



Manufacturing Update Q1 2020

The Mufson Howe Hunter Manufacturing Update is designed to provide business leaders, investors, and industry professionals an update on current market trends and important developments within the manufacturing sector of the economy. This monthly report contains information on select companies in various subsectors within manufacturing emphasizing financial performance, stock performance, and recent news.

Macro-Economic Trends

	Feb-20	Mar-20	Trend
PMI	50.1	49.1	Negative
Total Unemployment	3.5	4.4	Negative
CPI Monthly Change	0.1	-0.4	Positive
PPI Monthly Change	-0.6	-0.2	Negative
Industrial Production	109.6	103.7	Negative
Capacity Utilization	77.0	72.7	Negative
Manufacturing Production	104.9	98.3	Negative
Manufacturing Utilization	75.0	70.3	Negative

Sector Index Performance

	3-Year	1-Year	3-Month
Aerospace & Defense	-7.2%	-30.9%	-35.4%
Components & Materials	-41.3%	-40.5%	-35.0%
Industrial Equipment	32.6%	3.8%	-18.7%
Engineering & Industrial Services	-10.7%	-17.7%	-26.4%
NASDAQ	30.3%	-0.4%	-14.2%
S&P	9.4%	-8.8%	-20.0%

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MHH Sectors/Sub-sectors

Aerospace & Defense

- Aerospace
- Defense

Components & Materials

- Electronic Components
- Specialty Materials
- Vehicle Parts and Supplies

Industrial Equipment

- Construction Equipment
- Electrical Equipment
- Measurement, Control and Testing Devices
- Semiconductor Capital Equipment

Engineering & Industrial Services

- Industrial Distribution
- Industrial Recycling
- Technical Services

Note: Please refer to Page 27 for the Universe components.

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MHH's coverage of the Manufacturing Sector spans companies in the following four sectors for each of which our index has been calculated as follows:

The MMH Aerospace & Defense Index is currently comprised of Airbus Group NV, BAE Systems plc, The Boeing Company, Embraer SA, General Dynamics Corp., Honeywell International Inc., Huntington Ingalls Industries, L3Harris Technologies, Lockheed Martin Corp., Northrop Grumman Corp., Raytheon Technologies Corporation, Rolls Royce Holdings plc, Textron Inc., and Thales SA.

The MMH Components & Materials Index is currently comprised of 3M Company, Akzo Nobel NV, Alps Electric Ltd., Amphenol Corp., Aptiv plc, Autoliv Inc., BASF SE, Belden Inc., Bosch Ltd., Celanese Corp., Continental AG, Corning Inc., Denso Corp., Delphi Automotive plc, DowDuPont Inc., Encore Wire Corp., Evonik Industries, Ferro Corp., Johnson Controls Inc., Lear Corp., OMRON Corp., PPG Industries Inc., Solvay SA, Stanley Electric Co. Ltd., TE Connectivity Ltd., and Vishay Intertechnology.

The MMH Industrial Equipment Index is currently comprised of Ametek Inc., Applied Materials Inc., ASML Holding NV, Axcelis Technologies Inc., Brooks Automation Inc., Caterpillar Inc., Cohu Inc., Cummins Inc., Danaher Corp., Deere & Company, Eaton Corp. plc, Emerson Electric Co., Entegris Inc., FARO Technologies Inc., FormFactor Inc., Hubbell Inc., Hyundai Heavy Industries Co. Ltd, KLA-Tencor Corp., LamResearch Corp., MKS Instruments Inc., Nanometrics Inc., Navistar International Corp., Nova Measuring Instruments Ltd., Onto Innovation Inc., Oshkosh Corp., Powell Industries, Inc., Regal Beloit Corp., Rockwell Automation Inc., Schneider Electric SE, Teradyne Inc., Terex Corp., Tokyo Electron Ltd., Veeco Instruments Inc., and Xcerra Corp.

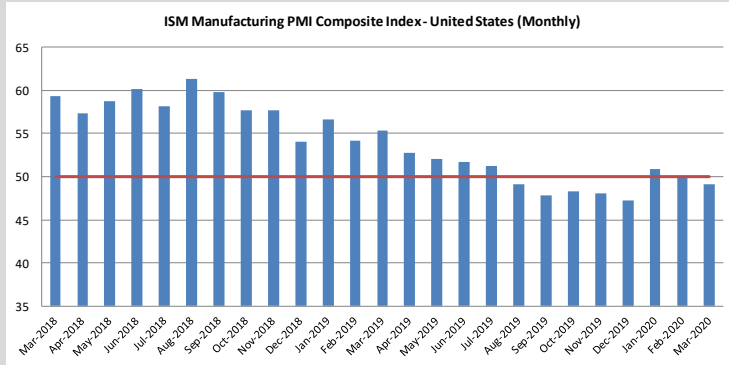
The MMH Engineering & Industrial Services Index is currently comprised of AECOM Technology Corp., Aurubis AG, Balfour Beatty plc, Cardno Ltd., Clean Harbors Inc., Commercial Metals Company, Dowa Holdings Co. Ltd., Fastenal Company, Fluor Corp., HD Supply Holdings Inc., Jacobs Engineering Group Inc., John Wood Group plc, KBR Inc., Lawson Products Inc., MRC Global Inc., MSC Industrial Direct Co. Inc., NV5 Global Inc., Primoris Services Corp., Sims Metal Management Ltd., Tetra Tech Inc., Transcat Inc., Veolia Environnement SA, WW Grainger Inc., and WESCO International Inc.

The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond and correlate to the Index's current performance. In addition, historical performance is not a guarantee or prediction of future results.

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PMI (Purchase Manager Index)

A PMI reading above 50 percent (red line below) indicates that the manufacturing economy is generally expanding and below 50 percent means it is contracting.



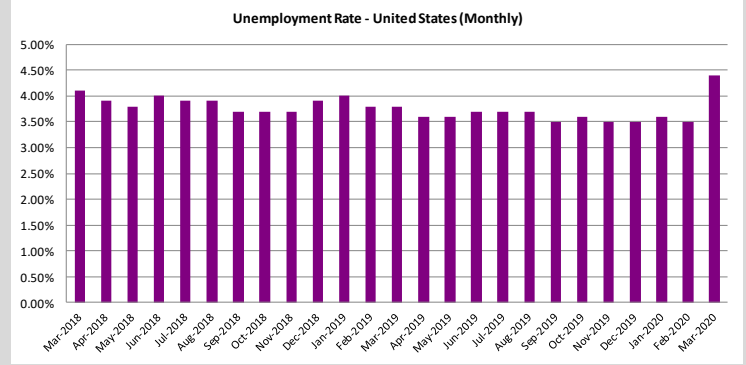
Source: Institute for Supply Management

Commentary

Economic activity in the manufacturing sector contracted in March, while the overall economy grew for the 131st consecutive month. New Orders, Production, Employment, Backlog, Inventories, Prices and Exports & Imports contracted, and Supplier Deliveries slowed at a faster rate.

Unemployment Rate

Unemployment rate is traditionally defined as the percentage of the total labor force that is actively looking for gainful employment.



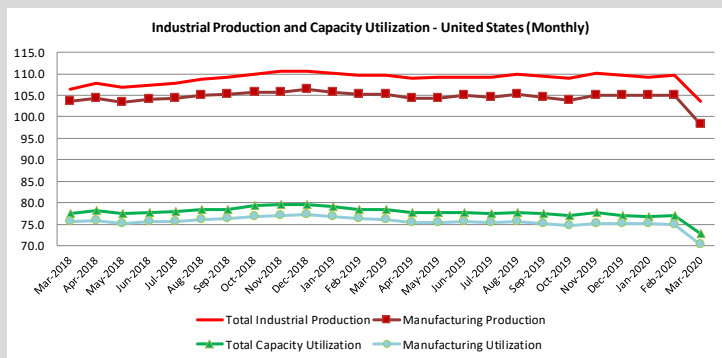
Source: United States Bureau of Labor

Commentary

In March, the unemployment rate rose by 0.9% to 4.4% and the number of unemployed persons rose by 1.4 million to 7.1 million. Total nonfarm payroll employment experienced a drop of 701,000, over 67% of which was attributable to declines in leisure & hospitality related to the effects of coronavirus (COVID-19) and efforts to contain it.

Industrial Production and Capacity Utilization

The Production Index (in red below) measures real output and is expressed as a percentage of real output in a base year, currently 2007. The Capacity Index (in green below), which is an estimate of sustainable potential output, is also expressed as a percentage of real output in 2007.



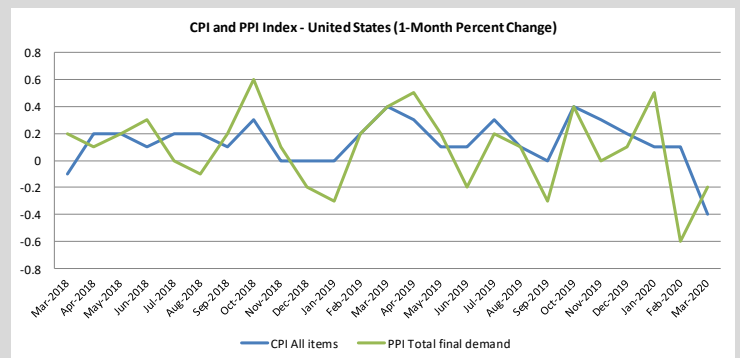
Source: United States Federal Reserve

Commentary

In March, industrial production and manufacturing output fell by 5.4% and 6.3%, respectively, representing their largest decreases since January 1946 and February 1946, respectively. At 103.7% of its 2012 average, total industrial production was 5.5% lower in March than it was a year earlier, as the COVID-19 pandemic led many factories to suspend operations late in the month.

Producer Price Index (PPI) and Consumer Price Index (CPI)

The PPI measures the average change over time in prices received (price changes) by producers for domestically produced goods, services and construction. The CPI measures changes in the prices paid by urban consumers for a representative basket of goods and services.



Source: United States Bureau of Labor

Commentary

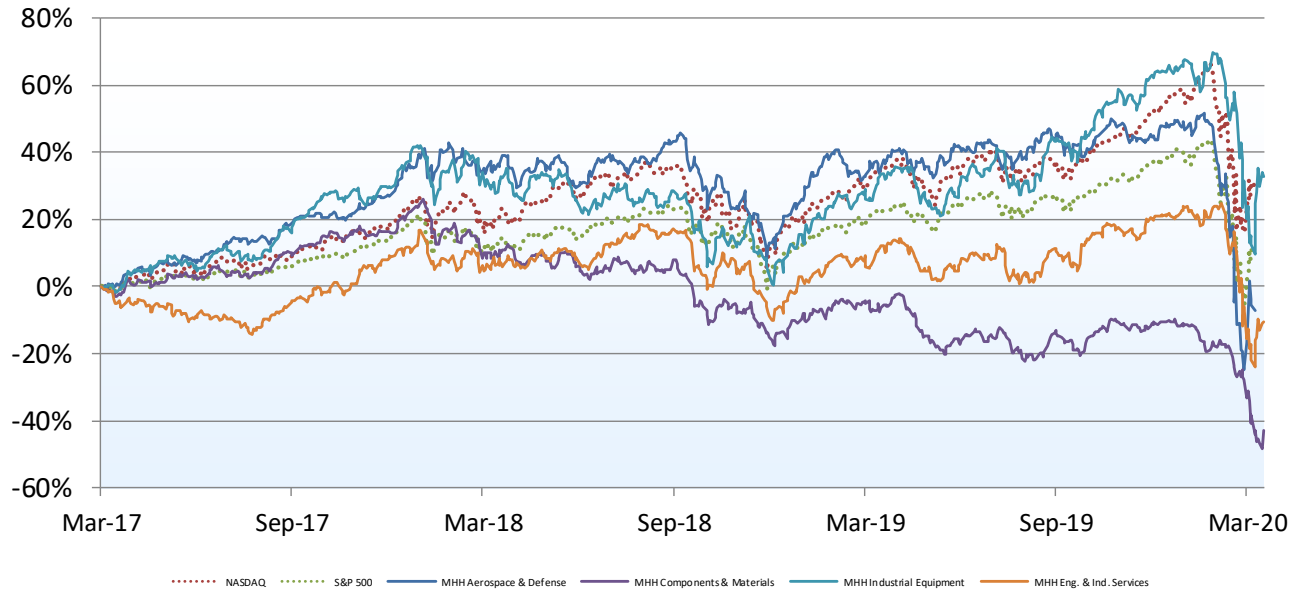
CPI for all items fell 0.4% in March, driven by sharp declines in in the gasoline, airline fares, lodging away from home and apparel indexes. PPI for final demand fell 0.2% in March, as the 1.0% decrease in the final demand goods index related to the 6.7% drop in energy prices more than offset the 0.2% increase in final demand services index related to increasing trade margins.

