## CURTISS - <br> WRIGHT



## 2Q 2018 Earnings Conference Call

July 26, 2018


NYSE: CW

## Safe Harbor Statement

Please note that the information provided in this presentation is accurate as of the date of the original presentation. The presentation will remain posted on this website from one to twelve months following the initial presentation, but content will not be updated to reflect new information that may become available after the original presentation posting. The presentation contains forward-looking statements including, among other things, management's estimates of future performance, revenue and earnings, our management's growth objectives, our management's ability to integrate our acquisition, and our management's ability to produce consistent operating improvements. These forvard-looking statements are based on expectations as of the time the statements were made only, and are subject to a number of risks and uncertainties which could cause us to fail to achieve our then-current financial projections and other expectations.

This presentation also includes certain non-GAAP financial measures with reconciliations to GAAP financial measures being made available in the earnings release that is posted to our website and furnished with the SEC. We undertake no duty to update this information. More information about potential factors that could affect our business and financial results is included in our filings with the Securities and Exchange Commission, including our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q, including, among other sections, under the captions, "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," which is on file vith the SEC and available at the SEC's website at www.sec.gov.

## 2018 Second Quarter Performance and Full-Year Business Outlook

## Second Quarter 2018 Highlights ${ }^{(1)(2)}$

- Net Sales up 9\% overall (4\% organic)
- Driven by strong demand in defense and industrial markets
- Adjusted Operating Income up 28\%; Adjusted Operating Margin of 17.6\%, up 260 basis points
- Driven by favorable overhead absorption on higher sales and benefits of ongoing margin improvement initiatives
- Excludes first year purchase accounting costs associated with the acquisition of Dresser-Rand's government business ("DRG')
- Adjusted Diluted EPS of \$180, up 49\%
- Reflects higher sales and strong growth in profitability in $C I I$ and Defense segments
- Free Cash Flow of \$87 million, up 19\%
- New Orders of \$700 million, up 28\%, led by strong demand in naval defense


## FY 2018 Guidance Highlights ${ }^{(1)(2)}$

- Introduced Adjusted Full-Year 2018 Diluted EPS range of \$6.00 to \$6.15
- Increased Reported GAAP Sales, Operating Income, Operating Margin and EPS (+\$0.28)
- Reflects $\$ 0.25$ adjustment for first year acquisition-related purchase accounting costs
- Expect higher sales in all end markets
- Double-digit growth in operating income and continued margin expansion
- Increased Adjusted Free Cash Flow guidance by \$10 million to new range of \$300-\$320 million

Notes:

1) Any references to organic growth exclude the effects of foreign currency translation, acquisitions and divestitures, unless othervise noted.
2) Adjusted operating income, operating margin and diluted EPS exclude first year purchase accounting costs, specifically one-time inventory step-up, backlog amortization and transaction costs, for current and prior year acquisitions.

## 2Q 2018 End Market Sales Growth

|  | 2Q'18 <br> Change | \% of Total Sales |
| :---: | :---: | :---: |
| Aero Defense | 10\% | 16\% |
| Ground Defense | 16\% | 3\% |
| Naval Defense | $\begin{gathered} 32 \% \\ \text { (11\%organic) } \end{gathered}$ | 21\% |
| Total Defense Including Other Defense | 19\% | 41\% |
| Commercial Aero | 4\% | 17\% |
| Power Generation | (11\%) | 16\% |
| General Industrial | 14\% | 26\% |
| Total Commercial | 3\% | 59\% |
| Total Curtiss-Wright | 9\% <br> (4\% organic) | 100\% |

## Key Drivers

Defense Markets (19\% sales growth, 9\% organic)

- Aerospace Defense: Higher sales of actuation and flight test equipment on fighter jet programs
- Ground Defense: Higher embedded computing sales on various int'l ground programs
- Naval Defense: Higher aircraft carrier revenues and contribution from DRG acquisition


## Commercial Markets (3\% sales growth, 1\% organic)

- Commercial Aerospace: Higher sales of sensors and controls products and surface treatment services; Mainly offset by lower revenues from FAA directives; Core OEM sales up >10\%
- Pover Generation: Lower nudear aftermarket and domestic AP1000 program revenues
- General Industrial: Solid demand for industrial valves, controls and vehicle products, and surface treatment senvices


## Notes:

Percentages in chart relate to Second Quarter 2018 sales compared with the prior year. Amounts may not add due to rounding.
Any references to organic growth exclude the effects of foreign currency translation, acquisitions and divestitures, unless othervise noted.

