

2014 Full-year results

24 February 2015

MEGGITT

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Highlights

Stephen Young - Chief Executive



Financial highlights

Return to growth in H2

- » Organic order intake up 9%; organic revenue flat
- » Second half organic revenue growth of 3%
 - Civil OE +4%
 - Civil aftermarket +7%
 - Military -1%
 - Energy -4%
- » Underlying EPS of 32.4p
- » Free cash flow of £147m
- » Increased capital returns to shareholders
 - » Proposed increase in full-year dividend of 8% to 13.75p
 - » Share buyback launched in November 2014

Strategic & operational highlights

Focus on execution

- » Research and development expenditure up 10% to £148m
 - » Investment in new product introduction
 - Over 1,800 new part numbers being industrialised
 - NPI running at three times the historical average
 - » Great progress on MPS implementation
 - Programme now launched at 29 primary sites; balance in 2015
 - 16 sites working towards yellow completion, and 1 site working towards green completion
 - 84% improvement in quality; 10% improvement in on-time delivery
 - » Optimisation of manufacturing estate
 - Multi-year plan to streamline operations across fewer core sites
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Financial Review

Doug Webb – Chief Financial Officer



Income statement

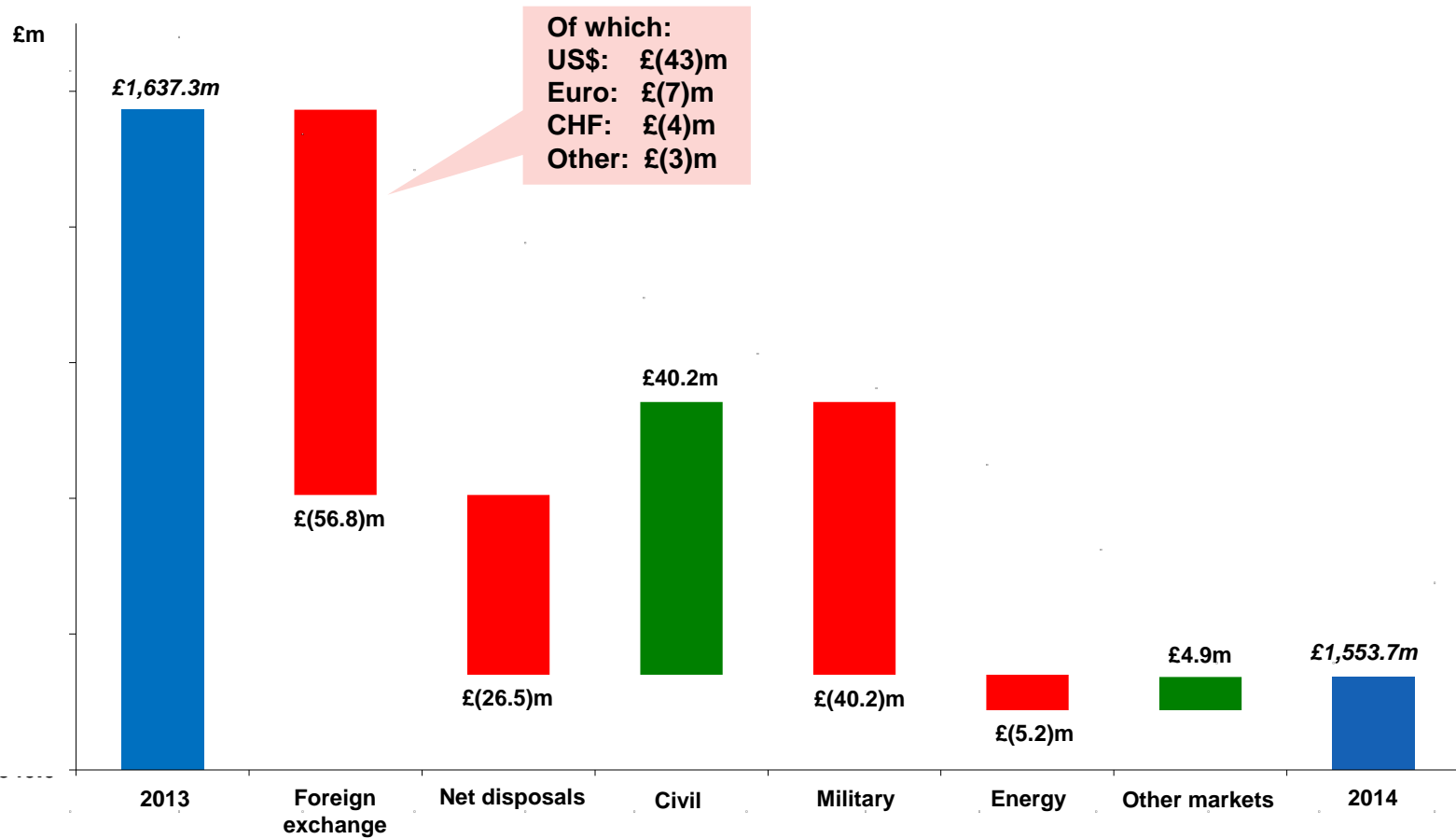
Underlying* (£m)

			Growth		
	2014	2013	Reported	Organic**	
Orders	1,610.0	1,551.7	+4%	+9%	Organic book to bill of 1.03, stronger in civil aftermarket and military
Revenue	1,553.7	1,637.3	-5%	0%	Reported revenue growth held back by FX headwinds and disposal of non-core businesses
Operating profit	346.0	397.2	-13%	-11%	Solid margin progression: H1 – 21.1% H2 – 23.3%
Finance costs	(17.3)	(19.4)			
Profit before tax	328.7	377.8	-13%	-11%	Includes one-time refinancing charge of £1.8m
Tax	(68.5)	(80.9)			
Tax rate	21%	21%			Tax rate benefits from mix of profit delivery – guidance remains 22%
Profit after tax	260.2	296.9	-12%	-11%	
EPS	32.4p	37.5p	-14%		EPS decline exaggerated by scrip dividend, now superseded by a DRIP scheme
Dividend	13.75p	12.75p	+8%		

* A full reconciliation from underlying to statutory figures is given in notes 3 and 9 of today's full-year announcement.

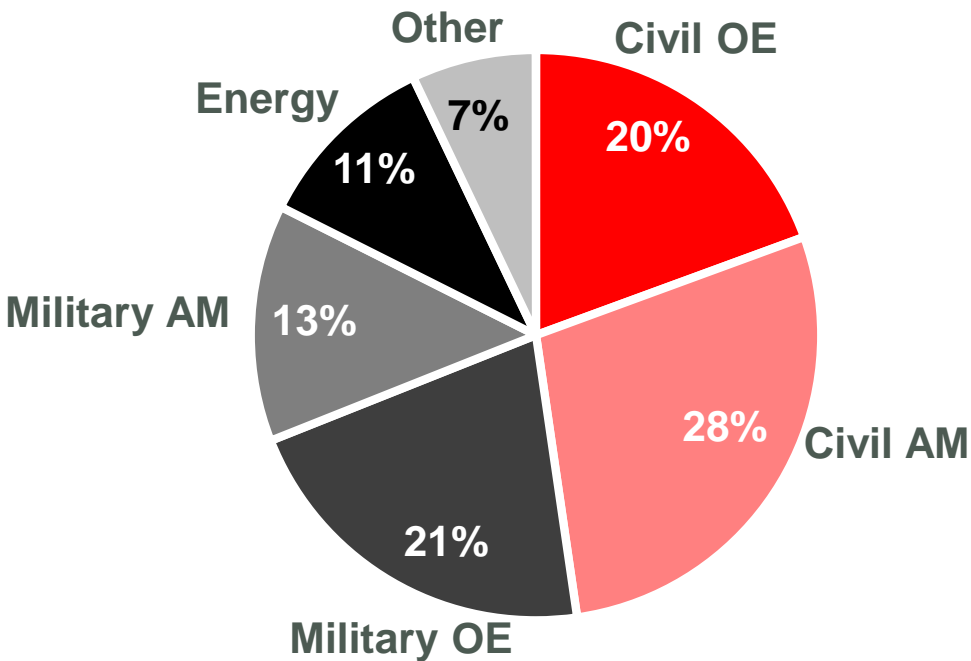
** Organic figures exclude the impact of acquisitions, disposals and foreign exchange.

