# Creating Tomorrow's KAMAN Today



**Investor Presentation** 

# Forward Looking Statements



#### FORWARD-LOOKING STATEMENTS

This presentation includes "forward looking statements" relating to the announced transactions and future operations of the Company, which can be identified by the use of words such as "will," "expect," "poise," "believe," "plans," "strategy," "prospects," "estimate," "project", "seek," "target," "anticipate," "intend," "future," "likely," "may," "should," "would," "could," and other words of similar meaning in connection with a discussion of future operating or financial performance or events. 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 statements are based on assumptions currently believed to be valid but involve significant risks and uncertainties, many of which are beyond our control, which could cause our actual results to differ from those expressed in the forward looking statements. Such risks and uncertainties include, among others, the ability to implement the anticipated business plans following closing and achieve anticipated benefits and savings; and future and estimated revenues, earnings, cash flow, charges, cost savings and expenditures. Additional risks and uncertainties that could cause our actual results to differ from those expressed in the forward looking statements are identified in our reports filed with the SEC, including our Quarterly Reports on Form 10-Q, our Annual Reports on Form 10-K, and our Current Reports on Form 8-K. The forward looking statements included in this presentation are made only as of the date of this presentation, and the Company does not undertake any obligation to update the forward looking statements to reflect subsequent events or circumstances.

#### **Non-GAAP Figures**

Management believes that the Non-GAAP financial measures (i.e. financial measures that are not computed in accordance with Generally Accepted Accounting Principles) identified by an asterisk (\*) used in this presentation or in other disclosures provide important perspectives into the Company's ongoing business performance. The Company does not intend for the information to be considered in isolation or as a substitute for the related GAAP measures. Other companies may define the measures differently. Reconciliations from GAAP measures to the Non-GAAP measures are presented herein.



## Recent Highlights



#### Key Events

- Closed on the acquisition of Bal Seal Engineering for \$330 million
- Closed on the sale of Kaman Distribution for \$700 million
- Record specialty bearings & engineered products orders in 2019
- Continued development of our unmanned K-MAX® system and U.S. Marine Corps program
- Record JPF deliveries of 41,429, with more than 20,000 DCS units delivered

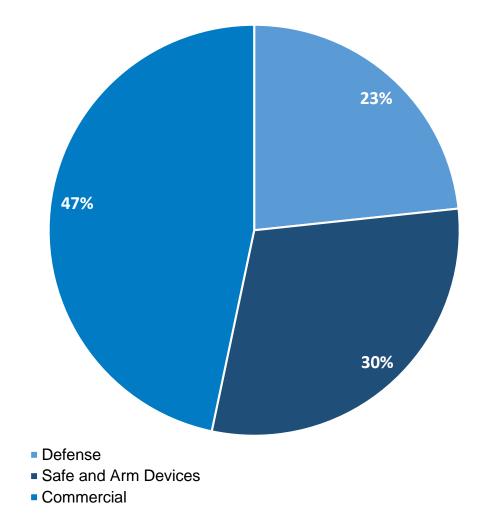
# 2019 Financial Performance

- Net sales from continuing operations of \$762 million; Gross Margin of 31.6%
- Adjusted earnings from continuing operations\* increased to \$45.7 million
- Adjusted diluted earnings per share from continuing operations\* increased 18% to \$1.63
- Total backlog of \$807 million at December 31, 2019

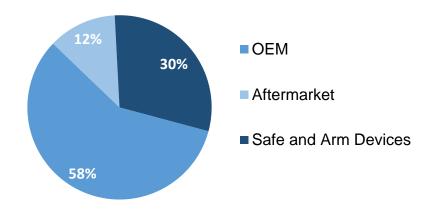
## Diversified Mix of Customers & Platforms



