



## Manufacturing Update

### June 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

	Apr-22	Jun-22	Trend
PMI	55.4	56.1	Positive
Total Unemployment	3.6	3.6	Neutral
CPI Monthly Change	0.3	1.0	Negative
PPI Monthly Change	0.5	0.8	Negative
Industrial Production	105.5	105.7	Positive
Capacity Utilization	78.9	79.0	Neutral
Manufacturing Production	103.2	103.1	Neutral
Manufacturing Utilization	79.2	79.1	Neutral

#### Sector Index Performance

	3-Year	1-Year	3-Month
Aerospace & Defense	-6.9%	-5.6%	-7.3%
Components & Materials	12.8%	-20.2%	-7.8%
Industrial Equipment	122.7%	-8.9%	-6.6%
Industrial & Technical Services	66.3%	2.5%	-1.3%
NASDAQ	62.1%	-12.1%	-12.1%
S&P	50.2%	-1.7%	-5.5%

## 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 18 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.

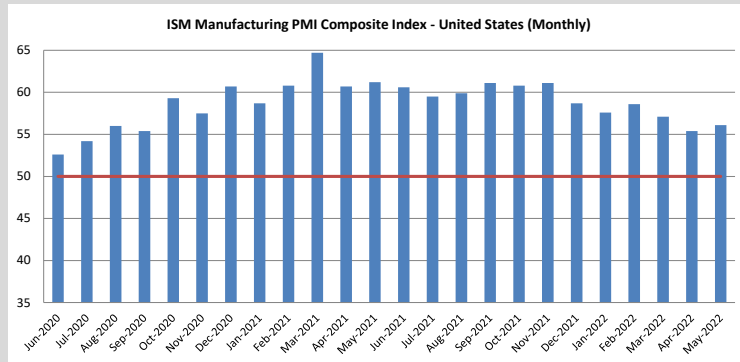
The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond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



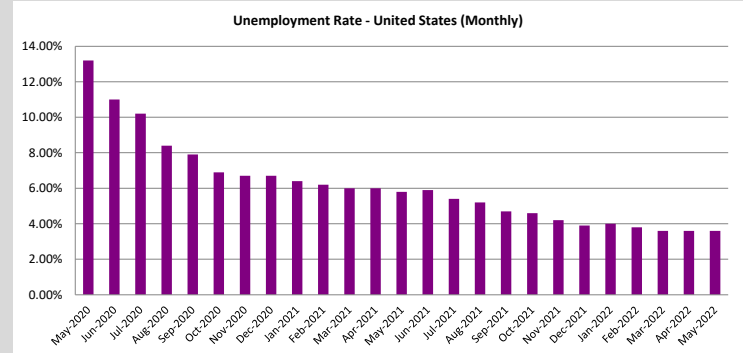
Source: Institute for Supply Management

### Commentary

Economic activity in the manufacturing sector grew in May, with the overall economy achieving a 24<sup>th</sup> consecutive month of growth. New Orders, Production, Exports, Backlog, and Raw Material Inventories all grew in May 2022, while Employment and Imports contracted and Prices increased at a slower rate.

## Unemployment Rate

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



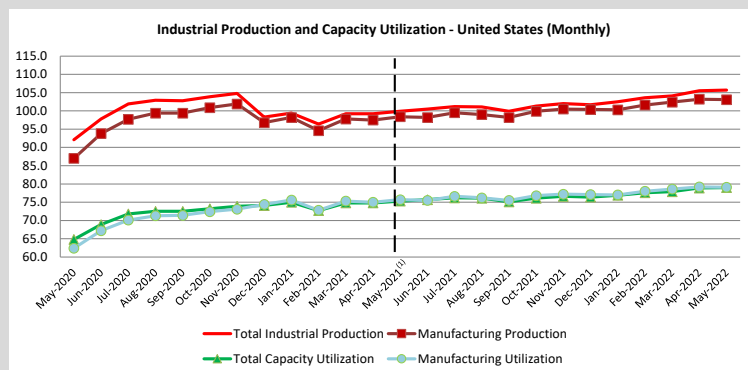
Source: United States Bureau of Labor

### Commentary

The unemployment rate remained at 3.6% for the third consecutive month in May, and the number of unemployed persons was essentially unchanged at 6.0 million. Notable job gains occurred in leisure & hospitality, business services and transportation & warehousing. Total nonfarm payroll employment rose by 390,000.

## 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

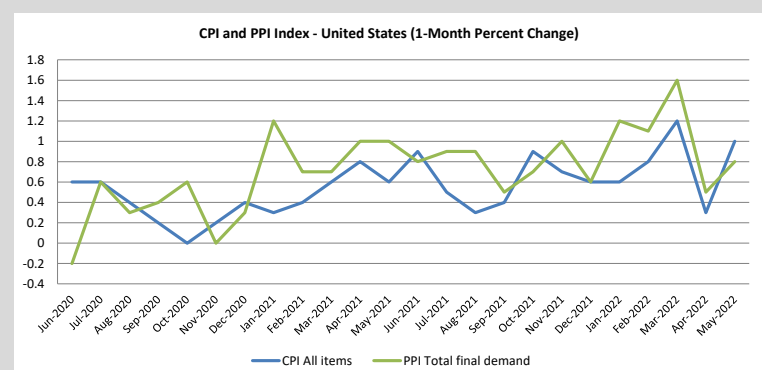
(1) Index was revised May 28, 2021 to reflect 2017 as a base year (rather than 2012) and adopt 2017 NAICS groups, retroactively beginning in December 2020.

### Commentary

Industrial production rose 0.2% in May. At 105.7% of its 2017 average, total industrial production in May was 5.8% above its prior-year level. Capacity utilization increased slightly to 79.0%, a rate that is 0.5% 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 1.0% in May, driven by increases in the shelter, gasoline and food indexes. The PPI for final demand increased by 0.8% in May, driven by a 1.4% increase in prices for final demand goods (over 70% of which was related to a 5.0% increase in prices for final demand energy).

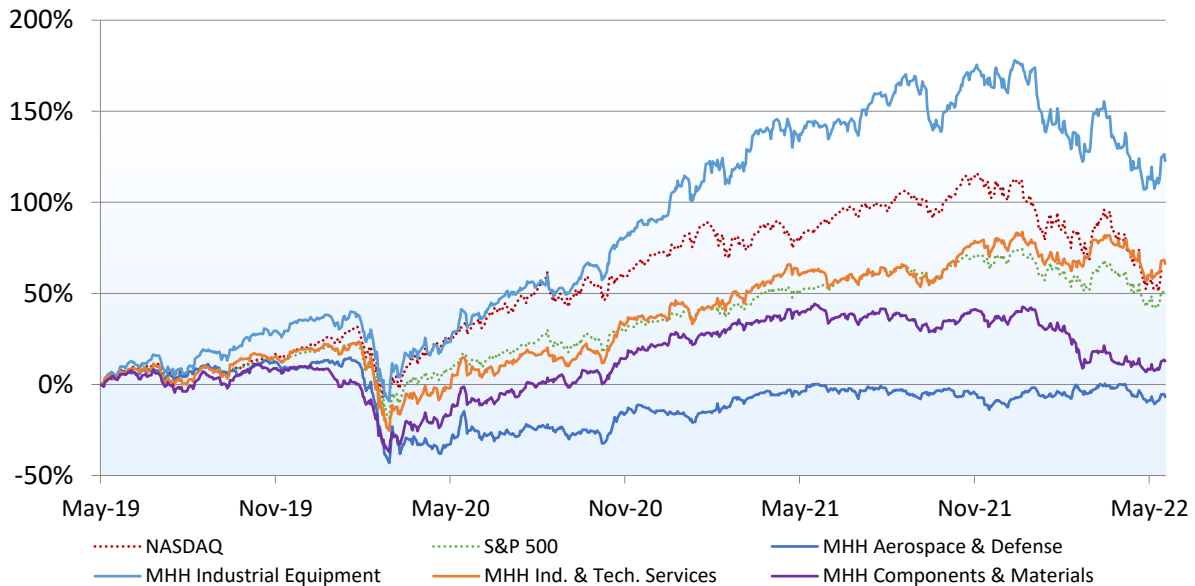
# Sector Index Performance

## Comparative Sector Index Performance (Last Three Years)

### Last Three Years

Daily from May 31, 2019 to May 31, 2022

Price as Percent of Base (May 31, 2019 = 0%)



