

### **1Q 2023 Results Presentation**

Rome

3 May 2023



Electronics



Helicopters



Aircraft



Cyber & Security



Space



Unmanned Systems



Aerostructures

# **Agenda**

- Key messages
- Financial review
- Q&A
- Sector results
- Appendix

#### Alessandro Profumo, Chief Executive Officer

Alessandra Genco, Chief Financial Officer



### Good start to the year: progressing in line with expectations

Leonardo is stronger, more resilient, sustainable and better set up to capture commercial opportunities

CONTINUED STRONG COMMERCIAL MOMENTUM AND FINANCIAL **PERFORMANCE** 



- Progressing well with our plans
  - Order intake of € 4.9 bn, up 29.3%\* with no jumbo orders included
  - Backlog at € 39.1 bn and Book-to-bill at 1.6x
  - Revenues at € 3.0 bn, up 2.6%\* YoY
  - EBITA at €119\*\* mln, up 4.4%\*\*\* in divisions and Leonardo DRS; strategic JV contribution down € 21 mln YoY
  - RoS at 3.9% in divisions and Leonardo DRS
  - FOCF at € -0.7 bn, up almost 400 million YoY
  - Continued deleveraging, with Net debt down 1.1bn vs 1Q2022
- Reconfirming 2023 guidance
- Sale of US ATM business completed
- Moody's just upgraded Leonardo to Investment Grade

<sup>\*\*\*</sup> Adjusted perimeter to exclude the contribution of Global Enterprise Solutions, the strategic JVs and Hensoldt



1Q23 Results © 2022 Leonardo - Società per azioni

<sup>\*</sup> Adjusted perimeter to exclude the contribution of Global Enterprise Solutions and including the contribution of Hensoldt in 1Q22 that was not included due to financial calendar misalignment

<sup>\*\*</sup> Adjusted perimeter to exclude the contribution of the strategic JVs and Hensoldt

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### **1Q 2023 Highlights**

- Strong commercial activity
- Continued strong demand for our products supports growing top line
- Solid profitability from all divisions with expected lower JVs contribution
- FOCF up almost € 400 mln YoY
- Moody's upgrade to Investment Grade

	1Q2022A	1Q2022 Adj. <sup>1</sup>	1Q2023	% Δ¹	
ORDERS (€bn)	3.8	3.8	4.9	+29.3%	
REVENUES (€bn)	3.0	3.0	3.0	+2.6%	
EBITA (€mIn)	132	121	105		
of whi	ch Divisions and DRS	114	119	+4.4%	
of which Strate	egic JVs and Hensoldt	7	-14	n.m.	1
FOCF (€mln)	-1.080	-1.081	-688	+36.4%	
NET DEBT (€bn)	4.8	4.8	3.7	-22.7%	

<sup>1)</sup> Adjusted perimeter to exclude the contribution of Global Enterprise Solutions and including the contribution of Hensoldt in 1Q22 that was not included due to financial calendar misalignment



### **Order Intake**

### **Confirming commercial success**

	€ mln	Δ <b>% YoY</b>
1Q2022A*	3,765	
HELICOPTERS	1,889	118.9%
ELECTRONICS EUROPE	1,624	9.1%
LEONARDO DRS	698	5.0%
AIRCRAFT	731	-6.4%
AEROSTRUCTURES	126	34.0%
ELIMINATIONS & OTHER	-200	
1Q2023A	4,868	29.3%

<sup>\*</sup>Adjusted perimeter to exclude the contribution of Global Enterprise Solutions



### Revenues

#### Strong program delivery driving top line growth

	€ mln	Δ <b>% YoY</b>
1Q2022A*	2,958	
HELICOPTERS	880	-4.7%
ELECTRONICS EUROPE	1,046	9.5%
LEONARDO DRS	530	-2.8%
AIRCRAFT	559	-2.1%
AEROSTRUCTURES	151	22.8%
ELIMINATIONS & OTHER	-132	
1Q2023A**	3,034	2.6%

