



TATE
Technologies

Lake Street's BIG8 Conference

**NYC
Sep
2024**

LOOKING FORWARD STATEMENTS

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TAT UNIQUE PROPOSITION

EXPERIENCE AND EXPERTISE

Over 7 decades in defense and commercial aviation

DECADES OF EXCELLENCE

In MRO for Honeywell APU, Safran and Liebherr landing gears , and thermal components MRO

THERMAL SOLUTION

Over 60 years of design, production and repair of heat transfer solutions

OVER 300 CUSTOMERS

Partner with tier 1 aircraft manufacturers, system integrators and airlines

OVER \$410 MILLION

Backlog and LTA

3 OPERATIONAL SITES

Greensboro NC, Tulsa OK, Kiryat Gat Israel

KEY STRATEGIC PRODUCT SEGMENTS



THERMAL SYSTEMS &
COMPONENTS OEM
AND MRO

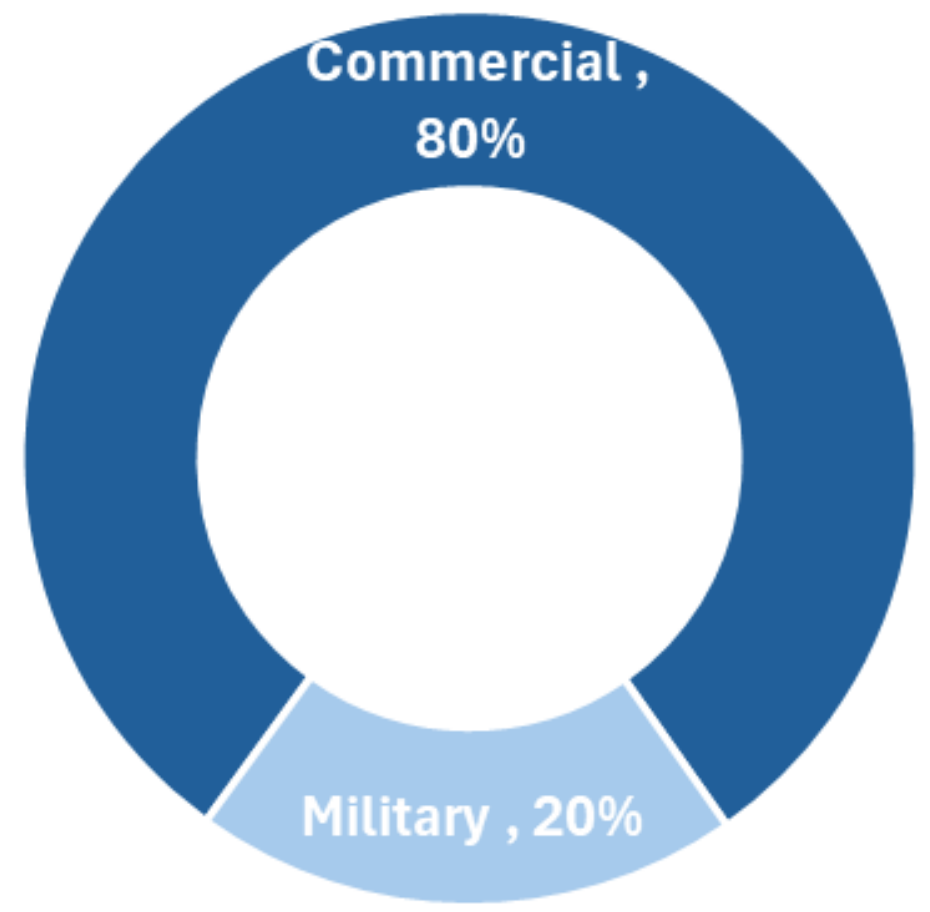
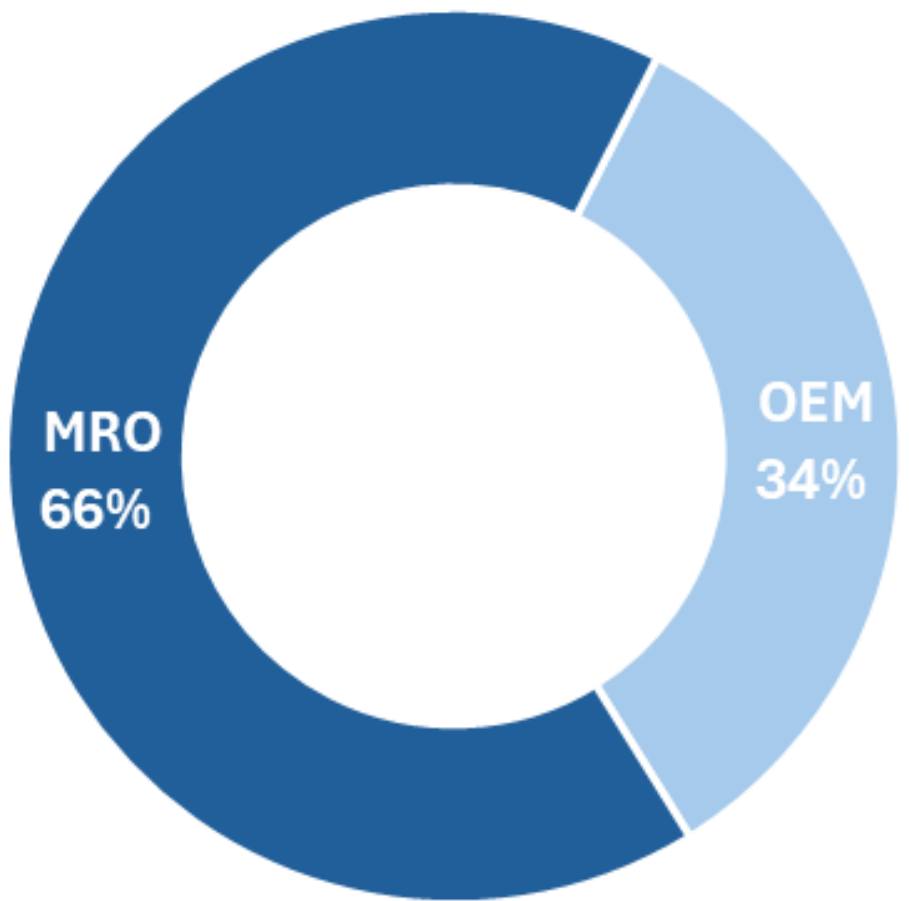


APU-HONEYWELL
AUTHORIZED MRO

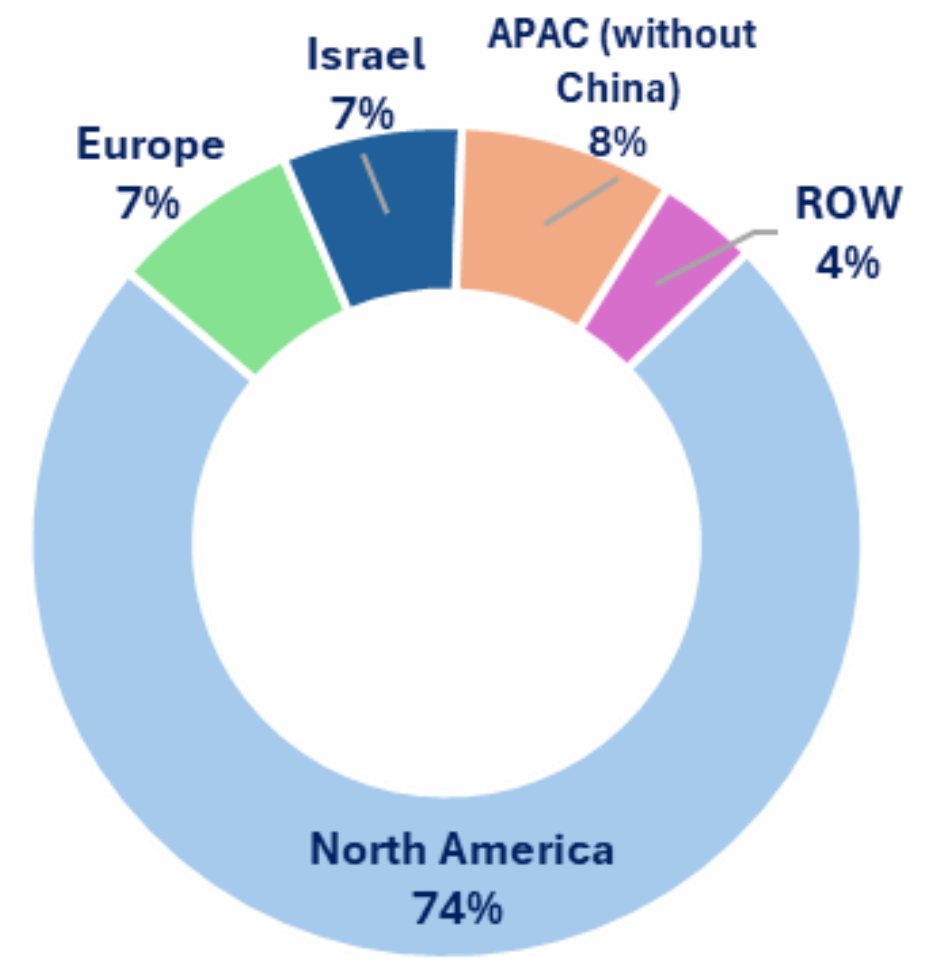


LANDING GEARS-
LIEBHERR & SAFRAN
AUTHORIZED MRO

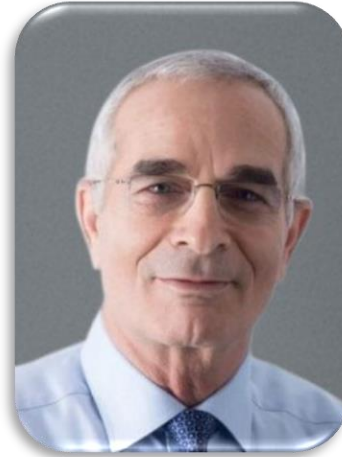
BUSINESS BREAKDOWN Q2-2024



Geographic Breakdown



TOP MANAGEMENT



Amos Malka

Chairman of the Board

In position since June 2016

Maj. Gen. (ret.) Former Head of the Israeli Defense Intelligence and Commander of the IDF Ground Forces Command. Retired in 2002.

Previous Positions:

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TAT IS DUALY LISTED ON NASDAQ (“TATT”) AND ON THE TEL- AVIV STOCK EXCHANGE (תתאט).

