

Industrials Update

We recently shared a toolkit for business owners for Navigating the New Normal including our thoughts on [What's Now and Next in Advanced Manufacturing and Industrial Automation](#), which describes some of the most exciting trends we have seen in Industrials in recent memory.

As a follow up, we are sharing additional detail on where we have been active and what we expect to see over the next 12 - 18 months.

Sector Spotlight: Advanced Manufacturing & Industrial Automation

Industrial automation applications and technology are becoming more prevalent among middle market companies. Increased competition, cost reduction, flexibility and realizable ROI are all driving the enhanced adoption curve. Over the next few years, new technologies including connectivity, AI, flexible robotics and computer vision will be adopted at scale. As the technology outlook evolves, companies in the space will continue to trade at premiums to traditional manufacturing. Key drivers of value will include proven commercial viability, end market category leadership and differentiated technology.

In the last 60 days, we have closed two transactions in Advanced Manufacturing and Industrial Automation, and we have increased our momentum with live engagements across our focus areas.



One of the first WholeCo sales of a commercially proven and deployed AI-enabled industrial inspection platform.



Differentiated manufacturers of highly engineered products continue to achieve superior transaction outcomes.

Defining Trends in Industrials

- Onshoring of manufacturing will drive demand for advanced machinery, components and technologies
- Expanding domestic manufacturing will increase the need for industrial services and enhanced distribution capabilities
- Fundamental changes in supply chain will require logistics companies to implement new automation solutions
- De-urbanization and expected infrastructure spending will drive building products, construction and materials

Cascadia Capital's Industrials Practice



Firdaus Pohowalla
Managing Director
(206) 436-2578
fpohowalla@cascadiacapital.com



Naaman Heyman
Vice President
(206) 436-2536
nheyman@cascadiacapital.com

Principal Focus Areas



Transportation
& Logistics



Industrial
Services



Advanced
Manufacturing
& Industrial
Automation



Building
Products



Value-Add
Distribution

Select Transactions


APPLIED TECHNICAL SERVICES CORPORATION
SERVICES CORPORATION

has been acquired by


creation TECHNOLOGIES


Lucidyne

has been acquired by


MICROTEC


F.W. SPENCER & SON, INC.
MECHANICAL CONTRACTORS

has been acquired by


HARRIS


FragilePAK

has received a growth investment from


COLUMBIA PACIFIC ADVISORS


Cory
Since 1934

has been acquired by


J.B. HUNT


Application Specialties, Inc.

has been acquired by


DXP


HANEY TRUCK LINE
SAFETY TEAMWORK ACCOUNTABILITY RESPECT

has been acquired by


WILSON


SASE

has been recapitalized by


BLUEPOINT
Capital Partners


HELAC

has been acquired by


Parker


DYNAMIC ISOLATION SYSTEMS

has been acquired by


Kawakin


NxEdge

has been acquired by

TRIVE CAPITAL


VEXCEL
IMAGING

has received a growth equity investment from

A Private Equity Firm

About Cascadia Capital

Cascadia Capital is an independent investment bank providing middle-market entrepreneurs and family-owned businesses with merger and acquisition advice, capital raising and strategic advisory services. For over 20 years, the firm has strived to deliver the best outcomes for its clients by leveraging its extensive transaction experience, deep domain expertise and commitment to building long-term relationships. Cascadia is a pure advisory firm and is not conflicted by trading, lending, research or cross-selling business. For more information, visit the firm's website at www.cascadiacapital.com.

Contact Us:

1000 Second Ave
Suite 1200
Seattle, WA 98104

Phone: 206.436.2500
Fax: 206.436.2501
www.cascadiacapital.com

CASCADIA
CAPITAL LLC

Member FINRA/SIPC