

# INDUSTRIALS & MANUFACTURING

## Q1 2025 MARKET UPDATE

### Beyond Potable Water

#### *The Rising Demand for Advanced Water Solutions in Industrial & Manufacturing*

Water scarcity is emerging as a critical economic and operational challenge, with global demand for freshwater expected to outpace supply by 40% by 2030. While around 15-20% of global freshwater use is for industrial production, it adds up. In the United States, the manufacturing sector uses over 22 billion gallons of water a day.

Industrial and manufacturing businesses are facing heightened pressure—not just to secure potable water, but to address infrastructure, quality, and sustainability concerns.

With growing regulatory scrutiny and demand for clean water, key industries are experiencing significant shifts in capital allocation, innovation, and investment strategies.

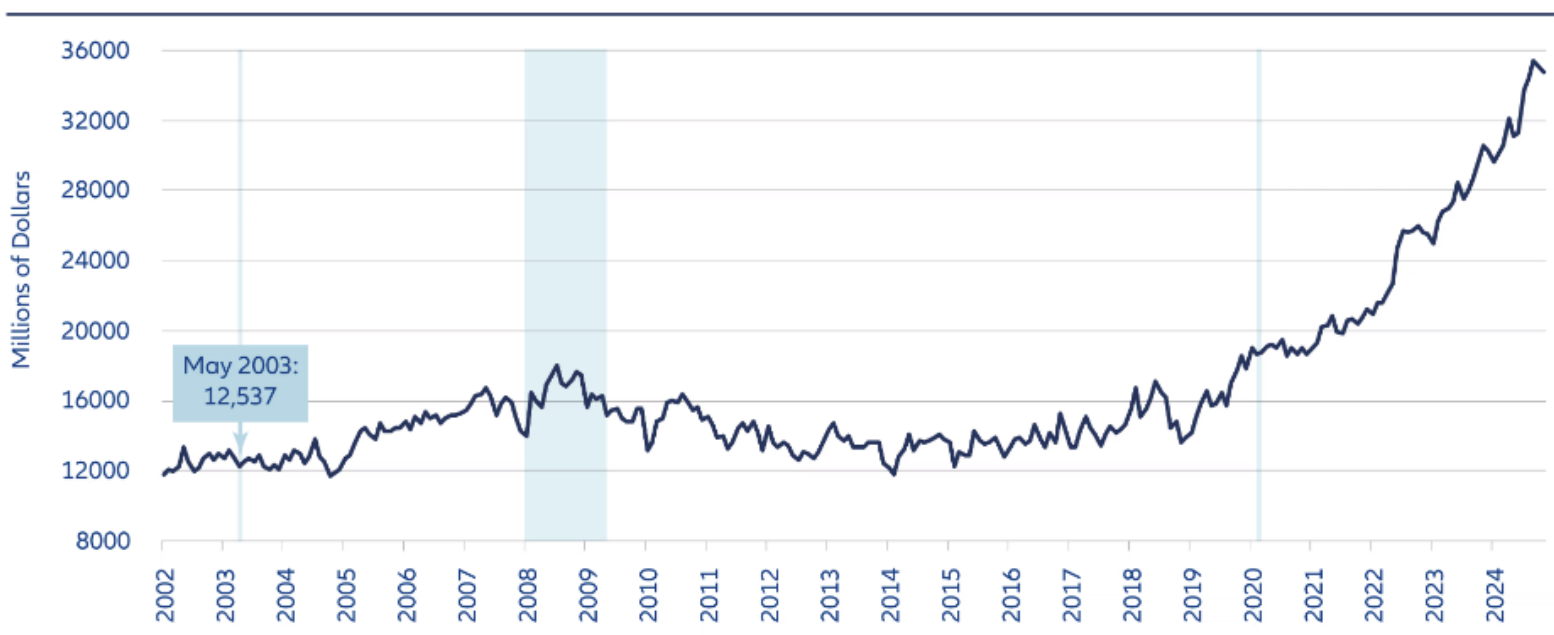
#### **The Expanding Scope of Water Management**

Water security is now a business continuity issue, directly affecting supply chains, regulatory compliance, and operational resilience. Companies that fail to integrate water risk into their strategic planning risk costly disruptions and reputational damage.

Increased concerns over lead and PFAS contamination are driving demand for advanced water treatment and monitoring solutions, leading to new regulatory frameworks and heightened expectations for businesses operating in water-intensive industries.

Rising public awareness is reshaping corporate priorities. Consumers, investors, and policymakers are pushing for greater transparency and accountability, creating both challenges and opportunities for companies that can position themselves as leaders in water stewardship.

Total expenditure on the construction of water supply systems in the USA



Source: Total Construction Spending: Water Supply in the United States (TLWSCONS) | FRED 2024.

# INDUSTRIALS & MANUFACTURING

## Q1 2025 MARKET UPDATE

### Beyond Potable Water Continued

*The Rising Demand for Advanced Water Solutions in Industrial & Manufacturing*

#### Water's Growing Role in M&A and Investment Strategy

- **Strategic Shift in M&A:** Water infrastructure and treatment companies are attracting heightened investor interest, with investment in the construction of U.S. water supplies on a notable up-trend after remaining static for nearly 20 years.
- **Transaction Activity:** Private equity and strategic buyers are doubling down on water as a long-term investment thesis. Incoming deal flow is signaling that the sector is poised to heat up.
- **The Competitive Landscape:** As capital moves into the sector, businesses must be proactive—whether by securing investment, exploring strategic partnerships, or positioning for a sale. The question isn't if water-related investments will reshape the industry, but how quickly and who will benefit most.

The industrial and manufacturing sector is at an inflection point. Water management is no longer just a green talking point; it's a core business strategy that will determine winners and losers in the years ahead.