MAIN SHAREHOLDER: FIMI 26%

Second Quarter 2024 Results key indicators

In Millions USD	Q2-24	Q2-23	Δ	H1-24	H1-23	Δ
Revenues	36.5	26.8	↑ 36%	70.6	52.0	↑ 36%
Gross Profit	8.0	5.4	↑ 47%	15.0	9.7	↑ 55%
Gross Margin	21.9%	20.2%	↑ 170bp	21.3%	18.6%	↑ 270bp
Adjusted EBITDA	4.3	2.6	↑ 69%	8.0	4.6	↑ 73%
Adjusted EBITDA Margin	11.9%	9.6%	↑ 230bp	11.4%	8.9%	↑ 240bp
Net Profit	2.6	1.5	↑ 77%	4.7	2.1	↑ 122%
EPS (diluted, \$)	0.25	0.15	↑ 65%	0.44	0.22	↑ 95%

Significant Improvement across all Key Metrics

HONEYWELL STRATEGIC AGREEMENTS DURING 2020-21

MRO FOR B757/767,C17 APU

1,500 AIRCRAFTS

10 years agreement

Estimated annual market size of \$85M

SIGNED
09/2020

18 ENGINES PURCHASED AS HONEYWELL EXCLUSIVE ENGINE BANK FOR APU B777.

10 years agreement

Annual estimated lease income of \$4.5M

SIGNED
12/2020

MRO FOR B777 APU CURRENTLY 1,700 AIRCRAFT AND PRODUCTION IS ONGOING

10 years agreement

Estimated market size of \$290M Annually

SIGNED
12/2020

MRO FOR B737 & A 319-20-21 APU CURRENTLY 22,000 AIRCRAFT AND PRODUCTION IS ONGOING

10 years agreement




Estimated market size of over \$2,200M annually.

First customer launched Q1\24

SIGNED
06/2021

TAT is licensed to serve most of Honeywell's APUs installed in about 25,000 aircrafts and gained full capabilities to serve all engines since Q4-23 with a Total Addressable Market of more than \$2.5B annually.

The Opportunity

ENGINE	PLATFORM	CURRENT YEARLY MARKET SIZE	TAT'S CURRENT MARKET SHARE	MARKET SHARE POTENTIAL FOR THE COMING YEARS
331-20X	B767, B757, C17	\$85M	29%	53% 
331-500	B777	\$290M	NONE	10% 
131	B737, A319-21	\$2,200M	NONE	5% 

TAM prior Q1-24 < \$380M; and > \$2.5B After Q1-24



REVENUE AND EBITDA GROWTH ENGINES FOR 2024-2025

SEVERAL STRONG
PILLARS
WILL SUPPORT
THE GROWTH IN
REVENUE AND
EBITDA

Strong demand for products and services as the industry is ramping out of COVID- strong backlog coverage for 2024-2025

Strong growth in APU331-200 for 2024 and 2025

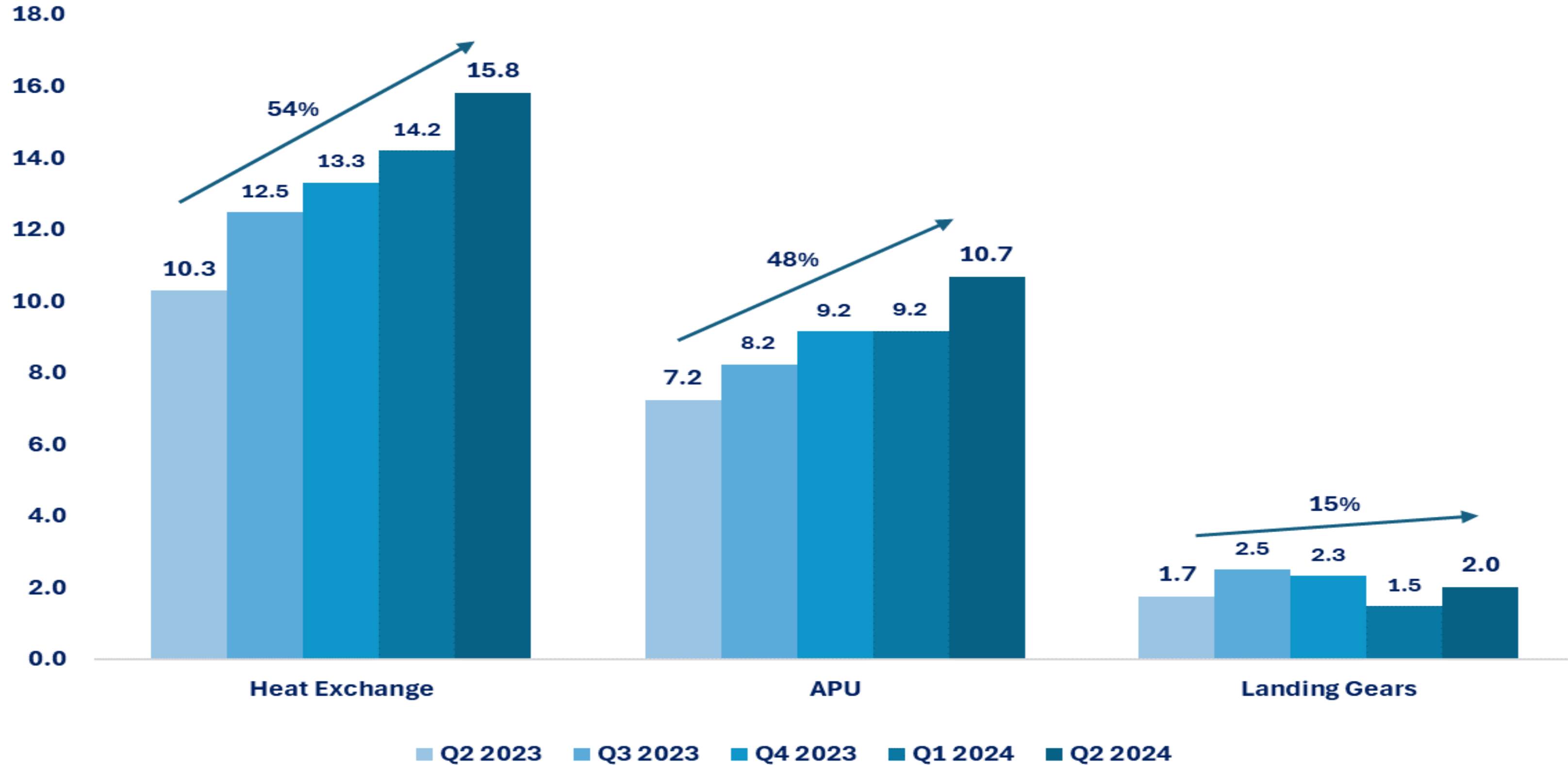
Growth from APU131 and 331-500 with improved profitability as we start penetrating the market

2 Strategic deals for landing-gears (LTA value of \$52M, expected ram-up in 2025)



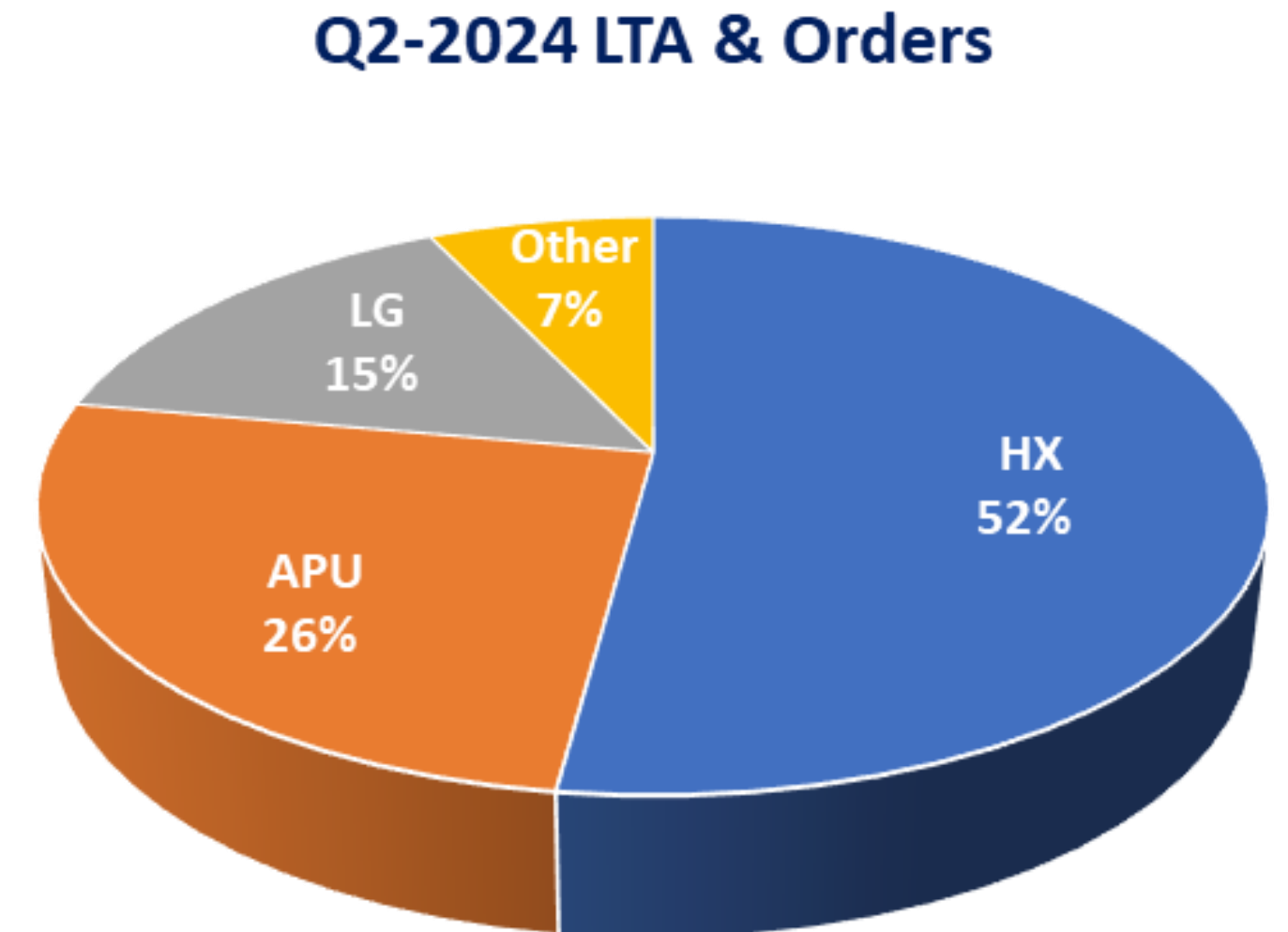
Fast Growing Trend – strategic segment growth

Revenues By Product (\$M)



