



Mufson Howe Hunter

Manufacturing Update

May 2024

Primary MHH Manufacturing Contacts

Michael J. Howe

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

Joe Golden

Managing Director
Mobile: 703.785.5525
jgolden@mhhco.com

Isabel Schaefer

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

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

Mufson Howe Hunter & Partners LLC
Member SIPC | FINRA

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 both financial and stock performance as well as recent news.

Macro-Economic Trends

	Mar-24	Apr-24	Trend
PMI	50.3	49.2	Negative
Total Unemployment	3.8	3.9	Negative
CPI Monthly Change	0.4	0.3	Positive
PPI Monthly Change	-0.1	0.5	Negative
Industrial Production	102.8	102.8	Neutral
Capacity Utilization	78.5	78.4	Negative
Manufacturing Production	99.7	99.4	Negative
Manufacturing Utilization	77.2	76.9	Negative

Sector Index Performance

	3-Year	LTM	3-Month
Aerospace & Defense	19.9%	7.8%	3.3%
Components & Materials	-18.7%	3.8%	5.4%
Industrial Equipment	34.9%	18.9%	10.5%
Industrial & Technical Services	39.3%	41.4%	3.2%
NASDAQ	12.1%	28.1%	3.3%
S&P 500	20.4%	20.8%	3.9%

Table of Contents

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.....	13
Section 6	Industrial Equipment.....	19
Section 7	Industrial & Technical Services.....	25
Section 8	MHH Manufacturing Universe Directory.....	30

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.

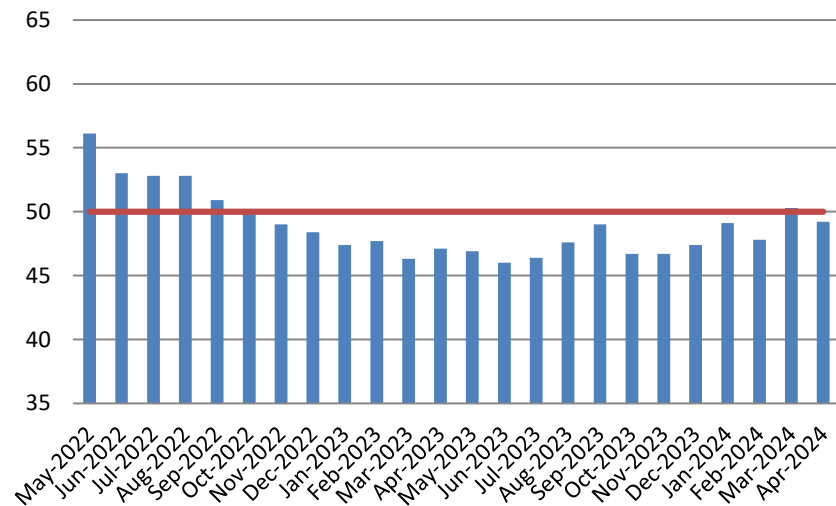
The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond 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 © 2024 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

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)



Source: Institute for Supply Management

Commentary

Activity in the Manufacturing sector as measured by the PMI decreased by 1.1% in April after expanding (above 50) in March for the first time in 16 months.

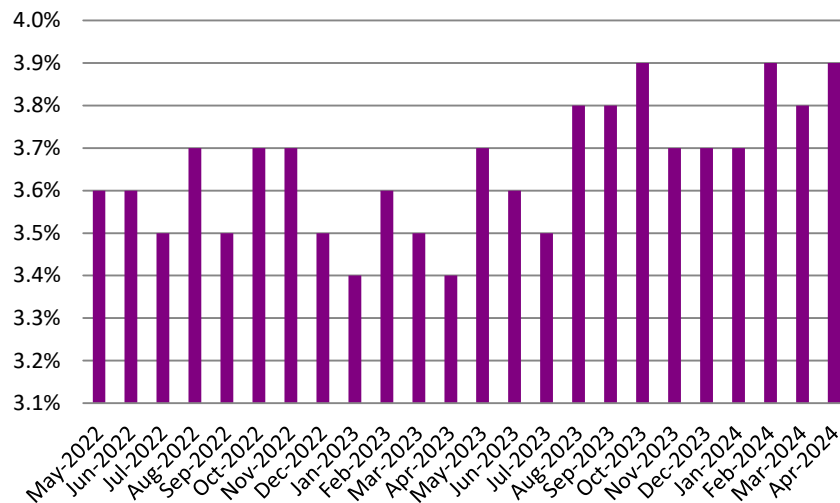
Production, Prices and Imports experienced expansion during April 2024.

Whereas New Orders, Employment, Supplier Deliveries, Inventories, Backlog and Exports contracted during April 2024.

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)



Source: United States Bureau of Labor

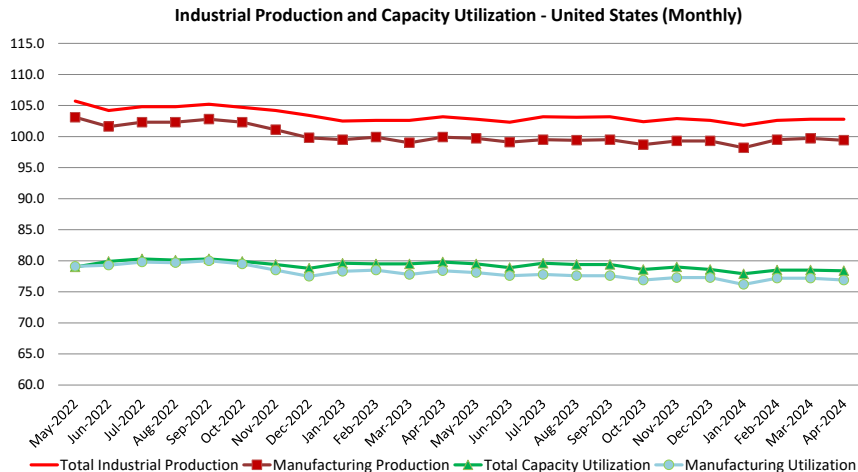
Commentary

The unemployment rate changed little at 3.9% and the number of unemployed people currently sits at 6.5 million in April. Notable job gains occurred in Health Care, Social Assistance, Transportation & Warehousing.

Major U.S. Economic Indicators (cont'd.)

Industrial Production and Capacity Utilization

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



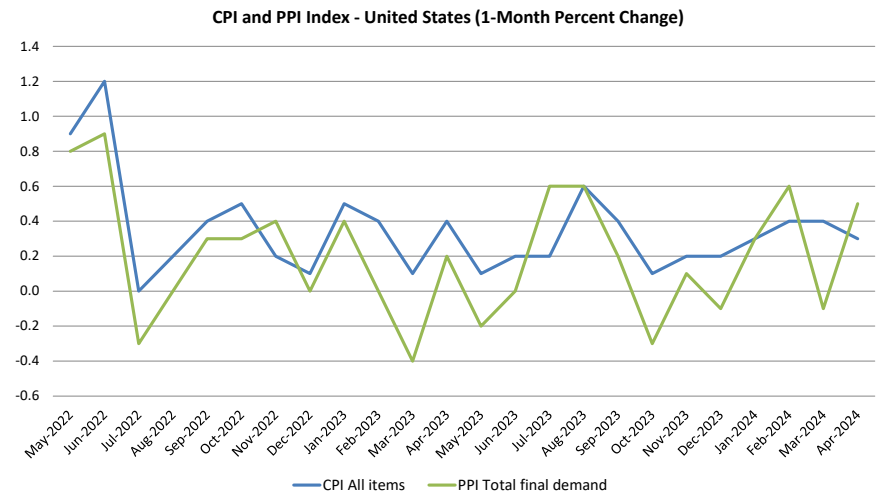
Source: United States Federal Reserve

Commentary

Industrial Production remained constant month-over-month (i.e., boxed red line) in April while Manufacturing output decreased by 0.3% (i.e., dotted green line). The Mining Index fell 0.8%, while the Utilities Index rose 3.0%. Total Industrial Production in April was 0.4% lower than its year-earlier level. Capacity Utilization moved down in April to 78.4%, a rate however, that is 1.2% below its long-run average. Manufacturing Utilization decreased as well, reaching 76.9%.

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.



