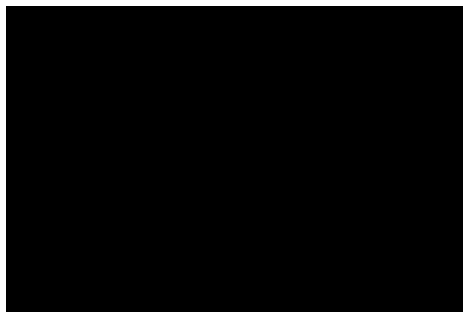
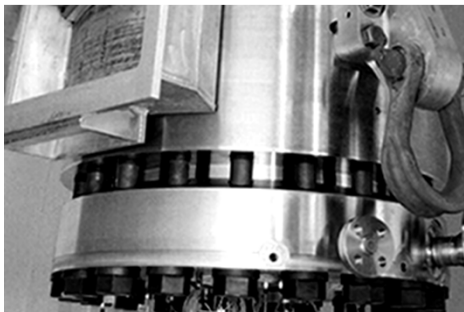


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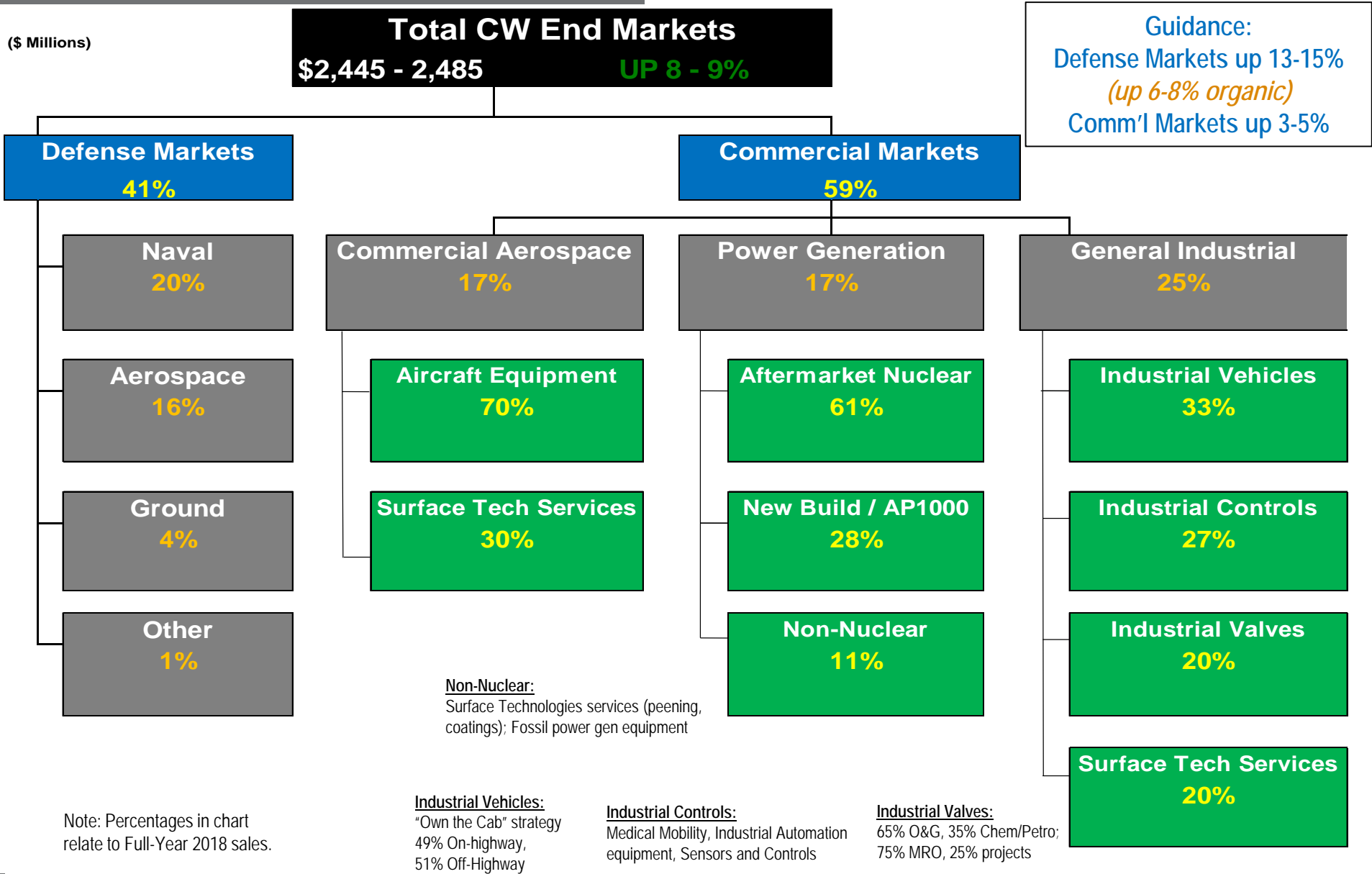


