



Mufson Howe Hunter

Manufacturing Update

November 2022

Primary Manufacturing Services Contacts

Michael J. Howe

Managing Director
215.399.5413
mhowe@mhco.com

Michael J. Gorman

Director
215.399.5416
mgorman@mhco.com

Isabel Schaefer

Associate
215.399.5418
ischafer@mhco.com

Mufson Howe Hunter & Company LLC is a middle-market focused investment bank providing M&A, capital raising and financial advisory services.

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

Macro-Economic Trends

	Sep-22	Oct-22	Trend
PMI	50.9	50.2	Negative
Total Unemployment	3.5	3.7	Negative
CPI Monthly Change	0.4	0.4	Neutral
PPI Monthly Change	0.4	0.2	Positive
Industrial Production	105.2	104.7	Negative
Capacity Utilization	102.8	102.3	Negative
Manufacturing Production	80.3	79.9	Negative
Manufacturing Utilization	80.0	79.5	Negative

Sector Index Performance

	3-Year	LTM	3-Month
Aerospace & Defense	-8.6%	4.7%	4.1%
Components & Materials	-8.7%	-27.4%	-8.2%
Industrial Equipment	62.5%	-22.3%	-8.4%
Industrial & Technical Services	43.1%	-5.4%	-2.0%
NASDAQ	32.5%	-29.1%	-11.2%
S&P 500	27.5%	-15.9%	-6.0%

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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., Azenta, 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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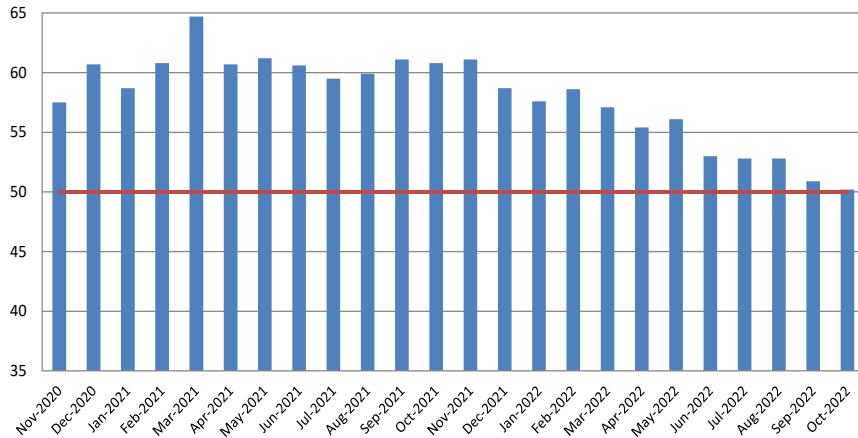
Major U.S. Economic Indicators

Manufacturing Update

Purchase Manager Index (PMI)

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

ISM Manufacturing PMI Composite Index - United States (Monthly)



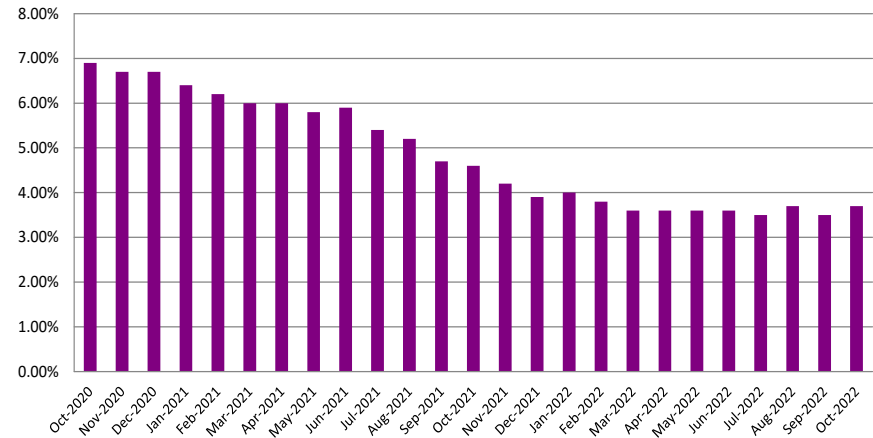
Commentary

Purchasing activity in the manufacturing sector decreased in October, while the overall economy achieved a 29th consecutive month of growth. Production and Imports grew in September 2022, while New Orders, Backlog, New Exports, Suppliers Deliveries all slowed down 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.

Unemployment Rate - United States (Monthly)



Commentary

The unemployment rate slightly increased to 3.7% in October, and the number of unemployed persons increased to 6.0 million. Notable job gains occurred in leisure & hospitality.

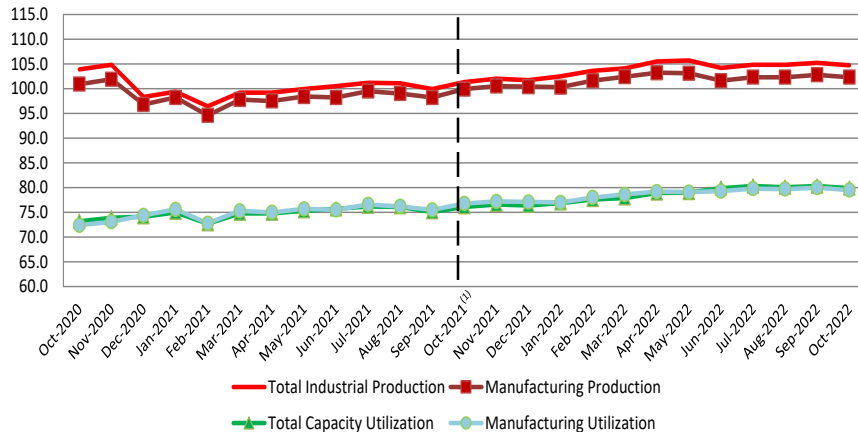
Major U.S. Economic Indicators

Manufacturing Update

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 2017. The Capacity Index (in green below), which is an estimate of sustainable potential output, is also expressed as a percentage of real output in 2017.

Industrial Production and Capacity Utilization - United States (Monthly)



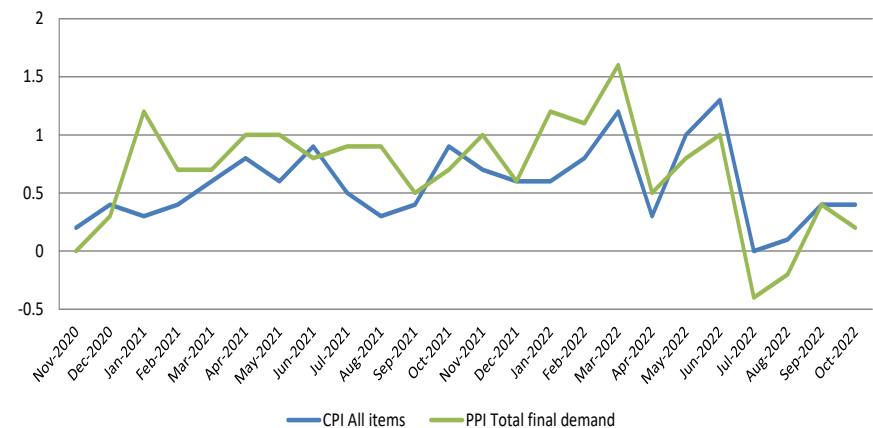
Commentary

Industrial production decreased by 0.1% in October. Manufacturing output rose 0.1% after advancing at a similar pace the previous month. At 104.7% of its 2017 average, total industrial production in October was 3.3% above its year-earlier level. Capacity utilization also decreased by 0.2% in October.

Producer Price Index and Consumer Price Index

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.

CPI and PPI Index - United States (1-Month Percent Change)



Commentary

The Consumer Price Index for All Urban Consumers increased by 0.4% in October 2022. Consumer prices for all items less food and energy rose 6.3 percent over the past 12 months. The Producer Price Index for final demand increased 0.2% in October, final demand prices rose by 8.0% for the 12 months ended in October.

