



CIBC CAPITAL MARKETS

CIBC BUILDING PRODUCTS MARKET MONITOR: HVACR EQUIPMENT

Summer 2025



Executive summary

In this edition of the Building Products Market Monitor, we're diving into the HVACR equipment market activity and drivers. The HVAC industry is seeing robust growth, driven by strong demand for energy-efficient products, digital innovation, and rapid expansion in data centers. Companies are actively mitigating tariff impacts through local manufacturing, dual sourcing, and price negotiations between suppliers, manufacturers, and installers. M&A activity is focused on strategic acquisitions to enhance HVAC and data center offerings, while distributors and manufacturers' rep groups continue to pursue consolidation to strengthen competitiveness and enhance product category offerings.

CIBC remains active in the sector with multiple transaction announcements including:

- [Sale of Dundas Jafine to Imperial Manufacturing Group](#)
- [Sale of L.B. White to Modine](#) (NYSE: MOD)
- [Sale of Vapor Power International to Thermon](#) (NYSE: THR)

We welcome the opportunity to discuss this ever-active market sector with you.

Regards,

Patrick Bremmer

Managing Director, U.S. Mid-Market Investment Banking

Summary topics

HVACR industry
drivers

Capacity expansion

Transaction activity

Public company
performance



CIBC is a leading financial institution with a global footprint

CIBC at a glance (C\$)

- **Strong publicly traded bank** in North America with a **global presence**
- **Market capitalization: \$91 billion¹**
- **Assets of \$1,042 billion²** – one of the largest banks in North America
- **Deposits of \$765 billion²**
- **\$7.3 billion in adjusted net income in 2024**
- **150+ year-old** institution
- **14 million** clients globally
- Over **48,000** employees
- **Strong counterparty, rated Aa2 by Moody's, A+ by S&P, AA by Fitch and AA by DBRS³**

CIBC Capital Markets global offices

Canada

- Toronto
- Calgary
- Vancouver
- Montreal
- Winnipeg

United States

- New York
- Chicago
- Milwaukee
- San Francisco
- Houston

Europe

- London
- Luxembourg

Latin America

- Bogota

Asia

- Beijing
- Shanghai
- Hong Kong
- Tokyo
- Singapore

Australia

- Sydney

Select industrial sectors served



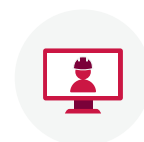
Capital
equipment



Building products
and materials



Engineering and
construction



Facility
services

Global Investment Banking

- Global Industry Sector Coverage
- Mergers & Acquisitions
- Debt Capital Markets
- Equity Capital Markets
- Private Capital Coverage

Global Corporate Banking

- Investment Grade and High Yield
- Secured and Unsecured Credit
- Revolving Credit Facilities
- Term Loans
- Bridge Financing
- Letters of Credit
- Trade Finance
- Cash Management

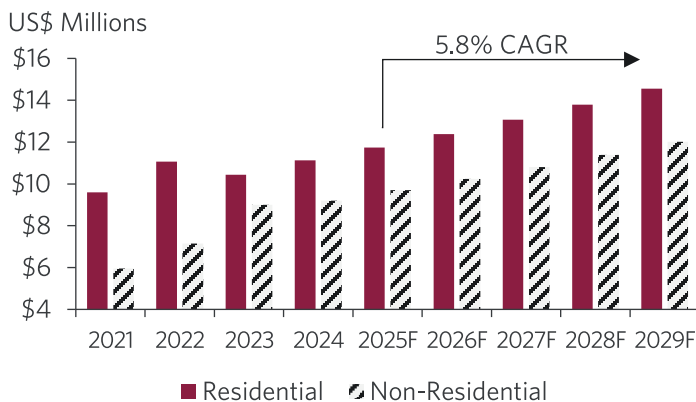
Global Markets

- Foreign Exchange
- Commodities Trading
- Interest Rate Derivatives
- Equity Derivatives
- Cash Equity Markets
- Growth Markets
- Global Distribution

Industry drivers – North America

Private construction in place (US\$m)

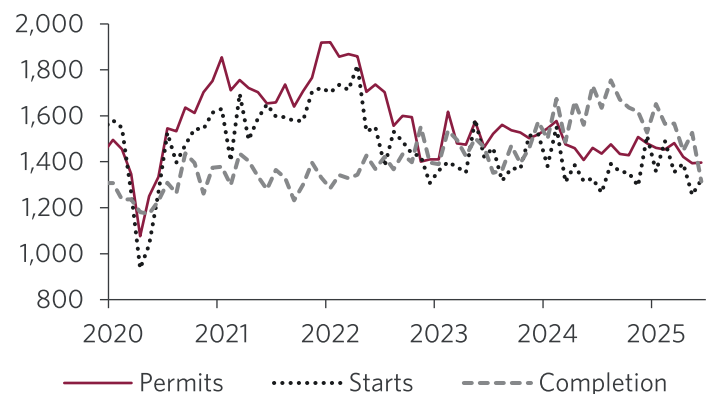
- In May, private construction saw a year-over-year decline of 5.4%, with residential decreasing 6.7% and non-residential down 3.9%, respectively
- The slowdown reflects ongoing challenges in housing affordability, interest rates, and cautious investment in commercial projects amid economic uncertainty
- Despite slowdown in 2025, construction spending is expected to grow at 5.8% CAGR through 2029



Sources: U.S. Census Bureau, ConstructConnect.

