DEFENCE IN AUSTRALIA

SECTOR ANALYSIS

April 2025



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Executive Summary

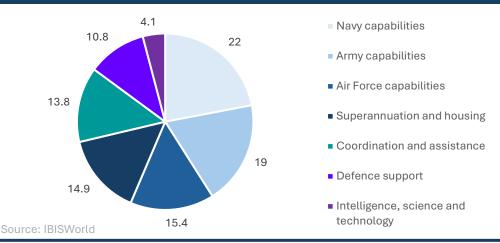
DEFENCE IN AUSTRALIA

"Marching ahead: Sustained government funding boosts revenue growth" - IBISWorld

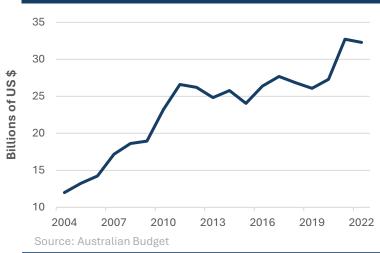
Key Trends

- Formation of **AUKUS alliance** (Australia, US, UK), focuses on advancing Australia's military technologies.
- The Australian Army is shifting to focus on maritime capabilities, reducing spending on army capabilities.
- This follows Australia's pivotal acquisition of nuclear-powered submarine technology.
- The evolving global defence landscape including conflicts like the Russia-Ukraine war, rising US-China tensions, and security challenges in the Indo-Pacific – has impacted Australia's strategic posture, alliances, and defence investments.

Products and Services Segmentation







The Federal Government is expanding defence spending through significant funding towards nuclear-powered submarines and drone technology.

This increased budget allocation is a key driver for industry growth and decreasing revenue volatility.

Graph shows the increase in GDP defence budget in billions of US \$ over the last 20 years.

The delivery of nuclear-powered submarines as part of the AUKUS treaty is planned for the early 2030s.

Defence funding as a share of GDP is set to reach **2.3%** by 2033-34.

Then, revenue is forecasted to expand at an annualised **4.7%**, to **\$68b** in 2030.



The defence budget is forecast to increase almost 2x in annual defence spending over the next decade.

Source: IBISWorld

Global Outlook

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Global M&A Industry



H1 2021 marked a record high of M&A activity in US, with a 324% spike in deal value compared to H1 2020. Activity then declined in 2022 and 2023 but increased slightly in 2024.

Source: Mergermarket

Global Involvement of PE Firms

The defence sector is a prime target for PE firms with the relevant industry expertise due to its high barriers to entry, significant R&D requirements, and stringent government regulations.

A few areas of particular PE activity include:

- Increased focus on defence technology
- Rising demand for aerospace aftermarket services
- Strategic consolation of differentiated aerospace manufacturers.

"

An **M&A** recovery is overdue, but it may struggle to maintain its recent momentum at a time when **long-term interest rates are rising**, and **valuations are high**... To be successful, they will need deep industry expertise and a laser focus on value.

- Brian Levy, Global Deals Industry Leader at PwC US.

Global Defence Transactions Involved with Australia



In the last 3 years, **10 of 16** overseas companies involved in Australian defence sector transactions were **Private Equity firms**. The remaining were defence companies.

In the last 3 years,

9 out of 16

global buyers were in the **US**. The remaining were in Canada, Europe and Asia.



Global PE Defence Buyers

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- Based in San Francisco, California USA, with \$9.1b in cumulative capital commitments
- 20 total acquisitions (3 platforms, 17 add-ons)
- Invests in **niche**, **technology-driven businesses** like defence, aerospace, industrial technology, life sciences, energy transition.
- Notable acquisitions: Hartzell Aviation, Kaman, International Water-Guard
- Enlightenment Capital
- Based in Chevy Case, Maryland USA, with \$2.3b in assets under management
- 17 total acquisitions (7 platforms, 10 add-ons)
- Makes control and strategic, non-control investments in middle-market businesses in the ADG&T sector.
- Notable acquisitions: Boecore, Agile Defense, Cryptic Vector
- Arlington Capital Partners
- Based in Washington D.C. USA, with \$8b of assets under management
- 17 total acquisitions (4 platforms, 13 add-ons)
- Extensive experience investing in industries that serve or are regulated by the government.
- Notable acquisitions: ExoStar, Pegasus Steels, Integrated Data Services
- AE Industrial Partners
- Based in Boca Raton, Florida USA, with \$5.6b of assets under management
- 16 total acquisitions (4 platforms, 12 add-ons)
- Specialises in national security, aerospace and industrial service.
- Notable acquisitions: Firefly Aerospace, York Space Systems, Yingling Aviation
- Core
 Industrial
 Partners
- Based in Chicago, Illinois USA, with \$1.58b of capital commitments
- 15 total acquisitions (3 platforms, 12 add-ons)
- Investing exclusively in lower-middle market manufacturing, industrial technology, industrial service, and consumer product businesses.
- Notable acquisitions: Aviation Concepts, PrecisionX, Uptive