<sup>\*</sup> Adjusted perimeter to exclude the contribution of Global Enterprise Solutions

<sup>\*\*</sup> Including ca. € 5 mln of negative forex



### **EBITA** and **Profitability**

Continued solid profitability from all divisions, with growing EBITA and expected €21mln lower contribution from JVs

	€ mln	RoS	∆ <b>% YoY</b>
1Q2022A*	121	4.1%	
HELICOPTERS	38	4.4%	5.6%
ELECTRONICS EUROPE	88	8.4%	17.3%
LEONARDO DRS	31	5.8%	-43.6%
AIRCRAFT	54	9.7%	+3.8%
AEROSTRUCTURES	-40	-26.8%	+13.0%
STRATEGIC JVs AND HENSOLDT	-14		n.m.
CORPORATE & OTHER	-52		
1Q2023A*	105	3.5%	-13.2%

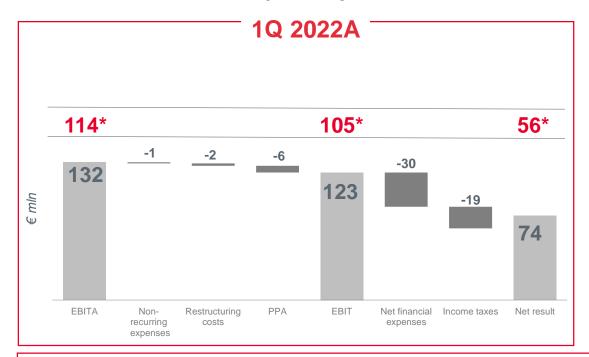
<sup>\*\*</sup> Including ca. € 2 mln of negative forex

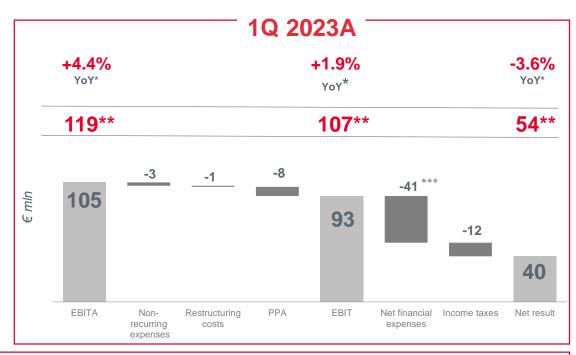


<sup>\*</sup> Adjusted perimeter to exclude the contribution of Global Enterprise Solutions and including the contribution of Hensoldt in 1Q22 that was not included due to financial calendar disalignment

#### From EBITA to Net Result

Net Result in line with last year adjusted for GES, Hensoldt and strategic JVs





- Net Result in line with last year, including the perimeter adjustment and excluding the performance of JVs accounted for in EBITA
- Stepping up cash flow: 1Q 2023 FOCF at € 688 mln, up 36.4% vs 1Q 2022 (€ 1,080 mln)
- Continuing the strong deleveraging process with Net Debt down €1.1bn vs 1Q2022

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<sup>\*</sup>Excluding the contribution of Global Enterprise Solutions, Hensoldt and Strategic JVs

<sup>\*\*</sup> Excluding the contribution of Hensoldt and Strategic JVs

<sup>\*\*\*</sup> Reflecting the performance of equity holdings

# Stepping up cash flow generation and disciplined financial strategy leading to Investment Grade

MOODY'S
UPGRADED LEONARDO TO
INVESTMENT GRADE



- On 3 May, 2023 Moody's upgraded Leonardo to Baa3, outlook stable
- The Investment Grade upgrade reflects
  - Leonardo's strong execution through the pandemic
  - Solid growth prospects for the Defence business
  - Track record of material deleveraging with a commitment to further delever the balance sheet, whilst maintaining a stable shareholder remuneration and strong growth prospects

