ASTRONICS



Peter J. Gundermann, Chairman, President & CEO Nancy L. Hedges, Vice President & CFO

Safe Harbor Statement

This presentation contains forward-looking statements as defined by the Securities Exchange Act of 1934. One can identify these forward-looking statements by the use of the words "expect," "anticipate," "plan," "may," "will," "estimate," "feeling" or other similar expressions and include all statements with regard to the Company's 2025 outlook, the amount of capital expenditures for 2025, the amount of the impact of tariffs on costs for materials to the Company and level of mitigation potential with respect thereto, the amount of backlog to be recognized as revenue over the next twelve months, costs or outcomes of any business reviews or rationalization efforts, the timing of the decision by the appellate court in France with respect to the pending patent infringement case in France, the timing for the damages proceedings in Germany with respect to the pending patent infringement case in Germany, the timing for any further appeal with respect to the pending patent infringement case in the UK and the timing for payment of the interest award with respect thereto by the Company, and statements regarding the strategy of the Company and its outlook. Forward-looking statements also include all statements related to achieving any revenue or profitability expectations, expectations of continued growth, the level of liquidity, the level of cash generation, the level of demand by customers and markets and the amount of expected capital expenditures. Because such statements apply to future events, they are subject to risks and uncertainties that could cause actual results 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 trend in growth with passenger power and connectivity on airplanes, 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 impact of regulatory activity and public scrutiny on production rates of a major U.S. aircraft manufacturer, the need for new and advanced test and simulation equipment, customer preferences and relationships, the effectiveness of the Company's supply chain, and other factors which are described in filings by Astronics with the Securities and Exchange Commission. Except as required by applicable law, the Company assumes no obligation to update forward-looking information in this news release whether to reflect changed assumptions, the occurrence of unanticipated events or changes in future operating results, financial conditions or prospects, or otherwise.

Non-GAAP Financial Measures

This presentation will discuss some non-GAAP ("adjusted") financial measures which we believe are useful in evaluating our performance. You should not consider the presentation of this additional information in isolation or as a substitute for results compared in accordance with GAAP. The non-GAAP ("adjusted") measures are notated and we have provided reconciliations of comparable GAAP to non-GAAP measures in tables found in the Supplemental Information portion of this presentation.



Astronics Corporation (Nasdaq: ATRO)

INNOVATION. COLLABORATION. SUCCESS.

Astronics serves the world's aerospace, defense, and other mission critical industries with proven, innovative technology solutions. Our strategy is to grow value by developing technologies, organically or through acquisition, for our targeted markets.



Market Cap	\$1.1 billion
Recent Price	\$31.64
52-Week Range (high/low)	\$31.81 / \$14.13
Average Daily Volume (3 mos.)	480,376
Established/IPO	1968/1972

Shares Out – Common	30.3 million
Shares Out – Class B	5.0 million
Institutional ownership	80%
Insider ownership	10%
Index membership	Russell 3000 [®] /2000 [®]



Aerospace

Test Systems

Solid Franchise with Leading Market Positions

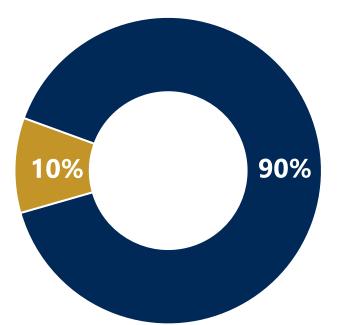
TTM Q1 25 Sales:

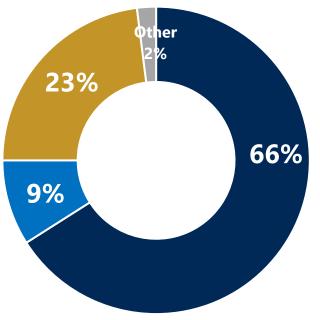
\$816.3 million



General Aviation

Defense & Government*





<u>Commercial Aerospace</u>
~50/50 Line Fit/Aftermarket
~50/50 Narrowbody/Widebody