Revenue bridge



Revenue by market

A well balanced portfolio

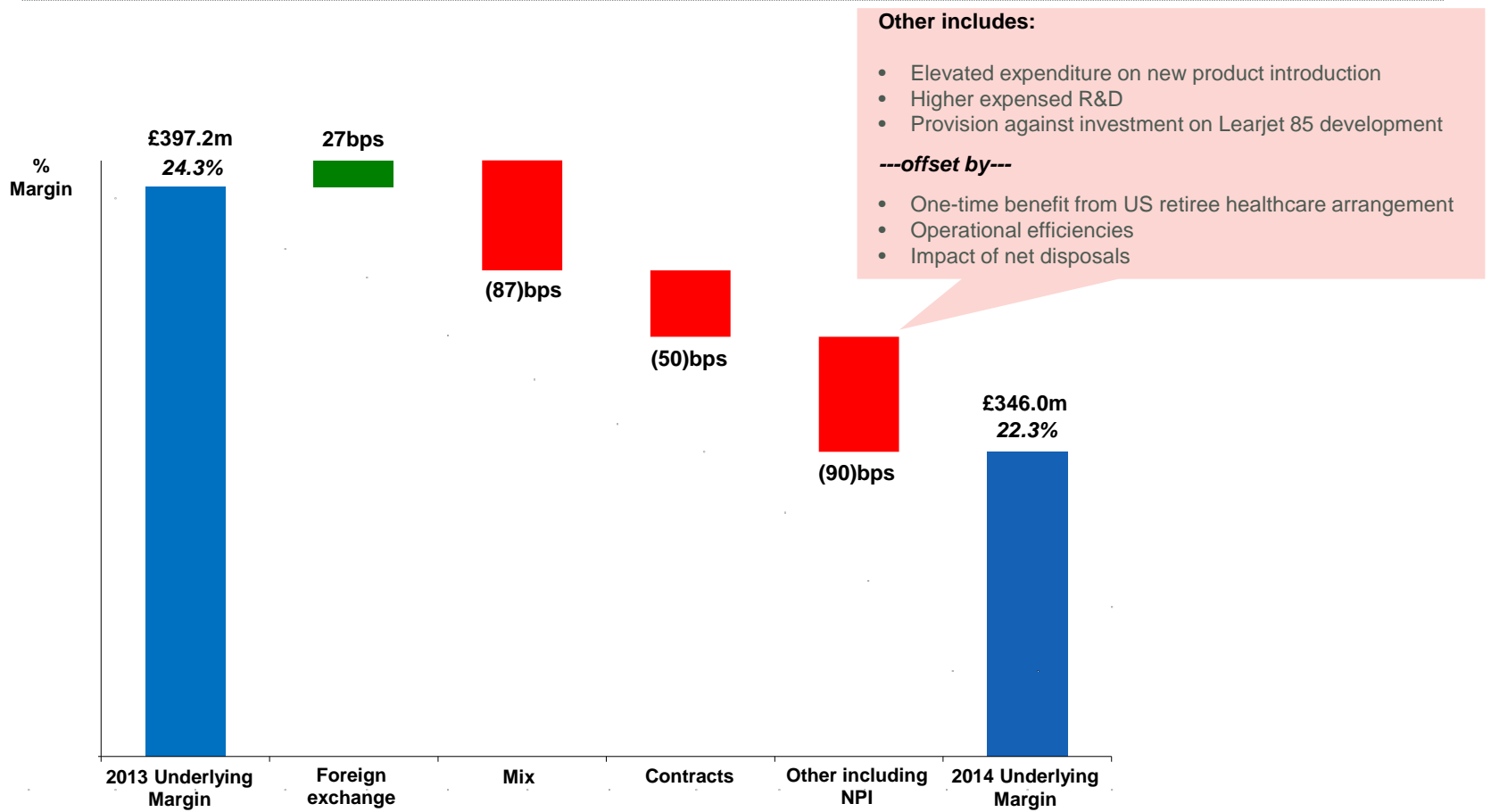


Civil OE
 Civil AM
 Total Civil
 Total Military
 Energy
 Other
Total Group

Orders	2014 organic growth	
	Revenue	
FY	H2	FY
Civil OE	+4%	+6%
Civil AM	+7%	+5%
Total Civil	+6%	+6%
Total Military	-1%	-7%
Energy	-4%	-3%
Other	+12%	+5%
Total Group	+3%	0%

OE: 56%, aftermarket: 44%

Operating margin bridge



Divisional financials

	<u>Revenue</u>		<u>Underlying Operating Profit</u>		<u>Margin</u>	
	<i>Organic Growth</i>		<i>Organic Growth</i>		%	
	£m	%	£m	%		
Aircraft Braking Systems	327.0	+3	127.5	+6	39.0	Growing regional and bizjet aftermarket and strong military partially offset by decline in large jet
Control Systems	348.7	+1	91.8	-12	26.3	Margin held back by unfavourable mix in military and Learjet 85 write-down
Polymers & Composites	162.3	-7	20.2	-33	12.4	Revenue decline reflects completion of retrofit contracts, with NPI costs impacting margin
Sensing Systems	398.2	+4	58.4	-11	14.7	Margin impacted by mix and NPI costs – revenue growth reflects lower arrears
Equipment Group	317.5	-3	48.1	-29	15.1	
Total	<u>1,553.7</u>	0	<u>346.0</u>	-11	<u>22.3</u>	Margin impacted by contract profitability and Learjet 85 write-down

Cash flow

Strong improvement in free cash performance

£m	2014	2013	
Underlying EBITDA	429.6	479.3	60% improvement despite customer pressures
Working capital movement	-36.3	-90.0	
Capex	-42.2	-66.9	Deferral of energy growth capex and some IT projects
Capitalised R&D and PPCs	-123.7	-105.9	£15m increase in PPCs, including Gulfstream 280/650
Underlying operating cash flow	227.4	216.5	
Pension deficit payments	-29.3	-27.4	Carry-forward of surplus tax payments on account, and lower interest rate
Operating exceptionals	-16.6	-15.3	
Interest and tax	-34.7	-63.4	
Free cash flow	146.8	110.4	
Dividends paid (net of scrip) & issue of share capital	-62.9	-73.1	Good progress on share buyback programme, with 6.8m shares purchased
Share buyback	-33.7	-	
M&A	-29.1	25.9	Acquisition of PECC – now part of MCS
Net cash flow	21.1	63.2	
Free cash flow per share (pence)	18.3	14.0	31% improvement in free cash flow per share

Financing and covenants

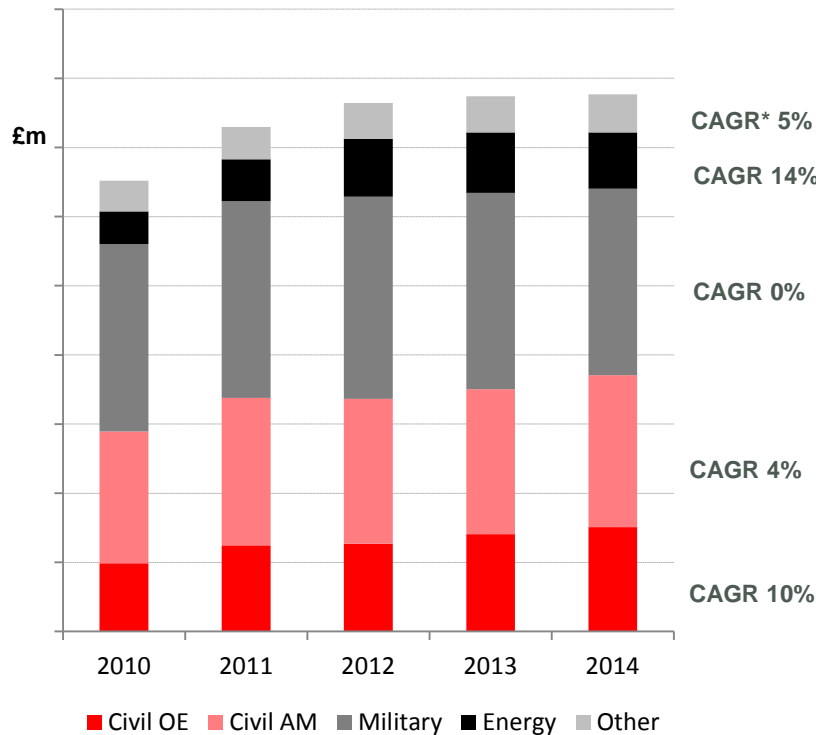
Strong balance sheet

£m	At 31 Dec 2013 at \$1.66	FX	Other	At 31 Dec 2014 at \$1.56
Total assets (excluding cash)	3,667.6	139.4	30.9	3,837.9
Retirement benefit obligations	(238.1)	(7.7)	(72.0)	(317.8)
Other liabilities	(788.5)	(29.9)	14.6	(803.8)
Capital employed	2,641.0	101.8	(26.5)	2,716.3
Net debt	(564.6)	(24.7)	13.8	(575.5)
Net assets	2,076.4	77.1	(12.7)	2,140.8
<u>Covenant ratios*</u>				
Net debt/EBITDA ($\leq 3.5x$)	1.2x			1.2x
Interest cover ($\geq 3.0x$)	22.0x			20.8x

* As defined in financing agreements

End market overview

Organic revenue progression



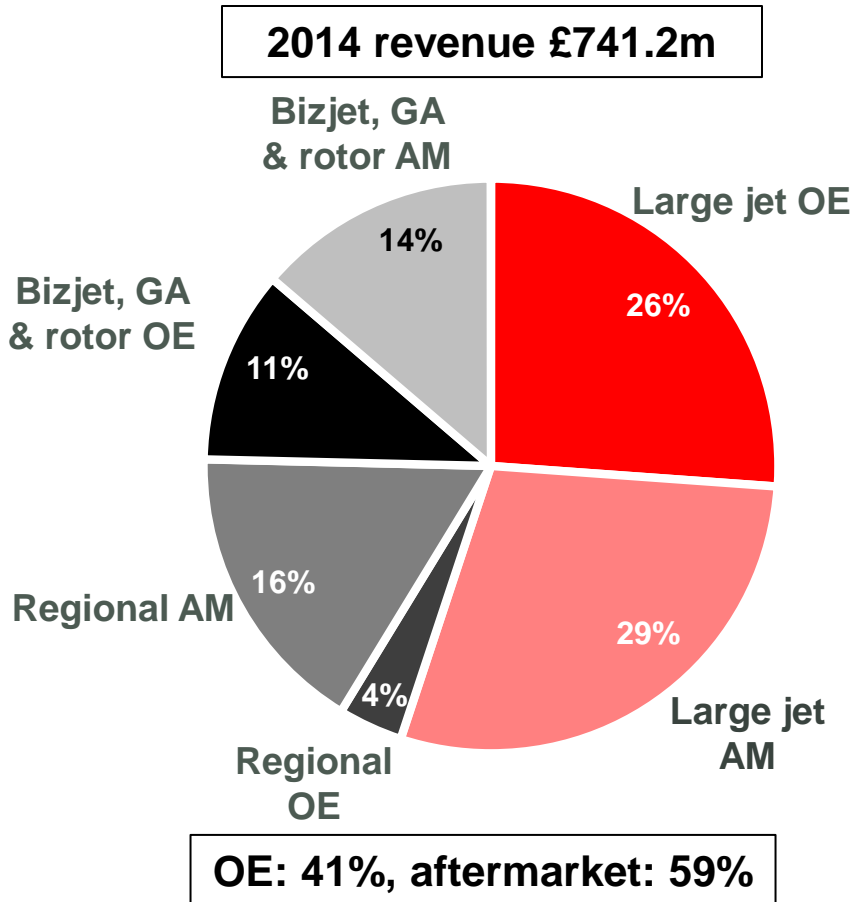
*CAGR – Organic compound annual growth rate

Key drivers of organic growth:

- » Aircraft delivery growth – OE revenues up 48% in 4 years
- » Aftermarket growth hampered by destocking and high retirement rate
- » Military flat despite challenging budgetary environment
- » Energy revenue up 68% driven by strong FLNG demand and market share gains in energy condition monitoring

Civil aerospace

48% of total revenue



Performance Overview:

- » Organic growth of 6% in OE
- » Good aftermarket recovery, particularly in Q4
- » Recovery in RJ utilisation continuing
- » Business jet operations up strongly
- » Mix negatively impacted by OE growth and strong recovery in lower margin power products

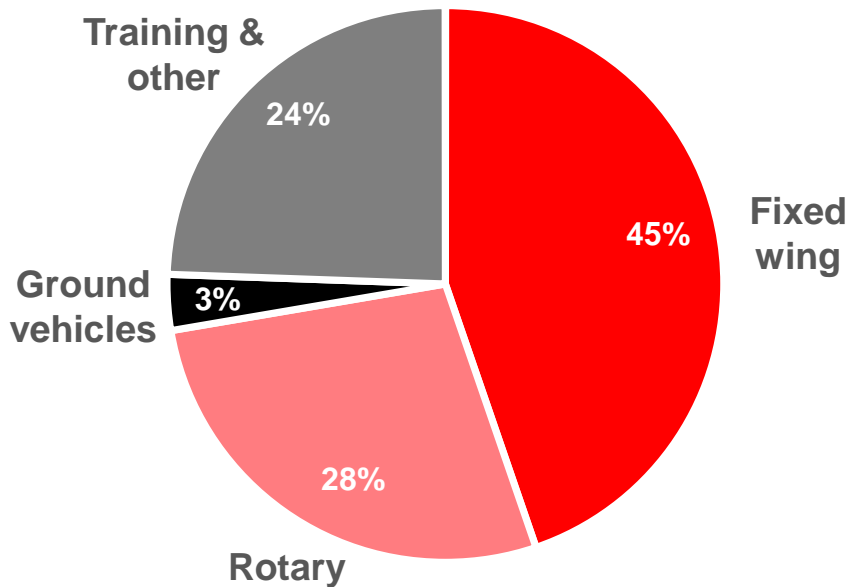
Commercial Highlights:

- » Wheels and brakes wins on Gulfstream 500 & 600 and Dassault Falcon 8X
- » Contract to provide fire protection and avionics on the MA700 aircraft
- » MSS to provide cabin surveillance equipment on all Embraer E2 aircraft
- » MPC secured new multi-year seals contracts on 737, 777 and 787 aircraft
- » Successful entry into service for A350XWB

Military revenue

34% of total revenue

2014 revenue £539.4m



OE: 61%, aftermarket: 39%

Performance Overview:

- » Completion of Bradley and KC135 retrofit programmes in H1 2013
- » Afghan drawdown particularly affected aftermarket and mix
- » Revenues stabilised in H2 despite ongoing budgetary challenges
- » Organic order intake up 9%, book to bill of 1.08

Commercial Highlights:

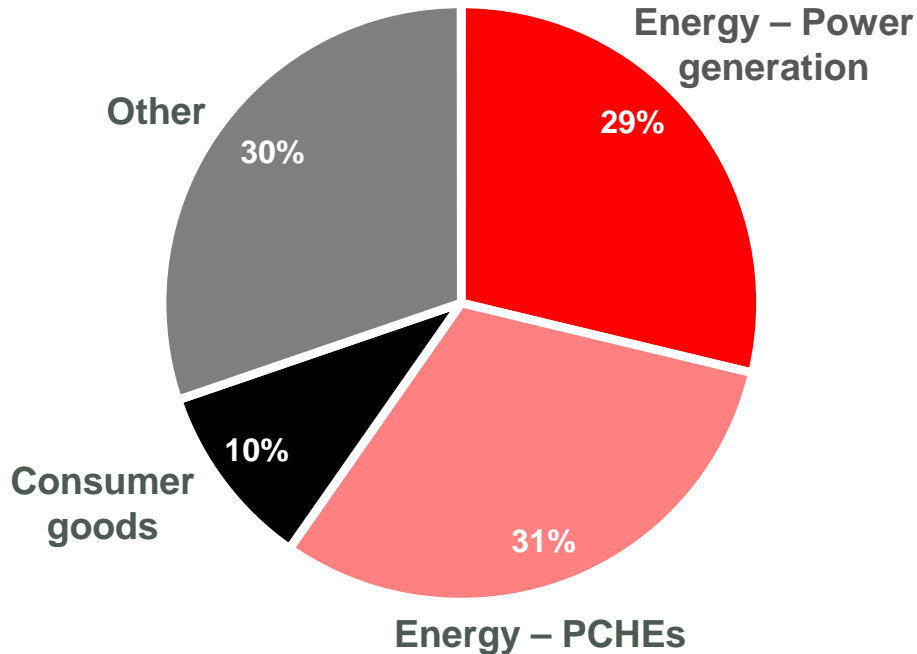
- » \$57m contract to provide HVAC systems to GD for the Light Armoured Vehicle III programme
- » Over \$160m of new training contracts for US military customers
- » Contract to provide fuel system for the Bell V-280 Valor

US: 59%; Europe 26%, RoW 15%

Energy & other markets

18% of total revenue

2014 revenue £273.1m



Performance Overview:

- » Heatric revenue growth impacted by financial difficulties at Brazilian local content provider
- » Recovery from tourmaline shortage commenced in 2nd half
- » Good market traction for new Vibrosight product, becoming the preferred solution for a global energy player

Commercial Highlights:

- » Heatric awarded 2nd Petronas FLNG vessel
- » Good market acceptance of tourmaline replacement technology
- » Contract for equipment on 50MW supercritical CO₂ development plant
- » \$44m acquisition of PECC completed in December



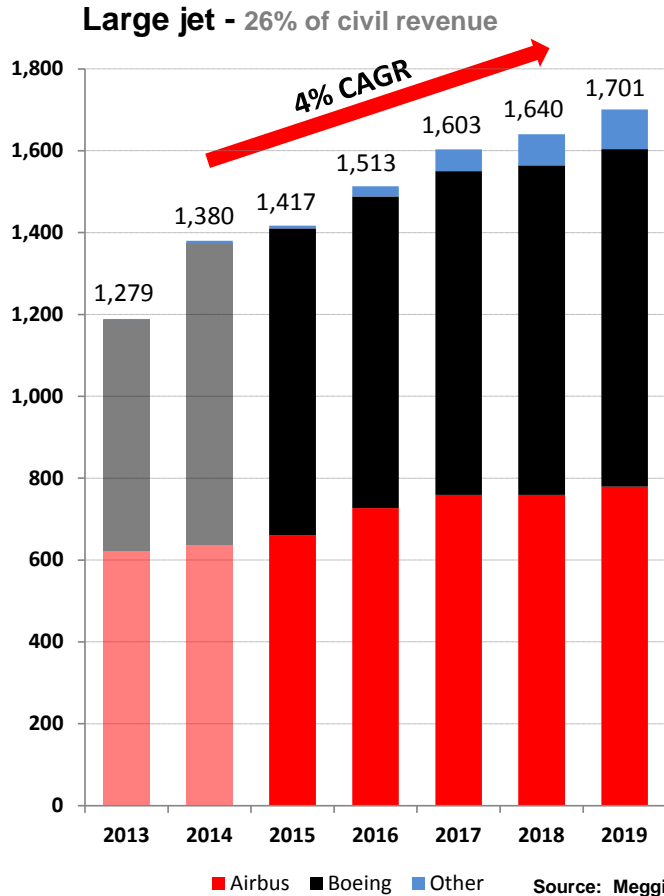
Operational Review & Strategy

Stephen Young – Chief Executive



Aircraft OE deliveries

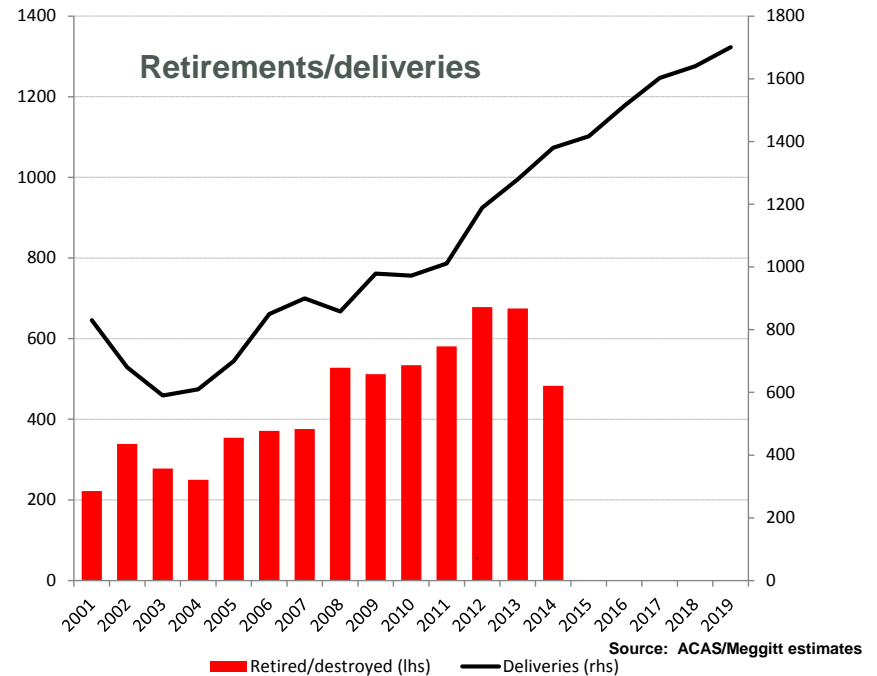
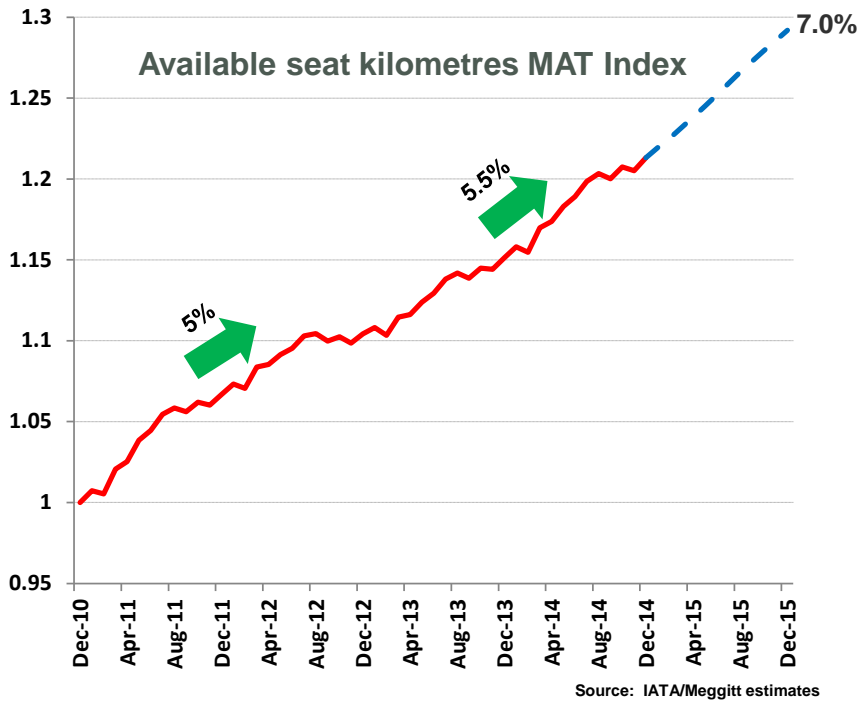
Strong order backlogs for large jets



