



## Manufacturing Update

### May 2022

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.

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#### Macro-Economic Trends

	Mar-22	Apr-22	Trend
PMI	57.1	55.4	Negative
Total Unemployment	3.6	3.6	Neutral
CPI Monthly Change	1.2	0.3	Positive
PPI Monthly Change	1.6	0.5	Positive
Industrial Production	104.5	105.6	Positive
Capacity Utilization	78.2	79.0	Positive
Manufacturing Production	102.5	103.2	Positive
Manufacturing Utilization	78.6	79.2	Positive

#### Sector Index Performance

	3-Year	1-Year	3-Month
Aerospace & Defense	-12.3%	-1.0%	-0.4%
Components & Materials	-5.3%	-18.0%	-15.5%
Industrial Equipment	95.2%	-8.6%	-10.9%
Industrial & Technical Services	53.4%	6.9%	0.3%
NASDAQ	52.4%	-11.7%	-13.4%
S&P	40.3%	-1.2%	-8.5%

## 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., 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., 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 Beloit 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., 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.

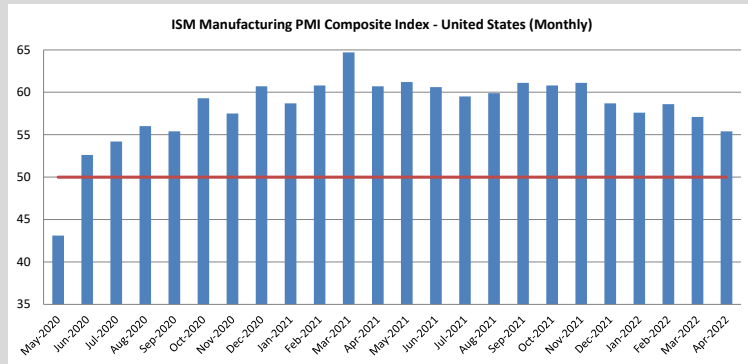
The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond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



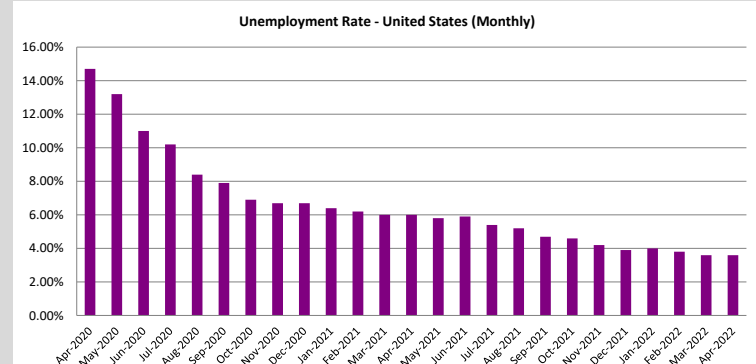
Source: Institute for Supply Management

### Commentary

Economic activity in the manufacturing sector grew in April, with the overall economy achieving a 23rd consecutive month of growth. New Orders, Production, Employment, Exports, Imports, Backlog, and Prices all grew in April 2022, while Supplier Deliveries slowed at an accelerated rate.

## Unemployment Rate

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



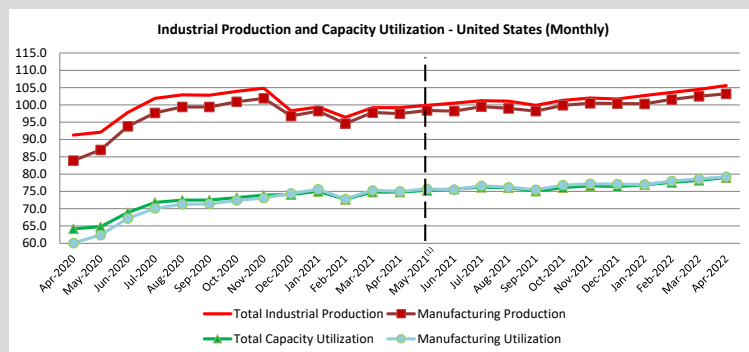
Source: United States Bureau of Labor

### Commentary

The unemployment rate remained at 3.6 percent in April, and the number of unemployed persons was essentially unchanged at 5.9 million. Notable job gains occurred in leisure and hospitality, manufacturing, and transportation & warehousing. Total nonfarm payroll employment increased by 428,000.

## 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 Utilization 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

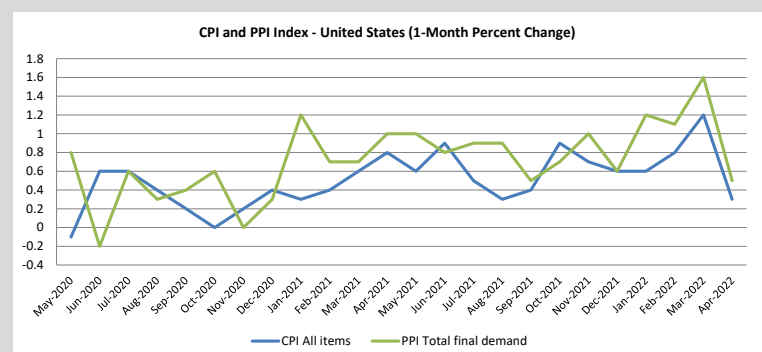
(1) Index was revised May 28, 2021 to reflect 2017 as a base year (rather than 2012) and adopt 2017 NAICS groups, retroactively beginning in December 2020.

### Commentary

Industrial production rose 1.1% in April. At 105.6 percent of its 2017 average, total industrial production in April was 6.4 percent above its year-earlier level. Capacity utilization climbed to 79.0 percent, a rate that is 0.5 percentage point below its long-run (1972–2021) average.

## 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

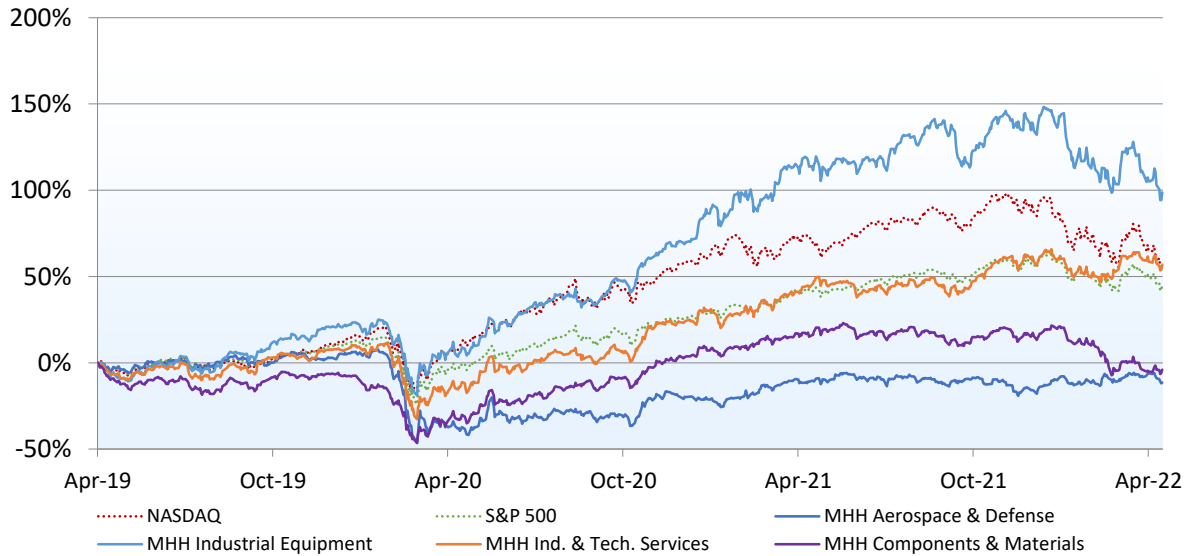
The CPI for all items increased by 0.3% in April, driven by increases in the shelter, food, airline fares, and new vehicles indexes. The PPI for final demand increased by 0.5% in April, driven by a 1.3% increase in prices for final demand goods, while the index for final demand services was unchanged during the month.