4 | July 26, 2018 | © 2018 Curtiss-Whight

## 2Q 2018 Operating Income／Margin Drivers

| （\＄in millions） | $\begin{gathered} \text { 2Q'18 } \\ \text { Adjusted }{ }^{(1)} \end{gathered}$ | $\begin{gathered} \text { 2Q'17 } \\ \text { Adjusted } \end{gathered}$ | Change vs． 2017 Adjusted ${ }^{(1)}$ | Key Drivers |
| :---: | :---: | :---: | :---: | :---: |
| Commercial／Industrial Margin | $\$ 51.7$ 16.6\% | $\$ 43.6$ 15.0\% | $\begin{gathered} 19 \% \\ 160 \mathrm{bps} \end{gathered}$ | －Higher sales and favorable absorption <br> －Benefit of Op margin improvement initiatives，including savings from prior restructuring actions |
| Defense <br> Margin | $\begin{aligned} & 38.6 \\ & 26.4 \% \end{aligned}$ | $\begin{aligned} & 26.3 \\ & 20.8 \% \end{aligned}$ | $\begin{gathered} 47 \% \\ 560 \text { bps } \end{gathered}$ | －Higher sales（partly timing）and favorable absorption <br> －Favorable contract adjustments（naval business） <br> －Benefit of Op margin improvement initiatives |
| Power <br> Margin | $\begin{aligned} & 26.2 \\ & 16.2 \% \end{aligned}$ | $\begin{aligned} & 23.9 \\ & 15.9 \% \end{aligned}$ | $\begin{gathered} \text { 10\% } \\ 30 \text { bps } \end{gathered}$ | －Higher sales and favorable absorption（naval business） <br> －AP1000 CD：Improved YOY profitability despite flat sales <br> －Lower sales and unfavorable absorption in domestic nuclear aftermarket <br> －Reduced domestic AP1000 production revenues |
| Total Segments <br> Adjusted Operating Income | \＄116．6 | \＄93．8 | 24\％ |  |
| Corp \＆Other | （\＄7．5） | （\＄8．9） | 16\％ |  |
| Total CW Adjusted Op Income Margin | $\$ 109.1$ 17.6\% | $\$ 85.0$ 15.0\% | $\begin{gathered} 28 \% \\ 260 \mathrm{bps} \end{gathered}$ |  |

[^0]|  | $\begin{aligned} & \text { FY2018E } \\ & \text { (Prior) } \end{aligned}$ | FY2018E (Current) | \% of Total Sales |
| :---: | :---: | :---: | :---: |
| Aero Defense | 8-10\% | 11-13\% | 16\% |
| Ground Defense | O-2\% | No change | 4\% |
| Naval Defense | 16-18\% | 20-22\% | 20\% |
| Total Defense Including Other Defense | 9-11\% | $\begin{gathered} 13-15 \% \\ (6-8 \% \text { organic) } \end{gathered}$ | 41\% |
| Commercial Aero | 0-2\% | No change | 17\% |
| Power Generation | 6-8\% | 2-4\% | 17\% |
| General Industrial | 4-6\% | 8-10\% | 25\% |
| Total Commercial | 3-5\% | No change | 59\% |
| Total Curtiss-Wright | 6-8\% | $\begin{gathered} 8-9 \% \\ (5-6 \% \text { organic) } \end{gathered}$ | 100\% |

Note: Amounts may not add down due to rounding.

