

# Process & Flow Control Industry Update

2022 Year-In-Review & Q4 Update



## **Process & Flow Control Sector Overview**

Process & Flow Control industry participants include manufacturers, distributors, and service providers offering solutions to support production processes involved in the management and control of liquids, gases, solids, and slurries across various end markets and applications. Products include pumps, valves, automation technologies, controls, seals, fittings, and dispensing solutions, among others

Key players in each sub-sector are categorized based upon the relative product revenue

Sub-sector	Key Players		Revenue/EBITDA Multiple(1)
	Industrial Processing So	lutions	
Diversified providers of products that generate (e.g., pumps, compressors), manage (e.g., valves, actuators), and measure (e.g., sensors, meters) flow and other variables (e.g., pressure, temperature) across a range of production processes	<ul> <li>Badger Meter</li> <li>CIRCOR</li> <li>Crane</li> <li>Curtiss-Wright</li> <li>Emerson Electric</li> <li>Flowserve</li> </ul>	<ul> <li>IMI plc</li> <li>Ingersoll Rand</li> <li>Kadant</li> <li>Mueller Water</li> <li>Rotork</li> <li>Watts Water</li> </ul>	2.8x / 13.9x
	Pumps & Compress	ors	
Flow generating products that raise, transfer, deliver, or compress solids, slurries, fluids, or gases by suction, pressure, or a combination of thermomechanical factors	<ul><li>Dover</li><li>Ebara</li><li>Franklin Electric</li><li>Graco</li><li>IDEX</li></ul>	<ul> <li>Ingersoll Rand</li> <li>Interpump Group</li> <li>ITT</li> <li>Sulzer</li> <li>Gorman-Rupp</li> </ul>	2.8x / 12.5x
	Specialty Product	S	
Other products and equipment serving niche applications, including heat exchangers, blowers and mixers, and filtration and purification products	<ul> <li>Alfa Laval</li> <li>AMETEK</li> <li>Donaldson</li> <li>Dover</li> <li>Halma</li> <li>IDEX</li> <li>Indutrade</li> </ul>	<ul> <li>ITT</li> <li>Parker-Hannifin</li> <li>Pentair</li> <li>Roper Technologies</li> <li>Spirax-Sarco</li> <li>Xylem</li> </ul>	4.0x / 16.3x
	Automation Technology	ogies	
Process automation products, technologies, and software that collect data, monitor key process variables, and control processes and/or equipment	<ul><li>ABB</li><li>Schneider Electric</li></ul>	<ul><li>❖ Siemens</li><li>❖ SIMC</li></ul>	2.9x / 12.9x

|--|

Key parts and components of flow control equipment and systems that typically possess high replacement rates and aftermarket content

- Aalberts
- Mueller Industries
- Smiths Group
- Trelleborg

1.9x / 10.7x

#### **Dispensing Equipment**

Products and systems that consistently and precisely dispense, spray, dose, or apply various liquids, gases, or materials, such as coatings, chemicals, or pharmaceutical compounds in a controlled manner

- Graco
- Ingersoll Rand
- Nordson

4.7x / 16.4x

Source: Market statistics sourced from Capital IQ and based on 1/29/2023

(1) Valuation multiples represent enterprise value to 2023 revenue and 2023 EBITDA at 1/29/2023

## **Year-In-Review:** Revisiting Key Themes

## Theme Recent Activity

Significant volume continued as both strategic and private equity buyers established an initial presence or increased exposure to sanitary markets. Examples include:

- Oct-22: Ingersoll Rand acquired Dosatron, a provider of sanitary, water-powered dosing pumps
- Jul-22: Dover acquired Malema Engineering Corporation, a provider of anti-contamination flow meters and valves for life science end markets
- Jun-22: Anderson-Negele (Fortive) acquired the magnetic flow meters business of GEA Diessel, a provider of hygienic applications for food & life science end markets
- Mar-22: Audax acquired Flow Control Holdings (Edgewater / JZ Partners), a manufacturer of sanitary flow components. FCH has completed three add-on acquisitions under Audax's ownership thus far
- Jan-22: Unibloc (May River Capital) acquired Standard Pump, a manufacturer of hygienic pump solutions for the food & beverage, pharmaceutical, chemical, cosmetic, and manufacturing industries

Large Flow
Control
Players
Continue to
Grow
Software
Content

**Significant** 

**Continued** 

**Activity and** 

Interest in

Sanitary Markets

Software M&A activity in the flow control sector moderated relative to 2021, however, the emphasis on connectivity and real-time process management remained strong:

- **Jun-22:** Otodata Holdings (Renovo Capital) acquired the LPG division of AIUT, which supplies IoT ecosystems for remote metering and monitoring markets
- May-22: Emerson acquired the controlling stake in Aspen Technology, a global industrial software company providing AloT solutions to flow industries
- Apr-22: Bruker Corporation acquired Optimal Industrial Technologies and Automation, a provider of pharmaceutical and biopharmaceutical Process Analytical Technology (PAT) software that measures real-time quality of intermediates and end products in processing systems

Significant
Interest in
Water &
Wastewater
as
Infrastructure
Comes into
Focus

Strong deal volume remained with key players establishing and increasing exposure to water & wastewater markets. Key examples through the start of 2023 include:

- Jan-23: Xylem announced the acquisition of Evoqua Water Technologies, a provider of treatment solutions, systems, and services for water and wastewater in a transaction valued at \$7.5 billion
- **Dec-22:** Enprotech (ITOCHU) acquired American Hydro (Wärtsilä), a manufacturer of turbines and pumps for hydroelectric power and water distribution
- Sep-22: Arcus Infrastructure Partners acquired Siltbuster, an equipment rental company for water treatment pollution prevention
- Jan-22: Industrial Flow Solutions acquired Dreno Pompe, a manufacturer of mixers and electrical submersible pumps for wastewater applications
- United Flow (HIG Capital) completed four add-on acquisitions in 2022

Flow Control
Distribution
Consolidation

Several key platform acquisitions while add-on activity continued at a rapid pace driven by key consolidators. Significant acquisitions include:

