

# Industrial Technology

Q4 2023 Sector Update

# Industrial Technology Q4 2023-

### Introduction

2023 was a particularly difficult year for both M&A and VC investments globally given the significant economic challenges, geopolitical tensions and conflicts, as well as ongoing concerns that surround valuations of businesses. Both global deal value and deal volume fell for both the M&A and VC markets, with investors showing an abundance of caution with respect to their dealmaking activities.

Investors and businesses continued to focus on AI solutions, with 2023 seeing a shift in focus from AI-solutions that pertain to autonomous vehicles to automation solutions for niche segments, for example industrial-tech and agri-tech, which has continued to see an uptick of interest from investors and corporates.

There has been continued momentum within cleantech driven by strong support seen for companies shifting their focus to ESG matters. This is further supported through countries that are aiming the meet their net-zero targets, which is anticipated to be a continued source of investment and interest that will continue to grow over time.

Through continued geopolitical tensions and conflicts during 2023, defence-tech has grown with strong interest for innovative technologies within the space, including drone technologies and the associated solutions such as software, automation and AI. Growth in drone technologies is not limited to defence-tech, with continued interest witnessed in adjacent verticals that benefit from the same technology.

Moving forward to 2024, it is anticipated that the market will remain relatively depressed given the geopolitical environment is anticipated to remain uncertain with three major elections during 2024; European Union parliamentary election, the US presidential election and the UK general election. Although uncertainty, strong investment and activity is still anticipated for AI-focused companies which address solutions for greater automation and efficiency, as well as cleantech, with the continued focus towards net-zero.

### **Selected M&A and Fundraising Highlights**

- Oct 23 A consortium of 7 investors provided funding to Automata Technologies, a UK based producer of portable desktop robot arms for commercial and industrial use, for USD \$40m
- Oct 23 A consortium of 3 investors provided funding to Machina Labs, a US based manufacturer of robots to automate industrial processes, for USD \$32m
- Oct 23 A consortium of 11 investors provided Series B funding to Formant, a US based cloud platform developer for robotic companies to manage their fleet, for USD \$21m
- Oct 23 A consortium of 6 investors provided Series A funding to Al Build, a UK based software company engaged with developing Al and robotic technologies and providing large scale 3D printing for the built environment, for £8m
- Nov 23 Hexagon acquired Divergent Technologies, a US based manufacturer of sports cars utilising 3D printing technologies and automated assemblies, for USD \$230m
- Nov 23 Novanta acquired Motion Solutions, a US based designer and manufacturer of mechatronic solutions, for USD \$189m
- Dec 23 A consortium of 2 investors provided Series C extension round funding to Mujin, a Japan based developer and manufacturer of software for industrial robots, for USD \$18m

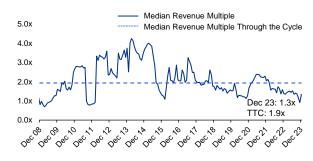
- Dec 23 LIG Nex1 acquired a 60% stake in Ghost Robotics, a US based robot manufacturer that provides solutions for commercial and military partners, for USD \$240m
- Dec 23 HMS Networks acquired Red Lion Controls, a US based developer and manufacturer of solutions to unlock data for automation, for USD \$345m
- Dec 23 A consortium of 8 investors provided Series A funding to Vectoflow, a German manufacturer of fluid dynamic measurement technology, for €4m
- Dec 23 A consortium of 4 investors provided funding to Grey Orange, a Singapore designer and manufacturer of AI driven software and mobile robots for the warehouses, for USD \$135m
- Dec 23 Ocean Infinity acquired a 9.05% stake in SRT Marine Systems, a UK based developer of build-in software for marine location tracking equipment, for £7m
- Dec 23 Cadre Holdings acquired ICOR Technology, a Canada based manufacturer of robots, tools and equipment for EOD and SWAT communities, for CAD \$60m
- Dec 23 Enpro acquired Advanced Micro Instruments, a US based manufacturer of high performance gas analysers, for USD \$210m



