



Industry Update
Building Products
Q1 2024

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Financial Performance

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile				LTM Operating Data		Forward Estimates	
		Price at 03/31/24	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2024 Est. Revenue	2024 Est. EBITDA
Lumber, Millwork, Plywood and Structural Wood									
Fortune Brands Innovations, Inc.	FBIN	\$84.67	99.8%	\$11,975	\$6,792	\$4,696	\$911	\$4,866	\$1,001
Trex Company, Inc.	TREX	\$99.75	97.9%	\$10,030	\$933	\$1,095	\$326	\$1,243	\$379
UFP Industries, Inc.	UFPI	\$123.01	95.6%	\$6,438	\$4,079	\$7,035	\$756	\$6,836	\$747
American Woodmark Corporation	AMWD	\$101.66	97.5%	\$1,910	\$1,574	\$1,875	\$244	\$1,833	\$254
Refrigeration and Heating Equipment									
Lennox International Inc.	LII	\$488.76	97.4%	\$17,942	\$2,985	\$4,980	\$948	\$5,119	\$1,034
A. O. Smith Corporation	AOS	\$89.46	99.4%	\$12,209	\$3,182	\$3,865	\$825	\$3,991	\$874
AAON, Inc.	AAON	\$88.10	99.2%	\$6,454	\$953	\$1,165	\$289	\$1,212	\$294
Roofing, Siding and Isulation									
Owens Corning	OC	\$166.80	99.3%	\$17,238	\$11,269	\$9,646	\$2,222	\$9,697	\$2,384
Armstrong World Industries, Inc.	AWI	\$124.22	98.9%	\$5,626	\$1,692	\$1,311	\$349	\$1,412	\$476

Source: Capital IQ

Financial Performance (cont.)

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile		TEV	Total Assets	LTM Operating Data		Forward Estimates	
		Price at 03/31/24	% of 52 Week High			LTM Revenue	LTM EBITDA	2024 Est. Revenue	2024 Est. EBITDA
Windows and Doors									
Griffon Corporation	GFF	\$73.34	98.7%	\$4,934	\$2,393	\$2,679	\$476	\$2,632	\$489
Masonite International Corporation	DOOR	\$131.45	99.6%	\$4,125	\$2,685	\$2,831	\$432	\$2,946	\$452
Quanex Building Products Corporation	NX	\$38.43	97.8%	\$1,219	\$813	\$1,108	\$152	\$1,317	\$178
Building Products - Other									
Simpson Manufacturing Co., Inc.	SSD	\$205.18	94.0%	\$7,843	\$2,722	\$2,210	\$533	\$2,268	\$557
Gibraltar Industries, Inc.	ROCK	\$80.53	92.1%	\$2,072	\$1,320	\$1,377	\$198	\$1,433	\$225

Source: Capital IQ

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Valuation Metrics

Return Profile, Trading Multiples

Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Lumber, Millwork, Plywood and Structural Wood									
Fortune Brands Innovations, Inc.	FBIN	6.9%	18.5%	-2.0%	18.9%	-7.2%	1.6x	2.5x	13.4x
Trex Company, Inc.	TREX	18.5%	33.3%	-1.0%	29.8%	6.5%	1.6x	8.9x	29.8x
UFP Industries, Inc.	UFPI	10.5%	18.2%	-25.0%	10.8%	-26.8%	1.5x	0.9x	8.1x
American Woodmark Corporation	AMWD	6.5%	13.7%	-10.1%	13.0%	21.8%	1.7x	0.9x	N/A
	Mean	10.6%	20.9%	-9.6%	18.1%	-1.4%	1.6x	3.3x	17.1x
	Median	8.7%	18.4%	-6.1%	15.9%	-0.4%	1.6x	1.7x	13.4x
Refrigeration and Heating Equipment									
Lennox International Inc.	LII	18.6%	507.5%	4.7%	19.0%	25.0%	1.0x	3.7x	19.3x
A. O. Smith Corporation	AOS	14.1%	31.0%	2.6%	21.3%	16.9%	1.3x	3.3x	15.4x
AAON, Inc.	AAON	16.8%	27.4%	31.5%	24.2%	73.4%	0.9x	6.3x	26.2x
	Mean	16.5%	188.6%	12.9%	21.5%	38.4%	1.1x	4.4x	20.3x
	Median	16.8%	31.0%	4.7%	21.3%	25.0%	1.0x	3.7x	19.3x
Roofing, Siding and Isulation									
Owens Corning	OC	9.6%	21.9%	-1.0%	23.0%	0.5%	1.5x	1.7x	7.4x
Armstrong World Industries, Inc.	AWI	9.3%	39.7%	5.0%	26.3%	10.1%	1.1x	4.4x	16.6x
	Mean	9.5%	30.8%	2.0%	24.6%	5.3%	1.3x	3.0x	12.0x
	Median	9.5%	30.8%	2.0%	24.6%	5.3%	1.3x	3.0x	12.0x

