



Mufson Howe Hunter

Manufacturing Update

December 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

	Oct-24	Nov-24	Trend
PMI	46.5	48.4	Positive
Total Unemployment	4.1	4.2	Negative
CPI Monthly Change	0.2	0.3	Negative
PPI Monthly Change	0.2	0.4	Negative
Industrial Production	102.1	102.0	Negative
Capacity Utilization	77.0	76.8	Negative
Manufacturing Production	98.2	98.4	Positive
Manufacturing Utilization	75.9	76.0	Positive

Sector Index Performance

	3-Year	LTM	3-Month
Aerospace & Defense	38.3%	15.0%	-1.0%
Components & Materials	-12.3%	11.0%	-2.5%
Industrial Equipment	20.0%	23.2%	-3.4%
Industrial & Technical Services	51.4%	30.3%	9.3%
NASDAQ	23.7%	35.1%	8.5%
S&P 500	32.1%	32.1%	6.8%

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., Rocket Lab USA, Inc., 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., Evonik Industries, 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., Azena, Inc., Caterpillar Inc., Cohu Inc., Cummins Inc., Danaher Corp., Deere & Company, Eaton Corp. plc, Emerson Electric Co., Entegris Inc., FARO Technologies Inc., FormFactor Inc., HD Korea Shipbuilding & Offshore Engineering Co. Ltd., Hubbell Inc., KLA-Tencor Corp., Lam Research Corp., MKS Instruments Inc., Nova 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, Aurubis AG, Balfour Beatty plc, Clean Harbors Inc., Commercial Metals Company, Dowa Holdings Co. Ltd., Fastenal Company, Fluor Corp., Jacobs Solutions Inc., John Wood Group plc, KBR Inc., MRC Global Inc., MSC Industrial Direct Co. Inc., NV5 Global Inc., Primoris Services Corp., Sims Ltd., Tetra Tech Inc., Transcat Inc., Veolia Environnement SA, W.W. Grainger Inc., and WESCO International Inc.

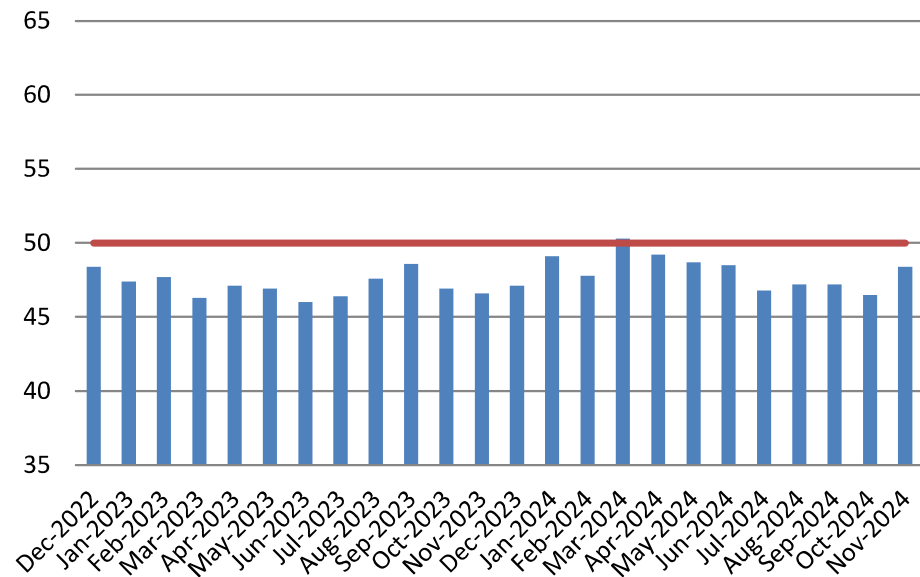
The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond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

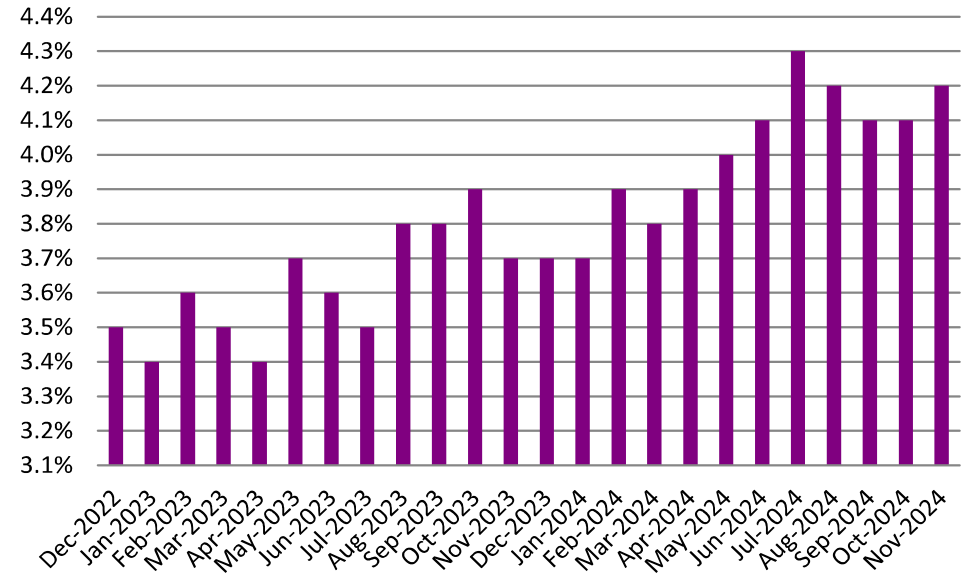
While still in negative territory, the U.S. manufacturing sector contracted less than last month's figure. The PMI registered 48.4%, up 1.9 percentage points compared to October's reading of 46.5%. After breaking a 16-month streak of contraction by expanding in March, the manufacturing sector has contracted these last eight months.

Furthermore, New Orders, Supplier Deliveries, and Prices increased during November 2024. However, Production, Employment, Inventories, Customers' Inventories, Backlog, New Export Orders and Imports all contracted during November 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

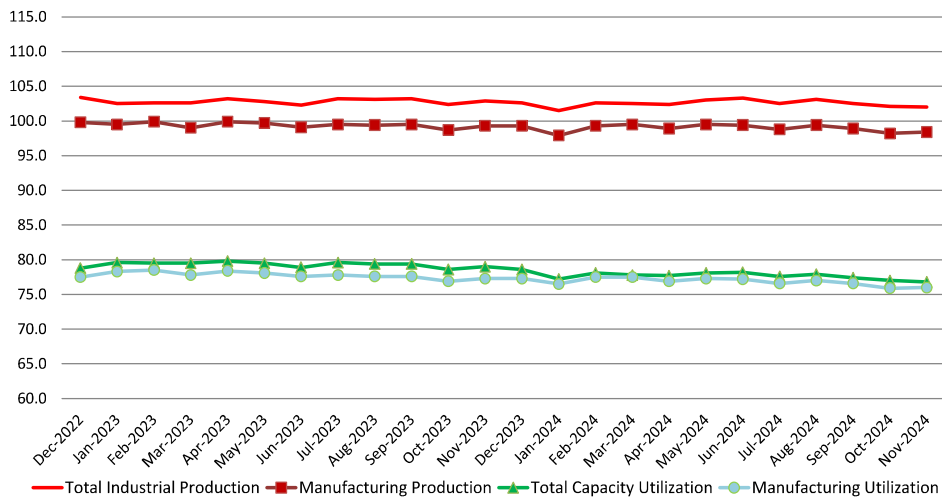
The unemployment rate increased to 4.2%, and 7.1 million individuals were unemployed in November. However, notable job gains occurred in health care, leisure & hospitality, government and social assistance were partially offset by losses in retail.

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.

Industrial Production and Capacity Utilization - United States (Monthly)



Source: United States Federal Reserve

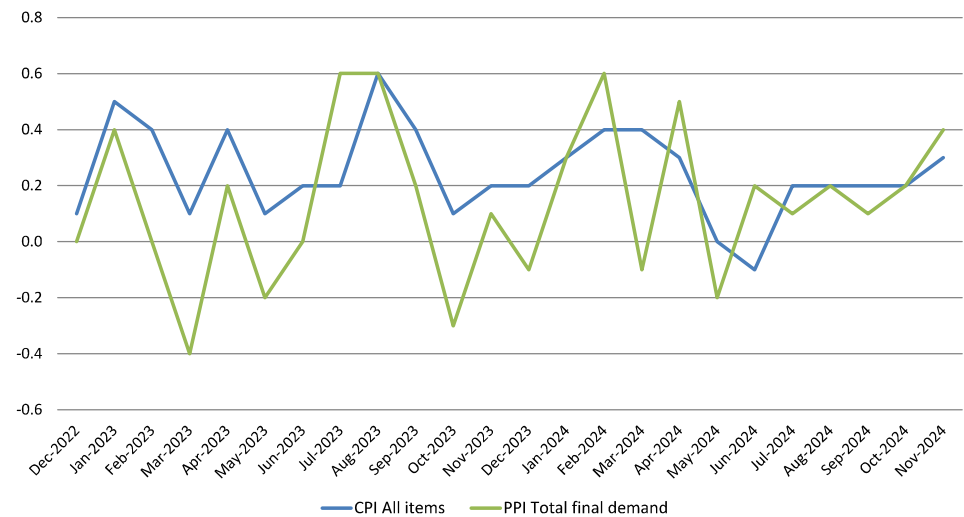
Commentary

Industrial Production (i.e., red line) decreased 0.1% month-over-month in November. Manufacturing output (i.e., boxed red line) posted an increase of 0.2% after decreasing 0.7% in the previous month. Total Industrial Production in November was down 0.9% from its year-earlier level. Capacity Utilization (i.e., triangle green line) edged down in November to 76.8%, a rate that is 2.9% below its long-run average. Also in November, Manufacturing Utilization (i.e., circle green line) increased 0.1% to 76.0%.