| (\$ in millions) | 2017 Adjusted (Non-GAAP) ${ }^{(1)}$ | 2018 Prior <br> Reported (GAAP) | Operational <br> Changes | 2018 Updated Reported (GAAP) | Adjustments ${ }^{(1)}$ | 2018 Current <br> Adjusted <br> (Non-GAAP) <br> (1) | $\begin{aligned} & 2018 \text { Change } \\ & \text { vs } 2017 \\ & \text { Adjusted }^{(1)} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial / Ind | \$1,163 | \$1,193-1,213 | \$20 | \$1,213-1,233 |  | \$1,213-1,233 | 4-6\% |
| Defense | \$555 | \$565-575 | \$10 | \$575-585 |  | \$575-585 | 4-5\% |
| Power | \$553 | \$657-667 |  | \$657-667 |  | \$657-667 | 19-21\% |
| Total Sales | \$2,271 | \$2,415-2,455 | \$30 | \$2,445-2,485 |  | \$2,445-2,485 | 8-9\% |
| Commercial / Ind Margin | $\begin{aligned} & \$ 168 \\ & 14.5 \% \end{aligned}$ | $\begin{gathered} \$ 177-182 \\ 14.8 \%-15.0 \% \end{gathered}$ | \$6 | $\begin{gathered} \$ 183-188 \\ 15.1 \%-15.2 \% \end{gathered}$ |  | $\begin{gathered} \$ 183-188 \\ 15.1 \%-15.2 \% \end{gathered}$ | $\begin{gathered} 9-12 \% \\ +60-70 \mathrm{bps} \end{gathered}$ |
| Defense <br> Margin | $\begin{aligned} & \$ 119 \\ & 21.4 \% \end{aligned}$ | $\begin{gathered} \$ 121-124 \\ 21.3 \%-21.5 \% \end{gathered}$ | \$3 | $\begin{gathered} \$ 124-127 \\ 21.5 \%-21.7 \% \end{gathered}$ |  | $\begin{gathered} \$ 124-127 \\ 21.5 \%-21.7 \% \end{gathered}$ | $\begin{gathered} 4-6 \% \\ +10-30 \mathrm{bps} \end{gathered}$ |
| Power Margin | $\begin{aligned} & \$ 81 \\ & 14.7 \% \end{aligned}$ | $\begin{gathered} \$ 80-83 \\ 12.2 \%-12.4 \% \end{gathered}$ | \$4 | $\begin{gathered} \$ 85-87 \\ 12.9 \%-13.1 \% \end{gathered}$ | \$14 | $\begin{gathered} \$ 99-102 \\ 15.1 \%-15.3 \% \end{gathered}$ | $\begin{gathered} 22-26 \% \\ +40-60 \mathrm{bps} \end{gathered}$ |
| Corporate and Other | (\$34) | (\$34-35) |  | (\$34-35) |  | (\$34-35) | - |
| Total Op. Income CW Margin | $\begin{aligned} & \$ 335 \\ & 14.7 \% \end{aligned}$ | $\begin{gathered} \$ 343-353 \\ 14.2 \%-14.4 \% \end{gathered}$ | $\begin{gathered} \$ 13 \\ +40 \mathrm{bps} \end{gathered}$ | $\begin{gathered} \$ 357-367 \\ 14.6 \%-14.8 \% \end{gathered}$ | $\begin{gathered} \$ 14 \\ +60 \mathrm{bps} \end{gathered}$ | $\begin{gathered} \$ 371-382 \\ 15.2 \%-15.4 \% \end{gathered}$ | $\begin{gathered} 11-14 \% \\ +50-70 \text { bps } \end{gathered}$ |

Note: Amounts may not add down due to rounding.
 2018 (Power segment) and TTC in 2017 (Defense segment).

| (\$ in millions, except EPS) | 2017 Adjusted (Non-GAAP) ${ }^{(1)}$ | 2018 Prior <br> Reported <br> (GAAP) | Operational Changes | 2018 <br> Updated <br> Reported <br> (GAAP) | Adjustments ${ }^{(1)}$ | 2018 Current <br> Adjusted (Non-GAAP) ${ }^{(1)}$ | 2018 Change vs 2017 Adjusted ${ }^{(1)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Operating Income | \$335 | \$343-353 | \$13 | \$357-367 | \$14 | \$371-382 | 11-14\% |
| Other Income/(Expense) | \$16 | \$14 | \$1 | \$15 |  | \$15 |  |
| Interest Expense |  | (\$36-37) | \$1 | (\$35-36) |  | (\$35-36) |  |
| Provision for Income Taxes ${ }^{(2)}$ | (\$88) | (\$77-79) | (\$4) | (\$81-83) | (\$3) | (\$84-87) |  |
| Effective Tax Rate ${ }^{(2)}$ | 28.3\% | 24.0\% |  | 24.0\% |  | 24.0\% |  |
| Diluted EPS ${ }^{(2)}$ | \$4.96 | \$5.47-5.62 | \$0.28 | \$5.75-5.90 | \$0.25 | \$6.00-6.15 | 21-24\% |
| Diluted Shares Outstanding | 44.8 | 44.7 | (0.1) | 44.6 |  | 44.6 |  |

