



CJS Securities "New Ideas" Summer Conference



Nasdaq: ATRO

ELEVATING *innovation*

Peter J. Gundermann, Chairman, President & CEO

July 9, 2019

astronics.com

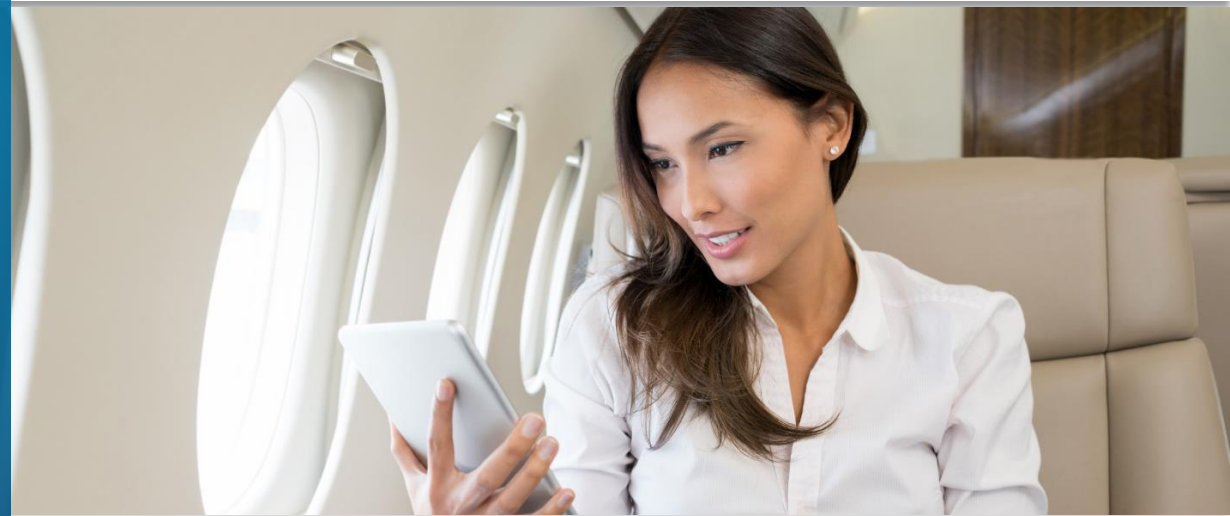
Safe Harbor Statement

These slides (and the accompanying oral discussion) contain forward-looking statements as defined by the Securities Exchange Act of 1934. Such statements involve known and unknown risks, uncertainties, and other factors that could cause actual results of the Company to differ materially from those contemplated by the statements. Important factors that could cause actual results to differ materially from what may be stated here include the progress being made with the three operations having losses, the continuation of the trend in growth with passenger power and connectivity on airplanes, the ability of the company to advance its Test business, the ability to achieve at or near breakeven performance in the Test business, the Company's ability to deliver a solid 2019, the ability to win new projects in the Test business and margins to expand with growth, the success of the Company achieving its sales expectations, the state of the aerospace and defense industries, the market acceptance of newly developed products, internal production capabilities, the timing of orders received, the status of customer certification processes and delivery schedules, the demand for and market acceptance of new or existing aircraft which contain the Company's products, the need for new and advanced test and simulation equipment, customer preferences and other factors which are described in filings by Astronics with the Securities and Exchange Commission. The Company assumes no obligation to update forward-looking information in this presentation, or its accompanying oral discussion, whether to reflect changed assumptions, the occurrence of unanticipated events or changes in future operating results, financial conditions or prospects, or otherwise.

Astronics Corporation (Nasdaq: ATRO)

INNOVATION. COLLABORATION. SUCCESS.

Astronics is a leader in niche applications through collaboration with customers to integrate its array of power, connectivity, lighting, structure, interior, and test technologies to solve complex challenges.



Market Cap	\$1.3 billion
Recent Price	\$41.50
52-Week Range	\$27.56–\$44.34
Average Daily Volume (3 mos.)	236,800

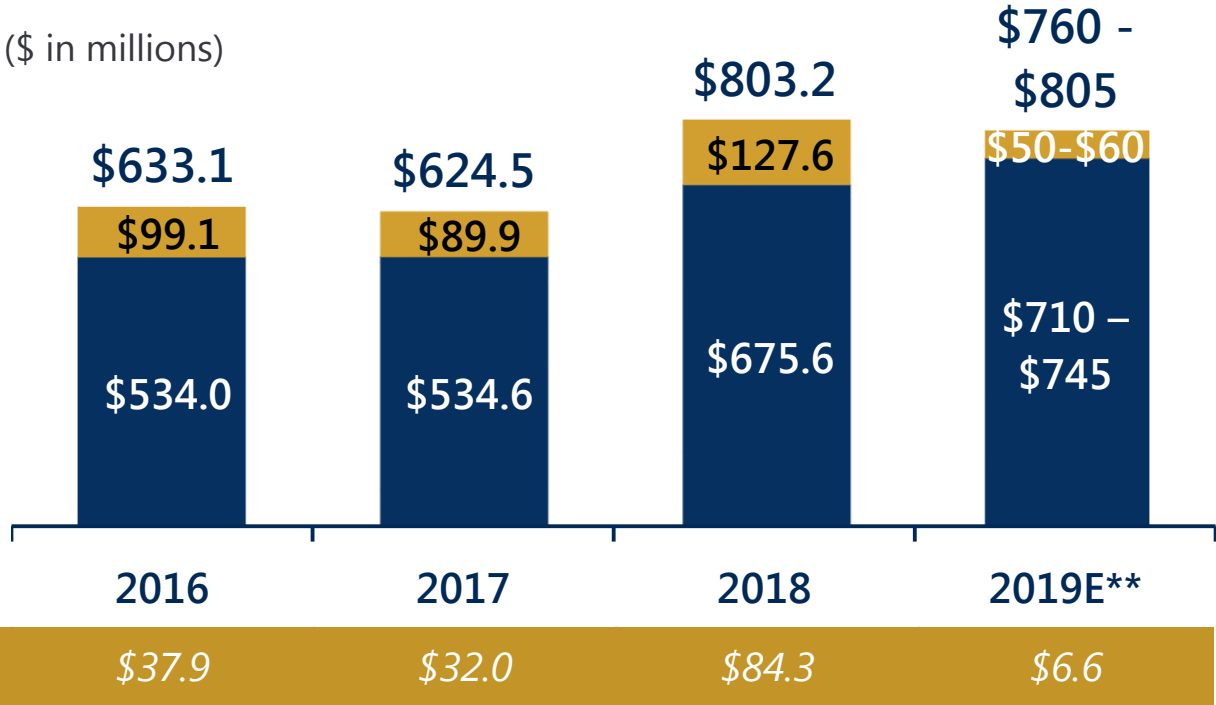
Shares Out	32.7 million
Institutional ownership	67%
Insider ownership	14%
Index membership	Russell 3000®/2000®
Established/IPO	1969/1972

Resuming Growth in Aerospace

SALES

Aerospace

Test Systems *



* Sold Semiconductor Test product line on February 13, 2019

**Guidance provided May 8, 2019. Segment sales tally may differ due to rounding.

Astronics Aerospace

Elevating Innovation

PRODUCT LINES

Electrical Power & Motion
Lighting & Safety
Avionics
Systems Certification
Structures
Other