Producer Price Index and Consumer Price Index

The PPI (i.e., green line) measures the average pricing change over time received by producers of domestically produced goods, services and construction. The CPI (i.e., blue line) 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)



Source: United States Bureau of Labor

Commentary

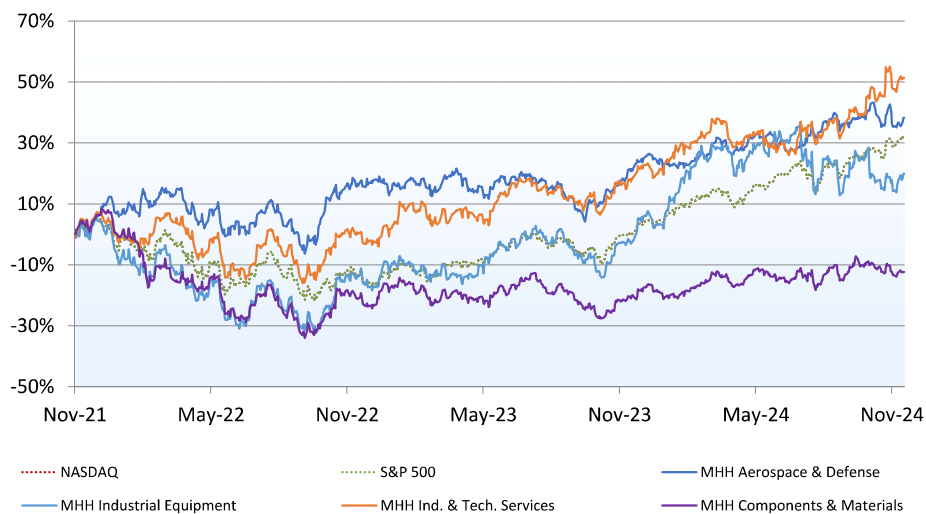
The Consumer Price Index for All Urban Consumers (i.e., blue line in above graph) rose by 0.3% in November on a seasonally adjusted basis. For the 12 months ended in November, Consumer prices for all items (i.e., except food and energy) rose 3.3%, and the CPI All Items index increased 2.7%. The Producer Price Index for final demand increased by 0.4% in November; furthermore, final demand prices (i.e., green line in above graph) rose by 3.0% during the 12 months ended in November.

Sector Index Performance

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

Last Three Years

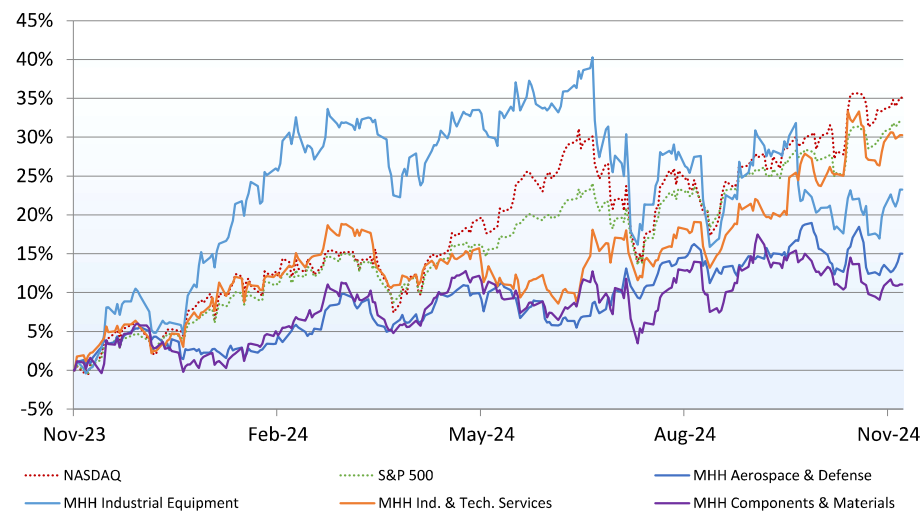
Daily from November 30, 2021 to November 30, 2024
Price as Percent of Base (November 30, 2021 = 0%)



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

Last Twelve Months

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



Price Performance

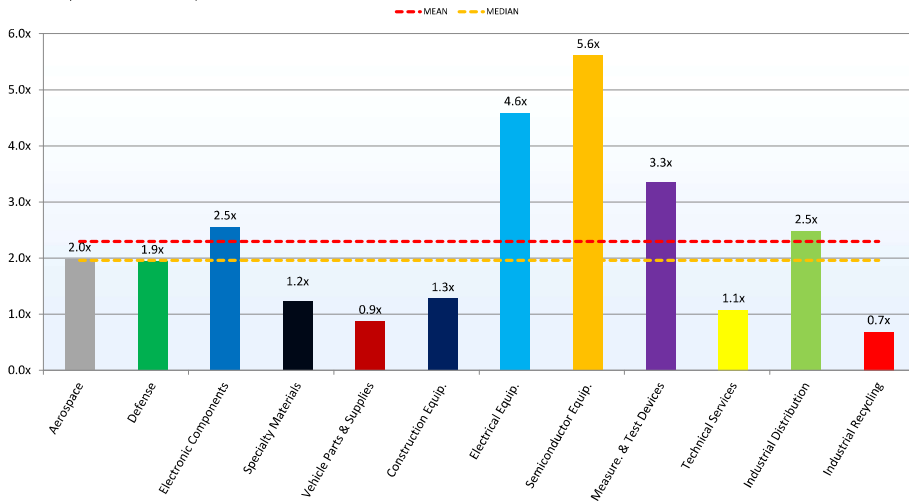
	3-Year	LTM	3-Month
MHH Aerospace & Defense	38.3%	15.0%	-1.0%
MHH Components & Materials	-12.3%	11.0%	-2.5%
MHH Industrial Equipment	20.0%	23.2%	-3.4%
MHH Industrial & Technical Services	51.4%	30.3%	9.3%
NASDAQ	23.7%	35.1%	8.5%
S&P 500	32.1%	32.1%	6.8%

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

Subsector Statistics

Comparative Subsector LTM EV/Revenue

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

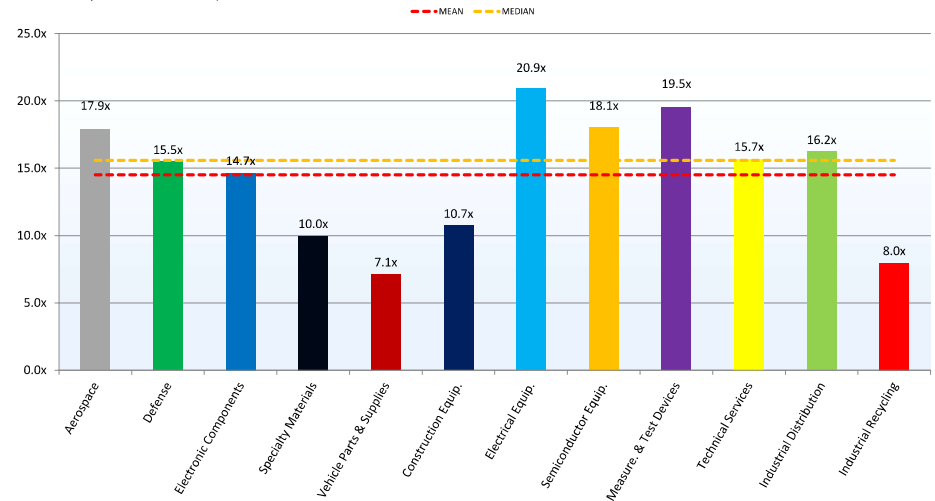


Commentary

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 2.0x (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest multiple at 5.6x and Industrial Recycling had the lowest multiple at 0.7x.

Comparative Subsector LTM EV/EBITDA

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



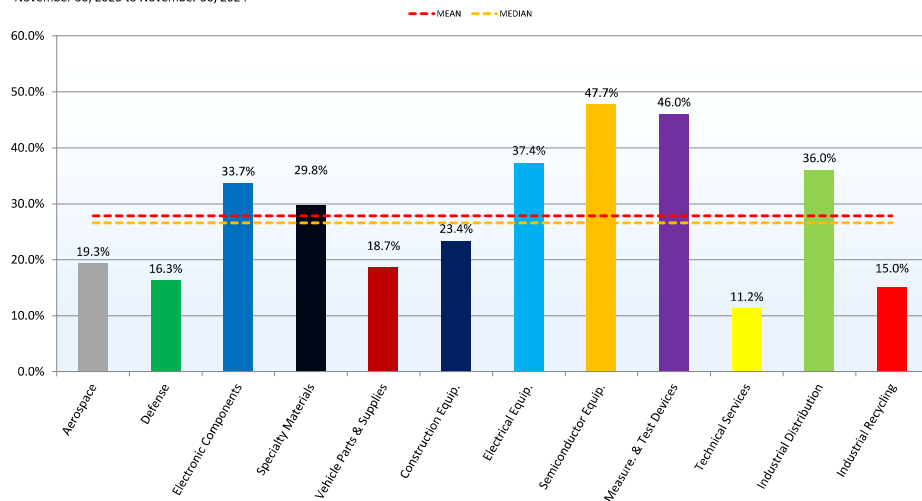
Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 14.5x (i.e., red dashed line) and a median of 15.6x (i.e., yellow dashed line). Of the subsectors, Electrical Equipment had the highest multiple at 20.9x and Vehicle Parts & Supplies had the lowest multiple at 7.1x.

