

# First Quarter 2019 Earnings Review

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# Announced MOA with Boeing to Hold 737 Production Rate at 52 Shipsets per Month

## Actions to mitigate 737 MAX impact

- Reduce overtime
- Decrease contractors below planned levels
- Implement hiring freeze
- Cut discretionary spending
- Minimize indirect and non-labor expenses
- Accelerate working capital reduction initiatives
- Support supply chain health
- Delay capital expenditures by ~\$50M (from \$250M - \$300M to \$200M - \$250M)
- Pause share repurchases



# Other Recent Highlights



- Received conditional clearance from the European Commission for the acquisition of Asco; expect to close in Q2 after meeting required implementation conditions



- Collaboration agreement with Aerion for the preliminary design of the forward, pressurized fuselage for the AS2 Supersonic business jet program

- Membership in the University of Strathclyde's Advanced Forming Research Centre (AFRC)

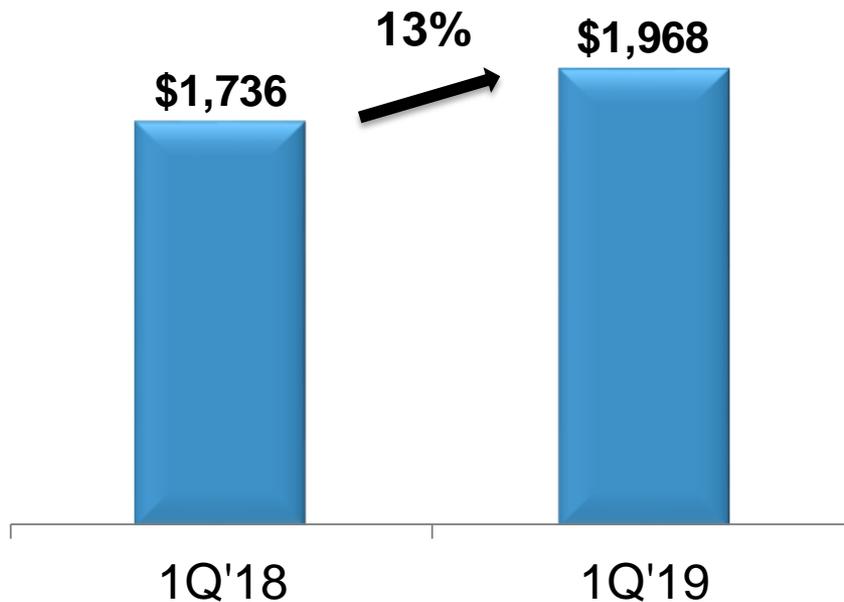


- Delivered first LRIP unit of the Sikorsky CH-53K

- Repurchased ~800K shares (\$75M)

