

# 2020 HALF YEAR RESULTS

**8 September 2020**

presented by  
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Louisa Burdett, Chief Financial Officer



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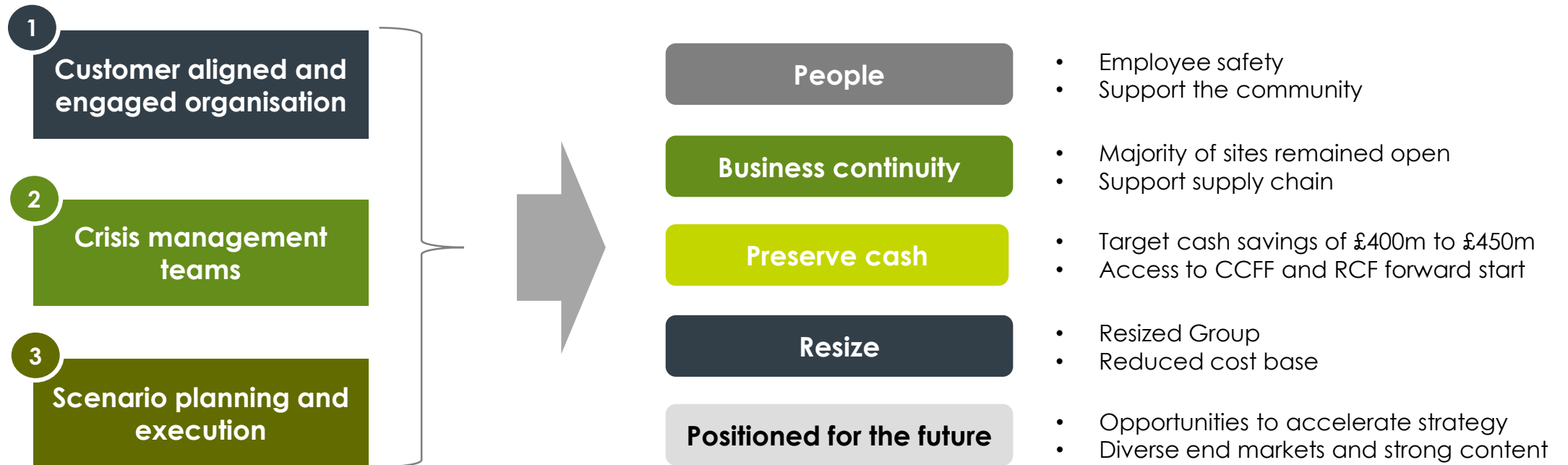
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# INTRODUCTION

**Tony Wood**  
Chief Executive

# Response to Covid-19 and our priorities in H1

We responded quickly and decisively to the crisis



**Dedication of our employees has been pivotal**

# Market dynamics in H1 2020

## Civil aerospace significantly impacted with Defence robust



### Civil OE (20% of revenue)

- Lower demand from OEMs as new build rates lowered
- Deliveries by Airbus and Boeing down 50% and 71% respectively
- Regional and business jet deliveries down 46% and 24%



### Civil AM (27% of revenue)

- Significant reduction in air traffic; global RPKs -90% in Q2
- Business jets and narrow bodies outperform
- Initial signs of recovery: active fleet recovered to 67% at end July (43% April)



### Defence (43% of revenue)

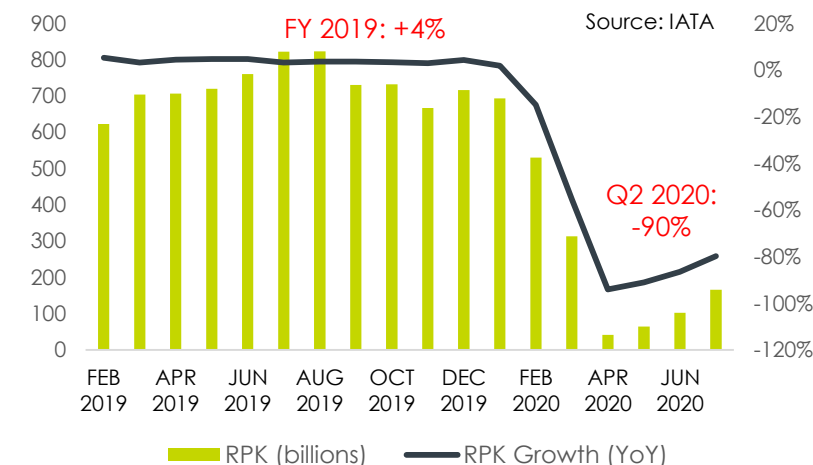
- Outlays in the US up 6% for 1<sup>st</sup> 9 months of fiscal 2019/20
- Procurement outlays up 15%
- Draft Appropriations Bill for 2021 at \$740bn in line with 2020



### Energy & Other (10% of revenue)

- Lower oil price has delayed oil and gas projects
- LNG and renewables projects continue

### Significant reduction in civil air traffic



### Strong US defence outlays

Procurement

+15%

RDT&E

+9%

Total US DoD outlays

+6%

Source: US Department of the Treasury; 9 months of fiscal 2019/2020

# Overview of the first half

## Defence robust as Group responds to civil aerospace downturn

- Book to bill of 0.9x with defence book to bill of 1.2x
- Organic revenue 13% lower (Q2: -30%):
  - Civil OE -29% (Q2: -53%)
  - Civil AM -25% (Q2: -47%)
  - Defence +7% (Q2: -3%)
  - Energy -6% (Q2: -8%)
- Strong progress on actions to reduce cost, protect cash and resize the Group
- Underlying operating profit down 37% at £102m
- Strong liquidity with headroom of £856m and net debt:EBITDA of 1.8x well within covenant limit of 3.5x
- Free cash outflow of £122m in line with expectations; net cash outflow of £19m following sale of Training Systems (H1 2019: outflow of £37m)
- Board not recommending payment of interim dividend to retain cash within the Group



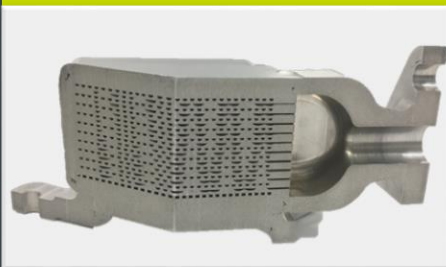


# H1 2020 Strategic highlights

## Continued progress in strategy execution

### Strategic priority

#### Portfolio Strategy



#### Customers



#### Competitiveness



#### Culture



### H1 2020 progress

- Sale of Training Systems for £110m
- 82% of revenue in highly attractive markets where we have strong positions
- Intensified focus on returns in wheels and brakes
- Continued progress with development of new technologies

- New contract wins totalling over £100m during the period
- Strengthened aftermarket with signing of 6 SMARTSupport® contracts
- Close customer input to scenario planning

- Footprint reduction to 39 sites with opportunities to accelerate
- Ansty Park office open; production transfer in 2021
- Transfer of additional composite production to Mexico
- Exit of Basingstoke and Orange County sites

- HPC and strong engagement underpinned response to Covid-19
- Supported local communities: producing PPE and Ventilators

# FINANCIALS

**Louisa Burdett**  
Chief Financial Officer



# Income statement

## Defence robust as Group responds to downturn in civil aerospace

Underlying <sup>1</sup>	HY20	HY19	Growth		
	£m	£m	Reported	Organic <sup>2</sup>	
Orders	882	1,193	(26%)	(31%)	Strong defence more than offset by lower revenue in civil aerospace and energy
Revenue	917	1,071	(14%)	(13%)	
Operating profit	102	161	(37%)	(36%)	Reflects fixed element within COGS and 3-4 months of run rate on SG&A ahead of action plans taking full effect
Operating margin	11.1%	15.0%			
Net finance costs	(16)	(16)			Financing costs flat
Profit before tax	86	145	(41%)	(40%)	
Tax	(19)	(32)			P&L tax rate in line with upper end of guidance range
Tax rate	21.2%	22.0%			
Profit for six months	67	113	(41%)		
Earnings per share	8.7p	14.7p	(41%)		

<sup>1</sup> A full reconciliation from underlying to statutory figures is provided in notes 6 and 11 of the preliminary results announcement.