2019 Revenues: \$762 Million



#### 2019 Sales Split

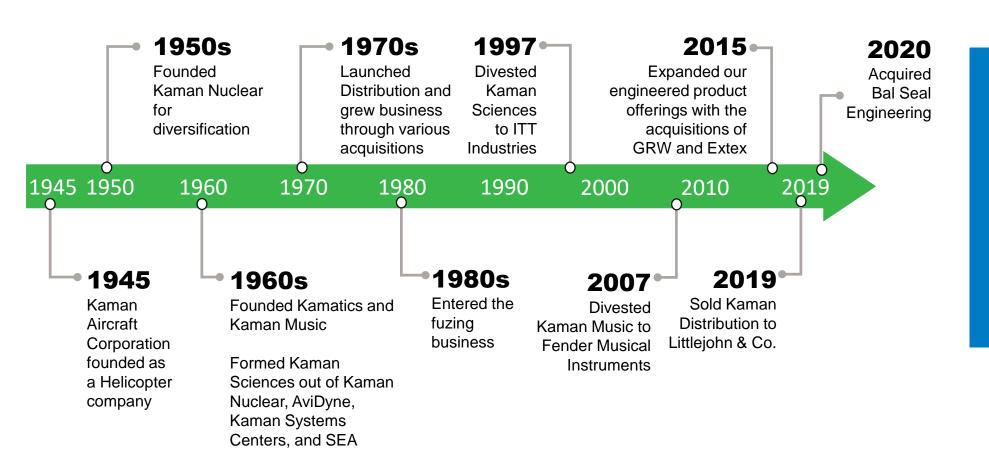


	Selected Platforms		
Boeing	Airbus	Fuzing	
<ul><li>787/777</li><li>737</li><li>A-10</li></ul>	<ul><li>A350</li><li>A330</li><li>A320</li></ul>	<ul><li> JPF</li><li> AMRAAM</li><li> Tomahawk</li></ul>	
Bell Helicopter	Sikorsky	Kaman	
<ul><li>AH-1Z</li><li>Rotor Blades</li></ul>	<ul><li>UH-60</li><li>CH-53</li></ul>	<ul><li>SH-2G</li><li>K-MAX®</li></ul>	

## Returning to our Roots



# Positioned to grow as highly engineered products company



# Looking Ahead

Continue to build our leading engineered solutions product portfolio through a combination of organic growth and M&A.

# Moving Forward – Transformation Underway



# Differentiated Products

Technologically differentiated product offering supported by strong end markets

# Growth through Innovation

Accelerate internal investments in our products, facilities, and people

# Focus on Cost Savings

Cost savings of \$15 - \$20 million exiting 2020 – \$5.0 million achieved through 2019, targeting high end of range

# Capital Allocation

Expand
capabilities
through M&A
while maintaining
a disciplined
approach to the
return of capital
to shareholders

Strategically Focused on Highly Engineered Products, Generating Higher Margins with a Strong Free Cash Flow Profile

## Acquisition of Bal Seal Engineering



# Transaction Details

- Acquired Bal Seal Engineering, Inc. ("Bal Seal") for \$330 million\* on January 3, 2020
  - Transaction was fully funded with existing balance sheet cash
- 12.5x EBITDA multiple including expected synergies and tax benefits
- Expected to contribute approximately \$95 million in sales in 2020
- Transaction forecasted to be accretive to cash flow in the first year with additional opportunities to drive meaningful margin expansion
- Significant one-time non-cash purchase accounting costs expected in 2020
  - Approximately \$9 million of expense related to inventory step-up
  - Approximately \$23 million of incentive compensation expense resulting from pre-acquisition employee
     compensation agreements

# Significantly expands and diversifies our portfolio to drive continued shareholder value creation

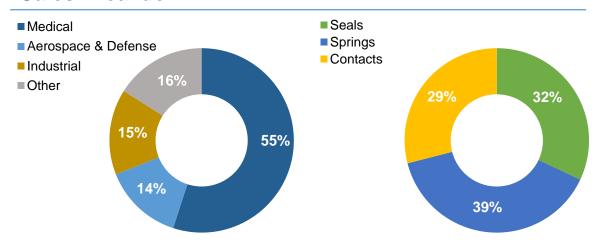
### **Bal Seal Business Overview**



#### **Business Description**

- Manufacturer of precision springs, seals, and contacts servicing the medical technology, aerospace & defense and industrial markets
- Offers critical, proprietary, precision components that are used in products operating in high cost of failure environments.
- Utilizes proprietary manufacturing and material technologies; carries more than 240 patents
- Global presence, with manufacturing, sales, and distribution operations across the U.S., Europe and Asia
- Leading position within customized springs and seals market with #1 market share in spring-energized seals industry
- Thousands of unique part numbers specifically designed for the end application