#### 2023 Guidance Confirmed

		2022A	2023E <sup>1</sup>	
ORDERS (€bn)		17.3	ca.17	
REVENUES (€bn)	2 (W)	14.7	15-15.6	
EBITA (€mln)	€ ° [	1,218	1,260-1,310	ı
FOCF (€mIn)		539	ca. 600	
NET DEBT (€bn)		3.0	ca. 2.6 <sup>2</sup>	

- Continued solid commercial momentum, with book-to-bill>1x
- Successfully navigating inflationary pressures
- Continued improvement in FOCF and focus on deleveraging

2023 exchange rate assumptions: € / USD = 1.10 and € / GBP = 0.87



<sup>1)</sup> Based on the current assessment of the effects deriving from the geopolitical situation on the supply chain and the global economy and assuming no additional major deterioration

<sup>2)</sup> Assuming dividend payment od € 0.14 p.s. and new leases for ca 100 mln

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Alessandra Genco, Chief Financial Officer



Q&A



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Alessandro Profumo, Chief Executive Officer

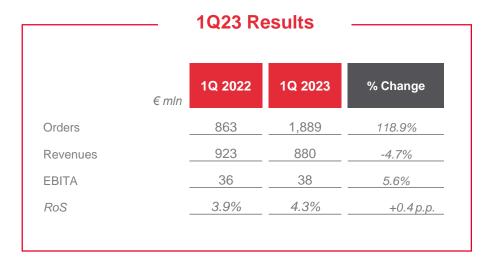
Alessandra Genco, Chief Financial Officer

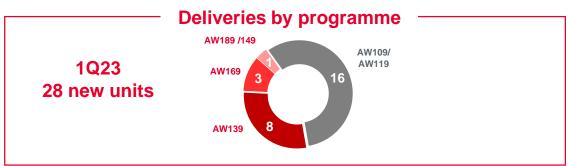


### **Helicopters**

#### **Confirmed strong performance**









#### 2023 Outlook(\*)

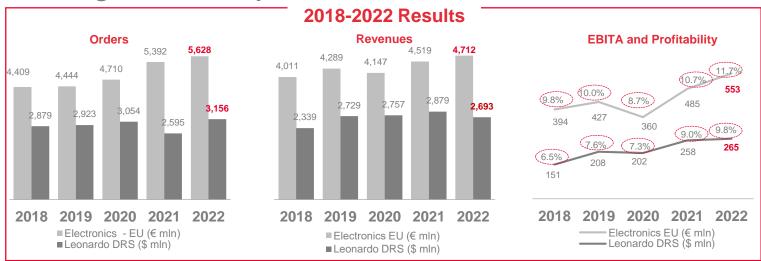
- Strong level of order intake expected both in civil and governmental; confirming increasing revenues and deliveries
- Good level of profitability supported by structured actions to offset inflationary pressure

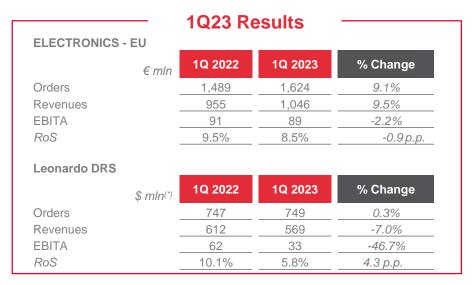
(\*) Based on the current assessment of the effects deriving from the geopolitical situation on the supply chain and the global economy and assuming no additional major deterioration

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### **Electronics**

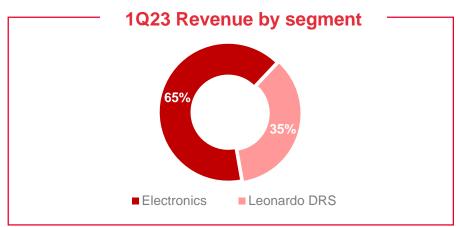
#### **Strong commercial performance**





#### 2023 Outlook(\*\*)

- Growing volumes and profitability driven by improving execution of backlog and investments
- Market dynamics still reflecting inflationary pressure and supply chain

