

## Safe Harbor Statement

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## Ovenview of Third Quarter 2013 Results

- Sales increased $25 \%$, driven by double-digit gains across all three segments
- Benefited from acquisitions and growth in commercial markets
- Operating income increased 169\%
- Up 40\% excluding one-time items in 2012
- Operating margin up 560 bps to 10.5\% (organic 11.1\%)
- Up 140 bps excluding one-time items in 2012
- Benefit of prior restructuring and cost reduction initiatives
- Diluted EPS of \$0.76, above expectations
- Recent acquisitions $\$ 0.04$ accretive to EPS


## Third Quarter 2013 Operating Income Drivers

|  | 3Q'13 Reported | 3Q'12 Reported | 3Q'12 Adjusted <br> Excl. One-Time <br> Items* | \% Change <br> vs. Adj. <br> $3 Q^{\prime} 12$ |
| :---: | :---: | :---: | :---: | :---: |
| Flow Control | $\$ 24.9$ | $\$ 1.2$ | $\$ 21.6$ | $15 \%$ |
| Controls | $\$ 32.6$ | $\$ 22.8$ | $\$ 23.2$ | $41 \%$ |
| Surface <br> Technologies | $\$ 11.7$ | $\$ 8.2$ | $\$ 9.0$ | $30 \%$ |
| Corp \& Other | $(\$ 6.3)$ | $(\$ 8.8)$ | $(\$ 8.8)$ | $28 \%$ |
| Total | $\$ 62.9 M$ | $\$ 23.4 M$ | $\$ 45.0 M$ | $40 \%$ |

* Adjusted to remove 3Q'12 one-time impacts of strike, AP1000 investments and restructuring charges, and lower associated compensation and benefit costs in Flow Control.


## 3Q 2013 End Markets Summary Commercial

```
YTD 2013 Sales:
70% Commercial
    30% Defense
```



[^0]
## Key Positives

- Ongoing ramp up in commercial aircraft production rates and Emergent Operations facility producing solid organic growth
- Solid global aftermarket demand on nuclear reactors
- Oil \& gas rose sharply, led by solid MRO demand and acquisitions
- Higher domestic AP1000 program revenues


## Key Challenges

- Reduced sales to commercial HVAC industry, as expected
- Softness in the large international projects business in oil and gas


## 3Q 2013 End Markets Summary <br> Defense

```
YTD 2013 Sales:
70% Commercial
    30% Defense
```


## Key Positives

- Strong naval defense revenues led by Virginia Class submarines and ramp up on CVN-79 aircraft carrier
- Higher revenues on P-8A Poseidon and JSF programs
- Higher sales of turret drive systems to international ground defense market


## Key Challenges

- Indirect impact of sequestration
- Lower sales on military helicopter and UAV programs
- Continued softness in ground defense


## 2013E Financial Outlook (as of october 30,2013

| Management Guidance | FY2013E <br> (Current) |
| :---: | :---: |
| Total Sales | \$2,480-2,520M |
| Flow Control | \$1,300-1,320M |
| Controls | \$865-875M |
| Surface Technologies | \$315-325M |
| Total Operating Income cW Margin | $\begin{gathered} \$ 232-240 \mathrm{M} \\ 9.3 \%-9.5 \% \end{gathered}$ |
| Flow Control Margin | $\begin{gathered} \$ 116-119 M \\ 8.9 \%-9.0 \% \end{gathered}$ |
| Controls <br> Margin | $\begin{gathered} \$ 103-106 M \\ 11.9 \%-12.1 \% \end{gathered}$ |
| Surface Technologies Margin | $\begin{aligned} & \$ 53-55 M \\ & 16.8 \%-16.9 \% \end{aligned}$ |
| Corporate and Other | -\$40M |

Full year amounts may not add due to rounding.

