

# Aerospace, Defense & Government Services Monthly Market Overview

September 2017



# A note from **SCOTT-MACON**

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We are pleased to present you with the September 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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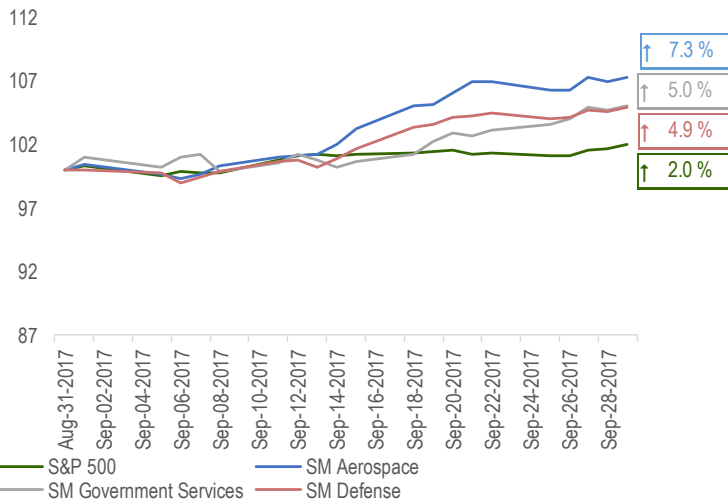
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# SECTION 1: MARKET SNAPSHOT

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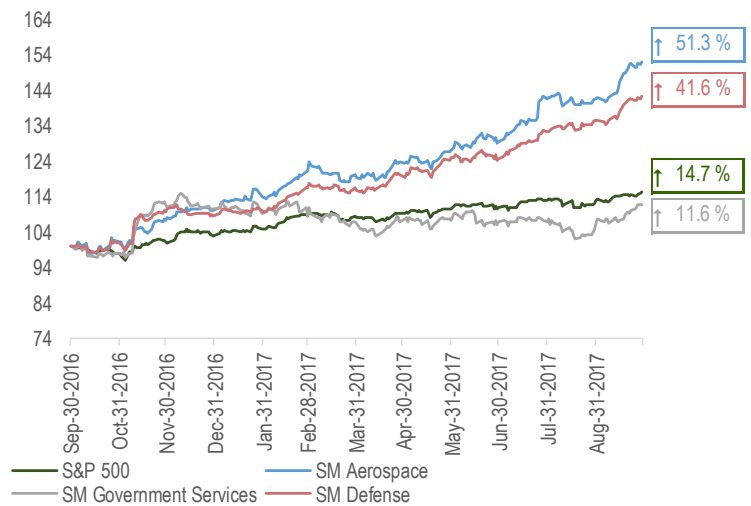
Monthly as of September 2017

Share Price Performance

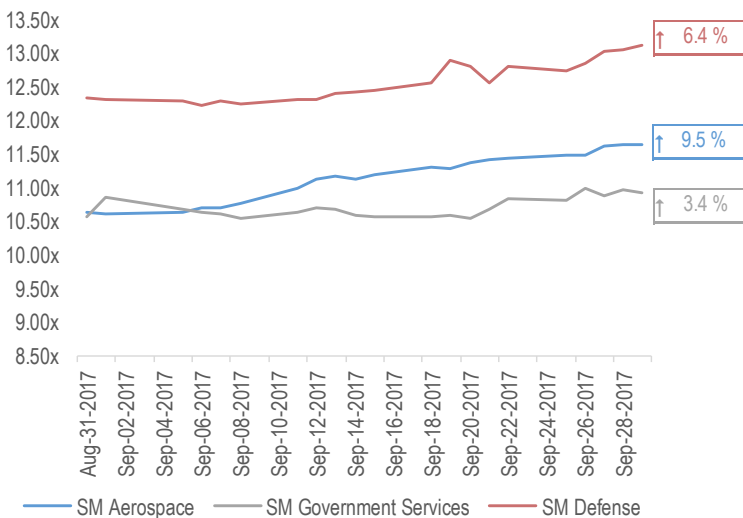


LTM as of September 2017

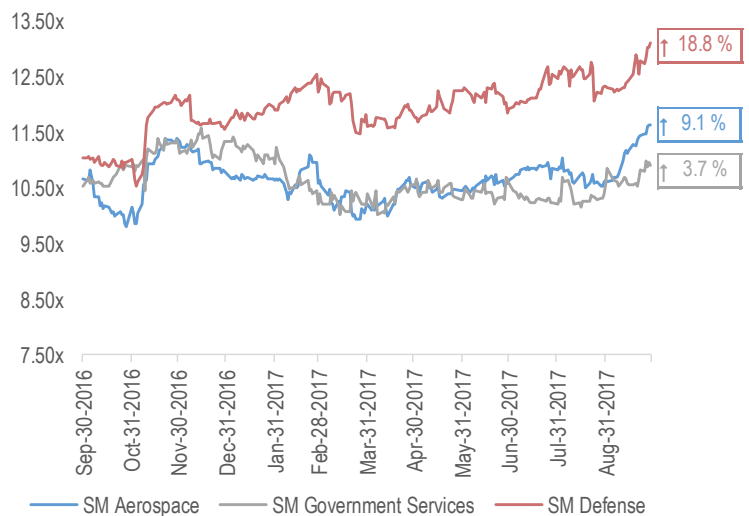
Share Price Performance



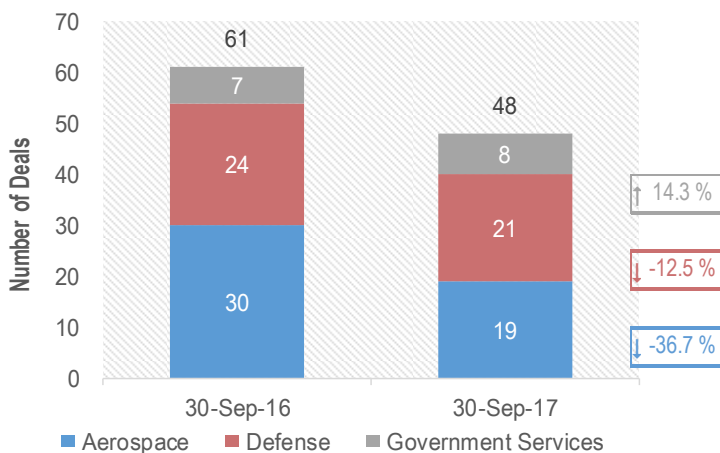
Trading Valuation (TEV / LTM EBITDA)



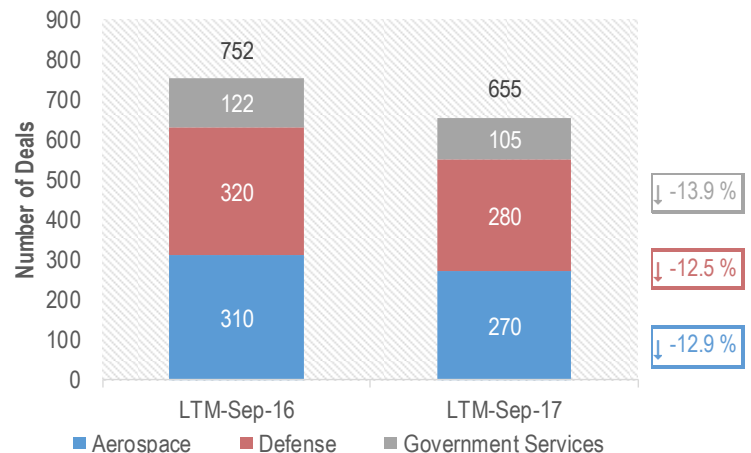
Trading Valuation (TEV / LTM EBITDA)



