



**Quarterly Earnings Presentation** 

Q2 | 2024

July 30, 2024

### **Disclaimers**

#### **Forward-Looking Statements**

In this presentation, when using the terms the "company," "DRS," "we," "us" and "our," unless otherwise indicated or the context otherwise requires, we are referring to Leonardo DRS, Inc. This presentation contains forward-looking statements and cautionary statements within the meaning of the Private Securities Litigation Reform Act of 1995. Some of the forward-looking statements can be identified by the use of forward-looking terms such as "believes," "expects," "may," "will," "shall," "should," "could," "seeks," "aims," "strives," "targets," "projects," "guidance," "intends," "plans," "estimates," "anticipates" or other comparable terms. Forward-looking statements include, without limitation, all matters that are not historical facts. They appear in a number of places throughout this presentation and include, without limitation, statements regarding our intentions, beliefs, assumptions or current expectations concerning, among other things, financial goals, financial position, results of operations, cash flows, prospects, strategies or expectations, and the impact of prevailing economic conditions.

These statements are subject to numerous assumptions, risks, and uncertainties, many of which are outside of our control, and include the risks and uncertainties that are identified in the Risk Factors section in our latest Annual Report on Form 10-K, and in other periodic and current reports we file with the SEC. While the forward-looking statements herein reflect our current expectations, no assurance can be given that the results or events described in such statements will be achieved, and our actual results may differ materially from the results we anticipate. Our guidance for fiscal year 2024, and the other statements regarding our financial outlook are expressly made as of July 30, 2024 (the date of our second quarter 2024 earnings press release and conference call). We undertake no obligation to revise or update any of these forward-looking statements (whether as a result of new information, subsequent events or circumstances, changes in expectations or otherwise) that may arise after the date of this presentation.

#### **Non-GAAP Financial Measures**

In addition to the results reported in accordance with U.S. GAAP included throughout this presentation, the company has provided information regarding "Adjusted EBITDA," "Adjusted EBITDA Margin," "Adjusted Net Earnings" and "Adjusted Diluted Earnings Per Share" (each, a non-GAAP financial measure).

We believe the non-GAAP financial measures presented in this document will help investors understand our financial condition and operating results and assess our future prospects. We believe these non-GAAP financial measures, each of which is discussed in greater detail in the appendix, are important supplemental measures because they exclude unusual or non-recurring items as well as non-cash items that are unrelated to or may not be indicative of our ongoing operating results. Further, when read in conjunction with our GAAP results, these non-GAAP financial measures provide a baseline for analyzing trends in our underlying businesses and can be used by management as a tool to help make financial, operational and planning decisions. Finally, these measures are often used by analysts and other interested parties to evaluate companies in our industry by providing more comparable measures that are less affected by factors such as capital structure.

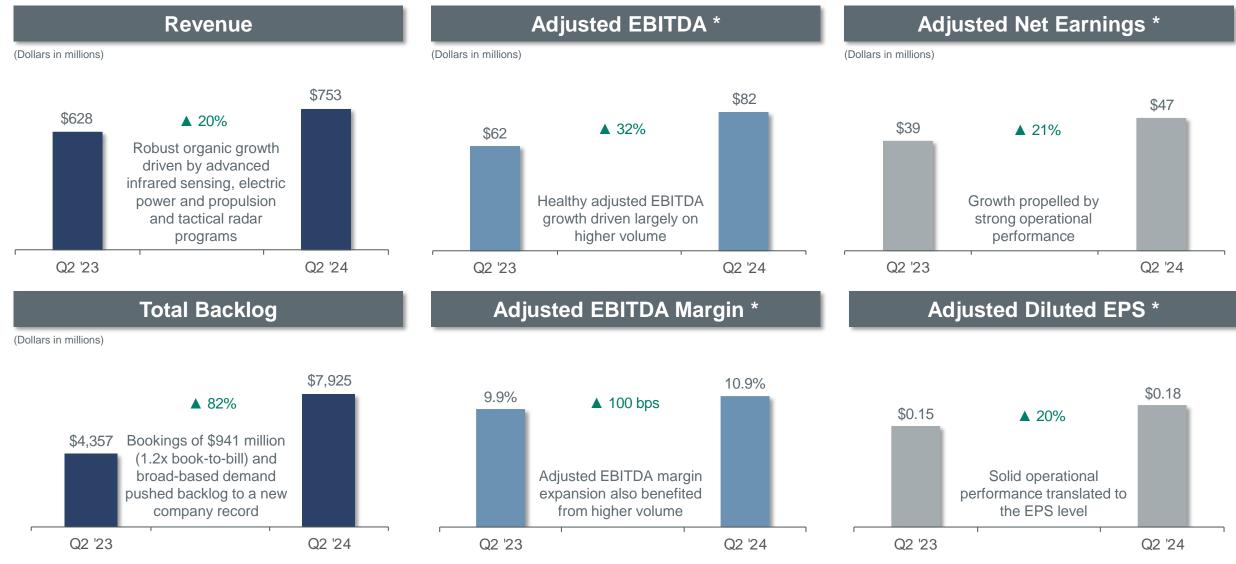
We recognize that these non-GAAP financial measures have limitations, including that they may be calculated differently by other companies or may be used under different circumstances or for different purposes, thereby affecting their comparability from company to company. In order to compensate for these and the other limitations, management does not consider these measures in isolation from or as alternatives to the comparable financial measures determined in accordance with U.S. GAAP. Readers should review the reconciliations on page 7 and should not rely on any single financial measure to evaluate our business.

