



Manufacturing Update Q4 2019

The Mufson Howe Hunter Manufacturing Update is designed to provide business leaders, investors, and industry professionals an update on current market trends and important developments within the manufacturing sector of the economy. This monthly report contains information on select companies in various subsectors within manufacturing emphasizing financial performance, stock performance, and recent news.

Macro-Economic Trends

	Nov-19	Dec-19	Trend
PMI	48.1	47.2	Negative
Total Unemployment	3.5	3.5	Neutral
CPI Monthly Change	0.3	0.2	Positive
PPI Monthly Change	0.0	0.1	Negative
Industrial Production	109.8	109.4	Negative
Capacity Utilization	77.4	77.0	Negative
Manufacturing Production	104.8	105.0	Positive
Manufacturing Utilization	75.1	75.2	Neutral

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Sector Index Performance

	3-Year	1-Year	3-Month
Aerospace & Defense	55.0%	26.0%	-0.3%
Components & Materials	-2.1%	-2.4%	5.9%
Industrial Equipment	82.0%	38.3%	9.8%
Engineering & Industrial Services	64.1%	46.1%	8.1%
NASDAQ	66.7%	35.2%	12.2%
S&P	44.3%	28.9%	8.5%

MHH Sectors/Sub-sectors

Aerospace & Defense

- Aerospace
- Defense

Components & Materials

- Electronic Components
- Specialty Materials
- Vehicle Parts and Supplies

Industrial Equipment

- Construction Equipment
- Electrical Equipment
- Measurement, Control and Testing Devices
- Semiconductor Capital Equipment

Engineering & Industrial Services

- Industrial Distribution
- Industrial Recycling
- Technical Services

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MHH Manufacturing Universe Directory..... 28

MHH's coverage of the Manufacturing Sector spans companies in the following four sectors for each of which our index has been calculated as follows:

The MMH Aerospace & Defense Index is currently comprised of Airbus Group NV, BAE Systems plc, The Boeing Company, Embraer SA, General Dynamics Corp., Honeywell International Inc., Huntington Ingalls Industries, L3Harris Technologies, Lockheed Martin Corp., Northrop Grumman Corp., Raytheon Company, Rolls Royce Holdings plc, Textron Inc., Thales SA, and United Technologies Corp.

The MMH Components & Materials Index is currently comprised of 3M Company, Akzo Nobel NV, Alps Electric Ltd., Amphenol Corp., Aptiv plc, Autoliv Inc., AVX Corp., BASF SE, Belden Inc., Bosch Ltd., Celanese Corp., Continental AG, Corning Inc., Denso Corp., Delphi Automotive plc, DowDuPont Inc., Encore Wire Corp., Evonik Industries, Ferro Corp., Johnson Controls Inc., Lear Corp., OMRON Corp., PPG Industries Inc., Solvay SA, Stanley Electric Co. Ltd., TE Connectivity Ltd., and Vishay Intertechnology.

The MHH Industrial Equipment Index is currently comprised of Ametek Inc., Applied Materials Inc., ASML Holding NV, Axcelis Technologies Inc., Brooks Automation Inc., Caterpillar Inc., Cohu Inc., Cummins Inc., Danaher Corp., Deere & Company, Eaton Corp. plc, Emerson Electric Co., Entegris Inc., FARO Technologies Inc., FormFactor Inc., Hubbell Inc., Hyundai Heavy Industries Co. Ltd, KLA-Tencor Corp., LamResearch Corp., MKS Instruments Inc., Nanometrics Inc., Navistar International Corp., Nova Measuring Instruments Ltd., Oshkosh Corp., Powell Industries, Inc., Regal Beloit Corp., Rockwell Automation Inc., Rudolph Technologies Inc., Schneider Electric SE, Teradyne Inc., Terex Corp., Tokyo Electron Ltd., Veeco Instruments Inc., and Xcerra Corp.

The MHH Engineering & Industrial Services Index is currently comprised of AECOM Technology Corp., Aurubis AG, Balfour Beatty plc, Cardno Ltd., Clean Harbors Inc., Commercial Metals Company, Dowa Holdings Co. Ltd., Fastenal Company, Fluor Corp., HD Supply Holdings Inc., Jacobs Engineering Group Inc., John Wood Group plc, KBR Inc., Lawson Products Inc., MRC Global Inc., MSC Industrial Direct Co. Inc., NV5 Global Inc., Primoris Services Corp., Sims Metal Management Ltd., Tetra Tech Inc., Transcat Inc., Veolia Environnement SA, WW Grainger Inc., and WESCO International Inc.

The companies that comprise each Index can change periodically as a result of a variety of reasons, including mergers, acquisitions, initial public offerings, and other transactions; therefore, comparisons to historical time periods and historical performance for each Index may not entirely correspond and correlate to the Index's current performance. In addition, historical performance is not a guarantee or prediction of future results.

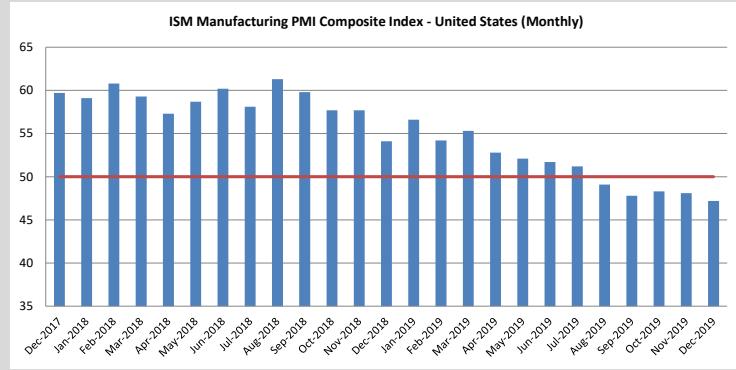
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Note: Please refer to Page 28 for the Universe components.

Major U.S. Economic Indicators

PMI (Purchase Manager Index)

A PMI reading above 50 percent (red line below) indicates that the manufacturing economy is generally expanding and below 50 percent means it is contracting.



Source: Institute for Supply Management

Commentary

Economic activity in the manufacturing sector contracted further in December, showing weakness for the 5th consecutive month while the economy grew for the 128th consecutive month. New Orders, Production, Employment, Backlog, Inventories, Prices and Exports & Imports contracted, and Supplier Deliveries slowed at a faster rate.

Unemployment Rate

Unemployment rate is traditionally defined as the percentage of the total labor force that is actively looking for gainful employment.



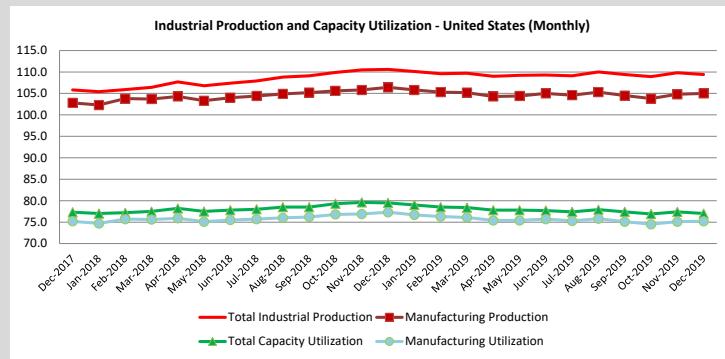
Source: United States Bureau of Labor

Commentary

In December, the unemployment remained unchanged at 3.5%, as the number of unemployed persons held at 5.8 million. A year earlier, the jobless rate was 3.9% and the number of unemployed persons was 6.3 million. Manufacturing jobs showed little change (+46,000) in 2019 after increasing by 264,000 in 2018.

Industrial Production and Capacity Utilization

The Production Index (in red below) measures real output and is expressed as a percentage of real output in a base year, currently 2007. The Capacity Index (in green below), which is an estimate of sustainable potential output, is also expressed as a percentage of real output in 2007.



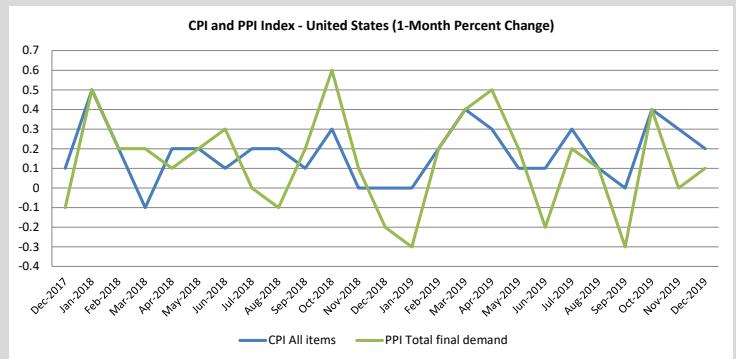
Source: United States Federal Reserve

Commentary

Industrial production fell 0.3% in December. At 109.4% of its 2012 average, total industrial production was 1.0% lower in December than it was a year earlier. Manufacturing output rose 0.2% in December, driven by a 0.5% increase in factory output. Utilization in the manufacturing sector rose by 0.1% to 75.2%, a rate that is 3.1% below its long-run (1972-2018) average.

Producer Price Index (PPI) and Consumer Price Index (CPI)

The PPI measures the average change over time in prices received (price changes) by producers for domestically produced goods, services and construction. The CPI measures changes in the prices paid by urban consumers for a representative basket of goods and services.



Source: United States Bureau of Labor

Commentary

CPI for all items rose 0.2% in December, driven by increases in the gasoline, shelter and medical care indexes. PPI for final demand rose 0.1% in December, driven by a 0.3% increase in the final demand goods index due to rising energy prices. Before seasonal adjustment, CPI for all items and PPI for final demand rose 2.3% and 1.3%, respectively, in 2019.

Comparative Sector Index Performance (Last Three Years)

Last Three Years

Daily from December 30, 2016 to December 31, 2019

Price as Percent of Base (December 30, 2016 = 0%)

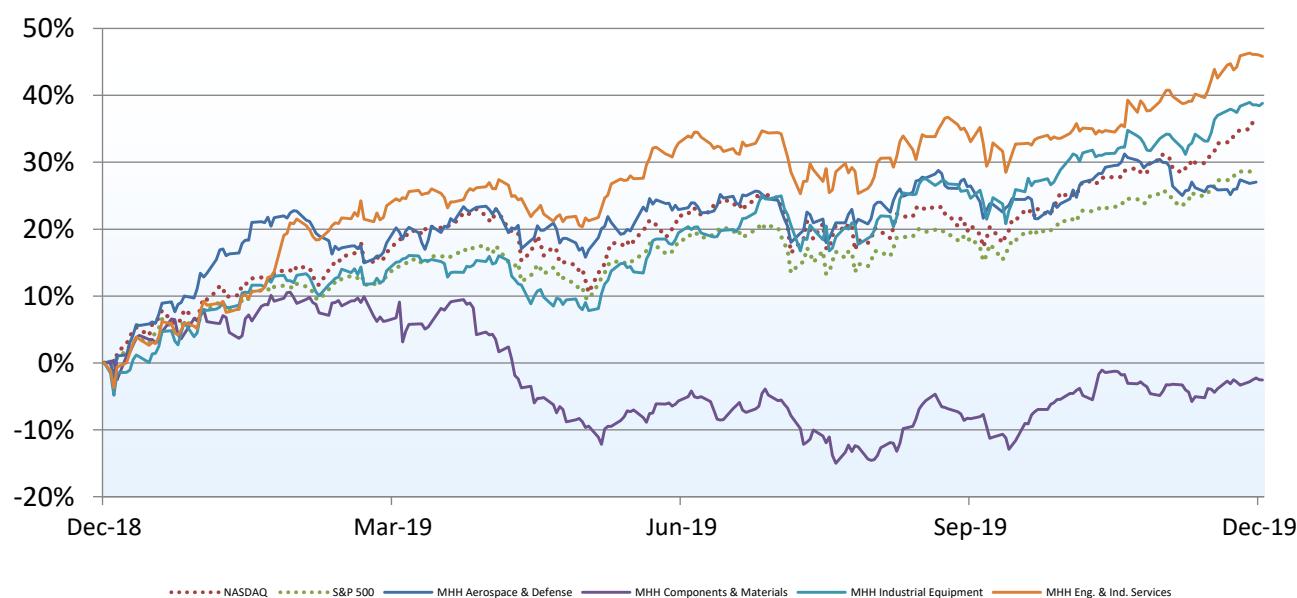


Comparative Sector Index Performance (Last Twelve Months)