# Sector Index Performance

## Comparative Sector Index Performance (Last Three Years)

### Last Three Years

Daily from April 30, 2019 to April 30, 2022  
Price as Percent of Base (April 30, 2019 = 0%)

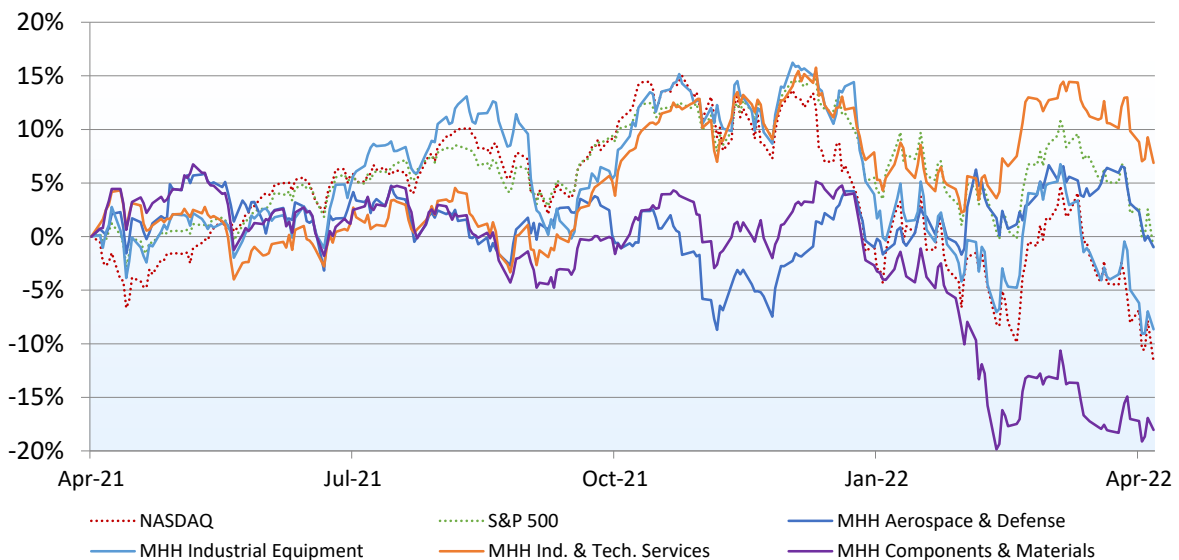


Source: CapitalIQ

## Comparative Sector Index Performance (Last Twelve Months)

### Last Twelve Months

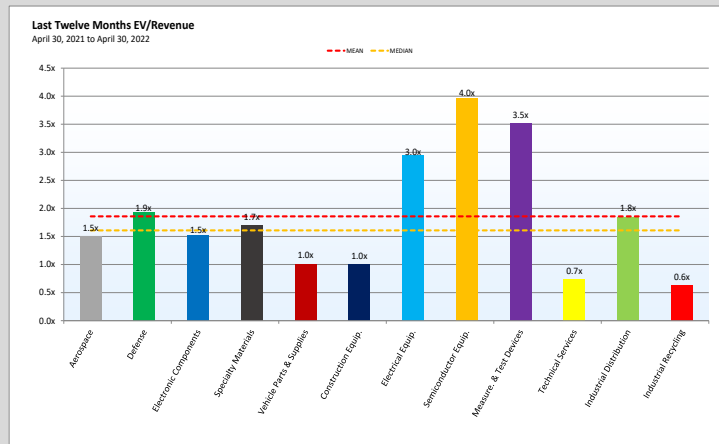
Daily from April 30, 2021 to April 30, 2022  
Price as Percent of Base (April 30, 2021 = 0%)



Source: CapitalIQ

# Subsector Trading Multiples & Margins

## Comparative Subsector LTM EV/Revenue

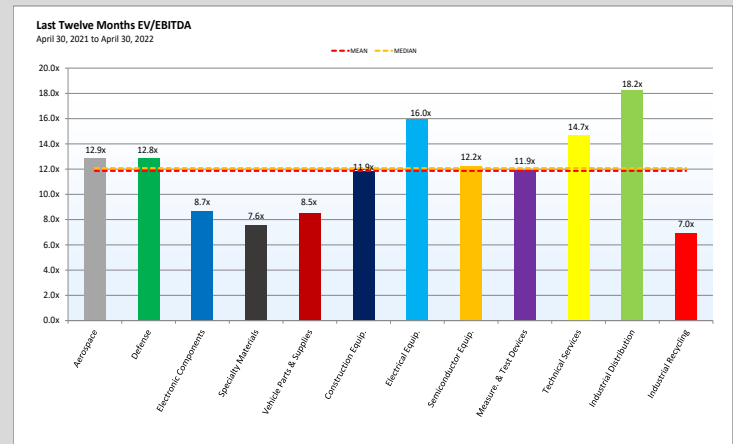


Source: CapitalIQ

### Commentary

During the last twelve months, our subsector indices had a mean EV/Revenue of 1.9x (i.e., red line) and a median of 1.6x (i.e., yellow line). Of the subsectors, Semiconductor Capital Equipment had the high multiple at 4.0x and Industrial Recycling had the low multiple at 0.6x.

## Comparative Subsector LTM EV/EBITDA

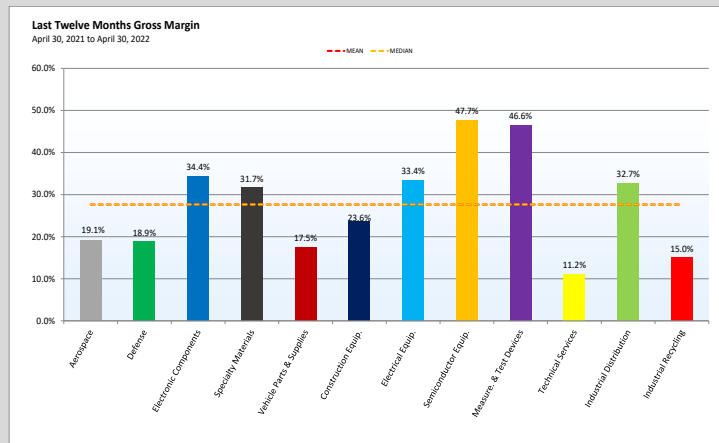


Source: CapitalIQ

### Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 11.9x and a median of 12.1x. Of the subsectors, Industrial Distribution had the high multiple at 18.2x and Industrial Recycling had the low multiple at 7.0x.

## Comparative Subsector LTM Gross Margin

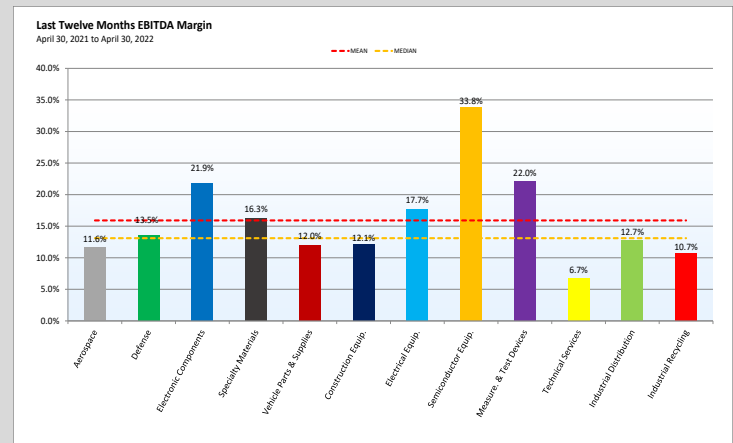


Source: CapitalIQ

### Commentary

During the last twelve months, our subsector indices had a mean Gross Margin of 27.6% and a median of 27.7%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 47.7%, and Technical Services had the low margin at 11.2%.

