

FOCUS Government, Aerospace and Defense Group

Summer 2019 Report

Vol.12, No.3



FOCUS

Strategic, Personal, Dedicated

Investment Banking

Investment Banking and Advisory Services

FOCUS Investment Banking LLC provides a range of investment banking services tailored to the needs of government, aerospace, and defense companies.

These services include:

Mergers & Acquisition Advisory
Corporate Development Consulting
Strategic Partnering & Alliances
Capital Financing, Debt & Equity
Corporate Valuations

In this Issue

- 2 Introduction
- 3 Major Q2 2019 Deals in the GAD Sector
- 5 Performance: S&P 500 vs. GAD
GOVERNMENT Sector Q2 2019
- 6 AEROSPACE Sector Q2 2019
DEFENSE Sector Q2 2019
- 7 Selected GAD Transactions Q2 2019
- 9 M&A Activity in the GAD Sector
- 10 Recent FOCUS GAD Transactions
- 13 FOCUS GAD Team

FOCUS Government, Aerospace, and Defense Group

GAD Report

By Manan Shah, Partner and Government, Aerospace and Defense Group Team Leader, FOCUS Investment Banking LLC

We live in interesting times—especially in the increasingly interdependent government, aerospace, and defense (GAD) sector industries—but, with challenges come exciting new opportunities.

Commercial aerospace is poised for takeoff, creating rich opportunities for developing innovative technologies and more effective business models. In the current environment, GAD sector industries remain dynamic and sound, offering exciting rewards for all involved.

FOCUS GAD Team

The FOCUS GAD team consists of nine former C-level operators and professionals who leverage years of experience in the government, aerospace, and defense sector—both domestically and abroad—to personally manage your transaction from inception to a successful close.

The FOCUS GAD team is uniquely qualified to help you meet your objectives because, unlike most government, aerospace, and defense specialty groups, we:

- Offer strategic advisory services that enhance shareholder value

- Supply a proven transaction methodology for delivering results
- Devote significant C-level resources with operating expertise in the GAD sector to executing transactions
- Deliver the most exact, comprehensive research to help close a deal, deploying a team of research professionals dedicated to producing precise analysis
- Leverage years of experience in the middle market to maximize opportunities for a successful transaction
- Have a national presence with global reach—regional offices ensure that all clients receive personalized service throughout every phase of a transaction

Members of the FOCUS GAD team attend many conferences and meetings both in the U.S. and internationally. We are always delighted to receive introductions to innovative companies in the industry.

We hope to see you at one of these events and look forward to exploring your capital market needs as you continue to grow your enterprise.

Major Q2 2019 Deals in the GAD Sector

GOVERNMENT

Global Tech, Inc. Acquired by Tetra Tech, Inc. (NasdaqGS:TTEK)

On April 3rd, 2019, Tetra Tech, Inc. (NasdaqGS:TTEK) acquired Global Tech, Inc. for \$49.7 million. Global Tech, Inc., doing business as eGlobalTech, operates as a management consulting company that offers strategic and technology consulting services and solutions for the federal government in the United States. It offers strategy and business services in the areas of enterprise architecture, service-oriented architecture, program management and PMO support, business process reengineering, capital planning and investment control, independent validation and verification, and more.

The company also provides information assurance and cyber security solutions, including certification and accreditation, cyber policy support, and risk and vulnerability assessments. The company has strategic alliances with HIT Venture, Clinton Rubin LLC, IBM, Ernst & Young, UCSA International, Microsoft, CSC, Dewberry, Dell Perot Systems, NORTEC, PriceWaterhouseCoopers, HMS, ARX, Pitney Bowes, TORRES, and Definitive Logic. Global Tech, Inc. was incorporated in 2004 and is based in Arlington, Virginia.

“The integration of emerging technology into our consulting practice continues to advance Tetra Tech’s ability to provide innovative solutions for our clients,” said Dan Batrack, Tetra Tech Chairman and CEO. “The addition of eGlobalTech and their laboratory incubator will allow us to pilot and apply exciting new techniques that incorporate artificial intelligence, data analytics, and advanced cybersecurity solutions for our government and commercial customers. Further, eGlobalTech brings us a suite of new federal clients, including the U.S. Department of Health and Human Services.”

Tetra Tech is a leading provider of high-end consulting and engineering services for projects worldwide. With more than 17,000 associates working together, Tetra Tech provides clear solutions to complex problems in water, environment, infrastructure, resource management, energy, and international development.

