



### **Wells Fargo Industrials Conference**

June 13, 2023

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**Forward-Looking Statements:** This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be preceded by, followed by or include the words "believes," "anticipates," "intends," "plans," "estimates" or similar expressions. These statements are based on the beliefs and assumptions of the Company's management. Generally, forward-looking statements include information concerning the Company's possible or assumed future actions, events or results of operations. Forward-looking statements specifically include, without limitation, the information in this presentation regarding: our outlook and expected top-line growth through 2023, and key tenets of our shareholder value creation strategy through 2027; the expected results, annualized savings, pre-tax charges and timing of our footprint restructuring initiative, including but not limited to the timing of a potential sale of real estate assets; the recovery of the commercial aerospace industry and estimated build rates for narrow body aircraft; our M&A strategy, vision, outlook and timing expectations; our expectations of the growth of revenue from our portfolio or proprietary businesses and aftermarket mix by 2027; our expectations relating to federal defense budgetary environments; and our expectations relating to our relationships with, and offloading by, key defense primes.

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**Non-GAAP Financial Measures:** This presentation includes certain non-GAAP financial measures, such as Adjusted EBITDA Margin, Adjusted Operating Margin and backlog. For a reconciliation of such non-GAAP financial measures to the closest GAAP measure as well as why management believes these measures are useful, see "Non-GAAP Financial Measures" in the Appendix of this presentation.

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### **Our Company**



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



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Note: Pie charts based on FY 2022 Net Revenues mix.

<sup>1</sup> Figures based on backlog as of December 31, 2022.



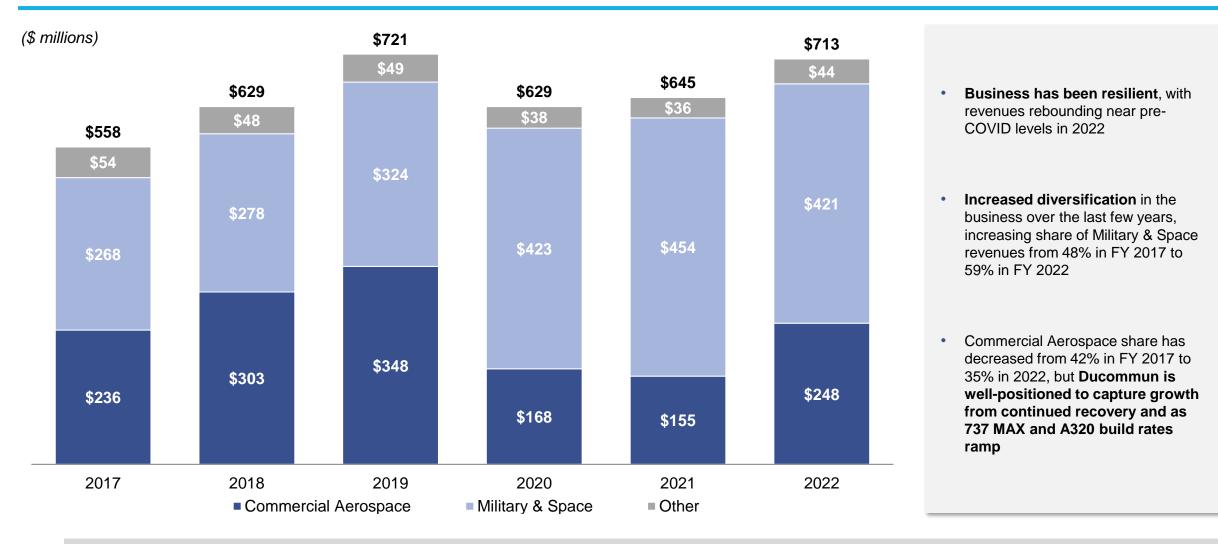
## **Our Segments**

		Electronic Systems (62% of 2022 Revenue)	Structural Systems (38% of 2022 Revenue)	
Overview		Innovative and ruggedized electronic and electromechanical products and assemblies	Engineered aerostructure components and assemblies	
Financial	Revenue	\$441mm	\$272mm	
Profile (2022)	Adj. EBITDA Margin	15% <sup>1</sup>	16% <sup>1</sup>	
Selected Products		Ruggedized Wire Harness Human Machine Interface	Titanium Hot FormingVersaCore Composite™ & MetalbondTitanium Super Plastic Forming	
		Complex Circuit Card Lightning Protection	Ammunition Handling Systems Aluminum Stretch Form & Chemical Mill	
		Integrated Box Build Motion Control	Magnetic Seals Aerodynamic Enhancement Products	
		Raytheon Technologies NORTHROP GRUMMAN Viasat	BOEING AIRBUS SIKORSKY	
Key Customers		GENERAL ATOMICS	GKN AEROSPACE	
		SIKORSKY ALOCKHEED MARTIN	Gulfstream STELIA BOMBARDIER	