<sup>2</sup> Organic figures exclude the impacts of acquisitions, disposals and foreign exchange.

# Exceptional costs and H1 impairment

## Non-cash accounting write down due to downturn in civil aerospace

- Non-cash impairment losses / asset write downs of £373m including goodwill
- Cash expenditure on exceptional operating costs in the first half was £28.1m

### Underlying results

Underlying profit is used by the Board to monitor and measure the underlying trading performance of the Group. Items excluded from underlying profit measures are treated consistently with the way performance is measured under the Group's short-term and long-term incentive plans and with covenant requirements defined in the Group's committed credit facilities.

### Exceptional operating items

Items which are significant by virtue of their size or nature; are considered non-recurring; and which are excluded from the underlying profit measures used by the Board to measure the underlying performance of the Group, are classified as exceptional operating items.

### Reconciliation between underlying profit and statutory operating loss £m

		<u>Of which cash in H1</u>
<b>Underlying operating profit</b>	<b>102.2</b>	
Impairment losses / asset write-downs	(373.2)	–
Covid-19 costs	(13.2)	(8.7)
Site consolidations	(14.8)	(18.7)
Other	(0.6)	(0.7)
Exceptional operating items	(401.8)	(28.1)
Amortisation of acq. Intangibles	(45.0)	
Financial instruments	(38.0)	
Disposal of businesses	33.9	110
<b>Statutory operating loss</b>	<b>(348.7)</b>	

# Revenue by end market

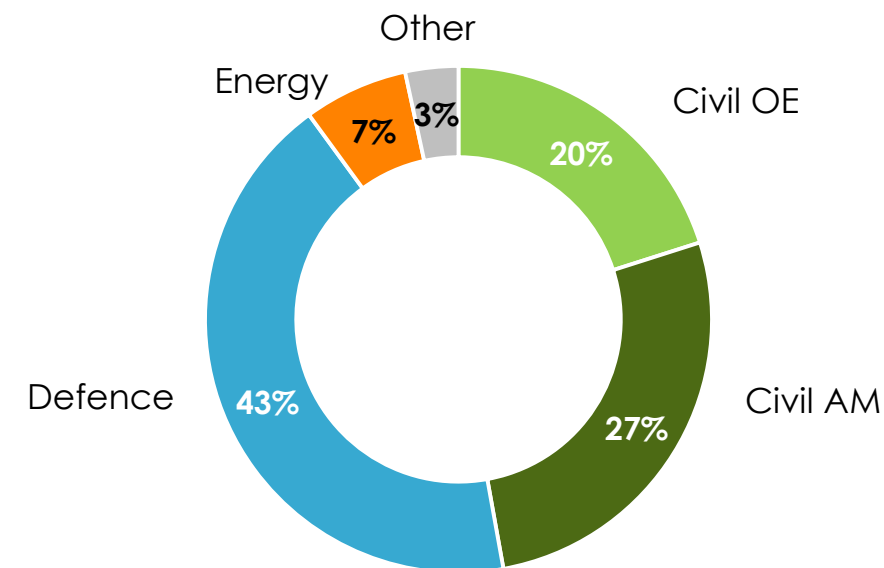
## Robust defence growth helps offset lower civil revenue

	H1 2020 Revenue Growth	
	Reported	Organic
Civil OE	(29%)	(29%)
Civil AM	(25%)	(25%)
<i>Total Civil</i>	<i>(27%)</i>	<i>(27%)</i>
Defence	4%	7%
Energy	(4%)	(6%)
Other	(26%)	2%
<b>Total Group</b>	<b>(14%)</b>	<b>(13%)</b>

LJ down 33%  
 RJ down 37%  
 BJ down 11%

LJ down 27%  
 RJ down 33%  
 BJ down 10%

H1 2020 Revenue by market (Reported)



**OE: 55%, Aftermarket: 45%**

# Divisional performance

## Summary

Underlying	Revenue		Operating profit	Operating margin		
	£m	Organic Growth %	£m	2020 %	2019 %	
Airframe Systems	430.8	(12)	70.3	16.3	21.0	Operating margin declines in Airframes and Engines reflect lower civil aerospace demand and under-recovery of fixed overheads
Engine Systems	128.3	(20)	(9.7)	-7.6	3.0	
Energy & Equipment	180.8	8	16.9	9.3	11.3	Strong defence growth more than offset by weaker civil OE volumes
Services & Support	176.9	(25)	24.7	14.0	14.2	Stable margin reflects internal transfer price relationship for provision of aftermarket services between S&S and the divisions
<b>Total</b>	<b>916.8</b>	<b>(13)</b>	<b>102.2</b>	<b>11.1</b>	<b>15.0</b>	

# Acted early to boost liquidity, protect cash and position for 2021

**Strong execution in those areas within our control**

## Internal measures

### Protect profit and cash

- Sale of Training Systems
- Reduction in absolute inventory levels
- Substantial reduction in operating costs
- Capex and pension deferrals
- Cancellation of 2019 final dividend

✓  
Ongoing  
✓  
✓  
✓

Slides 14-15

## External measures

### Financing and liquidity

- Eligible issuer under Bank of England's CCFF
- Forward start on RCF to September 2022
- Repayment of \$125m of US PP in June

✓  
✓  
✓

Slide 17

### Positioned for recovery

- Reduction in temporary labour in Q1
- >20%\* reduction in headcount by year end with 18% completed by end June
- Remain agile to respond to external environment

