

Manufacturing

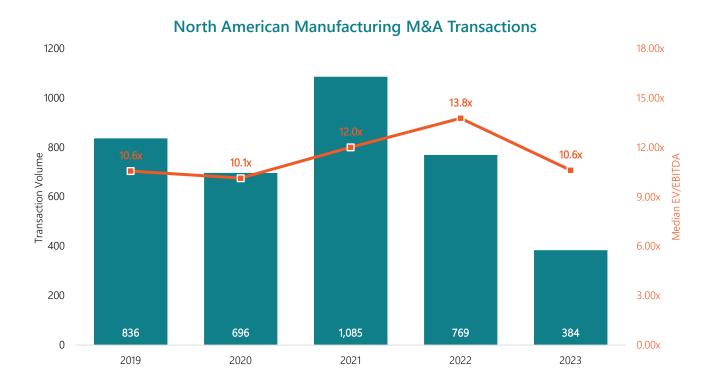
Quarterly Update | Q2 2023



Industry Overview

M&A Transactions & Performance





M&A Market Update – Q2 2023

Median EV/EBITDA

Transaction Volume

- Transaction volume in the North American manufacturing sector increased slightly in Q2 2023 compared to Q2 2022. The manufacturing sector saw 177 transactions in Q2 2023 compared to 173 in Q2 2022.
- Canadian manufacturing transactions comprised 11% of the quarter's total transaction value, with the remaining 88% being attributable to transactions within the United States (U.S.).
- Financial buyers were responsible for 24% of the Q2 2023 transaction volume, while strategic buyers comprised 76% of the total transaction volume for the guarter.
- Some notable transactions during Q2 2023 include:
 - Apollo Global Management Inc.'s announced the acquisition of Arconic Corporation for \$4.9B. Arconic manufactures and sells fabricated aluminum sheets, plates, extrusions, and architectural products and systems in the U.S. and internationally. The transaction represents an EV/Revenue multiple of 0.5x and an EV/EBITDA multiple of 8.1x. The transaction is expected to close by Q4 2023.
 - Allkem Limited's proposed acquisition of Livent Corporation for \$4.0B. Livent manufactures lithium
 compounds used in batteries, specialty polymers, and chemical synthesis applications. The transaction
 represents an EV/Revenue multiple of 4.1x and an EV/EBITDA multiple of 8.5x, and is expected to close by Q4
 2023.
 - Mid-market (sub \$500MM EV) transactions accounted for 11% of the overall transaction value in Q2 2023.
- The median EV/EBITDA for North American mid-market manufacturing transactions in Q2 2023 was 6x.

Macroeconomic Indicators



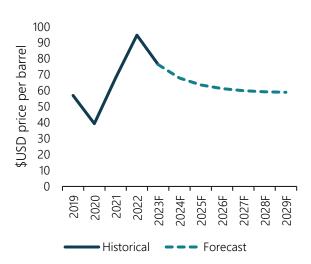
The Canadian economy has remained strong through Q2 2023. Household spending has remained robust and demand for labour is at healthy levels. Inflation decreased in May 2023, with CPI dropping to 3.4% compared to 8.1% in May 2022. However, Canada's economic outlook for the next 12 months remains conservative as a result of high interest rates. GDP is projected to grow by 1.8% in 2023.

The Canadian Purchasing Manager's Index (PMI), an index of the prevailing direction of economic trends in the manufacturing and service sectors has remained volatile in Q2 2023, with one month of expansion followed by two consecutive months of contraction in the index, underpinned by high interest rates. April 2023 saw the PMI reach 50.2, surpassing the 50 mark for the third time in 2023, while May and June were 49 and 48.8 respectively.



CANADIAN-DOLLAR EFFECTIVE

WORLD PRICE OF CRUDE OIL



CONSUMER CONFIDENCE INDEX



Select Recent M&A Transactions







Closed	June 20, 2023					
TEV	\$96.0MM					
TEV/EBITDA	6x					
TEV/Revenue	1.1x					

- Mayville Engineering Company, Inc., engages in the production, prototyping and tooling, fabrication, coating, and assembling of aftermarket components in the U.S. Mayville Engineering was founded in 1945 and is headquartered in Mayville, Wisconsin.
- Mid-States Aluminium Corp. engages in the design and manufacturing of aluminum extrusions. The company also extrudes, fabricates, and anodizes a range of components. The company was founded in 1974 and is headquartered in Fond Du Lac, Wisconsin.



has acquired



Closed	April 3, 2023
TEV	\$31.6MM
TEV/EBITDA	Not disclosed
TEV/Revenue	Not disclosed

- Exchange Income Corporation, and its subsidiaries engage in aerospace and aviation services and equipment, and manufacturing businesses worldwide. Exchange Income was incorporated in 2002 and is headquartered in Winnipeg, Canada.
- Hansen Industries Ltd. manufactures precision metal parts. The company was founded in 1975 and is based in Richmond, Canada.