#### Sales Breakdown



#### **Primary Products**

Seals



**Springs** 













#### **Select End Use Applications**

Medical



Industrial

Food

Seals



A&D



Trays

# Acquisition Aligns with Kaman's M&A Criteria





Leadership position in the technical expertise of the market	
Exposure to high-growth end markets with global macro tailwinds	
Strong margins from highly engineered proprietary product portfolio	
Attractive financial profile with meaningful synergy opportunities	
Maintain existing financial discipline while ensuring appropriate returns on investments	

## Industry Trends Support Meaningful Growth



## Industry Trends Support Meaningful Growth Over Next Five Years

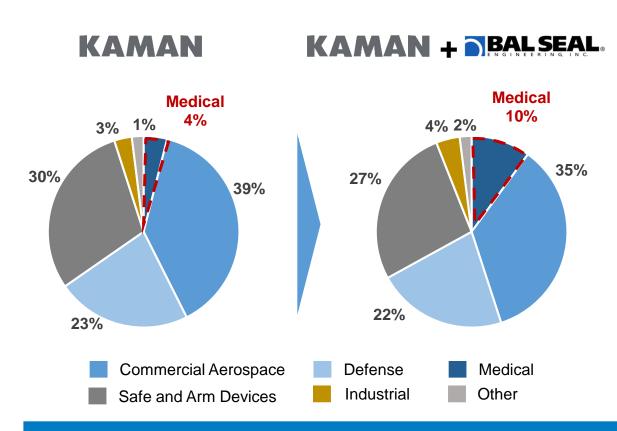
Platform / End Markets	Forecasted Market Growth % (2018-23F)	Growth Drivers
<b>&gt;</b>	~7-8% p.a.	✓ Increasing deliveries of commercial aircraft driven by higher air travel demand
Aerospace & Defense		✓ Ramp-up of military aircraft programs
$\sim$		✓ Aging population
	~6-7% p.a.	✓ Increasing biopharma capital budgets
Medical		✓ Strong technical advances and product development pipelines
	~4-5% p.a.	✓ Increasing number of robotics applications
Industrials		✓ Maintenance and replacement of industrial equipment

Source: Third party research

## Expanded Product Portfolio Driving Future Growth



#### Kaman sales by end market (%)



- Meaningful sales and cost synergy opportunities
- Expands breadth of highly engineered product offerings with complementary portfolio
- Leverages Bal Seal's proprietary manufacturing and material science technologies and strong customer relationships
- Advances Kaman's strategic focus on its engineered products business and adds scale to its operations
- Strengthens leadership position in medical technologies

Increases exposure to attractive end markets with significant growth potential and favorable margin profile

# Broad Range of Engineered Products Serving Diverse End Markets KAMAN



Product	Offering	Differentiator	End Use Characteristics	Primary End Markets
Self Lubricating Bearings		Karon® Self Lubricating Machinable Liner	High Load, Low RPM Applications	Aerospace, Industrial, Marine, Hydropower, Space, Aftermarket
Traditional Airframe Bearings		Custom Design Capability	Low Friction, High Accuracy, High Speed Applications	Aerospace
Flexible Drive Systems		Patented and Proprietary technology	Integrated Fail-Safe, Mission Critical, High Torque applications	Rotorcraft
High Precision Miniature Bearings		Proprietary design, machining, and assembly	Low Load, High RPM Precision Applications	Medical, Industrial, Aerospace
Engine Aftermarket Components		FAA Parts Manufacturing Authorization	Flight Critical Aerospace Applications	Aerospace

Expect mid to high single digit sales growth over the next five years

#### Advanced Safe and Arm Devices



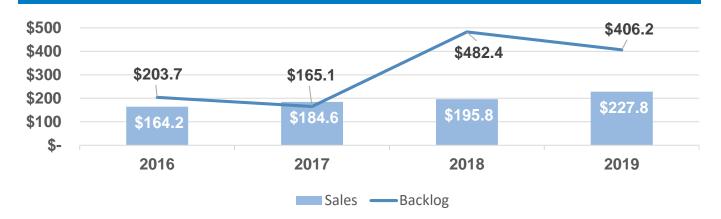
#### **Broad Portfolio of Safe and Arm devices**