- » Forecasts reflect narrowbody increases and expected impact of new aircraft types entering into service
- » Lower oil price likely to have negligible impact on near-term deliveries
- » Rate of growth slowing
- » Continued production increases forecast for regional aircraft and business jets – details in the Appendix

Civil aerospace aftermarket

Large jets & regionals – 45% of civil revenue

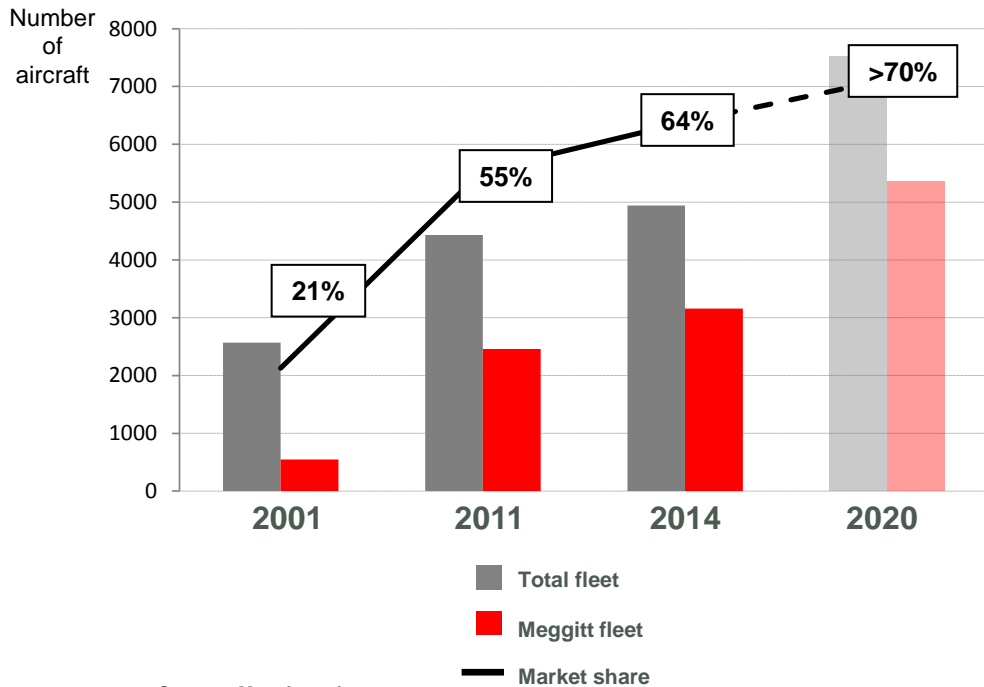


- » 2010-2013: ASKs up 5%pa; large jet deliveries up 8%pa
- » 2014: ASKs up 5.5%; large jet deliveries up 8%
- » 2015: ASKs up 7%; large jet deliveries up 3%
- » Increased retirements driving surplus parts
- » Significant reduction in retirements in 2014
- » Oil price decrease likely to boost traffic

Civil aerospace aftermarket

Business jets – 14% of civil revenue

Meggitt share of super-midsize & large business jet wheels & brakes market



Source: Meggitt estimates

Strong win rate in MABS - super-mid and large business jet programmes over last 10 years

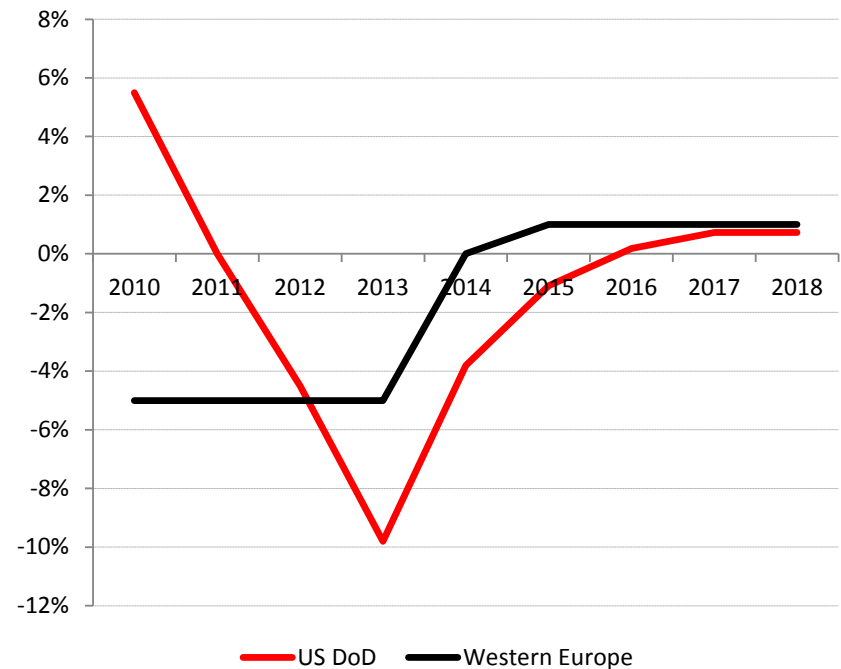
Bombardier	Global 7000/8000	✓
	Challenger 890	✓
	Challenger 350	✗
Cessna	Longitude	✗
	Citation X	✗
Dassault	Falcon 5X	✓
	Falcon 7X	✓
	Falcon 8X	✓
	Falcon 900LX	✓
	Falcon 2000LX	✗
	Falcon 2000S	✗
	Falcon 2000	✓
Embraer	Lineage 1000	✓
	Legacy 450/500	✓
	Legacy 650	✗
Gulfstream	G280	✓
	G450	✓
	G500	✓
	G600	✓
	G650	✓

✓ : Meggitt win

Military Market analysis

- » Likely moving into a more benign defence expenditure environment
- » Increasing opportunity for retrofit and reset
- » Broad product and platform exposure
 - » 48% of 2014 military revenue derived from top 20 platforms
 - » Remaining 52% from more than one hundred platforms and training installations worldwide

Military budget growth rates (Industry/analyst consensus)



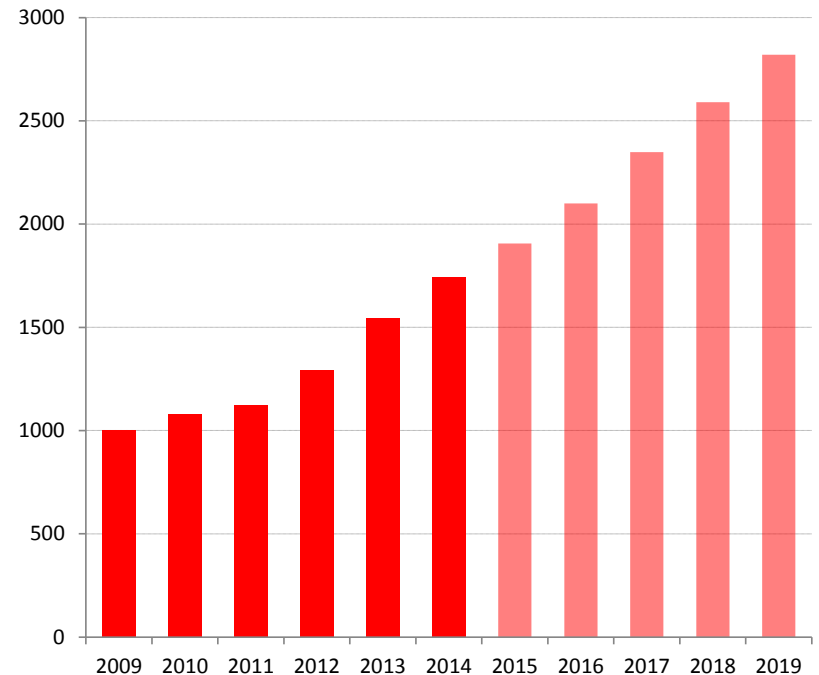
Energy markets

Short term headwinds

- » Strong record of revenue growth since 2009
 - » Condition monitoring +25%
 - » Energy control valves +30%
 - » Heatric +300%
- » Heatric will be impacted by low oil prices
 - » Customers increasing focus on short-term cashflow dynamics
 - » Some significant programmes have already been deferred by up to a year
- » Visible Heatric project pipeline valued at £600m but greater uncertainty about project timing in current environment
- » Heatric wins first power generation order
- » Growth in condition monitoring/valves
- » PECC acquisition will boost reported revenue

Heatric installed base (units)