M&A Transactions



M&A Transactions



# SECTION 2: PUBLIC COMPARABLES

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## 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 SE	\$95.04	99.7%	\$73,584.8	\$75,144.9	NM	NM	NM	1.0 x	14.8%	43.7%
Boeing Company	254.21	98.0	150,259.3	150,767.3	14.0	6.0	31.6	1.7 x	5.7	NA
Bombardier Inc.	1.81	81.9	3,978.0	12,808.1	NM	NM	NM	0.8	-2.4	35.8
Embraer S.A.	5.67	89.8	4,162.9	5,774.4	12.4	-0.2	72.1	0.9	0.2	21.2
<b>Median</b>		<b>93.9%</b>	<b>\$38,873.8</b>	<b>\$43,976.5</b>	<b>13.2 x</b>	<b>3.0%</b>	<b>81.6%</b>	<b>0.9 x</b>	<b>6.5%</b>	<b>32.0%</b>
<b>Mean</b>		<b>92.3%</b>	<b>\$57,996.2</b>	<b>\$61,123.7</b>	<b>13.2 x</b>	<b>3.0%</b>	<b>57.7%</b>	<b>1.1 x</b>	<b>4.4%</b>	<b>50.2%</b>
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.	\$37.78	96.1%	\$1,285.5	\$1,427.7	10.6 x	4.3%	7.7%	0.8 x	4.6	18.3%
AMETEK, Inc.	66.04	99.0	15,241.7	17,126.6	16.5	3.9	35.8	4.3	4.7	32.5
Astronics Corporation	29.75	72.5	855.7	1,010.4	11.7	11.2	8.7	1.6	11.3	-11.3
CAE Inc.	17.47	95.5	4,698.0	5,390.1	12.0	5.1	11.3	2.4	5.0	7.2
Crane Co.	79.99	94.8	4,767.4	5,016.4	10.4	7.3	14.9	1.8	8.2	21.4
Esterline Technologies Corporation	90.15	87.8	2,702.2	3,214.4	10.3	4.6	-17.4	1.6	6.0	7.7
HEICO Corporation	89.81	98.3	6,895.2	7,492.1	NM	NM	NM	5.1	5.7	39.4
Héroux-Devtek Inc.	10.38	80.8	375.1	447.7	10.2	-0.1	4.9	1.4	0.6	-7.8
Meggitt PLC	6.99	98.8	5,409.2	6,913.6	9.5	0.5	-45.5	2.5	2.0	-10.1
Moog Inc.	83.43	97.8	2,986.8	3,598.3	11.0	7.1	24.2	1.5	9.8	25.5
MTU Aero Engines AG	159.50	100.0	8,214.0	9,380.5	11.8	12.7	24.2	1.6	13.2	28.5
Textron Inc.	53.88	99.6	14,262.8	17,328.8	11.6	7.9	35.8	1.3	8.1	25.1
TransDigm Group Incorporated	255.65	86.7	13,270.9	23,428.7	14.4	-1.1	-16.0	6.8	-4.4	-12.3
Woodward, Inc.	77.61	98.3	4,758.8	5,360.9	15.6	9.2	10.7	2.6	11.0	15.3
Zodiac Aerospace	28.92	84.8	8,088.1	9,655.6	NM	NM	NM	1.6	1.0	6.4
<b>Median</b>		<b>96.1%</b>	<b>\$4,767.4</b>	<b>\$5,390.1</b>	<b>11.6 x</b>	<b>10.8%</b>	<b>7.7%</b>	<b>1.6 x</b>	<b>5.0%</b>	<b>8.8%</b>
<b>Mean</b>		<b>92.7%</b>	<b>\$6,254.1</b>	<b>\$7,786.1</b>	<b>12.0 x</b>	<b>0.1%</b>	<b>1.1%</b>	<b>2.5 x</b>	<b>4.0%</b>	<b>8.2%</b>
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.	\$9.35	92.1%	\$82.7	\$115.6	10.0 x	5.2%	NA	1.4 x	6.1%	42.1%
Ducommun Incorporated	32.05	90.1	362.8	525.0	10.2	10.9	-6.2	1.0	10.3	34.2
GKN plc	4.64	91.2	7,958.0	8,692.7	5.8	7.7	-14.2	0.7	7.6	-14.5
Hexcel Corporation	57.42	98.6	5,155.1	5,931.2	13.3	5.8	20.4	3.0	6.3	25.5
Kaman Corporation	55.78	98.9	1,556.2	1,962.1	12.2	10.6	10.0	1.1	10.9	24.4
Latécoère S.A.	6.89	99.7	648.8	690.7	NM	NM	NM	0.9	35.8	41.2
Magellan Aerospace Corporation	14.32	83.7	833.6	932.7	7.6	-2.9	10.8	1.2	-1.0	4.0
Senior plc	3.70	97.1	1,545.3	1,788.8	11.9	0.4	8.6	1.4	1.2	1.1
Spirit AeroSystems Holdings, Inc.	77.72	98.0	9,196.0	9,586.8	13.0	4.1	NA	1.4	5.6	55.5
Triumph Group, Inc.	29.75	85.5	1,476.3	2,720.8	6.8	6.7	NA	0.8	6.3	6.0
<b>Median</b>		<b>94.6%</b>	<b>\$1,510.8</b>	<b>\$1,875.4</b>	<b>10.2 x</b>	<b>-1.1%</b>	<b>-2.1%</b>	<b>1.1 x</b>	<b>3.2%</b>	<b>26.5%</b>
<b>Mean</b>		<b>93.5%</b>	<b>\$2,881.5</b>	<b>\$3,294.6</b>	<b>10.1 x</b>	<b>1.1%</b>	<b>8.5%</b>	<b>1.3 x</b>	<b>6.7%</b>	<b>20.3%</b>
<b>Total Aerospace Median</b>		<b>96.1%</b>	<b>\$4,698.0</b>	<b>\$5,390.1</b>	<b>11.6 x</b>	<b>9.5%</b>	<b>9.1%</b>	<b>1.4 x</b>	<b>3.5%</b>	<b>19.1%</b>
<b>Total Aerospace Mean</b>		<b>92.9%</b>	<b>\$12,228.0</b>	<b>\$13,594.2</b>	<b>11.4 x</b>	<b>0.9%</b>	<b>7.2%</b>	<b>1.9 x</b>	<b>4.7%</b>	<b>13.4%</b>

## 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.	\$37.39	94.2%	\$5,559.0	\$7,083.3	12.7 x	7.4%	5.3%	1.2 x	7.9%	7.3%
CACI International Inc	139.35	97.5	3,408.7	4,578.0	12.5	5.4	7.8	1.1	7.7	1.7
CGI Group Inc.	51.76	93.5	14,977.5	16,164.4	11.1	1.1	-1.2	1.9	1.8	-3.0
CSRA Inc.	32.27	95.8	5,275.3	7,979.3	8.4	1.6	-37.0	1.6	2.0	1.3
Cyient Limited	7.79	90.1	876.4	760.6	10.7	-4.6	-6.0	1.4	-4.4	-5.3
Engility Holdings, Inc.	34.68	88.6	1,276.5	2,269.8	11.9	6.2	13.2	1.1	6.9	11.1
ICF International, Inc.	53.95	90.6	1,010.7	1,279.2	11.1	9.5	5.4	1.1	14.2	8.7
KEYW Holding Corp.	7.61	56.1	373.1	626.8	NM	NM	NM	1.9	4.5	15.0
Leidos Holdings, Inc.	59.22	99.3	8,954.6	11,940.6	12.4	1.2	-20.3	1.2	2.4	-6.0
ManTech International Corp.	44.15	97.0	1,716.9	1,608.7	12.7	10.5	10.9	1.0	13.0	11.9
MAXIMUS, Inc.	64.50	98.7	4,184.1	4,099.9	10.7	6.3	-12.2	1.7	8.0	3.9
Navigant Consulting, Inc.	16.92	60.7	790.7	968.9	7.3	8.3	-16.8	1.0	10.0	-20.0
QinetiQ Group plc	3.31	76.5	1,848.1	1,550.2	7.1	8.9	-11.4	1.5	9.3	4.1
Science Applications International Corp.	66.85	74.4	2,890.6	3,817.6	12.6	-1.6	6.7	0.9	-4.7	-0.4
Serco Group plc	1.55	76.3	1,683.0	1,933.6	15.0	-1.8	56.3	0.5	5.3	-6.8
Vectrus, Inc.	30.84	86.7	341.6	368.9	8.2	7.3	NA	0.3	6.8	15.6
VSE Corp.	56.86	96.9	616.3	836.1	10.3	6.5	32.1	1.1	7.8	2.2
<b>Median</b>		<b>90.6%</b>	<b>\$1,716.9</b>	<b>\$1,933.6</b>	<b>11.1 x</b>	<b>0.3%</b>	<b>-2.0%</b>	<b>1.1 x</b>	<b>6.2%</b>	<b>1.6%</b>
<b>Mean</b>		<b>86.6%</b>	<b>\$3,281.4</b>	<b>\$3,992.1</b>	<b>10.9 x</b>	<b>4.0%</b>	<b>2.6%</b>	<b>1.2 x</b>	<b>4.0%</b>	<b>1.7%</b>
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	\$36.81	90.4%	\$5,768.5	\$9,074.7	9.8 x	6.1%	31.8	0.5 x	7.8%	8.9%
Fluor Corp.	42.10	72.1	5,889.7	5,606.3	10.0	9.7	43.7	0.3	9.5	-26.9
Jacobs Engineering Group Inc.	58.27	91.9	7,010.8	6,596.8	10.2	7.4	11.9	0.7	9.0	20.7
KBR, Inc.	17.88	98.0	2,501.1	2,508.1	NM	NM	NM	0.6	11.7	NM
Tetra Tech, Inc.	46.55	96.3	2,632.5	2,819.7	13.0	8.6	11.6	1.4	13.0	12.8
<b>Median</b>		<b>91.9%</b>	<b>\$5,768.5</b>	<b>\$5,606.3</b>	<b>10.1 x</b>	<b>7.4%</b>	<b>35.3%</b>	<b>0.6 x</b>	<b>9.9%</b>	<b>18.5%</b>
<b>Mean</b>		<b>89.7%</b>	<b>\$4,760.5</b>	<b>\$5,321.1</b>	<b>10.8 x</b>	<b>8.0%</b>	<b>37.2%</b>	<b>0.7 x</b>	<b>8.3%</b>	<b>14.7%</b>
<b>Total Government Services Median</b>		<b>91.2%</b>	<b>\$2,566.8</b>	<b>\$2,663.9</b>	<b>10.9 x</b>	<b>3.4%</b>	<b>3.7%</b>	<b>1.1 x</b>	<b>17.3%</b>	<b>2.0%</b>
<b>Total Government Services Mean</b>		<b>87.3%</b>	<b>\$3,617.5</b>	<b>\$4,294.2</b>	<b>10.9 x</b>	<b>4.8%</b>	<b>9.2%</b>	<b>1.1 x</b>	<b>4.6%</b>	<b>3.4%</b>

