PMCF | INVESTMENT BANKING
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DISTRIBUTION M&A PULSE

SECOND QUARTER 2026

OUR INSIGHTS

This edition of PMCF's Distribution M&A Pulse examines a market where valuations have climbed to cycle highs. The average EV/EBITDA multiple across PMCF's Distribution Index increased to 16.2x, up from 13.0x a year ago, while the index generated a 29.1% return over the same period.

M&A activity also accelerated, with U.S. deal volume reaching 70 transactions in Q2 2026. Financial sponsor activity doubled year-over-year, complemented by continued, albeit modest, growth among strategic acquirers

In addition to market performance and transaction activity, this edition also explores several key themes we're discussing with clients.

IN THIS ISSUE

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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 DISTRIBUTION TRANSACTIONS

The Great Lakes Region of Prentice has been acquired by OVATION HOLDINGS, INC. a portfolio company of WARREN EQUITY PARTNERS

Young Supply Company has been acquired by HERITAGE DISTRIBUTION HOLDINGS a subsidiary of BEIJER REF

INSTRUMART has been acquired by FCG FLOW CONTROL GROUP a portfolio company of KKR

CRANE ENGINEERING has been acquired by AEA

KEY INSIGHTS

1 Data Center Demand Is Strong and Distributors are Benefitting

Investment in data centers, grid infrastructure, and domestic manufacturing capacity is driving demand across a broadening set of end markets beyond traditional electrical products. Distributors serving categories such as cooling, filtration, fluid power, fasteners, safety consumables, and maintenance services are benefiting from both the construction of these facilities and the recurring operational spend required to support them. Public market commentary underscores the breadth of this trend. WESCO now generates more than 20% of revenue from data center-related activity, while Grainger continues to report strong project-driven demand from contractors supporting new facility construction despite having limited direct exposure to the sector.

2 Technical Capabilities Are Increasingly Driving Value

Competitive differentiation is increasingly shifting from inventory breadth to the technical expertise and services wrapped around the product offering. Capabilities such as automation integration, engineered systems, field service, vendor-managed inventory, and lifecycle support are becoming more important drivers of customer value and acquirer interest. Applied Industrial has positioned itself around this trend, benefiting from growing automation adoption and demand for technical support within customer facilities. As a result, buyers are increasingly assigning premium valuations to businesses with meaningful engineering and service content, often valuing them closer to industrial service providers than traditional distributors.

3 Buyers Are Separating Price Growth From Volume Growth

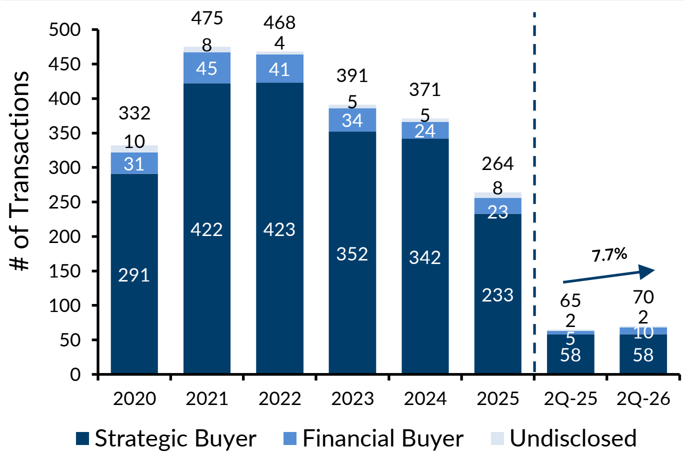
Following several years of price inflation and tariff-driven pass-throughs, buyers are looking more closely at the underlying drivers of growth. Acquirers increasingly expect companies to distinguish between price and volume contributions, as volume growth and market share gains are often viewed as the strongest indicators of underlying demand and competitive positioning. Businesses that can clearly demonstrate where growth originated and how customer demand has evolved are better positioned to support their valuation narrative and withstand diligence scrutiny.

Market Summary & Outlook

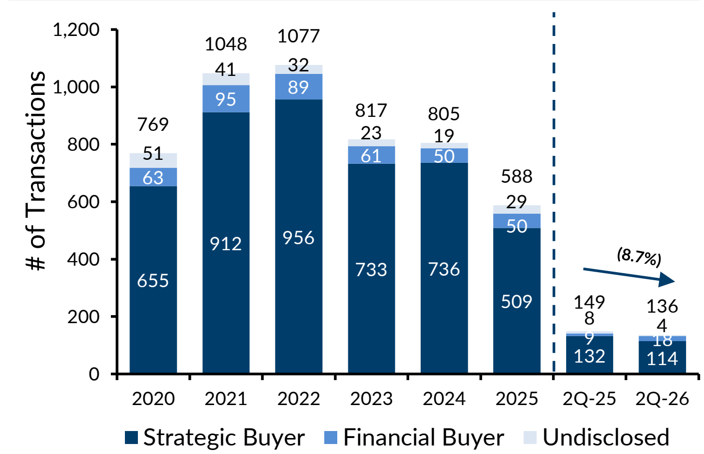
Q2 2026 – M&A Market Recap: Distribution Sector

