



PHILPOTT BALL & WERNER
Investment Bankers

PB&W FACTS & FIGURES

**32
YEARS**

One of the most experienced and longest tenured A&D focused boutique investment banks in the U.S.

120+

PB&W has advised on over 120 transactions since 1991 across Defense, Aerospace, Government and Industrial markets

**\$3
BILLION**

Approximate total PB&W completed transaction value over the past five years

6 TO 10

Number of transactions that PB&W completes per year

**\$20 - 500
MILLION**

Range of transaction value that PB&W covers - we are market and technology focused and not solely focused on transaction size

**PRIVATE
PUBLIC**

PB&W advises privately held, publicly held and private equity owned businesses

GLOBAL REACH

PB&W maintains relationships across North America and Europe

***Note: PB&W recognizes the specialized and sensitive nature of our clients' products and services and that in some instances foreign buyers may be excluded from a sale process. However, we are deeply experienced with foreign buyers.*

~40%

of PB&W's recent transactions have been cross-border deals





WHY CLIENTS CHOOSE PB&W

INDUSTRY KNOWLEDGE & FOCUS

PB&W is one of the most active middle market defense, space, aerospace and industrial focused investment banks in the U.S. and has an in-depth understanding of the industry's technology, market and growth drivers.

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CREDIBILITY, PEDIGREE & EXPERIENCE

PB&W's reputation has been built on honesty, integrity and a research-based approach to selling businesses for 32 years. PB&W knows the value drivers across defense and aerospace markets.

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STRATEGIC RELATIONSHIPS

Whether the buyer is based in the U.S., U.K. or E.U., PB&W has relationships with key industry participants that can expedite the sale process.

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RESULTS

PB&W excels in meeting and oftentimes exceeding client expectations.

DEFENSE & AEROSPACE EXPERTISE

PB&W specializes in advising technology-leading companies providing critical products and solutions to U.S. and international defense agencies, the intelligence community, space agencies, security and commercial customers. Former and current clients include providers of leading-edge products and solutions across specialty electronics/hardware to signal processing software to mechanical valves/systems to maintenance, repair and overhaul services, among many other technologies. Below is a summary of select technologies and applications that PB&W has advised clients.

Technology Coverage

**RF / MICROWAVE
ELECTRONICS**

**SIGNALS INTELLIGENCE
& PROCESSING**

**EMBEDDED COMPUTING
& CHIPS**

**POWER ELECTRONICS &
MAGNETICS**

**SPACE
TECHNOLOGIES**

**UNMANNED
SYSTEMS**

**COMMUNICATION
SYSTEMS**

**SPECIALTY
MATERIALS**

AVIONICS

**COMPONENTS &
STRUCTURES**

**MAINTENANCE, REPAIR
& OVERHAUL**

**ENGINE CONTROLS /
VALVES**

PB&W's M&A experience spans from "Plankton to Pluto"



INDUSTRIAL EXPERTISE

PB&W specializes in advising technology-leading companies providing critical products and solutions to U.S. and international defense agencies, the intelligence community, space agencies, security and commercial customers. Former and current clients include providers of leading-edge products and solutions across specialty electronics/hardware to signal processing software to mechanical valves/systems to maintenance, repair and overhaul services, among many other technologies. Below is a summary of select technologies and applications that PB&W has advised clients.



- » VALVES AND SOLENOIDS
 - » REGULATORS
 - » ACTUATORS
 - » FLOWMETERS
 - » PUMPS
 - » PMA PARTS
- » AC/DC MONITORS, STEPPERS, DRIVES
 - » BEARINGS
 - » DRIVES
- » ENGINE FUEL CONTROLS
 - » STARTERS
 - » ALTERNATORS
 - » MAGNETOS
 - » BELLOWS
 - » NOZZLES
 - » MANIFOLDS
- » GAS MEASUREMENT EQUIPMENT
 - » MEASUREMENT CONTROL
- » PROCESS WEIGHING EQUIPMENT
 - » TENSION CONTROL
- » ASCENDERS / DESCENDERS
 - » SUSPENSION SYSTEMS
 - » LANDING GEAR
- » TRANSMISSIONS & GEARBOXES
- » POSITION SYSTEMS / MOTION CONTROL

- » RADOMES
 - » DOMES
- » COMPOSITES
 - » PRESSURE VESSELS
 - » TANKS
 - » JACKETS & LINERS
 - » THERMOPLASTICS
- » INJECTION MOLDED PARTS
 - » ELASTOMERIC BASED SOLUTIONS
 - » SEALANTS
- » PAINT & COATINGS
 - » ADHESIVES
 - » FOAM
- » SPECIALTY TEXTILES
- » RF/MICROWAVE ABSORBING MATERIAL
- » THERMAL STRUCTURES
- » POWDERS & POLYMERS

- » ELECTRONIC MANUFACTURING SERVICES
- » MACHINING, TURNING, GRINDING
 - » MAINTENANCE, REPAIR & OVERHAUL
 - » HEAT TREATMENT
 - » DISTRIBUTION
- » 4PL LOGISTICS / KITTING
- » SUPPLY CHAIN & PROGRAM MANAGEMENT
 - » SYSTEMS ENGINEERING
 - » SETA
- » ARTIFICIAL INTELLIGENCE
 - » EMBEDDED SYSTEMS DEVELOPMENT
- » ALGORITHMS DEVELOPMENT
- » DIAGNOSTICS & PROGNOSTICS
 - » SOFTWARE
- » INTELLIGENCE ANALYSIS

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