



Industrials Quarterly update

Q2 2019

Industrials trends

Aerospace & Defense¹

The commercial aerospace sector aircraft order backlog remains at an all-time high as demand for next-generation, fuel-efficient aircraft continues to surge with the rise in oil prices. In the defense sector, heightened global tensions and geopolitical risks, recovery in the US defense budget, and higher defense spending by other major regional powers such as China, India, and Japan are expected to drive global defense sector growth.



Engineering and Construction²

The engineering and construction industry is facing considerable hurdles—finding and retaining talent, responding to material price volatility due to tariffs and other trade-related headwinds, and absorbing the rapid pace of technology development pervading our personal and business lives. However, digital is transforming the industry itself and helping companies imagine, create, and build the spaces, structures, and cities of tomorrow.



Transportation and Logistics³

The transportation and logistics segment will likely continue to undergo transformational change fueled by a favorable economic growth outlook, the impact of technology modifications, and changes in distribution channels. Though there is a threat of labor shortages, technology and innovation are helping to improve inventory management and operational efficiencies. Moreover, the industry is becoming greener, pushed by climate change regulation.



Paper, Printing, and Packaging⁴

Macroeconomic growth and stability will likely continue to be the primary growth drivers for the paper, printing, and packaging industry over the next five years. In particular, low unemployment, rising consumer spending, and increased regulations surrounding pharmaceutical packaging are anticipated to boost demand for industry services. The increased presence of e-commerce is expected to continue to benefit the space going forward.



In the news

June 9, 2019⁵ – Raytheon Company (NYSE:RTN) and United Technologies Corp. (NYSE:UTX) have entered into an agreement to combine in an all-stock merger of equals (United Technologies shareholders will receive 57 percent of the new company, with Raytheon shareholders getting 43 percent). The combined company will have approximately \$74 billion in pro forma 2019 sales.

May 21, 2019⁶ – Crane Co. (NYSE: CR), a diversified manufacturer of highly engineered industrial products, announced that it has submitted a proposal to the Board of Directors of CIRCOR International, Inc. (NYSE: CIR) or “CIRCOR,” to acquire CIRCOR for \$45 per share in cash. The proposal represents a 47 percent premium over the May 20, 2019 closing price and a 37 percent and 51 percent premium over a three- and six-month volume weighted average share price, respectively. This reflects an enterprise value of approximately \$1.7 billion at a multiple of approximately 13.5x the last 12-month adjusted EBITDA.

April 15, 2019⁷ – Waste Management, Inc. (NYSE: WM) and Advanced Disposal Services, Inc. (NYSE: ADSW) announced that they have entered into a definitive agreement under which a subsidiary of Waste Management will acquire all outstanding shares of Advanced Disposal for \$33.15 per share in cash, representing a total enterprise value of \$4.9 billion.

In this update

- Industrials trends
- Economic outlook
- Industry analysis
- Select M&A transactions
- Appendix

This update will focus on news and trends in the following areas:

- Aerospace and Defense
- Engineering and Construction
- Transportation and Logistics
- Paper, Printing, and Packaging

Who we are

Deloitte Corporate Finance LLC is a leading global middle market M&A adviser. The firm's professionals have extensive knowledge in the industrials space and use their experience to help clients create and act upon opportunities for liquidity, growth, and long-term advantages.

Contacts

Will Frame

Managing Director
wframe@deloitte.com
+1 (312) 486-4458

Eric Andreozzi

Managing Director
eandreozi@deloitte.com
+1 (704) 333-0518

Tony Blanchard

Managing Director
anblanchard@deloitte.com
+1 (312) 486-1640

Jonathan Adams

Managing Director
jonadams@deloitte.com
+1 (214) 840-1779

Kevan Flanigan

Managing Director
keflanigan@deloitte.com
+1 (213) 688-6560

Vijay Balasubramanian

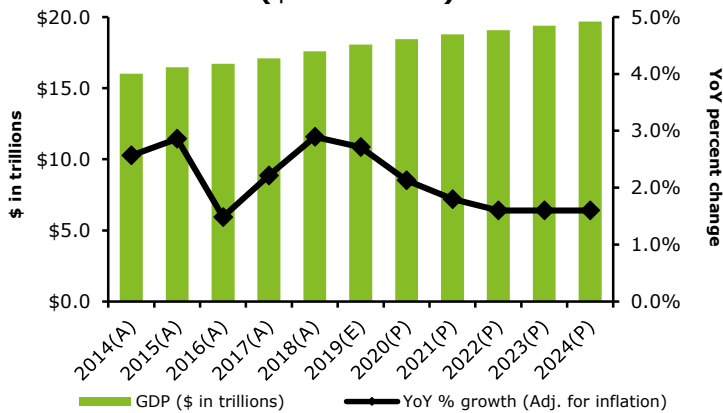
Managing Director
vbalasubramanian@deloitte.com
+1 (212) 313-1723

William Kerkam

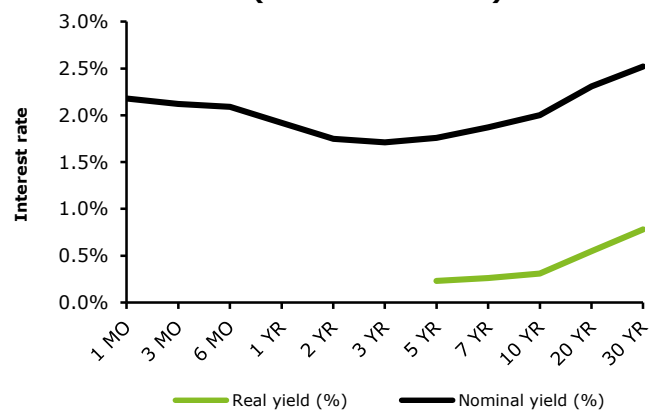
Managing Director
wkerkam@deloitte.com
+1 (980) 312-3613

Macroeconomic outlook

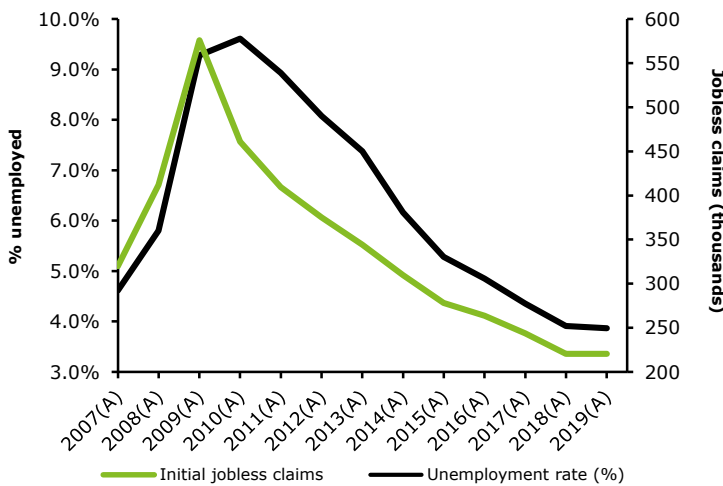
**U.S. gross domestic product
(\$ in trillions)¹**



