



MATERIAL HANDLING *IQ*

AmherstPartners

EXPERIENCE | SOLUTIONS | RESULTS

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Industry-Specific Overview of Recent M&A and Capital Markets Activity

JULY 2025

Recent Market Observations

Material Handling Industry Update | July 2025

The U.S. material handling industry is emerging from a period of pandemic-era volatility and working toward a more stable demand environment. In 2021 and 2022, overordering led to excess inventory throughout the supply chain, resulting in a temporary slowdown in new orders. As inventory levels stabilize, the industry is regaining balance. E-commerce continues to be a key growth driver, with online retail sales projected to grow at a CAGR of ~9% through 2029. This sustained shift in consumer buying habits is fueling continued demand for storage systems, order fulfillment technologies, and last-mile infrastructure.

Beyond e-commerce, growth is accelerating across other end-markets as companies face mounting pressure from macroeconomic headwinds and evolving trade policies. In response, many are adopting automation to reduce costs and improve operational efficiency. For example, warehouse automation products saw revenue growth of 11% and 10% in the durable manufacturing and food & beverage (F&B) sectors, respectively, from 2022 to 2024, driven by increased investment. Cold-chain infrastructure is also gaining traction, driven by demographic trends, such as U.S. population growth of nearly 12 million over the next decade, which is expected to generate demand for an additional 24 million square feet of cold storage capacity by 2030. This expansion is further supported by rising demand for chilled and frozen goods in the F&B, pharmaceutical, and chemical sectors. Additionally, online grocery sales increased 17.7% year-over-year in May, driven by evolving consumer buying habits, and continued investments from large-format retailers. As a result, the material handling industry remains one of the fastest expanding segments within the broader industrial landscape.

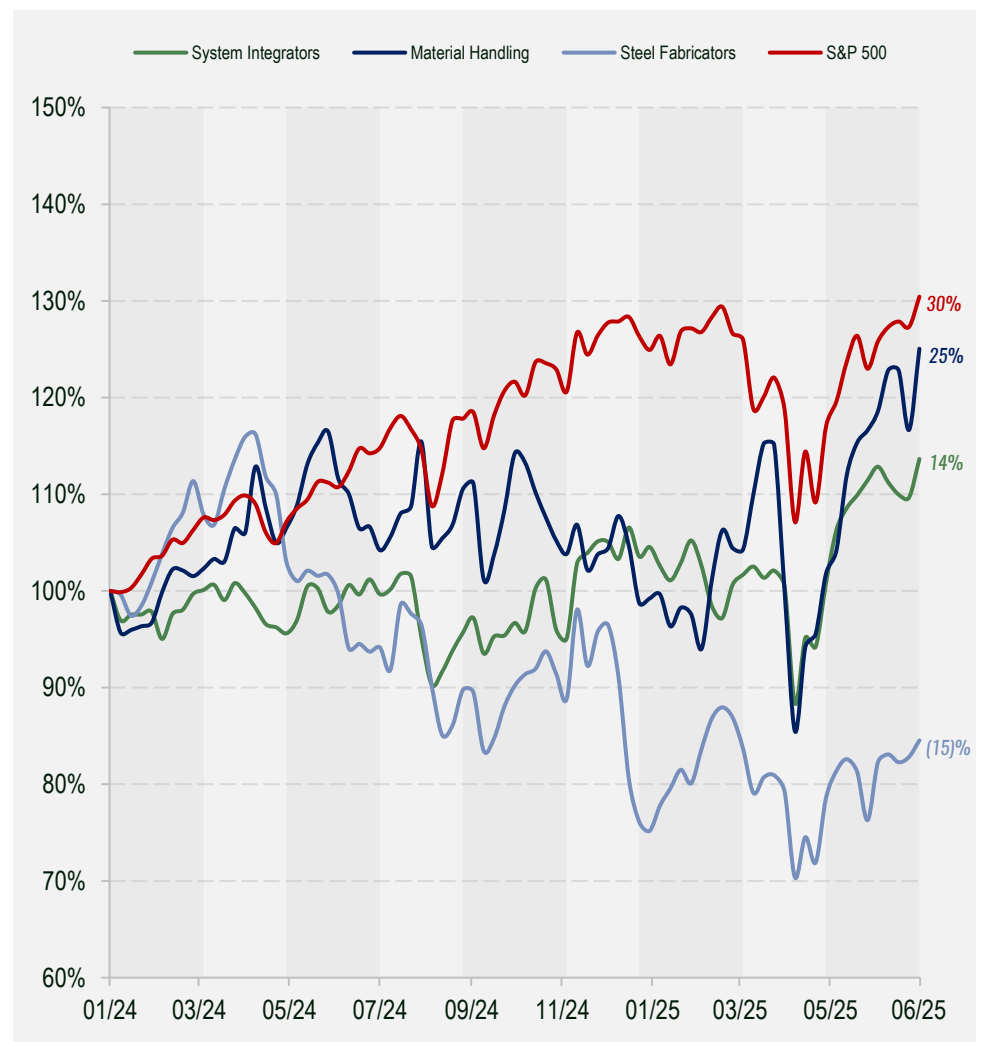
While the introduction of tariffs is prompting downstream industries to explore automation as a means to offset rising operational costs, it is also creating upward pressure on input costs across the material handling value chain. A 25% tariff on steel used in robotic systems, conveyor systems, and structural storage infrastructure is expected to raise the costs of material handling products, thereby placing pressure on margins. In response, participants are adopting a range of mitigation strategies, including the incorporation of tariff clauses in contracts, application of surcharges, and price increases. Additionally, firms are reassessing sourcing models, realigning production, and looking to build out domestic supply networks to reduce exposure to supply chain volatility.

