

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

"M&A Trends in the Aerospace Industry and Guidance for Small to Medium Sized companies and How to be Prepared."

Presenters:

Paul Croci

Managing Director,
Head of Aerospace and Defense Investment Banking
New York
Wells Fargo Bank

Scott Dragicevich

Director
Los Angeles
Wells Fargo Bank

Joint Meeting of the Santa Clarita Valley
and South Bay Chapters

Wednesday, June 9, 2021

Webinar: 8:00-9:00 am pacific time

[Click here to register](#)

Both members and non-members must register to attend.

ACCESS INFORMATION will be provided to registrants at the bottom of the registration confirmation email from Eventbrite. An reminder email with the access information will be sent to registrants the day before the event.

The event will be recorded and made available for download by A&D Forum members.

Registration Fees

Free - A&D Forum member &
Corporate Members
\$25 - Non-member

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

Please register as an A&D Forum member **ONLY** if you have a currently active membership. Claimed memberships will be verified before the meeting and erroneous registrations will be potentially cancelled.

June 9, 2021 Meeting

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Despite continued uncertainty about the economic recovery and proposed legislation, valuations are at record highs, the stock market is booming and debt is cheap. How do the current economic and market conditions impact business owners and management teams across the A&D landscape today and in the future? Join Wells Fargo Investment Bankers Paul Croci (Head of A&D Investment Banking) and Scott Dragicevich (Head of Southern California Investment Banking) as they share perspectives on key topics being

- There will also be an email sent to all registrants the day before the event.
- Please ensure your mike is muted and your video is off - icons on the lower left of your window.
- Questions will be welcomed via the Chat function.
- During registration you will be asked whether you want your contact information distributed to other attendees. This is a replacement for copying and distributing business cards at chapter meetings.
- For this meeting, we will not be doing individual elevator speech introductions.

Feel free to pass this invitation on to others you think would be interested.

2021 Santa Clarita Valley Chapter Sponsor



SANTA CLARITA VALLEY
ECONOMIC DEVELOPMENT CORPORATION

2021 South Bay Chapter Sponsors

discussed in Board rooms across the A&D industry.

We look forward to an interactive discussion on valuation, preparing for a sale or acquisition, financing alternatives and the general A&D landscape.

Presenters



Paul Croci is the Head of Aerospace and Defense Investment Banking at Wells Fargo Securities. He joined the firm in July 2019 and is based in New York.

Paul is a well-respected and seasoned investment banker with over 15 years of experience advising companies in the aerospace and defense industry, primarily at Citigroup and Barclays Capital. Most recently, Paul led Corporate Development and served on the leadership team for the aerospace division of Honeywell –at \$12 billion in revenue, Honeywell is one of the largest and most active aerospace businesses in the industry. Paul has deep domain expertise and broad strategic advisory experience in Business Jet, Space, Defense, Aerospace and Government Services markets. Notable transactions include the sale of EDO to ITT, the LBO of Sequa, the IPOs of Wesco and BAH, the merger of Engility and TASC, the acquisition of ComDev, the sale of HTSI, the spin of Garrett Turbo and the creation of Honeywell Ventures. Paul began his career with the United States Navy where he was a Nuclear Submarine Officer. As a submarine officer Paul held TS/SCI clearances as well as various tactical and engineering certifications.



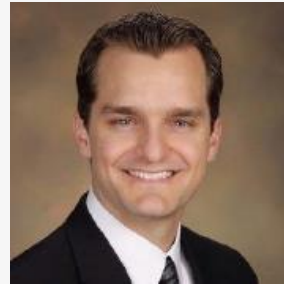
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Santa Clarita Valley Chapter Steering Committee

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Paul is a graduate of the United States Naval Academy where he earned a B.S. in Mechanical Engineering. Paul is also a distinguished graduate from the University of Michigan, Ross School of Business where he earned his MBA.



Scott Dragicevich is a Director in the Regional Investment Banking group at Wells Fargo Securities. He joined the firm in 2011 with the

Transportation and Logistics group in New York City. In 2014, Scott relocated to Los Angeles to lead coverage responsibility for Southern California.

Scott has worked on key deals across several sectors and products. His transactions include serving as sell-side advisor to JT Posey Company on its sale to TidiProducts / RoundTable Healthcare Partners, sell-side advisor to Haddon House Food Products on its sale to United Natural Foods, lead arranger on the financing for RBC Bearings' acquisition of Sargent Aerospace & Defense, book-runner on the follow-on public offering of Marcus & Millichap, sell-side advisor to Joliet Bulk Barge & Rail on its sale to Arc Logistic Partners, and lead book-runner on the high yield offering of Watco Companies. He has also executed bond offerings for Burlington Northern Santa Fe, Amsted Industries and Norfolk Southern.

Prior to joining Wells Fargo Securities, Scott played six seasons of professional baseball in the Toronto Blue Jays organization.

Scott received a B.A. in economics from Stanford University and an M.B.A. from the Wharton School at the University of Pennsylvania.

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The Aerospace & Defense Forum

is a global aerospace and defense leadership 9-chapter community of over 2400, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

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