** References CapIQ and BusinessWire press release (April 3, 2019)

AEROSPACE

Hydra-Electric Company Acquired by Loar Group, Inc.

On June 10th, 2019, Loar Group, Inc. acquired Hydra-Electric Company for an undisclosed amount. Hydra-Electric Company designs, develops, and manufactures pressure, temperature, liquid flow, air speed, and altitude sensing switches for commercial, military, and aerospace applications. Its products include thermally operated switches, liquid flow switches, and aneroid operated altitude valves for aircraft turbine engine gearboxes and sumps. The company’s pressure switches can be used in gage, differential, vacuum, altitude, and airspeed applications and on hydraulic, anti-ice, pneumatic, lube oil, fuel, potable water, or cryogenic systems. Hydra-Electric Company was founded in 1948 and is based in Burbank, California.

“Hydra adds another proven innovator and problem solver to Loar which further enhances our ability to solve our customers’ unique challenges,” stated Dirkson Charles, CEO of Loar Group. “Hydra is Loar’s eleventh acquisition since our founding in 2012 and will increase our proprietary content to approximately 80% of sales,” continued Mr. Charles.

Loar Group, Inc. is a diversified manufacturer and supplier with established relationships across leading aerospace and defense OEMs and Tier Ones worldwide. The company’s mandate is to create a strategic global alliance of companies specializing in the design and manufacture of aerospace and defense components. Loar provides its partners and customers with innovative, cost-effective engineering and manufacturing capabilities and responsive, dependable service, leading to profitable and sustainable long-term relationships.

** References CapIQ and Aviation Maintenance press release (June 11, 2019)

DEFENSE

The KeyW Holding Corporation Acquired by Jacobs Engineering Group, Inc.

On April 22nd, 2019, Jacobs Engineering Group, Inc. acquired The KeyW Holding Corporation for \$946.3 million. The transaction value represents an enterprise value-to-expected 2020 adjusted EBITDA multiple of approximately 10x, assuming full run-rate cost synergies of \$15 million. The KeyW Holding Corporation, together with its subsidiaries, provides national security solutions to the intelligence, cyber, and counterterrorism communities in the United States.

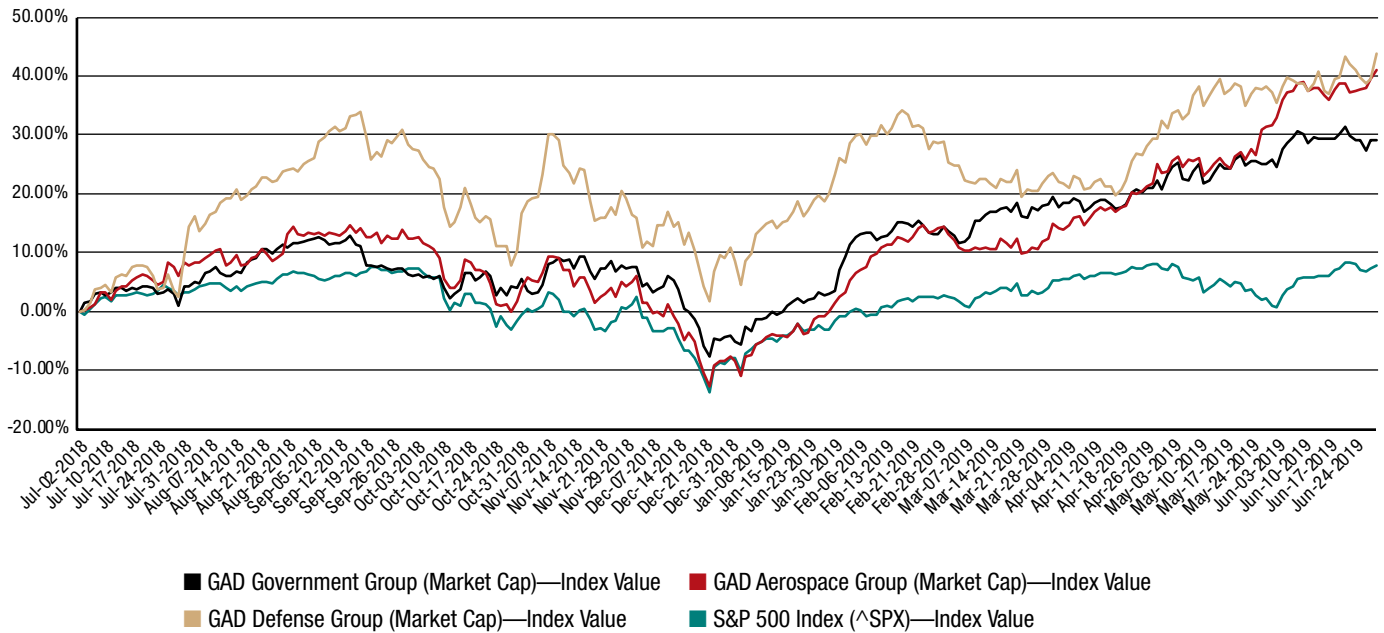
It is involved in the cyber operations and training; geo-spatial intelligence; cloud and data analytics; engineering; and intelligence analysis and operations. The company also provides advanced intelligence, surveillance, and reconnaissance technology solutions, such as electro-optical, hyperspectral, and synthetic aperture radar sensors and other products. The company provides its products and services to the U.S. federal, state, and local law enforcement agencies; foreign governments; and other entities in the cyber and counterterrorism markets. The KeyW Holding Corporation was founded in 2008 and is headquartered in Hanover, Maryland.

