



# **Investor Presentation**

December 2021

### **Disclosures**

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," "expects," "anticipates," "intends," "plans," "estimates" or similar expressions. These statements are based on the beliefs and assumptions of our management. Generally, forward-looking statements include information concerning our possible or assumed future actions, events or results of operations. Forward-looking statements specifically include, without limitation, the information in this presentation regarding: projections; efficiencies/cost avoidance; cost savings; forward loss reserves; income and margins; earnings per share; growth; economies of scale; the macro economy; capital expenditures; future financing needs; future acquisitions and dispositions; litigation; potential and contingent liabilities; management's plans; and integration related expenses.

Although we believe that the expectations reflected in the forward-looking statements are based on reasonable assumptions, these forward-looking statements are subject to numerous factors, risks and uncertainties that could cause actual outcomes and results to be materially different from those projected. We cannot guarantee future results, performance or achievements. Moreover, neither we nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. All written and oral forward-looking statements made in connection with this presentation that are attributable to us or persons acting on our behalf are expressly qualified in their entirety by "Risk Factors" and other cautionary statements included herein.

The information in this presentation is not a complete description of our business or the risks. There can be no assurance that other factors will not affect the accuracy of these forward-looking statements or that our actual results will not differ materially from the results anticipated in such forward-looking statements. Factors that could cause actual results to differ materially from those estimated by us include, but are not limited to, those factors or conditions described under "Risk Factors" in the Annual Report on Form 10-K for the year ended December 31, 2020 and the following: our ability to manage and otherwise comply with our covenants with respect to our outstanding indebtedness; our ability to service our indebtedness; our end-use markets are cyclical; we depend upon a selected base of industries and customers; a significant portion of our business depends upon U.S. Government defense spending; we are subject to extensive regulation and audit by the Defense Contract Audit Agency; contracts with some of our customers contain provisions which give the customers a variety of rights that are unfavorable to us; further consolidation in the aerospace industry could adversely affect our business and financial results; our ability to successfully make acquisitions or enter into joint ventures, including our ability to successfully integrate, operate or realize the projected benefits of such businesses; we rely on our suppliers to meet the quality and delivery expectations of our customers; we use estimates when bidding on fixed-price contracts which estimates could change and result in adverse effects on our financial results; the impact of existing and future laws and regulations; the impact our business and operations; and other risks and uncertainties.

We caution the reader that undue reliance should not be placed on any forward-looking statements, which speak only as of the date of this presentation. We do not undertake any duty or responsibility to update any of these forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect actual outcomes.

Non-GAAP Financial Measures: This presentation includes certain non-GAAP financial measures, such as EBITDA and free cash flow. 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.

Other: The inclusion of information in this presentation does not mean that such information is material or that disclosure of such information is required.

Industry and Customer Information: Market data and industry information used throughout this presentation are based on management's knowledge of the industry and the good faith estimates of management. We also relied, to the extent available, upon management's review of independent industry surveys and publications and other publicly available information prepared by a number of third party sources. All of the market data and industry information used in this presentation involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Although we believe that these sources are reliable, we cannot guarantee the accuracy or completeness of this information, and we have not independently verified this information. While we believe the estimated market position, market opportunity and market size information included in this presentation are generally reliable, such information, which is derived in part from management's estimates and beliefs, is inherently uncertain and imprecise. No representations or warranties are made by the Company or any of its affiliates as to the accuracy of any such statements or projections. Projections, assumptions and estimates of our future performance and the future performance of the industry in which we operate are necessarily subject to a high degree of uncertainty and risk due to a variety of factors, including those described above. These and other factors could cause results to differ materially from those expressed in our estimates and beliefs and in the estimates prepared by independent parties. Further, the inclusion of customer logos or references to specific programs in this presentation is not an endorsement of the Company.



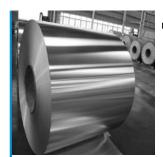


## **Our Rich History**



1849

Founded as a watch business, & then general store, during Gold Rush years.



1950s

Becomes largest metals materials supplier to the Aerospace industry in Southern Calif.



2000s

Expands into
Engineered
Products through
strategic
acquisitions.