Note: Amounts may not add down due to rounding.
 year acquisitions.
2) Full-year 2018 effective tax rate guidance includes the impacts of the Tax Outs and Jobs Act.

| (\$ in millions) | 2018 Prior <br> Reported (GAAP) | Operational Changes | 2018 Updated Reported (GAAP) | Adjustments ${ }^{(2)}$ | 2018 <br> Current <br> Adjusted (Non-GAAP) ${ }^{(2)}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Free Cash How ${ }^{(1)}$ | \$240-260 | \$10 | \$250-270 | \$50 | \$300-320 |
| Free Cash Flow Conversion ${ }^{(1)}$ | 98-103\% |  | 93-98\% |  | 112-117\% |
| Capital <br> Expenditures | \$50-60 |  | $\$ 50-60$ |  | $\$ 50-60$ |
| Depreciation \& Amortization | \$105-115 |  | \$105-115 |  | \$105-115 |

## Targets:

- Minimum free cash flow of \$250 Million (unchanged)
- Average free cash flow conversion of at least $110 \%$ (previously $>125 \%$ )
- Change due to expectations for higher than expected net income due to reduced corporate tax rate

[^1]
## Positioned to Deliver Strong 2018 Results

- Synchronized sales growth, up 8-9\%
- Up 5-6\% organic, increases in all end markets
- Continued operating margin expansion
- Driven by improving sales outlook and benefit of ongoing margin improvement initiatives
- Adjusted operating margin of 15.2\%-15.4\%, up 50-70 bps
- Strong growth in adjusted diluted EPS, up 21-24\%
- Adjusted free cash flow remains solid, driven by efficient working capital management
- Committed to a balanced capital allocation strategy

Notes:

1) Any references to organic growth exclude the effects of foreign currency translation, acquisitions and divestitures, unless othervise noted.
2) Adjusted operating income, operating margin and diluted EPS exclude first year purchase accounting costs, specifically one-time inventory step-up, backlog amortization and transaction costs, for current and prior year acquisitions.
3) Adjusted Free Cash How is defined as cash flow from operations less capital expenditures, and excludes a voluntary contribution to the Company's corporate defined benefit pension plan of $\$ 50$ million in 2018.

## Appendix

## Non-GAAP Financial Results

The company reports its financial performance in accordance with accounting principles generally accepted in the United States of America ('GAAP'). This press release refers to "Adjusted" amounts, which are Non-GAAP financial measures described below.

We utilize a number of different financial measures in analyzing and assessing the overall performance of our business, and in making operating decisions, forecasting and planning for future periods. We consider the use of the non-GAAP measures to be helpful in assessing the performance of the ongoing operation of our business. We believe that disclosing non-GAAP financial measures provides useful supplemental data that, while not a substitute for financial measures prepared in accordance with GAAP, allows for greater transparency in the review of our financial and operational performance.

Beginning with the second quarter of 2018 , coinciding with the initial reporting of the DRG acquisition, the Company has elected to also present its financials and guidance on an Adjusted, non-GAAP basis for operating income, operating margin, net earnings and diluted earnings per share to exclude first year purchase accounting costs associated with its acquisitions, specifically one-time inventory step-up, backlog amortization and transaction costs for current and prior year acquisitions.

Management believes that this approach will provide improved transparency to the investment community in order to measure Curtiss-Whight's core operating and financial performance, provide quarter-over-quarter comparisons excluding one-time items and show better comparisons among company peers.

Reconciliations of non-GAAP to GAAP amounts are furnished with this presentation. All per share amounts are reported on a diluted basis.