# End Market Sales Drivers



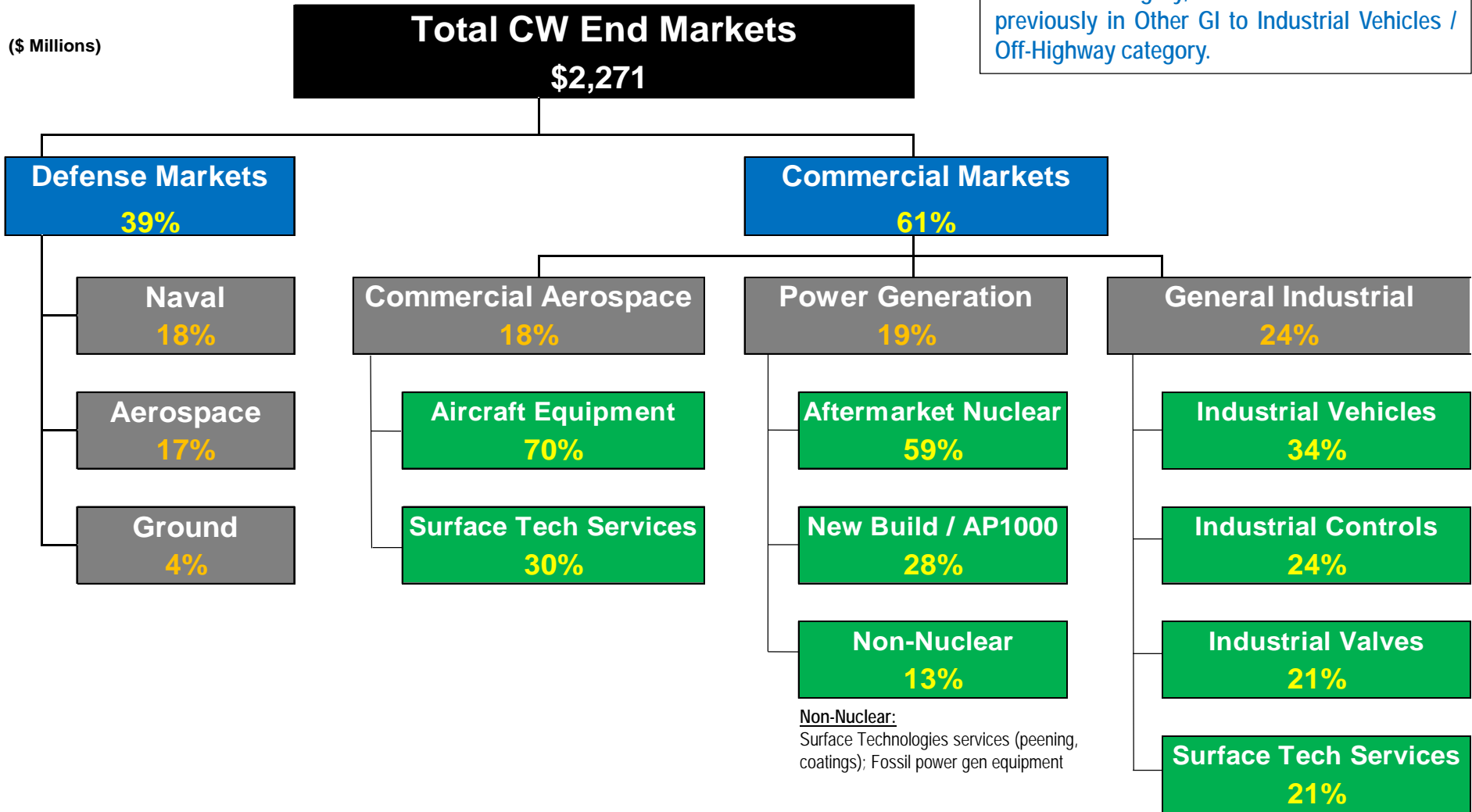
NYSE: CW

# 2018E End Market Sales Waterfall (Guidance as of July 25, 2018)



# 2017 End Market Sales Waterfall

Chart includes re-classes of all medical mobility sales to newly named 'Industrial Controls' category, and adds industrial sales previously in Other GI to Industrial Vehicles / Off-Highway category.



