

Industrials Insight



3Q17 Key Economic Trends

- U.S. GDP increased 3.3% in the advanced estimate for 3Q17, up from the 3.1% growth experienced in 2Q17. GDP growth for the third quarter was largely driven by increases in consumer spending, inventory investment, business investment and exports.
- U.S. manufacturing activity indicators remain strong, while the unemployment rate continues its downward trend and finished the quarter at 4.2%.

U.S. GDP GROWTH



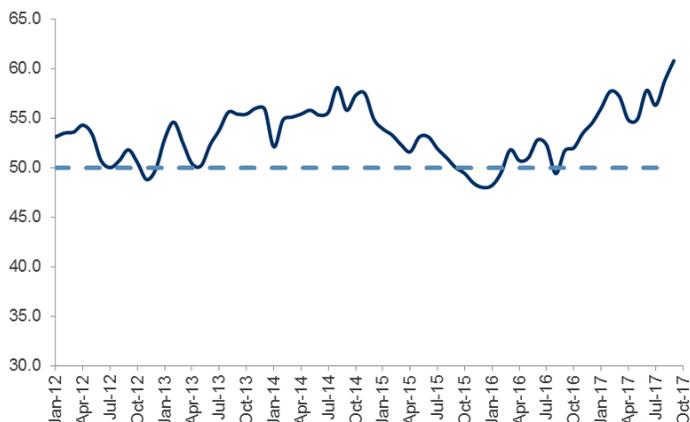
Source: Bureau of Economic Analysis.

U.S. UNEMPLOYMENT RATE



Source: National Bureau of Labor Statistics.

ISM – PURCHASING MANAGERS' INDEX



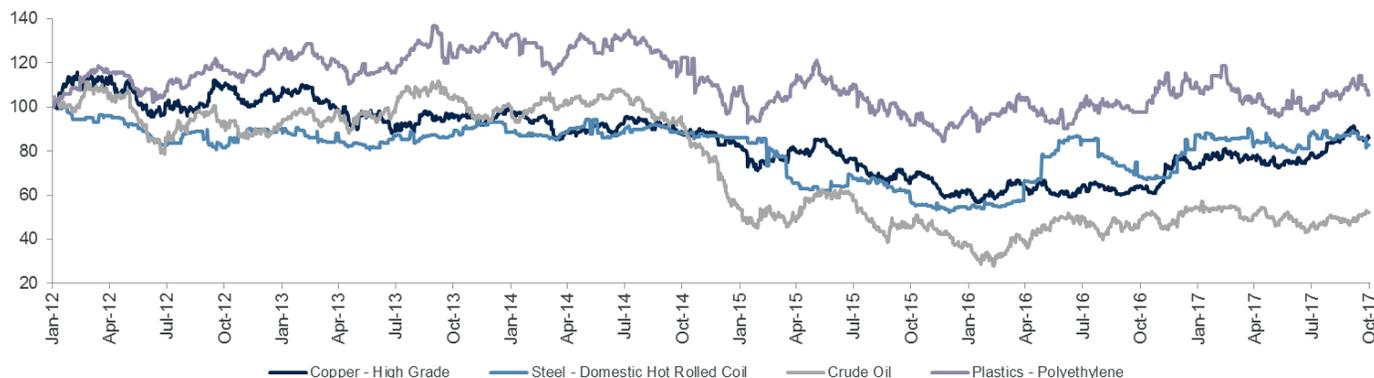
Source: Institute for Supply Management.

INDUSTRIAL PRODUCTION INDEX



Source: Federal Reserve of St. Louis.

COMMODITY PRICE TRENDS



Source: S&P Capital IQ; as of September 29, 2017.

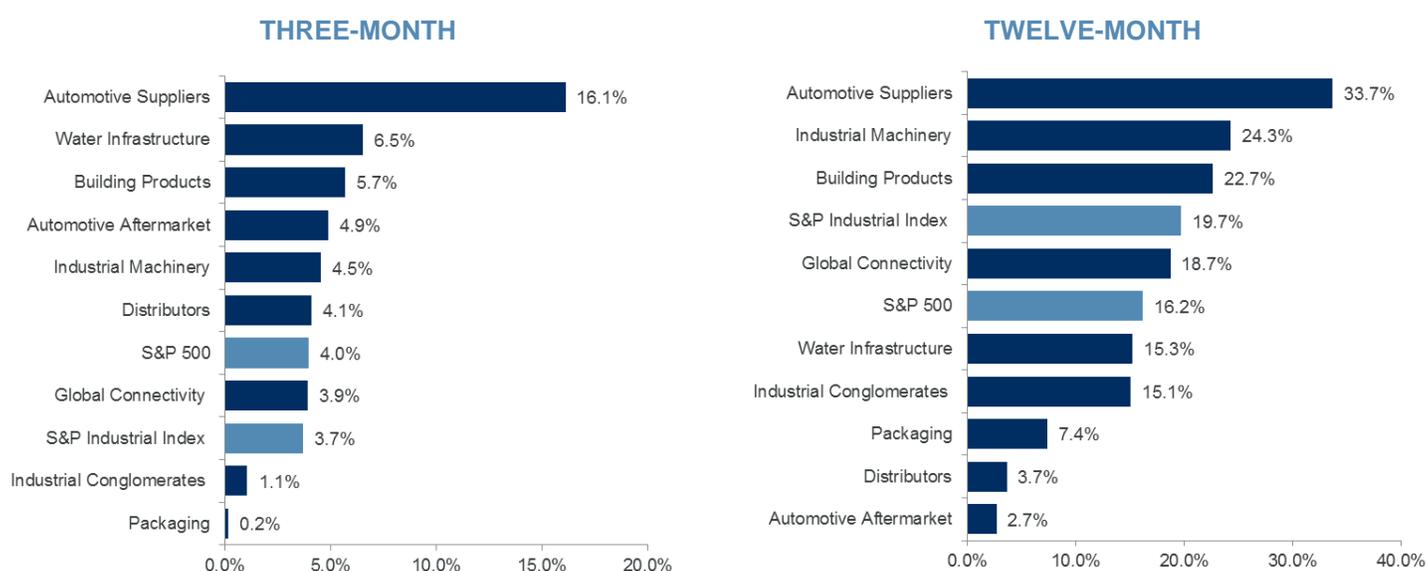
3Q17 Market Trends

- Despite the string of natural disasters and the mounting tensions in the global and domestic political landscapes, the stock market continued to rally in 3Q17 with the S&P 500 ending the quarter with a 4.0% gain and the year with a 16.2% gain. The positive performance was primarily driven by continued anticipation for corporate tax reform in the United States, rising consumer confidence, positive tailwinds and momentum in the global economy. Technology, energy and financial services sectors were the top performers of the quarter.
- During the third quarter of 2017, Automotive Suppliers and Water Infrastructure posted the strongest gains of 16.1% and 6.5%, respectively. Every sub-segment experience positive growth this quarter. Comparatively, the S&P 500 and the S&P Industrial Index were towards the bottom of the pack with 4.0% and 3.7% gains, respectively.
- The majority of Raymond James' industrial sub-segments performed in line or better than the broader market over the trailing twelve-month period, with Automotive Suppliers, Industrial Machinery, Building Products, Global Connectivity, Water Infrastructure and Industrial Conglomerates experiencing gains of over 15%.
- In 3Q17, LTM EBITDA multiples in the Industrials space ranged from 7.6x to 15.0x. The Water Infrastructure sub-segment is trading at the highest premium (15.0x).

INDUSTRIAL SECTOR PUBLIC COMPANY TRADING STATISTICS⁽¹⁾

| Sector | # of Companies | Median Mkt. Cap (\$MMs) | Median TEV (\$MMs) | % of 52 - Week High | Median TEV / LTM | | Median TEV / 2017E | |
|--------------------------|----------------|-------------------------|--------------------|---------------------|------------------|--------|--------------------|--------|
| | | | | | Revenue | EBITDA | Revenue | EBITDA |
| Automotive Aftermarket | 8 | \$1,936.8 | \$1,923.0 | 94.1% | 1.4x | 11.4x | 1.4x | 11.2x |
| Automotive Suppliers | 12 | 10,378.9 | 11,343.7 | 98.7% | 0.9x | 7.6x | 0.9x | 6.1x |
| Building Products | 17 | 2,702.6 | 3,192.7 | 98.6% | 1.9x | 12.3x | 1.8x | 10.9x |
| Distributors | 21 | 3,029.5 | 4,344.6 | 87.1% | 0.9x | 12.2x | 0.9x | 12.0x |
| Global Connectivity | 16 | 4,362.5 | 5,308.8 | 91.8% | 1.2x | 10.6x | 1.7x | 9.9x |
| Industrial Conglomerates | 10 | 52,719.6 | 63,963.5 | 97.2% | 1.9x | 12.5x | 1.9x | 10.9x |
| Industrial Machinery | 7 | 24,323.7 | 29,275.5 | 98.4% | 2.4x | 14.6x | 2.3x | 13.4x |
| Packaging | 13 | 5,147.7 | 7,055.1 | 92.9% | 1.6x | 10.5x | 1.5x | 10.2x |
| Water Infrastructure | 16 | 2,057.3 | 2,446.5 | 96.7% | 1.8x | 15.0x | 1.8x | 13.8x |

INDUSTRIAL SECTOR STOCK PERFORMANCE⁽²⁾



Source: S&P Capital IQ.

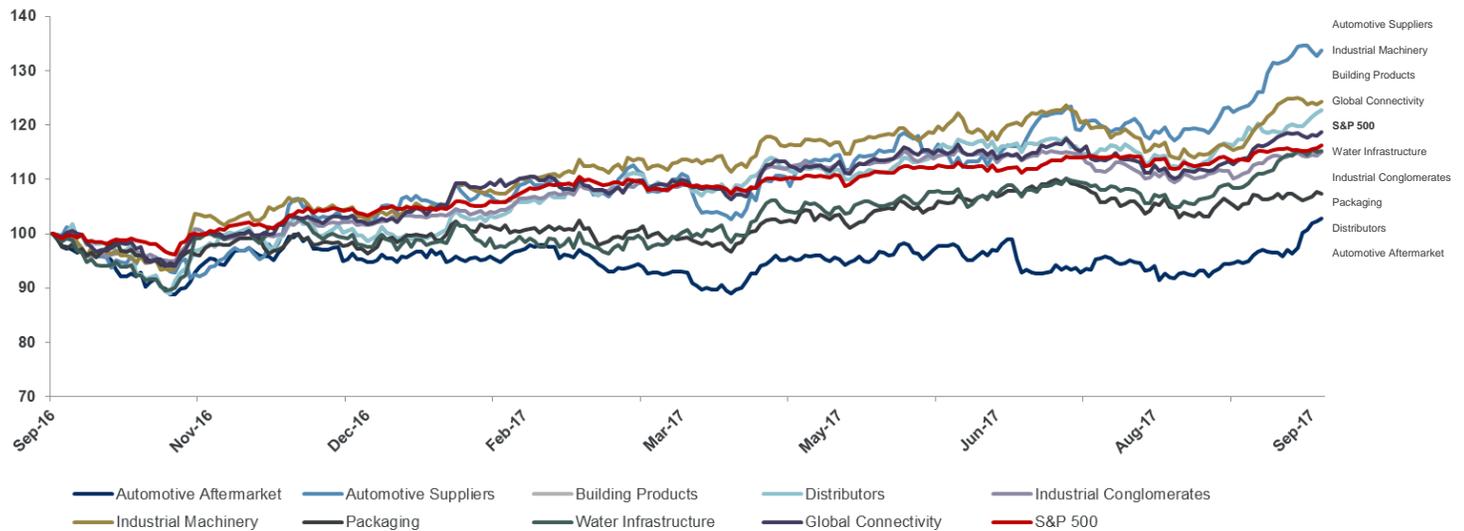
1. % of 52-Week High as of September 29, 2017; TEV and market multiples as of October 31, 2017.

2. Market-cap weighted for the period ended September 29, 2017; see publicly traded Industrial comp groups on pages 11 - 14 for companies within each industry.

