

AEROSPACE & DEFENSE INDUSTRY Q1 2024 VALUATION UPDATE



Introduction

We are pleased to share our Aerospace and Defense Industry Multiples Valuation Update for Q1 2024.

At Seale & Associates, we are committed to providing process-driven solutions designed to optimize value and achieve our client's strategic objectives in a range of transactions, including Mergers, Acquisitions, Divestitures and Carve-Outs, Business Sales, Recapitalizations, and Joint Ventures, among other corporate finance and strategy consulting services.

Over the course of 25+ years, we have successfully served clients all over the world, and we are delighted to continue providing investment banking advisory services to our clients who are looking to grow through acquisitions or optimize their portfolios through strategic divestitures.

Seale has extensive experience advising leading multinational companies, private equity firms, and family-owned businesses across a wide range of industries.

AEROSPACE & DEFENSE



James A. Seale | President jseale@sealeassociates.com



Brett M. Carmel | Senior Managing Director bcarmel@sealeassociates.com



Robert Whitney | Managing Director rwhitney@sealeassociates.com



Sergio Garcia del Bosque | Managing Director sgarcia@sealeassociates.com



Carlos Hernández | Managing Director chernandez@sealeassociates.com





Alejandro Montemayor | Vice President amontemayor@sealeassociates.com

Armando Rios | Vice President arios@sealeassociates.com

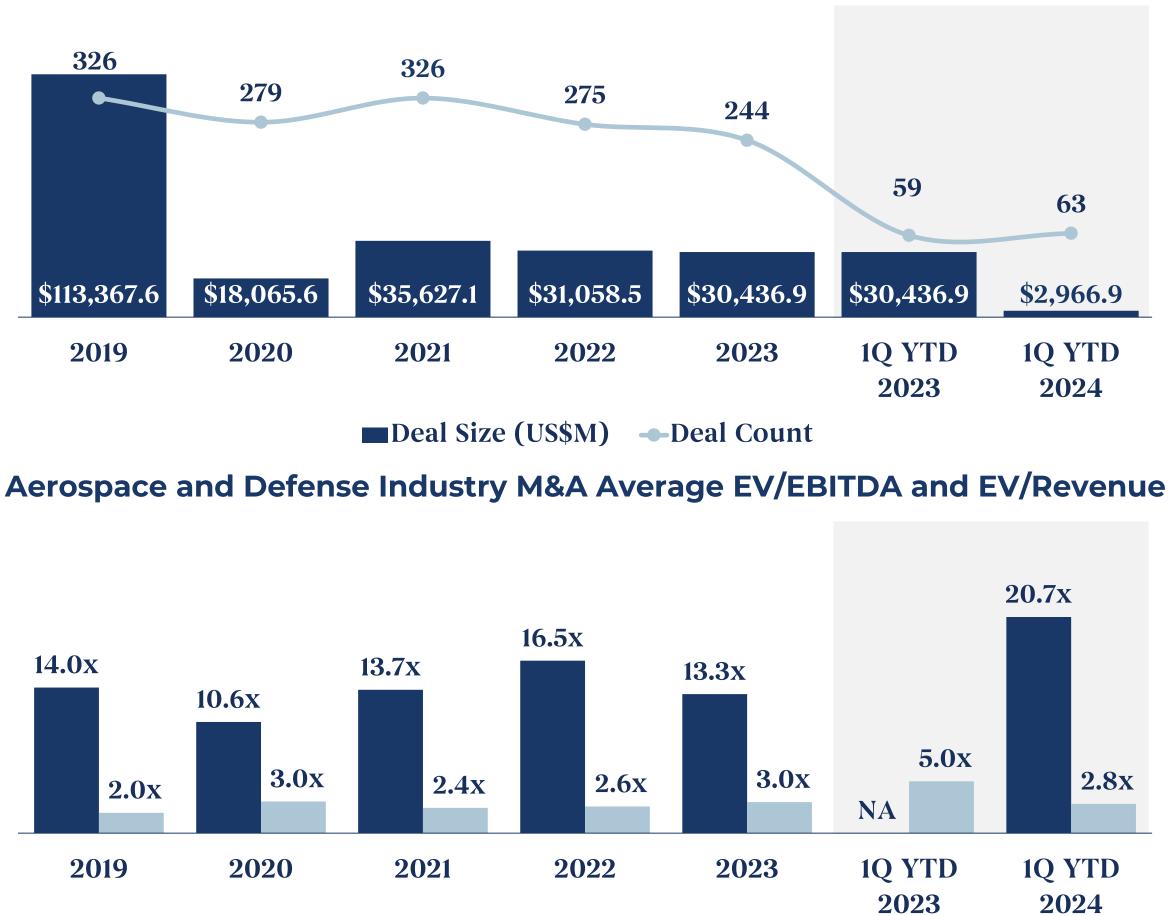


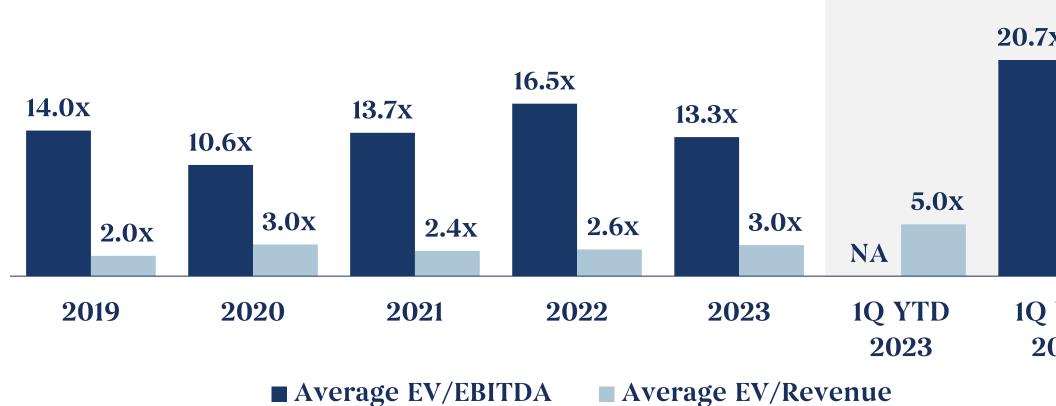
Aerospace & Defense Industry Overview, M&A Trends and Market Intelligence

Aerospace & Defense (A&D) overview

- The A&D market is expected to grow to **US\$1,234.4 billion** by 2028, • representing a CAGR of 5.8%
- The growth in the forecasted period can be attributed to **government** support, rising urbanization, the increasing use of lightweight materials, among others
- In 2023, the A&D industry experienced a resurgence in product demand. Within the aerospace sector, domestic commercial aviation revenue passenger kilometers exceeded pre-pandemic levels in the majority of countries