Last Twelve Months

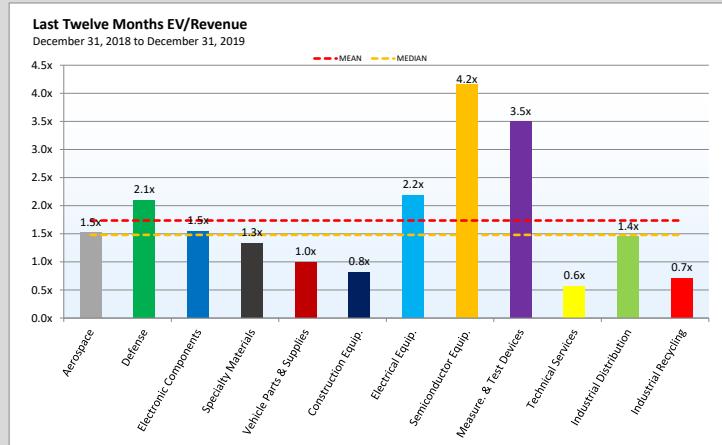
Daily from December 31, 2018 to December 31, 2019

Price as Percent of Base (December 31, 2018 = 0%)



Subsector Trading Multiples & Margins

Comparative Subsector LTM EV/Revenue

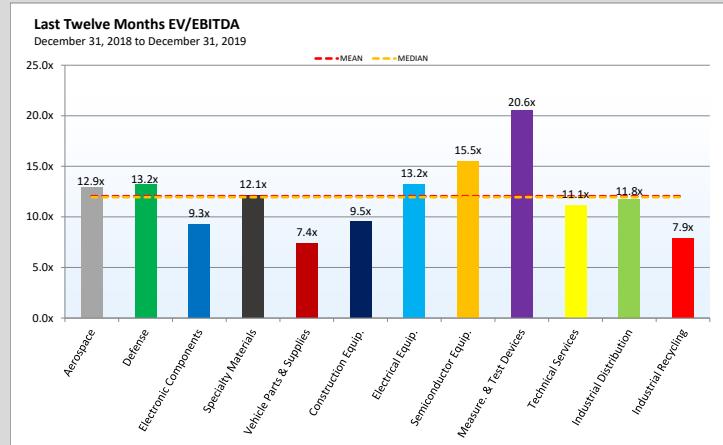


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean EV/Revenue of 1.7x and a median of 1.5x (for reference, our index subsectors had a mean and median EV/Revenue of 1.2x in 2018). Of the subsectors, Semiconductor Capital Equipment had the high multiple at 4.2x and Technical Services had the low multiple at 0.6x.

Comparative Subsector LTM EV/EBTIDA

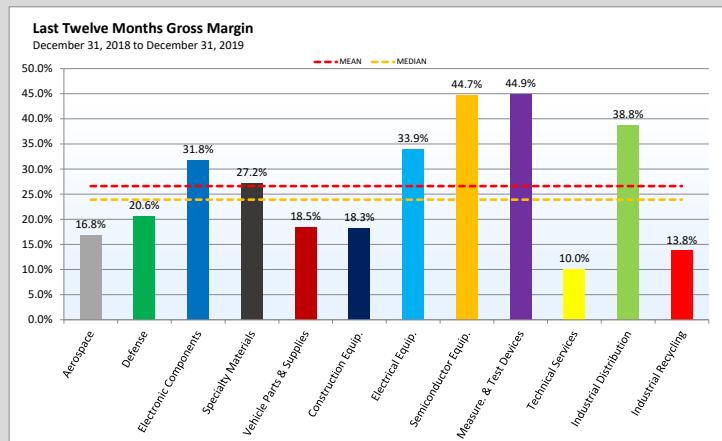


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean EV/EBTIDA of 12.0x and a median of 11.9x (for reference, our index subsectors had a mean and median EV/EBTIDA of 8.9x in 2018). Of the subsectors, Measurement, Control, and Testing Devices had the high multiple at 20.6x and Vehicle Parts & Supplies had the low multiple at 7.4x.

Comparative Subsector LTM Gross Margin

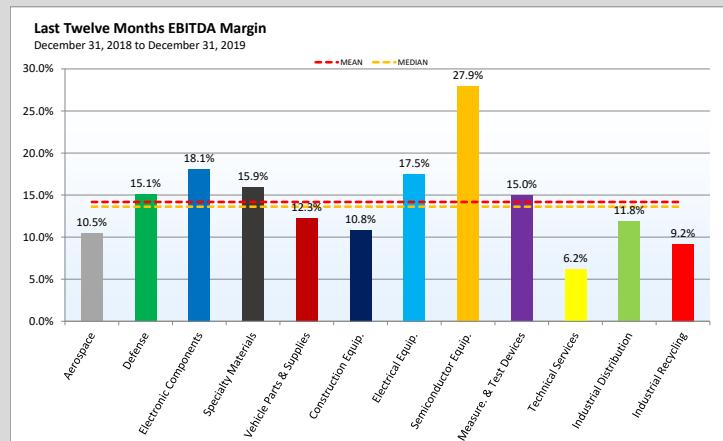


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean Gross Margin of 26.6% and a median of 23.9% (for reference, our index subsectors had a mean Gross Margin of 27.4% and a median of 25.4% in 2018). Of the subsectors, Measurement, Control, and Testing Devices had the high margin at 44.9% and Technical Services had the low margin at 10.0%.

Comparative Subsector LTM EBITDA Margin

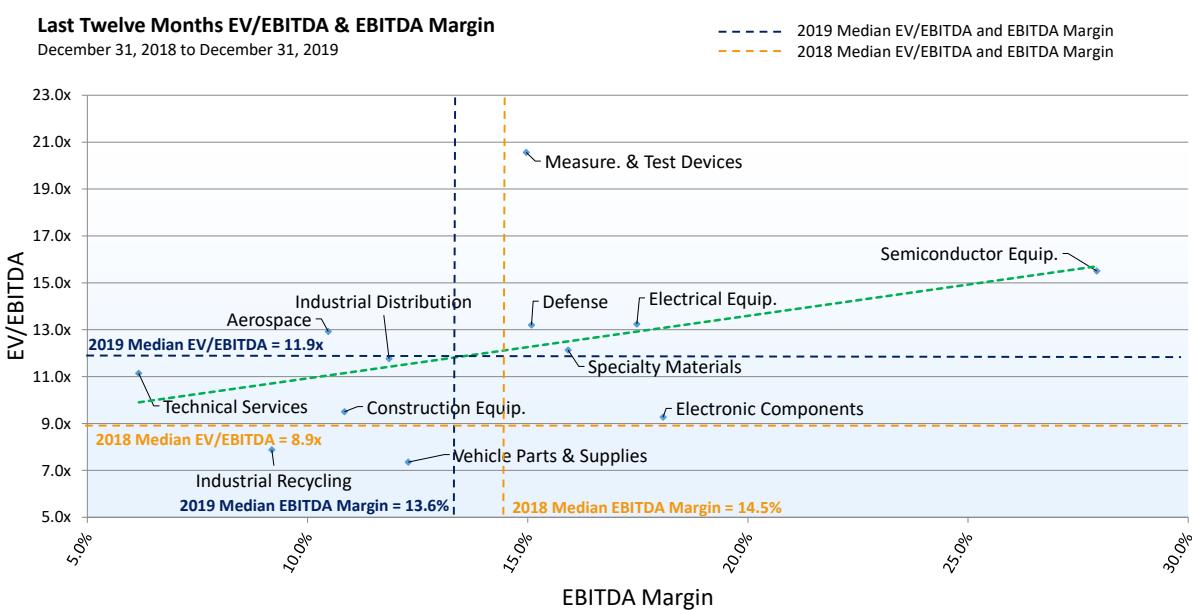


Source: CapitalIQ

Commentary

During the last twelve months, our index subsectors had a mean EBITDA Margin of 14.2% and a median of 13.6% (for reference, our index had a mean EBITDA Margin of 14.9% and a median of 14.5% in 2018). Of the subsectors, Semiconductor Capital Equipment had the high margin at 27.9% and Technical Services had the low margin at 6.2%.

Index Subsector LTM EV/EBITDA vs. EBITDA Margin

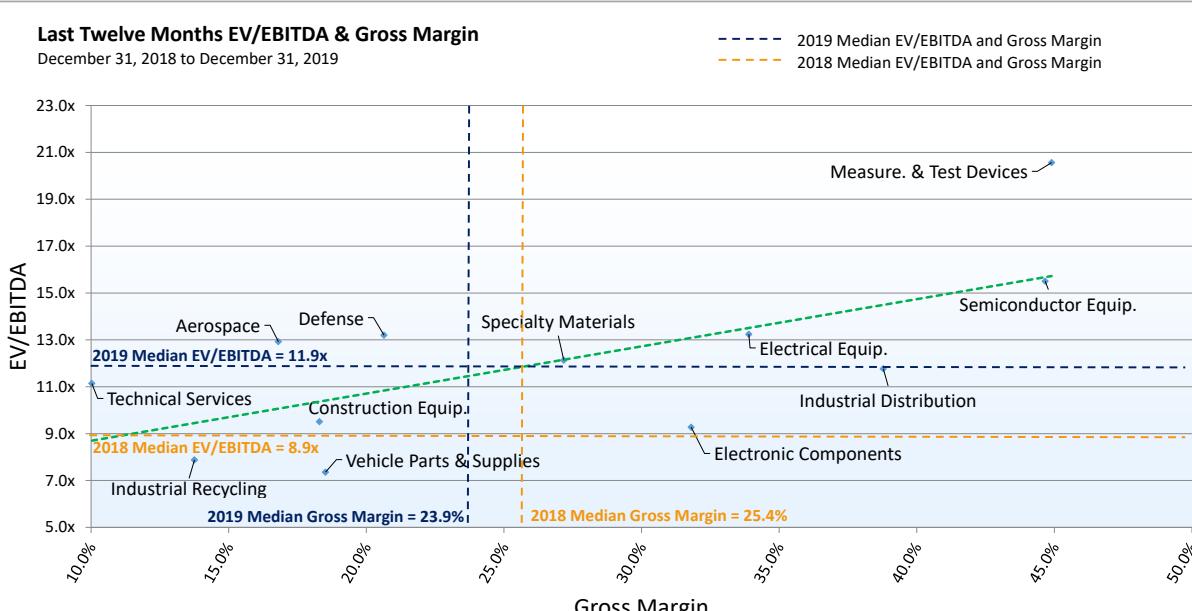


*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards

*Note: The green dotted line represents the regression line.

Source: CapitalIQ

Index Subsector LTM EV/EBITDA vs. Gross Margin



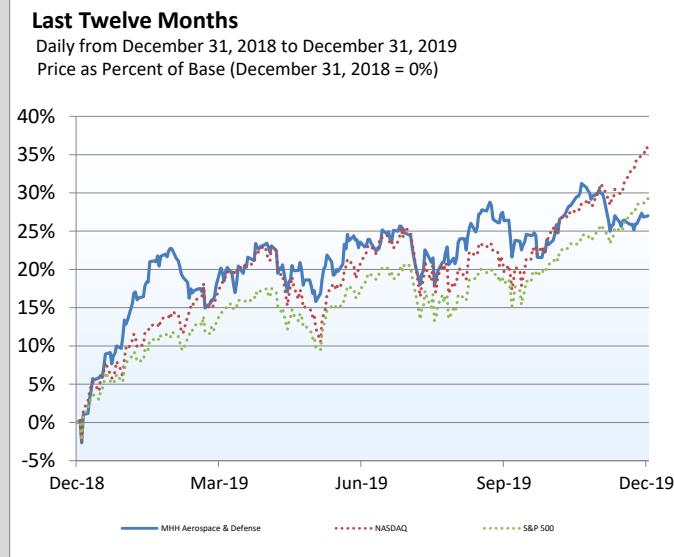
*Upper Right ("Northeast") Quadrant: Leaders; Lower Left ("Southwest") Quadrant: Laggards

*Note: The green dotted line represents the regression line.