## 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	\$8.47	92.5%	\$26,951.1	\$29,259.9	10.9 x	3.6%	1.9%	1.2 x	4.3%	8.3%
Boeing Company	254.21	98.0	150,259.3	150,767.3	14.0	6.0	31.6	1.7	5.7	NA
General Dynamics Corporation	205.58	99.0	61,563.4	63,685.4	13.0	2.0	24.2	2.0	2.1	29.7
Leonardo S.p.a.	18.73	98.4	10,760.5	15,207.9	7.1	7.9	17.2	1.1	8.5	30.0
Lockheed Martin Corporation	310.29	99.7	89,360.7	101,275.7	15.4	1.4	26.8	2.1	1.1	19.5
Northrop Grumman Corporation	287.72	100.0	50,106.6	55,804.6	14.7	5.1	17.5	2.2	5.5	20.6
Raytheon Company	186.58	99.9	54,154.8	56,973.8	15.4	2.4	27.3	2.3	2.3	28.5
Thales S.A.	113.20	95.4	23,971.6	21,567.1	10.4	3.3	2.7	1.2	3.3	8.2
<b>Median</b>		<b>98.7%</b>	<b>\$52,130.7</b>	<b>\$56,389.2</b>	<b>13.5 x</b>	<b>4.1%</b>	<b>26.6%</b>	<b>1.8 x</b>	<b>3.8%</b>	<b>38.4%</b>
<b>Mean</b>		<b>97.9%</b>	<b>\$58,391.0</b>	<b>\$61,817.7</b>	<b>12.6 x</b>	<b>3.7%</b>	<b>19.1%</b>	<b>1.7 x</b>	<b>3.6%</b>	<b>27.2%</b>

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
Aerjet Rocketdyne Holdings, Inc.	\$35.01	96.6%	\$2,629.3	\$2,837.4	15.5 x	16.6%	40.0%	1.9 x	50.0%	NM
AeroVironment, Inc.	\$54.12	98.9%	\$1,270.6	\$1,045.6	NM	NM	NM	1.1 x	-65.1%	-15.3
Cobham plc	1.95	81.9	4,646.3	5,265.7	NM	NM	NM	1.1	-39.1	-42.5
Cubic Corporation	51.00	91.6	1,383.5	1,607.8	NM	NM	NM	3.2	NM	NM
Curtiss-Wright Corporation	104.54	97.1	4,614.2	5,237.1	12.6	7.0	8.1	3.2	39.8	48.5
FLIR Systems, Inc.	38.91	95.5	5,338.3	5,440.7	14.9	2.3	23.1	1.5	-51.0	-41.1
Huntington Ingalls Industries, Inc.	226.44	99.7	10,282.1	11,010.1	10.7	5.4	45.2	1.2	-18.7	10.4
Kongsberg Gruppen ASA	16.33	90.3	1,959.0	2,169.3	19.0	2.5	75.0	1.6	41.5	53.3
L3 Technologies, Inc.	188.43	98.5	14,738.6	17,766.6	13.4	3.2	NA	2.0	27.5	NM
Orbital ATK, Inc.	133.16	99.8	7,671.1	9,102.1	15.0	15.8	55.9	4.7	NM	NM
Rockwell Collins, Inc.	130.71	96.6	21,279.4	28,486.4	NM	NM	NM	1.9	-58.7	-23.5
Safran SA	102.16	100.0	42,472.0	41,571.4	9.4	7.8	30.6	2.1	7.9	39.2
Textron Inc.	53.88	99.6	14,262.8	17,328.8	11.6	7.9	35.8	1.3	8.1	25.1
<b>Median</b>		<b>97.1%</b>	<b>\$5,338.3</b>	<b>\$5,440.7</b>	<b>13.4 x</b>	<b>3.8%</b>	<b>22.1%</b>	<b>1.9 x</b>	<b>11.1%</b>	<b>49.3%</b>
<b>Mean</b>		<b>95.9%</b>	<b>\$10,195.9</b>	<b>\$11,451.5</b>	<b>13.6 x</b>	<b>7.4%</b>	<b>28.1%</b>	<b>2.1 x</b>	<b>0.9%</b>	<b>45.3%</b>

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.	\$66.04	99.0%	\$15,241.7	\$17,126.6	16.5 x	3.9%	35.8%	4.3 x	4.7%	32.5%
Chemring Group plc	2.41	86.5	673.9	823.7	7.5	1.4	-22.1	1.1	0.8	-13.5
Comtech Telecommunications Corp.	20.53	95.9	484.2	638.2	10.3	-9.0	-34.1	1.2	2.4	-33.7
Crane Co.	79.99	94.8	4,767.4	5,016.4	10.4	7.3	14.9	1.8	8.2	21.4
Ducommun Incorporated	32.05	90.1	362.8	525.0	10.2	10.9	-6.2	1.0	10.3	34.2
Elbit Systems Ltd.	146.97	99.1	6,283.1	6,567.8	16.0	5.0	53.5	2.0	5.5	49.6
Harris Corporation	131.68	99.8	15,684.4	19,230.4	13.7	5.3	50.0	3.3	5.7	59.8
Héroux-Devtek Inc.	10.38	80.8	375.1	447.7	10.2	-0.1	4.9	1.4	0.6	-7.8
Kratos Defense & Security Solutions, Inc.	13.08	93.9	1,349.8	1,656.0	NM	NM	NM	2.4	12.9	NM
Meggitt PLC	6.99	98.8	5,409.2	6,913.6	9.5	0.5	-45.5	2.5	2.0	-10.1
Mercury Systems, Inc.	51.88	99.8	2,495.7	2,454.1	NM	NM	NM	6.0	8.6	49.3
Moog Inc.	83.43	97.8	2,986.8	3,598.3	11.0	7.1	24.2	1.5	9.8	25.5
OSI Systems, Inc.	91.37	98.9	1,715.6	1,893.1	13.1	10.3	8.8	2.0	9.4	30.6
Teledyne Technologies Incorporated	159.18	98.5	5,624.4	6,798.5	16.2	5.0	32.3	2.9	5.7	51.1
Ultra Electronics Holdings plc	24.11	80.1	1,867.8	2,216.9	13.0	-2.4	3.9	2.1	-3.0	2.0
ViaSat, Inc.	64.32	78.3	3,731.3	4,424.0	19.6	0.9	5.2	2.8	1.6	-13.2
Woodward, Inc.	77.61	98.3	4,758.8	5,360.9	15.6	9.2	10.7	2.6	11.0	15.3
<b>Median</b>		<b>97.8%</b>	<b>\$2,986.8</b>	<b>\$3,598.3</b>	<b>13.0 x</b>	<b>9.0%</b>	<b>7.5%</b>	<b>2.1 x</b>	<b>0.3%</b>	<b>21.8%</b>
<b>Mean</b>		<b>93.6%</b>	<b>\$4,341.9</b>	<b>\$5,040.7</b>	<b>12.8 x</b>	<b>3.7%</b>	<b>5.7%</b>	<b>2.4 x</b>	<b>5.1%</b>	<b>20.6%</b>