- Mid-size transactions are expected to dominate the M&A landscape in 2024. Both corporate and private equity investors focus on strategic areas, such as space and propulsion systems, to build out capabilities and programs
- A&D companies are increasingly targeting acquisitions in **emerging** technologies, including unmanned aircraft, hypersonic, cybersecurity, and space. These areas are seen as critical for future growth and maintaining a competitive edge
- Digitalization remains a key theme, with companies adopting advanced technologies to address supply chain issues, improve efficiency, and create new revenue streams. This transformation is crucial for developing resilient supply chains and mitigating logistical challenges

Aerospace and Defense Industry M&A Deal Size and Volume





Q1 2024

Selected OEM's Global Comparable Public Companies

		Country	Market	Enterprise Value US\$M	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quar Mar. 31, 20	
Company		Country	Cap. US\$M				2022	2023	EV/ EBITDA	E Rev
Airbus SE	AIRBUS	NLD	\$145,030	\$139,702	\$71,759	9.9%	11.3x	12.9x	19.6x	1.
Bombardier Inc.	BOMBARDIER	CAN	\$4,193	\$8,882	\$7,874	12.2%	26.1x	13.8x	9.2x	1.
Dassault Aviation société anonyme	A VIATION	FRA	\$17,392	\$9,722	\$5,356	15.7%	6.9x	6.1x	11.6x	1.
Embraer S.A.		BRA	\$4,879	\$5,926	\$5,350	7.6%	14.3x	28.1x	14.6x	1.
General Dynamics Corporation	GENERAL DYNAMICS	USA	\$77,382	\$86,552	\$43,122	11.6%	13.4x	13.1x	17.4x	2.
Northrop Grumman Corporation	NORTHROP GRUMMAN	USA	\$71,816	\$84,416	\$40,122	11.1%	9.5x	10.5x	18.9x	2
Rolls-Royce Holdings plc	ROLLS ROYCE	GBR	\$45,073	\$47,761	\$20,821	16.7%	9.9x	10.5x	13.7x	2.
Saab AB (publ)	SAAB	SWE	\$11,864	\$11,553	\$5,079	10.1%	10.7x	14.5x	22.6x	2.
The Boeing Company	BOEING	USA	\$117,750	\$155,933	\$76,442	4.7%	208.0x	86.8x	43.2x	2.
Textron Inc.	TEXTRON	USA	\$18,456	\$20,590	\$13,794	12.6%	11.0x	10.5x	11.8x	٦.
Excluded from mean and median						Mean Median	12.6x 11.1x	13.3x 13.0x	15.5x 16.0x	1. 2.

