



Mufson Howe Hunter

Manufacturing Update

Q2 2023

Primary MHH Manufacturing Contacts

Michael J. Howe

Managing Director
Direct Dial: 215.399.5413
Mobile: 215.808.0160
mhowe@mhco.com

Michael J. Gorman

Director
Direct Dial: 215.399.5416
Mobile: 610.731.9126
mgorman@mhco.com

Isabel Schaefer

Vice President
Direct Dial: 215.399.5418
Mobile: 610.888.1937
ischaef@mhco.com

Mufson Howe Hunter & Company LLC is a middle-market focused investment bank providing M&A, capital raising, and financial advisory services.

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The Mufson Howe Hunter (MHH) 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 manufacturing subsectors, emphasizing financial performance, stock performance, and recent news.

Macro-Economic Trends

	May-23	Jun-23	Trend
PMI	46.9	46.0	Negative
Total Unemployment	3.7	3.6	Positive
CPI Monthly Change	0.1	0.2	Negative
PPI Monthly Change	-0.4	0.1	Negative
Industrial Production	102.8	102.2	Negative
Capacity Utilization	79.4	78.9	Negative
Manufacturing Production	99.9	99.6	Negative
Manufacturing Utilization	78.3	78.0	Negative

Sector Index Performance

	3-Year	LTM	3-Month
Aerospace & Defense	46.7%	17.4%	1.2%
Components & Materials	21.1%	14.7%	2.2%
Industrial Equipment	86.1%	36.5%	8.7%
Industrial & Technical Services	85.5%	31.8%	7.8%
NASDAQ	37.1%	25.0%	12.8%
S&P 500	43.6%	17.6%	8.3%

Table of Contents

Manufacturing Update

Section 1	Major Economic Indicators.....	3
Section 2	Sector Index Performance.....	5
Section 3	Subsector Statistics.....	6
Section 4	Aerospace & Defense.....	9
Section 5	Components & Materials.....	14
Section 6	Industrial Equipment.....	22
Section 7	Industrial & Technical Services.....	31
Section 8	MHH Manufacturing Universe Directory.....	38

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., Dow Inc., DuPont de Numours, 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 MHH Industrial Equipment Index is currently comprised of Ametek Inc., Applied Materials Inc., ASML Holding NV, Axcelis Technologies Inc., Azenta, 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., Nova Measuring Instruments Ltd., Onto Innovation Inc., Oshkosh Corp., Powell Industries, Inc., Regal Rexnord Corp, Rockwell Automation Inc., Schneider Electric SE, Teradyne Inc., Terex Corp., Tokyo Electron Ltd., and Veeco Instruments Inc.

The MHH Industrial & Technical 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., 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. The information and statistical data contained herein have been obtained from sources that Mufson Howe Hunter believes are reliable, but Mufson Howe Hunter makes no representation or warranty as to the accuracy or completeness of any such information and data and expressly disclaims any and all liability relating to or resulting from your use of these materials. The information and data contained herein are current and only as of the date(s) indicated and Mufson Howe Hunter has no intention, obligation, or duty to update these materials after such date(s). These materials do not constitute an offer to sell or the solicitation of an offer to buy any securities. Copyright © 2023 Mufson Howe Hunter & Company LLC. All rights reserved. The Manufacturing Update is produced by Mufson Howe Hunter. Mufson Howe Hunter provides a full range of investment banking services to manufacturing companies. For more information, please visit www.mhhco.com.

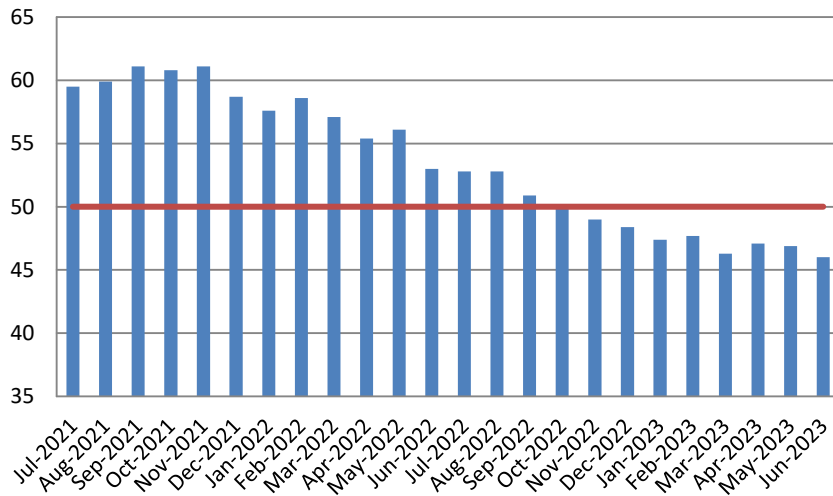
Major U.S. Economic Indicators

Manufacturing Update

Purchase Manager Index (PMI)

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

ISM Manufacturing PMI Composite Index - United States (Monthly)



Commentary

Economic activity in the manufacturing sector as measured by the PMI decreased by 0.9% in June, thus remaining below 50 since November 2022.

In addition, New Orders, Production, Employment, Backlog, Imports, New Export Orders, and Prices all registered a contraction for the month of June 2023.

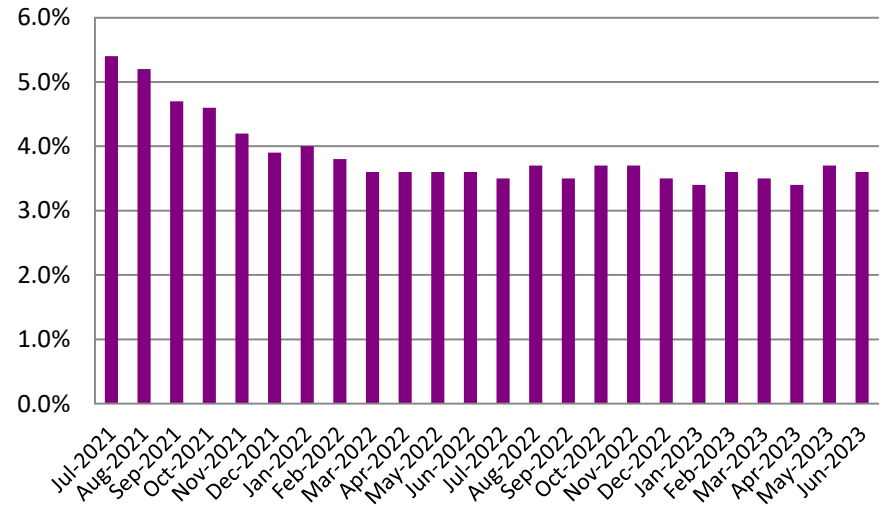
Whereas the Supplier Deliveries Index increased slightly during June 2023.

Source: Federal Reserve Data

Unemployment Rate

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

Unemployment Rate - United States (Monthly)



Commentary

The unemployment rate decreased to 3.6% in June 2023, and the number of unemployed persons decreased to 6.0 million. Notable job gains occurred in government, health care, social assistance, and construction.

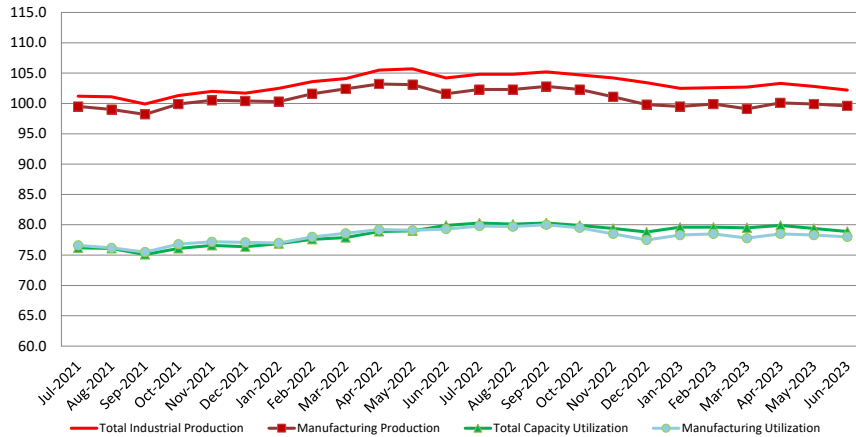
Major U.S. Economic Indicators

Manufacturing Update

Industrial Production and Capacity Utilization

The Production Index (upper graph) measures real output and is expressed as a percentage of real output in a base year, currently 2017. The Capacity Utilization Index (lower graph), an estimate of sustainable potential output, is also expressed as a percentage of real output in 2017 base-year terms.

Industrial Production and Capacity Utilization - United States (Monthly)



Commentary

Industrial production fell by 0.5% in June, and manufacturing output fell by 0.3%. The indexes for mining and utilities fell 0.2% and 2.6%, respectively. At 102.2% of its 2017 average, total industrial production in June was 0.4% below its year-earlier level. Capacity utilization stepped down to 78.9% in June, a rate that is 0.8 percentage points below its long-run average.

Producer Price Index and Consumer Price Index

The PPI measures the average change over time in pricing received by producers of 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.

CPI and PPI Index - United States (1-Month Percent Change)



Commentary

The Consumer Price Index for All Urban Consumers rose 0.2% in June 2023 on a seasonally-adjusted basis. Consumer prices for all items (less food and energy) rose 4.8% over the past 12 months. The Producer Price Index for final demand increased by 0.1% in June; final demand prices rose by 0.1% for the 12 months ended in March.

Sector Index Performance

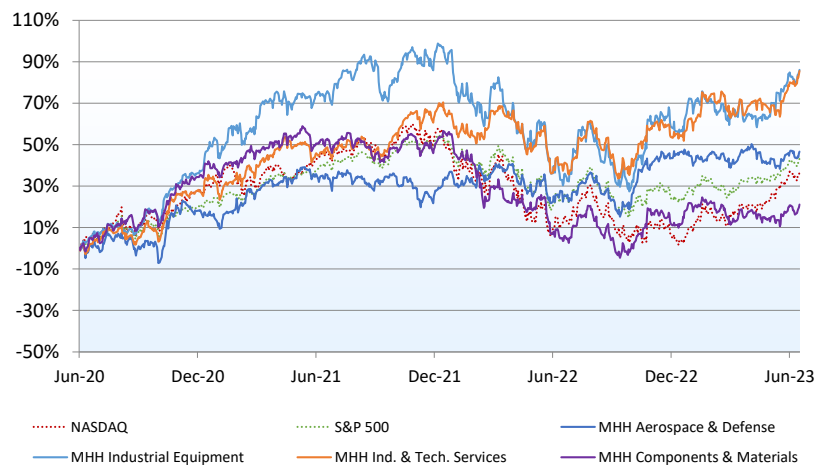
Manufacturing Update

Comparative Index Performance (Last Three Years)

Last Three Years

Daily from June 30, 2020 to June 30, 2023

Price as Percent of Base (June 30, 2020 = 0%)

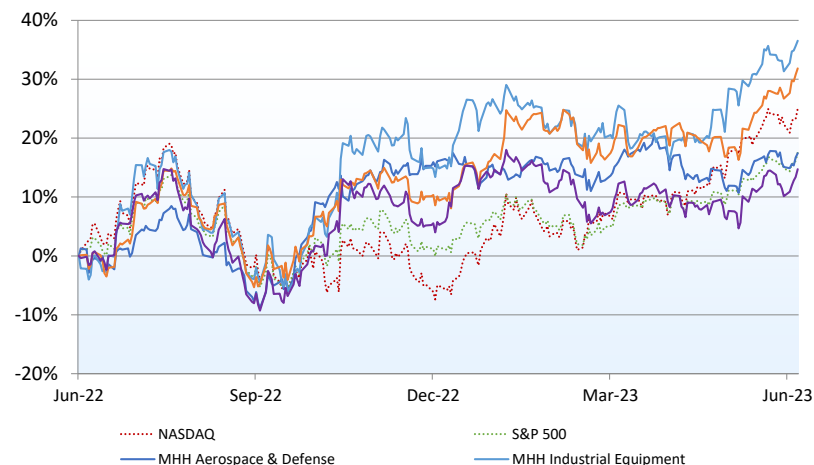


Comparative Index Performance (Last Twelve Months)

Last Twelve Months

Daily from June 30, 2022 to June 30, 2023

Price as Percent of Base (June 30, 2022 = 0%)



Price Appreciation

	3-Year	LTM	3-Month
MHH Aerospace & Defense	46.7%	17.4%	1.2%
MHH Components & Materials	21.1%	14.7%	2.2%
MHH Industrial Equipment	86.1%	36.5%	8.7%
MHH Industrial & Technical Services	85.5%	31.8%	7.8%
NASDAQ	37.1%	25.0%	12.8%
S&P 500	43.6%	17.6%	8.3%

(a) Market cap weighted index assuming no dividend reinvestment.