Residential construction (Thousands)

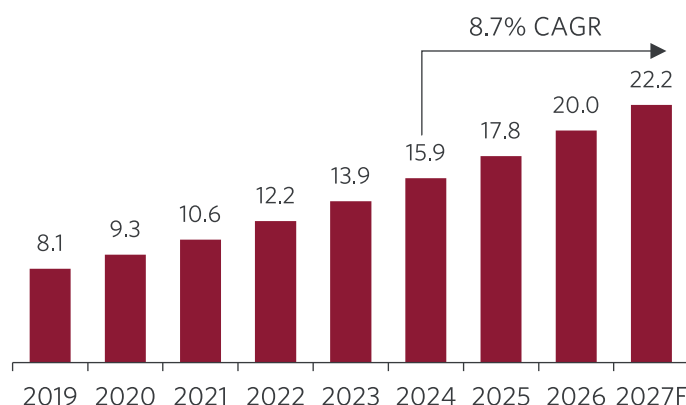
- Building permits in June were issued at a seasonally adjusted annual rate of 1,397,000, marking a slight increase from May and a 4.4% year-over-year decrease
- Privately-owned housing starts jumped to an annual rate of 1,321,000, up 4.6% from May and a 0.5% year-over-year decline
- Privately-owned housing completions dropped 14.7% from May to an annual rate of 1,540,000 and were 24.1% lower year-over-year
- Recently, residential construction has been a headwind for the HVACR market



Sources: U.S. Census Bureau.

United States data center demand (GW)

- Power constraints are now the main bottleneck in data center growth, pushing demand for advanced HVAC systems that improve energy efficiency and support high-density cooling
- AI and HPC workloads are increasing rack power density beyond traditional HVAC system capabilities. This has led to the adoption and growing market for liquid cooling and high-efficiency HVAC systems

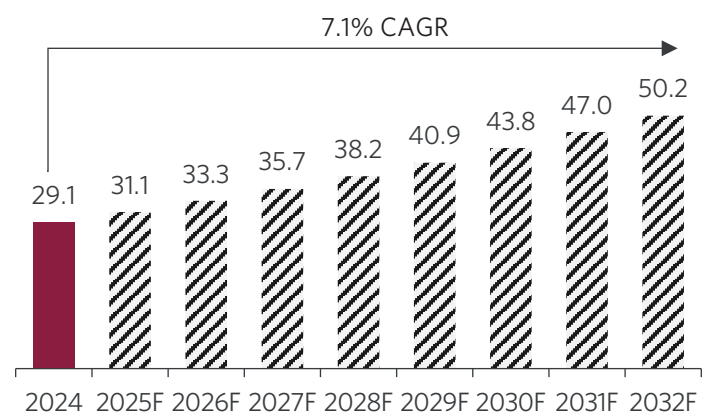


Sources: A&M, Cushman & Wakefield.

CIBC Capital Markets

North American HVACR equipment: market size (US\$bn)

- In addition to data centers, growth is driven by the replacement of outdated technology and sustained momentum in non-residential construction
- Tariffs have triggered supply-chain strains, pricing pressures, and inflationary challenges for the market
- U.S. EPA regulations have resulted in a refrigerant changeover forcing manufacturers to redesign systems around A2L refrigerants



Source: Verified Market Research.

Market commentary

Key drivers that support growth in the HVACR equipment market include:

- Rising demand for energy-efficient systems due to stricter environmental and decarbonization regulations
- Replacement and retrofit demand for aging or outdated HVACR infrastructure and positive outlook in new construction
- Adoption of smart and connected HVAC technologies driven by digital integration and automation trends

As such, manufacturers have responded with increases in production capacity through new facilities. Selected announcements include:

- Munters Corporation – Announced groundbreaking of 200,000 SF to support liquid and air-cooling solutions – (July 2025)
- AnnexAir – Announced \$30M facility expansion adding 150,000 SF to support future innovations and R&D testing – (July 2025)
- Alliance Air (Daikin) – Announced construction of energy-efficient manufacturing facility for end-to-end HVAC solutions – (June 2024)
- Modine Corporation – Announced \$38M facility expansion through 2028 to increase chiller production capacity – (May 2025)
- Carrier Global – Announced \$1B investment over five years supporting liquid cooling & climate solution development – (May 2025)
- XNRGY Climate Systems – Announced opening of 275,000 SF manufacturing facility for advanced cooling solutions – (April 2025)
- Nortek DDC – Announced facility expansion of 390,000 SF to support data center cooling solutions – (April 2025)
- Xetex – Announced groundbreaking of 116,000 SF manufacturing facility to support production capacity – (March 2025)
- AAON – Announced purchase of 787,000 SF facility to support cooling solutions, with expected production 2025 – (November 2024)

M&A presents an opportunity to address capacity constraints, bolster technology offerings, consolidate sales channels, and increase supply chain flexibility.

Sources: Capital IQ, publicly available information, and CIBC research.



