# KAMAN



### Forward Looking Statements

#### FORWARD-LOOKING STATEMENTS

This presentation contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements also may be included in other publicly available documents issued by the Company and in oral statements made by our officers and representatives from time to time. These forward-looking statements are intended to provide management's current expectations or plans for our future operating and financial performance, based on assumptions currently believed to be valid. They can be identified by the use of words such as "anticipate," "intend," "plan," "goal," "seek," "believe," "project," "expect," "strategy," "future," "likely," "may," "should," "would," "could," "will" and other words of similar meaning in connection with a discussion of future operating or financial performance. Examples of forward looking statements include, among others, statements relating to future sales, earnings, cash flows, results of operations, uses of cash and other measures of financial performance.

Because forward-looking statements relate to the future, they are subject to inherent risks, uncertainties and other factors that may cause the Company's actual results and financial condition to differ materially from those expressed or implied in the forward-looking statements. Such risks, uncertainties and other factors include, among others: (i) changes in domestic and foreign economic and competitive conditions in markets served by the Company, particularly the defense, commercial aviation and industrial production markets; (ii) changes in government and customer priorities and requirements (including cost-cutting initiatives, government and customer shut-downs, the potential deferral of awards, terminations or reductions of expenditures to respond to the priorities of Congress and the Administration, or budgetary cuts resulting from Congressional actions or automatic sequestration); (iii) changes in geopolitical conditions in countries where the Company does or intends to do business; (iv) the successful conclusion of competitions for government programs (including new, follow-on and successor programs) and thereafter successful contract negotiations with government authorities (both foreign and domestic) for the terms and conditions of the programs; (v) the timely receipt of any necessary export approvals and/or other licenses or authorizations from the U.S. Government; (vi) the existence of standard government contract provisions permitting renegotiation of terms and termination for the convenience of the government; (vii) the successful resolution of government inquiries or investigations relating to our businesses and programs; (viii) risks and uncertainties associated with the successful implementation and ramp up of significant new programs, including the ability to manufacture the products to the detailed specifications required and recover start-up costs and other investments in the programs; (ix) potential difficulties associated with variable acceptance test results, given sensitive production materials and extreme test parameters; (x) the receipt and successful execution of production orders under the Company's existing U.S. government JPF contract, including the exercise of all contract options and receipt of orders from allied militaries, but excluding any next generation programmable fuze programs, as all have been assumed in connection with goodwill impairment evaluations; (xi) the continued support of the existing K-MAX® helicopter fleet, including sale of existing K-MAX® spare parts inventory and the receipt of orders for new aircraft sufficient to recover our investment in the restart of the K-MAX® production line; (xiii) the accuracy of current cost estimates associated with environmental remediation activities; (xiii) the profitable integration of acquired businesses into the Company's operations; (xiv) the ability to implement our ERP systems in a cost-effective and efficient manner, limiting disruption to our business, and allowing us to capture their planned benefits while maintaining an adequate internal control environment; (xv) changes in supplier sales or vendor incentive policies; (xvi) the effects of price increases or decreases; (xvii) the effects of pension regulations, pension plan assumptions, pension plan asset performance, future contributions and the pension freeze, including the ultimate determination of the U.S. Government's share of any pension curtailment adjustment calculated in accordance with CAS 413; (xviii) future levels of indebtedness and capital expenditures; (xix) the continued availability of raw materials and other commodities in adequate supplies and the effect of increased costs for such items; (xx) the effects of currency exchange rates and foreign competition on future operations; (xxi) changes in laws and regulations, taxes, interest rates, inflation rates and general business conditions; (xxii) the effects, if any, of the UK's exit from the EU; (xxiii) future repurchases and/or issuances of common stock; (xxiv) the incurrence of unanticipated restructuring costs or the failure to realize anticipated savings or benefits from past or future expense reduction actions; and (xxv) other risks and uncertainties set forth herein, in our 2016 Form 10-K and in our Form 10-Q for the fiscal quarter ended March 31, 2017.

Any forward-looking information provided in this presentation should be considered with these factors in mind. We assume no obligation to update any forward-looking statements contained in this report.



