

Extensive International Aerospace and Defence cross border M&A



18

Mergers Alliance
Member firms

26

Spread over
26 Countries

300

M&A
Professionals

\$94bn

Deal value
since 2010

1760

Deals advised
since 2010

Mergers Alliance members work with business owners and management teams in the Aerospace and Defence sector around the world. Their experienced teams of sector experts have completed 1760 transactions representing more than USD 94 billion in value since 2010

- Mergers Alliance partners offer clients financial advisory services in 26 countries in Europe, Asia and the Americas
- In-depth knowledge of the sectors in which our clients operate with international sector teams that understand global and local trends
- Cross-border relationships with strategic and financial acquirers
- Identification of overseas targets and transaction execution

Aerospace and Defence Trends

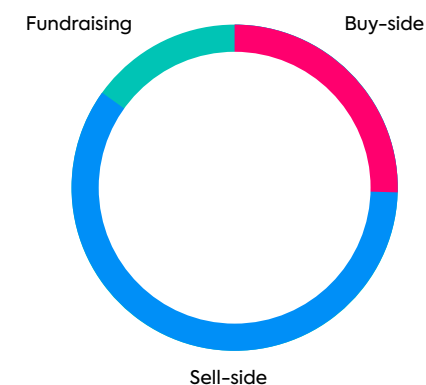
The A&D industry has experienced a very strong growth in demand in the two last years

- Air travel levels has surpassed pre-pandemic levels in most countries, leading to an increased demand for new aircrafts and MRO services.
- In defence, the global geopolitical situation has led most countries to increase significantly their Defence & Security budgets

As order books see a significant increase and the challenges of ramping up multiply, the supply chain is experiencing considerable strain. This pressure arises from the vulnerability of certain players, difficulties in sourcing specific materials and components, and a shortage of personnel.

Innovation is driven by digital transformation (product development enhancement, productivity and maintenance optimization), cyber security, sustainability and new generation defence systems (C4ISR, unmanned vehicles/drones, super/hypersonic missiles, ...).

Mergers Alliance A&D deals by category



Helping Technology businesses achieve their strategic goals across a full range of corporate finance transactions



Mergers &
Acquisitions



MBO's MBI's



Debt
advisory



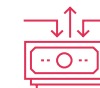
Financial
restructuring



Fundraising



IPO's



Project finance

Mergers Alliance Aerospace & Defence Experts



Raphaël Brenier

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Raphaël has 20 years experience in M&A transactions, and he has been involved in more than 20 deals in A&D over the last 5 years

He earned a Master's degree in finance (University Paris II Assas) and economics (Université Paris Dauphine-PSL)

Listener of the IHEDN's national session 2023-2024 (Institute for Higher National Defence Studies – major Armaments & Defence Economics)



Brian Schofield

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Brian has over 20 years of investment banking and industry experience with special focus on technology, telecom, industry and A&D.

Prior to joining Dresner Partners, Brian worked for Windjammer Communications, Waller Capital Partners and Deutsche Bank Securities.

He earned an MBA in finance (Wharton School of the University of Pennsylvania) and economics (Dartmouth College)



Ajoy Lodha

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Ajoy is a qualified Chartered Accountant and brings over 35 years of experience in investment banking. He leads M&A initiatives in the composites manufacturing, packaging sector, specialty polymer compounds, and related industries.

Over the past 20 years, Ajoy has focused on M&A, especially cross-border transactions. He has advised on deals involving leading multinationals in Spain, Italy, Germany, Romania, and the U.S., with expertise in strategy consulting and international business integration.



Dr. Axel Deich

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Axel has profound experience as a top executive in various high-tech industries including A&D.

Prior to joining Proventis Partners, he was CEO of ATP, CEO of RUAG Space Switzerland and held various senior executive functions for Airbus Defence and Space.

