



M&A Update

Manufacturing & Distribution

June 2021

Key Highlights

M&A in the United States

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M&A in the Manufacturing & Distribution Sector

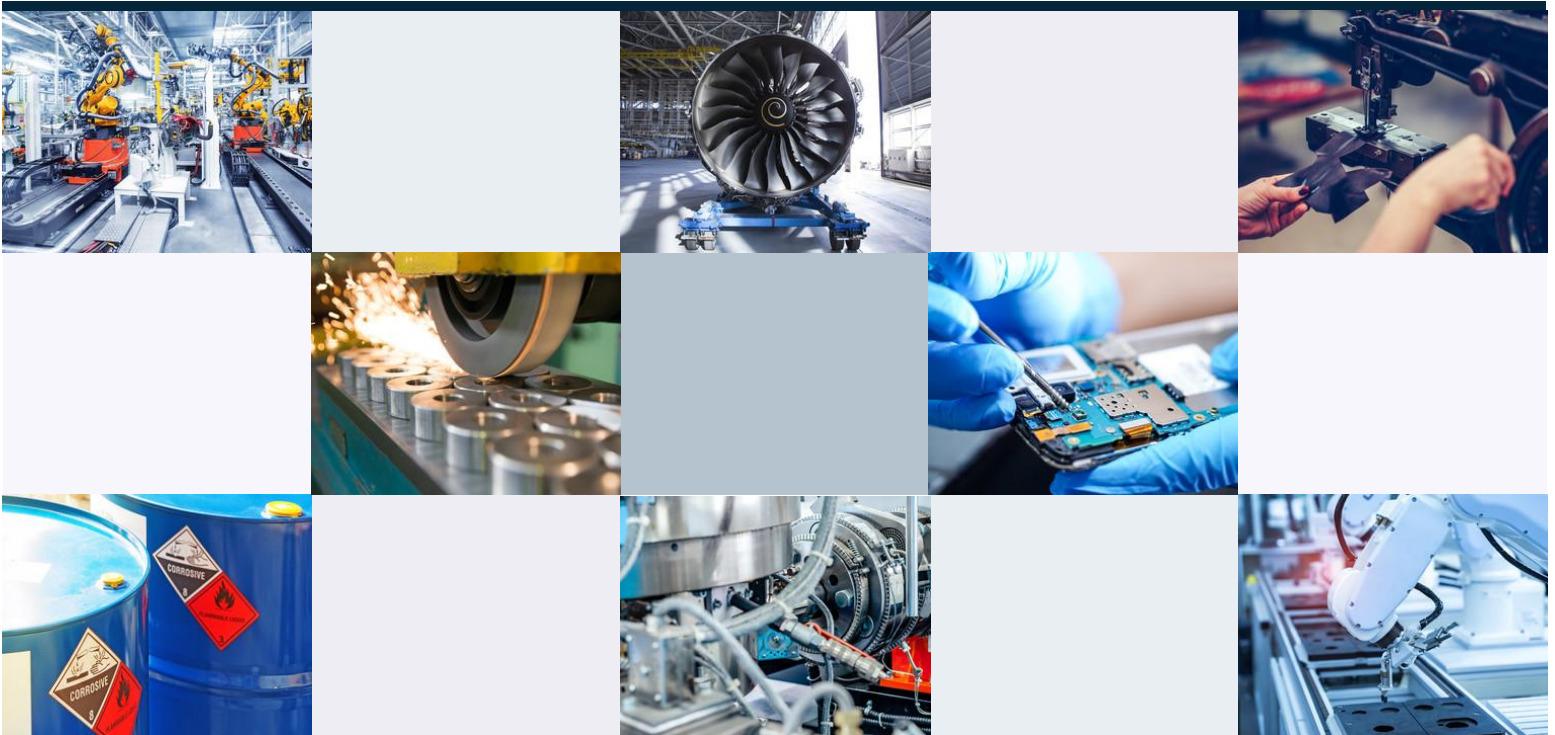
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Notable Transactions

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Public Markets

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M&A in the United States

Deal Activity & Valuations

Deal Activity

U.S. mergers and acquisitions activity in the first half of 2021 increased 36% on a year-over-year basis, reflecting a markedly different environment than the first half of 2020 when COVID-19 stalled transactions. Pent-up demand for transactions coupled with continued lower interest rates, an abundance of capital reserves and anticipated increases in tax rates resulted in a deal value record for the first six months of the year.

