

SCOTT-MACON, LTD

Aerospace, Defense & Government Services

Monthly Market Overview

March 2017



A note from **SCOTT-MACON**

We are pleased to present you with the March 2017 Edition of the Scott-Macon Aerospace, Defense and Government Services monthly newsletter! Our team strives to provide industry professionals such as yourself with the critical market information necessary to execute your strategic goals and initiatives. Please let us know if you would like to discuss any of the emerging trends presented in this review and how they can potentially impact your firm.

Our team can help you with the following services:

- **Mergers and Acquisitions**
 - **Sale of company**
 - **Acquisition of target companies**
- **Private Debt and Equity Financing**
- **Dividend Recapitalization**

We look forward to speaking to you soon!

Best,



Michael

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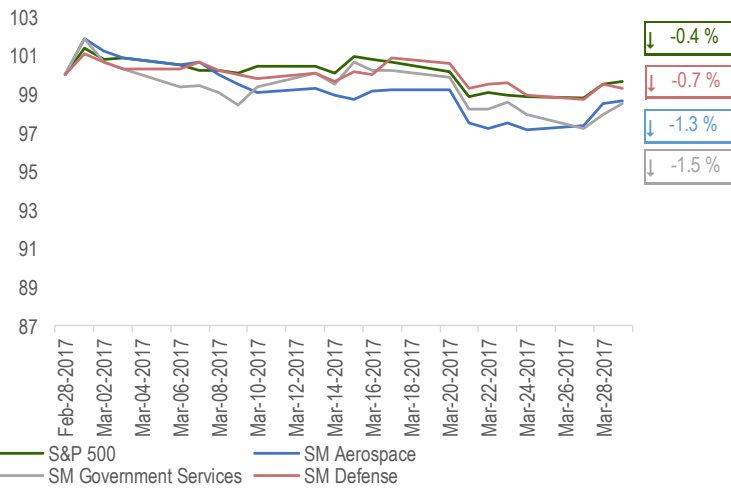
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SECTION 1: MARKET SNAPSHOT

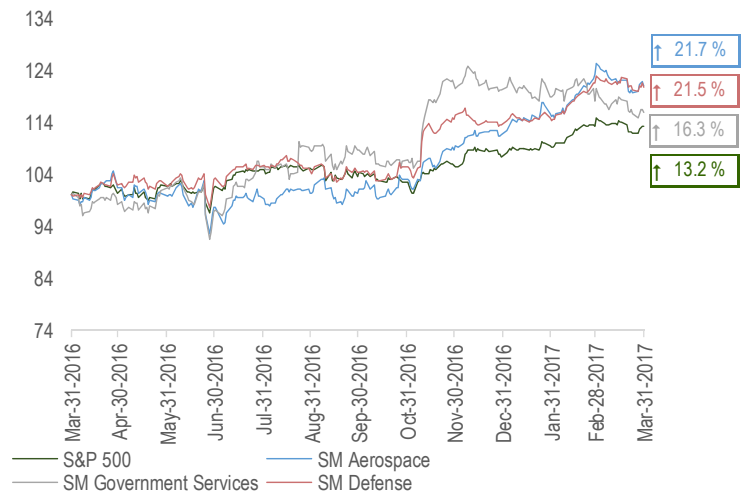
Monthly as of March 2017

Share Price Performance

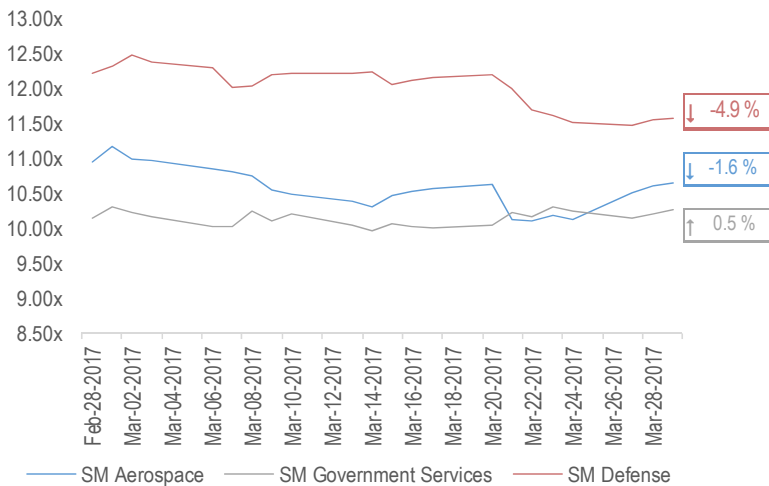


LTM as of March 2017

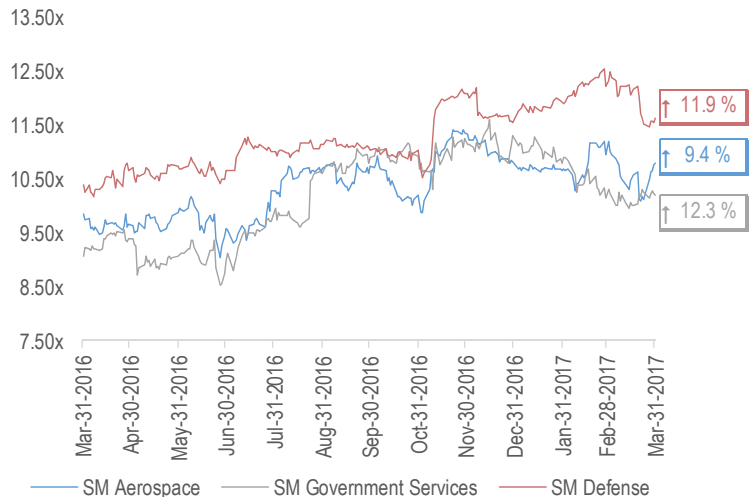
Share Price Performance



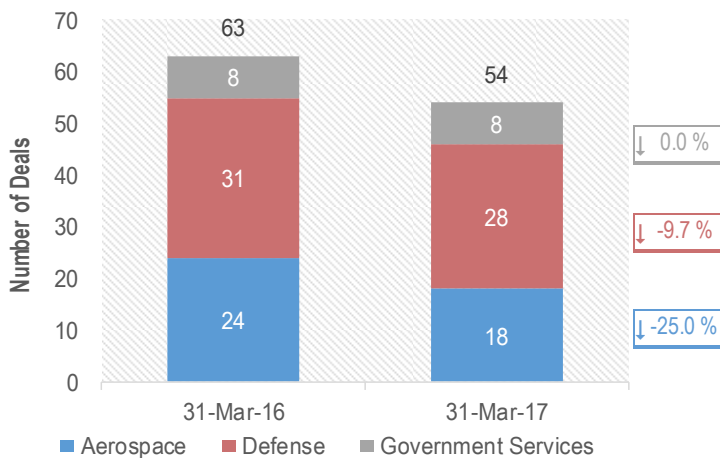
Trading Valuation (TEV / LTM EBITDA)



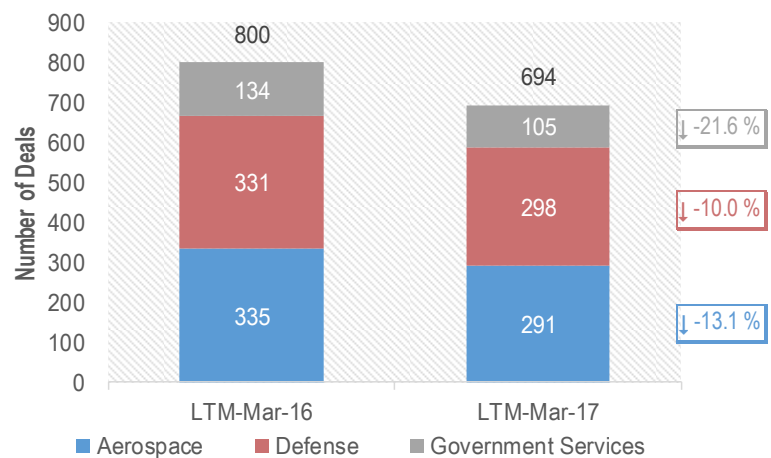
Trading Valuation (TEV / LTM EBITDA)



