

N064 Air/Gas/Water/Fluid Treatment and Control: World Market

Contents of this report as of July 2022



Contents

- 23 sets of market forecasts with continuous updating
- Monthly newsletter with market and acquisition information.
- Acquisition database and analyses
- Networking directory with contacts at companies in each of the 23 product segments
- Weekly Insights as to the next best fit for a multi divisional or private equity firm.
- Insights are equally useful for a general understanding of the air and water markets.



- Multi divisional companies and private equity firms are looking for the next best fit. It may be in the \$750 billion market involving movement, measurement and treatment of air, gases, water, and liquids.
- This best fit for higher revenues and profits can be the result of synergistic products and or application knowledge.
- For example, Ametek last year purchased Magnetrol, a market leader in level control for tough applications in pollution control and process separation. The fit for a major instrument company such as Ametek is in the same general product category but with a unique design and markets.
- But what about a system supplier such as Andritz who is expanding their Metris Digital Solutions? Here the fit is in the process.
- So, the best fit can synergistic products or synergistic processes.
- Private equity firms can build a portfolio based on either synergistic products or processes or both.

- McIlvaine analyzes the markets, competitors, processes and acquisitions in dozens of segments of this market.
- But these individual services are designed to answer the question of whether a specific target company is a great fit.
- NO64 Air/Gas/Water/Fluid Treatment and Control: World Markets answers a more basic question which is what company or class of companies deserve attention.
- This service can be combined as part of package. NO 64 is Step 1. A focused report is Step 2. Step 3 can be follow-on consulting.
- Here is what you get with NO 64 versus the focused reports.



Comparison of N064 to Follow on Focused Reports

Service	N064	Focused Report
Market Forecast		
<ul style="list-style-type: none"> • Geography 	World	80 Countries
<ul style="list-style-type: none"> • Industries 	17	17
<ul style="list-style-type: none"> • Products 	Groups	Very Specific
Monthly Newsletter	One	Each
Insights	Weekly	Weekly
Analyses	Broad	Focused
OEM Directory	Continually Updated	Continually Updated
Acquisition Database	One Year	10 Years



Market Forecasts

- NO64 provides 8 sets of forecasts in the air segment with total revenues of \$150 billion.
- There are 6 liquid segments with total revenues of \$250 billion.
- There are 10 Solutions Segments with revenues of \$350 billion.
- The scope is primarily for process rather than discrete products.
- Only a small fraction involve residential and commercial products.
- The reasoning is that the companies serving the NO64 market are unique but are pursuing the same customers and applications.



The Total \$750 Billion Solutions Market

Air - \$150 billion	Liquids - \$250 billion	Solutions - \$350 billion
Fabric Filter	Liquid Filtration	IIoT - Guide
Scrubber	Sedimentation	IIoT- Control
FGD	Centrifugation	IIoT - Measure
DeNOx	Membranes	Cleanroom Hardware
Thermal/Catalytic	Pumps	Cleanroom Consumables
Air Filtration	Valves	Cleanroom Services
Hose And Fittings	Ultrapure Water	Treatment Chemicals
Fans, Blowers Compressors		



In each of the categories comprising the \$750 billion market there are world forecasts by product type.

This compares to hundreds of thousands of forecasts by product, industry and country in the focused reports.

But this overview is what is needed in Step 1 which is to target specific products for further analysis or to rank the broader opportunities.

Valve Market Forecasts								
Subject	2018	2019	2020	2021	2023	2024	2025	2026
Total								
Ball								
Butterfly								
Check								
Gate								
Globe								
Industrial Plug								
Other								
Safety Relief								

Market Shares

- The broader market forecasts in NO 64 are sufficient for determining overall market shares.
- Changes in these broader rankings are reflected in the acquisition analyses. On the next slide it is shown that Valmet went from unranked to 8th in valves with the Neles acquisition. Emerson went from 33rd to #1 with the Pentair acquisition
- The slide also shows the more specific ranking changes by product and industry. But these are in the more focused reports and not NO 64

