



TRANSDIGM  
GROUP INC.

CONSISTENT STRATEGY, MORE RUNWAY  
MORE VALUE

**FY 2014 FIRST QUARTER EARNINGS CALL**

February 4, 2014



- TransDigm Overview
- Highlights, Market Review, Operating Performance and Outlook
- Operations and Value Creation
- Financial Results
- Q&A

W. Nicholas Howley  
Chairman and CEO

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Chairman and CEO

Raymond F. Laubenthal  
President and COO

Gregory Rufus  
Executive Vice President and CFO

# 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; 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; 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 Incorporated 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



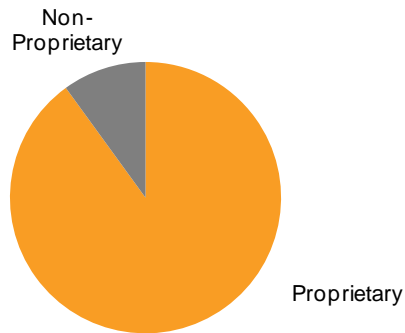
This presentation sets forth certain pro forma financial information. This pro forma financial information gives effect to certain recently completed acquisitions. Such pro forma information is based on certain assumptions and adjustments and does not purport to present TransDigm's actual results of 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.

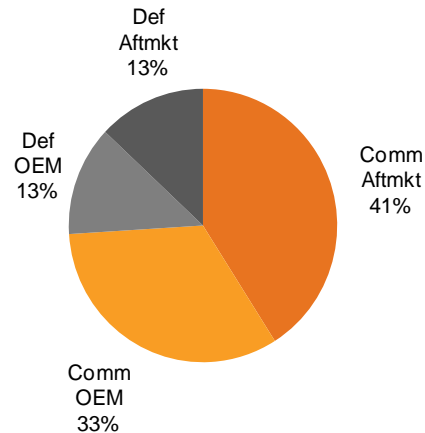
## DISTINGUISHING CHARACTERISTICS

- Highly engineered aerospace components
- Proprietary and sole source products
- Significant aftermarket content
- High free cash flow

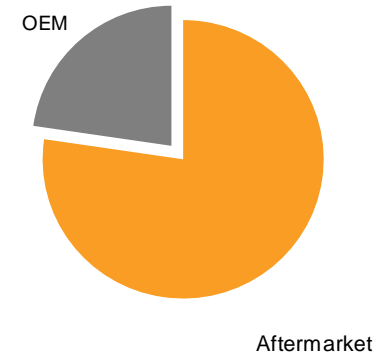
**Proprietary Revenues <sup>(1)</sup>**



**Pro Forma Revenues (Excluding Non-Aviation Segment) <sup>(1)</sup>**



**Pro Forma EBITDA As Defined <sup>(1)</sup>**



(1) Pro forma revenue for the fiscal year ended 9/30/13 includes the impact of FY13 acquisitions of Aerosonic, Arwkin and Whippany (excluding the Non-Aviation Segment sales of ≈ \$104 million or ≈ 5% of total sales and recently acquired Airborne Systems). Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.

# 2014 Q1 Financial Performance by Markets – Pro Forma



## Highlights<sup>(1)</sup>

### ■ Commercial OEM

- Driven by commercial transport OEM
- Business jet revenues ≈ flat

### ■ Commercial Aftermarket:

- Sequential revenues up
- Bookings up over prior year period and sequentially

### ■ Defense:

- Continue to perform significantly better than anticipated

## Q1 Market Review – Pro Forma Revenues<sup>(1)</sup>

### Actual vs. Prior Year Q1 2014

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**Commercial OEM:**

**Up 10.5%**

**Commercial Aftermarket:**

**Up 7.5%**

**Defense:**

**Up 14%**

(1) Information is on a pro forma basis versus the prior year period excluding Airborne Systems. Please see the Special Notice Regarding Pro Forma and Non-GAAP Information.

