

Industrials

Industry Update | Q1 2017



NOTABLE AND QUOTABLE

- In the 1st quarter of 2017, one of the notable trends we observed was the uptick in acquisition interest for Infrastructure Service assets. There were ten transactions in the space, compared to only four in the first quarter of 2016. Two major secular tailwinds are driving this increased M&A; neglected infrastructure, and deferred maintenance on industrial equipment. We will be discussing these more at length in the proceeding paragraphs.
- The first major tailwind in the Infrastructure Services sector is neglected infrastructure across the United States. According to the 2017 ASCE Infrastructure Report Card, infrastructure health in the U.S received a D+, with an estimated \$4.6 trillion investment needed in order to shore up the nation's public services. President Trump has been vocal on the historical underinvestment into U.S. infrastructure, proposing a \$1 trillion infrastructure spending plan that would be applied to projects over the next decade. Publicly traded United Rentals (NYSE: URI), the #1 commercial and construction equipment renter in the world, mentioned the positive outlook for infrastructure spending in the United States on its first quarter earnings call:

"[We are seeing enthusiasm in the commercial infrastructure and industrial markets, and anticipating this business to accelerate through the back half of 2017. We have a favorable outlook for the next 12 month regardless of what happens with Trump's spending plan, but obviously that would be accretive.]"

Private Equity firms are becoming more aware of the opportunity and looking to make strategic acquisitions to take advantage of the infrastructure refresh cycle. The most notable transaction that we saw in the first quarter was New Mountain Capital purchasing TRC Company, an engineering, consulting, and construction management company for \$658 million. We believe the finalization of President Trump's infrastructure spending plan will be a catalyst for more acquisitions occurring in the space.

U.S INFRASTRUCTURE REPORT CARD

CATEGORY	1998	2001	2005	2009	2013	2017
Aviation	C-	D	D+	D	D	D
Bridges	C-	C	C	C	C+	C+
Dams	D	D	D+	D	D	D
Drinking Water	D	D	D-	D-	D	D
Energy	-	D+	D	D+	D+	D+
Hazardous Waste	D-	D+	D	D	D	D+
Inland Waterways	-	D+	D-	D-	D-	D
Levees	-	-	-	D-	D-	D
Ports	-	-	-	-	C	C+
Public Parks & Rec	-	-	C-	C-	C-	D+
Rail	-	-	C-	C-	C+	B
Roads	D-	D+	D	D-	D	D
Schools	F	D-	D	D	D	D+
Solid Waste	C-	C+	C+	C+	B-	C+
Transit	C-	C-	D+	D	D	D-
Wastewater	D+	D	D-	D-	D	D+
GPA	D	D+	D	D	D+	D+
Cost to Improve**	-	\$1.3T	\$1.6T	\$2.2T	\$3.6T	\$4.59T

Source: American Society of Civil Engineers

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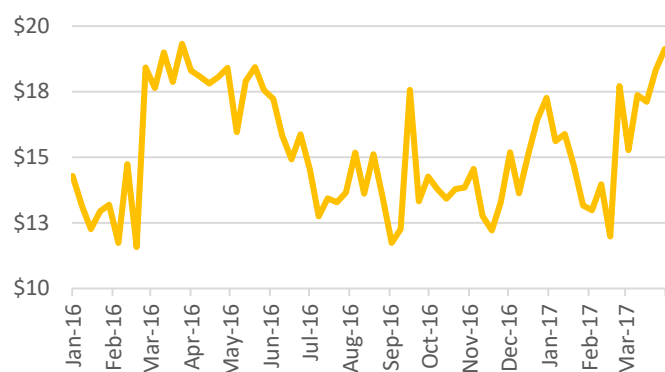
Industrial Verticals

- Distributors
- Machinery
- Industrial Conglomerates
- Diversified Chemicals
- Environmental & Facilities Services
- Pumps and Pumping Equipment
- Construction & Engineering
- Steel

Infrastructure Service Tailwinds

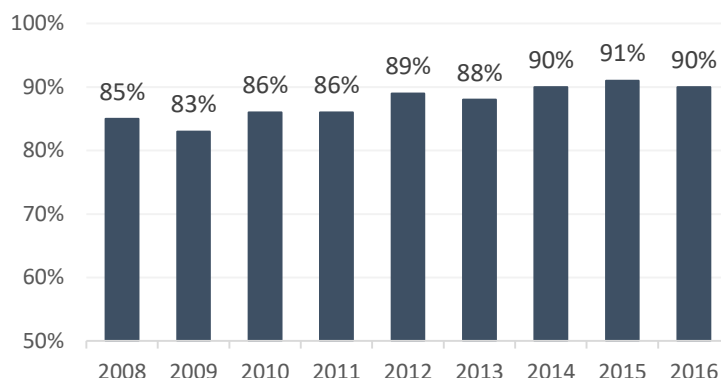
- The second tailwind we're seeing behind Infrastructure Service companies is the accumulation of deferred maintenance on industrial assets, particularly for the refinery and chemical markets. Energy volatility in 2015 and 2016 drove refiners to defer maintenance downtime to take advantage of low input costs; the effect of these actions led to record high utilization rates above 90%. With WTI energy prices still below \$50, and a continued strong demand for refined products, crack spreads look to remain elevated for the foreseeable future. We believe the recent maintenance deferrals, and the continued positive outlook for domestic refinery companies will lead to a windfall of business to those servicing the industry in 2017 and 2018.

Crack Spreads – Delta between WTI Price & Refined Products



Source: Bloomberg

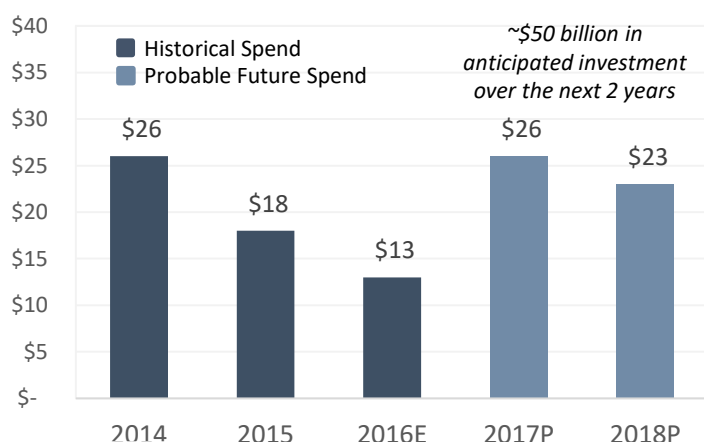
Domestic Refinery Utilization Rates



Source: EIA

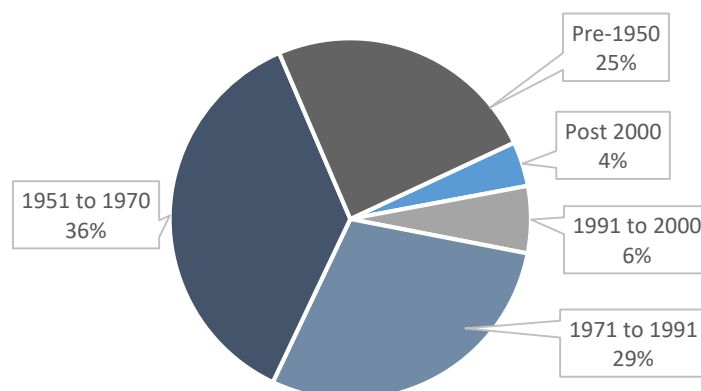
- A similar opportunity is presented in the domestic chemical market. Domestic producers use low cost natural gas as feedstock for chemical production, versus international competition which uses higher cost, Brent crude. The structural cost advantage has led to a decade long investment in the chemical industries aging infrastructure. With natural gas prices expected to remain low, IRR estimates that there will be nearly \$50 billion in maintenance and growth capex invested into the North American chemical industry over the next two years. We believe that companies servicing in the maintenance and expansion of these of these facilities will meaningfully benefit from the increase in spend.

