



## Chemicals & Materials Industry Cautiously Optimistic for Recovery

Q1 2024

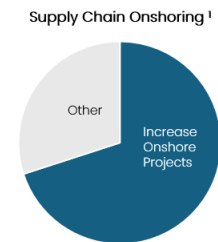
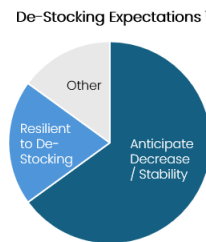
*In the wake of a tumultuous period marked by the COVID-19 pandemic, the chemicals industry, particularly within the middle market segment, has navigated through a series of ups and downs. Deal volumes reached historic highs in 2021 and early 2022 driven by a combination of moderate inflation, strong economic activity, elevated company earnings and, most importantly, decades-low interest rates. However, the subsequent period 2022 and 2023 witnessed a softening in mergers and acquisitions activity, underscoring a time of recalibration and cautious optimism. (Chart 5) As we edge into 2024, there are emerging signs that suggest a potential uplift in deal activity, albeit from a subdued base established in 2023.*

### Harbingers of Growth

**Resilience in Demand** Since December 2023, the demand for specialty chemicals has shown unexpected strength. Despite the cautious stance adopted by companies due to the underwhelming performance in 2023, there is a burgeoning hope that the current positive trends will persist, setting the stage for a more robust 2024.

**Financial Performance Stabilization** The COVID-19 era introduced unprecedented volatility in financial performance, with companies experiencing dramatic fluctuations in revenue. As we move into 2024, there is an anticipation of reduced volatility, suggesting that earnings may now more accurately reflect a true steady state. This stabilization is expected to enhance the perceived quality of companies in the market and facilitate deal-making by improving the predictability of earnings.

**Inventory De-stocking Phasing Out** The widespread practice of inventory de-stocking, which has significantly influenced market dynamics, appears to be nearing its end. According to survey data from the Society of Chemical Manufacturers and Affiliates (SOCMA), many of its members are experiencing an easing or complete cessation of de-stocking activities, indicating a return to more normalized inventory levels.



**Increased Interest in Re-shoring Production** A confluence of factors, including heightened U.S.-China tensions, global shipping disruptions, and reduced Panama Canal traffic, is prompting a reconsideration of production locations. The trend towards re-shoring production to North America not only diversifies supply chains but also opens acquisition opportunities as a viable alternative to new construction.

**Stable Financing Prospects** At the outset of the quarter, optimism surged following indications from the U.S. Federal Reserve about potential interest rate cuts. However, recent statements suggest officials perceive minimal need for immediate rate reductions, hinting that any adjustments in 2024 might occur towards the year's end. Investors are now anticipating only one or two cuts by year end.

1. SOCMA 2024

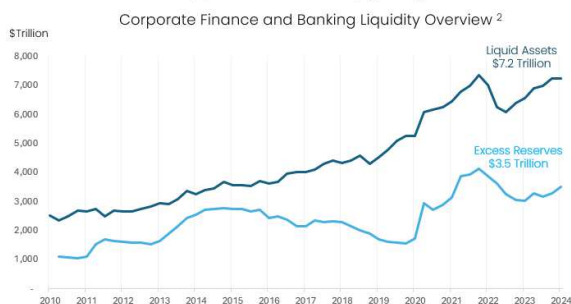


## Chemicals & Materials Industry Q1 2024 Challenges and Optimistic Outlook

While interest rate reductions typically stimulate investment, the primary immediate impact will be a reduction in uncertainty. Investors are cautious of market fluctuations, so clarity from the Federal Reserve will signal a favorable moment for pursuing acquisitions under more stable financing conditions.

**Private Equity Dynamics** The private equity sector is under increasing pressure to deploy its substantial capital reserves, estimated between \$2.0 and \$3.0 trillion. With the average hold period extending beyond traditional timelines due to pandemic-induced delays, there is growing pressure for private equity firms to execute both acquisitions and complete exits. We anticipate heightened competition for quality deals with so much committed capital waiting on the sidelines. Additionally, our analysis reveals that Non-Financial Businesses hold approximately \$7.2 trillion in liquid assets, complemented by a significant \$3.5 trillion in reserves held by depository institutions.<sup>1</sup>

Record levels of dry powder to be deployed should continue to support M&A activity going forward



### Public Company Performance and M&A

The U.S. Chemical Distribution sector continues to outperform the S&P 500. This

trend is expected to persist, as the as the distribution subsector is projected to grow at a compound annual growth rate of 6.3% from 2023 to 2030, reaching \$403 billion by 2030.<sup>3</sup> The share prices of various chemical companies have started to trend upward as the industry is expected to see higher demand in 2024 due to the energy transition, which has been boosted by government policies.<sup>4</sup> (Chart 2) Conversely, both EV/EBITDA and EV/Revenue ratios (Charts 3 & 4) for Chemicals Distribution are trailing behind those of the S&P 500. This suggests that this sub-sector is undervalued, presenting both challenges and opportunities for M&A.

### A Balanced Outlook

While these factors provide grounds for optimism regarding an uptick in M&A activity in 2024, our tempered enthusiasm is informed by the lessons of the past four years. The journey ahead, though promising, warrants a cautious approach, balancing optimism with the prudence that the recent past has instilled in us. As we navigate this evolving landscape, the focus remains on identifying and leveraging opportunities that align with strategic objectives, ensuring that optimism is matched with actionable insights and prudent decision-making.

