



Industry Update  
**Building Products**  
Q4 2024

## 1

# Financial Performance

## Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data			Forward Estimates	
		Price at 12/31/24	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2025 Est. Revenue	2025 Est. EBITDA
<b>Lumber, Millwork, Plywood and Structural Wood</b>									
Fortune Brands Innovations, Inc.	FBIN	\$68.33	75.5%	\$11,047	\$6,598	\$4,666	\$973	\$4,807	\$1,025
Trex Company, Inc.	TREX	\$69.03	67.7%	\$7,628	\$1,267	\$1,180	\$372	\$1,220	\$382
UFP Industries, Inc.	UFPI	\$112.65	79.7%	\$6,009	\$4,218	\$6,715	\$683	\$6,829	\$720
American Woodmark Corporation	AMWD	\$79.53	74.6%	\$1,654	\$1,610	\$1,787	\$211	\$1,833	\$251
<b>Refrigeration and Heating Equipment</b>									
Lennox International Inc.	LII	\$609.30	89.3%	\$22,897	\$3,313	\$5,151	\$1,055	\$5,591	\$1,175
AAON, Inc.	AAON	\$117.68	81.7%	\$10,014	\$1,031	\$1,210	\$311	\$1,529	\$400
A. O. Smith Corporation	AOS	\$68.21	73.8%	\$9,878	\$3,154	\$3,894	\$809	\$3,991	\$868
<b>Roofing, Siding and Isulation</b>									
Owens Corning	OC	\$170.32	79.4%	\$20,194	\$15,054	\$10,439	\$2,413	\$11,930	\$2,839
Armstrong World Industries, Inc.	AWI	\$141.33	86.0%	\$6,777	\$1,804	\$1,390	\$376	\$1,530	\$528

Source: Capital IQ

## Financial Performance (cont.)

Size Profile, LTM Financials, Forward Estimates

(USD in millions, except per share data)

Company Name	Ticker	Size Profile			LTM Operating Data		Forward Estimates		
		Price at 12/31/24	% of 52 Week High	TEV	Total Assets	LTM Revenue	LTM EBITDA	2025 Est. Revenue	2025 Est. EBITDA
<b>Windows and Doors</b>									
Griffon Corporation	GFF	\$71.27	82.2%	\$5,046	\$2,371	\$2,624	\$501	\$2,650	\$551
Quanex Building Products Corporation	NX	\$24.24	61.7%	\$1,890	\$2,320	\$1,278	\$116	\$1,881	\$276
<b>Building Products - Other</b>									
Simpson Manufacturing Co., Inc.	SSD	\$165.83	75.9%	\$7,186	\$2,897	\$2,216	\$511	\$2,327	\$572
Gibraltar Industries, Inc.	ROCK	\$58.90	67.4%	\$1,595	\$1,425	\$1,336	\$190	\$1,395	\$224

Source: Capital IQ

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## Valuation Metrics

## Return Profile, Trading Multiples

Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Lumber, Millwork, Plywood and Structural Wood</b>									
Fortune Brands Innovations, Inc.	FBIN	7.3%	19.4%	1.5%	20.8%	20.7%	1.6x	2.4x	11.4x
Trex Company, Inc.	TREX	17.6%	30.2%	8.1%	31.6%	14.2%	1.5x	6.5x	20.5x
UFP Industries, Inc.	UFPI	8.2%	14.7%	-11.7%	10.2%	-16.6%	1.4x	0.9x	8.8x
American Woodmark Corporation	AMWD	6.2%	11.6%	-7.6%	11.8%	-13.8%	1.6x	0.9x	N/A
	Mean	9.8%	19.0%	-2.4%	18.6%	1.1%	1.5x	2.7x	13.6x
	Median	7.7%	17.1%	-3.0%	16.3%	0.2%	1.5x	1.6x	11.4x
<b>Refrigeration and Heating Equipment</b>									
Lennox International Inc.	LII	19.4%	165.0%	4.7%	20.5%	20.8%	1.1x	4.4x	21.7x
AAON, Inc.	AOS	16.0%	25.8%	8.3%	25.7%	22.1%	0.9x	8.3x	32.2x
A. O. Smith Corporation	AAON	14.3%	29.5%	2.4%	20.8%	1.0%	1.2x	2.5x	12.2x
	Mean	16.6%	73.5%	5.2%	22.3%	14.6%	1.1x	5.1x	22.0x
	Median	16.0%	29.5%	4.7%	20.8%	20.8%	1.1x	4.4x	21.7x
<b>Roofing, Siding and Isulation</b>									
Owens Corning	OC	8.7%	19.1%	8.1%	23.1%	4.8%	1.5x	1.9x	8.4x
Armstrong World Industries, Inc.	AWI	9.8%	38.3%	8.0%	27.1%	11.2%	1.2x	4.9x	18.0x
	Mean	9.3%	28.7%	8.0%	25.1%	8.0%	1.3x	3.4x	13.2x
	Median	9.3%	28.7%	8.0%	25.1%	8.0%	1.3x	3.4x	13.2x