Sector Index Performance

Comparative Sector Index Performance (Last Three Years)

Last Three Years

Daily from March 31, 2017 to March 31, 2020
Price as Percent of Base (March 31, 2017 = 0%)

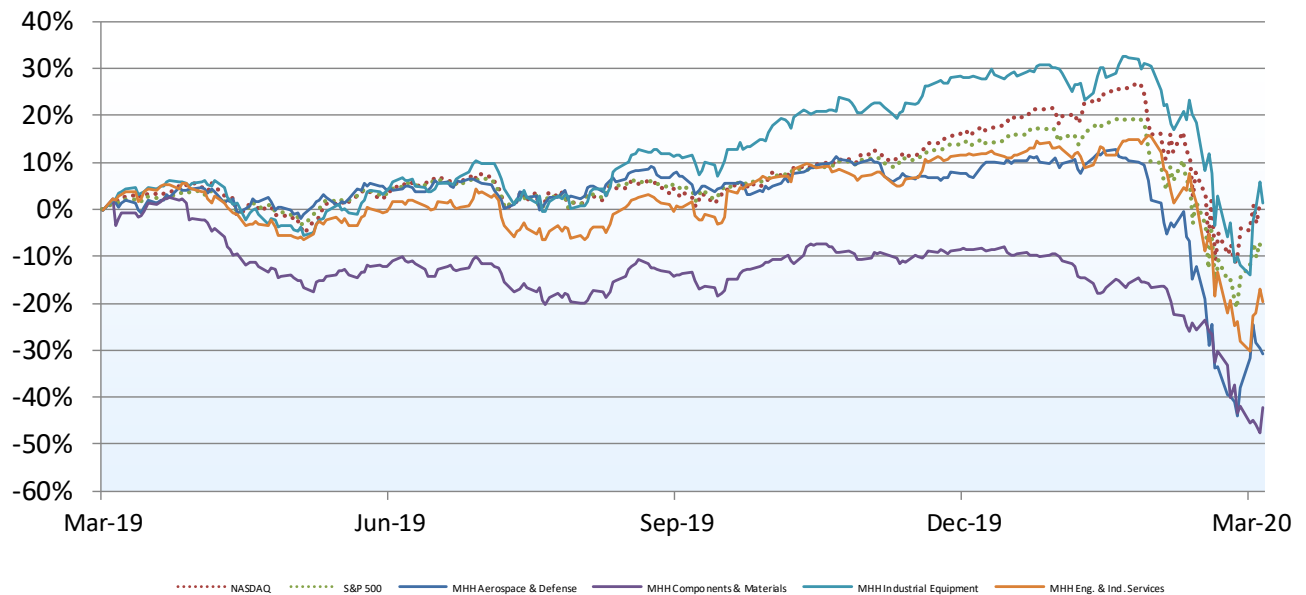


Source: CapitalIQ

Comparative Sector Index Performance (Last Twelve Months)

Last Twelve Months

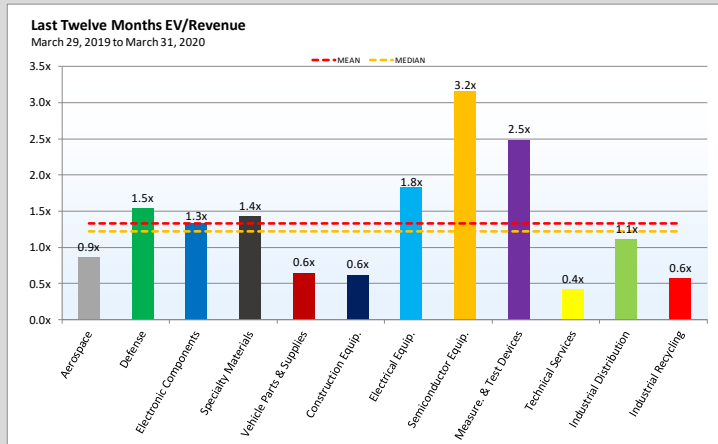
Daily from March 29, 2019 to March 31, 2020
Price as Percent of Base (March 29, 2019 = 0%)



Source: CapitalIQ

Subsector Trading Multiples & Margins

Comparative Subsector LTM EV/Revenue

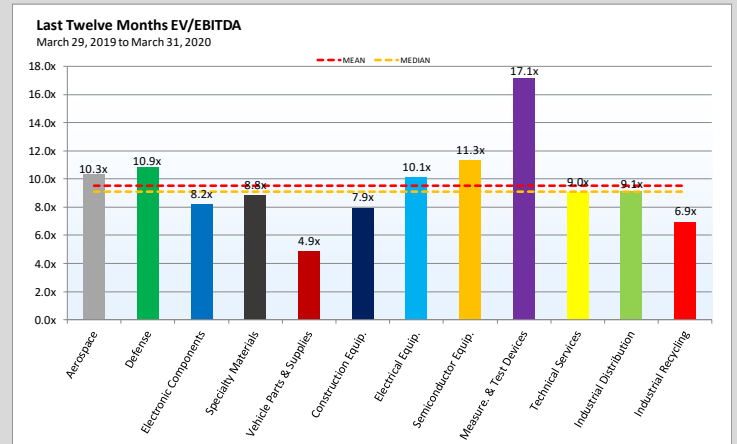


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean EV/Revenue of 1.3x and a median of 1.2x. Of the subsectors, Semiconductor Capital Equipment had the high multiple at 3.2x and Technical Services had the low multiple at 0.4x.

Comparative Subsector LTM EV/EBITDA

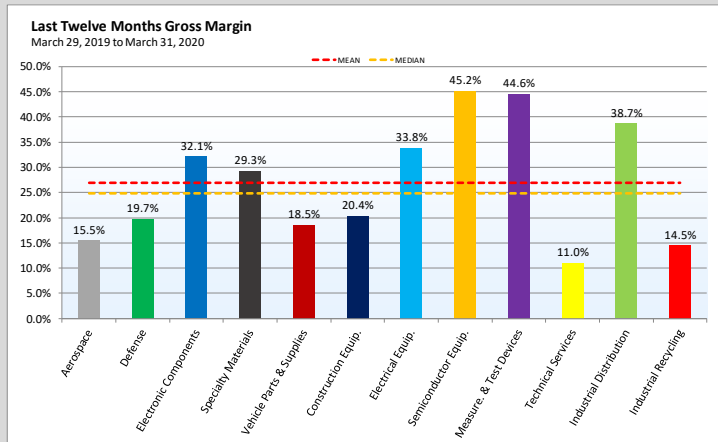


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean EV/EBITDA of 9.5x and a median of 9.1x. Of the subsectors, Measurement, Control, and Testing Devices had the high multiple at 17.1x and Vehicle Parts & Supplies had the low multiple at 4.9x.

Comparative Subsector LTM Gross Margin

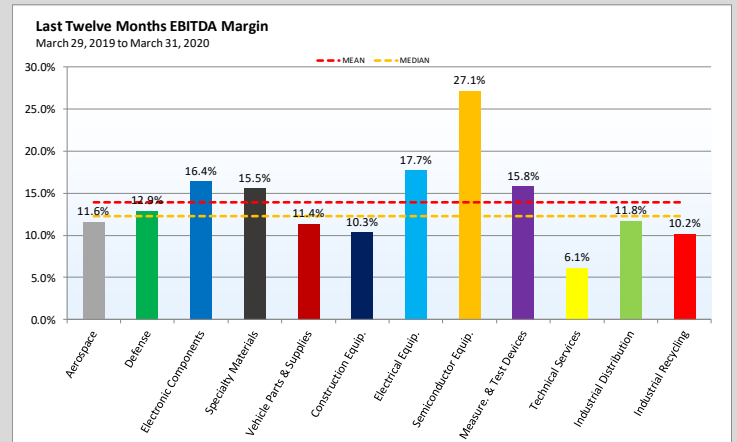


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean Gross Margin of 26.9% and a median of 24.8%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 45.2% and Technical Services had the low margin at 11.0%.

Comparative Subsector LTM EBITDA Margin

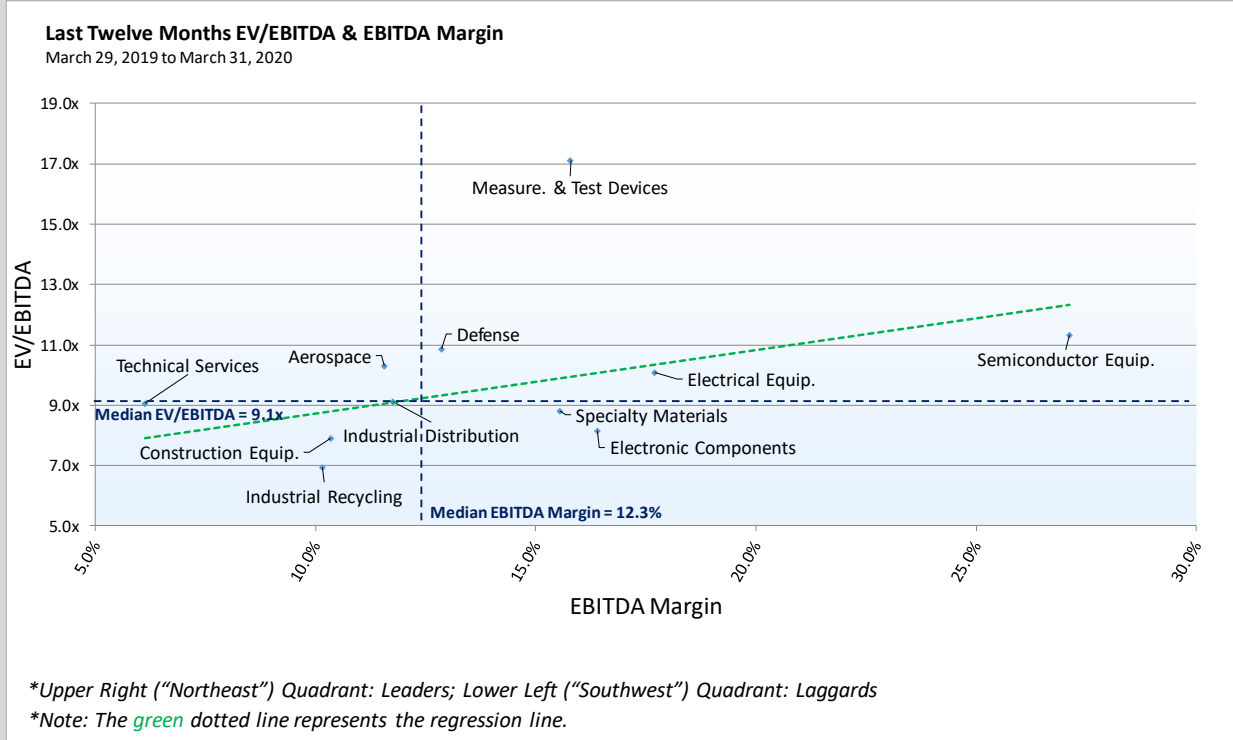


Source: CapitalIQ

Commentary

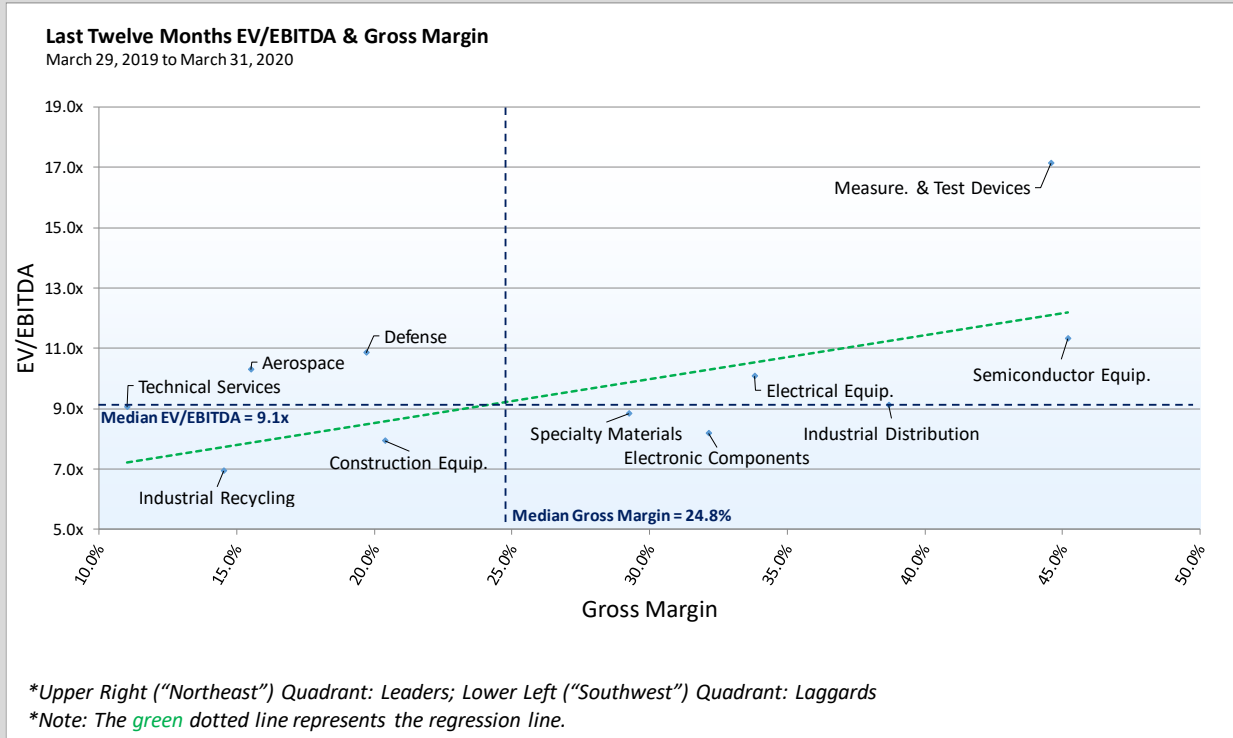
During the last twelve months, our index subsectors had a mean EBITDA Margin of 13.9% and a median of 12.3%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 27.1% and Technical Services had the low margin at 6.1%.