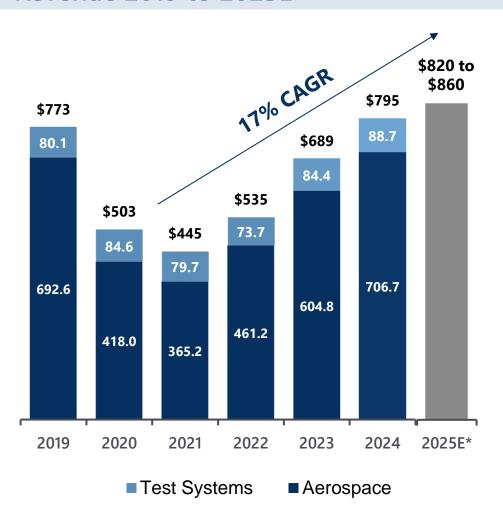
*Includes Test and Aerospace sales



Recovery Complete: Entering Next Phase of Growth

(\$ in millions)

Revenue 2019 to 2025E



Faced 42% decline in sales due to Covid

- » Concentration of sales to commercial aerospace
- » Commercial aerospace recovered later than other industries

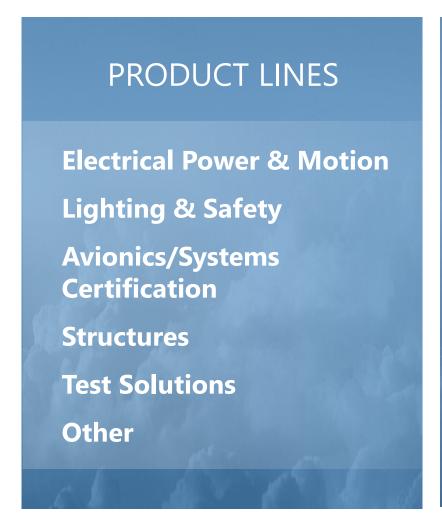
Dramatic growth despite significant challenges

- Supply chain impeded growth and margins in 2022 and 2023
- Employee shortages and high turnover in 2022 and 2023 resulted in production inefficiencies
- » Negotiated higher pricing to help offset inflation
 - » New pricing began rolling in during latter half of 2023
- » 2024: Stabilized Operations: improved supply chain predictability and pricing actions helped drive steadily improving margins
- » 2025: Operating Leverage: continued margin expansion alongside record bookings and backlog



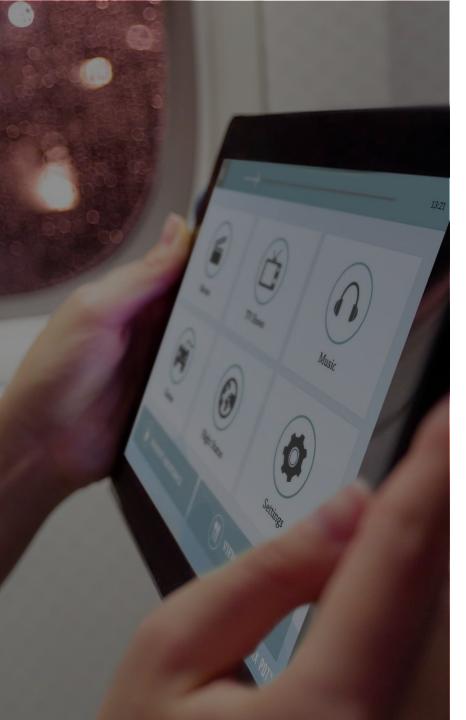
Astronics Strategic Thrusts

Elevating Innovation

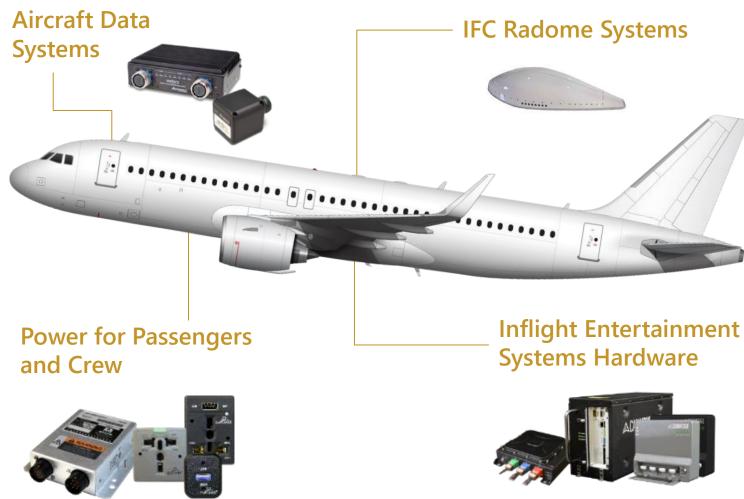








Aircraft Inflight Entertainment & Connectivity



IFEC: IN-SEAT POWER SYSTEM (ISPS)

