

Test & Measurement

Q1 2023 Industry Update

March 2023



Applus+ agreed to sell its US oil & gas focused non-destructive testing (NDT) & inspection business to an unnamed financial investor

SRG Global acquired ALS's asset care business, an Australian based provider of asset integrity and reliability services, for AUD 80m

China New Energy Group acquired Thrive Testing and Biosafety, a US based manufacturer of testing technology services for viruses Mar 23:

Calibre Scientific acquired AlphaScience, a Germany based provider of consumables and equipment for the commercial lab, clinical lab, academic, research and hospital Mar 23:

Pace Analytical Services acquired Alpha Analytical, a US based environmental laboratory services company Mar 23:

Universal Engineering Sciences acquired Faulkner Engineering Services, a US-based environmental services, geotechnical engineering and construction materials testing firm Mar 23:

National Instruments Corporation acquired SET, a Germany based developer of semiconductor test systems and manufacturer of electronic systems Mar 23:

Eurofins Scientific acquired **AEML**, an Australia based specialist in mould and spore trap analysis and microbiological testing Mar 23:

HMT acquired **Weld Spec**, a US based provider of inspection services to pipeline, refining, petrochemical, wind energy and manufacturing industries

LDC acquired Idwal Marine Services, a UK based company providing ship inspection services (KPMG M&A advised LDC) Mar 23:

Raptor Scientific acquired King Nutronics, a US based provider of pressure, temperature, torque and force measurement instruments for the defence, aircraft, avionics, petrochemical and utility industries

Process Sensing Technologies acquired SensoScientific, a US based manufacturer of temperature and environmental monitoring solutions Mar 23: Mar 23:

or temperature and environmentar monitoring solutions

A consortium of investors led by IQ Capital Partners acquired an undisclosed stake in QuadSAT, a Denmark based provider of mobile antenna testing systems

WIKA Instruments acquired **Oxsensis**, a UK based producer of non-electrical sensor systems that enable measurements to be made at the extremes of electromagnetic interference and temperature

Littelfuse acquired Western Automation Research & Development, an Ireland based designer and manufacturer of electrical shock protection device

Feb 23: Opus Inspection acquired the US statutory vehicle inspection operations of Applus+ Feb 23:

Waters acquired Water Technology, US-based pioneer in innovative light scattering and field-flow fractionation instruments, for USD 1.36bn

KLAR Partners acquired a majority stake in GMC-Instruments, a Germany based provider of instruments, software solutions and services to inspect and certify the electrical safety of technical installations, medical & industrial equipment and communication, transportation and energy infrastructure Feb 23:

Feb 23: Bergman & Beving acquired A.T.E. Solutions, a UK based designer and manufacturer of complete test automation solutions for the electronics industry

 $\textbf{CTS Corporation} \ \, \text{acquired MagLab, a Switzerland based designer of magnetic systems} \\ \text{and current measurement solutions, for USD 4m} \\$ Feb 23:

Apave acquired **Baltic Control**, a Denmark based inspection, verification, testing and certification company Jan 23: Eurofins acquired Express Microbiology, a UK based provider of water testing and

chemistry lab testing **AEA Investors** acquired **Rees Scientific**, a US based provider of automated environmental monitoring solutions to the high-end life sciences market

Calibre Scientific acquired TechniVal Group, a Scotland based service provider and distributor of laboratory equipment serving life science, R&D, pharmaceutical and biotechnology markets

Precitec acquired a majority stake in Enovasense, a France based manufacturer of instruments and machines to measure thickness of industrial coatings Jan 23:

Trescal acquired Integrajaya Calibration Technologies, a Malaysia based provider of calibrations, measurement services and solutions Jan 23:

| Public con Sensors | mpan | y valua | itions | | | | EV/Revenue Revenue (GBPm) Revenue growth | | BPm) | EV/EBITDA EBITDA (GBPm) EBITDA % | | Pm) | EV/EBIT EBIT (GBPm) EBIT % | | | 2 Year CAGR 2022-2024 | |
|------------------------|---------|------------------|----------------------|----------------------|--------------|----------------------|--|---------------|---------------|--|--------------------|-------------------|----------------------------------|--------------|--------------|-----------------------------|--------|
| Company | Country | Year End Date | Market Cap (GBPm) | Net Debt / (Cash) | EV (GBPm) | Net debt / EBITDA | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | Sales | EBITDA |
| Amphenol | | B | 00.5== | 0.055 | 40.05- | | 4.0x | 4.1x | 3.9x | 16.3x | 16.4x | 15.3x | 22.2x | 20.0x | 18.4x | 071 | |
| Corporation | | Dec-22 | 39,277 | 2,853 | 42,285 | 1.1x | 10,476 | 10,192 | 10,893 | 2,589 | 2,581 | 2,755 | 1,909 | 2,116 | 2,293 | 2% | 3% |
| | | | | | | | 30% 0.7x | (3%) 0.9x | 7% 0.8x | 25% 3.3x | 25% 4.5x | 25% 3.6x | 18% | 21% 14.4x | 21% 8.7x | | |
| ams-OSRAM AG | | Dec-22 | 1,638 | 1,504 | 3,118 | 2.2x | 4,274 | 3.530 | 0.8X 3.795 | 948 | 4.5X 692 | 3.6X 872 | nmr 46 | 14.4X 217 | 8.7x 359 | nmf | nmf |
| ams-Corrain AG | | De0-22 | 1,000 | 1,504 | 3,110 | 2.23 | 1% | (17%) | 3,795 8% | 22% | 20% | 23% | 1% | 217 6% | 359 9% | 14111 | 1/1111 |
| | | | | | | | 2.5x | 2.5x | 2.3x | 10.8x | 10.4x | 9.7x | 16.6x | 14.0x | 12.6x | 2% nmf 4% 5% 7% 6% 3% 8% | |
| CTS Corporation | | Dec-22 | 1,266 | (40) | 1,226 | n/a | 487 | 497 | 527 | 114 | 118 | 127 | 74 | 88 | 97 | 4% | 5% |
| | _ | 500 11 | .,200 | (10) | ., | | 29% | 2% | 6% | 23% | 24% | 24% | 15% | 18% | 18% | nmf 4% 5% 1% 1% 6% 6% | 0,0 |
| | | | | | | | 1.9x | 1.8x | 1.8x | 13.9x | 12.9x | 12.2x | 18.5x | 15.8x | 15.1x | | |
| discoverIE Group | | Mar-22 | 742 | 67 | 810 | 1.0x | 421 | 446 | 461 | 58 | 63 | 66 | 44 | 51 | 54 | 5% | 7% |
| plc | A N | | | | | | 17% | 6% | 3% | 14% | 14% | 14% | 10% | 11% | 12% | | |
| | | | | | | | 15.9x | 15.3x | 13.8x | 28.6x | 27.4x | 24.7x | 24.2x | 27.9x | 25.0x | | |
| Keyence Corporation | | Mar-22 | 95,045 | (6,163) | 88,882 | n/a | 5,605 | 5,809 | 6,423 | 3,109 | 3,242 | 3,598 | 3,671 | 3,185 | 3,553 | 7% | 8% |
| Corporation | | | | | | | 20% | 4% | 11% | 55% | 56% | 56% | 65% | 55% | 55% | | |
| | | | | | | | 2.8x | 2.9x | 2.7x | 10.4x | 12.4x | 11.3x | 14.8x | 17.0x | 15.0x | | |
| Littelfuse, Inc. | 60000 | Dec-22 | 5,369 | 413 | 5,809 | 0.9x | 2,086 | 1,984 | 2,118 | 557 | 467 | 515 | 391 | 342 | 388 | 1% | nmf |
