

PRIMARY CONTACTS

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AEROSPACE & DEFENSE OVERVIEW

DESIRED CHARACTERISTICS

- High-quality customers and programs
- Diversified customer base, products and/or end markets
- Differentiated, difficult-to-replicate capabilities
- Sole-source, proprietary or quasi-proprietary products / contracts
- Strong operating margins
- Long-term operating history
- Talented and high-integrity management teams

THEMES

- Recurring revenue / visibility
- Beneficiaries of:
 - Long-term commercial fleet growth
 - Aging military fleets
 - Evolving technology landscape
- Strong platform positions / mix
- Fragmented sector poised for consolidation
- Value creation through operational improvements

TARGET SECTORS

- Advanced materials & composites
- Aircraft interiors
- Aviation services & MRO
- Coating, processing & plating
- Complex machining & assembly
- Defense tech & services
- Distribution & logistics
- Electronics & sensors
- Metal 3D printing
- Structural & engine components

