

Aerospace, Defense, Government

INDUSTRY REPORT

Winter | 2024

CREATING
M&A STRATEGIES
FOR BUSINESS OWNERS

SINCE 1956





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Market Observations

Market Summary

Aerospace and Defense Market

In the commercial aerospace sector, a resurgence of activity is evident among suppliers of intricate connectivity subsystems and components to major aircraft manufacturers such as Boeing and Airbus. These manufacturers are gradually resuming their production ramp-up of commercial aircraft, signaling a wave of optimism throughout the commercial aerospace supply chain. This renewed optimism extends to both production-oriented and aftermarket-oriented businesses, following years of disruption. As passenger demand rebounds and more aircraft take flight in 2024, the demand for essential, recurring aftermarket services is poised to surge. Additionally, there is a widespread interest in dual-use technology, wherein innovations from commercial sectors find applications in defense and vice versa. Starlink serves as a prime example of this phenomenon, with its commercial high-speed internet capabilities revolutionizing military communication and operations. Furthermore, the ongoing privatization of space, exemplified by pioneering companies like SpaceX, continues to unlock exciting growth opportunities for both companies and investors. These opportunities range from providing high-speed internet access in remote locations to enhancing missile defense and tracking shipping vessels. The outlook for A&D products and services remains robust heading into 2024, with continued growth anticipated in both commercial and defense sectors. As commercial travel rebounds, and geopolitical tensions persist, demand for A&D offerings is poised to rise further. Emerging markets like advanced air mobility are expected to progress in testing and certification for future commercialization. However, alongside the opportunities, A&D companies will face ongoing and new challenges, including supply chain disruptions, prolonged lead times, and talent shortages. Embracing digitalization and adopting cutting-edge technologies can help mitigate these challenges while unlocking new revenue streams. By prioritizing technological advancements, A&D firms can fortify their supply chains, streamline operations, attract skilled talent, and innovate product development, ultimately enhancing profitability and competitiveness in the industry.

Public Company Valuations

The CFA Select ADG index increased by 14.5% in the fourth quarter of 2023 and the 12-month return on the index was up by 37.5%. Our index for each subsector of the industry increased in the fourth quarter of 2023 with the highest return in Actuation & Fluid Control Index at 21.7% and lowest return in Engineering & Construction Index at 6.7%. Commercial Aircraft OEM, Engines & Propulsion Index recorded the highest increase of 52.9% and Prime Defense - United States Index recorded the highest decline of 2.3% in the twelve months return. Avionics & Navigation Index had the highest median EBITDA multiple of 19.8x and Aircraft Leasing Index had the highest median revenue multiple of 8.7x. Electronic Manufacturing Services Index had the lowest median EBITDA of 7.5x and Electronic Manufacturing Services Index had the lowest revenue multiple of 0.9x.

“

The public aerospace and defense market increased in the fourth quarter of 2023...

Mergers and Acquisitions

The M&A activity in the ADG industry increased in the fourth quarter of 2023. Within the aerospace, defense, and government services sector, investors are actively seeking high-quality platforms offering clear visibility into future earnings, bolstered by robust demand for distinctive, mission-critical products and services, along with credible forecasts for growth at the program or platform level. Employment and crucial metrics in the A&D sector rebounded to pre-pandemic levels, sustaining robust momentum as the new year looms. Nevertheless, optimism for the upcoming 12 months will be moderated by persistent talent shortages, economic volatility, ongoing supply chain disruptions, and escalating security threats.

Industry Trends

Growing Concerns Over the Defense Supply Chain

The Army (\$23 billion allocated in 2024 for procurement - Aircraft, Missiles, Weapons, and Ammunition) has concerns with the supply chain's ability to maintain and scale due to increased demand domestically and internationally due to Geopolitical events- Ukraine War, and countering China. CFA attended and navigated the bustling landscape of AUSA 2023, the largest post-pandemic gathering of minds focused on national security. Among the 700+ exhibitors and countless panels, one theme resonated: mergers and acquisitions (M&A) as a potential lifeline for the defense supply chain. Experts predict an M&A wave sweeping the defense industry as companies grapple with growth, technological leaps, and budgetary squeezes. These mergers will forge resilient powerhouses, capable of absorbing supply chain shocks and weathering market volatility.

Technological Innovation, Government Investment, And Strategic Consolidation, Offering Accelerated Growth for Established Players

According to Bain Capital, amidst challenging funding conditions, the ADG sector shows promise with its innovative technologies and proficient teams. Established industry giants stand to gain from advantageous pricing on technology and talent acquisitions amidst funding difficulties faced by smaller players. SpaceX's relentless drive to reduce space launch costs is reshaping the industry landscape. The recent successful test flight of its Starship launch vehicle signifies progress towards substantially lowering costs for reaching low Earth orbit (LEO). The cost reduction in space launches will intensify competition and pressure other players to adapt swiftly or risk being left behind. Moreover, it opens up numerous business opportunities spanning communication services, remote sensing, space stations, and resource extraction ventures. Government investments and initiatives like the US Space Development Agency's funding for the Proliferated Warfighter Space Architecture underline the growing importance of space assets in national security strategies. The evolving procurement strategies of agencies like the SDA present both challenges and opportunities for industry players. Winners of contracts will likely undergo portfolio restructuring to optimize their capabilities, while losers may seek to divest non-strategic assets. Additionally, efforts to secure domestic supply chains could spur acquisitions in critical areas such as defense electronics and subsystems. As exploration ventures extend to lunar and deep space, a wave of consolidation is expected in the industry, presenting M&A teams with a chance to create enduring value by identifying synergistic deals that align with long-term space strategies.



Investments in edge computing and IoT will increase

In 2024, investments in edge computing and IoT are poised to escalate as aerospace and defense (A&D) firms embrace hybrid multi-cloud platforms, enhancing connected worker and smart factory capabilities. These technologies, combined with private 4G or 5G networks, foster interconnected ecosystems, facilitating real-time decision-making, seamless data exchange, and on-demand communication. Equipping frontline A&D workers with digital tools can elevate productivity by automating tasks and streamlining processes. Enhanced workplace experiences aid talent attraction and retention while bolstering business outcomes. Edge computing and private connectivity bolster security by embedding security features into frontline devices, upholding corporate standards. Companies can prepare by seeking newer opportunities to harness edge computing and IoT devices to modernize applications and processes, support mission-critical workloads and deliver modern work experiences. Once frontline workers are equipped with suitable tools and connectivity, companies provide training and support to ensure optimal utilization of the technology.

Significant News

Saudi Aviation records strongest year in 2023

Times Aerospace, 22 December, 2023

"Several aviation milestones were announced during the event, including 2023 being the highest-ever year in passenger traffic in Saudi Arabia's history – with 101 million passengers carried through to November 2023, surpassing the 2019 total of 99 million passengers."

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Sixty New Routes Starting in December 2023

Aviation Week Network, December 01, 2023

"The third of three new South Pacific services being launched by United Airlines commences in December 2023 as the carrier begins flights between San Francisco and Christchurch, New Zealand."

[Read More >](#)

VCs Fuel The Boom In Defense And Military Startups Amid Global Conflicts

Forbes, November 02, 2023

"As global tensions continue to rise across and among world powers, venture capitalists discovered a new and exciting niche - defense and military tech startups. The increasing dependence on advanced AI systems by militaries around the world has driven a surge in demand for tech-infused military products, which is starting to show in VC investments as well."

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M&A Metrics

ADG Industry

M&A activity in the ADG industry increased in the fourth quarter of 2023. The number of transactions increased from 18 in Q3 2023 to 21 in Q4 2023. The number of sub-\$50 million transactions increased from 16 in Q3 2023 to 20 in Q4 2023. The number of transactions above \$100 million remained the same at 1 transaction in Q3 2023 and Q4 2023. The total number of transactions year on year decreased by 40.0% from 35 in Q4 2022 to 21 in Q4 2023.



M&A Deal Summary Table | Count by Deal Size over Time

Transaction Value	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023
Not Disclosed	27	18	17	12	17
Under \$10 MM	2	2	0	2	2
\$10 - \$25 MM	0	1	1	1	0
\$25 - \$50 MM	2	2	0	1	1
\$50 - \$100 MM	1	1	0	1	0
\$100 - \$500 MM	0	1	0	1	1
\$500 MM+	3	1	1	0	0
Total Transactions	35	26	19	18	21

Source: Factset; target industry limited to aerospace and airlines in Q4 2023

Industry Metrics

Industry Financial Data and Ratios

NAICs 333996 - Fluid Power Pump and Motor Manufacturing

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	4.73	4.73	2.75
Gross Profit Margin	37.13%	37.13%	32.27%
Net Profit Margin	17.77%	17.77%	11.52%
Accounts Receivable Days	43.67	43.67	42.51
Accounts Payable Days	24.23	24.23	23.41
Debt-to-Equity Ratio	0.54	0.54	0.51
Return on Equity	48.67%	48.67%	33.42%
Sales per Employee	--	--	--
Profit per Employee	--	--	--
Sales Growth	--	--	39.62%
Profit Growth	--	--	13.19%

NAICs 532411 - Air, Rail, Water Transport, Equipment Rental & Leasing

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	1.46	1.46	3.31
Gross Profit Margin	67.91%	67.91%	82.83%
Net Profit Margin	19.61%	19.61%	16.90%
Accounts Receivable Days	48.48	48.48	38.83
Accounts Payable Days	35.53	35.53	16.38
Debt-to-Equity Ratio	3.65	3.65	3.95
Return on Equity	28.17%	28.17%	36.31%
Sales per Employee	--	--	--
Profit per Employee	--	--	--
Sales Growth	--	--	-7.27%
Profit Growth	--	--	-14.40%

Source: Profit Cents

NAICs 3364 - Aerospace Product and Parts Manufacturing

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	3.46	3.46	3.8
Gross Profit Margin	35.97%	35.97%	35.19%
Net Profit Margin	4.56%	4.56%	7.91%
Accounts Receivable Days	52.43	52.43	50
Accounts Payable Days	46.64	46.64	48.11
Debt-to-Equity Ratio	1.88	1.88	1.4
Return on Equity	37.68%	37.68%	28.00%
Sales per Employee	--	--	--
Profit per Employee	--	--	--
Sales Growth	43.99%	43.99%	17.07%
Profit Growth	-55.42%	-55.42%	11.09%

NAICs 4881 - Support Activities for Air Transportation

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	3.11	3.11	2.98
Gross Profit Margin	50.28%	50.28%	51.31%
Net Profit Margin	3.16%	3.16%	4.68%
Accounts Receivable Days	36.8	36.8	48.74
Accounts Payable Days	28.53	28.53	89.4
Debt-to-Equity Ratio	2.43	2.43	2.27
Return on Equity	18.80%	18.80%	28.84%
Sales per Employee	--	--	--
Profit per Employee	--	--	--
Sales Growth	--	--	17.99%
Profit Growth	--	--	8.55%

Industry Metrics

Industry Financial Data and Ratios

NAICs 3345 - Navigational, Measuring, Electromedical, and Control Instruments Mnfg

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	2.8	2.8	3.6
Gross Profit Margin	48.27%	48.27%	50.07%
Net Profit Margin	5.92%	5.92%	7.96%
Accounts Receivable Days	62.22	62.22	57.3
Accounts Payable Days	56.29	56.29	45.9
Debt-to-Equity Ratio	2.01	2.01	1.91
Return on Equity	21.62%	21.62%	32.44%
Sales per Employee	--	--	--
Profit per Employee	--	--	(\$32,591)
Sales Growth	19.08%	19.08%	13.47%
Profit Growth	27.46%	27.46%	-4.79%

NAICs 3342 - Communications Equipment Manufacturing

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	1.89	1.89	3.06
Gross Profit Margin	34.66%	34.66%	36.47%
Net Profit Margin	4.68%	4.68%	5.51%
Accounts Receivable Days	54.89	54.89	52.03
Accounts Payable Days	51.16	51.16	47.25
Debt-to-Equity Ratio	2.8	2.8	1.77
Return on Equity	18.31%	18.31%	7.88%
Sales per Employee	--	--	--
Profit per Employee	--	--	--
Sales Growth	--	--	6.93%
Profit Growth	--	--	-11.36%