## Comparative Subsector LTM EBITDA Margin

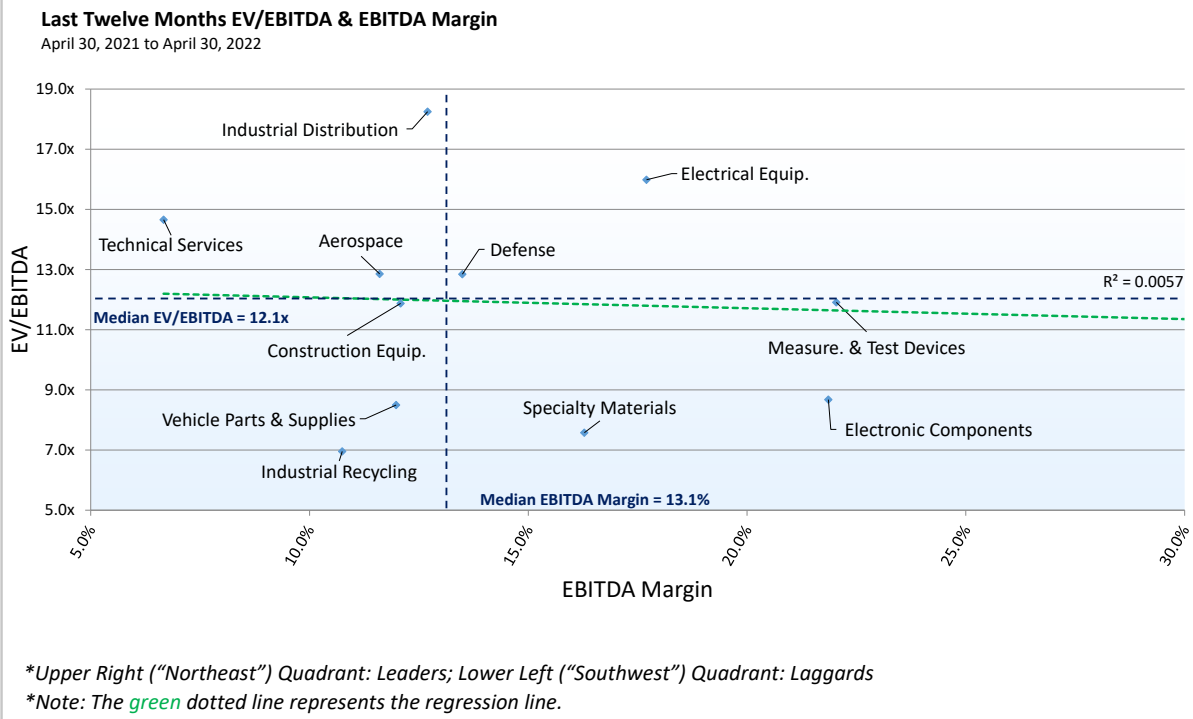


Source: CapitalIQ

### Commentary

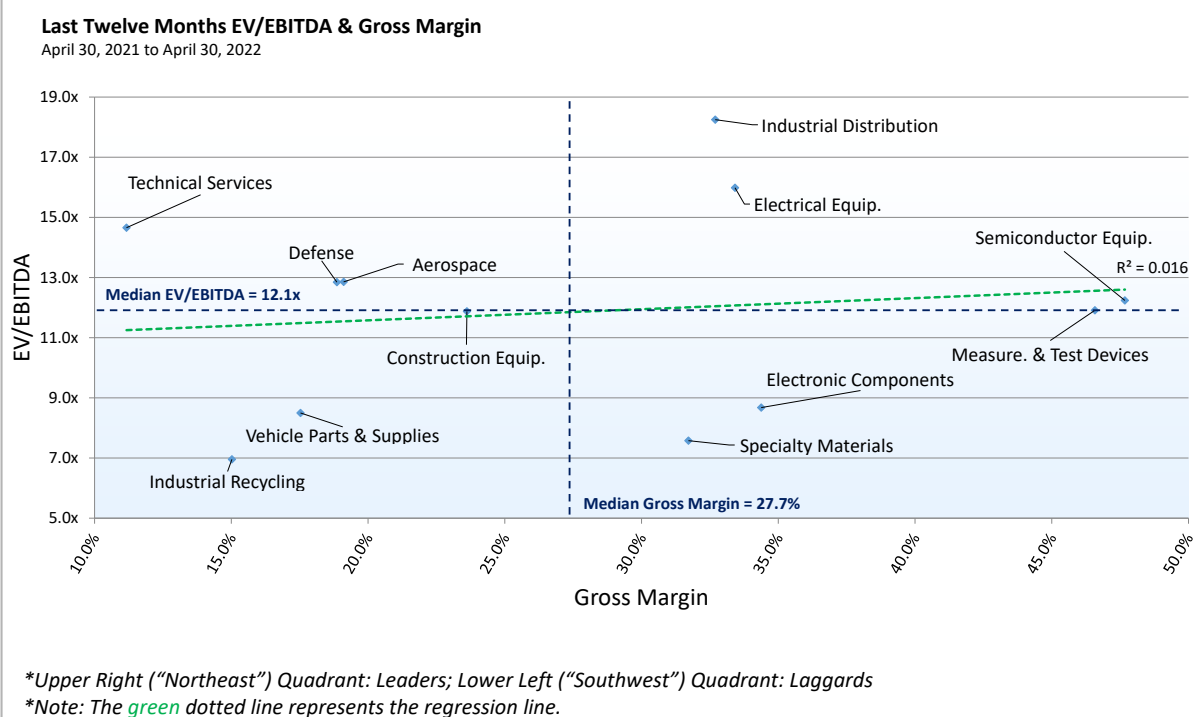
During the last twelve months, our subsector indices had a mean EBITDA Margin of 15.9% and a median of 13.1%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 33.8% and Technical Services had the low margin at 6.7%.

## 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<sup>(a)</sup> decreased by 0.4% during the three months ending April 30, 2022.

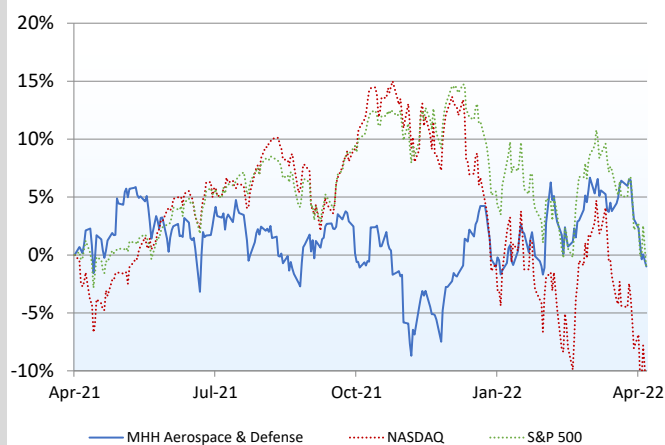
### Last Three Years

Daily from April 30, 2019 to April 30, 2022  
Price as Percent of Base (April 30, 2019 = 0%)



### Last Twelve Months

Daily from April 30, 2021 to April 30, 2022  
Price as Percent of Base (April 30, 2021 = 0%)




## Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Aerospace & Defense Index <sup>(a)</sup>	-12.3%	-1.0%	-0.4%
NASDAQ	52.4%	-11.7%	-13.4%
S&P 500	40.3%	-1.2%	-8.5%

(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 & Defense

Target	Acquirer	Value*
		ND
<p>Airbus Defence and Space GmbH acquired Dsi Datensicherheit GmbH on April 8, 2022. DSI DS will be fully owned by the Airbus Defence and Space GmbH and operate under a new name, Aerospace Data Security GmbH. DSI Datensicherheit GmbH provides cryptography and communication systems for the aerospace sector. The company was founded in 1997 and is based in Stuhr, Germany.</p>		
<p><i>*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.</i></p>		

## Selected Valuation Metrics

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

Company	Market & Capitalization			LTM Performance <sup>(3)</sup>			Valuation		Margins		
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA <sup>(4)</sup>	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
<b>Aerospace</b>											
Raytheon Technologies Corporation (RTX)	\$94.91	\$140,758	\$169,377	\$64,853	\$11,350	\$2.17	2.61x	14.9x	NM	20.0%	17.5%
Honeywell International Inc. (HON)	193.51	131,729	143,066	34,314	8,415	6.21	4.17x	17.0x	31.1x	31.9%	24.5%
The Boeing Company (BA)	148.84	88,059	133,648	61,060	52	-4.66	2.19x	NM	NM	6.1%	0.1%
Airbus SE (ENXTPA:AIR)	111.22	87,609	86,169	59,641	8,303	4.99	1.44x	10.4x	22.3x	19.2%	13.9%
Thales S.A. (ENXTPA:HO)	128.57	27,383	28,568	18,415	2,332	3.78	1.55x	12.2x	34.0x	24.9%	12.7%
Textron Inc. (TXT)	69.25	14,895	16,945	12,504	1,318	2.60	1.36x	12.9x	26.7x	15.8%	10.5%
Rolls-Royce Holdings plc (LSE:RR.)	1.05	8,748	15,376	15,190	1,349	0.03	1.01x	11.4x	38.7x	19.0%	8.9%
Embraer S.A. (BOVESPA:EMBR3)	2.88	2,113	3,952	4,069	272	0.01	0.97x	14.5x	NM	15.6%	6.7%
<b>Mean</b>		<b>\$62,662</b>	<b>\$74,637</b>	<b>\$33,756</b>	<b>\$4,174</b>	<b>\$1.89</b>	<b>1.91x</b>	<b>13.3x</b>	<b>30.6x</b>	<b>19.1%</b>	<b>11.9%</b>
<b>Median</b>		<b>57,496</b>	<b>57,368</b>	<b>26,364</b>	<b>1,840</b>	<b>2.38</b>	<b>1.50x</b>	<b>12.9x</b>	<b>31.1x</b>	<b>19.1%</b>	<b>11.6%</b>
<b>Defense</b>											
Lockheed Martin Corporation (LMT)	\$432.12	\$115,175	\$124,937	\$65,750	\$8,743	\$16.15	1.90x	14.3x	26.8x	13.4%	13.3%
Northrop Grumman Corporation (NOC)	439.40	68,302	80,217	35,307	8,807	27.74	2.27x	9.1x	15.8x	21.0%	24.9%
General Dynamics Corporation (GD)	236.53	65,560	75,826	38,472	5,268	8.63	1.97x	14.4x	27.4x	16.8%	13.7%
L3Harris Technologies, Inc. (LHX)	232.26	44,797	52,338	17,350	3,561	7.40	3.02x	14.7x	31.4x	30.2%	20.5%
BAE Systems plc (BA.)	9.29	29,316	34,119	26,433	3,011	0.40	1.29x	11.3x	23.1x	63.9%	11.4%
Huntington Ingalls Industries, Inc. (HII)	212.74	8,524	11,441	9,822	1,003	10.19	1.16x	11.4x	20.9x	14.0%	10.2%
<b>Mean</b>		<b>\$55,279</b>	<b>\$63,146</b>	<b>\$32,189</b>	<b>\$5,066</b>	<b>\$11.75</b>	<b>1.94x</b>	<b>12.5x</b>	<b>24.2x</b>	<b>26.5%</b>	<b>15.7%</b>
<b>Median</b>		<b>55,178</b>	<b>64,082</b>	<b>30,870</b>	<b>4,415</b>	<b>9.41</b>	<b>1.94x</b>	<b>12.8x</b>	<b>24.9x</b>	<b>18.9%</b>	<b>13.5%</b>