This transaction directly aligns with Jacobs' Aerospace, Technology and Nuclear (ATN) transformational strategy of delivering innovative and unique, mission-oriented solutions for highly technical and high consequence government priorities, and further positions Jacobs as a leader in high-value Government Services. It allows ATN to expand further its leading portfolio of innovative solutions to its clients. This is a significant step for both companies and unites complementary capabilities, cultures and relationships, and proprietary technology and products to accelerate Jacobs' profitable growth strategy.

KeyW President and CEO Bill Weber said, "This is a winning combination that provides significant, certain and immediate cash value for KeyW's shareholders as well as an excellent partner for our clients and employees. Cultural fit and exceptional shareholder value were of paramount importance in the criteria for partnership in KeyW's next chapter. Joining with Jacobs will enable KeyW's talented team to deliver even more innovative technologies and capabilities to customers."

** References CapIQ and PR Newswire press release (April 22, 2019)

Performance: S&P 500 vs. GAD (6/30/2018 – 6/30/2019)



Source: Capital IQ

GOVERNMENT Sector Q2 2019

| GOVERNMENT | | | | | | |
|--|--|--------------------------------|-------------------------|-------------------------------|-----------------------|--|
| Company Name | Total Enterprise Value Latest (\$ million) | LTM Total Revenue (\$ million) | LTM EBITDA (\$ million) | TEV/Total Revenues LTM—Latest | TEV/EBITDA LTM—Latest | LTM Period Date (Used for LTM Figures) |
| Booz Allen Hamilton Holding Corporation (NYSE:BAH) | 11,145.9 | 6,704.0 | 663.7 | 1.7x | 16.8x | Mar-31-2019 |
| CACI International Inc. (NYSE:CACI) | 6,986.0 | 4,782.5 | 461.3 | 1.5x | 15.1x | Mar-31-2019 |
| MAXIMUS, Inc. (NYSE:MMS) | 4,767.0 | 2,557.4 | 361.1 | 1.9x | 13.2x | Mar-31-2019 |
| NIC Inc. (NasdaqGS:EGOV) | 960.6 | 343.4 | 78.8 | 2.8x | 12.2x | Mar-31-2019 |
| Summary Statistics | | | | | | |
| High | \$6,986.0 | \$4,782.5 | \$461.3 | 2.8X | 15.1X | |
| Low | \$960.6 | \$343.4 | \$78.8 | 1.5X | 12.2X | |
| Mean | \$5,964.9 | \$3,596.8 | \$391.2 | 1.9X | 14.3X | |
| Median | \$5,876.5 | \$3,670.0 | \$411.2 | 1.8X | 14.2X | |