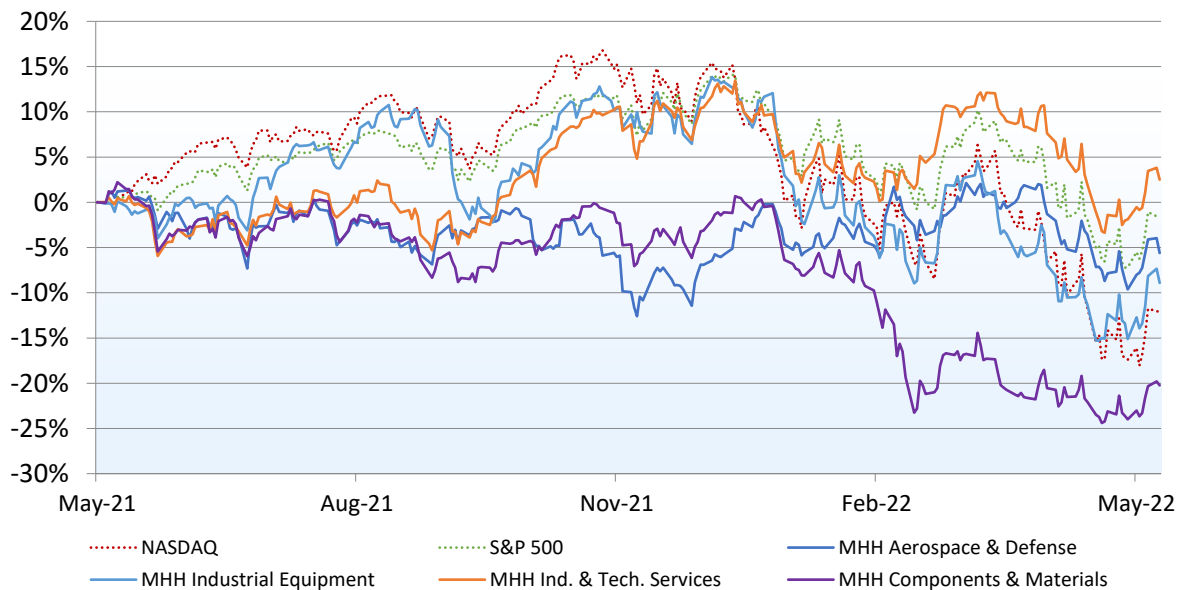
Source: CapitalIQ

## Comparative Sector Index Performance (Last Twelve Months)

### Last Twelve Months

Daily from May 28, 2021 to May 31, 2022

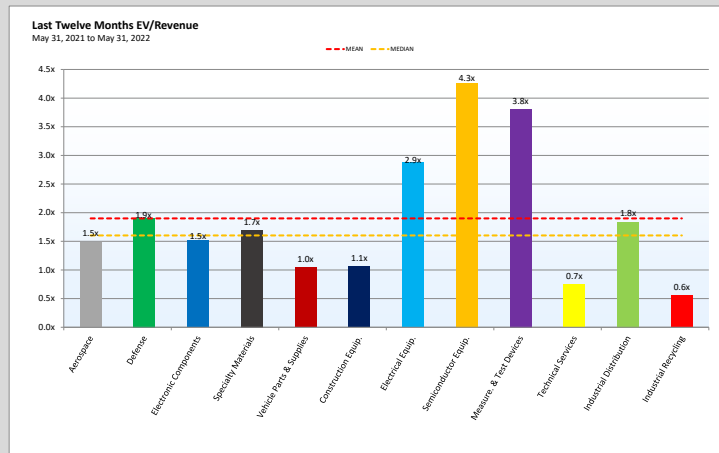
Price as Percent of Base (May 28, 2021 = 0%)



Source: CapitalIQ

# Subsector Trading Multiples & Margins

## Comparative Subsector LTM EV/Revenue

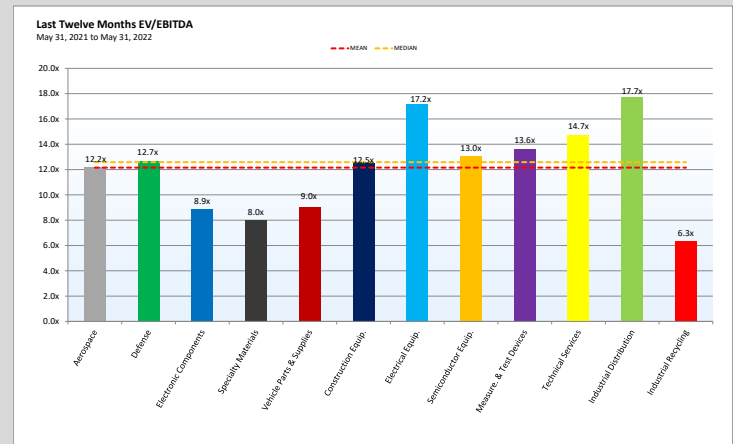


Source: CapitalIQ

### 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 4.3x and Industrial Recycling had the low multiple at 0.6x.

## Comparative Subsector LTM EV/EBITDA

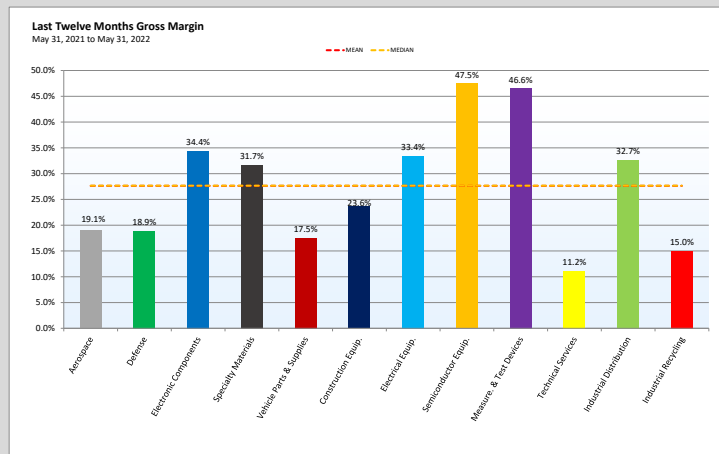


Source: CapitalIQ

### Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 12.2x and a median of 12.6x. Of the subsectors, Industrial Distribution had the high multiple at 17.7x and Industrial Recycling had the low multiple at 6.3x.

