

# Growth, Innovation and Value Creation AOONSTOF

TRANSDIGM GROUP INC.

## Agenda

Time	Event	Presenter						
8:30	Registration							
9:00	Start							
	TDG Overview	Nick Howley						
	Management Process & Value Creation	Kevin Stein						
	Business Unit Structure & Process	Jorge Valladares						
	Mergers & Acquisitions	Bernie Iversen						
	Recent Acquisitions & Integration	Bob Henderson						
	Break							
	Product Presentations Breakout:							
	Recent Acquisitions - Telair International & Telair US Cargo Systems	Jim Skulina & Tim Dumbauld						
	Recent Acquisitions - Breeze-Eastern, Pexco, PneuDraulics	Roger Jones, Herb Mardany, Pete Palmer						
	Power & Conditioning Products - AeroFluid, AdelWiggins, Champion	Paula Wheeler, Jeff Zielinski, Jason Marlin						
	Airframe & Interiors Products - AvtechTyee, Hartwell, Schneller	Harry Ray, Mike Couitt, John Kuss						
	Lunch							
	New Business & Innovation	Joel Reiss						
	Financial Review	Terry Paradie						
	Q&A	Panel						
2:00	End							

### **Forward Looking Statements**

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including information regarding our guidance for future periods. These forward-looking statements are based on management's current expectations and beliefs, as well as a number of assumptions concerning future events, many of which are outside of our control. These statements are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the forward-looking statement. These risks and uncertainties include but are not limited to: the sensitivity of our business to the number of flight hours that our customers' planes spend aloft and our customers' profitability, both of which are affected by general economic conditions; future terrorist attacks; cyber-security threats and natural disasters; our reliance on certain customers; the U.S. defense budget and risks associated with being a government supplier; failure to maintain government or industry approvals; failure to complete or successfully integrate acquisitions; our substantial indebtedness; potential environmental liabilities; increases in costs that cannot be recovered in product pricing; risks associated with our international sales and operations; and other factors. Further information regarding the important factors that could cause actual results to differ materially from projected results can be found in TransDigm Group's Annual Report on Form 10-K and other reports that TransDigm Group or its subsidiaries have filed with the Securities and Exchange Commission.

You are cautioned not to place undue reliance on our forward-looking statements. TransDigm Group assumes no obligation to, and expressly disclaims any obligation to, update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

## Special Notice Regarding Pro Forma and Non-GAAP Information

This presentation sets forth certain pro forma financial information. This pro forma financial information gives effect to certain recently completed acquisitions. Such pro forma information is based on certain assumptions and adjustments and does not purport to present TransDigm's actual results of operations or financial condition had the transactions reflected in such pro forma financial information occurred at the beginning of the relevant period, in the case of income statement information, or at the end of such period, in the case of balance sheet information, nor is it necessarily indicative of the results of operations that may be achieved in the future.

This presentation also sets forth certain non-GAAP financial measures. A presentation of the most directly comparable GAAP measures and a reconciliation to such measures are set forth in the appendix.



# Growth, Innovation and Value Creation AOONSTOF

TRANSDIGM GROUP INC.

## Experienced Senior Management Team with Proven Track Record

#### EXECUTIVE TITLE

#### Officers:

Nick Howley Chairman & CEO
Kevin Stein COO - Power
Bob Henderson COO- Airframe

Terry Paradie Executive VP – CFO
Bernie Iversen Executive VP – M&A

Roger Jones Executive VP
Pete Palmer Executive VP
Joel Reiss Executive VP
Jim Skulina Executive VP
Jorge Valladares Executive VP

#### **Operating Unit Management Participating In Analyst Day:**

Jeff Zielinski President, Adel Wiggins Group

Paula Wheeler President, AeroFluid Products

Harry Ray President, AvtechTyee

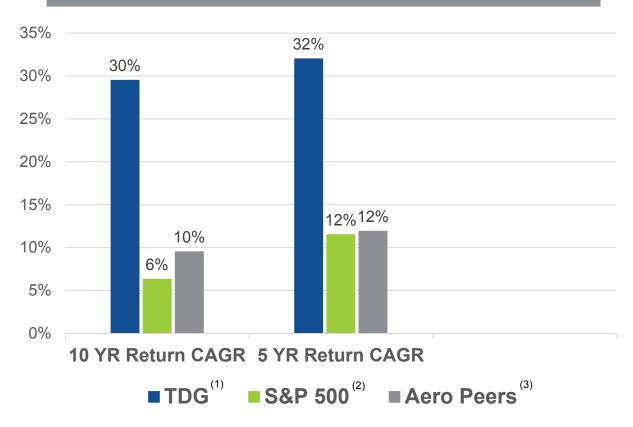
Jason Marlin
President, Champion Aerospace
Mike Couitt
President, Hartwell Corporation
Herb Mardany
President, Pexco Aerospace Inc.
John Kuss
Director of Operations, Schneller

Tim Dumbauld President, Telair U.S. Cargo Systems

- Proven track record
- Managed the business through multiple cycles
- Experienced with a leveraged capital structure
- Deep bench
- Shared values and operating strategies
- Management is the largest stakeholder

## Superior Stock Price Performance

TDG 5 YR & 10 YR Return CAGR ≈ 30% Aero Peers 5 YR & 10 YR Return CAGR ≈ 10%



<sup>(1)</sup> TransDigm adjusted for dividends paid of \$67.50 in 10-year period and \$\$59.85 in 5-year period.

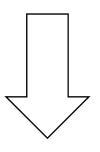
<sup>(2)</sup> S&P adjusted for dividends estimated to be 1%.

<sup>(3)</sup> Aerospace Peers include: BE Aerospace, Boeing, Esterline, Heico, Moog, Rockwell Collins, Triumph and United Technologies. Adjusted for dividends estimated to be 1%.

## Our Objective

## "Private Equity-Like Growth in Value with Liquidity of a Public Market"







+ 15% - 20% /year on average

## Unique & Consistent Business Strategy Private & Public

TransDigm's Consistent Goal – "Private Equity-Like" Returns to Shareholders

- Proprietary Aerospace Products with Significant Aftermarket
- 3-Part Value-Based Operating Strategy
- Decentralized, Organization/ Aligned with Shareholders
- Focused Discipline Acquisition Strategy
- "Private Equity-Like" Capital Structure & Culture

## Key Business Events Since Last Investor Day

### **Continued, Consistent Outstanding Value Creation**

- Six Acquisitions for a Total Purchase Price of ≈ \$3 Billion
- New Debt and/or Refinanced ≈ \$5 Billion
- Purchased 1.5 Million TDG Shares

■ Created ≈ \$5 Billion of Shareholder Value

## **Company Overview**

### **Business Snapshot**

(\$ in millions)

			PF LTM 4/2/16	%	
	2014	2015	with DDC (2)	Change	
Revenue	\$2,373	\$2,707	\$3,289	+ 39%	
EBITDA as Defined (1)	\$1,073	\$1,234	\$1,477	+ 38%	
EBITDA as Defined margin	45%	46%	45%		
FYE Share Price	\$184	\$212	\$259 <sup>(4)</sup>	+ 41%	

Enterprise Value <sup>(3)</sup> ≈ \$23 Billion

(4) TDG closing stock price on 6/17/16.

<sup>(1)</sup> EBITDA as Defined is a non-GAAP financial measure. For a historical reconciliation of EBITDA as Defined to Net Income, please see the appendix.

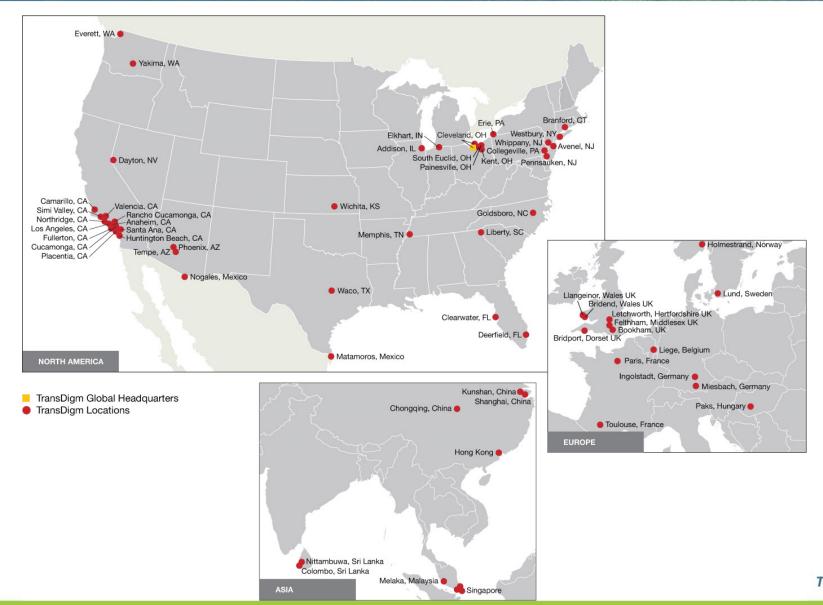
<sup>(2)</sup> PF LTM 4/2/16 Includes the full year impacts of the recently completed acquisitions of Pexco, PneuDraulics and Breeze, as well as the pending acquisition of DDC totaling \$289 million and \$113 million in revenue and EBITDA as Defined, respectively. Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.

<sup>(3)</sup> Enterprise value calculated as of 6/17/16 equals equity value (shares outstanding as of 5/01/16 multiplied by the TDG closing stock price on 6/17/16) plus pro forma total net debt (total debt less cash).

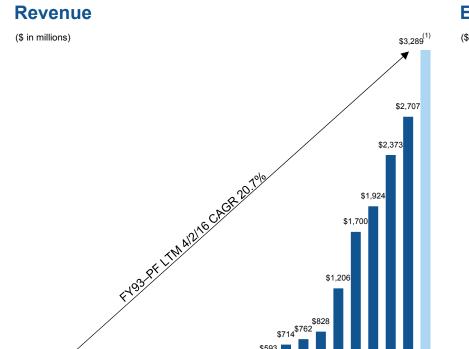
## Diverse Products, Platforms and Markets

Ignition Systems and Engine Sensors	Pumps	Valves	Motors, Actuators and Controls	Water Faucets and Systems	Quick Disconnects, Couplings and Rods	Batteries, Chargers and Power Conditioning	Aircraft Hardware and Cockpit Security Systems	Engineered Composites, Elastomers and Laminants	Audio Systems	Lighting and Instrumen- tation	Safety Restraints and Parachutes	Lifting Devices and Cargo Handling Systems
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## TransDigm – Expanding Global Footprint

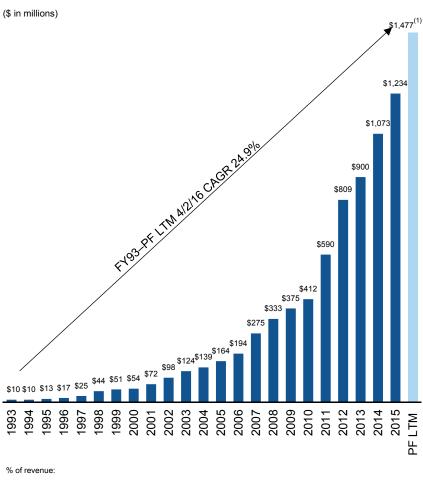


## Consistent Record of Growth and Margin Expansion



\$48 \$52 \$57 \$63 \$78 \$111\$131\$151\$201\$249\$293\$301

#### **EBITDA** as Defined and margin



20% 19% 23% 27% 31% 39% 39% 36% 36% 39% 42% 46% 44% 45% 46% 47% 49% 50% 49% 48% 47% 45% 46% 45%

Note: EBITDA as Defined is a non-GAAP financial measure. See the appendix for a historical reconciliation of EBITDA as Defined to Net Income.

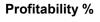
(1) Pro Forma Revenue and EBITDA as Defined Include the full year impact of the recently completed acquisitions of Pexco, PneuDraulics an Breeze-Eastern, as well as the pending acquisition of DDC totaling \$289 million and \$113 million in revenue and EBITDA as Defined, respectively. Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.

