# 2020 FULL YEAR RESULTS

#### 4 March 2021

presented by Tony Wood, Chief Executive Louisa Burdett, Chief Financial Officer



# Agenda

- 1. Introduction and highlights
- 2. Full year 2020 financials
- 3. Strong fundamentals for the recovery
- 4. Our priorities
- Our sustainability framework People, Planet and Technology
- 6. Outlook



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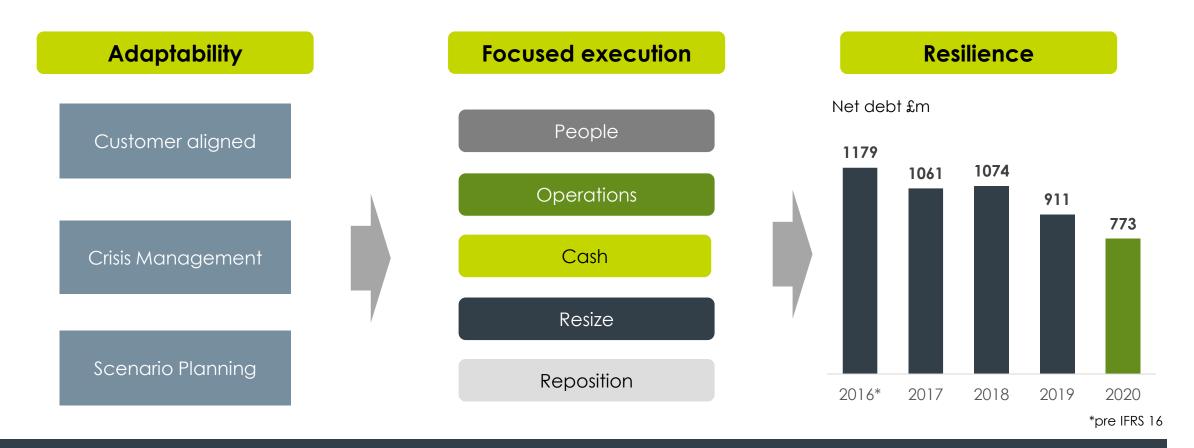
# HIGHLIGHTS

**Tony Wood** 

**Chief Executive** 

# Our response to Covid-19

We entered 2020 in a robust position and moved quickly to adapt to the crisis



DECISIVE EARLY ACTION, STRONG EXECUTION, POSITIONED FOR THE RECOVERY



# Market dynamics in 2020

#### Defence and energy helped offset severe downturn in civil activity



Civil OE (18% of revenue)

- Lower demand from OEMs as new build rates reduced
- Deliveries by Airbus down 34% and Boeing down 59%
- Regional and business jet deliveries down 46% and 21%



Civil AM (25% of revenue)

- Significant reduction in air traffic; global ASKs down 57%
- Business jets and narrow bodies outperform
- Active fleet recovered to 70% at end of 2020 (43% April)



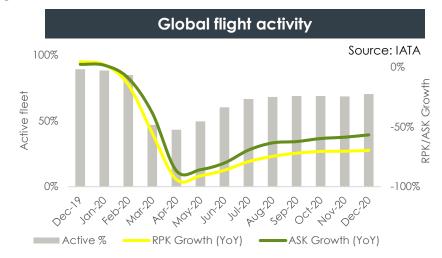
Defence (46% of revenue)

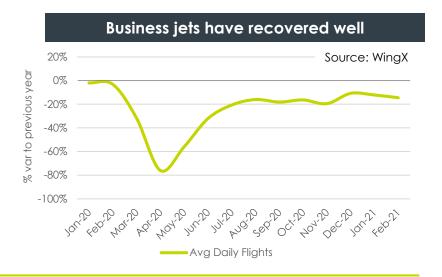
- Total US DoD outlays up 6% in 2020 vs 2019
- Procurement and RDT&E outlays up 12%
- Agreed defence budget for 2021 at \$696bn in line with 2020



Energy (11% of revenue)

- Lower oil price has delayed oil capex projects
- Robust investment in LNG and renewable energy infrastructure







# **Financial Summary**

Defence robust, strong liquidity, net debt significantly lower

- Defence book to bill 1 of 1.05x with Group book to bill 1 of 0.9x
- Organic revenue 22% lower vs 2019:
  - > Civil OE -40% (H1: -29%)
  - Civil AM -41% (H1: -25%)
  - Defence +4% (H1: +8%)
  - > Energy -8% (H1: -6%)
- Underlying operating profit down 53% to £191m
- Delivered in-year cash savings of £450m
- Free cash inflow of £32m
- Net debt reduced by £138m to £773m (2019: £911m)
- Strong liquidity with headroom of £908m and net debt:EBITDA of 2.2x
- Board not recommending final dividend for 2020

<sup>&</sup>lt;sup>1</sup> Organic figures exclude the impacts of acquisitions, disposals and foreign exchange.

