

AEROSPACE & DEFENSE Q3 2024 VALUATION UPDATE



Table of Contents

Industry Overview

Global Comparable Public Companies

Global Transactions

About Seale



4

13

11

Introduction

We are pleased to share our Aerospace and Defense Industry Multiples Valuation Update for Q3 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



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

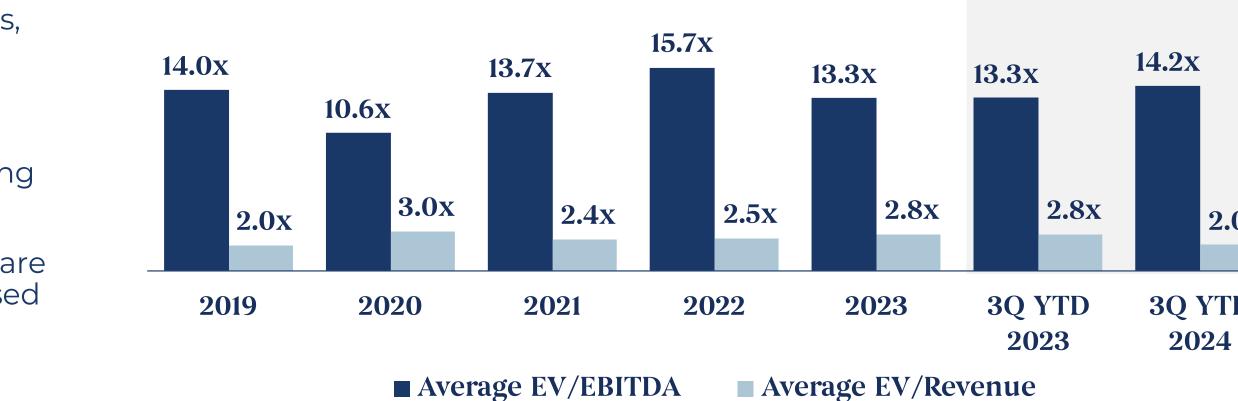
Aerospace & Defense (A&D) overview

- 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
- **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
- Airlines are keeping aging fleets in service due to ongoing **supply chain** disruptions, inflation, and labor challenges. These factors are boosting demand for maintenance, repair, overhaul (MRO), and aftermarket services, creating opportunities for **consolidation and investment**
- Ongoing innovation and a shift towards agile technology platforms, influenced by the conflicts in Ukraine and the Middle East, emphasize the need for legacy platforms, replenishing depleted stockpiles, and investing in the critical defense industrial base, driving deal activity
- Companies in the sector are concentrating on long-term innovation and are financing these priorities by divesting non-core assets, leading to increased deal opportunities



Aerospace and Defense Industry M&A Average EV/EBITDA and EV/Revenue

Aerospace and Defense Industry M&A Deal Size and Volume







Selected OEM's Global Comparable Public Companies

	Couptry	Market Cap.	Enterprise	Revenue	EBITDA	Annual Average EV/EBITDA		Third Quarte Sep. 30, 202	
Company	Country	US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
Airbus SE	AIRBUS NLD	\$115,839	\$114,415	\$74,290	9.4%	11.3x	12.9x	16.4x	٦.
Bombardier Inc.	BOMBARDIER CAN	\$7,529	\$12,907	\$8,402	12.2%	26.1x	13.8x	12.6x	1.
Dassault Aviation société anonyme	DASSAULT FRA	\$16,103	\$6,507	\$5,797	17.5%	6.9x	6.1x	6.4x	1.
Embraer S.A.	EMBRAER BRA	\$6,472	\$8,306	\$5,201	8.3%	14.3x	28.1x	19.2x	1.
General Dynamics Corporation	GENERAL DYNAMICS USA	\$82,904	\$92,661	\$46,046	12.1%	13.4x	13.1x	16.7x	2.
Northrop Grumman Corporation	NORTHROP GRUMMAN USA	\$77,228	\$91,791	\$40,764	11.8%	9.5x	10.5x	19.1x	2.
Rolls-Royce Holdings plc		\$59,722	\$61,065	\$23,890	16.3%	9.9x	10.5x	15.6x	2.
Saab AB (publ)	SAAB SWE	\$11,359	\$11,651	\$5,819	10.9%	10.7x	14.5x	18.3x	2.
The Boeing Company	BOEING USA	\$93,682	\$139,003	\$73,293	2.4%	208.0x	86.8x	78.1x	1.9
Textron Inc.	TEXTRON USA	\$16,597	\$19,215	\$13,897	12.7%	11.0x	10.5x	10.9x	1.4
Excluded from mean and median					Mean Median	12.6x 11.1x	13.3x 13.0x	15.0x 16.5x].:].'