Source: United States Bureau of Labor

Commentary

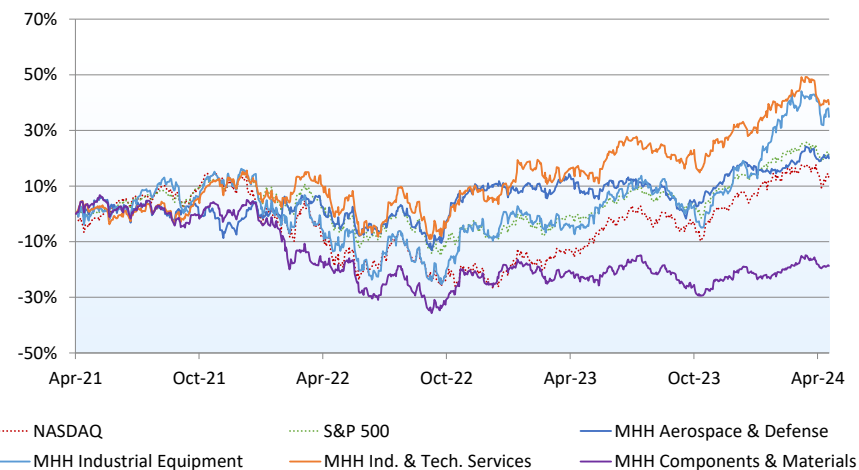
The Consumer Price Index for All Urban Consumers increased 0.3% in April on a seasonally adjusted basis. Consumer prices for all items (except food and energy) rose 3.6% over the past 12 months; the CPI All Items index increased 3.4% for the 12 months ended in April. The Producer Price Index for final demand increased by 0.5% in April; furthermore, final demand prices rose by 2.2% during the 12 months ended in April.

Sector Index Performance

Comparative Index ^(a) Performance (Last Three Years)

Last Three Years

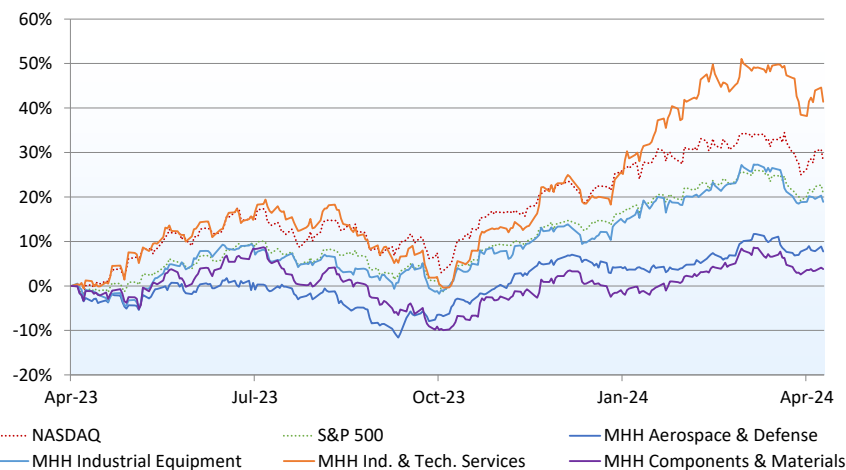
Daily from April 30, 2021 to April 30, 2024
Price as Percent of Base (April 30, 2021 = 0%)



Comparative Index ^(a) Performance (Last Twelve Months)

Last Twelve Months

Daily from April 30, 2023 to April 30, 2024
Price as Percent of Base (April 28, 2023 = 0%)



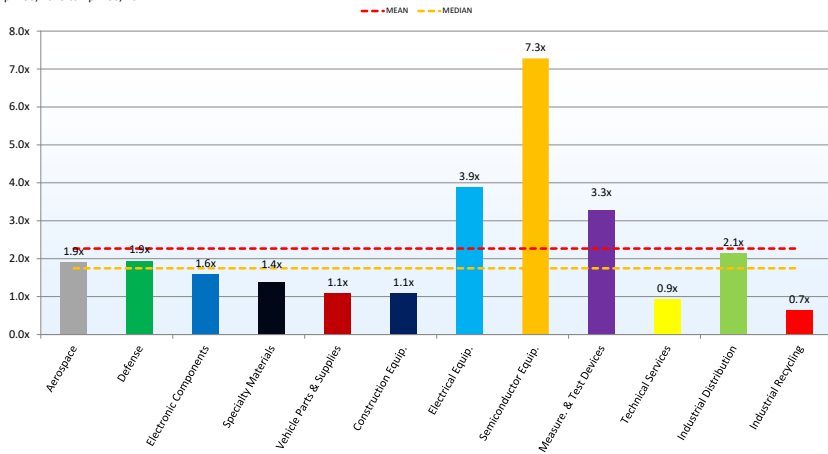
Price Appreciation

	3-Year	LTM	3-Month
MHH Aerospace & Defense	19.9%	7.8%	3.3%
MHH Components & Materials	-18.7%	3.8%	5.4%
MHH Industrial Equipment	34.9%	18.9%	10.5%
MHH Industrial & Technical Services	39.3%	41.4%	3.2%
NASDAQ	12.1%	28.1%	3.3%
S&P 500	20.4%	20.8%	3.9%

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

Comparative Subsector LTM EV/Revenue

Last Twelve Months EV/Revenue
April 30, 2023 to April 30, 2024

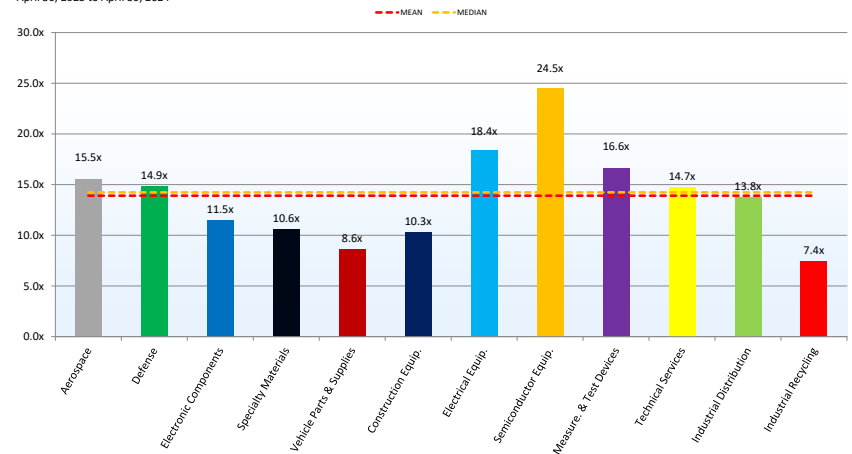


Commentary

During the last twelve months, our subsector indices had a mean EV/Revenue of 2.3x (i.e., red dashed line) and a median of 1.7x (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest multiple at 7.3x and Industrial Recycling had the lowest multiple at 0.7x.

Comparative Subsector LTM EV/EBITDA

Last Twelve Months EV/EBITDA
April 30, 2023 to April 30, 2024

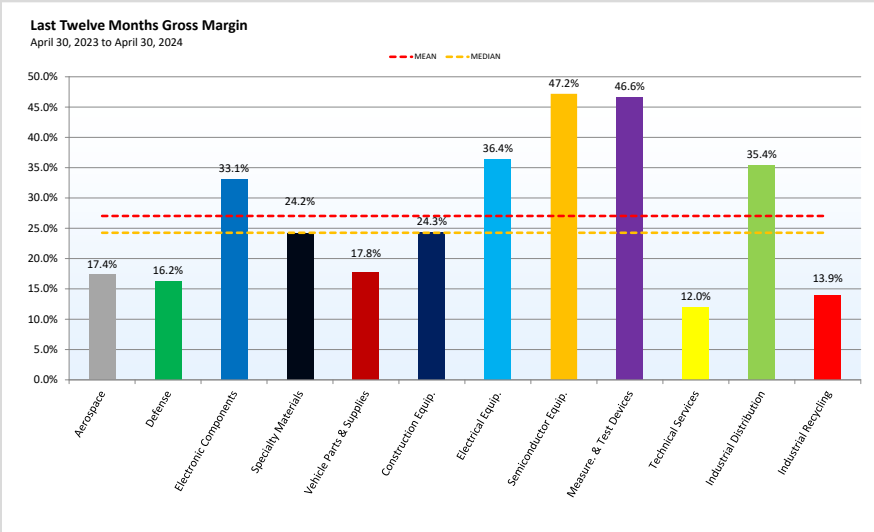


Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 13.9x (i.e., red dashed line) and a median of 14.2x (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest multiple at 24.5x and Industrial Recycling had the lowest multiple at 7.4x.

Subsector Statistics (cont'd.)