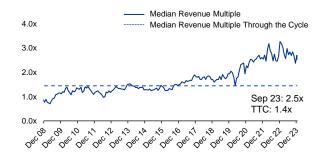
# Industrial Technology - Q4 2023 Industry Update

### Public Company Valuations - Through the cycle (EV/Revenue) and (EV/LTM EBITDA)

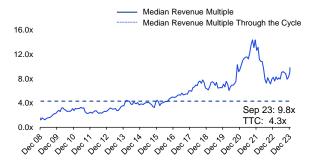
### Additive Manufacturing



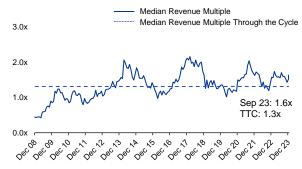
### Industrial Connectivity/Industrial Internet of Things

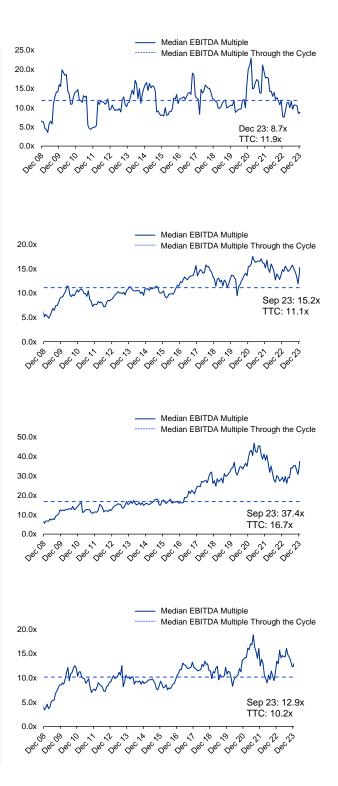


### **Industrial Software**



#### Robotics



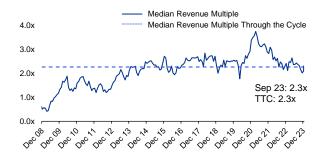


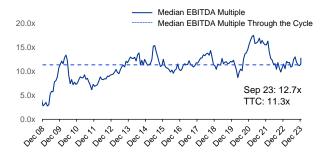


# Industrial Technology – Q4 2023 Industry Update

### Public Company Valuations - Through the cycle (EV/Revenue) and (EV/LTM EBITDA)

#### Sensors





### **Public company valuations**

#### **Additive Manufacturing**

Company	Country	Year End	Market Cap	Net Debt / (Cash)	Adj EV (£m)	Net debt / EBITD A (2023)	EV/Revenue Revenue (£m) Revenue growth			EV/EBITDA EBITDA (£m) EBITDA %				2 Year CAGR 2022-2024	
		Date	(£m)				2022	2023	2024	2022	2023	2024	Sales	EBIT DA	
3D Systems Corporation		Dec-22	665	72	734	n/a	1.6x 447 (2%)	<b>1.9x</b> 392 (12%)	<b>1.8x</b> 399 2%	nmf (67) (15%)	nmf (10) (2%)	<b>39.6x</b> 19 5%	nmf	n/a	
Arkema S.A.		Dec-22	6,655	1,491	8,168	0.9x	0.8x 10,245 28%	<b>1.0x</b> 8,323 (19%)	<b>0.9x</b> 8,675 4%	<b>4.4x</b> 1,848 18%	<b>6.2x</b> 1,309 16%	<b>5.6x</b> 1,448 17%	nmf	nmf	