Source: CapitalIQ

Comparative Index Performance

The Mufson Howe Hunter Aerospace & Defense Index^(a) decreased by 0.3% during the three months ending December 31, 2019.



Price Performance

Mufson Howe Hunter Aerospace & Defense Index^(a)

3-Year LTM 3 Month

NASDAQ	55.0%	26.0%	-0.3%
S&P 500	66.7%	35.2%	12.2%
S&P 500	44.3%	28.9%	8.5%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Aerospace & Defense Index is comprised of all companies listed on the following page.

Please see Page 13 for sector news

Highlighted M&A Transaction – Aerospace and Defense

Target	Acquirer	Value*
		\$4.3

Lockheed Martin Corporation (NYSE:LMT) agreed to acquire the assets of Vector Launch, Inc. for \$4.3 million on December 13, 2019 after Vector Launch filed a voluntary petition for reorganization under Chapter 11 in the U.S. Bankruptcy Court. Vector Launch develops software designed satellites and launch vehicles that provide access to space for satellites, serving the micro and nano satellite developers and operators. The transaction is expected to close February 19, 2020.

M&A List continues on Page 13

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Aerospace & Defense

Selected Valuation Metrics

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/ Revenue	Price/ EBITDA	EPS	Gross Profit	EBITDA
Aerospace											
The Boeing Company (BA)	\$325.76	\$183,335	\$198,610	\$86,989	\$6,560	\$4.29	2.28x	NM	NM	13.2%	7.5%
United Technologies Corporation (UTX)	149.76	127,850	170,222	75,539	14,340	6.39	2.25x	11.9x	23.4x	26.1%	19.0%
Honeywell International Inc. (HON)	177.00	126,472	133,634	36,942	8,600	6.35	3.62x	15.5x	27.9x	33.1%	23.3%
Airbus SE (ENXTPA:AIR)	146.43	114,589	119,597	75,732	7,366	4.75	1.58x	16.2x	30.8x	14.5%	9.7%
Thales S.A. (ENXTPA:HO)	103.83	22,080	27,372	18,881	2,117	4.28	1.45x	12.9x	24.3x	25.7%	11.2%
Rolls-Royce Holdings plc (LSE:RR.)	9.05	17,417	20,552	20,491	779	-0.05	1.00x	26.4x	NM	12.5%	3.8%
Textron Inc. (TXT)	44.60	10,181	13,707	13,345	1,644	2.87	1.03x	8.3x	15.5x	16.8%	12.3%
Embraer S.A. (BOVESPA:EMBR3)	4.91	3,612	2,995	4,770	232	0.07	0.63x	12.9x	NM	16.8%	4.9%
Mean		\$75,692	\$85,836	\$41,586	\$5,205	\$3.62	1.73x	14.9x	24.4x	19.9%	11.5%
Median		68,334	73,485	28,717	4,339	4.29	1.51x	12.9x	24.3x	16.8%	10.5%
Defense											
Lockheed Martin Corporation (LMT)	\$389.38	\$109,833	\$121,971	\$58,345	\$9,239	\$15.03	2.09x	13.2x	25.9x	14.0%	15.8%
Northrop Grumman Corporation (NOC)	343.97	57,970	72,677	33,276	5,020	12.98	2.18x	14.5x	26.5x	20.6%	15.1%
General Dynamics Corporation (GD)	176.35	50,898	65,326	38,955	5,437	8.81	1.68x	12.0x	20.0x	17.7%	14.0%
Raytheon Company (RTN)	219.74	61,193	64,626	28,694	4,519	8.65	2.25x	14.3x	25.4x	26.9%	15.7%
L3Harris Technologies, Inc. (LHX)	197.87	43,742	50,819	9,690	2,080	6.37	5.24x	24.4x	31.1x	31.8%	21.5%
BAE Systems plc (BA.)	7.48	23,962	28,540	22,027	2,569	0.38	1.30x	11.1x	19.7x	63.3%	11.7%
Huntington Ingalls Industries, Inc. (HII)	250.88	10,261	11,986	8,686	976	10.92	1.38x	12.3x	23.0x	18.1%	11.2%
Mean		\$51,123	\$59,421	\$28,525	\$4,263	\$9.02	2.30x	14.5x	24.5x	27.5%	15.0%
Median		50,898	64,626	28,694	4,519	8.81	2.09x	13.2x	25.4x	20.6%	15.1%

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close December 31, 2019.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) As of September 30, 2019 excluding GD, LMT and RTN (September 29, 2019); TXT (September 28, 2019); LHX (September 27, 2019); and BA., HO and RR. (June 30, 2019).

(4) Excludes non-recurring and discontinued operations.

Comparative Index Performance

The Mufson Howe Hunter Components & Materials Index^(a) increased by 5.9% during the three months ending December 31, 2019.



Price Performance	3-Year	LTM	3 Month
Mufson Howe Hunter Components & Materials Index ^(a)	-2.1%	-2.4%	5.9%
NASDAQ	66.7%	35.2%	12.2%
S&P 500	44.3%	28.9%	8.5%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Components & Materials Index is comprised of all companies listed on the following page.

Please see Page 18 for sector news

Highlighted M&A Transaction – Components & Materials

Target	Acquirer	Value*
DUPONT (Nutrition & Biosciences Business)	IFF	\$26,200.0

International Flavors & Fragrances Inc. (NYSE:IFF) entered into a definitive agreement to acquire Nutrition & Biosciences business from DuPont de Nemours, Inc. (NYSE:DD) in a transaction valued at \$26.2 billion on December 15, 2019. The Nutrition & Biosciences business provides healthy and sustainable solutions to the food, beverage, dietary supplement and pharmaceutical industries. The combined company will be headquartered in New York, and International Flavors & Fragrances Inc.'s Andreas Fibig will continue to serve as the Chairman of the Board and Chief Executive Officer.

M&A List continues on Page 16

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Components & Materials

Selected Valuation Metrics

Company	Market & Capitalization		LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	Price/EBITDA	EPS	Gross Profit
										EBITDA
Electronic Components										
Amphenol Corp. (APH)	\$108.23	\$32,089	\$35,294	\$8,225	\$1,957	\$3.09	4.29x	18.0x	35.1x	31.8% 23.8%
TE Connectivity Ltd (TEL)	95.84	32,056	35,094	13,448	2,951	4.07	2.61x	11.9x	23.6x	32.7% 21.9%
Corning Inc. (GLW)	29.11	22,389	30,857	11,721	2,900	0.99	2.63x	10.6x	29.5x	37.4% 24.7%
Omron Corp. (TSE:6645)	59.07	11,676	11,005	7,156	890	1.78	1.54x	12.4x	33.2x	42.5% 12.4%
Alps Electric Ltd (TSE:6770)	22.93	4,688	4,948	7,920	809	0.69	0.62x	6.1x	33.1x	17.8% 10.2%
Belden Inc. (BDC)	55.00	2,500	3,704	2,500	408	3.22	1.48x	9.1x	17.1x	38.7% 16.3%
Vishay Intertechnology (VSH)	21.29	3,075	2,884	2,835	512	1.38	1.02x	5.6x	15.4x	26.7% 18.1%
AVX Corp. (AVX)	20.47	3,462	2,736	1,660	342	0.97	1.65x	8.0x	21.0x	25.8% 20.6%
Encore Wire Corp. (WRE)	57.40	1,203	999	1,292	108	2.81	0.77x	9.3x	20.4x	14.2% 8.3%
Mean		\$12,571	\$14,169	\$6,307	\$1,209	\$2.11	1.85x	10.1x	25.4x	29.7% 17.4%
Median		4,688	4,948	7,156	809	1.78	1.54x	9.3x	23.6x	31.8% 18.1%
Specialty Materials										
3M Company (MMM)	\$176.42	\$101,450	\$114,150	\$31,970	\$7,920	\$6.45	3.57x	14.4x	27.4x	48.0% 24.8%
BASF SE (DE:BAS)	75.58	69,419	90,395	67,770	7,476	2.26	1.33x	12.1x	33.5x	27.4% 11.0%
DuPont de Nemours (DD)	64.20	47,560	64,199	85,148	16,121	7.90	0.75x	4.0x	8.1x	24.9% 18.9%
Dow Inc. (DOW)	54.73	40,582	58,909	44,691	6,705	2.48	1.32x	8.8x	22.1x	14.8% 15.0%
PPG Industries, Inc. (PPG)	133.49	31,565	36,453	15,146	2,440	4.71	2.41x	14.9x	28.3x	42.9% 16.1%
Akzo Nobel N.V. (ENXTAM:AKZA)	101.72	20,303	21,553	10,186	1,086	1.80	2.12x	19.8x	NM	42.3% 10.7%
Celenese Corp. (CE)	123.12	14,882	18,792	6,554	1,361	5.99	2.87x	13.8x	20.6x	26.1% 20.8%
Solvay SA (ENXTB:SOLO)	115.92	11,958	16,355	12,373	2,257	6.40	1.32x	7.2x	18.1x	26.4% 18.2%
Evonik Industries AG (DE:EVK)	30.54	14,204	16,167	16,183	2,545	1.72	1.00x	6.4x	17.7x	29.2% 15.7%
Ferro Corporation (FOE)	14.83	1,216	2,060	1,543	169	0.57	1.34x	12.2x	26.1x	26.9% 11.0%
Mean		\$35,314	\$43,903	\$29,156	\$4,808	\$4.03	1.80x	11.36x	22.43x	30.9% 16.2%
Median		25,934	29,003	15,664	2,492	3.59	1.33x	12.13x	22.11x	27.2% 15.9%
Vehicle Parts and Supplies										
Johnson Controls Inc. (JCI)	\$40.71	\$31,404	\$36,881	\$23,968	\$2,656	\$0.75	1.54x	13.9x	NM	32.1% 11.1%
Denso Corp. (TSE:6902)	45.70	35,408	34,642	49,552	5,599	2.34	0.70x	6.2x	19.5x	14.7% 11.3%
Continental AG (DB:CON)	129.62	25,870	32,623	48,680	4,435	9.07	0.67x	7.4x	14.3x	24.3% 9.1%
Aptiv PLC (APTV)	94.97	24,245	28,924	14,397	2,157	3.22	2.01x	13.4x	29.5x	18.3% 15.0%
Lear Corp. (LEA)	137.20	8,296	10,167	19,935	1,972	12.29	0.51x	5.2x	11.2x	10.6% 9.9%
Autoliv, Inc. (ALV)	84.41	7,352	9,290	8,549	1,064	4.92	1.09x	8.7x	17.2x	18.5% 12.5%
Bosch Ltd. (BSE:500530)	216.26	6,378	5,999	1,536	254	4.94	3.91x	23.6x	NM	44.4% 16.5%
Stanley Electric Co. Ltd. (TSE:6923)	29.26	4,718	3,898	3,918	763	1.66	0.99x	5.1x	17.7x	22.2% 19.5%
Delphi Automotive PLC (DLPH)	12.83	1,104	2,754	4,476	550	1.85	0.62x	5.0x	6.9x	15.6% 12.3%
Mean		\$16,086	\$18,353	\$19,446	\$2,161	\$4.56	1.34x	9.8x	16.6x	22.3% 13.0%
Median		8,296	10,167	14,397	1,972	3.22	0.99x	7.4x	17.2x	18.5% 12.3%

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close December 31, 2019.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) As of September 30, 2019 excluding APH and PPG (December 31, 2019); BDC (September 29, 2019); LEA and VSH (September 28, 2019); and TEL (September 27, 2019).

(4) Excludes non-recurring and discontinued operations.

Comparative Index Performance

The Mufson Howe Hunter Industrial Equipment Index^(a) increased by 9.8% during the three months ending December 31, 2019.