Select transactions by industry segment

Systems and components

Date effective	Acquirer	Target	Target's primary line of business	Enterprise value (\$MM)	Enterprise value (as a multiple of revenue)	Enterprise value (as a multiple of EBITDA)
02-26-25	Midea Electrics Netherlands BV	Climate Division of Arbonia	Designs and manufactures HVAC systems	\$790.10	-	-
05-06-25	Madison IAQ LLC	Research Products Corporation	Developer of HVAC parts and cooling products	-	-	-
07-01-25	Modine Manufacturing Company	Climate by Design International	Manufacturer of dehumidifiers and process air handlers	\$65.00	-	-
06-19-25	Worthington Enterprises, Inc.	Elgen Manufacturing Company	Manufacturer of HVAC components, ductwork, and framing	\$93.00	0.8x	7.0x
06-10-25	Morgan Stanley Private Equity	Thermogenics Inc.	Manufacturer and servicer of industrial boilers	-	-	-
05-29-25	Modine Manufacturing Company	L.B. White Company, LLC	Manufacturer of forced air heaters and heating systems	\$112.00	-	-
05-16-25	Nalka Invest AB	Airteam A/S	Manufacturer of energy-efficient ventilations	\$169.20	1.0x	10.6x
05-05-25	T.F. Warren Group Corporation	Krueger Engineering	Manufacturer of heat exchangers and heat transfer equipment	-	-	-
05-01-25	The RectorSeal Corporation	Aspen Manufacturing LLC.	Manufacturer of evaporator coils and air handlers	\$313.50	2.6x	11.0x
03-25-25	Smiths Group plc	Duc-Pac Corporation	Manufacturer of metal ducts for HVAC applications	\$40.50	-	-
03-12-25	Ariston Holding N.V.	DDR Heating, Inc.	Manufacturer of tubular electric heaters	-	-	-
02-03-25	Deltrian International S.A.	Ultramare AB	Manufacturer of commercial, healthcare, and logistic air filters	-	-	-
01-23-25	Madison IAQ LLC	AcoustiFLO, Inc.	Manufacturer of advanced fan assemblies	-	-	-
01-17-25	Systemair AB (publ)	Systemair-HSK	Manufacturer of air handling units	-	-	-
01-02-25	Crawford United Corporation	Rahn Industries, Incorporated	Manufacturer of HVAC coils and related coatings	\$17.20	-	-

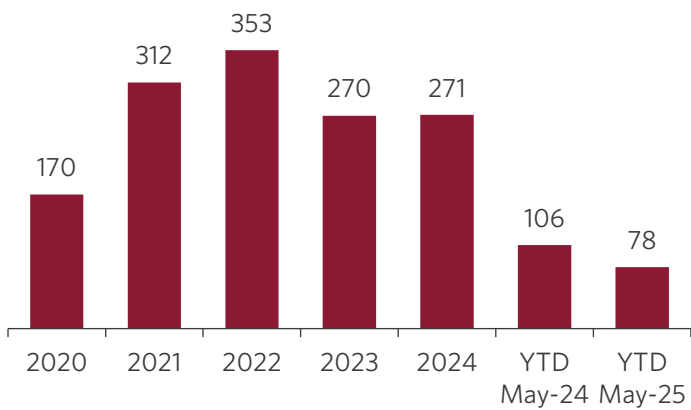
Distributors and manufacturer's rep groups

05-05-25	Watsco, Inc.	Hawkins HVAC Distributors	Distributor of HVAC equipment, parts, and supplies	-	-	-
05-01-25	Watsco, Inc.	Southern Ice Equipment Distributor	Distributor of refrigeration equipment, parts and supplies	\$17.80	0.6x	-
04-16-25	Air Control Concepts	O'Dell HVAC Group Inc.	Manufacturer and provider of HVAC equipment and solutions	-	-	-
03-31-25	Advantage Distribution Holdings	Cumberland Trading Company	Distributor of HVAC equipment and parts	-	-	-
01-21-25	Riley Hunter	UP&S Inc.	Distributor of plumbing, piping equipment, and HVAC products	-	-	-
01-17-25	Koch Air, LLC	Standard Air & Lite Corporation	Distributor of residential and commercial HVAC equipment	-	-	-
01-06-25	Norfolk Iron & Metal Company	Straub Metal International, Inc.	Distributor of aluminized and stainless steel products	-	-	-
01-03-25	Carrier Enterprise, LLC	Lashley & Associates, Inc.	Manufacturer and provider of HVAC equipment and components	\$4.20	0.5x	-
04/11/25	Undisclosed Buyer	Compressed Air Solutions of Texas	Distributor of air compressors	-	-	-
04/08/25	Air Control Concepts	Georgia Air Associates, Inc.	Representative of commercial HVAC products	-	-	-
04/07/25	Air Control Concepts	REA, Inc.	Manufacturer of commercial HVAC and cooling equipment	-	-	-
03/21/25	Air Control Concepts	Bluefield Engineered Systems	Provider of building control products	-	-	-
03/05/25	Airtron Heating & Air Conditioning	Sierra Air Conditioning, Inc.	Provider of residential HVAC installation services	-	-	-
02/13/25	Republic Electric CompanyT.	T.F. Ehrhart	Distributor of HVACR products and equipment	-	-	-

Software/technology

04/02/25	Win-Light, SriSid, Arumilli	ConnectM Technology Solutions	Developer of AI driven heat pump system	-	-	-
02/28/25	Schneider Electric S.E.	Motivair Corporation	Developer of advanced liquid cooling solutions	\$1,133.3	-	-
01/02/25	Trane Technologies plc	BrainBox AI Inc.	Developer of AI-based HVAC control points automapping tool	-	-	-

HVACR transactions by year



Sources: Capital IQ, publicly available information, and CIBC research.

- Transaction activity (number of transactions) in the HVACR Equipment space through May 2025 is approximately 26% lower than the same period in 2024
- The decreased activity has been impacted by overall economic uncertainty stemming from U.S. trade strategy and potential for increased tariffs
- The outlook for the remainder of 2025 is cautiously optimistic as trade policy comes into focus and the sector adjusts pricing and supply chain strategies which are expected to mitigate potential tariff implications

CIBC HVACR transaction spotlight



a portfolio company of

MASON  WELLS

has been acquired by



L.B. White is a leader in specialized heating technology, manufacturing direct-fired forced air, radiant, indirect-fired and electric heating solutions.