Sector Index Performance

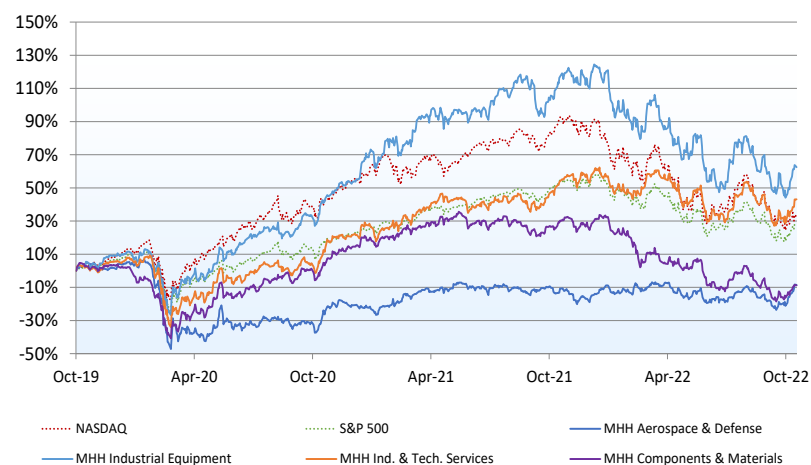
Manufacturing Update

Comparative Index Performance (Last Three Years)

Last Three Years

Daily from October 31, 2019 to October 31, 2022

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

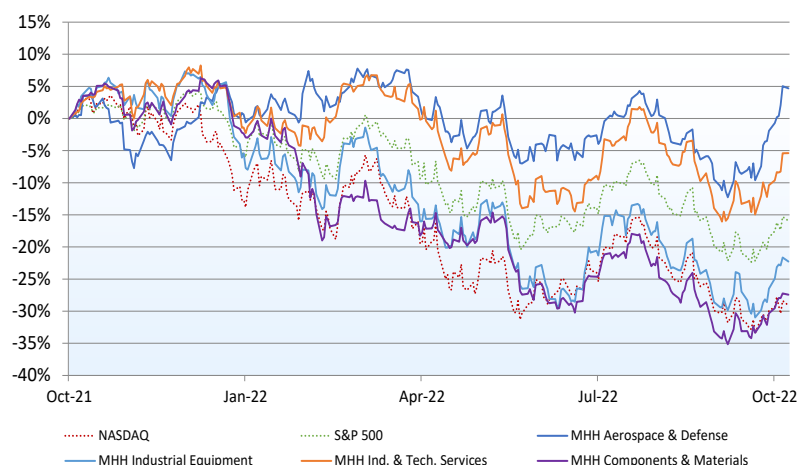


Comparative Index Performance (Last Twelve Months)

Last Twelve Months

Daily from October 29, 2021 to October 31, 2022

Price as Percent of Base (October 29, 2021 = 0%)



Price Appreciation

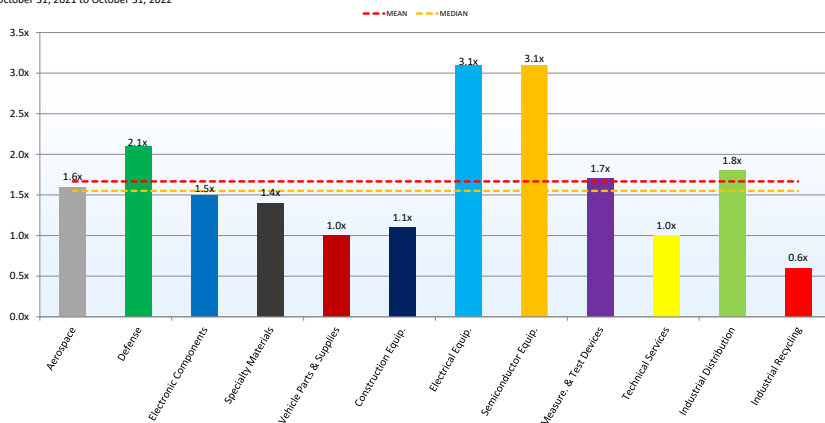
	3-Year	LTM	3-Month
MHH Aerospace & Defense	-8.6%	4.7%	4.1%
MHH Components & Materials	-8.7%	-27.4%	-8.2%
MHH Industrial Equipment	62.5%	-22.3%	-8.4%
MHH Industrial & Technical Services	43.1%	-5.4%	-2.0%
NASDAQ	32.5%	-29.1%	-11.2%
S&P 500	27.5%	-15.9%	-6.0%

Subsector Statistics

Manufacturing Update

Comparative Subsector LTM EV/Revenue

Last Twelve Months EV/Revenue
October 31, 2021 to October 31, 2022

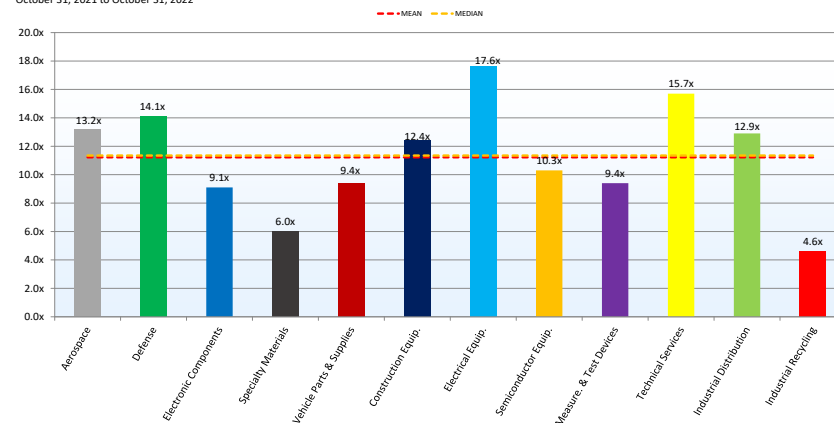


Commentary

During the last twelve months, our subsector indices had a mean EV/Revenue of 1.7x (i.e., red line) and a median of 1.6x (i.e., yellow line). Of the subsectors, Semiconductor Capital Equipment and Electrical equipment shared the high multiple at 3.1x and Industrial Recycling had the low multiple at 0.6x.

Comparative Subsector LTM EV/EBITDA

Last Twelve Months EV/EBITDA
October 31, 2021 to October 31, 2022



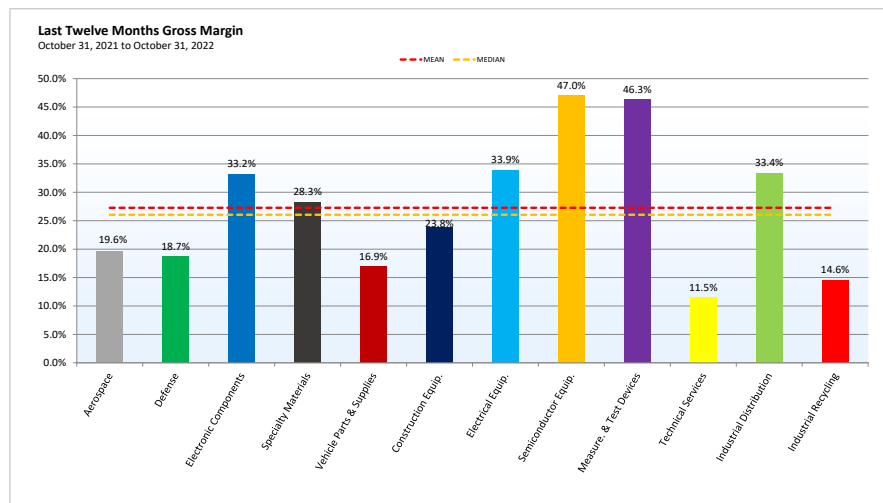
Commentary

During the last twelve months, our subsector indices had a mean EV/EBITDA of 11.2x and a median of 11.4x. Of the subsectors, Electrical Equipment had the high multiple at 17.6x and Industrial Recycling had the low multiple at 4.6x.

Subsector Statistics

Manufacturing Update

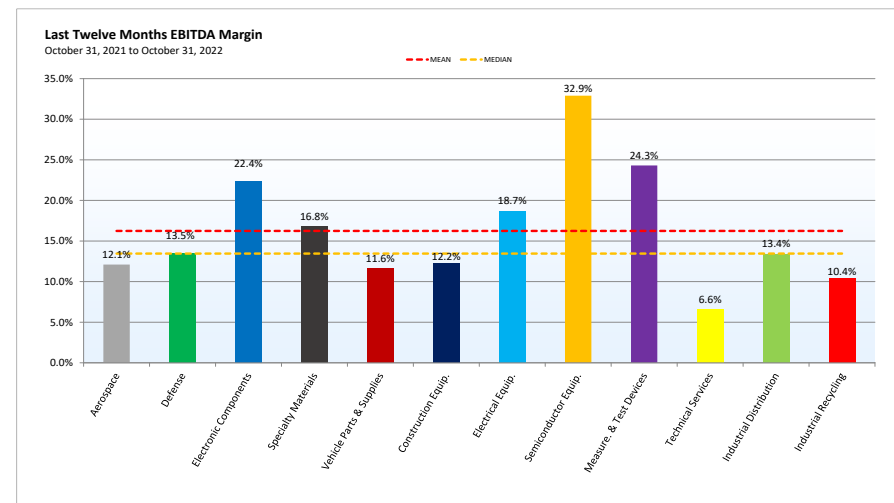
Comparative Subsector LTM Gross Margin



Commentary

During the last twelve months, our subsector indices had a mean Gross Margin of 27.3% and a median of 26.1%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 47.0%, and Technical Services had the low margin at 11.5%.

Comparative Subsector LTM EBITDA Margin



Commentary

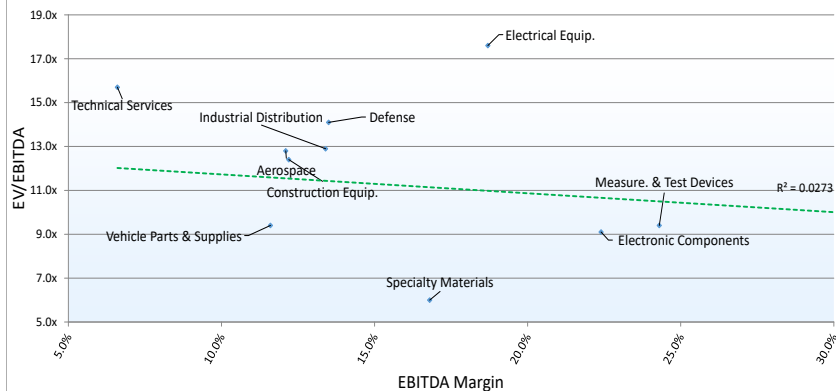
During the last twelve months, our subsector indices had a mean EBITDA Margin of 16.2% and a median of 13.5%. Of the subsectors, Semiconductor Capital Equipment had the high margin at 32.9% and Technical Services had the low margin at 6.6%.