### Let's Talk

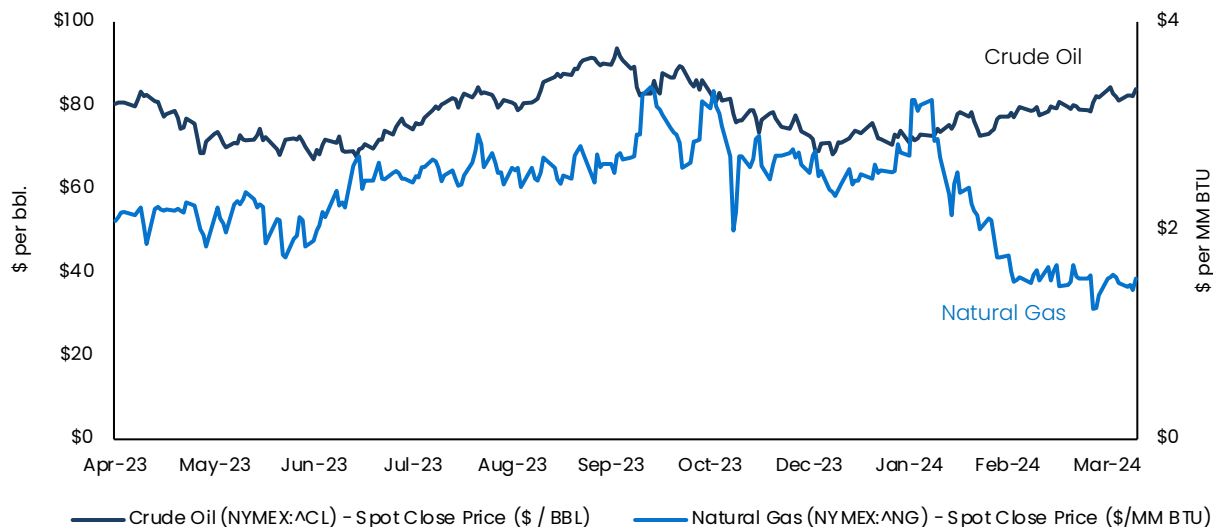
To explore the latest developments in the sector's M&A landscape, share updates about your business, or discover our comprehensive advisory services and in-depth expertise in the Chemicals and Materials industry, please give us a call.

<sup>2</sup> Federal Reserve Economic Data <sup>3</sup> Straits Research Private Limited <sup>4</sup> Deloitte 2024 Chemicals Outlook

## Oil and Gas Performance LTM prices<sup>1</sup>

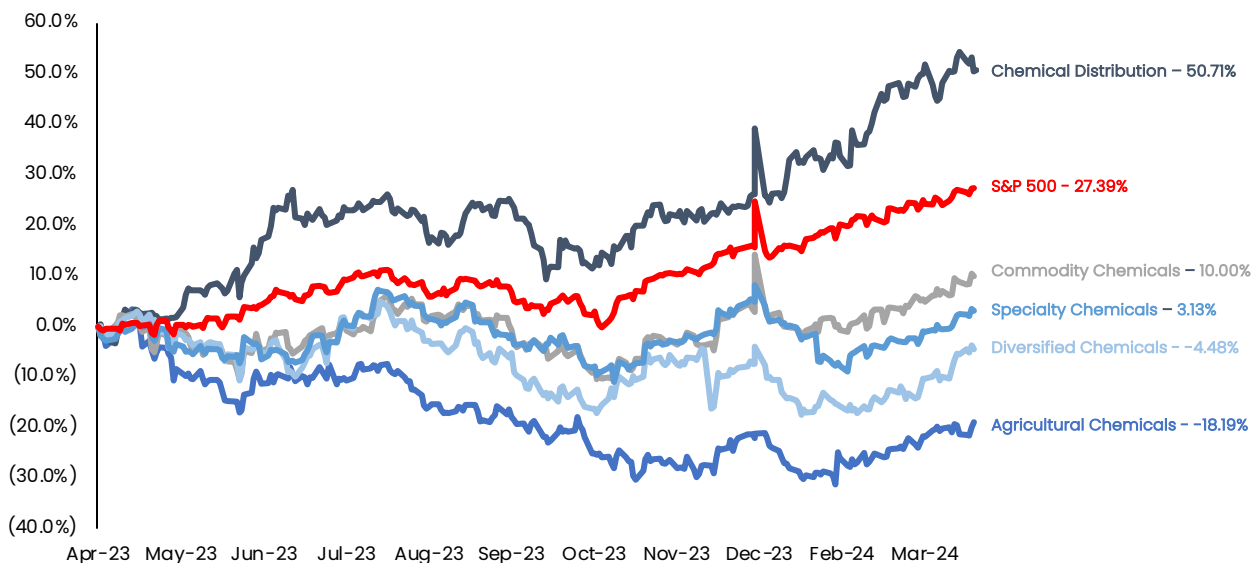
Chart 1

Natural gas prices are falling due to a combination of unseasonably warm winter weather reducing demand and an oversupply driven by increased production.<sup>2</sup> Oil prices have become less volatile as supply continues to rise, fueled by record-setting output from the US, Brazil, Guyana and Canada.<sup>3</sup>



