

2025

Kipps DeSanto  
INVESTMENT BANKING



# KippsDeSanto & Co. by the Numbers

*There's no substitute for experience*

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.**

# Leading Industry M&A Advisor

*Another Banner Year*

**BY THE NUMBERS**  
2025

# #1

M&A Advisor across Aerospace,  
Defense, and Government  
industries from 2022-2025<sup>(1)</sup>

Market-leading M&A transaction  
experience, consistency through  
dynamic industry and market  
conditions, and commitment to  
client outcomes

KippsDeSanto & Co. By the Numbers

# 27

M&A Transactions Closed in 2025

# 99

M&A Transactions Closed Since 2022

# 20+

M&A Transactions Closed for 7th Consecutive Year

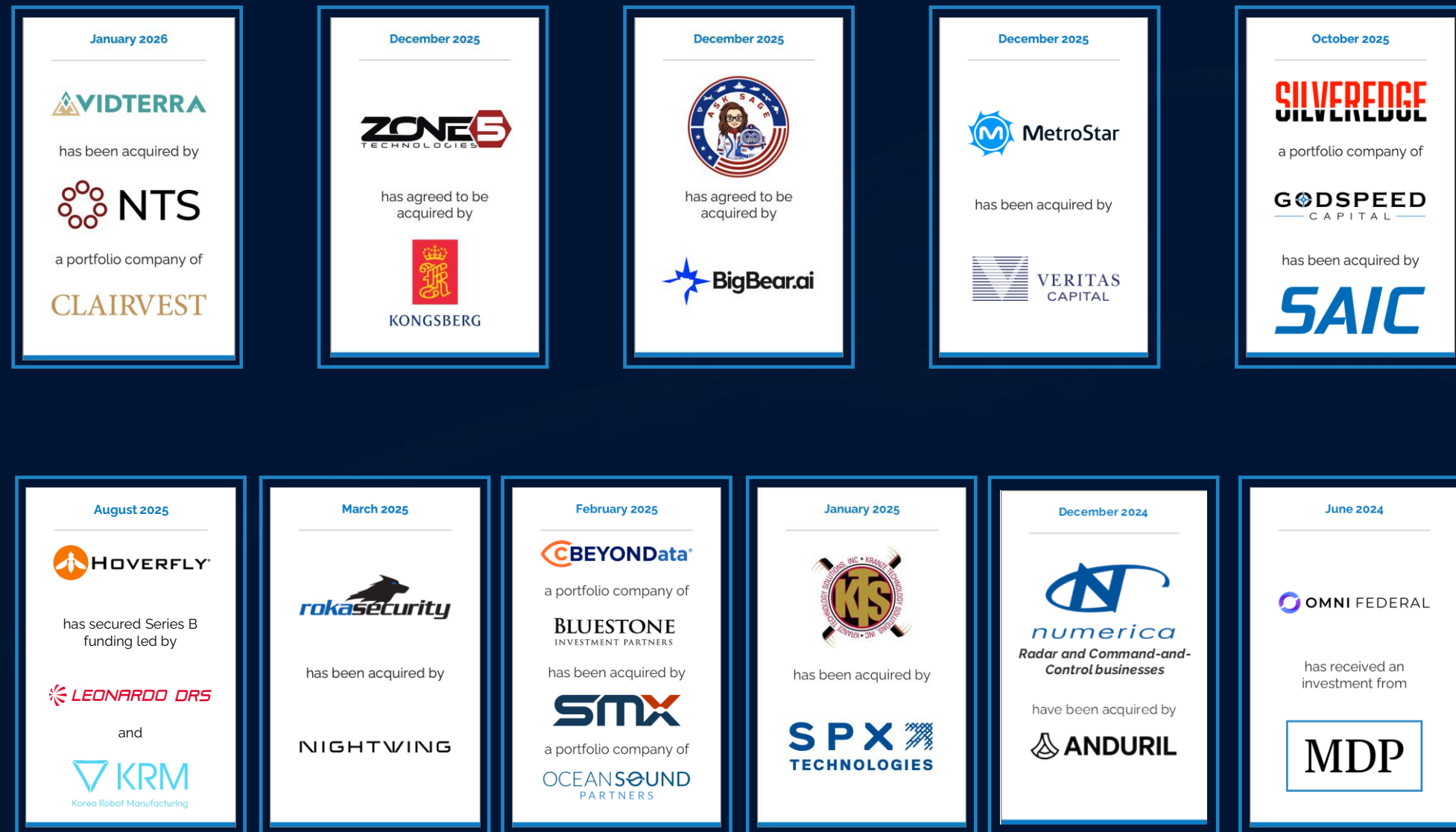


# At the Forefront of DefenseTech

## *An Established Perspective from the Start*

**BY THE NUMBERS**  
2025

### Recent DefenseTech Transactions



KippsDeSanto & Co. has been a dedicated investment bank in the DefenseTech sector for almost two decades, shaping the modern ecosystem by advising companies at the intersection of hardware, software, solutions, and systems

Our unique, in-house combination of Aerospace & Defense, Government Technology Solutions, and Enterprise Technology transaction expertise provides our clients with a powerful partner in positioning for optimal value

# Significant Private Equity Relationships

*Partnerships that Impact National Security*

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2025

# 25+

New Private Equity Platforms  
Advised on Since 2022

Each engagement is driven by our clients' goals, as we tailor the outreach process to connect with parties aligned with and capable of leveraged buyouts and growth capital investments