1930s

Provides aircraft aluminum to Aerospace pioneers Lindbergh, Douglas and Lockheed.



1960s

Diversifies into distribution of electronic components for the Aerospace industry.



2017+

Sharpens strategic focus on Aerospace & Defense along with streamlining the organization and acquiring three companies.





## **Company Snapshot**

Manufacturer of complex electronics and structural systems for commercial aerospace and military, defense and space programs























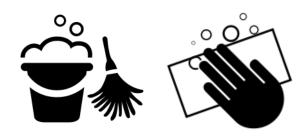




## **COVID-19 Priorities**

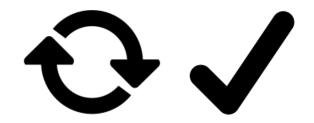
### **Safety & Cleanliness**

Strict company-wide safety practices and controls to CDC guidelines implemented



### **Business Continuity**

All Performance Centers continue to operate as essential businesses to meet customer needs



### **Community Support**

Financially supporting
the response in the
communities in which
we operate









## **Investment Highlights**

# **Sharpened Business Strategy**

- Balanced portfolio of defense and commercial aerospace
- Transforming into a higher margin innovative solutions provider
- Investment in organic growth and strategic acquisitions

# Defendable Niche

- Unique, sought-after range of capabilities
- Established relationships with blue-chip industry leaders
- Strategically positioned on key defense and commercial aerospace platforms

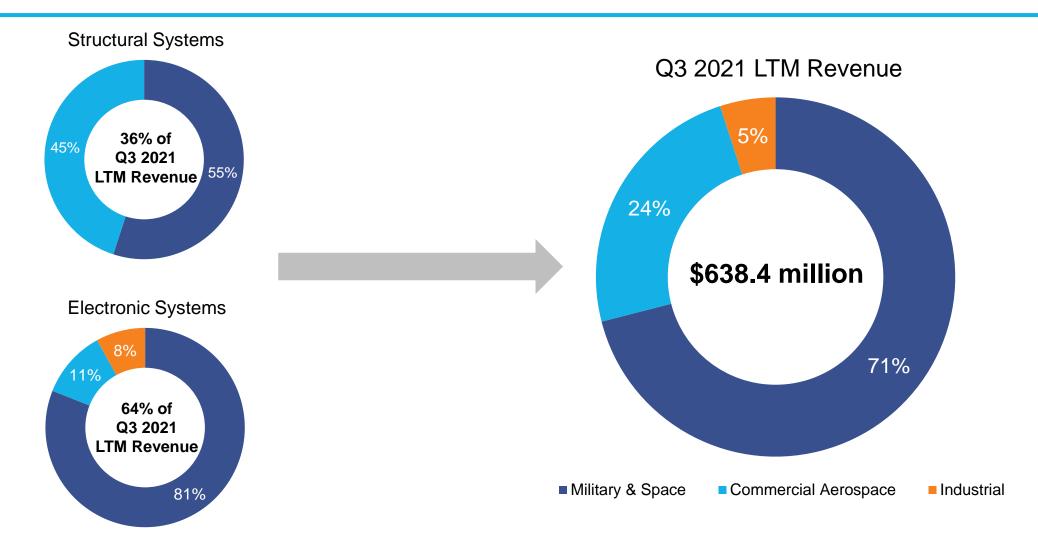
# Strong Financials

- Focused on driving profitable top-line growth
- Margin expansion through process improvements, supply chain initiatives and asset optimization
- Lean cost structure and ability to adjust spending for rapidly changing business environment