## Comparative Subsector LTM Gross Margin

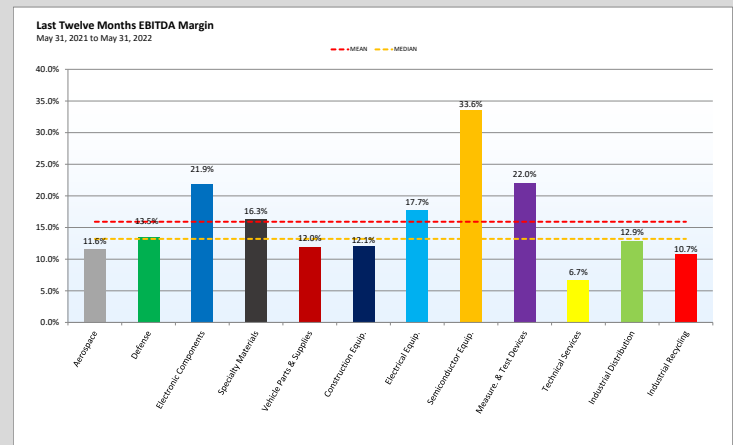


Source: CapitalIQ

### 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 47.5%, and Technical Services had the low margin at 11.2%.

## Comparative Subsector LTM EBITDA Margin

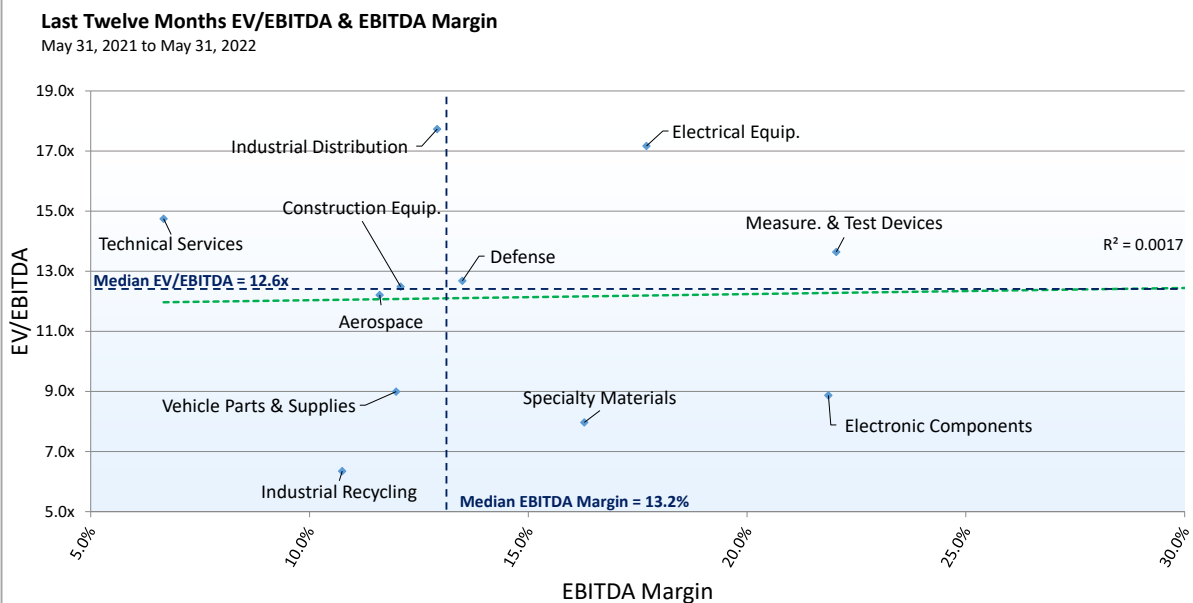


Source: CapitalIQ

### Commentary

During the last twelve months, our subsector indices had a mean EBITDA Margin of 15.9% and a median of 13.2%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 33.6% and Technical Services had the low margin at 6.7%.

## Index Subsector LTM EV/EBITDA vs. EBITDA Margin\*

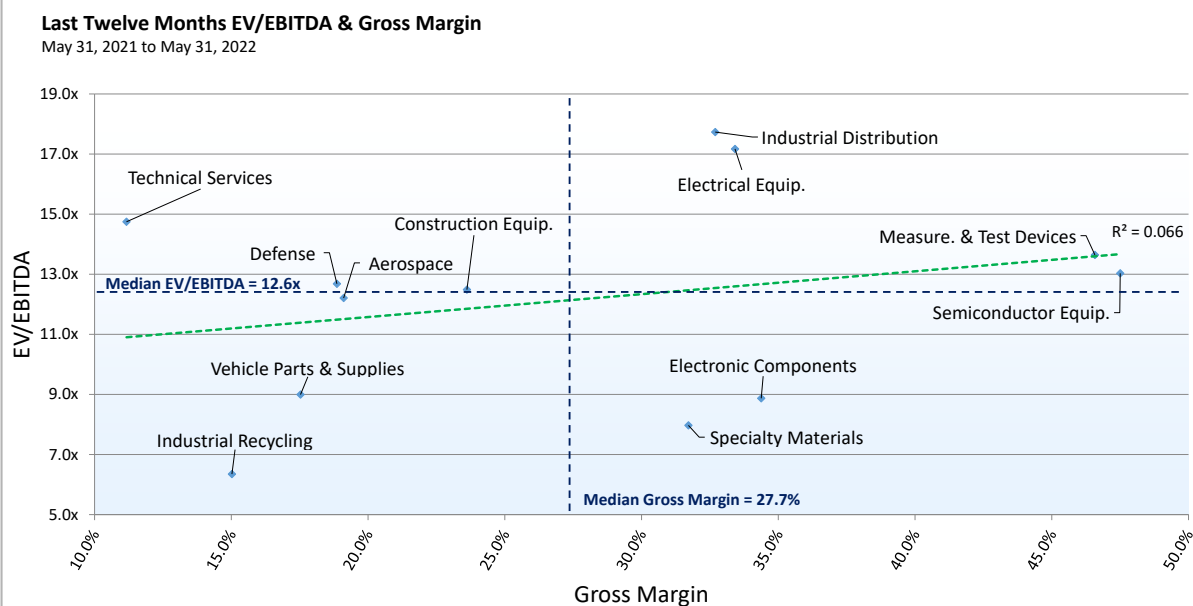


\*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards

\*Note: The green dotted line represents the regression line.

Source: CapitalIQ

## Index Subsector LTM EV/EBITDA vs. Gross Margin\*



\*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards

\*Note: The green dotted line represents the regression line.

Source: CapitalIQ

## Comparative Index Performance

The Mufson Howe Hunter Aerospace & Defense Index<sup>(a)</sup> decreased by 7.3% during the three months ending May 31, 2022.

### Last Three Years

Daily from May 31, 2019 to May 31, 2022

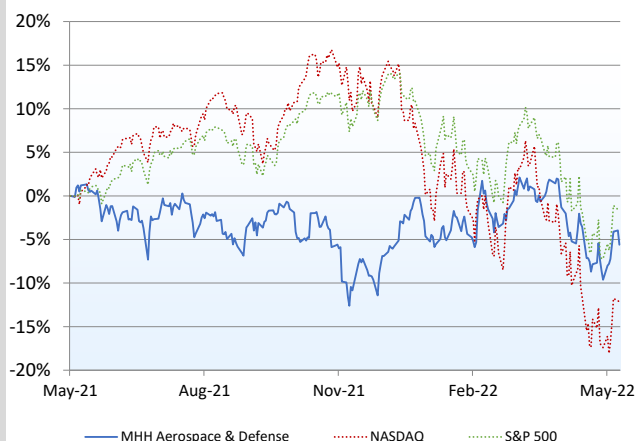
Price as Percent of Base (May 31, 2019 = 0%)



### Last Twelve Months

Daily from May 28, 2021 to May 31, 2022

Price as Percent of Base (May 28, 2021 = 0%)




## Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Aerospace & Defense Index <sup>(a)</sup>	-6.9%	-5.6%	-7.3%
NASDAQ	62.1%	-12.1%	-12.1%
S&P 500	50.2%	-1.7%	-5.5%

(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*
		\$126.4

Thales S.A. (ENXTPA:HO) entered into definitive agreement to acquire Maxive Cybersecurity from Sonae Investment Management - Software & Technology, SGPS, S.A. for \$126 million on May 17, 2022. Maxive cybersecurity was created in 2020 as a holding company that combined two MSSP pure players S21sec and Excellium, as a result of SonaeIM investments. S21sec operations complement Thales' businesses and will accelerate the company's cybersecurity development roadmap, expanding its European footprint.

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

## Selected Valuation Metrics

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

(\$ in USD millions, except per share data)	Market & Capitalization			LTM Performance <sup>(3)</sup>			Valuation			Margins	
		Equity	Enterprise				Enterprise Value/			Gross	
Company	Price <sup>(1)</sup>	Value	Value <sup>(2)</sup>	Revenue	EBITDA <sup>(4)</sup>	EPS	Revenue	EBITDA	EPS	Profit	EBITDA
Aerospace											
Raytheon Technologies Corporation (RTX)	\$95.12	\$141,069	\$169,688	\$64,853	\$11,350	\$2.17	2.62x	15.0x	NM	20.0%	17.5%
Honeywell International Inc. (HON)	193.62	131,804	143,141	34,314	8,415	6.21	4.17x	17.0x	31.2x	31.9%	24.5%
The Boeing Company (BA)	131.40	77,741	123,330	61,060	52	-4.66	2.02x	NM	NM	6.1%	0.1%
Airbus SE (ENXTPA:AIR)	116.70	91,888	89,506	59,641	8,303	4.99	1.50x	10.8x	23.4x	19.2%	13.9%
Thales S.A. (ENXTPA:HO)	121.88	25,958	27,163	18,415	2,332	3.78	1.48x	11.6x	32.2x	24.9%	12.7%
Textron Inc. (TXT)	65.29	14,042	16,092	12,504	1,318	2.60	1.29x	12.2x	25.1x	15.8%	10.5%
Rolls-Royce Holdings plc (LSE:RR.)	1.09	9,139	15,791	15,190	1,349	0.03	1.04x	11.7x	NM	19.0%	8.9%
Embraer S.A. (BOVESPA:EMBR3)	2.68	1,970	3,884	4,069	272	0.01	0.95x	14.3x	NM	15.6%	6.7%
Mean		\$61,701	\$73,574	\$33,756	\$4,174	\$1.89	1.88x	13.2x	28.0x	19.1%	11.9%
Median		51,849	58,335	26,364	1,840	2.38	1.49x	12.2x	28.2x	19.1%	11.6%
Defense											
Lockheed Martin Corporation (LMT)	\$440.11	\$117,304	\$127,066	\$65,750	\$8,743	\$16.15	1.93x	14.5x	27.2x	13.4%	13.3%
Northrop Grumman Corporation (NOC)	467.97	72,743	84,658	35,307	8,807	27.74	2.40x	9.6x	16.9x	21.0%	24.9%
General Dynamics Corporation (GD)	224.91	62,339	72,605	38,472	5,268	8.63	1.89x	13.8x	26.1x	16.8%	13.7%
L3Harris Technologies, Inc. (LHX)	240.90	46,463	54,004	17,350	3,561	7.40	3.11x	15.2x	32.5x	30.2%	20.5%
BAE Systems plc (BA.)	9.52	30,064	34,884	26,433	3,011	0.40	1.32x	11.6x	23.7x	63.9%	11.4%
Huntington Ingalls Industries, Inc. (HII)	210.46	8,428	11,487	9,822	1,003	10.19	1.17x	11.5x	20.7x	14.0%	10.2%
Mean		\$56,224	\$64,118	\$32,189	\$5,066	\$11.75	1.97x	12.7x	24.5x	26.5%	15.7%
Median		54,401	63,305	30,870	4,415	9.41	1.91x	12.7x	24.9x	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 May 31, 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