Source: Capital IQ





























Selected Structure and Manufacturers Global Comparable Public Companies

		Country Cap. US\$M		Enterprise	Revenue	EBITDA Margin	Annual Average EV/EBITDA		First Quart Mar. 31, 202	
Company	Col			Value US\$M	US\$M		2022	2023	EV/ EBITDA	E Rev
BAE Systems plc	BAE SYSTEMS	BR	\$51,398	\$54,875	\$29,147	14.1%	10.8x	11.3x	13.4x	1.
HEICO Corporation	HEICO U	JSA	\$23,330	\$26,050	\$3,244	26.7%	33.4x	31.5x	30.0x	8
Hexcel Corporation		JSA	\$6,054	\$6,551	\$1,804	20.2%	21.2x	19.2x	18.0x	3.
Howmet Aerospace Inc.	HOWMET AEROSPACE	JSA	\$28,077	\$31,357	\$6,861	22.2%	14.9x	16.4x	20.6x	4
Leonardo S.p.a.	K LEONARDO	ITA	\$14,449	\$17,992	\$17,177	11.4%	5.7x	7.3x	9.2x	1.
Lockheed Martin Corporation	<i>LOCKHEED MARTIN</i> + U	JSA	\$109,394	\$126,588	\$69,640	15.1%	14.3x	13.3x	12.0x	1.
RTX Corporation	RTX U	JSA	\$129,456	\$170,103	\$71,011	14.2%	14.1x	14.0x	16.9x	2.
Spirit AeroSystems Holdings, Inc.	SPIRIT AEROSYSTEMS	JSA	\$4,192	\$7,549	\$6,319	NM	64.4x	179.9x	76.3x	1.
TransDigm Group Incorporated	TRANSDIGM GROUP INC.	JSA	\$68,485	\$86,223	\$7,304	47.1%	21.5x	21.9x	25.1x	11
Triumph Group, Inc.		JSA	\$1,156	\$2,624	\$1,192	15.8%	11.8x	11.7x	13.9x	2
Excluded from mean and median NM: Not Measurable						Mean Median	16.4x 14.6x	14.4x 15.2x	13.9x 17.4x	2 2





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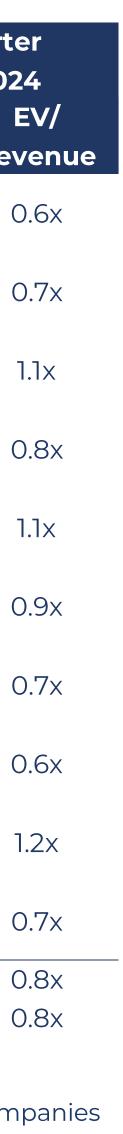
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Selected North American Airlines Global Comparable Public Companies

		Country	Market	Enterprise	Revenue US\$M	EBITDA Margin	Annual Average EV/EBITDA		First Quarto Mar. 31, 202	
Company		Country	Cap. US\$M	Value US\$M			2022	2023	EV/ EBITDA	E Rev
Air Canada	😟 AIR CANAD	A CAN	\$5,195	\$9,117	\$16,374	17.5%	15.2x	8.4x	3.2x	0
Alaska Air Group, Inc.	Alaska.	USA	\$5,408	\$7,429	\$10,462	18.7%	8.0x	4.2x	3.8x	0
Allegiant Travel Company	allegiant	USA	\$1,330	\$2,878	\$2,517	17.2%	12.2x	7.8x	6.7x	1.
American Airlines Group Inc.	American Airlines	USA	\$10,051	\$42,329	\$53,169	20.2%	16.8x	4.1x	3.9x	0
Controladora Vuela Compañía de Aviación, S.A.B. de C.V.	volaris 🕇	MEX	\$844	\$3,670	\$3,296	21.8%	5.4x	7.0x	5.1x	1.
Delta Air Lines, Inc.	📥 DELTA	USA	\$30,596	\$55,109	\$59,037	19.6%	21.0x	4.9x	4.8x	0
JetBlue Airways Corporation	jetBlue	USA	\$2,524	\$6,337	\$9,496	14.0%	10.8x	4.7x	4.8x	0
Southwest Airlines Co.	Southwest	USA	\$17,417	\$15,143	\$26,714	15.6%	14.6x	4.1x	3.6x	0
Spirit Airlines, Inc.	spirit	USA	\$530	\$6,447	\$5,278	9.5%	24.4x	10.0x	12.9x	1.
United Airlines Holdings, Inc.	UNITED	USA	\$15,706	\$38,057	\$54,827	21.4%	15.7x	3.6x	3.3x	0
Excluded from mean and median						Mean	12.3x	5.1x	4.3x	0
						Median	14.9x	4.8x	4.4x	0