## **Revenue History**







## **Key Investment Highlights**





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DCO

NYSE

### Expanding Portfolio of Proprietary Product Businesses Across Several Niche Segments







## 2 Facility Rationalization Provides Margin Runway

### **Overview of Restructuring Plan**

- Ducommun initiated a restructuring plan in Q2 2022, which includes facility repositioning to reduce complexity and cost structure of manufacturing operations, along with headcount reductions
  - Estimated pre-tax charges of \$19 \$23mm  $\checkmark$
  - Expected annualized savings of \$11 \$13mm  $\checkmark$
  - Planned sale of Monrovia and Berryville facilities in 2H 2023

### Monetize Real Estate Assets

### 2023 Planned Sale of Monrovia Facility



274k sq ft facility | ~9 acres of land

Targeting 2H 2023 sale

### Monrovia, California



### **Facility Consolidation**



Monrovia, CA (274k sq ft) Announced Nov-2022



Berryville, AR (50k sq ft) Announced Nov-2022

Low Cost Footprint Expansion

Guaymas, Mexico

Increased square footage from 62k pre-pandemic to 117k in Q1 2023

Expanded capabilities beyond VersaCore to metal bond and wire harnesses





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





## <sup>3</sup>Demonstrated M&A Strategy and Execution

Mission	Recently Executed Transactions <sup>1</sup>		Key Acquisition Metrics	
Acquire proprietary engineered A&D product businesses that have sufficient runway for Ducommun to create significant value for its shareholders	Proprietary aerodynamic systems	MAGSEAL Magnetic seals	<b>Above</b> Deal Model EBITDA target through 2022 <sup>2</sup>	
Vision 2027	Apr-2023 \$115mm <sup>1</sup>	Dec-2021 \$69mm¹	<b>Double Digit</b> ROIC <sup>3</sup> for	
Transition to higher engineered product content and ftermarket revenues while continuing to build a portfolio		CERTIFIED THERMOPLASTICS	deals closed >12 months	
of niche A&D businesses that are industry leaders in		Thermoplectic		
innovation and customer satisfactionAmmunition handling systemsThermoplastic extruded assemblies		extruded	~4x EBITDA multiple	
25%+ 15%+ engineered aftermarket	Oct-2019 \$77mm <sup>1</sup>	Apr-2018 \$31mm <sup>1</sup>	reduction <sup>4</sup>	

### M&A Outlook Remains Strong and Core to Future Shareholder Value Creation Thesis

✓ Seeing an uptick in activity after a relatively slower 2022

✓ Expect cadence of one or more transactions every year

✓ Actively engaged on opportunities

✓ Aggressively execute EBITDA expansion plan for each deal



- <sup>1</sup> Purchase Price (net of cash acquired).
  - <sup>2</sup> Calculated on cumulative basis from the quarter after Closing, based on full year 2022 actuals versus deal model EBITDA target through 2022.
- <sup>3</sup> Based on full year 2022 financials; Present value of acquisition tax benefits netted out from Invested Capital.
  <sup>4</sup> Based on full year 2022 EBITDA multiple versus LTM EBITDA multiple at time of acquisition.