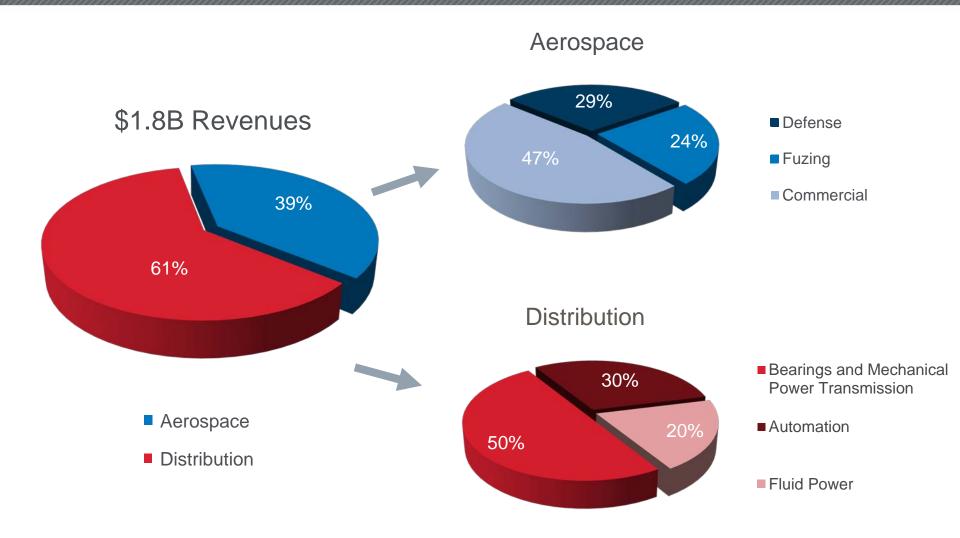
## Leading Provider of Highly Engineered Aerospace & Industrial Solutions Serving a Broad Range of End Markets



Solving Our Customers' Critical Problems with Technically Differentiated Products & Services



## Kaman Corporation Overview





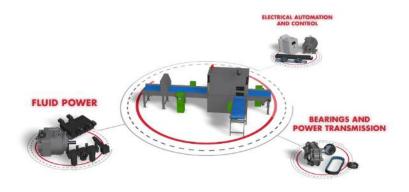
### **Growth Opportunities**

## Secular trends helping to drive significant long-term growth opportunities in both Aerospace and Distribution segments





- OEM/Tier 1 outsourcing and supplier consolidation
- Higher bearing content on new platforms driving bearing sales
- Balance of commercial and defense programs provides diversity across end markets
- Expanded geographic footprint



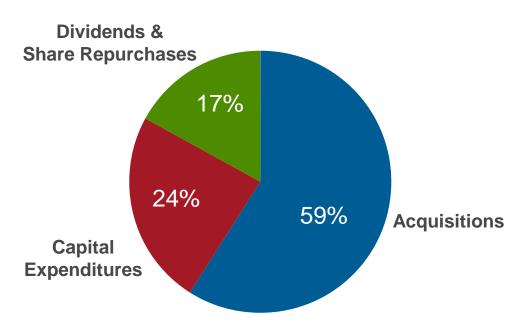
#### DISTRIBUTION

- Supplier consolidation favors larger national service providers
- Increased need for value added services
- Large fragmented market provides consolidation opportunities
- Factory automation trends driving fluid power and high speed automation solutions
- National accounts



### Capital Deployment Framework

## Capital deployment is focused on growth investments & return of capital to shareholders



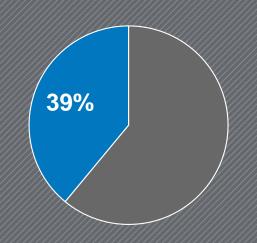
**Total \$902 Million** 

Period: 2010 to 2016

- Strategic acquisitions to create shareholder value
- High return capital expenditures including facility expansions, machinery and equipment, and IT infrastructure
- Quarterly dividend raised 11% in 2017
- Dividends paid without interruption for 47 years
- \$100 million share repurchase authorization in place to offset dilution from employee stock plans



## Aerospace









## Aerospace Overview

	AEROSYSTEMS	SPECIALTY BEARINGS & ENGINEERED PRODUCTS	FUZING & PRECISION PRODUCTS				
Products	• Engineering design and testing	• Self-lube airframe bearings	Bomb and missile safe and arm fuzing devices.				
	<ul> <li>Tooling design &amp; manufacture</li> <li>Advanced machining and composite aerostructure manufacturing</li> <li>Complex assembly</li> <li>Helicopter MRO and support</li> </ul>	<ul> <li>Traditional airframe bearings</li> <li>Miniature ball bearings</li> <li>Flexible drive systems</li> <li>Aftermarket engineered components</li> </ul>	<ul><li>arm fuzing devices</li><li>Precision measuring systems</li><li>Memory products</li></ul>				
Customers	<ul> <li>Aircraft operators and MRO</li> <li>Specialized aerospace distributors</li> </ul>	Global commercial and defense OEM's Super Tier I's to subcontract manufacturers Aircraft operators and MRO					
Business Dynamic	<ul> <li>Continued growth of bearing product positions, higher build rates and recer</li> <li>Expanding engineered products portfolio</li> <li>Assembly and structures capabilities additional subcontract programs</li> </ul>	nt acquisitions olio into new end markets	Exclusivity and significant backlog provide a stable revenue base				



