

## Bank of America Merrill Lynch

Global Industrials & EU Autos Conference 2016

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## Forward-Looking Information

Certain statements in today's discussion will be 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 our full disclosure located at the end of this presentation and included in our SEC filings.

## **Textron**

## Leading Branded Businesses

**Textron Aviation** 

36%



Cessna Aircraft **Beechcraft** Hawker

Bell



**Bell Helicopter** 

**Textron Systems** 



Weapon & Sensor **Systems** 

**Unmanned Systems** 

Marine & Land **Systems** 

TRU Simulation + **Training** 

Industrial Finance

26%



**Specialized** Vehicles **Tools & Test** Jacobsen

**Kautex** 

1%



**Textron Financial** 

2015 Revenue \$13.4B

## **Commitment to Future Growth**



Scorpion Hybrid ISR/Strike Aircraft



Cessna Citation Latitude, Longitude & Hemisphere



Bell 525 Relentless



Able Aerospace

Investing for future growth organically and through acquisitions

## **Financial Highlights**

- •Revenue down 3.3%; Segment Profit up 3.4%; EPS up 17.4%
- •2015 Year-End Gross Manufacturing Debt: \$2.7 billion
- Gross Manufacturing Debt/2015 EBITDA ~ 1.8 times
- 2015 Share Repurchases: 5.2 million shares
- 2015 Manufacturing cash flow before pension contributions:
   \$631 million
- S&P Credit Rating BBB/A-2

Capital available for value creating acquisitions and opportunistic share buyback







TEXTRON AVIATION

## **Textron Aviation**

\$4.8 Billion (2015 Revenue)













## Textron Aviation Reccharatt







#### One Citation Leads to Another



## TEXTRON Scorpion ISR/Strike Jet

- Designed for air defense, irregular warfare, border patrol, maritime surveillance, emergency relief, training and counter-narcotics mission sets
- Targeting operating cost under \$3,000/hr
- 500+ flight hours complete
- Production version (P1) expected to fly Q2 2016
- Pursuing U.S. Military Aircraft Airworthiness Accreditation
- Many customer demos executed





## Industrial

### \$3.5 Billion (2015 Revenue)



Tools & Test \$445 million



Specialized Vehicles & Jacobsen \$1,021 million



Kautex \$2,078 million

Focused on new products, cost productivity and geographic expansion

## Industrial – Driving Growth by **Investing in New Products**









**Cushman Hauler PRO** 

New products drive growth and profitability

## **Textron Systems**

\$1.5 Billion (2015 Revenue)





26% Simulation, **Training & Other** 



Weapon & **Sensor Systems** 



**Unmanned Systems** 



**Tactical** 



**TRU Simulation** + Training



**Electronic Systems** 



Air-to-Ground Weapons



Unattended Ground Sensors



Intelligent Networked Ground **Systems** 





Command & Control **Technologies** 





Marine



**Geospatial Solutions** & Advanced Information **Solutions** 



Lycoming **Engines** 

## **Unmanned Systems**

### **Unmanned Systems**

- Shadow® M2
- Shadow/Shadow V2
- Aerosonde™
- CUSV





## Command and Control Stations

- One System® Ground Control Station (GCS)
- One System Remote Video Terminal
- Universal GCS
- iCommand™

## Marine & Land Systems

#### Land

- COMMANDO™ Family of Vehicles
- Survivable Combat Tactical Vehicle™

#### **Maritime**

- Ship-to-Shore Connector
- Landing Craft, Air Cushion
- Motor Life Boat



**Canadian TAPV** 



Navy Ship-to-Shore Connector

## Weapon & Sensor Systems



Sensor Fuzed Weapon (SFW)

#### **Area Weapons**

- Sensor Fuzed Weapon
- CLean Area Weapon

#### **Area Denial**

- Spider
- Scorpion

#### Sensors

- Unattended Ground Sensors
- MicroObserver®

#### **Protection Systems**

Reentry Vehicles

#### **Advanced Weapons**

- BattleHawk™ Loitering Munition
- Guided CLean Area Weapons



Battlehawk™

## TRU Simulation + Training

## Air Transport Simulation



IcelandAir Cockpit

## Business & Military Simulation



CJ3 Flight Simulator

## Training Centers Mission & Maintenance and Services Training





**B-1B Weapon System Trainer** 

#### **2015 Major Milestones**

- ➤ Proflight earns FAA qualification for King Air 350i Pro Line Fusion® pilot training program
- ➤ New state-of-the-art Aviation Maintenance Academy in Wichita
- ➤ TRU Flight Training Iceland earns FAA qualification for its IcelandAir B757 Full Flight Simulator.



New business established in 2013 to pursue attractive growth market

## **Bell Helicopter**

\$3.5 Billion (2015 Revenues)

## Commercial

~\$1.5 Billion; 42%



206L4

429

407

**Huey II** 

412

Installed Base: ~10,000

## **Military**

~\$2.0 Billion; 58%



V-22 – Osprey

AH-1Z - Viper

**UH-1Y - Venom** 

Installed Base: ~3,000

## **Customer Service and Support**

Bell is the Industry standard for support

**#1 in Customer Support** 

- 22 years in a row ProPilot
- 9 years in a row AIN

Largest support network

- Over 100 customer service facilities in 34 countries
- Well positioned to support our customers wherever they operate

Supporting installed base of ~13,000

Strategically co-locating with Textron Aviation



**Spares** 

**Accessories** 

Completions

Repair & Overhaul

**Training Academy** 

**Field Services** 

**Depot Maintenance** 

**Electronic Logbook** 

## **Bell 525 Relentless**



Speed 155 Knots
Range 500+ NM
MGW 20,000+ Lbs
Useful Load 7,400+ Lbs
Passengers up to 18