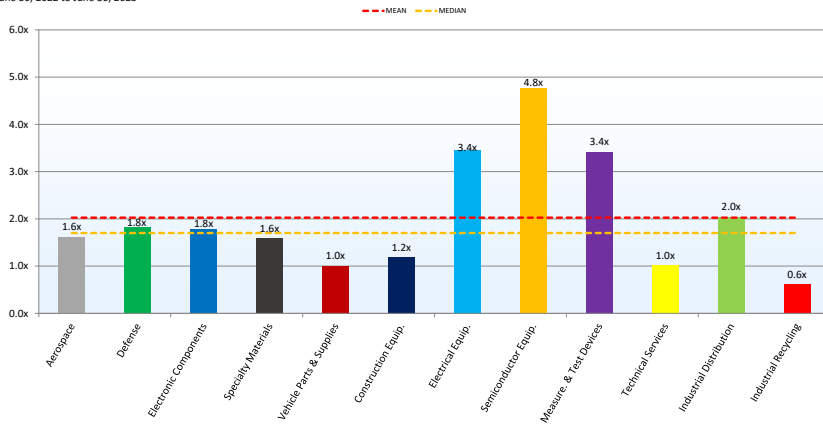
Subsector Statistics

Manufacturing Update

Comparative Subsector LTM EV/Revenue

Last Twelve Months EV/Revenue

June 30, 2022 to June 30, 2023



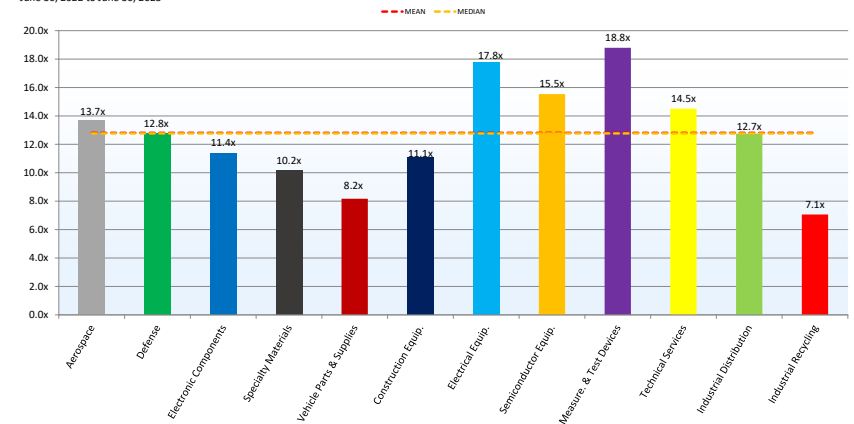
Commentary

During the last twelve months, our subsector indices had a mean EV/Revenue of 2.0x (i.e., red line) and a median of 1.7x (i.e., yellow line). Of the subsectors, Semiconductor Capital Equipment had the high multiple at 4.8x and Industrial Recycling had the low multiple at 0.6x.

Comparative Subsector LTM EV/EBITDA

Last Twelve Months EV/EBITDA

June 30, 2022 to June 30, 2023

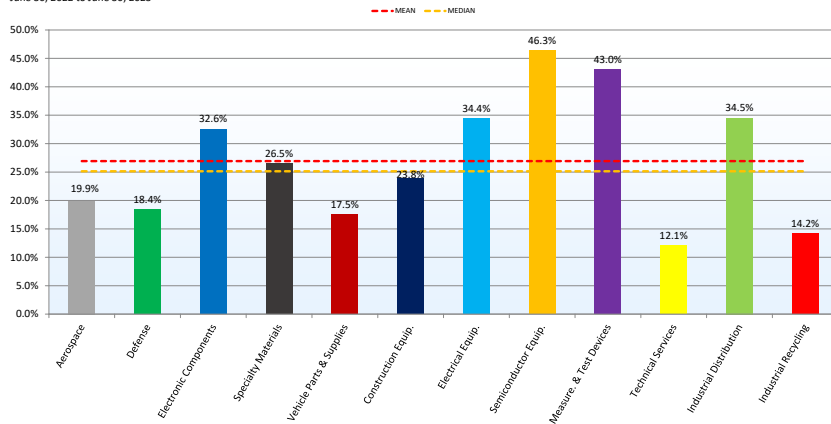


Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 12.8x (i.e., red line) and a median of 12.8x (i.e., yellow line). Of the subsectors, Measurement, Control, & Testing Devices had the high multiple at 18.8x and Industrial Recycling had the low multiple at 7.1x.

Comparative Subsector LTM Gross Margin

Last Twelve Months Gross Margin
June 30, 2022 to June 30, 2023

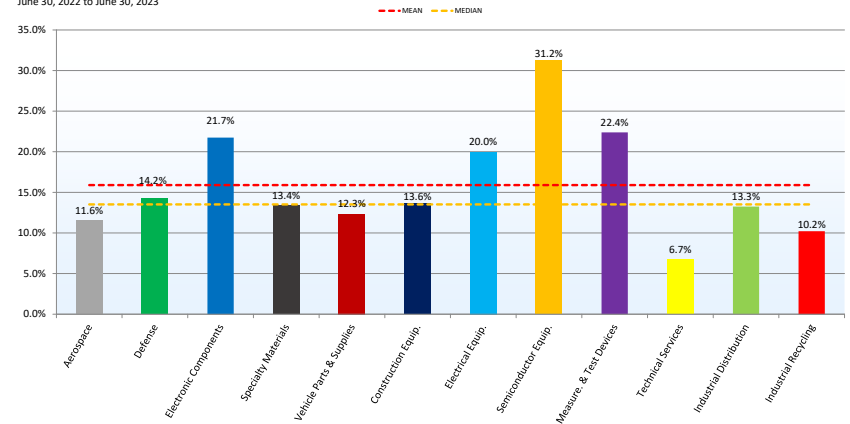


Commentary

During the last twelve months, our subsector indices had a mean Gross Margin of 26.9% (i.e., red line) and a median of 25.1% (i.e., yellow line). Of the subsectors, Semiconductor Capital Equipment had the high margin at 46.3%, and Technical Services had the low margin at 12.1%.

Comparative Subsector LTM EBITDA Margin

Last Twelve Months EBITDA Margin
June 30, 2022 to June 30, 2023



Commentary

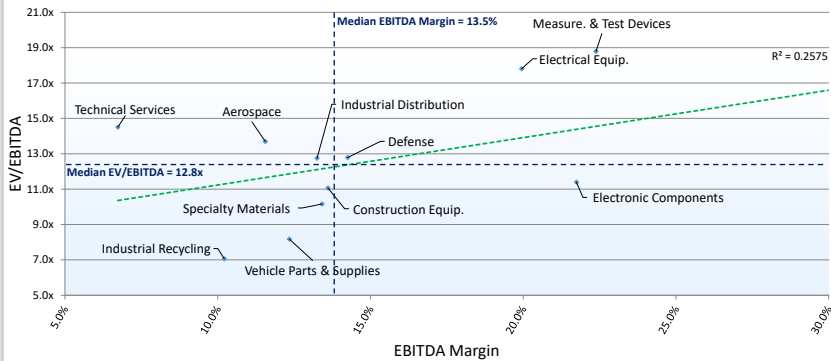
During the last twelve months, our subsector indices had a mean EBITDA Margin of 15.9% (i.e., red line) and a median of 13.5% (i.e., yellow line). Of the subsectors, Semiconductor Equipment had the high margin at 31.2% and Technical Services had the low margin at 6.7%.

Subsector Trading Multiples & Margins

Last Twelve Months from June 30, 2022 to June 30, 2023

Index Subsector LTM EV/EBITDA vs EBITDA Margin

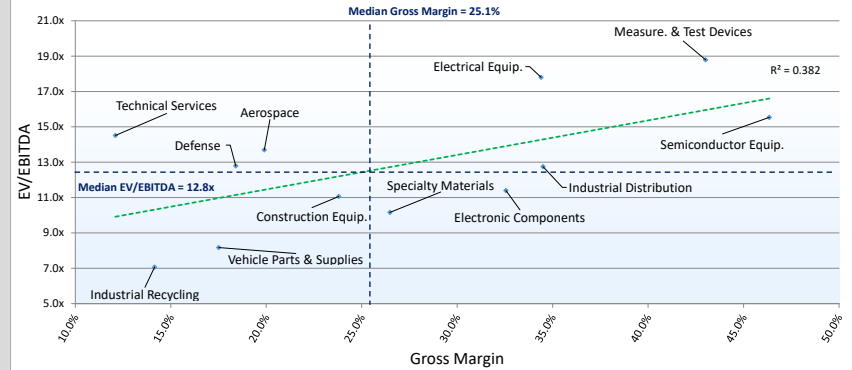
Last Twelve Months EV/EBITDA & EBITDA Margin
June 30, 2022 to June 30, 2023



*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards
*Note: The green dotted line represents the regression line.

Index Subsector LTM EV/EBITDA vs. Gross Margin

Last Twelve Months EV/EBITDA & Gross Margin
June 30, 2022 to June 30, 2023



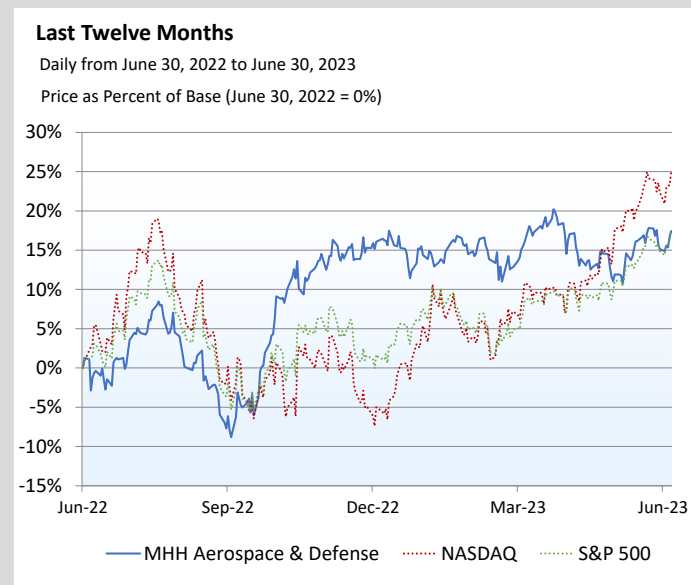
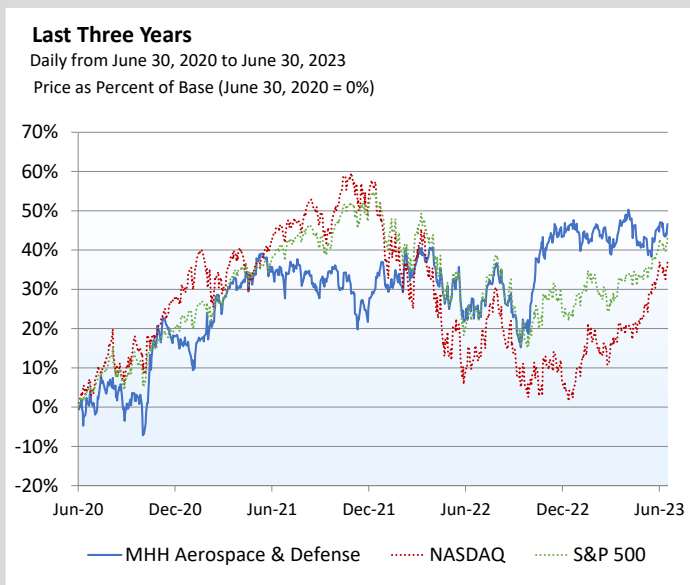
*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards
*Note: The green dotted line represents the regression line.

