# **INDUSTRIAL GROWTH** *Quarterly Update Fourth Quarter 2018*



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CAPITAL PLACEMENTS • MERGERS, ACQUISITIONS & DIVESTITURES • RESTRUCTURINGS



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# Q4 2018 Highlights

#### February 2019

To The Friends and Clients of SOLIC Capital Advisors("SCA"):

We are pleased to share with you SCA's SOLIConnect Industrial Growth report, which contains, news, statistics, and key trends for industrial sectors that we actively cover for our corporate clients, institutional capital sources, legal and accounting professionals, and other interested groups. These sectors are: (i) Analytical Instrumentation and Testing Equipment, (ii) Electronics and Components, (iii) Precision Machine Products, Tooling and Stampings, (iv) Metals, (v) Resource Recovery and Waste Management, (vi) Chemicals and (vii) Plastic and Packaging companies.

During the fourth quarter, equity capital market returns for SCA's Industrial Sector Universe fell 16.0%, with an average decrease of 18.1% across the seven sectors. The Q4 index performance lagged slightly behind the average S&P (-14.3%) and the NASDAQ Composite (-17.4%) as all market indices felt the brunt of negative market sentiment throughout the quarter. The SCA Industrial Index performance was driven by significant losses in the Metals (-31.9%), Precision Machine Products (-22.8%), and Electronics & Components (-20.6%) segments.

Volatility in the equity markets wiped out most gains achieved throughout 2018. December was a bearish month as a result of the government shutdown and continued concerns with respect to trade tariff exchanges and uncertainty with respect to the economic outlook in many international markets. M&A activity for the quarter contracted as compared to Q3 2018 from 242 to 228 transactions, valued at just \$13.9B, down considerably from Q3's \$28.3B watermark. This step down in acquisition volume is primarily due to increases in the cost of capital associated with higher interest rates and growing concern for economic instability on the horizon. Notable transactions for this quarter include ITE Rail Fund LP's agreement to acquire American Railcar Industries, Inc for \$1.8B, Grief Packaging LLC's acquisition of Caraustar Industries, Inc. for \$1.8B, and Pan American Silver Corp's acquisition of Tahoe Resources for \$1.3B.

As a whole, the U.S. economy slowed less than expected for the fourth quarter in spite of the volatile equity markets, with current estimates of GDP growth at a 2.7% annualized rate. These estimates face potential headwinds with another potential government shutdown and an unresolved trade-war with China lurking. The economy is showing some signs of a coming slow down, with the housing market index slumping to its lowest levels in 3.5 years and consumer confidence beginning to list. However, businesses are still struggling to find workers as unemployment reaches new lows, and the federally-implemented import tariffs are increasing manufacturing costs for corporations such as 3M and Honeywell. Given that current governmental deficits are increasing, any leaning towards a downward cycle will likely lead to higher costs of capital and strains on the capital markets.

We welcome your comments and hope you find our SOLIConnect report informative.

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Edward R. Casas Chairman & CEO Senior Managing Partner ecasas@soliccapital.com



Recent Representative Engagements \* 



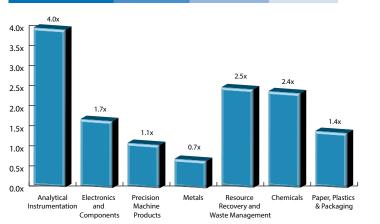
\* Includes transactions led by the team of SOLIC professionals at predecessor firms

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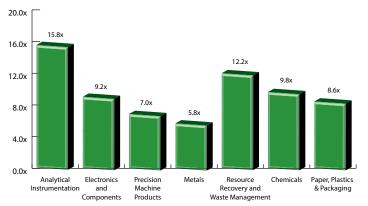


# Market Overview



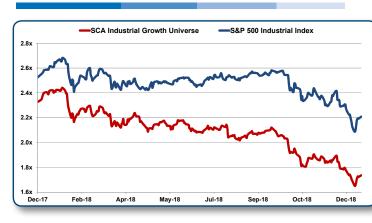


# Enterprise Value To EBITDA

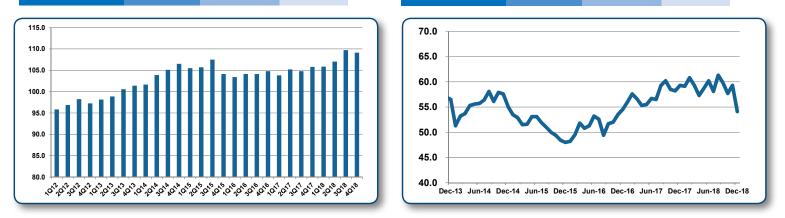


Revenue and EBITDA valuation multiples contracted slightly, while deal value saw a large drop despite an increase in volume as compared to Q3 2018.