Source: Profit Cents

NAICs 3335 - Metalworking Machinery Manufacturing

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	4.44	4.44	3.72
Gross Profit Margin	40.91%	40.91%	39.79%
Net Profit Margin	6.53%	6.53%	7.85%
Accounts Receivable Days	52.14	52.14	56.21
Accounts Payable Days	34.83	34.83	35.93
Debt-to-Equity Ratio	2.34	2.34	1.8
Return on Equity	27.70%	27.70%	33.92%
Sales per Employee	\$154,026	\$154,026	\$187,021
Profit per Employee	(\$1,925)	(\$1,925)	\$21,942
Sales Growth	2.05%	2.05%	15.61%
Profit Growth	118.21%	118.21%	-2.80%

NAICs 3344 - Semiconductor & Other Electronic Component Manufacturing

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	2.27	2.26	3.51
Gross Profit Margin	31.00%	30.19%	34.25%
Net Profit Margin	2.55%	2.32%	5.63%
Accounts Receivable Days	52.44	52.95	51.54
Accounts Payable Days	55.3	54.61	46.2
Debt-to-Equity Ratio	2.31	2.41	1.66
Return on Equity	17.71%	15.68%	20.31%
Sales per Employee	\$237,658	\$237,658	\$246,139
Profit per Employee	(\$94,450)	(\$94,450)	(\$1,458)
Sales Growth	52.84%	52.84%	18.10%
Profit Growth	140.60%	140.60%	34.64%

Industry Metrics

Industry Financial Data and Ratios

NAICs 33661 - Ship and Boat Building

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	3.42	3.42	3.8
Gross Profit Margin	21.46%	21.46%	30.65%
Net Profit Margin	3.65%	3.65%	8.40%
Accounts Receivable Days	57.54	57.54	43.88
Accounts Payable Days	68.73	68.73	34.32
Debt-to-Equity Ratio	1.58	1.58	1.55
Return on Equity	44.99%	44.99%	47.70%
Sales per Employee	--	--	--
Profit per Employee	--	--	--
Sales Growth	--	--	26.80%
Profit Growth	--	--	26.27%

NAICs 541330 - Engineering Services

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	4.11	4.11	4.45
Gross Profit Margin	58.17%	58.17%	66.11%
Net Profit Margin	8.71%	8.71%	10.68%
Accounts Receivable Days	90.54	90.54	69.23
Accounts Payable Days	78.26	78.26	46.94
Debt-to-Equity Ratio	1.7	1.7	1.39
Return on Equity	30.82%	30.82%	48.48%
Sales per Employee	\$261,074	\$261,074	\$182,369
Profit per Employee	\$46,350	\$46,350	\$25,991
Sales Growth	5.42%	5.42%	18.24%
Profit Growth	9.34%	9.34%	7.39%

Source: Profit Cents

NAICs 5416 - Management, Scientific, & Technical Consulting Services

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	4.03	4.02	4.1
Gross Profit Margin	69.42%	69.29%	73.09%
Net Profit Margin	12.38%	12.33%	13.13%
Accounts Receivable Days	53.7	53.78	54.29
Accounts Payable Days	33.59	33.54	32.29
Debt-to-Equity Ratio	1.75	1.75	1.87
Return on Equity	51.48%	51.25%	55.78%
Sales per Employee	\$331,400	\$331,400	\$260,222
Profit per Employee	\$26,114	\$26,114	\$33,429
Sales Growth	6.43%	6.43%	22.70%
Profit Growth	3.97%	3.97%	13.01%

NAICs 5415 - Computer Systems Design and Related Services

Financial Metric	Last 12 Mo	2023	2022
Current Ratio	2.99	2.99	3.64
Gross Profit Margin	58.84%	58.84%	60.74%
Net Profit Margin	5.83%	5.83%	5.80%
Accounts Receivable Days	68.16	68.16	51.62
Accounts Payable Days	36.61	36.61	29.71
Debt-to-Equity Ratio	2.79	2.79	2.14
Return on Equity	40.32%	40.32%	46.35%
Sales per Employee	\$213,777	\$213,777	\$238,544
Profit per Employee	\$129,486	\$129,486	\$24,512
Sales Growth	4.52%	4.52%	18.78%
Profit Growth	16.75%	16.75%	3.06%



Transaction Highlights

Notable Transactions



In November 2023, **TransDigm Group** Incorporated (TDG-NYSE, market cap \$57B USD), a global designer, producer and supplier of original equipment manufacturer and aftermarket commercial and military aerospace components based in Cleveland, OH, has entered into a definitive agreement to acquire the assets and operations related to the Electron Device Business of **Communications & Power Industries LLC**, ultimately owned by CPI International LLC, for US\$1.4 billion in cash. With locations in United States and United Kingdom generating 2023 revenues of approximately \$300M USD with approximately 900 employees, the acquired business develops components and products used in generation, transmission and reception of microwave signals. TDG recently reported another strong quarter and released strong guidance for the fiscal year 2024.



In November 2023, **TJC, L.P. ("TJC")**, announced an affiliate of the Resolute Fund VI, L.P. (The Resolute Fund VI is a limited partnership established by TJC Group – registered in Delaware.) has entered into a definitive agreement with **L3Harris Technologies** to acquire its Commercial Aviation Solutions (CAS) business for \$700 million cash plus a contingent earnout payment of up to \$100 million based on the Company's Avionics business unit hitting performance targets in 2023 and 2024. CAS has two operating business units; the Avionics unit designs and manufactures mission critical, IP-driven avionics products, and the Commercial Training Solutions ("CTS") unit provides an integrated suite of aircraft training solutions. The announcement is line with large Aerospace and Defense companies' recent strategy in looking to create value through portfolio-shaping—driving divestitures of noncore businesses.



Vista Outdoor Inc. announced in October a definitive agreement to sell its Sporting Products business to **Czechoslovak Group** a.s. ("CSG") for an enterprise value of \$1.91 billion in an all-cash transaction - subject to customary closing conditions. Brands in the Sporting Products business include Remington, Alliant Powder, CCI, Estate Cartridge, Federal, Hevi Shot, and Speer. Interesting enough, Vista Outdoor received an unsolicited bid by another Czech company, Colt CZ Group (who itself had acquired US-based Colt Holding only in 2021) for the equity of all of Vista Outdoor of \$1.9 billion. Vista Outdoor promptly rejected the offer. Both companies stay acquisitive: Colt CZ Group acquired ammunition manufacturer Seiler & Bellot in December and the Mk47 Striker system from General Dynamics in January 2024. CSG acquired Italian shotgun manufacturer Armi Perazzi in December.



Manufacturer of military uncrewed aerial vehicles **Kratos Defense & Security Solutions, Inc.** (NasdaqGS:KTOS) acquired competitor **Sierra Technical Services, Inc.** from Roger Hayes and Debra Hayes for \$27.3 million on October 3, 2023. Pursuant to the purchase agreement, Kratos Defense & Security Solutions issued 866,026 shares of common stock upon consummation of the acquisition and agreed to issue up to an additional 979,038 future shares pursuant to certain holdback and earn-out provisions to the selling stockholders.



Select M&A Transactions

Transaction Value disclosed

Announcement Date	Target	Acquirer	Enterprise Value (MM)	Revenue - Target (LTM) (MM)	EV/ EBITDA
31-Dec-2023	Yuchai Remanufacturing Services (Suzhou) Co., Ltd.	Beijing Liandong Jinyuan Management Technology Co. Ltd.	25.4	-	-
22-Dec-2023	ICOR Technology, Inc.	Cadre Holdings, Inc.	45.1	19.5	-
21-Dec-2023	Silixa Ltd.	Luna Innovations, Inc.	38.0	-	-
21-Dec-2023	Triumph Group, Inc. /Product Support Business	AAR Corp.	725.0	268.0	-
18-Dec-2023	Sellier & Bellot as	Colt CZ Group SE	350.0	-	-
08-Dec-2023	Ghost Robotics Corp.	LIG Nex1 Co., Ltd.	395.5	-	-
05-Dec-2023	ESG Elektroniksystem-und Logistik-GmbH	HENSOLDT AG	789.5	-	-
04-Dec-2023	Geonix Pty Ltd.	Guideline Geo AB	0.8	-	-
28-Nov-2023	Pioneer Aerospace Corp.	Space Exploration Technologies Corp.	2.2	-	-
27-Nov-2023	L3harris Technologies, Inc. /Commercial Aviation Soln Bus	TJC LP	800.0	-	-
09-Nov-2023	Astra Space, Inc.	Astra Space, Inc. /Management/	32.2	1.0	NM
09-Nov-2023	Communications & Power Industries LLC /Electron Device Bus	TransDigm Group, Inc.	1,385.0	300.0	-
08-Nov-2023	Mikroponent AB	Scandinavian Astor Group AB	3.7	4.0	-
23-Oct-2023	Industrio GmbH	A.L.A. SpA	1.2	-	-
16-Oct-2023	Vista Outdoor, Inc. / Sporting Products	Czechoslovak Group as	1,910.0	-	-
13-Oct-2023	PCTEL, Inc.	Amphenol Corp.	105.8	86.9	16.7
03-Oct-2023	Sierra Technical Services, Inc.	Kratos Defense & Security Solutions, Inc.	27.8	-	-
02-Oct-2023	KC Machine LLC	Butler National Corp.	2.9	-	-
20-Sep-2023	Intrinsix Corp.	Cadence Design Systems, Inc.	27.5	-	-
31-Aug-2023	SatixFy Space Systems UK Ltd.	MDA Ltd.	40.0	-	-
05-Jun-2023	CIRCOR International, Inc.	Kohlberg Kravis Roberts & Co. LP	1,625.6	804.4	13.5

Source: FactSet

Select M&A Transactions

Transaction Value undisclosed

Announcement Date	Target	Acquirer
22-Dec-2023	PYI Technology Pvt Ltd.	DroneAcharya Aerial Innovations Ltd.
21-Dec-2023	Aero Centers/Aircraft Maintenance Business	Pilatus Aircraft Ltd.
20-Dec-2023	Salt River Aviation LLC	Weinberg Capital Group, Inc.
19-Dec-2023	Johnson Precision Products, Inc.	Emko Capital LLC; AEFP Group
15-Dec-2023	Armi Perazzi SpA	Czechoslovak Group AS
08-Dec-2023	DCM Aéronautique, Inc.	Thrust Capital Partners
08-Dec-2023	Porkchop AB /High-Performance Propulsion Assets	Smallspark Space Systems Ltd.
08-Dec-2023	Technic Aviation SASU	IRDI Capital Investissement SAS; Galiena Capital SASU; Domusa-Group
01-Dec-2023	Iaero Thrust LLC	FTAI Aviation Ltd.
29-Nov-2023	Orion Space Solutions (US)	Arcfield Acquisition Corp.
27-Nov-2023	Kelly Aerospace, Inc.	Hartzell Engine Technologies LLC
21-Nov-2023	RO-RA Aviation Systems GmbH	NMB-Minebea UK Ltd.
17-Nov-2023	Panasonic Automotive Systems Co. Ltd.	Apollo Global Management, Inc.
16-Nov-2023	Nemo Industrie SpA	Fondo Italiano d'Investimento SGR SpA; Armònia SGR SpA; Quick SpA
09-Nov-2023	MPE Ltd.	ESCO Technologies, Inc.
08-Nov-2023	Mahindra Aerospace Australia Pty Ltd /6 Subsidiaries (Gipps Aero Pty Ltd, GA8 Airvan Pty Ltd, GA200 Pty Ltd, Nomad TC Pty Ltd, Airvan 10 Pty Ltd and Airvan Flight Services Pty Ltd)	A Private group led by George Morgan
07-Nov-2023	Unitech Holdings, Inc.	Charger Investment Partners LP
06-Nov-2023	Data Collection Ltd. (New Zealand)	Moog, Inc.
06-Nov-2023	Meeker Aviation	Arcline Investment Management LP; Signia Aerospace Holdings, Inc.
02-Nov-2023	Filton Systems Engineering Ltd.	Element Materials Technology Group Ltd.
01-Nov-2023	SR Technologies, Inc.	Arlington Capital Partners LLC; Eqlipse Technologies
01-Nov-2023	Terra Schwartz Pty Ltd.	APP Corp. Pty Ltd.
27-Oct-2023	International Transactions Industrielles SAS	ACI Groupe SAS
19-Oct-2023	Waypoint Aerotec Ltd.	JetMS Copletons Ltd.
18-Oct-2023	STS Defence Ltd.	Cicor Technologies Ltd.
17-Oct-2023	BP Aero Services LLC	Indústria de Turbo Propulsores SA; Bain Capital Private Equity LP
17-Oct-2023	Penetone Corp. /Military & Aerospace Division	OpenGate Capital Management LLC; Integrity Partners Group LLC (VA)
16-Oct-2023	Airspace Experience Technologies, Inc.	ShoulderUp Technology Acquisition Corp.
16-Oct-2023	Hartzell Aviation	Arcline Investment Management LP
10-Oct-2023	E.I.S. Aircraft Products & Services GmbH	Demgy Group SAS
09-Oct-2023	Lake City Heat Treating Corp.	Bodycote Plc
09-Oct-2023	Stack Metallurgical Services, Inc.	Bodycote Plc
09-Oct-2023	XENTA Systems Srl	Fondo Italiano d'Investimento SGR SpA; Armònia SGR SpA; Quick SpA
07-Oct-2023	Pax Aero Solutions LLC	Airtec, Inc. (Maryland)
03-Oct-2023	SailGP Technologies Ltd.	Rocket Lab USA, Inc.
03-Oct-2023	Xena Networks ApS	Teledyne Technologies, Inc.
03-Oct-2023	Nexus Nine Ltd.	Operational Solutions Ltd.
02-Oct-2023	Alula Holdings LLC	M2M Services LLC
02-Oct-2023	Interneet SAS	Electric Visionary Aircrafts, Inc.