Comparative Index Performance

Aerospace & Defense

Comparative Index Performance

The MHH Aerospace & Defense Index^(a) increased by 1.2% during the three months ending June 30, 2023.



Price Appreciation

	3-Year	LTM	3-Month
MHH Aerospace & Defense	46.7%	17.4%	1.2%
NASDAQ	37.1%	25.0%	12.8%
S&P 500	43.6%	17.6%	8.3%

(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.

Selected Valuation Metrics

Aerospace & Defense

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity	Enterprise	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/		Price/	Gross	
		Value	Value ⁽²⁾				Revenue	EBITDA	EPS	Profit	EBITDA
Aerospace											
RTX Corporation (RTX)	\$97.96	\$142,836	\$174,643	\$70,573	\$12,088	\$2.70	2.5x	14.4x	36.3x	20.4%	17.1%
The Boeing Company (BA)	211.16	127,032	167,680	73,608	1,075	(2.81)	2.3x	NM	NM	9.1%	1.5%
Honeywell International Inc. (HON)	207.50	138,077	151,551	36,147	8,656	6.29	4.2x	17.5x	33.0x	33.7%	23.9%
Airbus SE (ENXTPA:AIR)	144.50	114,018	109,498	67,266	7,731	4.05	1.6x	14.2x	35.7x	17.0%	11.5%
Thales S.A. (ENXTPA:HO)	149.78	31,474	31,890	19,682	2,509	5.19	1.6x	12.7x	28.9x	26.4%	12.7%
Rolls-Royce Holdings plc (LSE:RR.)	1.92	16,040	20,479	16,290	1,548	0.02	1.3x	13.2x	NM	20.4%	9.5%
Textron Inc. (TXT)	67.63	13,640	15,854	12,892	1,490	2.98	1.2x	10.6x	22.7x	15.8%	11.6%
Embraer S.A. (BOVESPA:EMBR3)	3.85	2,825	4,544	4,759	(25)	(0.12)	1.0x	NM	NM	19.4%	NM
Mean		\$73,243	\$84,517	\$37,652	\$4,384	\$2.29	2.0x	13.8x	31.3x	20.3%	12.5%
Median		72,746	70,694	27,914	2,029	2.84	1.6x	13.7x	33.0x	19.9%	11.6%
Defense											
Lockheed Martin Corporation (LMT)	\$460.38	\$116,592	\$129,752	\$67,393	\$10,301	\$19.98	1.9x	12.6x	23.0x	12.8%	15.3%
Northrop Grumman Corporation (NOC)	455.80	69,218	83,030	37,881	7,243	22.46	2.2x	11.5x	20.3x	20.2%	19.1%
General Dynamics Corporation (GD)	215.15	58,918	68,978	39,896	5,315	9.16	1.7x	13.0x	23.5x	16.6%	13.3%
L3Harris Technologies, Inc. (LHX)	195.77	37,089	47,360	17,988	2,730	7.35	2.6x	17.3x	26.6x	27.0%	15.2%
BAE Systems plc (BA.)	11.78	35,837	40,955	25,614	3,038	0.42	1.6x	13.5x	27.8x	66.2%	11.9%
Huntington Ingalls Industries, Inc. (HII)	227.60	9,079	11,883	10,774	1,115	10.75	1.1x	10.7x	21.2x	13.4%	10.3%
Mean		\$54,456	\$63,660	\$33,258	\$4,957	\$11.69	1.9x	13.1x	23.7x	26.0%	14.2%
Median		48,004	58,169	31,747	4,176	9.96	1.8x	12.8x	23.3x	18.4%	14.2%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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 June 30, 2023 excluding GD (July 2, 2023); TXT (July 1, 2023); LMT (June 25, 2023); BOVESPA:EMR3, HII, (March 31, 2023); and BA. & LSE:RR. (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.

Selected M&A Transactions

Aerospace & Defense

Announced	Target	Target Description	Acquirer	Value
Jun 28	Heads-up-display Assets of Saab AB	HUD assets for use in a variety of Honeywell avionics offerings.	Honeywell International Inc. (NasdaqGS:HON)	ND
Jun 13	Tesseract Limited (ASX:TNT)	Provides cyber security consulting, cloud, and managed services in Australia and internationally.	Thales Australia Holdings Pty Ltd	\$156.4
Apr 26	Compressor Controls Corporation	Designs and develops turbo machinery controls, as well as tech support, equipment retrofit & repair, and field services.	Honeywell International Inc. (NasdaqGS:HON)	\$670.0

ND – Not disclosed. Transaction values in millions.

Selected News

Aerospace & Defense

Airbus SE (ENXTPA:AIR) reported second quarter net income of \$1,157.2 million for fiscal year 2023 as compared to \$712.9 million for the prior year period. Earnings per share were \$1.31 versus \$0.95 for the prior year period. Revenues for the quarter increased to \$17,358.1 million from \$13,391.2 million for the same period in fiscal year 2022.

BAE Systems plc (LSE:BA.) reported net income of \$1,917.0 million for fiscal year 2022 as compared to \$2,380.4 million for the prior year. Earnings per share were \$0.42 versus \$0.40 for the prior year. Revenues for the year decreased to \$25,613.6 million from \$26,432.6 million for fiscal year 2021.

BAE Systems plc (LSE:BA.) announced that Elaine Luria has been appointed to the Board of Directors.

Embraer S.A. (BOVESPA:EMBR3) reported first quarter net income of (\$72.7) million for fiscal year 2023 as compared to (\$35.9) million for the prior year period. Earnings per share were (\$0.07) versus (\$0.04) for the prior year period. Revenues for the quarter increased to \$735.9 million from \$647.2 million for the same period in fiscal year 2022.

General Dynamics Corporation (NYSE:GD) reported second quarter net income of \$744.0 million for fiscal year 2023 as compared to \$766.0 million for the prior year period. Earnings per share were \$2.01 versus \$2.07 for the prior year period. Revenues for the quarter increased to \$10,152.0 million from \$9,189.0 million for the same period in fiscal year 2022.

General Dynamics Corporation (NYSE:GD) announced that Charles W. Hooper has been appointed to the Board of Directors.

Honeywell International Inc. (NasdaqGS:HON) reported second quarter net income of \$1,487.0 million for fiscal year 2023 as compared to \$1,261.0 million for the prior year period. Earnings per share were \$1.77 versus \$1.60 for the prior year period. Revenues for the quarter increased to \$9,146.0 million from \$8,953.0 million for the same period in fiscal year 2022.

Huntington Ingalls Industries, Inc. (NYSE:HII) reported first quarter net income of \$129.0 million for fiscal year 2023 as compared to \$140.0 million for the prior year period. Earnings per share were \$2.43 versus \$2.89 for the prior year period. Revenues for the quarter increased to \$2,674.0 million from \$2,576.0 million for the same period in fiscal year 2022.

L3Harris Technologies, Inc. (NYSE:LHX) reported second quarter net income of \$349.0 million for fiscal year 2023 as compared to \$471.0 million for the prior year period. Earnings per share were \$1.44 versus \$1.78 for the prior year period. Revenues for the quarter increased to \$4,693.0 million from \$4,135.0 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Aerospace & Defense

Lockheed Martin Corporation (NYSE:LMT) reported second quarter net income of \$1,681.0 million for fiscal year 2023 as compared to \$309.0 million for the prior year period. Earnings per share were \$5.04 versus \$1.11 for the prior year period. Revenues for the quarter increased to \$16,693.0 million from \$15,446.0 million for the same period in fiscal year 2022.

Northrop Grumman Corporation (NYSE:NOC) reported second quarter net income of \$812.0 million for fiscal year 2023 as compared to \$946.0 million for the prior year period. Earnings per share were \$4.05 versus \$4.61 for the prior year period. Revenues for the quarter increased to \$9,576.0 million from \$8,801.0 million for the same period in fiscal year 2022.

Rolls-Royce Holdings plc (LSE:RR.) reported net income of (\$1,529.0) million for fiscal year 2022 as compared to \$162.5 million for the prior year. Earnings per share were \$0.02 versus \$0.02 for the prior year. Revenues for the year increased to \$16,290.1 million from \$15,189.8 million for fiscal year 2021.

RTX Corporation (NYSE:RTX) reported second quarter net income of \$1,327.0 million for fiscal year 2023 as compared to \$1,304.0 million for the prior year period. Earnings per share were \$0.65 versus \$0.61 for the prior year period. Revenues for the quarter increased to \$18,315.0 million from \$16,314.0 million for the same period in fiscal year 2022.

Textron Inc. (NYSE:TXT) reported second quarter net income of \$263.0 million for fiscal year 2023 as compared to \$217.0 million for the prior year period. Earnings per share were \$1.02 versus \$0.76 for the prior year period. Revenues for the quarter increased to \$3,424.0 million from \$3,154.0 million for the same period in fiscal year 2022.

Textron Inc. (NYSE:TXT) announced that **Michael X. Garrett** has been appointed to the **Board of Directors**.

Thales S.A. (ENXTPA:HO) reported second quarter net income of \$354.2 million for fiscal year 2023 as compared to \$295.6 million for the prior year period. Earnings per share were \$1.28 versus \$1.06 for the prior year period. Revenues for the quarter increased to \$4,757.5 million from \$4,315.4 million for the same period in fiscal year 2022.

The Boeing Company (NYSE:BA) reported second quarter net income of (\$149.0) million for fiscal year 2023 as compared to \$193.0 million for the prior year period. Earnings per share were \$0.05 versus \$0.85 for the prior year period. Revenues for the quarter increased to \$19,751.0 million from \$16,681.0 million for the same period in fiscal year 2022.

The Boeing Company (NYSE:BA) announced that **Sabrina Soussan** has been appointed to the **Board of Directors**.