## Stock Price Performance LTM Relative Stock Performance<sup>1</sup>

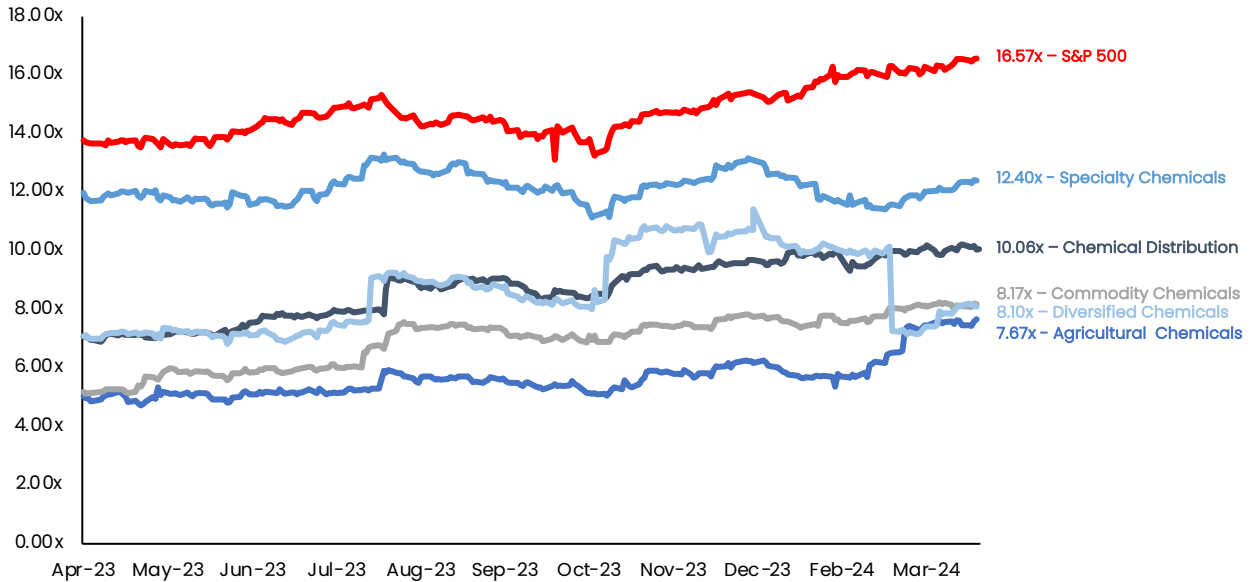
Chart 2



1. S&P Capital IQ Data presented as of 03/31/2024, All charts represent Global Data 2. Barron's Feb 6, 2024, 3. IEA Oil Market Report 2024

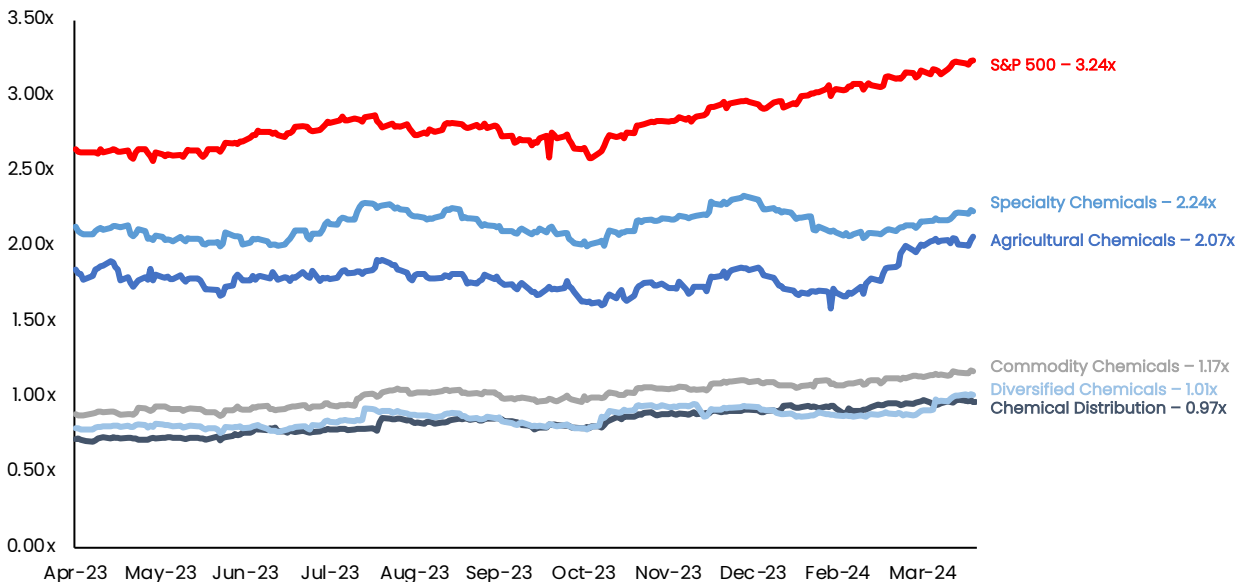
## EV/EBITDA LTM EV/EBITDA Multiples<sup>1</sup>

