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Day 5 Presentation

Vincent Wallace

June 14, 2019

Audience Description

- Audience: BGS Supply Chain Leaders, BGS Finance Leaders, Product Line/Program Managers
- 30-40 attendees in person, ~50 attendees via Webex
- Large conference room (Aviall)
- MBTI: Mixed

Finance Overview

Global Services



\$35M

- Purpose: Inform on YTD performance and status on Year End forecast
- Motivation: Recover \$35M in earnings and achieve \$415M (8.1%) Aviall earnings target
- Action
 - Identify focus areas for remainder of year

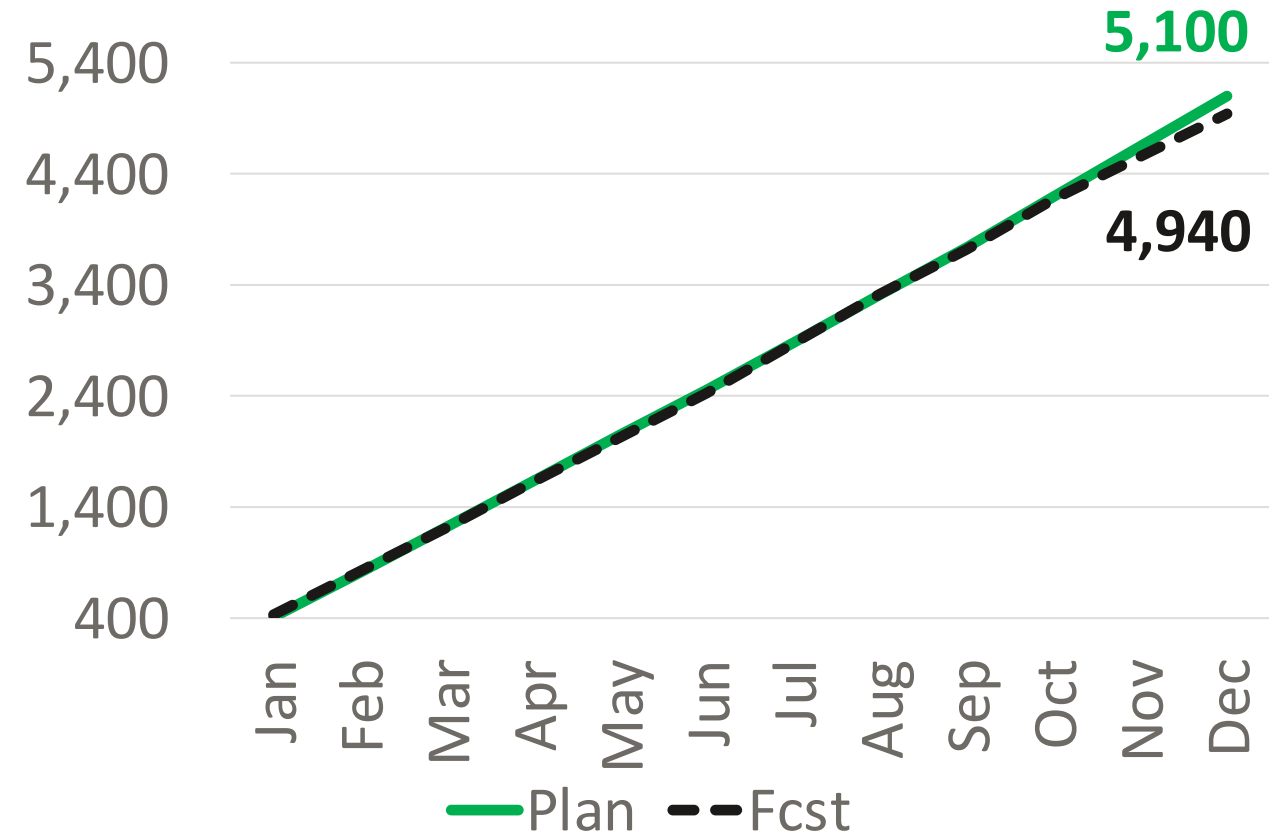
Agenda

- Review Revenue and Earnings Forecast
- Review YTD department cost performance
- Action Steps