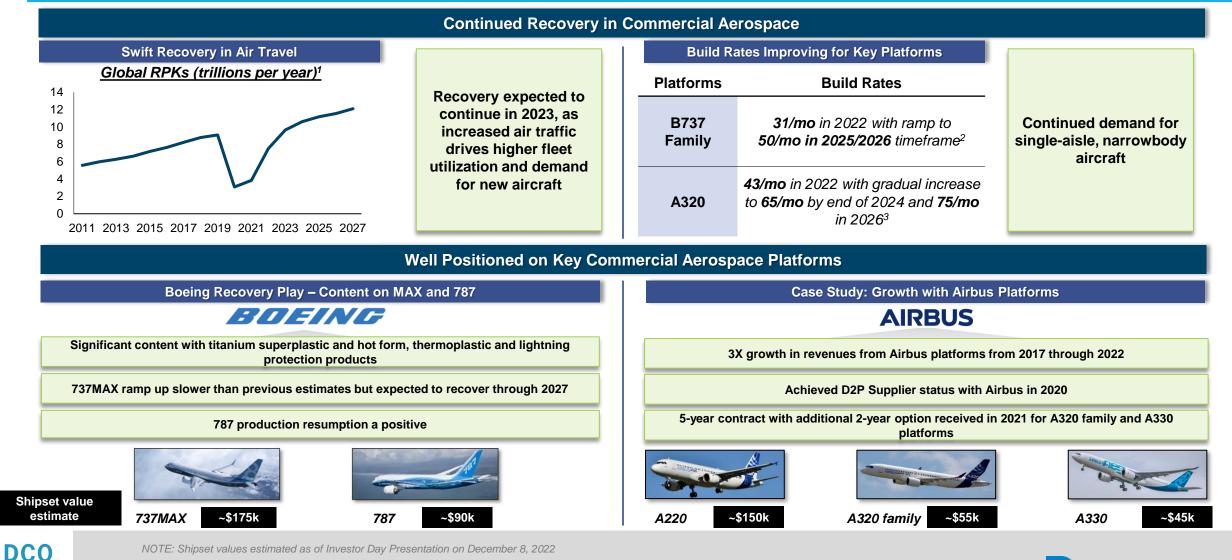
### Tier 1 Industry Player Entirely Focused on Aerospace & Defense







### Well Positioned to Capture Commercial Aerospace Recovery with Content on Key Platforms

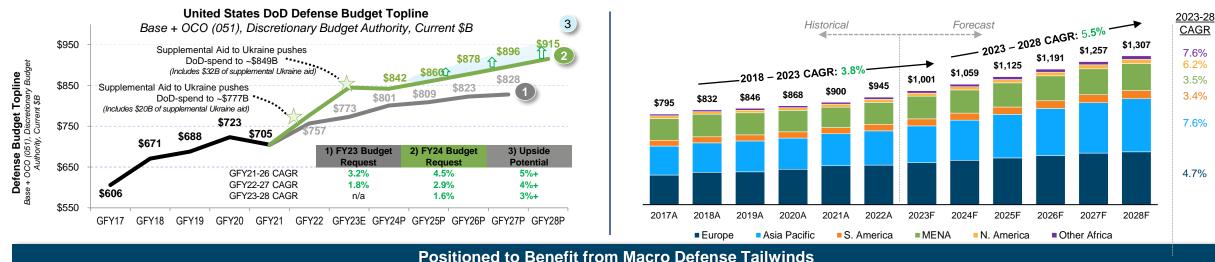


<sup>1</sup> Based on International Air Transport Association (IATA) estimates.
 <sup>2</sup> Based on Boeing's projections as of Q1-2023.
 <sup>3</sup> Based on Airbus' projection as of Q4-2022.

LISTED

Ducommun

### **Resilient Defense Business with Strong** 6 **Long-Term Macro Tailwinds**









Next Gen Jammer Mid Band

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



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



Partnering with leading Defense primes on Hypersonics and **Hypersonics** Counter Hypersonic programs