Source: Capital IQ

## Valuation Metrics (cont.)

### Return Profile, Trading Metrics

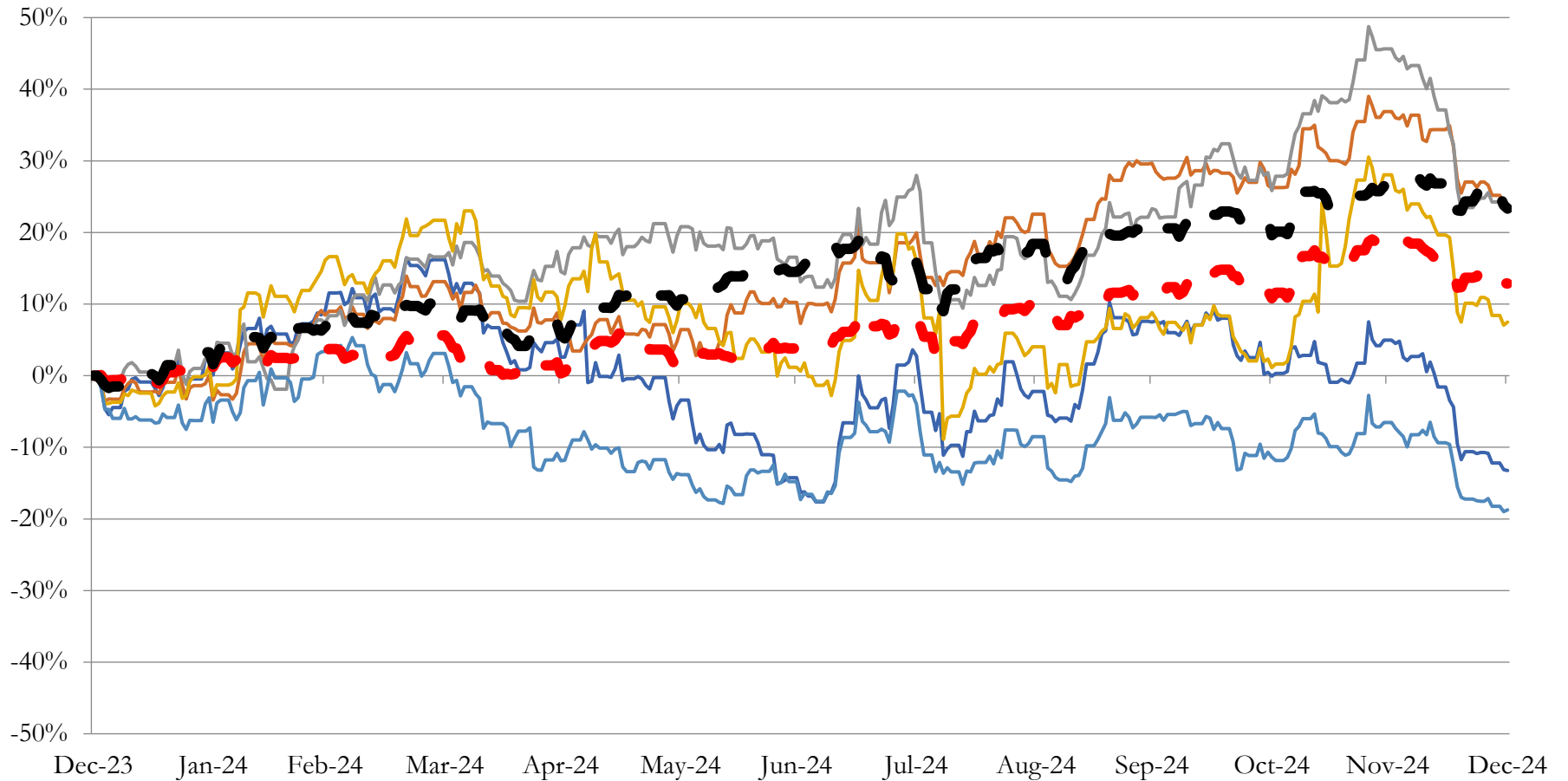
Company Name	Ticker	Return Profile					Trading Multiples		
		Return on Assets	Return on Equity	Revenue Growth	EBITDA Margin	EBITDA Growth	5-yr Beta	TEV / LTM Revenue	TEV / LTM EBITDA
<b>Windows and Doors</b>									
Griffon Corporation	GFF	11.5%	77.7%	-2.3%	19.1%	8.2%	1.4x	1.9x	10.1x
Quanex Building Products Corporation	NX	2.2%	4.2%	13.0%	9.1%	-21.6%	1.3x	1.5x	16.3x
	Mean	6.9%	41.0%	5.4%	14.1%	-6.7%	1.3x	1.7x	13.2x
	Median	6.9%	41.0%	5.4%	14.1%	-6.7%	1.3x	1.7x	13.2x
<b>Building Products - Other</b>									
Simpson Manufacturing Co., Inc.	SSD	9.4%	18.2%	1.3%	23.1%	-10.8%	1.3x	3.2x	14.1x
Gibraltar Industries, Inc.	ROCK	7.5%	11.7%	-2.0%	14.2%	0.8%	1.2x	1.2x	8.4x
	Mean	8.4%	15.0%	-0.3%	18.6%	-5.0%	1.3x	2.2x	11.2x
	Median	8.4%	15.0%	-0.3%	18.6%	-5.0%	1.3x	2.2x	11.2x