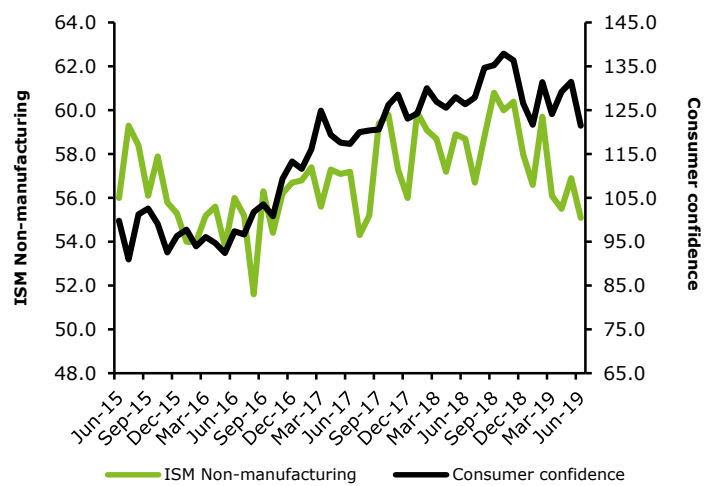
**U.S. Treasury yield curve
(nominal vs. real)²**



**U.S. unemployment rate
(% unemployed)³**



**ISM non-manufacturing index
and consumer confidence index⁴**



Industrials sector outlook

ISM purchase managers index⁵



**Industrial production index
(YoY growth)⁶**



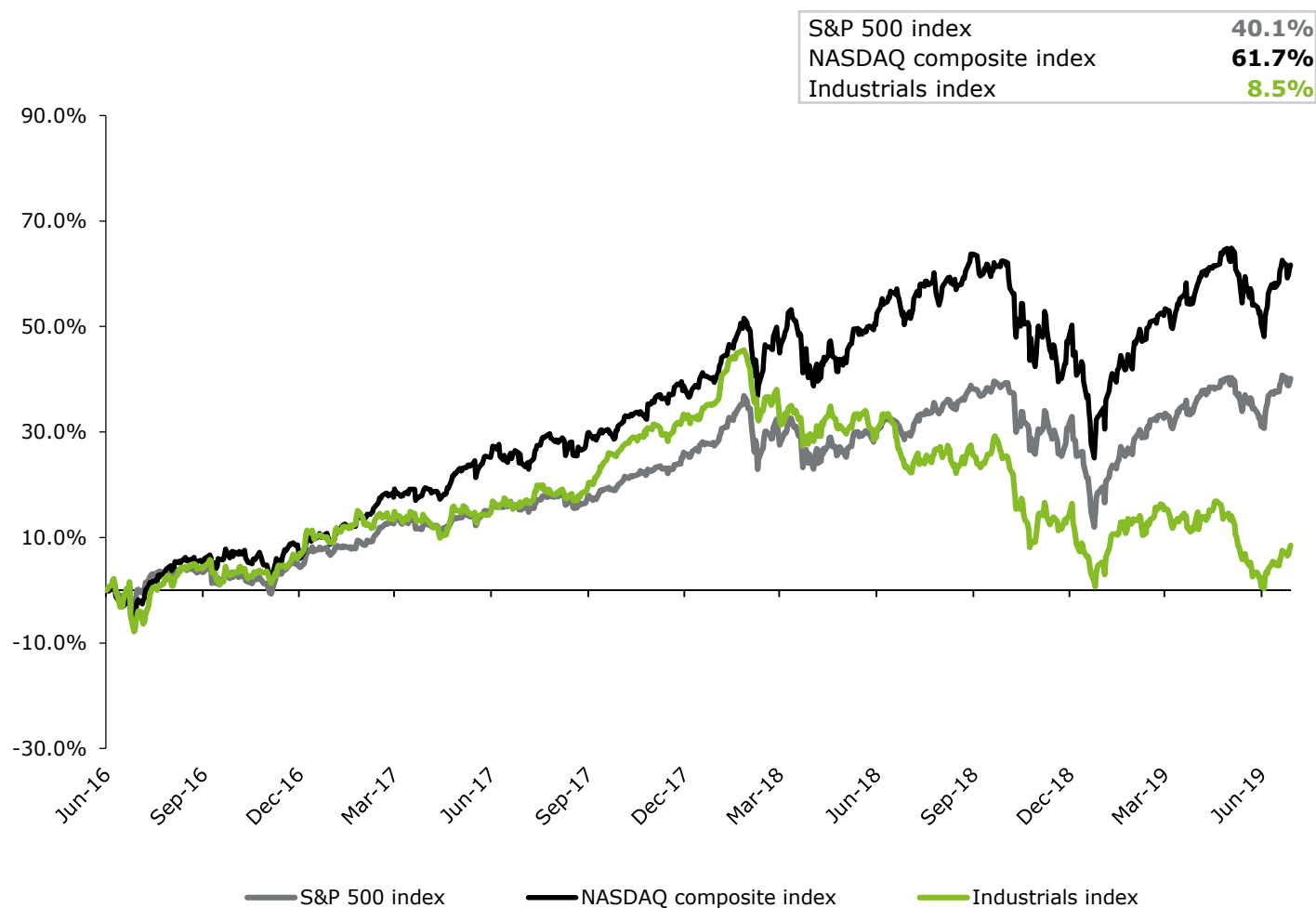
Note:

An ISM purchase managers index value above 50 signals economic expansion.

