MATERIAL HANDLING IQ

AmherstPartners

EXPERIENCE | SOLUTIONS | RESULTS

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

JUNE 2026

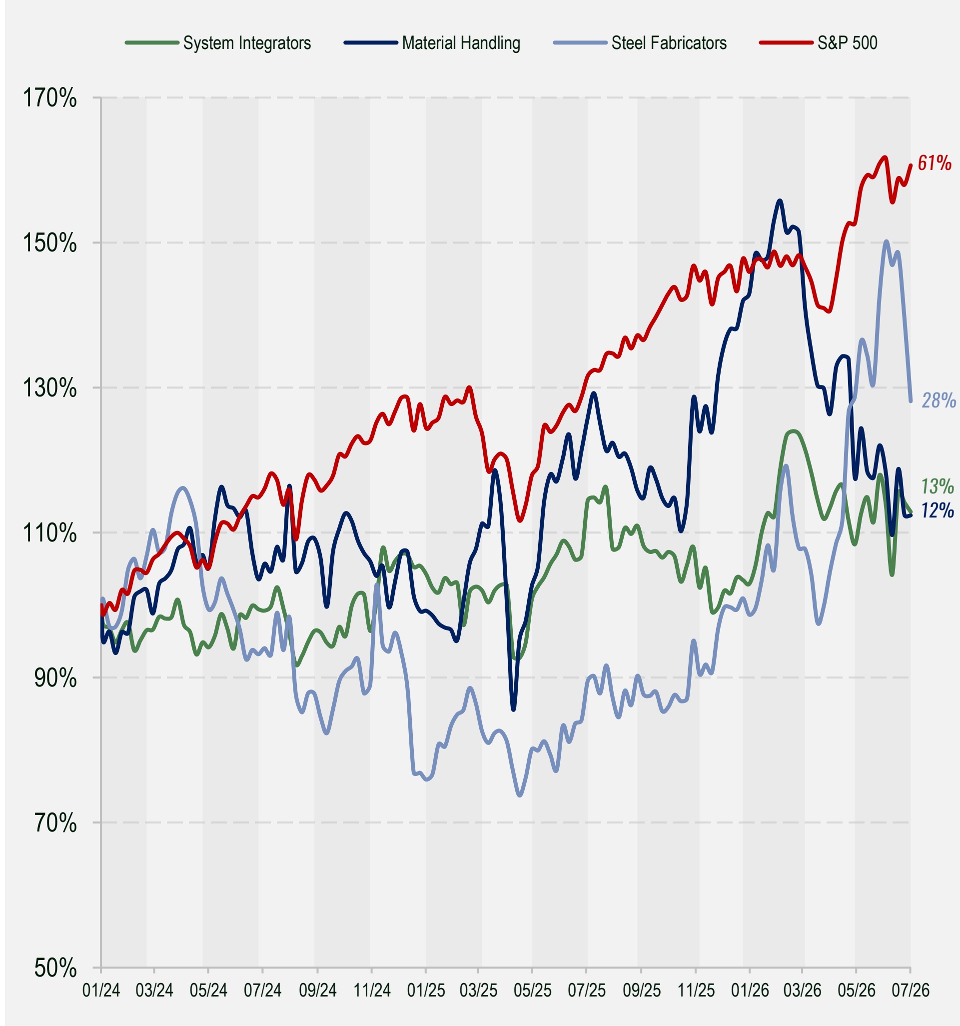
Recent Market Observations

The U.S. material handling market remained on a structurally positive growth trajectory during the first half of 2026, although activity reflected a clear period of normalization. Macroeconomic uncertainty and elevated financing costs continued to temper demand for traditional equipment, while robotics, warehouse software, and electrification captured an increasing share of customer investment and strategic attention. Although industry forecasts continue to project high-single-digit global growth for material handling equipment and warehouse automation through 2030, the near-term environment has been characterized by disciplined, project-specific capital deployment rather than broad-based fleet expansion.

