



DEFENSE ELECTRONICS

February 2024

C4ISR & Electronic Warfare Rugged Electronics RF & Microwave Embedded Computing Connectors & Cables Microelectronics & Semiconductor Test & Measurement

Key Defense Electronics Deals Announced

Target	Buyer	Description
		<ul style="list-style-type: none"> ▪ Target: United Kingdom-based Malloy develops and manufactures all-electric uncrewed aerial systems (UAS) and VTOL (Vertical Take Off and Landing) aircraft. The company's current range of uncrewed, heavy lift quadcopters are capable of lifting payloads from 68kg to 180kg over short to medium range missions. ▪ Buyer: United Kingdom-based BAE Systems provides products and services for air, land, and naval forces, as well as advanced electronics, security, information technology, and support. Examples of the company's offerings include military aircraft, commercial aircraft, naval ships, submarines & systems, guided weapon systems, and training & simulation products. ▪ Terms: Transaction announced on February 2, 2024. Terms not disclosed.
		<ul style="list-style-type: none"> ▪ Target: Netherlands-based Adimec is a manufacturer of customized high-performance industrial and scientific cameras for private sector and international government machine vision, healthcare, and global security markets. The company's cameras and lens assemblies deliver true accurate images and are manufactured in batches ranging from 50-500 per year. ▪ Buyer: Thousand Oaks, CA-based Teledyne Technologies provides enabling technologies for industrial growth markets. The company's products and capabilities include harsh environment interconnects, electronic test & measurement equipment, digital imaging sensors and cameras, aircraft information management systems, and defense electronics. ▪ Terms: Transaction announced on February 13, 2024. Terms not disclosed.
		<ul style="list-style-type: none"> ▪ Target: United Kingdom-based Silent Sentinel is a manufacturer of advanced and highly modular surveillance camera platforms for land and maritime surveillance applications. Designed to operate in the harshest conditions, the company's rugged, thermal cameras offer clear visibility in complex and extreme environments. ▪ Buyer: Chicago, IL-based Motorola Solutions provides mission-critical communication infrastructure, devices, software and services which help government and enterprise customers improve their operations through increased effectiveness and efficiency of their mobile workforces. ▪ Terms: Transaction announced on February 14, 2024. Terms not disclosed.
	 a portfolio company of 	<ul style="list-style-type: none"> ▪ Target: Portland, OR-based Flex Force designs and manufactures UAS and Counter-UAS systems. Flex Force's flagship product line, the DroneBuster, is a compact, lightweight, and man-portable jammer system that is readily mounted into integrated, fixed site jammer applications by dismounted troops, security teams and first responders. ▪ Buyer: Dallas, TX-based High Point Aerotechnologies develops and manufactures autonomous defense and robotic systems for multi-mission capabilities. The company develops scalable, interoperable software and is a prime integrator for sensors and effectors for multi-domain operations. ▪ Terms: Transaction announced on February 20, 2024. Terms not disclosed.
	 a portfolio company of 	<ul style="list-style-type: none"> ▪ Target: Rio Rico, AZ-based Charles E. Gillman is a manufacturer of high-reliability electrical cables and harnesses for military ground vehicles and other ruggedized applications. The company's manufacturing capabilities range from prototypes to high volume, simple lead assemblies to complex multi-branch harnesses. ▪ Buyer: Hudson, NH-based kSARIA produces and supplies mission critical connectivity solutions for the aerospace and defense end markets. The company offers complete interconnect solutions, including optical fiber, copper, RF or hybrid cable assemblies, for all aspects of Mil/Aero requirements. ▪ Terms: Transaction announced on February 26, 2024. Terms not disclosed.



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Target	Buyer	Description
	 a portfolio company of 	<ul style="list-style-type: none"> ▪ Target: Germany-based Galleon GmbH is a distributor of rugged, high-performance embedded computing solutions for the aerospace and defense communities. The Galleon portfolio includes integrated systems for military ground vehicles, rugged embedded systems solutions, and a distribution network for board-level products. ▪ Buyer: Alpharetta, GA-based Spectra A&D designs and manufactures highly engineered avionics and electronics solutions. The company offers its customers a differentiated portfolio of proprietary products that span the entire data capture lifecycle – recording, processing, routing, and ultimately displaying mission-critical data. ▪ Terms: Transaction announced on February 26, 2024. Terms not disclosed.