Outlook for Chemical Capital Investment



Source: IRR

Aging Chemical Infrastructure
Percentage of Chemical Facilities by Start Year

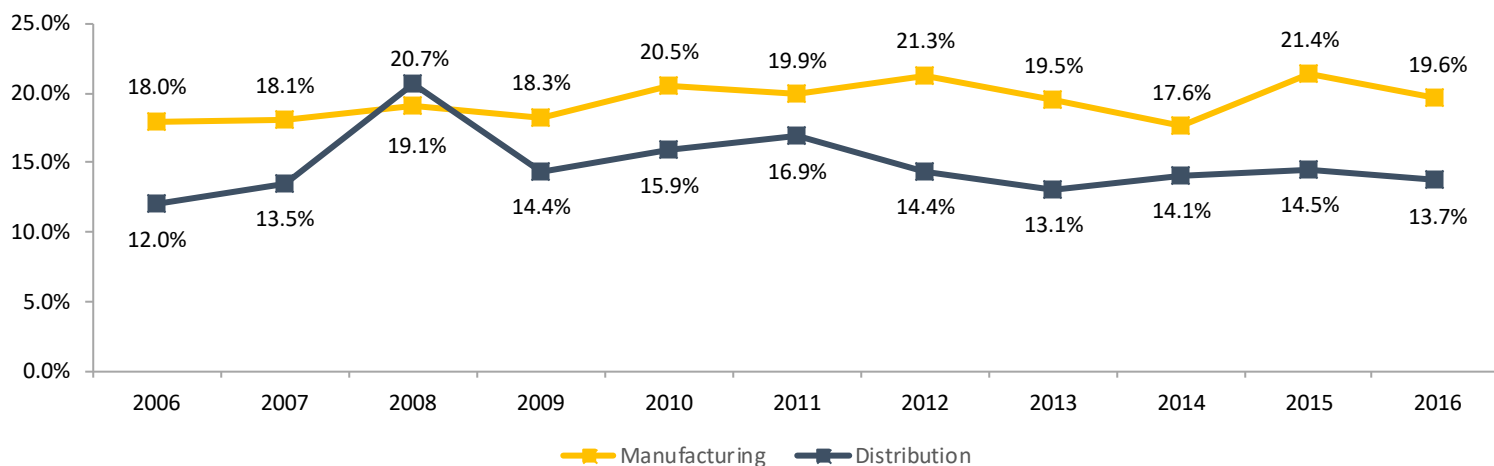


Source: IRR

- In conclusion, we believe that there are multiple tailwinds behind domestic providers of infrastructure services. Neglected infrastructure across the country has lead to a Presidential effort to revamp public services, and an active Private Equity market in the Infrastructure Service industry confirms the trend. Be on the lookout over the coming weeks for President Trump's \$1 trillion spending plan, which is expected to hit before June 1st, 2017. Regardless of the outcome of the spending plan, we're expecting to see the issue of aging energy and chemical assets addressed over the next 12-24 months, as deferred maintenance and facility upgrades become a capex priority. Despite the underinvestment in the maintenance of hard assets over the last decade, we believe those servicing the industry over the near term will stand to benefit from this rebound in expenditure.

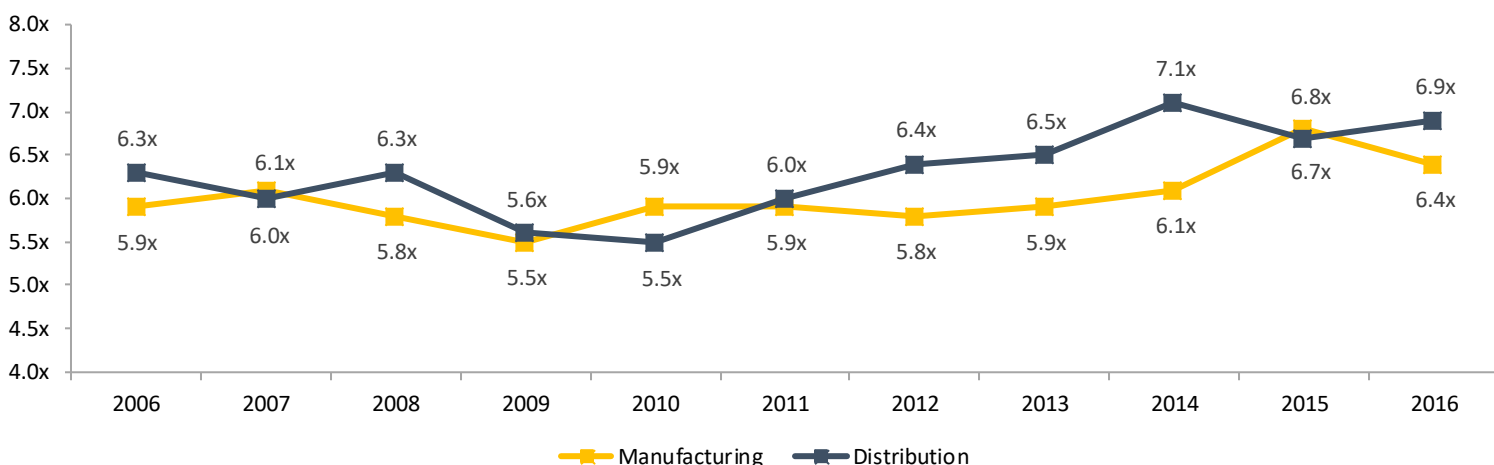
Middle Market M&A Transaction Statistics