CIBC acted as exclusive financial advisor to L.B. White.



has been acquired by



Dundas Jafine is a renowned manufacturer of high-quality and innovative venting and flexible ducting product solutions.

CIBC acted as exclusive financial advisor to Dundas Jafine.



Comparable company analysis

Trading multiples

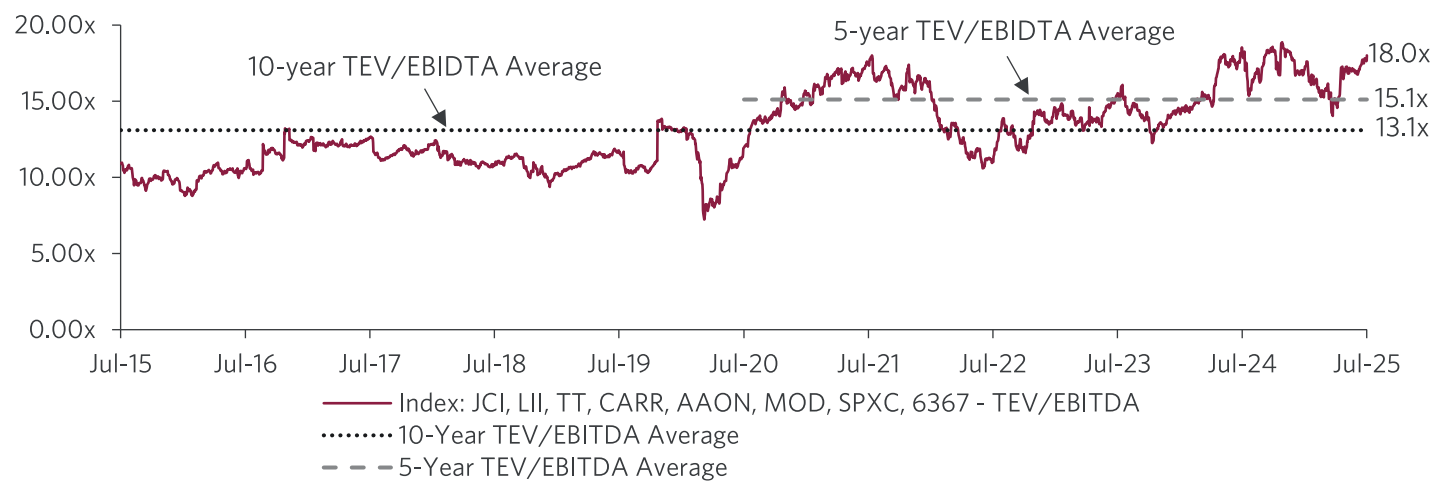
(\$'s in millions, except per share amounts)

Company	7/17/2025 Stock price	% of 52 week high	Enterprise value	Enterprise value multiples			Equity value multiples		
				LTM sales	LTM EBITDA	LTM EBIT	LTM P/E	2025 P/E	2026 P/E
HVACR									
AAON, Inc.	\$79.46	55.2%	\$6,719.2	5.33x	25.1x	33.8x	41.5x	39.9x	30.1x
Carrier Global Corporation	\$76.93	92.3%	\$75,449.6	3.39x	23.3x	37.6x	NM	25.1x	22.4x
Daikin Industries, Ltd.	\$121.54	78.9%	\$36,346.8	1.15x	8.4x	13.6x	19.8x	18.9x	17.8x
Johnson Controls International plc	\$108.95	99.9%	\$82,372.3	3.54x	20.0x	24.8x	29.4x	28.6x	23.9x
Lennox International Inc.	\$611.85	89.6%	\$22,674.4	4.22x	20.3x	22.2x	27.2x	26.8x	24.3x
Modine Manufacturing Company	\$97.47	66.4%	\$5,417.9	2.10x	14.0x	17.5x	25.8x	22.8x	17.5x
SPX Technologies, Inc.	\$180.12	98.0%	\$9,192.0	4.59x	21.8x	28.3x	40.4x	28.6x	25.4x
Trane Technologies plc	\$450.06	100.0%	\$104,308.8	5.14x	26.5x	29.1x	37.1x	34.7x	30.9x
Mean				3.68x	19.9x	25.9x	31.6x	28.2x	24.0x
Median				3.88x	21.0x	26.6x	29.4x	27.7x	24.1x

Margins

Company	LTM margins					LTM leverage ratios		
	Gross profit	SG&A expense	EBITDA	Operating income	Net income	Total debt/total cap	Net debt Op. inc.	EBITDA Int. exp.
HVACR								
AAON, Inc.	31.0%	15.3%	21.2%	15.8%	12.6%	23.8%	1.3x	48.9x
Carrier Global Corporation	26.8%	17.8%	14.5%	9.0%	4.8%	46.6%	4.7x	10.4x
Daikin Industries, Ltd.	34.2%	25.8%	13.6%	8.5%	5.7%	28.7%	0.1x	34.0x
Johnson Controls International plc	36.0%	21.7%	17.7%	14.3%	10.5%	37.0%	2.8x	13.3x
Lennox International Inc.	32.8%	13.7%	20.9%	19.1%	15.0%	65.3%	0.9x	33.8x
Modine Manufacturing Company	25.0%	13.0%	15.0%	12.0%	7.9%	30.0%	1.0x	16.3x
SPX Technologies, Inc.	40.7%	24.4%	21.1%	16.2%	10.6%	43.2%	2.4x	9.3x
Trane Technologies plc	35.9%	18.3%	19.4%	17.7%	13.5%	41.7%	1.1x	19.4x
Mean	32.8%	18.8%	17.9%	14.1%	10.1%	39.5%	1.8x	23.2x
Median	33.5%	18.0%	18.5%	15.0%	10.5%	39.3%	1.2x	17.9x

TEV / EBITDA Index



Sources: Capital IQ, publicly available information.

