



ROLLS-ROYCE 2023 CAPITAL MARKETS DAY

SAFE HARBOUR STATEMENT

This announcement contains certain forward-looking statements.

These forward-looking statements can be identified by the fact that they do not relate only to historical or current facts. In particular, all statements that express forecasts, expectations and projections with respect to future matters, including trends in results of operations, margins, growth rates, overall market trends, the impact of interest or exchange rates, the availability of financing to the Company, anticipated cost savings or synergies and the completion of the Company's strategic transactions, are forward-looking statements. By their nature, these statements and forecasts involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future. There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by these forward-looking statements and forecasts.

The forward-looking statements reflect the knowledge and information available at the date of preparation of this announcement and will not be updated during the year. Nothing in this announcement should be construed as a profit forecast. All figures are on an underlying basis unless otherwise stated – for the definition see note 2 to the Condensed Consolidated Interim Financial Statements section of the 2023 Half Year Results Statement.





TUFAN ERGINBILGIC

Chief Executive Officer



MEET THE TEAM

Deep experience and fresh perspectives





Helen McCabe Chief Financial Officer

















AGENDA



	TOPIC	SPEAKER
	Strategic update and mid-term targets	Tufan Erginbilgic
	Financial summary and capital framework	Helen McCabe
	Q&A	Tufan Erginbilgic and Helen McCabe
	Refreshments and exhibition	14:20 – 15:10
	Civil Aerospace	Dr. Rob Watson
	Power Systems	Dr. Jörg Stratmann
	Defence	Adam Riddle
	Q&A	All
	Key takeaways	Tufan Erginbilgic
	Exhibition and networking	16:40 – 17:30

ROLLS-ROYCE PROPOSITION





DIFFERENTIATED GROUP STRENGTHENED THROUGH TRANSFORMATION



...TRANSFORMING INTO...

BUILDING ON....

- Civil Aerospace | Leading positions in Business Aviation, and exclusivity on the latest Airbus widebody aircraft
- Defence | Long-term pipeline and leading position in Transport,
 Combat and Submarines
- Power Systems | Structural advantages
- Nuclear | Broadest capability portfolio in the industry, fuelling growth in defence and commercial applications
- Group | Global brand, deep customer relationships and experienced partner

- A more resilient and efficient business with
 - Quality of earnings cash expansion focused
 - More rateable and growing cash flows
- One Rolls-Royce with
 - Different ways of working and mind-set
 - Differentiated performance culture
 - A new organisation re-organising for efficiency, synergies
 and capability building
 - Strategic clarity focused and aligned organisation
 - External focus and benchmarking

Foundations

SAFFTY

PEOPLE

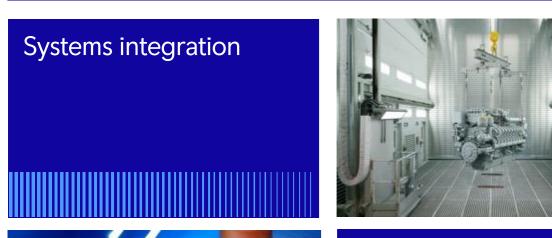


TECHNOLOGY

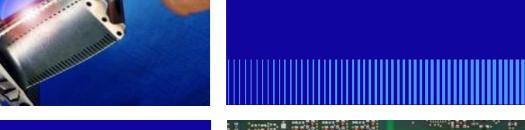
DIFFERENTIATED AND ADVANTAGED TECHNOLOGIES



