



In This Issue:

- Industry News
- Transactions
- State of the Industry
- About Mirus
- Mirus Industrial
Spotlight

© Mirus Capital Advisors, Inc. 2023

Industrial Technology

Industry News

Manufacturers look to innovate to combat recession concerns

Industry Week [Full Article](#)

U.S. manufacturers plan to continue to invest in their companies, despite macroeconomic concerns, according to the National Association of Manufacturers' latest outlook survey on its members.

According to the survey, "manufacturers plan to do the following: capital spending on new equipment and technological investments (65.3%), upskilling and training of existing workforce (64.1%), seeing solid demand for their company's products (63.2%), hiring new employees (55.1%), investing in research and development (52.1%) and spending on new structures and existing facilities (38.6%)."

The top concerns for manufacturers, according to NAM, are inflation, continued supply chain issues, and the workforce crisis.

Manufacturers are investing in advanced technologies to help mitigate risk

Deloitte [Full Article](#)

Manufacturers have increased their digital investment over the past few years and accelerated the adoption of emerging technologies.

"Continued investments in advanced manufacturing technologies can help develop the required agility," as the "high level of uncertainty is expected to continue over the next 12 to 18 months."

Manufacturers are expected to focus on investments in Robotics and Automation, Data Analytics, and Internet of Things (IoT) platforms.

U.S. Aims to Create Semiconductor Manufacturing Clusters With Chips Act Funds

WSJ [Full Article](#)

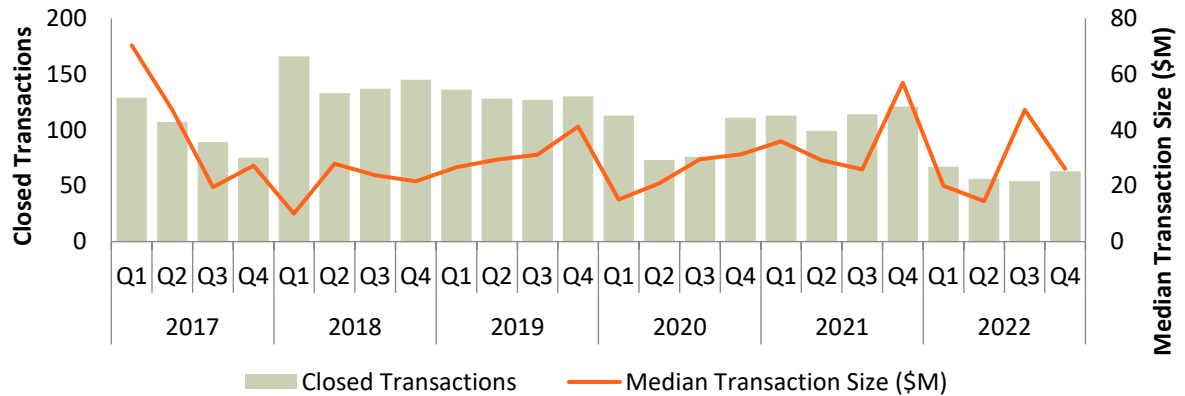
The U.S. will target funds from the \$53 billion Chips Act to create at least two semiconductor manufacturing clusters by 2030. This marks the initial stages of a plan to bring more chip manufacturing back to the U.S.

"Intel has said it would invest \$20 billion each in facilities in Chandler, Ariz., and New Albany, Ohio. TSMC has a \$40 billion project under way in Phoenix, and Samsung Electronics is investing \$17.3 billion in a plant in Texas."

"Micron Technology Inc. and Texas Instruments also have disclosed investment plans. The program has already triggered an investment boom, with U.S. and foreign manufacturers unveiling more than 40 projects for total investments close to \$200 billion, according to the Semiconductor Industry Association, a trade group."

