

Q2 2018 Supplemental Data

4/27/2018 (USD in millions except for per share data)

		Q2 2018		Q2 2017	% Change		FY 2018 F		FY 2017 A	FY'18 v '17 Change
Non-GAAP results^ excluding: one-time Tax Reform im	pacts and Industri	al Syster	ns' w	ind resti	ructuring					
Sales	\$	689.0	\$	632.4	9%	\$	2,686.6	\$	2,497.5	8%
Net Earnings attributable to Moog		41.8		32.0	31%		159.3		141.3	13%
Net Earnings Per Share attributable to Moog	\$	1.16	\$	0.88	32%	\$	4.40 *	\$	3.90	13%
Segment Sales										
Aircraft Controls	\$	311.4	\$	289.7	8%	\$	1,195.2	\$	1,124.9	6%
Space and Defense Controls		143.5		138.8	3%		557.4		529.2	5%
Industrial Systems		234.1		203.9	15%		934.0		843.4	11%
	\$	689.0	\$	632.4	9%	\$	2,686.6	\$	2,497.5	8%
Operating Profit										
Aircraft Controls	\$	33.5	\$	31.2	7%	\$	127.6	\$	114.0	12%
Space and Defense Controls		16.8		11.4	48%		65.0		48.5	34%
Industrial Systems		25.3		22.3	14%		100.1		87.6	14%
	\$	75.7	\$	64.8	17%	\$	292.7	\$	250.2	17%
Operating Margins										
Aircraft Controls		10.8%		10.8%			10.7%		10.1%	
Space and Defense Controls		11.7%		8.2%			11.7%		9.2%	
Industrial Systems		10.8%		10.9%			10.7%		10.4%	
		11.0%		10.3%			10.9%		10.0%	
Effective Tax Rate		26.7%		34.3%			26.7%		22.7%	
Cash Flow from Operations	\$	1	\$	71		\$	170	\$	218	
Capital Expenditures		(23)		(15)			(95)		(76)	
Free Cash Flow	\$	(22)	\$	56		\$	75 *	* \$	142	
Acquisitions		(63)		-			(63)		(41)	
Other items		(1)	•	<u>1</u> 57		_	(7)	•	(9)	
Decrease (Increase) in Net Debt	\$	(85)	\$	5/		\$	6	\$	92	
Net Debt to Total Capitalization		34.3%		37.4%			30.7%		32.8%	
Depreciation and Amortization	\$	23	\$	22		\$	89	\$	90	

Note - numbers may not add to totals due to rounding

Segment Reporting Changes

Effective October 1st, 2017, we changed our segment reporting structure to three reporting segments. Our former Components segment has been separated and merged into Space and Defense Controls and Industrial Systems. All years presented reflect the new organizational structure.

Non-GAAP Financial Measures

We present Free Cash Flow, a non-GAAP measure. Free Cash Flow is defined as Cash Flow from Operations less Capital Expenditures. Management believes this non-GAAP financial measure provides investors important insight and measurement into the company's ongoing operational performance. The company does not intend for the information to be considered in isolation or as substitutes to the most closely related GAAP measures.

^{*} FY 2018 Adjusted Net Earnings Per Share are forecasted to be within a range of \$4.20 - \$4.60.

^{* *} FY 2018 Adjusted Free Cash Flow is forecasted to be \$135 million, excluding the impact of accelerated pension funding, net of a cash tax benefit, and restructuring.

[^] See table below for a reconciliation of GAAP and non-GAAP adjusted Operating Profit and Margin, Net Earnings and Net Earnings Per Share.



Q2 2018 Supplemental Data

(USD in millions except for per share data)

			Q2 2018		Q2 2017	% Change	FY 2018 F	FY 2017 A	FY'18 v '17 Change
	F-35	\$	33.0	\$	29.5	12%	\$ 127.2	\$ 106.6	19%
	Military OEM - Other		75.8		58.7	29%	 255.0	232.1	10%
	Military OEM		108.8		88.2	23%	382.1	338.6	13%
	Military Aftermarket		46.9		48.3	(3%)	 191.8	183.5	5%
	Military Aircraft		155.7		136.5	14%	 573.9	522.1	10%
	Boeing OEM		56.9		61.7	(8%)	237.5	252.8	(6%)
	Airbus		38.8		43.2	(10%)	165.7	154.7	7%
	Commercial OEM - Other		20.2		19.5	4%	85.0	76.9	11%
Ø	Commercial OEM		115.9		124.4	(7%)	 488.2	484.4	1%
Ħ	Commercial Aftermarket		39.9		28.7	39%	 133.0	118.4	12%
Results	Commercial Aircraft		155.8		153.1	2%	621.2	602.8	3%
GAAP	Aircraft Controls	\$	311.4	\$	289.7	8%	\$ 1,195.2	\$ 1,124.9	6%
75	Space	\$	57.8	\$	48.6	19%	\$ 208.7	\$ 187.2	11%
	Defense		85.7		90.2	(5%)	348.7	342.0	2%
	Space and Defense Controls	\$	143.5	\$	138.8	3%	\$ 557.4	\$ 529.2	5%
	Energy	\$	40.9	\$	34.3	19%	\$ 156.9	\$ 145.3	8%
	Industrial Automation	·	108.3	·	93.2	16%	427.7	377.2	13%
	Simulation and Test		32.0		28.5	12%	146.7	126.1	16%
	Medical		52.8		47.9	10%	202.6	194.7	4%
	Industrial Systems	\$	234.1	\$	203.9	15%	\$ 934.0	\$ 843.4	11%