# Fiscal 2014 Outlook



Sales Mix <sup>(1)</sup>	Market	Expected Growth <sup>(1)</sup>
33%	Commercial OEM	Up High Single-Digit %
41%	Commercial Aftermarket	Up High Single-Digit %
26%	Defense	Flat

## Assumptions

- Worldwide RPM growth ≈ 4% to 5%
- OEM production rate increases proceeding
- Full year tax rate ≈ 34%
- Weighted average shares of 57.2 million

## Guidance Summary

(\$ in millions)

	Low	High
<b>Revenues</b>	\$ 2,283	\$ 2,343
<b>EBITDA As Defined</b>	\$ 1,036	\$ 1,064
<b>% to sales</b>	45.4%	45.4%
<b>Net Income</b>	\$ 375	\$ 393
<b>GAAP EPS</b>	\$ 6.24	\$ 6.54
<b>Adj. EPS</b>	\$ 7.35	\$ 7.65

(1) Pro forma revenue for the fiscal year ended 9/30/13 includes the impact of FY13 acquisitions of Aerosonic, Arwkin and Whippany (excluding the Non-Aviation Segment sales of ≈ \$104 million or ≈ 5% of total sales and recently acquired Airborne Systems).

# First Quarter 2014 Results



(\$ in millions)	Q1 FY14	Q1 FY13	
<b>Revenue</b>	<b>\$529.3</b>	<b>\$430.4</b>	<b>23.0% Increase</b>
<b>Gross Profit</b>	<b>\$284.1</b>	<b>\$238.5</b>	<b>1.7 Margin Point Decline</b>
<i>Margin %</i>	<i>53.7%</i>	<i>55.4%</i>	<ul style="list-style-type: none"> <li>• Dilutive impact from acquisitions</li> </ul>
<b>SG&amp;A</b>	<b>\$57.1</b>	<b>\$55.2</b>	
<i>% to Sales</i>	<i>10.8%</i>	<i>12.8%</i>	<ul style="list-style-type: none"> <li>• Lower SG&amp;A as a % of sales relative to our sales growth</li> <li>• Lower non-cash stock comp. expense as a % of sales</li> </ul>
<b>Interest Expense- Net</b>	<b>\$80.9</b>	<b>\$62.9</b>	<b>28.6% Increase</b>
			<ul style="list-style-type: none"> <li>• Outstanding borrowings increased</li> <li>• Weighted avg. cash interest rate decreased</li> </ul>
<b>Net Income</b>	<b>\$86.1</b>	<b>\$74.2</b>	<b>16.1% Increase</b>
<i>% to Sales</i>	<i>16.3%</i>	<i>17.2%</i>	
<b>EBITDA As Defined</b>	<b>\$243.6</b>	<b>\$200.9</b>	<b>21.2% Increase</b>
	<i>46.0%</i>	<i>46.7%</i>	
<b>Adjusted EPS</b>	<b>\$1.66</b>	<b>\$1.51</b>	<b>9.9% Increase</b>
			<ul style="list-style-type: none"> <li>• Increase in weighted avg. shares outstanding</li> </ul>



# Liquidity & Taxes



(\$ in millions)

## Cash

	12/28/2013	FY 9/30/2013
Net Cash Provided by Operating Activities	\$115.7	\$470.2
Capital Expenditures	(\$8.1)	(\$35.5)
Free Cash Flow	\$107.6	\$434.7
Cash on the Balance Sheet	\$410.9	\$564.7

## Taxes

- FY 14 Q1 ETR: 33.6%
- FY 14 Full Year ETR: ≈34%

## Liquidity

	12/28/2013	EBITDA As Defined Multiple	Rate (1)
Cash	\$411		
Revolver	–	–	
Existing Term Loan B	496	0.5x	L + 2.75%
Existing Term Loan C	2,585	2.6x	L + 3.00%
<b>Total senior secured debt</b>	<b>3,081</b>	<b>3.1x</b>	
Senior Sub Notes	1,600	1.6x	7.75%
Senior Sub Notes	550	0.6x	5.50%
Senior Sub Notes	500	0.5x	7.50%
<b>Total Debt</b>	<b>5,731</b>	<b>5.8x</b>	
<b>Net Debt to EBITDA As Defined</b>		<b>5.4x</b>	

(1) LIBOR floor on term loan at .75%

# Reconciliation of GAAP to Adjusted EPS - Guidance



(\$ in millions)

	<u>Thirteen Week Periods Ended</u>		<u>Full Year Guidance</u>
	<u>December 28,</u>	<u>December 29,</u>	<u>Mid-Point</u>
	<u>2013</u>	<u>2012</u>	<u>September 30,</u>
			<u>2014</u>
Earnings per share	\$ 1.44	\$ 0.66	\$ 6.39
Adjustments to earnings per share:			
Dividend equivalent payment	0.07	0.70	0.33
Non-cash stock compensation expense	0.05	0.09	0.30
Acquisition-related expenses	0.10	0.06	0.48
Adjusted earnings per share	<u>\$ 1.66</u>	<u>\$ 1.51</u>	<u>\$ 7.50</u>
Weighted-average shares outstanding	56,991	54,453	57,200