Industrial Sector Stock Performance

ONE-YEAR PERFORMANCE⁽¹⁾

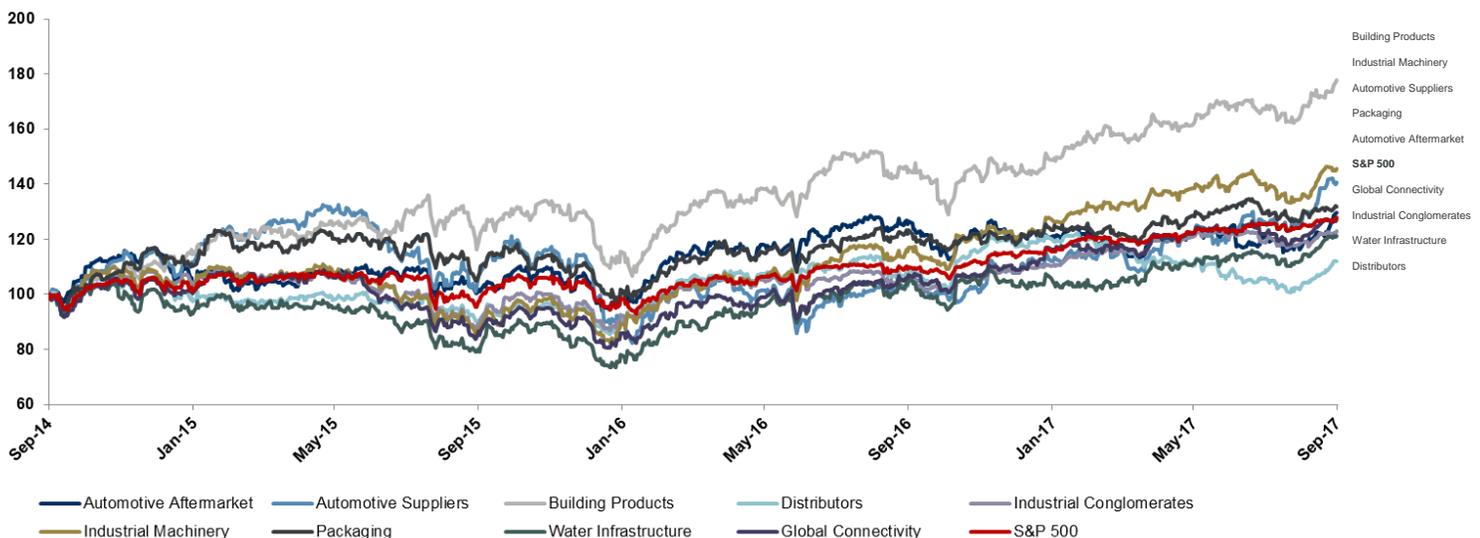
Indexed to 100 as of September 30, 2016



| Automotive Suppliers | Industrial Machinery | Building Products | Global Connectivity | Water Infrastructure | Industrial Conglomerates | Packaging | Distributors | Automotive Aftermarket | S&P 500 |
|----------------------|----------------------|-------------------|---------------------|----------------------|--------------------------|-----------|--------------|------------------------|---------|
| 33.7% | 24.3% | 22.7% | 18.7% | 15.3% | 15.1% | 7.4% | 3.7% | 2.7% | 16.2% |

THREE-YEAR PERFORMANCE⁽¹⁾

Indexed to 100 as of September 30, 2014



| Building Products | Industrial Machinery | Automotive Suppliers | Packaging | Automotive Aftermarket | Global Connectivity | Industrial Conglomerates | Water Infrastructure | Distributors | S&P 500 |
|-------------------|----------------------|----------------------|-----------|------------------------|---------------------|--------------------------|----------------------|--------------|---------|
| 77.7% | 45.6% | 40.8% | 31.7% | 29.7% | 27.3% | 22.8% | 21.0% | 12.1% | 27.7% |

Source: S&P Capital IQ.

1. Market-cap weighted as of September 29, 2017; see publicly traded Industrial comp groups on pages 11 - 14 for companies within each industry.

Quarterly Company Spotlight

Beacon Roofing Supply Sets a Record Quarter and Announces Acquisition of Allied Building Products

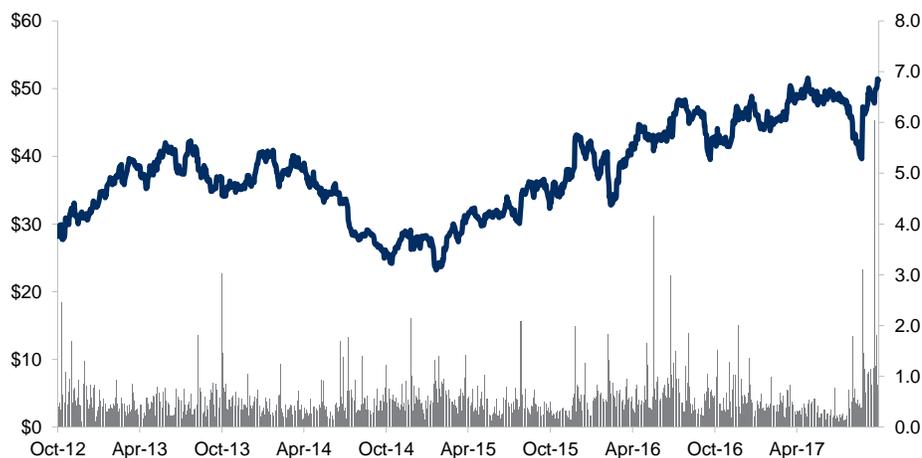
Beacon Roofing Supply, Inc. ("Beacon" or the "Company") is the largest publicly traded distributor of residential and non-residential roofing materials in the United States and Canada. Beacon also distributes complimentary building products, including siding, windows, specialty exterior building products, insulation and waterproofing systems for residential and non-residential building exteriors. The Company serves as a critical link between suppliers and a highly fragmented customer base, purchasing products from a large number of manufacturers and distributing these goods to a customer base consisting of contractors, home builders, retailers and building material suppliers. Beacon operates 383 branches in 48 states throughout the United States and six provinces in Canada.

In 3Q17, the Company marked a quarterly record with \$1.3 billion in sales (increasing 9.8% year-over-year). Additionally, the Company grew EBITDA to \$132.6MM, an increase of 4.0% when compared with 3Q16.

In addition to outstanding financial performance, Beacon ended its fiscal year having completed five acquisitions and opening four greenfield locations. The Company's fiscal year 2017 acquisitions included BJ Supply Company, American Building & Roofing, Inc., Eco Insulation Supply, Acme Building Materials and Lowry's Inc.

During 3Q17, Beacon announced its definitive purchase agreement to acquire Allied Building Products Corp. ("Allied"), one of the country's largest exterior and interior building products distributors, from global diversified building products group CRH plc. The Company's acquisition of Allied is expected to close in January of 2018. The combination of Beacon and Allied will make Beacon one of the largest traded wholesale building material distributors in North America, boasting 593 branches in all 50 U.S. states and six provinces across Canada. Additionally, the acquisition of Allied will enable Beacon to enter adjacent interior products, capture significant synergies and capitalize on the recovery in the housing and construction markets.

BECN PRICE / VOLUME



Sources: Company filings; S&P Capital IQ; BECN Price/Volume from 10/01/2012 – 9/29/2017.

COMPANY STATISTICS



Beacon Roofing Supply

Name: Beacon Roofing Supply, Inc.

Ticker: NASDAQGS: BECN

Headquarters: Herndon, VA

Description: *Beacon Roofing Supply, Inc. (NASDAQGS: BECN) is a distributor of residential and non-residential roofing materials in the United States and Canada.*

Market Capitalization: \$4.0 billion

Enterprise Value: \$4.6 billion

Employees: 5,406

Dividend Yield: N/A

Management

CEO: Paul Isabella
CFO: Joseph Nowicki

Financial Overview

LTM Revenues: \$4.4 billion
LTM EBITDA: \$380.4 million
% Margin: 8.7%

Cash: \$138.3 million
Total Debt: \$764.4 million
Net Debt/ EBITDA: 1.7x

Key Shareholders (% held)

The Vanguard Group, Inc.: 8.0%
BlackRock, Inc.: 6.5%
Frontier Capital Management Co., LLC: 4.4%

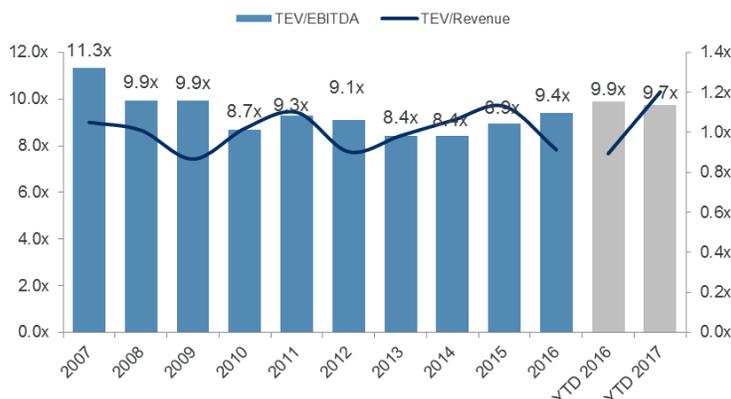
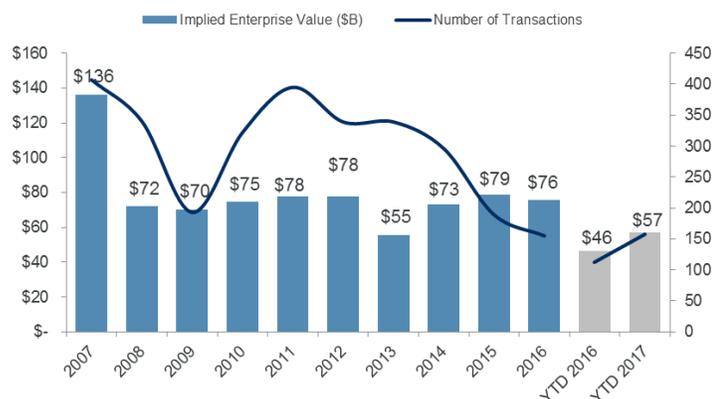
Industrial M&A Activity

- Quarterly Industrial M&A deal activity remains strong in 3Q17
- In 3Q17, transaction TEV/EBITDA multiples increased by 4.1x from 7.9x in 2Q17 and decreased by 3.1x from 8.9x in 3Q16
- Notable deals in 3Q17 included three transactions in the Distributors, Industrial Machinery and Automotive sub-segments: the \$2.6B acquisition of Allied Building Products Corp. by Beacon Roofing Supply, Inc., the \$2.6B acquisition of GE Industrial Systems by ABB Ltd and the \$2.0B acquisition of Alliance Automotive Holding Limited by Genuine Parts Company

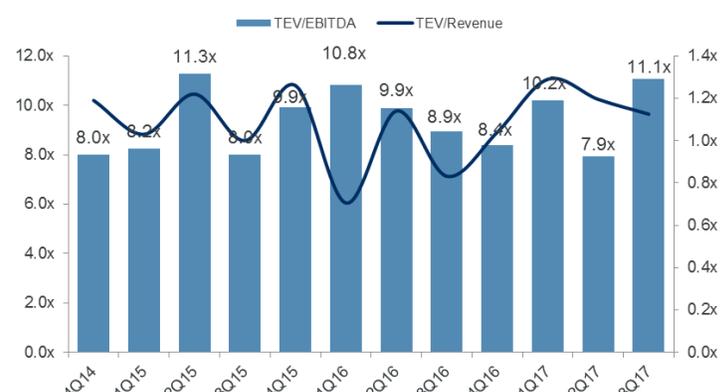
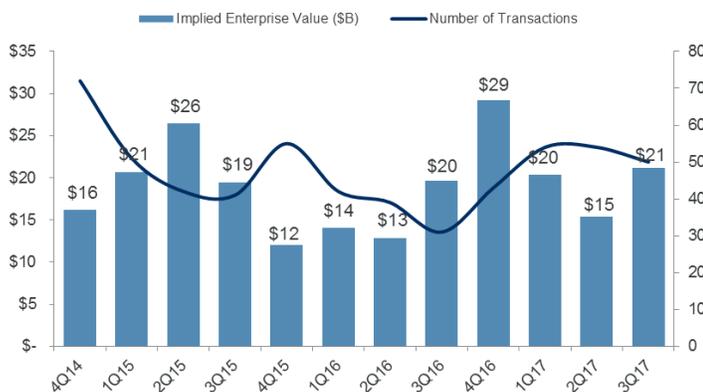
Notable Industrial Transactions - 3Q17

| Announce Date | Target | Buyer | TEV (\$MM) |
|---------------|-------------------------------------|-----------------------------|------------|
| 08/24/17 | Allied Building Products Corp. | Beacon Roofing Supply, Inc. | 2,625 |
| 09/25/17 | GE Industrial Systems | ABB Ltd | 2,600 |
| 09/25/17 | Alliance Automotive Holding Limited | Genuine Parts Company | 2,000 |
| 07/27/17 | ASCO Power Technologies, L.P. | Schneider Electric S.E. | 1,250 |
| 09/25/17 | Colfax Fluid Handling Business | CIRCOR International, Inc. | 860 |

ANNUAL INDUSTRIAL M&A ACTIVITY⁽¹⁾



QUARTERLY INDUSTRIAL M&A ACTIVITY⁽¹⁾



Source: S&P Capital IQ.

1. Includes disclosed transactions greater than \$10MM. Transactions with outlier multiples excluded.

Industrial Deal of the Quarter

U.S. Water acquires Tonka Water

In August 2017, U.S. Water completed the acquisition of Tonka Water.

Founded in 1956 and based in Plymouth, Minnesota, Tonka Water is a leading designer and water treatment specialist for a wide variety of surface and ground water applications for small to mid-sized municipalities. Tonka Water provides a broad line of proprietary products, which enables the Company to combine multiple processes to solve the most challenging water quality issues and deliver a complete custom manufactured system. Tonka Water has developed a deep distribution network with 28 independent manufacturer representative firms who gather marketing intel on upcoming projects and develop relationships with consulting engineers.

U.S. Water is poised to grow their equipment offering in the municipal market and cross-sell their products and services using Tonka Water's strong distribution channel.

August 2017

TONKAWATER™

A portfolio company of
MERIWETHER CAPITAL PARTNERS

Has been acquired by


U.S. WATER
The future of water™

A subsidiary of


ALLETE

Sell-Side Advisory
RAYMOND JAMES

Illustrative Product Offering



Investment Banking Role

Raymond James conducted a robust auction process for the Company that generated strong interest from numerous strategic and financial buyers.

The process created high competitive pressure and ultimately, Raymond James was able to create and deliver significant value for its client through the successful managing of the overall process.

