



Seale & Associates

INDUSTRIAL AUTOMATION
INDUSTRY
Q3 2024
VALUATION UPDATE

25 years

Table of Contents

Industry Overview

4

Global Comparable Public Companies

5

Global Transactions

8

About Seale

9



Introduction

We are pleased to share our Industrial Automation Industry Multiples Valuation Update for Q3 2024.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our client's strategic objectives in a range of transactions, including **Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures**, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our clients who are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms, and family-owned businesses across a wide range of industries.



James A. Seale | President

jseale@sealeassociates.com



Brett M. Carmel | Senior Managing Director

bcarmel@sealeassociates.com



Robert Whitney | Managing Director

rwhitney@sealeassociates.com



Sergio Garcia del Bosque | Managing Director

sgarcia@sealeassociates.com



Carlos Hernández Goudet | Managing Director

chernandez@sealeassociates.com



Alejandro Montemayor | Vice President

amontemayor@sealeassociates.com



Armando Rios | Vice President

arios@sealeassociates.com

Industrial Automation’s Industry Overview, M&A Trends and Market Intelligence

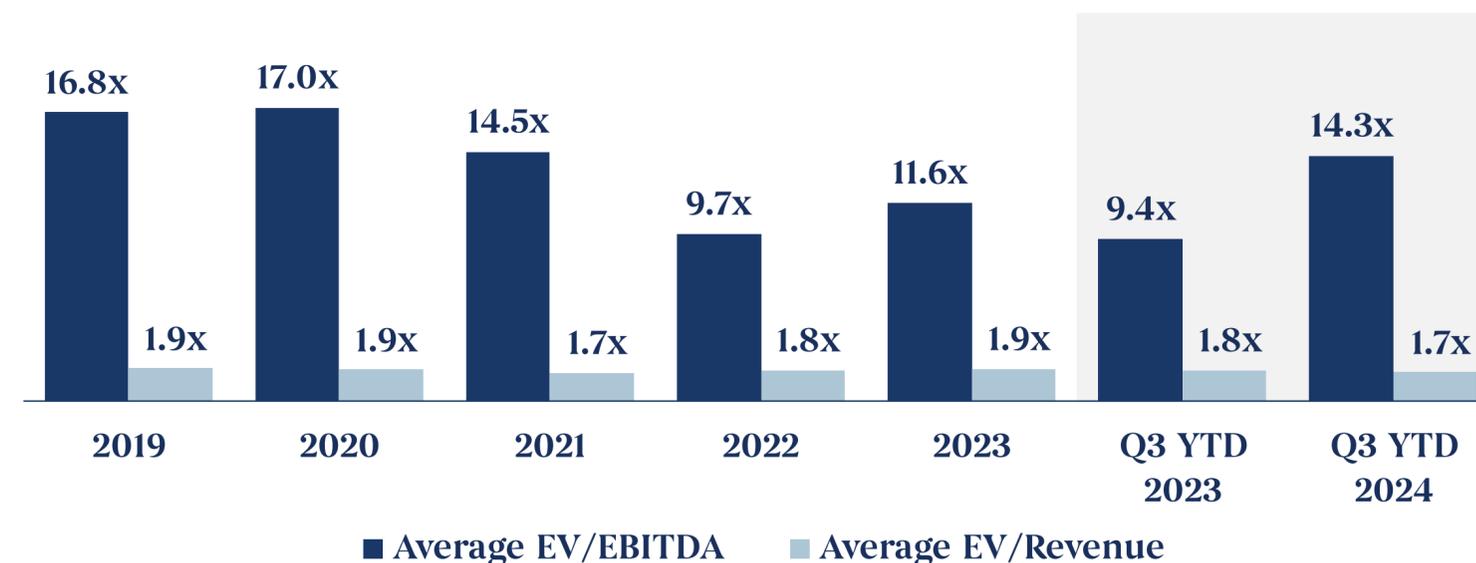
Industrial Automation M&A Trends and Market Intelligence

