GENERAL DYNAMICS

Second-Quarter 2024 Highlights and Outlook Update

July 24, 2024

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.

In addition, this presentation contains some financial measures not prepared in accordance with U.S. generally accepted accounting principles (GAAP). While we believe these non-GAAP metrics provide useful information for investors, there are limitations associated with their use, and our calculations of these metrics may not be comparable to similarly titled measures of other companies. Non-GAAP metrics should not be considered in isolation from, or as a substitute for, GAAP measures. Reconciliations to comparable GAAP measures and other information relating to our non-GAAP measures is included in our earnings press release or other filings with the SEC, which are available on our investor relations page at http://investorrelations.gd.com.

Second-Quarter 2024 Financial Highlights

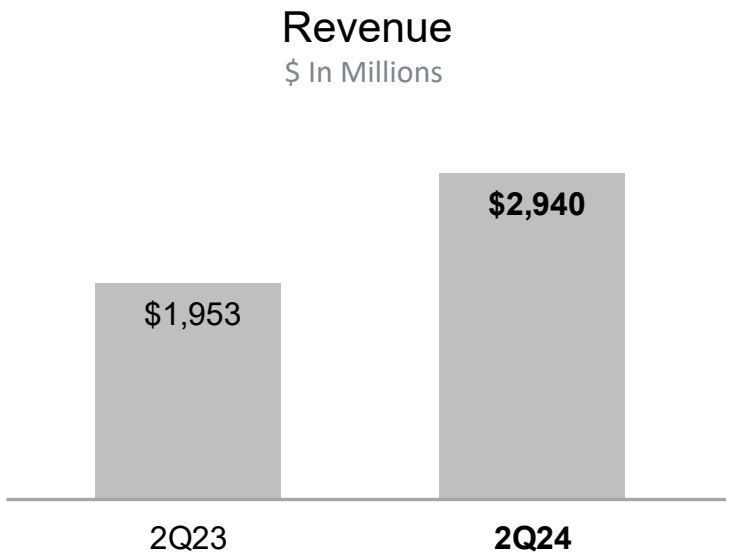
$ In Millions, Except EPS

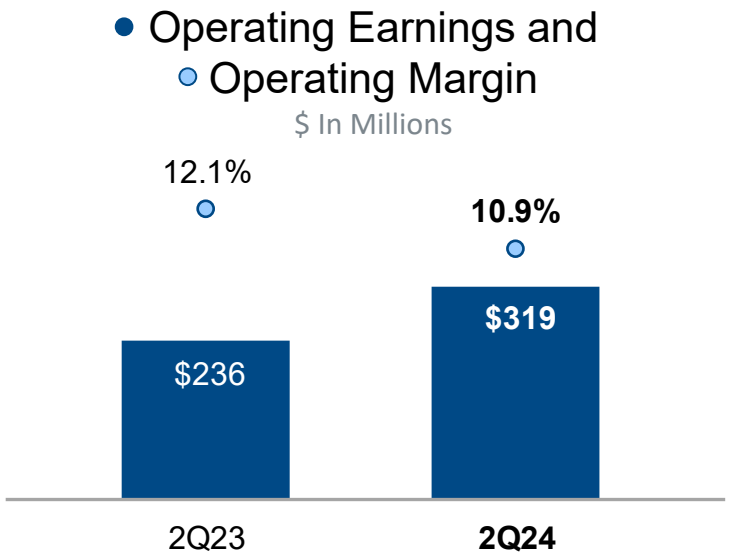
	Second Quarter		
	2024	2023	**2Q24 vs. 2Q23**
Revenue	**$ 11,976**	$ 10,152	↑ 18.0%
Operating Earnings	**1,156**	962	↑ 20.2%
Operating Margin	**9.7%**	9.5%	↑ 20 bps
Net Earnings	**905**	744	↑ 21.6%
EPS, Diluted	**3.26**	2.70	↑ 20.7%
Cash From Operations	**$ 814**	$ 731	↑ 11.4%
Free Cash Flow *	**613**	519	↑ 18.1%