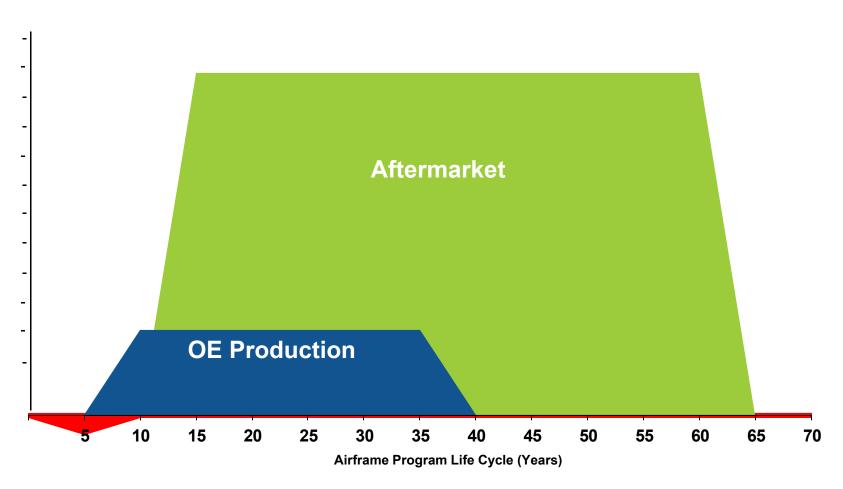
## Significant Barriers to Entry



- Selection / Qualification Process
- FAA Certification
- Niche Markets
- Risk / Reward Trade-Off

## Recurring Stream of Profitable Aftermarket Revenue



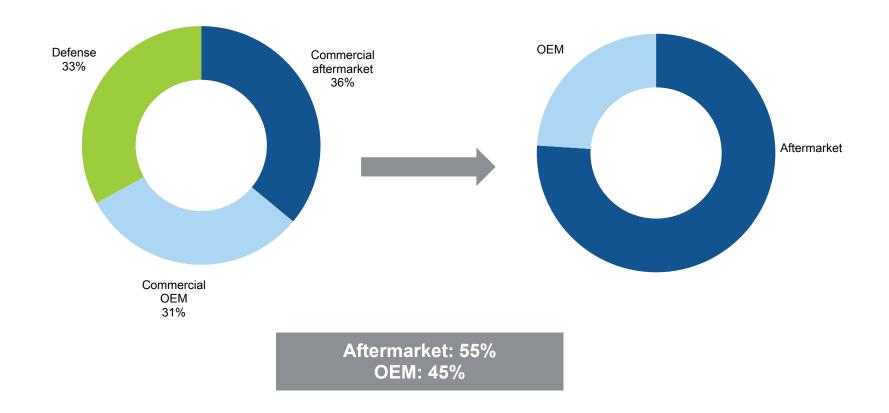


## Strong Focus on High-margin Aftermarket Pro Forma with DDC

#### FY 2015 Pro Forma Revenues

(excluding the non-aviation segment)(1)

#### EBITDA As Defined (1)



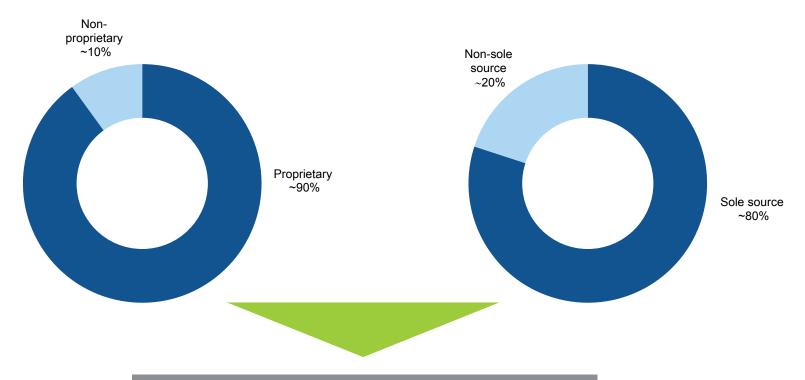
Pro forma revenue is for the fiscal year ended 9/30/15 (excluding the Non-Aviation Segment sales of ~\$96 million or ~3% of total sales). Includes the full year impact of FY 15 and FY 16 acquisitions of Telair, Franke, Pexco, PneuDraulics, and Breeze-Eastern, as well as the pending acquisition of DDC.

Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.

## Significant Proprietary and Sole Source Revenue Base Pro Forma with DDC

### **Proprietary Revenue**

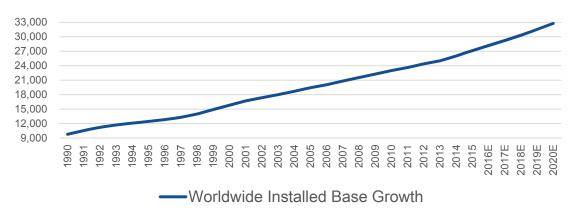
#### **Sole Source Revenue**



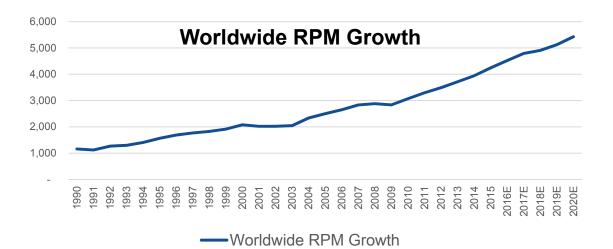
Results in strong market positions and a stable, recurring revenue stream

## Steady Growth in Passenger Traffic and Installed Base Drives Stable Aftermarket Sales

#### **Worldwide Installed Base Growth**



4.1% CAGR

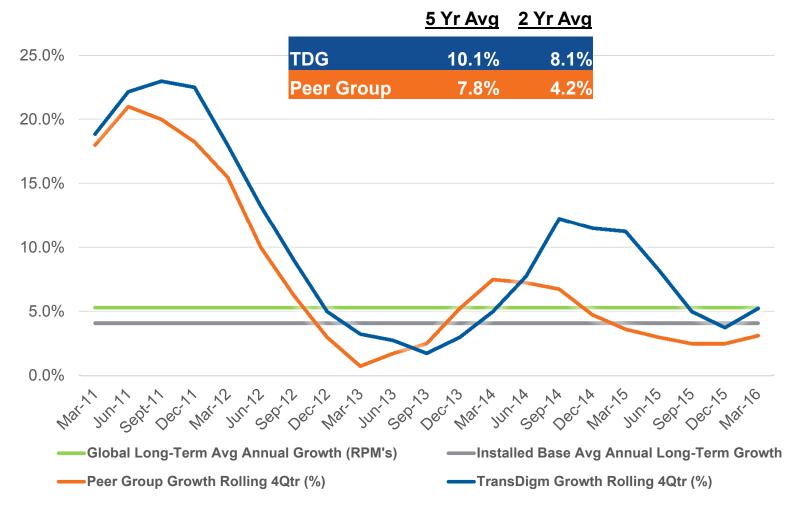


5.3% CAGR

Source: June 2016 Airline Monitor

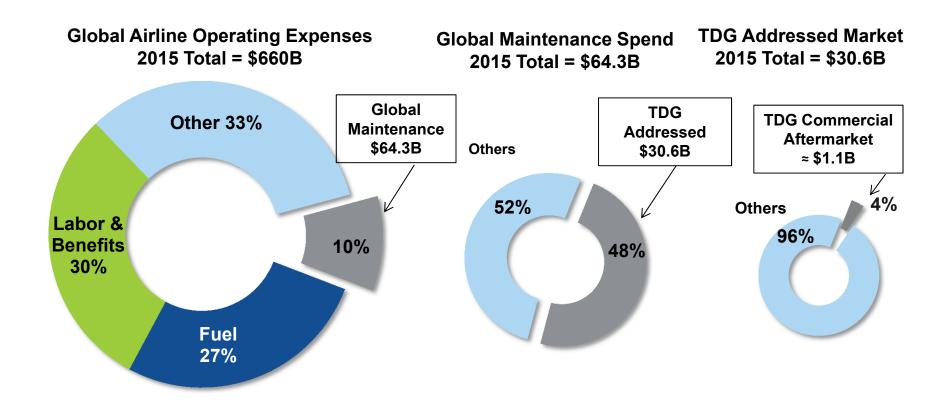
### **Commercial Aftermarket Trends**

#### **Commercial Aftermarket Growth Last Five Years**



#### Sources:

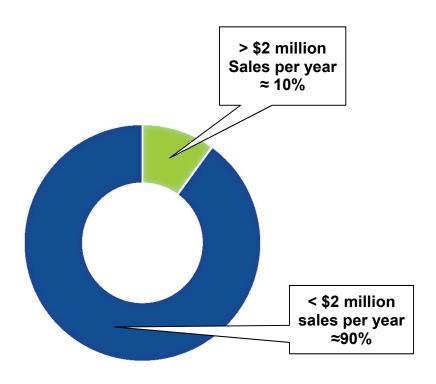
## TransDigm's Addressed Market for Commercial Aftermarket



TransDigm's Addressed Market for Commercial Aftermarket is \$30.6B of Which We Hold a ≈ 4% Market Share

## TransDigm's Diverse Commercial Aftermarket Revenue Base

## Total FY 2015 Commercial Aftermarket Worldwide Revenue by Annual Sales \$ Per Part



### **Top 15 Airlines**

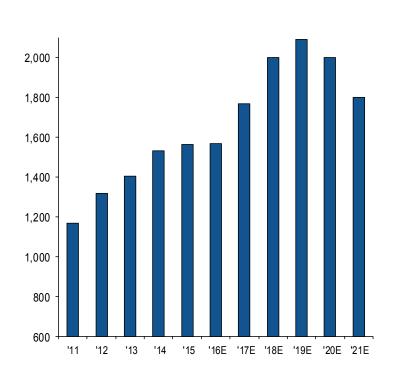
**American Airlines Delta Airlines United Continental** Air France-KI M **Emirates Airlines** British Airways/Iberia Lufthansa (w/Swiss) China Southern Airlines Southwest Airlines Air China China Eastern Airlines Ryanair Cathay Pacific **Turkish Airlines LATAM Airlines** 

≈ 50% Worldwide RPM's

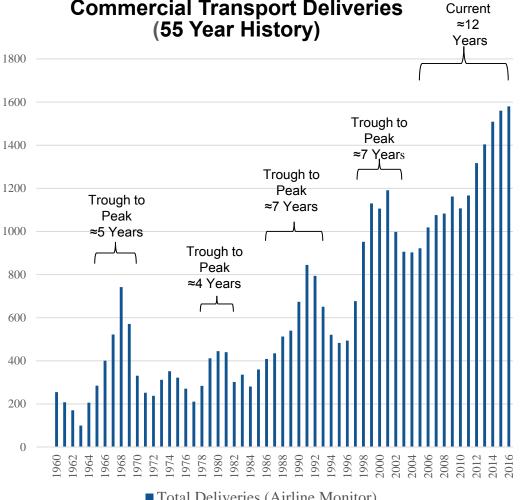
### Commercial OEM Market

(units delivered)

### **Commercial Transport Deliveries** (Boeing, Airbus & Regionals)



### **Commercial Transport Deliveries** (55 Year History)



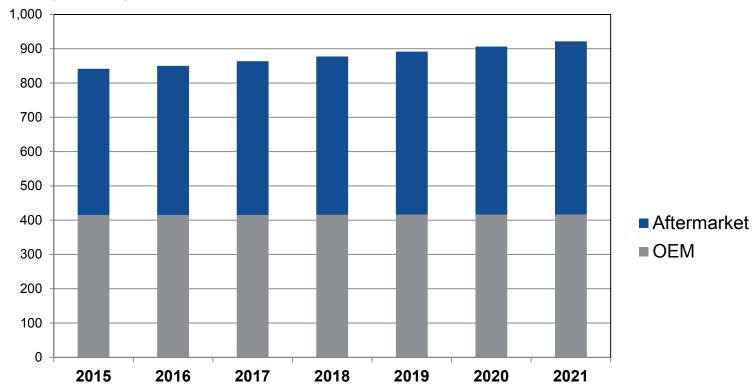
■ Total Deliveries (Airline Monitor)

Trough to

## Military Outlook – Flat to Modestly Up

### 2016 - 2021 TransDigm Base Military Revenue Forecast\*

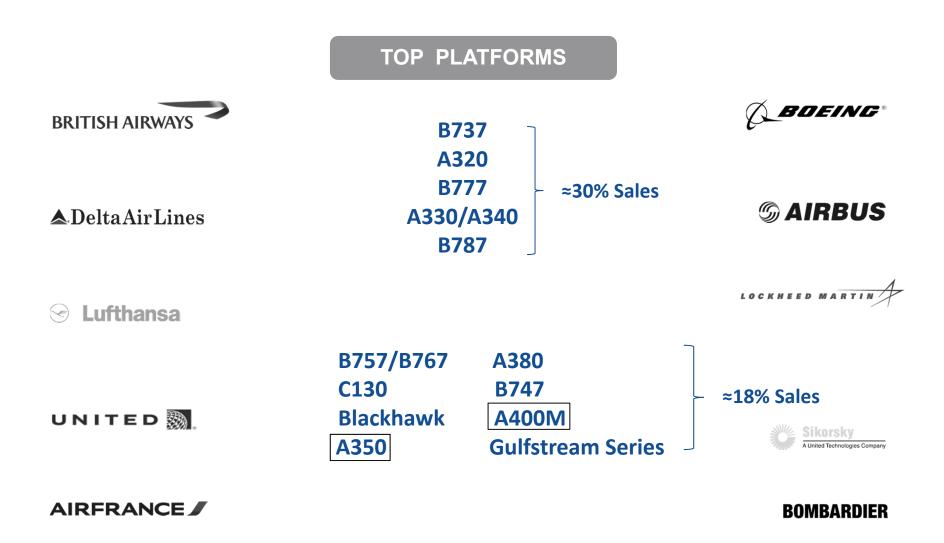
#### \$ Millions (Constant \$)



### A400M and F-35 are Major Military Growth Platforms

\*Excludes price increase and initial provisioning; based on current products and platforms