Chart 3



## EV/Revenue LTM EV/Revenue Multiples<sup>1</sup>

Chart 4



1. S&P Capital IQ Data presented as of 03/31/2024. All charts represent Global Data

# Selected Public Companies

## Agricultural Chemicals

### Selected Public Companies – Agricultural Chemicals (\$MM)<sup>1</sup>

Company	Market Cap <sup>2</sup>	Enterprise Value	LTM Revenue	LTM EBITDA	NTM EBITDA	LTM EV/Revenue	LTM EV/EBITDA	NTM EV/EBITDA
American Vanguard Corporation (NYSEAVD)	\$372	\$523	\$579	\$47	\$75	0.90x	11.2x	7.0x
CF Industries Holdings, Inc. (NYSECF)	15,621	19,477	6,631	3,132	2,463	2.94x	6.2x	7.9x
Corteva, Inc. (NYSECTVA)	40,304	40,779	17,226	3,217	3,599	2.37x	12.7x	11.3x
FMC Corporation (NYSEFMC)	7,951	11,776	4,487	864	975	2.62x	13.6x	12.1x
Sociedad Química y Minera de Chile S.A.	14,042	16,265	7,467	3,159	2,196	2.18x	5.1x	7.4x
The Mosaic Company (NYSEMOS)	10,442	14,631	13,696	2,338	2,474	1.07x	6.3x	5.9x
Summary Statistics								
Mean	\$14,789	\$17,242	\$8,348	\$2,126	\$1,964	2.01x	9.2x	8.6x
Adj. Mean <sup>3</sup>	12,014	15,537	8,070	2,373	2,027	2.06x	9.1x	8.4x
Median	12,242	15,448	7,049	2,735	2,330	2.27x	8.7x	7.7x

## Chemical Distribution

### Selected Public Companies – Chemical Distribution (\$MM)<sup>1</sup>

Company	Market Cap <sup>2</sup>	Enterprise Value	LTM Revenue	LTM EBITDA	NTM EBITDA	LTM EV/Revenue	LTM EV/EBITDA	NTM EV/EBITDA
Brenntag SE (XTRA:BNR)	\$12,178	\$14,317	\$18,586	\$1,438	\$1,775	0.77x	10.0x	8.1x
IMCD N.V. (ENXTAMIMCD)	10,043	11,433	4,911	577	637	2.33x	19.8x	18.0x
ITOCHU Corporation (TSE:8001)	61,473	89,318	98,271	5,928	7,450	0.91x	15.1x	12.0x
Mitsubishi Corporation (TSE:8058)	94,690	135,072	141,833	7,221	10,122	0.95x	18.7x	13.3x
Sumitomo Corporation (TSE:8053)	29,316	51,291	48,326	3,573	4,380	1.06x	14.4x	11.7x
Summary Statistics								
Mean	\$41,540	\$60,286	\$62,385	\$3,747	\$4,873	1.20x	15.6x	12.6x
Adj. Mean <sup>3</sup>	34,322	51,642	55,061	3,646	4,535	0.97x	16.0x	12.3x
Median	29,316	51,291	48,326	3,573	4,380	0.95x	15.1x	12.0x

## Commodity Chemicals

### Selected Public Companies – Commodity Chemicals (\$MM)<sup>1</sup>

Company	Market Cap <sup>2</sup>	Enterprise Value	LTM Revenue	LTM EBITDA	NTM EBITDA	LTM EV/Revenue	LTM EV/EBITDA	NTM EV/EBITDA
Braskem S.A. (BOVESPA:BRKM5)	\$4,138	\$12,146	\$14,543	\$696	\$1,362	0.84x	17.5x	8.9x
Dow Inc. (NYSE:DOW)	40,740	53,422	44,622	5,176	6,210	1.20x	10.3x	8.6x
LyondellBasell Industries N.V. (NYSE:LYB)	33,192	43,096	41,107	4,909	5,209	1.05x	8.8x	8.3x
Olin Corporation (NYSE:OLN)	7,035	9,923	6,833	1,326	1,305	1.45x	7.5x	7.6x
Orbia Advance Corporation (BMV:ORBIA)	3,983	8,969	8,204	1,371	1,402	1.09x	6.5x	6.4x
Westlake Corporation (NYSE:WLK)	19,591	22,451	12,548	2,192	2,494	1.79x	10.2x	9.0x
Summary Statistics								
Mean	\$18,113	\$25,001	\$21,310	\$2,612	\$2,997	1.24x	10.1x	8.1x
Adj. Mean <sup>3</sup>	15,989	21,904	19,101	2,449	2,617	1.20x	9.2x	8.3x
Median	13,313	17,299	13,546	1,782	1,948	1.15x	9.5x	8.4x

## Diversified Chemicals

### Selected Public Companies – Diversified Chemicals (\$MM)<sup>1</sup>

Company	Market Cap <sup>2</sup>	Enterprise Value	LTM Revenue	LTM EBITDA	NTM EBITDA	LTM EV/Revenue	LTM EV/EBITDA	NTM EV/EBITDA
Arkema S.A. (ENXTPA:AKE)	\$7,882	\$10,563	\$10,516	\$1,476	\$1,736	1.00x	7.2x	6.1x
BASF SE (XTRA:BAS)	51,027	71,441	76,160	6,867	8,950	0.94x	10.4x	8.0x
Eastman Chemical Company (NYSE:EEMN)	11,786	16,388	9,210	1,544	1,803	1.78x	10.6x	9.1x
Huntsman Corporation (NYSE:HUN)	4,503	6,258	6,111	373	499	1.02x	16.8x	12.5x
Solvay SA (ENXTBR:SOVB)	2,893	4,548	5,394	2,010	1,039	0.84x	2.3x	4.4x
The Chemours Company (NYSE:CC)	3,908	7,006	6,027	980	973	1.16x	7.1x	7.2x
Summary Statistics								
Mean	\$13,667	\$19,367	\$18,903	\$2,208	\$2,500	1.13x	9.1x	7.9x
Adj. Mean <sup>3</sup>	7,020	10,054	7,966	1,502	1,388	1.03x	8.8x	7.6x
Median	6,193	8,784	7,661	1,510	1,387	1.01x	8.8x	7.6x