Industrials sector breakdown & trading statistics¹

Sector	Number of companies	% of 52 Week high	Median Revenue CAGR (3 Yr)	Median LTM EBITDA	Median EBITDA Margin	Median Enterprise Value	Last twelve months		NTM
							EV/ Revenue	EV/ EBITDA	EV/ EBITDA
(\$ in millions)									
Automotive	20	74.9%	2.9%	\$6,922.5	9.4%	\$43,516.3	0.6x	7.7x	6.1x
Building products, electric products, industrial safety	19	83.5	8.9	493.1	12.9	4,341.9	1.3	11.2	8.3
Capital equipment & rental services	22	71.6	8.2	307.6	14.4	3,548.6	1.1	8.9	7.1
Distribution, transportation & logistics	20	83.0	9.5	1,051.2	8.8	12,000.7	0.9	11.0	8.6
Engineering & construction	30	68.2	2.9	222.0	7.3	1,691.6	0.4	6.1	5.6
Metals, plastics & paper packaging	16	86.3	7.1	1,021.1	15.5	9,117.8	1.4	8.5	8.1
Specialty chemicals	11	83.9	4.3	883.1	18.3	9,051.0	2.2	11.1	9.0
Industrials Sector	138	78.8%	6.2%	\$1,557.2	12.4%	\$11,895.4	1.1x	9.2x	7.5x

Public comparables three-year stock market performance²

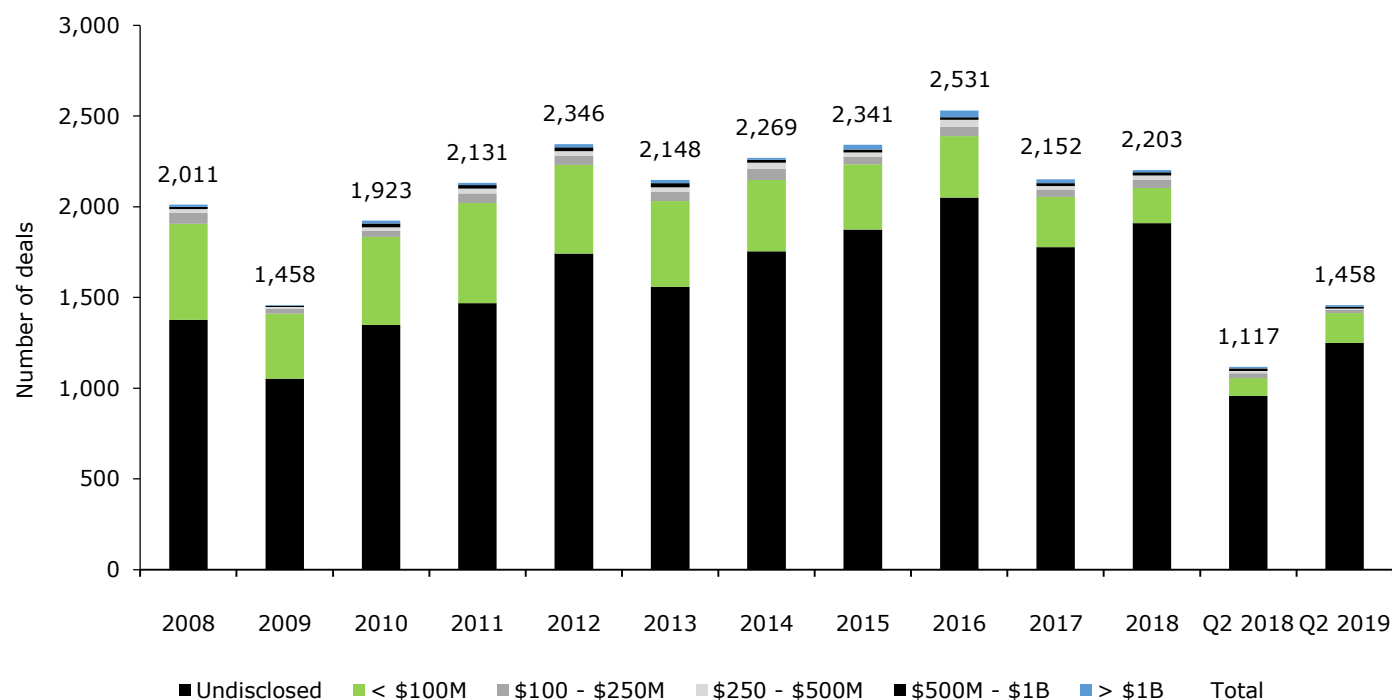


Select large industrials M&A transactions¹

(\$ in millions)

Announced date	Target/Acquiror	Business description	Enterprise Value ("EV")	EV/Revenue	EV/EBITDA
Jun-19	Kaman Industrial Technologies Corporation Littlejohn & Co. LLC	Kaman Industrial Technologies Corporation distributes industrial parts to MRO and OEM markets in the United States and internationally.	\$700.0	0.6x	10.6x
Jun-19	NRC Group Holdings Corp. US Ecology, Inc.	NRC Group Holdings Corp. provides various environmental, compliance, and waste management services.	955.4	2.5	16.0
Jun-19	Raytheon Company United Technologies Corporation	Raytheon Company develops integrated products, services, and solutions for the defense and other government markets worldwide.	92,971.2	3.4	23.6
May-19	CIRCOR International, Inc. Crane Co.	CIRCOR International, Inc. designs, manufactures, and markets engineered products and sub-systems worldwide.	1,742.7	1.5	13.2
May-19	Fastener Acquisition, Inc. Kyocera Corporation	Fastener Acquisition, Inc., distributes construction and packaging machines, tools, and supplies.	815.3	1.5	NA
May-19	Industrial Air-X-Changers Business Of Harsco Corporation E&C FinFan, Inc.	Industrial Air-X-Changers Business Of Harsco Corporation comprises the manufacturing business of air-cooled heat exchanger systems.	592.0	NA	11.2
Apr-19	The KeyW Holding Corporation Jacobs Engineering Group Inc.	The KeyW Holding Corporation, provides national security solutions to the intelligence, cyber, and counterterrorism communities in the United States.	946.3	1.9	24.4
Apr-19	Chiller Holdco, LLC Americold Realty Trust	Chiller Holdco, LLC operates as a cold storage warehouse and processing company.	1,241.5	7.5	33.0
Apr-19	Advanced Disposal Services, Inc. Waste Management, Inc.	Advanced Disposal Services, Inc. provides non-hazardous solid waste collection, transfer, recycling, and disposal services.	4,950.9	3.1	12.7
Apr-19	JR Automation Technologies, LLC Hitachi, Ltd.	JR Automation Technologies, LLC designs, builds, manufactures, and distributes automated equipment for various industries.	1,425.0	2.4	NA