Despite this measured capital spending environment, demand for warehouse automation continued to strengthen and broaden across end markets, reinforcing its evolution from discretionary investment to mission-critical infrastructure. Growth in e-commerce, persistent labor shortages, and the need to improve throughput, accuracy, and supply chain resilience remained the primary secular demand drivers. In Q1 2026, North American companies ordered approximately 9,055 industrial robots valued at roughly $543 million. While total unit volumes were relatively flat year-over-year, demand shifted meaningfully beyond traditional automotive OEMs into a more diversified set of industries. Robot orders increased more than 50% in life sciences, pharmaceuticals, and biomedical applications, over 30% in semiconductors and electronics, and by the mid-teens in food and consumer goods, while automotive component suppliers recorded unit growth in the high-20% range. Collaborative robots ("cobots") remained a standout category, with unit orders increasing more than 50% and revenue rising over 70%, underscoring accelerating adoption of flexible, human-centric automation among small and mid-sized warehouse operators.

At the same time, the charging and energy management ecosystem continues to consolidate and attract heightened strategic investment. Toyota Material Handling North America's strategic investment in Advanced Charging Technologies, announced in late 2025, reflects growing OEM commitment to next-generation charging infrastructure and integrated energy management solutions capable of supporting large, fully electrified fleets. More broadly, sustainability has become an increasingly important design and investment priority across warehouse and distribution networks, driving continued adoption of electric forklifts, rooftop solar installations, and intelligent HVAC and building management systems as operators seek to lower operating costs, improve energy efficiency, and advance ESG objectives.

Recent Stock Price Performance – Material Handling Indices



Source: Capital IQ
*Material Handling Universe – **Material Handling:** CMCO, HY, JUN3, KCR, MTW*
***System Integrators:** DFKCY, HON[1], KGX, KARN*
***Steel Fabricators:** NUE, RS, STLD, WOR*

Source: Equipment Finance News, MH&L, Modern Materials Handling
1. *Historical Honeywell market capitalization has been adjusted to exclude the implied value of Honeywell Aerospace to provide a consistent, comparable trend following the June 2026 spin-off*