# Revenue

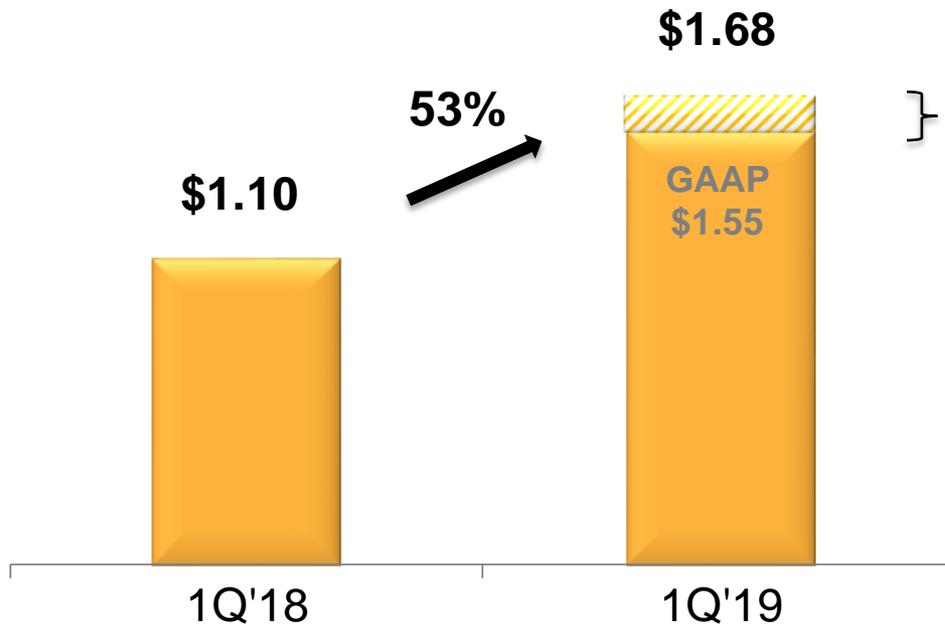
\$ millions



- Higher production volume on 737 & 787 programs
- Favorable model mix on 737 program
- Higher revenue on 787 program
- Backlog at \$48 billion

# Adjusted EPS (fully diluted)\*

\$ per share

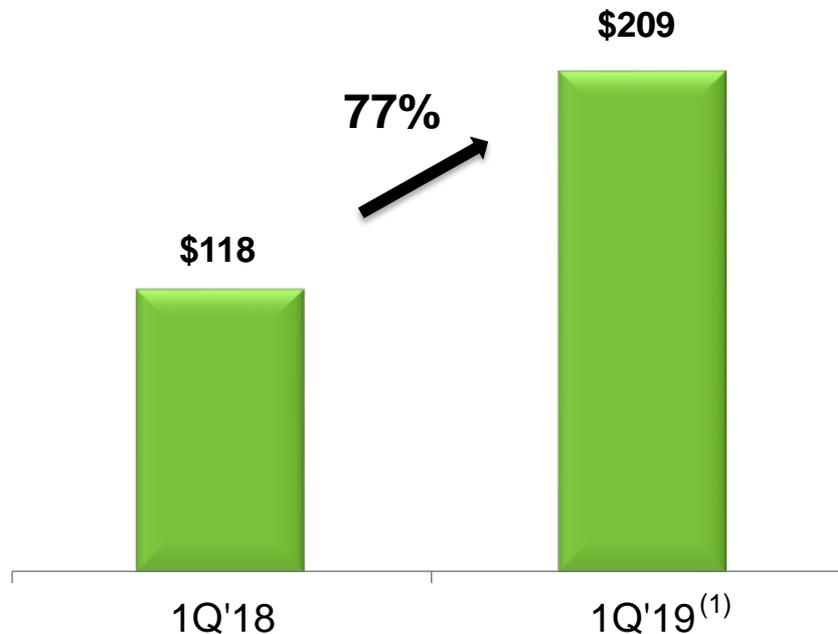


} **\$0.13 per share adjustment:**

- Asco acquisition impact:
  - Transaction costs
  - Loss on FX derivative instrument

# Adjusted free cash flow\*

\$ millions



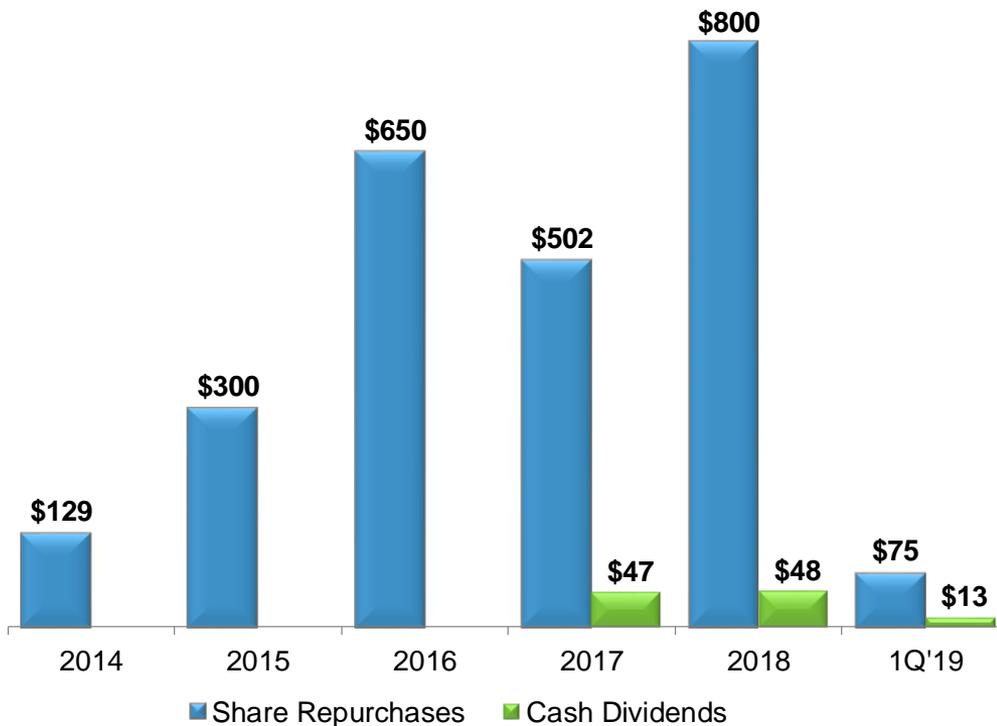
- 77% year-over-year improvement
- Higher cash receipts from customers
- Lower incentive compensation payments
- Continued focus on working capital