Source: FactSet



Public Companies

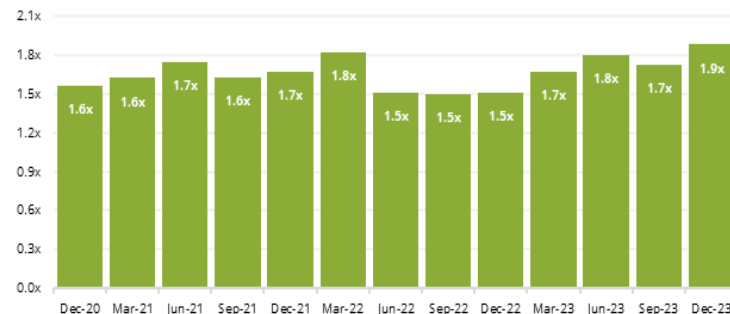
Industry Performance

CFAW Select ADG Index

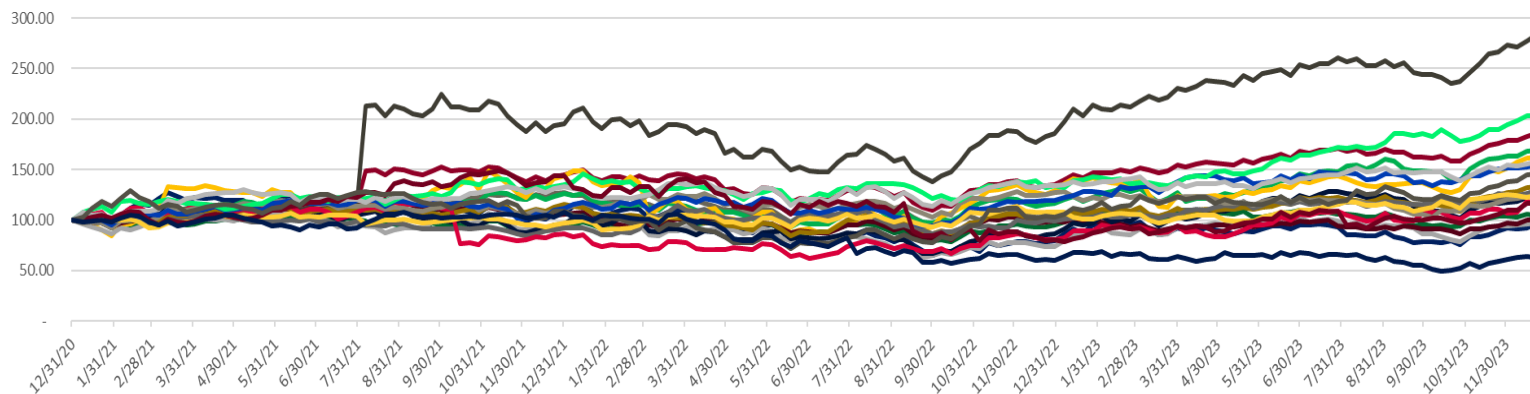
CFAW Select ADG Index | Median EBITDA Multiples



CFAW Select ADG Index | Median Revenue Multiples



- Select CFAW Select ADG Index
- CFAW Selected Actuation & Fluid Control Index
- CFAW Selected Airport Operations & Services Index
- CFAW Selected Machine, Casting & Fabrication Index
- CFAW Selected Electronic Manufacturing Services Index
- CFAW Selected Prime Defense - Asia Index
- CFAW Selected IT & Cybersecurity Index
- S&P 500
- CFAW Selected Aerostructures Index
- CFAW Selected Avionics & Navigation Index
- CFAW Selected Components & Subsystems Index
- CFAW Selected Prime Defense - United States Index
- CFAW Selected Contract Services Index
- CFAW Selected Public Safety & Security Index
- CFAW Selected MRO, Aftermarket & Distribution Index
- CFAW Selected Aircraft Leasing Index
- CFAW Selected Commercial Aircraft OEM, Engines & Propulsion Index
- CFAW Selected CSISR & Electronic Warfare Index
- CFAW Selected Prime Defense - Europe Index
- CFAW Selected Engineering & Construction Index
- CFAW Selected Space & Satellite Index

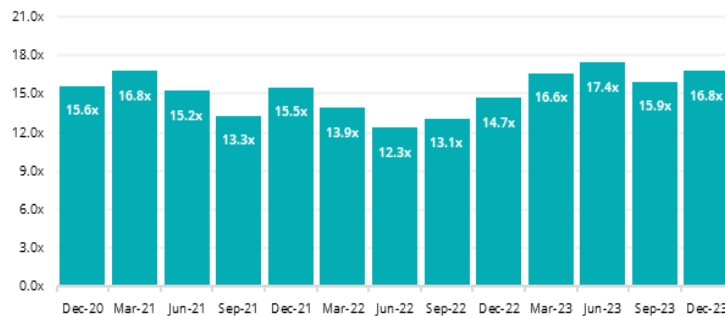


Source: FactSet

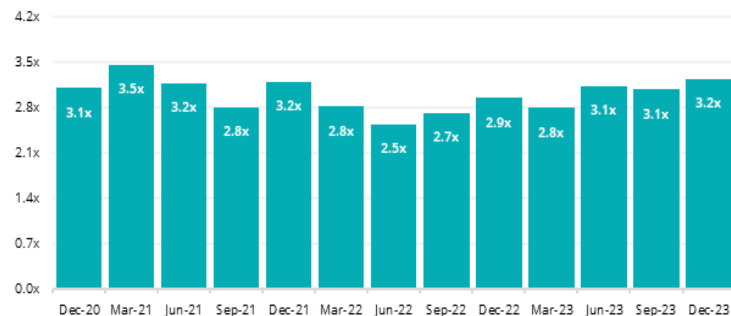
Public Comparables

Actuation & Fluid Control

Actuation & Fluid Control | Median EBITDA Multiples



Actuation & Fluid Control | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AME-USA	AMETEK, Inc.	\$164.89	231	\$38,092	\$41,225	\$6,597	\$2,045	6.2x	20.2x
CR-USA	Crane Company	\$118.14	57	\$6,738	\$6,713	\$2,086	\$323	3.2x	20.8x
CW-USA	Curtiss-Wright Corporation	\$222.79	38	\$8,514	\$9,312	\$2,845	\$601	3.3x	15.5x
ETN-USA	Eaton Corp. Plc	\$240.82	399	\$96,159	\$103,337	\$22,613	\$4,729	4.6x	21.9x
ITT-USA	ITT, Inc.	\$119.32	82	\$9,796	\$9,603	\$3,283	\$623	2.9x	15.4x
MOG.A-USA	Moog Inc. Class A	\$144.78	29	\$4,163	\$5,563	\$3,416	\$423	1.6x	13.2x
PH-USA	Parker-Hannifin Corporation	\$460.70	128	\$59,159	\$70,565	\$19,826	\$4,675	3.6x	15.1x
WWD-USA	Woodward, Inc.	\$136.13	60	\$8,208	\$8,779	\$3,083	\$487	2.8x	18.0x
Mean					\$31,887	\$7,969	\$1,738	3.5x	17.5x
Median					\$9,457	\$3,350	\$612	3.2x	16.8x

Source: FactSet

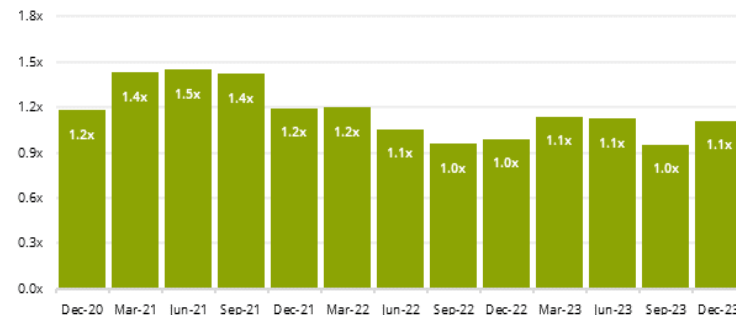
Public Comparables

Aerostructures

Aerostructures | Median EBITDA Multiples



Aerostructures | Median Revenue Multiples



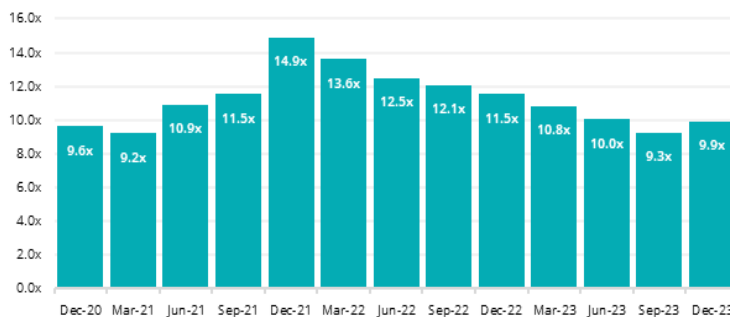
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
CVU-USA	CPI Aerostructures, Inc.	\$2.73	13	\$35	\$58	\$87	\$8	0.7x	7.2x
DCO-USA	Ducommun Incorporated	\$52.06	15	\$762	\$1,013	\$757	\$77	1.3x	13.1x
FACC-WBO	FACC AG	\$6.44	46	\$295	\$563	\$748	\$20	0.8x	27.8x
HXL-USA	Hexcel Corporation	\$73.75	84	\$6,224	\$6,704	\$1,786	\$329	3.8x	20.4x
KAMN-USA	Kaman Corporation Class A	\$23.95	28	\$678	\$1,211	\$776	\$103	1.6x	11.8x
MAJF-USA	Magellan Aerospace Corporation	\$5.67	57	\$325	\$399	\$639	\$44	0.6x	9.1x
SNR-LON	Senior plc	\$2.26	419	\$950	\$1,179	\$1,117	\$107	1.1x	11.0x
SPR-USA	Spirit AeroSystems Holdings, Inc. Class A	\$31.78	116	\$3,688	\$7,045	\$6,048	\$189	1.2x	37.4x
TGI-USA	Triumph Group, Inc.	\$16.58	77	\$1,274	\$2,743	\$1,227	\$148	2.2x	18.6x
TYEKF-USA	thyssenkrupp AG	\$6.99	623	\$4,351	\$1,169	\$39,636	\$1,287	0.0x	0.9x
Mean					\$2,208	\$5,282	\$231	1.3x	15.7x
Median					\$1,174	\$946	\$105	1.1x	12.4x