POWER & MOTION



CONNECTIVITY & DATA



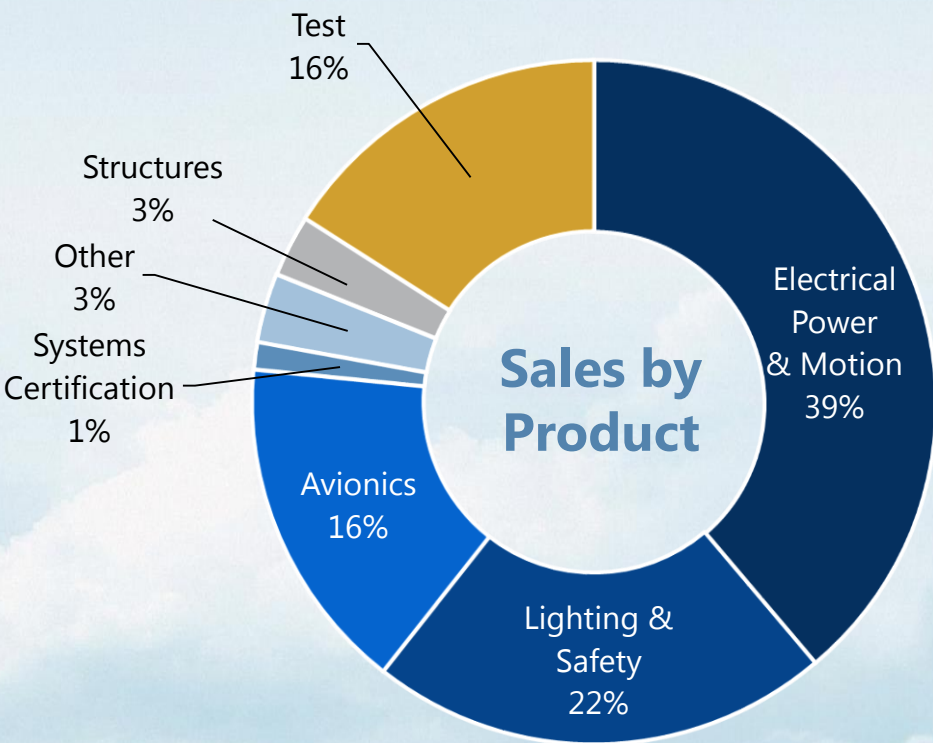
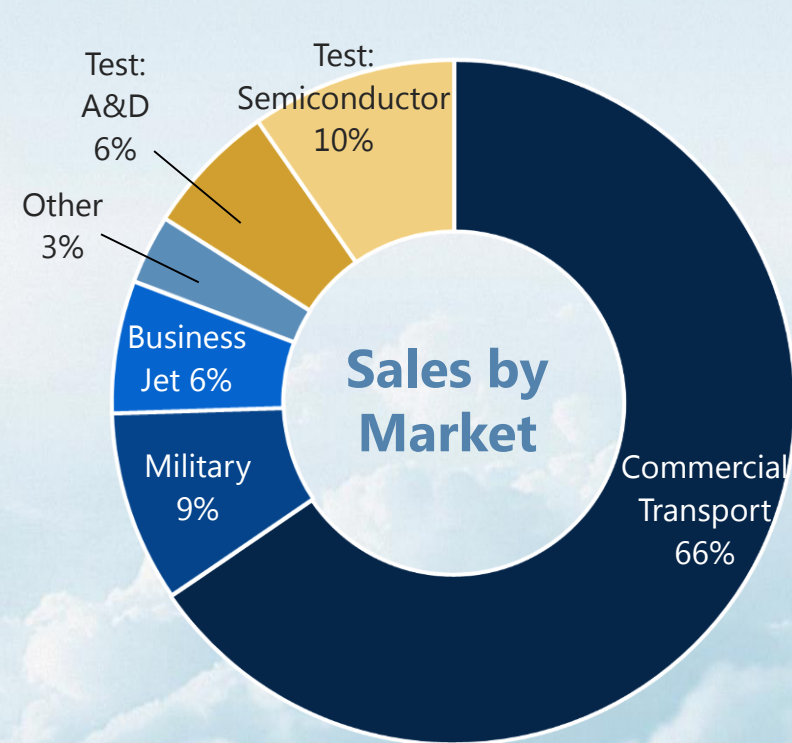
LIGHTING & SAFETY



MAJOR THRUSTS

Commercial Aircraft
Inflight Entertainment & Connectivity (IFEC)
Bizjet Connectivity
Aircraft Lighting
Flight Critical Power

