



**TEXTRON**

## Q3 2015 Earnings Call Presentation

October 27, 2015

The data in this package should be read in conjunction with the Textron earnings release and accompanying tables.



## 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 2015 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.

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## Key Data - Third Quarter, 2015

	Q3 2015	Q3 2014
	_____	_____
<b>Revenues</b>	<b>\$3.2B</b>	<b>\$3.4B</b>
<b>Segment Profit</b>	<b>\$312M</b>	<b>\$293M</b>
<b>EPS from Continuing Operations</b>	<b>\$0.63</b>	<b>\$0.57</b>
<b>Manufacturing Cash Flow Before Pension Contributions*</b>	<b>\$116M</b>	<b>\$144M</b>
<b>Pension Contributions</b>	<b>\$16M</b>	<b>\$17M</b>

\* Manufacturing cash flow before pension contributions is a non-GAAP measure that is defined and reconciled to GAAP in our earnings release.

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## Q3 2015 Sales Growth

	Sales Growth	M&A Impact	Core Sales Growth	FX Impact Unfav./ (Fav.)	Organic Growth Before FX
<b>Textron Aviation</b>	7.3%	-	7.3%	-	7.3%
<b>Bell</b>	(36.0%)	-	(36.0%)	-	(36.0%)
<b>Textron Systems</b>	17.3%	-	17.3%	-	17.3%
<b>Industrial</b>	5.5%	(0.8%)	4.7%	7.5%	12.2%
<b>Manufacturing</b>	<b>(7.1%)</b>	<b>(0.2%)</b>	<b>(7.3%)</b>	<b>1.7%</b>	<b>(5.6%)</b>
<b>Finance</b>	(32.0%)	-	(32.0%)	-	(32.0%)
<b>Total Segments</b>	<b>(7.3%)</b>	<b>(0.2%)</b>	<b>(7.5%)</b>	<b>1.8%</b>	<b>(5.7%)</b>

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## Finance Segment Credit Statistics

*(\$, millions)*

	<u>Q3 2015</u>	<u>Q2 2015</u>
<b>60+ Delinquency</b>	<b>\$66</b>	<b>\$63</b>
<b>Non-accrual</b>	<b>\$94</b>	<b>\$97</b>
<b>Finance Receivables</b>	<b>\$1,155</b>	<b>\$1,183</b>
<b>Shareholder's Equity*</b>	<b>\$217</b>	<b>\$234</b>

\*Reflects dividend of \$20M paid from TFC to TXT in Q3 2015

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## Outlook – Full Year, 2015

**EPS from Continuing Operations** **\$2.40 - \$2.50**

**Manufacturing Cash Flow  
Before Pension Contributions\*** **\$550M - \$650M**

**Pension Contributions** **~\$70M**

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