Investor Day Grottaglie

Alenia Aeronautica

Luca Egidi, CFO

May 16th, 2007
## Main Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>2006</th>
<th>2005</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>1.908</td>
<td>1.789</td>
<td>119</td>
</tr>
<tr>
<td>EBIT</td>
<td>203</td>
<td>166</td>
<td>37</td>
</tr>
<tr>
<td>ROS</td>
<td>10.6%</td>
<td>9.3%</td>
<td>1.3%</td>
</tr>
<tr>
<td>Net Invested Capital</td>
<td>268</td>
<td>264</td>
<td>4</td>
</tr>
<tr>
<td>Net Financial Position</td>
<td>542</td>
<td>456</td>
<td>86</td>
</tr>
<tr>
<td>Orders</td>
<td>2.634</td>
<td>3.230</td>
<td>(596)</td>
</tr>
<tr>
<td>Backlog</td>
<td>7.538</td>
<td>6.865</td>
<td>674</td>
</tr>
<tr>
<td>Employees</td>
<td>12.135</td>
<td>11.198</td>
<td>937</td>
</tr>
</tbody>
</table>
## Financial Outlook: first quarter 2007

### Main Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>March 31th 2007</th>
<th>March 31th 2006</th>
<th>∆ 1° Q 2007 vs 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>412</td>
<td>409</td>
<td>3</td>
</tr>
<tr>
<td>EBIT</td>
<td>20</td>
<td>15</td>
<td>5</td>
</tr>
<tr>
<td>ROS</td>
<td>4.9%</td>
<td>3.8%</td>
<td>1.1%</td>
</tr>
<tr>
<td>Net Invested Capital</td>
<td>745</td>
<td>645</td>
<td>99</td>
</tr>
<tr>
<td>Net Financial Position</td>
<td>68</td>
<td>106</td>
<td>(38)</td>
</tr>
<tr>
<td>Orders</td>
<td>667</td>
<td>430</td>
<td>238</td>
</tr>
<tr>
<td>Backlog</td>
<td>7,866</td>
<td>6,936</td>
<td>930</td>
</tr>
<tr>
<td>Employees</td>
<td>12,687</td>
<td>11,364</td>
<td>1,323</td>
</tr>
</tbody>
</table>
Revenues Breakdown and Target
Actual 2006 and Forecast 2010

REVENUES 2006: 1.908,2 Euro Mln

REVENUES 2010:
Increase 90-100% vs Revenues 2006
Highlights: Orders and Backlog becoming global...

ORDERS 2004: EUR 3.3 bn
- Italy 85%
- USA 5%
- EU 8%
- Rest of World 3%

ORDERS 2005: EUR 3.2 bn
- Italy 30%
- USA 43%
- EU 10%
- Rest of World 17%

ORDERS 2006: EUR 2.6 bn
- Italy 18%
- USA 33%
- EU 29%
- Rest of World 20%

ORDERS 2005:
- Military 34%
- Civil 66%
- EFA Tranche II 2.1 bn
- B787 Program 1.2 bn

ORDERS 2006:
- Military 39%
- Civil 61%

BACKLOG 2004: EUR 5.4 bn
- Military 94%
- Civil 6%

BACKLOG 2005: EUR 6.9 bn
- Military 70%
- Civil 30%

BACKLOG 2006: EUR 7.5 bn
- Military 61%
- Civil 39%
Efficiency programs of Finmeccanica Group

Roadmap for achieving improved performance

- Review of industrial processes and launch efficiency programmes for procurement, production & logistics
- Complete integration plans
- Simplify Group structure and review G&A processes
- Increase profitability
- Reduce working capital
- Reduce industrial and SG&A costs
- Self-fund product investment
- Focus on winning high margin orders
- Reductions in G&A, IT, commercial costs etc
- Extend procedures to cover entire life cycle of contract
- Cost efficiencies to drive MBO remuneration across Group
Guide-line of improvement in Aeronautics

ACHIEVE IMPROVED PERFORMANCE THROUGH:

CONTINUOUS IMPROVEMENT

- Internal Costs
  - Reduce G&A, IT and commercial costs
  - Reduce industrial costs (a new performance bonus for blue and white collar introduced starting 1.1.2007)
  - Reduce work in progress

- External Direct Costs
  - Renegotiation of contracts
  - Limit the expected growth of raw materials market index

STRUCTURAL PROJECTS

- Engineering
  - Review processes, systems and competences to manage a new plan of make or buy

- Production and supply chain
  - Review of make/buy policy, to front volume increase and improve the profitability of programs
  - Review/Rationalization of production support activities (Logistics…)

- Logistic Support
  - Integrated/centralized management of the logistical support to the different C27J air fleets