



Aerospace and Defense Newsletter

September 2023

KPMG Corporate Finance LLC



Sector Outlook

A&D market performance

- The A&D industry has lagged in deal volume thus far in 2023 as compared to 2021 highs.
- At the same time public company performance has been strong in 2023 with market gains.
- The A&D industry has faced hurdles for the first half of 2023 including, supply chain, production lags, high borrowing costs, and the war for talent.

M&A Interest

- PE firms continue to have dry powder with strong interest in investing capital. With recession fears receding and stabilizing inflation, PE firms are looking to invest capital regardless of continued high borrowing costs.
- Strategic investors have closed several notable investments thus far in 2023 and many will be looking to execute on acquisition plans as top performing assets enter the market.

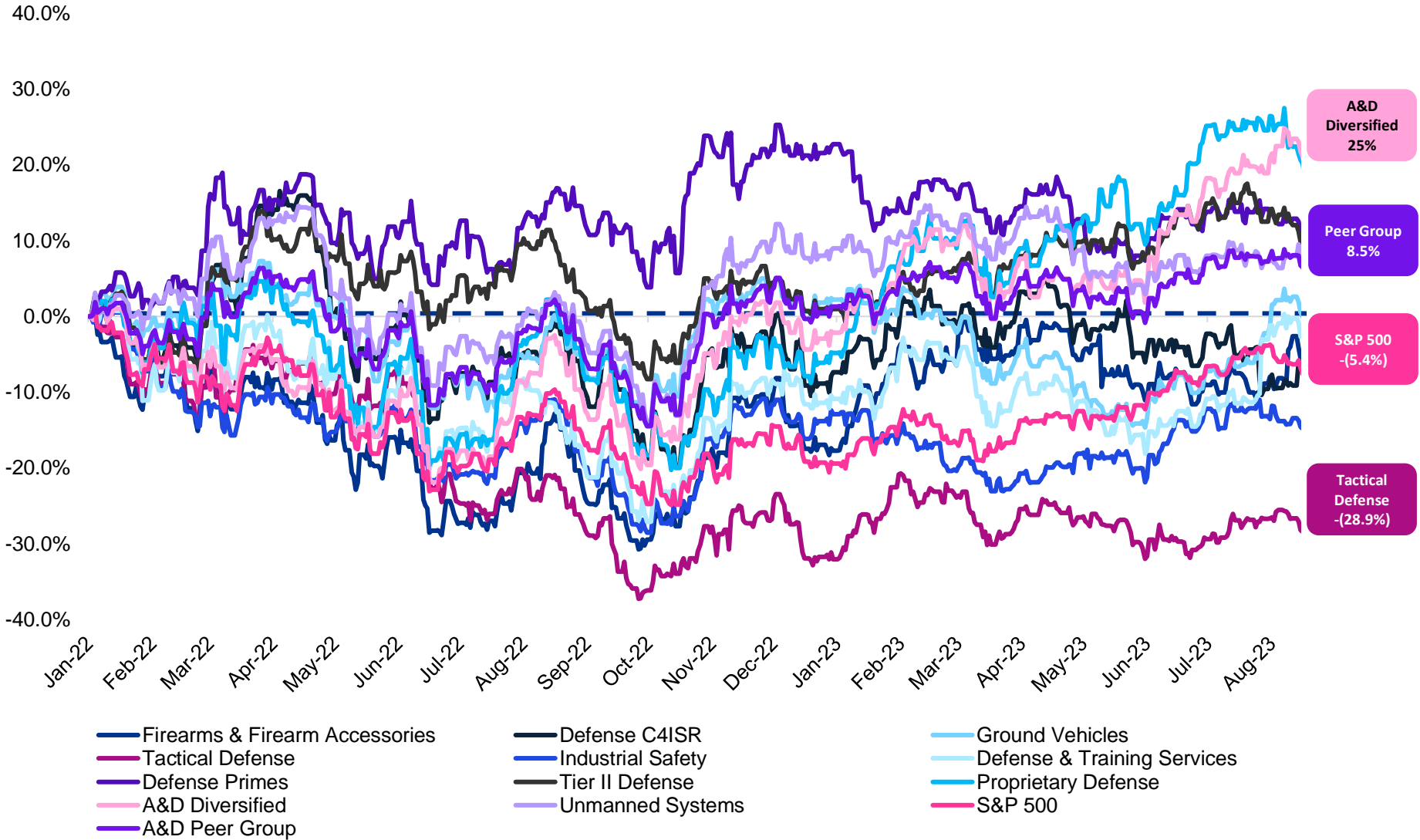
A&D market outlook

- The A&D market has the potential to pick up forward momentum during the latter half of 2023.
- The revenue outlook is expected to be strong for the rest of 2023 and into 2024 driven by disruption in the space industry, the conflict in Ukraine, and strong demand from customers in the aerospace market
- Defense budgets continue to reach historic levels driving performance and interest in the industry.

Trends

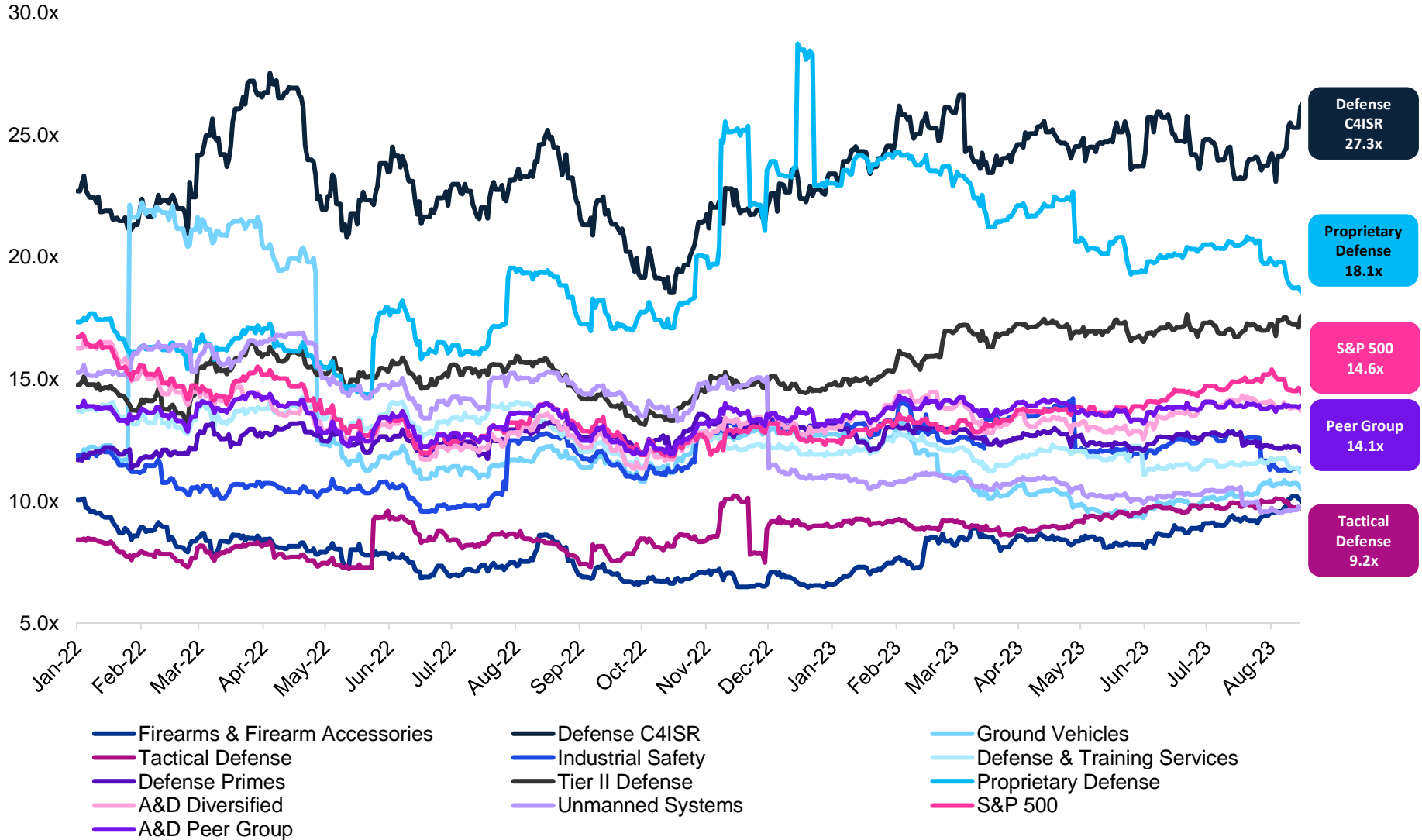
- ESG pressure are expected to drive key innovative growth opportunities as companies race to net zero.
- The space sector has been growing at a rapid pace with significant investment that is expected to continue.
- Commercial aerospace has rebounded strongly from the Covid-19 pandemic as people return to airplane travel.