- M&A activity continued to strengthen in Q2 2026, with U.S. transaction volume rising to 70 deals, up 7.7% year-over-year and above 2025 averages. While activity has not yet returned to peak-cycle levels, improving buyer confidence and significant available capital support further expansion.
- A more predictable tariff environment is helping unlock transaction activity. As distributors adjust pricing and supply chains to a clearer policy backdrop, buyers are deploying capital with greater conviction, particularly in North America and Europe, where visibility into end-market demand remains strongest.
- The outlook for the remainder of 2026 remains favorable for sellers. Strategic and financial buyers are well capitalized, industry fragmentation continues to support consolidation, and valuation multiples remain elevated. Businesses with recurring aftermarket revenue, strong customer relationships, and experienced management teams are particularly well positioned to attract premium interest.

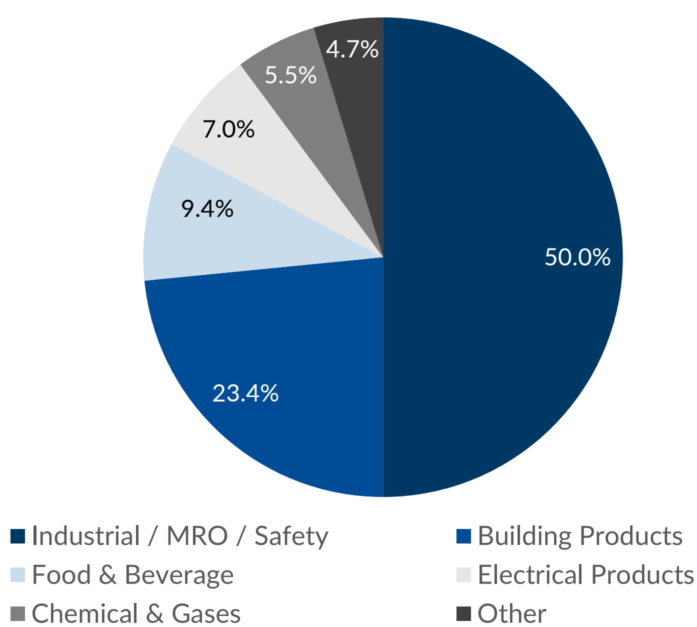
US DISTRIBUTION M&A ACTIVITY[1]



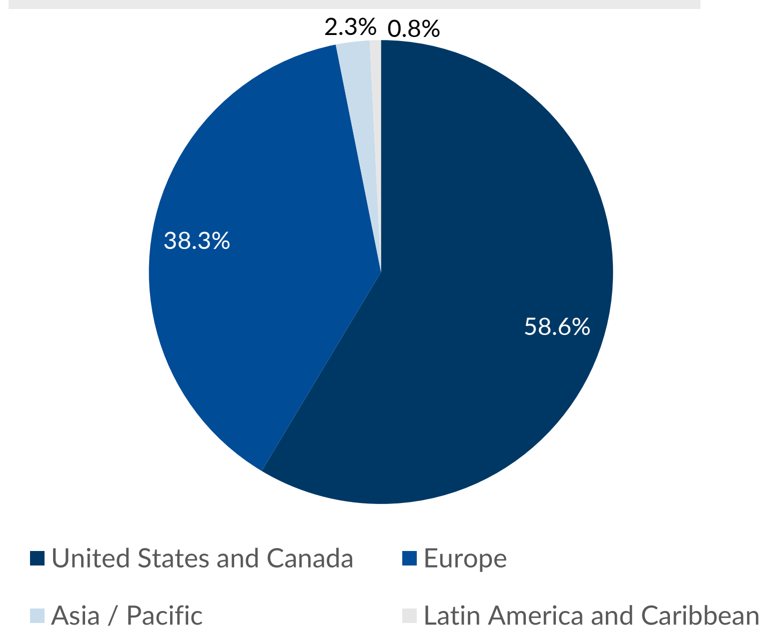
GLOBAL DISTRIBUTION M&A ACTIVITY [1]



Q2 2026 DISTRIBUTION M&A ACTIVITY BY SEGMENT [1]