- » In-seat power, line-fit and retrofit, now powering 1 million+ seats on over 280 airlines worldwide
- » System provides power to personal electronics and seat-back displays
- » High barriers to entry: 90%+ market share
- » ASP: \$350-\$850 per seat
- » Market penetration seats*: ~60% wide body and ~30% narrow body



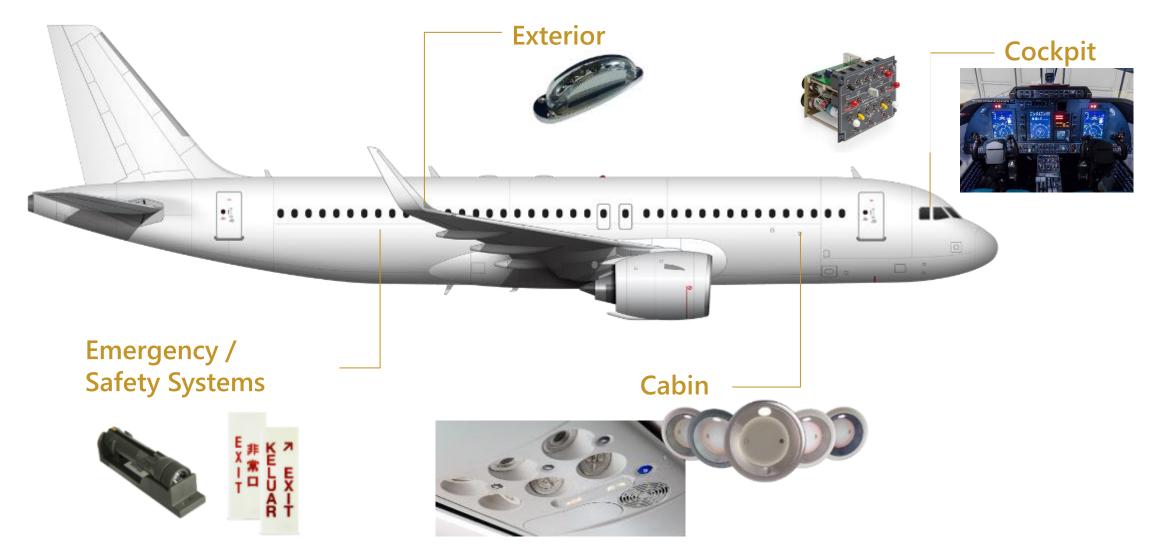








Lighting & Safety Solutions





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



Flight Critical Electrical Power

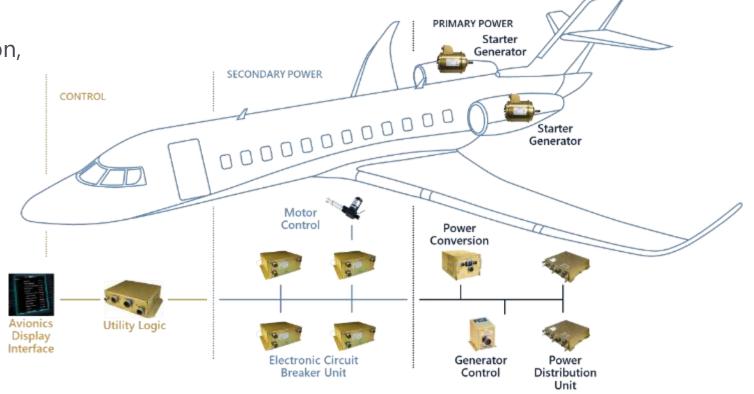
First Mover Advantage: Establishing leadership in small aircraft airframe power

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

✓ Selected for the U.S. Army Future Long-Range Assault Aircraft (FLRAA) program

» Intelligent systems for power generation, distribution and conversion

- » Increased reliability
- » Reduced weight
- » Automation, flexibility
- » Lower life cycle cost
- » Reduces pilot workload





