HEICO Corporation is a rapidly growing aviation, aerospace, defense and electronics company which is focused on niche markets, highly engineered and reliable products and the generation of strong cash flow.

- Founded in 1957, HEICO has been in business for +65 years with current management involved since 1990
- NYSE listed (HEI, HEI.A)
- Since 1990, an investment in HEICO stock produced a Compounded Annual Growth Rate of approximately 22% for our investors
- Board of Directors, Management, and Team Members beneficially own ~20% of HEICO’s outstanding Common Stock
- Time-tested strategy compounding cash flow, while providing our Team Members with an excellent work environment through Ownership Culture
- Recognized by Forbes as one of the “100 Most Trustworthy Companies In America” based on accounting and governance practices
HEICO’s Expanding Products and Services

Consistent High Organic and Acquired Growth by Adhering to Key Principles

- Cash generation paramount
- Focus on long term sustainable growth (organic + acquired)
- Maintain and promote HEICO’s unique culture - entrepreneurial spirit
- Maintain flat organization focused on customers
- Diversification in products, services and customers avoiding concentration risks
- Niche products and services within protected markets (high barriers to entry)
- Maintain strong balance sheet with maximum flexibility

$26m sales 1990
$2.2b sales October 31, 2022

Compounded Yearly Growth: 15%

95 Acquisitions since 1990
Operating In Two Business Segments

HEICO CORPORATION
(NYSE: HEI.A & HEI)

FLIGHT SUPPORT GROUP

Revenue

Pre-Pandemic
Flight Support Group $1,240.2 M (60%)
Electronic Technologies Group $815.4 M (40%)

10/31/2022
Flight Support Group $1.3 B (57%)
Electronic Technologies Group $935.1 M (43%)

Operating Income

Pre-Pandemic
Flight Support Group ~50%
Electronic Technologies Group ~50%

10/31/2022
Flight Support Group ~50%
Electronic Technologies Group ~50%

Customer Market

Pre-Pandemic
Commercial Aviation 52%
Defense 29%
Other 13%
Space 6%

10/31/2022
Commercial Aviation 34%
Defense 34%
Other 18%
Space 5%

Pre-Pandemic Based on Twelve Months Ended 10/31/2019
Flight Support Group (FSG)

Designs, Manufactures, Repairs, Overhauls and Distributes Jet Engine and Aircraft Component Replacement Parts.

- PMA Parts Pioneer
- Flight and Mission Critical Manufacturing
- Component MRO
- DER Repair
- Asset & Repair Management
- Distribution and Defense Sustainment
Electronic Technologies Group (ETG)

Niche High Tech Solutions
- Commercial & Military Aircraft Electronics and Fuel Systems
- Space Flight Hardware
- Satellite Components
- Infrared Missile Simulation
- X-Ray Power Technology
- Laser System Components
- Microwave Technology

HEICO’s Global Presence

~8,500 Team Members in facilities throughout the United States (25 states) and 15 other countries in North America, Europe, the Middle East, and Asia.
$100,000 investment in HEICO shares in 1990 became worth approximately $62.7 million as of January 9th, 2023 (adjusted for stock splits, stock dividends and reinvestment of cash dividends)

32 Year CAGR = 22%
Forward Looking Statements -

Certain matters discussed in this presentation include forward-looking statements, which are subject to risks, uncertainties and contingencies. The Company’s actual results may differ materially from those expressed in or implied by those forward-looking statements as a result of factors including: the severity, magnitude and duration of the Covid-19 pandemic; HEICO’s liquidity and the amount and timing of cash generation; the continued decline in commercial air travel caused by the Covid-19 pandemic, airline fleet changes or airline purchasing decisions, which could cause lower demand for our goods and services; product specification costs and requirements, which could cause an increase to our costs to complete contracts; governmental and regulatory demands, export policies and restrictions, reductions in defense, space or homeland security spending by U.S and/or foreign customers or competition from existing and new competitors, which could reduce our sales; our ability to introduce new products and services at profitable pricing levels, which could reduce our sales or sales growth; product development or manufacturing difficulties, which could increase our product development costs and delay sales; our ability to make acquisitions and achieve operating synergies from acquired businesses; customer credit risk; interest, foreign currency exchange and income tax rates; economic conditions within and outside of the aviation, defense, space, medical, telecommunications and electronic industries, which could negatively impact our costs and revenues; and defense spending or budget cuts, which could reduce our defense-related revenue. Parties receiving this material are encouraged to review all filings made by the Company with the Securities and Exchange Commission. Such information is available through the Company’s website at: www.heico.com.

We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent required by applicable law.