HavocAI — Equity Research Report
Private Markets · Autonomous Maritime & Multi-Domain Systems · Series B

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1 Key Metrics

Metric	Value
Implied valuation	$500M
Total raised	$97M
Price / Capital raised	5.2×
Vessels built / delivered to DoD	42 built; 32 confirmed delivered to DoD customers (Defense One, June 2025)
Employees	~68 (PitchBook, early 2026)

2 Bottom Line

At $500M, HavocAI is priced as a software-like defense platform but operates closer to a custom hardware / systems integrator — though the Mavrik and Teleo multi-domain acquisitions (March 2026) make software-peer multiples more defensible than at Series B close. The IQT and Lockheed Martin validation is real and strategically significant. The funding syndicate is elite. But $0 in publicly verifiable contract data, an $85M round on undisclosed revenue, and a hardware-heavy cost structure make the valuation a bet on future DoD prime-contractor adoption — not current economics.

The One Big Beautiful Bill Act (P.L. 119-21), signed July 4, 2025, appropriated **$156.2 billion in mandatory defense funding** available through 2029 — including $29B+ for shipbuilding and $2B for the Defense Innovation Unit. HavocAI's FY27 NDAA lobbying push is directly aligned with capturing this pipeline. This materially raises the probability of the base case and compresses the downside. Saronic's $392M Navy OTA (December 2025) for its Corsair USV confirms the procurement officers, contract vehicle, and price points in this exact market — useful context for both the bull case and competitive risk.

We estimate fair value in the $250M–$350M range absent disclosed revenue multiples on hardware-integrator comps — but the legislative tailwind and multi-domain expansion push the range upward. Not a pass — the pathway to value is real — but not a compelling blind entry at $500M without data room access.

3 Valuation Framework — Comparable Analysis

Company	Stage	Mkt Cap / EV	Revenue (FY2025)	EV/Rev	View
HavocAI	**Series B**[1]	**$500M (implied)**	**Undisclosed**	**Unknown**	**Rich**
Saronic Technologies	Private (OTA)	Undisclosed	$392M contract TCV	N/A	**Direct comp — see note**
Kratos Defense (KTOS)	Public	Mkt cap ~$15.7B / EV ~$3.9B	~$1.32B	~3× (EV basis)	Fair (hardware-heavy)
Mercury Systems (MRCY)	Public	Mkt cap ~$4.7B / EV ~$4.9B	~$912M	~5.4× (EV basis)	Fair (recovering hardware)
Shield AI	Series F	$2.8B	$200M+ ARR	~14×	Fair (software-defined)
Anduril Industries	Series F	$14B	$1B+ rev	~14×	Fair (multi-domain platform)

Saronic note: Saronic received a $392M OTA production contract from the Navy for its 24' Corsair USV in December 2025 — announced by the Secretary of the Navy at the Reagan National Defense Forum, with ~$200M obligated immediately. Saronic is a direct maritime USV competitor founded in 2022. Its contract win (1) validates the procurement pathway HavocAI is pursuing, (2) confirms OTA as the vehicle of choice for Navy USV buys, and (3) establishes a public benchmark for what delivery-ready USV capability is worth to the Navy. Note: the Corsair is a 24' vessel — smaller than HavocAI's 38' Seahound and 42' Kaikoa, and in the same size class as HavocAI's 14' Rampage. The contract is not perfectly apples-to-apples across hull classes, but the procurement vehicle, timeline, and Navy Secretary's framing ("this is now the standard") are directly applicable to HavocAI's positioning. The competitive implication: the Navy has shown it will award production contracts rapidly to companies that can demonstrate prototype-to-production in under 12 months — HavocAI's 32+ vessel delivery record positions it similarly, but Saronic now has a confirmed contract and HavocAI does not.