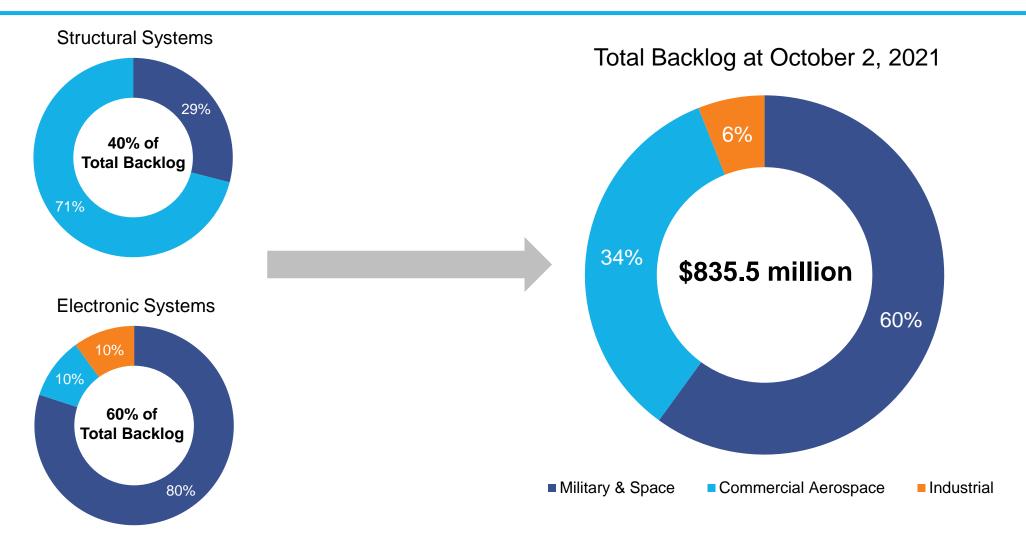
## **Two Business Segments – Revenue**







# **Backlog Supports Focus on Aerospace & Defense Strategy**







# We Go to Market as One Company with Broad Capabilities

### Each business is built on a unique set of competencies

### **Focused Performance Centers of Excellence**

### **Electronic Systems**



- Engineered products including cockpit systems, pushbutton switches, motors, resolvers, lighted panels, and lightning protection
- Circuit card
  - assemblies
    Complex, low volume
  - Ruggedized for harsh environments

applications

- assemblies including box-level electronic and mechanical assembly

Integrated



- Wire harnesses and cablesRuggedized,
- Ruggedized, high-temperature, pressure, flexibility and frequency



- Composite materials, metal bonding and autoclave capabilities
- Spoilers, rotor blades, nacelles and missile cases



**Structural Systems** 

- Titanium forming
- Engine ducts, pylons, firewalls, exhaust ducts, and nacelles
- Structural missile assemblies



- Aluminum forming and chemical milling
- Skins, leading edges, stabilizers, and cargo doors



Engineered products including extruded plastics for aircraft interiors and ammunition handling systems

Carson, CA
Huntington Beach, CA
Saraburi, Thailand

Tulsa, OK Appleton, WI

Huntsville, AR

Joplin, MO Berryville, AR

Monrovia, CA

Coxsackie, NY Parsons, KS

Gardena, CA
Orange, CA
El Mirage, CA

Santa Clarita, CA St. Croix Falls, WI





# **Extensive Offerings on Commercial & Military Fixed Wing Aircraft**







# Diverse Content on Key Missile & Munitions Platforms for Land, Sea & Air







# **Expansive Footprint on Commercial & Military Rotary Aircraft**

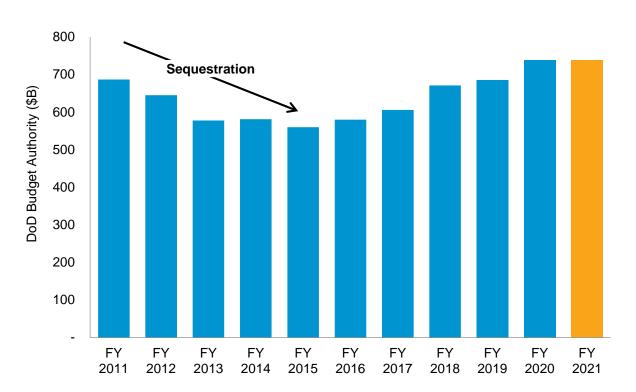






## **Defense Macro Trends – Defense Spending**

### U.S. Defense Spending



Source: FY2021 Budget Request Overview

### **Trends**

- Revitalization of military readiness with an increasing defense budget with solid funding on missile platforms
- Platform upgrades, especially for both military fixed wing and rotorcraft aircraft
- Military ground vehicle upgrades globally
- Foreign military sales expected to increase
- Increased on-shoring