Last Three Years

Daily from December 30, 2016 to December 31, 2019
Price as Percent of Base (December 30, 2016 = 0%)



Last Twelve Months

Daily from December 31, 2018 to December 31, 2019
Price as Percent of Base (December 31, 2018 = 0%)



Price Performance

Mufson Howe Hunter Industrial Equipment Index^(a)

3-Year LTM 3 Month

NASDAQ

82.0% 38.3% 9.8%

S&P 500

66.7% 35.2% 12.2%

44.3% 28.9% 8.5%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Industrial Equipment Index is comprised of all companies listed on the following page.

Please see Page 22 for sector news

Highlighted M&A Transaction – Industrial Equipment

Target	Acquirer	Value*
 AutoGuide Mobile Robots	TERADYNE	\$165.0

Teradyne, Inc. (NasdaqGS:TER) entered into a definitive agreement to acquire AutoGuide Mobile Robots for \$165 million on October 18, 2019. AutoGuide Mobile designs, develops and manufactures high-payload industrial autonomous mobile robots for assembly, manufacturing, warehousing and distribution operations, and reported revenues of \$4 million in 2018. As per the terms of the agreement, AutoGuide Mobile will be included in Teradyne's Industrial Automation segment. The acquisition is expected to close in the fourth quarter of 2019.

M&A List continues on Page 21

****ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.***

Industrial Equipment

Selected Valuation Metrics

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	Price/EBITDA	EPS	Gross Profit	Gross EBITDA
		Value	Value							Profit	EBITDA
Construction Equipment											
Caterpillar Inc. (CAT)	\$147.68	\$81,617	\$113,885	\$54,998	\$10,763	\$8.60	2.07x	10.6x	17.2x	26.7%	19.6%
Deere & Company (DE)	173.26	54,278	96,522	39,233	6,179	8.22	2.46x	15.6x	21.1x	23.4%	15.7%
Cummins Inc. (CMI)	178.96	27,077	29,275	24,119	3,487	12.42	1.21x	8.4x	14.4x	25.8%	14.5%
Hyundai Heavy Industries Co. Ltd (KOSE:A009540)	109.57	7,748	9,314	12,110	196	(1.43)	0.77x	NM	NM	4.5%	1.6%
Oshkosh Corp. (OSK)	94.65	6,461	6,831	8,382	909	6.65	0.81x	7.5x	14.2x	18.1%	10.8%
Navistar International Corp. (NAV)	28.94	2,872	6,737	11,251	799	2.86	0.60x	8.4x	10.1x	16.0%	7.1%
Terex Corp. (TEX)	29.78	2,123	2,955	5,125	267	1.08	0.58x	11.1x	27.5x	18.3%	5.2%
Mean		\$26,025	\$37,931	\$22,174	\$3,229	\$5.49	1.21x	10.3x	17.4x	19.0%	10.6%
Median		7,748	9,314	12,110	909	6.65	0.81x	9.5x	15.8x	18.3%	10.8%
Electrical Equipment											
Schneider Electric SE (ENXTPA:SU)	\$102.68	\$56,563	\$66,434	\$30,274	\$5,156	\$4.39	2.19x	12.9x	23.4x	39.2%	17.0%
Emerson Electric Co. (EMR)	76.26	46,588	50,855	18,372	3,763	2.94	2.77x	13.5x	25.9x	42.5%	20.5%
Eaton Corporation plc (ETN)	94.72	39,157	46,934	21,611	3,874	4.09	2.17x	12.1x	23.2x	33.1%	17.9%
Rockwell Automation Inc. (ROK)	202.67	23,479	24,678	6,695	1,513	6.65	3.69x	16.3x	30.5x	43.3%	22.6%
Ametek Inc. (AME)	99.74	22,800	24,674	5,125	1,384	2.89	4.81x	17.8x	34.6x	34.7%	27.0%
Hubbell Inc. (HUBB)	147.82	8,039	9,587	4,632	739	5.74	2.07x	13.0x	25.8x	29.5%	16.0%
Regal Beloit Corporation (RBC)	85.61	3,505	4,520	3,382	487	4.19	1.34x	9.3x	20.4x	27.1%	14.4%
Powell Industries, Inc. (POWL)	48.99	568	444	517	23	0.61	0.86x	19.7x	NM	16.8%	4.4%
Mean		\$25,087	\$28,516	\$11,326	\$2,117	\$3.94	2.49x	14.3x	26.2x	33.3%	17.5%
Median		23,139	24,676	5,910	1,448	4.14	2.18x	13.2x	25.8x	33.9%	17.5%
Measurement, Control, and Testing Devices											
Danaher Corporation (DHR)	\$153.48	\$110,521	\$117,229	\$20,437	\$4,856	\$3.03	5.74x	24.1x	NM	55.7%	23.8%
Xcerra Corporation (XCRA)	40.18	31,596	43,780	31,933	4,081	1.72	1.37x	10.7x	23.3x	32.5%	12.8%
Entegris, Inc. (ENTG)	50.09	6,756	7,464	1,566	422	1.11	4.77x	17.7x	NM	45.1%	27.0%
MKS Instruments, Inc. (MKS)	110.01	5,997	6,482	1,861	400	3.02	3.48x	16.2x	36.4x	44.7%	21.5%
Brooks Automation, Inc. (BRKS)	41.96	3,014	2,732	781	110	0.28	3.50x	24.9x	NM	40.6%	14.0%
FormFactor, Inc. (FORM)	25.97	1,966	1,849	552	83	0.32	3.35x	22.4x	NM	39.8%	15.0%
Rudolph Technologies, Inc. (RTEC)	-	1,867	1,687	248	40	0.75	6.80x	NM	0.0x	51.6%	16.0%
Cohu, Inc. (COHU)	22.85	943	1,185	612	37	(0.68)	1.94x	NM	NM	42.1%	6.1%
Nova Measuring Instruments Ltd. (NVMI)	37.83	1,058	908	223	48	0.88	4.06x	18.7x	NM	55.0%	21.7%
FARO Technologies, Inc. (FARO)	50.35	876	753	390	14	(0.22)	1.93x	NM	NM	57.4%	3.7%
Axcelis Technologies, Inc. (ACLS)	24.10	781	681	341	27	0.34	2.00x	25.1x	NM	42.1%	7.9%
Nanometrics Incorporated (NANO)	0.18	51	42	9	-5	(0.01)	4.88x	NM	NM	90.7%	NM
Mean		\$13,786	\$15,399	\$4,913	\$843	\$0.88	3.65x	20.0x	19.9x	49.8%	15.4%
Median		1,916	1,768	582	66	0.55	3.49x	20.6x	23.3x	44.9%	15.0%
Semiconductor Capital Equipment											
ASML Holding NV (ASML)	\$295.93	\$124,196	\$125,431	\$13,265	\$3,635	\$4.63	9.46x ‡	NM ‡	NM	44.7%	27.4%
Applied Materials, Inc. (AMAT)	61.04	55,870	57,565	14,608	3,713	2.13	3.94x	15.5x	28.6x	43.7%	25.4%
Lam Research Corp. (LRCX)	292.40	42,421	41,372	9,489	2,705	9.52	4.36x	15.3x	30.7x	45.1%	28.5%
Tokyo Electron Ltd (TSE:8035)	220.15	34,349	31,221	10,136	2,444	8.76	3.08x	12.8x	25.1x	40.8%	24.1%
KLA-Tencor Corp. (KLAC)	178.17	28,114	29,910	4,889	1,670	4.91	6.12x	17.9x	36.3x	57.2%	34.2%
Teradyne Inc. (TER)	68.19	11,427	10,947	2,160	614	1.69	5.07x	17.8x	NM	58.6%	28.4%
Veeco Instruments Inc. (VECO)	14.69	718	795	405	NM	(0.81)	1.96x	NA ‡	NM	36.7%	NM
Mean		\$42,442	\$42,463	\$7,850	\$2,464	\$4.41	4.09x	15.9x	30.2x	46.7%	28.0%
Median		34,349	31,221	9,489	2,575	4.63	4.15x	15.5x	29.7x	44.7%	27.9%

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalIQ

(1) As of close December 31, 2019.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) As of September 30, 2019 excluding ASML (December 31, 2019); DE (November 3, 2019); NAV (October 31, 2019); AMAT (October 27, 2019); CMI, LRCX and TER (September 29, 2019); COHU, ENTG, FORM and RBC (September 28, 2019); DHR (September 27, 2019); NANO (July 31, 2019); ENXTPA:SU and XCRA (June 30, 2019).

(4) Excludes non-recurring and discontinued operations.

Engineering & Industrial Services

Comparative Index Performance

The Mufson Howe Hunter Engineering & Industrial Services Index^(a) increased by 8.1% during the three months ending December 31, 2019.

Last Three Years

Daily from December 30, 2016 to December 31, 2019
Price as Percent of Base (December 30, 2016 = 0%)



Last Twelve Months

Daily from December 31, 2018 to December 31, 2019
Price as Percent of Base (December 31, 2018 = 0%)



Price Performance

Mufson Howe Hunter Engineering & Industrial Services Index ^(a)	3-Year	LTM	3 Month
64.1%	46.1%	8.1%	
NASDAQ	66.7%	35.2%	12.2%
S&P 500	44.3%	28.9%	8.5%

(a) Market cap weighted index assuming no dividend reinvestment. Mufson Howe Hunter Engineering & Industrial Services Index is comprised of all companies listed on the following page.

Please see Page 25 for sector news

Highlighted M&A Transaction – Engineering & Industrial Services

Target	Acquirer	Value*
ANIXTER	WESCO [®]	\$4,855.2
<p>WESCO International, Inc. (NYSE:WCC) offered to acquire Anixter International Inc. (NYSE:AXE) on December 24, 2019, in a (revised) transaction valued at \$4.9 billion. The offer entails a nominal consideration of \$100 per share, consisting of \$70 per share in cash, 0.2397 shares of WESCO common stock, and \$15.89 per share in value of WESCO's perpetual preferred stock. Anixter distributes enterprise cabling and security solutions, electrical and electronic wire and cable solutions, and utility power solutions worldwide. The transaction is expected to be completed in the second or third quarter of 2020.</p>		

M&A List continues on Page 25

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Engineering & Industrial Services

