



# **Investor Day**

December 8, 2022

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## Agenda

Recap & Delivering Shareholder Value	Stephen Oswald
Post Pandemic Plan	Stephen Oswald
Structural Systems	Jerry Redondo
Electronic Systems	Suman Mookerji
M&A Strategy	Suman Mookerji
Financial Outlook	Chris Wampler
Closing Remarks	Stephen Oswald
Q&A	





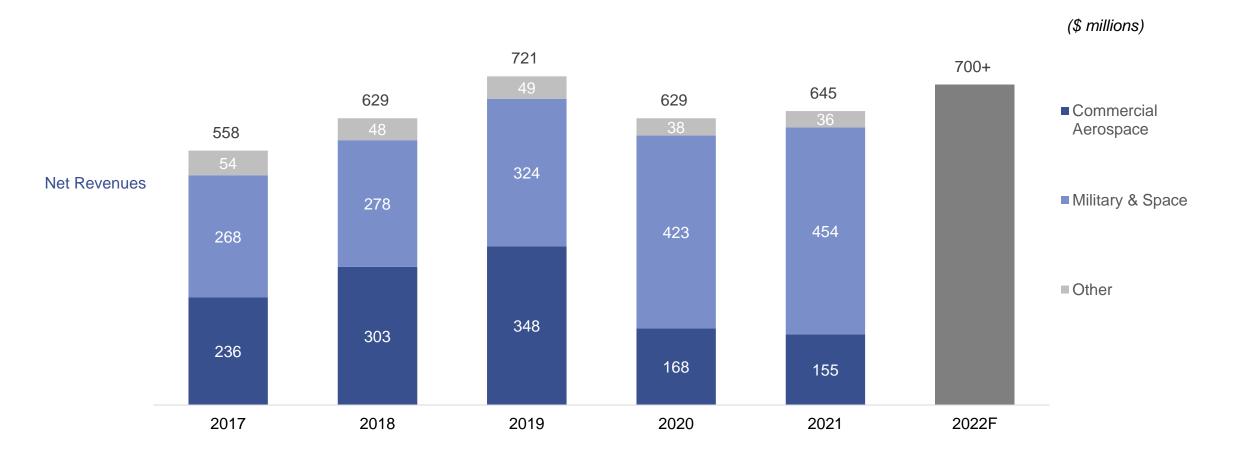


# Recap

Stephen Oswald

CHAIRMAN, PRESIDENT AND CEO

## **Revenue History**







## **2022** Recap

✓ High single digit revenue growth year-over-year guidance confirmed

✓ Commercial aerospace recovery in full swing with ~60% year-over-year growth

✓ Defense, down in 2022 after a strong 2020 and 2021, OEM impact

✓ Managed efficiently through supply chain inflation and labor shortages

✓ Initiated significant restructuring program to position business for the next five years







# Delivering Shareholder Value

Stephen Oswald

CHAIRMAN, PRESIDENT AND CEO

## **Expanding Portfolio of Engineered Product Businesses**







## **Cost Reduction Initiatives to Support Margin Growth**

#### **Facility Consolidation**

Monrovia, CA (274k sq ft) Announced Nov 18

Berryville, AR (52k sq ft) Announced Nov 7



Doucommun

Coxsackie, New York

> Guaymas, Mexico

Joplin, Missouri **Low Cost Footprint Expansion** 

Guaymas, Mexico

Increased square footage from 62k pre-pandemic to 115k in Q4 2022

Expanded capabilities beyond VersaCore to metal bond and wire harnesses





Consolidate redundant footprint & expand low-cost capability driving \$11-13M in annual savings





### **Monetize Real Estate Assets**

#### 2021 Sale Leaseback of Gardena facility



Gardena, California

\$143M sale with \$113M in after tax proceeds funded MagSeal acquisition and Debt Paydown

~\$5M recurring annual OI impact from rent and property taxes

#### 2023 Planned Sale of Monrovia facility



Monrovia, California

274k sq ft facility | ~9 acres of land

Targeting 2H 2023 sale





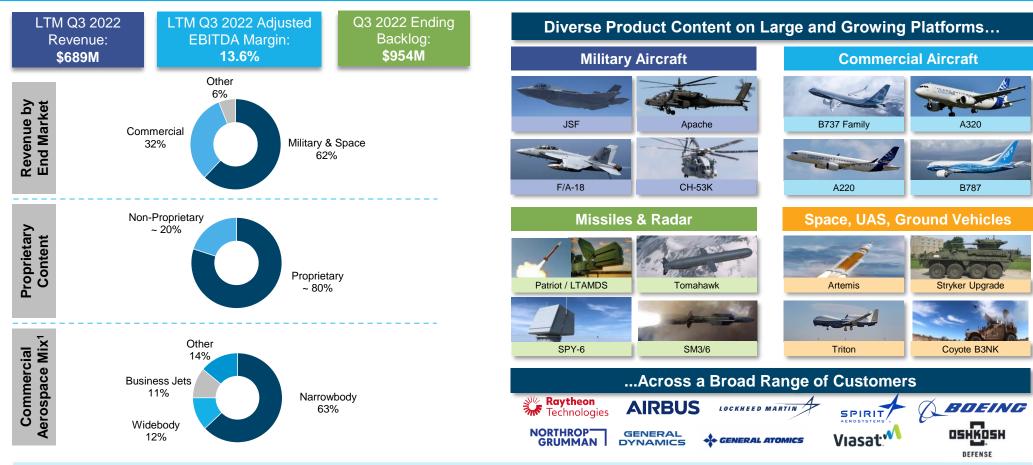


## Post Pandemic Plan

Stephen Oswald

CHAIRMAN, PRESIDENT AND CEO

## **Our Company**



Leading manufacturer mainly as a Tier 1 supplier of complex electronics and structural systems for the commercial aerospace, defense, and space markets