Advantaged technologies



Advanced manufacturing



Control systems



Electrical systems



UltraFan



Nuclear





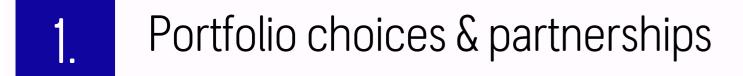
Vertically integrated





CMD R 23

Strategic framework



2. Advantaged businesses & strategic initiatives

3. Efficiency & simplification

Lower carbon & digitally enabled businesses

High performing

Operating profit

Competitive

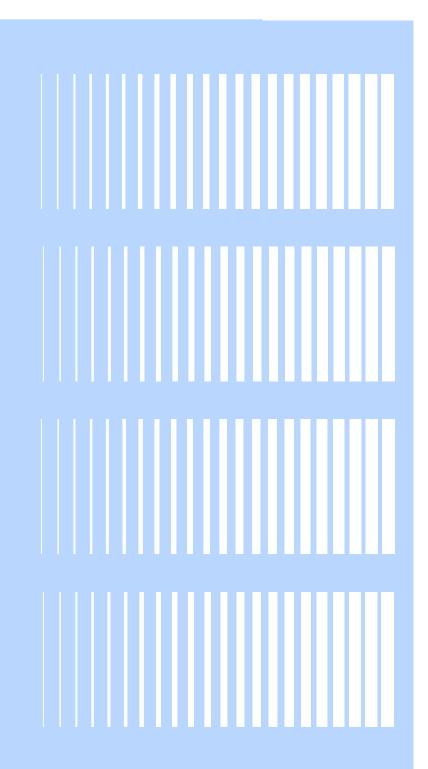
Operating margin

Growing

Sustainable cash flow

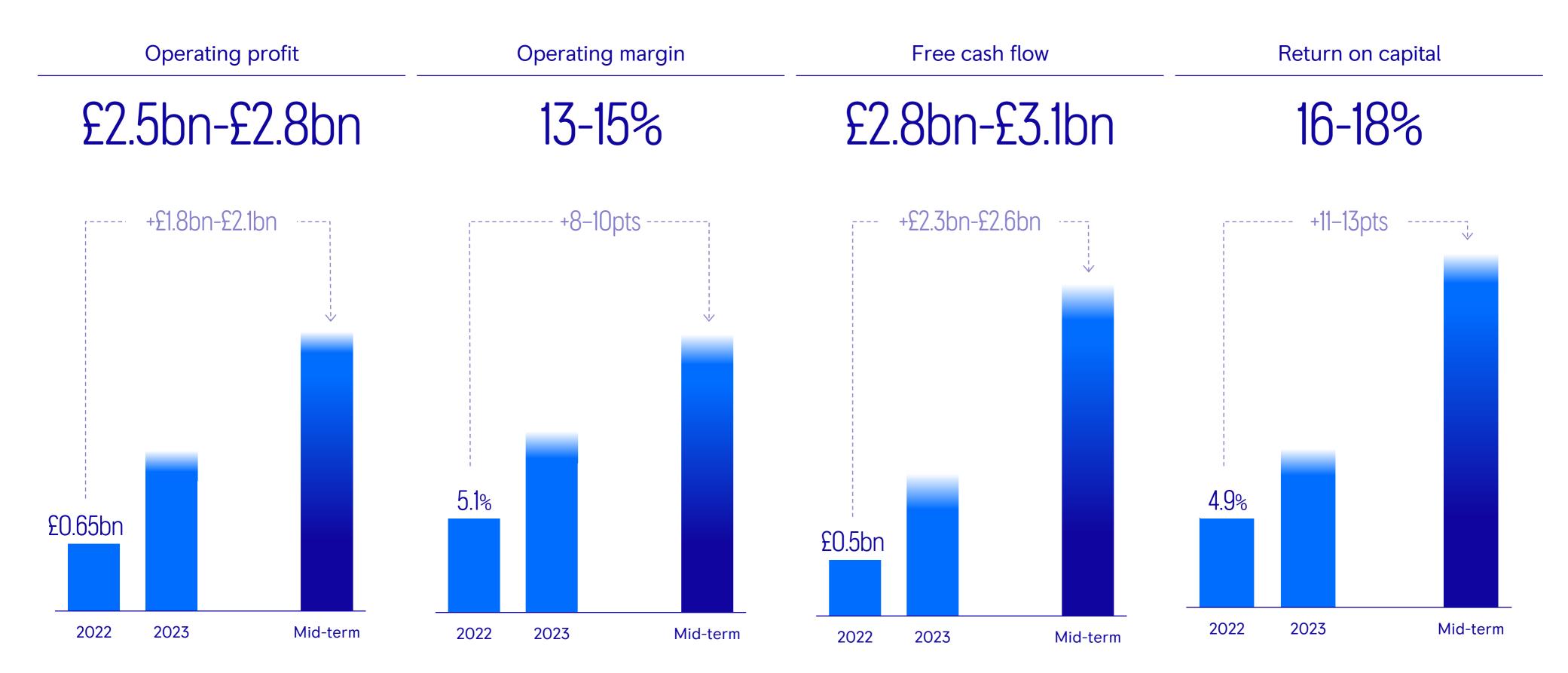
Resilient

Return on capital



CMD R 23

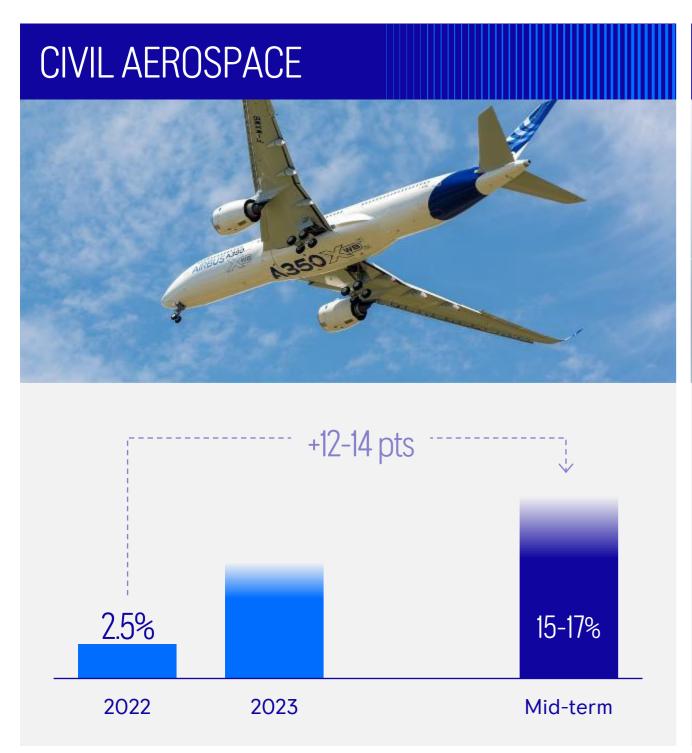
Group mid-term targets



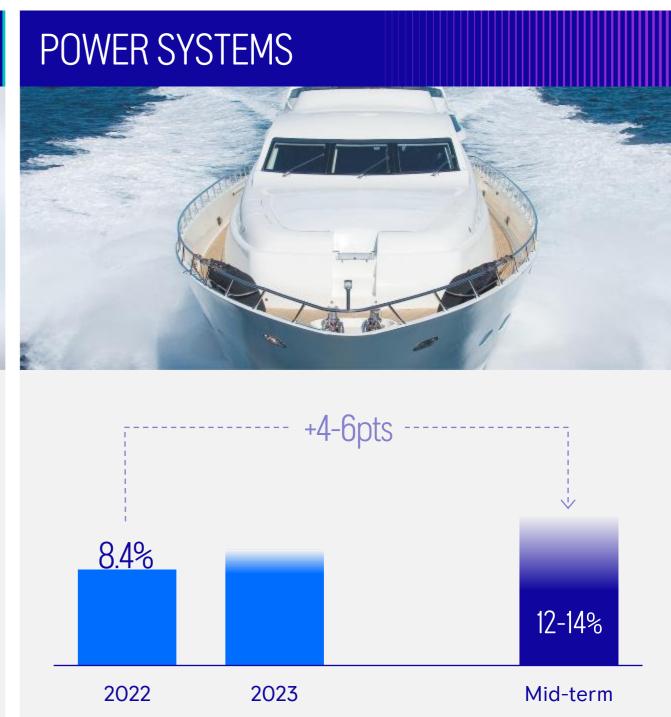
[M] R 23

Divisional mid-term targets

Divisional operating margin, %







PORTFOLIO CHOICES & PARTNERSHIPS

[M] R 23

Focused and granular approach

Key investment areas for performance and growth



Partnerships



Exits

Focused on

- Non-core businesses
- Valued higher outside portfolio



£1.0bn-£1.5bn

Gross disposal proceeds across all divisions

2.

