

Agenda – M&A Summit – 02/25/2021

Session 1 (10:00 AM – 12:00 PM EST)

10:00-10:15 Welcome & Summit Overview

Presenters: Tom Gale & Eric Smith, MDM

10:15-10:45 The 2021 Wholesale Distribution Landscape

While the pandemic and recession shut down M&A activity, it roared back to life in the third and fourth quarters of 2020, and by all accounts accelerating in 2021. This session provides an overview of the dramatic shifts that have impacted M&A activity, and the key shifts emerging for 2021 and beyond.

Presenters: Jason P. Kliewer, Managing Director, Distribution, Baird, and Nicholas P. Troyer, Director, Distribution, Baird

10:45-11:15 Post-Pandemic Considerations for Buyers and Sellers

In this Q&A format, Eric Smith of MDM speaks with Reed Anderson, Managing Director and Head of Houlihan Lokey's Specialty Distribution practice, about how buyers and sellers have been navigating M&A during the pandemic and lessons learned during COVID that will dictate the consolidation landscape in 2021 and beyond.

Presenters: Reed Anderson, Houlihan Lokey, and Eric Smith, MDM

11:15-12:00 Distributor Panel – What Makes a Successful Deal?

Executives with three distribution companies of varying size, sector and ownership structure share their insights for how to achieve a successful deal and what they look for in an acquisition target.

Moderated by Eric Smith, MDM; panelists include:

- **Monte Salsman, Winsupply**
- Celeste Mastin, Petrochoice

12:00-12:30 Break

Session 2 (12:30 PM-2:30 PM EST)

12:30-1:00 M&A 2021 Best Practices from an Insider

Business cycles, valuations, COVID-19, digital disruption – all these factors and more are creating a volatile environment for buyers and sellers to navigate. Brent Grover will share more than two decades of distribution M&A experience in this session.

Presenter: Brent Grover, Brent Grover & Co.

1:00-1:30 Strategy Drivers in Distribution M&A

There are a number trends and variables for distributors considering buy-build-invest strategies have become much more complex. This session examines the challenges in 2021 and factors to consider for buy- or sell-side strategies from the perspective of a dealmaker who has focused on wholesale distribution M&A for 20 years.

Presenter: Jim Miller, Supply Chain Equity Partners

1:30-2:30 Investor Panel – Is Your Business an Attractive Target?

Private equity firms are deploying dry powder at a rapid rate, but what does that mean for your company? Our panel of investment professionals digs into the dynamics of why financial backers are so keen on distribution and how you can prepare your business for a potential PE or even strategic investment.

Moderated by Tom Gale, MDM; panelists include:

- **Jason Wilcox**
- **Coming Soon!**

2:30-3:00 Break

Session 3 (3:00 PM to 5:00 PM EST)

3:00-3:45 Making Sense of Construction Supply's M&A Fever

In the final months of 2020, building material and construction product distribution entered another consolidation phase that shows no sign of slowing. What's driving this activity? And, more importantly, what are the lessons distributors in other verticals can learn from this accelerated activity? Our panel

dives into the M&A trends happening in building materials and why other sectors need to pay close attention.

Moderated by Craig Webb, Webb Analytics; panelists include:

- Chris Miller, President & CEO, Nation's Best Holdings, LLC
- Michael Collins, Principal, Building Industry Advisors
- Craig Cowart, CEO, Fulcrum Building Group, LLC

3:45-4:15 Due Diligence & Integration: Sweat the Details

You've found an attractive target, made an offer and tentatively agreed to a deal, but don't let your acquisition plans crumble before reaching the finish line because you didn't perform adequate due diligence. This session outlines the key components of this crucial process to ensure a smooth transaction – and eliminate buyer's remorse.

Presenter: Joe Pease, Pease & Associates

4:15 – 4:55 Distributor Panel – Lessons from the Front Lines

As a follow-up to the previous presentation on the ins and outs of due diligence and integration, a panel of distribution operators will provide the lessons they've learned – and the scar tissue they've built – throughout their careers about the hallmarks of a successful deal and the pitfalls to avoid.

Moderated by Tom Gale, MDM; panelists include:

- Charley Hale, MCE
- **Coming soon!**

4:55-5:00 Closing Remarks

Tom Gale, MDM & Eric Smith, MDM