M&A Transactions



M&A Transactions



SECTION 2: PUBLIC COMPARABLES

Aerospace Public Comparables*

Aerospace OEMs	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
Airbus Group SE	\$76.27	98.9%	\$58,917.2	\$56,538.0	NM	NA	NA	0.8 x	0.3%	14.7%
Boeing Company	176.86	95.2	107,545.0	107,528.0	12.4	-2.6	38.2	1.1	-4.5	35.5
Bombardier Inc.	1.53	73.9	3,394.8	10,601.6	18.0	-3.8	64.5	0.6	-5.1	40.8
Embraer S.A.	5.50	73.0	4,042.9	5,290.2	10.0	-26.4	-4.5	0.8	-4.0	-29.2
Median		84.6%	\$31,480.0	\$33,569.8	12.4 x	-8.5%	27.7%	0.8 x	-0.4%	2.8%
Mean		85.3%	\$43,475.0	\$44,989.5	13.4 x	-10.2%	46.4%	0.8 x	-1.8%	8.5%
Aerospace Systems / Equipment	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
AAR Corp.	\$33.63	86.8%	\$1,126.4	\$1,259.1	9.6 x	-9.3%	-32.8%	0.7 x	-5.7	30.0%
AMETEK, Inc.	54.08	97.5	12,439.2	14,063.5	14.0	0.4	15.1	3.7	-1.7	9.7
Astronics Corporation	31.73	77.3	924.8	1,055.0	10.7	-5.0	16.5	1.7	-7.6	2.1
B/E Aerospace, Inc.	64.11	98.8	6,505.1	8,340.1	14.1	0.6	25.8	2.8	-0.1	17.8
CAE Inc.	15.25	98.1	4,091.6	4,775.9	11.1	1.6	15.7	2.4	-0.9	16.7
Crane Co.	74.83	94.8	4,448.7	4,696.2	10.2	3.8	29.5	1.7	0.5	30.6
Esterline Technologies Corporation	86.05	89.2	2,554.6	3,125.2	10.8	-2.6	0.4	1.6	-3.6	14.0
HEICO Corporation	87.20	98.0	5,380.5	5,937.6	17.1	6.0	16.6	4.2	2.8	20.9
Héroux-Devtek Inc.	8.72	72.4	314.9	404.3	9.2	-7.9	-16.2	1.3	-9.1	-14.8
Meggitt PLC	5.58	91.8	4,317.9	5,792.1	11.2	-7.2	-8.1	2.3	-2.5	-9.0
Moog Inc.	67.35	92.2	2,415.9	3,090.9	9.4	-0.3	21.4	1.3	-2.1	25.5
MTU Aero Engines AG	130.40	99.7	6,696.8	7,889.8	12.3	29.5	25.2	1.6	25.4	28.2
Textron Inc.	47.59	93.4	12,853.4	15,396.4	9.7	0.5	21.7	1.1	-3.4	19.4
TransDigm Group Incorporated	220.16	74.8	11,634.2	21,521.2	14.2	-7.7	-8.2	6.6	-7.6	-4.6
Woodward, Inc.	67.92	94.0	4,173.0	4,812.0	14.4	-3.1	16.2	2.4	-4.9	18.1
Zodiac Aerospace	25.07	81.3	7,000.7	8,132.1	NM	NM	NM	1.5	-13.4	17.2
Median		92.8%	\$4,383.3	\$5,302.1	11.1 x	0.6%	0.4%	1.7 x	-2.0%	5.5%
Mean		90.0%	\$5,429.9	\$6,893.2	11.9 x	-0.4%	4.3%	2.3 x	-1.4%	9.5%
Aerospace Structures	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
CPI Aerostructures, Inc.	\$6.75	66.5%	\$59.1	\$90.7	NM	NM	NM	1.1 x	0.3%	28.1%
Ducommun Incorporated	28.79	85.6	322.5	481.9	9.2	-12.8	-1.6	0.9	-3.5	42.6
GKN plc	4.55	95.8	7,790.9	8,716.4	6.7	-5.6	0.4	0.8	-1.9	-0.6
Hexcel Corporation	54.55	97.6	4,951.6	5,605.1	12.3	-1.4	10.2	2.8	-2.4	13.5
Kaman Corporation	48.13	90.1	1,303.8	1,683.1	10.0	-5.6	-7.1	0.9	-6.1	4.7
Latécoère S.A.	4.32	84.2	406.8	529.0	11.3	12.9	40.1	0.8	9.3	22.8
LMI Aerospace, Inc.	13.78	98.9	180.7	418.2	12.2	9.0	40.1	1.2	-1.0	29.6
Magellan Aerospace Corporation	14.67	97.9	853.9	962.5	8.0	6.9	-2.5	1.3	2.4	1.8
Senior plc	2.58	84.1	1,078.2	1,326.3	9.0	10.1	-11.7	1.2	5.2	-14.8
Spirit AeroSystems Holdings, Inc.	57.92	92.1	6,900.0	7,289.5	7.7	-7.5	23.3	1.1	-8.1	14.9
Triumph Group, Inc.	25.75	64.2	1,276.4	2,899.9	NM	NM	NM	0.8	-3.5	-3.3
Median		90.1%	\$1,078.2	\$1,326.3	9.2 x	-8.0%	5.4%	1.1 x	2.3%	20.7%
Mean		87.0%	\$2,284.0	\$2,727.5	9.6 x	0.6%	11.8%	1.2 x	-0.1%	10.6%
Total Aerospace Median		92.1%	\$4,091.6	\$4,812.0	10.8 x	-1.6%	9.4%	1.3 x	3.7%	4.5%
Total Aerospace Mean		88.3%	\$9,222.6	\$10,330.7	11.3 x	-1.5%	11.7%	1.7 x	-1.1%	9.7%

Government Services Public Comparables*

Government Services	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
Booz Allen Hamilton Holding Corp.	\$35.39	91.8%	\$5,306.9	\$6,521.2	12.5 x	-0.9%	4.6%	1.2 x	-1.8%	3.7%
CACI International Inc	117.30	86.7	2,861.4	4,154.8	11.2	-4.5	-2.5	1.0	-6.1	-6.8
CGI Group Inc.	47.82	94.9	14,111.1	15,255.7	11.2	3.8	-2.8	1.9	2.0	-3.7
CSRA Inc.	29.29	87.3	4,777.5	7,440.5	10.0	-1.1	-17.0	1.5	-2.3	-19.4
Cyient Limited	7.23	84.5	814.3	704.7	9.8	-2.9	-12.5	1.3	-2.5	-8.6
Engility Holdings, Inc.	28.94	73.9	1,064.4	2,096.3	11.0	-9.6	11.3	1.0	-4.3	17.0
ICF International, Inc.	41.30	69.4	785.4	1,038.8	9.3	-2.9	5.5	0.9	-2.2	3.9
KEYW Holding Corp.	9.44	69.6	461.0	551.6	NM	NA	NA	1.9	2.6	64.1
Leidos Holdings, Inc.	51.14	93.0	7,696.1	10,619.1	16.4	-2.9	NM	1.5	-4.7	NM
ManTech International Corp.	34.63	76.1	1,341.9	1,277.0	10.4	-5.7	3.9	0.8	-6.2	6.2
MAXIMUS, Inc.	62.20	99.1	4,031.4	4,115.3	10.8	4.1	-12.7	1.7	1.7	1.6
Navigant Consulting, Inc.	22.86	82.1	1,072.3	1,199.0	8.4	-1.7	11.1	1.3	-4.5	16.5
NCI, Inc.	15.05	98.3	203.8	202.8	7.1	2.9	2.4	0.6	3.2	5.6
QinetiQ Group Plc	3.49	96.5	1,962.8	1,621.3	9.4	0.0	9.7	1.7	-1.5	16.7
Science Applications International Corp.	74.40	82.8	3,241.9	4,078.9	12.2	-9.8	17.9	0.9	-13.6	21.2
Serco Group plc	1.45	76.4	1,574.7	1,764.7	11.0	15.0	30.8	0.5	-1.5	22.0
Vectrus, Inc.	22.35	63.9	243.5	279.6	5.9	-5.9	-13.4	0.2	-8.6	-12.4
VSE Corp.	40.80	95.6	441.2	677.4	8.9	-2.3	10.2	1.0	1.2	-15.9
Median		85.6%	\$1,458.3	\$1,693.0	10.4 x	3.0%	5.3%	1.1 x	-1.8%	0.5%
Mean		84.5%	\$2,888.4	\$3,533.2	10.3 x	-1.8%	6.1%	1.2 x	-1.1%	8.4%
Engineering & Construction	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
AECOM	\$35.59	87.4%	\$5,527.7	\$9,121.5	9.1 x	-1.3%	13.0	0.5 x	-3.7%	7.6%
Fluor Corp.	52.62	90.1	7,352.9	7,109.3	8.0	-4.9	38.8	0.4	-7.0	5.1
Jacobs Engineering Group Inc.	55.28	87.2	6,692.8	6,411.6	10.0	-2.1	27.9	0.6	-4.1	26.8
KBR, Inc.	15.03	83.7	2,147.5	2,292.5	19.8	-0.1	NM	0.5	-1.0	NM
Tetra Tech, Inc.	40.85	91.1	2,341.4	2,603.4	12.4	1.3	25.1	1.3	-1.3	22.2
Median		87.4%	\$5,527.7	\$6,411.6	10.0 x	-2.1%	27.9%	0.5 x	-0.1%	13.3%
Mean		87.9%	\$4,812.5	\$5,507.7	11.8 x	-1.0%	67.7%	0.7 x	-0.7%	26.0%
Total Government Services Median		87.2%	\$2,147.5	\$2,292.5	10.2 x	0.5%	12.3%	1.0 x	17.3%	14.1%
Total Government Services Mean		85.3%	\$3,306.7	\$3,962.5	10.7 x	-1.6%	17.0%	1.1 x	-1.0%	10.5%

Public Comparables (Continued)

Defense Public Comparables*

Defense Primes	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
BAE Systems plc	\$8.05	97.8%	\$25,553.7	\$27,404.6	11.3 x	1.9%	8.1%	1.2 x	0.6%	17.6%
Boeing Company	176.86	95.2	107,545.0	107,528.0	12.4	-2.6	38.2	1.1	-4.5	35.5
General Dynamics Corporation	187.20	96.5	56,791.0	58,345.0	12.2	-1.1	37.6	1.9	-2.4	41.1
Leonardo S.p.a.	14.21	93.7	8,162.9	11,390.0	5.9	-13.5	-0.5	0.9	-10.6	14.9
Lockheed Martin Corporation	267.60	97.5	77,555.8	90,095.8	13.7	0.2	11.4	1.9	-0.4	7.5
Northrop Grumman Corporation	237.84	93.7	41,526.7	46,055.7	12.6	-3.4	11.8	1.9	-3.0	10.5
Raytheon Company	152.50	96.8	44,664.2	47,045.2	12.8	-1.0	6.4	2.0	-1.3	15.5
Thales S.A.	96.94	96.5	20,498.0	18,257.1	10.1	-2.8	-2.3	1.1	-1.6	2.6
Median		96.5%	\$43,095.5	\$46,550.5	12.3 x	-1.9%	18.0%	1.5 x	0.0%	26.9%
Mean		96.0%	\$47,787.2	\$50,765.2	11.4 x	-2.2%	13.5%	1.5 x	-1.9%	17.0%