## **Primary Aerospace Locations**



- Everett, WA
   Engineering
- Mesa, AZ Aftermarket components
- Wichita, KS Composites
- 4. Charleston, SC Engineering
- Jacksonville, FL Assembly & Metallics

- Orlando, FL Fuzing
- Middletown, CT Fuzing
- 8. Bloomfield, CT
  - Air Vehicles MRO
  - Composites
  - Specialty Bearings
- Bennington, VT Composites

- Chihuahua, Mexico Metallics
- Höchstadt, Germany Specialty Bearings
- Rimpar, Germany Specialty Bearings
- Prachatice,
   Czech Republic
   Specialty Bearings

- 14. Darwen, UK Composites
- 15. Burnley, UK Tooling
- 16. Hyde, UK Metallics
- Goa, India
   Composites (Joint Venture)



## Significant Platforms









JPF

SH-2

UH-60

A350









AH-1Z

K-MAX®

A-10

777





**KAMAN** 

787

737

10

### Broad Portfolio of Specialty Bearings and Engineered Products



**Self-lube bearings** 



**Traditional airframe bearings** 



**Aftermarket components** 



High precision miniature bearings



Flexible drive systems

## High Precision Miniature Ball Bearings – Example Applications



**Blood Pump** 



Cryo Pump



Wind Speed



**Analytical Devices** 







**Surgical Power Tools** 



**Navigation Systems** 



Material Handling



Climate Control





Centrifuges



Pressure Regulation



High-Speed **Placement** 



### Aftermarket Components – Major Platforms

#### Rolls-Royce 250

- Over 600 PMAs
- Estimated 11,000 engines in service
- Part offerings include:
  - Compressor wheels
  - Turbine nozzles
  - Combustion liners
  - Vane diffusers



#### **Honeywell APU**

- Over 130 PMAs
- Estimated 15,000 APUs in service
- Part offerings include:
  - Turbine blades
  - Sector gear
  - Shroud segment
  - Inlet guide vanes
  - Aft diffuser housing



#### PT6

- Over 170 PMAs
- Estimated 16,000 engines in service (most popular in GA)
- Part offerings include:
  - Turbine blades
  - Shroud segments
  - Gears and shafts



#### **Medium Helicopter**

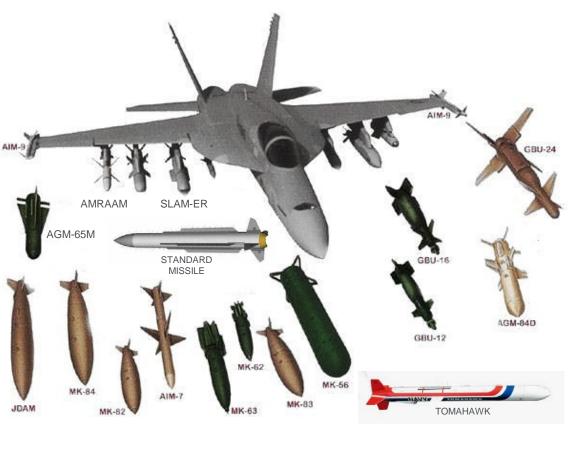
- Over 200 PMAs, including 29 Bell approved parts
- Estimated 7,000 aircraft in service
- Part offerings include:
  - Main rotor grips
  - Tail rotor shafts
  - Bearings, strap fittings
  - Blade bolts
  - Trunnions





## **Fuzing Products**







On a Majority of U.S. Weapon Systems



### JPF Program

- U.S. Air Force (USAF) multi-function hard/soft target advanced bomb fuze system
- Highly flexible fuze system enabling in-flight reprogramming of a weapon on the wing
- Operational reliability in the field is greater than 99%
- Compatible with most U.S. and NATO aircraft
   27 foreign customers
- Increasing production capacity to meet demand