Subsector Trading Multiples & Margins

Last Twelve Months from October 31, 2021 to October 31, 2022

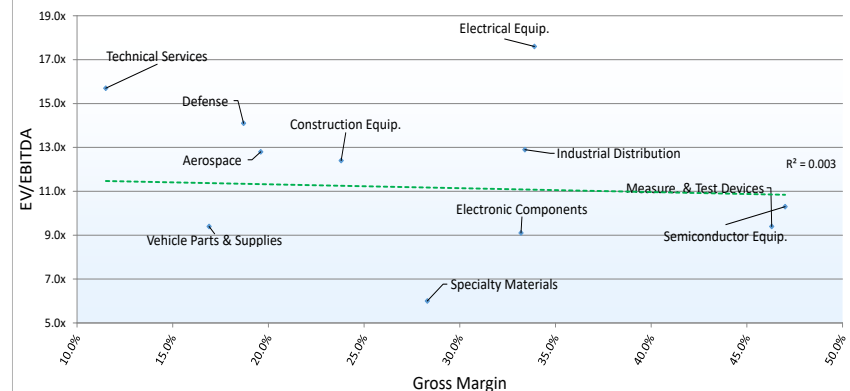
Index Subsector LTM EV/EBITDA vs EBITDA Margin

Last Twelve Months EV/EBITDA & EBITDA Margin
October 31, 2021 to October 31, 2022



Index Subsector LTM EV/EBITDA vs. Gross Margin

Last Twelve Months EV/EBITDA & Gross Margin
October 31, 2021 to October 31, 2022

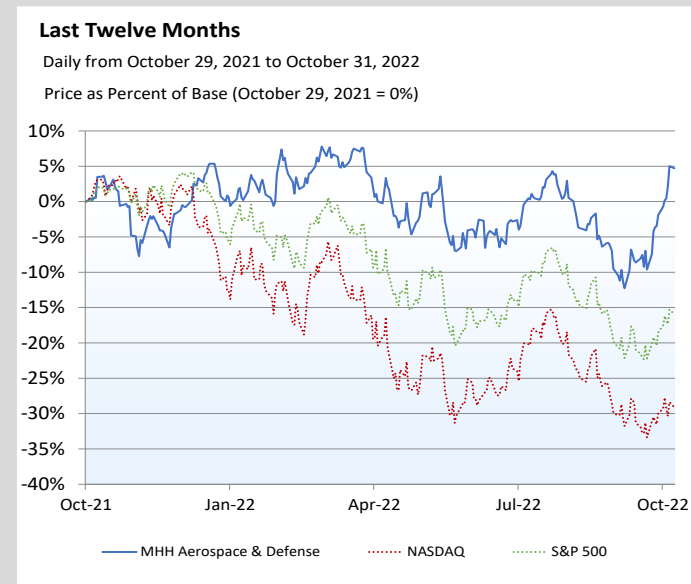
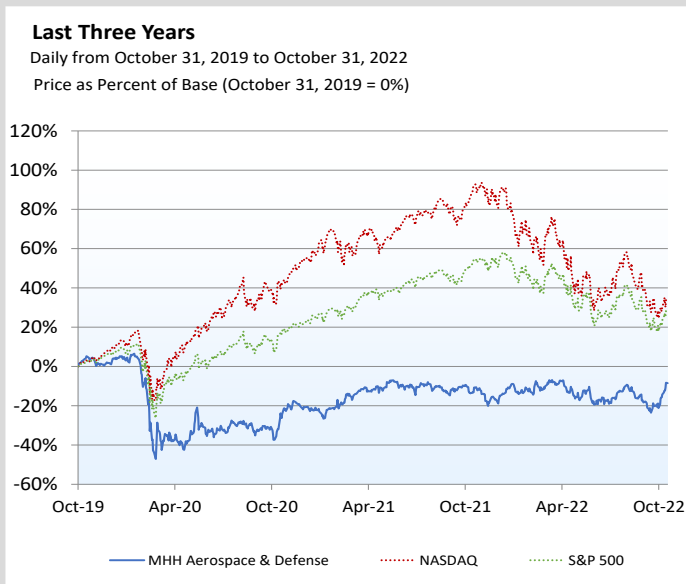


Comparative Index Performance

Aerospace & Defense

Comparative Index Performance

The MHH Aerospace & Defense Index^(a) increased by 4.1% during the three months ending October 31, 2022.



Price Appreciation

	3-Year	LTM	3-Month
MHH Aerospace & Defense	-8.6%	4.7%	4.1%
NASDAQ	32.5%	-29.1%	-11.2%
S&P 500	27.5%	-15.9%	-6.0%

(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.

Selected Valuation Metrics

Aerospace & Defense

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation		Margins		
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	Price/EBITDA	Price/EPS	Gross Profit	EBITDA
Aerospace											
Raytheon Technologies Corporation (RTX)	\$94.82	\$139,552	\$170,738	\$66,025	\$11,370	\$2.38	2.6x	15.0x	39.8x	20.5%	17.2%
Honeywell International Inc. (HON)	204.02	137,167	147,779	34,937	8,499	6.38	4.2x	17.4x	32.0x	32.3%	24.3%
The Boeing Company (BA)	142.51	84,934	127,960	61,421	(2,681)	(7.42)	2.1x	NM	NM	1.5%	NM
Airbus SE (ENXTPA:AIR)	108.36	85,329	81,822	54,043	6,565	3.60	1.5x	12.5x	30.1x	17.7%	12.1%
Thales S.A. (ENXTPA:HO)	127.21	26,935	27,999	17,541	2,117	4.17	1.6x	13.2x	30.5x	25.0%	12.1%
Textron Inc. (TXT)	68.44	14,288	16,401	12,555	1,510	2.90	1.3x	10.9x	23.6x	16.4%	12.0%
Rolls-Royce Holdings plc (LSE:RR.)	0.90	7,529	13,710	14,167	1,239	(0.02)	1.0x	11.1x	NM	20.4%	8.7%
Embraer S.A. (BOVESPA:EMBR3)	2.62	1,928	3,491	3,746	(44)	0.00	0.9x	NM	NA	18.8%	NM
Mean		\$62,208	\$73,738	\$33,054	\$3,572	\$1.50	1.9x	13.3x	31.2x	19.1%	14.4%
Median		55,934	54,911	26,239	1,813	2.64	1.6x	12.8x	30.5x	19.6%	12.1%
Defense											
Lockheed Martin Corporation (LMT)	\$486.68	\$127,546	\$136,596	\$64,722	\$8,623	\$16.19	2.1x	15.8x	30.1x	13.0%	13.3%
Northrop Grumman Corporation (NOC)	549.01	84,499	97,081	35,208	8,580	26.88	2.8x	11.3x	20.4x	20.5%	24.4%
General Dynamics Corporation (GD)	249.80	68,449	79,075	38,848	5,322	8.87	2.0x	14.9x	28.2x	16.9%	13.7%
L3Harris Technologies, Inc. (LHX)	246.47	46,929	54,279	16,834	3,454	7.28	3.2x	15.7x	33.9x	29.5%	20.5%
BAE System plc (BA.L)	9.36	28,961	34,821	24,207	2,592	0.34	1.4x	13.4x	27.5x	62.9%	10.7%
Huntington Ingalls Industries, Inc. (HII)	257.07	10,269	13,177	10,541	1,147	11.96	1.3x	11.5x	21.5x	14.0%	10.9%
Mean		\$61,109	\$69,172	\$31,727	\$4,953	\$11.92	2.1x	13.8x	26.9x	26.1%	15.6%
Median		57,689	66,677	29,707	4,388	10.41	2.1x	14.1x	27.8x	18.7%	13.5%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 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 September 30, 2022 excluding GD (October 2, 2022); TXT (October 1, 2022); LMT (September 25, 2022); HO, RR, EMBR3, BA. (June 30, 2022).

(4) Excludes non-recurring and discontinued operations.

Selected M&A Transactions

Aerospace & Defense

Announced	Target	Target Description	Acquirer	Value*
Oct 31	NetReveal UK Limited	Designs and develops enterprise investigation management platform. The company's platform provides real-time financial crime, risk management, and fraud detection and prevention solutions, such as banking fraud solution, it helps to detect fraud and increase customer satisfaction; banking compliance solution	BAE Systems Plc (LSE:BA.)	ND
Oct 18	Compagnie Industrielle des Lasers CILAS SA.	Develops, manufactures, and markets products and systems based on laser and optical technologies for defense and civilian and military security, scientific and industrial instrumentation, optical components, and scientific laser program markets.	Safran Electronics & Defense.	ND
Oct 11	Maxive Cybersecurity	Provides cyber security services to protect businesses and public sector organizations.	Thales S.A (ENXTPA:HO)	\$126.4

*ND – Not disclosed. Transaction values in millions.

