



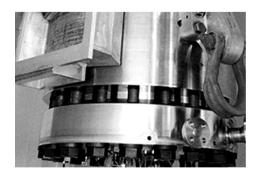




1Q 2017 Earnings Conference Call

May 4, 2017









NYSE: CW



Safe Harbor Statement

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First Quarter 2017 Highlights

Diluted EPS of \$0.73, ahead of expectations, reflecting:

- Stronger than expected sales growth in C/I and Power segments
- Discrete tax benefit of \$0.09⁽¹⁾

Net Sales up 4% overall (3% organic)

- Improved industrial demand and higher AP1000 China Direct revenues
- Benefit of TTC⁽²⁾ acquisition (\$10M)

Organic operating margin of 10.9%, down 50 bps

- Excludes 110 bps of dilution from acquisitions (TTC purchase accounting costs)
- Expect sequential quarterly improvement throughout 2017
 - Remain on track to achieve Full-Year guidance of 14.6 14.7%

New orders up 2%, driving solid book-to-bill of 1.23

Notes:

Any references to organic growth exclude the effects of foreign currency translation, acquisitions and divestitures, unless otherwise noted.

- (1) Reflects our adoption of Accounting Standards Update (ASU) 2016-09 "Improvements to Employee Share-Based Payment Accounting", which resulted in a discrete tax benefit of \$4.0 million or \$0.09 to first quarter 2017 results.
- (2) Completed acquisition of Teletronics Technology Corporation (TTC) on January 3, 2017.



First Quarter 2017 End Market Sales

	1Q'17 Change	% of Total Sales
Aero Defense	7%	13%
Ground Defense	3%	4%
Naval Defense	(2%)	17%
Total Defense Including Other Defense	5%	35%
Commercial Aero	(3%)	19%
Power Generation	6%	20%
General Industrial	7%	26%
Total Commercial	3%	65%
Total Curtiss-Wright	4%	100%

Key Drivers

Defense Markets (5% sales growth, 1% organic)

- <u>Aerospace Defense</u>: Higher flight test equipment on fighter jets (TTC acquisition)
- Ground Defense: Higher turret drive stabilization systems sales
- <u>Naval Defense</u>: Higher Columbia class submarine development, more than offset by lower Virginia-class submarine revenues

Commercial Markets (3% sales growth, 4% organic)

- Commercial Aerospace: Lower actuation systems sales
- Power Generation: Higher AP1000 revenues, partially offset by lower nuclear aftermarket sales
- General Industrial: Improved demand for industrial vehicle products (truck and construction markets), partially offset by lower sales of valves (O&G market)

Notes:

Percentages in chart relate to First Quarter 2017 sales.

All figures presented on a continuing operations basis.

Any references to organic growth exclude the effects of foreign currency translation, acquisitions and divestitures, unless otherwise noted.



First Quarter 2017 Operating Income / Margin Drivers

(\$ in millions)	1Q'17	Change vs. 2016		
Commercial / Industrial Margin	\$30.6 11.0%	\$30.1 10.9%	2% 10 bps	
Defense Margin	11.2 9.7%			
Power Margin	16.5 12.7%	14.6 11.9%	13% 80 bps	
Total Segments Operating Income	\$58.3	\$61.5	(5%)	
Corp & Other	(\$7.1)	(\$4.3)	(66%)	
Total CW Op Income Margin	\$51.2 9.8%	\$57.3 11.4%	(11%) (160 bps)	

Organic Change vs. 2016:







Notes: All figures presented on a continuing operations basis. Amounts may not add down due to rounding. Any references to organic growth exclude the effects of foreign currency translation, acquisitions and divestitures, unless otherwise noted.



2017E End Market Sales Growth Outlook (1) (Guidance as of May 3, 2017)

Updated (in blue)

	FY2017E (Prior)			
Aero Defense	28 - 30%	23 - 25%	17%	
Ground Defense	(4 - 6%)	Flat	4%	
Naval Defense	(3 - 5%)	(1 - 3%)	18%	
Total Defense Including Other Defense	7 - 9%	No change	39%	
Commercial Aero	Flat	No change	18%	
Power Generation	3 - 5%	No change	20%	
General Industrial	(1 - 3%)	No change	23%	
Total Commercial	0 - 2%	No change	61%	
Total Curtiss-Wright	3 - 5%	No change	100%	

⁽¹⁾ Full-year 2017 guidance includes the acquisition of TTC, which adds \$65 million in sales, primarily to the aerospace defense market and to a lesser extent to the commercial aerospace market.