The following definitions are provided:

## Adjusted Operating Income, Operating Margin, Net Income and Diluted EPS

These Adjusted financials are defined as Reported Operating Income, Operating Margin, Net Income and Diluted EPS under GAAP excluding the impact of first year purchase accounting costs associated with acquisitions for current and prior year periods, specifically one-time inventory step-up, backlog amortization and transaction costs.

## 2018E End Market Sales Waterfall (anicance as of fuly 25,2018 )



Note: Percentages in chart relate to Full-Year 2018 sales.
Total CW End Markets
$\$ 2,445-2,485$

coatings); Fossil power gen equipment

Industrial Vehicles:
"Oun the Cab" strategy 49\% On-highway, 51\% Off-Highway

## Industrial Controls:

Medical Mobility, Industrial Automation equipment, Sensors and Controls

Guidance:
Defense Markets up 13-15\% (up 6-8\% organic) Comm'l Markets up 3-5\%


Industrial Controls 27\%

Industrial Valves 20\%

Surface Tech Services 20\%
Industrial Valves: 65\% O\&G, 35\% Chem/Petro;
$75 \% \mathrm{MRO}, 25 \%$ projects

## Non-GAAP Reconciliation - Organic Results

|  | Three Months Ended June 30 2018 vs 2017 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial/Industrial |  | Defense |  | Power |  | Total Curtiss-Wright |  |
|  | Sales | Operating income | Sales | Operating income | Sales | Operating income | Sales | Operating income |
| Organic | 5\% | 16\% | 15\% | 86\% | (7\%) | (3\%) | 4\% | 32\% |
| Acquisitions | 0\% | 0\% | 0\% | 0\% | 15\% | (17\%) | 4\% | (5\%) |
| Foreign Currency | 2\% | 3\% | 1\% | (3\%) | 0\% | 0\% | 1\% | 1\% |
| Total | 7\% | 19\% | 16\% | 83\% | 8\% | (20\%) | 9\% | 28\% |

Organic
Acquisitions
Foreign Currency
Total

| Commercial/Industrial |  |  |
| :---: | :---: | :---: |
| Sales | Operating <br> income |  |
| $5 \%$ |  | $21 \%$ |
| $0 \%$ |  | $0 \%$ |
| $2 \%$ |  | $2 \%$ |
| $7 \%$ |  | $23 \%$ |


| Defense |  |
| :---: | :---: |
| Sales | Operating income |
| 9\% | 86\% |
| 0\% | 0\% |
| 1\% | (5\%) |
| 10\% | 81\% |


| Power |  | Total Curtiss-Wright |  |
| :---: | :---: | :---: | :---: |
| Sales | Operating income | Sales | Operating income |
| (3\%) | (2\%) | 4\% | 34\% |
| 8\% | (10\%) | 2\% | (3\%) |
| 0\% | 0\% | 1\% | (0\%) |
| 5\% | (12\%) | 7\% | 30\% |

[^2]
## Non-GAAP Reconciliations - 2Q 2018 Results

| (In millions, except EPS) | 2Q-2018 | 2Q-2017 | Change |
| :---: | :---: | :---: | :---: |
| Sales | \$ 620.3 | \$ 567.7 | 9\% |
| Reported operating income (GAAP) | \$ 1021 | \$ 79.7 | 28\% |
| Adjustments ${ }^{(1)}$ | 7.0 | 5.2 | - |
| Adjusted operating income (Non-GAAP) | \$ 109.1 | \$ 85.0 | 28\% |
| Adjusted operating margin (Non-GAAP) | 17.6\% | 15.0\% | 260 bps |
| Reported net earnings (GAAP) | \$ 74.8 | \$ 50.7 | 48\% |
| Adjustments ${ }^{(1)}$ | 7.0 | 5.2 |  |
| Tax impact on Adjustments ${ }^{(1)}$ | (1.6) | (1.6) | - |
| Adjusted net earnings (Non-GAAP) | \$ 80.2 | \$ 54.3 | 48\% |
| Reported diluted EPS (GAAP) | \$168 | \$113 | 48\% |
| Adjustments ${ }^{(1)}$ | \$0.16 | \$0.12 | - |
| Tax impact on Adjustments ${ }^{(1)}$ | (\$0.04) | (\$0.04) | - |
| Adjusted diluted EPS (Non-GAAP) | \$180 | \$121 | 49\% |