Selected News

Aerospace & Defense

Airbus SE (ENXTPA:AIR) reported third quarter net income of \$654.0 million for fiscal year 2022 as compared to \$468.2 million for the prior year period. Earnings per share were \$0.83 versus \$0.59 for the prior year period. Revenues for the quarter increased to \$13,050.6 million from \$12,190.5 million for the same period in fiscal year 2021.

General Dynamics Corporation (NYSE:GD) reported third quarter net income of \$902.0 million for fiscal year 2022 as compared to \$860.0 million for the prior year period. Earnings per share were \$3.26 versus \$3.07 for the prior year period. Revenues for the quarter increased to \$9,975.0 million from \$9,568.0 million for the same period in fiscal year 2021.

L3Harris Technologies, Inc. (NYSE:LHX) reported third quarter net income of (\$300.0) million for fiscal year 2022 as compared to \$481.0 million for the prior year period. Earnings per share were (\$1.57) versus \$2.39 for the prior year period. Revenues for the quarter increased to \$4,246.0 million from \$4,229.0 million for the same period in fiscal year 2021.

Lockheed Martin Corporation (NYSE:LMT) reported third quarter net income of \$1,778.0 million for fiscal year 2022 as compared to \$614.0 million for the prior year period. Earnings per share were \$6.71 versus \$2.21 for the prior year period. Revenues for the quarter increased to \$16,583.0 million from \$16,028.0 million for the same period in fiscal year 2021.

Northrop Grumman Corporation (NYSE:NOC) reported third quarter net income of \$915.0 million for fiscal year 2022 as compared to \$1,063.0 million for the prior year period. Earnings per share were \$5.89 versus \$6.63 for the prior year period. Revenues for the quarter increased to \$8,971.0 million from \$8,720.0 million for the same period in fiscal year 2021.

Raytheon Technologies Corporation (NYSE:RTX) reported third quarter net income of \$1,387.0 million for fiscal year 2022 as compared to \$1,393.0 million for the prior year period. Earnings per share were \$0.94 versus \$0.93 for the prior year period. Revenues for the quarter increased to \$16,951.0 million from \$16,213.0 million for the same period in fiscal year 2021.

Textron Inc. (NYSE:TXT) reported third quarter net income of \$225.0 million for fiscal year 2023 as compared to \$185.0 million for the prior year period. Earnings per share were \$1.06 versus \$0.82 for the prior year period. Revenues for the quarter increased to \$3,078.0 million from \$2,990.0 million for the same period in fiscal year 2022.

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

Selected News (cont'd)

Aerospace & Defense

Thales S.A. (ENXTPA:HO) reported second quarter net income of \$295.6 million for fiscal year 2022 as compared to \$256.3 million for the prior year period. Earnings per share were \$1.39 versus \$1.20 for the prior year period. Revenues for the quarter decreased to \$4,315.4 million from \$4,546.4 million for the same period in fiscal year 2021.

The Boeing Company (NYSE:BA) reported third quarter net income of (\$3,275.0) million for fiscal year 2022 as compared to (\$109.0) million for the prior year period. Earnings per share were (\$5.49) versus (\$0.19) for the prior year period. Revenues for the quarter increased to \$15,956.0 million from \$15,278.0 million for the same period in fiscal year 2021.

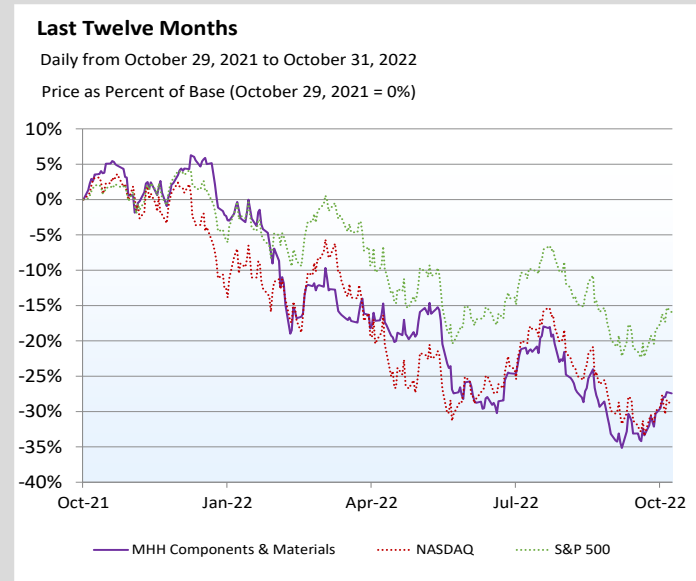
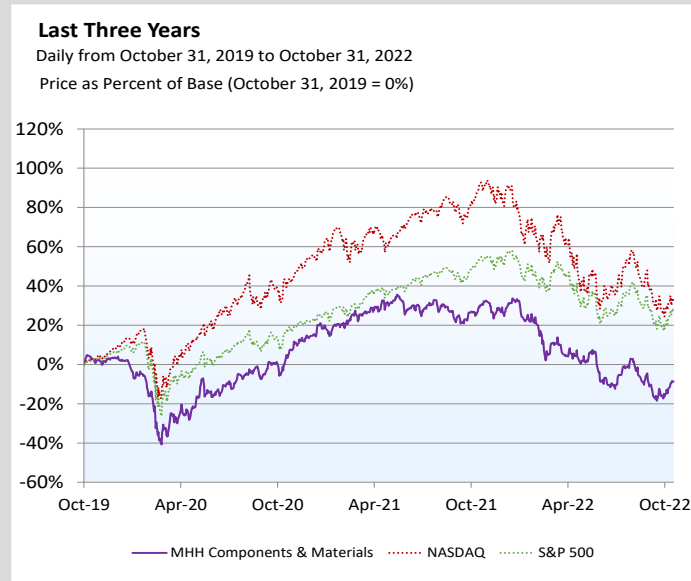
Note: All per share results are reported on a fully-diluted basis.

Comparative Index Performance

Components & Materials

Comparative Index Performance

The MHH Components & Materials index^(a) decreased by 8.2% during the three months ending October 31, 2022.



Price Appreciation

	3-Year	LTM	3-Month
MHH Components & Materials ^(a)	-8.7%	-27.4%	-8.2%
NASDAQ	32.5%	-29.1%	-11.2%
S&P 500	27.5%	-15.9%	-6.0%

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

Selected Valuation Metrics

Components & Materials

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/ Revenue	EBITDA	Price/ EPS	Gross Profit	EBITDA
Electronic Components											
Amphenol Corp. (APH)	\$75.83	\$45,126	\$48,705	\$12,411	\$2,938	\$2.41	3.9x	16.6x	31.5x	31.7%	23.7%
TE Connectivity Ltd (TEL)	122.23	39,094	42,579	16,281	3,749	5.61	2.6x	11.4x	21.8x	32.2%	23.0%
Corning Inc. (GLW)	32.17	27,210	33,322	14,459	3,477	1.76	2.3x	9.6x	18.2x	34.2%	24.0%
Omron Corp. (TSE:6645)	46.80	9,312	8,762	5,515	761	1.68	1.6x	11.5x	27.8x	44.8%	13.8%
Belden Inc. (BDC)	69.63	3,031	3,717	2,666	432	4.10	1.4x	8.6x	17.0x	36.8%	16.2%
Vishay Intertechnology (VSH)	20.91	2,985	2,720	3,485	761	2.55	0.8x	3.6x	8.2x	30.0%	21.8%
Encore Wire Corp. (WIRE)	137.59	2,524	1,950	3,012	930	28.51	0.6x	2.1x	4.8x	36.5%	30.9%
Alps Electric Ltd (TSE:6770)	8.61	1,770	1,915	6,149	639	1.12	0.3x	3.0x	7.7x	18.5%	10.4%
Mean		\$16,381	\$17,959	\$7,997	\$1,711	\$5.97	1.7x	8.3x	17.1x	33.1%	20.5%
Median		6,171	6,240	5,832	845	2.48	1.5x	9.1x	17.6x	33.2%	22.4%
Specialty Materials											
3M Company (MMM)	\$125.79	\$69,530	\$82,648	\$34,762	\$6,969	\$5.07	2.4x	11.9x	24.8x	44.4%	20.0%
BASF SE (DE:BAS)	44.93	40,188	60,396	86,075	11,380	4.79	0.7x	5.3x	9.4x	24.1%	13.2%
Dow Inc. (DOW)	46.74	32,894	45,603	59,407	9,958	6.15	0.8x	4.6x	7.6x	16.6%	16.8%
DuPont de Nemours (DD)	57.20	28,652	39,552	17,246	4,264	2.75	2.3x	9.3x	20.8x	34.4%	24.7%
PPG Industries, Inc. (PPG)	114.18	26,835	33,387	17,657	2,161	4.36	1.9x	15.4x	26.2x	37.0%	12.2%
Akzo Nobel N.V. (ENXTAM:AKZA)	61.74	10,953	15,075	10,436	1,037	2.23	1.4x	14.5x	27.7x	36.3%	9.9%
Celenese Corp. (CE)	96.12	10,414	14,064	9,600	2,333	11.69	1.5x	6.0x	8.2x	28.3%	24.3%
Evonik Industries AG (DE:EVK)	18.45	8,596	12,227	17,884	2,296	1.80	0.7x	5.3x	10.3x	24.5%	12.8%
Solvay SA (ENXTBR:SOLB)	90.22	9,350	11,674	15,142	2,907	13.56	0.8x	4.0x	6.7x	24.4%	19.2%
Mean		\$26,379	\$34,958	\$29,801	\$4,812	\$5.82	1.4x	8.5x	15.7x	30.0%	17.0%
Median		26,835	33,387	17,657	2,907	4.79	1.4x	6.0x	10.3x	28.3%	16.8%
Vehicle Parts and Supplies											
Johnson Controls Inc. (JCI)	\$57.84	\$39,841	\$50,267	\$25,299	\$3,190	\$1.86	2.0x	15.8x	31.1x	33.0%	12.6%
Denso Corp. (TSE:6902)	49.72	37,508	39,998	41,142	4,892	1.97	1.0x	8.2x	25.2x	13.7%	11.9%
Aptiv PLC (APTV)	91.07	24,674	27,067	16,983	1,907	1.73	1.6x	14.2x	NM	14.3%	11.2%
Continental AG (DB:CON)	52.25	10,379	16,422	37,177	845	0.36	0.4x	19.4x	NM	21.2%	2.3%
Lear Corp. (LEA)	138.71	8,236	10,745	20,400	1,312	5.14	0.5x	8.2x	27.0x	7.2%	6.4%
Autoliv, Inc. (ALV)	80.35	6,977	8,352	8,626	887	3.28	1.0x	9.4x	24.5x	15.8%	10.3%
Bosch Ltd. (BSE:500530)	199.04	5,870	5,541	1,657	203	3.97	3.3x	NM	NM	35.5%	12.2%
Stanley Electric Co. Ltd. (TSE:6923)	17.01	2,721	2,041	2,879	473	0.78	0.7x	4.3x	21.8x	17.9%	16.4%
Mean		\$17,026	\$20,054	\$19,270	\$1,714	\$2.39	1.3x	11.4x	25.9x	19.8%	10.4%
Median		9,307	13,583	18,692	1,099	1.92	1.0x	9.4x	25.2x	16.9%	11.6%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 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 September 30, 2022 excluding BDC (October 2, 2022); VSH & LEA (October 1, 2022).