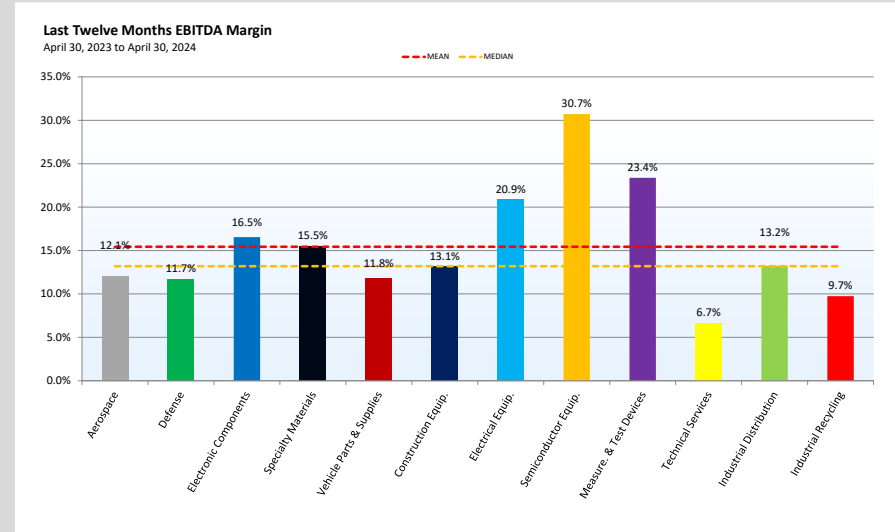
Comparative Subsector LTM Gross Margin



Commentary

During the last twelve months, our subsector indices had a mean Gross Margin of 27.0% (i.e., red dashed line) and a median of 24.3% (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest margin at 47.2%, and Technical Services had the lowest margin at 12.0%.

Comparative Subsector LTM EBITDA Margin



Commentary

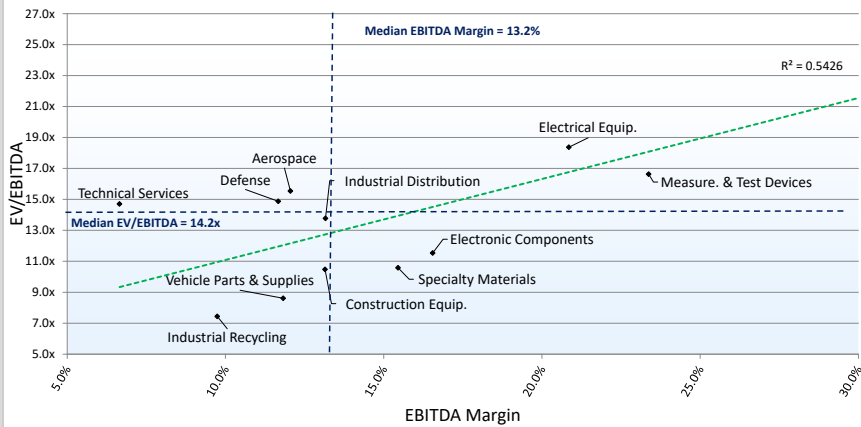
During the last twelve months, our subsector indices had a mean EBITDA Margin of 15.4% (i.e., red dashed line) and a median of 13.2% (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest margin at 30.7% and Technical Services had the lowest margin at 6.7%.

Subsector Trading Multiples & Margins

Last Twelve Months from April 30, 2023 to April 30, 2024

Index Subsector LTM EV/EBITDA vs EBITDA Margin

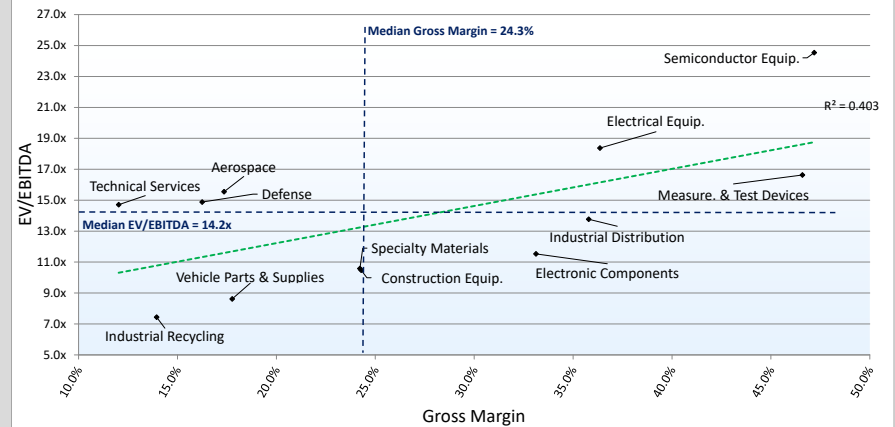
Last Twelve Months EV/EBITDA vs. EBITDA Margin
April 30, 2023 to April 30, 2024



*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 vs. Gross Margin
April 30, 2023 to April 30, 2024



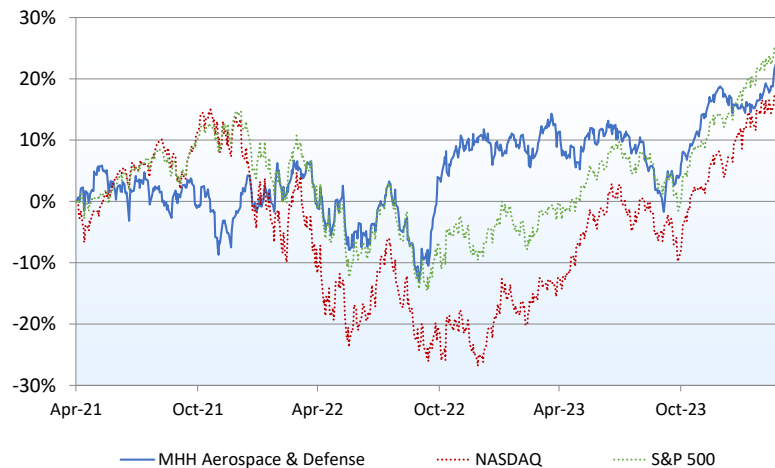
*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards
*Note: The green dotted line represents the regression line.

Comparative Index Performance

The MHH Aerospace & Defense Index^(a) increased by 3.3% during the three months ending April 30, 2024.

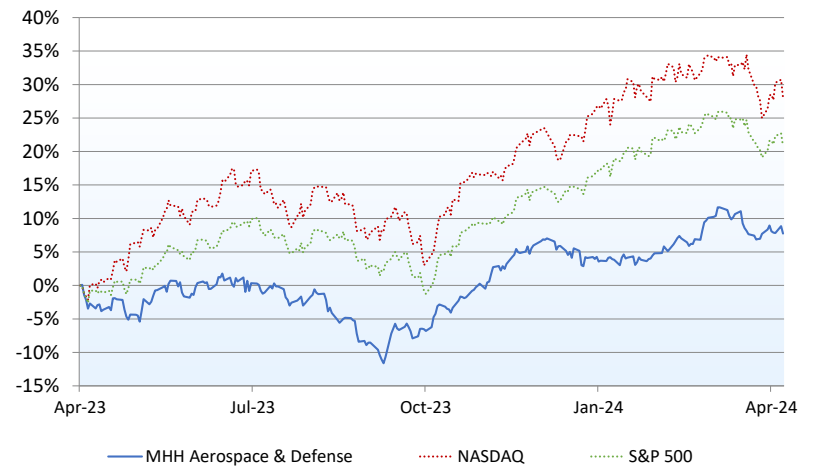
Last Three Years

Daily from April 30, 2021 to April 30, 2024
Price as Percent of Base (April 30, 2021 = 0%)



Last Twelve Months

Daily from April 30, 2023 to April 30, 2024
Price as Percent of Base (April 30, 2023 = 0%)



Price Appreciation

	3-Year	LTM	3-Month
MHH Aerospace & Defense	19.9%	7.8%	3.3%
NASDAQ	12.1%	28.1%	3.3%
S&P 500	20.4%	20.8%	3.9%

(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.

