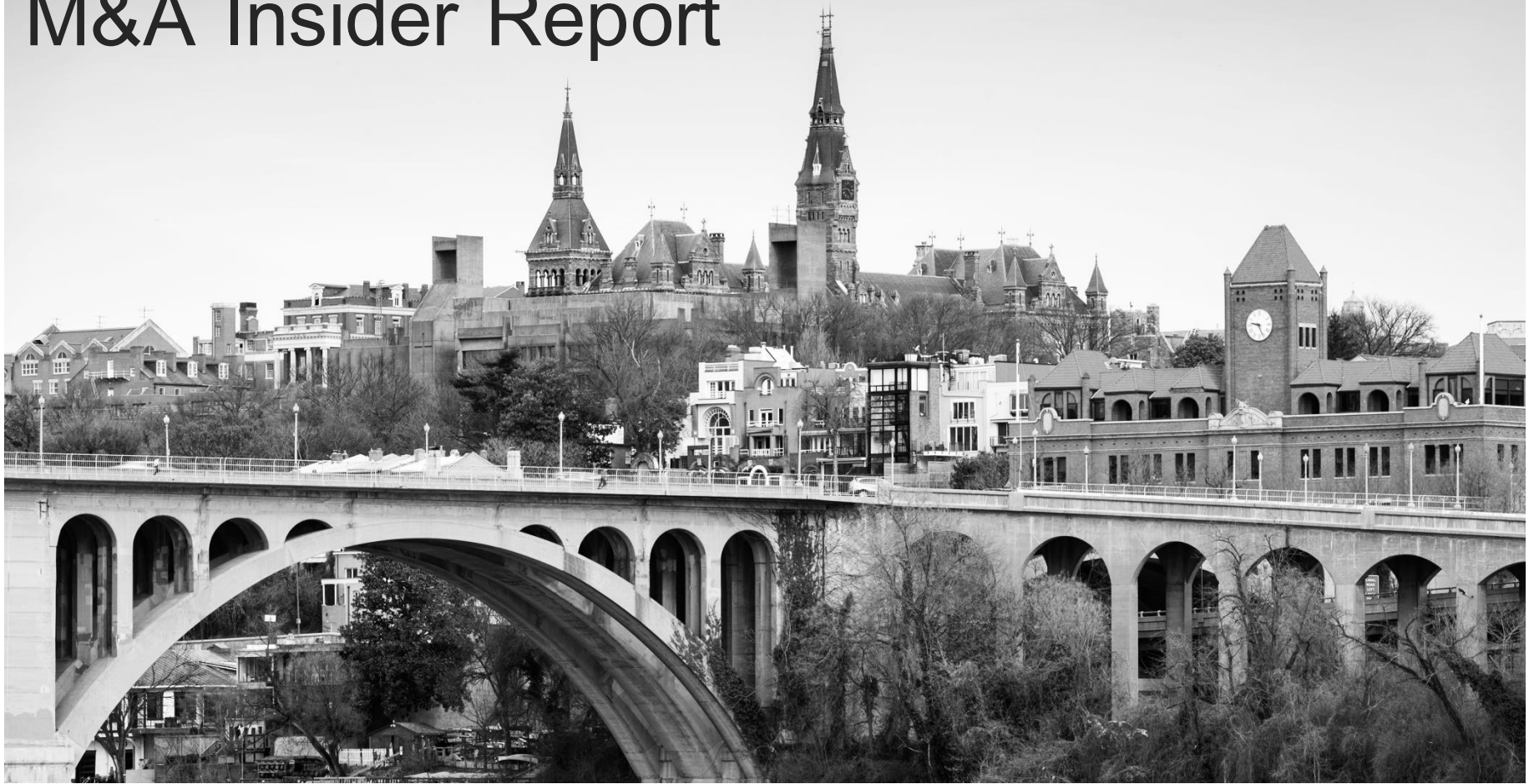


Q1 2025

M&A Insider Report



Defense, Government & Intelligence | Critical Infrastructure | Security | Maritime | Tech & Software | Unmanned Systems | Facility Services | 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**President Trump Announces Sweeping Tariffs on U.S. Imports**

- The Trump administration announced a 10% tariff on all imports to the United States, along with more substantial reciprocal tariffs on 57 major trading partners, including China, Japan, Vietnam, and various European countries.
- To justify the tariffs, Trump utilized the International Emergency Economic Powers Act (IEEPA), declaring that tariffs were necessary to strengthen national and economic security and protect American sovereignty.
- While the full impact of the tariffs remain unclear, they have already had a profound impact on the global economy.

**United States Adds 228,000 Jobs in March**

- According to the Bureau of Labor Statistics, the United States job market added 228,000 jobs in March, far exceeding economists' projections of 140,000.
- The private sector added 209,000 jobs, marking the fourth-highest monthly payroll increase in the last two years, led by retail trade, transportation & warehousing, and construction, adding 23,700, 22,900, and 13,000 jobs, respectively.
- Despite strong job growth, unemployment still increased slightly to 4.2% from 4.1% in February.

**United States Cuts Off Aid to Ukraine**

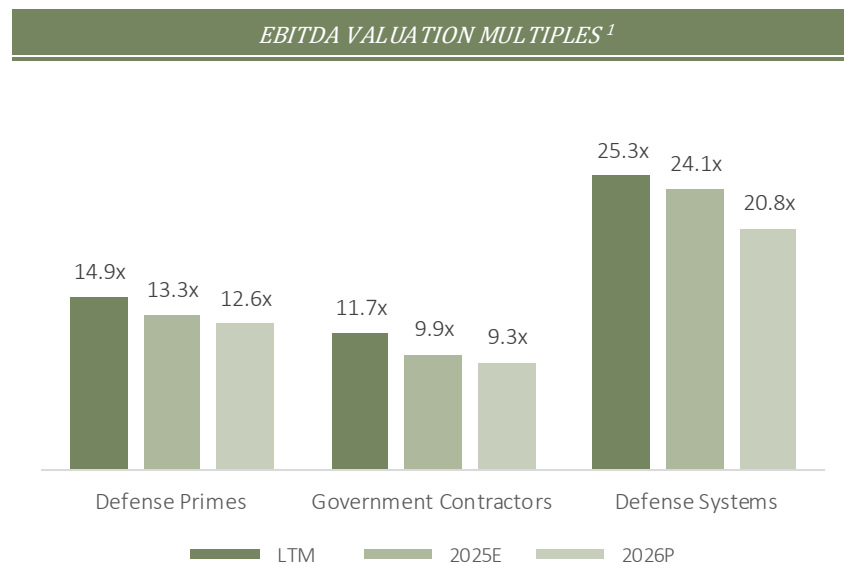
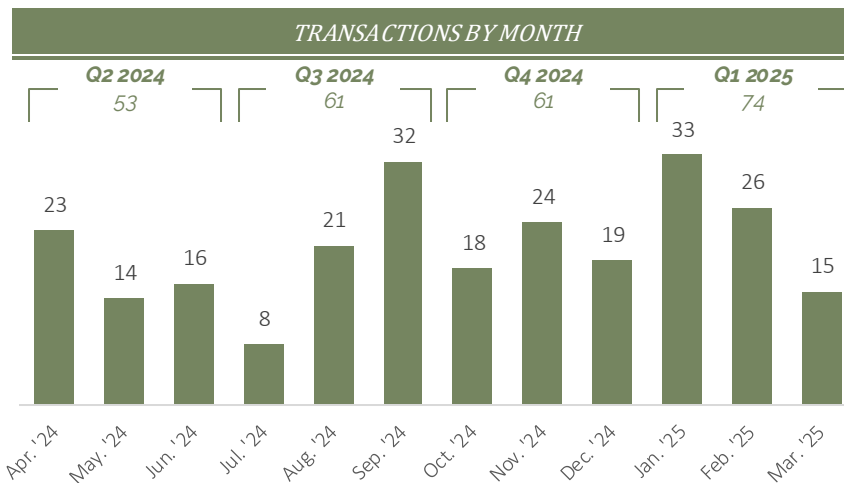
- On March 4th, the Trump administration announced that it would be suspending further aid to Ukraine in support of their ongoing conflict with Russia.
- Since conflict erupted in February 2022, the United States has provided more than \$180B in assistance to Ukraine, \$66B of which has been military aid.
- Though aid resumed the following week, Ukraine suffered significant losses over the temporary pause.