### SCA Industrial Growth Universe vs. S&P 500 Total Enterprise Value / Revenue



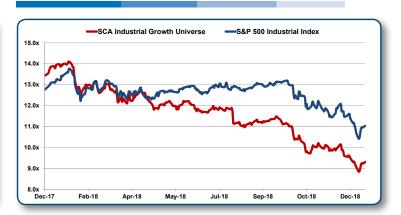
# Federal Reserve Industrial Production



\* Please see pages 16-21 for SCA Industrial Growth Universe and additional information in the "Notes" section at the end of this report.



### SCA Industrial Growth Universe vs. S&P 500 Total Enterprise Value / EBITDA



Institute for Supply Management Purchasing Managers' Index

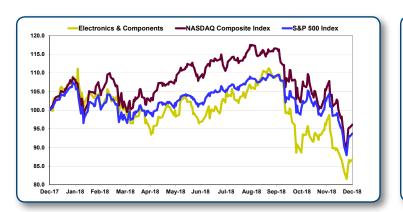


# Sector Stock Performance (one year)

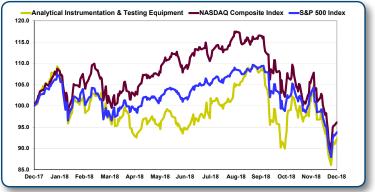
# SCA Industrial Growth Index



# SCA Electronics and Components Sector



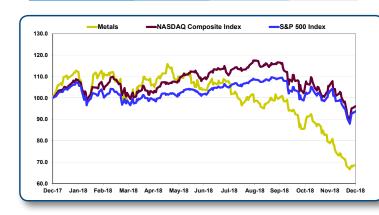
# SCA Analytical Instrumentation & Testing Equipment Sector



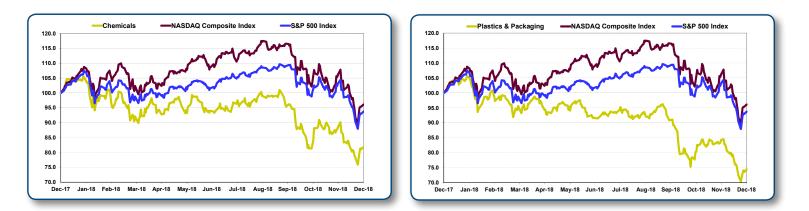
# SCA Precision Machine Products Sector



### SCA Metals Sector



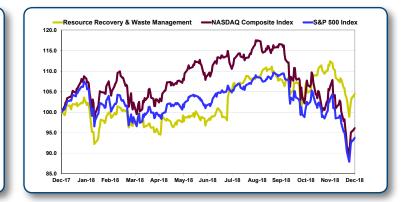
# SCA Chemicals Sector



\* Please see pages 16-21 for SCA Industrial Growth Universe and additional information in the "Notes" section at the end of this report.



# SCA Resource Recovery & Waste Management Sector



# SCA Plastics & Packaging Sector



# Notable Industry Developments



### **Crude Oil Prices Fell Significantly**

Crude Oil (WTI) prices were extremely volatile in Q4 2018, leading to a significant drop in the average price of oil to just \$59.37, representing a 14% decrease. The price of oil bottomed out at \$42.53 a barrel on December 24, a far-cry from the \$75 a barrel at the beginning of the quarter. The market flipped from concerns about a shortage of oil in the middle of the year to fears of a renewed crude glut. Oil prices plummeted in the fourth quarter as the stock market tanked, demand forecasts softened, and geopolitics roiled the energy complex.

#### U.S. Steel Boosted by Tariffs

According to the American Iron and Steel Institute, U.S. Steel Production for FY 2018 is 86,698 thousand tonnes, a 6% increase over 2017 production. The 25% tariff on steel imports, which the Trump administration levied in March 2018, has helped the U.S. steel industry capacity break above the important 80% mark, which is widely considered to be a sustainable and healthy rate.

### U.S. Chemical Production Ends 2018 on a Positive Note

According to the American Chemistry Council (ACC), the U.S. Chemical Production Regional Index (U.S. CPRI) rose by +60bps in December, following a 30 bps gain in November and a -40bps decline in October. Chemical output rose across all regions in December, with the largest gains in the Ohio Valley and Southeast regions.