Industrial Technology

Industrial Technology M&A Environment

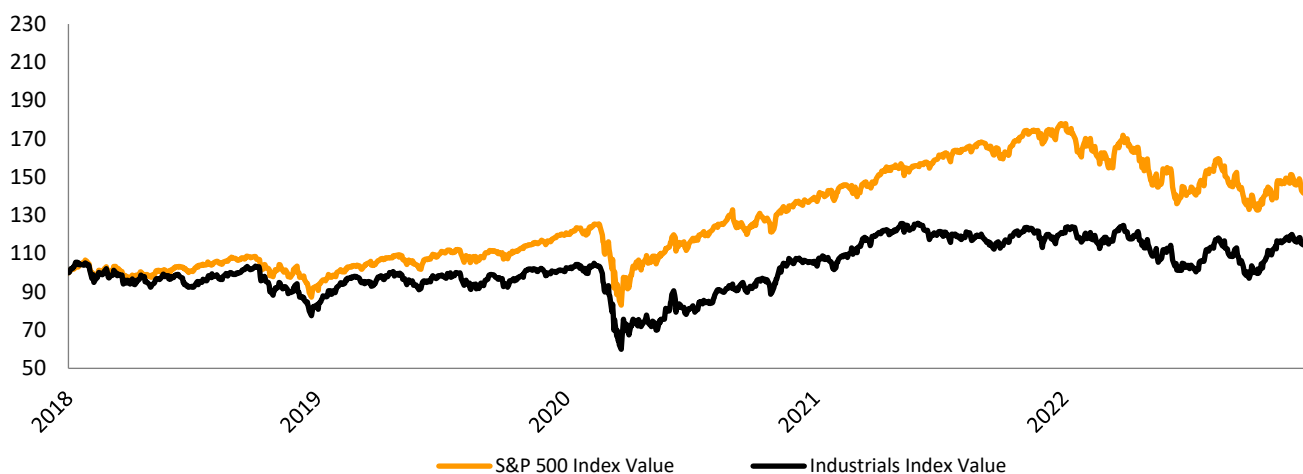


*For the purposes of compiling data, we define constituents in the Industrial Technology sector as companies that make production faster and more efficient through the use of engineering. The data contains global deals of all sizes. Transaction values of less than \$1 million have been excluded from the median calculation.

Date Closed	Target	Buyers/Investors	Sector	Enterprise	EV / LTM	
				Value (\$M)	Revenue	EBITDA
10/03/2022	Delta Conectores, S.A. De C.V.	Preformed Line Products Company (NasdaqGS:PLPC)	Industrials	3.8	-	-
10/03/2022	Solarvest Holdings Berhad (KLSE:SLVEST)	Divine Inventions Sdn. Bhd.	Industrials	23.6	3.0x	35.2x
10/03/2022	CMTI Pte Ltd	STORSKOGEN Singapore PTE. Ltd.	Industrials	29.4	-	-
10/06/2022	All of the assets of Vibetech International, LLC	KULR Technology Group, Inc. (NYSEAM:KULR)	Industrials	3.5	-	-
10/10/2022	TKD Science and Technology Co.,Ltd. (SHSE:603738)	-	Industrials	40.4	4.3x	11.4x
10/13/2022	Romeo Power, Inc.	Nikola Corporation (NasdaqGS:NKLA)	Industrials	175.8	4.3x	-
10/14/2022	Habia Cable Aktiebolag	HEW-KABEL GmbH	Industrials	86.3	-	-
10/21/2022	Fraser Anti-Static Techniques Limited	SDI Group plc (AIM:SDI)	Industrials	19.1	1.8x	-
11/02/2022	Fortenova Group d.d.	-	Industrials	-	-	-
11/02/2022	Shanghai Shen-li High Tech Co., Ltd.	Shandong Liancheng Precision Manufacturing Co., Ltd (SZSE:002921)	Industrials	8.8	-	-
11/04/2022	Hawko Lighting Group Pty Ltd	FOS Lighting Pty Ltd	Industrials	0.8	0.4x	-
11/07/2022	Shenzhen Mottcell New Energy Technology Co.,Ltd	Shenzhen Aisidi New Energy Industry Development Co., Ltd.	Industrials	10.6	-	-
11/15/2022	Unified Chargers Oy	Enersense International Oy (HLSE:ESENSE)	Industrials	1.2	3.0x	-
11/15/2022	SCP Sintesa Group	A.L.A. società per azioni (BIT:ALA)	Industrials	43.0	-	-
11/24/2022	Storskogen Group AB (publ) (OM:STOR B)	-	Industrials	-	-	-
11/24/2022	Battery Storage Project in Bacup	Tion Renewables AG (XTRA:TION)	Industrials	6.0	-	-
11/25/2022	Hainan Weishi New Energy Technology Company Limited	Farnova Group Holdings Limited (SEHK:8153)	Industrials	0.2	-	-
12/01/2022	The D.R. Templeman Company	Lee Spring Company LLC	Industrials	-	-	-
12/05/2022	Shenzhen Clou Electronics Co., Ltd. (SZSE:002121)	Midea Group Co., Ltd. (SZSE:000333)	Industrials	125.8	4.1x	-
12/08/2022	Qingdao TGOOD Electric Co., Ltd. (SZSE:300001)	Zhongtai Asset Management	Industrials	125.0	2.0x	28.9x
12/14/2022	Jiangsu Sterlite & Tongguang Optical Fibers Co., Ltd.	Sterlite Technologies Limited (BSE:532374)	Industrials	8.3	-	-
12/14/2022	Schoolhouse Electric Co.	Food52 Inc.	Industrials	48.0	-	-
12/19/2022	Electro Cable Egypt (CASE:ELEC)	Semou consulting	Industrials	2.1	0.9x	6.4x
12/19/2022	4E-Consulting Srl	Zapi S.p.A.	Industrials	-	-	-
12/22/2022	SK on Co., Ltd.	-	Industrials	0.6	0.7x	-
12/23/2022	Electro Cable Egypt (CASE:ELEC)	Gadwa for Industrial Development (CASE:GDWA)	Industrials	2.1	0.9x	6.4x
12/31/2022	Euro-Tech Cables Pty. Ltd	Amokabel Uk Ltd	Industrials	-	-	-
12/31/2022	NECO Systems, Inc.	Abel Womack, Inc.	Industrials	-	-	-
12/31/2022	Lexington Lighting Group, LLC	Saylite, Inc.	Industrials	-	-	-