# Appendix - Reconciliation of Net Income to EBITDA and EBITDA As Defined



(\$ in thousands)

	Thirteen Week Periods Ended	
	December 28, 2013	December 29, 2012
Net income	\$ 86,123	\$ 74,170
Adjustments:		
Depreciation and amortization expense	23,839	17,452
Interest expense, net	80,853	62,876
Income tax provision	43,650	35,800
EBITDA	234,465	190,298
Adjustments:		
Acquisition related expenses and adjustments <sup>(1)</sup>	4,917	3,467
Non-cash stock compensation expense <sup>(2)</sup>	4,175	7,131
Gross Adjustments to EBITDA	9,092	10,598
EBITDA As Defined	\$ 243,557	\$ 200,896
EBITDA As Defined, Margin <sup>(3)</sup>	46.0%	46.7%

<sup>(1)</sup> Represents accounting adjustments to inventory associated with acquisitions of businesses and product lines that were charged to cost of sales when the inventory was sold; costs incurred to integrate acquired businesses and product lines into TD Group's operations, facility relocation costs and other acquisition-related costs; transaction-related costs comprising deal fees; legal, financial and tax due diligence expenses and valuation costs that are required to be expensed as incurred.

<sup>(2)</sup> Represents the compensation expense recognized by TD Group under our stock option plans.

<sup>(3)</sup> The EBITDA As Defined margin represents the amount of EBITDA As Defined as a percentage of sales.

# Appendix - Reconciliation of Reported EPS to Adjusted EPS



(\$ in thousands, except per share amounts)

Reported Earnings Per Share	Thirteen Week Periods Ended	
	December 28, 2013	December 29, 2012
Net income	\$ 86,123	\$ 74,170
Less: dividends paid on participating securities	(4,139)	(38,130)
Net income applicable to common stock - basic and diluted	<u>\$ 81,984</u>	<u>\$ 36,040</u>
<b>Weighted-average shares outstanding under the two-class method:</b>		
Weighted average common shares outstanding	52,687	51,796
Vested options deemed participating securities	4,304	2,657
Total shares for basic and diluted earnings per share	<u>56,991</u>	<u>54,453</u>
Basic and diluted earnings per share	<u>\$ 1.44</u>	<u>\$ 0.66</u>
<b>Adjusted Earnings Per Share</b>		
Net income	\$ 86,123	\$ 74,170
Gross adjustments to EBITDA	9,092	10,598
Purchase accounting backlog amortization	4,016	1,461
Tax adjustment	(4,409)	(3,926)
Adjusted net income	<u>\$ 94,822</u>	<u>\$ 82,303</u>
Adjusted diluted earnings per share	<u>\$ 1.66</u>	<u>\$ 1.51</u>

# Appendix - Reconciliation of Net Cash Provided by Operating Activities to EBITDA and EBITDA As Defined



(\$ in thousands)

	Thirteen Week Periods Ended	
	December 28, 2013	December 29, 2012
Net Cash Provided by Operating Activities	\$ 115,707	\$ 98,115
Adjustments:		
Changes in assets and liabilities, net of effects from acquisitions of businesses	(2,208)	(20,996)
Interest expense - net <sup>(1)</sup>	77,768	59,080
Income tax provision - current	43,737	34,542
Non-cash stock compensation expense <sup>(2)</sup>	(4,175)	(7,131)
Excess tax benefit from exercise of stock options	3,636	26,688
EBITDA	234,465	190,298
Adjustments:		
Acquisition related expenses <sup>(3)</sup>	4,917	3,467
Non-cash stock compensation expense <sup>(2)</sup>	4,175	7,131
EBITDA As Defined	\$ 243,557	\$ 200,896

<sup>(1)</sup> Represents interest expense excluding the amortization of debt issue costs and note premium and discount.

<sup>(2)</sup> Represents the compensation expense recognized by TD Group under our stock option plans.

<sup>(3)</sup> Represents accounting adjustments to inventory associated with acquisitions of businesses and product lines that were charged to cost of sales when the inventory was sold; costs incurred to integrate acquired businesses and product lines into TD Group's operations, facility relocation costs and other acquisition-related costs; transaction-related costs comprising deal fees; legal, financial and tax due diligence expenses and valuation costs that are required to be expensed as incurred.