

Pierre A. Chao



Mr. Chao has spent 27 years in the aerospace/defense industry as a strategist, investment banker, equity analyst, policy analyst and investor.

He is the co-founder of Enlightenment Capital and, prior to that, in 2008 of Renaissance Strategic Advisors. From 2003-2007, Mr. Chao was the Director of Defense-Industrial Initiatives at the Center for Strategic and International Studies (CSIS), a Washington D.C.-based, non-partisan defense and foreign policy think tank; where he still remains as a Senior Associate.

Before joining CSIS in 2003, Mr. Chao was a Managing Director and senior aerospace/defense analyst at Credit Suisse First Boston from 1999-2003, where he was responsible for following the U.S. and global aerospace/defense industry. He remained a CSFB independent senior adviser from 2003-2006. Prior to joining CSFB, Pierre was the senior aerospace/defense analyst at Morgan Stanley Dean Witter from 1995-1999. He served as the senior aerospace/defense industry analyst at Smith Barney during 1994 and as a director at JSA International, a Boston/Paris-based management consulting firm that focused on the aerospace/defense industry (1986-88, 1990-93). Mr. Chao was also a co-founder of JSA Research, an equity research boutique specializing in the aerospace/defense industry. Before signing on with JSA, he worked in the New York and London offices of Prudential-Bache Capital Funding as a mergers and acquisitions banker focusing on aerospace/defense (1988-90).

Over the course of his Wall Street career, Mr. Chao's team was ranked #1 by Institutional Investor every year eligible and he was on the Institutional Investor All-America Research Team every year eligible. He participated in 31 landmark aerospace/defense equity offerings/IPOs raising \$11.7 billion and dozens of buy-side and sell-side M&A assignments.

He is also a guest lecturer at the National Defense University and the Defense Acquisition University, and he has served on multiple Defense Science Board/Defense Business Board task forces. He is a member of the board of directors of KeyW Corporation (Nasdaq:KEYW) and Channel Technologies; and he is a member of the board of directors of the Truman National Security Project.