

Beechcraft

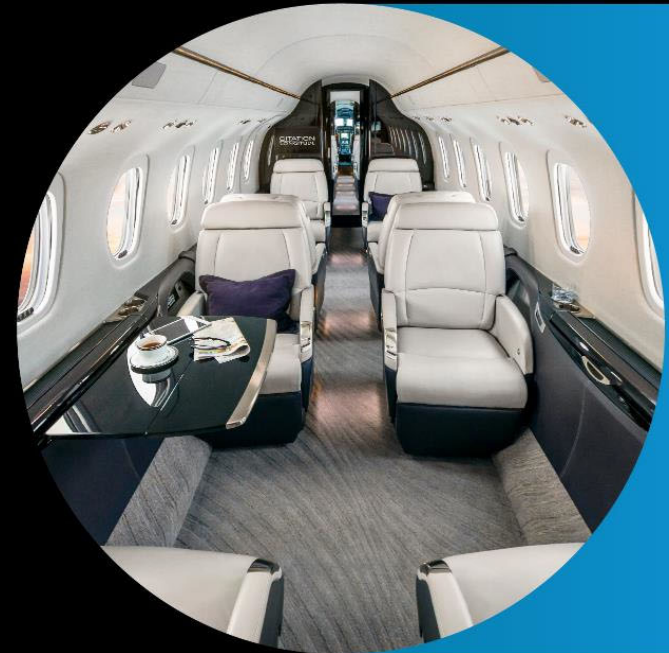


Hawker

TEXTRON AVIATION

Textron Aviation Investor Presentation

October 22, 2019



Forward-Looking Information



Certain statements in this package and other oral and written statements made by Textron from time to time are forward-looking statements, including those that discuss strategies, goals, outlook or other non-historical matters; or project revenues, income, returns or other financial measures. These forward-looking statements speak only as of the date on which they are made, and we undertake no obligation to update or revise any forward-looking statements. These forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those contained in the statements, including the risks and uncertainties set forth under "Forward-Looking Information" in our third quarter 2019 earnings release. Additional information on risks and uncertainties that may impact forward-looking statements is discussed under "Risk Factors" in our most recent Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q.



**Building on our history.
Investing in the future.**

Ron Draper
President and CEO

Agenda



- 2019 update
- Market update
- Product update
- Special Mission / Defense
- Aftermarket



2019 accomplishments

- Citation Longitude certification
- 500th delivery of Grand Caravan EX
- 50 years of Citation jets
- 300th delivery of Citation CJ4
- 200th delivery of Citation Latitude
- 100th delivery of NetJets Citation Latitude
- 1st delivery of Citation Latitude Air Ambulance



Leading products on display



JETS



Citation Longitude



Citation Latitude



Citation XLS+



Citation CJ4



Citation CJ3+



Citation M2

TURBOPROPS



King Air 350i



SkyCourier mockup



Grand Caravan EX



Denali mockup

SERVICE



Mobile Service Unit

Strong 2019 performance



	2019	2018	Change
Revenue (\$M)	\$3,458	\$3,419	\$39
Segment profit (\$M)	\$315	\$275	+\$40
Profit margin %	9.1%	8.0%	+1.1%
Deliveries (units)	2019	2018	B(W)
Jets	135	125	10
Caravan	56	60	(4)
King Air	61	59	2
T-6	4	14	(10)