9,592
M&A Deals

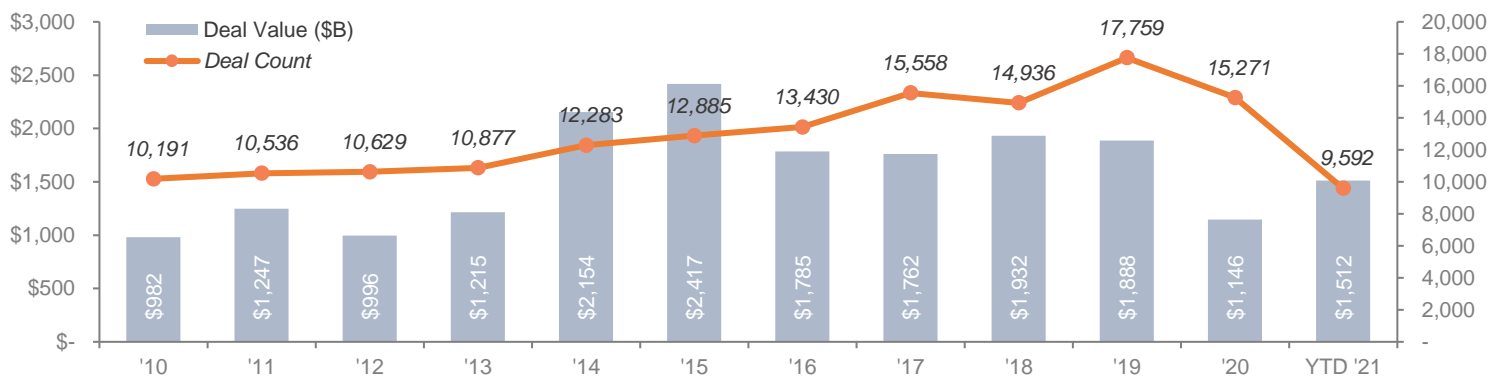
▲ 36% YoY
growth

\$1.5 Trillion
Deal Value

▲ 413% YoY
growth

Total M&A Deal Volume & Value in the United States

\$ in Billions; Year to date through June 30, 2021



Valuations

COVID-19 caused a significant drop in both M&A activity as well as overall valuations throughout 2020. However, due to a number of market factors, valuations bounced back in late 2020 and has remained elevated in 2021. Attractive assets that have been less impacted by COVID-19 or have a strong growth projection as the economy rebounds are demanding high valuations. Additionally, public market valuations have increased as more money is invested into the equity markets.

10.7x

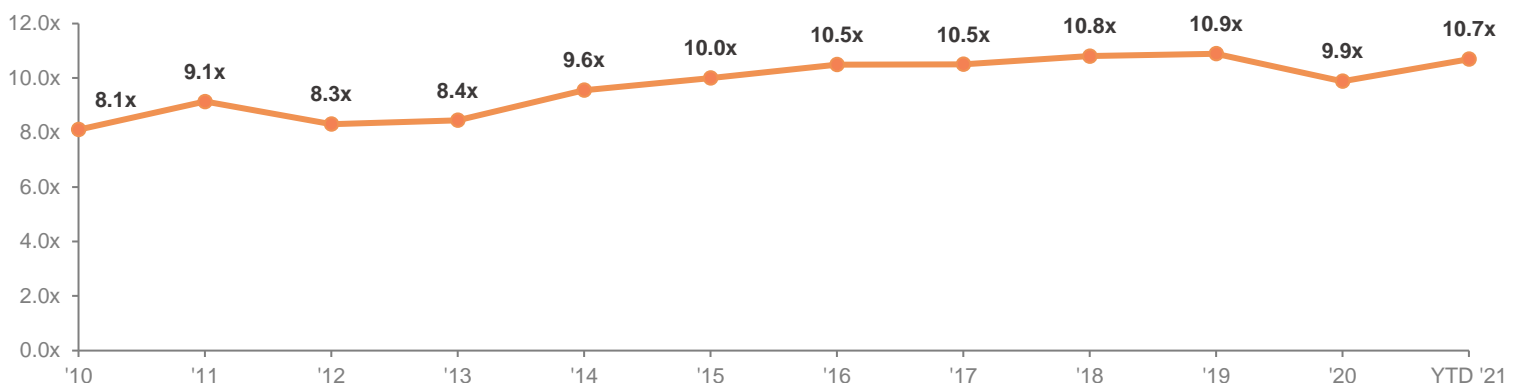
Current Median
EV / EBITDA

10.7x

5-Year Median
EV / EBITDA

Median Enterprise Value (EV) / EBITDA Valuation Multiple

Only includes transactions with disclosed financial terms; Year to date through June 30, 2021