Australian Public Companies & Deals

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Austal Limited							
Share Price	Enterprise Value	Market Cap	EV/EBITDA	EV/Revenue			
A\$5.22	\$2,121.2M	\$2,189.8M	44.04x	1.35x			

- Australia's largest defence exporter, and the only foreign-owned contractor building and maintaining warships for the US Navy. Austal's product portfolio includes highspeed ferries, naval vessels, and supply vessels for offshore wind farms and O&G.
- As part of AUKUS partnership, Austal USA commenced construction of command modules for the Virginia-class and Columbia-class nuclear-powered submarines as a contractor to General Dynamics Electric Boat.
- Mar 2025: Hanwha Corporation, a South Korean industrial explosives company, has moved to become a major shareholder of Austal, with 19.9% ownership. They are waiting for FIRB Approval. This comes after Hanwha Corp. cancelled an acquisition of Austal Ltd originally proposed for A\$1B, due to regulatory approvals challenges.
- Jul 2024: Civmec Ltd and Austal Ltd formed a Joint Venture to submit a proposal to the Commonwealth of Australia to support a Landing Craft Heavy project.

Electro Optic Systems Holdings Ltd (EOS)							
Share Price	Enterprise Value	Market Cap	EV/EBITDA	EV/Revenue			
A\$1.25	\$261.1M	\$241.2M	41.22x	1.48x			

- A technology company based in Australian Capital Territory.
- In the defence domain, EOS is recognised for its **remotely controlled weapon systems**, which are utilised by military organisations worldwide.
- An important player in the defence-space industry.
- Jan 2025: Cohort PLC, a parent technology company in UK specialising in defence and security, acquired EM Solutions Pty Ltd for approx A\$159m. EM Solutions, which specialises in satellite communication terminals, was originally acquired by EOS in 2019 for approx A\$26m.
- Dec 2023: EOS secured contracts of approx A\$25m and A\$2m to supply Remote Weapon Systems to a Western European Government.

Codan LimitedShare PriceEnterprise ValueMarket CapEV/EBITDAEV/RevenueA\$15.38\$2,963.0M\$2,963.0M20.98x5.02x

- Founded in 1959 and headquartered in Adelaide, South Australia. An international company specialising in development of metal detection and critical communications.
- Codan's subsidiary DTC specialises in critical communications globally, working in military, law enforcement, unmanned, and more.
- Mar 2025: Goldman Sachs maintained a 'Buy' rating for Codan Ltd, setting a price target of A\$18.00.

- Dec 2024: Codan Group acquired 100% of US-based Kägwerks to enhance tactical communications offering. Upfront cash payment of \$33.6m with royalty payments for 5 years.
 - Kägwerks developed a portfolio of proprietary DOCK™ branded solutions: lightweight, compact network hubs, integrating disparate equipment into a single compact communications system.
- Aug 2023: Codan acquired Eagle NewCo Ltd, a UK-based command and control solutions business. Eagles provides mission-critical control room communication to over 100 emergency services globally.