(1) Adjusted to remove the impact of the Asco acquisition of \$8 million



# Capital deployment

\$ millions



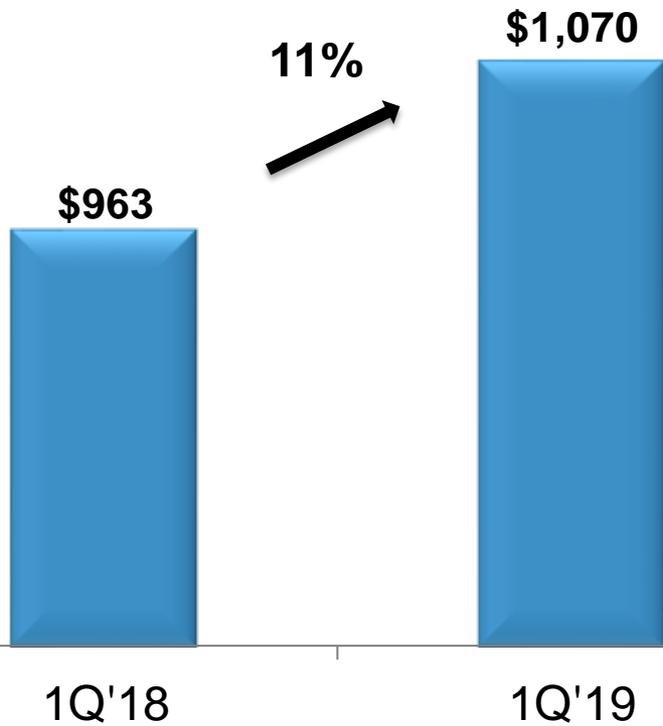
- Repurchased 0.8 million shares in Q1
- \$0.12 per share quarterly dividend
- \$925 million share repurchase authorization remaining
- Cumulative shares repurchased of ~\$2.5 billion
- Share repurchases paused until the company receives clarity on the 737 MAX

