

# M&A Insider Report

January 2026



Defense, Government & Intelligence | Security | Critical Infrastructure | Maritime | Technology & Software | Facility Services | Unmanned Systems | Public Safety

## FIRM OVERVIEW

- Founded in 1997 and headquartered in Northern VA; 30-year history of transaction success
- Comprised of 50+ financial professionals across five offices
- Team includes career investment bankers, CPAs, certified business valuation professionals and former industry executives



## INDUSTRY FOCUSED M&A

### Defense & Government



- Intelligence Community
- Defense Services & Products

### Critical Infrastructure



- Water & Wastewater
- Energy Infrastructure

### Technology & Software



- Software as a Service (SaaS)
- Information Technology

### Unmanned Systems



- Military & Defense
- Commercial Delivery

### Security



- Physical Security Services
- Cyber Security

### Maritime



- Vessels
- Tier Two & Three Services

### Facility Services



- Military Facilities
- Correctional Facilities

### Public Safety



- Disaster Response
- Emergency Medical

## CORE BUSINESS

### Investment Banking

*Strategic Advisory Services*

- Sell-Side M&A
- Buy-Side M&A
- Debt / Equity Placements
- Employee Stock Ownership Plans
- Leveraged Transactions
- Other Advisory Services

### Business Valuation

*Valuations and Opinions*

- "Fair Value" Financial Reporting
- Fairness Opinions
- PEG Portfolio Valuations
- Purchase Price Allocations
- Estate and Gift

### Financial Consulting

*Diligence & Advisory Support*

- Buy-Side Due Diligence
- Sell-Side Due Diligence
- Transaction Advisory Support

## BY THE NUMBERS

**\$75M**

Average Transaction Size

**30**

Years Supporting Our Clients

**200+**

Closed M&A Engagements Since 2010

**15+**

Years Average Senior Team Tenures

**95%**

Close Rate 2020 - 2025

**350+**

Annual Valuation Engagements

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*Major News Stories*

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**U.S. Launches Operation in Venezuela and Captures President Nicolas Maduro**

- After months of military buildup in the Caribbean, the U.S. launched Operation Absolute Resolve in the early morning hours of January 3, successfully capturing Nicolas Maduro and his wife and bringing the two to New York to stand trial for drug trafficking charges.
- Despite his capture, the remnants of Maduro's regime seemingly remain in power and the U.S.' next steps remain unclear.

**Iran Protests Flare Up and U.S. Responds**

- In late December, protests erupted across Iran in response to a worsening economic crisis and soon evolved into a broader movement for regime change. The Iranian regime brutally cracked down on the protests, shutting down the internet in the country and firing on protestors, leaving tens of thousands dead.
- As the protests were ongoing, the U.S. relocated military assets towards the Middle East and sought a new round of negotiations to dismantle Iran's nuclear program.

**U.S. Government Funding Lapse**

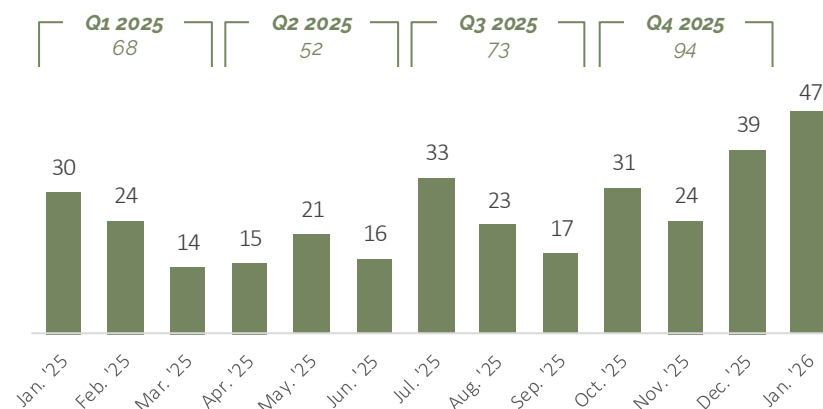
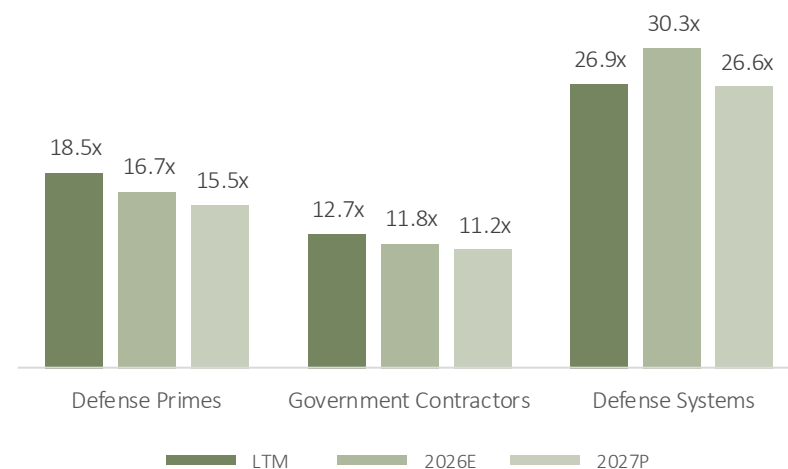
- The government entered a partial shutdown beginning on January 31 after Congress failed to pass an appropriations bill, but ended after four days when Congress passed a 14-day continuing resolution.
- The threat of a shutdown still looms, however, as there is no clear path to a compromise on DHS funding following fatal shootings in Minneapolis, where ICE and CBP have been conducting highly-publicized immigration operations.

**Low-Hire, Low-Fire Labor Market Environment**

- ADP estimated that U.S. private employers added 22,000 jobs in January, the slowest gain in three months, as the unemployment was hovering around 4.4% as of the beginning of January.
- Health care drove the gain in January, adding 74,000 jobs, while manufacturing, professional and business services, and large employers led the slowdown.

- In January, Secretary of War Hegseth announced a crackdown on companies in the 8(a) program, a Small Business Administration (SBA) initiative intended to help small, disadvantaged business grow. The program allows 8(a) companies to receive up to \$100M direct contract awards from the DoW and up to \$25M from other government agencies. In his announcement, Secretary Hegseth focused on “pass-through” arrangements, where 8(a) companies take fees without performing substantial work, instead passing it through to large companies.
- The SBA followed up on Hegseth’s rhetoric by suspending more than 1,000 companies (~25% of all participants) from the program for failing to respond to data requests as part of an audit that began in December 2025. These suspended firms are ineligible for new 8(a) awards but are required to finish work on previously awarded contracts.
- Hegseth’s announcement and the SBA’s suspensions seem to indicate a shift away from 8(a) contracting, along with the SBA recently reducing the government-wide contracting goal for small disadvantaged businesses (which includes 8(a) companies) to the statutory minimum 5% and admitting only 65 companies to the program in 2025, versus the more than 2,100 8(a)s that were admitted in the previous four years. Further, recent changes to the FAR now allow contracting officers to pull contracts out of the 8(a) program if they can move them to another small business program.