Defense Systems	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
Aerojet Rocketdyne Holdings, Inc.	\$21.70	94.4%	\$1,620.2	\$1,873.5	11.6 x	-3.4%	17.3%	1.7 x	71.1%	NM
AeroVironment, Inc.	\$28.03	86.4%	\$643.7	\$449.6	NM	NA	NA	1.1 x	-35.5%	-29.2
Cobham plc	1.67	61.1	2,823.5	4,114.7	NM	NM	NM	1.1	-24.8	-35.1
Cubic Corporation	52.80	94.9	1,431.0	1,694.7	NM	NM	NM	3.1	NM	NM
Curtiss-Wright Corporation	91.26	84.8	4,043.7	4,456.2	11.0	-6.6	12.2	3.1	33.6	67.5
FLIR Systems, Inc.	36.28	96.9	4,946.4	5,102.0	14.4	-1.1	16.1	1.4	-55.6	-51.0
Huntington Ingalls Industries, Inc.	200.24	90.7	9,265.4	9,823.4	9.5	-7.5	32.6	1.1	-23.9	17.5
Kongsberg Gruppen ASA	15.56	92.7	1,859.1	2,117.8	15.8	-0.2	10.6	1.5	23.5	11.6
L3 Technologies, Inc.	165.29	96.5	12,861.2	15,907.2	12.9	-1.4	NM	1.6	3.6	NM
Orbital ATK, Inc.	98.00	95.4	5,639.6	7,172.6	10.7	-2.5	-12.9	2.8	NM	NM
Rockwell Collins, Inc.	97.16	97.3	12,683.3	14,657.3	12.0	1.4	-0.5	1.7	-39.5	-38.5
Safran SA	74.88	99.6	31,130.7	33,537.7	8.4	4.0	17.7	1.9	2.9	27.2
Textron Inc.	47.59	93.4	12,853.4	15,396.4	9.7	0.5	21.7	1.1	-3.4	19.4
Median		94.4%	\$4,946.4	\$5,102.0	11.3 x	-4.1%	14.3%	1.6 x	7.2%	12.3%
Mean		91.1%	\$7,830.9	\$8,946.4	11.6 x	0.7%	13.4%	1.8 x	4.7%	24.7%

Defense Electronics / Equipment	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
AMETEK, Inc.	\$54.08	97.5%	\$12,439.2	\$14,063.5	14.0 x	0.4%	15.1%	3.7 x	-1.7%	9.7%
Chemring Group plc	2.40	92.3	671.4	781.1	9.4	-1.0	-10.1	1.3	-1.5	-5.9
Comtech Telecommunications Corp.	14.74	59.1	347.2	532.9	10.6	5.4	NM	1.0	0.4	27.9
Crane Co.	74.83	94.8	4,448.7	4,696.2	10.2	3.8	29.5	1.7	0.5	30.6
Ducommun Incorporated	28.79	85.6	322.5	481.9	9.2	-12.8	-1.6	0.9	-3.5	42.6
Elbit Systems Ltd.	114.17	93.4	4,880.6	5,056.1	11.5	-9.0	11.6	1.5	-12.1	12.1
Harris Corporation	111.27	98.5	13,848.8	17,888.8	11.4	1.0	16.4	2.4	0.3	8.6
Héroux-Devtek Inc.	8.72	72.4	314.9	404.3	9.2	-7.9	-16.2	1.3	-9.1	-14.8
Kratos Defense & Security Solutions, Inc.	7.78	84.7	660.4	1,023.3	NM	NA	NA	1.5	6.4	41.3
Meggitt PLC	5.58	91.8	4,317.9	5,792.1	11.2	-7.2	-8.1	2.3	-2.5	-9.0
Mercury Systems, Inc.	39.05	95.6	1,872.2	2,016.7	NM	NA	NA	6.0	2.2	NM
Moog Inc.	67.35	92.2	2,415.9	3,090.9	9.4	-0.3	21.4	1.3	-2.1	25.5
OSI Systems, Inc.	72.99	89.5	1,397.3	1,615.5	14.5	-2.8	57.0	1.8	-3.1	23.8
Teledyne Technologies Incorporated	126.46	93.1	4,454.3	4,973.5	13.8	-6.7	37.5	2.3	-5.6	42.3
Ultra Electronics Holdings plc	25.95	92.3	1,822.4	2,144.0	12.4	-7.5	-6.8	2.2	-2.9	1.4
ViaSat, Inc.	63.82	77.6	3,675.4	4,243.6	16.9	-6.4	-0.5	2.8	-6.6	-11.6
Woodward, Inc.	67.92	94.0	4,173.0	4,812.0	14.4	-3.1	16.2	2.4	-4.9	18.1
Median		92.3%	\$2,415.9	\$3,090.9	11.4 x	-5.8%	9.4%	1.8 x	-2.8%	15.0%
Mean		88.5%	\$3,650.7	\$4,330.4	11.9 x	-3.9%	9.0%	2.1 x	-1.3%	20.5%

Homeland Security	Price	% of 52 Wk High	Market Value	Total Enterprise Value (TEV)	TEV / LTM EBITDA	% Change TEV / LTM EBITDA		TEV / LTM Rev.	% Change TEV / LTM Rev.	
						30 Day	1 Year		30 Day	1 Year
Analogic Corporation	75.90	79.2	947.9	794.9	12.1	-20.0	-20.1	1.5	-12.7	-5.5
Elbit Systems Ltd.	114.17	93.4	4,880.6	5,056.1	11.5	-9.0	11.6	1.5	-12.1	12.1
MSA Safety Incorporated	70.69	94.7	2,669.2	2,952.6	14.2	-2.0	15.0	2.6	-3.4	33.7
OSI Systems, Inc.	72.99	89.5	1,397.3	1,615.5	14.5	-2.8	57.0	1.8	-3.1	23.8
American Outdoor Brands Corporation	19.81	63.5	1,116.4	1,230.5	4.7	-0.4	-45.4	1.4	-1.4	-38.9
Smiths Group plc	20.27	99.2	8,017.6	8,830.3	12.0	-9.3	14.3	2.2	-7.9	20.0
Median		91.5%	\$2,033.3	\$2,284.0	12.0 x	-12.8%	16.3%	1.7 x	-6.6%	-3.6%
Mean		86.6%	\$3,171.5	\$3,413.3	11.5 x	-8.2%	4.3%	1.8 x	-5.4%	5.3%
Total Defense Median		93.6%	\$4,383.3	\$4,892.7	11.6 x	-4.9%	11.9%	1.7 x	0.3%	14.9%
Total Defense Mean		90.4%	\$12,845.2	\$14,011.8	11.6 x	-3.0%	10.2%	1.9 x	-0.4%	18.8%

SECTION 3: M&A TRANSACTIONS

M&A Transactions with Disclosed Values - LTM as of March 2017

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
3/31/2017	Pending	Huayou International Mining Holding Limited	Town Mining Co., Ltd.	Aerospace	\$25	NA	NA
3/29/2017	Pending	Multiheight Scaffolding PTE LTD.	Ensure Engineering Pte Ltd	Defense	\$13	NA	NA
3/28/2017	Pending	Harlow Aerostructures LLC	Aerospace Holdings, Inc.	Defense	\$16	NA	NA
3/20/2017	3/20/2017	Patrick Industries, Inc.	Medallion Plastics Incorporated	Defense	\$10	0.5 x	NA
3/17/2017	Pending	Voltaire Capital Investment Limited	SATS	Aerospace	\$19	NA	NA
3/17/2017	Pending	PTT Retail Business Co., Ltd	Oil Business Unit Of PTT	Aerospace	\$3,499	NA	NA
3/16/2017	Pending	3M Company	Scott Technologies, Inc.	Defense	\$2,000	3.5 x	12.9 x
3/10/2017	Pending	Ningbo BaoSi Energy Equipment Co., Ltd.	Access Precision Tools Pte Ltd	Aerospace	\$16	NA	NA
3/8/2017	Pending	The KEYW Corporation	Sotera Defense Solutions, Inc.	Defense	\$235	NA	NA
3/7/2017	Pending	DRS Technologies, Inc.	Daylight Solutions, Inc.	Defense	\$150	NA	NA
3/1/2017	Pending	Shenzhen Fenda Technology Co., Ltd.	Shenzhen Fortunta Technology Co. Ltd.	Defense	\$421	NA	NA
2/22/2017	2/24/2017	Aerojet Rocketdyne, Inc.	Aerojet Rocketdyne Coleman Aerospace, Inc.	Aerospace	\$15	0.0 x	0.2 x
2/21/2017	Pending	STG Group, Inc.	Preferred Systems Solutions, Inc.	Government Services	\$120	NA	NA
2/17/2017	Pending	Sonaca SA	LMI Aerospace, Inc.	Defense	\$428	1.2 x	12.5 x
2/17/2017	Pending	LG Hausys Ltd.	C2i s.r.o.	Aerospace	\$84	NA	NA
2/16/2017	2/16/2017	Vitruvian Partners LLP	OAG Aviation Holdings Limited	Aerospace	\$215	NA	NA
2/14/2017	Pending	SoftBank Group Corp.	Fortress Investment Group LLC	Government Services	\$3,375	3.6 x	14.9 x
2/2/2017	3/1/2017	Carpenter Powder Products Inc.	Puris LLC	Aerospace	\$35	NA	NA
1/30/2017	1/27/2017	Meyer Tool, Inc.	AMK Welding, Inc.	Aerospace	\$6	NA	NA
1/27/2017	Pending	Veritas Capital	Harris Corporation, Government IT Services Business	Aerospace	\$690	0.7 x	NA
1/26/2017	1/26/2017	Dunes Point Capital, LLC	Power Distribution, Inc.	Defense	\$204	1.8 x	NA

