

May 2025

M&A Insider Report



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

8B+

Transaction Value Since
2010

30

Years Supports Our Clients

160+

Closed M&A Engagements
Since 2010

15+

Years Average Senior
Team Tenures

93%

Close Rate 2019 - 2024

350+

Annual Valuation
Engagements

Major News Stories

**Moody's Downgrade of U.S. Credit Rating**

- On May 16, Moody's Ratings downgraded U.S. credit rating, making it the first time all three major credit rating agencies, Moody's, S&P, and Fitch, have rated U.S. credit below their top rating
- The nation's high and rising debt and growing federal interest payments were the two primary reasons for the rating downgrade

**The S&P 500 Posts its Longest Winning Streak in 20 Years**

- On May 2, the S&P 500 achieved its longest winning streak since November 2004, with nine consecutive days of gains, effectively offsetting the earlier losses that followed President Trump's "Liberation Day" tariff announcement
- On Monday, May 5, the streak was snapped with the S&P declining by 0.6%. Since then, the S&P 500 has grown another 4.6%, as of May 30

**U.S and China Agree to Temporary Tariff Truce**

- On May 12, the U.S. and China agreed to a 90-day suspension of most tariffs, aiming to ease trade tensions and create space for further negotiations
- As part of this deal, the U.S. will lower tariffs on Chinese goods from 145% to roughly 30%, while China will reduce its tariffs on American imports to 10%, signaling a tentative step toward broader trade cooperation

**U.S. Job Growth Slows to 139,000 in May**

- In May, the United States experienced an increase of 139,000 jobs, a slight decline from the 147,000 jobs added in April, yet it surpassed expectations
- The unemployment rate remained steady at 4.2%, although there was a reduction of 625,000 in the labor force
- Additionally, federal employment saw a decline of 22,000 positions, in line with ongoing government cost-cutting measures

Engagement Overview

- The McLean Group serves as the exclusive financial advisor to Ampsight
- Ampsight is a provider of multi-cloud engineering, cybersecurity, and artificial intelligence solutions specifically designed for federal agencies
- The Company was acquired by Vibrint, a provider of high-performance computing, SIGINT research, software and systems development, and mission resilience solutions aimed at national security clients
- This acquisition offers Vibrint valuable access to new clientele, including those in the geospatial sector, and enhances its capacity to deliver customized, high-performance technologies throughout the entire IT lifecycle



Close Date:

May. 19th, 2025

Engagement Overview

- The McLean Group was mandated as the sell-side advisor for Filtra Systems to explore a complete change of control.
- Filtra Systems is a leader in custom-engineered industrial filtration and separation solutions, providing systems and services across multiple verticals including industrial water filtration, metal cutting, air filtration, chemical & mining, and dust collection
- Komline-Sanderson, a portfolio company of SRM Equity Partners and Satori Capital, is a leader in advanced separation technologies, serving three core markets: water & process, agricultural & renewables, and industrials
- The acquisition strengthens Komline-Sanderson's position in the industrial filtration industry, provides access to Filtra System's 21,000+ system install base, and adds a range of new products to the Company's portfolio

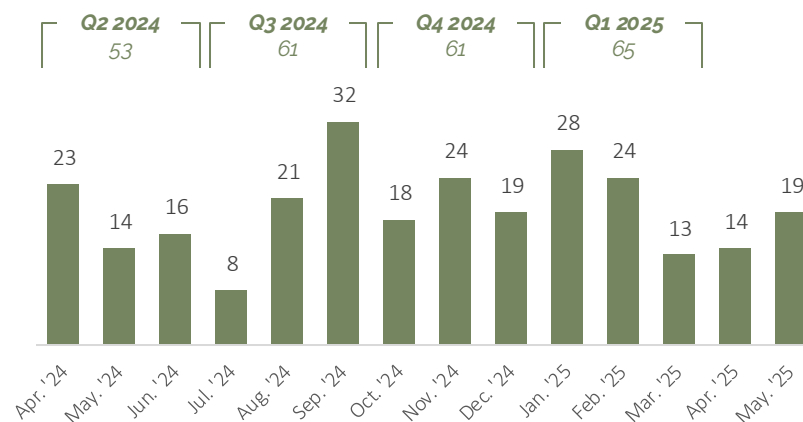
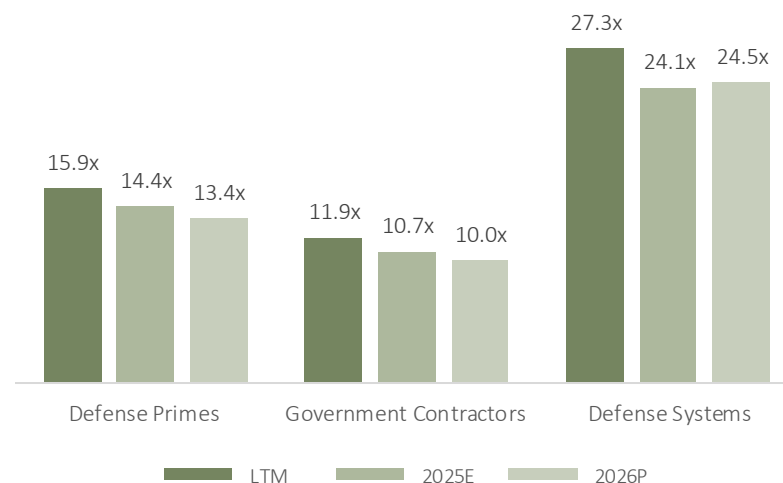


Close Date:

May 30th, 2025

- On May 31, Ukraine commenced a strategic operation designated as Operation Spider's Web. This initiative involved the deployment of AI-controlled drones strategically concealed within container trucks, with the objective of targeting Russian airbases. The Ukrainian forces successfully infiltrated drones equipped with explosives into Russian territory, which were then utilized to engage significant military installations. These coordinated attacks resulted in the damage or destruction of numerous strategic bombers, including Tu-95s and Tu-22s, leading to substantial financial losses in aircraft that Russia is no longer capable of manufacturing.
- On May 30, Raytheon was awarded a sole-source contract valued at \$537M by the U.S. Navy to support the integration and production of the AN/SPY-6(V) air and missile defense radar system. This contract entails the integration of the SPY-6(V) radar into the USS Jack H. Lucas, an Arleigh Burke-class destroyer, as well as several additional surface vessels. This initiative is part of the Navy's broader mission to enhance air and missile defense capabilities across 65 ships over the next decade.
- Lockheed Martin plans to enhance the F-35 by integrating sixth-generation technologies, with the objective of delivering 80% of the capabilities associated with the NGAD fighter at approximately half the cost. These advancements, which draw on elements from Lockheed's NGAD proposal, will feature improved stealth, new weaponry, and unmanned piloting capabilities. Additionally, the F-35 will be engineered to operate seamlessly alongside other aircraft and drones, in line with the Air Force's concept of a "family of systems" to achieve air superiority.