✓  
Ongoing  
Ongoing

\* Compared with 31 December 2019 baseline

# Protecting profit and preserving cash

Measures to protect 2020 and also position for 2021

## P&L

- > 20 % headcount reduction
- Material purchases
- Operating costs
- Pension

+

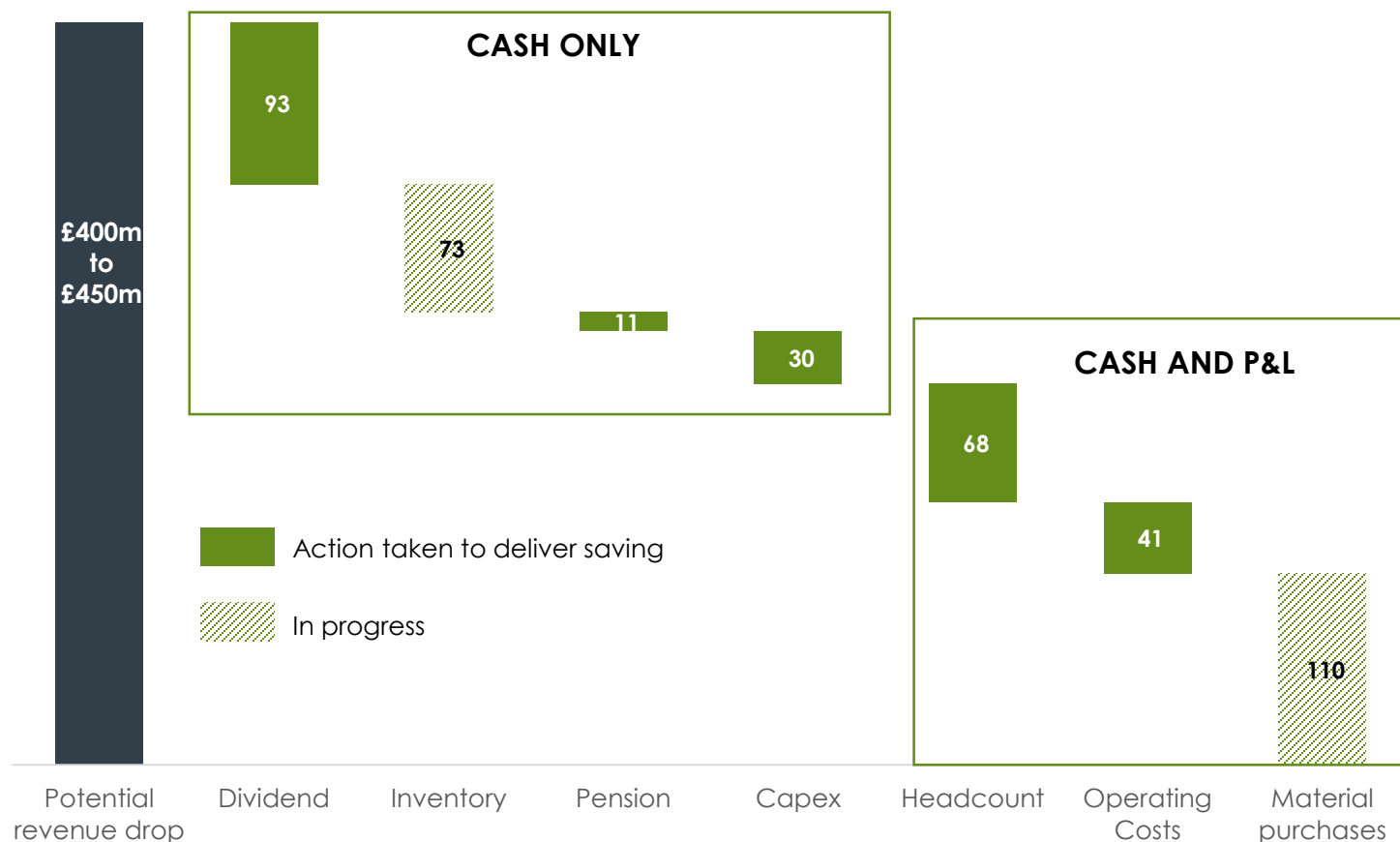
## Cash

- Cash conversion of P&L measures
- Working capital – inventory
- Capex and pension deferrals
- Dividend

**We expect to deliver £400m to £450m of cash savings in 2020**

# Cost and cash run rate actions in 2020

Management action to offset revenue reduction, protect profit and resize cost base



- Decisive action taken to deliver cost and cash actions in response to anticipated reduction in FY20 revenue
- Savings represent cash costs that would have otherwise been spent and contributed to an increase in net debt
- Combination of one-off savings and more permanent savings will flow into FY 2021
- A number of actions have already been taken with inventory and material purchases ongoing into H2
- Expect around c.£130m to £140m of lower payroll costs vs 2019 levels in 2021



# Free cash flow

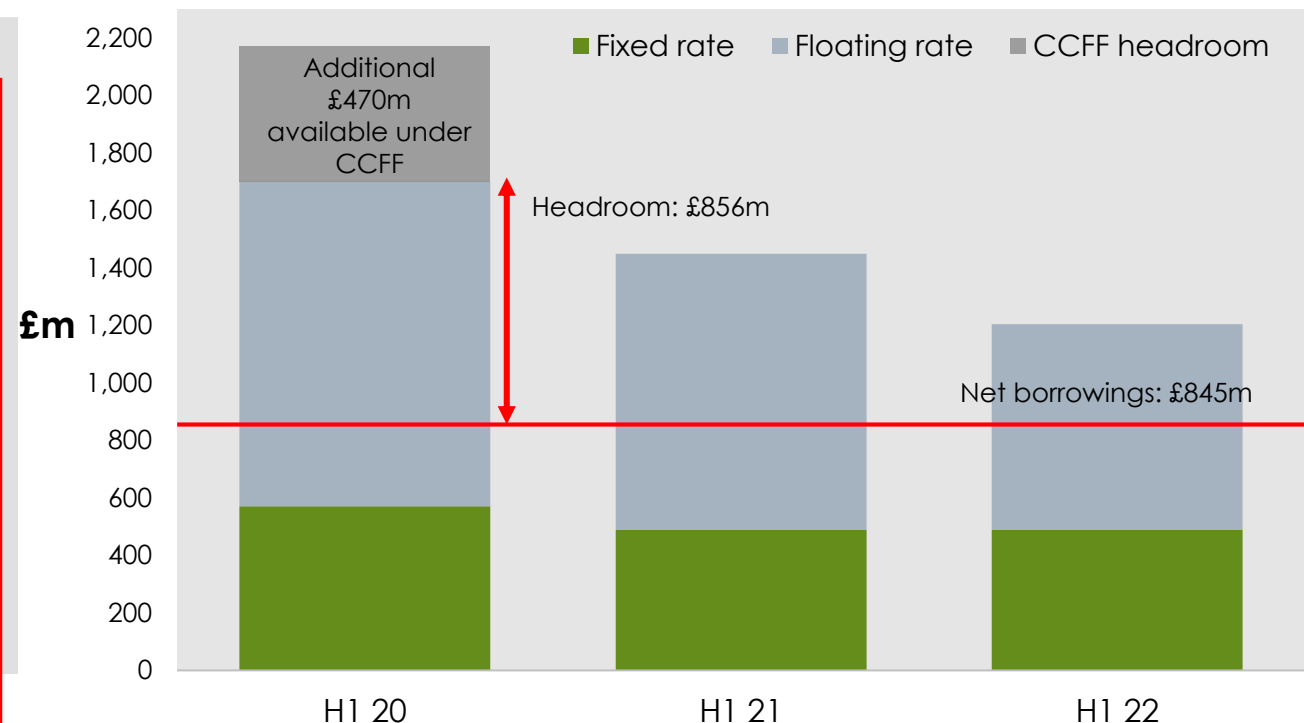
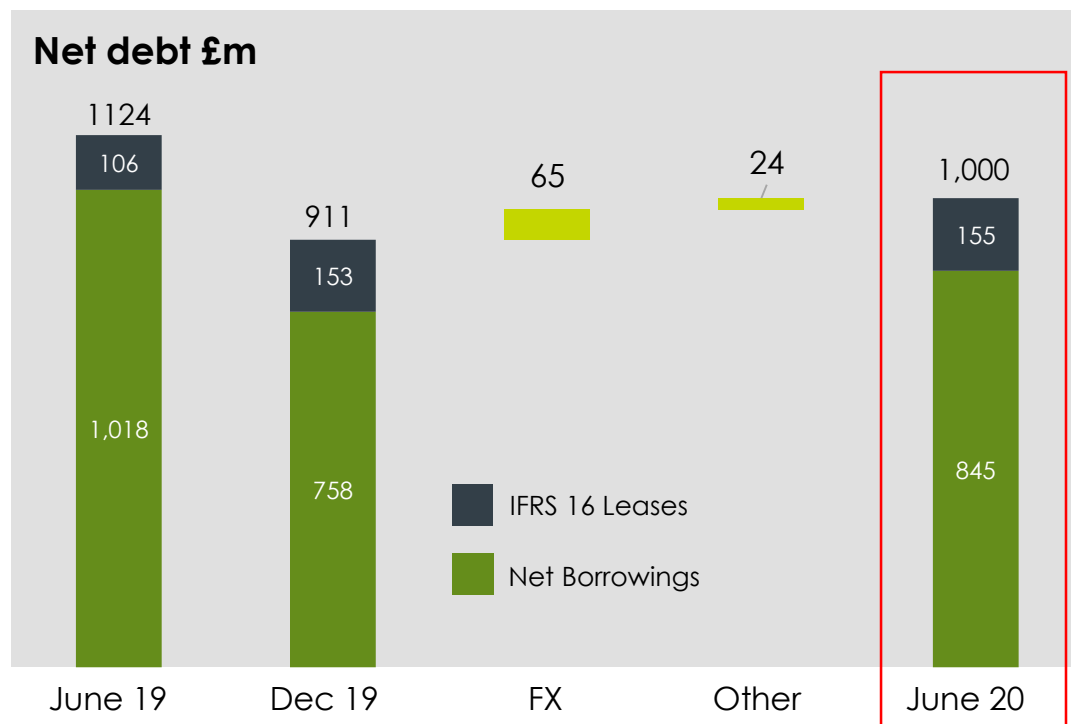
## Free cash outflow expected to reverse in H2