Hardware comp note: Sarcos is not a valid comp — it had serious going-concern issues by 2024–2025 and its market cap reflected distress. Kratos (EV ~$3.9B, revenue ~$1.32B, EV/Rev ~3×) and Mercury Systems (EV ~$4.9B, revenue ~$912M, EV/Rev ~5.4×) are more appropriate public hardware-adjacent defense comps. Note: both are quoted on an enterprise value basis, not market cap — Kratos's market cap of ~$15.7B is inflated relative to EV by its net cash position; using market cap / revenue would imply a ~12× multiple, which is not the correct analytical frame for an acquisition or intrinsic value comparison. The hardware-peer EV/Rev range is therefore approximately 3–5×. This meaningfully changes the implication: HavocAI at $500M only needs ~$100–$165M in revenue to look in-line with hardware peers on an EV basis — a more achievable threshold than previously stated, though still likely above current run-rate. The 14× multiple for Shield AI and Anduril remains appropriate only if HavocAI's blended margin profile shifts toward software via the Mavrik/Teleo autonomy stack.

Applying the hardware-peer EV/Rev range (3–5×) implies HavocAI would need $100–$165M in revenue to justify $500M on hardware comps. Applying the software-defined platform multiple (14×) implies

~$35M ARR. The appropriate multiple depends entirely on the data room — specifically whether revenue is hardware-delivery-driven or software/autonomy-licensing-driven.

4 Bull / Bear Factors

4.1 Bull

One Big Beautiful Bill Act creates explicit near-term contract pipeline[2]

The OBBBA (P.L. 119-21) was signed into law July 4, 2025. It appropriated **$156.2 billion in mandatory defense funding** available through September 2029 — the largest single-year defense appropriation in U.S. history. Shipbuilding received $29B+. The Defense Innovation Unit received **$2 billion** to scale commercial technologies via prototype OTAs that lead to production contracts — exactly the vehicle Saronic used for its $392M award. HavocAI's FY27 NDAA lobbying push and its DIU partnership history position it directly in this funding pipeline. This is the single most important bull factor: it is not generic "increased defense spending" but a specific, enacted, multi-year appropriation in HavocAI's exact product categories.

IQT + Lockheed Martin = IC/DoD access embedded in cap table[3]

In-Q-Tel is not a financial investor — they are a customer development pipeline to the intelligence community. Lockheed Martin Ventures co-investing signals HavocAI is on the path to subcontractor / prime integration. This is the highest-quality validation available to a defense startup at this stage.

Multi-domain acquisitions materially expand TAM and improve multiple defensibility

The acquisitions of Mavrik (air domain) and Teleo (land domain), announced March 11, 2026, transform HavocAI from a maritime hardware integrator into an all-domain autonomy platform. The relevant peer is now Anduril's multi-domain stack, not single-domain maritime hardware companies. Software-defined multi-domain platforms command 14–20× revenue multiples. The $500M valuation becomes more defensible on this basis — though it remains unanchored without disclosed revenue.

Atlas 100' vessel — partially confirmed, formal delivery status open

Fortune's October 9, 2025 article reported the Atlas was "currently testing on the water in Rhode Island" at that date — earlier than the CEO's year-end target and a meaningful positive execution signal. However, testing-on-water is not equivalent to formal delivery or operational certification. Whether the Atlas has been delivered to a DoD customer, completed testing, or achieved any contract milestone remains unconfirmed from public sources as of March 2026. The vessel was in the water at Series B close — a positive signal — but formal delivery status is not fully closed. Confirm operational status and any associated contract in the data room.

SAIC partnership creates cross-service interoperability pathway

The November 2025 SAIC partnership integrates HavocAI's autonomy stack with SAIC's Joint Range Extension (JRE) system, connecting HavocAI vessels to Link 16. Link 16 is a multi-service tactical data network used by the Army, Air Force, Marines, and Navy — meaning HavocAI vessels could potentially be taskable across services via that network, rather than solely through Navy-specific C2 channels. This is a C2 integration that expands the addressable DoD market, not a prime-sub revenue dependency. Maturity caveat: as of the November 2025 announcement, integration was being "prepared for demonstrations and exercises" — no contract, no revenue, no committed timeline. The bull case here is directional, not operational.