TRANSACTIONS BY MONTH

EBITDA VALUATION MULTIPLES¹



Transaction Details

Blue Halo, a portfolio company of Arlington Capital Partners, is a leading global defense technology company with integrated capabilities across ground, air, maritime, cyber, and space domains. The acquisition provides AeroVironment with a cadre of skilled employees and new capabilities, creating an organization that is built to accelerate innovation and deliver operational impacts across all domains

Date: 5/1/2025

EV: \$4,100M

EV / EBITDA: NA



Transaction Details

Star Lab provides anti-tamper and cybersecurity software to safeguard mission-critical processors from advanced attacks. The acquisition expands Mercury's portfolio of products and services including rugged servers, embedded processing cards, mixed signal cards, avionics, and integrated processing services. Star Labs will be integrated into Mercury's processing technologies business unit

Date: 5/1/2025

EV: NA

EV / EBITDA: NA



Transaction Details

SpearMC is a consulting firm specializing in Oracle PeopleSoft and Oracle Cloud applications, with a strong presence across higher education, healthcare, and public sector clients. The acquisition enhances Mythics' capabilities in cloud migration and enterprise system support. It also expands the company's footprint in government, while reinforcing its position as an Oracle integrator focused on both commercial and public sector growth

Date: 5/6/2025

EV: NA

EV / EBITDA: NA



Transaction Details

StackArmor is a premier provider of FedRAMP, FISMA/RMF, CMMC/DFARS compliance acceleration, cloud, and security automation solutions to government agencies and the industrial base. The acquisition helps Tyto Athene deliver secure and cost-efficient digital infrastructure to government and defense customers through automation

Date: 5/8/2025

EV: NA

EV / EBITDA: NA



Transaction Details

Kinectrics is a provider of life cycle management solutions for the power industry, offering specialized testing, inspection, and engineering services across nuclear, electric, renewable, and fossil energy systems. The acquisition enhances BWXT's capabilities in the commercial nuclear power and medical isotope markets, expand its global presence, and support the growing demand for nuclear new builds and life extension projects

Date: 5/20/2025

EV: \$546M

EV / EBITDA: NA



Transaction Details

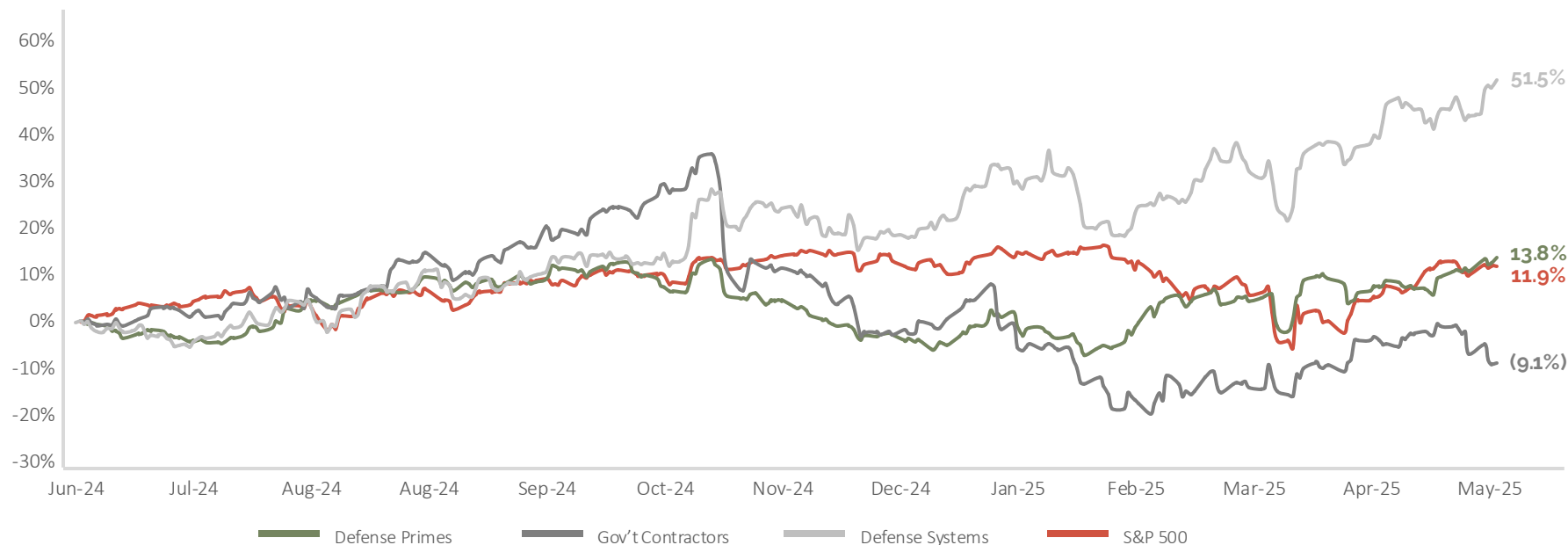
Kudu Dynamics is a cybersecurity company specializing in AI-enabled, non-kinetic effects such as scalable hardware reverse engineering, and automated targeting for the Defense sector. This acquisition helps Leidos accelerate its strategy of AI-enabled offensive cyber operations, electromagnetic spectrum operations, and vulnerability research as part of its NorthStar 2030 growth strategy

