



Leonardo Helicopters

Partnership and opportunities in Peacekeeping / Humanitarian Operations

Francesco Barontini – VP International Government Export Support

Istanbul - 15th Global Humanitarian Aviation Conference & Exhibition

12 October 2023



Electronics



Helicopters



Aircraft



Cyber &
Security



Space



Unmanned
Systems



Aerostructures

LEADER IN AEROSPACE, DEFENCE AND SECURITY

Leonardo is a global company that develops multi-domain operational capabilities in the Aerospace, Defence and Security sector, with an integrated offer of high-technology solutions for military and civil applications.

BUSINESS SECTORS

HELICOPTERS



- › Helicopters Division
- › PZL-ŚWIDNIK (100%)
- › Kopter (100%)
- › Leonardo UK/Helicopters (100%)
- › NH Industries (32%)

AERONAUTICS



- › Aircraft Division
- › Aerostructures Division
- › ATR* (50%)
- › Eurofighter GmbH (21%)

DEFENCE ELECTRONICS & SECURITY



- › Electronics Division
- › Cyber & Security Solutions Division
- › Leonardo DRS (80.9%)
- › Leonardo UK/Electronics/Cyber (100%)
- › MBDA* (25%)
- › Hensoldt (25.1%)
- › Elettronica (31.3%)
- › Larimart (60%)

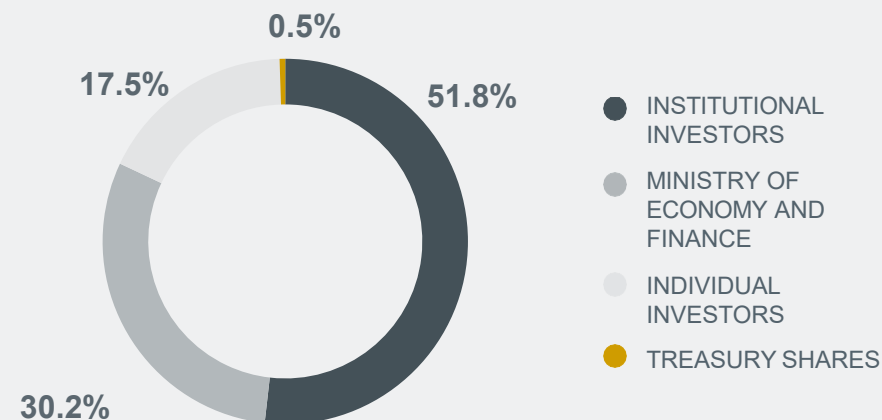
SPACE



- › Telespazio* (67%)
- › Thales Alenia Space* (33%)
- › AVIO (29.63%)

* Joint venture | % Leonardo's share

SHAREHOLDER COMPOSITION*

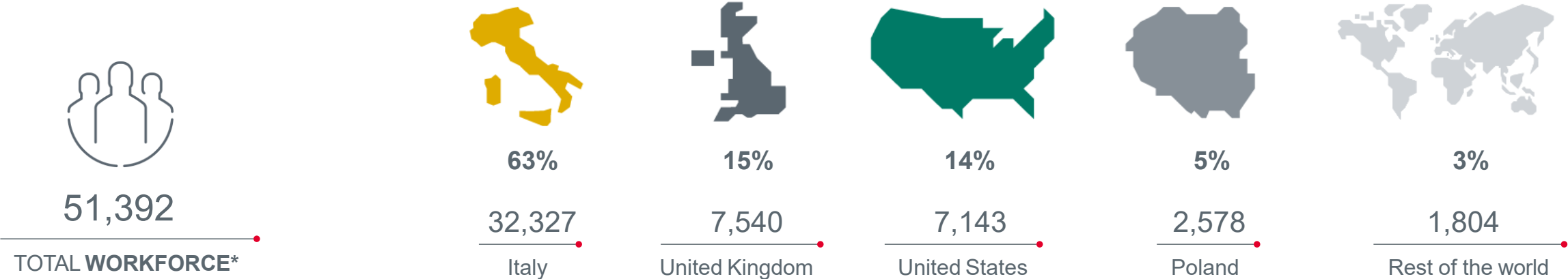


* LEONARDO 2022 ANNUAL REPORT SUMMARY



INTERNATIONAL FOOTPRINT

Leonardo is the leading Italian industrial company and one of the major Aerospace, Defence and Security players in the world. The Company has a solid industrial base in four domestic markets, a global commercial network, strategic partnerships and collaborations in the most important international programmes.



