



AEROSPACE



MARINE SYSTEMS



COMBAT SYSTEMS



TECHNOLOGIES

GENERAL DYNAMICS

First-Quarter 2023 Highlights

April 26, 2023

Forward-Looking Statements; Non-GAAP Measures

This presentation contains forward-looking statements (FLS), including statements about the company's future operational and financial performance, which are based on management's expectations, estimates, projections and assumptions. Words such as "expects," "anticipates," "plans," "believes," "forecasts," "scheduled," "outlook," "estimates," "should" and variations of these words and similar expressions are intended to identify FLS. In making FLS, we rely on assumptions and analyses based on our experience and perception of historical trends; current conditions and expected future developments; and other factors, estimates and judgments we consider reasonable and appropriate based on information available to us at the time. FLS are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, as amended. FLS are not guarantees of future performance and involve factors, risks and uncertainties that are difficult to predict. Actual future results and trends may differ materially from what is forecast in the FLS. All FLS speak only as of the date they were made. We do not undertake any obligation to update or publicly release revisions to FLS to reflect events, circumstances or changes in expectations after the date of this presentation. Additional information regarding these factors is contained in the company's filings with the SEC, and these factors may be revised or supplemented in future SEC filings.

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First-Quarter 2023 Financial Highlights

\$ In Millions, Except EPS

	1Q 2023	Δ 1Q 2022
Revenue	\$ 9,881	 5.2%
Operating Earnings	938	 3.3%
Operating Margin	9.5%	 -20 bps
Net Earnings	730	—
EPS, Diluted	2.64	 1.1%

	1Q 2023
Cash From Operations	\$ 1,462
% Net Earnings	200%
Free Cash Flow *	1,301
% Net Earnings	178%

Total Backlog	\$ 89,825	 3.0%
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Aerospace – First-Quarter 2023 Highlights



- Record quarterly revenue for aircraft services
 - Double digit year-over-year increase in maintenance and FBO services
- Supply chain disruptions impacted aircraft deliveries and manufacturing efficiency

Combat Systems – First-Quarter 2023 Highlights



- Orders at their highest level in more than eight years
 - Strong demand for munitions
 - International customers drove combat vehicle orders
- Significant revenue growth from MPF and Stryker SHORAD programs
- Operating earnings grew 7.9% on improved margins

Marine Systems – First-Quarter 2023 Highlights



- Revenue increased 12.9%, led by Columbia-class program
 - Columbia construction remains on track, with first boat ~33% complete
- Steady progress on T-AO oilers and DDG-51 destroyers
- Virginia-class submarine supply chain disruptions weigh on margins

Technologies – First-Quarter 2023 Highlights



- Revenue increased 2.5%
 - GDIT delivered highest quarterly revenue in four years
 - Mission Systems delivered stronger than expected results
- Operating margins influenced by mix
 - GDIT generated highest quarterly earnings in four years
- Significant awards and strong win rate for GDIT increased Estimated Contract Value
 - \$4.5 billion Air Force IDIQ award (two awardees) for mission critical infrastructure support services
 - \$1.7 billion Army award for flight simulation and training services

GENERAL DYNAMICS