Back-log

During Q2-24 TAT received orders of over 38M\$



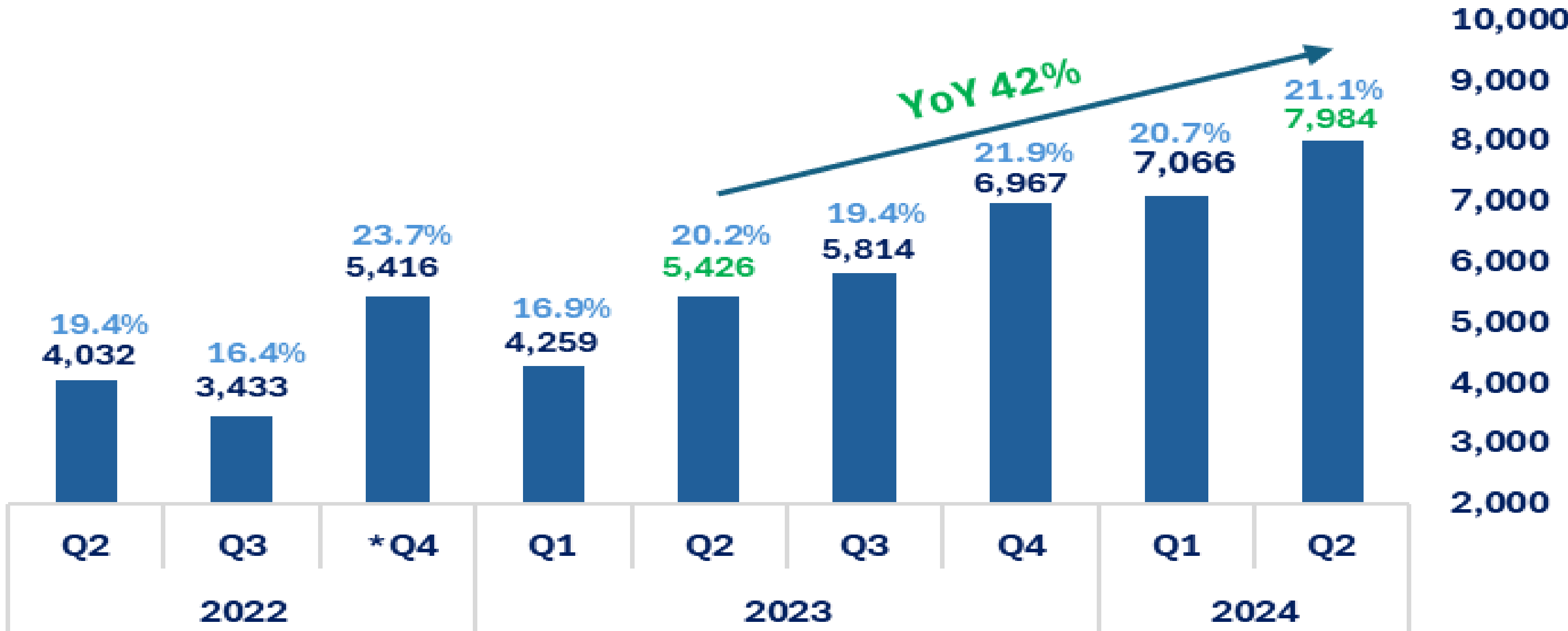
FINANCIALS

UPWARD TRENDING REVENUE



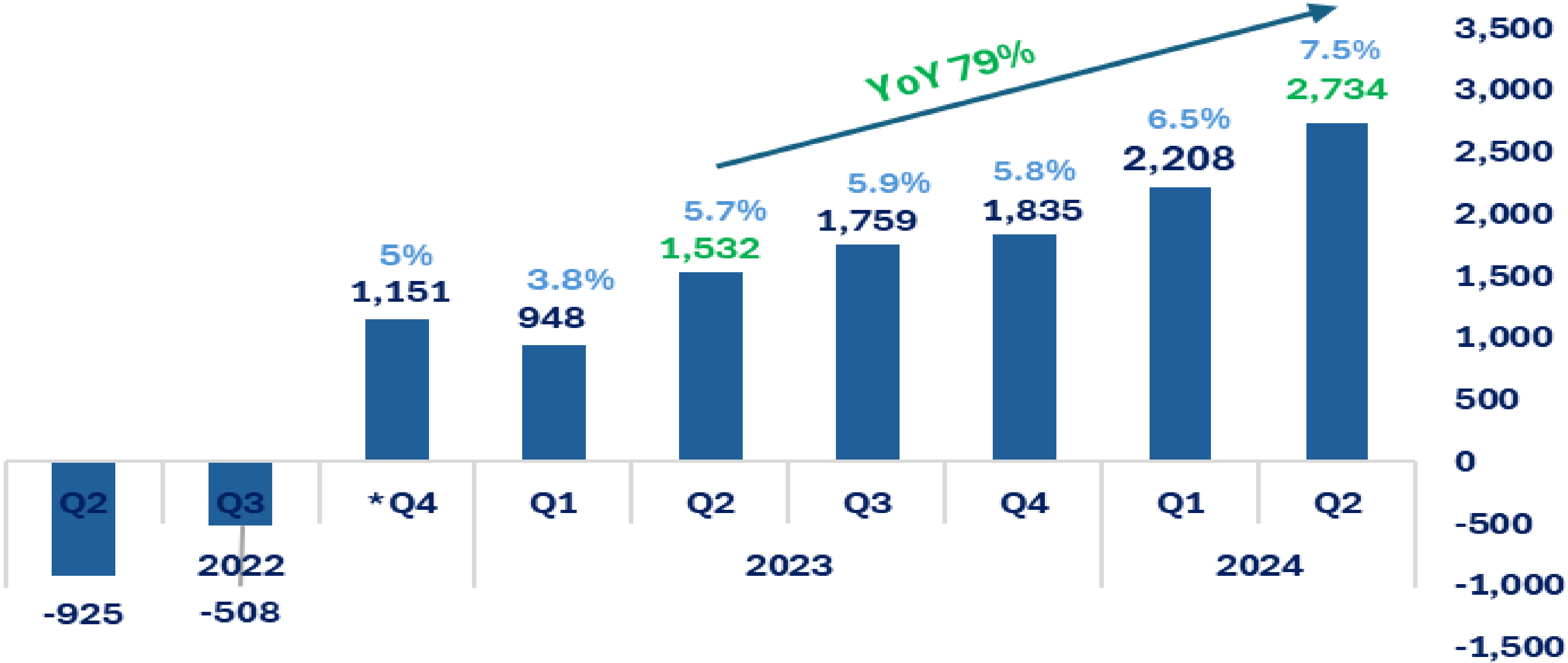
Leveraging growth to higher margins

Gross Profit & Margins (000'\$)



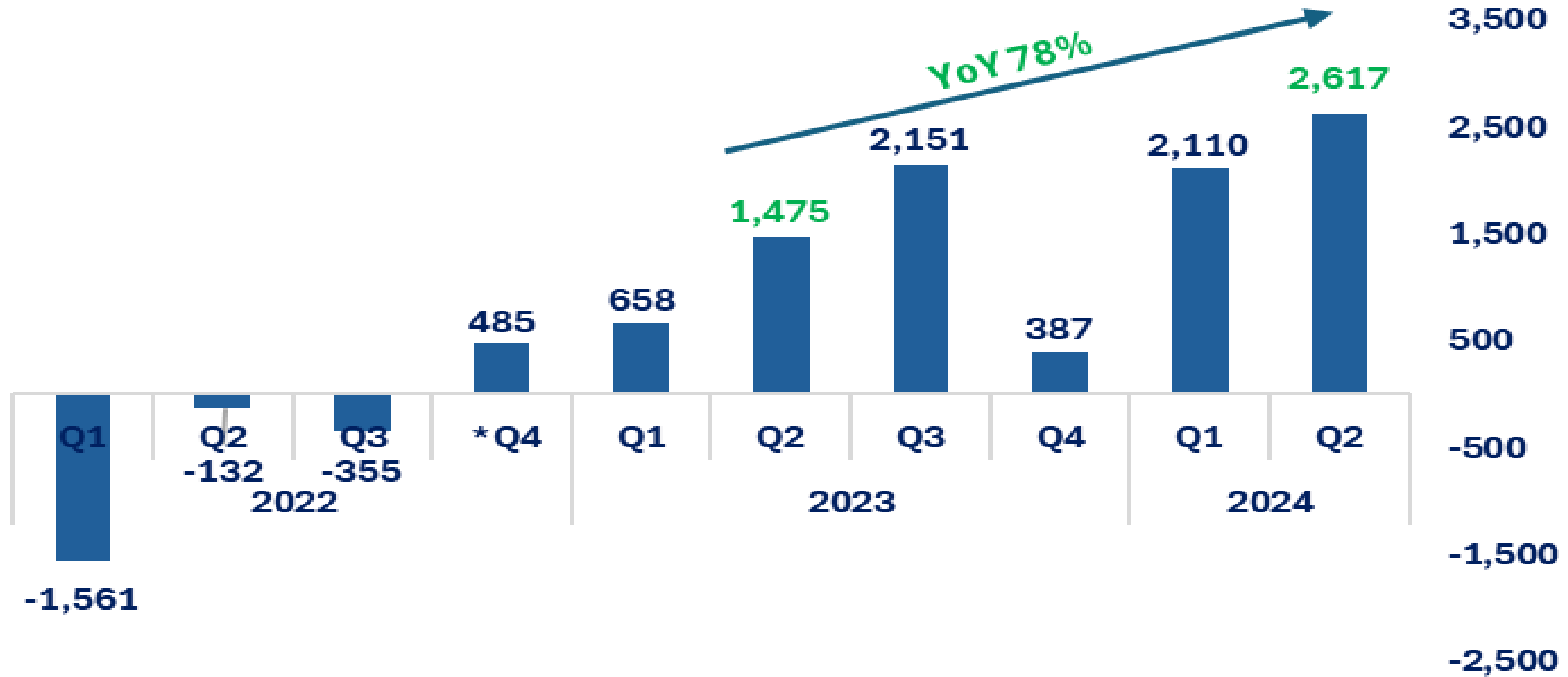
* Q4-22 include Grants

Operating Profit & margins (000'\$)



* Q4-22 include Grants

Net Income (000'\$)



* Q4-22 include Grants

A young boy with short blonde hair, seen from behind, is holding a paper airplane in his right hand. He is standing in a field of tall grass, looking out over a cityscape at sunset. The sky is a warm, golden color, and the sun is low on the horizon, creating a soft glow. The paper airplane is white with a green nose and tail. The overall mood is hopeful and aspirational.