Industrials

There is optimism and an expectation for resilience in the industrial industry in 2023 despite ongoing challenges. Many experts expect M&A numbers to stabilize in 2023. According to PwC's deal outlook for 2023, M&A will be driven by mid-market corporations and private equity portfolio companies. "Corporate entities are likely to focus M&A activity in strategic areas to minimize supply chain risk and supplement platforms and programs to become better positioned to weather macroeconomic challenges."



As of 12/31/2022

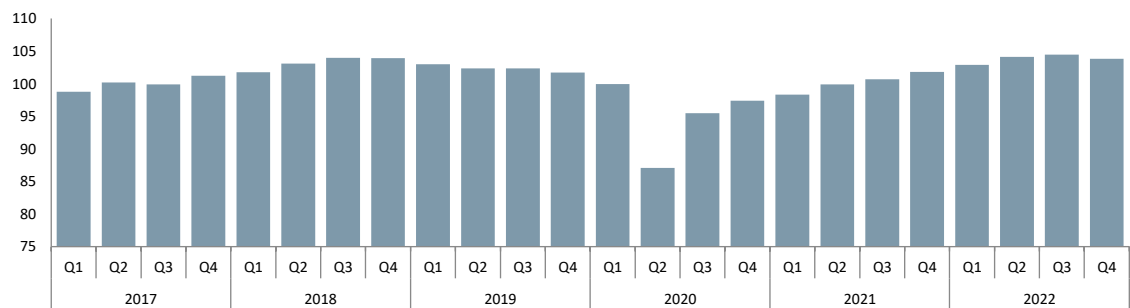
Company Name	CIQ	Ticker	Enterprise Value	Revenue	Gross Profit	EBITDA	EV / Revenue	EV / Gross Profit	EV / EBITDA	Gross Margin	EBITDA Margin
3M Company (NYSE:MMM)	MMM	NYSE:MMM	\$82,222	\$34,229	\$15,000	\$7,424	2.4x	5.5x	11.1x	43.8%	21.7%
AECOM (NYSE:ACM)	ACM	NYSE:ACM	\$13,678	\$13,264	\$863	\$890	1.0x	15.9x	15.4x	6.5%	6.7%
AGCO Corporation (NYSE:AGCO)	AGCO	NYSE:AGCO	\$12,103	\$12,651	\$3,001	\$1,577	1.0x	4.0x	7.7x	23.7%	12.5%
Air Canada (TSX:AC)	TSX:AC	TSX:AC	\$11,458	\$12,233	\$2,952	\$603	0.9x	3.9x	19.0x	24.1%	4.9%
American Airlines Group Inc. (NasdaqGS:AAL)	AAL	NasdaqGS:AAL	\$41,717	\$48,971	\$11,443	\$4,527	0.9x	3.6x	9.2x	23.4%	9.2%
Avis Budget Group, Inc. (NasdaqGS:CAR)	CAR	NasdaqGS:CAR	\$26,223	\$11,994	\$6,011	\$4,410	2.2x	4.4x	5.9x	50.1%	36.8%
Bombardier Inc. (TSX:BBD.B)	BBD.B	TSX:BBD.B	\$9,231	\$6,913	\$1,257	\$608	1.3x	7.3x	15.2x	18.2%	8.8%
C.H. Robinson Worldwide, Inc. (NasdaqGS:CHRW)	CHRW	NasdaqGS:CHRW	\$13,153	\$24,697	\$1,892	\$1,365	0.5x	7.0x	9.6x	7.7%	5.5%
Canadian National Railway Company (TSX:CNR)	TSX:CNR	TSX:CNR	\$91,674	\$12,640	\$7,110	\$7,110	7.3x	12.9x	12.9x	56.3%	56.3%
Caterpillar Inc. (NYSE:CAT)	CAT	NYSE:CAT	\$153,801	\$59,427	\$15,565	\$11,895	2.6x	9.9x	12.9x	26.2%	20.0%
CSX Corporation (NasdaqGS:CSX)	CSX	NasdaqGS:CSX	\$81,400	\$14,853	\$7,390	\$7,390	5.5x	11.0x	11.0x	49.8%	49.8%
Cummins Inc. (NYSE:CMI)	CMI	NYSE:CMI	\$41,182	\$28,074	\$6,736	\$3,787	1.5x	6.1x	10.9x	24.0%	13.5%