## Strategic highlights in 2020

#### Continued focus on strategy execution throughout the year

Strategic priority

#### Portfolio Strategy



2020 Achievements

- Completed portfolio streamlining with sale of Training Systems
- Strong progress on new technologies for sustainable aviation

#### **Customers**



- Growing aftermarket share with 14 new SMARTSupport® wins
- Growing pipeline in defence and energy

#### Competitiveness



- Ansty Park offices opened in June 2020 with completion in 2021
- Footprint reduced to 37 sites with more opportunities identified

#### Culture



- Supported our people and communities throughout the crisis
- Group Employee
   Engagement
   maintained at 'High
   Performance norm'

# FINANCIALS

Louisa Burdett
Chief Financial Officer



#### **Income statement**

#### Defence robust with Group revenue impacted by downturn in civil aerospace

| lle darbie ei           | FV20  | EV10  | Cro      | <del></del>          | +4% growth in defence more than offset by lower revenue in civil aerospace and energy |
|-------------------------|-------|-------|----------|----------------------|---|
| Underlying <sup>1</sup> | FY20  | FY19  | Gro      | wth                  | 9,  |
|                         | £m    | £m    | Reported | Organic <sup>2</sup> |   |
| Orders                  | 1,547 | 2,468 | (37%)    | (38%)                | Reflects substantial reduction in Group   |
| Revenue                 | 1,684 | 2,276 | (26%)    | (22%)                | revenue particularly higher margin aftermarket partly mitigated by cost               |
| Operating profit        | 191   | 403   | (53%)    | (50%)                | saving actions  |
| Operating margin        | 11.3% | 17.7% |          |                      |   |
| Net finance costs       | (31)  | (33)  |          |                      | Lower USD interest rates on floating rate debt  |
| Profit before tax       | 160   | 370   | (57%)    |                      |   |
| Tax                     | (31)  | (81)  |          |                      |   |
| Tax rate                | 19.7% | 22.0% |          |                      |   |
| Profit for the year     | 128   | 289   | (56%)    | i                    | 2019 tax rate reflected impact of provisions relating to UK CFC regime                |
| Earnings per share      | 16.5p | 37.3p |          |                      |   |



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

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

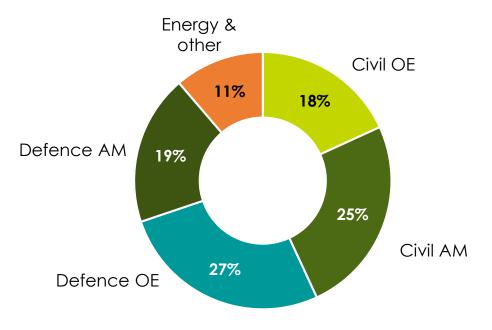
# Revenue by end market

#### Group revenue down 22%; defence 46% of Group revenue

| Revenue growth (Organic) | H1 20<br>% | H2 20<br>% |
|--------------------------|------------|------------|
| Civil OE                 | (29)       | (51)       |
| Civil AM                 | (26)       | (54)       |
| Civil                    | (27)       | (53)       |

|             | FY 2020 Revenue Growth |           |                                |
|-------------|------------------------|-----------|--------------------------------|
|             | Reported %             | Organic % | LJ (44)<br>RJ (46)             |
| Civil OE    | (41)                   | (40)      | Biz (25)                       |
| Civil AM    | (41)                   | (41)      | LJ (41)<br>RJ (49)<br>Biz (32) |
| Total civil | (41)                   | (41)      |                                |
| Defence     | (7)                    | 4         |                                |
| Energy      | (8)                    | (8)       |                                |
| Other       | (21)                   | 11        |                                |
| Total Group | (26)                   | (22)      |                                |