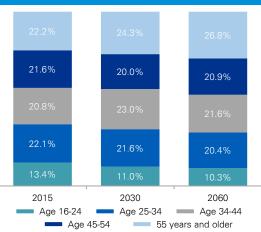
- Jan-23: Wynnchurch Capital acquired FloWorks International (Clearlake), a distributor of flow control
  products and solutions for MRO-focused applications. FloWorks completed five add-on acquisitions
  since 2020 under Clearlake's ownership
- Jan-23: Motion Industries, a subsidiary of Genuine Parts Company, completed the acquisition of Kaman Distribution (Littlejohn & Co.), a distributor of power transmission, fluid power, and automation systems
- Dec-22: The Stephens Group acquired Quality Valve (Pfingsten Partners), a distributor of valve parts and flow control products to include in its portfolio of diversified industrial companies
- DXP Enterprises completed four acquisitions in 2022
- Motion & Control Enterprises (Frontenac) completed three add-on acquisitions in 2022

 $<sup>{\</sup>it *Represents the global Corporate Finance practices of KPMG International's network of independent member firms}$ 

## **Year-In-Review:** Trends to Watch in 2023

# Impact of Labor Shortage in Manufacturing





#### ...Leading to Increased Investment in Automation

**~2.1M** Estimate of unfilled U.S. manufacturing jobs by 2030<sup>(1)</sup>

**~\$3,000** Estimate of associated lost skills cost per existing employee<sup>(2)</sup>

**~\$670B** Estimate of IoT spend by the manufacturing industry by 2023<sup>(3)</sup>

#### Recent Automation Related Transactions

- Dec-22: Valstone acquires WEM Automation, a provider of flow automation hardware and software for agricultural, food, and construction industries
- Oct-22: Regal Rexnord announces acquisition of Altra Industrial Motion, a manufacturer of electromechanical power transmission flow solutions and automation systems

#### Continued Robust Growth in Single-Use Items

## Secular Growth in Sanitary Processing and Pharmaceutical Solutions...

**~\$500K** Estimated hourly cost of down time of a production disruption in pharmaceutical manufacturing<sup>(4)</sup>

**~\$230B** 2026 forecasted R&D spend of the top ten pharmaceutical companies<sup>(5)</sup>

~29M Square feet of U.S. lab space as of Q4 2021<sup>(6)</sup>

**~8.3%** Biologics market CAGR from 2020 – 2024

#### ...Resulting in M&A for Single-Use Solutions

- Aug-22: Chargepoint Technology (Arcline) acquires PuroVaso, a manufacturer of singleuse handling equipment and containers
- Jul-22: Dover acquired Malema Engineering Corporation, a manufacturer of single-use flow sensors reducing calibration time and measurement error
- Mar-22: Audax Private Equity acquires Flow Control Holdings, a provider of highly engineered flow components and single-use assemblies via its Ace Sanitary subsidiary
- Jan-22: Sanisure acquired GL Engineering, a provider of sterile process engineering solutions, including single-use filling needles

#### ESG Mandates Impact Behavior

### EMERSON.

"Our net zero goal is a vital step forward as we evolve our business and contribute to a more sustainable world...[and] in addition to the depth of our own roadmap, Emerson's products, software and services help enable our customers, suppliers, and partners to achieve their sustainability objectives" – Lal Karsanbhai, Emerson CEO & President, Emerson 2021 ESG Report

#### **AMETEK**

"Stricter regulations on greenhouse gas emissions and energy management over the next decade should drive AMETEK to increase investment in R&D on low-carbon energy-related opportunities, look for additional efficiency upgrades to our facilities, and further diversify our energy mix" – AMETEK, 2021 Sustainability Report



"Groman-Rupp companies are committed to advancing the health, safety, and wellness of our employees, customers, and communities by...reducing our impact on the environment through resource conservation and waste minimization" – Gorman-Rupp, November 2022 Investor Presentation

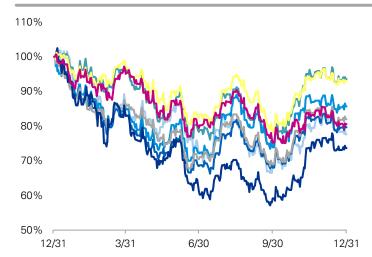


"All business units are constantly challenged to examine their processes for areas where environmental impacts can be reduced and resources can be better utilized...in 2021, the Company undertook a multimillion-dollar investment in its first scrap refiner in the United Kingdom" – Mueller Industries, Sustainability Report 2022

## Process & Flow Control Public Markets Update: Stock Performance

- Indexed Process & Flow Control stock prices<sup>(1)</sup> declined 19.9% through 2022 in connection with the broader equity
  market declines driven by a combination of accelerating inflation, rising interest rates, geopolitical uncertainties, and
  recessionary concerns
- The Process & Flow Control peer group experienced declines of varying degrees:
  - Industrial Processing Solution (-6.5%) outperformed the S&P 500 (-19.4%) and generally performed in-line with the S&P 500 Industrials (-7.1%)
  - Pumps & Compressors (-20.4%), Automation Technologies (-26.4%), and Seals, Fittings, Pipes & Tubes (-22.4%) generally lagged the S&P 500
  - Dispensing Equipment (14.3%) and Specialty Products (-18.0%) performed at a decline between the S&P 500 and S&P 500 Industrials
- While 2022 stock performance gained traction in Q4, the softening outlook for growth in 2023 and beyond, coupled with increased macroeconomic uncertainties, kept year-end pricing below Q1 highs

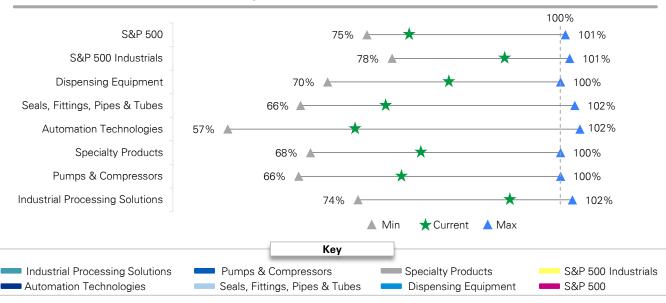
#### 2022 Indexed Stock Price Performance<sup>(2)</sup>