Annual US industrials M&A transaction volume²



Recent transactions¹

								Last twelve months	
				LTM	LTM	EBITDA	Enterprise	EV/	EV/
Target/acquiror	Sub-sector	Announced date	Close date	Revenue	EBITDA	Margin	Value ("EV")	Revenue	EBITDA
(\$ in millions)									
ASV Holdings, Inc. Yanmar America Corporation	Construction Machinery and Heavy Trucks	Jun-19	Pending	\$125.0	\$5.1	4.1%	\$107.0	0.9x	21.0x
Kaman Industrial Technologies Corporation Littlejohn & Co. LLC	Trading Companies and Distributors	Jun-19	Pending	1,100.0	66.3	6.0	700.0	0.6	10.6
Energy Steel & Supply Co. Hayward Tyler Group PLC	Industrial Machinery	Jun-19	Jun-19	8.3	NA	NA	1.0	0.1	NA
NRC Group Holdings Corp. US Ecology, Inc.	Environmental and Facilities Services	Jun-19	Pending	389.4	59.7	15.3	955.4	2.5	16.0
Petroleum Services Corporation Aurora Capital Partners	Marine Ports and Services	Jun-19	Jun-19	300.0	NA	NA	335.0	1.1	NA
Control Micro Systems, Inc. The 600 Group PLC	Heavy Electrical Equipment	Jun-19	Jun-19	11.6	NA	NA	10.0	0.9	5.0
AIM Aerospace, Inc. Sekisui Chemical Co., Ltd.	Aerospace and Defense	Jun-19	Pending	NA	NA	NA	510.0	2.9	NA
Albeck Gerken, Inc. Iteris, Inc.	Diversified Support Services	Jun-19	Jul-19	8.1	2.0	25.0	11.3	1.4	5.6
EDAC Technologies Corporation Hanwha Aerospace Co., Ltd.	Aerospace and Defense	Jun-19	Pending	150.0	NA	NA	295.3	2.0	NA
Systron Donner Inertial, Inc. EMCORE Corporation	Aerospace and Defense	Jun-19	Jun-19	28.0	NA	NA	25.8	0.9	NA
Raytheon Company United Technologies Corporation	Aerospace and Defense	Jun-19	Pending	27,520.0	3,936.0	14.3	92,971.2	3.4	23.6
Prime Equipment Group, Inc. John Bean Technologies Corporation	Industrial Machinery	Jun-19	Jun-19	45.0	NA	NA	65.0	1.4	NA
Global Restoration Holdings, LLC FirstService Corporation	Construction and Engineering	May-19	Jun-19	436.0	NA	NA	530.0	1.2	NA
Naval Systems Business Unit of Alion Science and Technology Serco Inc.	Aerospace and Defense	May-19	Pending	336.0	21.6	6.4	225.0	0.7	10.4
CIRCOR International, Inc. Crane Co.	Industrial Machinery	May-19	Pending	1,170.6	129.0	11.0	1,742.7	1.5	13.5
Assets and Operations of Mark Rite Lines Equipment Company, Inc. Federal Signal Corporation	Construction Machinery and Heavy Trucks	May-19	Jul-19	67.0	8.7	13.0	71.0	1.1	8.2
CEHI Acquisition Corporation Harsco Corporation	Environmental and Facilities Services	May-19	Jun-19	266.9	NA	NA	624.6	2.3	NA
Industrial Air-X-Changers Business Of Harsco Corporation E&C FinFan, Inc.	Industrial Machinery	May-19	Jul-19	NA	NA	NA	592.0	NA	11.2
Fastener Acquisition, Inc. Kyocera Corporation	Trading Companies and Distributors	May-19	Pending	546.9	NA	NA	815.3	1.5	NA
GTC Technology US, LLC Sulzer Ltd	Industrial Machinery	May-19	May-19	50.0	NA	NA	39.0	0.8	NA
J&L Fiber Services, Inc. Valmet Oyj	Industrial Machinery	May-19	May-19	30.0	NA	NA	51.0	1.7	NA
Southwest Electronic Energy Corp Ultralife Corporation	Electrical Components and Equipment	May-19	May-19	28.0	NA	NA	25.3	0.9	NA
Automated Packaging Systems, Inc. Sealed Air Corporation	Industrial Machinery	May-19	Pending	290.0	NA	NA	510.0	1.8	NA
Lanier Cold Storage, LLC Americold Realty Trust	Diversified Support Services	May-19	May-19	NA	NA	NA	82.4	NA	NA
JR Automation Technologies, LLC Hitachi, Ltd.	Industrial Machinery	Apr-19	Pending	603.0	NA	NA	1,425.0	2.4	NA
The KeyW Holding Corporation Jacobs Engineering Group Inc.	Aerospace and Defense	Apr-19	Jun-19	494.9	38.7	7.8	946.3	1.9	24.4
Chiller Holdco, LLC Americold Realty Trust	Diversified Support Services	Apr-19	May-19	165.8	37.6	22.7	1,241.5	7.5	33.0
Coil-Tran Corp. discoverIE Group plc	Heavy Electrical Equipment	Apr-19	Pending	13.0	2.1	16.2	19.2	1.5	9.1
Advanced Disposal Services, Inc. Waste Management, Inc.	Environmental and Facilities Services	Apr-19	Pending	1,577.5	390.1	24.7	4,950.9	3.1	12.7
Substantially All of the Assets Used in Logistics Business Division TA Dispatch, LLC	Air Freight and Logistics	Apr-19	Apr-19	139.0	NA	NA	64.3	0.5	NA
Substantially All of the Assets of Dynamic Manufacturing Solutions, LLC Ultra Clean Holdings, Inc.	Construction and Engineering	Apr-19	Apr-19	48.4	5.6	11.6	42.5	0.9	7.6
Quest Resource Holding Corporation Hampstead Park Environmental Services Investment Fund LLC	Environmental and Facilities Services	Apr-19	Apr-19	105.8	1.4	1.3	3.5	0.3	2.5
WeDriveU, Inc. National Express Group PLC	Trucking	Apr-19	Apr-19	139.9	21.1	15.1	84.3	0.6	4.0
Chemring Military Products, Inc. Global Ordnance LLC	Aerospace and Defense	Apr-19	Apr-19	111.0	NA	NA	4.0	0.0	NA
Dunphey & Associates Supply Co., Inc. Watsco, Inc.	Trading Companies and Distributors	Apr-19	Apr-19	56.0	NA	NA	24.2	0.4	NA
A&S and Buckler Subsidiaries Day & Ross Inc.	Trucking	Apr-19	Apr-19	160.4	NA	NA	139.5	0.9	NA
Median				\$139.5	\$21.6	13.0%	\$107.0	1.1x	10.9x
Mean				\$1,074.8	\$315.0	13.0%	\$2,979.8	1.5x	12.9x