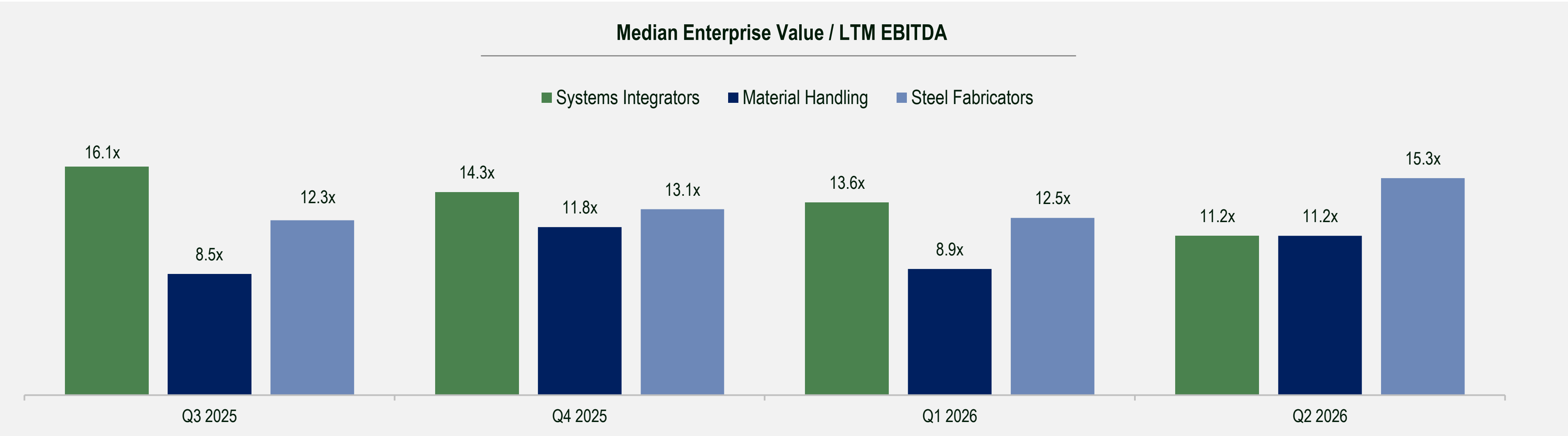
Public Market Trading Multiples

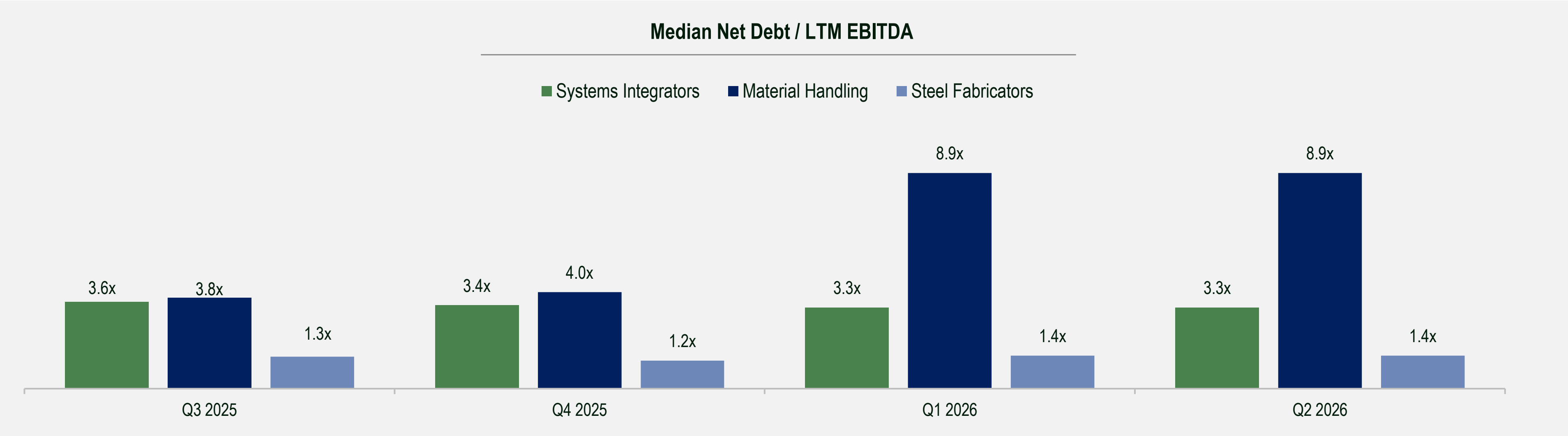
	($ in millions, other than stock price) Company	07/01/2026 Stock Price	Quarterly Price Δ	Market Cap.	Total EV(1)	LTM Revenue	LTM EBITDA	Gross Margin	EBITA Margin	Net Debt / EBITDA	Enterprise Value / LTM Revenue	Enterprise Value / LTM EBITDA
System Integrators	Daifuku Co.	$45.32	*25%*	$16,666	$15,492	$4,234	$722	*25%*	*17%*	NM	3.7x	21.5x
	Honeywell International	$221.75	*(52%)*	$70,256	$96,694	$37,660	$8,526	*37%*	*23%*	2.9x	2.6x	11.3x
	Kardex Holding AG	$287.07	*(6%)*	$2,215	$2,059	$998	$173	*34%*	*17%*	NM	2.1x	11.9x
	KION GROUP AG	$45.31	*(6%)*	$5,941	$13,986	$13,006	$1,931	*27%*	*15%*	3.8x	1.1x	7.2x
	Median							***30%***	***17%***	**3.3x**	**2.3x**	**11.6x**
Material Handling	Columbus McKinnon	$14.51	*4%*	$414	$3,588	$1,193	$156	*33%*	*13%*	13.8x	3.0x	22.9x
	Hyster-Yale Materials Handling	$33.54	*3%*	$601	$1,041	$3,654	$11	*16%*	*0%*	12.6x	0.3x	NM
	Jungheinrich Aktiengesellschaft	$26.58	*(12%)*	$2,711	$5,417	$6,306	$437	*32%*	*7%*	5.3x	0.9x	12.4x
	Konecranes	$30.05	*(11%)*	$7,140	$6,931	$4,741	$720	*58%*	*15%*	NM	1.5x	9.6x
	The Manitowoc Company	$13.09	*11%*	$470	$911	$2,265	$118	*18%*	*5%*	3.2x	0.4x	7.7x
	Median							***32%***	***7%***	**8.9x**	**0.9x**	**11.0x**
Steel Fabricators	Nucor Corporation	$219.02	*27%*	$49,880	$55,618	$34,160	$4,954	*14%*	*15%*	0.9x	1.6x	11.2x
	Reliance Inc.	$372.40	*22%*	$19,010	$20,799	$14,836	$1,420	*29%*	*10%*	1.2x	1.4x	14.6x
	Steel Dynamics	$221.76	*23%*	$31,981	$35,593	$19,012	$2,316	*14%*	*12%*	1.6x	1.9x	15.4x
	Worthington Enterprises	$54.01	*4%*	$2,660	$2,982	$1,381	$146	*28%*	*11%*	2.1x	2.2x	20.5x
	Median							***21%***	***11%***	**1.4x**	**1.8x**	**15.0x**