## **Our Leadership Team**



Stephen Oswald

Chairman, President, and CEO

KR United Technologies



Christopher Wampler VP, CFO, Controller, & Treasurer





Jerry Redondo SVP of Operations





Suman Mookerji VP, Corporate Development, Investor Relations, LDS & MAGSEAL





Rajiv Tata VP, General Counsel & Corporate Secretary







Laureen Gonzalez VP & Chief Human Resources Officer



Best-in-class management with deep operational and industry experience





## Tier 1 Industry Player Entirely Focused on Aerospace & Defense



Leading manufacturer mainly as a Tier 1 supplier of complex electronics and structural systems for the commercial aerospace, defense, and space markets



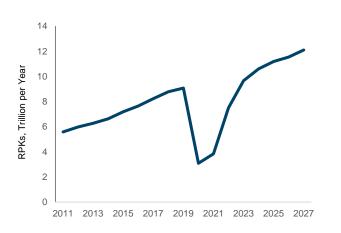




## **Continued Recovery in Commercial Aerospace through 2027**

#### **Swift Recovery in Air Travel**

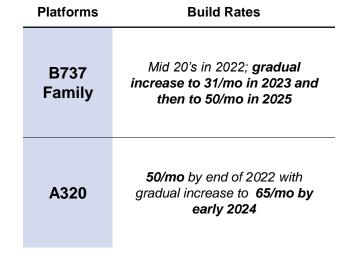
#### Global RPKs (trillions per year)



Recovery expected to continue in 2023

Improved RPKs drives increased fleet utilization and demand for new aircraft

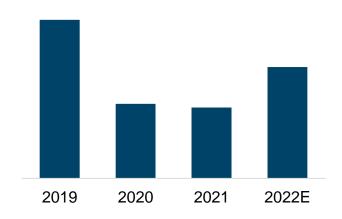
#### Build Rates Improving for Key Platforms



Continued demand for single-aisle, narrowbody aircraft

Expect narrowbody mix to increase to ~75% as 737 MAX production resumes

#### **DCO Commercial Aerospace Revenue**



Relative cost advantages from new-gen planes

Lower average fleet age helps improve operational efficiency

Recovery in commercial aerospace should accelerate top line growth, Airbus will be a big driver





## Well Positioned on Key Commercial Aerospace Platforms

Shipset value estimate

**Boeing Recovery Play – Content on MAX and 787** 



Significant content with titanium superplastic and hot form, thermoplastic and lightning protection products

737MAX ramp up slower than previous estimates but expected to recover through 2027

787 production resumption a positive



737MAX

~\$175k



**787** 

~\$90k

Case Study: Growth with Airbus Platforms

#### **AIRBUS**

3X growth in revenues from Airbus platforms from 2017 through 2022

Achieved D2P Supplier status with Airbus in 2020

5-year contract with additional 2-year option received in 2021 for A320 family and A330 platforms



A220

~\$150k



A320 family

~\$55k



A330

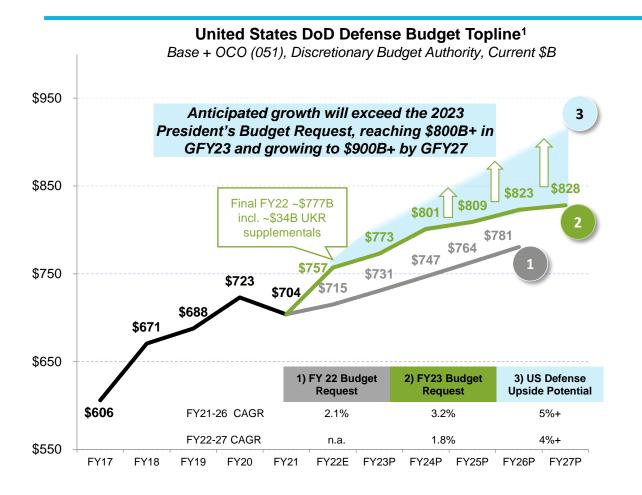
~\$45k

Strong position on key Boeing platforms being supplemented by growing Airbus book of business

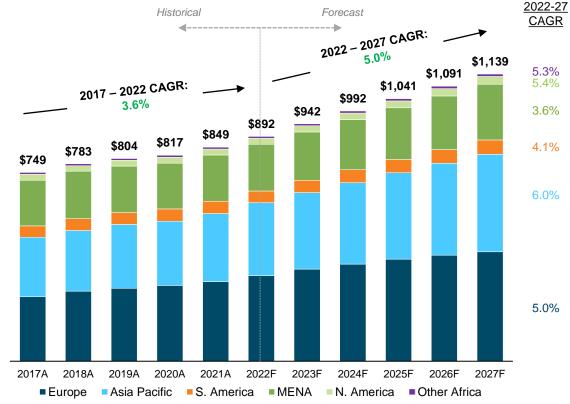




## Geopolitical tensions to drive US and Allies defense spending







Several avenues of growth through the next generation of defense platforms and priorities





### Positioned to Benefit from Macro Defense Tailwinds

#### **Defense Prime Off Loading**



NORTHROP GRUMMAN



Take non-core manufacturing out of defense prime factories into lower cost Ducommun footprint

Track record of on-time delivery and quality gives customers the confidence to shift work

Win-Win solution with enough value to share between the primes and Ducommun







Next Gen Jammer Mid Band

#### **Gaining content on Next Generation Platforms**

programs



Missile defense & Radars

Significant content on next-generation missile defense and related radar programs including SPY-6, LTAMDS/ GhostEye®, NASAMS, SM-3/6

Partnering with leading Defense primes

on Hypersonics and Counter Hypersonic



Hypersonics



**UAVs and Counter-UAS** 

Leveraging experience and capabilities to pursue content on next gen UAV and counter UAS platforms

**Ducommun is bolstering its strong relationships with key Defense Primes** 





## Differentiated Manufacturing Services Capabilities

Titanium Hot & SuperPlastic forming



Circuit card assemblies & box builds



Ruggedized Interconnects



Complex Stretch Form & Chem Mill



**VersaCore Composites** 



Largest non-OEM titanium hot forming and super plastic forming provider<sup>1</sup> in the world Significant trusted low-cost domestic footprint Engineering design & rapid prototyping services