(\$ in millions, except EPS)	FY2016A	FY2017E (Current)	Change vs 2016
Commercial / Industrial	\$1,119	\$1,100 - 1,120	(0 - 2%)
Defense	\$467	\$540 - 550	16 - 18%
Power	\$524	\$525 - 535	0 - 2%
Total Sales	\$2,109	\$2,165 - 2,205	3 - 5%
Commercial / Industrial Margin	\$157 14.0%	\$158 - 163 14.3% - 14.5%	1 - 4% +30 - 50 bps
Defense Margin	\$98 21.1%	\$103 - 106 19.0% - 19.2%	5 - 7% (190 - 210 bps)
Power Margin	\$76 14.6%	\$77 - 79 14.6% - 14.7%	0 - 3% +0 - 10 bps
Corporate and Other	(\$23)	(\$21 - 23)	-
Total Oper. Income CW Margin	\$308 14.6%	\$316 - 325 14.6% - 14.7%	3 - 5% +0 - 10 bps

⁽¹⁾ Full-year 2017 guidance includes the acquisition of TTC, which adds \$65 million in sales to the Defense segment and is breakeven on operating income, including purchase accounting costs.

(\$ in millions, except EPS)	FY2017E (Prior)	FY2017E (Current)	Change vs 2016
Total Operating Income	\$316 - 325	No change	3 - 5%
Pension/401K Expense	\$17 - 18	No change	
Interest Expense	\$40 - 41	1 No change	
Provision for Income Taxes ⁽²⁾	(\$85 - 87)	(\$85 - 87) (\$81 - 83)	
Effective Tax Rate ⁽²⁾	30.5%	29.1%	
Diluted EPS(2)	\$4.30 - 4.40	\$4.40 - 4.50	5 - 7%
Diluted Shares Outstanding	44.9	No change	

⁽²⁾ Reflects the adoption of Accounting Standards Update (ASU) 2016-09 "Improvements to Employee Share-Based Payment Accounting", which resulted in a discrete tax benefit of \$4.0 million. The adoption was on a prospective basis and therefore had no impact on prior years' results. This change resulted in a \$0.10 increase to our prior EPS guidance.



⁽¹⁾ Full-year 2017 guidance includes the acquisition of TTC, which adds \$65 million in sales to the Defense segment, and is breakeven on operating income and earnings per share, including purchase accounting costs.

(\$ in millions)	FY2017E (Prior)	FY2017E (Current)
Free Cash Flow (1)	\$260 - 280	No change
Free Cash Flow Conversion ⁽²⁾	135 - 142%	132 - 139%
Capital Expenditures	\$45 - 55	No change
Depreciation & Amortization	\$105 - 115	No change

⁽¹⁾ Free Cash Flow is defined as cash flow from operations less capital expenditures.

⁽²⁾ Free Cash Flow Conversion is calculated as free cash flow divided by net earnings from continuing operations.

Positioned to Deliver Solid 2017 Results

- Expect solid sales growth in defense and power markets, mitigating industrial headwinds
 - Improving trends in industrial vehicle markets
- Continued <u>organic</u> operating margin expansion, up 50 60 bps (excluding TTC)
 - Led by operational improvement and cost reduction initiatives
 - Including increased investment in R&D for long-term growth
 - Goal to remain in Top Quartile of our peer group
- Free cash flow remains solid, driven by efficient working capital management
- Committed to a balanced capital allocation strategy



Appendix



Non-GAAP Reconciliation

Three Months Ended March 31, 2017 vs. 2016

	Commercial/Industrial		Defense		Power		Total Curtiss-Wright	
	Sales	Operating income	Sales	Operating income	Sales	Operating income	Sales	Operating income
Organic	3%	0%	0%	2%	5%	13%	3%	(1%)
Acquisitions	0%	0%	9%	(34%)	0%	0%	2%	(10%)
Foreign Currency	(2%)	2%	0%	(2%)	0%	0%	(1%)	0%
Total	1%	2%	9%	(34%)	5%	13%	4%	(11%)

Organic Revenue and Organic Operating Income

The Corporation discloses organic revenue and organic operating income because the Corporation believes it provides investors with insight as to the Company's ongoing business performance. Organic revenue and 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



2017 End Market Sales Waterfall (Guidance as of May 3, 2017)