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 29, 2022.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash

(3) As of March 31, 2022 excluding GD (April 2, 2022); TXT (April 2, 2022); LHX (April 1, 2022); LMT (March 27, 2022) and ENXTPA:HO, LSE:RR, BOVESPA:EMBR3 and BA. (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.



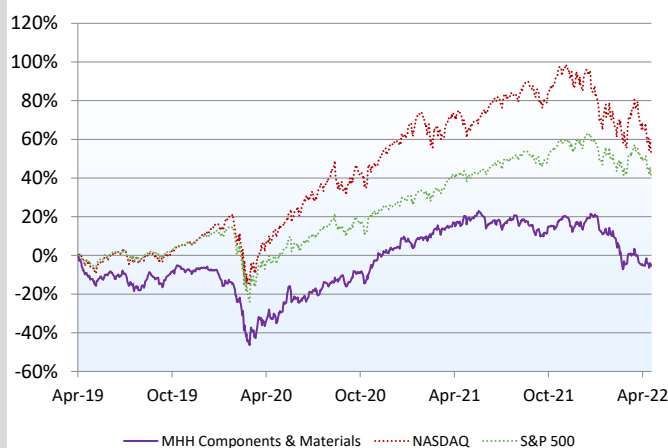
## Comparative Index Performance

The Mufson Howe Hunter Components & Materials Index<sup>(a)</sup> decreased by 15.5% during the three months ending April 30, 2022.

### Last Three Years

Daily from April 30, 2019 to April 30, 2022

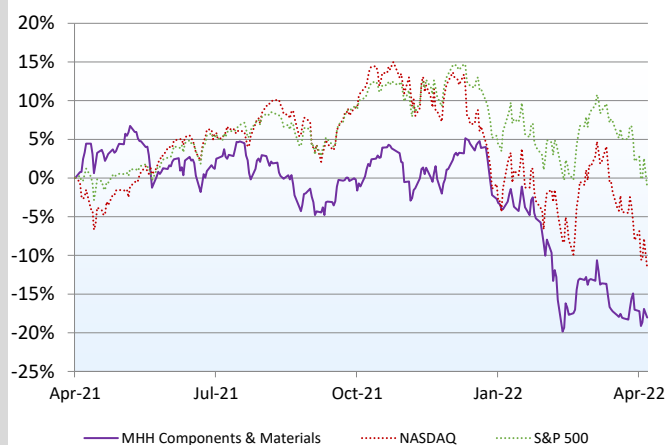
Price as Percent of Base (April 30, 2019 = 0%)



### Last Twelve Months

Daily from April 30, 2021 to April 30, 2022

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



## Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Components & Materials Index <sup>(a)</sup>	-5.3%	-18.0%	-15.5%
NASDAQ	52.4%	-11.7%	-13.4%
S&P 500	40.3%	-1.2%	-8.5%

(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*
		\$1,864.0
<p>Prince International Corporation signed a definitive agreement to acquire Ferro Corporation (NYSE:FOE) for \$1.9 billion on May 11, 2021. Ferro Corporation produces and markets specialty materials globally. The company operates through two segments, Functional Coatings and Color Solutions.</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 <sup>(3)</sup>			Valuation			Margins	
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA <sup>(4)</sup>	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
<b>Electronic Components</b>											
Amphenol Corp. (APH)	\$71.50	\$42,695	\$46,406	\$11,451	\$2,704	\$2.16	4.05x	17.2x	33.0x	31.4%	23.6%
TE Connectivity Ltd (TEL)	124.78	40,201	43,614	15,488	3,678	5.41	2.82x	11.9x	23.1x	33.0%	23.7%
Corning Inc. (GLW)	35.19	29,722	35,668	14,472	3,849	1.83	2.46x	9.3x	19.3x	36.4%	26.6%
Omron Corp. (TSE:6645)	59.53	11,857	11,143	6,283	905	2.13	1.77x	12.3x	27.9x	45.5%	14.4%
Belden Inc. (BDC)	51.63	2,283	3,186	2,510	394	3.79	1.27x	8.1x	13.6x	36.1%	15.7%
Vishay Intertechnology (VSH)	18.63	2,700	2,361	3,330	670	2.08	0.71x	3.5x	9.0x	28.4%	20.1%
Alps Electric Ltd (TSE:6770)	8.90	1,844	1,915	6,611	661	0.90	0.29x	2.9x	9.8x	17.3%	10.0%
Encore Wire Corp. (WIRE)	112.81	2,225	1,759	2,872	878	25.97	0.61x	2.0x	4.3x	35.8%	30.6%
<b>Mean</b>		<b>\$16,691</b>	<b>\$18,256</b>	<b>\$7,877</b>	<b>\$1,717</b>	<b>\$5.53</b>	<b>1.75x</b>	<b>8.4x</b>	<b>17.5x</b>	<b>33.0%</b>	<b>20.6%</b>
<b>Median</b>		<b>7,278</b>	<b>7,165</b>	<b>6,447</b>	<b>891</b>	<b>2.15</b>	<b>1.52x</b>	<b>8.7x</b>	<b>16.5x</b>	<b>34.4%</b>	<b>21.9%</b>
<b>Specialty Materials</b>											
3M Company (MMM)	\$144.22	\$82,070	\$96,389	\$35,333	\$9,458	\$7.62	2.73x	10.2x	18.9x	46.3%	26.8%
BASF SE (DE:BAS)	53.12	48,007	66,624	91,403	12,940	5.27	0.73x	5.1x	10.1x	24.8%	14.2%
Dow Inc. (DOW)	66.50	48,419	61,537	58,350	11,921	7.82	1.05x	5.2x	8.5x	20.3%	20.4%
DuPont de Nemours (DD)	65.93	33,527	43,390	16,910	4,124	2.56	2.57x	10.5x	25.8x	34.6%	24.4%
PPG Industries, Inc. (PPG)	127.99	30,231	37,246	17,229	2,185	4.28	2.16x	17.0x	29.9x	37.8%	12.7%
Celanese Corp. (CE)	146.94	15,915	19,906	9,277	2,627	13.79	2.15x	7.6x	10.7x	31.7%	28.3%
Akzo Nobel N.V. (ENXTAM:AKZA)	87.58	15,476	18,533	10,941	1,423	3.41	1.69x	13.0x	25.7x	39.0%	13.0%
Evonik Industries AG (DE:EVK)	26.36	12,282	15,363	17,879	2,566	1.94	0.86x	6.0x	13.6x	26.7%	14.4%
Solvay SA (ENXTBR:SOLB)	95.44	9,891	10,912	13,911	2,265	9.03	0.78x	4.8x	10.6x	24.6%	16.3%
<b>Mean</b>		<b>\$32,869</b>	<b>\$41,100</b>	<b>\$30,137</b>	<b>\$5,501</b>	<b>\$6.19</b>	<b>1.64x</b>	<b>8.8x</b>	<b>17.1x</b>	<b>31.8%</b>	<b>18.9%</b>
<b>Median</b>		<b>30,231</b>	<b>37,246</b>	<b>17,229</b>	<b>2,627</b>	<b>5.27</b>	<b>1.69x</b>	<b>7.6x</b>	<b>13.6x</b>	<b>31.7%</b>	<b>16.3%</b>
<b>Vehicle Parts and Supplies</b>											
Johnson Controls Inc. (JCI)	\$59.87	\$42,051	\$51,470	\$24,693	\$4,110	\$2.12	2.08x	12.5x	28.3x	33.4%	16.6%
Denso Corp. (TSE:6902)	61.31	46,796	49,077	45,420	5,663	2.31	1.08x	8.7x	26.6x	14.5%	12.5%
Aptiv PLC (APTIV)	106.40	28,825	30,363	15,773	1,829	1.53	1.93x	16.6x	NM	14.6%	11.6%
Continental AG (DB:CON)	69.68	13,915	18,599	38,289	2,271	4.47	0.49x	8.2x	15.6x	22.2%	5.9%
Lear Corp. (LEA)	127.94	7,646	9,676	19,117	1,231	4.22	0.51x	7.9x	30.3x	7.0%	6.4%
Autoliv, Inc. (ALV)	73.68	6,436	7,632	8,112	898	3.20	0.94x	8.5x	23.0x	16.5%	11.1%
Bosch Ltd. (BSE:500530)	189.43	5,587	5,179	1,552	192	4.19	3.34x	NM	NM	38.1%	12.4%
Stanley Electric Co. Ltd. (TSE:6923)	17.29	2,766	2,117	3,150	528	0.89	0.67x	4.0x	19.3x	18.5%	16.7%
<b>Mean</b>		<b>\$19,253</b>	<b>\$21,764</b>	<b>\$19,513</b>	<b>\$2,090</b>	<b>\$2.87</b>	<b>1.38x</b>	<b>9.5x</b>	<b>23.8x</b>	<b>20.6%</b>	<b>11.7%</b>
<b>Median</b>		<b>10,781</b>	<b>14,137</b>	<b>17,445</b>	<b>1,530</b>	<b>2.76</b>	<b>1.01x</b>	<b>8.5x</b>	<b>24.8x</b>	<b>17.5%</b>	<b>12.0%</b>