Public Capital Markets Stock Performance



Sources: CapitalIQ and company filings. Note: All figures in USD, where applicable, converted at rates as of August 31, 2023

Public Capital Markets EV/EBITDA



Sources: CapitalIQ and company filings. Note: All figures in USD, where applicable, converted at rates as of August 31, 2023

Public Company Key Statistics (1/3)

Company	Market Data					LTM Financials			Enterprise Value Multiples			
	HQ (country)	Market Cap ⁽¹⁾	Enterprise Value (\$mm)	Share Price	% 52-Wk High	Revenue (\$mm)	Gross Margin %	EBITDA Margin %	LTM EBITDA	CY 2022 EBITDA	NTM EBITDA	
Firearms & Firearm Accessories												
Sturm, Ruger & Company, Inc.	US	\$914	\$780	\$52	82%	\$581	27%	17%	7.8x	6.1x	7.1x	
AMMO, Inc.	US	\$270	\$237	\$2	58%	\$158	33%	8%	18.8x	4.4x	9.1x	
National Presto Industries, Inc.	US	\$530	\$441	\$75	91%	\$343	18%	10%	11.9x	14.6x	NM	
American Outdoor Brands, Inc.	US	\$128	\$136	\$10	85%	\$191	46%	2%	17.3x	4.7x	10.1x	
Olin Corporation	US	\$7,300	\$10,249	\$58	90%	\$7,846	20%	23%	5.4x	4.2x	7.2x	
Clarus Corporation	US	\$269	\$403	\$7	42%	\$401	36%	9%	10.0x	7.8x	8.0x	
Smith & Wesson Brands, Inc.	US	\$542	\$553	\$12	85%	\$479	35%	18%	6.2x	1.9x	5.8x	
Vista Outdoor Inc.	US	\$1,697	\$2,740	\$29	91%	\$2,971	33%	17%	5.2x	3.8x	5.2x	
Colt CZ Group SE	CZ	\$871	\$1,033	\$25	92%	\$659	44%	19%	8.5x	7.6x	7.3x	
Axon Enterprise, Inc.	US	\$15,917	\$15,500	\$213	93%	\$1,366	61%	11%	NM	NM	46.9x	
Mean		\$2,844	\$3,207	\$48	81%	\$1,499	35%	13%	10.1x	6.1x	11.9x	
Median		\$707	\$667	\$27	87%	\$530	34%	14%	8.5x	4.7x	7.3x	
Defense C4ISR												
AeroVironment, Inc.	US	\$2,534	\$2,564	\$97	86%	\$541	34%	14%	31.3x	49.4x	20.9x	
Kratos Defense & Security Solutions, Inc.	US	\$2,060	\$2,366	\$16	93%	\$967	25%	4%	42.3x	NM	23.6x	
Mercury Systems, Inc.	US	\$2,284	\$2,801	\$39	66%	\$974	33%	9%	26.7x	17.1x	16.4x	
Teledyne Technologies Incorporated	US	\$19,691	\$22,684	\$418	93%	\$5,590	43%	24%	16.8x	17.2x	15.8x	
Viasat, Inc.	US	\$3,441	\$9,149	\$28	59%	\$2,761	29%	13%	19.2x	27.5x	6.0x	
Mean		\$6,002	\$7,913	\$120	79%	\$2,166	33%	13%	27.3x	27.8x	16.5x	
Median		\$2,534	\$2,801	\$39	86%	\$974	33%	13%	26.7x	22.4x	16.4x	
Ground Vehicles												
Oshkosh Corporation	US	\$6,780	\$7,022	\$104	97%	\$8,952	15%	9%	8.0x	13.6x	7.3x	
Textron Inc.	US	\$15,392	\$17,611	\$78	97%	\$13,162	16%	12%	10.9x	11.7x	10.3x	
General Dynamics Corporation	US	\$61,772	\$72,103	\$227	88%	\$40,859	16%	12%	13.2x	13.1x	12.3x	
Mean		\$27,981	\$32,245	\$136	94%	\$20,991	16%	11%	10.7x	12.8x	10.0x	
Median		\$15,392	\$17,611	\$104	97%	\$13,162	16%	12%	10.9x	13.1x	10.3x	
Tactical Defense												
AirBoss of America Corp.	CA	\$106	\$214	\$4	40%	\$453	4%	NM	NM	NM	6.8x	
Avon Protection plc	GB	\$247	\$344	\$8	52%	\$266	30%	5%	22.3x	30.5x	11.1x	
Olin Corporation	US	\$7,300	\$10,249	\$58	90%	\$7,846	20%	23%	5.4x	4.2x	7.2x	
Vista Outdoor Inc.	US	\$1,697	\$2,740	\$29	91%	\$2,971	33%	17%	5.2x	3.8x	5.2x	
Sturm, Ruger & Company, Inc.	US	\$914	\$780	\$52	82%	\$581	27%	17%	7.8x	6.1x	7.1x	
Colt CZ Group SE	CZ	\$871	\$1,033	\$25	92%	\$659	44%	19%	8.5x	7.6x	7.3x	
Smith & Wesson Brands, Inc.	US	\$542	\$553	\$12	85%	\$479	35%	18%	6.2x	1.9x	5.8x	
Mean		\$1,668	\$2,273	\$27	76%	\$1,894	27%	16%	9.2x	9.0x	7.2x	
Median		\$871	\$780	\$25	85%	\$581	30%	18%	7.0x	5.1x	7.1x	

Sources: CapitalIQ and company filings. Note: All figures in USD, where applicable, converted at rates as of August 31, 2023

(1) Enterprise Value (EV) equals Market Capitalization plus Debt, Preferred Equity, and Minority Interest, minus Cash and Cash Equivalents as of closing price August 31, 2023

(2) Closing share prices as of August 31, 2023

(3) EBITDA equals Earnings before Interest Expense, Income Taxes, D&A

Public Company Key Statistics (2/3)