#### **Key Programs**

- Joint Programmable Fuze
- Harpoon
- Maverick
- Tomahawk
- SLAM-ER
- JASSM
- ATACMS
- Standard
- AMRAAM

# able Fuze

#### Significant sales growth and substantial backlog



#### **Highlight on JPF**

Provides increased mission flexibility and operational effectiveness

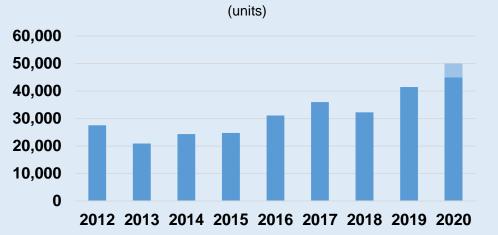
Sole source provider to the U.S. Air Force and 40 Foreign militaries

Qualified on 20 U.S. and Foreign Military Aircraft

New orders of more than \$90 million in 2019

Continued strong pipeline

JPF Deliveries



# Opportunities for K-MAX® continue to increase



#### **Strong Support for K-MAX® Aircraft**

- Aircraft meets the diverse needs of our customers
  - Construction, firefighting, logging, humanitarian, and agricultural
- Expect to nearly double fleet size by 2021
- Driving increased service & support revenues
- Strong support from USMC and Congress
  - Secured contract with USMC to reactivate their two aircraft
  - \$18.5 million in funds in DoD budget proposal

# K-MAX® in Operation 22 36 0 10 20 30 40 50 ■ 2015 ■ 2019 ■ 2021

#### **Investing for future K-MAX® Opportunities**

Next Generation Unmanned Systems - 5 orders received in 2019

All Composite Rotor Blades

Aftermarket sales generally increase 24 – 36 months after initial sale.





# Improving Performance on Structures Programs KAMAN



#### **Results of Actions to Improve Performance**

Action	Status	
Increase capacity utilization	Achieved	
Disciplined approach to new program opportunities	Achieved	
Improve operational efficiency	Achieved	
Reduce facility footprint	Continuing	
Achieved annualized savings of ~\$8.0 million	Continuing	

**Supplier Recognition Supports Operational Improvement** 

"BLACK HAWK SUPPLIER OF THE YEAR" Sikorsky

"BEST NEW SUPPLIER 2018" "KINECO KAMAN NAMED GOLD TIER SUPPLIER" **Rolls Royce BAE Systems** 

#### **Selected Programs**













## Growth through Innovation



#### Designing new solutions to solve our customers toughest challenges



Developing Next
Generation Munition
Technologies:
Height of Burst
Sensor



Evolving requirements of our K-MAX® operators:

Next Generation
Unmanned Systems



Innovative Material
Science for new
engineered products:
<u>Titanium Diffusion</u>
<u>Hardening</u>



Continuing to evolve our state-of-art Technology: Tufflex® Couplings and Drive Shafts

Collaborating on integrated solutions across our bearings and sealing technologies

### Premier Global Customer Base































































**Collins Aerospace** 

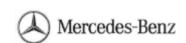
















Abbott



















80 ABIOMED











# Our Manufacturing Footprint





- **1.** Foothills Ranch, CA Seals, Springs, and Contacts
- Colorado Springs, CO Springs and Contacts
- Gilbert, AZAftermarket Components
- **4. Wichita, KS** Composites Structures

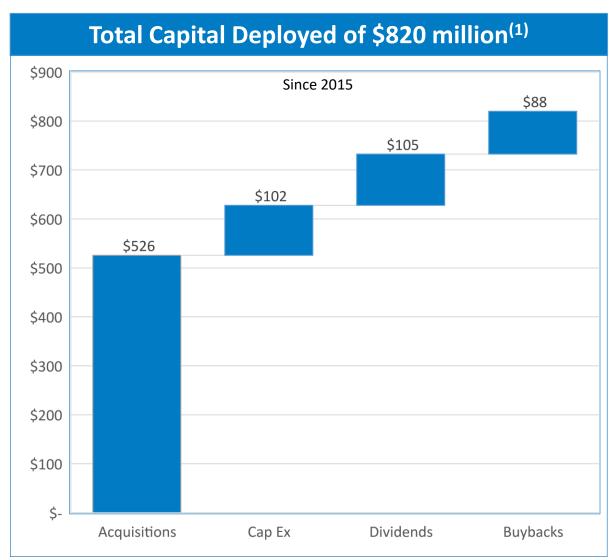
- Jacksonville, FL
  Assembly & Metallic
  Structures
- Chihuahua, Mexico Metallic Structures
- 7. Bennington, VT Composites Structures
- Orlando, FL
   Safe and Arm Devices

