

Interim results presentation
Six months ended 30 June 2011
2 August 2011



### 2011 H1 highlights

### Strong H1

- Revenues up 18% vs H1 2010; organic 13%
- All market segments growing
- Underlying EPS up 17%
- Excellent cash flow
  - Free cash flow up 70% to £75m
  - Net debt to EBITDA 1.9x
  - Earliest refinancing 2013
- PacSci acquisition completed
  - Trading as expected
  - Integration progressing well
- Transformation cost savings of £57m achieved
- Interim dividend up 12% to 3.20p



### **Income statement – H1**

£m	Underlying			Statut	ory	
	2011	2010	Growth	2011	2010	
<b>D</b>	0.40.0	540.7		0.40.0	5 40 <b>7</b>	
Revenue	649.8	549.7	18%	649.8	549.7	
Operating profit	164.0	141.3	16%	130.0	91.4	
Finance costs	(17.8)	(25.1)		(17.8)	(25.1)	
Profit before tax	146.2	116.2	26%	112.2	66.3	
Tax	(36.5)	(31.4)		(23.0)	(14.5)	
Tax rate	25.0%	27.0%		,	, ,	
Profit after tax	109.7	84.8	29%	89.2	51.8	
EPS	14.4p	12.3p	17%	11.7p	7.5p	
Dividend	3.20p	2.85p	12%	3.20p	2.85p	

A full reconciliation of underlying and statutory figures is given in notes 4 and 10 of today's interim announcement



### Cash flow - H1

£m	2011	2010	Change
Underlying EBITDA	196.7	171.0	15%
Working capital movement	(12.0)	(27.2)	
Capex	(19.2)	(11.4)	
Capitalised R&D and PPC's	(32.5)	(33.1)	
Underlying operating cash flow	133.0	99.3	34%
Pension deficit payments	(9.9)	(11.0)	
Operating exceptionals	(8.5)	(9.7)	
Interest and tax	(39.9)	(34.6)	
Free cash flow	74.7	44.0	70%
Dividends paid (net of scrip)	(24.1)	(19.9)	
M&A and issue of share capital	(170.1)	3.6	
Net cash flow	(119.5)	27.7	



### **Balance sheet/covenant ratios**

£m	<b>At 1 Jan 2011</b> at \$1.57	FX	PacSci	Other	<b>At 30 Jun 2011</b> at \$1.61
Total assets (excluding cash)	3,249.9	(31.7)	469.9	15.1	3,703.2
Retirement benefit obligations	(265.1)	3.9	(1.7)	0.9	(262.0)
Other liabilities	(825.2)	9.9	(51.8)	(0.6)	(867.7)
Capital employed	2,159.6	(17.9)	416.4	15.4	2,573.5
Net debt	(721.4)	(0.5)	(170.4)	44.5	(847.8)
Net assets	1,438.2	(18.4)	246.0	59.9	1,725.7
Covenant ratios					
Net debt/EBITDA (≤3.5x)	1.9x				1.9x
Interest cover (≥3.0x)	9.1x				11.1x

### » No refinancing required until 2013



# Good organic growth in H1

	Revenue		Underlying operating profit			Underlying profit before tax			
£m	2011	2010	change	2011	2010	change	2011	2010	change
Reported	649.8	549.7	18%	164.0	141.3	16%	146.2	116.2	26%
PacSci	(55.8)			(12.2)			(11.9)		
Meggitt excl PacSci	594.0	549.7	8%	151.8	141.3	7%	134.3	116.2	16%
Convert to 2010 FX	27.4			6.9			5.8		
Organic growth	621.4	549.7	13%	158.7	141.3	12%	140.1	116.2	21%

### Strong momentum in revenues

# Quarter on prior year, constant FX

	2010	2010	2010	2010	2011	2011
	Q1	Q2	Q3	Q4	Q1	Q2
Civil aerospace OEM	-17%	9%	9%	11%	23%	30%
Civil aerospace AM	-9%	-2%	6%	29%	9%	18%
Total civil aerospace	-12%	1%	<b>7</b> %	23%	14%	22%
Other civil markets	-11%	-6%	12%	6%	16%	28%
Total civil	-11%	-1%	8%	18%	14%	23%
Total military	-7%	-6%	-8%	2%	10%	4%
Group excl PacSci	-10%	-2%	1%	10%	12%	15%