Date: 5/23/2025

EV: \$300M

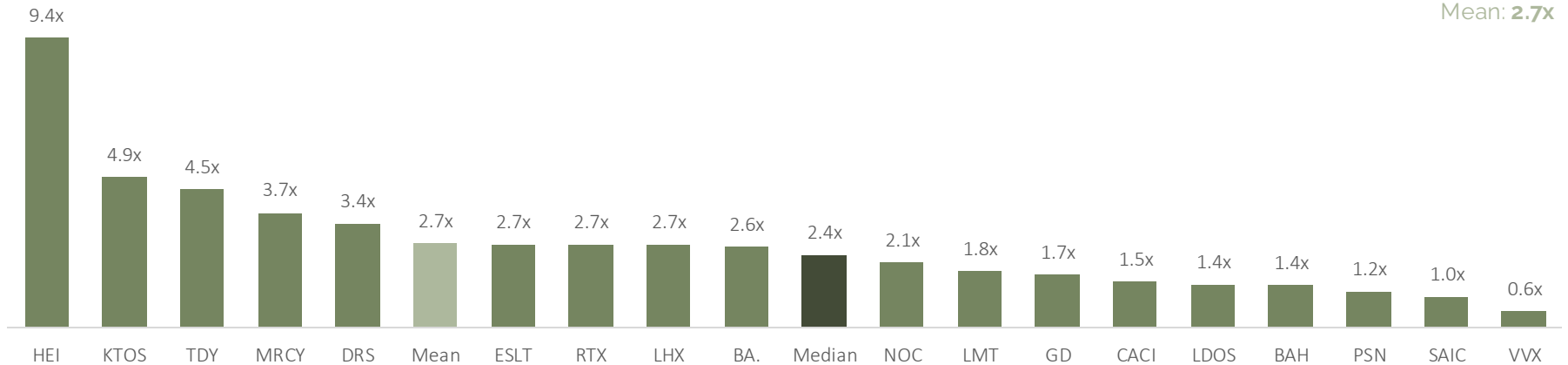
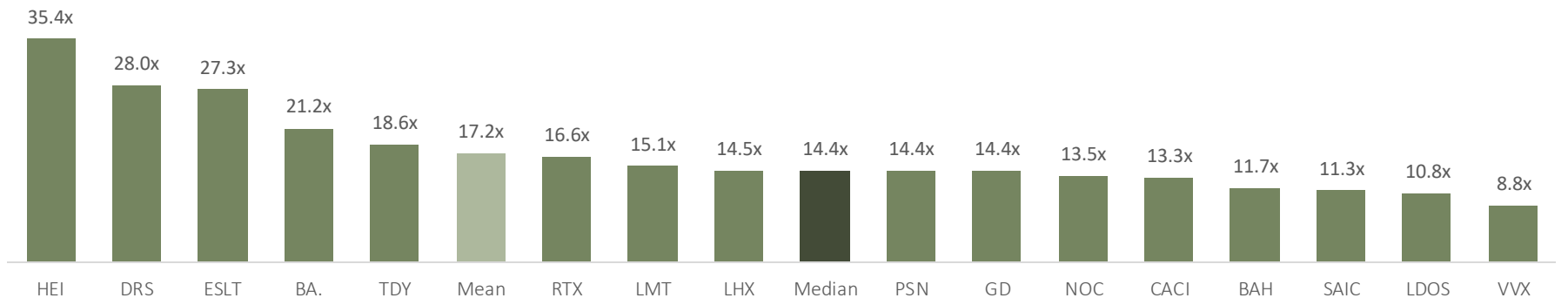
EV / EBITDA: NA

Contract Value (\$M)	Award Date	End Date	Customer	Awardee	Type	Contract Scope
2,885.6	5/30/2025	5/29/2030	Naval Sea Systems Command (NAVSEA)	Raytheon	Cost Plus, Fixed Price, Time & Materials	Produce and repair AN/SPY-6(V) family of radars for the U.S. Navy and Foreign Military Sales
1,000.0	5/16/2025	3/31/2031	Missile Defense Agency (MDA)	Raytheon	Fixed Price	Manufacture and assemble the Standard Missile-3 Block IB All-Up Rounds (AURs)
855.1	5/21/2025	5/23/2030	U.S. Army Intelligence and Security Command (INSCOM)	CACI	Cost Plus	Provide Global Intelligence Logistics and Engineering (GILE) services
742.2	5/9/2025	5/31/2027	U.S. Army Program Executive Office Missiles and Space (PEO MS)	Lockheed Martin	Fixed Price	Provide M142 High Mobility Artillery Rocket System (HIMARS) Full Rate Production (FRP) Lot 16 units
615.7	5/14/2025	5/13/2032	U.S. National Geospatial-Intelligence Agency (NGA)	Lockheed Martin	Cost Plus, Time & Materials	Ensure the continued sustainment of the legacy GEOINT Information Management Services (GIMS) baseline
580.0	5/16/2025	1/31/2028	Naval Air Systems Command (NAVSEA)	Raytheon	Cost Plus	Provide initial production of AN/ALQ-249 Next Generation Jammer Mid-Band (NGJ-MB) ship set
564.0	5/28/2025	5/27/2030	General Services Administration (GSA)	Cognosante	Fixed Price, Time & Materials	Provide support for the Military OneSource program
547.7	5/24/2025	12/30/2030	U.S. Army Program Executive Office Missiles and Space (PEO MS)	Lockheed Martin	Cost Plus, Fixed Price	Provide recapitalization support of the Multiple Launch Rocket System (MLRS) into the M270A2 configuration
536.7	5/30/2025	11/30/2029	Naval Sea Systems Command (NAVSEA)	Northstar Maritime Dismantlement Services	Fixed Price	Provide dismantlement services for the recently decommissioned CVN 65 nuclear-powered aircraft carrier

TRAILING TWELVE MONTHS (TTM) PUBLIC EQUITY INDEX CHART¹

Market Commentary

- The TMG Defense Systems Index has continued to perform well despite the Administration's and DOGE's focus on cutting government spending, driven by top performers Elbit Systems (+97% over the past year), Leonardo DRS (+79%), and Kratos Defense & Security (+69%).
- The Government Contracting Index has continued to lag behind the broader market due to diminishing investor confidence. This trend has been largely influenced by the scrutiny surrounding large IT & management consulting contracts. Additionally, ongoing concerns regarding proposed budget cuts and shifts in policy within the defense and government services sector have further contributed to this apprehension.
- The Defense Primes Index experienced an increase in mid-May, largely due to renewed investor optimism driven by geopolitical developments in the Middle East. Reports of significant U.S. defense agreements during President Trump's visits to various Middle Eastern countries heightened expectations for increased foreign military sales, contributing to the sector's strong performance.

