

July 11, 2018

1300 Wilson Boulevard, Suite 500
Arlington, Virginia 22209
Tel (703) 504-9300

Renaissance Strategic Advisors Updates Industry M&A Infographic

Arlington, VA – Renaissance Strategic Advisors, in partnership with Grundman Advisory, has released an updated iteration of its M&A infographic. The infographic provides a mapping of the evolution of the industry through key mergers and acquisitions in the aerospace, defense, and government services industry. The [updated map](#) is located on Renaissance Strategic Advisors' website.

M&A and the Aerospace, Defense, & Government Services Industry

As the aerospace, defense, & government services market continues to grow and globalize, the industry that supports it is in the midst of another dramatic reshaping. Mergers and acquisitions have played a large role in this on-going evolution. The Map helps tell this story by chronologically tracing the corporate development activity of the major companies whose transactions and restructurings have built today's industrial base. The companies selected for the Map showcase the leaders of the industry as well as each firm's key acquisitions and principal divestitures. We excluded some transactions, notably those that represented minority equity investments, participation in a joint venture, or had little relevance to the defense, aerospace, or security markets.

The Map summarizes the industry's M&A history and draws out patterns among the major A&D companies, highlighting the strategic capabilities being added to or culled from their portfolios. For example, during 2000 to 2013, there was an emphasis among Defense Primes on acquiring Services/IT businesses, while in recent years, some primes focused on divesting these businesses, such as Lockheed Martin's IS&GS divestiture. This narrative has pivoted again; in 2016, Huntington Ingalls combined its existing services businesses with Camber to form its Technical Solutions group. General Dynamics continued this trend in 2018 with its \$9.7B acquisition of CSRA. In commercial aviation, as the aircraft primes continue their supplier base rationalizations, Tier 1s have responded with mega deals designed to create stronger operators with bigger seats at the table. After the 2017 \$8.6B acquisition of B/E Aerospace by Rockwell Collins, 2018 saw the closed \$7.7B acquisition of Zodiac Aerospace by Safran. This ongoing consolidation will have significant ripple effects throughout the value chain.

With record defense budgets and commercial aviation deliveries in contrast with global uncertainty, one thing is certain: companies will continue to use M&A to reposition and we will reflect this activity on next year's Map.

Aerospace, Defense & Government Services Consulting at Renaissance Strategic Advisors

Renaissance Strategic Advisors is a leading consultancy supporting firms in the aerospace, defense, space, intelligence, and government services industry as they address their most complex and critical issues. Our strategy, market assessment, and M&A services are founded upon multi-disciplinary skills, judgment, and trust.

For industry executives, Renaissance Strategic Advisors addresses issues spanning the full cycle of strategic initiatives – from strategy and planning, through business development campaigns and transaction advisory services. Clients at every tier of the industry rely on us to help shape perspective and formulate action.

For investors, we harness strategic market insights and disciplined financial analyses to identify and assess potential capital deployment opportunities in our sector. Strategic and financial buyers, private equity sponsors, institutional investors, and creditors turn to Renaissance Strategic Advisors to find and appraise investment opportunities in the aerospace, defense and government services industry.