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	83.75	87.4	1,043.2	895.1	NM	NA	NA	1.8	29.6	-3.8
Elbit Systems Ltd.	146.97	99.1	6,283.1	6,567.8	16.0	5.0	53.5	2.0	5.5	49.6
MSA Safety Incorporated	79.51	93.7	3,036.2	3,195.9	15.2	8.6	17.0	2.8	10.7	33.4
OSI Systems, Inc.	91.37	98.9	1,715.6	1,893.1	13.1	10.3	8.8	2.0	9.4	30.6
American Outdoor Brands Corporation	15.25	53.4	823.5	1,021.4	5.0	24.1	-24.1	1.2	6.7	-31.2
Smiths Group plc	21.14	93.6	8,365.1	9,681.7	11.3	-1.5	-12.8	2.2	4.4	-4.0
<b>Median</b>		<b>93.6%</b>	<b>\$2,375.9</b>	<b>\$2,544.5</b>	<b>13.1 x</b>	<b>12.3%</b>	<b>4.9%</b>	<b>2.0 x</b>	<b>7.2%</b>	<b>5.4%</b>
<b>Mean</b>		<b>87.7%</b>	<b>\$3,544.5</b>	<b>\$3,875.8</b>	<b>12.1 x</b>	<b>7.2%</b>	<b>1.2%</b>	<b>2.0 x</b>	<b>9.8%</b>	<b>8.6%</b>

<b>Total Defense Median</b>		<b>97.9%</b>	<b>\$5,052.9</b>	<b>\$5,400.8</b>	<b>13.1 x</b>	<b>6.4%</b>	<b>18.8%</b>	<b>2.0 x</b>	<b>6.1%</b>	<b>30.3%</b>
<b>Total Defense Mean</b>		<b>94.2%</b>	<b>\$15,789.9</b>	<b>\$17,099.0</b>	<b>12.9 x</b>	<b>5.2%</b>	<b>13.1%</b>	<b>2.1 x</b>	<b>4.2%</b>	<b>25.9%</b>



# SECTION 3: M&A TRANSACTIONS

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
9/28/2017	Pending	Dassault Systèmes SE	Exa Corporation	Aerospace	\$382	5.3 x	NA
9/27/2017	Pending	Zhejiang Science and Technology Investment Co., Ltd.	Acro Aircraft Seating Ltd.	Aerospace	\$74	1.8 x	NA
9/25/2017	Pending	ABB Ltd	GE Industrial Solutions, Inc.	Aerospace	\$2,600	1.0 x	NA
9/24/2017	Pending	Aeronautics Ltd.	Chassis Plans, LLC	Government Services	\$6	0.4 x	NA
9/19/2017	Pending	AVIC International Holding	Motto Investment Limited	Aerospace	\$308	1.5 x	NA
9/18/2017	Pending	Northrop Grumman Corporation	Orbital ATK, Inc.	Aerospace	\$9,307	2.1 x	15.3 x
9/18/2017	Pending	ManTech International Corporation	InfoZen, Inc.	Government Services	\$180	NA	NA
9/11/2017	9/11/2017	Ducommun LaBarge Technologies, Inc.	Lightning Diversion Systems Inc.	Defense	\$60	NA	NA
9/4/2017	Pending	H.B. Fuller Company	Royal Adhesives & Sealants, LLC	Aerospace	\$1,575	NA	NA
9/4/2017	Pending	United Technologies Corporation	Rockwell Collins, Inc.	Aerospace	\$30,365	5.0 x	22.6 x
8/24/2017	9/19/2017	WABCO Holdings Inc.	R. H. Sheppard Co., Inc.	Defense	\$145	1.1 x	NA
8/18/2017	9/15/2017	Electronic Technologies Group, Inc.	Aeroantenna Technology, Inc.	Defense	\$337	0.4 x	5.0 x
8/16/2017	8/23/2017	Transaction Solutions International Limited	Decipher Works Pty Ltd	Defense	\$4	1.5 x	5.1 x
8/14/2017	Pending	WSP Global Inc.	Opus International Consultants Limited	Government Services	\$216	0.6 x	8.6 x
8/14/2017	Pending	TCTM Financial FS LLC	Wellman Dynamics Corporation	Aerospace	\$21	NA	NA
8/11/2017	9/29/2017	Konekt Limited	Mission Providence Pty Ltd	Government Services	\$19	0.5 x	NA
8/8/2017	9/8/2017	Arsenal Capital Partners	Cyalume Technologies Holdings, Inc.	Defense	\$43	1.0 x	5.0 x
8/8/2017	Pending	Shanghai Shenhe Xintai Investment Management Co.,	Shanghai SIM-MAX Technology Co., Ltd.	Defense	\$50	9.5 x	NA
8/7/2017	8/7/2017	Carr's Group plc	NuVision Engineering, Inc.	Government Services	\$20	2.3 x	NA
8/2/2017	Pending	Partners Group Holding AG	CB16 Office Building in Paris	Defense	\$202	NA	NA
7/31/2017	8/2/2017	Carmanah Technologies Corporation	Vega Industries Ltd.	Aerospace	\$9	NA	NA

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
7/31/2017	Pending	Indel B S.p.A.	Autoclima Spa	Defense	\$37	1.1 x	8.7 x
7/27/2017	Pending	Consolidated Gems, Inc.	Attofensive	Defense	\$20	NA	NA
7/24/2017	Pending	SpeedCast International Limited	UltiSat Inc.	Defense	\$100	1.7 x	11.6 x
7/24/2017	7/24/2017	GENUI GmbH	Acrolinx GmbH	Aerospace	\$60	NA	NA
7/12/2017	Pending	CPP Investment Board Europe S.a.r.l.	Shell E&P Ireland Ltd.	Aerospace	\$1,233	NA	NA
7/7/2017	Pending	Shenzhen City Qianhai Wanke Financial Services Company	Lijiang Hua Ou Real Estate Company Limited	Defense	\$73	NA	NA
7/7/2017	Pending	Hancom Safety Inc.	Sancheong Co.,Ltd.	Defense	\$223	2.4 x	6.8 x
7/7/2017	7/3/2017	Hanwha Land Systems Co., Ltd.	Hanwha Defense Systems Corp.	Defense	\$584	NA	NA
7/6/2017	7/6/2017	Itinera Usa Corp.	Halmar International, LLC	Aerospace	\$120	0.5 x	NA
7/6/2017	7/31/2017	Symantec Corporation	Fireglass	Defense	\$225	NA	NA
7/6/2017	Pending	AECOM	Shimmick Construction Company, Inc.	Government Services	\$175	0.6 x	NA
7/5/2017	7/5/2017	Advanced Energy Industries, Inc.	Excelsys Technologies Ltd.	Defense	\$18	1.5 x	NA
7/5/2017	Pending	Far East Smarter Energy Co.,Ltd	Beijing Jinghangan Airport Engineering Co., Ltd.	Aerospace	\$210	2.3 x	NA
7/3/2017	8/15/2017	H.I.G. Capital, LLC	NCI, Inc.	Defense	\$285	0.9 x	9.6 x
6/27/2017	Pending	Baltia Air Lines, Inc.	Songbird Airways, Inc.	Aerospace	\$7	NA	NA
6/20/2017	7/24/2017	Modern Times Group Mtg AB	Kongregate, Inc.	Defense	\$55	1.6 x	NA
6/18/2017	5/31/2017	Airbus Defence and Space GmbH	Cassidian SAS	Defense	\$15	NA	NA
6/16/2017	7/3/2017	John Bean Technologies Corporation	Aircraft Maintenance Support Services Ltd	Aerospace	\$13	NA	NA
6/15/2017	6/15/2017	Liberty Hall Capital Partners, L.P.	Dunlop Aircraft Tyres Limited	Defense	\$135	NA	NA
6/7/2017	Pending	EriSat LLC	Aerial Source	Defense	\$724	NA	NA
6/1/2017	6/1/2017	TransDigm Group Incorporated	Three Add On Aerospace Product Lines	Aerospace	\$100	3.1 x	NA