- New "Super Medium" category
- Best-in-class payload range capability
- Best-in-class cabin and cargo volumes coupled with flexible cabin layout options
- Best-in-class crew visibility
- First commercial helicopter with proven fly-by-wire flight controls
- First helicopter with Garmin G5000H avionics
- Avionics, fly-by-wire and crew visibility comprise new "ARC Horizon" Cockpit System resulting in unparalleled overall situational awareness increasing safety margins
- Expected EIS 2017

## Bell 505 Jet Ranger X

- Cost-competitive, entrylevel aircraft
- Best-in-class awareness with fully integrated glass cockpit and superb exterior visibility
- Flat cabin floor with 5 forward-facing seats
- Safety enhancing design features to reduce pilot workload, improve situational awareness, and deliver superior auto rotation capabilities
- Expected EIS 2016



#### **Performance Targets**

Speed	125 knots
Range	360 to 420 nm
<b>Useful Load</b>	1,500 lbs
Ceiling	11,000 ft

Japan UH-X Program

- Selected by Japan to team with Fuji Heavy Industries on coproduction contract
- Program calls for 150 transport aircraft delivered over 20 years beginning in 2021
- Based on militarized version of Bell 412EPI model; includes development for modifications to Japanese specs
- Replacing aging fleet of Bell Hueys
- Potential for additional export aircraft sales





## H-1 Program Highlights

- 171 aircraft delivered through end of 2015
  - 125 UH-1Y
  - 46 AH-1Z
- Exceptional performance in-theater
- 84% logistics commonality
- AH-1Z widest array of ordnance for <u>any</u> attack helicopter
- August 2015 contract award for 35 aircraft, including first 3 units for Pakistan
- Pursuing other FMS opportunities





## V-22 Program Highlights

- Strong performance in-theater
- Included in U.S. Presidential budget for Navy COD mission, which calls for 44 aircraft
- Over 300,000 total flight hours
- Pursuing FMS and additional U.S. opportunities
  - Awarded first 5 units for Japan, expect 12 add'l units
- MYP II currently underway
  - 99 total aircraft: Option for 23 additional units
    - » 7 exercised to-date (including Japan)





Strong Program Execution and Operational Performance

## Bell V-280 Valor



- Speed 280 KTAS
- Combat Range 500-800nm
- Non-rotating, fixed engines
- Passengers 4 crew + 11 troops

- Third Generation Tiltrotor
- Army's Joint Multi Role/Future Vertical Lift (FVL) Technology Demonstrator (JMR/TD) program
- Full flight simulator demonstrating hands-on capabilities of the V-280 unveiled at Army Aviation Mission Solutions Summit in March, 2015
- First fuselage completed by Spirit in September, 2015
- First Flight Expected in 2017
- Leading Aerospace Companies Comprise Team
  - Lockheed Martin Meggitt IAI
  - General ElectricEatonSpirit
  - MoogAstronicsTRU
  - GKN– Lord

## Finance Segment

(1% of 2015 Textron Revenues)

### **YE15**

- Finance receivables: \$1.1B
- Shareholder's Equity: \$175M









## **Summary**

- Strong brands, solid top-line growth outlook
- Investing in new product development and innovation to support growth
- Advance execution and operational performance
- Strong cash flow generation and improving profitability

## Forward-Looking Information

Certain statements in this release and other oral and written statements made by us from time to time are "forwardlooking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements, which may describe strategies, goals, outlook or other non-historical matters, or project revenues, income, returns or other financial measures, often include words such as "believe," "expect," "anticipate," "intend," "plan," "estimate," "guidance," "project," "target," "potential," "will," "should," "could," "likely" or "may" and similar expressions intended to identify forward-looking statements. These statements are only predictions and involve known and unknown risks, uncertainties, and other factors that may cause our actual results to differ materially from those expressed or implied by such forward-looking statements. Given these uncertainties, you should not place undue reliance on these forward-looking statements. 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. In addition to those factors described in our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q under "Risk Factors", among the factors that could cause actual results to differ materially from past and projected future results are the following: Interruptions in the U.S. Government's ability to fund its activities and/or pay its obligations; changing priorities or reductions in the U.S. Government defense budget, including those related to military operations in foreign countries; our ability to perform as anticipated and to control costs under contracts with the U.S. Government; the U.S. Government's ability to unilaterally modify or terminate its contracts with us for the U.S. Government's convenience or for our failure to perform, to change applicable procurement and accounting policies, or, under certain circumstances, to withhold payment or suspend or debar us as a contractor eligible to receive future contract awards; changes in foreign military funding priorities or budget constraints and determinations, or changes in government regulations or policies on the export and import of military and commercial products; volatility in the global economy or changes in worldwide political conditions that adversely impact demand for our products; volatility in interest rates or foreign exchange rates; risks related to our international business, including establishing and maintaining facilities in locations around the world and relying on joint venture partners, subcontractors, suppliers, representatives, consultants and other business partners in connection with international business, including in emerging market countries; our Finance segment's ability to maintain portfolio credit quality or to realize full value of receivables; performance issues with key suppliers or subcontractors; legislative or regulatory actions, both domestic and foreign, impacting our operations or demand for our products; our ability to control costs and successfully implement various cost-reduction activities; the efficacy of research and development investments to develop new products or unanticipated expenses in connection with the launching of significant new products or programs; the timing of our new product launches or certifications of our new aircraft products; our ability to keep pace with our competitors in the introduction of new products and upgrades with features and technologies desired by our customers; pension plan assumptions and future contributions; demand softness or volatility in the markets in which we do business; and cybersecurity threats, including the potential misappropriation of assets or sensitive information, corruption of data or operational disruption.