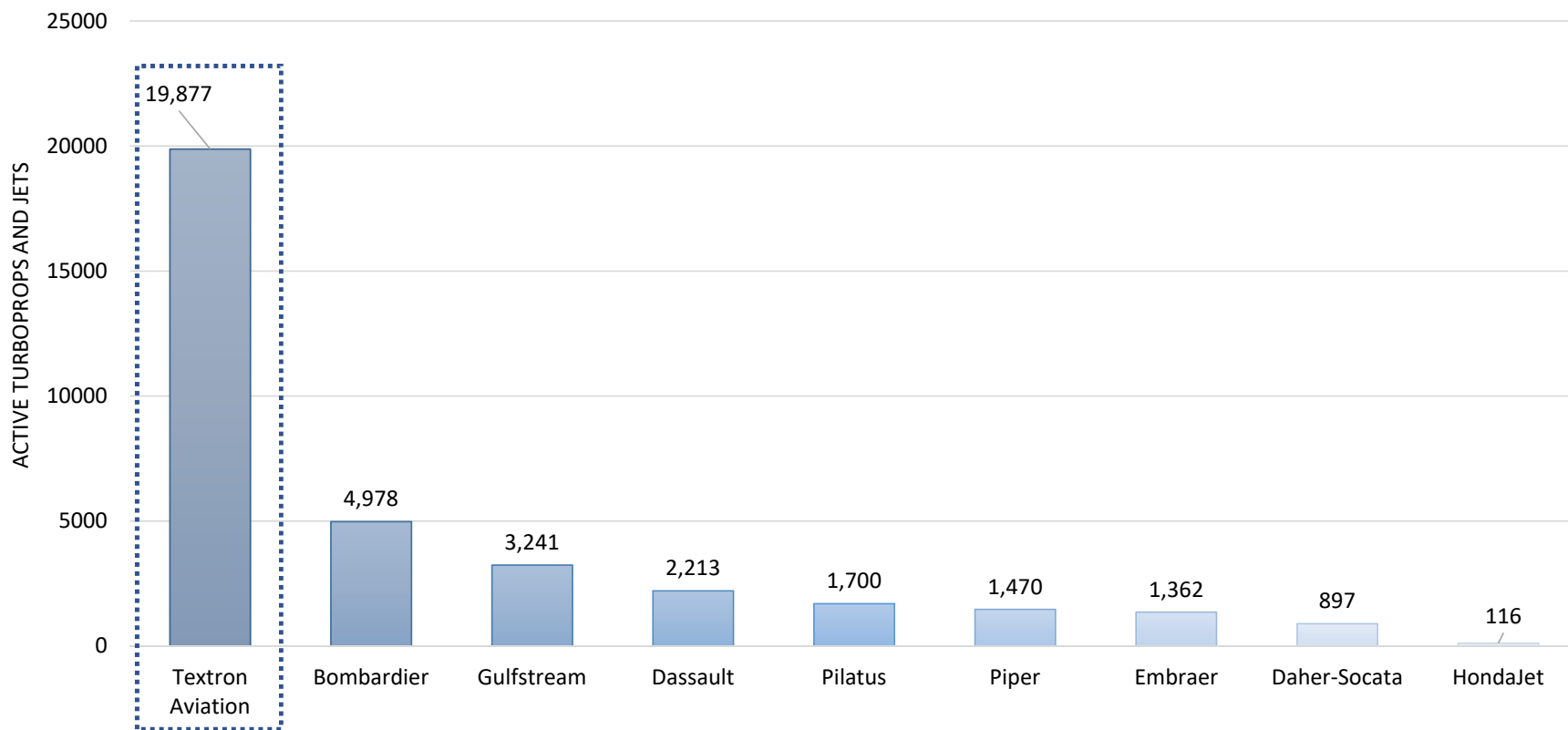


2018 and 2019 results through Q3

Market update



Business turbine installed fleet by manufacturer



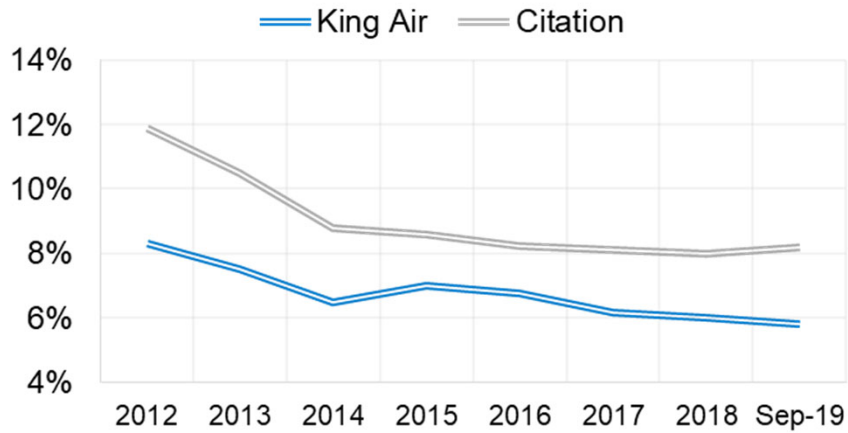
Sources: Amstat, JetNet, and FAA records

Includes all business jets and business SETP and METP. Does not include utility turboprop or airliners.

