# **2015 Investor Conference**Company Overview

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This presentation consists of L-3 Communications Corporation general capabilities and administrative information that does not contain controlled technical data as defined within the International Traffic in Arms (ITAR) Part 120.10 or Export Administration Regulations (EAR) Part 734.7-11.



#### L-3 at a Glance

Leading positions in select aerospace and defense markets

• Prime contractor: ISR systems, aircraft sustainment, training &

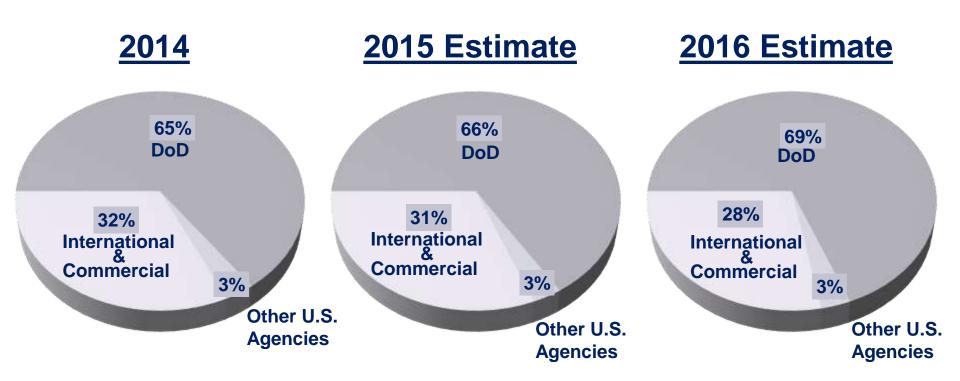
simulation, night vision

Supplier: electronic and communication systems

- · Strengths:
  - broad/diverse technologies, contracts
  - efficient capital structure
  - high earnings-to-cash flow conversion
- Strategic objectives:
  - strengthen portfolio
  - expand operating margins
  - return top-line to growth



## **End Customer Sales Trends**



## Favorable Outlook in U.S. Government Markets

- Geopolitical threats escalating
- Fiscal deficit improving



- BBA 2.0 reduces sequester cuts, sets budgets for FY16-17, raises OCO funding
- Budget constraints and BBP remain



Market share opportunities... especially in USG classified





#### **Select DoD Awards**

- Classified
  - Communication System for multiple agencies - \$260 million
- Gray Eagle
  - UAV communication systems - \$90 million
- Manned UnManned Teaming eXpanded (MUMT-X)
  - Upgrade communication data link between Apache and UAVs: Initial award \$11 million with \$400 million follow-on potential
- EMARSS Geospatial (G)
  - Enhanced sensors for Constant Hawk and TACOP aircraft - \$48 million
- EMARSS Multi-Int (M)
  - Prototype development contract for ISR aircraft - \$32 million
- U.S. Coast Guard C-130J
  - Missionization of two C-130J aircraft - \$93 million



## **Attractive International & Commercial Opportunities**

- International - large addressable market
  - Increased marketing & selling efforts
  - Key growth areas:
    - ISR systems, simulators, communication systems, night vision, sensors
  - Business lumpiness in expected long-term growth areas
- Commercial - favorable fundamentals
  - Key growth product areas:
    - Aviation products, security screening, and training & simulation



## **Select International & Commercial Wins**

- Australian Very Small Aperture Terminals (VSATs)
  - Production of 1.2 & 2.0 meter Manpacks - \$90 million
- Japanese Coast Guard Surveillance Aircraft
  - Installation of Mission Systems - \$60 million
- Hainan Airlines Trainers
  - Full Flight Simulators (FFS) for B787 and A320 - \$40 million
- Singapore Airport Security
  - Baggage screening systems for Changi Airport Group - \$30 million
- Canadian Navy Arctic Offshore Patrol Cutter
  - On-board communication systems - \$30 million



## **Disciplined Capital Allocation**

Internal investment in organic growth, IRAD & CapX

Return to shareholders

Reduce debt to maintain investment grade rating

M&A to build out portfolio



#### Select R&D Investments



**Mission Based Modeling & Simulation** 







Low Observables



Conformal Arrays





Small Unmanned Systems



ELECTRONIC WARFARE



Intelligent Radar Systems



C4ISR



Communications

**AUTONOMY** 





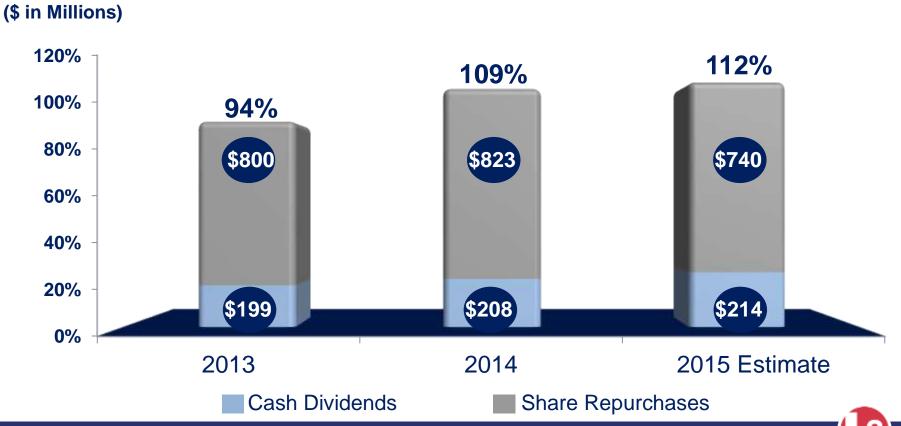




**SPACE** 



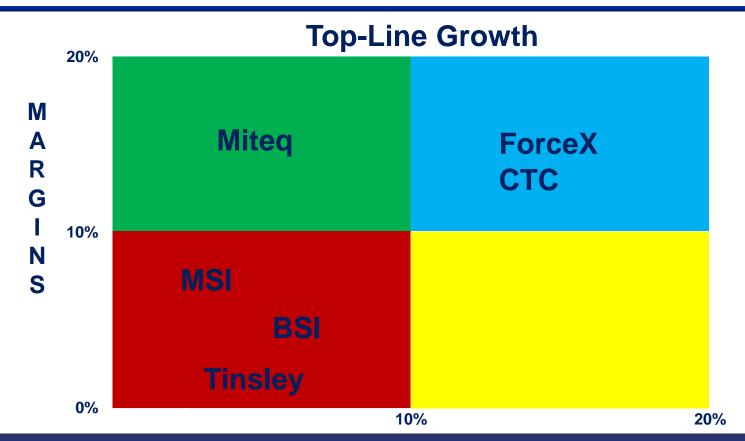
## Cash Flow Returned to Shareholders



## **Portfolio Shaping**

- Focusing on Electronic Systems, ISR Systems, Communication Systems
- Repositioning capital
  - Divestitures: MSI, BSI and NSS (low margin/low growth)
  - Acquisitions: CTC, ForceX and Miteq (high margin/high growth)
- Improving top-line growth and margin expansion profile

## **Portfolio Shaping Objectives**



## L-3 Positioned for Growth

- Focusing on margin expansion, top-line growth and re-positioning portfolio
- R&D well-aligned with DoD priority areas
- Portfolio focus on areas where L-3 has significant leadership positions - - Electronics, Communication Systems, ISR
- Solid free cash flow + disciplined capital allocation