Performance Drivers									
	Chan	ge in:	Total						
Sub-sector	Earnings	Multiples	Change						
Industrial Processing Solutions	(3.9)%	(2.5)%	(6.5)%						
Pumps & Compressors	1.7%	(22.1)%	(20.4)%						
Specialty Products	(2.2)%	(15.8)%	(18.0)%						
Automation Technology	(3.9)%	(22.5)%	(26.4)%						
Seals, Fittings, Pipes & Tubes	2.4%	(24.8)%	(22.4)%						
Dispensing Equipment	(0.4)%	(13.9)%	(14.3)%						
Aggregate Performance	(2.4)%	(17.5)%	(19.9)%						

YTD<sup>(1)</sup> stock price declines were largely driven by multiple compression given relatively slight gain or decline in earnings

#### Current Index Level Versus 52-Week High and Low as of 12/31/2022



Source: Market statistics sourced from Capital IQ

(1) YTD as of 12/31/2022

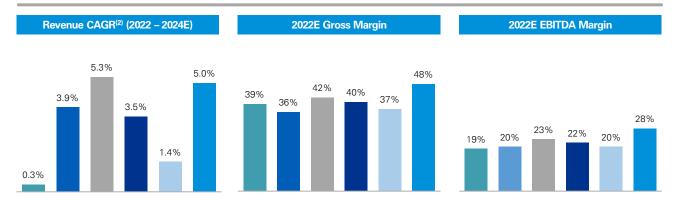
(2) Based on market capitalization-weighted index methodology

## **Process & Flow Control Public Markets Update:** Performance Trends

Trading multiples for Process & Flow Control companies on 12/31/2022 recorded an overall mean EV/2022E EBITDA of **14.5x** compared to **16.8x** on 1/1/2022:

- Industrial Processing Solutions: 14.4x as of 12/31/2022 vs. 14.6x as of 1/1/2022
- Pumps & Compressors: 12.9x as of 12/31/2022 vs. 15.7x as of 1/1/2022
- Specialty Products: 16.8x as of 12/31/2022 vs. 20.4x as of 1/1/2022
- Automation Technologies: 12.2x as of 12/31/2022 vs. 15.7x as of 1/1/2022
- Seals, Fittings, Pipes & Tubes: 10.2x as of 12/31/2022 vs. 11.7x as of 1/1/2022
- Dispensing Equipment: **17.1x** as of 12/31/2022 vs. **19.8x** as of 1/1/2022

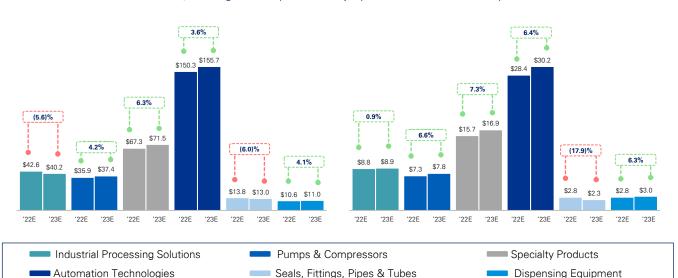
#### Financial Metrics<sup>(1)</sup> for Process & Flow Control Peer Groups (12/31/2022)



#### 2022E vs. 2023E Comparative Analysis<sup>(1)</sup> – Outlook as of 12/31/2022 (\$ in billions)

2022E vs. 2023E Revenue 2022E vs. 2023E EBITDA

Financial performance across peer groups remained resilient despite broader market challenges around supply chain, inflation, and labor. Despite a soft start to 2023, modest growth is expected in a majority of sub-sectors as the economy stabilizes in H2



Source: Market statistics sourced from Capital IQ

(1) Financial metrics represent constituents reporting in category

(2) Metric excludes non-material figures driven by divestitures or other corporate events

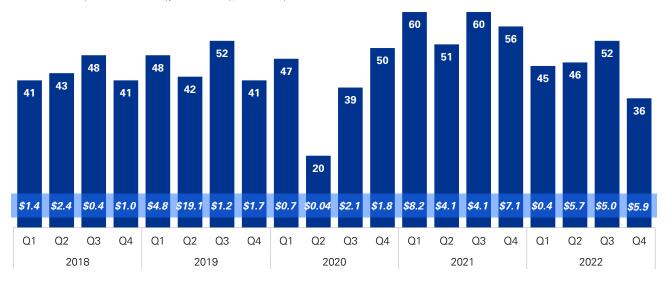
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## Flow Control M&A Market Update and Recent Notable Transactions

Announced transaction value decreased by 17.5% in Q4 2022 as compared to Q4 2021, largely stemming from a transaction volume decrease of 35.7% in the same period as the M&A market softens into 2023

#### Global Process & Flow Control Industry Announced Deal Volume and Value<sup>(1)</sup>





#### **Recent Notable Process & Flow Control Transactions**

#### **Xylem / Evoqua Water Technologies**

January 22, 2023

Xylem, a manufacturer of engineered products and solutions for water and wastewater applications, has entered an agreement to acquire Evoqua Water Technologies, a provider of mission critical water and wastewater treatment solutions to life sciences, microelectronics, power, and food & beverage markets. Patrick Decker, President and CEO of Xylem, stated, "Solving the world's water challenges has never been more urgent. Our acquisition of Evoqua creates a transformative global platform to address water scarcity, affordability and resilience at even greater scale"

#### Flow Control Holdings (Audax) / Andron Stainless

January 19, 2023

Flow Control Holdings, a portfolio company of Audax and a provider of sanitary flow components to producers of foods, beverages, and pharmaceuticals, has acquired Andron Stainless, a provider of sanitary stainless-steel fittings, valves, tubing, and accessories. Scott Kerns, CEO of Flow Control Holdings stated, "We believe this deal creates a unique value proposition for FCH within the sanitary flow components market and positions us to provide a truly differentiated offering to our customers"

#### Hamilton Robinson Capital / Sani-Matic (Wing Capital)

January 11, 2023

Hamilton Robinson Capital, a Stamford, CT-based private equity firm, has acquired Sani-Matic, a portfolio company of Wing Capital and designer and manufacturer of automated hygienic cleaning solutions. Founded in 1943 and headquartered in Sun Prairie, WI, Sani-Matic serves customers within the attractive and resilient food, beverage, bio-pharmaceutical, nutraceutical, and personal care end markets and offers a broad range of systems, components, and services

