

Buyer Motivations in Current Market

Buyer Motivations

We asked more than 100 buyers of companies in the aerospace & defense companies about their motivations for making acquisitions in the current market. Buyers surveyed included both financial buyers, principally private equity firms, and strategic buyers, both public companies and privately owned enterprises.

Buyer Motivations:

- 49%: Market share expansion in core markets
- 35%: Opportunity to make acquisitions at substantially lower prices
- 16%: Capacity expansion

Buyer motivations

49%

MARKETSHARE

35%

PRICE

16%

CAPACITY