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 29, 2022.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash

(3) As of March 31, 2022 excluding BDC (April 3, 2022); VSH and LEA (April 2, 2022) and TEL (March 25, 2022).

(4) Excludes non-recurring and discontinued operations.

## Comparative Index Performance

The Mufson Howe Hunter Industrial Equipment Index<sup>(a)</sup> decreased by 10.9% during the three months ending April 30, 2022.

### Last Three Years

Daily from April 30, 2019 to April 30, 2022

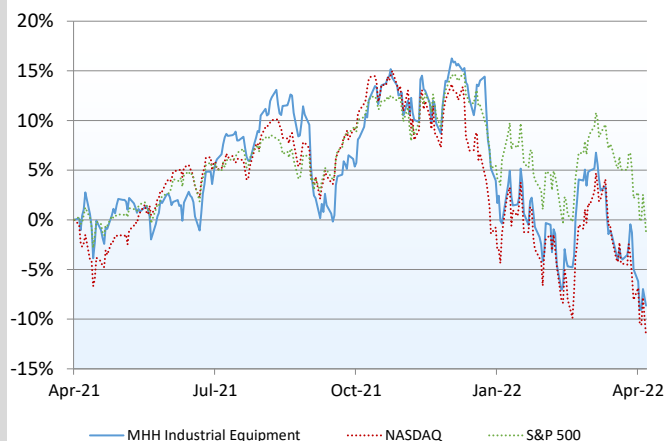
Price as Percent of Base (April 30, 2019 = 0%)



### Last Twelve Months

Daily from April 30, 2021 to April 30, 2022

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





### Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Industrial Equipment Index <sup>(a)</sup>	95.2%	-8.6%	-10.9%
NASDAQ	52.4%	-11.7%	-13.4%
S&P 500	40.3%	-1.2%	-8.5%

(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*
		\$183.3
<p>Tupy S.A. (BOVESPA:TUPY3) agreed to acquire MWM do Brasil from Navistar International Corporation for approximately BRL 870 million on April 18, 2022. The acquisition price representing approximately 4.0x MWM's 2021 EBITDA, paid after closing and will be subject to price adjustments that are common to this type of transaction. MWM do Brasil Marketplace Ltda designs and manufactures bus and truck engines, stationary engines, and generators.</p>		

\*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 <sup>(3)</sup>			Valuation			Margins	
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA <sup>(4)</sup>	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
<b>Construction Equipment</b>											
Deere & Company (DE)	\$377.55	\$115,826	\$159,813	\$44,413	\$8,246	\$14.32	3.60x	19.4x	26.4x	26.5%	18.6%
Caterpillar Inc. (CAT)	210.54	112,297	144,251	52,673	10,455	9.30	2.74x	13.8x	22.6x	25.3%	19.8%
Cummins Inc. (CMI)	189.19	26,879	29,251	24,314	2,938	11.21	1.20x	10.0x	16.9x	23.6%	12.1%
Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOS: A009540)	72.76	5,145	7,198	12,941	(1195)	(12.42)	0.56x	NM	NM	NM	NM
Oshkosh Corp. (OSK)	92.44	6,082	5,732	7,224	75	(1.01)	0.79x	NM	NM	7.9%	1.0%
Terex Corp. (TEX)	34.00	2,356	2,878	4,025	391	2.77	0.72x	7.4x	12.3x	19.1%	9.7%
<b>Mean</b>		<b>\$44,764</b>	<b>\$58,187</b>	<b>\$24,265</b>	<b>\$3,485</b>	<b>\$4.03</b>	<b>1.60x</b>	<b>12.6x</b>	<b>19.5x</b>	<b>20.5%</b>	<b>12.3%</b>
<b>Median</b>		<b>16,481</b>	<b>18,225</b>	<b>18,627</b>	<b>1,665</b>	<b>6.03</b>	<b>1.00x</b>	<b>11.9x</b>	<b>19.8x</b>	<b>23.6%</b>	<b>12.1%</b>
<b>Electrical Equipment</b>											
Schneider Electric SE (ENXTPA:SU)	\$145.12	\$80,642	\$93,212	\$32,873	\$6,116	\$5.55	2.84x	15.2x	26.1x	41.0%	18.6%
Eaton Corporation plc (ETN)	145.02	57,946	66,509	19,779	3,549	3.65	3.36x	18.7x	39.7x	32.4%	17.9%
Emerson Electric Co. (EMR)	90.18	53,567	58,186	18,908	4,130	3.37	3.08x	14.1x	26.7x	41.0%	21.8%
Rockwell Automation Inc. (ROK)	252.67	29,359	33,592	7,321	1,278	5.23	4.59x	26.3x	NM	39.6%	17.5%
Ametek Inc. (AME)	126.26	29,188	31,562	5,789	1,672	3.43	5.45x	18.9x	36.8x	34.5%	28.9%
Hubbell Inc. (HUBB)	195.36	10,483	11,684	4,394	705	5.87	2.66x	16.6x	33.3x	27.7%	16.1%
Regal Rexnord Corporation (RRX)	127.24	8,554	10,030	4,295	691	4.75	2.34x	14.5x	26.8x	29.8%	16.1%
Powell Industries, Inc. (POWL)	19.30	227	129	480	8	(0.08)	0.27x	15.4x	NM	15.0%	1.8%
<b>Mean</b>		<b>\$33,746</b>	<b>\$38,113</b>	<b>\$11,730</b>	<b>\$2,269</b>	<b>\$3.97</b>	<b>3.07x</b>	<b>17.5x</b>	<b>31.6x</b>	<b>32.6%</b>	<b>17.3%</b>
<b>Median</b>		<b>29,273</b>	<b>32,577</b>	<b>6,555</b>	<b>1,475</b>	<b>4.20</b>	<b>2.96x</b>	<b>16.0x</b>	<b>30.0x</b>	<b>33.4%</b>	<b>17.7%</b>
<b>Measurement, Control, and Testing Devices</b>											
Danaher Corporation (DHR)	\$251.13	\$179,783	\$202,218	\$30,283	\$10,492	\$6.81	6.68x	19.3x	36.9x	60.9%	34.6%
Xcerra Corporation (XCRA)	40.26	30,895	37,450	30,981	5,062	2.49	1.21x	7.4x	16.2x	33.9%	16.3%
Entegris, Inc. (ENTG)	111.39	15,136	15,783	2,436	747	2.54	6.48x	21.1x	NM	46.6%	30.7%
MKS Instruments, Inc. (MKSI)	113.98	6,328	6,301	2,998	856	8.09	2.10x	7.4x	14.1x	46.4%	28.6%
Azenta, Inc. (NasdaqGS:AZTA) <sup>(5)</sup>	74.96	5,566	5,446	551	67	(0.10)	9.88x	NM	NM	48.3%	12.2%
Onto Innovation Inc. (ONTO)	71.14	3,517	3,023	861	254	2.36	3.51x	11.9x	30.1x	54.6%	29.5%
FormFactor, Inc. (FORM)	38.11	2,979	2,744	780	156	0.91	3.52x	17.6x	NM	44.1%	19.9%
Nova Measuring Instruments Ltd. (NVMJ)	98.61	2,787	2,460	466	144	2.69	5.28x	17.1x	36.7x	57.6%	30.9%
Axcelis Technologies, Inc. (ACLS)	54.45	1,807	1,568	733	162	2.71	2.14x	9.7x	20.1x	43.6%	22.0%
Cohu, Inc. (COHU)	26.56	1,292	1,068	859	171	1.52	1.24x	6.3x	17.5x	43.7%	19.9%
FARO Technologies, Inc. (FARO)	34.29	626	542	338	10	(0.15)	1.60x	NM	NM	54.6%	3.1%
<b>Mean</b>		<b>\$22,792</b>	<b>\$25,328</b>	<b>\$6,481</b>	<b>\$1,647</b>	<b>\$2.72</b>	<b>3.97x</b>	<b>13.1x</b>	<b>24.5x</b>	<b>48.6%</b>	<b>22.5%</b>
<b>Median</b>		<b>3,517</b>	<b>3,023</b>	<b>859</b>	<b>171</b>	<b>2.49</b>	<b>3.51x</b>	<b>11.9x</b>	<b>20.1x</b>	<b>46.6%</b>	<b>22.0%</b>
<b>Semiconductor Capital Equipment</b>											
ASML Holding NV (ASML)	\$577.51	\$230,428	\$229,615	\$19,626	\$6,877	\$10.07	NM	NM	NM	51.7%	35.0%
Applied Materials, Inc. (AMAT)	110.35	97,483	97,503	24,172	8,164	5.17	4.03x	11.9x	21.4x	47.7%	33.8%
Lam Research Corp. (LRCX)	465.76	64,608	65,261	16,737	5,543	22.37	3.90x	11.8x	20.8x	45.9%	33.1%
Tokyo Electron Ltd (TSE:8035)	427.45	66,563	63,297	16,501	5,239	19.80	3.84x	12.1x	21.6x	45.5%	31.7%
KLA-Tencor Corp. (KLAC)	319.26	47,645	48,858	8,651	3,744	13.23	5.65x	13.1x	24.1x	60.9%	43.3%
Teradyne Inc. (TER)	105.46	17,042	16,009	3,677	1,291	4.00	4.35x	12.4x	26.3x	59.8%	35.1%
Veeco Instruments Inc. (VECO)	22.92	1,159	1,202	606	91	0.47	1.98x	13.2x	NM	41.8%	15.0%
<b>Mean</b>		<b>\$74,990</b>	<b>\$74,535</b>	<b>\$12,853</b>	<b>\$4,421</b>	<b>\$10.73</b>	<b>3.96x</b>	<b>12.3x</b>	<b>22.8x</b>	<b>50.5%</b>	<b>32.4%</b>
<b>Median</b>		<b>64,608</b>	<b>63,297</b>	<b>16,501</b>	<b>5,239</b>	<b>10.07</b>	<b>3.97x</b>	<b>12.2x</b>	<b>21.6x</b>	<b>47.7%</b>	<b>33.8%</b>