Source: Capital IQ; stock prices as of 6/30/2019

AEROSPACE Sector Q2 2019

| AEROSPACE | | | | | | |
|---------------------------------------|--|--------------------------------|-------------------------|-------------------------------|-----------------------|--|
| Company Name | Total Enterprise Value Latest (\$ million) | LTM Total Revenue (\$ million) | LTM EBITDA (\$ million) | TEV/Total Revenues LTM—Latest | TEV/EBITDA LTM—Latest | LTM Period Date (Used for LTM Figures) |
| AAR Corp. (NYSE:AIR) | 1,563.1 | 2,051.8 | 153.7 | 0.8x | 10.2x | Mar-31-2019 |
| Astronics Corporation (NasdaqGS:ATRO) | 1,359.9 | 832.4 | 108.9 | 1.6x | 12.5x | Mar-30-2019 |
| HEICO Corporation (NYSE:HEI) | 16,710.1 | 1,924.5 | 507.1 | 8.7x | 33.0x | Apr-30-2019 |
| Hexcel Corporation (NYSE:HXL) | 8,076.5 | 2,258.9 | 524.0 | 3.6x | 15.4x | Mar-31-2019 |
| Leidos Holdings, Inc. (NYSE:LDOS) | 14,785.0 | 10,328.0 | 1,038.0 | 1.4x | 14.2x | Mar-29-2019 |
| Triumph Group, Inc. (NYSE:TGI) | 2,541.8 | 3,364.9 | 200.8 | 0.8x | 12.7x | Mar-31-2019 |
| ViaSat Inc. (NasdaqGS:VSAT) | 6,179.4 | 2,068.3 | 204.6 | 3.0x | 30.2x | Mar-31-2019 |
| Summary Statistics | | | | | | |
| High | \$16,710.10 | \$10,328.00 | \$1,038.00 | 8.7X | 33.0X | |
| Low | \$1,359.90 | \$832.40 | \$108.90 | 0.8X | 10.2X | |
| Mean | \$7,316.54 | \$3,261.26 | \$391.01 | 2.8X | 18.3X | |
| Median | \$6,179.40 | \$2,068.30 | \$204.60 | 1.6X | 14.2X | |

Source: Capital IQ; stock prices as of 6/30/2019

DEFENSE Sector Q2 2019

| DEFENSE | | | | | | |
|---|--|--------------------------------|-------------------------|-------------------------------|-----------------------|--|
| Company Name | Total Enterprise Value Latest (\$ million) | LTM Total Revenue (\$ million) | LTM EBITDA (\$ million) | TEV/Total Revenues LTM—Latest | TEV/EBITDA LTM—Latest | LTM Period Date (Used for LTM Figures) |
| Aerojet Rocketdyne Holdings, Inc. (NYSE:AJRD) | 3,508.6 | 1,895.6 | 274.2 | 1.9x | 12.8x | Mar-31-2019 |
| AeroVironment, Inc. (NasdaqGS:AVAV) | 991.9 | 314.3 | 45.9 | 3.2x | 21.6x | Apr-30-2019 |
| Ducommun Inc. (NYSE:DCO) | 755.8 | 651.4 | 70.8 | 1.2x | 10.7x | Mar-30-2019 |
| Kratos Defense & Security Solutions, Inc. (NasdaqGS:KTOS) | 2,733.4 | 635.4 | 54.9 | 4.3x | 49.8x | Mar-31-2019 |
| ManTech International Corporation (NasdaqGS:MANT) | 2,795.0 | 1,987.3 | 166.9 | 1.4x | 16.7x | Mar-31-2019 |
| Mercury Systems, Inc. (NasdaqGS:MRCY) | 4,114.4 | 630.6 | 125.7 | 6.5x | 32.7x | Mar-31-2019 |
| Summary Statistics | | | | | | |
| High | \$4,114.4 | \$1,987.3 | \$274.2 | 6.5X | 49.8X | |
| Low | \$755.8 | \$314.3 | \$45.9 | 1.2X | 10.7X | |
| Mean | \$2,483.2 | \$1,019.1 | \$123.1 | 3.1X | 24.1X | |
| Median | \$2,764.2 | \$643.4 | \$98.3 | 2.5X | 19.2X | |

Source: Capital IQ; stock prices as of 6/30/2019

M&A Activity in the GAD Sector

Selected GAD Transactions Q2 2019

GOVERNMENT

Arlington Capital Partners LP Provides Funding for Octo Consulting Group, Inc.

Arlington Capital Partners LP has provided a round of recapitalization funding for Octo Consulting Group, Inc. Octo Consulting Group, Inc. provides technology and digital services to the federal marketplace in the United States. The company specializes in providing agile software development, user experience design, and cloud engineering services to government. It helps agencies deliver information, resources, and services that enable decision making and improve how citizens receive government services; helps agencies manage large amounts of data by employing web and semantic technologies to convert data into actionable intelligence; develops, deploys, and manages solutions based on cloud-hosted, on-premise, and hybrid designs; employs agile processes; and provides full lifecycle strategy and management consulting services to agencies. The company serves Defense, Census, Health and Human Services, Labor, and Agriculture departments. Octo Consulting Group, Inc. was founded in 2006 and is based in Reston, Virginia. (April 4, 2019)

NetScout Systems, Inc. (NasdaqGS:NTCT) Acquires Eastwind Networks, Inc. from Gula Tech Adventures Inc.