Advising on New Platform Investments from  
Leading Private Equity Funds

A|C|P



**cerberus**

DC CAPITAL PARTNERS

ENLIGHTENMENT  
CAPITAL

FALFURRIAS  
MANAGEMENT  
PARTNERS

MACQUARIE

MDP

PEAK ROCK  
CAPITAL®

SAGEWIND CAPITAL

VERITAS  
CAPITAL

WASHINGTON  
HARBOUR



# Refining Strategic Focus

## *Driving Clarity through Divestiture*

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2025

### Representative Divestiture Experience

**BT Group**

**CARLYLE**

**Chemring**  
Group

**Elbit Systems™**

**GENERAL  
DYNAMICS**

**HEXAGON**

**J.F. Lehman & Company**

**KFORCE™**

**KINGSWOOD**  
CAPITAL MANAGEMENT

**LMĪ**

**numerica**

**TRANSDIGM**  
GROUP INC.

# 25+

**Divestitures Completed since 2015**

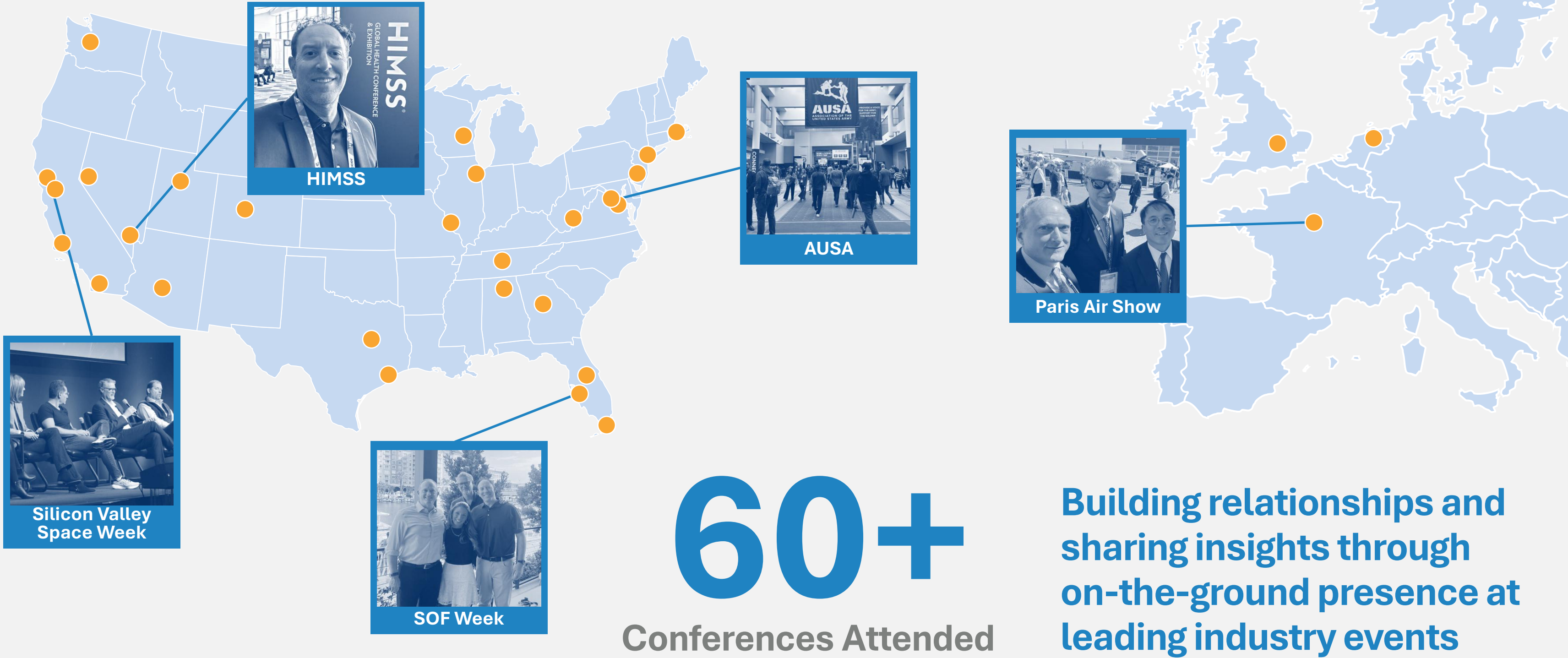
**KippsDeSanto & Co. has advised leading public and private equity-backed companies on strategic divestitures, spanning complex separations and non-core asset sales to streamline portfolios and unlock long-term value through thoughtful positioning and disciplined execution**



# Expanding our Reach

*Coast-to-Coast, Global Presence*

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2025





# Where Leaders Connect

## *Bringing the Industry Together*

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2025

### Must-Attend Signature Events

**850+**

**Attendees**

Our annual, hallmark events – March Madness Mixer and Beyond the Horizon Leadership Conference – provide exclusive networking opportunities for senior leaders

Strong participation, repeat attendance, and continued interest underscore the value these events provide to our client and investor networks



# Leadership that Delivers

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2025

*An Experienced, Industry-Focused Senior Investment Banking Team*

## Our Leadership



**Kevin DeSanto**  
Managing Director



**Nick Dodson**  
Managing Director



**Bob Kipps**  
Managing Director



**Marc Marlin**  
Managing Director



**Michael Misantone**  
Managing Director



**Karl Schmidt**  
Managing Director



**Sung Shin**  
Managing Director



**Kate Troendle**  
Managing Director



**Brian Tunney**  
Managing Director



**Jon Yim**  
Managing Director



**Chris Anderson**  
Director



**Nate Wilson**  
Director



**Jamie Graham**  
Director





# The People Behind the Results

*A Talented Team Dedicated to your Success*

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2025