As warehouse infrastructure evolves toward larger and more complex facilities, efficient operations management is becoming increasingly challenging. Elevated labor costs and economic uncertainty are accelerating the adoption of automation to reduce overhead and enhance productivity. Technologies such as Autonomous Mobile Robots, Automated Storage and Retrieval Systems, and robotics are facilitating more connected, data-driven warehouse environments. This growing complexity is driving demand for Warehouse Management Systems (WMS), as it facilitates the coordination between both the manual and automated execution in real time. As a result, the global WMS market is projected to surpass \$5 billion by the end of 2025 and potentially double to \$10 billion by 2030.

Amid normalized demand and heightened economic uncertainty, M&A remains a key lever for participants aiming to expand into high-growth categories, such as WMS, robotics, and collaborative robots, to sustain the revenue momentum achieved during earlier market cycles.

Source: Interact Analysis, MH&L, Modern Materials Handling

Recent Stock Price Performance – Material Handling Indices



Source: Capital IQ

Material Handling Universe – **Material Handling:** CMCO, HY, JUN3, KCR, MTW

System Integrators: DFKCY, HON, KGX, KARN, TYIDY

Steel Fabricators: NUE, RS, STLD, WOR, ZEUS

Public Market Trading Multiples

Material Handling Industry Update | July 2025

(\$ in millions, other than stock price)		06/30/2025	Quarterly	Market	Total	LTM		Gross	EBITA	Net Debt /	Enterprise Value / LTM	
Company		Stock Price	Price Δ	Cap.	EV ⁽¹⁾	Revenue	EBITDA	Margin	Margin	EBITDA	Revenue	EBITDA
System Integrators	DAIFUKU Daifuku Co.	\$25.80	5%	\$9,485	\$8,437	\$4,690	\$691	22%	15%	NM	1.8x	12.2x
	Honeywell Honeywell International	232.88	9%	1,49,668	1,74,168	39,215	9,766	38%	25%	2.4x	4.4x	17.8x
	kardex Kardex Holding AG	347.05	33%	2,680	2,476	819	113	35%	14%	NM	3.0x	21.9x
	KION KION GROUP AG	55.48	35%	7,275	15,550	12,356	1,622	26%	13%	4.2x	1.3x	9.6x
	TOYOTA Toyota Industries Corporation	112.98	32%	33,947	43,460	27,279	3,640	23%	13%	2.3x	1.6x	11.9x
Median								26%	14%	2.4x	1.8x	12.2x
Material Handling	CANCO Columbus McKinnon	\$15.27	(9%)	\$432	\$910	\$963	\$131	35%	14%	3.3x	0.9x	7.0x
	HYSTER-YALE Hyster-Yale Materials Handling	39.78	(4%)	704	1,127	4,162	248	20%	6%	1.5x	0.3x	4.5x
	JUNGHEINRICH Jungheinrich Aktiengesellschaft	46.93	37%	4,787	7,501	5,861	559	32%	10%	3.9x	1.3x	13.4x
	KONECRANES Konecranes	79.10	23%	6,266	6,436	4,645	644	55%	14%	0.2x	1.4x	10.0x
	Manitowoc The Manitowoc Company	12.02	38%	426	856	2,154	116	17%	5%	3.2x	0.4x	7.4x
Median								32%	10%	3.2x	0.9x	7.4x
Steel Fabricators	NUCOR Nucor Corporation	\$129.54	8%	\$29,891	\$34,756	\$30,427	\$3,533	11%	12%	1.1x	1.1x	9.8x
	OLYMPIC STEEL Olympic Steel	32.59	4%	364	631	1,908	71	24%	4%	3.0x	0.3x	8.9x
	RELIANCE Reliance Steel & Aluminum Co.	313.90	9%	16,507	18,001	13,675	1,343	29%	10%	1.0x	1.3x	13.4x
	Steel Dynamics, Inc. Steel Dynamics	128.01	3%	19,004	22,002	17,216	1,965	13%	11%	1.5x	1.3x	11.2x
	WORTHINGTON Worthington Enterprises	63.64	26%	3,177	3,254	1,154	99	28%	9%	0.7x	2.8x	NM
Median								24%	10%	1.1x	1.3x	10.5x