#### FY 2020 Revenue by market (Reported)



OE: 55%, Aftermarket: 45%

# **Divisional performance**

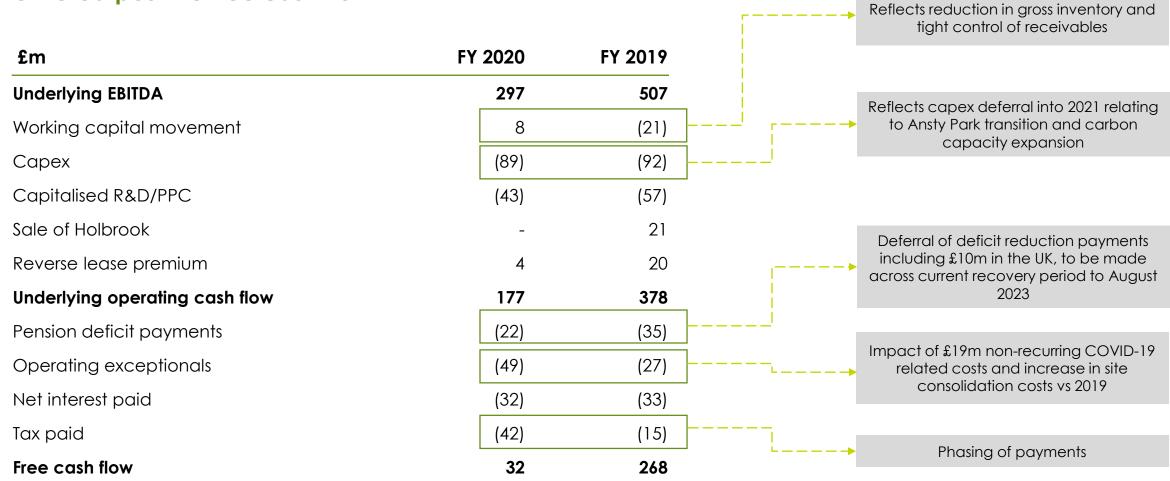
#### **Summary**

| Underlying         | Revenue           |      | Operating profit | Operati<br>margii | •    |
|--------------------|-------------------|------|------------------|-------------------|------|
|                    | Organic<br>Growth |      |                  | 2020              | 2019 |
|                    | £m                | %    | £m               | %                 | %    |
| Airframe Systems   | 793.1             | (22) | 120.5            | 15.2              | 24.1 |
| Engine Systems     | 233.6             | (28) | (13.2)           | (5.7)             | 8.3  |
| Energy & Equipment | 335.0             | 7    | 42.4             | 12.7              | 12.9 |
| Services & Support | 322.4             | (35) | 40.8             | 12.7              | 14.8 |
| Total              | 1,684.1           | (22) | 190.5            | 11.3              | 17.7 |

- Aftermarket margin shared between the OE divisions and Services & Support division
- 2. Margin decline in Airframes and Engines driven by lower volumes across both OE and AM and under-recovery of overheads
- 3. Engines result also reflects impact of COVID-19 disruption / delays
- 4. Good performance from defence drives E&E result

#### Free cash flow

### Delivered positive free cash flow



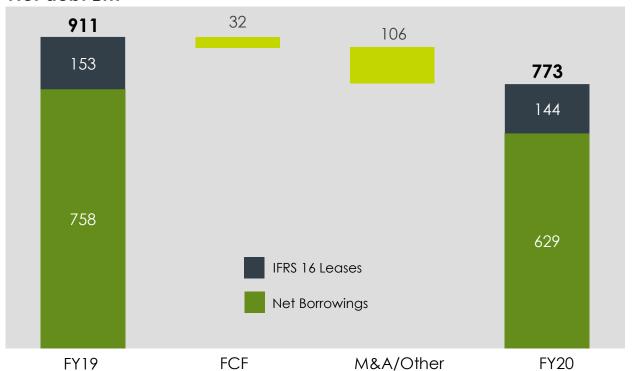


# Balance sheet and liquidity

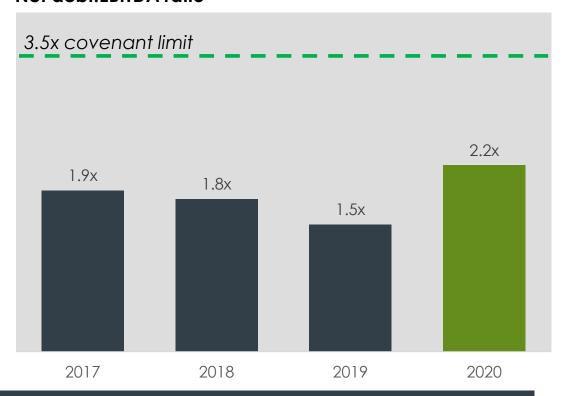
Net debt £138m lower; strong liquidity and headroom

|                    | Covenant | FY 2020 | FY 2019 |
|--------------------|----------|---------|---------|
| Net debt:EBITDA*   | ≤3.5x    | 2.2x    | 1.5x    |
| Interest cover     | ≥3.0x    | 9.8x    | 16.3x   |
| Liquidity headroom |          | £908m   | £806m   |

#### Net debt £m



#### Net debt:EBITDA ratio



# Lower net debt, strong liquidity and significant headroom

# Impact of cash and cost actions taken in 2020

2021 remains a transition year for free cash flow and the cost base

| 2020<br>actual          |      | 2021 outlook  | 2022 onwards   |  |
|-------------------------|------|---|--|--|
| Employee costs and SG&A |      | Full year benefit (vs 2019) of c.£140m <sup>1</sup> partially offset by £50m of bounce back costs in 2021 | Reflects net impact of volume growth and lower footprint / leaner operations |  |
| Capex                   | £89m | ~£80m as deferred projects completed  | Normalises at ~£70m per year   |  |
| Pension                 | £22m | £47m with a proportion deferred from 2020   | Contributions <sup>2</sup> of £46m in 2022 and £36m in 2023                  |  |
| Cash Tax                | £42m | ~£60m reflecting CFC payment  | Cash tax rate to converge with P&L rate <sup>3</sup>                         |  |
| Opex                    | £49m | ~£40m reflecting peak cash for Ansty /<br>footprint moves   | Normalises at single digit £m  |  |

<sup>&</sup>lt;sup>1</sup> Of the £140m full year benefit, £70m was realised in 2020. <sup>2</sup> No impact of 2021 triennial valuation included. <sup>3</sup> See Appendix 12.