TTM REVENUE VALUATION MULTIPLES¹Median: **2.4x**Mean: **2.7x**TTM EBITDA VALUATION MULTIPLES²Median: **14.4x**Mean: **17.2x**

DEFENSE GOVERNMENT & INTELLIGENCE

	Stock Price 5/31/2025	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Defense Primes												
BAE Systems	25.62	86,264	41,248	5,779	14%	44,009	6,176	14%	2.09x	14.93x	1.96x	13.97x
General Dynamics	278.49	84,898	50,390	6,125	12%	52,567	6,623	13%	1.68x	13.86x	1.62x	12.82x
L3Harris Technologies	244.34	57,412	21,557	3,915	18%	22,740	4,237	19%	2.66x	14.67x	2.52x	13.55x
Lockheed Martin	482.38	131,521	74,370	10,595	14%	77,207	11,013	14%	1.77x	12.41x	1.70x	11.94x
Northrop Grumman	484.77	85,864	42,130	5,804	14%	44,116	6,323	14%	2.04x	14.79x	1.95x	13.58x
RTX Corporation	136.48	221,948	84,226	13,959	17%	89,119	15,148	17%	2.64x	15.90x	2.49x	14.65x
Average	\$275.35	\$111,318	\$52,320	\$7,696	15%	\$54,960	\$8,253	15%	2.15x	14.43x	2.04x	13.42x
Gov't Contractors												
Amentum	20.66	9,312	14,099	1,087	8%	14,480	1,146	8%	0.66x	8.57x	0.64x	8.13x
Booz Allen Hamilton	106.25	16,529	12,050	1,317	11%	12,789	1,461	11%	1.37x	12.55x	1.29x	11.32x
CACI International	428.00	12,672	8,977	1,026	11%	9,486	1,095	12%	1.41x	12.35x	1.34x	11.57x
Leidos	148.52	24,053	17,174	2,227	13%	17,774	2,298	13%	1.40x	10.80x	1.35x	10.47x
Parsons	64.84	8,144	7,039	660	9%	7,416	711	10%	1.16x	12.34x	1.10x	11.46x
SAIC	115.54	7,771	7,683	729	9%	7,931	761	10%	1.01x	10.66x	0.98x	10.21x
V2X	45.28	2,412	4,460	316	7%	4,681	341	7%	0.54x	7.63x	0.52x	7.07x
Average	\$132.73	\$11,556	\$10,212	\$1,052	10%	\$10,651	\$1,116	10%	1.08x	10.70x	1.03x	10.03x

DEFENSE GOVERNMENT & INTELLIGENCE

	Stock Price	Enterprise	CY2025E			2026P			TEV/2025E		TEV/2026P	
	5/31/2025	Value	Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Defense Systems												
AeroVironment	178.03	8,102	1,189	201	17%	1,249	196	16%	6.81x	NM	6.49x	NM
Elbit Systems	400.39	19,530	7,773	851	11%	8,571	1,011	12%	2.51x	22.95x	2.28x	19.32x
HEICO	299.64	38,858	5,500	1,471	27%	4,849	1,306	27%	7.06x	26.41x	8.01x	29.75x
Kratos Defense & Security	36.89	5,690	1,285	117	9%	1,488	149	10%	4.43x	NM	3.82x	38.28x
Leonardo	42.30	11,326	3,514	450	13%	3,736	515	14%	3.22x	25.18x	3.03x	21.97x
Mercury Systems	49.25	3,325	898	117	13%	964	153	16%	3.70x	28.47x	3.45x	21.80x
Teledyne Technologies	498.86	25,886	6,048	1,478	24%	6,366	1,602	25%	4.28x	17.51x	4.07x	16.16x
Average	\$215.05	\$16,103	\$3,744	\$669	16%	\$3,889	\$705	17%	4.58x	24.10x	4.45x	24.55x
Low	\$21.82	\$2,459	\$898	\$115	7%	\$947	\$148	7%	0.55x	7.76x	0.52x	7.23x
Mean	\$198.16	\$41,068	\$20,518	\$2,891	14%	\$21,582	\$3,108	14%	2.47x	15.63x	2.28x	15.34x
Median	\$136.66	\$18,310	\$8,330	\$1,130	13%	\$8,959	\$1,214	13%	1.99x	13.74x	1.88x	12.78x
High	\$486.50	\$208,121	\$84,265	\$13,965	27%	\$89,210	\$15,152	27%	7.59x	29.64x	7.05x	34.74x

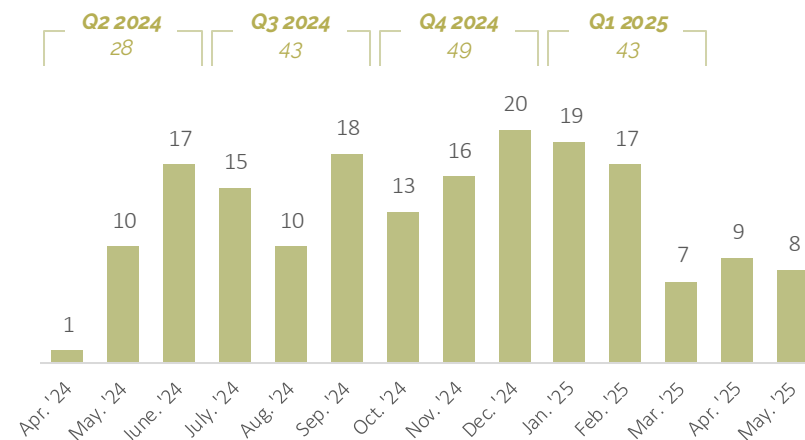
Date	Acquirer(s)	Target(s)	Target Description	EV (\$M)	EV /	
					Rev.	EBITDA
5/1/2025	AeroVironment	BlueHalo	Offers engineering, cybersecurity, and space tech. for government and defense clients	4,100.0	4.63x	NA
5/1/2025	VSE	Turbine Weld Industries	Manufactures and repairs components for aerospace and industrial applications	50.0	NA	NA
5/1/2025	Mercury Systems	Star Lab	Develops cybersecurity software for embedded systems	NA	NA	NA
5/6/2025	Mythics	SpearMC Management Consulting	Offers IT consulting and enterprise resource planning services	NA	NA	NA
5/8/2025	Tyto Athene	stackArmor	Provides cloud security and compliance solutions for the government	NA	NA	NA
5/9/2025	VTG	Byte Systems	Develops custom software and IT solutions for national security and intelligence clients	NA	NA	NA
5/19/2025	Vibrint	Ampsight	Provides software development and data analytics for the government	NA	NA	NA
5/20/2025	BWX Technologies	Kinectrics	Provides engineering and testing services for nuclear utility industries	545.8	NA	NA
5/21/2025	Cognyte Software	GroupSense	Offers digital risk protection services and threat intelligence monitoring	9.0	NA	NA
5/23/2025	Leidos Holdings	Kudu Dynamics	Delivers cybersecurity solutions and national security applications	300.0	NA	NA
5/28/2025	Karman Holdings	RCS RMC	Provides construction management for commercial and industrial projects	60.0	NA	NA
5/30/2025	IonQ	Lightsynq Technologies	Develops universal optical quantum interconnects for quantum computers	NA	NA	NA

