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GOLDMINE MANAGEMENT GROUP

THINKING ABOUT SELLING YOUR DEFENSE CONTRACTING BUSINESS?

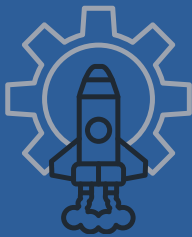
UNDERSTANDING THE BASICS

A simple guide for owners considering a transition — and how the right buyer can protect your legacy.

The objective is to provide you with adequate information to make an informed decision when selling your business.

WHO THIS IS FOR

- ▷ Defense contractors unsure where to start
- ▷ Owners nearing retirement
- ▷ Founders managing succession risk
- ▷ Businesses with government contracts, CAGE codes, or NSNs



WHY OWNERS DECIDE TO SELL

Selling a defense contracting business is often driven by a mix of personal and operational factors. Common reasons include retirement planning, lack of succession, increasing compliance burden, or a desire to realize the value you've built.

Common triggers:

- ✓ Owner fatigue or retirement
- ✓ No internal successor
- ✓ Increased regulatory complexity plateauing growth
- ✓ Desire for liquidity while business is strong
- ✓ Company in distress



WHAT BUYERS LOOK FOR

Strong defense businesses are valued not just on revenue, but on consistency, compliance, and long-term viability.

Typical acquisition criteria:

- Revenue: \$1M-\$20M
- Active or historical government contracts
- CAGE code and SAM registration
- NSN portfolio or technical data packages
- Stable customer relationships
- Small, experienced team



HOW THE PROCESS WORKS

Most acquisitions follow a clear, confidential process designed to minimize disruption to employees and customers.

Typical Steps:

- Confidential introductory call
- High-level review of financials and contracts
- Valuation discussion
- Due diligence
- Letter of Intent (non-binding)
- Closing and transition planning



WHY PARTNER WITH US

We are experienced acquirers of defense and government contracting businesses. Our approach prioritizes confidentiality, fair valuation, and continuity for employees and customers.

What sellers value about us:

- ✓ Confidentiality
- ✓ Direct buyer (no broker pressure)
- ✓ Clear and realistic valuation approach
- ✓ Flexible deal structures (cash, seller note, earn-outs)
- ✓ Respect for company culture and legacy
- ✓ Experience navigating government contracts and compliance

FOR MORE INFORMATION SCHEDULE A 15 MINUTE CALL WITH US HERE:



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