BASF SE	-	Dec-22	37,781	16,368	49,288	0.4x	0.6x 77,457 17%	0.8x 61,426 (21%)	0.8x 63,508 3%	5.2x 9,452 12%	<b>7.2x</b> 6,809 11%	<b>6.5x</b> 7,549 12%	nmf	nmf	
General Electric Company		Dec-22	109,056	3,858	113,870	1.6x	<b>1.8x</b> 63,537 16%	2.2x 51,127 (20%)	<b>2.0x</b> 55,718 9%	18.0x 6,333 10%	<b>18.4x</b> 6,192 12%	<b>13.9x</b> 8,220 15%	nmf	14%	
HP Inc.		Oct-23	23,408	6,237	29,833	0.6x	0.6x 50,603 (8%)	0.7x 42,298 (16%)	<b>0.7x</b> 43,117 2%	<b>6.3x</b> 4,749 9%	<b>7.4x</b> 4,024 10%	<b>7.1x</b> 4,220 10%	nmf	nmf	
Prodways Group SA		Dec-22	43	8	51	0.6x	0.7x 73 21%	0.7x 70 (5%)	<b>0.7x</b> 77 10%	<b>5.9x</b> 9 12%	<b>10.3x</b> 5 7%	<b>7.5x</b> 7 9%	2%	nmf	
Proto Labs, Inc.		Dec-22	789	(77)	711	n/a	<b>1.8x</b> 405 12%	<b>1.8x</b> 394 (3%)	<b>1.7x</b> 409 4%	<b>12.9x</b> 55 14%	<b>11.6x</b> 62 16%	<b>11.7x</b> 61 15%	0%	5%	
Renishaw plc		Jun-23	2,602	(193)	2,386	n/a	3.5x 680 10%	<b>3.5x</b> 681 0%	<b>3.4x</b> 694 2%	<b>13.8x</b> 173 25%	<b>14.5x</b> 165 24%	<b>13.3x</b> 180 26%	1%	2%	
Min							0.6x	0.7x	0.7x	4.4x	6.2x	5.6x	0%	2%	
Mean							1.4x	1.6x	1.5x	9.5x	10.8x	13.1x	1%	7%	
Median							1.2x	1.4x	1.3x	6.3x	10.3x	9.6x	1%	5%	
Max							3.5x	3.5x	3.4x	18.0x	18.4x	39.6x	2%	14%	

Note: Multiples are based on enterprise value as of 31 December 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 outliers and are not included in calculations



