

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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**FORM 8-K**

**CURRENT REPORT**

**Pursuant To Section 13 or 15(d) Of The Securities Exchange Act Of 1934**

Date of report (Date of earliest event reported)

**December 5, 2016**

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**PATRICK INDUSTRIES, INC.**

(Exact name of registrant as specified in its charter)

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**Indiana**

(State or other jurisdiction  
of incorporation)

**000-03922**

(Commission  
File Number)

**35-1057796**

(IRS Employer  
Identification Number)

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**107 West Franklin, P.O. Box 638, Elkhart, Indiana**

(Address of Principal Executive Offices)

**46515**

(Zip Code)

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Registrant's Telephone Number, including area code

**(574) 294-7511**

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(Former name or former address if changed since last report)

- 
- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 7.01 Regulation FD Disclosure.**

(a) On December 5, 2016, Patrick Industries, Inc. ("Patrick" or the "Company") issued a press release (the "Press Release") announcing the completion of the acquisitions of the business and certain assets of Sigma Wire International, LLC ("Sigma"), headquartered in Elkhart, Indiana, and KRA International, LLC ("KRA"), headquartered in Mishawaka, Indiana. Sigma is a manufacturer of a wide range of PVC insulated wire and cable products primarily for the recreational vehicle ("RV") and marine markets. KRA, which operates primarily in the RV and industrial markets, is a manufacturer of wire harnesses and associated assemblies for RVs, commercial vehicles, lawn care equipment, marine products, the defense industry, and automotive aftermarket products.

The Company projects the combined 2016 revenues of Sigma and KRA to be approximately \$21 million and expects the acquisitions to be accretive to 2017 net income per share. The net purchase price for both businesses of approximately \$25 million included the acquisition of accounts receivable, inventory, and machinery and equipment, and was funded under the Company's credit facility. Sigma and KRA will continue to operate on a stand-alone basis under their respective brand names in their existing facilities.

A copy of the Press Release is furnished herewith as Exhibit 99.1.

(b) Slides for Investor Presentation as contained in Exhibit 99.2.

The information referenced in this Form 8-K is furnished pursuant to Item 7.01, "Regulation FD Disclosure." Such information, including the Exhibits attached hereto, shall not be deemed "filed" for purposes of Section 18 of the Securities Act of 1934, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, except as shall be expressly set forth by specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits

Exhibit 99.1 - Press Release issued December 5, 2016

Exhibit 99.2 - Slides for Investor Presentation

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**PATRICK INDUSTRIES, INC.**

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(Registrant)

Date: December 5, 2016

By: /s/ Joshua A. Boone

Joshua A. Boone

Vice President - Finance and Chief Financial Officer

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## **Patrick Industries, Inc. Completes Acquisitions of Sigma Wire International, LLC and KRA International, LLC**

ELKHART, IN – December 5, 2016 – Patrick Industries, Inc. (NASDAQ: PATK) (“Patrick” or the “Company”) announced today that it has completed the acquisitions of the business and certain assets of Sigma Wire International, LLC (“Sigma”), headquartered in Elkhart, Indiana, and KRA International, LLC (“KRA”), headquartered in Mishawaka, Indiana. Sigma is a manufacturer of a wide range of PVC insulated wire and cable products primarily for the recreational vehicle (“RV”) and marine markets. KRA, which operates primarily in the RV and industrial markets, is a manufacturer of wire harnesses and associated assemblies for RVs, commercial vehicles, lawn care equipment, marine products, the defense industry, and automotive aftermarket products.

The Company projects the combined 2016 revenues of Sigma and KRA to be approximately \$21 million. The total cash consideration paid for these two acquisitions was approximately \$25 million. The Company expects the acquisitions to be accretive to 2017 net income per share.

“The specialized design and engineering capabilities, manufacturing processes and state-of-the-art production equipment that Sigma and KRA possess, in conjunction with their industry leading reputations in the markets they serve, afford us the opportunity to further expand our presence and capabilities in the RV, marine, industrial, custom commercial vehicle, and heavy duty vehicle markets,” said Todd Cleveland, CEO of Patrick. “Both acquisitions represent an opportunity to increase our overall content per unit, complement our existing product portfolio at several of our operations, and offer new and innovative product lines to our customers.”

“There are tremendous growth and synergy opportunities with the acquisitions of Sigma and KRA, including the ability to leverage our incredibly talented sales force with Sigma’s and KRA’s engineering capabilities, while complementing our offerings of fully integrated marine helm systems within our existing fiberglass operations in the Midwest,” said Andy Nemeth, President of Patrick. “Consistent with previous acquisitions, we will support Sigma and KRA with a financial and operational foundation that will allow each of them to expand on their existing brand value and capitalize on their core competencies while preserving the entrepreneurial spirit that has been so important to their success.”

Hari Agarwal, President and founder of both Sigma and KRA, said, “We are excited to team up with the Patrick organization and bring our companies together to increase our value proposition to the markets we serve. We are planning to continue to drive the business model and partner with Patrick’s existing business units to further expand our presence and grow our market share.”

“The strength and dedication of Sigma and KRA’s management team and their solid reputation in the marketplace will be an asset to our organization as we continue to execute on our strategic initiatives. In addition, the combination of the vertical integration and synergy opportunities is clearly aligned with our strategic growth plans as we continue to bring value to our customer base and to our shareholders,” Mr. Cleveland further stated.

The net purchase price for both businesses includes the acquisition of accounts receivable, inventory, and machinery and equipment, and was funded under the Company’s credit facility. Sigma and KRA will continue to operate on a stand-alone basis under their respective brand names in their existing facilities.

**About Patrick Industries**

Patrick Industries, Inc. ([www.patrickind.com](http://www.patrickind.com)) is a major manufacturer of component products and distributor of building products serving the recreational vehicle, manufactured housing, kitchen cabinet, office and household furniture, fixtures and commercial furnishings, marine, and other industrial markets and operates coast-to-coast through locations in 16 states. Patrick's major manufactured products include decorative vinyl and paper laminated panels, countertops, fabricated aluminum products, wrapped profile mouldings, slide-out trim and fascia, cabinet doors and components, hardwood furniture, fiberglass bath fixtures, fiberglass and plastic component products, softwoods lumber, interior passage doors, RV painting, simulated wood and stone products, and slotwall panels and components. The Company also distributes drywall and drywall finishing products, electronics and audio systems components, wiring, electrical and plumbing products, cement siding, raw and processed lumber, FRP products, interior passage doors, roofing products, laminate and ceramic flooring, shower doors, furniture, fireplaces and surrounds, interior and exterior lighting products, and other miscellaneous products.

**Forward-Looking Statements**

This press release contains certain statements related to future results, our intentions, beliefs and expectations or predictions for the future, which are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from either historical or anticipated results depending on a variety of factors. Potential factors that could impact results include: the impact of any economic downturns especially in the residential housing market, a decline in consumer confidence levels, pricing pressures due to competition, costs and availability of raw materials, availability of commercial credit, availability of retail and wholesale financing for residential and manufactured homes, availability and costs of labor, inventory levels of retailers and manufacturers, the financial condition of our customers, retention and concentration of significant customers, the ability to generate cash flow or obtain financing to fund growth, future growth rates in the Company's core businesses, the seasonality and cyclicity in the industries to which our products are sold, realization and impact of efficiency improvements and cost reductions, the successful integration of acquisitions and other growth initiatives, interest rates, oil and gasoline prices, adverse weather conditions impacting retail sales, and our ability to remain in compliance with our credit agreement covenants. In addition, national and regional economic conditions may affect the retail sale of recreational vehicles and residential and manufactured homes. The Company does not undertake to update forward-looking statements, except as required by law. Further information regarding these and other risks, uncertainties and factors is contained in the section entitled "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2015, and in the Company's Form 10-Qs for subsequent quarterly periods, which are filed with the Securities and Exchange Commission ("SEC") and are available on the SEC's website at [www.sec.gov](http://www.sec.gov).

**Contact:**

Julie Ann Kotowski  
Patrick Industries, Inc.  
574-294-7511 / [kotowskj@patrickind.com](mailto:kotowskj@patrickind.com)



# Patrick Industries, Inc.

Investor Presentation  
December 2016

NASDAQ: PATK

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# Forward-Looking Statements

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This presentation contains certain statements related to future results or states our intentions, beliefs and expectations or predictions for the future which are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from either historical or anticipated results depending on a variety of factors. Further information concerning the Company and its business, including factors *that potentially could materially affect the Company's financial results, is contained in the Company's filings with the Securities and Exchange Commission.*

This presentation includes market and industry data, forecasts and valuations that have been obtained from independent consultant reports, publicly available information, various industry publications and other published industry sources. Although we believe these sources are reliable, we have not independently verified the information and cannot make any representation as to the accuracy or completeness of such information.

We disclaim any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained in this presentation or to reflect any change in our expectations after the date of this presentation or any change in events, conditions or circumstances on which any statement is based.

