

INDUSTRIAL TECHNOLOGY QUARTERLY



INDUSTRIAL TECHNOLOGY COVERAGE TEAM

Gary Downing
(727) 567-1157
gary.downing@RaymondJames.com

Frank McGrew
(615) 645-6797
frank.mcgrew@raymondjames.com

Michael Stockburger
(901) 579-2705
michael.stockburger@raymondjames.com

Information obtained from third-party sources is considered reliable, but we do not guarantee that the information herein is accurate or complete. This report was prepared within Raymond James & Associates' Investment Banking Department and is for information purposes only. This report is not a product of Raymond James & Associates' Research Department; recipients of this report should not interpret the information herein as sufficient grounds for an investment decision or any other decision. The report shall not constitute an offer to sell or the solicitation of an offer to buy any of the securities mentioned herein; past performance does not guarantee future results. This report includes logos or other words or devices that may be registered trademarks of their respective owners. Such use is solely for purposes of convenience in referring to the trademark owners and their products/services. This report and its contents are not endorsed, sponsored or affiliated with any trademark owner. Raymond James and its affiliates are not affiliated with any trademark owner but may provide certain financial services to one or more trademark owners or their affiliates.

KEY DEVELOPMENTS AND INDUSTRY THEMES

The Industrial Internet of Things (“IIoT”)



The Internet revolution has completely reshaped the way businesses interact with consumers over the past fifteen years, but the next wave of change should completely revolutionize everything from manufacturing, agriculture, transportation and other industrial sectors. The IIoT will combine the global reach of the internet with a new ability to control and monitor the physical world in real-time, which will bring about unprecedented data and efficiencies. Click [here](#) for the full report.

The World’s Greenest Building



Imagine the next generation workplace. As you pull in to your parking garage at the office, an app on your smartphone communicates with the building and directs you to an open parking space near where you need to enter. Upon walking into the building, you are directed to where you will be working for the day, based on your needs, and this workspace is conditioned to your preferences – light, temperature, etc. This is all possible at the Edge in Amsterdam. Click [here](#) to learn more.

New Service from Rockwell Automation



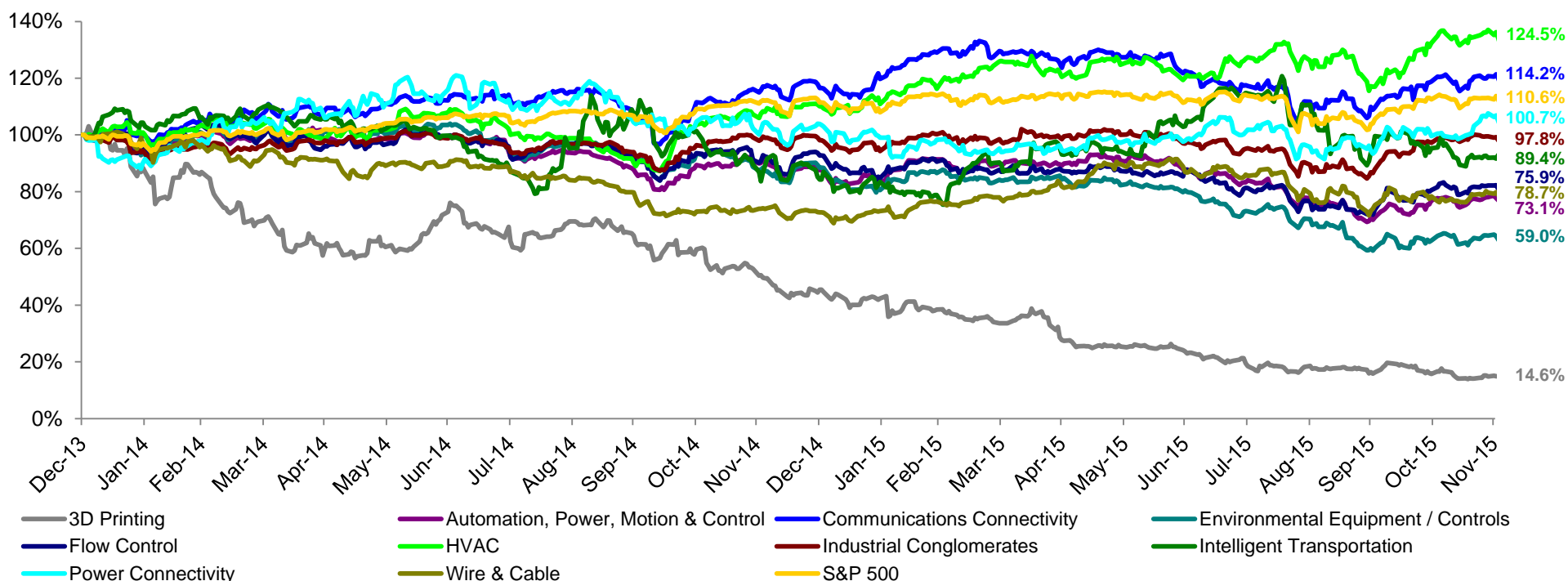
Rockwell Automation recently introduced a new diagnostic reliability tool to help industrial manufacturers drive a streamlined maintenance strategy on mission-critical, integrated equipment lines. The service is designed to help proactively maintain electrical and automation control equipment and lessen time-consuming, manual tasks as devices become more connected. Click [here](#) to read more.

Annual HVAC Show



The Raymond James Investment Banking HVAC coverage team will be attending the annual AHR Expo winter conference in Orlando from January 25th – 27th. With over 2,000 exhibitors and over 60,000 HVAC professionals expected, the floor is sure to be lively with the latest innovations in the HVAC industry. Attending the show? Please contact Frank McGrew (615-645-6797) or Michael Stockburger (901-579-2705) to arrange a time to meet with our team.

INDUSTRIAL TECHNOLOGY STOCK PERFORMANCE



Note: Indexed stocks are weighted based on market capitalization. See pages 4 through 8 for index constituents. **Past performance is not indicative of future results. Indices are unmanaged. You cannot invest directly into an index.**
Source: S&P Capital IQ.

INDUSTRIAL TECHNOLOGY SECTOR PUBLIC COMPANY TRADING STATISTICS

Sector	# of Companies	Median							
		Δ in Stock Price		% of 52 - Week High	TEV (\$MMs)	TEV / LTM		TEV / 2016E	
		3-Month	12-Month			Revenue	EBITDA	Revenue	EBITDA
3D Printing	4	7.0%	(56.0%)	42.2%	\$619.6	1.3x	43.1x	1.9x	7.2x
Automation, Power, Motion & Control	17	3.0%	(15.5%)	77.7%	3,910.2	1.7x	10.5x	1.6x	9.5x
Communications Connectivity	9	2.5%	(2.2%)	81.5%	3,676.1	1.1x	9.8x	1.6x	8.7x
Environmental Equipment / Controls	8	1.4%	(27.9%)	72.6%	847.9	1.3x	10.0x	1.4x	9.4x
Flow Control	11	6.7%	(16.8%)	82.0%	3,376.3	1.7x	12.1x	1.7x	9.4x
HVAC Pure Plays	3	10.2%	3.7%	90.1%	2,085.0	1.9x	15.0x	1.8x	12.5x
Industrial Conglomerates	19	8.3%	(10.2%)	82.6%	21,230.2	1.6x	10.4x	1.6x	9.2x
Intelligent Transportation	11	1.0%	25.4%	76.2%	431.7	0.9x	9.5x	1.2x	8.9x
Power Connectivity	5	(9.3%)	2.3%	83.5%	408.8	1.3x	10.2x	0.9x	9.0x
Wire & Cable	8	12.2%	(5.3%)	69.7%	1,729.5	0.4x	8.0x	0.5x	6.4x

Source: S&P Capital IQ as of 12/31/2015.