Source: Capital IQ

Valuation Metrics (cont.)

Return Profile, Trading Metrics

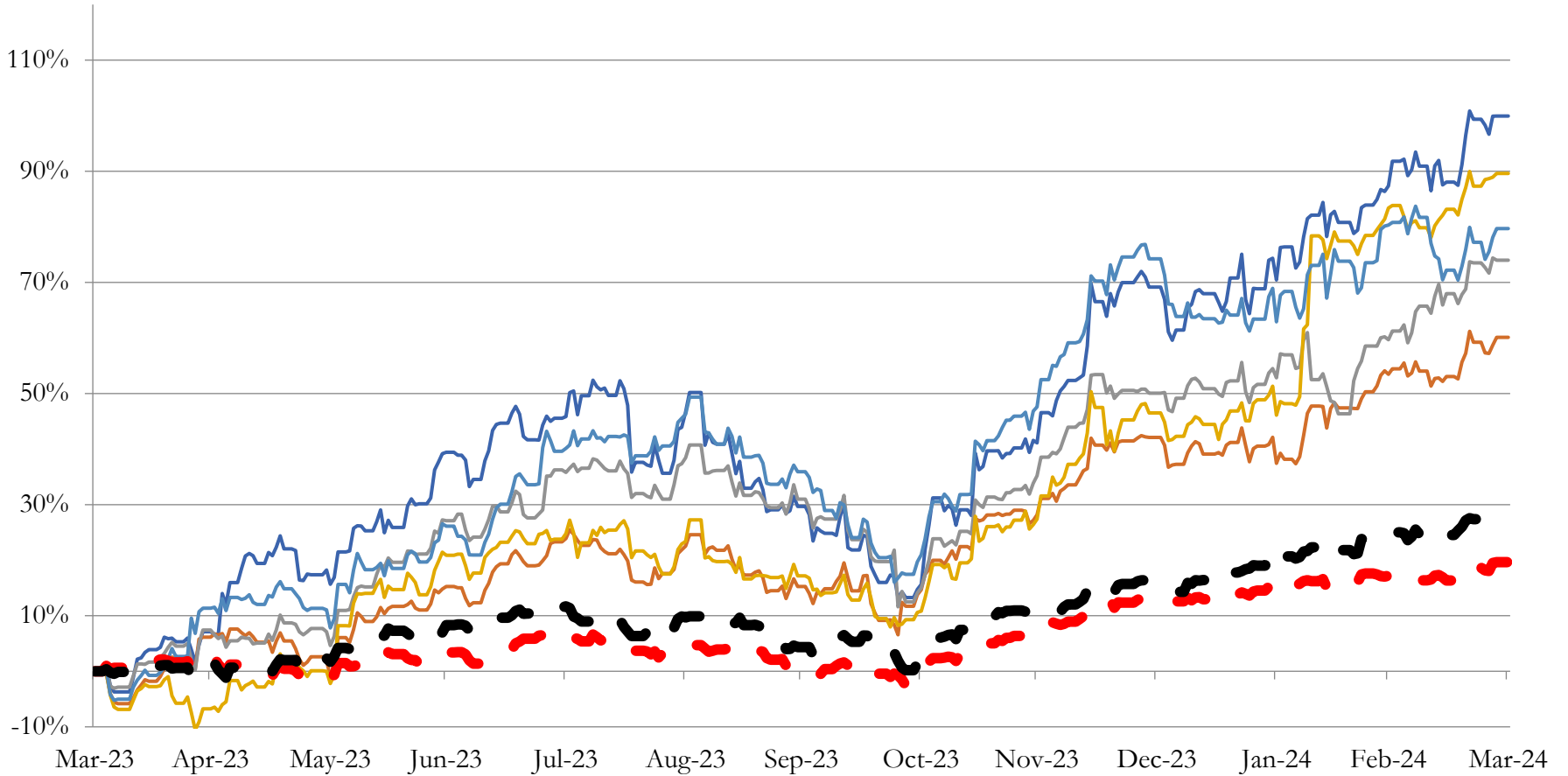
Company Name	Ticker	Return Profile						Trading Multiples	
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
Windows and Doors									
Griffon Corporation	DOOR	9.5%	19.6%	-5.7%	17.2%	8.1%	1.5x	1.7x	9.8x
Masonite International Corporation	GFF	9.5%	19.6%	-5.7%	17.2%	8.1%	1.5x	1.0x	7.5x
PGT Innovations, Inc.	PGTI	7.8%	17.2%	3.2%	17.3%	14.5%	1.4x	2.1x	12.0x
Quanex Building Products Corporation	NX	8.4%	16.3%	-7.4%	13.1%	-2.7%	1.4x	1.0x	7.4x
	Mean	8.8%	18.2%	-3.9%	16.2%	7.0%	1.5x	1.4x	9.2x
	Median	9.0%	18.4%	-5.7%	17.2%	8.1%	1.5x	1.4x	8.7x
Building Products - Other									
Simpson Manufacturing Co., Inc.	SSD	11.8%	23.7%	6.3%	26.2%	5.2%	1.3x	3.6x	13.7x
Gibraltar Industries, Inc.	ROCK	7.7%	10.9%	-3.4%	13.8%	14.7%	1.2x	1.7x	12.6x
	Mean	9.7%	17.3%	1.4%	20.0%	10.0%	1.2x	2.7x	13.1x
	Median	9.7%	17.3%	1.4%	20.0%	10.0%	1.2x	2.7x	13.1x