Acquirer	Acquired	Date	Valves Market Share %		Air Market Share %		Liquid Market Share %		Solutions Market Share %	
			Before	After	Before	After	Before	After	Before	After
Valmet	Neles	2022	0	1	0.1	0.1	0.2	0.2	0.2	0.2
Emerson	Pentair Valves	2016	0.2	3	0	0	0	0.8	1.5	1.5
Market Niches										
Pulp/Paper - Valmet			0	3	0.4	0.4	0.8	1	2	2
Mining - Valmet			0	3	0.3	0.3	0.8	1	2	2
Power FGD slurry knife gate valves - Emerson			0	15	0	0	0	1	4	4
LNG ball valves - Emerson with acquisition of A.E.V.			2	4	0	0	1	1	3	3



Acquisition Rating

- The acquisition directory rates the synergy.
- If the revenues are in the same NO64 product areas a score of 100 is assigned.
- The synergy is also rated with a potential from 0-100.
- This synergy is defined as not only being a product which can be sold with existing products but one which will improve the success of existing products.
- So, a perfect score is 200.
- The directory additions for June show a synergy low of 20% where the acquired measurement company is mostly focused outside the NO64 scope.
- The high is 173% for a measurement acquisition tied closely to filtration and separation.



Acquirer	Acquired	Subject	FF	SC	FGD	ESP	Sed	LF	Cart	Mem	Air Filt	NOx	Pump	Valve	IloT	CR	Other	Total
Nitto	Bend	measure													20			20
CD&R	Roper	divestiture		10	10		10	5	2	10			80	10	20			157
Alfa Laval	Scanjet	tank cleaning											40	10				50
CWS	Stax	consumables														100		100
MDI	Cardiac	labs									20				20	60		100
Faix Capital	Air Care	FFU control									30				30	50		110
G-Con	Pasteurcorp	walls														70		70
Asgard	SEL	design									20				20	100		140
Dover	Malema	flow sensor											30		100			130
Ametek	Magnetrol	flow, level	5	5	5	5	5	5	1	10	1	5	10	10	100	1		173
CECO	Index Water	treatment					20	20	1	5								46
Micronics	NFM	filter bags	50					50										100
SWM	Neenah	filter media	10					5	5	20	20					10		80
Evoqua	Smith Engr.	treatment		5			5	5	5	5			10		15			50
One Equity	Desmi	pumps			5		10	5	2	5			100					127
Bonomi	Ghibson	valves			3		5		3	5				100				116
John Cock.	Hamon Cool	cooling					5		5	5			10	5	10		40	80
Sandvik	Schenck Mi.	mining equip..	10	5	5								5	5	10		40	80
Carlyle	Envea	measure	5	5	5	5	5	5				5			100	10		145

The monthly newsletter articles for the last 20 years can be retrieved. Here are the headlines for June 2022

The "Air, Water, Energy, Management" Newsletter

June 2022

No. 529

Table of Contents

MARKETS

- **Sea Change in the Pump and Valve Markets**
- **Fabric Filter Market Changing Faster Than Any Time Since 1960**

INDUSTRY NEWS

- **Andritz Orders Up 50% in First Quarter**
- **Carlyle Creates Platform to Capture Opportunities from the Energy Transition**

(continued on next slide)

ACQUISITIONS

- **Xylem Acquires 15 Companies In Last Decade**
- **Evoqua Water Technologies to Acquire Smith Engineering, Inc.**
- **Flowtech Water Solutions is Purchased by PumpServ**
- **DESMI Acquired by One Equity**
- **Bonomi Buys Ghibson Italia and AWS**
- **CD&R Buys Pumps and Flow Control Businesses of Roper**
- **Nitto Buys Bend**
- **Dover Buys Malema, a Flow Measurement Company With \$45 Million in Revenue**
- **John Cockerill Integrating the “Cooling” Activities of Hamon**
- **Schenk Process Sells Mining Business to Sandvik**
- **Donaldson Buys Biotech Company, Purilogs**
- **CWS Buys STAX a Benelux Cleanroom Distributor**
- **MDI Modular Devices Buys Cardiac Services Mobile**
- **AirCare Automaton, FFU Controls Supplier, acquired by FAIX Capital**
- **G-CON Buys Pasteurop**
- **Elis expands in Mexico with Acquisition of Garment Leaser**
- **Asgard-Angstrom buys UK Cleanroom Supplier SEL**
- **Neenah and SWM Merge**

Networking Directory

Database with contacts at all the companies is continuously updated

Samples are shown at [View and Correct Your Product Listings](#)

- **Search by Company Name**
- **Product Analysis by Financial Entity**

Search Companies by Service

- **Search by State - Company Name Order**
 - **Search by Person Name**

**Search by Country
or
Country and Service**