Appendix

Public comparables analysis¹

							Last twelve months		NTM
Company (ticker)	% of 52 Week high	LTM Revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	EV/ Revenue	EV/ EBITDA	EV/ EBITDA
(\$ in Millions)									
Automotive									
Bayernische Motoren Werke Aktiengesellschaft (DB:BMW)	74.9 %	\$111,514.6	1.7 %	\$11,752.4	10.5 %	\$29,983.3	0.3 x	2.6 x	2.1 x
Daimler AG (XTRA:DAI)	75.4	192,500.0	3.8	11,176.6	5.8	205,946.2	1.1	18.4	11.9
Delphi Technologies PLC (NYSE:DLPH)	35.6	4,602.0	NM	572.0	12.4	3,129.6	0.7	5.5	5.0
Fiat Chrysler Automobiles N.V. (BIT:FCA)	74.0	122,290.7	(0.7)	9,645.3	7.9	19,381.3	0.2	2.0	1.4
Ford Motor Company (NYSE:F)	88.0	158,654.0	0.7	12,098.5	7.6	170,065.4	1.1	14.1	13.5
Subaru Corporation (TSE:7270)	70.3	28,521.9	(0.7)	2,680.2	9.4	9,768.3	0.3	3.6	2.6
General Motors Company (NYSE:GM)	94.6	145,128.0	(0.8)	14,422.0	9.9	143,661.5	1.0	10.0	6.1
Honda Motor Co., Ltd. (TSE:7267)	74.3	143,386.1	2.9	11,684.3	8.1	89,714.9	0.6	7.7	7.5
Hyundai Motor Company (KOSE:A005380)	88.9	86,952.3	-	4,584.5	5.3	66,816.5	0.8	14.6	8.0
Isuzu Motors Limited (TSE:7202)	64.4	19,395.1	3.7	2,250.7	11.6	9,567.9	0.5	4.3	4.5
Kia Motors Corporation (KOSE:A000270)	92.4	47,528.2	2.0	3,009.4	6.3	13,566.3	0.3	4.5	4.0
Mazda Motor Corporation (TSE:7261)	72.5	32,848.0	1.6	1,352.4	4.1	5,938.3	0.2	4.4	3.4
Mitsubishi Corporation (TSE:8058)	76.4	150,017.3	34.6	6,922.5	4.6	98,035.0	0.7	14.2	12.2
Peugeot S.A. (ENXTPA:UG)	80.2	83,946.3	10.7	8,946.3	10.7	15,408.0	0.2	1.7	1.6
Renault SA (ENXTPA:RNO)	62.3	63,168.0	4.7	6,448.6	10.2	60,619.8	1.0	9.4	8.8
SAIC Motor Corporation Limited (SHSE:600104)	72.7	126,763.6	7.9	5,036.0	4.0	43,516.3	0.3	8.6	8.8
Suzuki Motor Corporation (TSE:7269)	52.1	34,938.1	6.8	4,268.5	12.2	17,302.3	0.5	4.1	3.7
Tesla, Inc. (NasdaqGS:TSLA)	59.8	24,941.4	76.1	2,319.0	9.3	52,690.2	2.1	NM	17.4
Toyota Motor Corporation (TSE:7203)	93.5	283,054.6	2.9	39,932.1	14.1	333,349.0	1.2	8.3	10.2
Volkswagen AG (XTRA:VOW3)	89.2	274,998.9	4.4	29,927.2	10.9	263,066.4	1.0	8.8	6.6
Median	74.9 %	\$111,514.6	2.9 %	\$6,922.5	9.4 %	\$43,516.3	0.6 x	7.7 x	6.1 x
Mean	75.3 %		4.8 %		8.7 %		0.6 x	7.7 x	6.4 x
Building products, electric products, industrial safety									
Beacon Roofing Supply, Inc. (NasdaqGS:BECN)	81.7 %	\$7,021.4	28.5 %	\$493.1	7.0 %	\$5,752.2	0.8 x	11.7 x	10.0 x
BlueLinx Holdings Inc. (NYSE:BXC)	49.8	3,064.1	16.5	53.5	1.7	993.6	0.3	18.6	NM
BMC Stock Holdings, Inc. (NasdaqGS:BMCH)	96.4	3,673.7	22.2	247.6	6.7	1,750.8	0.5	7.1	7.6
Boral Limited (ASX:BLD)	70.5	4,131.1	13.2	650.3	15.7	5,722.2	1.4	8.8	7.9
Builders FirstSource, Inc. (NasdaqGS:BLDR)	100.7	7,470.3	8.8	497.5	6.7	3,647.9	0.5	7.3	7.7
Compagnie de Saint-Gobain S.A. (ENXTPA:SGO)	85.5	48,548.0	2.8	5,734.0	11.8	34,500.0	0.7	6.0	6.1
Eagle Materials Inc. (NYSE:EXP)	79.7	1,370.1	5.8	380.3	27.8	4,341.9	3.2	11.4	9.8
Emerson Electric Co. (NYSE:EMR)	77.4	18,061.0	14.0	3,717.0	20.6	43,572.5	2.4	11.7	10.8
Gibraltar Industries, Inc. (NasdaqGS:ROCK)	83.7	1,011.1	(2.5)	114.1	11.3	1,275.1	1.3	11.2	9.5