Non-Nuclear:  
Surface Technologies services (peening, coatings); Fossil power gen equipment

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

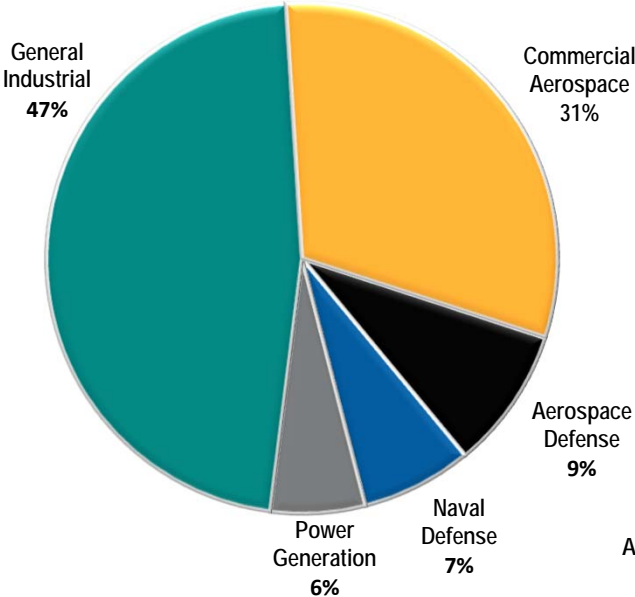
Industrial Controls:  
Medical Mobility, Industrial Automation  
equipment, Sensors and Controls

Industrial Valves:  
65% O&G, 35% Chem/Petro;  
75% MRO, 25% projects

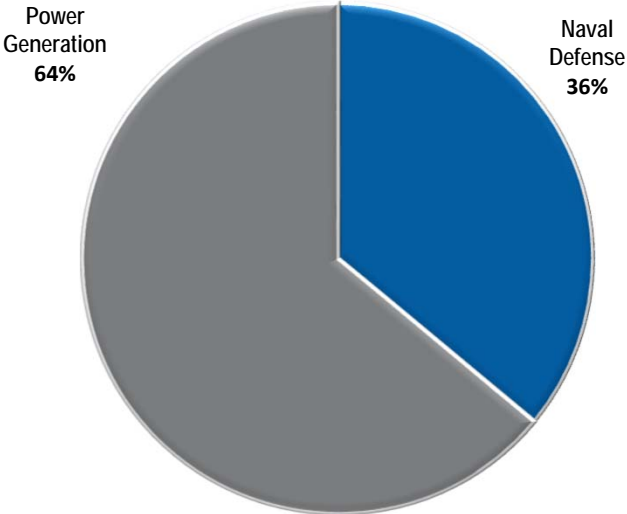
Note: Percentages in chart relate to Full-Year 2017 sales