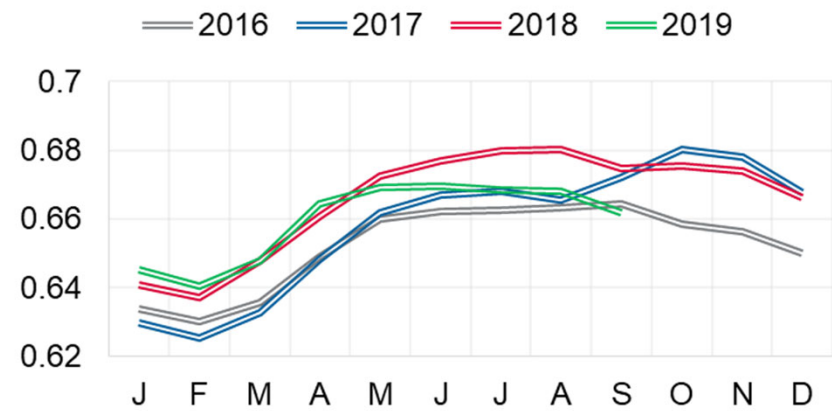
Key indicators



USED FOR SALE

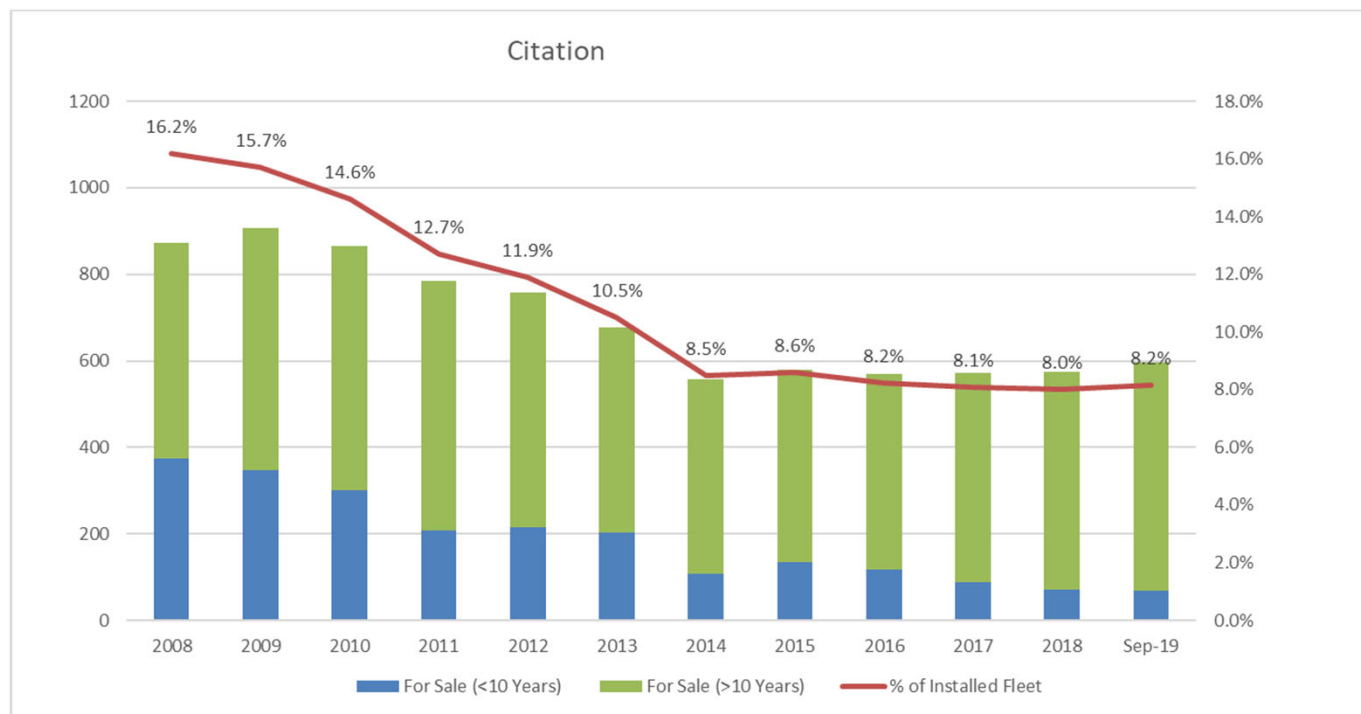


AVERAGE DAILY UTILIZATION, CITATION FLEET



Sources: AMSTAT, Inc. and Textron Aviation Inc.

Market trends



Near historical lows

Strategic Advantage



Textron Aviation strategic position & strengths

- Broad product line-up
- Continued product investment
- Global service network
- Competitive cost structure
- Special Mission business

Jets installed base
Over 9,500



Turboprops installed base
Over 10,000



T-6 installed base
~ 1000



