

## Introduction

We are pleased to share our Building Products 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 Building Products 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.



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## Sector-Relevant Experience







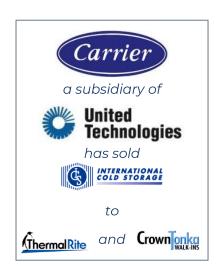






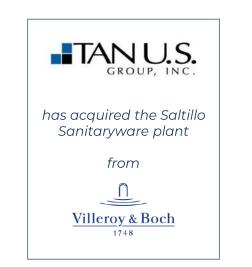
































**Plant** 



SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

## Villeroy & Boch

**TARGET:** Sanitaryware Manufacturing Plant **TRANSACTION TYPE:** Divestiture advisory **INDUSTRIES:** Construction, Building Products

**GEOGRAPHY:** Ramos Arizpe, Mexico

#### **SITUATION**

Seale & Associates acted as exclusive financial advisor to Villeroy & Boch (XTRA: VIB3), one of the world's leading premium brands for ceramic products, in the divestiture of its Sanitaryware Manufacturing Plant to Organización Corona.

#### **SEALE & ASSOCIATES' APPROACH**

Seale managed a divestiture process with a disciplined approach that allowed our client to maintain a positive momentum throughout the process. Seale's approach was adapted to work in the middle of the Covid-19 pandemic and relied heavily on technological tools for conducting virtual meetings and tasks with parties in multiple locations across the globe. Seale's approach ensured a successful closing under favorable terms for our client.

#### **OUTCOME**

The process resulted in the successful acquisition of Villeroy & Boch's (XTRA: VIB3) Sanitary Manufacturing Plant located in Ramos Arizpe, by Organización Corona, a Colombian multination with 140 years of expertise in the manufacturing and distribution of products and solutions for the home improvement and construction industries.





has sold its

Sanitaryware Manufacturing Plant

to

corona

"Seale continues to build on a 20-year track record of successful advising multinational clients in the building products sector, and in particular the bathroom products segment.

We are pleased to have had the opportunity to advise Villeroy & Boch on the sale of their Ramos Arizpe sanitaryware plant to Corona.

Our continued success is a testament to having earned the trust, confidence, and respect of the key players in the building products industry."

Brett Carmel, Senior Managing Director, Seale & Associates

SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

### WoodCrafters

**TARGET:** WoodCrafters Home Products **TRANSACTION TYPE:** Sell-side Advisory

**INDUSTRIES:** Construction, Building Products

**GEOGRAPHY:** Texas, USA

#### **SITUATION**

Seale & Associates acted as financial advisor to WoodCrafters Home Products on the sale of the company to Fortune Brands Home & Security, Inc. (NYSE: FBHS). WoodCrafters is a manufacturer of bathroom vanities and tops with estimated annual sales of US\$230 million and approximately 2,000 associates.

#### **SEALE & ASSOCIATES' APPROACH**

Seale managed a competitive auction process with potential strategic and financial buyers for WoodCrafters. Seale's disciplined approach allowed our client to maintain momentum and negotiating leverage throughout the process and ensure closing at a premium value and more favorable terms.

#### **OUTCOME**

The process resulted in a successful acquisition of WoodCrafters by Fortune Brands Home & Security, Inc. (NYSE: FBHS), and industry-leading home and security products company. The announced value of the transaction was US\$300 million.





has been acquired by



"Seale & Associates has established a very high standard on the culture of commitment, determination, transparency, honesty, and above all, integrity.

They have developed their men and women into becoming top leaders and advisors in investment banking."

Abraham Tanus, Chief Executive Officer, Mountainside Investment Group SEALE & ASSOCIATES' SECTOR RELEVANT EXPERIENCE

### Vitromex

**TARGET:** Vitromex

**TRANSACTION TYPE:** Sell-side Advisory **INDUSTRIES:** Construction, Building Products

**GEOGRAPHY:** Coahuila, Mexico

#### **SITUATION**

Seale & Associates acted as financial advisor to Grupo Industrial Saltillo (BMV: GISSA A) on the sale of Vitromex to Mohawk Industries, Inc. (NYSE: MHK). Vitromex is a Mexican company that manufactures ceramic and porcelain floors and walls.

#### **SEALE & ASSOCIATES' APPROACH**

Seale managed a competitive auction process with potential strategic and financial buyers for Vitromex. Seale's disciplined approach allowed our client to maintain momentum and negotiating leverage throughout the process and ensure closing at a premium value and more favorable terms.