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Selected Structure and Manufacturers Global Comparable Public Companies

	Coursta	Market	Enterprise Value	Revenue	EBITDA	Annual Average EV/EBITDA		Third Quarter Sep. 30, 2024	
Company	Country	y Cap. US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	EV/ Revenue
BAE Systems plc	BAE SYSTEMS GBR	\$49,705	\$60,679	\$32,915	14.1%	10.8x	11.3x	13.1x	1.8x
HEICO Corporation	HEICO USA	\$31,406	\$33,849	\$3,780	26.8%	33.4x	31.5x	33.4x	9.0x
Hexcel Corporation	HEXCEL USA	\$5,054	\$5,768	\$1,887	19.3%	21.2x	19.2x	15.9x	3.1x
Howmet Aerospace Inc.	HOWMET USA	\$40,917	\$44,037	\$7,093	24.4%	14.9x	16.4x	25.5x	6.2x
Leonardo S.p.a.	KEONARDO ITA	\$12,846	\$17,751	\$18,271	11.5%	5.7x	7.3x	8.5x	1.0x
Lockheed Martin Corporation	LOCKHEED MARTIN & USA	\$139,335	\$156,069	\$71,295	14.7%	14.3x	13.3x	14.9x	2.2x
RTX Corporation	RTX USA	\$160,910	\$200,161	\$79,042	12.3%	14.1x	14.0x	20.7x	2.5x
Spirit AeroSystems Holdings, Inc.	SPIRIT USA	\$3,791	\$7,741	\$6,447	NM	64.4x	179.9x	NM	1.2x
TransDigm Group Incorporated	TRANSDIGM USA	\$80,078	\$98,612	\$7,606	49.9%	21.5x	21.9x	26.0x	13.0x
Triumph Group, Inc.	TRIUMPH [®] USA	\$997	\$1,804	\$1,209	13.1%	11.8x	11.7x	11.4x	1.5x
Excluded from mean and median					Mean Median	16.4x 14.6x	16.3x 15.2x	18.2x 15.9x	2.4x 2.4x







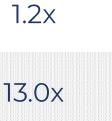


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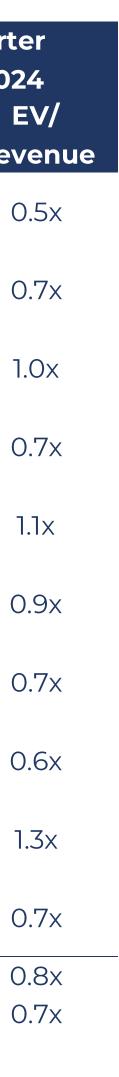