## TRANSACTIONS BY MONTH

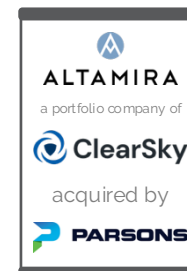
EBITDA VALUATION MULTIPLES<sup>1</sup>

**Date:** 01/07/2026**EV:** NA**EV/EBITDA:** NA*Transaction Details*

Vatn Systems, a developer of autonomous underwater vehicles, acquires Crewless Marine, a developer of underwater acoustic sensing and signal processing technologies. The acquisition strengthens Vatn's strategy to vertically integrate its tech stack and provides access to a SBIR contract with the U.S. Navy that Crewless Marine is actively performing on.

**Date:** 01/13/2026**EV:** NA**EV/Revenue:** 1.1x*Transaction Details*

Intuitive Machines, a provider of space technologies and infrastructure services, completed the acquisition of Lanteris Space Systems from Advent International. The Lanteris acquisition vertically integrates the combined company and creates a space prime that can design, manufacture, deliver, and operate both lunar and earth orbit missions.

**Date:** 01/15/2026**EV:** \$375M**EV/EBITDA:** 12.8x*Transaction Details*

Parsons acquired Altamira, a provider of analytics, signals intelligence (SIGINT), cyber, missile warning, and space capabilities to U.S. national security customers. The acquisition enhances Parsons' defense and intelligence portfolio with Altamira's ISR and analytics capabilities, space-based mission solutions, and greater presence at Intelligence Community (IC) customers.

**Date:** 01/20/2026**EV:** NA**EV/EBITDA:** NA*Transaction Details*

Falfurrias Management Partners merged JHNA, CTSi, and EXPANSIA to create a new government services platform providing digital engineering, modeling and simulation, and advanced fabrication to U.S. defense customers. The combined organization employs more than 525 professionals and operates a 100,000-square foot prototyping and fabrication facility.

**Date:** 01/23/2026**EV:** \$1.6B**EV/EBITDA:** NA*Transaction Details*

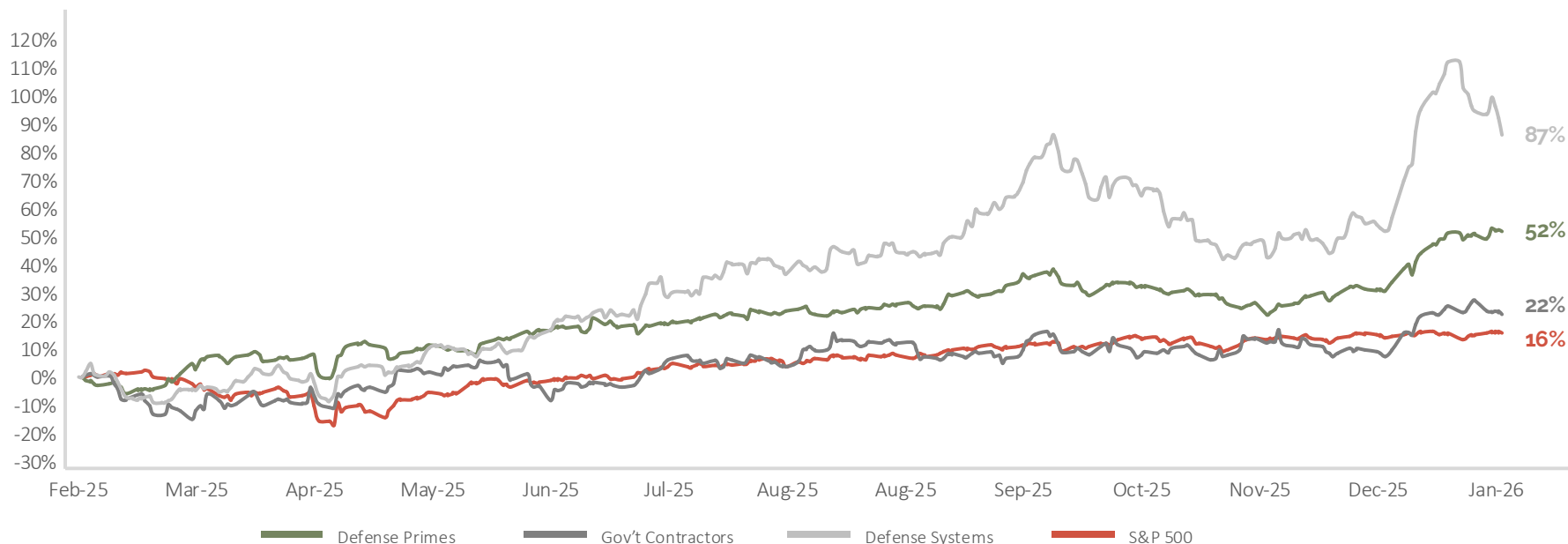
Eaton, a provider of intelligent power management solutions, completed its acquisition of Ultra PCS, a subsidiary of the Cobham Ultra Group, which is backed by private equity firm Advent International. The acquisition strengthens Eaton's military and civilian aircraft portfolio with electronic controls, sensing products, stores ejection and data processing solutions for safety and mission-critical aerospace systems.

**Date:** 01/29/2026**EV:** NA**EV/EBITDA:** NA*Transaction Details*

Reveal Technology, a developer of real-time situational awareness and 3D modeling software, acquired Anomaly Six, a provider of multi-domain intelligence tools. Anomaly Six's capabilities complement Reveal's geospatial platform and human terrain solution by correlating physical location data with behavioral patterns and network relationships in real time.