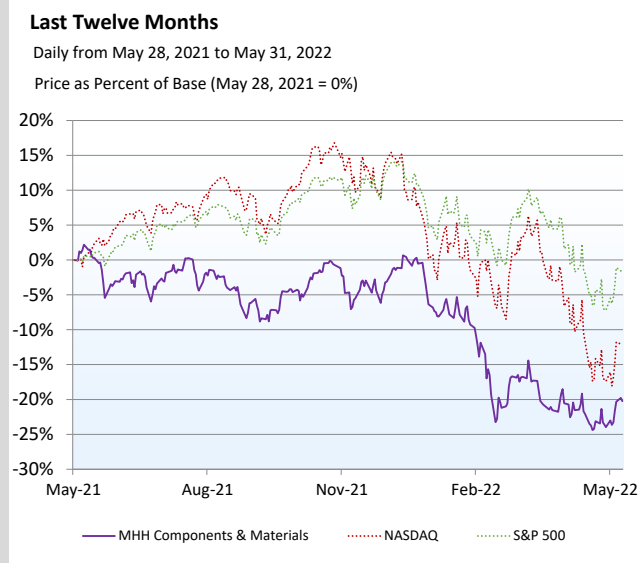
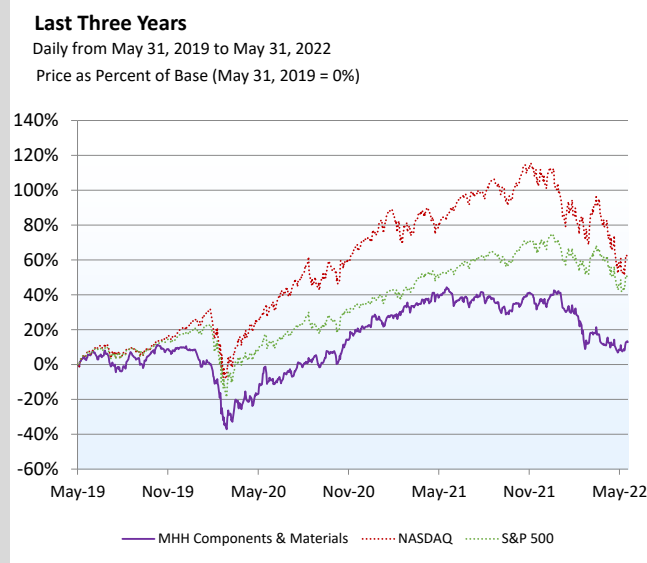
(3) As of March 31, 2022 excluding GD (April 3, 2022); TXT (April 2, 2022); LHX (April 1, 2022); LMT (March 27, 2022) and BA., BOVESPA:EMBR3, ENXTPA:HO and LSE:RR (December 31, 2022).

(4) Excludes non-recurring and discontinued operations.



## Comparative Index Performance

The Mufson Howe Hunter Components & Materials Index<sup>(a)</sup> decreased by 7.8% during the three months ending May 31, 2022.




## Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Components & Materials Index <sup>(a)</sup>	12.8%	-20.2%	-7.8%
NASDAQ	62.1%	-12.1%	-12.1%
S&P 500	50.2%	-1.7%	-5.5%

(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*
 <b>IGB Automotive</b>	 <b>LEAR</b> CORPORATION	\$147.7
<p>Lear Corporation (NYSE:LEA) entered into a definitive agreement to acquire I.G.Bauerhin GmbH (IGB) for \$148 million on May 20, 2022. IGB manufactures and supplies automotive seat heating products for car manufacturers. The transaction is Lear's second acquisition of a thermal comfort solutions company, and will expand the Company's product capabilities into active cooling and complement its existing offerings.</p>		
<p>*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.</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)	\$70.86	\$42,313	\$46,024	\$11,451	\$2,704	\$2.16	4.02x	17.0x	32.7x	31.4%	23.6%
TE Connectivity Ltd (TEL)	129.39	41,770	45,183	15,488	3,678	5.41	2.92x	12.3x	23.9x	33.0%	23.7%
Corning Inc. (GLW)	35.82	30,254	36,200	14,472	3,849	1.83	2.50x	9.4x	19.6x	36.4%	26.6%
Omron Corp. (TSE:6645)	57.74	11,501	10,781	6,283	905	2.13	1.72x	11.9x	27.1x	45.5%	14.4%
Belden Inc. (BDC)	57.58	2,548	3,286	2,510	394	3.79	1.31x	8.3x	15.2x	36.1%	15.7%
Vishay Intertechnology (VSH)	20.44	2,944	2,637	3,330	670	2.08	0.79x	3.9x	9.8x	28.4%	20.1%
Alps Electric Ltd (TSE:6770)	10.77	2,231	2,303	6,611	661	0.90	0.35x	3.5x	11.9x	17.3%	10.0%
Encore Wire Corp. (WMRE)	125.02	2,466	2,000	2,872	878	25.97	0.70x	2.3x	4.8x	35.8%	30.6%
<b>Mean</b>		<b>\$17,003</b>	<b>\$18,552</b>	<b>\$7,877</b>	<b>\$1,717</b>	<b>\$5.53</b>	<b>1.79x</b>	<b>8.6x</b>	<b>18.1x</b>	<b>33.0%</b>	<b>20.6%</b>
<b>Median</b>		<b>7,222</b>	<b>7,033</b>	<b>6,447</b>	<b>891</b>	<b>2.15</b>	<b>1.51x</b>	<b>8.9x</b>	<b>17.4x</b>	<b>34.4%</b>	<b>21.9%</b>
<b>Specialty Materials</b>											
3M Company (MMM)	\$149.29	\$84,955	\$99,274	\$35,333	\$9,458	\$7.62	2.81x	10.5x	19.6x	46.3%	26.8%
BASF SE (DE:BAS)	55.03	49,714	68,667	91,403	12,940	5.27	0.75x	5.3x	10.5x	24.8%	14.2%
Dow Inc. (DOW)	67.98	49,496	62,614	58,350	11,921	7.82	1.07x	5.3x	8.7x	20.3%	20.4%
DuPont de Nemours (DD)	67.85	34,504	44,911	16,910	4,124	2.56	2.66x	10.9x	26.5x	34.6%	24.4%
PPG Industries, Inc. (PPG)	126.49	29,876	36,891	17,229	2,185	4.28	2.14x	16.9x	29.5x	37.8%	12.7%
Celanese Corp. (CE)	156.52	16,953	20,944	9,277	2,627	13.79	2.26x	8.0x	11.4x	31.7%	28.3%
Akzo Nobel N.V. (ENXTAM:AKZA)	87.22	15,414	18,526	10,941	1,423	3.41	1.69x	13.0x	25.6x	39.0%	13.0%
Evonik Industries AG (DE:EVK)	26.75	12,464	15,409	17,879	2,566	1.94	0.86x	6.0x	13.8x	26.7%	14.4%
Solvay SA (ENXTBR:SOLB)	97.74	10,129	12,562	13,911	2,265	9.03	0.90x	5.5x	10.8x	24.6%	16.3%
<b>Mean</b>		<b>\$33,723</b>	<b>\$42,200</b>	<b>\$30,137</b>	<b>\$5,501</b>	<b>\$6.19</b>	<b>1.68x</b>	<b>9.0x</b>	<b>17.4x</b>	<b>31.8%</b>	<b>18.9%</b>
<b>Median</b>		<b>29,876</b>	<b>36,891</b>	<b>17,229</b>	<b>2,627</b>	<b>5.27</b>	<b>1.69x</b>	<b>8.0x</b>	<b>13.8x</b>	<b>31.7%</b>	<b>16.3%</b>
<b>Vehicle Parts and Supplies</b>											
Denso Corp. (TSE:6902)	\$61.24	\$46,750	\$49,052	\$45,420	\$5,777	\$2.42	1.08x	8.5x	25.4x	14.5%	12.7%
Johnson Controls Inc. (JCI)	54.51	37,921	48,002	24,693	4,110	2.12	1.94x	11.7x	25.7x	33.4%	16.6%
Aptiv PLC (APTIV)	106.24	28,784	31,048	15,773	1,829	1.53	1.97x	17.0x	NM	14.6%	11.6%
Continental AG (DB:CON)	76.19	15,295	20,433	38,289	2,271	4.47	0.53x	9.0x	17.0x	22.2%	5.9%
Lear Corp. (LEA)	140.96	8,426	10,678	19,117	1,231	4.22	0.56x	8.7x	33.4x	7.0%	6.4%
Autoliv, Inc. (ALV)	80.08	6,995	8,191	8,112	898	3.20	1.01x	9.1x	25.0x	16.5%	11.1%
Bosch Ltd. (BSE:500530)	188.54	5,561	5,207	1,552	192	4.19	3.35x	NM	NM	38.1%	12.4%
Stanley Electric Co. Ltd. (TSE:6923)	18.21	2,913	2,259	3,150	528	0.89	0.72x	4.3x	20.4x	18.5%	16.7%
<b>Mean</b>		<b>\$19,080</b>	<b>\$21,859</b>	<b>\$19,513</b>	<b>\$2,104</b>	<b>\$2.88</b>	<b>1.40x</b>	<b>9.7x</b>	<b>24.5x</b>	<b>20.6%</b>	<b>11.7%</b>
<b>Median</b>		<b>11,861</b>	<b>15,556</b>	<b>17,445</b>	<b>1,530</b>	<b>2.81</b>	<b>1.04x</b>	<b>9.0x</b>	<b>25.2x</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 May 31, 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 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 6.6% during the three months ending May 31, 2022.