# 2017 Sales by Segment vs. End Market (1)

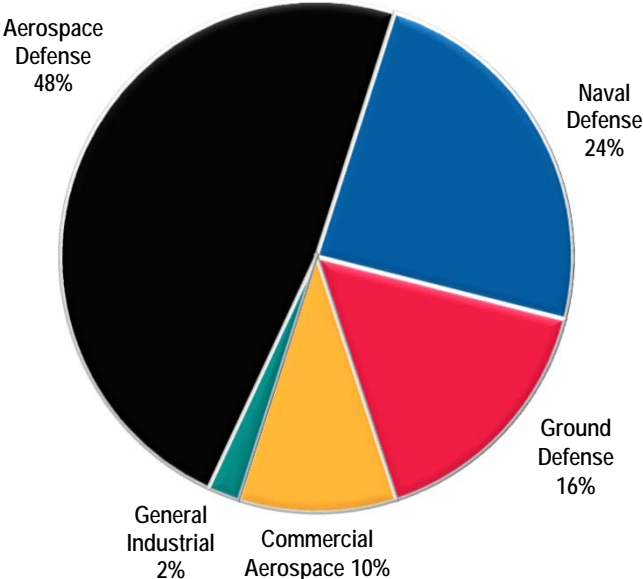
Commercial / Industrial Segment



Power Segment



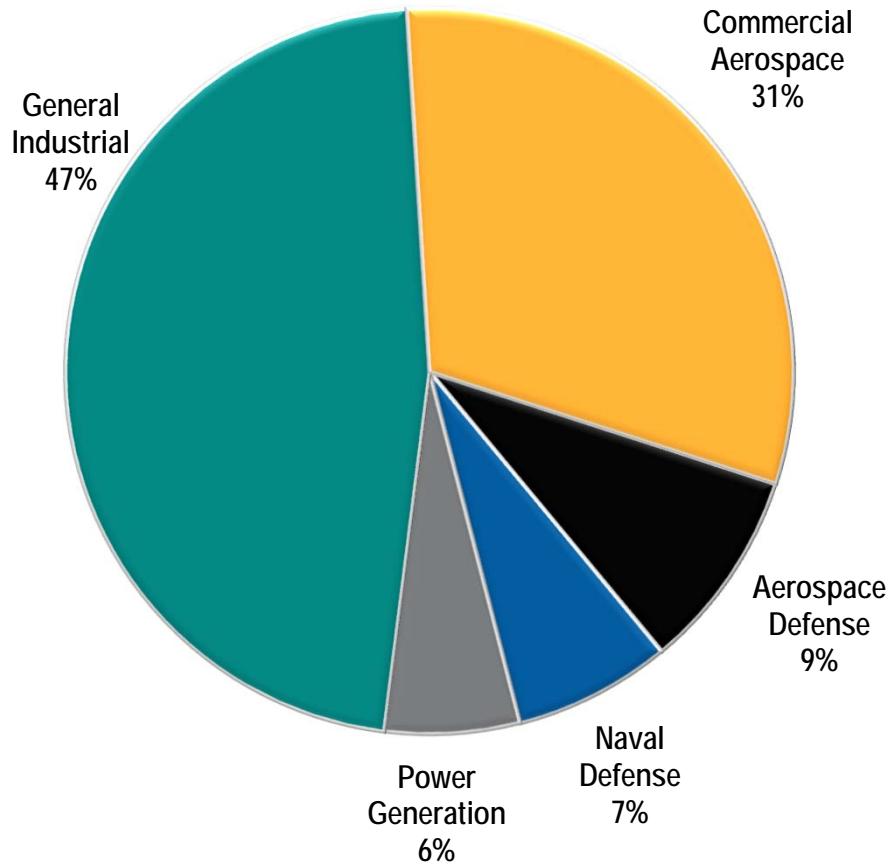
Defense Segment



Note: Percentages in chart relate to Full-Year 2017 sales

# 2017 Sales by Segment vs. End Market (2)

## Commercial / Industrial Segment



Note: Percentages in chart relate to Full-Year 2017 sales

### General Industrial (47%):

- Industrial vehicles (on-highway, off-highway, medical mobility)
- Industrial valves (O&G, chemical, petrochemical)
- Surface Tech services (peening, coatings, analytical testing)
- Sensors and controls; Industrial automation

### Commercial Aerospace (31%):

- Primarily Commercial OEM
- Actuation, sensors and controls equipment
- Surface Tech services (peening, coatings)

### Aerospace Defense (9%):

- Actuation, sensors and controls equipment
- Surface Tech services (peening, coatings)

### Naval Defense (7%):

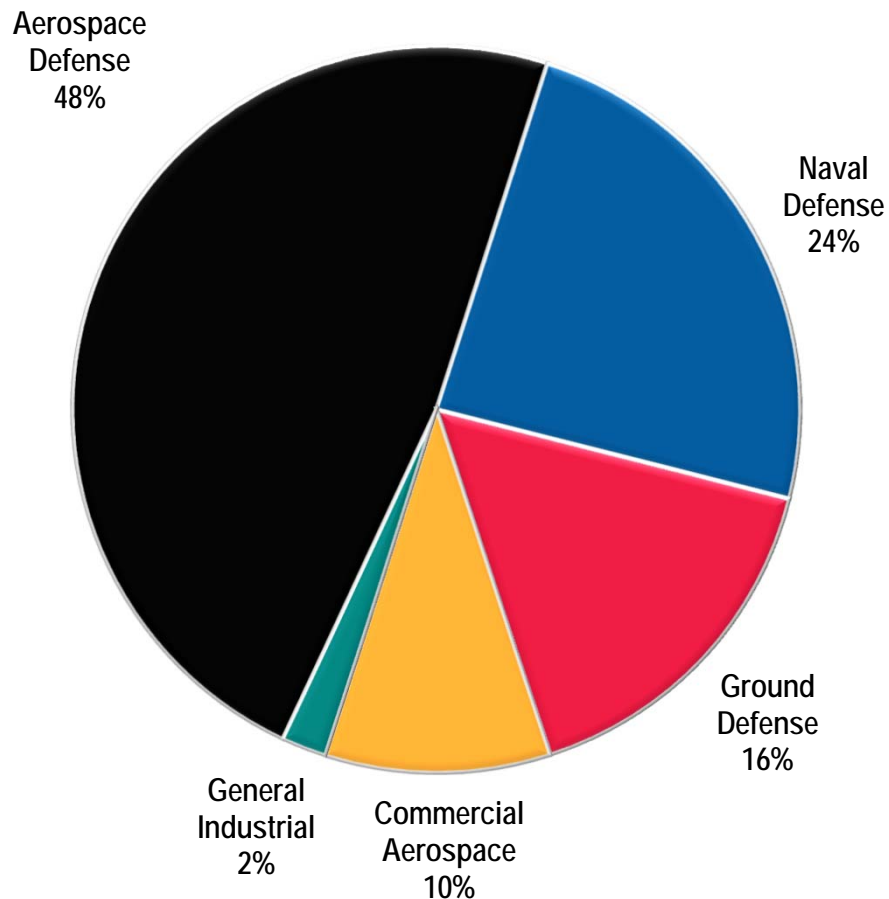
- Valves for nuclear submarines and aircraft carriers