NetScout Systems, Inc. (NasdaqGS:NTCT) has acquired Eastwind Networks, Inc. for an undisclosed amount. Eastwind Networks, Inc. develops and provides cloud-based network breach detection systems. The company offers Active Breach Detection platform to monitor network and detect network traffic anomalies and potential breaches. It also offers support services. The company serves government agencies, enterprise IT security teams, and universities and colleges. It offers products through VARs, system integrators, managed service security providers, managed service providers, and corporate resellers. The company was formerly known as East Wind Networks, Inc. Eastwind Networks, Inc. was founded in 2014 and is based in Salt Lake City, Utah. (June 20, 2019)

AEROSPACE

II-VI Incorporated (NasdaqGS:IIVI) Acquires Redstone Aerospace Corporation

II-VI Incorporated (NasdaqGS:IIVI) has acquired Redstone Aerospace Corporation for \$30 million. Redstone Aerospace Corporation manufactures and markets cryogenic systems and high precision pointing subsystems to aerospace and defense sector. The company was founded in 1997 and is based in Longmont, Colorado. As of March 31, 2019, Redstone Aerospace Corporation operates as a subsidiary of II-VI Incorporated. (May 1, 2019)

QuEST Global Services Pte. Ltd. Acquires Dakota Moon Enterprises LLC

QuEST Global Services Pte. Ltd. has acquired Dakota Moon Enterprises LLC for an undisclosed amount. Dakota Moon Enterprises LLC provides supply chain management solutions to the aerospace industry. Its services and solutions include supplier recovery management, supplier development management, procurement management, program management and staffing support. Dakota Moon Enterprises LLC was founded in 1992 and is headquartered in Henderson, Nevada. (June 20, 2019)

NOVARIA HOLDINGS LLC Acquires Acra Aerospace, Inc.

NOVARIA HOLDINGS LLC has acquired Acra Aerospace, Inc. for an undisclosed amount. Acra Aerospace, LLC manufactures machine components and sub-assemblies for the aerospace industry. It manufactures precision machined hardware including aircraft components and assemblies, engine components, fluid end fittings, machined nuts, hogouts, and fluid fittings. The company uses techniques including CNC turning, CNC milling, waterjet, electric discharge machining, dry film lube, ultrasonic clean, and fluorescent penetrant inspection. The company was founded in 1959 and is based in Anaheim, California. (June 25, 2019)

DEFENSE

AEA Investors LP Acquires API Technologies Corp. from J.F. Lehman and Company, LLC

AEA Investors LP has acquired API Technologies Corp. for an undisclosed amount. API Technologies Corp., together with its subsidiaries, designs, develops, and manufactures systems, subsystems, modules, and components for radio frequency (RF) microwave, millimeterwave, electromagnetic, power, and security applications. It operates in three segments: Systems, Subsystems & Components (SSC); Electronic Manufacturing Services (EMS); and Secure Systems & Information Assurance (SSIA). The SSC segment offers RF, microwave, and millimeter wave; digital and mixed signal microcircuits, opto-electronic media conversion solutions, multi-chip modules, high temperature electronics, and power and general-purpose hybrids and modules; electromagnetic integrated solutions; and power solutions.

The SSIA segment develops secure network and hardware solutions, including TEMPEST and emanation security, ruggedized systems, secure access, and information assurance products, as well as TEMPEST certification services under the EMCON, SST, Cryptek, ION, and Netgard brand names. The EMS segment provides new product introductions and prototypes, turnkey manufacturing, printed circuit board and electro-mechanical assembly, systems integration, test engineering, turnkey box build, and supply chain management services. The company primarily serves the defense, commercial and industrial, and non-defense government markets in the United States, the United Kingdom, Canada, China, Germany, and internationally. (May 9, 2019)

Cache Creek Industries, LLC, Rockmont Capital Partners, Ltd., and Medallion Capital, Inc. Acquire Mountain Secure Systems, Inc. from Phillips Service Industries, Inc.