Source: FactSet

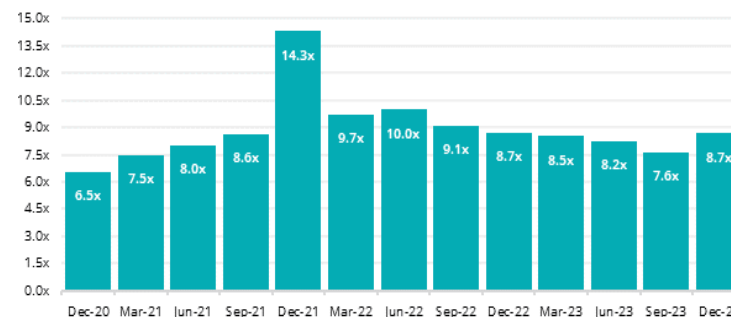
Public Comparables

Aircraft Leasing

Aircraft Leasing | Median EBITDA Multiples



Aircraft Leasing | Median Revenue Multiples



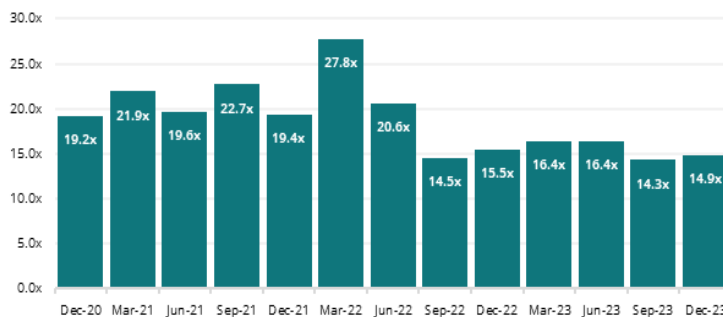
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AER-USA	AerCap Holdings NV	\$74.32	210	\$15,616	\$59,800	\$6,894	\$5,674	8.7x	10.5x
ACY	Mega Matrix Corp.	\$1.41	34	\$48	\$41	\$2	(\$5)	27.5x	NM
WLFC-USA	Willis Lease Finance Corporation	\$48.88	6	\$311	\$2,094	\$388	\$224	5.4x	9.3x
Mean					\$20,645	\$2,428	\$1,964	13.8x	9.9x
Median					\$2,094	\$388	\$224	8.7x	9.9x

Source: FactSet

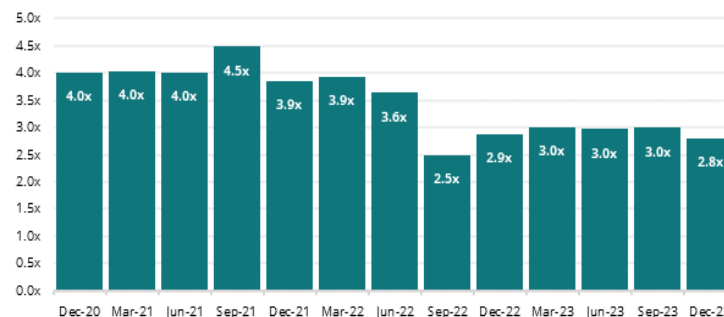
Public Comparables

Airport Operations & Services

Airport Operations & Services | Median EBITDA Multiples



Airport Operations & Services | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
CAE	CAE Inc.	\$21.59	318	\$6,872	\$9,304	\$3,324	\$678	2.8x	13.7x
AMADY-USA	Amadeus IT Group SA Un-sponsored ADR	\$71.67	450	\$32,287	\$34,085	\$5,628	\$2,124	6.1x	16.0x
PSSR	PASSUR Aerospace, Inc.	\$0.01	8	\$0	\$13	\$6	(\$2)	2.2x	NM
Mean					\$14,467	\$2,986	\$933	3.7x	14.9x
Median					\$9,304	\$3,324	\$678	2.8x	14.9x

Source: FactSet

Public Comparables

Avionics & Navigation

Avionics & Navigation | Median EBITDA Multiples



Avionics & Navigation | Median Revenue Multiples



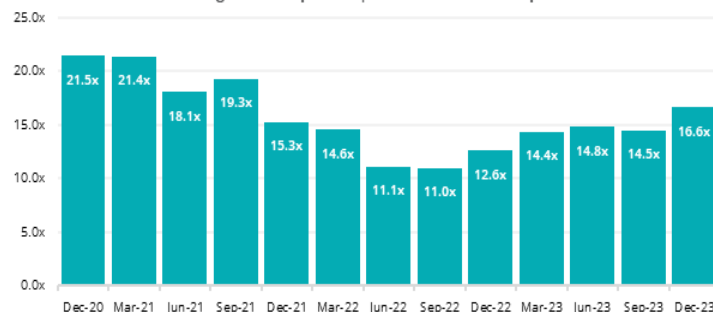
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
ATRO-USA	Astronics Corporation	\$17.42	28	\$487	\$782	\$652	\$14	1.2x	57.1x
ESLT-USA	Elbit Systems Ltd	\$213.25	44	\$9,480	\$10,964	\$5,840	\$487	1.9x	22.5x
GRMN-USA	Garmin Ltd.	\$128.54	192	\$24,651	\$22,824	\$5,228	\$1,270	4.4x	18.0x
HON-USA	Honeywell International Inc.	\$209.71	652	\$136,769	\$150,795	\$36,647	\$9,049	4.1x	16.7x
ISSC-USA	Innovative Solutions and Support, Inc.	\$8.53	17	\$149	\$159	\$38	\$10	4.2x	16.3x
TDY-USA	Teledyne Technologies Incorporated	\$446.29	47	\$21,144	\$23,878	\$5,646	\$1,368	4.2x	17.5x
TIKK-USA	Tel-Instrument Electronics Corp	\$1.80	3	\$6	\$14	\$9	\$0	1.6x	33.7x
TRMB-USA	Trimble Inc.	\$53.20	246	\$13,071	\$16,102	\$3,799	\$745	4.2x	21.6x
Mean					\$28,190	\$7,232	\$1,618	3.2x	25.4x
Median					\$13,533	\$4,513	\$616	4.2x	19.8x

Source: FactSet

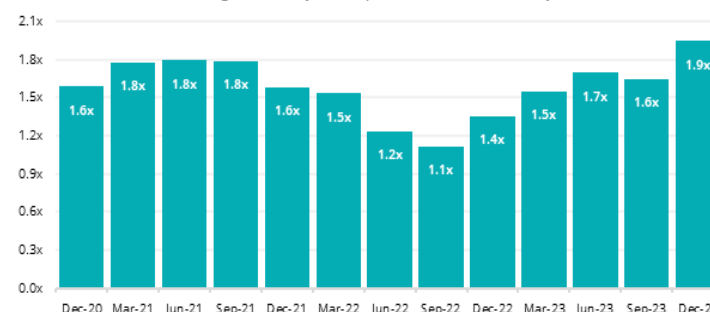
Public Comparables

Commercial Aircraft OEM, Engines & Propulsion

Commercial Aircraft OEM, Engines & Propulsion | Median EBITDA Multiples



Commercial Aircraft OEM, Engines & Propulsion | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AIR-PAR	Airbus SE	\$154.41	790	\$122,053	\$117,007	\$70,755	\$7,036	1.7x	16.6x
BA-USA	Boeing Company	\$260.66	610	\$159,038	\$197,037	\$77,794	\$1,048	2.5x	188.0x
DUAVF-USA	Dassault Aviation SA	\$203.08	81	\$16,409	\$7,425	\$6,393	\$707	1.2x	10.5x
EMBR3-BSP	Embraer S.A.	\$4.63	740	\$3,425	\$5,008	\$5,308	\$443	0.9x	11.3x
TXT-USA	Textron Inc.	\$80.42	193	\$15,509	\$17,587	\$13,683	\$1,445	1.3x	12.2x
GE-USA	General Electric Company	\$127.63	1,088	\$138,904	\$140,381	\$67,955	\$6,229	2.1x	22.5x
HON-USA	Honeywell International Inc.	\$209.71	652	\$136,769	\$150,795	\$36,647	\$9,049	4.1x	16.7x
RR-LON	Rolls-Royce Holdings plc	\$3.82	8,417	\$32,157	\$34,485	\$18,924	\$3,682	1.8x	9.4x
SAF-PAR	Safran SA	\$176.15	427	\$75,261	\$73,180	\$23,441	\$4,009	3.1x	18.3x
RTX-USA	RTX Corporation	\$84.14	1,327	\$111,639	\$152,293	\$68,920	\$7,360	2.2x	20.7x
Mean					\$89,520	\$38,982	\$4,101	2.1x	32.6x
Median					\$95,094	\$30,044	\$3,846	1.9x	16.6x

Source: FactSet

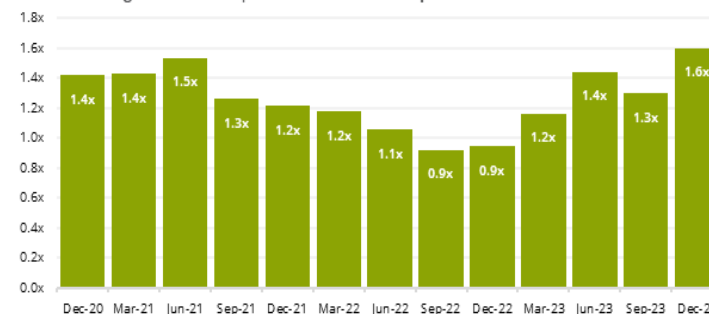
Public Comparables

Machine, Casting & Fabrication

Machine, Casting & Fabrication | Median EBITDA Multiples



Machine, Casting & Fabrication | Median Revenue Multiples



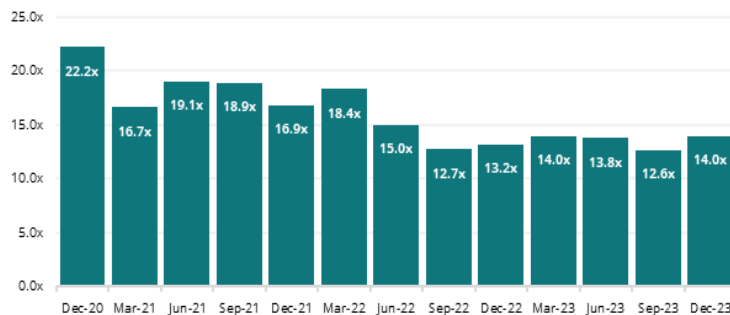
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
ATI-USA	ATI Inc.	\$45.47	128	\$5,810	\$7,400	\$4,174	\$633	1.8x	11.7x
B-USA	Barnes Group Inc.	\$32.63	51	\$1,654	\$2,902	\$1,452	\$229	2.0x	12.7x
FII-PAR	LISI SA	\$26.07	47	\$1,213	\$1,746	\$1,655	\$197	1.1x	8.9x
KALU-USA	Kaiser Aluminum Corporation	\$71.19	16	\$1,140	\$2,137	\$3,087	\$209	0.7x	10.2x
MRO-LON	Melrose Industries PLC	\$7.23	1,325	\$9,583	\$10,721	\$6,707	\$759	1.6x	14.1x
SIF-USA	SIFCO Industries, Inc.	\$4.54	6	\$28	\$67	\$87	\$0	0.8x	945.1x
SXI-USA	Standex International Corporation	\$158.38	12	\$1,880	\$1,907	\$736	\$141	2.6x	13.5x
Mean					\$3,840	\$2,557	\$310	1.5x	145.2x
Median					\$2,137	\$1,655	\$209	1.6x	12.7x