Huttig Building Products, Inc. (NasdaqCM:HBP)	36.7	834.1	6.3	7.5	0.9	251.8	0.3	NM	NM
James Hardie Industries plc (ASX:JHX)	82.8	2,506.6	13.2	540.8	21.6	7,194.5	2.9	13.3	12.0
Martin Marietta Materials, Inc. (NYSE:MLM)	98.0	4,172.7	6.7	1,114.6	26.7	18,832.0	4.5	16.9	14.3
Cornerstone Building Brands, Inc. (NYSE:CNR)	34.6	3,359.2	23.8	132.2	3.9	4,247.9	1.3	NM	6.8
Owens Corning (NYSE:OC)	89.8	7,127.0	8.9	1,306.0	18.3	9,725.8	1.4	7.4	7.4
Summit Materials, Inc. (NYSE:SUM)	88.4	2,119.2	11.1	383.0	18.1	3,993.6	1.9	10.4	8.6
U.S. Concrete, Inc. (NasdaqCM:USCR)	80.0	1,511.7	13.0	175.6	11.6	1,515.0	1.0	8.6	7.0
USG Corporation	100.0	3,336.0	4.6	430.0	12.9	6,787.5	2.0	15.8	N/A
Vulcan Materials Company (NYSE:VMC)	96.6	4,652.4	8.9	1,177.9	25.3	21,411.4	4.6	18.2	15.6
Wienerberger AG (WBAG:WIE)	83.7	3,823.5	4.7	560.2	14.7	3,764.2	1.0	6.7	5.8
Median	83.7 %	\$3,673.7	8.9 %	\$493.1	12.9 %	\$4,341.9	1.3 x	11.2 x	8.2 x
Mean	79.8 %		11.1 %		13.9 %		1.7 x	11.2 x	9.2 x
Capital equipment & rental services									
Aggreko Plc (LSE:AGK)	92.5 %	\$2,123.4	4.5 %	\$694.5	32.7 %	\$3,484.3	1.6 x	5.0 x	5.0 x
Ashtead Group plc (LSE:AHT)	89.2	5,861.4	20.9	2,742.8	46.8	16,827.6	2.9	6.1	5.7
Astec Industries, Inc. (NasdaqGS:ASTE)	58.8	1,204.2	6.4	26.7	2.2	706.6	0.6	26.5	7.4
Caterpillar Inc. (NYSE:CAT)	77.6	55,750.0	10.1	11,223.0	20.1	100,220.7	1.8	8.9	9.6
Cervus Equipment Corporation (TSX:CERV)	73.1	999.7	6.6	43.4	4.3	380.0	0.4	8.8	7.1
CNH Industrial N.V. (NYSE:CNHI)	75.9	26,923.0	4.5	2,865.0	10.6	34,262.5	1.3	12.0	13.5
Cummins Inc. (NYSE:CMI)	89.6	24,294.0	10.1	3,505.0	14.4	27,010.3	1.1	7.7	7.4
Deere & Company (NYSE:DE)	92.0	39,011.2	12.1	6,043.8	15.5	92,966.8	2.4	15.4	16.7
Finning International Inc. (TSX:FTT)	62.7	5,339.1	4.6	460.9	8.6	4,252.0	0.8	9.2	7.7
H&E Equipment Services, Inc. (NasdaqGS:HEES)	70.1	1,315.4	8.2	206.6	15.7	2,447.9	1.9	11.9	5.3
Herc Holdings Inc. (NYSE:HRJ)	74.3	2,010.7	7.9	290.3	14.4	3,612.9	1.8	12.4	4.8
Korea Shipbuilding & Offshore Engineering Co.,Ltd. (KOSE:A009540)	69.6	11,735.1	(31.1)	11.2	0.1	6,612.9	0.6	NM	11.6
Manitex International, Inc. (NasdaqCM:MNTX)	48.4	242.9	17.7	11.5	4.7	175.5	0.7	15.3	N/A
McGrath RentCorp (NasdaqGS:MGRC)	96.2	525.7	8.2	136.2	25.9	1,974.8	3.8	14.5	8.9
Nishio Rent All Co., Ltd. (TSE:9699)	68.2	1,393.0	9.5	324.9	23.3	1,084.4	0.8	3.3	2.8
Oshkosh Corporation (NYSE:OSK)	86.5	8,243.3	10.5	912.7	11.1	5,987.1	0.7	6.6	7.3
Strongco Corporation (TSX:SQP)	57.6	310.2	2.0	16.3	5.2	191.1	0.6	11.7	5.8
The Manitowoc Company, Inc. (NYSE:MTW)	58.1	1,878.7	(0.1)	118.1	6.3	953.7	0.5	8.1	6.8
Toromont Industries Ltd. (TSX:TIH)	92.0	2,709.7	23.4	406.1	15.0	4,456.7	1.6	11.0	9.9
United Rentals, Inc. (NYSE:URI)	67.4	8,829.0	15.0	2,559.0	29.0	21,614.4	2.4	8.4	4.7
Vp plc (LSE:VP.)	64.2	498.5	22.4	132.0	26.5	583.8	1.2	4.4	4.6
Wajax Corporation (TSX:WJX)	51.3	1,132.5	6.8	56.7	5.0	501.7	0.4	8.9	5.2
Median	71.6 %	\$2,067.1	8.2 %	\$307.6	14.4 %	\$3,548.6	1.1 x	8.9 x	7.1 x
Mean	73.4 %		8.2 %		15.3 %		1.4 x	10.3 x	7.5 x