## Non-GAAP Reconciliation - 2018 Guidance

|  | CURTISS-WRIGHT CORPORATION |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 2018 Current Adjusted Guidance (Non-GAAP) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 |  | Low |  | High |  | $\begin{gathered} 2018 \text { Chg vs } \\ 2017 \text { Reported } \\ \hline \end{gathered}$ |  | ase from ational rmance | Low |  | High |  | 2018 Chg vs 2017 Adjusted | $\begin{gathered} \text { Adjustments } \\ \text { (Non-GAAP) }^{(3)} \\ \hline \end{gathered}$ |  | Low |  |  | High | $\begin{gathered} 2018 \text { Chg vs } \\ 2017 \\ \text { Adjusted }^{(3)} \\ \hline \end{gathered}$ |
| Sales: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial/Industrial | \$ | 1,163 | \$ | 1,193 | \$ | 1,213 |  | \$ | 20 | \$ | 1,213 | \$ | 1,233 |  | \$ | - | \$ | 1,213 | \$ | 1,233 |  |
| Defense |  | 555 |  | 565 |  | 575 |  |  | 10 |  | 575 |  | 585 |  |  | - |  | 575 |  | 585 |  |
| Power |  | 553 |  | 657 |  | 667 |  |  | - |  | 657 |  | 667 |  |  | - |  | 657 |  | 667 |  |
| Total sales | \$ | 2,271 | \$ | 2,415 | \$ | 2,455 | 6 to 8\% | \$ | 30 | \$ | 2,445 | \$ | 2,485 | 8 to 9\% | \$ | - | \$ | 2,445 | \$ | 2,485 | 8 to 9\% |
| Operating income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial/Industrial | \$ | 168 | \$ | 177 | \$ | 182 |  | \$ | 6 | \$ | 183 | \$ | 188 |  | \$ | - | \$ | 183 | \$ | 188 |  |
| Defense |  | 119 |  | 121 |  | 124 |  |  | 3 |  | 124 |  | 127 |  |  | - |  | 124 |  | 127 |  |
| Power |  | 81 |  | 80 |  | 83 |  |  | 4 |  | 85 |  | 87 |  |  | 14 |  | 99 |  | 102 |  |
| Total segments |  | 368 |  | 378 |  | 389 |  |  | 13 |  | 391 |  | 402 |  |  | 14 |  | 405 |  | 416 |  |
| Corporate and other |  | (34) |  | (34) |  | (35) |  |  | - |  | (34) |  | (35) |  |  | - |  | (34) |  | (35) |  |
| Total operating income | \$ | 335 | \$ | 343 | \$ | 353 | 6 to 9\% | \$ | 13 | \$ | 357 | \$ | 367 | 7 to 10\% | \$ | 14 | \$ | 371 | \$ | 382 | 11 to 14\% |
| Interest expense | \$ | (41) | \$ | (36) | \$ | (37) |  | \$ | 1 | \$ | (35) | \$ | (36) |  | \$ | - | \$ | (35) | \$ | (36) |  |
| Other income, net |  | 16 |  | 14 |  | 14 |  |  | 1 |  | 15 |  | 15 |  |  | - |  | 15 |  | 15 |  |
| Earnings before income taxes |  | 309 |  | 322 |  | 331 |  |  | - |  | 337 |  | 347 |  |  | - |  | 352 |  | 361 |  |
| Provision for income taxes |  | (88) |  | (77) |  | (79) |  |  | (4) |  | (81) |  | (83) |  |  | (3) |  | (84) |  | (87) |  |
| Net earnings | \$ | 222 | \$ | 245 | \$ | 251 |  | \$ | 12 | \$ | 256 | \$ | 263 |  | \$ | 11 | \$ | 267 | \$ | 274 |  |
| Diluted earnings per share | \$ | 4.96 |  | \$5.47 |  | \$5.62 | 14 to 17\% | \$ | 0.28 | \$ | 5.75 | \$ | 5.90 | 16 to 19\% | \$ | 0.25 |  | \$6.00 |  | \$6.15 | 21 to 24\% |
| Diluted shares outstanding |  | 44.8 |  | 44.7 |  | 44.7 |  |  | 44.6 |  | 44.6 |  | 44.6 |  |  |  |  | 44.6 |  | 44.6 |  |
| Effective tax rate |  | 28.3\% |  | 24.0\% |  | 24.0\% |  |  |  |  | 24.0\% |  | 24.0\% |  |  |  |  | 24.0\% |  | 24.0\% |  |
| Operating margins: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial/Industrial |  | 14.5\% |  | 14.8\% |  | 15.0\% |  |  | +30 bps |  | 15.1\% |  | 15.2\% | 60 to 70 bps |  | - |  | 15.1\% |  | 15.2\% | 60 to 70 bps |
| Defense |  | 21.4\% |  | 21.3\% |  | 21.5\% |  |  | +20 bps |  | 21.5\% |  | 21.7\% | 10 to 30 bps |  | - |  | 21.5\% |  | 21.7\% | 10 to 30 bps |
| Power |  | 14.7\% |  | 12.2\% |  | 12.4\% |  |  | +70 bps |  | 12.9\% |  | 13.1\% | (160 to 180 bps ) |  | +220 bps |  | 15.1\% |  | 15.3\% | 40 to 60 bps |
| Total operating margin |  | 14.7\% |  | 14.2\% |  | 14.4\% |  |  | +40 bps |  | 14.6\% |  | 14.8\% | (10) to 10 bps |  | $+60 \mathrm{bps}$ |  | 15.2\% |  | 15.4\% | 50 to 70 bps |