Index Subsector LTM EV/EBITDA vs. EBITDA Margin



Source: CapitalIQ

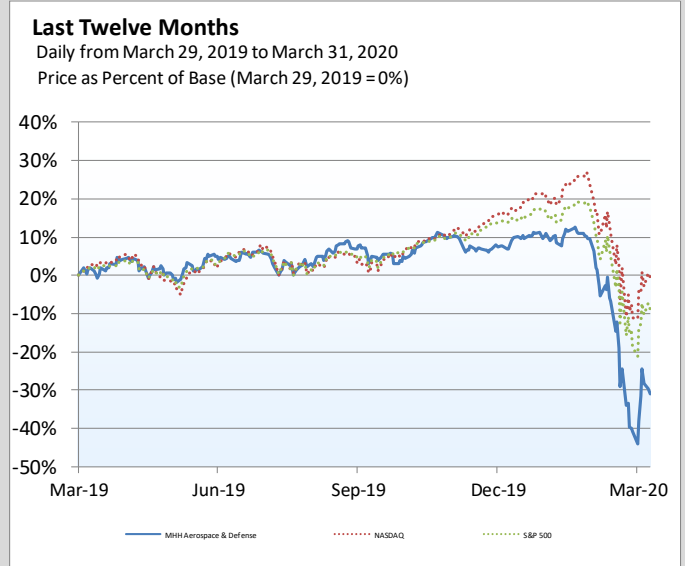
Index Subsector LTM EV/EBITDA vs. Gross Margin



Source: CapitalIQ

Comparative Index Performance

The Mufson Howe Hunter Aerospace & Defense Index^(a) decreased by 35.4% during the three months ending March 31, 2020.



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Aerospace & Defense Index ^(a)	-7.2%	-30.9%	-35.4%
NASDAQ	30.3%	-0.4%	-14.2%
S&P 500	9.4%	-8.8%	-20.0%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Aerospace & Defense Index is comprised of all companies listed on the following page.

Please see Page 13 for sector news

Highlighted M&A Transaction – Aerospace and Defense

Target	Acquirer	Value*
		\$350.0

Huntington Ingalls Industries, Inc. (NYSE:HII) entered into an agreement to acquire Hydroid, Inc. from Kongsberg Maritime AS for approximately \$350 million on February 4, 2020. Hydroid is a leading provider of advanced marine robotics to the defense and maritime markets, and will become part of Huntington Ingalls Industries' Technical Solutions Unmanned Systems business unit. In conjunction with the transaction, Huntington Ingalls Industries and Kongsberg Maritime have established a strategic alliance to jointly market naval and maritime products and services to the U.S. government market and global markets.

M&A List continues on Page 13

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Aerospace & Defense

Selected Valuation Metrics

(\$ in USD millions, except per share data)

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Aerospace											
Raytheon Technologies Corporation (RTX)	\$94.33	\$80,960	\$122,470	\$77,046	\$14,056	\$5.82	1.59x	8.7x	16.2x	26.2%	18.2%
The Boeing Company (BA)	149.14	84,149	102,968	76,559	169	-2.81	1.34x	NM	NM	6.2%	0.2%
Honeywell International Inc. (HON)	133.79	94,628	101,138	36,709	8,592	6.35	2.76x	11.8x	21.1x	33.7%	23.4%
Airbus SE (ENXTPA:AIR)	65.21	51,037	48,433	79,091	3,754	0.81	0.61x	12.9x	NM	14.9%	4.7%
Thales S.A. (ENXTPA:HO)	83.93	17,858	21,802	20,650	2,467	4.34	1.06x	8.8x	19.4x	24.6%	11.9%
Rolls-Royce Holdings plc (LSE:RR.)	4.24	8,135	9,676	21,968	-275	-0.39	0.44x	NM	NM	5.7%	NM
Textron Inc. (TXT)	26.67	6,071	8,981	13,630	1,576	2.72	0.66x	5.7x	9.8x	16.1%	11.6%
Embraer S.A. (BOVESPA:EMBR3)	1.84	1,356	561	2,604	22	-0.03	0.22x	25.4x	NM	13.7%	0.8%
Mean		\$43,024	\$52,004	\$41,032	\$3,795	\$2.10	1.08x	12.2x	16.6x	17.6%	10.1%
Median		34,447	35,117	29,339	2,022	1.77	0.86x	10.3x	17.8x	15.5%	11.6%
Defense											
Lockheed Martin Corporation (LMT)	\$338.95	\$95,487	\$107,776	\$61,127	\$8,690	\$16.08	1.76x	12.4x	21.1x	13.5%	14.2%
Northrop Grumman Corporation (NOC)	302.55	50,719	63,922	33,841	3,987	9.37	1.89x	16.0x	32.3x	21.5%	11.8%
General Dynamics Corporation (GD)	132.31	38,311	51,196	39,350	5,493	9.03	1.30x	9.3x	14.7x	17.9%	14.0%
L3Harris Technologies, Inc. (LHX)	180.12	39,067	46,264	18,526	3,558	6.67	2.50x	13.0x	27.0x	28.9%	19.2%
BAE Systems plc (BA.)	6.50	20,833	23,396	24,243	2,624	0.41	0.97x	8.9x	16.0x	64.5%	10.8%
Huntington Ingalls Industries, Inc. (HII)	182.21	7,420	8,830	8,899	982	10.84	0.99x	9.0x	16.8x	17.2%	11.0%
Mean		\$41,973	\$50,231	\$30,998	\$4,222	\$8.73	1.57x	11.4x	21.3x	27.3%	13.5%
Median		38,689	48,730	29,042	3,773	9.20	1.53x	10.9x	18.9x	19.7%	12.9%

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close March 31, 2020.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

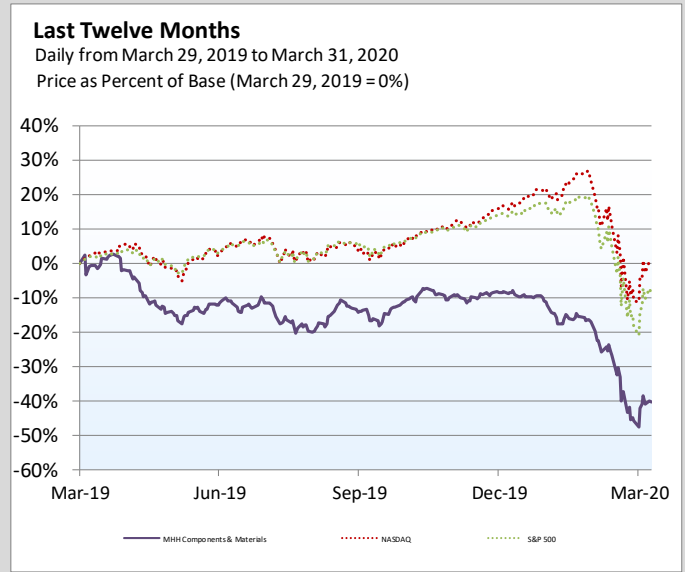
(3) As of December 31, 2019 excluding LMT (March 29, 2020); TXT (January 4, 2020) and LHX (January 3, 2020).

(4) Excludes non-recurring and discontinued operations.

Note: As a result of the merger between United Technologies Corporation (formerly UTX) and the Raytheon Company (formerly RTN), we have removed United Technologies Corporation from the Aerospace segment and the Raytheon Company from the Defense segment, and have added Raytheon Technologies Corporation (RTX) to the Aerospace segment of our Aerospace & Defense Index.

Comparative Index Performance

The Mufson Howe Hunter Components & Materials Index^(a) decreased by 35.0% during the three months ending March 31, 2020.



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Components & Materials Index ^(a)	-41.3%	-40.5%	-35.0%
NASDAQ	30.3%	-0.4%	-14.2%
S&P 500	9.4%	-8.8%	-20.0%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Components & Materials Index is comprised of all companies listed on the following page.

Please see Page 16 for sector news

Highlighted M&A Transaction – Components & Materials

Target	Acquirer	Value*
		\$3,294.6

BorgWarner Inc. (NYSE:BWA) entered into a definitive transaction agreement to acquire Delphi Technologies PLC (NYSE:DLPH) for \$1.5 billion on January 28, 2020, in a transaction valued at \$3.3 billion. Delphi Technologies engages in the design, development, and manufacture of integrated powertrain technologies worldwide. Delphi Technologies will become a wholly-owned subsidiary of BorgWarner Inc. Current BorgWarner stockholders are expected to own ~84% of the combined company, which will be led by Frédéric Lissalde, BorgWarner's President and CEO, and Kevin Nowlan, BorgWarner's CFO.

M&A List continues on Page 16

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Components & Materials

Selected Valuation Metrics

(\$ in USD millions, except per share data)

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	Price/EBITDA	Price/EPS	Gross Profit	EBITDA
Electronic Components											
TE Connectivity Ltd (TEL)	\$62.98	\$21,044	\$24,806	\$13,269	\$2,901	\$4.02	1.87x	8.6x	15.7x	32.5%	21.9%
Amphenol Corp. (APH)	72.88	21,726	24,689	8,225	1,952	3.09	3.00x	12.6x	23.6x	31.8%	23.7%
Corning Inc. (GLW)	20.54	15,664	23,872	11,503	2,809	0.85	2.08x	8.5x	24.3x	35.1%	24.4%
Omron Corp. (TSE:6645)	52.32	10,712	9,112	6,645	824	1.71	1.37x	11.1x	30.6x	43.5%	12.4%
Belden Inc. (BDC)	36.08	1,640	2,748	2,131	350	2.64	1.29x	7.8x	13.7x	37.4%	16.4%
Alps Electric Ltd (TSE:6770)	9.75	1,993	2,207	7,727	756	0.59	0.29x	2.9x	16.4x	16.8%	9.8%
Vishay Intertechnology (VSH)	14.41	2,083	1,880	2,668	437	1.05	0.70x	4.3x	13.7x	25.2%	16.4%
Encore Wire Corp. (WIRE)	41.99	866	635	1,275	89	2.25	0.50x	7.1x	18.6x	13.0%	7.0%
Mean		\$9,466	\$11,244	\$6,680	\$1,265	\$2.02	1.39x	7.9x	19.6x	29.4%	16.5%
Median		6,398	5,930	7,186	790	1.98	1.33x	8.2x	17.5x	32.1%	16.4%
Specialty Materials											
3M Company (MMM)	\$136.51	\$78,529	\$97,440	\$32,136	\$8,729	\$7.25	3.03x	11.2x	18.8x	47.9%	27.2%
BASF SE (DE:BAS)	47.41	43,547	62,652	66,565	7,932	2.30	0.94x	7.9x	20.6x	26.9%	11.9%
DuPont de Nemours (DD)	34.10	25,213	42,243	21,512	5,181	2.02	1.96x	8.2x	16.9x	35.8%	24.1%
Dow Inc. (DOW)	29.24	21,716	39,312	42,951	6,642	2.41	0.92x	5.9x	12.1x	14.8%	15.5%
PPG Industries, Inc. (PPG)	83.60	19,722	24,407	15,146	2,365	4.85	1.61x	10.3x	17.2x	43.1%	15.6%
Akzo Nobel N.V. (ENXTAM:AKZA)	65.95	12,831	13,952	10,410	1,254	2.38	1.34x	11.1x	27.8x	42.8%	12.0%
Celanese Corp. (CE)	73.39	8,775	12,875	6,297	1,357	5.96	2.04x	9.5x	12.3x	25.5%	21.5%
Evonik Industries AG (DE:EVK)	20.96	9,749	12,195	14,710	2,229	1.53	0.83x	5.5x	13.7x	28.2%	15.2%
Solvay SA (ENXTBR:SOLB)	72.95	7,543	11,425	12,599	2,364	6.68	0.91x	4.8x	10.9x	26.6%	18.8%
Ferro Corporation (FOE)	9.36	770	1,528	1,018	137	0.36	1.50x	11.1x	25.7x	30.3%	13.5%
Mean		\$22,840	\$31,803	\$22,334	\$3,819	\$3.57	1.51x	8.55x	17.60x	32.2%	17.5%
Median		16,277	19,179	14,928	2,365	2.40	1.42x	8.82x	17.06x	29.3%	15.5%
Vehicle Parts and Supplies											
Johnson Controls Inc. (JCI)	\$26.96	\$20,565	\$27,901	\$24,080	\$2,736	\$0.87	1.16x	10.2x	30.9x	32.3%	11.4%
Denso Corp. (TSE:6902)	32.44	25,140	24,572	48,567	5,056	1.89	0.51x	4.9x	17.1x	14.3%	10.4%
Continental AG (DB:CON)	70.62	14,420	19,648	49,914	4,077	8.87	0.39x	4.8x	8.0x	23.8%	8.2%
Aptiv PLC (APTIV)	49.24	12,567	17,134	14,357	2,114	3.06	1.19x	8.1x	16.1x	18.5%	14.7%
Lear Corp. (LEA)	81.25	4,913	6,542	19,810	1,773	10.60	0.33x	3.7x	7.7x	9.6%	8.9%
Autoliv, Inc. (ALV)	46.01	4,017	5,837	8,548	1,324	6.46	0.68x	4.4x	7.1x	18.5%	15.5%
Bosch Ltd. (BSE:500530)	124.96	3,686	3,328	1,459	236	4.55	2.28x	14.1x	27.4x	45.2%	16.2%
Stanley Electric Co. Ltd. (TSE:6923)	19.81	3,208	2,433	3,749	721	1.51	0.65x	3.4x	13.1x	21.9%	19.2%
Delphi Automotive PLC (DLPH)	8.05	693	2,252	4,361	456	1.25	0.52x	4.9x	6.4x	15.0%	10.5%
Mean		\$9,912	\$12,183	\$19,427	\$2,055	\$4.34	0.86x	6.5x	14.9x	22.1%	12.8%
Median		4,913	6,542	14,357	1,773	3.06	0.65x	4.9x	13.1x	18.5%	11.4%