**Federal Agencies Prepare for Headcount Reductions Following DOGE Reviews**

- As the Department of Government Efficiency (“DOGE”) continues its effort to reduce spending, multiple federal agencies prepare for substantial job cuts, including some headcount reductions of over 50%.
- The Department of Veterans Affairs proposed a plan to cut 80,000 jobs, the Department of Defense proposed the removal of 60,000 civilian positions, and the IRS plans to reduce its headcount by ~25% in the next round of layoffs.
- While the final reductions are still unknown, DOGE’s cuts will prove to be a transformative shift in federal operations.

Sources: Wall Street Journal, AP News,
WhiteHouse.gov, GovExec, New York Times

- Soon after coming into office on January 20, President Trump signed an executive order establishing DOGE, an initiative spearheaded by Elon Musk aimed at identifying fraud and cutting government waste. DOGE has caused significant upheaval in Q1 2025 in both the government contracting industry and the news, as government consultancies have had contracts cut, and DOGE’s access to sensitive social security information has sparked controversy in the media. DOGE estimates that it has saved taxpayers \$140B through asset sales, contract and lease cancellations, and fraud elimination.
- In late March, the Pentagon awarded Boeing a contract to continue the development of the Air Force’s Next Generation Air Dominance (NGAD) platform, a sixth-generation fighter jet dubbed the F-47. The F-47 will fly alongside unmanned drones with fighter jet-like capabilities developed under the Air Force’s Collaborative Combat Aircraft (CCA) program, for which the Air Force recently designated prototypes developed by General Atomics and Anduril as fighter aircraft for the first time. The NGAD and CCA programs represent a step forward in the Air Force and the broader DoD’s prioritization of human-machine teaming to meet threats from advanced adversaries.
- Global tensions remained elevated as (1) the conflict in Ukraine dragged on despite ongoing negotiations between Russia and the U.S, (2) the U.S. conducted airstrikes against Houthi rebels in Yemen, and (3) the Israel-Gaza ceasefire agreement faltered, with Israel resuming airstrikes against Hamas as the group continued to hold Israeli hostages seized in the October 7th attacks.



Sources: Defense News, U.S. Air Force, Reuters
 1. For composition of indices, see page 24



Transaction Details

The Aerojet Ordnance Tennessee (AOT) business of L3Harris (NYSE:LHX) provides advanced specialty materials, fabrication, and high-strength alloy manufacturing solutions. As the sole provider of depleted uranium to the U.S. government, AOT strengthens the special materials portfolio of BWXT’s (NYSE: BWXT) Nuclear Operations Group.

Date: 1/3/2025
EV: \$100.0M
EV/Rev: 2.50x



Transaction Details

Numerica’s radar business offers proprietary radar solutions, while its command-and-control (C2) segment offers its MIMIR software. Both technologies will be integrated with Anduril’s Lattice platform to provide a unified system connecting sensors, effectors, and systems across combat operations. The acquisition will enhance the platform with new signal processing, tracking algorithms, software, and radar technology.

Date: 1/9/2025
EV: NA
EV/EBITDA: NA



Transaction Details

The UK-based Optical Systems (OS), known under the Qioptiq brand, and the US-based Advanced Electronic Systems Businesses of Excilintas provide advanced optics and custom energetics, respectively, for defense and space applications. The acquisition of the two business units will bring Teledyne new, complementary technology offerings in its existing markets and geographies.

Date: 2/3/2025
EV: \$710.0M
EV/EBITDA: NA



Transaction Details

cBEYONData provides IT services and financial management solutions to DoD and federal civilian customers. SMX provides digital transformation and IT solutions to commercial and government customers. With the acquisition, SMX expands its public sector presence and enhances its enterprise management product offering by adding financial management solutions tailored to government customers.

Date: 2/11/2025
EV: NA
EV/EBITDA: NA



Transaction Details

North Point Defense (NPD) provides Signals Intelligence (SIGINT) exploitation software and sensor integration. The acquisition enhances General Atomic’s SIGINT capabilities across the air, sea, ground, and space domains. Further, NPD develops signal and data processing solutions from concept to deployment, and its integration with General Atomics will enhance the acquirer’s suite of “out-of-the-box” hardware and software tools.

Date: 3/3/2025
EV: NA
EV/EBITDA: NA



Transaction Details

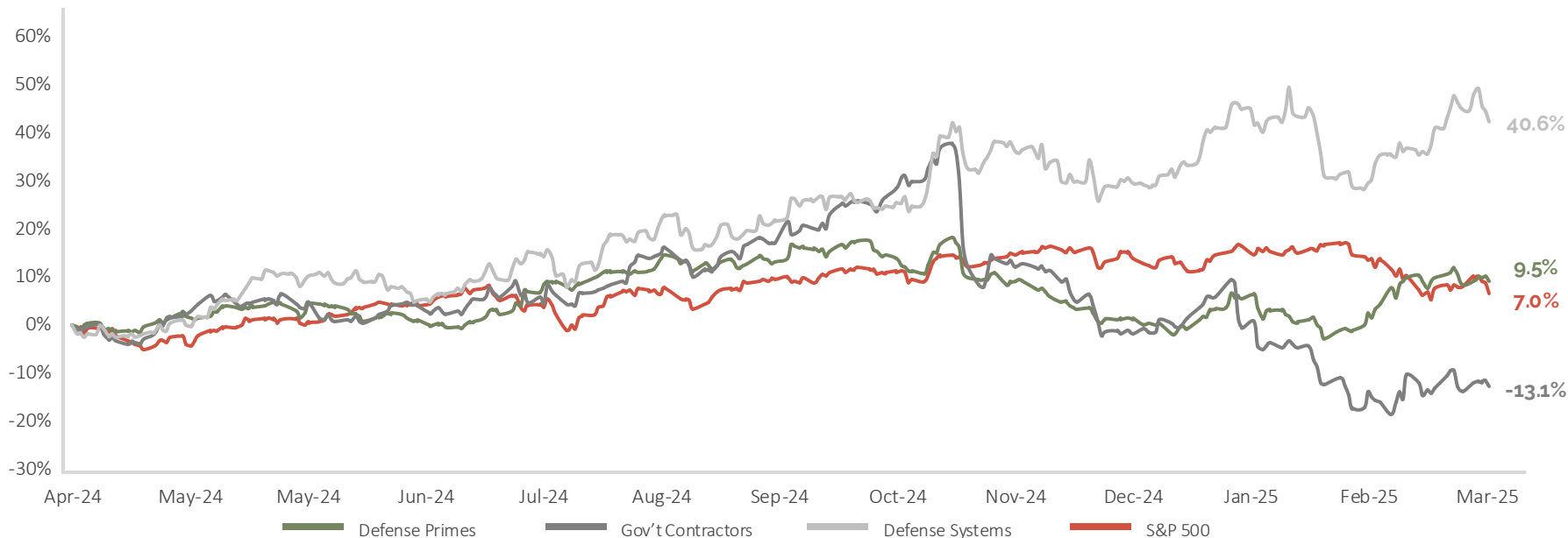
Intrepid provides engineering services with prime positions in the missiles and space, enterprise modernization, and aviation and mission support domains. The acquisition of Intrepid significantly enhances SPA’s presence with the U.S. Army and connects the Company with that customer’s integrated battle management and enterprise modernization mission priorities.