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months  
 ‡ = excluded from Mean and Median calculations  
 Source: CapitalIQ

- (1) As of close April 29, 2022.
- (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 December 31, 2021 excluding AMAT and DE (May 1, 2022); ASML and TER (April 3, 2022); ENTG and ONTO (April 2, 2022); DHR (April 1, 2022); LRCX (March 27, 2022); COHU and FORM (March 26, 2022) and ENXTPA:SU and XCRA (December 31, 2021).
- (4) Excludes non-recurring and discontinued operations.
- (5) Effective December 1, 2021 Brooks, Inc. (formerly BRKS) began trading as Azenta, Inc. (NasdaqGS:AZTA), per announcement on November 16, 2021.

## Comparative Index Performance

The Mufson Howe Hunter Industrial & Technical Services Index<sup>(a)</sup> decreased by 0.3% during the three months ending April 30, 2022.

### Last Three Years

Daily from April 30, 2019 to April 30, 2022

Price as Percent of Base (April 30, 2019 = 0%)



### Last Twelve Months

Daily from April 30, 2021 to April 30, 2022

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



## Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Industrial & Technical Services Index <sup>(a)</sup>	53.4%	6.9%	-0.3%
NASDAQ	52.4%	-11.7%	-13.4%
S&P 500	40.3%	-1.2%	-8.5%

(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

*No selected transactions for the Month of April 2022.*

# Industrial & Technical Services

## Selected Valuation Metrics

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

Company	Market & Capitalization			LTM Performance <sup>(3)</sup>			Valuation		Margins		
	Price <sup>(1)</sup>	Equity Value	Enterprise Value <sup>(2)</sup>	Revenue	EBITDA <sup>(4)</sup>	EPS	Enterprise Value/Revenue	Price/EPS	Gross Profit	EBITDA	
<b>Industrial Distribution</b>											
Fastenal Company (FAST)	\$55.31	\$31,837	\$32,218	\$6,298	\$1,468	\$1.39	5.12x	22.0x	39.7x	46.5%	23.3%
W.W. Grainger, Inc. (GWW)	500.03	25,553	28,204	13,585	1,939	18.57	2.08x	14.5x	26.9x	36.9%	14.3%
WESCO International, Inc. (WCC)	123.26	6,250	11,287	19,108	1,283	10.14	0.59x	8.8x	12.2x	21.1%	6.7%
MSC Industrial Direct Co., Inc. (MSM)	82.86	4,627	5,485	3,408	471	4.30	1.61x	11.6x	19.3x	42.1%	13.8%
MRC Global Inc. (MRC)	11.99	1,002	1,816	2,799	76	0.10	0.65x	23.9x	NM	16.1%	2.7%
Transcat, Inc. (TRNS)	73.00	549	594	205	24	1.09	2.90x	25.1x	NM	28.5%	11.6%
<b>Mean</b>		<b>\$11,636</b>	<b>\$13,267</b>	<b>\$7,567</b>	<b>\$877</b>	<b>\$5.93</b>	<b>2.16x</b>	<b>17.6x</b>	<b>24.5x</b>	<b>31.9%</b>	<b>12.1%</b>
<b>Median</b>		<b>5,439</b>	<b>8,386</b>	<b>4,853</b>	<b>877</b>	<b>2.85</b>	<b>1.84x</b>	<b>18.2x</b>	<b>23.1x</b>	<b>32.7%</b>	<b>12.7%</b>
<b>Industrial Recycling</b>											
Veolia Environnement S.A. (ENXTPA:VIE)	\$29.40	\$20,207	\$31,094	\$32,421	\$3,582	\$1.12	0.96x	8.7x	26.3x	16.1%	11.0%
Clean Harbors, Inc. (CLH)	104.93	5,794	8,061	4,167	676	3.23	1.93x	11.9x	32.5x	30.4%	16.2%
Commercial Metals Company (CMC)	41.00	4,981	5,730	7,866	1,095	4.51	0.73x	5.2x	9.1x	18.4%	13.9%
Aurubis AG (XTRA:NDA)	115.03	5,020	4,779	20,071	1,307	17.41	0.24x	3.7x	6.6x	11.2%	6.5%
Dowa Holdings Co., Ltd. (TSE:5714)	42.68	2,540	3,519	6,850	716	5.77	0.51x	4.9x	7.4x	12.8%	10.4%
Sims Limited (ASX:SGM)	14.74	2,813	2,980	5,628	295	1.22	0.53x	10.1x	12.1x	13.9%	5.2%
<b>Mean</b>		<b>\$6,893</b>	<b>\$9,360</b>	<b>\$12,834</b>	<b>\$1,278</b>	<b>\$5.55</b>	<b>0.82x</b>	<b>7.4x</b>	<b>15.7x</b>	<b>17.1%</b>	<b>10.6%</b>
<b>Median</b>		<b>5,001</b>	<b>5,254</b>	<b>7,358</b>	<b>905</b>	<b>3.87</b>	<b>0.63x</b>	<b>7.0x</b>	<b>10.6x</b>	<b>15.0%</b>	<b>10.7%</b>
<b>Technical Services</b>											
Jacobs Engineering Group Inc. (J)	\$138.55	\$17,903	\$21,329	\$14,378	\$1,409	\$4.36	1.48x	15.1x	31.8x	23.7%	9.8%
AECOM (ACM)	70.56	9,973	12,020	13,242	848	1.99	0.91x	14.2x	35.4x	6.3%	6.4%
KBR, Inc. (KBR)	49.23	6,871	8,587	7,592	526	0.07	1.13x	16.3x	NM	11.0%	6.9%
Tetra Tech, Inc. (TTEK)	139.28	7,521	7,824	2,726	332	3.36	2.87x	23.57	NM	19.8%	12.2%
John Wood Group PLC (LSE:WG.)	2.80	1,900	3,619	6,401	286	0.06	0.57x	12.7x	NM	11.9%	4.5%
Fluor Corporation (FLR)	24.75	3,495	2,625	12,210	311	0.51	0.21x	8.5x	NM	3.6%	2.5%
NV5 Global, Inc. (NVEE)	119.80	1,851	1,981	744	123	2.98	2.66x	16.2x	NM	50.4%	16.5%
Primoris Services Corporation (PRIM)	23.18	1,236	1,861	3,464	262	1.65	0.54x	7.1x	14.1x	11.3%	7.6%
Balfour Beatty plc (LSE:BBY)	3.05	1,916	1,405	9,729	57	0.06	0.14x	24.7x	NM	3.3%	0.6%
Cardno Limited (ASX:CDD)	1.20	47	26	645	35	0.47	0.04x	0.7x	2.5x	8.8%	5.4%
<b>Mean</b>		<b>\$5,271</b>	<b>\$6,127</b>	<b>\$7,113</b>	<b>\$419</b>	<b>\$1.55</b>	<b>1.06x</b>	<b>13.9x</b>	<b>21.0x</b>	<b>15.0%</b>	<b>7.2%</b>
<b>Median</b>		<b>2,706</b>	<b>3,122</b>	<b>6,996</b>	<b>298</b>	<b>1.08</b>	<b>0.74x</b>	<b>14.7x</b>	<b>22.9x</b>	<b>11.2%</b>	<b>6.7%</b>