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close March 31, 2020.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

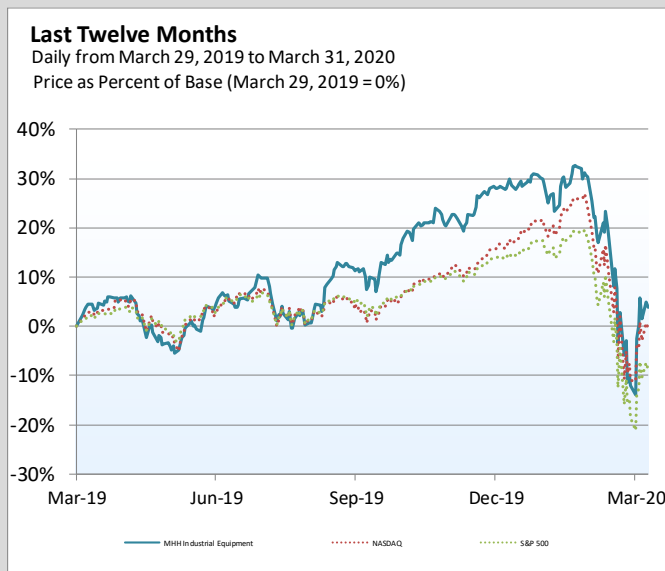
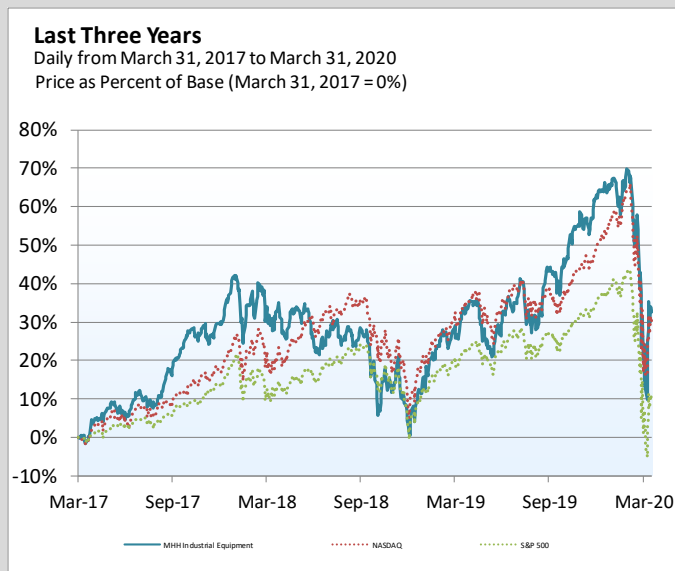
(3) As of December 31, 2019 excluding TEL (December 27, 2019).

(4) Excludes non-recurring and discontinued operations.

Note: As a result of Kyocera Corporation (TSE:6971)'s acquisition of AVX Corporation (formerly AVX), we have removed AVX Corporation from the Electronic Components segment of our Components & Materials Index.

Comparative Index Performance

The Mufson Howe Hunter Industrial Equipment Index^(a) decreased by 18.7% during the three months ending March 31, 2020.



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Industrial Equipment Index ^(a)	32.6%	3.8%	-18.7%
NASDAQ	30.3%	-0.4%	-14.2%
S&P 500	9.4%	-8.8%	-20.0%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Industrial Equipment Index is comprised of all companies listed on the following page.

Please see Page 21 for sector news

Highlighted M&A Transaction – Industrial Equipment

Target	Acquirer	Value*
NAVISTAR	TRATON G R O U P	\$8,122.2

Traton SE (XTRA:8TRA) offered to acquire the remaining 83.2% stake in Navistar International Corporation (NYSE:NAV) for \$2.9 billion on January 30, 2020, in a transaction valued at \$8.1 billion. Under the terms of the offer, Traton will acquire Navistar shares at \$35 per share in cash. Volkswagen AG (XTRA:VOW3), parent of Traton, has signaled its intention to provide funds for financing. Navistar, through its subsidiaries, manufactures and sells commercial trucks, diesel engines, school and commercial buses and service parts for trucks and diesel engines worldwide. The transaction is expected to close by the end of 2020.

M&A List continues on Page 20

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Industrial Equipment

Selected Valuation Metrics

(\$ in USD millions, except per share data)

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA/Revenue	Price/EPS	Gross Profit	EBITDA
Construction Equipment											
Caterpillar Inc. (CAT)	\$116.04	\$63,832	\$94,890	\$53,800	\$10,610	\$8.68	1.76x	8.9x	13.4x	26.9%	19.7%
Deere & Company (DE)	138.16	43,330	85,359	38,880	6,122	8.03	2.20x	13.9x	17.2x	23.4%	15.7%
Cummins Inc. (CMI)	135.32	20,044	22,400	23,571	3,253	11.82	0.95x	6.9x	11.4x	25.4%	13.8%
Hyundai Heavy Industries Co. Ltd (KOSE:A009540)	64.65	4,572	7,038	13,151	601	0.66	0.54x	11.7x	NM	6.5%	4.6%
Navistar International Corp. (NAV)	16.49	1,641	5,512	10,656	696	2.22	0.52x	7.9x	7.4x	15.7%	6.5%
Oshkosh Corp. (OSK)	64.33	4,394	5,123	8,274	856	6.26	0.62x	6.0x	10.3x	17.9%	10.3%
Terex Corp. (TEX)	14.36	1,015	1,786	4,353	385	2.17	0.41x	4.6x	6.6x	20.4%	8.8%
Mean		\$19,832	\$31,730	\$21,812	\$3,217	\$5.69	1.00x	8.6x	11.1x	19.4%	11.4%
Median		4,572	7,038	13,151	856	6.26	0.62x	7.9x	10.9x	20.4%	10.3%
Electrical Equipment											
Schneider Electric SE (ENXTPA:SU)	\$86.35	\$47,525	\$54,649	\$30,477	\$5,465	\$4.63	1.79x	10.0x	18.6x	39.5%	17.9%
Eaton Corporation plc (ETN)	77.69	31,965	40,270	21,390	3,735	3.94	1.88x	10.8x	19.7x	33.0%	17.5%
Emerson Electric Co. (EMR)	47.65	29,154	34,075	17,968	3,713	2.91	1.90x	9.2x	16.4x	42.5%	20.7%
Rockwell Automation Inc. (ROK)	150.91	17,533	19,548	6,737	1,456	6.31	2.90x	13.4x	23.9x	42.5%	21.6%
Amelek Inc. (AME)	72.02	16,506	19,068	5,159	1,378	2.91	3.70x	13.8x	24.7x	34.7%	26.7%
Hubbell Inc. (HUBB)	114.74	6,239	7,729	4,591	762	6.00	1.68x	10.1x	19.1x	29.9%	16.6%
Regal Beloit Corporation (RBC)	62.95	2,559	3,468	3,238	473	4.22	1.07x	7.3x	14.9x	26.9%	14.6%
Powell Industries, Inc. (POWL)	25.67	298	185	542	28	0.95	0.34x	6.6x	27.1x	17.4%	5.2%
Mean		\$18,973	\$22,374	\$11,263	\$2,126	\$3.99	1.91x	10.2x	20.6x	33.3%	17.6%
Median		17,020	19,308	5,948	1,417	4.08	1.84x	10.1x	19.4x	33.8%	17.7%
Measurement, Control, and Testing Devices											
Danaher Corporation (DHR)	\$138.41	\$96,457	\$100,682	\$17,911	\$4,471	\$2.85	5.62x	22.5x	NM	55.7%	25.0%
Xcerra Corporation (XCRA)	25.27	21,425	29,477	28,200	4,169	1.82	1.05x	7.1x	13.9x	33.0%	14.8%
Entegris, Inc. (ENTG)	44.77	6,044	6,683	1,612	444	1.17	4.14x	15.1x	38.3x	45.1%	27.5%
MKS Instruments, Inc. (MKSI)	81.45	4,469	4,900	1,900	386	2.66	2.58x	12.7x	30.7x	44.1%	20.3%
Brooks Automation, Inc. (BRKS)	30.50	2,205	1,939	812	114	0.32	2.39x	17.1x	NM	40.6%	14.0%
FormFactor, Inc. (FORM)	20.09	1,530	1,403	589	95	0.42	2.38x	14.7x	NM	40.4%	16.2%
Onto Innovation Inc. (ONTO)	29.67	1,492	1,197	306	48	0.76	3.91x	24.8x	39.3x	51.1%	15.8%
Nova Measuring Instruments Ltd. (NVMI)	32.65	916	763	225	44	0.86	3.39x	17.2x	37.8x	54.2%	19.8%
Cohu, Inc. (COHU)	12.38	513	747	583	30	(0.73)	1.28x	24.6x	NM	40.9%	5.2%
FARO Technologies, Inc. (FARO)	44.50	783	645	382	8	(0.45)	1.69x	NM	NM	55.3%	2.1%
Axcelis Technologies, Inc. (ACLS)	18.31	601	516	343	28	0.39	1.50x	18.3x	NM	42.0%	8.2%
Nanometrics Incorporated (NANO)	0.12	36	27	9	(5)	(0.01)	3.15x	NM	NM	90.7%	NM
Mean		\$11,373	\$12,415	\$4,406	\$819	\$0.84	2.76x	17.4x	32.0x	49.4%	15.3%
Median		1,511	1,300	586	72	0.59	2.48x	17.1x	37.8x	44.6%	15.8%
Semiconductor Capital Equipment											
ASML Holding NV (ASML)	\$266.43	\$111,342	\$109,779	\$13,340	\$3,618	\$4.75	8.23x ‡	NM ‡	NM	45.3%	27.1%
Applied Materials, Inc. (AMAT)	45.82	42,077	43,591	15,017	3,853	2.24	2.90x	11.3x	20.4x	43.8%	25.7%
Lam Research Corp. (LRCX)	240.00	34,932	34,776	9,549	2,684	9.76	3.64x	13.0x	24.6x	45.2%	28.1%
Tokyo Electron Ltd (TSE:8035)	189.17	29,416	26,700	10,333	2,501	8.97	2.58x	10.7x	21.1x	40.5%	24.2%
KLA-Tencor Corp. (KLAC)	143.74	22,534	24,378	5,279	1,862	5.26	4.62x	13.1x	27.3x	57.8%	35.3%
Teradyne Inc. (TER)	54.17	9,026	8,574	2,505	765	2.18	3.42x	11.2x	24.8x	58.2%	30.5%
Veeco Instruments Inc. (VECO)	9.57	469	539	419	5	(0.61)	1.29x	NM ‡	NM	37.7%	1.3%
Mean		\$35,685	\$35,477	\$8,063	\$2,184	\$4.65	3.08x	11.9x	23.7x	46.9%	24.6%
Median		29,416	26,700	9,549	2,501	4.75	3.16x	11.3x	24.6x	45.2%	27.1%