Unique capability to stretch and chem mill large structural components including skins Proprietary VersaCore
Composite™ – Nacelle
Components with
opportunity to expand to
other applications



Rapidly expanding narrowbody fleet



Continued use of light-weight materials



Increasing electronics content



Increased on-shoring of manufacturing

Differentiated capabilities supported by significant IP including trade secrets and know-how





## Summary

- 1 Expanding Portfolio of Proprietary Product businesses across several Niche Segments
- 2 Commercial Aerospace Recovery with Content on Key Platforms
- Resilient Defense Business with Strong Long Term Macro Tailwinds
- Tier 1 Industry Player Entirely Focused on Aerospace & Defense
- 5 Differentiated manufacturing services capabilities
- 6 Cost reduction initiatives provide margin runway in manufacturing service businesses







# Structural Systems

Jerry Redondo

SENIOR VICE PRESIDENT, OPERATIONS

## Structural Systems – Key Products

- Engine nacelles / inlet bulkheads
- Fuselage skin panels
- Firewall & exhaust ducts
- Flight control surface assemblies
- Pylon & auxiliary power units
- Rotary blades
- Structural missile components
- Ammunition handling systems
- Magnetic & mechanical seals
- Extruded thermoplastics













## Structural Systems – Who We Are

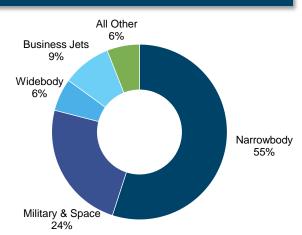
Leader in titanium super plastic forming (SPF) and titanium hot forming (HF) Well positioned for commercial aerospace recovery with narrowbody focus

Growing Defense business

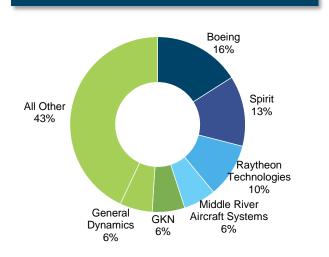
Proprietary
VersaCore
Composite™
technology
commercialized

Seven scalable Performance Centers

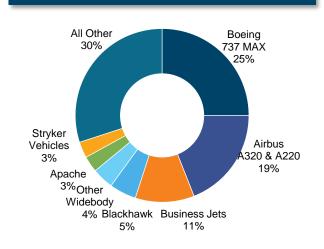
#### End Market Breakdown<sup>1</sup>



#### Customer Breakdown<sup>2</sup>



#### Platform Breakdown<sup>1</sup>







## Structural Systems – Key Sectors and Applications





A220

Titanium hot and super plastic formed detailed parts

> Composite / metal bond secondary flight control surfaces

Large aluminum stretch formed and chemical milled fuselage and airframe skins

> VersaCore Composite™ nacelle components

**Extruded thermoplastics** 







Magnetic and mechanical seals

**Ammunition handling systems** 

Approved OEM / Government repair depot







Titanium and other hard metal dorsal fins

**Ammunition handling** systems





Superplastic formed titanium inlet ducts

Stretch formed aluminum lithium wing support structures

Magnetic seals

**BOMBARDIER** Gulfstream





## **World Leader in Titanium**

Ducommun positioned as the #1 Tier 1 / 2 Titanium provider in the world today

Invested ~\$40M in technology / capex pre-pandemic

40+ years of complex titanium process expertise and experience

Competitive advantage with top Titanium expertise, value engineering and 100% delivery performance

2020 – 2026 A&D Titanium Sheet

Fabrication Market Forecast¹
(\$ millions)

\$874

\$560

+8%
CAGR

Titanium Super Plastic Forming (SPF) is now estimated<sup>1</sup> to be ~25-30% of the A&D Titanium Sheet Fabrication Market





**Forecast** 

## Structural Systems – Airbus & Boeing



- Relationship began ~5 years ago and now a D2P (Detailed Parts Partner) supplier
- Significant growth over that time to become a trusted partner and scale provider of complex titanium structures
- 100% continuous delivery performance over past 3+ years
- Proven IP technology for hot forming and super plastic forming of highly contoured complex parts
- Key provider across narrowbody and widebody platforms



#### A320 Titanium Products

- Engine cowling sub-assembly
- Forward pylon floors & frames
- Aft pylon frames
- Bavettes, front canopy



- Long legacy relationship since 1965 includes titanium SPF & HF and metal bond composite solutions to support airframe, nacelles and flight control surfaces on the 737 MAX, 787, 767, Apache AH-64 and F-18 programs
- Sole provider of Apache composite tail rotors since inception of program and authorized Government repair depot for both tail and main rotor blades
- Continuing to pursue new opportunities for growth









## Structural Systems – Defense Growth

Defense portfolio <u>has nearly doubled in revenue from 2016</u>
<u>to LTM 3Q 2022 (\$59M to \$111M)</u> and upward trajectory will
continue through awards and support of leading programs

Growth drivers include titanium components and assemblies for rotorcraft, composite & metal bond for missiles, and ammunition handling systems

Significant new content wins on CH-53K, Stryker Upgrade and prototype content on the FARA













## Low Cost Footprint in Guaymas, Mexico











#### **Capabilities**

Metal bond

VersaCore Composites

Hard metal fabrication and assembly

#### **Products**

Flight control surfaces

Nacelle components

Miscellaneous structural assemblies

Increased square footage from 62k pre-pandemic to 115k in Q4 2022

High capability, Low cost center driving margin enhancement and competitive advantage