Note:

Tesla Motors excluded from Automotive mean and median calculations due to abnormally high growth and low profitability.

Public comparables analysis (cont.)¹

							Last twelve months		NTM
Company (ticker)	% of 52 Week high	LTM Revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	EV/ Revenue	EV/ EBITDA	EV/ EBITDA
(\$ in Millions)									
Distribution, transportation & logistics									
ArcBest Corporation (NasdaqGS:ARCB)	54.6 %	\$3,083.8	5.1 %	\$220.6	7.2 %	\$797.8	0.3 x	3.6 x	3.7 x
C.H. Robinson Worldwide, Inc. (NasdaqGS:CHRW)	81.3	16,089.9	7.4	1,036.8	6.4	12,230.7	0.8	11.8	12.4
Deutsche Post AG (XTRA:DPW)	88.1	70,005.6	2.0	4,973.1	7.1	54,509.3	0.8	11.0	6.2
Echo Global Logistics, Inc. (NasdaqGS:ECHO)	56.0	2,319.7	10.8	73.8	3.2	735.3	0.3	10.0	8.5
Expeditors International of Washington, Inc. (NasdaqGS:EXPD)	90.6	8,304.2	9.3	844.8	10.2	11,770.7	1.4	13.9	13.6
FedEx Corporation (NYSE:FDX)	62.5	69,693.0	11.4	4,934.0	7.1	57,854.6	0.8	11.7	6.8
Forward Air Corporation (NasdaqGS:FWRD)	84.7	1,355.2	11.7	160.3	11.8	1,948.5	1.4	12.2	11.1
Hapag-Lloyd Aktiengesellschaft (DB:HLAG)	91.6	13,425.7	12.2	1,541.0	11.5	14,407.5	1.1	9.3	7.1
Hub Group, Inc. (NasdaqGS:HUBG)	79.3	3,805.7	3.3	257.3	6.8	1,684.2	0.4	6.5	6.3
J.B. Hunt Transport Services, Inc. (NasdaqGS:JBHT)	79.4	8,878.9	11.8	1,145.1	12.9	12,295.7	1.4	10.7	8.8
Knight-Swift Transportation Holdings Inc. (NYSE:KNX)	87.5	5,187.9	65.8	1,004.9	19.4	7,024.5	1.4	7.0	7.1
Kuehne + Nagel International AG (SWX:KNIN)	88.8	21,836.4	8.6	1,217.5	5.6	19,846.3	0.9	16.3	11.4
Landstar System, Inc. (NasdaqGS:LSTR)	84.7	4,467.0	12.0	378.4	8.5	4,217.9	0.9	11.1	11.3
Nippon Yusen Kabushiki Kaisha (TSE:9101)	77.9	16,429.1	0.0	1,065.6	6.5	12,627.3	0.8	11.8	11.0
Old Dominion Freight Line, Inc. (NasdaqGS:ODFL)	97.2	4,136.6	11.6	1,106.9	26.8	13,356.6	3.2	12.1	11.6
Panalpina Welttransport (Holding) AG (SWX:PWTN)	95.1	6,233.7	3.3	144.0	2.3	5513.8	0.9	NM	18.3
Ryder System, Inc. (NYSE:R)	62.4	8,840.4	9.8	2,166.7	24.5	10,490.5	1.2	4.8	4.7
United Parcel Service, Inc. (NYSE:UPS)	93.6	72,500.0	6.9	7,609.0	10.5	121,574.3	1.7	16.0	11.0
Werner Enterprises, Inc. (NasdaqGS:WERN)	79.2	2,499.8	6.9	474.7	19.0	2,591.7	1.0	5.5	5.4
XPO Logistics, Inc. (NYSE:XPO)	61.2	17,082.0	9.7	1,546.0	9.1	13,480.3	0.8	8.7	7.8
Median	83.0 %	\$8,572.3	9.5 %	\$1,051.2	8.8 %	\$12,000.7	0.9 x	11.0 x	8.6 x
Mean	79.8 %		11.0 %		10.8 %		1.1 x	10.2 x	9.2 x
Engineering & construction									
ACS, Actividades de Construcción y Servicios, S.A. (BME:ACS)	87.1 %	\$42,894.7	6.7 %	\$2,593.5	6.0 %	\$16,444.9	0.4 x	6.3 x	4.9 x
Aegion Corporation (NasdaqGS:AEGN)	70.0	1,269.3	(0.3)	92.2	7.3	924.9	0.7	10.0	8.1
Arcadis NV (ENXTAM:ARCAD)	91.9	3,842.8	(0.3)	280.9	7.3	2,555.1	0.7	9.1	9.2
Babcock International Group PLC (LSE:BAB)	64.8	5,827.4	2.5	711.8	12.2	4,328.0	0.7	6.1	5.8
Balfour Beatty plc (LSE:BBY)	67.4	8,455.2	(1.6)	163.1	1.9	1,891.3	0.2	NM	6.4
Bilfinger SE (DB:GBF)	57.9	4,750.4	(12.9)	90.3	1.9	1,424.7	0.3	NM	6.0
CIMIC Group Limited (ASX:CIM)	69.2	10,298.6	10.2	1,252.7	12.2	7,595.3	0.7	6.1	5.1
Comfort Systems USA, Inc. (NYSE:FIX)	68.4	2,371.7	13.8	201.5	8.5	1,847.2	0.8	9.2	8.8
Costain Group PLC (LSE:COST)	33.0	1,865.5	5.0	73.8	4.0	58.0	0.0	0.8	1.1
Daelim Industrial Co., Ltd. (KOSE:A000210)	81.3	9,206.8	2.4	792.6	8.6	3,506.9	0.4	4.4	4.0
Daewoo Engineering & Construction Co., Ltd. (KOSE:A047040)	64.9	8,778.6	(0.9)	537.3	6.1	2,694.2	0.3	5.0	5.3
Ebara Corporation (TSE:6361)	68.0	4,594.6	0.0	440.1	9.6	2,273.3	0.5	5.2	4.9
Fluor Corporation (NYSE:FLR)	39.2	17,746.1	(0.5)	(121.2)	NM	4,093.6	0.2	NM	5.4
Fomento de Construcciones y Contratas, S.A. (BME:FCC)	85.9	7,209.7	(0.4)	1,014.8	14.1	8,538.0	1.2	8.4	8.3
GS Engineering & Construction Corporation (KOSE:A006360)	57.7	10,029.7	0.0	777.7	7.8	2,955.3	0.3	3.8	4.0
Keller Group plc (LSE:KLR)	57.9	2,847.9	10.6	214.1	7.5	1,086.8	0.4	5.1	4.9
Kier Group plc (LSE:KIE)	7.0	5,476.6	5.2	114.1	2.1	415.2	0.1	3.6	2.2
Koninklijke BAM Groep nv (ENXTAM:BAMNB)	68.6	8,252.5	(1.0)	191.3	2.3	497.8	0.1	2.6	2.1
Maire Tecnimont S.p.A. (BIT:MT)	51.9	3,930.3	18.8	188.4	4.8	1,379.5	0.4	7.3	5.3
Matrix Service Company (NasdaqGS:MTRX)	71.0	1,311.1	(0.1)	39.9	3.0	453.0	0.3	11.4	6.3
Monadelphous Group Limited (ASX:MND)	91.8	1,174.6	2.4	74.1	6.3	1,078.6	0.9	14.5	12.8
Morgan Sindall Group plc (LSE:MGNS)	72.0	3,787.2	7.6	110.4	2.9	416.7	0.1	3.8	3.3
Oil States International, Inc. (NYSE:OIS)	40.9	1,064.0	8.2	96.5	9.1	1,204.9	1.1	12.5	9.1
Penta-Ocean Construction Co., Ltd. (TSE:1893)	64.5	4,890.8	3.3	316.2	6.5	1,536.0	0.3	4.9	4.2
Primoris Services Corporation (NasdaqGS:PRIM)	69.2	3,096.9	16.3	229.8	7.4	1,483.7	0.5	6.5	6.3
Quanta Services, Inc. (NYSE:PWR)	82.5	11,744.0	16.9	857.7	7.3	6,829.7	0.6	8.0	6.9
RPC, Inc. (NYSE:RES)	34.1	1,509.9	19.2	246.6	16.3	1,277.2	0.8	5.2	6.8
Sumitomo Heavy Industries, Ltd. (TSE:6302)	75.8	8,392.2	0.0	932.5	11.1	3,705.4	0.4	4.0	4.0
Team, Inc. (NYSE:TISI)	61.6	1,214.1	5.3	15.5	1.3	893.3	0.7	NM	9.1
VINCI SA (ENXTPA:DG)	96.1	52,756.0	6.0	8,311.3	15.8	91,588.6	1.7	11.0	10.5
Median	68.2 %	\$4,820.6	2.9 %	\$222.0	7.3 %	\$1,691.6	0.4 x	6.1 x	5.6 x
Mean	65.1 %		4.8 %		7.3 %		0.5 x	6.7 x	6.0 x