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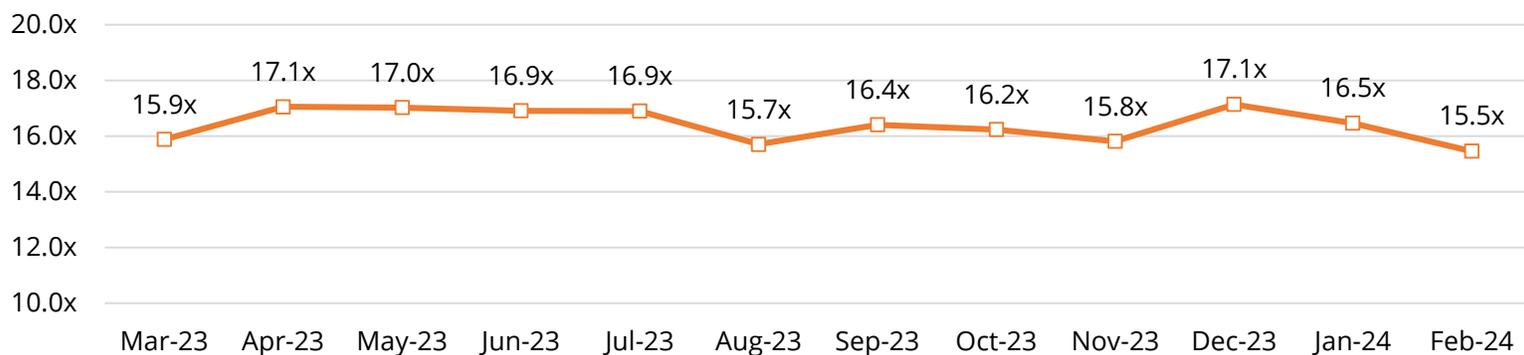
Defense Electronics Public Trading Comparables

Defense Electronics Comparable Companies

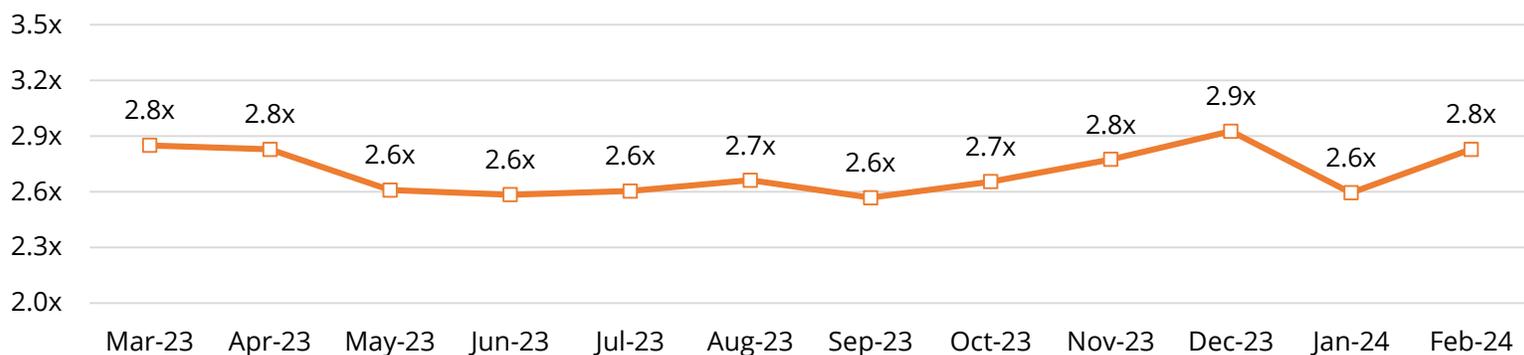
(\$M)	AeroVironment NASDAQ:AVAV	AMETEK NYSE:AME	Elbit Systems NASDAQ:ESLT	TELEDYNE TECHNOLOGIES NYSE:TDY	CURTISS-WRIGHT NYSE:CW	L3HARRIS NYSE:LHX	TT Electronics LSE:TTG	TTM Technologies NASDAQ:TTMI	KROTTOS NASDAQ:KTOS	mercury NASDAQ:MRCY
TEV	\$3,506	\$44,771	\$11,337	\$22,997	\$9,829	\$53,688	\$480	\$2,082	\$2,999	\$2,313
Market Cap	\$3,544	\$41,624	\$9,854	\$20,242	\$9,029	\$40,234	\$304	\$1,513	\$2,721	\$1,773
Revenue	\$706	\$6,597	\$5,855	\$5,636	\$2,845	\$19,419	\$835	\$2,233	\$1,037	\$895
EBITDA	\$138	\$2,120	\$618	\$1,407	\$674	\$3,690	\$41	\$283	\$81	\$23
Margin	20%	32%	11%	25%	24%	19%	5%	13%	8%	3%