# Fuselage segment

\$ millions

Revenue

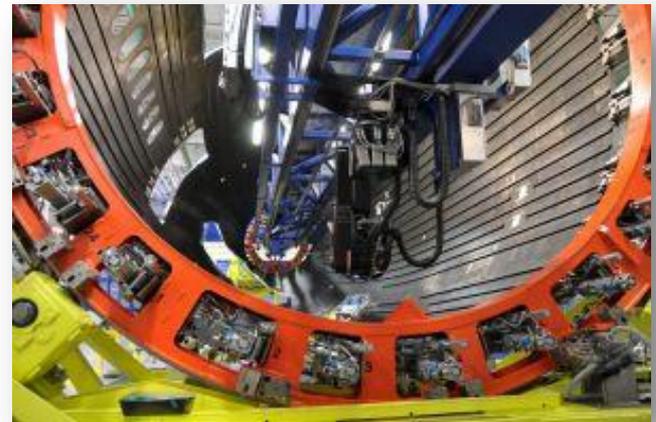
11%



Operating Margin

12.4%

13.0%

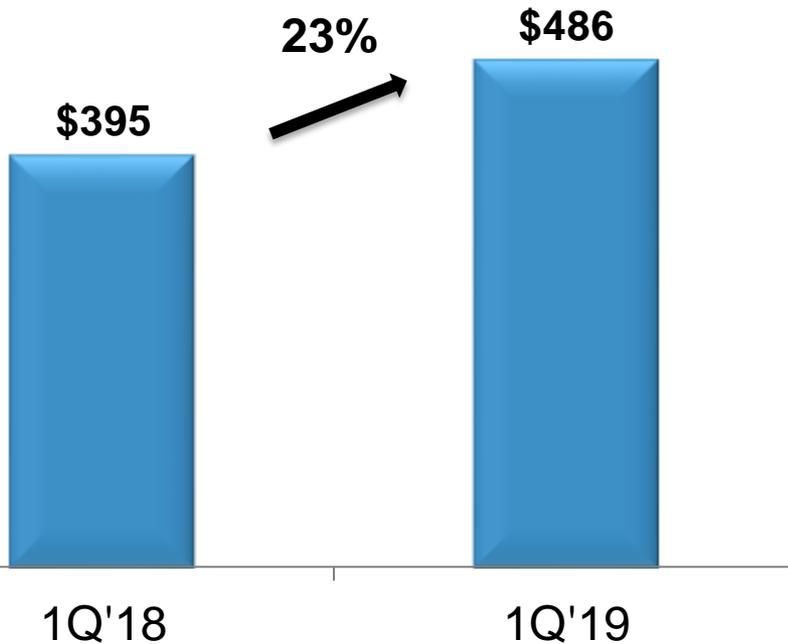


- Higher production volumes on 737 & 787 programs
- Higher revenue on 787 program