- The industrial automation market has **grown significantly**, from **US\$154.8B in 2023** to **US\$168.6B in 2024**. This trend is expected to continue, reaching **US\$258.0B by 2029**, with a **projected CAGR of 8.9%**
- Key drivers of this growth include the increasing adoption of **IoT**, rising healthcare spending, growing demand in the agricultural sector, and the surge in passenger air traffic
- The rollout of **5G technology** and the adoption of **Industry 4.0** are further accelerating demand for automation across industries. Technologies like **AR, digital twins, digitalization**, and **industrial IoT** are playing a crucial role in this expansion. The **mining and metals** sector is expected to lead this growth, followed by **healthcare, oil & gas**, and **chemicals**, all of which are leveraging automation to enhance efficiency and competitiveness
- As **AI** and **robotics** become increasingly integrated, they are set to revolutionize production models, bringing greater **flexibility** and **efficiency**. However, this also presents challenges, particularly in **cybersecurity** and the **skills gap**, requiring substantial investments in both technology and workforce training
- The rise of automation has also driven strong **M&A** activity, with **private equity** firms playing a dominant role, accounting for **40% of transaction volume** by mid-2024. These firms are deploying their significant **dry powder** to acquire high-growth assets, particularly in **systems integration** and **MRO services**, where automation is critical to operational efficiency
- This **robust growth outlook**, combined with a **surge in M&A activity**, highlights the ongoing **transformation** in the **industrial automation landscape**, where **companies** that **embrace innovation** and tackle challenges are **emerging as leaders**

Industrial Automation’s Industry Market Size (US\$B)



Industrial Automation Industry M&A Average EV/EBITDA and EV/Revenue



Source: Fortune Business Insights, The Business Research Company, Jake Jorgovan, Statzon, and Other Industry Reports

Industrial Automation Global Comparable Public Companies (1/2)

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		Third Quarter Sep. 30, 2024		
						2022	2023	EV/EBITDA	EV/Revenue	
ABB Ltd		CHE	\$106,899	\$111,513	\$32,322	18.6%	13.5x	14.2x	18.6x	3.5x
AMETEK, Inc.		USA	\$39,757	\$42,243	\$6,825	32.2%	18.3x	18.6x	19.2x	6.2x
Daifuku Co., Ltd.		JPN	\$7,145	\$6,625	\$4,342	13.0%	15.9x	14.1x	11.7x	1.5x
Datalogic S.p.A.		ITA	\$365	\$382	\$549	4.0%	8.1x	6.6x	17.5x	0.7x
Emerson Electric Co.		USA	\$62,571	\$76,928	\$16,963	26.6%	13.9x	12.7x	17.1x	4.5x
Honeywell International Inc.		USA	\$134,294	\$154,087	\$37,334	25.1%	16.2x	16.2x	16.4x	4.1x
Mitsubishi Electric Corporation		JPN	\$33,563	\$31,550	\$37,163	10.5%	5.8x	7.2x	8.1x	0.8x
Murata Manufacturing Co., Ltd.		JPN	\$36,678	\$33,669	\$11,826	27.0%	8.0x	10.3x	10.5x	2.8x
OMRON Corporation		JPN	\$8,999	\$10,400	\$5,578	5.4%	13.2x	11.6x	34.3x	1.9x

Industrial Automation Global Comparable Public Companies (2/2)

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		Third Quarter Sep. 30, 2024		
						2022	2023	EV/EBITDA	EV/Revenue	
Rockwell Automation, Inc.	 USA	\$30,461	\$34,339	\$8,792	21.7%	22.0x	20.3x	18.0x	3.9x	
Schneider Electric S.E.	 FRA	\$147,818	\$161,306	\$40,645	20.1%	14.8x	14.8x	19.8x	4.0x	
Siemens Aktiengesellschaft	 DEU	\$157,566	\$210,109	\$87,688	16.8%	15.7x	15.1x	14.3x	2.4x	
TE Connectivity plc	 CHE	\$45,889	\$48,768	\$15,812	24.5%	11.7x	11.7x	12.6x	3.1x	
Yokogawa Electric Corporation	 JPN	\$6,637	\$5,856	\$3,842	19.3%	10.8x	8.8x	7.9x	1.5x	
■ Excluded from mean and median						Mean	13.3x	13.5x	14.7x	2.7x
						Median	13.7x	13.4x	16.7x	3.0x

Industrial Automation – Q3 Global Transactions (1/2)