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Selected International Airlines Global Comparable Public Companies

		Country	Market	Enterprise	Revenue	EBITDA	Annual Average EV/EBITDA		First Quarte Mar. 31, 202	
Company	Company		Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
Air France-KLM SA	AIRFRANCE KLM GROUF	FRA	\$2,926	\$13,715	\$32,737	13.6%	7.0x	2.9x	3.1x	0.
ANA Holdings Inc.	ANA	JPN	\$9,977	\$11,555	\$13,592	18.0%	31.4x	7.5x	4.7x	0.
Cathay Pacific Airways Limited	CATHAY PACIFIC	HKG	\$7,313	\$15,032	\$12,073	25.2%	51.9x	11.5x	4.9x	٦.
Deutsche Lufthansa AG	😪 Lufthansa	DEU	\$9,400	\$15,584	\$38,677	12.7%	15.2x	4.4x	3.2x	0.
easyJet plc	easyJet	GBR	\$5,429	\$5,403	\$11,051	12.7%	6.4x	6.8x	3.8x	0
International Consolidated Airlines Group S.A.	INTERNATIONAL AIRLINES GROUP	GBR	\$10,975	\$21,148	\$32,358	18.4%	16.4x	4.8x	3.6x	0
Japan Airlines Co., Ltd.	JAPAN AIRLINES	JPN	\$8,429	\$10,003	\$11,128	17.0%	28.8x	9.7x	5.3x	0.
Korean Airlines Co.,Ltd.	KSREAN AIR	KOR	\$5,966	\$9,730	\$12,509	20.9%	5.1x	3.3x	3.7x	0.
LATAM Airlines Group S.A.	LATAM	CHL	\$7,533	\$12,196	\$12,136	16.9%	53.8x	10.0x	5.9x	1.
Ryanair Holdings plc	RYANAIR	IRL	\$25,863	\$25,728	\$14,504	24.2%	49.7x	6.9x	7.3x	٦.
Excluded from mean and median						Mean	15.8x	6.8x	4.6x	0
						Median	22.6x	6.9x	4.3x	0.

























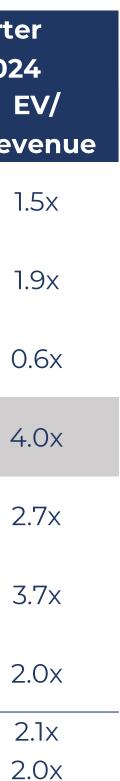
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Selected Avionics Providers Global Comparable Public Companies

Company		Country	Market	Enterprise	Revenue	EBITDA		Average BITDA	First (Mar. 3	-
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
Aerospace Industrial Development Corporation	AIDC	TWN	\$1,550	\$1,903	\$1,243	11.7%	22.2x	18.4x	13.1x	1.
BAE Systems plc	BAE SYSTEMS	GBR	\$51,398	\$54,875	\$29,147	14.1%	10.8x	11.3x	13.4x	٦.
DXC Technology Company	TECHNOLOGY	USA	\$3,879	\$7,825	\$13,667	6.6%	3.6x	6.7x	8.7x	0.
Honeywell International Inc.	Honeywell	USA	\$133,860	\$147,886	\$36,903	24.6%	16.2x	16.2x	16.3x	4.
L3Harris Technologies, Inc.	L3HARRIS FAST. FORWARD.	™ USA	\$40,508	\$53,962	\$20,159	18.3%	14.1x	15.3x	14.6x	2.
Safran SA		FRA	\$93,712	\$94,180	\$25,516	19.5%	16.4x	15.2x	18.9x	3.
Thales S.A.	THALES	FRA	\$35,240	\$40,087	\$19,882	14.9%	10.5x	11.0x	13.5x	2.
Excluded from mean and median						Mean	12.0x	14.6x	13.3x	2
						Median	14.1x	15.2x	13.5x	2.