ADVANTAGED BUSINESSES & STRATEGIC INITIATIVES



Positioned in attractive and growing markets

2022-2030 annual market growth rates¹

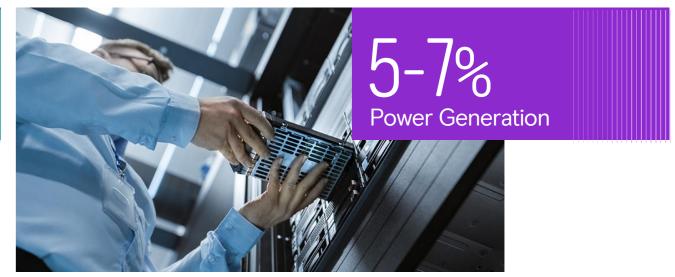
COMMERCIAL AVIATION



DEFENCE



POWER SYSTEMS







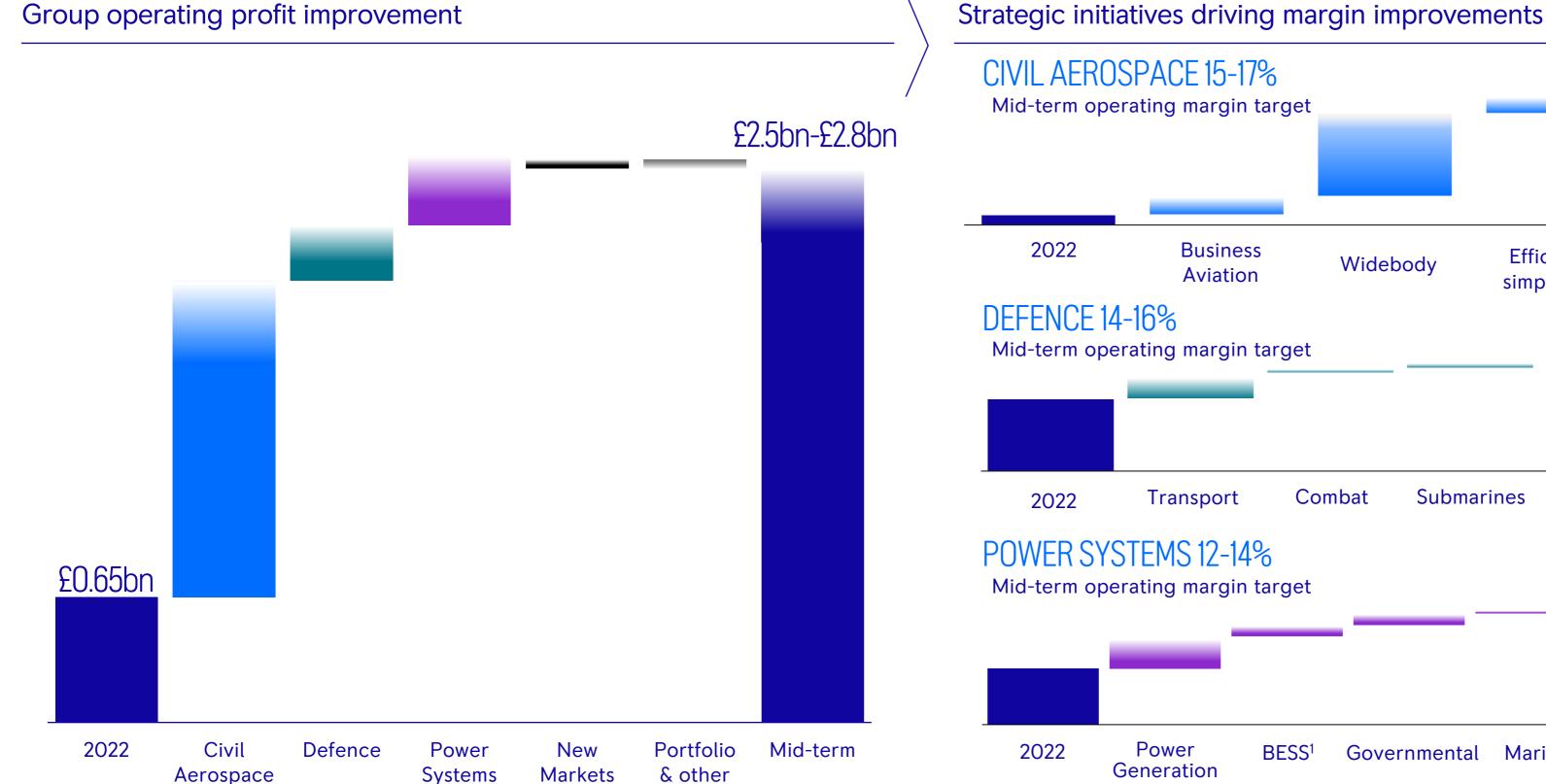


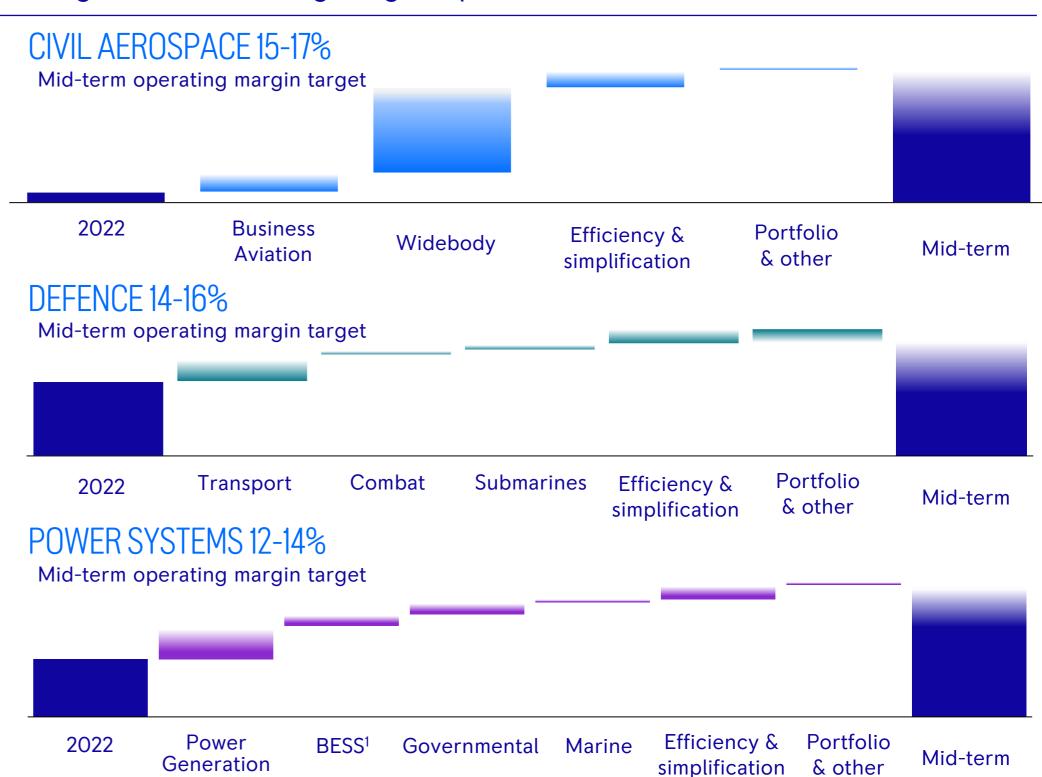
1. 2022-2030 Growth Rate assumptions - Commercial Aviation market growth rates based on volumes | Widebody growth based on estimated increase in aircraft in service, Business Aviation growth based on estimated increased deliveries of Ultra and Very Long Range aircraft. Defence and Power Systems growth rates are value based | Estimated based on growth in revenue of Original Equipment and Services in Defence and Power Systems mobile application includes Governmental, Marine and Industrial

ADVANTAGED BUSINESSES & STRATEGIC INITIATIVES



Sustainably expanding earnings potential





Sustainable cost efficiency to improve competitiveness and resilience

Key drivers

Right-sizing the organisation

- Reduction of 2,000-2,500 roles proposed worldwide
- Focus on efficiency, simplification and enterprise-wide synergies to create a more agile business
- £200m annual benefits

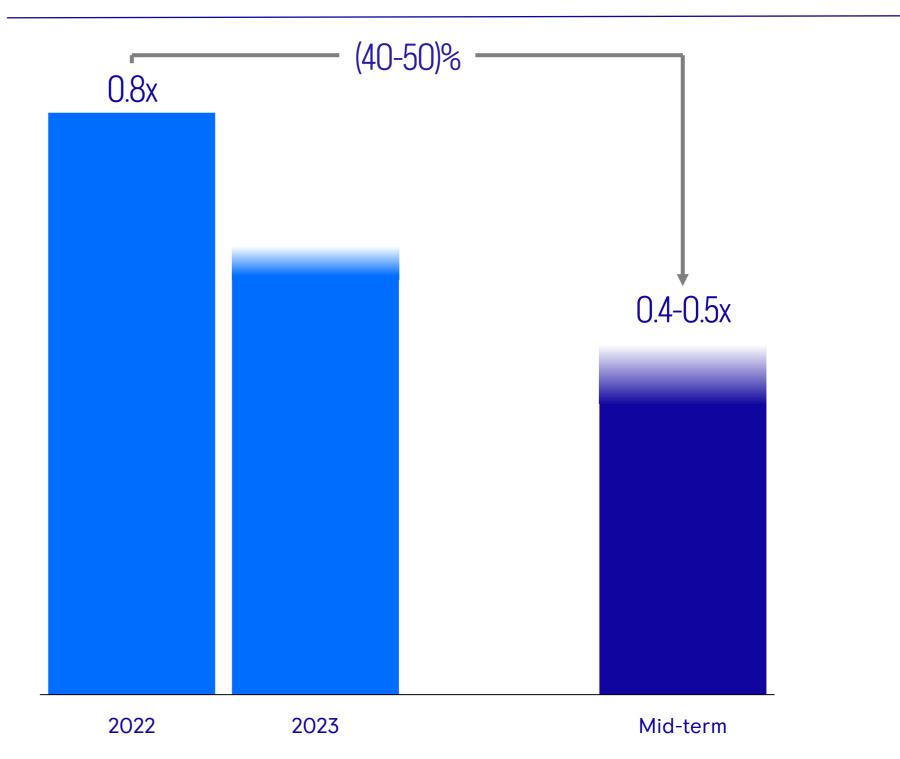
Procurement Excellence

- ~£1bn procurement interventions
- Consolidation of Group spend, leverage scale and develop consistent best-in-class standards

Zero-based budgeting

■ 10-15% reduction in targeted areas

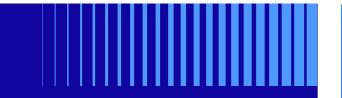
Total Cash Cost / Gross Margin (TCC/GM)



LOWER CARBON & DIGITALLY ENABLED BUSINESSES

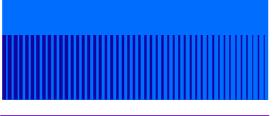
CMD R 23

Transition to lower carbon, supporting our customers on their journey to net zero



- Committed to 2050 net zero ambition
- All in-production commercial aero engines 100% SAF compatible
- Foundations in place for lower carbon transition