Company	Market Data					LTM Financials			Enterprise Value Multiples			
	HQ (country)	Market Cap ⁽¹⁾	Enterprise Value (\$mm)	Share Price	% 52-Wk High	Revenue (\$mm)	Gross Margin %	EBITDA Margin %	LTM EBITDA	CY 2022 EBITDA	NTM EBITDA	
Industrial Safety												
3M Company	US	\$58,881	\$71,526	\$107	80%	\$33,054	44%	23%	9.0x	9.6x	8.3x	
Ansell Limited	AU	\$1,918	\$2,258	\$15	79%	\$1,655	37%	15%	8.5x	7.7x	8.6x	
Drägerwerk AG & Co. KGaA	DE	\$835	\$1,191	\$48	87%	\$3,576	42%	4%	6.1x	NM	4.1x	
Honeywell International Inc.	US	\$124,785	\$138,982	\$188	85%	\$36,147	34%	24%	15.5x	16.8x	14.3x	
MSA Safety Incorporated	US	\$7,179	\$7,884	\$183	98%	\$1,671	46%	26%	17.8x	21.4x	17.4x	
Mean		\$38,720	\$44,368	\$108	86%	\$15,220	41%	18%	11.4x	13.9x	10.6x	
Median		\$7,179	\$7,884	\$107	85%	\$3,576	42%	23%	9.0x	13.2x	8.6x	
Defense & Training Services												
CAE Inc.	CA	\$7,659	\$10,059	\$24	99%	\$3,266	29%	18%	15.2x	22.7x	12.3x	
Textron Inc.	US	\$15,392	\$17,611	\$78	97%	\$13,162	16%	12%	10.9x	11.7x	10.3x	
QinetiQ Group plc	GB	\$2,428	\$2,705	\$4	87%	\$1,956	14%	15%	8.6x	11.3x	7.7x	
Mean		\$8,493	\$10,125	\$35	94%	\$6,128	20%	15%	11.6x	15.2x	10.1x	
Median		\$7,659	\$10,059	\$24	97%	\$3,266	16%	15%	10.9x	11.7x	10.3x	
Defense Primes												
General Dynamics Corporation	US	\$61,772	\$72,103	\$227	88%	\$40,859	16%	12%	13.2x	13.1x	12.3x	
Huntington Ingalls Industries, Inc.	US	\$8,784	\$11,575	\$220	85%	\$10,899	13%	10%	9.6x	10.1x	10.8x	
L3Harris Technologies, Inc.	US	\$33,683	\$42,944	\$178	70%	\$17,988	27%	15%	14.7x	15.0x	11.2x	
Lockheed Martin Corporation	US	\$112,909	\$126,781	\$448	88%	\$67,393	13%	15%	11.9x	14.7x	13.0x	
The Boeing Company	US	\$135,136	\$173,666	\$224	92%	\$73,608	9%	1%	NM	NM	29.6x	
Northrop Grumman Corporation	US	\$65,526	\$79,252	\$433	78%	\$37,881	20%	19%	10.4x	10.3x	13.6x	
RTX Corporation	US	\$124,936	\$158,075	\$86	79%	\$70,573	20%	17%	12.6x	14.0x	11.7x	
Mean		\$77,535	\$94,914	\$260	83%	\$45,600	17%	13%	12.1x	12.9x	14.6x	
Median		\$65,526	\$79,252	\$224	85%	\$40,859	16%	15%	12.3x	13.6x	12.3x	
Tier II Defense												
BWX Technologies, Inc.	US	\$6,747	\$8,049	\$74	97%	\$2,329	24%	16%	18.8x	20.9x	16.1x	
Honeywell International Inc.	US	\$124,785	\$138,982	\$188	85%	\$36,147	34%	24%	15.5x	16.8x	14.3x	
Kratos Defense & Security Solutions, Inc.	US	\$2,060	\$2,366	\$16	93%	\$967	25%	4%	42.3x	NM	23.6x	
Mercury Systems, Inc.	US	\$2,284	\$2,801	\$39	66%	\$974	33%	9%	26.7x	17.1x	16.4x	
TE Connectivity Ltd.	CH	\$41,562	\$44,784	\$132	90%	\$16,358	31%	21%	12.2x	11.9x	12.3x	
Leonardo S.p.a.	IT	\$8,308	\$12,971	\$14	99%	\$16,409	12%	9%	7.9x	8.8x	6.2x	
Thales S.A.	FR	\$30,480	\$31,563	\$146	94%	\$19,682	26%	13%	11.0x	12.7x	9.6x	
Saab AB (publ)	SE	\$7,029	\$6,694	\$53	87%	\$4,317	21%	11%	14.5x	16.4x	10.5x	
Kongsberg Gruppen ASA	NO	\$7,280	\$7,595	\$41	89%	\$3,348	60%	14%	14.2x	18.8x	13.8x	
Elbit Systems Ltd.	IL	\$8,727	\$10,122	\$197	88%	\$5,703	25%	8%	17.9x	22.2x	16.8x	
Mean		\$23,926	\$26,593	\$90	89%	\$10,623	29%	13%	18.1x	16.2x	14.0x	
Median		\$7,794	\$9,086	\$63	90%	\$5,010	26%	12%	15.0x	16.8x	14.1x	

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Proprietary Defense												
HEICO Corporation	US	\$20,536	\$21,400	\$169	93%	\$2,641	39%	26%	30.1x	36.5x	23.8x	
TransDigm Group Incorporated	US	\$49,877	\$66,542	\$904	96%	\$6,243	58%	48%	22.0x	27.0x	18.2x	
Ducommun Incorporated	US	\$662	\$956	\$45	78%	\$743	21%	11%	10.1x	12.3x	8.6x	
Drägerwerk AG & Co. KGaA	DE	\$835	\$1,191	\$48	87%	\$3,576	42%	4%	6.1x	NM	4.1x	
Avon Protection plc	GB	\$247	\$344	\$8	52%	\$266	30%	5%	22.3x	30.5x	11.1x	
AirBoss of America Corp.	CA	\$106	\$214	\$4	40%	\$453	4%	NM	NM	NM	6.8x	
Mean		\$12,044	\$15,108	\$196	74%	\$2,320	32%	19%	18.1x	26.6x	12.1x	
Median		\$749	\$1,073	\$47	82%	\$1,692	34%	11%	22.0x	28.7x	9.9x	
A&D Diversified												
AAR Corp.	US	\$2,120	\$2,382	\$62	96%	\$1,991	19%	9%	12.2x	16.5x	10.4x	
AMETEK, Inc.	US	\$36,801	\$38,563	\$160	97%	\$6,421	35%	30%	19.3x	21.2x	18.6x	
Curtiss-Wright Corporation	US	\$7,967	\$9,107	\$208	99%	\$2,723	37%	22%	14.3x	16.3x	14.7x	
Hexcel Corporation	US	\$6,191	\$6,866	\$73	93%	\$1,706	25%	20%	19.1x	23.7x	16.9x	
Textron Inc.	US	\$15,392	\$17,611	\$78	97%	\$13,162	16%	12%	10.9x	11.7x	10.3x	
Parker-Hannifin Corporation	US	\$53,543	\$65,973	\$417	97%	\$19,065	34%	23%	14.6x	19.2x	13.9x	
ESCO Technologies Inc.	US	\$2,759	\$2,913	\$107	98%	\$940	39%	19%	15.7x	18.3x	14.8x	
ITT Inc.	US	\$8,397	\$8,440	\$102	99%	\$3,160	32%	20%	12.8x	15.0x	11.8x	
Moog Inc.	US	\$3,704	\$4,744	\$116	99%	\$3,215	27%	11%	12.0x	13.5x	10.9x	
Astronics Corporation	US	\$572	\$777	\$18	78%	\$621	15%	1%	NM	NM	10.5x	
Barnes Group Inc.	US	\$1,990	\$2,489	\$39	83%	\$1,303	34%	19%	9.5x	10.3x	9.2x	
Mean		\$12,676	\$14,533	\$125	94%	\$4,937	28%	17%	14.0x	16.6x	12.9x	
Median		\$6,191	\$6,866	\$102	97%	\$2,723	32%	19%	13.5x	16.4x	11.8x	
Unmanned Systems												
The Boeing Company	US	\$135,136	\$173,666	\$224	92%	\$73,608	9%	1%	NM	NM	29.6x	
Lockheed Martin Corporation	US	\$112,909	\$126,781	\$448	88%	\$67,393	13%	15%	11.9x	14.7x	13.0x	
Leidos Holdings, Inc.	US	\$13,393	\$18,562	\$98	88%	\$14,842	14%	10%	10.9x	12.7x	11.6x	
Teledyne Technologies Incorporated	US	\$19,691	\$22,684	\$418	93%	\$5,590	43%	24%	16.8x	17.2x	15.8x	
Draganfly Inc.	CA	\$40	\$35	\$1	38%	\$5	28%	NM	NM	NM	NM	
AgEagle Aerial Systems, Inc.	US	\$18	\$21	\$0	23%	\$17	42%	NM	NM	NM	NM	
UAV Corp.	US	\$1	\$0	\$0	15%	\$1	59%	NM	0.0x	NM	NM	
Mean		\$40,170	\$48,821	\$170	62%	\$23,065	30%	13%	9.9x	14.9x	17.5x	
Median		\$13,393	\$18,562	\$98	88%	\$5,590	28%	13%	11.4x	14.7x	14.4x	