#### **Bomb Compatibility**

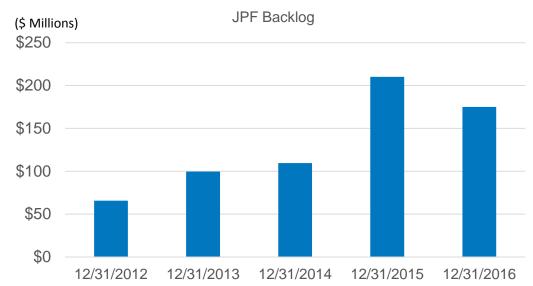
- JDAM
- Paveway II and III
- GBU-10, 12, 16, 24, 27, 28, 31, 32, 38, 54
- BLU-109, 110, 111, 113, 117, 121, 122, 126
- MK82/BSU-49, MK83/BSU-85, MK84/BSU-50



#### JPF Demand

- 2017 deliveries expected to increase to 33,000 to 37,000 fuzes from 31,000 in 2016
- USAF has stated that current inventory levels are below desired quantity
- Solid program multi-year backlog of over \$175 million at December 31, 2016
- Order pipeline is robust including ongoing negotiations for orders from the USAF and foreign militaries, which would provide visibility into 2020





#### Air Vehicles and MRO







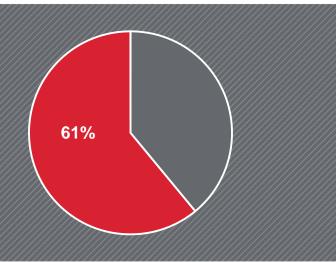
#### SH-2G

- In service with Egypt, New Zealand, Poland, and Peru
- Flying fleet will have grown 50% since 2014 upon completion of Peru program
- Future opportunity exists to expand and upgrade the size and capability of the Egyptian fleet

#### • K-MAX®

- Expect deliveries of new aircraft to begin in the first half of 2017
- We continue to pursue unmanned USMC and DOI programs with our partner Lockheed Martin
- Aftermarket support including spares, repairs and MRO

## Distribution









#### **Distribution Overview**

PRODUCT PLATFORM	BEARINGS & MECHANICAL POWER TRANSMISSION (BPT)	FLUID POWER	AUTOMATION				
2016 % of Sales	50%	20%	30%				
Estimated Market Size <sup>(1)</sup>	\$18 Billion	\$5 Billion	\$12 Billion				
Acquisitions since 2010	<ul> <li>Allied Bearings Supply</li> <li>Plains Bearing</li> <li>Florida Bearings Inc.</li> <li>Ohio Gear and Transmission</li> </ul>	<ul> <li>Catching</li> <li>Northwest Hose &amp; Fittings</li> <li>Western Fluid Components</li> <li>B. W. Rogers</li> <li>Calkins Fluid Power</li> </ul>	<ul> <li>Zeller</li> <li>Minarik</li> <li>Target Electronic Supply</li> <li>B. W. Rogers</li> <li>G.C. Fabrication</li> </ul>				
	5KF REGAL		ROLLMORGEN Schneider Electric				