Private Equity Sponsored Middle Market Transaction EBITDA Margins



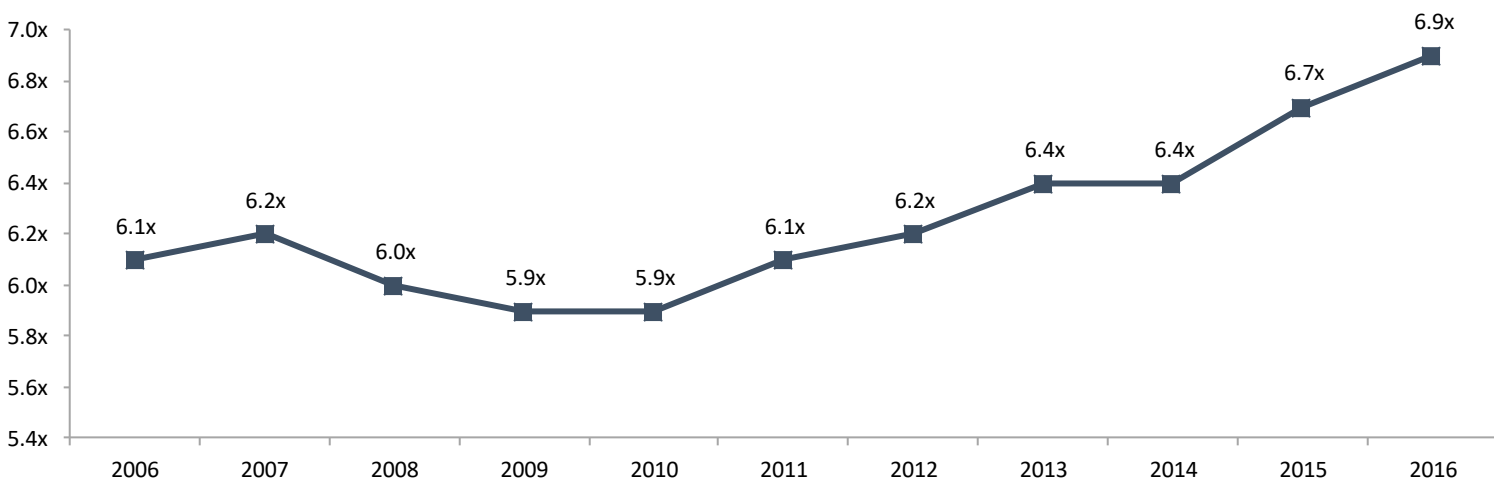
Source: GF Data

Private Equity Sponsored Middle Market Transaction EBITDA Multiples



Source: GF Data

Private Equity Sponsored Middle Market Transaction EBITDA Multiples, All Industries



Source: GF Data

Notable Industrial Strategic Transactions

Announced Date	Target Name	Buyer Name	Target Business Description	Transaction Value (000's)	LTM Revenue	LTM EBITDA
3/31/2017	TRC Companies, Inc.	New Mountain Capital,	TRC Companies, Inc. provides engineering, consulting, and construction management services in the United States.	\$658	\$520	\$44
3/31/2017	Empire Resources, Inc.	Ta Chen Stainless Pipe	Empire Resources, Inc. purchases, sells, and distributes semi-finished aluminum and steel products in the Americas, Europe, Australia, and New Zealand.	\$177	\$458	\$9
3/24/2017	Staffing 360 Solutions, Inc.	Jackson Investment Group	Staffing 360 Solutions, Inc. engages in the acquisition and integration of staffing agencies in the United States and the United Kingdom.	\$31	\$187	\$2
3/17/2017	Advanced Environmental Recycling Technologies, Inc.	Oldcastle Architectural	Advanced Environmental Recycling Technologies, Inc. develops and commercializes technologies to recycle waste polyethylene plastics; and develops, manufactures, and markets value-added green building products primarily in the United States.	\$102	\$85	\$14
3/8/2017	Advanced Environmental Petroleum Producers	Oncolix, Inc.	Advanced Environmental Petroleum Producers, Inc. does not have significant operations.	\$0.31	-	-
2/24/2017	DigitalGlobe, Inc.	SSL MDA Holdings, Inc.	DigitalGlobe, Inc. provides earth-imagery, data, and analysis in the United States and internationally.	\$3,401	\$725	\$390
2/17/2017	LMI Aerospace, Inc.	Sonaca SA	LMI Aerospace, Inc. provides structural assemblies, kits and components, and design engineering services to the aerospace and defense markets in the United States.	\$429	\$346	\$34
1/6/2017	Litera Group, Inc.	Rosenweiss Capital LLC	First Foods Group, Inc. provides management services and funding options for foodservice brands and menu concepts in the United States.	\$0.18	\$0.04	-
1/5/2017	Oceanic Research & Recovery,	McCusker Holding Corp.	Oceanic Research & Recovery, Inc. operates as a marine research and artifact recovery company in the United States.	-	-	-
1/3/2017	Indoor Harvest Corp	Alamo CBD, LLC	Indoor Harvest Corp. operates as an art design-build engineering firm for the indoor and vertical farming industry worldwide.	-	\$0.16	(\$0.72)

Source: CapitalIQ

Notable Industrial Middle Market Transactions

Announced Date	Target Name	Buyer Name	Target Business Description	Transaction Value (000's)	LTM Revenue	LTM EBITDA
1/5/2017	CEB Inc.	Gartner, Inc.	CEB Inc. operates as a practice insight and technology company in the United States, Europe, and internationally.	\$3,540	\$949	\$199
1/23/2017	Alpha Holding Company	Plains Pipeline L.P.	Alpha Crude Connector, LLC owns and operates crude oil transportation pipelines.	\$1,215	-	-
1/23/2017	WestRock Company <i>Specialty Closures and Dispensing Systems Business</i>	Silgan International	WestRock Company, Specialty Closures and Dispensing Systems Business comprises distribution of pumps, sprayers, and other dispensing closure equipment to consumer goods product companies in the home, health, and beauty markets.	\$1,050	\$566	\$103
1/25/2017	NES Rentals Holdings, Inc.	United Rentals.	NES Rentals Holdings, Inc. rents and distributes aerial equipment in the United States.	\$965	\$369	\$155
4/3/2017	Pride Equipment Corporation	Sunbelt Rentals, Inc.	Pride Equipment Corporation provides equipment sale and rental services to industrial, construction, and movie production industries.	\$279	-	-
3/8/2017	Sotera Defense Solutions, Inc.	KEYW Corporation	Sotera Defense Solutions, Inc., a security technology company, provides technology-based systems, solutions, and services for national security agencies and programs of the U.S. government.	\$235	-	-
1/26/2017	Power Distribution, Inc.	Dunes Point Capital	Power Distribution, Inc. designs, manufactures, and services mission critical power distribution, static switching, and power monitoring equipment for corporate data centers, alternative energy, industrial and commercial customers around the world.	\$162	\$88	-
1/6/2017	First Manhattan Consulting	Deluxe Corporation	First Manhattan Consulting Group LLC (FMCG) offers strategic and operational consulting services.	\$200	-	-
2/16/2017	Innosight LLC	Huron Consulting	Innosight LLC offers strategy and growth consulting services to organizations in business, education, and healthcare sectors.	\$135	-	-
3/3/2017	RISI, Inc.	Institutional Investor	RISI, Inc. provides information and data for the global forest products industry.	\$125	\$29	\$7
3/2/2017	Grindmaster-Cecilware Corp.	Electrolux	Grindmaster-Cecilware Corporation engages in the design and manufacture of hot, cold, and frozen beverage dispensing equipment, as well as a complementary foodservice equipment for food and beverage industries worldwide.	\$108	\$65	-
3/9/2017	Tealstone Inc.	Sterling Construction	Tealstone Residential Concrete, Inc. and Tealstone Commercial, Inc. provide concrete construction services for commercial buildings, elevated slabs, multi-family, and residential housing foundation.	\$102	-	-
4/4/2017	Global Industries, Inc.	Ag Growth Int.	Global Industries, Inc. manufactures and sells grain storage and handling equipment, metal buildings, and water treatment systems for customers worldwide.	\$100	-	-
2/23/2017	BCH Holdings, Inc.	Comfort Systems	BCH Holdings, Inc. offers mechanical contract services.	\$100	-	-
2/21/2017	Atlas Lighting Products, Inc.	LSI Industries Inc.	Atlas Lighting Products, Inc. manufactures energy saving lighting products in the United States.	\$96	\$56	\$9
3/9/2017	Benchmark Builders, Inc.	FTE Networks, Inc.	Benchmark Builders, Inc. provides construction management services, program management, and other construction-related services.	\$90	\$386	-
4/3/2017	SNI Companies Inc.	Gee Group Inc.	SNI Companies Inc., an employment services company, provides recruitment and staffing services in the United States.	\$86	\$113	-
3/9/2017	Ultra Chem <i>Specialty Chemical Distribution Business</i>	Nexeo Solutions, Inc.	As of April 3, 2017, Ultra Chem, S. De R.L. De C.V., Specialty Chemical Distribution Business was acquired by Nexeo Solutions, Inc. Ultra Chem, S. De R.L. De C.V., Specialty Chemical Distribution Business comprises chemicals distribution business and is located in the United States.	\$58	\$60	-
2/27/2017	Avure Technologies, Inc.	John Bean Tech.	Avure Technologies, Inc. manufactures and installs high pressure processing (HPP) systems for industrial and consumer goods manufacturers.	\$57	-	-

