



Manufacturing Update

November 2021

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

Macro-Economic Trends

	Sep-21	Oct-21	Trend
PMI	61.1	60.8	Negative
Total Unemployment	4.8	4.6	Positive
CPI Monthly Change	0.4	0.9	Negative
PPI Monthly Change	0.5	0.6	Negative
Industrial Production	100.0	101.6	Positive
Capacity Utilization	75.2	76.4	Positive
Manufacturing Production	98.6	99.8	Positive
Manufacturing Utilization	75.8	76.7	Positive

Sector Index Performance

	3-Year	1-Year	3-Month
Aerospace & Defense	-2.6%	39.9%	-4.3%
Components & Materials	12.5%	32.6%	-3.6%
Industrial Equipment	181.7%	63.6%	2.1%
Industrial & Technical Services	65.8%	52.0%	5.2%
NASDAQ	112.1%	42.0%	5.6%
S&P	69.8%	40.8%	4.8%

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MHH Sectors/Sub-sectors

Aerospace & Defense

- Aerospace
- Defense

Components & Materials

- Electronic Components
- Specialty Materials
- Vehicle Parts and Supplies

Industrial Equipment

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

Industrial & Technical Services

- Industrial Distribution
- Industrial Recycling
- Technical Services

Note: Please refer to Page 19 for the Universe components.

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

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

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

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

The MMH 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., Lawson Products Inc., MRC Global Inc., MSC Industrial Direct Co. Inc., NV5 Global Inc., Primoris Services Corp., Sims Metal Management Ltd., Tetra Tech Inc., Transcat Inc., Veolia Environnement SA, WW Grainger Inc., and WESCO International Inc.

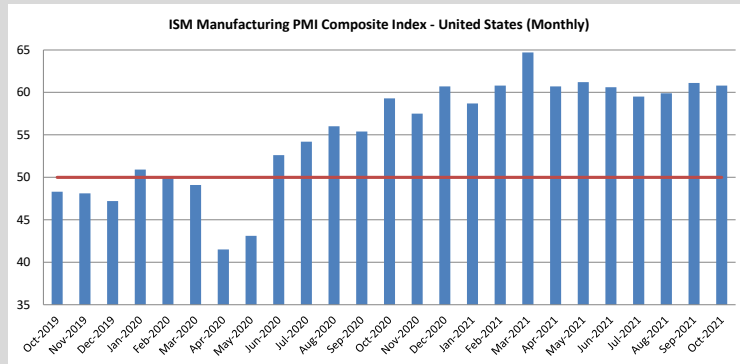
The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond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

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Major U.S. Economic Indicators

PMI (Purchase Manager Index)

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



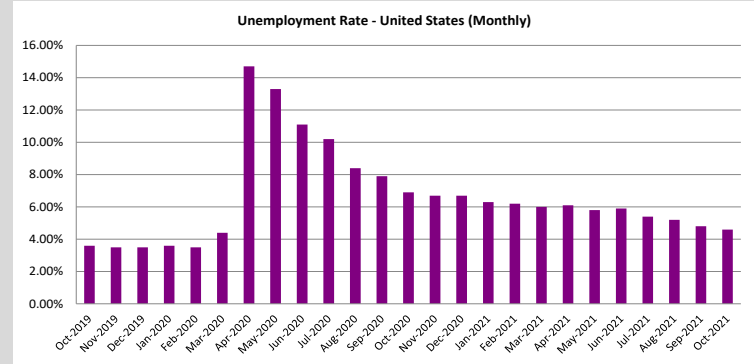
Source: Institute for Supply Management

Commentary

Economic activity in the manufacturing sector grew in October, with the overall economy experiencing a 17th consecutive month of growth. New Orders, Production, Backlog, Raw Materials Inventories, Prices, Supplier Deliveries, and Exports all grew in October and Supplier Deliveries declined at a slower rate, while Imports contracted.

Unemployment Rate

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



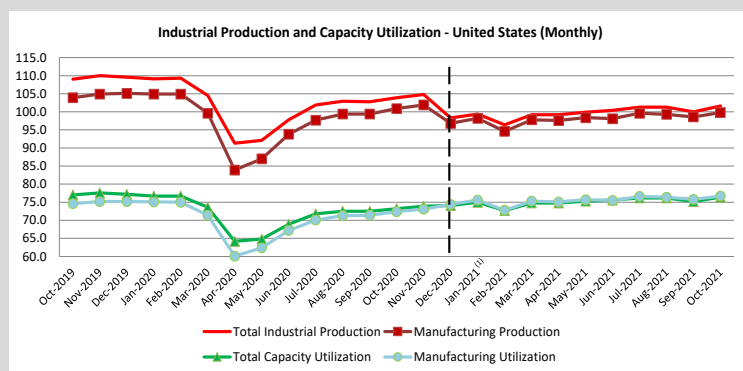
Source: United States Bureau of Labor

Commentary

In October, the unemployment rate declined by 0.2% to 4.6% and the number of unemployed persons fell to 7.4 million. Notable job gains in leisure and hospitality, professional/business services, manufacturing, transportation and warehousing offset declines in public education employment. Total nonfarm payroll employment increased by 531,000.

Industrial Production and Capacity Utilization

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



Source: United States Federal Reserve

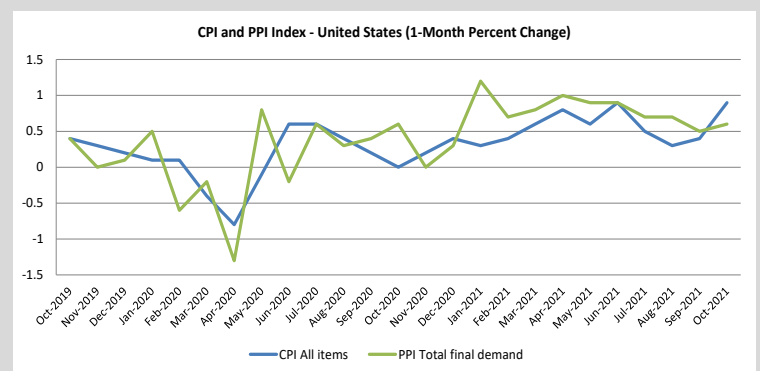
(1) Index was revised May 28, 2021 to reflect 2017 as a base year (rather than 2012) and adopt 2017 NAICS groups, retroactively beginning in December 2020.

Commentary

Total industrial production increased 1.6% in October after falling 1.3% in September; about half of the gain in October reflected a recovery from the effects of Hurricane Ida. At 101.6% of its 2017 average, the level of total industrial production was 5.1% higher than it was a year earlier and at its highest since December 2019.

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

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



Source: United States Bureau of Labor

Commentary

CPI for all items increased by 0.9% in October, driven by increases in the energy, shelter, food, used cars and trucks, and new vehicles indexes. PPI for final demand rose 0.6% in October, driven by a 1.2% increase in prices for final demand goods (largely due to a 4.5% rise in the index for energy.)

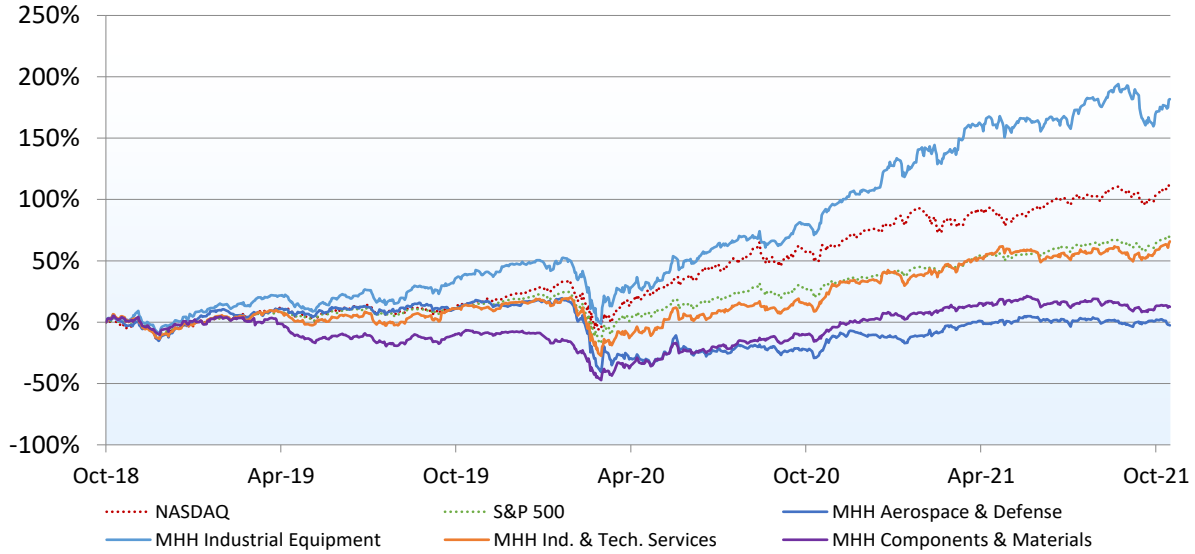
Sector Index Performance

Comparative Sector Index Performance (Last Three Years)