## Structural Systems – Highlights

- ✓ Ensure rate readiness to execute significant defense growth, commercial aerospace share gain and rate rebound
- ✓ Focus on sustaining exemplary 100% on-time delivery to outperform competitors and increase market share
- Expansion of #1 titanium market position driven through leverage of titanium value proposition, differentiating performance, value engineering and proprietary HF / SPF capabilities
- ✓ Significant defense business growth targeted
- Mexico footprint provides opportunities for continued margin enhancement, capacity expansion, access to local talent pool and drives our competitive advantage
- ✓ Increased applications of VersaCore Composite™ technology as a solution for customer affordability objectives and product performance







# Electronic Systems

## Suman Mookerji

VICE PRESIDENT, CORPORATE DEVELOPMENT & INVESTOR RELATIONS

## **Electronic Systems – Key Products**

- Ruggedized interconnects
- Complex circuit card assemblies
- Integrated electronic box builds
- Cockpit avionics switches
- Lightning protection systems
- Complex motors and resolvers
- Custom RF components













## **Electronic Systems – Who We Are**

#### **Highlights**

A leader in highlyspecialized, missioncritical defense electronics for harsh environments

Lower cost, trusted domestic manufacturing footprint

Military & Space

74%

Long-term and high growth defense platforms

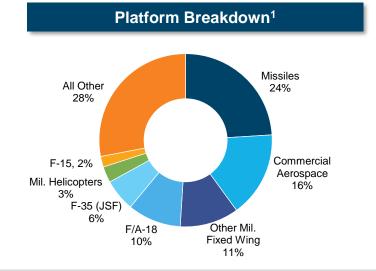
Sole source proprietary positions in niche segments

Six scalable
Performance Centers
(three cleared facilities)

# Commercial Aerospace 16%

End Market Breakdown<sup>1</sup>





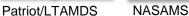




## **Electronic Systems – Key Sectors & Applications**

#### Missiles & Radar







Tomahawk SM3/6

- Integrated systems for missile guidance/control, seeker and power distribution
- Circuit cards for weapon navigation, guidance and control and telemetry
- Interconnects
- Wing deploy & control actuation system motors





#### **Military Aircraft** and UAVs



F-15EX















AN/BLQ-10

- Integrated electronic boxes and radar racks
- Interconnects for avionics. radar, sensors, fuel and weapons systems
- Circuit card assemblies
- Cockpit panel assemblies and switches
- Lightning protection
- RF components



#### Naval







Viasat

Mars Rover

Inmarsat 6

- Circuit card assemblies for advance naval radar systems
- Interconnects and complex electronic boxes
- Interconnects for the hull penetrator on warfare systems
- Electronic assemblies for the controller & detector



Modem and server electronic boxes for In-flight Entertainment (IFE) systems

**Space and Communications** 

- Interconnect products for solid fuel boosters
- IFE radome lightning protection
- Resolvers for Mars Rover
- Satellite high power RF switch units



#### **Commercial and Business Aviation**



B787







Legacy aftermarket

- Engine start switch modules including legacy models
- Time delay relays and other cockpit panels and switches
- Nose, fuselage and tail radome lightning protection
- Surge suppression for power distribution and common core systems
- Strong legacy aftermarket across many programs





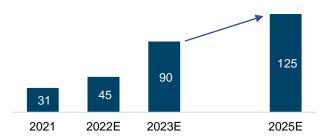


## **Driving growth**

#### **Defense Prime Offloading**

#### **Offloading Revenue Targets**

(\$ millions)



#### **Selected Offloading Successes**



TPY-2







Javelin

NGJ



Classified program

#### **Higher Level Assemblies**

## Viasat



Servers and Modems for InFlight Wifi connectivity consisting of Integrated boxes with multiple circuit card assemblies





**Boost Thrust Actuation System** for SM-3, SM-6 missiles - circuit card assemblies, interconnects and a 3rd party actuation system integrated into one unit

#### **Next Gen Platform Positions**

#### Missile Defense & Radars









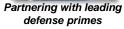
SM-6





**Hypersonics** 





Military Fixed Wing





B-21 Raider

#### **Naval platforms**







**Counter-UAS** 

Virginia-class Subs

Aegis/DDG-51

Coyote B3NK

Driving growth through 2027 and beyond





## Margin enhancement

#### **Gaining Operating Scale at our Performance Centers**





Appleton, WI

Huntsville, AR

\$100M+ in revenues





Tulsa, OK

Joplin, MO

\$50-100M in revenues

#### **Leveraging lower cost footprint**



Guaymas, Mexico



Move selected interconnect assemblies to leverage local talent pool and lower cost

Levers to drive margin enhancement through 2027





## **Raytheon Case Study**

(\$ millions)

#### **Case Study: Significant Growth with Raytheon**



Entered into a Strategic Supplier Agreement with Raytheon Missile Systems in July 2019

Achieved significant share shift wins from long term incumbents

Presence on marquee next-generation platforms



SPY-6



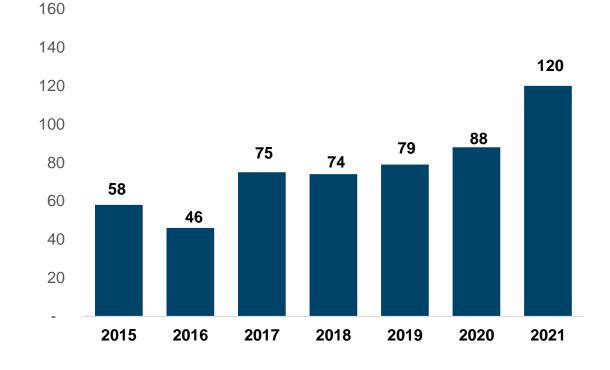
Next Gen Jammer Mid Band



Patriot



SM-6







# **Electronic Systems – Highlights**

- ✓ Growing base business with key Tier 1's for new business & share gain on long term & high growth defense platforms
- Continuing to execute on defense prime offloading
- ✓ Building scale at all Performance Centers with two surpassing \$100M in annual revenues
- Leveraging lower cost manufacturing footprint where appropriate
- ✓ Sole source proprietary positions in niche segments
- ✓ Strong book to bill 75% backlog growth from 2017 to 3Q 2022 compared to 30% revenue growth¹