### **Divisional financials**

Revenue 2011 Constant FX			Under 2011	lying OP Constant FX	Return on sales	
£m	growth		£m	growth	2011	2010
147.0	6%	Aircraft Braking Systems	53.0	2%	36.1%	37.5%
93.9	9%	Control Systems	24.3	9%	25.9%	25.8%
79.8	12%	Polymers & Composites	14.8	1%	18.5%	20.7%
112.0	16%	Sensing Systems	20.4	11%	18.2%	18.4%
161.3	22%	Equipment Group	39.3	42%	24.4%	20.9%
594.0	13%	Group excl PacSci	151.8	12%	25.6%	25.7%
55.8		PacSci (2 months)	12.2		21.9%	
649.8		Total Group	164.0		25.2%	25.7%

**MEGGITT** 

# PacSci performance

\$m	H1 (like for like)				
	2011	2010	Growth		
Revenue incl DHR contract Ongoing revenue	201.3 198.9	178.4	11%		
			,•		
Operating profit	32.5	30.1	8%		
Return on sales	16.3%	16.9%			

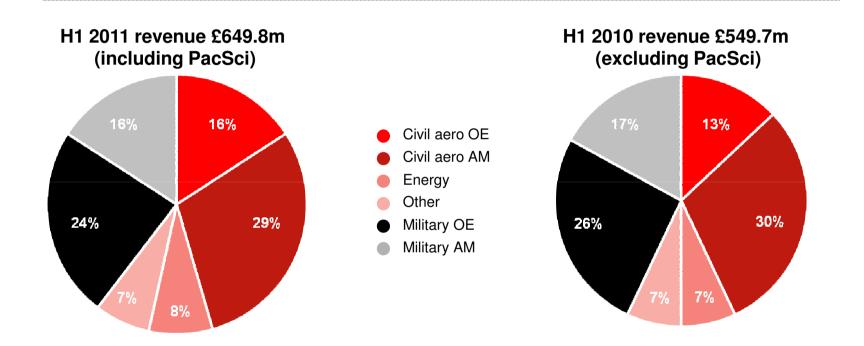


## **Commercial highlights**

- » Pratt & Whitney PurePower® engine wins
- » B1 Bomber wheels & brakes upgrade
- » Particle discriminating smoke detection KC-46 contract
- » Lightweight & high energy density batteries on G650
- » Training Systems international contracts
  - BATUS, Canada
  - ADF Weapons Training Simulation System support
- » Energy multiple order wins
  - 1st waste heat management contract
- » Electro-thermal ice protection developments