Source: CapitalIQ

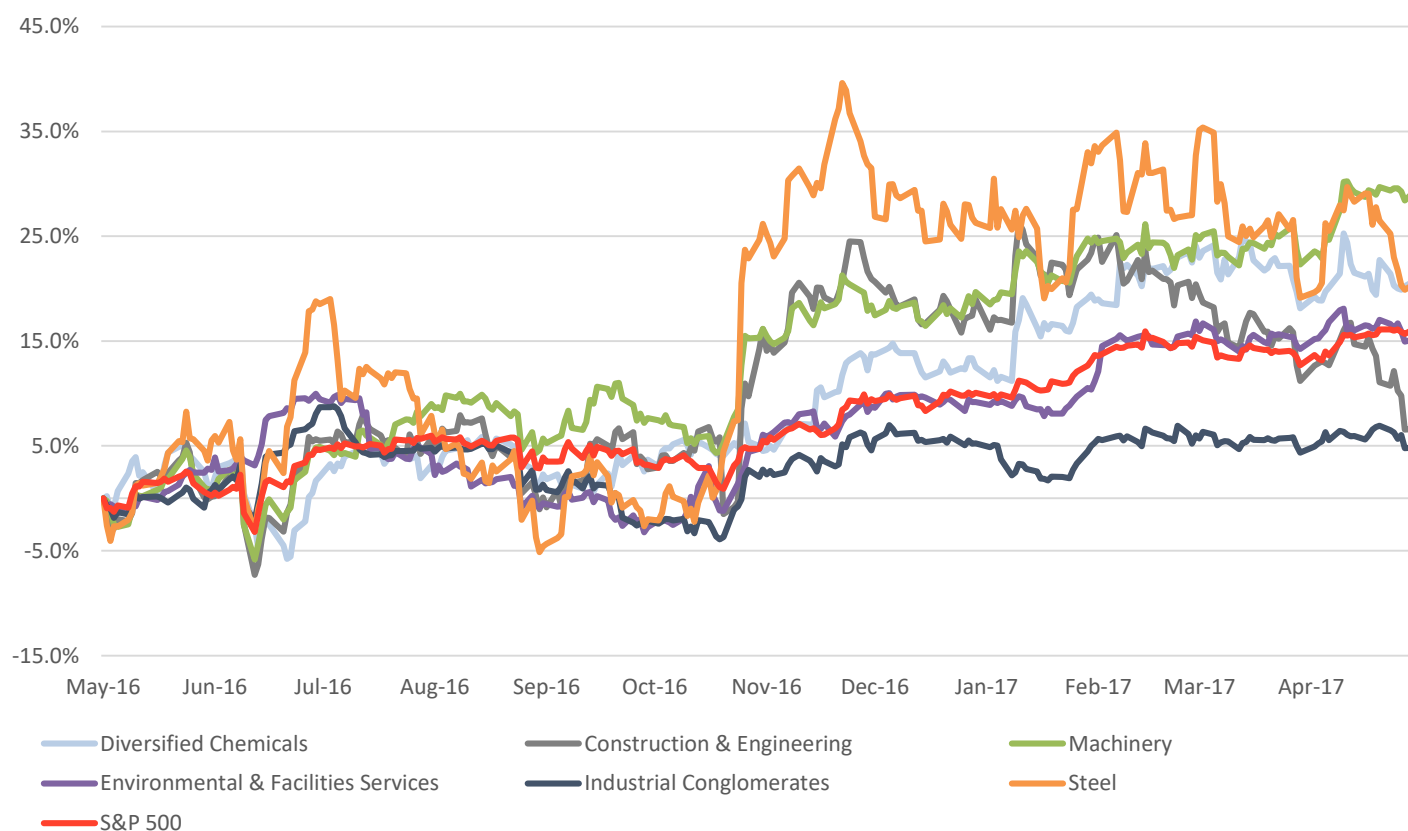
Public Equities Market Overview

Key Trading Statistics

Sector	% of 52-Week		LTM Growth		LTM EBITDA Margin	Enterprise Value / LTM	
	High	Low	Revenue	EBITDA		Revenue	LTM EBITDA
Trading Companies & Distributors	84.9%	115.3%	0.4%	-3.2%	14.6%	2.0x	11.2x
Machinery	99.0%	140.5%	-5.2%	-2.8%	15.5%	2.3x	14.7x
Industrial Conglomerates	94.5%	106.3%	0.0%	4.1%	17.2%	3.3x	19.2x
Diversified Chemicals	35.8%	92.7%	4.8%	-2.6%	18.0%	2.1x	4.9x
Environmental & Facilities Services	98.8%	118.9%	9.0%	9.3%	25.3%	3.1x	12.3x
Construction & Engineering	87.6%	122.9%	1.5%	-12.1%	5.1%	0.5x	10.1x
Steel	73.6%	128.6%	3.3%	68.1%	11.1%	1.0x	8.7x

Source: CapitalIQ
Valuation Date: 5/15/2017

Trailing 12 Month Relative Stock Market Performance



Source: CapitalIQ

Trading Statistics

Industrials Comparables

(In millions, except per share data)