# WELL PLACED FOR THE RECOVERY

**Tony Wood** 

**Chief Executive** 

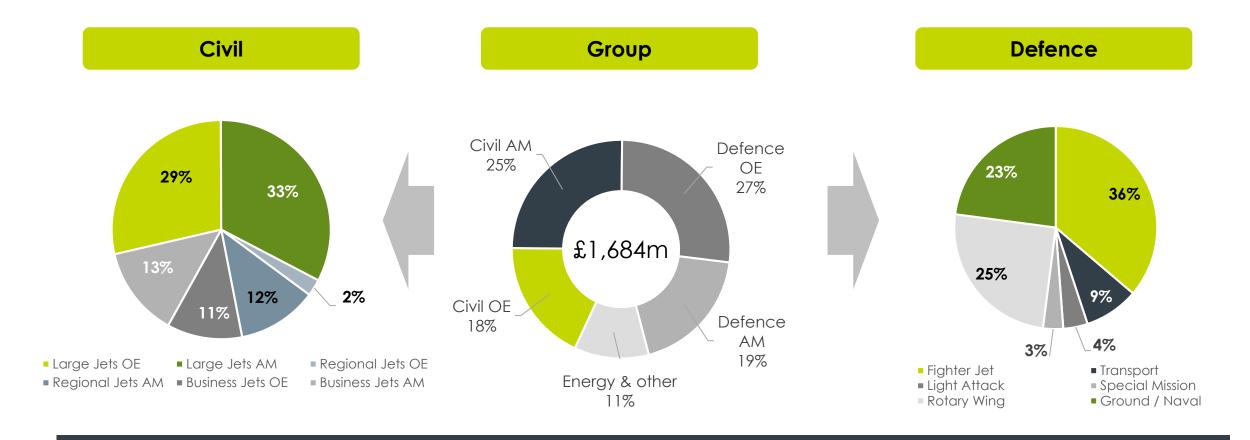
# Well placed for the recovery

Strong fundamentals and foundations underpin the Group



# Diverse end market exposure

Broad based civil business and over 50% of Group revenue from defence and energy



A GROWING AND BALANCED PORTFOLIO ACROSS THREE LARGE, ATTRACTIVE SECTORS



# Differentiated technology

#### Deep IP with over 70% of revenue from sole source positions



#1 Regional, Business Jet and Defence wheels and brakes



**#1** Military fuel tanks



#1 Fire suppression and detection



**#2** Engine thermal systems



#1 Sensing and vibration monitoring



**#2** Engine valves



#1 Advanced engine composites



#1 Printed Circuit Heat Exchangers

STRONG PORTFOLIO OF CRITICAL TECHNOLOGY ACROSS A LARGE INSTALLED FLEET

# Content on almost every civil platform

A large, diverse and renewed civil fleet

#### Large installed civil fleet of ~51,000 aircraft

70% content uplift on new narrow and wide body aircraft

Strong content and market positions in business and regional jets



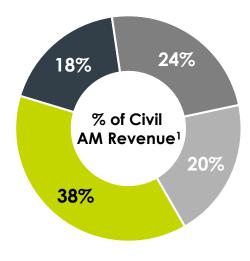


24,000 Large jets

20,000 Business Jets

7,000 Regional

#### **Strong AM annuity**



■ Narrow body ■ Wide body ■ Regional ■ Business

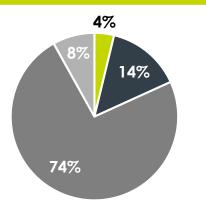
#### STRONG EXPOSURE TO FASTEST RECOVERING CIVIL MARKET SEGMENTS



## A strong defence business

#### Critical technologies installed across a large diverse fleet of ~22,000

#### Large defence markets



- UK Rest of Europe US Rest of World
  - 70% + US exposure
    - 60% OE:40% AM
  - Attractive ROCE profile

#### **Strong positions**

- Thermal systems
- Braking systems
- Advanced composites
- Fuel containment
- Ammunition handling
- Radomes

#### On the right platforms





F-35

Apache







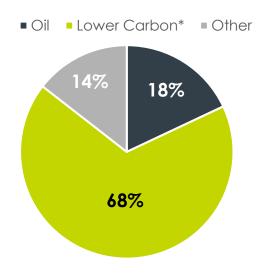
V-22 Osprey

#### STRONG DEFENCE BUSINESS WITH OPPORTUNITIES FOR GROWTH

# Opportunities across our energy business

#### Leveraging aero-derived expertise in select energy markets

2/3 revenue from lower carbon applications



**Heatric #1 in PCHEs** 



**Energy Sensing & Controls** 



**Applications** 

Onshore & Offshore LNG/Gas

**Power generation** 

Renewable power generation & storage

Disruptive low carbon technology

INCREASING OPPORTUNITIES ACROSS LOWER CARBON AND RENEWABLE APPLICATIONS



# OUR PRIORITIES

**Tony Wood** 

**Chief Executive** 



## Our core priorities

#### Sustainable Growth, Operational Excellence, High Performance Culture

# Winning in a changed marketplace

- Growing aftermarket
- Growing defence & energy
- Expand in adjacent markets

Sustainable technologies

#### **Outstanding Operations**

- Operational excellence
- Footprint consolidation
- Exploiting value from our data