## Strong Positions on Diverse and Growing Platforms



## Organizational Philosophy

### **CORPORATE**



Local Autonomy

**Value Generation Strategy** 

### **OPERATING UNIT**



## Unique Compensation Concept – "Think/act like an owner"

### **TDG Ownership**



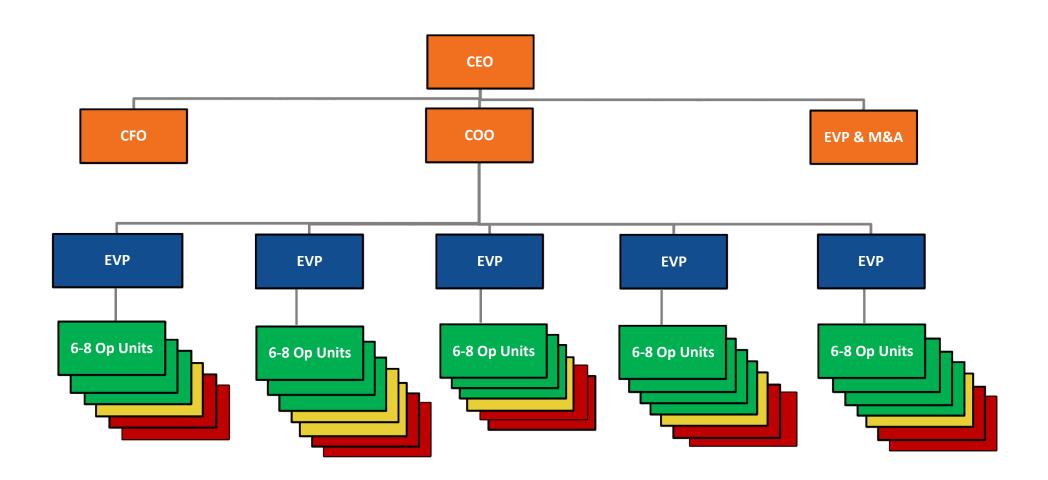


**Equity Based Compensation** 

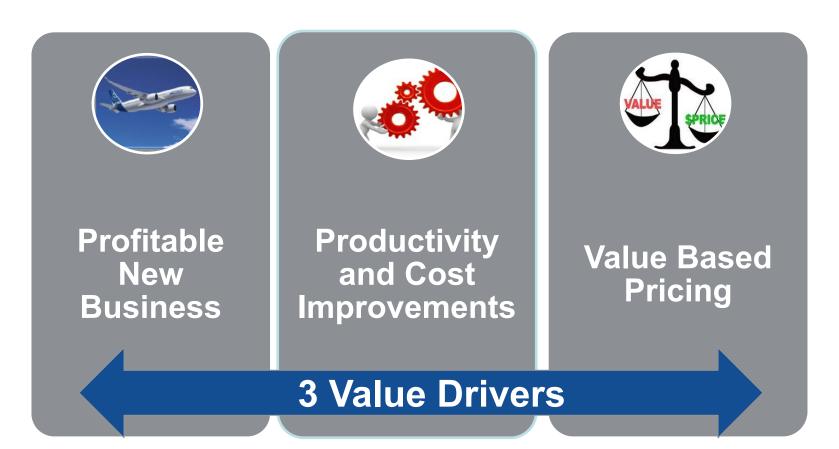
**100% Performance Vesting** 

Very High Shareholder Alignment

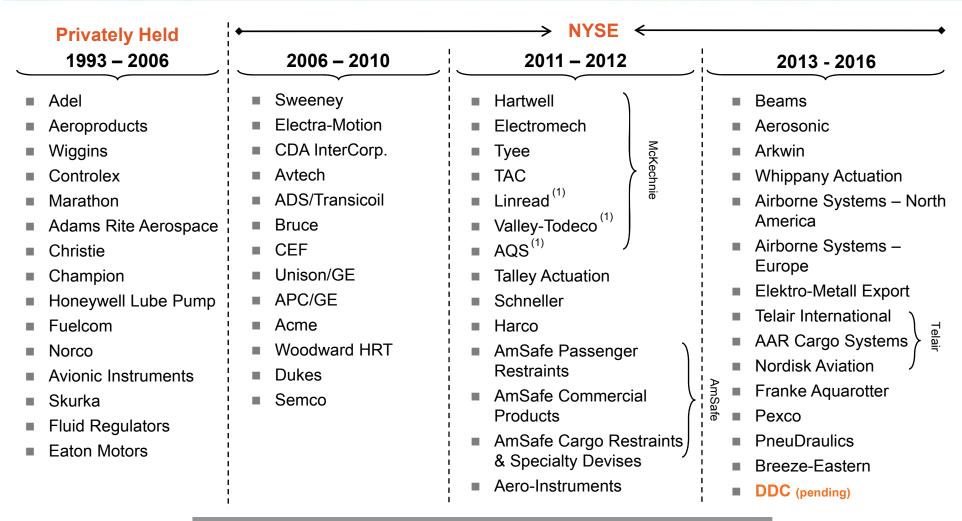
## Reproducible Corporate Structure



## **Proven Operating Strategy**



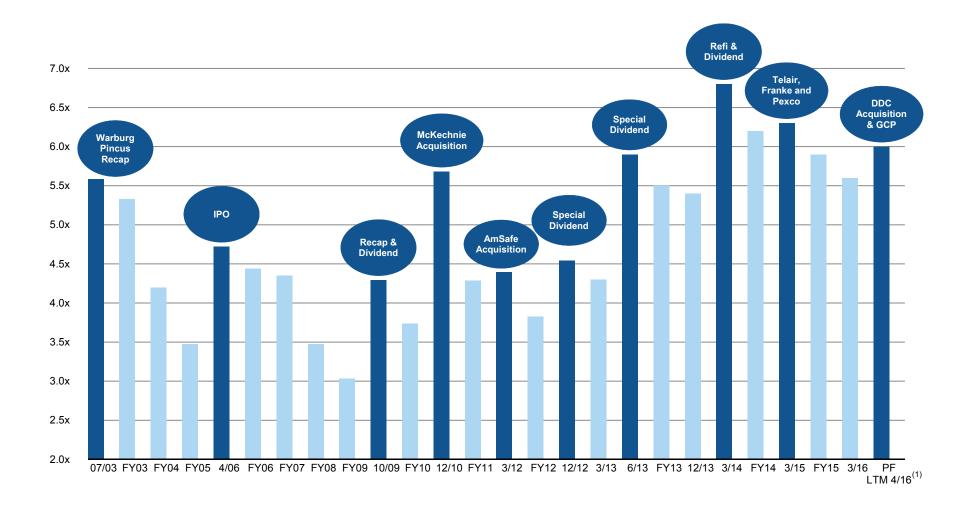
## Proven Record of Acquisition & Integration



Including DDC, TransDigm has acquired 57 businesses since 1993, including 42 since its IPO.

1) Divested in Q2 and Q3 of FY2011.

## TransDigm Delevering Profile (Net Debt / PF EBITDA As Defined)



Note: EBITDA as Defined is a non-GAAP financial measure. For a historical reconciliation of EBITDA as Defined to Net Income, please see the appendix.

(1) PF LTM period includes the full year impact of the recently completed acquisitions of Pexco, PneuDraulics, and Breeze Eastern, as well as the pending acquisition of DDC and the recently completed financing in June 2016.

### Consistent Strategy & Value Creation

**Proprietary Aerospace and Aftermarket** 

**Value Based Operating Strategy** 

**Decentralized Organization / Aligned with Shareholders** 

**Disciplined Acquisition Strategy** 

**Efficient Capital Structure** 

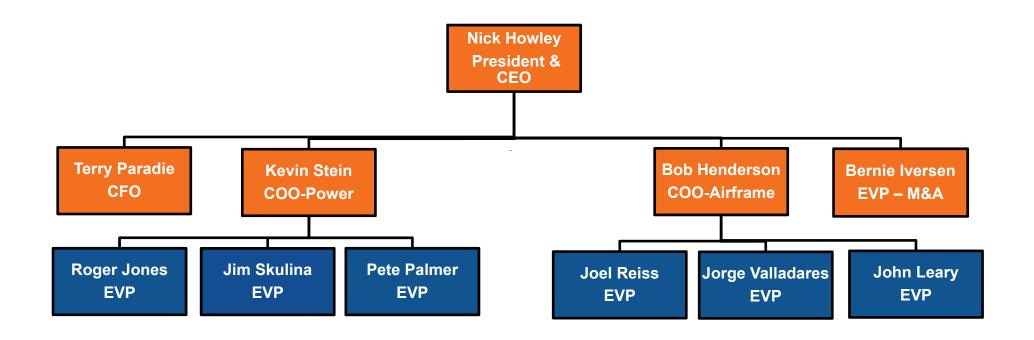
"Private Equity-Like" Returns with Public Liquidity



# Growth, Innovation and Value Creation NONSTOF

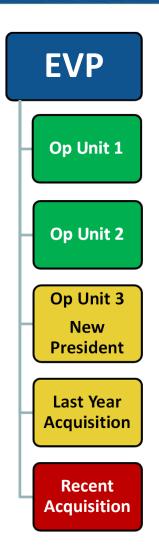
TRANSDIGM GROUP INC.

## **Corporate Structure**



Target EVP to Have 6-8 Businesses

### **Executive Vice President Role**



### **EVP - Value Creation Driver/Culture Carrier**

### **Op Unit Business Guidance**

- Quarterly Reviews
- Presidential "coaching"
- Value Driver Emphasis

### **Talent Development**

- President/Staff
- Weed & Feed

### **Acquisition Value Creation**

- Assist Due Diligence
- Guide Integration Process
- Assess Revise Management



### **Operating Unit Philosophy**

### **Structure**

**Small Operating Units** 

Focus on Products and Customers

Few Management Layers

Product Line Discipline

Price Productivity New Business



**VALUE CREATION** 

### **Execution**

Significant Local Autonomy

**Local Decisions** 

Front Line Value Generation



### **Motivation**

Think Like Owner

Create Value

Lower Cash Comp & Higher Equity



#### **Division Organizational Structure**

President Director Director

Director Operations

Director Engineering

Controller

Business Unit Manager

Sales &

Marketing

Business Unit Manager

Business Unit Manager **Business Unit Team** 

**Business Unit Team** 

**Business Unit Team** 





- Co-Located
- Detail Value Focused
  - •New Business Development
  - Pricing and Contracting
  - Productivity

**Business Unit Value Focus** 



36

#### **Business Unit Value Focus**





















31+ Operating Units



EROSPAC





**80+ Business Units** 



























#### **Proven Operation Strategy**

#### 3 Value Drivers

#### **Operating Unit Accountability**



Profitable new business



Productivity and cost improvement



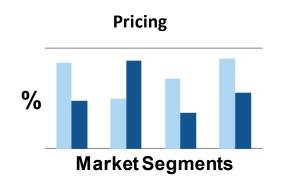
Value-based pricing

- Value driven down through each Business Unit
- Mid-quarter and quarter-end reporting
- Emphasize value creation, ownership and accountability

### Management Focus – Product Line Value Reporting Tools

#### **Consistent Product Line Metrics**

# Budgets Product Line Income Statement





<b>Projects</b>	<u>Savings</u>
Machinery	\$
Outsourcing	\$
Automation	\$
	\$\$

**Productivity Progress** 

#### **Accountability**



Quarterly Reviews

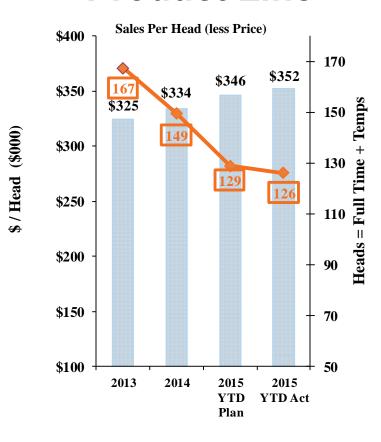
Mid-Year Site Visits



#### **Productivity**

PROJECTS	YTD Enacted	YTD Plan	Full Yr Forecast	Full Yr Plan
2nd Source Motors	29	54	58	108
Titanium Purchase	47	35	70	71
Volume Discount	5	5	10	12
Vendor LTAs	10	0	25	0
Outside Processing (OSP)				
Purchasing Savings	91	94	163	191
PCBA Offshore (China)	58	108	116	217
Machine Components	11	19	19	30
Outsourcing/ Offshore Savings	69	127	135	247
Prod Redesigns	0	17	20	35
RIF	152	114	288	228
Transfer to Mexico plant	76	57	144	144
CNC Milling Cells	89	87	180	174
Tooling / Fixture				
New equipment		10	72	57
Labor Savings	316	285	704	638
Scrap Reduction	130	110	250	220
OT Reduction	50	60	120	116
Rent Savings	25	25	100	100
Repairs Projects	10	20	25	40
Energy Savings	30	30	60	60
Reduce tooling & supply expense	8	0	15	0
Quality Projects	16	0	18	0
VIP Ideas	13	6	13	13
Other Spending Reduction	152	141	351	329
Total Productivity Savings	628	648	1,352	1,404
Product Line 1 Savings	253	203	472	399
Product Line 2 Savings	375	445	881	1,006