#### **OUTCOME**

The process resulted in the successful acquisition of Vitromex by Mohawk Industries, Inc. (NYSE:MHK), a leading global flooring manufacturer. The announced value of the transaction was US\$293 million.





has sold



to



"For Vitromex, this transaction will represent an opportunity to join one of the main players in the ceramic tiles industry worldwide, which will enhance the growth of its business and accelerate the current capacity expansion plans."

Manuel Rivera, Chief Executive Officer of Grupo Industrial Saltillo (BMV: GISSA A)

### Building Products - Global Comparable Public Companies

Company		Country	Market	Enterprise Value	Revenue	EBITDA		Average BITDA	First Quarter Mar. 31, 2023 EV/ EV/	
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
3M Company	<b>3M</b>	USA	\$57,965	\$70,986	\$33,431	20.5%	12.3x	10.0x	9.0x	2.1x
Apogee Enterprises, Inc.	@pogee enterprises, inc.	USA	\$961	\$1,189	\$1,441	11.7%	8.7x	7.9x	5.7x	0.8x
BASF SE	■ • BASF We create chemistry	DEU	\$46,933	\$66,068	\$93,328	11.7%	14.4x	5.2x	9.9x	0.7x
Byggma ASA	BYGGMA group	NOR	\$172	\$308	\$256	16.2%	8.7x	7.6x	7.9x	1.3x
Compagnie de Saint-Gobain S.A.	SAINT-GOBAIN	FRA	\$29,068	\$38,494	\$54,715	12.7%	7.0x	5.2x	4.9x	0.7x
CSW Industrials, Inc.	CSW INDUSTRIALS	USA	\$2,150	\$2,497	\$736	22.2%	22.2x	14.4x	14.3x	3.4x
Dow Inc.	Dow	USA	\$38,812	\$51,117	\$53,489	13.5%	7.6x	4.1x	5.0x	0.9x
Etex N.V.	ete×	BEL	\$1,698	\$2,857	\$3,969	17.0%	3.1x	3.9x	4.4x	0.7x
Gibraltar Industries, Inc.	GIBRALTAR	USA	\$1,495	\$1,594	\$1,390	12.0%	17.0x	9.1x	8.7x	1.1x
LIXIL Corporation		JPN	\$4,701	\$8,572	\$11,208	7.3%	9.4x	8.2x	10.5x	0.8x
Spectrum Brands Holdings, Inc.  Spectrum Brands		USA	\$2,715	\$5,827	\$3,089	4.9%	10.5x	22.7x	30.7x	1.9x
Excluded from mean and median						Mean Median	9.9x 9.0x	7.6x 7.7x	8.0x 8.3x	1.1x 0.9x

### Flooring - Global Comparable Public Companies

Company		Country	Market	Enterprise Value	Revenue	EBITDA		Average BITDA	•	uarter 1, 2023
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Grupo Lamosa, S.A.B. de C.V.	🛟 LAMOSA	MEX	\$2,271	\$2,779	\$1,815	22.3%	5.1x	6.6x	6.2x	1.4x
Internacional de Cerámica, S.A.B. de C.V.	<b>⊗</b> INTERCERAMIO	° MEX	\$628	\$850	\$718	16.7%	5.5x	6.3x	6.6x	1.1×
Interface, Inc.	Interface	USA	\$472	\$985	\$1,298	12.7%	7.9x	6.4x	5.2x	0.8x
James Halstead plc	James Halstend	GBR	\$944	\$900	\$367	17.5%	19.8x	15.0x	12.9x	2.4x
Mohawk Industries, Inc.	MOHAWK <sup>®</sup> INDUSTRIES, INC.	USA	\$6,368	\$8,927	\$11,737	14.3%	8.1x	4.9x	4.7×	0.8x
PBG S.A.	<b>PBG</b>	BRA	\$168	\$307	\$416	17.3%	31.3x	4.8x	3.8x	0.7×
Tarkett S.A.	<b>©</b> Tarkett	FRA	\$882	\$1,595	\$3,590	5.1%	7.4x	7.1x	7.3×	0.4x
Excluded from mean and median						Mean	9.0x	6.0x	5.6x	0.9x
						Median	7.7×	6.4x	5.7x	0.8x