£m	H1 2020	H1 2019	Change %	
<b>Underlying EBITDA</b>	<b>156</b>	<b>212</b>		Working capital outflow driven by reduction in payables balances
Working capital movement	(128)	(77)		
Capex	(57)	(37)		Higher capex as expected driven by investment in Ansty Park and carbon capacity
Capitalised R&D/PPC	(19)	(26)		
Other	2	5		
<b>Underlying operating cash flow</b>	<b>(46)</b>	<b>77</b>		Includes £9m of additional costs relating to COVID-19 largely severance
Pension deficit payments	(7)	(17)		
Operating exceptionals	(28)	(12)		
Interest & tax	(41)	(20)		Higher cash tax payments in line with guidance; driven by phasing
Sale of Holbrook lane	–	21		
<b>Free cash flow</b>	<b>(122)</b>	<b>49</b>		Small net cash outflow includes proceeds of £110m from the sale of Training Systems in June
<b>Net cash outflow</b>	<b>(19)</b>	<b>(37)</b>		

# Balance sheet and liquidity

**Net debt:EBITDA at 1.8x well within covenant of 3.5x**

	Covenant	H1 2020	FY 2019	H1 2019
Net debt:EBITDA	≤3.5x	1.8x	1.5x	1.8x
Interest cover	≥3.0x	14.1x	16.3x	15.0x



**Strong liquidity and headroom**

# WELL PLACED FOR THE RECOVERY

**Tony Wood**  
Chief Executive

## Strength of our portfolio

A number of core characteristics will help us benefit as the market recovers



Diverse end  
market exposure



Broad-based  
aftermarket



A younger,  
refreshed fleet



Strong in  
defence

# Diverse end market exposure

**Broad revenue base across civil, defence and select energy markets**

## Civil portfolio

- Meggitt content on nearly every civil jet across large, regional and business
- Civil fleet of ~51,000 aircraft
- Increased content on new platforms
- Two thirds of our large jet exposure is narrow bodies which we expect to recover faster

## Strong defence exposure

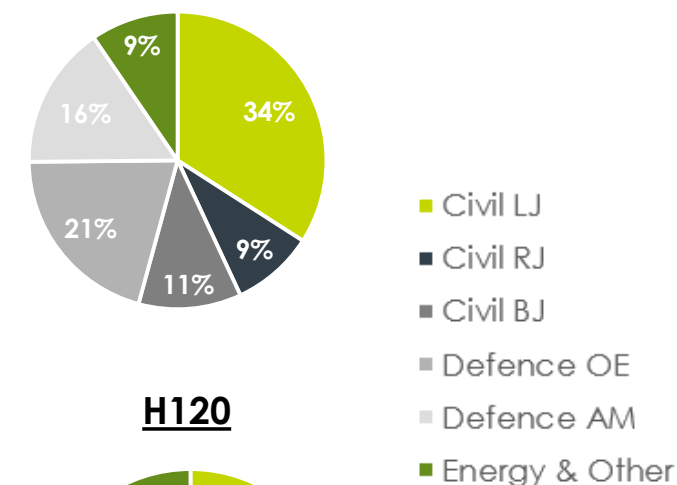
- Fleet of ~22,000 aircraft
- 70% revenue derived from core US market
- Broad exposure: fighters, rotary, ground vehicles & defence systems

## Selected energy markets

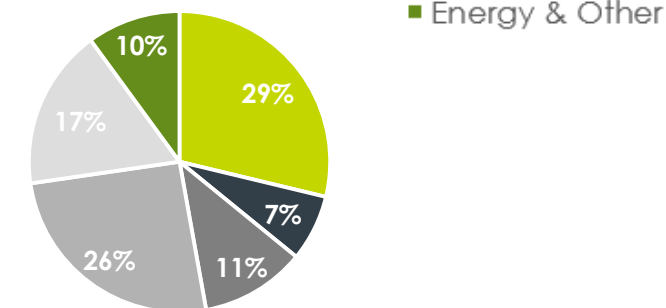
- Exposure to LNG and renewables end markets
- Aero-derivative technology

## Diverse end market exposure

**FY19**



**H120**

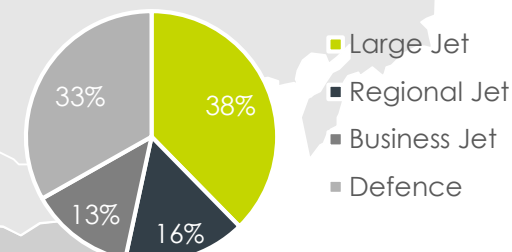


# Strong aftermarket annuity across both civil and defence

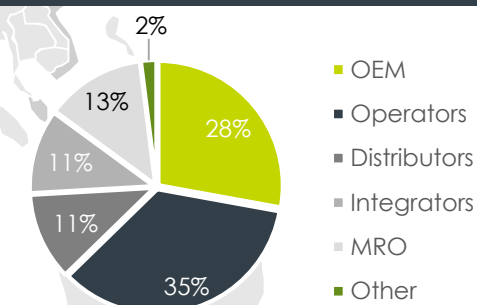
Recurring revenue stream underpinned by sole source positions and increased content