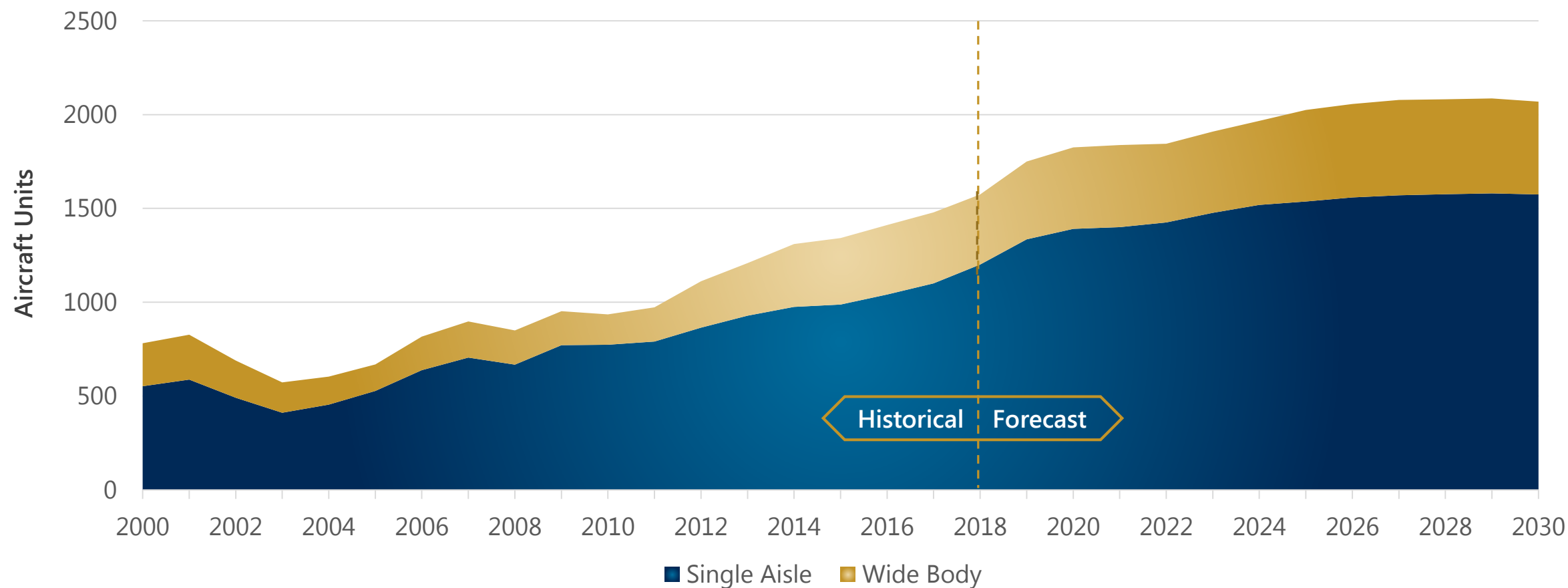
Sales by Product and Market



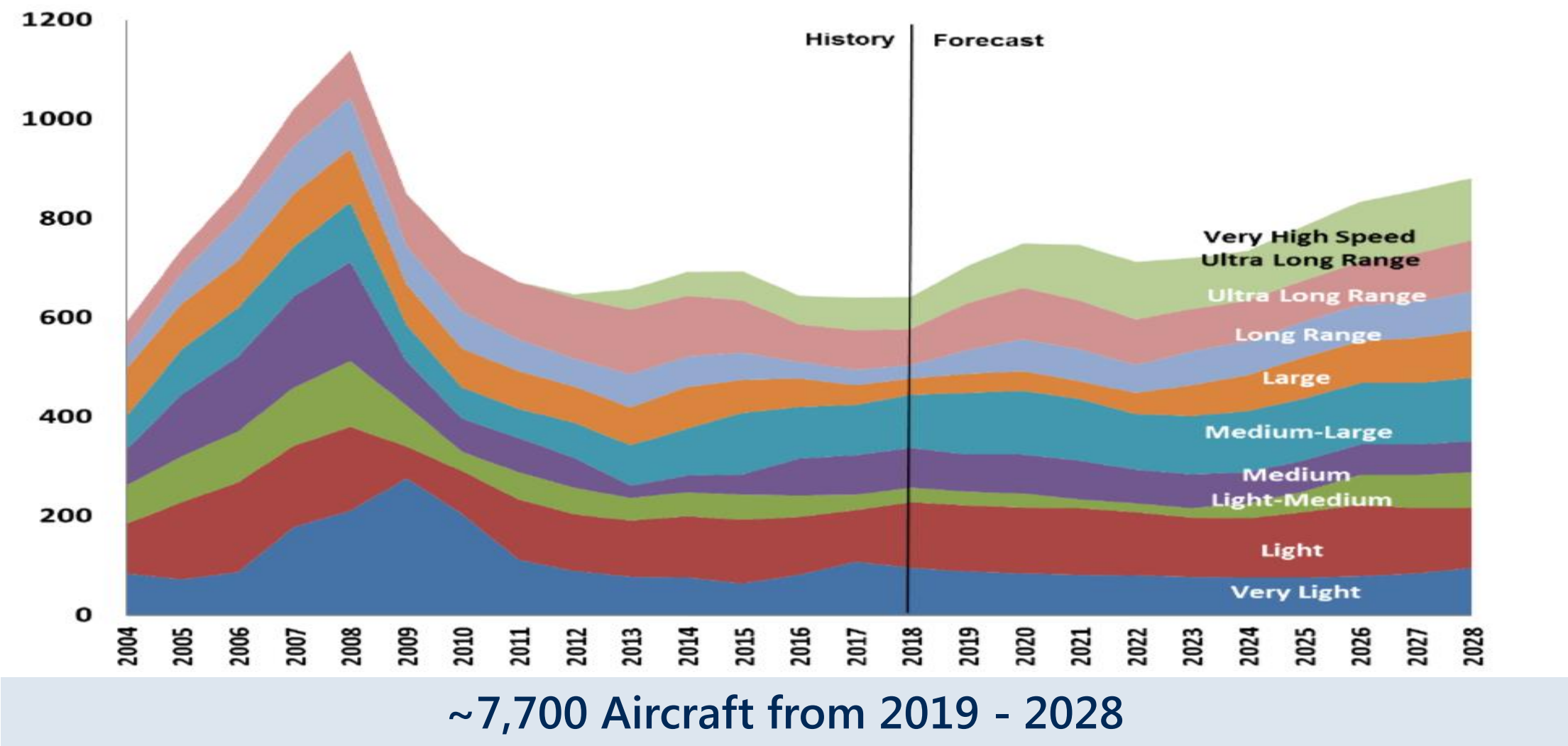
Q1 2019 TTM Sales: \$832.4 Million

Sales by product percentage tally may differ due to rounding

Commercial Transport Delivery Forecast



Business Jet Delivery Forecast



Commercial Aircraft Inflight Entertainment & Connectivity

Aircraft Data Systems



IFC Antennas and Radome Systems



Power for Passengers and Crew

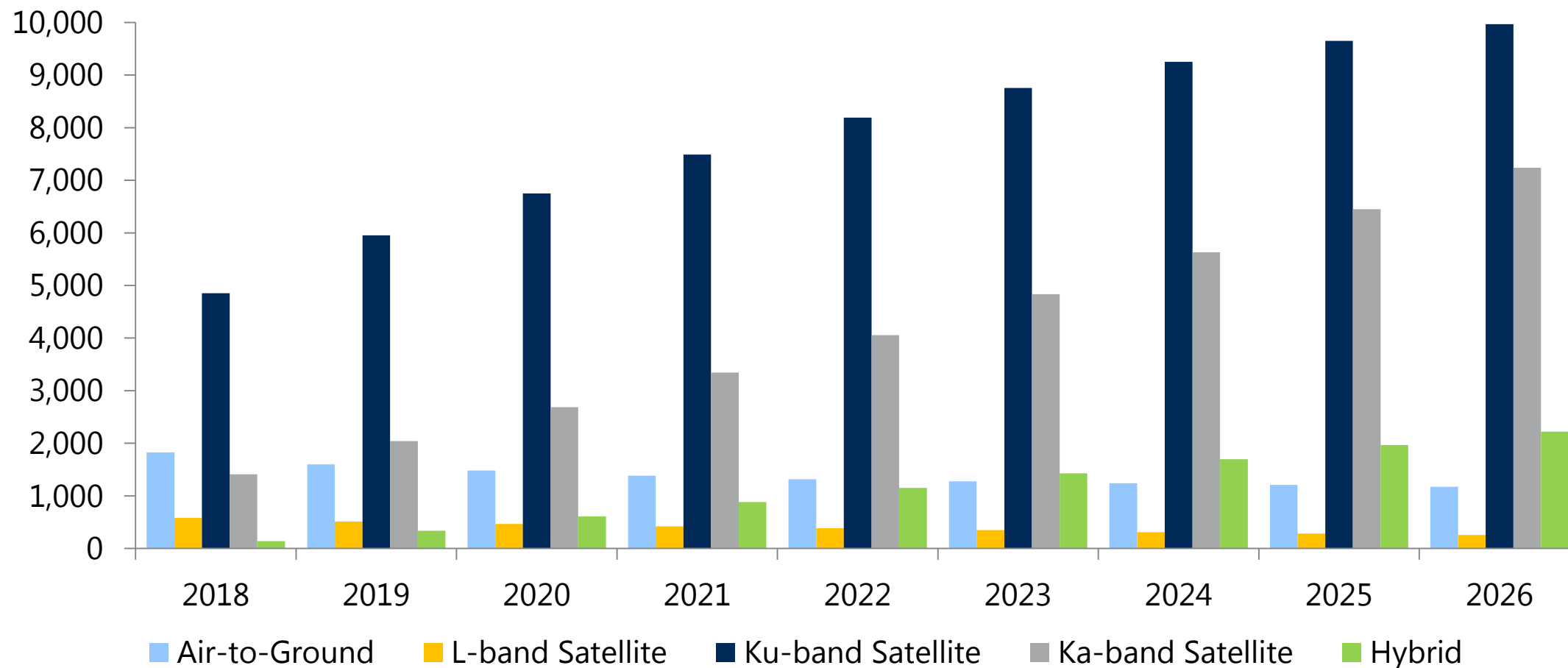


Inflight Entertainment Systems Hardware



Growing Addressable Market

Total Connected Aircraft by Frequency Band



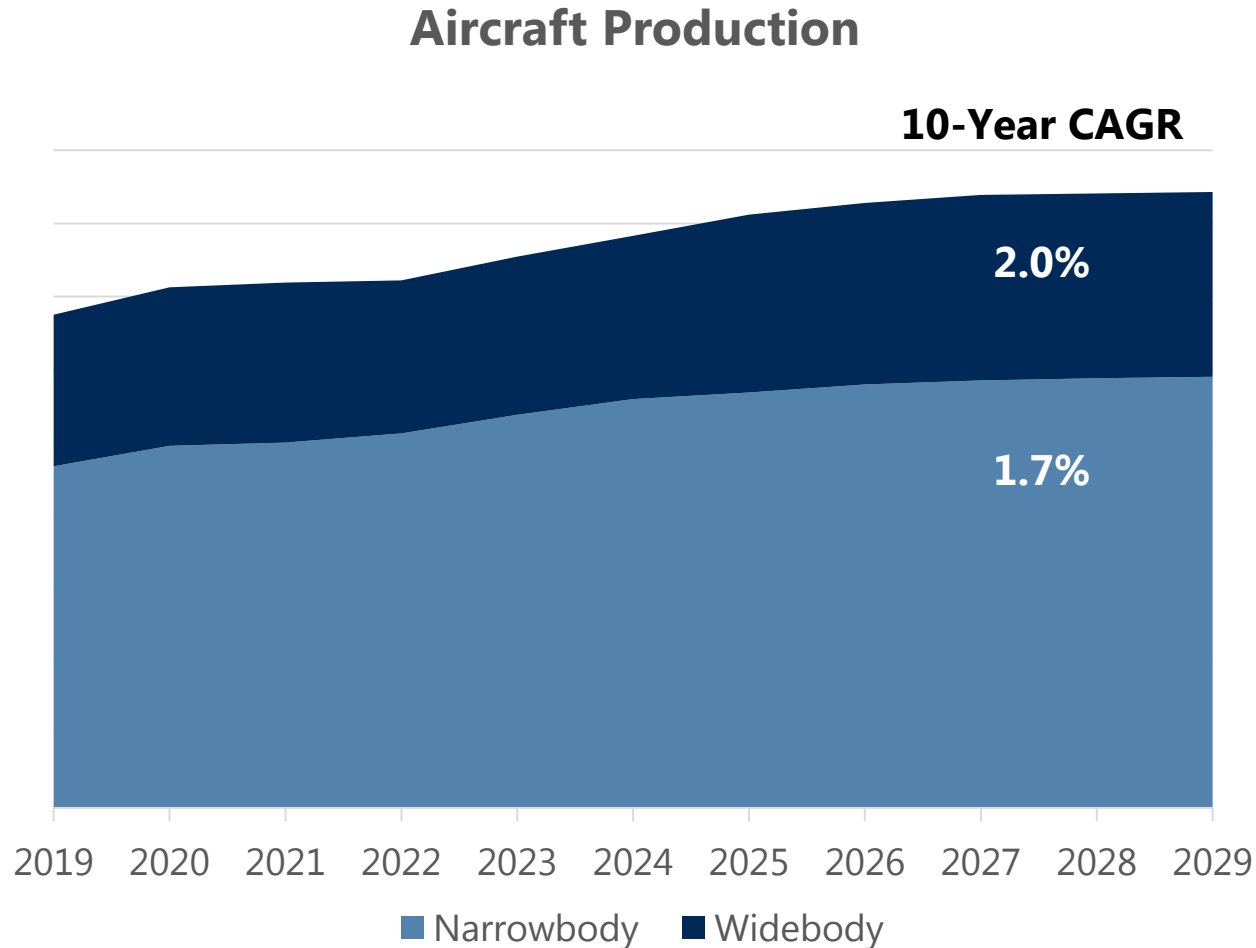
IFEC Technologies & Content Value

Total Addressable Market Opportunity

System Components	ATRO	Business	Narrow body Content	Wide body Content
Hardware Equipment				
Antenna System	✓	Aerosat	\$100k-300k	\$300k
Aircraft Interface Device (AID)	✓	Ballard	\$10k	\$10k
Servers	✓	CSC	\$15k	\$15k
Data Loader	✓	CSC	\$5k	\$5k
Wireless Access Points (WAP)	✓	CSC	\$10k	\$15k
In-seat Power	✓	AES	\$50k-\$100k	\$175k - \$300k
Seatback Displays	✓	CCC/PGA		
Passenger Control Units (PCU)	✓	CSC	\$10k	\$20k
Service Delivery				
Content				
Bandwidth				
TOTAL			\$200k - \$450k	\$540k - \$665k