# Sustainable operations

#### **Great teams and Culture**

- Best place to work
- Talent
- Culture & engagement

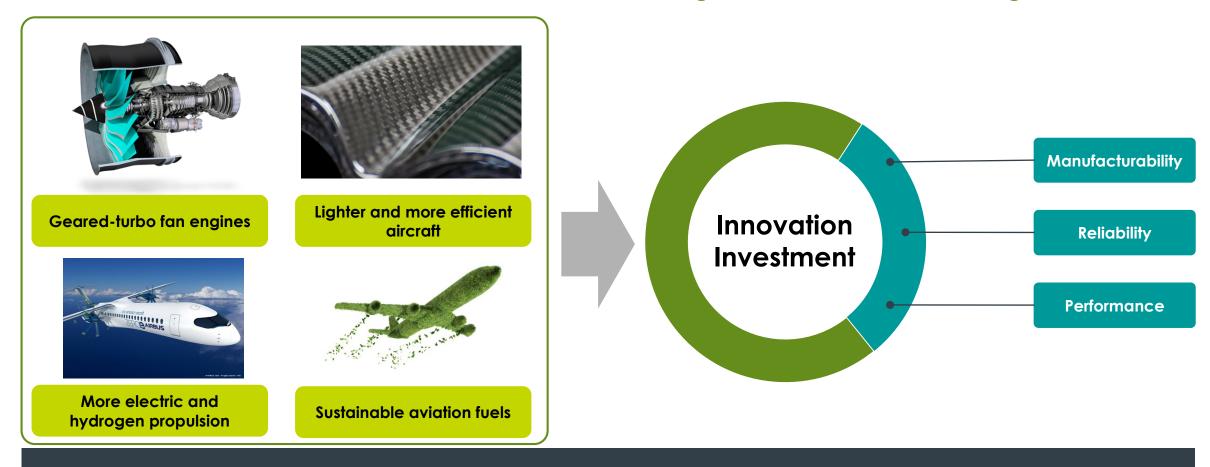
Sustainable business

TO OUTGROW THE MARKET THROUGH HIGH VALUE, INNOVATIVE PRODUCTS AND SERVICES



# Technology themes for the future

Continued investment of at least 2/3 of our innovation budget in sustainable technologies



#### CRITICAL ENABLING TECHNOLOGY FOR SUSTAINABLE AVIATION



# Technology themes for the future

#### Continued investment of at least 2/3 of our innovation budget in sustainable technologies



hydrogen propulsion



**Electric Propulsion Units** 

CRITICAL ENABLING TECHNOLOGY FOR SUSTAINABLE AVIATION



**Optical sensing** 

Sustainable aviation fuels

# Growing our Aftermarket annuity

#### Focus on core priorities as we grow post crisis

#### Growth

- SMART Support®
- Route to market
- Value optimisation

#### Competitiveness

- Data & digital / e-Commerce
- Global material management
- Centres of Excellence



#### **GROWING SHARE THROUGH ENHANCED CAPABILITIES**

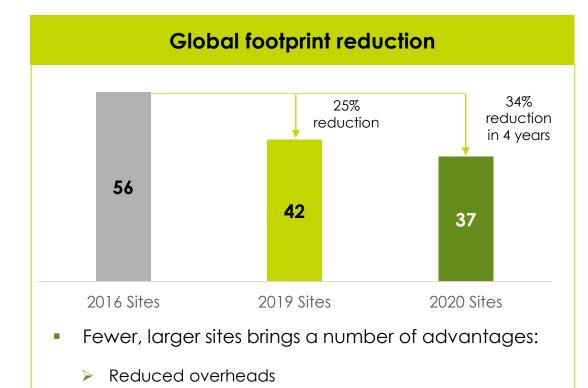
# Optimising our global footprint

#### **Continuing strong progress**

#### Ansty Park opened in June 2020



- Consolidation of 4 UK sites into Ansty Park
- Thermal Management, Braking Systems,
   Services & Support and HQ
- Centres of excellence, shared services
- Leveraging sustainable technology



Increased efficiency

Greater resilience, less fragmented

Increased access to low cost manufacturing

#### **Great teams and Culture**

#### High Performance Culture, Talent and Engagement

- Protecting our people and supporting our communities
  - Safe working practices and equipment
  - > Helping the communities where we operate
- Maintaining high levels of engagement
  - > Reinforcing HPC concepts
  - > Recognising extraordinary people
- Promoting Diversity and Inclusion
- Investing in talent
  - Leadership development through LeadX
  - Spitfire Operations Academy





ATTRACTING, ENGAGING, RETAINING AND DEVELOPING THE RIGHT TALENT



# OUR SUSTAINABLE FUTURE

Tony Wood

**Chief Executive** 

# Continuing innovation towards a sustainable future

#### Proven pedigree at the cutting edge of innovation

# **Pre 2000**Legacy technology



Digital brake by wire Gulfstream IV

### 2000-2020 Modern technology



First commercial Ebrake® for Airbus A220

More sustainable production facilities and operations

**2021+** Future technology



VERDAGENT™ Halon-free fire suppressant

Electric Propulsion Units for Urban Air Mobility

#### WE CONTINUE TO INNOVATE FOR A MORE SUSTAINABLE FUTURE



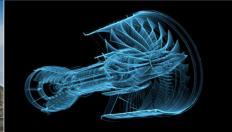
Engine Vibration Monitoring (EVM) systems