# Key Messages

	1	<ul> <li>Solid momentum demonstrated by another set of remarkable quarterly results</li> <li>Delivered robust 20% organic revenue growth, well above expectations, on increased customer demand and supply chain recovery</li> <li>Adjusted EBITDA growth outpaced at 32% year-over-year and margin reflected 100 basis points of expansion</li> <li>Free cash flow generation improved over 2023 on higher net profitability and better working capital efficiency</li> </ul>
	2	<ul> <li>Broad and differentiated portfolio continues to garner steady domestic and international demand</li> <li>\$941 million of bookings, represents 1.2x book-to-bill in the quarter, which lifted backlog higher year-over-year and sequentially</li> <li>Demand remains evident across the portfolio but most notable for advanced infrared sensing, electric power and propulsion and tactical radar technologies this quarter</li> <li>Continue to sharpen competitive edge to enable long-term expansion in core and near-adjacent markets</li> </ul>
	3	<ul> <li>Unique platform agnostic portfolio and fortified market positions facilitate durable growth with attractive visibility</li> <li>Progressing new facility expansion in Charleston, SC for electric power and propulsion business</li> <li>Maintaining strategic research and development investment to unlock incremental growth vectors</li> <li>Steadfast focus on operational execution to deliver our best of breed capabilities to customers for their critical missions</li> </ul>
	4	<ul> <li>Increasing 2024 guidance across metrics to reflect year-to-date performance</li> <li>Revised revenue range implies 9% to 12% growth over last year</li> <li>Adjusted EBITDA range also increased and implies 16% to 22% growth over last year</li> <li>Adjusted diluted EPS range increased due to strong profitability, lower interest expense and taxes</li> </ul>
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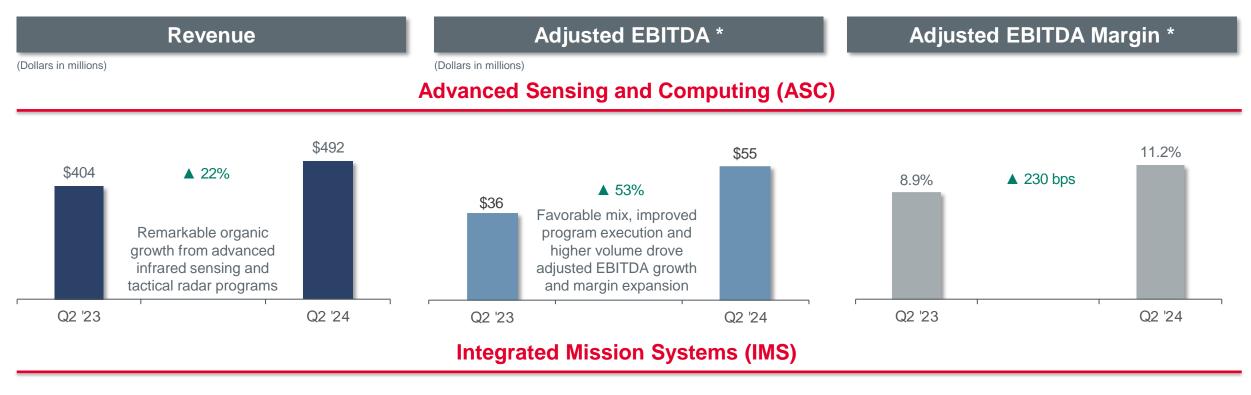
# **Q2 2024 Leonardo DRS Results Summary**