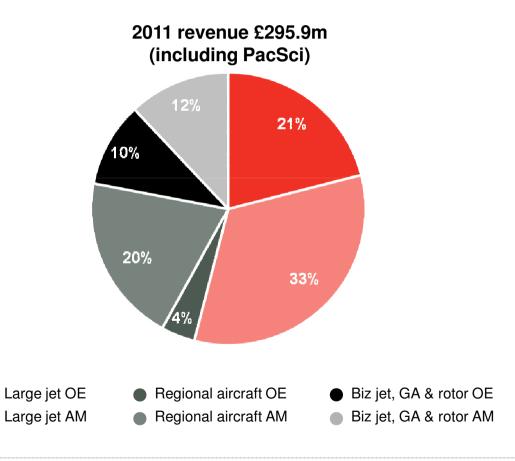


## Group revenue by segment



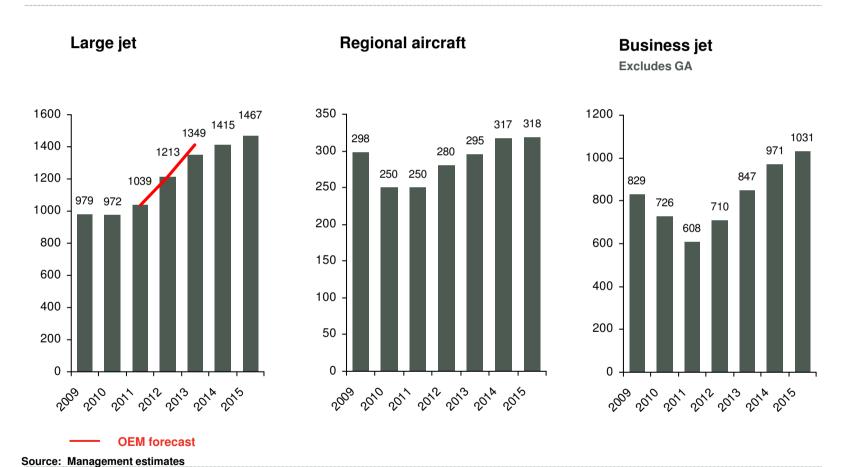
### Civil aerospace

### 45% of total revenue





### **Aircraft OE deliveries**



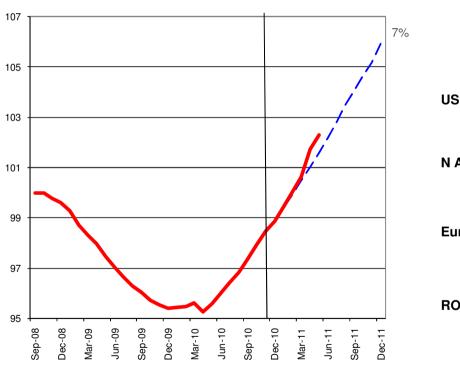
2011 Interim results

**MEGGITT** 

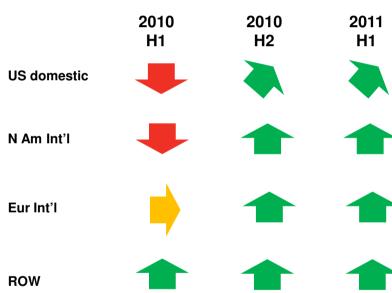
### Civil aerospace aftermarket

# Large jets and regionals

#### Available seat kilometres MAT Index







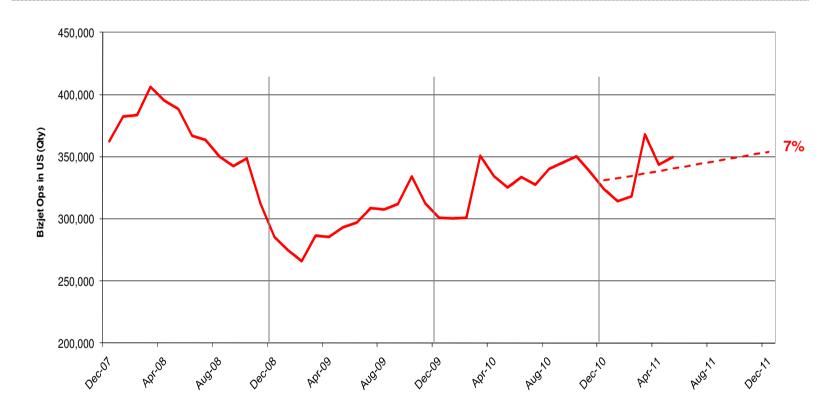
Source: Meggitt management

2011 Interim results



### **Civil aftermarket**

# Business jets



Source: Meggitt management

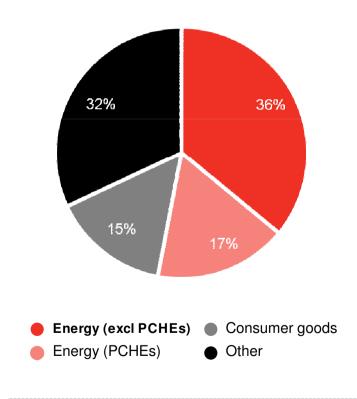
2011 Interim results



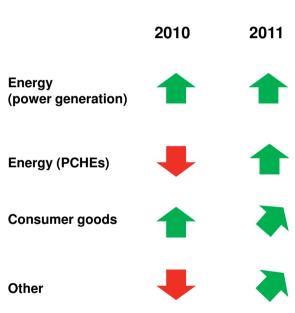
### Other markets

### 15% of total revenue

#### Other revenue by market £94.4m



### **Trend**

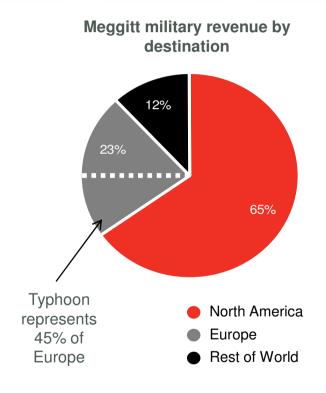