Subsector Statistics (cont'd.)

Comparative Subsector LTM Gross Margin

Last Twelve Months Gross Margin
November 30, 2023 to November 30, 2024

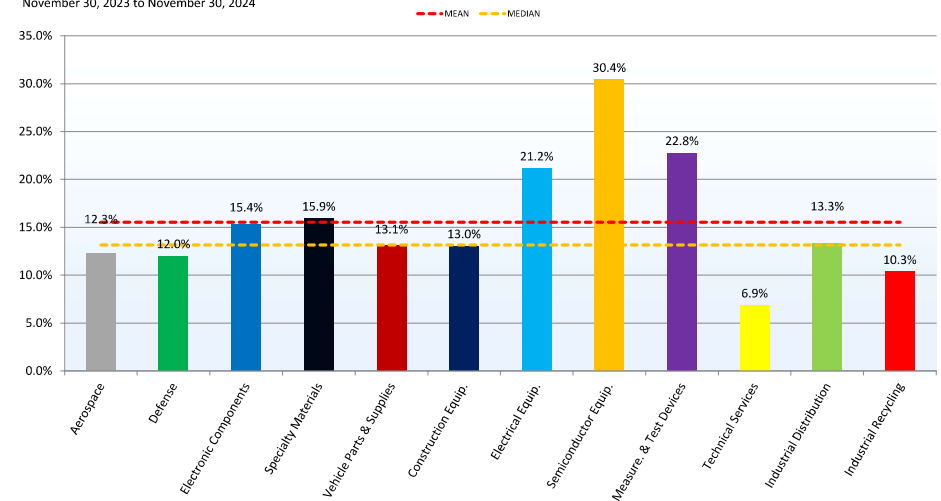


Commentary

During the last twelve months, our subsector indices had a mean Gross Margin of 27.9% (i.e., red dashed line) and a median of 26.6% (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest margin at 47.7%, and Technical Services had the lowest margin at 11.2%.

Comparative Subsector LTM EBITDA Margin

Last Twelve Months EBITDA Margin
November 30, 2023 to November 30, 2024



Commentary

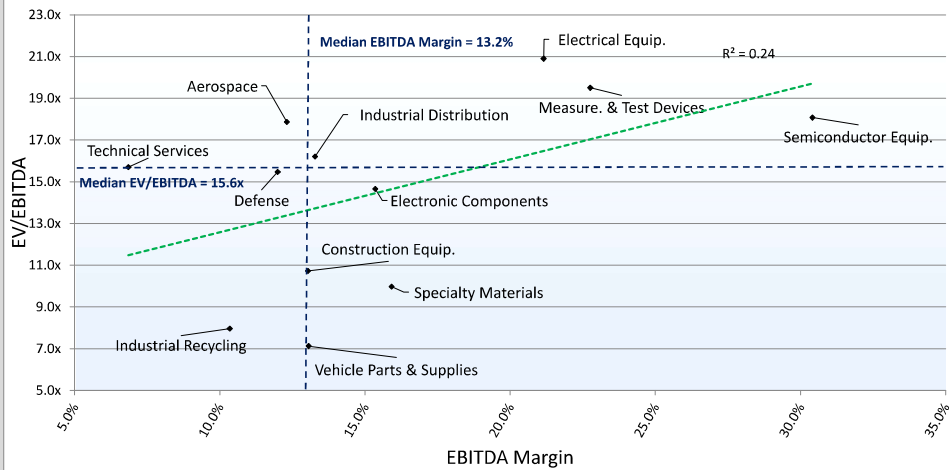
During the last twelve months, our subsector indices had a mean EBITDA Margin of 15.5% (i.e., red dashed line) and a median of 13.2% (i.e., yellow dashed line). Of the subsectors, Semiconductor Equipment had the highest margin at 30.4% and Technical Services had the lowest margin at 6.9%.

Subsector Trading Multiples & Margins

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

Index Subsector LTM EV/EBITDA vs EBITDA Margin

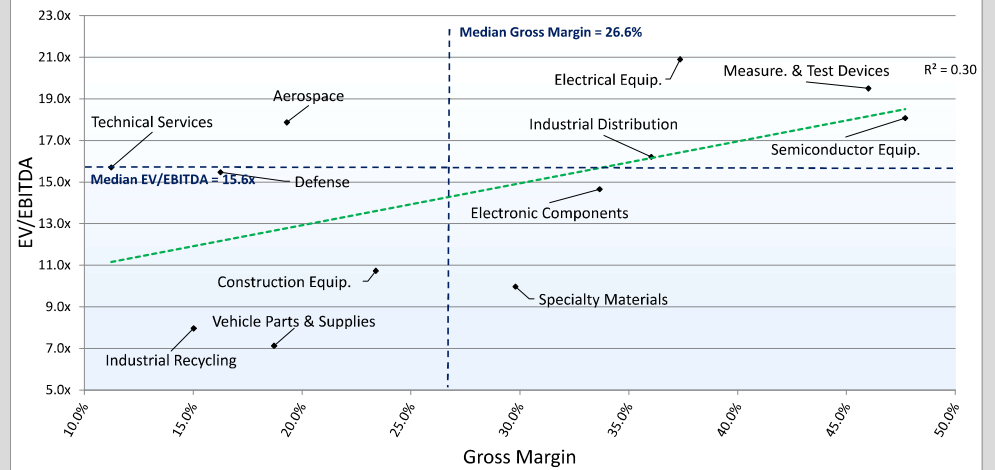
Last Twelve Months EV/EBITDA vs. EBITDA Margin
November 30, 2023 to November 30, 2024



*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
November 30, 2023 to November 30, 2024



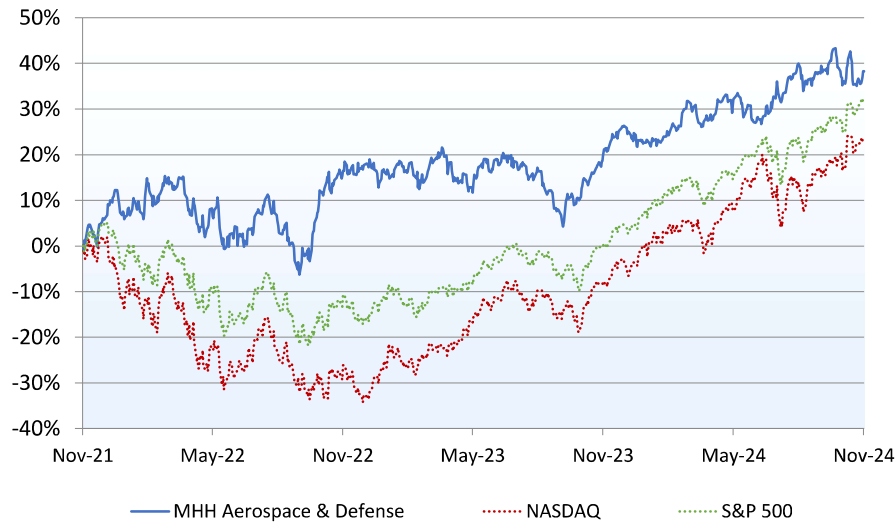
*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards
*Note: The green dotted line represents the regression line.

Comparative Index Performance

The MHH Aerospace & Defense Index^(a) decreased by 1.0% during the three months ending November 30, 2024.

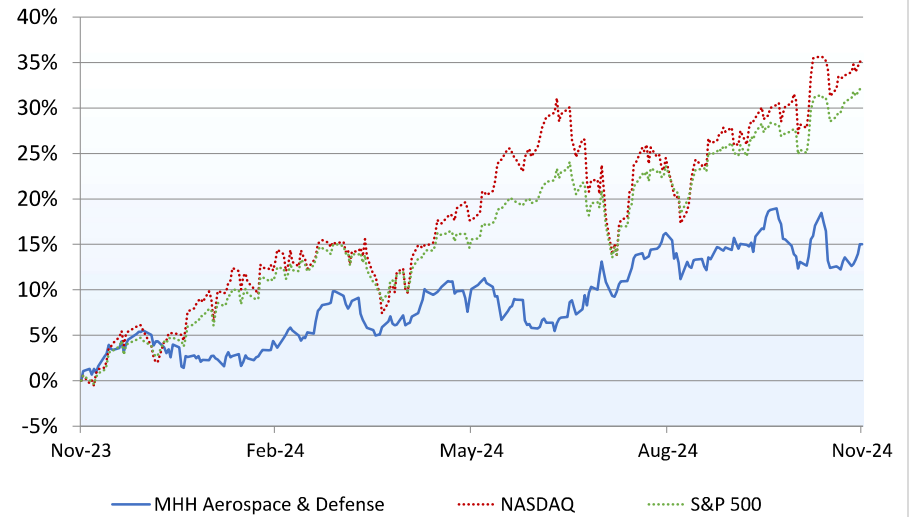
Last Three Years

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



Last Twelve Months

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



Price Performance

	3-Year	LTM	3-Month
MHH Aerospace & Defense ^(a)	38.3%	15.0%	-1.0%
NASDAQ	23.7%	35.1%	8.5%
S&P 500	32.1%	32.1%	6.8%