Note: Full year amounts may not add due to rounding
(1) Full-year 2017 and 2018 effective tax rate guidance includes the impacts of the Tax Cuts and Jobs Act.
(2) Reconciliations of 2017 Reported (GAAP) results to Adjusted (non-GAAP) results are furnished within this release.
(3) Adjustments include one-time inventory step-up, backlog amortization and transaction costs for current and prior year acquisitions.

## Non-GAAP Reconciliation - 2017 Results

CURTISS-WRIGHT CORPORATION
2017 Reconciliation Reported (GAAP) ${ }^{(1)}$ to Adjusted (Non-GAAP) ${ }^{(2)}$
( $\$$ 's in millions, except per share data)

## Sales:

Commercia//Industrial
Defense
Power
Total sales
Operating income:
Commercial/Industrial
Defense
Power
Total segments
Corporate and other
Total operating income
Interest expense
Other income, net
Earnings before income taxes Provision for income taxes Net earnings

Diluted earnings per share Diluted shares outstanding Effective tax rate

Operating margins:
Commercial/Industrial
Defense
Total operating margin
Note: Full year amounts may not add due to rounding
(1) Reported 2017 results reflect the retrospective impact from the adoption of ASU 2017-07 "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost," which results in reclassification of the non-service components of Pension expense from Operating Income to Other Income/Expense effective for fiscal years beginning after December 15, 2017. This accounting change lowers operating income by $\$ 14.6$ million and lowers operating margin by $\mathbf{7 0}$ basis points for the full-year 2017 period. This change is neutral to earnings per share.
(2) Adjusted operating income, operating margin and diluted EPS exclude first year purchase accounting costs, specifically one-time inventory step-up, backlog amortization and transaction costs, associated with the acquisition of TTC in 2017 (Defense segment). First year purchase accounting costs in the third and fourth quarters of 2017 are not material.


[^0]:    Note：Amounts may not add down due to rounding．
     2018 （Power segment）and TTC in 2017 （Defense segment）

[^1]:    Notes:

    1) Free Cash How is defined as cash flow from operations less capital expenditures. Free Cash Fow Conversion is calculated as free cash flow divided by net earnings from continuing operations.
    2) Adjusted Free Cash Flow excludes a voluntary contribution to the Company's corporate defined benefit pension plan of $\$ 50$ million in 2018 . Adjusted free Cash Flow Conversion is calculated as adjusted free cash flow divided by net earnings from continuing operations.
[^2]:    Organic Revenue and Organic Operating Income
     organic operating income are defined as revenue and operating income excluding the impact of foreign currency fluctuations and contributions from acquisitions made during the last twelve months. Note: Amounts may not add due to rounding