PUBLICLY TRADED INDUSTRIAL TECHNOLOGY COMPANY UNIVERSE⁽¹⁾

(\$ in U.S. millions, except per share data)

3D Printing	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
3D Systems Corporation	DDD	\$8.69	(24.8%)	(73.6%)	26.2%	\$839.3	\$974.0	\$670.2	\$17.6	2.6%	1.3x	1.3x	47.7x	7.2x
Arcam AB	ARCM	21.86	25.3%	27.2%	97.1%	399.9	448.9	64.0	7.7	12.0%	NM	4.6x	NM	30.6x
The ExOne Company	XONE	10.04	49.6%	(40.2%)	56.0%	127.8	145.8	39.9	(21.7)	NM	3.2x	2.4x	NM	NM
Stratasys Ltd.	SSYS	23.48	(11.4%)	(71.7%)	28.4%	962.0	1,221.7	739.7	25.0	3.4%	1.3x	1.3x	38.5x	7.2x
Median					42.2%	\$619.6	\$711.4	\$367.1	\$12.6	3.4%	1.3x	1.9x	43.1x	7.2x
Mean					51.9%	582.2	697.6	378.5	7.1	6.0%	1.9x	2.4x	43.1x	15.0x

(\$ in U.S. millions, except per share data)

Automation, Power, Motion & Control	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
ABB Ltd.	ABBN	\$17.94	4.3%	(15.0%)	81.8%	\$42,482.0	\$39,748.3	\$36,585.0	\$5,385.0	14.7%	1.2x	1.2x	7.9x	8.6x
Altra Industrial Motion Corp.	AIMC	25.08	8.5%	(11.7%)	85.0%	842.7	652.4	765.0	100.6	13.1%	1.1x	1.2x	8.4x	7.9x
Ametek Inc.	AME	53.59	2.4%	1.8%	92.9%	14,337.2	12,748.1	4,010.5	1,074.0	26.8%	3.6x	3.5x	13.3x	12.6x
Brady Corp.	BRC	22.98	16.9%	(15.9%)	79.3%	1,302.3	1,162.3	1,171.7	138.5	11.8%	1.1x	1.2x	9.4x	8.9x
Cognex Corporation	CGNX	33.77	(1.7%)	(18.3%)	64.3%	2,513.1	2,865.2	557.9	183.7	32.9%	4.5x	5.4x	13.7x	16.4x
Eaton Corporation plc	ETN	52.04	1.4%	(23.4%)	70.5%	32,235.1	24,084.1	21,363.0	3,396.0	15.9%	1.5x	1.6x	9.5x	9.4x
Echelon Corporation	ELON	5.64	(5.1%)	(66.8%)	33.4%	0.1	24.9	38.9	(4.6)	NM	NM	-	NM	-
FARO Technologies Inc.	FARO	29.52	(15.7%)	(52.9%)	46.1%	352.6	513.6	330.4	29.3	8.9%	1.1x	1.0x	12.0x	8.5x
Generac Holdings Inc.	GNRC	29.77	(1.1%)	(36.3%)	58.6%	3,012.3	1,999.4	1,363.5	270.1	19.8%	2.2x	2.2x	11.2x	10.4x
Hubbell Inc.	HUBB	101.04	N/A	N/A	96.7%	1,083.0	918.7	3,409.5	600.5	17.6%	0.3x	0.3x	1.8x	1.8x
Littelfuse Inc.	LFUS	107.01	17.4%	10.7%	93.1%	2,254.6	2,386.2	854.5	178.0	20.8%	2.6x	2.4x	12.7x	10.9x
Rockwell Automation Inc.	ROK	102.61	1.1%	(7.7%)	80.8%	12,874.6	13,522.9	6,307.9	1,312.7	20.8%	2.0x	2.1x	9.8x	9.6x
Regal Beloit Corporation	RBC	58.52	3.7%	(22.2%)	71.9%	4,227.8	2,613.6	3,459.4	481.6	13.9%	1.2x	1.2x	8.8x	7.4x
Schneider Electric SE	SU	57.08	5.1%	(13.3%)	70.7%	40,238.3	32,783.5	29,058.2	4,297.4	14.8%	1.4x	1.4x	9.4x	9.0x
Trimble Navigation Limited	TRMB	21.45	30.6%	(19.2%)	77.7%	6,009.6	5,372.8	2,317.0	384.4	16.6%	2.6x	2.6x	15.6x	11.2x
Woodward, Inc.	WWD	49.66	22.0%	0.9%	87.8%	3,910.2	3,139.9	2,038.3	339.1	16.6%	1.9x	1.9x	11.5x	10.4x
Zebra Technologies Corporation	ZBRA	69.65	(9.0%)	(10.0%)	58.3%	6,434.1	3,628.8	2,876.8	417.9	14.5%	2.2x	1.7x	15.4x	9.6x
Median					77.7%	\$3,910.2	\$2,865.2	\$2,317.0	\$384.4	16.2%	1.7x	1.6x	10.5x	9.5x
Mean					73.5%	10,241.7	8,715.6	6,853.4	1,093.2	17.5%	1.9x	1.9x	10.6x	9.5x

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of 12/31/2015; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on price as of 12/31/2015.

PUBLICLY TRADED INDUSTRIAL TECHNOLOGY COMPANY UNIVERSE⁽¹⁾

(\$ in U.S. millions, except per share data)

Communications Connectivity	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
Amphenol Corporation	APH	\$52.23	2.5%	(2.9%)	86.3%	\$17,394.3	\$16,100.5	\$5,564.7	\$1,287.9	23.1%	3.1x	3.0x	13.5x	12.9x
ARRIS Group, Inc.	ARRS	30.57	17.7%	1.3%	81.5%	5,343.9	4,483.3	4,960.0	575.7	11.6%	1.1x	0.9x	9.3x	5.9x
AVX Corp.	AVX	12.14	(7.3%)	(13.3%)	80.1%	1,167.6	2,036.9	1,242.1	230.1	18.5%	0.9x	1.0x	5.1x	5.7x
Belden Inc.	BDC	47.68	2.1%	(39.5%)	49.9%	3,676.1	2,001.4	2,320.9	330.7	14.2%	1.6x	1.6x	11.1x	8.7x
CommScope Holding Company, Inc.	COMM	25.89	(13.8%)	13.4%	75.9%	9,673.9	4,936.3	3,493.2	732.8	21.0%	2.8x	1.9x	13.2x	9.2x
Huber+Suhner AG	HUBN	46.29	10.4%	(2.2%)	89.2%	776.1	900.1	787.9	89.0	11.3%	1.0x	1.1x	8.7x	8.6x
Radiall SA	RLL	233.29	9.6%	(17.1%)	79.7%	368.7	422.5	323.9	75.3	23.2%	1.1x	-	4.9x	-
RF Industries, Ltd.	RFIL	4.40	(3.1%)	8.1%	90.7%	29.8	37.7	29.8	2.4	8.2%	1.0x	-	12.2x	-
TE Connectivity Ltd.	TEL	64.61	7.9%	2.2%	87.6%	25,533.2	24,959.2	12,233.0	2,610.0	21.3%	2.1x	2.0x	9.8x	9.3x
Median					81.5%	\$3,676.1	\$2,036.9	\$2,320.9	\$330.7	18.5%	1.1x	1.6x	9.8x	8.7x
Mean					80.1%	7,107.1	6,208.7	3,439.5	659.3	16.9%	1.6x	1.6x	9.8x	8.6x