- Recent data indicates that, despite ongoing investments in expanding security measures, data breaches remain prevalent. Penetration testing, commonly known as pentesting, has emerged as a crucial cybersecurity practice that identifies vulnerabilities before they can be exploited in a cyber attack. Automated and software-based pentesting is increasingly essential for enhancing speed, coverage, and minimizing risk exposure. Currently, organizations manage an average of 75 security solutions; however, 67% of U.S. enterprises reported experiencing a data breach in the past two years.²
- In May 2025, U.S. energy officials discovered hidden communication devices inside Chinese-made solar inverters and batteries during routine inspections of equipment intended for use in the national power grid. The devices, including undisclosed cellular radios, could enable remote access to power systems, raising concerns about potential disruption during a future conflict. Following this, federal agencies began reviewing procurement policies and assessing the presence of similar components in existing infrastructure.

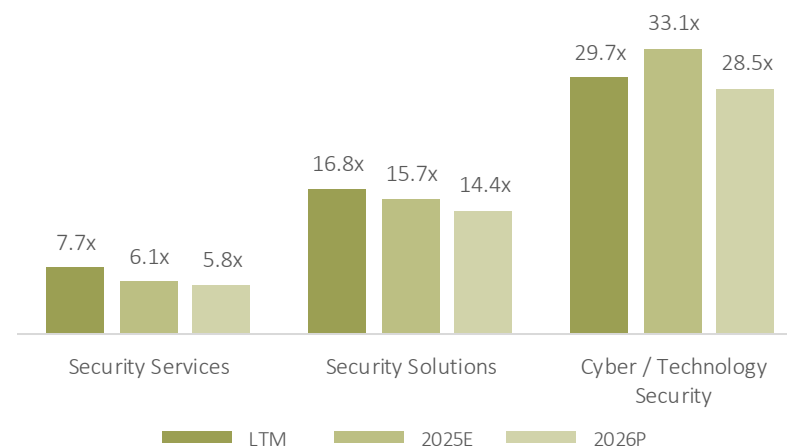
Select May Transactions



TRANSACTIONS BY MONTH



EBITDA VALUATION MULTIPLES¹



Sources: Reuters, WeForum.org

1. For composition of indices, see page 22

2. Pentera State of Pentesting 2025

PHYSICAL & CYBER SECURITY

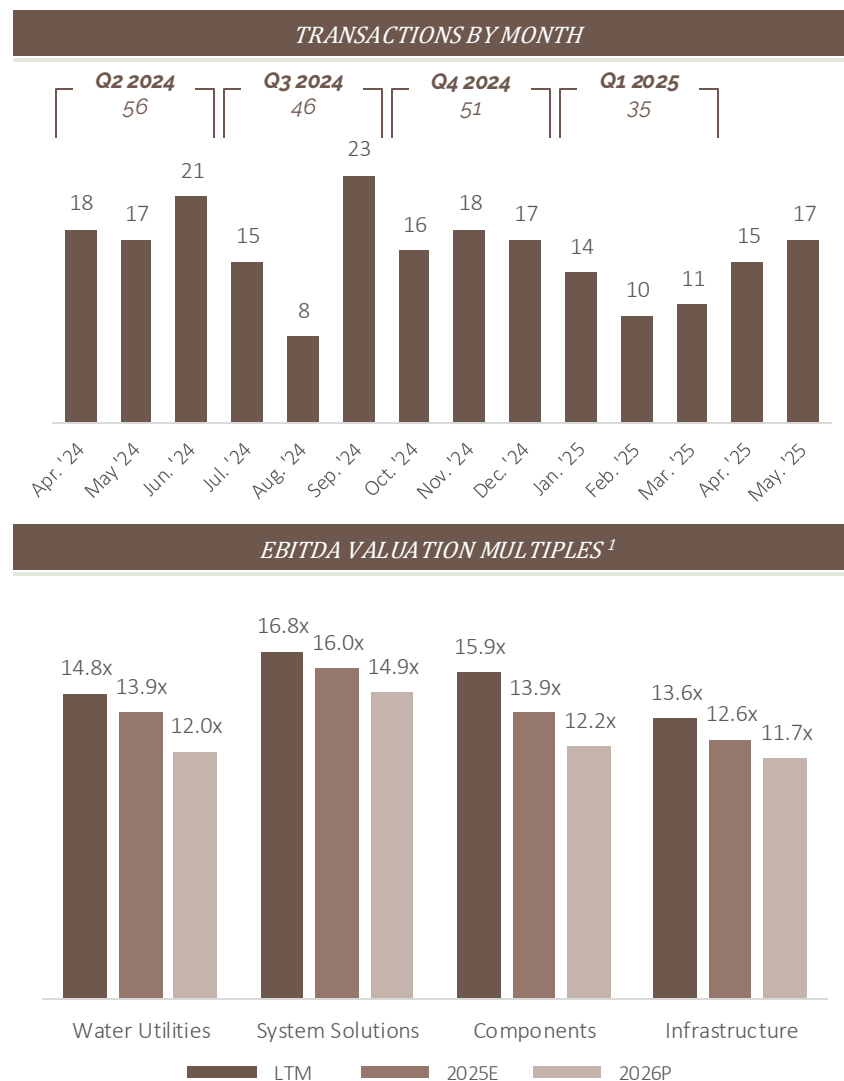
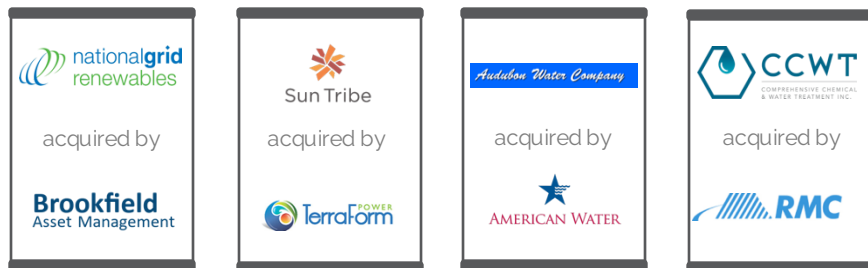
	Stock Price 5/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Security Services												
Securitas AB	14.78	12,459	16,616	1,581	10%	17,134	1,673	10%	0.75x	7.88x	0.73x	7.45x
The Brink's Company	82.06	6,510	5,157	953	18%	5,386	1,023	19%	1.26x	6.83x	1.21x	6.37x
Prosegur Compañía	3.09	3,656	5,844	685	12%	6,042	720	12%	0.63x	5.34x	0.61x	5.08x
Loomis AB	38.68	3,154	3,171	702	22%	3,322	748	23%	0.99x	4.50x	0.95x	4.21x
Average	\$34.65	\$6,445	\$7,697	\$980	15%	\$7,971	\$1,041	16%	0.91x	6.14x	0.87x	5.78x
Security Solutions												
Honeywell	226.67	170,177	40,243	10,412	26%	42,118	11,072	26%	4.23x	16.34x	4.04x	15.37x
Johnson Controls	101.37	78,339	23,656	3,980	17%	24,886	4,402	18%	3.31x	19.68x	3.15x	17.80x
Motorola Solutions	415.38	74,312	11,418	3,637	32%	12,108	3,900	32%	6.51x	20.43x	6.14x	19.06x
ADT	8.32	14,763	5,140	2,702	53%	5,344	2,844	53%	2.87x	5.46x	2.76x	5.19x
Allegion	142.70	13,932	3,927	963	25%	4,100	1,021	25%	3.55x	14.47x	3.40x	13.64x
Alarm.com	57.40	2,785	986	192	19%	1,027	210	20%	2.82x	14.50x	2.71x	13.27x
Napco Security	27.90	911	178	48	27%	192	56	29%	5.11x	18.82x	4.73x	16.32x
Average	\$139.96	\$50,746	\$12,221	\$3,134	28%	\$12,825	\$3,358	29%	4.06x	15.67x	3.85x	14.38x