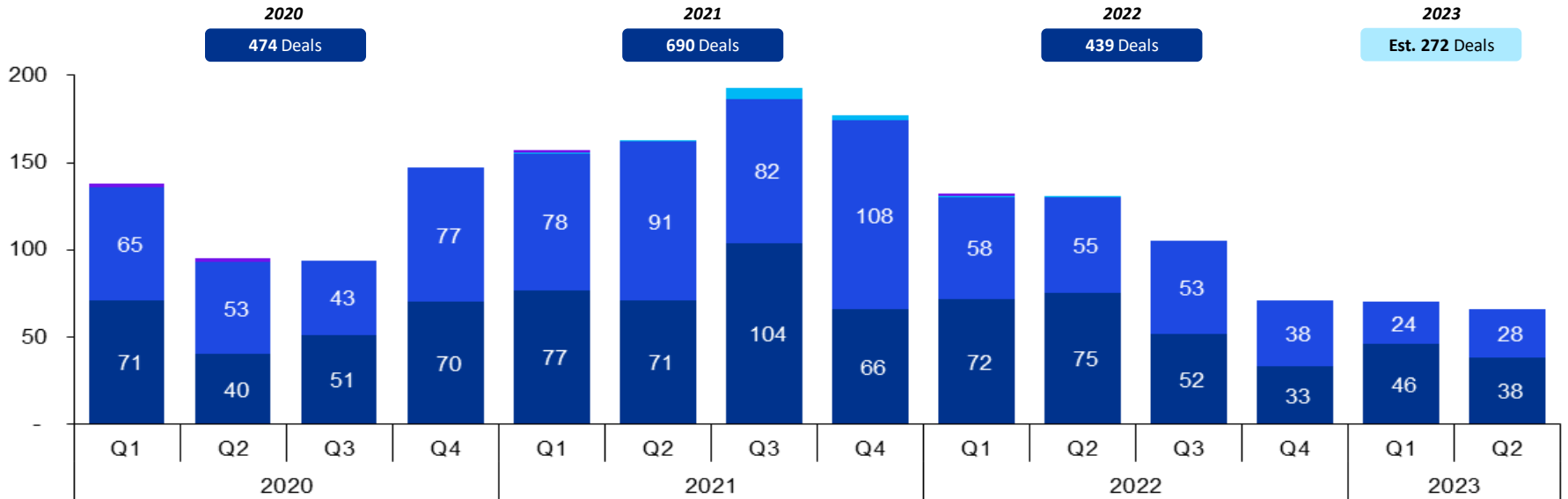
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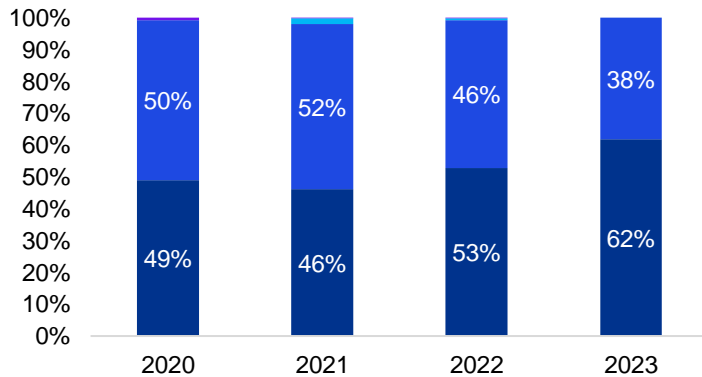
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M&A Activity by Buyer Type



■ Private Equity Acquisitions ■ Corporate Acquisitions ■ SPAC ■ Other



■ Private Equity Acquisitions ■ Corporate Acquisitions
■ SPAC ■ Other

Continued Private Equity Interest

- PE firms continue to have dry powder with strong interest in investing capital. With a hopeful positive economic outlook and stabilizing inflation, PE firms are looking to invest capital.
- PE firms have made 84 acquisitions accounting for 62% of total acquisitions during the first two quarters of 2023. With lower deal volumes thus far in 2023, many PE firms will be looking to catch up to planned investment targets in the latter half of the year.

A&D market performance

- The A&D market dipped from 2021 highs with 439 deals in 2022 as compared to 690 deals in 2021. 136 deals have occurred thus far in 2022, with an estimated projection of 272 deals based on performance so far in 2023.
- The A&D industry has faced hurdles for the first half of 2023 including, supply chain, production lags, high borrowing costs, ESG concerns, and the war for talent.

A&D market outlook

- The A&D market has the potential to outperform the first half of the year in the last two quarters of 2023. PE interest remains strong, and with corporate acquisitions slumped many companies will be interested in executing on their acquisition strategies in the second half of the year
- The revenue outlook is expected to be strong for the rest of 2023 and into 2024 driven by disruption in the space industry, the conflict in Ukraine, and strong demand from customers in the aerospace market.

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Transaction Spotlight

BAE Systems has acquired Ball Corporations Aerospace Division for \$5.6 billion

Transaction Background

- Ball Corporation (NYSE: BALL), a leading producer of aluminum packaging, on August 17 2023, agreed to sell its aerospace business to BAE Systems (LSE: BA).
- Ball's Aerospace Division is a provider of mission critical space systems and defense. The division has growth potential with both the US intelligence Community and Defense Department. The division includes roughly 5,200 highly qualified aerospace employees.

Transaction Details

- Proceeds from the sale are \$5.6 billion representing a 19.6x multiple on EBITDA in the last twelve months ended June 30, 2023.
- Ball plans to use the after-tax proceeds of roughly \$4.5 billion to pay down its \$10 billion in existing debt

Demand for High Quality Defense Assets

- The 19.6x multiple valuation is indicative of the high demand for high quality defense assets. Ball's Aerospace Division is a high-quality technology focused business.
- Defense assets will continue to garner premium valuations if they can demonstrate quality and strong relationships with key customers, in the overall defense market that is projected for significant growth.