THANK YOU

IR contact
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Erany@tat-technologies.com

[Q224 Investor Deck >](#)



INVESTOR'S PRESENTATION

August 2024



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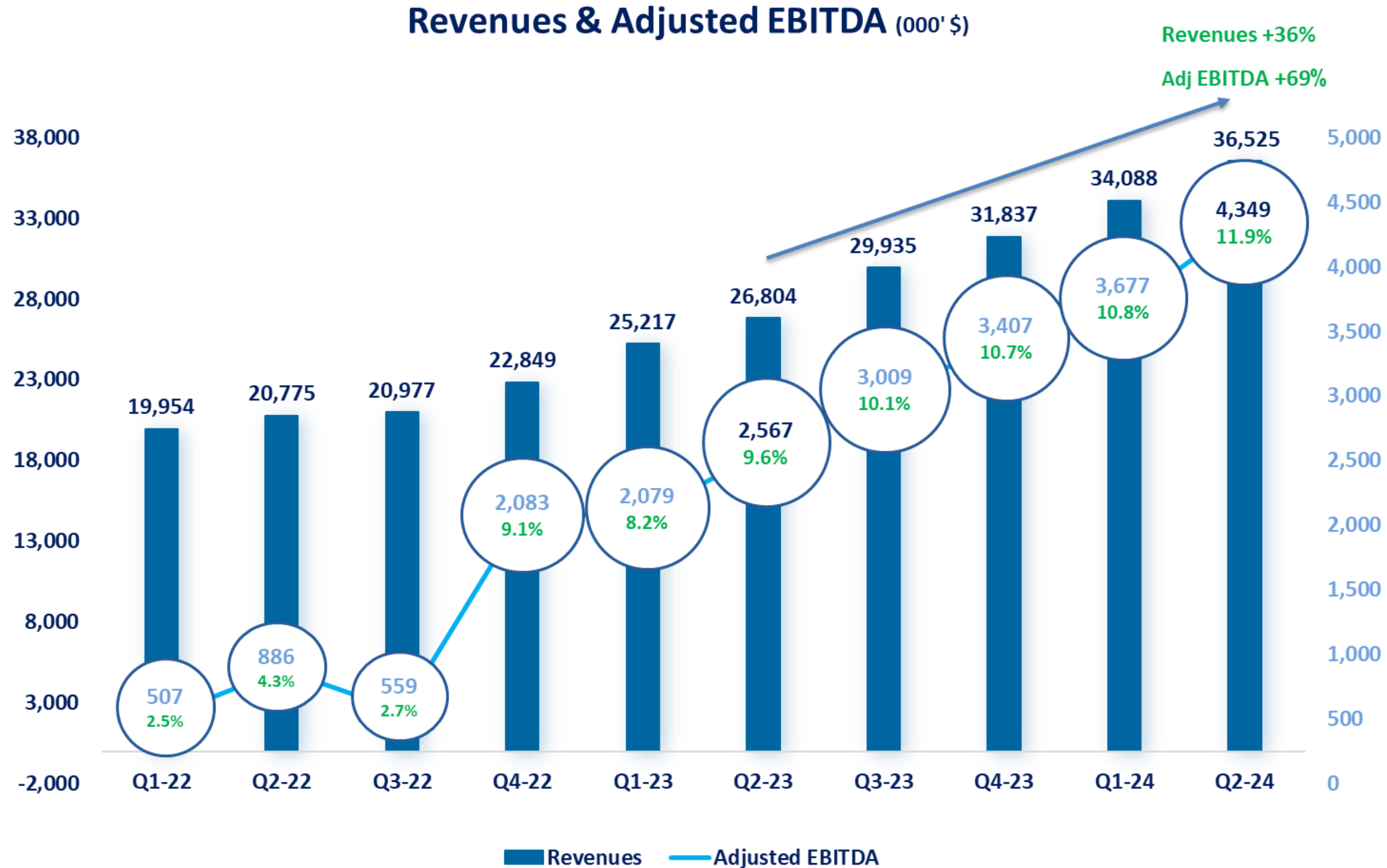
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Net Income	2,617	1,475	1,142 +77%	4,727	2,133	2,594 +122%

Improvement in all parameters compared to Q2-2023

UPWARD TREND IN REVENUE AND EBITDA STARTED IN Q4/22



Revenues and Profit

TAT P&L (000'\$)	Q2-23	Q3-23	Q4-23	Q1-24	Q2-24	Q2 YOY
Revenues	26,804	29,935	31,836	34,088	36,525	36%
Gross Profit	5,426	5,814	6,967	7,066	7,984	47%
Operating Profit	1,532	1,759	1,835	2,208	2,734	78%
Net Profit	1,475	2,151	387	2,110	2,617	77%
EPS (diluted, \$)	0.15	0.24	0.04	0.19	0.25	65%
Adjusted EBITDA	2,567	3,009	3,407	3,677	4,349	69%

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Over 7 decades in defense and commercial aviation

DECADES OF EXCELLENCE

In MRO for Honeywell APU, Safran and Liebherr landing gears , and thermal components MRO

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OVER 300 CUSTOMERS

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OVER \$400 MILLION

Backlog and LTA

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KEY STRATEGIC PRODUCT SEGMENTS



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COMPONENTS OEM
AND MRO



APU-HONEYWELL
AUTHORIZED MRO



LANDING GEARS-
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GLOBAL PRESENCE

TULSA, OKLAHOMA

OEM & MRO
THERMAL MANAGEMENT
SOLUTIONS

GREENSBORO, NORTH CAROLINA

MRO
POWER & ACTUATION SOLUTIONS

CHARLOTTE, NORTH CAROLINA

GROUP OFFICE

KIRYAT GAT, ISRAEL

OEM & MRO
THERMAL MANAGEMENT AND
POWER & ACTUATION SOLUTIONS

SCENZHEN CHINA

THERMAL COMPONENTS
MRO – IN PARTNERSHIP
WITH LTS -
LUFTHANSA SHENZHEN

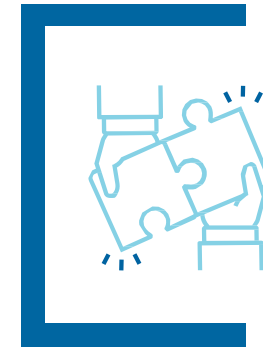
 FULL OWNERSHIP

 PARTIAL OWNERSHIP /
COLLABORATION

STRATEGIC SHIFT – KEY ELEMENTS 2020 – 2024

STRONG MRO PARTNERSHIP WITH HONEYWELL

for certifications and part costs on the new APU models (LTAs over \$90M)

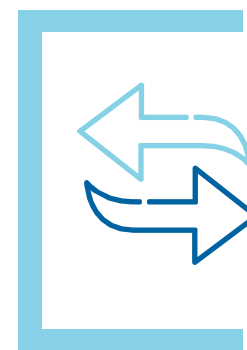


FROM 4 INDEPENDENT COMPANIES TO ONE GROUP WITH 3 OPERATIONAL SITES

centralized S&M, R&D and finance team. Cost savings of \$1.5 million a year

ESTABLISHED STRONG PRESENCE IN APU LEASING AND PARTS TRADING

(10 years exclusive contract with Honeywell)



FROM LEGACY PRODUCTS TO NEW PRODUCTS AND PLATFORM

(Heat exchangers, APU and Landing gears)

PARTNERSHIP WITH GULFSTREAM FOR THE GS4&5 AND WITH REPUBLIC AIRLINE

for the E170 landing gear MRO (with LTA worth over \$55M)

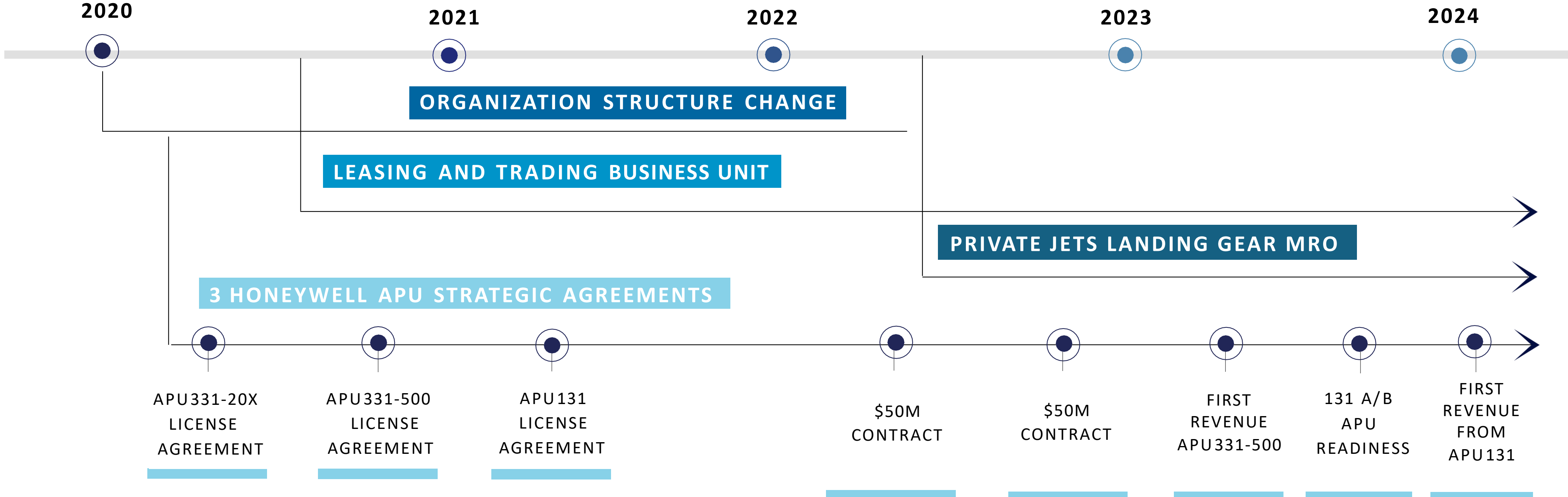


INCREASE THE NUMBER OF ACCOUNTS WITH ANNUAL REVENUE ABOVE \$5M

and reduce the long tail of small accounts



STRATEGIC SHIFT TIMELINE - STARTED IN 2020



HONEYWELL STRATEGIC AGREEMENTS DURING 2020-21

MRO FOR B757/767,C17 APU
1,500 AIRCRAFTS
10 years agreement
Estimated annual market size of \$85M

SIGNED
09/2020

18 ENGINES PURCHASED AS HONEYWELL EXCLUSIVE ENGINE BANK FOR APU B777. CURRENTLY 1,700 AIRCRAFTS AND PRODUCTION IS ONGOING.
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SIGNED
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MRO FOR B777 APU
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HONEYWELL STRATEGIC DEALS POTENTIAL

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REVENUE AND EBITDA GROWTH ENGINES FOR 2024-2025

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Strong demand for products and services as the industry is ramping out of COVID- strong backlog coverage for 2024-2025