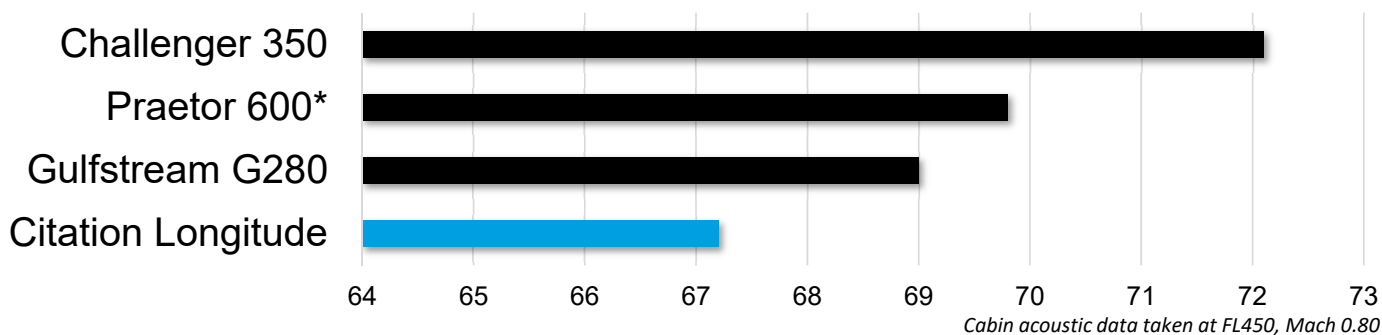
Flagship Citation Longitude



	Citation Longitude	Gulfstream 280	Challenger 350	Praetor 600
Range \geq 3500 nm	✓	✓	✗	✓
Maximum Operating Speed \geq M0.84	✓	✓	✗	✗
Full Fuel Payload \geq 1600 lbs	✓	✗	✓	✓
Total DOC $<$ \$2100/hr	✓	✗	✗	✗
Quietest cabin in class	✓	✗	✗	✗
EVS & HUD	✓	✓	✓	✓

Flagship Citation Longitude

Aft Cabin Noise (decibels)



- 67.2 dBA aft cabin noise level is **lowest in class**
- 30" legroom between seats is **best in class**
- **Unrestricted** in-flight accessible baggage
- Cabin altitude below 6,000ft