PHYSICAL & CYBER SECURITY

	Stock Price 5/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Cyber Security												
Palo Alto	192.42	125,811	9,805	3,200	33%	11,135	3,626	33%	12.83x	39.31x	11.30x	34.70x
CrowdStrike	471.37	113,911	4,788	1,189	25%	5,825	1,540	26%	23.79x	NA	19.55x	NA
Fortinet	101.78	74,200	6,758	2,355	35%	7,636	2,665	35%	10.98x	31.50x	9.72x	27.85x
Cloudflare	165.89	57,060	2,097	451	22%	2,655	598	23%	27.21x	NA	21.49x	NA
Zscaler	275.70	41,149	2,914	751	26%	3,494	947	27%	14.12x	54.77x	11.78x	43.47x
Check Point Software	228.88	21,871	2,718	1,186	44%	2,878	1,262	44%	8.05x	18.44x	7.60x	17.33x
Okta	103.17	16,284	2,863	743	26%	3,143	836	27%	5.69x	21.92x	5.18x	19.48x
Average	\$219.89	\$64,327	\$4,563	\$1,411	30%	\$5,252	\$1,639	31%	14.67x	33.19x	12.37x	28.56x
Low	\$3.09	\$911	\$178	\$48	10%	\$192	\$56	10%	0.63x	4.50x	0.61x	4.21x
Mean	\$147.64	\$46,183	\$8,238	\$1,985	26%	\$8,801	\$2,175	27%	7.48x	18.76x	6.50x	16.66x
Median	\$102.48	\$19,078	\$4,964	\$1,075	25%	\$5,365	\$1,142	26%	4.67x	17.39x	4.39x	15.85x
High	\$471.37	\$170,177	\$40,243	\$10,412	53%	\$42,118	\$11,072	53%	27.21x	54.77x	21.49x	43.47x

- On May 14th, the EPA extended the compliance deadline from 2029 to 2031, giving utilities more time to meet strict limits on six PFAS chemicals. Later in the month, the agency awarded \$30.7M in technical assistance grants to help small and rural communities improve water systems. The funding is distributed through partner organizations and is used to support operator training, PFAS testing, infrastructure planning, and cybersecurity improvements.
- The federal government made changes to the National Environmental Policy Act (NEPA), which requires agencies to assess the environmental impact of major projects. On May 29th, the Supreme Court ruled that reviews should focus only on direct impacts, excluding cumulative or indirect effects. At the end of the month, the Council on Environmental Quality rescinded longstanding NEPA rules and withdrew guidance on greenhouse gas emissions, signaling a broader shift toward faster project approvals and fewer regulatory delays.