Selected MRO Service Global Comparable Public Companies

		Country	Market	Enterprise	Revenue	EBITDA	Annual Average EV/EBITDA		First Q Mar. 3	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
AAR Corp.		USA	\$2,087	\$2,365	\$2,216	9.9%	11.1x	11.1×	10.8x	1
Aerostar S.A.	AEROSTAR S.A.	ROM	\$311	\$262	\$117	19.5%	10.2x	8.2x	11.5x	2
Latécoère S.A.	LATÉCOÈRE	FRA	\$209	\$633	\$610	NM	NM	39.1x	NM	1.
MTU Aero Engines AG		DEU	\$13,658	\$13,483	\$5,900	1.6%	15.5x	14.9x	140.4x	2
Singapore Technologies Engineering Ltd	ST Engineering	SGP	\$9,303	\$13,793	\$7,492	13.8%	14.6x	14.7x	13.3x	1.
Excluded from mean and median						Mean	12.0x	12.2x	11.9x	1
NM: Not Measurable						Median	12.9x	14.7x	12.4x	1.















Aerospace & Defense Industry – Global Transactions (1/2)

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Rev
Mar-24	SYSTEMS*	ITA	Designs, develops, manufactures, and sells inertial navigation, geo reference, and stabilization systems worldwide	Honeywell	Athena S.p.A.; Civitanavi Systems Limited	100.0%	\$223.7	24.3x	
Mar-24	Peerless 7 Aerospace	USA	Distributes fasteners to the aerospace industry	DIPLOMA PLC	-	100.0%	\$300.0	9.0x*	
Mar-24	Products, Inc.	USA	Manufactures aircraft parts	McFarlane	-	100.0%	-	-	
Mar-24	FUTURE TECHNOLOGIES. INC.	USA	Manufactures aerospace components		-	100.0%	-	-	
Mar-24		USA	Manufactures non-destructive testing tools for the aerospace and aviation industry	HELSEN ANALEN ERES. IN	-	<50.0%	-	-	
Mar-24	Assets of AeroTech Miami Inc.	USA	Assets of AeroTech Miami Inc.	Eastern 737 Asset Holdings LLC	AeroTech Miami Inc.	100.0%	-	-	
Mar-24	Assets And Nuclear Services of MDA Ltd	CAN	Assets and Nuclear Services of MDA Ltd	CALIAN . Confidence. Engineered.		100.0%	\$5.5	-	
Mar-24	Factory in Puerto Real	ESP	Airbus factory in Puerto Real		AIRBUS	100.0%	-	-	
Mar-24		USA	Provides test planning and analysis, software development, and modeling and simulation for space and missile defense programs	VIIII Solutions	-	100.0%	-	-	
Feb-24	TURBINE CONTROLS MRO	USA	Provides aircraft engine maintenance, repair and overhaul services	CORPORATION	-	100.0%	\$120.0	-	

* EBIT

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Aerospace & Defense Industry – Global Transactions (2/2)

Date	Target	Target Country Description		Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	EV/ Revenue
Feb-24	galleon embedded computing	DEU	Designs and develops military and commercial aerospace parts and assemblies	SPECTRA AEROSPACE & DEFENSE	-	100.0%	-	-	_
Feb-24	CHALLENGER	USA	Manufactures precision components for aerospace, defense, and commercial industries in the United States	RESILIENT	-	100.0%	-	-	-
Feb-24	Assets and the ongoing business	CAN	Provides communication engineering and technical consulting services	DE HAVILLAND AIRCRAFT OF CANADA LIMITED	FIELD	100.0%	-	-	-
Feb-24	MALLOY AERONAUTICS	GBR	Comprises cybersecurity and intelligence services	BAE SYSTEMS	-	100.0%	-	-	-
Jan-24	OneWeb 🛞 Satellites	USA	Provides aircraft maintenance and modification services	AIRBUS	OneWeb	50.0%	-	-	-
Jan-24	KAMAN	USA	Specializes in mechanical, hydraulic, and composite engineering solutions for the aerospace industry	A R C LINE	-	100.0%	\$1,919.5	17.1x	2.4x
Jan-24	KENCOA Aerospace	KOR	Provides business aviation aircraft maintenance services	Kepler Co., Ltd.	-	27.5%	\$36.1	36.7x	2.5x
Jan-24	Miles Space	USA	Provides aircraft engine aftermarket services	Corpe ASTR	-	100.0%	-	-	-
Jan-24	Key assets of Honeywell	USA	Manufactures precision-machined parts for commercial aerospace applications	SUNSHINE AVIONICS LLC.	Honeywell	100.0%	-	-	-
Jan-24	Cyberspace Solutions LLC	USA	Manufactures cabin interior products for the aviation industry	G OSPEED	-	100.0%	-	-	-
							Mean	26.0x	2.8x
							Median	24.3x	2.5x