Closed	April 3, 2023
TEV	\$125.0MM
TEV/EBITDA	Not disclosed
TEV/Revenue	2.5x

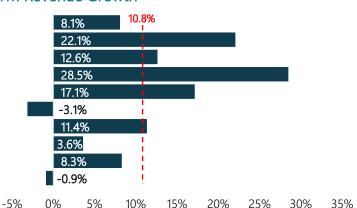
- SPX Technologies, Inc. supplies infrastructure equipment serving the heating, ventilation, air conditioning (HVAC), and detection and measurement markets in the U.S., China, the United Kingdom, and internationally. SPX Technologies, Inc. was founded in 1912 and is headquartered in Charlotte, North Carolina.
- T. A. Morrison & Co. Inc. manufactures dampers and air control products for commercial, industrial, and institutional markets. The company was incorporated in 1919 and is based in Smiths Falls, Canada.

Growth, Margins & Multiples



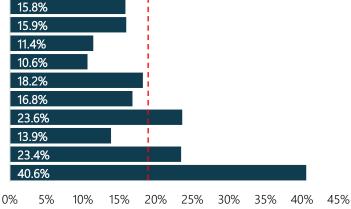
LTM Revenue Growth



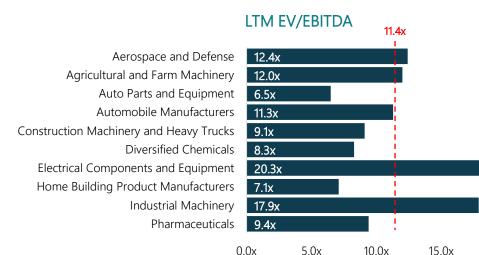


LTM EBITDA Margin





19.0%

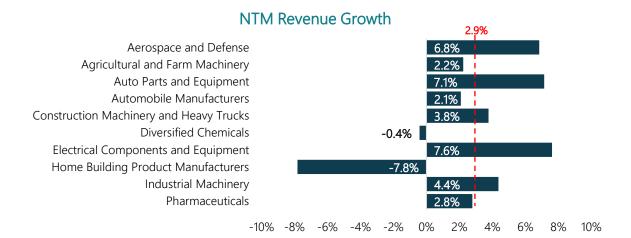


25.0x

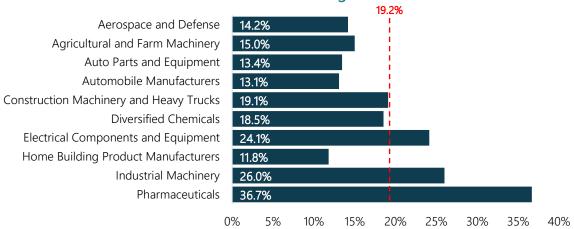
20.0x

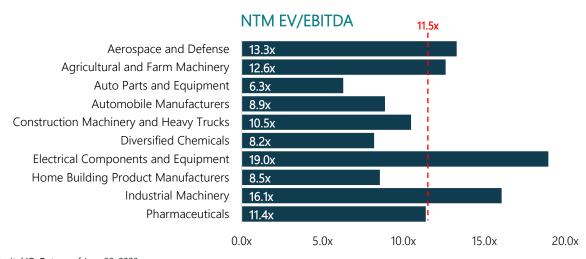








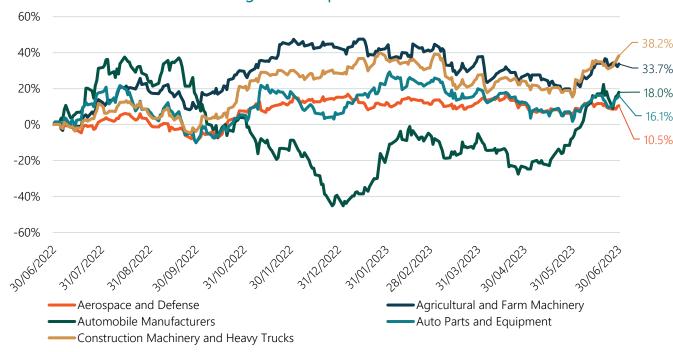




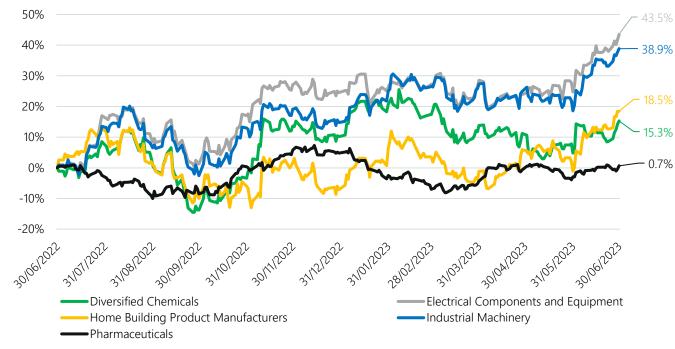






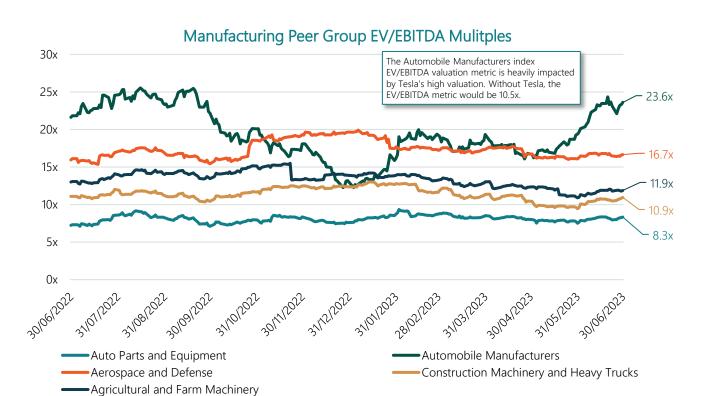


Manufacturing Peer Group Stock Price Performance*

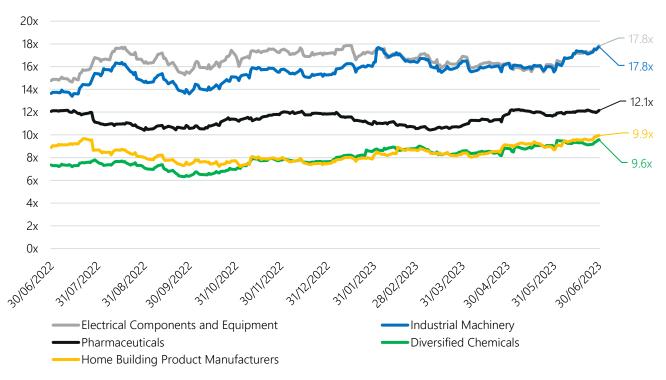








Manufacturing Peer Group EV/EBITDA Mulitples







(Figures In \$USD Millions, exce	pt percentages	and ratios)									
			LTM Operating Figures				NTM Co	onsensus l	Valuation		
	Market	Enterprise		Revenue		EBITDA	Revenue	EBITDA	NTM	LTM	LTM
Company	Capitalization	Value	Revenue	Growth	EBITDA	Margin	Growth	Margin	EV/EBITDA	EV/EBITDA	EV/REV
Aerospace and Defense											
The Boeing Company	\$127,032	\$167,680	\$73,608	21.2%	\$1,426	1.9%	16.5%	6.9%	NM	NM	2.3x
RTX Corporation	\$142,836	\$174,643	\$70,573	8.1%	\$12,538	17.8%	8.0%	17.5%	13.4x	13.9x	2.5x
Lockheed Martin Corporation	\$116,592	\$129,752	\$67,393	5.0%	\$10,660	15.8%	(0.2%)	14.5%	13.1x	12.2x	1.9x
Northrop Grumman Corporation	\$69,218	\$83,030	\$37,881	8.4%	\$7,657	20.2%	3.6%	14.2%	15.2x	10.8x	2.2x
General Dynamics Corporation	\$58,918	\$68,978	\$40,859	6.3%	\$5,457	13.4%	6.8%	13.4%	12.5x	12.6x	1.7x