Public comparables analysis (cont.)¹

Company (ticker)	% of 52 Week high	LTM Revenue	Revenue CAGR (3 Yr)	LTM EBITDA	EBITDA Margin	Enterprise Value ("EV")	Last twelve months		NTM
							EV/ Revenue	EV/ EBITDA	EV/ EBITDA
(\$ in Millions)									
Metals, plastics & paper packaging									
Alcoa Corporation (NYSE:AA)	45.1 %	\$12,164.0	8.3 %	\$2,206.0	18.1 %	\$7,067.9	0.6 x	3.2 x	4.2 x
AptarGroup, Inc. (NYSE:ATR)	92.8	2,837.9	6.7	581.1	20.5	8,496.9	3.0	14.6	13.2
ArcelorMittal (ENXTAM:MT)	50.8	75,316.0	9.3	7,396.0	9.8	27,888.8	0.4	3.8	4.0
Avery Dennison Corporation (NYSE:AVY)	91.0	7,064.2	5.9	509.0	7.2	11,289.7	1.6	22.2	10.9
Ball Corporation (NYSE:BLL)	96.8	11,551.0	14.5	1,785.0	15.5	31,562.8	2.7	17.7	15.6
Berry Global Group, Inc. (NYSE:BERY)	73.5	7,913.0	9.3	1,333.0	16.8	11,066.4	1.4	8.3	5.3
Commercial Metals Company (NYSE:CMC)	72.5	5,594.4	5.1	409.3	7.3	3,215.7	0.6	7.9	5.0
Crown Holdings, Inc. (NYSE:CCK)	97.5	11,698.0	11.1	1,627.0	13.9	17,754.0	1.5	10.9	10.1
Graphic Packaging Holding Company (NYSE:GPK)	93.3	6,093.4	12.9	989.1	16.2	8,229.7	1.4	8.3	7.8
Greif, Inc. (NYSE:GEF)	57.5	4,110.1	6.4	561.3	13.7	4,821.2	1.2	8.6	6.3
Owens-Illinois, Inc. (NYSE:OI)	59.8	6,762.0	1.1	1,053.0	15.6	7,956.3	1.2	7.6	5.8
Packaging Corporation of America (NYSE:PKG)	83.6	7,050.1	7.5	1,564.0	22.2	11,666.4	1.7	7.5	8.5
Sealed Air Corporation (NYSE:SEE)	91.9	4,720.2	(5.2)	773.2	16.4	9,738.7	2.1	12.6	10.0
Silgan Holdings Inc. (NasdaqGS:SLGN)	94.2	4,497.8	6.7	619.5	13.8	5,956.2	1.3	9.6	9.2
Sonoco Products Company (NYSE:SON)	89.0	5,431.8	3.2	736.2	13.6	7,684.5	1.4	10.4	9.7
WestRock Company (NYSE:WRK)	63.7	17,874.0	8.0	3,040.0	17.0	19,953.4	1.1	6.6	6.1
Median	86.3 %	\$6,906.1	7.1 %	\$1,021.1	15.5 %	\$9,117.8	1.4 x	8.5 x	8.1 x
Mean	78.3 %		6.9 %		14.8 %		1.4 x	10.0 x	8.2 x
Specialty chemicals									
Albemarle Corporation (NYSE:ALB)	62.4 %	\$3,385.4	6.6 %	\$928.6	27.4 %	\$9,051.0	2.7 x	9.7 x	7.9 x
Ashland Global Holdings Inc. (NYSE:ASH)	88.3	3,705.0	1.5	633.0	17.1	7,146.1	1.9	11.3	12.2
Axalta Coating Systems Ltd. (NYSE:AXTA)	88.5	4,588.6	4.3	883.1	19.2	10,193.6	2.2	11.5	10.3
BASF SE (DB:BAS)	71.3	71,150.4	1.4	7,634.3	10.7	82,937.0	1.2	10.9	8.4
Celanese Corporation (NYSE:CE)	88.6	6,739.0	7.0	1,466.0	21.8	17,279.4	2.6	11.8	8.6
H.B. Fuller Company (NYSE:FUL)	75.8	2,971.1	12.6	408.1	13.7	4,451.4	1.5	10.9	9.1
PolyOne Corporation (NYSE:POL)	68.2	3,520.7	4.2	370.1	10.5	3,800.2	1.1	10.3	8.9
PPG Industries, Inc. (NYSE:PPG)	93.1	15,110.0	1.5	2,233.0	14.8	32,658.0	2.2	14.6	12.1
Sensient Technologies Corporation (NYSE:SXT)	83.9	1,354.0	(0.8)	247.3	18.3	3,473.7	2.6	14.0	13.4
DuPont de Nemours, Inc. (NYSE:DD)	32.0	85,405.0	22.8	17,432.0	20.4	69,028.3	0.8	NM	11.5
W. R. Grace & Co. (NYSE:GRA)	85.3	1,998.0	8.2	489.9	24.5	6,363.3	3.2	13.0	10.5
Median	83.9 %	\$3,705.0	4.3 %	\$883.1	18.3 %	\$9,051.0	2.2 x	11.1 x	9.0 x
Mean	76.1 %		6.3 %		18.0 %		2.0 x	11.4 x	9.7 x

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For additional information or to find out more about how DCF can assist the deal initiation and execution process, please contact one of our DCF managing directors:

Phil Colaco

CEO
philcolaco@deloitte.com
+1 704 333 0533

Nick Cirignano

nicirignano@deloitte.com +1
212 436 3273

Bill Kerkam

wkerkam@deloitte.com
+1 980 312 3613

Matt Preece

mpreece@deloitte.com
+1 704 731 7186

Jonathan Adams

joadams@deloitte.com
+1 214 840 1779

John Deering

jdeering@deloitte.com
+1 704 333 0574

Jamie Lewin

jlewin@deloitte.com
+1 214 840 7057

Ron Rivera

rorivera@deloitte.com
+1 404 631 3710

Keith Adams

keadams@deloitte.com
+1 404 631 3455

Lorin DeMordaunt

ldemordaunt@deloitte.com
+1 704 333 0591

James Miller

jamesmiller5@deloitte.com
+1 704 731 8230

Justin Silber

jsilber@deloitte.com
+1 404 942 6960

Eric Andreozzi

eandreozi@deloitte.com
+1 704 333 0518

Will Frame

wframe@deloitte.com
+1 312 486 4458

Byron Nelson

bynelson@deloitte.com
+1 469 417 2462

Tom Spivey

tspivey@deloitte.com
+1 214 840 7014

Tony Blanchard

anblanchard@deloitte.com
+1 313 396 3738

Mike Garcia

migarcia@deloitte.com
+1 213 996 4901

Jonathan Ohm

johm@deloitte.com
+1 212 436 2287

Vijay Balasubramanian

vbalasubramanian@deloitte.com
+1 212 313 1723

Doug Bolt

dbolt@deloitte.com
+1 704 731 7219

Simon Gisby

sgisby@deloitte.com
+1 212 436 2495

Lou Paone

lpaone@deloitte.com
+1 704 731 7202

Charlie Welch

charliewelch@deloitte.com
+1 704 731 7201

Hector Calzada

hcalzada@deloitte.com
+1 404 631 3015

John Hudson

jahudson@deloitte.com
+1 404 631 2837

Garett Poston

gposton@deloitte.com
+1 213 593 4544

Deloitte Corporate Finance Business Development Group:

Brad Heston

Senior Vice President
bheston@deloitte.com
+1 404 631 3839

John Lindsey

Senior Vice President
jlindsey@deloitte.com
+1 469 417 2147

Bill Pucci

Senior Vice President
wpucci@deloitte.com
+1 973 602 4542

www.investmentbanking.deloitte.com



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