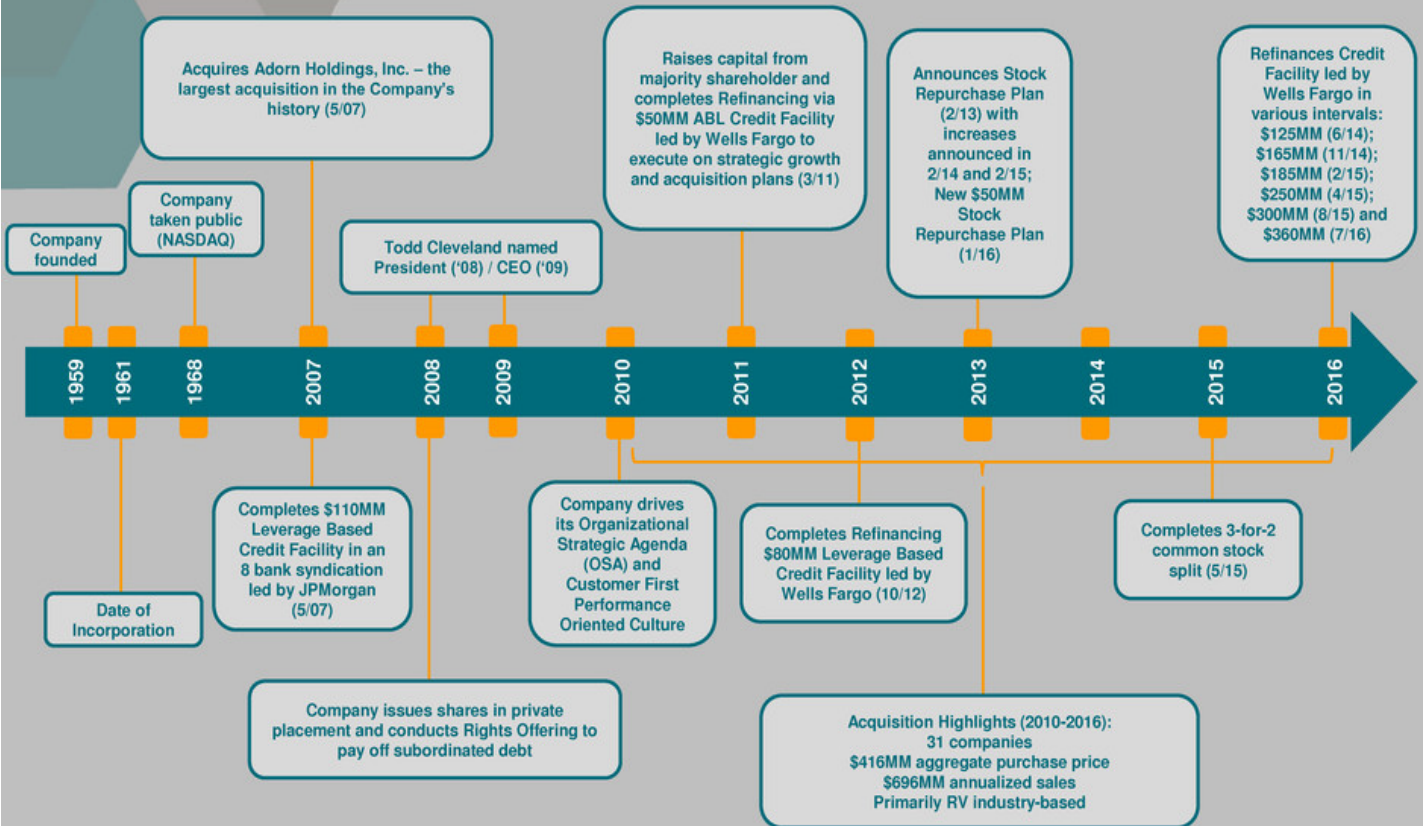


# Company Overview

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# Patrick History



# Patrick at a Glance

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- Founded in 1959 and incorporated in Indiana in 1961
- Headquartered in Elkhart, Indiana – the “RV Capital of the World”
- Leading national manufacturer and supplier of building and component products to the RV, MH and Industrial markets
- Operates over 60 facilities in 16 states
- Approximately 4,800 employees
- Listed on the NASDAQ under ticker PATK
- Acquired 31 companies from 2010 – 2016
  - \$416 million aggregate purchase price
  - \$696 million annualized sales (at time of acquisition)
- 2016 is focused on continued organic and acquisition growth, and expanding geographical product reach



# Strong Brands



# PATRICK INDUSTRIES, INC.



# Industries Overview



## RV

- 75% of 9M-2016 sales
- Shipment growth 14% 9M-2016

Product Portfolio

Wall and ceiling panels  
Pressed and hardwood doors  
Countertops  
Fabricated aluminum & FRP products  
Wrapped mouldings  
Cabinet doors  
Electrical, wiring, plumbing  
Furniture and mattresses  
Fiberglass products  
RV painting  
Electronics



## MH

- 13% of 9M-2016 sales
- Shipment growth 14% 9M-2016

Wall and ceiling panels  
Pressed and hardwood doors  
Electrical, wiring, plumbing  
Cement siding  
Drywall & roofing products  
Lighting  
Wall coverings  
Bath & shower surrounds  
Trusses



## Industrial

- 12% of 9M-2016 sales
- Housing starts growth 4% 9M-2016

- 50% residential housing
- 50% retail & commercial fixtures

Retail & commercial fixtures  
Kitchen cabinets  
Solid surface countertops  
Office & residential furniture

Sources: RVIA, MHI, NAHB

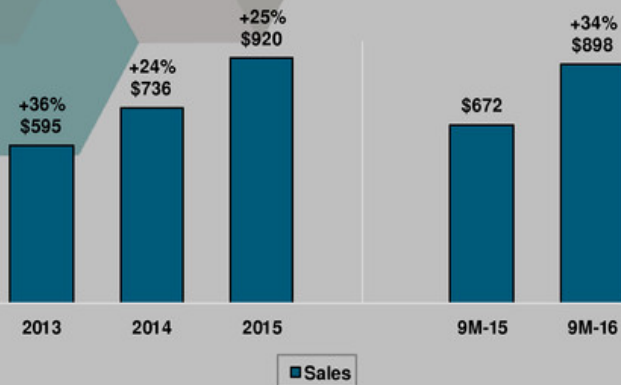
# Patrick Facility Profile



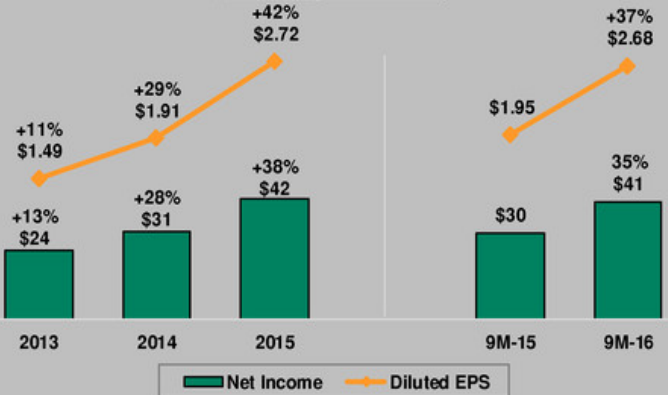
# Sales & Earnings Growth

(\$ in millions except per share amounts)

## Sales Growth

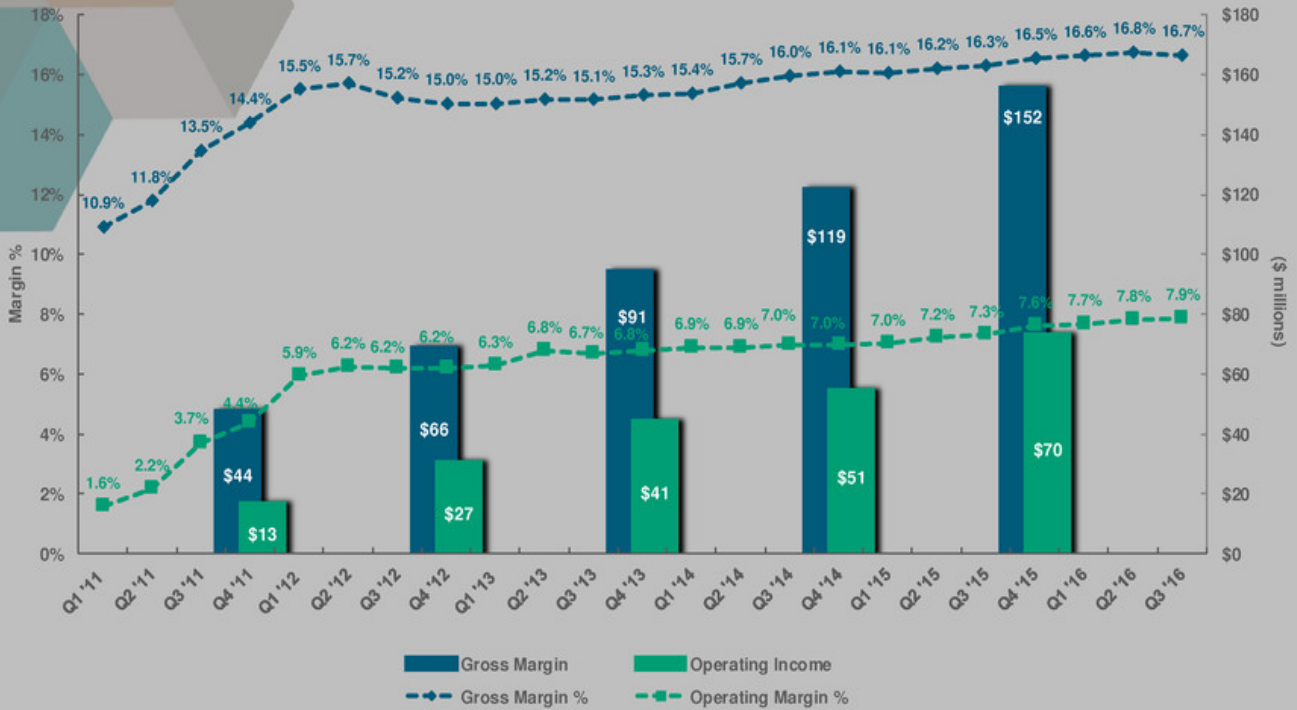


## Earnings Growth



- Sales continue to grow and outpace their respective markets, driven by acquisitions, new products and extension growth, and market share gains
- Net Income and EPS growth continue to outpace our sales growth driven by the following:
  - Acquisition related revenue
  - Increased synergies and efficiencies with acquisitions
  - Leveraging of fixed costs and managing controllable expenses
  - Share buyback program