Median	\$ 116,592	\$129,752	\$67,393	8.1%	\$7,657	15.8%	6.8%	14.2%	13.3x	12.4x	2.2x
Mean	\$102,919	\$ 124,817	\$58,063	9.8%	\$ 7,548	13.8%	6.9%	13.3%	13.6x	12.4x	2.1x
Agricultural and Farm Machine	ery										
Deere & Company	\$118,799	\$174,137	\$59,662	30.4%	\$13,753	23.1%	(10.2%)	25.2%	12.9x	12.7x	2.9x
CNH Industrial N.V.	\$19,209	\$40,363	\$24,248	21.0%	\$3,562	14.7%	5.4%	12.8%	12.3x	11.3x	1.7x
The Toro Company	\$10,562	\$11,526	\$4,821	17.0%	\$824	17.1%	1.8%	17.2%	13.7x	14.0x	2.4x
AGCO Corporation	\$9,839	\$11,437	\$14,177	23.2%	\$2,096	14.8%	2.6%	12.8%	6.3x	5.5x	0.8x
Median	\$14,886	\$25,944	\$19,212	22.1%	\$2,829	15.9%	2.2%	15.0%	12.6x	12.0x	2.0x
Mean	\$39,602	\$59,366	\$25,727	22.9%	\$5,059	17.4%	(0.1%)	17.0%	11.3x	10.9x	1.9x
Auto Parts and Equipment											
Aptiv PLC	\$27,616	\$33,784	\$18,129	14.9%	\$2,072	11.4%	10.4%	14.2%	11.9x	16.3x	1.9x
Magna International Inc.	\$16,160	\$21,012	\$38,871	8.9%	\$3,596	9.3%	7.1%	8.7%	5.8x	5.8x	0.5x
Lear Corporation	\$8,473	\$11,052	\$21,529	12.6%	\$1,709	7.9%	6.3%	7.7%	6.3x	6.5x	0.5x
BorgWarner Inc.	\$11,463	\$15,193	\$16,107	9.5%	\$2,344	14.6%	(9.1%)	13.4%	6.0x	6.5x	0.9x
Autoliv, Inc	\$7,260	\$8,907	\$9,763	19.5%	\$1,158	11.9%	8.6%	13.6%	6.4x	7.7x	0.9x
Median	\$11,463	\$ 15,193	\$18,129	12.6%	\$2,072	11.4%	7.1%	13.4%	6.3x	6.5x	0.9x
Mean	\$14,194	\$17,990	\$20,880	13.1%	\$2,176	11.0%	4.7%	11.5%	7.3x	8.6x	1.0x
Automobile Manufacturers											
Tesla, Inc.	\$829,681	\$814,034	\$94,028	40.0%	\$17,681	18.8%	19.4%	18.5%	NM	NM	8.7x
General Motors Company	\$53,603	\$150,981	\$169,729	28.5%	\$18,024	10.6%	2.1%	13.1%	6.9x	8.4x	0.9x
Ford Motor Company	\$60,532	\$171,032	\$165,055	22.6%	\$12,056	7.3%	1.0%	9.5%	10.8x	14.2x	1.0x
Median	\$60,532	\$171,032	\$165,055	28.5%	\$17,681	10.6%	2.1%	13.1%	8.9x	11.3x	1.0x
Mean	\$314,605	\$378,682	\$142,937	30.4%	\$15,920	12.2%	7.5%	13.7%	8.9x	11.3x	3.5x
Construction Machinery and He	eavy Trucks										
Caterpillar Inc.	\$126,803	\$157,595	\$61,700	17.1%	\$13,503	21.9%	6.4%	20.8%	11.6x	11.7x	2.6x
Cummins Inc.	\$34,705	\$41,891	\$30,142	24.0%	\$4,668	15.5%	8.1%	15.3%	8.5x	9.0x	1.4x