### Last Three Years

Daily from May 31, 2019 to May 31, 2022

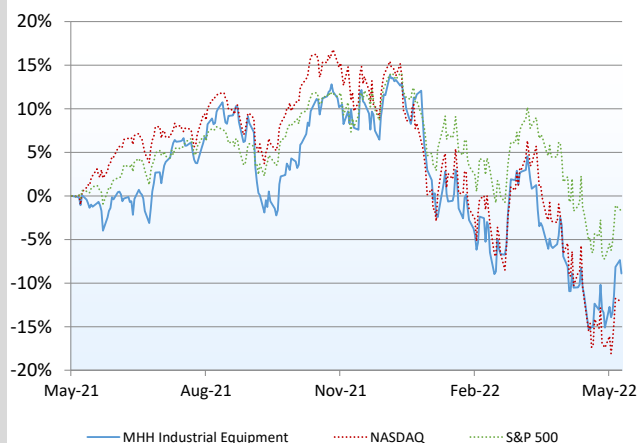
Price as Percent of Base (May 31, 2019 = 0%)



### Last Twelve Months

Daily from May 28, 2021 to May 31, 2022

Price as Percent of Base (May 28, 2021 = 0%)



## Price Performance

### 3-Year

### LTM

### 3 Month

Mufson Howe Hunter Industrial Equipment Index<sup>(a)</sup>

122.7%

-8.9%

-6.6%

NASDAQ

62.1%

-12.1%

-12.1%

S&P 500

50.2%

-1.7%

-5.5%

(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 15 for sector news*

## Highlighted M&A Transaction – Industrial Equipment

### Target

### Acquirer

### Value\*



ND

Eaton Corporation plc (NYSE:ETN) agreed to acquire 50% stake in Jiangsu Huineng Electric Co Ltd. (Huineng) on May 2, 2022. Huineng manufactures and markets low-voltage circuit breakers in China and had revenues of \$35 million in 2021. The transaction will Expand Eaton's reach to renewable energy, commercial building, utility and industrial customers in the rapidly growing Chinese market.

\*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)	\$357.78	\$109,350	\$155,815	\$45,725	\$8,871	\$15.21	3.41x	17.6x	23.5x	26.7%	19.4%
Caterpillar Inc. (CAT)	215.85	115,129	146,270	52,673	10,455	9.30	2.78x	14.0x	23.2x	25.3%	19.8%
Cummins Inc. (CMI)	209.12	29,506	32,283	24,314	2,938	11.21	1.33x	11.0x	18.7x	23.6%	12.1%
Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOS: A009540)	73.61	5,206	7,354	12,941	(1195)	(12.42)	0.57x	NM	NM	NM	NM
Oshkosh Corp. (OSK)	92.91	6,113	5,763	7,224	75	(1.01)	0.80x	NM	NM	7.9%	1.0%
Terex Corp. (TEX)	35.39	2,453	2,974	4,025	391	2.77	0.74x	7.6x	12.8x	19.1%	9.7%
<b>Mean</b>		<b>\$44,626</b>	<b>\$58,410</b>	<b>\$24,484</b>	<b>\$3,589</b>	<b>\$4.18</b>	<b>1.60x</b>	<b>12.5x</b>	<b>19.5x</b>	<b>20.5%</b>	<b>12.4%</b>
<b>Median</b>		<b>17,810</b>	<b>19,819</b>	<b>18,627</b>	<b>1,665</b>	<b>6.03</b>	<b>1.06x</b>	<b>12.5x</b>	<b>20.9x</b>	<b>23.6%</b>	<b>12.1%</b>
<b>Electrical Equipment</b>											
Schneider Electric SE (ENXTPA:SU)	\$138.44	\$76,858	\$89,655	\$32,873	\$6,116	\$5.55	2.73x	14.7x	24.9x	41.0%	18.6%
Eaton Corporation plc (ETN)	138.60	55,301	64,814	19,779	3,549	3.65	3.28x	18.3x	38.0x	32.4%	17.9%
Emerson Electric Co. (EMR)	88.66	52,655	57,263	18,908	4,130	3.37	3.03x	13.9x	26.3x	41.0%	21.8%
Ametek Inc. (AME)	121.47	28,049	30,419	5,789	1,672	3.43	5.25x	18.2x	35.4x	34.5%	28.9%
Rockwell Automation Inc. (ROK)	213.20	24,787	29,117	7,321	1,278	5.23	3.98x	22.8x	NM	39.6%	17.5%
Hubbell Inc. (HUBB)	189.86	10,188	11,389	4,394	705	5.87	2.59x	16.1x	32.4x	27.7%	16.1%
Regal Rexnord Corporation (RRX)	124.95	8,372	9,967	4,295	691	4.75	2.32x	14.4x	26.3x	29.8%	16.1%
Powell Industries, Inc. (POWL)	26.88	317	207	480	8	(0.08)	0.43x	24.6x	NM	15.0%	1.8%
<b>Mean</b>		<b>\$32,066</b>	<b>\$36,604</b>	<b>\$11,730</b>	<b>\$2,269</b>	<b>\$3.97</b>	<b>2.95x</b>	<b>17.9x</b>	<b>30.5x</b>	<b>32.6%</b>	<b>17.3%</b>
<b>Median</b>		<b>26,418</b>	<b>29,768</b>	<b>6,555</b>	<b>1,475</b>	<b>4.20</b>	<b>2.88x</b>	<b>17.2x</b>	<b>29.3x</b>	<b>33.4%</b>	<b>17.7%</b>
<b>Measurement, Control, and Testing Devices</b>											
Danaher Corporation (DHR)	\$263.82	\$188,867	\$211,302	\$30,283	\$10,492	\$6.81	6.98x	20.1x	38.7x	60.9%	34.6%
Xcerra Corporation (XCRA)	41.63	31,462	38,041	30,981	5,062	2.49	1.23x	7.5x	16.7x	33.9%	16.3%
Entegris, Inc. (ENTG)	110.96	15,078	15,724	2,436	747	2.54	6.46x	21.0x	NM	46.6%	30.7%
MKS Instruments, Inc. (MKSI)	123.50	6,874	6,847	2,998	856	8.09	2.28x	8.0x	15.3x	46.4%	28.6%
Onto Innovation Inc. (ONTO)	80.38	3,983	3,462	861	254	2.36	4.02x	13.6x	34.1x	54.6%	29.5%
FormFactor, Inc. (FORM)	41.06	3,205	2,970	780	156	0.91	3.81x	19.1x	NM	44.1%	19.9%
Nova Measuring Instruments Ltd. (NVMI)	106.22	3,002	2,778	466	144	2.69	5.96x	19.3x	39.5x	57.6%	30.9%
Azenta, Inc. (NasdaqGS:AZTA) <sup>(5)</sup>	76.64	5,705	2,746	551	67	(0.10)	4.98x	NM	NM	48.3%	12.2%
Axcelis Technologies, Inc. (ACLS)	62.06	2,049	1,809	733	162	2.71	2.47x	11.2x	22.9x	43.6%	22.0%
Cohu, Inc. (COHU)	30.43	1,480	1,257	859	171	1.52	1.46x	7.4x	20.0x	43.7%	19.9%
FARO Technologies, Inc. (FARO)	32.22	588	504	338	10	(0.15)	1.49x	NM	NM	54.6%	3.1%
<b>Mean</b>		<b>\$23,845</b>	<b>\$26,131</b>	<b>\$6,481</b>	<b>\$1,647</b>	<b>\$2.72</b>	<b>3.74x</b>	<b>14.1x</b>	<b>26.7x</b>	<b>48.6%</b>	<b>22.5%</b>
<b>Median</b>		<b>3,983</b>	<b>2,970</b>	<b>859</b>	<b>171</b>	<b>2.49</b>	<b>3.81x</b>	<b>13.6x</b>	<b>22.9x</b>	<b>46.6%</b>	<b>22.0%</b>
<b>Semiconductor Capital Equipment</b>											
ASML Holding NV (ASML)	\$575.05	\$229,444	\$228,617	\$19,626	\$6,877	\$10.07	NM	NM	NM	51.7%	35.0%
Applied Materials, Inc. (AMAT)	117.29	102,036	103,964	24,835	8,333	5.34	4.19x	12.5x	22.0x	47.5%	33.6%
Lam Research Corp. (LRCX)	520.03	72,136	72,790	16,737	5,543	22.37	4.35x	13.1x	23.2x	45.9%	33.1%
Tokyo Electron Ltd (TSE:8035)	458.58	71,423	68,536	16,501	5,239	19.80	4.15x	13.1x	23.2x	45.5%	31.7%
KLA-Tencor Corp. (KLAC)	364.85	54,448	55,662	8,651	3,744	13.23	6.43x	14.9x	27.6x	60.9%	43.3%
Teradyne Inc. (TER)	109.26	17,504	16,471	3,677	1,291	4.00	4.48x	12.8x	27.3x	59.8%	35.1%
Veeco Instruments Inc. (VECO)	21.43	1,098	1,178	606	91	0.47	1.94x	13.0x	NM	41.8%	15.0%
<b>Mean</b>		<b>\$78,299</b>	<b>\$78,174</b>	<b>\$12,947</b>	<b>\$4,445</b>	<b>\$10.75</b>	<b>4.26x</b>	<b>13.3x</b>	<b>24.7x</b>	<b>50.4%</b>	<b>32.4%</b>
<b>Median</b>		<b>71,423</b>	<b>68,536</b>	<b>16,501</b>	<b>5,239</b>	<b>10.07</b>	<b>4.27x</b>	<b>13.0x</b>	<b>23.2x</b>	<b>47.5%</b>	<b>33.6%</b>