4/27/2018

Note - numbers may not add to totals due to rounding

Segment Reporting Changes

Effective October 1st, 2017, we changed our segment reporting structure to three reporting segments. Our former Components segment has been separated into Space and Defense Controls and Industrial Systems. All years presented reflect the new organizational structure.

Cautionary Statement Regarding Forward Looking Information

The forecasts, projections and estimates contained in these materials, which can be identified by the use of forward looking terms, such as "project," "estimate," "2018 F", or variations thereon or comparable terminology, are forward looking statements made pursuant to the Safe Harbor provisions of the Private Securities Litigation Reform Act of 1995.



Q2 2018 Supplemental Data

(USD in millions except for per share data)

		Q2 2018	Q2 2017	% Change	FY 2018 F	FY 2017 A	FY'18 v '17 Change
	GAAP Results						
	Sales	\$ 689.0	\$ 632.4	9%	\$ 2,686.6	\$ 2,497.5	8%
	Net Earnings attributable to Moog	14.0	32.0	(56%)	96.8	141.3	(31%)
	Net Earnings Per Share attributable to Moog	\$ 0.39	\$ 0.88	(56%)	\$ 2.67 *	\$ 3.90	(31%)
	Segment Sales						
	Aircraft Controls	\$ 311.4	\$ 289.7	8%	\$ 1,195.2	\$ 1,124.9	6%
	Space and Defense Controls	143.5	138.8	3%	557.4	529.2	5%
<u>t</u> 2	Industrial Systems	234.1	203.9	15%	934.0	843.4	11%
Results		\$ 689.0	\$ 632.4	9%	\$ 2,686.6	\$ 2,497.5	8%
æ	Operating Profit						
GAAP	Aircraft Controls	\$ 33.5	\$ 31.2	7%	\$ 127.6	\$ 114.0	12%
Α̈́	Space and Defense Controls	16.8	11.4	48%	65.0	48.5	34%
ľ	Industrial Systems	 (6.1)	22.3	(127%)	 68.7	87.6	(22%)
		\$ 44.3	\$ 64.8	(32%)	\$ 261.3	\$ 250.2	4%
	Operating Margins						
	Aircraft Controls	10.8%	10.8%		10.7%	10.1%	
	Space and Defense Controls	11.7%	8.2%		11.7%	9.2%	
	Industrial Systems	 (2.6%)	10.9%		 7.4%	10.4%	_
		6.4%	10.3%		9.7%	10.0%	
	Effective Tax Rate	45.6%	34.3%		47.9%	22.7%	

^{*} FY 2018 Net Earnings Per Share are forecasted to be within a range of \$2.47 - \$2.87.

Non-GAAP Net Earnings adjustment for Restructuring	\$	(25.9)	\$ -	\$ (25.9)	\$ -
Non-GAAP Net Earnings adjustment for change due to Tax Reform		(2.0)	-	(36.6)	-
Net Earnings attributable to Moog		(27.9)	-	 (62.5)	-
Non-GAAP Net Earnings Per Share adjustment for Restructuring	\$	(0.72)	\$ -	\$ (0.72)	\$ -
Non-GAAP Net Earnings Per Share adjustment for change due to Tax Reform	\$	(0.05)	\$ -	\$ (1.01)	\$ -
Net Earnings Per Share attributable to Moog	\$	(0.77)	\$ -	\$ (1.73)	\$ -
Operating Profit					
Industrial Systems - impact of Restructuring charge	\$	(31.4)	-	\$ (31.4)	-
	\$	(31.4)	\$ -	\$ (31.4)	\$ -
Operating Margins					
Industrial Systems - impact of Restructuring charge	-	13.4%	-	-3.4%	-
		-4.6%	-	 -1.2%	-