### Insulation - Global Comparable Public Companies

Company		Country	Market	Enterprise Value	Revenue	EBITDA	Annual Average EV/EBITDA			uarter 1, 2023
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
APi Group Corporation	A Pi	USA	\$5,272	\$8,492	\$6,558	7.7%	14.5x	14.8x	13.1x	1.3x
Armstrong World Industries, Inc.			\$3,237	\$3,814	\$1,261	24.8%	16.1x	12.2x	9.7x	3.1x
Covestro AG		DEU	\$7,869	\$10,580	\$19,203	8.8%	7.0x	3.6x	6.2x	0.5x
Kingspan Group plc	Kingspan	IRL	\$12,454	\$14,423	\$8,914	11.5%	22.8x	15.0x	13.2x	1.6x
Owens Corning	Owens Corning ®	USA	\$8,696	\$10,867	\$9,746	22.6%	7.5x	5.1x	4.6x	1.1x
Rockwool A/S		L DNK	\$5,270	\$5,296	\$4,177	15.5%	13.9x	8.3x	7.7×	1.2x
Excluded from mean and median						Mean	11.8x	9.8x	7.1x	1.2x
						Median	13.9x	10.2x	7.0x	1.2x

### Kitchen & Bath - Global Comparable Public Companies

			Country Warket V	Enterprise	Revenue	EBITDA	Annual Average EV/EBITDA		First Quarter Mar. 31, 2023	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
American Woodmark Corporation		USA	\$866	\$1,369	\$2,087	9.7%	8.7x	8.7x	6.0x	0.7x
Caesarstone Ltd.	caesarstone	ISR	\$143	\$270	\$691	7.2%	5.5x	4.7x	3.4x	0.4x
FERRO S.A.	<b>⊗</b> FERRO	POL	\$124	\$172	\$188	12.9%	8.7x	6.1x	6.0x	0.8x
FM Mattsson Mora Group AB (publ)	FM MATTSSON MORA 🌢 GROUP	SWE	\$233	\$235	\$185	16.2%	9.5x	6.9x	7.3x	1.3x
Fortune Brands Innovations, Inc.	Fortune Brands A home and security company	USA	\$7,457	\$9,529	\$4,623	19.0%	13.4x	8.9x	9.7x	2.0x
Masco Corporation	MASCO	USA	\$11,207	\$14,438	\$8,458	17.2%	12.5x	11.3x	9.3x	1.7x
Norcros plc	norcros	GBR	\$205	\$310	\$463	11.1%	7.8x	4.7×	4.9x	0.6x
Reliance Worldwide Corporation Limited	RWC	USA	\$1,934	\$2,564	\$1,252	20.0%	14.5x	11.3x	9.8x	2.1x
Svedbergs i Dalstorp AB (publ)	SVEDBERGS	SWE	\$114	\$158	\$176	14.6%	11.5x	10.6x	5.5x	0.9x
TCM Group A/S $TC_{Gro}^{N}$		DNK	\$89	\$130	\$165	10.3%	9.4x	7.5x	7.3x	0.8x
/illeroy & Boch AG		DEU	\$624	\$481	\$1,060	12.5%	4.1x	2.9x	3.2x	0.4x
						Mean Median	9.6x 9.4x	7.6x 7.5x	6.7x 6.6x	1.0x 0.8x

### Pipes, Valves & Fittings - Global Comparable Public Companies

		Camplana	Market	Enterprise	Revenue	EBITDA		Average BITDA	•	uarter 1, 2023
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Advanced Drainage Systems, Inc.		USA	\$6,841	\$7,740	\$3,132	26.8%	18.6x	16.2x	9.0x	2.5x
Aliaxis SA	aliaxis	BEL	\$2,821	\$3,634	\$4,640	16.1%	4.6x	4.3x	4.7×	0.8x
American Water Works Company, Inc.	American Water	USA	\$28,509	\$40,888	\$3,888	52.8%	21.1x	20.1x	20.5x	10.8x
Franklin Electric Co., Inc.	Franklin Electric	• USA	\$4,346	\$4,568	\$2,044	15.3%	19.5x	15.3x	13.8x	2.2x
Geberit AG	GEBERIT	CHE	\$18,931	\$19,834	\$3,668	26.2%	24.2x	17.9x	20.0x	5.3x
Georg Fischer AG	+GF+	CHE	\$6,362	\$6,247	\$4,347	12.8%	18.1x	11.2x	11.1×	1.4x
Genuit Group plc	GENUIT	GBR	\$859	\$1,064	\$750	18.7%	21.1x	10.8x	7.0x	1.4x
Lindsay Corporation	<b>INDSAY</b> ™	USA	\$1,663	\$1,691	\$747	18.1%	21.1x	17.0x	12.7x	2.2x
Mueller Industries, Inc.	MUELLER	USA	\$4,190	\$3,558	\$3,944	23.8%	7.7x	4.2x	3.8x	0.9x
Orbia Advance Corporation, S.A.B. de C.V.	orbia 🔘	MEX	\$4,139	\$9,157	\$9,648	17.4%	6.1x	4.1x	4.8x	0.9x
Prince Pipes and Fittings Limited	PRINCE PIPING SYSTEMS	IND	\$730	\$733	\$344	8.4%	19.9x	17.5x	24.9x	2.1x
Uponor Oyj	uponor	FIN	\$1,347	\$1,480	\$1,484	13.1%	8.8x	6.4x	7.2x	1.0x
Xylem Inc. Solve Wat		USA	\$18,875	\$20,138	\$5,522	13.4%	24.4x	19.7x	23.8x	3.6x
Zurn Elkay Water Solutions Corporation		USA	\$3,755	\$4,210	\$1,414	16.2%	16.7x	22.7×	18.4x	3.3x
Excluded from mean and median			7	1		Mean Median	16.6x 19.1x	13.4x 15.7x	9.2x 8.1x	1.9x 1.8x