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close April 29, 2022.

(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 December 31, 2021 excluding TTEK (April 3, 2022); NVEE (April 2, 2022); J (April 1, 2022); TRNS (March 26, 2022); CMC (February 28, 2022); MSM (February 26, 2022) and ASX:CDD, ASX:SGM, ENXTPA:VIE, LSE:BBY and LSE:WG. (December 31, 2021).

(4) Excludes non-recurring and discontinued operations.

## Selected News – Aerospace & Defense

**Embraer S.A. (NYSE:ERJ)** reported net income of (\$49.3) million for fiscal year 2021 as compared to (\$696.3) million for the prior year. Earnings per share were (\$0.07) versus (\$0.95) for the prior year. Revenues for the year increased to \$4,068.7 million from \$3,782.2 million for fiscal year 2020.

**General Dynamics Corporation (NYSE:GD)** reported first quarter net income of \$730.0 million for fiscal year 2022 as compared to \$708.0 million for the prior year period. Earnings per share were \$2.61 versus \$2.48 for the prior year period. Revenues for the quarter increased to \$9,392.0 million from \$9,389.0 million for the same period in fiscal year 2021.

**L3Harris Technologies, Inc. (NYSE:LHX)** reported first quarter net income of \$475.0 million for fiscal year 2022 as compared to \$468.0 million for the prior year period. Earnings per share were \$2.44 versus \$2.25 for the prior year period. Revenues for the quarter decreased to \$4,103.0 million from \$4,567.0 million for the same period in fiscal year 2021.

**Lockheed Martin Corporation (NYSE:LMT)** reported first quarter net income of \$1,733.0 million for fiscal year 2022 as compared to \$1,837.0 million for the prior year period. Earnings per share were \$6.44 versus \$6.56 for the prior year period. Revenues for the quarter decreased to \$14,964.0 million from \$16,258.0 million for the same period in fiscal year 2021.

**Northrop Grumman Corporation (NYSE:NOC)** reported first quarter net income of \$955.0 million for fiscal year 2022 as compared to \$2,195.0 million for the prior year period. Earnings per share were \$6.10 versus \$13.43 for the prior year period. Revenues for the quarter decreased to \$8,797.0 million from \$9,157.0 million for the same period in fiscal year 2021.

**Raytheon Technologies Corporation (NYSE:RTX)** reported first quarter net income of \$1,084.0 million for fiscal year 2022 as compared to \$753.0 million for the prior year period. Earnings per share were \$0.73 versus \$0.50 for the prior year period. Revenues for the quarter increased to \$15,716.0 million from \$15,251.0 million for the same period in fiscal year 2021.

**Textron Inc. (NYSE:TXT)** reported first quarter net income of \$193.0 million for fiscal year 2023 as compared to \$171.0 million for the prior year period. Earnings per share were \$0.88 versus \$0.75 for the prior year period. Revenues for the quarter increased to \$3,001.0 million from \$2,879.0 million for the same period in fiscal year 2022.

**The Boeing Company (NYSE:BA)** reported first quarter net income of (\$1,219.0) million for fiscal year 2022 as compared to (\$537.0) million for the prior year period. Earnings per share were (\$2.06) versus (\$0.92) for the prior year period. Revenues for the quarter decreased to \$13,991.0 million from \$15,217.0 million for the same period in fiscal year 2021.

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

## Selected News – Components & Materials

**3M Company (NYSE:MMM)** reported first quarter net income of \$1,299.0 million for fiscal year 2022 as compared to \$1,624.0 million for the prior year period. Earnings per share were \$2.26 versus \$2.77 for the prior year period. Revenues for the quarter decreased to \$8,829.0 million from \$8,851.0 million for the same period in fiscal year 2021.

**Akzo Nobel N.V. (ENXTAM:AKZA)** reported first quarter net income of \$171.1 million for fiscal year 2022 as compared to \$254.7 million for the prior year period. Earnings per share were \$0.96 versus \$1.35 for the prior year period. Revenues for the quarter increased to \$2,804.9 million from \$2,656.1 million for the same period in fiscal year 2021.

**Alps Alpine Co., Ltd. (TSE:6770)** reported net income of \$189.1 million for fiscal year 2022 as compared to (\$34.7) million for the prior year. Earnings per share were \$0.91 versus (\$0.17) for the prior year. Revenues for the year increased to \$6,611.4 million from \$6,492.0 million for fiscal year 2021.

**Amphenol Corporation (NYSE:APH)** reported first quarter net income of \$425.7 million for fiscal year 2022 as compared to \$329.6 million for the prior year period. Earnings per share were \$0.68 versus \$0.53 for the prior year period. Revenues for the quarter increased to \$2,951.9 million from \$2,377.1 million for the same period in fiscal year 2021.

**Autoliv, Inc. (NYSE:ALV)** reported first quarter net income of \$83.0 million for fiscal year 2022 as compared to \$157.0 million for the prior year period. Earnings per share were \$0.94 versus \$1.79 for the prior year period. Revenues for the quarter decreased to \$2,124.0 million from \$2,242.0 million for the same period in fiscal year 2021.

**BASF SE (DE:BAS)** reported first quarter net income of \$1,356.4 million for fiscal year 2022 as compared to \$2,016.4 million for the prior year period. Earnings per share were \$1.49 versus \$2.19 for the prior year period. Revenues for the quarter increased to \$25,642.1 million from \$22,770.0 million for the same period in fiscal year 2021.

**Celanese Corporation (NYSE:CE)** reported first quarter net income of \$502.0 million for fiscal year 2022 as compared to \$322.0 million for the prior year period. Earnings per share were \$4.61 versus \$2.82 for the prior year period. Revenues for the quarter increased to \$2,538.0 million from \$1,798.0 million for the same period in fiscal year 2021.

**Corning Incorporated (NYSE:GLW)** reported first quarter net income of \$581.0 million for fiscal year 2022 as compared to \$599.0 million for the prior year period. Earnings per share were \$0.68 versus \$0.67 for the prior year period. Revenues for the quarter increased to \$3,680.0 million from \$3,290.0 million for the same period in fiscal year 2021.

**DENSO Corporation (TSE:6902)** reported net income of \$2,173.2 million for fiscal year 2022 as compared to \$1,130.7 million for the prior year. Earnings per share were \$2.82 versus \$1.46 for the prior year. Revenues for the year increased to \$45,419.8 million from \$44,636.3 million for fiscal year 2021.

**Dow Inc. (NYSE:DOW)** reported first quarter net income of \$1,569.0 million for fiscal year 2022 as compared to \$991.0 million for the prior year period. Earnings per share were \$2.11 versus \$1.32 for the prior year period. Revenues for the quarter increased to \$15,264.0 million from \$11,882.0 million for the same period in fiscal year 2021.

**Encore Wire Corporation (NasdaqGS:WIRE)** reported first quarter net income of \$161.5 million for fiscal year 2022 as compared to \$41.2 million for the prior year period. Earnings per share were \$7.96 versus \$1.99 for the prior year period. Revenues for the quarter increased to \$723.1 million from \$444.1 million for the same period in fiscal year 2021.