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

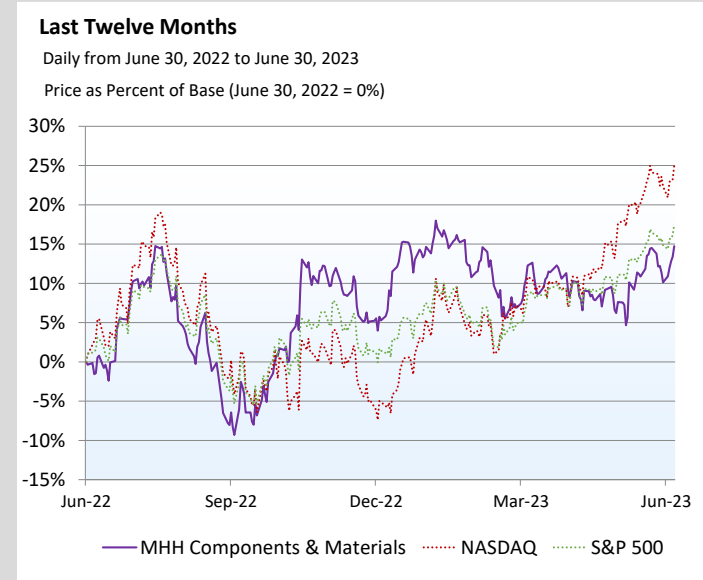
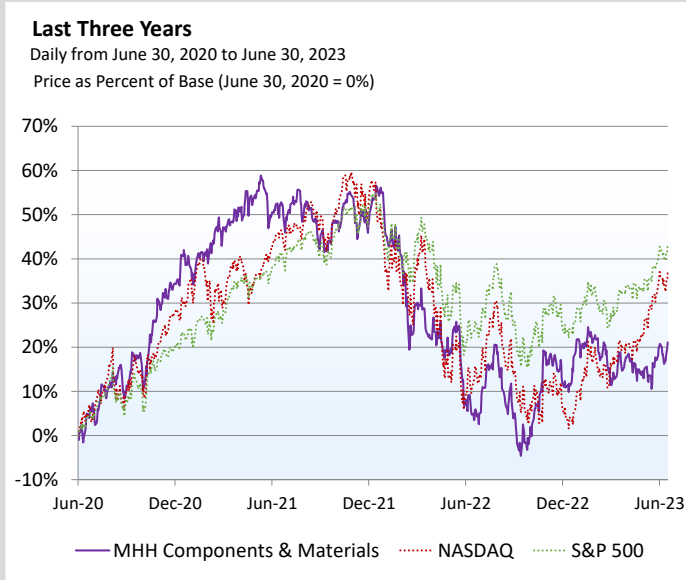
Source: S&P Capital IQ

Comparative Index Performance

Components & Materials

Comparative Index Performance

The MHH Components & Materials index^(a) increased by 3.3% during the three months ending June 30, 2023.



Price Appreciation

	3-Year	LTM	3-Month
MHH Components & Materials ^(a)	21.1%	14.7%	3.3%
NASDAQ	37.1%	25.0%	12.8%
S&P 500	43.6%	17.6%	8.3%

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

Selected Valuation Metrics

Components & Materials

(\$ 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											
Amphenol Corporation (APH)	\$84.95	\$50,572	\$53,716	\$12,562	\$2,989	\$2.46	4.3x	18.0x	34.5x	32.1%	23.8%
TE Connectivity Ltd. (TEL)	140.16	44,167	47,600	16,358	3,492	5.25	2.9x	13.6x	26.7x	31.2%	21.3%
Corning Incorporated (GLW)	35.04	29,789	36,722	13,315	2,782	0.88	2.8x	13.2x	39.6x	32.5%	20.9%
OMRON Corporation (TSE:6645)	60.64	11,937	11,542	6,190	883	2.39	1.9x	13.1x	25.4x	45.1%	14.3%
Belden Inc. (BDC)	95.65	4,070	4,745	2,638	442	4.51	1.8x	10.7x	21.2x	36.5%	16.8%
Vishay Intertechnology, Inc. (VSH)	29.40	4,107	3,776	3,515	792	2.72	1.1x	4.8x	10.8x	30.9%	22.5%
Encore Wire Corporation (WIRE)	185.93	3,340	2,643	2,753	740	25.04	1.0x	3.6x	7.4x	33.4%	26.9%
Alps Alpine Co., Ltd. (TSE:6770)	8.69	1,786	2,058	6,547	526	0.62	0.3x	3.9x	14.1x	17.7%	8.0%
Mean		\$18,721	\$20,350	\$7,985	\$1,581	\$5.48	2.0x	10.1x	22.5x	32.4%	19.3%
Median		8,022	8,143	6,369	837	2.59	1.8x	11.9x	23.3x	32.3%	21.1%
Specialty Materials											
3M Company (MMM)	\$100.09	\$55,217	\$68,241	\$33,054	(\$2,831)	(\$5.63)	2.1x	NM	NM	44.1%	NM
BASF SE (DE:BAS)	48.55	43,395	64,341	85,771	9,057	0.08	0.8x	7.1x	NM	23.2%	10.6%
Dow Inc. (DOW)	53.26	37,672	50,841	49,245	6,055	2.19	1.0x	8.4x	24.3x	11.9%	12.3%
PPG Industries, Inc. (PPG)	148.30	34,912	41,588	17,905	2,603	4.91	2.3x	16.0x	30.2x	39.3%	14.5%
DuPont de Nemours, Inc. (DD)	71.44	32,792	36,940	12,761	3,098	2.10	2.9x	11.9x	34.0x	35.2%	24.3%
Celanese Corporation (CE)	115.80	12,598	27,129	9,988	1,740	5.99	2.7x	15.6x	19.3x	22.7%	17.4%
Akzo Nobel N.V. (ENXTAM:AKZA)	81.57	13,914	18,815	11,862	1,120	2.07	1.6x	16.8x	39.4x	36.8%	9.4%
Solvay SA (ENXTBR:SOLB)	111.68	11,589	13,275	17,369	3,452	15.95	0.8x	3.8x	7.0x	26.5%	19.9%
Evonik Industries AG (DE:EVK)	19.03	8,867	12,410	19,551	2,221	1.43	0.6x	5.6x	13.3x	22.2%	11.4%
Mean		\$27,884	\$37,064	\$28,612	\$2,946	\$3.23	1.6x	10.7x	23.9x	29.1%	15.0%
Median		32,792	36,940	17,905	2,603	2.10	1.6x	10.2x	24.3x	26.5%	13.4%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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

(3) As of June 30, 2023 excluding BDC (April 2, 2023); LEA & VSH (April 1, 2023); and APTV, CE, DB:CON, DD, DE:EVK, ENXTBR:SOLB, & JCI (March 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Selected Valuation Metrics

Components & Materials

(\$ 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
Vehicle Parts and Supplies											
Johnson Controls International plc (JCI)	\$68.14	\$46,751	\$57,784	\$26,093	\$3,323	\$1.99	2.2x	17.4x	34.2x	33.8%	12.7%
DENSO Corporation (TSE:6902)	66.71	49,953	52,573	46,334	5,699	2.54	1.1x	9.2x	26.3x	14.4%	12.3%
Aptiv PLC (APTV)	102.09	27,616	33,784	18,129	2,237	2.36	1.9x	15.1x	NM	15.5%	12.3%
Continental Aktiengesellschaft (DB:CON)	75.61	15,088	21,888	43,934	4,534	5.75	0.5x	4.8x	13.2x	21.2%	10.3%
Lear Corporation (LEA)	143.55	8,473	11,052	21,529	1,478	7.16	0.5x	7.5x	20.1x	7.6%	6.9%
Autoliv, Inc. (ALV)	85.04	7,260	8,907	9,763	1,090	4.83	0.9x	8.2x	17.6x	16.5%	11.2%
Bosch Limited (BSE:500530)	232.34	6,853	6,524	1,886	243	4.65	3.5x	NM	NM	35.4%	12.9%
Stanley Electric Co., Ltd. (TSE:6923)	20.06	3,261	2,571	3,157	542	0.90	0.8x	4.7x	22.2x	18.1%	17.2%
Mean		\$20,657	\$24,386	\$21,353	\$2,393	\$3.77	1.4x	9.6x	22.2x	20.3%	12.0%
Median		11,780	16,470	19,829	1,858	3.59	1.0x	8.2x	21.1x	17.3%	12.3%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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

(3) As of June 30, 2023 excluding BDC (April 2, 2023); LEA & VSH (April 1, 2023); and APTV, CE, DB:CON, DD, DE:EVK, ENXTBR:SOLB, & JCI (March 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Selected M&A Transactions

Components & Materials

Announced	Target	Target Description	Acquirer	Value
Jun 21	M&M Refrigeration, Inc.	Designs, manufactures, and supplies industrial refrigeration equipment & controls.	Johnson Controls International plc (NYSE:JCI)	ND
May 24	Gordon Brother Industries	Designs, manufactures, installs, and services, industrial refrigeration equipment and systems in Australia and internationally.	Johnson Controls International plc (NYSE:JCI)	ND
May 20	I.G. Bauerrhin GmbH	Manufactures and supplies automotive seat heating products for car manufacturers.	Lear Corporation (NYSE:LEA)	\$147.7
May 02	Spectrum Plastics Group, Inc.	Manufactures specialty packaging products for food and industrial markets in the united states and internationally.	DuPont de Nemours, Inc. (NYSE:DD)	\$1,750.0

ND – Not disclosed. Transaction values in millions.

Selected News

Components & Materials

3M Company (NYSE:MMM) reported second quarter net income of (\$6,841.0) million for fiscal year 2023 as compared to \$78.0 million for the prior year period. Earnings per share were (\$9.81) versus \$1.37 for the prior year period. Revenues for the quarter decreased to \$8,325.0 million from \$8,702.0 million for the same period in fiscal year 2022.

Akzo Nobel N.V. (ENXTAM:AKZA) reported second quarter net income of \$128.8 million for fiscal year 2023 as compared to \$110.8 million for the prior year period. Earnings per share were \$0.86 versus \$0.66 for the prior year period. Revenues for the quarter increased to \$2,992.4 million from \$2,982.4 million for the same period in fiscal year 2022.

Alps Alpine Co., Ltd. (TSE:6770) reported first quarter net income of (\$16.4) million for fiscal year 2024 as compared to \$19.2 million for the prior year period. Earnings per share were \$0.05 versus \$0.12 for the prior year period. Revenues for the quarter increased to \$1,511.3 million from \$1,508.4 million for the same period in fiscal year 2023.

Amphenol Corporation (NYSE:APH) reported second quarter net income of \$460.5 million for fiscal year 2023 as compared to \$472.5 million for the prior year period. Earnings per share were \$0.59 versus \$0.62 for the prior year period. Revenues for the quarter decreased to \$3,053.9 million from \$3,136.8 million for the same period in fiscal year 2022.

Aptiv PLC (NYSE:APTIV) reported first quarter net income of \$162.0 million for fiscal year 2023 as compared to \$89.0 million for the prior year period. Earnings per share were \$0.57 versus \$0.40 for the prior year period. Revenues for the quarter increased to \$4,818.0 million from \$4,178.0 million for the same period in fiscal year 2022.

Autoliv, Inc. (NYSE:ALV) reported second quarter net income of \$53.0 million for fiscal year 2023 as compared to \$79.0 million for the prior year period. Earnings per share were \$1.38 versus \$0.69 for the prior year period. Revenues for the quarter increased to \$2,635.0 million from \$2,081.0 million for the same period in fiscal year 2022.

BASF SE (DE:BAS) reported second quarter net income of \$544.8 million for fiscal year 2023 as compared to \$2,184.8 million for the prior year period. Earnings per share were \$0.59 versus \$1.84 for the prior year period. Revenues for the quarter decreased to \$18,891.9 million from \$24,016.3 million for the same period in fiscal year 2022.

Belden Inc. (NYSE:BDC) reported first quarter net income of \$63.2 million for fiscal year 2023 as compared to \$35.8 million for the prior year period. Earnings per share were \$1.13 versus \$0.87 for the prior year period. Revenues for the quarter increased to \$641.8 million from \$610.4 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Components & Materials

Bosch Limited (BSE:500530) reported first quarter net income of \$49.9 million for fiscal year 2024 as compared to \$42.3 million for the prior year period. Earnings per share were \$1.38 versus \$1.17 for the prior year period. Revenues for the quarter increased to \$529.5 million from \$448.6 million for the same period in fiscal year 2023.

Celanese Corporation (NYSE:CE) reported first quarter net income of \$91.0 million for fiscal year 2023 as compared to \$502.0 million for the prior year period. Earnings per share were \$0.78 versus \$3.54 for the prior year period. Revenues for the quarter increased to \$2,853.0 million from \$2,538.0 million for the same period in fiscal year 2022.

