

Mergers & Business Acquisitions, Inc.

The Investment Banker for Aerospace & Defense Manufacturers



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Mergers & Business Acquisitions, Inc. (MBA), founded in 1984 by Ysrael Kanot, has assisted dozens of companies to achieve organic growth and accomplish successful M&A transactions.

Based in Los Angeles, MBA serves manufacturers, distributors and suppliers, primarily in the Aerospace & Defense sectors.

MBA utilizes a dual-path strategic approach:

- ✓ **Investment Banking:** MBA represents sellers or buyers of private companies. We facilitate value-maximizing M&A activities which include selling, joint ventures, refinancing, ESOP programs, and other types of transactions.
- ✓ **Global Sourcing:** Through its home office and locations in Toulouse, France, and Tel Aviv, Israel, MBA assists American companies to access the global A/D industry through sub-contract relationships that expand their revenues while strengthening their ties with industry leaders.

No Upfront Fees

Unlike most M&A advisory companies, MBA performs all M&A-related services without charging retainer or monthly service fees to its clients. MBA's **entire compensation** is in the form of a **success fee**, which is payable only when a transaction is completed.

For owners who seek to sell all or part of their company, MBA will:

- ✓ Facilitate the sale process
- ✓ Prepare financial reports and projections, valuation, confidential memorandum 'book' and, when needed, a virtual data room
- ✓ Identify and reach out to selected prospective strategic and financial buyers
- ✓ Negotiate buy-sell agreements.



When assisting companies that seek organic growth, MBA will:

- ✓ Identify the company's unique advantages for international customers
- ✓ Initiate international sub-contract manufacturing relationships
- ✓ Arrange strategic alliances with international Tier I and Tier II customers
- ✓ Perform supply chain monitoring during the relationship

For buyers seeking strategic acquisitions, MBA will:

- ✓ Identify buyer's target criteria
- ✓ Create a presentation book
- ✓ Identify potential sellers
- ✓ Present the opportunity to selected potential sellers
- ✓ Assist in all transaction stages