(4) Excludes non-recurring and discontinued operations.

Selected M&A Transactions

Components & Materials

Announced	Target	Target Description	Acquirer	Value*
Oct 31	MaxPower Semiconductor, Inc.	Manufactures and sells discrete semiconductors and passive electronic components.	Vishay Intertechnology, Inc. (NYSE:VSH).	\$110.0
Oct 26	Integrated Cable Assembly Holdings, Inc.	Through its subsidiaries, manufactures cable assemblies, wire harnesses, and electro-mechanical assemblies.	Amphenol Corporation. (NYSE:APH).	ND
Oct 21	TAA Derivatives Business from Evonik Industries AG. (XTRA: EVK).	Engages in the production of raw material to produce light stabilizer.	SABO S.p.A.	ND
Oct 05	Rescue Air Systems, Inc.	Manufactures and designs firefighter air replenishment systems (FARS).	Johnson Controls International plc. (NYSE: JCI)	\$100.0
Oct 04	Calostat from Evonik Industries AG. (XTRA:EVK)	Calostat comprises insulation boards manufacturing business.	Kingspan Group plc. (ISE: KRX)	ND
Oct 04	Rochester Wire and Cable, LLC from TE Connectivity Ltd. (NYSE: TEL).	Designs, manufactures, and supplies cables and wires in the United States and internationally.	Hexatronic Group AB. (OM: HTRO).	\$55.0

*ND – Not disclosed. Transaction values in millions.

Selected News

Components & Materials

Autoliv, Inc. (NYSE:ALV) reported third quarter net income of \$105.0 million for fiscal year 2022 as compared to \$60.0 million for the prior year period. Earnings per share were \$1.21 versus \$0.68 for the prior year period. Revenues for the quarter increased to \$2,302.0 million from \$1,847.0 million for the same period in fiscal year 2021.

BASF SE (DE:BAS) reported third quarter net income of \$891.4 million for fiscal year 2022 as compared to \$1,452.2 million for the prior year period. Earnings per share were \$0.99 versus \$1.58 for the prior year period. Revenues for the quarter decreased to \$21,519.9 million from \$22,796.7 million for the same period in fiscal year 2021.

Corning Incorporated (NYSE:GLW) reported third quarter net income of \$208.0 million for fiscal year 2022 as compared to \$371.0 million for the prior year period. Earnings per share were \$0.24 versus \$0.43 for the prior year period. Revenues for the quarter decreased to \$3,488.0 million from \$3,615.0 million for the same period in fiscal year 2021.

DENSO Corporation (TSE:6902) reported second quarter net income of \$372.7 million for fiscal year 2023 as compared to \$209.6 million for the prior year period. Earnings per share were \$0.49 versus \$0.27 for the prior year period. Revenues for the quarter increased to \$11,093.6 million from \$10,991.9 million for the same period in fiscal year 2022.

Dow Inc. (NYSE:DOW) reported third quarter net income of \$739.0 million for fiscal year 2022 as compared to \$1,683.0 million for the prior year period. Earnings per share were \$1.02 versus \$2.23 for the prior year period. Revenues for the quarter decreased to \$14,115.0 million from \$14,837.0 million for the same period in fiscal year 2021.

Encore Wire Corporation (NasdaqGS:WIRE) reported third quarter net income of \$191.8 million for fiscal year 2022 as compared to \$175.5 million for the prior year period. Earnings per share were \$9.97 versus \$8.51 for the prior year period. Revenues for the quarter increased to \$762.4 million from \$716.3 million for the same period in fiscal year 2021.

OMRON Corporation (TSE:6645) reported second quarter net income of \$137.6 million for fiscal year 2023 as compared to \$110.7 million for the prior year period. Earnings per share were \$0.69 versus \$0.55 for the prior year period. Revenues for the quarter decreased to \$1,520.7 million from \$1,624.1 million for the same period in fiscal year 2022.

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

Selected News (cont'd)

Components & Materials

PPG Industries, Inc. (NYSE:PPG) reported third quarter net income of \$329.0 million for fiscal year 2022 as compared to \$344.0 million for the prior year period. Earnings per share were \$1.39 versus \$1.43 for the prior year period. Revenues for the quarter increased to \$4,468.0 million from \$4,372.0 million for the same period in fiscal year 2021.

Stanley Electric Co., Ltd. (TSE:6923) reported second quarter net income of \$53.4 million for fiscal year 2023 as compared to \$29.4 million for the prior year period. Earnings per share were \$0.33 versus \$0.18 for the prior year period. Revenues for the quarter increased to \$829.6 million from \$759.5 million for the same period in fiscal year 2022.

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

Comparative Index Performance

Industrial Equipment

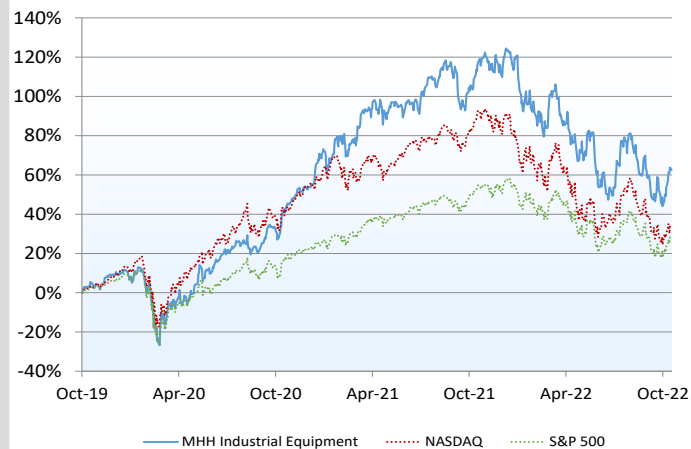
Comparative Index Performance

The MHH Industrial Equipment index^(a) decreased by 8.4% during the three months ending October 31, 2022.

Last Three Years

Daily from October 31, 2019 to October 31, 2022

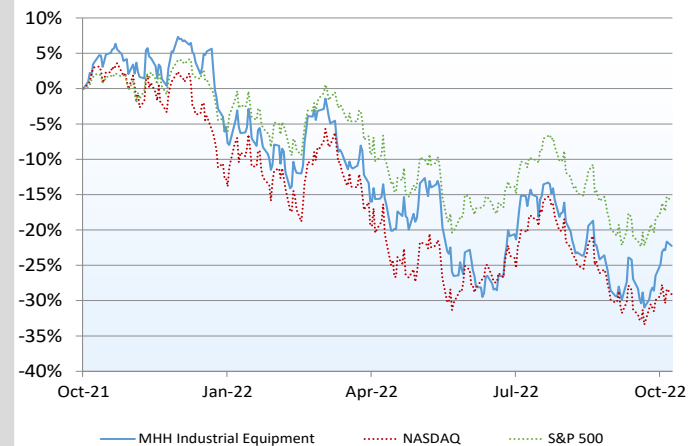
Price as Percent of Base (October 31, 2019 = 0%)



Last Twelve Months

Daily from October 29, 2021 to October 31, 2022

Price as Percent of Base (October 29, 2021 = 0%)



Price Appreciation

	3-Year	LTM	3-Month
MHH Industrial Equipment ^(a)	62.5%	-22.3%	-8.4%
NASDAQ	32.5%	-29.1%	-11.2%
S&P 500	27.5%	-15.9%	-6.0%

(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.