BAE SYSTEMS



Select M&A transactions 2023 (1/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Ann.	Ball Aerospace & Technologies Corp.	Ball Aerospace Business of Ball Corporation provides spacecraft, mission payloads, optical systems, and antenna systems.	BAE Systems plc	\$5,550	2.81x	19.6x
Ann.	Tomahawk Robotics, Inc.	Tomahawk Robotics, Inc. designs and develops robotic control systems to drive enterprise adoption of robotics.	AeroVironment, Inc.	\$120	NA	NA
Ann.	The Radio Frequency Business of Wolfspeed, Inc.	The Radio Frequency Business of Wolfspeed, Inc. offers allium nitride (GaN) and silicon carbide products.	MACOM Technology Solutions Holdings, Inc.	\$127	0.84x	NA
Ann.	Horizon Aircraft, Inc.	Horizon Aircraft, Inc. operates as an aerospace engineering company that manufactures eVTOL aircraft.	Pono Capital Three, Inc.	NA	NA	NA
Ann.	Actuation and Flight Control Business of Collins Aerospace	Actuation and Flight Control Business of Collins Aerospace comprises actuation and flight control systems for commercial and military aircraft and helicopters.	Safran SA	NA	NA	NA
Ann.	SCADAfence Ltd.	The company provides SCADAfence Platform, which offers network monitoring that provides visibility, risk management, and threat detection; governance portal; IoT security; operational technology remote access security; and risk reduction.	Honeywell International Inc.	NA	NA	NA
Ann.	Cobham Aerospace SAS (Advent International)	Cobham Aerospace SAS manufactures avionics products, such as aircraft audio and radio management systems.	Thales S.A.	\$1,100	NA	NA
Ann.	Bighorn Airways, Inc.	Bighorn Airways, Inc. provides aviation services, that includes on-demand aircraft and helicopter charter, aerial spraying, full fixed base operator (FBO) services, aircraft refueling, maintenance, avionics service, and contract services.	Bridger Aerospace Group Holdings, Inc.	\$39	NA	NA
Ann.	Imperva, Inc. (Thoma Bravo)	Imperva, Inc. offers application data security and compliance.	Thales S.A.	\$3,600	7.20x	NA
Ann.	Definitive Logic Corporation	Definitive Logic Corporation, a management and technology consulting firm, provides automation and integration services.	ManTech International Corporation (Carlyle)	NA	NA	NA
Ann.	EchoStar Corporation	EchoStar Corporation, together with its subsidiaries, provides networking technologies and services worldwide. The company operates in two segments, Hughes and EchoStar Satellite Services (ESS).	DISH Network Corporation	\$1,657	0.88x	2.8x
Aug-23	MB Aerospace Holdings Limited (Blackstone)	MB Aerospace Holdings Limited provides engineering solutions to the aerospace and defense industry. It manufactures and sells aero engine components.	Barnes Group Inc.	\$740	NA	NA
Aug-23	Free Space Inc.	Free Space Inc. builds new space domain awareness and space security solutions for the U.S. Government, its allies, and aligned commercial satellite operators.	SCOUT Space Inc.	NA	NA	NA
Aug-23	North Coast Technical, Inc.	North Coast Technical, Inc. operates as a machine vision distributor for OEMs and Systems Integrators.	Peak Technologies, Inc.	NA	NA	NA
Aug-23	Soar Technology, Inc.	Soar Technology, Inc. designs, develops, and deploys artificial intelligence and cognitive software systems for the military and civilian applications.	Forward Slope Incorporated	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (2/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Aug-23	Sealing Technologies, Inc.	Sealing Technologies, Inc. offers cyber security lifecycle engineering and integration services.	Parsons Corporation	\$200	NA	NA
Aug-23	Substantially all of the assets of Exo-Space, Inc.	Exo-Space, Inc. comprises AI-based hardware manufacturing business for satellites.	Craig Technical Consulting, Inc.	\$0	NA	NA
Aug-23	Hypergiant Industries, Inc.	Hypergiant Industries, Inc. operates as an artificial intelligence (AI) defense platform and solutions company.	Trive Capital Management LLC	NA	NA	NA
Aug-23	Artemis Consulting, Inc.	Artemis Consulting, Inc. is an IT consulting and services company.	Aretum, LLC (Renovus Capital Partners)	NA	NA	NA
Aug-23	Business Assets of Specline, Inc.	Business Assets of Specline, Inc. comprises precision bearings and components manufacturing business.	RBC Bearings Incorporated	\$19	NA	NA
Aug-23	Arconic Corporation	Arconic Corporation manufactures and sells fabricated aluminum sheets, plates, extrusions, and architectural products and systems in the United States and internationally.	Apollo Global Management, Inc.; Irenic Capital Management LP	\$4,671	0.54x	8.1x
Aug-23	Solutions By Design II, LLC	Solutions By Design II, LLC offers information technology (IT) and management support services.	Converged Security Solutions (Hillcrest)	NA	NA	NA
Aug-23	Griffeye Technologies AB	Griffeye Technologies AB operates a digital investigation platform that enables police agencies to manage, build, and share digital media intelligence.	Magnet Forensics (Thoma Bravo)	NA	NA	NA
Aug-23	Strategic Technology Consulting, LLC	Strategic Technology Consulting, LLC offers digital engineering and model-based systems engineering services and products.	Arcfield (Veritas)	NA	NA	NA
Aug-23	Anser Advisory, LLC (Sterling Investment Partners)	Anser Advisory, LLC specializes in capital program funding, program management, project management, construction management, and executive advisory services.	Accenture plc	NA	NA	NA
Aug-23	Louis Berger Services, Inc.	Louis Berger Services, Inc. provides logistics, airfield operations, vehicular overhaul, engineering, and technical staffing services.	Versar, Inc. (Kingswood Capital Management)	NA	NA	NA
Aug-23	Wencor Group, LLC (Warburg Pincus)	Wencor Group, LLC provides design, distribution, and repair solutions for airlines, repair stations, OEMs, personal aircraft, and militaries worldwide.	HEICO Corporation	\$2,050	NA	NA
Aug-23	Wireless Telecom Group, Inc.	Wireless Telecom Group, Inc., together with its subsidiaries, provides radio frequency components in the Americas, Europe, the Middle East, Africa, and the Asia Pacific.	Maury Microwave, Inc. (Artemis Capital Partners)	\$28	1.25x	NM
Aug-23	Waterfront Technical Services LLC	Waterfront Technical Services LLC provides business development consulting and mission support services.	Sentar, Inc.	NA	NA	NA
Aug-23	Integrated Data Services, LLC	The company offers services that include software application development, BI and analytics, CCAR administration, system ACQ support, financial and budget support, contract reconciliation, database administration, data integration, and CCAR formal and informal training.	Arlington Capital Partners	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (3/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Aug-23	Empire Products, Inc.	Empire Products, Inc. operates as a military sewing manufacturer that manufactures propellant bags and charge bags.	The Day & Zimmermann Group, Inc.	NA	NA	NA
Aug-23	Cyber Cloud Technologies, LLC	Cyber Cloud Technologies, LLC operates as an IT consulting and services company. It offers Cyber Consulting Services, IT Enterprise Services, and Cloud Services Integration services.	T-Rex Solutions, LLC	NA	NA	NA
Jul-23	Development Innovations Group, LLC	Development Innovations Group, LLC develops and transitions the economy in the fields of financial inclusion and economic growth, environment, health, democratic governance, urban development, fund management, emergency management, and cross-cutting areas.	CRDF Global	NA	NA	NA
Jul-23	Bridge Core LLC	Bridge Core LLC provides visual intelligence, cybersecurity, and other technical solutions to the U.S. government intelligence community.	NewSpring Capital, LLC	NA	NA	NA
Jul-23	Delta P Design, Inc.	Delta P Design, Inc. manufactures centerfire rifle suppressors and accessories for military applications.	True Velocity Ammunition, LLC	NA	NA	NA
Jul-23	Talyn Air	Talyn Air Inc. comprises electric vertical takeoff and landing aircraft manufacturing business for passengers and cargo.	Ampaire Inc.	NA	NA	NA
Jul-23	SK AeroSafety Group (Levine Leichtman Capital Partners)	SK AeroSafety Group provides inspection, testing, maintenance, and repair of passenger safety equipment found on all commercial and private aircraft worldwide.	Bridgepoint Advisers Limited; Bridgepoint Development Capital IV	NA	NA	NA
Jul-23	Artemis Optical Limited	Artemis Optical Limited designs and manufactures optical thin film coatings for original equipment manufacturers in defense, aerospace, security, space, photonic surgery, and medical and analytical instrumentation markets worldwide.	Gooch & Housego PLC	\$12	NA	NA
Jul-23	Trident Systems Incorporated	Trident Systems Incorporated develops and provides technology solutions for military and intelligence communities, and commercial and international customers.	LightRidge Solutions (ATL Partners)	NA	NA	NA
Jul-23	eTelligent Group LLC	eTelligent Group LLC provides technologies and program management solutions to the U.S. Government.	IMB Partners	NA	NA	NA
Jul-23	OPS Consulting, LLC	OPS Consulting, LLC develops, engineers, and deploys mission solutions for the security of the U.S. and its allies.	The Swift Group, LLC	NA	NA	NA
Jul-23	FM:Systems Group, LLC	FM:Systems Group, LLC develops integrated workplace management systems, employee experience, and workplace services software.	Johnson Controls International plc	\$610	NA	NA
Jul-23	Riverbed Technology LLC (Apollo Global Management)	Riverbed Technology LLC develops application performance infrastructure solutions.	Vector Capital Management, L.P.	NA	NA	NA
Jul-23	Ardent Management Consulting, Inc.	Ardent Management Consulting, Inc. provides information technology (IT) and business solutions. The company offers services in the areas of IT implementation, geospatial analysis, cloud computing, strategic planning, and business process reengineering.	Mission1st Group, Inc.	NA	NA	NA
Jul-23	Sightline Applications, LLC	Sightline Applications, LLC designs and develops onboard video processors for camera systems.	Artemis Capital Partners Management Co., LLC	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (4/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Jul-23	NEL Frequency Controls Inc.	NEL Frequency Controls Inc. manufactures frequency control products.	Abracon LLC (Genstar Capital)	NA	NA	NA