Ticker	Company Name	Stock Price 5/15/17	% of 52-Week		Shares Out.	Market Cap	Enterprise Value	LTM Revenue	LTM EBITDA	Enterprise Value /	
			High	Low						LTM Revenue	LTM EBITDA
Trading Companies & Distributors											
NYSE: GWW	W.W. Grainger, Inc.	\$ 181.38	69.0%	100.9%	58.4	\$ 10,593.6	\$ 12,765.9	\$ 10,171.8	\$ 1,428.0	1.3x	8.9x
NasdaqGS: Fast	Fastenal Company	44.2	83.8%	117.2%	289.3	12,785.5	13,016.2	4,023.0	917.5	3.2x	14.2x
NYSE: URI	United Rentals, Inc.	113.8	84.8%	189.1%	84.5	9,620.2	16,632.2	5,808.0	1,716.0	2.9x	9.7x
NasdaqGS: HDS	HD Supply Holdings, Inc.	40.2	89.9%	133.8%	201.7	8,113.5	11,850.5	7,439.0	874.0	1.6x	13.6x
NYSE: WSO	Watsco, Inc.	139.6	87.5%	109.3%	32.7	4,560.0	5,024.9	4,241.4	364.6	1.2x	13.8x
NYSE: MSM	MSC Industrial Direct Co., Inc.	88.5	83.7%	130.6%	56.9	5,037.0	5,550.5	2,862.6	449.6	1.9x	12.3x
NYSE: AL	Air Lease Corporation	36.8	91.4%	150.2%	103.2	3,795.4	12,742.4	1,435.9	-	8.9x	N/A
TSX: FTT	Finnig International Inc.	19.8	96.5%	131.7%	168.1	3,327.8	4,065.8	4,154.2	363.2	1.0x	11.2x
	Min	\$ 19.80	69.0%	100.9%	32.7	\$ 3,327.8	\$ 4,065.8	\$ 1,435.9	\$ 363.2	1.0x	8.9x
	Median	66.3	86.1%	131.1%	93.8	6,575.3	12,296.4	4,197.8	874.0	1.8x	12.3x
	Mean	83.0	85.8%	132.9%	124.4	7,229.1	10,206.0	5,017.0	873.3	2.7x	12.0x
	Max	181.4	96.5%	189.1%	289.3	12,785.5	16,632.2	10,171.8	1,716.0	8.9x	14.2x
Machinery											
NYSE: CAT	Caterpillar Inc.	\$ 102.42	96.6%	148.4%	589.1	\$ 60,334.6	\$ 90,466.6	\$ 38,898.0	\$ 5,401.0	2.3x	16.7x
NYSE: ITW	Illinois Tool Works Inc.	137.7	96.4%	140.0%	345.5	47,565.2	52,953.2	13,796.0	3,618.0	3.8x	14.6x
NYSE: DE	Deere & Company	113.8	99.7%	148.3%	318.3	36,220.6	68,060.2	26,544.7	3,885.4	2.6x	17.5x
NYSE: CMI	Cummins Inc.	156.6	95.9%	148.7%	167.4	26,211.7	27,000.7	17,807.0	2,358.0	1.5x	11.5x
NasdaqGS: PCAR	PACCAR Inc	63.8	91.0%	132.4%	351.3	22,404.6	27,925.3	16,971.2	2,360.1	1.6x	11.8x
NYSE: SWK	Stanley Black & Decker, Inc.	137.4	98.1%	132.3%	153.0	21,033.0	25,688.0	11,540.4	1,887.6	2.2x	13.6x
NYSE: PH	Parker-Hannifin Corporation	156.5	94.0%	158.0%	133.2	20,847.2	26,027.8	11,490.2	1,665.0	2.3x	15.6x
NYSE: DOV	Dover Corporation	81.3	98.5%	128.3%	155.7	12,659.1	15,879.9	6,985.4	1,144.0	2.3x	13.9x
	Min	\$ 63.78	91.0%	128.3%	133.2	\$ 12,659.1	\$ 15,879.9	\$ 6,985.4	\$ 1,144.0	1.5x	11.5x
	Median	125.6	96.5%	144.2%	242.8	24,308.2	27,463.0	15,383.6	2,359.1	2.3x	14.3x
	Mean	118.7	96.3%	142.0%	276.7	30,909.5	41,750.2	18,004.1	2,789.9	2.3x	14.4x
	Max	156.6	99.7%	158.0%	589.1	60,334.6	90,466.6	38,898.0	5,401.0	3.8x	17.5x
Industrial Conglomerates											
NYSE: GE	General Electric Company	\$ 28.18	85.4%	101.2%	8,684.0	\$ 244,714.0	\$ 370,204.0	\$ 119,929.0	\$ 17,641.0	3.1x	21.0x
NYSE: MMM	3M Company	197.6	98.9%	121.1%	597.2	118,032.5	127,483.5	30,385.0	8,685.0	4.2x	14.7x
NYSE: DHR	Danaher Corporation	83.3	81.0%	110.0%	694.1	57,806.3	68,958.0	17,164.0	4,164.1	4.0x	16.6x
NYSE: ROP	Roper Technologies, Inc.	222.4	98.6%	139.6%	102.0	22,691.9	27,802.0	3,973.8	1,342.9	7.0x	20.7x
NasdaqGS: IEP	Icahn Enterprises L.P.	51.6	79.6%	113.6%	160.2	8,270.4	23,312.4	17,887.0	1,321.8	1.3x	17.6x
NYSE: CSL	Carlisle Companies Incorporated	103.1	88.5%	104.9%	64.6	6,657.0	7,119.5	3,738.7	724.5	1.9x	9.8x
NasdaqGS: RAVN	Raven Industries, Inc.	31.6	99.7%	209.5%	36.2	1,143.5	1,092.8	277.4	46.3	3.9x	23.6x
	Min	\$ 28.18	79.6%	101.2%	36.2	\$ 1,143.5	\$ 1,092.8	\$ 277.4	\$ 46.3	1.3x	9.8x
	Median	83.3	88.5%	113.6%	160.2	22,691.9	27,802.0	17,164.0	1,342.9	3.9x	17.6x
	Mean	102.5	90.2%	128.6%	1,476.9	65,616.5	89,424.6	27,622.1	4,846.5	3.6x	17.7x
	Max	222.4	99.7%	209.5%	8,684.0	244,714.0	370,204.0	119,929.0	17,641.0	7.0x	23.6x
Diversified Chemicals											
NYSE: DOW	The Dow Chemical Company	\$ 62.40	95.4%	131.3%	1,221.7	\$ 76,234.1	\$ 93,233.1	\$ 50,685.0	\$ 8,982.0	1.8x	10.4x
NYSE: DD	E. I. du Pont de Nemours and Company	79.5	96.5%	130.0%	867.0	68,894.4	73,796.4	24,932.0	5,220.0	3.0x	14.1x
NYSE: EMN	Eastman Chemical Company	78.6	95.4%	125.4%	145.8	11,464.9	18,226.9	9,075.0	2,103.0	2.0x	8.7x
NYSE: OLN	Olin Corporation	31.9	94.0%	174.7%	165.9	5,285.6	8,756.2	5,769.5	843.1	1.5x	10.4x
NYSE: HUN	Huntsman Corporation	26.3	99.2%	212.3%	239.8	6,312.6	10,274.6	9,771.0	1,115.0	1.1x	9.2x
NYSE: CC	The Chemours Company	45.3	98.5%	777.8%	184.5	8,350.7	11,009.7	5,540.0	884.0	2.0x	12.5x
NYSE: LXU	LSB Industries, Inc.	8.7	56.4%	192.0%	28.4	246.6	779.4	399.0	(0.9)	2.0x	N/A
	Min	\$ 8.68	56.4%	125.4%	28.4	\$ 246.6	\$ 779.4	\$ 399.0	\$ (0.9)	1.1x	N/A
	Median	45.3	95.4%	174.7%	184.5	8,350.7	11,009.7	9,075.0	1,115.0	2.0x	10.4x
	Mean	47.5	90.8%	249.1%	407.6	25,255.5	30,868.0	15,167.4	2,735.2	1.9x	N/A
	Max	79.5	99.2%	777.8%	1,221.7	76,234.1	93,233.1	50,685.0	8,982.0	3.0x	14.1x
Environmental and Facilities Services											
NYSE: WM	Waste Management, Inc.	\$ 72.17	96.8%	119.5%	441.9	\$ 31,894.9	\$ 40,927.9	\$ 13,873.0	\$ 3,776.0	3.0x	10.8x
NYSE: RSG	Republic Services, Inc.	62.9	98.1%	133.0%	338.1	21,261.9	28,901.2	9,531.9	2,683.1	3.0x	10.8x
NasdaqGS: SRCL	Stericycle, Inc.	84.1	78.1%	117.6%	85.3	7,174.5	10,002.1	3,580.6	798.8	2.8x	12.5x
NYSE: WCN	Waste Connections, Inc.	92.7	98.8%	138.0%	175.6	16,277.6	20,008.3	3,952.4	1,219.6	5.1x	16.4x
NYSE: ROL	Rollins, Inc.	40.9	99.7%	152.4%	218.0	8,907.8	8,745.4	1,596.0	318.9	5.5x	27.4x
NYSE: CLH	Clean Harbors, Inc.	58.4	94.7%	135.6%	57.2	3,338.2	4,674.8	2,808.1	404.9	1.7x	11.5x
NYSE: TISI	Team, Inc.	25.8	64.9%	109.4%	29.8	767.7	1,101.2	1,232.4	49.4	0.9x	22.3x
	Min	\$ 25.75	64.9%	109.4%	29.8	\$ 767.7	\$ 1,101.2	\$ 1,232.4	\$ 49.4	0.9x	10.8x
	Median	62.9	96.8%	133.0%	175.6	8,907.8	10,002.1	3,580.6	798.8	3.0x	12.5x
	Mean	62.4	90.2%	129.4%	192.3	12,803.2	16,337.2	5,224.9	1,321.5	3.1x	16.0x
	Max	92.7	99.7%	152.4%	441.9	31,894.9	40,927.9	13,873.0	3,776.0	5.5x	27.4x
Pumps and Pumping Equipment											
NYSE: PH	Parker-Hannifin Corporation	\$ 156.53	94.0%	158.0%	133.2	\$ 20,847.2	\$ 26,027.8	\$ 11,490.2	\$ 1,665.0	2.3x	15.6x
NYSE: DOV	Dover Corporation	81.3	98.5%	128.3%	155.7	12,659.1	15,879.9	6,985.4	1,144.0	2.3x	13.9x
NYSE: XYL	Xylem Inc.	52.3	95.1%	123.0%	179.7	9,397.4	11,514.4	3,995.0	665.0	2.9x	17.3x
NYSE: IEX	IDEX Corporation	104.2	98.0%	133.7%	76.3	7,950.5	6,685.0	2,164.0	548.1	4.0x	15.8x
NYSE: FLS	Flowserve Corporation	49.7	94.6%	127.0%	130.6	6,489.1	7,753.0	3,907.8	445.7	2.0x	17.4x
NYSE: GGG	Graco Inc.	110.9	99.5%	159.9%	55.6	6,160.2	6,470.6	1,365.0	378.1	4.7x	17.1x
NYSE: CFX	Colfax Corporation	39.8	94.8%	161.6%	123.0	4,895.1	6,139.0	3,615.1	445.2	1.7x	13.8x
NYSE: ITT	ITT Inc.	41.0	93.1%	136.2%	88.7	3,632.3	3,498.5	2,422.1	369.0	1.4x	9.5x
NYSE: CR	Crane Co.	78.6	95.4%	147.1%	59.5	4,674.3	4,927.3	2,761.4	472.5	1.8x	10.4x
	Min	\$ 39.80	93.1%	123.0%	55.6	\$ 3,632.3	\$ 3,498.5	\$ 1,365.0	\$ 369.0	1.4x	9.5x
	Median	78.6	95.1%	136.2%	123.0	6,489.1	7,753.0	3,615.1	472.5	2.3x	15.6x
	Mean	79.4	95.9%	141.6%	111.4	8,522.8	10,099.5	4,300.7	681.4	2.6x	14.5x
	Max	156.5	99.5%	161.6%	179.7	20,847.2	26,027.8	11,490.2	1,665.0	4.7x	17.4x