Whether you're an operator looking to enhance resilience or an investor assessing opportunities, G2 Capital Advisors provides the strategic insights and transaction expertise to help you stay ahead of the curve.

**Now is the time to evaluate your position in this evolving landscape—before the next wave of deals leaves others playing catch-up.**



DISTRIBUTION



CONTAINERS /  
PACKAGING



METALS /  
MATERIALS



NICHE  
MANUFACTURING



BUILDING  
PRODUCTS

# SELECT ONGOING G2 PROJECTS

## Electrical Equipment

### PROJECT FUSE

Buy-Side

#### About the Mandate:

G2 is currently serving as the buy-side advisor to a manufacturer and assembler of generator sets, lighting towers, and dewatering motor pumps.. G2 is assisting the company with acquisition opportunities in the North American market.

## Custom Bolts & Fasteners

### PROJECT ANCHOR

Buy-Side

#### About the Mandate:

G2 is currently serving as the buy-side advisor to a manufacturer and distributor of custom bolts and fasteners, primarily for non-residential construction projects. G2 is assisting with the Company's goal of expanding geographically to the Midwest and East Coast.

## Fresh Produce Distribution

### PROJECT PAPAYA

Buy-Side

#### About the Mandate:

G2 is currently serving as the buy-side advisor to a leading distributor of fresh fruits and vegetables, sourcing more than 1,000 SKUs from over 30 countries.

## Contract Manufacturing

### PROJECT GUINNESS

Sell-Side

#### About the Mandate:

G2 is currently advising on the sale of a sheet metal contract manufacturer. The Company designs and manufactures products primarily for the data center and power generation end markets, with a diversified mix of domestic and international manufacturing.

## Industrial Plastics

### PROJECT CLOVER

Buy-Side

#### About the Mandate:

G2 is currently serving as the buy-side advisor to an international manufacturer of technical hoses, hose systems, and ancillary high-performance plastic products

## Consumer Product Manufacturing

### PROJECT TIMBER

Sell-Side

#### About the Mandate:

G2 is currently advising on the sale of an outdoor consumer product manufacturer. The Company designs and manufactures portable sawmills for enthusiasts and light industrial customers through multiple consumer brands.

# KEY I&M TRADING STATISTICS

Sector	Number of Companies	Median Enterprise Value (\$MM)	LTM <sup>1</sup>			
			Median Revenue Growth	Median EBITDA Growth	EV / Revenue	EV / EBITDA
Aerospace Manufacturing	17	\$15,269	7.2%	13.3%	1.8x	13.3x
Building Products	13	\$9,322	2.7%	-1.2%	2.0x	11.4x
Chemicals	18	\$17,852	-2.2%	2.5%	1.9x	10.0x
Construction	11	\$9,100	10.6%	15.0%	0.9x	11.5x
CPG	11	\$28,335	-0.3%	8.1%	2.4x	13.0x
Electrical Equipment	11	\$19,117	-0.9%	-1.2%	3.4x	14.4x
Food	13	\$30,367	1.2%	9.1%	1.9x	11.3x
Industrial Technology	10	\$52,175	4.4%	7.5%	4.1x	16.2x
Materials	15	\$13,909	11.4%	10.9%	3.2x	11.2x
Metals	11	\$9,590	-7.9%	-34.0%	0.8x	8.6x
Packaging	11	\$15,511	-1.7%	0.9%	1.5x	10.1x
Plastics	10	\$3,622	-2.1%	2.7%	0.9x	7.8x

