

KippsDeSanto & Co. by the Numbers

KippsDeSanto & Co., founded in **2007** and a wholly-owned subsidiary of Capital One since **2019**, is a leading investment banking firm with **45** dedicated team members focused on advising **growth** companies in the **Aerospace, Defense, Government Services** and **Enterprise Technology** sectors on M&A and other strategic financing transactions. **2024** was another record year for our firm and we are proud to share our recent successes.

20+

transactions closed in 2024,
for the 6th consecutive year

70


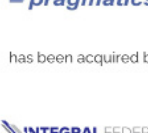
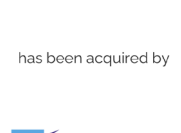



transactions closed
since 2022

250

transactions closed
since our founding

65%

of Clients Acquired by Strategic Buyers from 2022-2024

| | | | | |
|--|--|--|--|--|
| <p>December 2024</p>  <p>has been acquired by</p>  | <p>November 2024</p>  <p>has been acquired by</p>  | <p>August 2024</p>  <p>has been acquired by</p>  | <p>July 2024</p>  <p>has been acquired by</p>  | <p>June 2024</p>  <p>has merged with</p>  |
| <p>May 2024</p>  <p>has been acquired by</p>  | <p>April 2024</p>  <p>has been acquired by</p>  | <p>February 2024</p>  <p>has been acquired by</p>  | <p>December 2023</p>  <p>has been acquired by</p>  | <p>November 2023</p>  <p>has been acquired by</p>  |
| <p>December 2023</p>  <p>has been acquired by</p>  <p>a subsidiary of</p>  | <p>October 2023</p>  <p>has been acquired by</p>  | <p>October 2023</p>  <p>has been acquired by</p>  | <p>August 2023</p>  <p>has been acquired by</p>  | <p>February 2023</p>  <p>has been acquired by</p>  |

10

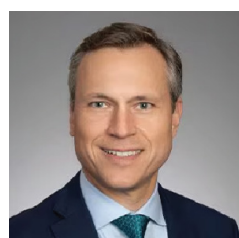
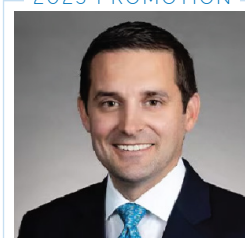
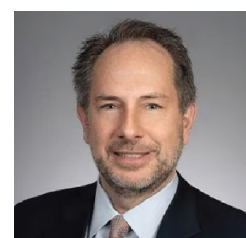
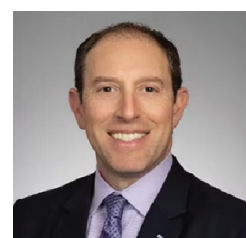
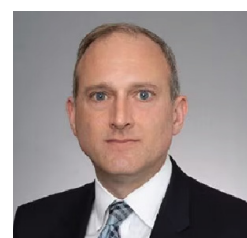




Private Equity Platforms Created in 2024, 23 Overall Since 2022

| | | | | |
|---|---|---|--|---|
| <p>December 2024</p>  <p>has been acquired by</p>  | <p>October 2024</p>  <p>has been acquired by</p>  | <p>September 2024</p>  <p>has received a strategic investment from</p>  | <p>July 2024</p>  <p>has received an investment from</p>  | <p>June 2024</p>  <p>has received an investment from</p>  |
| <p>May 2024</p>  <p>a subsidiary of TRANSDIGM GROUP INC.</p> <p>has been acquired by</p>  <p>forming</p>  | <p>May 2024</p>  <p>has acquired</p>  | <p>May 2024</p>  <p>has received an investment from</p>  | <p>March 2024</p>  <p>a subsidiary of</p>  <p>has been acquired by</p>  | <p>March 2024</p>  <p>a portfolio company of</p>  <p>has been acquired by</p>  |
| <p>November 2023</p>  <p>a portfolio company of</p>  <p>has been acquired by</p>  | <p>June 2023</p>  <p>has been acquired by</p>  | <p>November 2022</p>  <p>has received an investment from</p>  | <p>September 2022</p>  <p>has been acquired by</p>  | <p>July 2022</p>  <p>has been acquired by</p>  <p>CAPITOL MERIDIAN PARTNERS</p>  |


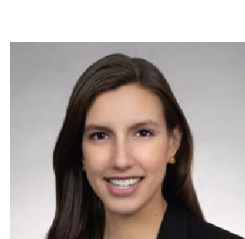
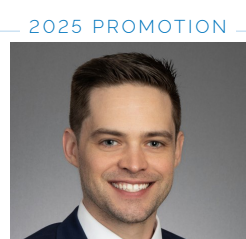



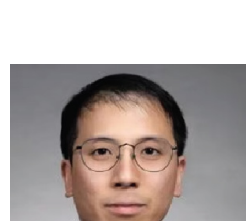



KippsDeSanto & Co.'s clients benefit from our unique coverage sector depth and the overlapping interests that strategic buyers and private equity investors have in our areas of focus and expertise. From **AI / ML** to **Cloud-Based Platforms, Aerospace / Defense Technology** to **Space, Digital Transformation** to **GovTech**, we have deep experience in supporting modern business models and innovative, future-ready technologies. In addition, our team is experienced in supporting clients across the U.S., from **Seattle** to **Miami** and **Boston** to **San Diego**, as well as international cross-border experience to facilitate global options for our clients and the buyers / investors we cover.