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M&A Transactions with Disclosed Values - LTM as of March 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
1/25/2017	Pending	Wipro Limited	InfoSERVER S.A.	Defense	\$9	NA	NA
1/20/2017	2/13/2017	LED Medical Diagnostics Inc.	Apteryx, Inc.	Government Services	\$10	NA	NA
1/19/2017	Pending	Safran SA	Zodiac Aerospace	Aerospace	\$9,812	1.8 x	26.0 x
1/12/2017	Pending	CBS 247 Inc.	Scout Media, Inc.	Defense	\$10	NA	NA
1/9/2017	1/9/2017	Halma plc	FluxData, Inc.	Defense	\$28	5.3 x	NA
1/9/2017	1/6/2017	Research Triangle Institute	International Development Services Group	Defense	\$24	NA	NA
12/22/2016	3/1/2017	Nippon Paint	Dunn-Edwards Corporation	Government Services	\$608	1.7 x	NA
12/22/2016	3/1/2017	Founders Advantage Capital Corp.	Impact Radio Accessories Inc.	Defense	\$17	NA	NA
12/19/2016	Pending	Sioen Industries NV	Verseidag Ballistic Protection Oy	Defense	\$19	NA	NA
12/18/2016	Pending	Viva Energy Australia Ltd.	Shell Aviation Australia Pty Ltd	Aerospace	\$250	NA	NA
12/16/2016	3/22/2017	Harmonic Drive Systems Inc.	Harmonic Drive AG	Defense	\$418	4.5 x	NA
12/15/2016	12/29/2016	Troax Inc.	Folding Guard Corporation	Defense	\$28	1.4 x	NA
12/14/2016	2/1/2017	Corporate Travel Management Limited	Redfern Travel Ltd.	Government Services	\$66	NA	NA
12/14/2016	Pending	Mytilineos Holdings S.A.	Metka Industrial-Construction S.A.	Defense	\$236	0.3 x	2.2 x
12/12/2016	1/18/2017	Electra Ltd	Megason LTD.	Government Services	\$38	NA	NA
12/12/2016	Pending	Zhuhai Jinyu Investment Consulting Co., Ltd.	Deao Import & Export Co., Ltd.	Aerospace	\$7	NA	NA
12/9/2016	12/9/2016	Ideagen PLC	IPI Solutions Ltd.	Defense	\$7	3.3 x	16.5 x
12/7/2016	1/4/2017	Curtiss-Wright Controls Defense Solutions	Teletronics Technology Corporation	Aerospace	\$233	NA	NA
12/7/2016	2/1/2017	Vista Equity Partners LLC	Fidelity National Information Services Inc, SunGard Public Sector and Education	Government Services	\$850	NA	NA
12/7/2016	Pending	The Gores Group LLC	The Triumph Group Operations, Inc. And Triumph Engines - Tempe And APU	Aerospace	\$60	0.7 x	NA
12/6/2016	Pending	AVIC Electromechanical Systems Co., Ltd.	Guizhou Fenglei Aviation Armament Co., Ltd.	Aerospace	\$27	0.5 x	NA

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M&A Transactions with Disclosed Values - LTM as of March 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
12/2/2016	Pending	Accipiter Investments Limited	CK Capital Limited	Aerospace	\$973	NA	NA
12/1/2016	Pending	Maersk Line A/S	Hamburg Südamerikanische Dampfschiffahrts-Gesellschaft KG	Aerospace	\$4,996	0.8 x	NA
11/30/2016	11/30/2016	FLIR Systems, Inc.	Prox Dynamics AS	Defense	\$134	NA	NA
11/29/2016	Pending	Zhonghangheibao Co.,Ltd	AVIC Shenyang Aircraft Corporation	Aerospace	\$1,060	0.5 x	NA
11/29/2016	1/24/2017	Booz Allen Hamilton Inc.	eGov Holdings, Inc.	Government Services	\$250	NA	NA
11/28/2016	1/24/2017	1096777 B.C. Ltd.	IWG Technologies Inc.	Aerospace	\$10	1.3 x	5.8 x
11/23/2016	Pending	SkyNet Group Limited	Engineering Services Inc.	Defense	\$13	NA	NA
11/22/2016	3/16/2017	Daiichi Kasei Co.,Ltd.	Ultrafabrics LLC	Aerospace	\$150	NA	NA
11/22/2016	12/2/2016	Avolon Holdings Limited	Hong Kong Aviation Capital Limited	Aerospace	\$1,749	6.5 x	NA
11/17/2016	12/14/2016	Hebei Changzheng Automobile Manufacturing Co., Ltd.	Shanghai Aviation Special Vehicle Manufacturing Co., Ltd.	Aerospace	\$5	NA	NA
11/16/2016	Pending	Chengdu Aerospace Superalloy Technology Co., Ltd.	Gardner Group Limited	Aerospace	\$406	2.2 x	NA
11/15/2016	11/15/2016	GE Digital LLC	Bit Stew Systems Inc.	Aerospace	\$153	NA	NA
11/14/2016	11/14/2016	Infradata B.V.	Nomios SAS	Aerospace	\$54	1.6 x	NA
11/14/2016	11/29/2016	Sysorex Government Services, Inc.	Integrio Technologies, LLC	Government Services	\$6	NA	NA
11/10/2016	12/22/2016	Med-Eng Holdings ULC	Pacific Safety Products Inc.	Defense	\$12	0.8 x	26.5 x
11/8/2016	1/3/2017	Ontic Engineering and Manufacturing, Inc.	GE Aviation, Avionics business	Aerospace	\$62	NA	NA
11/3/2016	11/4/2016	Mercury Systems, Inc.	Mercury Mission Systems International S.A.	Aerospace	\$38	1.7 x	NA
11/2/2016	11/30/2016	EQT Partners AB	CHEP Aerospace Solutions	Aerospace	\$130	NA	NA
11/2/2016	12/1/2016	Huntington Ingalls Industries, Inc.	Camber Corporation	Defense	\$380	1.0 x	8.6 x
11/1/2016	11/1/2016	Union Electric Steel Corporation	ASW Steel Inc.	Aerospace	\$13	NA	NA
11/1/2016	10/4/2016	Cummins Inc.	Cummins Pacific, LLC	Defense	\$114	NA	NA

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M&A Transactions with Disclosed Values - LTM as of March 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
10/23/2016	Pending	Rockwell Collins, Inc.	B/E Aerospace, Inc.	Aerospace	\$8,228	2.9 x	13.6 x
10/22/2016	Pending	Lingyun Industrial Corporation Limited	OLinkStar Co., Ltd.	Aerospace	\$119	10.5 x	NA
10/21/2016	11/22/2016	Celestica Inc.	LORENZ, INC.	Aerospace	\$15	NA	NA
10/20/2016	Pending	Leonardo - Finmeccanica S.p.a. (nka:Leonardo S.p.a.)	Avio S.p.A.	Aerospace	\$175	NA	NA
10/19/2016	Pending	Nipco Investments Limited	Mobil Oil Nigeria plc	Aerospace	\$487	1.6 x	11.9 x
10/11/2016	11/16/2016	DigitalGlobe, Inc.	The Radiant Group, Inc.	Defense	\$140	NA	NA
10/10/2016	12/21/2016	CIMIC Group Investments No. 2 Pty Ltd	UGL Limited	Defense	\$470	0.3 x	NA
10/6/2016	Pending	Avolon Holdings Limited	C2 Aviation Capital, Inc.	Aerospace	\$13,356	10.8 x	21.4 x
10/4/2016	Pending	Zhejiang Rifa Holding Group Co., Ltd.	Airwork Holdings Limited	Aerospace	\$314	2.6 x	6.2 x
10/3/2016	9/30/2016	SL Montevideo Technology, Inc.	ElectroMagnetic Enterprise	Aerospace	\$65	1.2 x	NA
10/3/2016	9/30/2016	Lanco International, Inc.	Manitex Lifting ULC	Defense	\$14	0.8 x	7.0 x
9/30/2016	9/30/2016	Winchester Electronics Corporation	Tekna Seal, LLC	Defense	\$11	NA	NA
9/28/2016	9/28/2016	Piston Automotive, LLC	Irvin Automotive Products, Inc.	Aerospace	\$175	0.4 x	NA
9/28/2016	1/2/2017	Shinsung Solar Energy Co., Ltd.	Shinsung ENG Co. Ltd.	Aerospace	\$22	NA	2.0 x
9/26/2016	10/19/2016	Vista Equity Partners III LLC	GovDelivery, Inc.	Government Services	\$153	NA	NA
9/26/2016	12/15/2016	Edgenta	UEMS Pte Ltd	Government Services	\$137	2.0 x	NA
9/20/2016	9/20/2016	Drone USA, Inc.	Howco Distributing Co. Inc.	Government Services	\$4	NA	2.0 x
9/16/2016	2/1/2017	Menzies Aviation plc	Aircraft Service International Group, Inc.	Aerospace	\$202	0.5 x	6.3 x
9/15/2016	Pending	Ashok Leyland Limited	Hinduja Foundries Limited	Defense	\$220	2.4 x	NA
9/15/2016	9/14/2016	Fabrinet	Exception EMS Ltd.	Defense	\$13	NA	NA
9/12/2016	2/24/2017	Renesas Electronics Corporation	Intersil Corporation	Defense	\$2,834	5.5 x	30.0 x