1) LTM March 31, 2025  
Source: S&P Capital IQ

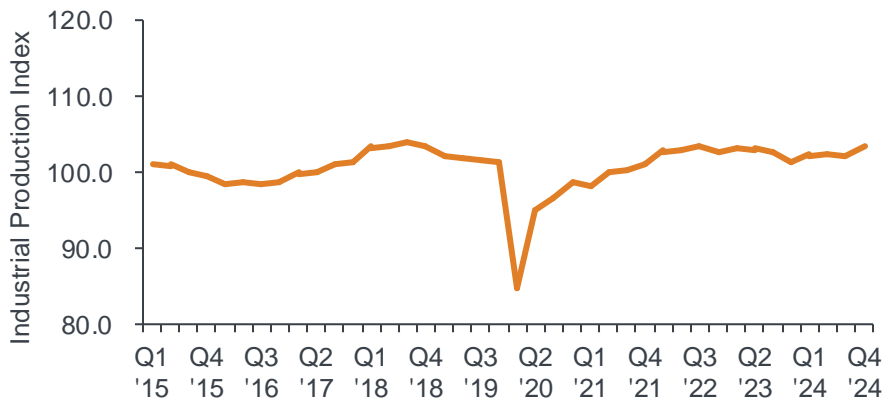
# Q1 2025 M&A TRANSACTIONS

DATE	ACQUIRER	TARGET	DESCRIPTION	ENTERPRISE VALUE	REVENUE	EBITDA
14-Mar-25	Diversified Energy(Alabama)	Maverick Natural Resources	Operator of oil and gas assets intended to serve the non-renewable energy sector.	\$600.0	0.7x	1.6x
03-Mar-25	Borealis	NOVA Chemicals	Manufacturer of chemicals and plastic products intended to deliver innovative products to make everyday life healthier and safer.	\$13,400.0	n/a	n/a
28-Feb-25	We Soda	Genesis Alkali	Manufacturer of specialty chemicals intended for a variety of industrial and consumer applications.	\$1,425.0	1.9x	9.9x
07-Jan-25	BWX Technologies	Kinectrics	Provider of life cycle management services for the nuclear, renewable, fossil and hydroelectric generating industries.	\$525.0	1.8x	n/a
17-Jan-25	Woodgrain	JELD-WEN (Towanda Manufacturing Business in Pennsylvania)	Manufacturer of wood fiber composite building products based in Towanda, United States.	\$115.0	n/a	n/a
23-Jan-25	Aperam	Universal Stainless & Alloy Products	Manufacturer of specialty steel products based in Bridgeville, Pennsylvania.	\$539.0	1.6x	8.9x
28-Jan-25	RHI Magnesita	Resco Products	Manufacturer of refractory products intended for the metal, hydrocarbon processing, cement and lime production sectors.	n/a	n/a	n/a
04-Feb-25	Ball	Florida Can Manufacturing	Manufacturer of aluminum cans and packaging solutions intended to serve industries such as food, beverage, and healthcare.	\$160.0	n/a	n/a
14-Feb-25	Praana Group	Owens Corning (Glass Reinforcements Business)	Manufacturer of glass reinforcement products based in Toledo, Ohio.	\$755.0	0.7x	n/a
18-Feb-25	Integer Holdings	Vsi Parylene	Provider of parylene coating services intended for industries such as medical devices, electronics, aerospace, defense, transportation, and elastomer.	\$28.0	n/a	n/a
31-Mar-25	Heidelberg Materials	Giant Cement Holding	Manufacturer of masonry cement catering to the construction industry.	\$600.0	n/a	n/a
31-Mar-25	Validor Capital	Pioneer Steel	Manufacturer and provider of steel plate processing services and precision machining for industrial sectors.	n/a	n/a	n/a
01-Apr-25	Ballymore Company, One Equity Partners	Valley Craft Industries	Manufacturer of material-handling equipment intended for industrial purposes.	n/a	n/a	n/a
26-Mar-25	Nonantum Capital Partners	MSI Express	Provider of contract packaging and manufacturing services intended primarily for shelf-stable human and pet food.	n/a	n/a	n/a
19-Mar-25	Weinberg Capital Group	Gavitt Wire & Cable Co.	Manufacturer of custom cables, wires, and cords.	n/a	n/a	n/a
18-Mar-25	Andreessen Horowitz, Blue Point Capital Partners, E-3 Technical Solutions	Sylvan Group	Provider of industrial pipe installation, fabrication and turbine contracting services to automotive, energy, government, education, water treatment and pharmaceutical industries.	n/a	n/a	n/a
05-Mar-25	Breedon Group	Lionmark Construction Companies	Provider of construction and material services intended for infrastructure projects throughout the Midwest.	\$238.0	1.0x	7.7x
25-Nov-24	Quikrete Holdings	Summit Materials	Manufacturer of construction materials based in Denver, Colorado.	\$11,366.0	3.0x	13.9x

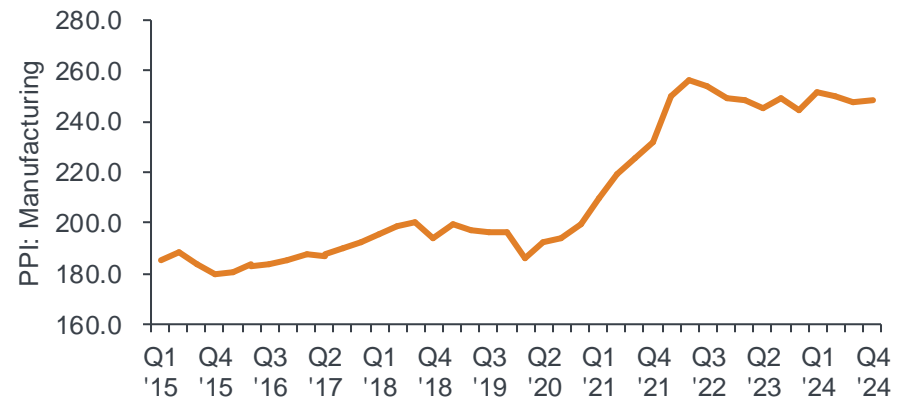
Source: S&P Capital IQ, company websites