Source: Capital IQ

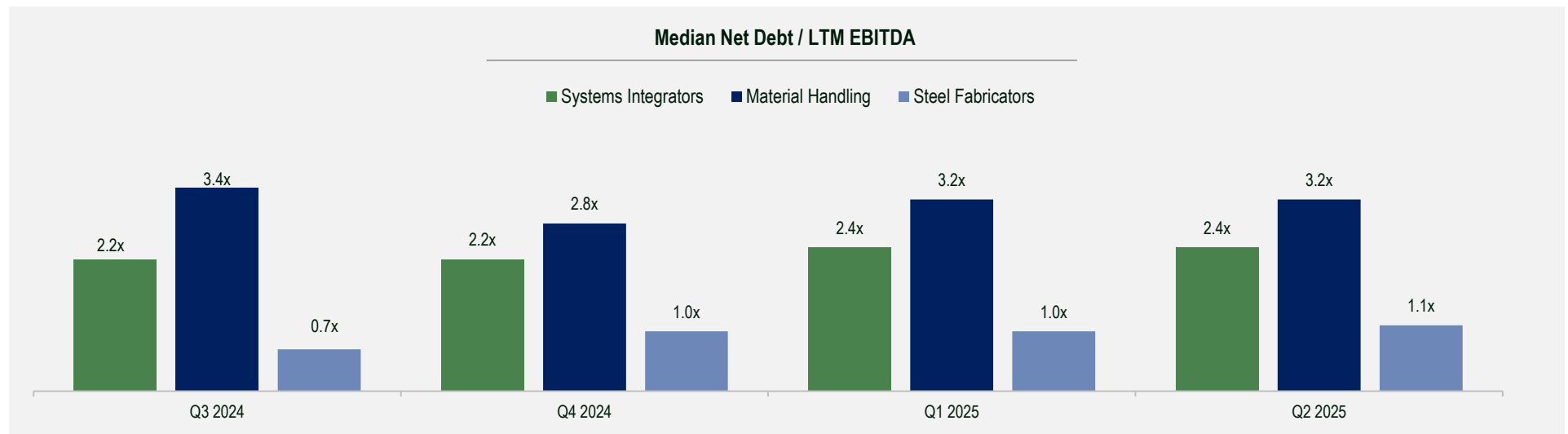
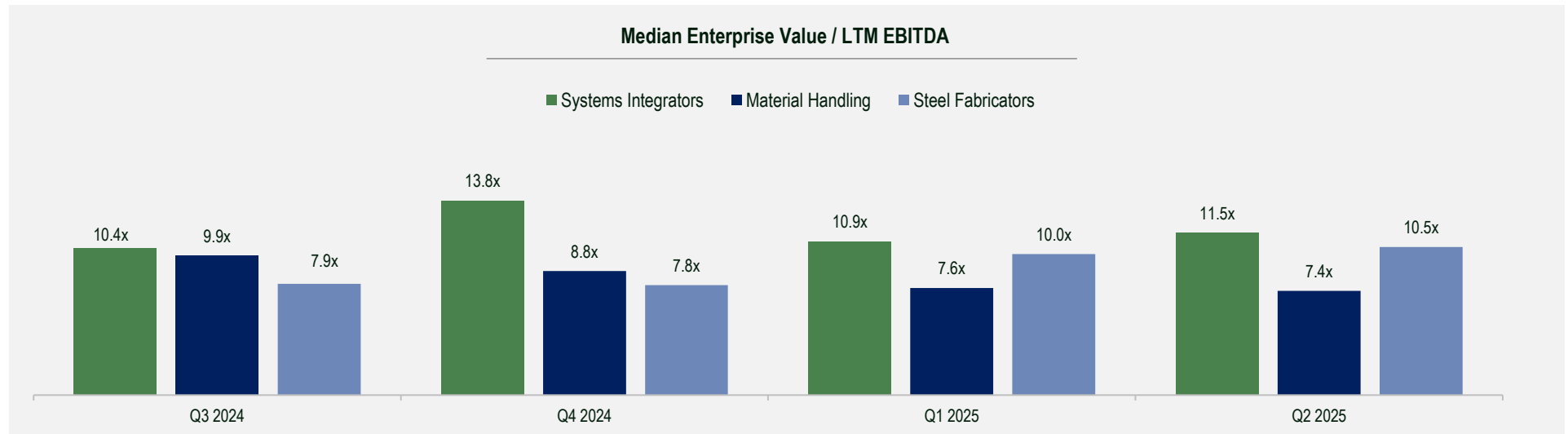
(1) EV ("Enterprise Value") is defined as market capitalization plus net debt, preferred equity, and minority interest.