Continental Aktiengesellschaft (DB:CON) reported first quarter net income of \$415.3 million for fiscal year 2023 as compared to \$266.1 million for the prior year period. Earnings per share were \$1.63 versus \$1.13 for the prior year period. Revenues for the quarter increased to \$11,197.4 million from \$10,306.9 million for the same period in fiscal year 2022.

Corning Incorporated (NYSE:GLW) reported second quarter net income of \$281.0 million for fiscal year 2023 as compared to \$563.0 million for the prior year period. Earnings per share were \$0.27 versus \$0.52 for the prior year period. Revenues for the quarter decreased to \$3,243.0 million from \$3,615.0 million for the same period in fiscal year 2022.

Corning Incorporated (NYSE:GLW) announced that **Thomas French** has been appointed to the **Board of Directors**.

DENSO Corporation (TSE:6902) reported first quarter net income of \$591.1 million for fiscal year 2024 as compared to \$381.7 million for the prior year period. Earnings per share were \$0.68 versus \$0.48 for the prior year period. Revenues for the quarter increased to \$11,846.7 million from \$10,412.9 million for the same period in fiscal year 2023.

Dow Inc. (NYSE:DOW) reported second quarter net income of \$485.0 million for fiscal year 2023 as compared to \$1,661.0 million for the prior year period. Earnings per share were \$0.61 versus \$1.83 for the prior year period. Revenues for the quarter decreased to \$11,420.0 million from \$15,664.0 million for the same period in fiscal year 2022.

DuPont de Nemours, Inc. (NYSE:DD) reported first quarter net income of \$257.0 million for fiscal year 2023 as compared to \$488.0 million for the prior year period. Earnings per share were \$0.48 versus \$0.43 for the prior year period. Revenues for the quarter decreased to \$3,018.0 million from \$3,274.0 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Components & Materials

Encore Wire Corporation (NasdaqGS:WIRE) reported second quarter net income of \$104.7 million for fiscal year 2023 as compared to \$210.5 million for the prior year period. Earnings per share were \$4.86 versus \$8.61 for the prior year period. Revenues for the quarter decreased to \$636.5 million from \$838.2 million for the same period in fiscal year 2022.

Evonik Industries AG (DE:EVK) reported first quarter net income of \$51.1 million for fiscal year 2023 as compared to \$348.8 million for the prior year period. Earnings per share were \$0.10 versus \$0.65 for the prior year period. Revenues for the quarter decreased to \$4,351.4 million from \$4,996.7 million for the same period in fiscal year 2022.

Johnson Controls International plc (NYSE:JCI) reported second quarter net income of \$133.0 million for fiscal year 2023 as compared to \$11.0 million for the prior year period. Earnings per share were \$0.52 versus \$0.38 for the prior year period. Revenues for the quarter increased to \$6,686.0 million from \$6,098.0 million for the same period in fiscal year 2022.

Lear Corporation (NYSE:LEA) reported first quarter net income of \$143.6 million for fiscal year 2023 as compared to \$49.4 million for the prior year period. Earnings per share were \$2.04 versus \$1.04 for the prior year period. Revenues for the quarter increased to \$5,845.5 million from \$5,208.4 million for the same period in fiscal year 2022.

OMRON Corporation (TSE:6645) reported first quarter net income of \$92.7 million for fiscal year 2024 as compared to \$58.7 million for the prior year period. Earnings per share were \$0.39 versus \$0.25 for the prior year period. Revenues for the quarter increased to \$1,406.4 million from \$1,356.9 million for the same period in fiscal year 2023.

PPG Industries, Inc. (NYSE:PPG) reported second quarter net income of \$490.0 million for fiscal year 2023 as compared to \$441.0 million for the prior year period. Earnings per share were \$1.67 versus \$1.47 for the prior year period. Revenues for the quarter increased to \$4,872.0 million from \$4,691.0 million for the same period in fiscal year 2022.

Solvay SA (ENXTBR:SOLB) reported first quarter net income of \$267.3 million for fiscal year 2023 as compared to \$374.4 million for the prior year period. Earnings per share were \$3.73 versus \$2.94 for the prior year period. Revenues for the quarter decreased to \$3,920.0 million from \$4,102.4 million for the same period in fiscal year 2022.

Stanley Electric Co., Ltd. (TSE:6923) reported first quarter net income of \$16.2 million for fiscal year 2024 as compared to \$18.9 million for the prior year period. Earnings per share were \$0.13 versus \$0.08 for the prior year period. Revenues for the quarter increased to \$772.7 million from \$684.8 million for the same period in fiscal year 2023.

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

Source: S&P Capital IQ

Selected News (cont'd)

Components & Materials

TE Connectivity Ltd. (NYSE:TEL) reported third quarter net income of \$528.0 million for fiscal year 2023 as compared to \$594.0 million for the prior year period. Earnings per share were \$1.35 versus \$1.44 for the prior year period. Revenues for the quarter decreased to \$3,998.0 million from \$4,097.0 million for the same period in fiscal year 2022.

Vishay Intertechnology, Inc. (NYSE:VSH) reported first quarter net income of \$111.8 million for fiscal year 2023 as compared to \$103.6 million for the prior year period. Earnings per share were \$0.69 versus \$0.60 for the prior year period. Revenues for the quarter increased to \$871.0 million from \$853.8 million for the same period in fiscal year 2022.

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

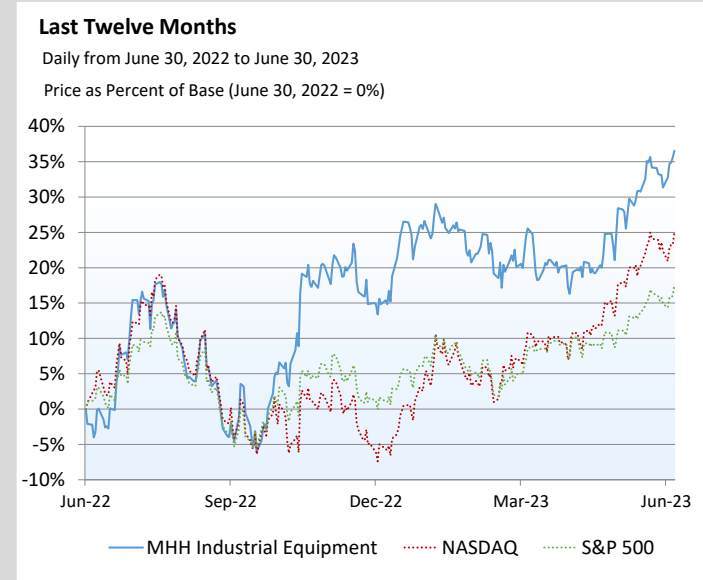
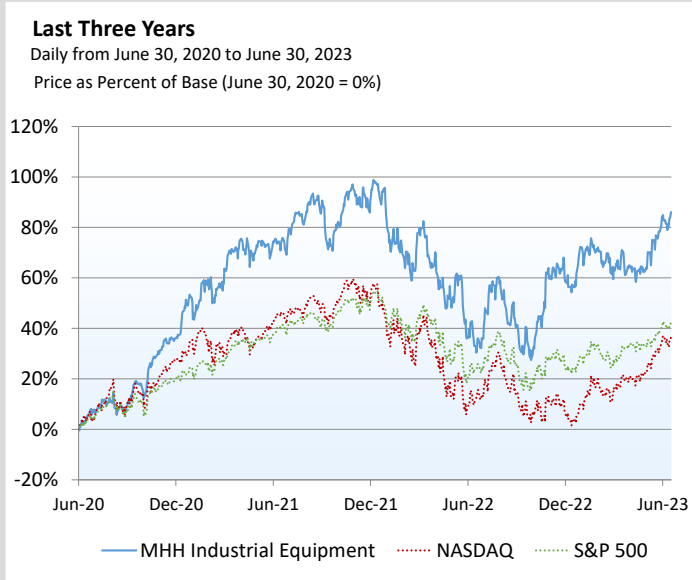
Source: S&P Capital IQ

Comparative Index Performance

Industrial Equipment

Comparative Index Performance

The MHH Industrial Equipment index^(a) increased by 8.7% during the three months June 30, 2023.



Price Appreciation

	3-Year	LTM	3-Month
MHH Industrial Equipment ^(a)	86.1%	36.5%	8.7%
NASDAQ	37.1%	25.0%	12.8%
S&P 500	43.6%	17.6%	8.3%

(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.

Selected Valuation Metrics

Industrial Equipment

(\$ 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
Construction Equipment											
Deere & Company (DE)	\$405.19	\$118,799	\$174,137	\$59,662	\$13,505	\$25.36	2.9x	12.9x	16.0x	29.3%	22.6%
Caterpillar Inc. (CAT)	246.05	126,803	157,595	61,700	13,229	13.17	2.6x	11.9x	18.7x	27.8%	21.4%
Cummins Inc. (CMI)	245.16	34,705	41,891	30,142	4,102	14.59	1.4x	10.2x	16.8x	23.8%	13.6%
Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540)	88.45	6,255	8,114	13,987	351	(0.57)	0.6x	23.1x	NM	NM	NM
Oshkosh Corporation (OSK)	86.59	5,656	5,714	8,604	621	3.77	0.7x	9.2x	23.0x	13.8%	7.2%
Terex Corporation (TEX)	59.83	4,056	4,579	4,651	540	3.97	1.0x	8.5x	15.1x	20.7%	11.6%
Mean		\$49,379	\$65,338	\$29,791	\$5,391	\$10.05	1.5x	12.6x	17.9x	23.1%	15.3%
Median		20,480	25,003	22,064	2,362	8.57	1.2x	11.1x	16.8x	23.8%	13.6%
Electrical Equipment											
Schneider Electric S.E. (ENXTPA:SU)	\$181.72	\$101,605	\$115,787	\$39,009	\$7,372	\$6.62	3.0x	15.7x	27.5x	41.5%	18.9%
Eaton Corporation plc (ETN)	201.10	80,158	88,932	21,392	4,148	4.75	4.2x	21.4x	NM	33.6%	19.4%
Emerson Electric Co. (EMR)	90.39	51,658	66,169	20,311	4,903	3.85	3.3x	13.5x	23.5x	42.9%	24.1%
Rockwell Automation, Inc. (ROK)	329.45	37,846	41,998	8,351	1,721	7.53	5.0x	24.4x	NM	41.1%	20.6%
AMETEK, Inc. (AME)	161.88	37,309	39,327	6,289	1,871	3.97	6.3x	21.0x	NM	35.1%	29.7%
Hubbell Incorporated (HUBB)	331.56	17,768	18,892	5,187	1,064	10.01	3.6x	17.8x	33.1x	33.2%	20.5%
Regal Rexnord Corporation (RRX)	153.90	10,200	16,539	5,144	992	5.16	3.2x	16.7x	29.8x	32.6%	19.3%
Powell Industries, Inc. (POWL)	60.59	719	557	596	31	1.36	0.9x	17.9x	NM	17.7%	5.2%
Mean		\$42,158	\$48,525	\$13,285	\$2,763	\$5.40	3.7x	18.5x	28.5x	34.7%	19.7%
Median		37,577	40,663	7,320	1,796	4.95	3.4x	17.8x	28.7x	34.4%	20.0%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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 March 31, 2023 excluding ASML & TER (July 2, 2023); DHR, HUBB, & KLAC (June 30, 2023); AMAT & DE (April 30, 2023); COHU, ENTG, FORM, & ONTO (April 1, 2023); and ENXTPA:SU & XCRA (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.