Jul-23	Electrical Wiring and Interconnection Systems (EWIS) business in Querétaro	The Querétaro, Mexico-based Electrical Wiring Interconnection System Business specializes in the customised design, industrialisation and production of wiring systems, avionics racks and test benches for the aeronautics, defence and space sectors.	Bombardier Inc.	NA	NA	NA
Jun-23	DMC Power Ltd (Bridgepoint Capital)	DMC Power Ltd designs and manufactures connection systems for transmission, distribution, substation, and industrial projects.	Golden Gate Capital	NA	NA	NA
Jun-23	Pinnacle Solutions, Inc.	Pinnacle Solutions, Inc. provides simulation and training solutions to the Department of Defense, training system contractors, and weapon system original equipment manufacturers.	Akima LLC	NA	NA	NA
Jun-23	Compressor Controls Corporation (Clayton, Dübiliier, & Rice)	Compressor Controls Corporation designs and develops turbo machinery controls.	Honeywell International Inc.	\$661	NA	15.0x
Jun-23	Desser Holding Company LLC (Graham Partners)	Desser Holding Company LLC distributes aviation tires, tubes, brakes, and batteries. The company offers component maintenance, repair, and overhaul (MRO) services.	VSE Corporation	\$124	NA	NA
Jun-23	Vulcan Machine, LLC	Vulcan Machine, LLC owns and operates a CNC manufacturing facility that manufactures tolerance precision machined parts for aerospace and defense customers.	Prince Industries, Inc. (HC Private Investments)	NA	NA	NA
Jun-23	Adranos, Inc.	Adranos, Inc. manufactures solid rocket fuel, and rocket motors for national security, defense, and commercial spaceflight.	Anduril Industries, Inc.	NA	NA	NA
Jun-23	Joint Research And Development, Inc.	Joint Research And Development, Inc. provides test and evaluation services.	Broadtree Partners	NA	NA	NA
Jun-23	Accedian Networks Inc. (Bridge Growth Partners)	Accedian Networks Inc. offers performance assurance solutions for mobile backhaul and small cells, business services, and service provider SDN.	Cisco Systems, Inc.	NA	NA	NA
Jun-23	CentroMotion (One Rock Capital)	CentroMotion is a provider of motion, actuation, and control technologies for OEM products in the industrial and transportation sectors.	Lone Star Americas Acquisitions, Inc.	NA	NA	NA
Jun-23	Custom Alloy Corporation	Custom Alloy Corporation comprises welded pipe fittings and forgings.	Trident Maritime Systems, LLC (J.F. Lehman & Co.)	NA	NA	NA
Jun-23	SecuLore Solutions, LLC	SecuLore operates as a cybersecurity company for public safety.	Exacom, Inc.	NA	NA	NA
Jun-23	Titan Acquisition Holdings L.P. (Carlyle and Stellex Capital Management)	Titan Acquisition Holdings L.P. operates as a shipbuilding conglomerate company that provides ship repair and commercial and defense-related fabrication services for the defense industry.	Lone Star Americas Acquisitions, Inc.	NA	NA	NA
Jun-23	A.M. Castle & Co.	A.M. Castle & Co., together with its subsidiaries, operates as a specialty metals distribution company in the United States, Canada, Mexico, France, Spain, China, and Singapore.	MiddleGround Management, LP	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (5/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Jun-23	Finnoff Aviation Products	Finnoff Aviation is a provider of aircraft upgrades for the Pilatus PC-12.	New State Capital Partners LLC	NA	NA	NA
Jun-23	Pegasus Steel, LLC	Pegasus Steel, LLC, provides cutting and forming of carbon sheet and heavy steel, stainless, and aluminum plates for defense contracting, earth moving equipment, shipbuilding, construction, energy, oil and petrochemical, and transportation industries.	Arlington Management Employees, LLC	NA	NA	NA
Jun-23	Intracom Defense S.A.	INTRACOM DEFENSE S.A. engages in design, development, and manufacturing of defense telecommunications and electronics systems for the defense and security.	Israel Aerospace Industries Ltd.	\$72	NA	NA
Jun-23	Parkway Products, LLC	Parkway Products, LLC manufactures precision plastic products.	Clayens NP Group (One Equity Partners)	NA	NA	NA
Jun-23	Spaceflight, Inc.	Spaceflight, Inc. provides launch and in-space transportation services for satellites.	Firefly Aerospace Inc. (AE Industrial Partners)	NA	NA	NA
Jun-23	Emergent Space Technologies, Inc.	Emergent Space Technologies, Inc. is a Small Business that researches, develops, integrates, and tests advanced systems and software solutions for civil, military and commercial space missions.	York Space Systems LLC (AE Industrial Partners)	NA	NA	NA
Jun-23	KP Aviation, LLC	KP Aviation, LLC supplies commercial jet engine and aircraft components to aviation marketplaces, such as airlines, maintenance, repair, and overhaul (MRO), investment and leasing companies, and aviation aftermarket suppliers.	Bain Capital	NA	NA	NA
Jun-23	Enquizit Inc.	Enquizit Inc. provides information technology consulting services in cloud application development, DevOps, agile and lean methodologies, cloud architecture, business transformation, enterprise application refactoring, , serverless systems, artificial intelligence, and ITIL strategy.	CDW Corporation	NA	NA	NA
Jun-23	CIRCOR International, Inc.	CIRCOR International, Inc. designs, manufactures, and distributes flow and motion control products in Europe, the Middle East, Africa, North America, and internationally.	KKR & Co. Inc.; KKR North America Fund XIII SCSp	\$1,680	2.09x	12.8x
Jun-23	Cobalt Aero Services LLC	Cobalt Aero Services LLC maintains, repairs, and overhauls nacelle components, thrust (fan) reversers, and other aircraft structural components for the commercial and military sectors.	FCAH Aerospace (O2 Investment Partners)	NA	NA	NA
Jun-23	Yingling Aircraft, Inc.	Yingling Aircraft, Inc. is an aerospace and defense company.	AE Industrial Partners, LP	NA	NA	NA
Jun-23	Secure Innovations, LLC	Secure Innovations, LLC provides cyber security solutions to the defense and intelligence community.	iNovex Information Systems, Inc. (Enlightenmnet Capital)	NA	NA	NA
May-23	Stratasys Ltd.	Stratasys Ltd. provides connected polymer-based 3D printing solutions.	3D Systems Corporation	\$1,527	2.42x	NM
May-23	PrimeFlight Aviation Services, Inc. (Carlyle)	PrimeFlight Aviation Services, Inc. provides ground handling, passenger, cabin appearance, general aircraft, into-plane fueling, deicing, and terminal facility services to airlines, air carriers, and airports in the United States, Canada, and Puerto Rico.	The Sterling Group, L.P.; Capitol Meridian Partners LP	NA	NA	NA
May-23	Gardetto Engineering, LLC	Gardetto Engineering, LLC provides digital and hardware designs, and system engineering services.	SilverEdge Government Solutions LLC (Godspeed Capital Management)	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (6/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
May-23	ASTECH Engineered Products, Inc.	ASTECH Engineered Products, Inc. manufactures and supplies heat-resistant and noise-suppression structures.	True West Capital Partners; Avem Partners	NA	NA	NA
May-23	Desktop Metal, Inc.	Desktop Metal, Inc. manufactures and sells additive manufacturing technologies for engineers, designers, and manufacturers in the Americas, Europe, the Middle East, Africa, and the Asia-Pacific.	Stratasys Ltd.	\$620	3.00x	NM
May-23	XOR Security LLC	XOR Security LLC offers cybersecurity services. The company offers cyber operations and platform engineering building solutions that defend critical networks for federal civilian, defense, law enforcement, national security, and commercial customers.	Agile Defense, Inc. (Enlightenment Capital)	NA	NA	NA
May-23	Pacific Coast Composites, Inc.	Pacific Coast Composites, Inc. engages in the distribution of composite materials for the aerospace industry.	GracoRoberts (CM Equity Partners)	NA	NA	NA
May-23	Innoplex, LLC	Innoplex, LLC operates as a software engineering company for cybersecurity, signals intelligence, cloud infrastructure and information technology operations.	iNovex Information Systems, Inc. (Enlightenment Capital)	NA	NA	NA
May-23	Duotech Services, Inc.	Duotech Services, Inc. provides repair, engineering, and maintenance services for the military electronic equipment.	Bernhard Capital Partners Management, LP	NA	NA	NA
May-23	Precise Systems Inc.	Precise Systems Inc. provides engineering and technical services for the defense industry.	Bluestone Investment Partners	NA	NA	NA
May-23	Calspan Corporation	Calspan Corporation provides engineering design, testing, and research services to automotive and aerospace industries.	TransDigm Group Incorporated	\$725	NA	NA
May-23	La Jolla Logic, Inc.	La Jolla Logic, Inc. operates as an advanced technology and information system security solution firm. It offers cyber security, network security, cyber engineering, artificial intelligence, data protection, cloud deployment, advanced technology, and risk management solutions.	Boecore, Inc. (Enlightenment Capital)	NA	NA	NA
May-23	Logistics and Supply Chain Management Business of SAIC	The Supply Chain Business of SAIC provides supply chain management, logistics systems integration, sustaining/in-service engineering, logistics services, transportation consulting, and product support.	ASRC Federal	\$355	NA	NA
May-23	Federal and Defense Segment of VSE Corporation	Federal and Defense Segment of VSE Corporation offers aftermarket refurbishment and sustainment services to extend and maintain the life cycle of military vehicles, ships, and aircraft for the United States Department of Defense (DoD).	Bernhard Capital Partners Management, LP	\$100	NA	NA
Apr-23	Vysnova Partners Inc.	Vysnova Partners Inc. is a program management firm. It offers professional, technical, and institutional support services in public/global health, research and development (R and D) in the life sciences, and government operations and acquisition on a worldwide basis.	Culmen International, LLC (Hale Capital Partners)	NA	NA	NA
Apr-23	B.J.G Electronics, Inc. (Rockwood Equity Partners)	B.J.G Electronics, Inc. supplies and manufacturers interconnect and electromechanical products.	Fastener Distribution Holdings. LLC (Audax Private Equity)	NA	NA	NA
Apr-23	Technograph Microcircuits Limited	Technograph Microcircuits Limited manufactures electronic components.	Micross (Behram Capital)	NA	NA	NA