Date: 3/19/2025
EV: NA
EV/EBITDA: NA

Contract Value (\$M)	Award Date	End Date	Customer	Awardee(s)	Type	Contract Scope
NA	3/21/2025	NA	U.S. Air Force (USAF)	Boeing	NA	Develop the F-47 Next Generation Air Dominance (NGAD) platform
89,000.0	1/17/2025	1/16/2035	National Cancer Institute (NCI)	Alliance for Advancing Biomedical Research	Cost Plus	Manage and operate the Federally Funded R&D Center (FFRDC) / Frederick National Laboratory for Cancer Research (FNLRC)
4,948.8	1/15/2025	1/14/2035	Defense Logistics Agency (DLA)	ASRC Federal and Noble Supply	Fixed Price	Provide Maintenance, Repair, and Operations (MRO) Supplies for the Northeast Region
4,937.0	3/28/2025	3/30/2030	U.S. Army	Lockheed Martin	Fixed Price	Produce Precision Strike Missile Increment 1
3,500.0	1/17/2025	7/16/2032	Department of Energy (DoE)	Accenture	BPA	Deliver IT support services under the CIO Business Operations Support Services (CBOSS) 2.0 BPA
3,000.0	1/25/2025	1/11/2034	Missile Defense Agency (MDA)	Johns Hopkins University Applied Physics Laboratory (JHU APL)	Cost Plus	Provide systems engineering and technical support is support of the MDA Engineering Directorate (MDA/DE)
2,813.8	2/1/2025	1/31/2035	Missile Defense Agency (MDA)	Lockheed Martin	IDIQ	Continue to develop the Terminal High Altitude Area Defense (THAAD) missile defense system
2,630.2	1/1/2025	12/31/2032	Transportation Security Agency (TSA)	Leidos	Fixed Price, Time and Materials	Provide Checkpoint Integrated Logistics Support (ILS) Services
1,766.2	3/13/2025	3/12/2030	U.S. Army	SAIC	Cost Plus	Provide System Software Lifecycle Engineering (SSLE) in support of DEVCOM AvMC's S3I Directorate

Source: DACIS

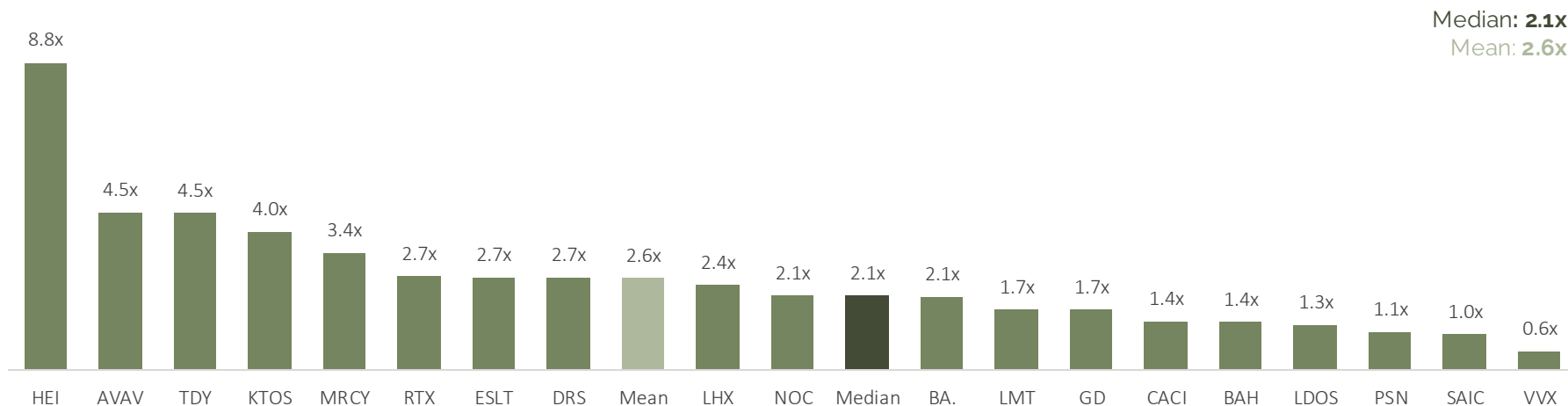
TRAILING TWELVE MONTHS (TTM) PUBLIC EQUITY INDEX CHART¹



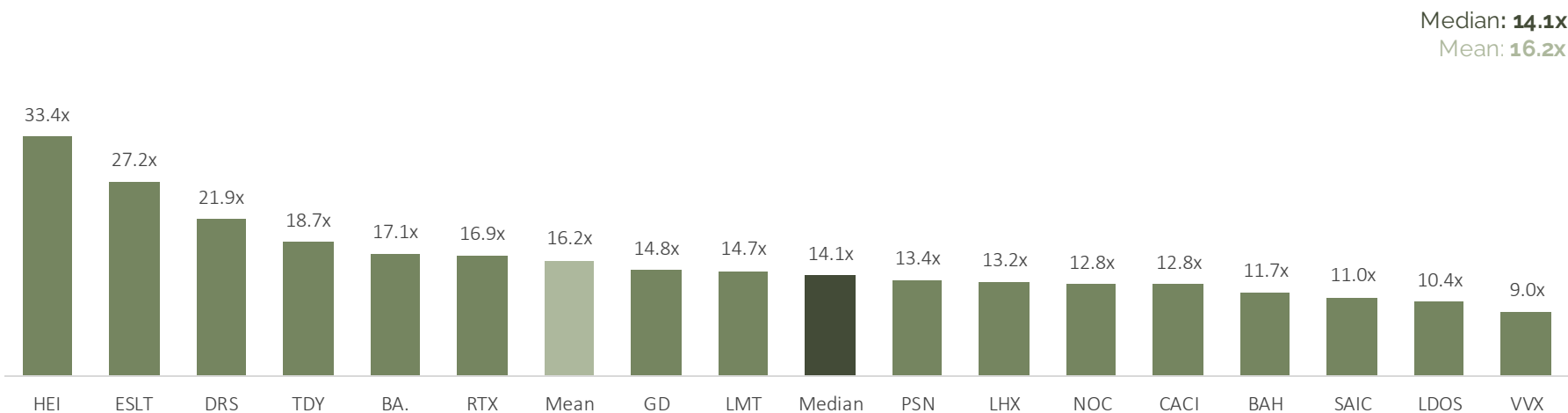
Market Commentary

- As Trump was inaugurated in January and let the DOGE off the leash, TMG’s Government Contractors index remained depressed through Q1 2025 after the steep drop in November 2024 following Trump’s election. Further, in late February, the GSA instructed agencies to cut back their contracts with the ten highest paid government consulting firms, including Booz Allen Hamilton, Leidos, and SAIC from the TMG Government Contractors index. The index is down 13.1% over the last year and 37% from its high before the election in November 2024.
- The S&P, up 7% over the last year, flattened out in Q1 amid uncertainty over tariffs and as the Fed declined to lower interest rates further in the light of persistent inflation.
- The Defense Primes and Defense Systems performed well in the first quarter, as the Trump administration detailed its priorities for the Department of Defense in an internal memorandum. This memorandum included a list of 17 areas where the Pentagon plans to reallocate funding.