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Selected Transactions Commentary



"By integrating Civitanavi's inertial technologies and sensors across Honeywell's existing commercial, military, space and industrial platforms, our customers across the globe will now have access to a more robust portfolio of aerospace navigation solutions in support of their journey toward autonomous operations." Jim Currier, CEO of Honeywell



"We're very happy that Pam and Charlie have placed their trust in McFarlane to join our family of brands." Our mission remains to keep our customers flying." Scott Still, CEO of McFarlane



has acquired

Assets And Nuclear Services of MDA Ltd

has acquired

"The MDA Nuclear team will add new capabilities and services to Calian's existing nuclear business." The Calian Nuclear team is growing, with new projects and opportunities across Canada and globally, and we're thrilled to accelerate our growth through this powerful addition to our team."

Kevin Ford, CEO of Calian

"We are pleased to welcome an outstanding team of employee-owners, whose shared culture of technical excellence and commitment to the Warfighter will benefit our customers and drive our continued success.'

Evan Wagner, President and CEO of Avion Solutions











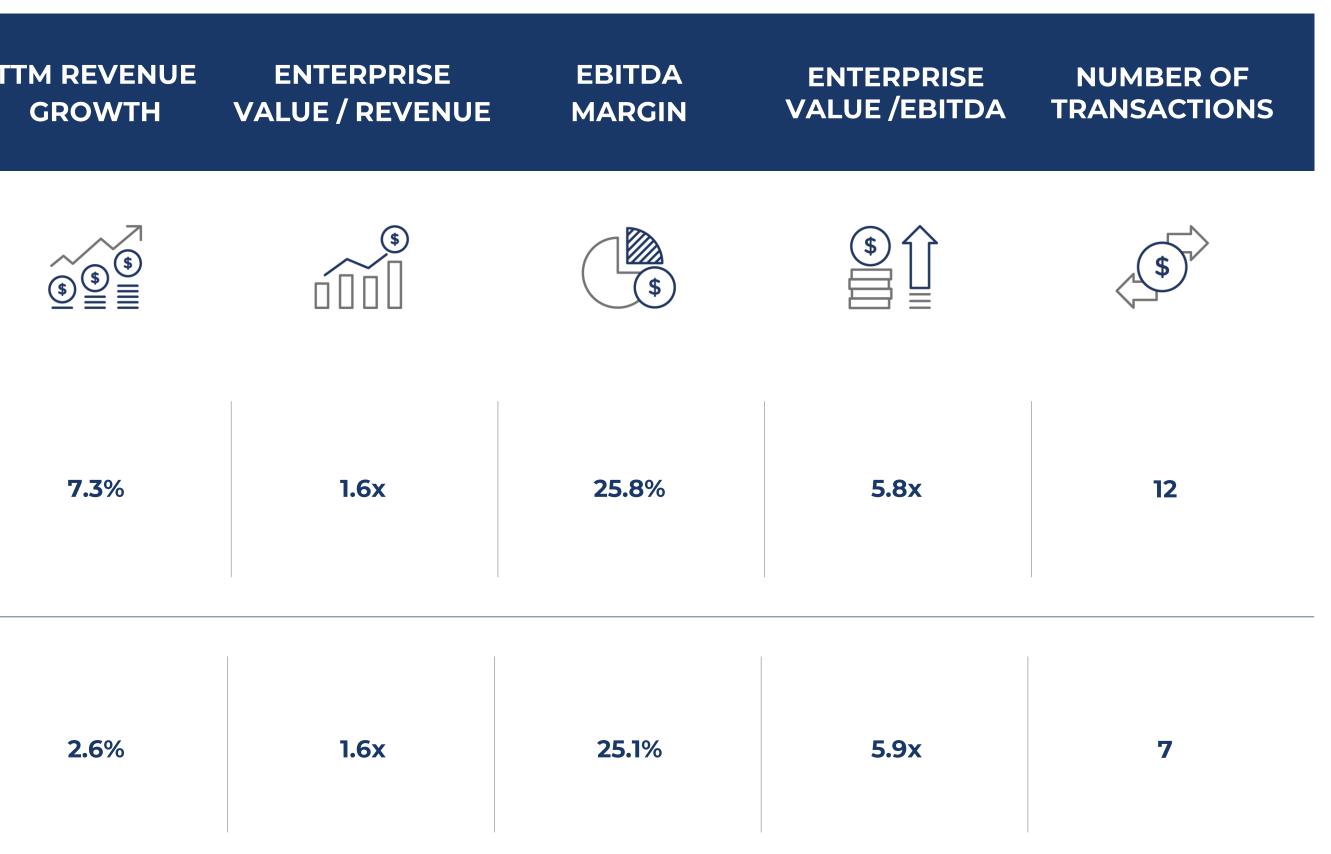


Private Equity Transactions

INDUSTRY CLASIFICATION	PERIOD	AVERAGE ENTERPRISE VALUE (IN USD)	REVENUE (IN USD)	т