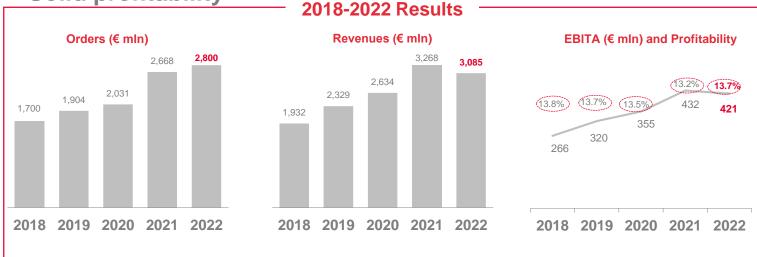


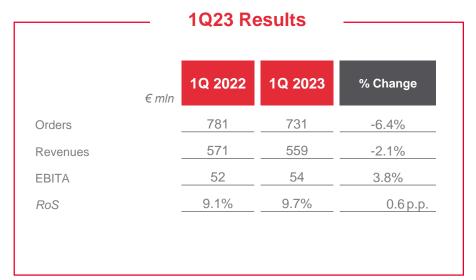
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<sup>\*</sup> Avg. exchange rate €/\$ @ 1.12 in 1Q22; Avg. exchange rate €/\$ @ 1.07 in 1Q23

<sup>\*\*</sup> Based on the current assessment of the effects deriving from the geopolitical situation on the supply chain and the global economy and assuming no additional major deterioration

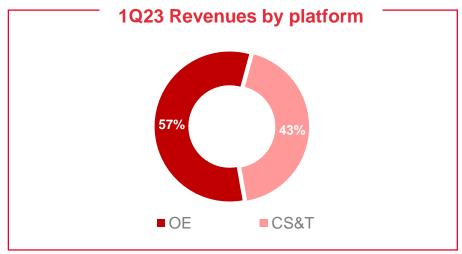
Aircraft
Solid profitability





#### 2023 Outlook(\*)

- Growing export market for proprietary platforms
- Confirming strong contribution from Fighter business lines (F-35 and Eurofighter)

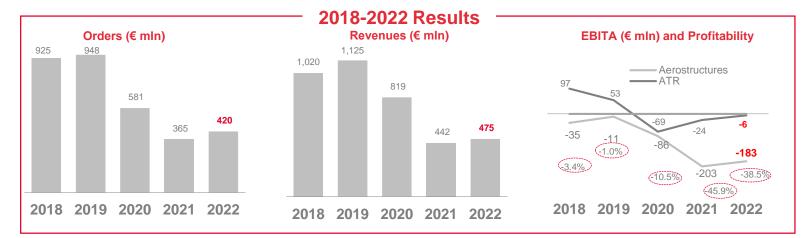


<sup>\*</sup> Based on the current assessment of the effects deriving from the geopolitical situation on the supply chain and the global economy and assuming no additional major deterioration

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### **Aerostructures and ATR**

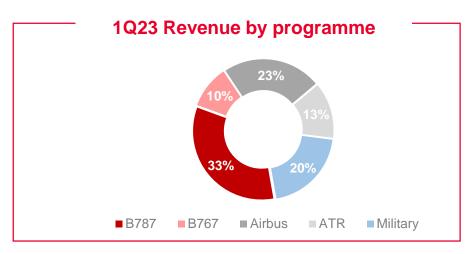
#### Recovery on track





#### **2023 Outlook**(\*)

- Increasing volume driven by increasing production rate by Airbus and Boeing 787
- Better profitability driven by higher asset utilisation
- GIE-ATR expected increase deliveries