Strong growth in APU331-200 for 2024 and 2025

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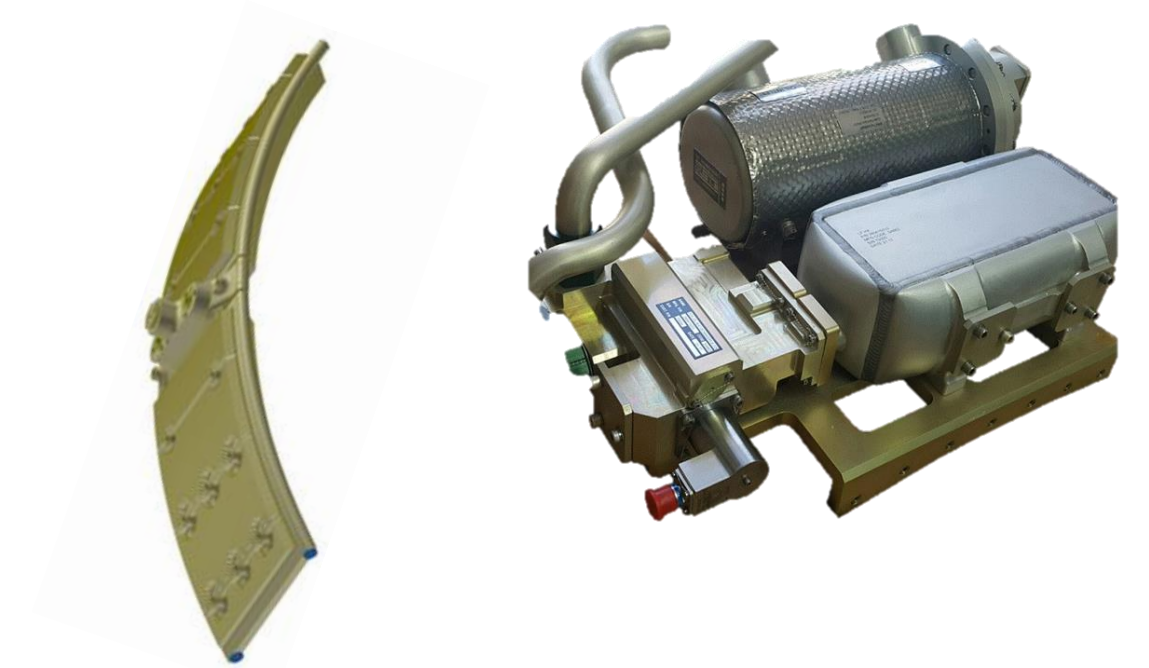
NEW TECHNOLOGIES: LONG-TERM GROWTH POTENTIAL



THERMAL SYSTEMS
FOR ELECTRICAL
AIRCRAFT AND
AUTONOMOUS
AIRCRAFTS



ADDITIVE
MANUFACTURING
AND 3D PRINTING



CONFORMAL HEAT
EXCHANGERS AND
OIL COOLERS FOR
ENGINES

LATEST INVESTOR NEWS



TAT Signs a new \$50M contract with a major airline

June 9, 2022

[Read more](#)



TAT signs a contract expansion valued \$6 million a year with Collins Aerospace

October 18, 2022

[Read more](#)



TAT signs a five years contract extension valued \$50M with a major airline

February 6, 2023

[Read more](#)



TAT received first APU331-500 order

June 13, 2023

[Read more](#)



TAT Signed a new \$7.5M contract with a major carrier

August 16, 2023

[Read more](#)



TAT completed a private placement to Israeli investors

December 28, 2023

[Read more](#)



TAT signs a \$10 million contract with a major airline

January 16, 2024

[Read more](#)

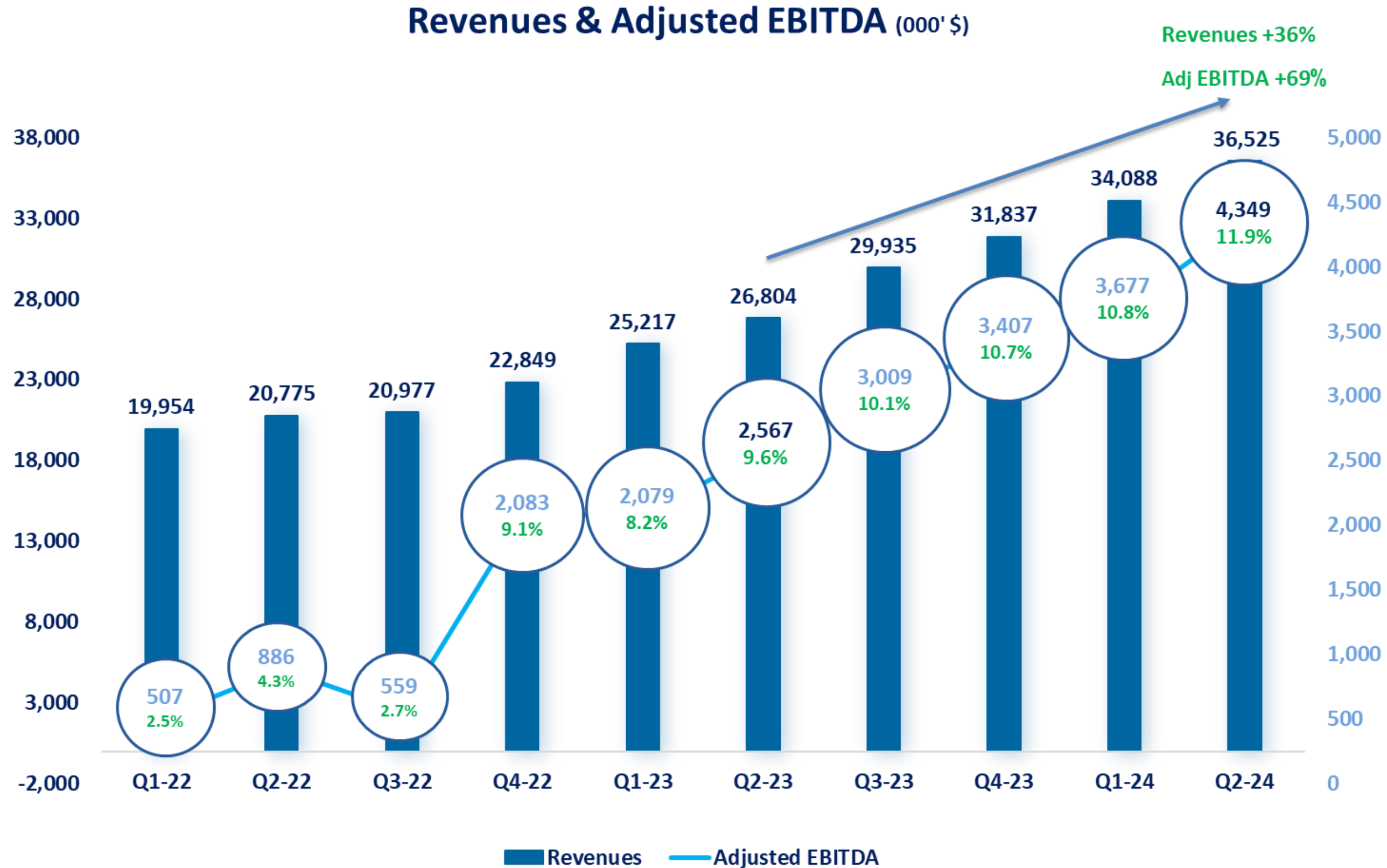
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UPWARD TREND IN REVENUE AND EBITDA STARTED IN Q4/22





Revenues by Product

Revenues By Product (000' \$)	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q2 YOY
Heat Exchange	10,287	12,480	13,311	14,197	15,813	54%
APU	7,228	8,231	9,152	9,171	10,672	48%
Trading & Leasing	2,564	1,770	2,237	2,901	1,958	-24%
Accessories	1,890	1,686	1,440	2,870	2,642	40%
Landing Gears	1,745	2,502	2,315	1,478	2,011	15%
Others	3,086	3,267	3,300	3,472	3,430	11%
Total Revenues	26,801	29,936	31,755	34,088	36,525	36%
YoY	28%	43%	36%	35%	36%	

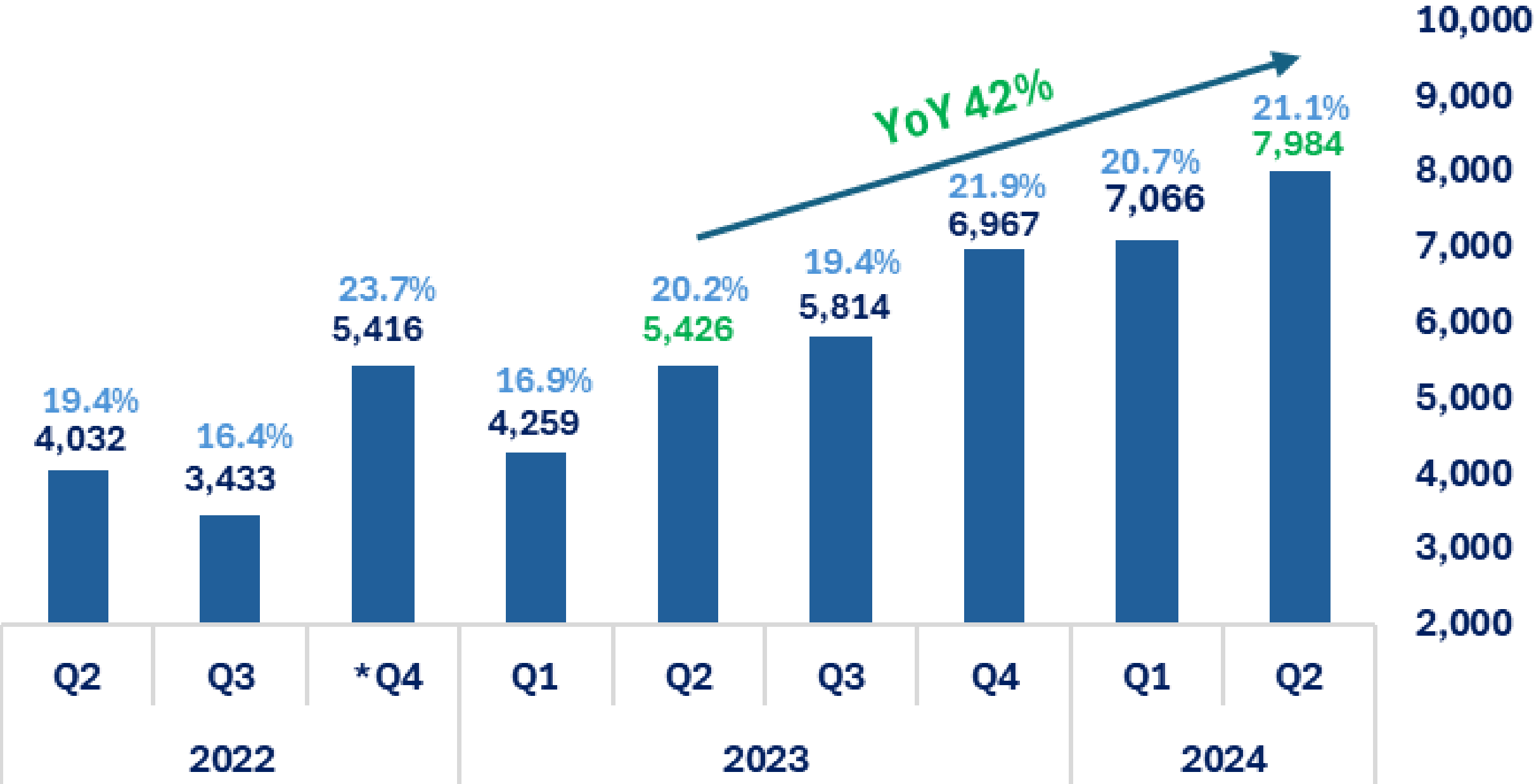
Product segment growth works according to our strategy