#### Atlas-SSI / Cooling Tower Valves and Screens

January 5, 2023

Atlas-SSI, a manufacturer of raw water intake equipment, traveling water screens, fish-friendly screens, and trash rake systems, has acquired Cooling Tower Valves and Screens, a manufacturer of flow control valves and sump screens for the industrial cooling water tower industry. The acquisition broadens the Atlas-SSI portfolio with a new line of screens and specialty valves that enable industrial facilities with cooling towers to lower the overall cost of unit operation while improving reliability

## **Recent Notable Process & Flow Control Transactions** (Continued)

## Triad Technologies (Shorehill Capital) / Industrial Service Products

December 30, 2022

Triad Technologies (Shorehill Capital portfolio company), a distributor of fluid power, industrial automation, and fluid conveyance products, has acquired Industrial Service Products, a value-added distributor of custom fabricated hose, valves, fittings, and other related products for the safe, efficient transfer of liquid and dry goods to a wide array of industrial customers. The acquisition of Industrial Service Products is consistent with Triad Technologies' strategy to expand its product offering and geographic presence

#### Enprotech (ITOCHU) / American Hydro (Wärtsilä)

December 28, 2022

Enprotech, a provider of maintenance, repair, rebuild, and modernization services to North American heavy equipment manufacturers and a subsidiary of ITOCHU, has entered an agreement to acquire American Hydro, a manufacturer of hydro-turbines and pumps for hydroelectric and water distribution industries, from Wärtsilä. The acquisition will expand Enprotech's industry segmentation into the renewable energy sector as well as its technical capabilities

#### Dover / Witte Pumps & Technology

December 15, 2022

Dover, a manufacturer of innovative equipment and components, consumable supplies, aftermarket parts, software and digital solutions, and support services, has acquired Witte Pumps & Technology, a manufacturer of precision gear pumps. Based in Germany, Witte Pumps & Technology manufactures gear pumps and associated spare parts and services for the chemical, plastic & polymer processing, food & beverage, and pharmaceutical industries

#### The Stephens Group / Quality Valve (Pfingsten Partners)

December 6, 2022

The Stephens Group, a Little Rock, AR-based private investment firm with nearly \$2 billion in AUM, has acquired Quality Valve, a portfolio company of Pfingsten and distributor of OEM valve replacement and repair parts as a one-stop-shop for customers with mission-critical MRO needs. Quality Valve offers over 12,500 SKUs including relief valves, control valves, bellows, springs, digital valve controllers, mounting kits, and pulsation dampeners for several industries

#### Valstone / WEM Automation

December 1, 2022

Valstone, a provider of software and technology solutions for heavy construction materials, agriculture, grain, forestry, waste, and recycling industries, has acquired WEM Automation, a provider of control systems for feed and grain, fertilizer, aggregate, concrete, asphalt, pet food, wood processing, and other industries. WEM Automation will join DSL and Datastor Systems in Valstone's Process Control and Automation Portfolio, strengthening the company's market presence in North America

## Paradigm Precision (The Carlyle Group) / Whitcraft (Greenbriar Equity Group)

November 30, 2022

Paradigm Precision (The Carlyle Group portfolio company), a provider of complex machining, fabrications, and assemblies for engine manufacturers, has entered an agreement to acquire Whitcraft, a portfolio company of Greenbriar Equity Group and manufacturer of precision formed, machined, and fabricated flight-critical aerospace components. The combination of Paradigm Precision and Whitcraft will create a scaled and diversified manufacturer of complex, high-tolerance components used in commercial and military aviation engines

#### Senior / Spencer Aerospace Manufacturing

November 28, 2022

Senior, a manufacturer of high-technology components and systems for aerospace, defense, land vehicle, and power and energy markets, has acquired Spencer Aerospace Manufacturing, a manufacturer of highly engineered, high-pressure hydraulic fluid fittings for use in commercial and military aerospace applications, enhancing Senior's industry-leading fluid conveyance capabilities

## Clayton, Dubilier & Rice / Industrial businesses of Roper Technologies

November 22, 2022

Clayton, Dubilier & Rice, a New York, NY-based private equity firm, has completed the acquisition of a majority stake in the industrial businesses of Roper Technologies, including its entire Process Technologies segment and the industrial businesses within its Measurement Analytical Solutions segment. The transaction includes the following businesses: Alpha, AMOT, CCC, Cornell, Dynisco, FTI, Hansen, Hardy, Logitech, Metrix, PAC, Roper Pump, Struers, Technolog, Uson, and Viatran

 $<sup>{\</sup>it *Represents the global Corporate Finance practices of KPMG International's network of independent member firms}$ 

## **Recent Notable Process & Flow Control Transactions** (Continued)

#### Atlas Copco / Larry Enterprises

November 9, 2022

Atlas Copco, a Stockholm, Sweden-based leader in compressors, vacuums, power tools, pumps, software, and service, has acquired Larry Enterprises, a Québec, Canada-based distributor of air compressor solutions. Vagner Rego, Business Area President of Atlas Copco's Compressor Technique stated, "This acquisition will strengthen our presence and further increase our support and sales to customers in this region"

# Atlas Copco / Precision Pneumatics and Wearside Pneumatics November 2, 2022

Atlas Copco, a Stockholm, Sweden-based leader in compressors, vacuums, power tools, pumps, software, and service, has acquired Precision Pneumatics and Wearside Pneumatics, providers of compressed air solutions to manufacturing, electronics, automotive, and food & beverage industries. Vagner Rego, Business Area President of Atlas Copco's Compressor Technique stated, "The acquisitions will further increase our direct service and sales presence in those key areas and provide growth opportunities"

## Motion & Control Enterprises (Frontenac) / Nightwine Valves & Actuation

November 1, 2022

Motion & Control Enterprises (Frontenac portfolio company), a supplier of technical fluid power, automation, flow control, compressed air, and lubrication products, has acquired Nightwine Valves & Actuation, an Ohio-based distributor of flow control products, including valves, actuators, regulators, and related products across Ohio, Pennsylvania, and Kentucky