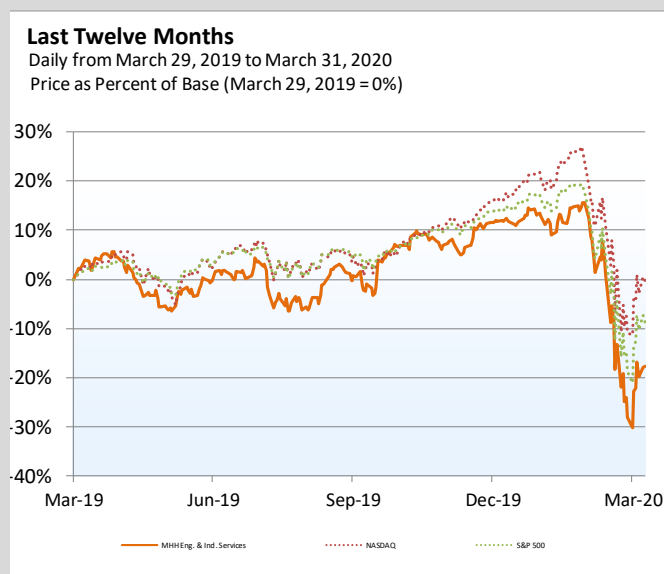
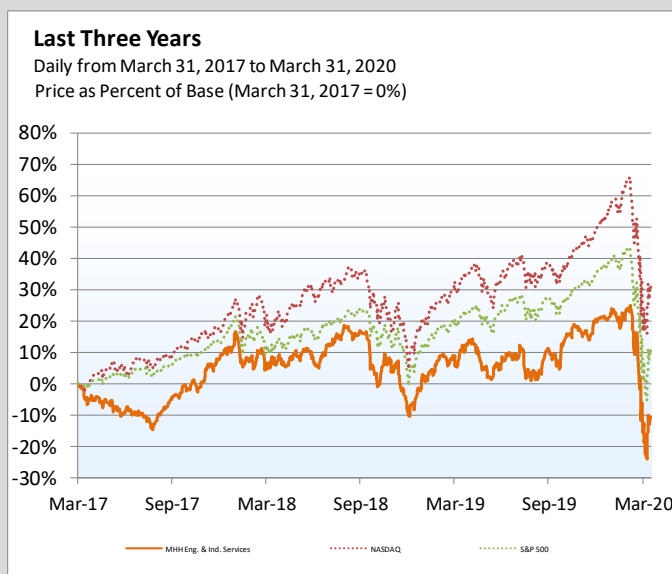
NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months
 ‡ = excluded from Mean and Median calculations
 Source: CapitalIQ

- (1) As of close March 31, 2020.
- (2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.
- (3) As of December 31, 2019 excluding EMR (March 31, 2020); ASML and KLAC (March 29, 2020); ENTG (March 28, 2020); DE (February 2, 2020); NAV (January 31, 2020); AMAT (January 26, 2020); LRCX (December 29, 2019); COHU, FORM and RBC (December 28, 2019) and NANO (July 31, 2019).
- (4) Excludes non-recurring and discontinued operations.

Note: As a result of Onto Innovation Inc. (ONTO)'s acquisition of Rudolph Technologies, Inc. (formerly RTEC), we have removed Rudolph Technologies from the Measurement, Control and Testing Devices segment of our Industrial Equipment Index and have added Onto Innovation in its place.

Comparative Index Performance

The Mufson Howe Hunter Engineering & Industrial Services Index^(a) decreased by 26.4% during the three months ending March 31, 2020.



Price Performance	3-Year	LTM	3 Month
Mufson Howe Hunter Engineering & Industrial Services Index ^(a)	-10.7%	-17.7%	-26.4%
NASDAQ	30.3%	-0.4%	-14.2%
S&P 500	9.4%	-8.8%	-20.0%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Engineering & Industrial Services Index is comprised of all companies listed on the following page.

Please see Page 24 for sector news

Highlighted M&A Transaction – Engineering & Industrial Services

Target	Acquirer	Value*
		ND

Sage Park acquired Clean Harbors Directional Boring Services Ltd. from Clean Harbors, Inc. (NYSE:CLH) on March 3, 2020. Sage Park is a global, operations-focused acquisition group. The transaction creates a new, independent operating business under the name Omni Directional Boring, which provides engineered boring services for the oil & gas, municipal, water, telecommunications and construction sectors. Omni will be led by the same management team and employees.

M&A List continues on Page 24

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Engineering & Industrial Services

Selected Valuation Metrics

(\$ in USD millions, except per share data)

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Industrial Distribution											
Fastenal Company (FAST)	\$31.25	\$17,950	\$18,366	\$5,391	\$1,217	\$1.15	3.41x	15.1x	27.3x	46.9%	22.6%
W.W. Grainger, Inc. (GWW)	248.50	13,338	15,627	11,486	1,636	14.36	1.36x	9.6x	17.3x	38.3%	14.2%
HD Supply Holdings, Inc. (HDS)	28.43	4,605	7,160	6,146	825	2.34	1.17x	8.7x	12.1x	39.1%	13.4%
MSC Industrial Direct Co., Inc. (MSM)	54.97	3,045	3,488	3,319	472	4.39	1.05x	7.4x	12.5x	42.2%	14.2%
WESCO International, Inc. (WCC)	22.85	957	2,343	8,359	402	4.13	0.28x	5.8x	5.5x	18.9%	4.8%
MRC Global Inc. (MRC)	4.26	350	1,425	3,662	178	0.58	0.39x	8.0x	7.3x	17.8%	4.9%
Lawson Products, Inc. (LAWS)	26.72	240	250	371	16	0.76	0.68x	15.4x	35.1x	53.2%	4.4%
Transcat, Inc. (TRNS)	26.50	196	224	172	17	0.81	1.30x	12.9x	32.8x	24.4%	10.1%
Mean		\$5,085	\$6,110	\$4,863	\$595	\$3.56	1.20x	10.4x	18.7x	35.1%	11.1%
Median		2,001	2,915	4,527	437	1.74	1.11x	9.1x	14.9x	38.7%	11.8%
Industrial Recycling											
Veolia Environnement S.A. (ENXTPA:VIE)	\$21.40	\$11,870	\$24,778	\$30,511	\$3,488	\$0.94	0.81x	7.1x	22.8x	16.0%	11.4%
Clean Harbors, Inc. (CLH)	51.34	2,866	4,211	3,412	525	1.65	1.23x	8.0x	31.0x	30.0%	15.4%
Commercial Metals Company (CMC)	15.79	1,880	2,942	5,875	648	2.45	0.50x	4.5x	6.5x	16.4%	11.0%
Dowa Holdings Co., Ltd. (TSE:5714)	26.29	1,556	2,724	4,318	402	2.50	0.63x	6.8x	10.5x	13.0%	9.3%
Aurubis AG (DE:NDA)	41.54	1,848	1,827	12,260	522	5.24	0.15x	3.5x	7.9x	9.7%	4.3%
Sims Limited (ASX:SGM)	3.75	754	864	4,234	86	0.02	0.20x	10.1x	NM	11.5%	2.0%
Mean		\$3,462	\$6,224	\$10,102	\$945	\$2.13	0.59x	6.7x	15.8x	16.1%	8.9%
Median		1,864	2,833	5,096	524	2.05	0.57x	6.9x	10.5x	14.5%	10.2%
Technical Services											
AECOM (ACM)	\$29.85	\$4,735	\$8,584	\$20,053	\$949	\$1.80	0.43x	9.0x	16.6x	4.3%	4.7%
Tetra Tech, Inc. (TTEK)	70.62	3,862	4,338	2,450	242	2.26	1.77x	17.90	31	NM	NM
KBR, Inc. (KBR)	20.68	2,935	3,717	5,639	378	1.06	0.66x	9.8x	19.4x	11.6%	6.7%
John Wood Group, PLC (LSE:WG.)	1.94	1,301	3,246	9,890	549	0.22	0.33x	5.9x	8.7x	11.3%	5.5%
Balfour Beatty plc (LSE:BBY)	2.70	1,845	1,921	9,685	192	0.14	0.20x	10.0x	18.7x	5.2%	2.0%
Primoris Services Corporation (PRIM)	15.90	767	1,251	3,106	226	1.44	0.40x	5.5x	11.0x	10.7%	7.3%
Fluor Corporation (FLR)	6.91	969	1,201	18,520	(119)	(1.62)	0.06x	NM	NM	NM	NM
NV5 Global, Inc. (NVEE)	41.29	532	906	509	58	1.51	1.78x	15.6x	27.4x	48.2%	11.4%
Cardno Limited (ASX:CDD)	0.15	67	171	954	38	0.02	0.18x	4.5x	7.9x	8.5%	3.9%
Jura Energy Corporation (JEC)	0.03	2	22	12	8	0.00	1.85x	2.9x	6.8x	61.9%	63.7%
Mean		\$1,702	\$2,536	\$7,082	\$252	\$0.68	0.77x	9.0x	16.4x	20.2%	13.2%
Median		1,135	1,586	4,373	209	0.64	0.42x	9.0x	16.6x	11.0%	6.1%

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close March 31, 2020.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) As of December 31, 2019 excluding FAST (March 31, 2020); CMC and MSM (February 29, 2020); HDS (February 2, 2020); TTEK (December 29, 2019); NVEE and TRNS (December 28, 2019) and FLR and JEC (September 30, 2019).

(4) Excludes non-recurring and discontinued operations.

Selected Highlights

Selected M&A Transactions – Aerospace & Defense

Announced	Target	Target Description	Acquirer	Value*
Jan 6	Premiair Aviation Maintenance Pty Ltd	Provides maintenance and repair services for private, charter, corporate and government aircrafts	Textron Aviation Inc.	ND
Jan 14	Qinous GmbH	Develops energy storage systems for hybrid stand-alone grids and grid-connected applications	Rolls-Royce Holdings plc (LSE:RR.)	ND
Jan 20	Military Global Positioning System Business of Collins Aerospace	Manufactures global positioning system for military	BAE Systems plc (LSE:BA.)	\$1,925.0
Jan 20	Airborne Tactical Radios Business of Raytheon Company	Designs, manufactures and supplies mission-critical communication systems to the U.S. Department of Defense, allied governments and defense aircraft manufacturers	BAE Systems plc (LSE:BA.)	\$275.0
Feb 4	Hydroid, Inc.	Manufactures marine robotic systems	Huntington Ingalls Industries, Inc. (NYSE:HII)	\$350.0
Feb 25	VisiumKMS Inc. (former sub. of Rolls-Royce Holdings plc [LSE:RR.])	Develops web-based management software to help businesses improve operational risk management and safety	Valsoft Corp	ND

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected News – Aerospace & Defense

Airbus SE (ENXTPA:AIR) reported net income of (\$1,528.4) million for fiscal year 2019 as compared to \$3,496.7 million for the prior year. Earnings per share were (\$1.97) versus \$4.49 for the prior year. Revenues for the year increased to \$79,091.0 million from \$72,941.4 million for fiscal year 2018.

BAE Systems plc (LSE:BA.) reported net income of \$1,954.8 million for fiscal year 2019 as compared to \$1,274.5 million for the prior year. Earnings per share were \$0.61 versus \$0.40 for the prior year. Revenues for the year increased to \$24,243.4 million from \$21,438.7 million for fiscal year 2018.

Embraer S.A. (NYSE:ERJ) reported net income of (\$327.6) million for fiscal year 2019 as compared to (\$172.8) million for the prior year. Earnings per share were (\$0.45) versus (\$0.24) for the prior year. Revenues for the year increased to \$2,604.2 million from \$2,037.6 million for fiscal year 2018.

Selected News – Aerospace & Defense (cont'd)

General Dynamics Corporation (NYSE:GD) reported net income of \$3,484.0 million for fiscal year 2019 as compared to \$3,345.0 million for the prior year. Earnings per share were \$11.98 versus \$11.18 for the prior year. Revenues for the year increased to \$39,350.0 million from \$36,193.0 million for fiscal year 2018.

Honeywell International Inc. (NYSE:HON) reported net income of \$6,143.0 million for fiscal year 2019 as compared to \$6,765.0 million for the prior year. Earnings per share were \$8.41 versus \$8.98 for the prior year. Revenues for the year decreased to \$36,709.0 million from \$41,802.0 million for fiscal year 2018.

Honeywell International Inc. (NYSE:HON) announced the appointment of **Gen. Raymond (Ray) T. Odierno** to its Board of Directors.

Huntington Ingalls Industries, Inc. (NYSE:HII) reported net income of \$549.0 million for fiscal year 2019 as compared to \$836.0 million for the prior year. Earnings per share were \$13.26 versus \$19.09 for the prior year. Revenues for the year increased to \$8,899.0 million from \$8,176.0 million for fiscal year 2018.

Huntington Ingalls Industries, Inc. (NYSE:HII) announced the appointment of **Chad N. Boudreaux** to the role of Chief Legal Officer and Executive Vice President, as well as the appointment of **Adm. Kirkland H. Donald** to the role of Chairman of the Board of Directors.

L3Harris Technologies, Inc. (NYSE:LHX) reported net income of \$1,644.0 million for fiscal year 2020 as compared to \$949.0 million for the prior year. Earnings per share were \$7.35 versus \$7.86 for the prior year. Revenues for the year increased to \$18,526.0 million from \$6,801.0 million for fiscal year 2019.

Lockheed Martin Corporation (NYSE:LMT) announced the appointment of **James D. Taiclet, Jr.** to the role of President and Chief Executive Officer, as well as the appointment of **General Joseph F. Dunford Jr.** to its Board of Directors.