**Engine Composites for GE-90** 



Printed Circuit Heat Exchangers for renewable energy applications



Thermal systems and optical sensing for next gen engines



Critical systems for next gen propulsion



# Our Sustainability Framework

Underpinned by three core pillars

#### **PEOPLE**









Spitfire -**Operations** Academy

#### **PLANET**

50% Reduction in green house gas emissions by 2025<sup>1</sup>

100% of energy sourced from green suppliers for UK sites

Consolidating

our global manufacturing footprint



2016 Sites 2019 Sites 2020 Sites





#### **TECHNOLOGY**



R&T spend on sustainable aviation & low carbon energy







# OUTLOOK & SUMMEN SUMEN SUMMEN SUMMEN

Tony Wood

**Chief Executive** 



## Outlook for the year ahead

#### Robust defence and energy; uncertainty remains around timing of civil aerospace recovery

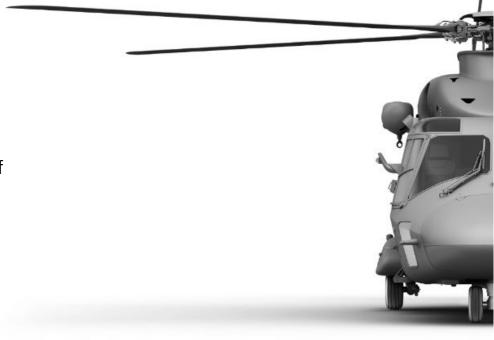
#### Context

- Rollout of vaccines is encouraging
- Uncertainties remain in predicting the timing of the civil recovery
- H2 2020 civil trends to continue in H1 2021
- Recovery weighted more towards H2 2021
- Conditions in defence and energy to remain robust

#### **Group outlook**

Assuming no further disruption to normal operations during the year as a result of additional lockdowns, in 2021 we expect the Group to generate:

- Revenue broadly in line with 2020
- An increase in underlying operating profit versus 2020
- Positive free cash flow



#### WE LOOK FORWARD TO UPDATING OUR GUIDANCE AS THE YEAR PROGRESSES

# Summary

Strong fundamentals and well placed for the recovery

- Quick and decisive action taken to mitigate the impact of the downturn
- The response of our people has been outstanding
- Continued to execute and accelerate our strategy and retained options for future growth
- Strong liquidity with significant headroom and lower net debt
- Our diverse end market exposure and strong fundamentals means we are well placed for the recovery

# QUESTIONS

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Market segment exposure by end market 47

Revenue growth by quarter 48

Future tax rate scenarios 49

### **Exceptional costs and impairment**

#### **Appendix 1**

- Non-cash impairment losses / asset write downs of £374.2m including goodwill
- Cash expenditure on exceptional operating costs was £49.3m

#### **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 profit and underlying profit £m

|   |   | Of which cash                       |
|---|---|-------------------------------------|
| Underlying operating profit   | 190.5   |                                     |
| Impairment losses / asset write-downs Covid-19 costs Site consolidations Business restructuring and other Exceptional operating items | (374.2)<br>(22.0)<br>(33.5)<br>1.0<br>(428.7) | (18.9)<br>(31.6)<br>(1.2)<br>(49.3) |
| Amortisation of acq. Intangibles Financial instruments Disposal of businesses  Statutory operating loss                               | (88.2)<br>(2.9)<br>32.0<br>(297.3)            | 117.0                               |



# Operating exceptionals

| £m                            | FY 2019   | FY 2020   |
|-------------------------------|-----------|-----------|
|                               | £m        | £m        |
|                               | at \$1.28 | at \$1.29 |
| P&L charge                    |           |           |
| Asset impairments/write-downs | -         | 374.2     |
| Covid-19 costs                | -         | 22.0      |
| Site consolidations           | 20.1      | 33.5      |
| Business restructuring costs  | 6.1       | (1.0)     |
| Total                         | 26.2      | 428.7     |
| Cash out                      |           |           |
| Covid-19 costs                | -         | 18.9      |
| Site consolidations           | 22.4      | 31.6      |
| Business restructuring costs  | 4.9       | (1.2)     |
| Total                         | 27.3      | 49.3      |

# **Currency impact**

#### Appendix 3

|   | FY 2020<br>Act             |
|---|----------------------------|
| \$/£ rate Translation rate Transaction rate (hedged)  | 1.29<br>1.38               |
| Euro rate  €/£ Translation rate  \$/€ Transaction rate (hedged)                               | 1.14<br>1.17               |
| CHF rate CHF/£ Translation rate \$/CHF Transaction rate (hedged)                              | 1.22<br>1.09               |
| PBT impact £m Year-on-year translation Year-on-year transaction Year-on-year currency benefit | (0.1)<br>2.5<br><b>2.4</b> |

