Acquisition Evaluation Criteria

GLOBAL GEOGRAPHY

Customer Target Sectors

- ✓ Pulp and Paper
- ✓ Wood Products
- ✓ Packaging
- ✓ Recycling
- ✓ Food
- ✓ Mining / Aggregates
- ✓ Other Process Industries

Key Product Areas

- ✓Flow Control
- ✓Filtration / Separation
- ✓Cleaning / Condition
- ✓Sizing
- ✓Material Handling
- ✓Other Process Equipment / Critical Components with Material Cost of Failure

	Limited Interest	Median Interest	Strong Interest
Enterprise Value	NA	<$100M or >$500M	$100M-$500M
Gross Margin	<20%	20% - 40%	>40%
EBITDA Margin	<15%	15% - 20%	>15%
Parts/Consumables	<30%	30% - 40%	>40% Revenue

 © 2026 KADANT INC.