## **Growth Drivers**

	% of Q3 2021 LTM Revenue <sup>(1)</sup>	% of Backlog <sup>(1)</sup> at 10/2/2021	Key Platforms
Military and Space	71%	60%	F-18 and F-35 Aircraft Patriot and TOW Missiles Apache and Blackhawk Helicopters
Commercial Aerospace	24%	34%	Airbus A320 and A220 Gulfstream models Boeing 737 MAX





## Why We Win

- ✓ Innovative, value-added solutions for tough technical challenges (e.g., temperature, weight, vibration, pressure)
- ✓ Proprietary engineered products with aftermarket support
- ✓ Quality focus with customer satisfaction continuing to increase
- ✓ Unique and niche capabilities in electronics and structural manufacturing services for products and assemblies for increased technology content
- ✓ Agile, flexible and efficient operating model and organization
- ✓ Engineering design and rapid prototyping services support innovative outcomes





## Why to Invest in Ducommun

### Strategically Positioned

**Highly Engineered Products** Strong portfolio of highly engineered proprietary products and services

Blue Chip Customers Long-term relationships with broad base of blue chip customers

Focused Platform Positions Aerospace & Defense focused on large fixed wing, rotary and missile platforms

### Reliable Business Strategies

**Operational Excellence** Lean culture & strategic initiatives designed to optimize invested capital and processes

**Focus on Innovation** Commitment to internal investment to maintain differentiation and drive productivity

Efficient Capital Allocation Consistently strong cash flows to reduce debt and fund long-term growth

### Strong Financial Performance

**Profitability Gains** Focus on scale, product mix and operational efficiency to enhance profitability

Free Cash Flow Generation Average free cash flow conversion in excess of net earnings

Sufficient Liquidity Light covenant credit facility with minimal pay-down requirements through Q4 2024







# Appendix

# **Key Facts**

### **Ducommun Incorporated**

Share price <sup>(1)</sup> \$42.5	51
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52-week high / low <sup>(1)</sup>	\$65.40 / \$42.20
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Diluted shares outstanding <sup>(2)</sup>	12.2 million
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Market cap <sup>(1)</sup>	\$506.9 million
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Cash <sup>(2)</sup>	\$9.0 million
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Net debt outstanding <sup>(2)</sup>	\$290.5 million
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Enterprise value	\$797.3 million
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Q3 2021 LTM revenue	\$638.4 million
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Q3 2021 LTM adjusted EBITDA<sup>(3)</sup> \$90.5 million





## **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, net gain on divestitures, loss on extinguishment of debt, goodwill impairment, intangible asset impairment, and restructuring charges).

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 "Reconciliation of GAAP to Non-GAAP Measures" tables.





# Adjusted EBITDA for Q3 2021 LTM

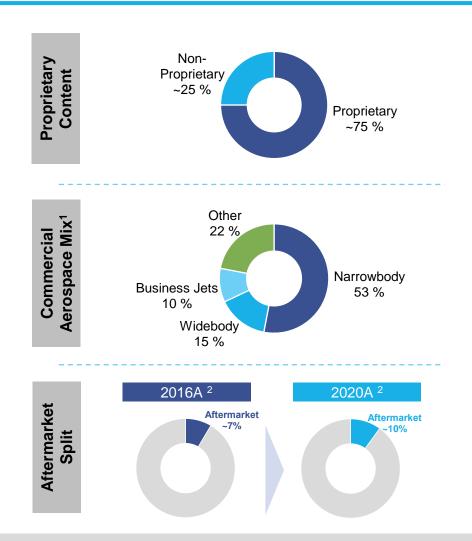
### (dollars in thousands)

Net income	\$	34,354
Interest expense		11,018
Income tax expense		3,506
Depreciation		13,923
Amortization		14,273
Stock-based compensation		10,843
Guaymas fire related expenses		<u>2,553</u>
Adjusted EBITDA	<u>\$</u>	90,470