Private & Government-Owned Companies

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Key Private Players

BAE Systems Australia:

- A leading defence contractor and subsidiary of global BAE Systems PLC. Headquartered in Adelaide, SA.
- June 2023: BAE Systems Australia acquired High Frequency (HF) antenna product portfolio (intellectual property) from Radio Frequency Systems Australia
- Australian government selected BAE Systems and ASC Pty Ltd to build Australia's new fleet of nuclear-powered submarines as part of AUKUS.
 - March 2024: UK Ministry of Defence awarded $\mathfrak{S}3.95b$ to BAE Systems Australia for the next phase of SSN-AUKUS.
 - Expects to deliver its first SSN-AUKUS submarines in early 2040s.
- Production of advanced passive radio frequency sensors for **Joint Strike Missiles**.
- Company unveiled the Autonomous Light Armour System (ATLAS) in Oct 2024, an autonomous military vehicle designed to enhance combat efficiency and reduce human risk. Equipped with 25mm Bushmaster cannon.

Government-Owned Companies

ASDAM (Australian Sovereign Defence and Advanced Manufacturing Group):

- A leading sovereign defence and manufacturing, company. It provides end-to-end capabilities across design, engineering, manufacturing, assembly, and sustainment.
- ASDAM is Australia's largest supplier to the F-35 Joint Strike Fighter Program, operating from 20 locations across Australia and the US, and employing ~1,000 personnel.
- ASDAM is majority owned by funds managed by CPE Capital.
- Nov 2024: **ASDAM Operations Pty Ltd acquired Quickstep Holdings Limited**, Australia's largest independent aerospace composite business for A\$38.89m.

Thales Australia:

- Private subsidiary of public French company Thales S.A. Originally Australian Defence Industries (ADI) in 1989. Headquartered in Sydney.
- Original developer of the Bushmaster Protected Mobility Vehicle (PMV): a 4x4 wheeled armoured vehicle, known for its mine-resistant and ambush-protected (MRAP) capabilities.
 - Donated to Ukraine by Australia for use in the Russia-Ukraine war.
 - Jan 2025: Australian government awarded Thales A\$100m contract to produce 44 additional Bushmaster PMVs.
- Oct 2023: Thales Australia acquired **Tesserent Ltd**, Australia's largest listed cybersecurity company, for ~A\$176m.
- Oct 2024: Thales Australia secured government contract to produce 155mm artillery shells. Facility aims to produce 15,000 M795 rounds annually by 2028.
- Thales' sovereign sensor technology integrated into C2 Robotics' Speartooth Large Uncrewed Underwater Vehicle (LUUV) for underwater surveillance.

ASC Pty Ltd:

- A proprietary limited company 100% owned by the Commonwealth of Australia through the Department of Finance. Originally created in 1985 to build and maintain Collins-class submarines for the Royal Australian Navy (RAN).
- ASC was selected as primary shipbuilder for the Hobart-class Air Warfare Destroyers, a class of guided-missile destroyers for the RAN. These were delivered 2017-2020.
- In collaboration with BAE Systems, ASC is set to build and **sustain nuclear-powered submarines** under AUKUS.

SightLine and Athena Al

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March 2025: Sensor processing software developer SightLine Applications, backed by Artemis Capital Partners, has acquired Athena Al.



The acquisition of Athena AI perfectly aligns with our vision to be the leader in sensor processing technologies that enable mission success and autonomy.

- Jon Atwood, CEO of SightLine Applications

Joining forces with SightLine enables us to enhance our access to the U.S. market and leverage industry-leading processing technology to deliver new, next-generation features to our customers worldwide.

- Stephen Bornstein, Founder and Managing Director of Athena

Athena AI:

- Australian private specialist in Al-enabled computer vision and decision support for defence applications.
- Athena Al's interoperable vision-based Al systems and trained models enable realtime situational awareness as well as fast and effective decision making during critical mission areas involving intelligence, surveillance and reconnaissance, counteruncrewed aerial systems, and more.
- Previous strategic partnership: Athena Al partnered with Red Cat Holdings to equip the Teal 2 tactical drone with advanced Al and computer vision capabilities.

SightLine Applications:

- U.S.-based defence technology company specializing in real-time, onboard video processing solutions for autonomous and uncrewed systems.
- July 2023: Artemis Capital Partners, a US PE firm, acquired SightLine Applications. This
 was Artermis's first transaction in the software sector.

March 2025: SightLine Applications (backed by Artemis Capital Partners) acquired Australian Athena AI to strengthen its leadership in **AI-enabled video processing for autonomous systems**. Financial terms were undisclosed.

Strategic Value:

The acquisition enhances real-time situational awareness and mission-critical decision support, combining Athena's Al and ML expertise with SightLine's worldclass video processing.