IFEC Addressable Market: Estimated New Build

Market opportunity next 10 years



New Build Market Opportunity

Wide body

>5,000 aircraft x \$550k = ~\$3 billion

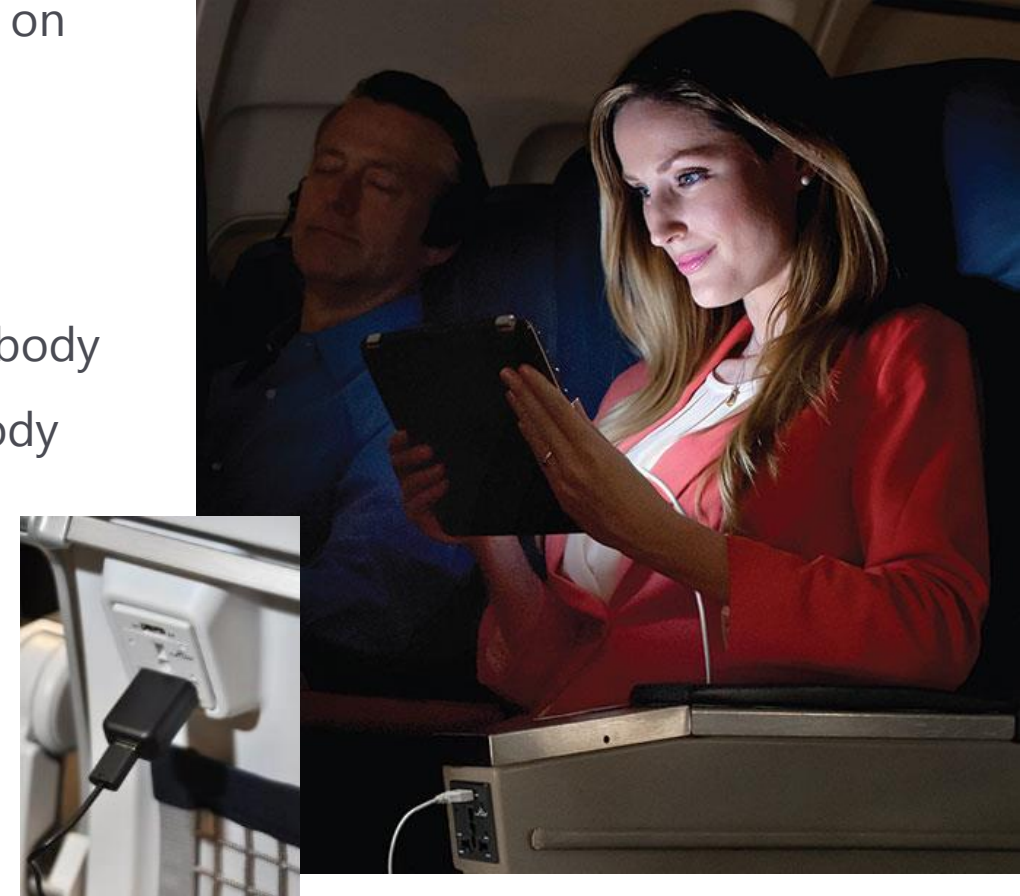
Narrow body

>16,000 aircraft x \$250k = ~\$4 billion

Power and Motion

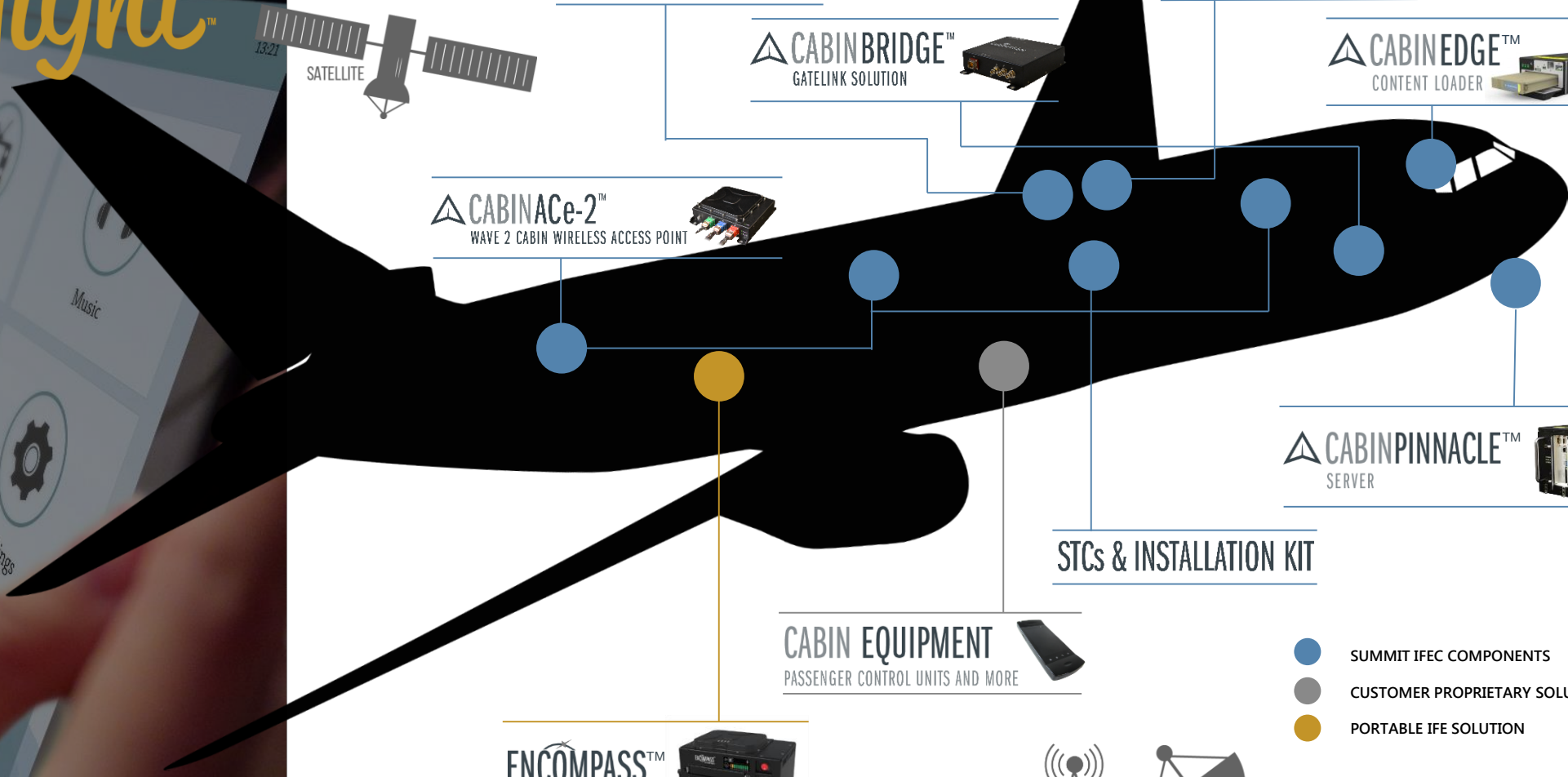
In-Seat Power Supply (ISPS)

- » In-seat power, line-fit and retrofit, now powering 1 million+ seats on over 240 airlines worldwide
- » High barriers to entry: 90%+ market share
- » ASP: \$350-\$850 per seat
- » Market penetration aircraft: ~80% wide body and ~25% narrow body
- » Market penetration seats: ~60% wide body and ~20% narrow body
- » New build adding over 300,000 seats per year
- » Narrow body aftermarket potential: nearly 2 million seats



ADVANCED
TECHNOLOGY
FOR THE
INTERNET OF
Flight

The leader and only one-stop source for the hardware needed to provide connectivity.



- SUMMIT IFEC COMPONENTS
- CUSTOMER PROPRIETARY SOLUTIONS
- PORTABLE IFE SOLUTION



Bizjet Connectivity: Significant Market Potential

Best tail mount antenna in the market



High Throughput Ku Band Connectivity

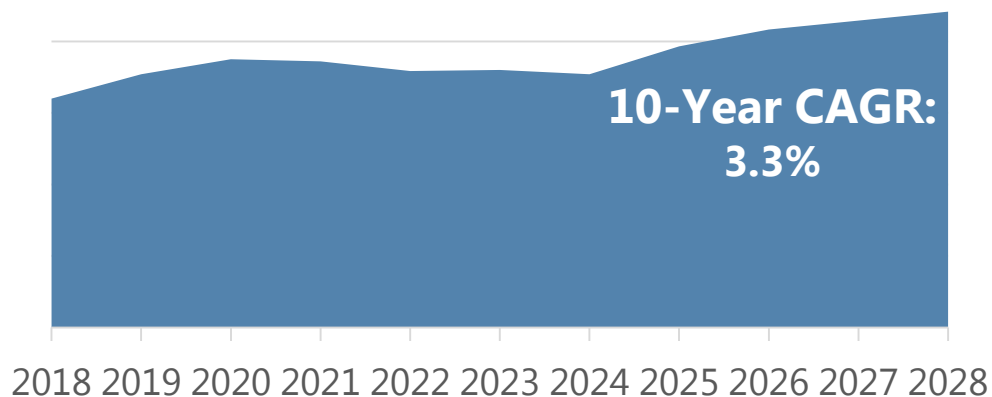
Tail mount antenna is lighter and better functional fit