LTM REVENUE VALUATION MULTIPLES¹



LTM EBITDA VALUATION MULTIPLES²



Sources: S&P Capital IQ
¹AMTM has been excluded from this analysis
²AMTM, AVAV, KTOS, and MRCY have been excluded from this analysis

DEFENSE GOVERNMENT & INTELLIGENCE

	Stock Price 3/31/2025	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Defense Primes												
BAE Systems	20.15	69,503	39,442	5,538	14%	41,982	5,848	14%	1.76x	12.55x	1.66x	11.88x
General Dynamics	272.58	82,561	50,290	6,107	12%	52,494	6,643	13%	1.64x	13.52x	1.57x	12.43x
L3Harris	209.31	51,721	22,085	4,047	18%	23,036	4,385	19%	2.34x	12.78x	2.25x	11.79x
Lockheed Martin	446.71	123,721	74,377	10,537	14%	77,221	10,997	14%	1.66x	11.74x	1.60x	11.25x
Northrop Grumman	512.01	87,812	42,339	6,205	15%	44,264	6,289	14%	2.07x	14.15x	1.98x	13.96x
RTX	132.46	216,330	84,272	14,354	17%	89,280	15,468	17%	2.57x	15.07x	2.42x	13.99x
Average	\$265.54	\$105,275	\$52,134	\$7,798	15%	\$54,713	\$8,272	15%	2.01x	13.30x	1.91x	12.55x
Gov't Contractors												
Amentum	18.20	8,674	14,200	1,099	8%	14,723	1,162	8%	0.61x	7.89x	0.59x	7.47x
Booz Allen Hamilton	104.58	16,386	12,705	1,422	11%	13,686	1,582	12%	1.29x	11.52x	1.20x	10.36x
CACI International	366.92	11,488	9,011	1,032	11%	9,457	1,103	12%	1.27x	11.13x	1.21x	10.41x
Leidos	134.94	21,820	17,156	2,204	13%	17,872	2,294	13%	1.27x	9.90x	1.22x	9.51x
Parsons	59.21	7,412	7,208	678	9%	7,651	747	10%	1.03x	10.93x	0.97x	9.92x
SAIC	112.27	7,680	7,678	727	9%	7,937	757	10%	1.00x	10.56x	0.97x	10.14x
V2X	49.05	2,437	4,473	318	7%	4,703	344	7%	0.54x	7.66x	0.52x	7.08x
Average	\$120.74	\$10,842	\$10,347	\$1,069	10%	\$10,861	\$1,141	10%	1.00x	9.94x	0.95x	9.27x

Source: S&P Capital IQ
\$USD, Millions besides Stock Price

DEFENSE GOVERNMENT & INTELLIGENCE

	Stock Price 3/31/2025	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Defense Systems												
AeroVironment	119.19	3,352	899	202	23%	1,026	200	20%	3.73x	16.58x	3.27x	16.73x
Elbit Systems	382.70	18,160	7,569	825	11%	8,204	927	11%	2.40x	22.02x	2.21x	19.59x
HEICO	267.19	35,084	4,412	1,175	27%	4,766	1,308	27%	7.95x	29.85x	7.36x	26.82x
Kratos Defense & Security	29.69	4,501	1,282	118	9%	1,483	148	10%	3.51x	38.23x	3.04x	30.41x
Leonardo DRS	32.88	8,578	3,484	449	13%	3,703	514	14%	2.46x	19.09x	2.32x	16.69x
Mercury Systems	43.09	2,982	898	115	13%	947	152	16%	3.32x	26.04x	3.15x	19.56x
Teledyne Technologies	497.71	25,457	6,031	1,490	25%	6,366	1,608	25%	4.22x	17.08x	4.00x	15.83x
Average	\$196.06	\$14,016	\$3,511	\$625	17%	\$3,785	\$694	18%	3.94x	24.13x	3.62x	20.81x
Low	\$18.20	\$2,437	\$898	\$115	7%	\$947	\$148	7%	0.54x	7.66x	0.52x	7.08x
Mean	\$190.54	\$40,283	\$20,491	\$2,932	14%	\$21,540	\$3,124	14%	2.33x	15.92x	2.18x	14.29x
Median	\$125.83	\$17,273	\$8,345	\$1,137	13%	\$8,830	\$1,235	13%	1.92x	13.15x	1.82x	12.16x
High	\$512.01	\$216,330	\$84,272	\$14,354	27%	\$89,280	\$15,468	27%	7.95x	38.23x	7.36x	30.41x

Sources: S&P Capital IQ
 \$USD, Millions besides Stock Price

Closed Date	Acquirer(s)	Target(s)	Target Description	EV (\$M)	EV /	
					Rev.	EBITDA
1/3/2025	BWX Technologies	AOT Business of L3Harris	Offers specialty materials, fabrication, and alloy manufacturing solutions	100.0	2.5x	NA
1/8/2025	Falfurrias Management Partners	Oddball	Provides digital transformation and IT modernization services to gov't customers	NA	NA	NA
1/9/2025	Anduril	Radar and Command and Control Business of Numerica	Develops radar and command and control software technologies	NA	NA	NA
1/14/2025	Crimson Phoenix	Blackspoke	Provides system engineering services to U.S. Intelligence Community customers	NA	NA	NA
1/18/2025	Alpha Omega	Macro Solutions	Offers IT consulting services to federal government customers	NA	NA	NA
1/18/2025	Alpha Omega	SeKON Enterprise	Provides health IT consulting services to federal government customers	NA	NA	NA
1/27/2025	Thoma Bravo	OPEXUS	Offers case management software to customers at all levels of government	NA	NA	NA
1/29/2025	Harmonia	Maveris	Provides cybersecurity services to federal government agencies	NA	NA	NA
2/3/2025	Teledyne Technologies	The OS and AES Business of Excelitas	Designs and manufactures optoelectronics and advanced electronic systems	710.0	NA	NA
2/11/2025	SMX	cBEYONData	Provides data analytics, and financial reporting solutions to gov't agencies	NA	NA	NA
2/25/2025	VTG	Loki Solutions	Provides data analytics and IT support services to U.S. IC customers	NA	NA	NA
3/3/2025	General Atomics	North Point Defense	Provides SIGINT exploitation software and sensor integration solutions	NA	NA	NA
3/19/2025	Systems Planning and Analysis	Intrepid	Provides engineering solutions to U.S. defense and space customers	NA	NA	NA
3/27/2025	Nightwing	Roka Security	Provides computer security consulting services to government customers	NA	NA	NA

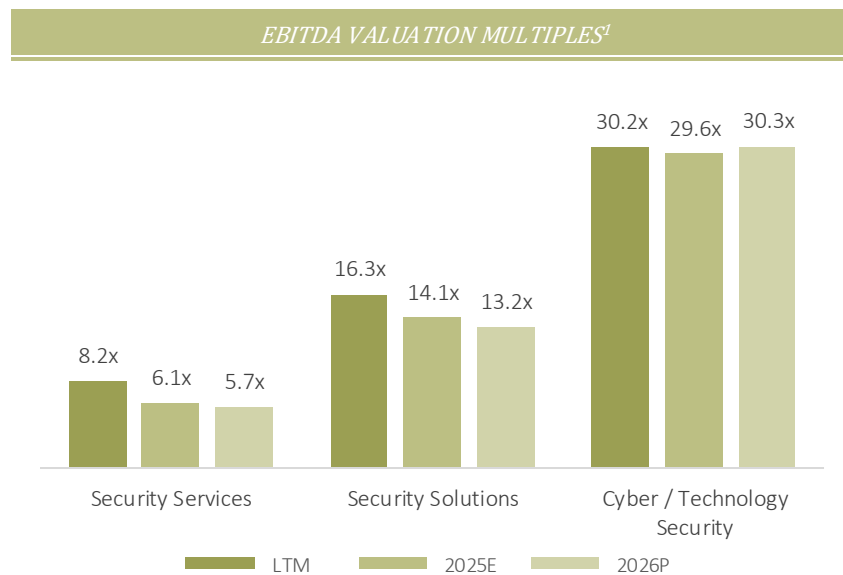
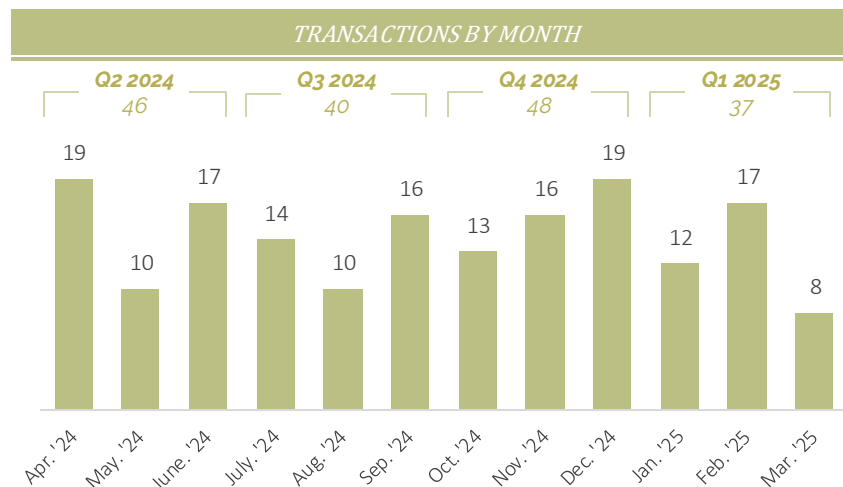
Source(s): S&P CapIQ