Expanded Capabilities:

• The partnership will advance key defence areas including ISR, C-UAS, fire control, mission planning, and battlefield management.

AUKUS:

The deal bolsters SightLine's footprint in Australia, supporting AUKUS objectives around AI, autonomy, and Indo-Pacific security.



Drone Sector

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Australia's drone focus: Unmanned Aerial Systems (UAS) and Counter-UAS (C-UAS).

The Australian government is investing more than **A\$10** billion on drones, including at least **A\$4.3** billion on unmanned aerial systems and \$690 million on unmanned tactical systems for Army.

UAS: used for surveillance, reconnaissance, and combat. They can be guided remotely or autonomously.

C-UAS: used to detect, classify, and stop drones and other UAS.

Recent news:

- In collaboration with Boeing, Australia has committed over A\$600m to the development of MQ-28A Ghost Bat, an advanced uncrewed combat aircraft. This program represents the first combat aircraft developed in Australia in over half a century.
- July 2024: Australia Defence Force (ADF) acquired Advanced Switchblade 300 "Kamikaze" drones, marking the first deployment of weaponised drones by the ADF.
- July 2024: As part of Australia's \$100m investment into drone arsenal, Australia acquired two small UAS (SUAS): the Vector 2-in-1by Quantum-Systems, and the CorvoX by Sypaq Systems. The CorvoX drones will be equipped with Sentry Mesh 6161 radios by Codan Communications, as part of a A\$15m contract between the two companies.
- Australian government is advancing a A\$5b plan to acquire 29 Apache attack helicopters, integrating them with armed drones. This involves a 7-year contract with Boeing Defence
 Australia to provide maintenance, engineering and training for the fleet.

Sypaq Systems

- Private Australian engineering and systems integration company founded in 1992, based in Melbourne.
- Supplier of CorvoX, and Corvo Precision Payload Delivery Systems (PPDS)
- Corvo PPDS: the "cardboard drone", is a low-cost, expendable UAV, which was supplied to the Ukrainian Armed Forces in partnership with ADF.

DroneShield Ltd

- Australian C-UAS software and hardware provider founded in 2014, based in Sydney.
- In 2023, \$10.4 million of DroneShield equipment was included under a \$20 million aid package from the Australian Government to Ukraine.
- Recently, DroneShield has joined the AUKUS export framework, and benefits from the removal of export licensing requirements.
- Reporting strong financial performance, with robust growth resulting from notable increase in demand for its C-UAS products.

Space Sector

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Australia's space focus: multi-orbit space satellite communications.

ADF stated that the government will allocate **A\$9-12 billion for space capabilities.** The focus on multi-orbit satellite communications system is to enhance defence communications.

Traditional satellite communications industry and government procurement models are being rapidly disrupted by low- and mid-Earth orbit space internet services, led by the rapid growth of SpaceX's Starlink.

NOTE: Mentioned earlier, Electro Optic Systems Ltd is a strong player in this sector, via its SpaceLink subsidiary, which is involved in medium-orbit satellite constellation.

Recent news:

- Nov 2024: Australia cancels estimated A\$5b geostationary military satellite program project with Lockheed Martin. Launched in 2021, the single-orbit satellite program has been cancelled to divert strategic focus to multi-orbit space communications.
- Oct 2024: Optus is understood to have launched a secretive military communications satellite for the ADF a SpaceX Falcon 9 rocket. SpaceX participated in a A\$405m contract with Optus.
- Dec 2024: Singaporean company Transcelestial and Australian venture capital firm Paspalis Capital is set to conduct trials of its CENTAURI laser communication technology in Northern Territory.
- Councils in Central Queensland have procured A\$1m in state funding to investigate feasibility of producing and strong long-range guided missiles.

Lockheed Martin Australia

- Private subsidiary of Lockheed Martin Corp, founded in 1961 based in Canberra.
- Defence and aerospace company specialising in integrating and sustaining advances systems and services across space, air and sea.
- Jan 2024: Lockheed Martin was awarded a A\$37.4m contract to establish a missile manufacturing facility focused on producing Guided Multiple Launch Rocket System missiles domestically.
- Apr 2024: Lockheed Martin secured a landmark A\$500m contract with Australian Department of Defence to develop the Joint Air Battle Management System.