For more information, please contact:

Brendan Tierney, *Managing Director*
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Select Industrial M&A Transactions⁽¹⁾

(3Q17 activity shaded grey)

| Announced Date | Target | Industry Sector | Buyer | TEV (\$MM) | TEV / Revenue | TEV / EBITDA |
|----------------|--|----------------------|--------------------------------------|------------|---------------|--------------|
| 09/25/17 | GE Industrial Systems | Industrial Machinery | ABB Ltd | \$ 2,600 | 1.0x | -x |
| 09/25/17 | Colfax Fluid Handling Business | Industrial Machinery | CIRCOR International, Inc. | 860 | 1.9 | 12.5 |
| 09/25/17 | Alliance Automotive Holding Limited | Automotive | Genuine Parts Company | 2,000 | - | - |
| 09/11/17 | Tri-State Technical Services, Inc. | Distributors | EnviroStar, Inc. | 19 | 0.7 | - |
| 09/06/17 | Blue River Technology Inc. | Industrial Machinery | Deere & Company | 305 | - | - |
| 09/05/17 | Honsador Holding, LLC | Distributors | CanWel Building Materials Group Ltd. | 82 | - | - |
| 08/24/17 | Allied Building Products Corp. | Distributors | Beacon Roofing Supply, Inc. | 2,625 | - | - |
| 08/24/17 | R. H. Sheppard Co., Inc. | Automotive | WABCO Holdings Inc. | 145 | 1.1 | - |
| 08/21/17 | Futuris Global Holdings LLC | Automotive | Adient plc | 360 | - | - |
| 08/21/17 | Sacramento Container, Northern Sheets, Central California Sheets | Packaging | Packaging Corporation of America | 265 | - | 5.0 |
| 08/18/17 | CPI Daylighting Inc. | Building Products | Kingspan Group plc | 47 | - | - |
| 08/16/17 | Neff Corporation | Distributors | United Rentals (North America), Inc. | 632 | - | - |
| 08/14/17 | UNAFLEX, LLC | Industrial Machinery | Kadant Inc. | 31 | 1.7 | - |
| 08/08/17 | Supreme Industries, Inc. | Automotive | Wabash National Corporation | 367 | 1.1 | 13.2 |
| 07/31/17 | International Barrier Technology Inc. | Building Products | Louisiana-Pacific Canada Ltd. | 22 | 2.2 | 26.8 |
| 07/28/17 | A-1 Specialized Services & Supplies, Platinum Group Metals Assets | Industrial Machinery | Northam Platinum Limited | 11 | - | - |
| 07/28/17 | Wildcat Minerals LLC | Distributors | Eagle Materials Inc. | 37 | - | - |
| 07/27/17 | ASCO Power Technologies, L.P. | Global Connectivity | Schneider Electric S.E. | 1,250 | 2.7 | 11.7 |
| 07/20/17 | Efficiency Production, Inc. | Industrial Machinery | Trinity Shoring Products Inc. | 42 | - | - |
| 07/11/17 | Keytroller, LLC | Global Connectivity | I.D. Systems, Inc. | 12 | 1.8 | 10.0 |
| 07/10/17 | NN, Global Precision Bearing Components Business and NN B.V. | Industrial Machinery | Tsubaki Nakashima Co., Ltd. | 388 | 1.6 | 11.1 |
| 07/06/17 | Compact Power Equipment Center, LLC | Distributors | The Home Depot, Inc. | 265 | - | - |
| 07/03/17 | Precision Partners Holding Company | Automotive | AK Steel Corporation | 360 | - | - |
| 06/29/17 | Indevco Management Resources, Inc. | Packaging | DS Smith Plc | 1,146 | - | - |
| 06/26/17 | Clear Lam Packaging, Inc. | Packaging | Sonoco Products Company | 170 | - | - |
| 06/22/17 | Nor-Cal Products, Inc. | Industrial Machinery | Pfeiffer Vacuum Inc. | 68 | - | - |
| 06/21/17 | CG Power Systems USA Inc. | Global Connectivity | WEG Electric Corp. | 37 | - | - |
| 06/19/17 | Innovative Laser Technologies Inc. | Global Connectivity | IPG Photonics Corporation | 40 | 1.8 | - |
| 06/19/17 | MSP Equipment Rentals, Inc. | Distributors | Sunbelt Rentals, Inc. | 23 | - | - |
| 06/16/17 | Reelcraft Industries, Inc. | Industrial Machinery | Madison Industries | 115 | 2.1 | - |
| 06/13/17 | RGR Equipment, LLC | Distributors | Sunbelt Rentals, Inc. | 58 | - | - |
| 06/06/17 | HD Supply Waterworks | Distributors | Clayton, Dubilier & Rice, Inc. | 2,500 | - | - |
| 06/02/17 | United Welding Services Inc. | Automotive | CURT Manufacturing, LLC | 22 | 0.6 | - |
| 06/02/17 | AMTROL Inc. | Industrial Machinery | Worthington Steel Of Michigan, Inc. | 283 | 1.1 | 7.4 |
| 06/01/17 | Air Enterprises, LLC | Industrial Machinery | Hickok Incorporated | 10 | - | - |
| 05/30/17 | NI FPG Company | Industrial Machinery | Kadant Inc. | 173 | 2.1 | 8.2 |
| 05/26/17 | Chromalox, Inc. | Industrial Machinery | Spirax-Sarco Engineering plc | 415 | 2.1 | 9.7 |
| 05/24/17 | Ambrell Corporation | Industrial Machinery | inTEST Corporation | 40 | - | - |
| 05/23/17 | Calentadores de America & Water Heating Technologies Corp. | Industrial Machinery | Rheem Manufacturing Company Inc. | 210 | - | - |
| 05/23/17 | US Corrugated, Inc., Certain Operations | Packaging | WestRock Company | 192 | - | - |
| 05/22/17 | Lexington Seating Corporation, Marine and RV Seating Business | Automotive | Lippert Components, Inc. | 40 | - | - |
| 05/19/17 | Macro Plastics, Inc. | Industrial Machinery | IPL Inc. | 150 | 2.0 | 9.4 |
| 05/18/17 | Maintenance Supply Headquarters, LP | Distributors | Lowes Companies, Inc. | 512 | - | - |
| 05/15/17 | Pittsburgh Corning Corporation | Building Products | Owens Corning | 560 | 2.3 | - |
| 05/08/17 | Truck Bodies & Equipment International, Inc. | Industrial Machinery | Federal Signal Corporation | 270 | 1.3 | 7.2 |
| 05/08/17 | Mannington Mills, Inc., Vinyl Composition Tile Business | Building Products | Armstrong Flooring, Inc. | 36 | - | - |
| 05/05/17 | RWL Water LLC | Industrial Machinery | Fluence Corporation Limited | 70 | 1.1 | - |
| 05/01/17 | EFCO Corporation | Building Products | Apogee Enterprises, Inc. | 195 | 0.8 | - |
| 05/01/17 | Leisure Product Enterprises, LLC | Industrial Machinery | Patrick Industries, Inc. | 74 | 1.0 | - |
| 05/01/17 | Noble Rents, Inc, Los Angeles Equipment Rental Operations | Distributors | Sunbelt Rentals, Inc. | 34 | - | - |
| 04/28/17 | Westlock Controls Corporation | Global Connectivity | Crane Co. | 40 | 1.3 | - |
| 04/26/17 | Star Pizza Box, Inc. | Packaging | WestRock Company | 35 | - | - |
| 04/25/17 | Sullair Ltd and Silver II Australia Holdings Pty Ltd | Industrial Machinery | Hitachi, Ltd. | 1,245 | 3.4 | - |
| 04/21/17 | Coast Crane Company | Distributors | Maxim Crane Works, L.P. | 73 | - | - |
| 04/19/17 | Agri-Valley Irrigation, Inc., Irrigation Design & Construction, Inc. | Distributors | Jain Distribution Holdings, Inc. | 49 | 0.4 | - |
| 04/11/17 | Consolidated Container Company LLC | Packaging | Loews Corporation | 1,200 | - | - |
| 04/10/17 | 2M Company, Inc., Western Hydro Corporation & Drillers Service | Distributors | Franklin Electric Co., Inc. | 89 | - | - |
| 04/05/17 | J.G Finneran Associates, Inc. | Packaging | Porvair plc | 14 | - | - |
| 04/04/17 | Velvac Inc. | Automotive | The Eastern Company | 40 | 0.7 | - |
| 04/04/17 | Global Industries, Inc. | Industrial Machinery | Ag Growth International Inc. | 100 | - | - |
| 04/03/17 | Pride Equipment Corporation | Distributors | Sunbelt Rentals, Inc. | 279 | - | - |
| 04/03/17 | Daichi Sankyo, Inc. | Packaging | Sharp Corporation | 14 | - | - |

| | | |
|--------|------|-------|
| Mean | 1.5x | 10.2x |
| Median | 1.4x | 9.7x |

Source: S&P Capital IQ.

1. Only includes disclosed transactions greater than \$10MM.

Select Industrial Equity Offerings

(3Q17 activity shaded grey)