#### **Product Line**



#### **New Business Modeling**

#### **Analytical Approach**

- Data Driven
- Realistic OEM Production Rates
- Historical NRE Investment Estimates
- Actual-cost Production Cost Estimates
- Cumulative Cash Flow Analysis
- Takes Emotion out of Decisions





#### **EXAMPLE ONLY**

#### **New Business Model Excerpt**

	2016	2017	2018	2019	2020	2021
<u>Annual Data</u>						
<b>Production Sales</b>	NRE	\$494	\$740	\$987	\$1,234	\$1,481
Production COS	(\$422)	(\$435)	(\$640)	(\$830)	(\$1,010)	(\$1,150)
Product Margin	_	\$58	\$100	\$157	\$224	\$331
EBITDA Margin	_	0%	2%	4%	6%	10%
Spares Sales		\$109	\$271	\$813	\$1,243	\$2,660
Spares COS		(\$52)	(\$125)	(\$350)	(\$497)	(\$1,011)
Spares Margin	_	\$56	\$147	\$464	\$746	\$1,649
EBITDA Margin		40%	42%	45%	48%	50%
Total Sales		\$602	\$1,012	\$1,800	\$2,477	\$4,141
Total COS	_	(\$487)	(\$765)	(\$1,180)	(\$1,507)	(\$2,161)
Product Margin	_	\$115	\$247	\$621	\$970	\$1,980
EBITDA Margin		7%	12%	22%	27%	36%
Net Cash flow	(\$422)	\$43	\$125	\$404	\$672	\$1,483
Cum Cash flow	(\$422)	(\$379)	(\$254)	\$151	\$823	\$2,306

Return on Investment 6 yrs

60%

Focus: Profitable New Business

#### Value Creation Focus - Acquisitions

#### Narrow Acquisition Target Yields Strong Potential Value Creation













- Proprietary, Sole Source Aerospace
   Businesses with Significant Aftermarket
- Analyze Target & Model Value
- Negotiate Purchase & Raise Cash
- Acquire & Create Value
  - Restructure into Product Lines
    - Maximize Pricing
    - Improve Productivity
    - Grow New Business

#### **Talent Development**





#### **Growing Value Requires Growing Talent**

#### **Talent Demand**







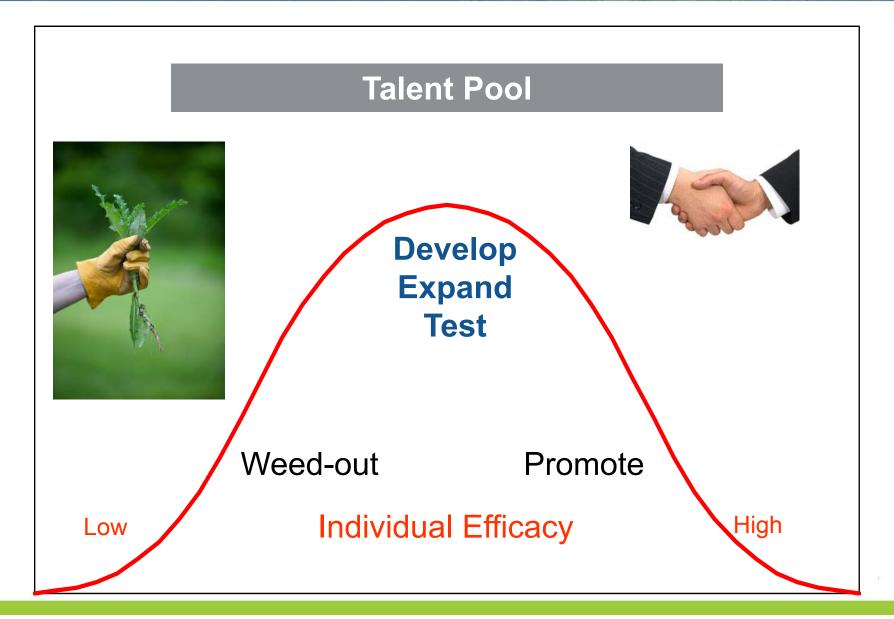


Organic Growth & Mgt. Turnover

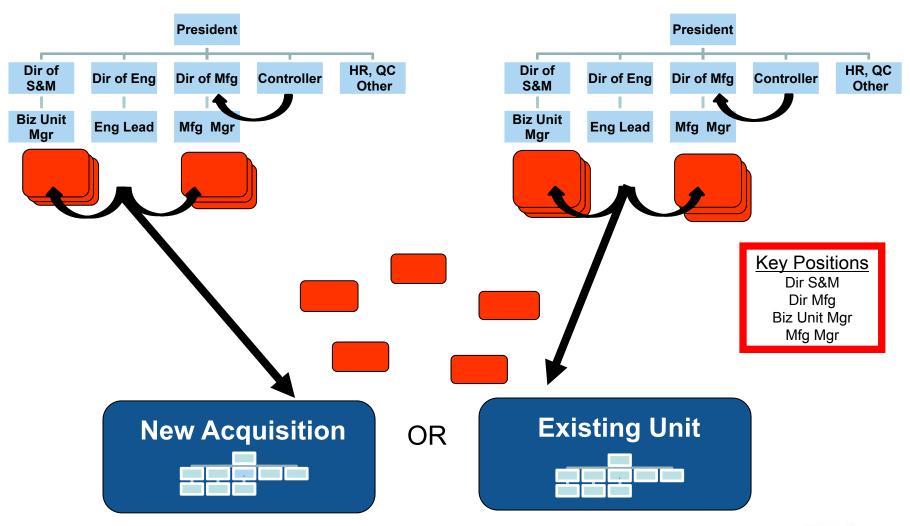
Acquired Growth & Mgt. Transitions

**Growth Requires Talent** 

#### **Talent Distribution**



#### Succession, Development, Promotion



#### Talent Development- Structured

#### **Financial Competency**

Income Statement Balance Sheet

#### Planning & Leadership







Leadership Skills

#### **Value Creation**



Value Pricing New Business Productivity

Modeling Management

#### **Contracting & Negotiations**



**Risk Management** 

I.P. Protection

**Aftermarket Access** 

**Pricing** 

#### Talent Development- Operational

#### **Quarterly Business Unit Reviews & Forums**



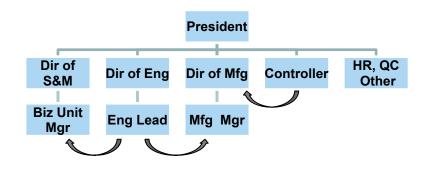


#### **Site Visits & Operational Reviews**

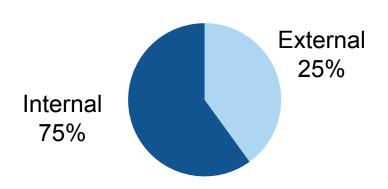




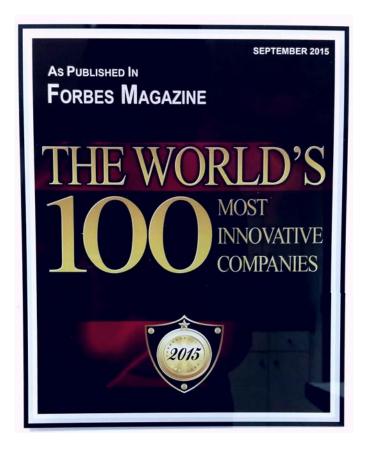
#### **Job Rotations & Promotions**



#### **LTM Promotions Source**



#### **Performance Stability**



#### **Solid Value Growth Process**

- Consistent Value Creation Strategy
- Product Line Detail Focus
- Active Talent Growth
- Disciplined Acquisition Integration



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#### **Business Unit Value Focus**





























#### **80+ Business Units**



























#### **Business Unit Value Creation**

#### **Business Unit Teams**

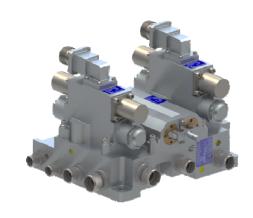
- Grouping of Related Products
- Integrated Cross Functional Team
- Business Unit Manager Drives Performance

#### **Value Driver Focus**

- Profitable New Business
- Productivity and Cost Improvement
- Value-based Pricing

#### Accountability

- Standardized Business Metrics Across Operating Units
- Quarterly Reviews and Mid-Year Reviews
- Ownership of Results





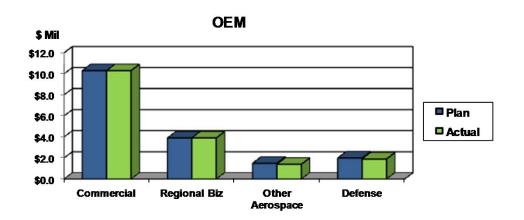


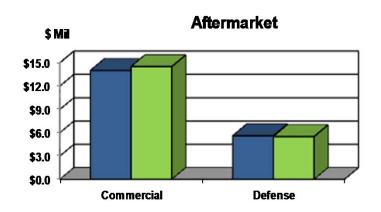
#### SAMPLE

#### Business Unit – Income Statement

Prior Year Actual	%to Sls		Q3 Actual	%to Sls	YTD Actual	% to SIs	YTD Plan	%to Sls
7100001			7101001		71010.01			<u> </u>
36,814	100.0%	Sales	9,819	100%	26,216	100%	25,974	100%
		Product Costs:						
8,870	24.1%	Material	2,326	23.7%	6,229	23.8%	6,284	24.2%
2,812	7.6%	Direct Labor	730	7.4%	1,984	7.6%	1,924	7.4%
7,000	19.0%	Overhead	1,801	18.3%	4,865	18.6%	4,932	19.0%
947	2.6%	Depreciation	215	2.2%	623	2.4%	628	2.4%
-	0.0%	Other	-	0.0%	-	0.0%	-	0.0%
19,629	53.3%	Total Product Costs	5,072	51.7%	13,701	52.3%	13,768	53.0%
17,185	46.7%	<b>Gross Profit</b>	4,746	48.3%	12,515	47.7%	12,206	47.0%
		G&A Costs:						
61	0.2%	Engineering	16	0.2%	46	0.2%	40	0.2%
681	1.9%	Sales	188	1.9%	549	2.1%	562	2.2%
1,249	3.4%	Admin	273	2.8%	637	2.4%	641	2.5%
(41)	-0.1%	Other	-	0.0%	-	0.0%	-	0.0%
64	0.2%	Depreciation	17	0.2%	50	0.2%	20	0.1%
2,015	5.5%	Total G&A Costs	494	5.0%	1,282	4.9%	1,263	4.9%
16,181	44.0%	Product Line EBITDA	4,485	45.7%	11,906	45.4%	11,591	44.6%

#### Business Unit – YTD Sales

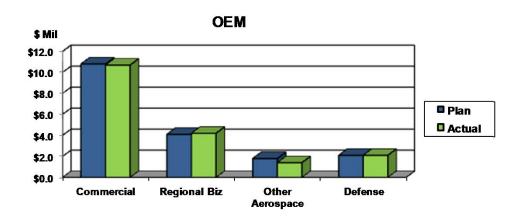


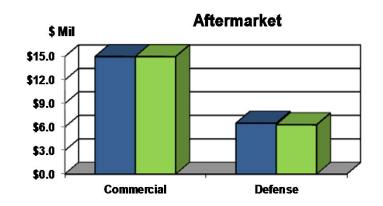


	Prior			Actual	Actual	Actual
<u>OEM</u>	<u>Year</u>	<u>Plan</u>	<u>Actual</u>	<u>vs Plan</u>	<u>vs Plan</u>	vs PY
Commercial	10.0	10.3	10.3	0.0	0%	3%
Reg/Biz Jet	3.7	3.9	3.9	0.0	0%	5%
Other Aerospace	1.8	1.5	1.4	(0.1)	-7%	-22%
Defense	2.0	2.0	1.9	(0.1)	-5%	-5%
Total	17.5	17 7	17.5	(0.2)	-1%	0%

	Prior			Actual	Actual	Actual
<u>Aftermarket</u>	<u>Year</u>	<u>Plan</u>	<u>Actual</u>	<u>vs Plan</u>	<u>vs Plan</u>	vs PY
Commercial	13.5	14.0	14.5	0.5	4%	7%
Defense	5.8	5.6	5.5	(0.1)	-2%	-5%
Total	19.3	19.6	20.0	0.4	2%	4%
Grand Total	36.8	37.3	37.5	0.2	1%	2%

#### Business Unit – YTD Bookings





	Prior			Actual	Actual	Actual
<u>OEM</u>	<u>Year</u>	<u>Plan</u>	<u>Actual</u>	<u>vs Plan</u>	<u>vs Plan</u>	vs PY
Commercial	10.5	10.8	10.7	(0.1)	-1%	2%
Reg/Biz Jet	4.0	4.1	4.2	0.1	2%	5%
Other Aerospace	2.0	1.8	1.4	(0.4)	-22%	-30%
Defense	2.0	2.1	2.1	0.0	0%	5%
Total	18.5	18.8	18.4	(0.4)	-2%	-1%