Source: Capital IQ

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## LTM Equity Performance

### Major Indexes



- Lumber, Millwork, Plywood and Structural Wood
- Roofing, Siding and Isulation
- Building Products - Other
- S&P 500
- Refrigeration and Heating Equipment
- Windows and Doors
- Dow Jones Industrial Average

Source: Capital IQ

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## Recent M&amp;A Activity

Last Twelve (12) Months as of December 31, 2024

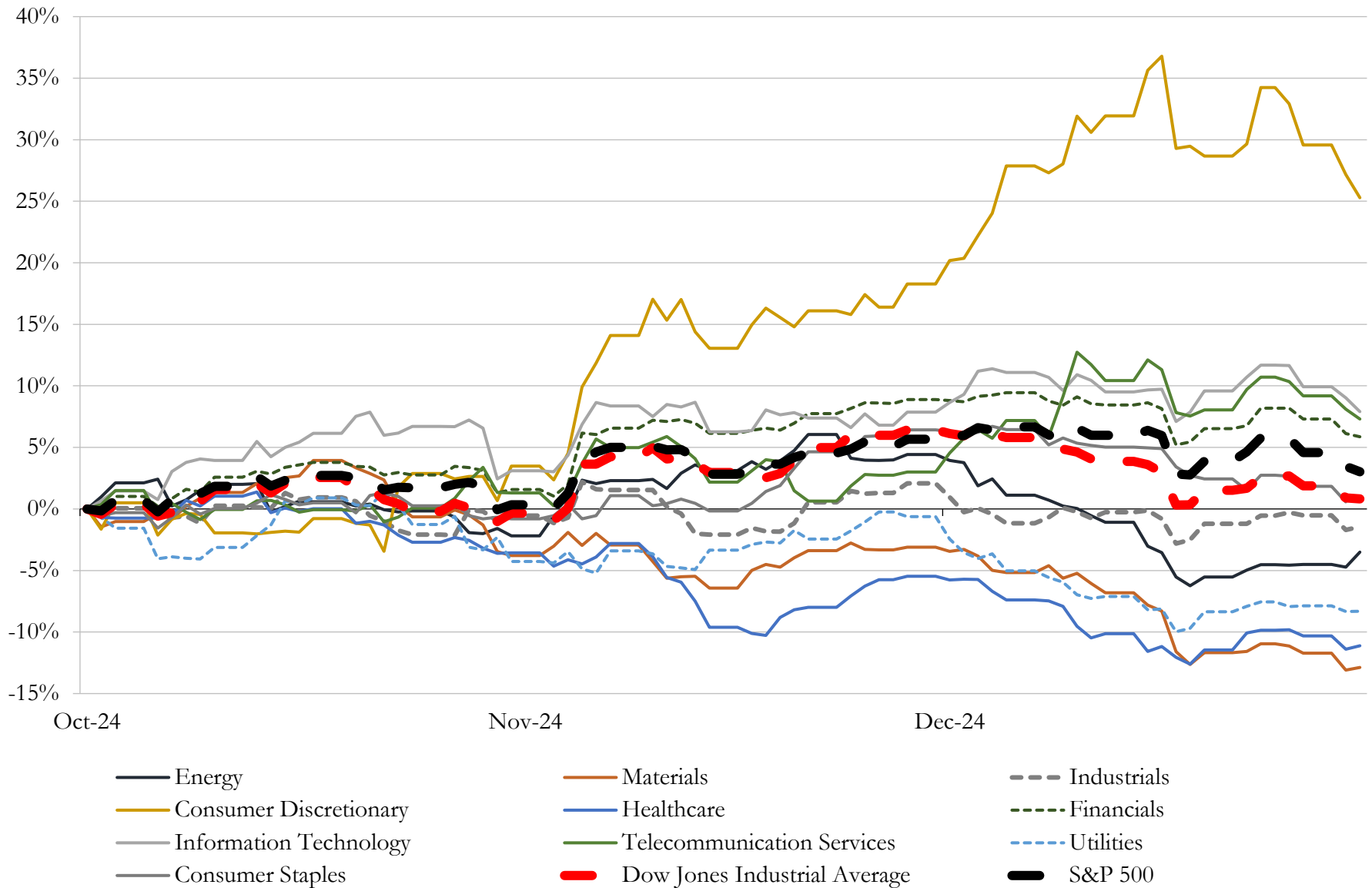
(USD in millions)