Select May Transactions



CRITICAL INFRASTRUCTURE

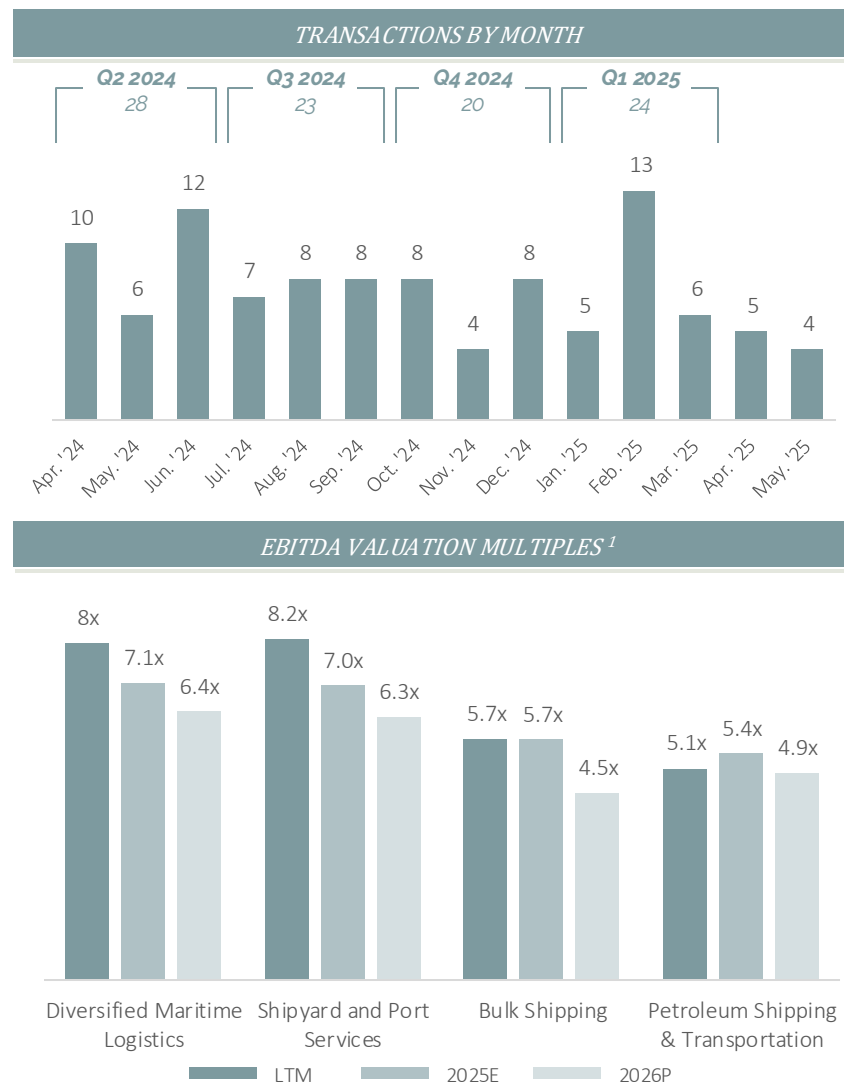
	Stock Price 5/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Water Utilities												
American Water Works	142.97	42,201	4,986	2,799	56%	5,310	3,112	59%	8.46x	15.08x	7.95x	13.56x
Essential Utilities	38.53	18,570	2,291	1,296	57%	2,478	1,406	57%	8.10x	14.33x	7.49x	13.21x
California Water Service	47.25	4,235	992	328	33%	1,063	380	36%	4.27x	12.91x	3.99x	11.15x
American States Water	78.87	3,963	647	251	39%	673	269	40%	6.13x	15.77x	5.89x	14.75x
H2O America	52.48	3,633	790	319	40%	831	351	42%	4.60x	11.38x	4.37x	10.34x
Global Water Resources	10.15	372	56	27	49%	60	30	50%	6.65x	13.62x	6.24x	12.56x
Consolidated Water Co	27.03	331	133	23	18%	211	39	18%	2.50x	14.21x	1.57x	8.51x
Average	\$49.26	10,472	1,414	720	42%	1,518	798	43%	5.82x	13.90x	5.36x	12.01x
System Solutions												
Danaher	189.90	151,498	24,467	7,646	31%	26,067	8,387	32%	6.19x	19.81x	5.81x	18.06x
Xylem	126.04	31,987	8,749	1,877	21%	9,173	2,063	22%	3.66x	17.04x	3.49x	15.50x
Dover	177.75	25,538	7,982	1,753	22%	8,347	1,899	23%	3.20x	14.57x	3.06x	13.44x
Pentair	99.18	18,131	4,131	1,090	26%	4,293	1,175	27%	4.39x	16.63x	4.22x	15.43x
IDEX	180.91	15,038	3,430	942	27%	3,572	1,000	28%	4.38x	15.96x	4.21x	15.04x
A. O. Smith	64.31	9,235	3,860	798	21%	4,031	848	21%	2.39x	11.58x	2.29x	10.88x
Watts Water Technologies	242.12	7,939	2,282	476	21%	2,365	500	21%	3.48x	16.67x	3.36x	15.86x
Average	\$154.32	37,052	7,843	2,083	24%	8,264	2,268	25%	3.96x	16.04x	3.78x	14.89x

CRITICAL INFRASTRUCTURE

Components	Stock Price 5/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBITDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Graco	84.66	13,664	2,247	710	32%	2,348	760	32%	6.08x	19.23x	5.82x	17.98x
Flowserve	49.91	7,713	4,838	726	15%	5,015	777	16%	1.59x	10.62x	1.54x	9.92x
Franklin Electric	86.39	4,084	2,098	320	15%	2,217	346	16%	1.95x	12.78x	1.84x	11.79x
Mueller Water Products	24.53	3,992	1,413	322	23%	1,474	349	24%	2.83x	12.39x	2.71x	11.44x
Gorman-Rupp	36.50	1,291	683	121	18%	713	128	18%	1.89x	10.66x	1.81x	10.11x
Energy Recovery	12.61	615	149	35	24%	168	51	30%	4.13x	17.50x	3.65x	12.16x
Average	\$49.10	5,227	1,905	372	21%	1,989	402	23%	3.08x	13.87x	2.90x	12.23x
Infrastructure												
EMCOR	471.86	21,187	16,455	1,642	10%	17,391	1,749	10%	1.29x	12.90x	1.22x	12.11x
AECOM	109.85	16,231	16,621	1,204	7%	17,525	1,283	7%	0.98x	13.48x	0.93x	12.65x
Clean Harbors	226.79	14,771	6,115	1,181	19%	6,460	1,287	20%	2.42x	12.50x	2.29x	11.47x
Tetra Tech	34.94	10,251	4,482	627	14%	4,531	666	15%	2.29x	16.35x	2.26x	15.40x
Arcosa	86.27	5,792	2,890	573	20%	3,066	620	20%	2.00x	10.10x	1.89x	9.35x
Primoris Services	72.11	4,602	6,780	454	7%	7,143	510	7%	0.68x	10.14x	0.64x	9.03x
Average	\$166.97	12,139	8,890	947	13%	9,353	1,019	13%	1.61x	12.58x	1.54x	11.67x
Low	\$10.15	\$331	\$56	\$23	7%	\$60	\$30	7%	0.68x	10.10x	0.64x	8.51x
Mean	\$104.67	\$16,802	\$4,983	\$1,059	26%	\$5,251	\$1,153	27%	3.71x	14.16x	3.48x	12.76x
Median	\$81.77	\$8,587	\$3,160	\$669	22%	\$3,319	\$713	23%	3.34x	13.92x	3.21x	12.36x
High	\$471.86	\$151,498	\$24,467	\$7,646	57%	\$26,067	\$8,387	59%	8.46x	19.81x	7.95x	18.06x