| | | | | | | | 36% | (5%) | 7% | 27% | 24% | 24% | 19% | 17% | 18% | | |
| Methode | | | | | | | 1.4x | 1.4x | 1.3x | 9.5x | 9.3x | 7.7x | 14.8x | 14.7x | 11.5x | | |
| Electronics, Inc. | 10000 | Apr-22 | 1,276 | 54 | 1,330 | 0.4x | 928 | 942 | 1,039 | 140 | 143 | 173 | 90 | 91 | 116 | 6% | 11% |
| | | | | | | | 13% | 2% | 10% | 15% | 15% | 17% | 10% | 10% | 11% | | |
| Murata | | | | | | | 2.6x | 2.7x | 2.5x | 9.3x | 9.3x | 8.1x | 11.2x | 13.9x | 11.6x | | |
| Manufacturing | | Mar-22 | 30,786 | (1,890) | 28,896 | n/a | 10,935 | 10,754 | 11,587 | 3,119 | 3,108 | 3,576 | 2,583 | 2,081 | 2,489 | 3% | 7% |
| Co., Ltd. | | | | | | | (6%) | (2%) | 8% | 29% | 29% | 31% | 24% | 19% | 21% | | |
| Sensata | | | | | | | 2.6x | 2.6x | 2.5x | 11.9x | 11.0x | 9.9x | 19.9x | 13.1x | 11.9x | | |
| Technologies | 00000 | Dec-22 | 6,166 | 2,537 | 8,735 | 3.2x | 3,344 | 3,313 | 3,548 | 737 | 794 | 878 | 438 | 665 | 734 | 3% | 9% |
| Holding plc | | | | | | | 19% | (1%) | 7% | 22% | 24% | 25% | 13% | 20% | 21% | | |
| Sensirion Holding | | D-+ 00 | 4.270 | (440) | 4.000 | -1- | 4.4x | 4.3x | 3.7x | 16.3x | 19.5x | 17.1x | 20.5x | 25.5x | 21.6x | 001 | |
| AG | | Dec-22 | 1,378 | (110) | 1,263 | n/a | 289 | 293 | 339 | 78 | 65 | 74 | 62 | 49 | 58 | 8% | nmf |
| | | | | | | | 24% | 2% | 16% | 27% | 22% | 22% | 21% | 17% | 17% | | |
| TE Connectivity | | Cor 22 | 22 540 | 2.057 | 26.452 | 0.0 | 2.5x | 2.8x | 2.6x | 10.5x | 12.0x | 10.9x | 16.3x | 16.2x | 14.3x | mont | nf |
| Ltd. | | Sep-22 | 33,510 | 2,857 | 36,453 | 0.9x | 14,525 28% | 13,052 | 13,879 6% | 3,467 24% | 3,037 23% | 3,353 24% | 2,241 15% | 2,256 17% | 2,542 18% | nmr | nmf |
| | 411 | | | | | | 28% 0.8x | (10%) 0.7x | 6% 0.7x | 24% 18.5x | 7.0x | 6.4x | 15% 33.1x | 9.1x | 18% 8.3x | | |
| TT Electronics plc | | Dec-22 | 328 | 138 | 467 | 2.1x | 617 | 0.7x 629 | 634 | 18.5x 25 | 7.0X 67 | 6.4X 73 | 33.1x 14 | 9.1x 52 | 8.3X 56 | 19/ | nmf |
| . / Electronics pic | V N | De0-22 | 320 | 100 | 401 | 2.18 | 30% | 629 2% | 1% | 25 4% | 11% | 73 12% | 2% | 52 8% | 56 9% | 4% 5% 7% 1% 6% 3% | 11111 |
| Min | | | | | | | 0.7x | 0.7x | 0.7x | 3.3x | 4.5x | 3.6x | 11.2x | 9.1x | 8.3x | 19/- | 3% |
| Mean | | | | | | | 2.4x | 0.7x 2.4x | 2.3x | 13.3x | 4.5x 12.7x | 11.4x | 11.2x 19.3x | 16.8x | 14.5x | 4% | 7% |
| Median | | | | | | | 2.4x 2.5x | 2.4x 2.6x | 2.5x | 11.3x | 12.7X 11.5x | 10.4x | 18.5x | 15.3x | 13.5x | 4% | 7% |
| Max | | | | | | | 4.4x | 4.3x | 3.9x | 28.6x | 27.4x | 24.7x | 33.1x | 27.9x | 25.0x | 8% | 11% |
| TIGAL | | | | | | | | | U.U.A | | | | | | | | |