Addressing Trends: Modernization of Aircraft

Clean, Streamlined Cockpit



Traditional Cockpit with Mechanical Circuit Breakers Learjet 45

Modern Cockpit with Electronic Circuit Breakers
Pilatus PC-24



U.S. Army Future Long-Range Assault Aircraft Program

Employs Astronics CorePower® family of solutions

Selected by Bell Textron to Develop Electrical Power Distribution System

- With roughly twice the range and twice the speed, FLRAA brings unmatched combat capability to the war fighter
- First flight expected in 2026; LRIP currently planned in 2028; Initial fielding in 2030
- \$70B program across lifespan expected to replace 2,000 Black Hawk utility helicopters
- Expect Astronics' shipset content to approach or exceed 7 digits

CorePower Benefits

- » Clean, intelligent, and efficient power to improve aircraft performance
- » Reduces overall system weight
- » Supports the U.S. Army Modular Open Systems Architecture (MOSA) initiatives

Currently in engineering and development

» ~\$65 million development effort 2024-2026





Aerospace

Well Positioned on Wide Range of High-Profile Aircraft

Transport	Business Aircraft	Military
 777/77X ~\$240K in content (PSUs, fuel access doors) ~\$350K in IFEC content (BFE) 	Embraer Phenom 100/300Exterior lighting	F-35 JSF~\$55K in content (Exterior lighting system, lighting controls)
 ~\$100K in content (PSUs, fuel access doors, exterior and cockpit lighting) Potentially \$100k to \$150k IFEC content (BFE) 	Cessna CitationsExterior and cockpit lighting	UH-60 BlackhawkExterior & cockpit lighting
 787 ~\$45K in content (fuel access doors) ~\$200K in IFEC content (BFE) 	 Beechcraft Denali Induction starter generator, electronic circuit breakers and passenger power 	V-22 OspreyCabin, cockpit and exterior lighting
 ~\$30K in content (Emergency exit lighting) ~\$200K in IFEC content (BFE) 	Pilatus PC-24Airframe power and induction starter generator	 Bell V280: FLRAA program Airframe power, lighting & safety
 A320 and other Airbus and Boeing aircraft Potentially \$100k to \$150k IFEC content (BFE) 	Bell 525/505Airframe power, lighting & safety	
 A220 ~\$80K in content (PSUs) Potential \$100k to \$150k IFEC content (BFE) 		
Embraer E2PSUs, emergency lightingPotential IFEC (BFE)		



Test Systems: A&D, Transit and Radio

Testing for Mission-Critical Industries

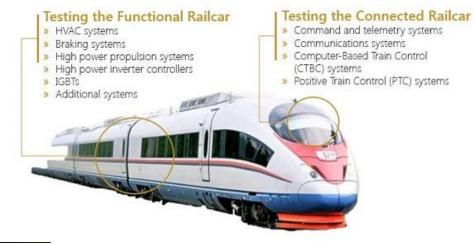
Award-winning test solutions

- » Validate operating performance on multiple top-priority defense communications and weapons systems platforms
- » Awarded \$40 million, 5-year IDIQ contract for the U.S. Marine Corps' Handheld Radio Test Sets program
- » Awarded ~\$215 million, 5-year IDIQ contract for the U.S. Army Radio Test Set 4549/T
- » Expanded into metro rail test system support:
 - MARTA and NYCT
 - Stadler and Kawasaki
 - AutoPoint Multi-Axis Robotic System (AP-MARS)

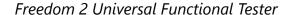
Structuring business to deliver profitability

- » Closed three facilities in 2024
- » Restructuring in April and November 2024 expected to provide \$4-5 million in annualized savings

Solutions Designed for the Unique Requirements of Mass Transit









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



ASTRONICS

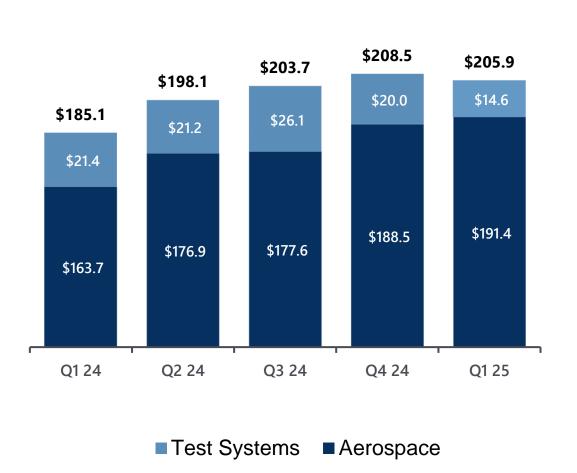


INNOVATION. COLLABORATION. SUCCESS.