Source: CapitalIQ

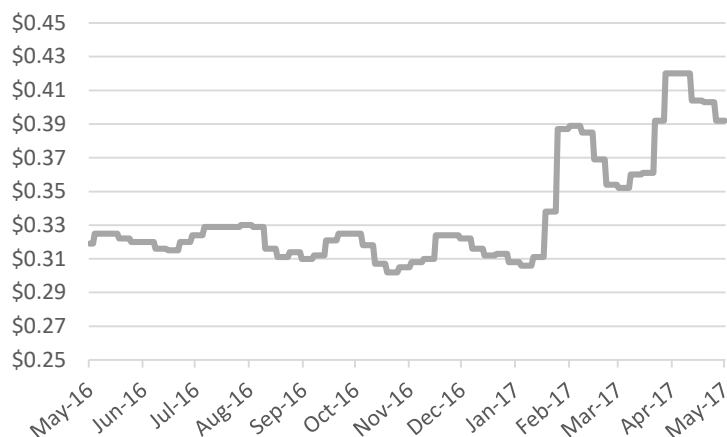
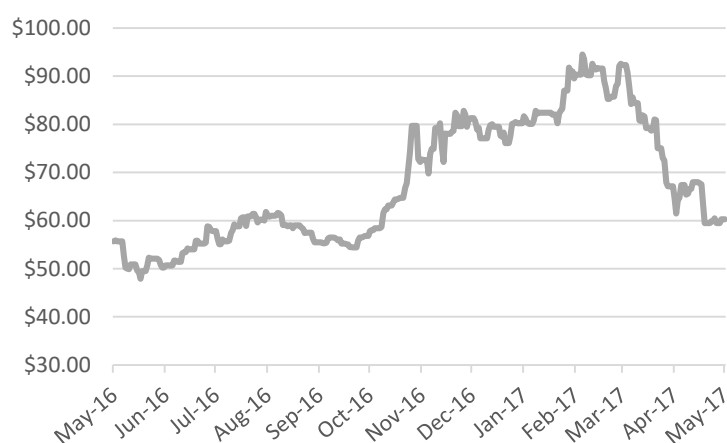
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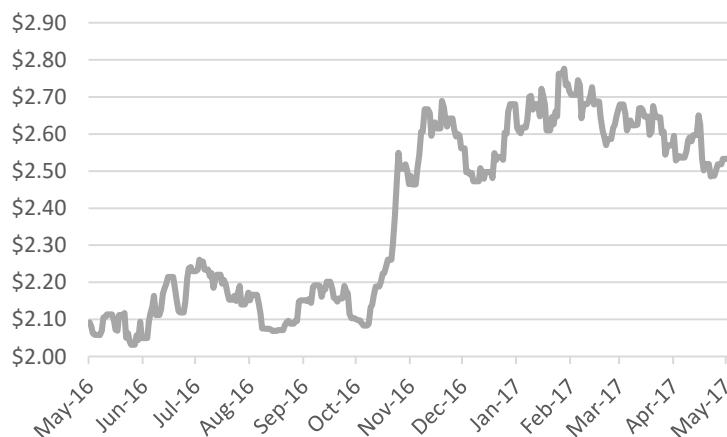
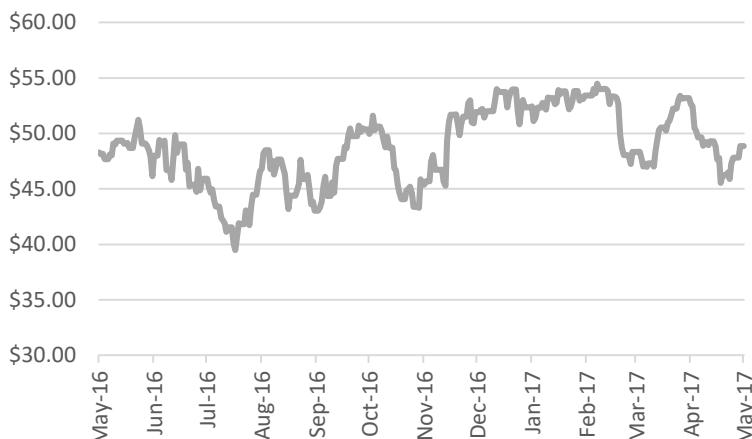
Industrials Comparables

