



M&A Summit Agenda

February 25, 2021

SESSION ONE

All Times Eastern

Session

10:00 - 10:15 am

Welcome & Summit Overview

Hosts:

Tom Gale - CEO, MDM

Eric Smith - Senior Editor, MDM

10:15 - 10:45 am

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

Nicholas P. Troyer - Director, Distribution, Baird

10:45 - 11:15 am

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.

Presenter:

Reed Anderson - Managing Director, Houlihan Lokey

11:15 am - 12:00 pm

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:

- Celeste Mastin - CEO, PetroChoice Lubrication Solutions
- Monte Salsman - President, Winsupply Acquisitions Group
- Greg Cook - EVP & CFO, Motion Industries

12:00 - 12:30 pm

Break



SESSION TWO

12:30 – 1:00 pm	<p>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.</p> <p>Presenter: Brent Grover – M&A Advisor, Brent Grover & Co.</p>
1:00 – 1:30 pm	<p>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.</p> <p>Presenter: Jim Miller – Founder & Partner, Supply Chain Equity Partners</p>
1:30 – 2:30 pm	<p>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.</p> <p>Moderated by Tom Gale, MDM; panelists include:</p> <ul style="list-style-type: none">• Jason Wilcox – Managing Director & Founder, Wilcox Investment Bankers• Devraj Roy – Partner, Irving Place Capital• Gareth Hughes – Director, Investment Banking at Raymond James
2:30 – 3:00 pm	Break



3:00 – 3:45 pm	<p>Making Sense of Construction Supply’s M&A Fever</p> <p>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 digs into the M&A trends happening in building materials and why other sectors need to pay close attention.</p> <p>Moderator: Craig Webb – President, Webb Analytics</p> <p>Panelists include:</p> <ul style="list-style-type: none"> • Chris Miller, President & CEO, Nation’s Best Holdings, LLC • Michael Collins, Managing Director, Building Industry Advisors, LLC • Craig Cowart, CEO, Fulcrum Building Group, LLC
3:45 – 4:15 pm	<p>Crafting a Fair Deal: Sweat the Details</p> <p>Every deal has critical components – negotiation, structure, due diligence, integration – to get it over the finish line. This session outlines the factors buyers and sellers must consider and execute for a smooth transaction and to eliminate buyer’s remorse.</p> <p>Presenter: Joe Pease – President, Pease & Associates, CPAs.</p>
4:15 – 4:55 pm	<p>Best Practice Deals Panel – Lessons from the Front Lines</p> <p>As a follow-up to the previous presentation on the ins and outs of deal execution, a panel of seasoned dealmakers 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.</p> <p>Moderated by Tom Gale, MDM; panelists include:</p> <ul style="list-style-type: none"> • Charley Hale – CEO, Motion & Control Enterprises (MCE) • Bill Scheller – Operating Partner, CenterOak Partners • Ron Kuehl – Managing Director, Frontenac
4:55 – 5:00 pm	<p>Closing Remarks</p>