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

Valuation multiples contracted across the System Integrators segment over the last four quarters, while the Steel Fabricator segment has exhibited modest growth during the same period

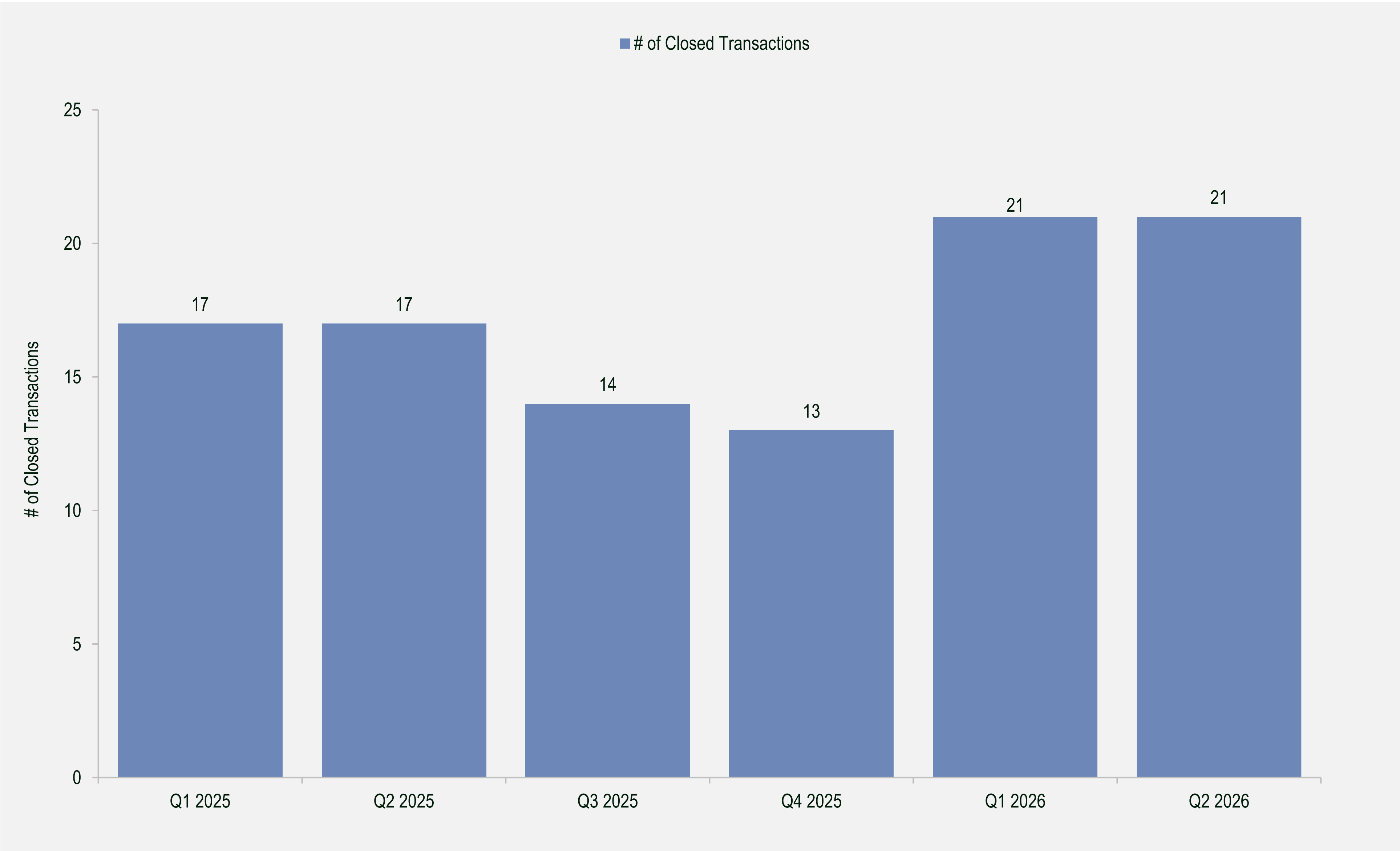




Source: Capital IQ
(1) EV ("Enterprise Value") is defined as market capitalization plus net debt, preferred equity and minority interest.
(2) Median and mean values exclude all non-meaningful values.