Selected Valuation Metrics

Industrial Equipment

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

(\$ in USD millions, except per share data)	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	Price/EPS	Gross Profit	EBITDA	
Company											
Construction Equipment											
Deere & Company (DE)	\$395.82	\$119,466	\$167,518	\$52,577	\$12,123	\$19.35	3.2x	13.8x	20.5x	31.4%	23.1%
Caterpillar Inc. (CAT)	216.46	114,271	145,424	56,628	11,151	10.78	2.6x	13.0x	20.1x	25.6%	19.7%
Cummins Inc. (CMI)	244.51	34,474	37,367	26,154	3,199	11.48	1.4x	11.7x	21.3x	23.8%	12.2%
Oshkosh Corp. (OSK)	88.00	5,755	5,884	7,084	(54.50)	(2.47)	0.8x	NM	NM	6.1%	NM
Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540)	50.91	3,600	5,477	11,711	(530)	(5.49)	0.5x	NM	NM	NM	NM
Terex Corp. (TEX)	40.54	2,736	3,331	4,190	418	3.01	0.8x	8.0x	13.5x	19.3%	10.0%
Mean		\$46,717	\$60,834	\$26,391	\$4,384	\$6.11	1.5x	11.6x	18.8x	21.2%	16.2%
Median		20,114	21,626	18,933	1,808	6.90	1.1x	12.4x	20.3x	23.8%	16.0%
Electrical Equipment											
Schneider Electric SE (ENXTPA:SU)	\$126.83	\$70,404	\$83,242	\$32,624	\$6,073	\$5.45	2.6x	13.7x	23.3x	40.6%	18.6%
Eaton Corporation plc (ETN)	150.07	59,773	69,274	20,166	3,787	4.14	3.4x	18.3x	36.3x	32.8%	18.8%
Emerson Electric Co. (EMR)	86.60	51,207	65,729	19,629	4,590	3.67	3.3x	14.3x	23.6x	41.7%	23.4%
Rockwell Automation Inc. (ROK)	255.30	29,471	33,708	7,760	1,561	6.60	4.3x	21.6x	38.7x	40.0%	20.1%
Ametek Inc. (AME)	129.66	29,767	32,095	6,029	1,775	3.73	5.3x	18.1x	34.8x	34.9%	29.4%
Hubbell Inc. (HUBB)	237.48	12,754	13,939	4,828	811	7.20	2.9x	17.2x	33.0x	29.1%	16.8%
Regal Rexnord Corporation (RRX)	126.54	8,412	10,030	5,190	919	5.15	1.9x	10.9x	24.6x	31.1%	17.7%
Powell Industries, Inc. (POWL)	24.67	291	194	499	10	0.04	0.4x	18.7x	NM	14.8%	2.1%
Mean		\$32,760	\$38,526	\$12,091	\$2,441	\$4.50	3.0x	16.6x	30.6x	33.1%	18.4%
Median		29,619	32,902	6,895	1,668	4.64	3.1x	17.6x	33.0x	33.9%	18.7%
Measurement, Control, and Testing Devices											
Danaher Corporation (DHR)	\$251.67	\$183,206	\$199,979	\$31,250	\$10,896	\$7.17	6.4x	18.4x	35.1x	60.8%	34.9%
Xcerra Corporation (XCRA)	36.19	26,935	31,719	32,812	5,455	2.84	1.0x	5.8x	12.7x	33.4%	16.6%
Entegris, Inc. (ENTG)	79.34	11,819	15,036	2,971	782	1.79	5.1x	19.2x	NM	43.3%	26.3%
MKS Instruments, Inc. (MKS)	82.15	5,462	5,408	3,225	838	6.56	1.7x	6.5x	12.5x	43.9%	26.0%
Onto Innovation Inc. (ONTO)	66.84	3,309	2,756	978	295	2.89	2.8x	9.3x	23.1x	53.8%	30.2%
Nova Measuring Instruments Ltd. (NVMI)	73.71	2,116	1,876	541	157	2.95	3.5x	11.9x	25.0x	56.8%	29.1%
Axcelis Technologies, Inc. (ACLS)	58.00	1,916	1,686	860	209	3.41	2.0x	8.1x	17.0x	44.4%	24.3%
FormFactor, Inc. (FORM)	20.21	1,559	1,360	787	146	0.89	1.7x	9.3x	22.7x	44.0%	18.6%
Cohu, Inc. (COHU)	32.92	1,571	1,304	814	169	1.60	1.6x	7.7x	20.6x	46.3%	20.8%
Azenta, Inc. (NasdaqGS:AZTA) ⁽⁵⁾	44.40	3,306	864	555	30	(0.07)	1.6x	29.1x	NM	46.0%	5.3%
FARO Technologies, Inc. (FARO)	29.21	548	468	342	1	(0.36)	1.4x	NM	NM	52.7%	0.2%
Mean		\$21,977	\$23,860	\$6,830	\$1,725	\$2.70	2.6x	12.5x	21.1x	47.8%	21.1%
Median		3,306	1,876	860	209	2.84	1.7x	9.3x	21.6x	46.0%	24.3%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 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 September 30, 2022 excluding DE and AMAT (October 30, 2022); ASML and TER (October 2, 2022); ENTG and ONTO (October 1, 2022); LRCX (September 25, 2022); FORM and COHU (September 24, 2022); SU, POWL and XCRA (June 30, 2022).

(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.

Selected Valuation Metrics (cont'd)

Industrial Equipment

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	EBITDA	Price/EPS	Gross Profit	EBITDA
Semiconductor Capital Equipment											
ASML Holding NV (ASML)	\$472.66	\$188,592	\$188,730	\$19,346	\$6,575	\$9.62	9.8x	28.7x	NM	51.1%	34.0%
Applied Materials, Inc. (AMAT)	88.29	75,957	78,265	25,785	8,228	5.41	3.0x	9.5x	16.3x	46.5%	31.9%
Lam Research Corp. (LRCX)	404.78	55,204	55,830	17,997	6,037	24.70	3.1x	9.2x	16.4x	45.7%	33.5%
KLA-Tencor Corp. (KLAC)	316.45	44,847	48,316	9,852	4,324	15.86	4.9x	11.2x	20.0x	61.2%	43.9%
Tokyo Electron Ltd (TSE:8035)	265.71	41,389	39,273	15,580	4,939	18.69	2.5x	8.0x	14.2x	45.1%	31.7%
Teradyne Inc. (TER)	81.35	12,754	12,001	3,308	1,053	3.36	3.6x	11.4x	24.2x	59.7%	31.8%
Veeco Instruments Inc. (VECO)	18.23	937	1,017	645	92	0.53	1.6x	11.1x	34.4x	40.9%	14.2%
Mean		\$59,954	\$60,490	\$13,216	\$4,464	\$11.17	3.1x	9.9x	20.9x	50.1%	31.6%
Median		44,847	48,316	15,580	4,939	9.62	3.1x	10.3x	18.2x	46.5%	31.9%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 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 September 30, 2022 excluding DE and AMAT (October 30, 2022); ASML and TER (October 2, 2022); ENTG and ONTO (October 1, 2022); LRCX (September 25, 2022); FORM and COHU (September 24, 2022); SU, POWL and XCRA (June 30, 2022).

(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.

Selected Valuation Metrics

Industrial Equipment

Announced	Target	Target Description	Acquirer	Value*
Oct 31	CUBIC-Modulsystem A/S.	Manufactures electromechanical systems for industrial, mining, and airport applications.	Rockwell Automation, Inc. (NYSE: ROK)	\$130.0
Oct 31	InSinkErator, Inc. from Emerson Electric Co. (NYSE: EMR)	Manufactures food waste disposers, instant hot water dispensers, and point-of-use water heaters for home and commercial use.	Whirlpool Corporation. (NYSE: WHR)	\$3,000.0
Oct 31	Eurotherm Limited from Schneider Electric S.E. (ENXTPA: SU)	Designs and manufactures configurable precision machines, process and power controllers, and associated data recorders for industrial automation.	Watlow Electric Manufacturing Company.	ND
Oct 27	Telemecanique Sensors, France from Schneider Electric S.E. (ENXTPA: SU)	Design, develops, and delivers electromechanical and electronic sensors.	Yageo Corporation (TWSE: 2327)	\$686.5
Oct 03	B Medical Systems S.a.R.L.	Engages in research, development, manufacture, and sale of professional refrigerators, freezers, storage, and solutions.	Azenta, Inc. (NasdaqGS: AZTA)	\$470.1

*ND – Not disclosed. Transaction values in millions.

Selected News

Industrial Equipment

ASML Holding N.V. (ENXTAM:ASML) reported third quarter net income of \$1,668.5 million for fiscal year 2022 as compared to \$2,017.4 million for the prior year period. Earnings per share were \$4.21 versus \$4.94 for the prior year period. Revenues for the quarter decreased to \$5,666.1 million from \$6,076.2 million for the same period in fiscal year 2021.

Applied Materials, Inc (NasdaqGS: AMAT) appointed **Kevin March** to its **Board of Directors**.

Caterpillar Inc. (NYSE:CAT) reported third quarter net income of \$2,041.0 million for fiscal year 2022 as compared to \$1,426.0 million for the prior year period. Earnings per share were \$3.87 versus \$2.60 for the prior year period. Revenues for the quarter increased to \$14,994.0 million from \$12,397.0 million for the same period in fiscal year 2021.

