

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

The Evolution of Cubic Corporation

San Diego Chapter

Tuesday, October 22, 2013 Meeting

GROWING YOUR BUSINESS IS OUR BUSINESS

Our Clients Say it Best - Relationships Matter. Hear from successful entrepreneurs and leaders of businesses we've helped grow and expand.

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Meetings Moving to 4th Tuesday

Starting on October 22, 2013, the San Diego Chapter meetings are moving to the 4th Tuesday of every other month.

The December meeting will be replaced with a meeting on January 14, 2014, and 4th Tuesday meetings will resume on February 25, 2014.

[Click here to attend](#)

Both members and non-members must register to attend.

Registration Fees

Free - A&D Forum paid member
\$30 - Non-member Early Bird until October 15
\$40 - Non-member after October 15.

Free San Diego Memberships expire on September 30. Thus, meeting attendees must either be paid A&D Forum members or pay the meeting Registration Fee.

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!

Become an A&D Forum Member
20% Discount for San Diego
until October 15

A&D Forum members may attend any chapter meeting for free, receive a monthly Newsletter, have first call on tours, and can access the website member areas, such as the Calendar, presentation recordings, articles, and What's New pages, among other benefits.

After October 15 one year Individual Memberships are \$250 and Corporate Memberships (3 Individual Memberships) are \$500. **Before October 15 there is a 20% discount for San Diego residents (use discount code SD20PERCENT).**

Join through the A&D Forum website:
AerospaceDefenseForum.org

San Diego Chapter Founder Sponsors



San Diego Chapter Sponsors



The Evolution of Cubic Corporation

From a local entrepreneurial company into a global market leader

Guest Speaker: John "Jay" D. Thomas

Executive Vice President & Chief Financial Officer
Cubic Corporation

Cubic was founded as an electronics company in 1951 by entrepreneur and former CEO Walter J. Zable. In the early years, the company pioneered unique electronic instrumentation to solve problems of the space age. Since the company went public in 1959, annual sales have grown from \$5 million to \$1.38 billion in 2012. Today Cubic is a leading international provider of systems and services that address the mass transit and global defense markets' most critical needs.

Cubic's strong financial performance has been consistently recognized by Aviation Week & Space Technology. For the past three years, Cubic has ranked among the top performing companies in the \$1 to \$5 billion category based on various financial metrics, including return on invested capital, earnings momentum, asset management, and financial health.

Jay Thomas will discuss the history of Cubic, the

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Upcoming A&D Forum
Chapter Meetings

Oct 3: Tour of Northrop Grumman F/A-18 Manufacturing Line, El Segundo, CA, Orange County Chapter (sold out)

Oct 8: "Dare Mighty Things", Lt. Gen Gene Tattini, Deputy Director, Jet Propulsion Laboratory, Arizona Chapter (in Phoenix)

Oct 18: "The 3-D Printing Advantage for A&D", Dr. Federico Sciammarella, Asst. Professor, Northern Illinois University, Los Angeles Chapter (available live via webstream)

Nov 7: "Being Public vs. Private", John C. Carson, President & CEO, Irvine Sensors Corporation, Orange County Chapter (available live via webstream)

Nov 15: "How the CACTs and Vocational Education are helping A&D", Joe Klocko, David Gonzales, Directors, CACTs, Los Angeles Chapter (available live via

evolution in leadership from an entrepreneur/CEO/founder first headquartered at Scott and Cannon Streets in San Diego's Point Loma to a multinational organization, and the company's strategic direction for its core businesses today.

About Cubic

Cubic Corporation (NYSE:CUB) is an international provider of system and service solutions focused on the global mass transit and defense markets. Cubic is the parent company of three major business segments including transportation systems, mission support services and defense systems. The company has approximately 8,000 employees on six continents and in over 25 countries.

October 22, 2013 Meeting

- Please check-in on arrival.
- Attire is business casual.
- Parking is free--located next to both entrances to the building.
- A light continental breakfast will be available starting at 7:00am.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendee's cards.
- Flyers and other material may be placed on the receptionist's shelf for pickup before and after the meeting. Please do not distribute anything during the meeting.
- Because of the large number of attendees, introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- You are welcome to stay around and network after the meeting.

Feel free to pass this invitation on to others you think would be interested.

Event Info

Tuesday, October 22, 2013

Networking: 7:00-7:30am

Meeting: 7:30AM-9:00am

Sheppard Mullin Richter & Hampton LLP

12275 El Camino Real

Suite 200

San Diego, CA 92130-2006

Our Presenter

webstream)

Presentations Newly Available on the A&D Forum website

- **"Is Your A&D Company Part of the \$500B CYBER Loss?"**, Panel on cybersecurity, August 1, Orange County Chapter
- **"Doing Aviation Business in China"**, David Conrad, Zodiac Aerospace, August 16, Los Angeles Chapter
- **"Kratos: A Transformation Success Story"**, Ed Lake, Kratos Defense & Security Solutions, August 20, San Diego Chapter

The San Diego Chapter Steering Committee

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John D. Thomas is executive vice president and chief financial officer of Cubic Corporation. He was appointed to the position in January 2013.

Thomas joined Cubic in 1980, holding a variety of increasingly responsible executive positions within the corporation. His responsibilities include strategy, investor and public relations, corporate finance and accounting, real estate, and employee benefits. As CFO, he led the company's secondary offering, which was completed in May 2013 and was priced at a premium to filing.

He was instrumental in negotiating, structuring and financing the company's largest contract, the Prestige Public Finance Initiative contract for the Oyster® card in London. He also played a key role in the company's recent expansion into new markets for virtual training, national security, and intelligent transportation. Cubic has been consistently recognized as a top performer by Aviation Week, based on growth and performance.

Prior to joining the company, he held financial positions with Aramark Corporation and Crocker Bank.

Thomas, a certified public accountant in the state of California, received a Bachelor of Science degree in finance from San Diego State University and Master of Business Administration degree from the University of San Diego.

Thomas serves as a board member of the Walter J. and Betty C. Zable Foundation.

The Aerospace & Defense Forum is a global

aerospace and defense leadership community of over 780 individuals that provides opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

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