#### **IMI / CorSolutions**

October 31, 2022

IMI, a manufacturer of highly engineered products that control the precise movement of fluids and gases, has acquired CorSolutions, an Ithaca, NY-based provider of microfluidic flow control and measurement products for both end-users and OEMs in laboratory, research, pharmaceutical, and manufacturing industries

#### Ingersoll Rand / Everest Group and Airmax Groupe

October 27, 2022

Ingersoll Rand, a provider of mission-critical flow creation and industrial solutions across 40+ respected brands, has entered into agreements to acquire Everest Group and Airmax Groupe, manufacturers of air compressor, vacuum systems, and blower systems to water treatment, pharmaceutical, and food & beverage industries, for total consideration of \$86 million, representing 2.5x revenue. Both will join the Industrial Technologies and Services (ITS) segment of Ingersoll Rand

#### Regal Rexnord / Altra Industrial Motion

October 27, 2022

Regal Rexnord, a manufacturer of industrial powertrain solutions, power transmission components, electric motors and electronic controls, air moving products, and specialty electrical components and systems, has entered an agreement to acquire Altra Industrial Motion, a manufacturer and supplier of highly engineered motion control, automation, and power transmission systems and components

#### **ESAB / Ohio Medical (Tenex Capital Management)**

October 14, 2022

ESAB, a provider of advanced equipment, consumables, gas control equipment, robotics, and digital solutions, has acquired Ohio Medical, a portfolio company of Tenex Capital Management and provider of oxygen regulators and central gas systems. Founded in 1958 and headquartered in Gurnee, IL, Ohio Medical employs ~100 employees and provides ESAB with increased cross-sell potential and complements the medical oxygen regulator and central gas products of ESAB

#### **Ebara / Hayward Gordon**

October 3, 2022

Ebara, a manufacturer of pumps, compressors, fans, gas turbines, chillers, and semiconductor equipment, has acquired Hayward Gordon, a provider of solids handling pumps and industrial and sanitary mixers for water and wastewater treatment. John Hayward, Executive Director of Hayward Gordon stated, "We are delighted to join Ebara, whose values closely align with Hayward Gordon in how we serve our customers, provide opportunities for our people, and our commitment to innovation"

8

<sup>\*</sup>Represents the global Corporate Finance practices of KPMG International's network of independent member firms

# Select Public Process & Flow Control Companies

#### Public Markets Key Trading Statistics (1/29/2023)

	Indexed Share Price % Change	2022 Fi	nancials	Valuation Enterprise	
Sub-sectors	1/1/22 - 12/31/22	Gross Margin	EBITDA Margin	2023E Revenue	2023E EBITDA
Industrial Processing Solutions	(6.5%)	39.2%	19.1%	2.8x	13.9x
Pumps & Compressors	(20.4%)	35.6%	20.0%	2.8x	12.5x
Specialty Products	(18.0%)	42.2%	23.4%	4.0x	16.3x
Automation Technologies	(26.4%)	40.0%	21.7%	2.9x	12.9x
Seals, Fittings, Pipes & Tubes	(22.4%)	34.8%	19.9%	1.9x	10.7x
Dispensing Equipment	(14.3%)	48.2%	28.2%	4.7x	16.4x
Process & Flow Control Sector Mean	(18.0%)	40.0%	22.1%	3.2x	13.8x

#### Public Markets Detail (1/29/2023)

			Mark	et Data		2022 Financials			luation Multip erprise Value		
Company	Country	Share Price	% 52-Wk High	Market Cap <sup>(1)</sup>	Enterprise Value <sup>(2)</sup>	Revenue	Gross Margin	EBITDA Margin	LTM EBITDA	CY 2023 Revenue	CY 2023 EBITDA
ndustrial Processing Solutions											
Badger Meter, Inc.	US	\$111.93	92.9%	\$3,276	\$3,138	\$563	39.2%	20.5%	27.7x	5.2x	25.2x
CIRCOR International, Inc.	US	\$26.01	87.3%	\$524	\$1,016	\$777	37.7%	12.6%	10.6x	1.3x	9.1x
Crane Holdings, Co.	US	\$113.38	96.9%	\$6,366	\$6,951	\$3,369	41.1%	19.8%	10.7x	2.1x	9.5x
Curtiss-Wright Corporation	US	\$160.32	87.8%	\$6,141	\$7,497	\$2,551	37.3%	21.6%	15.1x	2.8x	12.6x
Emerson Electric Co.	US	\$89.43	89.4%	\$52,889	\$67,903	\$18,586	41.4%	22.7%	14.8x	4.5x	17.9x
Flowserve Corporation	US	\$33.39	88.8%	\$4,364	\$5,513	\$3,570	28.4%	8.2%	20.8x	1.4x	12.8x
IMI plc	GB	\$18.11	86.1%	\$4,691	\$5,630	\$2,467	43.3%	21.8%	13.2x	2.2x	9.8x
Ingersoll Rand Inc.	US	\$55.66	96.3%	\$22,538	\$23,903	\$5,826	39.1%	24.2%	20.1x	3.8x	15.3x
Kadant Inc.	US	\$200.56	91.2%	\$2,339	\$2,477	\$892	42.7%	20.5%	13.1x	2.7x	13.2x
Mueller Water Products, Inc.	US	\$12.40	88.6%	\$1,937	\$2,264	\$1,264	30.3%	14.6%	12.1x	1.7x	10.4x
Rotork plc	GB	\$3.98	92.6%	\$3,425	\$3,315	\$765	45.6%	24.6%	22.3x	3.9x	15.2x
Watts Water Technologies, Inc.	US	\$159.28	99.1%	\$5,303	\$5,263	\$1,967	44.1%	18.6%	14.7x	2.7x	15.1x
Vlean							39.2%	19.1%	16.3x	2.8x	13.9x
Median							40.2%	20.5%	14.8x	2.7x	13.0x

Source: Market statistics sourced from Capital IQ

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All figures in USD and in millions (except share price data), where applicable, converted at rates as of 1/29/2023

<sup>(1)</sup> Market Capitalization based on closing share prices as of 1/29/2023