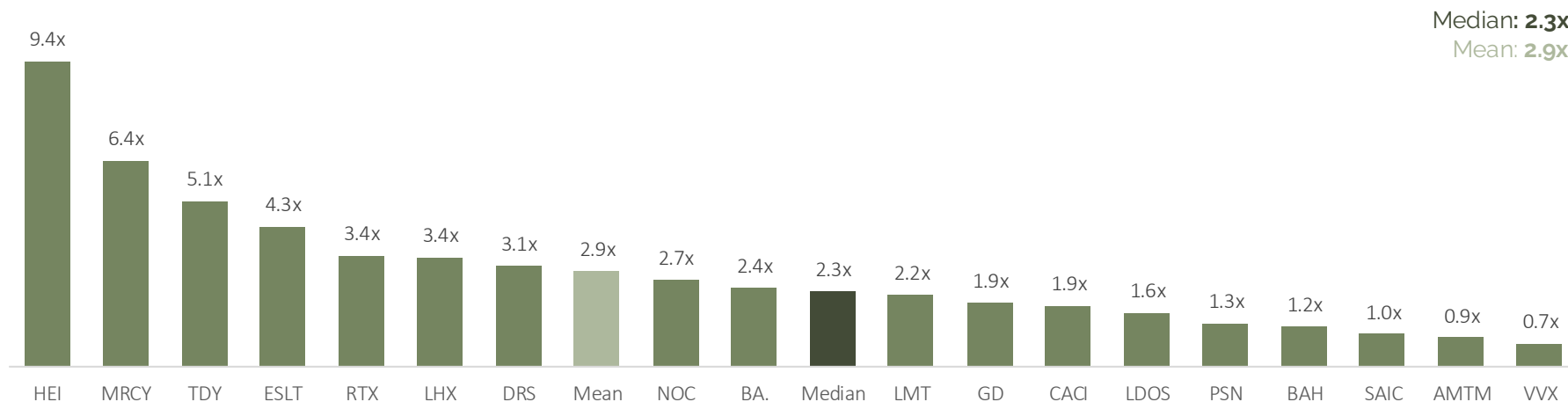
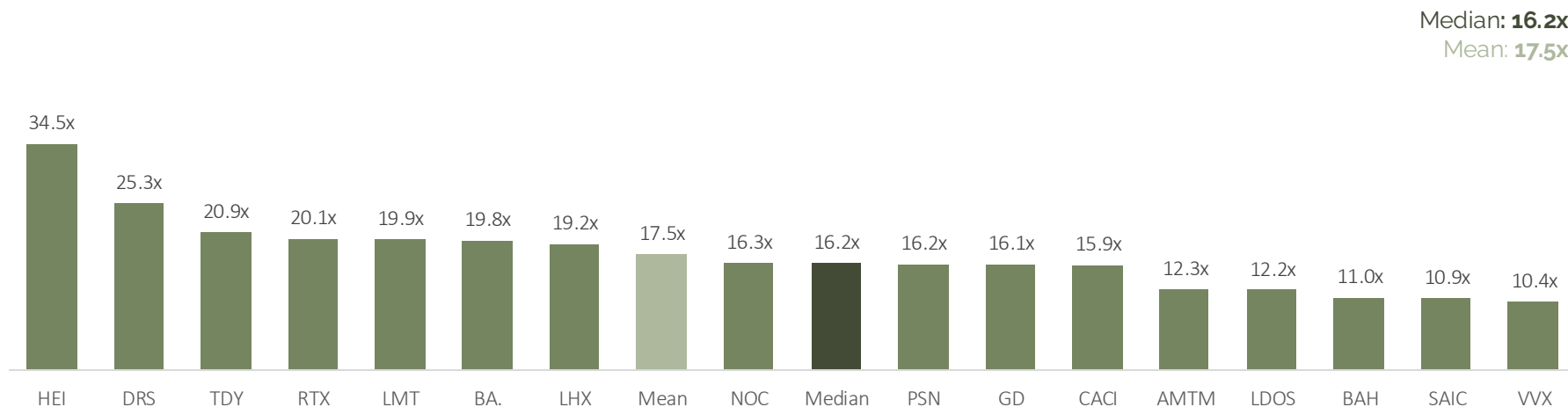
Contract Value (\$M)	Award Date	End Date	Customer	Awardee	Type	Contract Scope
5,644	01/26/2026	06/26/2035	U.S. Army	Salesforce	Firm Fixed Price, IDIQ	Establish a decentralized enterprise agreement for Salesforce products and outcome-based services for the Dept. of War (DoW)
1,419	01/13/2026	02/25/2031	U.S. Army Corps of Engineers (USACE)	Accenture Federal Services	Cost Plus Award Fee	Provide Cyber Automation Systems Technology and Lifecycle Enterprise Network (CASTLE-NET) services for USACE OCIO/G-6
1,104	01/06/2026	NA	U.S. Space Force (USSF)	InDyne	IDIQ	Provide support to Missile Warning (MW), Missile Defense (MD), and Space Domain Awareness (SDA) missions
799	01/26/2026	09/30/2031	U.S. Navy	Tessera	Firm Fixed Price, IDIQ	Provide Base Operations Support (BOS) services for Naval Base Kitsap, WA
740	01/29/2026	06/01/2033	U.S. Navy	General Dynamics Mission Systems	Cost Plus Fixed Fee	Provide support of the Strategic Weapon System (SWS), Fire Control Subsystem (FCS), and supporting services
740	01/09/2026	NA	U.S. Space Force (USSF)	SpaceX	Firm Fixed Price	Provide Lane 1 launch services in support of the Space Development Agency (SDA) and National Reconnaissance Office (NRO) missions
656	01/13/2026	01/12/2034	U.S. Navy	Amentum Mitie Pacific	Fixed Price Award Fee	Provide Base Operations Support (BOS) services at Diego Garcia, British Indian Ocean Territory (B.I.O.T)
581	01/26/2026	12/07/2028	U.S. Air Force (USAF)	Amazon Web Services	Firm Fixed Price	Provide Amazon Cloud Services in support of the Air Force's Cloud One Program and their customers
473	01/29/2026	01/27/2031	U.S. Army	Faxon Machining	Firm Fixed Price	Provide Bomb Live Unit (BLU)-136/B 2,000lb. high fragmenting bomb assemblies and CNU-417/E shipping and storage containers

Source(s): DACIS

TRAILING TWELVE MONTHS (TTM) PUBLIC EQUITY INDEX CHART<sup>1</sup>

### Market Commentary

- The Fed held rates steady at its January meeting following a series of rate cuts in the latter half of 2025. Markets do not expect any more cuts until June.
- TMG's Defense Primes (+52% in the trailing twelve months) and Defense Systems (+87%) indices continued to climb in January as the Pentagon inked long-term contracts and investment deals with major defense contractors, including a framework agreement with Lockheed Martin to quadruple THAAD missile production and a \$1B investment in L3Harris to create a standalone missile solutions business. At the same time, President Trump blasted primes like RTX for making large dividend payouts and stock buybacks rather than reinvesting their profits in additional production capacity.

TTM REVENUE VALUATION MULTIPLES<sup>1</sup>TTM EBITDA VALUATION MULTIPLES<sup>2</sup>



## DEFENSE GOVERNMENT &amp; INTELLIGENCE

	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Defense Primes												
BAE Systems	27.08	90,817	41,219	5,695	14%	45,062	6,294	14%	2.20x	15.95x	2.02x	14.43x
General Dynamics	351.09	102,244	54,672	6,617	12%	57,191	7,214	13%	1.87x	15.45x	1.79x	14.17x
L3Harris Technologies	342.85	73,505	23,367	4,366	19%	25,025	4,662	19%	3.15x	16.84x	2.94x	15.77x
Lockheed Martin	634.22	164,571	78,687	11,200	14%	82,252	11,698	14%	2.09x	14.69x	2.00x	14.07x
Northrop Grumman	692.26	111,245	43,881	6,201	14%	46,575	6,665	14%	2.54x	17.94x	2.39x	16.69x
RTX Corporation	200.93	303,365	93,298	15,559	17%	99,243	17,042	17%	3.25x	19.50x	3.06x	17.80x
<b>Average</b>	<b>\$374.74</b>	<b>\$140,958</b>	<b>\$55,854</b>	<b>\$8,273</b>	<b>15%</b>	<b>\$59,225</b>	<b>\$8,929</b>	<b>15%</b>	<b>2.52x</b>	<b>16.73x</b>	<b>2.36x</b>	<b>15.49x</b>
Gov't Contractors												
Amentum	35.78	12,562	14,300	1,098	8%	14,311	1,138	8%	0.88x	11.44x	0.88x	11.04x
Booz Allen Hamilton	88.42	13,918	11,441	1,221	11%	12,066	1,360	11%	1.22x	11.40x	1.15x	10.23x
CACI International	620.58	16,672	9,806	1,171	12%	10,238	1,294	13%	1.70x	14.23x	1.63x	12.89x
Leidos	188.28	28,373	17,262	2,405	14%	17,893	2,418	14%	1.64x	11.80x	1.59x	11.73x
Parsons	70.06	8,539	6,427	615	10%	6,662	644	10%	1.33x	13.87x	1.28x	13.26x
SAIC	101.76	7,154	7,293	695	10%	7,399	722	10%	0.98x	10.30x	0.97x	9.91x
V2X	68.83	3,131	4,473	317	7%	4,704	339	7%	0.70x	9.87x	0.67x	9.24x
<b>Average</b>	<b>\$167.67</b>	<b>\$12,907</b>	<b>\$10,143</b>	<b>\$1,075</b>	<b>10%</b>	<b>\$10,467</b>	<b>\$1,131</b>	<b>10%</b>	<b>1.21x</b>	<b>11.84x</b>	<b>1.17x</b>	<b>11.19x</b>

