

**Q1 2020 Supplemental Data**

(USD in millions except for per share data)

1/24/2020

	Q1 2020	Q1 2019	Q1 Change	FY 2020 F	FY 2019 A	FY'20 v '19 Change
Sales	\$ 754.8	\$ 679.7	11%	\$ 3,045.0	\$ 2,904.7	5%
Net Earnings	50.0	42.8	17%	190.4	174.5	9%
Net Earnings Per Share	\$ 1.44	\$ 1.22	18%	\$ 5.50 *	\$ 4.96	11%
<b>Segment Sales</b>						
Aircraft Controls	\$ 340.0	\$ 304.0	12%	\$ 1,325.0	\$ 1,303.0	2%
Space and Defense Controls	186.2	156.1	19%	770.0	683.5	13%
Industrial Systems	228.6	219.6	4%	950.0	918.2	3%
	<u>\$ 754.8</u>	<u>\$ 679.7</u>	<u>11%</u>	<u>\$ 3,045.0</u>	<u>\$ 2,904.7</u>	<u>5%</u>
<b>Operating Profit</b>						
Aircraft Controls	\$ 38.6	\$ 33.2	16%	\$ 139.5	\$ 122.7	14%
Space and Defense Controls	25.3	18.5	37%	100.0	89.0	12%
Industrial Systems	26.8	27.7	(3%)	105.5	109.5	(4%)
	<u>\$ 90.7</u>	<u>\$ 79.4</u>	<u>14%</u>	<u>\$ 345.0</u>	<u>\$ 321.1</u>	<u>7%</u>
<b>Operating Margins</b>						
Aircraft Controls	11.4%	10.9%		10.5%	9.4%	
Space and Defense Controls	13.6%	11.8%		13.0%	13.0%	
Industrial Systems	11.7%	12.6%		11.1%	11.9%	
	<u>12.0%</u>	<u>11.7%</u>		<u>11.3%</u>	<u>11.1%</u>	
Effective Tax Rate	25.2%	24.3%		25.3%	23.1%	

Cash Flow from Operations	\$ 42	\$ 64		\$ 272	\$ 181	
Capital Expenditures	(27)	(24)		(120)	(118)	
Free Cash Flow	<u>\$ 15</u>	<u>\$ 40</u>		<u>\$ 152</u>	<u>\$ 63</u>	
Share buybacks	(57)	(2)		(57)	(23)	
Acquisitions	(54)	-		(54)	-	
Payment of dividends	(9)	(9)		(35) **	(35)	
Other items	(5)	1		(7)	(8)	
Decrease (Increase) in Net Debt	<u>\$ (110)</u>	<u>\$ 30</u>		<u>\$ (0)</u>	<u>\$ (4)</u>	
Net Debt to Total Capitalization	38.9%	35.7%		34.2%	35.9%	
Depreciation and Amortization	\$ 22	\$ 22		\$ 91	\$ 85	

\* FY 2020 Net Earnings Per Share is forecasted to be within a range of \$5.30 - \$5.70.

\*\* FY 2020 forecasted at same rate as FY 2019, is not guaranteed and is subject to Board's approval.

**Changes in FY 2019 results due to change in accounting principle**

In the first quarter of 2020, we made a change in pension accounting principle. This change requires retrospective application. The Net Earnings Per Share impact of adoption for Q1 2019 was (\$0.03) and for FY 2019 was (\$0.15). All periods presented for Net Earnings and Net Earnings Per Share reflect this change in accounting principle, and Operating Profit is not impacted.

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	Q1 2020	Q1 2019	Q1 Change	FY 2020 F	FY 2019 A	FY'20 v '19 Change
Military OEM	\$ 118.1	\$ 99.3	19%	\$ 443.4	\$ 414.7	7%
Military Aftermarket	55.6	47.5	17%	220.2	207.4	6%
<b>Military Aircraft</b>	<b>173.7</b>	<b>146.8</b>	<b>18%</b>	<b>663.5</b>	<b>622.1</b>	<b>7%</b>
Commercial OEM	132.8	123.1	8%	515.6	539.8	(4%)
Commercial Aftermarket	33.5	34.1	(2%)	145.8	141.1	3%
<b>Commercial Aircraft</b>	<b>166.3</b>	<b>157.2</b>	<b>6%</b>	<b>661.4</b>	<b>680.8</b>	<b>(3%)</b>
<b>Aircraft Controls</b>	<b>\$ 340.0</b>	<b>\$ 304.0</b>	<b>12%</b>	<b>\$ 1,325.0</b>	<b>\$ 1,303.0</b>	<b>2%</b>
Space	\$ 62.7	\$ 50.2	25%	\$ 253.0	\$ 219.0	16%
Defense	123.5	105.9	17%	517.0	464.5	11%
<b>Space and Defense Controls</b>	<b>\$ 186.2</b>	<b>\$ 156.1</b>	<b>19%</b>	<b>\$ 770.0</b>	<b>\$ 683.5</b>	<b>13%</b>
Energy	\$ 29.9	\$ 29.3	2%	\$ 121.6	\$ 120.8	1%
Industrial Automation	106.8	109.1	(2%)	460.0	447.5	3%
Simulation and Test	28.5	29.1	(2%)	119.5	122.9	(3%)
Medical	63.4	52.1	22%	248.9	227.0	10%
<b>Industrial Systems</b>	<b>\$ 228.6</b>	<b>\$ 219.6</b>	<b>4%</b>	<b>\$ 950.0</b>	<b>\$ 918.2</b>	<b>3%</b>

Note - numbers may not add to totals due to rounding

**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," "2020 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.

**Non-GAAP Financial Measures**

We present Free Cash Flow, which is defined as Cash Flow from Operations less Capital Expenditures. Management believes these non-GAAP financial measures provide investors important insights and measurements 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.