4

Domestic markets
(Italy, Poland, UK, US)

86%

of 2022 revenues comes
from international markets



*As of December 31, 2022



2022 RESULTS DELIVERED

2022 results confirmed the sector's fundamental strength, achieving good sales performance (with solid book-to-bill above one) and revenue volumes contributing above 30% to those of the group.



€ 4.6 BN

REVENUES



€ 6.1 BN

ORDERS



€ 415 M

EBITA

9.1%

EBITA MARGIN



€ 253M

INVESTMENTS



CLEAR VISION: GLOBAL INNOVATIVE PLAYER IN THE VERTICAL FLIGHT INDUSTRY, WITH A STRONG POSITIONING ACROSS REFERENCE MARKETS

Three paramount elements support Leonardo Helicopters leadership



ENTIRE VALUE CHAIN CONTROL

preliminary phases of **concept design** up to the **provision of turn-key support solutions**

CORE COMPETENCIES



EFFECTIVE AND INTEGRATED INDUSTRIAL MODEL

deployed by **centres of excellence**, each one with **key skills** and oriented to **digitisation** and **sustainability**

INDUSTRIAL PROCESSES

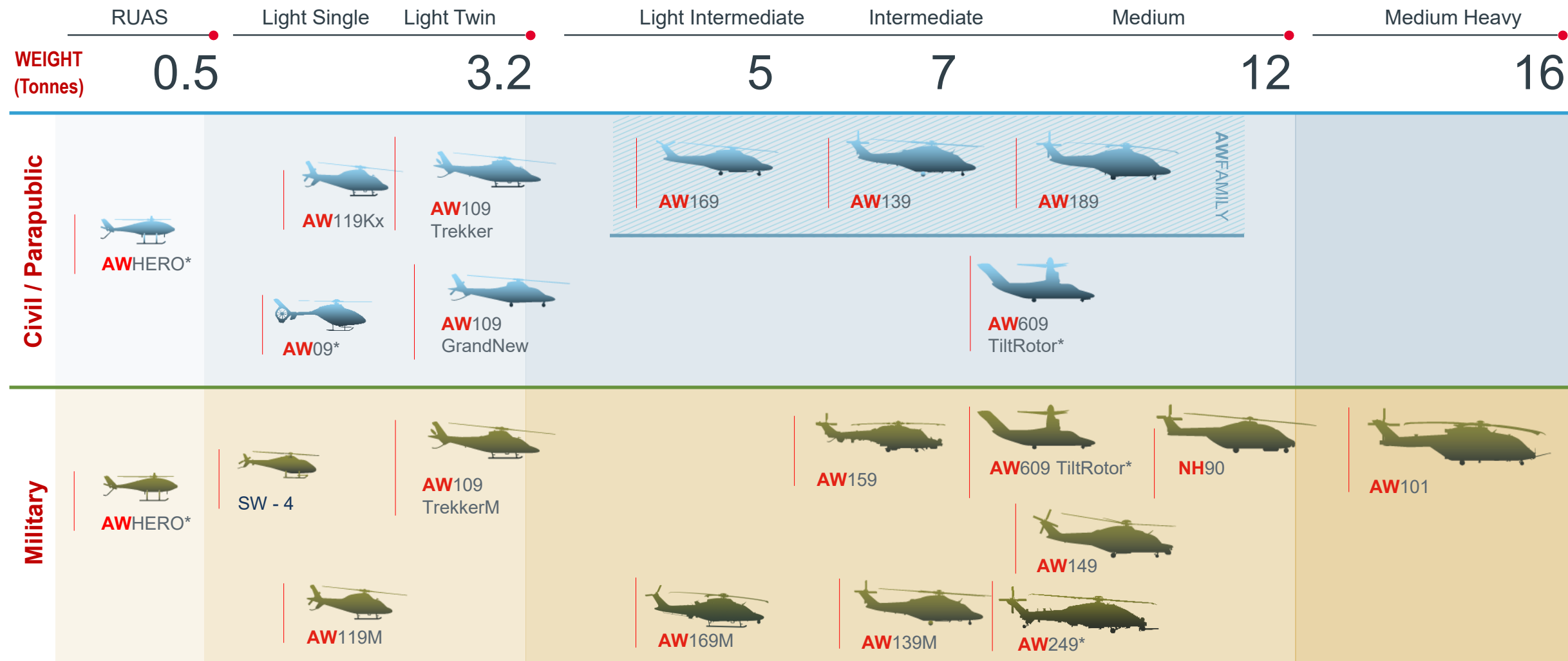


EXTENDED AND MODERN PRODUCT PORTFOLIO

mix of **specialised** and **dual-use** helicopters and services capable of **matching military and civil mission requirements**, today and in the future