## 2013E Financial Outlook (as of october 30,2013 )

| Management Guidance | FY2013E <br> (Prior) | FY2013E <br> (Current) |
| :--- | :---: | :---: |
| Pension Expense | - | $\$ 33-34 \mathrm{M}$ |
| Interest Expense | - | $\$ 39-40 \mathrm{M}$ |
| Diluted EPS | - | $\$ 2.75-2.85$ |
| Diluted Shares Outstanding | - | 47.6 M |
| Effective Tax Rate | $-\quad 32.0 \%$ |  |
| Free Cash Flow ${ }^{(1)}$ | $\$ 85-90 \mathrm{M}$ | $\$ 110-120 \mathrm{M}$ |
| Depreciation \& Amortization | $\$ 80-85 \mathrm{M}$ |  |
| Capital Expenditures |  | $\$ 125-130 \mathrm{M}$ |

(1) Free Cash Flow is defined as cash flow from operations less capital expenditures and includes estimated payments of approximately $\$ 41$ million to the Curtiss-Wright Pension Plan and \$40 million in interest payments in 2013.

## Acquisition Integration Update

## Parvus



## Completed Tasks and Status

- Established integration teams and plans (30/60/90 day plans)
- Outlined initial product line rationalization
- Joint sales activities in process
- Integration Status: On Plan


## Future Opportunities

- Complete product line rationalization
- Complete sales team integration
- Expansion of international sales opportunities


## Arens



## Completed Tasks and Status

- Completed initial sales and marketing integration planning meeting
- Scheduled engineering exchange meetings with Williams Controls to identify opportunities to leverage technology and design elements across business units
- Integration Status: On Plan


## Future Opportunities

- Leverage CW's global footprint to drive growth with existing and new customers, and enhance purchasing power
- Complete HR, Finance and IT integration
- Minimize redundancies in engineer capabilities and resources across commercial vehicle product segments
- Leverage CW's existing China manufacturing and sourcing


## Acquisition Integration Update

## Cimarron



## Completed Tasks and Status

- Revised previous out-sourcing plans - Direct production of Cimarron equipment at CW's existing vessel facilities in Texas
- Safety record continues to improve with a reduction in incidents 50\% YOY
- Excellent progress with Lean Manufacturing Implementation
- Implemented Computerized Maintenance Management System
- Increased production capabilities at Cedar Crossing plant in TX
- Expanding value of underutilized, downstream focused CW facility
- Environmental Control Devices await final approval from U.S. Government for certification. All units have passed testing and application has been submitted.
- Integration Status: Ahead of Plan


## Future Opportunities

- Leverage spend with other CW facilities to improve material cost
- Continued implementation of Operational Excellence program and Lean


## Outlook for 2013 and Closing Comments

- Maintain guidance based on outlook for strong, double-digit growth in sales, operating income and EPS
- Expect to be at high end of range for diluted EPS, despite 4Q'13 acquisitions (\$0.03)
- Solid growth anticipated in all commercial markets outweighs mixed performance in defense
- Continued improvements in profitability due to benefit of prior restructuring and cost reduction initiatives
- Remain focused on disciplined capital deployment strategy
- Improved working capital management driving higher free cash flow expectations
- Curtiss-Wright positioned for solid future growth organically and through strategic acquisitions