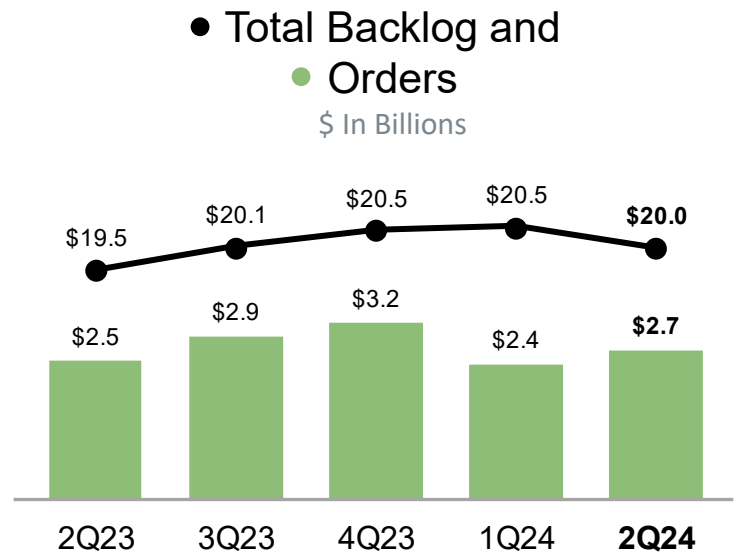
Strong, Robust Growth

* See our earnings press release regarding this non-GAAP measure

Aerospace – Second-Quarter 2024 Highlights

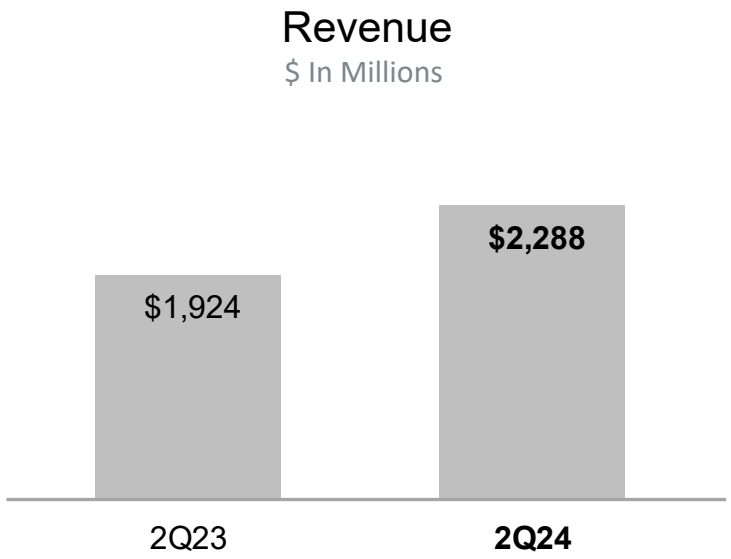


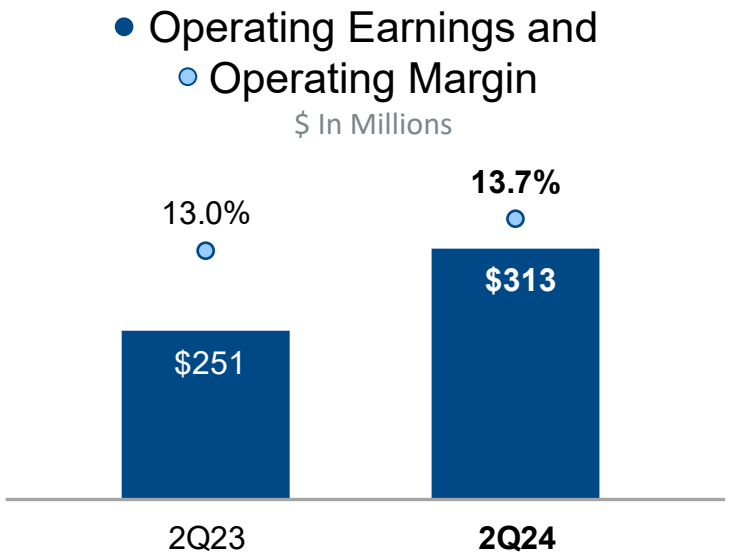


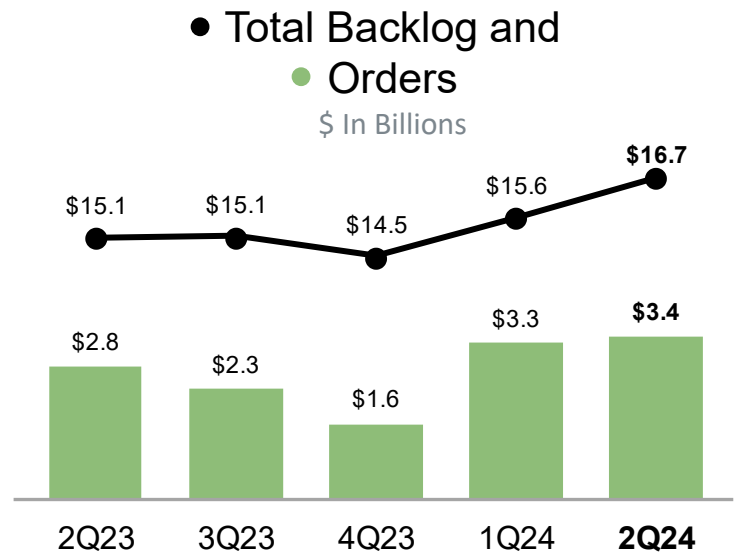


- Strong quarterly revenue with 51% growth
  - Driven by new aircraft and aircraft services
- First G700s delivered in 2Q24
- EASA certification received
- Orders of $2.7B, up 10% sequentially and 8% year-over-year