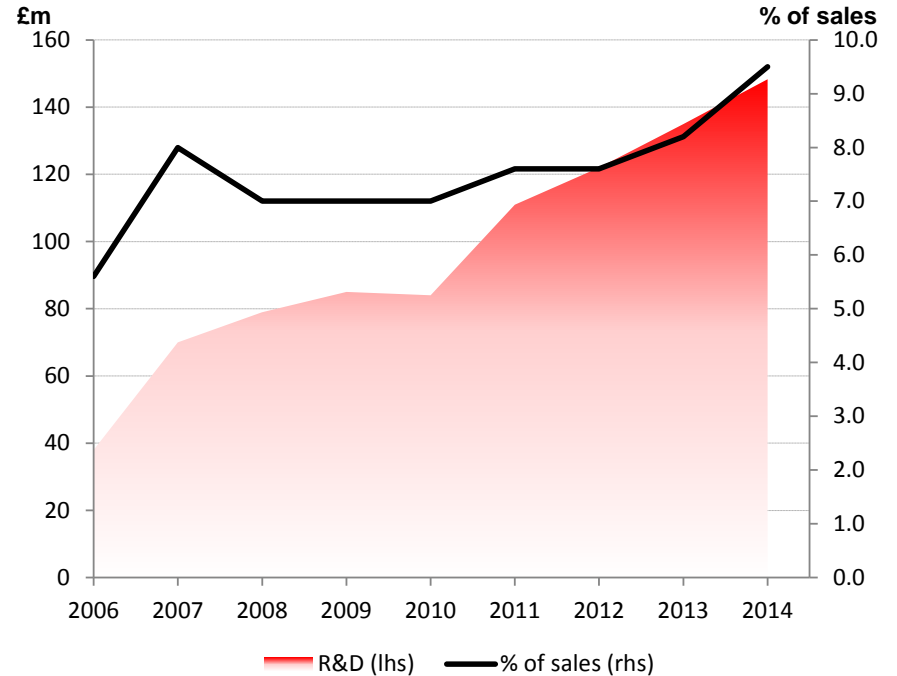
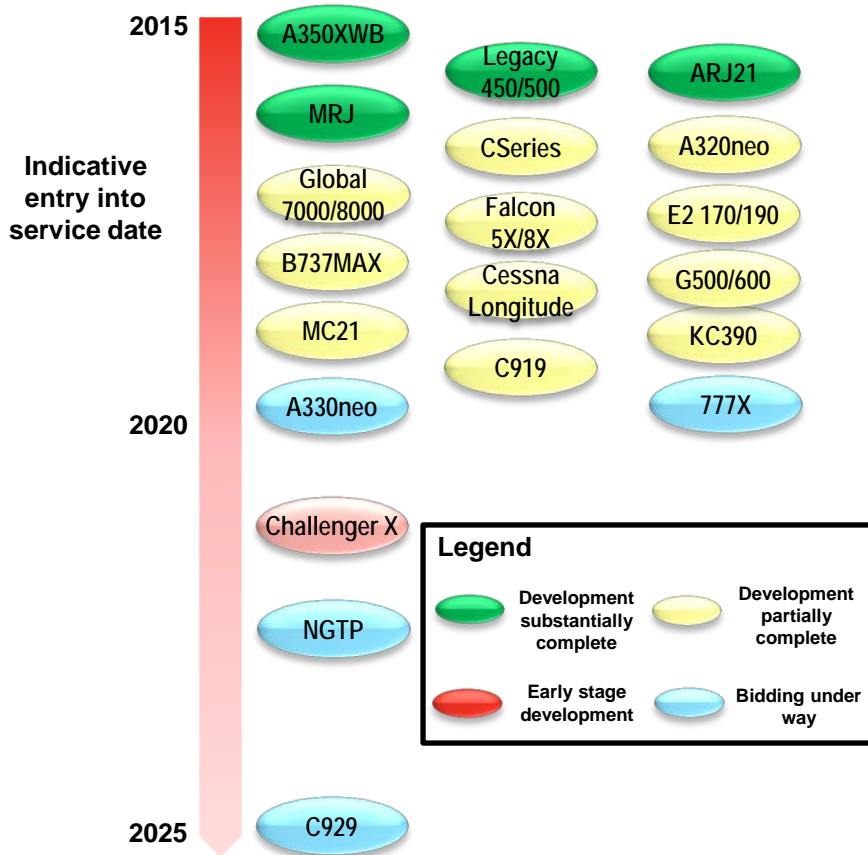
- » Installed base +70% since 2009 - set to almost double again by 2019



Source: Meggitt estimates

Research & development

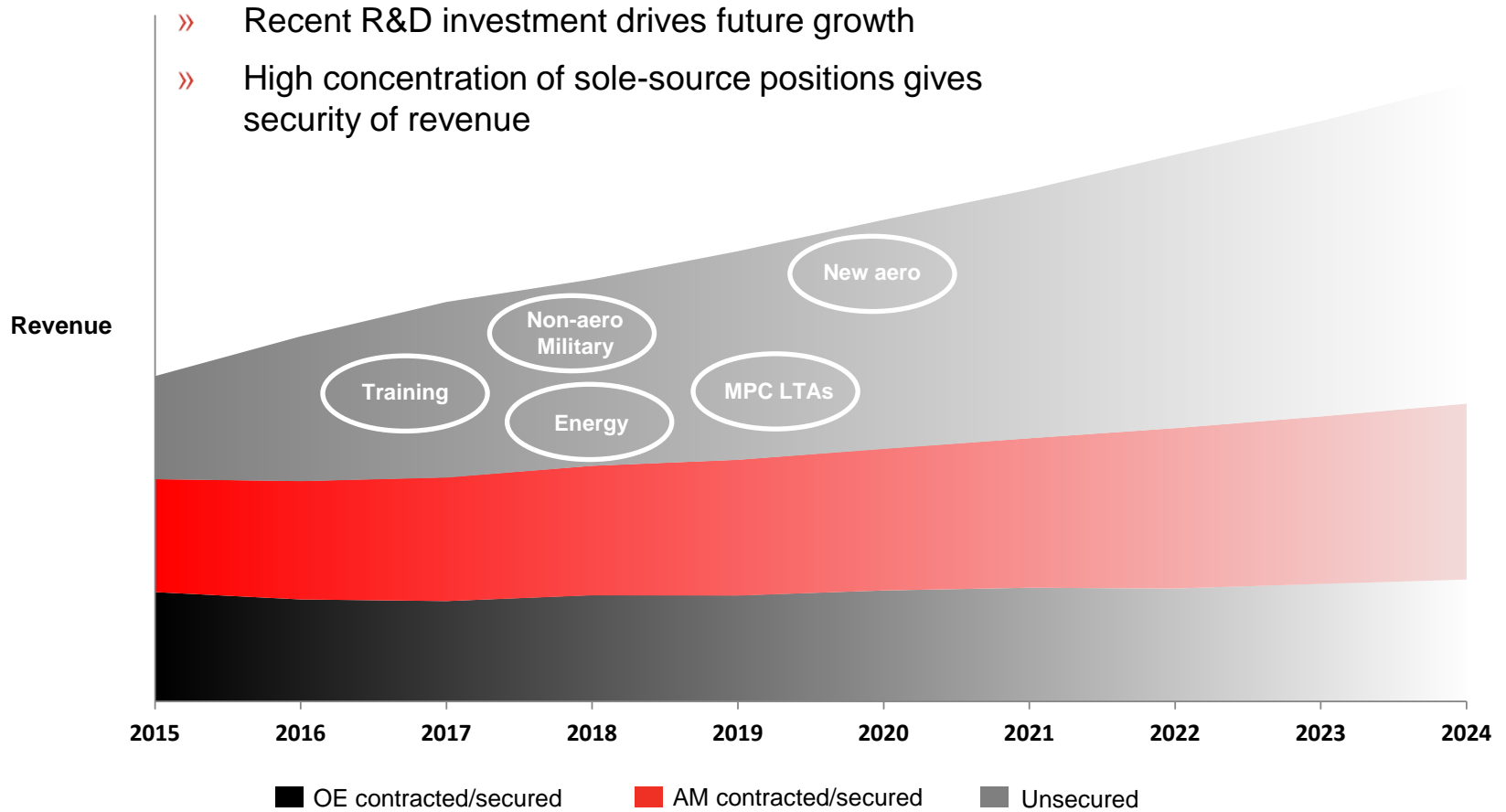
Securing future revenue



- » >15 new platforms to enter service over next 5 years
- » Historical average – 1.5 platforms per year
- » R&D and NPI as percentage of revenue will reduce over next few years

Revenue security

Illustrative – subject to market conditions

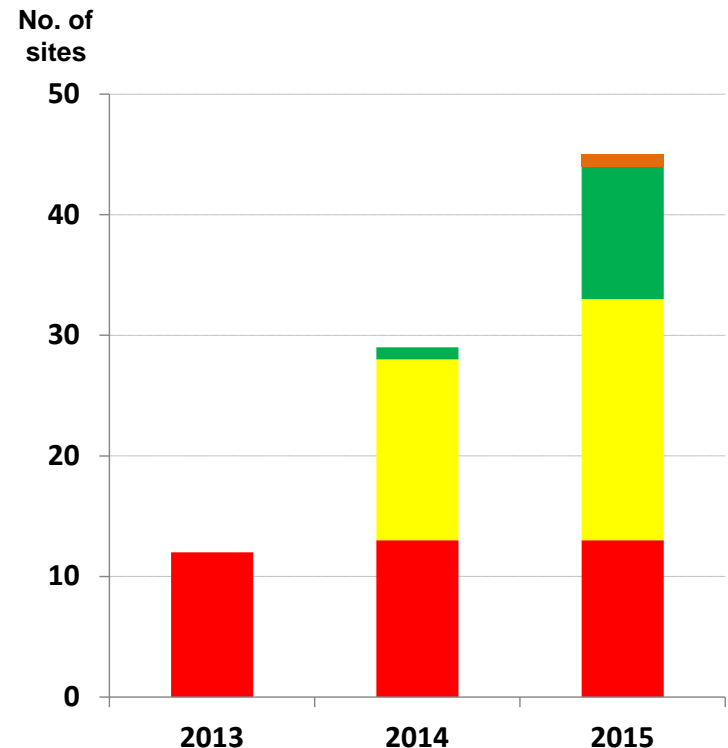


Meggitt Production System

Driving cultural change

- » Excellent progress
 - 6 stage programme
 - 3-5 year journey per site
 - Launched at 29 primary sites. Remainder to be launched in 2015
 - 10% on-time delivery improvement
 - 84% reduction in quality defects leaving the factory gates
- » Priorities
 - 2015:
 - Complete site launch programme
 - Continue deployment in supply chain
 - Medium term:
 - Expand from operations to functions
 - Drive organic growth
 - Reduce cost of poor quality
 - Reduce inventory

Site launch timeline



Meggitt Production System

Case study: Meggitt Avionics

» Background

- MPS launched in Q2 2013
- 2 sites and 240 employees

» Achievements

- Exited red stage in Q1 2014; exited yellow in Q4 2014
- 1 site and 226 employees