Faster than air-to-ground

More reliable and better coverage than Ka band

Partnered with Satcom Direct and IntelSat FlexExec

Business Jet Deliveries



Large addressable market

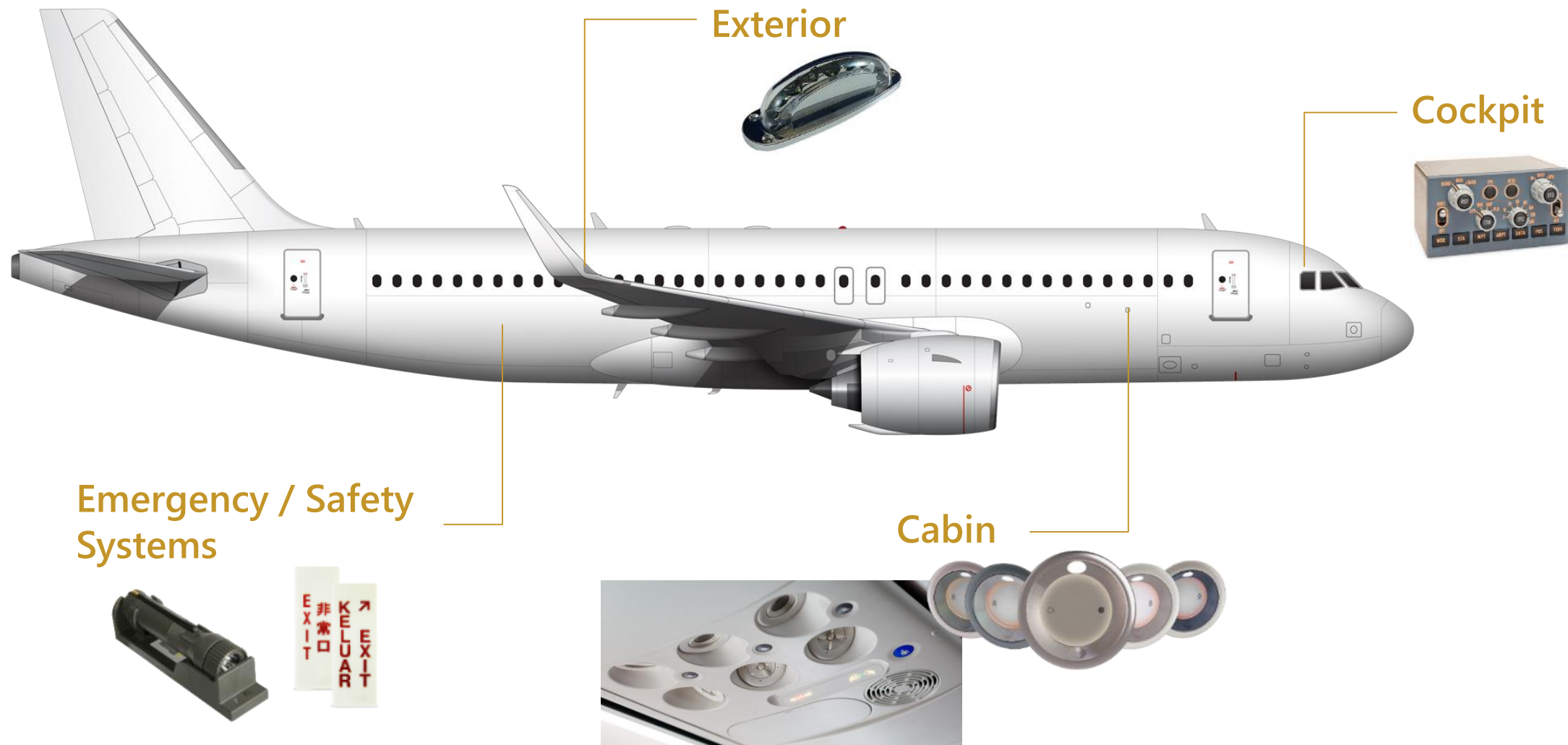
Current fleet:

~5,000 aircraft x \$250k = ~\$1.3 billion

Estimated new builds:

>8,000 aircraft x \$250k = ~\$2 billion

Lighting & Safety Solutions



Aircraft Lighting Systems

Industry Leader in Aircraft Lighting

A complete array of innovative, lightweight, reliable, solid-state lighting systems

Products

- » Exterior lighting systems
- » Cabin lighting systems
- » Cockpit lighting systems

Markets

- » Commercial transport
- » Military
- » Business and general aviation



Illuminating commercial, business and military aircraft, including Airbus, Boeing, Embraer, Lockheed and Textron

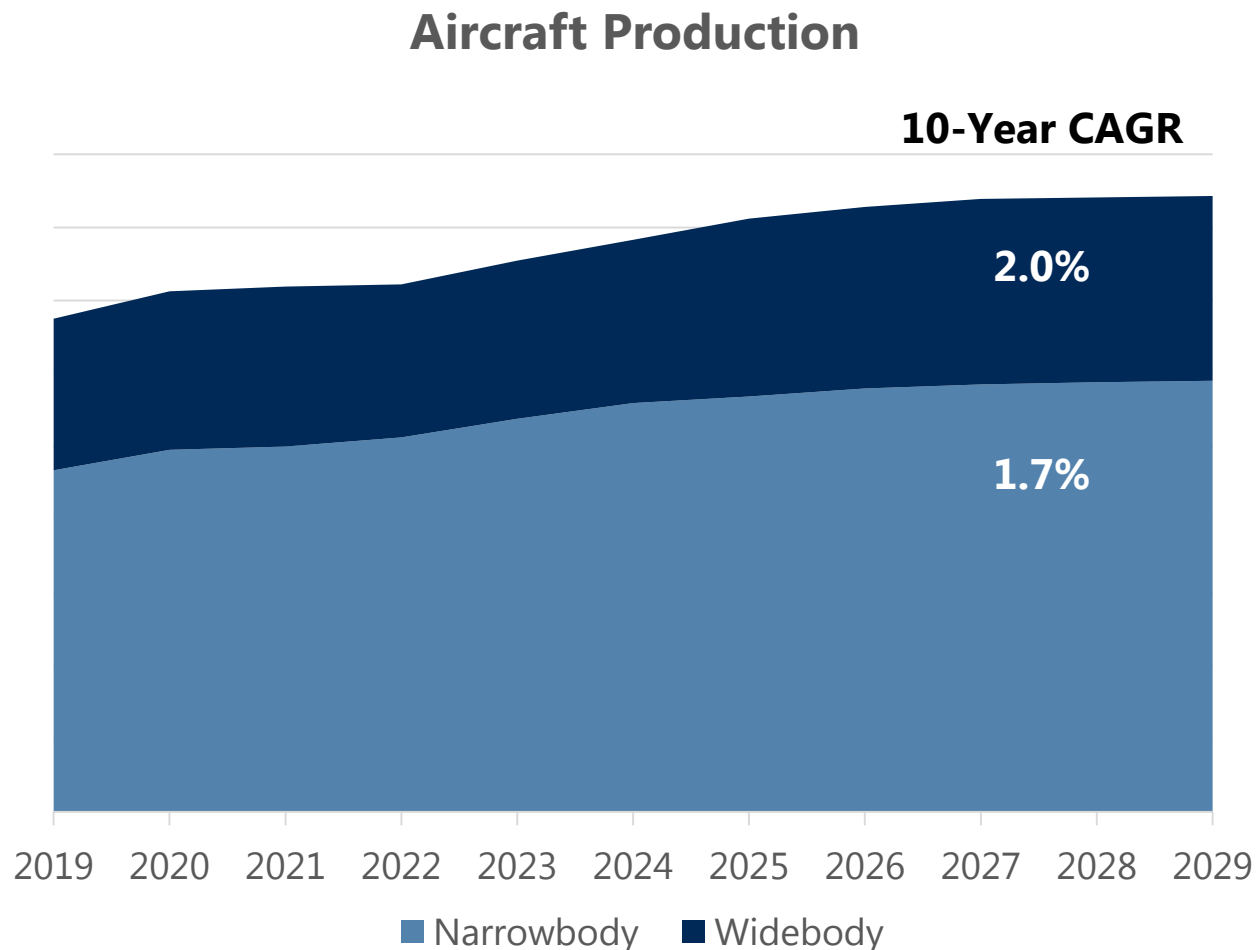
Lighting & Safety Technologies & Content Value

Total Addressable Market Opportunity

Lighting Solutions	ATRO	Business	Wide body Content	Narrow body Content	Bizjet
Cockpit					
Panels / Keyboards	✓	LSI	\$20k	\$15k	\$10k
Caution / Warning	✓	LSI	\$30k	\$20k	\$10k
Utility			\$10k	\$10k	\$3k
Displays			\$15k	\$15k	\$5k
Exterior	✓	LSI	\$30k	\$20k	\$10k
Cabin					
Emergency / Signage	✓	LSI	\$50k	\$20k	\$5k
Area / Mood			\$175k	\$70k	\$10k - \$30k
Passenger Service Units	✓	PECO	\$250k	\$85k	
Business / First Class Seats	✓	PGA	\$55k	\$3k	
TOTAL			\$635k	\$258k	\$53k - \$73k

Aircraft Lighting & Safety Addressable Market

Commercial and BizJet markets next 10 years



New Build Market Opportunity

Wide body

>5,000 aircraft x \$635k = ~\$3.2 billion

Narrow body

>16,000 aircraft x \$243k = ~\$3.9 billion

BizJets (2018-2028)