# M&A Strategy

# Suman Mookerji

VICE PRESIDENT, CORPORATE DEVELOPMENT & INVESTOR RELATIONS

# **M&A Strategy**

### **Mission**

Acquire proprietary engineered A&D product businesses that have sufficient runway for Ducommun to create significant value for its shareholders

### Vision 2027

Transition to higher engineered product content and aftermarket revenues while continuing to build a portfolio of niche A&D businesses that are industry leaders in innovation and customer satisfaction









# **Demonstrated M&A Strategy and Execution**

#### **Deploy Programmatic Approach to Integration**

Appoint executive sponsor to lead and own integration process

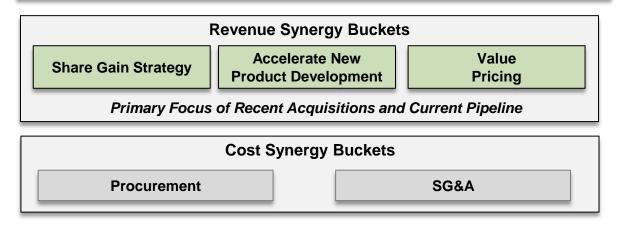
**Execute detailed review of target functional processes** 

Develop an integration plan and operationalize objectives into action plan

Detailed weekly tracking on progress with periodic management reviews

Detailed tracking and report out of synergy capture

#### **Typical Revenue and Cost Synergies**



#### **Management Integration Capabilities**

- Management has extensive experience with executing and integrating large, transformative acquisitions
- ✓ Deep experience in deploying integration with focus on synergy capture and value creation





# **Track Record of Successful Acquisitions**

#### **Attributes**

Aerospace & Defense

**Engineered Products** 

Sole Source Positions

Aftermarket

Leading brand

Runway for growth

### Recently executed transactions









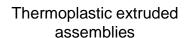
Lightning diverter strips and surge compressors

September 2017

\$60M







**April 2018** 

\$31M







Ammunition handling systems

October 2019

\$77M







Ammunition handling systems

December 2021

\$69M

#### Extensive acquisition experience and track record of successful integration





# **Key Acquisition Metrics**

## **Above**

Deal Model EBITDA target through 2022E<sup>1</sup>

# **Double Digit**

ROIC<sup>2</sup> for deals closed >12 months

~4x

EBITDA multiple reduction<sup>3</sup>





## **M&A Outlook**

✓ Seeing an uptick in activity after a relatively slower YTD 2022

✓ Actively engaged on multiple opportunities

✓ Expect cadence of one or more transactions every year

✓ Aggressively execute EBITDA expansion plan for each deal

**Execute Strategic Acquisitions to Drive Shareholder Value** 







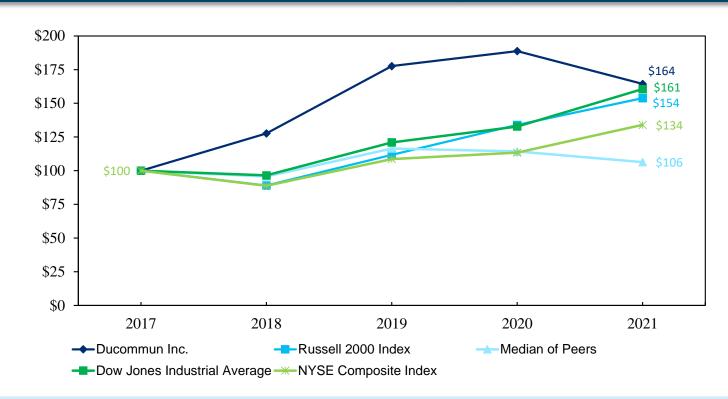
# Financial Outlook

**Chris Wampler** 

VP, CFO, CONTROLLER AND TREASURER

## **Total Shareholder Return**

#### Total Shareholder Return ("TSR") Over Time



Our TSR outperformed the average of our Peers as well as the Russell 2000 Index over the 4-year period from 2018 and 2021<sup>1</sup>





## **Evolution of Ducommun's Financial Profile**

		FY 2016	LTM Q3 2022	Change	(\$ millions)
Statistics	Market Capitalization <sup>1</sup>	\$286	\$480	68%	
Market S	Enterprise Value <sup>2</sup>	\$460	\$715	55%	
		l			
	Net Revenues	\$551	\$689	25%	
Financial	Adj. EBITDA	\$55	\$94	71%	
	% Margin	10%	14%	~400 bps	





# **Historical Key Financial Data**

### **Historical Key Financial Data**

(\$ millions, unless stated otherwise)

Yea	ar E	ind	ing
	_		

	2016	2017	2018	2019	2020	2021	LTM Q3 2022
Revenue	551	558	629	721	629	645	689
Adj. EBITDA	55	54	71	92	88	93	94
Adj. EBITDA %	10%	10%	11%	13%	14%	14%	14%
Net Debt	163	216	223	270	264	211	229
Trailing Net Debt / EBITDA	3.0	4.0	3.1	2.9	3.0	2.3	2.4