Last Three Years

Daily from October 31, 2018 to October 29, 2021

Price as Percent of Base (October 31, 2018 = 0%)



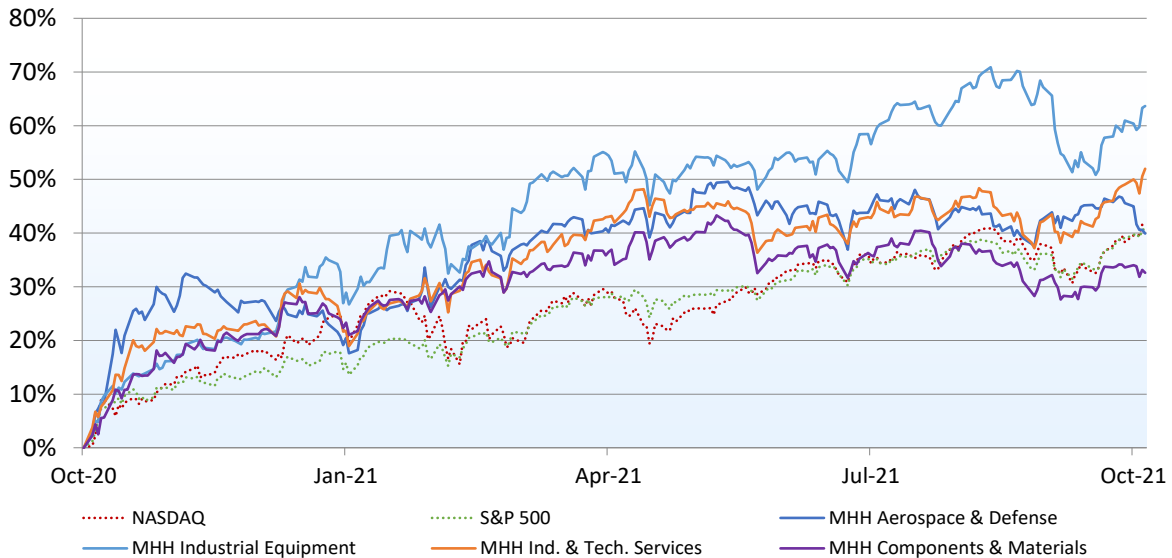
Source: CapitalIQ

Comparative Sector Index Performance (Last Twelve Months)

Last Twelve Months

Daily from October 30, 2020 to October 29, 2021

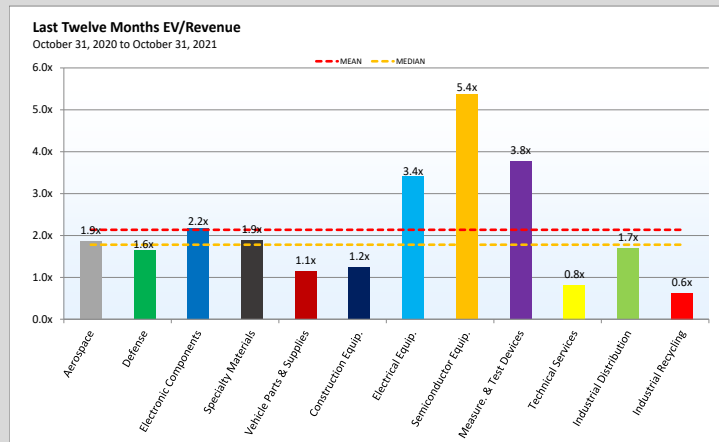
Price as Percent of Base (October 30, 2020 = 0%)



Source: CapitalIQ

Subsector Trading Multiples & Margins

Comparative Subsector LTM EV/Revenue

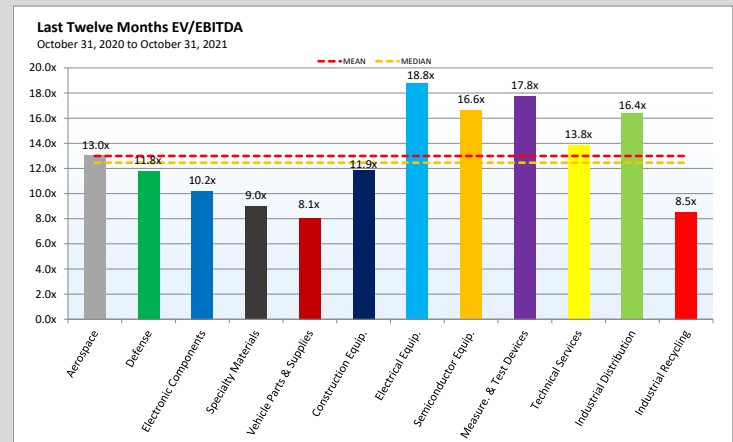


Source: CapitalIQ

Commentary

During the last twelve months, our subsector indices had a mean EV/Revenue of 2.1x (i.e., red line) and a median of 1.8x (i.e., yellow line). Of the subsectors, Semiconductor Capital Equipment had the high multiple at 5.4x and Industrial Recycling had the low multiple at 0.6x.

Comparative Subsector LTM EV/EBITDA

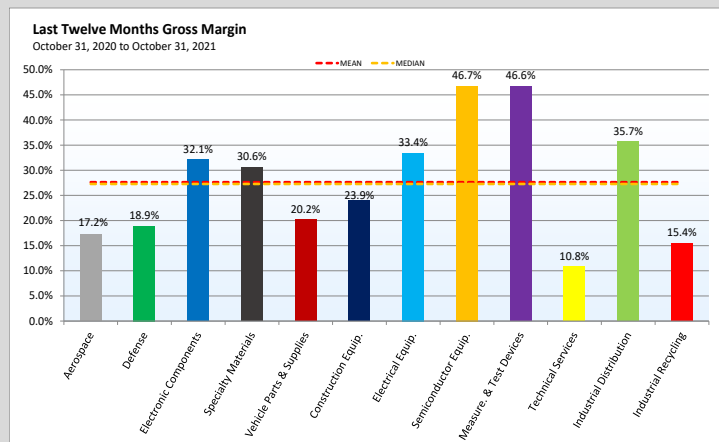


Source: CapitalIQ

Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 13.0x and a median of 12.5x. Of the subsectors, Electrical Equipment had the high multiple at 18.8x and Vehicle Parts & Supplies had the low multiple at 8.1x.

Comparative Subsector LTM Gross Margin

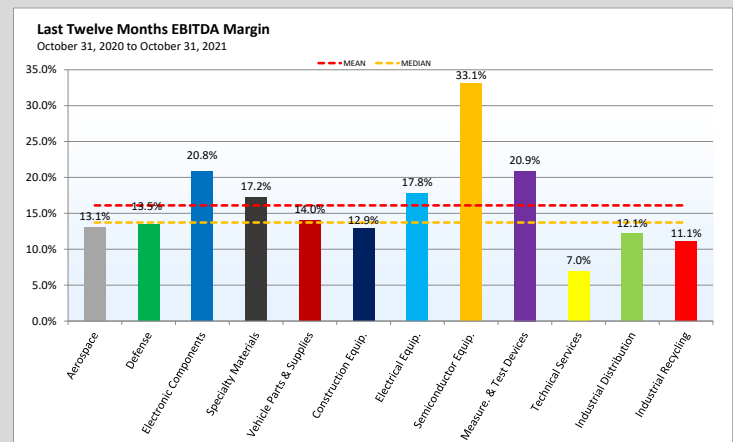


Source: CapitalIQ

Commentary

During the last twelve months, our subsector indices had a mean Gross Margin of 27.6% and a median of 27.3%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 46.7%, and Technical Services had the low margin at 10.8%.