| Date Filing | Date Pricing | Issuer | Ticker | Transaction Type | Sector | Offer Price | Gross Offering (\$MMs) | Price Change From Offering to: | | | |
|-------------|--------------|--|--------|------------------|--------------------------|-------------|------------------------|--------------------------------|---------|---------|----------|
| | | | | | | | | 1 Day | 1 Week | 1 Month | 3Q17 End |
| 09/18/17 | 09/20/17 | Beacon Roofing Supply, Inc. | BECN | Follow-on | Distributors | \$ 47.50 | \$ 300.4 | 4.1% | 7.9% | 17.2% | 7.9% |
| 09/06/17 | 09/06/17 | Builders FirstSource, Inc. | BLDR | Follow-on | Building Products | 16.30 | 219.8 | 1.7% | (0.5%) | 5.6% | 10.4% |
| 08/09/17 | 08/09/17 | Milacron Holdings Corp. | MCRN | Follow-on | Industrial Machinery | 16.71 | 150.4 | (5.4%) | (7.9%) | (1.8%) | 0.9% |
| 07/20/17 | 07/20/17 | SiteOne Landscape Supply, Inc. | SITE | Follow-on | Distributors | 51.63 | 280.7 | 1.9% | 1.7% | (2.7%) | 12.5% |
| 07/10/17 | 07/13/17 | Shiloh Industries, Inc. | SHLO | Follow-on | Automotive | 8.25 | 41.3 | 0.7% | (1.6%) | 3.8% | 26.1% |
| 05/08/17 | 06/01/17 | GMS Inc. | GMS | Follow-on | Distributors | 33.00 | 165.0 | 0.3% | (2.1%) | (13.0%) | 7.3% |
| 05/15/17 | 05/24/17 | JELD-WEN Holding, inc. | JELD | Follow-on | Building Products | 30.75 | 430.5 | 0.0% | 2.3% | 2.6% | 15.5% |
| 03/24/17 | 05/12/17 | ASV Holdings, Inc. | ASV | IPO | Industrial Machinery | 7.00 | 26.6 | 10.9% | 12.9% | 19.3% | 16.1% |
| 04/21/17 | 05/11/17 | TPI Composites, Inc. | TPIC | Follow-on | Global Connectivity | 16.35 | 73.6 | (0.2%) | (1.5%) | 10.5% | 36.6% |
| 02/28/17 | 05/11/17 | Gardner Denver Holdings, Inc. | GDI | IPO | Industrial Machinery | 20.00 | 826.0 | 5.5% | 14.5% | 5.3% | 37.6% |
| 04/17/17 | 05/03/17 | Milacron Holdings Corp. | MCRN | Follow-on | Industrial Machinery | 17.20 | 206.4 | (0.2%) | 0.1% | 10.1% | (2.0%) |
| 04/17/17 | 04/25/17 | SiteOne Landscape Supply, Inc. | SITE | Follow-on | Distributors | 47.50 | 475.0 | 0.0% | 2.4% | 8.1% | 22.3% |
| 04/05/17 | 04/05/17 | Winnebago Industries, Inc. | WGO | Follow-on | Automotive | 26.80 | 61.5 | (0.6%) | (5.8%) | (2.6%) | 67.0% |
| 03/16/17 | 03/16/17 | Veritiv Corporation | VRTV | Follow-on | Distributors | 54.85 | 98.7 | (4.5%) | (6.1%) | (5.2%) | (40.7%) |
| 03/15/17 | 03/16/17 | Tesla, Inc. | TSLA | Follow-on | Automotive | 262.00 | 350.0 | (0.2%) | 3.1% | 17.8% | 30.2% |
| 03/13/17 | 03/13/17 | BMC Stock Holdings, Inc. | BMCH | Follow-on | Distributors | 21.25 | 120.7 | 0.5% | 6.4% | 10.6% | 0.5% |
| 03/06/17 | 03/08/17 | Patrick Industries, Inc. | PATK | Follow-on | Building Products | 73.00 | 98.6 | (33.1%) | (36.1%) | (42.0%) | (23.2%) |
| 03/07/17 | 03/07/17 | Fox Factory Holding Corp | FOXF | Follow-on | Automotive | 26.65 | 136.1 | 0.0% | 1.5% | 2.8% | 61.7% |
| 03/06/17 | 03/07/17 | John Bean Technologies Corporation | JBT | Follow-on | Industrial Machinery | 85.00 | 170.0 | 5.8% | 3.7% | 1.9% | 18.9% |
| 03/02/17 | 03/02/17 | Builders FirstSource, Inc. | BLDR | Follow-on | Building Products | 14.65 | 146.5 | 3.4% | 4.8% | 0.9% | 22.8% |
| 02/06/17 | 02/22/17 | Icahn Enterprises L.P. | IEP | Follow-on | Industrial Conglomerates | 53.71 | 600.0 | 1.6% | 1.5% | (5.9%) | 2.1% |
| 02/23/17 | 02/23/17 | Watsco, Inc. | WSO | Follow-on | Distributors | 144.00 | 609.9 | 4.4% | 4.1% | (1.9%) | 11.9% |
| 02/03/17 | 02/22/17 | GMS Inc. | GMS | Follow-on | Distributors | 29.25 | 203.3 | 0.2% | 11.2% | 17.6% | 21.0% |
| 02/08/17 | 02/16/17 | Atkore International Group Inc. | ATKR | Follow-on | Global Connectivity | 25.00 | 225.0 | 2.4% | 5.3% | 4.0% | (22.0%) |
| 01/13/17 | 02/09/17 | Foundation Building Materials, Inc. | FBM | IPO | Distributors | 14.00 | 179.2 | 10.7% | 10.9% | 22.9% | 1.0% |
| 01/31/17 | 01/31/17 | Univar Inc. | UNVR | Follow-on | Distributors | 29.00 | 435.0 | 0.4% | (0.3%) | 7.5% | (0.2%) |
| 12/23/16 | 01/31/17 | Milacron Holdings Corp. | MCRN | Follow-on | Industrial Machinery | 16.25 | 195.0 | 1.0% | 8.4% | 9.4% | 3.8% |
| 01/24/17 | 01/26/17 | Horizon Global Corporation | HZN | Follow-on | Automotive | 18.50 | 74.0 | 5.1% | 3.0% | (22.5%) | (4.6%) |
| 10/24/16 | 01/26/17 | REV Group, Inc. | REVG | IPO | Automotive | 22.00 | 275.0 | 13.6% | 17.2% | 21.3% | 30.7% |
| 12/12/16 | 12/13/16 | Univar Inc. | UNVR | Follow-on | Distributors | 25.25 | 315.6 | 0.8% | 11.0% | 18.8% | 14.6% |
| 12/01/16 | 12/07/16 | Atkore International Group Inc. | ATKR | Follow-on | Global Connectivity | 19.00 | 152.0 | 12.1% | 16.4% | 35.8% | 2.7% |
| 11/16/16 | 11/29/16 | SiteOne Landscape Supply, Inc. | SITE | Follow-on | Distributors | 33.00 | 297.0 | 1.5% | 1.5% | 10.8% | 76.1% |
| 11/15/16 | 11/17/16 | Veritiv Corporation | VRTV | Follow-on | Distributors | 45.00 | 70.6 | 0.4% | 7.7% | 20.4% | (27.8%) |
| 11/10/16 | 11/16/16 | CommScope Holding Company, Inc. | COMM | Follow-on | Global Connectivity | 33.21 | 654.8 | 5.4% | 9.5% | 10.6% | 0.0% |
| 11/16/16 | 11/16/16 | Fox Factory Holding Corp | FOXF | Follow-on | Automotive | 20.51 | 71.8 | 8.0% | 23.8% | 33.3% | 110.1% |
| 10/20/16 | 10/25/16 | DXP Enterprises, Inc. | DXPE | Follow-on | Distributors | 19.70 | 42.6 | 10.5% | 7.5% | 78.3% | 59.8% |
| 08/23/16 | 08/23/16 | CommScope Holding Company, Inc. | COMM | Follow-on | Global Connectivity | 29.04 | 290.4 | 3.1% | 2.6% | 4.0% | 14.4% |
| 08/15/16 | 08/16/16 | Multi Packaging Solutions International Ltd. | UNVR | Follow-on | Packaging | 19.00 | 397.9 | (0.6%) | 5.3% | 9.7% | 52.3% |
| 08/10/16 | 08/10/16 | BMC Stock Holdings, Inc. | BMCH | Follow-on | Distributors | 19.80 | 47.5 | 1.3% | 1.6% | (8.9%) | 7.8% |
| 08/08/16 | 08/08/16 | Fox Factory Holding Corp | FOXF | Follow-on | Automotive | 18.00 | 63.0 | 5.6% | 2.9% | 14.1% | 139.4% |
| 06/17/16 | 07/21/16 | TPI Composites, Inc. | TPIC | IPO | Industrial Machinery | 11.00 | 68.8 | 23.3% | 35.3% | 79.9% | 103.1% |
| 07/18/16 | 07/19/16 | NCI Building Systems, Inc. | NCS | Follow-on | Building Products | 16.15 | 145.4 | 0.6% | 6.7% | 10.3% | (3.4%) |
| 03/04/16 | 06/09/16 | Atkore International Group Inc. | ATKR | IPO | Global Connectivity | 16.00 | 192.0 | 0.0% | 3.3% | 3.7% | 21.9% |
| 05/16/16 | 06/02/16 | Multi Packaging Solutions International Ltd. | MPSX | Follow-on | Packaging | 14.50 | 145.0 | 4.3% | 2.2% | (1.1%) | NA |
| 07/28/15 | 05/25/16 | GMS Inc. | GMS | IPO | Distributors | 21.00 | 147.0 | 4.3% | 8.3% | 5.2% | 68.6% |
| 05/18/16 | 05/19/16 | Tesla, Inc. | TSLA | Follow-on | Automotive | 215.00 | 2,000.0 | 2.5% | 3.7% | (1.3%) | 58.7% |
| 05/16/16 | 05/18/16 | BMC Stock Holdings, Inc. | BMCH | Follow-on | Distributors | 17.00 | 96.9 | 6.6% | 13.1% | 2.2% | 25.6% |
| 05/18/16 | 05/18/16 | Builders FirstSource, Inc. | BLDR | Follow-on | Building Products | 10.40 | 137.9 | 10.0% | 13.3% | 6.1% | 73.0% |
| 05/16/16 | 05/16/16 | Beacon Roofing Supply, Inc. | BECN | Follow-on | Distributors | 42.28 | 360.9 | (3.5%) | 1.7% | 1.4% | 21.2% |
| 08/18/15 | 05/11/16 | SiteOne Landscape Supply, Inc. | SITE | IPO | Distributors | 21.00 | 210.0 | 27.0% | 38.1% | 50.4% | 176.7% |
| 05/02/16 | 05/02/16 | CommScope Holding Company, Inc. | COMM | Follow-on | Global Connectivity | 29.10 | 582.0 | (1.1%) | 2.6% | 8.4% | 14.1% |
| 04/11/16 | 04/29/16 | Reliance Worldwide Corporation Limited | RWC | IPO | Building Products | 1.90 | 699.5 | 19.9% | 10.9% | 22.1% | 62.4% |
| 03/14/16 | 03/18/16 | Cooper-Standard Holdings Inc. | CPS | Follow-on | Automotive | 68.00 | 136.0 | 4.3% | 8.1% | 13.4% | 70.5% |
| 03/14/16 | 03/14/16 | Continental Building Products, Inc. | CBPX | Follow-on | Building Products | 16.10 | 72.5 | 2.7% | 13.4% | 23.0% | 61.5% |
| 03/10/16 | 03/10/16 | Fox Factory Holding Corp | FOXF | Follow-on | Automotive | 16.50 | 41.3 | (3.1%) | (2.1%) | 2.2% | 161.2% |
| 11/19/15 | 11/19/15 | Builders FirstSource, Inc. | BLDR | Follow-on | Building Products | 13.25 | 92.8 | (0.3%) | 1.6% | (16.4%) | 35.8% |
| 06/26/15 | 10/21/15 | Multi Packaging Solutions International Ltd. | MPSX | IPO | Packaging | 13.00 | 214.5 | 21.8% | 25.8% | 31.0% | NA |
| 09/10/15 | 09/10/15 | Continental Building Products, Inc. | CBPX | Follow-on | Building Products | 19.85 | 79.4 | 4.2% | 9.4% | (8.9%) | 31.0% |
| 08/13/15 | 08/13/15 | Tesla, Inc. | TSLA | Follow-on | Automotive | 242.00 | 652.2 | 0.5% | (9.6%) | 8.7% | 41.0% |
| 07/27/15 | 07/29/15 | Builders FirstSource, Inc. | BLDR | Follow-on | Building Products | 12.80 | 153.6 | 15.2% | 11.2% | 25.3% | 40.5% |
| 07/22/15 | 07/23/15 | HD Supply Holdings, Inc. | HDS | Follow-on | Distributors | 35.50 | 1,084.2 | (5.4%) | (1.4%) | (8.5%) | 1.6% |

Source: S&P Capital IQ.

Select Industrial Debt Offerings

(3Q17 activity shaded grey)

| Date | | Issuer | Amount Issued (\$MMs) | Sector | Maturity Date | Coupon (%) | Rating Issued at | |
|----------|----------|---|-----------------------|--------------------------|---------------|------------|------------------|------|
| Filing | Pricing | | | | | | Moody's | S&P |
| 09/27/17 | 09/27/17 | Griffon Corporation | \$ 277.8 | Building Products | 07/15/27 | 3.4 | B2 | B+ |
| 09/25/17 | 09/25/17 | Masonite International Corporation | 156.0 | Building Products | 07/15/24 | 5.0 | Baa3 | BB |
| 09/21/17 | 09/21/17 | Allison Transmission, Inc | 400.0 | Industrial Machinery | 07/15/47 | 4.3 | - | - |
| 02/24/17 | 09/21/17 | 3M Company | 649.6 | Industrial Conglomerates | 11/15/27 | 3.5 | A1 | AA- |
| 02/24/17 | 09/21/17 | 3M Company | 844.8 | Industrial Conglomerates | - | - | A1 | AA- |
| 02/24/17 | 09/21/17 | 3M Company | 495.3 | Industrial Conglomerates | 06/15/25 | 6.0 | A1 | AA- |
| 09/18/17 | 09/20/17 | Meritor, Inc. | 300.0 | Industrial Machinery | 06/01/22 | 2.6 | - | B+ |
| 09/19/17 | 09/19/17 | JPW Industries, Inc. | 220.0 | Industrial Machinery | 05/15/47 | 4.2 | B3 | B |
| 09/18/17 | 09/18/17 | Allegion US Holding Company Inc. | 399.8 | Building Products | 05/17/22 | 0.4 | Baa3 | BBB |
| 09/18/17 | 09/18/17 | Allegion US Holding Company Inc. | 399.0 | Building Products | 05/17/25 | 0.9 | Baa3 | BBB |
| 09/08/17 | 09/15/17 | Wabash National Corporation | 325.0 | Industrial Machinery | 07/15/27 | 3.4 | B1 | B+ |
| 09/11/17 | 09/13/17 | TriMas Corporation | 300.0 | Industrial Machinery | 07/15/24 | 5.0 | B1 | - |
| 09/11/17 | 09/11/17 | Belden Inc. | 300.0 | Global Connectivity | 07/15/47 | 4.3 | Ba3 | BB- |
| 09/08/17 | 09/08/17 | United Rentals (North America), Inc. | 750.0 | Distributors | 11/15/27 | 3.5 | Ba3 | BB- |
| 09/08/17 | 09/08/17 | United Rentals (North America), Inc. | 751.9 | Distributors | - | - | Ba3 | BB- |
| 08/21/17 | 08/21/17 | WestRock Company | 499.8 | Packaging | 06/01/22 | 2.6 | Baa2 | BBB |
| 08/21/17 | 08/21/17 | WestRock Company | 498.6 | Packaging | 05/15/47 | 4.2 | Baa2 | BBB |
| 08/17/17 | 08/18/17 | H&E Equipment Services, Inc. | 750.0 | Distributors | 05/17/22 | 0.4 | B2 | BB- |
| 08/14/17 | 08/14/17 | Lear Corporation | 744.7 | Automotive | 05/17/25 | 0.9 | Baa3 | BBB- |
| 08/07/17 | 08/11/17 | Tesla, Inc. | 1,800.0 | Automotive | 05/17/29 | 1.5 | B3 | B- |
| 08/10/17 | 08/10/17 | BWAY Parent Company, Inc. | 150.0 | Packaging | 05/17/37 | 2.1 | - | CCC |
| 08/02/17 | 08/02/17 | General Motors Company | 748.9 | Automotive | 07/15/27 | 3.4 | Baa3 | BBB |
| 08/02/17 | 08/02/17 | General Motors Company | 500.0 | Automotive | 07/15/24 | 5.0 | Baa3 | BBB |
| 08/02/17 | 08/02/17 | General Motors Company | 999.4 | Automotive | 07/15/47 | 4.3 | Baa3 | BBB |
| 08/02/17 | 08/02/17 | General Motors Company | 749.5 | Automotive | 11/15/27 | 3.5 | Baa3 | BBB |
| 07/31/17 | 07/31/17 | International Paper Company | 999.0 | Packaging | - | - | Baa2 | BBB |
| 07/31/17 | 07/31/17 | Hubbell Incorporated | 297.6 | Global Connectivity | 06/15/25 | 6.0 | - | A |
| 07/28/17 | 07/28/17 | Coming Incorporated | 21,000.0 | Industrial Conglomerates | 06/01/22 | 2.6 | - | - |
| 07/28/17 | 07/28/17 | United Rentals (North America), Inc. | 925.0 | Distributors | 05/15/47 | 4.2 | Ba3 | BB- |
| 07/28/17 | 07/28/17 | Coming Incorporated | 47,000.0 | Industrial Conglomerates | 05/17/22 | 0.4 | - | - |
| 07/28/17 | 07/28/17 | Coming Incorporated | 10,000.0 | Industrial Conglomerates | 05/17/25 | 0.9 | - | - |
| 07/19/17 | 07/26/17 | Westinghouse Air Brake Technologies Corporation | 750.0 | Industrial Machinery | 05/17/29 | 1.5 | - | BBB |
| 07/12/17 | 07/12/17 | Grinding Media Inc | 100.0 | Industrial Machinery | 05/17/37 | 2.1 | - | - |
| 06/27/17 | 06/27/17 | Belden Inc. | 450.0 | Global Connectivity | 07/15/27 | 3.4 | - | - |
| 06/23/17 | 06/23/17 | Federal-Mogul Holdings LLC | 350.0 | Automotive | 07/15/24 | 5.0 | B1 | - |
| 06/21/17 | 06/21/17 | Owens Corning | 594.4 | Building Products | 07/15/47 | 4.3 | - | BBB |
| 06/12/17 | 06/12/17 | Masco Corporation | 299.7 | Building Products | 11/15/27 | 3.5 | - | BBB |
| 06/12/17 | 06/12/17 | Masco Corporation | 298.9 | Building Products | - | - | - | BBB |
| 06/02/17 | 06/08/17 | Superior Industries International, Inc. | 250.0 | Automotive | 06/15/25 | 6.0 | - | B- |
| 06/05/17 | 06/05/17 | Air Lease Corporation | 597.3 | Distributors | 06/01/22 | 2.6 | - | BBB |
| 05/15/17 | 05/15/17 | W.W. Grainger, Inc. | 398.6 | Distributors | 05/15/47 | 4.2 | - | A+ |
| 05/10/17 | 05/10/17 | General Electric Company | 1,745.5 | Industrial Conglomerates | 05/17/22 | 0.4 | A1 | AA- |
| 05/10/17 | 05/10/17 | General Electric Company | 1,980.1 | Industrial Conglomerates | 05/17/25 | 0.9 | A1 | AA- |
| 05/10/17 | 05/10/17 | General Electric Company | 2,232.9 | Industrial Conglomerates | 05/17/29 | 1.5 | A1 | AA- |
| 05/10/17 | 05/10/17 | General Electric Company | 1,981.0 | Industrial Conglomerates | 05/17/37 | 2.1 | A1 | AA- |
| 05/01/17 | 05/01/17 | USG Corporation | 500.0 | Building Products | - | 4.9 | Ba2 | - |
| 04/07/17 | 04/12/17 | Colfax Corporation | 350.0 | Industrial Machinery | 05/15/25 | 3.3 | Ba2 | BB+ |

Source: S&P Capital IQ.