# Margin Expansion



Our gross and operating margins have continued to expand driven by increased sales volume, leveraging our fixed costs and strategic acquisitions

\*Calculated on TTM basis



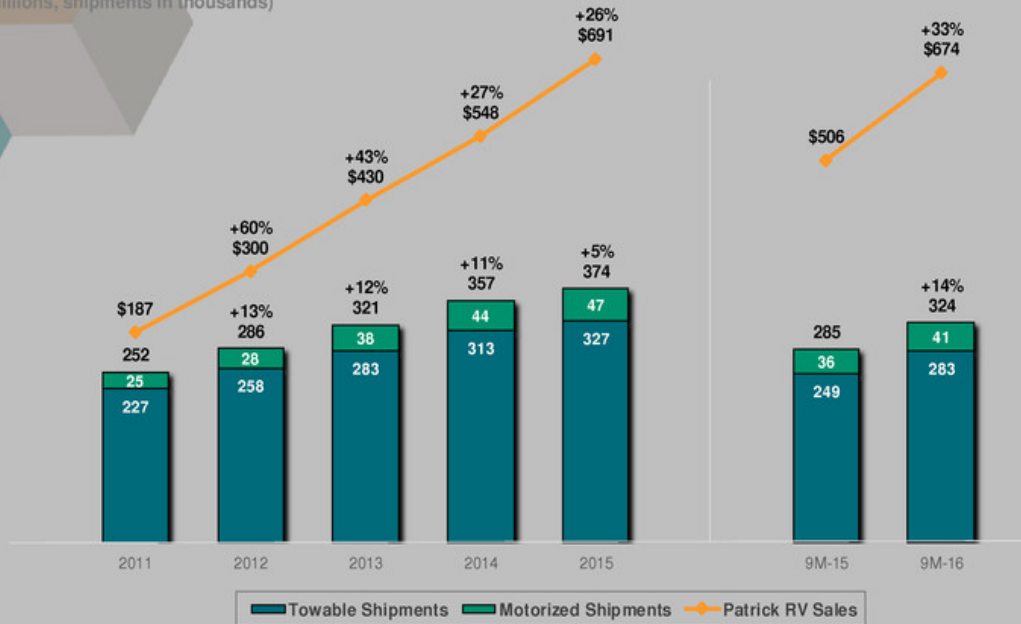
# RV Market

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# Sales Growth

(\$ in millions, shipments in thousands)

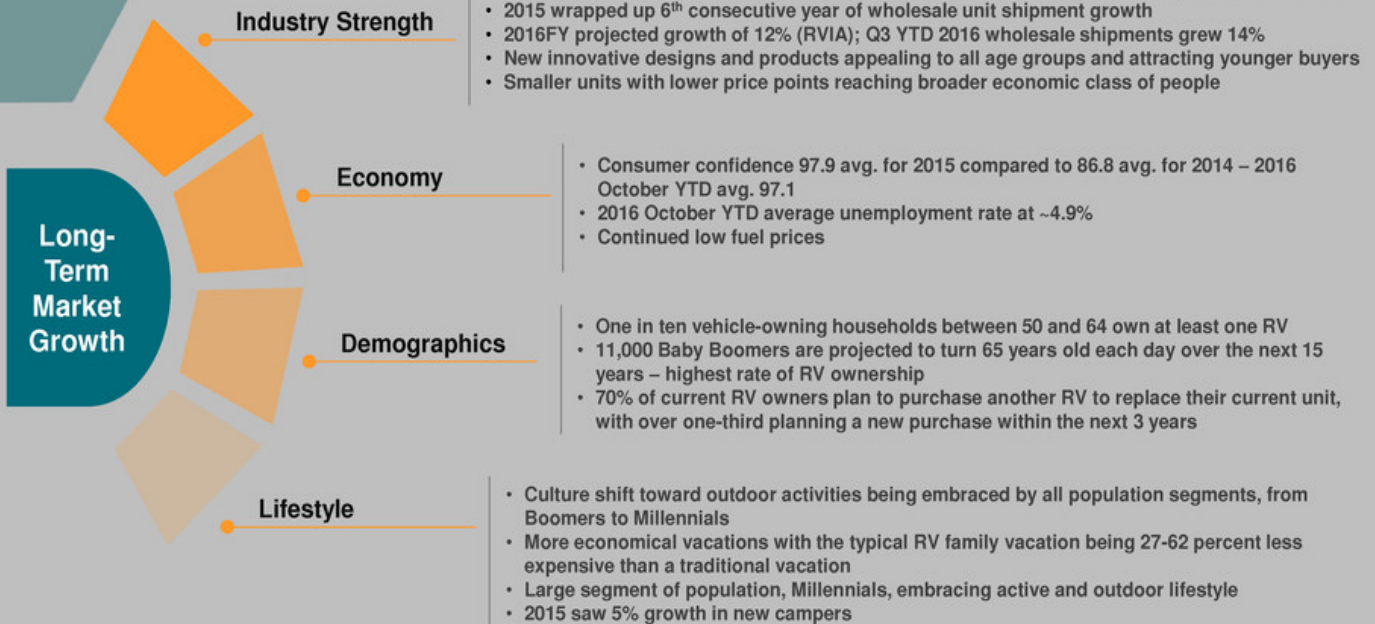


Patrick RV sales growth has outpaced industry growth for four consecutive years and remains strong through the first nine months of 2016

Source: RVIA



# Drivers of Market Growth



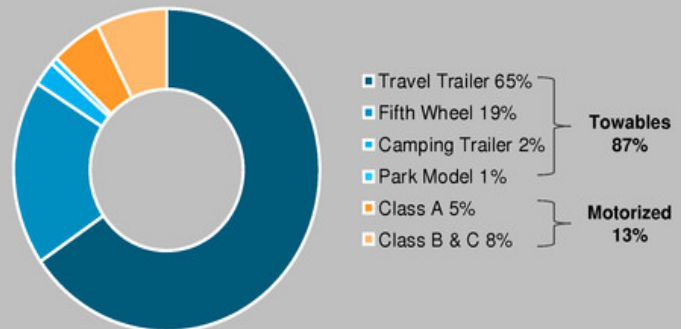
Sources: The Conference Board; Bureau of Labor Statistics & U.S. Census Bureau; U.S. Energy Information Administration; KOA Camping Report 2016; RVIA

# Industry Trends

## Wholesale Shipment Growth vs. Prior Year

|                  | Q1         | Q2         | Q3         | YTD        |
|------------------|------------|------------|------------|------------|
| Travel Trailer   | 15%        | 14%        | 21%        | 16%        |
| Fifth Wheel      | 0%         | 4%         | 17%        | 6%         |
| Camping Trailer  | 0%         | 12%        | 22%        | 10%        |
| Park Model       | (1%)       | (6%)       | (8%)       | (5%)       |
| <b>Towables</b>  | <b>11%</b> | <b>11%</b> | <b>20%</b> | <b>13%</b> |
| Class A          | 11%        | 6%         | (4%)       | 4%         |
| Class B & C      | 23%        | 23%        | 33%        | 26%        |
| <b>Motorized</b> | <b>17%</b> | <b>16%</b> | <b>15%</b> | <b>16%</b> |
| <b>Wholesale</b> | <b>11%</b> | <b>12%</b> | <b>19%</b> | <b>14%</b> |

## 9M-2016 Wholesale Shipments



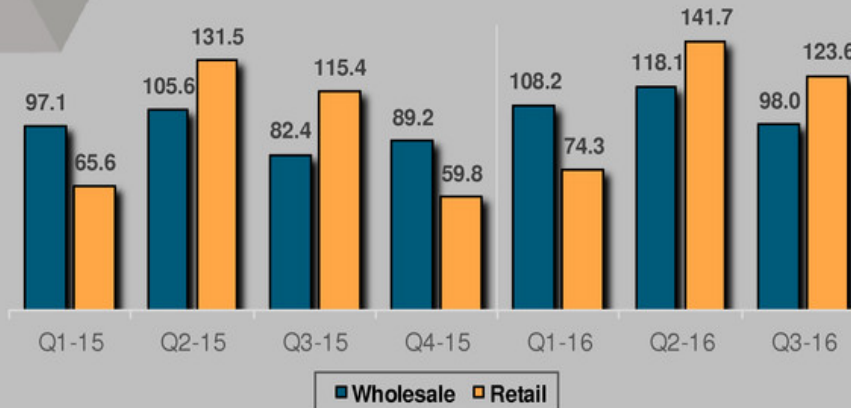
- Wholesale shipment growth is up 14% through 9M-16
  - Led by travel trailers
  - Double digit growth every quarter this year
- Shipment composition remains steady from prior year
  - Towables is 87% of the market
  - Motorized is 13% of the market

Source: RVIA

# Retail vs. Wholesale

(shipments in thousands)