Multiples are based on enterprise value as of 31 March 2023 and historical and forecast sales, EBITDA and EBIT, calendarised to 31 December. "nmf": not meaningful; "n/a": not available Note: Enterprise Value is adjusted for minority interest, preference equity, pension deficit and investments in associate

Highlighted values are considered as outliers and are not included in calculations CapIQ

Source:

| Instrumer Industrials | | ١ | | | | | EV/Revenue Revenue (GBPm) Revenue growth | | Pm) | EV/EBITDA EBITDA (GBPm) EBITDA % | | Pm) | EV/EBIT EBIT (GBPm) EBIT % | | | 2 Year CAGR 2022-2024 | |
|--------------------------------|----------|------------------|----------------------|----------------------|--------------|----------------------|--|-------------|-------------|--|--------------|--------------|----------------------------------|--------------|--------------|---|--------|
| Company | Country | Year End Date | Market Cap (GBPm) | Net Debt / (Cash) | EV (GBPm) | Net debt / EBITDA | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | Sales | EBITDA |
| AMETEK I | | D 00 | 07.050 | 4.000 | 00.000 | 4.4 | 5.7x | 5.5x | 5.2x | 18.4x | 17.7x | 16.5x | 26.3x | 22.1x | 20.6x | 40/ | 00/ |
| AMETEK, Inc. | | Dec-22 | 27,052 | 1,839 | 28,890 | 1.1x | 5,105 25% | 5,256 3% | 5,565 6% | 1,569 31% | 1,629 31% | 1,750 31% | 1,099 22% | 1,304 25% | 1,404 25% | 4% | 6% |
| | 46 | | | | | | 4.5x | 4.5x | 4.3x | 17.0x | 16.1x | 15.1x | 29.0x | 23.6x | 21.5x | | |
| Fortive | | Dec-22 | 19.462 | 2,250 | 21,780 | 1.7x | 4,835 | 4,883 | 5,113 | 1,285 | 1,353 | 1,443 | 752 | 924 | 1,014 | 3% | 6% |
| Corporation | | 200 22 | 10,102 | _, | 21,100 | | 25% | 1% | 5% | 27% | 28% | 28% | 16% | 19% | 20% | 0,0 | 0,0 |
| | .dlb | | | | | | 5.2x | 4.7x | 4.5x | 21.7x | 19.6x | 18.3x | 25.4x | 22.5x | 20.9x | | |
| Halma plc | | Mar-22 | 8,420 | 500 | 8,900 | 1.1x | 1,724 | 1,881 | 1,996 | 410 | 453 | 487 | 350 | 396 | 426 | 8% | 9% |
| | V | | , | | ,,,,,,, | | 17% | 9% | 6% | 24% | 24% | 24% | 20% | 21% | 21% | 2022 | |
| | | | | | | | 0.9x | 1.0x | 0.9x | 4.4x | 4.9x | 4.6x | 4.8x | 6.6x | 6.1x | | |
| HORIBA, Ltd. | | Dec-22 | 2,031 | (467) | 1,570 | n/a | 1,700 | 1,609 | 1,667 | 360 | 320 | 339 | 325 | 239 | 257 | nmf | nmf |
| | | | | | | | 18% | (5%) | 4% | 21% | 20% | 20% | 19% | 15% | 15% | | |
| | 48 | | | | | | 4.9x | 5.1x | 4.9x | 15.7x | 15.7x | 14.6x | 21.1x | 17.7x | 16.5x | | |
| Keysight Technologies, Inc. | A888 | Oct-22 | 23,252 | (168) | 23,084 | n/a | 4,737 | 4,539 | 4,755 | 1,472 | 1,469 | 1,581 | 1,093 | 1,304 | 1,400 | 0% | 4% |
| reciniologies, inc. | | | | | | | 29% | (4%) | 5% | 31% | 32% | 33% | 23% | 29% | 29% | | |
| | 488 | | | | | | 2.9x | 2.8x | 2.6x | 11.2x | 13.4x | 10.9x | 17.3x | 16.9x | 13.1x | | |
| MKS Instruments, Inc. | | Dec-22 | 4,776 | 3,534 | 8,403 | 5.6x | 2,944 | 3,013 | 3,274 | 751 | 629 | 768 | 485 | 497 | 643 | 5% | 1% |
| mo. | | | | | | | 35% | 2% | 9% | 26% | 21% | 23% | 16% | 16% | 20% | | |
| National | | | | | | | 4.3x | 4.1x | 3.8x | 22.8x | 16.3x | 14.7x | 40.5x | 18.9x | 16.4x | | |
| Instruments | 6000 | Dec-22 | 5,571 | 369 | 5,940 | 1.0x | 1,375 | 1,449 | 1,569 | 260 | 364 | 403 | 147 | 315 | 362 | 7% | 24% |
| Corporation | | | | | | | 27% | 5% | 8% | 19% | 25% | 26% | 11% | 22% | 23% | | |
| 0.71 | | | | | | | 3.4x | 3.2x | 3.1x | 17.6x | 16.1x | 15.1x | 20.5x | 18.2x | 17.2x | | |
| Oxford Instruments plc | | Mar-22 | 1,445 | (66) | 1,380 | n/a | 405 | 426 | 440 | 78 | 86 | 91 | 67 | 76 | 80 | 4% | 8% |
| motruments pro | V | | | | | | 14% | 5% | 3% | 19% | 20% | 21% | 17% | 18% | 18% | | |
| Danishawala | | | | | | | 4.0x | 3.8x | 3.6x | 14.8x | 13.7x | 12.4x | 18.4x | 17.7x | 16.0x | | |
| Renishaw plc | V N | Jun-22 | 2,977 | (196) | 2,759 | n/a | 686 | 719 | 756 | 186 | 202 | 222 | 150 | 156 | 172 | 5% | 9% |
| | AID | | | | | | 11% | 5% | 5% | 27% | 28% | 29% | 22% | 22% | 23% | | |
| Shimadzu | | | | | | | 2.3x | 2.2x | 2.1x | 12.5x | 12.1x | 11.4x | 13.1x | 15.2x | 14.2x | | |
| Corporation | | Mar-22 | 7,418 | (852) | 6,566 | n/a | 2,890 | 2,953 | 3,090 | 525 | 542 | 577 | 500 | 433 | 464 | 3% | 5% |
| | | | | | | | 5% | 2% | 5% | 18% | 18% | 19% | 17% | 15% | 15% | 2022 Sales 4% 3% 8% nmf 0% 5% 4% 4% 4% 0% 4% 4% | |
| | | | | | | | 2.8x | 2.6x | 2.5x | 15.4x | 12.9x | 12.1x | 20.3x | 16.5x | 14.7x | | |
| Spectris plc | V N | Dec-22 | 3,830 | (163) | 3,674 | n/a | 1,327 | 1,422 | 1,445 | 239 | 284 | 302 | 181 | 223 | 249 | 4% | 13% |
| | | | | | | | 14% | 7% | 2% | 18% | 20% | 21% | 14% | 16% | 17% | | |
| Teledyne | | | | | | | 4.2x | 4.1x | 3.9x | 16.5x | 16.0x | 15.2x | 24.7x | 20.8x | 19.2x | | |
| Technologies | 20001 | Jan-23 | 16,997 | 2,853 | 19,852 | 2.3x | 4,767 | 4,858 | 5,055 | 1,204 | 1,241 | 1,307 | 803 | 953 | 1,033 | 3% | 4% |
| Incorporated | | | | | | | 18% | 2% | 4% | 25% | 26% | 26% | 17% | 20% | 20% | | |
| Min | | | | | | | 0.9x | 1.0x | 0.9x | 4.4x | 4.9x | 4.6x | 4.8x | 6.6x | 6.1x | | 1% |
| Mean | | | | | | | 3.7x | 3.6x | 3.5x | 15.7x | 14.5x | 13.4x | 21.8x | 18.0x | 16.4x | 1.7 | 8% |
| Median | | | | | | | 4.1x | 4.0x | 3.7x | 16.1x | 15.9x | 14.7x | 20.8x | 18.0x | 16.5x | | 6% |
| Max | | | | | | | 5.7x | 5.5x | 5.2x | 22.8x | 19.6x | 18.3x | 40.5x | 23.6x | 21.5x | 8% | 24% |