Comparative Subsector LTM EBITDA Margin

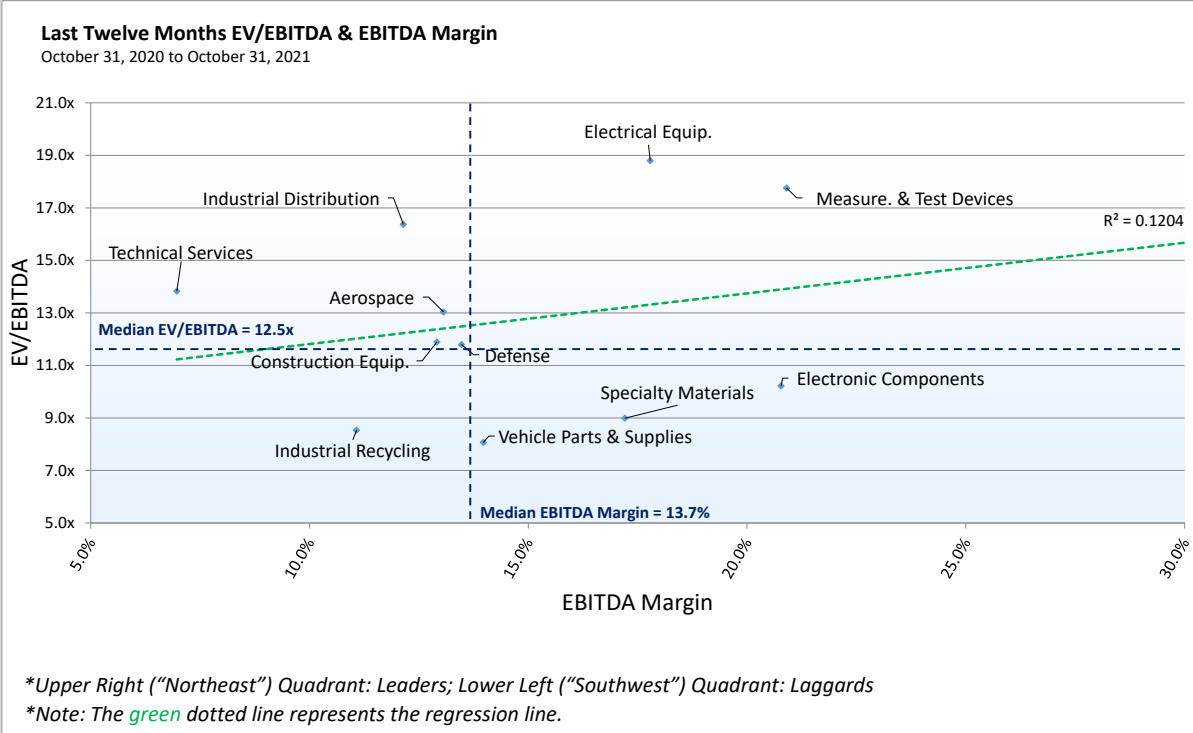


Source: CapitalIQ

Commentary

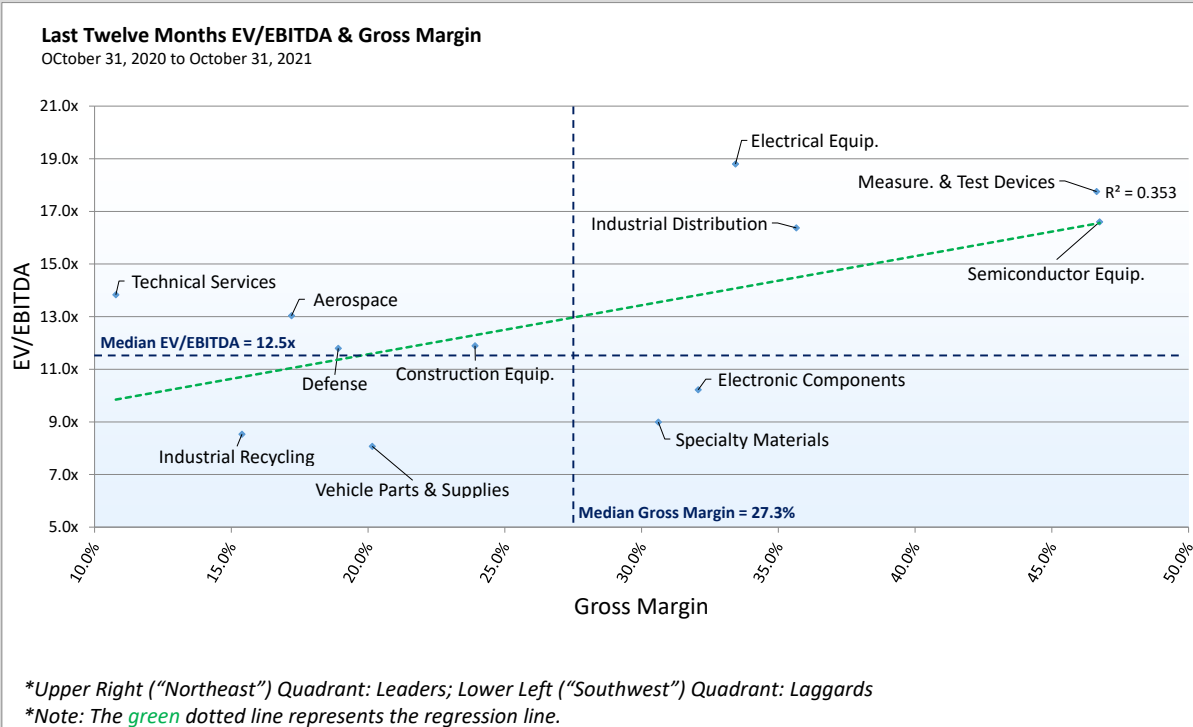
During the last twelve months, our subsector indices had a mean EBITDA Margin of 16.1% and a median of 13.7%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 33.1% and Technical Services had the low margin at 7.0%.

Index Subsector LTM EV/EBITDA vs. EBITDA Margin*



Source: CapitalIQ

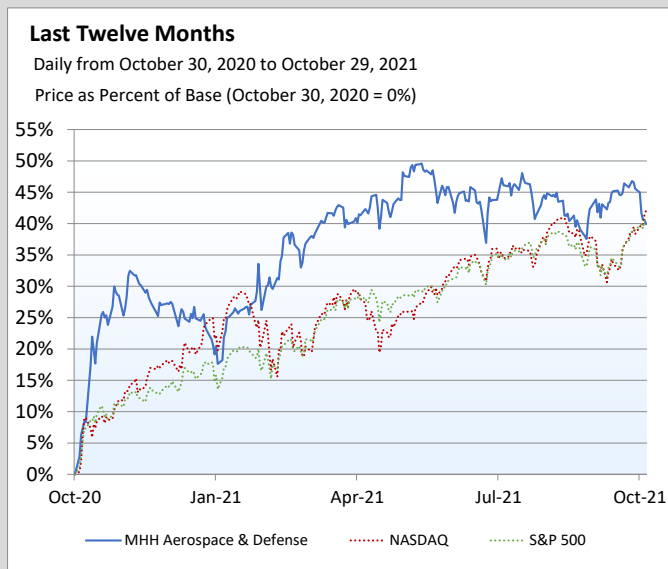
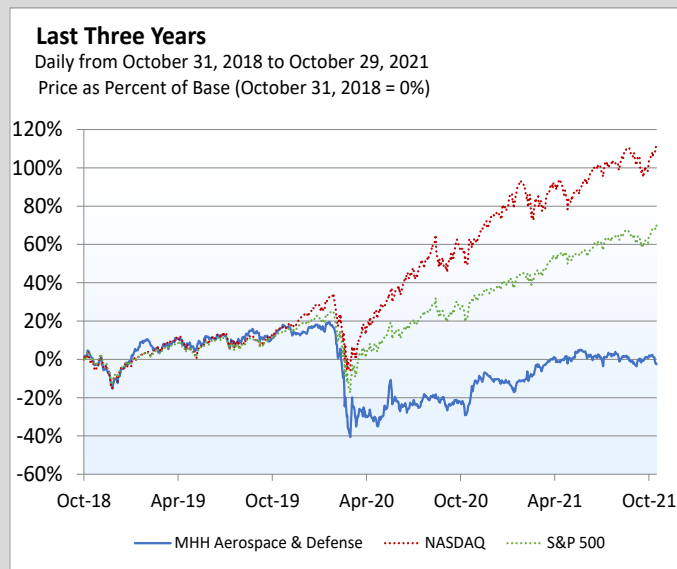
Index Subsector LTM EV/EBITDA vs. Gross Margin*



Source: CapitalIQ

Comparative Index Performance

The Mufson Howe Hunter Aerospace & Defense Index^(a) decreased by 4.3% during the three months ending October 31, 2021.



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Aerospace & Defense Index ^(a)	-2.6%	39.9%	-4.3%
NASDAQ	112.1%	42.0%	5.6%
S&P 500	69.8%	40.8%	4.8%

(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.

Please see Page 13 for sector news

Highlighted M&A Transaction – Aerospace and Defense

No Highlighted Aerospace and Defense M&A Transaction for the month of October.