Fleet Space Technologies

- Private company founded in 2015, based in Adelaide.
- Specialises in mineral exploration and space technology. Focused on developing lowearth orbit satellite constellations.
- Selected as part of the Australian Defence Space Strategy, particularly for their ExoSphere satellite technology which is adapted for military surveillance and situational awareness.
- Dec 2024: secured A\$150m in Series D Funding from venture capital firms, designated to enhance ExoSphere platform and expand company's satellite constellation.

Transaction Experience

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Advised Bulk Fuel Australia on successful sale of the business

Lead Advisor



Venture capital invested in Similarity Systems leading successful sale of their business

Co-Investor



sale the business in

Lead Advisor



Assisted Cornett's IGA with the successful

Lead Advisor



Advised Sunray Strawberries on successful sale of the business

Lead Advisor

Advised Corvil

Networks on VC

invest from Cisco

Ventures & Apax

Lead Advisor



Lead Advisor



The

Warehouse on successful sale of the business



MBO/MBI of the business

Lead Advisor





windoware

Advised Windoware

on successful sale of

the business

Lead Advisor

Assisted Network365 on VC invest from Intel Capital & ACT

Lead Advisor



Monadelphous with a buy-side acquisition

PAKKA

JACKS

LIFTING THE GAME

Advised Pakker Jack

on successful sale of

the business

Lead Advisor

Monadelphous

Lead Advisor



Advised Zippy Cleaning on successful sale of the business

Lead Advisor

EASTCOAST

TRAFFIC CONTROL

Advised on successful

sale the business

Lead Advisor



Advised Shred-X successful sale of the business

Lead Advisor



Advised on successful sale the business

Lead Advisor



Advised on successful



Advised minority shareholder on business sale process

Lead Advisor



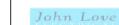
Assisted FM Solutions with the successful sale of their business

Lead Advisor



Assisted A-DB Group with the successful sale of their business

Lead Advisor



Assisted John Love Electrical with the successful sale of their business

Lead Advisor



Assisted BVCI with the successful sale of their business

Lead Advisor



Assisted Galiko Foods with the successful sale of their business

Lead Advisor



capital raising+



Assisted Process Essentials with the successful sale of their business

Lead Advisor



Assisted MPA Engineering with the successful sale of their business

Lead Advisor



Assisted Russco with the successful sale of their business

Lead Advisor



Assisted Glasscraft Marine with the successful sale of their business

Lead Advisor



Assisted Meridien with the acquisition of multiple retirement village business

Lead Advisor



Assisted Aldante Fine Foods with the successful sale of their business

Lead Advisor



Transaction Experience

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Assisted MPA Consulting Engineers with the successful sale of their business

Lead Advisor



Assisted Des Caling Drilling with the successful sale of their business

Lead Advisor



Assisted Rocca's Fine Foods with the successful sale of their business

Lead Advisor



Assisted Cura Day Surgeries in an acquisition

Lead Advisor



Assisted Beeline Technologies with a successful capital raising

Lead Advisor



Assisted Retire
Australia with a
successful acquisition.

Lead Advisor



Assisted Comvita with a successful acquisition.

Lead Advisor

Transaction Success Track Record

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Proven track record over 15 years of delivering excellent outcomes for our clients. During this period we have:

- Advised more than 50 business owners on a successful sale;
- Advised on more than 50 businesses on successful acquisitions;
- Prepared more than 150 business valuations; and
- Completed in excess of \$500M in transactions.

Our clients include family businesses built up over a generation, private companies with multiple shareholders, private equity investors, Australian public companies and International public companies.

What our clients say



At this time, we sought assistance with the selling of our window coverings business Windoware. Brett managed this complicated process in a most professional manner. His depth of knowledge of the processes involved proved invaluable and considerably enhanced the successful conclusion of the transaction.

Brett's' pleasant, laid-back manner and impressive knowledge of his area of expertise made working with him, for the six-month period it took to finalise our sale, a pleasure during this somewhat stressful period. We would have absolutely no hesitation in recommending Brett.