<sup>(2)</sup> Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents

# **Select Public Process & Flow Control Companies** (Continued)

			Mark	et Data		2	022 Financi	als		luation Multiperprise Value	
		Share	% 52-Wk	Market	Enterprise		Gross	EBITDA	LTM	CY 2023	CY 2023
Company Pumps & Compressors	Country	Price	High	Cap <sup>(1)</sup>	Value <sup>(2)</sup>	Revenue	Margin	Margin	EBITDA	Revenue	EBITDA
Dover Corporation	US	\$144.98	84.6%	\$20,349	\$23,674	\$8,491	36.6%	20.9%	14.4x	2.8x	12.9x
Ebara Corporation	JP	\$41.80	78.1%	\$3,848	\$3,985	\$5,117	30.5%	13.8%	6.6x	0.7x	4.9x
Franklin Electric Co., Inc.	US	\$87.33	90.8%	\$4,045	\$4,325	\$2,038	34.0%	15.3%	14.6x	2.1x	14.0x
Graco Inc.	US	\$67.21	89.1%	\$11,327	\$11,061	\$2,143	49.5%	29.6%	17.3x	5.1x	16.9x
IDEX Corporation	US	\$238.73	97.0%	\$18,005	\$18,578	\$3,136	45.1%	28.1%	21.6x	5.5x	19.2x
Ingersoll Rand Inc.	US	\$55.66	96.3%	\$22,538	\$23,903	\$5,826	39.1%	24.2%	20.1x	3.8x	15.3x
ITT Inc.	US	\$91.26	94.8%	\$7,547	\$7,663	\$2,981	31.1%	19.6%	14.1x	2.5x	12.0x
Interpump Group S.p.A.	IT	\$52.91	86.8%	\$5,556	\$6,226	\$2,206	34.3%	23.2%	13.9x	2.7x	11.5x
Sulzer Ltd	CH	\$84.20	86.8%	\$2,851	\$3,168	\$3,434	29.9%	12.0%	10.3x	0.9x	7.0x
The Gorman-Rupp Company	US	\$28.41	69.1%	\$742	\$1,160	\$520	26.0%	13.8%	22.0x	1.9x	11.9x
Mean							35.6%	20.0%	15.5x	2.8x	12.5x
Median							34.1%	19.6%	14.5x	2.6x	12.4x
Specialty Products											
Alfa Laval Corporate AB	SE	\$31.38	97.1%	\$12,972	\$14,324	\$4,870	34.3%	18.6%	18.4x	2.6x	13.4x
AMETEK, Inc.	US	\$143.90	97.9%	\$33,047	\$35,262	\$6,111	35.0%	29.7%	19.9x	5.5x	18.3x
Donaldson Company, Inc.	US	\$61.68	99.2%	\$7,506	\$7,946	\$3,429	32.6%	17.1%	14.2x	2.3x	12.8x
Dover Corporation	US	\$144.98	84.6%	\$20,349	\$23,674	\$8,491	36.6%	20.9%	14.4x	2.8x	12.9x
Halma plc	GB	\$26.19	81.4%	\$9,892	\$10,510	\$1,967	52.8%	25.2%	25.7x	4.5x	18.9x
IDEX Corporation	US	\$238.73	97.0%	\$18,005	\$18,578	\$3,136	45.1%	28.1%	21.6x	5.5x	19.2x
Indutrade AB (publ)	SE	\$23.04	93.8%	\$8,395	\$9,065	\$2,575	34.9%	17.9%	23.9x	3.3x	19.5x
ITT Inc.	US	\$91.26	94.8%	\$7,547	\$7,663	\$2,981	31.1%	19.6%	14.1x	2.5x	12.0x
Parker-Hannifin Corporation	US	\$319.80	94.1%	\$41,064	\$54,517	\$16,949	28.2%	22.5%	15.2x	2.9x	13.7x
Pentair plc	GB	\$51.53	79.3%	\$8,477	\$10,835	\$4,113	34.0%	19.8%	14.2x	2.6x	12.7x
Roper Technologies, Inc.	US	\$434.11	88.9%	\$46,038	\$51,907	\$5,373	69.7%	40.5%	23.9x	8.7x	21.3x
Spirax-Sarco Engineering plc	GB	\$142.70	83.8%	\$10,507	\$10,835	\$1,901	76.3%	27.5%	22.9x	4.8x	17.5x
Xylem Inc.	US	\$102.42	86.4%	\$18,462	\$19,709	\$5,428	38.0%	16.7%	24.2x	3.5x	19.7x
Mean		******		¥ :0, :0=		447.20	42.2%	23.4%	19.4x	4.0x	16.3x
Median							35.0%	20.9%	19.9x	3.3x	17.5x
								20,070	TOTOX		77707
Automation Technologies											
ABB Ltd	СН	\$34.67	96.1%	\$64,701	\$71,249	\$29,325	33.1%	14.5%	15.7x	2.4x	14.3x
Schneider Electric S.E.	FR	\$160.53	94.5%	\$89,113	\$103,207	\$35,804	41.2%	19.8%	17.0x	2.8x	13.6x
Siemens Aktiengesellschaft	DE	\$156.86	96.8%	\$124,319	\$172,997	\$78,761	35.7%	18.9%	17.7x	2.0x	11.0x
SMC Corporation	JP	\$499.85	90.0%	\$32,565	\$27,147	\$6,124	50.1%	33.7%	14.7x	4.3x	12.6x
Mean							40.0%	21.7%	16.3x	2.9x	12.9x
Median							38.5%	19.4%	16.4x	2.6x	13.1x

Source: Market statistics sourced from Capital IQ

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All figures in USD and in millions (except share price data), where applicable, converted at rates as of 1/29/2023

<sup>(1)</sup> Market Capitalization based on closing share prices as of 1/29/2023