Aerospace Product and Parts Manufacturing NAICS 3364 - Aerospace Produce Manufacturing	2019-2024 St and Parts	\$36.9M	\$25.6M	
Other Aircraft Parts and Auxiliary Equipment Manufacturing NAICS 336413 - Other Aircraft Po Equipment Manufacturing	2019-2024	\$45.1M	\$31.2M	

Notes:

- this blind approach, the data submitted is less likely to be biased or manipulated.



• Data obtained via GF Data, a subscription-based information platform, offering detailed information and metrics about the transactions of Private Equity funds in the U.S. • The data is provided under a blind confidential format. Users of the data are unable to identify the exact company and transaction corresponding to the transaction details. Given





Sector Relevant Experience

TRIUMPH	TRIUMPH	TRIUMPH
has sold	has sold	has sold
Triumph Processing - Embee Division	Triumph Structures - Los Angeles, Inc.	Triumph Processing, Inc. to
to	to	a portfolio company of
ALL METALS PROCESSING	Aerospace Systems and Structures LLC	TRIVE CAPITAL
a portfolio company of	Derlan Industries Limited	KV/ERNER [®]
RFE	has sold	has sold
has sold its		Heavymph Air Repair & Triumph Engines
Texas Precision Machining Business	to	to businesses
<i>to</i> Harlow Aerostructures Texas, LLC	< ітт	HEAVYLIFT HOLDINGS LTD.
LORD	GOODRICH	NJVC Driven by Your Mission*
Acquisition Advisory Services	Acquisition Advisory Services	Acquisition Advisory Services

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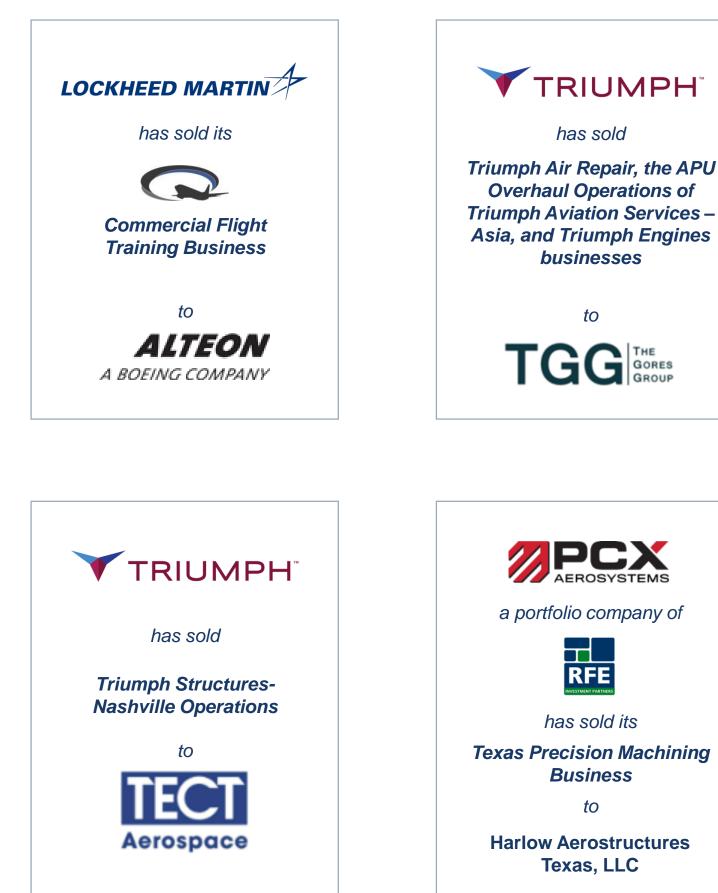