UPWARD TRENDING REVENUE



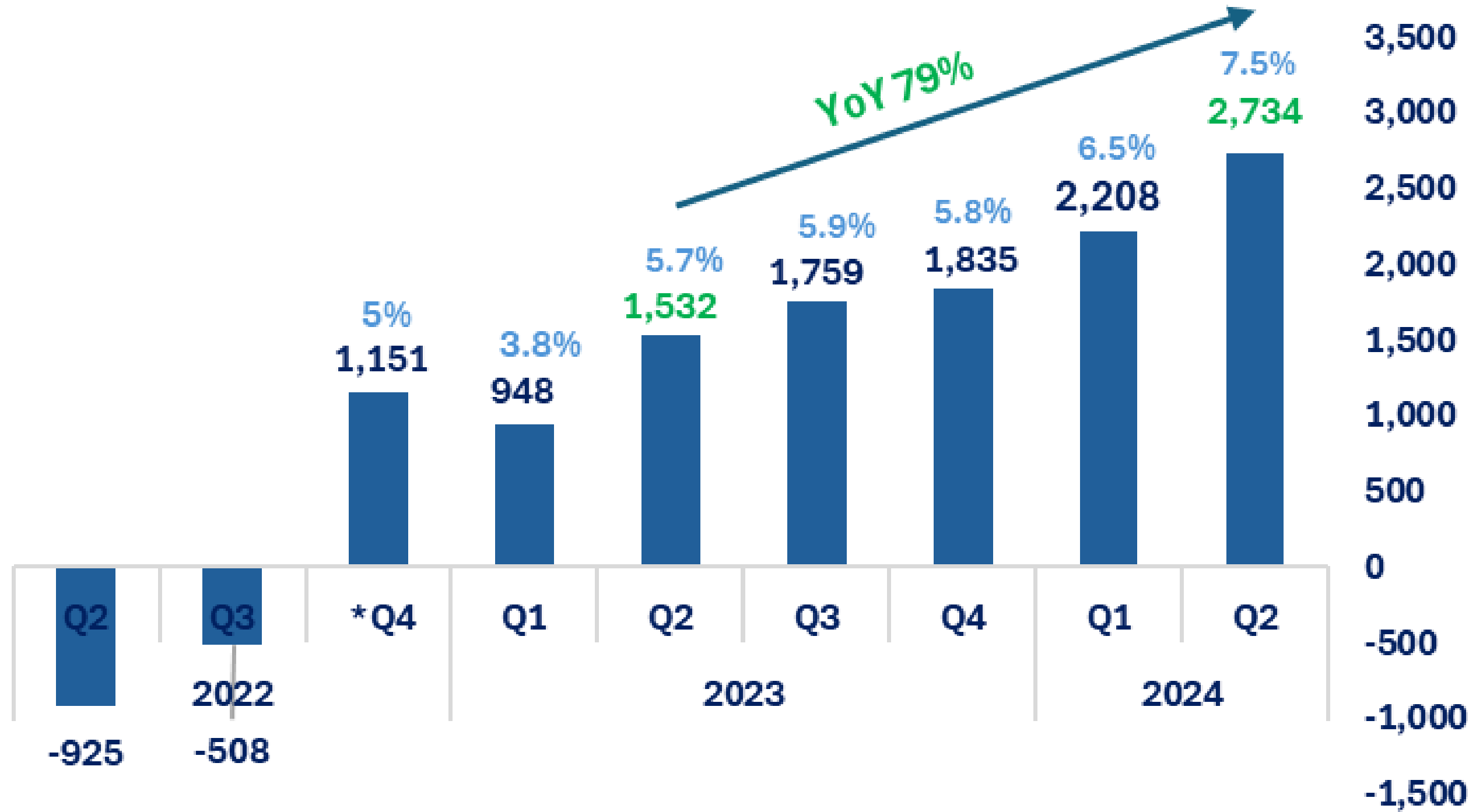
Improve Profit and Margins

Gross Profit & Margins (000'\$)



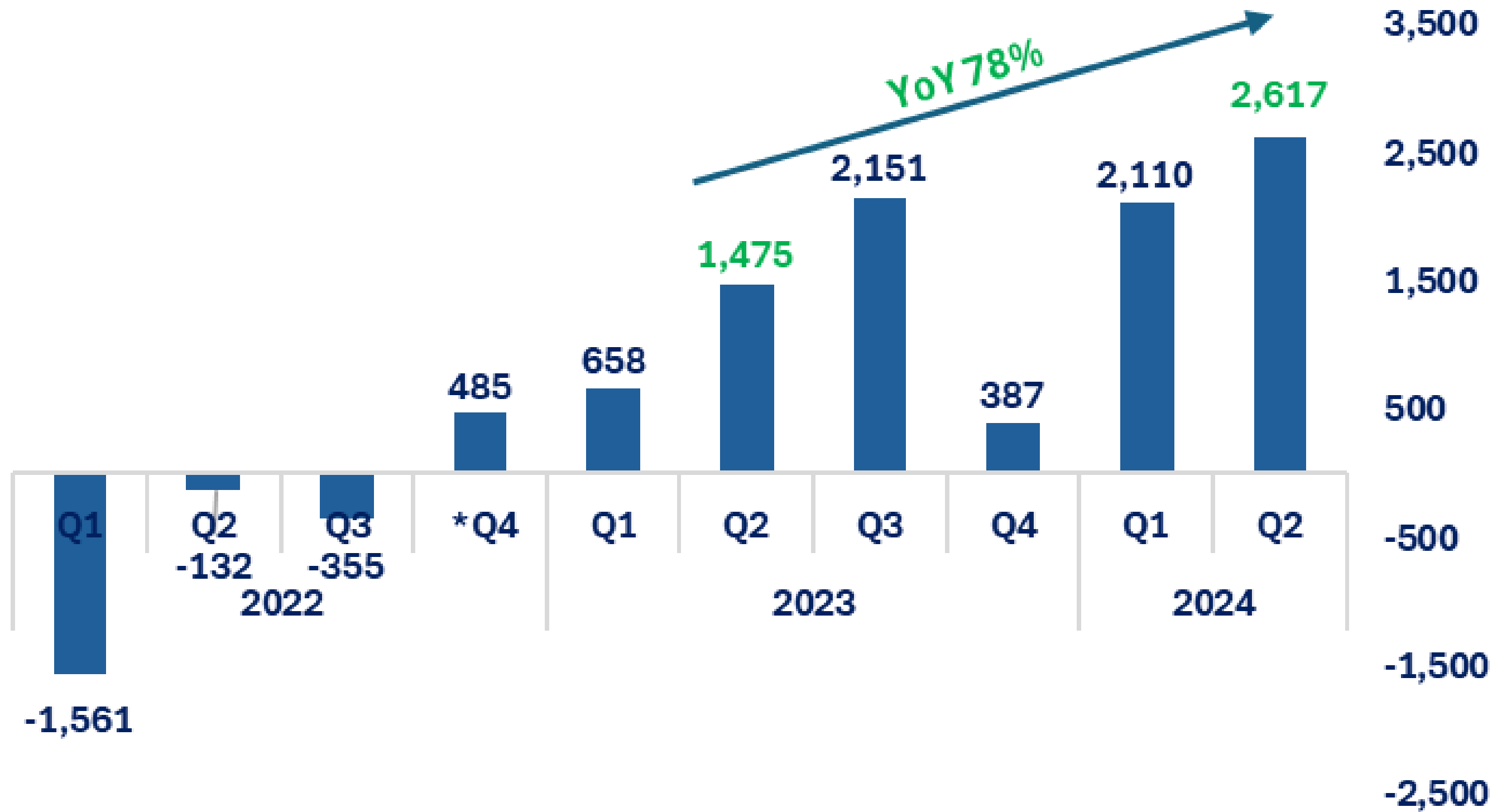
* Q4-22 include Grants

Operating Profit & margins (000'\$)



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Net Income (000'\$)