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
5/27/2017	Pending	Guizhou Space Appliance Co., Ltd.	Shenzhen Smart Micromotor Co., Ltd	Aerospace	\$13	NA	NA
5/26/2017	Pending	Guizhou Space Appliance Co., Ltd.	Shenzhen Casic Motor System Co.,Ltd.	Aerospace	\$16	NA	NA
5/24/2017	7/5/2017	CSRA Inc.	NES Associates, LLC	Defense	\$105	NA	NA
5/18/2017	5/23/2017	New Age Beverages Corporation	Premier Micronutrient Corporation	Defense	\$5	NA	NA
5/12/2017	7/13/2017	Shanghai Safbon Water Service Co.,Ltd.	Doosan Hydro Technology, Inc.	Government Services	\$7	NA	NA
5/11/2017	6/1/2017	Stellwagen Group	ECN Capital Corp., Commercial Aviation Advisory and Asset Management Business	Aerospace	\$23	NA	NA
5/8/2017	6/2/2017	Federal Signal Corporation	Truck Bodies & Equipment International, Inc.	Defense	\$270	1.3 x	7.2 x
5/3/2017	6/5/2017	Digital Power Corporation	Microphase Corporation	Defense	\$7	1.2 x	NA
5/3/2017	7/10/2017	Thoma Bravo, LLC	Kofax Limited	Government Services	\$1,350	0.3 x	NA
5/2/2017	5/2/2017	Infinite RF Holdings, Inc.	Smiths Interconnect, Inc., Microwave Telecoms Business	Defense	\$110	1.1 x	NA
5/1/2017	6/9/2017	Wave Systems Corp.	Jive Software, Inc.	Government Services	\$344	1.7 x	NA
5/1/2017	4/28/2017	Apollo Aerospace Components Limited	PolyAero Inc.	Defense	\$11	NA	NA
4/26/2017	4/26/2017	NorthEdge Capital LLP	Future Industrial Services Limited	Government Services	\$21	0.7 x	NA
4/13/2017	4/5/2017	Kobe Steel, Ltd.	Quintus Technologies AB	Aerospace	\$115	1.9 x	NA
4/12/2017	5/2/2017	Medley Capital Corporation	United Road Towing, Inc.	Government Services	\$40	NA	NA
4/7/2017	Pending	Zhejiang Nanyang Technology Co., Ltd.	Aerospace Shenzhou Flight Vehicle Co., Ltd.	Aerospace	\$227	6.7 x	NA
4/6/2017	4/5/2017	Florida Pneumatic Manufacturing Corporation	Jiffy Air Tool, Inc.	Aerospace	\$8	NA	NA
4/5/2017	5/30/2017	Exponent Private Equity LLP	GWE Irish OPCO Limited	Government Services	\$273	NA	NA
4/3/2017	4/3/2017	Astronics Custom Control Concepts Inc.	Custom Control Concepts, Inc.	Aerospace	\$11	NA	NA
4/3/2017	3/31/2017	AASKI Technology, Inc.	CoSo Cloud, LLC	Government Services	\$6	NA	NA
3/31/2017	3/31/2017	PKC Group Oyj	Fortitude Industries, Inc.	Defense	\$9	1.2 x	NA

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017 (Continued)

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	4/28/2017	Multiheight Scaffolding PTE LTD.	Ensure Engineering Pte Ltd	Defense	\$13	NA	NA
3/28/2017	5/2/2017	Harlow Aerostructures LLC	Aerospace Holdings, Inc.	Defense	\$16	NA	NA
3/27/2017	3/27/2017	GE Aviation	Critical Technologies, Inc.	Aerospace	\$14	NA	NA
3/22/2017	3/22/2017	Diethelm Travel Lanka	Forbes Air Services, Hemas Air Services, Hemas Aviation, Hemas Travels, Discover	Aerospace	\$10	NA	NA
3/20/2017	3/20/2017	Patrick Industries, Inc.	Medallion Plastics Incorporated	Defense	\$10	0.5 x	NA
3/17/2017	7/31/2017	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
3/14/2017	4/20/2017	American Securities	Air Methods Corporation	Aerospace	\$2,486	2.1 x	8.7 x
3/13/2017	3/13/2017	Motorola Solutions, Inc.	Interexport S.A.	Defense	\$147	NA	NA
3/10/2017	Pending	Suzhou Ahno Precision Cutting Tool Technology Co., Ltd.	Access Precision Tools Pte Ltd	Aerospace	\$16	3.7 x	NA
3/8/2017	4/4/2017	The KEYW Corporation	Sotera Defense Solutions, Inc.	Defense	\$350	1.3 x	15.6 x
3/7/2017	6/26/2017	DRS Technologies, Inc.	Daylight Solutions, Inc.	Defense	\$150	NA	NA
3/2/2017	3/2/2017	Shenzhen Fenda Technology Co., Ltd.	Shenzhen Fortunta Technology Co. Ltd.	Defense	\$420	3.8 x	NA
2/28/2017	6/30/2017	Veritas Capital Fund Management, LLC	CB&I Government Solutions, Inc.	Government Services	\$700	0.4 x	NA
2/22/2017	2/24/2017	Aerojet Rocketdyne, Inc.	Aerojet Rocketdyne Coleman Aerospace, Inc.	Aerospace	\$15	NA	NA
2/17/2017	6/27/2017	Sonaca SA	LMI Aerospace, Inc.	Defense	\$430	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
2/15/2017	8/21/2017	S&T AG	Kontron AG	Defense	\$170	0.4 x	NA

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
2/6/2017	Pending	Beijing Aerospace Changfeng Co., Ltd	Foshan Baykee New Energy Technology Incorporated Company	Aerospace	\$73	2.9 x	NA
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	4/28/2017	Veritas Capital Fund Management, LLC	Peraton Corporation	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
1/25/2017	4/10/2017	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	\$9,229	1.6 x	34.0 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
1/5/2017	1/5/2017	Xi'an Jiaye Aviation Technology Co., Ltd.	Xi'an Zhongxing Weiye Communication Technology Co.,Ltd.	Aerospace	\$31	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
12/21/2016	12/21/2016	QinetiQ Group plc	QinetiQ Target Systems Limited	Defense	\$71	2.2 x	11.7 x
12/19/2016	Pending	Sioen Industries NV	Verseidag Ballistic Protection Oy	Defense	\$19	NA	NA
12/18/2016	5/31/2017	Viva Energy Australia Pty 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
12/15/2016	Pending	Addsino Co., Ltd.	Beijing Run Technology Co., Ltd.	Aerospace	\$325	NA	NA
12/14/2016	2/1/2017	Corporate Travel Management Limited	Redfern Travel Ltd.	Government Services	\$66	NA	NA

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
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
12/8/2016	1/25/2017	Amphenol Corporation	Amphenol Phitek Limited	Aerospace	\$60	2.7 x	NA
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	12/6/2016	AVIC Electromechanical Systems Co., Ltd.	Guizhou Fengyang Hydraulic Limited Co., Ltd.	Aerospace	\$37	1.3 x	NA
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	\$3,933	0.6 x	NA
11/30/2016	11/30/2016	FLIR Systems, Inc.	Prox Dynamics AS	Defense	\$134	NA	NA
11/29/2016	Pending	Zhonghang Heibao Co., Ltd.	AVIC Shenyang Aircraft Corporation	Aerospace	\$1,157	0.6 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	5.9 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
11/17/2016	12/14/2016	Hebei Changzheng Automobile Manufacturing Co., Ltd.	Shanghai Aviation Special Vehicle Manufacturing Co., Ltd.	Aerospace	\$5	NA	NA
11/16/2016	6/12/2017	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	11/21/2016	Sysorex Government Services, Inc.	Integrio Technologies, LLC	Government Services	\$6	NA	NA

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## M&amp;A Transactions with Disclosed Values - LTM as of September 2017 (Continued)