## Specialty Chemicals

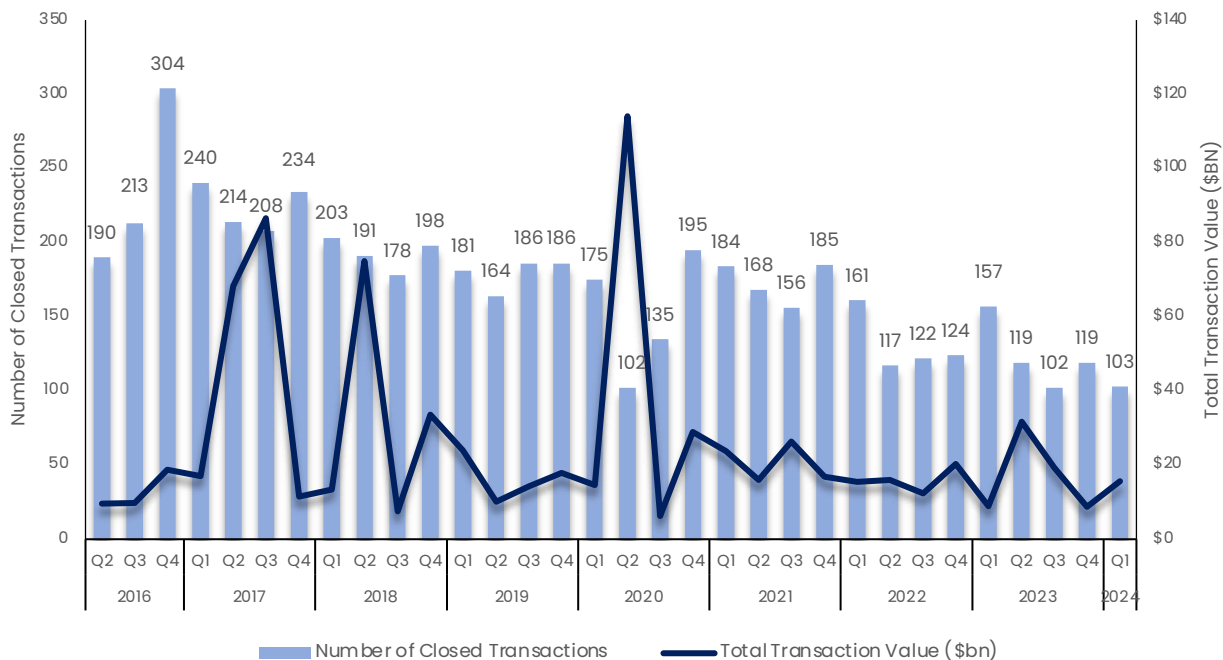
### Selected Public Companies – Specialty Chemicals (\$MM)<sup>1</sup>

Company	Market Cap <sup>2</sup>	Enterprise Value	LTM Revenue	LTM EBITDA	NTM EBITDA	LTM EV/Revenue	LTM EV/EBITDA	NTM EV/EBITDA
Akzo Nobel N.V. (ENXTAMAKZA)	\$12,748	\$17,078	\$11,792	\$1,459	\$1,700	1.45x	11.7x	10.0x
Clariant AG (SWX:CLN)	4,451	5,470	5,198	703	763	1.05x	7.8x	7.2x
Croda International Plc (LSE:CRDA)	8,650	9,349	2,158	412	494	4.33x	22.7x	18.9x
DuPont de Nemours, Inc. (NYSE:DD)	32,016	38,416	12,068	2,855	2,894	3.18x	13.5x	13.3x
H.B. Fuller Company (NYSE:FUL)	4,345	6,124	3,512	574	640	1.74x	10.7x	9.6x
RPM International Inc. (NYSE:RPM)	15,329	17,599	7,343	1,014	1,184	2.40x	17.4x	14.9x
Summary Statistics								
Mean	\$12,923	\$15,673	\$7,012	\$1,170	\$1,279	2.36x	13.9x	12.3x
Adj. Mean <sup>3</sup>	10,294	12,537	6,961	938	1,072	2.19x	13.3x	11.9x
Median	10,699	13,214	6,271	859	974	2.07x	12.6x	11.7x

1. S&P Capital IQ Data presented as of 03/31/2024. All charts represent Global Data 2 - Market Capitalization as of 03/31/24. 3 - Adj. mean excludes high and low values.