<sup>(2)</sup> Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents

# **Select Public Process & Flow Control Companies** (Continued)

			Market Data 2022 Financials Ent			2022 Financials		aluation Multiples sterprise Value To:			
Company	Country	Share Price	% 52-Wk High	Market Cap <sup>(1)</sup>	Enterprise Value <sup>(2)</sup>	Revenue	Gross Margin	EBITDA Margin	LTM EBITDA	CY 2023 Revenue	CY 2023 EBITDA
Seals, Fittings, Pipes & Tubes											
Aalberts N.V.	NL	\$48.27	79.0%	\$5,338	\$6,093	\$3,418	N/M	20.0%	11.2x	1.8x	9.1x
Mueller Industries, Inc.	US	\$65.66	93.2%	\$3,734	\$3,306	\$4,018	27.1%	22.2%	3.7x	1.0x	8.5x
Smiths Group plc	GB	\$21.70	99.9%	\$7,651	\$7,815	\$3,411	41.6%	17.8%	15.0x	2.2x	11.7x
Trelleborg AB (publ)	SE	\$25.87	99.6%	\$6,642	\$8,700	\$3,092	35.7%	19.6%	14.8x	2.7x	13.5x
Mean							34.8%	19.9%	11.2x	1.9x	10.7x
Median							35.7%	19.8%	13.0x	2.0x	10.4x
Dispensing Equipment											
Graco Inc.	US	\$67.21	89.1%	\$11,327	\$11,061	\$2,143	49.5%	29.6%	17.3x	5.1x	16.9x
Ingersoll Rand Inc.	US	\$55.66	96.3%	\$22,538	\$23,903	\$5,826	39.1%	24.2%	20.1x	3.8x	15.3x
Nordson Corporation	US	\$239.58	97.0%	\$13,694	\$14,391	\$2,605	55.9%	30.9%	18.8x	5.3x	17.1x
Mean							48.2%	28.2%	18.7x	4.7x	16.4x
Median							49.5%	29.6%	18.8x	5.1x	16.9x

All figures in USD and in millions (except share price data), where applicable, converted at rates as of 1/29/2023

<sup>(1)</sup> Market Capitalization based on closing share prices as of 1/29/2023

<sup>(2)</sup> Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents

# **Process & Flow Control Transaction History**

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / EBITDA	EBITDA Margin
Pending	Evoqua	Xylem	7,531	28.7x	~15%
Pending	Altra Industrial Motion	Regal Rexnord	4,950	13.6x	~19%
Jan-23	SPX Flow's Air Treatment Business	Ingersoll Rand	525	~11.7x	Mid-20s
Nov-22	Muon (Rivean Capital)	IDEX	705	15.2x	~33%
May-22	Fill-Rite and Sotera (Tuthill)	Gorman-Rupp Company	526	15.3x	25%
May-22	Cisco Air Systems	DXP Enterprises	48	6.8x	16%
Apr-22	SPX FLOW	Lone Star	3,798	18.3x	14%
Apr-22	Neles (Cevian Capital Partners, Alfa Laval, and Others)	Valmet	1,433	16.7x	12%
Mar-22	Hoses Direct/ Hydraquip Hose & Hydraulics	Finning International	86	9.0x	28%
Mar-22	Forterra (Lone Star Americas Acquisitions)	Quikrete Holdings	2,792	10.2x	17%
Jan-22	Mar Cor (STERIS)	Evoqua Water Technologies	196	7.3x	15%
Jan-22	Kaman (Littlejohn & Co.)	Motion Industries (Genuine Parts)	1,300	13.8x	9%
Dec-21	RegO (Windjammer)	Dover	631	12.3x	24%
Dec-21	Compressor Products International (EnPro)	Howden Group (KPS Capital Partners)	195	10.4x	NA
Dec-21	Acme Cryogenics (Graham Partners)	Dover	-	18.0x	-
Nov-21	Masterflex (Antylia Scientific / GTCR)	Avantor	2,845	20.6x	46%
Oct-21	Process & Motion Control Segment of Rexnord	Regal Beloit	3,763	14.5x	NA
Sep-21	Premier Water	DXP Enterprises	6	6.8x	24%
Aug-21	Maximus	Ingersoll Rand	110	~11.3x	~30%
Jun-21	Tiger Filtration	Xebec Adsorption	17	10.6x	42%
Jun-21	Airtech (EagleTree Capital)	IDEX Corporation	469	16.0x	35%
Jun-21	BioDot (Artemis Capital Partners)	ATS Automation Tooling Systems	89	5.9x	42%
Jun-21	Barber-Nichols	Graham Corporation	70	11.0x	11%
Apr-21	Carter VerPlanck	DXP Enterprises	61	12.2x	17%
Mar-21	Ham-Let	Ultra Clean Holdings	367	17.1x	10%
Mar-21	Brüel & Kjær Vibro (Spectris)	NSK	217	26.1x	NA
Mar-21	Ginolis (Finnvera, Verso Capital, and Innovestor Ventures)	CELLINK	74	28.2x	12%
Feb-21	Nordic Water (Alder)	Sulzer	145	10.5x	16%
Jan-21	DZ Trasmissioni SRL	Interpump Group	7	4.2x	25%

# **Process & Flow Control Transaction History** (Continued)

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)	EV / EBITDA	EBITDA Margin
Jan-21	UTG Mixing Group	SPX FLOW	42	33.3x	6%
Dec-20	Mottrol (Doosan Corporation)	Well to Sea Investment; Socius Advisors	380	9.1x	9%
Nov-20	The Titus Company	Xebec Adsorption	6	3.6x	18%
Oct-20	DOTECO	Piovan	26	7.6x	15%
Sep-20	Scienion	CELLINK	101	16.7x	24%
Jul-20	Enerphase Industrial Solutions	Xebec Holding USA	6	5.9x	10%
Jun-20	Cogent Industrial Technologies	Kadant	7	4.5x	22%
Mar-20	Power and Energy Business of SPX FLOW	Apollo Global Management	475	6.5x	15%
Feb-20	Gardner Denver	Ingersoll Rand	15,400	9.6x	26%
Feb-20	Flow Management Devices	IDEX Corporation	125	10.4x	20%
Feb-20	SENSIT Technologies	Halma	52	11.7x	17%
Jan-20	Instrumentation & Sampling Business of CIRCOR	Crane	172	10.4x	20%
Jan-20	Bal Seal Engineering	Kaman Aerospace Group	330	12.5x	28%
Sep-19	Howden Group (Colfax)	KPS Capital Partners	1,800	9.0x	NA
Sep-19	PBM	IMI	85	12.5x	19%
Sep-19	Zhejiang Innuovo Machinery	Innuovo Technology	40	11.8x	20%
Aug-19	Spence and Leslie Product Lines of CIRCOR	Emerson	85	12.3x	33%
Aug-19	Kaman Industrial Technologies	Littlejohn & Co.	700	10.6x	6%
Jul-19	Velcora (FSN Capital Partners)	IDEX Corporation	137	17.5x	21%
Jun-19	Weir Flow Control (The Weir Group)	First Reserve Corporation	349	8.6x	21%
May-19	Precision Flow Systems Business of Accudyne	Ingersoll Rand	1,450	13.0x	28%
May-19	Rheinhutte Pumpen (Aliaxis Group)	ITT	88	9.0x	NA