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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/ Revenue	EBITDA	EBIT	Price/ EPS	Gross Profit	EBITDA
Aerospace													
RTX Corporation (RTX)	\$101.52	\$134,752	\$175,051	\$71,011	\$9,346	\$5,110	\$1.58	2.47x	18.7x	34.3x	NM	17.0%	13.2%
The Boeing Company (BA)	167.84	103,034	143,438	76,442	2,675	\$829	(0.36)	1.88x	NM	NM	NM	11.5%	3.5%
Honeywell International Inc. (HON)	192.73	125,503	140,450	36,903	8,921	\$7,737	6.83	3.81x	15.7x	18.2x	28.2x	37.5%	24.2%
Airbus SE (ENXTPA:AIR)	165.40	130,817	128,057	71,759	6,773	\$4,747	4.59	1.78x	18.9x	27.0x	36.0x	15.5%	9.4%
Rolls-Royce Holdings plc (LSE:RR.)	5.17	43,273	45,939	20,999	2,955	\$2,334	0.18	2.19x	15.5x	19.7x	28.2x	22.1%	14.1%
Thales S.A. (ENXTPA:HO)	168.89	34,905	39,710	20,370	2,638	\$1,742	5.59	1.95x	15.1x	22.8x	30.2x	25.9%	12.9%
Textron Inc. (TXT)	84.59	16,131	18,651	13,794	1,688	\$1,297	3.89	1.35x	11.0x	14.4x	21.7x	16.6%	12.2%
Embraer S.A. (BOVESPA:EMBR3)	6.44	4,734	5,749	5,350	429	\$339	0.23	1.07x	13.4x	17.0x	28.4x	17.7%	8.0%
Mean		\$74,144	\$87,131	\$39,578	\$4,428	\$3,017	\$2.82	2.06x	15.5x	21.9x	28.8x	20.5%	12.2%
Median		73,154	86,998	28,951	2,815	2,038	2.74	1.91x	15.5x	19.7x	28.3x	17.4%	12.6%
Defense													
Lockheed Martin Corporation (LMT)	\$464.93	\$111,554	\$128,182	\$69,640	\$10,154	\$8,961	\$20.49	1.84x	12.6x	14.3x	22.7x	12.2%	14.6%
General Dynamics Corporation (GD)	287.09	78,641	88,668	43,122	4,790	3,942	9.23	2.06x	18.5x	22.5x	31.1x	15.8%	11.1%
Northrop Grumman Corporation (NOC)	485.03	71,780	86,530	40,122	4,144	2,805	9.86	2.16x	20.9x	30.8x	NM	16.7%	10.3%
L3Harris Technologies, Inc. (LHX)	214.05	40,601	53,896	20,159	3,640	2,404	6.12	2.67x	14.8x	22.4x	35.0x	26.3%	18.1%
BAE Systems plc (BA.)	16.70	50,295	53,743	29,396	3,595	3,007	0.56	1.83x	15.0x	17.9x	30.0x	65.4%	12.2%
Huntington Ingalls Industries, Inc. (HII)	276.93	10,969	13,263	11,585	1,132	792	11.48	1.14x	11.7x	16.7x	24.1x	14.4%	9.8%
Mean		\$60,640	\$70,713	\$35,671	\$4,576	\$3,652	\$9.62	1.95x	15.6x	20.8x	28.6x	25.1%	12.7%
Median		61,037	70,213	34,759	3,892	2,906	9.54	1.95x	14.9x	20.1x	30.0x	16.2%	11.7%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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, 2024 excluding TXT (March 30, 2024); LHX (March 29, 2024); and BA., ENXTPA:HO & LSE:RR. (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Aerospace & Defense

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
-----------	--------	--------------------	----------	-------

No selected M&A transactions for April 2024

Airbus SE (ENXTPA:AIR) reported first quarter net income of \$641.9 million for fiscal year 2024 as compared to \$506.3 million for the prior year period. Earnings per share were \$0.78 versus \$0.50 for the prior year period. Revenues for the quarter increased to \$13,841.8 million from \$12,780.3 million for the same period in fiscal year 2023.

General Dynamics Corporation (NYSE:GD) reported first quarter net income of \$799.0 million for fiscal year 2024 as compared to \$730.0 million for the prior year period. Earnings per share were \$2.18 versus \$1.99 for the prior year period. Revenues for the quarter increased to \$10,731.0 million from \$9,881.0 million for the same period in fiscal year 2023.

Honeywell International Inc. (NasdaqGS:HON) reported first quarter net income of \$1,463.0 million for fiscal year 2024 as compared to \$1,394.0 million for the prior year period. Earnings per share were \$1.78 versus \$1.63 for the prior year period. Revenues for the quarter increased to \$9,105.0 million from \$8,864.0 million for the same period in fiscal year 2023.

L3Harris Technologies, Inc. (NYSE:LHX) reported first quarter net income of \$283.0 million for fiscal year 2024 as compared to \$337.0 million for the prior year period. Earnings per share were \$1.49 versus \$1.41 for the prior year period. Revenues for the quarter increased to \$5,211.0 million from \$4,471.0 million for the same period in fiscal year 2023.

Lockheed Martin Corporation (NYSE:LMT) reported first quarter net income of \$1,545.0 million for fiscal year 2024 as compared to \$1,689.0 million for the prior year period. Earnings per share were \$4.73 versus \$4.80 for the prior year period. Revenues for the quarter increased to \$17,195.0 million from \$15,126.0 million for the same period in fiscal year 2023.

Northrop Grumman Corporation (NYSE:NOC) reported first quarter net income of \$944.0 million for fiscal year 2024 as compared to \$842.0 million for the prior year period. Earnings per share were \$4.73 versus \$4.07 for the prior year period. Revenues for the quarter increased to \$10,133.0 million from \$9,301.0 million for the same period in fiscal year 2023.

RTX Corporation (NYSE:RTX) reported first quarter net income of \$1,709.0 million for fiscal year 2024 as compared to \$1,426.0 million for the prior year period. Earnings per share were \$0.65 versus \$0.73 for the prior year period. Revenues for the quarter increased to \$19,305.0 million from \$17,214.0 million for the same period in fiscal year 2023.

Textron Inc. (NYSE:TXT) reported first quarter net income of \$201.0 million for fiscal year 2024 as compared to \$191.0 million for the prior year period. Earnings per share were \$0.81 versus \$0.69 for the prior year period. Revenues for the quarter increased to \$3,135.0 million from \$3,024.0 million for the same period in fiscal year 2023.

The Boeing Company (NYSE:BA) reported first quarter net income of (\$343.0) million for fiscal year 2024 as compared to (\$414.0) million for the prior year period. Earnings per share were (\$0.28) versus \$0.06 for the prior year period. Revenues for the quarter decreased to \$16,569.0 million from \$17,921.0 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

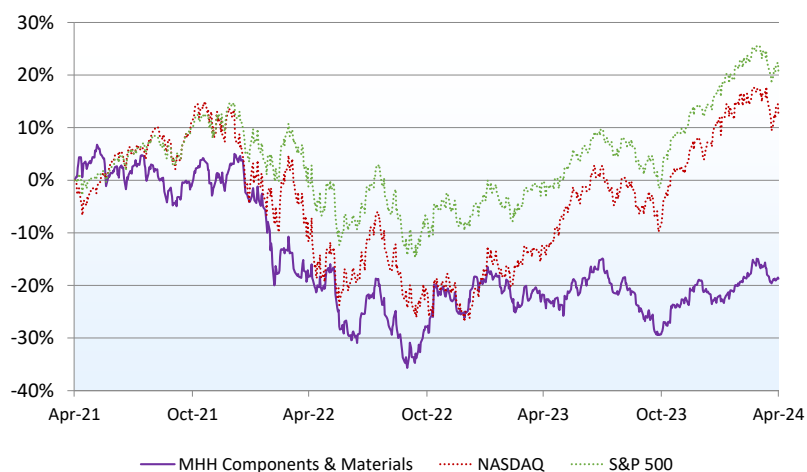
Comparative Index Performance

The MHH Components & Materials index^(a) increased by 5.4% during the three months ending April 30, 2024.

Last Three Years

Daily from April 30, 2021 to April 30, 2024

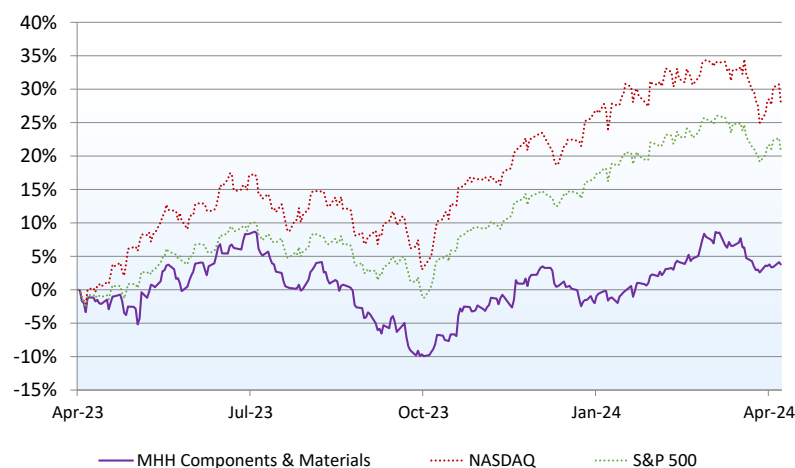
Price as Percent of Base (April 30, 2021 = 0%)



Last Twelve Months

Daily from April 30, 2023 to April 30, 2024

Price as Percent of Base (April 30, 2023 = 0%)



Price Appreciation

	3-Year	LTM	3-Month
MHH Components & Materials ^(a)	-18.7%	3.8%	5.4%
NASDAQ	12.1%	28.1%	3.3%
S&P 500	20.4%	20.8%	3.9%