UAVs and Counter-UAS

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



7.6%

6.2%

3.5%

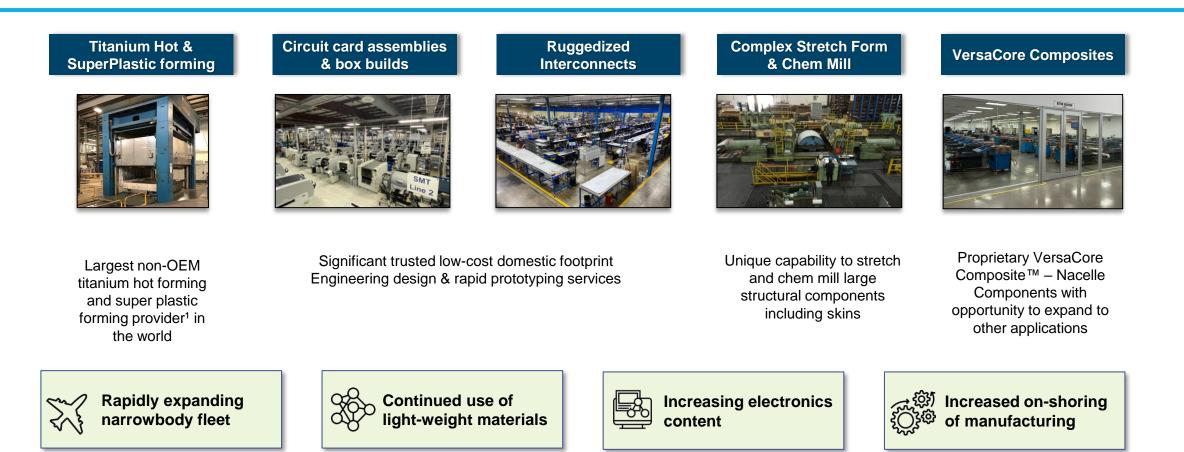
3.4%

7.6%

4.7%

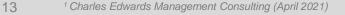


## Oifferentiated Manufacturing Services Capabilities



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







## Strong ESG Track Record

	<ul> <li>Strive to avoid adverse impact and harm to the environment</li> </ul>
	<ul> <li>Seek compliance with all applicable laws and regulations pertaining to the environment and natural resources</li> </ul>
	<ul> <li>Work to improve our environmental management practices, including partnering with suppliers who share Ducommun's commitment to the prudent and safe use of natural resources</li> </ul>
Environmental	29% decrease in combined Scope 1 and 2 greenhouse gas emissions and 14% reduction in total energy usage in 2022 compared to 2019 baseline levels on an absolute basis
	<ul> <li>Employees are key to Ducommun's global citizenship efforts</li> </ul>
	<ul> <li>Committed to support employee's health, wellness and safety</li> </ul>
	The Ducommun Foundation supports charitable organizations in the communities in which we operate and has made donations of more than \$1.7 million since 2019 to support social justice causes and underrepresented communities
Social	<ul> <li>Supported charitable organizations in the locations we operate in, including United Way, and local food banks</li> </ul>
GOVERNANCE	<ul> <li>Half of our Board of Directors is now comprised of women and a member from an underrepresented background</li> </ul>
	<ul> <li>Strive to build a team that reflects the diversity of our customers</li> </ul>
Governance	<ul> <li>Strong Code of Ethics applicable to all employees at all levels supported by annual training</li> </ul>
Governance	<ul> <li>Honesty, professionalism, trust, and teamwork are foundational</li> </ul>

**Consistent publication of yearly ESG report since 2020** 

Ducommun



### 2023 Outlook



- ✓ Continued strength in backlog in Q1 2023
- ✓ Commercial aerospace build rates continue to ramp up
- ✓ Sustained strength in defense spending
- ✓ Defense prime offloading theme playing out
- Commercial Aerospace industry production rates expected to ramp through at least 2024
  - Single aisle recovery continues to be primary driver
  - Twin aisle production rate increase (mainly the 787) should provide additional support
- Restructuring initiatives expected to drive annualized savings of \$11M to \$13M, starting in the second half of 2023
- Increased revenue growth guidance resulting from the acquisition of BLR Aerospace and the strengthening Commercial Aerospace market

Outlook raised from Low-Mid Single Digit to Mid-High Single Digit revenue growth





### Vision 2027

Vision 2027 – Key Tenets				
<ul> <li>Commercial Aerospace recovery fully leveraged with Titanium leadership: ~\$325mm+</li> <li>Business mix: ~55 - 60% Defense and ~40 - 45% Commercial Aerospace</li> <li>Adj. EBITDA margin at ~18%</li> <li>Defense business built out and at a higher scale: ~\$525mm+</li> <li>Acquisition placeholder: ~\$75mm+</li> <li>Transition to higher engineered product content (+25%) and aftermarket revenues (+1)</li> </ul>			5mm+	
Net Revenues       Adj. EBITDA Margin & Adj. Operating Margin         Adj. EBITDA Margin       Adj. Operating Margin				
713 incr Rev f	~950- 1,000 35%+ ease in Net venues from 2 - 2027	13% 2022 Vision 2027	-45% increase in OI margin ~13% 8% 2022 Vision	
2022 ~60% De	Vision 2027 fense ~55 – 60%	Scale from continued Commercial Aerospace recovery and Defense growth	2027 Cost reductions and improved investment decisions	
250/	mercial ospace ~40 – 45%	Strateolic acquisitions	cing strategy used on value	



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Ducommun does not provide a reconciliation of 2027 adjusted EBITDA margin or 2027 adjusted operating margin or the most directly comparable forward-looking GAAP measure of net income because the timing and nature of excluded items are unreasonably difficult to fully and accurately estimate.