## DEFENSE GOVERNMENT &amp; INTELLIGENCE

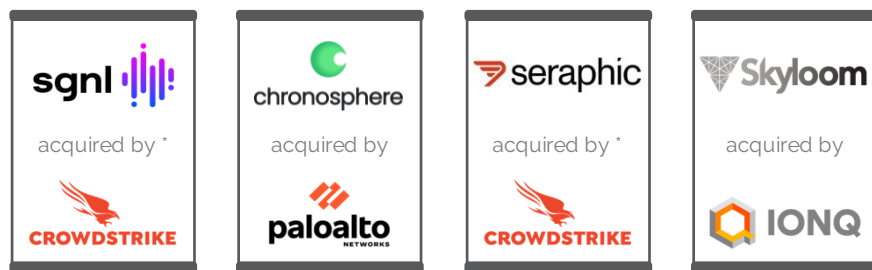
	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Defense Systems												
AeroVironment	278.39	14,075	1,688	230	14%	2,219	402	18%	8.34x	NM	6.34x	34.99x
Elbit Systems	709.58	33,327	7,884	867	11%	8,785	1,081	12%	4.23x	38.45x	3.79x	30.82x
HEICO Corporation	330.91	42,333	4,626	1,259	27%	5,125	1,400	27%	9.15x	33.62x	8.26x	30.24x
Kratos Defense & Security	103.01	16,961	1,329	118	9%	1,598	160	10%	NM	NM	NM	NM
Leonardo DRS	41.06	11,085	3,582	442	12%	3,822	508	13%	3.09x	25.10x	2.90x	21.83x
Mercury Systems	93.88	5,987	994	172	17%	1,144	253	22%	6.02x	34.78x	5.23x	23.64x
Teledyne Technologies	620.30	31,247	6,396	1,596	25%	6,717	1,715	26%	4.89x	19.57x	4.65x	18.22x
<b>Average</b>	<b>\$311.02</b>	<b>\$22,145</b>	<b>\$3,786</b>	<b>\$669</b>	<b>16%</b>	<b>\$4,201</b>	<b>\$788</b>	<b>18%</b>	<b>5.95x</b>	<b>30.30x</b>	<b>5.20x</b>	<b>26.62x</b>
Low	\$27.08	\$3,131	\$994	\$118	7%	\$1,144	\$160	7%	0.70x	9.87x	0.67x	9.24x
Mean	\$279.96	\$54,555	\$21,631	\$3,092	14%	\$22,902	\$3,350	15%	3.12x	18.60x	2.82x	17.42x
Median	\$194.61	\$22,667	\$8,845	\$1,196	13%	\$9,511	\$1,327	13%	2.20x	15.70x	2.02x	14.43x
High	\$709.58	\$303,365	\$93,298	\$15,559	27%	\$99,243	\$17,042	27%	9.15x	38.45x	8.26x	34.99x

Date	Acquirer(s)	Target(s)	Target Description	EV (\$M)	EV /	
					Rev.	EBITDA
01/06/2026	Sabel Systems	Centil	Provides systems engineering and technical services to the U.S. DoD and IC	NA	NA	NA
01/07/2026	Vatn Systems	Crewless Marine Acoustics	Develops and provides technology solutions for uncrewed maritime operations	NA	NA	NA
01/12/2025	Aurex	Alpha 2.	Provides cryptographic engineering, cybersecurity, and engineering services	NA	NA	NA
01/13/2026	Intuitive Machines	Lanteris Space	Designs and manufactures satellites, spacecraft, and related infrastructure	669	1.1x	NA
01/13/2026	B&A	Celestar	Provides intelligence analysis, data enterprise support, and training & professional services	NA	NA	NA
01/15/2026	Parsons	Altamira	Provides analytics, engineering, and data science services to national security missions	375	NA	NA
01/20/2026	Falfurrias Management Partners	JHNA, EXPANSIA Group, & Coherent Technologies	Provide technical engineering solutions to U.S. defense customers	NA	NA	NA
01/20/2026	Auria	RKF Engineering Solutions & Kythera Space Solutions	Provide satellite communications engineering services and systems	NA	NA	NA
01/22/2026	Elbit Systems	UAV Tactical Systems	Performs the UK's Watchkeeper unmanned aerial vehicles (UAV) program	NA	NA	NA
01/22/2026	Hui Huliau	Advantaged Solutions	Provides management and technology consulting services	NA	NA	NA
01/22/2026	Tetra Tech	Halvik	Provides software and management solutions for public sector customers	NA	NA	NA
01/23/2026	Eaton Corporation	Ultra PCS	Provides high integrity control products for aerospace, vehicle and soldier applications	1,550	NA	NA
01/29/2026	Reveal Technology	Anomaly 6	Provides global locational intelligence collection and analytical technologies	NA	NA	NA

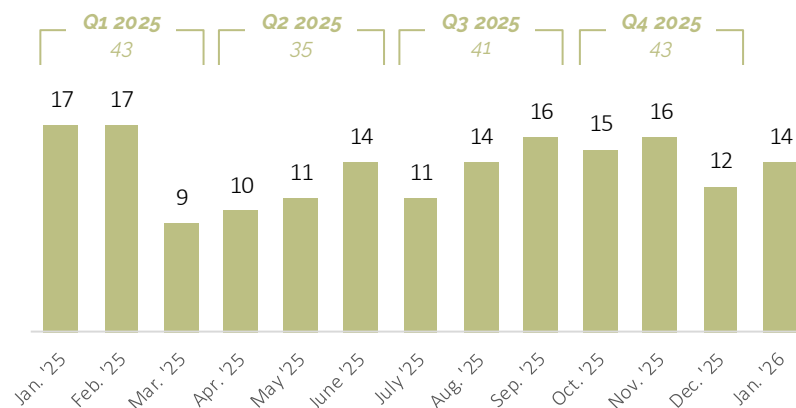
Source(s): S&amp;P Capital IQ, DACIS

- Recent reports from security researchers identify the emergence of a new Linux malware known as VoidLink. This malware is noteworthy because it appears to have been developed almost entirely using artificial intelligence. The AI model used to develop VoidLink was responsible for generating not only the code but also the associated development plans, specifications, and iterative testing workflows. This advancement demonstrates that AI is increasingly being used to enhance the entire malware lifecycle, moving beyond mere assistance with isolated coding tasks.
- Poland reportedly intercepted a suspected Russian cyberattack aimed at disrupting communications related to various smaller power generation facilities, rather than a singular, centralized entity. Officials characterized this activity as an attempt to interfere with energy operations, exploiting the increasing complexity associated with distributed power generation systems.