Deere & Company (NYSE:DE)	DE	NYSE:DE	\$177,154	\$52,563	\$14,486	\$10,804	3.4x	12.2x	16.4x	27.6%	20.6%
Delta Air Lines, Inc. (NYSE:DAL)	DAL	NYSE:DAL	\$44,599	\$50,582	\$9,680	\$5,658	0.9x	4.6x	7.9x	19.1%	11.2%
Emerson Electric Co. (NYSE:EMR)	EMR	NYSE:EMR	\$71,824	\$19,846	\$8,393	\$4,653	3.6x	8.6x	15.4x	42.3%	23.4%
FedEx Corporation (NYSE:FDX)	FDX	NYSE:FDX	\$77,105	\$94,091	\$23,368	\$9,449	0.8x	3.3x	8.2x	24.8%	10.0%
Fluor Corporation (NYSE:FLR)	FLR	NYSE:FLR	\$3,754	\$13,744	\$355	\$231	0.3x	10.6x	16.3x	2.6%	1.7%
General Dynamics Corporation (NYSE:GD)	GD	NYSE:GD	\$78,612	\$39,407	\$6,622	\$5,485	2.0x	11.9x	14.3x	16.8%	13.9%
General Electric Company (NYSE:GE)	GE	NYSE:GE	\$109,556	\$76,556	\$18,537	\$8,455	1.4x	5.9x	13.0x	24.2%	11.0%
Hertz Global Holdings, Inc. (NasdaqGS:HTZ)	HTZ	NasdaqGS:HTZ	\$18,621	\$8,685	\$3,176	\$2,211	2.1x	5.9x	8.4x	36.6%	25.5%
Honeywell International Inc. (NasdaqGS:HON)	HON	NasdaqGS:HON	\$154,691	\$35,466	\$11,641	\$8,274	4.4x	13.3x	18.7x	32.8%	23.3%
Howmet Aerospace Inc. (NYSE:HWM)	HWM	NYSE:HWM	\$20,188	\$5,663	\$1,596	\$1,260	3.6x	12.6x	16.0x	28.2%	22.2%
Illinois Tool Works Inc. (NYSE:ITW)	ITW	NYSE:ITW	\$74,528	\$15,932	\$6,503	\$4,241	4.7x	11.5x	17.6x	40.8%	26.6%
J.B. Hunt Transport Services, Inc. (NasdaqGS:JBHT)	JBHT	NasdaqGS:JBHT	\$19,514	\$14,814	\$2,578	\$1,976	1.3x	7.6x	9.9x	17.4%	13.3%
Jacobs Engineering Group Inc. (NYSE:J)	J	NYSE:J	\$18,904	\$15,341	\$3,347	\$1,365	1.2x	5.6x	13.8x	21.8%	8.9%
L3Harris Technologies, Inc. (NYSE:LHX)	LHX	NYSE:LHX	\$46,994	\$17,062	\$4,927	\$2,867	2.8x	9.5x	16.4x	28.9%	16.8%
Lockheed Martin Corporation (NYSE:LMT)	LMT	NYSE:LMT	\$136,546	\$65,984	\$8,387	\$8,620	2.1x	16.3x	15.8x	12.7%	13.1%
ManpowerGroup Inc. (NYSE:MAN)	MAN	NYSE:MAN	\$4,899	\$19,828	\$3,572	\$732	0.2x	1.4x	6.7x	18.0%	3.7%
Norfolk Southern Corporation (NYSE:NSC)	NSC	NYSE:NSC	\$74,353	\$12,745	\$6,156	\$6,156	5.8x	12.1x	12.1x	48.3%	48.3%
Northrop Grumman Corporation (NYSE:NOC)	NOC	NYSE:NOC	\$96,558	\$36,602	\$7,474	\$7,680	2.6x	12.9x	12.6x	20.4%	21.0%