Selected Valuation Metrics (cont'd)

Industrial Equipment

(\$ 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
Measurement, Control, and Testing Devices											
Danaher Corporation (DHR)	\$240.00	\$177,096	\$192,325	\$30,356	\$9,827	\$6.35	6.3x	19.6x	37.8x	59.1%	32.4%
CRH plc (XCRA)	55.13	40,039	46,144	32,723	5,648	2.87	1.4x	8.2x	19.2x	33.2%	17.3%
Entegris, Inc. (ENTG)	110.82	16,588	21,723	3,555	881	1.01	6.1x	24.6x	NM	42.1%	24.8%
MKS Instruments, Inc. (MKSI)	108.10	7,218	11,509	3,599	790	2.32	3.2x	14.6x	NM	43.0%	22.0%
Axcelis Technologies, Inc. (ACLS)	183.33	5,997	5,608	970	221	3.97	5.8x	25.3x	NM	42.9%	22.8%
Onto Innovation Inc. (ONTO)	116.47	5,701	5,138	963	272	2.71	5.3x	18.9x	NM	53.3%	28.3%
Nova Ltd. (NVMI)	117.30	3,364	3,064	569	164	3.16	5.4x	18.7x	37.1x	55.7%	28.8%
FormFactor, Inc. (FORM)	34.22	2,640	2,453	718	76	0.34	3.4x	NM	NM	38.3%	10.6%
Cohu, Inc. (COHU)	41.56	1,975	1,718	794	165	1.56	2.2x	10.4x	26.6x	47.6%	20.8%
Azenta, Inc. (NasdaqGS:AZTA)	46.68	3,042	1,662	597	(5)	(0.33)	2.8x	NM	NM	41.0%	-0.8%
FARO Technologies, Inc. (FARO)	16.20	306	309	354	(13)	(0.86)	0.9x	NM	NM	49.3%	NM
Mean		\$23,997	\$26,514	\$6,836	\$1,639	\$2.10	3.9x	17.5x	30.2x	45.9%	20.7%
Median		5,701	5,138	963	221	2.32	3.4x	18.8x	31.9x	43.0%	22.4%
Semiconductor Capital Equipment											
ASML Holding N.V. (ASML)	\$633.33	\$285,603	\$282,678	\$26,494	\$9,189	\$13.78	NM	NM	NM	50.8%	34.7%
Applied Materials, Inc. (AMAT)	144.54	121,377	122,401	26,638	8,317	5.65	4.6x	14.7x	25.6x	46.3%	31.2%
Lam Research Corporation (LRCX)	642.86	86,362	85,998	17,429	5,638	24.06	4.9x	15.3x	26.7x	45.1%	32.3%
KLA Corporation (KLAC)	485.02	66,544	69,715	10,496	4,408	16.95	6.6x	15.8x	28.6x	59.8%	42.0%
Tokyo Electron Limited (TSE:8035)	142.20	66,603	63,331	16,617	4,971	6.26	3.8x	12.7x	22.7x	44.6%	29.9%
Teradyne, Inc. (TER)	111.33	17,260	16,522	3,017	876	2.86	5.5x	18.9x	38.9x	58.6%	29.0%
Veeco Instruments Inc. (VECO)	25.68	1,327	1,366	643	80	0.45	2.1x	17.2x	NM	40.3%	12.4%
Mean		\$92,154	\$91,716	\$14,476	\$4,783	\$10.00	4.6x	15.5x	28.5x	49.4%	30.2%
Median		66,603	69,715	16,617	4,971	6.26	4.8x	15.5x	26.7x	46.3%	31.2%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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 March 31, 2023 excluding ASML & TER (July 2, 2023); DHR, HUBB, & KLAC (June 30, 2023); AMAT & DE (April 30, 2023); COHU, ENTG, FORM, & ONTO (April 1, 2023); and ENXTPA:SU & XCRA (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.

Selected M&A Transactions

Industrial Equipment

Announced	Target	Target Description	Acquirer	Value
May 30	JBT AeroTech Corporation	Manufactures and services airport equipment and products.	Oshkosh Corporation (NYSE:OSK)	\$800.0
May 02	Bison Gear & Engineering Corp.	Designs and manufactures fractional horsepower electric motors, gear motors, and gear reducers for industrial and commercial OEM applications worldwide.	AMETEK, Inc. (NYSE:AME)	\$99.3
Apr 04	Contico International Inc.	Manufactures and sells bulk material handling conveyors.	Terex Corporation (NYSE:TEX)	ND

ND – Not disclosed. Transaction values in millions.

Selected News

Industrial Equipment

AMETEK, Inc. (NYSE:AME) reported first quarter net income of \$305.7 million for fiscal year 2023 as compared to \$272.4 million for the prior year period. Earnings per share were \$1.32 versus \$1.17 for the prior year period. Revenues for the quarter increased to \$1,597.1 million from \$1,458.5 million for the same period in fiscal year 2022.

Applied Materials, Inc. (NasdaqGS:AMAT) reported second quarter net income of \$1,575.0 million for fiscal year 2023 as compared to \$1,536.0 million for the prior year period. Earnings per share were \$1.86 versus \$1.74 for the prior year period. Revenues for the quarter increased to \$6,630.0 million from \$6,245.0 million for the same period in fiscal year 2022.

ASML Holding N.V. (ENXTAM:ASML) reported second quarter net income of \$2,091.5 million for fiscal year 2023 as compared to \$1,784.1 million for the prior year period. Earnings per share were \$5.32 versus \$4.50 for the prior year period. Revenues for the quarter increased to \$7,535.3 million from \$5,648.5 million for the same period in fiscal year 2022.

Axcelis Technologies, Inc. (NasdaqGS:ACLS) reported first quarter net income of \$47.7 million for fiscal year 2023 as compared to \$41.6 million for the prior year period. Earnings per share were \$1.43 versus \$1.22 for the prior year period. Revenues for the quarter increased to \$254.0 million from \$203.6 million for the same period in fiscal year 2022.

Axcelis Technologies, Inc. (NasdaqGS:ACLS) announced that **Russel Low** has been appointed as **Chief Executive Officer**.

Azenta, Inc. (NasdaqGS:AZTA) reported second quarter net income of (\$4.9) million for fiscal year 2023 as compared to \$2,119.9 million for the prior year period. Earnings per share were (\$0.07) versus \$28.28 for the prior year period. Revenues for the quarter increased to \$148.4 million from \$145.5 million for the same period in fiscal year 2022.

Caterpillar Inc. (NYSE:CAT) reported first quarter net income of \$1,943.0 million for fiscal year 2023 as compared to \$1,537.0 million for the prior year period. Earnings per share were \$3.74 versus \$2.86 for the prior year period. Revenues for the quarter increased to \$15,862.0 million from \$13,589.0 million for the same period in fiscal year 2022.

Cohu, Inc. (NasdaqGS:COHU) reported first quarter net income of \$15.7 million for fiscal year 2023 as compared to \$21.6 million for the prior year period. Earnings per share were \$0.33 versus \$0.44 for the prior year period. Revenues for the quarter decreased to \$179.4 million from \$197.8 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Industrial Equipment

Cummins Inc. (NYSE:CMI) reported first quarter net income of \$790.0 million for fiscal year 2023 as compared to \$418.0 million for the prior year period. Earnings per share were \$5.55 versus \$2.92 for the prior year period. Revenues for the quarter increased to \$8,453.0 million from \$6,385.0 million for the same period in fiscal year 2022.

Danaher Corporation (NYSE:DHR) reported second quarter net income of \$1,106.0 million for fiscal year 2023 as compared to \$1,680.0 million for the prior year period. Earnings per share were \$1.22 versus \$1.85 for the prior year period. Revenues for the quarter decreased to \$7,157.0 million from \$7,751.0 million for the same period in fiscal year 2022.

Deere & Company (NYSE:DE) reported second quarter net income of \$2,860.0 million for fiscal year 2023 as compared to \$2,098.0 million for the prior year period. Earnings per share were \$8.48 versus \$5.19 for the prior year period. Revenues for the quarter increased to \$17,387.0 million from \$13,370.0 million for the same period in fiscal year 2022.

Eaton Corporation plc (NYSE:ETN) reported first quarter net income of \$638.0 million for fiscal year 2023 as compared to \$532.0 million for the prior year period. Earnings per share were \$1.20 versus \$0.94 for the prior year period. Revenues for the quarter increased to \$5,483.0 million from \$4,843.0 million for the same period in fiscal year 2022.

Emerson Electric Co. (NYSE:EMR) reported second quarter net income of \$792.0 million for fiscal year 2023 as compared to \$674.0 million for the prior year period. Earnings per share were \$0.73 versus \$0.55 for the prior year period. Revenues for the quarter increased to \$3,756.0 million from \$3,291.0 million for the same period in fiscal year 2022.

Emerson Electric Co. (NYSE:EMR) announced that **Mike Baughman** has been appointed as **Chief Financial Officer** and that **Leticia Goncalves** and **Jim McKelvey** have been appointed to the **Board of Directors**.

Entegris, Inc. (NasdaqGS:ENTG) reported first quarter net income of (\$88.2) million for fiscal year 2023 as compared to \$125.7 million for the prior year period. Earnings per share were \$0.19 versus \$0.69 for the prior year period. Revenues for the quarter increased to \$922.4 million from \$649.6 million for the same period in fiscal year 2022.

Entegris, Inc. (NasdaqGS:ENTG) announced that **Linda LaGorga** has been appointed as **Chief Financial Officer**.

FARO Technologies, Inc. (NasdaqGS:FARO) reported first quarter net income of (\$21.2) million for fiscal year 2023 as compared to (\$9.7) million for the prior year period. Earnings per share were (\$0.50) versus (\$0.23) for the prior year period. Revenues for the quarter increased to \$85.0 million from \$76.7 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Industrial Equipment

FARO Technologies, Inc. (NasdaqGS:FARO) announced that **Peter J. Lau** has been appointed as **Chief Executive Officer** and as a member of the **Board of Directors**.

FormFactor, Inc. (NasdaqGS:FORM) reported first quarter net income of \$1.3 million for fiscal year 2023 as compared to \$29.9 million for the prior year period. Earnings per share were \$0.02 versus \$0.27 for the prior year period. Revenues for the quarter decreased to \$167.4 million from \$197.2 million for the same period in fiscal year 2022.

Hubbell Incorporated (NYSE:HUBB) reported second quarter net income of \$206.8 million for fiscal year 2023 as compared to \$122.0 million for the prior year period. Earnings per share were \$3.16 versus \$1.98 for the prior year period. Revenues for the quarter increased to \$1,365.9 million from \$1,256.0 million for the same period in fiscal year 2022.

KLA Corporation (NasdaqGS:KLAC) reported net income of \$3,387.3 million for fiscal year 2023 as compared to \$3,321.8 million for the prior year. Earnings per share were \$16.95 versus \$14.39 for the prior year. Revenues for the year increased to \$10,496.1 million from \$9,211.9 million for fiscal year 2022.

Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540) reported first quarter net income of (\$107.2) million for fiscal year 2023 as compared to (\$190.7) million for the prior year period. Earnings per share were (\$0.88) versus (\$2.14) for the prior year period. Revenues for the quarter increased to \$3,713.8 million from \$3,217.0 million for the same period in fiscal year 2022.

Lam Research Corporation (NasdaqGS:LRCX) reported net income of \$4,510.9 million for fiscal year 2023 as compared to \$4,605.3 million for the prior year. Earnings per share were \$24.06 versus \$23.08 for the prior year. Revenues for the year increased to \$17,428.5 million from \$17,227.0 million for fiscal year 2022.

MKS Instruments, Inc. (NasdaqGS:MKSI) reported first quarter net income of (\$42.0) million for fiscal year 2023 as compared to \$143.0 million for the prior year period. Earnings per share were (\$0.67) versus \$1.95 for the prior year period. Revenues for the quarter increased to \$794.0 million from \$742.0 million for the same period in fiscal year 2022.