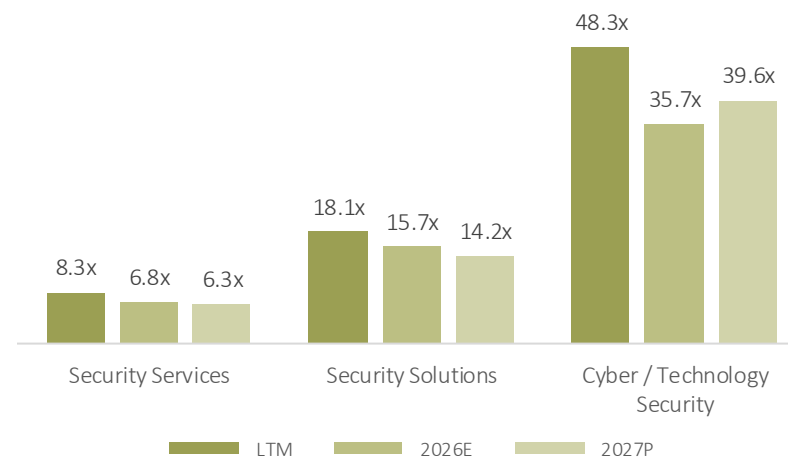
### Select January Transactions



### TRANSACTIONS BY MONTH



### EBITDA VALUATION MULTIPLES<sup>1</sup>



Source(s): Xage, Committee on Homeland Security

<sup>1</sup> For composition of indices, see page 21

\* Announced, not closed

## PHYSICAL &amp; CYBER SECURITY

	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
<b>Security Services</b>												
Securitas AB	16.59	13,413	16,921	1,640	9.7%	17,313	1,754	10.1%	0.79x	8.18x	0.77x	7.65x
The Brink's Company	127.04	8,385	5,236	977	18.7%	5,497	1,043	19.0%	1.60x	8.58x	1.53x	8.04x
Prosegur Compañía	3.34	3,812	5,894	677	11.5%	6,281	746	11.9%	0.65x	5.63x	0.61x	5.11x
Loomis AB	41.68	3,426	3,297	727	22.0%	3,485	777	22.3%	1.04x	4.71x	0.98x	4.41x
<b>Average</b>	<b>\$47.16</b>	<b>\$7,259</b>	<b>\$7,837</b>	<b>\$1,005</b>	<b>15.5%</b>	<b>\$8,144</b>	<b>\$1,080</b>	<b>15.8%</b>	<b>1.02x</b>	<b>6.78x</b>	<b>0.97x</b>	<b>6.30x</b>
<b>Security Solutions</b>												
Honeywell	227.52	166,100	39,630	10,105	25.5%	41,638	10,913	26.2%	4.19x	16.44x	3.99x	15.22x
Johnson Controls	119.26	83,833	23,812	4,138	17.4%	25,234	4,810	19.1%	3.52x	20.26x	3.32x	17.43x
Motorola	402.54	76,104	11,645	3,783	32.5%	12,598	4,199	33.3%	6.54x	20.12x	6.04x	18.13x
Allegion	8.00	14,303	5,144	2,684	52.2%	5,314	2,784	52.4%	2.78x	5.33x	2.69x	5.14x
ADT	165.39	16,186	4,071	1,014	24.9%	4,326	1,091	25.2%	3.98x	15.97x	3.74x	14.84x
Alarm.com	48.78	2,488	1,000	200	20.0%	1,041	212	20.3%	2.49x	12.45x	2.39x	11.76x
Napco Security	36.89	1,215	210	62	29.4%	239	73	30.6%	5.77x	19.61x	5.09x	16.61x
<b>Average</b>	<b>\$144.05</b>	<b>\$51,461</b>	<b>\$12,216</b>	<b>\$3,141</b>	<b>28.8%</b>	<b>\$12,913</b>	<b>\$3,440</b>	<b>29.6%</b>	<b>4.18x</b>	<b>15.74x</b>	<b>3.89x</b>	<b>14.16x</b>

## PHYSICAL &amp; CYBER SECURITY

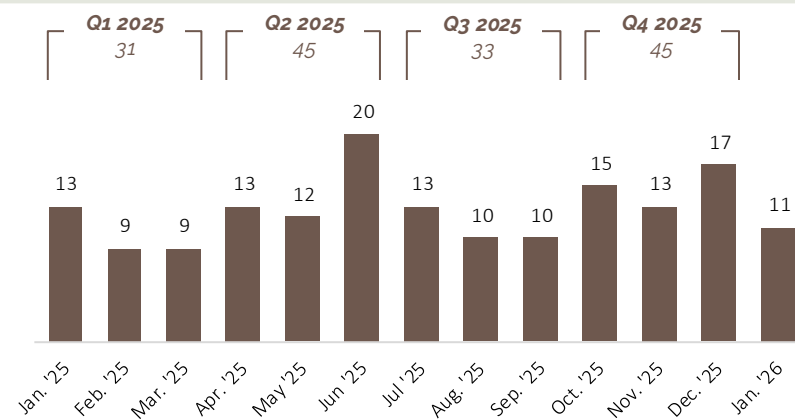
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			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
<b>Cyber Security</b>												
Palo Alto Networks	176.97	119,567	9,881	3,219	32.6%	11,195	3,567	31.9%	12.10x	37.15x	10.68x	33.52x
CrowdStrike	441.41	107,337	4,804	1,280	26.6%	5,865	1,696	28.9%	22.34x	83.86x	18.30x	63.28x
Cloudflare	177.35	61,581	2,145	480	22.4%	2,736	627	22.9%	28.71x	NA	22.51x	98.21x
Fortinet	81.26	58,394	6,755	2,484	36.8%	7,508	2,713	36.1%	8.64x	23.51x	7.78x	21.52x
Zscaler	200.01	30,411	2,984	776	26.0%	3,603	969	26.9%	10.19x	39.21x	8.44x	31.38x
Check Point Software	179.51	16,454	2,727	1,167	42.8%	2,896	1,184	40.9%	6.03x	14.09x	5.68x	13.90x
Okta	84.48	12,932	2,908	785	27.0%	3,175	859	27.1%	4.45x	16.47x	4.07x	15.05x
<b>Average</b>	<b>\$191.57</b>	<b>\$58,097</b>	<b>\$4,601</b>	<b>\$1,456</b>	<b>30.6%</b>	<b>\$5,283</b>	<b>\$1,659</b>	<b>30.7%</b>	<b>13.21x</b>	<b>35.72x</b>	<b>11.07x</b>	<b>39.55x</b>
<b>Low</b>	<b>\$3.34</b>	<b>\$1,215</b>	<b>\$210</b>	<b>\$62</b>	<b>10%</b>	<b>\$239</b>	<b>\$73</b>	<b>10%</b>	<b>0.65x</b>	<b>4.71x</b>	<b>0.61x</b>	<b>4.41x</b>
Mean	\$141.00	\$44,219	\$8,282	\$2,011	27%	\$8,886	\$2,223	27%	6.99x	20.68x	6.03x	22.29x
Median	\$123.15	\$16,320	\$4,974	\$1,091	26%	\$5,406	\$1,137	27%	4.32x	16.44x	4.03x	15.14x
High	\$441.41	\$166,100	\$39,630	\$10,105	52%	\$41,638	\$10,913	52%	28.71x	83.86x	22.51x	98.21x