- Middletown, CT
  - Safe and Arm Devices
  - Memory and Measuring
- 10. Bloomfield, CT
  - Air Vehicles
  - Self-lubricating bearings
  - Flexible drive shafts
- **11. Hochstadt, Germany** Traditional airframe bearings

- .2. Rimpar, Germany
  Precision miniature bearings
- 3. Pracatice, Czech Republic Precision miniature bearings
- 14. Darwen, UK Composite structures
- 15. Goa, India (Joint Venture)
  Composites structures

# Capital Deployment Framework – Looking Back KAMAN





#### **Investing for Growth**

Infrastructure investments across our full range of specialty bearing and engineered products.

Product	Investment	Status
Traditional Airframe Bearings	New facility to support new products for key customer platforms	Complete
Self Lubricating Bearings / Flexible Drive Systems	Expansion to support growth and new applications	Complete
Engine Aftermarket Components	New facility to increase capacity to support sales growth	Complete
Test Facility	New facility to expand test capabilities and reduce time to market	In process
High Precision Miniature Bearings	New facility to increase capacity and support In process future growth	

# Capital Deployment Framework – Looking Ahead KAMAN



### **Capital Deployment Priorities Moving Forward**

- Value Creating Investments
  - High return internal investments
  - Strategic acquisitions to grow our portfolio of highly engineered products
- Return of capital to shareholders
  - Maintain competitive dividend
  - Offset management share grants with our current \$100 million share repurchase authorization
- Long term leverage target of 2 3X

Up to \$700 million of available cash and debt available for redeployment



# Questions

### Non-GAAP Reconciliation



#### Adjusted Earnings from Continuing Operations and Adjusted Diluted Earnings Per Share from Continuing Operations

Adjusted Earnings from Continuing Operations and Adjusted Diluted Earnings per Share from Continuing Operations are defined as GAAP "Earnings from Continuing Operations" and "Diluted earnings per share from continuing operations", less items that are not indicative of the operating performance of the business for the periods presented. These items are included in the reconciliation below. Management uses Adjusted Earnings from Continuing Operations and Adjusted Diluted Earnings per Share from Continuing Operations to evaluate performance period over period, to analyze the underlying trends in our business and to assess its performance relative to its competitors. We believe that this information is useful for investors and financial institutions seeking to analyze and compare companies on the basis of operating performance. The following table illustrates the calculation of Adjusted Earnings from Continuing Operations and Adjusted Diluted Earnings per Share from Continuing Operations using "Earnings from Continuing Operations" and "Diluted earnings per share from continuing operations" from the "Consolidated Statements of Operations" included in the Company's Form 10-K filed with the Securities and Exchange Commission on February 24, 2020.

	December 31, 2019			
	Adjustments to	Tax Effect of	Adjustments to	Calculation of
	Net Earnings,	Adjustments to	Net Earnings,	<b>Adjusted Diluted</b>
(in thousands, expect per share amounts)	Pre Tax	Net Earnings	Net of Tax	Earnings Per Share
Net Earnings from continuing operations			\$56,446	\$2.01
Adjustments				
Restructuring and severance expense	\$1,558	\$328	\$1,230	\$0.04
Cost associated with corporate development activities	10,090	2,124	7,966	0.29
Loss on U.K. Tooling business	3,739	-	3,739	0.13
Cost from transition services agreement	4,673	984	3,689	0.13
Income from transition services agreement	(3,673)	(773)	(2,900)	(0.10)
Tax benefit from change in state tax laws	(2,137)	-	(2,137)	(0.07)
Tax benefit of foreign derived income included in discontinued operations	3,360	-	3,360	(0.12)
Tax benefit from change in U.K. entity tax classification	(25,710)	-	(25,710)	(0.92)
Total			\$45,683	\$1.63
Weighted Average Shares Outstanding – Diluted			28,092	