AEROSPACE AND DEFENCE



















LOWER CARBON & DIGITALLY ENABLED BUSINESSES

Differentiated customer experience and greater operational efficiency

CUSTOMER

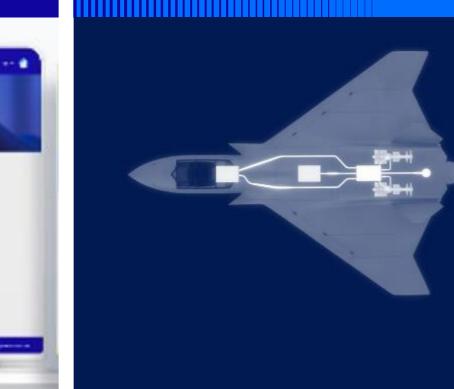
Differentiated service and experience



Digitally-integrated design, build and operate

MANUFACTURE

Improved operational performance



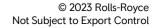


PEOPLE

Digitally connected workforce





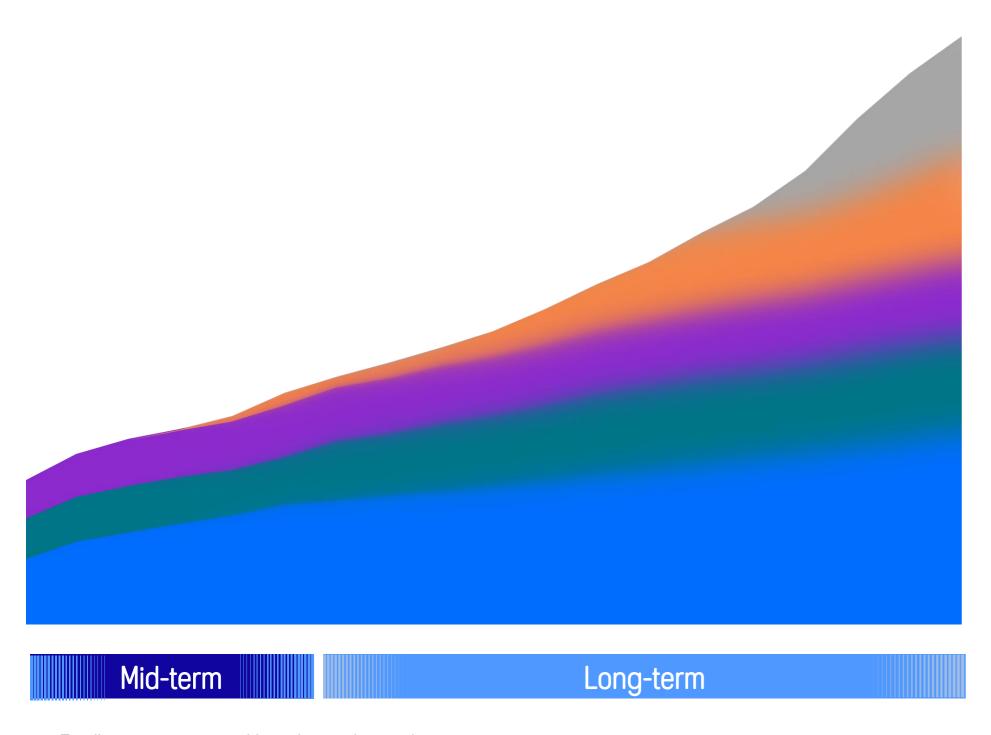


LONG-TERM GROWTH MOMENTUM

Continued material growth opportunities beyond mid-term



Rolls-Royce long-term growth prospects



New business

Additional upside potential from narrowbody and nuclear micro-reactors

SMR

Poised to play major role in the civil nuclear market

Power Systems

Grow in line with markets and above GDP with competitive product portfolio

Defence

Significant benefits of recent wins, such as B-52, FLRAA, AUKUS and GCAP

Civil Aerospace

Continue to lead in Business Aviation, Widebody Engines growing above GDP and ready for the next generation platform

KEY MESSAGES



Portfolio choices & partnerships



Efficiency & simplification



Advantaged businesses & strategic initiatives



Lower carbon & digitally enabled businesses

£2.5bn-£2.8bn
Operating profit



£2.8bn-£3.1bn
Free Cash Flow





13-15%
Operating margin



16-18%
Return on capital



HELEN MCCABE

Chief Financial Officer



REFLECTIONS AND PRIORITIES

Unlocking Rolls-Royce's potential



INITIAL OBSERVATIONS

- Engineering excellence
- Great people
- Substantial progress in 2023
- But more to do...

FOCUS AND DELIVERY

- Integrated performance management
- Commercial and cost optimisation
- Working capital discipline
- Capital framework established









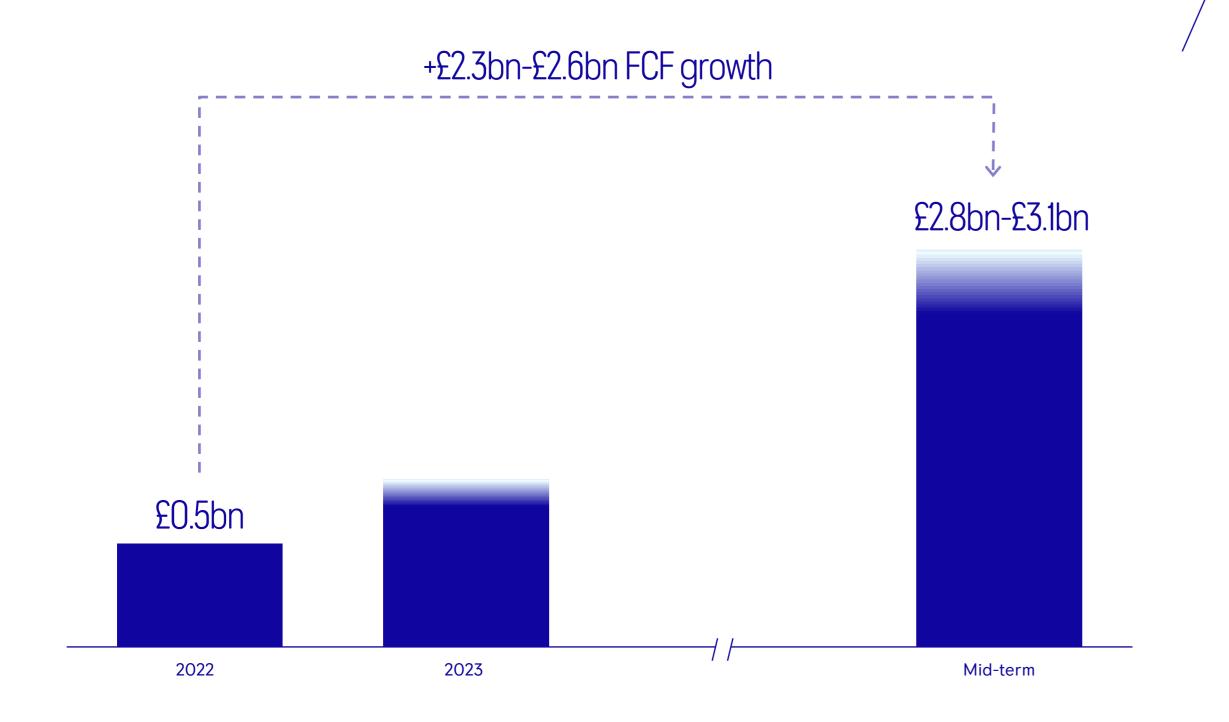


SUSTAINABLE AND GROWING FREE CASH FLOW

CMD R 23

Driven by higher operating profit and stronger balance sheet

£2.8bn-£3.1bn mid-term Free Cash Flow (FCF)



Improvement in FCF to mid-term driven by



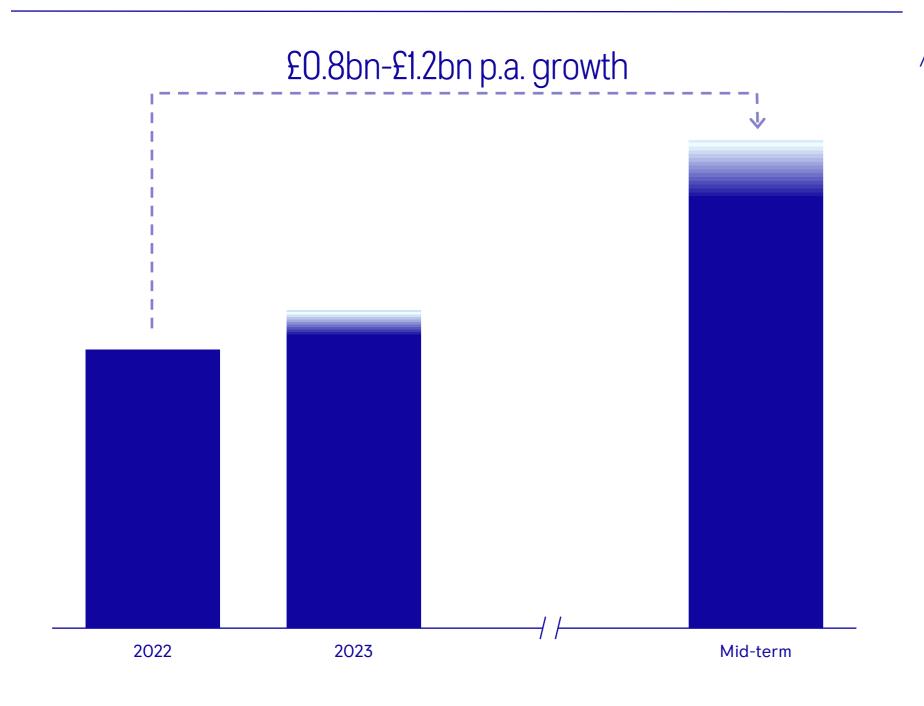
- Operating profit growth (£1.8bn-£2.1bn) with an operating margin of 13-15%
- Focused investments aligned to strategy
- Civil LTSA balance growth
- Disciplined working capital management
- Increased cash tax costs reflecting higher profit
- Lower financing costs and debt reduced
- Absence of over-hedge costs