Selected Valuation Metrics

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation		Margins		
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Aerospace											
The Boeing Company (BA)	\$207.03	\$121,671	\$164,269	\$62,797	-\$1,329	-\$6.17	2.62x	NM	NM	5.0%	NM
Honeywell International Inc. (HON)	218.62	150,503	160,907	34,635	8,730	6.16	4.65x	18.4x	35.5x	32.3%	25.2%
Raytheon Technologies Corporation (RTX)	88.86	133,217	160,191	63,763	11,009	1.92	2.51x	14.6x	NM	18.4%	17.3%
Airbus SE (ENXTPA:AIR)	127.89	100,495	98,514	54,906	7,706	4.83	1.79x	12.8x	26.5x	19.1%	14.0%
Thales S.A. (ENXTPA:HO)	92.11	19,616	22,753	17,661	2,135	3.84	1.29x	10.7x	24.0x	24.8%	12.1%
Rolls-Royce Holdings plc (LSE:RR.)	1.80	15,035	22,104	11,310	-251	0.01	1.95x	NM	NM	10.6%	NM
Textron Inc. (TXT)	73.85	16,278	18,475	12,727	1,391	2.37	1.45x	13.3x	31.1x	16.0%	10.9%
Embraer S.A. (BOVESPA:EMBR3)	3.89	2,856	4,691	25,197	1,136	-0.31	0.19x	4.1x	NM	14.4%	4.5%
Mean		\$69,959	\$81,488	\$35,375	\$3,816	\$1.58	2.06x	12.3x	29.3x	17.6%	14.0%
Median		60,056	60,634	29,916	1,763	2.15	1.87x	13.0x	28.8x	17.2%	13.1%
Defense											
Lockheed Martin Corporation (LMT)	\$332.32	\$91,649	\$100,596	\$66,347	\$8,777	\$15.97	1.52x	11.5x	20.8x	13.4%	13.2%
General Dynamics Corporation (GD)	202.75	56,513	68,687	38,658	5,302	8.65	1.78x	13.0x	23.4x	16.9%	13.7%
Northrop Grumman Corporation (NOC)	357.22	56,633	66,319	37,240	5,692	15.21	1.78x	11.7x	23.5x	21.0%	15.3%
L3Harris Technologies, Inc. (LHX)	230.54	45,238	52,080	18,124	3,716	7.60	2.87x	14.0x	30.3x	30.2%	20.5%
BAE Systems plc (BA.)	7.55	24,006	29,534	19,436	2,473	0.31	1.52x	11.9x	24.5x	64.6%	12.7%
Huntington Ingalls Industries, Inc. (HII)	202.73	8,138	9,649	9,604	1,106	12.21	1.00x	8.7x	16.6x	16.1%	11.5%
Mean		\$47,030	\$54,477	\$31,568	\$4,511	\$9.99	1.75x	11.8x	23.2x	27.0%	14.5%
Median		50,876	59,199	28,338	4,509	10.43	1.65x	11.8x	23.5x	18.9%	13.5%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 29, 2021.

(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, 2021 excluding GD (October 3, 2021); LSE:RR. (October 2, 2021); LHX (October 1, 2021); LMT (September 26, 2021) and BA., ENXTPA:AIR, ENXTPA:HO (June 30, 2021).

(4) Excludes non-recurring and discontinued operations.

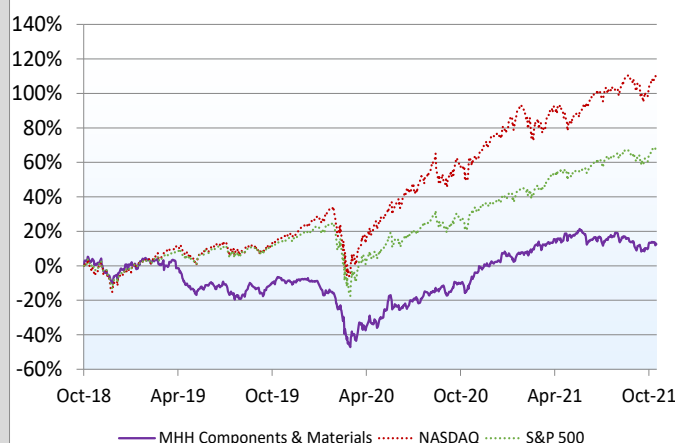
Comparative Index Performance

The Mufson Howe Hunter Components & Materials Index^(a) decreased by 3.6% during the three months ending October 31, 2021.

Last Three Years

Daily from October 31, 2018 to October 29, 2021

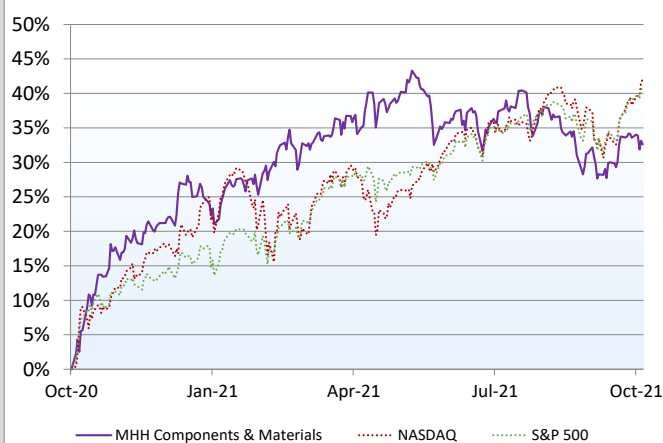
Price as Percent of Base (October 31, 2018 = 0%)



Last Twelve Months

Daily from October 30, 2020 to October 29, 2021

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



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Components & Materials Index ^(a)	12.5%	32.6%	-3.6%
NASDAQ	112.1%	42.0%	5.6%
S&P 500	69.8%	40.8%	4.8%

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

Please see Page 14 for sector news

Highlighted M&A Transaction – Components & Materials

Target	Acquirer	Value*
 KONGSBERG AUTOMOTIVE Interior Comfort Systems business unit	 LEAR	\$197.1
<p>Lear Corporation (NYSE:LEA) entered into a definitive agreement to acquire Substantially all of the Interior Comfort Systems business unit from Kongsberg Automotive ASA (OB:KOA) for approximately €180 million on October 28, 2021. Kongsberg Automotive's Interior Comfort Systems (ICS) business unit engages in the development, manufacture, and sale of products to the automotive industry and is located in Norway.</p>		
<p><i>*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.</i></p>		

Components & Materials

Selected Valuation Metrics

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Electronic Components											
TE Connectivity Ltd (TEL)	\$146.00	\$47,748	\$50,751	\$14,923	\$3,477	\$5.00	3.40x	14.6x	29.2x	32.7%	23.3%
Amphenol Corp. (APH)	76.77	45,911	49,920	10,276	2,425	1.94	4.86x	20.6x	39.6x	31.4%	23.6%
Corning Inc. (GLW)	35.57	30,356	36,145	13,756	3,766	1.74	2.63x	9.6x	20.4x	36.8%	27.4%
Omron Corp. (TSE:6645)	95.29	19,232	17,174	6,487	925	1.98	2.65x	18.6x	NM	46.0%	14.3%
Belden Inc. (BDC)	60.21	2,701	3,877	2,268	358	2.83	1.71x	10.8x	21.3x	35.8%	15.8%
Vishay Intertechnology (VSH)	19.22	2,783	2,497	3,065	559	1.58	0.81x	4.5x	12.2x	26.4%	18.3%
Encore Wire Corp. (WIRE)	134.06	2,716	2,421	2,286	570	16.56	1.06x	4.2x	8.1x	30.2%	24.9%
Alps Electric Ltd (TSE:6770)	9.73	2,016	2,269	6,856	618	0.61	0.33x	3.7x	16.1x	16.9%	9.0%
Mean		\$19,183	\$20,632	\$7,489	\$1,587	\$4.03	2.18x	10.8x	21.0x	32.0%	19.6%
Median		11,008	10,526	6,671	772	1.96	2.17x	10.2x	20.4x	32.1%	20.8%
Specialty Materials											
3M Company (MMM)	\$178.68	\$102,965	\$116,308	\$35,326	\$10,038	\$8.14	3.29x	11.6x	22.0x	48.0%	28.4%
BASF SE (DE:BAS)	72.02	66,146	86,846	86,610	15,942	8.05	1.00x	5.4x	9.0x	25.1%	18.4%
Dow Inc. (DOW)	55.97	41,396	55,528	51,310	10,022	6.00	1.08x	5.5x	9.3x	19.1%	19.5%
PPG Industries, Inc. (PPG)	160.57	38,119	44,570	16,369	2,511	5.15	2.72x	17.8x	31.2x	40.7%	15.3%
DuPont de Nemours (DD)	69.60	36,405	44,073	22,191	5,594	1.97	1.99x	7.9x	35.3x	35.0%	25.2%
Akzo Nobel N.V. (ENXTAM:AKZA)	114.96	20,969	23,512	10,887	1,642	4.14	2.16x	14.3x	27.7x	41.7%	15.1%
Celanese Corp. (CE)	161.51	17,584	20,634	7,853	2,042	10.20	2.63x	10.1x	15.8x	29.8%	26.0%
Evonik Industries AG (DE:EVK)	32.40	15,099	18,739	16,317	2,488	1.72	1.15x	7.5x	18.8x	28.1%	15.3%
Solvay SA (ENXTBR:SOLB)	118.87	12,263	15,061	12,257	1,963	7.84	1.23x	7.7x	15.2x	27.0%	16.0%
Ferro Corporation (FOE)	21.02	1,738	1,995	1,120	172	0.75	1.78x	11.6x	27.9x	31.5%	15.4%
Mean		\$35,268	\$42,727	\$26,024	\$5,242	\$5.40	1.90x	9.9x	21.2x	32.6%	19.5%
Median		28,687	33,792	16,343	2,500	5.58	1.88x	9.0x	20.4x	30.6%	17.2%
Vehicle Parts and Supplies											
Johnson Controls Inc. (JCI)	\$73.37	\$52,256	\$61,136	\$23,668	\$4,170	\$2.15	2.58x	14.7x	34.1x	34.1%	17.6%
Denso Corp. (TSE:6902)	72.09	55,525	56,170	48,815	6,543	2.81	1.15x	8.6x	25.6x	16.1%	13.4%
Aptiv PLC (APTV)	172.89	46,768	48,486	15,696	2,178	2.34	3.09x	22.3x	NM	16.8%	13.9%
Continental AG (DB:CON)	117.95	23,479	28,871	46,301	6,452	11.46	0.62x	4.5x	10.3x	23.4%	13.9%
Lear Corp. (LEA)	171.85	10,267	11,800	19,627	1,693	9.49	0.60x	7.0x	18.1x	9.0%	8.6%
Autoliv, Inc. (ALV)	96.85	8,472	9,758	8,627	1,209	5.27	1.13x	8.1x	18.4x	19.1%	14.0%
Bosch Ltd. (BSE:500530)	225.96	6,664	6,102	1,547	223	4.31	3.94x	NM	NM	39.0%	14.4%
Stanley Electric Co. Ltd. (TSE:6923)	25.13	4,035	3,318	3,434	672	1.36	0.97x	4.9x	18.5x	21.2%	19.6%
Mean		\$25,933	\$28,205	\$20,964	\$2,892	\$4.90	1.76x	10.0x	20.8x	22.3%	14.4%
Median		16,873	20,336	17,661	1,935	3.56	1.14x	8.1x	18.4x	20.2%	14.0%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 29, 2021.