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M&A Transactions with Disclosed Values - LTM as of March 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
9/7/2016	12/21/2016	Groupe ADF SAS	LATECOERE Services SAS	Defense	\$67	0.6 x	NA
8/29/2016	8/26/2016	FARO Technologies, Inc.	Laser Projection Technologies, Inc.	Aerospace	\$17	NA	NA
8/24/2016	Pending	Sotech Smarter Equipment Co., Ltd.	Chengdu Fujiang Machinery Manufacturing Co., Ltd.	Defense	\$98	11.0 x	NA
8/17/2016	8/16/2016	Analog Devices, Inc.	Sypris Electronics, LLC, Cyber Security Solutions Business	Defense	\$42	NA	NA
8/17/2016	Pending	CBAir	Global Táxi Aéreo Ltda.	Aerospace	\$12	NA	NA
8/11/2016	Pending	Bohai Financial Investment Holding Co., Ltd.	Hong Kong International Aviation Leasing Co., Ltd., Aircraft Leasing Business	Aerospace	\$34	NA	NA
8/8/2016	11/1/2016	Asia Pacific Satellite Communications Inc.	Asia Pacific Aerospace Incorporated	Defense	\$14	NA	NA
8/8/2016	8/8/2016	Provincial Aerospace Ltd.	CarteNav Solutions Inc.	Defense	\$13	NA	NA
8/1/2016	8/31/2016	Compass Diversified Holdings LLC	5.11, Inc.	Defense	\$400	1.4 x	10.5 x
7/28/2016	9/30/2016	New Media Investment Group Inc.	Fayetteville Publishing Company Inc.	Defense	\$18	NA	NA
7/27/2016	10/10/2016	Hanwha Techwin Co., Ltd.	Hanwha Systems Co., Ltd.	Defense	\$508	0.8 x	NA
7/25/2016	8/26/2016	Smith & Wesson Holding Corporation	Crimson Trace Corporation	Defense	\$95	2.2 x	5.9 x
7/22/2016	7/22/2016	Jiangsu Bao Li Aviation Equipment Co., Ltd.	Jiangsu Huayu General Aviation Co., Ltd.	Aerospace	\$26	5.6 x	NA
7/22/2016	8/16/2016	Guangdong Hongtu Technology	Guangdong Baolong Automobile Co., Ltd.	Defense	\$60	5.0 x	NA
7/20/2016	8/26/2016	Restore PLC	PHS Data Solutions Limited	Government Services	\$109	1.8 x	NA
7/20/2016	7/21/2016	JSC UFA Engine Industrial Association	JSC" NPP "Motor"	Defense	\$19	NA	NA
7/19/2016	7/18/2016	Air T, Inc.	Contrail Aviation Support, Inc.	Aerospace	\$10	NA	NA
7/18/2016	8/1/2016	Battenfeld Technologies, Inc.	Taylor Brands, LLC	Defense	\$85	2.2 x	NA
7/11/2016	7/11/2016	Gooch & Housego plc	Kent Periscopes Ltd.	Defense	\$12	NA	NA
7/11/2016	7/13/2016	Dnata Aviation Services Ltd	Air Dispatch International Limited	Aerospace	\$9	NA	NA
7/10/2016	Pending	Tamda Ltd.	Operations & Data Integrity Ltd.	Government Services	\$9	NA	NA

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M&A Transactions with Disclosed Values - LTM as of March 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
7/10/2016	Pending	Ontario Steel Investment Limited	Essar Steel Algoma Inc.	Defense	\$903	NA	NA
7/5/2016	Pending	Empresaria Group plc	Rishworth Aviation Limited	Aerospace	\$12	NA	NA
7/5/2016	7/5/2016	Nice Group USA Inc.	HySecurity Inc.	Government Services	\$27	1.2 x	10.8 x
7/4/2016	7/8/2016	Animoca Brands Corporation Limited	TicBits Ltd	Defense	\$5	4.1 x	NA
7/4/2016	7/5/2016	Ennoconn Corporation	American Industrial Systems, Inc.	Defense	\$8	NA	NA
7/1/2016	7/1/2016	Gama	FlyerTech Limited and Aerstream Limited	Aerospace	\$5	2.0 x	5.1 x
6/30/2016	7/22/2016	Forest Fuels Holdings Limited	Midlands Wood Fuel Limited	Government Services	\$3	0.7 x	NA
6/28/2016	6/28/2016	FLIR Systems, Inc.	Armasight Inc.	Defense	\$41	NA	NA
6/21/2016	6/21/2016	Capita plc	Trustmarque Solutions Limited	Government Services	\$84	NA	7.8 x
6/21/2016	9/9/2016	OSI Systems, Inc.	American Science & Engineering Inc.	Defense	\$183	1.8 x	NA
6/20/2016	8/4/2016	RSP Architects Planners & Engineers	Squire Mech Pte Ltd	Government Services	\$15	NA	NA
6/17/2016	8/15/2016	Hanover Investors Management LLP	Hydro International plc	Defense	\$37	0.7 x	9.3 x
6/15/2016	7/6/2016	Daily Internet plc	System Professional Ltd.	Government Services	\$7	1.0 x	5.4 x
6/12/2016	12/22/2016	DeTai New Energy Group Limited	Emission Particle Solution Sweden AB	Government Services	\$29	NA	NA
6/10/2016	6/6/2016	Carlisle Interconnect Technologies Inc.	Micro-Coax, Inc.	Defense	\$96	2.1 x	NA
6/9/2016	9/15/2016	Eco Grandeur Sdn Bhd	Eco Ardence Sdn Bhd	Defense	\$150	NA	NA
6/7/2016	Pending	Tongding Interconnection Information Co., Ltd.	Byzoro Network Ltd.	Defense	\$152	11.5 x	NA
6/3/2016	6/3/2016	Hexpol AB	Berwin Group Limited	Aerospace	\$36	NA	NA
5/31/2016	8/10/2016	Platinum Equity, LLC	Electro Rent Corporation	Defense	\$352	2.0 x	36.1 x
5/31/2016	7/22/2016	United Flexible, Inc.	Kreisler Manufacturing Corp.	Defense	\$28	0.8 x	7.6 x
5/24/2016	6/23/2016	TransDigm Inc.	ILC Industries, LLC	Defense	\$1,000	NA	NA

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M&A Transactions with Disclosed Values - LTM as of March 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
5/23/2016	7/1/2016	KBR Holdings, LLC	KBRwyle	Defense	\$600	NA	NA
5/20/2016	Pending	Masimong Technologies	Tellumat	Aerospace	\$23	0.6 x	NA
5/18/2016	6/21/2016	Jiangxi Huawu Brake Co.,Ltd.	Sichuan Ande Technology Co., Ltd.	Defense	\$46	9.2 x	NA
5/17/2016	5/17/2016	KLX Inc.	Herndon Aerospace & Defense Company	Defense	\$222	1.7 x	10.9 x
5/16/2016	7/1/2016	Magellan Healthcare, Inc.	Armed Forces Services Corporation	Defense	\$128	0.9 x	NA
5/16/2016	5/16/2016	Chongqing Zaisheng Technology Co., Ltd.	Chongqing Paper Industry Research and Design Institute Co., Ltd.	Defense	\$16	NA	NA
5/11/2016	8/1/2016	Surbana Jurong Private Limited	SMEC Holdings Pty. Ltd.	Government Services	\$313	1.1 x	11.2 x
5/9/2016	8/15/2016	TOTAL S.A.	Saft Groupe S.A.	Defense	\$1,193	1.4 x	7.1 x
5/9/2016	10/24/2016	Swift Haulage Sdn Bhd	Swift Integrated Logistics Sdn Bhd	Defense	\$89	NA	NA
5/6/2016	Pending	Transtema Group AB	WinCore AB	Government Services	\$27	NA	NA
5/4/2016	5/27/2016	Silverfleet Capital Partners	Sigma Precision Components Ltd	Aerospace	\$94	1.8 x	NA
5/4/2016	5/4/2016	DCC Energi Danmark A/S	Dansk Fuels A/S	Aerospace	\$300	NA	NA
4/28/2016	5/11/2016	POET Technologies Inc.	DenseLight Semiconductors Pte Ltd	Defense	\$15	5.7 x	NA
4/19/2016	4/15/2016	WABCO Holdings Inc.	Laydon Composites Ltd.	Aerospace	\$31	1.6 x	NA
4/15/2016	Pending	CR International Airport SL	CR Aeropuertos S.L.	Aerospace	\$63	NA	NA
4/11/2016	4/22/2016	REV Group, Inc.	Kovatch Mobile Equipment Corp.	Defense	\$30	NA	NA
4/7/2016	1/13/2017	Yungjin Pharm. Co., Ltd.	KT&G Life Sciences Corp.	Defense	\$57	NA	NA
4/4/2016	12/14/2016	Alaska Air Group, Inc.	Virgin America Inc.	Aerospace	\$2,432	1.6 x	11.5 x

