



# Industrial Pumps, Valves & Fittings Distribution & Services

## *Falcon Affiliates Target Industry*

### Industry Overview

- Distributors of pumps, valves, fittings and related products and services, including pipes, hoses and heat exchangers
- Market Size: ~\$19 billion
- Growth Rate: ~1.3% CAGR (2017-2022E)
- SIC Code(s): 5085, 5084
- NAICS Code(s): 423840, 423830

### Industry Highlights & Falcon Value Add

- Highly fragmented industry with large installed base
- Maintenance and repair activities create steady demand
- Critical industrial inputs
- Industry tailwinds:
  - Strengthening industrial production
  - Increasing corporate capex
  - Rising domestic oil and gas production
- Experienced industrial distribution investor
- Relationships with industry operating partners
- Source of capital for strategic acquisitions

### Key Products & Segments

#### Pumps

- Radial Flow
- Axial Flow
- Mixed Flow



#### Valves

- Control Valves
- Safety Valves
- Ball Valves



#### Fittings

- Bolts
- Flanges
- O-rings