Source: Capital IQ

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LTM Equity Performance

Major Indexes



- Lumber, Millwork, Plywood and Structural Wood
- Roofing, Siding and Insulation
- Building Products - Other
- S&P 500
- Refrigeration and Heating Equipment
- Windows and Doors
- Dow Jones Industrial Average

Source: Capital IQ

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Recent M&A Activity

Last Twelve (12) Months as of March 31, 2024

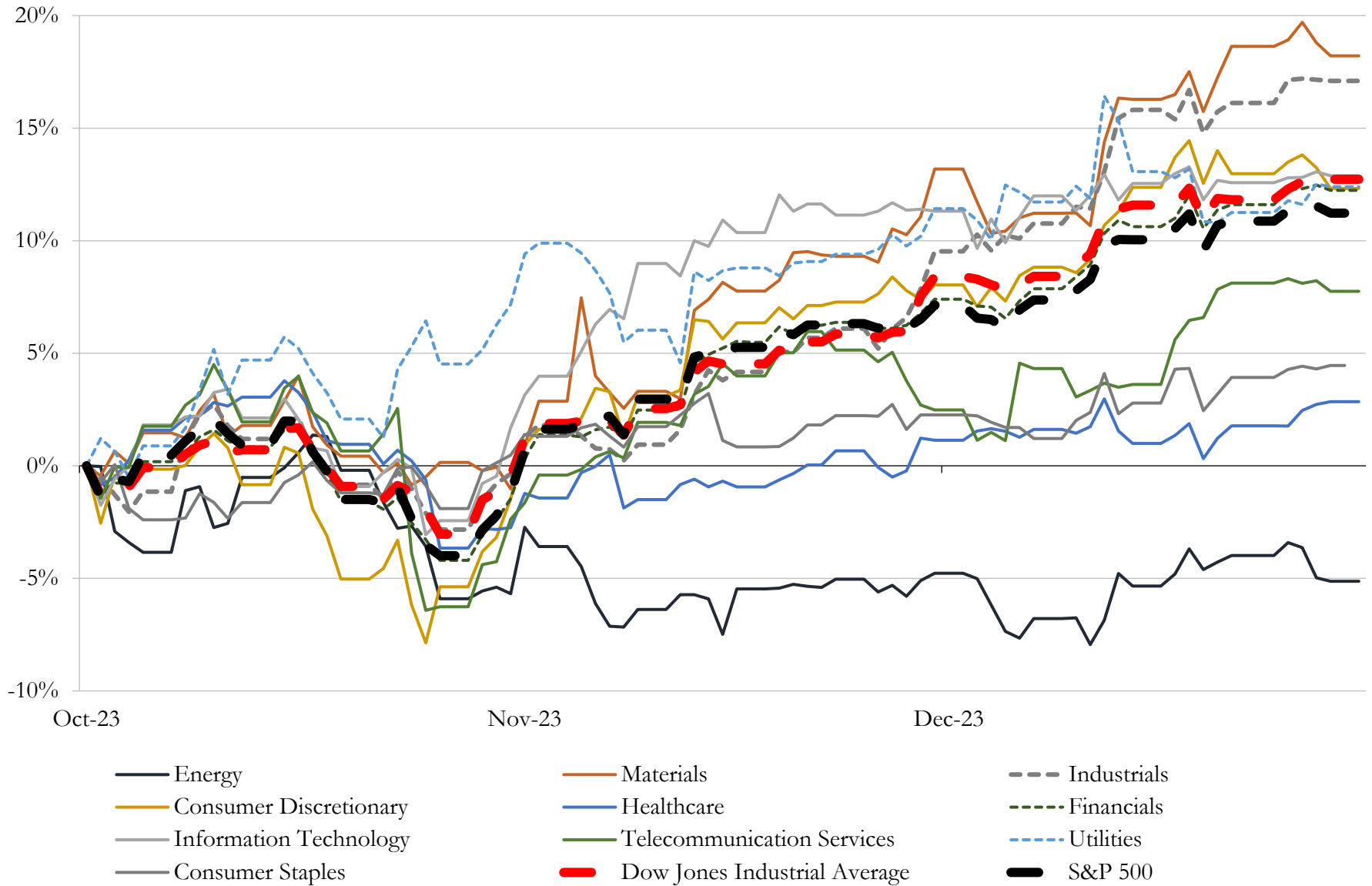
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
Jan-24	Argos North America Corp.	Summit Materials, Inc.	\$3,971
Mar-24	PGT Innovations, Inc.	MITER Brands	\$3,164
Feb-24	Martin Marietta South Texas Cement, LLC/Martin Marietta's South Texas	CRH Americas Materials, Inc.	\$2,100
Feb-24	Signature Systems Group, LLC	Myers Industries, Inc.	\$350
Oct-23	Certain West Coast Cement Operations of Martin Marietta Materials, Inc.	UNACEM Corp S.A.A.	\$317
Oct-23	Bradley Corporation	Watts Regulator Company	\$303
Mar-24	BMC Enterprises, Inc.	Breedon Group plc	\$301
Oct-23	Fleetwood Aluminum Products, Inc.	Masonite Corporation	\$285
Jan-24	Key Knife, Inc./Key Knife Canadian Investments Corporation	Kadant Canada Corp.	\$156
Jan-24	Josam Company	Watts Water Technologies, Inc.	\$99
Oct-23	AES Industries, Inc.	Lennox International Inc.	\$93