(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)	\$121.83	\$162,158	\$200,969	\$79,042	\$12,571	\$8,287	\$2.79	2.54x	16.0x	24.3x	NM	19.3%	15.9%
Honeywell International Inc. (HON)	232.93	151,462	173,092	37,850	9,164	7,906	6.96	4.57x	18.9x	21.9x	33.5x	37.6%	24.2%
The Boeing Company (BA)	155.44	116,140	163,331	73,293	(3,991)	(5,799)	(7.88)	2.23x	NM	NM	NM	3.6%	NM
Airbus SE (ENXTPA:AIR)	155.69	123,070	123,492	75,173	6,911	4,552	4.17	1.64x	17.9x	27.1x	37.3x	15.0%	9.2%
Rolls-Royce Holdings plc (LSE:RR.)	7.10	59,982	61,255	22,526	3,199	2,922	0.20	2.72x	19.2x	21.0x	35.6x	23.0%	14.2%
Thales S.A. (ENXTPA:HO)	149.29	30,662	35,618	20,578	2,534	1,725	5.57	1.73x	14.1x	20.6x	26.8x	26.0%	12.3%
Textron Inc. (TXT)	85.63	15,885	18,554	13,981	1,645	1,263	3.86	1.33x	11.3x	14.7x	22.2x	15.9%	11.8%
Rocket Lab USA, Inc. (RKLB)	27.28	13,638	13,604	364	(154)	(186)	(0.24)	NM	NM	NM	NM	26.1%	NM
Embraer S.A. (BOVESPA:EMBR3)	9.70	7,128	8,551	5,768	441	398	0.33	1.48x	19.4x	21.5x	29.6x	17.5%	7.6%
Mean		\$75,569	\$88,719	\$36,508	\$3,591	\$2,341	\$1.75	2.28x	16.7x	21.6x	30.8x	20.4%	13.6%
Median		59,982	61,255	22,526	2,534	1,725	2.79	1.98x	17.9x	21.5x	31.5x	19.3%	12.3%
Defense													
Lockheed Martin Corporation (LMT)	\$529.41	\$125,489	\$141,659	\$71,295	\$10,226	\$8,968	\$20.90	1.99x	13.9x	15.8x	25.3x	12.2%	14.3%
General Dynamics Corporation (GD)	284.01	77,969	87,035	46,046	5,403	4,535	9.92	1.89x	16.1x	19.2x	28.6x	15.6%	11.7%
Northrop Grumman Corporation (NOC)	489.65	71,340	85,760	40,985	4,458	3,102	11.39	2.09x	19.2x	27.6x	NM	16.9%	10.9%
L3Harris Technologies, Inc. (LHX)	246.25	46,706	59,141	21,142	3,706	2,393	5.89	2.80x	16.0x	24.7x	NM	26.4%	17.5%
BAE Systems plc (BA.)	15.59	46,628	57,029	31,036	3,805	3,077	0.56	1.84x	15.0x	18.5x	28.0x	61.6%	12.3%
Huntington Ingalls Industries, Inc. (HII)	197.92	7,744	10,554	11,708	1,071	741	10.90	0.90x	9.9x	14.2x	18.2x	13.8%	9.1%
Mean		\$62,646	\$73,530	\$37,035	\$4,778	\$3,803	\$9.93	1.92x	15.0x	20.0x	25.0x	24.4%	12.6%
Median		59,023	72,450	36,011	4,132	3,090	10.41	1.94x	15.5x	18.9x	26.7x	16.3%	12.0%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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 September 30, 2024 excluding LMT & GD (September 29, 2024); TXT (September 28, 2024); LHX (September 27, 2024); and BA., ENXTPA:HO & LSE:RR. (June 30, 2024).

(4) Excludes non-recurring and discontinued operations.

Aerospace & Defense

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
Nov 22	PPE Business of Honeywell International Inc. (NasdaqGS:HON)	Comprises the personal protective equipment business of Honeywell	Gloves Buyer, Inc.	\$1,325.0

ND – Not disclosed. Transaction values in millions.

Airbus SE (ENXTPA:AIR) reported third quarter net income of \$1,096.4 million for fiscal year 2024 as compared to \$853.1 million for the prior year period. Earnings per share were \$1.38 versus \$1.08 for the prior year period. Revenues for the quarter increased to \$17,498.3 million from \$15,767.4 million for the same period in fiscal year 2023.

General Dynamics Corporation (NYSE:GD) reported third quarter net income of \$930.0 million for fiscal year 2024 as compared to \$836.0 million for the prior year period. Earnings per share were \$3.35 versus \$3.04 for the prior year period. Revenues for the quarter increased to \$11,671.0 million from \$10,571.0 million for the same period in fiscal year 2023.

Honeywell International Inc. (NasdaqGS:HON) reported third quarter net income of \$1,413.0 million for fiscal year 2024 as compared to \$1,514.0 million for the prior year period. Earnings per share were \$2.16 versus \$2.27 for the prior year period. Revenues for the quarter increased to \$9,728.0 million from \$9,212.0 million for the same period in fiscal year 2023.

L3Harris Technologies, Inc. (NYSE:LHX) reported third quarter net income of \$400.0 million for fiscal year 2024 as compared to \$383.0 million for the prior year period. Earnings per share were \$2.10 versus \$2.02 for the prior year period. Revenues for the quarter increased to \$5,292.0 million from \$4,915.0 million for the same period in fiscal year 2023.

Lockheed Martin Corporation (NYSE:LMT) reported third quarter net income of \$1,623.0 million for fiscal year 2024 as compared to \$1,684.0 million for the prior year period. Earnings per share were \$6.80 versus \$6.73 for the prior year period. Revenues for the quarter increased to \$17,104.0 million from \$16,878.0 million for the same period in fiscal year 2023.

Northrop Grumman Corporation (NYSE:NOC) reported third quarter net income of \$1,026.0 million for fiscal year 2024 as compared to \$937.0 million for the prior year period. Earnings per share were \$7.00 versus \$6.18 for the prior year period. Revenues for the quarter increased to \$9,996.0 million from \$9,775.0 million for the same period in fiscal year 2023.

RTX Corporation (NYSE:RTX) reported third quarter net income of \$1,472.0 million for fiscal year 2024 as compared to (\$984.0) million for the prior year period. Earnings per share were \$1.09 versus (\$0.68) for the prior year period. Revenues for the quarter increased to \$20,089.0 million from \$13,464.0 million for the same period in fiscal year 2023.

Textron Inc. (NYSE:TXT) reported third quarter net income of \$223.0 million for fiscal year 2024 as compared to \$269.0 million for the prior year period. Earnings per share were \$1.18 versus \$1.35 for the prior year period. Revenues for the quarter increased to \$3,427.0 million from \$3,343.0 million for the same period in fiscal year 2023.

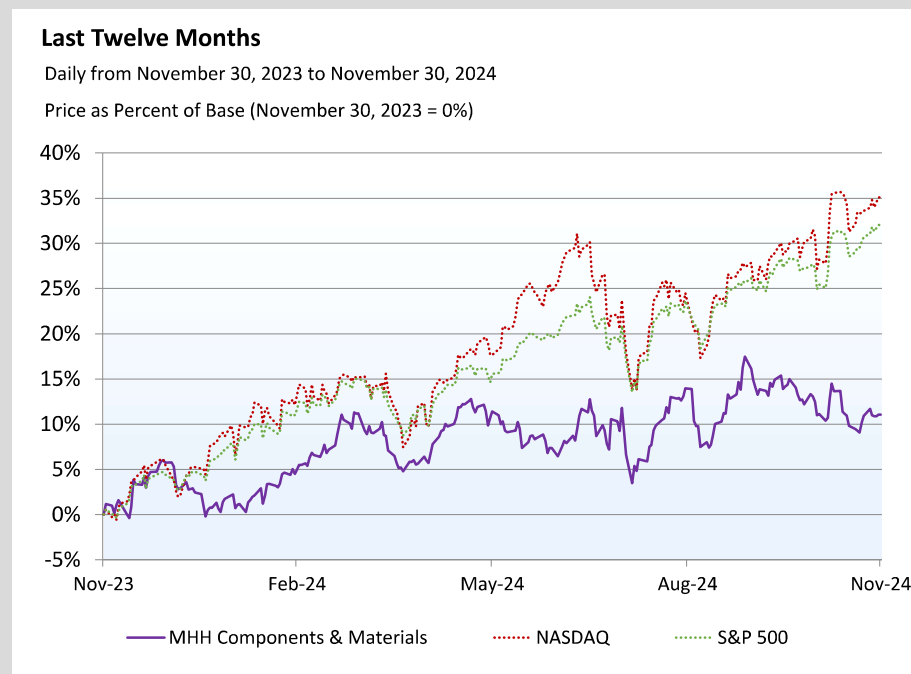
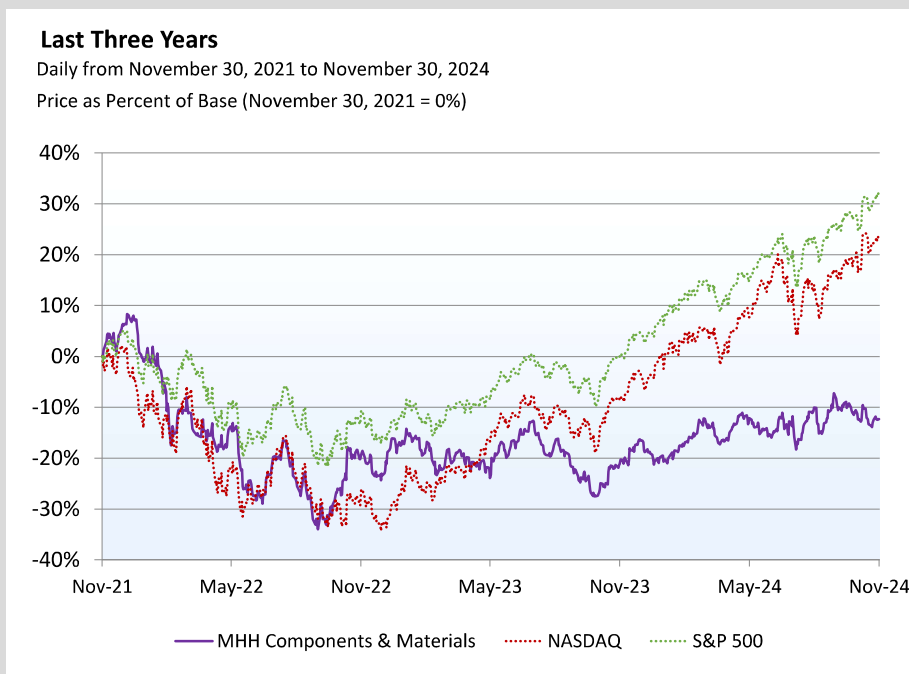
The Boeing Company (NYSE:BA) reported third quarter net income of (\$6,170.0) million for fiscal year 2024 as compared to (\$1,636.0) million for the prior year period. Earnings per share were (\$9.97) versus (\$2.70) for the prior year period. Revenues for the quarter decreased to \$17,840.0 million from \$18,104.0 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) decreased by 2.5% during the three months ending November 30, 2024.