Sales, Bookings & Backlog

(\$ in millions)

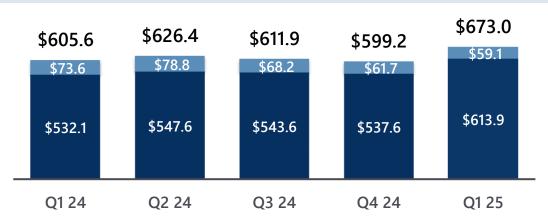
Sales



Bookings



Backlog



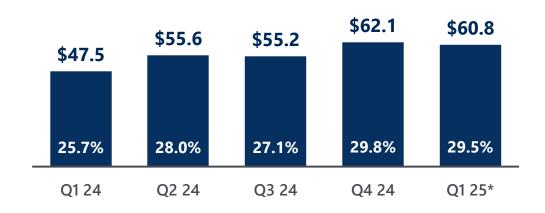
Segment sales tally may differ due to rounding.



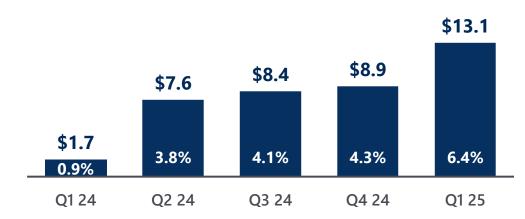
Profit and Margins

(\$ in millions)

Gross Profit and Margin



Operating Profit (Loss) and Margin



Incremental volume driving margin expansion

- » Operating leverage
 - » Aerospace Segment achieved 56% operating leverage on higher volume
 - » Continued strength in Commercial Transport and Military Aircraft markets
- » Operational improvements
 - » Broad-based supply chain stabilization and workforce efficiency gains
 - Test segment restructuring on track to achieve the \$4 million to \$5 million in annual cost savings



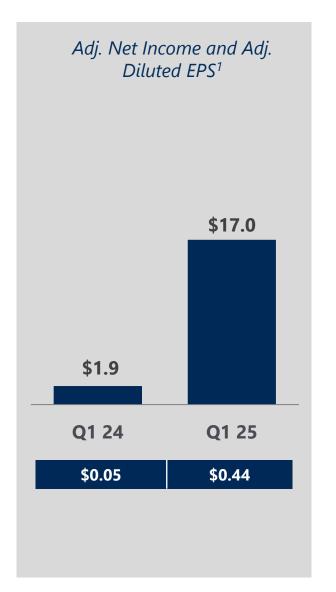
^{*} During the first quarter of 2025, the Company changed the presentation of research and development costs. These costs were previously included within Cost of Products Sold and were a factor in arriving at Gross Profit and are now excluded in all periods presented for comparability purposes.

EPS and EBITDA

(\$ in millions; except EPS)

Net Income and Diluted EPS





Adjusted EBITDA' and Margin



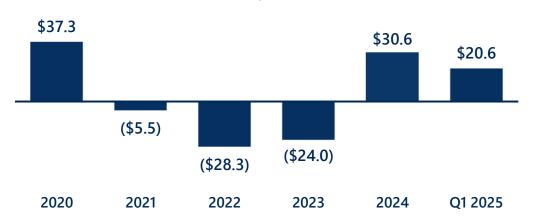


Balance Sheet and Cash Flow

(\$ in millions)



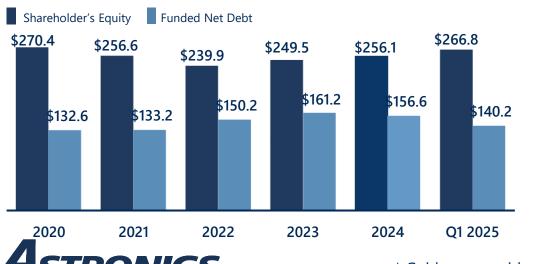
Generated \$8.5 million in cash from operations in Q3 24