## Industrial Technology - Q4 2023 Industry Update

#### Industrial Connectivity/Industrial Internet of Things

Company	Country	Year End Date	Market Cap (£m)	p Net Debt /(Cash)		Net debt / EBITDA (2023)	EV/Revenue Revenue (GBPm) Revenue growth				EV/EBIT ITDA (G EBITDA	BPm)		ar CAGR 2-2024
				. (,	()	(2023)	2022	2023	2024	2022	2023	2024	Sales	EBITDA
ABB Ltd	0	Dec-22	64,092	3,365	67,826	0.7x	2.8x 24,439 14%	<b>2.7x</b> 25,204 3%	<b>2.6x</b> 25,903 3%	<b>18.3x</b> 3,716 15%	<b>14.9x</b> 4,549 18%	<b>14.4x</b> 4,724 18%	3%	13%
Altair Engineering Inc.		Dec-22	5,395	(75)	5,320	n/a	11.2x 475 21%	11.0x 482 1%	<b>10.1x</b> 524	nmf 24 5%	<b>nmf</b> 97	nmf 118 23%	5%	nmf
Aspen Technology, Inc.	٩	Jun-23	11,009	(22)	10,988	n/a	<b>nmf</b> 602	<b>12.9x</b> 855	9% 11.8x 935	<b>nmf</b> 190	20% 36.7x 299	<b>27.9x</b> 394	25%	44%
Confluent, Inc.		Dec-22	5,656	(621)	5,035	n/a	87% 10.4x 486	42% 8.3x 604	<u>9%</u> 6.8x 740	32% nmf (377)	35% nmf (41)	42% nmf 14	23%	n/a
Digi International Inc.		Sep-23	737	155	892	2.2x	70% 2.7x 330	24% 2.6x 349	23% 2.5x 356	(77%) 14.2x 63	(7%) <b>12.9x</b> 69	2% 11.1x 81	4%	13%
Emerson Electric Co.		Sep-23	43,671	536	49,049	0.2x	12% 4.2x 11,593	6% 4.0x 12,338	2% <b>3.6x</b> 13,814	19% 17.7x 2,768	20% 15.5x 3,157	23% 13.7x 3,585	9%	14%
Fortive Corporation		Dec-22	20,315	1,789	22,108	1.4x	(2%) 4.6x 4,835	6% <b>4.7x</b> 4,751	12% 4.5x 4,963	24% 17.9x 1,238	26% 17.2x 1,286	26% 16.0x 1,378	1%	5%
init innovation in traffic systems SE	•	Dec-22	261	22	283	0.8x	25% 1.7x 170	(2%) <b>1.6x</b> 181	4% 1.4x 208	26% 10.0x 28	27% 10.2x 28	28% 8.5x 33	11%	9%
Itron, Inc.	<b></b>	Dec-22	2,697	191	2,904	1.1x	14% 1.9x 1,490	7% <b>1.7x</b> 1,700	15% <b>1.6x</b> 1,799	17% nmf 70	15% 17.3x 167	<u>16%</u> <b>15.6x</b> 186	10%	nmf
Jenoptik AG	•	Dec-22	1,413	424	1,842	2.3x	2% 2.1x 870	14% <b>2.0x</b> 931	6% 1.9x 980	5% 11.1x 166	10% 10.1x 182	<u>10%</u> 9.5x 194	6%	8%
Johnson Controls International plc		Sep-23	30,802	7,699	38,700	2.5x	38% 1.8x 21,040	7% <b>1.8x</b> 21,319	5% <b>1.7x</b> 22,403	19% 13.4x 2,898	20% 12.8x 3,026	20% 11.0x 3,503	3%	10%
Rockwell Automation, Inc.		Sep-23	27,929	1,860	30,179	1.2x	(3%) 4.6x 6,627	1% 4.2x 7,172	5% 4.1x 7,438	14% 22.5x 1,339	14% 20.1x 1,501	16% 18.0x 1,675	6%	12%
Samsara Inc.		Jan-23	14,156	(613)	13,543	n/a	3% nmf 514	8% nmf 706	4% nmf 899	20% nmf (208)	21% nmf (9)	23% nmf 28	32%	n/a
Schneider Electric S.E.		Dec-22	88,472	11,830	99,825	1.8x	66% 3.3x 30,313	37% 3.2x 31,276	27% 3.0x 32,857	(40%) 16.8x 5,936	(1%) <b>15.6x</b> 6,406	3% 14.6x 6,825	4%	7%
Teledyne Technologies Incorporated		Jan-23	16,532	2,242	18,777	1.9x	25% 4.0x 4,701	3% 4.1x 4,632	5% 3.9x 4,871	20% 16.5x 1,140	20% 16.3x 1,154	21% 15.1x 1,243	2%	4%
TKH Group N.V.		Dec-22	1,405	480	1,875	2.0x	17% 1.2x 1,611	(1%) <b>1.2x</b> 1,610	5% 1.1x 1,631	24% 8.1x 231	25% 7.6x 246	26% 7.0x 266	1%	7%
Min Mean							26% 1.2x 4.0x	(0%) 1.2x 4.4x	1% 1.1x 4.0x	14% 8.1x 15.1x	15% 7.6x 15.9x	16% 7.0x 14.0x	1% 9%	4% 12%
Median Max							3.0x 11.2x	3.2x 12.9x	3.0x 11.8x	16.5x 22.5x	15.5x 36.7x	14.4x 27.9x	5% 32%	9% 44%

Note: Multiples are based on enterprise value as of 31 December 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.