CIVIL LTSA BALANCE GROWTH

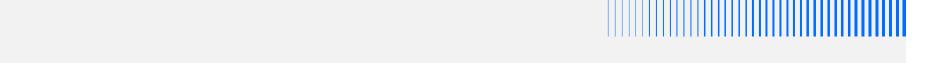
£0.8bn-£1.2bn per annum growth



Civil LTSA balance growth¹



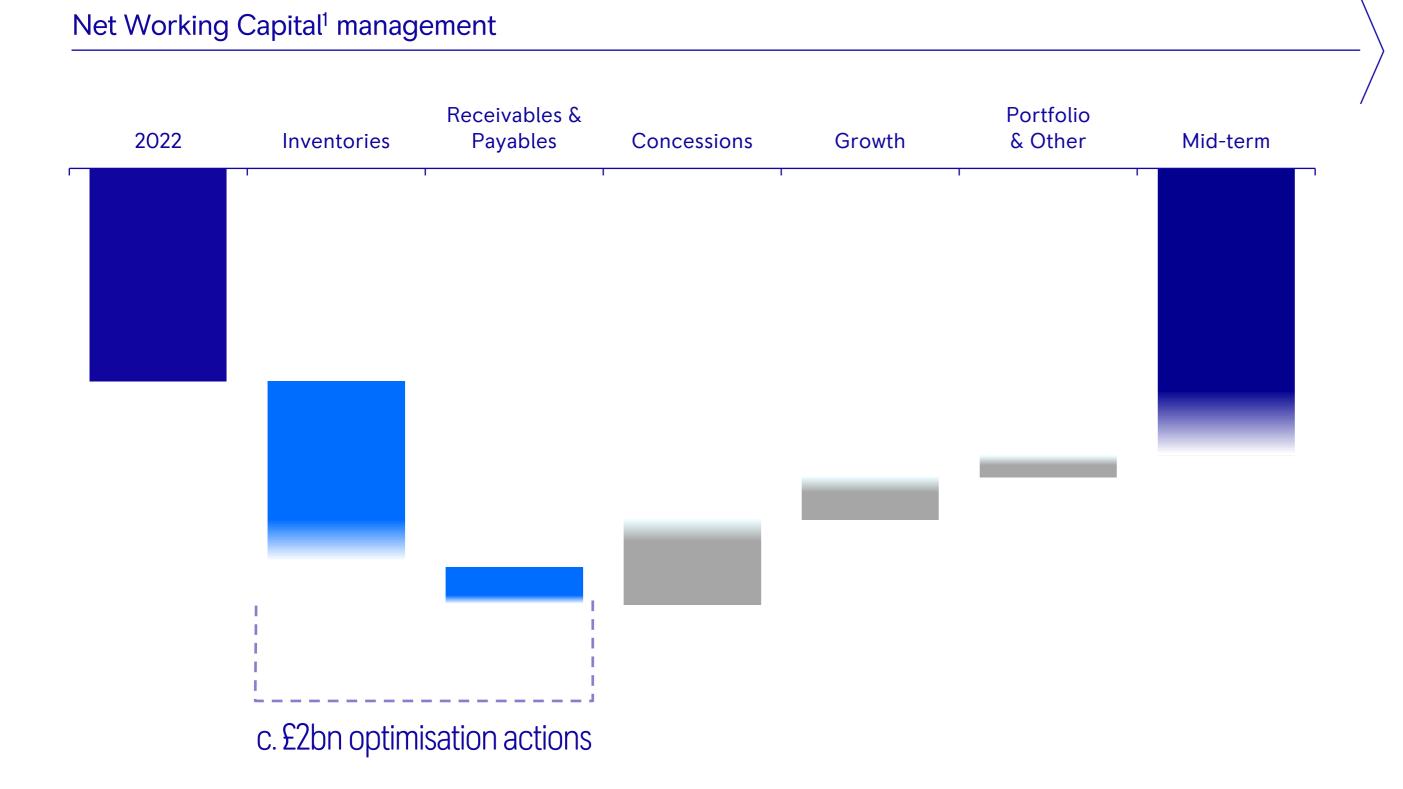
Growing cash receipts ahead of shop visits costs driven by



- Widebody EFH growth reaching 120-130% of 2019 levels
- Business Aviation growth
- Higher average EFH rate
- Time on wing improvements
- Legacy hedge book consumption drives improved FX rate

WORKING CAPITAL OPTIMISATION

c.£2bn of sustainable improvements more than offset the impact of headwinds



Disciplined working capital management

INVENTORIES

- Significant improvement in Days Inventories Outstanding
- Improved demand planning and supply chain management
- Optimised buffer stock

RECEIVABLES & PAYABLES

- Improvement in Days Sales Outstanding
- New behaviours and tools drive improved collections and billing
- Unbilled invoice backlog cleared

CONCESSIONS

Legacy agreements outflows

GROWTH

Modest working capital build to support business growth

CAPITAL FRAMEWORK

Driving shareholder value





Improved net debt/EBITDA

Reduced gross debt

Strong liquidity

Committed to growing shareholder returns

Once strong balance sheet and investment grade profile are assured

Disciplined investment Rigorous capital allocation process Group-wide Strategically Clear and aligned differentiated prioritisation hurdle rates

KEY MESSAGES



Sustainable earnings and cash flow growth

Improved Return on Capital and TCC/GM

Strong balance sheet

Investment grade profile

Growing shareholder returns

Disciplined investments







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DR. ROB WATSON

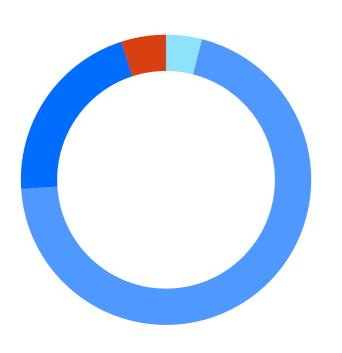
PRESIDENT, CIVIL AEROSPACE

CIVIL AEROSPACE

CMD R 23

Advantaged products and services in growing markets

Underlying revenue (2022)



- Business Aviation 21%
- Widebody 72%
- Regional 4%
- V2500 3%



Market leading position

~70%

Aircraft in service market share¹

8-9%

Rolls-Royce delivery growth²

120-130%

Forecast Rolls-Royce EFH mid-term vs 2019³



Capitalise on Power of the Trent

~55%

Widebody delivery share⁴

7-9%

Rolls-Royce powered aircraft in service growth⁵

120-130%

Forecast Rolls-Royce EFH mid-term vs 2019⁶

REGIONAL / V2500



Strength in legacy programmes

~2,000

Rolls-Royce powered aircraft in service

~180m

Rolls-Royce EFH to date

35m-40m

Forecast Rolls-Royce EFH over mid-term

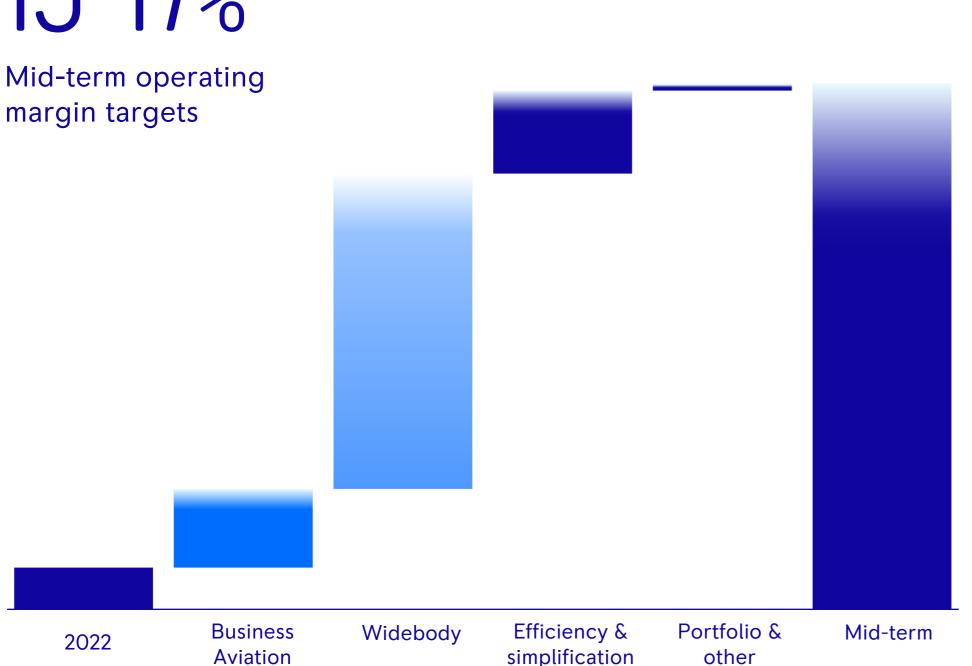


Strategic initiatives driving margin improvements

Civil Aerospace operating profit improvements (£bn)