# MARKET INDICATORS

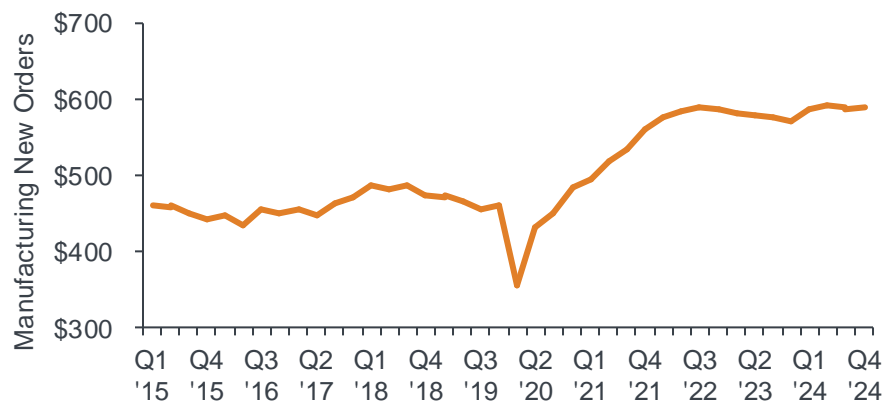
Industrial Production Index



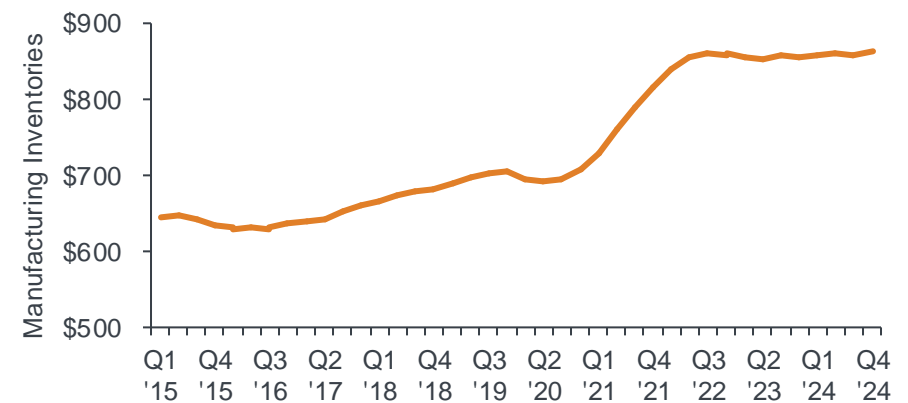
Producer Price Index: Manufacturing



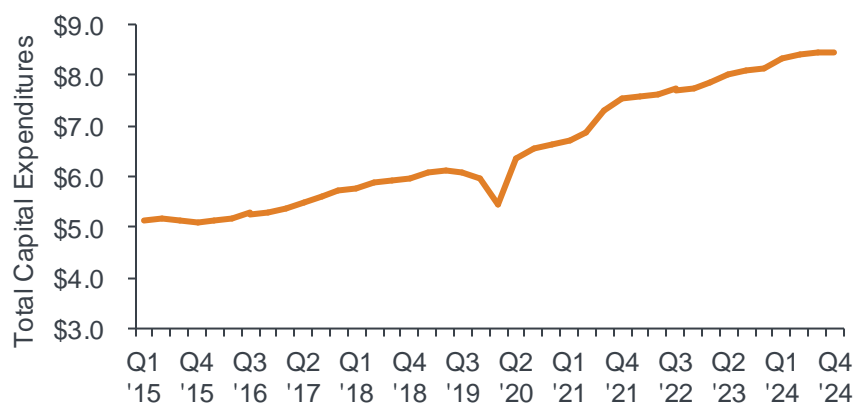
Manufacturing New Orders (\$B)



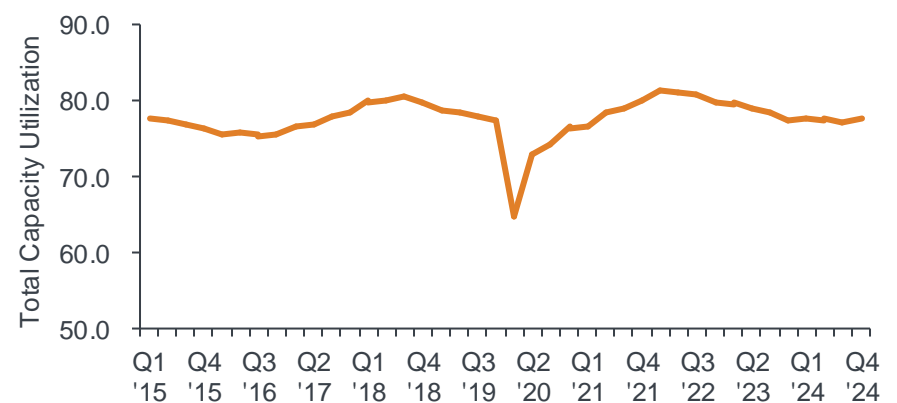
Manufacturing Total Inventories (\$B)



Total Capital Expenditures (\$TN)