Multiples for the selected HVACR companies currently reflect a premium valuation trading approximately 15% above their 10-year historical averages. This elevated multiple suggests that investors are pricing in stronger future earnings potential and industry resilience, likely driven by long-term demand for energy efficient systems, regulatory tailwinds, and infrastructure investments.



Appendix

Selected M&A transactions (continued)

Date effective	Acquirer	Target	Target's primary line of business	Enterprise Value (\$MM)	Enterprise Value (as a multiple of revenue)	Enterprise Value (as a multiple of EBITDA)
07-01-25	Modine Manufacturing Company	Climate by Design International	Manufacturer of dehumidifiers and process air handlers	\$65.00	-	-
06-19-25	Worthington Enterprises, Inc.	Elgen Manufacturing Company	Manufacturer of HVAC components, ductwork, and framing	\$93.00	0.8x	7.0x
06-10-25	Morgan Stanley Private Equity	Thermogenics Inc.	Manufacturer of industrial coil tube boilers	-	-	-
06-06-25	Rosebank Industries plc	Electrical Components Int.	Manufacturer of distribution systems and control box assemblies	\$1,000.00	-	-
05-29-25	Modine Manufacturing Company	L.B. White Company, LLC	Manufacturer of forced air heaters and heating systems	\$112.00	-	-
05-16-25	Nalka Invest AB	Airteam A/S	Manufacturer of energy-efficient ventilations	\$169.20	1.0x	10.6x
05-05-25	R W Beckett Corporation	Thermo Products / Norwood	Manufacturer of oil and gas furnaces	\$27.60	-	-
05-05-25	T.F. Warren Group Corporation	Krueger Engineering	Manufacturer of heat exchangers and heat transfer equipment	-	-	-
05-01-25	The RectorSeal Corporation	Aspen Manufacturing LLC.	Manufacturer of evaporator coils and air handlers	\$313.50	2.6x	11.0x
04-08-25	Groupe F2A	Aero Diffusion Sarl	Manufacturer of textile ventilation ducts	-	-	-
03-25-25	Smiths Group plc	Duc-Pac Corporation	Manufacturer of metal ducts for HVAC applications	\$40.50	-	-
03-21-25	J-Yuan Trust Co., Ltd.	Shanghai Highly Group	Manufacturer of components and heating and cooling products	\$39.50	-	-
03-12-25	Ariston Holding N.V.	DDR Heating, Inc.	Manufacturer of tubular electric heaters	-	-	-
02-03-25	Deltrian International S.A.	Ultramare AB	Manufacturer of commercial, healthcare, and logistic air filters	-	-	-
01-23-25	Madison IAQ LLC	AcoustiFLO, Inc.	Manufacturer of advanced fan assemblies	-	-	-
01-17-25	Systemair AB (publ)	Systemair-HSK	Manufacturer of air handling units	-	-	-
01-02-25	Crawford United Corporation	Rahn Industries, Incorporated	Manufacturer of HVAC coils and related coatings	\$17.20	-	-
12-31-24	Air Control Concepts	Midwest Machinery OK, Inc.	Manufacturer of commercial and industrial HVAC equipment	-	-	-
12-24-24	Undisclosed Buyer	JNK India Limited	Manufacturer of fired heaters, reformers, and cracking furnaces	\$395.70	6.3x	37.1x
12-19-24	Red Arts Capital Management	KKSP Precision Machining, LLC	Manufacturer of machined metal components	-	-	-
12-19-24	Vance Street Management LLC	Fumex, LLC	Manufacturer of fume extraction products	-	-	-
12-04-24	AirX Climate Solutions, Inc.	Powrmatic Inc	Manufacturer of heating and cooling HVAC systems	-	-	-
12-03-24	Altus Capital Partners, Inc.	Air Innovations Inc.	Manufacturer of environmental control systems	-	-	-
11-19-24	Micronics Engineered Filtration	Action Filtration, Inc.	Manufacturer of duct, hydraulic, and liquid replacement filters	-	-	-
11-18-24	Sentinel Capital Partners, L.L.C.	NSI Industries, LLC	Manufacturer of HVAC, electrical connectors, and fitting products	-	-	-
10-03-24	Al Alpine (Luxembourg) S.à r.l.	Heaten AS	Manufacturer of high-temperature heat pumps	-	-	-
10-01-24	Munters Group AB (publ)	Geoclima S.r.l.	Manufacturer of air conditioning and refrigeration chillers	-	-	-
09-20-24	APC Parent, Inc.	Toledo Molding & Die, Inc.	Provider of HVAC, powertrain, components and sub-systems	\$46.70	-	-
09-17-24	R-Zero Systems, Inc.	SecureAire Technologies, LLC.	Manufacturer of air purification and filtration products	-	-	-
09-16-24	Sistemas de Ventilación, S.L.U.	ETS Nord AS	Manufacturer of ventilation equipment and accessories	-	-	-
08-30-24	Nederman Holding AB (publ)	Duroair Technologies Inc.	Manufacturer of industrial air clean filtration machines	\$8.2 0	1.1x	-
08-13-24	Swegon Group AB	HC Groep BV	Manufacturer of climate control systems and solutions	\$172.60	1.5x	-
08-13-24	VTC GmbH & Co. KG	HÜRner Luft- Und Umwelttechnik	Manufacturer of fans, air cleaning systems, and exhaust units	-	-	-
08-01-24	Trane Technologies plc	Klinge Corporation	Manufacturer of specialized transport refrigeration equipment	-	-	-
07-24-24	Infrared Capital Partners Limited	Voltan Lähienenergia Oy	Manufacturer of heating and cooling systems	-	-	-