### Lightning - Global Comparable Public Companies

	Company	Country	Market	Value	e Revenue US\$M	EBITDA		Average BITDA	First Quarter Mar. 31, 2023	
	Company	Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
AB Fagerhult (publ.)	FAGERHU	LT SWE	\$1,055	\$1,325	\$832	13.6%	14.8x	10.2x	10.9x	1.7×
Acuity Brands, Inc.	<b>Acuity</b> Bran	<i>ids</i> . USA	\$5,784	\$6,074	\$4,112	14.9%	11.8x	10.2x	9.6x	1.5x
Hubbell Incorporated	HUBBELL	USA	\$13,036	\$14,149	\$5,077	18.9%	15.7x	16.1x	15.9x	2.9x
Legrand SA	<b>La legran</b> o	* FRA	\$24,314	\$26,768	\$8,912	20.5%	17.4x	14.3x	13.7x	3.0x
						Mean	14.9x	12.7x	12.5x	2.2x
						Median	15.2x	12.3x	12.3x	2.3x

### Windows & Doors - Global Comparable Public Companies

Carrenany		Courative	Market	Enterprise Value	Revenue	EBITDA		Average BITDA		)uarter 1, 2023
Company		Country	Cap. US\$M	US\$M	US\$M	Margin	2021	2022	EV/ EBITDA	EV/ Revenue
Allegion plc	ALLEGION	IRL	\$9,378	\$11,289	\$3,471	22.3%	18.2x	16.1x	14.8x	3.5x
Arbonia AG	ARBONIA 🕸	CHE	\$818	\$1,020	\$1,310	8.5%	9.9x	46.2x	8.3x	0.8x
Deceuninck NV	deceuninck	BEL	\$377	\$486	\$1,041	9.8%	6.1x	4.4x	4.4x	0.5x
dormakaba Holding AG	dormakaba	CHE	\$1,788	\$2,601	\$3,057	10.9%	10.0x	6.8x	7.7×	0.8x
Epwin Group Plc	Epwin Group	GBR	\$129	\$238	\$429	6.7%	9.5x	6.1x	5.5x	0.5x
Eurocell plc	eurocell	GBR	\$189	\$286	\$459	10.0%	11.8x	5.6x	4.5x	0.6x
InnoTec TSS AG	(InnoTec ts ag	DEU	\$104	\$96	\$130	15.5%	6.1x	4.6x	4.4x	0.7x
Inwido AB (publ)	inwido	SWE	\$617	\$696	\$924	13.3%	9.6x	6.9x	5.3x	0.8x
JELD-WEN Holding, Inc.	JELD WEN	USA	\$1,077	\$2,768	\$5,129	6.1%	9.4x	7.1x	7.0x	0.5x
Masonite International Corporation	MASONITE	USA	\$2,017	\$2,802	\$2,892	14.5%	8.5x	5.8x	5.9x	1.0x
PGT Innovations, Inc.	PGT	USA	\$1,511	\$2,233	\$1,492	15.1%	11.9x	8.9x	8.7x	1.5×
Quanex Building Products Corporation	Quanex building products	USA	\$710	\$868	\$1,216	11.7%	7.2x	5.4x	5.7x	0.7x
Tecnoglass Inc.	TECNOGLASS	COL	\$2,000	\$2,075	\$717	35.2%	9.8x	7.5x	8.0x	2.9x
Tyman plc	<b>O</b> TYMAN	GBR	\$578	\$795	\$862	15.0%	9.0x	6.2x	5.6x	0.9x
Excluded from mean and median			7	7		Mean Median	9.1x 9.5x	7.0x 6.2x	5.8x 5.7x	0.9x 0.8x