PACCAR Inc (NasdaqGS:PCAR)	PCAR	NasdaqGS:PCAR	\$40,096	\$28,820	\$4,612	\$4,095	1.4x	8.7x	9.8x	16.0%	14.2%
Parker-Hannifin Corporation (NYSE:PH)	PH	NYSE:PH	\$50,819	\$17,182	\$4,851	\$3,657	3.0x	10.5x	13.9x	28.2%	21.3%
Quanta Services, Inc. (NYSE:PWR)	PWR	NYSE:PWR	\$24,315	\$17,074	\$2,529	\$1,483	1.4x	9.6x	16.4x	14.8%	8.7%
Raytheon Technologies Corporation (NYSE:RTX)	RTX	NYSE:RTX	\$179,716	\$67,074	\$13,668	\$11,324	2.7x	13.1x	15.9x	20.4%	16.9%
Republic Services, Inc. (NYSE:RSG)	RSG	NYSE:RSG	\$52,730	\$13,511	\$5,459	\$3,878	3.9x	9.7x	13.6x	40.4%	28.7%
Southwest Airlines Co. (NYSE:LUV)	LUV	NYSE:LUV	\$16,431	\$23,814	\$5,976	\$2,217	0.7x	2.7x	7.4x	25.1%	9.3%
Stanley Black & Decker, Inc. (NYSE:SWK)	SWK	NYSE:SWK	\$19,659	\$16,947	\$4,412	\$1,515	1.2x	4.5x	13.0x	26.0%	8.9%
Textron Inc. (NYSE:TXT)	TXT	NYSE:TXT	\$16,894	\$12,869	\$2,056	\$1,507	1.3x	8.2x	11.2x	16.0%	11.7%
The Boeing Company (NYSE:BA)	BA	NYSE:BA	\$156,555	\$66,608	\$5,768	\$1,647	2.4x	27.1x	95.1x	8.7%	2.5%
Uber Technologies, Inc. (NYSE:UBER)	UBER	NYSE:UBER	\$54,685	\$31,877	\$9,805	-\$885	1.7x	5.6x	NM	30.8%	-2.8%
Union Pacific Corporation (NYSE:UNP)	UNP	NYSE:UNP	\$166,858	\$24,875	\$13,367	\$12,079	6.7x	12.5x	13.8x	53.7%	48.6%
United Airlines Holdings, Inc. (NasdaqGS:UAL)	UAL	NasdaqGS:UAL	\$32,006	\$44,955	\$13,186	\$4,857	0.7x	2.4x	6.6x	29.3%	10.8%
United Parcel Service, Inc. (NYSE:UPS)	UPS	NYSE:UPS	\$162,876	\$100,338	\$25,086	\$16,972	1.6x	6.5x	9.6x	25.0%	16.9%
United Rentals, Inc. (NYSE:URI)	URI	NYSE:URI	\$35,098	\$11,642	\$5,023	\$3,623	3.0x	7.0x	9.7x	43.1%	31.1%
Univar Solutions Inc. (NYSE:UNVR)	UNVR	NYSE:UNVR	\$7,566	\$11,475	\$2,794	\$1,046	0.7x	2.7x	7.2x	24.3%	9.1%
W.W. Grainger, Inc. (NYSE:GWW)	GWW	NYSE:GWW	\$30,763	\$15,228	\$5,849	\$2,441	2.0x	5.3x	12.6x	38.4%	16.0%
Waste Management, Inc. (NYSE:WM)	WM	NYSE:WM	\$78,324	\$19,698	\$7,404	\$5,466	4.0x	10.6x	14.3x	37.6%	27.7%
XPO Logistics, Inc. (NYSE:XPO)	XPO	NYSE:XPO	\$7,014	\$7,718	\$1,619	\$1,001	0.9x	4.3x	7.0x	21.0%	13.0%