Hanwha MOU formalizes 200' vessel program

On January 8, 2026, Hanwha Defense USA, Hanwha Systems Co., and HavocAI signed a formal MOU to co-develop 200-foot autonomous surface vessels, with Hanwha Philly Shipyard under consideration for production. As of March 2026, the MOU is signed; no hull has been laid. This is a committed partnership at design and financing stage — a strong forward signal.

Lobbying infrastructure signals direct contract ambitions[4]

HavocAI upgraded from a boutique firm to Brownstein Hyatt Farber Schreck in early 2025, then self-registered in-house in Q1 2026. The caliber of the Brownstein team (former Pelosi CoS, HASC staff, Senate Appropriations) is materially above what a pure subcontractor would need — consistent with a company preparing for NDAA line-item inclusion or a direct IDIQ award.

4.2 Bear

Zero public contract footprint[5]

Despite 32 confirmed vessel deliveries, USASpending.gov shows $0 across all search variants. It does not confirm zero revenue — but it confirms zero independently verifiable revenue. Saronic's $392M OTA is now publicly documented; HavocAI has no equivalent public record. This asymmetry is the single largest diligence gap.

Hardware economics compress multiples — Saronic sets a price benchmark

HavocAI manufactures physical autonomous vessels. Gross margins on vessel deliveries likely run 10–15% vs. the 70–80%+ typical of software. Saronic's $392M contract for its 24' Corsair — priced at approximately $100K per vessel at scale — establishes a market price reference.

Saronic competition is material

Saronic is a direct maritime USV competitor founded in 2022 with a confirmed $392M Navy production OTA, $300M invested in a Louisiana shipyard, and a vessel lineup from 6' to 180'. The Navy Secretary explicitly held up Saronic's contract as "the new standard" for rapid defense procurement.

China sanctions introduce geopolitical and ITAR risk

HavocAI was sanctioned by China in December 2024 — part of a 13-firm batch targeting U.S. defense companies selling arms to Taiwan.

Multi-domain integration risk and acquisition cost (Mavrik, Teleo)

The acquisitions of Mavrik (pre-seed civilian/cargo drone) and Teleo (raised ~$29.8M VC) were announced March 11, 2026, but terms are undisclosed. Integration risk is real for a ~68-person company.

4.3 Neutral

Round labeling discrepancy[1]

The company labels the $85M raise a "Series B." Crunchbase tracks it as a "Series A." Seedtable confirms $97.23M across only two rounds.

5 Key Risks

Risk	Level
Revenue visibility / lack of public contract data	**High**
ITAR / China sanctions exposure	**High**
Budget / political risk (CR / appropriations execution)	**Medium**
Hardware margin compression vs. software-tier valuation	**Medium**
Multi-domain integration risk + acquisition cost	**Medium**
Saronic and Blue Water Autonomy competition	**Medium**
Lockheed prime-sub revenue dependency (if confirmed)	**Medium**
Traditional prime competition (L3Harris, Textron, Boeing)	**Low**

6 Scenario Analysis — 36-Month Exit / Mark

Scenario	Range	Rationale
Bear	\$350M–\$500M	DoD OBBBA execution delays or reallocation. Saronic wins disproportionate share of USV contracts. Hardware margin compression persists. Multi-domain integration absorbs bandwidth. China sanctions complicate allied partnerships.
Base	\$800M–\$1.5B	OBBBA/DIU funding flows — direct OTA award comparable to Saronic's. Atlas operational. Mavrik/Teleo integration complete. Revenue \$50–\$100M by mid-2027 at improving blended margins. Series C at higher valuation.
Bull	\$3B–\$5B	NDAA line-item award for medium USV procurement. 200' Hanwha vessel enters production. NATO cascade following Poland deployment. Multi-domain platform commands Anduril-tier multiple. Strategic acquisition by Lockheed or General Dynamics.

7 Investment Action

Recommendation: Do not enter at \$500M blind. OBBBA tailwind raises base case probability but does not resolve revenue opacity.