- On January 30th, the Joint Interagency Task Force 401 (JIATF 401) announced the publication of the “JIATF 401 Guide for Physical Protection of Critical Infrastructure,” designed to help installation commanders and local law enforcement use passive measures to secure the nation’s most vital assets against threats from small unmanned aircraft systems (sUAS). The concept of the guide is the “Harden, Obscure, Perimeter” framework, focused on shaping environment to counter sUAS. Hardening creates physical barriers, obscuring focuses on reducing a drone’s ability to identify assets, and the perimeter aspect extends security beyond the traditional fence line, creating layered defenses to detect and deter threats before they strike.
- Chinese hackers successfully breached multiple critical infrastructure organizations in North America throughout 2025, according to Cisco Talos. The proliferation in attacks has revived concerns surrounding foreign operations against U.S. infrastructure, especially after groups like Salt Typhoon were observed targeting systems used by Congressional staff.

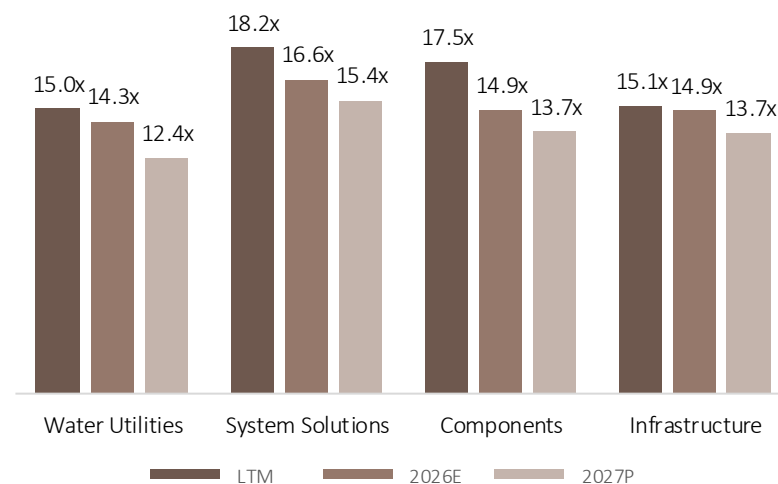
### Select January Transactions



### TRANSACTIONS BY MONTH



### EBITDA VALUATION MULTIPLES<sup>1</sup>



Source(s): Water Daily, Industrial Cyber, GWI  
1. For composition of indices, see page 21

## CRITICAL INFRASTRUCTURE

	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
<b>Water Utilities</b>												
American Water Works	129.13	40,328	5,062	2,800	55%	5,397	3,111	58%	7.97x	14.40x	7.47x	12.96x
Essential Utilities	38.79	18,947	2,387	1,250	52%	2,464	1,424	58%	7.94x	15.16x	7.69x	13.30x
California Water Service Group	44.70	4,111	1,013	345	34%	1,094	378	35%	4.06x	11.92x	3.76x	10.89x
American States Water	72.96	3,720	659	250	38%	685	266	39%	5.64x	14.86x	5.43x	13.97x
H2O America	52.04	3,753	808	317	39%	865	357	41%	4.65x	11.82x	4.34x	10.51x
Consolidated Water	37.88	489	138	27	20%	190	38	20%	3.55x	18.18x	2.57x	12.73x
Global Water Resources	8.67	366	56	26	47%	61	30	49%	6.54x	13.94x	6.01x	12.33x
<b>Average</b>	<b>\$54.88</b>	<b>10,245</b>	<b>1,446</b>	<b>717</b>	<b>41%</b>	<b>1,537</b>	<b>801</b>	<b>43%</b>	<b>5.76x</b>	<b>14.33x</b>	<b>5.33x</b>	<b>12.38x</b>
<b>System Solutions</b>												
Danaher	218.89	168,543	25,623	8,199	32%	27,059	8,849	33%	6.58x	20.56x	6.23x	19.05x
Xylem	137.87	34,703	9,008	1,994	22%	9,329	2,148	23%	3.85x	17.40x	3.72x	16.16x
Dover	201.49	29,286	8,567	1,989	23%	8,950	2,129	24%	3.42x	14.72x	3.27x	13.76x
Pentair	105.37	18,808	4,345	1,194	27%	4,548	1,278	28%	4.33x	15.75x	4.13x	14.72x
IDEX	198.55	16,196	3,541	951	27%	3,729	1,017	27%	4.57x	17.03x	4.34x	15.93x
A. O. Smith	73.49	10,231	3,988	860	22%	4,138	907	22%	2.57x	11.89x	2.47x	11.28x
Watts Water Technologies.	299.31	9,722	2,423	522	22%	2,599	566	22%	4.01x	18.61x	3.74x	17.18x
<b>Average</b>	<b>\$176.42</b>	<b>41,070</b>	<b>8,214</b>	<b>2,244</b>	<b>25%</b>	<b>8,622</b>	<b>2,413</b>	<b>26%</b>	<b>4.19x</b>	<b>16.57x</b>	<b>3.99x</b>	<b>15.44x</b>