* Forward multiples on 2025 projected EBITDA

- In March, the Cybersecurity and Infrastructure Security Agency (CISA) announced that it's looking to cut as much as a third of the agency's total headcount. This includes 75 contractors from the threat-hunting team, sparking concerns over heightened cyber vulnerabilities.
- The US Cyber Command reported significant gains in cybersecurity by using generative AI tools to analyze network traffic for malicious activity, cutting down detection times dramatically. This development underscores the U.S. military's push to integrate AI into national cyber defenses.
- President Trump signed an executive order on March 25, shifting primary cybersecurity responsibility from the federal government to state and local authorities. This order aims to boost efficiency and reduce federal costs through the implementation of a "National Resilience Strategy." However, critics are concerned that states, often reliant on federal resources, may struggle with this increased responsibility.

Select Q1 Transactions

 acquired by ² 	 acquired by 	 acquired by 	 acquired by 
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Sources: Strategic Market Research, S&P Capital IQ, WSJ, Reuters
 1. For composition of indices, see page 24
 2. Transaction was announced, pending close

PHYSICAL & CYBER SECURITY

	Stock Price 3/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Security Services												
Securitas	14.14	12,023	16,574	1,573	9%	17,133	1,669	10%	0.73x	7.64x	0.70x	7.20x
The Brink's Company	86.16	6,671	4,997	927	19%	5,227	1,000	19%	1.33x	7.19x	1.28x	6.67x
Loomis AB	40.49	3,232	3,183	703	22%	3,295	736	22%	1.02x	4.60x	0.98x	4.39x
Prosegur	2.26	3,048	5,365	621	12%	5,586	659	12%	0.57x	4.91x	0.55x	4.62x
Average	\$35.76	\$6,243	\$7,530	\$956	15%	\$7,810	\$1,016	16%	0.91x	6.09x	0.88x	5.72x
Security Solutions												
Honeywell International	211.75	159,191	40,423	10,449	26%	42,556	11,190	26%	3.94x	15.23x	3.74x	14.23x
Motorola Solutions	437.81	77,552	11,431	3,660	32%	12,086	3,939	33%	6.78x	21.19x	6.42x	19.69x
Johnson Controls	80.11	64,067	23,527	3,921	17%	24,636	4,230	17%	2.72x	16.34x	2.60x	15.15x
ADT	8.14	14,733	5,106	2,700	53%	5,355	2,843	53%	2.89x	5.46x	2.75x	5.18x
Allegion	130.46	12,904	3,861	971	25%	4,029	1,035	26%	3.34x	13.29x	3.20x	12.46x
Alarm.com	55.65	2,644	980	190	19%	1,022	208	20%	2.70x	13.91x	2.59x	12.70x
Napco Security Technologies	23.02	744	188	55	29%	NA	NA	NA	3.96x	13.45x	NA	NA
Average	\$135.28	\$47,405	\$12,216	\$3,135	29%	\$14,947	\$3,908	29%	3.76x	14.12x	3.55x	13.23x

PHYSICAL & CYBER SECURITY

	Stock Price 3/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Cyber Security												
Palo Alto Networks	170.64	110,718	9,814	3,054	31%	11,141	3,395	30%	11.28x	36.25x	9.94x	32.62x
CrowdStrike Holdings	352.58	83,900	4,788	1,189	25%	5,839	1,554	27%	17.52x	NA	14.37x	54.00x
Fortinet	96.26	71,028	6,773	2,324	34%	7,662	2,632	34%	10.49x	30.56x	9.27x	26.98x
Cloudflare	112.69	38,469	2,097	447	21%	2,651	599	23%	18.35x	NA	14.51x	NA
Zscaler	198.42	29,059	2,898	739	26%	3,484	952	27%	10.03x	39.30x	8.34x	30.53x
Check Point	227.92	21,945	2,723	1,190	44%	2,876	1,262	44%	8.06x	18.44x	7.63x	17.40x
Okta	105.22	16,730	2,864	716	25%	3,147	827	26%	5.84x	23.37x	5.32x	20.22x
Average	\$180.53	\$53,121	\$4,565	\$1,380	29%	\$5,257	\$1,603	30%	11.65x	29.58x	9.91x	30.29x
Low	\$2.26	\$744	\$188	\$55	9%	\$1,022	\$208	10%	0.57x	4.60x	0.55x	4.39x
Mean	\$130.76	\$40,481	\$8,199	\$1,968	26%	\$9,278	\$2,278	26%	6.20x	16.95x	5.54x	17.75x
Median	\$100.74	\$19,337	\$4,893	\$1,080	25%	\$5,355	\$1,262	26%	3.95x	14.57x	3.74x	14.69x
High	\$437.81	\$159,191	\$40,423	\$10,449	53%	\$42,556	\$11,190	53%	18.35x	39.30x	14.51x	54.00x

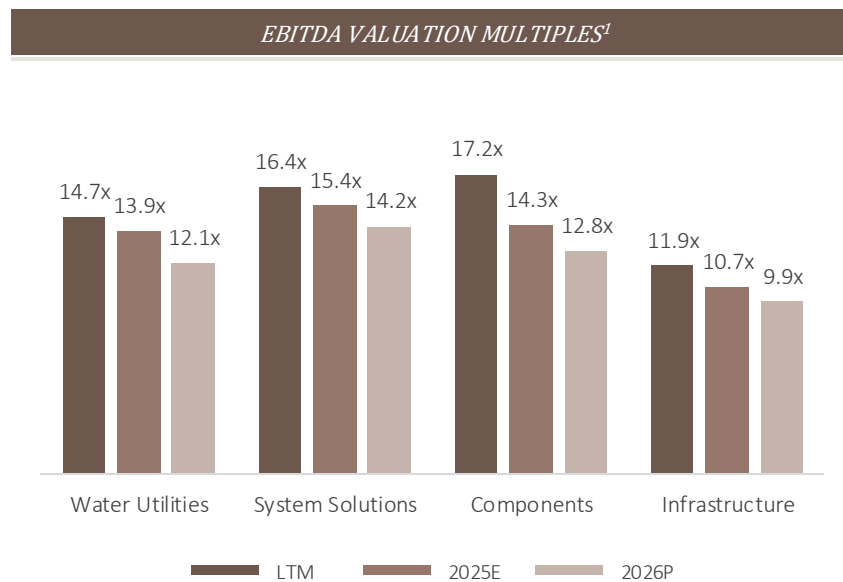
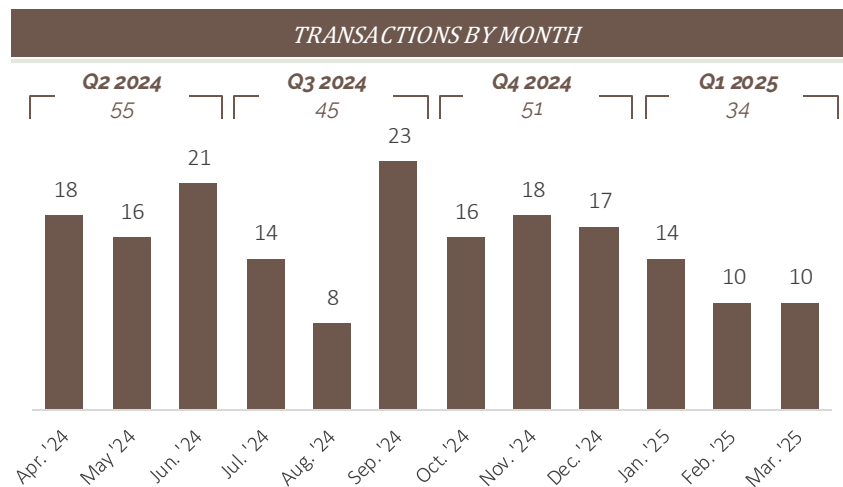
Sources: S&P Capital IQ
\$USD, Millions besides Stock Price