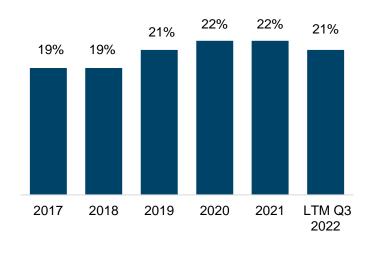


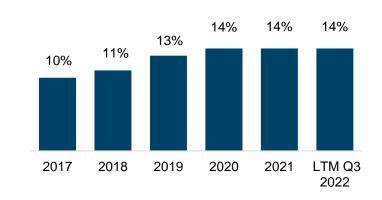
## **Financial Performance**

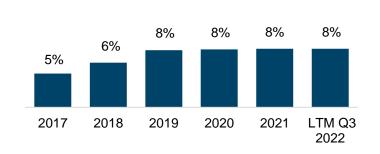


#### Adj. EBITDA Margin (%)

#### Adj. Operating Income Margin (%)







Improved product mix including a higher level of Engineered Products

Pricing strategy focused on value

Overall better operating performance

Cultivated a high performance culture

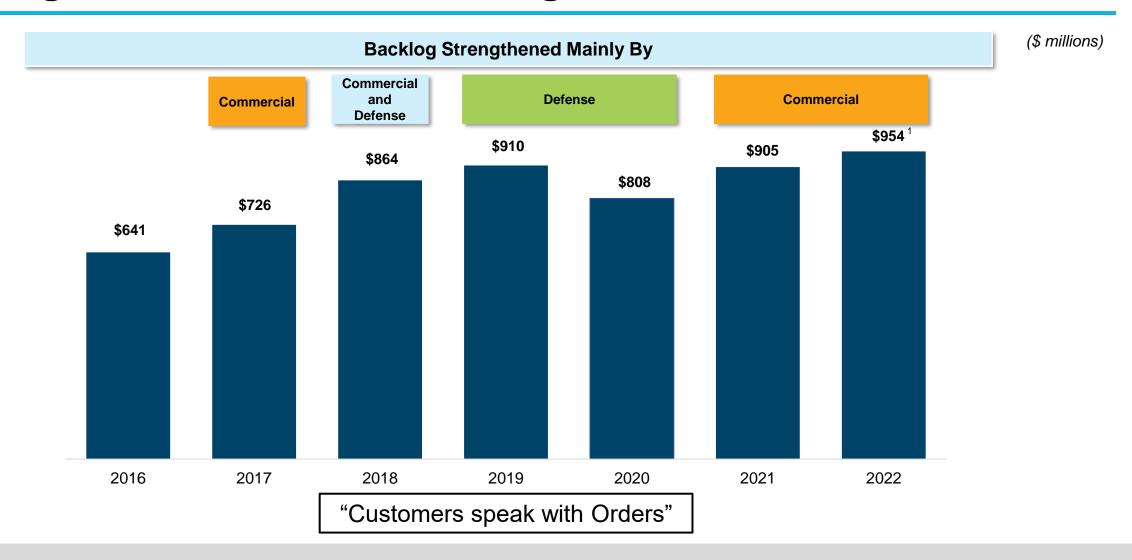
Cost reductions and improved investment decisions

Reduced layers of management and lean culture





## **Backlog Over Time Demonstrating End Market Diversification**







# Vision 2027

"The Journey Ahead"

Significant Long-Term Value Creation Opportunities at Ducommun

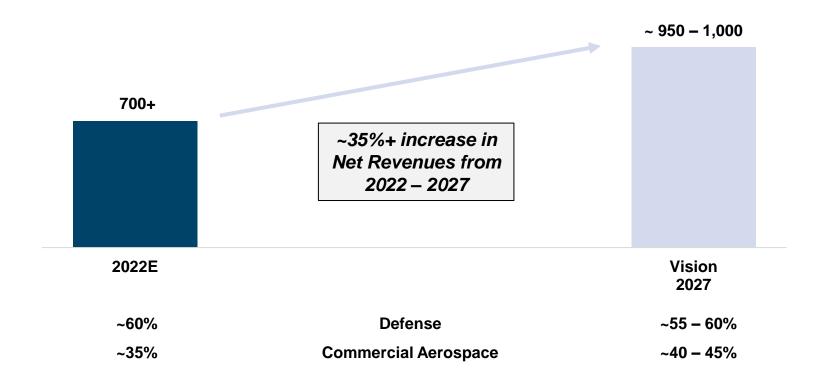




### **Vision 2027**

(\$ millions)

#### ~\$950 Million – \$1 Billion of Net Revenues by 2027 (6-7% CAGR)







## Vision 2027



Scale from continued Commercial Aerospace recovery and Defense growth

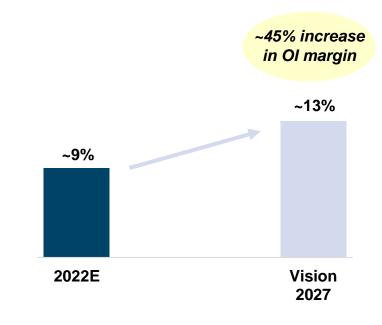
Strategic acquisitions

Pricing strategy focused on value

**Facility consolidation** 

Cost reductions and improved investment decisions

Adj. Operating Income Margin (%)







## **Vision 2027 – Key Tenets**

- Defense business built out and at a higher scale: ~\$525M+
- Commercial Aerospace recovery fully leveraged with Titanium leadership: ~\$325M+
- Acquisition placeholder: ~\$75M+
- Business mix: ~55 60% Defense and ~40 45% Commercial Aerospace
- Adj. EBITDA margin at ~18%





# **Working Capital and Cash Flow Opportunity**

Our pandemic Working Capital investment has increased mainly due to the level of contract assets and inventory as a result of the pandemic impact on commercial production volumes and reset of production rates vs. planned prepandemic material, finished goods positioning and level loading of production. Additionally, strategic and supply chain risk mitigation inventory is in place to better ensure customer order readiness and capture of short term increased workshare opportunities.

We expect to return to normalized free cash flow throughout the Vision 2027 period. Our goal is 100% conversion of free cash flow to adjusted net income. We believe 2023 will be a significant step towards that goal with 2024 and beyond running at that level.

We plan on accomplishing this by supporting the growth in our business while reducing our working capital investment including existing inventory, contract assets and contract liabilities. Interest Expense is an expected cash headwind in 2023 of \$5-\$6M at current debt levels and expected interest assumptions.