Note: Multiples are based on enterprise value as of 31 March 2023 and historical and forecast sales, EBITDA and EBIT, calendarised to 31 December. "nmf": not meaningful; "n/a": not available. Enterprise Value is adjusted for minority interest, preference equity, pension deficit and investments in associates.

Highlighted values are considered as outliers and are not included in calculations

Source: CapIQ

| Instrumer | | 1 | | | | | EV/Revenue Revenue (GBPm) Revenue growth | | | EV/EBITDA EBITDA (GBPm) EBITDA % | | Pm) | EV/EBIT EBIT (GBPm) EBIT % | | n) | 2 Year CAGR 2022-2024 | |
|--------------------------------------|----------|------------------|----------------------|----------------------|--------------|----------------------|--|------------------------|-------------------------------------|--|------------------------------|-------------------------------|----------------------------------|----------------------------|------------------------------|--------------------------|----------------|
| Company | Country | Year End Date | Market Cap (GBPm) | Net Debt / (Cash) | EV (GBPm) | Net debt / EBITDA | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | Sales | EBITDA |
| Agilent Technologies, Inc. | _ | Oct-22 | 29,995 | 1,526 | 31,521 | 0.8x | 5.3x 5,992 28% | 5.4x 5,796 (3%) | 5.1x 6,191 7% | 17.4x 1,807 30% | 17.5x 1,797 31% | 16.0x 1,976 32% | 23.6x 1,335 22% | 19.3x 1,636 28% | 17.6x 1,789 29% | 2% | 5% |
| Bio-Rad Laboratories, Inc. | | Dec-22 | 11,460 | (334) | 11,144 | n/a | 4.8x 2,326 8% | 4.6x 2,400 3% | 4.3x 2,588 8% | 19.8x 563 24% | 18.0x 618 26% | 15.9x 699 27% | 31.2x 357 15% | 23.7x 471 20% | 20.4x 547 21% | 5% | 11% |
| Bruker Corporation | | Dec-22 | 9,351 | 516 | 9,922 | 1.0x | 4.7x 2,100 18% | 4.4x 2,279 9% | 4.1x 2,438 7% | 21.0x 473 23% | 19.3x 514 23% | 17.3x 573 24% | 29.7x 334 16% | 22.4x 442 19% | 20.1x 494 20% | 8% | 10% |
| Danaher Corporation | | Dec-22 | 148,541 | 12,237 | 162,549 | 1.4x | 6.2x 26,119 20% | 6.7x 24,429 (6%) | 6.2x 26,201 7 % | 17.4x 9,359 36% | 19.1x 8,501 35% | 17.6x 9,260 35% | 25.4x 6,403 25% | 25.1x 6,470 26% | 22.7x 7,145 27% | nmf | nmf |
| Judges Scientific plc | | Dec-22 | 542 | 37 | 579 | 1.0x | 5.1x 113 24% | 4.6x 125 11% | 4.4x 131 5% | 18.1x 32 28% | 15.7x 37 29% | 14.9x 39 30% | 27.4x 21 19% | 17.0x 34 27% | 16.1x 36 27% | 8% | 10% |
| Mettler-Toledo International Inc. | | Dec-22 | 27,299 | 1,689 | 28,987 | 1.5x | 8.9x 3,253 18% | 8.7x 3,334 2% | 8.2x 3,517 6% | 27.7x 1,045 32% | 25.5x 1,136 34% | 23.7x 1,223 35% | 34.6x 837 26% | 27.4x 1,057 32% | 25.6x 1,131 32% | 4% | 8% |
| PerkinElmer, Inc. | | Jan-23 | 13,617 | 3,428 | 17,156 | 3.7x | 7.0 x 2,447 0% | 6.5x 2,630 7% | 6.0x 2,878 9% | 20.3x 845 35% | 18.4x 933 35% | 16.7x 1,028 36% | 26.2x 656 27% | 20.8x 826 31% | 18.4x 931 32% | 8% | 10% |
| Sartorius Aktiengesellschaft | | Dec-22 | 21,164 | 2,079 | 23,894 | 1.6x | 6.5x 3,703 28% | 6.2x 3,828 3% | 5.6x 4,291 12% | 18.9x 1,267 34% | 18.5x 1,289 34% | 16.4x 1,460 34% | 22.7x 1,053 28% | 23.3x 1,025 27% | 20.4x 1,172 27% | 8% | 7% |
| Thermo Fisher Scientific Inc. | | Dec-22 | 179,569 | 22,935 | 202,860 | 2.3x | 5.4x 37,277 29% | 5.5x 36,618 (2%) | 5.1x 39,518 8% | 19.7x 10,315 28% | 20.2x 10,045 27% | 18.3x 11,082 28% | 32.3x 6,289 17% | 23.2x 8,745 24% | 20.9x 9,692 25% | 3% | 4% |
| Waters Corporation | | Dec-22 | 14,752 | 985 | 15,737 | 1.1x | 6.4x 2,467 20% | 6.1x 2,572 4% | 5.7x 2,740 7% | 18.1x 872 35% | 17.0x 924 36% | 15.7x 1,005 37% | 24.3x 647 26% | 20.2x 780 30% | 18.5x 849 31% | 5% | 7% |
| Min Mean Median | | | | | | | 4.7x 6.0x 5.8x | 4.4x 5.9x 5.8x | 4.1x 5.5x 5.4x | 17.4x 19.8x 19.3x | 15.7x 18.9x 18.5x | 14.9x 17.2x 16.5x | 22.7x 27.7x 26.8x | 17.0x 22.2x 22.8x | 16.1x 20.1x 20.2x | 0% 5% 5% | 4% 8% 8% |

Note: Multiples are based on enterprise value as of 31 March 2023 and historical and forecast sales, EBITDA and EBIT, calendarised to 31 December. "nmf": not meaningful; "n/a": not available. Enterprise Value is adjusted for minority interest, preference equity, pension deficit and investments in associates.

Enterprise Value is adjusted for minority interest, preference equity, pension deficit and investments in as Highlighted values are considered as outliers and are not included in calculations

Source: CapIQ

| Test, In | spec | tion & |
|----------|-------|----------|
| Certific | ation | services |
| | | |