Close Date	Target	Acquirer	Implied TEV
May-24	Masonite International Corporation	Owens Corning	\$4,252
Jan-24	Argos North America Corp.	Summit Materials, Inc.	\$3,971
Mar-24	PGT Innovations, Inc.	MITER Brands	\$3,164
Feb-24	Martin Marietta South Texas Cement, LLC/Martin Marietta's South Texas	CRH Americas Materials, Inc.	\$2,100
Apr-24	20 Active Aggregates Operations in Alabama, South Carolina, South Florida,	Martin Marietta Materials, Inc.	\$2,050
Feb-24	Signature Systems Group, LLC	Myers Industries, Inc.	\$345
Mar-24	BMC Enterprises, Inc.	Breedon Group plc	\$301
Mar-24	Whitco Supply, LLC	DNOW Inc.	\$185
Apr-24	Ameron Pole Products LLC	CEMC Services, LLC	\$180
Jan-24	Key Knife, Inc./Key Knife Canadian Investments Corporation	Kadant Canada Corp.	\$156
Jan-24	Josam Company	Watts Water Technologies, Inc.	\$99
Apr-24	3form, LLC	Armstrong World Industries, Inc.	\$94
Jun-24	Aqua Prop LLC	ProPetro Holding Corp.	\$36
Nov-23	United Fiberglass Of America, Inc.	Creative Composites Group	\$14
Dec-23	United Granite LLC	Acrysil USA Inc.	\$8
Nov-23	Operating Assets of Cougar Mountain Precast, LLC	L.B. Foster Company	\$2
Jun-24	Banko Overhead Doors, Inc.	Blue Ridge Construction Capital LLC	NA
Jun-24	Certain Lab and Plant Assets	CalPortland Company	NA
Jun-24	Ricco Fasteners, Inc.	Threaded Fasteners, Inc.	NA
Jun-24	Rock Ridge Materials, Inc.	Miles Ahead Brands Services, LLC	NA
Jun-24	Trident Fire & Fabrication, LLC	The Macomb Group, Inc.	NA
Jun-24	I, Inc.	Great Day Improvements, LLC	NA
Jun-24	Carter Gowen Holdings, LLC	Alcrete LLC	NA
Jun-24	Dayton Superior Corporation	White Cap Supply Holdings, LLC	NA
Jun-24	Nationwide Fastener Systems Corp	Blue Ribbon Fastener Co.	NA
Jun-24	Simonson Lumber Of Crosslake, Inc.	Kodiak Building Partners, Inc.	NA
Jun-24	RAKS Building Supply, Inc.	US LBM Holdings, LLC	NA
Jun-24	Krieger Specialty Products Company	Allegion plc	NA
Jun-24	South Carolina manufacturing and galvanizing operations of Southern Anchor	Portland Bolt & Manufacturing Company, LLC	NA
May-24	Sand mining operation of R.W. Sidley Incorporated in Thompson, Ohio	Covia Holdings LLC	NA