Selected North American Airlines Global Comparable Public Companies

			Market Cap.	Enterprise Value	Revenue	EBITDA	Annual Average EV/EBITDA		Third Qua Sep. 30, 20	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E' Reve
Air Canada	🛞 AIR CANADA	CAN	\$4,349	\$7,566	\$16,480	16.4%	15.2x	8.4x	2.8x	0.
Alaska Air Group, Inc.	Alaska.	USA	\$5,704	\$7,070	\$10,521	18.1%	8.0x	4.2x	3.7x	0.
Allegiant Travel Company	allegiant	USA	\$974	\$2,495	\$2,499	12.7%	12.2x	7.8x	7.8x	1.0
American Airlines Group Inc.	American Airlines	USA	\$7,381	\$37,841	\$53,448	18.2%	16.8x	4.1x	3.9x	0.
Controladora Vuela Compañía de Aviación, S.A.B. de C.V.	volaris 🕂	MEX	\$730	\$3,405	\$3,240	27.6%	5.4x	7.0x	3.8x	1.
Delta Air Lines, Inc.	📥 D E L T A	USA	\$32,569	\$54,246	\$60,307	19.7%	21.0x	4.8x	4.6x	0.
JetBlue Airways Corporation	jetBlue	USA	\$2,275	\$6,784	\$9,315	12.0%	10.8x	4.7x	6.1x	0.
Southwest Airlines Co.	Southwest •	USA	\$17,753	\$16,860	\$27,031	NM	14.6x	4.1x	NM	О.
Spirit Airlines, Inc.	spirit	USA	\$263	\$6,828	\$5,127	5.2%	24.4x	10.0x	25.6x	٦.
United Airlines Holdings, Inc.		USA	\$18,763	\$37,769	\$55,994	20.9%	15.7x	3.6x	3.2x	0.
Excluded from mean and median						Mean Median	14.2x 14.9x	5.2x 4.8x	4.5x 3.9x	0. 0.





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Selected International Airlines Global Comparable Public Companies

		Market	ket Enterprise Revenue EBITDA EV/F		Annual Average EBITDA EV/EBITDA				d Quarte 30, 202 E	
Company	Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev	
Air France-KLM SA	AIRFRANCEKLM GROUP FRA	\$2,641	\$13,669	\$34,206	12.4%	7.0x	2.9x	3.2x	0.	
ANA Holdings Inc.	ANA JPN	\$10,069	\$11,150	\$14,740	16.2%	31.4x	7.5x	4.7x	О.	
Cathay Pacific Airways Limited	CATHAY PACIFIC HKG	\$6,919	\$13,095	\$12,935	24.2%	51.9x	11.5x	4.2x	1.	
Deutsche Lufthansa AG	😪 Lufthansa DEU	\$8,782	\$15,111	\$40,674	9.8%	15.2x	4.4 X	3.8x	0.	
easyJet plc	easyJet GBR	\$5,249	\$5,053	\$11,728	11.5%	6.4x	6.8x	3.7x	0.	
International Consolidated Airlines Group S.A.	GBR INTERNATIONAL GBR	\$13,492	\$20,791	\$34,122	18.8%	16.4x	4.8x	3.2x	0.	
Japan Airlines Co., Ltd.	JAPAN JPN	\$7,679	\$8,718	\$12,041	16.4%	29.3x	9.8x	4.4x	0.	
Korean Airlines Co.,Ltd.	KORFANAIR KOR	\$6,342	\$10,383	\$13,199	NM	5.1x	3.3x	NM	0.	
LATAM Airlines Group S.A.	PLATAM CHL	\$7,793	\$13,307	\$12,487	18.8%	53.8x	10.0x	5.7x	1.	
Ryanair Holdings plc	RYANAIR IRL	\$20,207	\$18,277	\$14,968	21.0%	49.7x	6.9x	5.8x	1.	
Excluded from mean and median					Mean Median	23.1x 22.9x	6.7x 6.9x	4.3x 4.2x	0.	