Cohu, Inc. (NasdaqGS:COHU) reported third quarter net income of \$24.9 million for fiscal year 2022 as compared to \$23.7 million for the prior year period. Earnings per share were \$0.51 versus \$0.48 for the prior year period. Revenues for the quarter decreased to \$206.7 million from \$225.1 million for the same period in fiscal year 2021.

Danaher Corporation (NYSE:DHR) reported third quarter net income of \$1,572.0 million for fiscal year 2022 as compared to \$1,158.0 million for the prior year period. Earnings per share were \$2.10 versus \$1.54 for the prior year period. Revenues for the quarter increased to \$7,663.0 million from \$7,229.0 million for the same period in fiscal year 2021.

Emerson Electric Co. (NYSE:EMR) reported net income of \$3,231.0 million for fiscal year 2022 as compared to \$2,303.0 million for the prior year. Earnings per share were \$5.41 versus \$3.82 for the prior year. Revenues for the year increased to \$19,629.0 million from \$18,236.0 million for fiscal year 2021.

FormFactor, Inc. (NasdaqGS:FORM) reported third quarter net income of \$4.4 million for fiscal year 2022 as compared to \$20.5 million for the prior year period. Earnings per share were \$0.06 versus \$0.26 for the prior year period. Revenues for the quarter decreased to \$180.9 million from \$190.0 million for the same period in fiscal year 2021.

Hubbell Incorporated (NYSE:HUBB) reported third quarter net income of \$139.1 million for fiscal year 2022 as compared to \$108.4 million for the prior year period. Earnings per share were \$2.57 versus \$1.97 for the prior year period. Revenues for the quarter increased to \$1,316.2 million from \$1,083.4 million for the same period in fiscal year 2021.

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

Selected News (cont'd)

Industrial Equipment

Korea Shipbuilding & Offshore Engineering Co., Ltd. (KOSE:A009540) reported third quarter net income of \$158.8 million for fiscal year 2022 as compared to \$147.6 million for the prior year period. Earnings per share were \$2.25 versus \$2.09 for the prior year period. Revenues for the quarter decreased to \$2,969.6 million from \$3,010.3 million for the same period in fiscal year 2021.

KLA Corporation (NasdaqGS:KLAC) reported first quarter net income of \$1,026.0 million for fiscal year 2023 as compared to \$1,068.4 million for the prior year period. Earnings per share were \$7.20 versus \$6.96 for the prior year period. Revenues for the quarter increased to \$2,724.4 million from \$2,083.8 million for the same period in fiscal year 2022.

Lam Research Corporation (NasdaqGS:LRCX) reported first quarter net income of \$1,425.9 million for fiscal year 2023 as compared to \$1,179.7 million for the prior year period. Earnings per share were \$10.39 versus \$8.27 for the prior year period. Revenues for the quarter increased to \$5,074.1 million from \$4,304.5 million for the same period in fiscal year 2022.

Oshkosh Corporation (NYSE:OSK) reported third quarter net income of \$59.3 million for fiscal year 2022 as compared to \$213.9 million for the prior year period. Earnings per share were \$0.90 versus \$3.07 for the prior year period. Revenues for the quarter decreased to \$2,066.7 million from \$2,208.8 million for the same period in fiscal year 2021.

Onto Innovation Inc. (NYSE:ONTO) reported third quarter net income of \$52.2 million for fiscal year 2023 as compared to \$36.4 million for the prior year period. Earnings per share were \$1.05 versus \$0.73 for the prior year period. Revenues for the quarter increased to \$254.3 million from \$200.6 million for the same period in fiscal year 2022.

Schneider Electric S.E. (ENXTPA:SU) reported second quarter net income of \$794.0 million for fiscal year 2022 as compared to \$922.5 million for the prior year period. Earnings per share were \$1.41 versus \$1.65 for the prior year period. Revenues for the quarter increased to \$8,403.2 million from \$8,165.8 million for the same period in fiscal year 2021.

Teradyne, Inc. (NasdaqGS:TER) reported third quarter net income of \$183.5 million for fiscal year 2022 as compared to \$256.7 million for the prior year period. Earnings per share were \$1.10 versus \$1.41 for the prior year period. Revenues for the quarter decreased to \$827.1 million from \$950.5 million for the same period in fiscal year 2021.

Terex Corporation (NYSE:TEX) reported third quarter net income of \$81.8 million for fiscal year 2022 as compared to \$48.1 million for the prior year period. Earnings per share were \$1.20 versus \$0.68 for the prior year period. Revenues for the quarter increased to \$1,120.5 million from \$993.8 million for the same period in fiscal year 2021.

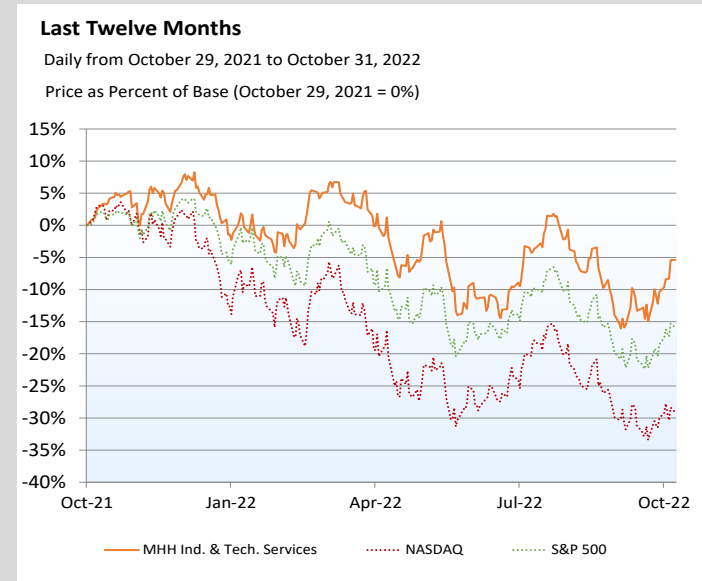
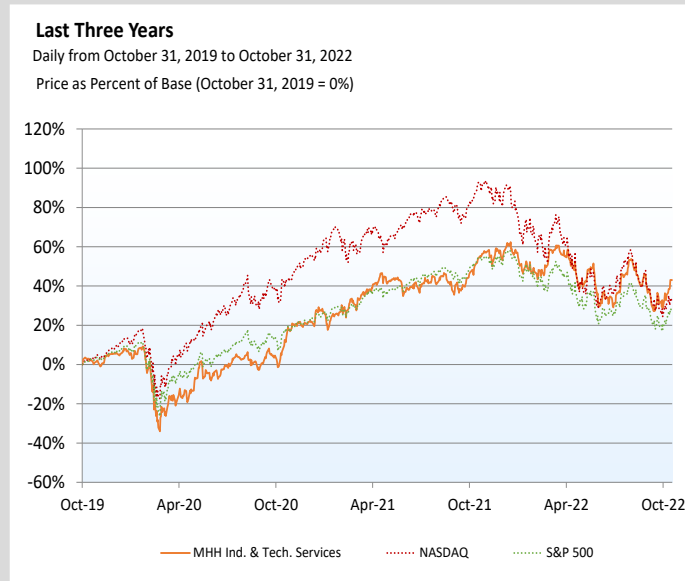
Note: All per share results are reported on a fully-diluted basis.

Comparative Index Performance

Industrial & Technical Services

Comparative Index Performance

The MHH Industrial & Technical Services index^(a) decreased by 2.0% during the three months ending October 31, 2022.



Price Appreciation

	3-Year	LTM	3-Month
MHH Industrial & Technical Services ^(a)	43.1%	-5.4%	-2.0%
NASDAQ	32.5%	-29.1%	-11.2%
S&P 500	27.5%	-15.9%	-6.0%

(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.

