

## **KippsDeSanto's 2019 M&A Survey Predicts Continued Positive Aerospace, Defense and Government Services Sector Activity**

*More than 80 percent of survey respondents expect economic growth in 2019*

TYSONS CORNER, VA. (Jan. 8, 2019) — KippsDeSanto & Co. released the results of its second annual Mergers and Acquisitions (M&A) Survey for the Aerospace / Defense and Government Services Sectors. This survey shows that dealmakers are optimistic about overall economic growth and M&A activity for the coming year. About 80 percent of respondents expect moderate to strong economic growth and predict M&A activity will remain the same as 2018 or increase.

“KippsDeSanto has witnessed strong M&A activity in the aerospace / defense and government services sectors over the past five years,” said Managing Director Bob Kipps. “Through this report, we hope to present the market with a broader view of the underlying factors that drive the decision-making of dealmakers in these sectors into 2019.”

New for this survey, respondents were asked to share insights on the impact of recent events, including the 2018 United States midterm elections. Over 80 percent of respondents say that midterm results will have no impact on M&A activity. Interestingly, respondents who say the midterms will impact their M&A strategy are about equally split on if the elections will make them more or less aggressive.

“The broader industry and economic landscape will evolve in 2019 — reflected in political uncertainty, federal budget battles, and choppy capital markets,” said Managing Director Kevin DeSanto. “But, the historical M&A data and our 2019 survey results suggest continued strong M&A activity in the aerospace / defense and government services sectors as buyers and investors focus on the time-tested strategy of growing their businesses through M&A.”

Overall, 222 dealmakers who are interested in the aerospace / defense and government services sectors participated in the survey. Over 60 percent of respondents are executive-level corporate / strategic buyers and the remainder come from private equity groups — including most of the largest and most active industry buyers.

For more complete survey results, visit [kippsdesanto.com](http://kippsdesanto.com).

**About KippsDeSanto & Co.:** KippsDeSanto & Co. is the largest independent investment banking firm exclusively focused on serving leading, growth-oriented Aerospace / Defense, Government Services and Technology companies. We are focused on delivering exceptional M&A and financing transaction

results to our clients via leveraging our scale, creativity and industry experience. We help market leaders realize their full strategic value. Having advised on over 100 industry transactions, KippsDeSanto is recognized for our analytical rigor, market insight and broad industry relationships. There's no substitute for experience. For more information, visit [www.kippsdesanto.com](http://www.kippsdesanto.com).

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