## CRITICAL INFRASTRUCTURE

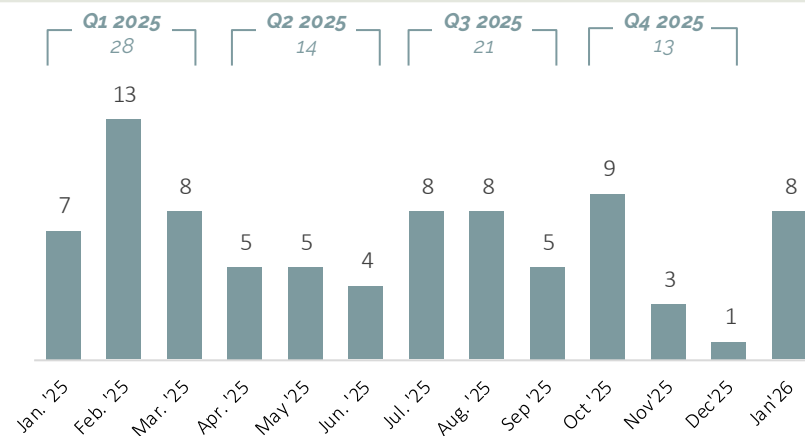
Components	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Graco Inc.	87.33	13,841	2,365	774	33%	2,476	823	33%	5.85x	17.88x	5.59x	16.82x
Flowserve Corporation	78.15	10,832	4,770	773	16%	4,970	844	17%	2.27x	14.02x	2.18x	12.84x
Franklin Electric Co., Inc.	99.62	4,607	2,141	335	16%	2,243	359	16%	2.15x	13.74x	2.05x	12.84x
Mueller Water Products, Inc.	27.07	4,281	1,439	332	23%	1,477	360	24%	2.97x	12.91x	2.90x	11.89x
The Gorman-Rupp Company	54.49	1,714	683	121	18%	714	123	17%	2.51x	14.14x	2.40x	13.98x
Energy Recovery, Inc.	14.59	712	150	42	28%	166	51	30%	4.74x	16.88x	4.29x	14.06x
<b>Average</b>	<b>\$60.21</b>	<b>5,998</b>	<b>1,925</b>	<b>396</b>	<b>22%</b>	<b>2,008</b>	<b>426</b>	<b>23%</b>	<b>3.42x</b>	<b>14.93x</b>	<b>3.23x</b>	<b>13.74x</b>
Infrastructure												
AECOM	96.43	14,440	15,653	1,197	8%	13,751	1,223	9%	0.92x	12.06x	1.05x	11.81x
Tetra Tech	37.66	10,611	4,314	648	15%	NA	NA	NA	2.46x	16.38x	NA	NA
Clean Harbors	259.91	16,255	5,995	1,165	19%	6,228	1,231	20%	2.71x	13.95x	2.61x	13.20x
EMCOR Group	720.73	32,041	16,756	1,738	10%	17,816	1,879	11%	1.91x	18.43x	1.80x	17.05x
Arcosa	114.47	7,039	2,886	580	20%	3,046	618	20%	2.44x	12.14x	2.31x	11.39x
Primoris Services	148.25	8,541	7,529	525	7%	8,053	565	7%	1.13x	16.26x	1.06x	15.11x
<b>Average</b>	<b>\$229.58</b>	<b>14,821</b>	<b>8,856</b>	<b>976</b>	<b>13%</b>	<b>9,779</b>	<b>1,103</b>	<b>13%</b>	<b>1.93x</b>	<b>14.87x</b>	<b>1.77x</b>	<b>13.71x</b>
<b>Low</b>	<b>\$8.67</b>	<b>\$366</b>	<b>\$56</b>	<b>\$26</b>	<b>7%</b>	<b>\$61</b>	<b>\$30</b>	<b>7%</b>	<b>0.92x</b>	<b>11.82x</b>	<b>1.05x</b>	<b>10.51x</b>
<b>Mean</b>	<b>\$129.15</b>	<b>\$18,620</b>	<b>\$5,088</b>	<b>\$1,114</b>	<b>26%</b>	<b>\$5,282</b>	<b>\$1,223</b>	<b>27%</b>	<b>3.91x</b>	<b>15.19x</b>	<b>3.74x</b>	<b>13.83x</b>
<b>Median</b>	<b>\$91.88</b>	<b>\$10,421</b>	<b>\$3,213</b>	<b>\$710</b>	<b>23%</b>	<b>\$3,046</b>	<b>\$823</b>	<b>24%</b>	<b>3.70x</b>	<b>14.79x</b>	<b>3.72x</b>	<b>13.30x</b>
<b>High</b>	<b>\$720.73</b>	<b>\$168,543</b>	<b>\$25,623</b>	<b>\$8,199</b>	<b>55%</b>	<b>\$27,059</b>	<b>\$8,849</b>	<b>58%</b>	<b>7.97x</b>	<b>20.56x</b>	<b>7.69x</b>	<b>19.05x</b>

- In the beginning of 2026, the maritime section saw exceptional volatility primarily driven by geopolitical factors and regulatory risks
- Global container demand growth remained modest, while fleet capacity grew from substantial new deliveries, putting downward pressure on rates longer-term.
- Ongoing Red Sea/Suez Canal tension continued to extend transit times, though a potential gradual return to Suez was discussed by major players like Maersk in January.
- The January 2026 M&A market showed selective, opportunistic activity rather than a broad wave of consolidation, with participants prioritizing strategic fit and niche expansion amid ongoing volatility in freight markets and fleet oversupply pressures

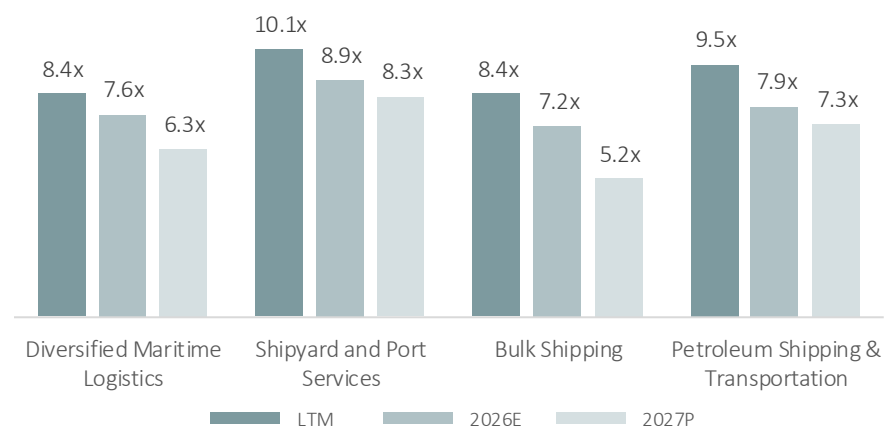
### Select January Transactions



### TRANSACTIONS BY MONTH



### EBITDA VALUATION MULTIPLES<sup>1</sup>



## MARITIME TRANSPORT &amp; FACILITIES

	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
<b>Diversified Maritime Logistics</b>												
Kirby Corporation	117.66	7,585	3,454	772	22%	3,676	854	23%	2.20x	9.83x	2.06x	8.88x
Matson, Inc.	160.30	5,624	3,340	690	21%	3,431	687	20%	1.68x	8.15x	1.64x	8.19x
ArcBest Corporation	90.22	2,357	4,149	316	8%	4,393	388	9%	0.57x	7.45x	0.54x	6.07x
Navios Maritime Partners L.P.	59.81	3,823	1,201	724	60%	1,407	910	65%	3.18x	5.28x	2.72x	4.20x
Diana Shipping Inc.	2.32	660	204	89	44%	269	157	58%	3.24x	7.42x	2.45x	4.21x
<b>Average</b>	<b>\$86.06</b>	<b>4,010</b>	<b>2,469</b>	<b>518</b>	<b>31%</b>	<b>2,635</b>	<b>599</b>	<b>35%</b>	<b>2.17x</b>	<b>7.63x</b>	<b>1.88x</b>	<b>6.31x</b>
<b>Shipyard &amp; Port Services</b>												
International Container	10.89	25,486	3,153	2,068	66%	3,597	2,336	65%	8.08x	12.32x	7.09x	10.91x
DEME Group	199.83	5,606	4,933	1,025	21%	5,139	1,002	20%	1.14x	5.47x	1.09x	5.59x
Tidewater	62.49	3,341	1,342	589	44%	1,353	563	42%	2.49x	5.67x	2.47x	5.93x
Great Lakes	14.98	1,473	848	169	20%	895	169	19%	1.74x	8.70x	1.65x	8.71x
Orion Group	12.22	564	842	45	5%	879	55	6%	0.67x	12.51x	0.64x	10.35x
<b>Average</b>	<b>\$60.08</b>	<b>7,294</b>	<b>2,223</b>	<b>779</b>	<b>31%</b>	<b>2,373</b>	<b>825</b>	<b>30%</b>	<b>2.82x</b>	<b>8.93x</b>	<b>2.59x</b>	<b>8.30x</b>
<b>Dry Bulk Shipping</b>												
Star Bulk	22.95	3,400	834	321	38%	1,081	539	50%	4.08x	10.60x	3.14x	6.31x
Costamare	16.78	3,117	966	616	64%	803	590	73%	3.23x	5.06x	3.88x	5.28x
Danaos	103.45	1,934	988	724	73%	971	711	73%	1.96x	2.67x	1.99x	2.72x
Global Ship Lease	37.54	1,570	751	523	70%	744	516	69%	2.09x	3.00x	2.11x	3.04x