Currency sensitivity<sup>1</sup>:

```
± 10 US$ cents = ± £85m Revenue; ±5m PBT
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± 10 Euro cents = ± £9m Revenue; ± 1m PBT

± 10 Swiss cents = ± £6m Revenue; ± 1m PBT

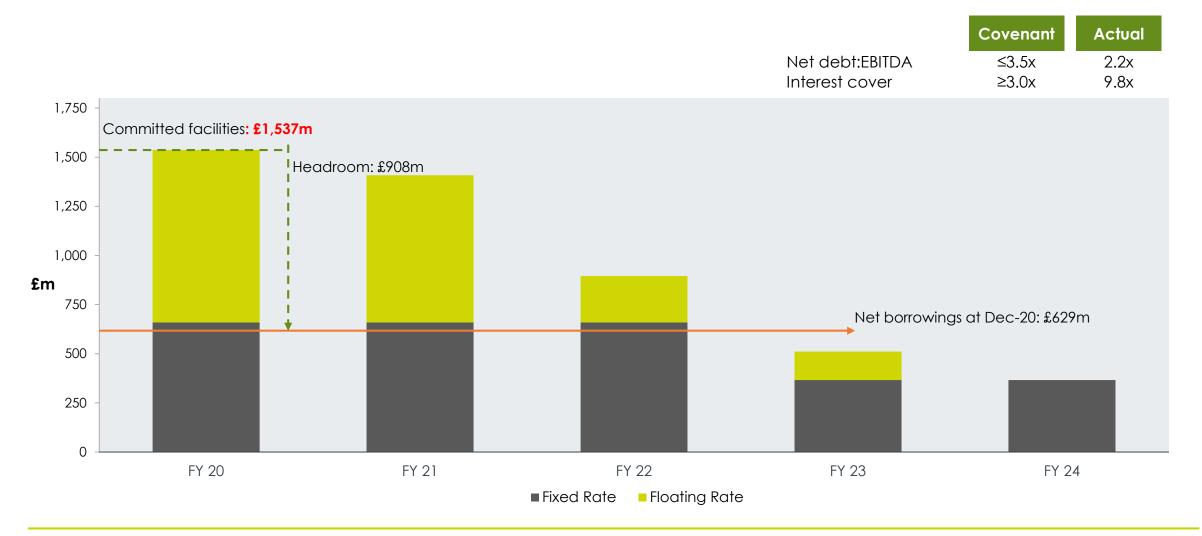


# **Cash drivers**

| £m                                     | 2020<br>Actual | 2021<br>Guidance |
|--|----------------|------------------|
|  | at \$1.29      | at \$1.30        |
| 1. R&D                                 |                |                  |
| Group spend                            | 98             | 85-95            |
| Less: Charged to cost of sales / WIP   | (21)           | (18)-(28)        |
| Less: Capitalisation                   | (41)           | (29)-(36)        |
| Add: Amortisation / Impairment         | 32             | 29-36            |
| Charge to net operating costs          | 68             | 63-73            |
| 2. Fixed assets                        |                |                  |
| Capital expenditure                    | 90             | 80               |
| Depreciation/amortisation              | (76)           | (78)-(85)        |
| 3. Retirement benefit deficit payments | 22             | 47               |
| 4. Free of charge costs  Expensed      | 53             | 47-52            |
| LAPOTISCU                              | 33             | 4/-32            |



# Credit maturity profile



# Retirement benefit obligations

| £m  | FY 2019                   | FY 2020                   |
|---|---------------------------|---------------------------|
| Opening deficit   | (209.1)                   | (267.9)                   |
| Net deficit payments  | 35.2                      | 21.7                      |
| Actuarial movements - assets<br>Actuarial movements - liabilities | 53.5<br>(142.7)<br>(89.2) | 93.5<br>(136.1)<br>(42.6) |
| Other movements (including FX)                                    | (4.8)                     | (6.6)                     |
| Closing deficit   | (267.9)                   | (295.4)                   |
| UK discount rate US discount rate                                 | 2.05%<br>3.10%            | 1.40%<br>2.30%            |



## Shares in issue

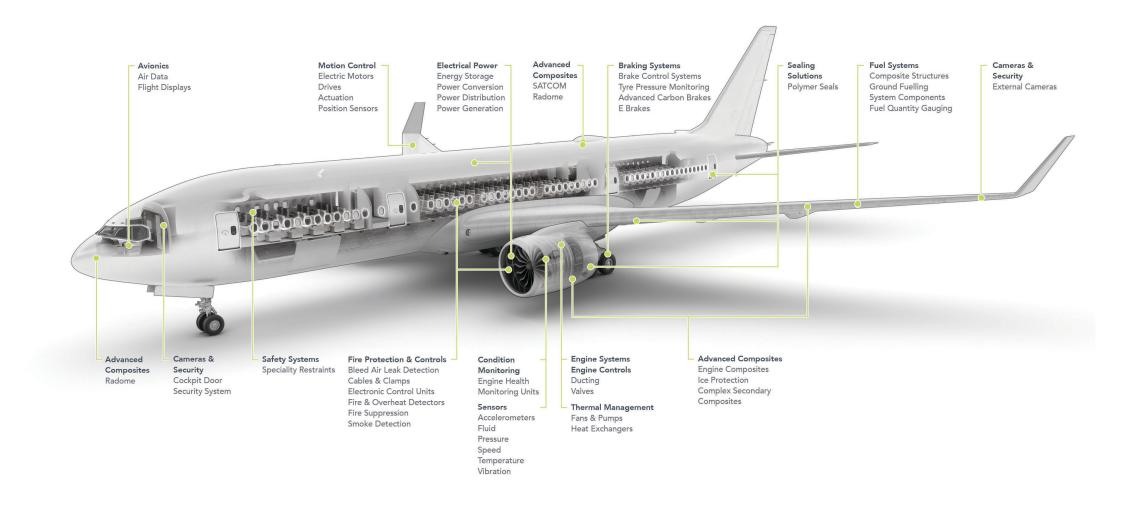
### Appendix 7

Share in millions

|               | FY 2019 | FY 2020 |
|---------------|---------|---------|