Nov-23	Mountz, Inc.	Snap-on Incorporated	\$40
Nov-23	Three Hot-Mix Asphalt Plants in North and South Carolina	Construction Partners, Inc.	\$18
Nov-23	United Fiberglass Of America, Inc.	Creative Composites Group	\$14
Aug-23	Hot-mix asphalt plant in Myrtle Beach	Construction Partners, Inc.	\$10
Dec-23	United Granite LLC	Acrysil USA Inc.	\$8
Aug-23	Operating assets of Fortress Iron, LP	Eva-Last USA, Inc.	\$5
Mar-24	Stephen J. Lipkins Inc.	Primadonna Lux	NA
Mar-24	American Concrete Industries, Inc.	Alcrete LLC	NA
Mar-24	Certain Assets of Baker Coupling Company, Inc.	The Ford Meter Box Company, Inc.	NA
Mar-24	Super Stud Building Products, Inc.	Eastern Metal Framing of Alabama	NA
Mar-24	Glass Products Inc.	Ironbridge Equity Partners Management IV Limited	NA
Mar-24	Asphalt division of Boxley Materials Company, Inc.	Superior Paving Corp.	NA
Mar-24	Whitco Supply, LLC	DNOW Inc.	NA
Mar-24	Alumawood/Equinox Louvered Roof	Four Seasons Building Products Group	NA
Mar-24	Dependable Dock & Door	The Miner Corporation	NA
Mar-24	Homestead Building Systems, Inc.	US LBM Holdings, LLC	NA
Mar-24	Ideal Stair Parts, Inc.	WM Coffman Resources LLC	NA
Mar-24	American Insulated Glass, LLC	Trulite Glass & Aluminum Solutions, LLC	NA
Mar-24	Panther Overhead Door, LLC	Impact Home Services, LLC	NA