15-17%







Business Aviation

Grow market share, aftermarket growth and commercial optimisation



Widebody

Keep Engines Earning, Contractual Rigour, Value-Driven pricing, Time on Wing, Shop Visit cost, Product Cost, Volume & Mix



Efficiency & simplification

Simplifying and optimising our business

BUSINESS AVIATION

Strategic initiatives driving margin improvements





GROW MARKET SHARE WITH PEARL

- Leaders in resilient and growing market
- Pearl is today's engine family of choice
- Won the last three major campaigns

8-9%

Annual growth of Rolls-Royce powered aircraft deliveries¹



SIGNIFICANT SERVICES GROWTH

- Highly profitable services model with CorporateCare
- Continued growth of EFH
- Large and growing installed fleet

2-3%

Annual growth of invoiced EFH²



COMMERCIAL OPTIMISATION

- Cost reduction
- Improving commercial terms
- Implementing new pricing strategy

>100%

Mid-term operating profit growth³

WIDEBODY

Strategic initiatives driving margin improvements





KEEP ENGINES EARNING

 Improve engine performance and earning through extensions, transitions and passenger to freighter conversions Powering 80% of A330 committed freighter conversions¹



COMMERCIAL OPTIMISATION

- Drive contractual rigour
- Implementing value-driven pricing strategy
- Embedding a culture of commercial acumen

Drive towards
Value driven
pricing



INSTALLED ENGINES AND AFTERMARKET GROWTH

- Growth driven by engine deliveries, major refurbishments and shop visit volumes
- EFH forecast 120-130% over mid-term

300-350 Engine deliveries p.a.

700-750 Major refurbishments p.a.

1,100-1,200 Total shop visits p.a.²

WIDEBODY

Strategic initiatives driving margin improvements





EXTEND TIME ON WING

- Improve product durability
- Extend life and component limits
- Optimise aircraft operations and maintenance

~40%

Time on Wing increase over mid-term ¹

REDUCE SHOP VISIT COST

- Greater control workscope
- Optimise MRO build/strip
- Repair and re-use of parts

~50%

Trent XWB Shop visit cost reduction ²

PRODUCT COST REDUCTION

- Concentrate activity to high-performing suppliers
- Improve contracts to protect value
- Advanced technical cost out

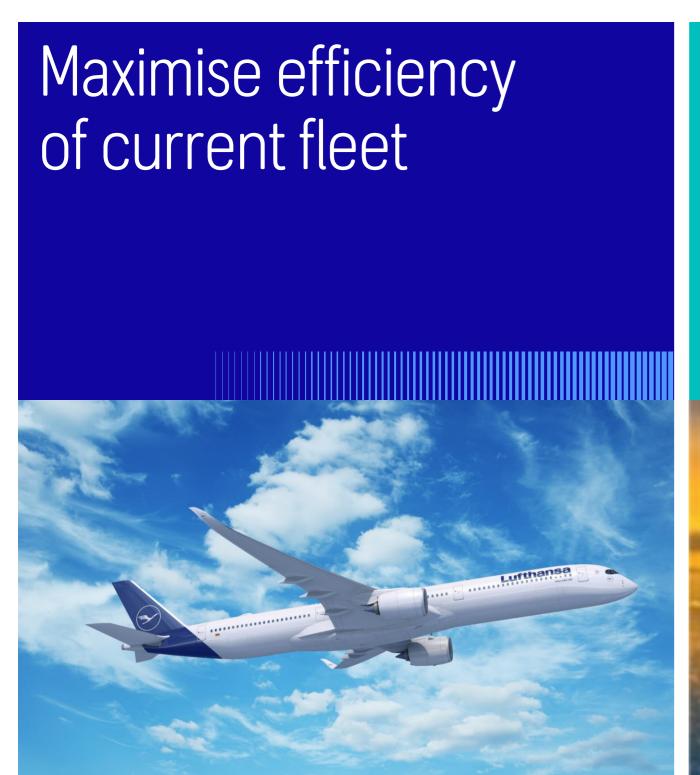
200

Technical cost out engineers

TRANSITION TO LOWER CARBON

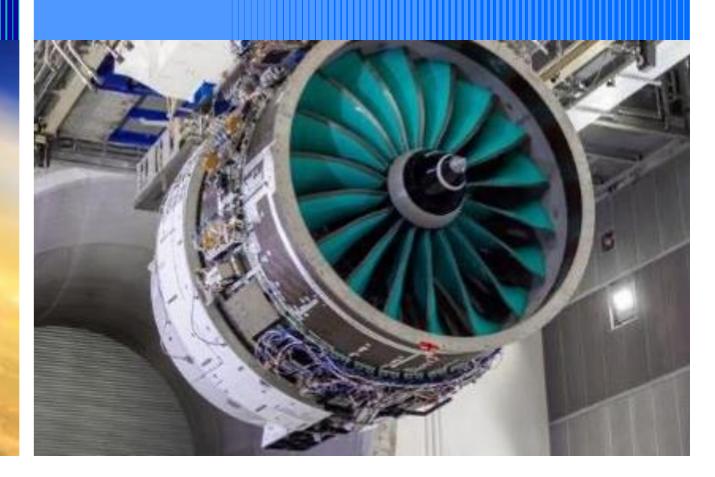
Supporting our customers on their journey to net zero







UltraFan technologies for current and next generation widebody and narrowbody aircraft



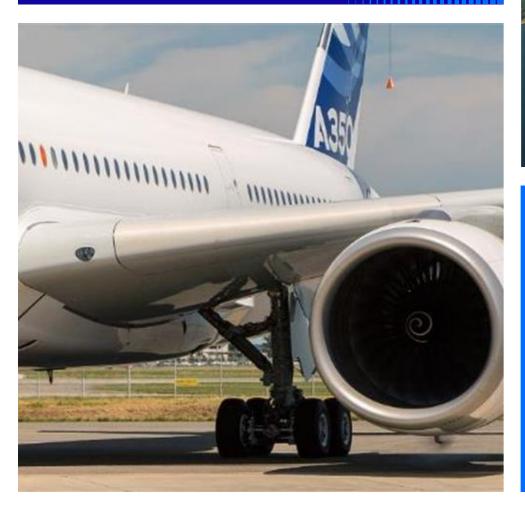
KEY MESSAGES



Civil Aerospace: Strong positions in growing markets with performance improvement opportunities

Operating margin 15-17%

through focused actions





Strong positions and recent wins

in recovering and resilient markets

Transforming

to improve commercial optimisation and cost efficiency





Enabling energy transition

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DR. JORG STRAIN

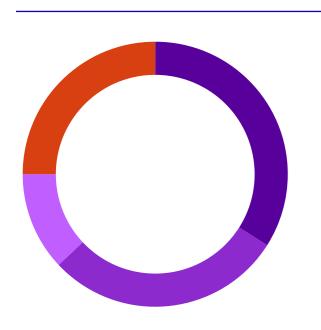
PRESIDENT, POWER SYSTEMS

POWER SYSTEMS

Resilient business model in attractive growth markets



Revenue split (2022)¹



- Power Gen 34%
- Governmental 29%
- Marine 12%
- Industrial 25%



Mission-critical power

15-20%

Market share

+5-7%

Market growth p.a.

~85,000

Units installed base





Stable, high-power solutions

>30%

Market share

+2-4% (>10%)

Market growth p.a. (Mid-term p.a.)

~30,000

Units installed base

MARINE



Complete integrated systems

15-20%

Market share

+3-5%

Market growth p.a.

~25,000

Units installed base



Efficient, long-lasting engines

10-15%

Market share

+4-6%

Market growth p.a.