PRODUCTS AND SERVICES

EXTENSIVE PRODUCT RANGE OVER THE ENTIRE WEIGHT CLASS SPECTRUM



* Latest addition to the product range



GLOBAL PLAYER PARTNERING WITH CUSTOMERS ALL OVER THE WORLD

More than just an Original Equipment Manufacturer, we are a business partner and total capability provider, delivering the highest quality of Customer service and training solutions.

4,500+ HELICOPTERS *operated by* **1,500+** CUSTOMERS *in* **~150** COUNTRIES



GLOBAL REACH:

Our Customers spread over every continent can rely on a capillary network of assistance, support and training services and turn-key solutions for all applications. Our service offer is based on **4 main Customer-centric pillars**

CUSTOMER CENTRIC
approach meets Customer requirements and secures the long-term sustainability of the business

FIRST CLASS PROCESSES
guarantee excellent end-to-end support services

DIGITAL SERVICES
maximise safety and Customer value co-creation

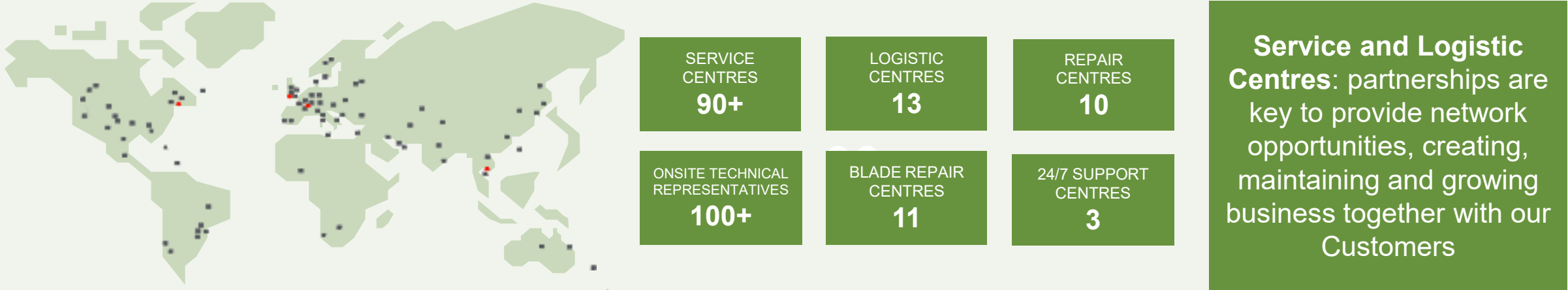
ADVANCED TRAINING SOLUTIONS
elevate and improve the Customer experience, supporting every phase of training and satisfying all mission types