# Industrial Technology – Q4 2023 Industry Update (cont.)

#### **Industrial Software**

Company	Country	Year End Date	Market Cap (£m)		Adj EV (£m)	Net debt / EBITDA	EV/Revenue Revenue (£m) Revenue growth			E	EV/EBITDA EBITDA (£m) EBITDA %			2 Year CAGR 2022-2024	
		Dato	Cap (£111)			(2023)	2022	2023	2024	2022	2023	2024	Sales	EBITD/	
ANSYS, Inc.	٢	Dec-22	24,749	194	24,943	0.3x	<b>14.6x</b> 1,714 22%	<b>14.1x</b> 1,775 4%	<b>12.8x</b> 1,952 10%	<b>41.9x</b> 596 35%	<b>34.1x</b> 732 41%	<b>29.0x</b> 860 44%	7%	20%	
Autodesk, Inc.	٢	Jan-23	40,890	392	41,282	0.3x	<b>10.3x</b> 4,022 24%	<b>9.7x</b> 4,261 6%	<b>8.9x</b> 4,664 9%	<b>47.5x</b> 869 22%	<b>26.7x</b> 1,544 36%	<b>23.5x</b> 1,754 38%	8%	42%	
Bentley Systems, Incorporated		Dec-22	12,856	1,283	14,138	3.9x	nmf 912 28%	<b>14.6x</b> 966 6%	<b>13.2x</b> 1,075 11%	nmf 242 27%	<b>43.2x</b> 327 34%	<b>37.6x</b> 376 35%	9%	25%	
CAE Inc.	(🌞)	Mar-23	5,411	1,929	7,055	3.4x	<b>3.0x</b> 2,389 20%	<b>2.6x</b> 2,675 12%	<b>2.5x</b> 2,819 5%	<b>16.6x</b> 424 18%	<b>12.4x</b> 570 21%	<b>10.6x</b> 664 24%	9%	25%	
Cognex Corporation	۴	Dec-22	5,641	(364)	5,277	n/a	<b>6.3x</b> 835 9%	8.1x 652 (22%)	<b>7.0x</b> 749 15%	22.1x 239 29%	<b>45.4x</b> 116 18%	<b>31.9x</b> 165 22%	nmf	nmf	
Constellation Software Inc.	(🌞)	Dec-22	41,387	1,859	43,493	1.1x	<b>7.9x</b> 5,496 46%	<b>6.6x</b> 6,555 19%	<b>5.7x</b> 7,663 17%	<b>39.1x</b> 1,111 20%	<b>25.4x</b> 1,712 26%	<b>21.0x</b> 2,070 27%	18%	36%	
Dassault Systèmes SE		Dec-22	50,445	(328)	50,128	n/a	<b>10.0x</b> 5,025 23%	<b>9.7x</b> 5,176 3%	<b>8.9x</b> 5,642 9%	<b>34.6x</b> 1,449 29%	<b>26.7x</b> 1,879 36%	<b>24.2x</b> 2,073 37%	6%	20%	
Keysight Technologies, Inc.		Oct-23	21,863	(368)	21,495	n/a	<b>4.8x</b> 4,475 2%	5.0x 4,259 (5%)	5.2x 4,156 (2%)	16.3x 1,320 29%	<b>17.2x</b> 1,250 29%	<b>16.9x</b> 1,272 31%	nmf	nmf	
Palantir Technologies Inc.	۲	Dec-22	29,332	(2,497)	26,902	n/a	nmf 1,582 39%	nmf 1,743 10%	12.9x 2,085 20%	nmf (115) (7%)	nmf 501 29%	<b>43.8x</b> 615 29%	15%	n/a	
PTC Inc.	۲	Sep-23	16,379	1,312	17,691	2.6x	10.9x 1,618 (2%)	<b>10.5x</b> 1,693 5%	<b>9.4x</b> 1,887 11%	38.7x 457 28%	<b>35.3x</b> 502 30%	<b>23.7x</b> 746 40%	8%	28%	
Software Aktiengesellschaft	-	Dec-22	2,318	210	2,527	1.4x	<b>3.0x</b> 850 21%	<b>2.9x</b> 859 1%	<b>2.8x</b> 917 7%	<b>18.2x</b> 139 16%	<b>17.4x</b> 145 17%	<b>13.5x</b> 187 20%	4%	16%	
Min							3.0x	2.6x	2.5x	16.3x	12.4x	10.6x	4%	16%	
Mean Median Max							7.9x 7.9x 14.6x	8.4x 8.9x 14.6x	8.1x 8.9x 13.2x	30.6x 34.6x 47.5x	28.4x 26.7x 45.4x	25.1x 23.7x 43.8x	9% 8% 18%	26% 25% 42%	