Northrop Grumman Corporation (NYSE:NOC) reported net income of \$2,248.0 million for fiscal year 2019 as compared to \$3,229.0 million for the prior year. Earnings per share were \$13.22 versus \$18.49 for the prior year. Revenues for the year increased to \$33,841.0 million from \$30,095.0 million for fiscal year 2018.

Raytheon Technologies Corporation (NYSE:RTX) reported net income of \$5,537.0 million for fiscal year 2019 as compared to \$5,269.0 million for the prior year. Earnings per share were \$6.41 versus \$6.50 for the prior year. Revenues for the year increased to \$77,046.0 million from \$66,501.0 million for fiscal year 2018.

Raytheon Technologies Corporation (NYSE:RTX) announced the appointment of **Thomas A. Kennedy, George R. Oliver, Dinesh C. Paliwal, James A. Winnefeld, Jr., Robert O. Work, Tracy A. Atkinson** and **Ellen M. Pawlikowski** (current board members of the Raytheon Company) to the join the Raytheon Technologies Corporate Board of Directors upon completion of the merger of United Technologies Corporation and the Raytheon Company.

Rolls-Royce Holdings plc (LSE:RR.) reported net income of (\$1,741.6) million for fiscal year 2019 as compared to (\$3,060.1) million for the prior year. Earnings per share were (\$0.91) versus (\$1.65) for the prior year. Revenues for the year increased to \$21,968.1 million from \$20,046.9 million for fiscal year 2018.

Selected News – Aerospace & Defense (cont'd)

Textron Inc. (NYSE:TXT) reported net income of \$815.0 million for fiscal year 2020 as compared to \$1,222.0 million for the prior year. Earnings per share were \$3.50 versus \$4.83 for the prior year. Revenues for the year decreased to \$13,630.0 million from \$13,972.0 million for fiscal year 2019.

Thales S.A. (ENXTPA:HO) reported net income of \$1,259.0 million for fiscal year 2019 as compared to \$1,124.1 million for the prior year. Earnings per share were \$5.90 versus \$5.27 for the prior year. Revenues for the year increased to \$20,649.8 million from \$18,152.9 million for fiscal year 2018.

The Boeing Company (NYSE:BA) reported net income of (\$636.0) million for fiscal year 2019 as compared to \$10,460.0 million for the prior year. Earnings per share were (\$1.12) versus \$17.85 for the prior year. Revenues for the year decreased to \$76,559.0 million from \$101,127.0 million for fiscal year 2018.

The Boeing Company (NYSE:BA) announced the appointment of **David L. Calhoun** to the role of President and Chief Executive Officer, as well as the appointment of **Susan Doniz** to the role of Chief Information Officer.

Note: All per share results are reported on a fully-diluted basis.

Selected Highlights

Selected M&A Transactions – Components & Materials

Announced	Target	Target Description	Acquirer	Value*
Jan 8	INDUSTRIA CHIMICA REGGIANA - I.C.R. S.p.A	Manufactures composites, coatings, car refinishing, stones and marble care products and hand cleansers	PPG Industries, Inc. (NYSE:PPG)	ND
Jan 14	Wilshire Technologies Inc.	Provides synthetic and natural products for kilo-lab, pilot and commercial development	Evonik Industries AG (XTRA:EVK)	ND
Jan 22	Exa Thermometrics India Private Limited	Designs and manufactures thermistors for temperature sensing	Amphenol Corporation (NYSE:APH)	ND
Jan 28	Delphi Technologies PLC (NYSE:DLPH)	Engages in the design, development, and manufacture of integrated powertrain technologies	BorgWarner Inc. (NYSE:BWA)	\$3,294.6
Jan 30	Redispersible Polymer Powders Business of Nouryon	Produces and delivers building material additives for modern dry mix mortars in construction	Celanese Corporation (NYSE:CE)	ND
Feb 5	Alpha Coating Technologies LLC	Manufactures powder coatings for industrial applications and heat sensitive substrates	PPG Industries, Inc. (NYSE:PPG)	ND
Mar 19	Innovativehealth GROUP, S.L.	Develops therapeutic skin care products for dermatological diseases	Evonik Industries AG (XTRA:EVK)	ND

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected News – Components & Materials

3M Company (NYSE:MMM) reported net income of \$4,570.0 million for fiscal year 2019 as compared to \$5,349.0 million for the prior year. Earnings per share were \$7.81 versus \$8.89 for the prior year. Revenues for the year decreased to \$32,136.0 million from \$32,765.0 million for fiscal year 2018.

Alps Alpine Co., Ltd. (TSE:6770) reported third quarter net income of (\$6.1) million for fiscal year 2020 as compared to \$89.2 million for the prior year period. Earnings per share were (\$0.03) versus \$0.46 for the prior year period. Revenues for the quarter decreased to \$1,884.1 million from \$2,015.9 million for the same period in fiscal year 2019.

Aptiv PLC (NYSE:APTIV) reported net income of \$990.0 million for fiscal year 2019 as compared to \$1,067.0 million for the prior year. Earnings per share were \$3.85 versus \$4.02 for the prior year. Revenues for the year decreased to \$14,357.0 million from \$14,435.0 million for fiscal year 2018.

Selected News – Components & Materials (cont'd)

Aptiv PLC (NYSE:APTV) announced the appointment of **Joseph L. Hooley** to its Board of Directors.

Autoliv, Inc. (NYSE:ALV) reported net income of \$461.5 million for fiscal year 2019 as compared to \$190.4 million for the prior year. Earnings per share were \$5.29 versus \$2.19 for the prior year. Revenues for the year decreased to \$8,547.6 million from \$8,678.2 million for fiscal year 2018.

BASF SE (DE:BAS) reported net income of \$9,450.1 million for fiscal year 2019 as compared to \$5,389.3 million for the prior year. Earnings per share were \$10.27 versus \$5.85 for the prior year. Revenues for the year decreased to \$66,564.9 million from \$68,948.9 million for fiscal year 2018.

Belden Inc. (NYSE:BDC) reported net income of (\$377.0) million for fiscal year 2019 as compared to \$160.9 million for the prior year. Earnings per share were (\$9.32) versus \$3.07 for the prior year. Revenues for the year decreased to \$2,131.3 million from \$2,165.7 million for fiscal year 2018.

Bosch Limited (BSE:500530) reported third quarter net income of \$26.7 million for fiscal year 2020 as compared to \$57.9 million for the prior year period. Earnings per share were \$0.91 versus \$1.90 for the prior year period. Revenues for the quarter decreased to \$356.4 million from \$436.2 million for the same period in fiscal year 2019.

Celanese Corporation (NYSE:CE) reported net income of \$852.0 million for fiscal year 2019 as compared to \$1,207.0 million for the prior year. Earnings per share were \$6.84 versus \$8.91 for the prior year. Revenues for the year decreased to \$6,297.0 million from \$7,155.0 million for fiscal year 2018.

Continental Aktiengesellschaft (DB:CON) reported net income of (\$1,374.7) million for fiscal year 2019 as compared to \$3,317.3 million for the prior year. Earnings per share were (\$6.88) versus \$16.59 for the prior year. Revenues for the year decreased to \$49,914.0 million from \$50,840.9 million for fiscal year 2018.

Corning Incorporated (NYSE:GLW) reported net income of \$960.0 million for fiscal year 2019 as compared to \$1,066.0 million for the prior year. Earnings per share were \$1.07 versus \$1.13 for the prior year. Revenues for the year increased to \$11,503.0 million from \$11,290.0 million for fiscal year 2018.

Delphi Technologies PLC (NYSE:DLPH) reported net income of \$17.0 million for fiscal year 2019 as compared to \$358.0 million for the prior year. Earnings per share were \$0.19 versus \$4.03 for the prior year. Revenues for the year decreased to \$4,361.0 million from \$4,858.0 million for fiscal year 2018.

DENSO Corporation (TSE:6902) reported third quarter net income of \$293.5 million for fiscal year 2020 as compared to \$710.3 million for the prior year period. Earnings per share were \$0.38 versus \$0.91 for the prior year period. Revenues for the quarter decreased to \$11,746.9 million from \$12,347.3 million for the same period in fiscal year 2019.

Dow Inc. (NYSE:DOW) reported net income of (\$1,359.0) million for fiscal year 2019 as compared to \$4,641.0 million for the prior year. Earnings per share were (\$1.84) versus \$6.21 for the prior year. Revenues for the year decreased to \$42,951.0 million from \$49,604.0 million for fiscal year 2018.

Dow Inc. (NYSE:DOW) announced the appointment of **Jim Fitterling** to the role of Chairman of the Board of Directors.

Selected News – Components & Materials (cont'd)

DuPont de Nemours, Inc. (NYSE:DD) reported net income of \$498.0 million for fiscal year 2019 as compared to \$3,845.0 million for the prior year. Earnings per share were \$0.67 versus \$4.96 for the prior year. Revenues for the year decreased to \$21,512.0 million from \$22,594.0 million for fiscal year 2018.

DuPont de Nemours, Inc. (NYSE:DD) announced the appointment of its current Executive Chairman **Edward D. Breen** to the additional role of Chief Executive Officer, as well as the appointment of **Lori Koch** to the role of Chief Financial Officer.

Encore Wire Corporation (NasdaqGS:WIRE) reported net income of \$58.1 million for fiscal year 2019 as compared to \$78.2 million for the prior year. Earnings per share were \$2.77 versus \$3.74 for the prior year. Revenues for the year decreased to \$1,275.0 million from \$1,288.7 million for fiscal year 2018.

Evonik Industries AG (DE:EVK) reported net income of \$2,363.4 million for fiscal year 2019 as compared to \$1,067.1 million for the prior year. Earnings per share were \$5.07 versus \$2.29 for the prior year. Revenues for the year decreased to \$14,709.9 million from \$15,190.1 million for fiscal year 2018.

Ferro Corporation (NYSE:FOE) reported net income of \$6.0 million for fiscal year 2019 as compared to \$80.1 million for the prior year. Earnings per share were \$0.07 versus \$0.94 for the prior year. Revenues for the year decreased to \$1,018.4 million from \$1,082.2 million for fiscal year 2018.

Johnson Controls International plc (NYSE:JCI) reported first quarter net income of \$159.0 million for fiscal year 2020 as compared to \$355.0 million for the prior year period. Earnings per share were \$0.21 versus \$0.39 for the prior year period. Revenues for the quarter increased to \$5,576.0 million from \$5,464.0 million for the same period in fiscal year 2019.

Johnson Controls International plc (NYSE:JCI) announced the appointment of **Phil Clement** to the role of Chief Marketing Officer.

Lear Corporation (NYSE:LEA) reported net income of \$753.6 million for fiscal year 2019 as compared to \$1,149.8 million for the prior year. Earnings per share were \$12.75 versus \$17.22 for the prior year. Revenues for the year decreased to \$19,810.3 million from \$21,148.5 million for fiscal year 2018.

OMRON Corporation (TSE:6645) reported third quarter net income of \$477.7 million for fiscal year 2020 as compared to \$112.4 million for the prior year period. Earnings per share were \$2.33 versus \$0.54 for the prior year period. Revenues for the quarter decreased to \$1,546.5 million from \$1,999.9 million for the same period in fiscal year 2019.

PPG Industries, Inc. (NYSE:PPG) reported net income of \$1,243.0 million for fiscal year 2019 as compared to \$1,341.0 million for the prior year. Earnings per share were \$5.22 versus \$5.47 for the prior year. Revenues for the year decreased to \$15,146.0 million from \$15,374.0 million for fiscal year 2018.

Solvay SA (ENXTBR:SOLB) reported net income of \$132.4 million for fiscal year 2019 as compared to \$1,004.1 million for the prior year. Earnings per share were \$1.28 versus \$9.68 for the prior year. Revenues for the year decreased to \$12,599.0 million from \$12,936.8 million for fiscal year 2018.

Stanley Electric Co., Ltd. (TSE:6923) reported third quarter net income of \$67.2 million for fiscal year 2020 as compared to \$95.5 million for the prior year period. Earnings per share were \$0.41 versus \$0.58 for the prior year period. Revenues for the quarter decreased to \$899.2 million from \$1,036.5 million for the same period in fiscal year 2019.

Selected News – Components & Materials (cont'd)

TE Connectivity Ltd. (NYSE:TEL) reported first quarter net income of \$26.0 million for fiscal year 2020 as compared to \$276.0 million for the prior year period. Earnings per share were \$0.08 versus \$0.80 for the prior year period. Revenues for the quarter decreased to \$3,168.0 million from \$3,347.0 million for the same period in fiscal year 2019.

Vishay Intertechnology, Inc. (NYSE:VSH) reported net income of \$163.9 million for fiscal year 2019 as compared to \$345.8 million for the prior year. Earnings per share were \$1.13 versus \$2.24 for the prior year. Revenues for the year decreased to \$2,668.3 million from \$3,034.7 million for fiscal year 2018.

Note: All per share results are reported on a fully-diluted basis.