Request data room access before any position, with focus on:

1. Revenue and backlog as of Q4 2025 — specifically the breakdown between direct OTA awards, IDIQ vehicles, and subcontractor flow-through
2. Gross margin profile on vessel deliveries vs. software/autonomy licensing (critical for determining appropriate multiple)
3. ITAR compliance posture and China sanctions legal exposure
4. Cap table waterfall — confirm round structure and any liquidation preference terms
5. Atlas 100' vessel formal status — Fortune reported it was testing on the water in Rhode Island as of October 2025, which is a positive signal; confirm whether it has completed testing, been formally

delivered, or achieved any contract milestone

6. Mavrik and Teleo acquisition terms — cash vs. equity consideration and impact on remaining runway; integration timeline and expected contribution to blended margins
7. Current headcount and burn rate — PitchBook shows ~68 employees as of early 2026 vs. ~80 at Series B close; confirm whether this reflects attrition, contractor reclassification, or data lag

If revenue exceeds $100M with hardware-level margins, the $500M valuation is defensible on hardware-peer EV/Rev comps (Kratos ~3×, Mercury ~5.4×). If revenue exceeds $35M with gross margins above 40%, the valuation is defensible on software-defined platform comps. With confirmed multi-domain software revenue, defensible at significantly higher multiples. Below $100M revenue with hardware-only margins, fair value is $150M–$350M depending on margin profile — consistent with hardware-adjacent public comps on an EV basis.

Four actionable paths:

1. Data room request at current terms — prioritize items above
2. Secondary market entry at a discount to the $500M Series B price
3. Series C participation if and when a raise is announced — by that point revenue will likely be partially disclosed and multi-domain integration more visible
4. Engage directly with Hanwha Defense USA's business development team — their 200' vessel MOU timeline is a leading indicator of program acceleration that will appear in HavocAI's financials before any public signal

   The bull case to $3–5B exists — particularly if OBBBA appropriations flow directly via OTA, the 200' Hanwha vessel enters production, and the multi-domain platform commands Anduril-tier multiples — but you shouldn't pay for it at entry.

8 Footnotes

[1] **Round labeling** The company labels the $85M raise a "Series B." Crunchbase tracks it as a "Series A." Seedtable confirms $97.23M total across only two rounds (Seed + this raise). ...

[2] **One Big Beautiful Bill Act — enacted figures** The OBBBA (P.L. 119-21) was signed into law by President Trump on July 4, 2025. The enacted version provided **$156.2 billion in mandatory defense funding for FY2025**, available through September 30, 2029. ...

[3] **IQT check size and founder credential note** IQT's check to HavocAI is undisclosed but estimable. IQT's publicly documented investment range is $500K–$3M per company, with a hard cap of $3M. ...

[4] **Federal lobbying history (Senate LDA filings)**

Period	Registrant	Income
Q1–Q3 2024 (terminated Sept 2024)	Icebreaker Strategies, LLC (Alexandria, VA) — Will Todd, former Senate Appropriations Committee professional staff (Cochran)	~$50K

Q1 2025–Q4 2025	Brownstein Hyatt Farber Schreck, LLP (Washington, DC) — team includes former Pelosi CoS (Elshami), HASC professional staff (Huntley), Senate Appropriations staff (Flynn), Sen. Ted Cruz national security advisor (Anderson), former U.S. Senator Mark Pryor	$120K+
Q1 2026 (active)	HavocAI self-registration (in-house, Rumford RI) — targeting FY27 Defense appropriations, FY27 NDAA, maritime autonomy, multi-domain autonomy, homeland security	N/A

The Icebreaker → Brownstein upgrade is a meaningful signal: boutique appropriations shops maintain relationships; Brownstein-tier firms are retained when a company is actively pursuing seven- to nine-figure contract vehicles. ...

[5] USASpending.gov — confirmed zero public contract footprint

USASpending.gov was queried across five search terms: "Havoc AI", "HavocAI", "Havoc, Inc", "Havoc Inc", and "Havoc". Federal contracts: $0. Grants: $0. ...

This analysis is based solely on publicly available information including Senate LDA lobbying filings, USASpending.gov, Congress.gov, SEC filings, and publicly reported news as of March 2026. It does not constitute investment advice. All valuation estimates are speculative absent verified financial data. Prepared March 2026.