



Seale & Associates

PAINTS & COATINGS INDUSTRY
Q1 2023
VALUATION UPDATE

Introduction

We are pleased to share our Paints & Coatings Industry Multiples Valuation Update for Q1 2023.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our clients' 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 23+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our Paints & Coatings Industry clients that 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 | Managing Director
chernandez@sealeassociates.com




Alejandro Montemayor | Vice President
amontemayor@sealeassociates.com

Sector relevant experience

Extensive M&A transaction experience, including:

- Acquisition Advisory Services to Sherwin Williams Company
- Corporate Finance Advisory Finance to Pinturas Doal, S.A. de C.V.
- Corporate Finance Advisory Finance to Pinturas Berel, S.A. de C.V.
- Corporate Finance Advisory Finance to Pyosa, S.A. de C.V.
- Corporate Finance Advisory Finance to Velsicol Chemical Corporation
- Corporate Finance Advisory Finance to Axalta Coating Systems Ltd




**Corporate Finance
Advisory Services**



**Corporate Finance
Advisory Services**



**Acquisition
Advisory Services**



**Corporate Finance
Advisory Services**









**Corporate Finance
Advisory Services**










**Corporate Finance
Advisory Services**

Small-Mid Cap Global Comparable Public Companies

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Axalta Coating Systems Ltd.		USA	\$6,696	\$9,903	\$4,884	15.5%	12.0x	11.1x	12.5x	2.0x
Clariant AG		CHE	\$5,447	\$6,453	\$5,621	15.6%	11.3x	8.9x	6.5x	1.1x
Element Solutions Inc		USA	\$4,661	\$6,362	\$2,444	19.0%	14.5x	12.8x	12.2x	2.5x
Elementis plc		GBR	\$860	\$1,270	\$736	19.8%	11.5x	8.0x	8.2x	1.7x
H.B. Fuller Company		USA	\$3,685	\$5,483	\$3,702	13.6%	12.0x	11.4x	10.4x	1.5x
Kansai Paint Co., Ltd.		JPN	\$3,143	\$3,924	\$3,721	9.9%	14.2x	10.2x	9.9x	1.1x
						Mean	12.6x	10.4x	9.9x	1.6x
						Median	12.0x	10.7x	10.1x	1.6x

Large Cap Global Comparable Public Companies

Company	Country	Market Cap. US\$M	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023		
						2021	2022	EV/EBITDA	EV/Revenue	
Akzo Nobel N.V.		NLD	\$13,328	\$18,005	\$11,927	8.6%	13.6x	12.3x	14.9x	1.5x
BASF SE		DEU	\$46,933	\$66,068	\$91,520	11.1%	14.4x	5.2x	9.9x	0.7x
DuPont de Nemours, Inc.		USA	\$32,895	\$36,947	\$13,017	24.5%	10.0x	9.8x	10.9x	2.8x
Nippon Paint Holdings Co., Ltd.		JPN	\$21,871	\$25,397	\$9,926	11.8%	30.9x	23.3x	22.0x	2.6x
PPG Industries, Inc.		USA	\$31,439	\$37,986	\$17,724	13.9%	16.5x	15.0x	14.8x	2.2x
RPM International Inc.		USA	\$11,262	\$14,130	\$7,224	13.0%	14.9x	15.7x	14.0x	2.0x
The Sherwin-Williams Company		USA	\$58,002	\$70,312	\$22,593	16.6%	20.4x	20.2x	16.7x	3.2x
						Mean	15.0x	13.0x	13.5x	2.0x
						Median	14.6x	13.6x	14.4x	2.1x

■ Excluded from mean and median

Paints and Coatings- Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23		THA	Manufactures external coatings	TOYOINK	-	100.0%	-	-	-
Mar-23		HUN	Manufacture bucket plasters and paints		-	100.0%	-	-	-
Feb-23		USA	Manufactures specialty coatings			100.0%	\$205.0	-	1.5x

Representative Global Engagements

 has acquired 	 has acquired 	 has sold Triumph Processing - Embee Division to 	 has sold Triumph Air Repair & Triumph Engines businesses to 	 has acquired unified brands from 	 has partnered with a company backed by 	 has acquired 	 has sold the North American guarding business of to 	 has sold to 	 has sold to 	 a subsidiary of has sold to
 has sold to Daives Baird Pty Ltd a sister company of 	 has acquired 	 has sold to Code Flower Inc.	 has sold its GRACE Membranes Business a subsidiary of 	 has sold and to 	 has sold a controlling interest to 	 has been acquired by 	 has sold SENSI CARE and ALOE+VESTA to 	 has sold their Sanitaryware Manufacturing Plant to 	 has acquired Multiple snack companies 	 has sold to
 has sold Commercial Flight Training Business to 	 has been acquired by 	 has sold Oxbow Sulphur, Inc. to 	 has been acquired by 	 has sold to 	 has acquired 	 has acquired 	 has acquired 	 has sold its SYCAR Resins business to 	 has sold to Private Equity Partners	 has been acquired by
 has sold to 	 has acquired KFC Costa Rica from 	 has been acquired by 	 has sold to 	 has sold the Films Business of to 	 has been acquired by 	 has sold to 	 Oxbow's Senior Subordinated debt issued by was refinanced by 	 has sold to 	 has acquired from THE MOORE COMPANY	 sold its concrete pumping business to

Advisor to Leading Companies Worldwide



Contact



Headquarters

901 N. Glebe Road
5th Floor
Arlington, Virginia
+1 (703) 294 6770



Latin America Office

Av. Javier Barros Sierra 495
3rd Floor
Park Plaza III
Mexico City, Mexico



Monterrey Office

Av. Lázaro Cárdenas 2225
3rd Floor
San Pedro Garza García, N.L.

Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry

© Seale & Associates

Washington, D.C. | Miami | Cincinnati | Mexico City | Monterrey

Creative Solutions. Trusted Advice.

For over 20 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.

SERVICES AND SOLUTIONS

25
YEARS OF EXPERIENCE

\$50B+
CLOSED TRANSACTIONS
GLOBALLY

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.