# Appendix

## **Non-GAAP Financial Measures**

**Note Regarding Non-GAAP Financial Information:** This presentation contains non-GAAP financial measures, including Adjusted EBITDA Margin, Adjusted Operating Margin 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.

The Company defines backlog as customer placed purchase orders and long-term agreements ("LTAs') with firm fixed price and expected delivery dates of 24 months of less. The majority of the LTAs do not meet the definition of a contract under ASC 606 and thus, the backlog amount disclosed herein is greater than the remaining performance obligations disclosed under ASC 606. Backlog is subject to delivery delays or program cancellations, which are beyond the Company's 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 the Company's net revenues. As a result of these factors, trends in the Company's overall level of backlog may not be indicative of trends in its 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 on the following pages.





## **Adjusted EBITDA for 2022**

	2022
Net Revenues	\$ 713
Net Income	\$ 29
Interest Expense	12
Income Tax Expense (Benefit)	5
Depreciation	15
Amortization	17
Stock-Based Compensation Expense	11
Restructuring Charges <sup>1</sup>	7
Gain on Divestitures, Net	-
Guaymas Fire Related Expenses	4
Inventory Purchase Accounting Adjustments <sup>2</sup>	1
Loss on Extinguishment of Debt	-
Other Debt Refinancing Costs	-
Gain on sale-leaseback	-
Success Bonus Related to Completion of Sale-Leaseback Transaction	-
Insurance Recoveries Related to Business Interruption	(5)
Adjusted EBITDA	\$ 95
% of Net Revenues	13%



Note: May not sum due to rounding.

19 <sup>1</sup>2022 included \$0.5M of restructuring charges that were recorded as cost of sales.

<sup>2</sup> <sup>2</sup> 2022 included inventory purchase accounting adjustments of inventory that was stepped up in the purchase price allocation from acquisitions of Magnetic Seal LLC in Dec 2021 and is part of our Structural Systems operating segment.



### **Adjusted OI Margin for 2022**

	2022
Net Revenues	\$ 713
Operating Income	\$ 40
Restructuring Charges <sup>1</sup>	7
Guaymas Fire Related Expenses	4
Inventory Purchase Accounting Adjustments <sup>2</sup>	1
Other Debt Refinancing Costs	-
Amortization of Acquisition Related Assets	6
Adjusted Operating Income	\$ 59
% of Net Revenues	8%



Note: May not sum due to rounding.

<sup>1</sup>2022 included \$0.5M of restructuring charges that were recorded as cost of goods sold.

20 <sup>2</sup>2022 included inventory purchase accounting adjustments of inventory that was stepped up in the purchase price allocation and amortization of purchased intangible assets from acquisition of MagSeal Corporation on Dec 2021 and is part of our Structural Systems operating segment.



## Segment Revenue and Adjusted EBITDA Margin for 2022

	2022		2022
Electronic Systems Net Revenues	\$ 441	Structural Systems Net Revenues	\$ 272
Electronic Systems Operating Income	\$ 50	Structural Systems Operating Income	\$ 17
Depreciation and Amortization	14	Depreciation and Amortization	17
Restructuring Charges	4	Restructuring Charges <sup>1</sup>	3
Electronic Systems Adj. EBITDA	\$ 68	Inventory Purchase Accounting Adjustments <sup>2</sup>	1
% of Net Revenues	15%	Guaymas Fire Related Expenses	4
		Structural Systems Adj. EBITDA	\$ 43
		% of Net Revenues	16%



21 Note: May not sum due to rounding. <sup>1</sup>2022 included \$0.5M of restructuring charges that were recorded as cost of sales. <sup>2</sup>2022 included inventory purchase accounting adjustments of inventory that was stepped up in the purchase price allocation from the acquisition of Magnetic Seal LLC in Dec 2021, and is part of our Structural Systems operating segment.



### **Non-GAAP Reconciliation for Backlog**

	4/1/2023
Remaining Performance Obligations <sup>1</sup>	\$874
Backlog <sup>2</sup>	\$961