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close May 31, 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 March 31, 2022 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.

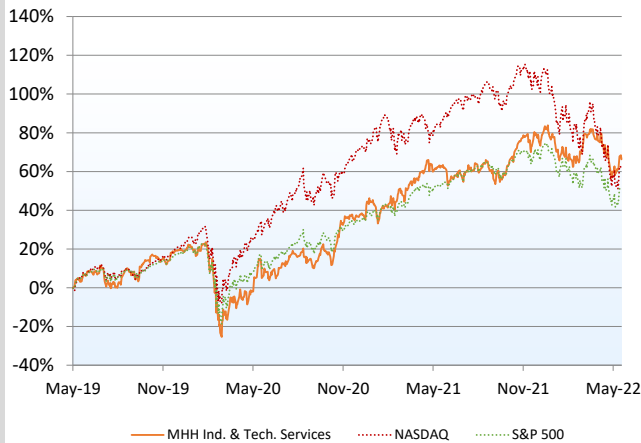
## Comparative Index Performance

The Mufson Howe Hunter Industrial & Technical Services Index<sup>(a)</sup> decreased by 1.3% during the three months ending May 31, 2022.

### Last Three Years

Daily from May 31, 2019 to May 31, 2022

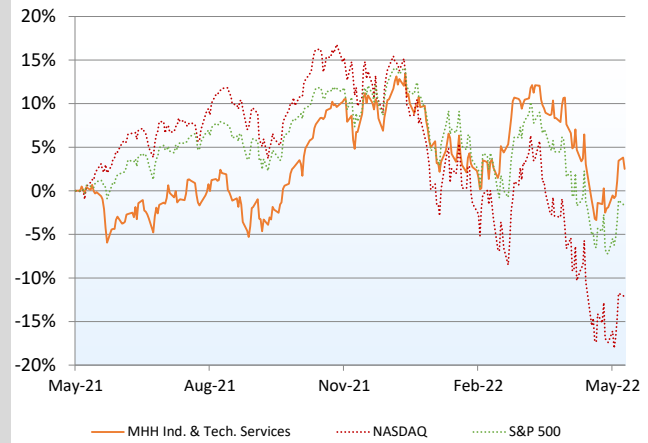
Price as Percent of Base (May 31, 2019 = 0%)



### Last Twelve Months

Daily from May 28, 2021 to May 31, 2022

Price as Percent of Base (May 28, 2021 = 0%)



## Price Performance

	3-Year	LTM	3 Month
Mufson Howe Hunter Industrial & Technical Services Index <sup>(a)</sup>	66.3%	2.5%	-1.3%
NASDAQ	62.1%	-12.1%	-12.1%
S&P 500	50.2%	-1.7%	-5.5%