(\$ in U.S. millions, except per share data)

Environmental Equipment / Controls	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
CECO Environmental Corp.	CECE	\$7.68	(6.2%)	(50.6%)	50.2%	\$431.0	\$261.5	\$342.3	\$43.3	12.7%	1.3x	0.9x	9.9x	7.5x
CIRCOR International, Inc.	CIR	42.15	5.1%	(30.1%)	71.2%	752.1	694.8	755.1	89.0	11.8%	1.0x	1.2x	8.5x	8.9x
CLARCOR Inc.	CLC	49.68	4.2%	(25.5%)	74.0%	2,770.5	2,478.8	1,521.9	278.2	18.3%	1.8x	1.9x	10.0x	10.5x
Colfax Corporation	CFX	23.35	(21.9%)	(54.7%)	43.6%	4,429.3	2,900.8	4,111.9	529.9	12.9%	1.1x	1.2x	8.4x	9.8x
Donaldson Company, Inc.	DCI	28.66	2.1%	(25.8%)	74.5%	4,233.8	3,801.7	2,371.2	371.0	15.6%	1.8x	1.9x	11.4x	11.8x
Energy Recovery, Inc.	ERII	7.07	230.4%	34.2%	74.4%	364.9	387.7	43.2	(12.8)	NM	NM	3.9x	NM	9.4x
ESCO Technologies Inc.	ESE	36.14	0.7%	(2.1%)	90.4%	943.7	933.1	537.3	82.0	15.3%	1.8x	1.6x	11.5x	9.3x
Fuel-Tech, Inc.	FTEK	1.89	(1.0%)	(50.7%)	50.3%	29.4	43.8	74.1	(1.7)	NM	0.4x	0.4x	NM	NM
Median					72.6%	\$847.9	\$814.0	\$646.2	\$85.5	14.1%	1.3x	1.4x	10.0x	9.4x
Mean					66.1%	1,744.4	1,437.8	1,219.6	172.4	14.4%	1.3x	1.6x	9.9x	9.6x

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of 12/31/2015; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on price as of 12/31/2015.

PUBLICLY TRADED INDUSTRIAL TECHNOLOGY COMPANY UNIVERSE⁽¹⁾

(\$ in U.S. millions, except per share data)

Flow Control	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month	12-Month				Revenue	EBITDA		LTM	2016E	LTM	2016E
Badger Meter Inc.	BMI	\$58.59	0.9%	(1.3%)	88.9%	\$913.6	\$850.3	\$371.3	\$60.0	16.2%	2.5x	2.3x	15.2x	13.7x
Flowserve Corp.	FLS	42.08	2.3%	(29.7%)	65.3%	6,967.4	5,507.0	4,654.7	820.7	17.6%	1.5x	1.6x	8.5x	9.0x
Franklin Electric Co., Inc.	FELE	27.03	(0.7%)	(28.0%)	67.8%	1,419.6	1,253.1	1,005.0	131.2	13.1%	1.4x	1.5x	10.8x	9.4x
Gorman-Rupp Co.	GRC	26.73	11.5%	(16.8%)	82.0%	665.4	697.2	412.3	56.8	13.8%	1.6x	1.7x	11.7x	-
Graco Inc.	GGG	72.07	7.5%	(10.1%)	89.3%	4,362.0	4,029.6	1,266.9	336.7	26.6%	3.4x	3.2x	13.0x	11.8x
IDEX Corporation	IEX	76.61	7.4%	(1.6%)	95.4%	6,408.9	5,862.1	2,044.8	513.4	25.1%	3.1x	3.1x	12.5x	12.1x
Itron, Inc.	ITRI	36.18	13.4%	(14.4%)	86.7%	1,672.2	1,371.1	1,897.5	114.8	6.0%	0.9x	0.8x	14.6x	8.6x
Pentair plc	PNR	49.53	(3.0%)	(25.4%)	71.1%	12,783.8	7,942.3	6,490.8	1,077.8	16.6%	2.0x	1.9x	11.9x	9.9x
Rexnord Corporation	RXN	18.12	6.7%	(35.8%)	64.1%	3,376.3	1,818.6	1,986.6	302.3	15.2%	1.7x	1.7x	11.2x	8.6x
Watts Water Technologies, Inc.	WTS	49.67	(6.0%)	(21.7%)	78.9%	2,003.5	1,714.3	1,485.9	128.2	8.6%	1.3x	1.4x	15.6x	9.4x
Xylem Inc.	XYL	36.50	11.1%	(4.1%)	96.1%	7,210.9	6,546.9	3,701.0	598.0	16.2%	1.9x	-	12.1x	-
Median					82.0%	\$3,376.3	\$1,818.6	\$1,897.5	\$302.3	16.2%	1.7x	1.7x	12.1x	9.4x
Mean					80.5%	4,344.0	3,417.5	2,301.5	376.4	15.9%	1.9x	1.9x	12.5x	10.3x

(\$ in U.S. millions, except per share data)

HVAC Pure Plays	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
AAON Inc.	AAON	\$23.22	19.8%	3.7%	91.6%	\$1,207.1	\$1,256.0	\$346.1	\$80.2	23.2%	3.5x	3.2x	15.0x	13.4x
Lennox International, Inc.	LII	124.90	10.2%	31.4%	90.1%	6,510.8	5,627.4	3,446.1	421.6	12.2%	1.9x	1.8x	15.4x	12.5x
Nortek Inc.	NTK	43.62	(31.1%)	(46.4%)	46.9%	2,085.0	709.4	2,531.9	229.7	9.1%	0.8x	0.8x	9.1x	6.7x
Median					90.1%	\$2,085.0	\$1,256.0	\$2,531.9	\$229.7	12.2%	1.9x	1.8x	15.0x	12.5x
Mean					76.2%	3,267.6	2,531.0	2,108.0	243.8	14.8%	2.1x	1.9x	13.2x	10.8x

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of 12/31/2015; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on price as of 12/31/2015.

