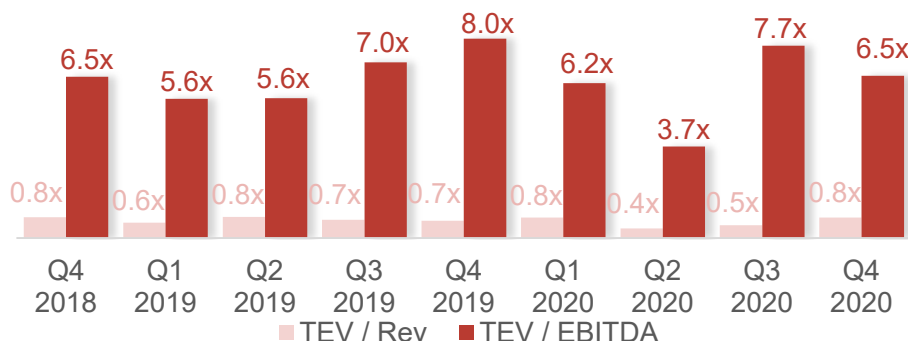


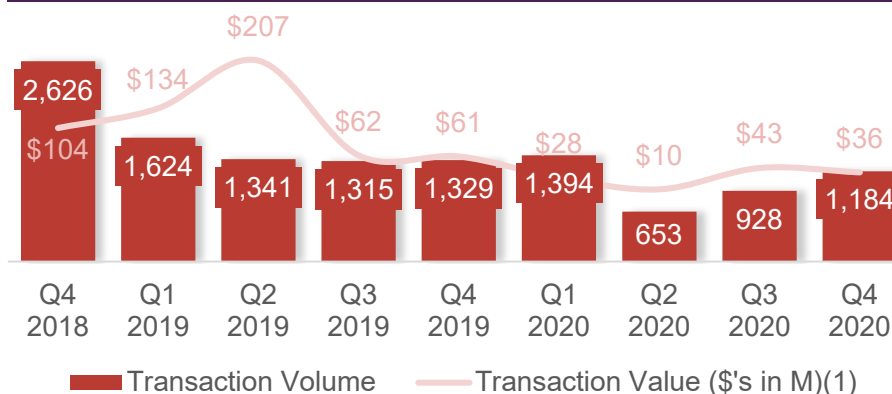
Highlights

- Year-to-date deal volume highlights continued softness in M&A activity across the Manufacturing sector relative to CY'19 performance. Q4'20 total deal flow of 1,184 shows continued recovery in the M&A market from Q2'20 trough, while lagging Q4'19's volume by (10.9%). Full-year CY'20 uncovers the total impact of the uncertainty driven by the COVID-19 pandemic, with 4,159 deals completed, representing a (25.9%) decline, year-over-year
- Valuation multiples in Q4'20 show a slight softening relative Q3'19. Valuation pressure can partially be attributed to impact of sellers' light top-and-bottom-line operating results, along with uncertainty driven by the ongoing resurgence of COVID-19
- Regional M&A activity within Ohio, Indiana, and Kentucky remains below the CY'19 waterline, with Q4'20 deal volume falling below prior year results. We anticipate regional M&A activity to re-gain momentum early in CY'21 as the Private Equity and the burgeoning Special Purpose Acquisition Company (SPAC) markets continue to seek investments to place capital
- Macro outlook is bullish driven by additional stimulus funding released in late December alongside continued distribution of a COVID-19 vaccine

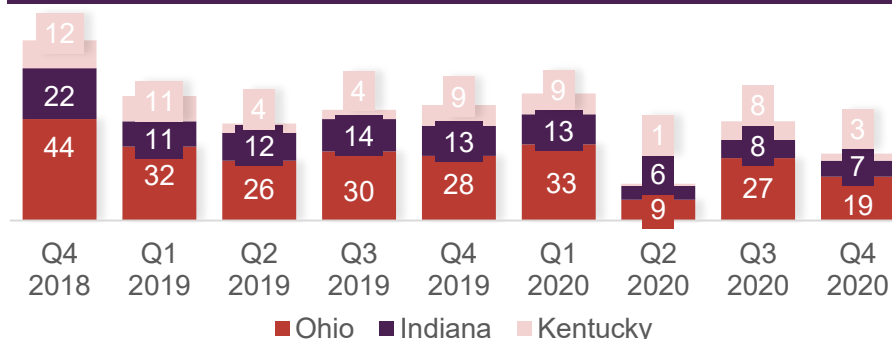
Manufacturing Transaction Trading Multiples



Manufacturing Transaction Volume and Avg. Transaction Value



Manufacturing Transaction Volume by Coverage State



Source: CAPIQ

About MCM CMG

- MCM CMG Investment Banking leadership team is experienced in executing transactions for privately-held companies and serves clients considering an exit or exploring growth through M&A
- The CMG service offerings include full life-cycle buy & sell-side advisory, corporate divestitures, growth and debt financing, and management buyouts

Contact Us:

If you are interested in learning more about MCM CMG or would like to be included on future mailers, please contact us directly.

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(1) Transaction Value data is incomplete relative to deal count and may be understated