Source: Capital IQ







Selected Avionics Providers Global Comparable Public Companies

Company	Country		Market Cap.	Enterprise Value	Revenue	EBITDA	Annual Average EV/EBITDA		Third Quart Sep. 30, 202	
Company		Journary	US\$M	US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
Aerospace Industrial Development Corporation	AIDC	TWN	\$1,430	\$1,912	\$1,228	11.9%	22.2x	18.4x	13.1x	٦.
BAE Systems plc	BAE SYSTEMS	GBR	\$49,705	\$60,679	\$32,915	14.1%	10.8x	11.3x	13.1x	1.3
DXC Technology Company	TECHNOLOGY	USA	\$3,752	\$7,530	\$13,457	13.4%	3.6x	6.7x	4.2x	О.
Honeywell International Inc.	Honeywell	USA	\$134,294	\$154,087	\$37,334	25.1%	16.2x	16.2x	16.4x	4
L3Harris Technologies, Inc.	L3HARRIS FAST. FORWARD.	[™] USA	\$45,125	\$57,894	\$20,765	17.8%	14.1x	15.3x	15.7x	2.
Safran SA		FRA	\$98,976	\$98,624	\$28,705	21.1%	16.5x	15.1x	16.3x	3.
Thales S.A.	THALES	FRA	\$32,653	\$37,892	\$21,420	14.2%	10.5x	11.0x	12.5x	1.3
Excluded from mean and median						Mean	13.6x	13.8x	14.5x	2.
						Median	14.1x	15.1x	13.1x	1.3























Selected MRO Service Global Comparable Public Companies

Compony		Country	Market	Enterprise	Revenue	EBITDA		Average BITDA	Third (Sep. 3	
Company		Country	Cap. US\$M	Value US\$M	US\$M	Margin	2022	2023	EV/ EBITDA	E Rev
AAR Corp.		USA	\$2,302	\$3,312	\$2,431	10.4%	11.1x	11.1x	13.1x	1.
Aerostar S.A.	GRUP INDUSTRIAL AERONAUTIC BACAD-ROMANIA	ROM	\$300	\$247	\$125	23.7%	10.2x	8.2x	8.3x	2.
Latécoère S.A.	LATÉCOÈRE	FRA	\$125	\$564	\$631	NM	NM	39.1x	NM	Ο.
MTU Aero Engines AG	Aero Engines	DEU	\$16,809	\$17,590	\$6,312	2.2%	15.4x	14.8x	128.2x	2.
Singapore Technologies Engineering Ltd	ST Engineering	SGP	\$11,327	\$16,000	\$8,388	13.7%	14.6x	14.7x	13.9x	٦.
Excluded from mean and median						Mean	12.9x	12.2x	11.8x	٦.
						Median	12.9x	14.7x	13.5x	1.

















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

Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Re
Sep-24	GEM elettronica	ITA	Leonardo , manufacturer of technological capabilities for the A&D industry, acquired an addtional 35% stake in GEM Elettronica , producer of electronics for defense, strengthening its radar and systems applications	<i>LEONARDO</i>	-	35.0%	\$17.8	-	
Sep-24*	Naval Propulsors & Handling business	USA	FMD, A&D hardware manufacturer, announced the acquisition of the Naval Propulsors & Handling business from Rolls-Royce Holdings	FAIRBANKS MORSE	ROLLS ROYCE	100.0%	-	-	
Sep-24*	Azure Summit	USA	CACI , provider of defense solutions, announced the acquisition of Azure Summit , provider of RF hardware and software for national security	CACI	-	100.0%	\$1,275.0	-	
Aug-24		USA	StandardAero , provider of aerospace engine aftermarket services, acquired Aero Turbine , provider of maintenance, repair and overhaul services for military engines and accessories	StandardAero	GALLANT CAPITAL	100.0%	\$655.0	-	
Aug-24*		USA	Lockheed Martin , global defense technology company, announced the acquisition of Terran Orbital , provider of satellite based solutions primarily supporting the A&D industry	LOCKHEED MARTIN	-	85.1%	\$256.6	-	
Aug-24	SARIA	USA	ITT , manufacturer of highly engineered technology components and solutions, acquired kSARIA , manufacturer of mission-critical A&D connectivity solutions	🔆 ітт	BEHRMAN CAPITAL	100.0%	-	-	





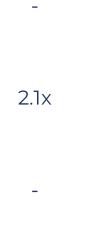


Aerospace & Defense Industry – Global Transactions (2/2)