PUBLICLY TRADED INDUSTRIAL TECHNOLOGY COMPANY UNIVERSE⁽¹⁾

(\$ in U.S. millions, except per share data)

Industrial Conglomerates	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
3M Company	MMM	\$150.64	6.3%	(8.3%)	88.4%	\$102,284.0	\$92,751.0	\$30,695.0	\$8,496.0	27.7%	3.3x	3.3x	12.0x	11.6x
Carlisle Companies Incorporated	CSL	88.69	1.5%	(1.7%)	84.5%	6,159.5	5,765.3	3,457.0	611.6	17.7%	1.8x	1.6x	10.1x	9.0x
Crane Co.	CR	47.84	2.6%	(18.5%)	67.9%	3,300.6	2,777.8	2,790.7	461.5	16.5%	1.2x	1.2x	7.2x	7.0x
Danaher Corp.	DHR	92.88	9.0%	8.4%	95.1%	76,898.9	63,649.3	20,346.0	4,673.4	23.0%	3.8x	3.3x	16.5x	14.2x
Dover Corporation	DOV	61.31	7.2%	(14.5%)	77.1%	11,524.5	9,500.9	7,239.7	1,381.0	19.1%	1.6x	1.6x	8.3x	8.8x
Emerson Electric Co.	EMR	47.83	8.3%	(22.5%)	76.2%	34,890.8	31,154.8	22,304.0	4,264.0	19.1%	1.6x	1.7x	8.2x	8.4x
General Electric Company	GE	31.15	23.5%	23.3%	98.9%	577,354.7	293,989.7	146,598.0	28,420.0	19.4%	3.9x	4.5x	20.3x	24.8x
Honeywell International Inc.	HON	103.57	9.4%	3.7%	96.4%	80,462.5	79,820.5	38,865.0	7,222.0	18.6%	2.1x	2.0x	11.1x	9.6x
Ingersoll-Rand Plc	IR	55.29	8.9%	(12.8%)	78.0%	18,411.8	14,433.4	13,215.4	1,768.5	13.4%	1.4x	1.4x	10.4x	9.2x
ITT Corporation	ITT	36.32	8.6%	(10.2%)	82.6%	2,749.5	3,250.6	2,478.8	405.4	16.4%	1.1x	1.1x	6.8x	6.5x
Illinois Tool Works Inc.	ITW	92.68	12.6%	(2.1%)	92.6%	38,503.4	33,688.4	13,634.0	3,350.0	24.6%	2.8x	2.9x	11.5x	11.0x
Johnson Controls Inc.	JCI	39.49	(4.5%)	(18.3%)	72.4%	31,968.9	25,585.9	37,179.0	3,086.0	8.3%	0.9x	0.8x	10.4x	8.0x
Roper Technologies, Inc.	ROP	189.79	21.1%	21.4%	96.9%	21,230.2	19,131.8	3,584.9	1,237.3	34.5%	5.9x	5.5x	17.2x	15.4x
Parker-Hannifin Corporation	PH	96.98	(0.3%)	(24.8%)	75.6%	14,756.9	13,187.3	12,311.2	1,766.0	14.3%	1.2x	1.3x	8.4x	8.8x
Siemens Aktiengesellschaft	SIE	98.14	13.5%	(4.3%)	84.6%	98,898.1	79,356.3	84,410.5	9,039.7	10.7%	1.2x	1.2x	10.9x	8.4x
SPX Corporation	SPXC	9.33	(21.7%)	(89.1%)	10.3%	682.6	380.7	4,533.8	274.3	6.1%	0.2x	0.4x	2.5x	5.2x
Stanley Black & Decker, Inc.	SWK	106.73	10.1%	11.1%	96.0%	20,103.0	15,980.3	11,358.3	1,867.9	16.4%	1.8x	1.7x	10.8x	10.5x
Tyco International plc	TYC	31.89	(4.7%)	(27.3%)	72.1%	15,202.7	13,481.7	9,902.0	1,530.0	15.5%	1.5x	1.5x	9.9x	9.7x
United Technologies Corporation	UTX	96.07	8.0%	(16.5%)	77.2%	104,064.1	85,216.1	63,978.0	11,574.0	18.1%	1.6x	1.8x	9.0x	9.4x
Median					82.6%	\$21,230.2	\$19,131.8	\$13,215.4	\$1,867.9	17.7%	1.6x	1.6x	10.4x	9.2x
Mean					80.1%	66,286.7	46,479.1	27,835.9	4,812.0	17.9%	2.0x	2.0x	10.6x	10.3x

(\$ in U.S. millions, except per share data)

Intelligent Transportation	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
Hill & Smith Holdings PLC	HILS	\$11.16	7.7%	30.5%	98.1%	\$1,004.9	\$873.4	\$729.5	\$101.6	13.9%	1.4x	1.4x	9.9x	8.9x
Image Sensing Systems, Inc.	ISNS	3.65	(2.7%)	37.2%	74.3%	15.6	18.3	20.5	(4.8)	NM	0.8x	-	NM	-
Indra Sistemas, S.A.	IDR	9.42	(6.5%)	7.4%	76.2%	2,465.8	1,542.7	3,364.3	(123.6)	NM	0.7x	0.8x	NM	9.0x
Init Innovation in Traffic Systems AG	IXX	17.92	(19.5%)	(19.6%)	59.7%	193.9	179.7	119.0	20.8	17.4%	1.6x	1.5x	9.3x	8.2x
International Road Dynamics Inc.	IRD	1.05	55.9%	95.9%	97.6%	20.8	15.0	40.0	1.9	4.6%	0.5x	-	11.2x	-
Iteris, Inc.	ITI	2.15	(12.6%)	25.4%	72.6%	49.6	68.7	74.5	(1.1)	NM	0.7x	0.6x	NM	15.6x
Jenoptik AG	JEN	15.63	13.6%	38.8%	95.2%	991.3	894.5	734.1	92.9	12.7%	1.4x	1.3x	10.7x	9.6x
Kapsch TrafficCom AG	KTCG	40.61	27.7%	112.7%	99.6%	556.5	528.0	518.3	63.1	12.2%	1.1x	1.0x	8.8x	7.8x
Mobileye N.V.	MBLY	42.28	(7.0%)	4.2%	65.6%	8,982.4	9,161.9	208.7	66.5	31.9%	NM	NM	NM	44.3x
Redflex Holdings Limited	RDF	0.25	41.7%	(66.0%)	31.0%	29.2	27.4	95.7	8.7	9.1%	0.3x	-	3.4x	-
Vaisala Oyj	VAIAS	26.00	1.0%	9.4%	89.7%	431.7	468.7	349.4	45.3	13.0%	1.2x	1.2x	9.5x	7.2x
Median					76.2%	\$431.7	\$468.7	\$208.7	\$20.8	12.8%	0.9x	1.2x	9.5x	8.9x
Mean					78.1%	1,340.2	1,252.6	568.6	24.6	14.3%	1.0x	1.1x	9.0x	13.8x

Source: S&P Capital IQ.

- Financial information, market values, and market multiples as of 12/31/2015; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
- Stock price performance (3-month and 12-month) is based on price as of 12/31/2015.