Cache Creek Industries, LLC, Rockmont Capital Partners, Ltd. and Medallion Capital, Inc. have acquired Mountain Secure Systems, Inc. for an undisclosed amount. Mountain Secure Systems, Inc. develops, manufactures, and supplies rugged electronic solutions and outdoor wireless network solutions for the aerospace and defense industries in the United States and internationally. It offers rugged electronics that include custom rugged fiber channel conversion sled for SATA HS and solid state drives; ruggedized data storage for extreme cold environments; rugged disk drives for high altitude and gravitational force

applications; rugged JBOD for harsh environment, military, submarine, and aerospace applications; custom engineered data and memory storage solutions for military/defense, NASA, aerospace, and more; rugged airborne data storage and recording products; ruggedized mobile and remote computing products; shipboard and submarine data storage systems; unmanned aerial vehicles; rugged hard drive disk recorders and storage solutions; optical drive mass memory storage for harsh and extreme environment applications; and commercial airline data storage and playback solutions.

The company's outdoor wireless network solutions comprise broadband wireless network products, such as single and dual wireless bridges/routers, and MIMO wireless solutions for video surveillance network, data network/Internet service, and voice/VoIP network applications in industrial and construction, mining and oil/gas exploration, public safety, military and federal, education, broadcasting, and transportation industries; and financial institutions, entertainment venues, and municipalities. It also engages in the contract manufacture of rugged electronics and rugged electronic assembly solutions. Mountain Secure Systems offers products through resellers and distributors. The company was founded in 1985 and is based in Longmont, Colorado. (June 1, 2019)

CM Equity Partners Provides Funding for JANUS Research Group, Inc.

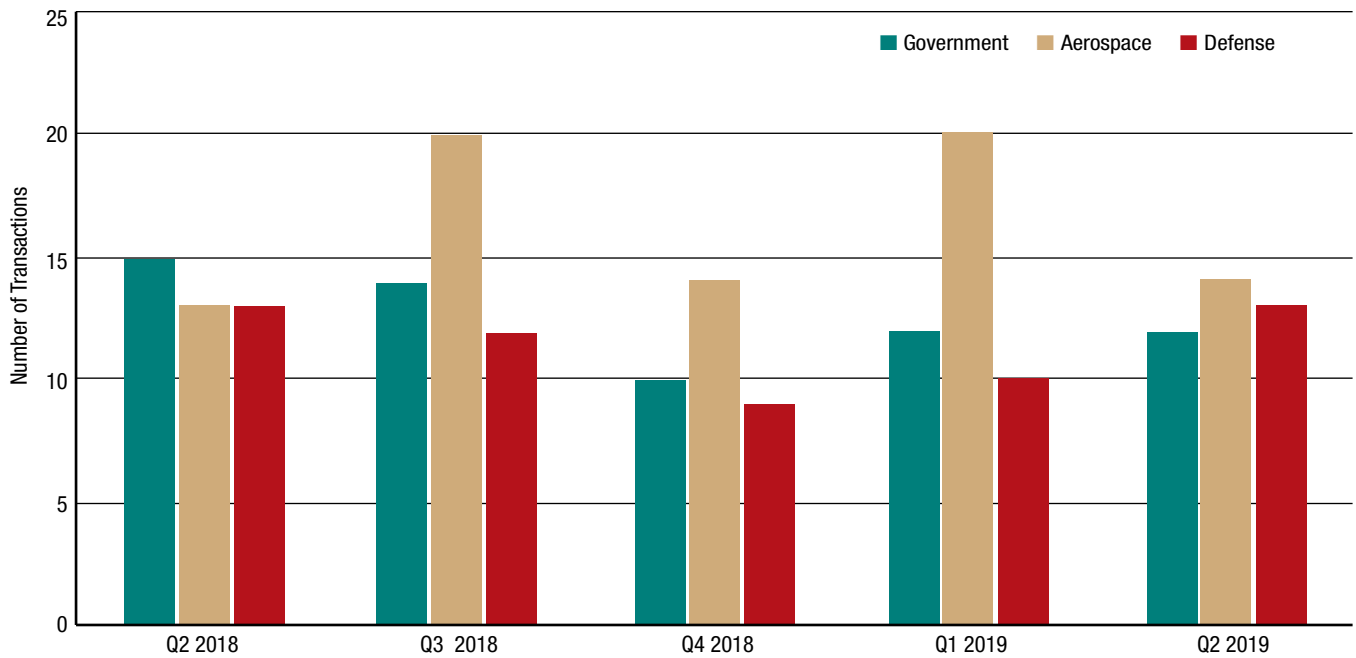
CM Equity Partners has provided recapitalization funding for JANUS Research Group, Inc. JANUS Research Group, Inc. provides technology solutions to federal government and commercial customers. It offers products and services in the areas of virtual training and visualizations, program and acquisition management, combat development, specialized training, information technology support, intelligence solutions, logistics support, cinematic development, collaborative collective training, virtual environment training, and serious games.