Selected Highlights

Selected M&A Transactions – Industrial Equipment

Announced	Target	Target Description	Acquirer	Value*
Jan 7	Reading Alloys, Inc. (former sub. of AMETEK)	Designs, develops and manufactures master alloys, advanced engineered materials and reading alloys	Kymera International	\$250.0
Jan 8	Avnet Data Security Ltd.	Provides IT security consulting services	Rockwell Automation, Inc. (NYSE:ROK)	ND
Jan 10	Sinmat, Inc.	Designs and produces CMP (chemical mechanical planarization) slurries for polishing ultrahard-surface materials	Entegris, Inc. (NasdaqGS:ENTG)	\$75.0
Jan 21	Hydraulics Business of Eaton Corporation plc (NYSE:ETN)	Comprises mobile and industrial hydraulics manufacturing operations	Danfoss Power Solutions Inc.	\$3,000.0
Jan 30	Navistar International Corporation (NYSE:NAV)	Manufactures and sells commercial trucks, diesel engines, school and commercial buses and service parts for trucks and diesel engines	Traton SE (XTRA:8TRA)	\$8,122.2
Feb 3	Power Distribution, Inc.	Designs, manufactures and supplies power distribution and monitoring solutions for critical electrical systems	Eaton Corporation plc (NYSE:ETN)	ND
Feb 4	Connector Products, Inc.	Designs, develops, and manufactures electrical connectors for power utility transmission and distribution systems	Hubbell Incorporated (NYSE:HUBB)	\$28.0
Feb 5	Intellipower, Inc.	Develops, manufactures and sells military, industrial, and commercial uninterruptible power systems (UPS)	AMETEK, Inc. (NYSE:AME)	\$115.0
Feb 10	ECT Everett Charles Technologies Hungary Gyártásellenőrző Kft (former sub. of [NasdaqGS:COHU])	Manufactures POGO Spring Probes for testing bare and loaded printed circuit boards	ND	ND
Feb 19	ASEM S.p.A.	Provides digital home and industrial automation technology products and services	Rockwell Automation, Inc. (NYSE:ROK)	ND
Mar 11	Verdant Environmental Technologies, Inc.	Develops and manufactures products and technologies that focus on energy efficiency	Emerson Electric Co. (NYSE:EMR)	ND

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected News – Industrial Equipment

AMETEK, Inc. (NYSE:AME) reported net income of \$861.3 million for fiscal year 2019 as compared to \$777.9 million for the prior year. Earnings per share were \$3.75 versus \$3.34 for the prior year. Revenues for the year increased to \$5,158.6 million from \$4,845.9 million for fiscal year 2018.

Applied Materials, Inc. (NasdaqGS:AMAT) reported first quarter net income of \$892.0 million for fiscal year 2020 as compared to \$771.0 million for the prior year period. Earnings per share were \$0.96 versus \$0.80 for the prior year period. Revenues for the quarter increased to \$4,162.0 million from \$3,753.0 million for the same period in fiscal year 2019.

Axcelis Technologies, Inc. (NasdaqGS:ACLS) reported net income of \$17.0 million for fiscal year 2019 as compared to \$45.9 million for the prior year. Earnings per share were \$0.50 versus \$1.35 for the prior year. Revenues for the year decreased to \$343.0 million from \$442.6 million for fiscal year 2018.

Brooks Automation, Inc. (NasdaqGS:BRKS) reported first quarter net income of \$13.1 million for fiscal year 2020 as compared to \$14.4 million for the prior year period. Earnings per share were \$0.18 versus \$0.20 for the prior year period. Revenues for the quarter increased to \$210.5 million from \$179.4 million for the same period in fiscal year 2019.

Caterpillar Inc. (NYSE:CAT) reported net income of \$6,093.0 million for fiscal year 2019 as compared to \$6,147.0 million for the prior year. Earnings per share were \$10.74 versus \$10.26 for the prior year. Revenues for the year decreased to \$53,800.0 million from \$54,722.0 million for fiscal year 2018.

Cohu, Inc. (NasdaqGS:COHU) reported net income of (\$69.7) million for fiscal year 2019 as compared to (\$32.2) million for the prior year. Earnings per share were (\$1.70) versus (\$1.02) for the prior year. Revenues for the year increased to \$583.3 million from \$451.8 million for fiscal year 2018.

Cummins Inc. (NYSE:CMI) reported net income of \$2,260.0 million for fiscal year 2019 as compared to \$2,141.0 million for the prior year. Earnings per share were \$14.48 versus \$13.15 for the prior year. Revenues for the year decreased to \$23,571.0 million from \$23,771.0 million for fiscal year 2018.

Danaher Corporation (NYSE:DHR) reported net income of \$3,008.2 million for fiscal year 2019 as compared to \$2,650.9 million for the prior year. Earnings per share were \$4.05 versus \$3.74 for the prior year. Revenues for the year increased to \$17,911.1 million from \$17,048.5 million for fiscal year 2018.

Deere & Company (NYSE:DE) reported first quarter net income of \$517.0 million for fiscal year 2020 as compared to \$498.0 million for the prior year period. Earnings per share were \$1.63 versus \$1.54 for the prior year period. Revenues for the quarter decreased to \$7,631.0 million from \$7,984.0 million for the same period in fiscal year 2019.

Deere & Company (NYSE:DE) announced the appointment of **John C. May** (current Board member) to the role of Chairman of the Board of Directors.

Eaton Corporation plc (NYSE:ETN) reported net income of \$2,211.0 million for fiscal year 2019 as compared to \$2,145.0 million for the prior year. Earnings per share were \$5.25 versus \$4.91 for the prior year. Revenues for the year decreased to \$21,390.0 million from \$21,609.0 million for fiscal year 2018.

Eaton Corporation plc (NYSE:ETN) announced the appointment of **April Miller Boise** to its Board of Directors, as well as the appointment of **Aravind Yarlagadda** to the role of Chief Digital Officer and Executive Vice President.

Selected News – Industrial Equipment (cont'd)

FARO Technologies, Inc. (NasdaqGS:FARO) reported net income of (\$62.1) million for fiscal year 2019 as compared to \$4.9 million for the prior year. Earnings per share were (\$3.58) versus \$0.29 for the prior year. Revenues for the year decreased to \$381.8 million from \$403.6 million for fiscal year 2018.

FormFactor, Inc. (NasdaqGS:FORM) reported net income of \$39.3 million for fiscal year 2019 as compared to \$104.0 million for the prior year. Earnings per share were \$0.51 versus \$1.38 for the prior year. Revenues for the year increased to \$589.5 million from \$529.7 million for fiscal year 2018.

Hubbell Incorporated (NYSE:HUBB) reported net income of \$400.9 million for fiscal year 2019 as compared to \$360.2 million for the prior year. Earnings per share were \$7.31 versus \$6.54 for the prior year. Revenues for the year increased to \$4,591.0 million from \$4,481.7 million for fiscal year 2018.

KLA Corporation (NasdaqGS:KLAC) reported second quarter net income of \$380.6 million for fiscal year 2020 as compared to \$369.1 million for the prior year period. Earnings per share were \$2.40 versus \$2.42 for the prior year period. Revenues for the quarter increased to \$1,509.5 million from \$1,119.9 million for the same period in fiscal year 2019.

KLA Corporation (NasdaqGS:KLAC) announced the appointment of **Marie Myers** to its Board of Directors.

Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540) reported net income of \$142.1 million for fiscal year 2019 as compared to (\$439.3) million for the prior year. Earnings per share were \$2.01 versus (\$6.76) for the prior year. Revenues for the year increased to \$13,150.9 million from \$11,822.2 million for fiscal year 2018.

Lam Research Corporation (NasdaqGS:LRCX) reported second quarter net income of \$514.5 million for fiscal year 2020 as compared to \$568.9 million for the prior year period. Earnings per share were \$3.43 versus \$3.51 for the prior year period. Revenues for the quarter increased to \$2,583.5 million from \$2,522.7 million for the same period in fiscal year 2019.

MKS Instruments, Inc. (NasdaqGS:MKSI) reported net income of \$140.4 million for fiscal year 2019 as compared to \$392.9 million for the prior year. Earnings per share were \$2.55 versus \$7.14 for the prior year. Revenues for the year decreased to \$1,899.8 million from \$2,075.1 million for fiscal year 2018.

Navistar International Corporation (NYSE:NAV) reported first quarter net income of (\$36.0) million for fiscal year 2020 as compared to \$11.0 million for the prior year period. Earnings per share were (\$0.36) versus \$0.11 for the prior year period. Revenues for the quarter decreased to \$1,838.0 million from \$2,433.0 million for the same period in fiscal year 2019.

Nova Measuring Instruments Ltd. (NasdaqGS:NVMI) reported net income of \$35.2 million for fiscal year 2019 as compared to \$54.4 million for the prior year. Earnings per share were \$1.23 versus \$1.89 for the prior year. Revenues for the year decreased to \$224.9 million from \$251.1 million for fiscal year 2018.

Onto Innovation Inc. (NYSE:ONTO) reported net income of \$1.9 million for fiscal year 2019 as compared to \$45.1 million for the prior year. Earnings per share were \$0.06 versus \$1.74 for the prior year. Revenues for the year increased to \$305.9 million from \$273.8 million for fiscal year 2018.

Selected News – Industrial Equipment (cont'd)

Oshkosh Corporation (NYSE:OSK) reported first quarter net income of \$75.7 million for fiscal year 2020 as compared to \$109.0 million for the prior year period. Earnings per share were \$1.10 versus \$1.51 for the prior year period. Revenues for the quarter decreased to \$1,695.1 million from \$1,803.4 million for the same period in fiscal year 2019.

Oshkosh Corporation (NYSE:OSK) announced the appointment of current director **Stephen D. Newlin** to the role of Chairman of the Board of Directors, as well as the appointment of **Michael E. Pack** to the role of Chief Financial Officer and Executive Vice President.

Powell Industries, Inc. (NasdaqGS:POWL) reported first quarter net income of \$2.8 million for fiscal year 2020 as compared to (\$2.7) million for the prior year period. Earnings per share were \$0.24 versus (\$0.23) for the prior year period. Revenues for the quarter increased to \$134.2 million from \$109.4 million for the same period in fiscal year 2019.

Regal Beloit Corporation (NYSE:RBC) reported net income of \$238.9 million for fiscal year 2019 as compared to \$231.2 million for the prior year. Earnings per share were \$5.66 versus \$5.26 for the prior year. Revenues for the year decreased to \$3,238.0 million from \$3,645.6 million for fiscal year 2018.

Rockwell Automation, Inc. (NYSE:ROK) reported first quarter net income of \$310.7 million for fiscal year 2020 as compared to \$80.3 million for the prior year period. Earnings per share were \$2.66 versus \$0.66 for the prior year period. Revenues for the quarter increased to \$1,684.5 million from \$1,642.3 million for the same period in fiscal year 2019.

Schneider Electric S.E. (ENXTPA:SU) reported net income of \$2,707.9 million for fiscal year 2019 as compared to \$2,672.3 million for the prior year. Earnings per share were \$4.86 versus \$4.76 for the prior year. Revenues for the year increased to \$30,476.9 million from \$29,448.1 million for fiscal year 2018.

Terex Corporation (NYSE:TEX) reported net income of \$54.4 million for fiscal year 2019 as compared to \$113.7 million for the prior year. Earnings per share were \$0.76 versus \$1.48 for the prior year. Revenues for the year decreased to \$4,353.1 million from \$4,517.2 million for fiscal year 2018.

Tokyo Electron Limited (TSE:8035) reported third quarter net income of \$453.9 million for fiscal year 2020 as compared to \$445.1 million for the prior year period. Earnings per share were \$2.86 versus \$2.70 for the prior year period. Revenues for the quarter increased to \$2,718.6 million from \$2,444.2 million for the same period in fiscal year 2019.

Veeco Instruments Inc. (NasdaqGS:VECO) reported net income of (\$78.7) million for fiscal year 2019 as compared to (\$407.1) million for the prior year. Earnings per share were (\$1.66) versus (\$8.63) for the prior year. Revenues for the year decreased to \$419.3 million from \$542.1 million for fiscal year 2018.

Veeco Instruments Inc. (NasdaqGS:VECO) announced the appointment of **Mary Jane Raymond** to its Board of Directors, as well as the appointment of **Richard A. D'Amore** (current Board member) to the role of Chairman of the Board of Directors.

Note: All per share results are reported on a fully-diluted basis.

Selected Highlights

Selected M&A Transactions – Engineering & Industrial Services

Announced	Target	Target Description	Acquirer	Value*
Jan 8	AMEC Foster Wheeler Nuclear UK Limited	Provides designing, consultancy, engineering and project management services	Jacobs U.K. Limited	ND
Mar 3	Omni Directional Boring (former sub. of Clean Harbors, Inc. [NYSE:CLH])	Provides engineered bore and directional drilling services	Sage Park	ND

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected News – Engineering & Industrial Services

AECOM (NYSE:ACM) reported first quarter net income of \$40.6 million for fiscal year 2020 as compared to \$51.5 million for the prior year period. Earnings per share were \$0.25 versus \$0.32 for the prior year period. Revenues for the quarter decreased to \$3,235.6 million from \$3,356.3 million for the same period in fiscal year 2019.