Appendix

Selected M&A transactions (continued)

Date effective	Acquirer	Target	Target's primary line of business	Enterprise Value (\$MM)	Enterprise Value (as a multiple of revenue)	Enterprise Value (as a multiple of EBITDA)
07-24-24	Laird Thermal Systems	Tark, Inc.	Manufacturer of thermal management products	-	-	-
07-22-24	Cleanova Holding Limited	Sidco Filter Corporation	Manufacturer of filter element replacements and housings	-	-	-
07-22-24	OPW Fueling Components Inc	Marshall Excelsior Co.	Manufacturer of engineered flow control products	\$395.00	3.3x	-
07-08-24	AirX Climate Solutions, Inc.	Aboveair Technologies, LLC	Manufacturer of air conditioners and precision cooling equipment	-	-	-
07-02-24	Bradford White Corporation	HFI HOLDINGS, Inc.	Manufacturer of water heating and storage products	-	-	-
06-03-25	MKS Pipe and Valve Co.	Industrial Pipe & Supply Company	Distributor of piping and industrial grade products	-	-	-
05-05-25	Watsco, Inc.	Hawkins HVAC Distributors	Distributor of HVAC equipment, parts, and supplies	-	-	-
05-01-25	Watsco, Inc.	Southern Ice Equipment Distributors	Distributor of refrigeration equipment, parts and supplies	\$17.80	0.6x	-
04-16-25	Air Control Concepts	O'Dell HVAC Group Inc.	Manufacturer and provider of HVAC equipment and solutions	-	-	-
03-31-25	Advantage Distribution Holdings	Cumberland Trading Company	Distributor of HVAC equipment and parts	-	-	-
01-21-25	Riley Hunter	UP&S Inc.	Distributor of plumbing, piping equipment, and HVAC products	-	-	-
01-17-25	Koch Air, LLC	Standard Air & Lite Corporation	Distributor of residential and commercial HVAC equipment	-	-	-
01-06-25	Norfolk Iron & Metal Company	Straub Metal International, Inc.	Distributor of aluminized and stainless steel products	-	-	-
01-03-25	Carrier Enterprise, LLC	Lashley & Associates, Inc.	Manufacturer and provider of HVAC equipment and components	\$4.20	0.5x	-
12-06-24	Motors & Armatures, Inc.	Vladmir, Ltd.	Distributor of HVACR components	-	-	-
11-15-24	Air Control Concepts	Midwest Mechanical Solutions	Manufacturer and sales of commercial HVAC equipment	-	-	-
09-19-24	Air Control Concepts	Mechanical Reps, Inc.	Provider of HVAC products	-	-	-
08-21-24	Edgewater Services, LLC	Nationwide Coils, Inc.	Distributor of custom and OEM HVAC replacement coils	-	-	-
08-15-24	Lawson Products Canada Inc.	Source Atlantic Limited	Distributor of industrial, government, commercial, and residential contractor products	\$77.10	0.6x	-
08-13-24	Ferguson Enterprises Inc.	Gerster Equipment Company	Distributor of HVAC products	-	-	-
08-08-24	Wynnchurch Capital, L.P	ORS Nasco, Inc.	Distributor of industrial supplies	-	-	-
07-19-24	General Plumbing Supply, Inc.	Consolidated Supply Co.	Distributor of plumbing, waterworks, and heating products	-	-	-
07-18-24	Hobbs & Associates, LLC	Northrich Delaware, LLC	Provider of HVAC products	-	-	-
06-28-24	Air Control Concepts	Air Components, Inc.	Provider of aerospace products, hardware, and hydraulic fittings	-	-	-
04-22-24	Heritage Distribution Holdings	Young Supply Company	Distributor of HVACR and food service equipment and parts	-	-	-
04-15-24	Meriton, LLC	Custom Mechanical Solutions	Manufacturer of HVAC equipment	-	-	-
01-09-24	Grove Mountain Partners, LLC	The Plimpton & Hills Corporation	Distributor of plumbing and HVAC equipment	-	-	-
12-31-23	Beijer Ref AB (publ)	Webb Supply Co.	Distributor of HVAC equipment and heating and cooling products	-	-	-
12-21-23	Ambient Enterprises LLC	DMG Corporation\Johnson-Barrow	Provider of HVAC products and equipment	-	-	-
12-11-23	Tom Barrow Co., Inc.	R.F. Peck Co., Inc.	Provider of HVAC products and equipment	-	-	-
07-31-23	Hobbs & Associates, LLC	Klima New York, LLC	Provider of HVAC, systems, and equipment solutions	-	-	-
04-11-25	Undisclosed Buyer	Compressed Air Solutions of Texas	Distributor of air compressors	-	-	-
04-08-25	Air Control Concepts	Georgia Air Associates, Inc.	Representative of commercial HVAC products	-	-	-
04-07-25	Air Control Concepts	REA, Inc.	Manufacturer of commercial HVAC and cooling equipment	-	-	-

Appendix

Selected M&A transactions (continued)