Price Performance

	3-Year	LTM	3-Month
MHH Components & Materials ^(a)	-12.3%	11.0%	-2.5%
NASDAQ	23.7%	35.1%	8.5%
S&P 500	32.1%	32.1%	6.8%

(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 ⁽⁵⁾	Market & Capitalization			LTM Performance ⁽³⁾				Valuation			Margins		
	Price ⁽¹⁾	Equity	Enterprise	Revenue	EBITDA ⁽⁴⁾	EBIT ⁽⁴⁾	EPS	Enterprise Value/		Price/	Gross		
		Value	Value ⁽²⁾					Revenue	EBITDA		EBIT	EPS	Profit
Electronic Components													
Amphenol Corporation (APH)	\$72.65	\$87,588	\$91,563	\$14,232	\$3,586	\$3,043	\$1.44	6.43x	NM	30.1x	NM	33.6%	25.2%
TE Connectivity plc (TEL)	151.12	45,209	48,764	15,845	3,762	2,936	5.97	3.08x	13.0x	16.6x	25.3x	34.4%	23.7%
Corning Incorporated (GLW)	48.67	41,672	48,764	12,611	2,607	1,247	0.49	3.87x	18.7x	39.1x	NM	33.7%	20.7%
OMRON Corporation (TSE:6645)	31.67	6,235	7,613	5,533	466	230	(0.03)	1.38x	16.3x	33.1x	NM	43.5%	8.4%
Belden Inc. (BDC)	122.40	4,937	5,975	2,346	360	261	3.39	2.55x	16.6x	22.9x	36.1x	37.5%	15.4%
Vishay Intertechnology, Inc. (VSH)	19.10	2,595	2,893	3,008	378	172	0.78	0.96x	7.7x	16.8x	24.6x	22.8%	12.6%
Alps Alpine Co., Ltd. (TSE:6770)	10.25	2,108	2,210	6,836	408	139	0.33	0.32x	5.4x	15.9x	31.2x	17.2%	6.0%
Mean		\$27,192	\$29,683	\$8,630	\$1,652	\$1,315	\$1.77	2.66x	12.9x	24.9x	29.3x	31.8%	16.0%
Median		6,235	7,613	6,836	466	754	0.78	2.55x	14.7x	22.9x	28.2x	33.7%	15.4%
Specialty Materials													
3M Company (MMM)	\$133.53	\$72,715	\$79,340	\$32,638	\$8,117	\$6,539	\$6.39	2.43x	9.8x	12.1x	20.9x	45.1%	24.9%
BASF SE (DE:BAS)	44.76	39,946	63,874	72,802	6,246	2,361	1.46	0.88x	10.2x	27.1x	30.6x	25.1%	8.6%
Dow Inc. (DOW)	44.21	31,057	46,214	43,180	4,852	2,122	1.24	1.07x	9.5x	21.8x	35.7x	10.8%	11.2%
DuPont de Nemours, Inc. (DD)	83.59	34,937	41,388	12,192	2,978	1,789	2.37	3.39x	13.9x	23.1x	35.3x	36.4%	24.4%
PPG Industries, Inc. (PPG)	124.37	28,817	34,860	18,030	2,870	2,316	5.74	1.93x	12.1x	15.1x	21.7x	42.7%	15.9%
Celanese Corporation (CE)	73.21	8,003	20,973	10,479	1,851	1,110	4.95	2.00x	11.3x	18.9x	14.8x	23.9%	17.7%
Akzo Nobel N.V. (ENXTAM:AKZA)	58.35	9,964	14,502	11,846	1,454	1,152	3.25	1.22x	10.0x	12.6x	18.0x	40.8%	12.3%
Evonik Industries AG (DE:EVK)	18.32	8,538	12,276	16,912	2,140	1,720	1.92	0.73x	5.7x	7.1x	9.6x	29.8%	12.7%
Solvay SA (ENXTBR:SOLB)	34.51	3,601	5,338	5,819	958	661	3.37	0.92x	5.6x	8.1x	10.2x	21.8%	16.5%
Mean		\$26,397	\$35,418	\$24,877	\$3,496	\$1,553	\$3.41	1.62x	9.8x	15.2x	21.9x	30.7%	16.0%
Median		28,817	34,860	16,912	2,870	1,720	3.25	1.22x	10.0x	15.1x	20.9x	29.8%	15.9%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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 September 30, 2024 excluding BDC (September 29, 2024); LEA & TEL (September 28, 2024); and BDC (September 27, 2024).

(4) Excludes non-recurring and discontinued operations.

(5) Encore Wire (NasdaqGS:WIRE) has been removed from our index as the company was acquired by Prysmian S.p.A. (BIT:PRY) and delisted as of July 2, 2024.

Source: S&P Capital IQ

Components & Materials

Selected Valuation Metrics (cont'd.)

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

Company ⁽⁵⁾	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)	\$83.86	\$55,531	\$66,891	\$22,952	\$3,275	\$2,459	\$1.89	2.91x	20.4x	27.2x	NM	35.2%	14.3%
DENSO Corporation (TSE:6902)	14.15	41,177	39,851	49,601	5,564	2,940	0.61	0.80x	7.2x	13.6x	23.3x	15.3%	11.2%
Aptiv PLC (APTV)	55.53	13,052	21,610	19,725	3,033	2,076	5.33	1.10x	7.1x	10.4x	10.4x	18.8%	15.4%
Continental Aktiengesellschaft (DB:CON)	65.25	13,092	19,426	44,694	4,220	2,194	5.65	0.43x	4.6x	8.9x	11.5x	21.7%	9.4%
Bosch Limited (BSE:500530)	413.68	12,201	11,790	2,024	269	221	5.78	5.83x	NM	NM	NM	34.1%	13.3%
Autoliv, Inc. (ALV)	99.12	7,806	9,785	10,525	1,351	965	6.78	0.93x	7.2x	10.1x	14.6x	18.1%	12.8%
Lear Corporation (LEA)	97.84	5,317	8,167	23,433	1,656	1,042	8.84	0.35x	4.9x	7.8x	11.1x	7.7%	7.1%
Stanley Electric Co., Ltd. (TSE:6923)	16.74	2,599	2,086	3,422	572	286	1.03	0.61x	3.6x	7.3x	16.3x	18.6%	16.7%
Mean		\$18,847	\$22,451	\$22,047	\$2,492	\$1,523	\$4.49	1.62x	7.9x	12.2x	14.5x	21.2%	12.5%
Median		12,626	15,608	21,339	2,344	1,559	5.49	0.87x	7.1x	10.1x	13.1x	18.7%	13.1%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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 September 30, 2024 excluding BDC (September 29, 2024); LEA & TEL (September 28, 2024); and BDC (September 27, 2024).

(4) Excludes non-recurring and discontinued operations.

(5) Encore Wire (NasdaqGS:WIRE) has been removed from our index as the company was acquired by Prysmian S.p.A. (BIT:PRY) and delisted as of July 2, 2024.

Components & Materials

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
Nov 13	Harger, Inc.	Manufactures electrical components and equipment (light)	TE Connectivity plc (NYSE:TEL)	ND
Nov 06	Birkelbach Kondensatortechnik GmbH	Produces metallized dielectric films for the semiconductor industry	Vishay Intertechnology, Inc. (NYSE:VSH)	\$18.2

ND – Not disclosed. Transaction values in millions.