## Appendix

## Non-GAAP Reconciliation

|  | CURTISS-WRIGHT CORPORATION and SUBSIDIARIES NON-GAAP FINANCLAL DATA (UNAUDITED) ( $\$$ in millions) <br> Three Months Ended September 30, |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Flow Control |  |  | Controls |  |  |  | Surface Technologies |  |  | Corporate \& Other |  |  |  | Total Curtiss - Wright |  |  |  |
|  | 2013 | 2012 | Chg |  | 2013 | 2012 | Chg | 2013 | 2012 | Chg |  | 13 | 2012 | Chg | 2013 |  | 2012 | Chg |
| Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Organic | \$254.1 | \$236.7 | 7\% | \$ | 170.6 | \$174.6 | (2\%) | \$ 70.4 | \$ 67.9 | 4\% | \$ | - | S |  | \$ 495.0 | \$ | 479.2 | 3\% |
| Incremental ${ }^{(2)}$ | 57.9 | - |  |  | 41.3 | - |  | 6.2 | - |  |  | - | . |  | 105.4 |  | - |  |
| Foreign Currency Fav (Unfav) ${ }^{(2)}$ | (0.5) | - |  |  | 0.7 | - |  | 0.1 | - |  |  | . | - |  | 0.2 |  | - |  |
| Total net sales | \$311.5 | \$236.7 | 32\% | \$ | 212.5 | $\overline{\$ 174.6}$ | 22\% | \$ 76.6 | \$ 67.9 | 13\% | \$ | - | \$ |  | \$ 600.7 | \$ | 479.2 | 25\% |
| Operating income (expense): |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Organic | \$ 21.9 | \$ 1.2 | 1738\% | \$ | 27.0 | \$ 22.8 | 18\% | \$ 11.8 | \$ 8.2 | 43\% | s | (5.8) | S (8.8) | 34\% | \$ 54.9 | S |  | 135\% |
| OIMargin \% | 8.6\% | 0.5\% | 810bps |  | 15.8\% | 13.1\% | 270 bps | 16.7\% | 12.1\% | 460 bps |  |  |  |  | 11.1\% |  | 4.9\% | 620 bps |
| Incremental ${ }^{(6)}$ | 2.6 | . |  |  | 4.3 | . |  | 0.0 | . |  |  | (0.5) | - |  | 6.4 |  | . |  |
| $\text { Foreign Currency Fav (Unfav) }{ }^{(2)}$ | 0.3 | - |  |  | 1.3 | $\cdot$ |  | (0.1) | - |  |  | (0.0) | - |  | 1.6 |  | - |  |
| Total operating income (expense) | \$ 24.9 | \$ 1.2 | 1982\% | \$ | 32.6 | \$ 22.8 | 43\% | \$ 11.7 | \$ 8.2 | 43\% | \$ |  | \$ (8.8) | 28\% | \$ 62.9 | \$ |  | 169\% |
| OIMargin \% | 8.0\% | 0.5\% | 750bps |  | 15.3\% | 13.1\% | 220bps | 15.3\% | 12.1\% | 320bps |  |  |  |  | 10.5\% |  | 4.9\% | 560bps |

(1) The term incremental is used to highlight the impact acquisitions had on the current year results, for which there was no comparable prior year data. Therefore, the results of operations for acquisitions are incremental for the first twelve months from the date of acquisition and are removed from our organic results. Additionally, the results of operations for divested businesses are removed from the comparable prior year period for purposes of calculating organic results. The remaining businesses are referred to as organic.
(2) Organic results exclude the effects of current period foreign currency translation.

Note: Amounts may not add due to rounding

## 3Q 2013 Segment Review - Flow Control



Segment Sales: \$311 M

## 3Q 2013 Segment Review - Controls



Segment Sales: \$213 M

## 3Q 2013 Segment Review - Surface Technologies



Segment Sales: \$77 M

## 2013E Market Outlook (Guidance as of october 30,2013 )

| Management Guidance | FY2013E <br> (Current) | \% of Total Sales |
| :---: | :---: | :---: |
| Aero Defense | (9) - (13\%) | 11\% |
| Ground Defense | (15) - (19\%) | 4\% |
| Naval Defense | 7-11\% | 15\% |
| Total Defense <br> Including Other Defense | Flat to Down 4\% | 30\% |
| Commercial Aero | 10-14\% | 16\% |
| Oil \& Gas | 70-74\% | 18\% |
| Power Generation | 3-7\% | 18\% |
| General Industrial | 62-66\% | 18\% |
| Total Commercial | 30-34\% | 70\% |
| Total Curtiss-Wright | 18-20\% |  |


[^0]:    Note: Percentages in chart relate to Third Quarter 2013 sales.