Apr-23	BLR Aerospace, LLC	BLR Aerospace, LLC operates as an aerospace and defense company.	Ducommun Incorporated	\$115	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (7/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Apr-23	Weldmac Manufacturing Company	Weldmac is an industrial manufacturing firm specializing in the fabrication of high-performance, complex metal fabricated components and assemblies for the aerospace, defense and space launch end markets.	TriMas Corporation	\$44	1.33x	NA
Apr-23	LookingGlass Cyber Solutions, Inc. (NewSpring Capital)	LookingGlass Cyber Solutions, Inc. designs and develops threat protection solutions against cyberattacks.	ZeroFox Holdings, Inc.	\$26	NA	NA
Apr-23	Rapid Imaging Technologies LLC	Rapid Imaging Technologies LLC operates as a situational awareness technology provider delivers products leveraging geospatial augmented reality and artificial intelligence to government and enterprise customers.	Chesapeake Technology International, Corp. (Bluestone Investment Partners)	NA	NA	NA
Apr-23	Atlas Technical Consultants, Inc.	Atlas Technical Consultants, Inc. provides professional testing, inspection, engineering, environmental, and program management and consulting services in the United States.	GI Manager L.P.	\$979	1.62x	13.9x
Apr-23	IPKeys Power Partners, LLC	IPKeys Power Partners, LLC develops automated demand response (DR) resources and automated solutions for the electricity consumers.	Parsons Corporation	\$43	NA	NA
Apr-23	Magnet Forensics Inc.	Magnet Forensics Inc., together with its subsidiaries, engages in the development and sale of evidence recovery software tools and digital evidence management platforms in Canada, Asia, the United States, the Americas, and Europe.	Thoma Bravo	\$1,214	NA	NA
Apr-23	Vector Planning & Services, Inc.	Vector Planning & Services, Inc. provides business information technology services and solutions to federal, defense, and state agencies. It offers information technology, systems engineering, information assurance, program management, and telecommunication services.	Chugach Alaska Corporation	NA	NA	NA
Apr-23	Krayden, Inc. (Quad-C Management)	Krayden, Inc. distributes adhesives, sealants, coatings, soldering materials, cleaners, and solvents. It caters to electronics, aerospace, transportation, solar, oil and gas, and OEM manufacturers.	Audax Management Company, LLC	NA	NA	NA
Apr-23	CloudAhoy, Inc.	CloudAhoy, Inc. provides flight debriefing products for pilots.	ForeFlight (Boeing)	NA	NA	NA
Apr-23	Sky Scape Industries, LLC	Sky Scape Industries, LLC provides unmanned data acquisition services using advanced sensors, unmanned, and manned aircraft in the critical infrastructure sector.	Volatus Aerospace Corp.	\$1	NA	NA
Apr-23	Maclean Precision Machine Co., Inc.	Maclean Precision Machine Co., Inc. manufactures and sells machined parts to the aerospace, defense, and semiconductor industries.	Excelus Manufacturing Solutions (Sky Peak Capital)	NA	NA	NA
Apr-23	Verus Technology Group, Inc.	Verus Technology Group, Inc. develops and manufactures counter-Unmanned Aerial Systems (c-UAS) products and security technology.	BlueHalo LLC (Arlington Capital Partners)	NA	NA	NA
Mar-23	Bison Gear & Engineering Corp.	Bison Gear & Engineering Corp. designs and manufactures fractional horsepower electric motors, gearmotors, and gear reducers for industrial and commercial OEM applications worldwide.	AMETEK, Inc.	\$99	1.24x	NA
Mar-23	Global Technology And Management Resources, Inc.	Global Technology And Management Resources, Inc. is an engineering services firm that specializes in RF systems and critical off-site installations for the defense industries.	Castellum, Inc.	\$6	0.62x	NA
Mar-23	UES, Inc.	UES, Inc. operates as a science and technology company that provides on-site scientific, technical, and research support services to government agencies and industry partners.	Eclipse Technologies, LLC (Arlington Capital Partners)	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (8/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Mar-23	TRAX USA Corp	TRAX USA Corp provides software solutions and services for aircraft maintenance customers worldwide.	AAR Corp.	\$140	NA	NA
Mar-23	Phoenix Proto Technologies LLC	Phoenix Proto Technologies LLC offers injection molding and additive manufacturing services for production-grade parts for the manufacturing industry.	Re3dTech (CORE Industrial Partners)	NA	NA	NA
Mar-23	Aviation Ground Equipment Corp.	Aviation Ground Equipment Corp. operates as a manufacturer and distributor of ground support equipment serving commercial and military aviation industry.	Nexus Capital Management	NA	NA	NA
Mar-23	ClearShark LLC/ClearShark Services Inc.	ClearShark, LLC is a provider of technical and information technology services to the Defense and Intelligence sectors.	Optiv Security Inc. (KKR)	NA	NA	NA
Mar-23	Whelan Machine & Tool, LLC	Whelan Machine & Tool, LLC provides precision CNC, and manual turning and milling solutions.	Ajax Defense, Inc.	NA	NA	NA
Mar-23	ZIN Technologies, Inc.	ZIN Technologies, Inc. engages in the definition, design, fabrication, assembly, integration, test, and operation of integrated products and spaceflight hardware for NASA and Fortune 500 companies.	Voyager Space Holdings, Inc.	NA	NA	NA
Mar-23	DataPath, Inc. (White Oak Group)	DataPath, Inc. designs and manufactures mobile satellite communications systems for commercial, military, and government markets.	Gilat Satellite Networks Ltd.	\$45	NA	NA
Mar-23	Clean Energy Asset from Bright Canyon Energy	Clean Energy Asset from Bright Canyon Energy comprises a renewable energy project.	Ameresco, Inc.	NA	NA	NA
Mar-23	King Nutronics Corporation	King Nutronics Corporation manufactures and distributes testing instruments and equipment for pressure, temperature, torque, and force measurement.	Raptor Scientific LLC (L Squared Capital Partners)	NA	NA	NA
Mar-23	Western Machine Works Inc.	Western Machine Works Inc. manufactures machine equipment for pulp and paper, wind turbine, marine, and general heavy industries.	In-Place Machining Company, Inc. (Levine Leichtman Capital Partners)	NA	NA	NA
Mar-23	Kernel Group Holdings, Inc.	Kernel Group is a special purpose acquisition company.	The AIRO Group, Inc.	\$1,100	NA	NA
Mar-23	Lifesaving Systems Corp.	Lifesaving Systems Corp. designs, manufactures, and distributes helicopter and maritime rescue and survival equipment.	Signia Aerospace Holdings, Inc. (Arcline Investment Management)	NA	NA	NA
Mar-23	Gamma Aerospace	Gamma Aerospace, LLC is a manufacturer of multi-contoured formed and multi-axis machined parts for private sector and U.S. federal government markets.	TRM Equity	NA	NA	NA
Mar-23	Criterion Systems, Inc.	Criterion Systems, Inc. provides information technology services to government and commercial organizations in the United States.	Cherokee Nation Businesses, L.L.C.	NA	NA	NA
Mar-23	Virginia Systems & Technology, Inc.	Virginia Systems & Technology, Inc. operates as a software development company. It also offers operational support in geospatial, digital network analysis, cyber, language services, analysis, and reporting.	Altamira Technologies Corporation (ClearSky)	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (9/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Feb-23	D&R Machine Company, Inc.	D&R Machine Company, Inc. manufactures and markets general and precision machined components for aerospace, commercial, military, and transportation industries.	Cadrex Manufacturing Solutions (CORE Industrial Partners)	NA	NA	NA
Feb-23	Summit2Sea Consulting, LLC	Summit2Sea Consulting, LLC operates as an information technology and management consulting company that provides enterprise solution management and integration services to government and commercial clients.	cBEYONData LLC (Bluestone Investment Partners)	NA	NA	NA
Feb-23	Axim Geospatial, LLC (Bluestone Investment Partners)	Axim Geospatial, LLC develops geospatial solutions for the government, military, airport authorities, energy, and healthcare industry.	NV5 Global, Inc.	\$141	NA	NA
Feb-23	Launcher Inc.	Launcher Inc. engages in manufacturing spacecrafts for small satellites to orbit. It offers orbiter and light, satellite transfer vehicles.	Vast	NA	NA	NA
Feb-23	Phoseon Technology, Inc.	Phoseon Technology, Inc. manufactures ultra-violet (UV) light emitting diode (LED) curing systems and solutions for commercial and industrial applications.	Excelitas Technologies Corp. (AEA Investors)	NA	NA	NA
Feb-23	Capability Analysis & Measurement Organization, LLC	Capability Analysis & Measurement Organization, LLC operates as service-disabled veteran-owned small business (SDVOSB) for defense and space manufacturing.	LinQuest Corporation (Madison Dearborn Partners)	NA	NA	NA
Feb-23	Segue Manufacturing Services, LLC	Segue Manufacturing Services, LLC provides contract manufacturing and engineering services to capital equipment and device original equipment manufacturers.	Lorom Holding Co., Ltd (Cornell Capital)	NA	NA	NA
Feb-23	Orbit Logic, Inc.	Orbit Logic, Inc. is an application software company.	Boecore, Inc. (Enlightenment Capital)	NA	NA	NA
Feb-23	Vector Maven Holdings, Inc.	Vector Maven Holdings, Inc., through its subsidiary, develops and provides enterprise-grade technology solutions to customers worldwide.	Progress Software Corporation	\$355	NA	NA
Feb-23	Aero-Glen International, LLC	Aero-Glen International, LLC distributes aerospace fasteners, fittings, and machined parts for the defense and commercial aerospace markets.	Wencor (Warburg Pincus)	NA	NA	NA
Feb-23	n2grate Government Technology Solutions, LLC	n2grate Government Technology Solutions, LLC provides data center, information technology (IT) consulting, and cloud solutions.	BlueAlly Technology Solutions LLC (Source Capital)	NA	NA	NA
Feb-23	Western Jet Aviation, Inc.	Western Jet Aviation, Inc. operates as a jet maintenance service company.	StandardAero, Inc. (Carlyle)	NA	NA	NA
Jan-23	Black Sage Technologies Inc. (Acorn Growth Companies)	Black Sage Technologies Inc. manufactures, integrates, and deploys counter-unmanned aircraft systems (C-UAS) solutions.	Highlander Partners, L.P.	NA	NA	NA
Jan-23	Hellebore Consulting Group, LLC	Hellebore Consulting Group, Llc provides software engineering consulting services to commercial and defense (DoD) clients.	LinQuest Corporation (Madison Dearborn Partners)	NA	NA	NA
Jan-23	Precision Fuel Components, LLC	Precision Fuel Components, LLC manufactures turbine engine components and carburetors.	VSE Corporation	NA	NA	NA