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: YoY = Year-over-year; Enterprise Value = Market Cap + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

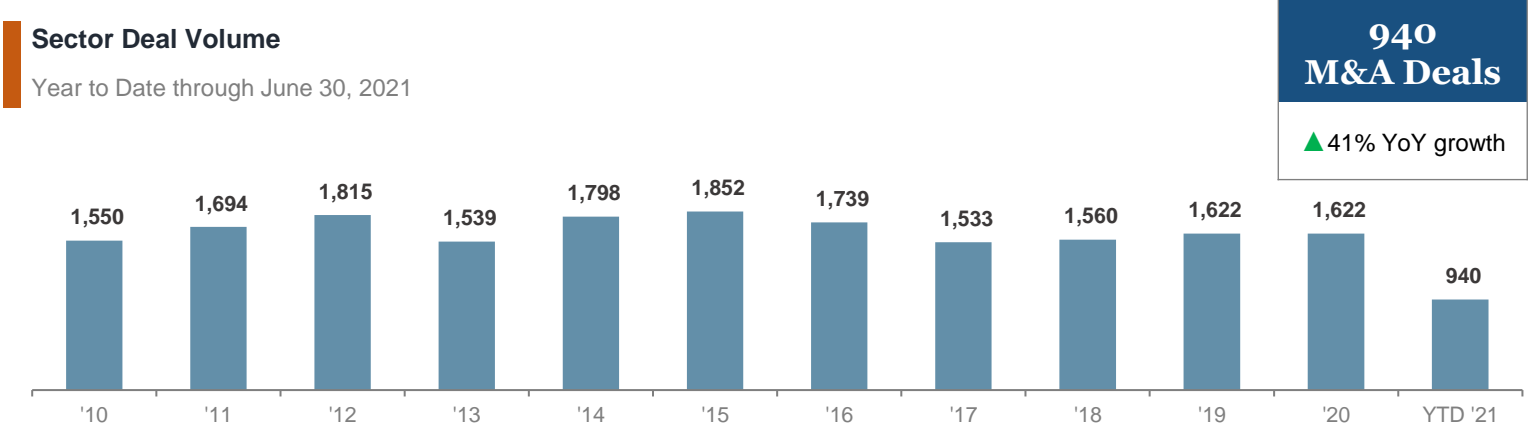
M&A in the Manufacturing & Distribution Sector

Sector Snapshot

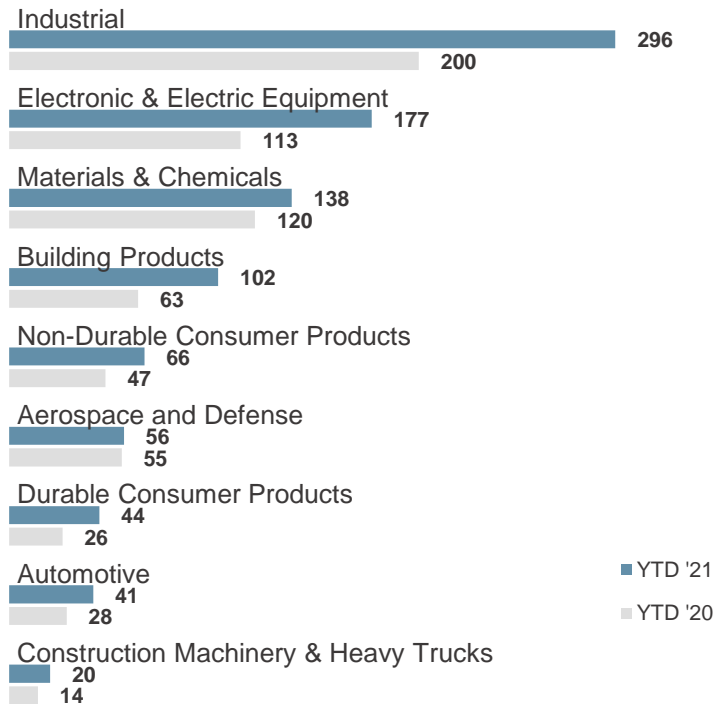
Industries in the U.S. Manufacturing & Distribution Sector