Announced	Closed	Buyer	Target	Target Sector	EV	EV / LTM	
						Rev	EBITDA
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
10/31/2016	Pending	Zhejiang Nanyang Technology Co., Ltd.	Rainbow Unmanned Aerial Vehicle Technology Co., Ltd.	Aerospace	\$355	5.2 x	NA
10/23/2016	4/13/2017	Rockwell Collins, Inc.	B/E Aerospace, Inc.	Aerospace	\$8,062	2.8 x	13.3 x
10/22/2016	Pending	Lingyun Industrial Corporation Limited	OLinkStar Co., Ltd.	Aerospace	\$108	9.6 x	NA

<b>Aerospace Median</b>	<b>2.0 x</b>	<b>14.3 x</b>
<b>Aerospace Mean</b>	<b>2.6 x</b>	<b>16.6 x</b>

<b>Defense Median</b>	<b>1.3 x</b>	<b>9.6 x</b>
<b>Defense Mean</b>	<b>2.0 x</b>	<b>10.9 x</b>

<b>Government Services Median</b>	<b>0.6 x</b>	<b>8.6 x</b>
<b>Government Services Mean</b>	<b>0.9 x</b>	<b>8.6 x</b>

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# SECTION 4: RECENT CONTRACTS

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## Top 50 Signed Contracts – September 2017

Date Signed	Contractor Name	Funding Agency	Value (\$mm)	Description of Services
9/29/2017	Caddell Construction Co. (De), Llc	Department of State	\$554.7	Architect and Engineering- Construction: office Buildings
9/29/2017	General Dynamics Information Technology, Inc.	Centers For Medicare and Medicaid Services	\$236.5	Support- Professional: Other
9/29/2017	Caddell Construction Co. (De), Llc	Department of State	\$207.6	Construction of office Buildings
9/28/2017	Whiting-Turner Contracting Company, The	National Institutes of Health	\$181.0	Repair Or Alteration of Other Hospital Buildings
9/28/2017	Saic-Frederick, Inc.	National Institutes of Health	\$169.0	Operation of Government-Owned Contractor-Operated R&D Facilities
9/30/2017	Composite Analysis Group, Inc.	Federal Emergency Management Agency	\$154.6	Food, Oils and Fats
9/30/2017	Caddell Construction Co. (De), Llc	Department of State	\$153.1	Architect and Engineering- General: Production Engineering
9/29/2017	Pernix Group, Inc.	Department of State	\$138.0	Construction of office Buildings
9/12/2017	Unisys Corporation	U.S. Customs and Border Protection	\$127.1	IT and Telecom- Systems Analysis
9/28/2017	Lockheed Martin Corporation	Social Security Administration	\$121.7	IT and Telecom- Other IT and Telecommunications
9/29/2017	Team Systems International Llc	Federal Emergency Management Agency	\$117.6	Beverages, Nonalcoholic
9/29/2017	Northrop Grumman Systems Corporation	Social Security Administration	\$116.5	IT and Telecom- Other IT and Telecommunications
9/26/2017	Serco Inc.	Centers For Medicare and Medicaid Services	\$116.4	Support- Professional: Other
9/22/2017	Saic-Frederick, Inc.	National Institutes of Health	\$108.1	Operation of Government-Owned Contractor-Operated R&D Facilities
9/29/2017	Unisys Corporation	U.S. Customs and Border Protection	\$85.3	IT and Telecom- Other IT and Telecommunications
9/15/2017	Saic-Frederick, Inc.	National Institutes of Health	\$78.6	Operation of Government-Owned Contractor-Operated R&D Facilities
9/25/2017	General Dynamics Information Technology, Inc.	Department of State	\$76.0	Support- Management: Logistics Support
9/15/2017	Soc Llc	Department of State	\$75.3	Support- Professional: Physical Security and Badging
9/5/2017	Gibbco, Llc	Federal Emergency Management Agency	\$74.3	Prefabricated and Portable Buildings
9/6/2017	Lockheed Martin Corporation	National Aeronautics and Space Administration	\$70.0	R&D- Space: Flight (Operational Systems Development)
9/7/2017	Group Health Incorporated	Centers For Medicare and Medicaid Services	\$68.2	Support- Management: Data Collection
9/27/2017	Space Exploration Technologies Corp.	National Aeronautics and Space Administration	\$68.0	Transportation/Travel/Relocation- Transportation: Space Transportation/Launch
9/29/2017	Smartronix, Inc.	Federal Acquisition Service	\$66.1	Support- Professional: Other
9/27/2017	Agile Defense, Inc.	Federal Acquisition Service	\$65.1	IT and Telecom- Integrated Hardware/Software/Services Solutions,
9/22/2017	Space Exploration Technologies Corp.	National Aeronautics and Space Administration	\$64.0	R&D- General Science/Technology: Engineering (Commercialized)
9/20/2017	Emergent Biodefense Operations Lansing Llc	Centers For Disease Control and Prevention	\$63.9	Drugs and Biologicals
9/1/2017	Saic-Frederick, Inc.	National Institutes of Health	\$62.7	Operation of Government-Owned Contractor-Operated R&D Facilities
9/11/2017	Vanguard Emergency Management Housing Inspection Services	Federal Emergency Management Agency	\$62.3	Inspection- Miscellaneous
9/15/2017	Oscar Renda Contracting, Inc.	Bureau of Reclamation	\$61.7	Construction of Water Supply Facilities
9/7/2017	Harris Corporation	National Oceanic and Atmospheric Administration	\$60.7	IT and Telecom- Systems Development

## Top 50 Signed Contracts – September 2017 (Continued)

Date Signed	Contractor Name	Funding Agency	Value (\$mm)	Description of Services
9/18/2017	Computercraft Corporation	National Institutes of Health	\$60.3	Support- Professional: Other
9/1/2017	Aegis Defense Services, Llc	Department of State	\$60.0	Housekeeping- Guard
9/22/2017	Boeing Company, The	National Aeronautics and Space Administration	\$59.3	R&D- General Science/Technology: Engineering (Commercialized)
9/1/2017	Maximus Federal Services, Inc.	Centers For Medicare and Medicaid Services	\$58.8	Support- Professional: Other
9/1/2017	Accenture Federal Services Llc	Department of Education	\$57.5	Support- Management: Financial
9/27/2017	Kba-Notasys S.A.	Bureau of Engraving and Printing	\$57.4	Printing, Duplicating, and Bookbinding Equipment
9/28/2017	Northrop Grumman Systems Corporation	Office of Procurement Operations	\$55.1	IT and Telecom- Systems Development
9/29/2017	Filcor Inc	Federal Emergency Management Agency	\$54.8	Beverages, Nonalcoholic
9/11/2017	Alltech, Inc.	Federal Emergency Management Agency	\$54.4	Inspection- Miscellaneous
9/19/2017	Smartronix, Inc.	Federal Acquisition Service	\$52.3	Support- Professional: Other
9/20/2017	Hp Enterprise Services, Llc	Centers For Medicare and Medicaid Services	\$50.3	IT and Telecom- Other IT and Telecommunications
9/11/2017	Emergent Biodefense Operations Lansing Llc	Centers For Disease Control and Prevention	\$50.0	Drugs and Biologicals
9/20/2017	Glaxosmithkline Llc	Centers For Disease Control and Prevention	\$50.0	Drugs and Biologicals
9/19/2017	Csra Llc	Transportation Security Administration	\$48.2	IT and Telecom- Integrated Hardware/Software/Services Solutions,
9/28/2017	Mapp Biopharmaceutical, Inc.	Office of Assistant Secretary For Preparedness and Response	\$46.0	R&D- Medical: Biomedical (Basic Research)
9/28/2017	Janssen Vaccines & Prevention B.V.	Office of Assistant Secretary For Preparedness and Response	\$44.7	Drugs and Biologicals
9/19/2017	Chicago, City of	Transportation Security Administration	\$44.6	Construction of Airport Terminals
9/29/2017	G4S Secure Solutions (Usa) Inc	U.S. Customs and Border Protection	\$43.9	Transportation/Travel/Relocation- Other: Other
9/6/2017	Champion Home Builders, Inc.	Federal Emergency Management Agency	\$43.8	Prefabricated and Portable Buildings
9/15/2017	Ventech Solutions Inc.	Centers For Medicare and Medicaid Services	\$43.5	IT and Telecom- IT Strategy and Architecture
<b>Total Top 50</b>			<b>\$4,638.7</b>	