» Impact

- On-time delivery improved from 80% to 99%
- Turn-around time for maintenance, repair & overhaul work improved by up to 18 days
- Customer arrears down from £1.5m to £0.1m
- Inventory holding reduced by 9 days
- 3,500 sq ft of manufacturing space freed up by efficiency initiatives

» Avionics is 1% of our total manufacturing capacity. If these results can be achieved across the estate, the potential is tremendous

2014 summary

- » Flat organic revenues; stronger H2
- » Good orders
- » Continuing to invest in future growth: R&D, NPI and MPS
- » Strong balance sheet – net debt to EBITDA 1.2x
- » Proposed full year dividend up 8%
- » Buyback launched

Outlook

- » Civil aircraft deliveries continue to increase
 - » Civil aerospace aftermarket - variability remains but trend positive
 - » Military – return to growth in 2015 – headwinds in MABS
 - » Energy – oil price contributing to near-term headwinds – longer term thesis intact
 - » Low to mid single digit organic revenue growth for 2015, consistent with IMS
 - » Group average 6-7% organic revenue CAGR reaffirmed over the medium term
 - » Buyback programme, PECC acquisition and FX translation will benefit EPS
-

Appendix

1. Currency PBT Impact
 2. Operating Exceptionals
 3. Investment accounts
 4. Shares in issue
 5. Credit maturity profile
 6. Pension information
 7. Capital allocation
 8. Aircraft OE deliveries
 9. Divisional end market exposures
 10. Attractive aftermarket fleet profile
 11. MCS programme life cycle
 12. Air traffic history and forecast
 13. Impact of shock events on traffic growth
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Currency PBT Impact

	2013 Act	2014 Act	H1 2015* Est	H2 2015* Est	FY 2015* Est
\$/£ rate					
Translation rate (unhedged)	1.57	1.63	1.54	1.54	1.54
Transaction rate (hedged)	1.62	1.54	1.57	1.57	1.57
Euro rate					
€/£ Translation rate (unhedged)	1.18	1.24	1.36	1.36	1.36
\$/€ Transaction rate (hedged)	1.29	1.30	1.36	1.36	1.36
CHF rate					
CHF/£ Translation rate (unhedged)	1.45	1.51	1.47	1.47	1.47
\$/CHF Transaction rate (hedged)	1.06	1.08	1.08	1.08	1.08
PBT impact £m					
Year-on-year translation			8.2	5.2	13.4
Year-on-year transaction			<u>(1.5)</u>	<u>(1.6)</u>	<u>(3.1)</u>
Year-on-year currency benefit/(headwind)			<u>6.7</u>	<u>3.6</u>	<u>10.3</u>
Currency sensitivity:	± 10 US\$ cents = ± £55m Revenue; ± £12m PBT ± 10 Euro cents = ± £10m Revenue; ± £1m PBT				

* At exchange rates on 20 February 2015

Operating exceptionals

£m	2014 FY Act at \$1.63	2015 FY Est at \$1.54
P&L charge		
Site consolidation	8	3-4
Loss on closure of businesses	3	-
Acquisition/integration costs	2	1
Other	0	3-4
Total	13	7-9
Cash out		
Site consolidation	8	3-4
Non-conforming vendor supply issue	5	7-9
Acquisition/integration costs	4	1
Other	-	3-4
Total	17	14-18

Investment accounts

£m

	2014 Act at \$1.63	FY 2015 est at \$1.54	FY 2016 est at \$1.54
1. R&D			
Total expenditure	148	160-175	160-175
Less: customer funded	<u>(29)</u>	<u>(30-35)</u>	<u>(25-30)</u>
Company spend	119	130-140	135-145
Capitalised	<u>(78)</u>	<u>(80-90)</u>	<u>(90-100)</u>
Amortised	<u>17</u>	<u>11-14</u>	<u>15-20</u>
Income statement	58	61-66	62-75
2. Programme participation costs	46	44-48	53-63
Amortised	25	27-30	30-33
3. Fixed assets	47	70-85	90-105
Depreciation/amortisation	42	46-50	54-58
4. Retirement benefit deficit reduction payments	29	28	28 *

* Subject to outcome of UK triennial valuation

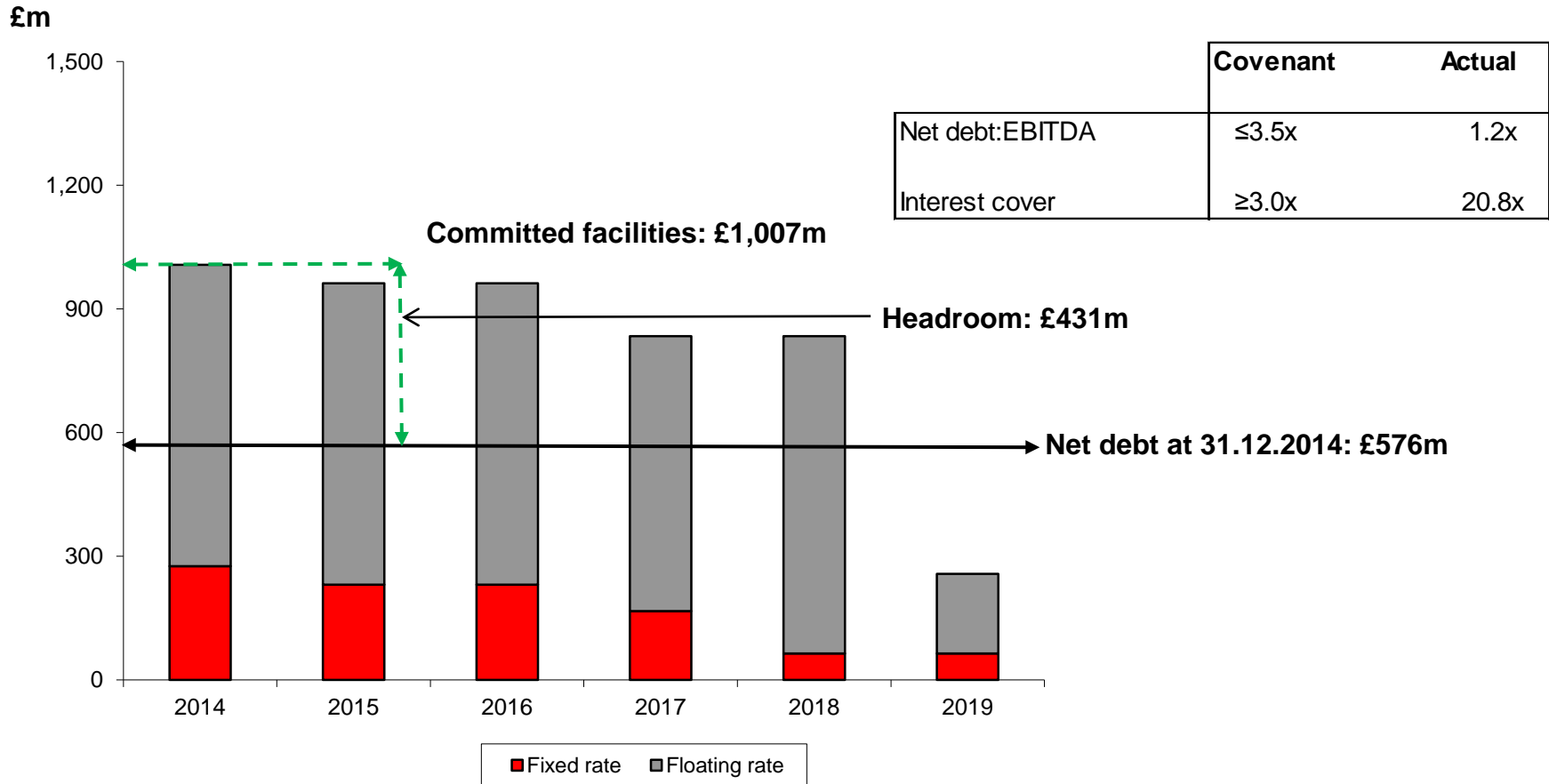
Shares in issue

Shares in millions

	2013	2014
Opening	785.0	797.1
Buyback		(6.8)
Scrip/share schemes*	12.1	12.0
Closing	<u>797.1</u>	<u>802.3</u>
Average	791.1	804.1

* The scrip dividend will be replaced by a dividend reinvestment plan for future dividend payments. Shares are now being purchased in the market to satisfy compensation plans.

Credit maturity profile



Pension information

£m

	2013	2014
Opening deficit	(299.7)	(238.1)
Net deficit payments	27.4	29.3
Actuarial movements - assets	25.5	30.9
Actuarial movements - liabilities	21.3	(128.6)
	46.8	(97.7)
Other movements	(12.6)	(11.3)
Closing deficit	(238.1)	(317.8)
UK discount rate	4.60%	3.60%
US discount rate	4.55%	3.85%