Source: FactSet

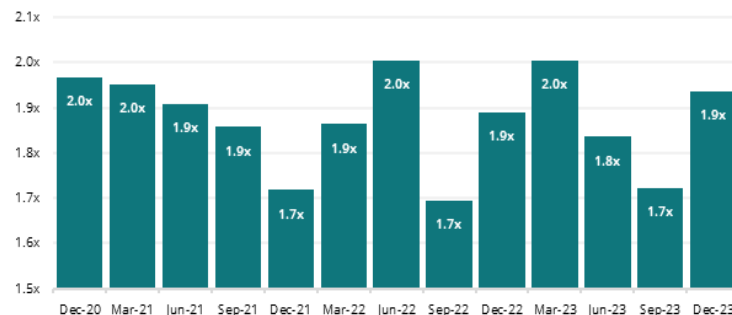
Public Comparables

MRO, Aftermarket & Distribution

MRO, Aftermarket & Distribution | Median EBITDA Multiples



MRO, Aftermarket & Distribution | Median Revenue Multiples



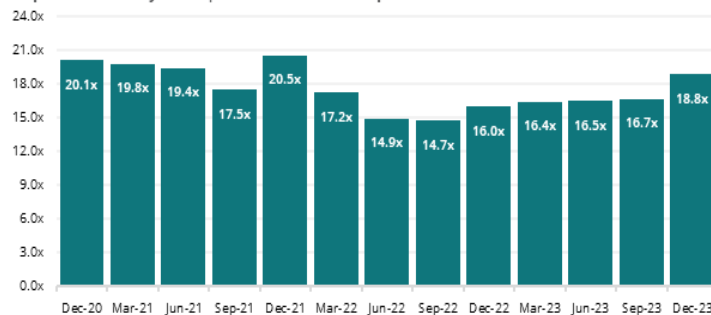
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AIR	AAR CORP.	\$62.40	36	\$2,215	\$2,488	\$2,170	\$178	1.1x	14.0x
HEI	HEICO Corporation	\$178.87	55	\$9,796	\$27,569	\$2,968	\$776	9.3x	35.5x
MTUAF	MTU Aero Engines AG	\$216.50	54	\$11,653	\$12,574	\$6,247	\$1,052	2.0x	12.0x
S63-SG	Singapore Technologies Engineering Ltd	\$2.95	3122	\$9,208	\$13,667	\$7,056	\$1,061	1.9x	12.9x
VSEC	VSE Corporation	\$64.61	16	\$1,017	\$1,479	\$859	\$102	1.7x	14.5x
Mean					\$11,556	\$3,860	\$634	3.2x	17.8x
Median					\$12,574	\$2,968	\$776	1.9x	14.0x

Source: FactSet

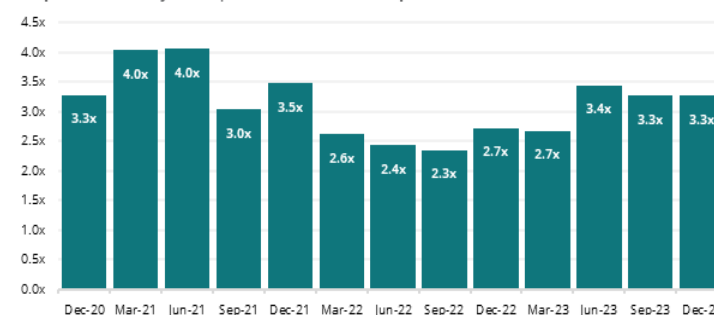
Public Comparables

Components & Subsystems

Components & Subsystems | Median EBITDA Multiples



Components & Subsystems | Median Revenue Multiples



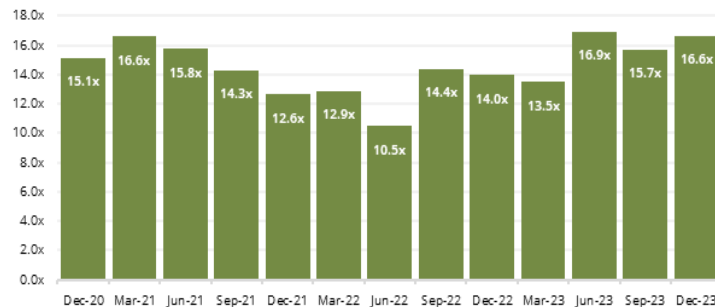
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AME-US	AMETEK, Inc.	\$164.89	231	\$38,092	\$41,225	\$6,597	\$2,045	6.2x	20.2x
APH	Amphenol Corporation Class A	\$99.13	600	\$59,464	\$62,430	\$12,555	\$3,001	5.0x	20.8x
CR	Crane Company	\$118.14	57	\$6,738	\$6,713	\$2,086	\$323	3.2x	20.8x
DCI	Donaldson Company, Inc.	\$65.35	120	\$7,851	\$8,284	\$3,430	\$594	2.4x	13.9x
ESE	ESCO Technologies Inc.	\$117.03	26	\$3,019	\$3,200	\$969	\$183	3.3x	17.5x
HXL	Hexcel Corporation	\$73.75	84	\$6,224	\$6,704	\$1,786	\$329	3.8x	20.4x
PPG	PPG Industries, Inc.	\$149.55	235	\$35,182	\$40,648	\$18,246	\$2,846	2.2x	14.3x
ROLL	RBC Bearings Incorporated	\$284.89	29	\$8,314	\$9,552	\$1,541	\$465	6.2x	20.5x
SKUFF	SKF AB Class B	\$20.03	426	\$8,533	\$10,173	\$10,143	\$1,606	1.0x	6.3x
TKR	Timken Company	\$80.15	70	\$5,621	\$7,790	\$4,769	\$940	1.6x	8.3x
TDG	TransDigm Group Incorporated	\$1,011.60	56	\$56,251	\$73,976	\$6,977	\$3,446	10.6x	21.5x
TRS	TriMas Corporation	\$25.33	41	\$1,049	\$1,460	\$887	\$126	1.6x	11.5x
Mean					\$22,680	\$5,832	\$1,325	3.9x	16.3x
Median					\$8,918	\$4,099	\$767	3.3x	18.8x

Source: FactSet

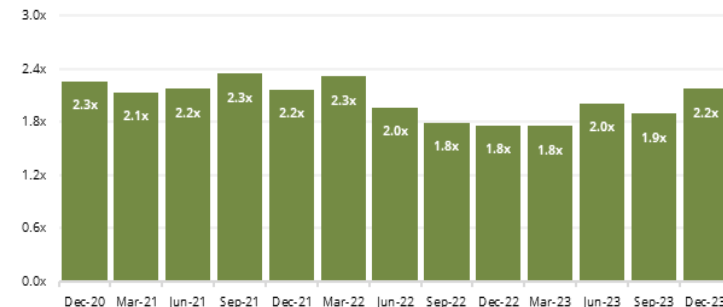
Public Comparables

C5ISR & Electronic Warfare

C5ISR & Electronic Warfare | Median EBITDA Multiples



C5ISR & Electronic Warfare | Median Revenue Multiples



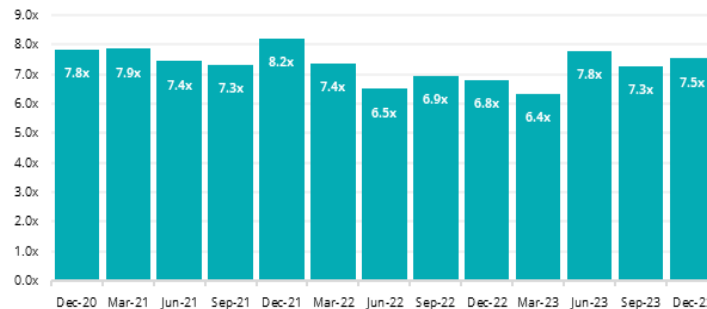
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AVAV	AeroVironment, Inc.	\$126.04	28	\$3,546	\$3,556	\$654	\$183	5.4x	19.4x
CMGMF	Chemring Group PLC	\$4.47	273	\$1,221	\$1,266	\$583	\$83	2.2x	15.2x
ESLT	Elbit Systems Ltd	\$213.25	44	\$9,480	\$10,964	\$5,840	\$487	1.9x	22.5x
IIVI	Coherent Corp.	\$43.53	152	\$6,608	\$12,641	\$4,630	\$792	2.7x	16.0x
KTOS	Kratos Defense & Security Solutions, Inc.	\$20.29	130	\$2,638	\$2,894	\$1,037	\$77	2.8x	37.5x
MRCY	Mercury Systems, Inc.	\$36.57	59	\$2,171	\$2,621	\$895	\$9	2.9x	279.7x
OSIS	OSI Systems, Inc.	\$129.05	17	\$2,200	\$2,557	\$1,367	\$220	1.9x	11.6x
QNTQF	QinetiQ Group plc	\$3.94	577	\$2,273	\$2,621	\$2,197	\$314	1.2x	8.3x
RADA	Leonardo DRS, Inc.	\$20.04	262	\$5,258	\$5,200	\$2,720	\$313	1.9x	16.6x
Mean					\$4,925	\$2,214	\$276	2.5x	47.4x
Median					\$2,894	\$1,367	\$220	2.2x	16.6x

Source: FactSet

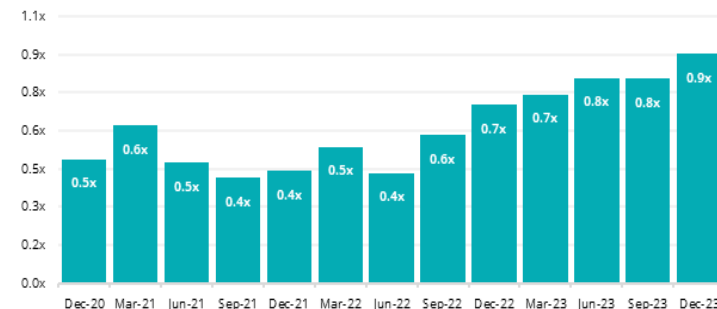
Public Comparables

Electronic Manufacturing Services

Electronic Manufacturing Services | Median EBITDA Multiples



Electronic Manufacturing Services | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
BELFB	Bel Fuse Inc. Class B	\$66.77	11	\$710	\$786	\$669	\$108	1.2x	7.2x
BHE	Benchmark Electronics, Inc.	\$27.64	36	\$989	\$1,172	\$2,839	\$160	0.4x	7.3x
CLS	Celestica Inc.	\$29.28	119	\$3,483	\$3,947	\$7,980	\$524	0.5x	7.5x
CTS	CTS Corporation	\$43.74	31	\$1,347	\$1,281	\$551	\$108	2.3x	11.8x
FLEX	Flex Ltd.	\$22.16	421	\$9,332	\$14,668	\$29,359	\$1,949	0.5x	7.5x
JBL	Jabil Inc.	\$127.40	128	\$16,249	\$18,057	\$33,454	\$2,505	0.5x	7.2x
MCHP	Microchip Technology Incorporated	\$90.18	540	\$48,732	\$54,179	\$8,541	\$4,077	6.3x	13.3x
MEI	Methode Electronics, Inc.	\$22.73	36	\$809	\$1,046	\$1,159	\$111	0.9x	9.4x
TTMI	TTM Technologies, Inc.	\$15.81	102	\$1,611	\$2,185	\$2,233	\$272	1.0x	8.0x
Mean					\$10,814	\$9,643	\$1,090	1.5x	8.8x
Median					\$2,185	\$2,839	\$272	0.9x	7.5x