Publicly Traded Industrial Company Universe⁽¹⁾

(\$ In U.S. Millions, except per share data)

AUTOMOTIVE AFTERMARKET

| Automotive Aftermarket | Ticker | Change in Stock Price | | % of 52 - Week High | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|---------------------------------|--------|------------------------|-------------------------|---------------------|------------------|------------------|----------------|----------------|---------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| Dorman Products, Inc. | DORM | (13.5%) | 12.1% | 80.9% | \$2,231.9 | \$2,348.7 | \$904.6 | \$200.0 | 22.1% | 2.5x | 2.5x | 11.2x | 11.1x |
| Fox Factory Holding Corp | FOXF | 21.1% | 87.6% | 99.0% | 1,614.1 | 1,592.6 | 466.1 | 80.4 | 17.3% | 3.5x | 3.4x | 20.1x | 18.0x |
| Genuine Parts Company | GFC | 3.1% | (4.8%) | 94.8% | 13,882.5 | 12,935.7 | 15,881.8 | 1,200.9 | 7.6% | 0.9x | 0.9x | 11.6x | 11.2x |
| Horizon Global Corporation | HZN | 22.8% | (11.5%) | 66.9% | 662.3 | 404.7 | 880.6 | 69.5 | 7.9% | 0.8x | 0.7x | 9.5x | 8.4x |
| LKQ Corporation | LKQ | 9.2% | 1.5% | 99.8% | 14,573.5 | 11,647.9 | 9,417.5 | 1,073.0 | 11.4% | 1.5x | 1.5x | 13.6x | 13.1x |
| Motorcar Parts of America, Inc. | MPAA | 4.3% | 2.4% | 93.3% | 562.4 | 538.7 | 433.8 | 74.6 | 17.2% | 1.3x | 1.3x | 7.5x | 6.9x |
| Standard Motor Products, Inc. | SMP | (7.6%) | 1.0% | 87.1% | 1,042.6 | 994.9 | 1,106.0 | 143.9 | 13.0% | 0.9x | 0.9x | 7.2x | N/A |
| Thule Group AB | THULE | 10.7% | 19.5% | 97.3% | 2,480.6 | 2,281.0 | 754.9 | 142.9 | 18.9% | 3.3x | 3.5x | 17.4x | 18.3x |
| Median | | | | 94.1% | \$1,923.0 | \$1,936.8 | \$892.6 | \$143.4 | 15.1% | 1.4x | 1.4x | 11.4x | 11.2x |
| Mean | | | | 89.9% | 4,631.2 | 4,093.0 | 3,730.7 | 373.1 | 14.4% | 1.8x | 1.8x | 12.3x | 12.4x |

AUTOMOTIVE SUPPLIERS

| Automotive Suppliers | Ticker | Change in Stock Price | | % of 52 - Week High | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|--|--------|------------------------|-------------------------|---------------------|-------------------|-------------------|------------------|------------------|---------------|--------------|-------------|-------------|-------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| Aptiv PLC | APTIV | 12.3% | 38.0% | 94.5% | \$30,089.1 | \$26,419.1 | \$17,256.0 | \$3,095.0 | 17.9% | 1.7x | 2.4x | 9.7x | 13.8x |
| Autoliv, Inc. | ALV | 12.6% | 15.7% | 96.8% | 11,654.5 | 10,857.0 | 10,257.2 | 1,267.9 | 12.4% | 1.1x | 1.1x | 9.2x | 9.0x |
| American Axle & Manufacturing Holdings, Inc. | AXL | 12.7% | 2.1% | 82.7% | 5,674.5 | 1,979.9 | 5,478.6 | 958.0 | 17.5% | 1.0x | 0.9x | 5.9x | 5.2x |
| BorgWarner Inc. | BWA | 20.9% | 45.6% | 99.4% | 13,186.8 | 11,115.4 | 9,471.9 | 1,578.9 | 16.7% | 1.4x | 1.4x | 8.4x | 8.0x |
| Dana Incorporated | DAN | 25.2% | 79.3% | 99.0% | 5,768.1 | 4,417.1 | 6,819.0 | 751.0 | 11.0% | 0.8x | 0.8x | 7.7x | 6.9x |
| Faurecia S.A. | EO | 32.1% | 68.3% | 99.4% | 10,672.9 | 9,900.9 | 22,217.5 | 1,686.1 | 7.6% | 0.5x | 0.5x | 6.3x | 5.0x |
| Lear Corporation | LEA | 21.8% | 42.8% | 99.1% | 12,836.3 | 11,863.0 | 19,746.7 | 2,050.1 | 10.4% | 0.7x | 0.6x | 6.3x | 6.0x |
| Linamar Corporation | LNR | 19.1% | 39.0% | 98.5% | 4,740.0 | 3,964.8 | 5,077.8 | 818.4 | 16.1% | 0.9x | 0.9x | 5.8x | 5.8x |
| Magna International Inc. | MG | 10.9% | 18.2% | 99.3% | 23,170.2 | 19,889.7 | 37,808.0 | 4,044.0 | 10.7% | 0.6x | 0.6x | 5.7x | 5.6x |
| Sensata Technologies Holding N.V. | ST | 12.5% | 24.0% | 99.1% | 11,033.0 | 8,378.1 | 3,254.6 | 823.2 | 25.3% | 3.4x | 3.4x | 13.4x | 12.7x |
| Tenneco Inc. | TEN | 4.9% | 4.1% | 85.5% | 4,616.0 | 3,141.0 | 9,038.0 | 620.0 | 6.9% | 0.5x | 0.5x | 7.4x | 5.3x |
| Valeo SA | FR | 6.4% | 20.9% | 92.6% | 17,737.3 | 16,043.5 | 20,368.5 | 2,267.0 | 11.1% | 0.9x | 0.8x | 7.8x | 6.1x |
| Median | | | | 98.7% | \$11,343.7 | \$10,378.9 | \$9,864.6 | \$1,423.4 | 11.7% | 0.9x | 0.9x | 7.6x | 6.1x |
| Mean | | | | 95.5% | 12,598.2 | 10,664.1 | 13,899.5 | 1,663.3 | 13.6% | 1.1x | 1.2x | 7.8x | 7.4x |

BUILDING PRODUCTS

| Building Products | Ticker | Change in Stock Price | | % of 52 - Week High | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|--------------------------------------|--------|------------------------|-------------------------|---------------------|------------------|------------------|------------------|----------------|---------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| A. O. Smith Corporation | AOS | 5.5% | 20.3% | 99.5% | \$9,896.1 | \$10,214.3 | \$2,926.2 | \$562.8 | 19.2% | 3.4x | 3.3x | 17.6x | 16.8x |
| Armstrong World Industries, Inc. | AWI | 11.4% | 24.0% | 98.6% | 3,443.7 | 2,702.6 | 1,296.0 | 261.5 | 20.2% | 2.7x | 3.1x | 13.2x | 9.9x |
| Boise Cascade Company | BCC | 14.8% | 37.4% | 97.5% | 1,632.0 | 1,366.2 | 4,259.6 | 194.6 | 4.6% | 0.4x | 0.4x | 8.4x | 7.4x |
| Fortune Brands Home & Security, Inc. | FBHS | 3.1% | 15.7% | 99.2% | 11,214.7 | 10,028.0 | 5,202.4 | 840.8 | 16.2% | 2.2x | 2.1x | 13.3x | 12.9x |
| Griffon Corporation | GFF | 1.1% | 30.5% | 81.8% | 1,919.7 | 993.3 | 1,525.0 | 126.5 | 8.3% | 1.3x | 1.0x | 15.2x | 10.1x |
| Interface, Inc. | TILE | 11.5% | 31.2% | 96.9% | 1,560.0 | 1,403.6 | 969.7 | 143.1 | 14.8% | 1.6x | 1.6x | 10.9x | 10.7x |
| Lennox International Inc. | LII | (2.5%) | 14.0% | 92.9% | 9,048.0 | 7,984.2 | 3,845.1 | 551.2 | 14.3% | 2.4x | 2.3x | 16.4x | 15.5x |
| Masco Corporation | MAS | 2.1% | 13.7% | 99.1% | 14,613.0 | 12,526.0 | 7,529.0 | 1,249.0 | 16.6% | 1.9x | 1.9x | 11.7x | 11.2x |
| Mohawk Industries, Inc. | MHK | 2.4% | 23.5% | 95.2% | 22,120.2 | 19,458.8 | 9,304.8 | 1,798.6 | 19.3% | 2.4x | 2.3x | 12.3x | 12.0x |
| Owens Corning | OC | 15.6% | 44.9% | 98.8% | 11,614.5 | 9,198.5 | 6,161.0 | 1,130.0 | 18.3% | 1.9x | 1.8x | 10.3x | 9.7x |
| PGT Innovations, Inc. | PGTI | 16.8% | 40.1% | 99.8% | 898.4 | 699.4 | 486.5 | 74.9 | 15.4% | 1.8x | 1.8x | 12.0x | 11.1x |
| Ply Gem Holdings, Inc | PGEM | (5.0%) | 27.6% | 85.3% | 1,994.7 | 1,157.0 | 2,001.7 | 222.3 | 11.1% | 1.0x | 1.0x | 9.0x | 8.5x |
| Quanex Building Products Corporation | NX | 8.5% | 33.0% | 99.8% | 1,011.2 | 762.6 | 866.6 | 92.4 | 10.7% | 1.2x | 1.2x | 10.9x | 10.0x |
| Simpson Manufacturing Co., Inc. | SSD | 12.2% | 11.6% | 99.0% | 2,431.9 | 2,635.0 | 945.5 | 176.0 | 18.6% | 2.6x | 2.5x | 13.8x | 13.4x |
| The Dixie Group, Inc. | DXYN | (10.3%) | (20.0%) | 71.9% | 185.3 | 59.5 | 410.0 | 13.9 | 3.4% | 0.5x | 0.4x | 13.3x | N/A |
| Trex Company, Inc. | TREX | 33.1% | 53.4% | 100.0% | 3,192.7 | 3,218.2 | 538.3 | 154.5 | 28.7% | 5.9x | 5.7x | 20.7x | 20.1x |
| USG Corporation | USG | 12.5% | 26.3% | 94.2% | 5,352.9 | 4,683.9 | 3,107.0 | 471.0 | 15.2% | 1.7x | 1.7x | 11.4x | 9.1x |
| Median | | | | 98.6% | \$3,192.7 | \$2,702.6 | \$2,001.7 | \$222.3 | 15.4% | 1.9x | 1.8x | 12.3x | 10.9x |
| Mean | | | | 94.7% | 6,007.6 | 5,240.6 | 3,022.0 | 474.3 | 15.0% | 2.0x | 2.0x | 13.0x | 11.8x |

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of October 31, 2017; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on end-of-quarter price (September 29, 2017).

Publicly Traded Industrial Company Universe⁽¹⁾

(\$ In U.S. Millions, except per share data)