| Certificat | | | | | | | EV/Revenue Revenue (GBPm) Revenue growth | | | EV/EBITDA EBITDA (GBPm) EBITDA % | | | EV/EBIT EBIT (GBPm) EBIT % | | | 2 Year CAGR 2022-2024 | |
|---------------------------|------------|------------------|----------------------|----------------------|--------------|----------------------|--|-------|-------|--|-------|-------|----------------------------------|-------|-------|------------------------------------|--------|
| Company | Country | Year End Date | Market Cap (GBPm) | Net Debt / (Cash) | EV (GBPm) | Net debt / EBITDA | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | 2022 | 2023 | 2024 | Sales | EBITDA |
| | (4) | | | | | | 2.8x | 2.8x | 2.6x | 11.0x | 10.6x | 10.1x | 17.0x | 14.0x | 13.3x | | |
| ALS Limited | * | Mar-22 | 3,243 | 735 | 3,843 | 2.0x | 1,374 | 1,391 | 1,453 | 348 | 363 | 381 | 226 | 275 | 289 | 3% | 5% |
| | | | | | | | 23% | 1% | 4% | 25% | 26% | 26% | 16% | 20% | 20% | | |
| Applus Services, | | | | | | | 0.9x | 0.9x | 0.8x | 5.8x | 5.5x | 5.2x | 13.1x | 8.7x | 8.3x | | |
| S.A. | 養 | Dec-22 | 844 | 746 | 1,619 | 2.5x | 1,818 | 1,855 | 1,932 | 278 | 295 | 311 | 124 | 186 | 195 | 3% | 6% |
| | | | | | | | 22% | 2% | 4% | 15% | 16% | 16% | 7% | 10% | 10% | | |
| Bureau Veritas | 4 | | | | | | 2.4x | 2.3x | 2.2x | 12.3x | 11.2x | 10.5x | 16.7x | 14.2x | 13.2x | | |
| SA Veritas | | Dec-22 | 10,520 | 1,227 | 11,931 | 1.2x | 5,012 | 5,197 | 5,451 | 969 | 1,061 | 1,133 | 713 | 838 | 905 | 4% | 8% |
| | | | | | | | 20% | 4% | 5% | 19% | 20% | 21% | 14% | 16% | 17% | | |
| F | | | | | | | 2.2x | 2.2x | 2.1x | 9.9x | 11.0x | 9.7x | 16.0x | 17.1x | 15.1x | | |
| Eurofins Scientific SE | | Dec-22 | 10,433 | 2,513 | 13,056 | 2.1x | 5,954 | 5,876 | 6,322 | 1,321 | 1,191 | 1,347 | 814 | 762 | 865 | | 1% |
| | | | | | | | 6% | (1%) | 8% | 22% | 20% | 21% | 14% | 13% | 14% | | |
| | A88- | | | | | | 10.3x | 9.6x | 8.9x | 30.4x | 32.0x | 29.5x | 38.3x | 36.4x | 33.4x | 2022 Sales 3% 3% 4% 3% 4% 3% 4% 3% | |
| Exponent, Inc. | | Dec-22 | 4,081 | (119) | 3,962 | n/a | 385 | 413 | 446 | 130 | 124 | 134 | 104 | 109 | 119 | | 2% |
| | | | | | | | 19% | 7% | 8% | 34% | 30% | 30% | 27% | 26% | 27% | | |
| | | | | | | | 2.4x | 2.3x | 2.2x | 11.2x | 10.1x | 9.5x | 15.7x | 13.7x | 12.9x | | |
| Intertek Group plo | | Dec-22 | 6,536 | 1,060 | 7,630 | 1.4x | 3,193 | 3,376 | 3,539 | 680 | 757 | 802 | 485 | 556 | 592 | 5% | 9% |
| | AID | | | | | | 15% | 6% | 5% | 21% | 22% | 23% | 15% | 16% | 17% | 4% 3% 8% 5% | |
| | 485 | | | | | | 0.6x | 0.6x | 0.6x | 6.6x | 5.4x | 4.4x | 25.3x | 12.5x | 10.6x | | |
| Mistras Group, Inc. | | Dec-22 | 164 | 185 | 350 | 2.9x | 570 | 584 | 612 | 53 | 64 | 80 | 14 | 28 | 33 | 4% | 22% |
| | | | | | | | 14% | 2% | 5% | 9% | 11% | 13% | 2% | 5% | 5% | | |
| | | | | | | | 2.6x | 2.6x | 2.5x | 12.7x | 11.3x | 10.7x | 21.0x | 16.5x | 15.4x | | |
| SGS SA | | Dec-22 | 13,126 | 2,534 | 15,714 | 1.8x | 5,962 | 6,077 | 6,361 | 1,239 | 1,386 | 1,463 | 750 | 953 | 1,018 | 3% | 9% |
| | | | | | | | 15% | 2% | 5% | 21% | 23% | 23% | 13% | 16% | 16% | | |
| Min | | | | | | | 0.6x | 0.6x | 0.6x | 5.8x | 5.4x | 4.4x | 13.1x | 8.7x | 8.3x | 3% | 1% |
| Mean | | | | | | | 2.0x | 1.9x | 1.8x | 9.9x | 9.3x | 8.6x | 17.8x | 13.8x | 12.7x | 4% | 8% |
| Median | | | | | | | 2.4x | 2.3x | 2.2x | 11.0x | 10.6x | 9.7x | 16.7x | 14.0x | 13.2x | 3% | 8% |
| Max | | | | | | | 2.8x | 2.8x | 2.6x | 12.7x | 11.3x | 10.7x | 25.3x | 17.1x | 15.4x | 5% | 22% |

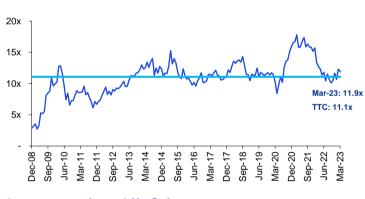
Multiples are based on enterprise value as of 31 March 2023 and historical and forecast sales, EBITDA and EBIT, calendarised to 31 December. "nmf": not meaningful; "n/a": not available. Note: Enterprise Value is adjusted for minority interest, preference equity, pension deficit and investments in associates.

Highlighted values are considered as outliers and are not included in calculations

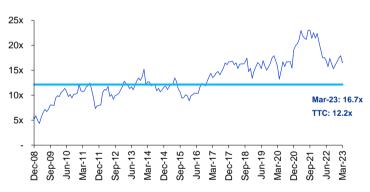
Source: CapIQ

Public company valuations – Through the cycle (EV/LTM EBITDA)