PUBLICLY TRADED INDUSTRIAL TECHNOLOGY COMPANY UNIVERSE⁽¹⁾

(\$ in U.S. millions, except per share data)

Power Connectivity	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
AZZ incorporated	AZZ	\$55.57	14.1%	18.4%	92.1%	\$1,773.4	\$1,433.4	\$850.3	\$166.0	19.5%	2.1x	1.9x	10.7x	9.3x
Crompton Greaves Limited	500093	2.90	12.7%	2.3%	94.9%	2,055.6	1,816.7	1,594.8	25.6	1.6%	1.3x	0.9x	NM	15.1x
Powell Industries, Inc.	POWL	26.03	(13.5%)	(47.0%)	57.7%	256.4	297.1	661.9	37.6	5.7%	0.4x	0.5x	6.8x	8.4x
Volex plc	VLX	0.78	(19.5%)	(22.7%)	60.2%	75.0	69.7	407.7	2.2	0.5%	0.2x	0.2x	34.3x	3.8x
XP Power Ltd.	XPP	21.41	(9.3%)	3.9%	83.5%	408.8	407.1	164.8	42.0	25.5%	2.5x	2.4x	9.7x	9.0x
Median					83.5%	\$408.8	\$407.1	\$661.9	\$37.6	5.7%	1.3x	0.9x	10.2x	9.0x
Mean					77.7%	913.8	804.8	735.9	54.7	10.6%	1.3x	1.2x	15.4x	9.1x

(\$ in U.S. millions, except per share data)

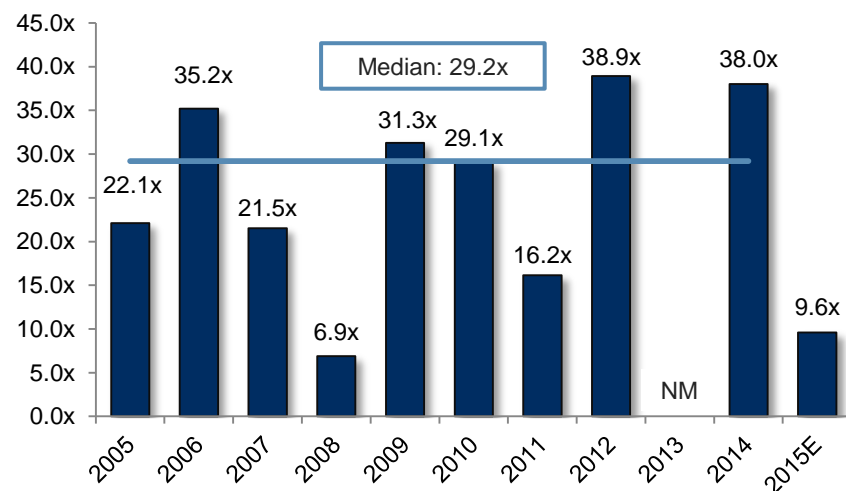
Wire & Cable	Ticker	Market Price 12/31/15	Change in Stock Price		% of 52-Week High	Enterprise Value	Market Cap	LTM		EBITDA Margin	EV / Revenue		EV / EBITDA	
			3-Month ⁽²⁾	12-Month ⁽²⁾				Revenue	EBITDA		LTM	2016E	LTM	2016E
Asia Pacific Wire & Cable Corp. Ltd.	APWC	\$1.53	12.5%	(41.4%)	56.7%	\$83.7	\$21.1	\$418.0	\$6.8	1.6%	0.2x	-	12.3x	-
Encore Wire Corp.	WIRE	37.09	13.5%	(0.6%)	76.5%	707.8	766.6	1,052.1	79.0	7.5%	0.7x	0.7x	9.0x	6.8x
General Cable Corporation	BGC	13.43	12.9%	(9.9%)	63.0%	1,710.7	656.6	5,575.5	313.3	5.6%	0.3x	0.5x	5.5x	6.6x
LEONI AG	LEO	39.64	(23.1%)	(26.1%)	58.6%	1,748.4	1,294.8	4,939.7	340.2	6.9%	0.4x	0.4x	5.1x	4.9x
Nexans Société Anonyme	NEX	36.60	11.9%	32.7%	85.0%	2,194.9	1,557.4	7,193.5	348.6	4.8%	0.3x	0.4x	6.3x	5.4x
Optical Cable Corp.	OCC	2.83	(13.5%)	(37.5%)	51.3%	31.0	20.0	82.1	2.5	3.0%	0.4x	-	12.5x	-
Prysmian S.p.A.	PRY	22.00	9.8%	33.7%	91.8%	5,812.3	4,708.9	8,252.9	529.0	6.4%	0.7x	0.7x	11.0x	8.0x
Sumitomo Electric Industries Ltd.	5802	14.34	13.2%	13.9%	83.9%	15,969.5	11,376.5	24,651.8	2,293.3	9.3%	0.6x	0.6x	7.0x	6.2x
Median					69.7%	\$1,729.5	\$1,030.7	\$5,257.6	\$326.8	6.0%	0.4x	0.5x	8.0x	6.4x
Mean					70.8%	3,532.3	2,550.2	6,520.7	489.1	5.7%	0.4x	0.5x	8.6x	6.3x

Source: S&P Capital IQ.

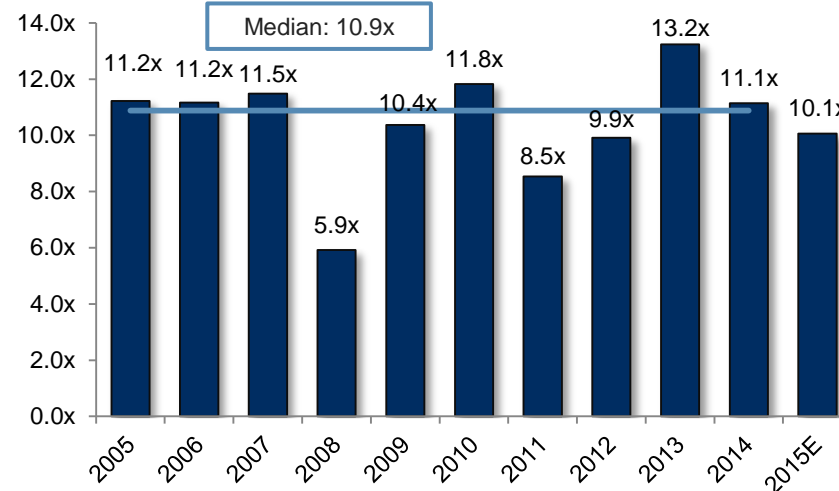
1. Financial information, market values, and market multiples as of 12/31/2015; revenue multiples in excess of 6x and EBITDA multiples in excess of 50x excluded.
2. Stock price performance (3-month and 12-month) is based on price as of 12/31/2015.