Source: Capital IQ

5 Change in Market Capitalization by Sector

Last Three (3) Months as of March 31, 2024

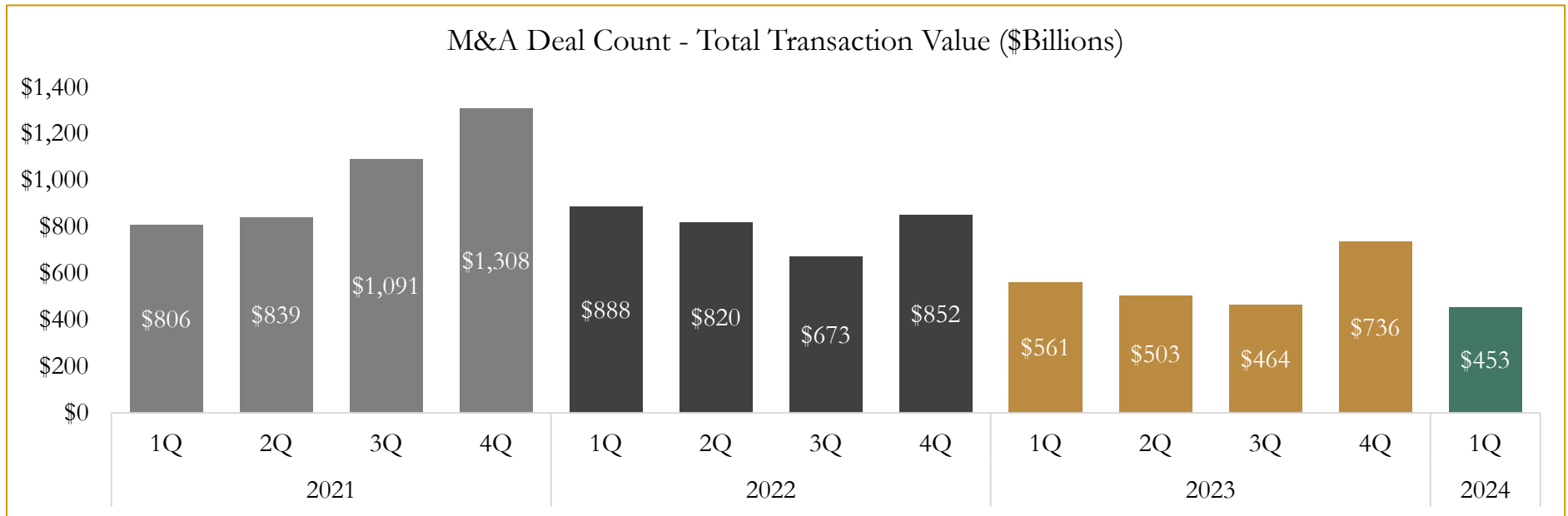
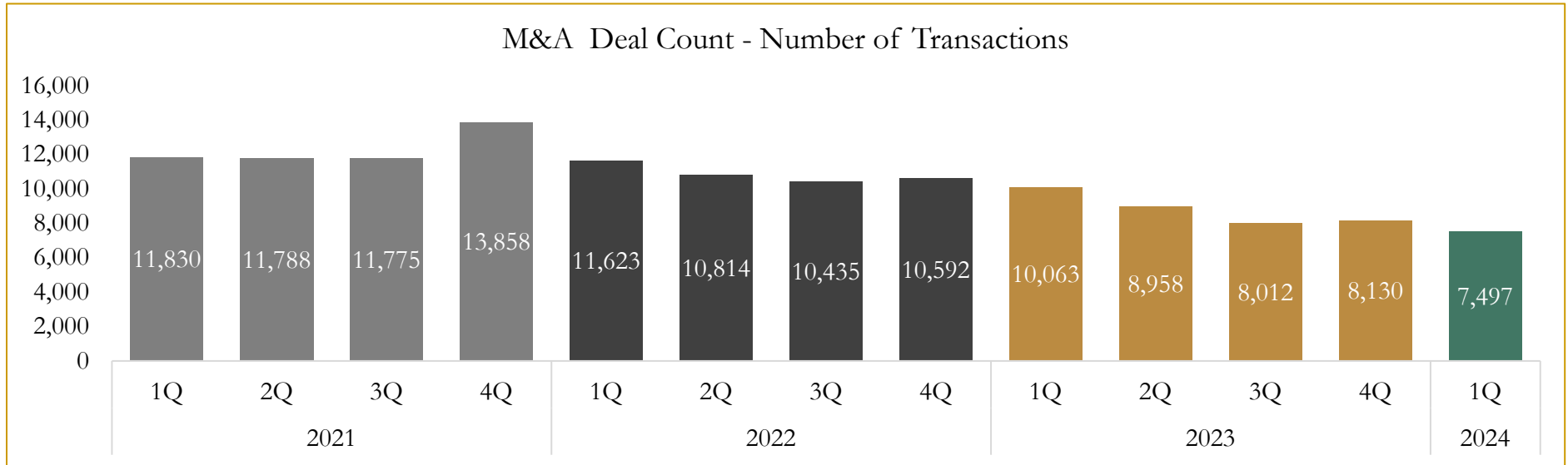


Source: Capital IQ

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M&A Deal Flow Statistics

Last Three (3) Years as of March 31, 2024



Source: Capital IQ

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Valuation & Financial Advisory

- **Portfolio Valuation (ASC 820)**
- **Complex & Illiquid Securities (Level 3)**
- **Cryptoasset /Blockchain Valuations**
 - Locked Token Valuations
- **Enterprise Valuations**
- **Fairness & Solvency Opinions**
 - SPAC Fairness
- **Estate & Gift Valuations**
- **Purchase Price Allocation (ASC 805)**
- **Goodwill Impairment Testing (ASC 350)**
- **Stock-based Compensation (ASC 718, IRC 409A)**

Investment Banking

- **Mergers & Acquisitions**
 - Sell-Side Advisory
 - Sale of Minority Ownership Positions
 - Leveraged Buyouts
 - Majority Recapitalizations
 - Corporate Divestitures
- **Corporate Financial Services**
 - Financial Modeling
 - Investor Presentation
 - Valuation Analysis
 - Strategic Advisory

For questions or inquiries regarding our services, please contact:

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