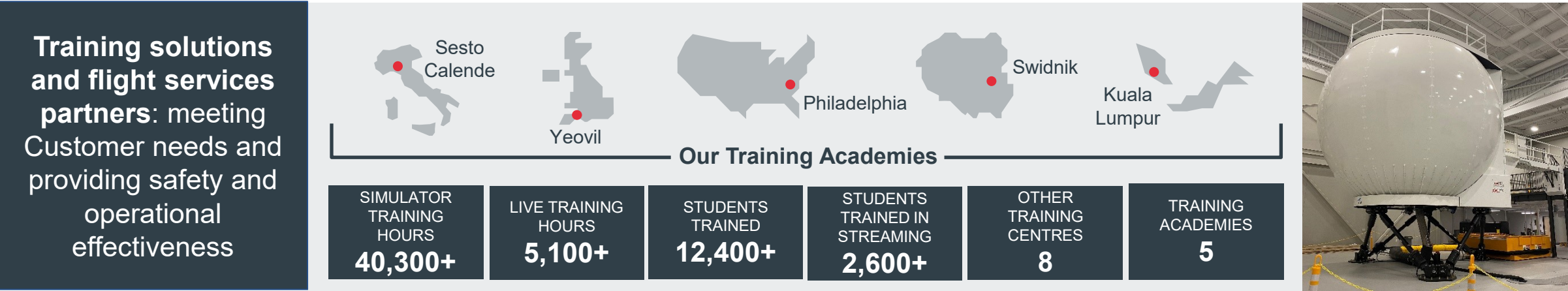
INTEGRATED SUPPORT AND TRAINING NETWORK TO ENHANCE CUSTOMERS INTIMACY

Our global network delivers direct access to our support and training services everywhere, anytime.

SUPPORT & SERVICE NETWORK



TRAINING NETWORK



LEONARDO HELICOPTERS VALUE FOR THE MARKET

- Design, production and management of the **entire system helicopter cycle**
- Extensive range in all helicopter **weight categories**
- **Dual use** helicopters
- **A Family of helicopters** (AW139, AW169, and AW189) with the same design philosophy and the same certification and safety standards
- Development of innovative technologies and platforms (**AW609 tiltrotor** and **remotely controlled/optionally piloted helicopters**)
- Logistic and maintenance **customer support**
- **Training** courses



LEONARDO SERVICE OPPORTUNITIES TO MEET UN PEACEKEEPING REQUIREMENTS



- Falco EVO ISR Service operations
- Cargo Drone Logistic Service
- Fixed-Wing Air Transport Service
- Rotary-Wing Air Transport Service
- Cyber and Security Protection Systems



AW139 & AW189 Distinctive Capabilities for UN Operations

- **High useful load / payload** for **passengers/troops**, **materials** and **mission equipment**
- **Effective Utility** operations, thanks to **high capacity cargo hook** equipment
- **Large** and **regular** cabin, **dedicated** baggage compartment
- **Wide** sliding cabin doors, for **easy ingress/egress** of personnel, stretchers, equipment, goods
- **Compact external dimensions**, to operate also in confined areas
- **Proven capability** to operate on **unprepared / soft surfaces**
- **True multirole / multi-mission** flexibility and versatility
- **Maximum safety** for crew and passengers
- **Glass cockpit**, enhancing crew safety and situational awareness
- **All-weather / NVG** capability for overnight / low visibility missions
- **Excellent Hot & High** performance, **unrivalled speed**

AW139



AW189



Safety by Design: Compliant with the most Recent Certification Standards



Certification Basis including:

- Fatigue evaluation of Structures
- Lightning and Static Electricity Protection
- Bird Strike
- Gearbox dry-run tests
- Inertial Load Factors for Seats and Structures
- Fuel System Crash Resistance
- ...

MI-17



1960s

AW139



2002

AW189



2008

DESIGN SAFETY



LEONARDO HELICOPTERS SOLUTIONS (1/2)

- LEONARDO Helicopters Division (LHD) is dedicating increased interest to the UN commercial opportunities and has initiated a feasibility study to assess the potential utilization of Leonardo transport helicopters in supporting UN Peacekeeping / Humanitarian operations
- LHD cannot bid on its own, but is constantly in contact with certified Air Service Operators (ASO) to increase their awareness on UN commercial solicitations
- Preowned helicopters, such as AB412 and AW139 previously adopted for SAR operations by various Italian Gov. Agencies could also be made available to ASO Operators in case of interest



LEONARDO HELICOPTERS SOLUTIONS (2/2)

- LHD received the following feedback from the ASO Helos Operators with emphasis on:
 - financial (leasing) constraints, contractual expectations and costs (mobilization, demobilization, hourly rates, monthly rates, and infrastructure overheads) should be considered in the UN contract structure;
 - UN has been focused so far on bid compliances, directly linked to strict contract definitions such as aircraft numbers and flight hours more than on effective and safe operational performances.

- ASO Operators' possible future responses to UN commercial solicitations are thus primarily focused in supporting the UN PK and Humanitarian mandate, but also strictly tied to profitability of the business model. i.e. short term mandated contracts (2/3 years) attract low encouragement for commercial Operators to introduce newer and more capable aircraft





THANK YOU
FOR YOUR ATTENTION

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