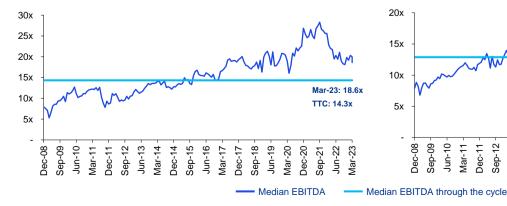
Sensors

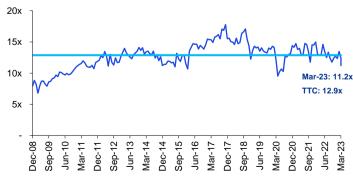


Instrumentation - Industrials



Instrumentation - Life Sciences **Test, Inspection & Certification services**





M&A Transaction History

Sensors

| Date | Target | Country | Target Description | Acquirer | Country | EV | EV/ EBITDA |
|--------|----------------------------------|----------|---|--|----------|------------|---------------|
| May-22 | OMEGA Engineering | _ | Provider of a broad range of process measurement and control instrumentation to industrial | Dwyer Instruments (Arcline) | _ | US\$525m | 20.5x |
| Jun-21 | Photon Control Inc. | (*) | Designs, manufactures and distributes a range of optical sensors and systems to measure temperature and position | MKS Instruments, Inc. | | US\$312m | 15.6x |
| Jun-21 | Diversified Technical Systems | | Manufacturer of data acquisition systems and sensors for product and safety testing | Vishay Precision Group | | US\$47m | 5.9x |
| Apr-21 | Xirgo Technologies Inc | | Provides telematics & data insight solutions for transport & logistics end markets | Sensata Technologies | | US\$400m | 16.0x |
| Jan-21 | Flir Systems | | Designer, manufacturer and marketer of camera systems for a wide variety of thermography and imaging applications | Teledyne Technologies Inc | | US\$7,800m | 18.9x |
| Dec-20 | MTS Systems Corporation | | Supplier of advanced test systems, motion simulators and precision sensors | Amphenol Corporation | | US\$1.7bn | 14.0x |
| Dec-20 | OptaSense Holdings, Ltd | | Fiber optic distributed monitoring solutions | Luna Innovations Incorporated | | £29m | 13.0x |
| Oct-19 | Sens-Tech Ltd | | Manufacturer of x-ray and light detector modules | discoverIE Group plc | | £58m | 5.9x |
| Jun-19 | Sensys Networks, Inc. | | Provides integrated wireless traffic data systems and traffic management solutions | TagMaster AB | | US\$16m | 9.4x |
| Jun-19 | First Sensor AG | | Manufacturer of sensors, detectors and emitters | TE Connectivity Ltd. | 0 | €308m | 14.5x |
| Apr-19 | Positek Limited | | Designer and manufacturer of linear, rotary, tilt and submersible sensors | discoverIE Group plc | | £4.6m | 7.7x |
| Oct-18 | Resideo Technologies, Inc. | | Home comfort and security solutions and wholesale distributor of security and low-voltage products | Spin off from Honeywell International Inc. | | US\$3,259m | 14.0x |
| Jan-17 | Variohm Holdings Limited | | Manufacturer of position, pressure and temperature sensors | discoverIE Group plc | | £13.9m | 7.0x |
| | Min | | | | | | 5.9x |
| | Mean | | | | | | 12.5x |
| | Median | | | | | | 14.0x |
| | Max | | | | | | 20.5x |

Source: CapitalIQ Prowess, MergerMarket and KPMG intel

Instrumentation

Industrials

| Date | Target | Country | Target Description | Acquirer | Country | EV | EV/ EBITDA |
|--------|--|---------|---|--------------------------|----------|------------|---------------|
| Nov-22 | CyberOptics Corporation | | Developer and manufacturer of high-precision 3D optical sensing technology solutions | Nordson Corporation | | US\$380m | 18.5x |
| Jun-22 | Industrial business segment of Roper tech. | | Company engaged in designing and developing software and engineered products and solutions | CD&R | | US\$5.1bn | 19.6x |
| May-22 | Dytran Instruments | | Manufacturer of piezoelectric, MEMS-based and digital accelerometers | Spectris | | US\$82m | 15.8x |
| Jan-22 | Zetec (Roper Technologies) | | Zetec is engaged in nondestructive testing (NDT) solutions for critical inspection needs | Eddyfi/NDT (Novacap) | (*) | US\$350m | 20.6x |
| Aug-21 | NDC Technologies Inc. | | Provider of precision measurement solutions for in-line manufacturing process control | Nordson Corporation | | US\$180m | 13.5x |
| Apr-21 | Concurrent Real-Time, Inc. | | Supplier of real-time operating systems for hardware-in-the-loop simulation applications | Spectris Plc | <u> </u> | US\$167m | 16.0x |
| Mar-21 | Abaco Systems Inc | | Provider of mission critical embedded computing systems for aerospace, defense and industrial applications | AMETEK Inc | | US\$1,350m | 13.5x |
| Dec-20 | Brüel & Kjær Vibro (Spectris Subsidary) | | Supplier of machinery protection & condition monitoring systems for rotating & reciprocating industrial machinery | NSK Ltd | • | €180m | 20.0x |
| Jul-20 | Microwave Vision SA (52.06%) | () | Designs, manufactures and sells microwave test systems | Groupe HLD | | €145m | 10.2x |
| Feb-20 | Sensit Technologies | | Manufacturer of gas leak detection instruments for natural gas, fire services and industrial applications | Halma | | US\$51.5m | 11.7x |
| Feb-20 | L3Harris Technologies (Security & Detection) | | Provides airport and critical infrastructure screening products and other industrial automation products | Leidos Holdings | | US\$1bn | 13.3x |
| Dec-19 | BTG Group Limited (Spectris Subsidiary) | | Provider of integrated, highly specialised process measuring instruments for the paper industry | Voith GmbH | | €319m | 11.5x |
| Oct-19 | Gatan, Inc. | | Manufacturer of instrumentation used to enhance the operation and performance of electron microscopes | AMETEK, Inc. | | US\$925m | 14.9x |
| Oct-19 | Rudolph Technologies | | Manufacturer of process control metrology and defect inspection systems used by semiconductor manufacturers | Naometrics | | US\$769m | 13.4x |
| Aug-19 | 3M Gas and Flame Detection | () | Manufacturer of gas and flame detection products | Teledyne Technologies | | US\$230m | 11.0x |
| Nov-18 | Spectro Scientific | | Supplier of oil, fuel and fluid analysis instruments to industry, military and laboratories | AMETEK, Inc. | | US\$190m | 16.5x |
| | Min | | | | | | 10.2x |
| | Mean | | | | | | 15.0x |
| | Median | | | | | | 14.2x |
| | Max | | | | | | 20.6x |

