

# Network Activity: Industrials 2013

Axial's 2013 Industrials Report is based on real-time data and analysis from activity on the Axial network through May 23, 2013.

"There are strong indicators that deal activity will return in the next 3 to 6 months, once investors have had a chance to reload their pipelines."

- Tom Courtney,  
The Courtney Group



## 725

active Industrial  
Opportunities

## \$9.8b

in cumulative revenue

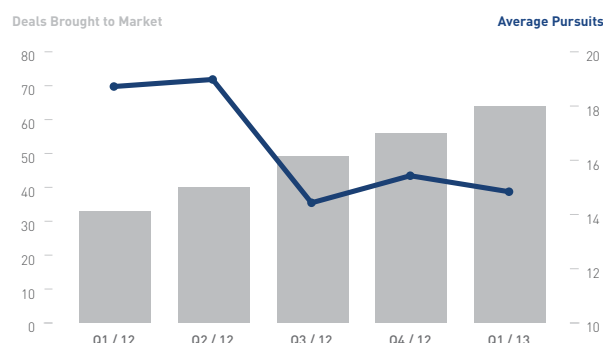
## 11.01

average pursuits per deal

## Top 5 Areas of Interest in Industrials

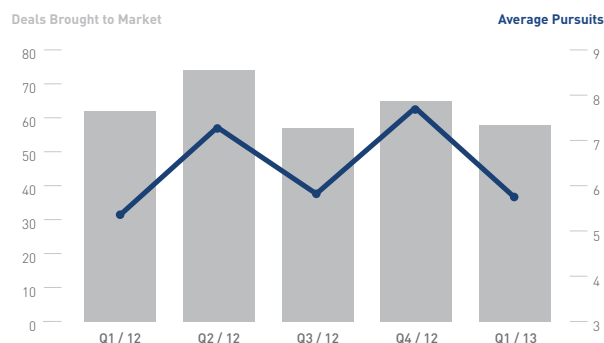
| Industry                          | Active TPs | % of Industrials TPs |
|-----------------------------------|------------|----------------------|
| Industrial Machinery & Equipment  | 732        | 8.94%                |
| Aerospace & Defense               | 637        | 7.78%                |
| Building Products                 | 564        | 6.89%                |
| Heavy Electrical Equipment        | 552        | 6.74%                |
| Electrical Components & Equipment | 562        | 6.42%                |

## Aerospace & Defense Trends



A&D business owners are looking to exit due to budget cuts, but some investors are hesitant.

## Building Products Trends



Activity in Building Products is down while Construction & Engineering is up, likely due to trends in urbanization.

Report also includes a discussion of the overall state of the middle-market, the importance of the manufacturing resurgence, and trends in the transportation and construction & engineering spaces.

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