**Major Suppliers** 





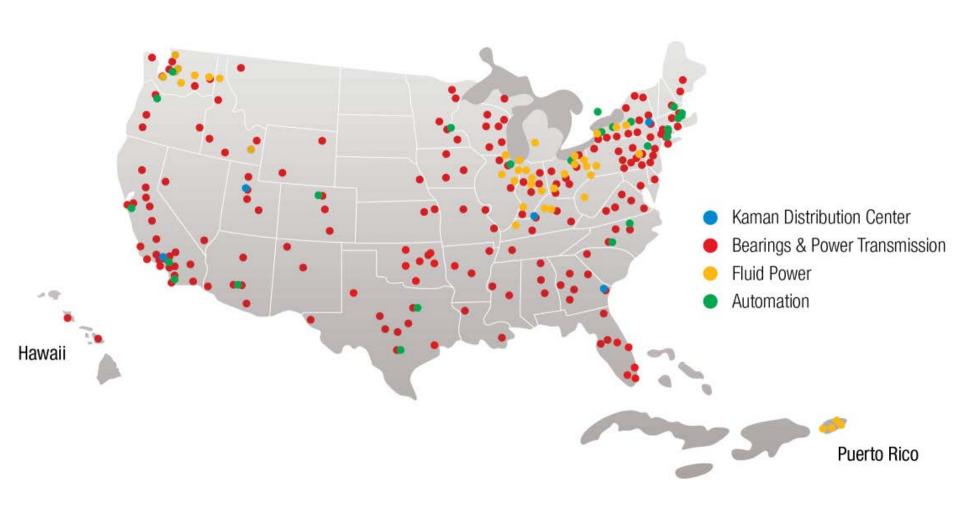






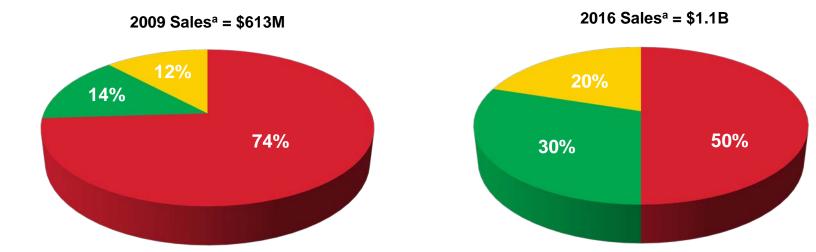


## Strong Nationwide Footprint

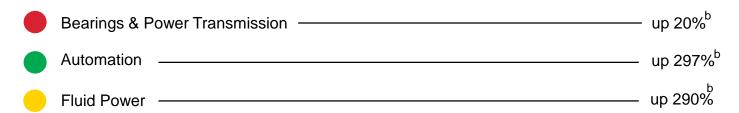




#### Platform Evolution



Through acquisitions and organic growth, Kaman has significantly grown its Distribution business while greatly expanding its product offering

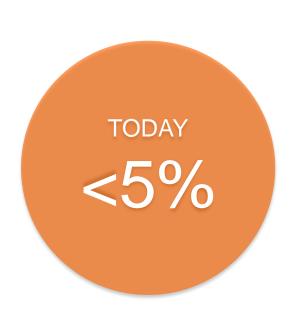




<sup>&</sup>lt;sup>a</sup> Sales from continuing operations <sup>b</sup> Growth in sales from 2009 thru 2016

## Distribution – Road to 7+% Operating Margin

#### **CATALYSTS**



Improved Operational Efficiencies

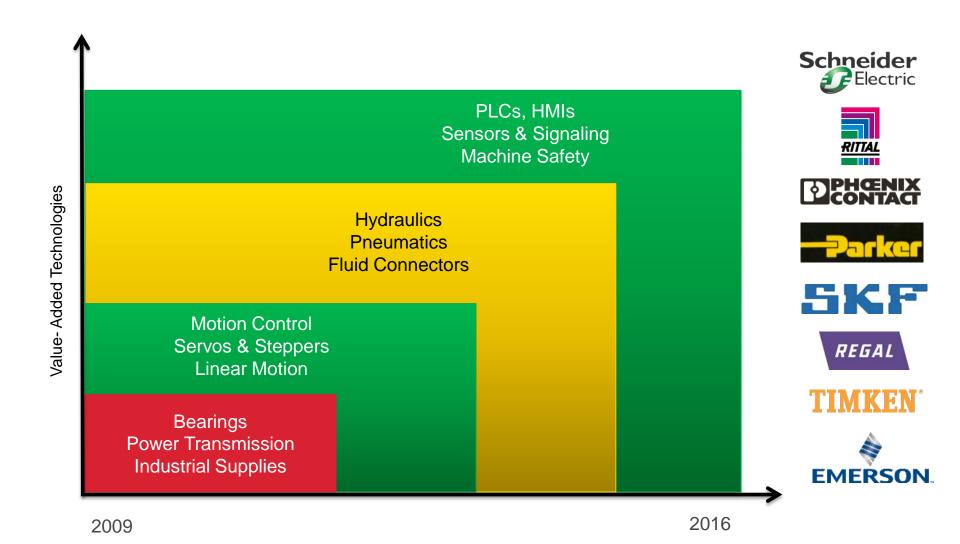
Scale

**Product Mix** 

Strategic Pricing

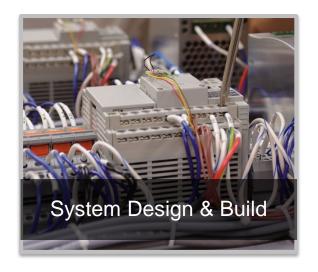


## Adding Leading Brands in Multiple Technologies





### Extensive Solution and Service Capabilities















## Summary

### Kaman Investment Highlights

## Strategically Positioned

- Outstanding portfolio of highly engineered products and proprietary technologies across Aerospace
- ✓ Distribution aligned with best-in-class vendors and delivers system solutions
- Diverse end market and customer exposure provides consistent performance to fund growth

## Improving Financials

- ✓ Focused on driving profitable top-line growth
- Delivering gross margin and EBITDA growth through scale and operational execution
- ✓ Generating strong consistent cash flow to fund long-term growth

#### Reliable Business Strategies

- Disciplined acquisition growth to achieve scale and EBITDA margin expansion
- Continuing focus on innovation and internal investment to maintain differentiation and drive productivity
- Relentless effort to drive operational excellence across the company