M&A Transaction History

Instrumentation - Life Sciences

| Date | Target | Country | Target Description | Acquirer | Country | EV | EV/ EBITDA |
|--------|---|---------|---|--------------------------------|----------|------------|---------------|
| Aug-22 | Frontage Clinical Services(88.1%) | | Offers services in analytical testing and formulation development, drug metabolism and pharmacokinetics | Frontage Laboratories, Inc. | | USD 15m | 11.4x |
| Dec-21 | Food Safety Business of 3M | | Food safety business of 3M which sells test kits and other products to help foodmakers monitor sanitation & allergies | Neogen | | USD 5bn | 32.0x |
| Nov-21 | SP Industries | | Designer and manufacturer of high-grade biopharma processing equipment & life sciences equipment | ATS | (🌞) | USD 445m | 15.3x |
| Jul-21 | Luminex Corporation | | Develops, manufactures and sells biological testing technologies and products | DiaSorin S.p.A. | | USD 1.8bn | 19.8x |
| Sep-20 | Advanced Instruments | | Provider of scientific and analytical instruments | Patricia Industries | (| GBP 608m | 24.1x |
| Oct-19 | Danaher Corporation (Life Science business) | | Life Sciences business of Danaher Corporation (FortéBio, Pall-Chromatography and SoloHill) | Sartorius AG | | USD 750m | 20.0x |
| Aug-19 | BioTek Instruments Inc | | Design, manufacture and distribution of innovative life science instrumentation | Agilent Technologies | | USD 1bn | 22.0x |
| Feb-19 | Roper Technologies (Scientific-Imaging) | | Scientific Imaging business (analytical and scientific instrumentation) of Roper Technologies, Inc. | Teledyne Technologies | | USD 225m | 11.0x |
| Feb-19 | GE Biopharma | | Provider of instruments, consumables and software that support the workflows of drug manufacturers | Danaher | | USD 21.4bn | 17.0x |
| Dec-17 | EUROIMMUN Medical Laboratory | | Develops, produces and distributes devices, software and consumables for human and veterinary medical diagnostics | PerkinElmer, Inc. | | EUR 1.2bn | 19.2x |
| Sep-16 | FEI Company | | Supplier of instruments for nanoscale imaging, analysis and prototyping | Thermo Fisher Scientific | | USD 4.4bn | 19.3x |
| Apr-16 | Newport Corporation | | Supplier of technology products to scientific research, microelectronics, life and health sciences industries | MKS Instruments | | USD 980m | 17.5x |
| | Min | | | | | | 11.0x |
| | Mean | | | | | | 19.4x |
| | Median | | | | | | 19.3x |
| | Max | | | | | | 32.0x |

Source: CapitalIQ Prowess, MergerMarket and KPMG intel

Test, Inspection & Certification services

| Date | Target | Country | Target Description | Acquirer | Country | EV | EV/ EBITDA |
|--------|--|-------------|--|---|----------|------------|---------------|
| Aug-21 | Institute of Calibration & Technology | (•) | Provides measuring instrument caliberations, repair of dysfunctional measuring instruments | Trescal | () | AUD 60m | 9.2x |
| May-21 | SAI Global Assurance | | Provides assurance services, including management systems certification and second party audits | Intertek Group Plc | | AUD 855m | 15.5x |
| Dec-20 | SYNLAB Analytics & Services B.V. | | Provides inspection, verification, testing and certification and other laboratory services | SGS SA | | £491m | 16.2x |
| Dec-20 | Millbrook (Spectris Subsidary) | | Provides vehicle test, validation and engineering services to automotive, transport, tyre and petrochemical industries | UTAC CERAM | 0 | £133m | 12.0x |
| Dec-20 | QPS Evaluation Services | (*) | Product certification company for a wide range of industrial, medical and electrical & electronic (E&E) products | Applus Services S.A | <u> </u> | €42m | 9.0x |
| Apr-20 | LGC Group | | Provider of proficiency testing schemes, genomics reagents and instrumentation, research and measurement services | Cinven Partners LLP and Astorg Partners | | £3.0bn | 17.5x |
| Feb-19 | Onstream Pipeline Inspection | (*) | Provider of pipeline inspection and data analytics services | MISTRAS Group | | US\$190m | 11.9x |
| Aug-18 | Covance Inc. | | Provider of innovative product design and product integrity services | Eurofins Scientific | | US\$670m | 23.6x |
| Aug-18 | Alchemy Systems | | Provider of web-based training and communication platform focusing on workplace injuries and food safety | Intertek Group Plc | | US\$480m | 21.8x |
| Jan-18 | CLS | | Provider of scientific laboratory and consultancy services | Spectris | | £163m | 18.0x |
| Jan-18 | Trescal SAS | | Engaged in providing verification, calibration and measurement services | Omers Private Equity | (*) | €670m | 14.9x |
| Dec-17 | EAG Laboratories | | Surface analysis and materials characterisation provider delivering innovative analytical services and solutions | Eurofins Scientific | | US\$780m | 11.8x |
| Jun-17 | Exova Group plc | | Provider of testing, calibration and consulting services | Element Materials Technology | | US\$1.06bn | 12.5x |
| Sep-16 | Millbrook Group | | Vehicle test, validation and engineering service provider for the automotive markets | Spectris Plc | | £122m | 12.5x |
| Apr-16 | WIL Research Laboratories | | Provider of safety assessment and manufacturing services to biopharmaceutical and agricultural companies | Charles River Laboratories | | US\$585m | 12.9x |
| | Min | | | | | | 9.0x |
| | Mean | | | | | | 14.6x |
| | Median | | | | | | 12.9x |
| | Max | | | | | | 23.6x |

Source: CapitalIQ Prowess, MergerMarket and KPMG intel

KPMG's global test & measurement credentials



























































Contact us



Simon Davis Managing Director

Г: +44 (0)7798 877478 **Ξ**: simon.davis@kpmg.co.uk



Georgia Drake-Brockman
Associate Director
T: +44 (0)7759 371668

T: +44 (0)7759 371668 E: georgia.drake-brockman@kpmg.co.uk



Conly Manolas Associate

T: +44 (0)7510 374653 E: Conly.manolas@kpmg.co.uk



Pratiksha Deshkar Analyst

T: +91 (0)9175948302

: pratiksha.rajendra.Deshkar@kpmg.co.uk

kpmg.com/uk



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