(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 September 30, 2021 excluding BDC (October 3, 2021); LEA and VSH (October 2, 2021) and TEL (September 24, 2021).

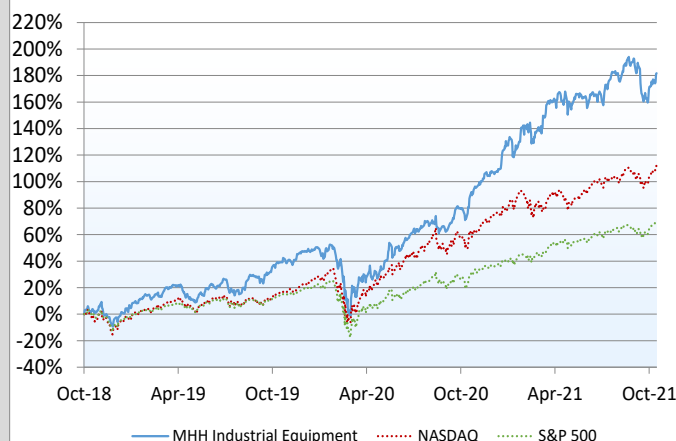
(4) Excludes non-recurring and discontinued operations.

Comparative Index Performance

The Mufson Howe Hunter Industrial Equipment Index^(a) increased by 2.1% during the three months ending October 31, 2021.

Last Three Years

Daily from October 31, 2018 to October 29, 2021
Price as Percent of Base (October 31, 2018 = 0%)



Last Twelve Months

Daily from October 30, 2020 to October 29, 2021
Price as Percent of Base (October 30, 2020 = 0%)



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Industrial Equipment Index ^(a)	181.7%	63.6%	2.1%
NASDAQ	112.1%	42.0%	5.6%
S&P 500	69.8%	40.8%	4.8%

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

Please see Page 16 for sector news

Highlighted M&A Transaction – Industrial Equipment

Target	Acquirer	Value*
		\$11,011.7

Emerson Electric Co. (NYSE:EMR) acquired 55% stake Aspen Technology, Inc. (NasdaqGS:AZPN) (AspenTech) for \$6 billion, at an implied enterprise value of \$11 billion on October 10, 2021. Emerson will contribute industrial software businesses, OSI Inc. and the Geological Simulation Software business, to AspenTech to create new AspenTech. Emerson will also contribute \$6 billion in cash to new AspenTech, which will be received by AspenTech shareholders, in exchange for a 55% stake in new AspenTech and former AspenTech stockholders will own the remaining outstanding New AspenTech common stock.

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

Industrial Equipment

Selected Valuation Metrics

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Construction Equipment											
Deere & Company (DE)	\$342.31	\$106,137	\$147,457	\$42,402	\$8,846	\$14.79	3.48x	16.7x	23.1x	28.7%	20.9%
Caterpillar Inc. (CAT)	204.01	111,690	139,950	48,408	9,272	7.53	2.89x	15.1x	27.1x	26.5%	19.2%
Cummins Inc. (CMI)	239.84	34,443	36,847	24,001	3,099	11.96	1.54x	11.9x	20.1x	23.9%	12.9%
Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540)	87.66	6,199	7,971	12,361	(400)	(7.81)	0.64x	NM	NM	NM	NM
Oshkosh Corp. (OSK)	107.00	7,344	6,787	7,737	642	4.56	0.88x	10.6x	23.5x	15.8%	8.3%
Terex Corp. (TEX)	44.80	3,100	3,442	3,683	346	2.21	0.93x	10.0x	20.3x	20.0%	9.4%
Mean		\$44,819	\$57,075	\$23,099	\$3,634	\$5.54	1.73x	12.8x	22.8x	23.0%	14.1%
Median		20,893	22,409	18,181	1,871	6.05	1.23x	11.9x	23.1x	23.9%	12.9%
Electrical Equipment											
Schneider Electric SE (ENXTPA:SU)	\$172.18	\$95,559	\$108,909	\$32,438	\$6,016	\$5.51	3.36x	18.1x	31.2x	41.1%	18.5%
Eaton Corporation plc (ETN)	164.76	65,704	77,743	19,517	3,323	3.43	3.98x	23.4x	NM	32.1%	17.0%
Emerson Electric Co. (EMR)	97.01	57,993	63,011	18,236	3,893	3.07	3.46x	16.2x	31.6x	41.5%	21.3%
Rockwell Automation Inc. (ROK)	319.40	37,059	38,812	6,997	1,330	5.77	5.55x	29.2x	NM	41.4%	19.0%
Ametek Inc. (AME)	132.40	30,612	33,367	5,242	1,502	3.10	6.37x	22.2x	NM	34.7%	28.7%
Hubbell Inc. (HUBB)	199.37	10,848	12,248	4,522	717	5.58	2.71x	17.1x	35.8x	27.6%	15.9%
Regal Rexnord Corporation (RRX) ⁽⁵⁾	152.33	10,321	10,829	3,374	556	5.57	3.21x	19.5x	27.3x	28.9%	16.5%
Powell Industries, Inc. (POWL)	25.86	302	178	456	12	0.07	0.39x	15.2x	NM	16.3%	2.6%
Mean		\$38,550	\$43,137	\$11,348	\$2,169	\$4.01	3.63x	20.1x	31.5x	33.0%	17.4%
Median		33,835	36,090	6,120	1,416	4.47	3.41x	18.8x	31.4x	33.4%	17.8%
Measurement, Control, and Testing Devices											
Danaher Corporation (DHR)	\$311.77	\$222,784	\$248,136	\$28,065	\$9,655	\$6.25	8.84x	25.7x	NM	60.7%	34.4%
Xcerra Corporation (XCRA)	47.41	37,130	43,835	29,416	4,327	1.76	1.49x	10.1x	26.9x	34.6%	14.7%
Entegris, Inc. (ENTG)	140.78	19,078	19,600	2,181	643	2.12	8.99x	NM	NM	45.7%	29.5%
MKS Instruments, Inc. (MKSI)	150.05	8,321	8,470	2,846	798	7.44	2.98x	10.6x	20.2x	46.6%	28.0%
Brooks Automation, Inc. (BRKS)	116.45	8,525	8,354	514	35	(0.41)	NM	NM	NM	47.5%	6.7%
Onto Innovation Inc. (ONTO)	79.21	3,902	3,513	718	187	1.52	4.89x	18.7x	NM	53.1%	26.1%
FormFactor, Inc. (FORM)	39.78	3,088	2,890	762	144	0.74	3.79x	20.1x	NM	41.5%	18.8%
Nova Measuring Instruments Ltd. (NVMI)	108.62	3,070	2,806	371	108	2.04	7.56x	26.0x	NM	57.0%	29.1%
Axcelis Technologies, Inc. (ACLS)	54.93	1,844	1,680	579	100	1.63	2.90x	16.8x	33.7x	43.2%	17.3%
Cohu, Inc. (COHU)	32.04	1,560	1,342	898	188	1.72	1.49x	7.2x	18.7x	44.1%	20.9%
FARO Technologies, Inc. (FARO)	73.57	1,339	1,239	331	8	(0.13)	3.75x	NM	NM	54.2%	2.6%
Mean		\$28,240	\$31,079	\$6,062	\$1,472	\$2.24	4.67x	16.9x	24.8x	48.0%	20.7%
Median		3,902	3,513	762	187	1.72	3.77x	17.8x	23.5x	46.6%	20.9%
Semiconductor Capital Equipment											
ASML Holding NV (ASML)	\$810.01	\$331,925	\$331,520	\$20,728	\$7,654	\$11.11	NM	NM	NM	52.1%	36.9%
Applied Materials, Inc. (AMAT)	136.65	123,385	122,594	21,628	6,934	4.29	5.67x	17.7x	31.9x	46.7%	32.1%
Lam Research Corp. (LRCX)	563.57	79,350	79,734	15,754	5,207	20.77	5.06x	15.3x	27.1x	46.2%	33.1%
Tokyo Electron Ltd (TSE:8035)	463.32	72,073	69,077	14,913	4,335	16.18	4.63x	15.9x	28.6x	43.5%	29.1%
KLA-Tencor Corp. (KLAC)	372.76	56,519	57,434	7,464	3,113	10.55	7.69x	18.4x	35.3x	60.3%	41.7%
Teradyne Inc. (TER)	138.24	22,806	21,570	3,577	1,277	3.78	6.03x	16.9x	36.6x	59.5%	35.7%
Veeco Instruments Inc. (VECO)	24.29	1,223	1,257	569	77	0.27	2.21x	16.3x	NM	41.3%	13.5%
Mean		\$98,183	\$97,598	\$12,090	\$4,085	\$9.57	5.22x	16.9x	31.9x	49.9%	31.7%
Median		72,073	69,077	14,913	4,335	10.55	5.36x	16.6x	31.9x	46.7%	33.1%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 29, 2021.