Nova Ltd. (NasdaqGS:NVMI) reported first quarter net income of \$34.6 million for fiscal year 2023 as compared to \$34.2 million for the prior year period. Earnings per share were \$0.79 versus \$0.80 for the prior year period. Revenues for the quarter decreased to \$132.2 million from \$134.0 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Industrial Equipment

Onto Innovation Inc. (NYSE:ONTO) reported first quarter net income of \$29.1 million for fiscal year 2023 as compared to \$53.3 million for the prior year period. Earnings per share were \$0.41 versus \$0.74 for the prior year period. Revenues for the quarter decreased to \$199.2 million from \$241.4 million for the same period in fiscal year 2022.

Oshkosh Corporation (NYSE:OSK) reported first quarter net income of \$88.5 million for fiscal year 2023 as compared to (\$0.2) million for the prior year period. Earnings per share were \$1.12 versus \$0.19 for the prior year period. Revenues for the quarter increased to \$2,268.1 million from \$1,945.7 million for the same period in fiscal year 2022.

Powell Industries, Inc. (NasdaqGS:POWL) reported second quarter net income of \$8.5 million for fiscal year 2023 as compared to (\$1.2) million for the prior year period. Earnings per share were \$0.56 versus \$0.02 for the prior year period. Revenues for the quarter increased to \$171.4 million from \$127.9 million for the same period in fiscal year 2022.

RBC Bearings Incorporated (NYSE:RBC) reported net income of \$166.7 million for fiscal year 2023 as compared to \$54.7 million for the prior year. Earnings per share were \$4.80 versus \$2.77 for the prior year. Revenues for the year increased to \$1,469.3 million from \$942.9 million for fiscal year 2022.

Regal Rexnord Corporation (NYSE:RRX) reported first quarter net income of (\$5.9) million for fiscal year 2023 as compared to \$125.6 million for the prior year period. Earnings per share were \$0.72 versus \$1.64 for the prior year period. Revenues for the quarter decreased to \$1,224.1 million from \$1,298.5 million for the same period in fiscal year 2022.

Rockwell Automation, Inc. (NYSE:ROK) reported second quarter net income of \$300.3 million for fiscal year 2023 as compared to \$53.9 million for the prior year period. Earnings per share were \$1.61 versus \$1.01 for the prior year period. Revenues for the quarter increased to \$2,275.4 million from \$1,808.1 million for the same period in fiscal year 2022.

Schneider Electric S.E. (ENXTPA:SU) reported second quarter net income of \$1,104.3 million for fiscal year 2023 as compared to \$794.0 million for the prior year period. Earnings per share were \$1.60 versus \$1.42 for the prior year period. Revenues for the quarter increased to \$9,625.0 million from \$8,403.2 million for the same period in fiscal year 2022.

Teradyne, Inc. (NasdaqGS:TER) reported second quarter net income of \$120.1 million for fiscal year 2023 as compared to \$197.8 million for the prior year period. Earnings per share were \$0.57 versus \$0.90 for the prior year period. Revenues for the quarter decreased to \$684.4 million from \$840.8 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Industrial Equipment

Terex Corporation (NYSE:TEX) reported first quarter net income of \$112.6 million for fiscal year 2023 as compared to \$51.9 million for the prior year period. Earnings per share were \$1.21 versus \$0.57 for the prior year period. Revenues for the quarter increased to \$1,235.7 million from \$1,002.5 million for the same period in fiscal year 2022.

Tokyo Electron Limited (TSE:8035) reported net income of \$3,547.5 million for fiscal year 2023 as compared to \$3,599.3 million for the prior year. Earnings per share were \$6.26 versus \$6.60 for the prior year. Revenues for the year increased to \$16,617.5 million from \$16,501.2 million for fiscal year 2022.

Veeco Instruments Inc. (NasdaqGS:VECO) reported first quarter net income of \$8.7 million for fiscal year 2023 as compared to \$13.3 million for the prior year period. Earnings per share were \$0.10 versus \$0.14 for the prior year period. Revenues for the quarter decreased to \$153.5 million from \$156.4 million for the same period in fiscal year 2022.

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

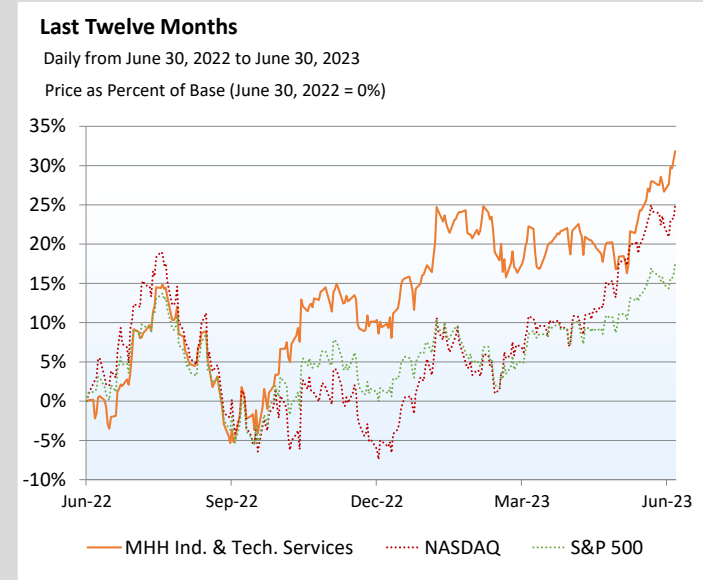
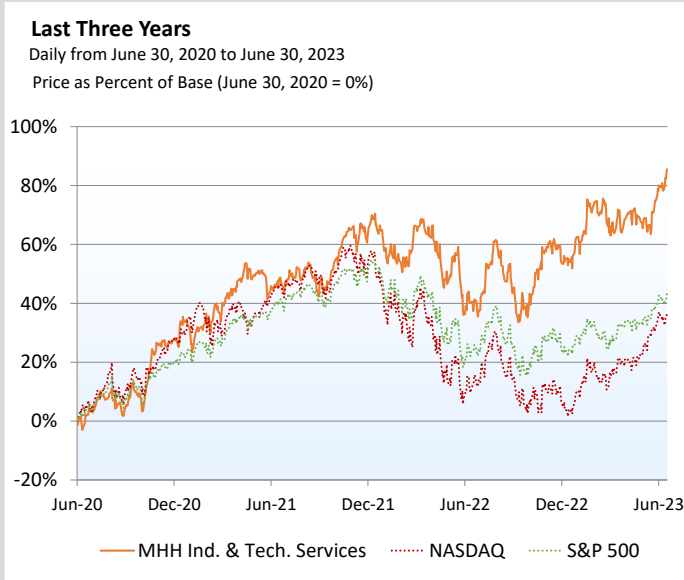
Source: S&P Capital IQ

Comparative Index Performance

Industrial & Technical Services

Comparative Index Performance

The MHH Industrial & Technical Services index^(a) increased by 7.8% during the three months ending June 30, 2023.



Price Appreciation

	3-Year	LTM	3-Month
MHH Industrial & Technical Services index ^(a)	85.5%	31.8%	7.8%
NASDAQ	37.1%	25.0%	12.8%
S&P 500	43.6%	17.6%	8.3%

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

Selected Valuation Metrics

Industrial & Technical Services

(\$ 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											
W.W. Grainger, Inc. (GWW)	\$788.59	\$39,561	\$42,152	\$16,017	\$2,713	\$28.34	2.6x	15.5x	27.8x	39.4%	16.9%
Fastenal Company (FAST)	58.99	33,681	34,089	7,240	1,679	1.62	4.7x	20.3x	36.4x	45.6%	23.2%
WESCO International, Inc. (WCC)	179.06	9,181	14,970	22,010	1,711	14.56	0.7x	8.7x	12.3x	21.9%	7.8%
MSC Industrial Direct Co., Inc. (MSM)	95.28	5,341	5,821	3,996	584	5.33	1.5x	10.0x	17.9x	41.3%	14.6%
MRC Global Inc. (MRC)	10.07	848	1,777	3,506	208	0.99	0.5x	8.5x	10.2x	18.6%	5.9%
Transcat, Inc. (TRNS)	85.31	652	713	231	27	1.12	3.1x	26.0x	NM	29.6%	11.9%
Mean		\$14,877	\$16,587	\$8,833	\$1,154	\$8.66	2.2x	14.9x	20.9x	32.7%	13.4%
Median		7,261	10,396	5,618	1,131	3.47	2.0x	12.7x	17.9x	34.5%	13.3%
Industrial Recycling											
Veolia Environnement SA (ENXTPA:VIE)	\$31.60	\$22,216	\$44,409	\$45,832	\$5,306	\$0.95	1.0x	8.4x	33.3x	16.7%	11.6%
Clean Harbors, Inc. (CLH)	164.43	8,896	11,201	5,305	1,017	6.51	2.1x	11.0x	25.2x	31.5%	19.2%
Commercial Metals Company (CMC)	52.66	6,150	7,006	8,997	1,494	6.51	0.8x	4.7x	8.1x	21.1%	16.6%
Aurubis AG (XTRA:NDA)	85.74	3,736	3,573	19,639	620	5.89	0.2x	5.8x	14.6x	7.4%	3.2%
Dowa Holdings Co., Ltd. (TSE:5714)	31.44	1,871	2,575	5,868	520	3.82	0.4x	5.0x	8.2x	11.6%	8.9%
Sims Limited (ASX:SGM)	10.48	1,980	2,224	6,015	220	0.91	0.4x	10.1x	11.6x	11.2%	3.7%
Mean		\$7,475	\$11,831	\$15,276	\$1,529	\$4.10	0.8x	7.5x	16.8x	16.6%	10.5%
Median		4,943	5,290	7,506	819	4.85	0.6x	7.1x	13.1x	14.2%	10.2%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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

(3) As of March 31, 2023 excluding FAST, GWW, & KBR (June 30, 2023); MSM (June 3, 2023); CMC (May 31, 2023); TTEK (April 2, 2023); NVEE (April 1, 2023); TRNS (March 25, 2023); and ASX:SGM, ENXTPA:VIE, LSE:BBY & LSE:WG (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.

(5) Excluding Cardno Limited (ASX:CDD) due to continuous negative Enterprise Value.

Selected Valuation Metrics (cont'd)

Industrial & Technical Services

(\$ 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
Technical Services											
Jacobs Solutions Inc. (J)	\$118.89	\$15,081	\$18,766	\$15,585	\$1,353	\$4.14	1.2x	13.9x	28.7x	21.6%	8.7%
AECOM (ACM)	84.69	11,772	13,801	13,540	911	2.77	1.0x	15.1x	30.6x	6.5%	6.7%
KBR, Inc. (KBR)	65.06	8,830	10,387	6,690	572	0.63	1.6x	18.2x	NM	13.9%	8.6%
Tetra Tech, Inc. (TTEK)	163.74	8,716	9,789	3,163	402	5.23	3.1x	24.3x	31.3x	19.8%	12.7%
Fluor Corporation (FLR)	29.60	4,240	3,111	14,374	83	0.98	0.2x	NM	30.3x	1.3%	0.6%
Primoris Services Corporation (PRIM)	30.47	1,624	2,859	4,893	303	1.62	0.6x	9.4x	18.8x	10.2%	6.2%
John Wood Group PLC (LSE:WG.)	1.72	1,165	1,959	5,434	149	(0.04)	0.4x	13.2x	NM	12.1%	2.7%
NV5 Global, Inc. (NVEE)	110.77	1,740	1,890	781	113	2.60	2.4x	16.7x	NM	49.7%	14.5%
Balfour Beatty plc (LSE:BBY)	4.33	2,426	1,873	9,192	251	0.26	0.2x	7.5x	16.5x	5.6%	2.7%
Mean		\$6,177	\$7,159	\$8,184	\$460	\$2.02	1.2x	14.8x	26.0x	15.6%	7.0%
Median		4,240	3,111	6,690	303	1.62	1.0x	14.5x	29.5x	12.1%	6.7%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close June 30, 2023.