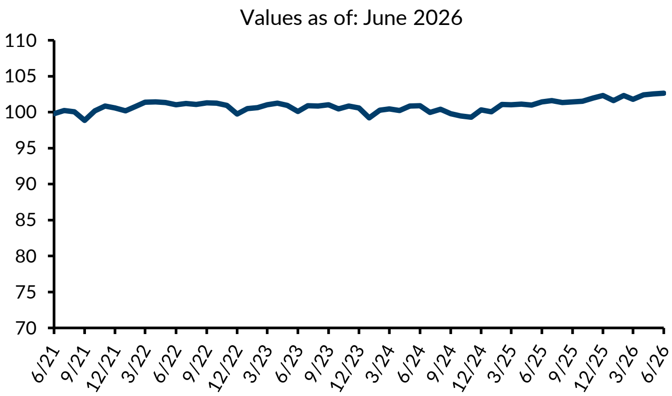


Q2 2026 DISTRIBUTION M&A ACTIVITY BY REGION – GLOBAL [1]



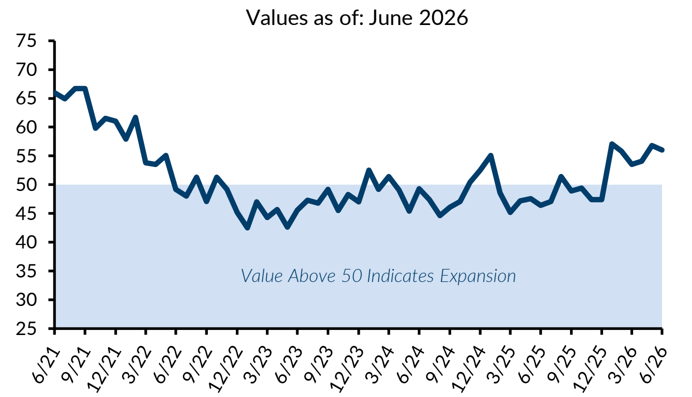
Sources: (1) Capital IQ, PMCF proprietary data

INDUSTRIAL PRODUCTION INDEX



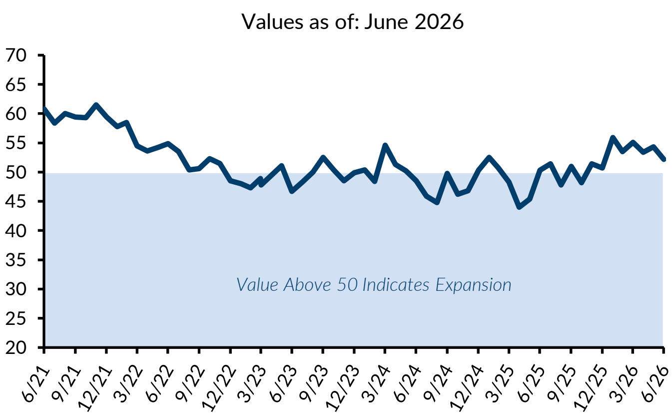
Source: Federal Reserve Bank of St. Louis