HISTORICAL ENTERPRISE VALUE TO EBITDA MULTIPLES

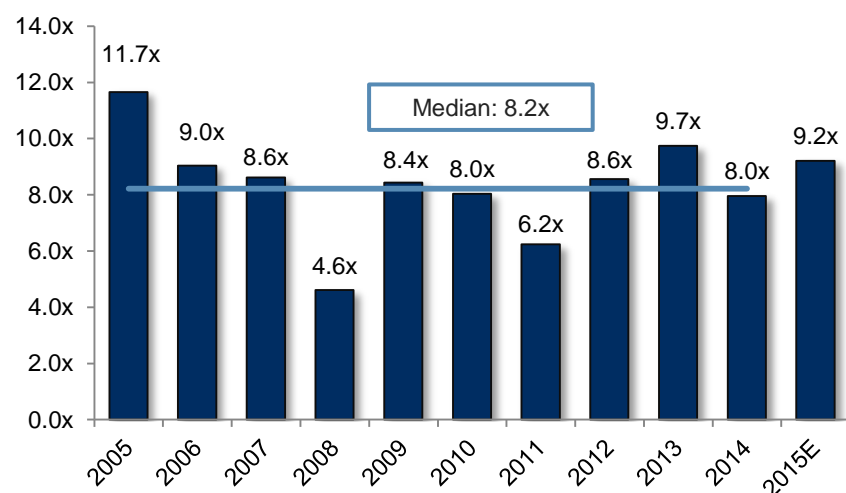
3D PRINTING



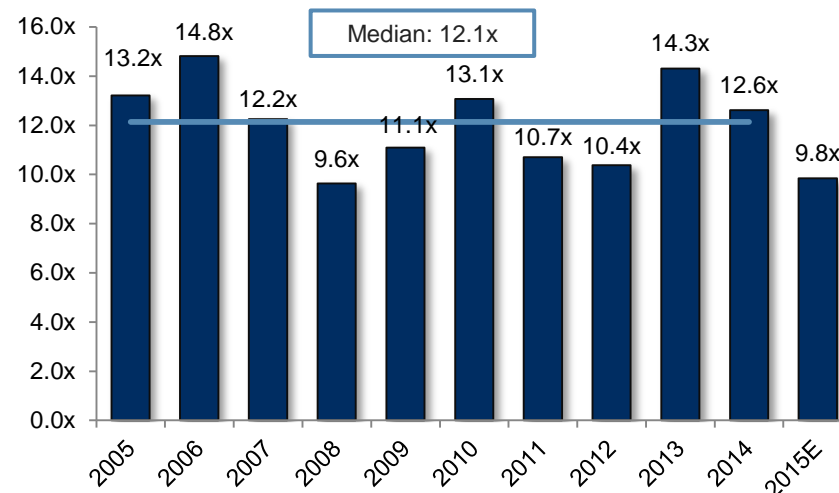
AUTOMATION, POWER, MOTION & CONTROL



COMMUNICATIONS CONNECTIVITY



ENVIRONMENTAL EQUIPMENT / CONTROLS

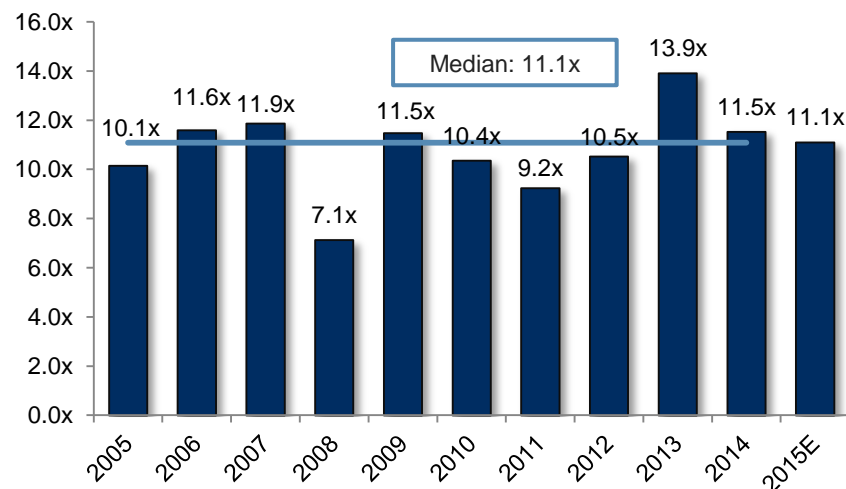


Source: S&P Capital IQ.

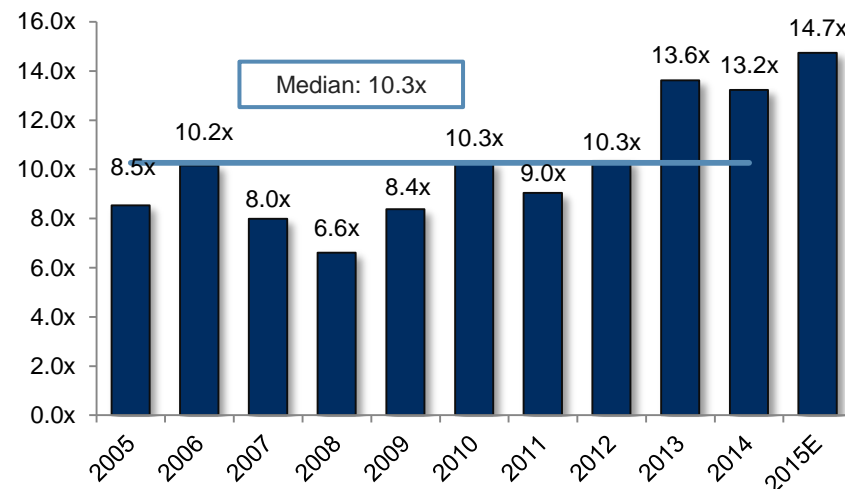
1. LTM median multiples as of 12/31/2015; see publicly traded Industrial Technology comparable company groups on pages 4 through 8 for companies within each industry.