>8,000 aircraft x \$75k = ~\$600 million

Addressing Trends: Modernization of Aircraft

Clean, Streamlined Cockpit



Traditional Cockpit with Circuit Breakers
Learjet 45



Electronic Power Distribution
PC-24

Airframe Electrical Power Addressable Market

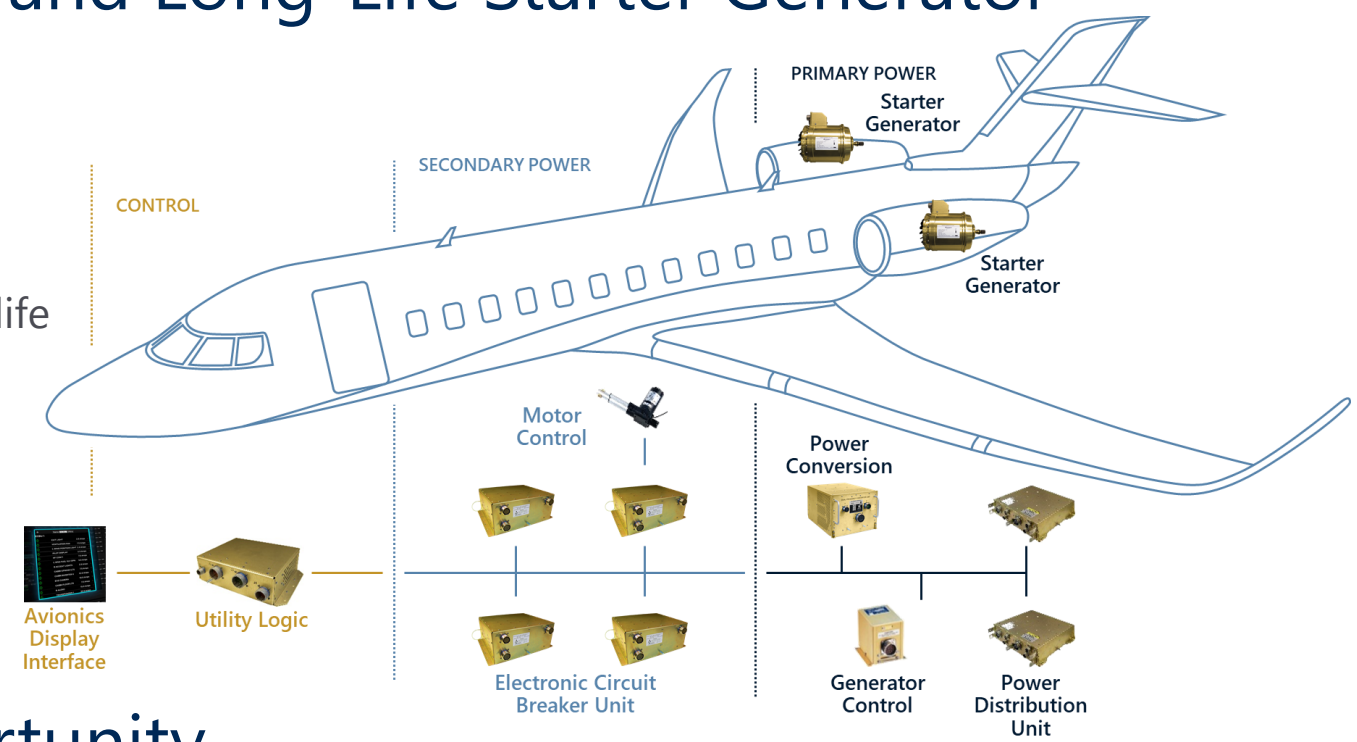
Electronics Circuit Breaker Units and Long-Life Starter Generator

Innovation and Value for Small to Mid-Size Turbine Aircraft

- » Lighter weight, greater flexibility, increased safety
- » Higher reliability - starter generator has almost 10X life

Programs to date

- » Eclipse 500, Lear 85
- » Bell 505/V280/525, Daher TBM, Cessna Denali, Pilatus PC 24, Bombardier Global 7000



Total Addressable Market Opportunity

	Small Turbine	Medium Turbine	Large Turbine
Shipset value	\$80k – \$120k	\$100k – \$200k	\$200 – \$600k
Number of aircraft/year	310	230	280
TOTAL	~\$30 million	~\$35 million	~\$110 million

Aerospace

Well Positioned on Wide Range of High Profile Next-Gen Aircraft

CURRENT

Embraer Phenom 100/300

Exterior lighting

UH-60 Blackhawk

Exterior & cockpit lighting

V-22 Osprey

Cabin, cockpit & exterior lighting

Cessna

Exterior & cockpit lighting

Airbus A380

Cabin lighting & cabin electronics

Boeing 787

Passenger power, fuel doors & cockpit lighting

Boeing 737 NG/BSI

PSU, passenger power available & cockpit lighting

F-35 JSF

Exterior lighting system & lighting controllers

Airbus A350

Emergency egress lighting & passenger power

NEXT GENERATION

Boeing 777X

PSU, fuel doors, cabin, cockpit & exterior lighting

Boeing 737MAX

Exterior lighting system & PSU

Embraer E2

Interior and exterior emergency lighting system & PSU

Pilatus PC-24

Airframe power & induction starter generator

Cessna Denali

Induction starter generator, electronic circuit breakers & passenger power

Bell 525/V280/505

Airframe power, lighting/safety



Test Systems

Testing for Mission-Critical Industries

Award-winning test solutions

- » Integrated logistics support
- » Validate operating performance on multiple top-priority defense communications and weapons systems platforms

Improve system reliability, reduce costs, streamline TPS development, and preserve vital legacy investments with test solutions

- » Instruments, ATE, and switching systems
- » Commissioning, logistics, support, obsolescence management
- » Experience includes:
 - › Military aircraft, avionics, and vehicles systems
 - › Weapons systems
 - › Communications and radar systems
 - › Engine systems
 - › Military satellites
 - › Shipboard systems



Expanding test instrument business with next-gen PXI platform offerings



Next-gen radio test set that combines 16+ field test capabilities in one device



ASTRONICS

FINANCIALS

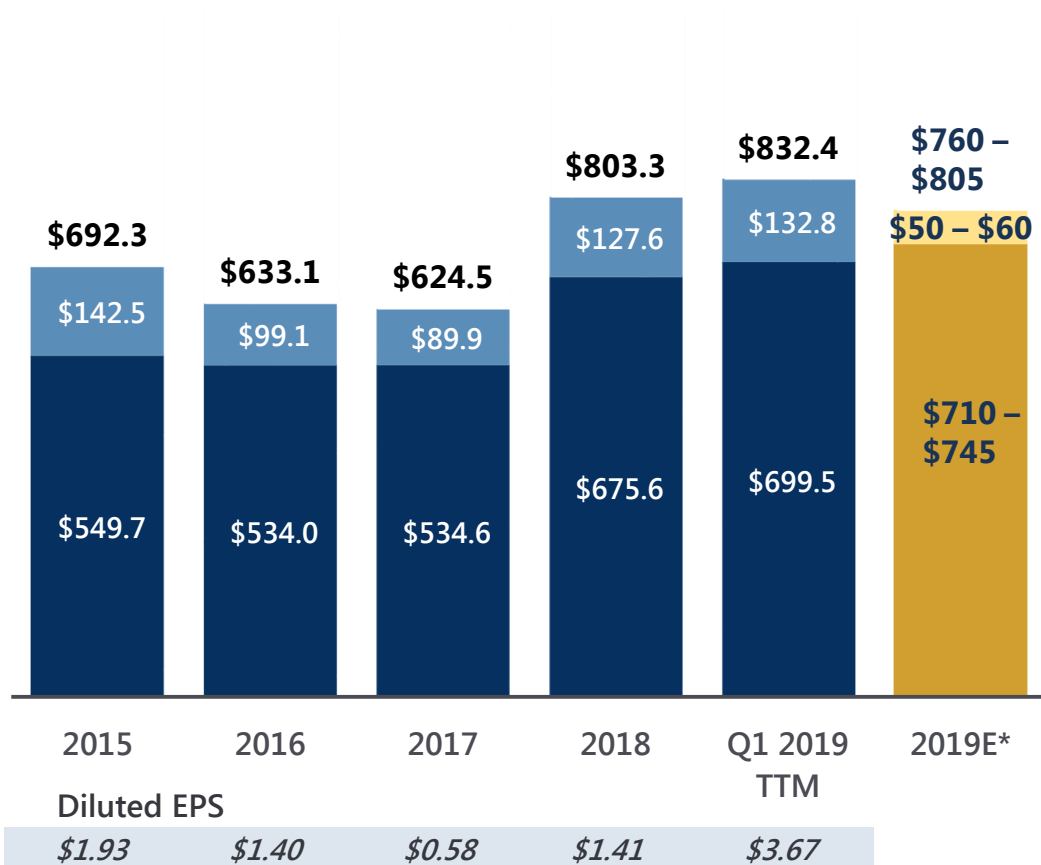


INNOVATION. COLLABORATION. SUCCESS.

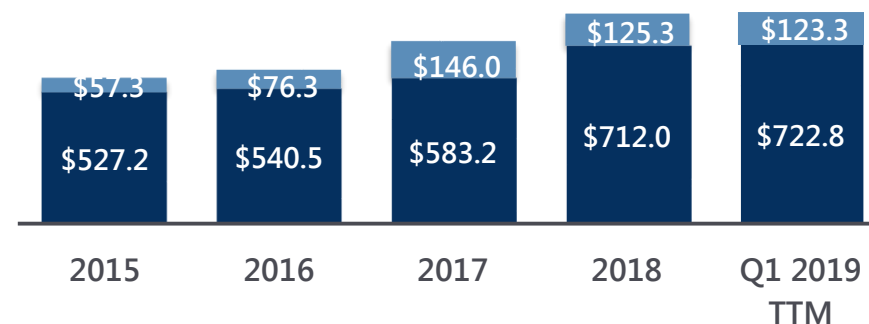
Sales, Bookings & Backlog

(US\$ in millions; except EPS)