Note: Multiples are based on enterprise value as of 30 September 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 outliers and are not included in calculations

Source: CapIQ

#### Robotics

Company	Country	Year End Dat	Market Cap (£m)	Net Debt / ) (Cash)	Adj EV (£m)	Net debt / EBITDA (2023)	EV/Revenue Revenue (£m) Revenue growth			EV/EBITDA EBITDA (£m) EBITDA %			2 Year CAGR 2022-2024	
						(2023)	2022	2023	2024	2022	2023	2024	Sales	EBITDA
ATS Automation Tooling Systems Inc.	(🌞)	Mar-23	3,358	569	3,929	2.1x	<b>2.7x</b> 1,482 22%	<b>2.3x</b> 1,707 15%	<b>2.2x</b> 1,814 6%	18.4x 214 14%	<b>14.7x</b> 267 16%	<b>13.3x</b> 295 16%	11%	18%
Aumann AG	-	Dec-22	238	(91)	147	n/a	0.8x 194 42%	0.6x 239 23%	0.5x 283 19%	<b>54.8x</b> 3 1%	8.6x 17 7%	<b>5.1x</b> 29 10%	21%	nmf
Barnes Group Inc.	-	Dec-22	1,298	1,002	2,300	5.4x	<b>2.2x</b> 1,047 13%	2.0x 1,142 9%	<b>1.7x</b> 1,370 20%	<b>11.4x</b> 201 19%	12.3x 187 16%	8.3x 278 20%	14%	18%
Dürr Aktiengesellschaft	-	Dec-22	1,284	457	1,738	1.4x	0.5x 3,826 29%	0.4x 3,995 4%	0.4x 4,177 5%	6.1x 285 7%	5.3x 331 8%	5.1x 343 8%	4%	10%
Fanuc Corporation		Mar-23	21,866	(2,923)	19,010	n/a	3.8x 5,002 16%	4.3x 4,421 (12%)	4.2x 4,533 3%	<b>13.1x</b> 1,447 29%	<b>17.7x</b> 1,074 24%	<b>16.5x</b> 1,154 25%	nmf	Nmf
Hirata Corporation		Mar-23	364	132	498	3.0x	<b>1.1x</b> 460 10%	1.1x 460 (0%)	1.0x 505 10%	11.9x 42 9%	<b>11.3x</b> 44 10%	9.8x 51 10%	5%	10%
Nachi-Fujikoshi Corp.		Nov-22	477	416	930	2.0x	<b>0.6x</b> 1,560 1%	0.6x 1,521 (2%)	<b>0.6x</b> 1,544 2%	<b>4.3x</b> 214 14%	<b>4.5x</b> 209 14%	<b>4.2x</b> 222 14%	nmf	2%
Oceaneering International, Inc.		Dec-22	1,683	388	2,076	1.7x	<b>1.2x</b> 1,715 24%	1.1x 1,882 10%	<b>1.0x</b> 2,113 12%	10.8x 192 11%	9.2x 225 12%	7.5x 276 13%	11%	20%
Teradyne, Inc.		Dec-22	13,025	(581)	12,443	n/a	4.8x 2,619 (4%)	5.9x 2,105 (20%)	<b>5.3x</b> 2,338 11%	15.3x 815 31%	23.8x 523 25%	<b>19.3x</b> 644 28%	nmf	nmf
YASKAWA Electric Corporation		Feb-23	8,578	315	8,884	0.7x	2.7x 3,297 10%	2.8x 3,170 (4%)	2.7x 3,286 4%	18.1x 492 15%	<b>18.4x</b> 483 15%	16.8x 528 16%	nmf	4%
Min Mean Median Max							0.5x 2.0x 1.7x 4.8x	0.4x 2.1x 1.6x 5.9x	0.4x 2.0x 1.3x 5.3x	4.3x 16.4x 12.5x 54.8x	4.5x 12.6x 11.8x 23.8x	4.2x 10.6x 9.0x 19.3x	4% 11% 11% 21%	2% 11% 10% 20%