Selected Valuation Metrics

Company	Market & Capitalization			LTM Performance ⁽³⁾			Valuation			Margins	
	Price ⁽¹⁾	Equity Value	Enterprise Value ⁽²⁾	Revenue	EBITDA ⁽⁴⁾	EPS	Enterprise Value/Revenue	Price/EBITDA	Gross Profit/EPS	Gross Profit	EBITDA
Industrial Distribution											
Fastenal Company (FAST)	\$36.95	\$21,192	\$21,686	\$5,334	\$1,205	\$1.13	4.07x	18.0x	32.6x	47.2%	22.6%
W.W. Grainger, Inc. (GWW)	338.52	18,235	20,551	11,402	1,646	14.31	1.80x	12.5x	23.7x	38.4%	14.4%
HD Supply Holdings, Inc. (HDS)	40.22	6,522	9,120	6,207	825	2.29	1.47x	11.1x	17.5x	39.1%	13.3%
MSC Industrial Direct Co., Inc. (MSM)	78.47	4,346	4,761	3,356	488	4.57	1.42x	9.8x	17.2x	42.4%	14.5%
WESCO International, Inc. (WCC)	59.39	2,482	3,972	8,271	406	4.06	0.48x	9.8x	14.6x	19.1%	4.9%
MRC Global Inc. (MRC)	13.64	1,121	2,280	3,905	211	0.80	0.58x	10.8x	17.1x	17.7%	5.4%
Lawson Products, Inc. (LAWS)	52.10	467	474	368	24	1.20	1.29x	19.8x	NM	53.4%	6.5%
Transcat, Inc. (TRNS)	31.86	234	266	170	18	0.82	1.57x	15.1x	38.6x	24.5%	10.4%
Mean	\$6,825	\$7,889	\$4,877	\$603	\$3.65	1.58x	13.3x	23.0x	35.2%	11.5%	
Median	3,414	4,367	4,619	447	1.75	1.44x	11.8x	17.5x	38.8%	11.8%	
Industrial Recycling											
Veolia Environnement S.A. (ENXTPA:VIE)	\$26.61	\$14,759	\$30,010	\$29,318	\$3,169	\$0.82	1.02x	9.5x	32.5x	16.3%	10.8%
Clean Harbors, Inc. (CLH)	85.75	4,786	6,216	3,399	516	1.48	1.83x	12.1x	NM	30.4%	15.2%
Commercial Metals Company (CMC)	22.27	2,642	3,695	5,936	579	2.17	0.62x	6.4x	10.2x	15.0%	9.8%
Dowa Holdings Co., Ltd. (TSE:5714)	37.50	2,219	3,407	4,273	368	2.20	0.80x	9.3x	17.0x	12.5%	8.6%
Aurubis AG (DE:NDA)	61.41	2,759	2,587	11,758	414	3.84	0.22x	6.2x	16.0x	9.0%	3.5%
Sims Limited (ASX:SGM)	7.50	1,527	1,273	4,664	196	0.42	0.27x	6.5x	17.9x	11.7%	4.2%
Mean	\$4,782	\$7,865	\$9,891	\$874	\$1.82	0.79x	8.3x	18.8x	15.8%	8.7%	
Median	2,701	3,551	5,300	465	1.83	0.71x	7.9x	17.0x	13.8%	9.2%	
Technical Services											
AECOM (ACM)	\$43.13	\$6,775	\$9,306	\$20,173	\$919	\$1.65	0.46x	10.1x	26.2x	4.0%	4.6%
John Wood Group PLC (LSE:WG.)	5.28	3,556	6,073	9,886	545	0.23	0.61x	11.1x	22.6x	12.2%	5.5%
KBR, Inc. (KBR)	30.50	4,322	5,137	5,517	376	1.13	0.93x	13.7x	26.9x	9.3%	6.8%
Tetra Tech, Inc. (TTEK)	86.16	4,703	4,870	2,390	237	2.17	2.04x	20.57	40	NM	NM
Fluor Corporation (FLR)	18.88	2,646	2,879	18,520	-119	(1.62)	0.16x	NM	NM	NM	NM
Balfour Beatty plc (LSE:BBY)	3.46	2,369	2,623	8,655	186	0.11	0.30x	14.1x	30.3x	5.7%	2.1%
Primoris Services Corporation (PRIM)	22.24	1,082	1,647	3,194	241	1.50	0.52x	6.8x	14.8x	10.8%	7.5%
NV5 Global, Inc. (NVEE)	50.45	647	717	492	61	1.76	1.46x	11.7x	28.7x	47.7%	12.5%
Cardno Limited (ASX:CDD)	0.33	148	214	925	38	0.02	0.23x	5.6x	17.7x	7.4%	4.1%
Jura Energy Corporation (JEC)	0.05	3	25	12	8	0.00	2.11x	3.3x	10.7x	61.9%	63.7%
Mean	\$2,625	\$3,349	\$6,976	\$249	\$0.70	0.88x	10.8x	24.2x	19.9%	13.4%	
Median	2,508	2,751	4,356	211	0.68	0.56x	11.1x	26.2x	10.0%	6.2%	

NA = Not Available; NM = Not Meaningful; LTM = Latest Twelve Months

‡ = excluded from Mean and Median calculations

Source: CapitalQ

(1) As of close December 31, 2019.

(2) Enterprise value is defined as equity value plus net debt, preferred stock and minority interests. Net Debt includes long term debt, short term debt, post-retirement benefits and unfunded pensions, if applicable, less cash and cash equivalents.

(3) As of September 30, 2019 excluding FAST (December 31, 2019); CMC and MSM (November 30, 2019); HDS (November 3, 2019); TTEK (September 29, 2019); NVEE and TRNS (September 28, 2019); ASX:CDD, ASX:SGM and LSE:WG. (June 30, 2019); and LSE:BBY (June 28, 2019).

(4) Excludes non-recurring and discontinued operations.

Selected Highlights

Selected M&A Transactions – Aerospace & Defense

Announced	Target	Target Description	Acquirer	Value*
Oct 23	Distributed Energy Solutions Business of Lockheed Martin Corporation (NYSE:LMT)	Distributes energy services to electric and gas utility customers	TRC Companies, Inc.	ND
Nov 5	General Purpose Moulding business of Honeywell International Inc. (NYSE:HON)	Manufactures PVC molding products	Goodfish Group Limited	ND
Nov 21	GDI Simulation (former sub. of Airbus SE [ENXTPA:AIR])	Develops, assembles, integrates and maintains simulation systems for ground vehicles and battlefield missiles	MBDA Holdings SAS	ND
Dec 13	Vector Launch, Inc.	Develops software designed satellites and launch vehicles that provides space access for satellites	Lockheed Martin Corporation (NYSE:LMT)	\$4.3
Dec 16	Rebellion Photonics Inc.	Develops and commercializes technologies that identify gas leaks	Honeywell International Inc. (NYSE:HON)	ND

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected News – Aerospace & Defense

Airbus SE (ENXTPA:AIR) reported third quarter net income of \$1,078.4 million for fiscal year 2019 as compared to \$1,111.9 million for the prior year period. Earnings per share were \$1.38 versus \$1.43 for the prior year period. Revenues for the quarter decreased to \$16,685.2 million from \$17,951.7 million for the same period in fiscal year 2018.

BAE Systems plc (LSE:BA.) announced the appointment of **Patrick J. Murphy** and **Tom Arseneault** to its Board of Directors.

Embraer S.A. (NYSE:ERJ) reported third quarter net income of (\$75.5) million for fiscal year 2019 as compared to (\$13.1) million for the prior year period. Earnings per share were (\$0.10) versus (\$0.02) for the prior year period. Revenues for the quarter decreased to \$608.0 million from \$642.7 million for the same period in fiscal year 2018.

General Dynamics Corporation (NYSE:GD) reported third quarter net income of \$913.0 million for fiscal year 2019 as compared to \$851.0 million for the prior year period. Earnings per share were \$3.14 versus \$2.85 for the prior year period. Revenues for the quarter increased to \$9,761.0 million from \$9,094.0 million for the same period in fiscal year 2018.

Selected Highlights

Selected News – Aerospace & Defense (cont'd)

General Dynamics Corporation (NYSE:GD) announced the appointment of **Danny Deep** to the role of President.

Honeywell International Inc. (NYSE:HON) reported third quarter net income of \$1,624.0 million for fiscal year 2019 as compared to \$2,338.0 million for the prior year period. Earnings per share were \$2.23 versus \$3.11 for the prior year period. Revenues for the quarter decreased to \$9,086.0 million from \$10,762.0 million for the same period in fiscal year 2018.

Honeywell International Inc. (NYSE:HON) announced the appointment of **Deborah Flint** to its Board of Directors.

Huntington Ingalls Industries, Inc. (NYSE:HII) reported third quarter net income of \$154.0 million for fiscal year 2019 as compared to \$229.0 million for the prior year period. Earnings per share were \$3.74 versus \$5.29 for the prior year period. Revenues for the quarter increased to \$2,219.0 million from \$2,083.0 million for the same period in fiscal year 2018.

Huntington Ingalls Industries, Inc. (NYSE:HII) announced the appointment of **Bharat Amin** to the role of Chief Information Officer and Executive Vice President.

Lockheed Martin Corporation (NYSE:LMT) reported third quarter net income of \$1,608.0 million for fiscal year 2019 as compared to \$1,473.0 million for the prior year period. Earnings per share were \$5.66 versus \$5.14 for the prior year period. Revenues for the quarter increased to \$15,171.0 million from \$14,318.0 million for the same period in fiscal year 2018.

Lockheed Martin Corporation (NYSE:LMT) announced the appointment of **Debra Reed-Klages** to its Board of Directors.

Northrop Grumman Corporation (NYSE:NOC) reported third quarter net income of \$933.0 million for fiscal year 2019 as compared to \$1,244.0 million for the prior year period. Earnings per share were \$5.49 versus \$7.11 for the prior year period. Revenues for the quarter increased to \$8,475.0 million from \$8,085.0 million for the same period in fiscal year 2018.

Raytheon Company (NYSE:RTN) reported third quarter net income of \$860.0 million for fiscal year 2019 as compared to \$644.0 million for the prior year period. Earnings per share were \$3.08 versus \$2.25 for the prior year period. Revenues for the quarter increased to \$7,446.0 million from \$6,806.0 million for the same period in fiscal year 2018.

Rolls-Royce Holdings plc (LSE:RR.) announced the appointment of **George Culmer** to its Board of Directors.

Textron Inc. (NYSE:TXT) reported third quarter net income of \$220.0 million for fiscal year 2019 as compared to \$563.0 million for the prior year period. Earnings per share were \$0.95 versus \$2.26 for the prior year period. Revenues for the quarter increased to \$3,259.0 million from \$3,200.0 million for the same period in fiscal year 2018.

Textron Inc. (NYSE:TXT) announced the appointment of **Lionel L. Nowell III** to its Board of Directors.

The Boeing Company (NYSE:BA) reported third quarter net income of \$1,167.0 million for fiscal year 2019 as compared to \$2,363.0 million for the prior year period. Earnings per share were \$2.05 versus \$4.07 for the prior year period. Revenues for the quarter decreased to \$19,980.0 million from \$25,146.0 million for the same period in fiscal year 2018.

Selected Highlights

Selected News – Aerospace & Defense (cont'd)

The Boeing Company (NYSE:BA) announced the appointment of **Adm. John M. Richardson** to its Board of Directors, as well as the appointment of **David L. Calhoun**, current Chairman of the Board, to the role of Chief Executive Officer and President.

United Technologies Corporation (NYSE:UTX) reported third quarter net income of \$1,148.0 million for fiscal year 2019 as compared to \$1,238.0 million for the prior year period. Earnings per share were \$1.33 versus \$1.54 for the prior year period. Revenues for the quarter increased to \$19,496.0 million from \$16,510.0 million for the same period in fiscal year 2018.

United Technologies Corporation (NYSE:UTX) announced the appointment of **Neil Mitchell** to the role of Chief Financial Officer until the closing of the UTC, Light Merger Sub Corp. and Raytheon Company merger.

Note: All per share results are reported on a fully-diluted basis.

Selected Highlights

Selected M&A Transactions – Components & Materials

Announced	Target	Target Description	Acquirer	Value*
Oct 2	Gabo Systemtechnik GmbH	Develops, manufactures, and distributes plastic micro duct systems for telecommunication and power engineering enterprises, and network operators	HellermannTyton Corporation, a subsidiary of Aptiv PLC (NYSE:APTV)	\$310.0
Oct 3	Evoqua Water Technologies Membrane Systems Pty Ltd and MEMCOR® Product line	Provides water and wastewater treatment products and services, as well as membrane technologies and systems for municipal and industrial applications	DuPont de Nemours, Inc. (NYSE:DD)	\$110.0
Oct 14	SAS Autosystemtechnik GmbH & Co.KG (joint venture between Faurecia S.E. & Continental Aktiengesellschaft [XTRA:CON])	Manufactures cockpit modules for automobiles	Faurecia S.E. (ENXTPA:EO)	\$248.0
Oct 28	Hella-Phil., Inc.	Designs and manufactures automotive lights and reflex reflectors	Stanley Electric Co., Ltd. (TSE:6923)	\$2.75
Nov 1	Chengdu OK New Energy, Ltd.	Manufactures supercapacitors	AVX Corporation (NYSE:AVX)	ND
Nov 4	Synchrony, Inc. (former sub. of Siemens AG)	Develops, manufactures and supplies active magnetic bearings (AMBs), direct drive systems, high-frequency drives, high-speed motors and power electronics for rotating machinery	Johnson Controls International plc (NYSE:JCI)	ND
Nov 5	CO2 Extraction Technology Unit of Evonik Industries AG (XTRA:EVK)	Provides CO2 extraction solutions	Firmenich SA	ND
Nov 7	BASF Foil Coatings business of Akzo Nobel N.V. (ENXTAM:AKZA)	Manufactures industrial coating products	Oskar Nolte GmbH	ND
Nov 8	Building and Energy Management System Product Line of EasylO Holdings Ltd.	Product line used for building and energy management systems	Johnson Controls International plc (NYSE:JCI)	ND
Nov 13	Textars, LLC	Designs and manufactures aircraft composites, transparencies, and aerospace components	PPG Industries, Inc. (NYSE:PPG)	ND