- Aerospace and Defense
- Automotive
- Building Products
- Construction Machinery & Heavy Trucks
- Durable Consumer Products
- Electronic & Electric Equipment
- Industrial
- Materials & Chemicals
- Non-Durable Consumer Products

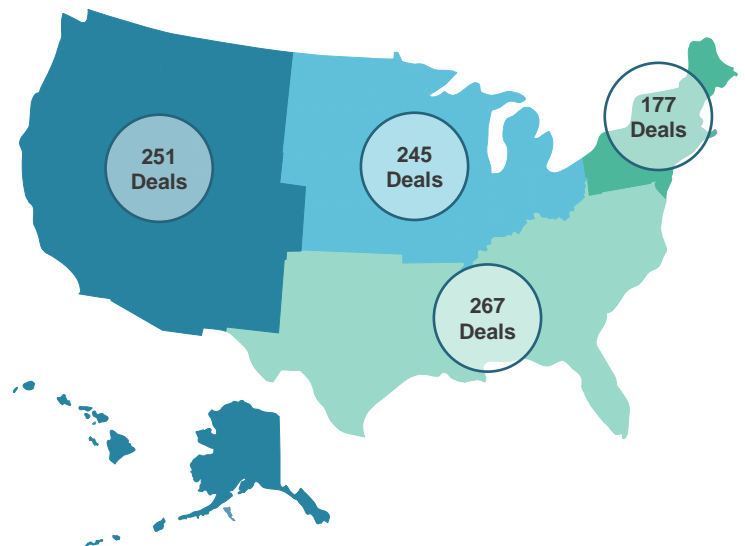
Sector M&A Deal Volume



M&A Deal Volume by Industry



M&A Deal Volume by U.S. Region



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research
Definitions: YoY = Year-over-year

M&A in the Manufacturing & Distribution Sector

Notable Deals & Buyer Mix

Notable Deals

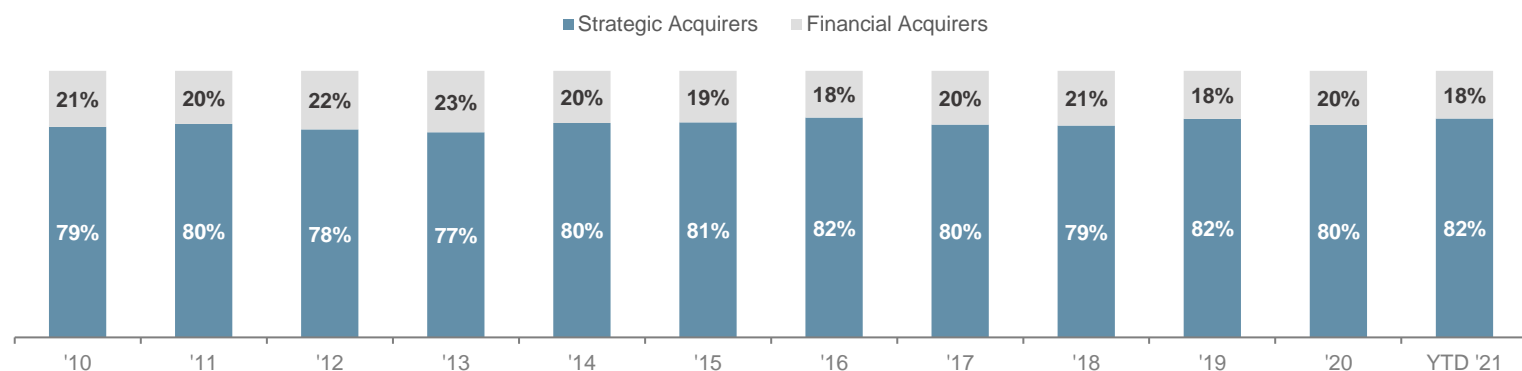
Date	Company	Acquirer	Enterprise Value (EV) (\$ in MM)	Implied EV / Revenue	Implied EV / EBITDA
Jun 2021	Raven Industries, Inc. (NasdaqGS:RAVN)	CNH Industrial N.V. (NYSE:CNHI)	\$2,119	5.7x	44.9x
May 2021	Welbilt, Inc. (NYSE:WBT)	Ali Group S.r.l.	\$4,819	4.2x	23.5x
Apr 2021	Club Car, LLC	Platinum Equity, LLC	\$1,680	-	12.1x
Apr 2021	Herbert L. Flake Company, LLC	Banner Solutions	-	-	-
Mar 2021	Tiger Parent (AP) Corporation	SYNNEX Corporation (NYSE:SNX)	\$7,200	0.2x	10.3x
Feb 2021	Cooper Tire & Rubber Company	The Goodyear Tire & Rubber Company (NasdaqGS:GT)	\$2,611	1.0x	6.3x
Feb 2021	Forterra, Inc. (NasdaqGS:FRTA)	Quikrete Holdings, Inc.	\$2,792	1.8x	10.2x
Feb 2021	General Tools & Instruments LLC	Worthington Industries, Inc. (NYSE:WOR)	\$121	1.8x	7.9x
Jan 2021	VersaFlex Incorporated	PPG Industries, Inc. (NYSE:PPG)	-	-	-
Jan 2021	Teledyne FLIR, LLC	Teledyne Technologies Incorporated (NYSE:TDY)	\$7,987	4.2x	17.1x