Driver of Expected Incremental Cash Flow from 2022	2023	2024
Working Capital	More than \$30M	More than \$40M





# Credit Facilities, Interest Expense and Hedge Impact

- Refinanced our credit facilities in July 2022
  - \$250M TLA, with July 2027 maturity
  - \$200M revolver, with July 2027 maturity
- Opportunistically replaced credit facilities that were not due to mature until 2024 and 2025
  - \$109M TLA, was due to mature Q4 2024
  - \$145M TLB, was due to mature Q4 2025
  - \$100M revolver, was due to mature Q4 2024
- Forward hedge via interest rate swaps put in place in November 2021, to be effective <u>January 1, 2024 through January 1, 2031</u>
  - \$150M aggregate total notional amount
  - 2024 Unhedged variable rate of 6.63% vs. Swaps fixed rate of 3.33% fixed (example below)
  - Debt in excess of \$150M at unhedged rate (floating)

Interest Rate Scenario:	2023	2024
	_0_0	
Estimated One Month SOFR	5.500%	5.000%
Spread on Debt (leverage <3.0x)	1.625%	1.625%
Total Unhedged Rate	7.125%	6.625%
Hedged Rate (swaped variable for fixed at 3.33%)	N/A	3.333%

Interest Expense Scenario (\$250 million debt)	2022	2023	2024
New Debt - with Hedge starting January 1, 2024	\$12M	\$18M	\$12M
EPS impact from 2022E (per diluted share)	N/A	~(\$0.40)	-

New Credit Facilities have us well positioned to support our acquisition and growth strategy





## Restructure

During 2022 we initiated a restructure program to better position the Company to support our long-term strategy and capture value for shareholders. This restructure program includes facility repositioning, which will reduce complexity and cost structure of our manufacturing operations, along with headcount reductions. There are three facility repositioning projects that are underway and will conclude during 2023.

- Monrovia (Structural Systems) Metal bond and composite materials used in Spoilers and Rotor Blades
- Berryville (Electronic Systems) Ruggedized interconnects for challenging operating environments
- Thailand (Electronic Systems) Small Internal supply operation will be repositioned and supplemented with external supply

Estimated Pre-Tax Charges of \$20 - \$26M

Expected Annualized Savings of \$11 - \$13M

We anticipate selling the Monrovia and Berryville facilities during the 2<sup>nd</sup> Half of 2023







# Closing Remarks

# **Key Investment Highlights**

1 Expanding Portfolio of Proprietary Product businesses across several Niche Segments

2 Commercial Aerospace Recovery with Content on Key Platforms

Resilient Defense Business with Strong Long Term Macro Tailwinds

Tier 1 Industry Player Entirely Focused on Aerospace & Defense

5 Differentiated manufacturing services capabilities

6 Cost reduction initiatives provide margin runway in manufacturing service businesses

7 Monetize real estate assets in California

8 Demonstrated M&A Strategy and Execution

Good Environmental, Social, and Corporate Governance Track Record

Driving shareholder value through 2027







Q&A



# Appendix

## **Non-GAAP Financial Measures**

Note Regarding Non-GAAP Financial Information: This presentation contains non-GAAP financial measures, including Adjusted EBITDA (which excludes interest expense, income tax expense (benefit), depreciation, amortization, stock-based compensation expense, restructuring charges, net gain on divestitures, Guaymas fire related expenses, inventory purchase accounting adjustments, loss on extinguishment of debt, other debt refinancing costs, gain on sale-leaseback, success bonus related to completion of sale-leaseback transaction, and insurance recoveries related to business interruption), Adjusted EBITDA Margin, Adjusted Operating Income, Adjusted Operating Income Margin, Net Debt, and Backlog.

The Company believes the presentation of these non-GAAP financial measures provide important supplemental information to management and investors regarding financial and business trends relating to its financial condition and results of operations. The Company's management uses these non-GAAP financial measures along with the most directly comparable GAAP financial measures in evaluating the Company's actual and forecasted operating performance, capital resources and cash flow. The non-GAAP financial information presented herein should be considered supplemental to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP. The Company discloses different non-GAAP financial measures in order to provide greater transparency and to help the Company's investors to more meaningfully evaluate and compare the Company's results to its previously reported results. The non-GAAP financial measures that the Company uses may not be comparable to similarly titled financial measures used by other companies.

We define backlog as customer placed purchase orders and long-term agreements with firm fixed prices and firm delivery dates of 24 months of less. Backlog is subject to delivery delays or program cancellations, which are beyond our control. Backlog is affected by timing differences in the placement of customer orders and tends to be concentrated in several programs to a greater extent than our net revenues. Backlog in industrial markets tends to be of a shorter duration and is generally fulfilled within a 3-month period. As a result of these factors, trends in our overall level of backlog may not be indicative of trends in our future net revenues.

For more information on our non-GAAP financial measures and a reconciliation of such measures to the nearest GAAP measure, please see the "Non-GAAP Reconciliation" slides.





# Non-GAAP Reconciliation for Adj. EBITDA

	2016	2017	2018	2019	2020	2021	LTM Q3 2022
Net Revenues	\$ 551	\$ 558	\$ 629	\$ 721	\$ 629	\$ 645	\$ 689
Net Income	\$ 25	\$ 20	\$ 9	\$ 32	\$ 29	\$ 136	\$ 132
Interest Expense	9	9	13	18	14	11	11
Income Tax Expense (Benefit)	13	(12)	1	5	3	35	35
Depreciation	13	13	13	14	14	14	14
Amortization	10	10	12	15	15	14	16
Stock-Based Compensation Expense	3	5	5	7	9	11	11
Restructuring Charges <sup>1</sup>	-	9	15	-	2	-	4
Gain on Divestitures, Net <sup>2</sup>	(18)	-	-	-	-	-	-
Guaymas Fire Related Expenses	-	-	-	-	2	2	4
Inventory Purchase Accounting Adjustments <sup>3</sup>	-	1	1	1	-	-	2
Loss on Extinguishment of Debt	-	-	1	-	-	-	-
Other Debt Refinancing Costs	-	-	1	-	-	-	-
Gain on sale-leaseback	-	-	-	-	-	(133)	(133)
Success Bonus Related to Completion of Sale-Leaseback Transaction <sup>4</sup>	-	-	-	-	-	1	1
Insurance Recoveries Related to Business Interruption	-	-	-	-	-	-	(3)
Adjusted EBITDA	\$ 55	\$ 54	\$ 71	\$ 92	\$ 88	\$ 93	\$ 94
% of Net Revenues	10%	10%	11%	13%	14%	14%	14%

(\$ millions)

LTMACO



Note: May not sum due to rounding.