ISM NEW ORDERS INDEX



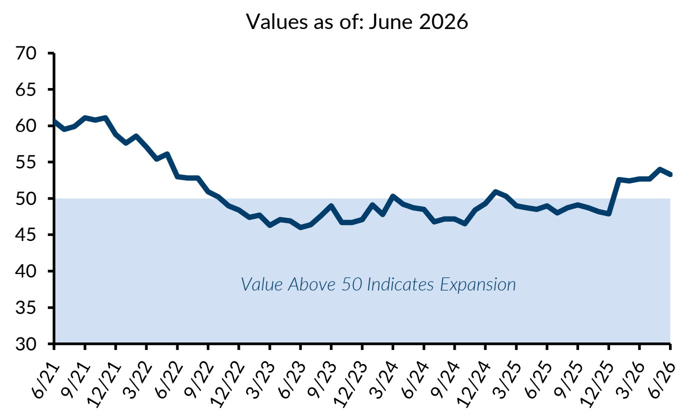
Source: Institute for Supply Management

ISM PRODUCTION INDEX



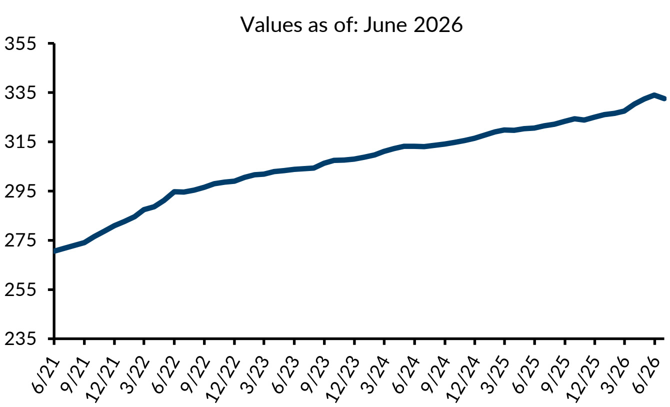
Source: Institute for Supply Management

PURCHASING MANAGERS' INDEX



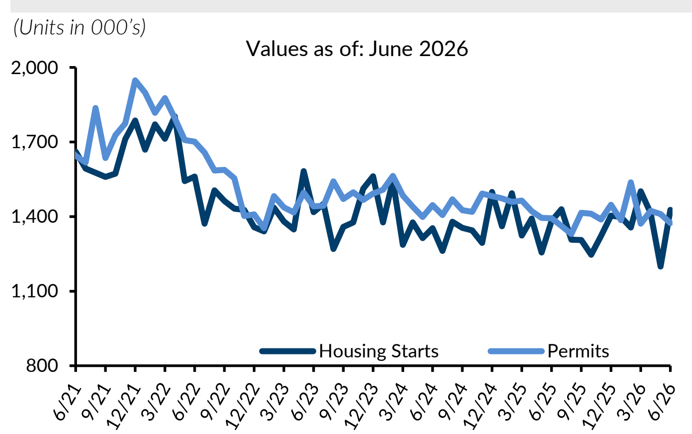
Source: Institute for Supply Management

CONSUMER PRICE INDEX



Source: Federal Reserve Bank of St. Louis

HOUSING STARTS & PERMITS



Source: Federal Reserve Bank of St. Louis

PMCF Distribution Index

Company Name	Headquarters Location	Enterprise Value[1]	Market Cap.[1]	TTM Revenue	TTM Gross Margin	TTM EBITDA Margin	Net Debt/ EBITDA	EV/ Revenue	EV/EBITDA[2] Q2 '26	EV/EBITDA[2] Q2 '25
$ in Millions [3]										
Industrial / MRO / Safety										
W.W. Grainger, Inc.	United States	$ 66,728	$ 64,229	$ 18,378	39.2%	16.8%	0.7x	3.6x	21.6x	17.7x
Fastenal Company	United States	55,277	55,140	8,443	44.9%	22.4%	0.1x	6.5x	29.3x	27.8x
Applied Industrial Technologies, Inc.	United States	12,664	12,498	4,839	30.4%	12.3%	0.3x	2.6x	21.4x	16.1x
Core & Main, Inc.	United States	11,402	9,032	7,646	27.1%	12.0%	2.5x	1.5x	12.4x	15.3x
MSC Industrial Direct Co., Inc.	United States	7,156	6,641	3,909	40.8%	11.4%	1.1x	1.8x	16.1x	13.0x
DXP Enterprises, Inc.	United States	3,305	2,616	2,061	31.7%	10.8%	3.1x	1.6x	14.8x	9.6x
DNOW Inc.	United States	2,994	2,368	3,404	20.8%	4.3%	4.2x	0.9x	20.4x	8.1x
Bossard Holding AG	Switzerland	2,259	1,860	1,348	32.3%	11.8%	2.5x	1.7x	14.2x	13.7x
Median					**32.0%**	**11.9%**	**1.8x**	**1.8x**	**18.2x**	**13.7x**
Electrical Products										
WESCO International, Inc.	United States	$ 22,633	$ 16,824	$ 24,247	21.2%	6.2%	3.9x	0.9x	15.0x	10.2x
Rexel S.A.	France	17,439	12,773	22,795	25.1%	6.0%	3.5x	0.8x	12.7x	10.1x
Arrow Electronics, Inc.	United States	13,166	10,912	33,512	11.3%	3.8%	1.7x	0.4x	10.3x	9.2x
Avnet, Inc.	United States	10,255	7,285	24,955	10.5%	3.1%	3.9x	0.4x	13.4x	10.1x
RS Group plc	United Kingdom	4,010	3,573	3,804	43.4%	9.3%	1.2x	1.1x	11.3x	11.6x
Median					**21.2%**	**6.0%**	**3.5x**	**0.8x**	**12.7x**	**10.1x**
Building Products										
CRH plc	Ireland	$ 90,160	$ 71,497	$ 38,061	36.1%	19.9%	2.3x	2.4x	11.9x	10.9x
Ferguson Enterprises Inc.	United States	51,288	46,027	31,058	30.7%	9.8%	1.7x	1.7x	16.9x	16.4x