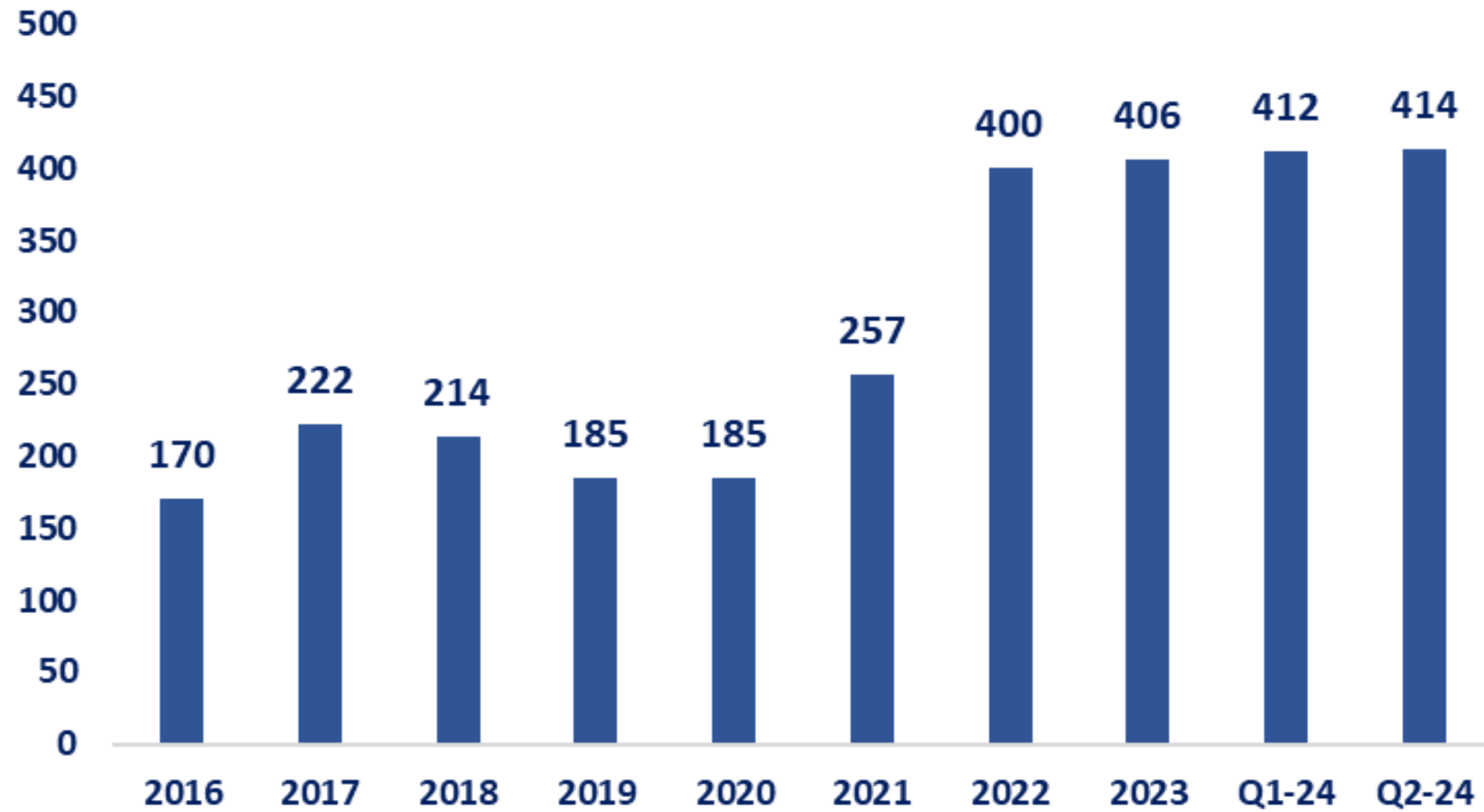


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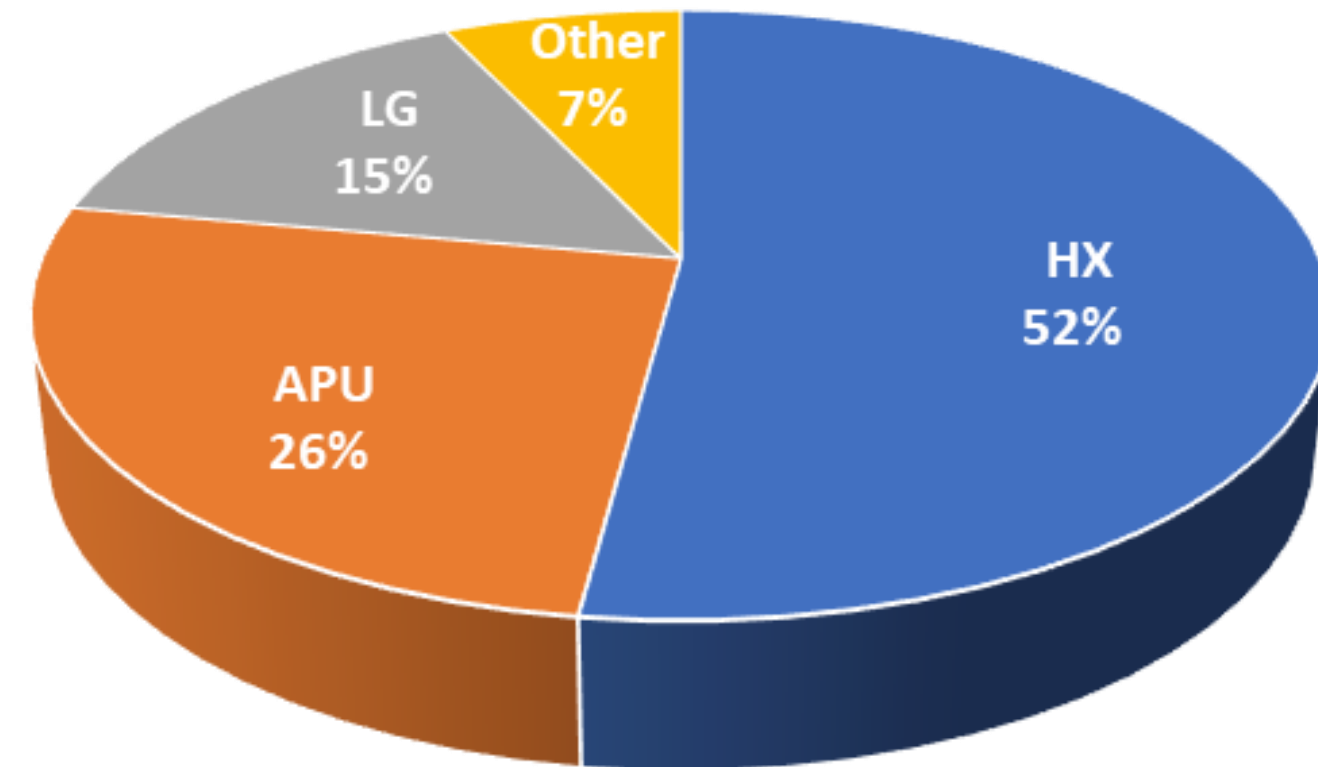
Back-log

During the 2nd quarter TAT received orders of over 38M\$

LTA & Orders (M\$)