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Sep-24		USA	Balmoral Funds , private equity firm, acquired DWFritz , provider of customized nano-automation solutions, positioning DWFritz as an independent player in custom precision automation			100.0%	-	-	-
Sep-24		USA	Mpac , provider of high-speed packaging and automation solutions, acquired BCA , provider of robotic automation solutions, further expanding its footprint in North America		-	100.0%	\$17.0	-	-
Sep-24		FRA	GCC , provider of construction services, acquired IESA , provider of automation and electrical systems, strengthening its expertise of the Energy division in the Auvergne-Rhône-Alpes region		-	100.0%	-	-	-
Sep-24		USA	MITAR , private equity firm, acquired Micromatic , manufacturer of rotary actuators and automated assembly equipment, from Forest Hill Partners, growing in the automation industry			100.0%	-	-	-
Sep-24		USA	Houchens Industries , ESOP company, acquired H.H. Barnum , distributor of controls for factory and warehouse automation, providing growth capital necessary for growth objectives		-	100.0%	-	-	-
Aug-24*		USA	IDG , developer of affordable housing solutions, announced the acquisition of Fusion , provider of brazing and soldering automation technology, expanding its reach into complementary markets		-	100.0%	-	-	-
Aug-24		FIN	Bravida Finland , provider of multi-technical services, acquired Prosessiautomaatio Oy , provider of building automation services, strengthening its position in south-western Finland		-	100.0%	-	-	-

Industrial Automation – Q3 Global Transactions (2/2)

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Aug-24		USA	Almeida Strategic Investments acquired Brilliant NextGen , manufacturer of home control and automation systems, expanding solutions for builders and enabling them to simplify and enhance smart home control	Almeida Strategic Investments	-	100.0%	-	-	-
Aug-24		GBR	AIR , provider of industrial automation solutions, acquired Sewtec Automation , manufacturer of industrial automation systems, from Endless, strengthening its engineering capabilities and expanding geographic footprint			100.0%	-	-	-
Aug-24*		ESP	Indra , holding company promoting technological progress, announced the acquisition of Deimos , developer of software systems and engineering services, from Elecnor, looking to expand its portfolio "Space NewCo"			100.0%	-	-	-
Jul-24		USA	Acieta , provider of industrial robotic automation solutions, acquired Capital Industries , designer of robotic and automation products, enhancing its ability to deliver innovative automation solutions to manufacturers		-	100.0%	-	-	-
Jul-24*		ITA	OEP , private equity firm, announced the acquisition of a majority stake in Comau , provider of industrial automation and advanced robotics, from Stellantis, helping Comau to achieve autonomy			>50.0%	-	-	-
Jul-24		USA	AAE , manufacturer of high-tech machines and precision modules, acquired Solara Automation , manufacturer of industrial automation system equipment, enabling them to expand market reach		-	100.0%	-	-	-
Jul-24*		NLD	Eiffage Énergie Systèmes announced the acquisition of EKB , provider of industrial automation systems, strengthening its presence in the Netherlands		-	100.0%	-	-	-

* Announced transactions pending approval and other closing conditions

Sign up for M&A insights

We deliver sector-specific intelligence designed specifically for industry leaders, private equity firms, and their advisors. Our industry reports and featured articles deliver real-time access to key industry data, including:



Emerging industry trends

Quarterly reports covering 30+ industries

Monthly reports for the U.S., Mexico, and Colombia

Transaction analysis and market trends

Valuable insights for industry leaders

Receive email updates with our proprietary data, reports, and insights as they are published for the industries that matter to you the most