# Fourth Quarter 2018

#### U.S. Manufacturing Outlook Remains Strong

The U.S. Manufacturing outlook continues to show strength, as the Institute for Supply Management released a 59.3% PMI score for November 2019, an increase of 160bps from October and also ahead of market estimates of 58.0. A PMI score above 50% represents expansion within the industry. The U.S. has now experienced 27 straight months of expansion driven by growth in new orders (+470bps), employment (+160bps) and product delivery (+130bps). The industry outlook remains strong as inventory rates remain low. However, of concern, backlog orders dropped (50.0 from 56.4) and prices paid index decreased (54.9 to 60.7), indicating higher raw material pricing for the 34th consecutive month.

### Moderate GDP Growth in Fourth Quarter 2018

According to the Capital Spectator, the median Q4 estimate for GDP growth is 2.7%. Despite the falling U.S. stock market painting a worrisome outlook, U.S. GDP in the fourth quarter continued to project a softer-but-still healthy pace of economic activity. These December estimates may be slowed by the recently-ended government shutdown and the unresolved trade war between the U.S. and China.

# SCA Industrial Growth Index Fell Significantly in Q4 and for the Year

SCA Industrial Growth Index fell 16.5% over the course of the year, significantly below the S&P (-7.3%) and NASDAQ (-3.8%). December was a particularly challenging month for the index, which fell as a result of the government shutdown and equity declines across the Metals, Precision Machine Products, and Electronics & Components segments. This drop comes after a relatively strong Q3 which experienced a 2% increase from Q2 2018. The SCA Industrial Growth index performed below that of both the NASDAQ Composite Index, which averaged a value of 104.45 in Q4, and the S&P, which averaged a Q4 value of 100.92.

# Upcoming Industry Conferences

Analytical Instrumentation	and Testing Equipment
PITTCON 2019 March 17-21, 2019 Philadelphia, PA	Microscopy and Microanalysis August 4-8, 2019 Portland, DR
<b>Electronics and Componen</b>	ts
Electrical Components and Technology Conference (ECTC) May 28-31, 2019 Las Vegas, NV	Coil Winding, Insulation and Electrical Manufacturing Expo (CWIEME) September 16-18, 2019 Chicago, IL
Precision Machine Product	s, Toolings, and Stampings
EASTEC May 14, 2019 West Springfield, MA	Rapid + tct May 20-23, 2019 Detroit, MI
Metals	
EASTEC May 14, 2019 West Springfield, MA	International Conference & Exhibition on Injection Modeling of Metals, Ceramics and Carbides February 25-27, 2019 Orlando, FL
Resource Recovery and Wa	aste Management
SWANApalozza 2019 February 25-28, 2019 Boston, MA	34th International Conference on Solid Waste Technology and Management March 31 – April 3, 2019 Washington, DC
Chemicals	
GlobalChem Conference & Exhibition March 6-8, 2019 Washington, DC	WPC 2019: 34th Annual World Petrochemical Conference March 19-22, 2019 San Antonio, TX
Plastics and Packaging	
Plastec East June 11-13, 2019 New York, NY	Polymer Foam 2019 June 18-19, 2019 Pittsburgh, PA



# **C** Selected M&A Transactions



Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
12/20/18	Caraustar Industries, Inc.	Greif Packaging LLC (Parent: Paperboard Parent, Inc.)	\$1,800.0	1.3x	10.3x
Description:	00	an agreement to acquire Caraustar In pard products. Caraustar Industries,			
12/13/18	Ranpak Corp.	One Madison Corporation (Parent: Ranpak Corp.)	\$950.0	n/a	n/a
Description:	•	into an agreement to acquire Ranpa d packaging/e-commerce packaging OH.			
12/13/18	MP Pumps, Inc.	Gardner Denver Holdings, Inc.	\$58.0	n/a	n/a
Description:	•	acquired MP Pumps, Inc., a produc sportation, and petroleum markets. N	•		
12/12/18	Carmanah Technologies Corporation - certain assets	SPX Corporation (Parent: Carmanah Technologies Corporation)	\$77.0	2.9x	n/a
Description:	SPX Corporation entered into an age is comprised of a marine and obstr	greement to acquire certain assets o uction lighting business.	of Carmanah Te	chnologies Corp	oration which
12/10/18	Syntron Material Handling, LLC	Kadant Inc.	\$179.0	2.0x	n/a
Description:	Kadant Inc. has acquired Syntron N	Naterial Handling, LLC, a producer o	of material hand	ling equipment.	
12/10/18	Petersen Aluminum Corporation	Carlisle Companies Incorporated	\$197.0	1.2x	n/a
Description:	• •	ntered into an agreement to acquire rchitectural metal industry. Petersen L.		•	