DISTRIBUTORS

| Distributors | Ticker | Change in Stock Price | | % of | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|---------------------------------------|--------|------------------------|-------------------------|----------------|------------------|------------------|------------------|----------------|---------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | 52 - Week High | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| Anixter International Inc. | AXE | 8.7% | 31.8% | 96.6% | \$3,479.0 | \$2,285.8 | \$7,808.2 | \$372.2 | 4.8% | 0.4x | 0.4x | 9.3x | 8.9x |
| Applied Industrial Technologies, Inc. | AIT | 11.4% | 40.8% | 95.4% | 2,683.6 | 2,470.6 | 2,649.6 | 222.6 | 8.4% | 1.0x | 1.0x | 12.1x | 11.7x |
| Beacon Roofing Supply, Inc. | BECN | 4.6% | 21.8% | 98.3% | 4,930.6 | 3,750.2 | 4,376.7 | 380.4 | 8.7% | 1.1x | 1.1x | 13.0x | 13.2x |
| BMC Stock Holdings, Inc. | BMCH | (2.3%) | 20.4% | 89.3% | 1,867.1 | 1,436.3 | 3,272.7 | 187.5 | 5.7% | 0.6x | 0.6x | 10.0x | 9.2x |
| DXP Enterprises, Inc. | DXPE | (8.7%) | 11.7% | 75.0% | 776.3 | 558.1 | 963.4 | 60.5 | 6.3% | 0.8x | 0.8x | 12.8x | 12.9x |
| Fastenal Company | FAST | 4.7% | 9.1% | 86.4% | 13,805.3 | 13,498.7 | 4,249.9 | 984.0 | 23.2% | 3.2x | 3.2x | 14.0x | 13.7x |
| Genuine Parts Company | GPC | 3.1% | (4.8%) | 94.8% | 13,882.5 | 12,935.7 | 15,881.8 | 1,200.9 | 7.6% | 0.9x | 0.9x | 11.6x | 11.2x |
| HD Supply Holdings, Inc. | HDS | 17.8% | 12.8% | 80.6% | 10,590.4 | 6,605.4 | 7,643.0 | 891.0 | 11.7% | 1.4x | 2.0x | 11.9x | 14.5x |
| Houston Wire & Cable Company | HWCC | 1.0% | (15.2%) | 65.2% | 158.7 | 88.2 | 304.8 | 4.0 | 1.3% | 0.5x | 0.5x | 40.1x | 26.4x |
| Kaman Corporation | KAMN | 11.9% | 27.0% | 98.9% | 1,934.0 | 1,556.0 | 1,765.1 | 162.0 | 9.2% | 1.1x | 1.1x | 11.9x | 11.5x |
| Lawson Products, Inc. | LAWS | 13.8% | 42.1% | 89.7% | 211.2 | 223.5 | 292.6 | 5.1 | 1.8% | 0.7x | 0.7x | 41.2x | 12.3x |
| LKQ Corporation | LKQ | 9.2% | 1.5% | 99.8% | 14,573.5 | 11,647.9 | 9,417.5 | 1,073.0 | 11.4% | 1.5x | 1.5x | 13.6x | 13.1x |
| MRC Global Inc. | MRC | 5.9% | 6.5% | 77.7% | 2,348.6 | 1,620.6 | 3,462.0 | 123.0 | 3.6% | 0.7x | 0.6x | 19.1x | 13.0x |
| MSC Industrial Direct Co., Inc. | MSM | (12.1%) | 2.9% | 71.5% | 5,191.8 | 4,674.9 | 2,887.7 | 443.0 | 15.3% | 1.8x | 1.7x | 11.7x | 11.5x |
| NOW Inc. | DNOW | (14.1%) | (35.6%) | 58.7% | 1,379.7 | 1,348.7 | 2,517.0 | (36.0) | NM | 0.5x | 0.5x | NM | NM |
| Pool Corporation | POOL | (8.0%) | 14.4% | 87.1% | 5,380.1 | 4,851.3 | 2,723.2 | 301.6 | 11.1% | 2.0x | 2.0x | 17.8x | 17.5x |
| Sysco Corporation | SY | 7.2% | 10.1% | 94.5% | 36,483.6 | 29,076.1 | 56,052.9 | 3,038.0 | 5.4% | 0.7x | 0.6x | 12.0x | 11.3x |
| Veritiv Corporation | VRTV | (27.8%) | (35.2%) | 51.9% | 1,445.4 | 504.8 | 8,259.7 | 116.2 | 1.4% | 0.2x | 0.2x | 12.4x | 8.5x |
| W.W. Grainger, Inc. | GWW | (0.4%) | (20.1%) | 68.4% | 13,437.8 | 11,265.6 | 10,263.1 | 1,358.8 | 13.2% | 1.3x | 1.3x | 9.9x | 9.9x |
| Watsco, Inc. | WSO | 4.5% | 14.3% | 99.5% | 5,946.0 | 5,447.9 | 4,291.2 | 370.6 | 8.6% | 1.4x | 1.4x | 16.0x | 15.7x |
| WESCO International, Inc. | WCC | 1.7% | (5.3%) | 76.5% | 4,344.6 | 3,029.5 | 7,475.6 | 375.2 | 5.0% | 0.6x | 0.6x | 11.6x | 11.3x |
| Median | | | | 87.1% | \$4,344.6 | \$3,029.5 | \$4,249.9 | \$370.6 | 8.0% | 0.9x | 0.9x | 12.2x | 12.0x |
| Mean | | | | 83.6% | 6,897.6 | 5,660.7 | 7,455.1 | 554.0 | 8.2% | 1.1x | 1.1x | 15.6x | 12.9x |

GLOBAL CONNECTIVITY

| Global Connectivity | Ticker | Change in Stock Price | | % of | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|---|--------|------------------------|-------------------------|----------------|------------------|------------------|------------------|----------------|---------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | 52 - Week High | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| ABB Ltd | ABB | 0.6% | 10.0% | 96.2% | \$59,434.5 | \$55,789.8 | \$34,025.0 | \$4,279.0 | 12.6% | 1.7x | 1.7x | 13.9x | 11.9x |
| Amphenol Corporation | APH | 14.7% | 30.4% | 99.7% | 28,687.0 | 26,573.7 | 6,718.5 | 1,593.2 | 23.7% | 4.3x | 4.2x | 18.0x | 17.7x |
| ARRIS International plc | ARRS | 1.7% | 0.6% | 90.4% | 6,227.7 | 5,344.8 | 6,635.0 | 725.4 | 10.9% | 0.9x | 0.9x | 8.6x | 7.7x |
| AVX Corporation | AVX | 11.6% | 32.2% | 98.9% | 2,006.2 | 3,171.6 | 1,354.4 | 247.1 | 18.2% | 1.5x | 1.4x | 8.1x | 9.2x |
| Belden Inc. | BDC | 6.8% | 16.7% | 99.0% | 4,389.9 | 3,380.1 | 2,396.2 | 450.7 | 18.8% | 1.8x | 1.8x | 9.7x | 9.3x |
| CommScope Holding Company, Inc. | COMM | (12.7%) | 10.3% | 77.7% | 10,289.8 | 6,204.3 | 4,619.1 | 1,006.6 | 21.8% | 2.2x | 2.3x | 10.2x | 10.6x |
| Corning Incorporated | GLW | (0.4%) | 26.5% | 93.0% | 30,341.2 | 27,210.2 | 9,955.0 | 2,786.0 | 28.0% | 3.0x | 2.9x | 10.9x | 9.6x |
| Emerson Electric Co. | EMR | 5.4% | 15.3% | 97.6% | 43,331.7 | 41,255.7 | 15,264.0 | 3,241.0 | 21.2% | 2.8x | 2.7x | 13.4x | 13.0x |
| Encore Wire Corporation | WIRE | 4.9% | 21.8% | 90.0% | 835.8 | 937.2 | 1,102.2 | 89.3 | 8.1% | 0.8x | 0.7x | 9.4x | 9.5x |
| General Cable Corporation | BGC | 15.3% | 25.8% | 90.6% | 2,031.6 | 1,042.4 | 3,765.3 | 180.0 | 4.8% | 0.5x | 0.5x | 11.3x | N/A |
| International Wire Group Holdings, Inc. | ITWG | (31.4%) | (50.0%) | 50.4% | 359.7 | 104.7 | 523.7 | 43.2 | 8.2% | 0.7x | N/A | 8.3x | N/A |
| Nexans S.A. | NEX | 4.7% | (1.7%) | 89.7% | 3,383.5 | 2,837.5 | 6,924.1 | 507.7 | 7.3% | 0.5x | 0.6x | 6.7x | 6.9x |
| Optical Cable Corporation | OCC | (10.4%) | (14.0%) | 56.6% | 29.6 | 18.0 | 64.2 | 1.8 | 2.8% | 0.5x | N/A | 16.2x | N/A |
| Prysmian S.p.A. | PRY | 11.0% | 22.6% | 84.5% | 8,649.2 | 7,241.7 | 9,243.6 | 721.4 | 7.8% | 0.9x | 0.9x | 10.3x | 10.2x |
| RF Industries, Ltd. | RFIL | 30.2% | 30.6% | 95.9% | 16.2 | 21.7 | 30.1 | 0.4 | 1.4% | 0.5x | N/A | 38.7x | N/A |
| TE Connectivity Ltd. | TEL | 5.6% | 29.0% | 97.5% | 35,383.4 | 32,147.4 | 13,113.0 | 2,836.0 | 21.6% | 2.7x | 2.6x | 12.5x | 12.3x |
| Median | | | | 91.8% | \$5,308.8 | \$4,362.5 | \$5,627.0 | \$614.6 | 11.8% | 1.2x | 1.7x | 10.6x | 9.9x |
| Mean | | | | 88.0% | 14,712.3 | 13,330.0 | 7,233.3 | 1,169.3 | 13.6% | 1.6x | 1.8x | 12.9x | 10.7x |

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of October 31, 2017; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on end-of-quarter price (September 29, 2017).

Publicly Traded Industrial Company Universe⁽¹⁾

(\$ In U.S. Millions, except per share data)

INDUSTRIAL CONGLOMERATES

| Industrial Conglomerates | Ticker | Change in Stock Price | | % of 52 - Week High | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|------------------------------------|--------|------------------------|-------------------------|---------------------------|---------------------|-------------------|-------------------|------------------|------------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| 3M Company | MMM | 0.8% | 19.1% | 97.8% | \$145,408.0 | \$137,103.0 | \$30,996.0 | \$8,752.0 | 28.2% | 4.7x | 4.6x | 16.6x | 15.7x |
| Crane Co. | CR | 0.8% | 26.9% | 94.8% | 5,127.7 | 4,954.0 | 2,753.3 | 485.9 | 17.6% | 1.9x | 1.8x | 10.6x | 10.3x |
| Danaher Corporation | DHR | 1.6% | 9.4% | 96.8% | 74,449.1 | 64,183.5 | 17,828.3 | 4,341.8 | 24.4% | 4.2x | 4.1x | 17.1x | 17.5x |
| Emerson Electric Co. | EMR | 5.4% | 15.3% | 97.6% | 43,331.7 | 41,255.7 | 15,264.0 | 3,241.0 | 21.2% | 2.8x | 2.7x | 13.4x | 13.0x |
| Honeywell International Inc. | HON | 6.3% | 21.6% | 99.8% | 116,594.4 | 109,824.4 | 39,676.0 | 8,137.0 | 20.5% | 2.9x | 2.9x | 14.3x | 13.8x |
| ITT Inc. | ITT | 10.2% | 23.5% | 98.5% | 3,954.7 | 4,104.3 | 2,490.1 | 365.9 | 14.7% | 1.6x | 1.6x | 10.8x | 9.7x |
| Johnson Controls International plc | JCI | (7.1%) | (13.4%) | 86.0% | 53,478.0 | 38,592.0 | 30,172.0 | 4,571.0 | 15.1% | 1.8x | 1.8x | 11.7x | 11.0x |
| Siemens Aktiengesellschaft | SIE | (1.1%) | 14.4% | 75.8% | 139,351.2 | 117,492.0 | 98,155.1 | 12,233.8 | 12.5% | 1.4x | 1.4x | 11.4x | 10.7x |
| SPX Corporation | SPXC | 16.6% | 45.7% | 99.3% | 1,529.4 | 1,245.5 | 1,434.1 | 98.5 | 6.9% | 1.1x | 1.1x | 15.5x | 10.2x |
| United Technologies Corporation | UTX | (4.9%) | 14.3% | 93.0% | 116,612.7 | 95,636.7 | 58,816.0 | 10,058.0 | 17.1% | 2.0x | 2.0x | 11.6x | 10.8x |
| Median | | | | 97.2% | \$63,963.5 | \$52,719.6 | \$24,000.2 | \$4,456.4 | 17.4% | 1.9x | 1.9x | 12.5x | 10.9x |
| Mean | | | | 93.9% | 69,983.7 | 61,439.1 | 29,758.5 | 5,228.5 | 17.8% | 2.4x | 2.4x | 13.3x | 12.3x |

INDUSTRIAL MACHINERY

| Industrial Machinery | Ticker | Change in Stock Price | | % of 52 - Week High | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|------------------------------|--------|------------------------|-------------------------|---------------------------|---------------------|-------------------|-------------------|------------------|------------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| Donaldson Company, Inc. | DCI | 0.9% | 23.1% | 93.9% | \$6,440.0 | \$6,132.8 | \$2,463.7 | \$418.1 | 17.0% | 2.6x | 2.5x | 15.4x | 14.9x |
| Dover Corporation | DOV | 13.9% | 24.1% | 98.5% | 18,023.6 | 14,876.5 | 7,591.0 | 1,296.6 | 17.1% | 2.4x | 2.3x | 13.9x | 12.7x |
| Eaton Corporation plc | ETN | (1.3%) | 16.9% | 94.1% | 42,442.8 | 35,256.8 | 20,058.0 | 3,277.0 | 16.3% | 2.1x | 2.1x | 13.0x | 11.8x |
| Illinois Tool Works Inc. | ITW | 3.3% | 23.5% | 98.4% | 58,978.6 | 53,623.6 | 14,084.0 | 3,753.0 | 26.6% | 4.2x | 4.1x | 15.7x | 15.0x |
| Parker-Hannifin Corporation | PH | 9.5% | 39.4% | 98.5% | 29,275.5 | 24,323.7 | 12,650.8 | 1,957.3 | 15.5% | 2.3x | 2.2x | 15.0x | 13.4x |
| Stanley Black & Decker, Inc. | SWK | 7.3% | 22.8% | 99.0% | 29,503.5 | 24,774.0 | 12,254.1 | 2,019.5 | 16.5% | 2.4x | 2.3x | 14.6x | 13.9x |
| The Timken Company | TKR | 5.0% | 38.2% | 93.8% | 4,561.2 | 3,659.6 | 2,880.6 | 408.2 | 14.2% | 1.6x | 1.5x | 11.2x | 10.0x |
| Median | | | | 98.4% | \$29,275.5 | \$24,323.7 | \$12,254.1 | \$1,957.3 | 16.5% | 2.4x | 2.3x | 14.6x | 13.4x |
| Mean | | | | 96.6% | 27,032.2 | 23,235.3 | 10,283.2 | 1,875.7 | 17.6% | 2.5x | 2.4x | 14.1x | 13.1x |