(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 17 for sector news*

## Highlighted M&A Transaction – Industrial & Technical Services

Target	Acquirer	Value*
 <b>UPM</b> Chapelle Darblay Newsprint Mill		\$10.1
Veolia Environnement S.A. (ENXTPA:VIE) along with Fibre Excellence Energie SAS acquired Chapelle Darblay for approximately \$10 million on May 10, 2022. Chapelle Darblay is a France-based recycling site for paper and cardboard. The transaction aims to reposition the industrial site on a dynamic growth sector and create a competitive paper and cardboard industry segment.		
*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 <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>Industrial Distribution</b>											
Fastenal Company (FAST)	\$53.56	\$30,829	\$31,211	\$6,298	\$1,468	\$1.39	4.96x	21.3x	38.5x	46.5%	23.3%
W.W. Grainger, Inc. (GWW)	487.07	24,890	27,541	13,585	1,939	18.57	2.03x	14.2x	26.2x	36.9%	14.3%
WESCO International, Inc. (WCC)	125.58	6,369	11,514	19,108	1,283	10.14	0.60x	9.0x	12.4x	21.1%	6.7%
MSC Industrial Direct Co., Inc. (MSM)	84.93	4,743	5,600	3,408	471	4.30	1.64x	11.9x	19.7x	42.1%	13.8%
MRC Global Inc. (MRC)	11.19	934	1,780	2,799	76	0.10	0.64x	23.4x	NM	16.1%	2.7%
Transcat, Inc. (TRNS)	63.39	477	533	205	25	1.16	2.60x	21.7x	NM	28.5%	12.0%
<b>Mean</b>		<b>\$11,374</b>	<b>\$13,030</b>	<b>\$7,567</b>	<b>\$877</b>	<b>\$5.95</b>	<b>2.08x</b>	<b>16.9x</b>	<b>24.2x</b>	<b>31.9%</b>	<b>12.1%</b>
<b>Median</b>		<b>5,556</b>	<b>8,557</b>	<b>4,853</b>	<b>877</b>	<b>2.85</b>	<b>1.84x</b>	<b>17.7x</b>	<b>23.0x</b>	<b>32.7%</b>	<b>12.9%</b>
<b>Industrial Recycling</b>											
Veolia Environnement S.A. (ENXTPA:VIE)	\$27.94	\$19,200	\$30,284	\$32,421	\$3,582	\$1.12	0.93x	8.5x	25.0x	16.1%	11.0%
Clean Harbors, Inc. (CLH)	93.40	5,084	7,442	4,167	676	3.23	1.79x	11.0x	28.9x	30.4%	16.2%
Commercial Metals Company (CMC)	39.73	4,827	5,575	8,537	1,348	5.77	0.65x	4.1x	6.9x	19.8%	15.8%
Aurubis AG (XTRA:NDA)	94.07	4,107	3,850	20,071	1,307	17.41	0.19x	2.9x	5.4x	11.2%	6.5%
Dowa Holdings Co., Ltd. (TSE:5714)	36.66	2,181	3,036	6,850	716	5.77	0.44x	4.2x	6.3x	12.8%	10.4%
Sims Limited (ASX:SGM)	12.64	2,411	2,580	5,628	295	1.22	0.46x	8.7x	10.4x	13.9%	5.2%
<b>Mean</b>		<b>\$6,302</b>	<b>\$8,794</b>	<b>\$12,946</b>	<b>\$1,321</b>	<b>\$5.75</b>	<b>0.74x</b>	<b>6.6x</b>	<b>13.8x</b>	<b>17.4%</b>	<b>10.9%</b>
<b>Median</b>		<b>4,467</b>	<b>4,713</b>	<b>7,693</b>	<b>1,011</b>	<b>4.50</b>	<b>0.56x</b>	<b>6.3x</b>	<b>8.6x</b>	<b>15.0%</b>	<b>10.7%</b>
<b>Technical Services</b>											
Jacobs Engineering Group Inc. (J)	\$140.09	\$18,019	\$21,601	\$14,378	\$1,409	\$4.36	1.50x	15.3x	32.2x	23.7%	9.8%
AECOM (ACM)	69.85	9,852	12,004	13,242	848	1.99	0.91x	14.2x	35.0x	6.3%	6.4%
KBR, Inc. (KBR)	49.76	6,945	8,661	7,592	526	0.07	1.14x	16.5x	NM	11.0%	6.9%
Tetra Tech, Inc. (TTEK)	134.97	7,246	7,534	2,726	338	3.41	2.76x	22.30	39.5x	20.0%	12.4%
John Wood Group PLC (LSE:WG.)	3.01	2,037	3,762	6,401	286	0.06	0.59x	13.2x	NM	11.9%	4.5%
Fluor Corporation (FLR)	28.23	4,009	3,265	12,210	311	0.51	0.27x	10.5x	NM	3.6%	2.5%
NV5 Global, Inc. (NVEE)	123.18	1,909	1,997	744	123	2.98	2.68x	16.3x	NM	50.4%	16.5%
Primoris Services Corporation (PRIM)	24.28	1,295	1,934	3,464	262	1.65	0.56x	7.4x	14.7x	11.3%	7.6%
Balfour Beatty plc (LSE:BBY)	3.28	2,045	1,532	9,729	57	0.06	0.16x	26.9x	NM	3.3%	0.6%
Cardno Limited (ASX:CDD)	1.18	46	25	645	35	0.47	0.04x	0.7x	2.5x	8.8%	5.4%
<b>Mean</b>		<b>\$5,340</b>	<b>\$6,231</b>	<b>\$7,113</b>	<b>\$419</b>	<b>\$1.56</b>	<b>1.06x</b>	<b>14.3x</b>	<b>24.8x</b>	<b>15.0%</b>	<b>7.3%</b>
<b>Median</b>		<b>3,027</b>	<b>3,513</b>	<b>6,996</b>	<b>298</b>	<b>1.08</b>	<b>0.75x</b>	<b>14.7x</b>	<b>32.2x</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 May 31, 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 March 31, 2022 excluding CMC (May 31, 2022); TTEK (April 3, 2022); NVEE (April 2, 2022); J (April 1, 2022); TRNS (March 26, 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

**Airbus SE (ENXTPA:AIR)** reported first quarter net income of \$1,354.1 million for fiscal year 2022 as compared to \$424.9 million for the prior year period. Earnings per share were \$1.72 versus \$0.54 for the prior year period. Revenues for the quarter increased to \$13,330.4 million from \$12,277.0 million for the same period in fiscal year 2021.

**Huntington Ingalls Industries, Inc. (NYSE:HII)** reported first quarter net income of \$140.0 million for fiscal year 2022 as compared to \$148.0 million for the prior year period. Earnings per share were \$3.50 versus \$3.68 for the prior year period. Revenues for the quarter increased to \$2,576.0 million from \$2,278.0 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

**Aptiv PLC (NYSE:APTIV)** reported first quarter net income of \$89.0 million for fiscal year 2022 as compared to \$295.0 million for the prior year period. Earnings per share were \$0.27 versus \$1.03 for the prior year period. Revenues for the quarter increased to \$4,178.0 million from \$4,023.0 million for the same period in fiscal year 2021.

**Belden Inc. (NYSE:BDC)** reported first quarter net income of \$35.8 million for fiscal year 2022 as compared to \$28.7 million for the prior year period. Earnings per share were \$0.79 versus \$0.63 for the prior year period. Revenues for the quarter increased to \$610.4 million from \$508.7 million for the same period in fiscal year 2021.

**Bosch Limited (BSE:500530)** reported net income of \$160.5 million for fiscal year 2022 as compared to \$65.9 million for the prior year. Earnings per share were \$5.44 versus \$2.23 for the prior year. Revenues for the year increased to \$1,552.5 million from \$1,310.4 million for fiscal year 2021.

**Continental Aktiengesellschaft (DB:CON)** reported first quarter net income of \$272.6 million for fiscal year 2022 as compared to \$525.4 million for the prior year period. Earnings per share were \$1.37 versus \$2.63 for the prior year period. Revenues for the quarter increased to \$10,306.9 million from \$10,064.9 million for the same period in fiscal year 2021.

**DuPont de Nemours, Inc. (NYSE:DD)** reported first quarter net income of \$488.0 million for fiscal year 2022 as compared to \$5,394.0 million for the prior year period. Earnings per share were \$0.95 versus \$8.92 for the prior year period. Revenues for the quarter increased to \$3,274.0 million from \$3,017.0 million for the same period in fiscal year 2021.

**DuPont de Nemours, Inc. (NYSE:DD)** announced the appointment of **Kristina M. Johnson** to its **Board of Directors**.

**Evonik Industries AG (DE:EVK)** reported first quarter net income of \$348.8 million for fiscal year 2022 as compared to \$218.3 million for the prior year period. Earnings per share were \$0.74 versus \$0.47 for the prior year period. Revenues for the quarter increased to \$4,996.7 million from \$3,941.3 million for the same period in fiscal year 2021.

**Johnson Controls International plc (NYSE:JCI)** reported second quarter net income of \$11.0 million for fiscal year 2022 as compared to \$343.0 million for the prior year period. Earnings per share were \$0.02 versus \$0.48 for the prior year period. Revenues for the quarter increased to \$6,098.0 million from \$5,594.0 million for the same period in fiscal year 2021.

**Johnson Controls International plc (NYSE:JCI)** announced the appointment of **Rodney Clark** as **Chief Commercial Officer**.

**Lear Corporation (NYSE:LEA)** reported first quarter net income of \$49.4 million for fiscal year 2022 as compared to \$203.7 million for the prior year period. Earnings per share were \$0.82 versus \$3.36 for the prior year period. Revenues for the quarter decreased to \$5,208.4 million from \$5,354.4 million for the same period in fiscal year 2021.

**Solvay SA (ENXTBR:SOLB)** reported first quarter net income of \$374.4 million for fiscal year 2022 as compared to \$122.1 million for the prior year period. Earnings per share were \$3.61 versus \$1.18 for the prior year period. Revenues for the quarter increased to \$4,102.4 million from \$3,056.3 million for the same period in fiscal year 2021.

**Solvay SA (ENXTBR:SOLB)** announced the appointment of **Laurence Debroux** and **Pierre Gurdjian** to its **Board of Directors**.

**Vishay Intertechnology, Inc. (NYSE:VSH)** reported first quarter net income of \$103.6 million for fiscal year 2022 as compared to \$71.4 million for the prior year period. Earnings per share were \$0.71 versus \$0.49 for the prior year period. Revenues for the quarter increased to \$853.8 million from \$764.6 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

**AMETEK, Inc. (NYSE:AME)** reported first quarter net income of \$272.4 million for fiscal year 2022 as compared to \$219.2 million for the prior year period. Earnings per share were \$1.17 versus \$0.94 for the prior year period. Revenues for the quarter increased to \$1,458.5 million from \$1,215.7 million for the same period in fiscal year 2021.