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
12/06/18	TCI, LLC	Allied Motion Technologies Inc.	\$64.1	n/a	n/a
Description:	-	acquired TCI, LLC, a producer of p , LLC was founded in 1961 and is ba	· ·		onic power
11/30/18	ARC Technologies, Inc. (nka:ARC Technologies LLC)	Hexcel Corporation	\$160.0	n/a	n/a
Description:		agreement to acquire ARC Technol f unwanted electronic interference. A			
11/27/18	SSI Controls Technologies Division of SSI Technologies, Inc.	Amphenol Corporation	\$400.0	2.2x	n/a
Description:	Amphenol Corporation entered into Technologies, Inc., the sensors man	an agreement to acquire SSI Contr nufacturing division	ols Technologie	es Division of SS	61
11/27/18	Spectro Scientific, Inc.	AMETEK, Inc.	\$190.0	3.8x	n/a
Description:	· · · ·	o Scientific, Inc., a producer of instruction ctro Scientific, Inc. was founded in 1			•
11/15/18	ADA Carbon Solutions, LLC	Advanced Emissions Solutions, Inc.	\$75.0	1.0x	5.9x
Description:		e. entered into an agreement to acquucts optimized for mercury complian 008 and is based in Littleton, CO.			
11/15/18	Polyfil Corporation	Kafrit Industries Ltd.	\$34.7	n/a	n/a
Description:	•	Polyfil Corporation, a producer of ado on was founded in 1984 and is base		•	unds for
11/14/18	Tahoe Resources Inc.	Pan American Silver Corp. (Parent: Tahoe Resources Inc.)	\$1,342.5	2.7x	13.2x
Description:	•	into an agreement to acquire Tahoe Tahoe Resources Inc. was founded		•	•



Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
11/13/18	Sonneborn US Holdings Inc.	HollyFrontier Refining & Marketing LLC	\$655.0	n/a	9.9x
Description:	, , ,	LLC entered into an agreement to a s. Sonneborn US Holdings, Inc. was	•	•	, Inc., a
11/12/18	Flexographic Packaging Division	Montagu Private Equity LLP (Parent: Eastman Kodak Company)	\$375.0	2.5x	11.4x
Description:	Montagu Private Equity LLP entere printing equipment.	ed into an agreement to acquire Flex	ographic Packa	iging Division, a	producer of
11/08/18	PeroxyChem LLC	Evonik Industries AG (Parent: PeroxyChem LLC)	\$625.0	n/a	n/a
Description:		an agreement to acquire PeroxyChe m peroxides, mixed acids, and reme hiladelphia, PA.			
11/07/18	Elite Comfort Solutions LLC	Leggett & Platt, Incorporated	\$1,245.9	n/a	n/a
Description:		ed into an agreement to acquire Elite g and furniture industries. Elite Com			
11/05/18	Genesis Systems Group, LLC	IPG Photonics Corporation (Parent: Genesis Systems Group, LLC)	\$115.0	n/a	n/a
Description:	robotic arc welding systems, asser	d into an agreement to acquire Gene nbly automation systems, and roboti founded in 1983 and is based in Da	c tooling and m		
10/30/18	Electro Scientific Industries, Inc.	MKS Instruments, Inc. (Parent: Electro Scientific Industries, Inc.)	\$928.3	2.2x	7.1x
Description:	-	an agreement to acquire Electro Score the microtechnology industry world ortland, OR.		· · · · ·	