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# Industrial Technology - Q4 2023 Industry Update (cont.)

#### Sensors

Company	Country	Year End Date	Market Cap (£m)		Adj EV (£m)	Net debt / EBITDA	EV/Revenue Revenue (£m) Revenue growth			EE	V/EBITDA BITDA (£n EBITDA %	n)	2 Year CAGR 2022-2024	
						(2022)	2022	2023	2024	2022	2023	2024	Sales	EBITDA
Amphenol Corporation		Dec-22	46,563	2,096	48,726	0.9x	<b>4.7x</b> 10,476 30%	<b>5.0x</b> 9,718 (7%)	<b>4.7x</b> 10,361 7%	<b>19.6x</b> 2,489 24%	<b>21.1x</b> 2,304 24%	<b>19.7x</b> 2,479 24%	nmf	nmf
ams-OSRAM AG		Dec-22	1,942	2,196	4,126	3.8x	<b>1.0x</b> 4,274 1%	1.3x 3,129 (27%)	<b>1.3x</b> 3,172 1%	5.1x 802 19%	7.1x 585 19%	6.3x 658 21%	nmf	nmf
CTS Corporation		Mar-23	1,070	(45)	1,025	n/a	<b>2.1x</b> 487 29%	2.4x 432 (11%)	2.4x 432 0%	9.5x 108 22%	11.1x 93 21%	10.8x 95 22%	nmf	nmf
discoverIE Group plc		Mar-23	757	131	887	1.9x	<b>2.1x</b> 432 20%	2.0x 452 5%	<b>1.9x</b> 473 5%	<b>14.5x</b> 61 14%	<b>13.0x</b> 68 15%	<b>12.1x</b> 74 16%	5%	10%
Keyence Corporation		Mar-23	83,908	(5,412)	78,496	n/a	nmf 5,494 22%	nmf 5,327 (3%)	nmf 5,818 9%	<b>25.7x</b> 3,052 56%	27.8x 2,820 53%	<b>25.3x</b> 3,097 53%	3%	1%
Littelfuse, Inc.		Dec-22	5,231	397	5,628	1.0x	<b>2.7x</b> 2,086 36%	<b>3.0x</b> 1,857 (11%)	<b>3.0x</b> 1,858 0%	<b>10.4x</b> 544 26%	<b>13.6x</b> 414 22%	<b>14.0x</b> 401 22%	nmf	nmf
Methode Electronics, Inc.		Apr-23	635	196	831	2.3x	<b>0.9x</b> 934 3%	<b>0.9x</b> 910 (3%)	<b>0.9x</b> 907 (0%)	<b>6.6x</b> 126 13%	<b>9.7x</b> 86 9%	<b>9.0x</b> 92 10%	nmf	nmf
Murata Manufacturing Co., Ltd.		Mar-23	31,492	(2,192)	29,298	n/a	2.8x 10,445 (6%)	3.2x 9,200 (12%)	<b>3.0x</b> 9,773 6%	9.8x 2,980 29%	<b>11.7x</b> 2,495 27%	<b>10.3x</b> 2,848 29%	nmf	nmf
Sensata Technologies Holding plc		Dec-22	4,464	2,383	6,847	3.3x	<b>2.0x</b> 3,344 19%	2.2x 3,174 (5%)	<b>2.1x</b> 3,272 3%	<b>9.5x</b> 724 22%	<b>9.6x</b> 712 22%	<b>8.9x</b> 768 23%	nmf	3%
Sensirion Holding AG	0	Dec-22	1,210	(90)	1,116	n/a	<b>3.9x</b> 289 24%	5.0x 224 (23%)	<b>4.3x</b> 257 15%	<b>14.4x</b> 78 27%	nmf 17 8%	36.6x 31 12%	nmf	nmf
TE Connectivity Ltd.	0	Sep-23	34,280	2,427	37,486	0.9x	2.8x 13,290 (4%)	3.0x 12,652 (5%)	<b>2.9x</b> 13,083 3%	<b>12.4x</b> 3,022 23%	<b>13.6x</b> 2,754 22%	<b>12.7x</b> 2,948 23%	nmf	nmf
TT Electronics plc		Dec-22	276	139	415	2.0x	0.7x 617 30%	0.7x 624 1%	0.7x 627 0%	<b>30.5x</b> 14 2%	6.1x 68 11%	<b>5.6x</b> 74 12%	1%	nmf
Min <b>Mean</b> Median Max							0.7x 2.3x 2.1x 4.7x	0.7x 2.6x 2.4x 5.0x	0.7x 2.5x 2.4x 4.7x	5.1x 14.0x 11.4x 30.5x	6.1x 13.1x 11.7x 27.8x	5.6x 14.3x 11.4x 36.6x	1% 3% 3% 5%	1% 4% 3% 10%