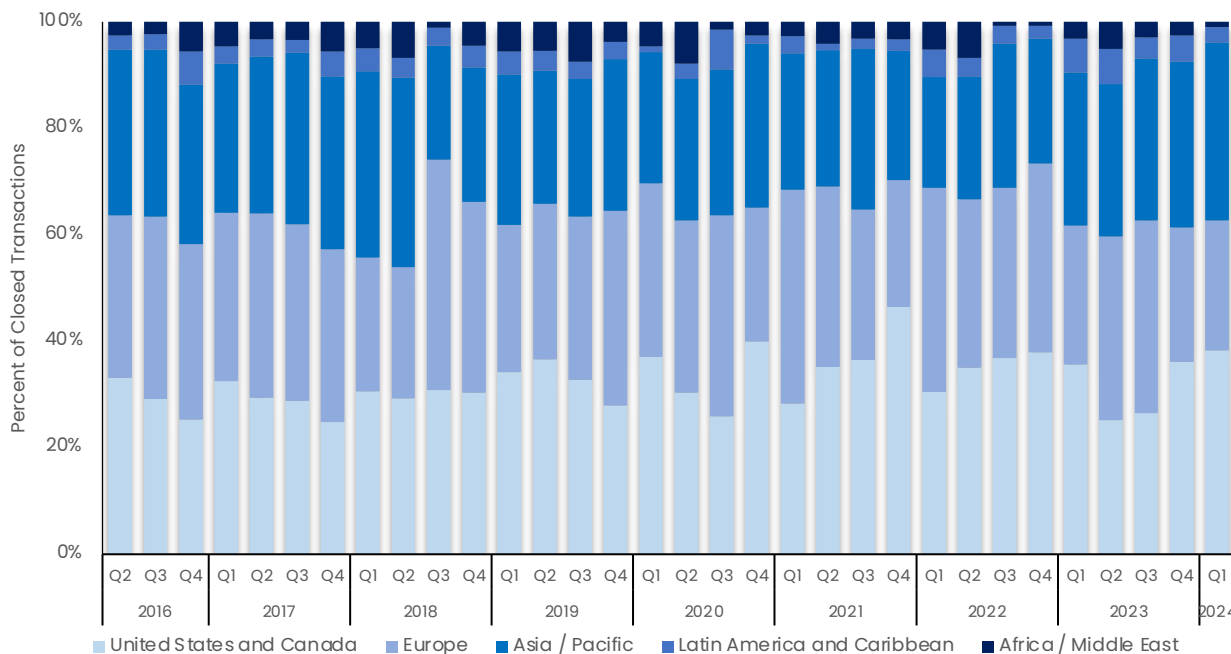
## Disclosed Transaction Volume<sup>1</sup>

Chart 5



## Disclosed Transaction Activity by Geographic Region<sup>1</sup>

Chart 6



<sup>1</sup> S&P Capital IQ Data presented as of 03/31/2024. All charts represent Global Data

## Strategic Buyers

Most active buyers last 24 months<sup>1</sup>

Acquirer	Targets	Status/ Date	Strategy
		Closed Aug-23	The acquisition was made to serve IMCD's plans to expand its pharmaceutical presence in the LATAM region. The target also possessed a state-of-the-art warehouse which would serve as a distribution hub in the region
		Closed Jun-23	The acquisition was aimed at expanding the company's geographic penetration into Southeast Asia. The acquisition will serve as a base for further expansion into the region
		Closed May-23	The acquisition is a part of, the company's strategic expansion into Israel. The target will enhance IMCD's network in the country with its established market presence and technical expertise
		Closed Feb-23	The acquisition is aimed at strengthening the company's presence in South Africa and to expand product offerings along with the technical expertise of the staff
		Closed Dec-23	The acquisition will allow the company to penetrate the growing construction adhesives market in Ireland with a broader range of solutions and a local manufacturing footprint.
		Closed Dec-23	Arkema broadens its range of high-performance polymers with the acquisition of a controlling stake in PI Advanced Materials.
	<b>American Urethane</b> <small>a division of Mearthane Products Corporation</small>	Closed Jun-23	The acquisition allows MPC to further expand its market reach and strengthen its position as a global technology leader in the polyurethane industry.
	<b>Whitefield Plastics</b> <small>a division of Mearthane Products Corporation</small>	Closed Jun-23	The acquisition adds to the growing list of proprietary material formulations and adds onshore and offshore energy application products to the company's offerings.
		Closed Sep-23	The acquisition will further boost the company's position in China.
		Closed Dec-22	The acquisition complements AkzoNobel's existing powder coatings offering and expands the range of innovative products the company supplies.
	<b>Business of SANGLIER LTD.</b>	Closed Sep-23	The acquisition expands H.B. Fuller's innovation capabilities and product portfolio across the UK and Europe.
	<b>BEARDOW ADAMS.</b> <small>Unique Adhesives</small>	Closed May-23	The acquisition is expected to accelerate profitable growth of core end markets and generate business synergies through production optimization.
		Closed Mar-23	Aspen has a unique production capability which benefits H.B. Fuller's insulated glass business. <b>(Balmoral Advisors represented Aspen Research)</b>
		Closed Nov-22	The acquisition enables H.B. Fuller to position the company's utilities and infrastructure business to capture market growth within the metal building market.
		Closed Aug-22	The acquisition of ZKLT is expected to add unique technology, strong customer relationships, and a strategic manufacturing location in central China.

1. S&P Capital IQ Data presented as of 03/31/2024. All charts represent Global Data

# Active Industry Buyers

## Financial Buyers

Most active buyers last 24 months<sup>1</sup>

Acquirer	Targets	Status/ Date	Strategy
		Closed Sep-23	SK Capital Partners sees tremendous opportunity for Ecopol to expand within its existing end-markets and leverage its core competencies in biodegradable films to enter new applications.
		Closed Aug-22	SK Capital has a lot of experience and interest in the specialty chemicals industry with several prior investments.
		Closed May-22	SK Capital wants to expand the platform's reach and capabilities to accelerate growth.
		Closed Jul-22	Thunderbird expects to derive benefit from the broader reach of the diverse capabilities at Bright Plastic.
		Closed May-22	The injection molding expertise and short-run capabilities at MPR complements the existing capabilities at Impact Molding.
	<p>Engineering business of</p> 	Closed Apr-23	Together with LANXESS High Performance Materials, the combined firms will be in the best position to enact sustainable long-term growth in the engineering materials sector.
		Closed Jun-22	Imperial Dade has developed a differentiated value proposition based on its best-in-class service and industry-leading product portfolio.
		Closed Mar-22	Caldic will merge with Advent portfolio company Grupo Transmerquim S.A., one of the leading chemical distributors in Latin America.
		Closed Sep-22	American Securities supports the company's organic growth and M&A strategies, innovation, and continued operational excellence so that Meridian can continue to solve problems for its customers.
		Closed Mar-22	Hexion is a leading global producer of adhesives and performance materials that enable the production of engineered wood products and other growing specialty materials.
		Closed Jul-22	Prefere's dedication to product innovation and commitment to its customers underscore its position as a market leader across the adhesive resins industry.
	<p>Tier Additive business of</p> 	Closed Nov-22	The company is a leader in critical specialty chemicals for the tire industry with a global asset footprint and superior technical services.
	<p>High Performance Plastic Parts</p> 	Closed Oct-22	The acquisition of the MANN+HUMMEL High Performance Plastic Parts business will strengthen the company's Automotive & Mobility segment.
		Closed Jul-22	With this add-on acquisition to SFC Solutions Group, the companies will create an important player for automotive sealings in Europe. Its industrial footprint will be a key lever to the competitiveness of the combined groups.