Watsco, Inc.	United States	16,912	16,566	7,241	28.0%	10.2%	NM	2.3x	23.0x	21.9x
Builders FirstSource, Inc.	United States	14,818	9,624	14,820	29.9%	8.2%	4.3x	1.0x	12.3x	9.9x
Pool Corporation	United States	9,350	7,832	5,356	29.7%	11.9%	2.4x	1.7x	14.7x	19.3x
Median					**29.9%**	**10.2%**	**2.3x**	**1.7x**	**14.7x**	**16.4x**
Chemicals & Gases										
Air Liquide S.A.	France	$ 137,578	$ 125,670	$ 31,631	64.2%	27.8%	1.3x	4.3x	15.6x	14.8x
Brenntag SE	Germany	11,871	8,772	17,020	25.5%	6.3%	2.9x	0.7x	11.0x	10.0x
IMCD N.V.	Netherlands	7,102	5,328	5,642	25.4%	10.5%	3.1x	1.3x	12.0x	14.7x
Median					**25.5%**	**10.5%**	**2.9x**	**1.3x**	**12.0x**	**14.7x**
Transportation / Logistics										
Old Dominion Freight Line, Inc.	United States	$ 44,798	$ 45,046	$ 5,456	38.9%	31.3%	NM	8.2x	26.2x	19.2x
J.B. Hunt Transport Services, Inc.	United States	28,856	27,293	12,134	18.9%	13.3%	1.0x	2.4x	17.9x	10.4x
XPO, Inc.	United States	27,958	24,103	8,299	18.6%	15.6%	3.0x	3.4x	21.6x	15.4x
C.H. Robinson Worldwide, Inc.	United States	23,685	22,200	16,199	8.6%	5.5%	1.7x	1.5x	26.7x	15.7x
Expeditors International of Washington, Inc.	United States	20,567	21,316	11,186	13.6%	10.2%	NM	1.8x	18.1x	12.7x
Ryder System, Inc.	United States	18,741	10,206	12,660	20.1%	22.0%	3.1x	1.5x	6.7x	5.5x
Knight-Swift Transportation Holdings Inc.	United States	15,103	12,653	7,496	24.0%	13.5%	2.4x	2.0x	14.9x	9.7x
Median					**18.9%**	**13.5%**	**2.4x**	**2.0x**	**18.1x**	**12.7x**
Food & Beverage										
Sysco Corporation	United States	$ 53,465	$ 39,967	$ 83,567	18.5%	5.5%	3.0x	0.6x	11.7x	11.1x
US Foods Holding Corp.	United States	27,794	22,518	39,683	17.4%	4.3%	3.1x	0.7x	16.2x	13.8x
Performance Food Group Company	United States	25,393	17,561	63,350	12.5%	2.6%	4.8x	0.4x	15.6x	13.9x
United Natural Foods, Inc.	United States	5,876	2,764	31,206	13.5%	1.8%	5.4x	0.2x	10.2x	9.2x
The Chefs' Warehouse, Inc.	United States	4,774	3,919	4,258	24.3%	5.6%	3.6x	1.1x	19.9x	16.4x
Median					**17.4%**	**4.3%**	**3.6x**	**0.6x**	**15.6x**	**13.8x**
Median					**25.4%**	**10.2%**	**2.7x**	**1.5x**	**15.0x**	**12.9x**
Mean					**26.6%**	**11.1%**	**2.6x**	**1.9x**	**16.2x**	**13.0x**