PCHE = printed circuit heat exchanger



# **Military**

### 40% of total revenue



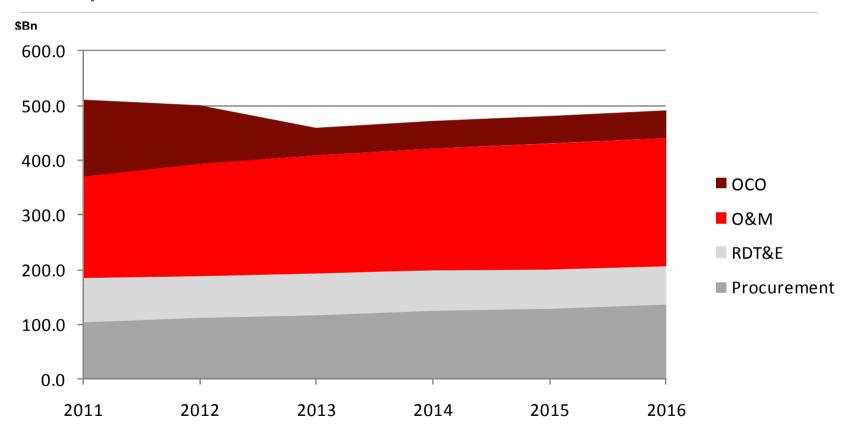
Military OE 60%: Aftermarket 40%

Source: Estimates based on 2010 actual data



## **US DoD budget projections**

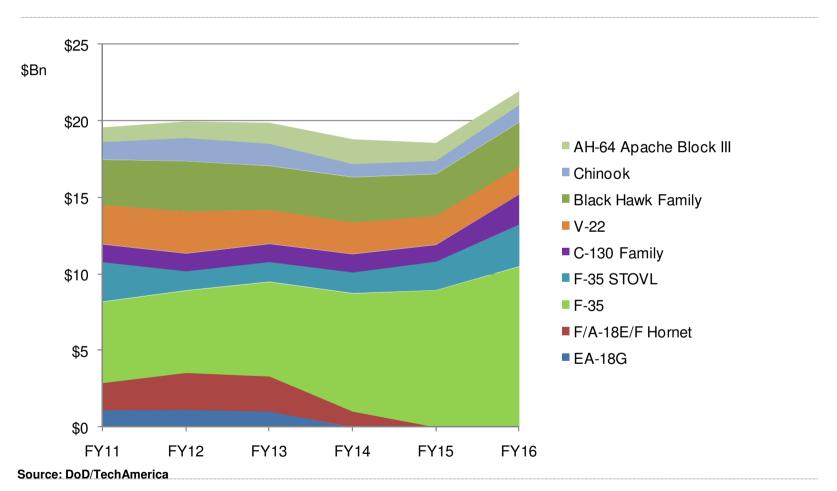
# excl personnel and construction



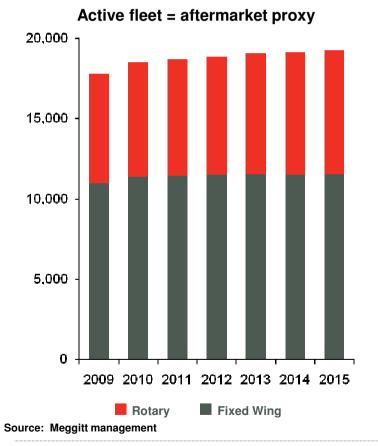
Source: DoD National Defense Budget estimates for FY 2012



## **DoD** procurement of key Meggitt platforms



### Military - growth opportunities in uncertain times



### **Growth expectations based on:**

- » Solid OE programmes
- » Growing fleet
- » Retrofit opportunities
- » Increased outsourcing = bigger shipset values
- » Counter-cyclical training demand