Closed Date	Acquirer(s)	Target(s)	Target Description	EV (\$M)	EV /	
					Rev.	EBITDA
1/2/2025	Securitas Technology Corporation	Sonitrol Of New Orleans	Offers real-time location systems (RTLS) with integrated cybersecurity for asset tracking	NA	NA	NA
1/2/2025	a.p.i. ALARM	Live Patrol	Provides video surveillance and remote monitoring services with cybersecurity features	NA	NA	NA
1/6/2025	SpringOwl Technology Partners	Qryptonic	Focuses on quantum-resistant encryption and cryptographic solutions for data security	NA	NA	NA
1/8/2025	WatchGuard Technologies	ActZero	Provides managed detection and response (MDR) services with AI-driven threat hunting	NA	NA	NA
1/24/2025	ASSA ABLOY	InVue Security Products	Develops security solutions for retail, including electronic asset protection and IoT security	NA	NA	NA
1/28/2025	JumpCloud	Identity	Offers identity and access management (IAM) solutions for secure user authentication	NA	NA	NA
2/10/2025	DataRobot	Agnostiq	Specializes in AI-driven cybersecurity analytics and threat intelligence	NA	NA	NA
2/12/2025	CyberArk Software	Zilla Security	Provides identity security solutions, focusing on access governance and compliance	175.0	NA	NA
3/6/2025	Scarlet Security & Risk Group	OHM Security	Offers cybersecurity consulting and risk management services for enterprise clients	NA	NA	NA
3/10/2025	IQMIND	Pro Sports Technologies	Develops cybersecurity technology solutions for sports organizations	NA	NA	NA
3/17/2025	Partner One Capital	NetWitness	Delivers network security monitoring and threat detection solutions	NA	NA	NA
3/17/2025	Varonis Systems	Cyral	Provides data security solutions, specializing in data access control and monitoring for the cloud	NA	NA	NA
3/18/2025 ¹	Google	Wiz	Offers a cloud security platform focused on cloud workload protection and vulnerability management	32,000.0	NA	NA
3/27/2025	Incline Management	Command Investigations	Provides services, including cybersecurity incident response and digital forensics	NA	NA	NA

- On March 4th, the Supreme Court ruled 5-4 in favor of San Francisco in the San Francisco vs. EPA case, invalidating broad EPA restrictions on wastewater discharge into U.S. waterways. In the past, the EPA has fined San Francisco for the release of excess sewage, but San Francisco argued that the EPA’s rules were too vague as they did not specify exactly how much discharge was permitted. While the environmental impacts of the ruling are still to be seen, they give cities more flexibility in their wastewater discharge, potentially leading to increased pollution in the waterways surrounding outdated sewer systems.
- On March 12th, the Cybersecurity & Infrastructure Security Agency (CISA) released an advisory outlining tactics, techniques, and procedures to prevent Medusa ransomware attacks. According to CISA, Medusa is a Ransomware-as-a-Service (RaaS) that has targeted over 300 infrastructure systems in the U.S., taking over their networks and demanding up to \$15M in ransom.

Select Q1 Transactions

 <p>acquired by</p> 	 <p>acquired by</p> 	 <p>acquired by</p> 	<p>LA & MS Natural Gas LDC Business of</p>  <p>acquired by</p> 
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Source(s): EPA, SFPUC.gov, CISA.gov, AP News
For composition of indices, see page 24

CRITICAL INFRASTRUCTURE

	Stock Price 3/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Water Utilities												
American Water Works	147.52	42,716	4,919	2,787	57%	5,263	3,063	58%	8.68x	15.32x	8.12x	13.95x
Essential Utilities	39.53	18,639	2,333	1,295	56%	2,469	1,431	58%	7.99x	14.40x	7.55x	13.03x
California Water	48.46	4,231	1,000	335	34%	1,036	384	37%	4.23x	12.63x	4.08x	11.03x
American States Water	78.68	3,914	628	252	40%	661	271	41%	6.23x	15.52x	5.92x	14.46x
SJW Group	54.69	3,660	760	315	41%	790	345	44%	4.82x	11.63x	4.63x	10.62x
Consolidated Water	24.49	298	130	22	17%	211	40	19%	2.29x	13.37x	1.41x	7.44x
Global Water Resources	10.31	394	56	27	48%	59	28	48%	7.09x	14.71x	6.72x	13.98x
Average	\$57.67	10,550	1,404	719	42%	1,498	794	44%	5.91x	13.94x	5.49x	12.07x
System Solutions												
Danaher	205.00	161,742	24,140	7,602	31%	25,810	8,371	32%	6.70x	21.28x	6.27x	19.32x
Dover	175.68	25,397	8,013	1,853	23%	8,378	1,970	24%	3.17x	13.71x	3.03x	12.89x
Xylem	119.46	30,596	8,730	1,880	22%	9,204	2,070	22%	3.50x	16.27x	3.32x	14.78x
IDEX	180.97	15,138	3,433	945	28%	3,614	1,021	28%	4.41x	16.03x	4.19x	14.83x
Pentair	87.48	16,067	4,140	1,094	26%	4,332	1,188	27%	3.88x	14.69x	3.71x	13.52x
A. O. Smith	65.36	9,333	3,837	807	21%	4,026	876	22%	2.43x	11.57x	2.32x	10.66x
Watts Water Technologies	203.92	6,655	2,259	470	21%	2,336	495	21%	2.95x	14.17x	2.85x	13.44x
Average	\$148.27	37,847	7,793	2,093	25%	8,243	2,284	25%	3.86x	15.39x	3.67x	14.21x

Sources: S&P Capital IQ
\$USD, Millions besides Stock Price

CRITICAL INFRASTRUCTURE

Components	Stock Price 3/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Graco	83.51	13,528	2,246	732	33%	2,361	784	33%	6.02x	18.48x	5.73x	17.26x
Flowserve	48.84	7,491	4,827	724	15%	5,054	798	16%	1.55x	10.34x	1.48x	9.39x
Franklin Electric	93.88	4,273	2,116	325	15%	2,229	354	16%	2.02x	13.17x	1.92x	12.09x
Mueller Water	25.42	4,120	1,404	327	23%	1,476	363	25%	2.93x	12.60x	2.79x	11.35x
The Gorman-Rupp Company	35.10	1,284	684	123	18%	715	129	18%	1.88x	10.45x	1.80x	9.99x
Energy Recovery	15.89	807	159	39	25%	177	49	28%	5.07x	20.68x	4.56x	16.46x
Average	\$50.44	5,250	1,906	378	21%	2,002	413	23%	3.25x	14.29x	3.05x	12.76x
Infrastructure												
AECOM	92.73	14,049	17,260	1,203	7%	17,845	1,271	7%	0.81x	11.67x	0.79x	11.05x
Tetra Tech	29.25	8,676	4,453	621	14%	4,692	682	15%	1.95x	13.97x	1.85x	12.72x
Clean Harbors	197.10	13,053	6,177	1,186	19%	6,532	1,299	20%	2.11x	11.01x	2.00x	10.04x
EMCOR Group	369.63	15,818	16,367	1,637	10%	17,317	1,745	10%	0.97x	9.66x	0.91x	9.07x
Arcosa	77.12	5,327	2,895	571	20%	3,086	621	20%	1.84x	9.33x	1.73x	8.58x
Primoris Services	57.41	3,830	6,686	446	7%	7,043	500	7%	0.57x	8.59x	0.54x	7.66x
Average	\$137.21	10,125	8,973	944	13%	9,419	1,020	13%	1.38x	10.71x	1.30x	9.85x
Low	\$10.31	\$298	\$56	\$22	7%	\$59	\$28	7%	0.57x	8.59x	0.54x	7.44x
Mean	\$98.75	\$16,578	\$4,987	\$1,062	26%	\$5,258	\$1,159	27%	3.70x	13.66x	3.47x	12.29x
Median	\$77.90	\$8,084	\$3,164	\$673	22%	\$3,350	\$733	23%	3.06x	13.54x	2.94x	12.40x
High	\$369.63	\$161,742	\$24,140	\$7,602	57%	\$25,810	\$8,371	58%	8.68x	21.28x	8.12x	19.32x