PACKAGING

| Packaging | Ticker | Change in Stock Price | | % of 52 - Week High | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|-----------------------------------|--------|------------------------|-------------------------|---------------------------|---------------------|------------------|------------------|----------------|------------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| AptarGroup, Inc. | ATR | (0.6%) | 11.5% | 95.1% | \$5,960.8 | \$5,461.4 | \$2,382.3 | \$461.7 | 19.4% | 2.5x | 2.5x | 12.9x | 12.7x |
| Avery Dennison Corporation | AVY | 11.3% | 26.4% | 98.2% | 10,774.4 | 9,346.8 | 6,429.3 | 833.6 | 13.0% | 1.7x | 1.6x | 12.9x | 12.5x |
| Ball Corporation | BLL | (2.2%) | 0.8% | 95.9% | 22,323.1 | 15,102.1 | 10,760.0 | 1,608.0 | 14.9% | 2.1x | 2.1x | 13.9x | 12.9x |
| Bemis Company, Inc. | BMS | (1.5%) | (10.7%) | 87.7% | 5,594.8 | 4,088.0 | 4,030.6 | 556.0 | 13.8% | 1.4x | 1.4x | 10.1x | 10.2x |
| Crown Holdings, Inc. | CCK | 0.1% | 4.6% | 97.3% | 13,251.2 | 8,079.2 | 8,453.0 | 1,355.0 | 16.0% | 1.6x | 1.5x | 9.8x | 9.6x |
| Greif, Inc. | GEF | 4.9% | 18.0% | 92.9% | 3,874.7 | 2,817.8 | 3,638.2 | 459.7 | 12.6% | 1.1x | 1.1x | 8.4x | 8.3x |
| Graphic Packaging Holding Company | GPK | 1.2% | (0.3%) | 98.4% | 7,055.1 | 4,797.5 | 4,351.0 | 679.6 | 15.6% | 1.6x | 1.6x | 10.4x | 9.9x |
| Multi-Color Corporation | LABL | 0.4% | 24.2% | 92.9% | 1,863.5 | 1,409.7 | 953.1 | 159.1 | 16.7% | 2.0x | 1.7x | 11.7x | 10.2x |
| Owens-Illinois, Inc. | OI | 5.2% | 36.8% | 99.6% | 9,297.9 | 3,893.9 | 6,799.0 | 1,075.0 | 15.8% | 1.4x | 1.4x | 8.6x | 7.0x |
| Sealed Air Corporation | SEE | (4.6%) | (6.8%) | 84.4% | 12,607.7 | 8,405.1 | 6,902.2 | 1,032.5 | 15.0% | 1.8x | 2.9x | 12.2x | 15.2x |
| Silgan Holdings Inc. | SLGN | (7.4%) | 16.3% | 90.6% | 6,133.9 | 3,226.9 | 3,900.0 | 523.0 | 13.4% | 1.6x | 1.5x | 11.7x | 11.0x |
| Sonoco Products Company | SON | (1.9%) | (4.5%) | 90.8% | 6,325.9 | 5,147.7 | 4,879.8 | 601.0 | 12.3% | 1.3x | 1.3x | 10.5x | 9.6x |
| WestRock Company | WRK | 0.1% | 17.0% | 79.2% | 21,749.0 | 15,391.0 | 14,859.7 | 2,249.6 | 15.1% | 1.5x | 1.4x | 9.7x | 8.9x |
| Median | | | | 92.9% | \$7,055.1 | \$5,147.7 | \$4,879.8 | \$679.6 | 15.0% | 1.6x | 1.5x | 10.5x | 10.2x |
| Mean | | | | 92.5% | 9,754.8 | 6,705.2 | 6,026.0 | 891.8 | 14.9% | 1.6x | 1.7x | 11.0x | 10.6x |

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of October 31, 2017; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on end-of-quarter price (September 29, 2017).

Publicly Traded Industrial Company Universe⁽¹⁾

(\$ In U.S. Millions, except per share data)

WATER INFRASTRUCTURE

| Water Infrastructure | Ticker | Change in Stock Price | | % of | Enterprise Value | Market Cap | LTM | | EBITDA Margin | EV / Revenue | | EV / EBITDA | |
|-------------------------------------|--------|------------------------|-------------------------|----------------|------------------|------------------|------------------|----------------|---------------|--------------|-------------|--------------|--------------|
| | | 3-Month ⁽²⁾ | 12-Month ⁽²⁾ | 52 - Week High | | | Revenue | EBITDA | | LTM | 2017E | LTM | 2017E |
| Aegion Corporation | AEGN | 6.4% | 22.1% | 87.3% | \$1,053.4 | \$768.9 | \$1,343.3 | \$123.3 | 9.2% | 0.8x | 0.8x | 8.5x | 8.9x |
| ARCADIS NV | ARCAD | 15.2% | 42.3% | 78.6% | 2,599.7 | 1,994.5 | 3,763.7 | 216.4 | 5.7% | 0.7x | 0.7x | 12.0x | 10.5x |
| Badger Meter, Inc. | BMI | 23.0% | 46.2% | 99.1% | 1,306.7 | 1,275.1 | 398.9 | 76.6 | 19.2% | 3.3x | 3.2x | 17.1x | 16.7x |
| Flowserve Corporation | FLS | (8.3%) | (11.7%) | 81.7% | 6,864.7 | 5,757.2 | 3,697.7 | 430.8 | 11.7% | 1.9x | 1.9x | 15.9x | 15.4x |
| Franklin Electric Co., Inc. | FELE | 8.3% | 10.2% | 96.5% | 2,293.4 | 2,120.1 | 1,076.3 | 150.7 | 14.0% | 2.1x | 2.0x | 15.2x | 15.1x |
| IDEX Corporation | IEX | 7.5% | 29.8% | 97.5% | 10,367.4 | 9,795.5 | 2,231.8 | 567.0 | 25.4% | 4.6x | 4.6x | 18.3x | 17.8x |
| Itron, Inc. | ITRI | 14.3% | 38.9% | 99.7% | 3,240.9 | 3,024.5 | 1,963.1 | 219.0 | 11.2% | 1.7x | 1.6x | 14.8x | 13.8x |
| Layne Christensen Company | LAYN | 42.8% | 47.5% | 99.4% | 392.7 | 262.6 | 602.2 | 13.6 | 2.3% | 0.7x | 0.8x | 28.9x | 10.6x |
| Lindsay Corporation | LNN | 3.0% | 24.2% | 96.7% | 974.8 | 979.4 | 518.0 | 56.9 | 11.0% | 1.9x | 1.9x | 17.1x | 15.8x |
| Mueller Water Products, Inc. | MWA | 9.6% | 2.0% | 90.1% | 2,026.2 | 1,893.5 | 826.0 | 150.6 | 18.2% | 2.5x | 2.4x | 13.5x | 12.0x |
| Northwest Pipe Company | NWPX | 17.0% | 61.0% | 97.3% | 170.8 | 175.5 | 143.2 | (4.9) | NM | 1.2x | 1.3x | NM | NM |
| Pentair plc | PNR | 2.1% | 5.8% | 98.4% | 14,190.3 | 12,795.4 | 4,863.7 | 942.9 | 19.4% | 2.9x | 2.9x | 15.0x | 14.4x |
| Sterling Construction Company, Inc. | STRL | 16.5% | 96.8% | 96.3% | 509.5 | 482.9 | 872.4 | 34.1 | 3.9% | 0.6x | 0.6x | 14.9x | 11.9x |
| Tetra Tech, Inc. | TTEK | 1.7% | 31.2% | 96.3% | 2,972.3 | 2,785.2 | 2,034.0 | 221.4 | 10.9% | 1.5x | 1.4x | 13.4x | 12.4x |
| Watts Water Technologies, Inc. | WTS | 9.5% | 6.7% | 97.4% | 2,635.1 | 2,304.3 | 1,432.4 | 211.5 | 14.8% | 1.8x | 1.8x | 12.5x | 11.7x |
| Xylem Inc. | XYL | 13.0% | 19.4% | 96.7% | 13,968.8 | 11,948.8 | 4,525.0 | 785.0 | 17.3% | 3.1x | 3.0x | 17.8x | 16.1x |
| Median | | | | 96.7% | \$2,446.5 | \$2,057.3 | \$1,387.9 | \$181.1 | 11.7% | 1.8x | 1.8x | 15.0x | 13.8x |
| Mean | | | | 94.3% | 4,097.9 | 3,647.7 | 1,893.2 | 262.2 | 12.9% | 1.9x | 1.9x | 15.7x | 13.5x |

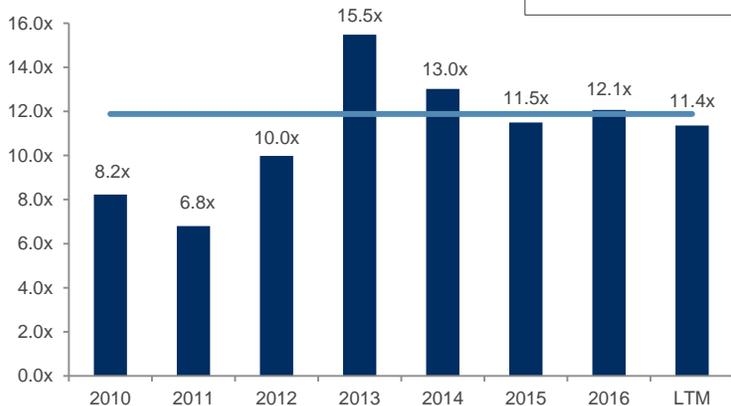
Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of October 31, 2017; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on end-of-quarter price (September 29, 2017).

Historical Trailing EBITDA Multiples⁽¹⁾

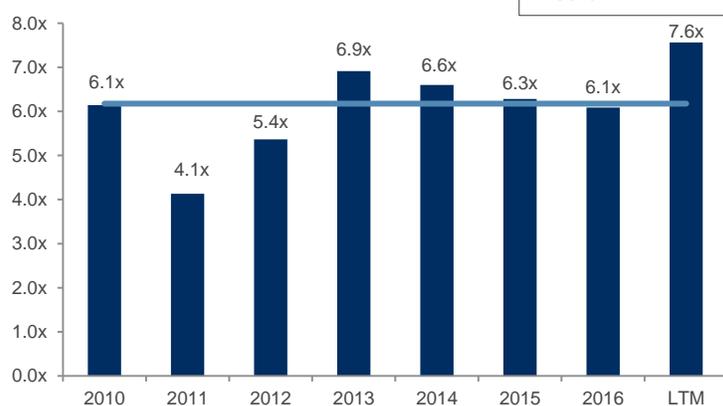
AUTOMOTIVE AFTERMARKET

Median = 11.9x



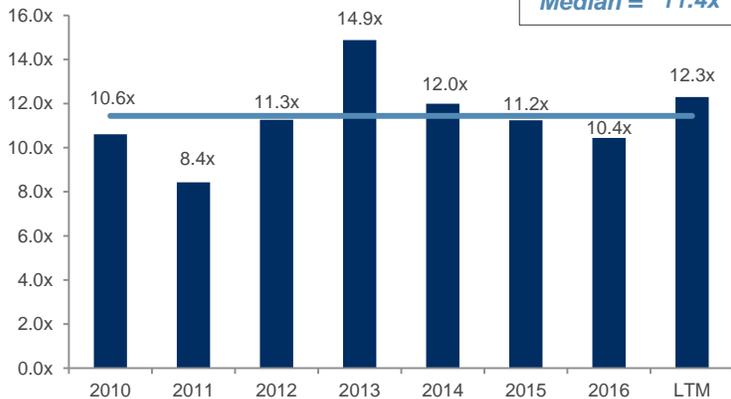
AUTOMOTIVE SUPPLIERS

Median = 6.2x



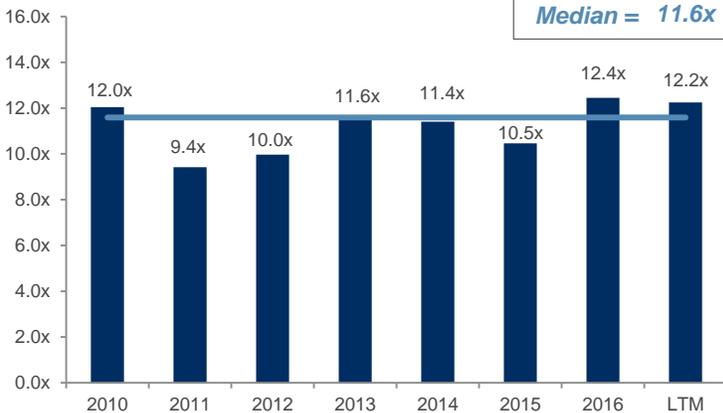
BUILDING PRODUCTS

Median = 11.4x



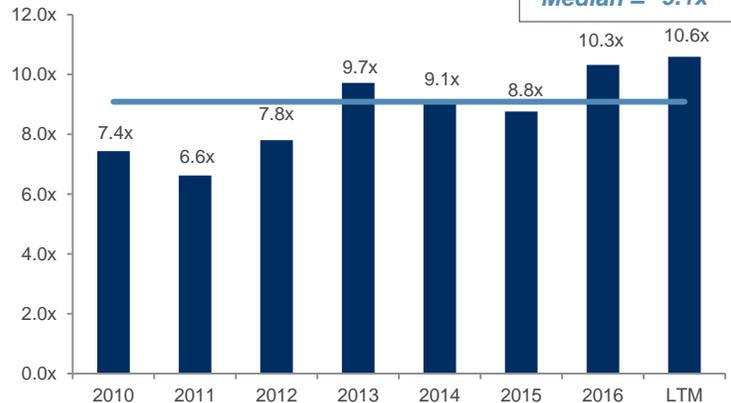
DISTRIBUTORS

Median = 11.6x



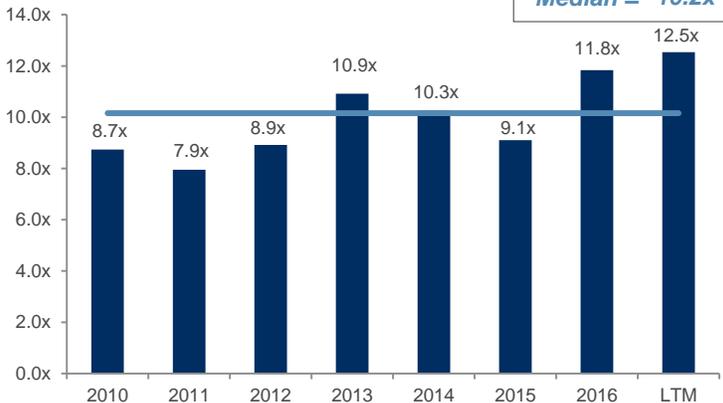
GLOBAL CONNECTIVITY

Median = 9.1x



INDUSTRIAL CONGLOMERATES

Median = 10.2x

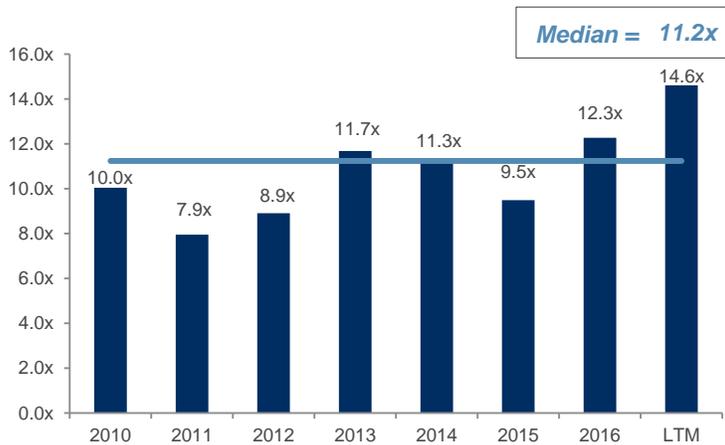


Source: S&P Capital IQ.