Components & Materials

Selected News

3M Company (NYSE:MMM) reported third quarter net income of \$1,372.0 million for fiscal year 2024 as compared to (\$2,075.0) million for the prior year period. Earnings per share were \$2.48 versus (\$3.74) for the prior year period. Revenues for the quarter increased to \$6,294.0 million from \$6,270.0 million for the same period in fiscal year 2023.

Akzo Nobel N.V. (ENXTAM:AKZA) reported third quarter net income of \$181.8 million for fiscal year 2024 as compared to \$200.0 million for the prior year period. Earnings per share were \$1.06 versus \$1.16 for the prior year period. Revenues for the quarter increased to \$2,975.7 million from \$2,901.1 million for the same period in fiscal year 2023.

Amphenol Corporation (NYSE:APH) reported third quarter net income of \$604.4 million for fiscal year 2024 as compared to \$513.9 million for the prior year period. Earnings per share were \$0.48 versus \$0.41 for the prior year period. Revenues for the quarter increased to \$4,038.8 million from \$3,199.2 million for the same period in fiscal year 2023.

Autoliv, Inc. (NYSE:ALV) reported third quarter net income of \$138.0 million for fiscal year 2024 as compared to \$134.0 million for the prior year period. Earnings per share were \$1.74 versus \$1.57 for the prior year period. Revenues for the quarter decreased to \$2,555.0 million from \$2,596.0 million for the same period in fiscal year 2023.

BASF SE (DE:BAS) reported third quarter net income of \$320.1 million for fiscal year 2024 as compared to (\$263.5) million for the prior year period. Earnings per share were \$0.36 versus (\$0.30) for the prior year period. Revenues for the quarter increased to \$17,554.1 million from \$16,654.3 million for the same period in fiscal year 2023.

Corning Incorporated (NYSE:GLW) reported third quarter net income of (\$117.0) million for fiscal year 2024 as compared to \$164.0 million for the prior year period. Earnings per share were (\$0.14) versus \$0.19 for the prior year period. Revenues for the quarter increased to \$3,391.0 million from \$3,173.0 million for the same period in fiscal year 2023.

DENSO Corporation (TSE:6902) reported second quarter net income of \$672.7 million for fiscal year 2025 as compared to \$558.8 million for the prior year period. Earnings per share were \$0.23 versus \$0.19 for the prior year period. Revenues for the quarter decreased to \$12,012.9 million from \$12,055.5 million for the same period in fiscal year 2024.

Dow Inc. (NYSE:DOW) reported third quarter net income of \$214.0 million for fiscal year 2024 as compared to \$302.0 million for the prior year period. Earnings per share were \$0.30 versus \$0.42 for the prior year period. Revenues for the quarter increased to \$10,879.0 million from \$10,730.0 million for the same period in fiscal year 2023.

Lear Corporation (NYSE:LEA) reported third quarter net income of \$135.8 million for fiscal year 2024 as compared to \$132.9 million for the prior year period. Earnings per share were \$2.41 versus \$2.25 for the prior year period. Revenues for the quarter decreased to \$5,584.4 million from \$5,781.0 million for the same period in fiscal year 2023.

PPG Industries, Inc. (NYSE:PPG) reported third quarter net income of \$468.0 million for fiscal year 2024 as compared to \$426.0 million for the prior year period. Earnings per share were \$2.00 versus \$1.79 for the prior year period. Revenues for the quarter decreased to \$4,575.0 million from \$4,644.0 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

Components & Materials

Selected News (cont'd.)

Stanley Electric Co., Ltd. (TSE:6923) reported second quarter net income of \$38.8 million for fiscal year 2025 as compared to \$37.9 million for the prior year period. Earnings per share were \$0.24 versus \$0.23 for the prior year period. Revenues for the quarter increased to \$855.4 million from \$766.2 million for the same period in fiscal year 2024.

TE Connectivity plc (NYSE:TEL) reported net income of \$3,193.0 million for fiscal year 2024 as compared to \$1,910.0 million for the prior year. Earnings per share were \$10.34 versus \$6.03 for the prior year. Revenues for the year decreased to \$15,845.0 million from \$16,034.0 million for fiscal year 2023.

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

Source: S&P Capital IQ

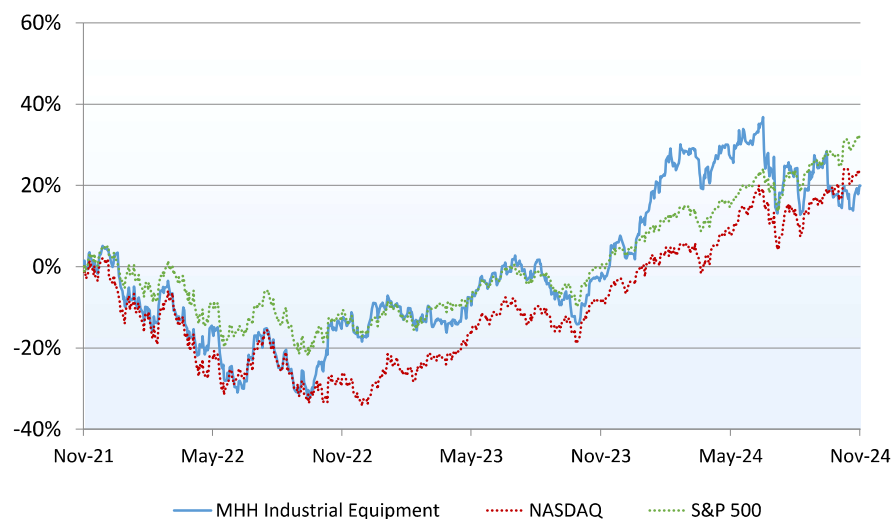
Comparative Index Performance

The MHH Industrial Equipment Index^(a) decreased by 3.4% during the three months November 30, 2024.

Last Three Years

Daily from November 30, 2021 to November 30, 2024

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



Last Twelve Months

Daily from November 30, 2023 to November 30, 2024

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



Price Performance

	3-Year	LTM	3-Month
MHH Industrial Equipment ^(a)	20.0%	23.2%	-3.4%
NASDAQ	23.7%	35.1%	8.5%
S&P 500	32.1%	32.1%	6.8%

(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)	\$406.11	\$196,071	\$229,218	\$65,664	\$15,819	\$13,751	\$17.22	3.49x	14.5x	16.7x	23.6x	32.5%	24.1%
Deere & Company (DE)	465.90	127,470	187,012	51,532	10,475	9,411	20.97	3.63x	17.9x	19.9x	22.2x	29.5%	20.3%
Cummins Inc. (CMI)	375.04	51,449	58,418	34,198	4,592	3,548	15.66	1.71x	12.7x	16.5x	23.9x	24.6%	13.4%
HD Korea Shipbuilding & Offshore Engineering Co., Ltd.	146.28	10,344	10,600	18,552	1,213	828	5.94	0.57x	8.7x	12.8x	24.6x	8.3%	6.5%
Oshkosh Corporation (OSK)	113.61	7,392	8,768	10,599	1,261	1,059	9.13	0.83x	7.0x	8.3x	12.4x	18.6%	11.9%
Terex Corporation (TEX)	54.79	3,660	3,936	5,109	646	582	4.74	0.77x	6.1x	6.8x	11.6x	22.2%	12.7%
Mean		\$66,064	\$82,992	\$30,942	\$5,668	\$4,863	\$12.28	1.83x	11.1x	13.5x	19.7x	22.6%	14.8%
Median		30,896	34,509	26,375	2,927	2,304	12.39	1.27x	10.7x	14.6x	22.9x	23.4%	13.0%
Electrical Equipment													
Schneider Electric S.E. (ENXTPA:SU)	\$256.91	\$144,155	\$156,914	\$39,046	\$7,479	\$6,533	\$6.47	4.02x	21.0x	24.0x	39.7x	42.3%	19.2%
Eaton Corporation plc (ETN)	375.42	148,366	156,495	24,605	5,450	4,532	6.97	6.36x	28.7x	34.5x	NM	37.8%	22.1%
Emerson Electric Co. (EMR)	132.60	75,940	86,581	17,492	4,614	3,017	2.79	4.95x	18.8x	28.7x	NM	52.1%	26.4%
AMETEK, Inc. (AME)	194.38	44,962	47,123	6,910	2,138	1,759	4.40	6.82x	22.0x	26.8x	NM	35.4%	30.9%
Rockwell Automation, Inc. (ROK)	295.14	33,320	37,111	8,264	1,614	1,308	6.41	4.49x	23.0x	28.4x	NM	39.0%	19.5%
Hubbell Incorporated (HUBB)	460.09	24,693	26,353	5,640	1,266	1,072	11.34	4.67x	20.8x	24.6x	NM	34.0%	22.5%
Regal Rexnord Corporation (RRX)	172.71	11,438	16,811	6,181	1,246	744	3.20	2.72x	13.5x	22.6x	NM	36.9%	20.2%
Powell Industries, Inc. (POWL)	267.38	3,213	2,856	1,012	186	179	10.06	2.82x	15.4x	16.0x	26.6x	27.0%	18.3%
Mean		\$60,761	\$66,281	\$13,644	\$2,999	\$2,393	\$6.45	4.61x	20.4x	25.7x	33.2x	38.1%	22.4%
Median		39,141	42,117	7,587	1,876	1,534	6.44	4.58x	20.9x	25.7x	33.2x	37.4%	21.2%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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 September 30, 2024 excluding AMAT (October 27, 2024); ASML, LRCX & TER (September 29, 2024); COHU, ENTG, FORM & ONTO (September 28, 2024); DHR (September 27, 2024); DE (July 28, 2024); and ENXTPA: SU, KOSE: A009540 & POWL (June 30, 2024).