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

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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/ Revenue EBITDA EBIT		Price/ EPS	Gross Profit EBITDA		
Electronic Components													
Amphenol Corporation (APH)	\$120.77	\$72,535	\$74,964	\$12,837	\$3,095	\$2,682	\$2.56	5.84x	24.2x	28.0x	NM	32.9%	24.1%
TE Connectivity Ltd. (TEL)	141.48	43,325	46,493	15,831	3,621	2,835	5.67	2.94x	12.8x	16.4x	25.0x	33.3%	22.9%
Coming Incorporated (GLW)	33.38	27,338	33,674	12,385	2,650	1,285	0.91	2.72x	12.7x	26.2x	36.8x	33.9%	21.4%
OMRON Corporation (TSE:6645)	34.68	6,829	8,004	5,413	431	227	0.37	1.48x	18.6x	35.3x	NM	42.3%	8.0%
Belden Inc. (BDC)	81.27	3,305	4,012	2,406	387	293	3.84	1.67x	10.4x	13.7x	21.2x	37.9%	16.1%
Encore Wire Corporation (WIRE)	279.36	4,411	3,797	2,540	413	380	15.42	1.49x	9.2x	10.0x	18.1x	23.1%	16.3%
Vishay Intertechnology, Inc. (VSH)	23.14	3,183	3,127	3,277	552	361	1.66	0.95x	5.7x	8.7x	13.9x	26.4%	16.8%
Alps Alpine Co., Ltd. (TSE:6770)	9.07	1,865	2,018	6,374	394	120	0.49	0.32x	5.1x	16.8x	18.6x	17.2%	6.2%
Mean		\$20,349	\$22,011	\$7,633	\$1,443	\$1,284	\$3.86	2.18x	12.3x	19.4x	22.3x	30.9%	16.5%
Median		5,620	6,008	5,894	491	832	2.11	1.58x	11.5x	16.6x	19.9x	33.1%	16.5%
Specialty Materials													
BASF SE (DE:BAS)	\$52.56	\$46,912	\$69,689	\$71,706	\$6,565	\$2,936	\$1.28	0.97x	10.6x	23.7x	NM	24.2%	9.2%
3M Company (MMM)	96.51	53,405	64,757	32,653	8,146	6,195	6.24	1.98x	7.9x	10.5x	15.5x	44.6%	24.9%
Dow Inc. (DOW)	56.90	40,012	53,824	43,536	5,087	2,474	1.42	1.24x	10.6x	21.8x	NM	11.3%	11.7%
DuPont de Nemours, Inc. (DD)	72.50	30,310	36,710	11,981	2,837	1,676	1.93	3.06x	12.9x	21.9x	37.6x	35.4%	23.7%
PPG Industries, Inc. (PPG)	129.00	30,362	36,283	18,177	2,809	2,243	5.47	2.00x	12.9x	16.2x	23.6x	42.0%	15.5%
Celanese Corporation (CE)	153.61	17,137	29,891	10,698	1,821	1,101	4.44	2.79x	16.4x	27.1x	34.6x	23.6%	17.0%
Akzo Nobel N.V. (ENXTAM:AKZA)	66.45	11,336	15,895	11,491	1,510	1,230	3.39	1.38x	10.5x	12.9x	19.6x	40.7%	13.1%
Evonik Industries AG (DE:EVK)	20.90	9,739	13,257	16,246	2,068	836	0.78	0.82x	6.4x	15.9x	26.6x	23.4%	12.7%
Solvay SA (ENXTBR:SOLB)	32.52	3,415	4,995	6,333	1,480	747	4.28	0.79x	3.4x	6.7x	7.6x	20.9%	23.4%
Mean		\$26,959	\$36,145	\$24,758	\$3,591	\$1,472	\$3.25	1.67x	10.2x	17.5x	23.6x	29.6%	16.8%
Median		30,310	36,283	16,246	2,809	1,230	3.39	1.38x	10.6x	16.2x	23.6x	24.2%	15.5%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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 close March 31, 2024 excluding LEA & VSH (March 30, 2024); TEL (March 29, 2024); and BSE:500530 (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Components & Materials

Selected Valuation Metrics (cont'd.)

(\$ 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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/ Revenue EBITDA EBIT		Price/ EPS	Gross Profit	EBITDA	
Vehicle Parts and Supplies													
Johnson Controls International plc (JCI)	\$65.07	\$44,345	\$55,763	\$26,832	\$2,963	\$2,057	\$1.54	2.08x	18.8x	27.1x	NM	32.8%	11.0%
DENSO Corporation (TSE:6902)	17.09	49,757	51,490	47,236	4,991	2,516	0.51	1.09x	10.3x	20.5x	33.5x	15.3%	10.6%
Aptiv PLC (APTV)	71.00	19,360	24,803	20,134	2,871	1,953	3.19	1.23x	8.6x	12.7x	22.3x	17.8%	14.3%
Continental Aktiengesellschaft (DB:CON)	65.03	13,012	18,033	44,128	3,577	1,631	4.04	0.41x	5.0x	11.1x	16.1x	20.7%	8.1%
Autoliv, Inc. (ALV)	119.79	9,748	11,507	10,597	1,336	954	6.57	1.09x	8.6x	12.1x	18.2x	17.8%	12.6%
Bosch Limited (BSE:500530)	351.69	10,373	10,015	1,966	254	204	5.17	5.09x	NM	49.0x	NM	33.9%	12.9%
Lear Corporation (LEA)	125.87	7,169	9,796	23,616	1,672	1,061	8.91	0.41x	5.9x	9.2x	14.1x	7.8%	7.1%
Stanley Electric Co., Ltd. (TSE:6923)	17.77	2,850	2,089	3,123	482	237	0.94	0.67x	4.3x	8.8x	18.8x	17.5%	15.4%
Mean		\$19,577	\$22,937	\$22,204	\$2,268	\$1,327	\$3.86	1.51x	8.8x	18.8x	20.5x	20.5%	11.5%
Median		11,692	14,770	21,875	2,271	1,346	3.61	1.09x	8.6x	12.4x	18.5x	17.8%	11.8%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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 close March 31, 2024 excluding LEA & VSH (March 30, 2024); TEL (March 29, 2024); and BSE:500530 (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Components & Materials

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
Apr 29	WIP Industrial Automation	Develops, integrates, and deploys cutting-edge technologies, including robotics and AI-based computer vision, to create customized automation solutions for manufacturing applications.	Lear Corporation (NYSE:LEA)	ND
Apr 15	Encore Wire Corporation (NasdaqGS:WIRE)	Manufactures and sells electrical building wires and cables to distribute power from the transmission grid to the wall outlet or switch.	Prysmian S.p.A. (BIT:PRY)	\$4,196.9

ND – Not disclosed. Transaction values in millions.

3M Company (NYSE:MMM) reported first quarter net income of \$928.0 million for fiscal year 2024 as compared to \$976.0 million for the prior year period. Earnings per share were \$1.64 versus \$1.51 for the prior year period. Revenues for the quarter decreased to \$8,003.0 million from \$8,031.0 million for the same period in fiscal year 2023.

Akzo Nobel N.V. (ENXTAM:AKZA) reported first quarter net income of \$195.3 million for fiscal year 2024 as compared to \$102.1 million for the prior year period. Earnings per share were \$0.91 versus \$0.53 for the prior year period. Revenues for the quarter decreased to \$2,848.2 million from \$2,886.8 million for the same period in fiscal year 2023.

Amphenol Corporation (NYSE:APH) reported first quarter net income of \$548.7 million for fiscal year 2024 as compared to \$439.2 million for the prior year period. Earnings per share were \$0.65 versus \$0.56 for the prior year period. Revenues for the quarter increased to \$3,256.3 million from \$2,974.0 million for the same period in fiscal year 2023.

Autoliv, Inc. (NYSE:ALV) reported first quarter net income of \$126.0 million for fiscal year 2024 as compared to \$74.0 million for the prior year period. Earnings per share were \$1.30 versus \$0.78 for the prior year period. Revenues for the quarter increased to \$2,615.0 million from \$2,493.0 million for the same period in fiscal year 2023.

BASF SE (DE:BAS) reported first quarter net income of \$1,475.9 million for fiscal year 2024 as compared to \$1,697.1 million for the prior year period. Earnings per share were \$1.30 versus \$1.43 for the prior year period. Revenues for the quarter decreased to \$18,937.3 million from \$21,719.9 million for the same period in fiscal year 2023.

Corning Incorporated (NYSE:GLW) reported first quarter net income of \$209.0 million for fiscal year 2024 as compared to \$176.0 million for the prior year period. Earnings per share were \$0.20 versus \$0.15 for the prior year period. Revenues for the quarter decreased to \$2,975.0 million from \$3,178.0 million for the same period in fiscal year 2023.

DENSO Corporation (TSE:6902) reported net income of \$2,068.0 million for fiscal year 2024 as compared to \$2,366.8 million for the prior year. Earnings per share were \$0.51 versus \$0.63 for the prior year. Revenues for the year decreased to \$47,236.3 million from \$48,154.1 million for fiscal year 2023.