- A research study in California found that digital port queuing systems can significantly cut shipping emissions. The commercial shipping industry alone accounts for nearly three percent of global greenhouse gases (GHS) and two percent of global carbon dioxide (CO₂). By allowing ships to slow down rather than race to port and idle, the queuing system implemented at Los Angeles and Long Beach ports led to a 16% to 24% reduction in shipping emissions per voyage over six years. This system is seen as a low-cost and scalable solution.
- Recent proposals from the U.S. Trade Representative suggest that vessels financed through leasing arrangements with Chinese entities may be subject to additional port fees or tariffs, regardless of their commercial management. This development introduces ambiguity regarding the classification of a vessel as “Chinese-owned” or “Chinese-controlled.” As a result, shipowners are compelled to undertake comprehensive risk assessments and consider the restructuring of existing agreements.

Select May Transactions



MARITIME TRANSPORT & FACILITIES

	Stock Price 5/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Diversified Maritime Logistics												
Kirby	110.64	7,438	3,384	782	23%	3,568	859	24%	2.20x	9.51x	2.08x	8.66x
Matson	112.85	4,268	3,056	562	18%	3,159	593	19%	1.40x	7.59x	1.35x	7.19x
ArcBest	62.69	1,801	4,092	306	7%	4,344	378	9%	0.44x	5.88x	0.41x	4.77x
Algoma Central	11.58	881	535	164	31%	554	175	32%	1.65x	5.37x	1.59x	5.02x
Diana Shipping	1.52	603	NA	92	NA	NA	131	NA	NA	6.55x	NA	4.60x
Average	\$74.44	3,597	2,767	454	20%	2,906	501	21%	1.42x	7.09x	1.36x	6.41x
Shipyard & Port Services												
International Container	7.35	18,524	3,009	1,952	65%	3,193	2,077	65%	6.16x	9.49x	5.80x	8.92x
DEME Group	155.23	3,876	4,783	888	19%	4,867	918	19%	0.81x	4.36x	0.80x	4.22x
Tidewater	39.71	2,256	1,347	557	41%	1,448	612	42%	1.67x	4.05x	1.56x	3.68x
Great Lakes Dredge & Dock	11.18	1,248	820	153	19%	867	167	19%	1.52x	8.15x	1.44x	7.47x
Onion Group	8.24	404	823	44	5%	914	57	6%	0.49x	9.11x	0.44x	7.10x
Average	\$44.34	5,262	2,156	719	30%	2,258	766	30%	2.13x	7.03x	2.01x	6.28x
Dry Bulk Shipping												
Star Bulk Carriers	16.51	2,925	875	420	48%	1,047	561	54%	3.34x	6.97x	2.79x	5.21x
Golden Ocean	7.70	2,874	642	330	51%	799	442	55%	4.47x	8.71x	3.60x	6.50x
Costamare	8.57	2,547	NA	635	NA	NA	629	NA	NA	4.01x	NA	4.05x
Danaos	85.30	1,810	996	740	74%	993	732	74%	1.82x	2.45x	1.82x	2.47x
Global Ship Lease	24.85	1,309	727	504	69%	724	502	69%	1.80x	2.60x	1.81x	2.61x

MARITIME TRANSPORT & FACILITIES

	Stock Price 5/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Dry Bulk Shipping												
Safe Bulkers	3.80	788	276	149	54%	309	181	NA	2.86x	5.30x	2.55x	4.36x
Pangaea Logistics	4.50	664	540	73	14%	642	119	19%	1.23x	9.05x	1.03x	5.58x
Genco Shipping & Trading	13.24	629	242	93	38%	274	128	47%	2.60x	6.79x	2.30x	4.90x
Average	\$20.56	1,693	614	368	50%	684	412	53%	2.59x	5.74x	2.27x	4.46x
Petroleum Products Transportation												
Scorpio Tankers	39.74	2,310	905	499	55%	936	495	53%	2.55x	4.63x	2.47x	4.67x
International Seaways	37.05	2,308	800	414	52%	829	424	51%	2.89x	5.57x	2.78x	5.45x
DHT Holdings	11.58	2,153	378	288	76%	453	357	79%	5.69x	7.46x	4.75x	6.03x
Teekay Tankers	44.19	883	632	301	48%	617	298	48%	1.40x	2.93x	1.43x	2.97x
Nordic American Tankers	2.65	798	217	121	56%	241	142	59%	3.67x	6.60x	3.31x	5.60x
Ardmore Shipping	9.61	395	179	76	43%	174	79	46%	2.20x	5.18x	2.27x	4.98x
Average	\$24.14	1,474	518	283	55%	542	299	56%	3.07x	5.40x	2.84x	4.95x
Low	\$1.52	\$395	\$179	\$44	5%	\$174	\$57	6%	0.44x	2.45x	0.41x	2.47x
Mean	\$36.03	\$2,743	\$1,330	\$437	41%	\$1,407	\$475	42%	2.40x	6.16x	2.20x	5.32x
Median	\$13.24	\$1,810	\$810	\$330	45%	\$848	\$424	47%	2.01x	5.88x	1.95x	5.02x
High	\$155.23	\$18,524	\$4,783	\$1,952	76%	\$4,867	\$2,077	79%	6.16x	9.51x	5.80x	8.92x

Defense, Government & 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 & 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 & Facilities

Diversified Maritime Logistics

Algoma Central	ALC
Matson	MATX
Kirby	KEX
ArcBest	ARCB
Diana Shipping	DSX

Shipyard & 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
Golden Ocean Group	GOGL
Danaos	DAC
Global Ship Lease	GSL
Safe Bulkers	SB
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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