Median	1.7x	8.2x	12.9x	24.8%	13.5%
Mean	2.3x	8.6x	14.2x	27.1%	17.7%

Industrials

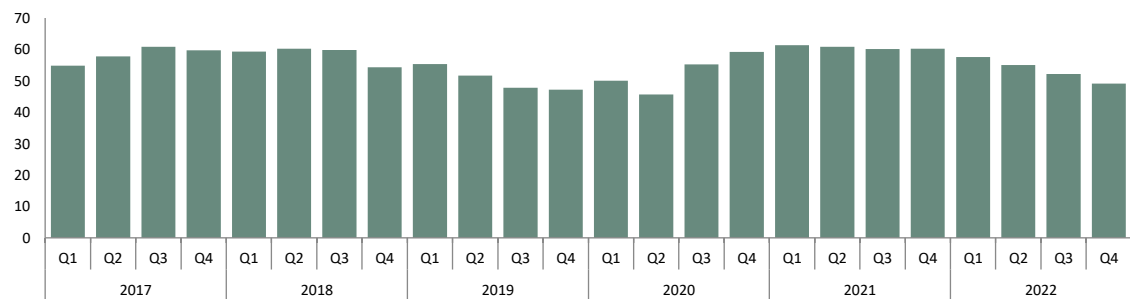
State of the Industry

U.S. Industrial Production Index (Seasonally Adjusted)



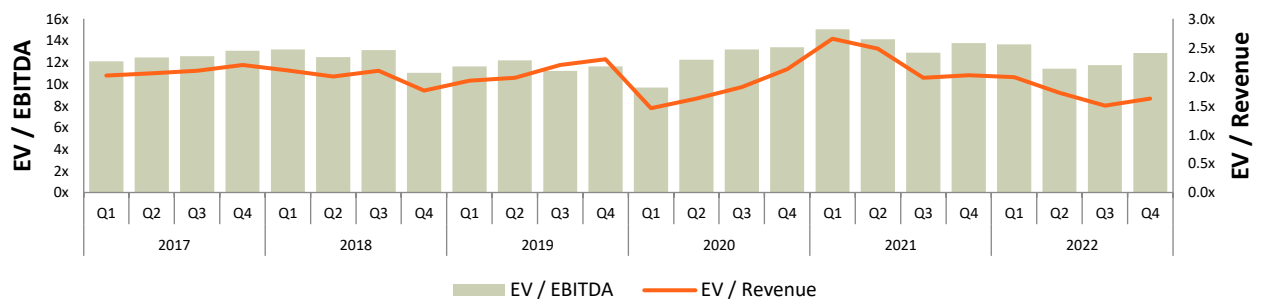
Source: Federal Reserve

Purchasing Managers Index



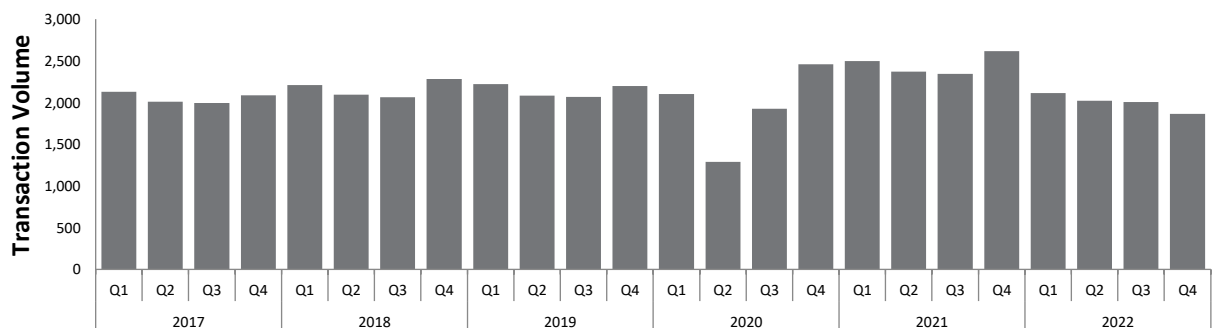
Source: Institution for Supply Management

Industry Valuations



Source: Capital IQ

Industrials Transaction Volume



Source: Capital IQ



The Value of Accomplishment

The highest level of expertise and hard work is what accomplishment requires. It's what you deserve and what we do.