	Prior			Actual	Actual	Actual
<u>Aftermarket</u>	<u>Year</u>	<u>Plan</u>	<u>Actual</u>	<u>vs Plan</u>	<u>vs Plan</u>	vs PY
Commercial	14.0	15.0	15.2	0.2	1%	9%
Defense	6.2	6.5	6.3	(0.2)	-3%	2%
Total	20.2	21.5	21.5	0.0	0%	6%
Grand Total	38.7	40.3	39.9	(0.4)	-1%	3%

#### **YTD Booking Margins**

YTD Bookings	PLAN	ACTUAL
Base Business	51%	53%
New Business	32%	35%
Total YTD	45%	47%
	PLAN	FORECAST
Full Yr Forecast	46%	48%

#### **Margin Comments**

- Product Z strong YTD bookings
- Q1-Q3 New Business bookings light on high margin product X

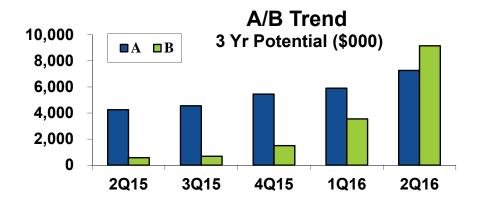
#### SAMPLE

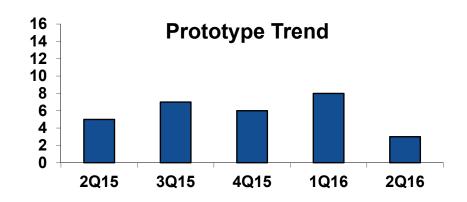
#### Business Unit – A/B List

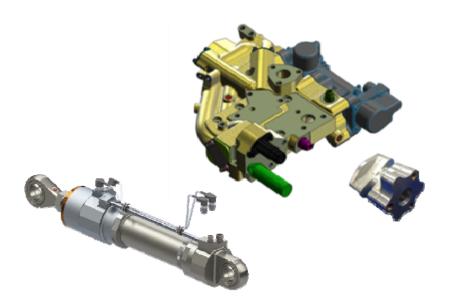
					3 Year	<b>Current Year</b>	
Status	Customer	<b>Platform</b>	<b>Program Description</b>	Sponsor Name	Potential \$	Plan \$	YTD Act \$
Α	Customer A		Audio Product		3,326	1,854	1,236
Α	Customer B		Lavatory Product		768	432	440
Α	Customer C		Cargo Product		673	75	55
Α	Customer D		Engine Product		576	213	185
Α	Customer E		Waste System Product		382	66	25
	Other				1,540	678	265
Sub-Tot	tal products ava	ilable for sal	e		7,265	3,318	2,206
					2 Vr	Current Vr	

					3 Yr.	Current Yr.	
<b>Status</b>	Customer	Platform	<b>Program Description</b>	<b>Sponsor Name</b>	Potential \$	Plan \$	YTD Act \$
В	Customer F		Fuel System Product		3,158	0	0
В	Customer G		Airframe Product		2,167	375	425
В	Customer H		Interior Product		1,984	145	126
В	Customer I		Engine Product		376	50	25
В	Customer J		Water System Product		318	62	125
В	Customer K		Avionics Product		0	0	87
В	Customer L		Actuation Product		0	215	96
	Other				1,147	235	113
Sub-Tot	tal Products in o	development	:		9,150	1,082	997
Grand T	otal				16,415	4,400	3,203

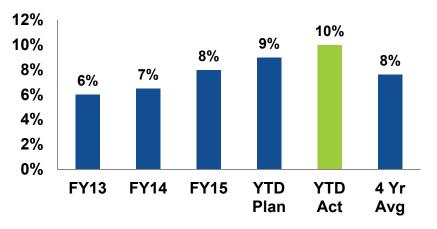
#### Business Unit – New Business Bookings







#### New Business as a % of Sales

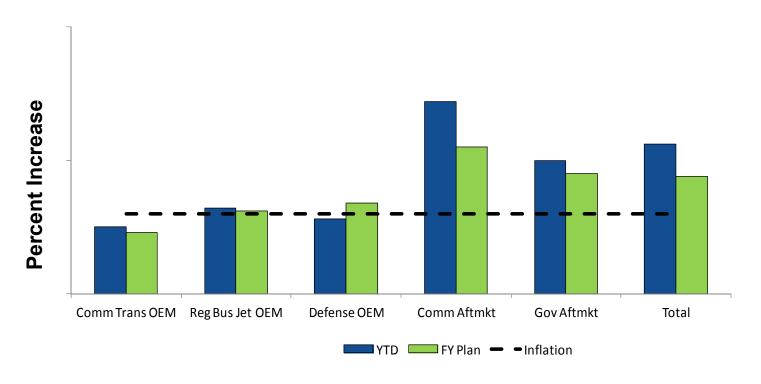


#### Productivity Summary (\$000)

Project Description	YTD Enacted	YTD Plan	Full Yr Forecast	Full Yr Plan
Raw Material LTA	\$688	\$600	\$688	\$600
PCBA second source	\$420	\$420	\$420	\$420
Connector LTA	\$64	\$24	\$64	\$24
S92 Housing casting second source	\$166	-	\$166	\$166
Spring multi-year buy	-	-	\$50	\$50
Other purchasing projects	\$84	\$75	\$115	\$100
Purchasing Savings	\$1,422	\$1,119	\$1,503	\$1,360
Switch outsource	\$170	\$139	\$170	\$139
Anodize second source	\$20	\$25	\$30	\$25
Buckle outsource	-	\$15	\$15	\$15
Outsourcing Savings	\$190	\$179	\$215	\$179
Machine set-up reduction	\$218	\$200	\$300	\$300
Assembly projects	\$174	\$142	\$286	\$229
Overhaul projects	\$22	\$20	\$32	\$42
Labor Savings	\$414	\$362	\$618	\$571
IT projects	\$385	\$126	\$385	\$126
Facility projects	\$62	\$50	\$86	\$75
Finance process improvements	\$10	-	\$10	-
Other Spending Reductions	\$457	\$176	\$481	\$201
Total	\$2,483	\$1,836	\$2,817	\$2,311

#### Business Unit - Pricing

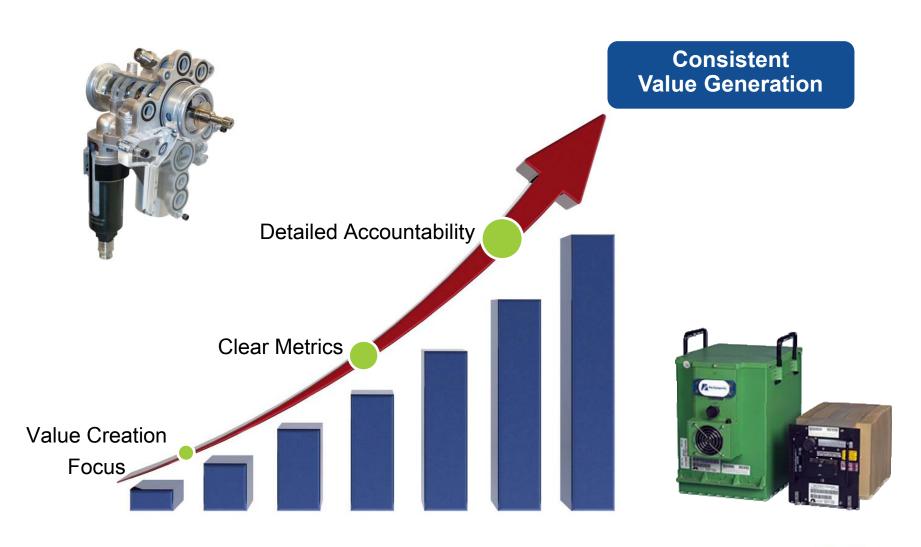
#### YTD Product Line "A" Pricing Results



#### Business Unit – Forecast

	(\$000's)							
	QTR <u>Fcst</u>	QTR <u>Plan</u>	Δ	FY <u>Fcst</u>	FY <u>Plan</u>	Δ		
Bookings	12,300	12,000	300	40,850	40,000	850		
Sales	10,750	10,500	250	40,125	39,375	750		
EBITDA	5,075	4,800	275	18,535	18,400	135		
EBITDA %	47%	46%	1%	47%	46%	1%		

#### Business Unit Structure – Driving Value Creation





### Growth, Innovation and Value Creation AOONSTOF

TRANSDIGM GROUP INC.

#### FY15 and FY16 in Review...

Invested almost \$3B in acquiring ≈ \$760M in Revenue and ≈ \$230M in EBITDA Stayed within Acquisition Criteria







March 2015 Price: \$725 M Seller: Strategic

March 2015 Price: \$75 M Seller: Strategic

May 2015 Price: \$496 M Seller: Private Equity













August 2015 Price: \$325 M Seller: Privately Held



January 2016 Price: \$206 M Seller: Public Company



Price: \$1.0 B Seller: Private Equity

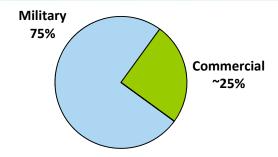


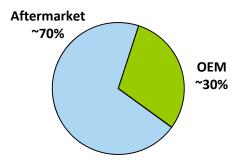






#### **DDC Overview**





Databus ~60%

Power Supplies & Controls

~20%

~650 employees
HQ/Main plant in Bohemia, NY.



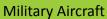
- Announced signing of Merger Agreement on 5/24/16
- Market leader in providing proprietary data bus components
- Dominant worldwide standard for military avionics
- New platforms including A350, A400M, JSF and 777X
- Large installed base, with upgrades to existing platforms driving aftermarket sales
- Little program concentration and large installed base minimizes risk to specific programs
- Long-standing relationships with top-tier prime contractors and leading military subsystem suppliers

#### **DDC Applications**

#### Large Installed Base of Existing Applications

Where

What it Does





**Commercial Aircraft** 

Prioritizes, delivers and manages data from connected onboard systems

Recent Selections: JSF; A400M; 777X

A350XWB

Weapons Systems

Coordinates information flow during flight of the weapon.

#### **Emerging Applications**



Military Vehicles

Forms data links between the vehicle's electrical subsystems.



Space

Forms a common data link and protocol.

Very large installed base with <u>new opportunities</u> for growth

#### Products are on Hundreds of Different Platforms

	Company Products					Company Pr	
	Data	SSPC/Power	Motion			Data	Power Supplies
Platform	Bus	Supply	Feedback	Other	Platform	Bus	& Controllers
A320		✓	✓	✓	F-15	✓	
A330		✓			F-16	✓	
A330	✓				F-18	✓	
A340		✓	✓	✓	F-22	✓	
A350XWB	✓	✓			F-35	✓	
A380			✓	✓	GALILEO	✓	
A400M	✓	✓	✓	✓	GLOBAL HAWK	✓	
A400M		✓			GULFSTREAM		
AEHF	✓				Harrier		✓
AH-64	✓			✓	Hawk		✓
AIM-9X	✓		✓	✓	JAGM	✓	
AMPV		✓			JLTV		✓
AMRAAM	✓			✓	KC-135	✓	
APACHE/LONGBOW	✓		✓	✓	LPPV		✓
B-2	✓		✓	✓	Lynx		✓
B737	✓	✓		✓	M1A2	✓	✓
B747		✓			MATV		✓
B767 Tanker	✓		✓	✓	Meteor		✓
B777	✓			✓	MRAP		✓
B787	✓		✓	✓	NH-90	✓	
BLACK HAWK	✓		✓	✓	PAC-3	✓	
BRADLEY	✓	✓	✓	✓	Paladin		✓
Brimstone		✓			PREDATOR	✓	
C-130	✓		✓	✓	SBIRS		✓
C130J		✓			SCOUT		✓
C-17	✓		✓	✓	Spear		✓
CH-47	✓		✓	✓	STORM SHADOW	✓	
EFA Typhoon		✓			STRYKER		✓
EHF	✓				SU-27	✓	
EUROFIGHTER	✓	✓	✓	✓	V-22	✓	









**Company Products** 

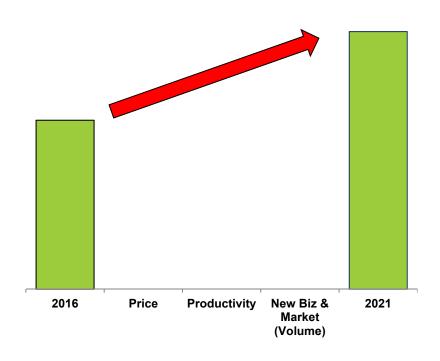
Motion

Feedback

Other

#### **DDC Value Creation Plan**

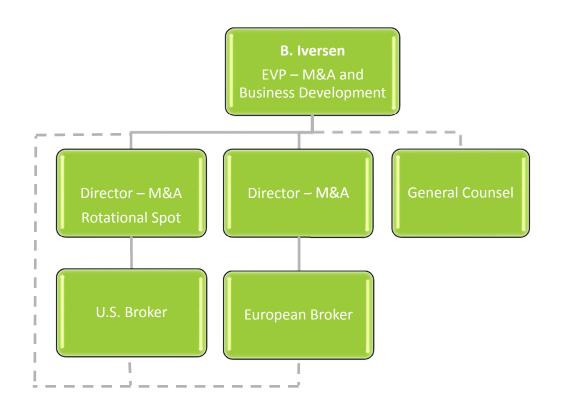
#### Target EBITDA Bridge



- High aftermarket content
- Revise Spares and R&O Pricing
- Productivity Plant consolidations& Restructuring
- Good New Business Growth
- Push the TDG Value Transition