Mean	\$965	12.4x	21%
Median	\$172	11.7x	19%

# Recent Process & Flow Control Transaction History (without EBITDA multiple data)

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)
Pending	FlexSteel Pipeline Technologies	Cactus	696
Pending	HYDMOS Industriteknik	Momentum Group	-
Pending	American Hydro (Wartsila)	Enprotech	-
Pending	CVS engineering (Rhein Invest)	Atlas Copco	-
Pending	Everest Group	Ingersoll Rand	-
Pending	Airmax Groupe	Ingersoll Rand	-
Pending	Armaturen Aichhorn	Indutrade	-
Pending	Whitcraft (Greenbriar Equity Group)	Dynamic Precision Group (The Carlyle Group)	-
Pending	ZI-ARGUS (Zueling Group)	ATS Automation Tooling Systems	-
Pending	Fluid-Press	DexKo Global	-
Pending	Shanghai Hanye Air Purifying Technology	Ingersoll Rand	-
Pending	Pedro Gil Construcciones Mecánicas	Ingersoll Rand	-
Pending	Low voltage NEMA motor business of Siemens Aktiengesellschaft	ABB	-
Pending	HydraForce	Bosch Rexroth (Robert Bosch)	1,215
Pending	Nexus Controls (Baker Hughes Company)	GE Gas Power (General Electric)	-
Pending	DESMI	One Equity Partners	-
Pending	A. P. Supply	Ferguson Enterprises	-
Jan-23	FloWorks International (Clearlake Capital Group)	Wynnchurch Capital	-
Jan-23	Siersema Komponenten Service (Nobel Capital Partners)	Indutrade	-
Jan-23	Andron Stainless	Flow Control Holdings (Audax)	-
Jan-23	BPR Operating	Holland Pump Manufacturing (XPV Water Partners)	-
Jan-23	DeeTag	ERIKS North America (LKCM Headwater Investments)	-
Jan-23	Sani-Matic (Wing Capital)	Hamilton Robinson Capital	-
Jan-23	Cooling Tower Valves and Screens	ATLAS-SSI	-
Dec-22	Industrial Service Products	Triad Technologies (Shorehill Capital)	-
Dec-22	WITTE PUMPS & TECHNOLOGY	Dover Pumps & Process Solutions Segment	-
Dec-22	Power Associates International (Cross Country Infrastructure Services)	Griffin Dewatering (Crossplane Capital)	-
Dec-22	CL HYDRAULICS	FICODIS	-
Dec-22	Quality Valve (Pfingsten Partners)	The Stephens Group	-

# Recent Process & Flow Control Transaction History (without EBITDA multiple data)

Closed Date	Target Company	Buyer	Enterprise Value (\$mm)
Dec-22	WEM Automation	Valstone	-
Nov-22	RIPIC Holdings (Roper Technologies)	Clayton, Dubilier & Rice	3,688
Nov-22	Spencer Aerospace Manufacturing	Senior plc	100
Nov-22	Northeast Compressor	Atlas Copco	-
Nov-22	Larry Enterprises	Atlas Copco	-
Nov-22	APN Mondial	Schivo Medical (MML Growth Capital Partners Ireland)	-
Nov-22	Abilene Diesel Injection Service	Magneto & Diesel Injector Service (Gridiron Capital)	-
Nov-22	Precision Pneumatics / Wearside Pneumatics	Atlas Copco	-
Nov-22	Assets of Shandong Jinggong Pump	Atlas Copco	-
Nov-22	Nightwine Valves & Actuation	Motion & Control Enterprises (Frontenac)	-
Oct-22	CorSolutions	IMI	10
Oct-22	P.D. Pumps	Pump Supplies (Lakers Group)	-
Oct-22	Ohio Medical (Tenex Capital Management)	ESAB	127
Oct-22	Access Truck Parts	Summit Hydraulics (North Branch Capital)	-
Oct-22	Compressor Business of Mesa Equipment & Supply Company	Atlas Copco	-
Oct-22	Hayward Gordon	Ebara	-
Oct-22	Dosatron International	Ingersoll Rand	105
Oct-22	Municipal waterworks division of Trumbull Industries	Core & Main	-
Oct-22	Drives Business of Gefran	WEG	24

# KPMG Corporate Finance\* Process & Flow Control Expertise

KPMG

**SELWOOD** 

has been acquired by



September 2022

KPMG

L-KINDUSTRIES
FLOWSYSTEMS

portfolio companies

Dorilton.

have been acquired by

TXE Capital

September 2022 November 2022 KPMG



has been acquired by

**DIPLOMA** PLC

April 2022

KPMG



a portfolio company of

the edgewater funds and

JZ | PARTNERS

has been acquired by

△ Audax Group

March 2022

KPMG

CEESI TGRAFTEL

portfolio companies of Dorilton Capital

have been acquired by



a portfolio company of



December 2021

KPMG



a portfolio company of



has been acquired by

■ River Associates

December 2021

KPMG

*α***lphasense**THE SENSOR TECHNOLOGY COMPANY

has been acquired by



December 2021

KPMG

**SPXFLOW** 

has acquired



January 2021

KPMG



has divested



to



21 December 2019

KPMG



has been acquired by



July 2019

KPMG

#### SIGNUM TECHNOLOGY

has been acquired by



July 2019

KPMG



has been recapitalized by

Brown = Brothers Harriman

May 2019

KPMG



has divested its Motion Technologies Business Unit to

Triton

December 2018

KPMG



has divested Rotex Manufacturers and Engineers to



November 2018

KPMG



has been acquired by

SIGNUM TECHNOLOGY

March 2017

KPMG



has divested its Precision Seals Business to



November 2016

KPMG



has been acquired by



July 2015

KPMG



has been acquired by



September 2014

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16

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