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
10/29/18	4D Technology Corporation	Nanometrics Incorporated	\$39.9	n/a	n/a
Description:	interferometers, surface roughnes	into an agreement to acquire 4D Te s profilers, and interferometry access surfaces. 4D Technology Corporation	sories for the m	easurement of c	
10/29/18	Alpha Technologies Services, Inc.	EnerSys	\$750.0	1.3x	11.2x
Description:	EnerSys entered into an agreement to the broadband and renewable e	nt to acquire Alpha Technologies Sei energy industries.	rvices, Inc., a pr	ovider of poweri	ng solutions
10/22/18	American Railcar Industries, Inc.	ITE Rail Fund L.P.; ITE Management LP (Parent: American Railcar Industries, Inc.)	\$1,798.9	3.6x	13.4x
Description:		agreement to acquire American Rai erican Railcar Industries, Inc. was fo			
10/03/18	Lime Energy Co.	Willdan Energy Solutions, Inc. (Parent: Lime Energy Co.)	\$120.0	0.9x	19.3x
Description:		ered into an agreement to acquire Li he U.S. Lime Energy Co. was found			
10/02/18	Catawba, South Carolina Paper and Pulp Mill of Resolute Forest Products Inc.	New-Indy Containerboard LLC (Parent: Kraft Group LLC)	\$300.0	n/a	n/a
Description:	New-Indy Containerboard LLC ent of Resolute Forest Products Inc.	ered into an agreement to acquire C	atawba, South	Carolina Paper	and Pulp Mill
10/01/18	Agile Magnetics, Inc.	Standex International Corporation	\$39.0	2.3x	n/a
Description:	•	has acquired Agile Magnetics, Inc., ic and other assemblies. Agile Magn	•		
10/01/18	Arconic Inc Texarkana, TX Rolling Mill	Ta Chen International, Inc. (Parent: Arconic Inc.)	\$350.0	n/a	n/a
	•	into an agreement to acquire Texar	kana. TX Rollin	a Mill of Arconic	Inc. an



# **Waluation** Metrics by Sector



Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Analytic	al Instrumentation and Te	esting E	quipment <sup>[1]</sup>						
AME	AMETEK, Inc.	\$66.73	81.5%	\$15,489.1	\$16,871.6	3.6x	13.6x	12.3x	19.3x
CGNX	Cognex Corporation	37.71	53.9%	6,493.3	5,965.9	7.7x	24.1x	21.9x	45.5x
ESIO	Electro Scientific Industries, Inc.	29.91	99.8%	1,026.4	861.1	2.0x	6.6x	9.0x	6.9x
ESE	ESCO Technologies Inc.	65.19	91.2%	1,689.1	1,896.8	2.5x	13.7x	12.4x	18.4x
HEI	HEICO Corporation	76.73	81.5%	9,022.9	9,732.5	5.5x	21.5x	19.4x	40.4x
MTD	Mettler-Toledo International Inc.	557.54	80.0%	13,963.6	14,870.8	5.1x	20.7x	18.3x	35.5x
MTSC	MTS Systems Corporation	40.16	70.5%	717.7	1,026.8	1.3x	10.0x	8.2x	12.6x
					Mean	4.0x	15.8x	14.5x	14.3x

Electro	nics and Components <sup>[2]</sup>								
BELF.B	Bel Fuse Inc.	18.02	62.1%	210.8	271.3	0.5x	6.2x	5.0x	NM
ETN	Eaton Corporation plc	68.24	75.9%	29,575.2	36,412.2	1.7x	9.7x	8.9x	14.0x
LFUS	Littelfuse, Inc.	168.03	70.6%	4,227.1	4,429.7	2.7x	11.8x	10.4x	34.2x
					Mean	1.7x	9.2x	8.1x	14.0x

Precisi	Precision Machine Products, Tooling and Stampings <sup>[3]</sup>											
CW	Curtiss-Wright Corporation	100.60	70.2%	4,405.3	4,973.1	2.1x	10.2x	9.8x	17.2x			
HURC	Hurco Companies, Inc.	35.23	69.8%	236.6	161.1	0.5x	4.7x	NM	12.0x			
KMT	Kennametal Inc.	32.62	62.1%	2,678.2	3,204.7	1.3x	7.0x	6.6x	12.5x			
ROLL	<b>RBC Bearings Incorporated</b>	130.84	77.0%	3,134.9	3,199.0	4.6x	18.5x	16.5x	29.7x			
SHLO	Shiloh Industries, Inc.	5.74	46.7%	134.6	364.4	0.3x	4.9x	4.5x	11.7x			
TKR	The Timken Company	36.84	66.2%	2,831.6	4,468.5	1.3x	8.0x	6.3x	10.7x			
					Mean	1.1x	7.0x	6.8x	12.8x			