#### M&A Organizational Structure

- Exceptionally strong and stable team
- **Rotational Director role**
- Utilize Brokers for US & Europe



#### **European Expansion**

#### 2011

## Liege, Belgium EUROPE

#### 2016



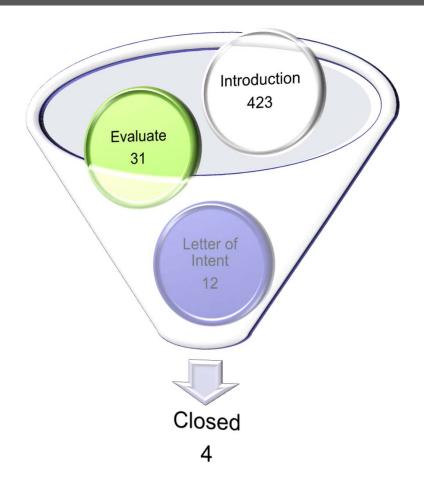
- European Broker
- Focus on United Kingdom and Germany
- Building relationships within other countries too

#### **Active Acquisition Process**

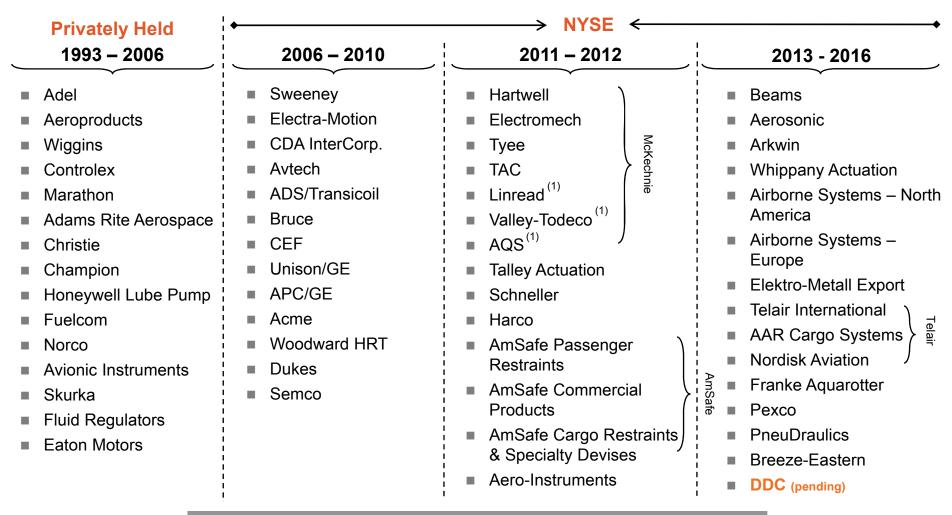
Typical Multiple: 9 – 12x EBITDA

Post Acquisition: 50%+ multiple reduction

#### Typical Results



## Proven Record of Acquisition & Integration



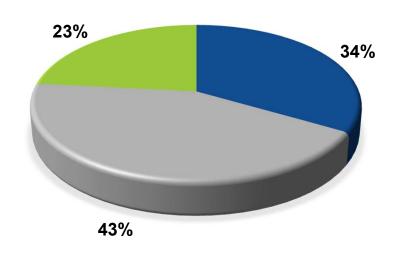
Including DDC, TransDigm has acquired 57 businesses since 1993, including 42 since its IPO.

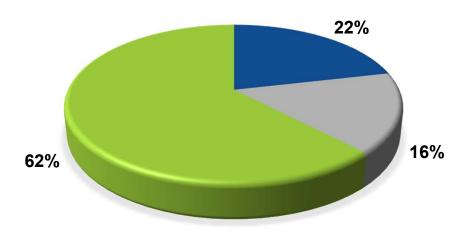
(1) Divested in Q2 and Q3 of FY2011.

## Acquisition Sourcing – Since IPO

#### Number of Businesses

#### **EBITDA** at Time of Acquisition



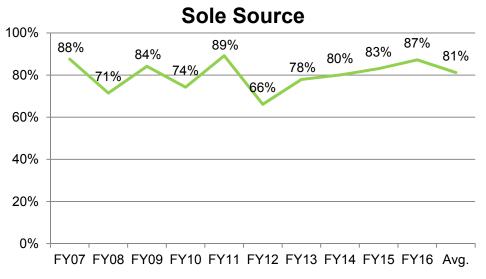


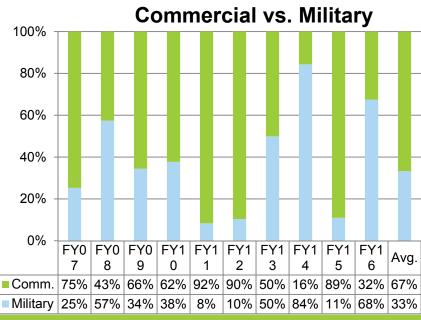
■ Strategic ■ Private Holder ■ Private Equity

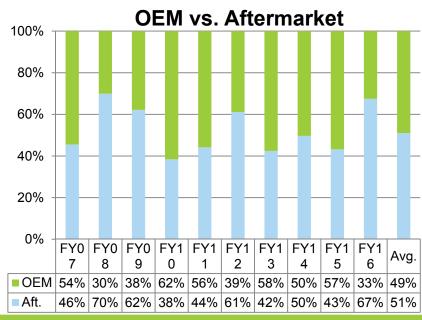
Note: Statistics include businesses acquired but later divested.

## Acquisition Metrics – Weighted Historical Values

(Excluding Divestitures)







#### What We Don't Look For

- Synergy
- · Market share
- Fill out product line
- Excess capacity
- Access to markets
- · Blah, Blah, blah

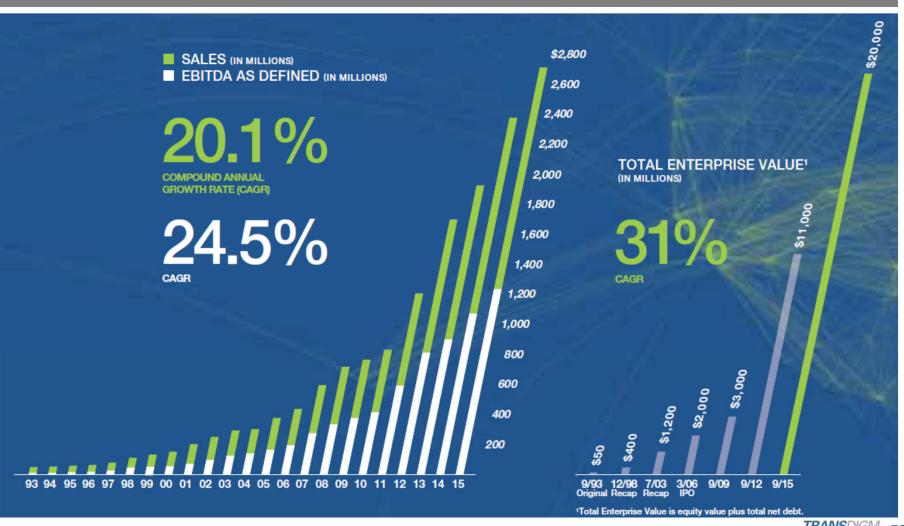
- Bigger is better
- Globalization
- Diversify
- Consolidating Industry
- Spend \$ to make \$
- · Blah, Blah, blah

- · Name in Paper
- · Increase salary
- Get promoted
- · Be fun
- · Bigger Boss
- Bragging Rights



#### What We DO Look For

### **Increase Shareholder Value**

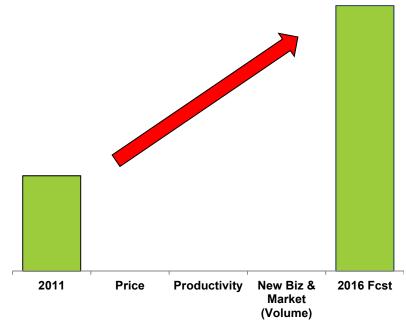


## Actual Performance – Example 1

Acq. Target EBITDA Bridge

### Act/Fcst EBITDA Bridge



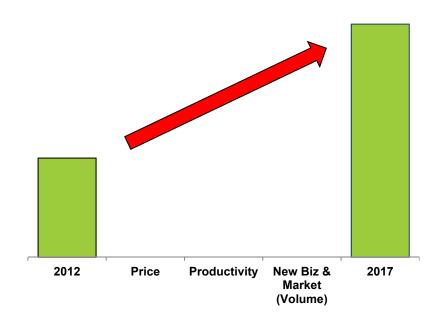


EBITDA considerably ahead of the model creating significant value

## Actual Performance – Example 2

Acq. Target EBITDA Bridge

#### Act/Fcst EBITDA Bridge





EBITDA targeted to be just under the 5-year model in 4 years

## **ACQUISITION INTEGRATION PROCESS BOB HENDERSON**

## Growth, Innovation and Value Creation NONSTOF

TRANSDIGM GROUP INC.

## **Acquisition Integration Process**

## **Now That We Own It**

WHAT DO WE DO?!

## Acquisition Integration Process - General

#### Basics – All Acquisitions are Different

- Past Operating History Impacts Model and Integration Needs/Process
- Different Value Generation Approaches in Acquisition Model
  - Consolidate or Stand Alone Productivity Opportunities
  - Contractual Opportunities & Constraints
  - New Business Pipeline
- Strength in Senior Management Varies Wildly

However, There is Significant Commonality in Our Actions

## Acquisition Integration Process - Timeline

## Time After Acquisition (days)

#### **Actions - General**

Present TransDigm, Our Culture and Value Generation Strategy	0 - 15
Control Working Capital and Establish Financial Plan	0 - 90
Evaluate Key Staff Personnel Competency	0 - 30
Review OE/AM Contracts and Effect Actions	15 - 45
Implement Productivity Plan (Business Wide) and	
Ongoing Production Improvement Processes	0 - 90
Organize Company into Business Units	30 - 180
Review New Business Projects – Weed & Focus	30 - 60
Various HR, Legal & Accounting Reviews/Activities	0 - 120

**Integration Activities First 180 Days** 

## Telair Cargo Group









March 2015

Price: \$725 M

Main Locations: Miesbach, Germany, Goldsboro, NC and Holmstrand, Norway

Employees: Just over 600 Seller: Strategic







## U.S. CARGO SYSTEMS











## Aerospace Business of Franke Aquarotter





March 2015

Price: \$75 M

Main Location: Ludwigsfelde, Germany

Employees: ≈ 50 Seller: Strategic









## Aerospace Business of Pexco



# PEXCO

May 2015 Price: \$496 M

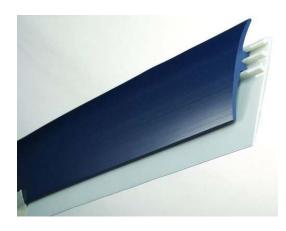
Main Location: Yakima, WA

Employees: ≈ 300 Seller: Private Equity



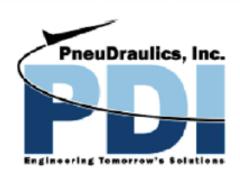






## PneuDraulics, Inc.



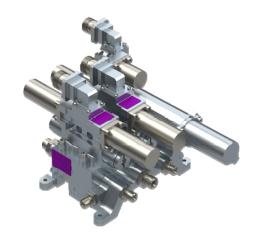


August 2015

Price: \$325 M

Main Location: Rancho Cucamonga, CA

Employees: ≈ 275 Seller: Privately Held









## **Breeze-Eastern Corporation**







January 2016 Price: \$206 M

Main Location: Whippany, NJ

Employees: ≈ 175

Seller: Public Company







### **Product Presentation Breakout**

	Presentations		Starting Location
Roger Jones Herb Mardany Pete Palmer	Breeze-Eastern Pexco Aerospace PneuDraulics	EVP President, Pexco Aerospace EVP	Group – A Ballroom
Harry Ray Mike Couitt John Kuss	AvtechTyee Hartwell Schneller	President, AvtechTyee President, Hartwell Director of Operations, Schne	Group – B Ballroom Iler
Jim Skulina Tim Dumbauld	Telair International Telair U.S. Cargo Systems	EVP President, Telair U.S. Cargo Systems	Group – C Arcade
Jeff Zielinski Paula Wheeler Jason Marlin	AdelWiggins Group Aero Fluid Products Champion Aerospace	President, AdelWiggins Group President, Aero Fluid Product President, Champion Aerospa	s Group – D

Hold Non-Presentation Related Questions for the Panel Q&A



## Growth, Innovation and Value Creation AOONSTOF

TRANSDIGM GROUP INC.