(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, 2021 excluding ASML, CMI and TER (October 3, 2021); ENTG and RBC (October 2, 2021); DHR (October 1, 2021); LRCX (September 26, 2021); COHU, FORM and ONTO (September 25, 2021); AMAT and DE (August 1, 2021) and ENXTPA:SU, POWL and XCRA (June 30, 2021).

(4) Excludes non-recurring and discontinued operations.

(5) Effective October 5, 2021 Regal Beloit Corporation (formerly RBC) began trading as Regal Rexnord Corporation (RRX), per announcement on February 16, 2021.

Comparative Index Performance

The Mufson Howe Hunter Industrial & Technical Services Index^(a) increased by 5.2% during the three months ending October 31, 2021.

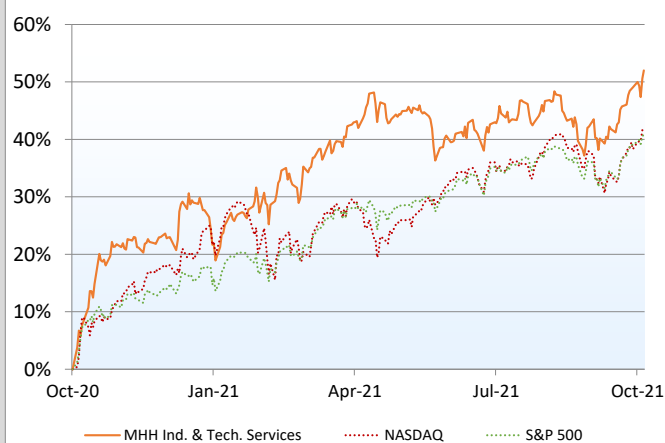
Last Three Years

Daily from October 31, 2018 to October 29, 2021
Price as Percent of Base (October 31, 2018 = 0%)



Last Twelve Months

Daily from October 30, 2020 to October 29, 2021
Price as Percent of Base (October 30, 2020 = 0%)



Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Industrial & Technical Services Index ^(a)	65.8%	52.0%	5.2%
NASDAQ	112.1%	42.0%	5.6%
S&P 500	69.8%	40.8%	4.8%

(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 page.

Please see Page 18 for sector news

Highlighted M&A Transaction – Industrial & Technical Services

Target	Acquirer	Value*
 Recycling Solutions Sweden AB	 WORKING FOR THE FUTURE	ND

REMONDIS International GmbH agreed to acquire Veolia Recycling Solutions Nordic AB from Veolia Nordic AB for an undisclosed value on October 25, 2021. Veolia Recycling has a total of 65 sites in Sweden, which will be taken over by REMONDIS as part of the transaction. Veolia Recycling supplies recycled paper and board, plastics, chemicals, and metals. Veolia Recycling Solutions Sweden AB recycles and supplies paper and board; refines and disposes plastic waste such as scrap packaging, cuttings, and films; and supplies recycled metals, including ferrous and non-ferrous metal scrap, alloys, and prime metals.

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

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⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Industrial Distribution											
Fastenal Company (FAST)	\$57.08	\$32,830	\$33,198	\$5,837	\$1,349	\$1.27	5.69x	24.6x	NM	46.0%	23.1%
W.W. Grainger, Inc. (GWW)	463.11	24,116	26,450	12,604	1,624	14.85	2.10x	16.3x	31.2x	35.7%	12.9%
WESCO International, Inc. (WCC)	129.56	6,526	11,293	17,494	1,028	6.95	0.65x	11.0x	18.6x	20.4%	5.9%
MSC Industrial Direct Co., Inc. (MSM)	84.07	4,664	5,471	3,243	439	3.96	1.69x	12.5x	21.2x	42.0%	13.5%
MRC Global Inc. (MRC)	8.30	686	1,486	2,559	45	(0.15)	0.58x	NM	NM	15.6%	1.8%
Transcat, Inc. (TRNS)	74.88	563	592	191	23	1.18	3.10x	25.5x	NM	27.9%	12.1%
Lawson Products, Inc. (LAWS)	50.70	460	478	414	29	1.49	1.15x	16.5x	34.1x	52.5%	7.0%
Mean		\$9,978	\$11,281	\$6,049	\$648	\$4.22	2.14x	17.7x	26.3x	34.3%	10.9%
Median		4,664	5,471	3,243	439	1.49	1.69x	16.4x	26.2x	35.7%	12.1%
Industrial Recycling											
Veolia Environnement S.A. (ENXTPA:VIE)	\$32.64	\$22,119	\$39,169	\$32,061	\$3,518	\$0.00	1.22x	11.1x	NA	16.4%	11.0%
Clean Harbors, Inc. (CLH)	112.54	6,122	7,174	3,482	597	2.68	2.06x	12.0x	NM	31.7%	17.1%
Commercial Metals Company (CMC)	32.18	3,881	4,573	6,730	771	2.86	0.68x	5.9x	11.3x	16.4%	11.5%
Dow Chemicals Company (DOW)	41.60	2,475	3,966	6,803	760	6.37	0.58x	5.2x	6.5x	13.6%	11.2%
Aurubis AG (XTRA:NDA)	86.31	3,766	3,748	18,671	1,211	14.00	0.20x	3.1x	6.2x	11.5%	6.5%
Sims Limited (ASX:SGM)	10.72	2,120	2,348	4,444	173	0.64	0.53x	13.6x	16.9x	14.4%	3.9%
Mean		\$6,747	\$10,163	\$12,032	\$1,172	\$4.42	0.88x	8.5x	10.2x	17.3%	10.2%
Median		3,823	4,269	6,766	766	2.77	0.63x	8.5x	8.9x	15.4%	11.1%
Technical Services											
AECOM (ACM)	\$68.37	\$9,850	\$11,993	\$13,341	\$816	\$1.74	0.90x	14.7x	39.2x	6.0%	6.1%
Tetra Tech, Inc. (TTEK)	175.66	9,498	9,763	2,433	292	2.93	4.01x	NM	NM	19.7%	12.0%
KBR, Inc. (KBR)	42.44	5,954	7,262	6,306	493	0.42	1.15x	14.7x	NM	11.6%	7.8%
John Wood Group PLC (LSE:WG.)	2.92	1,968	3,732	6,630	333	0.11	0.56x	11.2x	26.0x	9.9%	5.0%
Primoris Services Corporation (PRIM)	26.95	1,448	2,123	3,511	294	2.16	0.60x	7.2x	12.5x	11.9%	8.4%
Balfour Beatty plc (LSE:BBY)	3.48	2,209	2,011	10,230	139	0.13	0.20x	14.4x	26.1x	3.9%	1.4%
Fluor Corporation (FLR)	19.44	2,749	1,946	14,057	193	(0.47)	0.14x	10.1x	NM	2.6%	1.4%
NV5 Global, Inc. (NVEE)	104.13	1,602	1,704	679	102	2.17	2.51x	16.8x	NM	50.3%	15.0%
Cardno Limited (ASX:CDD)	1.14	444	501	671	36	0.04	0.75x	13.8x	25.6x	8.9%	5.4%
Jura Energy Corporation (JEC)	0.35	25	41	20	14	0.04	2.05x	2.9x	8.9x	58.1%	70.2%
Mean		\$3,575	\$4,107	\$5,788	\$271	\$0.93	1.29x	11.8x	23.1x	18.3%	13.3%
Median		2,089	2,067	4,908	242	0.27	0.82x	13.8x	25.8x	10.8%	7.0%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 29, 2021.

(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, 2021 excluding NVEE (October 2, 2021); TRNS (September 25, 2021); CMC (August 31, 2021); MSM (August 28, 2021); LSE:BBY (July 2, 2021); ASX:CDD, ASX:SGM, JEC, LSE:WG. and XTRA:NDA (June 30, 2021) and TTEK (June 27, 2021).

(4) Excludes non-recurring and discontinued operations.

Selected News – Aerospace & Defense

Airbus SE (ENXTPA:AIR) reported third quarter net income of \$404.0 million for fiscal year 2021 as compared to (\$767.0) million for the prior year period. Earnings per share were \$0.51 versus (\$0.98) for the prior year period. Revenues for the quarter decreased to \$10,518.0 million from \$11,213.0 million for the same period in fiscal year 2020.