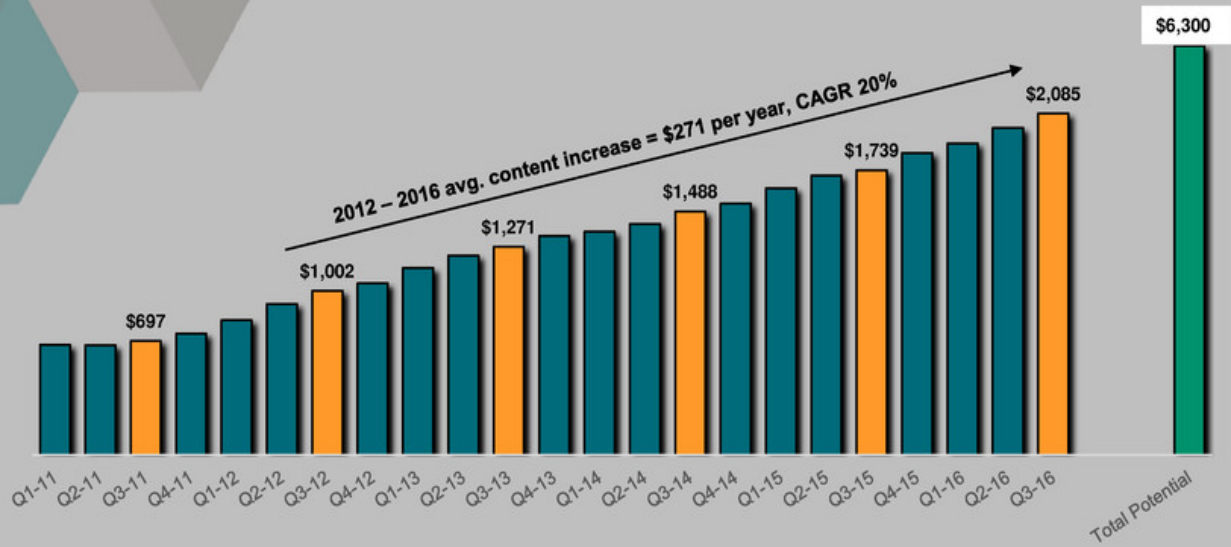
## RV Shipments



- Retail continues to be strong in 2016, up 9% for 9M-16, with wholesale units up 14% compared to prior year
- Growth of retail outpaced that of wholesale in 2015
  - Towable retail growth of 14% compared to wholesale shipment growth of 5%
  - Motorized retail growth of 15% compared to wholesale shipment growth of 8%

Source: RVIA

# Content per Unit



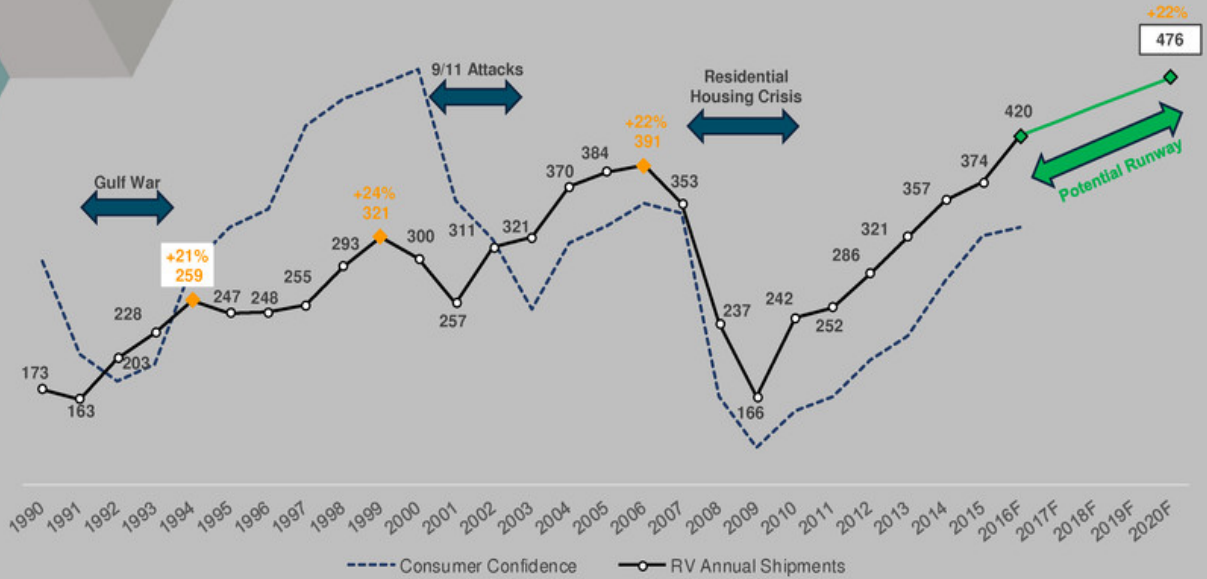
- RV unit content increased 20% in Q3-16 vs. prior year
  - Driven by new products, extension growth, acquisitions, and market share gain
- 100% market share in existing products would yield an estimated \$6,300 RV content per unit

\*Calculated on TTM basis

# Industry Outlook

(shipments in thousands)

## RV Wholesale Unit Shipments



It is our belief that trended shipment levels indicate that there continues to be potential for future growth based on the depth of the last cycle, current demographic indicators, and overall economic conditions. Additionally, average shipment increases over each of the last prior peaks point to an extended runway and the next potential peak at over 476,000 units.

RV Shipments Source: 1990 – 2016F RVIA; 2017F – 2020F Company Estimates

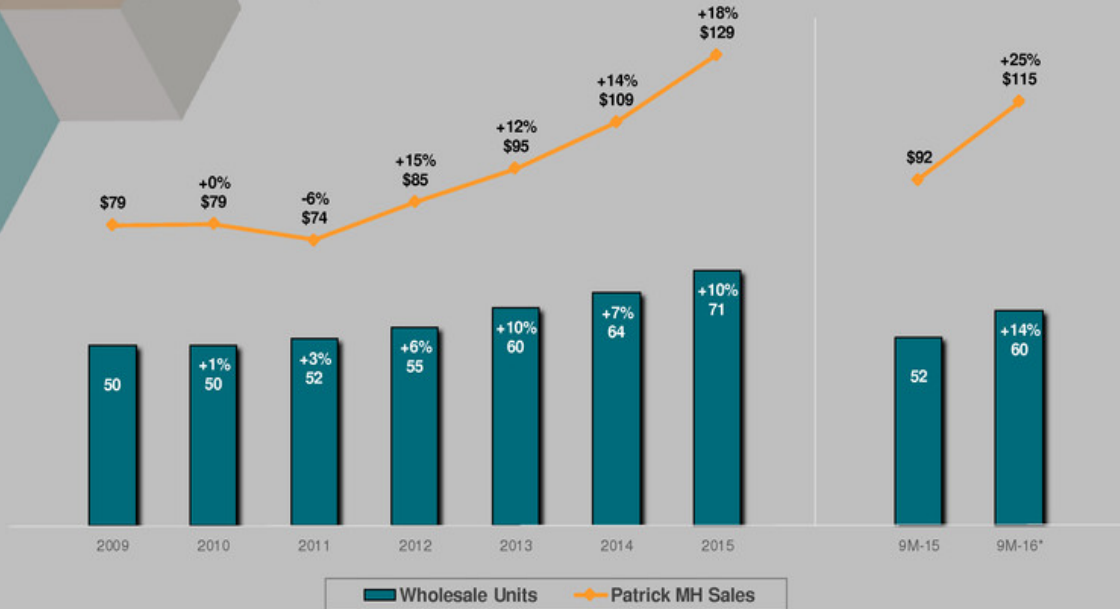


# MH Market

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# Sales Growth

(\$ in millions, shipments in thousands)



Patrick MH sales growth has outpaced industry growth for four consecutive years, and remains strong through the first nine months of 2016

\*Company estimate for September 2016



# Market Conditions & Consumer Trends

- Approximately 9 million households with 22 million people living in manufactured homes (9% of nation's single family housing stock)
- Affordable form of home ownership:
  - Average structure cost per sq. ft. (2015): \$47.55 (MH) vs. \$100.65 (single family home)
  - Average MH retail price (2015): \$68,000 for 1,430 sq. ft. (home only)
- Flexible production process allows for more custom features at lower cost:
  - Multiple exterior options and interior floor plans available
  - Energy efficient materials, green and alternative energy home designs
  - Built with precision – three layers of quality oversight nationally administered by HUD
- Engineered for wind safety and energy efficiency based on geographic region in which homes are sold
- Appreciate in value as with other forms of housing
- Typical financing terms for MH loans on new homes:
  - 5 – 20% down payment (based on inclusion of land in financing)
  - 15 – 30 year loan terms – based on credit profile, home size, and loan type



Source: Manufactured Housing Institute (MHI)

# Market Indicators

## Drivers of Consumer Demand



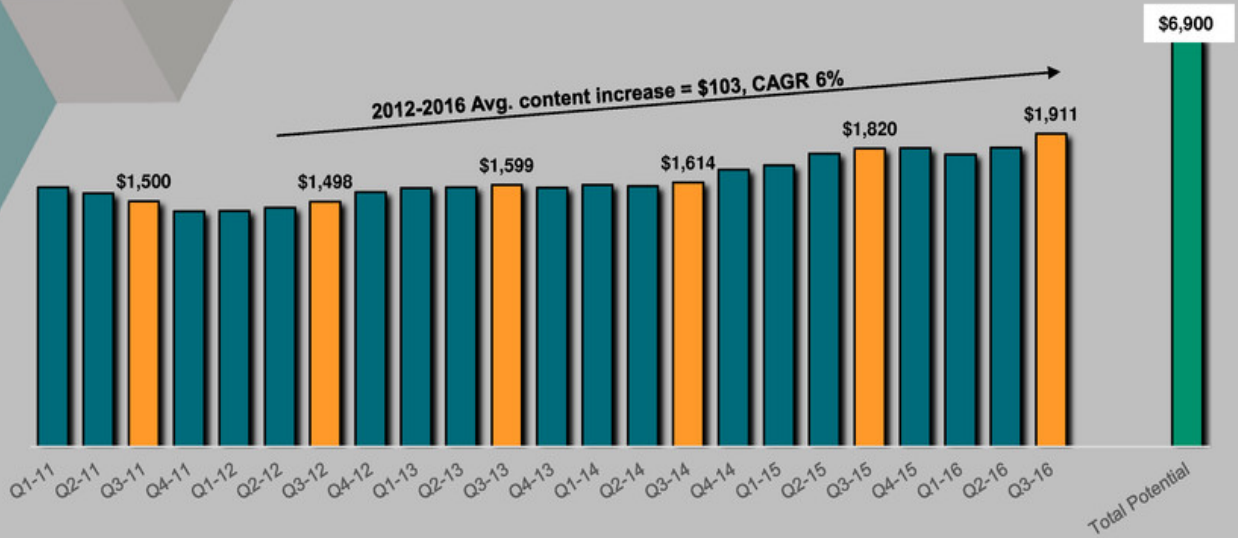
## Market Growth



- Opportunity for moderate year-over-year growth; limited downside risk in near-term if volumes maintain historical relationship with new housing starts
  - Unit shipments have averaged about 10% of single-family housing starts over the last 10 years
- Potential gain from the recalibration of quality credit standards, job growth, and the significant number of consumers in transitional housing and most likely to return to more permanent housing
- Driving forces within the MH industry: technological advances, evolutionary designs, and a focus on delivering quality homes that families can afford

Source: Manufactured Housing Institute (MHI)

# Content per Unit



- MH unit content increased 5% in Q3-16 vs. prior year
  - Driven by new products, extension growth, acquisitions, and market share gain
- 100% market share in existing products would yield an estimated \$6,900 MH content per unit

\*Calculated on TTM basis

# Industry Outlook

(shipments in thousands)

## MH Wholesale Unit Shipments



The MH industry continues to perform at historical lows reflecting the residual impacts from the residential housing market crash including tight credit standards and lending. We believe, however, that there is pent up demand being created and significant upside potential for this market based on current demographic trends including multi-family housing capacity and improving credit and financing conditions, among other factors.