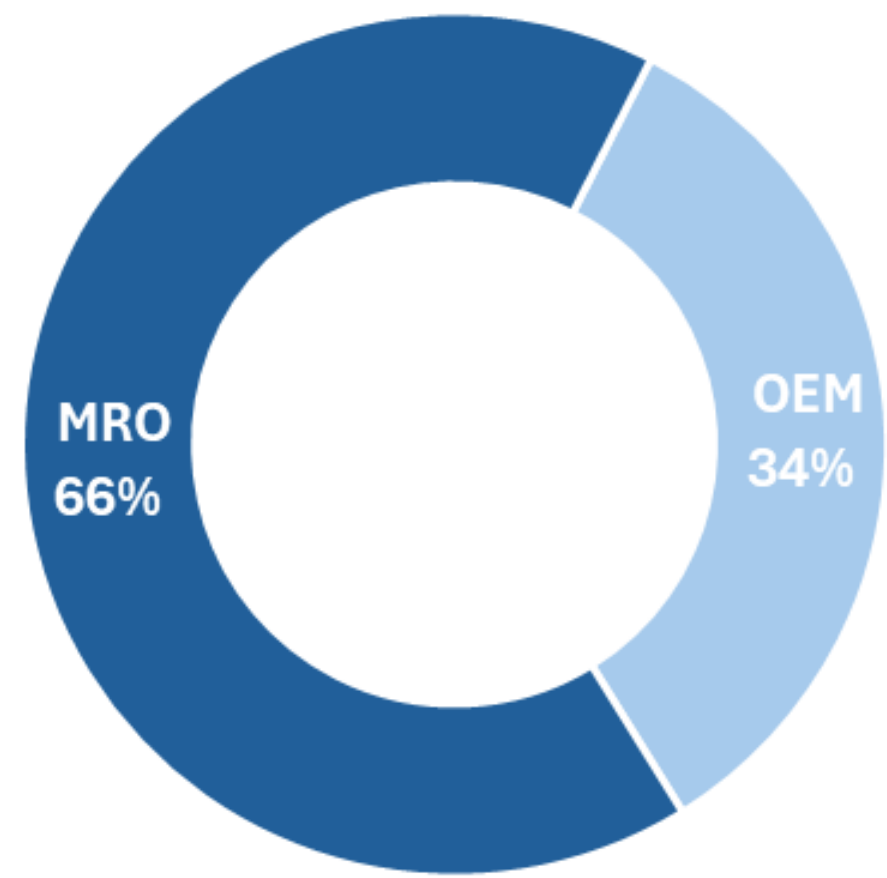


Q2-2024 LTA & Orders

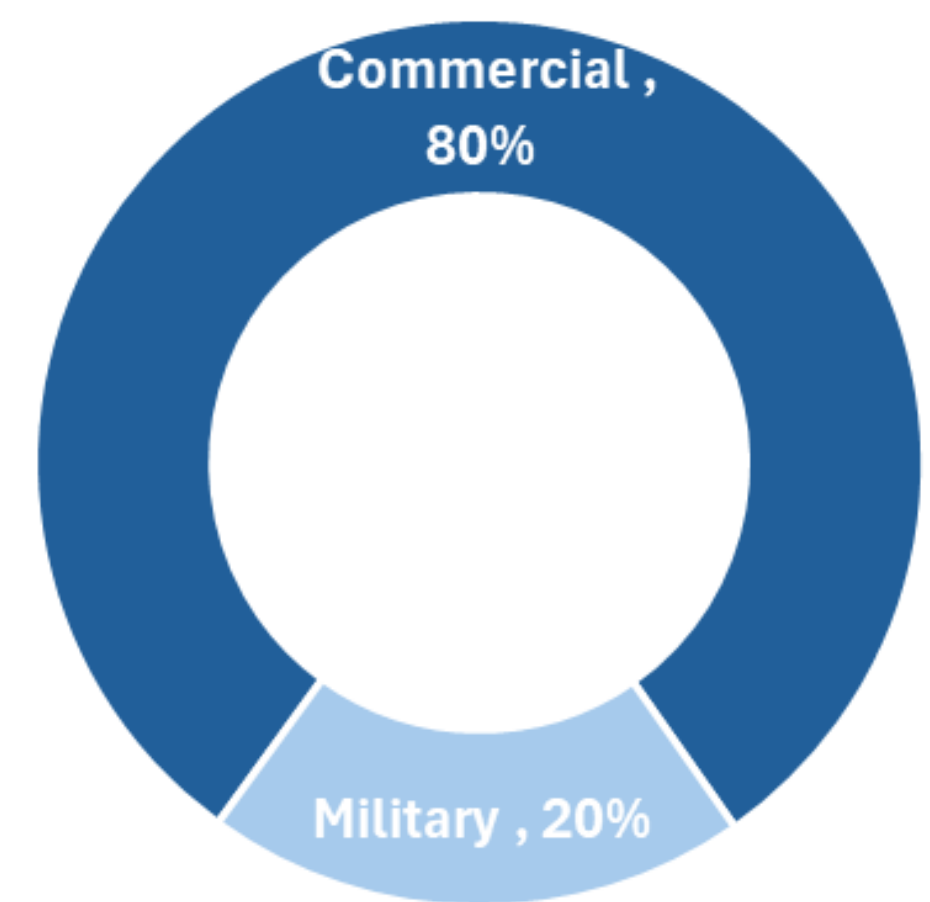


BUSINESS BREAKDOWN Q2-2024

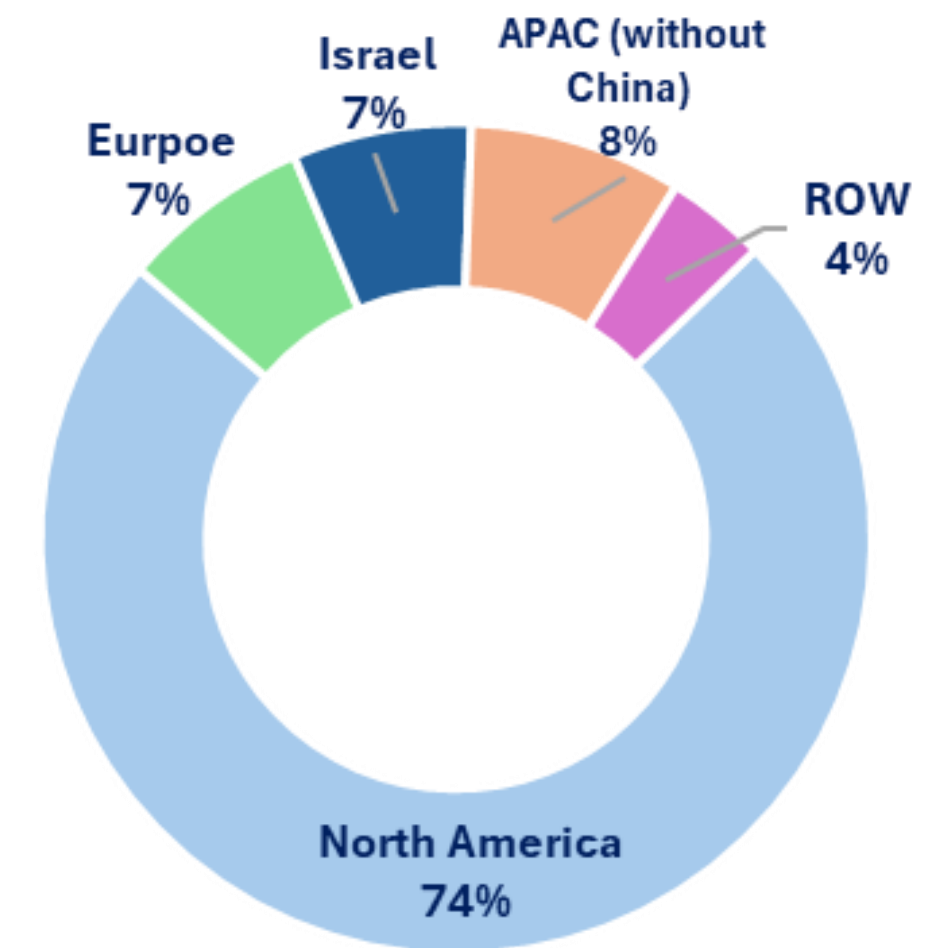
OEM MRO



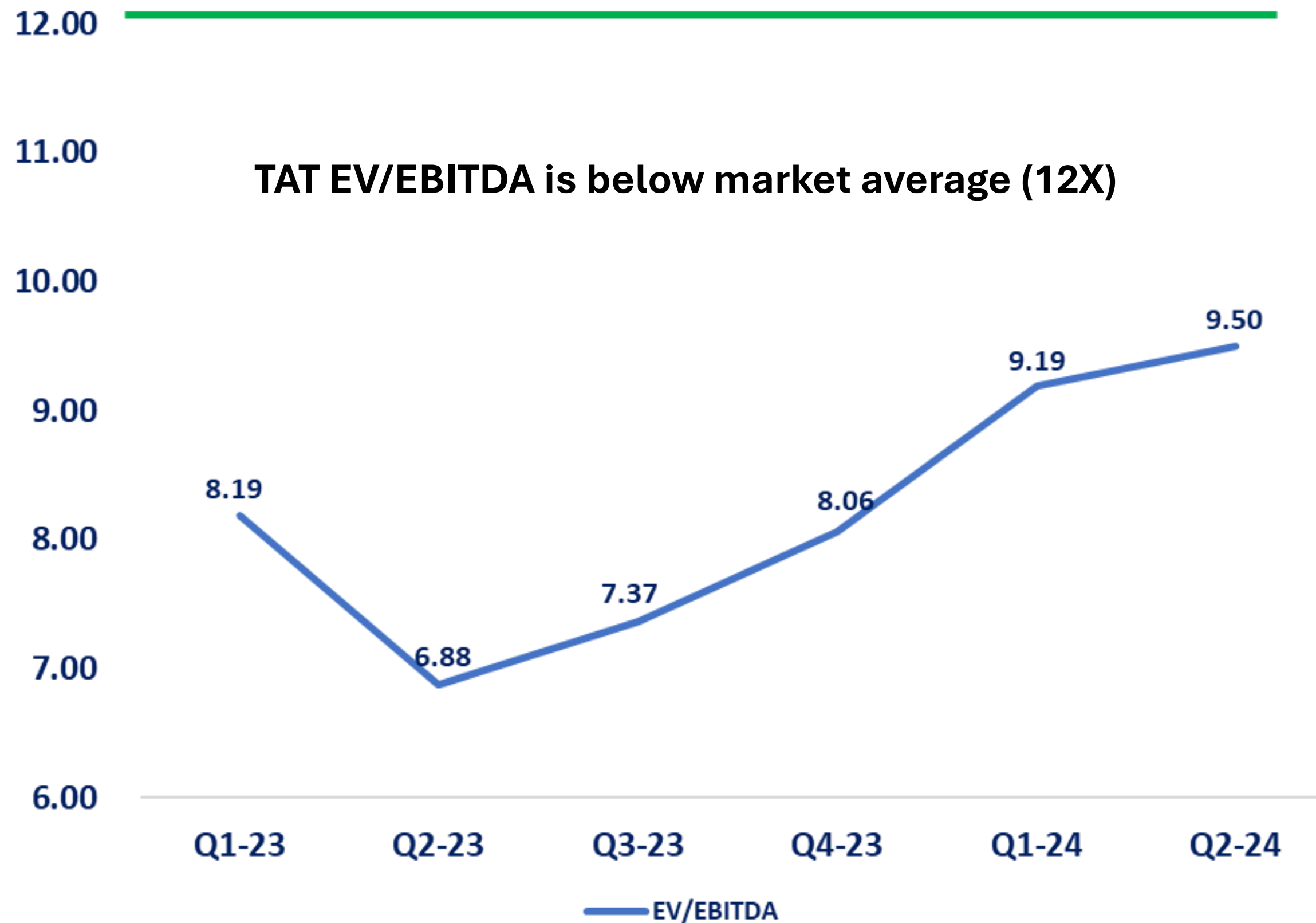
Commercial Military




Geographic Breakdown



TAT Technologies (NASDAQ:TATT) Multiples





APPENDICES PRODUCT LINES AND SERVICES

WE KEEP OUR CUSTOMERS FLYING

**MORE THAN
300 CUSTOMERS**

**WORKING WITH MORE THAN
50 MAJOR AIRLINES**

**5 LARGEST CUSTOMERS,
PRESENT 33% OF REVENUE**



WE KEEP OUR CUSTOMERS FLYING



THERMAL MANAGEMENT

DESIGN,
MANUFACTURE
(OEM) AND
MRO SERVICES
FOR THERMAL
MANAGEMENT
SOLUTIONS



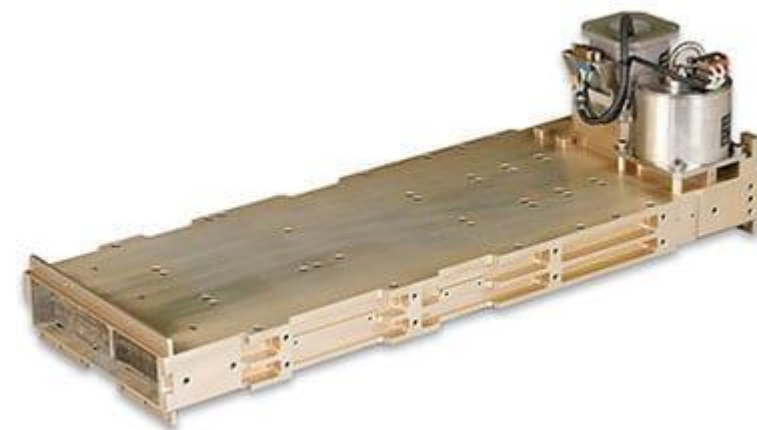
HEAT EXCHANGERS



COLD PLATES



OIL COOLERS



ELECTRONIC DEVICES
COOLING SYSTEM

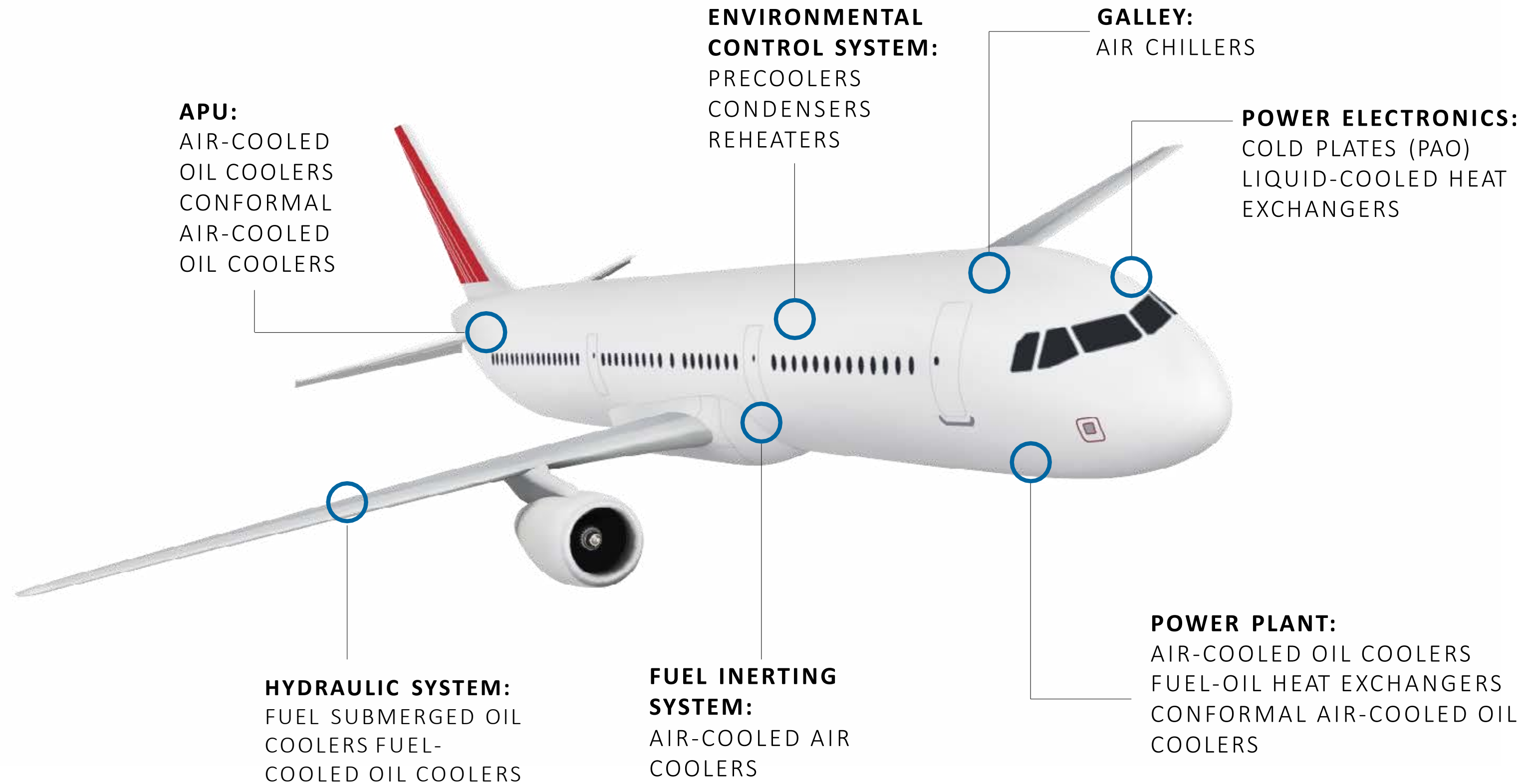


FUEL SUBMERGED HX



ECU

THERMAL MANAGEMENT SOLUTIONS



POWER AND ACTUATION

DESIGN, MANUFACTURING
AND MRO SERVICES FOR
POWER AND ACTUATION
SOLUTIONS



APU



LANDING GEARS



FUEL SYSTEM
ACCESSORIES



ECS ACCESSORIES



BLADES



COOLING SYSTEMS
ACCESSORIES



PUMPS

THANK YOU