2011 Interim results



### Transformation...investing for higher growth

#### Strengthening our sales and marketing organisation

- Resources centralised at Division level to ensure alignment
- Group strategic account management expanded
- Programme and commercial management being strengthened

#### » Enhancing our engineering

- Resources pooled at Division level with greater group-wide collaboration
- Common, group-wide processes including peer reviews
- Now driving technology development from the centre
- More internal and outsourced resources

#### » Deepening our focus on continuous improvement

- Additional heads in procurement, quality and manufacturing engineering
- Driving down manufacturing costs and reducing working capital needs
- Shared services rolling out in support functions better processes at lower cost

### » Underpinned by continued roll out of SAP

- 8 sites live, 4 more planned for 2011
- Programme being extended to PacSci businesses



### **2011 H1 summary**

- » Strong organic revenue growth
- » Underlying PBT up 26%; underlying EPS up 17%
- » Excellent free cash flow
- Strong balance sheet net debt to EBITDA 1.9x
- » PacSci acquisition completed
  - Integration and trading on track
- » Transformation savings complete
- » Interim dividend up 12%



### **Outlook**

- » Strong momentum in civil
  - Civil OE deliveries growing
  - Further ASK growth
  - Biz jet recovery continues
  - Energy strong demand
  - Tougher comparatives
- » Military uncertain outlook but continuing opportunities
- » PacSci in line with expectations
- » H1 organic orders up 13%
- » Further good organic growth



### **Disclaimer**

This presentation is not for release, publication or distribution, directly or indirectly, in or into any jurisdiction in which such publication or distribution is unlawful.

This presentation is for information only and shall not constitute an offer or solicitation of an offer to buy or sell securities, nor shall there be any sale or purchase of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. It is solely for use at an investor presentation and is provided as information only. This presentation does not contain all of the information that is material to an investor. By attending the presentation or by reading the presentation slides you agree to be bound as follows:-

This presentation has been organised by Meggitt PLC (the "Company") in order to provide general information on the Company.

This presentation does not constitute an offer or an agreement, or a solicitation of an offer or an agreement, to enter into any transaction (including for the provision of any services).

The information contained in this presentation has not been independently verified and no representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained herein. The information set out herein may be subject to updating, revision, verification and amendment and such information may change materially.

This presentation and the information contained herein are not an offer of securities for sale in the United States and are not for publication or distribution to persons in the United States (within the meaning of Regulation S under the United States Securities Act of 1933, as amended (the "Securities Act")). The bonds discussed in this presentation have not been and will not be registered under the Securities Act and may not be offered or sold in the United States except to QIBs, as defined in Rule 144A, in reliance on Rule 144A or another exemption from, or transaction not subject to, the registration requirements of the Securities Act.

No part of this material may be (i) copied, photocopied, or duplicated in any form, by any means, or (ii) redistributed, published, or disclosed by recipients to any other person, in each case without the Company's prior written consent.

This presentation includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "anticipates", "believes", "estimates", "expects", "aims", "continues", "intends", "may", "plans", "considers", "projects", "should" or "will", or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. By their nature, forward-looking statements involve risk and uncertainty, because they relate to future events and circumstances. Forward-looking statements may, and often do, differ materially from actual results.

In relation to information about the price at which securities in the Company have been bought or sold in the past, note that past performance cannot be relied upon as a guide to future performance. In addition, the occurrence of some of the events described in this document and the presentation that will be made, and the achievement of the intended results, are subject to the future occurrence of many events, some or all of which are not predictable or within the Company's control; therefore, actual results may differ materially from those anticipated in any forward looking statements. Except as required by the Financial Services Authority, the London Stock Exchange plc or applicable law or regulation, the Company disclaims any obligation to update any forward-looking statements contained in this presentation.

This presentation and its contents are confidential and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, in whole or in part, for any purpose and it is intended for distribution in the United Kingdom only to: (i) persons who have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "Order"); or (ii) persons falling within Article 49(2) (a) to (d) of the Order (all such persons together being referred to as "relevant persons"). This presentation or any of its contents must not be acted or relied upon by persons who are not relevant persons. Any investment or investment activity to which this communication relates is available only to relevant persons and will be engaged in only with relevant persons.