Source: 1990-2015: Manufactured Housing Institute (MHI); 2016F Company Estimate



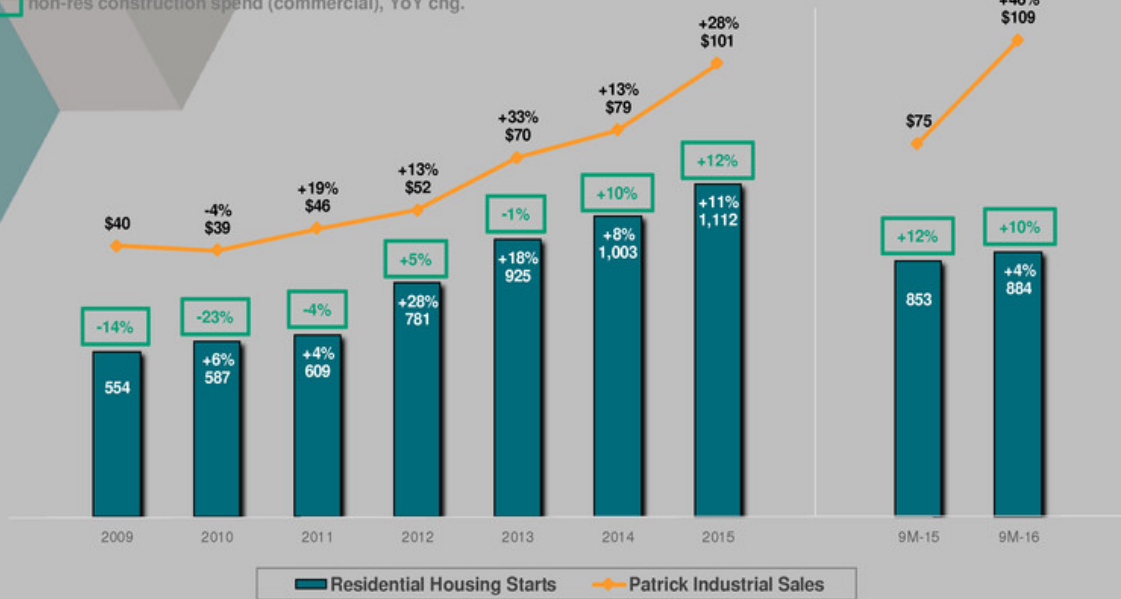
# Industrial Market

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# Sales Growth

(\$ in millions, housing starts in thousands)

□ non-res construction spend (commercial), YoY chg.



Patrick industrial sales growth has outpaced industry growth for three consecutive years and remains strong through the first nine months of 2016

Source: U.S. Census Bureau

# Industry Conditions

## Growth in Housing Market Driving Demand



## Q3-2016 Sales Composition

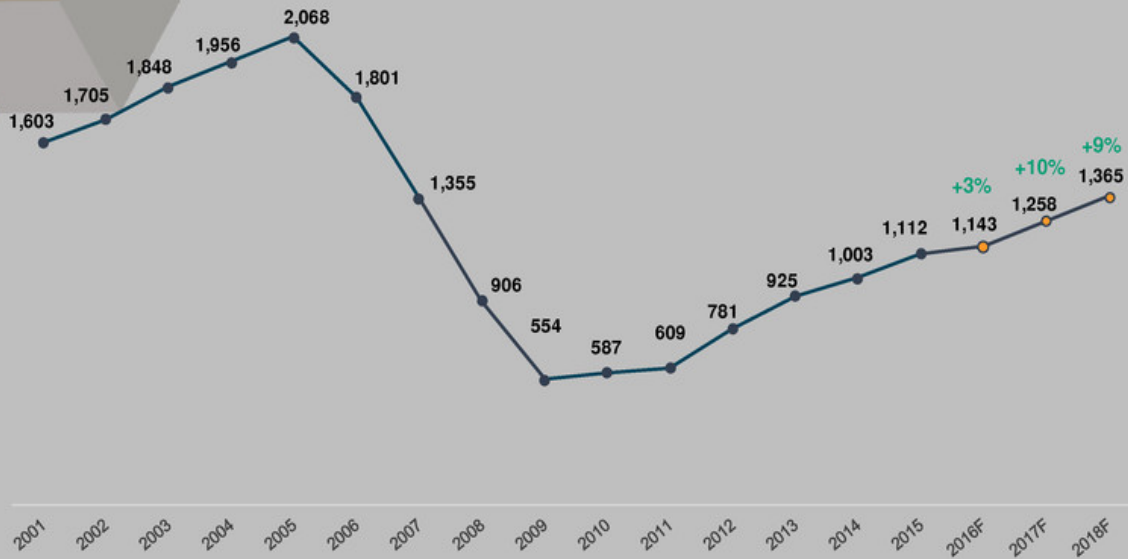


- Approximately 50% of the Company's industrial revenue base is tied directly to the residential housing market (new construction and remodel)
- Our sales to the industrial market generally lag new residential housing starts by six to nine months
- Patrick has targeted certain sales efforts towards industrial market segments less tied to new single and multi-family home construction, including the retail fixture, office, medical, institutional furnishings, and countertop markets

Sources: New Housing Starts - U.S. Census Bureau; Existing Home Sales - National Association of Realtors

# Industry Outlook

(housing starts in thousands)



- The residential housing market appears to have begun its recovery
- NAHB is forecasting annual unit growth of:
  - 3% for 2016
  - 10% for 2017
  - 9% for 2018

Source: 1990-2015: U.S. Census Bureau; 2016F-2018F: NAHB (as of October 28, 2016)





# Strategy Execution

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# Capital Allocation Strategy

Our capital allocation strategy is centered around the utilization of our leverage and capital resources to grow the business model

Acquisitions

Geographic and  
Product  
Expansion

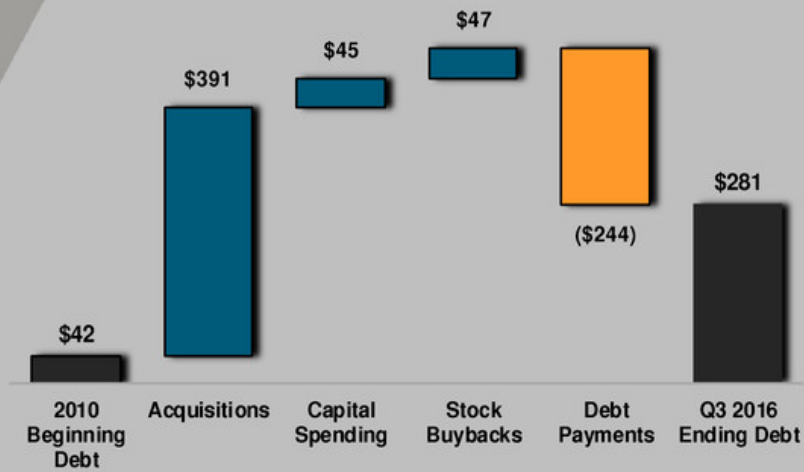
Investments in  
Infrastructure  
and Capital  
Expenditures

Debt Reduction  
and Leverage  
Position

Stock Buyback  
Program

# Capital Allocation

(\$ in millions)



- Debt increased \$239 million from 2010 to Q3 2016 with \$483 million invested in capital allocation strategy over that time period
- Leverage position relative to EBITDA remains just under 2x

# Acquisition Strategy

## Target Organizations

Solid management teams

Strong customer & supplier relationships & operational talent

High quality product lines

Strong growth potential

Strategic value proposition

## Diversification

Allow creative entrepreneurial spirit to continue to thrive

Provide capital, administrative & operational support where needed

Adjacent markets to further leverage core manufacturing & distribution capabilities and diversify end market exposure

## Acquisition Profile

Disciplined approach - evaluating/ exploring small & large candidates with long-term strategic value

Broad scale of candidates in pipeline - annualized revenues of \$10MM to \$60MM

## Goals

Introduce new, innovative product lines complementary to core competencies

Cross sell extensive product catalog to customer base

Increase content per unit

Leverage management capabilities

Grow top and bottom line results and EPS

# Acquisition Summary by Year

## 2010 Acquisition Highlights

- 2 companies
- \$6MM aggregate purchase price
- \$22MM annualized sales
- Primarily RV market-based



## 2011 Acquisition Highlights

- 3 companies
- \$7MM aggregate purchase price
- \$26MM annualized sales
- Primarily RV & Industrial market-based



## 2012 Acquisition Highlights

- 4 companies
- \$30MM aggregate purchase price
- \$80MM annualized sales
- Primarily RV market-based