<sup>1</sup> S&P Capital IQ Data presented as of 03/31/2024. All charts represent Global Data



# Selected Transactions

## Transaction Activity

Recently Closed Transactions – Chemicals<sup>1</sup>

(\$ in Millions)

Date Closed	Target	Target Description	Acquiring Company	Transaction Value	LTM EV/Revenue	LTM EV/EBITDA	
Mar-24	Pulvitec S.A. Indústria e Comércio	Provides adhesives, sealants and construction chemicals	Soprema Ltda	\$6	0.4x	-	
Mar-24	Meade-King, Robinson & Co. Ltd	Engages in the distribution of chemicals and oils	N/A	\$20	0.2x	-	
Mar-24	Teknikum Group Ltd.	Manufactures polymers for heavy industries worldwide	Sanok Rubber Company Spółka Akcyjna	\$51	0.7x	-	
Mar-24	Flowchem LLC / Sealweld Corporation / Valves Inc. of Texas	Produces drag reduction agents improving pipeline flow	SCF Partners, Inc.	\$285	-	-	
Feb-24	I.k.v. Tribologie - IkvT	Manufactures lubricants for the automotive industries	Quaker Chemical Corporation	\$29	-	-	
Feb-24	SK Pucore	Manufacturer of eco-friendly polyurethane products	Glenwood Private Equity Co., Ltd.	\$299	0.6x	-	
Feb-24	ADDAR Chemicals Company (ACC)	Manufactures specialized chemicals like sevoflurane	Methanol Chemicals Company	\$12	-	-	
Feb-24	Vikas Organics Pvt Ltd	Manufacturers plasticizers for various industrial applications	Vikas Ecotech Limited	\$4	0.3x	-	
Feb-24	Harind Chemicals And Pharmaceuticals Private Limited	Manufactures metal chemicals products	Asian Paints Limited	\$2	-	-	
Feb-24	Hangzhou Yijing Chemical Fiber Co., Ltd.	Manufacturer of chemical fiber products based in China	Zhejiang Hengyi Group Co.,Ltd	\$123	-	-	
Feb-24	Interlube Inc.	Manufactures biodegradable lubricants	Earth Alive Clean Technologies Inc.	\$4	0.9x	4.2x	
Jan-24	Aquapharm Chemical Pvt. Ltd.	Manufactures phosphonates, biodegradable chelating agents, polymers, etc.	PCBL Limited	\$456	1.9x	9.1x	
Jan-24	Substantially all of the assets of Element, LLC	Producer of ethanol, based in the United States.	Cardinal Ethanol, LLC	\$44	-	-	
Jan-24	Chr. Hansen Holding A/S	Operates as a global bioscience company that develops natural solutions for the agricultural industry	Novozymes A/S	\$12,536	9.4x	28.1x	
Jan-24	Transchem Inc.	Manufactures cleaning chemicals to industrial cleaning industries	Dover Corporation	\$48	-	-	
Jan-24	American Pacific Corporation	Manufacturer of oxidizers	NewMarket Corporation	\$700	-	-	
Jan-24	JSI Co., Ltd.	Manufactures solvent for semiconductors	SK materials Performance Co., Ltd.	\$7	-	-	
Jan-24	Operating and intellectual property assets of Success Nutrients	Formulates specialty application industrial grade fertilizer	Organitek, Inc	\$0	-	-	
Jan-24	StarChem S.A.	Manufactures specialty chemical for the textile industry	Giovanni Bozzetto S.p.A.	\$27	-	-	
Jan-24	Cubicure GmbH	Manufactures polymers for industrial applications.	Align Technology, Inc.	\$87	-	-	
				<b>Summary Statistics</b>			
				Mean	\$737	1.79x	13.8x
				Adj. Mean <sup>2</sup>	\$122	0.78x	9.1x
				Median	\$37	0.62x	9.1x

1. S&P Capital IQ Data presented as of 03/31/2024. All charts represent Global Data 2 - Adj. mean excludes high and low values.

