KROLL

Industrial Technology & Engineered Products Industry Insights

Spring 2024



Executive Summary

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workers are missing from the U.S. labor force compared to Q1 2020



of surveyed manufacturers anticipate increased nearshoring or on-shoring efforts through 2030



of surveyed participants anticipate increased automation solutions throughout the decade



of strategic initiatives through technological advancement are focused within two to five years

Executive Summary

Overview

- Global manufacturing is expected to exhibit robust growth while navigating regulatory, economic and supply chain uncertainties.
 Businesses are leveraging technological innovations to establish more responsive and resilient supply chains, helping them adapt to changing market conditions, anticipate disruptions and increase production efficiencies. The continued investment in technological innovation suggests that businesses are not reacting to short-term challenges but instead are strategically positioning themselves for long-term success.
- Collaborative supply chains require organizations to effectively manage both machines and humans-developing strategies that are both tech-driven and human-centric.
- Economic trends indicate a shift toward domestic manufacturing and a necessity to train employees for the integration of automated processes.



December 2023 orders of manufacturing technology outperformed analysts' best expectations, totaling \$491 million, up nearly 22% from November 2023, and nearly 12% above December 2022.

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Reshoring efforts by domestic manufacturers and implementation of advanced automation are among trends shaping the future of the manufacturing industry.

Read More

Market Update

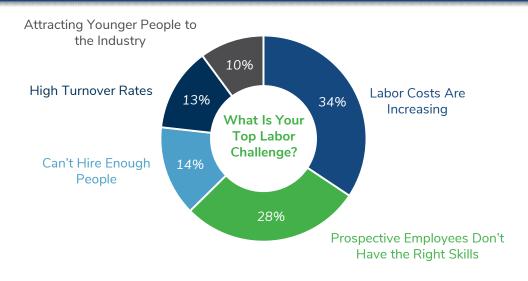
Economic Corner: Trends in Labor Dynamics

The pervasive labor challenges of industrial manufacturing create significant opportunity for automation adoption

- Labor costs are impacting margins while unfilled roles are cutting into productivity.
- An estimated 25% of all U.S. manufacturing workers are 55 and older, with many retiring every day.
- Approximately 65% of industry leaders recently agreed that the skills needed for technology enabled manufacturing jobs are outpacing the current workforce.
- In total, 36% of manufacturing frontline workers felt they were not equipped to adapt to digital tools and technology.

Economic Corner: Trends in Labor Dynamics

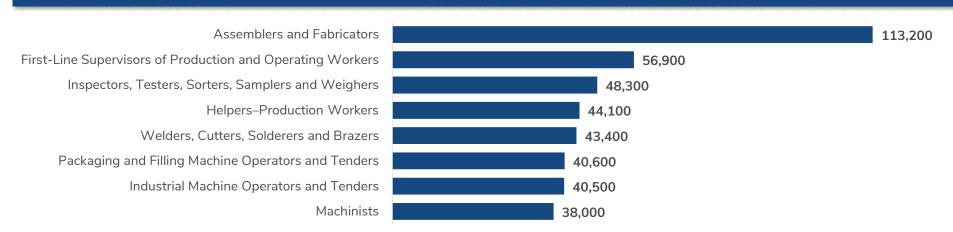
Labor Force Shortage Challenges – December 2023



Multitude of labor factors impacting the manufacturing industry

2.1 million workers are missing from the U.S. labor force compared to February 2020