General Dynamics Corporation (NYSE:GD) reported third quarter net income of \$860.0 million for fiscal year 2021 as compared to \$834.0 million for the prior year period. Earnings per share were \$3.07 versus \$2.90 for the prior year period. Revenues for the quarter increased to \$9,568.0 million from \$9,431.0 million for the same period in fiscal year 2020.

L3Harris Technologies, Inc. (NYSE:LHX) reported third quarter net income of \$481.0 million for fiscal year 2022 as compared to \$426.0 million for the prior year period. Earnings per share were \$2.39 versus \$1.99 for the prior year period. Revenues for the quarter decreased to \$4,229.0 million from \$4,463.0 million for the same period in fiscal year 2021.

Lockheed Martin Corporation (NYSE:LMT) reported third quarter net income of \$614.0 million for fiscal year 2021 as compared to \$1,698.0 million for the prior year period. Earnings per share were \$2.21 versus \$6.05 for the prior year period. Revenues for the quarter decreased to \$16,028.0 million from \$16,495.0 million for the same period in fiscal year 2020.

Lockheed Martin Corporation (NYSE:LMT) announced that **John M. Donovan** has been appointed to the **Board of Directors**.

Northrop Grumman Corporation (NYSE:NOC) reported third quarter net income of \$1,063.0 million for fiscal year 2021 as compared to \$986.0 million for the prior year period. Earnings per share were \$6.63 versus \$5.89 for the prior year period. Revenues for the quarter decreased to \$8,720.0 million from \$9,083.0 million for the same period in fiscal year 2020.

Raytheon Technologies Corporation (NYSE:RTX) reported third quarter net income of \$1,393.0 million for fiscal year 2021 as compared to \$264.0 million for the prior year period. Earnings per share were \$0.93 versus \$0.17 for the prior year period. Revenues for the quarter increased to \$16,213.0 million from \$14,747.0 million for the same period in fiscal year 2020.

Rolls-Royce Holdings plc (LSE:RR.) announced that **Grazia Vittadini** will be appointed as **CTO**, succeeding **Paul Stein** when he steps down next year.

Textron Inc. (NYSE:TXT) reported third quarter net income of \$185.0 million for fiscal year 2022 as compared to \$115.0 million for the prior year period. Earnings per share were \$0.82 versus \$0.50 for the prior year period. Revenues for the quarter increased to \$2,990.0 million from \$2,735.0 million for the same period in fiscal year 2021.

The Boeing Company (NYSE:BA) reported third quarter net income of (\$109.0) million for fiscal year 2021 as compared to (\$449.0) million for the prior year period. Earnings per share were (\$0.19) versus (\$0.79) for the prior year period. Revenues for the quarter increased to \$15,278.0 million from \$14,139.0 million for the same period in fiscal year 2020.

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

Selected News – Components & Materials

3M Company (NYSE:MMM) reported third quarter net income of \$1,434.0 million for fiscal year 2021 as compared to \$1,430.0 million for the prior year period. Earnings per share were \$2.45 versus \$2.45 for the prior year period. Revenues for the quarter increased to \$8,942.0 million from \$8,350.0 million for the same period in fiscal year 2020.

3M Company (NYSE:MMM) announced that **Eric D. Hammes** has been appointed as **Chief Country Governance & Services Officer**.

Akzo Nobel N.V. (ENXTAM:AKZA) reported third quarter net income of \$164.0 million for fiscal year 2021 as compared to \$220.0 million for the prior year period. Earnings per share were \$0.89 versus \$1.15 for the prior year period. Revenues for the quarter increased to \$2,410.0 million from \$2,276.0 million for the same period in fiscal year 2020.

Alps Alpine Co., Ltd. (TSE:6770) reported second quarter net income of \$6,522.0 million for fiscal year 2022 as compared to \$118.0 million for the prior year period. Earnings per share were \$31.48 versus \$0.58 for the prior year period. Revenues for the quarter increased to \$192,663.0 million from \$185,316.0 million for the same period in fiscal year 2021.

Amphenol Corporation (NYSE:APH) reported third quarter net income of \$426.5 million for fiscal year 2021 as compared to \$346.6 million for the prior year period. Earnings per share were \$0.68 versus \$0.56 for the prior year period. Revenues for the quarter increased to \$2,818.5 million from \$2,323.4 million for the same period in fiscal year 2020.

Autoliv, Inc. (NYSE:ALV) reported third quarter net income of \$60.0 million for fiscal year 2021 as compared to \$98.0 million for the prior year period. Earnings per share were \$0.68 versus \$1.12 for the prior year period. Revenues for the quarter decreased to \$1,847.0 million from \$2,037.0 million for the same period in fiscal year 2020.

BASF SE (DE:BAS) reported third quarter net income of \$1,253.0 million for fiscal year 2021 as compared to (\$2,122.0) million for the prior year period. Earnings per share were \$1.36 versus (\$2.31) for the prior year period. Revenues for the quarter increased to \$19,669.0 million from \$13,811.0 million for the same period in fiscal year 2020.

Celanese Corporation (NYSE:CE) reported third quarter net income of \$506.0 million for fiscal year 2021 as compared to \$207.0 million for the prior year period. Earnings per share were \$4.55 versus \$1.74 for the prior year period. Revenues for the quarter increased to \$2,266.0 million from \$1,411.0 million for the same period in fiscal year 2020.

Corning Incorporated (NYSE:GLW) reported third quarter net income of \$371.0 million for fiscal year 2021 as compared to \$427.0 million for the prior year period. Earnings per share were \$0.43 versus \$0.48 for the prior year period. Revenues for the quarter increased to \$3,615.0 million from \$3,001.0 million for the same period in fiscal year 2020.

DENSO Corporation (TSE:6902) reported second quarter net income of \$23,381.0 million for fiscal year 2022 as compared to \$18,945.0 million for the prior year period. Earnings per share were \$30.24 versus \$24.45 for the prior year period. Revenues for the quarter decreased to \$1,226,074.0 million from \$1,309,624.0 million for the same period in fiscal year 2021.

Dow Inc. (NYSE:DOW) reported third quarter net income of \$1,683.0 million for fiscal year 2021 as compared to (\$25.0) million for the prior year period. Earnings per share were \$2.23 versus (\$0.04) for the prior year period. Revenues for the quarter increased to \$14,837.0 million from \$9,712.0 million for the same period in fiscal year 2020.

Encore Wire Corporation (NasdaqGS:WIRE) reported third quarter net income of \$175.5 million for fiscal year 2021 as compared to \$21.0 million for the prior year period. Earnings per share were \$8.51 versus \$1.02 for the prior year period. Revenues for the quarter increased to \$716.3 million from \$339.7 million for the same period in fiscal year 2020.

Selected News – Components & Materials (cont'd)

Johnson Controls International plc (NYSE:JCI) announced that **Marlon Sullivan** has been appointed as **Chief Human Resources Officer**.

OMRON Corporation (TSE:6645) reported second quarter net income of \$12,353.0 million for fiscal year 2022 as compared to \$9,505.0 million for the prior year period. Earnings per share were \$61.20 versus \$47.13 for the prior year period. Revenues for the quarter increased to \$181,158.0 million from \$154,811.0 million for the same period in fiscal year 2021.

PPG Industries, Inc. (NYSE:PPG) reported third quarter net income of \$344.0 million for fiscal year 2021 as compared to \$442.0 million for the prior year period. Earnings per share were \$1.43 versus \$1.86 for the prior year period. Revenues for the quarter increased to \$4,372.0 million from \$3,685.0 million for the same period in fiscal year 2020.

Solvay SA (ENXTBR:SOLB) reported third quarter net income of \$255.0 million for fiscal year 2021 as compared to \$252.0 million for the prior year period. Earnings per share were \$2.46 versus \$2.44 for the prior year period. Revenues for the quarter increased to \$2,864.0 million from \$2,270.0 million for the same period in fiscal year 2020.

Stanley Electric Co., Ltd. (TSE:6923) reported second quarter net income of \$3,278.0 million for fiscal year 2022 as compared to \$5,065.0 million for the prior year period. Earnings per share were \$20.41 versus \$31.44 for the prior year period. Revenues for the quarter decreased to \$84,712.0 million from \$95,957.0 million for the same period in fiscal year 2021.

TE Connectivity Ltd. (NYSE:TEL) reported net income of \$2,261.0 million for fiscal year 2021 as compared to (\$241.0) million for the prior year. Earnings per share were \$6.79 versus (\$0.73) for the prior year. Revenues for the year increased to \$14,923.0 million from \$12,172.0 million for fiscal year 2020.

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

Selected News – Industrial Equipment

ASML Holding N.V. (ENXTAM:ASML) reported third quarter net income of \$1,740.2 million for fiscal year 2021 as compared to \$1,061.5 million for the prior year period. Earnings per share were \$4.26 versus \$2.53 for the prior year period. Revenues for the quarter increased to \$5,241.3 million from \$3,958.0 million for the same period in fiscal year 2020.

Caterpillar Inc. (NYSE:CAT) reported third quarter net income of \$1,426.0 million for fiscal year 2021 as compared to \$668.0 million for the prior year period. Earnings per share were \$2.60 versus \$1.22 for the prior year period. Revenues for the quarter increased to \$12,397.0 million from \$9,881.0 million for the same period in fiscal year 2020.