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enter	prise Valı	ie to:	P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Metals I	Processors								
ATI	Allegheny Technologies Incorporated	21.94	72.5%	2,757.5	4,259.1	1.1x	8.7x	7.5x	15.7x
CMC	Commercial Metals Company	15.91	59.5%	1,871.5	2,407.6	0.5x	6.8x	4.4x	14.0x
RS	Reliance Steel & Aluminum Co.	71.18	73.1%	5,013.4	7,006.3	0.6x	5.9x	6.5x	6.1x
TSX:RUS	Russel Metals Inc.	20.71	63.4%	1,285.9	1,822.9	0.5x	5.3x	5.6x	6.4x
SCHN	Schnitzer Steel Industries, Inc.	21.81	56.1%	571.7	678.4	0.3x	3.4x	4.5x	4.0x
ASX: SGM	Sims Metal Management Limited	10.22	56.6%	2,071.8	1,762.4	0.3x	4.6x	4.3x	10.4x
WOR	Worthington Industries, Inc.	34.83	69.8%	1,983.8	2,758.1	0.7x	6.9x	8.7x	10.7x
					Mean	0.6x	6.0x	5.9x	9.6x
Tube ar	d Pipe Producers [4]								
AKS	AK Steel Holding Corporation	2.27	33.4%	716.3	3,044.6	0.5x	6.5x	4.8x	NM
NWPX	Northwest Pipe Company	23.31	93.1%	226.9	226.9	1.5x	203.0x	10.0x	12.4x
SSAB A	SSAB AB (publ)	30.49	57.1%	27,357.8	39,385.8	0.5x	4.8x	3.9x	9.9x
STLD	Steel Dynamics, Inc.	29.87	57.3%	6,856.7	8,176.5	0.7x	4.4x	4.2x	5.5x
SYNL	Synalloy Corporation	16.72	67.4%	148.3	204.2	0.8x	6.7x	NM	10.9x
BIT:TEN	Tenaris S.A.	9.44	54.6%	11,144.3	11,034.8	1.8x	8.3x	7.2x	16.0x

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enter	prise Valı	ıe to:	P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Metals F	Processors								
ATI	Allegheny Technologies Incorporated	21.94	72.5%	2,757.5	4,259.1	1.1x	8.7x	7.5x	15.7x
CMC	Commercial Metals Company	15.91	59.5%	1,871.5	2,407.6	0.5x	6.8x	4.4x	14.0x
RS	Reliance Steel & Aluminum Co.	71.18	73.1%	5,013.4	7,006.3	0.6x	5.9x	6.5x	6.1x
TSX:RUS	Russel Metals Inc.	20.71	63.4%	1,285.9	1,822.9	0.5x	5.3x	5.6x	6.4x
SCHN	Schnitzer Steel Industries, Inc.	21.81	56.1%	571.7	678.4	0.3x	3.4x	4.5x	4.0x
ASX: SGM	Sims Metal Management Limited	10.22	56.6%	2,071.8	1,762.4	0.3x	4.6x	4.3x	10.4x
WOR	Worthington Industries, Inc.	34.83	69.8%	1,983.8	2,758.1	0.7x	6.9x	8.7x	10.7x
					Mean	0.6x	6.0x	5.9x	9.6x
Tube an	d Pipe Producers <sup>[4]</sup>								
AKS	AK Steel Holding Corporation	2.27	33.4%	716.3	3,044.6	0.5x	6.5x	4.8x	NM
NWPX	Northwest Pipe Company	23.31	93.1%	226.9	226.9	1.5x	203.0x	10.0x	12.4x
SSAB A	SSAB AB (publ)	30.49	57.1%	27,357.8	39,385.8	0.5x	4.8x	3.9x	9.9x
STLD	Steel Dynamics, Inc.	29.87	57.3%	6,856.7	8,176.5	0.7x	4.4x	4.2x	5.5x
SYNL	Synalloy Corporation	16.72	67.4%	148.3	204.2	0.8x	6.7x	NM	10.9x
BIT:TEN	Tenaris S.A.	9.44	54.6%	11,144.3	11,034.8	1.8x	8.3x	7.2x	16.0x
Х	United States Steel Corporation	18.25	38.3%	3,235.2	4,394.2	0.3x	3.2x	2.3x	4.8x

Mean

[1] CGNX, HEI, & MTD are excluded from the mean calculation of P/E multiples. [2] LFUS is excluded from the mean calculation of P/E multiples. [3] ROLL is excluded from the mean calculation of LTM Revenue, LTM/NTM EBITDA and P/E multiples. [4] NWPX is excluded from the mean calculation of LTM EBITDA multiples.