PACCAR Inc	\$43,680	\$49,771	\$32,543	27.8%	\$5,476	16.8%	(5.7%)	15.4%	10.5x	9.1x	1.5x
Westinghouse Air Brake Technologie		\$23,865	\$8,988	13.0%	\$1,636	18.2%	2.1%	19.1%	13.9x	14.6x	2.7x
Allison Transmission Holdings, Inc.	\$5,141	\$7,288	\$2,833	13.7%	\$979	34.6%	3.8%	36.1%	6.9x	7.4x	2.6x
Median	\$34,705	\$41,891	\$30,142	17.1%	\$4,668	18.2%	3.8%	19.1%	10.5x	9.1x	2.6x
Mean	\$46,011	\$56,082	\$27,241	19.1%	\$5,252	21.4%	2.9%	21.3%	10.3x	10.4x	2.1x
Diversified Chemicals											
DuPont de Nemours, Inc.	\$32,792	\$36,940	\$12,761	(0.5%)	\$3,308	25.9%	(1.7%)	24.7%	11.8x	11.2x	2.9x
Eastman Chemical Company	\$9,975	\$15,195	\$10,278	(4.7%)	\$1,711	16.6%	0.8%	17.9%	8.1x	8.9x	2.9x 1.5x
Huntsman Corporation	\$4,896	\$6,410	\$7,437	(7.3%)	\$879	11.8%	(5.1%)	10.5%	8.3x	7.3x	0.9x
The Chemours Company	\$5,502	\$8,556	\$6,566	(1.6%)	\$1,112	16.9%	2.0%	19.1%	6.7x	7.7x	1.3x
Median	\$7,739	\$11,876	\$8,858	(3.1%)	\$1,412	16.8%	(0.4%)	18.5%	8.2x	8.3x	1.5x
Mean	\$13,291	\$16,775	\$9,261	(3.1%)	\$1,753	17.8%	(1.0%)	18.1%	8.7x	8.8x	1.4x 1.6x
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(Figures In \$USD Millions, exce	pt percentages	and ratios)									
			LTM Operating Figures			NTM Co	onsensus l	Valuation			
Company		Enterprise Value	Revenue	Revenue Growth	EBITDA	EBITDA Margin	Revenue Growth	EBITDA Margin	NTM EV/EBITDA	LTM EV/EBITDA	LTM EV/REV
Electrical Components and Equ											
Emerson Electric Co.	\$51,658	\$66,169	\$20,311	26.2%	\$5,112	25.2%	(23.5%)	26.1%	16.6x	12.9x	3.3x
Eaton Corporation plc	\$80,158	\$88,932	\$21,392	8.2%	\$4,377	20.5%	8.2%	20.8%	18.5x	20.3x	4.2x
Rockwell Automation, Inc.	\$37,846	\$41,998	\$8,351	14.1%	\$1,839	22.0%	10.8%	22.2%	20.5x	22.8x	5.0x
AMETEK, Inc.	\$37,309	\$39,327	\$6,289	8.6%	\$1,942	30.9%	7.0%	30.1%	19.5x	20.3x	6.3x
Median	\$ 44,752	\$ 54,084	\$ 14,331	11.4%	\$ 3,159	23.6%	7.6%	24.1%	19.0x	20.3x	4.6x
Mean	\$ 51,743	\$ 59,107	\$14,086	14.3%	\$ 3,317	24.6%	0.6%	24.8%	18.7x	19.1x	4.7x
Home Building Product Manufa	acturers										
Masco Corporation	\$12,916	\$16,278	\$8,233	(6.2%)	\$1,517	18.4%	(3.1%)	17.5%	12.1x	10.7x	2.0x