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



### Selected News – Components & Materials (cont'd)

**OMRON Corporation (TSE:6645)** reported net income of \$505.6 million for fiscal year 2022 as compared to \$391.6 million for the prior year. Earnings per share were \$2.52 versus \$1.94 for the prior year. Revenues for the year increased to \$6,282.6 million from \$5,927.1 million for fiscal year 2021.

**PPG Industries, Inc. (NYSE:PPG)** reported first quarter net income of \$18.0 million for fiscal year 2022 as compared to \$378.0 million for the prior year period. Earnings per share were \$0.08 versus \$1.58 for the prior year period. Revenues for the quarter increased to \$4,308.0 million from \$3,881.0 million for the same period in fiscal year 2021.

**Stanley Electric Co., Ltd. (TSE:6923)** reported net income of \$176.6 million for fiscal year 2022 as compared to \$207.2 million for the prior year. Earnings per share were \$1.10 versus \$1.29 for the prior year. Revenues for the year decreased to \$3,150.4 million from \$3,252.4 million for fiscal year 2021.

**TE Connectivity Ltd. (NYSE:TEL)** reported second quarter net income of \$560.0 million for fiscal year 2022 as compared to \$506.0 million for the prior year period. Earnings per share were \$1.71 versus \$1.51 for the prior year period. Revenues for the quarter increased to \$4,007.0 million from \$3,738.0 million for the same period in fiscal year 2021.

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

## Selected News – Industrial Equipment

**ASML Holding N.V. (ENXTAM:ASML)** reported first quarter net income of \$767.4 million for fiscal year 2022 as compared to \$1,565.2 million for the prior year period. Earnings per share were \$1.91 versus \$3.76 for the prior year period. Revenues for the quarter decreased to \$3,901.1 million from \$5,130.4 million for the same period in fiscal year 2021.

**Caterpillar Inc. (NYSE:CAT)** reported first quarter net income of \$1,537.0 million for fiscal year 2022 as compared to \$1,530.0 million for the prior year period. Earnings per share were \$2.86 versus \$2.77 for the prior year period. Revenues for the quarter increased to \$13,589.0 million from \$11,887.0 million for the same period in fiscal year 2021.

**Cohu, Inc. (NasdaqGS:COHU)** reported first quarter net income of \$21.6 million for fiscal year 2022 as compared to \$27.6 million for the prior year period. Earnings per share were \$0.44 versus \$0.61 for the prior year period. Revenues for the quarter decreased to \$197.8 million from \$225.5 million for the same period in fiscal year 2021.

**Danaher Corporation (NYSE:DHR)** reported first quarter net income of \$1,725.0 million for fiscal year 2022 as compared to \$1,702.0 million for the prior year period. Earnings per share were \$2.31 versus \$2.29 for the prior year period. Revenues for the quarter increased to \$7,688.0 million from \$6,858.0 million for the same period in fiscal year 2021.

**Entegris, Inc. (NasdaqGS:ENTG)** reported first quarter net income of \$125.7 million for fiscal year 2022 as compared to \$84.7 million for the prior year period. Earnings per share were \$0.92 versus \$0.62 for the prior year period. Revenues for the quarter increased to \$649.6 million from \$512.8 million for the same period in fiscal year 2021.

**FARO Technologies, Inc. (NasdaqGS:FARO)** reported first quarter net income of (\$9.7) million for fiscal year 2022 as compared to (\$3.2) million for the prior year period. Earnings per share were (\$0.53) versus (\$0.18) for the prior year period. Revenues for the quarter increased to \$76.7 million from \$76.3 million for the same period in fiscal year 2021.

**FormFactor, Inc. (NasdaqGS:FORM)** reported first quarter net income of \$29.9 million for fiscal year 2022 as compared to \$19.6 million for the prior year period. Earnings per share were \$0.38 versus \$0.25 for the prior year period. Revenues for the quarter increased to \$197.2 million from \$186.6 million for the same period in fiscal year 2021.

**Hubbell Incorporated (NYSE:HUBB)** reported first quarter net income of \$180.2 million for fiscal year 2022 as compared to \$77.7 million for the prior year period. Earnings per share were \$3.31 versus \$1.41 for the prior year period. Revenues for the quarter increased to \$1,156.1 million from \$956.3 million for the same period in fiscal year 2021.

**Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540)** reported first quarter net income of (\$190.7) million for fiscal year 2022 as compared to \$39.7 million for the prior year period. Earnings per share were (\$2.70) versus \$0.56 for the prior year period. Revenues for the quarter decreased to \$3,217.0 million from \$3,264.9 million for the same period in fiscal year 2021.

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

## Selected News – Industrial Equipment (cont'd)

**KLA Corporation (NasdaqGS:KLAC)** reported third quarter net income of \$730.6 million for fiscal year 2022 as compared to \$567.5 million for the prior year period. Earnings per share were \$4.83 versus \$3.66 for the prior year period. Revenues for the quarter increased to \$2,288.7 million from \$1,803.8 million for the same period in fiscal year 2021.

**Lam Research Corporation (NasdaqGS:LRCX)** reported third quarter net income of \$1,021.8 million for fiscal year 2022 as compared to \$1,071.1 million for the prior year period. Earnings per share were \$7.30 versus \$7.41 for the prior year period. Revenues for the quarter increased to \$4,060.4 million from \$3,847.7 million for the same period in fiscal year 2021.

**MKS Instruments, Inc. (NasdaqGS:MKSI)** reported first quarter net income of \$143.0 million for fiscal year 2022 as compared to \$122.0 million for the prior year period. Earnings per share were \$2.57 versus \$2.20 for the prior year period. Revenues for the quarter increased to \$742.0 million from \$694.0 million for the same period in fiscal year 2021.

**Oshkosh Corporation (NYSE:OSK)** reported first quarter net income of (\$2.1) million for fiscal year 2022 as compared to \$69.5 million for the prior year period. Earnings per share were (\$0.03) versus \$1.01 for the prior year period. Revenues for the quarter increased to \$1,945.7 million from \$1,576.5 million for the same period in fiscal year 2021.

**Schneider Electric S.E. (ENXTPA:SU)** reported net income of \$3,643.8 million for fiscal year 2021 as compared to \$2,600.6 million for the prior year. Earnings per share were \$6.45 versus \$4.66 for the prior year. Revenues for the year increased to \$32,872.7 million from \$30,775.5 million for fiscal year 2020.

**Teradyne, Inc. (NasdaqGS:TER)** reported first quarter net income of \$161.9 million for fiscal year 2022 as compared to \$205.5 million for the prior year period. Earnings per share were \$0.92 versus \$1.09 for the prior year period. Revenues for the quarter decreased to \$755.4 million from \$781.6 million for the same period in fiscal year 2021.

**Terex Corporation (NYSE:TEX)** reported first quarter net income of \$51.9 million for fiscal year 2022 as compared to \$40.1 million for the prior year period. Earnings per share were \$0.73 versus \$0.57 for the prior year period. Revenues for the quarter increased to \$1,002.5 million from \$864.2 million for the same period in fiscal year 2021.

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

### Selected News – Industrial & Technical Services

**Fastenal Company (NasdaqGS:FAST)** reported first quarter net income of \$269.6 million for fiscal year 2022 as compared to \$210.6 million for the prior year period. Earnings per share were \$0.47 versus \$0.37 for the prior year period. Revenues for the quarter increased to \$1,704.1 million from \$1,417.0 million for the same period in fiscal year 2021.

**John Wood Group PLC (LSE:WG.)** reported net income of (\$139.5) million for fiscal year 2021 as compared to (\$229.5) million for the prior year. Earnings per share were (\$0.21) versus (\$0.34) for the prior year. Revenues for the year decreased to \$6,400.6 million from \$7,564.3 million for fiscal year 2020.

**KBR, Inc. (NYSE:KBR)** reported first quarter net income of (\$71.0) million for fiscal year 2022 as compared to \$49.0 million for the prior year period. Earnings per share were (\$0.51) versus \$0.33 for the prior year period. Revenues for the quarter increased to \$1,714.0 million from \$1,461.0 million for the same period in fiscal year 2021.

**KBR, Inc. (NYSE:KBR)** announced that **Sir John Manzoni** has been appointed as a **Non-Executive Director**.

**W.W. Grainger, Inc. (NYSE:GWW)** reported first quarter net income of \$366.0 million for fiscal year 2022 as compared to \$238.0 million for the prior year period. Earnings per share were \$7.07 versus \$4.48 for the prior year period. Revenues for the quarter increased to \$3,647.0 million from \$3,084.0 million for the same period in fiscal year 2021.

*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
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
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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