## 2013 Acquisition Highlights

- 3 companies
- \$17MM aggregate purchase price
- \$42MM annualized sales
- Primarily RV market-based



## 2014 Acquisition Highlights

- 7 companies
- \$72MM aggregate purchase price
- \$126MM annualized sales
- Primarily RV market-based



## 2015 Acquisition Highlights

- 4 companies
- \$146MM aggregate purchase price
- \$233MM annualized sales
- Primarily RV market-based



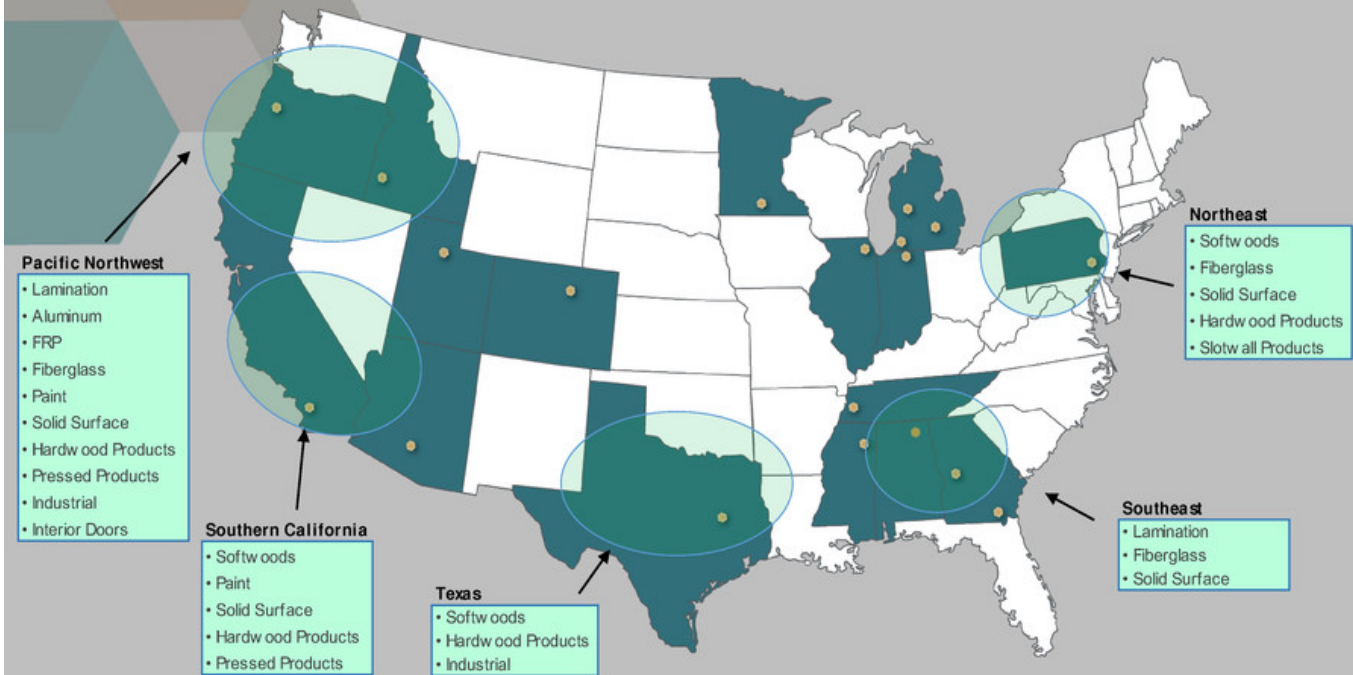
## 2016 Acquisition Highlights

- 8 companies
- \$138MM aggregate purchase price
- \$167MM annualized sales
- RV, MH & Industrial market-based



- \$88MM in average revenues acquired from 2010-2015
- \$134MM average revenues acquired the past 3 years 2013-2015
- \$167MM in annualized revenues acquired thus far in 2016

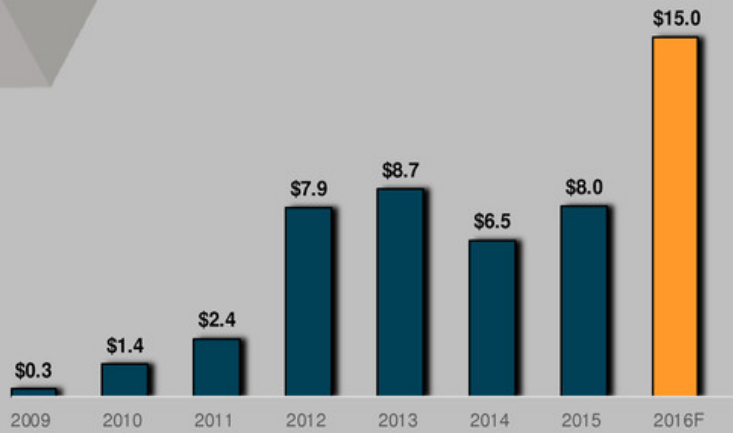
# Geographic & Product Expansion



Focus on expansion opportunities with \$160MM market potential, while minimizing any potential risks or pitfalls

# Capital Expenditures

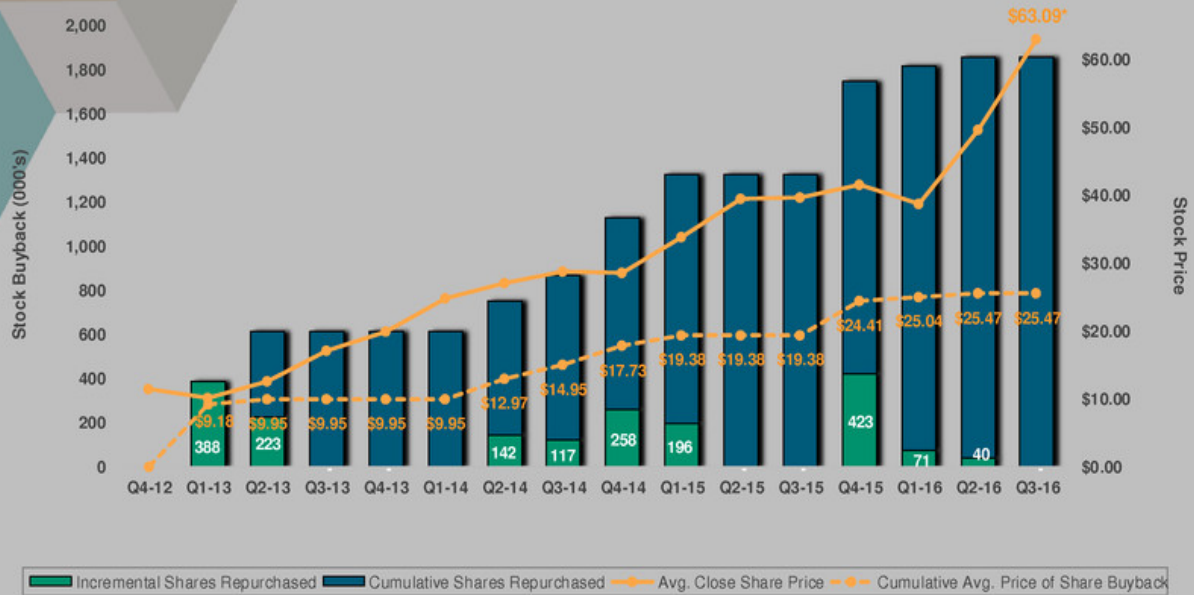
(\$ in millions)



- 2016 Capital Spending is focused on:
- New Product / Process / Advanced Automation
  - Geographical Expansion
  - Cost Reduction
  - Quality / Maintenance

We will continue to invest in our infrastructure to drive enterprise wide efficiency and flex our capital spend when necessary to align with our demand levels

# Stock Buyback



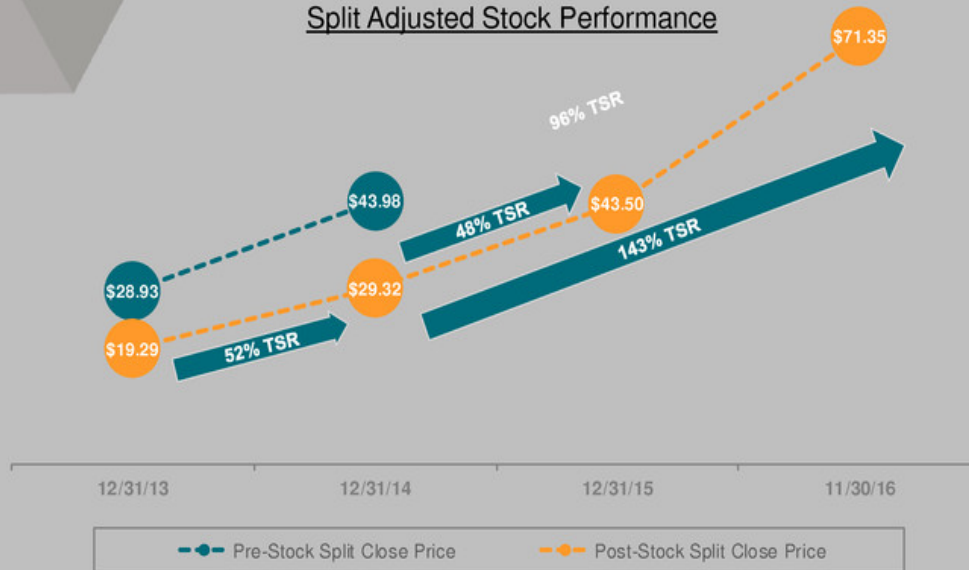
- The 2013 Repurchase plan has been fully executed
  - Total of 1,817,313 shares repurchased at an average share price of \$25.04 for a total cost of \$45.5 million
- The 2016 Repurchase plan approved in January 2016
  - Total of 40,102 shares repurchased at an average share price of \$44.93 for a total cost of \$1.8 million

\*Quarterly average closing stock price



# Stock Performance

## Split Adjusted Stock Performance



As of November 30, 2016, our split-adjusted closing stock price was \$71.35, approximately 162% of our pre-split closing stock price of \$43.98 on December 31, 2014, and generating a 143% total shareholder return over that time period

Source: NASDAQ

# PATK Highlights

## 2016 Indiana Public Company of the Year Award Winner

- Award presented at INVEST Indiana conference luncheon September 15th (Indianapolis)



## Ranked #41 - Fortune 100's Fastest Growing Companies

- Fortune Magazine 2016



## 45 Year Anniversary

- Nasdaq Stock Exchange Listing - July 29, 1971



## S&P SMALLCAP 600®

TICKER : SML

The S&P SmallCap 600® measures the small-cap of the U.S. equity market. The index is designed to track the performance of companies that meet specific inclusion criteria that they are liquid and financially sound.