## Major News Headlines in Q1 2024

Recent Events and News – Global

Company	Date	Country	News Summary
 Entegris	3/4/2024	United States	<ul style="list-style-type: none"> <li>Entegris completed its sale of its Pipeline and Industrial Materials business to SCF Partners, for a purchase price of up to \$285.0M, consisting of \$260.0M in cash that will be received at closing, subject to customary post-closing adjustment.</li> <li>There is also a \$25.0M earnout based on the achievement of certain 2025 and 2026 financial performance targets.<sup>1</sup></li> </ul>
 UnivarSolutions	3/1/2024	United States	<ul style="list-style-type: none"> <li>Univar Solutions acquired Valley Solvents &amp; Chemicals, a distributor of solvents and inorganics along with waste management services in the Texas and Gulf Coast region.</li> <li>The acquisition expands the Company's local chemical distribution network and valued-added services across its Chemical Distribution division, while strengthening environmental services capabilities for its ChemCare business under its Services division.<sup>2</sup></li> </ul>
 Quaker Houghton Forward Together	2/29/2024	United Kingdom	<ul style="list-style-type: none"> <li>Quaker Chemical Corporation acquired I.K.V. Tribologie IKVT for \$29.2M during February 2024. IKV will be part of the Quaker's EMEA segment.</li> <li>Target specializes in high-performance lubricants and greases that are primarily used in the automotive, aerospace, electronics, and other industrial markets and will be pivotal to the expansion of the company in these sectors.<sup>3</sup></li> </ul>
 YARA	2/29/2024	Italy	<ul style="list-style-type: none"> <li>Yara completed its acquisition of the organic-based fertilizer business of Agribios Italiana, the company's second bolt-on acquisition supporting its organic strategy in Europe.</li> <li>The acquisition will also allow Yara to continue to play its part in helping achieve the European Union (EU) ambition of increasing EU farmland under organic farming.<sup>4</sup></li> </ul>
 PCBL	1/31/2024	India	<ul style="list-style-type: none"> <li>This is the largest acquisition by the RP-SG Group and marks the debut of PCBL into the global specialty segments of water treatment chemicals and oil &amp; gas chemicals.</li> <li>With a robust customer base in FMCG, oil, and gas, the acquisition opens new horizons, helping diversify the business across end markets.</li> <li>The acquisition allows PCBL to be a single platform comprising of a diversified specialty chemical portfolio.<sup>5</sup></li> </ul>
 synthomer	1/30/2024	Netherlands	<ul style="list-style-type: none"> <li>Synthomer acquired certain raw material production assets from Arakawa, which is a strategic capital investment to bolster the supply chain for hydrocarbon resin production.</li> <li>The acquisition is a steppingstone towards the broader plan of bolstering supply chain networks in Europe.<sup>6</sup></li> </ul>
 novonesis	1/29/2024	United States	<ul style="list-style-type: none"> <li>The combination of Novozymes and Chr. Hansen is now successfully completed, creating Novonesis – a leading global biosolutions partner.</li> <li>The combined company brings together 10,000 people worldwide and an expertise that spans more than 30 different industries.</li> <li>The combined group will have annual revenue of approximately EUR 3.7 billion with solid profitability and cash generation.<sup>7</sup></li> </ul>
 NewMarket	1/17/2024	United States	<ul style="list-style-type: none"> <li>NewMarket Corporation completed the acquisition of American Pacific Corporation, for approximately \$700.0M.</li> <li>AMPAC is the leading North American manufacturer of critical performance additives used in solid rocket motors for space launch and military defense applications.</li> <li>The acquisition was fueled by the superior technical expertise of the staff at AMPAC.<sup>8</sup></li> </ul>
 DOVER	10/30/2023	United States	<ul style="list-style-type: none"> <li>Dover Corporation completed the acquisition of Transchem Group, one of the largest suppliers of car wash chemistry and associated solutions in North America.</li> <li>Transchem is now part of OPW's Vehicle Wash Solutions business ("OPW VWWS") within Dover's Clean Energy &amp; Fueling segment. With the addition of the target's offerings, OPW VWWS's product portfolio is among the most comprehensive in the industry.<sup>9</sup></li> </ul>

1. Entegris 2. PRN Newswire 3. Quaker Houghton 4. Yara 5. PCBL 6. Synthomer 7. Novonesis 8. NewMarket 9. Dover Corp.

## Select Recent Transactions – Chemicals



### **ALTIVIA Chemicals**

Has been acquired by

### **usalco**

A portfolio company of

### **H.I.G. Capital**

Balmoral Advisors acted as  
Financial Advisor to ALTIVIA Chemicals



### **Jarchem Innovative Ingredients**

Has been acquired by

### **Vertellus**

A member of the

### **Pritzker Private Capital**

Family of Companies

Balmoral Advisors acted as Financial  
Advisor to Jarchem Innovative Ingredients



### **Materia Inc.**

Has been acquired by

### **ExxonMobil**

Balmoral Advisors acted as  
Financial Advisor to Materia Inc.



### **Sun Chemical Corporation**

Has divested its Bushy Park Pigment  
Production Facility to

### **DCL**

A portfolio company of

### **H.I.G. Capital**

Balmoral Advisors acted as Financial  
Advisor to Sun Chemical Corporation



# Find out why so many clients trust Balmoral Advisors with their middle-market investment banking needs.

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Balmoral Advisors excels in delivering comprehensive middle-market mergers and acquisitions, corporate finance, and financial restructuring advisory services. With our extensive experience, unmatched expertise, and an unwavering commitment to client satisfaction, we serve as the ideal partner for companies striving to achieve their strategic objectives. Whether the aim is to drive growth, secure capital, or navigate financial challenges, Balmoral Advisors possesses the capabilities, skills, and resources to enable success.

Our team's proficiency extends to both domestic and cross-border transactions, enabling us to assist clients not only within the United States but also on a global scale. Our exceptional track record underscores our steadfast dedication to delivering outstanding service. Through a collaborative approach, we actively engage with our clients, comprehending their unique needs and goals to provide tailored solutions.

We are invaluable partners in your journey towards success.