SUBSCRIBE

Global M&A Representative Engagements

<p>BEIJER REF</p> <p>has been acquired by</p>  <p>HERITAGE DISTRIBUTION HOLDINGS</p>	<p>avangardinnovative MOVING THE CIRCULAR ECONOMY FORWARD</p> <p>has sold a controlling interest to</p>  <p>WASTE MANAGEMENT</p>	<p>ZN ZINC NACIONAL</p> <p>has sold</p> <p>GSDKO</p> <p>Zinc Oxide Corporation a subsidiary of</p>  <p>Korea Zinc</p>	<p>Electrolux PROFESSIONAL</p> <p>has acquired</p> <p>unified brands a DOVER company</p> <p>from</p>  <p>DOVER</p>	<p>Port Contractors STEVEDORES - TERMINAL OPERATORS</p> <p>has been acquired by</p>  <p>ENSTRUCTURE</p>	<p>Oxbow</p> <p>Oxbow's Senior Subordinated debt issued by</p>  <p>H.J. BAKER ESTABLISHED 1888</p> <p>was refinanced by</p>  <p>BMO</p>	<p>Hertz</p> <p>has acquired</p>  <p>DONLEN</p>
<p>Standex</p> <p>has sold</p> <p>Enginetics</p> <p>to</p>  <p>Enjet AERO</p>	<p>ITT</p> <p>has sold</p> <p>BURNY KALIBURN PLASMA CUTTING INNOVATION</p> <p>and</p> <p>CNC Cleveland Motion Controls</p> <p>to</p>  <p>LINCOLN ELECTRIC</p>	<p>Honeywell</p> <p>has sold</p> <p>TENSOR</p> <p>to</p>  <p>GE Power Systems</p>	<p>TRIUMPH™</p> <p>has sold</p> <p>Triumph Processing - Embee Division</p> <p>to</p>  <p>AMP ALL METALS PROCESSING</p>	<p>TRIUMPH™</p> <p>has sold</p> <p>Triumph Air Repair, the APU Overhaul Operations of Triumph Aviation Services - Asia, and Triumph Engines businesses</p> <p>to</p>  <p>TGG THE GORES GROUP</p>	<p>Rheem</p> <p>has acquired</p>  <p>HTPG</p>	<p>GRACE</p> <p>has sold its GRACE Membranes business</p> <p>Uop a subsidiary of</p> <p>Honeywell</p>
<p>convatec - forever caring -</p> <p>has sold</p> <p>SENSI CARE</p> <p>and</p> <p>ALOE VESTA™</p> <p>to</p>  <p>MEDLINE</p>	<p>United Technologies</p> <p>has sold</p> <p>MobileView</p> <p>to</p> <p>SAFE FLEET Driving Safety Forward™</p>	<p>United Technologies</p> <p>has sold</p> <p>HTPG A division of Carrier Commercial Refrigeration, Inc.</p> <p>to</p> <p>MONOMOY CAPITAL PARTNERS and Starboard Capital Partners</p>	<p>LOCKHEED MARTIN</p> <p>has sold</p> <p>Commercial Flight Training Business</p> <p>to</p> <p>ALTEON A BOEING COMPANY</p>	<p>FLOWSERVE</p> <p>has sold</p> <p>D&B</p> <p>to</p> <p>DB DaviesBaird</p>	<p>KBR</p> <p>has acquired</p> <p>Wabi Wabi Development Corporation</p>	<p>H I G HARRISON GYPSUM, LLC</p> <p>has been recapitalized by</p> <p>H. I. G. PRIVATE EQUITY</p>



JAMES A. SEALE

President and Founder | Washington, DC

+1 (703) 623-9253

32+ years of global M&A experience, Attorney, CPA Arthur Andersen, and Professor of Global Investment Banking at George Washington University
University of Virginia - JD
University of Kentucky - BS in Accounting

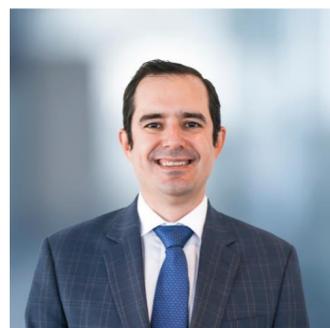


BRETT M. CARMEL

Senior Managing Director and Co-founder | Miami, FL

+1 (703) 294-6530

25+ years of global M&A experience and Professor of M&A at Johns Hopkins University
The George Washington University - MBA International Business and MA - International Affairs
University of Florida - BA in Political Science with High Honors

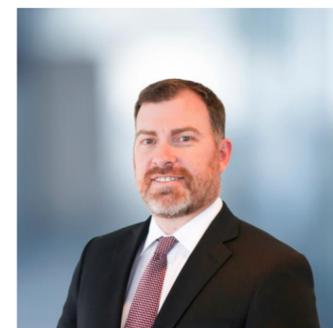


SERGIO GARCIA DEL BOSQUE

Managing Director | Mexico City, Mexico

+52 (55) 8000-7463

16+ years of global M&A experience
IPADE - MBA
Instituto Tecnológico y de Estudios Superiores de Monterrey
BS in Industrial Engineering



ROBERT E. WHITNEY

Managing Director | Washington, DC

+1 (703) 801-8939

19+ years of global M&A experience, CPA Deloitte & Touche, Corporate Audit and Assurance Services
University of Richmond - BS Business Administration in Accounting

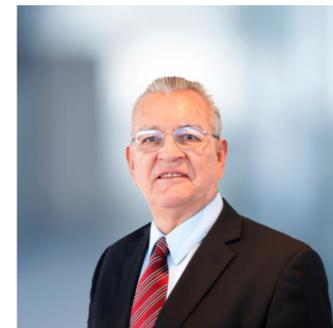


CARLOS HERNANDEZ GOUDET

Managing Director | San Luis Potosi, Mexico

+1 (571) 482-3432

14+ years of global M&A experience
Columbia University - MBA
Instituto Tecnológico y de Estudios Superiores de Monterrey
BS in Industrial Engineering