## Added to the SmallCap 600 Index

- Effective close of trading August 18th

# Why Patrick Industries

## Markets

- Approximately \$17 billion addressable expanding RV & MH markets
- Emerging industrial and housing market

## Business Model

- Continuously expanding product and company portfolio through organic growth and growth through acquisitions
- Execution of strategic plan and balanced capital allocation strategy

## Leadership

- Team driven by performance-oriented culture with continuous improvement focus on driving margins and profitability
- Strong relationships with broad array of customers

## Operations

- High variable cost concentration-based operating structure providing ability to maximize levers to manage through business cycles

## Financial Performance

- Strong financial performance focusing on revenue and earnings growth while maintaining a healthy balance sheet and delivering free cash flow

## Shareholder Returns

- Management focus on increasing shareholder value
- Returning capital to shareholders is strategic part of capital allocation strategy

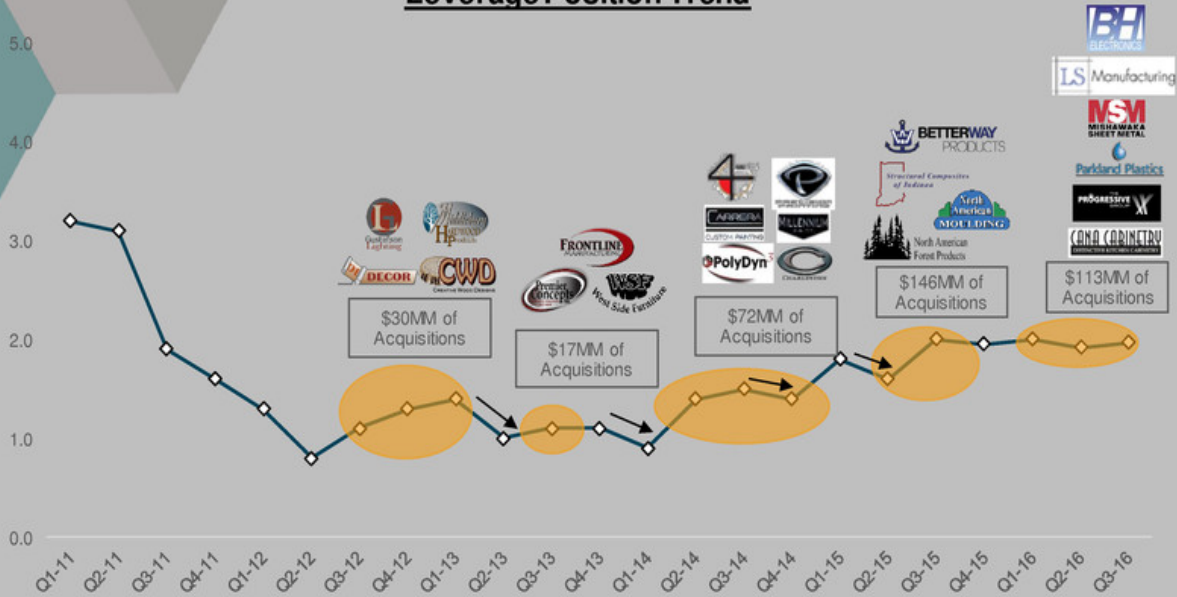


# Appendix

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# Balance Sheet Strength

**Leverage Position Trend**



We expect and continue to utilize our leverage for strategic acquisitions, followed shortly thereafter by an accelerated deleverage cycle based on strong operating cash flows. We are confident in our ability to size the business model according to the revenue stream based on our high variable cost mix.

# Shareholder Value

- Patrick had approximately 15.3 million shares outstanding and a market capitalization of approximately \$1.1 billion as of November 30, 2016

## General Information as of: 11/30/2016

### Patrick Industries Inc

|                                 |            |
|---------------------------------|------------|
| Price                           | 71.35      |
| Volume                          | 107,720    |
| 52 Week High                    | 72.85      |
| 52 Week High Date               | 11/29/2016 |
| 52 Week Low                     | \$29.28    |
| 52 Week Low Date                | 2/9/2016   |
| Market Capitalization (Million) | 1070.25    |
| Shares Outstanding (Million)    | 15.00      |












## Patrick Stock Price and Volume










\*Trade volume for 08/17/16 and 08/18/16 was approximately 0.9MM shares and 2.0MM shares, respectively, reflecting the announcement on 08/16/16 of the addition of PATK to the S&P SmallCap 600 Index effective with the close of trading on 08/18/16, and the impact of a stock upgrade by CL King & Associates (analyst coverage firm) on 08/17/16.

# Acquisition Summary

| Date Completed | Business   | Net Purchase Price | Annualized Sales* | Segment       | Industry            | Products  |
|----------------|--|--------------------|-------------------|---------------|---------------------|---|
| 01/2010        | <br>Quality Hardwoods Sales                           | \$2.0 MM           | \$2 MM            | Manufacturing | RV                  | Cabinet Doors   |
| 08/2010        | <br>Blazon International Group                        | \$3.8 MM           | \$20 MM           | Distribution  | RV & MH             | Wiring, electrical, plumbing, and other building products                   |
| 06/2011        | <br>The Praxis Group                                  | \$0.5 MM           | \$4 MM            | Distribution  | RV                  | Painted countertops, foam products, and furniture products                  |
| 09/2011        | <br>A.I.A. Countertops, LLC                           | \$5.5 MM           | \$20 MM           | Manufacturing | RV & Industrial     | Solid surface countertops, backsplashes, tables, and signs                  |
| 12/2011        | <br>Infinity Graphics (formerly Performance Graphics) | \$1.3 MM           | \$2 MM            | Manufacturing | RV & Industrial     | Designer, producer, and installer of exterior graphics                      |
| 03/2012        | <br>Décor Mfg., LLC                                   | \$4.3 MM           | \$17 MM           | Manufacturing | RV                  | Laminated and wrapped products  |
| 07/2012        | <br>Gustafson Lighting                                | \$2.8 MM           | \$12 MM           | Distribution  | RV                  | Interior and exterior lighting products, ceiling fans and accessories       |
| 09/2012        | <br>Creative Wood Designs, Inc.                       | \$3.0 MM           | \$18 MM           | Manufacturing | RV                  | Hardwood furniture including interior hardwood tables, chairs, and dinettes |
| 10/2012        | <br>Middlebury Hardwood Products, Inc.               | \$19.8 MM          | \$33 MM           | Manufacturing | RV, MH & Industrial | Hardwood cabinet doors and other hardwood products                          |

\*Projected Annualized Sales as of the acquisition date











# Acquisition Summary

| Date Completed | Business   | Net Purchase Price | Annualized Sales* | Segment                      | Industry            | Products  |
|----------------|--|--------------------|-------------------|------------------------------|---------------------|---|
| 09/2013        | <br>Frontline Mfg., Inc.      | \$5.2 MM           | \$15 MM           | Manufacturing                | RV, MH & Industrial | Fiberglass bath fixtures including tubs and showers                         |
| 09/2013        | <br>Premier Concepts, Inc.    | \$2.6 MM           | \$10 MM           | Manufacturing                | RV, MH & Industrial | Solid surface countertops   |
| 09/2013        | <br>West Side Furniture       | \$8.7 MM           | \$17 MM           | Distribution                 | RV                  | Recliners, mattresses, other furniture products                             |
| 06/2014        | <br>Precision Painting Group  | \$16.0 MM          | \$28 MM           | Manufacturing                | RV                  | Exterior full body painting   |
| 06/2014        | <br>Foremost Fabricators, LLC | \$45.4 MM          | \$75 MM           | Manufacturing & Distribution | RV                  | Fabricated aluminum products, fiber reinforced polyester (FRP) sheet & coil |
| 09/2014        | <br>PolyDyn3, LLC             | \$1.3 MM           | \$2.5 MM          | Manufacturing                | RV                  | Fabricated simulated wood and stone products                                |
| 11/2014        | <br>Charleston Corporation    | \$9.5 MM           | \$20 MM           | Manufacturing                | RV                  | Fiberglass and small plastic components                                     |