Sector Relevant Experience

Extensive M&A transaction experience, including

- Advised Lockheed Martin Corporation, a global Aerospace and Defense company, on the sale of its commercial flight training business to Alteon, a full-service provider of airline training solutions and a subsidiary of The Boeing Company
 - Seale focused marketing materials on synergies with buyer's business and demonstrated premium pricing rationale through proforma financials
- Advised **Triumph Group Inc**. on the sale of its **Triumph Air Repair** business, a provider of **APU** maintenance and overhauls solutions, and **Triumph Engines Tempe** business, a vertically integrated provider of engine component repair and manufacturing services, to **The Gores** Group
 - The assignment included the sale of a niche provider of hot-section component manufacturing and repair services for original equipment manufacturers, aircraft operators, and repair and overhaul providers
- Advised Triumph Group Inc. on the sale of its Nashville operations to affiliates of TECT Aerospace
 - The Nashville operations offer vertically integrated, build-to-print manufacturing of long-andlarge structural parts to OEM customers
 - The assignment had a number of challenges and issues to resolve, including lack of standalone financial statements, accounting block / POC accounting, carve-out operations, declining volumes, restructured business and OEM assignments and approvals
- Advised RFE Investment Partners on the sale of PCX Texas from its PCX Aerosystems portfolio company. The Texas based operations offers large structural airframe parts and assemblies to premier aerospace OEMs and Tier 1 suppliers on a range of commercial and military platforms
 - Seale positioned the business on a go forward basis that included cost savings from recent restructuring efforts and presented a proforma illustration of performance under increased volumes

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Global M&A Representative Engagements



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JAMES A. SEALE

President and Founder | Washington, DC



32+ years of global M&A experience, Attorney, CPA Arthur Andersen, and Professor of Global Investment Banking at George Washington University University of Virginia - JD University of Kentucky - BS in Accounting



SERGIO GARCIA DEL BOSQUE

Managing Director | Mexico City, Mexico



+52 (55) 8000-7463

16+ years of global M&A experience **IPADE - MBA** Instituto Tecnologico y de Estudios Superiores de Monterrey BS in Industrial Engineering



CARLOS HERNANDEZ

Managing Director | San Luis Potosi, Mexico

+1 (571) 482-3432

14+ years of global M&A experience Columbia University - MBA Instituto Tecnologico y de Estudios Superiores de Monterrey BS in Industrial Engineering







Please contact us if you would like further information about M&A trends and/or specific transaction multiples for your industry. © Seale & Associates

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BRETT M. CARMEL

Senior Managing Director and Co-founder | Miami, FL

+1 (703) 294-6530 \square

25+ years of global M&A experience and Professor of M&A at Johns Hopkins University

The George Washington University - MBA International Business and MA - International Affairs

University of Florida - BA in Political Science with High Honors

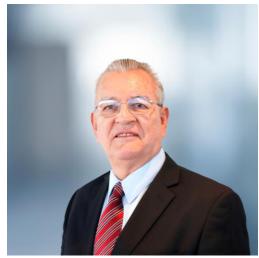


ROBERT E. WHITNEY

Managing Director | Washington, DC

+1 (703) 801-8939

19+ years of global M&A experience, CPA Deloitte & Touche, Corporate Audit and Assurance Services University of Richmond - BS Business Administration in Accounting



FELIPE BUENO

Senior Director | Monterrey, Mexico



+52 (84) 4432-4444

32+ years with Grupo Industrial Saltillo with experience as Director, Corp. Dev. and extensive global commercial experience Instituto Tecnologico y de Estudios Superiores de Monterrey MBA and BS in Industrial Engineering

Monterrey







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For over 25 years, Seale & Associates has served leading public and private companies from around the world and operating in a broad range of industries with a high level of quality, integrity and independence while presenting innovative ideas and trusted solutions to address their most complex dealings.



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Trusted Advisor to Leading Companies Worldwide

We have worked repeatedly with many of the most well-



SERVICES AND SOLUTIONS

Mergers & Acquisitions Due Diligence / Support Divestitures Expert Witness Testimony Joint Ventures / Alliances Corporate Finance Advisory Recapitalizations Strategy Consulting





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