Dow Inc. (NYSE:DOW) reported first quarter net income of \$516.0 million for fiscal year 2024 as compared to (\$93.0) million for the prior year period. Earnings per share were \$0.40 versus \$0.45 for the prior year period. Revenues for the quarter decreased to \$10,765.0 million from \$11,851.0 million for the same period in fiscal year 2023.

Encore Wire Corporation (NasdaqGS:WIRE) reported first quarter net income of \$63.3 million for fiscal year 2024 as compared to \$119.5 million for the prior year period. Earnings per share were \$3.18 versus \$5.29 for the prior year period. Revenues for the quarter decreased to \$632.7 million from \$660.5 million for the same period in fiscal year 2023.

Lear Corporation (NYSE:LEA) reported first quarter net income of \$109.6 million for fiscal year 2024 as compared to \$143.6 million for the prior year period. Earnings per share were \$2.14 versus \$2.04 for the prior year period. Revenues for the quarter increased to \$5,994.6 million from \$5,845.5 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

Components & Materials

Selected News (cont'd.)

PPG Industries, Inc. (NYSE:PPG) reported first quarter net income of \$400.0 million for fiscal year 2024 as compared to \$264.0 million for the prior year period. Earnings per share were \$1.41 versus \$1.37 for the prior year period. Revenues for the quarter decreased to \$4,311.0 million from \$4,380.0 million for the same period in fiscal year 2023.

Stanley Electric Co., Ltd. (TSE:6923) reported net income of \$175.2 million for fiscal year 2024 as compared to \$199.3 million for the prior year. Earnings per share were \$0.94 versus \$0.93 for the prior year. Revenues for the year decreased to \$3,123.2 million from \$3,293.3 million for fiscal year 2023.

TE Connectivity Ltd. (NYSE:TEL) reported second quarter net income of \$541.0 million for fiscal year 2024 as compared to \$433.0 million for the prior year period. Earnings per share were \$1.46 versus \$1.28 for the prior year period. Revenues for the quarter decreased to \$3,967.0 million from \$4,160.0 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

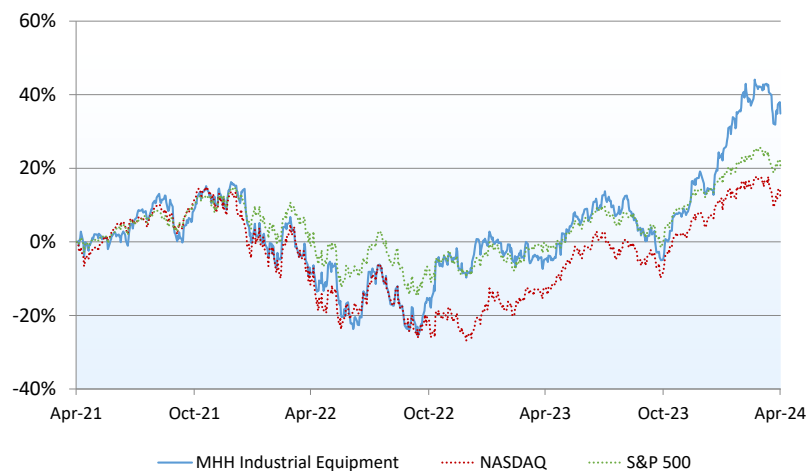
Comparative Index Performance

The MHH Industrial Equipment index^(a) increased by 10.5% during the three months April 30, 2024.

Last Three Years

Daily from April 30, 2021 to April 30, 2024

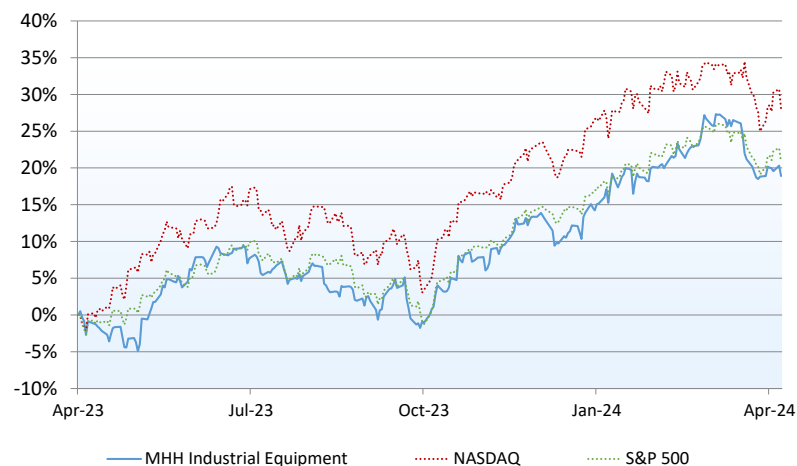
Price as Percent of Base (April 30, 2021 = 0%)



Last Twelve Months

Daily from April 30, 2023 to April 30, 2024

Price as Percent of Base (April 30, 2023 = 0%)



Price Appreciation

	3-Year	LTM	3-Month
MHH Industrial Equipment ^(a)	34.9%	18.9%	10.5%
NASDAQ	12.1%	28.1%	3.3%
S&P 500	20.4%	20.8%	3.9%

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

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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/ Revenue EBITDA EBIT		Price/ EPS	Gross Profit EBITDA		
Construction Equipment													
Caterpillar Inc. (CAT)	\$334.57	\$163,622	\$197,518	\$66,997	\$15,932	\$13,871	\$17.23	2.95x	12.4x	14.2x	19.4x	32.3%	23.8%
Deere & Company (DE)	391.41	108,952	169,378	58,604	16,204	15,147	26.45	2.89x	10.5x	11.2x	14.8x	35.5%	27.6%
Cummins Inc. (CMI)	282.49	38,633	44,271	34,015	4,373	3,340	14.54	1.30x	10.1x	13.3x	19.4x	24.3%	12.9%
Oshkosh Corporation (OSK)	112.27	7,343	8,513	9,934	1,159	983	8.86	0.86x	7.3x	8.7x	12.7x	18.3%	11.7%
HD Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540)	95.01	6,719	8,067	16,423	581	217	1.09	0.49x	13.9x	37.2x	NM	NM	3.5%
Terex Corporation (TEX)	56.05	3,772	4,131	5,208	700	641	5.34	0.79x	5.9x	6.5x	10.5x	22.9%	13.4%
Mean		\$54,840	\$71,980	\$31,863	\$6,491	\$5,700	\$12.25	1.55x	10.0x	15.2x	15.4x	26.7%	15.5%
Median		22,988	26,392	25,219	2,766	2,162	11.70	1.08x	10.3x	12.2x	14.8x	24.3%	13.1%
Electrical Equipment													
Schneider Electric S.E. (ENXTPA:SU)	\$230.00	\$128,415	\$140,333	\$39,684	\$7,499	\$6,570	\$6.45	3.54x	18.7x	21.4x	35.7x	41.8%	18.9%
Eaton Corporation plc (ETN)	318.26	127,240	134,621	23,656	5,050	4,137	6.32	5.69x	26.7x	32.5x	NM	37.1%	21.3%
Emerson Electric Co. (EMR)	107.78	61,618	76,904	16,529	4,427	3,140	2.75	4.65x	17.4x	24.5x	39.2x	49.6%	26.8%
AMETEK, Inc. (AME)	174.66	40,383	43,530	6,736	2,074	1,721	4.34	6.46x	21.0x	25.3x	NM	35.6%	30.8%
Rockwell Automation, Inc. (ROK)	270.96	31,050	34,533	8,980	1,828	1,551	8.63	3.85x	18.9x	22.3x	31.4x	40.1%	20.4%
Hubbell Incorporated (HUBB)	370.52	19,891	21,618	5,487	1,199	1,029	11.05	3.94x	18.0x	21.0x	33.5x	34.6%	21.8%
Regal Rexnord Corporation (RRX)	161.37	10,731	16,729	6,574	1,247	722	2.68	2.54x	13.4x	23.2x	NM	34.6%	19.0%
Powell Industries, Inc. (POWL)	143.00	1,711	1,346	850	124	117	6.70	1.58x	10.8x	11.5x	21.4x	24.2%	14.6%
Mean		\$52,630	\$58,702	\$13,562	\$2,931	\$2,373	\$6.11	4.03x	18.1x	22.7x	32.2x	37.2%	21.7%
Median		35,717	39,032	7,858	1,951	1,636	6.38	3.89x	18.4x	22.7x	33.5x	36.4%	20.9%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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 close March 31, 2024 excluding DE (April 28, 2024); COHU, ENTG, FORM, ONTO (March 30, 2024); DHR (March 29, 2024); AMAT & DE (January 28, 2024); and ENXTPA:SU & KOSE:A009540 (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Industrial Equipment

Selected Valuation Metrics (cont'd.)