Projected Open Roles for Manufacturing Companies, 2019 – 2029

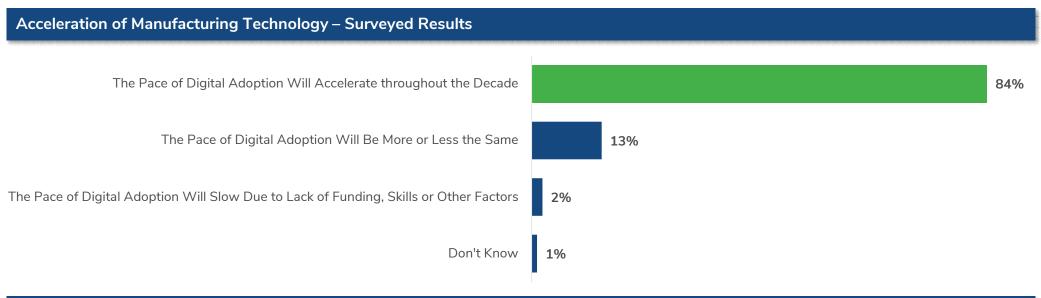


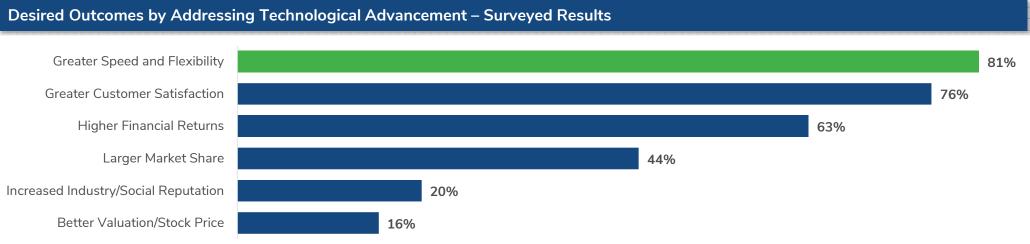
Economic Corner: Trends in Technological Advancement

The Manufacturing Leadership Council surveyed over 260 senior manufacturing industry executives

- Survey participants predicted machine learning and collaborative robots will have the greatest impact on manufacturing and production operations by 2030.
- Greater speed and flexibility and greater customer satisfaction are the most prevalent aspirational outcomes to autonomous operations.
- Approximately 68% of survey participants believe factories and plants will become largely autonomous by 2030, requiring significant capital investment over the next decade.
- About 56% of strategic initiatives are focused within a two- to five-year time frame.

Economic Corner: Trends in Technological Advancement





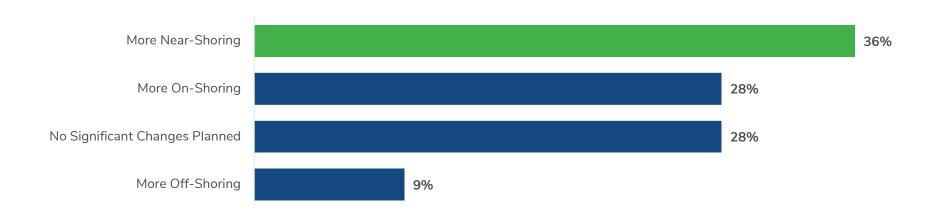
Economic Corner: Trends in Near- and On-Shoring

Geopolitical risks incentivize U.S. manufacturers to minimize supply chain costs and disruptions through near- and on-shoring

- On-shoring efforts aim to reduce dependency on foreign suppliers and mitigate supply chain disruptions.
- An increase in domestic manufacturing will foster innovation and quality improvement across local industries.
- More than a third of U.S. imports, valued over \$3 trillion, come from Mexico, China and Canada.
- Between 2022 and 2023, the value of goods imported to the U.S. from Mexico rose 5%, while Chinese imports fell 20%.

Economic Corner: Trends in Near- and On-Shoring

Anticipated Production and Supply Chain Networks in 2030 – Surveyed Results



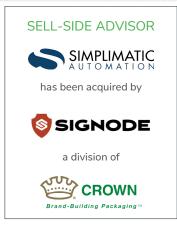
Mexico Surpassed	China in Terms of	f U.S. Imports in 2023
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Country	Mexico	China	Canada		
Percentage of U.S. Tariffs	15.0%	14.6%	13.0%		
Advantages to Mexican Imports		Disadvantages t	Disadvantages to Chinese Imports		
Geographic Proximity		Economic Tension			
Zero Tariffs		High Tariffs	High Tariffs		
Low Labor Costs		Security Concerns	Security Concerns		
Relatively Mature Manufacturing Base		Lower U.S. Production Output	Lower U.S. Production Output		

Relevant Kroll Experience

Select Experience in the Industrial Technology Sector

Selected Case Studies



Simplimatic Automation is one of the leading suppliers of robotic and conveyor automation solutions in North America. The company manufactures and integrates the highest-quality material handling and conveyor systems, advanced robotics, autonomous mobile robots and customer automation systems.

Additional Industrial Technology and Engineered Products Experience

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The Business of Science*

Sale of Oxford Instruments' Industrial Analysis business to





Classic Design is an end-to-end designer, developer and integrator of custom automation solutions to customers in the automotive and defense sectors. The company has a global footprint across the U.S. and India.



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