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KippsDeSanto & Co. Advises TeraLogics, LLC on its Sale to Cubic Corporation

KippsDeSanto & Co. is pleased to announce the sale of our client, TeraLogics, LLC ("TeraLogics" or "the Company"), to Cubic Corporation ("Cubic"). TeraLogics is a leading provider of real-time Full Motion Video ("FMV") processing, exploitation, and dissemination ("PED") products and solutions for the Department of Defense ("DoD"), Intelligence Community ("IC"), and commercial customers. The Company's products sit at the center of the DoD's FMV Intelligence, Surveillance, and Reconnaissance ("ISR") dissemination architecture. Based in Ashburn, VA, TeraLogics architected, designed, developed, and currently supports the DoD's enterprise Airborne ISR ("AISR") video portal and dynamic multicast dissemination network. TeraLogics' ability to develop real-time video analysis and delivery software for FMV is complementary to Cubic's existing tactical communications portfolio, and establishes Cubic as a key player in the ISR FMV market.



TeraLogics' flagship product, Unified Video® is *the* situational awareness ("SA") solution for the DoD, IC, and various bilateral coalitions, and supports interactions across the entire AISR community. TeraLogics' Unified Video® software provides multilayered, human-centered context to video by integrating geospatial data, collaborative data, human- or sensor-provided tags, previously archived video, and metadata with live, real-time streams. With deep and established satellite communications and ISR delivery expertise, TeraLogics is a leader in FMV ISR and has close relationships with the U.S. Unified Combatant Commands ("COCOM"), National Geospatial Agency ("NGA"), Defense Information Systems Agency ("DISA"), and various commercial customers.

We believe this transaction demonstrates several key trends in the Defense Technology and C4ISR M&A environment:

- Buyers place premium value on companies with differentiated and innovative solutions in support of highly visible and critical C4ISR missions
- Defense integrators seek strategic acquisitions to enhance depth of technology, proprietary solutions, and intellectual property to complement existing offerings
- DoD and IC users continue to demand advanced video intelligence solutions for SA and real-time applications to manage the rapid ingest of video data
- There is value in strong client relationships and embedded positions on mission-critical programs

KippsDeSanto & Co. is an investment bank focused on delivering exceptional M&A and financing transaction results for leading aerospace / defense and government technology solutions companies. For more information on KippsDeSanto & Co., please visit www.kippsdesanto.com.