The company also develops, designs, and produces virtual environments and visualizations including interactive multimedia instruction (IMI Levels I-IV); PC simulations; immersive training through serious games; collaborative multiplayer products; modeling and simulation networks; and cinematic visualizations. JANUS Research Group, Inc. was founded in 1997 and is based in Evans, Georgia. (June 12, 2019)

Source: Transaction material sourced from S&P Capital IQ Database and transaction-related press releases

M&A Activity in the GAD Sector

GAD M&A Transactions by Quarter (Q2 2018 to Q2 2019)



Source: Capital IQ; stock prices as of 6/30/2019

Recent FOCUS GAD Transactions

This announcement appears as a matter of record only



has acquired



VENTURI
AN AEROSPACE COMPANY

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Chenega Corporation.

FOCUS
Investment Banking

a member of



Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only



has been recapitalized by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Lockstep Technology Group, LLC.

FOCUS
Investment Banking

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only



has been acquired by




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to KMS Solutions, LLC.


FOCUS
Investment Banking

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only



has been recapitalized by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Panum Telecom.

FOCUS
Investment Banking

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only

Critical Technologies, Inc.
dba



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Critical Technologies, Inc.

FOCUS
Investment Banking

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only



has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Strength Capital, LLC.

FOCUS
Investment Banking

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only



has been acquired by

Lake Family Trust

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to IMS.

FOCUS
Investment Banking

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered broker-dealer and member FINRA/SIPC.

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Smiths Machine, LLC.

FOCUS
Investment Banking

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Information Security Solutions LLC.

FOCUS
Investment Banking

This announcement appears as a matter of record only



has been sold to



The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Forgentum.

FOCUS
Investment Banking

This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Embee, Inc.

FOCUS
Investment Banking

December 2012

This announcement appears as a matter of record only



Japan

has acquired

BAE Systems Safety Products, Inc. and Schroth Safety Products, GmbH, subsidiaries of

BAE SYSTEMS
United Kingdom

The undersigned assisted in the negotiations and acted as financial advisor to Takata Corporation.

FOCUS
Investment Banking

March 2012

Recent FOCUS GAD Transactions (continued)

This announcement appears as a matter of record only



...Where We Exceed Expectations!

has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Telesis Corporation.



February 2012

This announcement appears as a matter of record only




has been acquired by




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Emerging Solutions.




This announcement appears as a matter of record only




has been acquired by




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Core180.




This announcement appears as a matter of record only



has received a revolving line of credit from



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Global Computer Products, Inc.



This announcement appears as a matter of record only



SECURING GROWTH & VALUE

has acquired



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to FI Holdings, Inc.



This announcement appears as a matter of record only



has secured term and working capital financing of \$6,459,000 from



The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Nextek, Inc.



This announcement appears as a matter of record only



has been acquired by



The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Newtek International, Inc.



This announcement appears as a matter of record only




has been recapitalized by



We initiated the transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Library Systems and Services, LLC




This announcement appears as a matter of record only




has been acquired by


APSE HOLDINGS, LLC
an affiliate of



and



The undersigned initiated this transaction, assisted in the negotiations and acted as financial advisor to Aerospace Products S.E., Inc.



This announcement appears as a matter of record only



has been sold to




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Avialec International.




"It was time to put Avialec under the wing of a larger progressive organization with financial firepower to realize the many opportunities before us. Given their cross border transaction experience and broad U.S. coverage, FOCUS was the perfect firm to help us realize our goals. The transaction was managed in a timely manner with little disruption to our business. I could not have done it without them." **Barrie Prescott, CEO, Avialec**

Recent FOCUS GAD Transactions (continued)


This announcement appears as a matter of record only




has been sold to




The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to Vertex Solutions.




This announcement appears as a matter of record only



has acquired



The undersigned initiated the transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Camber Corporation.



This announcement appears as a matter of record only



has acquired



The undersigned originated this transaction, acted as financial advisor to and assisted with the negotiations as the representative of Cambridge Systems, Inc.



This announcement appears as a matter of record only



has acquired certain ownership interests in



The undersigned acted as financial advisor to, and assisted with the negotiations as the representative of Blue Canopy.



This announcement appears as a matter of record only



has acquired




The undersigned initiated the transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Cambridge Systems, Inc.