(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/ Revenue EBITDA EBIT			Price/ EPS	Gross Profit EBITDA	
Measurement, Control, and Testing Devices													
Danaher Corporation (DHR)	\$239.69	\$173,122	\$189,325	\$23,742	\$7,511	\$5,196	\$4.31	7.97x	25.2x	36.4x	NM	59.9%	31.6%
Entegris, Inc. (ENTG)	105.63	15,950	19,710	3,204	897	520	1.24	6.15x	22.0x	37.9x	NM	45.1%	28.0%
MKS Instruments, Inc. (MKSI)	113.64	7,648	11,846	3,544	871	504	1.79	3.34x	13.6x	23.5x	NM	47.3%	24.6%
Onto Innovation Inc. (ONTO)	164.18	8,109	7,270	942	240	173	2.56	7.72x	NM	42.0x	NM	52.1%	25.5%
Nova Ltd. (NVMI)	183.76	5,338	4,777	612	183	166	3.83	7.81x	26.1x	28.8x	NM	57.4%	29.9%
FormFactor, Inc. (FORM)	40.06	3,103	2,790	742	80	47	0.46	3.76x	NM	59.4x	NM	40.8%	10.7%
Axcelis Technologies, Inc. (ACLS)	74.24	2,413	1,908	1,076	245	235	4.93	1.77x	7.8x	8.1x	15.1x	44.3%	22.8%
Azenta, Inc. (NasdaqGS:AZTA)	46.21	2,106	1,666	656	22	(69)	(0.42)	2.54x	NM	NM	NM	40.7%	3.3%
Cohu, Inc. (COHU)	26.40	1,231	996	445	3	(49)	(0.60)	2.24x	NM	NM	NM	46.0%	0.8%
FARO Technologies, Inc. (FARO)	26.25	497	498	348	26	10	0.16	1.43x	19.5x	48.9x	NM	55.7%	7.3%
Mean		\$5,155	\$5,718	\$1,285	\$285	\$673	\$1.55	4.08x	17.8x	35.5x	15.1x	47.7%	17.0%
Median		3,103	2,790	742	183	169	1.24	3.34x	19.5x	37.9x	15.1x	46.0%	22.8%
Semiconductor Capital Equipment													
ASML Holding N.V. (ASML)	\$694.66	\$273,021	\$272,713	\$29,292	\$9,898	\$8,998	\$14.65	9.31x	27.6x	30.3x	NM	51.1%	33.8%
Applied Materials, Inc. (AMAT)	174.71	144,032	140,820	27,176	8,259	7,867	6.09	5.18x	17.1x	17.9x	28.7x	47.5%	30.4%
Lam Research Corporation (LRCX)	73.88	95,060	93,977	15,591	4,920	4,557	2.23	6.03x	19.1x	20.6x	33.2x	47.7%	31.6%
KLA Corporation (KLAC)	647.03	86,547	88,743	10,257	4,249	3,854	17.08	8.65x	20.9x	23.0x	37.9x	59.7%	41.4%
Tokyo Electron Limited (TSE:8035)	154.88	71,386	67,894	14,886	4,527	4,129	5.68	4.56x	15.0x	16.4x	27.3x	47.0%	30.4%
Teradyne, Inc. (TER)	110.00	17,915	17,317	2,738	641	524	2.07	6.33x	27.0x	33.0x	NM	57.9%	23.4%
Veeco Instruments Inc. (VECO)	27.87	1,582	1,576	709	118	92	0.96	2.22x	13.4x	17.1x	28.9x	43.5%	16.6%
Mean		\$98,506	\$97,577	\$14,378	\$4,659	\$4,289	\$6.97	5.49x	19.8x	22.6x	31.2x	50.6%	29.7%
Median		86,547	88,743	14,886	4,527	4,129	5.68	5.60x	18.1x	20.6x	28.9x	47.7%	30.4%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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

(3) As of close September 30, 2024 excluding AMAT (October 27, 2024); ASML, LRCX & TER (September 29, 2024); COHU, ENTG, FORM & ONTO (September 28, 2024); DHR (September 27, 2024); DE (July 28, 2024); and ENXTPA: SU, KOSE: A009540 & POWL (June 30, 2024).

(4) Excludes non-recurring and discontinued operations.

Industrial Equipment

Selected M&A Transactions

Announced	Target	Target Description	Acquirer	Value
Nov 27	Sentronics Metrology GmbH	Develops and markets systems for the monitoring of quality processes in the areas of wafers, automotive, and coatings/ films	Nova Ltd. (NasdaqGS:NVMI)	\$60.0
Nov 05	Aspen Technology, Inc. (NasdaqGS:AZPN)	Provides industrial software that focuses on helping customers in asset-intensive industries worldwide	Emerson Electric Co. (NYSE:EMR)	\$6,644.7

ND – Not disclosed. Transaction values in millions.

Industrial Equipment

Selected News

ASML Holding N.V. (ENXTAM:ASML) reported third quarter net income of \$2,318.3 million for fiscal year 2024 as compared to \$2,004.0 million for the prior year period. Earnings per share were \$5.89 versus \$5.09 for the prior year period. Revenues for the quarter increased to \$8,336.8 million from \$7,062.9 million for the same period in fiscal year 2023.

Caterpillar Inc. (NYSE:CAT) reported third quarter net income of \$2,464.0 million for fiscal year 2024 as compared to \$2,794.0 million for the prior year period. Earnings per share were \$5.06 versus \$5.45 for the prior year period. Revenues for the quarter decreased to \$16,106.0 million from \$16,810.0 million for the same period in fiscal year 2023.

Danaher Corporation (NYSE:DHR) reported third quarter net income of \$818.0 million for fiscal year 2024 as compared to \$1,129.0 million for the prior year period. Earnings per share were \$1.12 versus \$1.51 for the prior year period. Revenues for the quarter increased to \$5,798.0 million from \$5,624.0 million for the same period in fiscal year 2023.

Eaton Corporation plc (NYSE:ETN) reported third quarter net income of \$1,009.0 million for fiscal year 2024 as compared to \$891.0 million for the prior year period. Earnings per share were \$2.53 versus \$2.22 for the prior year period. Revenues for the quarter increased to \$6,345.0 million from \$5,880.0 million for the same period in fiscal year 2023.

HD Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540) reported third quarter net income of \$115.0 million for fiscal year 2024 as compared to \$250.3 million for the prior year period. Earnings per share were \$1.63 versus \$3.54 for the prior year period. Revenues for the quarter increased to \$4,755.4 million from \$3,722.6 million for the same period in fiscal year 2023.

Hubbell Incorporated (NYSE:HUBB) reported third quarter net income of \$219.4 million for fiscal year 2024 as compared to \$200.1 million for the prior year period. Earnings per share were \$4.05 versus \$3.70 for the prior year period. Revenues for the quarter increased to \$1,442.6 million from \$1,375.8 million for the same period in fiscal year 2023.

KLA Corporation (NasdaqGS:KLAC) reported first quarter net income of \$945.9 million for fiscal year 2025 as compared to \$741.4 million for the prior year period. Earnings per share were \$7.01 versus \$5.41 for the prior year period. Revenues for the quarter increased to \$2,841.5 million from \$2,397.0 million for the same period in fiscal year 2024.

Lam Research Corporation (NasdaqGS:LRCX) reported first quarter net income of \$1,116.4 million for fiscal year 2025 as compared to \$887.4 million for the prior year period. Earnings per share were \$0.86 versus \$0.67 for the prior year period. Revenues for the quarter increased to \$4,168.0 million from \$3,482.1 million for the same period in fiscal year 2024.

Oshkosh Corporation (NYSE:OSK) reported third quarter net income of \$180.3 million for fiscal year 2024 as compared to \$183.7 million for the prior year period. Earnings per share were \$2.75 versus \$2.79 for the prior year period. Revenues for the quarter increased to \$2,741.4 million from \$2,509.9 million for the same period in fiscal year 2023.

Powell Industries, Inc. (NasdaqGS:POWL) reported net income of \$149.8 million for fiscal year 2024 as compared to \$54.5 million for the prior year. Earnings per share were \$12.29 versus \$4.50 for the prior year. Revenues for the year increased to \$1,012.4 million from \$699.3 million for 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 second quarter net income of \$1,008.3 million for fiscal year 2024 as compared to \$1,104.3 million for the prior year period. Earnings per share were \$1.78 versus \$1.95 for the prior year period. Revenues for the quarter increased to \$9,735.9 million from \$9,625.0 million for the same period in fiscal year 2023.

Teradyne, Inc. (NasdaqGS:TER) reported third quarter net income of \$145.6 million for fiscal year 2024 as compared to \$128.1 million for the prior year period. Earnings per share were \$0.89 versus \$0.78 for the prior year period. Revenues for the quarter increased to \$737.3 million from \$703.7 million for the same period in fiscal year 2023.