# Propulsion segment

\$ millions

Revenue



Operating Margin  
13.4%

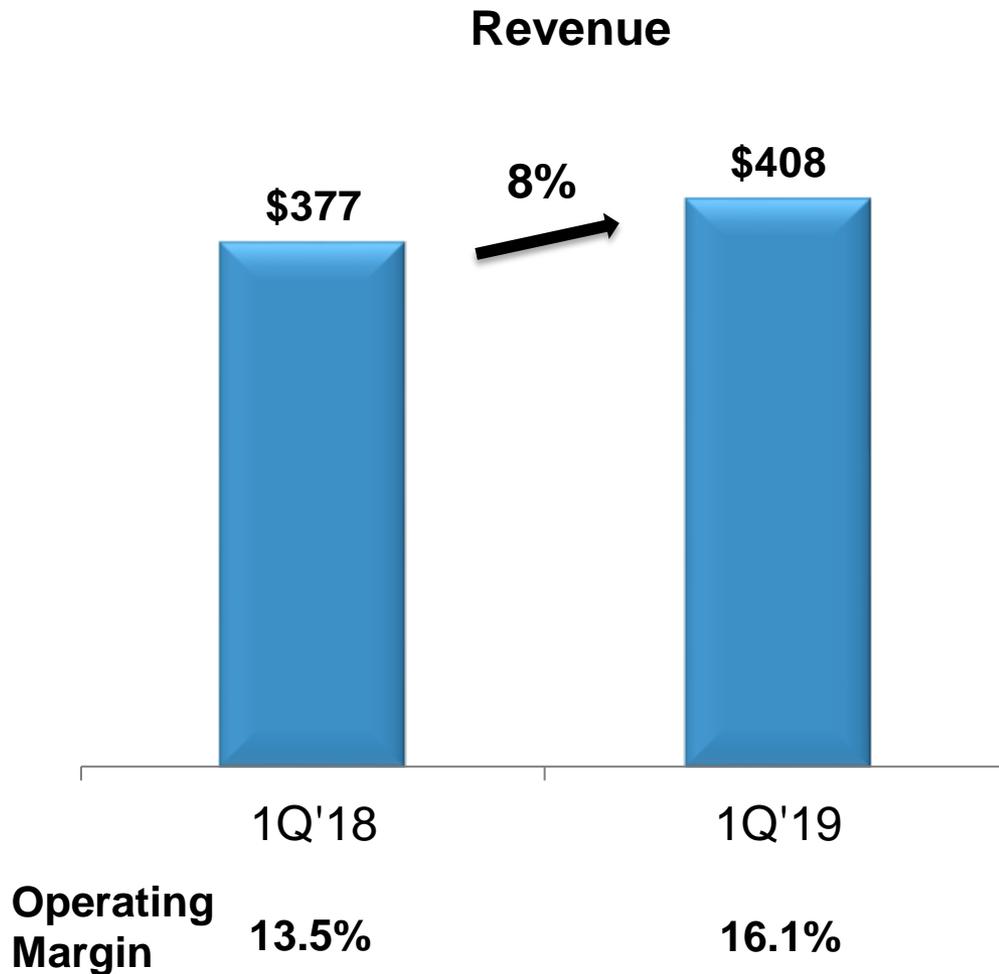
19.7%



- Higher production volume on 737 program
- Favorable model mix on 737 program
- Higher revenue on 787 program

# Wing segment

\$ millions



- Higher production volumes on 737, 777 & 787 programs
- Higher A350 wing deliveries

# Forward-Looking Information

## Cautionary Statement Regarding Forward-Looking Statements:

This presentation includes “forward-looking statements” that may involve many risks and uncertainties. Forward-looking statements generally can be identified by the use of forward-looking terminology such as “aim,” “anticipate,” “believe,” “could,” “continue,” “estimate,” “expect,” “goal,” “forecast,” “intend,” “may,” “might,” “objective,” “outlook,” “plan,” “predict,” “project,” “should,” “target,” “will,” “would,” and other similar words, or phrases, or the negative thereof, unless the context requires otherwise. These statements reflect management’s current views with respect to future events and are subject to risks and uncertainties, both known and unknown. Our actual results may vary materially from those anticipated in forward-looking statements. We caution investors not to place undue reliance on any forward-looking statements. Important factors that could cause actual results to differ materially from those reflected in such forward-looking statements and that should be considered in evaluating our outlook include, but are not limited to, the following: 1) our ability to continue to grow our business and execute our growth strategy, including the timing, execution, and profitability of new and maturing programs; 2) our ability to perform our obligations under our new and maturing commercial, business aircraft, and military development programs, and the related recurring production, including our ability to meet contractually required production rate increases; 3) our ability to accurately estimate and manage performance, cost, and revenue under our contracts, including our ability to achieve certain cost reductions with respect to the B787 program and other programs; 4) margin pressures and the potential for additional forward losses on new and maturing programs; 5) our ability and our suppliers’ ability to accommodate, and the cost of accommodating, announced increases in the build rates of certain aircraft and expanding model mixes; 6) the effect on aircraft demand and build rates of changing customer preferences for business aircraft, including the effect of global economic conditions on the business aircraft market and expanding conflicts or political unrest; 7) customer cancellations or deferrals as a result of global economic uncertainty or otherwise; 8) the effect of economic conditions in the industries and markets in which we operate in the U.S. and globally and any changes therein, including fluctuations in foreign currency exchange rates; 9) the success and timely execution of key milestones such as the receipt of necessary regulatory approvals, including our ability to obtain in a timely fashion any required regulatory or other third party approvals for the consummation of our announced acquisition of Asco, and customer adherence to their announced schedules; 10) our ability to successfully negotiate, or re-negotiate, future pricing under our supply agreements with Boeing and our other customers; 11) our ability to enter into profitable supply arrangements with additional customers; 12) the ability of all parties to satisfy their performance requirements, including our ability to timely deliver quality products, under existing supply contracts with our two major customers, Boeing and Airbus, and other customers, and the risk of non-payment by such customers; 13) any adverse impact on Boeing’s and Airbus’ production of aircraft resulting from cancellations, deferrals, or reduced orders by their customers or from labor disputes, domestic or international hostilities, acts of terrorism, or government action such as mandatory aircraft fleet grounding; 14) any adverse impact on the demand for air travel or our operations from the outbreak of diseases or epidemic or pandemic outbreaks; 15) our ability to avoid or recover from cyber-based or other security attacks, information technology failures, or other disruptions; 16) returns on pension plan assets and the impact of future discount rate changes on pension obligations; 17) our ability to borrow additional funds or refinance debt; 18) competition from or insourcing by commercial aerospace original equipment manufacturers and competition from other aerostructures suppliers; 19) the effect of governmental laws, such as U.S. export control laws and U.S. and foreign anti-bribery laws such as the Foreign Corrupt Practices Act and the United Kingdom Bribery Act, and environmental laws and agency regulations, both in the U.S. and abroad; 20) the effect of changes in tax law, such as the effect of The Tax Cuts and Jobs Act that was enacted on December 22, 2017, and changes to the interpretations of or guidance related thereto, and the Company’s ability to accurately calculate and estimate the effect of such changes; 21) any reduction in our credit ratings; 22) our dependence on our suppliers, as well as the cost and availability of raw materials and purchased components; 23) our ability to recruit and retain a critical mass of highly skilled employees and our relationships with the unions representing many of our employees, including our ability to avoid labor disputes and work stoppages with respect to our union employees; 24) spending by the U.S. and other governments on defense; 25) the possibility that our cash flows and our credit facility may not be adequate for our additional capital needs or for payment of interest on, and principal of, our indebtedness; 26) our exposure under our revolving credit facility to higher interest payments should interest rates increase substantially; 27) the effectiveness of any interest rate hedging programs; 28) the effectiveness of our internal control over financial reporting; 29) the outcome or impact of ongoing or future litigation, claims, and regulatory actions; 30) our exposure to potential product liability and warranty claims; 31) our ability to effectively assess, manage and integrate acquisitions that we pursue, including our ability to successfully integrate the Asco business and generate synergies and other cost savings; 32) the consummation of our announced acquisition of Asco while avoiding any unexpected costs, charges, expenses, and adverse changes to business relationships and other business disruptions for ourselves and Asco as a result of the acquisition; 33) our ability to continue selling certain receivables through our supplier financing program; 34) the risks of doing business internationally, including fluctuations in foreign currency exchange rates, impositions of tariffs or embargoes, trade restrictions, compliance with foreign laws, and domestic and foreign government policies; 35) prolonged periods of inflation where we do not have adequate inflation protection in our customer contracts, among other things; and 36) the timing and conditions surrounding the return to service of the 737 MAX fleet and related impacts on our production rate. These factors are not exhaustive and it is not possible for us to predict all factors that could cause actual results to differ materially from those reflected in our forward-looking statements. These factors speak only as of the date hereof, and new factors may emerge or changes to the foregoing factors may occur that could impact our business. As with any projection or forecast, these statements are inherently susceptible to uncertainty and changes in circumstances. Except to the extent required by law, we undertake no obligation to, and expressly disclaim any obligation to, publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. Additional information concerning these and other factors can be found in our filings with the Securities and Exchange Commission, including our most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