*Measured value is from Legacy 500

Flagship Citation Longitude



- **Best cabin** experience
- 4-passenger range of 3,500nm
- **Lowest** operating and maintenance costs
- The **best OEM support** in the industry

2019 segment size*
\$3.1B+
~120 units



Full Fuel Payload
1,600 lb



Maximum Passengers
12



Maximum Range
3,500 nm



Maximum Cruise Speed
483 ktas

Focus on the future



CESSNA
DENALI



CESSNA
SKYCOURIER

Cessna SkyCourier



- **Highly productive** operating economics
- **Heavy lift** capability
- **Easy load / unload** of cargo and passengers
- **Flexible cabin** for a multitude of missions
- **Reliable and supported** by the best OEM in the industry



Maximum Payload
(Cargo version)
6,000 lb



Maximum Passengers
(Passenger version)
19

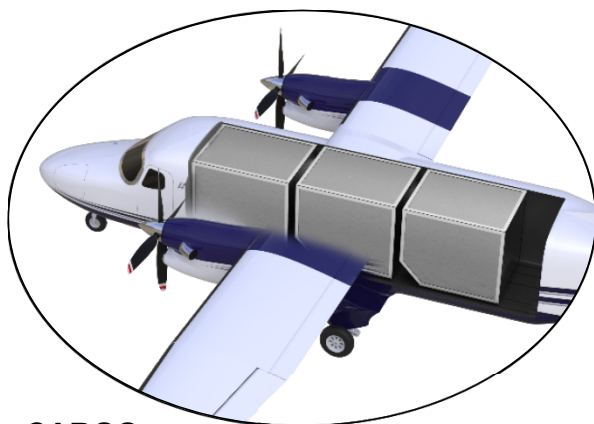


Maximum Range
900 nm

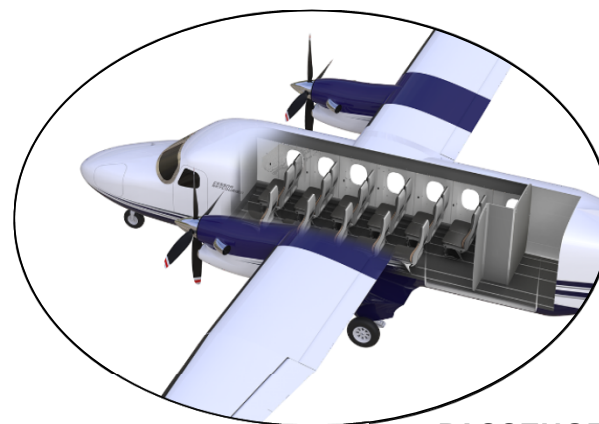


Total Cabin Volume
870 ft³

Cessna SkyCourier



CARGO



PASSENGER



Simple | Robust | Reliable

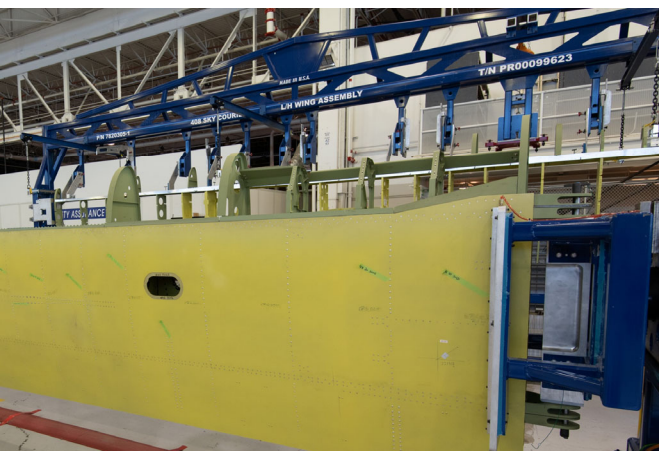
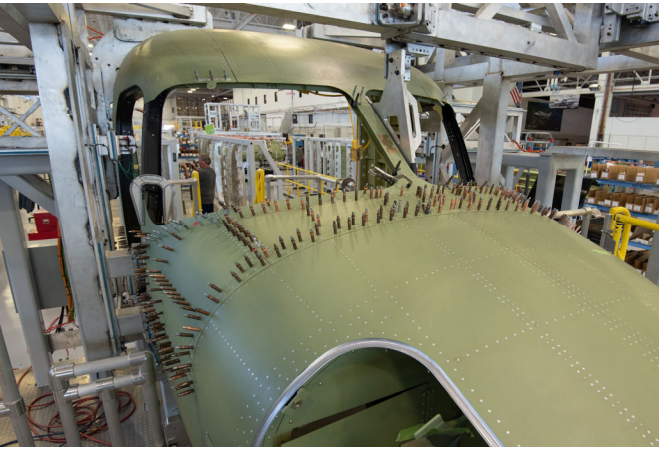
Cessna SkyCourier