Terex Corporation (NYSE:TEX) reported third quarter net income of \$88.0 million for fiscal year 2024 as compared to \$119.0 million for the prior year period. Earnings per share were \$1.31 versus \$1.75 for the prior year period. Revenues for the quarter decreased to \$1,212.0 million from \$1,290.0 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 & Technical Services Index^(a) increased by 9.3% during the three months ending November 30, 2024.

Last Three Years

Daily from November 30, 2021 to November 30, 2024

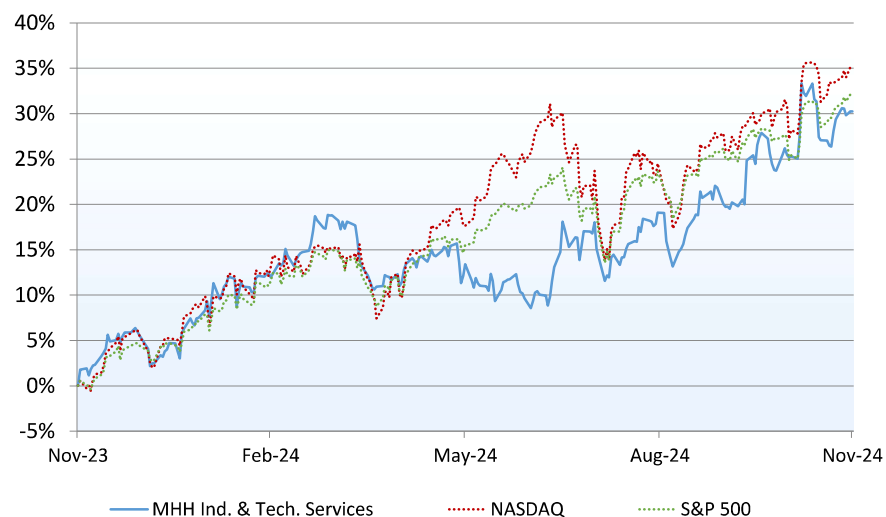
Price as Percent of Base (November 30, 2021 = 0%)



Last Twelve Months

Daily from November 30, 2023 to November 30, 2024

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



Price Performance

	3-Year	LTM	3-Month
MHH Industrial & Technical Services Index ^(a)	51.4%	30.3%	9.3%
NASDAQ	23.7%	35.1%	8.5%
S&P 500	32.1%	32.1%	6.8%

(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	EBITDA	EBIT	Price/ EPS	Gross Profit	EBITDA
Industrial Distribution													
W.W. Grainger, Inc. (GWW)	\$1,205.34	\$58,700	\$60,818	\$16,932	\$2,837	\$2,605	\$30.56	3.59x	21.4x	23.3x	39.4x	39.2%	16.8%
Fastenal Company (FAST)	83.56	47,870	48,105	7,480	1,693	1,519	1.65	6.43x	28.4x	31.7x	NM	45.2%	22.6%
WESCO International, Inc. (WCC)	211.57	10,367	15,302	21,793	1,450	1,304	10.96	0.70x	10.6x	11.7x	19.3x	21.7%	6.7%
MSC Industrial Direct Co., Inc. (MSM)	85.88	4,801	5,349	3,821	487	406	4.01	1.40x	11.0x	13.2x	21.4x	41.2%	12.7%
MRC Global Inc. (MRC)	13.97	1,191	1,779	3,203	191	150	0.91	0.56x	9.3x	11.9x	15.3x	20.3%	6.0%
Transcat, Inc. (TRNS)	104.89	965	962	271	37	21	1.51	3.55x	25.7x	44.9x	NM	32.8%	13.8%
Mean		\$20,649	\$22,053	\$8,917	\$1,116	\$1,001	\$8.27	2.71x	17.7x	22.8x	23.9x	33.4%	13.1%
Median		7,584	10,326	5,651	968	855	2.83	2.48x	16.2x	18.3x	20.3x	36.0%	13.3%
Industrial Recycling													
Veolia Environnement SA (ENXTPA:VIE)	\$29.09	\$21,242	\$44,371	\$47,934	\$5,572	\$3,077	\$0.87	0.93x	8.0x	14.4x	33.5x	17.1%	11.6%
Clean Harbors, Inc. (CLH)	260.09	14,019	16,609	5,797	1,075	681	6.36	2.87x	15.5x	24.4x	NM	31.3%	18.5%
Commercial Metals Company (CMC)	61.69	7,034	7,543	7,926	912	694	3.44	0.95x	8.3x	10.9x	17.9x	17.1%	11.5%
Aurubis AG (XTRA:NDA)	78.60	3,432	3,784	19,165	757	533	7.89	0.20x	5.0x	7.1x	10.0x	9.7%	4.0%
Sims Limited (ASX:SGM)	8.54	1,647	2,084	4,820	41	(60)	(0.09)	0.43x	NM	NM	NM	10.3%	0.9%
Dowa Holdings Co., Ltd. (TSE:5714)	29.72	1,770	2,051	4,879	448	260	3.54	0.42x	4.6x	7.9x	8.4x	13.0%	9.2%
Mean		\$8,191	\$12,741	\$15,087	\$1,468	\$864	\$3.67	0.97x	8.3x	12.9x	17.5x	16.4%	9.3%
Median		5,233	5,664	6,861	835	607	3.49	0.68x	8.0x	10.9x	13.9x	15.0%	10.3%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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

(3) As of close September 30, 2024 excluding TTEK (September 29, 2024); TRNS & NVEE (September 28, 2024); KBR (September 27, 2024); MSM & CMC (August 31, 2024); and ACM, ASX:SGM, ENXTPA:VIE, J, LSE:BBY, LSE:WG & XTRA:NDA (June 30, 2024).

(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/ Revenue	EBITDA	EBIT	Price/ EPS	Gross Profit	EBITDA
Technical Services													
Jacobs Solutions Inc. (J)	\$141.23	\$17,508	\$19,204	\$11,501	\$1,218	\$921	\$3.79	1.67x	15.8x	20.8x	37.3x	24.7%	10.6%
AECOM (ACM)	116.97	15,494	17,257	16,105	1,104	933	3.31	1.07x	15.6x	18.5x	35.4x	6.7%	6.9%
Tetra Tech, Inc. (TTEK)	41.51	11,114	11,897	4,322	586	512	1.09	2.75x	20.3x	23.2x	37.9x	20.0%	13.6%
KBR, Inc. (KBR)	60.83	8,105	10,485	7,350	647	544	2.47	1.43x	16.2x	19.3x	24.7x	14.2%	8.8%
Fluor Corporation (FLR)	56.13	9,627	7,827	15,875	303	233	2.01	0.49x	25.8x	33.6x	28.0x	2.7%	1.9%
Primoris Services Corporation (PRIM)	83.71	4,496	5,490	6,141	406	308	2.69	0.89x	13.5x	17.8x	31.1x	11.0%	6.6%
Balfour Beatty plc (LSE:BBY)	5.72	2,916	2,480	10,195	221	172	0.34	0.24x	11.2x	14.4x	16.7x	5.0%	2.2%
John Wood Group PLC (LSE:WG.)	0.67	462	1,741	5,735	49	(23)	(0.10)	0.30x	NM	NM	NM	11.2%	0.9%
NV5 Global, Inc. (NVEE)	21.76	1,416	1,637	914	122	56	0.38	1.79x	13.4x	29.5x	NM	51.8%	13.4%
Mean		\$7,904	\$8,669	\$8,682	\$517	\$406	\$1.78	1.18x	16.5x	22.1x	30.1x	16.4%	7.2%
Median		8,105	7,827	7,350	406	308	2.01	1.07x	15.7x	20.1x	31.1x	11.2%	6.9%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close November 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

(3) As of close September 30, 2024 excluding TTEK (September 29, 2024); TRNS & NVEE (September 28, 2024); KBR (September 27, 2024); MSM & CMC (August 31, 2024); and ACM, ASX:SGM, ENXTPA:VIE, J, LSE:BBY, LSE:WG & XTRA:NDA (June 30, 2024).

(4) Excludes non-recurring and discontinued operations.

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

No selected transactions for the month of November 2024

Industrial & Technical Services

Selected News

Fastenal Company (NasdaqGS:FAST) reported third quarter net income of \$298.1 million for fiscal year 2024 as compared to \$295.5 million for the prior year period. Earnings per share were \$0.52 versus \$0.52 for the prior year period. Revenues for the quarter increased to \$1,910.2 million from \$1,845.9 million for the same period in fiscal year 2023.

KBR, Inc. (NYSE:KBR) reported third quarter net income of \$100.0 million for fiscal year 2024 as compared to (\$21.0) million for the prior year period. Earnings per share were \$0.75 versus (\$0.16) for the prior year period. Revenues for the quarter increased to \$1,947.0 million from \$1,770.0 million for the same period in fiscal year 2023.

W.W. Grainger, Inc. (NYSE:GWW) reported third quarter net income of \$486.0 million for fiscal year 2024 as compared to \$476.0 million for the prior year period. Earnings per share were \$9.87 versus \$9.43 for the prior year period. Revenues for the quarter increased to \$4,388.0 million from \$4,208.0 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
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
Nova Measuring Instruments Ltd.	Industrial Equipment

Company	Sector
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
Rocket Lab USA Inc.	Aerospace & Defense
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

C o n t a c t u s

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
ischaef@mhhco.com