HISTORICAL ENTERPRISE VALUE TO EBITDA MULTIPLES

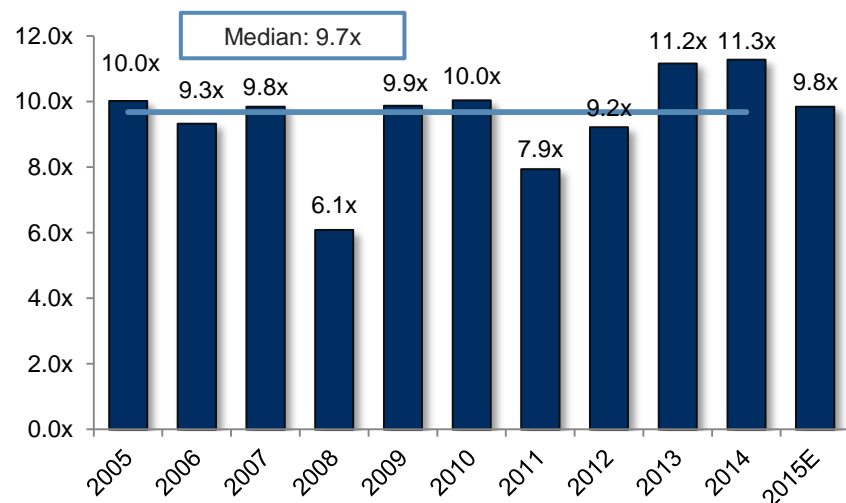
FLOW CONTROL



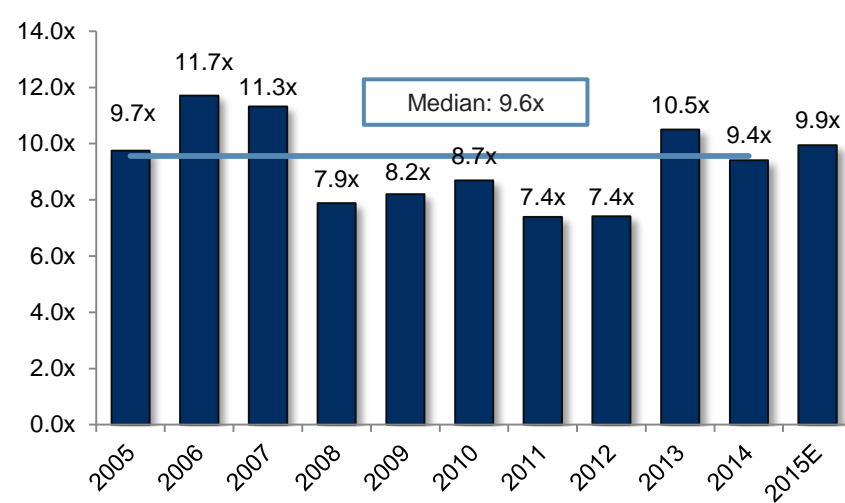
HVAC PURE PLAYS



INDUSTRIAL CONGLOMERATES



INTELLIGENT TRANSPORTATION

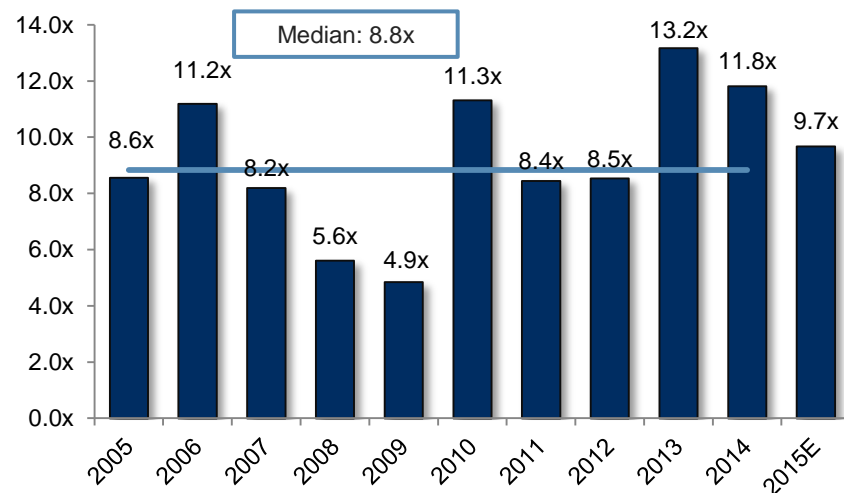


Source: S&P Capital IQ.

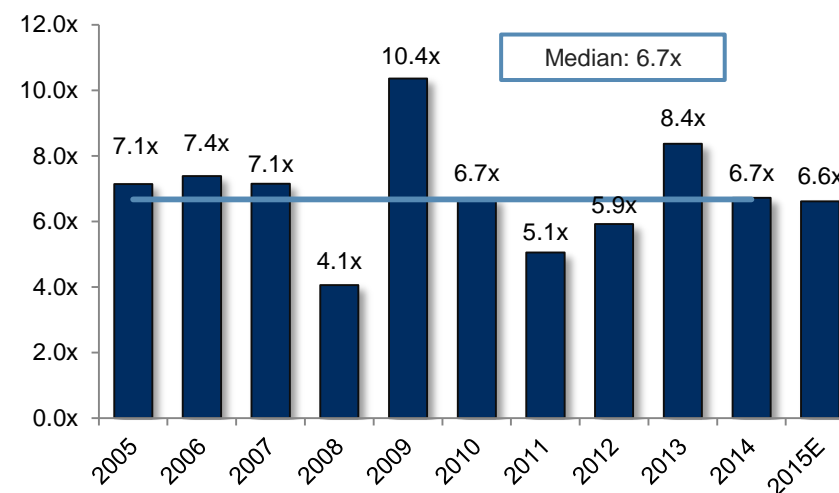
1. LTM median multiples as of 12/31/2015; see publicly traded Industrial Technology comparable company groups on pages 4 through 8 for companies within each industry.

HISTORICAL ENTERPRISE VALUE TO EBITDA MULTIPLES

POWER CONNECTIVITY



WIRE & CABLE



Source: S&P Capital IQ.

1. LTM median multiples as of 12/31/2015; see publicly traded Industrial Technology comparable company groups on pages 4 through 8 for companies within each industry.