(\$ 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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/		Price/	Gross		
								Revenue	EBITDA	EBIT	EPS	Profit	EBITDA
Measurement, Control, and Testing Devices													
Danaher Corporation (DHR)	\$246.62	\$182,668	\$194,905	\$23,737	\$7,417	\$5,200	\$4.38	8.21x	26.3x	37.5x	NM	58.9%	31.2%
Entegris, Inc. (ENTG)	132.92	20,036	24,220	3,373	881	503	0.93	7.18x	27.5x	NM	NM	42.9%	26.1%
MKS Instruments, Inc. (MKS)	118.98	7,978	12,127	3,696	882	504	1.28	3.28x	13.7x	NM	NM	46.6%	23.9%
Onto Innovation Inc. (ONTO)	185.49	9,126	8,448	846	193	127	1.87	9.99x	NM	NM	NM	51.1%	22.9%
Nova Ltd. (NVM)	169.90	4,930	4,540	528	151	134	3.06	8.61x	NM	NM	NM	56.7%	28.5%
FormFactor, Inc. (FORM)	44.59	3,460	3,180	664	48	13	0.17	4.79x	NM	243.1x	NM	39.3%	7.3%
Axcelis Technologies, Inc. (ACLS)	103.52	3,377	2,947	1,129	279	271	5.38	2.61x	10.6x	10.9x	19.2x	44.6%	24.7%
Azenta, Inc. (NasdaqGS:AZTA)	52.46	2,925	1,946	652	16	(72)	(0.30)	2.99x	NM	NM	NM	40.7%	2.4%
Cohu, Inc. (COHU)	30.32	1,428	1,151	565	59	8	0.15	2.04x	19.5x	142.0x	NM	47.1%	10.4%
FARO Technologies, Inc. (FARO)	18.75	356	349	358	(1)	(16)	(0.68)	0.97x	NM	NM	NM	49.7%	NM
Mean		\$5,957	\$6,545	\$1,312	\$279	\$667	\$1.32	4.72x	17.8x	132.0x	19.2x	46.5%	18.3%
Median		3,460	3,180	664	151	130	0.93	3.28x	16.6x	142.0x	19.2x	46.6%	23.4%
Semiconductor Capital Equipment													
ASML Holding N.V. (ASML)	\$890.40	\$349,951	\$349,102	\$28,161	\$9,633	\$8,878	\$14.49	NM	NM	NM	NM	51.4%	34.2%
Applied Materials, Inc. (AMAT)	198.65	165,058	163,555	26,485	8,137	7,651	5.85	6.18x	20.1x	NM	34.0x	47.0%	30.7%
Lam Research Corporation (LRCX)	894.41	116,936	116,247	14,241	4,423	4,062	19.48	8.16x	26.3x	NM	NM	47.2%	31.1%
Tokyo Electron Limited (TSE:8035)	223.05	103,252	101,014	12,102	3,363	3,017	4.11	8.35x	NM	NM	NM	45.4%	27.8%
KLA Corporation (KLAC)	689.29	92,806	95,335	9,599	3,885	3,480	15.13	9.93x	24.5x	27.4x	NM	59.6%	40.5%
Teradyne, Inc. (TER)	116.32	17,794	17,006	2,659	615	504	1.97	6.40x	27.6x	33.8x	NM	57.2%	23.1%
Veeco Instruments Inc. (VECO)	35.34	1,990	1,995	687	108	83	0.94	2.90x	18.5x	NM	37.5x	43.4%	15.7%
Mean		\$121,112	\$120,608	\$13,419	\$4,309	\$3,953	\$8.85	6.99x	24.6x	30.6x	35.7x	50.2%	29.0%
Median		103,252	101,014	12,102	3,885	3,480	5.85	7.28x	24.5x	30.6x	35.7x	47.2%	30.7%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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 close March 31, 2024 excluding DE (April 28, 2024); COHU, ENTG, FORM, ONTO (March 30, 2024); DHR (March 29, 2024); AMAT & DE (January 28, 2024); and ENXTPA:SU & KOSE:A009540 (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

Industrial Equipment

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
-----------	--------	--------------------	----------	-------

No selected M&A transactions for April 2024

ASML Holding N.V. (ENXTAM:ASML) reported first quarter net income of \$1,320.3 million for fiscal year 2024 as compared to \$2,124.9 million for the prior year period. Earnings per share were \$3.36 versus \$5.38 for the prior year period. Revenues for the quarter decreased to \$5,707.2 million from \$7,329.6 million for the same period in fiscal year 2023.

Caterpillar Inc. (NYSE:CAT) reported first quarter net income of \$2,856.0 million for fiscal year 2024 as compared to \$1,943.0 million for the prior year period. Earnings per share were \$5.75 versus \$3.74 for the prior year period. Revenues for the quarter decreased to \$15,799.0 million from \$15,862.0 million for the same period in fiscal year 2023.

Danaher Corporation (NYSE:DHR) reported first quarter net income of \$1,088.0 million for fiscal year 2024 as compared to \$1,450.0 million for the prior year period. Earnings per share were \$1.11 versus \$1.27 for the prior year period. Revenues for the quarter decreased to \$5,796.0 million from \$5,949.0 million for the same period in fiscal year 2023.

Eaton Corporation plc (NYSE:ETN) reported first quarter net income of \$821.0 million for fiscal year 2024 as compared to \$638.0 million for the prior year period. Earnings per share were \$1.55 versus \$1.19 for the prior year period. Revenues for the quarter increased to \$5,943.0 million from \$5,483.0 million for the same period in fiscal year 2023.

HD Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540) reported net income of \$171.0 million for fiscal year 2023 as compared to (\$172.5) million for the prior year. Earnings per share were \$1.09 versus (\$1.75) for the prior year. Revenues for the year increased to \$16,422.6 million from \$13,757.9 million for fiscal year 2022.

Hubbell Incorporated (NYSE:HUBB) reported first quarter net income of \$147.8 million for fiscal year 2024 as compared to \$181.9 million for the prior year period. Earnings per share were \$2.43 versus \$2.70 for the prior year period. Revenues for the quarter increased to \$1,399.1 million from \$1,285.4 million for the same period in fiscal year 2023.

KLA Corporation (NasdaqGS:KLAC) reported third quarter net income of \$601.5 million for fiscal year 2024 as compared to \$697.8 million for the prior year period. Earnings per share were \$3.55 versus \$3.61 for the prior year period. Revenues for the quarter decreased to \$2,359.8 million from \$2,432.6 million for the same period in fiscal year 2023.

Lam Research Corporation (NasdaqGS:LRCX) reported third quarter net income of \$965.8 million for fiscal year 2024 as compared to \$814.0 million for the prior year period. Earnings per share were \$5.34 versus \$4.83 for the prior year period. Revenues for the quarter decreased to \$3,793.6 million from \$3,869.6 million for the same period in fiscal year 2023.

Oshkosh Corporation (NYSE:OSK) reported first quarter net income of \$179.4 million for fiscal year 2024 as compared to \$88.5 million for the prior year period. Earnings per share were \$2.21 versus \$1.16 for the prior year period. Revenues for the quarter increased to \$2,543.8 million from \$2,268.1 million for the same period in fiscal year 2023.

Powell Industries, Inc. (NasdaqGS:POWL) reported second quarter net income of \$33.5 million for fiscal year 2024 as compared to \$8.5 million for the prior year period. Earnings per share were \$2.25 versus \$0.56 for the prior year period. Revenues for the quarter increased to \$255.1 million from \$171.4 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

Industrial Equipment

Selected News (cont'd.)

Schneider Electric S.E. (ENXTPA:SU) reported net income of \$4,424.7 million for fiscal year 2023 as compared to \$3,715.9 million for the prior year. Earnings per share were \$6.45 versus \$6.24 for the prior year. Revenues for the year increased to \$39,683.9 million from \$36,524.5 million for fiscal year 2022.

Teradyne, Inc. (NasdaqGS:TER) reported first quarter net income of \$64.2 million for fiscal year 2024 as compared to \$83.5 million for the prior year period. Earnings per share were \$0.28 versus \$0.36 for the prior year period. Revenues for the quarter decreased to \$599.8 million from \$617.5 million for the same period in fiscal year 2023.