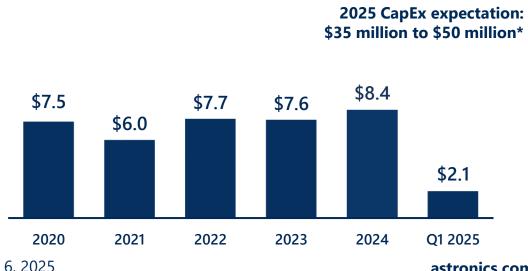
Improved Liquidity & Enhanced Flexibility

- Refinanced Debt with \$165 Million Convertible Note and Amended & Expanded ABL Facility
 - Enhanced capital structure through significant interest expense savings, no restrictive covenants and flexible settlement option to avoid dilution.
 - Ample flexibility to fund growth, address potential obligations related to ongoing legal case, repurchase shares or settle convert in cash when due.

Funded Net Debt & Shareholders' Equity



Capital Expenditures



Convertible Note Summary of Terms*

Key terms	
Closed December 3, 2024	Convertible Senior Notes due 2030
Offering Size	\$150 million plus \$15 million greenshoe
Coupon	5.50%, payable semi-annually on March 15 and September 15
Ranking	Senior Unsecured
Maturity	March 15, 2030
Investor Put Right	None, except customary in connection with a fundamental change
Issuer Call Right	Provisionally callable on or after March 20, 2028 if stock price exceeds 130% of conversion price for a specified period of time with table make-whole
Conversion Premium and Price	~30% at \$22.89
Flexible Settlement Mechanism	Cash, shares of common stock, or a combination of cash and shares of common stock; Company plans net settlement
Takeover Protection	Standard fundamental change provisions with table make-whole
Use of Proceeds	Repay existing term loan, pay down revolver, and pay any incurred fees associated with the transaction
Lock-up	60 days
Sole Bookrunner	HSBC

^{*} Refer to the offering memorandum for additional details on the transaction and terms



ASTRONICS



Peter J. Gundermann, Chairman, President & CEO Nancy L. Hedges, Vice President & CFO

Astronics Corporation





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Reconciliation of GAAP Net Income (Loss) to Adjusted EBITDA

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025
GAAP Consolidated Net Income (Loss)	(\$ 3,178)	\$ 1,533	(\$ 11,738)	(\$ 2,832)	\$ 9,528
Interest expense	5,759	5,856	6,217	4,166	3,150
Income tax expense (benefit)	(1,351)	(274)	6,565	3,408	646
Depreciation and amortization	6,328	6,203	6,041	5,894	5,588
Equity-based compensation expense	2,802	1,840	1,772	2,157	2,345
Early retirement penalty waiver	-	-	-	624	-
Non-cash annual stock bonus accrual ¹	-	-	-	-	-
Restructuring-related charges including severance	117	657	259	1,411	279
Legal reserve, settlements and recoveries	-	-	(332)	4,762	6,228
Non-cash 401K contribution and quarter bonus accrual	3,454	-	-	-	-
Litigation related legal expenses	3,694	4,428	5,558	6,066	2,975
Loss on extinguishment of debt	-	-	6,987	3,161	-
Non-cash reserves for customer bankruptcy	-	-	2,203	1,032	-
Warranty reserve	-	-	3,527	1,690	<u>-</u> _
Adjusted EBITDA	\$ 17,625	\$ 20,243	\$ 27,059	\$ 31,539	\$ 30,739

Reconciliation to Non-GAAP Performance Measures

In addition to reporting net income, a U.S. generally accepted accounting principle ("GAAP") measure, we present Adjusted EBITDA (earnings before interest, income taxes, depreciation and amortization, non-cash equity-based compensation expense, goodwill, intangible and long-lived asset impairment charges, equity investment income or loss, legal reserves, settlements and recoveries, restructuring charges, loss on extinguishment of debt, unusual specific warranty reserves, and customer bankruptcy reserve) which is a non-GAAP measure. The Company's management believes Adjusted EBITDA is an important measure of operating performance because it allows management, investors and others to evaluate and compare the performance of its core operations from period to period by removing the impact of the capital structure (interest), tangible and intangible asset base (depreciation and amortization), taxes, equity-based compensation expense, goodwill, and other items as noted previously which are not commensurate with the core activities of the reporting period in which it is included. As such, the Company uses Adjusted EBITDA as a measure of performance when evaluating its business and as a basis for planning and forecasting. Adjusted EBITDA is not a measure of financial performance under GAAP and is not calculated through the application of GAAP. As such, it should not be considered as a substitute for the GAAP measure of net income and, therefore, should not be used in isolation of, but in conjunction with, the GAAP measure. Adjusted EBITDA, as presented, may produce results that vary from the GAAP measure and may not be comparable to a similarly defined non-GAAP measure used by other companies.