~25,000

Units installed base²

^{1.} Revenue split reallocated compared to annual report - Governmental includes Defence and Naval, which was previously reported under Marine

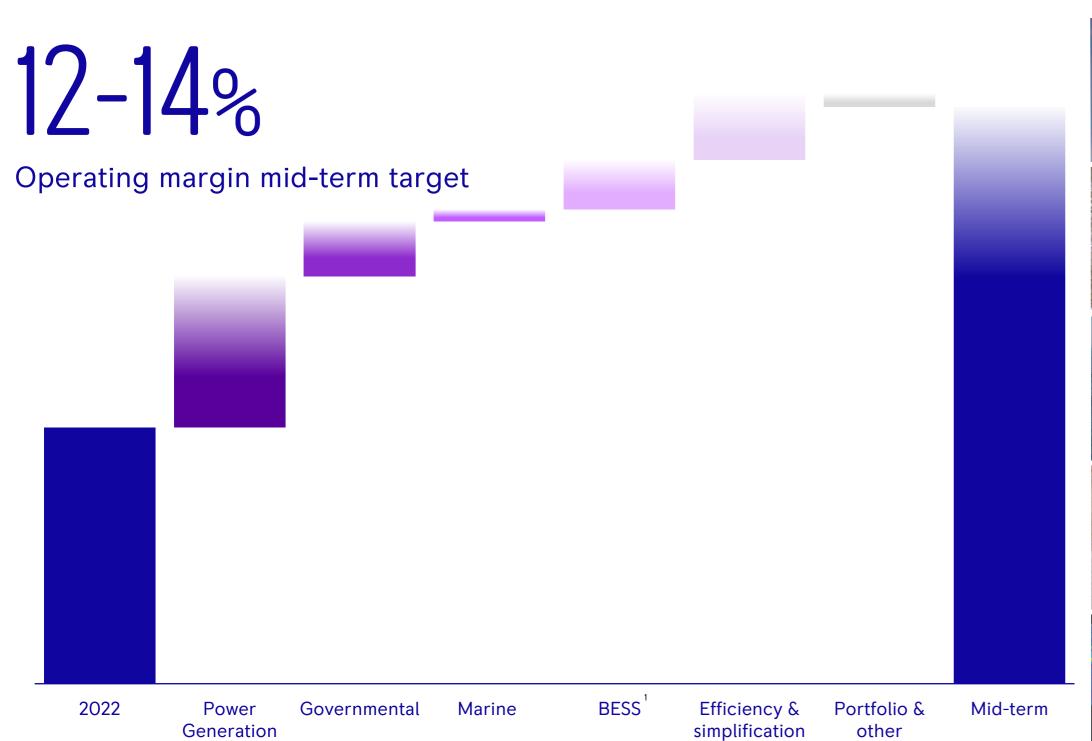
^{2.} Excluding lower power range engines

CAPTURING PERFORMANCE IMPROVEMENT OPPORTUNITIES



Strategic initiatives driving margin improvements





Granular Strategic Initiatives



Power Generation

Strengthen position with increased profitability in growing market



Governmental

Capture strong growth in highly attractive markets



Marine

Strengthen #1 position in Yacht and grow in Commercial Marine



Battery Energy Storage Solutions

Expand market reach and increase scale for profitable growth

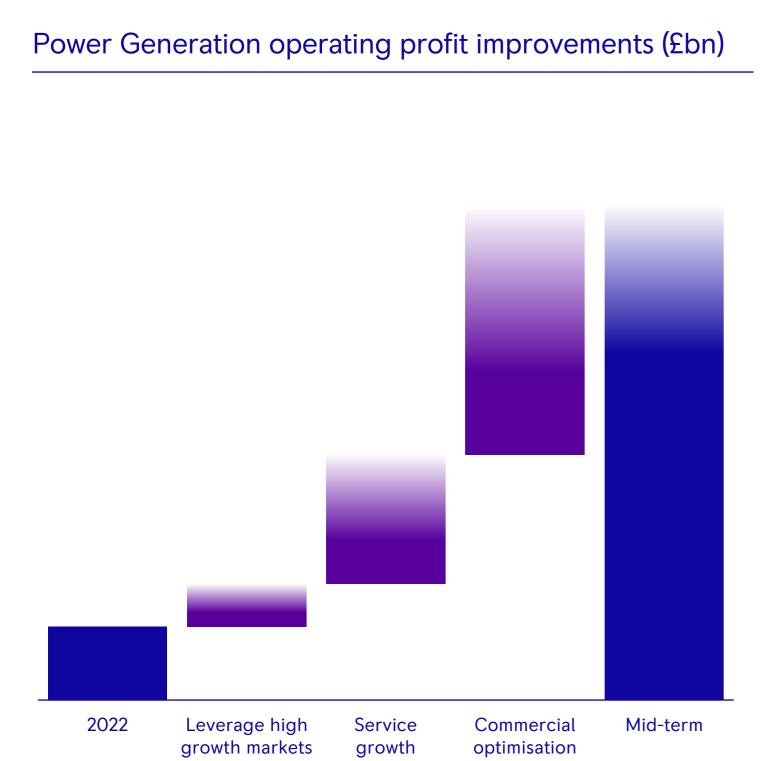


Efficiency & Simplification
Simplifying and optimising our business

POWER GENERATION PERFORMANCE IMPROVEMENT

Strategic initiatives driving margin improvements







LEVERAGE HIGH GROWTH MARKETS

Build on strong position in data centre market and focus on growth with strategic key accounts

>20%

Al-related data centre spend growth p.a.

SERVICE GROWTH

Achieve significant service growth through extended offering such as upgrade & retrofit kits and digital solutions

2x

Service business

COMMERCIAL OPTIMISATION

Optimise cost structure building on increasing scale and better leverage global production footprint

>100%

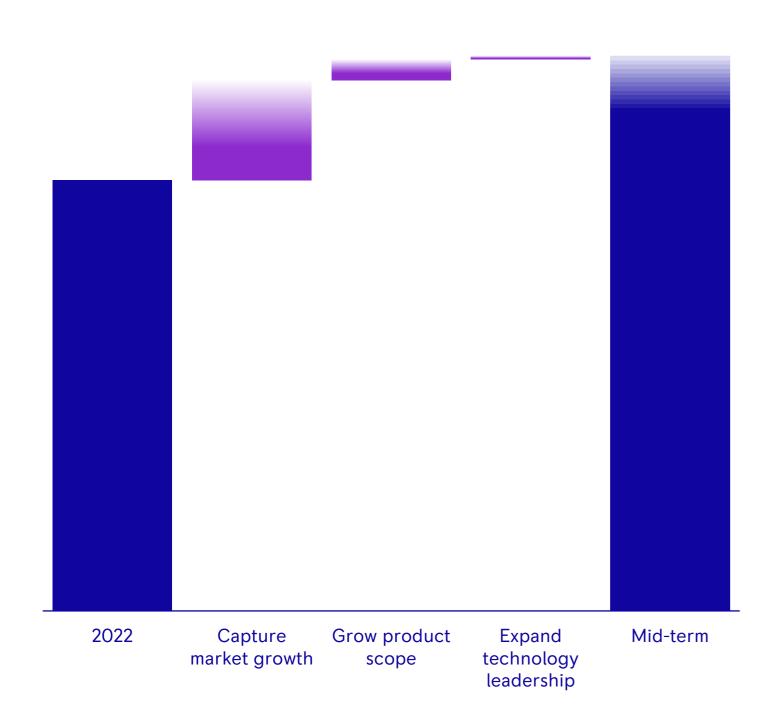
Mid-term operating profit growth

PROFITABLE GOVERNMENTAL GROWTH

Strategic initiatives driving margin improvements



Governmental operating profit improvements (£bn)





CAPTURE MARKET GROWTH

Leverage technology leadership and close customer relationships to capture current market dynamics and service upside

>10%

Mid-term revenue growth per annum

GROW PRODUCT SCOPE

Further expand product scope towards integrated solutions incl. automation and new digital services

3x

Automation revenue

EXPAND TECHNOLOGY LEADERSHIP

Invest in platform updates and new technologies leveraging customer funding opportunities