Terex Corporation (NYSE:TEX) reported first quarter net income of \$108.5 million for fiscal year 2024 as compared to \$112.6 million for the prior year period. Earnings per share were \$1.26 versus \$1.21 for the prior year period. Revenues for the quarter increased to \$1,292.5 million from \$1,235.7 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

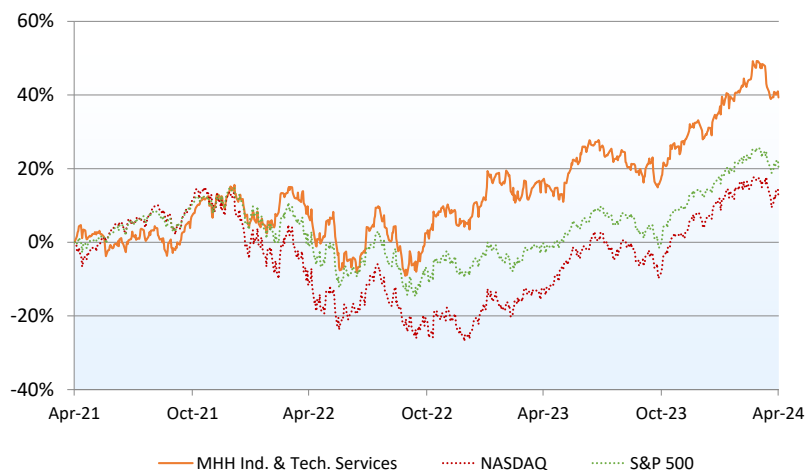
Comparative Index Performance

The MHH Industrial & Technical Services index^(a) increased by 3.2% during the three months ending April 30, 2024.

Last Three Years

Daily from April 30, 2021 to April 30, 2024

Price as Percent of Base (April 30, 2021 = 0%)



Last Twelve Months

Daily from April 30, 2023 to April 30, 2024

Price as Percent of Base (April 30, 2023 = 0%)



Price Appreciation

	3-Year	LTM	3-Month
MHH Industrial & Technical Services index(a)	39.3%	41.4%	3.2%
NASDAQ	12.1%	28.1%	3.3%
S&P 500	20.4%	20.8%	3.9%

^(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 two pages.

Industrial & Technical 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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/ Revenue		EBIT	Price/ EPS	Gross Profit	EBITDA
Industrial Distribution													
W.W. Grainger, Inc. (GWW)	\$921.35	\$45,210	\$47,444	\$16,622	\$2,818	\$2,598	\$30.13	2.85x	16.8x	18.3x	30.6x	39.3%	17.0%
Fastenal Company (FAST)	67.94	38,899	39,145	7,383	1,701	1,526	1.66	5.30x	23.0x	25.7x	NM	45.6%	23.0%
WESCO International, Inc. (WCC)	152.75	7,763	13,354	22,213	1,529	1,385	11.49	0.60x	8.7x	9.6x	13.3x	21.5%	6.9%
MSC Industrial Direct Co., Inc. (MSM)	91.24	5,137	5,743	3,979	536	458	4.72	1.44x	10.7x	12.5x	19.3x	41.0%	13.5%
MRC Global Inc. (MRC)	11.23	957	1,702	3,333	208	168	0.97	0.51x	8.2x	10.1x	11.6x	20.2%	6.2%
Transcat, Inc. (TRNS)	107.37	980	967	251	33	20	1.34	3.86x	29.7x	48.3x	NM	31.5%	13.0%
Mean		\$16,491	\$18,059	\$8,963	\$1,138	\$1,026	\$8.39	2.43x	16.2x	20.8x	18.7x	33.2%	13.3%
Median		6,450	9,548	5,681	1,033	921	3.19	2.15x	13.8x	15.4x	16.3x	35.4%	13.2%
Industrial Recycling													
Veolia Environnement SA (ENXTPA:VIE)	\$31.21	\$22,318	\$43,657	\$50,128	\$5,868	\$3,108	\$0.90	0.87x	7.4x	14.0x	34.6x	16.5%	11.7%
Clean Harbors, Inc. (CLH)	189.45	10,219	12,289	5,478	993	617	5.77	2.24x	12.4x	19.9x	32.8x	30.9%	18.1%
Commercial Metals Company (CMC)	53.74	6,218	6,742	8,406	1,191	937	4.74	0.80x	5.7x	7.2x	11.3x	19.1%	14.2%
Aurubis AG (XTRA:NDA)	80.41	3,511	3,631	17,883	318	101	1.45	0.20x	11.4x	36.1x	NM	7.5%	1.8%
Dowa Holdings Co., Ltd. (TSE:5714)	37.58	2,237	2,384	4,742	369	198	2.92	0.50x	6.5x	12.0x	12.9x	11.4%	7.8%
Sims Limited (ASX:SGM)	7.83	1,511	1,948	5,705	61	(38)	0.15	0.34x	NM	NM	NM	9.4%	1.1%
Mean		\$7,669	\$11,775	\$15,390	\$1,467	\$820	\$2.65	0.83x	8.7x	17.9x	22.9x	15.8%	9.1%
Median		4,864	5,187	7,055	681	408	2.18	0.65x	7.4x	14.0x	22.9x	13.9%	9.7%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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 close March 31, 2024 excluding NVEE (March 30, 2024); J & KBR (March 29, 2024); MSM (March 2, 2024); and ASX:SGM, LSE:BBY, & LSE:WG (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

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

Industrial & Technical Services

Selected Valuation Metrics (cont'd.)

(\$ 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⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/		Price/	Gross		
								Revenue	EBITDA	EBIT	EPS	Profit	EBITDA
Technical Services													
Jacobs Solutions Inc. (J)	\$143.53	\$18,035	\$21,169	\$16,904	\$1,404	\$1,123	\$4.60	1.25x	15.1x	18.9x	31.2x	21.0%	8.3%
AECOM (ACM)	92.36	12,563	14,408	15,350	1,021	851	1.57	0.94x	14.1x	16.9x	NM	6.6%	6.7%
Tetra Tech, Inc. (TTEK)	194.72	10,411	11,365	4,113	538	464	4.84	2.76x	21.1x	25	NM	19.4%	13.1%
KBR, Inc. (KBR)	64.94	8,720	10,431	7,071	589	494	2.22	1.48x	17.7x	21.1x	29.2x	13.9%	8.3%
Fluor Corporation (FLR)	40.33	6,861	5,684	15,456	472	398	2.38	0.37x	12.0x	14.3x	16.9x	4.0%	3.1%
Primoris Services Corporation (PRIM)	46.60	2,499	3,599	5,871	386	282	2.39	0.61x	9.3x	12.8x	19.5x	10.6%	6.6%
John Wood Group PLC (LSE:WG.)	1.86	1,278	2,359	5,901	160	85	0.01	0.40x	14.7x	27.8x	NM	12.0%	2.7%
Balfour Beatty plc (LSE:BBY)	4.56	2,385	1,855	10,181	237	186	0.33	0.18x	7.8x	10.0x	13.7x	5.2%	2.3%
NV5 Global, Inc. (NVEE)	93.24	1,505	1,714	891	115	53	1.51	1.92x	14.9x	32.2x	NM	50.2%	12.9%
Mean		\$7,139	\$8,065	\$9,082	\$547	\$437	\$2.21	1.10x	14.1x	19.8x	22.1x	15.9%	7.1%
Median		6,861	5,684	7,071	472	398	2.22	0.94x	14.7x	18.9x	19.5x	12.0%	6.7%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 30, 2024.

(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 close March 31, 2024 excluding NVEE (March 30, 2024); J & KBR (March 29, 2024); MSM (March 2, 2024); and ASX:SGM, LSE:BBY, & LSE:WG (December 31, 2023).

(4) Excludes non-recurring and discontinued operations.

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

Industrial & Technical Services

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
Apr 02	Micronipol - MicronizaCAo E Reciclagem De Polimeros, S.A.	perates as a recycling company that transforms industrial and domestic plastic waste into plastic raw-material in Portugal.	Veolia Portugal S.A.	ND

ND – Not disclosed. Transaction values in millions.

Fastenal Company (NasdaqGS:FAST) reported first quarter net income of \$297.7 million for fiscal year 2024 as compared to \$295.1 million for the prior year period. Earnings per share were \$0.42 versus \$0.43 for the prior year period. Revenues for the quarter increased to \$1,895.1 million from \$1,859.1 million for the same period in fiscal year 2023.

KBR, Inc. (NYSE:KBR) reported first quarter net income of \$93.0 million for fiscal year 2024 as compared to \$86.0 million for the prior year period. Earnings per share were \$0.56 versus \$0.47 for the prior year period. Revenues for the quarter increased to \$1,818.0 million from \$1,703.0 million for the same period in fiscal year 2023.

W.W. Grainger, Inc. (NYSE:GWW) reported first quarter net income of \$478.0 million for fiscal year 2024 as compared to \$488.0 million for the prior year period. Earnings per share were \$7.90 versus \$7.80 for the prior year period. Revenues for the quarter increased to \$4,235.0 million from \$4,091.0 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

MHH Manufacturing Universe Directory

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

Mufson Howe Hunter & Co. is an independent investment bank for middle-market companies. We focus on mergers, acquisitions, recapitalizations, and raising capital.

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

Broker dealer services provided by our wholly-owned subsidiary:

Mufson Howe Hunter & Partners LLC
Member SIPC | FINRA

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

Joe Golden

Managing Director
Mobile: 703.785.5525
jgolden@mhhco.com

Isabel Schaefer

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