(2) Medians exclude all non-meaningful values.

Valuation and Debt Multiples

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From Q3 2024 to Q2 2025, valuation multiples increased for Steel Fabricators and Systems Integrators, while Material Handling declined; debt levels remained largely unchanged across segments



Source: Capital IQ

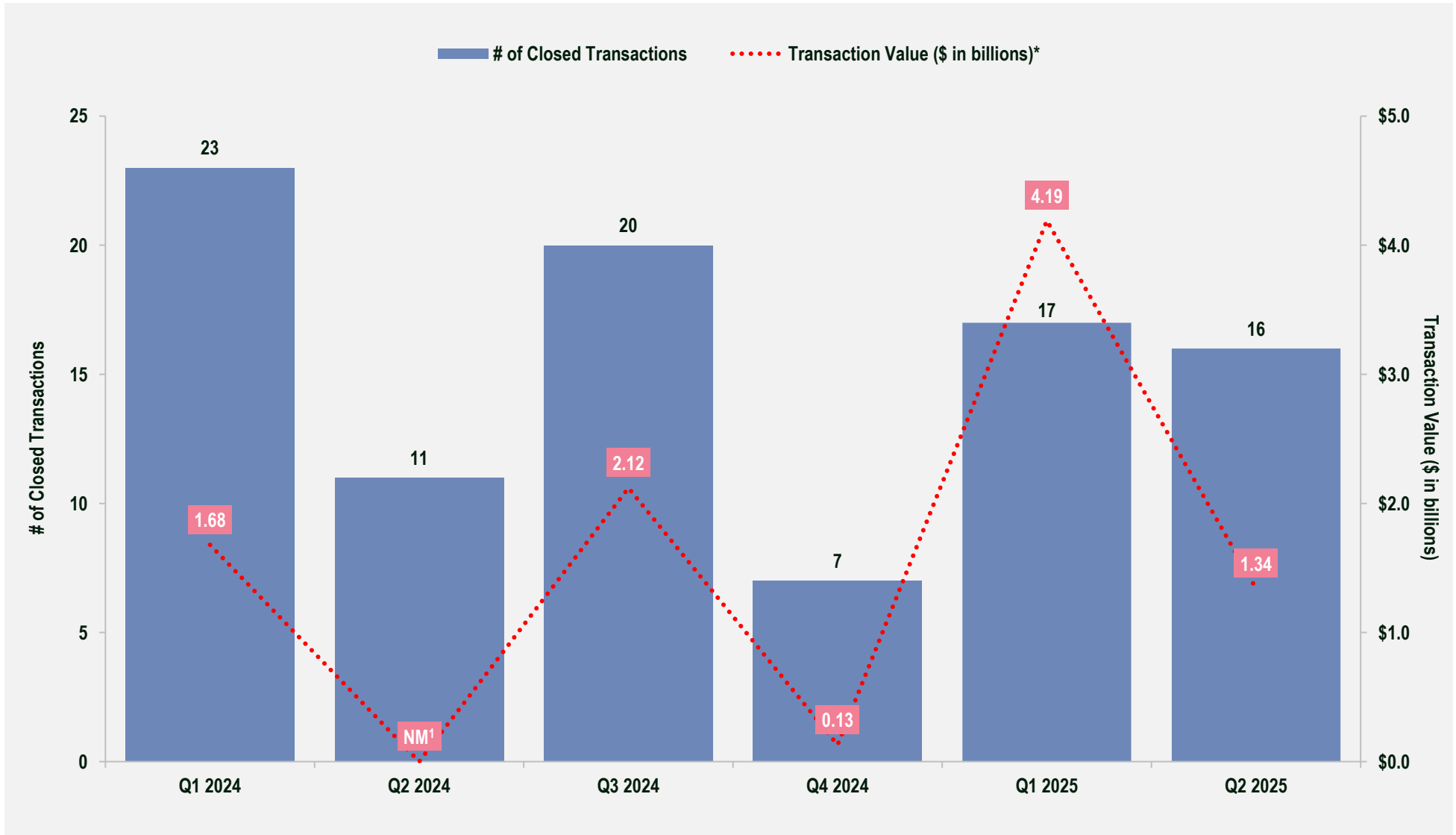
(1) EV ("Enterprise Value") is defined as market capitalization plus net debt, preferred equity and minority interest.