¹ The sum of the four discrete quarters for the year ended December 31, 2024, does not sum to the zero-balance shown for the full year. In the first quarter of 2024, it was assumed that annual incentive compensation would be paid in stock, and thus such amount (\$1.4 million) was presented as an addback for Adjusted EBITDA purposes. In the fourth quarter of 2024, it was concluded that all annual incentive compensation amounts would be paid in cash, and thus the addback for the full year has been eliminated. A reconciling adjustment has not been made to the quarter ended December 31, 2024, as it is deemed unnecessarily distortive to the Adjusted EBITDA measure for the quarter.

Reconciliation of GAAP Net (Loss) Income to Adjusted EBITDA

	2021	2022	2023	2024
GAAP Consolidated Net (Loss) Income	(\$ 25,578)	(\$ 35,747)	(\$ 26,421)	(\$ 16,215)
Interest expense	6,804	9,422	23,328	21,998
Income tax expense (benefit)	(1,382)	5,954	110	8,348
Depreciation and amortization	29,005	27,777	26,104	24,466
Equity-based compensation expense	6,460	6,497	7,198	8,571
Early retirement penalty waiver	-	-	-	624
Non-cash 401K contribution and quarter bonus accrual ¹	4,199	4,512	2,806	-
Non-cash annual stock bonus accrual	-	-	6,549	3,454
Restructuring-related charges including severance	577	199	564	2,444
Legal reserve, settlements and recoveries	8,374	500	(2,532)	4,430
Litigation related legal expenses	7,142	6,935	17,850	19,746
Equity Investment accrued payable write-off	-	-	(1,800)	-
Net gain on sale of business	(10,677)	(11,284)	(3,427)	-
Loss on extinguishment of debt	-	-	-	10,148
Non-cash reserves for customer bankruptcy	-	-	11,074	3,235
Warranty reserve	-	-	-	5,217
Deferred liability recovery	-	-	(5,824)	-
Contingent consideration liability fair value adjustment	(2,200)	-	-	-
Customer accommodation settlement	-	2,100	-	-
Lease termination settlement	-	450	-	-
AMJP grant benefit	(8,670)	(6,008)	-	-
Net gain on sale of facility	(5,014)	-	-	
Adjusted EBITDA	\$ 9,040	\$ 11,307	\$ 55,579	\$ 96,466

Reconciliation to Non-GAAP Performance Measures In addition to reporting net income, a U.S. generally accepted accounting principle ("GAAP") measure, we present Adjusted EBITDA (earnings before interest, income taxes, depreciation and amortization, non-cash equity-based compensation expense, goodwill, intangible and long-lived asset impairment charges, equity investment income or loss, legal reserves, settlements and recoveries, restructuring charges, gains or losses associated with the sale of businesses and grant benefits recorded related to the AMJP program), which is a non-GAAP measure. The Company's management believes Adjusted EBITDA is an important measure of operating performance because it allows management, investors and others to evaluate and compare the performance of its core operations from period to period by removing the impact of the capital structure (interest), tangible and intangible asset base (depreciation and amortization), taxes, equity-based compensation expense, goodwill and other items as noted previously, which are not commensurate with the core activities of the reporting period in which it is included. As such, the Company uses Adjusted EBITDA as a measure of performance when evaluating its business and as a basis for planning and forecasting. Adjusted EBITDA is not a measure of financial performance under GAAP and is not calculated through the application of GAAP. As such, it should not be considered as a substitute for the GAAP measure of net income and, therefore, should not be used in isolation of, but in conjunction with, the GAAP measure. Adjusted EBITDA, as presented, may produce results that vary from the GAAP measure and may not be comparable to a similarly defined non-GAAP measure used by other companies.