## **Company Snapshot – Additional Details**

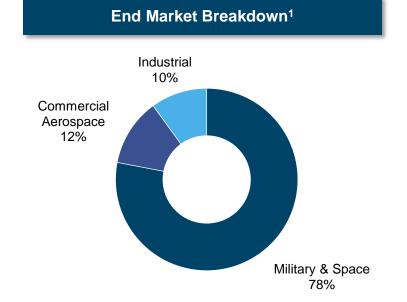




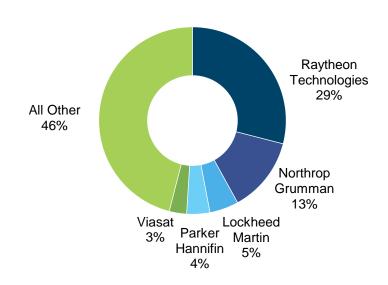




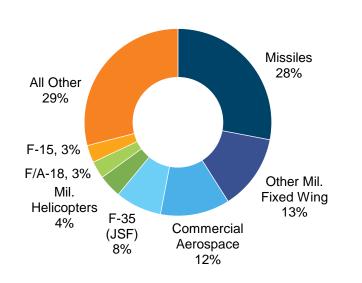
## **Electronic Systems – Overview**







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







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

#### **Missiles**









Tomahawk

SM3/6

- Circuit cards controlling actuation & interconnects
- Integrated missile case interconnects
- Wing deploy & control actuation system motors
- Actuation control units





### **Military Aircraft** and UAVs





MQ-9 Reaper



Fighter



- Integrated electronic boxes
- Interconnects for avionics. radar, sensors, fuel and weapons systems
- Circuit card assemblies

and radar racks

- Cockpit panel assemblies and switches
- Lightning protection
- RF components



#### Naval



Submarine



AN/BLQ-10



Aegis/DDG-51

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





### **Space and Communications**





Inmarsat 6





Mars Rover

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

**B737 MAX** 



Legacy aftermarket

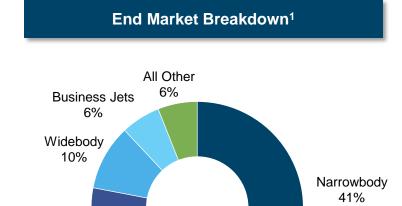
- Engine start switch modules including legacy models
- Time delay relays and other cockpit panels and switches
- Nose, fuselage and tail radome lightning protection
- Surge suppression for power distribution and common core systems
- Strong legacy aftermarket across many programs



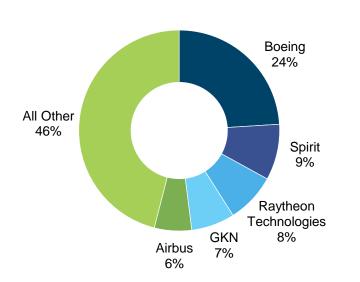




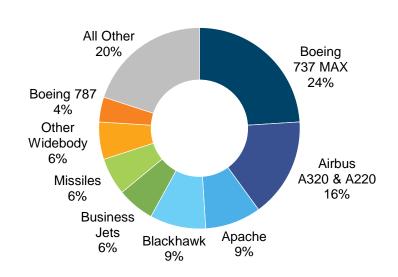
## Structural Systems – Overview



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



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







Military & Space

37%

# Structural Systems – Key Processes

#### **Commercial Aircraft**





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** 



### Military Rotorcraft





Metal bond blades and abrasion strips

Titanium exhaust ducts

Titanium door surrounds and bulkheads

**Ammunition handling systems** 

Approved OEM / Government repair depot



## Missiles, Ground Vehicles, and Other









F/A-18

Composite missile cases with integrated electronics

**Titanium dorsal fins** 

Ammunition handling systems



#### **Business Jets**





Global 7500/8000

G500/600



G650/700

Superplastic formed titanium inlet ducts

Stretch formed aluminum lithium wing support structures

**BOMBARDIER** 

Gulfstream



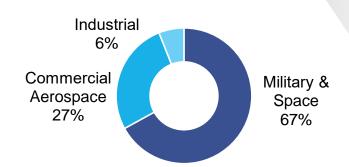


## Tier 1 Supplier to Defense Majors and Commercial OEMs



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

### **Revenue by End Market**



**Defense Majors and Commercial Aerospace OEM Customers** 



















**Tier 2 Customers** 