Median Valuation Trends By Month

Median TEV/EBITDA by Month



Median TEV/Revenue by Month



Sources: CapIQ; Dacis, Investor Presentations, company websites and press releases

Notes: Market valuations and LTM financials from public data available as of 2/29/2024. Excludes TEV/EBITDA multiples >30.0x.



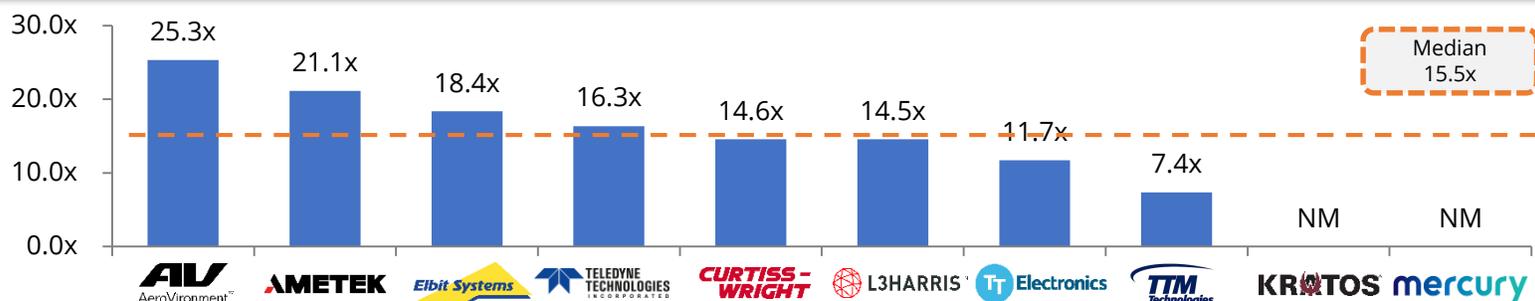
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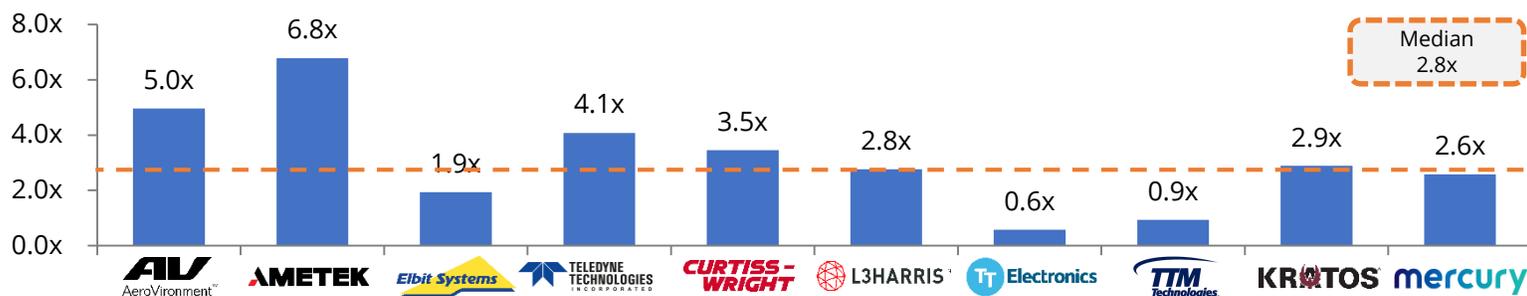
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Defense Electronics Public Trading Comparables (continued)