## MARITIME TRANSPORT &amp; FACILITIES

	Stock Price 1/31/26	Enterprise Value	CY2026E			2027P			TEV/2026E		TEV/2027P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
<b>Dry Bulk Shipping</b>												
Safe Bulkers	5.71	985	257	130	50%	277	148	53%	3.83x	7.60x	3.55x	6.67x
Pangaea Logistics	8.48	885	626	89	14%	734	138	19%	1.41x	9.92x	1.21x	6.42x
Genco Shipping & Trading	20.90	979	224	85	38%	325	166	51%	4.37x	11.53x	3.01x	5.92x
<b>Average</b>	<b>\$30.83</b>	<b>1,839</b>	<b>664</b>	<b>355</b>	<b>50%</b>	<b>705</b>	<b>401</b>	<b>56%</b>	<b>3.00x</b>	<b>7.20x</b>	<b>2.70x</b>	<b>5.19x</b>
<b>Petroleum Products Transportation</b>												
Scorpio Tankers	63.62	3,230	903	514	57%	878	489	56%	3.58x	6.28x	3.68x	6.60x
International Seaways	59.65	3,337	813	460	57%	846	447	53%	4.11x	7.26x	3.94x	7.46x
DHT Holdings	14.33	2,497	368	278	75%	477	391	82%	6.78x	8.99x	5.24x	6.38x
Teekay Tankers	64.52	1,475	633	292	46%	639	291	45%	2.33x	5.06x	2.31x	5.07x
Nordic American Tankers	4.16	1,246	193	97	50%	241	142	59%	6.45x	12.87x	5.17x	8.80x
Ardmore Shipping	12.92	625	192	87	45%	NA	67	NA	3.25x	7.18x	NA	9.32x
<b>Average</b>	<b>\$36.53</b>	<b>2,068</b>	<b>517</b>	<b>288</b>	<b>55%</b>	<b>616</b>	<b>305</b>	<b>59%</b>	<b>4.42x</b>	<b>7.94x</b>	<b>4.07x</b>	<b>7.27x</b>
<b>Low</b>	<b>\$2.32</b>	<b>\$564</b>	<b>\$192</b>	<b>\$45</b>	<b>5%</b>	<b>\$241</b>	<b>\$55</b>	<b>6%</b>	<b>0.57x</b>	<b>2.67x</b>	<b>0.54x</b>	<b>2.72x</b>
<b>Mean</b>	<b>\$50.68</b>	<b>\$3,557</b>	<b>\$1,357</b>	<b>\$465</b>	<b>43%</b>	<b>\$1,503</b>	<b>\$511</b>	<b>46%</b>	<b>3.15x</b>	<b>7.86x</b>	<b>2.80x</b>	<b>6.65x</b>
<b>Median</b>	<b>\$22.95</b>	<b>\$2,357</b>	<b>\$842</b>	<b>\$321</b>	<b>45%</b>	<b>\$879</b>	<b>\$447</b>	<b>52%</b>	<b>3.18x</b>	<b>7.45x</b>	<b>2.46x</b>	<b>6.38x</b>
<b>High</b>	<b>\$199.83</b>	<b>\$25,486</b>	<b>\$4,933</b>	<b>\$2,068</b>	<b>75%</b>	<b>\$5,139</b>	<b>\$2,336</b>	<b>82%</b>	<b>8.08x</b>	<b>12.87x</b>	<b>7.09x</b>	<b>10.91x</b>

## Defense, Government &amp; Intelligence

## Defense Primes

BAE Systems	BA
General Dynamics	GD
L3Harris Technologies	LHX
Lockheed Martin	LMT
Northrop Grumman	NOC
RTX Corporation	RTX

## Government Contractors

Amentum	AMTM
Booz Allen Hamilton	BAH
CACI International	CACI
Leidos	LDOS
Parsons	PSN
SAIC	SAIC
V2X	VVX

## Defense Systems

AeroVironment	AVAV
Elbit Systems	ESLT
HEICO	HEI
Kratos Defense & Security	KTOS
Leonardo DRS	DRS
Mercury Systems	MRCY
Teledyne Technologies	TDY

## Physical &amp; Cyber Security

## Security Services

Securitas AB	SECU B
The Brink's Company	BCO
Prosegur	PSG
Loomis AB	LOOMIS

## Security Solutions

Honeywell International	HON
Johnson Controls International	JCI
Motorola Solutions	MSI
ADT	ADT
Allegion	ALLE
Alarm.com Holdings	ALRM
Napco Security Technologies	NSSC

## Cyber Security

Palo Alto Networks	PANW
CrowdStrike	CRWD
Fortinet	FTNT
Zscaler	ZS
Cloudflare	NET
Check Point	CHKP
Okta	OKTA

## Critical Infrastructure

## Water Utilities

American Water Works	AWK
Essential Utilities	WTRG
California Water Service	CWT
American States Water	AWR
SJW Group	SJW
Consolidated Water	CWCO
Global Water Resources	GWRS

## System Solutions

Danaher	DHR
Dover	DOV
Xylem	XYL
IDEX	IEX
Pentair	PNR
A. O. Smith	AOS
Watts Water Technologies	WTS

## Components

Graco	GGG
Flowserve	FLS
Franklin Electric	FELE
Badger Meter	BMI
SPX FLOW	FLOW
Mueller Water Products	MWA
The Gorman-Rupp	GRC
Energy Recovery	ERII

## Infrastructure

AECOM	ACM
Tetra Tech	TTEK
Clean Harbors	CLH
EMCOR Group	EME
Arcosa	ACA
Primoris Services	PRIM

## Maritime Transport &amp; Facilities

## Diversified Maritime Logistics

ArcBest	ARCB
Matson	MATX
Kirby	KEX
Navios Maritime	NMM
Diana Shipping	DSX

## Shipyard &amp; Port Services

International Container Serv.	ICT
Great Lakes Dredge & Dock	GLDD
Tidewater	TDW
Orion Group	ORN
DEME Group NV	DEME

## Dry Bulk Shipping

Costamare	CMRE
Star Bulk Carriers	SBLK
Danaos	DAC
Global Ship Lease	GSL
Safe Bulkers	SB
Pangaea Logistics	PANL
Genco Shipping & Trading	GNK

## Petroleum Products Transportation

Scorpio Tankers	STNG
International Seaways	INSW
Teekay Tankers	TNK
DHT Holdings	DHT
Nordic American Tankers	NAT
Ardmore Shipping	ASC



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