Builders FirstSource, Inc.	\$17,431	\$20,990	\$20,929	(2.2%)	\$4,074	19.5%	(20.2%)	11.9%	10.7x	5.2x	1.0x
JELD-WEN Holding, Inc.	\$1,490	\$3,203	\$5,181	6.8%	\$428	8.3%	(17.4%)	8.2%	9.2x	7.5x	0.6x
Masonite International Corporation	\$2,265	\$3,360	\$2,891	8.0%	\$451	15.6%	(0.2%)	15.5%	7.5x	7.5x	1.2x
American Woodmark Corporation	\$1,251	\$1,687	\$2,066	11.3%	\$250	12.1%	(10.2%)	11.7%	7.9x	6.7x	0.8x
Caesarstone Ltd.	\$181	\$274	\$671	0.4%	\$64	9.5%	(5.5%)	6.0%	7.2x	4.3x	0.4x
Median	\$1,878	\$3,281	\$4,036	3.6%	\$440	13.9%	(7.8%)	11.8%	8.5x	7.1x	0.9x
Mean	\$5,922	\$ 7,632	\$6,662	3.0%	\$1,131	13.9%	(9.4%)	11.8%	9.1x	7.0x	1.0x
Industrial Machinery											
Illinois Tool Works Inc.	\$76,024	\$83,262	\$16,012	7.8%	\$4,364	27.3%	3.2%	27.5%	18.3x	19.1x	5.2x
Parker-Hannifin Corporation	\$50,041	\$62,899	\$18,157	16.1%	\$3,998	22.0%	8.2%	23.4%	13.7x	15.7x	3.5x
Stanley Black & Decker, Inc.	\$14,351	\$22,346	\$16,431	2.6%	\$1,318	8.0%	(1.3%)	8.9%	15.3x	17.0x	1.4x
Fortive Corporation	\$26,300	\$28,727	\$5,973	8.3%	\$1,607	26.9%	4.4%	27.6%	17.3x	17.9x	4.8x
Ingersoll Rand Inc	\$26,439	\$28,174	\$6,209	15.8%	\$1,456	23.4%	8.8%	26.0%	16.1x	19.4x	4.5x
Median	\$26,439	\$28,727	\$16,012	8.3%	\$1,607	23.4%	4.4%	26.0%	16.1x	17.9x	4.5x
Mean	\$ 38,631	\$45,082	\$ 12,556	10.1%	\$2,548	21.5%	4.6%	22.7%	16.1x	17.8x	3.9x
Pharmaceuticals											
Johnson & Johnson	\$430,142	\$458,436	\$97,773	2.3%	\$34,179	35.0%	3.8%	36.0%	12.9x	13.4x	4.7x
Merck & Co., Inc.	\$292,795	\$313,226	\$57,869	7.2%	\$22,701	39.2%	1.8%	30.1%	13.2x	13.8x	5.4x
Pfizer Inc.	\$207,070	\$223,530	\$92,951	0.6%	\$42,175	45.4%	(28.6%)	37.3%	9.2x	5.3x	2.4x
AbbVie Inc.	\$237,703	\$293,471	\$56,023	(2.3%)	\$31,197	55.7%	(6.8%)	48.2%	11.4x	9.4x	5.2x
Eli Lilly and Company	\$445,190	\$459,931	\$27,691	(5.6%)	\$9,303	33.6%	18.5%	34.7%	NM	NM	16.6x
Bristol-Myers Squibb Company	\$134,349	\$164,527	\$45,187	(4.2%)	\$18,937	41.9%	5.3%	43.0%	8.0x	8.7x	3.6x
Median	\$265,249	\$303,348	\$56,946	(0.9%)	\$26,949	40.6%	2.8%	36.7%	11.4x	9.4x	5.0x
Mean	\$291,208	\$318,853	\$ 62,916	(0.3%)	\$26,415	41.8%	(1.0%)	38.2%	11.0x	10.1x	6.3x