Aerospace Median

1.6 x 6.3 x

Aerospace Mean

2.4 x 10.0 x

Defense Median

1.8 x 10.5 x

Defense Mean

2.9 x 13.6 x

Government Services Median

1.5 x 9.3 x

Government Services Mean

1.6 x 8.7 x

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SECTION 4: RECENT CONTRACTS

Top 50 Signed Contracts – March 2017

Date Signed	Contractor Name	Funding Agency	Value (\$mm)	Description of Services
3/28/2017	Siemens Medical Solutions Usa Inc.	Defense Logistics Agency	\$4,128.0	Radiology Systems, Accessories and Training
3/15/2017	The Boeing Co.	Dept of The Army	\$3,276.5	Apache Attack Helicopter
3/30/2017	The Boeing Co.	Dept of The Navy	\$2,196.6	Manufacture and Delivery of Various Aircrafts
3/30/2017	Lockheed Martin Corp.	Dept of The Army	\$1,588.6	Counter Fire Target Acquisition Radar System Full-Rate Production and Deployment
3/29/2017	General Electric Co.	Dept of The Navy	\$1,149.0	F414-Ge-400 Install Engines
3/7/2017	Kelly Aviation Center Lp	Dept of The Air Force	\$1,002.0	Kc-10 Engine Contractor Logistic Support
3/30/2017	At&T Corp.	Departmental Offices	\$960.0	IT and Telecom- Other IT and Telecommunications
3/24/2017	Aar Supply Chain Inc.	Dept of The Air Force	\$909.4	Landing Gear Performance Based Logistics One Program
3/31/2017	Lockheed Martin Corp.	Dept of The Navy	\$581.8	Air Vehicle Initial Spares
3/23/2017	Vectrus Systems Corp.	Dept of The Army	\$521.6	Services For Kuwait Base Operations
3/30/2017	Merck Sharp & Dohme Corp.	Centers For Disease Control and Prevention	\$467.2	Drugs and Biologicals
3/23/2017	Parsons Government Services Inc.	Missile Defense Agency	\$385.0	Advisory and Assistance Services For Ballistic Missile Defense Systems Engineering
3/3/2017	Bae Systems San Diego Ship Repair	Dept of The Navy	\$383.1	Maintenance, Repair, Modernization and Chief of Naval Operations Availabilities On Amphibious Ships
3/8/2017	Garsite/Progress Llc	Defense Logistics Agency	\$377.5	Jet Refuelers
3/10/2017	Chemonics International, Inc	Agency For International Development	\$303.6	Support- Professional: Engineering/Technical
3/30/2017	Pfizer Inc.	Centers For Disease Control and Prevention	\$295.4	Drugs and Biologicals
3/1/2017	Mythics Inc.	Dept of The Air Force	\$293.2	License Agreement For A Core Set of Oracle Technology Products
3/31/2017	Lockheed Martin Corp.	Dept of The Army	\$288.0	Instrumentable Multiple Integrated Laser Engagement System Vehicle Tactical Engagement Simulation
3/31/2017	United Launch Services Llc	Dept of The Air Force	\$270.4	Launch Vehicle Production Services (Lvps)
3/31/2017	Raytheon Co.	Dept of The Navy	\$199.8	Procurement of 317 Aim-9X Block li
3/30/2017	Glaxosmithkline Llc	Centers For Disease Control and Prevention	\$197.5	Drugs and Biologicals
3/31/2017	Dell Federal Systems L.P.	Department of Veterans Affairs	\$196.1	IT and Telecom- Annual Software Maintenance Service Plans
3/31/2017	The Boeing Co	Dept of The Air Force	\$168.8	F-15 Combined Apg-63 Version 3 Radar Improvement Program
3/28/2017	Rockwell Collins	Dept of The Navy	\$142.4	Procurement of The Tactical Combat Training System Increment li (Tcts Inc li)
3/31/2017	Bae Systems Land And Armaments Lp	Dept of The Army	\$133.6	Procurement Material To Support M109A7/M992A3 Vehicle Production
3/30/2017	Critical Solutions International Inc.	Dept of The Army	\$131.9	Production of Commercial Husky Second Generation System
3/30/2017	Sanofi Pasteur Inc.	Centers For Disease Control and Prevention	\$129.1	Drugs and Biologicals
3/30/2017	Sandia Corp	Department of Energy	\$124.4	Operation of Government-Owned Contractor-Operated R&D Facilities
3/29/2017	Point Blank Enterprises	Defense Logistics Agency	\$116.4	Enhanced Small Arms Protective Inserts
3/28/2017	Rolls-Royce Corp.	Dept of The Navy	\$106.9	Intermediate, Depot-Level Maintenance and Related Logistics Support
3/3/2017	Lockheed Martin Rotary And Mission Systems	Dept of The Navy	\$100.4	Procurement of Technical Insertion A-Rci Systems, Spares, and Pre-Cable Kits

Top 50 Signed Contracts – March 2017 (Continued)

Date Signed	Contractor Name	Funding Agency	Value (\$mm)	Description of Services
3/16/2017	Emergent Biodefense Operations Lansing Llc	Office of Assistant Secretary For Preparedness and Response	\$99.9	R&D- Medical: Biomedical (Advanced Development)
3/22/2017	Engineering Research And Consulting Inc.	Dept of The Air Force	\$99.0	Seek Eagle Modeling, Analysis, and Tools Support
3/17/2017	Lockheed Martin Corp.	Dept of The Navy	\$98.5	Production of Surface Electronic Warfare Improvement Program (Sewip) Block 2 Subsystems
3/7/2017	Revision Military	Dept of The Army	\$98.1	Advanced Combat Helmet Generation Ii (Ach Gen Ii)
3/30/2017	General Atomics - Aeronautical Systems Inc.	Dept of The Air Force	\$98.0	Mq-9 Technology Maturation Effort
3/30/2017	Walsh Federal/Alberici Jv	Dept of The Army	\$97.9	Construction of The Kc-46A Two-Bay Hangar At Tinker Air Force Base
3/14/2017	Space Exploration Technologies Corp.	Dept of The Air Force	\$96.5	Launch Services To Deliver A Gps Iii Satellite To Its Intended Orbit
3/30/2017	Lockheed Martin Corp.	Dept of The Navy	\$95.8	Provide Services For F-35 Lightning Ii Joint Strike Fighter
3/31/2017	G.L.H.C. Services Co.	Dept of The Army	\$95.0	General Construction and Design-Build Construction Primarily In North Carolina
3/23/2017	Usa Environmental Inc.	Dept of The Navy	\$95.0	Naval Facilities Engineer Command (Navfac)
3/6/2017	Northrop Grumman Systems Corp.	Dept of The Navy	\$91.0	Design, Development, and Implementation of The Airborne Electronic Attack Requirements For Software
3/13/2017	Booz Allen Hamilton Inc.	Dept of The Navy	\$87.2	Provide Technical, Analytical, and Managerial Services In Support of The Naval Aviation Enterprise
3/15/2017	Ventech Solutions Inc.	Centers For Medicare and Medicaid Services	\$73.1	IT and Telecom- IT Strategy and Architecture
3/16/2017	Northrop Grumman Systems Corp.,	Dept of The Navy	\$68.8	Production of Littoral Combat Ship Gun Mission Modules
3/14/2017	Lockheed Martin Corp.	Dept of The Navy	\$68.0	Mk 92 Fire Control System Engineering and Logistics Support Services
3/2/2017	Alliant Techsystems Operations Llc	Dept of The Air Force	\$67.0	Production of Sr-116 Rocket Motors For The Aim-9P Rocket
3/2/2017	Accenture Federal Services Llc	Department of Education	\$66.4	Support- Management: Financial
3/30/2017	Ch2M Hill Plateau Remediation Company	Department of Energy	\$64.9	Maintenance, Repair Or Alteration of Waste Treatment and Storage Facilities
3/29/2017	General Dynamics Ordnance And Tactical Systems Inc.	Dept of The Army	\$63.7	120Mm M1002 New Production Cartridges, 120Mm M865 Recapitalized Cartridges, and 120Mm M1002
Total Top 50			\$22,748.0	

Continued on Next Page

Agencies Ranked by Total Contract Value Signed in March

Rank	Funding Agency	Contract Value (\$mm)	# of Contracts
1	Dept of The Army	\$ 6,348	15
2	Dept of The Navy	5,599	18
3	Defense Logistics Agency	4,622	3
4	Dept of The Air Force	3,110	11
5	Centers For Disease Control and Prevention	1,247	158
6	Department of Veterans Affairs	1,203	936
7	Departmental Offices	1,147	124
8	National Aeronautics and Space Administration	838	605
9	Agency For International Development	733	158
10	Department of Energy	642	190
11	Centers For Medicare and Medicaid Services	570	105
12	Federal Acquisition Service	472	436
13	Department of State	429	322
14	National Institutes of Health	337	266
15	Department of Education	297	42
16	Public Buildings Service	252	257
17	Federal Aviation Administration	248	259
18	U.S. Immigration and Customs Enforcement	163	84
19	United States Mint	158	33
20	Office of Procurement Operations	149	131
Total Top 20 by Funding Agency		\$ 28,563	4,153

