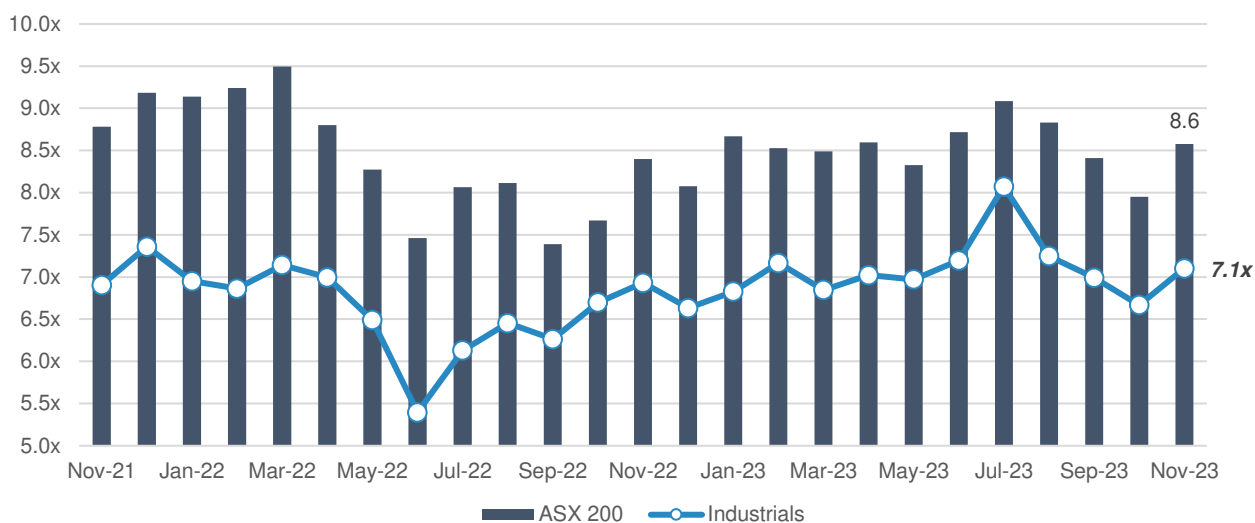


### VALUATION MULTIPLES

**Forward EV / EBITDA Multiples (monthly to 31/12/2023)** Source: FactSet Research Systems Inc.

Multiples in the Industrials sector have increased over the period. At the end of November, the sector traded on a forward EV / EBITDA multiple of 7.1x, compared to the ASX200 on 8.6x.



**Average Values and Trading Multiples (as at 31/12/2023)** Source: FactSet Research Systems Inc.

Subsector	Enterprise Value (\$ m)	EV/EBITDA FY2024	EV/EBIT FY2024	Price / Earnings FY2024
Chemicals and Plastics	7,544	6.4x	10.1x	11.4x
Construction and Building Materials	20,736	7.4x	12.2x	14.7x
Construction/Mining Services	30,188	5.8x	8.1x	11.3x
Engineering Services	15,141	7.7x	10.9x	15.2x
Industrial Products And Services	26,969	11.1x	16.5x	23.3x
Packaging	4,924	5.4x	9.0x	9.8x
<b>Industrials</b>	<b>118,683</b>	<b>8.1x</b>	<b>12.0x</b>	<b>15.8x</b>

Note: Multiples are based on the forward year of the unreported period, which for the majority of companies in the sector is FY2024. 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.

### MERGER & ACQUISITION NEWS...



Value: Not Disclosed

**SOLAFT Filtration Solutions Australia**, the Australia based developer and producer of liquid and gas filtration products for the heavy industrials sector has acquired, through its subsidiary **All Filtration Technologies**, **PTronik** the local manufacturer of pulse sequential timers, and predictive maintenance systems. This transaction was done through **SRO Technology**, the local company engaged in engineering, manufacturing and servicing instrumentation in the mining, processing, quarry, bulk materials handling and food industries.