- We sweat the small stuff.
- Take a 3:00 am call.
- Say yes.
- Say no.
- Dig deeper when things get tough.
- And celebrate with you when your efforts pay off and you can reflect on it all and say, "It's really remarkable what we've accomplished here."
- Then and only then, will we know that we've accomplished something meaningful, too.

About Mirus

Mirus' Industrial team has experience working with owners of growth industrial businesses and distressed industrials, executing corporate carve-outs, strategic sales and leveraged buy-outs. Much of our work is with closely-held companies – niche leaders who have the industry leading solution in a sub \$200 million market. The companies often have strategic value to large corporations serving the broader market - acquirers who can integrate a product line into their portfolio. For larger industrial companies, Mirus has advised buyers and sellers on M&A, including leveraged buy-outs, and has executed corporate divestitures and restructurings.

Partners Spotlight

Alan, Andrew, and Rudy have decades of experience advising companies in the Industrial space. They have a demonstrated record of managing and closing dozens of engagements with companies in the industry. Alan has been nationally recognized by M&A Advisor as a sector finalist across multiple industries and has an MBA from Ecole des Ponts (France), an MS in Electrical Engineering from Brown University, and a BS in Mechanical Engineering from MIT. Andrew began his career as an attorney at Foley Hoag LLP and has prior experience as a fifth-generation family business owner and CEO. Andrew graduated from Williams College and the University of Michigan Law School. Rudy has over 20 years of experience in investment banking and corporate finance, advising on a broad range of M&A, IPOs, and financing transactions. Rudy earned his MIA from Columbia University and his BSEE from Worcester Polytechnic Institute.



Alan Fullerton
fullerton@merger.com
781-418-5954



Andrew Crain
crain@merger.com
781-418-5950



Rudy Minar
minar@merger.com
781-418-5965

"The Mirus team successfully guided us through every aspect of the transaction, from identifying prospective buyers through closing. They conducted a thorough process and we are delighted by the outcome."



Follow us on LinkedIn

To read more reports on the M&A markets, visit our website: www.merger.com

Mirus Industrial Spotlight



has been acquired by



AIC is a leading specialty chemical and ingredients distributor based in Framingham, Massachusetts. LeBaronBrown is a private investment firm with a multi-decade orientation and a strategy to bring capital and resources to company management teams to enable growth over a multi-decade period. AIC joins Charkit Chemical Company LLC, acquired in June of 2017, under the same parent company. This transaction positions AIC for long-term, continued growth, building upon the success of its dedicated team.



has been acquired by



MagneMotion is a provider of intelligent transport systems based on patent protected linear synchronous motor (LSM) technology. Rockwell Automation Inc. (NYSE: ROK), the world's largest company dedicated to industrial automation and information, makes its customers more productive and the world more sustainable. The acquisition of MagneMotion expands Rockwell Automation's independent cart technology and complements its acquisitions of iTRAK Technology and Jacobs Automation.

**AMERICAN ULT
CRYOGENICS**

has been acquired by



American ULT Cryogenics (formerly JanisULT) produces high-quality cryogen-free dilution refrigerators. These systems are capable of cooling to the ultra-low temperatures required for operation of superconducting quantum computers. FormFactor, now the largest commercial DR supplier in the US, acquired the DR product line from American ULT Cryogenics. Formfactor, Inc. (NASDAQ:FORM) is a leading provider of essential test and measurement technologies.



has been acquired by



Newcan supplies components to the automotive and trucking industries and is a leader in manufacturing precision metal stampings and perforated components. Falls Stamping & Welding is located in Cuyahoga Falls, Ohio and operates in the metal parts industry. Falls Stamping is recognized for the breadth of manufacturing capabilities. The acquisition of Newcan expands the company's offerings.



SUN SIMULATOR BUSINESS

has been acquired by



Spire Corporation (Nasdaq: SPIR), a leading technology and equipment supplier to the solar photovoltaic (PV) industry located in Bedford, Massachusetts, sold its sun simulator business, a supplier of critical tools for both PV module production lines and testing/certification laboratories, in a cross border transaction to Eternal Sun, a company based in The Hague, the Netherlands that specializes in solar simulation technology for the purpose of product and material testing.