<sup>1</sup>2017, 2018, and LTM Q3 2022 included \$0.5M, \$0.1M, and \$0.5M, respectively, of restructuring charges that were recorded as cost of sales.

<sup>&</sup>lt;sup>3</sup>2017, 2018, 2019, 2021 and 2022 LTM included inventory purchase accounting adjustments of inventory that was stepped up in the purchase price allocation from acquisitions of Lightning Diversion Systems, LLC, Certified Thermoplastics Co., LLC, Nobles Worldwide, Inc., and Magnetic Seal LLC in Sep 2017, Apr 2018, Oct 2019 and Dec 2021, respectively, and is part of our Electronic Systems, Structural Systems, and Structural Systems operating segments, respectively.





<sup>&</sup>lt;sup>2</sup> 2016 included gain on divestitures, net in our electronic systems operating segment related to the divestitures of our Pittsburgh and Miltec operations.

# Non-GAAP Reconciliation for Electronic Systems

							LTM Q3
	2016	2017	2018	2019	2020	2021	2022
Electronic Systems Net Revenues	\$ 304	\$ 317	\$ 338	\$ 360	\$ 393	\$ 413	\$ 427
Electronic Systems Operating Income	\$ 29	\$ 31	\$ 31	\$ 39	\$ 52	\$ 58	\$ 52
Other Income	-	1	-	-	-	-	-
Depreciation and Amortization	14	14	14	14	14	14	14
Restructuring Charges	-	1	5	-	1	-	2
Success Bonus Related to Completion of Sale-Leaseback Transaction	-	-	-	-	-	1	1
Inventory Purchase Accounting Adjustments	-	1	-	-	-	-	-
Electronic Systems Adj. EBITDA	\$ 43	\$ 48	\$ 50	\$ 53	\$ 67	\$ 73	\$ 69
% of Net Revenues	14%	15%	15%	15%	17%	18%	16%





# Non-GAAP Reconciliation for Structural Systems

							LTM Q3
	2016	2017	2018	2019	2020	2021	2022
Structural Systems Net Revenues	\$ 246	\$ 241	\$ 291	\$ 361	\$ 236	\$ 233	\$ 262
Structural Systems Operating Income	\$ 16	\$ 6	\$ 19	\$ 47	\$ 20	\$ 20	\$ 18
Other Income	-	-	-	-	-	-	-
Depreciation and Amortization	9	9	11	14	15	14	16
Restructuring Charges	-	6	8	-	2	-	2
Inventory Purchase Accounting Adjustments	-	-	1	1	-	-	2
Guaymas Fire Related Expenses	-	-	-	-	2	2	4
Structural Systems Adj. EBITDA	\$ 25	\$ 21	\$ 38	\$ 61	\$ 38	\$ 38	\$ 43
% of Net Revenues	10%	9%	13%	17%	16%	16%	16%





# Non-GAAP Reconciliation for Adj. Operating Income

	204.0	2047	2040	2040	2020	2021	LTM Q3
	2016	2017	2018	2019	2020	2021	2022
Net Revenues	\$ 551	\$ 558	\$ 629	<b>\$ 721</b>	\$ 629	\$ 645	\$ 689
Operating Income	\$ 29	<b>\$ 16</b>	\$ 24	<b>\$ 56</b>	\$ 46	\$ 49	\$ 42
Restructuring Charges <sup>1</sup>	-	9	15	-	2	-	4
Guaymas Fire Related Expenses	-	-	-	-	2	2	4
Inventory Purchase Accounting Adjustments <sup>2</sup>	-	1	1	1	-	-	1
Other Debt Refinancing Costs	-	-	1	-	-	-	-
Success Bonus Related to Completion of Sale-Leaseback	-	-	-	-	-	1	1
Amortization of Acquisition Related Assets	-	1	2	3	5	5	6
Adjusted Operating Income	\$ 29	\$ 27	\$ 42	\$ 60	\$ 54	\$ 58	\$ 59
% of Net Revenues	5%	5%	7%	8%	9%	9%	9%





## Non-GAAP Reconciliation for Net Debt

	2016	2017	2018	2019	2020	2021	Q3 2022
Adjusted EBITDA	<b>\$</b> 55	\$ 54	\$ 71	\$ 92	\$ 88	\$ 93	\$ 95
Current Portion of Long Term Debt	-	-	2	7	7	7	6
Long Term Debt	170	218	231	303	313	280	244
Cash & Cash Equivalents	(7)	(2)	(10)	(40)	(56)	(76)	(21)
Net Debt	\$ 163	\$ 216	\$ 223	\$ 270	\$ 264	\$ 211	\$ 229
Net Debt / Adj EBITDA	3.0	4.0	3.1	2.9	3.0	2.3	2.4





# Non-GAAP Reconciliation for Backlog

	<b>2016</b> <sup>1</sup>	<b>2017</b> <sup>1</sup>	2018	2019	2020	2021	2022 <sup>4</sup>
Remaining Performance Obligations <sup>2</sup>	<u>N/A</u>	<u>N/A</u>	<u>\$723</u>	\$745	<u>\$718</u>	\$761	\$853
Backlog <sup>3</sup>	\$641	\$726	\$864	\$910	\$808	\$905	\$954





<sup>&</sup>lt;sup>2</sup> Based on customer placed purchase orders with firm fixed price and firm delivery dates.

<sup>&</sup>lt;sup>3</sup> Based on customer placed purchase orders and long-term agreements with firm fixed price and expected delivery dates of 24 months or less.





# **Investor Day**

December 8, 2022