U.S. M&A Activity

Deal volume has shown strong momentum in 2026 after a moderated decline over the previous two quarters



Source: Capital IQ

Recent Transaction Activity

Date	Target	Acquiror	Enterprise Value ($M)	Target Description
06/26	Reddy	Compactor Rentals of America	Undisclosed	Sells commercial and industrial waste equipment and provides service, repair, and maintenance of equipment
06/26	Material Handling Exchange	Architect Equity	Undisclosed	Manufactures and sells new and used material handling equipment in the United States
06/26	Velocity Industrial	Undisclosed	Undisclosed	Specializes in providing innovative and quality products and solutions for the Plastics, Food & Beverage, Aggregate, and Steel Industries
05/26	Velcro	Arsenal Capital Partners	Undisclosed	Designs and manufactures hook and loop fasteners
05/26	Acer Inc	MiTek	Undisclosed	Manufactures and sells Ranger RS, a lumber handling equipment for wood truss and wall panel manufacturers
05/26	LindMarine	Tallvine Partners	Undisclosed	Operates as a marine services provider with activities in dredging, barge and tug operations, shipyard services, marine construction, bulk material handling, and oyster shell mining
05/26	WyCo Services	Caljan Rite-Hite	Undisclosed	Provides equipment sales, installation, maintenance, repair, and problem-solving services for material handling applications in the United States
05/26	Forge Racks & Dunnage	Polargy	Undisclosed	Manufactures and sells custom steel racks, storage containers, and dunnage systems in the United States
05/26	Tramont	Graycliff Partners	Undisclosed	Manufactures custom-engineered generator enclosures and fuel tanks for backup power applications
05/26	Stickel Packaging Supply	Veritiv	Undisclosed	Distributes packaging supplies, equipment, janitorial, and material handling products in the United States
05/26	Leebaw	Royal Basket Trucks	Undisclosed	Manufactures pre-fabricated industrial carts
05/26	Glunt Industries	Hannecard	Undisclosed	Operates as a large-scale fabrication and machining center, providing fabrication, machining, repair, and assembly services for industrial equipment
05/26	Conveyor Consulting	Singer Equities	Undisclosed	Engages in the supplying of industrial equipment
04/26	Flow Control Group	KKR; Neuberger Berman	Undisclosed	Engages in the distribution of flow control and fluid handling equipment and products
04/26	apex	Mech-I-Tronic	Undisclosed	Provides engineered printing solutions and turnkey systems for components and products
04/26	AllCryo	CTR	Undisclosed	Manufactures, rehabs, and services cryogenic liquid storage and transport tanks, CO2 tanks, and related equipment
04/26	Simpl	The Home Depot	Undisclosed	Manufactures warehouse automation equipment

Source: Capital IQ

- - - Represents an Amherst Partners transaction. See page 8 for case study details

Amherst Partners – Representative Transactions

Material Handling Exchange, Inc.
Franklin, IN
has been acquired by
Architect Equity
Los Angeles, CA
Acted as exclusive financial advisor to Material Handling Exchange, Inc.

Coated Steel Corporation
Itasca, IL
has been acquired by
Mill Steel
Grand Rapids, MI
Acted as advisor to Coated Steel Corporation

Westerman, Inc.
Bremen, OH
has been acquired by
Worthington Industries, Inc. (NYSE: WOR)
Columbus, OH
Acted as advisor to Westerman, Inc.

L&L Fittings Manufacturing
Fort Wayne, IN
has been acquired by
JMAC, Inc.
Columbus, OH
Acted as advisor to L&L Fittings Manufacturing

Manufacturers Equipment and Supply Co.
Flint, MI
has been acquired by
TVS Logistics Services, Ltd.
Chennai, India
Acted as advisor to Mesco

Benson Industries
Portland, OR
has been acquired by
MiTek Industries, Inc.
Chesterfield, MO
A subsidiary of Berkshire Hathaway Inc.
Acted as advisor to Benson Industries

Sur-Seal Corporation
Cincinnati, OH
has been acquired by
Capital Partners, Inc.
Norwalk, CT
Acted as advisor to Sur-Seal Corporation

Precision Aero Corporation
Troy, OH
has been acquired by
H-D Advanced Manufacturing
Pittsburgh, PA
Acted as advisor to Precision Aero Corporation

Woodsage, LLC
Holland, OH
has been acquired by
Milton Street Capital
Houston, TX
Acted as advisor to Woodsage, LLC

Veltri Metal Products, Inc.
Troy, MI
has been acquired by
Flex-N-Gate Corporation
Urbana, IL
Acted as advisor to Veltri Metal Products

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

Case Study – Material Handling Exchange, Inc.