0.9x | 5.6x | 5.4x | 9.9x



Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Resourc	ce Recovery and Waste N	lanage	ment						
CWST	Casella Waste Systems, Inc.	28.17	81.7%	1,209.1	1,722.6	2.7x	14.6x	11.3x	30.5x
CECE	CECO Environmental Corp.	6.60	71.9%	230.7	282.9	0.9x	11.9x	8.2x	NM
CLH	Clean Harbors, Inc.	48.24	66.5%	2,701.7	4,072.5	1.3x	8.7x	8.1x	20.5x
HCCI	Heritage-Crystal Clean, Inc	22.36	77.9%	515.4	498.6	1.2x	11.6x	9.2x	21.8x
RSG	Republic Services, Inc.	71.93	91.6%	23,346.4	31,517.7	3.1x	11.3x	10.7x	17.0x
ECOL	US Ecology, Inc.	62.00	80.4%	1,366.0	1,616.9	3.0x	13.1x	11.8x	20.5x
WCN	Waste Connections, Inc.	73.77	90.7%	19,438.9	22,956.7	4.8x	15.1x	13.7x	26.7x
WM	Waste Management, Inc.	87.95	92.1%	37,497.2	47,432.2	3.2x	11.6x	10.9x	16.6x
					Mean	2.5x	12.2x	10.5x	21.9x

Diversif	ied Chemicals <sup>[5]</sup>								
ASH	Ashland Global Holdings Inc.	70.25	81.1%	4,389.7	6,624.7	1.8x	11.2x	11.3x	42.3x
CBT	Cabot Corporation	42.50	61.9%	2,551.2	3,530.2	1.1x	6.6x	5.8x	NM
NYSE: DWDP	DowDuPont Inc.	53.02	68.8%	121,640.8	151,288.8	1.8x	8.4x	7.7x	57.7x
EMN	Eastman Chemical Company	72.30	64.3%	10,125.0	16,633.0	1.6x	7.1x	7.1x	6.8x
FMC	FMC Corporation	73.23	74.2%	9,861.0	12,458.5	2.8x	10.3x	9.9x	44.1x
OLN	Olin Corporation	19.52	50.3%	3,256.6	6,477.4	0.9x	5.3x	5.0x	4.3x
					Mean	1.7x	8.2x	7.8x	5.5x

[5] ASH, DWDP & FMC are excluded from the mean calculation of P/E multiples.

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
				(‡)		LTM Revenue	LTM EBITDA	NTM EBITDA	
Special	Specialty Chemicals <sup>[6]</sup>								
ALB	Albemarle Corporation	76.74	55.3%	8,150.2	9,364.2	2.8x	9.0x	8.6x	24.6x
ECL	Ecolab Inc.	144.37	88.6%	41,704.6	48,658.8	3.3x	15.9x	15.0x	26.4x
FOE	Ferro Corporation	15.70	62.6%	1,307.2	2,123.9	1.3x	8.9x	7.0x	22.1x
FUL	H.B. Fuller Company	42.74	71.7%	2,166.7	4,403.8	1.5x	11.8x	8.8x	18.2x
IFF	International Flavors & Fragrances Inc.	132.23	84.0%	14,098.2	13,207.1	3.7x	16.4x	11.3x	37.2x
MTX	Minerals Technologies Inc.	50.67	62.7%	1,786.7	2,665.0	1.5x	7.6x	7.0x	8.9x
POL	PolyOne Corporation	28.28	59.6%	2,257.3	3,414.4	1.0x	8.9x	8.2x	12.4x
KWR	Quaker Chemical Corporation	177.82	81.9%	2,371.1	2,325.1	2.7x	18.7x	9.5x	56.5x
SCL	Stepan Company	73.63	80.9%	1,657.9	1,670.9	0.8x	7.4x	6.9x	18.0x
					Mean	2.1x	11.6x	9.1x	18.7x
Industria	al Gases								
APD	Air Products and Chemicals, Inc.	160.70	91.7%	35,281.5	36,422.5	4.1x	11.7x	10.7x	24.4x
PX	Philex Mining Corporation	3.09	42.9%	15,265.8	24,409.8	2.9x	7.4x	6.5x	13.9x
					Mean	3.5x	9.6x	8.6x	19.2x

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E	
						LTM Revenue	LTM EBITDA	NTM EBITDA		
Special	Specialty Chemicals <sup>[6]</sup>									
ALB	Albemarle Corporation	76.74	55.3%	8,150.2	9,364.2	2.8x	9.0x	8.6x	24.6x	
ECL	Ecolab Inc.	144.37	88.6%	41,704.6	48,658.8	3.3x	15.9x	15.0x	26.4x	
FOE	Ferro Corporation	15.70	62.6%	1,307.2	2,123.9	1.3x	8.9x	7.0x	22.1x	
FUL	H.B. Fuller Company	42.74	71.7%	2,166.7	4,403.8	1.5x	11.8x	8.8x	18.2x	
IFF	International Flavors & Fragrances Inc.	132.23	84.0%	14,098.2	13,207.1	3.7x	16.4x	11.3x	37.2x	
MTX	Minerals Technologies Inc.	50.67	62.7%	1,786.7	2,665.0	1.5x	7.6x	7.0x	8.9x	
POL	PolyOne Corporation	28.28	59.6%	2,257.3	3,414.4	1.0x	8.9x	8.2x	12.4x	
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SCL	Stepan Company	73.63	80.9%	1,657.9	1,670.9	0.8x	7.4x	6.9x	18.0x	
					Mean	2.1x	11.6x	9.1x	18.7x	
Industria	al Gases									
APD	Air Products and Chemicals, Inc.	160.70	91.7%	35,281.5	36,422.5	4.1x	11.7x	10.7x	24.4x	
PX	Philex Mining Corporation	3.09	42.9%	15,265.8	24,409.8	2.9x	7.4x	6.5x	13.9x	
					Mean	3.5x	9.6x	8.6x	19.2x	