\*Projected Annualized Sales as of the acquisition date

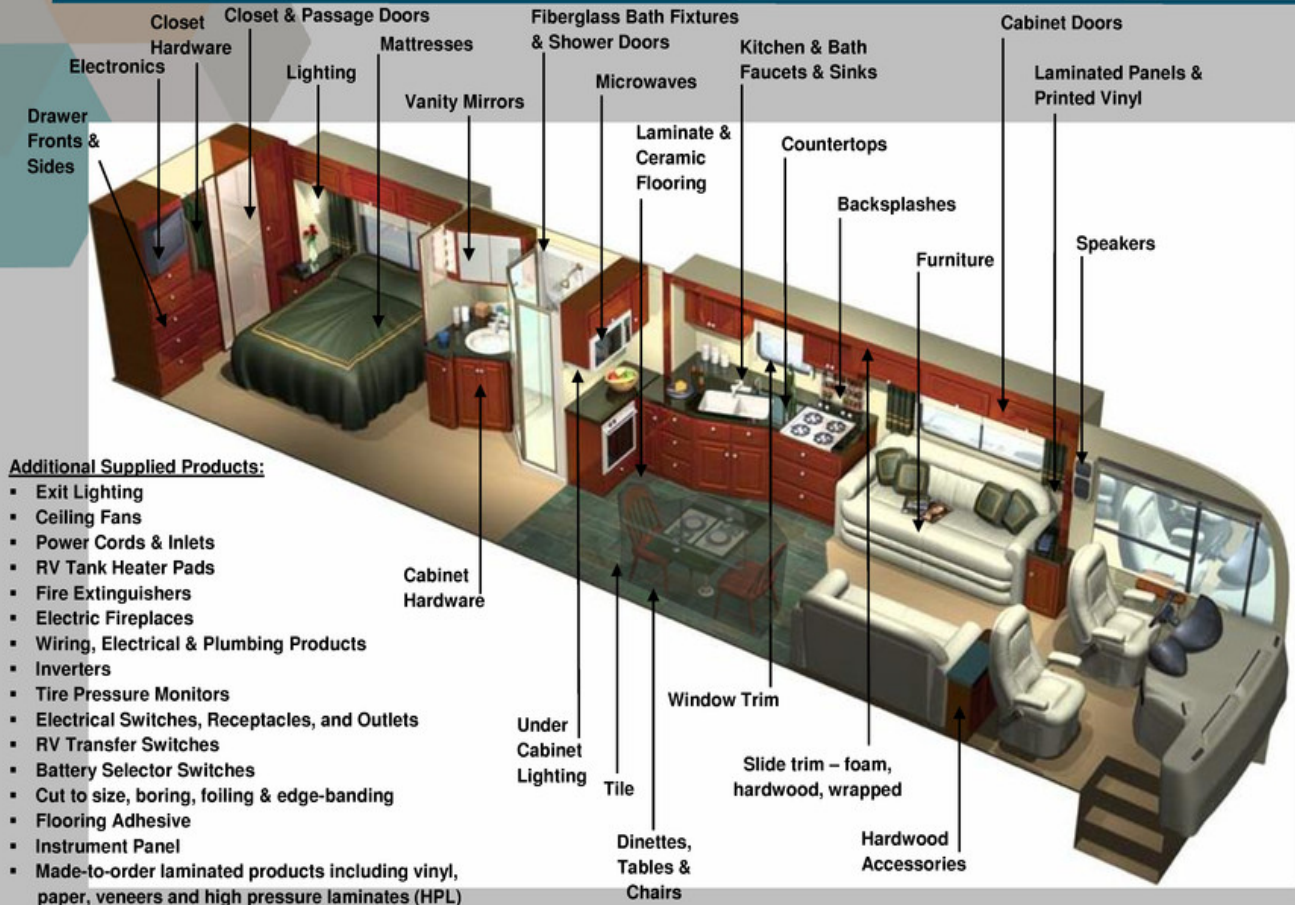


# Acquisition Summary

| Date Completed | Business  | Net Purchase Price | Annualized Sales* | Segment       | Industry                | Products  |
|----------------|---|--------------------|-------------------|---------------|-------------------------|---|
| 02/2015        | <br>Better Way Partners, LLC               | \$40.5 MM          | \$50 MM           | Manufacturing | RV                      | Fiberglass components   |
| 05/2015        | <br>Structural Composites of Indiana, Inc. | \$20.1 MM          | \$18 MM           | Manufacturing | RV, Marine & Industrial | Fiberglass front and rear caps and roofs and other specialty fiberglass components  |
| 09/2015        | <br>North American                         | \$85.0 MM          | \$165 MM          | Manufacturing | RV, MH & Industrial     | Profile wraps, custom mouldings, laminated panels, raw/processed softwood products, trusses, industrial packaging materials |
| 02/2016        | <br>Parkland Plastics                      | \$25.0 MM          | \$30 MM           | Manufacturing | RV & Industrial         | Polymer-based products including wall panels, lay-in ceiling panels, coated & rolled floors, protective moulding            |
| 03/2016        | <br>The Progressive Group                  | \$11.0 MM          | \$23 MM           | Distribution  | RV & Industrial         | Electronics   |
| 05/2016        | <br>Cana Cabinetry                         | \$16.8 MM          | \$18 MM           | Manufacturing | MH & Industrial         | Custom cabinetry including hardwood and MDF doors, door fronts and mouldings  |
| 06/2016        | <br>Mishawaka Sheet Metal                  | \$14.0 MM          | \$28 MM           | Manufacturing | RV & Industrial         | Fabricated aluminum products, aluminum alloys, galvanized and hot rolled steel in common gauges and pattern sizes           |
| 07/2016        | <br>L.S. Manufacturing, Inc.               | \$11.0 MM          | \$12 MM           | Manufacturing | RV & Industrial         | Thermoformed plastic parts and components, including shower surrounds/bases   |
| 07/2016        | <br>BH Electronics, Inc.                 | \$35.0 MM          | \$35 MM           | Manufacturing | Marine                  | Thermoformed dash panel assemblies, center consoles and trim panels, electrical systems                                     |
| 12/2016        | <br>Sigma Wire & KRA Intl.               | \$25.0 MM          | \$21 MM           | Manufacturing | RV, Marine & Industrial | PVC insulated wire and cable products, wire harnesses and associated assemblies   |

\*Projected Annualized Sales as of the acquisition date

# Patrick Product Lines – RV Interior



**Additional Supplied Products:**

- Exit Lighting
- Ceiling Fans
- Power Cords & Inlets
- RV Tank Heater Pads
- Fire Extinguishers
- Electric Fireplaces
- Wiring, Electrical & Plumbing Products
- Inverters
- Tire Pressure Monitors
- Electrical Switches, Receptacles, and Outlets
- RV Transfer Switches
- Battery Selector Switches
- Cut to size, boring, foiling & edge-banding
- Flooring Adhesive
- Instrument Panel
- Made-to-order laminated products including vinyl, paper, veneers and high pressure laminates (HPL)

# Patrick Product Lines – RV Exterior



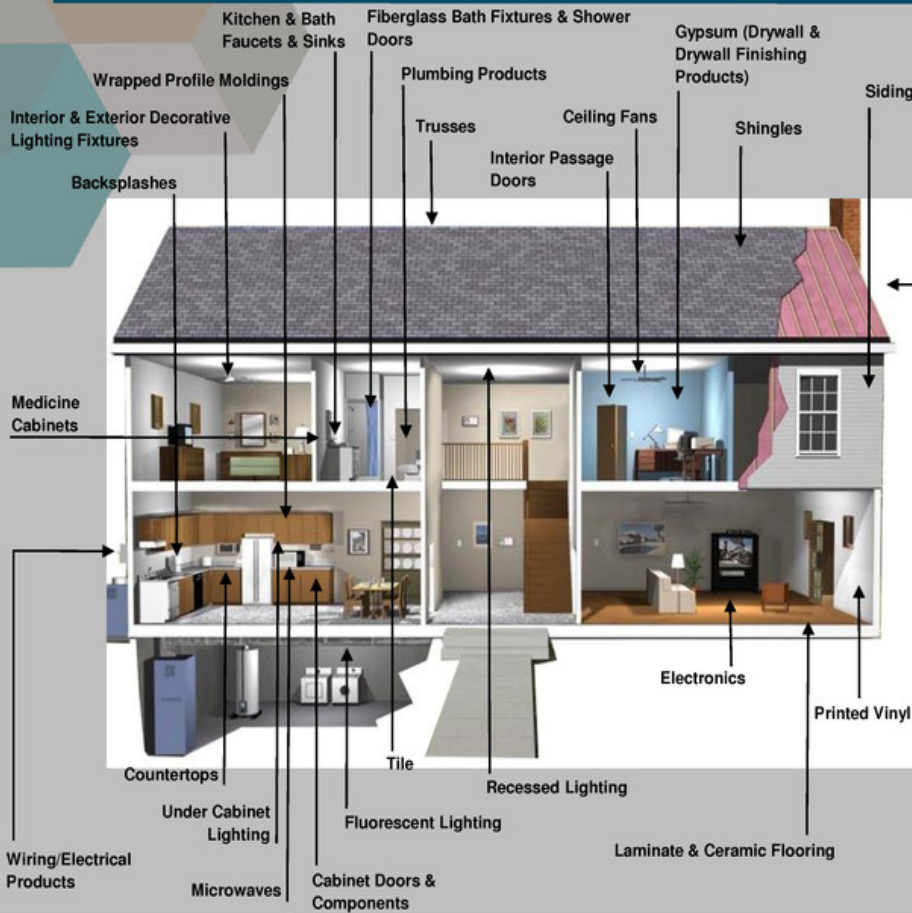
## Additional Product Lines:

- Softwoods
- Full Body Paint
- Aluminum Gauges
- Steel Gauges
- Mill Finish & Pre- Painted Aluminum and Steel
- Slit & Embossed Steel
- FRP Coil & Sheet

# Patrick RV Products Growth Potential



# Patrick Product Lines – MH



- Ventilation System & Ridge Cap
- Felt Paper
- Ice & Water Protection
- Drip Edge
- Flashing
- Roofing Membrane
- Soffit & Fascia

**Additional Supplied Products:**

- Building Arches
- Closet Organization Products
- Sealants
- Innovative Lighting
- Electrical Components
  - Panels/Breakers
  - Outlet Boxes
  - Switches/Receptacles
- Fireplaces and Surrounds
- Made-to-order laminated products including vinyl, paper, veneers and high pressure laminates (HPL)
- Cut to size, boring, foiling & edge-banding
- Solid Surface, Granite and Quartz Fabrication
- Flooring Adhesive
- Tables & Signs
- Roof Trusses

# Patrick MH Products Growth Potential