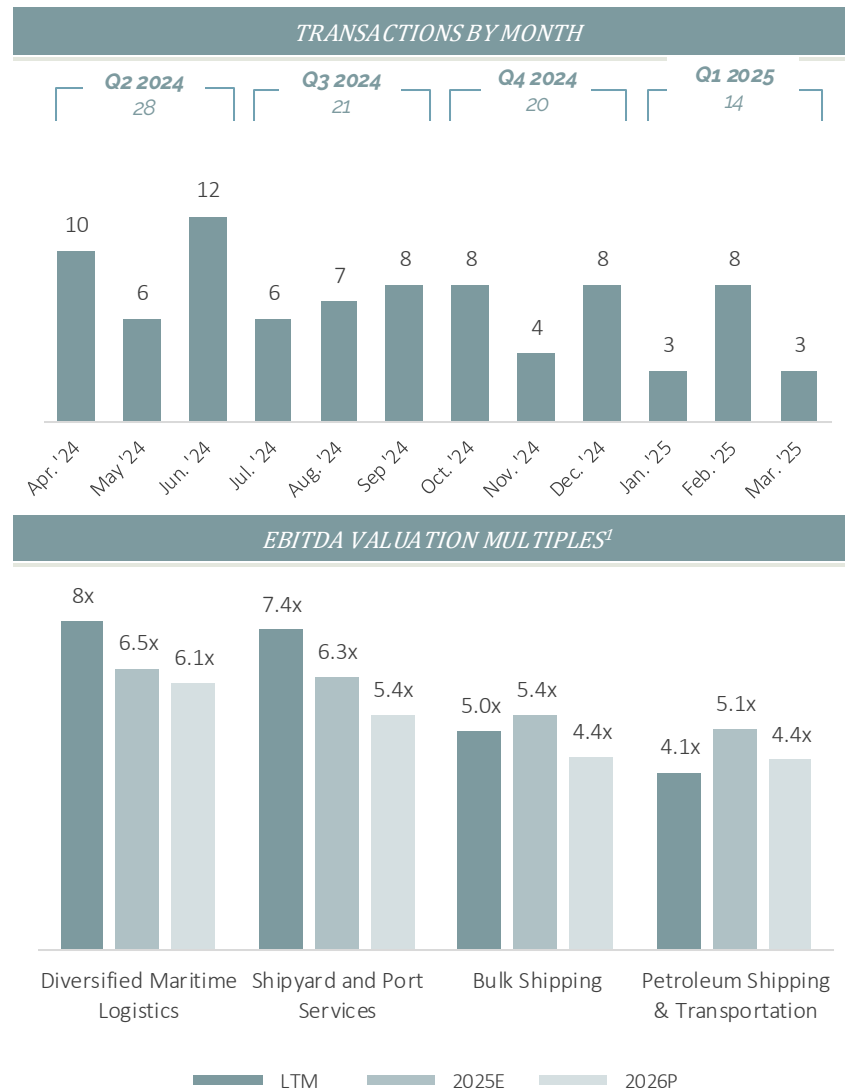
Closed Date	Acquirer(s)	Target(s)	Target Description	EV (\$M)	EV /	
					Rev.	EBITDA
1/8/2025	Axius Water	Aero-Mod	Provides mechanical and biological wastewater treatment systems	NA	NA	NA
1/12/2025	Vortex Companies	Sancon Technologies	Provides rehabilitation solutions for water and wastewater infrastructure	NA	NA	NA
1/13/2025	Watersprint	Acuva Technologies	Develops energy-efficient UVC LED water purification systems	NA	NA	NA
1/31/2025	Unitil Corporation	Bangor Natural Gas	Provides natural gas to 8,500 customers across ME, NH, and MA	71.0	NA	NA
2/1/2025	Aqua Pennsylvania	Greenville Water System	Provides wastewater services to 2,600 customers in Mercer County, PA	18.0	NA	NA
2/3/2025	Ingersoll Rand	SSI Aeration	Design and manufacture wastewater treatment plant equipment	18.0	NA	NA
2/3/2025	Acceleation	Aura Energy	Manufactures high-density power distribution products	NA	NA	NA
2/10/2025	Arcadia Power	Renewable Power Direct	Specializes in providing a variety of innovative renewable energy solutions	NA	NA	NA
2/17/2025	Plexus Capital	ChemREADY	Provides industrial water and wastewater treatment chemicals and equipment	NA	NA	NA
2/27/2025	Economic Alternatives	Western Water Associates	Specializes in industrial water treatment solutions	NA	NA	NA
3/3/2025	Willdan Group	Alternative Power Generation	Provides engineering solutions for microgrids, EV, and renewable energy	NA	NA	NA
3/5/2025	Liberty Energy	IMG Energy Solutions	Develops distributed power systems	NA	NA	NA
3/26/2025	Pennybacker Capital	Baseline Energy Services	Provides temporary electric power solutions to the oil & gas and mining industries	NA	NA	NA
3/31/2025	Delta Utilities	LA & MS Natural Gas LDC Businesses of CenterPoint Energy	Distributes natural gas to ~380,000 customers in Louisiana and Mississippi	1,200.0	NA	NA

Sources: S&P Capital IQ, DACIS, press releases

- Tensions between the Houthis and the U.S. have continued to rise, with the U.S. carrying out attacks in Yemen on a daily basis throughout much of March. The Bab al-Mandeb Strait and the Red Sea are key international waterways through which a large portion of global trade passes. The Houthis have targeted both military and commercial vessels in these areas, often using drones, missiles, and naval mines. The attacks have raised concerns about the safety of these vital shipping routes.
- The Trump administration’s recent announcement to implement broad tariffs will likely have a significant impact on the shipping industry. In particular, tariffs will increase the cost of certain goods, making them less desirable to consumers or businesses. This may reduce the volume of these goods being shipped internationally, which could impact shipping companies that rely on steady demand for specific products.
- The Trump administration has continued its rhetoric about the U.S. retaking the Panama Canal. Defense Secretary Hegseth is scheduled to visit the canal in April.