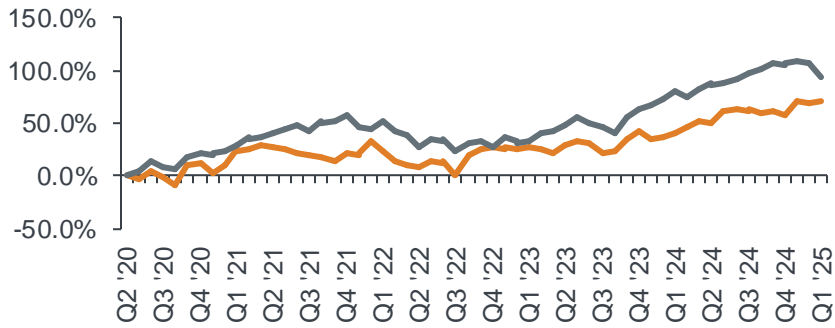
Total Capacity Utilization



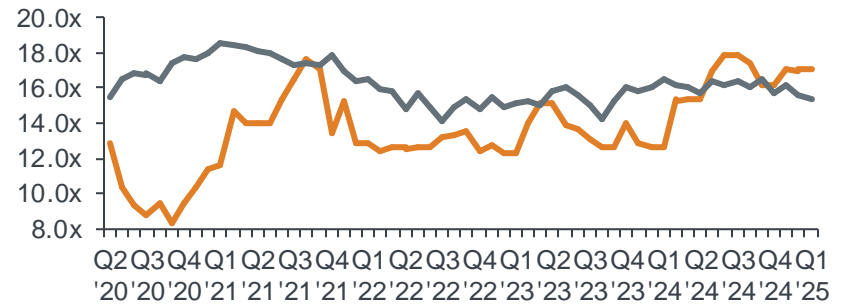
Source: Federal Reserve Economic Data

# MARKET INDICATORS

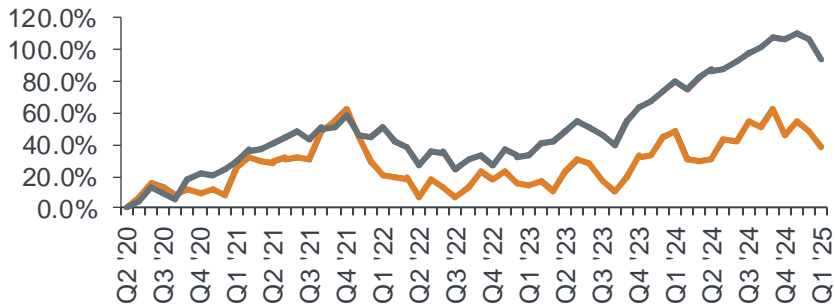
Aerospace Manufacturing Market Cap



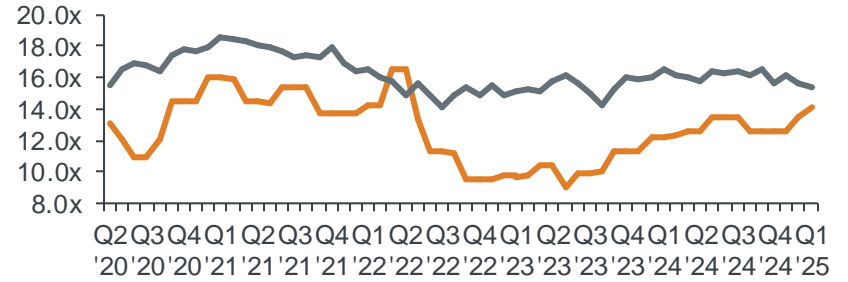
Aerospace Manufacturing EV / EBITDA



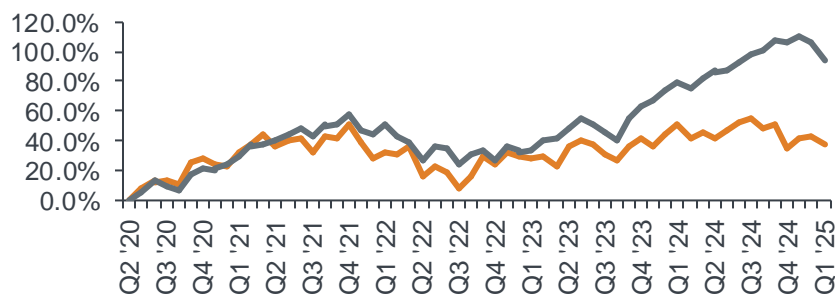
Building Products Market Cap



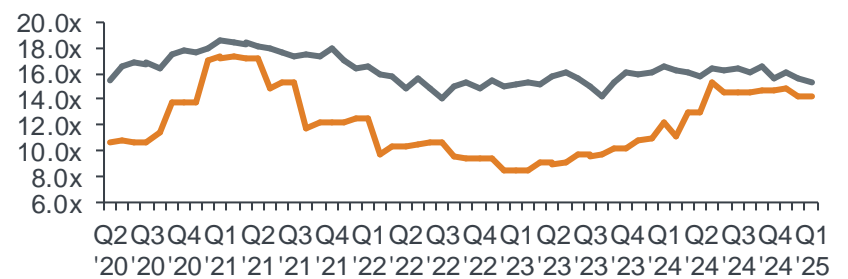
Building Products EV / EBITDA



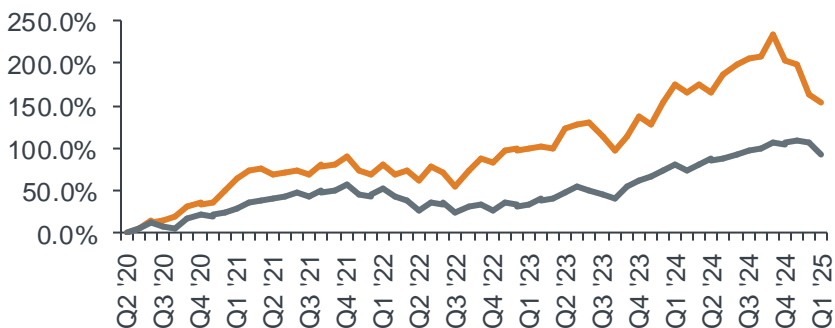
Chemicals Market Cap



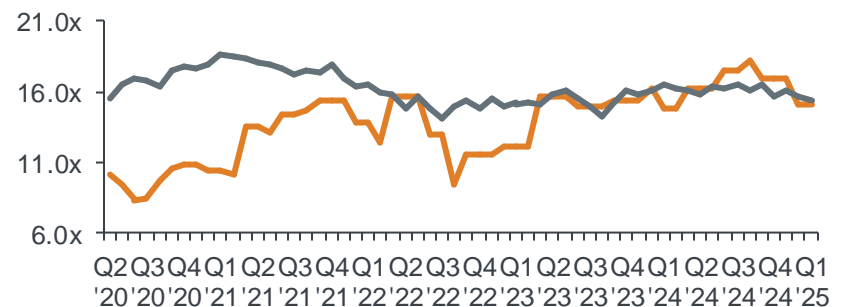
Chemicals EV / EBITDA



Construction Market Cap



Construction EV / EBITDA

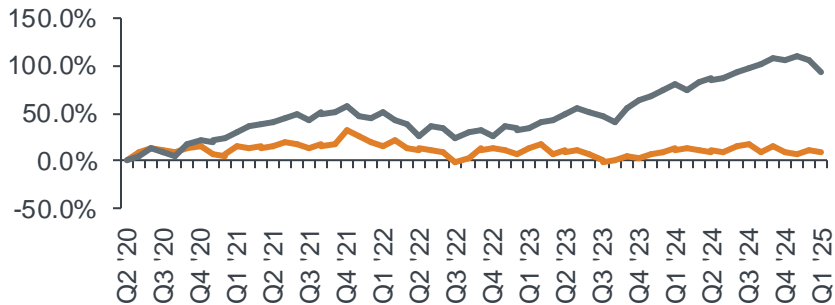


I&M Sector S&P 500

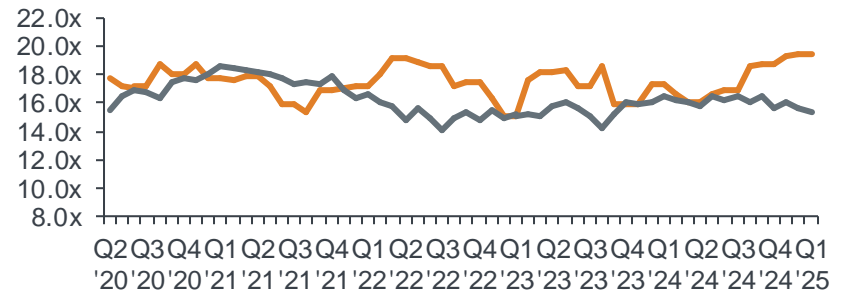
Source: S&P Capital IQ as of trading on March 31, 2025  
Past performance is no guarantee of future results