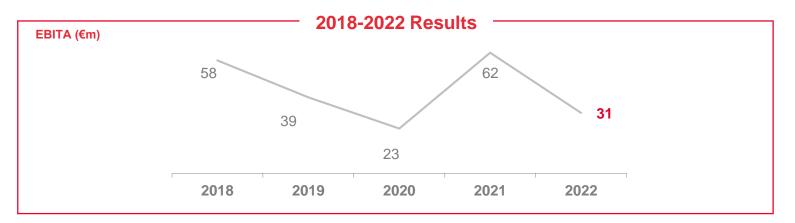


<sup>\*</sup> Based on the current assessment of the effects deriving from the geopolitical situation on the supply chain and the global economy and assuming no additional major deterioration

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### **Space**

### Manufacturing slowdown and confirmed solid performance of Satellite services





#### **2023 Outlook**(\*)

- Growing volumes driven by solid and increasing backlog
- Satellite business confirmed strong fundamentals in Europe and Latin America with top line and EBITA increase

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<sup>\*</sup> Based on the current assessment of the effects deriving from the geopolitical situation on the supply chain and the global economy and assuming no additional major deterioration

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### 1Q 2023 Results

#### **Group Performance**

€ mIn	1Q 2022	1Q 2023	% Change	FY 2022
New Orders	3,789	4,868	28.5%	17,266
Backlog	36,278	39.126	7.9%	37,506
Revenues	3,006	3,034	0.9%	14,713
EBITA	132	105	-20.5%	1,218
RoS	4.4%	3.5%	-0.9 p.p.	8.3%
EBIT	123	93	-24.4%	961
EBIT Margin	4.1%	3.1%	-1.0 p.p.	6.5%
Net result before extraordinary transactions	74	40	-45.9%	697
Net result	74	40	-45.9%	932
EPS (€ cents)	0.129	0.063	95.5%	1.623
FOCF	-1,080	-688	36.4%	539
Group Net Debt	4,788	3,699	-22,7%	3,016
Headcount	50,106	51,627	3.0%	51,392

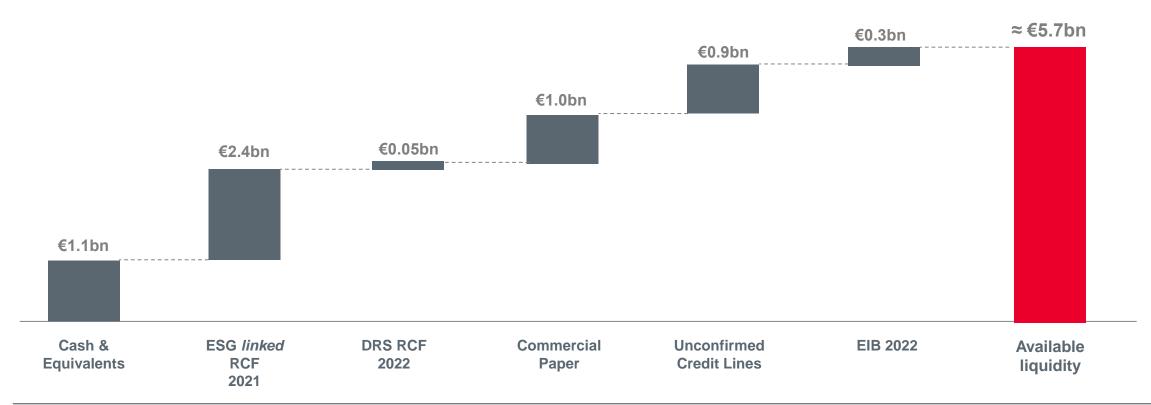
Free Operating Cash-Flow (FOCF): is the sum of the cash flows generated by (used in) operating activities (which includes interests and income taxes paid) and the cash flows generated by (used in) ordinary investment activity (property, plant and equipment and intangible assets) and dividends received