**Applied Materials, Inc. (NasdaqGS:AMAT)** reported second quarter net income of \$1,536.0 million for fiscal year 2022 as compared to \$1,330.0 million for the prior year period. Earnings per share were \$1.74 versus \$1.43 for the prior year period. Revenues for the quarter increased to \$6,245.0 million from \$5,582.0 million for the same period in fiscal year 2021.

**Axcelis Technologies, Inc. (NasdaqGS:ACLS)** reported first quarter net income of \$41.6 million for fiscal year 2022 as compared to \$16.5 million for the prior year period. Earnings per share were \$1.22 versus \$0.48 for the prior year period. Revenues for the quarter increased to \$203.6 million from \$132.8 million for the same period in fiscal year 2021.

**Cummins Inc. (NYSE:CMI)** reported first quarter net income of \$418.0 million for fiscal year 2022 as compared to \$603.0 million for the prior year period. Earnings per share were \$2.92 versus \$4.07 for the prior year period. Revenues for the quarter increased to \$6,385.0 million from \$6,092.0 million for the same period in fiscal year 2021.

**Deere & Company (NYSE:DE)** reported second quarter net income of \$2,098.0 million for fiscal year 2022 as compared to \$1,790.0 million for the prior year period. Earnings per share were \$6.81 versus \$5.68 for the prior year period. Revenues for the quarter increased to \$13,370.0 million from \$12,058.0 million for the same period in fiscal year 2021.

**Deere & Company (NYSE:DE)** announced the appointment of **Raj Kalathur** to the role of **Chief Financial Officer**.

**Eaton Corporation plc (NYSE:ETN)** reported first quarter net income of \$532.0 million for fiscal year 2022 as compared to \$458.0 million for the prior year period. Earnings per share were \$1.33 versus \$1.14 for the prior year period. Revenues for the quarter increased to \$4,843.0 million from \$4,692.0 million for the same period in fiscal year 2021.

**Emerson Electric Co. (NYSE:EMR)** reported second quarter net income of \$674.0 million for fiscal year 2022 as compared to \$561.0 million for the prior year period. Earnings per share were \$1.13 versus \$0.93 for the prior year period. Revenues for the quarter increased to \$4,791.0 million from \$4,431.0 million for the same period in fiscal year 2021.

**Nova Ltd. (NasdaqGS:NVMI)** reported first quarter net income of \$34.2 million for fiscal year 2022 as compared to \$17.6 million for the prior year period. Earnings per share were \$1.07 versus \$0.60 for the prior year period. Revenues for the quarter increased to \$134.0 million from \$84.1 million for the same period in fiscal year 2021.

**Powell Industries, Inc. (NasdaqGS:POWL)** reported second quarter net income of (\$1.2) million for fiscal year 2022 as compared to (\$0.2) million for the prior year period. Earnings per share were (\$0.10) versus (\$0.02) for the prior year period. Revenues for the quarter increased to \$127.9 million from \$118.7 million for the same period in fiscal year 2021.

**Onto Innovation Inc. (NYSE:ONTO)** reported first quarter net income of \$53.3 million for fiscal year 2023 as compared to \$24.1 million for the prior year period. Earnings per share were \$1.07 versus \$0.49 for the prior year period. Revenues for the quarter increased to \$241.4 million from \$169.3 million for the same period in fiscal year 2022.

**Onto Innovation Inc. (NYSE:ONTO)** announced the appointment of **Mark Slicer** to the role of **Chief Financial Officer**.

**Oshkosh Corporation (NYSE:OSK)** announced the appointment of **General David Perkins** to its **Board of Directors**.

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

**Rockwell Automation, Inc. (NYSE:ROK)** reported second quarter net income of \$53.9 million for fiscal year 2022 as compared to \$415.0 million for the prior year period. Earnings per share were \$0.46 versus \$3.54 for the prior year period. Revenues for the quarter increased to \$1,808.1 million from \$1,776.1 million for the same period in fiscal year 2021.

**Tokyo Electron Limited (TSE:8035)** reported net income of \$3,599.3 million for fiscal year 2022 as compared to \$2,196.6 million for the prior year. Earnings per share were \$23.01 versus \$14.04 for the prior year. Revenues for the year increased to \$16,501.2 million from \$12,650.2 million for fiscal year 2021.

**Veeco Instruments Inc. (NasdaqGS:VECO)** reported first quarter net income of \$13.3 million for fiscal year 2022 as compared to \$2.5 million for the prior year period. Earnings per share were \$0.24 versus \$0.05 for the prior year period. Revenues for the quarter increased to \$156.4 million from \$133.7 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

**AECOM (NYSE:ACM)** reported second quarter net income of \$41.6 million for fiscal year 2022 as compared to \$39.4 million for the prior year period. Earnings per share were \$0.29 versus \$0.26 for the prior year period. Revenues for the quarter decreased to \$3,213.7 million from \$3,265.6 million for the same period in fiscal year 2021.

**Aurubis AG (XTRA:NDA)** reported second quarter net income of \$232.3 million for fiscal year 2022 as compared to \$171.5 million for the prior year period. Earnings per share were \$5.32 versus \$3.92 for the prior year period. Revenues for the quarter increased to \$5,400.7 million from \$4,769.3 million for the same period in fiscal year 2021.

**Clean Harbors, Inc. (NYSE:CLH)** reported first quarter net income of \$45.3 million for fiscal year 2022 as compared to \$21.7 million for the prior year period. Earnings per share were \$0.83 versus \$0.39 for the prior year period. Revenues for the quarter increased to \$1,169.1 million from \$808.1 million for the same period in fiscal year 2021.

**Dowa Holdings Co., Ltd. (TSE:5714)** reported net income of \$420.1 million for fiscal year 2022 as compared to \$197.3 million for the prior year. Earnings per share were \$7.06 versus \$3.33 for the prior year. Revenues for the year increased to \$6,849.8 million from \$5,316.5 million for fiscal year 2021.

**Fluor Corporation (NYSE:FLR)** reported first quarter net income of \$48.0 million for fiscal year 2022 as compared to (\$87.0) million for the prior year period. Earnings per share were \$0.27 versus (\$0.62) for the prior year period. Revenues for the quarter decreased to \$3,122.0 million from \$3,347.0 million for the same period in fiscal year 2021.

**Jacobs Engineering Group Inc. (NYSE:J)** reported second quarter net income of \$88.8 million for fiscal year 2022 as compared to \$11.0 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 \$3,834.1 million from \$3,547.9 million for the same period in fiscal year 2021.

**MRC Global Inc. (NYSE:MRC)** reported first quarter net income of \$16.0 million for fiscal year 2022 as compared to (\$3.0) million for the prior year period. Earnings per share were \$0.12 versus (\$0.11) for the prior year period. Revenues for the quarter increased to \$742.0 million from \$609.0 million for the same period in fiscal year 2021.

**Primoris Services Corporation (NasdaqGS:PRIM)** reported first quarter net income of (\$1.7) million for fiscal year 2022 as compared to \$5.8 million for the prior year period. Earnings per share were (\$0.03) versus \$0.12 for the prior year period. Revenues for the quarter decreased to \$784.4 million from \$818.3 million for the same period in fiscal year 2021.

**Tetra Tech, Inc. (NasdaqGS:TTEK)** reported second quarter net income of \$53.0 million for fiscal year 2022 as compared to \$45.5 million for the prior year period. Earnings per share were \$0.98 versus \$0.83 for the prior year period. Revenues for the quarter increased to \$699.6 million from \$599.8 million for the same period in fiscal year 2021.

**Transcat, Inc. (NasdaqGM:TRNS)** reported net income of \$11.4 million for fiscal year 2022 as compared to \$7.8 million for the prior year. Earnings per share were \$1.50 versus \$1.03 for the prior year. Revenues for the year increased to \$205.0 million from \$173.3 million for fiscal year 2021.

**Veolia Environnement S.A. (ENXTPA:VIE)** reported net income of \$459.8 million for fiscal year 2021 as compared to \$108.6 million for the prior year. Earnings per share were \$0.74 versus \$0.19 for the prior year. Revenues for the year increased to \$32,421.4 million from \$31,816.4 million for fiscal year 2020.

**WESCO International, Inc. (NYSE:WCC)** reported first quarter net income of \$181.2 million for fiscal year 2022 as compared to \$59.2 million for the prior year period. Earnings per share were \$3.19 versus \$0.87 for the prior year period. Revenues for the quarter increased to \$4,932.2 million from \$4,041.5 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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