- Dedicated Services & Support Division delivering AM
- Exposure across both civil and defence markets
- Diverse customer base
- Global coverage through regional hubs serving the fleet
- Full service offering across spares and MRO
- Winning back market share through SMARTSupport®

Group aftermarket (2019)



Diverse end customer base



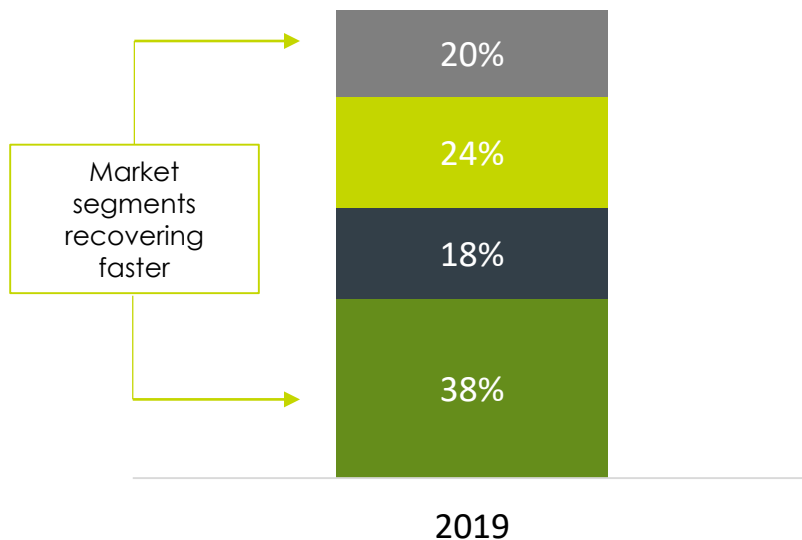
**Broad-based aftermarket across both Civil and Defence**

# Meggitt civil aftermarket well positioned for the recovery

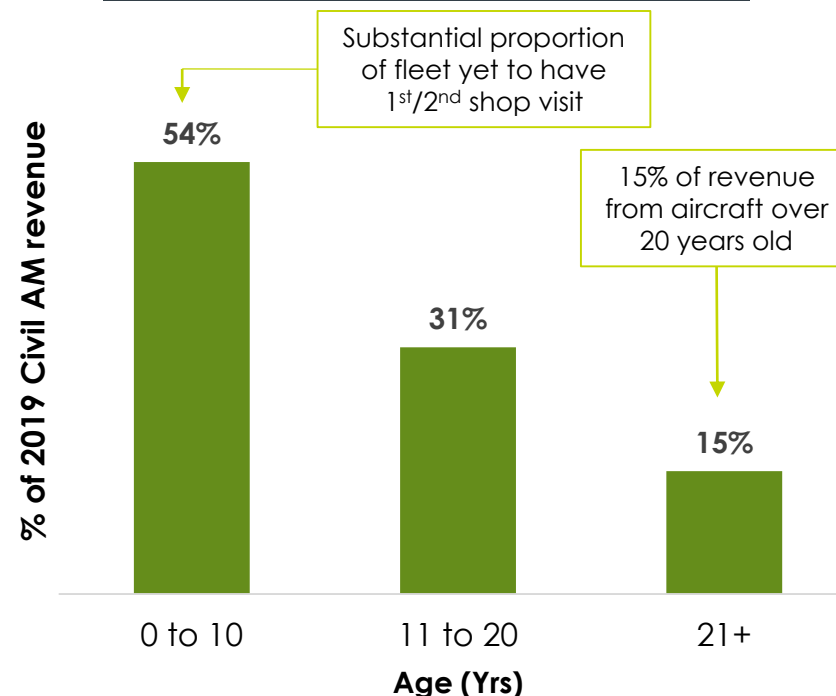
Good exposure to narrow body, business jets and a young fleet

## Diverse civil AM exposure

■ Narrow body ■ Wide body ■ Regional ■ Business



## Exposure to a young civil fleet



## Sustainable AM growth drivers

- Traffic growth 3-4% p.a.
- Pricing
- Market share recapture
- Increased content on new fleet

**54% of AM revenue from fleet less than 10 years old**



## Strong in defence

**43% of H1 2020 revenue; 70% of revenue derived from US market**

- Robust defence performance maintained in H1; outlays remain strong
- Strong content on new platforms
- Underpinned by a number of multi-year contracts
- Opportunity to grow our market share

F35 JSF



V22



Apache



FA/18

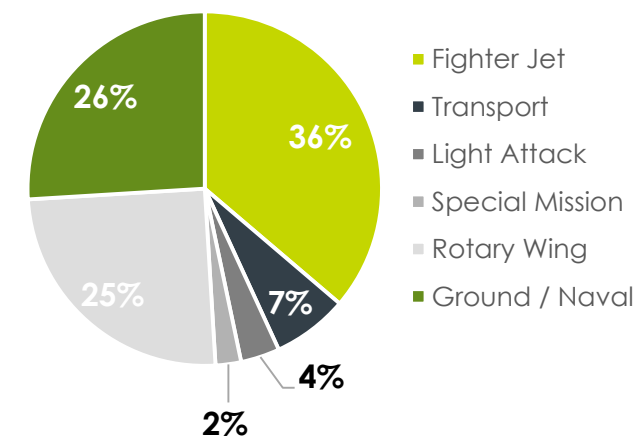
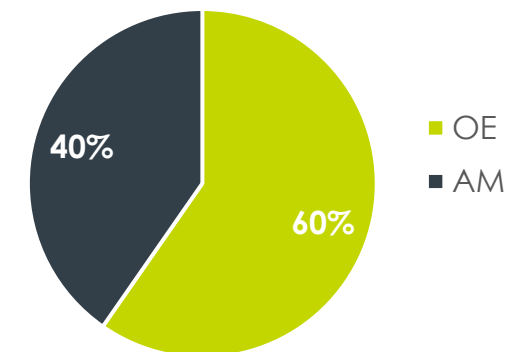


Abrahams Tank



**Exposure to hardest worked platforms and reset and retrofit activity**















Defence exposures<sup>1</sup>



<sup>1</sup>Based on H1 2020 reported revenue

# Business jet exposure

Broad fleet exposure across all major business jet OEMs

Key customers		Key Platforms	Content		
  <b>BOMBARDIER</b>  <b>TEXTRON</b>		G100/150, G280, G350/450, G500/550, G650	<b>Carbon brakes</b>	<b>Heat exchangers</b>	<b>Tyre pressure monitoring</b>
		Phenom 100, Phenom 300, Praetor/Legacy 450/500, Praetor 600, Embraer Lineage 1000E			
		Global 5000, Global 6000, Global 7000/7500, Challenger 300 Challenger 650, Learjet 70	<b>Fire detection</b>	<b>Batteries</b>	<b>Cameras &amp; security</b>
		Falcon 900, Falcon 2000, Falcon 6X, Falcon 7x, Falcon 8X			
		CJ4, King Air 250, King Air 350, Caravan, Denali, Sky Courier, Citation Longitude, Cessna Citation, Cessna Mustang			

**Strong shipset content in an early recovering segment**

# SUMMARY

**Tony Wood**  
Chief Executive

# Group assumptions for full year 2020

Group well placed for recovery against a backdrop of uncertain sector and market macros

