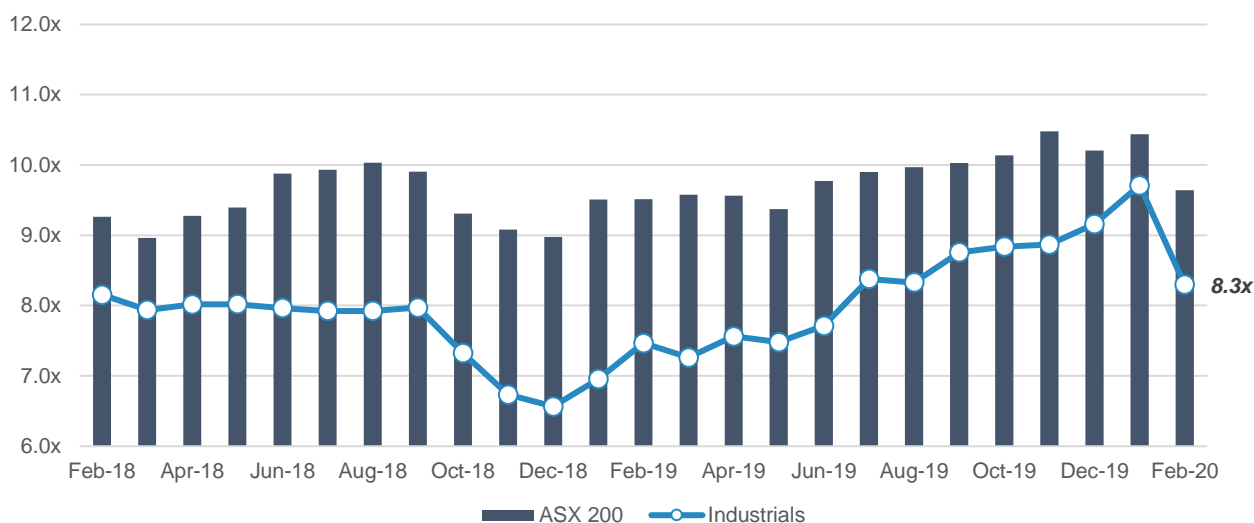


VALUATION MULTIPLES

Forward EV / EBITDA Multiples (monthly to 29/2/2020) Source: FactSet Research Systems Inc.

Multiples in the Industrials sector have decreased over the period. At the end of February, the sector traded on a forward EV / EBITDA multiple of 8.3x, compared to the ASX200 on 9.6x.



Average Values and Trading Multiples (as at 19/03/2020) Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2020	EV/EBIT FY2020	Price / Earnings FY2020
Chemicals and Plastics	15,860	7.5x	13.5x	19.4x
Construction and Building Materials	47,445	7.7x	10.7x	14.1x
Engineering Services	14,717	4.7x	9.8x	15.0x
Packaging	4,119	10.2x	14.8x	16.7x
Industrials	138,651	6.9x	11.3x	16.8x

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2020. Difference in forward EV/EBITDA multiples between Figure and Table are representative of the timing difference between month-end result, and current day result. Composition of companies in Sector Dashboards are updated every 6 months. Most recent update: February 2020.

¹ The InterFinancial Industrials Index set is an unweighted index comprising Industrials sector related companies trading on the Australian Securities Exchange (ASX). Estimates are sourced from FactSet Research Systems Inc.

MERGER & ACQUISITION NEWS...



Value: Undisclosed

Camfil AB, the Sweden-based clean air solutions manufacturer, has acquired **Airepure** of Australia. This acquisition will help strengthen Camfil's position as a global leader in air filtration, offering innovative clean air solutions across Australia and New Zealand.



Value: \$56m

Wilmar International, a Singapore-based agribusiness group, has acquired the remaining 50% stake in **Wilmar Gavilon** from **Gavilon**, for AUD 56m plus 50% of the undistributed net profit after tax of the WG Group for an agreed period up to completion.



Value: \$44.17m

Federation Asset Management and **Squadron Energy** have agreed to acquire a 81.57% stake in **Windlab**. The transaction will enable the company to accelerate its development activities and to identify new project opportunities using their proprietary Windscape technology.

SCUTTLEBUTT...

- **Duro Felguera Australia** has entered into voluntary administration.
- **Visy** and **Pacific Equity Partners** have submitted final offers for **O-I's** Australian and New Zealand business.
- **Legend Corp**, an Australian electronics products manufacturer and distributor backed by private equity investor **Adamantem Capital**, is looking to make accretive acquisitions.
- **BlueScope Steel**, an Australia-based steel maker, could interest private equity players seeking undervalued opportunities in the industrials space.
- **First Graphene**, an Australian graphene supplier, could forge joint ventures with small, disruptive manufacturers looking to incorporate graphene in their products.
- **Ovato Ltd**, the Australian digital printing company, has appointed financial advisers to assist in reducing debt levels.
- **Adelaide Brighton**, an Australia-based construction group, plans to participate in industry consolidation.
- **Blackstone** is believed to have withdrawn from the auction for **O-I Glass'** Australia and New Zealand business.
- **Southern Cross Electrical Engineering**, a Western Australia-based electrical and instrumentation contractor, is actively pursuing acquisition opportunities.
- **Aobo Environmental Technology**, an Australian provider of energy efficient solutions, is looking to raise as much as AUD 5m through an initial public offering.
- **Big River Industries**, an Australia-based supplier of building materials, is actively pursuing its acquisition strategy.
- **BSA Limited**, the Australia-based building and communications services group, is eyeing complementary and strategic acquisitions as part of its growth strategy.
- **Reliance Worldwide**, the Australian provider of water control systems and plumbing solutions, is eyeing possible acquisitions of business that can provide adjacent products.
- **AML3D**, an Australia-based 3D metal-printing business, is planning to list on the ASX to raise AUD 9m.
- **Bingo Industries**, an Australia-based waste management business, is eyeing acquisitions in Queensland.
- **Boral**, an Australian building products business, has commenced a strategic review of its business divisions.
- **Owens-Illinois** has extended the final offer deadline for its Australian and New Zealand business.
- **Jacobs Engineering** could sell its 9.8% stake in **Worley**. Jacob's stake is worth AUD 734m.
- **Exaptec**, a privately held Australian robotics company, is considering raising external capital to help fund its domestic growth.
- **Moelis** has been hired to advise **Decmil**, an Australian construction and engineering group.

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