# Non-GAAP Measure Disclosure

Management believes the non-GAAP (Generally Accepted Accounting Principles) measures used in this report provide investors with important perspectives into the company's ongoing business performance. The company does not intend for the information to be considered in isolation or as a substitute for the related GAAP measure. Other companies may define and calculate the measures differently than we do, limiting the usefulness of the measures for comparison with other companies.

## Adjusted EPS

	1st Quarter	
	2019	2018
GAAP Diluted Earnings Per Share	\$1.55	\$1.10
Impact of Asco Acquisition	0.13 <sup>a</sup>	-
Adjusted Diluted Earnings Per Share	\$1.68	\$1.10
Diluted Shares (in millions)	105.3	114.1

<sup>a</sup> Represents the three months ended Q1 2019 Asco acquisition impact of \$0.13 per share, which includes:

- Loss related to foreign currency forward contract of \$0.11 (loss included in Other income)
- Transaction costs of \$0.02 (included in SG&A)

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## Free Cash Flow (\$ in millions)

	1st Quarter	
	2019	2018
Cash from Operations	\$242	\$167
Capital Expenditures	(41)	(48)
<b>Free Cash Flow</b>	<b>\$201</b>	<b>\$118</b>
Costs related to acquisition of Asco	8 <sup>a</sup>	-
<b>Adjusted Free Cash Flow</b>	<b>\$209</b>	<b>\$118</b>

<sup>a</sup> Represents the three months ended Q1 2019 Asco acquisition impact of \$8 million comprised of:

- Cash paid on foreign currency forward contract of \$6 million
- Transaction payments of \$2 million