#### **New Business Overview**

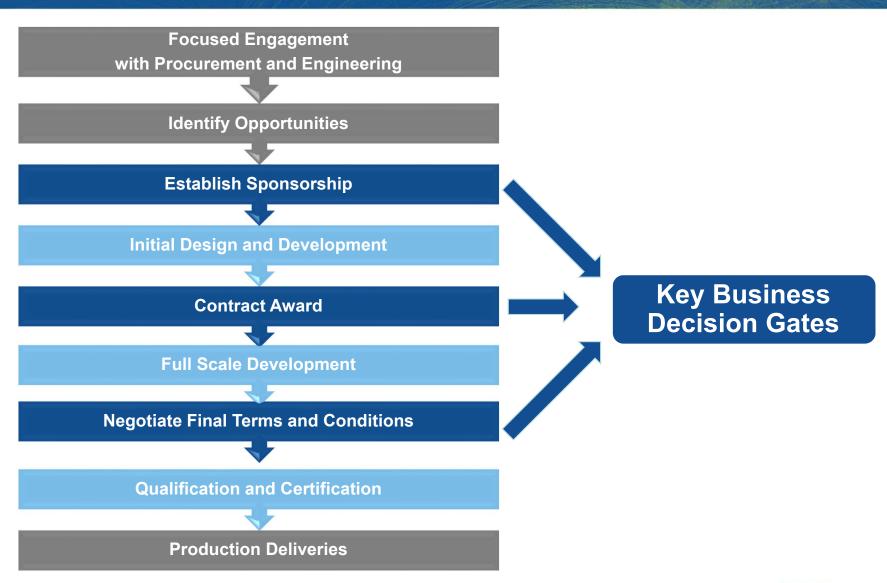
#### **Drives Organic Growth**

Focus on <u>Profitable</u> New Business **Customer-Driven Business Opportunities** 

**Innovative State of the Art Solutions** 

**Responsive and Agile Development** 

#### New Business "How We Do It"



#### New Business "How We Do It"

#### **Customer Relationships**

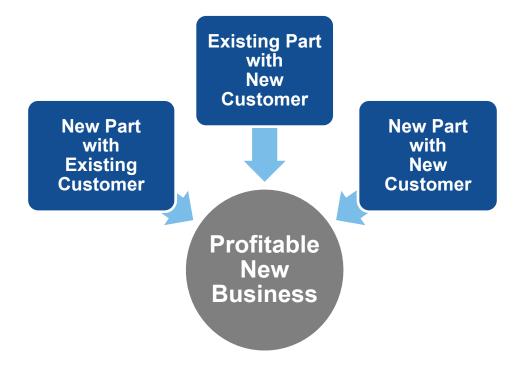
- Strong Operational Performance
- Engineer to Engineer Selling
- Solve Customer Technical Issues

#### **Contracting Focus**

- Strong Attention to Detail
- Control IP/Aftermarket

#### Manage Scope Creep

- Establish Technical Baseline
- Track Engineering Changes
- Proactive Communication



#### New Business "How We Do It"

#### **Team Based Development**

- **Business Unit Teams**
- Cross-functional
- Partner with Suppliers

#### **Design Reviews**

- **Informal Meetings**
- **Formal Gate Process**

#### **New Business Focus**

- Rapid Prototype Development
- **New Technologies**
- **New Processes**



## **New Business Modeling**

#### **Analytical Approach**

- Data Driven
- Realistic OEM Production Rates
- Historical NRE Investment Estimates
- **Actual-cost Production Cost Estimates**
- **Cumulative Cash Flow Analysis**
- Takes Emotion out of Decisions





Focus: Profitable New Business

#### **EXAMPLE ONLY**

#### **New Business Model Excerpt**

	2016	2017	2018	2019	2020	2021
<u>Annual Data</u>						
Production Sales	NRE	\$494	\$740	\$987	\$1,234	\$1,481
Production COS	(\$422)	(\$435)	(\$640)	(\$830)	(\$1,010)	(\$1,150)
Product Margin		\$58	\$100	\$157	\$224	\$331
Margin %		12%	14%	16%	18%	22%
SG&A %	_	-12%	-12%	-12%	-12%	-12%
EBITDA Margin		0%	2%	4%	6%	10%
Spares Sales		\$109	\$271	\$813	\$1,243	\$2,660
Spares COS	_	(\$52)	(\$125)	(\$350)	(\$497)	(\$1,011)
Spares Margin		\$56	\$147	\$464	\$746	\$1,649
Spare Margin %		52%	54%	57%	60%	62%
SG&A %		-12%	-12%	-12%	-12%	-12%
EBITDA Margin		40%	42%	45%	48%	50%
Total Sales		\$602	\$1,012	\$1,800	\$2,477	\$4,141
Total COS	_	(\$487)	(\$765)	(\$1,180)	(\$1,507)	(\$2,161)
Product Margin		\$115	\$247	\$621	\$970	\$1,980
Margin %		19%	24%	34%	39%	48%
SG&A %		-12%	-12%	-12%	-12%	-12%
EBITDA Margin		7%	12%	22%	27%	36%
Net Cash flow	(\$422)	\$43	\$125	\$404	\$672	\$1,483
Cum Cash flow	(\$422)	(\$379)	(\$254)	\$151	\$823	\$2,306

Return on Investment 6 yrs

60%

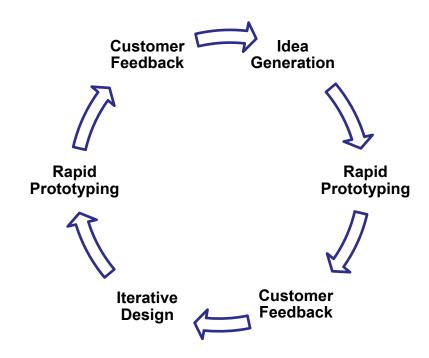
#### **New Business Innovation**

#### People

- Strong Engineering Talent
- **Cross-functional Teams**
- Management Focus

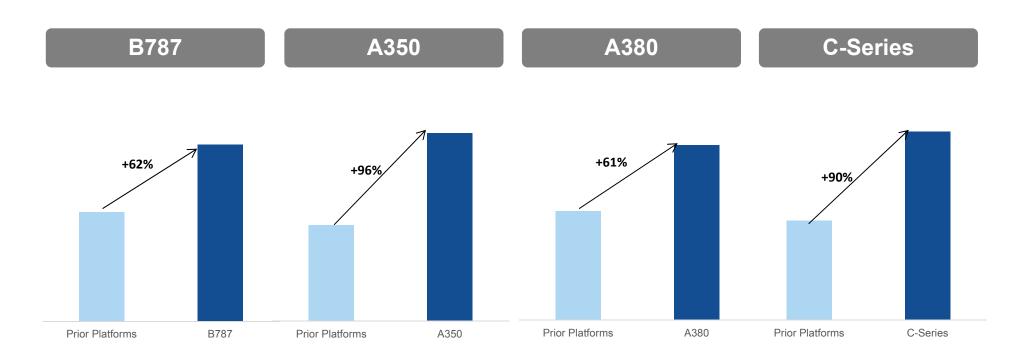
#### **Design Approach**

- Solution Focused
- Iterative Design Approach
- Multiple Alternative Designs
- Incorporate Customer Feedback



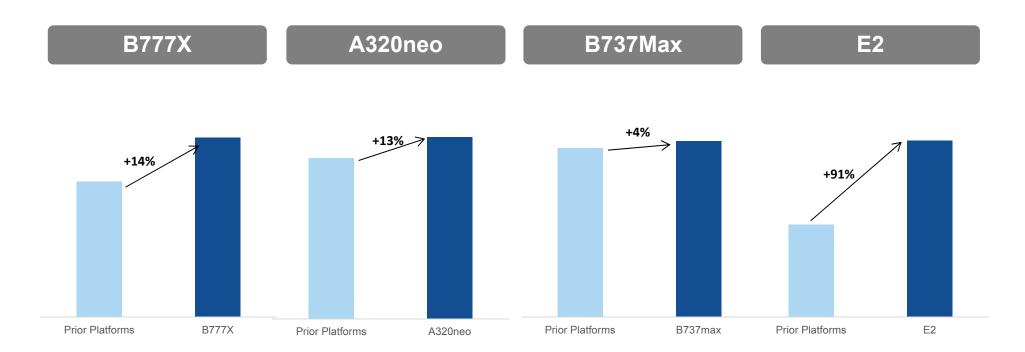
## Major New Business Content: Commercial New Aircraft

#### \$ / Shipset Growth Over Prior Platforms



## Major New Business Content: Commercial Re-Engining

#### \$ / Shipset Growth Over Prior Platforms



#### Airbus 350 Content



- Composite dielectric isolators
- Composite dielectric isolator tubes
- Fuel system flexible tube connectors
- Water waste system flexible tube
   connectors
- Engine and electrical system elastomeric high temp/high vibration clamps
- Water/waste system anti freeze heaters
- · Cockpit door lock controller
- Wing structure exterior latches and hinges
- Belly structure exterior latches

- and hinges
- Passenger seat belts
- Airbag seat belts
- Flight attendant restraint systems
- Door barrier straps
- Life line straps
- Cabin harnesses
- · Bulkhead finish surfaces
- Sidewall finish surfaces
- Lav finish surfaces
- Galley finish surfaces
- Premium seats
- Thermoplastics flooring for galley •
- Lavatory flooring
- Belly hold net assemblies
- Trent XWB engine ignition system

- APU Hamilton Sundstrand igniter •
- Trent 1000 engine valve
- Hydraulic system, landing gear valves
- Water/Waste system valves
- Fuel system pump valves
- Passenger door mechanism structural and spring rods
- Main landing gear door rods
- Cabinet support rods
- Spoiler EBHA rotor/stator assemblies
- Cabin thermoplastics
- Interior thermoplastics
- Aileron EHA rotor/stator assemblies

- Cockpit door module
- Interior bin latches

A350-800AIRBUS

- Lavatory mechanical decompression latch
- Lavatory latch override mechanism
- Emergency ram air actuator
- APU door actuator
- APU data memory module
- eGDOS-electric ground door Opening valve actuators
- Hydraulic priority valves
- Brake control valves
- On board cargo loading system



### **Boeing 787 Content**





- Composite dielectric isolators
- Engine and electrical system elastomeric high temp/high vibration clamps
- Water/waste system anti freeze heaters
- Interior composite structural rods
- Aluminum door rods
- Audio control panel and jack boxes
- Audio gateway units, speakers and headsets
- Nacelle/fan cowl latches

- Thrust reverser latches
- Crew escape and cargo door latches
- Electrical panel door latches
- Passenger seat belts
- Airbag seat belts
- Flight attendant restraint systems
- Pilot/co-pilot restrain systems
- Door darrier straps
- Life line straps
- Bulkhead finish surfaces
- Sidewall finish surfaces

- Lav finish surfaces
- Galley finish surfaces
- Premium seats
- Thermoplastics
- Fan cowl and thrust reverser tel. rods
- Cargo hold bilge barriers
- Cargo hold endwall panels
- Baggage restraint barrier nets
- Thermal barrier nets
- Medical outlet frequency converter
- Trent 1000 ignition system

- Main engine lube system
- Hydraulic filtration manifold
- UV water system power supply
- Hydraulic valves and pump
- EMU backup flat/slat
- APU door actuators
- Cockpit stick actuator

#### **C-Series Content**





- Fuel system composite lightning isolators
- Hydraulic system composite lightning isolators
- Fuel system flexible tube connectors
- Block, loop, saddle clamps
- Tail cone exterior latches
- Fuselage exterior latches and hinges

- Passenger seat belts
- Airbag seat belts
- Flight attendant restraint systems
- Life line straps
- Bulkhead finish surfaces
- Sidewall finish surfaces
- Galley finish surfaces
- Ceiling finish surfaces
- Thermoplastics Flooring for galley
- Lavatory flooring

- PW engine ignition system
- APU ignition system
- Fuel system pump valves
- Nacelle latches
- Pre-Cooler exhaust door
- Hold open rods
- Bleed air valves
- Pneumatic check valves
- Cargo nets
- Bifurcation latch actuator

- Main hydraulics priority valves
- PTU select valve
- Heat exchanger bypass valve
- Flight deck controls reversion switching panels
- nacelles temperature sensors
- environmental systems RTDs

#### **Consistent Value Creation**

#### **Profitable** New Business

- Technical Innovation
- Engineered Solutions
- Grow Faster Than The Markets We Serve
- Disciplined Data Driven Approach
- Business Team Ownership
- High Sense of Urgency and Responsiveness
- Key Operating Value Driver

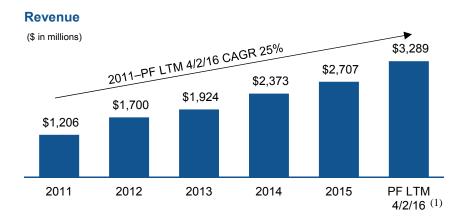




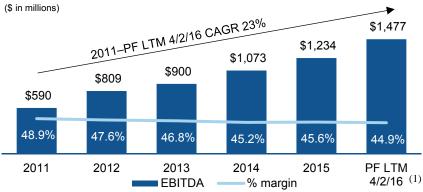
## Growth, Innovation and Value Creation AOONSTOF

TRANSDIGM GROUP INC.