Securities transactions conducted by FOCUS Securities, LLC, an affiliate company, registered broker-dealer and member FINRA/SIPC.


This announcement appears as a matter of record only




has been acquired by



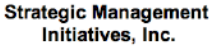
The undersigned initiated the transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Computer Networks and Software, Inc.




This announcement appears as a matter of record only




has acquired



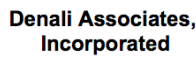
The undersigned initiated the transaction, acted as financial advisor to and assisted with the negotiations as the representative of CALIBRE Systems, Inc.




This announcement appears as a matter of record only



has acquired



The undersigned initiated the transaction, acted as financial advisor to SiloSmashers, Inc. and assisted in arranging capital financing for the acquisition.



This announcement appears as a matter of record only



has acquired



The undersigned initiated the transaction, acted as financial advisor to, and assisted with the negotiations as the representative of Global Science & Technology, Inc.



“Cybersecurity has been a target area of growth for our firm and the Endeavor acquisition provides us the necessary skill sets and customer base through which we can offer these services to a wide range of defense and civilian agencies. FOCUS provided an outstanding service and with their help we were able to look at a number of potential candidates before finalizing Endeavor as the ideal fit.”
 Payal Tak, President and CEO, TELESIS

FOCUS Government, Aerospace and Defense Team



Manan K. Shah

Managing Director and Government, Aerospace and Defense Team Leader, Washington, DC

mshah@focusbankers.com

202-470-1980

Manan K. Shah has over 18 years of consulting, management and M&A advisory experience in the government, aerospace, defense, business process outsourcing, software, and information technology sectors. Manan has represented numerous clients in the GAD sector ranging from multi-billion dollar corporations to small minority owned companies.



Barry Calogero

Managing Director, Washington, DC

barry.calogero@focusbankers.com

703-628-3093

Barry Calogero, a FOCUS Managing Director, brings more than 30 years of executive management and consulting experience, with an emphasis on driving operational excellence and improving the enterprise value of companies around the world. He has worked in the Aerospace sector, launching his career at Lockheed Martin and Boeing in Finance, and oversaw \$3B in helicopter and weapons systems contracts. He also worked extensively in Government Information Technology, serving as the VP of Sales for a 600-person program management and business process outsourcing firm, with clients across the DOD and Federal Civilian Agencies.



Brent Costello

Managing Director, Los Angeles, CA

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Brent Costello has 30+ years' experience as an investment banker and M&A and corporate finance lawyer, representing clients in manufacturing and distribution, pharmaceutical, entertainment, aerospace, information systems, publishing, insurance, and hi-tech. Previously, he was a Partner with Kaye Scholer LLP. He has a J.D. from Georgetown University Law Center.



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Dr. Bruce J. Holmes, after 33 years with NASA, is a consultant to industry, government, and universities in strategy, technology, aviation systems development, and public-private partnerships. He is known domestically and internationally for his strategic leadership in the engineering and technological transformation in air transportation.



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Eric Oganessoff, during the past 25 years, has conducted over 50 M&A, debt and capital raise transactions in information technology, manufacturing, government contracting and wireless technologies. He received a White House appointment to NASA in 1983.



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Chuck Olsick has spent four decades developing extensive expertise building businesses in the Government contracting sector. At ASRC Federal's IT Group, he led the transition of DNC into their \$340M+ Group.



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Dr. Paul A. Robinson has over 25 years as an aerospace professional, working in research and development, product commercialization, and strategic planning. He joined NASA to develop and test systems to detect wind shear, and from this work received an R&D Magazine Award for one of the 100 most significant new products of the year. After leaving NASA, Dr. Robinson founded AeroTech Research, developing turbulence detection systems for aircraft.

FOCUS Government, Aerospace and Defense Team (continued)



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Douglas E. Rodgers, FOCUS Chairman, served as CEO and Managing Partner from 2002–2018. During his time as CEO, he led the firm’s growth from one office in Washington, DC, to three offices across the US. He has executive level management experience in software, information technology, aerospace, e-commerce, real estate and construction, manufacturing and distribution, serving both commercial and government clients. Mr. Rodgers is an active pilot, with ATP and jet ratings, a BS in Aerospace Engineering and MBA coursework. He was educated at the U.S. Air Force Academy and the University of Kansas.



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John Slater, a M&A and capital raising veteran of 23 years, has managed more than 200 M&A and capital raising transactions with aggregate values in excess of \$3 billion.

About FOCUS Investment Banking LLC

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