Selected Highlights

Selected M&A Transactions – Components & Materials (cont'd)

Announced	Target	Target Description	Acquirer	Value*
Dec 11	Desalitech, Inc.	Designs, develops and manufactures industrial reverse osmosis systems for water purification	DuPont de Nemours, Inc. (NYSE:DD)	ND
Dec 12	Mauvilac Industries Ltd	Manufactures paints, tints, varnishes, glues and adhesives	Akzo Nobel N.V. (ENXTAM:AKZA)	ND
Dec 12	Drug Delivery Business of 3M Company (NYSE:MMM)	Development and manufacturing operations for pharmaceutical products using inhalation, microneedle and conventional drug delivery technologies	Altaris Capital Partners, LLC	\$650.0
Dec 15	Nutrition & Biosciences business of DuPont de Nemours, Inc. (NYSE:DD)	Provides healthy and sustainable solutions for the food, beverage, dietary supplement and pharmaceutical industries	International Flavors & Fragrances Inc. (NYSE:IFF)	\$26,200.0
Dec 16	Tile Coatings Business of Ferro Corporation (NYSE:FOE)	Provides coatings for ceramic tiles	Pigments Spain SL	\$492.0
Dec 17	PiNTeam	Provides development and integration support for automotive embedded software development projects	DENSO Corporation (TSE:6902)	ND
Dec 18	OxyMem Limited	Designs, develops, and manufactures wastewater treatment and drop-in solutions	DuPont de Nemours, Inc. (NYSE:DD)	ND
Dec 21	Construction Chemicals business of BASF SE (XTRA:BAS)	Construction materials manufacturing business	Lone Star Funds	\$3,500.0

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected Highlights

Selected News – Components & Materials

Alps Alpine Co., Ltd. (TSE:6770) reported second quarter net income of \$65.4 million for fiscal year 2020 as compared to \$119.5 million for the prior year period. Earnings per share were \$0.32 versus \$0.61 for the prior year period. Revenues for the quarter increase to \$2,057.7 million from \$1,948.5 million for the same period in fiscal year 2019.

Amphenol Corporation (NYSE:APH) reported third quarter net income of \$280.3 million for fiscal year 2019 as compared to \$316.6 million for the prior year period. Earnings per share were \$0.92 versus \$1.01 for the prior year period. Revenues for the quarter decrease to \$2,100.6 million from \$2,129.0 million for the same period in fiscal year 2018.

Aptiv PLC (NYSE:APTV) reported third quarter net income of \$246.0 million for fiscal year 2019 as compared to \$222.0 million for the prior year period. Earnings per share were \$0.96 versus \$0.84 for the prior year period. Revenues for the quarter increase to \$3,559.0 million from \$3,485.0 million for the same period in fiscal year 2018.

Autoliv, Inc. (NYSE:ALV) reported third quarter net income of \$85.4 million for fiscal year 2019 as compared to \$117.5 million for the prior year period. Earnings per share were \$0.98 versus \$1.34 for the prior year period. Revenues for the quarter decrease to \$2,027.7 million from \$2,033.0 million for the same period in fiscal year 2018.

AVX Corporation (NYSE:AVX) reported second quarter net income of \$33.5 million for fiscal year 2020 as compared to \$72.1 million for the prior year period. Earnings per share were \$0.20 versus \$0.43 for the prior year period. Revenues for the quarter decrease to \$377.3 million from \$456.3 million for the same period in fiscal year 2019.

BASF SE (DE:BAS) reported third quarter net income of \$993.3 million for fiscal year 2019 as compared to \$1,394.2 million for the prior year period. Earnings per share were \$1.08 versus \$1.52 for the prior year period. Revenues for the quarter decrease to \$16,607.8 million from \$18,131.8 million for the same period in fiscal year 2018.

Belden Inc. (NYSE:BDC) reported third quarter net income of (\$297.0) million for fiscal year 2019 as compared to \$85.9 million for the prior year period. Earnings per share were (\$6.70) versus \$1.80 for the prior year period. Revenues for the quarter decrease to \$620.3 million from \$655.8 million for the same period in fiscal year 2018.

Bosch Limited (BSE:500530) reported second quarter net income of \$13.9 million for fiscal year 2020 as compared to \$57.1 million for the prior year period. Earnings per share were \$0.47 versus \$1.82 for the prior year period. Revenues for the quarter decrease to \$327.3 million from \$412.0 million for the same period in fiscal year 2019.

Celanese Corporation (NYSE:CE) reported third quarter net income of \$263.0 million for fiscal year 2019 as compared to \$401.0 million for the prior year period. Earnings per share were \$2.13 versus \$2.96 for the prior year period. Revenues for the quarter decrease to \$1,586.0 million from \$1,771.0 million for the same period in fiscal year 2018.

Continental Aktiengesellschaft (DB:CON) reported third quarter net income of (\$2,166.0) million for fiscal year 2019 as compared to \$727.4 million for the prior year period. Earnings per share were (\$10.83) versus \$3.64 for the prior year period. Revenues for the quarter decrease to \$12,107.1 million from \$12,533.8 million for the same period in fiscal year 2018.

Corning Incorporated (NYSE:GLW) reported third quarter net income of \$337.0 million for fiscal year 2019 as compared to \$625.0 million for the prior year period. Earnings per share were \$0.38 versus \$0.67 for the prior year period. Revenues for the quarter decrease to \$2,934.0 million from \$3,008.0 million for the same period in fiscal year 2018

Selected Highlights

Selected News – Components & Materials (cont'd)

Delphi Technologies PLC (NYSE:DLPH) reported third quarter net income of \$14.0 million for fiscal year 2019 as compared to \$39.0 million for the prior year period. Earnings per share were \$0.16 versus \$0.44 for the prior year period. Revenues for the quarter decrease to \$1,033.0 million from \$1,159.0 million for the same period in fiscal year 2018.

DENSO Corporation (TSE:6902) reported second quarter net income of \$435.4 million for fiscal year 2020 as compared to \$324.1 million for the prior year period. Earnings per share were \$0.56 versus \$0.42 for the prior year period. Revenues for the quarter increase to \$11,974.0 million from \$11,400.8 million for the same period in fiscal year 2019.

Dow Inc. (NYSE:DOW) reported third quarter net income of \$333.0 million for fiscal year 2019 as compared to \$1,013.0 million for the prior year period. Earnings per share were \$0.45 versus \$1.36 for the prior year period. Revenues for the quarter decrease to \$10,764.0 million from \$12,634.0 million for the same period in fiscal year 2018.

DuPont de Nemours, Inc. (NYSE:DD) reported third quarter net income of \$372.0 million for fiscal year 2019 as compared to \$501.0 million for the prior year period. Earnings per share were \$0.50 versus \$0.65 for the prior year period. Revenues for the quarter decrease to \$5,426.0 million from \$5,683.0 million for the same period in fiscal year 2018.

Encore Wire Corporation (NasdaqGS:WIRE) reported third quarter net income of \$16.4 million for fiscal year 2019 as compared to \$23.7 million for the prior year period. Earnings per share were \$0.78 versus \$1.13 for the prior year period. Revenues for the quarter decrease to \$321.2 million from \$340.7 million for the same period in fiscal year 2018.

Evonik Industries AG (DE:EVK) reported third quarter net income of \$1,612.7 million for fiscal year 2019 as compared to \$382.2 million for the prior year period. Earnings per share were \$3.46 versus \$0.82 for the prior year period. Revenues for the quarter decrease to \$3,524.2 million from \$3,888.7 million for the same period in fiscal year 2018.

Ferro Corporation (NYSE:FOE) reported third quarter net income of \$12.8 million for fiscal year 2019 as compared to \$16.1 million for the prior year period. Earnings per share were \$0.16 versus \$0.19 for the prior year period. Revenues for the quarter decrease to \$365.7 million from \$395.2 million for the same period in fiscal year 2018.

Johnson Controls International plc (NYSE:JCI) reported net income of \$5,674.0 million for fiscal year 2019 as compared to \$2,162.0 million for the prior year. Earnings per share were \$6.49 versus \$2.32 for the prior year. Revenues for the year increase to \$23,968.0 million from \$23,400.0 million for fiscal year 2018.

Johnson Controls International plc (NYSE:JCI) announced the appointment of **Brian Stief** to the role of Chief Financial Officer and Vice Chairman, as well as the appointment of **Michael Ellis** to the role of Chief Customer & Digital Officer and Executive Vice President.

Lear Corporation (NYSE:LEA) reported third quarter net income of \$215.9 million for fiscal year 2019 as compared to \$252.5 million for the prior year period. Earnings per share were \$3.58 versus \$3.80 for the prior year period. Revenues for the quarter decrease to \$4,825.0 million from \$4,891.6 million for the same period in fiscal year 2018.

Lear Corporation (NYSE:LEA) announced the appointment of **Jason M. Cardew** to the role of Senior Vice President and Chief Financial Officer.

Selected Highlights

Selected News – Components & Materials (cont'd)

OMRON Corporation (TSE:6645) reported second quarter net income of \$97.5 million for fiscal year 2020 as compared to \$103.4 million for the prior year period. Earnings per share were \$0.47 versus \$0.49 for the prior year period. Revenues for the quarter decrease to \$1,574.5 million from \$1,818.7 million for the same period in fiscal year 2019.

PPG Industries, Inc. (NYSE:PPG) reported third quarter net income of \$367.0 million for fiscal year 2019 as compared to \$378.0 million for the prior year period. Earnings per share were \$1.54 versus \$1.55 for the prior year period. Revenues for the quarter increase to \$3,826.0 million from \$3,817.0 million for the same period in fiscal year 2018.

PPG Industries, Inc. (NYSE:PPG) announced the appointment of **Kevin R. Walling** to the role of Chief Human Resources Officer.

Solvay SA (ENXTBR:SOJB) reported third quarter net income of (\$422.0) million for fiscal year 2019 as compared to \$321.8 million for the prior year period. Earnings per share were (\$4.09) versus \$3.10 for the prior year period. Revenues for the quarter decrease to \$3,028.0 million from \$3,299.6 million for the same period in fiscal year 2018.

Stanley Electric Co., Ltd. (TSE:6923) reported second quarter net income of \$57.9 million for fiscal year 2020 as compared to \$81.6 million for the prior year period. Earnings per share were \$0.36 versus \$0.50 for the prior year period. Revenues for the quarter increase to \$936.3 million from \$927.9 million for the same period in fiscal year 2019.

TE Connectivity Ltd. (NYSE:TEL) reported net income of \$1,844.0 million for fiscal year 2019 as compared to \$2,565.0 million for the prior year. Earnings per share were \$5.42 versus \$7.27 for the prior year. Revenues for the year decrease to \$13,448.0 million from \$13,988.0 million for fiscal year 2018.

Vishay Intertechnology, Inc. (NYSE:VSH) reported third quarter net income of \$30.0 million for fiscal year 2019 as compared to \$77.9 million for the prior year period. Earnings per share were \$0.21 versus \$0.51 for the prior year period. Revenues for the quarter decrease to \$628.3 million from \$781.0 million for the same period in fiscal year 2018.

Vishay Intertechnology, Inc. (NYSE:VSH) announced the appointment of **Jeffrey H. Vanneste** to its Board of Directors.