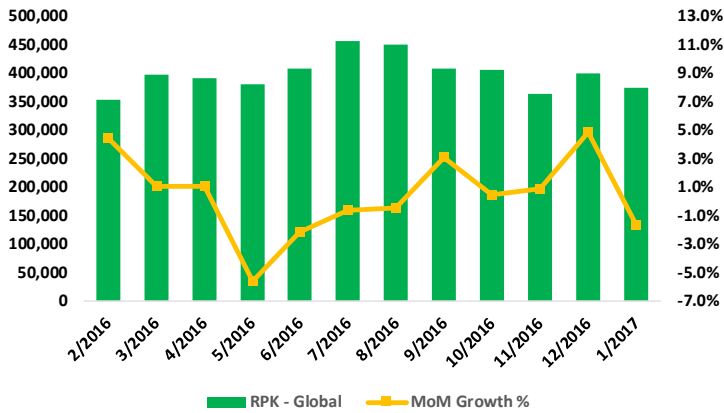
NAICS Code by Total Contract Value Signed in March

Rank	NAICS Code Description	Contract Value (\$mm)	# of Contracts
1	Computer Systems Design Services	\$ 1,030	454
2	Wireless Telecommunications Carriers (Except Satellite)	1,028	11
3	Other Computer Related Services	838	555
4	Administrative Management And General Management Consulting Services	742	445
5	Research And Development In The Physical, Engineering, And Life Sciences (Except Biotechnology)	522	312
6	Facilities Support Services	495	178
7	Medicinal And Botanical Manufacturing	485	6
8	All Other Professional, Scientific, And Technical Services	419	195
9	Engineering Services	373	306
10	Pharmaceutical Preparation Manufacturing	345	60
11	Commercial And Institutional Building Construction	235	210
12	Research And Development In Biotechnology	219	40
13	Medical, Dental, And Hospital Equipment And Supplies Merchant Wholesalers	211	21
14	Other Activities Related To Credit Intermediation	206	14
15	Biological Product (Except Diagnostic) Manufacturing	197	8
16	Other Scientific And Technical Consulting Services	163	107
17	Remediation Services	154	95
18	Custom Computer Programming Services	146	157
19	Security Guards And Patrol Services	137	107
20	Offices Of Physicians (Except Mental Health Specialists)	120	40
Total Top 20 by NAICS Code Description		\$ 8,064	3,321

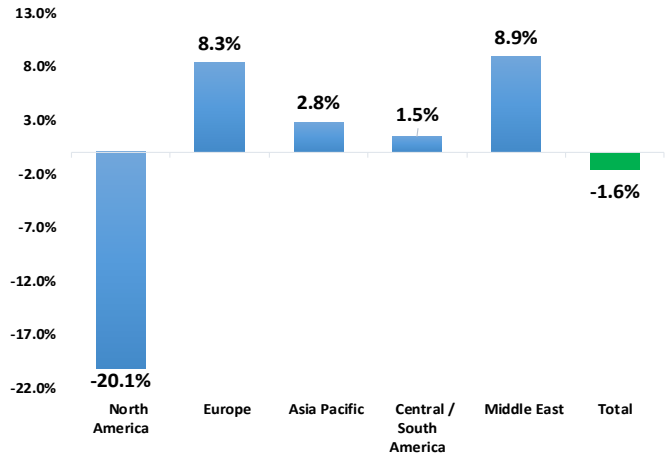
SECTION 5: KEY AEROSPACE & DEFENSE STATS

Key Aerospace & Defense Stats

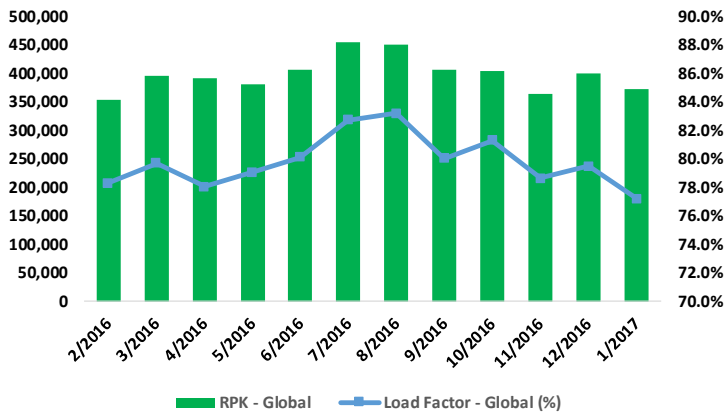
RPK – Global (in millions)



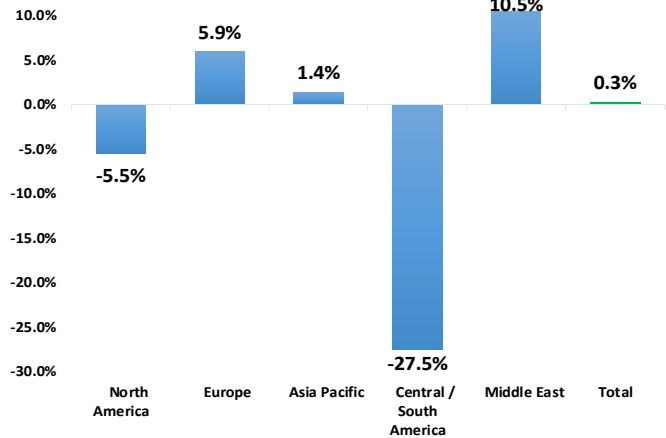
RPK Growth % by Region (1/2017 vs 1/2016)



Load Factor – Global (%)



RPK Growth % by Region (LTM 1/2017 vs LTM 1/2016)

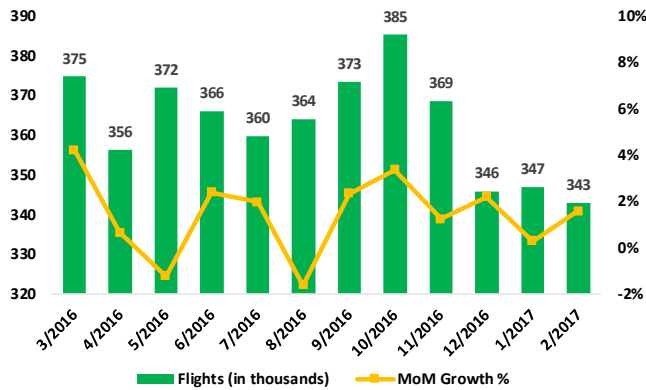


Commercial Aerospace Orders

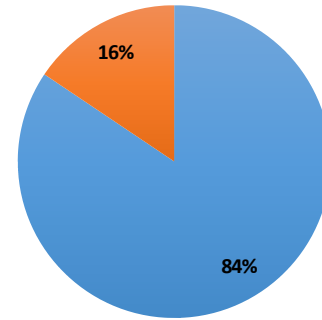
	LTM as of 2/2017	LTM as of 2/2016	YoY % Change	2/2017	1/2017	12/2016	11/2016	10/2016	9/2016	8/2016	7/2016	6/2016	5/2016	4/2016	3/2016
Narrowbody Unit Orders	1,282	1,550	-17.3%	32	9	543	25	28	1	119	195	26	190	59	55
Boeing	684	661	3.5%	38	8	282	11	13	55	3	67	5	124	18	60
737	684	661	3.5%	38	8	282	11	13	55	3	67	5	124	18	60
Airbus	598	889	-32.7%	-6	1	261	14	15	-54	116	128	21	66	41	-5
A320	598	889	-32.7%	-6	1	261	14	15	-54	116	128	21	66	41	-5
Widebody Unit Orders	277	350	-20.9%	1	19	68	3	72	-4	18	18	7	5	57	13
Boeing	163	209	-22.0%	5	18	8	2	72	0	19	6	7	1	16	9
787	86	98	-12.2%	5	2	8	2	47	0	0	6	1	0	15	0
777	18	59	-69.5%	0	1	0	0	11	0	0	0	0	1	1	4
767	41	49	-16.3%	0	15	0	0	0	0	19	0	6	0	0	1
747	18	3	500.0%	0	0	0	0	14	0	0	0	0	0	0	4
Airbus	114	141	-19.1%	-4	1	60	1	0	-4	-1	12	0	4	41	4
A350	44	-3	NM	0	3	8	0	0	0	0	8	0	4	21	0
A380	-2	2	-200.0%	0	-2	0	0	0	0	0	0	0	0	0	0
A330	72	142	-49.3%	-4	0	52	1	0	-4	-1	4	0	0	20	4

Source: FAA

Global Business Jet Traffic
(Flights in Thousands)

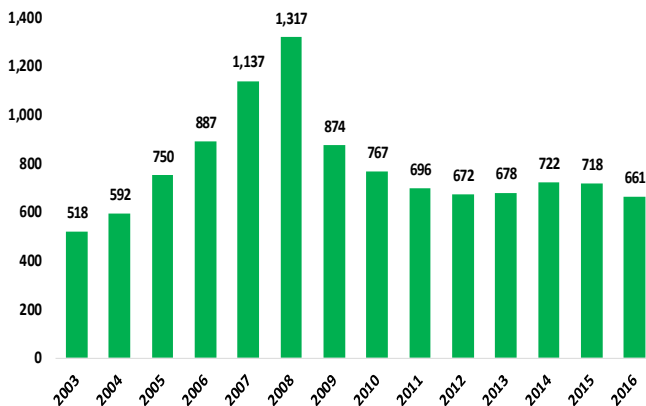


2/2017 Global Business Jet Traffic
by Type (343K Flights)