Continued on Next Page

## Top 20 Agencies Ranked by Total Contract Value Signed in September

Rank	Funding Agency	Contract Value (\$mm)	# of Contracts
1	Department of State	\$ 2,685	945
2	Department of Energy	2,290	518
3	National Institutes of Health	1,940	845
4	Federal Emergency Management Agency	1,937	490
5	National Aeronautics and Space Administration	1,704	997
6	Centers For Medicare and Medicaid Services	1,507	273
7	Federal Acquisition Service	1,448	656
8	U.S. Customs and Border Protection	921	399
9	Agency For International Development	782	390
10	Office of Procurement Operations	512	370
11	Social Security Administration	487	111
12	Centers For Disease Control and Prevention	429	231
13	Transportation Security Administration	414	134
14	Federal Aviation Administration	403	367
15	Departmental Offices	402	281
16	Public Buildings Service	383	464
17	Food and Drug Administration	377	302
18	U.S. Coast Guard	370	386
19	Offices, Boards and Divisions	367	289
20	Federal Bureau of Investigation	347	249
<b>Total Top 20 by Funding Agency</b>		<b>\$ 19,706</b>	<b>8,697</b>

## Top 20 NAICS Codes Ranked by Total Contract Value Signed in September

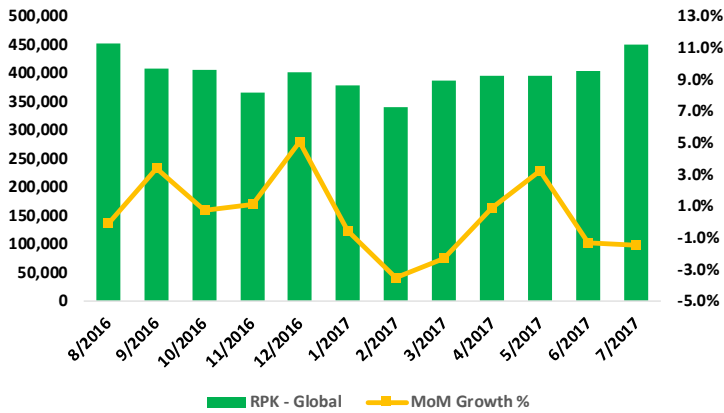
Rank	NAICS Code Description	Contract Value (\$mm)	# of Contracts
1	Computer Systems Design Services	\$ 3,488	1,265
2	Other Computer Related Services	2,515	1,865
3	Facilities Support Services	2,272	477
4	Commercial And Institutional Building Construction	2,173	771
5	Administrative Management And General Management Consulting Services	1,848	1,575
6	Engineering Services	991	765
7	All Other Professional, Scientific, And Technical Services	954	621
8	Research And Development In The Physical, Engineering, And Life Sciences (Except Biotechnology)	905	701
9	Custom Computer Programming Services	619	487
10	Security Guards And Patrol Services	558	204
11	Research And Development In Biotechnology	542	120
12	Research And Development In The Physical, Engineering, And Life Sciences	434	36
13	Data Processing, Hosting, And Related Services	429	182
14	Remediation Services	422	199
15	Other Scientific And Technical Consulting Services	381	232
16	Guided Missile And Space Vehicle Manufacturing	380	31
17	Offices Of Physicians (Except Mental Health Specialists)	308	45
18	Building Inspection Services	289	21
19	Manufactured Home (Mobile Home) Manufacturing	278	10
20	Electronic Computer Manufacturing	248	238
<b>Total Top 20 by NAICS Code Description</b>		<b>\$ 20,036</b>	<b>9,845</b>

# SECTION 5: KEY AEROSPACE & DEFENSE STATS

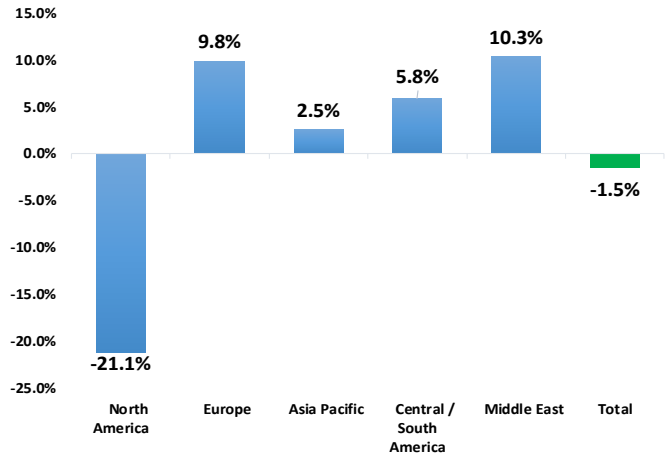
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Key Aerospace & Defense Stats

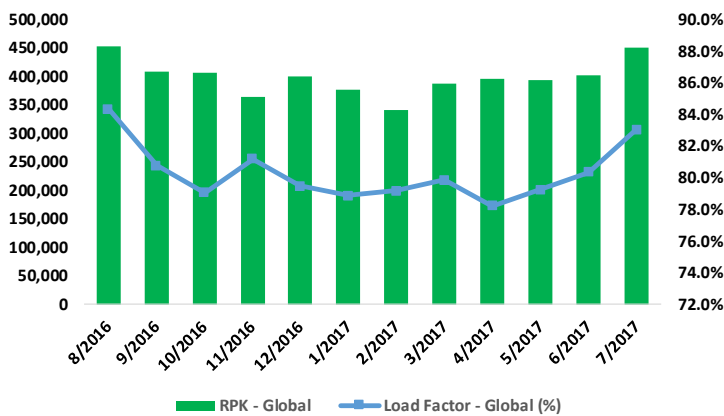
RPK – Global (in millions)



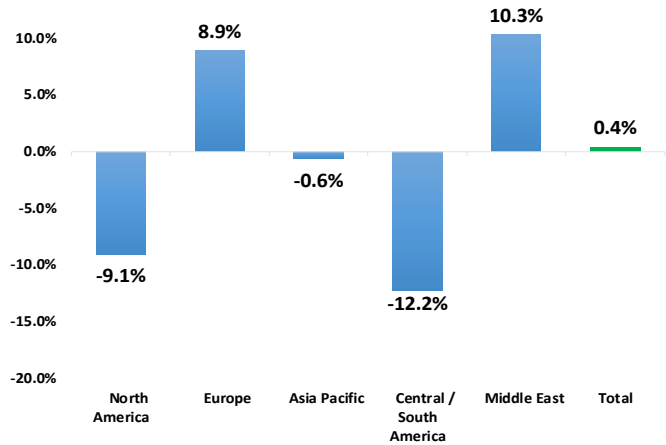
RPK Growth % by Region  
7/2017 vs 7/2016



Load Factor – Global (%)



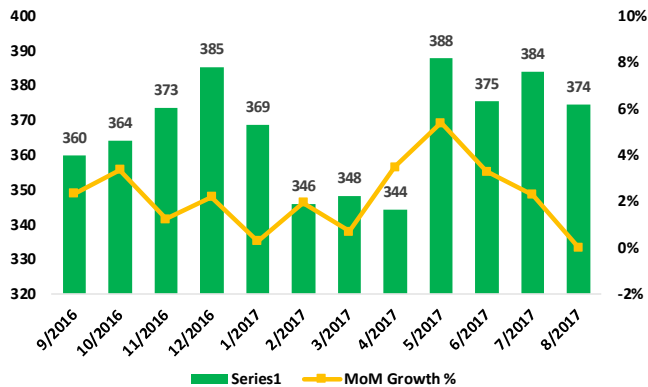
RPK Growth % by Region  
(LTM 7/2017 vs LTM 7/2016)