Note: All per share results are reported on a fully-diluted basis

Selected Highlights

Selected M&A Transactions – Industrial Equipment

Announced	Target	Target Description	Acquirer	Value*
Oct 1	MESTECH Services Private Limited	Provides Manufacturing Execution Systems (MES), manufacturing operations management, digital solutions consulting and systems integration services	Rockwell Automation, Inc. (NYSE:ROK)	ND
Oct 9	Fries Research & Technology GmbH	Manufactures surface metrology tools for development, production and quality control sectors	FormFactor, Inc. (NasdaqGS:FORM)	\$32.9
Oct 14	Unimil Industria E Comercio De Pecas De Maquinas Agricolas LTDA.	Manufactures spare parts for sugarcane harvester parts	Deere & Company (NYSE:DE)	ND
Oct 15	Cooper Lighting, LLC (former sub. of Eaton Corporation plc [NYSE:ETN])	Designs and manufactures lighting fixtures and related products to commercial, industrial, residential and utility markets	Signify N.V. (ENXTAM:LIGHT)	\$1,400.0
Oct 21	AutoGuide Mobile Robots	Develops and manufactures high-payload industrial autonomous mobile robots for assembly, manufacturing, warehousing and distribution operations	Teradyne, Inc. (NasdaqGS:TER)	\$165.0
Nov 8	IntelliSAW, Inc. (former sub. of Emerson Electric Co. [NYSE:EMR])	Manufactures surface acoustic wave technology based asset monitoring solutions for electric power transmission and distribution assets	I.S.A. - Altanova Group Srl	ND
Dec 13	Substation Engineering Services Division of Schneider Electric S.E. (ENXTPA:SU)	Provides engineering capital replacement and 'hard FM' maintenance services	NG Bailey Group Limited	ND

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected Highlights

Selected News – Industrial Equipment

Applied Materials, Inc. (NasdaqGS:AMAT) reported net income of \$2,706.0 million for fiscal year 2019 as compared to \$3,313.0 million for the prior year. Earnings per share were \$2.86 versus \$3.23 for the prior year. Revenues for the year decreased to \$14,608.0 million from \$17,253.0 million for fiscal year 2018.

Brooks Automation, Inc. (NasdaqGS:BRKS) reported net income of \$437.8 million for fiscal year 2019 as compared to \$116.6 million for the prior year. Earnings per share were \$6.08 versus \$1.64 for the prior year. Revenues for the year increased to \$781.9 million from \$631.6 million for fiscal year 2018.

Cohu, Inc. (NasdaqGS:COHU) reported third quarter net income of (\$10.5) million for fiscal year 2019 as compared to \$4.8 million for the prior year period. Earnings per share were (\$0.25) versus \$0.16 for the prior year period. Revenues for the quarter increased to \$143.5 million from \$86.2 million for the same period in fiscal year 2018.

Danaher Corporation (NYSE:DHR) announced the appointment of **Jessica L. Mega, MD, MPH** and **Pardis C. Sabeti, MD, D.Phil** to its Board of Directors.

Deere & Company (NYSE:DE) reported net income of \$3,253.0 million for fiscal year 2019 as compared to \$2,368.4 million for the prior year. Earnings per share were \$10.15 versus \$7.24 for the prior year. Revenues for the year increased to \$39,258.0 million from \$37,317.7 million for fiscal year 2018.

Emerson Electric Co. (NYSE:EMR) reported net income of \$2,306.0 million for fiscal year 2019 as compared to \$2,203.0 million for the prior year. Earnings per share were \$3.71 versus \$3.46 for the prior year. Revenues for the year increased to \$18,372.0 million from \$17,408.0 million for fiscal year 2018.

Emerson Electric Co. (NYSE:EMR) announced the appointment of **Mark Blinn** to its Board of Directors.

FormFactor, Inc. (NasdaqGS:FORM) reported third quarter net income of \$8.3 million for fiscal year 2019 as compared to \$7.7 million for the prior year period. Earnings per share were \$0.11 versus \$0.10 for the prior year period. Revenues for the quarter increased to \$140.6 million from \$135.0 million for the same period in fiscal year 2018.

FormFactor, Inc. (NasdaqGS:FORM) announced the appointment of **Sheri Rhodes** to its Board of Directors.

Hubbell Incorporated (NYSE:HUBB) reported third quarter net income of \$130.7 million for fiscal year 2019 as compared to \$113.6 million for the prior year period. Earnings per share were \$2.38 versus \$2.06 for the prior year period. Revenues for the quarter increased to \$1,204.0 million from \$1,179.7 million for the same period in fiscal year 2018.

KLA Corporation (NasdaqGS:KLAC) reported first quarter net income of \$346.5 million for fiscal year 2020 as compared to \$395.9 million for the prior year period. Earnings per share were \$2.16 versus \$2.54 for the prior year period. Revenues for the quarter increased to \$1,413.4 million from \$1,093.3 million for the same period in fiscal year 2019.

Korea Shipbuilding & Offshore Engineering Co.,Ltd. (KOSE:A009540) reported second quarter net income of \$162.7 million for fiscal year 2019 as compared to (\$211.8) million for the prior year period. Earnings per share were \$2.25 versus (\$3.26) for the prior year period. Revenues for the quarter increased to \$3,390.1 million from \$2,819.6 million for the same period in fiscal year 2018.

Selected Highlights

Selected News – Industrial Equipment (cont'd)

Lam Research Corporation (NasdaqGS:LRCX) reported first quarter net income of \$465.8 million for fiscal year 2020 as compared to \$533.4 million for the prior year period. Earnings per share were \$3.09 versus \$3.23 for the prior year period. Revenues for the quarter decreased to \$2,165.7 million from \$2,330.7 million for the same period in fiscal year 2019.

MKS Instruments, Inc. (NasdaqGS:MKSI) reported third quarter net income of \$47.4 million for fiscal year 2019 as compared to \$93.3 million for the prior year period. Earnings per share were \$0.86 versus \$1.70 for the prior year period. Revenues for the quarter decreased to \$462.5 million from \$487.2 million for the same period in fiscal year 2018.

MKS Instruments, Inc. (NasdaqGS:MKSI) announced the appointment of **John T.C. Lee** to the role of Chief Executive Officer.

Navistar International Corporation (NYSE:NAV) reported net income of \$221.0 million for fiscal year 2019 as compared to \$340.0 million for the prior year. Earnings per share were \$2.22 versus \$3.41 for the prior year. Revenues for the year increased to \$11,251.0 million from \$10,250.0 million for fiscal year 2018.

Nova Measuring Instruments Ltd. (NasdaqGS:NVMI) reported third quarter net income of \$8.6 million for fiscal year 2019 as compared to \$13.3 million for the prior year period. Earnings per share were \$0.30 versus \$0.46 for the prior year period. Revenues for the quarter decreased to \$52.5 million from \$63.6 million for the same period in fiscal year 2018.

Nova Measuring Instruments Ltd. (NasdaqGS:NVMI) announced the appointment of **Eitan Oppenheim**, the company's current President & Chief Executive Officer, to its Board of Directors.

Oshkosh Corporation (NYSE:OSK) reported net income of \$579.4 million for fiscal year 2019 as compared to \$471.9 million for the prior year. Earnings per share were \$8.21 versus \$6.29 for the prior year. Revenues for the year increased to \$8,382.0 million from \$7,705.5 million for fiscal year 2018.

Powell Industries, Inc. (NasdaqGS:POWL) reported net income of \$9.9 million for fiscal year 2019 as compared to (\$7.2) million for the prior year. Earnings per share were \$0.85 versus (\$0.62) for the prior year. Revenues for the year increased to \$517.2 million from \$448.7 million for fiscal year 2018.

Regal Beloit Corporation (NYSE:RBC) reported third quarter net income of \$49.7 million for fiscal year 2019 as compared to \$51.3 million for the prior year period. Earnings per share were \$1.19 versus \$1.17 for the prior year period. Revenues for the quarter decreased to \$772.3 million from \$925.4 million for the same period in fiscal year 2018.

Regal Beloit Corporation (NYSE:RBC) announced the appointment of **Michael F. Hilton** to its Board of Directors.

Rockwell Automation, Inc. (NYSE:ROK) reported net income of \$695.8 million for fiscal year 2019 as compared to \$535.5 million for the prior year. Earnings per share were \$5.83 versus \$4.21 for the prior year. Revenues for the year increased to \$6,694.8 million from \$6,666.0 million for fiscal year 2018.

Schneider Electric S.E. (ENXTPA:SU) reported second quarter net income of \$565.0 million for fiscal year 2019 as compared to \$595.0 million for the prior year period. Earnings per share were \$1.01 versus \$1.06 for the prior year period. Revenues for the quarter increased to \$7,511.4 million from \$7,185.3 million for the same period in fiscal year 2018.

Selected Highlights

Selected News – Industrial Equipment (cont'd)

Teradyne, Inc. (NasdaqGS:TER) reported third quarter net income of \$135.9 million for fiscal year 2019 as compared to \$120.0 million for the prior year period. Earnings per share were \$0.75 versus \$0.63 for the prior year period. Revenues for the quarter increased to \$582.0 million from \$566.8 million for the same period in fiscal year 2018.

Terex Corporation (NYSE:TEX) reported third quarter net income of \$21.4 million for fiscal year 2019 as compared to \$38.6 million for the prior year period. Earnings per share were \$0.30 versus \$0.51 for the prior year period. Revenues for the quarter decreased to \$1,024.6 million from \$1,098.8 million for the same period in fiscal year 2018.

Terex Corporation (NYSE:TEX) announced the appointment of **Amy George** to the role of Chief Human Resources Officer and Senior Vice President.

Tokyo Electron Limited (TSE:8035) reported second quarter net income of \$433.2 million for fiscal year 2020 as compared to \$701.0 million for the prior year period. Earnings per share were \$2.72 versus \$4.26 for the prior year period. Revenues for the quarter decreased to \$2,701.6 million from \$3,484.7 million for the same period in fiscal year 2019.

Veeco Instruments Inc. (NasdaqGS:VECO) reported third quarter net income of (\$11.8) million for fiscal year 2019 as compared to (\$9.0) million for the prior year period. Earnings per share were (\$0.25) versus (\$0.19) for the prior year period. Revenues for the quarter decreased to \$109.0 million from \$126.8 million for the same period in fiscal year 2018.

Veeco Instruments Inc. (NasdaqGS:VECO) announced the appointment of **Mary Jane Raymond** to its Board of Directors.

Note: All per share results are reported on a fully-diluted basis.

Selected Highlights

Selected M&A Transactions – Engineering & Industrial Services

Announced	Target	Target Description	Acquirer	Value*
Oct 10	Simetrica Ltd	Engages in social impact measurement, policy evaluation, and wellbeing analysis	Jacobs U.K. Limited	ND
Oct 14	AECOM Management Services Inc. (former sub. of AECOM [NYSE:ACM])	Provides information technology (IT) consulting and management services	American Securities LLC	\$2,405.0
Nov 25	European Compliance Scheme Operations of Sims Metal Management Limited	Comprises compliance scheme operations of Sims Metal Management Limited.	TSR Recycling GmbH & Co. KG	\$91.9
Dec 16	Mick George Recycling Limited	Provides recycling equipment, reporting and plant services to the construction industry	Veolia Environnement S.A. (ENXTPA:VIE)	ND
Dec 24	Anixter International Inc. (NYSE:AXE)	Distributes enterprise cabling and security solutions, electrical and electronic wire and cable solutions, and utility power solutions	WESCO International, Inc. (NYSE:WCC)	\$4,855.2

*ND – Not disclosed. Transaction values reported on the basis of enterprise value in USD millions.

Selected News – Engineering & Industrial Services

AECOM (NYSE:ACM) reported net income of (\$261.1) million for fiscal year 2019 as compared to \$136.5 million for the prior year. Earnings per share were (\$1.66) versus \$0.84 for the prior year. Revenues for the year increased to \$20,173.3 million from \$20,155.5 million for fiscal year 2018.

AECOM (NYSE:ACM) announced the appointment of **Giles Price** to the role of Chief Technical Officer, as well as the appointment of **Jacqueline C. Hinman, Peter A. Feld** and **Robert G. Card** to its Board of Directors.

Aurubis AG (XTRA:NDA) reported net income of \$207.8 million for fiscal year 2019 as compared to \$337.2 million for the prior year. Earnings per share were \$4.62 versus \$7.50 for the prior year. Revenues for the year decreased to \$11,757.7 million from \$12,132.8 million for fiscal year 2018.

Cardno Limited (ASX:CDD) announced the appointment of **Susan Reisbord** to the role of Chief Executive Officer and Managing Director, and to its Board of Directors.