## Market and sector context

- Improvement in civil aerospace in Q2 and early Q3 was encouraging
- Near-term recovery remains highly sensitive to COVID-19 developments
- Pace of recovery and impact on important fourth quarter uncertain

## Base case assumptions for H2

- New build rates at or near current levels
- Progressive recovery in air traffic
- Defence outlook robust
- Energy market down vs 2019 but stable half on half
- Progressive reduction in inventory
- Benefit from headcount reduction in cost base
- FX of \$1.30 in H2

## Full year outlook

- H2 underpinned by robust defence and stable energy revenue
- Potential for range of outcomes in civil aerospace in the last four months including important Q4
- Lower volumes reduce overhead recovery
- Group to be broadly cash flow neutral for full year
- Continue to monitor recovery and remain agile
- Update the market at Q3 on 10 November

**Full year guidance remains suspended**

## Summary

### Rapid and decisive action to navigate the crisis

- The first half has been challenging
- The response of our people has been outstanding
- Quick and decisive action taken to mitigate the impact of the downturn
- Continued to execute and accelerate our strategy and preserved options for future growth
- Strengthened liquidity with ample headroom
- Our diverse end market exposure and strong fundamentals means we are well placed as the recovery continues



# QUESTIONS

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# Currency impact

## Appendix 1

	H1 2019 Act	FY 2019 Act	H1 2020 Act
<b>\$/£ rate</b>			
Translation rate	1.28	1.28	1.27
Transaction rate (hedged)	1.43	1.42	1.39
<b>Euro rate</b>			
€/£ Translation rate	1.15	1.14	1.15
\$/€ Transaction rate (hedged)	1.19	1.19	1.17
<b>CHF rate</b>			
CHF/£ Translation rate	1.30	1.27	1.23
\$/CHF Transaction rate (hedged)	1.06	1.06	1.09
<b>PBT impact £m</b>			
Year-on-year translation			0.9
Year-on-year transaction			2.0
Year-on-year currency benefit/(headwind)			<b>2.9</b>

Currency sensitivity <sup>1</sup>:

± 10 US\$ cents = ± £120m Revenue; ±20m PBT  
 ± 10 Euro cents = ± £11m Revenue; ± 2m PBT

# Operating exceptionals

## Appendix 2

£m	H1 2019 Actual at \$1.28	H1 2020 Actual at \$1.27	FY 2020 Updated guidance at \$1.30
<b>P&amp;L charge</b>			
Asset impairments/write-offs	-	373.2	373
Covid-19 costs	-	13.2	25-29
Site consolidations	8.9	14.8	25-30
Business restructuring costs	2.1	0.6	1-2
<b>Total</b>	<b>11.0</b>	<b>401.8</b>	<b>425-435</b>
<b>Cash out</b>			
Covid-19 costs	-	8.7	20-25
Site consolidations	9.6	18.7	22-30
Proceeds from sale of site	(21.0)	-	-
Business restructuring costs	2.3	0.7	1-2
<b>Total</b>	<b>(9.1)</b>	<b>28.1</b>	<b>43-57</b>

# Cash drivers

## Appendix 3

£m	H1 2019 Actual	H1 2020 Actual	FY 2020 Updated Guidance
	at \$1.28	at \$1.27	at \$1.28
<b>1. R&amp;D</b>			
Total expenditure	65	56	
Less: charged to cost of sales / WIP	(14)	(14)	
Group spend	<b>51</b>	<b>42</b>	<b>70-80</b>
Capitalisation	(25)	(19)	(40)-(45)
Amortisation	13	17	30-40
Charge to U/L net operating costs	<b>39</b>	<b>40</b>	<b>65-75</b>
<b>2. Fixed assets</b>			
Capital expenditure	37	57	95-105
Depreciation	(38)	(36)	(75)-(80)
<b>3. Retirement benefit deficit payments</b>	17	7	23
<b>4. Free of charge costs</b>			
Expensed	37	33	50-60

# Retirement benefit obligations

## Appendix 4

### Deficit funding history/forecast

£m	FY 2019	H1 2020		FY19	FY20	FY21	FY22	FY23	FY24
Opening deficit	(209.1)	(267.9)							
Net deficit payments	35.2	7.1	UK deficit per 2018 triennial valuation <sup>1</sup>	31.2	21.2	35.5	37.2	27.0	0.0
			Other schemes	4.0	2.1	7.1	5.3	5.4	12.3
Actuarial movements - assets	53.5	39.9							
Actuarial movements - liabilities	<u>(142.7)</u>	<u>(91.1)</u>		<u>35.2</u>	<u>23.3</u>	<u>42.6</u>	<u>42.5</u>	<u>32.4</u>	<u>12.3</u>
	(89.2)	(51.2)							
Other movements (including FX)	(4.8)	(14.3)							
Closing deficit	<u>(267.9)</u>	<u>(326.3)</u>							
UK discount rate	2.05%	1.60%							
US discount rate	3.10%	2.45%							

# Shares in issue

## Appendix 5

Shares in millions

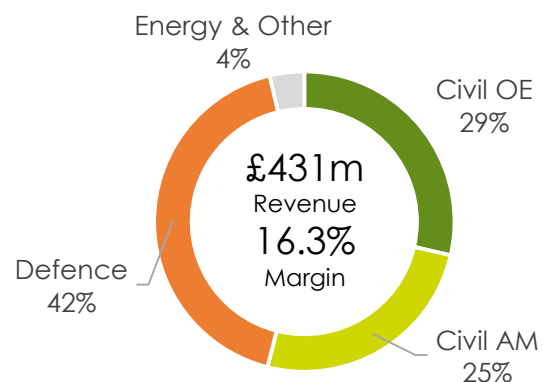
	FY 2019	H1 2020
Opening	776.9	777.5
Share schemes	0.6	3.2
Closing	777.5	780.7
<b>Average*</b>	<b>773.7</b>	<b>777.0</b>