(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

(3) As of March 31, 2023 excluding FAST, GWW, & KBR (June 30, 2023); MSM (June 3, 2023); CMC (May 31, 2023); TTEK (April 2, 2023); NVEE (April 1, 2023); TRNS (March 25, 2023); and ASX:SGM, ENXTPA:VIE, LSE:BBY & LSE:WG (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.

(5) Excluding Cardno Limited (ASX:CDD) due to continuous negative Enterprise Value.

No selected Industrial & Technical Services transactions for Q2 2023

Selected News

Industrial & Technical Services

AECOM (NYSE:ACM) reported second quarter net income of \$76.6 million for fiscal year 2023 as compared to \$41.6 million for the prior year period. Earnings per share were \$0.71 versus \$0.68 for the prior year period. Revenues for the quarter increased to \$3,490.2 million from \$3,213.7 million for the same period in fiscal year 2022.

Aurubis AG (XTRA:NDA) reported second quarter net income of \$115.2 million for fiscal year 2023 as compared to \$232.3 million for the prior year period. Earnings per share were \$2.05 versus \$4.47 for the prior year period. Revenues for the quarter decreased to \$5,103.8 million from \$5,400.7 million for the same period in fiscal year 2022.

Balfour Beatty plc (LSE:BBY) reported net income of \$347.0 million for fiscal year 2022 as compared to \$189.6 million for the prior year. Earnings per share were \$0.26 versus \$0.06 for the prior year. Revenues for the year decreased to \$9,192.1 million from \$9,728.9 million for fiscal year 2021.

Cardno Limited (CDD) reported second quarter net income of (\$1.0) million for fiscal year 2023 as compared to \$170.4 million for the prior year period. Earnings per share were (\$0.02) versus (\$0.01) for the prior year period. Revenues for the quarter increased to \$2.2 million from \$1.7 million for the same period in fiscal year 2022.

Clean Harbors, Inc. (NYSE:CLH) reported first quarter net income of \$72.4 million for fiscal year 2023 as compared to \$45.3 million for the prior year period. Earnings per share were \$1.15 versus \$0.72 for the prior year period. Revenues for the quarter increased to \$1,307.4 million from \$1,169.1 million for the same period in fiscal year 2022.

Commercial Metals Company (NYSE:CMC) reported third quarter net income of \$234.0 million for fiscal year 2023 as compared to \$312.4 million for the prior year period. Earnings per share were \$1.66 versus \$2.07 for the prior year period. Revenues for the quarter decreased to \$2,345.0 million from \$2,515.7 million for the same period in fiscal year 2022.

Dowa Holdings Co., Ltd. (TSE:5714) reported net income of \$188.4 million for fiscal year 2023 as compared to \$420.1 million for the prior year. Earnings per share were \$3.82 versus \$5.77 for the prior year. Revenues for the year decreased to \$5,868.0 million from \$6,849.8 million for fiscal year 2022.

Fastenal Company (NasdaqGS:FAST) reported second quarter net income of \$298.0 million for fiscal year 2023 as compared to \$287.1 million for the prior year period. Earnings per share were \$0.43 versus \$0.41 for the prior year period. Revenues for the quarter increased to \$1,883.1 million from \$1,778.6 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Industrial & Technical Services

Fluor Corporation (NYSE:FLR) reported first quarter net income of (\$107.0) million for fiscal year 2023 as compared to \$48.0 million for the prior year period. Earnings per share were (\$0.27) versus \$0.05 for the prior year period. Revenues for the quarter increased to \$3,752.0 million from \$3,122.0 million for the same period in fiscal year 2022.

Jacobs Solutions Inc. (NYSE:J) reported second quarter net income of \$216.5 million for fiscal year 2023 as compared to \$88.8 million for the prior year period. Earnings per share were \$1.16 versus \$1.03 for the prior year period. Revenues for the quarter increased to \$4,078.3 million from \$3,834.1 million for the same period in fiscal year 2022.

John Wood Group PLC (LSE:WG.) reported net income of (\$356.3) million for fiscal year 2022 as compared to (\$139.5) million for the prior year. Earnings per share were (\$0.04) versus (\$0.03) for the prior year. Revenues for the year increased to \$5,434.2 million from \$5,212.3 million for fiscal year 2021.

KBR, Inc. (NYSE:KBR) reported second quarter net income of (\$351.0) million for fiscal year 2023 as compared to \$94.0 million for the prior year period. Earnings per share were (\$0.89) versus \$0.36 for the prior year period. Revenues for the quarter increased to \$1,753.0 million from \$1,616.0 million for the same period in fiscal year 2022.

MRC Global Inc. (NYSE:MRC) reported first quarter net income of \$34.0 million for fiscal year 2023 as compared to \$16.0 million for the prior year period. Earnings per share were \$0.34 versus \$0.17 for the prior year period. Revenues for the quarter increased to \$885.0 million from \$742.0 million for the same period in fiscal year 2022.

MSC Industrial Direct Co., Inc. (NYSE:MSM) reported third quarter net income of \$95.2 million for fiscal year 2023 as compared to \$99.7 million for the prior year period. Earnings per share were \$1.43 versus \$1.52 for the prior year period. Revenues for the quarter increased to \$1,054.5 million from \$958.6 million for the same period in fiscal year 2022.

NV5 Global, Inc. (NYSE:NVEE) reported first quarter net income of \$5.9 million for fiscal year 2023 as compared to \$8.6 million for the prior year period. Earnings per share were \$0.30 versus \$0.48 for the prior year period. Revenues for the quarter decreased to \$184.3 million from \$190.2 million for the same period in fiscal year 2022.

Primoris Services Corporation (NYSE:PRIM) reported first quarter net income of \$1.3 million for fiscal year 2023 as compared to (\$1.7) million for the prior year period. Earnings per share were \$0.03 versus (\$0.03) for the prior year period. Revenues for the quarter increased to \$1,256.9 million from \$784.4 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

Selected News (cont'd)

Industrial & Technical Services

Sims Limited (ASX:SGM) reported second quarter net income of \$34.3 million for fiscal year 2023 as compared to \$92.1 million for the prior year period. Earnings per share were \$0.07 versus \$0.36 for the prior year period. Revenues for the quarter decreased to \$1,305.5 million from \$1,552.3 million for the same period in fiscal year 2022.

Tetra Tech, Inc. (NasdaqGS:TTEK) reported second quarter net income of \$42.8 million for fiscal year 2023 as compared to \$53.0 million for the prior year period. Earnings per share were \$1.13 versus \$0.82 for the prior year period. Revenues for the quarter increased to \$969.6 million from \$699.6 million for the same period in fiscal year 2022.

Transcat, Inc. (NasdaqGM:TRNS) reported net income of \$10.7 million for fiscal year 2023 as compared to \$11.4 million for the prior year. Earnings per share were \$1.12 versus \$1.16 for the prior year. Revenues for the year increased to \$230.6 million from \$205.0 million for fiscal year 2022.

Veolia Environnement SA (ENXTPA:VIE) reported net income of \$765.0 million for fiscal year 2022 as compared to \$459.8 million for the prior year. Earnings per share were \$0.95 versus \$1.03 for the prior year. Revenues for the year increased to \$45,832.3 million from \$32,421.4 million for fiscal year 2021.

W.W. Grainger, Inc. (NYSE:GWW) reported second quarter net income of \$470.0 million for fiscal year 2023 as compared to \$371.0 million for the prior year period. Earnings per share were \$7.62 versus \$5.95 for the prior year period. Revenues for the quarter increased to \$4,182.0 million from \$3,837.0 million for the same period in fiscal year 2022.

WESCO International, Inc. (NYSE:WCC) reported first quarter net income of \$197.1 million for fiscal year 2023 as compared to \$181.2 million for the prior year period. Earnings per share were \$3.10 versus \$2.99 for the prior year period. Revenues for the quarter increased to \$5,521.9 million from \$4,932.2 million for the same period in fiscal year 2022.

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

Source: S&P Capital IQ

MHH Manufacturing Universe Directory

Manufacturing Update

Company	Sector
3M Company	Components & Materials
AECOM	Ind. & Tech. 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	Ind. & Tech. Services
Autoliv, Inc.	Components & Materials
Axcelis Technologies, Inc.	Industrial Equipment
Azenta, Inc.	Industrial Equipment
BAE Systems plc	Aerospace & Defense
Balfour Beatty plc	Ind. & Tech. Services
BASF SE	Components & Materials
Belden Inc.	Components & Materials
Bosch Ltd	Components & Materials
Cardno Ltd.	Ind. & Tech. Services
Caterpillar Inc.	Industrial Equipment
Celanese Corporation	Components & Materials
Clean Harbors, Inc.	Ind. & Tech. Services
Cohu, Inc.	Industrial Equipment
Commercial Metals Company	Ind. & Tech. 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.	Ind. & Tech. Services

Company	Sector
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	Ind. & Tech. Services
Fluor Corporation	Ind. & Tech. Services
FormFactor, Inc.	Industrial Equipment
General Dynamics Corporation	Aerospace & Defense
HD Supply Holdings, Inc.	Ind. & Tech. Services
Honeywell International Inc.	Aerospace & Defense
Hubbell Incorporated	Industrial Equipment
Huntington Ingalls Industries, Inc	Aerospace & Defense
Jacobs Engineering Group Inc.	Ind. & Tech. Services
John Wood Group plc	Ind. & Tech. Services
Johnson Controls Inc.	Components & Materials
KBR, Inc.	Ind. & Tech. Services
KLA-Tencor Corporation	Industrial Equipment
Korea Shipbuilding Co. Ltd.	Industrial Equipment
L3Harris Technologies	Aerospace & Defense
Lam Research Corporation	Industrial Equipment
Lawson Products, Inc.	Ind. & Tech. Services
Lear Corp.	Components & Materials
Lockheed Martin Corporation	Aerospace & Defense
MKS Instruments, Inc.	Industrial Equipment
MRC Global Inc.	Ind. & Tech. Services
MSC Industrial Direct Co., Inc.	Ind. & Tech. Services
Nanometrics Incorporated	Industrial Equipment
Northrop Grumman Corporation	Aerospace & Defense

Company	Sector
Nova Measuring Instruments Ltd.	Industrial Equipment
NV5 Global, Inc.	Ind. & Tech. 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	Ind. & Tech. Services
Raytheon Technologies Corporation	Aerospace & Defense
Regal Rexnord Corporation	Industrial Equipment
Rockwell Automation Inc.	Industrial Equipment
Rolls Royce Holdings plc	Aerospace & Defense
Schneider Electric S.E.	Industrial Equipment
Sims Metal Management Limited	Ind. & Tech. 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.	Ind. & Tech. Services
Textron Inc.	Aerospace & Defense
Thales SA	Aerospace & Defense
The Boeing Company	Aerospace & Defense
Tokyo Electron Limited	Industrial Equipment
Transcat, Inc.	Ind. & Tech. Services
Veeco Instruments Inc.	Industrial Equipment
Veolia Environnement S.A.	Ind. & Tech. Services
Vishay Intertechnology Inc.	Components & Materials
W.W. Grainger, Inc.	Ind. & Tech. Services
WESCO International, Inc.	Ind. & Tech. Services
Xcerra Corporation	Industrial Equipment

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- Sale of businesses, strategic acquisitions, management buy-outs and industry build-ups

Raise Capital

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- Analysis of business strategies and options
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- Valuations

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Contact us

Mufson Howe Hunter

www.mhhco.com

Michael J. Howe

Managing Director
Direct Dial: 215.399.5413
Mobile: 215.808.0160
mhowe@mhhco.com

Michael J. Gorman

Director
Direct Dial: 215.399.5416
Mobile: 610.731.9126
mgorman@mhhco.com

Isabel Schaefer

Vice President
Direct Dial: 215.399.5418
Mobile: 610.888.1937
ischaefer@mhhco.com