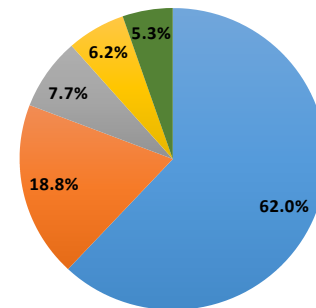


■ Domestic ■ International

Global Business Jet Deliveries



2016 Global Business Jet Deliveries
By Market (661 Deliveries)



■ North America ■ Europe ■ Asia-Pacific ■ Latin America ■ Middle East & Africa

U.S. Defense Budget

By Appropriation Title (\$ in billions)	FY 2016	FY 2017*	FY 2018*	FY 2016 vs FY 2017	
				Dollar Δ	% Δ
Military Personnel	\$ 135.3	\$ 138.8	\$ -	\$ 3.5	2.6%
Operation and Maintenance	197.5	251.0	-	53.5	27.1%
Procurement	110.7	112.1	-	1.4	1.2%
RDT&E	68.8	71.8	-	3.0	4.3%
Military Construction/Family Housing	6.9	8.2	-	1.3	18.9%
Other	2.5	1.5	-	(1.0)	-39.5%
Total	\$ 521.7	\$ 583.4	\$ 639.0	\$ 61.7	11.8%

By Military Department (\$ in billions)	FY 2016	FY 2017*	FY 2018*	FY 2016 vs FY 2017	
				Dollar Δ	% Δ
Army	\$ 123.3	\$ 148.1	\$ -	\$ 24.8	20.2%
Navy	159.3	165.2	-	5.9	3.7%
Air Force	145.7	167.1	-	21.4	14.7%
Defense Wide	93.4	103.0	-	9.6	10.3%
Total	\$ 521.7	\$ 583.4	\$ 639.0	\$ 61.7	11.8%

* Base Budget Request

Source: GAMA, Office of the Under Secretary of Defense

SECTION 6: ABOUT SCOTT-MACON



Michael N. Papazis

Managing Director
Aerospace, Defense & Government Services
Scott-Macon, Ltd.
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Fax: (212) 583-9262
mpapazis@scott-macon.com
www.scott-macon.com

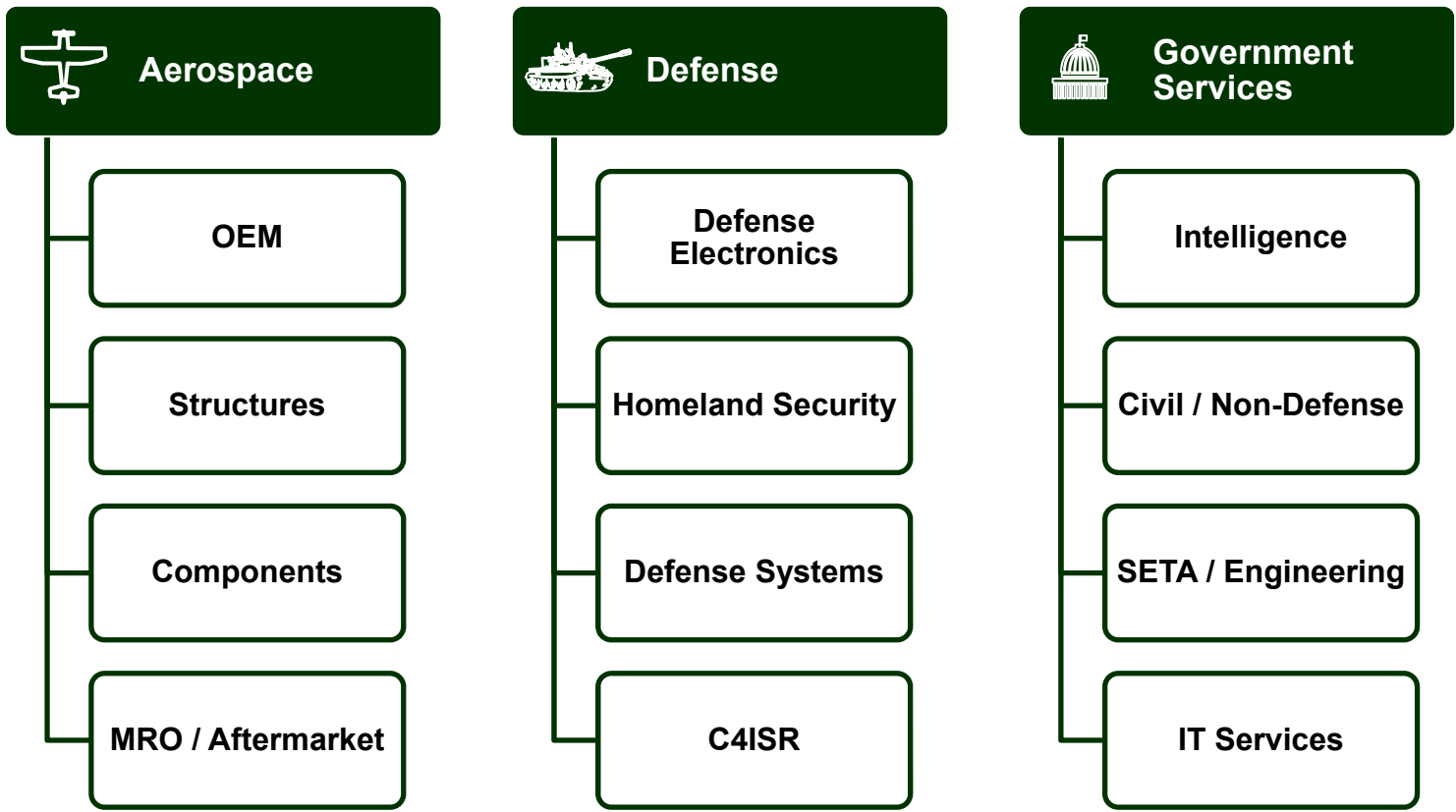
Michael Papazis has over 15 years of investment banking experience. Prior to joining Scott-Macon, Mr. Papazis was a Vice President of Aerospace & Defense Investment Banking at Oppenheimer & Co. Before Oppenheimer, Michael was a Senior Associate within the Aerospace & Defense Investment Banking Group at Jefferies & Company. Mr. Papazis began his career as an Analyst at Deutsche Banc Alex Brown in Baltimore, Maryland. Throughout his career, Mr. Papazis has worked on several M&A, equity and debt financing transactions for various Aerospace & Defense clients including Lockheed Martin, Kratos Defense & Security and Essex Corporation.

Mr. Papazis is a graduate of Dartmouth College with a B.A. in Economics and Government, *Cum Laude*. He also holds an M.A. in International Affairs from the Johns Hopkins University School of Advanced International Studies (SAIS).

Selected Transaction Experience

<p>\$8,000,000</p> <p>Senior Secured Notes & Preferred Shares with</p>	<p>Undisclosed</p> <p>Sale to</p>	<p>\$80,000,000</p> <p>Initial Public Offering</p> <p>Joint Bookrunner</p>	<p>\$590,000,000</p> <p>Sale to</p>	<p>€115,000,000</p> <p>Acquisition of</p>
<p>\$38,000,000</p> <p>a portfolio company of Hastings Equity Partners and Admiralty Partners, Inc.</p> <p>Sale to</p>	<p>Undisclosed</p> <p>Sale to</p>	<p>\$61,000,000</p> <p>Equity Financing for Acquisition of</p>	<p>\$268,000,000</p> <p>Debt Financing for Acquisition of</p>	<p>\$270,000,000</p> <p>Acquisition of</p>
<p>Undisclosed</p> <p>Sale of Securement Division to</p>	<p>€80,000,000</p> <p>Sale to</p>	<p>\$66,000,000</p> <p>Sale to</p>	<p>\$380,000,000</p> <p>Acquisition of</p>	<p>Undisclosed</p> <p>Sale to</p>

Aerospace Defense & Government Services Coverage



About Scott-Macon

Scott-Macon, Ltd. is one of the oldest independent investment banks in the United States focused on middle market transactions in the range of \$10 million to \$500 million. The firm is comprised of senior professionals who have had extensive transaction experience in the areas of mergers and acquisitions, debt and equity financing, valuations and fairness opinions and general corporate financial consulting.

Founded in 1973 by Alfred L. Scott, Scott-Macon has remained unique in its commitment to provide clients with senior level advisors who have had significant investment banking experience as well as, in many cases, direct operating experience. The firm's philosophy of providing advice, ideas and solutions tempered by the perspective of actual operating experience has benefited clients over the firm's long history.

Another cornerstone of Scott-Macon's operating philosophy is a client-oriented approach to investment banking services, in contrast to today's transaction-oriented environment. Scott-Macon professionals strive to understand the unique aspects of each client's operations and will not hesitate to counsel against a transaction if it does not appear to be in the long-term best interests of a client. The firm's ownership by its own management team enables and encourages a truly unbiased and independent perspective; free from the inherent conflicts and cross-selling that can occur when advisory services are integrated into broader financial services platforms incorporating banking, securities or accounting. The success of Scott-Macon's client-oriented approach has been validated over the firm's history by the high percentage of repeat engagements which the firm has experienced from its clients.

Prepared by SCOTT-MACON, LTD

Over 40 Years of Senior Level Experience, Attention & Execution in Investment Banking