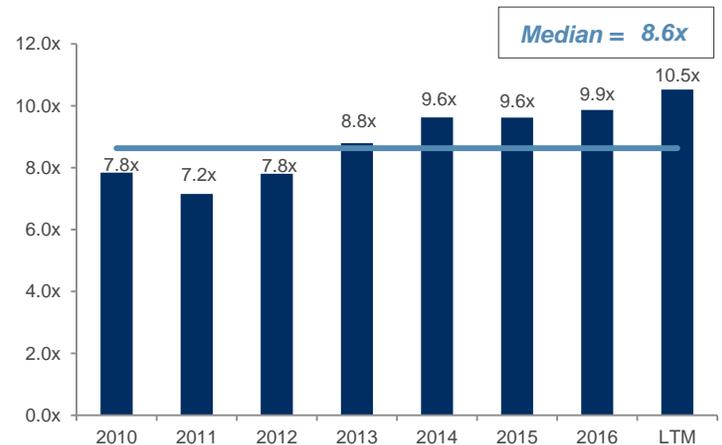
1. LTM median multiples as of September 29, 2017 market prices; see publicly traded Industrial comp groups on pages 11 - 14 for companies within each industry.

Historical Trailing EBITDA Multiples⁽¹⁾

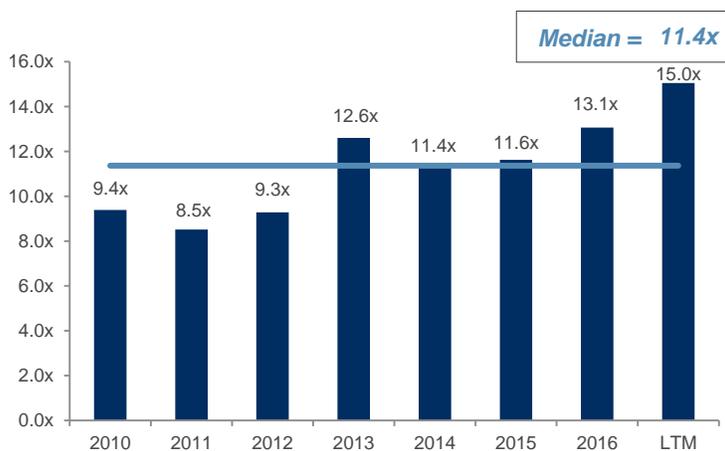
INDUSTRIAL MACHINERY



PACKAGING



WATER INFRASTRUCTURE



Source: S&P Capital IQ.

1. LTM median multiples as of September 29, 2017 market prices; see publicly traded Industrial comp groups on pages 11 - 14 for companies within each industry.

Upcoming Conferences & Events

We have highlighted upcoming industry conferences & events which Raymond James will be sponsoring, attending and/or presenting at over the next several months. Raymond James regularly attends conferences to gather unique insight into industry trends and further develop our relationship with industry insiders and thought leaders. We look forward to seeing you at the next one...



JANUARY 13 – 28, 2018

Raymond James will be attending the **North American International Auto Show** in Detroit, MI on January 17, 2018.

Additional Information: <https://naias.com/>

RAYMOND JAMES OVERVIEW

- Full-service financial services firm with investment banking, equity research, institutional sales & trading, and asset management operations
- Founded in 1962 and public since 1983 (NYSE: RJF)
- Fiscal 2017 revenue of \$6.3 billion; net income of nearly \$636 million
- More than 115 consecutive quarters of profitability
- Over 7,300 financial advisors in more than 3,000 retail offices serving nearly 3.0 million accounts throughout the United States, Canada and overseas
- European operations in the United Kingdom, France, Belgium, Germany and Switzerland
- 29 North American and international investment banking and institutional sales offices

INVESTMENT BANKING OVERVIEW

- Over 400 investment banking professionals focused on nine industry sectors
- Since 2013, we have participated in raising more than \$300 billion in capital and completed more than 450 advisory assignments domestically and abroad, including over 400 M&A buy-side or sell-side advisory assignments

| | | | | |
|-----------------------------------|---|---------------------------|---|---|
| Mergers & Acquisitions | Public Equity Offerings & Debt Offerings | Private Placements | Restructurings & Recapitalizations | Valuations & Fairness Opinions |
|-----------------------------------|---|---------------------------|---|---|

INDUSTRIALS INVESTMENT BANKING

- Focused on meeting client objectives with extensive experience and industry knowledge
- Longstanding relationships with extensive network of strategic buyers and financial equity sponsors
- Delivers optimal transaction results with client satisfaction throughout the process

AWARDS & RECOGNITION



INDUSTRIALS DEAL OF THE YEAR



INVESTMENT BANKING TURNAROUND FIRM OF THE YEAR



USA MIDDLE MARKET M&A INVESTMENT BANK OF THE YEAR



RECEIVED 13 STARMINE ANALYST AWARDS



INVESTMENT SERVICES PROVIDER OF THE YEAR - USA



MIDDLE MARKET INVESTMENT BANK OF THE YEAR



RANKED 2ND PLACE "BEST ON THE STREET"



AMONG THE "MOST ADMIRABLE" SECURITIES COMPANIES

SECTOR EXPERTISE

| BUILDING PRODUCTS | DISTRIBUTION | C-STORE & FUEL PRODUCTS DISTRIBUTION | WATER INFRASTRUCTURE | INDUSTRIAL TECHNOLOGY | DIVERSIFIED INDUSTRIALS | AUTOMOTIVE |
|---|---|---|--|---|--|---|
| <p>Basic Materials</p> <ul style="list-style-type: none"> • Stone, Concrete, Aggregates, Lumber <p>Structural Components</p> <ul style="list-style-type: none"> • Framing, Roofing, Insulation • Walls, Ceilings, Floors, Decking <p>Finished Goods</p> <ul style="list-style-type: none"> • Lighting, Fixtures, Cabinets • Windows & Doors | <p>Building Products</p> <ul style="list-style-type: none"> • Roofing • HVAC • Insulation • Engineered Wood <p>Industrial</p> <ul style="list-style-type: none"> • Pipe, Valve & Fitting • Process Flow Control • MRO <p>Specialty</p> <ul style="list-style-type: none"> • Automotive • Linens • Tires • Diversified | <p>C Store</p> <ul style="list-style-type: none"> • C-Store Suppliers & Service Providers • C-Store Retailers • Truck Stops & Travel Centers <p>Fuel Products Distribution</p> <ul style="list-style-type: none"> • Branded Oil Jobbers • Mobile Fueling • Terminal Operators • Wholesale Fuel Distributors • Bulk & Commercial Lube Distributors | <p>Products</p> <ul style="list-style-type: none"> • Distribution & Transmission Equipment • Treatment & Purification • Pipes, Valves & Fittings • Test & Instrumentation <p>Services</p> <ul style="list-style-type: none"> • Meter Reading • Trenchless Rehabilitation • Water Utilities • Water Well Drilling | <p>Automation</p> <ul style="list-style-type: none"> • Motion Control • Photonics • Robotics <p>Process Equipment & Controls</p> <ul style="list-style-type: none"> • Air Handling/HVAC • Filtration • Pumps, Valves, Controls • Test & Measurement <p>Intelligent Transportation</p> <ul style="list-style-type: none"> • Connected Mobility • Smart Parking | <p>Niche Manufacturing</p> <ul style="list-style-type: none"> • Machinery & Equipment • Printing Consumables • Metals <p>Industrial Services</p> <ul style="list-style-type: none"> • Preventive and Routine Maintenance • Route Based Services <p>Packaging</p> <ul style="list-style-type: none"> • Rigid metal and plastic • Flexible | <p>Tier 1/Tier 2</p> <ul style="list-style-type: none"> • Advanced Materials • Interior Components • Plastic Technologies • Electronics • Metal Processing • Engineering & Tooling • Engineered Products <p>Aftermarket</p> <ul style="list-style-type: none"> • Enthusiast Products • Recreational Vehicle • Replacement Parts |
| Brian McDermott | | Scott Garfinkel | | Gary Downing | | Todd Cassidy |
| George Steinbarger | | Roger Woodman | | Brendan Tierney | | Dirk Liedtke |
| U.S. Team | German Team | David Corbett | | Burkhard Weber | | Pascal Schmidt |

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Transaction History

SELECT MERGER AND ACQUISITION TRANSACTIONS

| | | | | | |
|--|---|---|--|--|--|
| A portfolio company of MERIWETHER CAPITAL PARTNERS Has been acquired by U.S. WATER The future of water A subsidiary of ALLETE | COBALT BOATS Has been acquired by Malibu BOATS | English COLOR Has been recapitalized by WEST VIEW CAPITAL PARTNERS | a portfolio company of MERIT CAPITAL PARTNERS and AIGLON CAPITAL Has been acquired by CSG CONSTRUCTION SUPPLY GROUP a portfolio company of THE STERLING GROUP | TRISTONE a portfolio company of BAVARIA Industries Group AG has been acquired by ANHUI ZHONGHONG HOLDING (GROUP) CO., LTD. | BRAUN powerful solutions a portfolio company of SEAFORT ADVISORS Has been recapitalized by Deutsche Beteiligungs AG |
| Has acquired Central WHOLESALERS, INC. | a portfolio company of SVOBODA CAPITAL PARTNERS Has been recapitalized by THE STERLING GROUP | FIVE STAR Food Service a portfolio company of Navigation capital partners Has been recapitalized by PNC RIVERARCH CAPITAL | a portfolio company of GEYTRON has been recapitalized by Goldman Sachs | a portfolio company of ENDLESS has been acquired by LKQ 2018 Recycled - Affiliated by Raytheon | DELANEY Old World Quality New Age Design Has been recapitalized by HCI EQUITY PARTNERS |
| a portfolio company of MONOMOY CAPITAL PARTNERS has been acquired by AGRATI GROUP FASTENING SYSTEMS | HFI HAPPY FLOORS Has been recapitalized by LINSALATA CAPITAL PARTNERS | a portfolio company of BAVARIA Industries Group AG Has been acquired by 中鼎集团 | Thyssen'sche Handelsgesellschaft m.b.H. Has acquired Anomatic DESIGN. MANUFACTURE. FINISH. | BOSTON PLASTICS a portfolio company of BAIRD Has been recapitalized by USF US SARATHANE CORPORATION THE GORES GROUP | Environmental Disposal Corporation has been acquired by AMERICAN WATER |
| Has been recapitalized by FALCONHEAD CAPITAL | WAFSA Has been acquired by DEMMELE AG Aetna | DEXTER a portfolio company of THE STERLING GROUP has acquired TITAN BRAKES & ACTUATORS | SELLE SUPPLY COMPANY and PBI Supply, Inc. Have been acquired by DISTRIBUTION INTERNATIONAL a portfolio company of Advent International | Silbitz Group a portfolio company of VTC has been recapitalized by Deutsche Beteiligungs AG | SUTRON has been acquired by DANAHER Fairness Opinion |

SELECT DEBT AND EQUITY OFFERING TRANSACTIONS

| | | | | | |
|--|---|---|--|---|--|
| Beacon Roofing Supply, Inc. \$345,503,125 Follow-on Offering Co-Manager | Malibu BOATS \$58,075,000 Follow-on Offering Bookrunning Manager | GMS a portfolio company of AEA \$189,750,000 Follow-on Offering Co-Manager | FBM a portfolio company of LONE STAR FUNDS \$206,080,000 Initial Public Offering Co-Manager | GMS a portfolio company of AEA \$233,780,625 Follow-on Offering Co-Manager | AQUAVENTURE HOLDINGS \$117,000,000 Initial Public Offering Co-Manager |
| GMS a portfolio company of AEA \$169,050,000 Initial Public Offering Co-Manager | HD SUPPLY \$1,000,000,000 Senior Unsecured Notes Co-Manager | DSC DS CONTAINERS \$160,000,000 Senior Credit Facility Sole Placement Agent | CHALLENGE MANUFACTURING \$230,000,000 Secured Credit Facilities Equipment Lease | FALLBROOK TECHNOLOGIES Has received a Pre-IPO Financing investment \$35,000,000 | HD SUPPLY a portfolio company of Bain Capital THE CARLISLE GROUP KROGER \$1,250,000,000 Senior Secured Notes Co-Manager |

Note: Includes transactions completed by senior bankers while at prior firms.

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