Select Q1 Transactions

 <p>acquired by</p> 	 <p>acquired by</p> 	 <p>acquired by</p> 	 <p>acquired by</p> 
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Sources: S&P Capital IQ, WSJ, Maritime Executive, New York Times
For composition of indices, see page 24

MARITIME TRANSPORT & FACILITIES

	Stock Price 3/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Diversified Maritime Logistics												
Algoma Central	10.70	719	526	157	30%	NA	169	NA	1.37x	4.59x	NA	4.24x
Matson	128.17	4,694	3,406	652	19%	3,363	572	17%	1.38x	7.20x	1.40x	8.21x
Kirby	101.01	6,733	3,430	782	23%	3,619	867	24%	1.96x	8.61x	1.86x	7.77x
ArcBest	70.58	1,890	4,279	344	8%	4,585	439	10%	0.44x	5.49x	0.41x	4.30x
Diana Shipping	1.56	621	NA	92	NA	NA	131	NA	NA	6.75x	NA	4.74x
Average	\$77.62	3,509	2,910	484	20%	3,856	512	17%	1.29x	6.47x	1.22x	6.13x
Shipyard & Port Services												
International Container	6.20	15,763	2,991	1,946	65%	3,194	2,098	66%	5.27x	8.10x	4.93x	7.51x
Great Lakes Dredge & Dock	8.70	1,125	776	137	18%	867	168	19%	1.45x	8.22x	1.30x	6.71x
Tidewater	42.27	2,496	1,351	544	40%	1,480	641	43%	1.85x	4.58x	1.69x	3.89x
Orion Group Holdings	5.23	271	813	43	5%	910	57	6%	0.33x	6.23x	0.30x	4.77x
DEME Group	140.51	3,506	4,519	840	19%	4,533	857	19%	0.78x	4.17x	0.77x	4.09x
Average	\$40.58	4,632	2,090	702	29%	2,197	764	31%	1.94x	6.26x	1.80x	5.39x
Dry Bulk Shipping												
Costamare	9.84	2,835	1,185	608	51%	1,150	568	49%	2.39x	4.66x	2.46x	4.99x
Star Bulk Carriers	15.56	2,845	892	437	49%	1,060	596	56%	3.19x	6.51x	2.69x	4.77x
Golden Ocean	7.98	2,842	652	357	55%	784	449	57%	4.36x	7.95x	3.62x	6.34x
Danaos	78.03	1,677	1,016	765	75%	993	737	74%	1.65x	2.19x	1.69x	2.28x
Global Ship Lease	22.85	1,319	698	482	69%	701	483	69%	1.89x	2.74x	1.88x	2.73x

MARITIME TRANSPORT & FACILITIES

	Stock Price 3/31/25	Enterprise Value	CY2025E			2026P			TEV/2025E		TEV/2026P	
			Revenue	EBTIDA	Margin	Revenue	EBITDA	Margin	Revenue	EBITDA	Revenue	EBITDA
Dry Bulk Shipping												
Safe Bulkers	3.69	798	286	152	53%	289	188	NA	2.79x	5.26x	2.76x	4.24x
Pangaea Logistics	4.76	670	589	83	14%	672	122	18%	1.14x	8.05x	1.00x	5.49x
Genco Shipping & Trading	13.36	618	247	107	43%	272	133	49%	2.50x	5.80x	2.27x	4.64x
Average	\$19.51	1,701	696	374	51%	740	410	53%	2.49x	5.40x	2.30x	4.43x
Petroleum Products Transportation												
Scorpio Tankers	37.58	2,189	933	512	55%	1,046	528	50%	2.34x	4.28x	2.09x	4.15x
International Seaways	33.20	2,185	792	405	51%	832	438	53%	2.76x	5.40x	2.63x	4.99x
Teekay Tankers	38.27	844	649	311	48%	729	377	52%	1.30x	2.71x	1.16x	2.24x
DHT Holdings	10.50	2,026	412	313	76%	528	416	79%	4.92x	6.47x	3.84x	4.87x
Nordic American Tankers	2.46	751	221	127	57%	264	169	64%	3.41x	5.93x	2.85x	4.43x
Ardmore Shipping	9.79	422	178	75	42%	189	76	40%	2.36x	5.65x	2.24x	5.55x
Average	\$21.97	1,403	531	290	55%	598	334	56%	2.85x	5.07x	2.47x	4.37x
Low	\$1.56	\$271	\$178	\$43	5%	\$189	\$57	6%	0.33x	2.19x	0.30x	2.24x
Mean	\$34.84	\$2,575	\$1,341	\$443	42%	\$1,457	\$485	44%	2.25x	5.69x	2.08x	4.92x
Median	\$13.36	\$1,890	\$792	\$357	48%	\$889	\$439	49%	1.96x	5.65x	1.99x	4.77x
High	\$140.51	\$15,763	\$4,519	\$1,946	76%	\$4,585	\$2,098	79%	5.27x	8.61x	4.93x	8.21x

Closed Date	Acquirer(s)	Target(s)	Target Description	EV (\$M)	EV /	
					Rev.	EBITDA
01/08/2025	SAS Shipping Agencies Services	Clasquin	Offers air freight solutions and shipment / emergency transport management	289.9	0.6x	11.8x
01/16/2025	Solstad Subsea Holding	Omega Subsea	Provides of ROV, survey, and subsea management to the global subsea industry	NA	NA	NA
01/31/2025	Getlink SE	Associated Shipping Agencies	Operates as a shipping agency, provides customs services between France and the UK	NA	NA	NA
02/03/2025	Gallagher Bassett Services	W K Webster & Co.	Offers cargo claims services to act on behalf of marine and transit insurers and companies	NA	NA	NA
02/03/2025	Wallenius Sol	Mann Lines	Transports cargo between UK , North Continent , Baltic States and Scandinavia	NA	NA	NA
02/04/2025	Purolator	Livingston Group	Provides customs brokerage, freight forwarding, and trade compliance services	NA	NA	NA
02/04/2025	Oy Hacklin	Nordic Chartering	Operates fleet of ice-classed multipurpose vessels for operations all year round	NA	NA	NA
02/17/2025	First Marine Solutions	Andrews Hydrographics	Survey services for global oil and gas, renewables, and telecom industries	NA	NA	NA
02/25/2025	LPSO Foundation Company	Orascom Development Holding	Engineering services for infrastructure, industrial, and high-end commercial projects	73.7	1.2x	4.4x
02/26/2025	The Talaria Company	Bay Bridge Marina	Operates as a marina, providing boat docking and marine services	NA	NA	NA
02/26/2025	Allstates WorldCargo	Saturn Freight Systems	Offers air freight, ground shipping, logistics, and tradeshow shipping services	NA	NA	NA
03/11/2025	J.F. Lehman and Company	Wrist Group	Provides bulk provisions and stores supplies on ships	NA	NA	NA
03/12/2025	Viking Invest	Viking Supply Ships	Provides offshore and ice-breaking services to oil industry in the Arctic and North Sea	4.4	3.1x	9.1x
03/27/2025	Arcus Infrastructure Partners	Abyss Group	Offers workboat and subsea services for fish farms and other maritime industries	13.2	NA	NA

Sources: S&P Capital IQ, DACIS, press releases
* Announced date

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	GGO
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	PRM

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



Mergers & Acquisitions

Mark Bertler
Chicago, IL
Water & Wastewater
(847) 226-0793
mbertler@mcleanllc.com

Josh Butler
McLean, VA
Defense & Gov't Services
(703) 827-0008
jbutler@mcleanllc.com

Paul Klick
McLean, VA
Technology
(703) 752-9019
pklick@mcleanllc.com

Mitch Martin
McLean, VA
Defense & Gov't Services
(703) 752-9009
mmartin@mcleanllc.com

Andy Smith
McLean, VA
Defense & Gov't Services
(703) 827-0233
asmith@mcleanllc.com

Business Valuation

Ryan Berry
McLean, VA
Valuation Advisory
(703) 827-0091
rberry@mcleanllc.com

Michael Loftus
McLean, VA
Valuation Advisory
(703) 827-0200
mloftus@mcleanllc.com

Tyler Halstead
McLean, VA
Valuation Advisory
(703) 752-9013
thalstead@mcleanllc.com

Scott Sievers
McLean, VA
Valuation Advisory
(703) 827-8685
ssievers@mcleanllc.com

DLS Marine

Norman Dufour
New Orleans, LA
DLS Marine
(504) 835-8505
ndufour@dlsmarine.com

Harry Ward
New Orleans, LA
DLS Marine
(504) 835-8505
hward@dlsmarine.com

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