Managing Directors

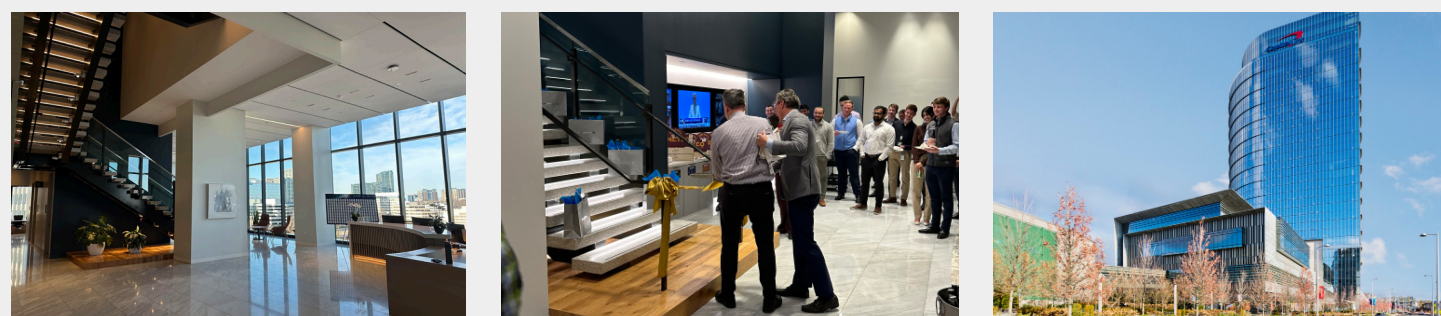
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|--|---|--|---|--|
|  <p>Kevin DeSanto Managing Director</p> | <p>2025 PROMOTION</p>  <p>Nick Dodson Managing Director</p> |  <p>Bob Kipps Managing Director</p> |  <p>Marc Marlin Managing Director</p> |  <p>Michael Misantone Managing Director</p> |
|  <p>Karl Schmidt Managing Director</p> |  <p>Kate Troendle Managing Director</p> | <p>2025 PROMOTION</p>  <p>Brian Tunney Managing Director</p> |  <p>Jon Yim Managing Director</p> | |

Directors and Vice Presidents

| | | | |
|--|--|--|---|
| <p>2025 PROMOTION</p>  <p>Wilkinson Anthony Vice President</p> |  <p>Margo Bost Vice President</p> | <p>2025 PROMOTION</p>  <p>Ted Faris Vice President</p> | <p>2025 PROMOTION</p>  <p>Mike Gilland Vice President</p> |
|  <p>Jamie Graham Business Development</p> |  <p>Michael Potolicchio Vice President</p> |  <p>Sung Shin Director</p> | <p>2025 PROMOTION</p>  <p>Nathan Wilson Director</p> |

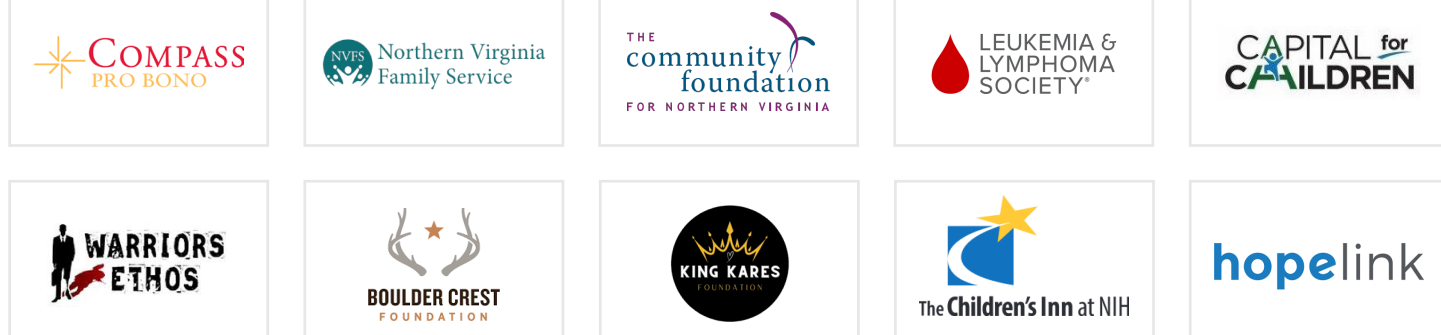
New, World-Class Facility

In January 2024, KippsDeSanto & Co. opened our new, world-class facility on the Tysons campus headquarters of Capital One, offering our team a modern workplace experience and a one-stop, full-service venue for our clients and relationships to host their board meetings, offsites, management presentations and diligence sessions.



Supporting the Community

KippsDeSanto & Co. has promoted and prioritized supporting our local community since our founding in 2007, providing financial support, facilitating opportunities for our team to volunteer, and encouraging our senior investment bankers to serve on non-profit boards.



Connect With Us

Investment Banking products and services are offered through KippsDeSanto & Co., a non-bank subsidiary of Capital One, N.A., a wholly-owned subsidiary of Capital One Financial Corporation, and a member of FINRA and SIPC. Products and services are **Not FDIC Insured, Not Bank Guaranteed, May Lose Value, Not a Deposit, and Not Insured by Any Federal Government Agency.**