[6] IFF& KWR are excluded from the mean calculation of P/E multiples.



Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Paper a	Paper and Corrugated Packaging [7]								
GPK	Graphic Packaging Holding Company	10.59	63.3%	3,286.8	6,945.0	1.2x	7.9x	6.8x	9.5x
GEF	Greif, Inc.	35.44	56.4%	1,899.4	2,849.2	0.7x	5.5x	5.4x	8.1x
IP	International Paper Company	39.81	59.5%	16,124.2	26,371.2	1.1x	6.4x	5.6x	5.9x
PKG	Packaging Corporation of America	82.32	62.8%	7,717.9	9,926.3	1.4x	6.8x	6.3x	9.7x
SON	Sonoco Products Company	52.61	89.6%	5,251.0	6,409.2	1.2x	8.7x	8.2x	21.9x
WRK	WestRock Company	37.27	52.1%	9,410.1	15,205.7	0.9x	5.3x	4.2x	5.1x
					Mean	1.1x	6.8x	6.1x	7.7x

Plastics	Plastics/Films <sup>[8]</sup>										
ATR	AptarGroup, Inc.	92.70	82.5%	5,822.9	6,880.8	2.5x	12.9x	11.4x	29.4x		
NYSE: BERY	Berry Global Group, Inc.	46.95	76.1%	6,150.5	11,628.5	1.5x	8.7x	7.8x	12.8x		
TSX:ITP	Intertape Polymer Group Inc.	16.65	72.9%	980.1	1,633.5	1.3x	10.1x	7.4x	12.7x		
MYE	Myers Industries, Inc.	15.12	58.8%	534.5	564.7	1.0x	10.7x	NM	NM		
LSE: RPC	RPC Group Plc	6.47	72.9%	2,623.8	3,829.0	1.0x	6.5x	6.2x	10.5x		
TG	Tredegar Corporation	15.97	60.3%	525.5	579.8	0.6x	6.1x	NM	NM		
					Mean	1.3x	9.2x	8.2x	12.0x		

[7] SON is excluded from the mean calculation of P/E multiples.[8] ATR is excluded from the mean calculation of P/E multiples.

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Flexible	Flexible Packaging <sup>[9]</sup>								
BMS	Bemis Company, Inc.	45.34	85.5%	4,126.7	5,517.9	1.3x	9.7x	9.3x	37.4x
CCL.B	CCL Industries Inc.	49.76	73.5%	8,750.1	10,837.5	2.1x	10.9x	10.1x	17.0x
LABL	Multi-Color Corporation	34.24	38.2%	702.5	2,194.1	1.3x	7.3x	7.5x	8.2x
SEE	Sealed Air Corporation	34.21	68.6%	5,368.4	8,733.0	1.9x	11.0x	9.8x	NM
WPK	Winpak Ltd.	47.60	93.7%	3,094.0	2,710.9	2.4x	10.6x	9.8x	19.6x
					Mean	1.8x	9.9x	9.3x	15.0x
OVERA	LL INDUSTRIAL GROW		Mean	1.8x	9.3x	8.4x	13.4x		

[9] BMS is excluded from the mean calculation of P/E multiples.





# Notes

- Sources: Capital IQ, Bloomberg, Federal Reserve, Institute for Supply Management, company 10-K, 10-Q and 8-K SEC filings, annual reports, press releases, and others as indicated.
- Any public companies chosen for the "SCA Industrial Growth Universe" are companies commonly used for industry information to show performance within a sector. They do not include all public companies that could be categorized within the sector and were not created as benchmarks; they do not imply benchmarking and do not constitute recommendations for a particular security and/or sector. The charts and graphs used in this report have been compiled by SOLIC Capital Advisors solely for purposes of illustration.

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