SELECT RECENT INDUSTRIAL TECHNOLOGY M&A TRANSACTIONS

Date		Target	Buyers/Investors	Sector	Enterprise Value (\$M)	EV / LTM	
Announced	Closed					Revenue	EBITDA
12/14/2015	Pending	SPX Cooling Technologies, Inc., Dry Cooling Business	Paharpur Cooling Towers Limited	Automation, Power, Motion & Control	\$ 48.0	-	-
11/7/2015	Pending	TE Connectivity Ltd., Circuit Protection Business	Littelfuse Inc.	Automation, Power, Motion & Control	350.0	-	-
11/5/2015	Pending	COM DEV International Ltd.	Honeywell International Inc.	Industrial Conglomerates	345.8	2.1x	19.2x
11/2/2015	11/2/2015	Kele, Inc.	Snow Phipps Group, LLC; Snow Phipps Fund 2, L.P.	Automation, Power, Motion & Control	-	-	-
10/29/2015	12/10/2015	Juno Lighting, LLC	Acuity Brands, Inc.	Automation, Power, Motion & Control	385.0	1.7x	12.0x
10/26/2015	Pending	CliniSys Solutions Limited	Roper Technologies, Inc.	Industrial Conglomerates	261.1	-	-
10/26/2015	10/26/2015	Atlas Medical Software	Roper Technologies, Inc.	Industrial Conglomerates	48.0	-	-
10/8/2015	10/21/2015	Aderant Holdings, Inc.	Roper Technologies, Inc.	Industrial Conglomerates	675.0	-	-
10/1/2015	10/1/2015	Priamus SYSTEM Technologies AG	Barnes Group Inc.	Automation, Power, Motion & Control	-	-	-
10/1/2015	10/1/2015	Automated Quality Technologies, Inc.	Motion Tech Automation, LLC	Automation, Power, Motion & Control	-	-	-
9/24/2015	10/1/2015	Gulf Coast Downhole Technologies, LLC	Prysmian S.p.A.	Wire & Cable	66.0	1.9x	-
9/24/2015	10/28/2015	Clearlogx, Inc.	H2O Innovation Inc.	Flow Control	-	-	-
9/16/2015	10/22/2015	Adept Technology Inc.	Omron Management Center of America, Inc.	Automation, Power, Motion & Control	190.8	3.5x	NM
8/31/2015	8/31/2015	KB Electronics, Inc.	Nidec America Corporation	Automation, Power, Motion & Control	-	-	-
9/1/2015	10/2/2015	ABEL GmbH & Co. KG	Rotex Global, Coperion Corp., Terrasource Global	Flow Control	106.7	3.2x	11.9x
8/31/2015	10/5/2015	Wolverine Advanced Materials, LLC	ITT Corporation	Industrial Conglomerates	300.0	-	-
8/31/2015	8/31/2015	Engineered Products Company	Donaldson Company, Inc.	Environmental Equipment / Controls	-	-	-
8/25/2015	8/25/2015	Thermocouple Technology, Inc.	Viking Capital Holdings	Automation, Power, Motion & Control	-	-	-
8/15/2015	9/21/2015	ERICO Global Company	Pentair plc	Flow Control	1,800.0	-	-
8/4/2015	8/4/2015	Prodmax Automation Ltd.	Kensington Capital Partners Limited	Automation, Power, Motion & Control	-	-	-
8/3/2015	8/3/2015	Rimrock Corporation	Lincoln Electric Holdings Inc.	Automation, Power, Motion & Control	-	-	-
8/3/2015	8/3/2015	B+ Equipment SAS	Sealed Air Corporation	Automation, Power, Motion & Control	-	-	-
8/3/2015	8/3/2015	IDEX Corporation, Ismatec Product Line	Cole-Parmer Instrument Company, LLC	Flow Control	28.0	2.2x	-
7/30/2015	7/30/2015	IEF-Werner GmbH	INDUS Holding AG	Automation, Power, Motion & Control	-	-	-
7/30/2015	Pending	Delta Tau Data Systems, Inc.	OMRON Corporation	Automation, Power, Motion & Control	-	-	-
7/30/2015	12/1/2015	Custom Sensors & Technologies (Huizhou) Ltd.	Sensata Technologies Holding NV	Automation, Power, Motion & Control	-	-	-
7/30/2015	Pending	Custom Sensors & Technologies US Corporation	Sensata Technologies Holding NV	Automation, Power, Motion & Control	-	-	-
7/28/2015	12/29/2015	Elster Group SE	Honeywell International Inc.	Industrial Conglomerates	6,523.6	4.0x	-
7/26/2015	9/2/2015	Magnetek Inc.	Columbus McKinnon Corporation	Automation, Power, Motion & Control	165.4	1.5x	12.1x
7/23/2015	8/12/2015	THERMOPLAY S.p.A	Barnes Group Inc.	Automation, Power, Motion & Control	54.9	1.4x	-
6/29/2015	Pending	Spectronix Ltd.	Emerson Process Management Asia Pacific Pte Ltd	Automation, Power, Motion & Control	74.7	1.8x	9.3x
6/27/2015	Pending	FCI Asia Pte Ltd.	Amphenol East Asia Limited	Power Connectivity	1,275.0	-	-
6/21/2015	7/27/2015	Sutron Corporation	Hach Company, Inc.	Communications Connectivity	38.9	1.5x	55.8x
6/10/2015	6/10/2015	Alfa Valvole Srl	IDEX Corporation	Flow Control	115.5	3.4x	-
6/8/2015	7/6/2015	Cognex Corporation, Surface Inspection Systems Division	Ametek Inc.	Automation, Power, Motion & Control	160.0	2.7x	-
5/12/2015	8/31/2015	Pall Corporation	Danaher Corp.	Industrial Conglomerates	13,655.5	4.8x	20.4x
5/3/2015	9/3/2015	PMFG, Inc.	CECO Environmental Corp.	Automation, Power, Motion & Control	157.4	1.0x	NM
4/22/2015	1/4/2016	Pace plc	ARRIS Group, Inc.	Communications Connectivity	2,017.0	0.8x	7.3x
4/2/2015	4/2/2015	Nuheat Industries Ltd.	Pentair Thermal Management LLC	Flow Control	96.0	-	-
3/31/2015	3/31/2015	Hartzell Aerospace Group	ITT Corporation	Industrial Conglomerates	53.1	1.6x	8.5x
1/27/2015	8/28/2015	TE Connectivity Ltd., Telecom, Enterprise and Wireless Business	CommScope Holding Company, Inc.	Communications Connectivity	3,059.0	1.6x	10.2x

Median:	1.9x	12.0x
Average:	2.2x	16.7x

Source: S&P Capital IQ.

Note: Only includes transactions greater than \$10 million.

INDUSTRIALS INVESTMENT BANKING GROUP

- Twelve dedicated investment bankers with over 170 combined years of banking and capital markets expertise
- Services: Mergers & Acquisitions (Buy & Sell-side advisory); Public Equity and Debt Offerings; Private Placements of Equity and Debt; Divestitures; Restructurings & Recapitalizations; Valuations & Fairness Opinions
- Longstanding relationships with extensive network of industrial-focused strategic buyers and private equity sponsors

INDUSTRIAL SECTOR EXPERTISE

Building Products & Infrastructure				Water Infrastructure			
Building Products		Metals & Infrastructure		Equipment		Services	
• Stone, Concrete, Aggregates	• Windows & Doors	• Service Centers & Processors	• Pipe & Tube Producers	• Filtration / Separation	• Treating Boiler Water	• Facility Management	• Procurement
• Lumber	• Fixtures & Cabinets	• Metal Stamping	• Aluminum	• Distribution & Collection	• Manufactured / On-site Tanks	• Site Development	• Support Services
• Walls, Ceilings, Floors, Decking	• Lighting	• Steel Fabricators	• Scrap & Raw Materials	• Specialty Chemicals	• Irrigation	• Billing & Meter Reading	• Well Water Drilling
• Framing, Roofing, Insulation	• Residential Plumbing	• Integrated Producers	• Recycling Services	• Water & Wastewater Treatment Equipment	• Pump Stations	• Energy Management	• Installation & Tunneling
• Sheet Goods		• Mini Mill Producers	• Metal, Concrete and Plastic Pipe		• Pool Supplies	• Maintenance	• Marine Construction
		• Storm Water Products			• Disinfection	• Pipeline Repair	• Water and Wastewater Plant Construction
						• Logistics	

Industrial Technology				Distribution			
Automation & Process Control		Global Connectivity		Basic		Specialty	
• Automation	• 3D Printing	• Wire & Cable	• Transmission & Distribution (Services & Products)	• Roofing	• Process Flow Control	• Automotive	• Diversified
• Robotics	• Pumps	• Interconnect Systems	• Switchgear & Signal Conditioning Products	• HVAC	• Motion Control & Fluid Power	• Tires	• Technology
• Motion Control	• Control Valves	• Connectors		• Insulation	• MRO	• Linens	• Heavy Equipment
• Photonics	• Control Systems	• Instrumentation & Control Products		• Engineered Wood		• Fiberglass	
• Building Controls				• Pipe, Valve & Fitting			
Environmental Equipment & Controls		Intelligent Transportation					
• Air Handling	• HVAC Components	• Bike Rentals	• On-Demand				
• Filtration		• Smart Traffic					