## Long-Term Financial Targets

#### **Kaman Corporation**

- 3% 6% organic sales growth
- 3% 10% including acquisitions

#### **Distribution**

- 3% 6% organic sales growth
- 3% 10% including acquisitions
- 7+% operating margin

#### Aerospace

- 3% 6% organic sales growth
- 3% 10% including acquisitions
- High-teens operating margin %

#### **Corporate Expense**

• ≤2.5% of sales by 2019

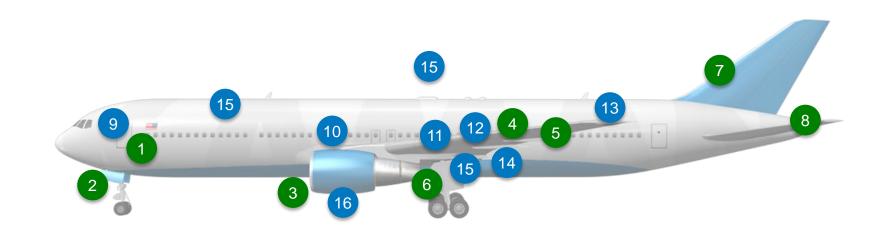
#### **Free Cash Flow**

80% – 100% of net income



## Appendix

## Aircraft Programs/Capabilities



#### **Bearing Products**

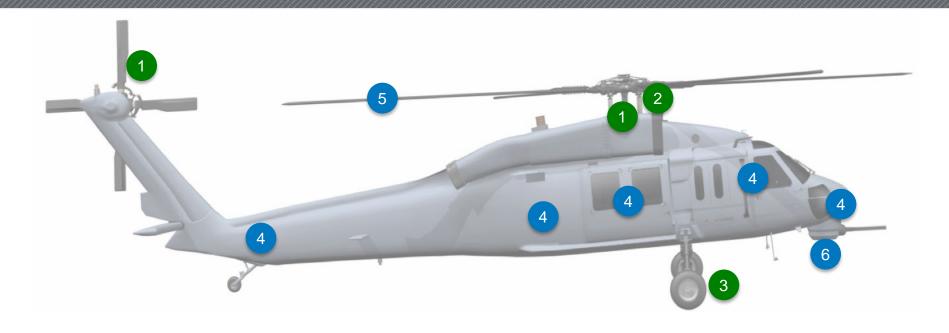
- 1. Doors
- 2. Nose landing gear
- 3. Engine/thrust reverser
- 4. Flight controls
- 5. Flaps
- 6. Main landing gear
- 7. Rudder
- 8. Horizontal stabilizer

#### **Other Products**

- 9. Door assemblies
- 10. Top covers
- 11. Fixed leading edge
- 12. Fixed trailing edge
- 13. Winglets
- 14. Wing structures, flaps, slats
- 15. Composite structures (e.g. access doors, radomes, consoles)
- 16. Nacelle components



## Aircraft Programs/Capabilities



#### **Bearing Products**

- 1. Flexible drive systems
- 2. Flight control bearings
- 3. Landing gear bearings

#### **Other Products**

- 4. Manufacture and subassembly of major structures (e.g. cockpit)
- 5. Blade manufacture, repair and overhaul
- 6. Manufacture of composite structures (e.g. radomes)



### Bearings and Components

#### **Fixed Wing**



- Flap Systems
- Doors
- Landing gear
- Flight controls
- Thrust reversers

#### **Rotary Wing**

- Flexible drive systems
- Flight control bearings
- Landing gear bearings



#### **Marine and Hydro**



- Dive systems
- · Doors and hatches
- Rudder
- Periscope
- Wicket gates
- Navigational locks

#### **Industrial**

- Oil sands bearings and track rollers
- Motorsport bearings and bushings





# Financial Information and Non-GAAP Reconciliations

## Sales and Operating Income

Kaman Corporation and Subsidiaries
Adjusted Net Sales and Adjusted Operating Income
Quarterly data for the years ended December 31