(In millions, except per share data)

Ticker	Company Name	Stock Price	% of 52-Week		Shares Out.	Market Cap	Enterprise Value	LTM Revenue	LTM EBITDA	Enterprise Value /	
		5/15/17	High	Low						LTM Revenue	LTM EBITDA
Construction and Engineering											
NYSE: FLR	Fluor Corporation	\$ 46.67	80.0%	105.9%	139.8	\$ 6,523.6	\$ 6,173.2	\$ 19,448.5	\$ 784.8	0.3x	7.9x
NYSE: PWR	Quanta Services, Inc.	32.5	83.6%	150.2%	152.1	4,935.6	5,254.8	8,115.8	580.5	0.6x	9.1x
NYSE: JEC	Jacobs Engineering Group Inc.	52.8	83.3%	112.0%	120.4	6,360.8	6,083.7	10,188.6	630.5	0.6x	9.6x
TSX: SNC	SNC-Lavalin Group Inc.	38.1	87.3%	103.6%	150.4	5,735.0	5,459.7	6,252.2	421.3	0.9x	13.0x
NYSE: ACM	AECOM	32.3	79.4%	122.1%	155.7	5,033.3	8,694.9	17,517.4	821.9	0.5x	10.6x
TSX: WSP	WSP Global Inc.	36.1	97.6%	133.2%	102.3	3,690.4	4,313.4	4,900.5	369.9	0.9x	11.7x
NYSE: EME	EMCOR Group, Inc.	64.7	88.2%	146.2%	59.2	3,834.7	3,953.5	7,698.3	427.1	0.5x	9.3x
NYSE: KBR	KBR, Inc.	14.9	82.8%	123.0%	143.2	2,127.3	2,399.3	4,378.0	15.0	0.5x	160.0x
	Min	\$ 14.86	79.4%	103.6%	59.2	\$ 2,127.3	\$ 2,399.3	\$ 4,378.0	\$ 15.0	0.3x	7.9x
	Median	37.1	83.4%	122.6%	141.5	4,984.4	5,357.2	7,907.0	503.8	0.6x	10.1x
	Mean	39.8	85.3%	124.5%	127.9	4,780.1	5,291.6	9,812.4	506.4	0.6x	28.9x
	Max	64.7	97.6%	150.2%	155.7	6,523.6	8,694.9	19,448.5	821.9	0.9x	160.0x
Steel											
NYSE: NUE	Nucor Corporation	\$ 57.61	84.7%	128.6%	319.1	\$ 18,380.6	\$ 21,394.9	\$ 17,307.7	\$ 2,539.0	1.2x	8.4x
NasdaqGS: STLD	Steel Dynamics, Inc.	34.6	86.0%	152.7%	241.8	8,353.8	9,703.3	8,404.0	1,360.6	1.2x	7.1x
NYSE: RS	Reliance Steel & Aluminum Co.	72.9	82.3%	112.0%	72.9	5,314.6	7,234.9	8,870.0	857.4	0.8x	8.4x
NYSE: WOR	Worthington Industries, Inc.	42.2	67.6%	123.0%	63.7	2,687.3	3,160.9	2,883.4	291.3	1.1x	10.9x
NYSE: ATI	Allegheny Technologies Incorporated	15.5	65.3%	141.5%	108.8	1,682.4	3,563.1	3,243.0	242.5	1.1x	14.7x
NYSE: CMC	Commercial Metals Company	18.1	73.5%	124.2%	115.8	2,095.6	2,764.6	4,660.7	301.7	0.6x	9.2x
NYSE: X	United States Steel Corporation	20.1	48.1%	157.7%	174.7	3,517.7	5,225.7	10,645.0	616.0	0.5x	8.5x
NYSE: CRS	Carpenter Technology Corporation	36.4	80.2%	126.5%	46.7	1,700.0	2,301.3	1,747.6	204.2	1.3x	11.3x
	Min	\$ 15.46	48.1%	112.0%	46.7	\$ 1,682.4	\$ 2,301.3	\$ 1,747.6	\$ 204.2	0.5x	7.1x
	Median	35.5	76.8%	127.6%	112.3	3,102.5	4,394.4	6,532.3	458.9	1.1x	8.8x
	Mean	37.2	73.5%	133.3%	142.9	5,466.5	6,918.6	7,220.2	801.6	1.0x	9.8x
	Max	72.9	86.0%	157.7%	319.1	18,380.6	21,394.9	17,307.7	2,539.0	1.3x	14.7x
Aerospace & Defense											
NYSE: BA	The Boeing Company	\$ 182.39	97.4%	149.1%	603.6	\$ 110,087.0	\$ 111,741.0	\$ 92,915.0	\$ 8,922.0	1.2x	12.5x
NYSE: UTX	United Technologies Corporation	120.9	99.2%	124.8%	801.2	96,884.4	116,295.4	57,702.0	10,111.0	2.0x	11.5x
NYSE: HON	Honeywell International Inc.	132.0	97.8%	125.4%	762.3	100,613.4	107,040.4	39,272.0	7,823.0	2.7x	13.7x
NYSE: LMT	Lockheed Martin Corporation	272.4	98.4%	119.2%	289.4	78,829.0	90,991.0	47,937.0	6,047.0	1.9x	15.0x
NYSE: GD	General Dynamics Corporation	195.2	99.1%	147.1%	301.7	58,883.0	60,604.0	31,318.0	4,869.0	1.9x	12.4x
NYSE: RTN	Raytheon Company	160.1	99.5%	124.7%	291.1	46,597.4	49,698.4	24,267.0	3,821.0	2.0x	13.0x
NYSE: NOC	Northrop Grumman Corporation	248.3	97.8%	120.1%	174.6	43,337.7	48,994.7	24,819.0	3,743.0	2.0x	13.1x
	Min	\$ 120.92	97.4%	119.2%	174.6	\$ 43,337.7	\$ 48,994.7	\$ 24,267.0	\$ 3,743.0	1.2x	11.5x
	Median	182.4	98.4%	124.8%	301.7	78,829.0	90,991.0	39,272.0	6,047.0	2.0x	13.0x
	Mean	187.3	98.5%	130.1%	460.6	76,461.7	83,623.5	45,461.4	6,476.6	2.0x	13.0x
	Max	272.4	99.5%	149.1%	801.2	110,087.0	116,295.4	92,915.0	10,111.0	2.7x	15.0x