Note: This table includes only a sample of relevant transactions in the context of M&A activity in the sector. It is not meant to be all-inclusive.

Buyer Mix

Share of Acquisitions

% of Acquisitions by Strategic and Financial Acquirers



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt – Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization

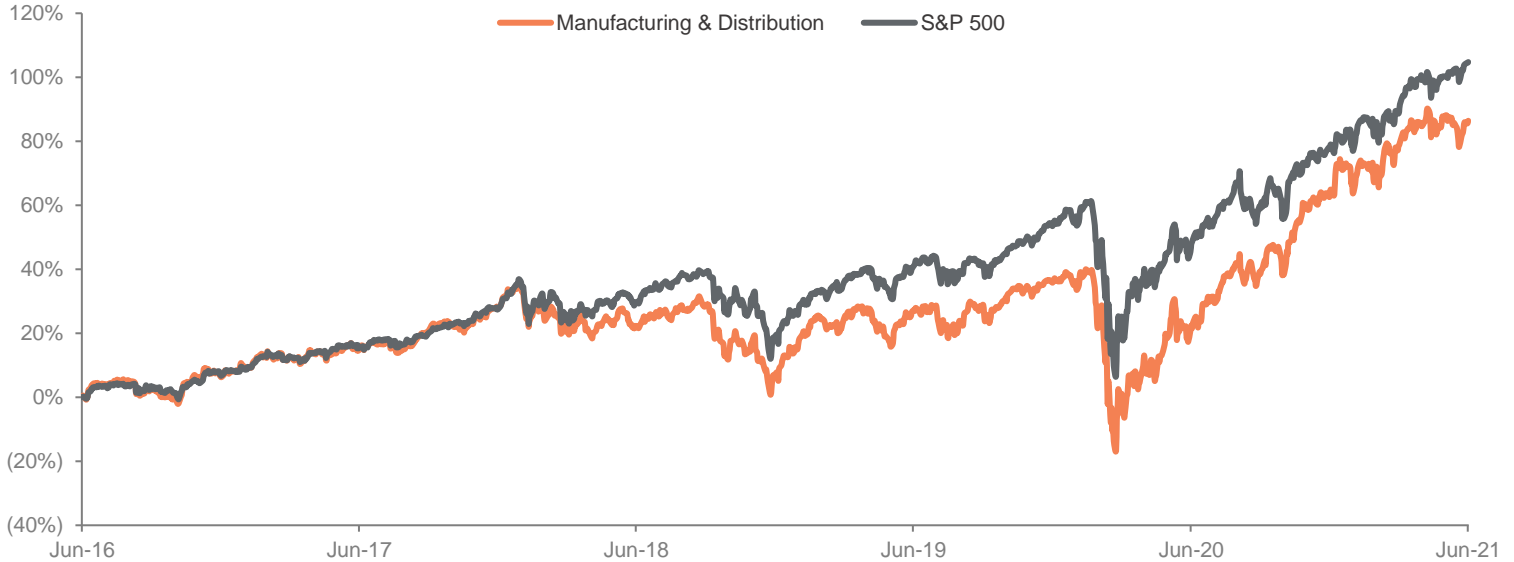
Public Companies in the Mfg. & Distr. Sector