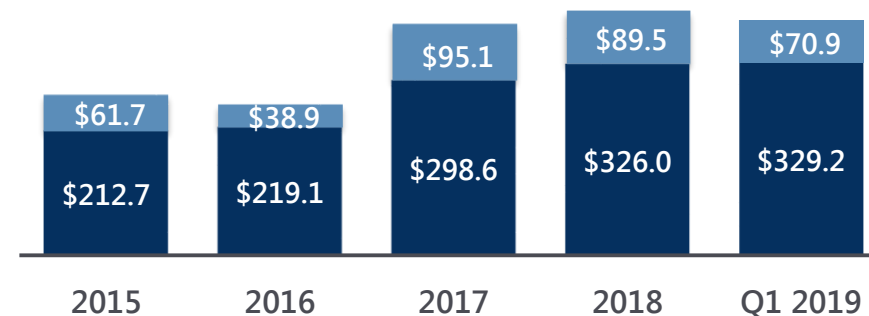
Sales



Annual Bookings



Backlog



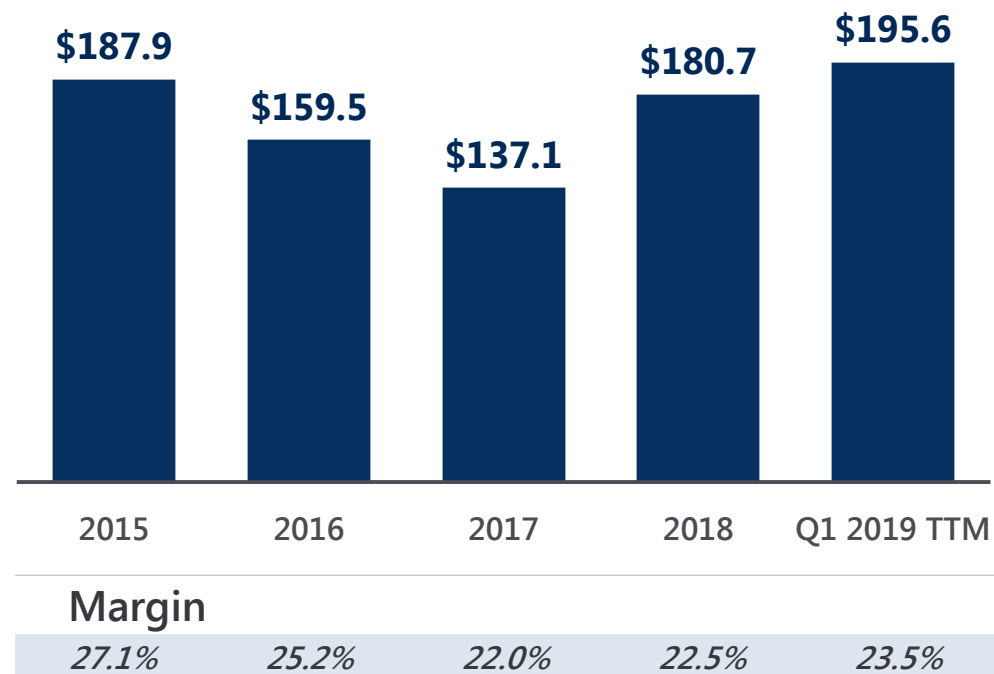
■ Aerospace ■ Test

* Guidance provided as of May 8, 2019.

Profit and Margins

(US\$ in millions)

Gross Profit and Margin



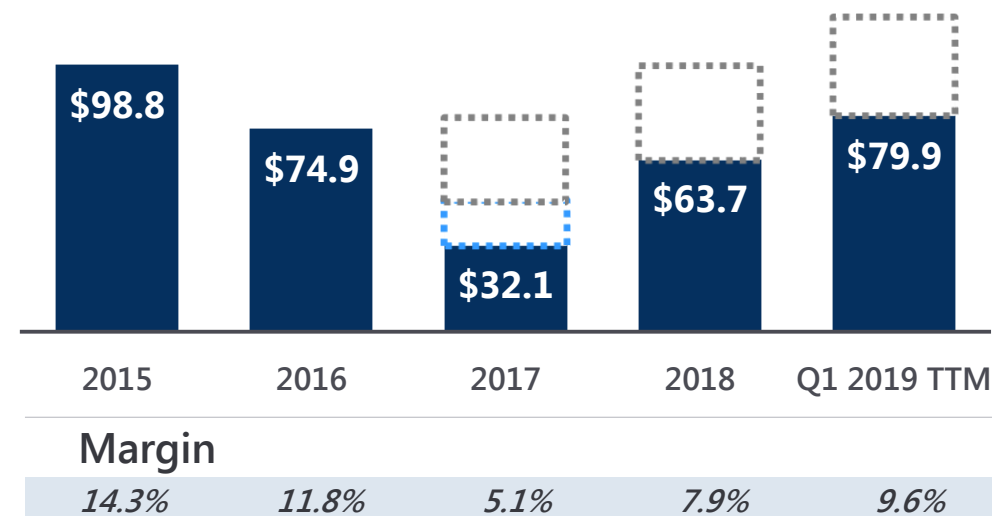
Operating Profit and Margin*



Losses of \$30.9 million, \$34.7 million and \$36.4 million from three aerospace businesses in 2017, 2018 and Q1 2019 TTM respectively



Impairment charge of \$16.2 million associated with Armstrong Aerospace in Q4 2017

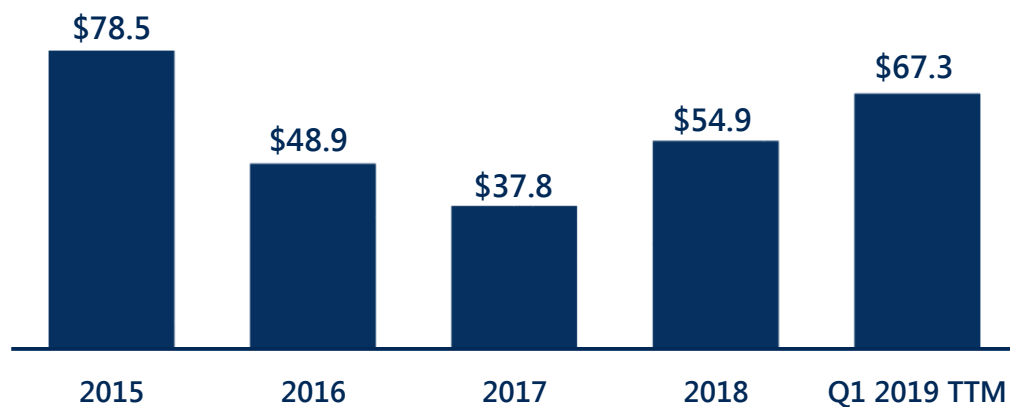


*As reported

Balance Sheet and Cash Flow

(US\$ in millions)

Cash from Operations



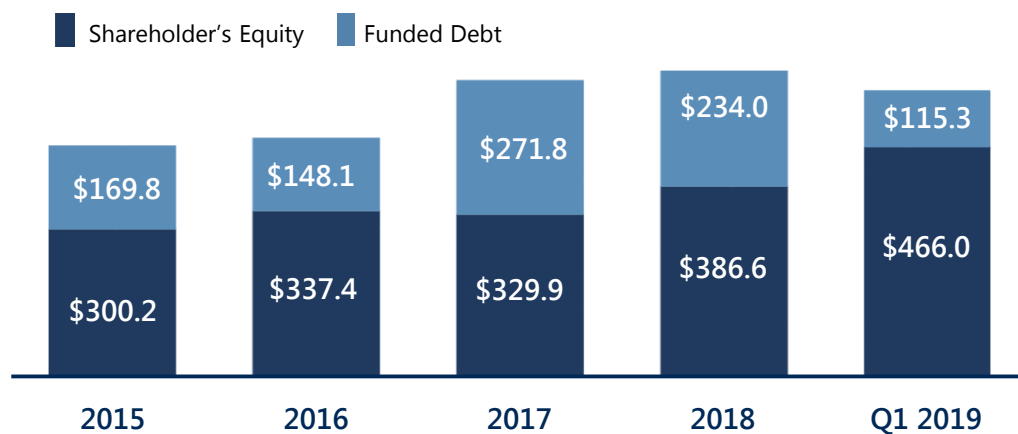
Capital allocation priorities:

1. Pay down debt
2. Acquisitions
3. Organic growth
4. Opportunistic stock repurchases

Tolerance for debt:

- » 2x - 3x
- » Willing to flex up

Funded Debt & Shareholders' Equity



Capital Expenditures





CJS Securities "New Ideas" Summer Conference



Nasdaq: ATRO

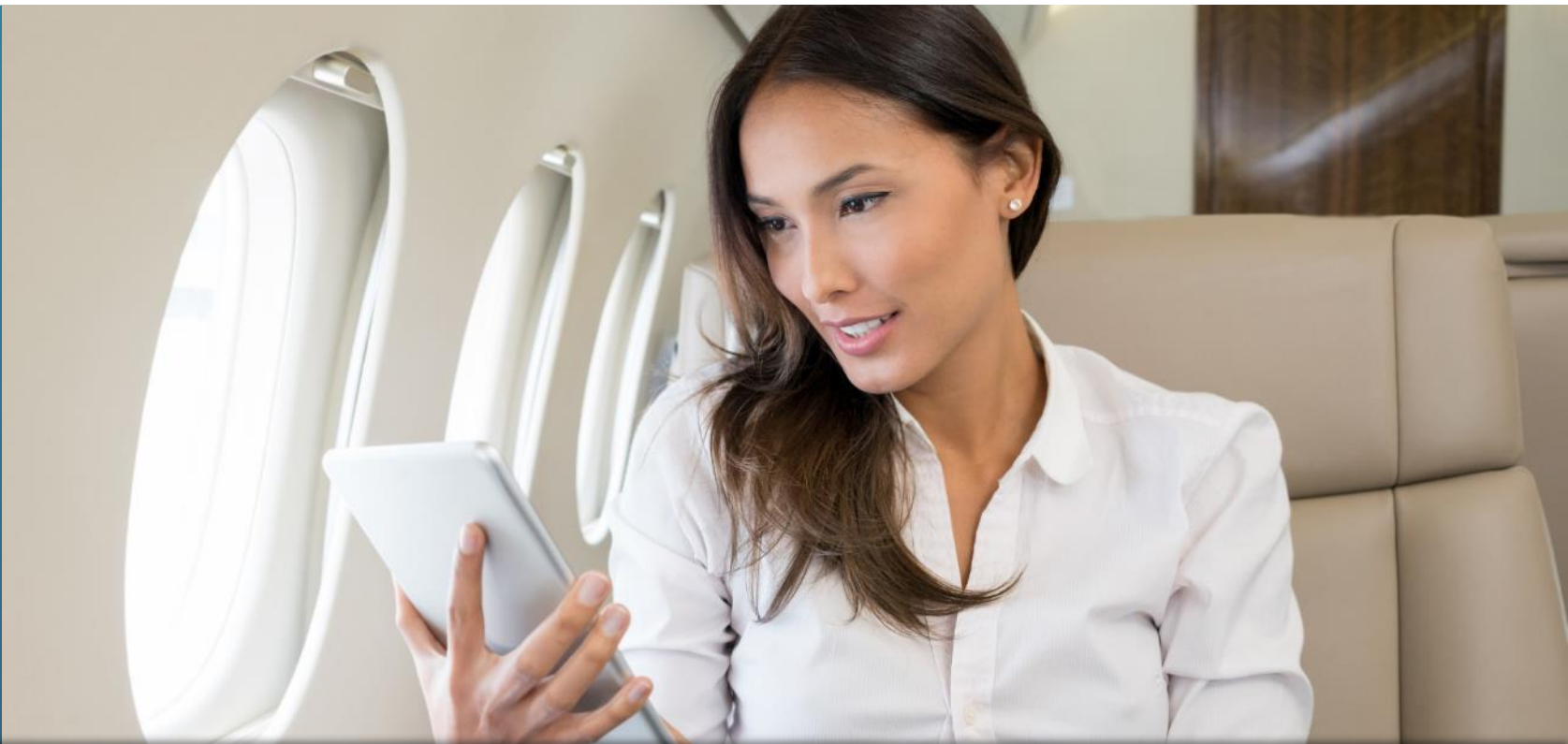
ELEVATING *innovation*

July 9, 2019

astronics.com

Astronics Corporation

SUPPLEMENTAL
INFORMATION



INNOVATION. COLLABORATION. SUCCESS.

Extensive List of Customers

Representative List

240+ Airlines

Airbus

AMAC Aerospace

Bell Helicopter

Boeing

Bombardier

Carson Helicopters

Cirrus Aircraft

Comlux

Dassault Aviation

Embraer

General Dynamics

Gogo

Gulfstream

Hughes

Intel

Jet Aviation

L3 Technologies

Leonardo

Lockheed Martin

NASA

Panasonic Avionics

Raytheon Company

Rockwell Collins

Sikorsky

Textron

Thales

Thompson Aero Seating

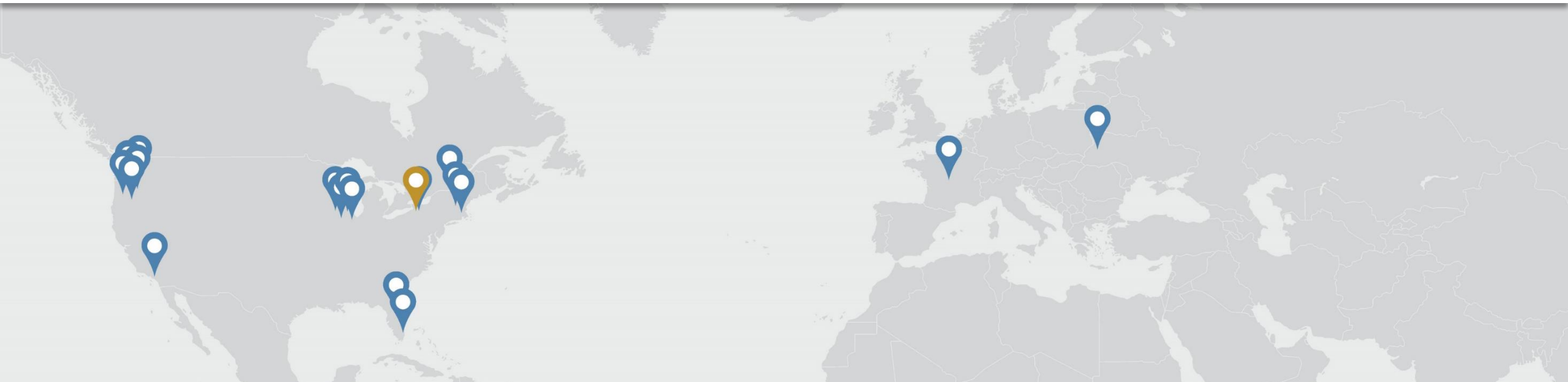
U.S. Army/Navy/Air Force/Marines

Zodiac Aerospace



Broad Global Footprint

Worldwide Manufacturing, Sales and Support

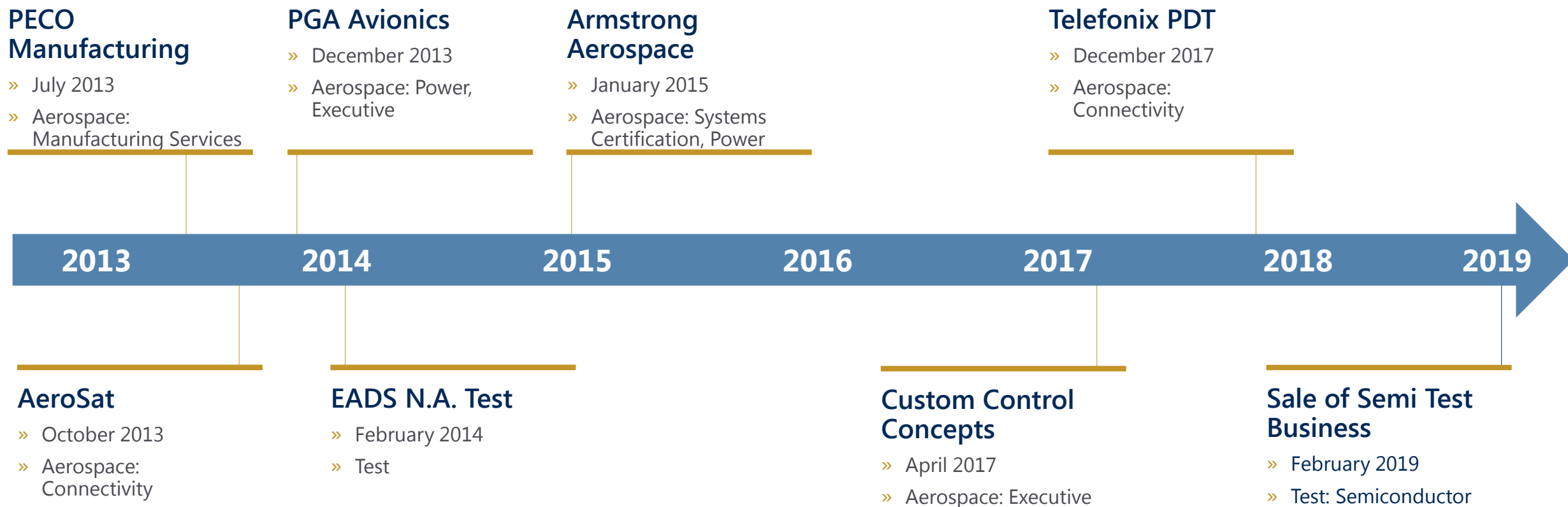


1.2M Square
Feet of
Manufacturing Strength

~2,700
Employees

27%
Engineering/Technical

Building a Portfolio for Growth



Lighting & Safety

Serving commercial, business jet and military

- » 777/777X - approximately \$240K* in content
(PSUs, fuel access doors, exterior, cabin & cockpit lighting)
- » 737 - approximately \$85K* in content
(PSUs, exterior & cockpit lighting)
- » 787 - approximately \$45K* in content
(fuel access doors)
- » 747 - approximately \$30K* in content
(PSUs, fuel access doors)
- » Embraer E2
(PSUs, emergency lights)



» Exterior Lighting Systems



» Cabin Lighting Systems



» Cockpit Lighting Systems



Power and Motion

First Mover Advantage: Establishing leadership in small aircraft airframe power

The technology for the future of small aircraft: Solid-state power distribution systems replace extensive wiring and traditional electromechanical components with modular electronics and software



- » Intelligent systems for power generation, distribution and conversion
- » Increased reliability
- » Reduced weight
- » Automation, flexibility
- » Lower life cycle cost
- » Reduces pilot work load

Wins:

- » Daher TBM 900
- » Bell 505, 525 & V280
- » Pilatus PC-24
- » Cessna Denali
- » Global 7000

COREPOWER®





For more
information:



Company:
David C. Burney
Chief Financial Officer
716-805-1599 x159
david.burney@astronics.com

Investor Relations:
Deborah K. Pawlowski
Kei Advisors LLC
716-843-3908
dpawlowski@keiadvisors.com

astronics.com