2019 Forecast

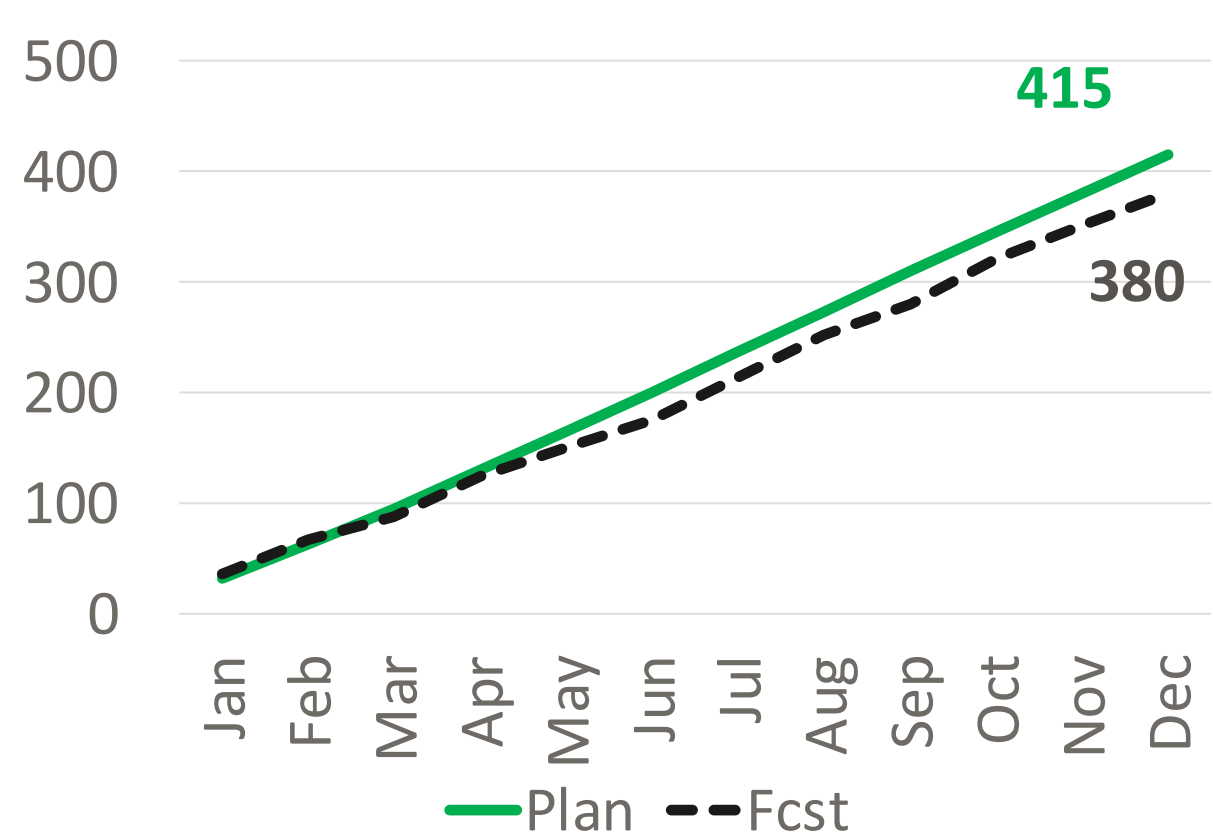
Global Services

Revenue



\$160M Variance

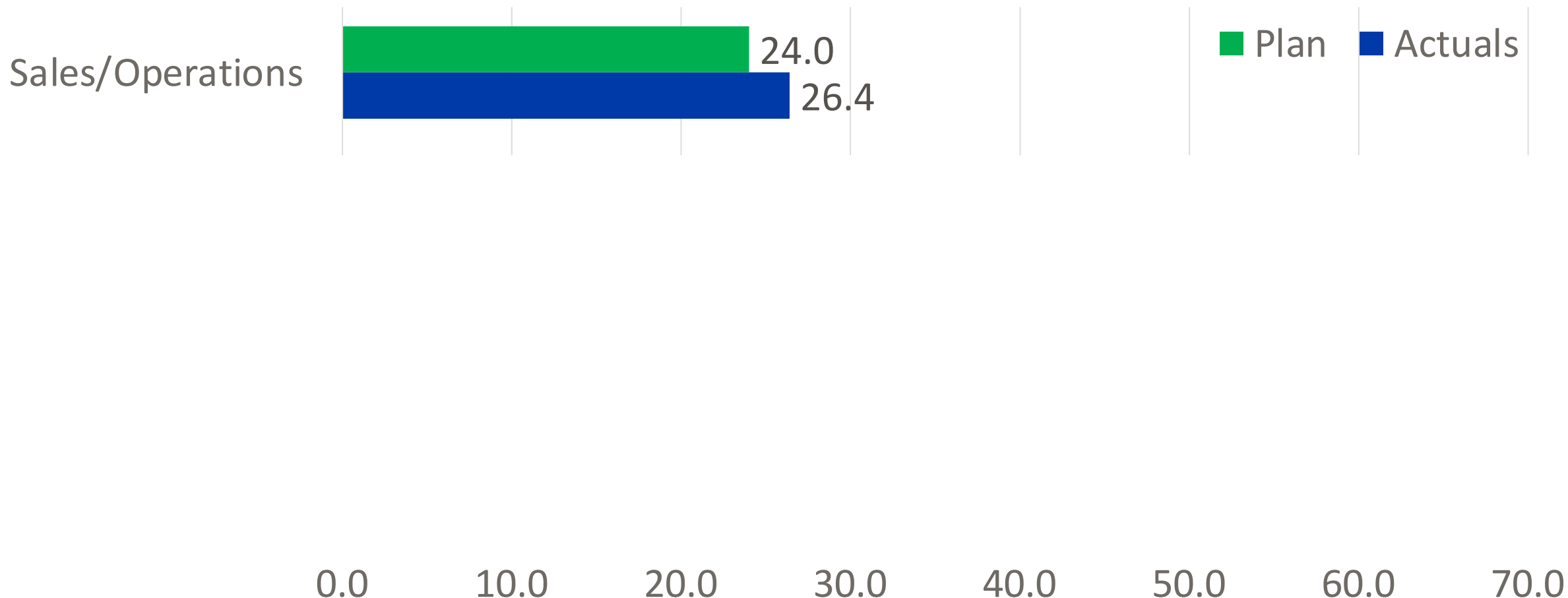
Earnings



\$35M Variance

YTD Cost Performance (G&A)

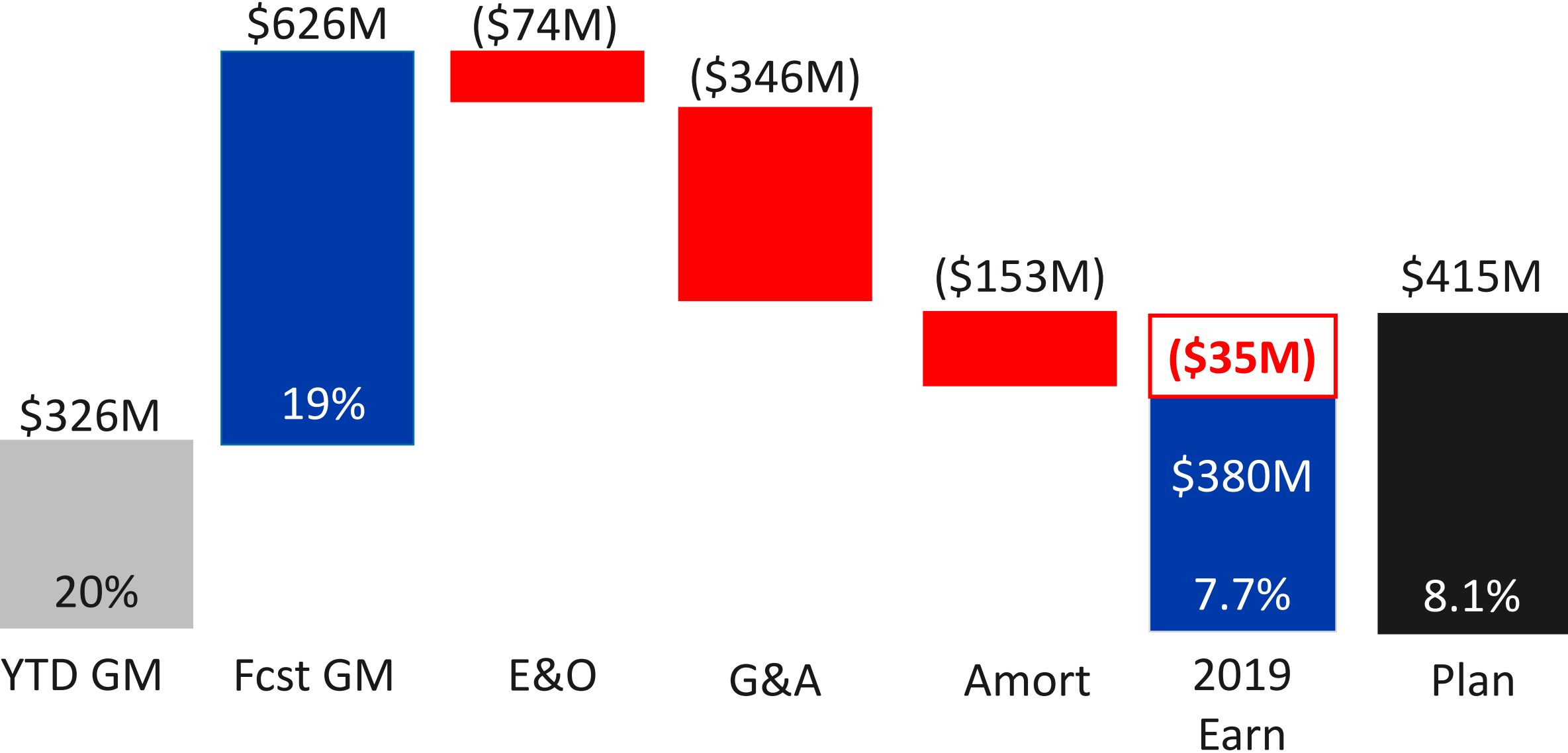
Global Services



\$10.3M YTD Variance Over Plan

Full Year 2019 Earnings Forecast

Global Services




Action Steps

- Prioritize sales on higher margin Product Lines
- Reduce E&O exposure
- Meet or beat annual department budget expenditures (G&A)

Finance Overview

Global Services



\$35M