### **Building Products - Q1 Global Transactions**

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23	KLEVAKLIP DECK BUILDING PRODUCTS	AUS	Manufactures building products for deck construction	SIMPSON Strong-Tie	-	100.0%	-	-	-
Feb-23	Revolution Roofing.	AUS	Manufactures steel roofing products	Design Group	-	100.0%	-	-	-
Feb-23	Coferm'Ing	FRA	Manufactures and distributes custom-made wooden rolling shutter casings and wooden chests	HERIGE consequint division	-	100.0%	-	-	-
Feb-23	POST-FRAME SUPPLY	USA	Manufactures and distributes building materials	MORTON BUILDINGS	<b>W</b> woodlawnpartners	100.0%	-	-	-
Feb-23	FABRAL° METAL WALL AND ROOF SYSTEMS	USA	Manufactures metal roofing products	FLACK	OmniMax International	100.0%	-	-	-
Feb-23	FLACHDACH-TECHNOLOGIE	DEU	Manufactures flat roof systems	<b>₽</b> HOLCIM	MUTARES	100.0%	-	-	-
Feb-23	MI-METAL	ITA	Manufactures rolling shutters	CHERUBINI	-	70.0%	-	-	-
Jan-23	Glass division of Tekno Kilns	ITA	Glass Division	(Pujol	<b>T</b> eknokilฦֈֈs	100.0%	-	-	-
Jan-23		JPN	Manufactures building products	KANEMATSU CORPORATION	-	47.1%	\$33.8	6.0x	0.4x
Jan-23	Crearplast <sup>®</sup>	ESP	Manufacture pipes	<b>Stendorf</b> Kunststoffe	-	100.0%	-	-	-

#### Windows & Doors - Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23	CROWN ARCHITECTURAL SYSTEMS	GBR	Manufactures windows and doors	EDISON  BRILLIANT KNOWLEDGE	-	100.0%	-	-	-
Mar-23	KRONE	DNK	Manufactures wooden windows and doors	DOVISTA® windows and doors	-	100.0%	-	-	-
Mar-23	ISODOC	FRA	Manufactures doors		-	100.0%	-	-	-
Mar-23	FYBOLA Fendres et Portals	FRA	Manufactures aluminum and PVC windows and gates	Groupe	-	100.0%	-	-	-
Feb-23	HDS HAMILTON DOOR SYSTEMS	USA	Manufactures garage doors	Donis	-	100.0%	-	-	-
Feb-23	Vitel' MINUTERIES FABRICATION - POSE	FRA	Manufactures PVC windows	SA Legeais Batistyl	-	100.0%	-	-	-
Feb-23	DUROLAST. THE WORLD'S BEST ROOF.	USA	Manufactures commercial roofing systems	<b>₽</b> HOLCIM	-	100.0%	\$1,293.0	-	-
Jan-23	RABEL #simpledemême	CAN	Distributes windows and doors	Richelieu	-	100.0%	-	-	-
Jan-23	COPAS	FRA	Manufacturen automatic doors	DOOR SYSTEMS		100.0%	-	-	-

### Insulation - Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23	skamol	DNK Provides ir	nsulation systems	ete× inspiring ways of living	FSN CAPITAL	100.0%	-	-	-
Jan-23	TÉRMICASANLUIS	ARG Manufactu	res insulation panels	SAINT-GOBAIN	-	100.0%	-	-	-

### Flooring - Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23	AMERICA'S Best CARPET & TILE	USA	Manufactures and installs commercial and residential flooring products	CRC GREAT RANGE CAPITAL	-	100.0%	-	-	-
Mar-23	tilebar	USA	Manufactures floors and wall tiles	AEA	LONGUEVUE CAPITAL	100.0%	-	-	-
Jan-23	<b>SAR</b>	USA	Manufactures premium vinyl plank flooring	ORTHSTAR FLOORING:	-	100.0%	-	-	-

### Kitchen & Bath - Q1 Global Transactions

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Mar-23	Group	GBR	Manufactures and sells shower trays	K∕RTELĽ	-	100.0%	-	-	-
Mar-23	vihtan jokaisen kotiin	FIN	Manufactures shower products	Rebellion	Sourcelog Oy	100.0%	-	-	-
Jan-23	<ul><li>nebia</li></ul>	USA	Manufactures and sells bath showers	Brondell	-	100.0%	-	-	-

## Representative Global Engagements























































































## Advisor to Leading Companies Worldwide









































### Contact



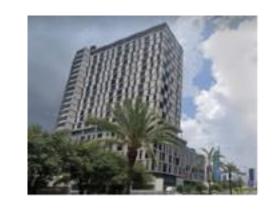
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Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry

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#### 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.

YEARS OF EXPERIENCE



#### SERVICES AND SOLUTIONS

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