Date effective	Acquirer	Target	Target's primary line of business	Enterprise Value (\$MM)	Enterprise Value (as a multiple of revenue)	Enterprise Value (as a multiple of EBITDA)
03-21-25	Air Control Concepts	Bluefield Engineered Systems	Provider of building control products	-	-	-
03-05-25	Airtron Heating & Air Conditioning	Sierra Air Conditioning, Inc.	Provider of residential HVAC installation services	-	-	-
02-13-25	Republic Electric Company	T.F. Ehrhart	Distributor of HVACR products and equipment	-	-	-
12-31-24	Air Control Concepts	Midwest Machinery OK, Inc.	Manufacturer of industrial HVAC equipment	-	-	-
12-31-24	Stonehenge; Colville Capital	Motion and Flow Control Products	Provider and representative of HVAC products and components	-	-	-
12-10-24	A2 Partners	TTI Climatisation Chauffage Inc.	Distributor of air conditioning and heating systems and products	-	-	-
10-08-24	Daikin Applied Americas Inc.	Varitec Solutions LLC	Provider and installer of HVAC systems	-	-	-
09-25-24	Rensa Filtration, Inc.	The Filter Shop, LLC	Distributor of air filtration products	-	-	-
09-05-24	Team Air Distributing, Inc.	Best Choice Supply Company, Inc.	Distributor of HVAC products	-	-	-
07-17-24	Platinum Equity, LLC	Motors & Armatures, Inc.	Distributor of HVACR motors, components, parts, and equipment	-	-	-
06-07-24	Hobbs & Associates, LLC	Dorse & Company, LLC	Provider of commercial HVAC products	-	-	-
05-30-24	Sugar Maple Capital	Eden Energy Equipment Limited	Distributor of HVAC equipment, accessories, and parts	-	-	-
04-01-24	Hobbs & Associates, LLC	Thermair Systems, LLC	Provider of HVAC products and solutions	-	-	-
03-18-24	American Air Filter Company, Inc.	Northeast Air Solutions, Inc.	Distributor of HVAC products and solutions	-	-	-
02-29-24	Air Control Concepts	Airetech Corporation	Provider of HVAC sheet metal products	-	-	-
02-13-24	PNC Erieview, Grove Mountain	The Plimpton & Hills Corporation	Distributor of plumbing and HVAC equipment	-	-	-
02-02-24	Hobbs & Associates, LLC	Advanced Thermal Solutions, LLC	Provider of HVAC products and solutions	-	-	-
12-31-23	The Stephens Group, LLC	The Plimpton & Hills Corporation	Distributor of plumbing and HVAC equipment	-	-	-
12-01-23	Hobbs & Associates, LLC	Engineered Building Systems	Provider of HVAC products and equipment	-	-	-
12-01-23	Hobbs & Associates, LLC	Bay Associates Group, Inc.	Representative of plumbing and mechanical equipment	-	-	-
12-01-23	Hobbs & Associates, LLC	Energy Transfer Solutions, Inc.	Distributor of HVAC equipment and services	-	-	-
06-30-23	Hobbs & Associates, LLC	C.G. Wood Company LLC	Representative of commercial and industrial HVAC products	-	-	-
05-14-25	Acuren Corporation	NV5 Global, Inc.	Provider of HVAC system control and monitoring applications	\$1,804.20	1.9x	10.9x
05-06-25	Madison IAQ LLC	Research Products Corporation	Developer of HVAC parts and cooling products	-	-	-
04-02-25	Win-Light, SriSid, Arumilli	ConnectM Technology Solutions	Developer of AI driven heat pump system	-	-	-
02-28-25	Schneider Electric S.E.	Motivair Corporation	Developer of advanced liquid cooling solutions	\$1,133.30	-	-
01-02-25	Trane Technologies plc	BrainBox AI Inc.	Developer of (AI)-based HVAC control points automapping tool	-	-	-
11-14-24	Flex Ltd.	JETCOOL Technologies Inc.	Developer of direct to chip liquid cooling technology	\$49.0	-	-
04-02-24	BC Solutions, LLC	Yorkland Controls Ltd	Distributor of HVACR controls and system solutions	-	-	-
01-02-24	Modine Manufacturing Company	Intellectual Property of TMGcore	Developer of liquid immersion cooling technology	\$12.0	-	-
12-01-23	Hobbs & Associates, LLC	Energy Transfer Solutions, Inc.	Distributor of automated temperature control systems	-	-	-

Date effective	Acquirer	Target	Target's primary line of business	Enterprise Value (\$MM)	Enterprise Value (as a multiple of revenue)	Enterprise Value (as a multiple of EBITDA)
11-14-23	Cordance Group	Webduct Systems Inc	Developer of MEP content and 3D modeling technology	-	-	-
09-12-23	Blade Filters Inc.	Cleanair.ai Corporation	Developer of smart electromagnetic HVAC filters	-	-	-
05-22-23	Bernhard Capital Partners	Optimum Energy LLC	Developer of energy reduction systems software	-	-	-

Sources: Capital IQ, publicly available information, and CIBC knowledge.