		2015						2016						
		Q1	Q2	Q3	Q4	YTD		Q1	Q2	Q3	Q4	YTD		
ADJUSTED SALES														
Distribution net sales	\$	311,471 \$	304,050 \$	296,312 \$	265,706	\$ 1,177,539	\$	288,664 \$	286,052 \$	274,388 \$	257,218	\$ 1,106,322		
Aerospace net sales	•	131,311	142,274	137,430	186,571	597,586		162,534	184,590	179,086	175,844	702,054		
Settlement of Bell matter		-	-	-	-	-		-	(4,300)	-	-	(4,300		
Aerospace adjusted net sales	,	131,311	142,274	137,430	186,571	597,586		162,534	180,290	179,086	175,844	697,754		
Total adjusted net sales	\$	442,782 \$	446,324 \$	433,742 \$	452,277	\$ 1,775,125	\$		466,342 \$	453,474 \$	433,062	\$ 1,804,076		
OPERATING INCOME														
Distribution														
GAAP Operating Income	\$	12,964 \$	15,403 \$	14,422 \$	6,652	\$ 49,441	\$	10,469 \$	13,807 \$	11,872 \$	5,711	\$ 41,859		
Restructuring and Severance Costs	•	259	589	-	1,496	2,344		347	-	344	341	1,032		
Adjusted operating income	\$	13,223 \$	15,992 \$	14,422 \$		\$ 51,785	\$	10,816 \$	13,807 \$	12,216 \$	6,052			
% of net sales		4.2%	5.3%	4.9%	3.1%	4.4%		3.7%	4.8%	4.5%	2.4%	3.9%		
Aerospace														
GAAP Operating Income as reported	\$	21,821 \$	29,153 \$	27,801 \$	31,553	\$ 110,328	\$	21,297 \$	30,461 \$	29,616 \$	33,631	\$ 115,005		
Acqusitions inventory step-up		-	-	-	508	508		-	1,065	-	-	1,065		
Acquisistion and integration costs		-	-	-	198	198		2,002	1,237	546	295	4,080		
Resolution of Aerospace contract claim		-	-	-	4,000	4,000		-	-	-	-	-		
Adjusted operating income	\$	21,821 \$	29,153 \$	27,801 \$	36,259	\$ 115,034	\$	23,299 \$	32,763 \$	30,162 \$	33,926	\$ 120,150		
% of net sales		16.6%	20.5%	20.2%	19.4%	19.2%		14.3%	17.7%	16.8%	19.3%	17.1%		
% of adjusted net sales		16.6%	20.5%	20.2%	19.4%	19.2%		14.3%	18.2%	16.8%	19.3%	17.2%		
Corporate														
GAAP corporate expense	\$	(12,428) \$	(14,557) \$	(12,450) \$	(16,143)	\$ (55,578)	\$	(13,444) \$	(14,407) \$	(10,402) \$	(12,677)	\$ (50,930		
Acquisistion Costs for GRW and EXTEX		-	-	437	3,545	3,982		-	-	-	-	-		
CAS 413 Pension Closeout		-	-	-	-	-		-	-	-	333	333		
Adjusted corporate expense	\$	(12,428) \$	(14,557) \$	(12,013) \$	(12,598)	\$ (51,596)	\$	(13,444) \$	(14,407) \$	(10,402) \$	(12,344)	\$ (50,597		
Net gain(loss) on sale of assets	\$	(27) \$	432 \$	10 \$	(87)	\$ 328	\$	28 \$	(14) \$	(24) \$	(1)	\$ (11		
Adjusted total net operating profit	\$	22,589 \$	31,020 \$	30,220 \$	31,722	\$ 115,551	\$	20,699 \$	32,149 \$	31,952 \$	27,633	\$ 112,433		



## Net Earnings

Kaman Corporation and Subsidiaries Adjusted Net Earnings and Adjusted Diluted Earnings per Share Quarterly data for the years ended December 31