Beechcraft



Lawler

TEXTRON AVIATION



Cessna Denali



- **Exceptional Cabin** experience
- **Outstanding performance**
- Modernized for **ease of operation**
- All the **versatility you expect**
- General Aviation's **best customer experience**



CESSNA
DENALI

2019 SETP segment size*
\$750M+
~200 units



Full Fuel Payload
1,100 lb



Maximum Occupants
11



Maximum Range
1,600 nm

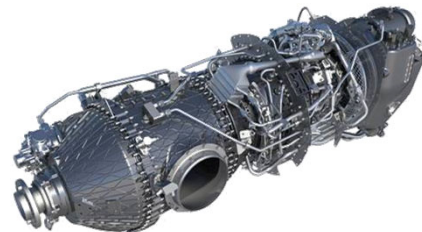


Maximum Cruise Speed
285 ktas

*Source: Consolidated Industry Forecasts

Cessna Denali

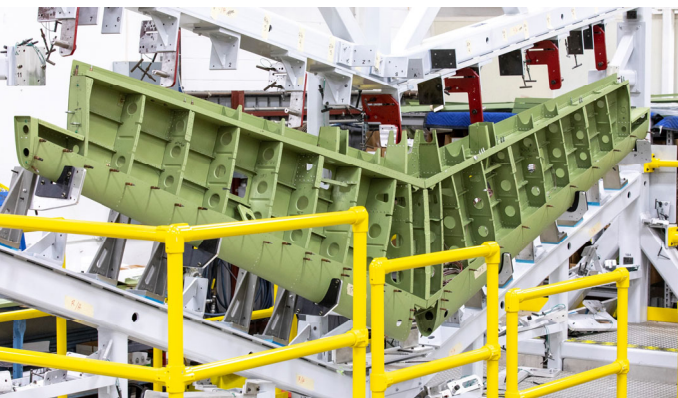
- **Garmin G3000** avionics suite
- 1,300 SHP **GE Aviation Catalyst™** powerplant
- Featuring a **flat floor**



	Denali	PC-12 NG
High Speed Cruise \geq 285kt	✓	✓
Best in class payload	✓	✗
Best in class cabin size	✓	✗

Cessna Denali

Beechcraft
Cessna
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TEXTRON AVIATION



Special Mission

- Air Ambulance
- ISR
- King Air
- SkyCourier & Denali design with integrated Special Missions capabilities



Latitude Air Ambulance



Longitude Flight Inspection for JCAB

Defense



AT-6 light attack

- USG launch customer in 2020
- Military Type Certificate to drive international sales