Performance & Valuations

Sector Performance

Return vs. S&P 500

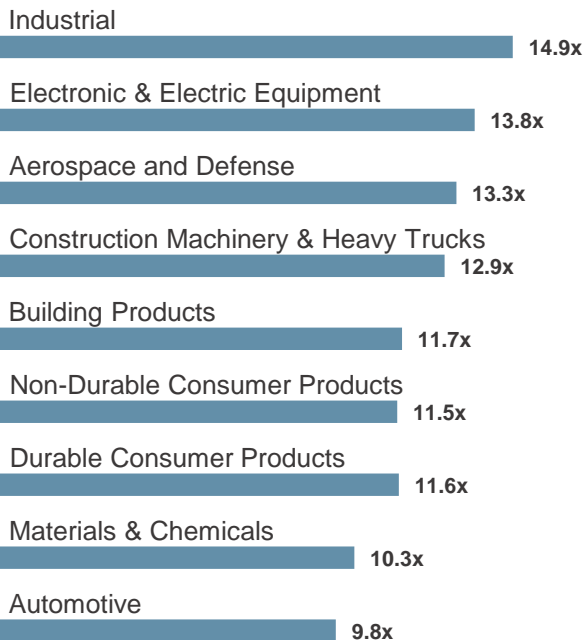
Last 5 Years



Valuations

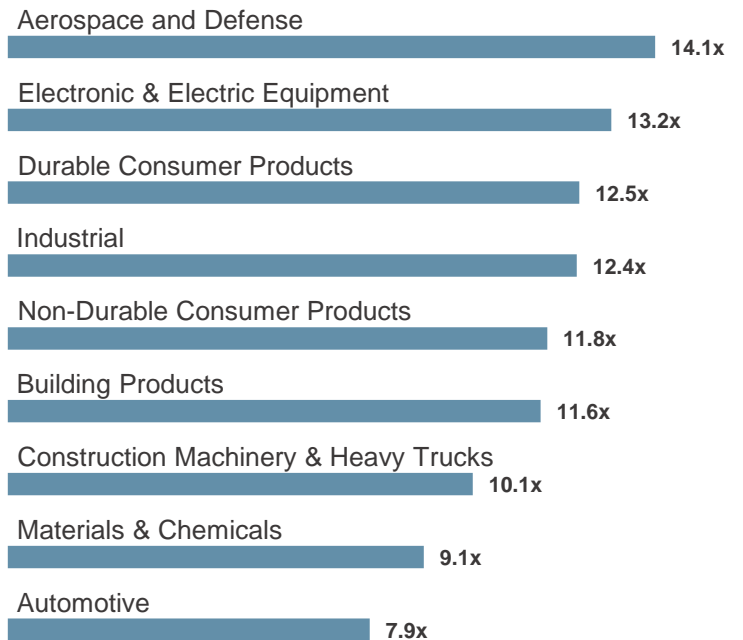
Enterprise Value / LTM EBITDA

Median of Publicly Traded Companies



Enterprise Value / NTM EBITDA

Median of Publicly Traded Companies



Sources: S&P Capital IQ, Pitchbook, IMAA Institute, CCCA Research

Definitions: Enterprise Value = Market Cap + Debt - Cash; EBITDA = Earnings Before Interest, Taxes, Depreciation & Amortization; LTM = Last Twelve Months; NTM = Next Twelve Months

CC Capital Advisors

Firm Overview

Who We Are

CC Capital Advisors is a boutique investment banking firm providing mergers and acquisitions, capital raising and strategic advisory services to middle market clients. Our experienced team of committed advisors combines long-standing transaction experience to provide independent and uncompromised services to achieve our clients' objectives.

Who We Serve

We tailor our services to a broad base of clients, including entrepreneurs, family-owned businesses, private and public corporations, family offices, private equity and venture capital investors. Clients have repeatedly chosen us as trusted advisors and partners because of our quality advice, ability to execute transactions and client-first philosophy.

What We Do

Mergers & Acquisitions	Capital Raising Advisory	Strategic Advisory
<ul style="list-style-type: none">Sales of privately-held companiesBuy-side acquisitionsMinority buyoutsCorporate subsidiary divestituresPrivate equity and venture capital portfolio divestitures	<ul style="list-style-type: none">Senior secured and unsecured debtMezzanine capitalGrowth equity capitalRecapitalizationsPrivate placements of institutional capital	<ul style="list-style-type: none">Business valuationsStrategic options assessmentOwnership transition planningCorporate reorganizations

Why Clients Choose Us

100+ Years	Collective investment banking experience of our team	\$7 Billion	Completed transaction experience of our team
Midwest Values	Integrity, experience and commitment are our core values	\$400+ Million	Completed transaction value in the last 12 months
Global Reach	We represent clients across the world	30+ Deals	Number of transactions closed since 2017

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