Selected Highlights

Selected News – Engineering & Industrial Services (cont'd)

Clean Harbors, Inc. (NYSE:CLH) reported third quarter net income of \$36.4 million for fiscal year 2019 as compared to \$31.1 million for the prior year period. Earnings per share were \$0.65 versus \$0.55 for the prior year period. Revenues for the quarter increased to \$891.7 million from \$843.2 million for the same period in fiscal year 2018.

Clean Harbors, Inc. (NYSE:CLH) announced the appointment of **Robert Willett** to its Board of Directors.

Commercial Metals Company (NYSE:CMC) reported net income of \$198.1 million for fiscal year 2019 as compared to \$138.5 million for the prior year. Earnings per share were \$1.66 versus \$1.17 for the prior year. Revenues for the year increased to \$5,829.0 million from \$4,643.7 million for fiscal year 2018.

Commercial Metals Company (NYSE:CMC) announced the appointment of **Lisa M. Barton** to its Board of Directors.

Dowa Holdings Co., Ltd. (TSE:5714) reported second quarter net income of \$28.4 million for fiscal year 2020 as compared to \$25.3 million for the prior year period. Earnings per share were \$0.48 versus \$0.43 for the prior year period. Revenues for the quarter increased to \$1,059.7 million from \$940.0 million for the same period in fiscal year 2019.

Fastenal Company (NasdaqGS:FAST) reported third quarter net income of \$213.5 million for fiscal year 2019 as compared to \$197.6 million for the prior year period. Earnings per share were \$0.37 versus \$0.34 for the prior year period. Revenues for the quarter increased to \$1,379.1 million from \$1,279.8 million for the same period in fiscal year 2018.

Fluor Corporation (NYSE:FLR) reported third quarter net income of (\$742.0) million for fiscal year 2019 as compared to \$77.3 million for the prior year period. Earnings per share were (\$5.29) versus \$0.55 for the prior year period. Revenues for the quarter increased to \$3,937.7 million from \$3,842.2 million for the same period in fiscal year 2018.

HD Supply Holdings, Inc. (NasdaqGS:HDS) reported third quarter net income of \$132.0 million for fiscal year 2020 as compared to \$82.0 million for the prior year period. Earnings per share were \$0.80 versus \$0.45 for the prior year period. Revenues for the quarter increased to \$1,644.0 million from \$1,612.0 million for the same period in fiscal year 2019.

HD Supply Holdings, Inc. (NasdaqGS:HDS) announced the appointment of **Stephen J. Konenkamp** to its Board of Directors.

Jacobs Engineering Group Inc. (NYSE:J) announced the appointment of **Bob Pragada** to the role of President and Chief Operating Officer, and **Kevin Berryman** to the role of President and Chief Financial Officer.

KBR, Inc. (NYSE:KBR) reported third quarter net income of \$56.0 million for fiscal year 2019 as compared to \$54.0 million for the prior year period. Earnings per share were \$0.39 versus \$0.38 for the prior year period. Revenues for the quarter increased to \$1,425.0 million from \$1,278.0 million for the same period in fiscal year 2018.

Lawson Products, Inc. (NasdaqGS:LAWs) reported third quarter net income of \$4.8 million for fiscal year 2019 as compared to (\$0.8) million for the prior year period. Earnings per share were \$0.51 versus (\$0.09) for the prior year period. Revenues for the quarter increased to \$94.8 million from \$88.5 million for the same period in fiscal year 2018.

MRC Global Inc. (NYSE:MRC) reported third quarter net income of \$21.0 million for fiscal year 2019 as compared to \$24.0 million for the prior year period. Earnings per share were \$0.18 versus \$0.20 for the prior year period. Revenues for the quarter decreased to \$942.0 million from \$1,071.0 million for the same period in fiscal year 2018.

Selected Highlights

Selected News – Engineering & Industrial Services (cont'd)

MSC Industrial Direct Co., Inc. (NYSE:MSM) reported net income of \$288.9 million for fiscal year 2019 as compared to \$329.2 million for the prior year. Earnings per share were \$5.20 versus \$5.80 for the prior year. Revenues for the year increased to \$3,363.8 million from \$3,203.9 million for fiscal year 2018.

Primoris Services Corporation (NasdaqGS:PRIM) reported third quarter net income of \$35.6 million for fiscal year 2019 as compared to \$32.7 million for the prior year period. Earnings per share were \$0.70 versus \$0.63 for the prior year period. Revenues for the quarter decreased to \$865.1 million from \$908.9 million for the same period in fiscal year 2018.

Primoris Services Corporation (NasdaqGS:PRIM) announced the appointment of **Tom McCormick** to the role of Chief Executive Officer.

Tetra Tech, Inc. (NasdaqGS:TTEK) reported net income of \$158.7 million for fiscal year 2019 as compared to \$136.9 million for the prior year. Earnings per share were \$2.84 versus \$2.42 for the prior year. Revenues for the year increased to \$2,389.6 million from \$2,200.7 million for fiscal year 2018.

Transcat, Inc. (NasdaqGM:TRNS) reported second quarter net income of \$2.4 million for fiscal year 2020 as compared to \$1.5 million for the prior year period. Earnings per share were \$0.32 versus \$0.20 for the prior year period. Revenues for the quarter increased to \$41.8 million from \$38.9 million for the same period in fiscal year 2019.

Transcat, Inc. (NasdaqGM:TRNS) announced the appointment of **Oksana S. Dominach** to its Board of Directors.

Veolia Environnement S.A. (ENXTPA:VIE) reported third quarter net income of \$168.6 million for fiscal year 2019 as compared to \$263.6 million for the prior year period. Earnings per share were \$0.30 versus (\$0.00) for the prior year period. Revenues for the quarter decreased to \$7,022.2 million from \$7,203.6 million for the same period in fiscal year 2018.

W.W. Grainger, Inc. (NYSE:GWW) reported third quarter net income of \$233.0 million for fiscal year 2019 as compared to \$104.0 million for the prior year period. Earnings per share were \$4.25 versus \$1.82 for the prior year period. Revenues for the quarter increased to \$2,947.0 million from \$2,831.0 million for the same period in fiscal year 2018.

WESCO International, Inc. (NYSE:WCC) reported third quarter net income of \$64.5 million for fiscal year 2019 as compared to \$66.8 million for the prior year period. Earnings per share were \$1.52 versus \$1.41 for the prior year period. Revenues for the quarter increased to \$2,148.1 million from \$2,067.2 million for the same period in fiscal year 2018.

WESCO International, Inc. (NYSE:WCC) announced the appointment of **Nelson Squires** as Senior Vice President and Chief Operating Officer.

Note: All per share results are reported on a fully-diluted basis.

MHH Manufacturing Universe Directory

Company	Sector	Company	Sector
3M Company	Components & Materials	Huntington Ingalls Industries, Inc.	Aerospace & Defense
AECOM	Eng. & Ind. Services	Jacobs Engineering Group Inc.	Eng. & Ind. Services
Airbus Group SE	Aerospace & Defense	John Wood Group plc	Eng. & Ind. Services
Akzo Nobel N.V.	Components & Materials	Johnson Controls Inc.	Components & Materials
Alps Electric Co. Ltd.	Components & Materials	KBR, Inc.	Eng. & Ind. Services
AMETEK, Inc.	Industrial Equipment	KLA-Tencor Corporation	Industrial Equipment
Amphenol Corporation	Components & Materials	Korea Shipbuilding Co. Ltd.	Industrial Equipment
Applied Materials, Inc.	Industrial Equipment	L3Harris Technologies	Aerospace & Defense
Aptiv PLC	Components & Materials	Lam Research Corporation	Industrial Equipment
ASML Holding N.V.	Industrial Equipment	Lawson Products, Inc.	Eng. & Ind. Services
Aurubis AG	Eng. & Ind. Services	Lear Corp.	Components & Materials
Autoliv, Inc.	Components & Materials	Lockheed Martin Corporation	Aerospace & Defense
AVX Corp.	Components & Materials	MKS Instruments, Inc.	Industrial Equipment
Axcelis Technologies, Inc.	Industrial Equipment	MRC Global Inc.	Eng. & Ind. Services
BAE Systems plc	Aerospace & Defense	MSC Industrial Direct Co., Inc.	Eng. & Ind. Services
Balfour Beatty plc	Eng. & Ind. Services	Nanometrics Incorporated	Industrial Equipment
BASF SE	Components & Materials	Navistar International Corporation	Industrial Equipment
Belden Inc.	Components & Materials	Northrop Grumman Corporation	Aerospace & Defense
Bosch Ltd	Components & Materials	Nova Measuring Instruments Ltd.	Industrial Equipment
Brooks Automation, Inc.	Industrial Equipment	NV5 Global, Inc.	Eng. & Ind. Services
Cardno Ltd.	Eng. & Ind. Services	OMRON Corporation	Components & Materials
Caterpillar Inc.	Industrial Equipment	Oshkosh Corporation	Industrial Equipment
Celanese Corporation	Components & Materials	Powell Industries, Inc.	Industrial Equipment
Clean Harbors, Inc.	Eng. & Ind. Services	PPG Industries, Inc.	Components & Materials
Cohu, Inc.	Industrial Equipment	Primoris Services Corporation	Eng. & Ind. Services
Commercial Metals Company	Eng. & Ind. Services	Raytheon Company	Aerospace & Defense
Continental Aktiengesellschaft	Components & Materials	Regal Beloit Corporation	Industrial Equipment
Corning Inc.	Components & Materials	Rockwell Automation Inc.	Industrial Equipment
Cummins Inc.	Industrial Equipment	Rockwell Automation Inc.	Industrial Equipment
Danaher Corporation	Industrial Equipment	Rolls Royce Holdings plc	Aerospace & Defense
Deere & Company	Industrial Equipment	Rudolph Technologies, Inc.	Industrial Equipment
Delphi Automotive PLC	Components & Materials	Schneider Electric S.E.	Industrial Equipment
DENSO Corporation	Components & Materials	Sims Metal Management Limited	Eng. & Ind. Services
Dowa Holdings Co., Ltd.	Eng. & Ind. Services	Solvay SA	Components & Materials
Dow Inc.	Components & Materials	Stanley Electric Co. Ltd.	Components & Materials
DuPont de Nemours, Inc.	Components & Materials	TE Connectivity Ltd.	Components & Materials
Eaton Corporation plc	Industrial Equipment	Teradyne, Inc.	Industrial Equipment
Embraer S.A.	Aerospace & Defense	Terex Corporation	Industrial Equipment
Emerson Electric Co.	Industrial Equipment	Tetra Tech, Inc.	Eng. & Ind. Services
Encore Wire Corp.	Components & Materials	Textron Inc.	Aerospace & Defense
Entegris, Inc.	Industrial Equipment	Thales SA	Aerospace & Defense
Evonik Industries AG	Components & Materials	The Boeing Company	Aerospace & Defense
FARO Technologies, Inc.	Industrial Equipment	Tokyo Electron Limited	Industrial Equipment
Fastenal Company	Eng. & Ind. Services	Transcat, Inc.	Eng. & Ind. Services
Ferro Corporation	Components & Materials	United Technologies Corporation	Aerospace & Defense
Fluor Corporation	Eng. & Ind. Services	Veeco Instruments Inc.	Industrial Equipment
FormFactor, Inc.	Industrial Equipment	Veolia Environnement S.A.	Eng. & Ind. Services
General Dynamics Corporation	Aerospace & Defense	Vishay Intertechnology Inc.	Components & Materials
HD Supply Holdings, Inc.	Eng. & Ind. Services	W.W. Grainger, Inc.	Eng. & Ind. Services
Honeywell International Inc.	Aerospace & Defense	WESCO International, Inc.	Eng. & Ind. Services
Hubbell Incorporated	Industrial Equipment	Xcerra Corporation	Industrial Equipment

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Mergers & Acquisitions

- Advise buyers and sellers (public and private companies)
- Sale of businesses, strategic acquisitions, management buy-outs, and industry build-ups

Raise Capital

- Equity (control and non-control)
- Mezzanine financing
- Senior and junior debt
- Typically raise capital from banks, finance companies, private investment funds, and private equity groups

Financial Advisory Services

- Analysis of business strategies and options
- Fairness opinions
- Valuations

The Mufson Howe Hunter Manufacturing Update Indices

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