Note: Multiples are based on enterprise value as of 30 September 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 outliers and are not included in calculations



# Industrial Technology – Q4 2023 Industry Update (cont.)

### **Other Recent M&A Transactions and Fundraises**

Announced Date`	Target	Country	Target Description	Acquirer	Country
Dec 23	Beijing Wattman Intelligent Technology	0	Provider of AI technology for smart industrial intelligence technologies	Series B (2 investors)	
Dec 23	ITO PallPack	+	Provider of end-of-line and complete automation systems	Motion Tech Automation	
Dec 23	Savteq	<b></b>	Developer and manufacturer of 3D imaging equipment for on- destructive testing, industrial metrology and robotic vision	Snap-On	۲
Dec 23	Bunt Planet		Developer of software solutions for water management	Siemens	
Nov 23	ModuleWorks (Undisclosed Stake)	•	Software component provider for the CAD/CAM industry, proving 3-5 axis machining and simulation technology	Mitsubishi Electric	
Nov 23	Frugal Technologies (Undisclosed Stake)	•	Software provider for AI based frugal propulsion solutions	Emerson Electric	٢
Nov 23	Aidon	+	Provider of technology and services for smart grid and smart energy management	Gridspertise	
Nov 23	Fabmatics	•	Automated material handling solutions provider focusing on material flows and handling processes within the semiconductor industry	SCIO Automation	•
Nov 23	Franka Robotics	•	Robotics platform and technology company offering robotic solutions for industrial automation	Agile Robots	-
Oct 23	Advanced Farm Technologies (Undisclosed Stake)	۴	Robotic company focusing on farming innovations	CNH Industrial	
Oct 23	IDEALworks (Undisclosed Stake)	•	Software company engaged in industrial automation in production and logistics through its robotic ecosystems	Agile Robots	•
Oct 23	Tribosonics (Undisclosed Stake)		Sensing technology company focusing on Industry 4.0 and IIoT applications	Enterprise Ventures Group	

Source: Capital IQ, MergerMarket and KPMG Intel



# Industrial Technology – Q4 2023 Industry Update (cont.)

### **KPMG Deal Advisory - Selected Credentials**



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