Cohu, Inc. (NasdaqGS:COHU) reported third quarter net income of \$23.7 million for fiscal year 2021 as compared to (\$6.6) million for the prior year period. Earnings per share were \$0.48 versus (\$0.16) for the prior year period. Revenues for the quarter increased to \$225.1 million from \$150.6 million for the same period in fiscal year 2020.

Danaher Corporation (NYSE:DHR) reported third quarter net income of \$1,158.0 million for fiscal year 2021 as compared to \$883.0 million for the prior year period. Earnings per share were \$1.54 versus \$1.16 for the prior year period. Revenues for the quarter increased to \$7,229.0 million from \$5,884.0 million for the same period in fiscal year 2020.

Entegris, Inc. (NasdaqGS:ENTG) reported third quarter net income of \$117.5 million for fiscal year 2021 as compared to \$79.3 million for the prior year period. Earnings per share were \$0.86 versus \$0.58 for the prior year period. Revenues for the quarter increased to \$579.5 million from \$481.0 million for the same period in fiscal year 2020.

FARO Technologies, Inc. (NasdaqGS:FARO) reported third quarter net income of (\$3.9) million for fiscal year 2021 as compared to (\$3.0) million for the prior year period. Earnings per share were (\$0.21) versus (\$0.17) for the prior year period. Revenues for the quarter increased to \$79.2 million from \$70.7 million for the same period in fiscal year 2020.

FormFactor, Inc. (NasdaqGS:FORM) reported third quarter net income of \$20.5 million for fiscal year 2021 as compared to \$22.9 million for the prior year period. Earnings per share were \$0.26 versus \$0.29 for the prior year period. Revenues for the quarter increased to \$190.0 million from \$178.0 million for the same period in fiscal year 2020.

Hubbell Incorporated (NYSE:HUBB) reported third quarter net income of \$108.5 million for fiscal year 2021 as compared to \$107.1 million for the prior year period. Earnings per share were \$1.98 versus \$1.96 for the prior year period. Revenues for the quarter increased to \$1,213.6 million from \$1,108.6 million for the same period in fiscal year 2020.

Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540) reported second quarter net income of (\$628,777.1) million for fiscal year 2021 as compared to (\$3,376.6) million for the prior year period. Earnings per share were (\$8,891.75) versus (\$47.75) for the prior year period. Revenues for the quarter decreased to \$3,797,278.4 million from \$3,925,523.7 million for the same period in fiscal year 2020.

KLA Corporation (NasdaqGS:KLAC) reported first quarter net income of \$1,068.4 million for fiscal year 2022 as compared to \$420.6 million for the prior year period. Earnings per share were \$6.96 versus \$2.69 for the prior year period. Revenues for the quarter increased to \$2,083.8 million from \$1,538.6 million for the same period in fiscal year 2021.

Lam Research Corporation (NasdaqGS:LRCX) reported first quarter net income of \$1,179.7 million for fiscal year 2022 as compared to \$823.5 million for the prior year period. Earnings per share were \$8.27 versus \$5.59 for the prior year period. Revenues for the quarter increased to \$4,304.5 million from \$3,177.1 million for the same period in fiscal year 2021.

Onto Innovation Inc. (NYSE:ONTO) announced that **James Harlow** has been appointed as **COO**.

Selected News – Industrial Equipment (cont'd)

Oshkosh Corporation (NYSE:OSK) reported net income of \$472.7 million for fiscal year 2021 as compared to \$324.5 million for the prior year. Earnings per share were \$6.83 versus \$4.72 for the prior year. Revenues for the year increased to \$7,737.3 million from \$6,856.8 million for fiscal year 2020.

Schneider Electric S.E. (ENXTPA:SU) reported second quarter net income of \$778.0 million for fiscal year 2021 as compared to \$387.5 million for the prior year period. Earnings per share were \$1.39 versus \$0.70 for the prior year period. Revenues for the quarter increased to \$6,887.0 million from \$5,787.5 million for the same period in fiscal year 2020.

Teradyne, Inc. (NasdaqGS:TER) reported third quarter net income of \$256.7 million for fiscal year 2021 as compared to \$222.7 million for the prior year period. Earnings per share were \$1.41 versus \$1.21 for the prior year period. Revenues for the quarter increased to \$950.5 million from \$819.5 million for the same period in fiscal year 2020.

Terex Corporation (NYSE:TEX) reported third quarter net income of \$48.1 million for fiscal year 2021 as compared to \$5.8 million for the prior year period. Earnings per share were \$0.68 versus \$0.08 for the prior year period. Revenues for the quarter increased to \$993.8 million from \$765.6 million for the same period in fiscal year 2020.

Terex Corporation (NYSE:TEX) announced that **Julie A. Beck** has been appointed as **CFO** effective **January 1, 2022**.

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

Selected News – Industrial & Technical Services

Commercial Metals Company (NYSE:CMC) reported net income of \$412.9 million for fiscal year 2021 as compared to \$279.5 million for the prior year. Earnings per share were \$3.38 versus \$2.32 for the prior year. Revenues for the year increased to \$6,729.8 million from \$5,476.5 million for fiscal year 2020.

Fastenal Company (NasdaqGS:FAST) reported third quarter net income of \$243.5 million for fiscal year 2021 as compared to \$221.5 million for the prior year period. Earnings per share were \$0.42 versus \$0.38 for the prior year period. Revenues for the quarter increased to \$1,554.2 million from \$1,413.3 million for the same period in fiscal year 2020.

KBR, Inc. (NYSE:KBR) reported third quarter net income of \$55.0 million for fiscal year 2021 as compared to \$52.0 million for the prior year period. Earnings per share were \$0.38 versus \$0.36 for the prior year period. Revenues for the quarter increased to \$1,843.0 million from \$1,379.0 million for the same period in fiscal year 2020.

Lawson Products, Inc. (NasdaqGS:LAWS) reported third quarter net income of \$3.7 million for fiscal year 2021 as compared to \$1.7 million for the prior year period. Earnings per share were \$0.39 versus \$0.19 for the prior year period. Revenues for the quarter increased to \$105.6 million from \$90.3 million for the same period in fiscal year 2020.

MSC Industrial Direct Co., Inc. (NYSE:MSM) reported net income of \$216.9 million for fiscal year 2021 as compared to \$251.1 million for the prior year. Earnings per share were \$3.87 versus \$4.51 for the prior year. Revenues for the year increased to \$3,243.2 million from \$3,192.4 million for fiscal year 2020.

Sims Limited (ASX:SGM) announced that **Victoria Binns** has been appointed as an **Independent Non-Executive Director**.

W.W. Grainger, Inc. (NYSE:GWW) reported third quarter net income of \$297.0 million for fiscal year 2021 as compared to \$240.0 million for the prior year period. Earnings per share were \$5.65 versus \$4.41 for the prior year period. Revenues for the quarter increased to \$3,372.0 million from \$3,018.0 million for the same period in fiscal year 2020.

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

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
BAE Systems plc	Aerospace & Defense
Balfour Beatty plc	Ind. & Tech. Services
BASF SE	Components & Materials
Belden Inc.	Components & Materials
Bosch Ltd	Components & Materials
Brooks Automation, Inc.	Industrial Equipment
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
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
Ferro Corporation	Components & Materials
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

Company	Sector
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
NV5 Global, Inc.	Ind. & Tech. Services
OMRON Corporation	Components & Materials
Onto Innovation Inc.	Industrial Equipment
Oshkosh Corporation	Industrial Equipment
Powell Industries, Inc.	Industrial Equipment
PPG Industries, Inc.	Components & Materials
Primoris Services Corporation	Ind. & Tech. Services
Raytheon Technologies Corporation	Aerospace & Defense
Regal Rexnord Corporation	Industrial Equipment
Rockwell Automation Inc.	Industrial Equipment
Rolls Royce Holdings plc	Aerospace & Defense
Schneider Electric S.E.	Industrial Equipment
Sims Metal Management Limited	Ind. & Tech. Services
Solvay SA	Components & Materials
Stanley Electric Co. Ltd.	Components & Materials
TE Connectivity Ltd.	Components & Materials
Teradyne, Inc.	Industrial Equipment
Terex Corporation	Industrial Equipment
Tetra Tech, Inc.	Ind. & Tech. Services
Textron Inc.	Aerospace & Defense
Thales SA	Aerospace & Defense
The Boeing Company	Aerospace & Defense
Tokyo Electron Limited	Industrial Equipment
Transcat, Inc.	Ind. & Tech. Services
Veeco Instruments Inc.	Industrial Equipment
Veolia Environnement S.A.	Ind. & Tech. Services
Vishay Intertechnology Inc.	Components & Materials
W.W. Grainger, Inc.	Ind. & Tech. Services
WESCO International, Inc.	Ind. & Tech. Services
Xcerra Corporation	Industrial Equipment

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Mergers & Acquisitions

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

Raise Capital

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

Financial Advisory Services

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

The Mufson Howe Hunter Manufacturing Update Indices

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