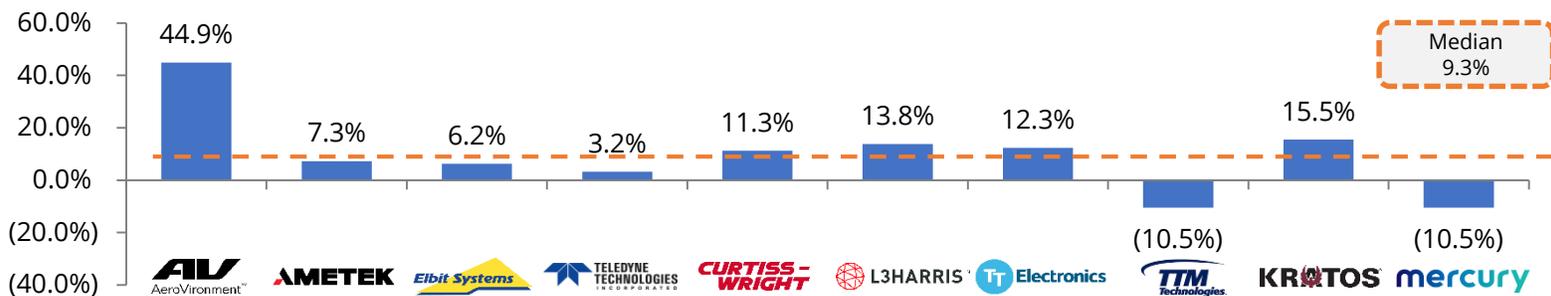
TEV/LTM EBITDA by Company



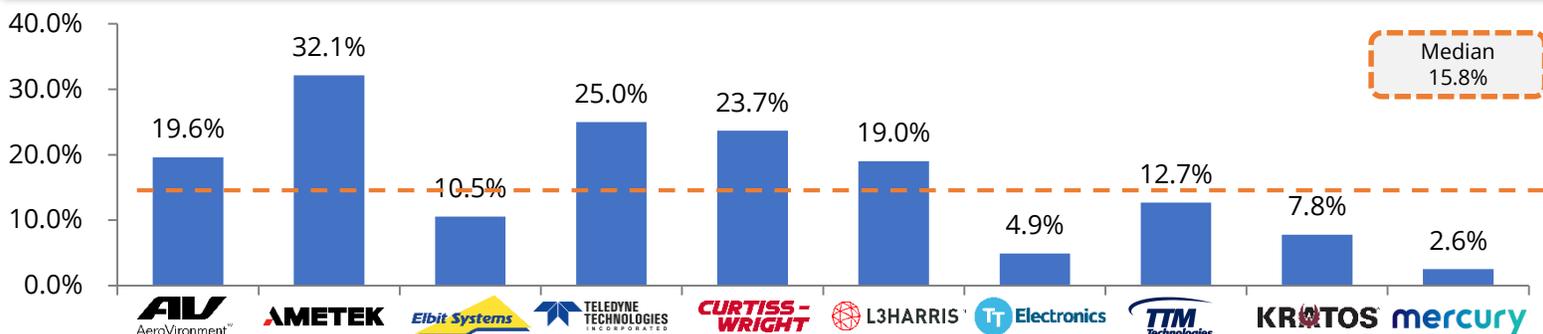
TEV/LTM Revenue by Company



LTM Revenue Y/Y Growth by Company



LTM EBITDA Margin by Company



Sources: CapIQ; Dacis, Investor Presentations, company websites and press releases

Notes: Market valuations and LTM financials from public data available as of 2/29/2024. Excludes TEV/EBITDA multiples >30.0x.



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Selected Janes Capital Partners Defense Electronics Experience

SAFRAN

has acquired

Syrlinks

ADVISOR TO SELLER

CPI Communications & Power Industries
a portfolio company of

ODYSSEY ADVISORY PARTNERS, LLC

has acquired

TMD

ADVISOR TO SELLER

SPECTRA

a platform formed by

VANCE STREET CAPITAL

has acquired

ARGON

ADVISOR TO SELLER

AMETEK

has acquired

INTELLIPOWER
High Reliability in Demanding Environments

ADVISOR TO SELLER
\$115 million

GENERAL DYNAMICS
Mission Systems

has acquired

Advatech Pacific
CROSS DOMAIN SOLUTIONS

ADVISOR TO SELLER

KRATOS
DEFENSE & SECURITY SOLUTIONS

has acquired

CEI

ADVISOR TO SELLER
\$170 million

NORTHROP GRUMMAN

has acquired

SCALED
COMPOSITES

ADVISOR TO SELLER

BOEING

has acquired

FRONTIER
SYSTEMS, INC.

ADVISOR TO SELLER

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