

A&D Investment Banking & Restructuring Professionals

Mark Lees DIRECTOR



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PROFESSIONAL QUALIFICATIONS

Mark is a Director in the European Aerospace & Defense Investment Banking team, advising clients on all aspects of M&A transactions with a focus on the UK and European defense sector. He has over 17 years' A&D sector experience, holding leadership roles in strategy, corporate development, and engineering.

Prior to joining Seabury, Mark worked as an independent consultant advising corporate clients and financial sponsors across the A&D sector, with diverse engagements including supporting the development and execution of organic growth strategies, M&A target identification and assessment, commercial due diligence and origination & execution of transactions. Previously, Mark was Vice President Strategy and M&A for Cobham, a £2bn Aerospace & Defense group, during which time he built a comprehensive M&A pipeline of UK, EU and US targets and managed several buy-side processes. He also led selected sell-side processes including the successful disposal of non-core capabilities across the Group. Earlier in his career, Mark held positions of increasing responsibility in program management, business development and strategy, building relationships with key government customers and defense OEMs.

Mark holds an Executive MBA from Imperial College Business School with a focus on corporate finance, strategy and innovation, a master's degree in Aerospace Engineering from Imperial College London and is a Chartered Engineer.

PROJECT EXPERIENCE

- Advised L3Harris on the sale of its Visual Information Solutions (VIS) geospatial analytics business to NV5 Global, Inc. in 2022
- Advised Fonds de Consolidation et de Développement des Entreprises (FCDE) on the acquisition of Cobham Microwave from Advent International in 2022
- Advised Ultra Electronics on a the sale of a portfolio of product lines from its Precision Control Systems (PCS) division to Ontic Engineering and Manufacturing in 2022
- Advised a European defence electronics equipment manufacturer on an acquisition campaign for component providers in the US
- Advised an EU defence corporate on the potential sale of its speciality aviation software businesses
- Extensive experience of corporate carve outs and asset sales across the A&D sector

INDUSTRY EXPERTISE

- Equipment OEMs
- Defense electronics systems & components
- Composite materials and structures
- Space systems and platforms
- Software and analytics

FUNCTIONAL EXPERTISE

- Sell-side and buy-side M&A
- Strategy development and business planning
- Corporate finance and valuation
- Commercial and technical due diligence