| Opening       | 776.9   | 777.5   |
| Share schemes | 0.6     | 3.7     |
| Closing       | 777.5   | 781.2   |

Average<sup>1</sup> 773.7 777.8

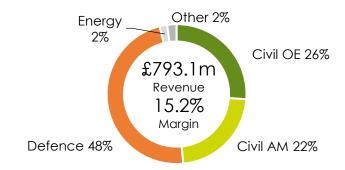
# Meggitt capabilities



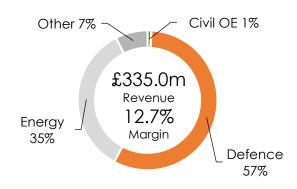
## Market segment exposures by division

#### Appendix 9

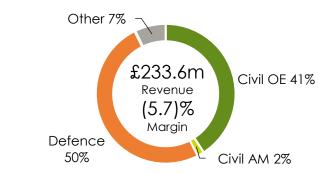
#### Airframe Systems



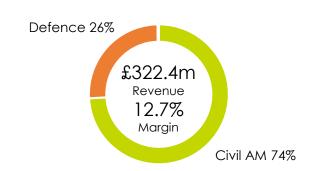
**Energy & Equipment** 



Engine Systems



Services & Support













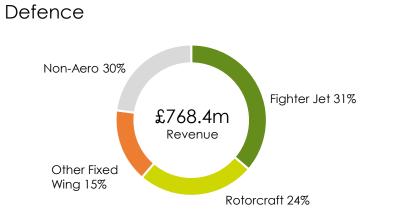


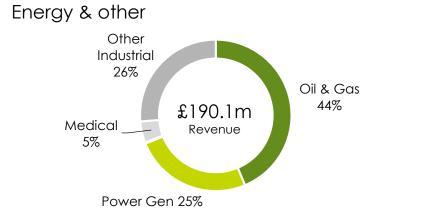


## Market segment exposures by end market









# Revenue growth by quarter

| Organic Growth    | Q1 2020 | Q2 2020 | H1 2020 | Q3 2020 | Q4 2020 | H2 2020 | FY 2020 |
|-------------------|---------|---------|---------|---------|---------|---------|---------|
| Civil OE          | (1.8)%  | (52.6)% | (29.1)% | (47.3)% | (54.8)% | (51.0)% | (40.1)% |
| Civil Aftermarket | 1.1 %   | (47.3)% | (25.5)% | (50.2)% | (56.9)% | (53.8)% | (40.8)% |
| Defence           | 20.0%   | (2.0)%  | 7.9%    | 8.5%    | (7.2)%  | 0.1%    | 3.7%    |
| Energy            | (3.2)%  | (7.6)%  | (5.4)%  | 4.4%    | (22.1)% | (10.6)% | (8.3)%  |
| Other             | 5.3 %   | 11.2 %  | 8.3 %   | (20.0)% | 94.5 %  | 14.4 %  | 11.0 %  |
| Group             | 6.3%    | (29.8)% | (13.3)% | (25.3)% | (34.9)% | (30.4)% | (22.3)% |

#### **Future Tax rate scenarios**

- Covid-19 has caused sharp increases to government borrowings and we are mindful that deficit reduction plans may include higher corporate tax rates
- We continue to monitor developments in this area, noting:
  - ▶ US: President Biden campaigned to increase the federal tax rate from 21% to 28%
  - > UK: Rishi Sunak confirmed the UK corporate tax rate will increase from 19% to 25% for large businesses from April 2023
- Increases to the UK and US tax rates of this magnitude would significantly impact the underlying tax rate and cash taxes, illustrated below (this should not be taken as forward looking guidance)

| Scenario            | ETR %    |
|---------------------|----------|
| Current US/UK rates | 20 to 22 |
| US increase to 28%  | 25 to 27 |
| UK increase to 25%  | 22 to 24 |
| US and UK increase  | 27 to 29 |



#### **MEGGÍTT**

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