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\* See slide 7 "Non-GAAP Financial Measures" for definitions and reconciliations of the non-GAAP financial measures to the most comparable financial measures calculated and presented in accordance with GAAP

# **Q2 2024 Segment Results Summary**





## **Increasing 2024 Guidance**

#### Well Positioned for Robust Organic Growth and Driving Adjusted EBITDA Margin Expansion

Revenue	<ul> <li>Increasing revenue growth range on healthy customer demand and supply chain recovery</li> <li>Revenue achievement remains subject to the pace of material receipts, progress of labor inputs as well as the timing and level of customer orders</li> </ul>
Adjusted EBITDA	<ul> <li>Continue to anticipate strong margin improvement largely driven by transition from development to production on Columbia Class</li> <li>Less favorable program mix in increased revenue output and less efficient program execution constraining some of the previously expected margin benefit</li> </ul>
Adjusted Diluted EPS	<ul> <li>Strong operational performance coupled with reduced interest expense and a lower effective tax rate resulting in higher adjusted diluted EPS</li> <li>Effective tax rate now expected to be 20.5% for the year</li> <li>Diluted shares outstanding held constant from prior guidance</li> </ul>
Other Modeling Items	<ul> <li>Maintaining 80% free cash flow conversion of adjusted net earnings</li> <li>Fourth quarter expected to contribute significantly to full year revenue, adjusted EBITDA, adjusted net earnings and free cash flow</li> </ul>

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2024 Guidance	Current	Prior
Revenue	\$3,075 - \$3,175	\$2,925 - \$3,025
% ∆ from 2023	9% - 12%	4% - 7%
Adjusted EBITDA *	\$375 - \$395	\$365 - \$390
% ∆ from 2023	<b>JA</b> * \$375 - \$395 \$365 - \$390 16% - 22% 13% - 20%	
Tax Rate	20.5%	22.5%
Diluted Shares Outstanding	268.0	268.0
Adjusted Diluted EPS *	\$0.82 - \$0.88	\$0.74 - \$0.82
% ∆ from 2023	12% - 21%	1% - 12%

(In millions, except per share amounts)

<sup>\*</sup> The company does not provide a reconciliation of forward-looking adjusted EBITDA and adjusted diluted EPS, due to inherent difficulty in forecasting and quantifying the non-GAAP exclusions that are necessary for such reconciliation without 6 unreasonable effort. Material changes to any one of these items could have significant effect on future GAAP results

### **Non-GAAP Financial Measures**

#### **Definitions and Reconciliations**

In addition to the results reported in accordance with U.S. GAAP included throughout this presentation, the company has provided information regarding "Adjusted EBITDA," "Adjusted EBIT

Adjusted EBITDA and Adjusted EBITDA Margin are defined as net earnings before income taxes, interest expense, amortization of acquired intangible assets, depreciation, deal-related transaction costs, restructuring costs and other one-time non-operational events (which include non-service pension expense, legal liability accrual reversals and foreign exchange impacts), then in the case of adjusted EBITDA margin dividing adjusted EBITDA by revenues.

Adjusted Net Earnings and Adjusted Diluted EPS are defined as net earnings excluding amortization of acquired intangible assets, deal-related transaction costs, restructuring costs and other one-time non-operational events (which include non-service pension expense, legal liability accrual reversals and foreign exchange impacts), and the related tax impacts, then in the case of adjusted diluted EPS dividing adjusted net earnings by the diluted weighted average shares outstanding.

(In millions, average new algories are average)

(Dollars in millions)			
	Three Months	Three Months Ended June 30,	
	June 30		
	2024	2023	
Net earnings	\$38	\$35	
Income tax provision (benefit)	9	(2)	
Interest expense	7	9	
Amortization of intangibles	6	5	
Depreciation	17	15	
Deal related transaction costs	3	1	
Restructuring costs	1	8	
Other one-time non-operational events	1	(9)	
Adjusted EBITDA	\$82	\$62	
Adjusted EBITDA Margin	10.9%	9.9%	

		Three Months Ended June 30,	
	2024	2023	
Net earnings	\$38	\$35	
Amortization of intangibles	6	5	
Deal related transaction costs	3	1	
Restructuring costs	1	8	
Other one-time non-operational events	1	(9)	
Tax effect of adjustments (1)	(2)	(1)	
Adjusted Net Earnings	\$47	\$39	
Diluted weighted average common shares	267.457	263.675	
Diluted earnings per share	\$0.14	\$0.13	
Adjusted Diluted EPS	\$0.18	\$0.15	