COMPANY
DETAILS

Company: Material Handling Exchange, Inc.

Founded: 1989

Headquarters: Franklin, IN

Employees: ~170

Website: www.m-h-e.com

Acquiror:

ARCHITECT EQUITY

Material Handling Exchange, Inc.

Franklin, IN

MATERIAL HANDLING EXCHANGE

has been acquired by

ARCHITECT EQUITY

Architect Equity
Los Angeles, CA

AmherstPartners

Acted as exclusive financial advisor to Material Handling Exchange, Inc.

MATERIAL HANDLING EXCHANGE

Transaction Summary

Situation

- Founded in 1989 and headquartered in Franklin, Indiana, Material Handling Exchange, Inc. ("MHE" or the "Company") is a leading provider of pallet and cantilever racking solutions
- The Company offers end-to-end services, including warehouse design, permitting, tear-down and removal, custom rack fabrication, and installation
- MHE is one of the nation's leading rack manufacturers and is uniquely positioned as both a producer of new racking systems and a large-scale buyer, seller, and refurbisher of used racking equipment
- After building the business over more than three decades, the shareholder determined it was the right time to pursue a transition of ownership. The shareholder sought a partner that could preserve the Company's culture while providing the capital and operational resources to support its next phase of growth

Solution

- MHE's shareholder engaged Amherst Partners to lead a comprehensive sale process. Amherst focused on identifying a well-capitalized partner with relevant industry experience to support the Company's next phase of growth
- Amherst developed a targeted marketing strategy highlighting MHE's differentiated business model, manufacturing capabilities, and leadership position within the material handling industry

Result

- ✓ MHE received interest from both strategic and financial buyers. Ultimately, the Company selected Architect Equity as its partner
- ✓ Architect's experience investing in middle-market industrial businesses, coupled with its operationally focused approach, made it a strong fit to support MHE's continued growth
- ✓ The partnership positions the Company to expand its manufacturing capabilities, geographic footprint, and value-added service offerings while continuing to serve its customers with the same high level of quality and responsiveness

The Amherst Partners Team

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

Adams Street

BAIRD

bakertilly

EY Capital Advisors, LLC

Giuliani Capital Advisors

J.P.Morgan

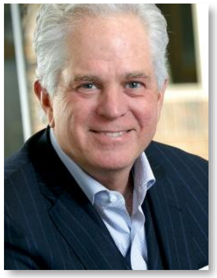
KPMG Corporate Finance LLC

MACQUARIE

plante moran

Core Execution Team

Donald Luciani
Partner



Charles Chandler
Partner

Fahad Siddiqui
Director

John Wendzinski
Vice President

Sam Jabara
Associate

Emily Pachla
Controller

Amber Dunn
Director of Marketing

Operations Advisory

Jon B. Cotton
CEO, Apex Health, Former President, Meridian Health Plan of Michigan

Ray Dallavecchia, Jr.
Owner, Venetian Associates

Terry Robinson
Former Senior Vice President and Director of Middle Market Banking – Comerica Bank

S. Evan Weiner
President/CEO, Edw. C. Levy Co.

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KEY CONTACT INFORMATION

Chas Chandler, *Partner*
(248) 633-2140
chandler@amherstpartners.com

Don Luciani, *Partner*
(248) 633-2139
dluciani@amherstpartners.com

Fahad Siddiqui, *Director*
(248) 633-2053
fsiddiqui@amherstpartners.com

John Wendzinski, *Vice President*
(248) 633-2057
jwendzinski@amherstpartners.com

AMHERST PARTNERS, LLC
255 East Brown Street, Suite 120
Birmingham, MI 48009, U.S.A.
Telephone: (248) 642-5660
Facsimile: (248) 642-9247

WWW.AMHERSTPARTNERS.COM