Source: Capital IQ
(1) Market capitalizations and total enterprise values as of June 30th, 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
(3) Currency conversions assume historical rate

Key Distribution Public Company Statistics

Valuation Trends:

- The average EV/EBITDA multiple across PMCF's Distribution Index increased to 16.2x in Q2 2026, up from 13.0x a year ago, reflecting continued investor confidence in the sector. Elevated public market valuations, combined with approximately $1.3 trillion of global private equity dry powder, continue to support a favorable environment for sellers of high-quality distribution assets.

PMCF DISTRIBUTION INDEX PUBLIC VALUATIONS (1) (2)

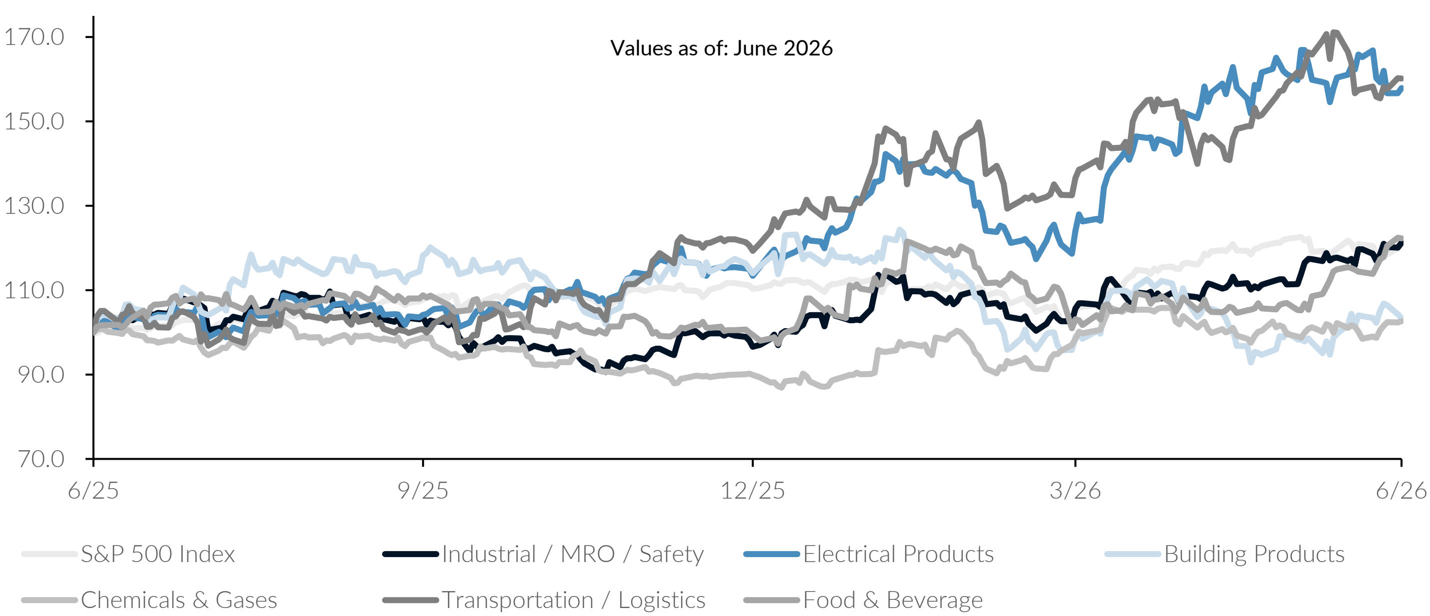
	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Revenue Multiple									
Median	1.5x	1.6x	1.3x	1.4x	1.3x	1.2x	1.3x	1.4x	1.5x
Mean	1.7x	1.9x	1.7x	1.8x	1.6x	1.6x	1.6x	1.7x	1.9x
EBITDA Multiple(2)									
Median	11.4x	12.3x	11.7x	11.3x	12.9x	13.3x	12.9x	13.3x	15.0x
Mean	12.5x	14.1x	13.2x	13.2x	13.0x	13.8x	13.8x	14.4x	16.2x

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

Equity Performance:

- The PMCF Distribution Index evidenced a 29.1% total return over the trailing twelve months, outperforming the S&P 500 and reinforcing investor confidence in the sector. Performance was led by Transportation & Logistics and Electrical Products subsectors, which benefited from improving freight fundamentals, data center investment, grid modernization, and electrification trends. While performance varied by subsector, strong public market returns continue to support elevated valuation levels and provide a favorable backdrop for M&A activity across distribution.

PMCF DISTRIBUTION INDEX PUBLIC EQUITY PERFORMANCE (3) (4)



Source: Capital IQ
(3) Market capitalization indices with mixed currencies are converted into USD using historical spot rates
(4) Local currency quotes converted into USD using historical spot rates

Key Deal Highlights

Food & Beverage

Falfurrias Management Partners Acquires Miami Beef

April 2026 – Falfurrias Management Partners, a Charlotte-based middle-market private equity firm, announced an investment in Young American Food Brands (formerly Miami Beef), a family-founded distributor and manufacturer of premium protein products. The investment supports Falfurrias' broader thesis around durable, premium packaged food platforms, and positions Young American to accelerate growth through additional acquisitions and expanded production capacity. Robert Young, CEO of Young American Food Brands, said, "We've built a strong foundation over the past five decades, and as we continue to invest in our future, bringing in an experienced partner like Falfurrias positions us to take the company to the next level."

Industrial / MRO / Safety

Vertiv Acquires Quick Pak, Inc. & Stickel Packaging Supply

May 2026 – Veritiv, a leader in innovative specialty packaging, facility, and print solutions, announced that the acquisition of Quick Pak, Inc., a Tampa, Florida based distributor of core packaging products, and Stickel Packaging Supply, a New Jersey based distributor of corrugated packaging and related solutions. The acquisitions deepen Veritiv's presence in Central Florida and strengthen its penetration in underrepresented Northeast markets, expanding the company's packaging capabilities and regional customer coverage. Sal Abbate, CEO of Vertiv said, "Quick Pak and Stickel Packaging Supply each bring complementary products, strong customer relationships, and experienced teams that align well with our packaging platform."