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Reconciliation of Operating Income to Adjusted Operating Income

Q1 2025	Q1 2024
\$ 13,137	\$ 1,666
279	117
6,228	-
2,975	3,694
\$ 22,619	\$ 5,477
\$ 205,936	\$ 185,074
6.4%	0.9%
11.0%	3.0%
	\$ 13,137 279 6,228 2,975 \$ 22,619 \$ 205,936 6.4%

Reconciliation to Non-GAAP Performance Measures

Adjusted Operating Income is defined as income from operations as reported, adjusted for certain items. Adjusted Operating Margin is defined as Adjusted Operating Income divided by sales. Adjusted Operating Income and Adjusted Operating Margin are not measures determined in accordance with GAAP and may not be comparable with Adjusted Operating Income and Adjusted Operating Margin as used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Adjusted Operating Income and Adjusted Operating Margin, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current periods' income from operations to the historical periods' income from operations and operating margin, as well as facilitates a more meaningful comparison of the Company's income from operations and operating margin to that of other companies.



Reconciliation of Net Income and Diluted Earnings per Share to Adjusted Net Income and Adjusted Diluted Earnings per Share

	Q1 2025	Q1 2024
Net income (loss)	\$ 9,528	(\$ 3,178)
Add back (deduct):		
Amortization of intangibles	2,975	3,270
Restructuring-related charges including severance	279	117
Legal reserve, settlements and recoveries	6,228	-
Litigation-related legal expenses	2,975	3,694
Normalize tax rate ¹	(5,012)	(1,989)
Adjusted Net Income (Loss)	\$ 16,973	\$ 1,914
Weighted average diluted shares outstanding (in thousands)	42,957	34,863
Diluted loss per share	\$ 0.26	(\$ 0.09)
Adjusted diluted earnings (loss) per share	\$ 0.44	\$ 0.05

Reconciliation to Non-GAAP Performance Measures

Adjusted Net Income and Adjusted Diluted EPS are defined as net income and diluted EPS as reported, adjusted for certain items, including amortization of intangibles, and also adjusted for a normalized tax rate. Adjusted Net Income and Adjusted Diluted EPS are not measures determined in accordance with GAAP and may not be comparable with the measures used by other companies. Nevertheless, the Company believes that providing non-GAAP financial measures, such as Adjusted Net Income and Adjusted Diluted EPS, are important for investors and other readers of the Company's financial statements and assists in understanding the comparison of the current periods' net income and diluted EPS to the historical periods' net income and diluted EPS, as well as facilitates a more meaningful comparison of the Company's net income and diluted EPS to that of other companies. The Company believes that presenting Adjusted Diluted EPS provides a better understanding of its earnings power inclusive of adjusting for the non-cash amortization of intangible assets, reflecting the Company's strategy to grow through acquisitions as well as organically.



Extensive List of Customers

Representative List

280+ Airlines

Airbus

AMAC Aerospace

Bell Helicopter

Boeing

Bombardier

Carson Helicopters

Cessna

Cirrus Aircraft

Collins Aerospace



Comlux

Dassault Aviation

Delta Flight Products

Embraer

General Dynamics

Gulfstream

Honda Aircraft

Honeywell

Hughes

Intelsat

Jet Aviation

Kawasaki

L3Harris

Leonardo

Lockheed Martin

NASA

Northrup Grumman

Panasonic Avionics

Pilatus

Raytheon Technologies

Safran

Sikorsky

Textron Aviation

Thales

Thompson Aero Seating

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

Viasat









Created a Portfolio for Growth





Flight Critical Electrical Power Programs of Record

Electronic Circuit Breaker Units and Long-Life Starter Generator

Program Wins to Date

- » Daher TBM 900
- » Bell 505, 525
- » Pilatus PC-24
- » Cessna Denali
- » FLRAA: Bell V-280 Valor*
- » Boeing MQ-25 Stingray

*Future Long-Range Assault Aircraft (FLRAA)





Select Competitors

Airbus KID – Systeme Safran **Collins Aerospace ELECTRICAL** Ametek **POWER** Meggitt Transdigm Crane Aerospace Safran Whelan Honeywell Diehl Aerospace **LIGHTING &** Transdigm **SAFETY** Collins Aerospace Kontron TECOM (Smiths Group) Panasonic ThinKom **AVIONICS >>** Teradyne Viavi Ametek **TEST** Lockheed Keysight

Rhode & Schwartz

National Instruments



SOLUTIONS

ASTRONICS



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