AECOM (NYSE:ACM) announced the appointment of **Michael S. Burke** to its Board of Directors.

Aurubis AG (XTRA:NDA) reported first quarter net income of \$84.4 million for fiscal year 2020 as compared to \$3.5 million for the prior year period. Earnings per share were \$1.88 versus \$0.08 for the prior year period. Revenues for the quarter increased to \$2,791.8 million from \$2,685.8 million for the same period in fiscal year 2019.

Balfour Beatty plc (LSE:BBY) reported net income of \$172.2 million for fiscal year 2019 as compared to \$172.1 million for the prior year. Earnings per share were \$0.25 versus \$0.25 for the prior year. Revenues for the year increased to \$9,685.5 million from \$8,455.2 million for fiscal year 2018.

Cardno Limited (CDD) reported second quarter net income of \$24.8 million for fiscal year 2020 as compared to \$2.7 million for the prior year period. Earnings per share were \$0.06 versus \$0.01 for the prior year period. Revenues for the quarter increased to \$174.3 million from \$161.1 million for the same period in fiscal year 2019.

Clean Harbors, Inc. (NYSE:CLH) reported net income of \$97.7 million for fiscal year 2019 as compared to \$65.6 million for the prior year. Earnings per share were \$1.74 versus \$1.16 for the prior year. Revenues for the year increased to \$3,412.2 million from \$3,300.3 million for fiscal year 2018.

Commercial Metals Company (NYSE:CMC) reported second quarter net income of \$63.8 million for fiscal year 2020 as compared to \$13.9 million for the prior year period. Earnings per share were \$0.53 versus \$0.12 for the prior year period. Revenues for the quarter decreased to \$1,341.0 million from \$1,402.8 million for the same period in fiscal year 2019.

Commercial Metals Company (NYSE:CMC) announced the appointment of **Peter Matt** to its Board of Directors.

Selected News – Engineering & Industrial Services (cont'd)

Dowa Holdings Co., Ltd. (TSE:5714) reported third quarter net income of \$51.2 million for fiscal year 2020 as compared to \$16.4 million for the prior year period. Earnings per share were \$0.86 versus \$0.28 for the prior year period. Revenues for the quarter increased to \$1,122.3 million from \$1,043.9 million for the same period in fiscal year 2019.

HD Supply Holdings, Inc. (NasdaqGS:HDS) reported net income of \$452.0 million for fiscal year 2020 as compared to \$394.0 million for the prior year. Earnings per share were \$2.71 versus \$2.17 for the prior year. Revenues for the year increased to \$6,146.0 million from \$6,047.0 million for fiscal year 2019.

Jacobs Engineering Group Inc. (NYSE:J) reported first quarter net income of \$257.0 million for fiscal year 2020 as compared to \$124.3 million for the prior year period. Earnings per share were \$1.91 versus \$0.86 for the prior year period. Revenues for the quarter increased to \$3,360.0 million from \$3,083.8 million for the same period in fiscal year 2019.

John Wood Group, PLC (LSE:WG.) reported net income of \$72.0 million for fiscal year 2019 as compared to (\$8.9) million for the prior year. Earnings per share were \$0.11 versus (\$0.01) for the prior year. Revenues for the year decreased to \$9,890.4 million from \$10,014.4 million for fiscal year 2018.

KBR, Inc. (NYSE:KBR) reported net income of \$202.0 million for fiscal year 2019 as compared to \$281.0 million for the prior year. Earnings per share were \$1.41 versus \$1.99 for the prior year. Revenues for the year increased to \$5,639.0 million from \$4,913.0 million for fiscal year 2018.

KBR, Inc. (NYSE:KBR) announced the appointment of **Lynn A. Dugle** to its Board of Directors.

Lawson Products, Inc. (NasdaqGS:LAWS) reported net income of \$7.2 million for fiscal year 2019 as compared to \$6.2 million for the prior year. Earnings per share were \$0.77 versus \$0.67 for the prior year. Revenues for the year increased to \$370.8 million from \$349.6 million for fiscal year 2018.

MRC Global Inc. (NYSE:MRC) reported net income of \$39.0 million for fiscal year 2019 as compared to \$74.0 million for the prior year. Earnings per share were \$0.18 versus \$0.54 for the prior year. Revenues for the year decreased to \$3,662.0 million from \$4,172.0 million for fiscal year 2018.

Primoris Services Corporation (NasdaqGS:PRIM) reported net income of \$82.3 million for fiscal year 2019 as compared to \$77.5 million for the prior year. Earnings per share were \$1.61 versus \$1.50 for the prior year. Revenues for the year increased to \$3,106.3 million from \$2,939.5 million for fiscal year 2018.

Sims Limited (ASX:SGM) reported second quarter net income of (\$32.0) million for fiscal year 2020 as compared to \$27.0 million for the prior year period. Earnings per share were (\$0.16) versus \$0.13 for the prior year period. Revenues for the quarter decreased to \$953.4 million from \$1,176.8 million for the same period in fiscal year 2019.

Tetra Tech, Inc. (NasdaqGS:TTEK) reported first quarter net income of \$47.3 million for fiscal year 2020 as compared to \$42.0 million for the prior year period. Earnings per share were \$0.85 versus \$0.75 for the prior year period. Revenues for the quarter increased to \$614.0 million from \$553.4 million for the same period in fiscal year 2019.

Transcat, Inc. (NasdaqGM:TRNS) reported third quarter net income of \$1.5 million for fiscal year 2020 as compared to \$1.6 million for the prior year period. Earnings per share were \$0.20 versus \$0.21 for the prior year period. Revenues for the quarter increased to \$43.2 million from \$40.9 million for the same period in fiscal year 2019.

Selected News – Engineering & Industrial Services (cont'd)

Veolia Environnement S.A. (ENXTPA:VIE) reported net income of \$701.3 million for fiscal year 2019 as compared to \$504.5 million for the prior year. Earnings per share were \$1.20 versus \$0.74 for the prior year. Revenues for the year increased to \$30,511.4 million from \$29,713.0 million for fiscal year 2018.

W.W. Grainger, Inc. (NYSE:GWW) reported net income of \$849.0 million for fiscal year 2019 as compared to \$782.0 million for the prior year. Earnings per share were \$15.32 versus \$13.73 for the prior year. Revenues for the year increased to \$11,486.0 million from \$11,221.0 million for fiscal year 2018.

WESCO International, Inc. (NYSE:WCC) reported net income of \$223.4 million for fiscal year 2019 as compared to \$227.3 million for the prior year. Earnings per share were \$5.14 versus \$4.82 for the prior year. Revenues for the year increased to \$8,358.9 million from \$8,176.6 million for fiscal year 2018.

Note: All per share results are reported on a fully-diluted basis.

MHH Manufacturing Universe Directory

Company	Sector
3M Company	Components & Materials
AECOM	Eng. & Ind. Services
Airbus Group SE	Aerospace & Defense
Akzo Nobel N.V.	Components & Materials
Alps Electric Co. Ltd.	Components & Materials
AMETEK, Inc.	Industrial Equipment
Amphenol Corporation	Components & Materials
Applied Materials, Inc.	Industrial Equipment
Aptiv PLC	Components & Materials
ASML Holding N.V.	Industrial Equipment
Aurubis AG	Eng. & Ind. Services
Autoliv, Inc.	Components & Materials
Axcelis Technologies, Inc.	Industrial Equipment
BAE Systems plc	Aerospace & Defense
Balfour Beatty plc	Eng. & Ind. Services
BASF SE	Components & Materials
Belden Inc.	Components & Materials
Bosch Ltd	Components & Materials
Brooks Automation, Inc.	Industrial Equipment
Cardno Ltd.	Eng. & Ind. Services
Caterpillar Inc.	Industrial Equipment
Celanese Corporation	Components & Materials
Clean Harbors, Inc.	Eng. & Ind. Services
Cohu, Inc.	Industrial Equipment
Commercial Metals Company	Eng. & Ind. Services
Continental Aktiengesellschaft	Components & Materials
Corning Inc.	Components & Materials
Cummins Inc.	Industrial Equipment
Danaher Corporation	Industrial Equipment
Deere & Company	Industrial Equipment
Delphi Automotive PLC	Components & Materials
DENSO Corporation	Components & Materials
Dowa Holdings Co., Ltd.	Eng. & Ind. Services
Dow Inc.	Components & Materials
DuPont de Nemours, Inc.	Components & Materials
Eaton Corporation plc	Industrial Equipment
Embraer S.A.	Aerospace & Defense
Emerson Electric Co.	Industrial Equipment
Encore Wire Corp.	Components & Materials
Entegris, Inc.	Industrial Equipment
Evonik Industries AG	Components & Materials
FARO Technologies, Inc.	Industrial Equipment
Fastenal Company	Eng. & Ind. Services
Ferro Corporation	Components & Materials
Fluor Corporation	Eng. & Ind. Services
FormFactor, Inc.	Industrial Equipment
General Dynamics Corporation	Aerospace & Defense
HD Supply Holdings, Inc.	Eng. & Ind. Services
Honeywell International Inc.	Aerospace & Defense
Hubbell Incorporated	Industrial Equipment

Company	Sector
Huntington Ingalls Industries, Inc.	Aerospace & Defense
Jacobs Engineering Group Inc.	Eng. & Ind. Services
John Wood Group plc	Eng. & Ind. Services
Johnson Controls Inc.	Components & Materials
KBR, Inc.	Eng. & Ind. Services
KLA-Tencor Corporation	Industrial Equipment
Korea Shipbuilding Co. Ltd.	Industrial Equipment
L3Harris Technologies	Aerospace & Defense
Lam Research Corporation	Industrial Equipment
Lawson Products, Inc.	Eng. & Ind. Services
Lear Corp.	Components & Materials
Lockheed Martin Corporation	Aerospace & Defense
MKS Instruments, Inc.	Industrial Equipment
MRC Global Inc.	Eng. & Ind. Services
MSC Industrial Direct Co., Inc.	Eng. & Ind. Services
Nanometrics Incorporated	Industrial Equipment
Navistar International Corporation	Industrial Equipment
Northrop Grumman Corporation	Aerospace & Defense
Nova Measuring Instruments Ltd.	Industrial Equipment
NV5 Global, Inc.	Eng. & Ind. Services
OMRON Corporation	Components & Materials
Onto Innovation Inc.	Industrial Equipment
Oshkosh Corporation	Industrial Equipment
Powell Industries, Inc.	Industrial Equipment
PPG Industries, Inc.	Components & Materials
Primoris Services Corporation	Eng. & Ind. Services
Raytheon Technologies Corporation	Aerospace & Defense
Regal Beloit Corporation	Industrial Equipment
Rockwell Automation Inc.	Industrial Equipment
Rolls Royce Holdings plc	Aerospace & Defense
Schneider Electric S.E.	Industrial Equipment
Sims Metal Management Limited	Eng. & Ind. Services
Solvay SA	Components & Materials
Stanley Electric Co. Ltd.	Components & Materials
TE Connectivity Ltd.	Components & Materials
Teradyne, Inc.	Industrial Equipment
Terex Corporation	Industrial Equipment
Tetra Tech, Inc.	Eng. & Ind. Services
Textron Inc.	Aerospace & Defense
Thales SA	Aerospace & Defense
The Boeing Company	Aerospace & Defense
Tokyo Electron Limited	Industrial Equipment
Transcat, Inc.	Eng. & Ind. Services
Veeco Instruments Inc.	Industrial Equipment
Veolia Environnement S.A.	Eng. & Ind. Services
Vishay Intertechnology Inc.	Components & Materials
W.W. Grainger, Inc.	Eng. & Ind. Services
WESCO International, Inc.	Eng. & Ind. Services
Xcerra Corporation	Industrial Equipment

Note: As a result of M&A activity, we have removed AVX Corporation (formerly AVX), Rudolph Technologies (formerly RTEC), United Technologies Corporation (formerly UTX) and Raytheon Company (formerly RTN) from our Manufacturing Universe, and have added Raytheon Technologies Corporation (RTX) to our Aerospace & Defense Index and Onto Innovation Inc. (ONTO) to our Industrial Equipment Index.

Mufson Howe Hunter & Company LLC is an independent investment bank for middle-market companies. We focus on selling businesses, buy-outs, acquisitions, and raising capital. Unique to the middle market, our senior bankers have extensive corporate finance experience and deep knowledge of the capital markets.

Mergers & Acquisitions

- Advise buyers and sellers (public and private companies)
- Sale of businesses, strategic acquisitions, management buy-outs, and industry build-ups

Raise Capital

- Equity (control and non-control)
- Mezzanine financing
- Senior and junior debt
- Typically raise capital from banks, finance companies, private investment funds, and private equity groups

Financial Advisory Services

- Analysis of business strategies and options
- Fairness opinions
- Valuations

The Mufson Howe Hunter Manufacturing Update Indices

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