\* Adjusted to exclude own shares held by employee benefit trust

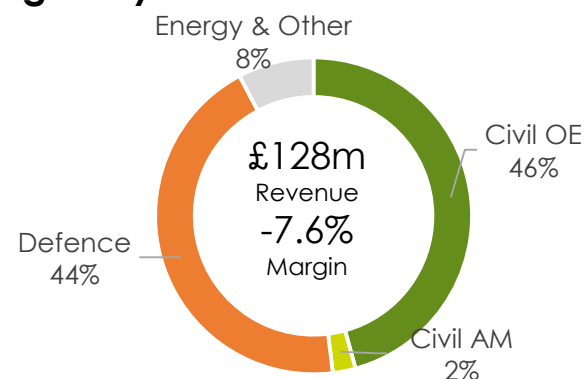
# Market segment exposure: by division

## Appendix 6

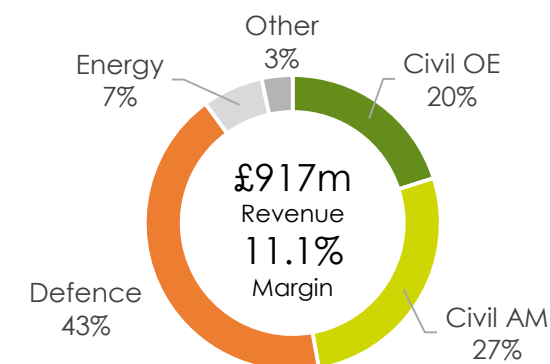
### Airframe Systems



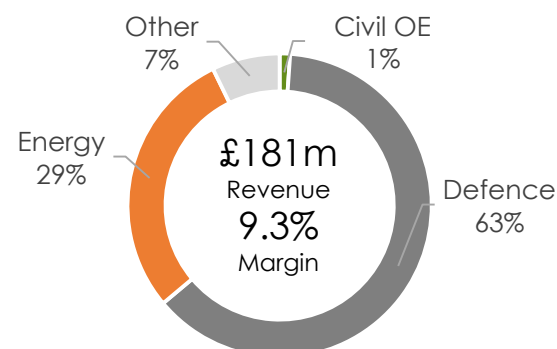
### Engine Systems



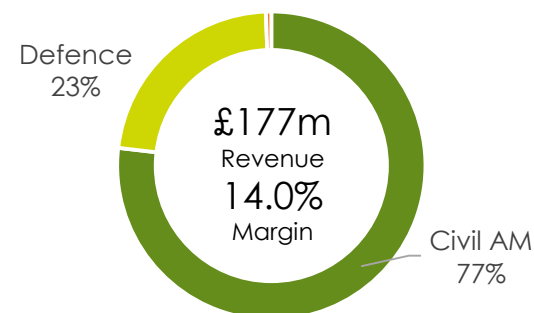
### GROUP



### Energy & Equipment



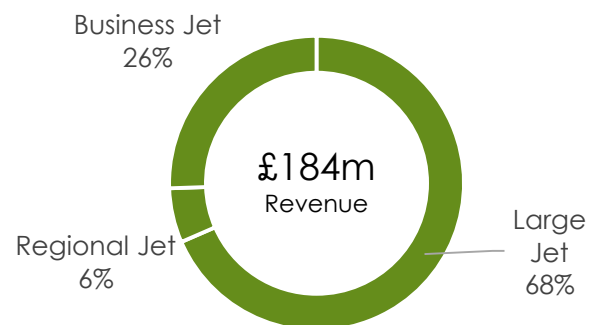
### Services & Support



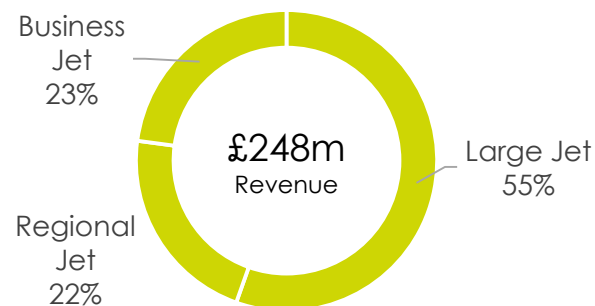
# Market segment exposure: by sub-segment

## Appendix 7

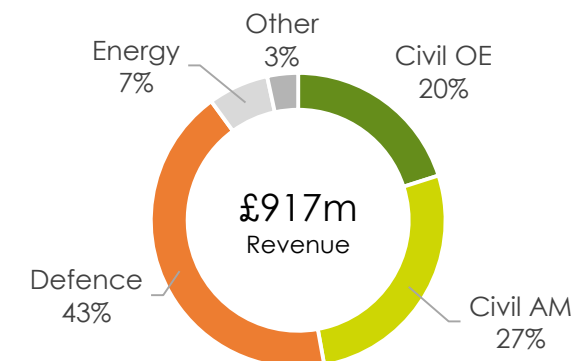
### Civil OE



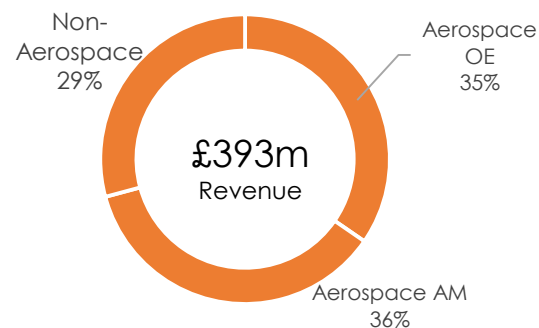
### Civil aftermarket



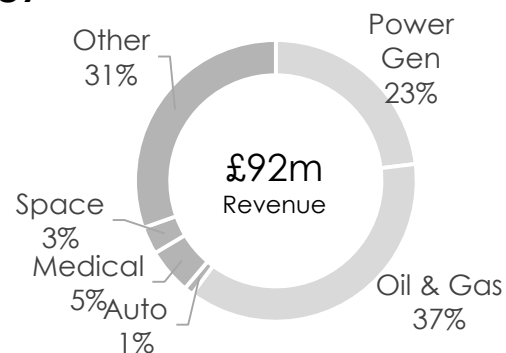
### GROUP



### Defence



### Energy / Other





# Revenue growth by quarter

## Appendix 8

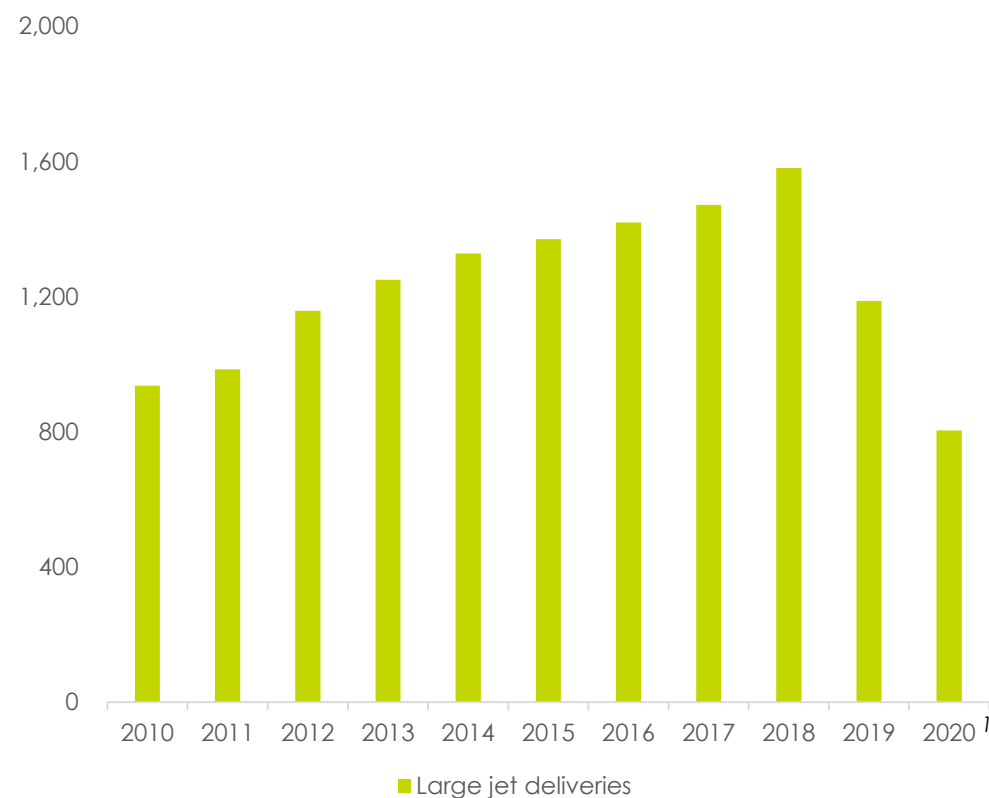
Organic Growth	Q1 2019	Q2 2019	H1 2019	Q3 2019	Q4 2019	H2 2019	FY 2019	Q1 2020	Q2 2020	H1 2020
Civil OE	8%	14%	11%	4%	4%	4%	8%	-1%	-53%	-29%
Civil Aftermarket	6%	7%	7%	4%	14%	9%	8%	2%	-47%	-25%
Defence	18%	10%	13%	20%	3%	10%	11%	19%	-3%	7%
Energy	(7)%	7%	(1)%	26%	15%	19%	10%	-3%	-8%	-6%
<b>Group</b>	<b>9%</b>	<b>9%</b>	<b>9%</b>	<b>11%</b>	<b>6%</b>	<b>8%</b>	<b>8%</b>	<b>6%</b>	<b>-30%</b>	<b>-13%</b>