Combat Systems – Second-Quarter 2024 Highlights

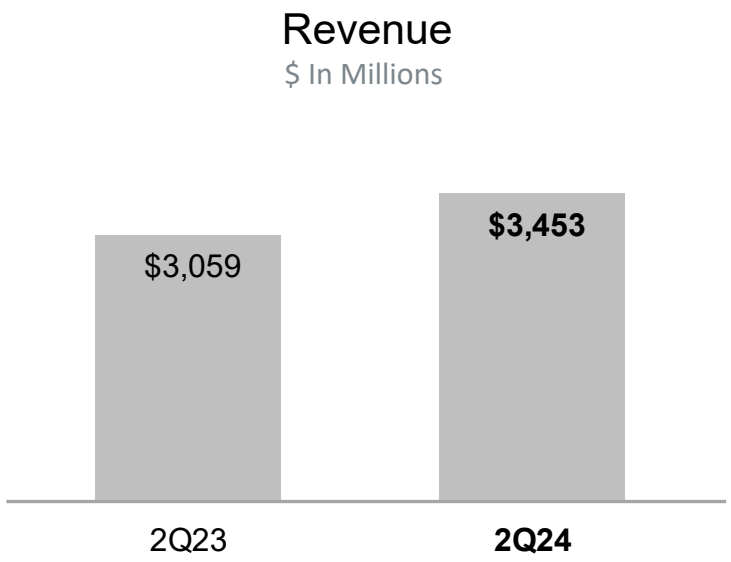


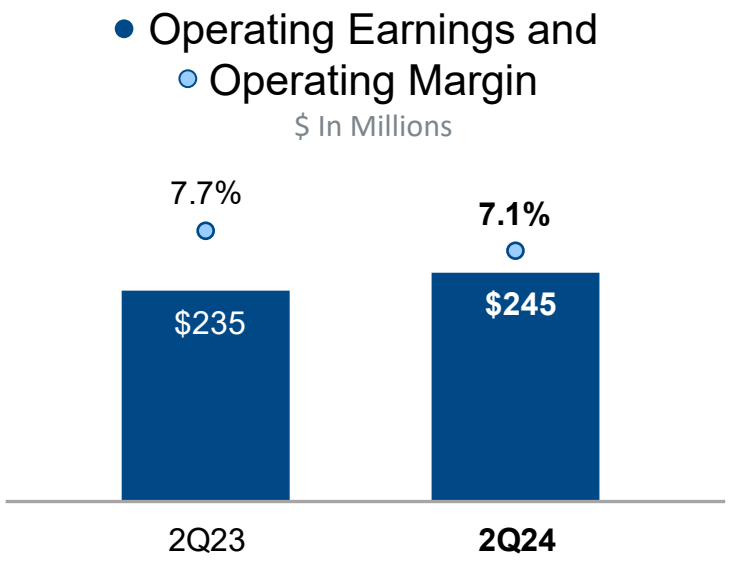


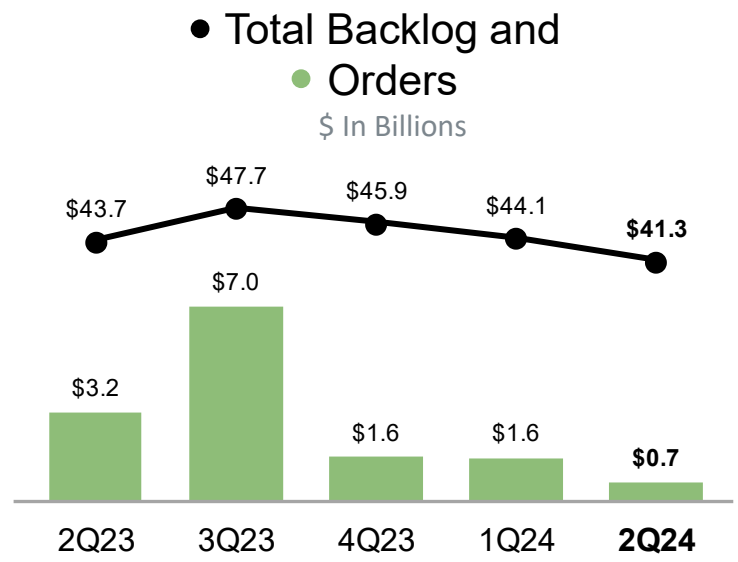


- Revenue up 19% and earnings up 25% year-over-year
- Backlog grew to $16.7B on $3.4B of orders
  - Highest order quarter since 2014
  - Book-to-bill of 1.5x for 2Q and 1.2x for the trailing twelve months
- Notable 2Q awards:
  - $1.9B max potential to provide armored vehicles and logistics support services to the Canadian Army
  - $325M for the third phase of low-rate initial production of the M10 Booker Combat Vehicle