Studied mechanical engineering at the Ruhr-University Bochum. Business management studies at RWTH Aachen University. Doctorate at the Laboratory for Machine Tools and Management (WZL) at RWTH Aachen University



Ulrich Schneider

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Ulrich joined Proventis Partners in 2010 and has managed, structured and completed numerous M&A transactions, often in an international context and in the A&D space.

Prior to joining Proventis Partners, he worked for OC&C Strategy Consultants, Fredericks Michaels & Co. in New York and London,

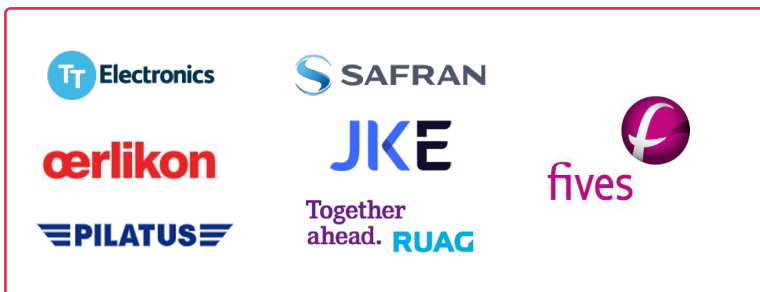
Ulrich has a Diploma in Industrial Engineering by Nordakademie University of Applied Sciences (Germany) and a MBA from INSEAD (Fontainebleau, France and Singapore)

Our unwavering commitment to fostering meaningful connections has propelled us to cultivate relationships among corporations, investors and individuals spanning every corner of the globe

Selected Aerospace and Defence clients and contacts

Clients

Large Groups



Small & Midcap Companies



Financial Sponsors



Mergers Alliance Aerospace and Defence selected deals

 <p>Training and simulation technologies for military</p> <p>Disposal</p> <p>DIEHL Defence</p>	 <p>High-performance angular position sensors for Defence and Spatial</p> <p>Company Sale / LBO</p> <p>WCP WEINBERG CAPITAL PARTNERS</p>	 <p>Electromechanical relays for harsh environments</p> <p>Company Sale</p> <p>CROUZET</p> <p><small>TIKEHAU CAPITAL bpi france SOCIETE GENERALE</small></p>	 <p>Speedshop manufacturing of aircraft components</p> <p>Company Sale</p> <p>ROSSI AERO</p>	 <p>Industrial wirings and cables</p> <p>Company Sale</p> <p>Cimel</p>	 <p>Automated drilling</p> <p>Company Sale / Carve-out</p> <p>Andrews</p>
 <p>Materials engineering and shock physics</p> <p>Company Sale</p> <p>EURENCO</p>	 <p>Electromechanical relays for civil and military aircrafts</p> <p>Company Sale</p> <p>TE</p>	 <p>Lighting solutions for hash environments</p> <p>Acquisition</p> <p>MINILAMPE</p>	 <p>Airborne electronics</p> <p>Company Sale</p> <p>ALKAN</p>	 <p>Materials engineering and shock physics</p> <p>Fundraising / OBO</p> <p>bpi france BNP PARIBAS DEVELOPEMENT</p>	 <p>Aeronautical and railway industrial connectivity systems</p> <p>Company Sale</p> <p>ESARIS</p>
 <p>Composite and allied engineering products for Defence products</p> <p>Acquisition</p> <p>reinforced plastics</p>	 <p>Rocket engine test site and center for hydrogen applications</p> <p>Acquisition</p> <p>EADS</p>	 <p>Components for engines and gas turbines</p> <p>Company Sale</p> <p>MTU Aero Engines</p>	 <p>Satellites and rocket parts</p> <p>Company Sale</p> <p>Together ahead. RUAG</p>	 <p>Complete aircraft tail sections, wing and flight control components</p> <p>Company Sale</p> <p>PILATUS</p>	 <p>Industrial electric drives</p> <p>Company Sale</p> <p>AMW GROUP</p>



We welcome the opportunity to talk to you about how we can help your Aerospace and Defence business achieve its strategic goals

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mergers-alliance.com or call +447866030464