Source: FactSet

Public Comparables

Prime Defense - United States

Prime Defense - United States | Median EBITDA Multiples



Prime Defense - United States | Median Revenue Multiples



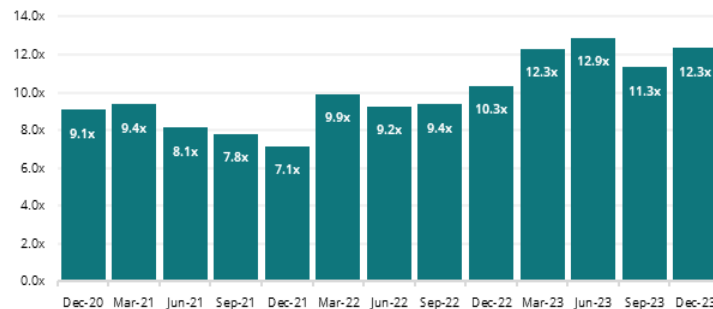
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
BA	Boeing Company	\$260.66	610	\$159,038	\$197,037	\$77,794	\$1,048	2.5x	188.0x
GD	General Dynamics Corporation	\$259.67	274	\$71,144	\$80,216	\$42,272	\$5,108	1.9x	15.7x
HII	Huntington Ingalls Industries, Inc.	\$259.64	40	\$10,279	\$12,581	\$11,454	\$971	1.1x	13.0x
LHX	L3Harris Technologies Inc	\$210.62	190	\$40,041	\$53,431	\$19,419	\$3,193	2.8x	16.7x
LMT	Lockheed Martin Corporation	\$453.24	242	\$109,522	\$125,972	\$67,571	\$9,761	1.9x	12.9x
NOC	Northrop Grumman Corp.	\$468.14	150	\$70,238	\$83,211	\$39,290	\$3,875	2.1x	21.5x
OSK	Oshkosh Corp	\$108.41	65	\$7,091	\$7,735	\$9,395	\$914	0.8x	8.5x
RTX	RTX Corporation	\$84.14	1327	\$111,639	\$152,293	\$68,920	\$7,360	2.2x	20.7x
Mean					\$89,059	\$42,014	\$4,029	1.9x	37.1x
Median					\$81,713	\$40,781	\$3,534	2.0x	16.2x

Source: FactSet

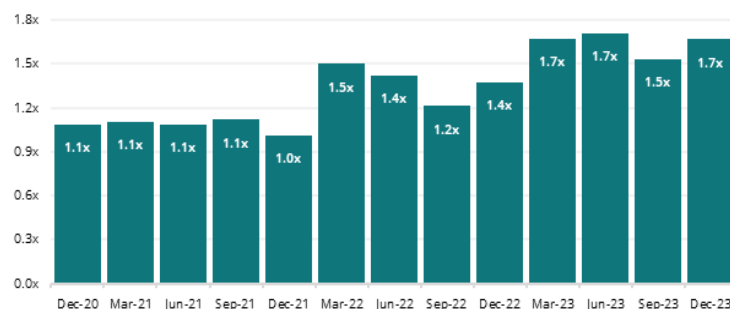
Public Comparables

Prime Defense - Europe

Prime Defense - Europe | Median EBITDA Multiples



Prime Defense - Europe | Median Revenue Multiples



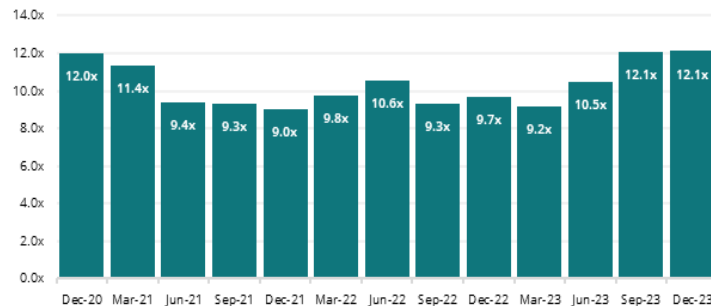
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AIR-FR	Airbus SE	\$154.41	790	\$122,053	\$117,007	\$70,755	\$7,036	1.7x	16.6x
AUTLF	Austal Limited	\$1.43	362	\$518	\$554	\$1,015	\$45	0.5x	12.3x
BA-GB	BAE Systems plc	\$14.16	3028	\$42,860	\$45,998	\$27,591	\$3,660	1.7x	12.6x
LDO-IT	Leonardo SpA	\$16.50	578	\$9,538	\$14,182	\$15,716	\$1,471	0.9x	9.6x
NSKFF	Kongsberg Gruppen ASA	\$45.00	176	\$7,916	\$8,004	\$3,801	\$554	2.1x	14.4x
RHM-DE	Rheinmetall AG	\$317.03	44	\$13,810	\$16,105	\$7,401	\$1,108	2.2x	14.5x
TKA-DE	thyssenkrupp AG	\$6.97	623	\$4,341	\$1,169	\$39,676	\$1,283	0.0x	0.9x
SMGKF	Smiths Group Plc	\$22.49	348	\$7,816	\$8,273	\$3,674	\$693	2.3x	11.9x
HO-FR	Thales SA	\$147.97	210	\$31,104	\$31,936	\$18,850	\$2,760	1.7x	11.6x
Mean					\$27,025	\$20,942	\$2,068	1.4x	11.6x
Median					\$14,182	\$15,716	\$1,283	1.7x	12.3x

Source: FactSet

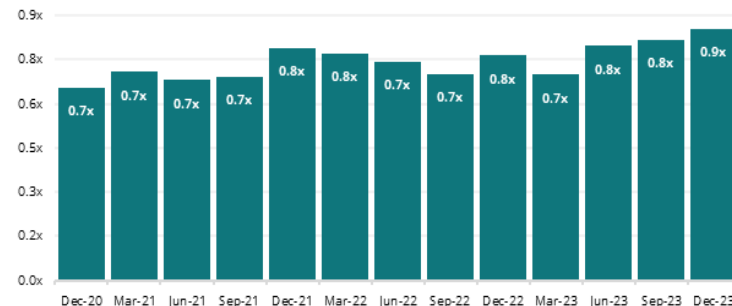
Public Comparables

Prime Defense - Asia

Prime Defense - Asia | Median EBITDA Multiples



Prime Defense - Asia | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
000880-KRX	Hanwha Corp	\$19.99	75	\$1,499	\$35,386	\$42,368	\$2,859	0.8x	12.4x
011210-KRX	Hyundai Wia Corporation	\$50.55	27	\$1,375	\$1,798	\$6,632	\$402	0.3x	4.5x
064350-KRX	Hyundai Rotem Co.	\$20.65	109	\$2,254	\$2,165	\$2,672	\$182	0.8x	11.9x
064960-KRX	SNT MOTIV CO., LTD	\$33.54	15	\$491	\$119	\$870	\$112	0.1x	1.1x
500493-BOM	Bharat Forge Ltd	\$14.89	466	\$6,931	\$7,564	\$1,759	\$279	4.3x	27.1x
500510-BOM	Larsen & Toubro Ltd.	\$42.39	1375	\$58,264	\$60,912	\$25,681	\$3,546	2.4x	17.2x
500570-BOM	Tata Motors Limited	\$9.38	3323	\$31,180	\$45,420	\$52,006	\$7,565	0.9x	6.0x
7011-JP	Mitsubishi Heavy Industries, Ltd.	\$58.46	337	\$19,721	\$29,870	\$32,184	\$2,725	0.9x	11.0x
7012-JP	Kawasaki Heavy Industries Ltd.	\$22.12	168	\$3,715	\$10,018	\$12,505	\$572	0.8x	17.5x
S63-SG	Singapore Technologies Engineering Ltd	\$2.95	3122	\$9,208	\$13,667	\$7,056	\$1,061	1.9x	12.9x
Mean					\$20,692	\$18,373	\$1,930	1.3x	12.1x
Median					\$11,843	\$9,780	\$817	0.9x	12.1x

Source: FactSet

Public Comparables

Contract Services

Contract Services | Median EBITDA Multiples



Contract Services | Median Revenue Multiples



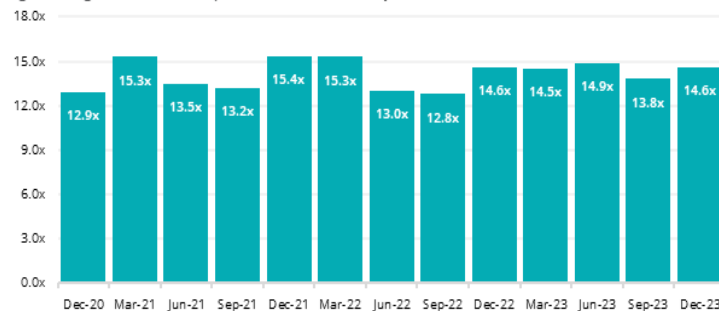
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
BAH	Booz Allen Hamilton Holding Corporation Class A	\$127.91	130	\$16,596	\$19,652	\$10,324	\$898	1.9x	21.9x
BCKIF	Babcock International Group PLC	\$5.16	506	\$2,609	\$3,152	\$5,478	\$434	0.6x	7.3x
CACI	CACI International Inc Class A	\$323.86	22	\$7,217	\$9,187	\$7,131	\$751	1.3x	12.2x
ICFI	ICF International, Inc.	\$134.09	19	\$2,523	\$3,160	\$1,963	\$202	1.6x	15.7x
LDOS	Leidos Holdings, Inc.	\$108.24	136	\$14,697	\$19,158	\$15,438	\$1,633	1.2x	11.7x
MMS	MAXIMUS, Inc.	\$83.86	61	\$5,118	\$6,444	\$4,983	\$486	1.3x	13.2x
PSN	Parsons Corporation	\$62.71	106	\$6,637	\$7,384	\$5,443	\$460	1.4x	16.0x
SECCF	Serco Group plc	\$2.07	1104	\$2,279	\$3,227	\$6,004	\$654	0.5x	4.9x
VEC	V2X Inc	\$46.44	31	\$1,449	\$2,574	\$3,901	\$227	0.7x	11.4x
Mean					\$8,216	\$6,741	\$638	1.2x	12.7x
Median					\$6,444	\$5,478	\$486	1.3x	12.2x

Source: FactSet

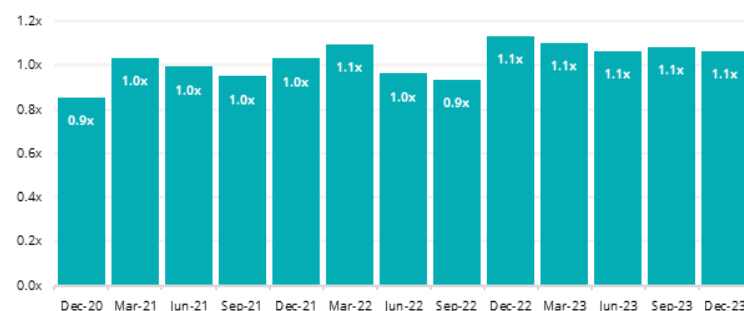
Public Comparables

Engineering & Construction

Engineering & Construction | Median EBITDA Multiples



Engineering & Construction | Median Revenue Multiples



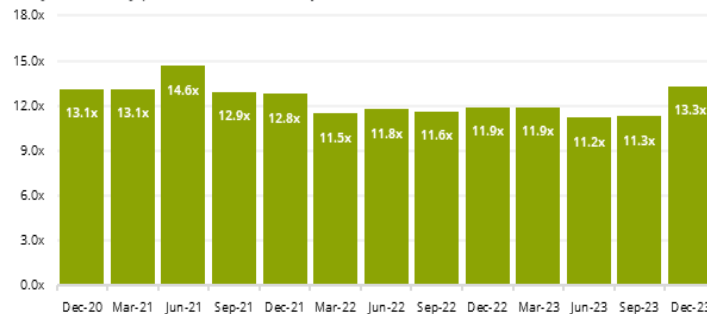
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
ACM	AECOM	\$92.43	136	\$12,573	\$14,431	\$14,896	\$991	1.0x	14.6x
BAFBF	Balfour Beatty plc	\$4.23	537	\$2,270	\$1,986	\$9,428	\$358	0.2x	5.5x
FLR	Fluor Corporation	\$39.17	170	\$6,675	\$5,498	\$15,474	\$319	0.4x	17.2x
JEC	Jacobs Solutions Inc.	\$129.80	126	\$16,309	\$19,436	\$16,680	\$1,454	1.2x	13.4x
KBR	KBR, Inc.	\$55.41	135	\$7,484	\$9,247	\$6,956	\$630	1.3x	14.7x
STN	Stantec Inc	\$80.19	114	\$9,147	\$10,571	\$4,804	\$624	2.2x	16.9x
WDGJF	John Wood Group PLC	\$2.40	692	\$1,660	\$2,483	\$5,868	\$317	0.4x	7.8x
PSN	Parsons Corporation	\$62.71	106	\$6,637	\$7,384	\$5,443	\$460	1.4x	16.0x
Mean					\$8,879	\$9,944	\$644	1.0x	13.3x
Median					\$8,315	\$8,192	\$542	1.1x	14.6x