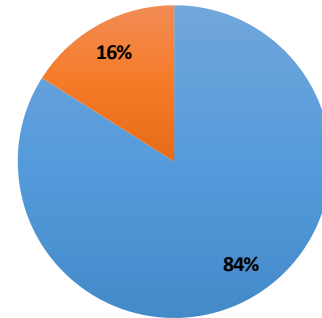
Commercial Aerospace Orders

	LTM as of 8/2017	LTM as of 8/2016	YoY % Change	8/2017	7/2017	6/2017	5/2017	4/2017	3/2017	2/2017	1/2017	12/2016	11/2016	10/2016	9/2016
<b>Narrowbody Unit Orders</b>	<b>1,126</b>	<b>1,336</b>	<b>-15.7%</b>	<b>41</b>	<b>11</b>	<b>236</b>	<b>33</b>	<b>19</b>	<b>148</b>	<b>32</b>	<b>9</b>	<b>543</b>	<b>25</b>	<b>28</b>	<b>1</b>
Boeing	705	683	3.2%	31	13	104	3	13	134	38	8	282	11	13	55
737	705	683	3.2%	31	13	104	3	13	134	38	8	282	11	13	55
Airbus	421	653	-35.5%	10	-2	132	30	6	14	-6	1	261	14	15	-54
A320	421	653	-35.5%	10	-2	132	30	6	14	-6	1	261	14	15	-54
<b>Widebody Unit Orders</b>	<b>308</b>	<b>244</b>	<b>26.2%</b>	<b>2</b>	<b>13</b>	<b>78</b>	<b>30</b>	<b>13</b>	<b>13</b>	<b>1</b>	<b>19</b>	<b>68</b>	<b>3</b>	<b>72</b>	<b>-4</b>
Boeing	221	121	82.6%	2	9	80	10	2	13	5	18	8	2	72	0
787	139	72	93.1%	0	3	56	10	2	4	5	2	8	2	47	0
777	48	16	200.0%	0	4	24	0	0	8	0	1	0	0	11	0
767	15	27	-44.4%	0	0	0	0	0	0	0	15	0	0	0	0
747	19	6	216.7%	2	2	0	0	0	1	0	0	0	0	14	0
Airbus	87	123	-29.3%	0	4	-2	20	11	0	-4	1	60	1	0	-4
A350	38	28	35.7%	0	1	-4	20	10	0	0	3	8	0	0	0
A380	-2	2	-200.0%	0	0	0	0	0	0	0	-2	0	0	0	0
A330	51	93	-45.2%	0	3	2	0	1	0	-4	0	52	1	0	-4

Global Business Jet Traffic  
(Flights in Thousands)

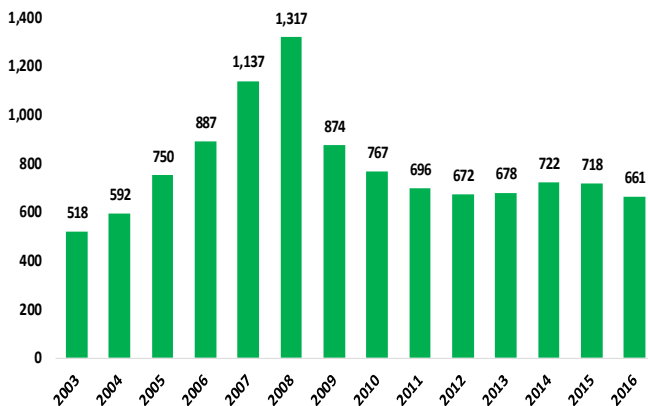


8/2017 Global Business Jet Traffic  
by Type (374K Flights)

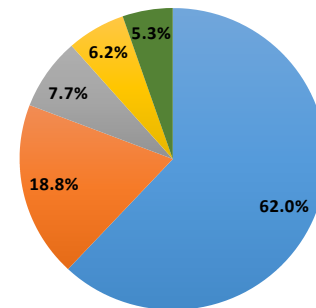


■ Domestic ■ International

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%
<b>Total</b>	<b>\$ 521.7</b>	<b>\$ 583.4</b>	<b>\$ 639.0</b>	<b>\$ 61.7</b>	<b>11.8%</b>

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%
<b>Total</b>	<b>\$ 521.7</b>	<b>\$ 583.4</b>	<b>\$ 639.0</b>	<b>\$ 61.7</b>	<b>11.8%</b>

\* Base Budget Request

Source: GAMA, Office of the Under Secretary of Defense

# SECTION 6: ABOUT SCOTT-MACON

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## Michael N. Papazis

**Managing Director**  
**Aerospace, Defense & Government Services**  
**Scott-Macon, Ltd.**  
**Office: (212) 755-8200**  
**Fax: (212) 583-9262**  
**mpapazis@scott-macon.com**  
**www.scott-macon.com**

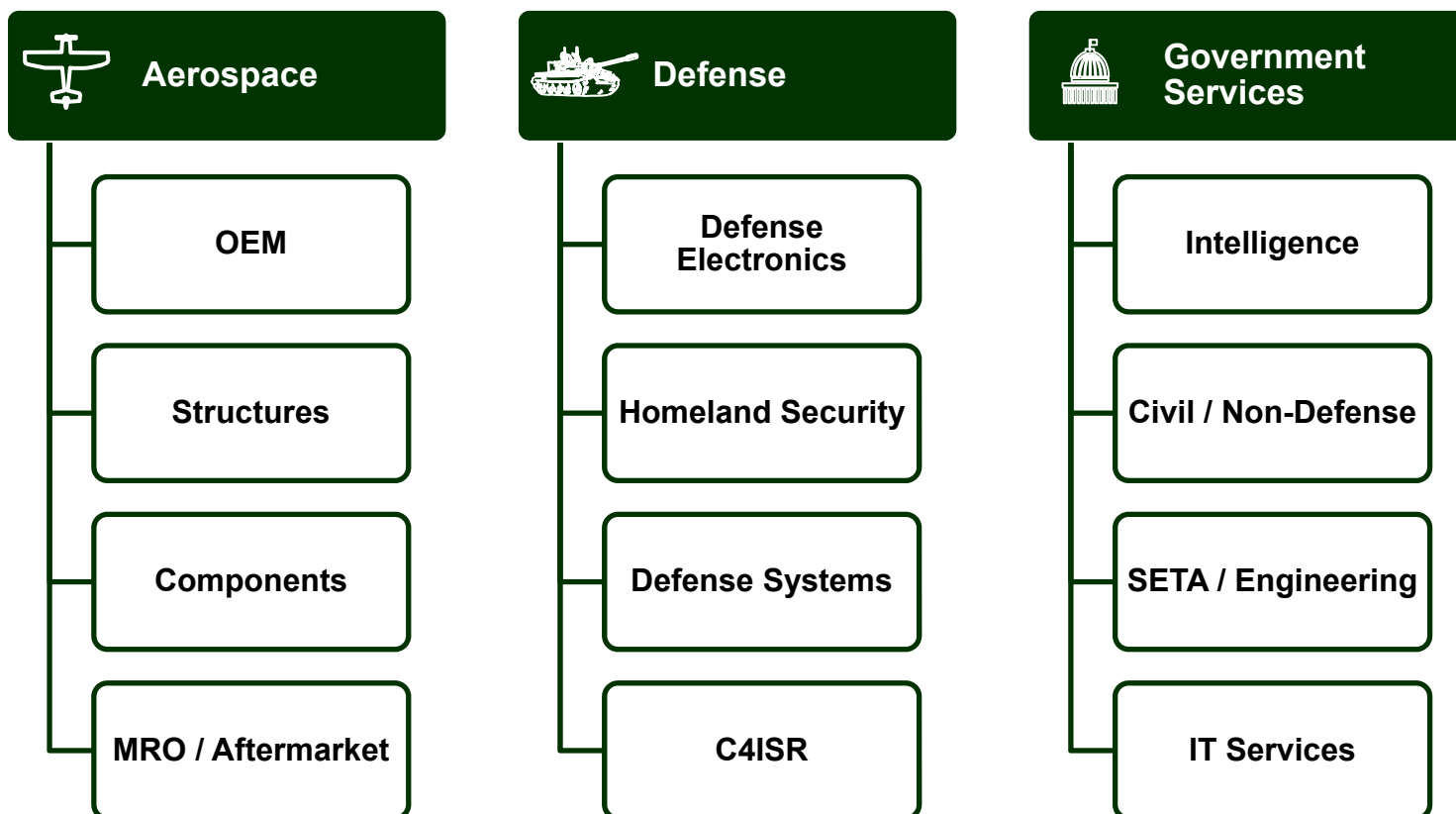
**Michael Papazis** has over 15 years of investment banking experience. Prior to joining Scott-Macon, Mr. Papazis was a Vice President of Aerospace & Defense Investment Banking at Oppenheimer & Co. Before Oppenheimer, Michael was a Senior Associate within the Aerospace & Defense Investment Banking Group 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 &amp; 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*