	Date	Target	Country	Description	Buyer	Seller	% Acquired	Size US\$M	EV/ EBITDA	Re
I	Jul-24	BLACKSIGNAL	USA	Parsons , leading disruptive technology provider in national security, acquired BlackSignal , digital signal processing, electronic warfare, and cybersecurity provider built to counter near-peer threats	PARSONS	RAZOR'S	100.0%	\$200.0	-	
	Jul-24		CAN	Platinum Equity, private equity firm, announced the acquisition of Héroux-Devetek , manufacturer of aerospace products and the world's third-largest landing gear manufacturer	Platinum Equity	CDPQ	100.0%	\$1,004.4	13.6x	
	Jul-24	Goodrich Hoist & Winch	USA	Signia , manufacturer of components for the aerospace industry, acquired Goodrich Hoist & Winch , provider of rescue hoists and cargo winches for helicopters utilized by civil and military operators		Collins Aerospace	100.0%	\$497.0	-	
	Jul-24	SPIRIT AEROSYSTEMS .	USA	Boeing , manufacturer of commercial airplanes, annound the acquisition of Spirit AeroSystems , manufacturer of aerostructures for commercial airplanes	ØBDEING	-	100.0%	\$8,588.0	-	
	Jul-24	LINCREST	USA	KBR , provider of engineering, technology and science solutions to governmental and private companies, acquired LinQuest , security space leader that enables defense and intelligence missions through advanced digital transformation solutions	KBR	MDP	100.0%	\$737.0	_	
-	*Announc	ed transactions pending c	approval an	nd other customary closing conditions				Mean	13.6x	
								Median	13.6x	











Sector Relevant Experience



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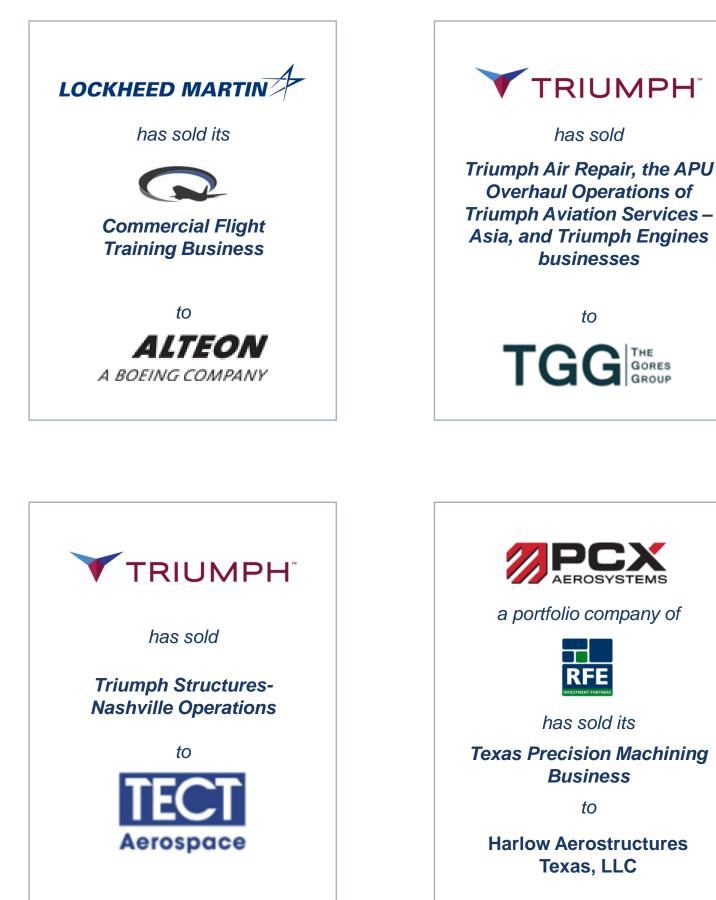


Sector Relevant Experience

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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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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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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