Source: FactSet

Public Comparables

IT & Cybersecurity

IT & Cybersecurity | Median EBITDA Multiples



IT & Cybersecurity | Median Revenue Multiples



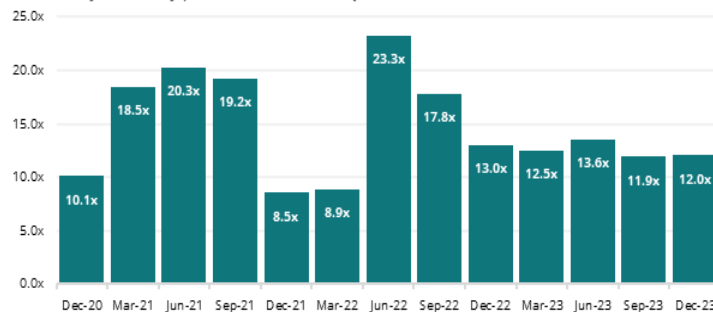
FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
BB	BlackBerry Limited	\$3.54	585	\$2,072	\$2,073	\$842	(\$41)	2.5x	NM
CRWD	CrowdStrike Holdings, Inc. Class A	\$255.32	228	\$58,118	\$58,978	\$2,848	\$40	20.7x	1465.9x
DXC	DXC Technology Co.	\$22.87	183	\$4,182	\$8,175	\$13,872	\$1,920	0.6x	4.3x
FTNT	Fortinet, Inc.	\$58.53	763	\$44,660	\$43,172	\$5,305	\$1,350	8.1x	32.0x
GIB	CGI Inc. Class A	\$107.21	206	\$22,123	\$26,176	\$10,705	\$2,019	2.4x	13.0x
PANW	Palo Alto Networks, Inc.	\$294.88	323	\$95,276	\$90,827	\$7,527	\$901	12.1x	100.8x
SPLK	Splunk Inc.	\$152.35	169	\$25,671	\$27,243	\$3,981	\$164	6.8x	165.8x
NLOK	Gen Digital Inc.	\$22.82	637	\$14,534	\$23,346	\$3,792	\$1,712	6.2x	13.6x
4704-JP	Trend Micro Incorporated	\$53.54	141	\$7,540	\$5,142	\$1,766	\$447	2.9x	11.5x
SWI	SolarWinds Corp.	\$12.49	167	\$2,082	\$3,060	\$759	\$273	4.0x	11.2x
UIS	Unisys Corporation	\$5.62	68	\$384	\$559	\$2,015	\$229	0.3x	2.4x
ZS	Zscaler, Inc.	\$221.56	148	\$32,865	\$31,756	\$1,758	(\$93)	18.1x	NM
Mean					\$26,709	\$4,597	\$743	7.1x	182.1x
Median					\$24,761	\$3,320	\$360	5.1x	13.3x

Source: FactSet

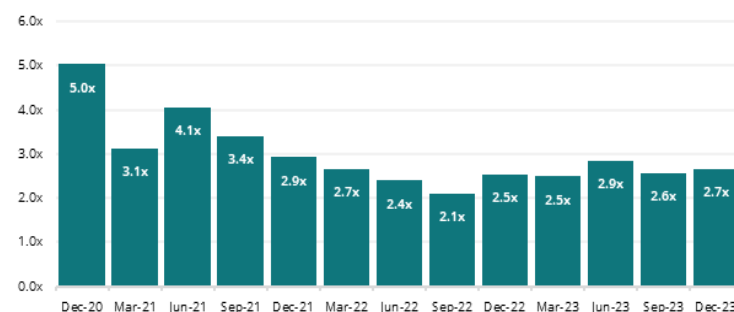
Public Comparables

Public Safety & Security

Public Safety & Security | Median EBITDA Multiples



Public Safety & Security | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
AAXN	Axon Enterprise Inc	\$258.33	75	\$19,453	\$18,841	\$1,563	\$187	12.1x	100.5x
BCO	Brink's Company	\$87.95	45	\$3,962	\$6,452	\$4,820	\$762	1.3x	8.5x
DGLY	Digital Ally, Inc.	\$2.12	3	\$6	\$10	\$31	(\$24)	0.3x	NM
MSA	MSA Safety, Inc.	\$168.83	39	\$6,638	\$7,149	\$1,788	\$458	4.0x	15.6x
PSG-ES	Prosegur Compania de Seguridad SA	\$1.94	545	\$1,060	\$2,718	\$4,688	\$534	0.6x	5.1x
WRAP-US	Wrap Technologies, Inc.	\$3.10	44	\$137	\$124	\$9	(\$15)	13.6x	NM
Mean					\$5,882	\$2,150	\$317	5.3x	32.4x
Median					\$4,585	\$1,676	\$322	2.7x	12.0x

Source: FactSet

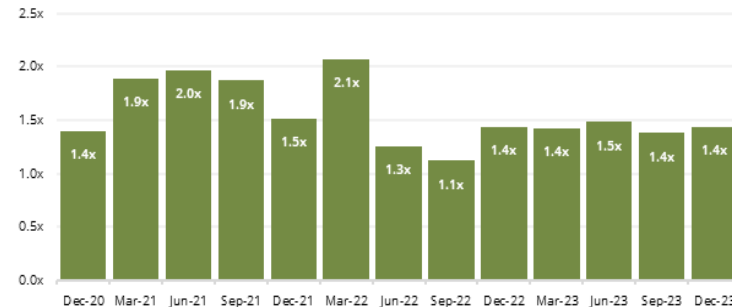
Public Comparables

Space & Satellite

Space & Satellite | Median EBITDA Multiples



Space & Satellite | Median Revenue Multiples



FactSet Identifier	Company \$USD in Millions	Share Price	Shares O/S (MM)	Market Cap	Enterprise Value (MM)	Revenues (LTM)	EBITDA (LTM)	Enterprise Value /	
								Revenues	EBITDA
BLL	Ball Corporation	\$57.52	316	\$18,156	\$26,534	\$13,986	\$2,117	1.9x	12.5x
CMTL	Comtech Telecommunications Corp.	\$8.43	28	\$240	\$560	\$571	\$44	1.0x	12.8x
GILT	Gilat Satellite Networks Ltd.	\$6.11	57	\$348	\$256	\$262	\$33	1.0x	7.7x
KVHI	KVH Industries, Inc.	\$5.26	20	\$103	\$35	\$137	\$17	0.3x	2.0x
PL-USA	Planet Labs PBC Class A	\$2.47	266	\$658	\$408	\$215	(\$133)	1.9x	NM
SATS	EchoStar Corporation Class A	\$16.57	140	\$2,321	\$1,137	\$1,806	\$571	0.6x	2.0x
TSAT-USA	Telesat Corp.	\$10.43	13	\$140	\$2,572	\$561	\$384	4.6x	6.7x
VSAT	ViaSat, Inc.	\$27.95	125	\$3,503	\$9,638	\$3,800	\$9	2.5x	1062.2x
Mean					\$5,143	\$2,667	\$380	1.7x	158.0x
Median					\$848	\$566	\$39	1.4x	7.7x

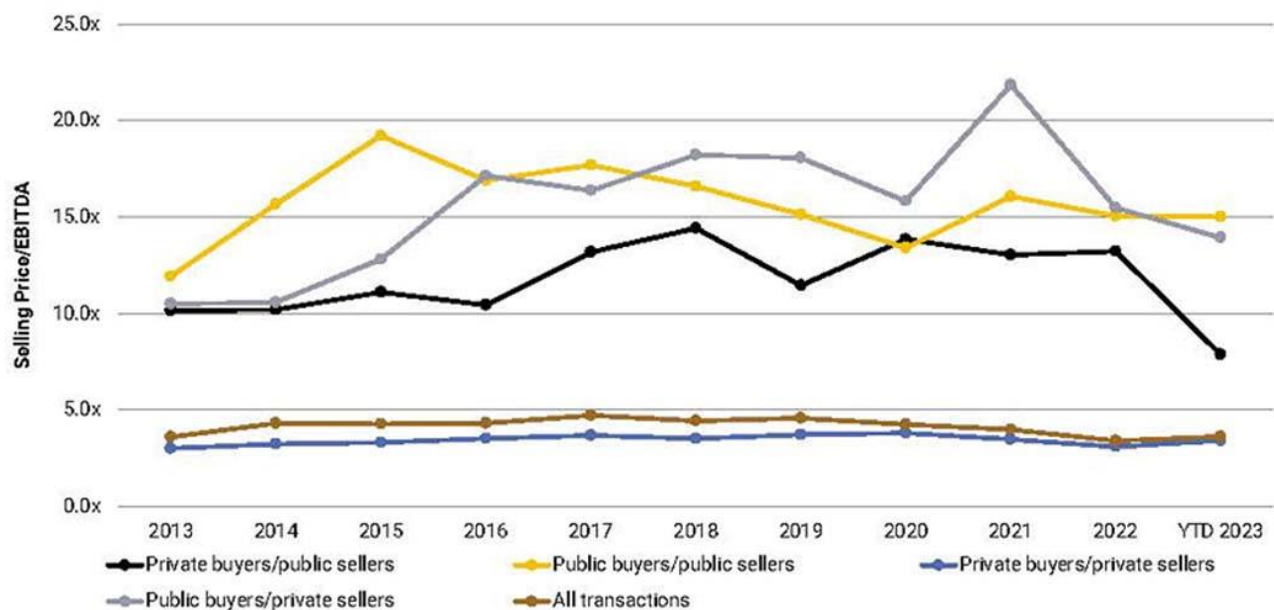
Source: FactSet

Public Vs. Private Comparables

Valuation Premiums Can Be Considerable

Regardless of industry, publicly traded companies often trade at premium valuations to privately held companies. This is reflected in M&A transactions and can lead to unrealistic value expectations for some business owners. The chart below illustrates this variance and shows that the variance has been both long term and growing.

Transactions between private buyer and private seller tend to be small by comparison and thus do not benefit from a “size” premium that is associated with transactions in general. While this chart does not breakout private equity transactions, our analysis indicates those transactions usually fall between public and private and move closer to public as size increases.



Note: Each data point in this chart is based on a minimum of 10 transaction multiples. If there are not enough transaction multiples for a particular year or quarter, the data are not included.

DealStats Value Index Report Q4-2023



CFA Overview

About CFA

Who We Are / What We Do

Corporate Finance Associates (CFA) is an independent international investment banking firm serving middle-market businesses. For over 60 years Corporate Finance Associates has been advocating on behalf of business owners who are restructuring a company, either through divestiture, merger, acquisition or recapitalization. Combining the knowledge and leverage of a larger bank with the customer focused detail of a boutique firm, from inception to completion, our senior principals provide hands-on expertise to clients buying, selling or recapitalizing a business.

This Aerospace, Defense and Government Industry Practice Group was established to draw on the experience of CFA advisors, many of whom as former business owners and CEOs, have first-hand knowledge and have completed many transactions in this industry. Working with your local CFA representative, you can be sure that the collective wealth of knowledge is available to every CFA client.



Sell-Side Advisory

Whether as a divestiture strategy or a recapitalization strategy selling all or part of a business requires equal parts creative thinking, critical analysis, expert advice, sound planning and flawless execution. Having the right team of investment banking professionals working for you is critical to ensure success.



Capital Markets

Our commitment to remaining independent from any investment or lending affiliates ensures that we deliver unbiased guidance. It also promotes maximum competition among lending sources, helping to fully leverage value for our clients. Our role is to help you raise the type of capital that best fits your needs.