Marine Systems – Second-Quarter 2024 Highlights

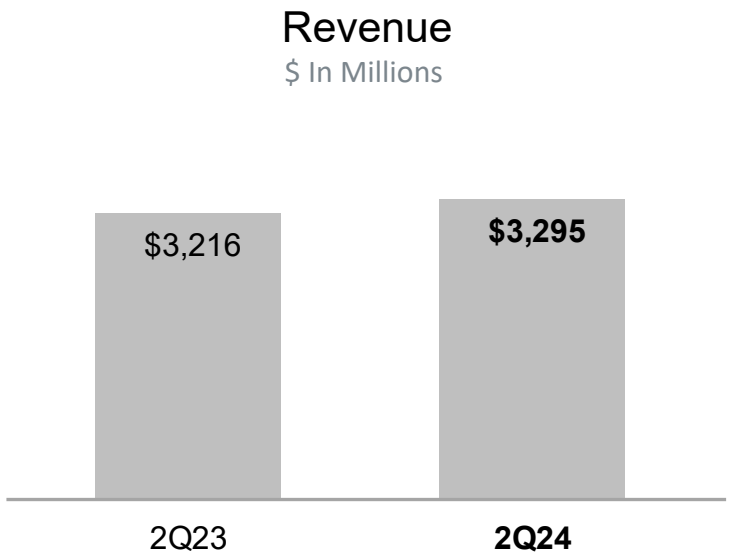


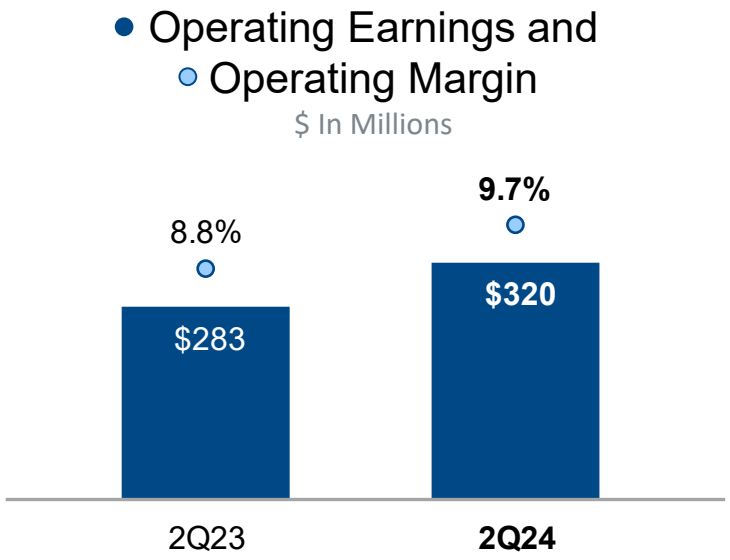


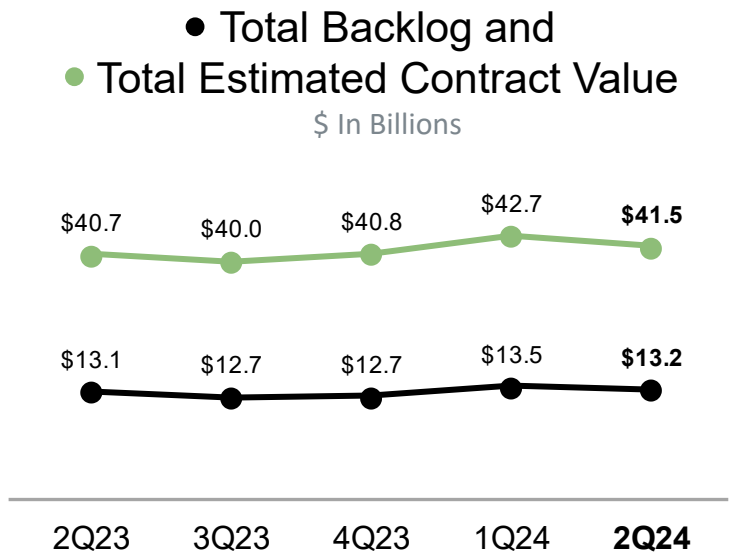


- 13% increase in quarterly revenue
  - Driven by the Columbia-class and increased Virginia-class programs
- Steady incremental improvement in yards' productivity
- Notable 2Q awards:
  - $1.1B max potential for planning yard services for the Arleigh Burke-class (DDG-51) guided-missile destroyer program

Technologies – Second-Quarter 2024 Highlights







- Earnings up 13% year-over-year
- Notable 2Q awards:
  - $525M max potential to support the North Carolina Department of Health and Human Services Medicaid Management Information System