2019 Organic revenue numbers include MTSI now divested.

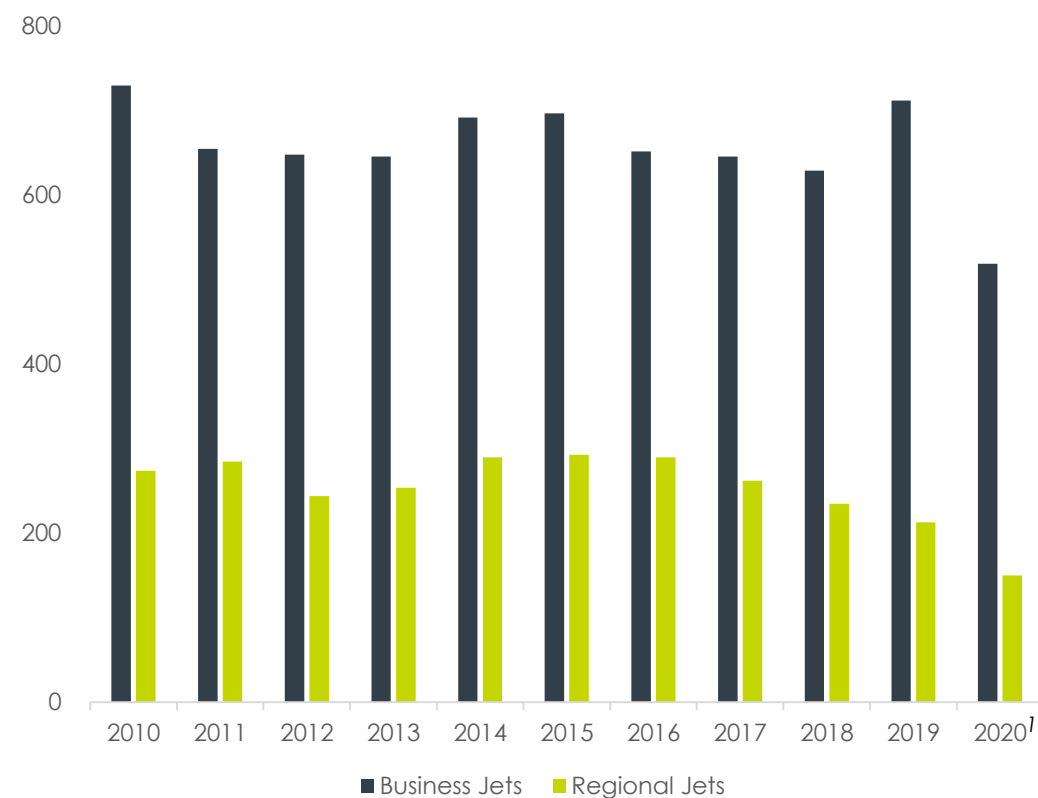
# Civil delivery data

## Appendix 9

### Large Jet Deliveries

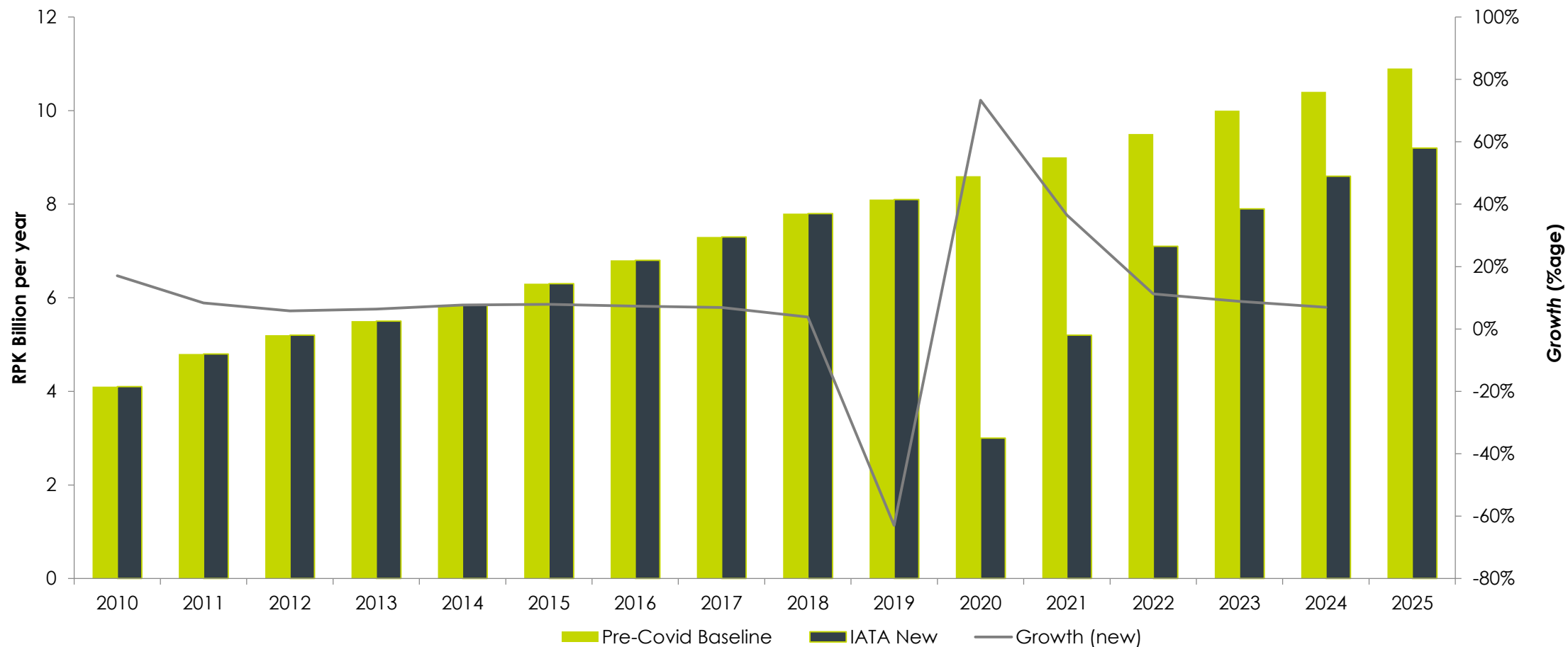


### Regional & Business Jet Deliveries



# Aftermarket Data (IATA)

## Appendix 10



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