Machinery - Agricultural and Farm Machinery											
NYSE: DE	Deere & Company	\$ 113.80	99.7%	148.3%	318.3	\$ 36,220.6	\$ 68,060.2	\$ 26,544.7	\$ 3,885.4	2.6x	17.5x
NYSE: TTC	The Toro Company	66.8	99.5%	165.1%	107.6	7,182.2	7,361.6	2,421.6	406.0	3.0x	18.1x
NYSE: AGCO	AGCO Corporation	64.1	97.7%	143.6%	79.5	5,098.5	6,768.0	7,478.8	575.5	0.9x	11.8x
NYSE: LNN	Lindsay Corporation	85.0	94.4%	129.2%	10.7	906.0	920.3	508.7	55.0	1.8x	16.7x
NYSE: TWI	Titan International, Inc.	10.4	73.1%	180.6%	59.7	620.4	997.8	1,301.2	42.1	0.8x	23.7x
TSX: AFN	Ag Growth International Inc.	43.3	98.2%	159.0%	16.1	695.9	993.9	395.8	63.8	2.5x	15.6x
TSX: BUI	Buhler Industries Inc.	3.3	75.2%	103.2%	25.0	82.6	102.9	212.6	0.2	0.5x	446.5x
OTCPK: TRTC	Terra Tech Corp.	0.2	35.2%	109.4%	586.7	115.6	106.7	30.6	(19.0)	3.5x	N/A
	Min	\$ 0.20	35.2%	103.2%	10.7	\$ 82.6	\$ 102.9	\$ 30.6	\$ (19.0)	0.5x	N/A
	Median	53.7	96.1%	145.9%	69.6	801.0	995.9	905.0	59.4	2.2x	17.1x
	Mean	48.4	84.1%	142.3%	150.4	6,365.2	10,663.9	4,861.8	626.1	1.9x	68.0x
	Max	113.8	99.7%	180.6%	586.7	36,220.6	68,060.2	26,544.7	3,885.4	3.5x	446.5x
Machinery - Construction Machinery & Heavy Trucks											
NYSE: CAT	Caterpillar Inc.	\$ 102.42	96.6%	148.4%	589.1	\$ 60,334.6	\$ 90,466.6	\$ 38,898.0	\$ 5,401.0	2.3x	16.7x
NYSE: CMI	Cummins Inc.	156.6	95.9%	148.7%	167.4	26,211.7	27,000.7	17,807.0	2,358.0	1.5x	11.5x
NasdaqGS: PCAR	PACCAR Inc	63.8	91.0%	132.4%	351.3	22,404.6	27,925.3	16,971.2	2,360.1	1.6x	11.8x
NYSE: WAB	Westinghouse Air Brake Technologies Corporation	80.3	90.1%	122.6%	96.0	7,708.5	9,315.5	3,075.2	559.6	3.0x	16.6x
NYSE: ALSN	Allison Transmission Holdings, Inc.	38.0	94.9%	144.0%	152.0	5,770.5	8,077.5	1,877.2	662.4	4.3x	12.2x
NYSE: TRN	Trinity Industries, Inc.	27.2	90.2%	165.8%	152.2	4,134.5	6,784.2	4,277.7	925.0	1.6x	7.3x
NYSE: OSK	Oshkosh Corporation	65.7	87.7%	149.4%	74.8	4,917.0	5,331.4	6,332.6	531.0	0.8x	10.0x
NYSE: TEX	Terex Corporation	33.5	91.8%	176.9%	97.6	3,264.7	3,694.0	4,335.7	181.8	0.9x	20.3x
	Min	\$ 27.17	87.7%	122.6%	74.8	\$ 3,264.7	\$ 3,694.0	\$ 1,877.2	\$ 181.8	0.8x	7.3x
	Median	64.8	91.4%	148.5%	152.1	6,739.5	8,696.5	5,334.2	793.7	1.6x	12.0x
	Mean	70.9	92.3%	148.5%	210.0	16,843.3	22,324.4	11,696.8	1,622.4	2.0x	13.3x
	Max	156.6	96.6%	176.9%	589.1	60,334.6	90,466.6	38,898.0	5,401.0	4.3x	20.3x
Machinery - Industrial Machinery											
NYSE: ITW	Illinois Tool Works Inc.	\$ 137.69	96.4%	140.0%	345.5	\$ 47,565.2	\$ 52,953.2	\$ 13,796.0	\$ 3,618.0	3.8x	14.6x
NYSE: SWK	Stanley Black & Decker, Inc.	137.4	98.1%	132.3%	153.0	21,033.0	25,688.0	11,540.4	1,887.6	2.2x	13.6x
NYSE: PH	Parker-Hannifin Corporation	156.5	94.0%	158.0%	133.2	20,847.2	26,027.8	11,490.2	1,665.0	2.3x	15.6x
NYSE: DOV	Dover Corporation	81.3	98.5%	128.3%	155.7	12,659.1	15,879.9	6,985.4	1,144.0	2.3x	13.9x
NYSE: SNA	Snap-on Incorporated	170.9	94.1%	117.7%	57.9	9,904.7	10,822.4	3,775.2	948.4	2.9x	11.4x
NasdaqGS: MIDD	The Middleby Corporation	135.2	89.6%	124.6%	57.5	7,776.0	8,428.1	2,281.8	529.9	3.7x	15.9x
NYSE: XYL	Xylem Inc.	52.3	95.1%	123.0%	179.7	9,397.4	11,514.4	3,995.0	665.0	2.9x	17.3x
NYSE: IEX	IDEX Corporation	104.2	98.0%	133.7%	76.3	7,950.5	8,685.0	2,164.0	548.1	4.0x	15.8x
	Min	\$ 52.29	89.6%	117.7%	57.5	\$ 7,776.0	\$ 8,428.1	\$ 2,164.0	\$ 529.9	2.2x	11.4x
	Median	136.3	95.7%	130.3%	143.1	11,281.9	13,697.1	5,490.2	1,046.2	2.9x	15.1x
	Mean	121.9	95.5%	132.2%	144.9	17,141.6	19,999.8	7,003.5	1,375.8	3.0x	14.8x
	Max	170.9	98.5%	158.0%	345.5	47,565.2	52,953.2	13,796.0	3,618.0	4.0x	17.3x

Select Commodity Trends

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