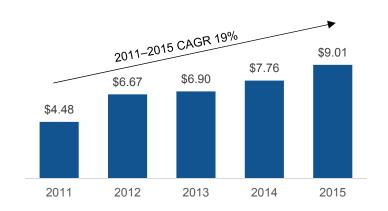
### Historical Financial Highlights



#### **EBITDA** as Defined



#### **Adjusted Earnings Per Share**



#### **Enterprise Value**



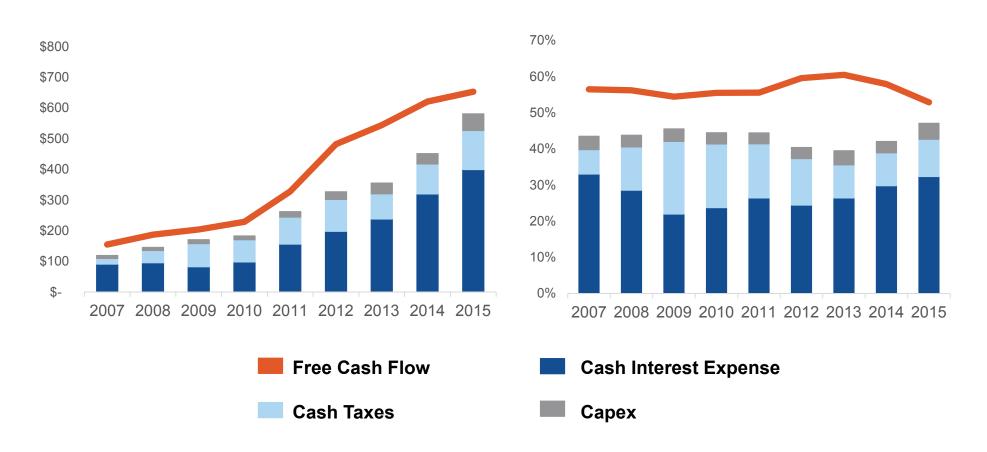
#### TransDigm Continues to Grow and Generate Significant Value

Note: EBITDA as Defined is a non-GAAP financial measure. For a historical reconciliation of EBITDA as Defined to Net Income, please see the appendix.

- (1) PF LTM 4/2/16 Includes the full year impacts of the recently completed acquisitions of Pexco, PneuDraulics and Breeze, as well as the pending acquisition of DDC totaling \$289 million and \$113 million in revenue and EBITDA as Defined, respectively. Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.
- (2) Enterprise value calculated as of 6/17/16 equals equity value (shares outstanding as of 5/01/16 multiplied by the TDG closing stock price on 6/17/16) plus pro forma total net debt (total debt less cash).

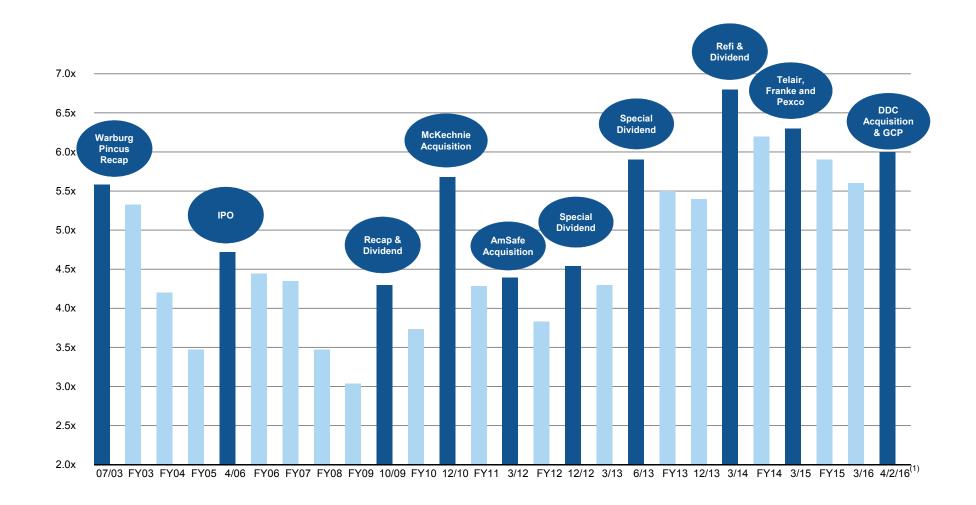
## Significant Free Cash Flow

#### Free Cash Flow Before WC Exceeds 50% of EBITDA As Defined



Note: Free Cash Flow before WC equals EBTIDA less Capex, Cash Interest Expense and Cash Taxes. Free Cash Flow before WC IS a non-GAAP financial measure. Please see appendix for a reconciliation of Free Cash Flow before WC.

## TransDigm Delevering Profile (Net Debt / PF EBITDA as Defined)



EBITDA as Defined is a non-GAAP financial measure. For a historical reconciliation of EBITDA as Defined to Net Income, please see the appendix.

Pro forma includes the full year impacts of the recently completed acquisitions of Telair, Franke and Pexco, PneuDraulics and Breeze-Eastern, as well as the pending acquisition of DDC.

## Pro Forma Capitalization Structure

Pro forma capitalization (\$ in millions)	Actual 4/2/16	Cum. net EBITDA (x)	Adj.	Pro forma 4/2/16	Cum. net EBITDA (x)	Rate
Cash	<u>\$612</u>		858	<u>\$1,470</u>		
\$600mm revolver	_		-	_		L + 3.00%
\$350mm A/R securitization facility	200		_	200		L + 0.80%
First lien term Ioan C due 2020	2,025		(790)	1,235		L + 3.00%
First lien term loan D due 2021	811		_	811		L + 3.00%
First lien term Ioan E due 2022	1,525		_	1,525		L + 3.00%
NEW - First lien term Ioan F due 2023	-		1,740	<sup>(1)</sup> <b>1,740</b>		L + 3.00%
Total net secured debt	\$3,949	2.8x		\$4,041	2.7x	
Senior subordinated notes due 2020	550		_	550		5.50%
Senior subordinated notes due 2021	500		_	500		7.50%
Senior subordinated notes due 2022	1,150		_	1,150		6.00%
Senior subordinated notes due 2024	1,200		_	1,200		6.50%
Senior subordinated notes due 2025	450		_	450		6.50%
NEW - Senior subordinated notes due 2026	-		950	950		6.375%
Total net debt	\$7,799	5.6x		\$8,841	6.0x	
TDG PF LTM EBITDA as Defined				<sup>(1)</sup> \$1,477		

Note: EBITDA as Defined is a non-GAAP financial measure. For a historical reconciliation of EBITDA as Defined to Net Income, please see the appendix.

Assumes completion of the pending DDC acquisition. Includes the full year impact of the recently completed acquisitions of Pexco, PneuDraulics and Breeze-Eastern, as well as pending acquisition of DDC totaling \$113 million in EBITDA as Defined. Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.

## Sources and Uses of Recent Financing

#### Sources & Uses

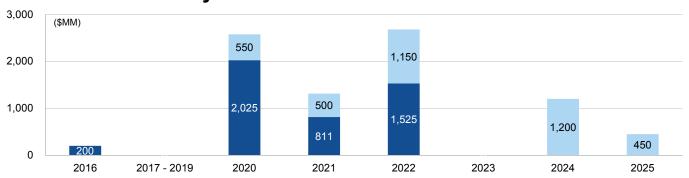
(\$ in millions)

Sources	
Upsize RCF to \$600m and extend maturity	_
New first lien term loan due 2023	1,740
New senior subordinated notes due 2026	950
Total sources	\$2,690

Pending Acquisition of DDC purchase price Repay portion of existing term loan C General corporate purposes and financing related fees	\$1,000 790 900
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## **Debt Maturity Profile and Interest Rates**



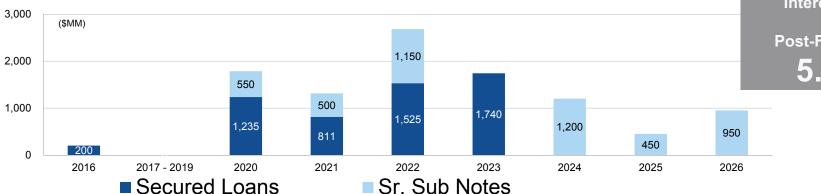


Weighted Average Interest Rate

**Pre-Financing** 

5.3%

#### **New Pro Forma Debt Maturity Profile**



Weighted Average Interest Rate

**Post-Financing** 

5.3%

**Fixed Debt 75% Post-Financing** 

## Dry Powder Available for Acquisitions

Dry Powder in Excess of \$1.5 B Available Immediately After Recent Financing and Assuming Completion of DDC Acquisition

**Pro Forma Cash 4/2/2016** 

**≈ \$1,450** 

Additional Borrowing Available Under Credit Agreement

**≈ 400** 

Dry Powder Available for Acquisitions

≈ \$1,850

## APPENDIX: Reconciliation of EBITDA and EBITDA As Defined to Net Income and Net Income to Adjusted Net Income

(\$ in millions)																							LTM
	<u>1994</u>	<u>1995</u>	<u>1996</u>	<u>1997</u>	<u>1998</u>	<u>1999</u>	2000	<u>2001</u>	2002	2003	<u>2004</u>	2005	2006	2007	2008	2009	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>4/12/16</u>
Income from continuing ops.	(\$5)	\$0	\$1	\$3	\$14	(\$17)	\$11	\$14	\$31	(\$76)	\$14	\$35	\$25	\$89	\$133	\$163	\$163	\$152	\$325	\$303	\$307	\$447	\$495
Depreciation and amortization	7	7	7	6	7	6	7	9	13	10	18	17	16	24	25	28	30	61	68	73	96	94	109
Interest expense, net	5	5	5	3	3	23	28	32	37	43	75	80	77	92	93	84	112	185	212	271	348	419	443
Income tax provision	(2)	-	2	5	13	(2)	8	9	17	(45)	6	23	16	53	74	88	88	77	163	146	142	189	208
Warrant put value adjustment	1	1	2	5	7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Extraordinary item	-	-	-	2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
EBITDA, excluding discontinued operations	6	13	17	24	44	10	54	64	98	(68)	113	155	134	258	325	\$363	\$393	\$475	\$768	\$793	\$893	\$1,149	\$1,255
Merger expense	_	_	-	_	_	40	_	-	_	176	_	_	_	_	_	_	_	_	_	_	-	-	
Acquisition-related costs	4	-	-	1	-	1	-	8	-	15	20	2	1	9	2	6	12	30	19	26	22	35	55
Non-cash compensation and																							
deferred compensation costs	-	-	-	-	-	-	-	-	-	1	6	7	1	6	6	6	7	13	22	49	26	32	40
One-time special bonus	-	-	-	-	-	-	-	-	-	-	-	-	6	-	-	-	-	-	-	-	-	-	
Public offering costs	-	-	-	-	-	-	-	-	-	-	-	-	3	2	-	-	-	-	-	-	-	-	
Refinancing costs	-	-	-	-	-	-	-	-	-	-	-	-	49	-	-	-	-	72	-	32	132	18	18
EBITDA As Defined Acquisitions	\$10	\$13	\$17	\$25	\$44	\$51	\$54	\$72	\$98	\$124	\$139	\$164	\$194	\$275	\$333	\$375	\$412	\$590	\$809	\$900	\$1,073	\$1,234	<b>\$1,364</b> 113
PF EBITDA As Defined (1)																							\$1,477

(in millions)		2011		2012		2013		014	2015	
Net income from continuing operations	\$	152	\$	325	\$	303	\$	307	\$	447
Gross adjustments from EBITDA to EBITDA as Defined		115		41		107		181		84
Purchase accounting backlog amortization		16		11		7		17		5
Tax adjustment		(44)		(17)		(37)		(63)		(26)
Adjusted net income	\$	239	\$	360	\$	380	\$	442	\$	510

<sup>(1)</sup> Includes the full year impacts of the recently completed acquisitions of Pexco, Pneudraulics and Breeze Eastern, as well as the pending acquisition of DDC. Please see the Special Notice Regarding Pro Forma and Non – GAAP Information.

## APPENDIX: Reconciliation of Significant Free Cash Flow

(\$ in millions)

	Fiscal Year Ended September 30,									
	2011	2012	2013	2014	2015					
EBITDA As Defined	\$590	\$809	\$900	\$1,073	\$1,234					
CapEx	(\$18)	(\$25)	(\$36)	(\$34)	(\$55)					
Cash Interest Expense	(\$156)	(\$198)	(\$238)	(\$320)	(\$399)					
Cash Taxes	(\$88)	(\$104)	(\$82)	(\$98)	(\$127)					
Free Cash Flow before WC	\$328	\$482	\$544	\$621	\$653					
% of EBITDA As Defined	56%	60%	60%	58%	53%					