Buy-Side Advisory

Growth through acquisition is a complex process. It involves strategy, planning, critical analysis, coordination and negotiation. When you want to take advantage of the fast growth offered by a consolidation or roll-up, CFA's broad reach, sources of financing and efficient closings can help you achieve your business growth goals.



Financial Advisory

Now that you have made the decision to raise capital for your business, choosing the right investment banker is critical. Whether you are buying out a partner, financing an acquisition or seeking growth capital, CFA is the right choice to help you achieve your financing goals.



Exit Planning

Every business will ultimately undergo a transfer via sale or merger, a charitable donation, a transfer to a child or relative or even bankruptcy, liquidation or death. Every ownership transfer carries with it a unique set of consequences and the best consequences usually begin with a clearly defined exit plan.



Business Valuation

"What is my business worth" is a question we often hear from business owners contemplating a business sale, merger or recapitalization. Answering this question depends on many factors, including the business valuation methods that are employed in the calculation.

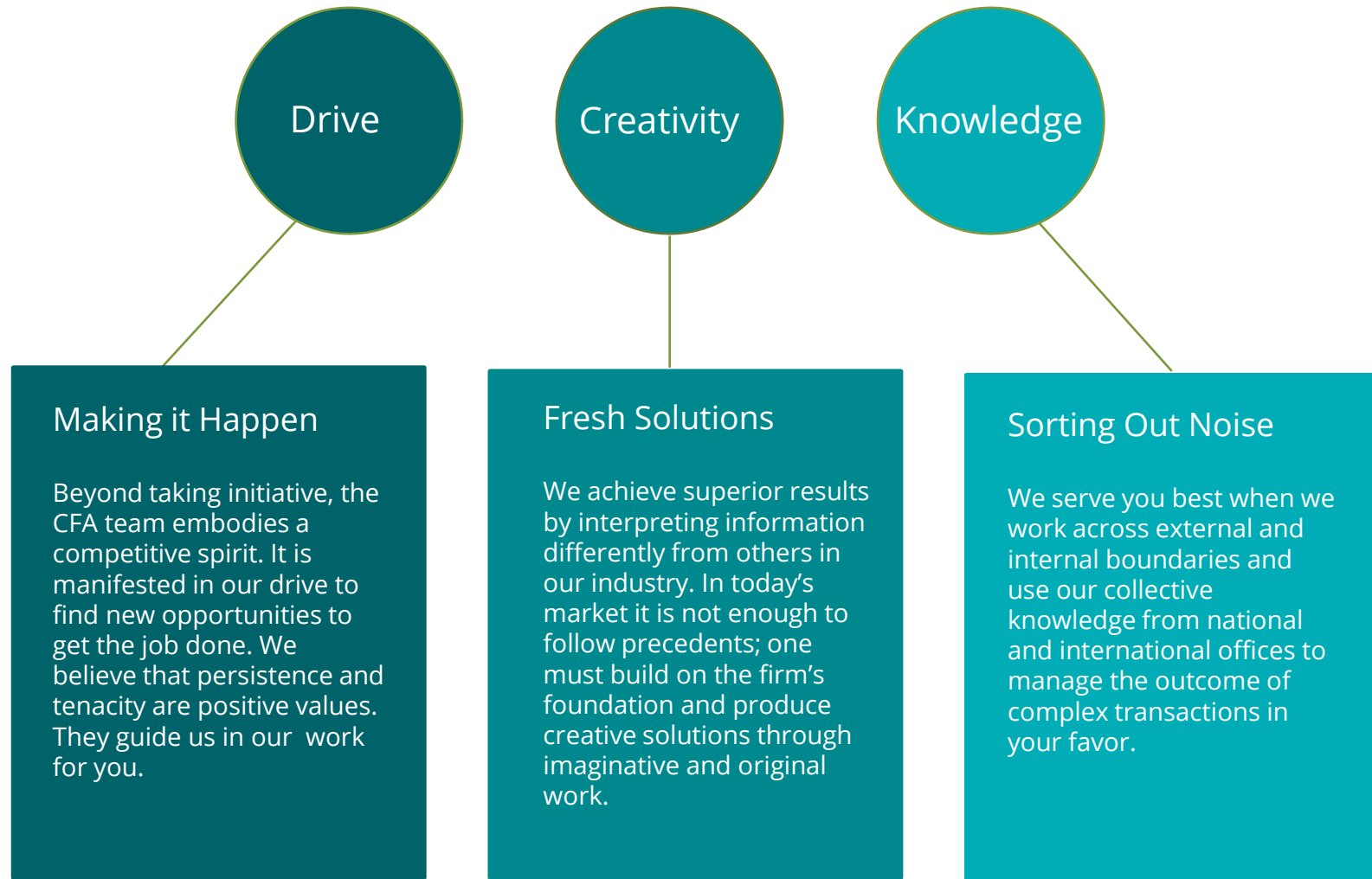
Local Service, Global Reach

Where We Are

With offices across the USA and in Austria, Belgium, Brazil, Germany, Hong Kong, India, Ireland, Italy, Mexico, Netherlands, Poland, Spain, Switzerland and the United Kingdom providing middle-market companies with a wide range of M&A, financial advisory services and access to capital resources.

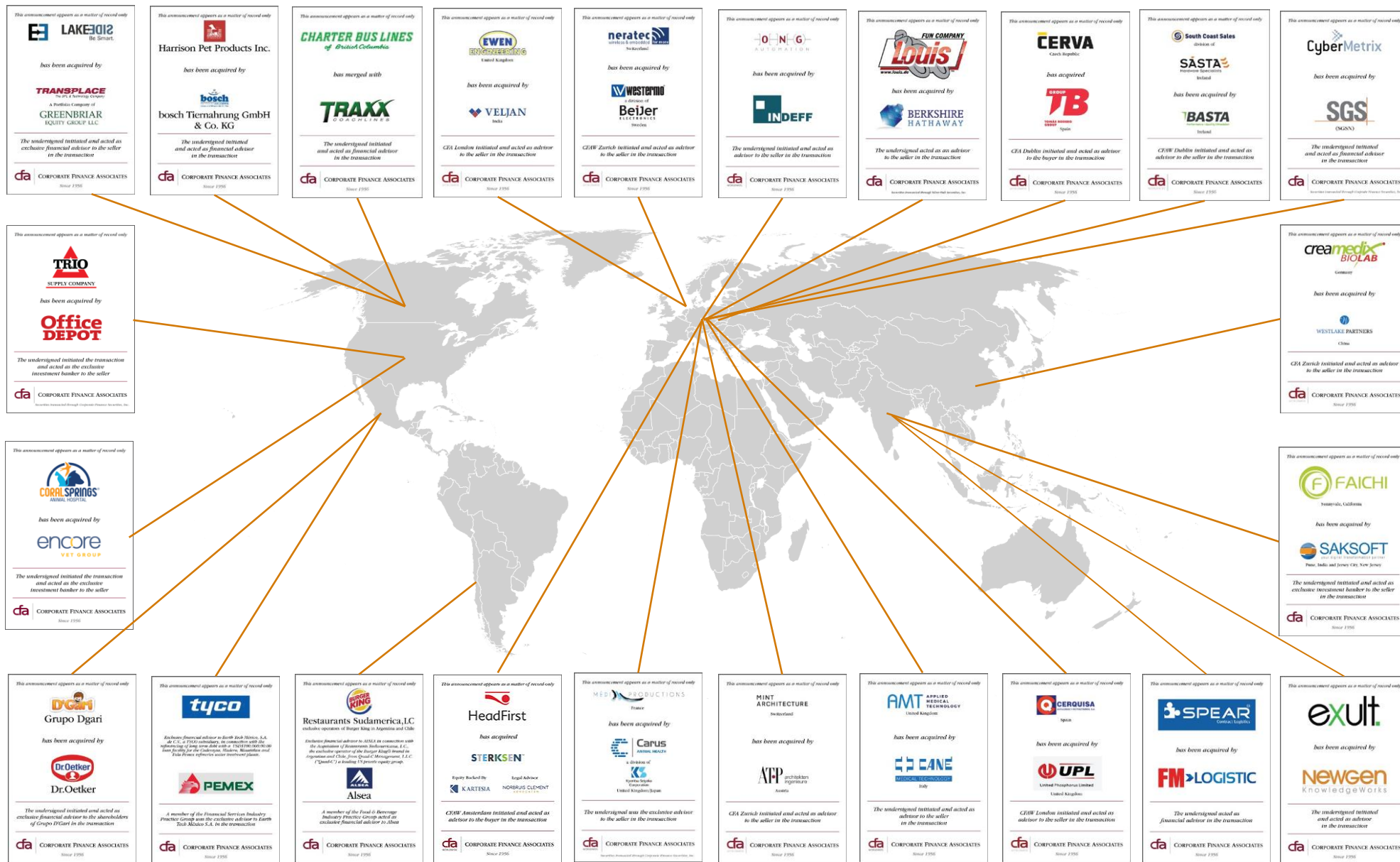


Delivering Results



Founded in 1956 • 70 Managing Directors • 37 Offices Worldwide • Billions in M&A Transactions

Worldwide Transactions



Industry Practice Groups

Aerospace, Defense, Government



The Aerospace, Defense, Government practice group is comprised of accomplished dealmakers with extensive experience in advising both public and private companies in the industry. These dealmakers offer expert service in acquisitions, divestitures, financing, and strategic planning to a wide range of companies operating in multiple subsectors including:

- Commercial & Military Aerospace
- Defense & Weapon Systems
- Cyber & Homeland Security
- Government Contract Services
- MRO, FBO, Charter & Management
- Airport Services

Whether you want to acquire, merge, sell, or finance, let CFA's industry knowledge, international resources and proven dealmaking skills work for you. We research, identify, qualify, advocate, negotiate and help steer you through the mine fields of due diligence to maximize your value and secure your objective.

Aerospace/Defense/Government

Agriculture

Animal Health

Business Services

Commercial Real Estate

Consumer Retail

Energy

Engineering/Construction

Financial Services & FinTech

Food/Beverage

Healthcare/Life Sciences

Industrials

Metal Fabrication

Print/Packaging

Semiconductors

Specialty Chemicals

Technology/Media/Telecom

Transportation/Logistics/Supply Chain

Wholesale Distribution

Recent Industry Transactions

This announcement appears as a matter of record only



has been acquired by



(NASDAQ: TTEK)

The undersigned acted as financial advisor in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Securities transacted through Corporate Finance Securities, Inc.

This announcement appears as a matter of record only



has merged with



a portfolio company of
MPE PARTNERS

The undersigned initiated and acted as advisor to Safe Fuel Systems in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Securities transacted through Corporate Finance Securities, Inc.

This announcement appears as a matter of record only



has been recapitalized by



The undersigned initiated and acted as financial advisor to Pacific Aviation in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Securities transacted through Corporate Finance Securities, Inc.

This announcement appears as a matter of record only

ParkAvion Property Management HWD, LLC

has obtained financing from



The undersigned initiated and acted as financial advisor in the transaction

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Since 1956

This announcement appears as a matter of record only



has been acquired by



a portfolio company of
ODYSSEY INVESTMENT PARTNERS, LLC

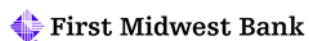
The undersigned was engaged as the investment banker for the seller in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Since 1956

This announcement appears as a matter of record only



has been financed by



The undersigned initiated and acted as financial advisor in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Since 1956

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated and acted as financial advisor in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Securities transacted through Corporate Finance Securities, Inc.

This announcement appears as a matter of record only



SAKER
aviation services
(OTCQB: SKAS)

has acquired



The undersigned initiated and acted as an advisor to the buyer in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Securities transacted through Corporate Finance Securities, Inc.

This announcement appears as a matter of record only



has been acquired by



A member of CFA's Aviation, Aerospace & Defense Industry Practice Group acted as financial advisor in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Since 1956

This announcement appears as a matter of record only



has been recapitalized by



The undersigned initiated and acted as financial advisor to Solair Group in the transaction

cfa | CORPORATE FINANCE ASSOCIATES
Securities transacted through Corporate Finance Securities, Inc.