# **Appendices**

- 1. Currency PBT impact
- 2. Operating exceptionals
- 3. Investment accounts
- 4. Shares in issue



# **Currency PBT impact**

	2009	2010	H1 2011	H2 2011	FY 2011	FY 2012
\$/£ rate	Act	Act	Act	Est	Est	Est
Translation rate (unhedged)	1.58	1.54	1.63	1.63	1.63	1.63
Transaction rate (hedged)	1.80	1.65	1.65	1.65	1.65	1.66
CHF rate						
£ Translation rate (unhedged)	1.69	1.60	1.44	1.35	1.39	1.35
\$ Transaction rate (hedged)	1.06	1.13	1.05	1.01	1.03	0.83
PBT impact £m						
Year-on-year translation			(4.4)	(2.8)	(7.2)	1.0
Year-on-year transaction			(1.4)	(2.6)	(4.0)	(12.3)
Year-on-year currency benefit/(hea	adwind)		(5.8)	(5.4)	(11.2)	(11.3)

2011 currency sensitivity:  $\pm 5 \text{ cents} = \pm £7 \text{m PBT } (£6 \text{m Excl PacSci})$ 



# **Operating exceptionals**

£m	<b>2010 FY Act</b> at \$1.54	<b>2011 H1 Act</b> at \$1.63	<b>2011 FY Est</b> at \$1.63
P&L charge			
Transformation	13.2	2.8	5.4
K&F integration	1.2	-	-
Site consolidation	-	1.9	3.3
PacSci integration	-	1.5	6.9
PacSci acquisition	1.3	5.8	5.8
Total	15.7	12.0	21.4
Cash out			
Transformation	13.7	1.9	4.0
K&F integration	1.1	-	-
Site consolidation	-	0.4	1.1
PacSci integration	-	0.3	5.8
PacSci acquisition	0.7	5.9	6.4
Total	15.5	8.5	17.3



### **Investment accounts**

£m			
	H1 2011	FY 2011 est	2012 est
	at \$1.63	at \$1.63	at \$1.63
1.R&D			
Total expenditure	47.5	107.2	120.2
Less: customer funded	(11.1)	(23.7)	(25.7)
Company spend	36.4	83.5	94.5
Capitalised	(17.3)	(40.1)	(43.3)
Amortised	4.8	11.3	13.7
Income statement	23.9	54.7	64.9
2.Programme participation costs			
Capitalised	16.1	34.3	38.2
Amortised	10.1	21.6	24.2
3.Fixed assets			
Capitalised	18.7	53.2	63.0
Depreciation	17.8	39.7	45.8
4.Net capitalisation	19.4	55.0	60.8
5.Retirement benefit deficit reduction payments	9.9	26.0	29.0

2011 Interim results



### **Shares in issue**

Shares in millions	2010	2011 H1	2011 Est	2012 Est
Opening	685.3	698.0	698.0	778.0
Scrip/other*	12.7	8.2	10.2	2.3
Placing**		69.8	69.8	
Closing	698.0	776.0	778.0	780.3
Average	691.5	761.9	769.7	779.2

<sup>\*</sup> Assumes zero further take up of scrip in 2011/2 and options exercised as per 2010



<sup>\*\*</sup>Effective date 21 Jan 2011

The information contained in this document is the property of Meggitt PLC and is proprietary and/or copyright material. This information and this document may not be used or disclosed without the express authorization of Meggitt PLC. Any unauthorized use or disclosure may be unlawful.

The information contained in this document may be subject to the provisions of the Export Administration Act of 1979 (50 USC 2401-2420), the Export Administration Regulations promulgated thereunder (15 CFR 730-774), and the International Traffic in Arms Regulations (22 CFR 120-130). The recipient acknowledges that these statutes and regulations impose restrictions on import, export, re-export and transfer to third countries of certain categories of data, technical services and information, and that licenses from the US Department of State and/or the US Department of Commerce may be required before such data, technical services and information can be disclosed. By accepting this document, the recipient agrees to comply with all applicable governmental regulations as they relate to the import, export and re-export of information.