Public comps financials

(\$'s in millions, except per share amounts)

Company	LTM data as of	LTM financial data						Calendar EPS	
		Net debt	Sales	EBITDA	EBIT	Net income	EPS	2025	2026
HVACR									
AAON, Inc.	03-25	\$253.90	\$1,260.60	\$267.30	\$198.90	\$158.80	\$1.91	\$1.99	\$2.64
Carrier Global Corporation	03-25	\$9,486.0	\$22,284.00	\$3,232.00	\$2,005.00	\$1,067.40	\$1.22	\$3.06	\$3.44
Daikin Industries, Ltd.	03-25	\$350.10	\$31,735.60	\$4,325.20	\$2,682.30	\$1,800.70	\$6.15	\$6.43	\$6.82
Johnson Controls International plc	03-25	\$9,451.0	\$23,248.00	\$4,114.00	\$3,326.00	\$2,433.80	\$3.70	\$3.81	\$4.56
Lennox International Inc.	03-25	\$963.00	\$5,366.80	\$1,119.20	\$1,022.50	\$803.00	\$22.49	\$22.82	\$25.20
Modine Manufacturing Company	03-25	\$295.00	\$2,583.50	\$386.80	\$309.10	\$203.60	\$3.78	\$4.28	\$5.56
SPX Technologies, Inc.	03-25	\$779.20	\$2,001.30	\$421.50	\$324.30	\$211.60	\$4.45	\$6.31	\$7.08
Trane Technologies plc	03-25	\$3,910.80	\$20,311.20	\$3,934.00	\$3,585.20	\$2,735.30	\$12.14	\$12.96	\$14.55

Sources: Capital IQ, publicly available information, and CIBC knowledge.



Disclaimer

¹ As of June 30, 2025.

² CIBC 2024 Annual Report.

³ Short-term ratings of P-1, A-1, F1+ and R-1H at Moody's, S&P, Fitch and DBRS, respectively.

CIBC Capital Markets is a trademark brand name under which Canadian Imperial Bank of Commerce ("CIBC"), its subsidiaries and affiliates (including, without limitation, CIBC World Markets Inc., CIBC World Markets Corp. and CIBC Capital Markets (Europe) S.A.) provide products and services to our customers around the world. Services offered by the Canadian Imperial Bank of Commerce include corporate lending services, foreign exchange, money market instruments, structured notes, interest rate products and OTC derivatives. Canadian Imperial Bank of Commerce is a provisionally-registered Swap Dealer with the Commodity Futures Trading Commission (CFTC) and the National Futures Association (NFA). CIBC's Disclosures pursuant to the External Business Conduct rules are located at the following link: cibccm.com/doddfrank. CIBC's Foreign Exchange Disclosure Statement relating to guidelines contained in the FX Global Code can be found at cibccm.com/fxdisclosure. Other products and services, such as exchange-traded equity and equity options, fixed income securities and futures execution of Canadian securities, are offered through directly or indirectly held subsidiaries of CIBC as indicated below. In the US, CIBC Capital Markets also provides investment banking services under the trademark brand name CIBC Cleary Gull.

Securities and other products offered or sold by CIBC Capital Markets are subject to investment risks, including possible loss of the principal invested. Each subsidiary or affiliate of CIBC is solely responsible for its own contractual obligations and commitments. Unless stated otherwise in writing CIBC Capital Markets products and services are not insured by the Canada Deposit Insurance Corporation, the Federal Deposit Insurance Corporation, or other similar deposit insurance and are not endorsed or guaranteed by any bank.

The materials described herein are provided "as is" without warranty of any kind, either express or implied, to the fullest extent permissible pursuant to applicable law, including but not limited to the implied warranties of merchantability, operation, usefulness, completeness, accuracy, timeliness, reliability, fitness for a particular purpose or non-infringement. The information and data contained herein has been obtained or derived from sources believed to be reliable, without independent verification by CIBC Capital Markets, and we do not represent or warrant that any such information or data is accurate or complete. CIBC Capital Markets assumes no obligation to update any information, assumptions, opinions, data or statements contained herein for any reason or to notify any person in respect thereof. Nothing contained herein is an offer or solicitation to transact in any product or financial instrument, nor a confirmation of any transaction.

The services, securities and investments discussed in this website may not be available to, nor suitable for, all investors. These materials do not (nor do they purport to) disclose all the risks and other significant issues relating to any of the securities, products or financial instruments described herein or any transaction related thereto. Nothing contained herein constitutes financial, business, legal, tax, investment, regulatory or accounting advice. Prior to making any investment in a product or financial instrument described herein, you should make your own appraisal of the risks from a financial, business, legal, tax, investment, regulatory and accounting perspective, without relying on the information contained herein, by consulting, if you deem it necessary, your own advisors in these matters or any other professional advisors.

® The CIBC logo and 'CIBC Capital Markets' are registered trademarks of CIBC, used under license. All other applicable trademarks are owned by their respective trademark owners.

U.S. Mid-Market Investment Banking Team



Ronald Miller
Managing Director and Head,
CIBC US Middle Market
414 291-4528
ronald.miller@cibc.com



Ryan Chimenti
Managing Director
414 291-4531
ryan.chimenti@cibc.com



James Olson
Managing Director
414 291-4552
james.olson@cibc.com



Allison Reinke
Managing Director / Sponsor
Coverage
872-329-6123
allison.reinke@cibc.com



Brian Howley
Executive Director
414-291-4537
brian.howley@cibc.com



Alex Eskra
Director
414 291-4533
alexander.eskra@cibc.com



Daniel Riley
Director
414 291-3867
daniel.riley@cibc.com



Patrick Bremmer
Managing Director
414 291-4548
patrick.bremmer@cibc.com



Christopher Larsen
Managing Director
414 291-4547
christopher.larsen@cibc.com



Ryan Olsta
Managing Director
414 291-4555
ryan.olsta@cibc.com



Eric Reuther
Managing Director
312 564-2786
eric.reuther@cibc.com



Michael Boedeker
Director
414 291-4544
michael.boedeker@cibc.com



Dylan Harkness
Director
414 615-5491
dylan.harkness@cibc.com



Rachel Krause
Director
414 291-4530
rachel.krause@cibc.com