Building Products

Beijer Ref (OM:BEIJ B) Acquires AM Distributors

May 2026 – Beijer Ref, a Sweden-based wholesale distributor of HVAC and refrigeration products, announced the acquisition of AM Distributors, a Miami, Florida-based distributor of HVAC products serving contractors across the Greater Miami area. The acquisition strengthens Beijer Ref's U.S. presence by establishing a foothold in South Florida. Christopher Norbye, CEO of Beijer Ref said, "We welcome AM Distributors to Beijer Ref. The company has built a solid platform in its market, and we look forward to further developing the business together with its existing management team."

Electrical Products

Rexel Group Acquires Revere Electric Supply

May 2026 – Rexel Group, a leader in multichannel distribution for the energy world, announced the acquisition of Revere Electric Supply, a Mokena, Illinois based distributor of industrial automation and electrical construction solutions. The deal adds 10 branches and ~$330 million of 2025 revenue, deepening Rexel's presence across Northern and Central Illinois, Southeast Wisconsin, and Northwest Indiana while strengthening its industrial automation capabilities as an authorized Rockwell Automation reseller. Erik Eiseman, Senior Vice President and Owner of Revere, said, "What makes Revere special is our people and our culture… Rexel shares that mindset, and we're confident this combination will allow Revere to continue thriving for decades to come."

Sources: Company Press Releases

SELECT DISTRIBUTION TRANSACTIONS

Date	Target	Buyer	Industry Segment
Apr-26	Act Equipment Sales Inc.	Shields, Harper & Co.	Industrial / MRO / Safety
Apr-26	Commercial Energy Specialists, LLC	Heritage Pool Supply Group, Inc.	Industrial / MRO / Safety
Apr-26	Fascan International, Inc.	Fassi Gru S.p.A.	Industrial / MRO / Safety
Apr-26	Schoenmann Produce Company, Inc.	GrubMarket, Inc.	Food & Beverage
Apr-26	Precision Components Group, Inc.	BWX Technologies, Inc.	Other
Apr-26	Trand, Inc.	Centurion Group Ltd.	Industrial / MRO / Safety
Apr-26	Miami Beef Company, Inc.	Falfurrias Management Partners LP	Food & Beverage
Apr-26	Recycle Away, LLC	Individual Investors	Industrial / MRO / Safety
Apr-26	Cal-Chlor Corporation	Pressure Vessel Service, Inc.	Chemical & Gases
Apr-26	Toll Gas & Welding Supply Inc.	CM2 Supply, Inc	Chemical & Gases
May-26	Piertek, Inc.	Franklin Electric Co., Inc.	Industrial / MRO / Safety
May-26	G. L. Sayre, Inc.	The Pete Store, LLC	Other
May-26	Willingham and Sons Building Supply and Septic Tanks	The Building Center, Inc.	Building Products
May-26	W Construction Supply, LLC	SouthernCarlson, Inc.	Building Products
May-26	Peak Trading Corporation, Inc.	GMES, LLC	Industrial / MRO / Safety
May-26	Interstate Rentals, Inc.	Tyler Rental, Inc.	Industrial / MRO / Safety
May-26	Prinova Group LLC	Carbery Group Ltd.	Food & Beverage
May-26	Wyatt Elevator Company	Specialized Elevator Corporation	Industrial / MRO / Safety
May-26	R.E.L.A.M., Inc.	Basalt Infrastructure Partners Llp	Industrial / MRO / Safety
May-26	Revere Electric Supply Co.	Rexel USA, Inc.	Electrical Products
May-26	AC Supply Co.	Robert Madden Industries, LTD.	Building Products
May-26	Quick Pak Inc.	Veritiv	Industrial / MRO / Safety
May-26	Stickel Packaging Supply	Veritiv	Industrial / MRO / Safety
May-26	Ample Supply Company	LINC Systems, LLC	Industrial / MRO / Safety
May-26	Landscapers Supply of Greenville, Inc.	Spark Dealer Group	Building Products
May-26	Builders Supply Co.	US LBM Holdings, LLC	Building Products
May-26	American Metals Supply, LLC	Eastern Metal Supply, Inc.	Industrial / MRO / Safety
May-26	cfm Distributors, Inc.	Advantage Distribution Holdings, LLC	Building Products
May-26	Delta T Equipment, LP	Impact Climate Technologies LLC	Building Products
May-26	AM Distributors, Inc.	Beijer Ref AB (publ)	Building Products
May-26	Productivity Quality, Inc.	Warren Equity Partners, LLC	Industrial / MRO / Safety
Jun-26	Leahy-Wolf Co., Inc.	ACE Solutions, LLC	Chemical & Gases
Jun-26	Industrial Automation Supply Incorporated	Airline Hydraulics Corporation	Electrical Products
Jun-26	Tallman Equipment Co., Inc.	PRV Management, LP	Electrical Products
Jun-26	American Key Supply Inc.	Foundation Investment Partners, LLC	Industrial / MRO / Safety
Jun-26	Precision Production, Inc.	Management Team	Industrial / MRO / Safety
Jun-26	Base Solutions, LLC	BHC Residential and Light Commercial LLC	Building Products
Jun-26	Distributor Corporation Of New England	The Master Group L.P.	Food & Beverage
Jun-26	Sadot Latam LLC	Dream America Marketing Services, Ltd.	Food & Beverage
Jun-26	Southeastern Heating And Air Conditioning, Inc.	Anchor Air LC	Building Products