### Solid Group liquidity ensures adequate financial flexibility

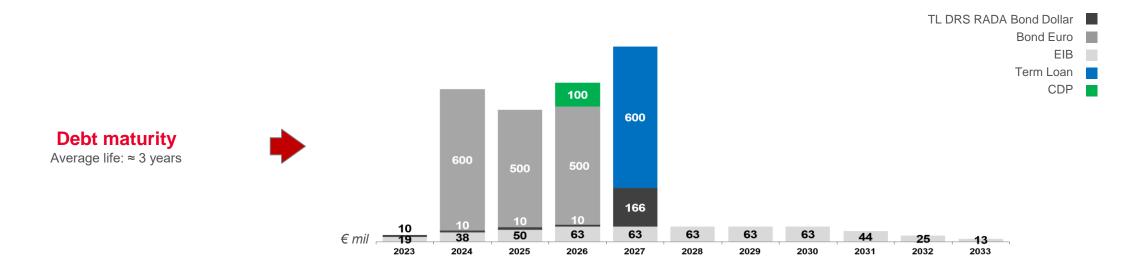
- Available credit lines
  - ESG Credit Line signed in October 2021 equal to € 2.4 bn
  - Existing unconfirmed credit lines equal to € 0.9 bn
  - Commercial Paper, signed in August 2022, equal to € 1.0 bn
  - New «Sustainability-Linked» EIB loan equal to € 0.3 bn

together with the Revolving Credit Facility signed in November 2022 by Leonardo DRS, following the merger with RADA, available for \$ 0.05bn (nominal value \$ 0.3 bn) and cash in-hands ensure a Group's liquidity of approx. € 5.7bn





# **Balanced debt maturity profile**



	As of today	Before last review	Date of review
Moody's	Baa3 / Stable Outlook	Ba1 / Positive Outlook	May 2023
S&P	BB+ / Positive Outlook	BB+ / Stable Outlook	May 2022
Fitch	BBB- / Stable Outlook	BBB- / Negative Outlook	January 2022



### **Covenants FY2022**

	FY2022A Post IFRS 16
EBITDA*	€ 1,671 mln
Net Interest	€ 104 mln
EBITDA / Net Interest	16.1
THRESHOLD	> 3.25

Group Net Debt
Leasing (IFRS 16)
Financial Debt to MBDA
Group Net Debt for Covenant
EBITDA*
Group Net Debt / EBITDA
THRESHOLD

FY2022A Post IFRS 16
€ 3,016 mln
- € 570 mln
- € 713 mln
€ 1,733 mln
€ 1,671 mln
1.0
< 3.75

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<sup>\*</sup> EBITDA net of depreciation of rights of use

#### SAFE HARBOR STATEMENT

NOTE: Some of the statements included in this document are not historical facts but rather statements of future expectations, also related to future economic and financial performance, to be considered forward-looking statements. These forward-looking statements are based on Company's views and assumptions as of the date of the statements and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Given these uncertainties, you should not rely on forward-looking statements.

The following factors could affect our forward-looking statements: the ability to obtain or the timing of obtaining future government awards; the availability of government funding and customer requirements both domestically and internationally; changes in government or customer priorities due to programme reviews or revisions to strategic objectives (including changes in priorities to respond to terrorist threats or to improve homeland security); difficulties in developing and producing operationally advanced technology systems; the competitive environment; economic business and political conditions domestically and internationally; programme performance and the timing of contract payments; the timing and customer acceptance of product deliveries and launches; our ability to achieve or realise savings for our customers or ourselves through our global cost-cutting programme and other financial management programmes; and the outcome of contingencies (including completion of any acquisitions and divestitures, litigation and environmental remediation efforts).

These are only some of the numerous factors that may affect the forward-looking statements contained in this document.

The Company undertakes no obligation to revise or update forward-looking statements as a result of new information since these statements may no longer be accurate or timely.



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