FELIPE BUENO

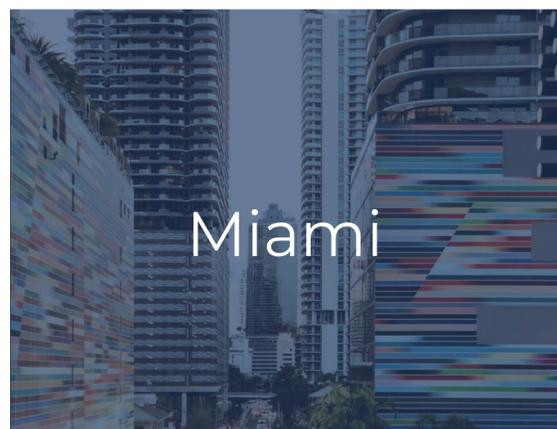
Senior Director | Monterrey, Mexico

+52 (84) 4432-4444

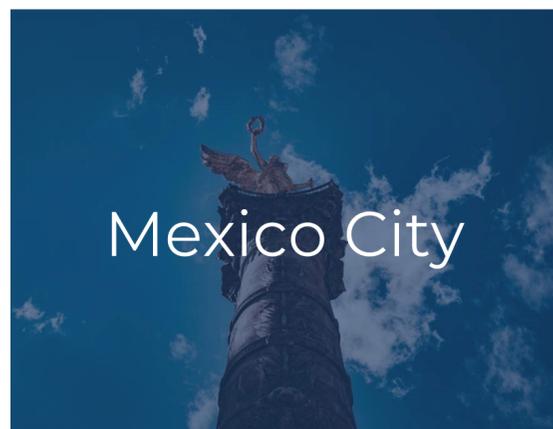
32+ years with Grupo Industrial Saltillo with experience as Director, Corp. Dev. and extensive global commercial experience
Instituto Tecnológico y de Estudios Superiores de Monterrey
MBA and BS in Industrial Engineering



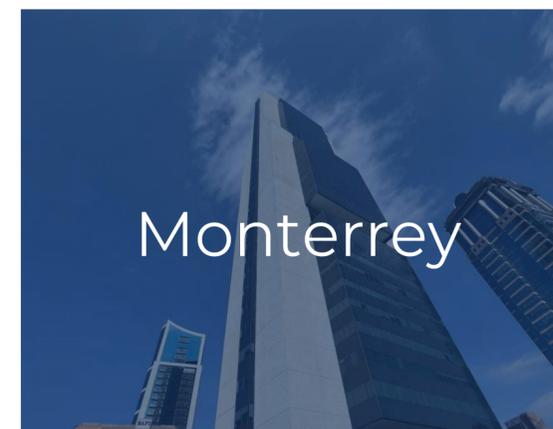
Washington D.C.



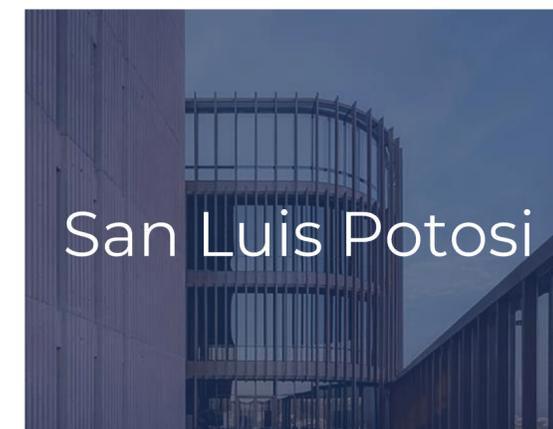
Miami



Mexico City



Monterrey



San Luis Potosi

Creative Solutions. Trusted Advice.

For over 25 years, Seale & Associates has served leading public and private companies from around the world and operating in a broad range of industries with a high level of quality, integrity and independence while presenting innovative ideas and trusted solutions to address their most complex dealings.

25

YEARS OF
EXPERIENCE

\$50B+

TRANSACTIONS
GLOBALLY

SERVICES AND SOLUTIONS

Mergers & Acquisitions

Divestitures

Joint Ventures / Alliances

Recapitalizations

Due Diligence / Support

Expert Witness Testimony

Corporate Finance Advisory

Strategy Consulting

Trusted Advisor to Leading Companies Worldwide

We have worked repeatedly with many of the most well-known companies in the world...

...as well as with reputable funds, family-offices and privately held companies.



Seale & Associates

Creative Solutions. Trusted Advice.