(2) Median and mean values exclude all non-meaningful values.

U.S. M&A Activity

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Deal volume in the first half of 2025 was consistent with the prior year, while total disclosed transaction value increased significantly





































Source: Capital IQ

*Transaction Value represents publicly announced deal terms

(1) There were no transaction values publicly disclosed during this quarter

Recent Transaction Activity

Material Handling Industry Update | July 2025

Date	Target	Acquiror	Enterprise Value (\$M)	Target Description
06/25	 HARLO	 Borgman CAPITAL	Undisclosed	Manufactures terrain forklifts and attachments used in wide variety of agricultural environments
04/25	 ABCO SYSTEMS	 ELEMENT LOGIC	Undisclosed	Provides warehouse automation and material handling solutions, including robotics, conveyors, and custom systems for e-commerce and logistics
04/25	 ALM POSITIONERS	 Crownfield Capital PARTNERS ALTUS	Undisclosed	Manufactures advanced lifting and positioning equipment for welding and assembly applications
04/25	 VALLEYCRAFT	 BALLYMORE Safety Products	Undisclosed	Manufactures material handling, drum handling, and storage solutions equipment
04/25	 ATLAS SSI	 Goldman Sachs Asset Management	Undisclosed	Provides water intake screens and bulk material handling equipment, including screens, trash rakes, grapples, and cranes
03/25	 RIGHTHAND ROBOTICS	 Rockwell Automation	Undisclosed	Develops robotic order-picking systems, including its RightPick solution and fleet management software
03/25	Aj Rental Dallas Inc	 SUNBELT EQUIPMENT	Undisclosed	Provides rental equipment, including aerial work platforms, forklifts, and material handling equipment
02/25	 H&E RENTALS	 Herc Rentals	Undisclosed	Provides equipment including earthmoving, material handling and pumps for rentals, sales, and spare parts
02/25	Power Pac Equipment Rental & Sales	 percussion DAY	Undisclosed	Provides rental and sales of heavy, material handling, and construction equipment, including cranes, lifts, compressors, and tools
02/25	 RMH SYSTEMS	 Rotunda Capital Partners	Undisclosed	Systems integrator that designs and installs material handling and packaging equipment, including rack and storage equipment, lift equipment, conveyors, cranes, warehouse, dock equipment, etc.
02/25	 ASCEND LIFTING	 ASCEND LIFTING	Undisclosed	Distributes all types of marine hardware and material handling equipment
01/25	 McKEE	 MiMOTION	Undisclosed	Distributes mechanical bearings, belts, power transmission components, and conveyor systems to the industrial, commercial equipment, textile, and agriculture markets
01/25	 MIDWAY INDUSTRIAL	 WOLTER	Undisclosed	Provides material handling solutions, including forklifts, warehouse systems, and custom equipment
11/24	 TOTAL TOOL	 NEFCO UNITED WE BUILD	Undisclosed	Distributes crane and hoist products, such as bridge cranes, jib cranes, monorail cranes, and gantry cranes
10/24	 sellercloud	 DESCARTES	\$130.2	Provides tools for inventory and warehouse management
10/24	 Agile Manufacturing	 CEG Consolidated Equipment Group, LLC	Undisclosed	Manufactures agricultural, industrial, and construction material handling equipment
09/24	 MHS	 WOLTER	Undisclosed	Manufactures material handling products, such as forklifts, pallet jacks, lift trucks, industrial batteries, chargers, and racking systems
08/24	 alum-a-lift	 piab	\$120.0	Designs custom material handling ergonomic lifting devices for industrial applications