Source: Capital IQ

# 5 Change in Market Capitalization by Sector

Last Three (3) Months as of December 31, 2024



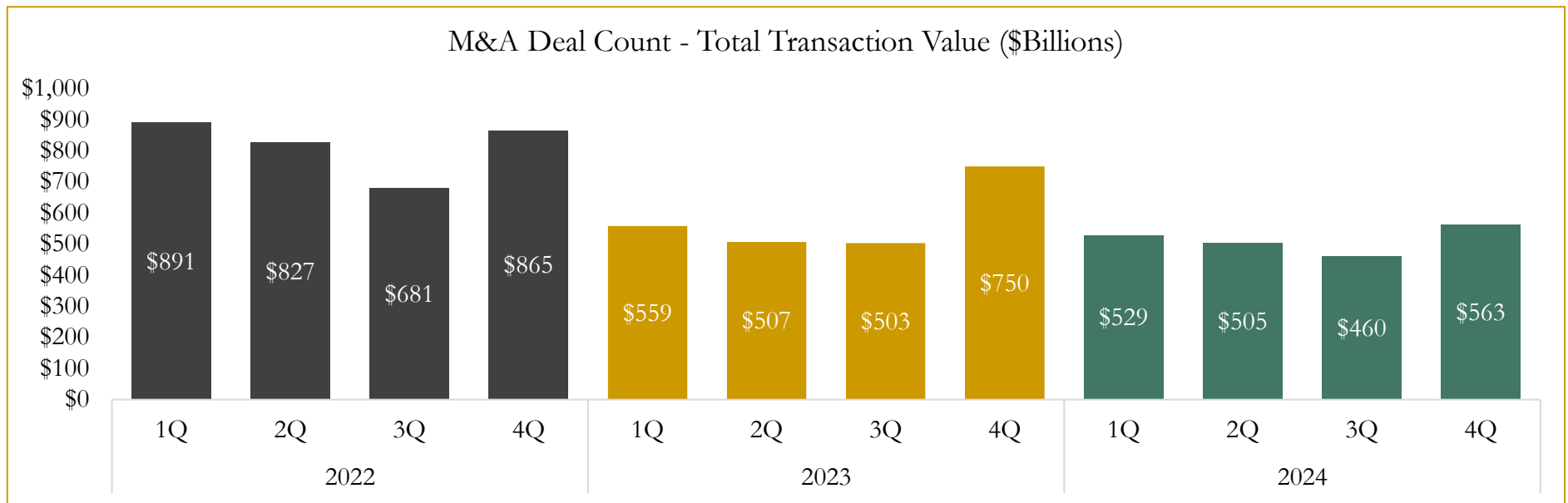
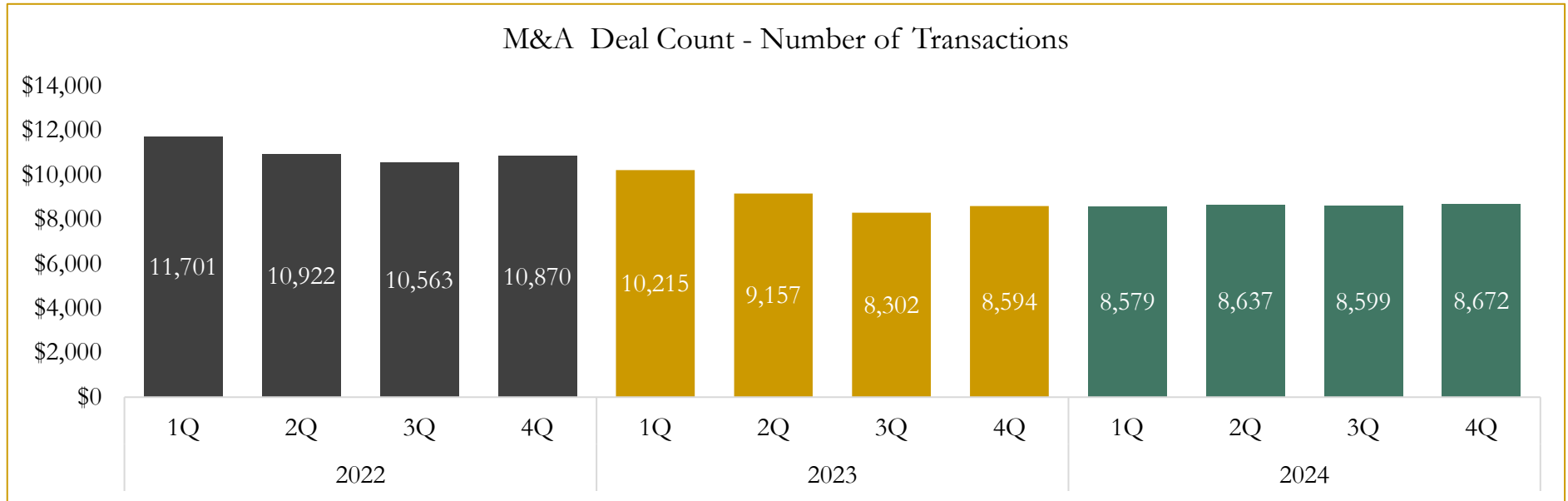
Source: Capital IQ



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## M&A Deal Flow Statistics

Last Three (3) Years as of December 31, 2024



Source: Capital IQ; Data derived from M&A activity over the past three years.

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### Valuation & Financial Advisory

- **Portfolio Valuation (ASC 820)**
- **Complex & Illiquid Securities (Level 3)**
- **Cryptoasset /Blockchain Valuations**
  - Locked Token Valuations
- **Enterprise Valuations**
- **Fairness & Solvency Opinions**
  - SPAC Fairness
- **Estate & Gift Valuations**
- **Purchase Price Allocation (ASC 805)**
- **Goodwill Impairment Testing (ASC 350)**
- **Stock-based Compensation (ASC 718, IRC 409A)**

### Investment Banking

- **Mergers & Acquisitions**
  - Sell-Side Advisory
  - Sale of Minority Ownership Positions
  - Leveraged Buyouts
  - Majority Recapitalizations
  - Corporate Divestitures
- **Corporate Financial Services**
  - Financial Modeling
  - Investor Presentation
  - Valuation Analysis
  - Strategic Advisory

**For questions or inquiries regarding our services, please contact:**

**[info@houlihancapital.com](mailto:info@houlihancapital.com)**