Value: AUD 13 m

**Autoleague**, the Australia based car dealer has acquired **Berwick Motor Group**, the local car dealer.



Value: AUD 138 m

A group of investors led by **Explorer 1 Fund**, the United States based commercial space VC firm founded by **Jet Propulsion Laboratory fellow**, Leon Alkalai has acquired an undisclosed stake in **Ursa Major Technologies**, the local propulsion company for every sector of aerospace and hypersonics, through series D1 funding round.



Value: AUD 101 m

**IPD Group**, an Australia-based wholesaler of electrical products including power distribution, power protection, control, energy management and renewables, is to acquire **CMI Operations**, the local electrical cables/plugs company from **Excelsior Capital**, the local manufacturer of various metal products including wires.



Value: AUD 83m

**Louis Dreyfus Holding**, the Netherlands based holding company Involved in international trading and merchandising of various agricultural and industrial commodities, is to acquire 83.76% stake of **Namoi Cotton**, the Australia based provides cotton ginning and marketing services to Australian cotton growers from **Samuel Terry Asset Management**, the Australia based investment management company.



Value: AUD 20 m

**Reward Minerals**, the Australia based mineral resources exploration and production company, has agreed to acquire **Kalium Lakes Potash**, the Australia based producer of potassium fertilizer, from **Kalium Lakes**, the Australia based producer of potassium fertilizer.



Value: Not Disclosed

**Hitachi**, the Japan based software company, also engaged in clean energy business through the power grids and nuclear energy, has agreed to acquire **Katzion**, the Australia based engineering firm specializing in applications for the automotive industry, through its subsidiary **Globallogic**, the United States based software company.



Value: AUD 1.2 bn

**CRH**, the Ireland based diversified building materials group, engaged in cement, concrete products, aggregates, roofing, insulation and other building materials manufacturing, is to acquire 57.25% of **ADBRI**, the Australia based supplier of cement & lime.

## SCUTTLEBUTT...

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- Australia's **Costa Group**, an agricultural company, has sent the scheme booklet for the **proposed acquisition** to its shareholders. The consortium aims to acquire all issued shares in **Costa** through a scheme of arrangement, with the scheme meeting scheduled for January 30, 2024.
- Australian chemical, fertilizer, and explosive producer **Incitec Pivot** has appointed **Mauro Neves de Moraes** as Chief Executive Officer and Managing Director, effective January 22, 2024. **Mauro**, with extensive leadership experience in the mining and logistics sectors globally, is expected to lead the company through its next **growth phase**.
- **Venture First** and **TYP64** have acquired Australia-based **Scottsdale Construction Systems**, a leader in advanced light gauge steel construction technology. The acquisition aims to enhance Scottsdale's global production scale by leveraging the digital transformation expertise of Venture First and TYP64 in response to rising demand for eco-friendly construction solutions.
- **Metcash** is reportedly considering the acquisition of **HBT**, an Australian buying group for independent hardware retailers, as part of its strategy to expand in the hardware retail space. The move aligns with Metcash's aim to grow its presence in the sector, complementing its existing hardware brands, **Mitre 10** and **Total Tools**.
- **CPE Capital** is reportedly in advanced discussions to acquire **Modus Projects**, an Australian maintenance business generating over AUD 150 million in annual revenue. While the deal has been signed, it is pending completion.
- Canada's **AIMCo**, in partnership with **New Agriculture**, is set to acquire the **Kimberley Cattle Portfolio** in Western Australia, comprising extensive cattle breeding assets. **AIMCo** sees this investment as a diversification opportunity and its initial foray into the sector, while New Agriculture aims to manage the portfolio with a strong focus on sustainability and community impact. The deal, subject to regulatory approvals, is anticipated to conclude in the first half of 2024.
- **GMA Garnet**, a Perth-based industrial company valued at around AUD 500m (USD 326m), is reportedly up for sale. Owned by a wealthy European family under Singapore's **Jebsen & Jessen**, **GMA Garnet** specializes in selling garnet abrasive to industries like waterjet cutting and protective coatings. Australian private equity players, including **CPE Capital**, are expected to show interest in the sale.

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