Stephanie Ruhl - Group General Manager

Advisory Partner Value Add

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- We are a mid market focused advisory team which means we work closely with you throughout the transaction. You will have the full attention of our senior executive team for the entire project to successful completion.
- We will maximise the value of your firm through:
 - Our experienced professional team reducing the completion risk and maximising the terms;
 - A well planned, carefully orchestrated, highly confidential and tightly managed process;
 - Prepare documentation and pitch decks designed to sell your firm's opportunity as to maximise interest and improve terms;
 - We have access to deal information nationally and globally with direct access through the Advisory Partner network to contact the best prospects;
 - We will ensure that momentum is maintained throughout the transaction "time kills deals";
 - Advisory Partner is fully licenced to provide these services holding an Australian Financial Services Licence (AFSL) and also a registered
 real estate agent licence.

Advisory Team

DEFENCE IN AUSTRALIA



Brett Plant

Director



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Brett has over 25 years of experience in providing advice to small and medium sized businesses. Brett's approach to business is based on trust, strong personable relationships and effective solutions.

Whether it is valuing, merging, acquiring or divesting a business, restructuring or entering a joint venture, Brett can assure a seamless pathway by investigating the due diligence and evaluating the financial risks or opportunities to advance the transactions.

Technical Capabilities:

- Business & intangible valuation
- Buy-side and sell-side advisory
- Due diligence
- Independent expert reports

Sector Experience:

- Sale of Des Caling Drilling to Weatherford Inc;
- Advisory CRC for Mining TRD Tight Radius Drilling;
- OSD Pipelines, IPO advisory, Sale Advisory & Buy side advisory;
- Buy side advisory for a private equity fund in relation to gas field services business;
- Sell side advisory in relation to a laboratory business;
- Origin Energy, financial modelling in relation to a bid for the Tipperary gas field



Anthony Vago

Director



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Anthony has over 25 years of experience in corporate finance, advising businesses across a range of industries including healthcare, defence, manufacturing, energy, and technology. He is known for his pragmatic and strategic approach, supporting clients through complex transactions with tailored advice and deep financial expertise.

Whether executing an acquisition or divestment, leading a capital raise, or advising on valuation and structuring, Anthony works closely with clients to deliver commercially effective outcomes. His cross-border experience spans Australia, Europe, and the United States, often involving multi-party negotiations and regulatory complexity.

Technical Capabilities:

- Buy-side and sell-side advisory
- Capital raising and transaction structuring
- Business and intangible asset valuation
- Strategic and financial modelling
- Due diligence and investor engagement
- Cross-border and multi-jurisdictional negotiations

Sector Experience:

- Advised Ferra Holdings on \$350M sale to Liberty Hall Capital (defence manufacturing)
- Sell-side advisor for Australian Wings Academy's sale to Tisdall Aviation
- Strategic advisor to ERM Power on acquiring OutPerformers (energy advisory)
- Advised AVS Nutrition on sale to Verita Healthcare
- Advised Terry White Group on \$50M sale of remaining Chemmart stake to EBOS
- MBO advisor for a therapeutics firm operating across Switzerland, Portugal, Australia, and the US
- Led valuations and strategic reviews across biotech, software, industrial, contract manufacturing, and consumer health
- Supported capital reviews and investor readiness for clients in logistics, coatings, SaaS, and professional services

Advisory Team

DEFENCE IN AUSTRALIA



Nikhil Madala Analyst



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Nikhil is an analyst at Advisory Partner, with previous experiences in Equity Research, Corporate Finance and Restructuring. While at Advisory Partner, Nikhil has participated in various business valuations and assisted in developing Independent Expert Reports.

Technical Capabilities:

- Business valuation
- Independent expert reports
- Financial Modelling
- Due Diligence

Sector Experience:

Company Valuations for:

- · Consumer Discretionary
- Real Estate
- Mining
- Information Technology



Renee Liang

Analyst



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Renee is an analyst at Advisory Partner, with experiences in business valuations and due diligence processes. While at Advisory Partner, Renee has conducted various business valuations and financial due diligence, while managing reporting and forecasting projects.

Technical Capabilities:

- Business valuation
- Financial Modelling
- Due Diligence
- Reporting and Forecasting

Sector Experience:

Company Valuations for:

- Information Technology
- · Consumer Discretionary
- Real Estate
- Mining



Advisory Partner

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