# MARKET INDICATORS

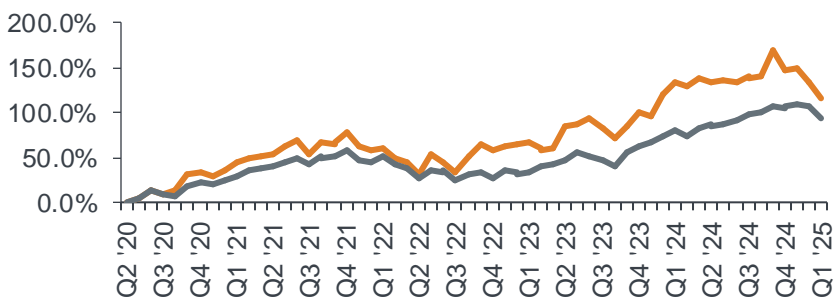
CPG Market Cap



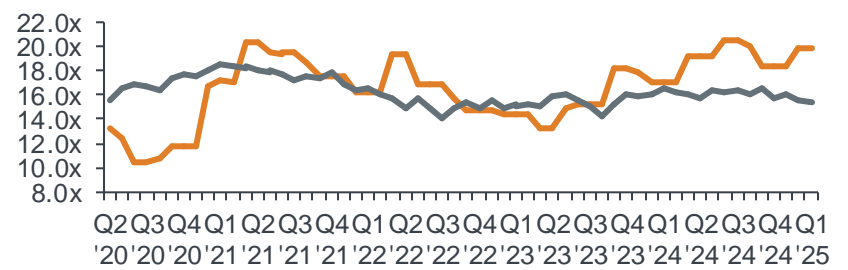
CPG EV / EBITDA



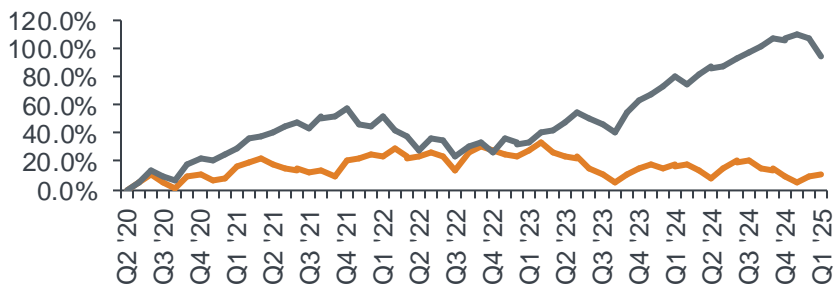
Electrical Equipment Market Cap



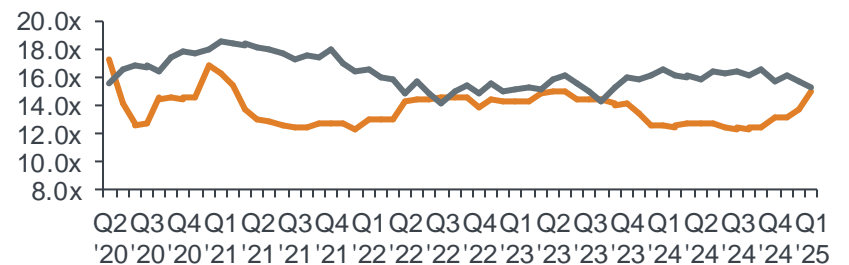
Electrical Equipment EV / EBITDA



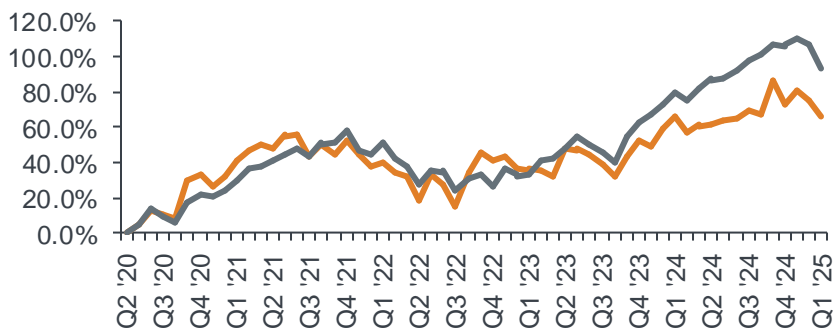
Food Market Cap



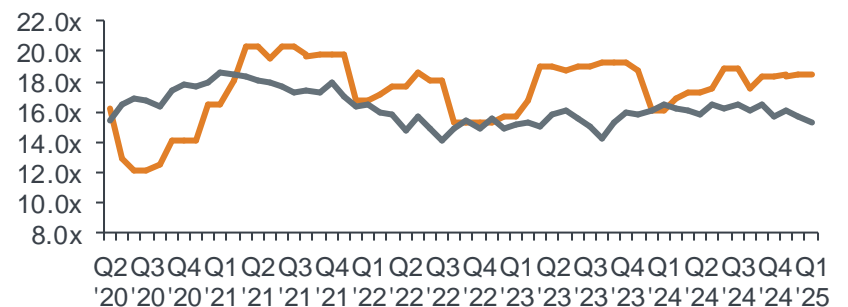
Food EV / EBITDA



Industrial Technology Market Cap



Industrial Technology EV / EBITDA



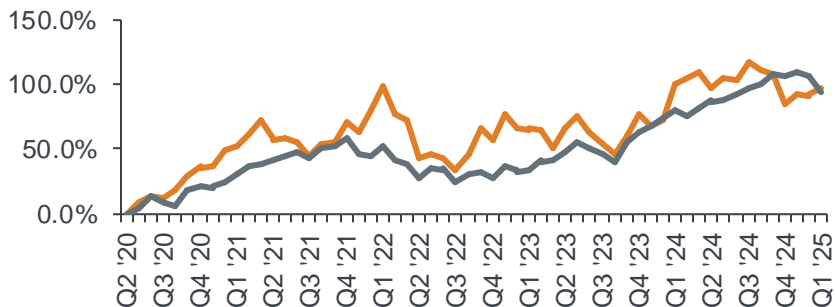
I&M Sector S&P 500

Source: S&P Capital IQ as of trading on March 31, 2025  
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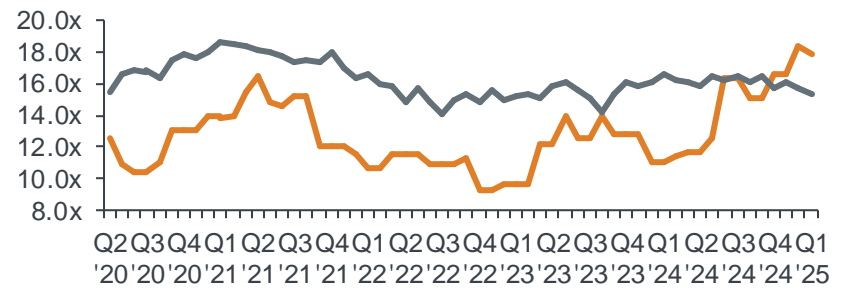