About Us



MNP Corporate Finance (MNPCF) has a dedicated team of over 100 M&A, capital markets, and due diligence professionals across Canada. MNPCF works with clients in virtually all industries as they prepare, plan, and execute transactions.

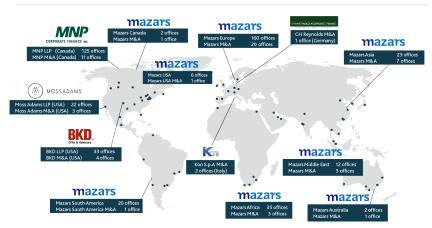
Our typical transactions range in value between \$3 million and \$300 million.

Local and International Reach

MNP is a participating firm within Praxity, a unique global alliance of independent accounting/advisory firms created to answer global business needs. As a member of Praxity, we are able to offer access to corporate finance, accounting and tax advisory services worldwide. We are also affiliated with Corporate Finance Cross Border, which consists of 250+ M&A professionals in more than 30 countries.







Services

- Divestitures
- Acquisitions
- Debt Financing
- · Due Diligence
- Transaction Advisory Services

Recently Closed Deals (National)





















About Us



Deal Experience

Since our inception, our team has advised on hundreds of transactions, in a wide range of industries with diverse enterprise values. In the past ten years alone, we have completed over 250 transactions worth over \$4.5 billion (not including due diligence engagements).

Industry Experience

- Food & Beverage
- Retail & Distribution
- Manufacturing
- Agriculture
- Automotive
- Materials
- · Health Care
- Pharmaceutical

- Transportation
- Construction
- Software
- Financial Services
- Technology
- Energy
- Oilfield Services
- Real Estate

Hands-on Approach

Current M&A transactions require a hands-on approach from start to finish including the active engagement of senior resources. Our senior resources are dedicated to our clients and are available as necessary and appropriate. We keep our clients regularly informed of the engagement status, issues we are encountering, successes, and overall progress.

Integrated Service Offering

We draw on the vast experience and deep specialist knowledge network of our partners locally, nationally, and internationally as specialty issues arise, such as pre-transaction tax planning, transaction structuring, estate planning, valuation, due diligence, performance improvement, and risk management.

Recently Closed Deals (National)





















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Transaction Leadership



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