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

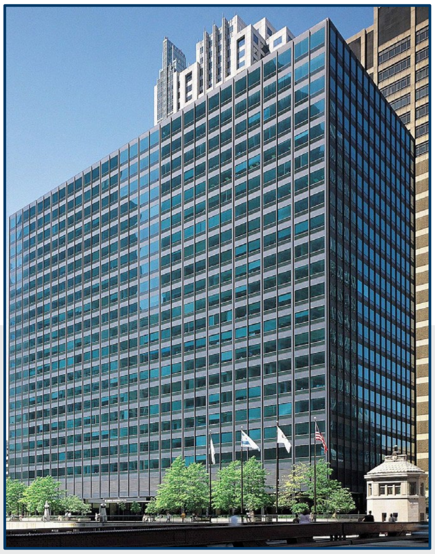
Founded in 1995, PMCF has spent 30+ years successfully advising clients in the middle market. From M&A advisory or capital raising to strategic assessment and transaction planning, we execute transactions to achieve life-changing outcomes for our clients. We leverage our significant deal experience, industry relationships, and a deep understanding of sectors we serve to support our clients' organic and inorganic growth initiatives.

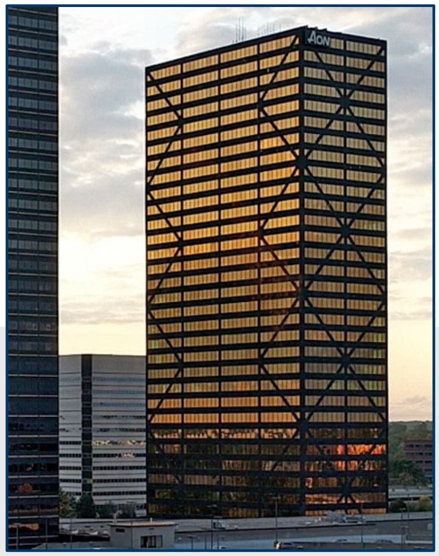
PMCF takes a strategic approach to transaction planning, ensuring the positioning and messaging conveys the unique differentiators of your company. Our affiliation with Plante Moran provides us access to transaction tax experts to provide insight into structure planning considerations.

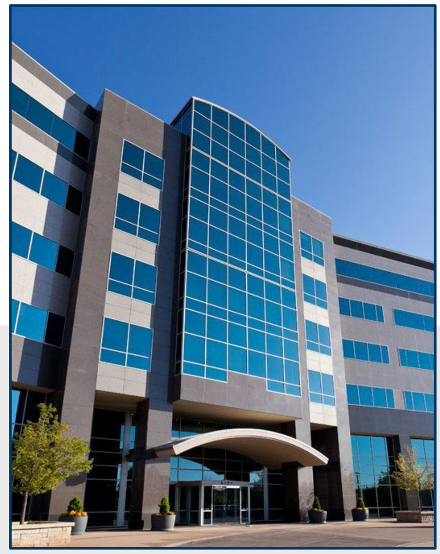
- Developing strategies to effectively deploy capital and resources to maximize ROI on your high-priority growth initiatives
- Aligning your process capabilities with key macrotrends driving industry growth
- Evaluating KPI trends and results and understanding how they are used in daily management
- 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

About PMCF

OUR LOCATIONS







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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.

PMCF | INVESTMENT BANKING

- 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

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

PMCF | INVESTMENT BANKING

10 S. Riverside Plaza
9th Floor
Chicago, IL 60606

PMCF Will Be Attending the Water Environmental Federation's Technical Exhibition and Conference (WEFTEC) (September 26 - 30)

PMCF will be attending Water Environmental Federation's Technical Exhibition and Conference (WEFTEC) in New Orleans, LA. For individuals and organizations planning to attend WEFTEC with an interest in connecting with PMCF, please contact Joe Wagner (Joe.Wagner@pmcf.com) or Grant Dennis (Grant.Dennis@pmcf.com) to schedule a confidential discussion.