Capital allocation

Investing for growth

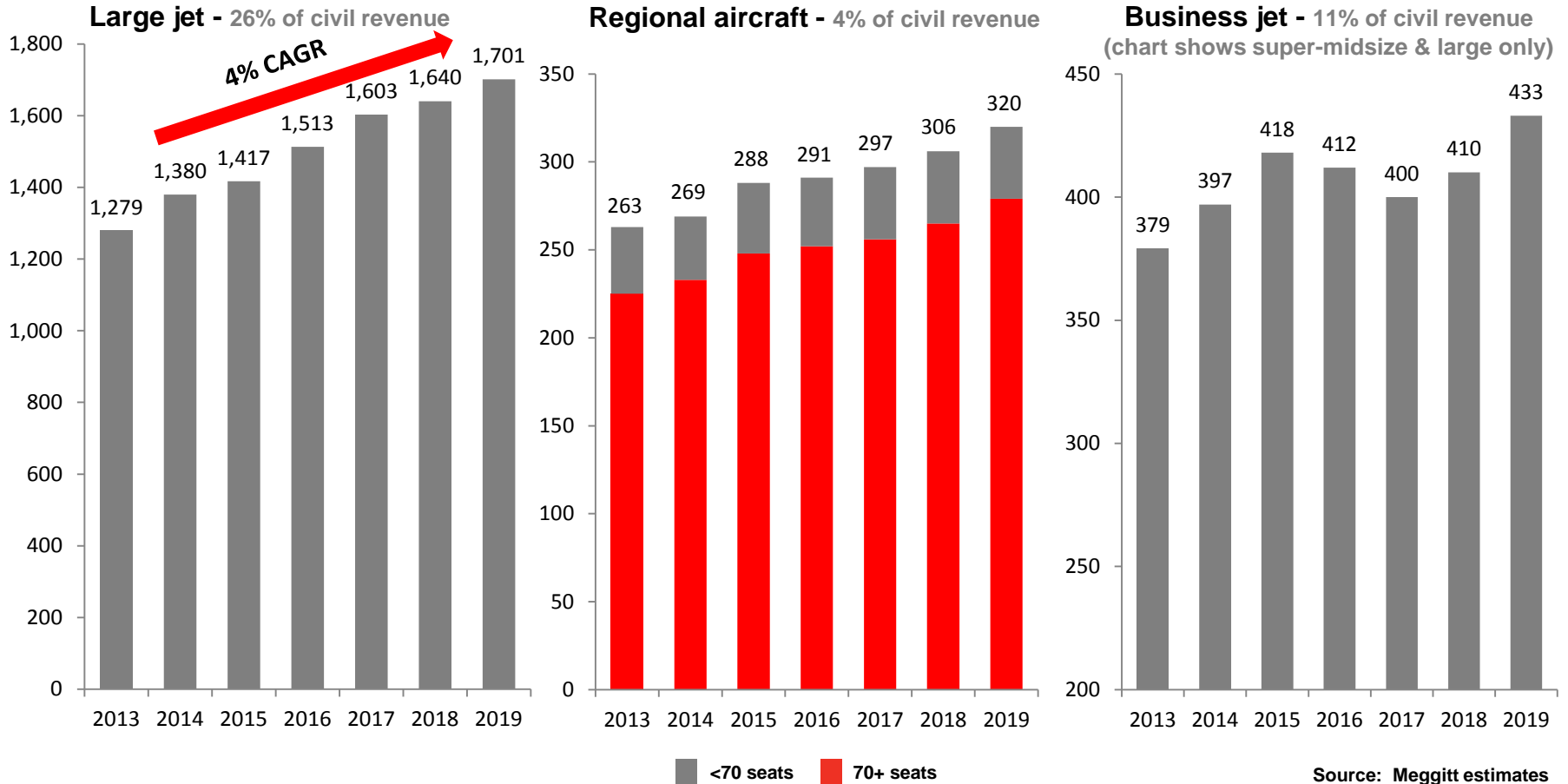
- » Context:
 - Cash generative business model
 - Nearing the peak of a major development cycle
 - Normal operating range of net debt:EBITDA is ~1.5x to 2.5x
 - Comfortable to move above and below this range in certain circumstances

 - » Within this context, our priorities are:
 1. Funding organic growth and driving operational efficiency
 2. Growing dividends in line with earnings through the cycle
 3. Targeted, value-accretive acquisitions in our core markets
 4. Maintain efficient balance sheet

 - » Buyback programme ongoing
 - Targeting net debt:EBITDA of $\geq 1.5x$ by end 2015
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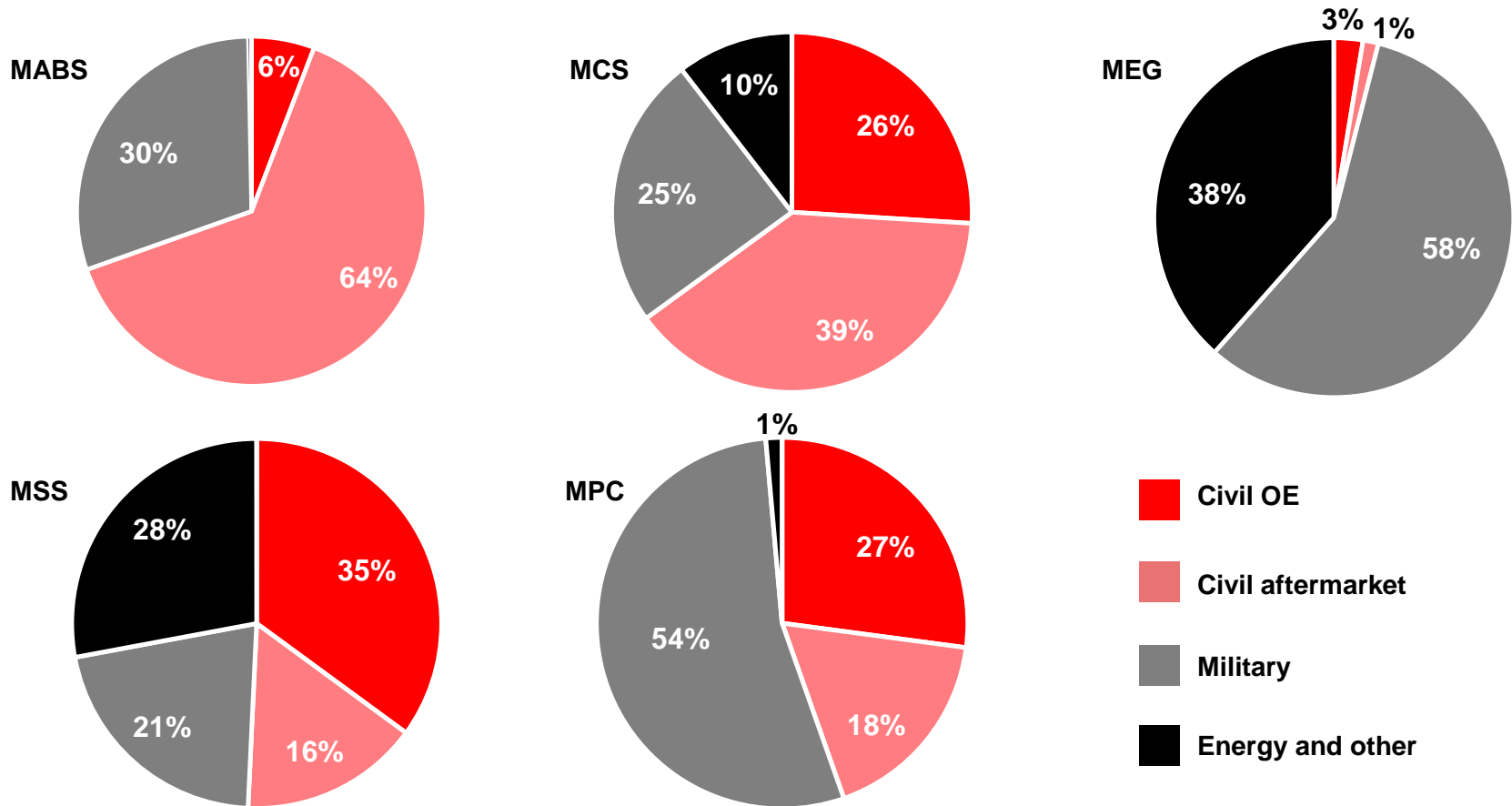
Aircraft OE deliveries