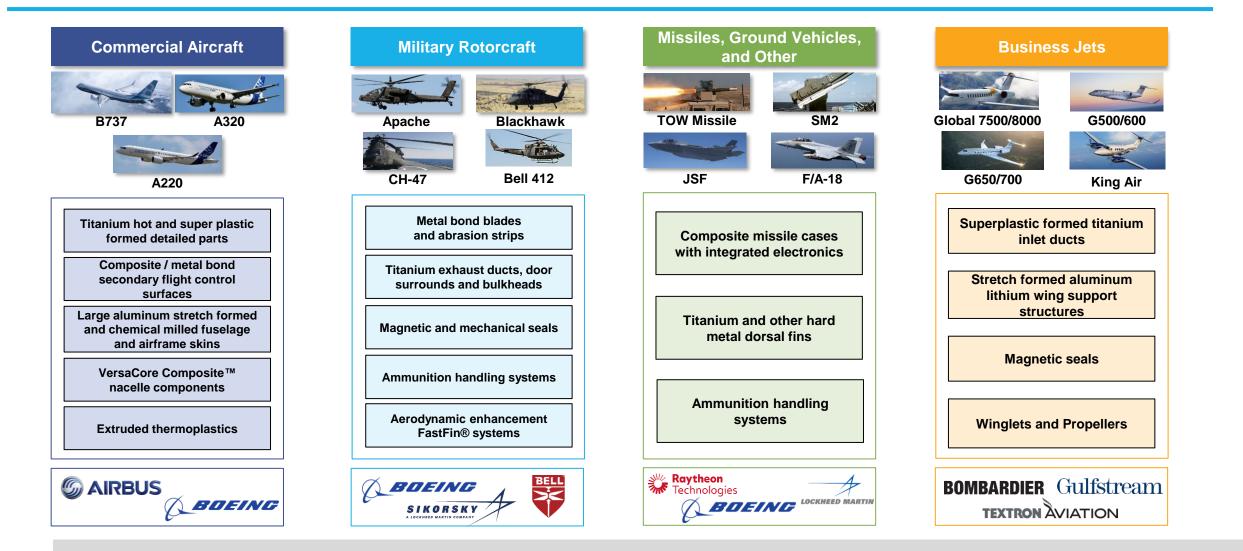


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Note: There is no reconciliation between GAAP remaining performance obligations and the non-GAAP backlog amount. <sup>1</sup> Based on customer placed purchase orders with firm fixed price and firm delivery dates. <sup>2</sup> Based on customer placed purchase orders and long-term agreements with firm fixed price and expected delivery dates of 24 months or less.



## **Structural Systems – Key Sectors and Applications**





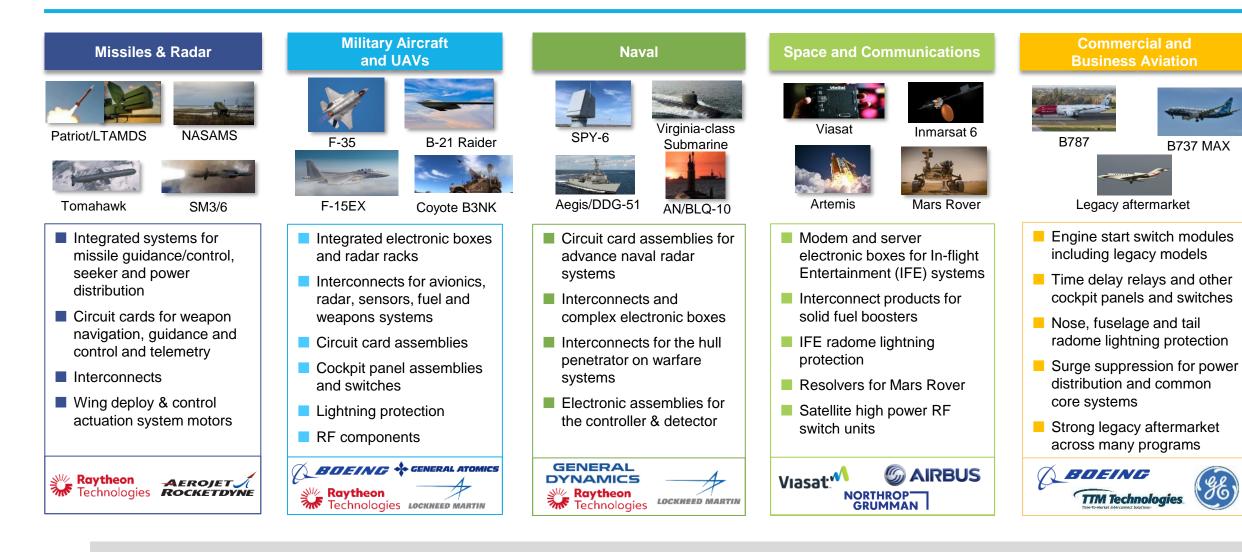
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### **Electronic Systems – Key Sectors & Applications**





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