  - $285M max potential from the Centers for Medicare and Medicaid Services (CMS) to support the Benefits Coordination & Recovery Center
  - $185M max potential to provide cybersecurity services to the U.S. Air Force

2024 Financial Guidance Comparisons

	2023 Actual		January 2024 Guidance		July 2024 Guidance	
EPS, diluted	$12.02		$14.35 – 14.45		$14.40 – 14.50	
	Revenue ($B)	Operating Margin	Revenue ($B)	Operating Margin	Revenue ($B)	Operating Margin
Aerospace	$8.6 111 deliveries	13.7%	≈ $12.0 ≈ 160 deliveries	≈ 15.0%	≈ $12.7 ≈ 160 deliveries	≈ 14.0%
Marine Systems	$12.5	7.0%	≈ $12.8 – 12.9	≈ 7.6%	≈ $13.4 – 13.8	≈ 7.4%
Combat Systems	$8.3	13.9%	≈ $8.5	≈ 14.4%	≈ $8.7	≈ 14.4%
Technologies	$12.9	9.3%	≈ $13.0	≈ 9.5%	≈ $13.0	≈ 9.5%
Consolidated	$42.3	10.0%	$46.3 – 46.4	≈ 11.0%	$47.8 – 48.2	≈ 10.7%

GENERAL DYNAMICS