APPIAN WAY

CAPITAL PARTNERS

AEROSPACE & DEFENSE | LOWER MIDDLE MARKET | OPERATOR-LED

SPONSOR TEASER

DALLAS, TEXAS

An operator-led private equity firm investing exclusively in aerospace & defense.

We own and operate a concentrated platform of three A&D component manufacturers — so we underwrite qualifications, quality systems, and program risk from the inside, not from a desk. For owners considering a transition, that means a buyer who already speaks your language and a partnership built to scale the business you started.

WHAT WE ACQUIRE

A&D Only	$4–$8M	$3–$12M	20%+	U.S.	Majority
MFG. & DISTRIBUTION	EBITDA SWEET SPOT	TARGET RANGE	MARGIN PROFILE	BASED & OWNED	OR MEANINGFUL MINORITY

THE COMPANIES WE PARTNER WITH

- Precision manufacturing, exotic materials, complex assembly & sub-assembly
- 2nd- and 3rd-tier suppliers to U.S. primes and DoD
- AS9100 / ISO / Nadcap / CMMC-qualified sources
- Mission-critical components with high switching costs
- Strong margins, high cash conversion, modest CapEx
- Founder, family, and management successions; carve-outs; recaps with rollover

WHY OWNERS CHOOSE US

- **Operators, not just investors.** We currently run three A&D manufacturers in exactly these environments.
- **Prime & DoD access.** Direct relationships across Boeing, Northrop, RTX, Lockheed, L3Harris; NAVAIR, NAVSEA, ONR, USAF.
- **FMS & international reach.** Active ITAR Empowered Official; embassy- and ministry-level relationships.
- **Certainty of execution.** A clean 90–120 day process backed by a tight capital network — equity and lender relationships that transact in this size range routinely.

A PARTNERSHIP, NOT A TAKEOVER

You stay in control

Operations stay with the team that built the business. We bring capital, credibility, and sector access.

Aligned through rollover

Sellers roll equity alongside us, aligned from close through exit — incentives tied to value created.

WHAT MANAGEMENT CAN EXPECT

- **Weekly** partner engagement — concentrated portfolio means real partner time, not oversight by committee
- **Monthly** operating & financial review with KPI tracking
- **As needed** advisor introductions deployed against specific objectives

REPRESENTATIVE EXPERIENCE

- **Fraser Optics —** repositioned into the largest supplier of handheld stabilized optics to the U.S. DoD; three sole-source contracts.
- **KRISS USA —** translated imported recoil-mitigation technology into a fielded U.S. military, LE, and commercial platform.
- **Gemco Manufacturing —** precision parts provider serving aerospace & defense programs.
- **Berry Aviation —** charter airline serving U.S. government, DoD, and commercial agencies worldwide.

START A CONFIDENTIAL CONVERSATION

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