# MARKET INDICATORS

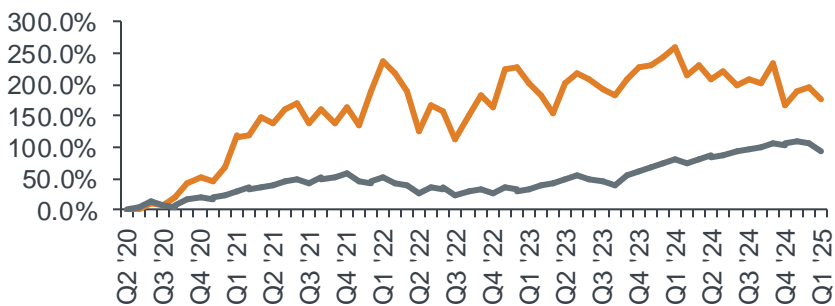
Materials Market Cap



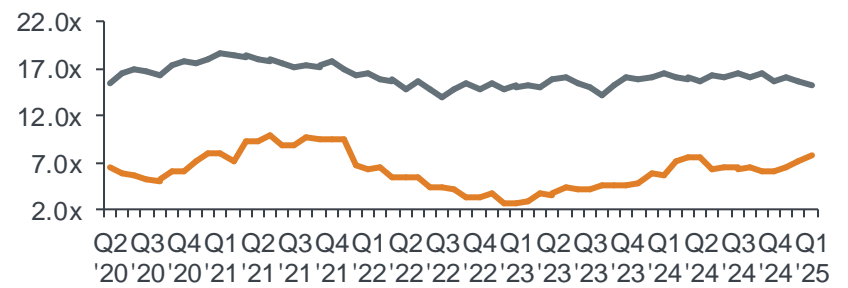
Materials EV / EBITDA



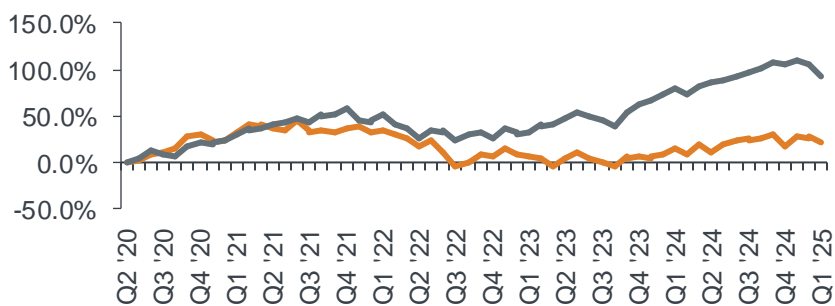
Metals Market Cap



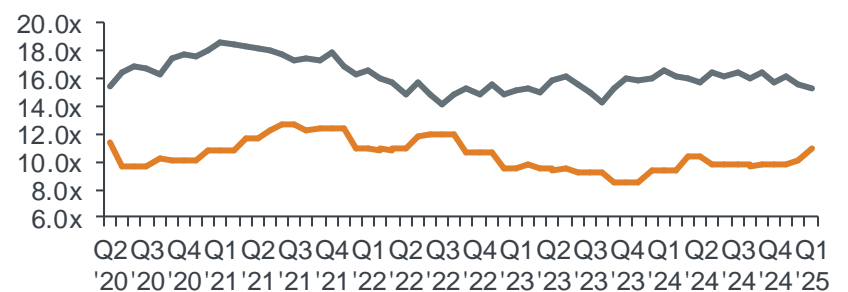
Metals EV / EBITDA



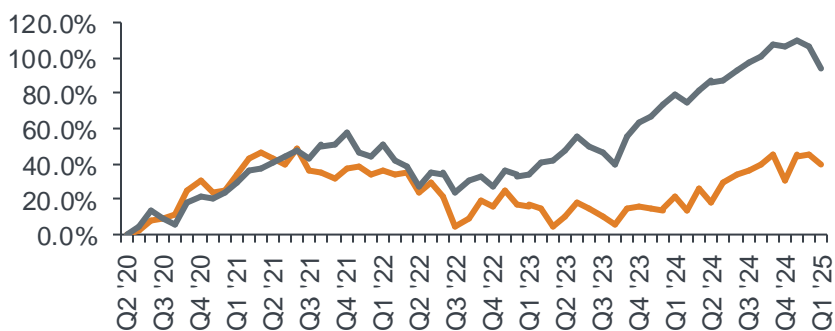
Packaging Market Cap



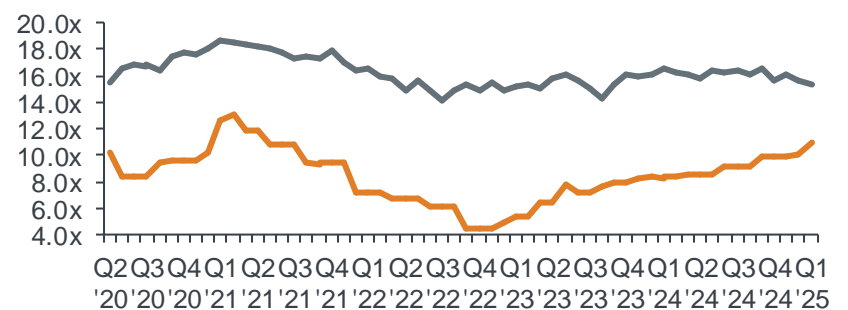
Packaging EV / EBITDA



Plastics Market Cap



Plastics EV / EBITDA



— I&M Sector
 — S&P 500

Source: S&P Capital IQ as of trading on March 31, 2025  
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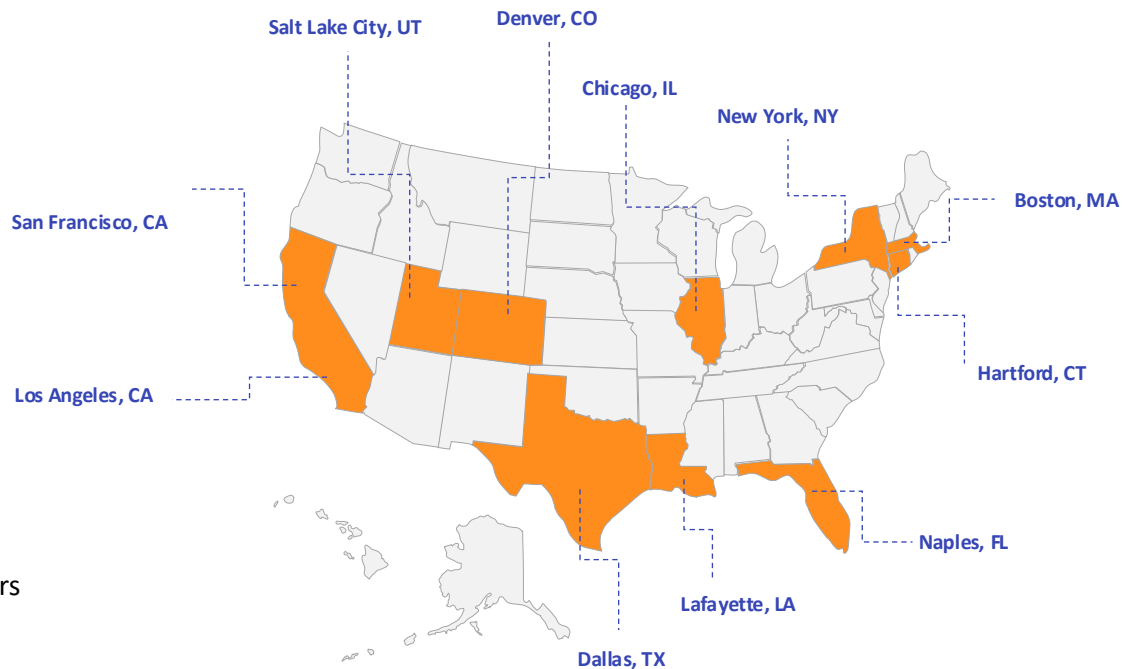
# G2 FIRM OVERVIEW

## Overview:

- 500+ mandates in 12 years
- \$5B+ total executed transaction value
- Extensive industry experience
- Robust strategic and sponsor relationships
- Active touchpoints with logical sellers and buyers

## A Multi-faceted Platform:

Focused on crafting bespoke operational and financial advisory solutions for our corporate and investor clients. G2 works with clients across a range of situations.



## Sector Expertise:



**Industrials & Manufacturing**

### I&M Focus Sectors:

- Building Products / Construction
- Metals / Materials
- Container / Packaging
- Niche Manufacturing
- Distribution



**Transportation & Logistics**

### T&L Focus Sectors:

- Freight Forwarding
- Trucking / Final Mile
- Warehousing / Distribution
- Third Party Logistics (3PL)
- e-Commerce Fulfillment



**Technology & Business Services**

### TBS Focus Sectors:

- Tech-enabled Services
- BPO
- Managed Services
- Internet & Digital Media
- Business Services



**Consumer & Retail**

### C&R Focus Sectors:

- Fast Moving Consumer Goods
- Retail & E-Commerce
- Quick Serve Restaurants
- Fast Casual Dining
- Marketing Services

## Connect With Our Team:



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