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

Select M&A transactions 2023 (10/10)

Closed Date	Target	Target Description	Buyer	Enterprise Value (\$mm)	EV / LTM Revenue	EV / LTM EBITDA
Jan-23	REDLattice, Inc.	REDLattice, Inc. design, develops and implement cutting-edge applications and engineering services. It offers vulnerability assessment (VR), malware analysis, reverse engineering (RE), and software development in windows, Linux, DB, OSX, iOS, and android.	AE Industrial Partners	NA	NA	NA
Jan-23	Barrett Firearms Manufacturing, Inc.	Barrett Firearms Manufacturing, Inc. operates as an aerospace and defense company.	Nioa Nominees Pty. Limited	NA	NA	NA
Jan-23	Compendium Federal Technology, LLC	Compendium Federal Technology, LLC operates as a technology and engineering services firm. The company develops and provides its technical data and integrated logistics support for U.S. Navy and U.S. Air Force aviation systems.	Boathouse Capital	NA	NA	NA
Jan-23	Xiphos Systems Corporation	Xiphos Systems Corporation develops hybrid, image, signal, and interface processing products for the space station, low earth orbit, and lunar markets in the United States, Canada, and internationally.	Epiq Design Solutions, Inc. (Veritas)	NA	NA	NA
Jan-23	Gannett Fleming, Inc.	Gannett Fleming, Inc. offers planning, designing, and construction management services. The company provides its services to commercial/industrial, facility, federal, mining, oil and gas, power, transportation, and water/wastewater industries.	Oceansound Partners Co-Invest, LP	NA	NA	NA
Jan-23	A&H Security Enterprises, LLC	A&H Security Enterprises, LLC, doing business as Aerial Armor, provides integrated drone detection services.	Dedrone Holdings, Inc.	NA	NA	NA
Jan-23	Dzyne Technologies Incorporated	Dzyne Technologies Incorporated designs, develops, and manufactures a cutting-edge unmanned aircraft systems (UAS) for the U.S. Department of Defense (DoD) and various other domestic and international government agencies.	Highlander Partners, L.P.	NA	NA	NA
Jan-23	Xcel Engineering, Inc.	Xcel Engineering, Inc. is a provider of IT and engineering solutions, offering a full range of engineering services from IT staffing, IT solutions, environmental engineering, and project management and consulting.	MartinFederal Consulting, LLC	NA	NA	NA
Jan-23	Amyx, Inc.	Amyx, Inc. provides management consulting services to defense and civilian agencies in the United States.	Tetra Tech, Inc.	NA	NA	NA
Jan-23	KCB Solutions, Inc.(Artemis Capital Partners)	KCB Solutions, Inc. designs and manufactures RF and microwave surface-mount components for the commercial, defense, and space markets.	Micross (Behram Capital)	NA	NA	NA
Jan-23	Blackhawk Modifications, Inc.	Blackhawk Modifications, Inc. provides engine performance solutions to the turboprop fleet. It offers engine upgrade programs; engine management solutions; and twin-engine turboprop engine upgrades.	New State Capital Partners LLC	NA	NA	NA
Jan-23	LinTech Global, Inc.	LinTech Global, Inc. offers information technology (IT) and engineering services.	Digital Intelligence Systems, LLC	NA	NA	NA
Mean				\$787	1.99x	12.01x
Median				\$141	1.33x	13.33x

Sources: CapitalIQ, Pitchbook, Press Releases, DACIS, and Market Research

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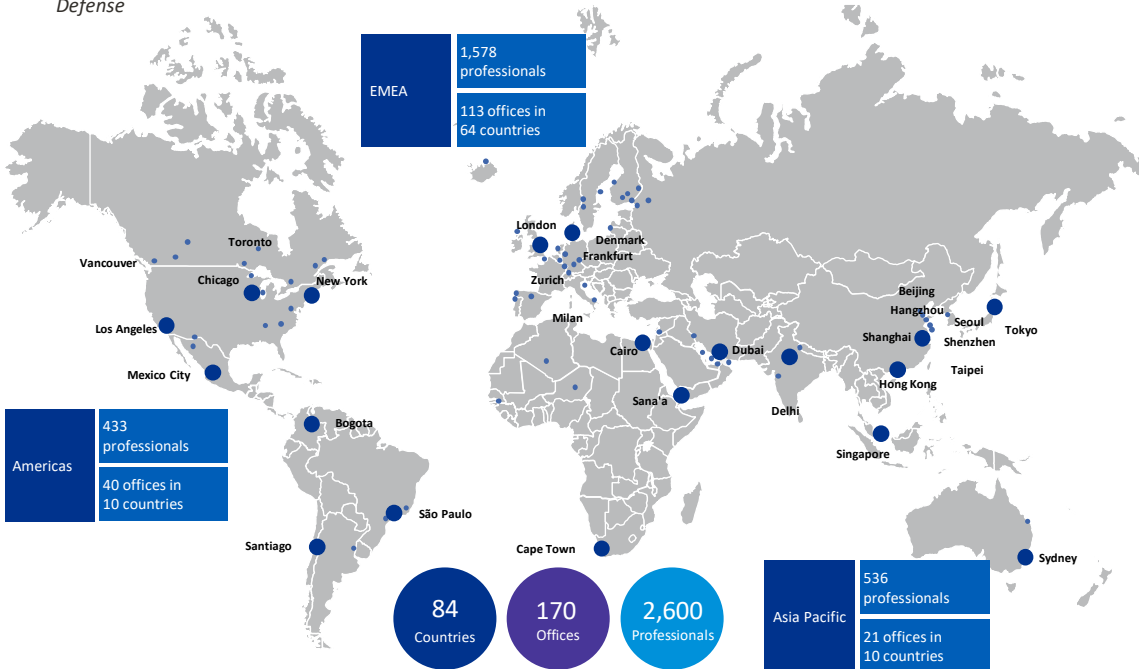
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Managing Director, A&D Lead, Strategy



Drew Kersse
KPMG LLP
Partner, A&D Lead Financial Due Diligence



Worldwide Completed Advisor Ranking*		
2003 - 2022		No. of deals
1	KPMG ⁽¹⁾	9,112
2	PwC	8,447
3	Houlihan Lokey	6,340
4	Deloitte	5,887
5	Ernst & Young LLP	5,359
6	Rothschild & Co	5,176
7	Goldman Sachs & Co	3,747
8	Lazard	3,717
9	JP Morgan	3,684
10	Morgan Stanley	3,446

Active Advisor to Unique Aerospace, Defense & Government Services Assets

- KPMG's Aerospace, Defense & Government Services ("ADG") practice is the most active advisor to unique assets
- Dedicated M&A advisory team with unmatched industry knowledge covering all sub-sectors within of aerospace, defense, gov't services, averaging more than 20 years of exclusive focus on ADG transactions
- Long-standing relationships with every strategic and financial buyer across the ADG market – unmatched insight into buyer priorities and "must-have" attributes driving premium valuations

Note *: Thomson Reuters SDC; Each set of figures is taken from the league table press releases issued for that year. Middle-market is defined as deals less than US\$500 million.
¹Represents the global Corporate Finance practice of KPMG International's network of independent member firms.

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