017, a result of strong earnings and announced acquisitions (e.g., Praxair and IMCD).

### PMCF INDUSTRIAL DISTRIBUTION INDEX PUBLIC EQUITY PERFORMANCE

Values as of: June 30, 2017



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

Local currency quotes converted to USD using historical spot rates

Source: Capital IQ

# Market Commentary

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*The market displayed all around strength in Q2 2017, with positive economic indicators setting the tone for improved performance across several sectors. Deal activity in the industrial distribution sector picked up dramatically, and valuation multiples of public equities increased over a one-year and two-year lookback period (though off of highs seen over the past several months). Sentiment among industry leaders regarding the future remains guarded but optimistic, with most expecting expansion in a variety of end markets.*

August 2017: “Market conditions remained very similar to the first quarter and, given our position in the value chain, continued to be largely driven by recovering activity in oil and gas end markets. Much of this year marked – March of this year marked a near-term peak in sales per day. In Q2, on a sequential basis, April and May sales per day pulled back slightly from the March high. However, in June, the trend reversed, and we finished the quarter with sales per day growth in June over May.”

**James L. Pokluda**, CEO, President and Director, Houston Wire & Cable Company

July 2017: “From an end market perspective, aerospace, fabricated metals and machine shops continue to improve, as does the oil-and-gas-related business. While automotive was still strong, it was a bit spottier than it has been over the recent past. Other end markets, like heavy truck and agriculture, have appeared to bottom and show some improvement. If customer sentiment continues to be positive and the industries hold at their current levels, we should continue to see improving sales trends.”

**Erik David Gershwind**, President & Director, MSC Industrial Direct Co., Inc.

June 2017: “Our view for 2017 continues to be for the residential construction market to increase mid-single digits; the nonresidential construction market to increase low single digit to mid-single digits; and for the MRO market to remain stable, increasing 1% to 2%. These specific end market estimates imply an approximate 2% to 3% end market growth estimate.”

**Evan Levitt**, CFO, HD Supply Holdings, Inc

Sources: Company SEC Filings and conference call transcripts



# Key Deal Highlights

## Core Market Focus

Clayton, Dubilier & Rice  
acquires HD Supply  
(Waterworks Businesses)

On August 1, private equity firm Clayton, Dubilier & Rice completed its acquisition of the Waterworks Businesses of HD Supply, Inc. (“HD Supply”) for \$2.4B in cash, or 9.6x expected EBITDA. The business unit is the nation’s largest distributor of water, sewer, storm and fire protection products, and has enjoyed consistent revenue and EBITDA growth in each of the past six years. The transaction comes as single family housing starts and non-residential building construction in the U.S. experienced an uptick, and increased infrastructure spending is still a possibility. Joe DeAngelo, HD Supply Chairman, President & CEO said of the divestiture, “This significant strategic transaction will further simplify and focus HD Supply on our highest value creation opportunities, accelerate debt reduction, create additional cash.”

## Expanded Channel

Lincoln Electric Holdings  
acquires Air Liquide  
Welding France

On July 31, Lincoln Electric Holdings, Inc., (Nasdaq: LECO) acquired the welding subsidiary of Air Liquide, SA (ENXTPA:AI) a French distributor of industrial gases, technologies and services, for \$136 million, or 7.0x EBITDA. The acquisition will enhance LECO’s global specialty consumables portfolio and extend its channel reach for equipment systems and its Harris Product Group solutions in Europe. The combination also offers European customers more comprehensive welding and cutting solutions, greater technical application expertise and improved service levels. Christopher L. Mapes, LECO’s Chairman, President and CEO commented “We are excited at the prospect of joining two leading welding and cutting organizations together who are dedicated to delivering best-in-class engineered solutions.”

## Complementary End Markets

Lowe’s acquires  
Maintenance Supply  
Headquarters

On June 26, Lowe’s Companies, Inc. (NYSE: LOW) acquired Maintenance Supply Headquarters, (“Maintenance Supply”) for \$512 million. Maintenance Supply is a Houston, TX based distributor of maintenance, repair and operations (MRO) products to the multifamily housing industry. It operates 13 distribution centers primarily in the Western, Southeastern and South Central U.S., with a portfolio of more than 5,300 products. “Lowe’s has long served the multifamily housing industry through our Pro Services business, and we are excited about the potential to further expand our presence in this highly attractive and growing customer segment,” said Richard D. Maltsbarger, Lowe’s Chief Development Officer.

## Enhanced Product Offering

KMG acquires  
Flowchem, LLC

On June 15, chemical manufacturer and distributor KMG, Inc. (NYSE:KMG) acquired Flowchem, LLC (“Flowchem”) a manufacturer of pipeline performance products, from Arsenal Capital Partners for \$495 million in cash, or 11.5x EBITDA. Flowchem specializes in supplying Drag Reducing Additives (DRAs), and related support services and equipment to midstream crude oil and refined fuel pipeline operators. Chris Fraser, KMG’s Chairman and CEO offered, “Flowchem is a unique asset that enables KMG to further expand and strengthen our growth platform serving the global pipeline and energy services market. Flowchem’s technology and capabilities complement our valve lubricants, sealants and services business, enhancing the breadth of high-performance products and services KMG provides.”