	2015					2016									
	Q1		Q2	Q3		Q4		Year		Q1	Q2		Q3	Q4	Year
Adjustments to Net Earnings, pre tax															
Aerospace acquisition costs and inventory step-up	_		_	437	\$	4,251	\$	4,688	Ś	2,002 \$	2,302	\$	546 \$	295 \$	5,145
CAS 413 Pension Closeout	_		_	-	Ψ.	-,231	~	-	Ψ.	-	-	Ÿ	- ·	333	333
Aerospace resolution of contract claim	_		_	_		4,000		4,000		_	_		-	-	-
Restructuring and severance costs	\$ 259	\$	589	_		1,496		2,344		347	_		344	341	1,032
Foreign currency transaction expenses associated with		*				_,		_,		*					-,
purchase of GRW	-		-	-		3,002		3,002		-	-		-	-	-
Recognition of tax benefit/(loss) from tax law changes	-		(4,402)	-		2,113		(2,289)		-	-		-	-	-
Adjustments, pre tax	\$ 259	\$	(3,813) \$	437	\$	14,862	\$	11,745	\$	2,349 \$	2,302	\$	890 \$	969 \$	6,510
Adjustments to Net Earnings, tax															
Aerospace acquisition costs and inventory step-up	_		_	153	\$	1,488	\$	1,641	\$	701 \$	806	Ś	191 \$	103 \$	1,801
CAS 413 Pension Closeout	-		_	-	*	-,	-	-,		-	-	•		117	117
Aerospace resolution of contract claim	_		_	_		1,400		1,400		_	_		-	-	
Restructuring and severance costs	\$ 91	Ś	164	_		524		779		122	_		120	119	361
Foreign currency transaction expenses associated with		•													
purchase of GRW	-		-	-		1,057		1,057		-	-		-	-	-
Recognition of tax benefit/(loss) from tax law changes	-		-	-		-		· -		-	-		-	-	-
Adjustments, pre tax	\$ 91	\$	164 \$	153	\$	4,469	\$	4,877	\$	823 \$	806	\$	311 \$	339 \$	2,279
Adjustments to Net Earnings, net of tax															
GAAP Net earnings, as reported	\$ 12,749	\$	21,691 \$	17,224	\$	8,774	\$	60,438	\$	9,777 \$	16,495	\$	17,455 \$	15,127 \$	58,854
Aerospace acquisition costs and inventory step-up	-		-	284		2,763		3,047		1,301	1,496		355	192	3,344
CAS 413 Pension Closeout	-		-	-		-		-		-	-		-	216	216
Aerospace resolution of contract claim	-		-	-		2,600		2,600		-	-		-	-	-
Restructuring and severance costs	168		425	-		972		1,565		225	-		224	222	671
Foreign currency transaction expenses associated with															
purchase of GRW	-		-	-		1,945		1,945		-	-		-	-	-
Recognition of tax benefit/(loss) from tax law changes	 -		(4,402)	-		2,113		(2,289)		-	-		-	-	-
Adjusted Net Earnings	\$ 12,917	\$	17,714 \$	17,508	\$	19,167	\$	67,306	\$	11,304 \$	17,991	\$	18,034 \$	15,757 \$	63,085
Calculation of Adjusted Diluted Earnings per Share															
GAAP diluted earnings per share	\$ 0.46	\$	0.77 \$	0.62	\$	0.32	\$	2.17	\$	0.35 \$	0.59	\$	0.62 \$	0.53 \$	2.10
Aerospace acquisition costs and inventory step-up	-		-	0.01		0.10		0.11		0.05	0.05		0.01	0.01	0.12
CAS 413 Pension Closeout	-		-	-		-		-		-	-		-	0.01	0.01
Aerospace resolution of contract claim	-		-	-		0.09		0.09		-	-		-		-
Restructuring and severance costs	0.01		0.02	-		0.03		0.06		0.01	-		0.01	0.01	0.02
Foreign currency transaction expenses associated with															
purchase of GRW	-		-	-		0.07		0.07		-	-		-	-	-
Recognition of tax benefit/(loss) from tax law changes	 -		(0.16)	-		0.08		(80.0)		-	-			-	-
Adjusted Diluted Earnings per Share	\$ 0.47	\$	0.63 \$	0.63	\$	0.69	\$	2.42	\$	0.41 \$	0.64	\$	0.64 \$	0.56 \$	2.25
Diluted weighted average shares outstanding	 27,878		28,098	27,770		27,725		27,868		27,806	27,944		28,080	28,460	28,072



## Cash Flow, Balance Sheet, and Capital Factors

#### Kaman Corporation and Subsidiaries Cash Flow, Balance Sheet and Capital Factors

	YEAR ENDED December 31, 2013		 YEAR ENDED December 31, 2014		AR ENDED cember 31, 2015	AR ENDED cember 31, 2016
FREE CASH FLOW FROM CONTINUING OPERATIONS						
Net cash provided by operating activites	\$	64,840	\$ 109,089	\$	109,584	\$ 107,707
Expendistures for property, plant & equipment		(40,852)	 (28,283)		(29,932)	 (29,777)
Free cash flow from continuing operations	\$	23,988	\$ 80,806	\$	79,652	\$ 77,930
DEBT TO CAPITALIZATION  Current portion of long-term debt	\$	10,559	\$ 10,000	\$	5,000	\$ 119,548
Long-term debt, excluding current portion		264,655	271,232		434,227	296,598
Total debt		275,214	 281,232		439,227	 416,146
Temporary equity, convertible notes		-	-		-	1,797
Total shareholders' equity		511,292	 517,665		543,077	 565,787
Capitalization	\$	786,506	\$ 798,897	\$	982,304	\$ 983,730
Debt to capitalization	35.0%		35.2%		44.7%	42.3%