### Power Generation (6%):

- Valves; Surface Tech services (peening, coatings)

# 2017 Sales by Segment vs. End Market (3)

## Defense Segment



### Aerospace Defense (48%):

- Commercial Off-the-Shelf (COTS) embedded computing products
- Avionics and electronics; flight test equipment
- Aircraft data management solutions

### Naval Defense (24%):

- COTS embedded computing products
- Instrumentation and control systems
- Helicopter handling solutions

### Ground Defense (16%):

- COTS embedded computing products
- Refurbishment and upgrades (U.S. vehicles)
- Turret-drive stabilization systems (international vehicles)

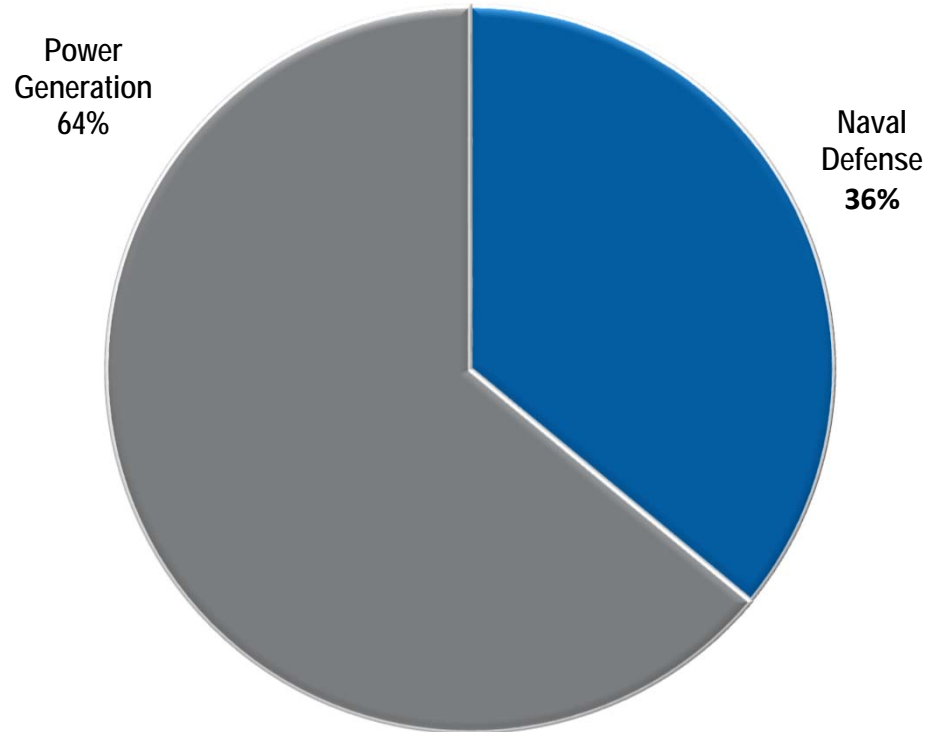
### Commercial Aerospace (10%):

- Avionics and electronics; flight test equipment
- Aircraft data management solutions

Note: Percentages in chart relate to Full-Year 2017 sales

# 2017 Sales by Segment vs. End Market (4)

## Power Segment



## Power Generation (64%):

- Commercial nuclear aftermarket products and services
- AP1000 reactor coolant pumps (RCPs) and other new build equipment
- Small modular reactors (SMRs) components
- Fossil power generation equipment

## Naval Defense (36%):

- Nuclear propulsion equipment (pumps and generators) for submarines and aircraft carriers
- Electromagnetic aircraft launching and advanced arresting gear systems

Note: Percentages in chart relate to Full-Year 2017 sales