AT-6 Light Attack

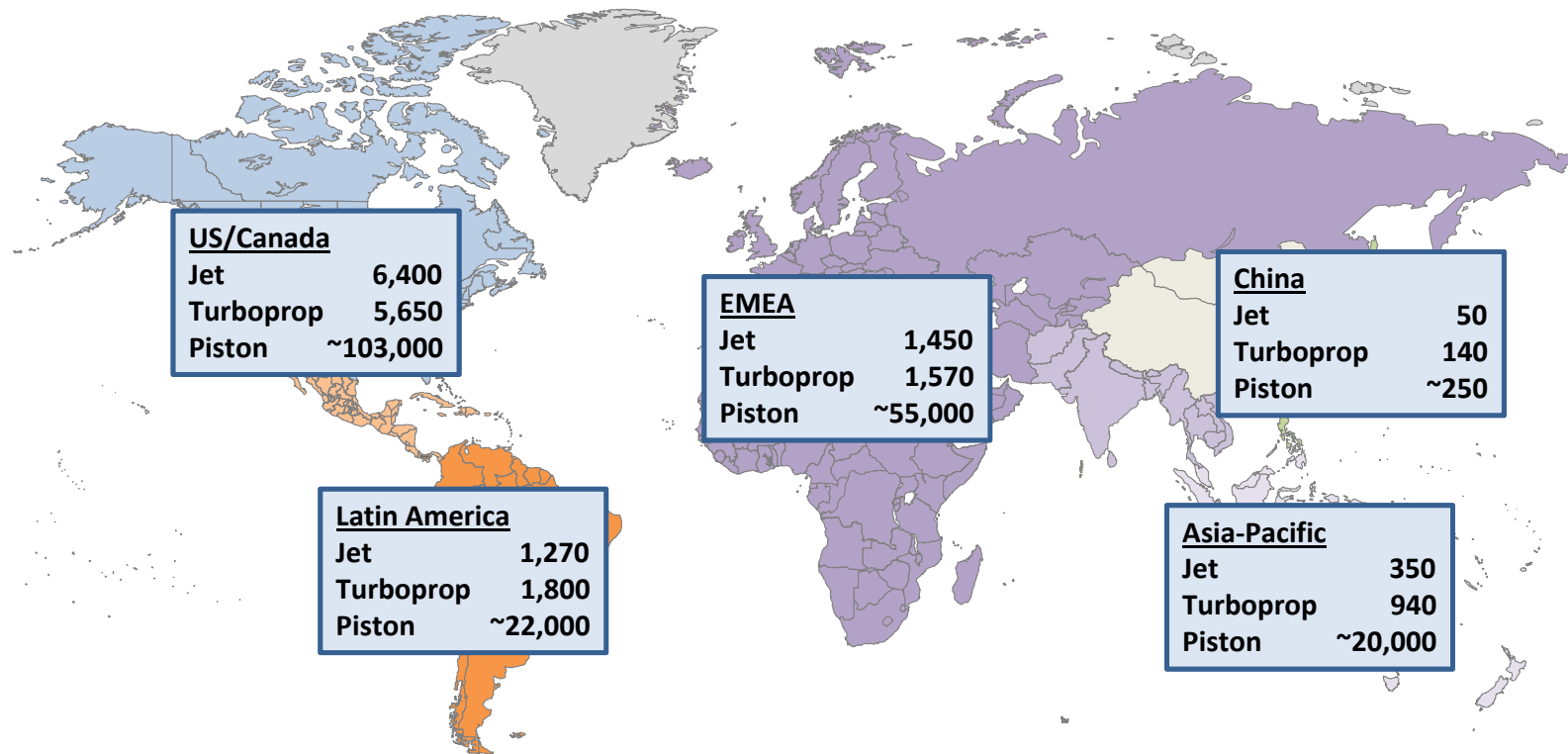
T-6 trainer

- 1,000 produced
- Focus on international sales
- Partnering with USG on next-gen pilot training
- High margin aftermarket business
- Potential 10-12 deliveries per year



Pilot Training Next

Textron Aviation Installed Base



Global installed fleet of over ~20,000 turbines driving aftermarket growth

Drive Aftermarket Growth



- Enhanced products
- Best in class customer experience
- World class distribution capability
- Able Aerospace



Summary



- Best in class product line
- Continued investments in the right segments
- Growing special mission business
- Largest installed base
- Strong Aftermarket business