Source: Capital IQ

Amherst Partners – Representative Transactions

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<p>Davidson Industries Indianapolis, IN</p>  <p>has been acquired by Stock Building Supply Raleigh, NC</p>  <p>AmherstPartners</p> <p>Acted as advisor to Davidson Industries</p>	<p>Coated Steel Corporation Itasca, IL</p>  <p>has been acquired by Mill Steel Grand Rapids, MI</p>  <p>AmherstPartners</p> <p>Acted as advisor to Coated Steel Corporation</p>	<p>Westerman, Inc. Bremen, OH</p>  <p>Westerman Companies</p> <p>has been acquired by Worthington Industries, Inc. (NYSE: WOR) Columbus, OH</p>  <p>AmherstPartners</p> <p>Acted as advisor to Westerman, Inc.</p>	<p>L&L Fittings Manufacturing Fort Wayne, IN</p>  <p>has been acquired by JMAC, Inc. Columbus, OH</p>  <p>AmherstPartners</p> <p>Acted as advisor to L&L Fittings Manufacturing</p>	<p>Manufacturers Equipment and Supply Co. Flint, MI</p>  <p>has been acquired by TVS Logistics Services, Ltd. Chennai, India</p>  <p>AmherstPartners</p> <p>Acted as advisor to Mesco</p>
<p>Benson Industries Portland, OR</p>  <p>has been acquired by MiTek Industries, Inc. Chesterfield, MO</p>  <p>A subsidiary of BERKSHIRE HATHAWAY INC.</p> <p>AmherstPartners</p> <p>Acted as advisor to Benson Industries</p>	<p>Sur-Seal Corporation Cincinnati, OH</p>  <p>has been acquired by Capital Partners, Inc. Norwalk, CT</p>  <p>AmherstPartners</p> <p>Acted as advisor to Sur-Seal Corporation</p>	<p>Precision Aero Corporation Troy, OH</p>  <p>has been acquired by H-D Advanced Manufacturing Pittsburgh, PA</p>  <p>AmherstPartners</p> <p>Acted as advisor to Precision Aero Corporation</p>	<p>Woodsage, LLC Holland, OH</p>  <p>has been acquired by Milton Street Capital Houston, TX</p>  <p>AmherstPartners</p> <p>Acted as advisor to Woodsage, LLC</p>	<p>Veltri Metal Products, Inc. Troy, MI</p>  <p>has been acquired by Flex-N-Gate Corporation Urbana, IL</p>  <p>AmherstPartners</p> <p>Acted as advisor to Veltri Metal Products</p>

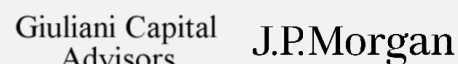
(1) Transactions executed by Amherst professionals while employed at previous firms

The Amherst Partners Team

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With a track record spanning 30 years, Amherst Partners is a boutique investment banking firm focused on providing M&A advisory and capital raising services primarily for closely-held businesses

Boutique investment bank with significant Wall Street experience



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