Selected Valuation Metrics

Industrial & Technical Services

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

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation		Margins		
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/ Revenue	Price/ EPS	Gross Profit	EBITDA	
Industrial Distribution											
W.W. Grainger, Inc. (GWW)	\$584.35	\$29,527	\$32,183	\$14,785	\$2,317	\$23.22	2.2x	13.9x	25.2x	37.8%	15.7%
Fastenal Company (FAST)	48.33	27,681	28,259	6,817	1,597	1.53	4.1x	17.7x	31.6x	46.4%	23.4%
WESCO International, Inc. (WCC)	137.77	6,999	12,317	20,714	1,537	13.06	0.6x	8.0x	10.6x	21.5%	7.4%
MSC Industrial Direct Co., Inc. (MSM)	82.98	4,636	5,465	3,692	546	5.09	1.5x	10.0x	16.3x	42.2%	14.8%
MRC Global Inc. (MRC)	10.03	839	1,744	3,180	147	0.56	0.5x	11.9x	18.0x	17.6%	4.6%
Transcat, Inc. (TRNS)	82.76	625	687	218	26	1.13	3.2x	26.6x	NM	29.0%	11.9%
Mean		\$11,718	\$13,442	\$8,234	\$1,028	\$7.43	2.0x	14.7x	20.3x	32.4%	13.0%
Median		5,818	8,891	5,254	1,041	3.31	1.8x	12.9x	18.0x	33.4%	13.3%
Industrial Recycling											
Veolia Environnement S.A. (ENXTPA:VIE)	\$22.34	\$15,136	\$39,549	\$36,649	\$3,784	\$0.90	1.1x	10.5x	24.9x	16.4%	10.3%
Clean Harbors, Inc. (CLH)	122.46	6,625	8,978	5,008	915	5.42	1.8x	9.8x	22.6x	31.0%	18.3%
Commercial Metals Company (CMC)	45.50	5,339	6,312	8,913	1,495	6.48	0.7x	4.2x	7.0x	20.8%	16.8%
Dow Chemicals Company (DOW)	31.86	1,896	2,715	5,601	549	4.17	0.5x	4.9x	7.6x	12.4%	9.8%
Aurubis AG (XTRA:NDA)	63.21	2,760	2,618	19,259	1,079	14.76	0.1x	2.4x	4.3x	10.4%	5.6%
Sims Limited (ASX:SGM)	7.82	1,470	1,748	6,392	353	1.46	0.3x	4.9x	5.4x	12.4%	5.5%
Mean		\$5,538	\$10,320	\$13,637	\$1,363	\$5.53	0.7x	6.1x	12.0x	17.2%	11.1%
Median		4,049	4,514	7,653	997	4.79	0.6x	4.9x	7.3x	14.4%	10.1%
Technical Services											
Jacobs Solutions Inc. (J)	\$115.22	\$14,703	\$18,691	\$14,923	\$1,311	\$3.96	1.3x	14.3x	29.1x	22.3%	8.8%
AECOM (ACM)	75.28	10,513	12,598	13,148	872	2.70	1.0x	14.5x	27.8x	6.4%	6.6%
KBR, Inc. (KBR)	49.77	6,828	8,335	7,455	527	0.95	1.1x	15.8x	NM	11.5%	7.1%
Tetra Tech, Inc. (TTEK)	141.28	7,533	7,801	2,836	368	4.03	2.8x	21.20	35.1x	20.3%	13.0%
Fluor Corporation (FLR)	30.26	4,299	3,446	11,935	220	0.82	0.3x	15.7x	37.0x	2.8%	1.8%
John Wood Group PLC (LSE:WG.)	1.61	1,090	3,084	6,384	227	0.01	0.5x	13.6x	NM	11.7%	3.5%
NV5 Global, Inc. (NVEE)	144.95	2,254	2,345	786	125	3.15	3.0x	18.8x	NM	49.7%	15.9%
Primoris Services Corporation (PRIM)	20.19	1,074	1,823	3,976	247	1.45	0.5x	7.4x	13.9x	10.0%	6.2%
Balfour Beatty plc (LSE:BBY)	3.43	2,033	1,625	8,633	76	0.09	0.2x	21.4x	37.8x	3.8%	0.9%
Mean		\$5,592	\$6,639	\$7,786	\$441	\$1.91	1.2x	15.8x	30.1x	15.4%	7.1%
Median		4,299	3,446	7,455	247	1.45	1.0x	15.7x	32.1x	11.5%	6.6%

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

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close October 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 September 30, excluding TTEK (October 2, 2022), NVEE (October 1, 2022); TRNS (September 24, 2022); MSM (September 3, 2022); CMC (August 31, 2022); J and BBY (July 1, 2022) and VIE, TSE: 5714, NDA, SGM, ACM and WG (June 30, 2022).

(4) Excludes non-recurring and discontinued operations.

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

Selected M&A Transactions

Industrial & Technical Services

Announced	Target	Target Description	Acquirer	Value
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No selected M&A Transactions for the month of October 2022.

Selected News

Industrial & Technical Services

Commercial Metals Company (NYSE:CMC) reported net income of \$1,217.3 million for fiscal year 2022 as compared to \$412.9 million for the prior year. Earnings per share were \$9.95 versus \$3.38 for the prior year. Revenues for the year increased to \$8,913.5 million from \$6,729.8 million for fiscal year 2021.

Fastenal Company (NasdaqGS: FAST) reported third quarter net income of \$284.6 million for fiscal year 2022 as compared to \$243.5 million for the prior year period. Earnings per share were \$0.50 versus \$0.42 for the prior year period. Revenues for the quarter increased to \$1,802.4 million from \$1,554.2 million for the same period in fiscal year 2021.

KBR, Inc. (NYSE:KBR) reported third quarter net income of \$74.0 million for fiscal year 2022 as compared to \$57.0 million for the prior year period. Earnings per share were \$0.49 versus \$0.38 for the prior year period. Revenues for the quarter decreased to \$1,626.0 million from \$1,843.0 million for the same period in fiscal year 2021.

MSC Industrial Direct Co., Inc. (NYSE:MSM) reported net income of \$339.8 million for fiscal year 2022 as compared to \$216.9 million for the prior year. Earnings per share were \$6.06 versus \$3.87 for the prior year. Revenues for the year increased to \$3,691.9 million from \$3,243.2 million for fiscal year 2021.

Transcat, Inc. (NasdaqGM: TRNS) reported second quarter net income of \$2.4 million for fiscal year 2023 as compared to \$3.0 million for the prior year period. Earnings per share were \$0.31 versus \$0.40 for the prior year period. Revenues for the quarter increased to \$56.4 million from \$50.4 million for the same period in fiscal year 2022.

W.W. Grainger, Inc. (NYSE:GWW) reported third quarter net income of \$426.0 million for fiscal year 2022 as compared to \$297.0 million for the prior year period. Earnings per share were \$8.27 versus \$5.65 for the prior year period. Revenues for the quarter increased to \$3,942.0 million from \$3,372.0 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

Manufacturing Update

Company	Sector
3M Company	Components & Materials
AECOM	Ind. & Tech. Services
Airbus Group SE	Aerospace & Defense
Akzo Nobel N.V.	Components & Materials
Alps Electric Co. Ltd.	Components & Materials
AMETEK, Inc.	Industrial Equipment
Amphenol Corporation	Components & Materials
Applied Materials, Inc.	Industrial Equipment
Aptiv PLC	Components & Materials
ASML Holding N.V.	Industrial Equipment
Aurubis AG	Ind. & Tech. Services
Autoliv, Inc.	Components & Materials
Axcelis Technologies, Inc.	Industrial Equipment
Azenta, Inc.	Industrial Equipment
BAE Systems plc	Aerospace & Defense
Balfour Beatty plc	Ind. & Tech. Services
BASF SE	Components & Materials
Belden Inc.	Components & Materials
Bosch Ltd	Components & Materials
Cardno Ltd.	Ind. & Tech. Services
Caterpillar Inc.	Industrial Equipment
Celanese Corporation	Components & Materials
Clean Harbors, Inc.	Ind. & Tech. Services
Cohu, Inc.	Industrial Equipment
Commercial Metals Company	Ind. & Tech. Services
Continental Aktiengesellschaft	Components & Materials
Corning Inc.	Components & Materials
Cummins Inc.	Industrial Equipment
Danaher Corporation	Industrial Equipment
Deere & Company	Industrial Equipment
Delphi Automotive PLC	Components & Materials
DENSO Corporation	Components & Materials
Dowa Holdings Co., Ltd.	Ind. & Tech. Services

Company	Sector
Dow Inc.	Components & Materials
DuPont de Nemours, Inc.	Components & Materials
Eaton Corporation plc	Industrial Equipment
Embraer S.A.	Aerospace & Defense
Emerson Electric Co.	Industrial Equipment
Encore Wire Corp.	Components & Materials
Entegris, Inc.	Industrial Equipment
Evonik Industries AG	Components & Materials
FARO Technologies, Inc.	Industrial Equipment
Fastenal Company	Ind. & Tech. Services
Fluor Corporation	Ind. & Tech. Services
FormFactor, Inc.	Industrial Equipment
General Dynamics Corporation	Aerospace & Defense
HD Supply Holdings, Inc.	Ind. & Tech. Services
Honeywell International Inc.	Aerospace & Defense
Hubbell Incorporated	Industrial Equipment
Huntington Ingalls Industries, Inc	Aerospace & Defense
Jacobs Engineering Group Inc.	Ind. & Tech. Services
John Wood Group plc	Ind. & Tech. Services
Johnson Controls Inc.	Components & Materials
KBR, Inc.	Ind. & Tech. Services
KLA-Tencor Corporation	Industrial Equipment
Korea Shipbuilding Co. Ltd.	Industrial Equipment
L3Harris Technologies	Aerospace & Defense
Lam Research Corporation	Industrial Equipment
Lawson Products, Inc.	Ind. & Tech. Services
Lear Corp.	Components & Materials
Lockheed Martin Corporation	Aerospace & Defense
MKS Instruments, Inc.	Industrial Equipment
MRC Global Inc.	Ind. & Tech. Services
MSC Industrial Direct Co., Inc.	Ind. & Tech. Services
Nanometrics Incorporated	Industrial Equipment
Northrop Grumman Corporation	Aerospace & Defense

Company	Sector
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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- Equity (control and non-control)
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- Senior and junior debt
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- Analysis of business strategies and options
- Fairness opinions
- Valuations

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C o n t a c t u s

Mufson Howe Hunter

www.mhhco.com

Michael J. Howe

Managing Director
215.399.5413
mhowe@mhhco.com

Michael J. Gorman

Director
215.399.5416
mgorman@mhhco.com

Isabel Schaefer

Associate
215.399.5418
ischaefer@mhhco.com