Strong outlook for large jets



Source: Meggitt estimates

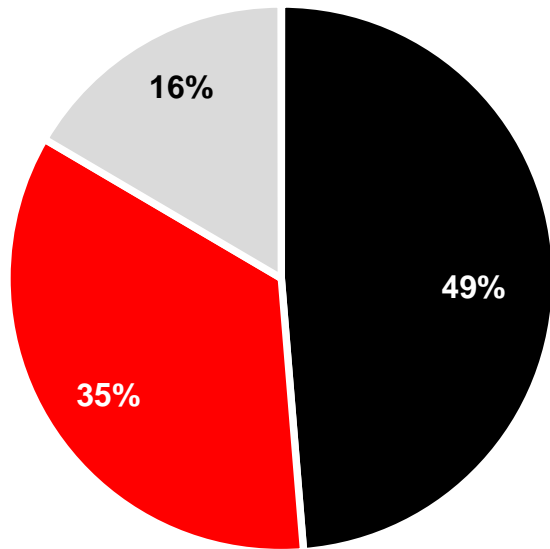
Divisional end market exposures FY 2014



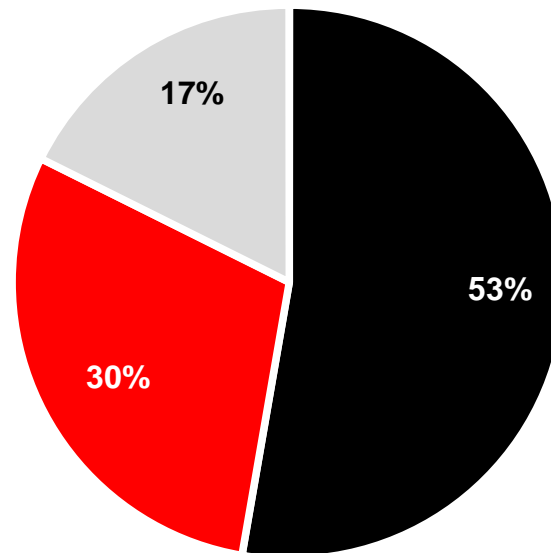
Attractive aftermarket fleet profile

Fleet age profile

Meggitt civil fleet by age at 31st December 2014



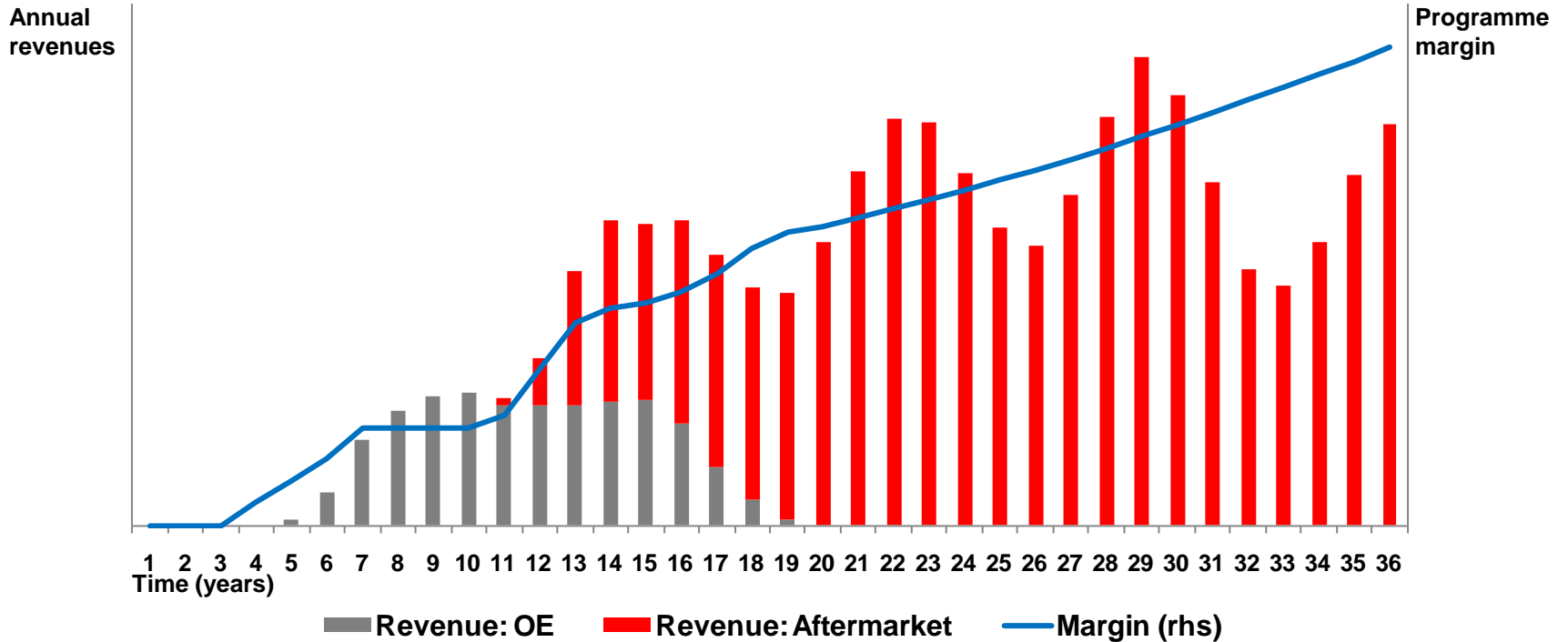
Meggitt civil aftermarket revenues by fleet age in 2014



■ 0 – 10 years ■ 10 - 20 years ■ >20 years

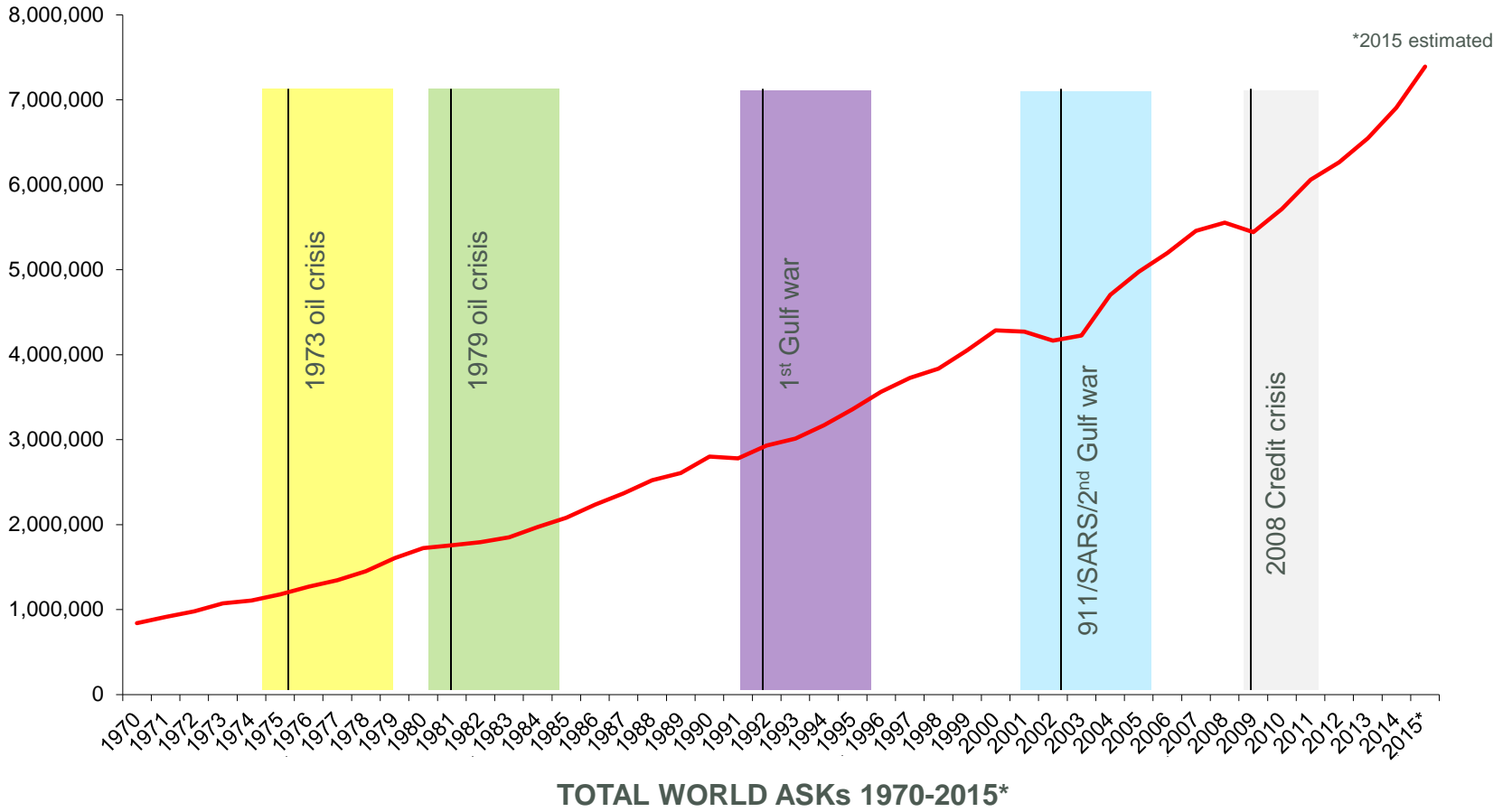
Civil aerospace

Typical MCS programme life cycle



- » Aftermarket revenues more than 6 times greater than OE revenues
- » Margin progression through the lifecycle

Air traffic history and forecast



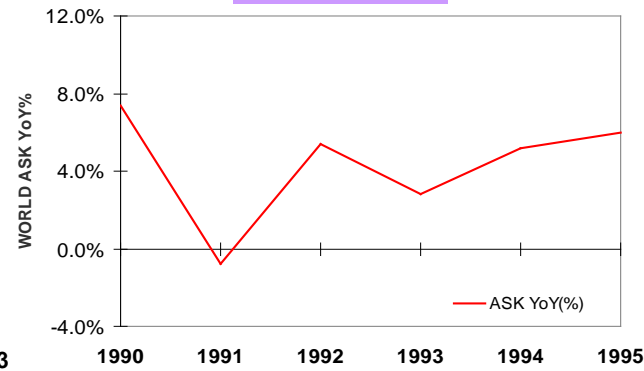
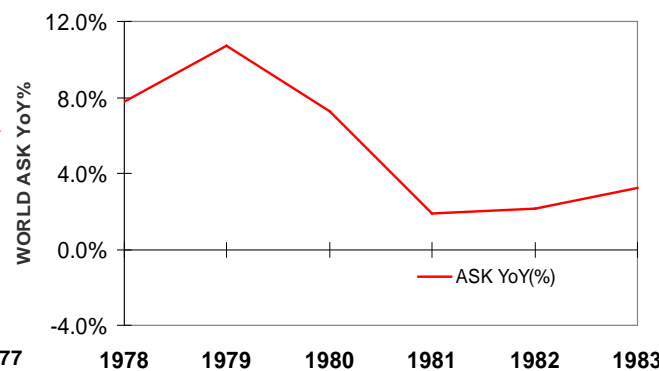
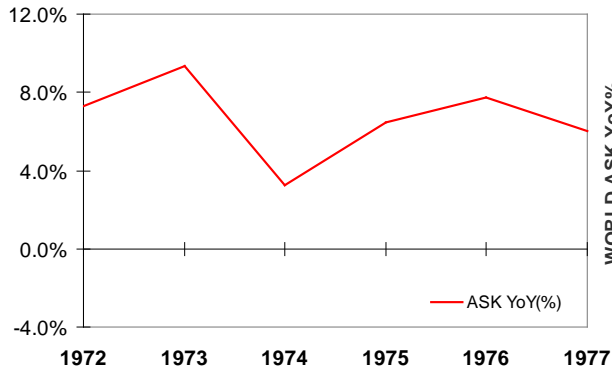
Source: ICAO – worldwide traffic, international & domestic...

Impact of 'shock' events on traffic growth

1973 Oil Crisis

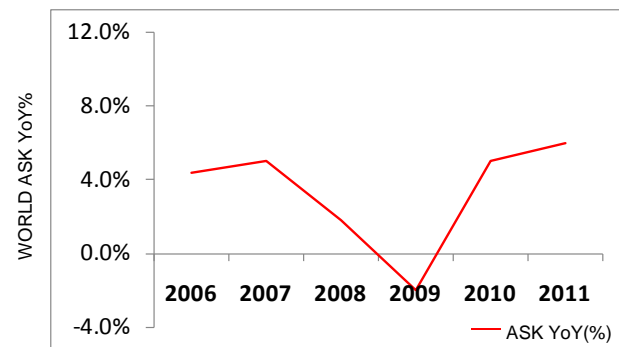
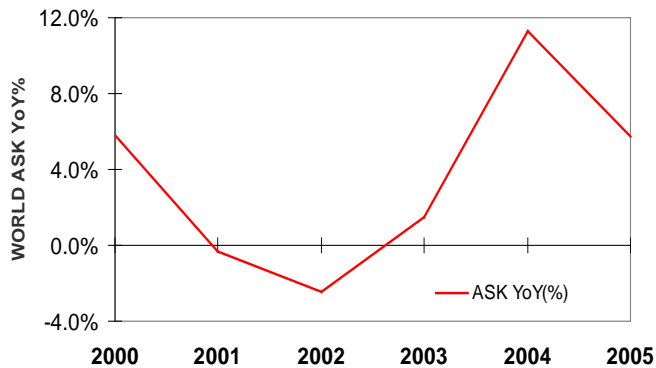
1979 Oil Crisis

1991 First Gulf War



2001 9/11, SARS and Second Gulf War

2008 Credit crisis



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