# Industrial Distribution M&A Activity

## SELECT INDUSTRIAL DISTRIBUTION TRANSACTIONS

Date	Target	Buyer	Industry Segment	Implied EV	EV/TTM Revenue	EV/TTM EBITDA
Pending	JC Flow Controls Pte. Ltd.	JC Fábrica de Válvulas, S.A.	Fluid Control Products	\$ 0.3	0.7x	-
Pending	Supratechnic Pte Ltd., IQ Air Business	Scientific & Industrial Instrumentation Pte Ltd.	Industrial / MRO / Safety	\$ 3.2	2.2x	-
Pending	ENN Clean Energy UK, Ltd.	Air Liquide, société anonyme	Industrial / MRO / Safety	-	-	-
Pending	Building Supply Group (Pty) Ltd	Steinhoff Doors and Building Materials Ltd.	Building Products	\$ 52.7	-	-
Pending	solvadis deutschland gmbh	Sojitz Corporation	Chemicals & Gases	-	-	-
Pending	Umongo Petroleum Proprietary Limited	Omnia Group (Pty) Ltd	Chemicals & Gases	\$ 65.9	0.8x	8.4x
Pending	Industrial Parts Holdings - S.A.S.	Brammer plc	Industrial / MRO / Safety	-	-	-
Pending	Endries International Inc.	Nautic Partners, LLC	Industrial / MRO / Safety	-	-	-
Pending	Shenzhen Advantage Power Limited	Shenzhen Huaqiang Industry Co., Ltd	Electrical Products	\$ 135.7	-	-
Pending	CH Coatings AG	Axalta Coating Systems Ltd.	Chemicals & Gases	-	-	-
Pending	Wellstar Enterprises (Hong Kong) Company Limited	Brenntag AG	Chemicals & Gases	\$ 30.4	0.9x	-
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	\$ 135.5	0.3x	7.0x
Jun-17	Neuendis SpA	IMCD N.V.	Chemicals & Gases	-	-	-
Jun-17	Tecnopacking, Western Safety and AMFAS	Bunzl plc	Industrial / MRO / Safety	-	-	-
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	-	-	-
May-17	Cedar Infrastructure Products Inc.	Mosaic Capital Corporation	Building Products	\$ 17.9	-	-
Apr-17	Gondo Co., Ltd.	Ichinen Holdings Co., Ltd.	Industrial / MRO / Safety	-	-	-
Apr-17	Tri Power MPT Inc.	Ohio Transmission Corporation	Industrial / MRO / Safety	-	-	-
Apr-17	Texas Plywood & Lumber Company, Inc.	BMC Stock Holdings, Inc.	Building Products	-	-	-
Apr-17	Inenco Pty Ltd.	Genuine Parts Company	Industrial / MRO / Safety	-	-	-
Apr-17	quantiQ Distribuidora Ltda	GTM do Brasil Comércio de Produtos Químicos LTDA.	Fluid Control Products	\$ 176.5	-	-
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	-	-	-
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	-	-	-
Mar-17	IMCD US, LLC (f/k/a The MF Cachat Company)	IMCD N.V.	Chemicals & Gases	-	-	-
Feb-17	Mulzer Crushed Stone, Inc.	CRH plc	Building Products	-	-	-
Feb-17	DOMAC Sarl	Mecafer SA	Industrial / MRO / Safety	\$ 0.8	0.1x	-
Feb-17	Carrier Enterprise Northeast, LLC	Watsco, Inc.	Industrial / MRO / Safety	\$ 430.0	0.9x	-
Feb-17	Premier Lifts, Inc.	Savaria Corporation	Construction/Building	\$ 3.5	-	-
Feb-17	P V 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	\$ 6.4	2.0x	-
Feb-17	Grabber Construction Products (Hawaiian Distribution)	GMS Inc.	Building Products	-	-	-
Feb-17	Petra Industries, Inc.	Brenntag AG	Chemicals & Gases	\$ 19.8	1.7x	-
Jan-17	Noretron Komponentit Oy	Yleiselektroniikka Oy	Electrical Products	\$ 1.8	-	-
Jan-17	Bristol Hose Ltd	Interpump Group S.p.A.	Fluid Control Products	\$ 0.7	0.2x	-
Jan-17	EPDM Systems B.V.	SealEco AB	Industrial / MRO / Safety	\$ 2.9	0.3x	-
Jan-17	Eco Insulation Supply, Inc.	Beacon Roofing Supply, Inc.	Building Products	-	-	-
Nov-16	Central Wholesalers, LLC	Lowe's Companies, Inc.	Building Products	-	-	-
Median				\$ 41.5	0.9x	9.6x
Mean				\$ 215.0	0.9x	11.4x

Sources: Capital IQ, company websites, and proprietary research

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