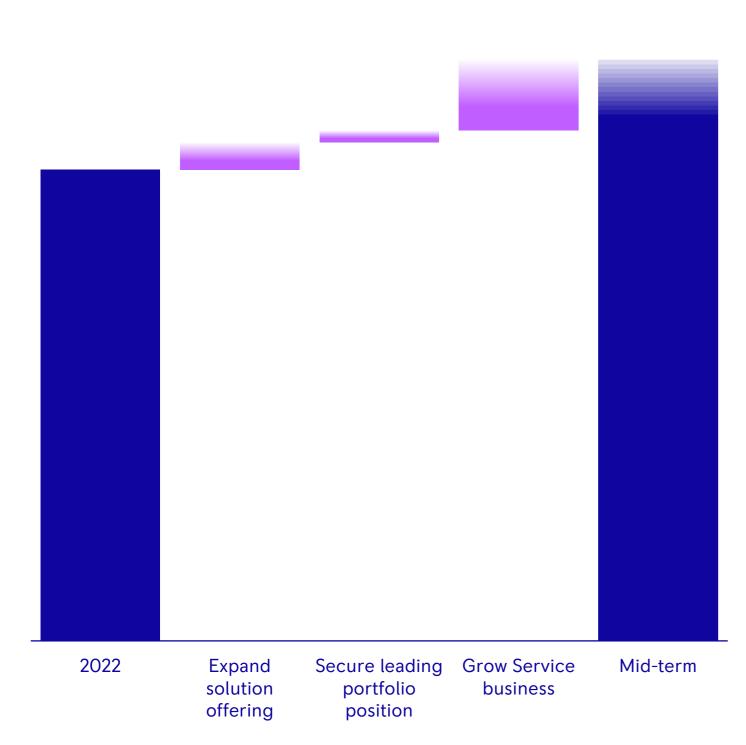
Strong long-term growth potential

PROFITABLE MARINE GROWTH

Strategic initiatives driving margin improvements



Marine operating profit improvements (£bn)





EXPAND SOLUTION OFFERING

Grow integrated propulsion solution offering in line with Bridge to Propeller strategy

2x

Sales potential

SECURE LEADING PORTFOLIO POSITION

Develop methanol solutions and strengthen sustainable fuel-ready portfolio Sustainable fuel-ready engines

GROW SERVICE BUSINESS

Offer new digital service solutions such as equipment health monitoring

>40%

Service share

TRANSITION TO LOWER CARBON

Supporting our customers on their journey to net zero



Alternative fuels

Further advance engines certified for alternative fuels to support energy transition





Hybrid offerings

Expand portfolio to support our customers on their path towards net zero and enhance customer experience (e.g. silent drive, emission reduction)



Strengthen existing portfolio and expand offering into additional markets





Digital initiatives

Drive development of digital solutions and connect digital solutions offering with life-cycle services

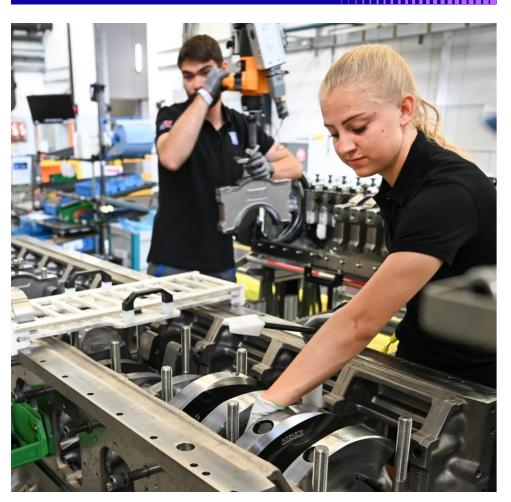
KEY MESSAGES

Clear path forward to achieve substantial profit growth further enabling energy transition



Operating margin of 12-14%

with focus on profitable growth













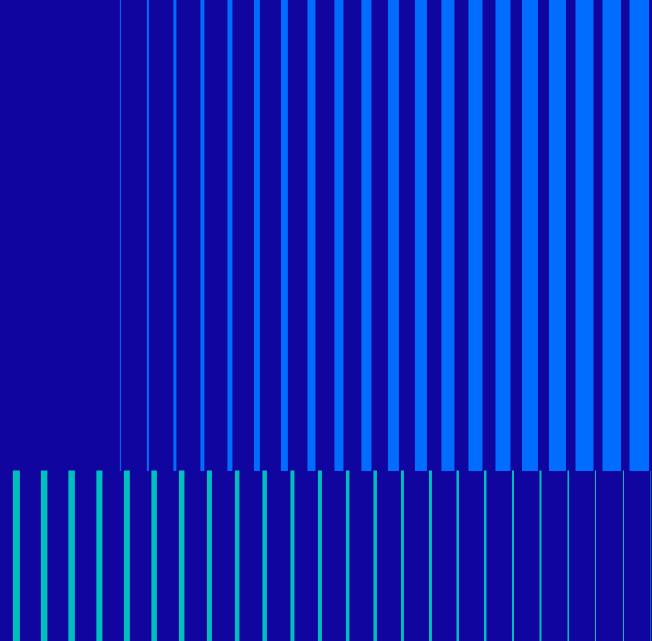
Enabling energy transition

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ADAMRIDDLE

PRESIDENT, DEFENCE

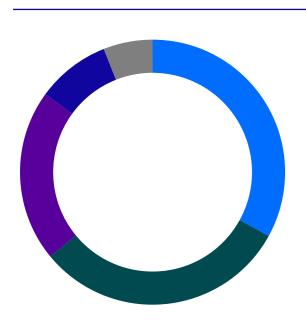


DEFENCE

Advantaged and resilient business operating in attractive markets



Underlying revenue (2022)



- Transport 33%
- Combat 31%
- Submarines 21%
- Naval 9%
- Helicopter 6%

TRANSPORT

Versatile core

25-30%
Market share

2,500+

Aircraft in service

T56

60+ years in service to date

COMBAT¹



Global solutions with leading technology

10-20%

Market share

2,500

Aircraft in service

RB199

40+ years in service to date

SUBMARINES |



Full value chain capability

100%

Market share (UK submarine power)

10

Boats in service

PWR1

60 years in service to date

NAVAL



Power-dense engines

15-30%

Market share (gas turbines & generators)

250+

Ships in service (engines)

Marine Spey 40+ years in service to date HELICOPTER



Decades of small engine experience

10-15%

Market share

 $3,200^2$

Aircraft in service

M250

60+ years in service to date

CAPTURING PERFORMANCE IMPROVEMENT OPPORTUNITIES

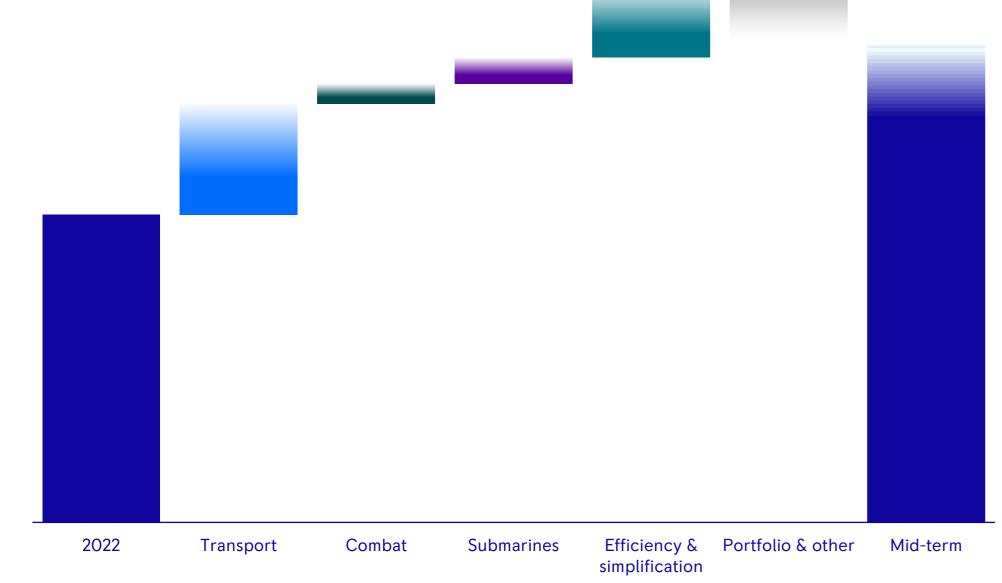
CMD R 23

Strategic initiatives driving margin improvements



14-16%







Transport

Continuing support for a growing Transport & Patrol fleet



Combat

Pursuing new, funded Combat programmes



Submarines

Increase in funded Submarines activity



Efficiency & simplification

Simplifying and optimising our business

CAPTURING PERFORMANCE IMPROVEMENT OPPORTUNITIES

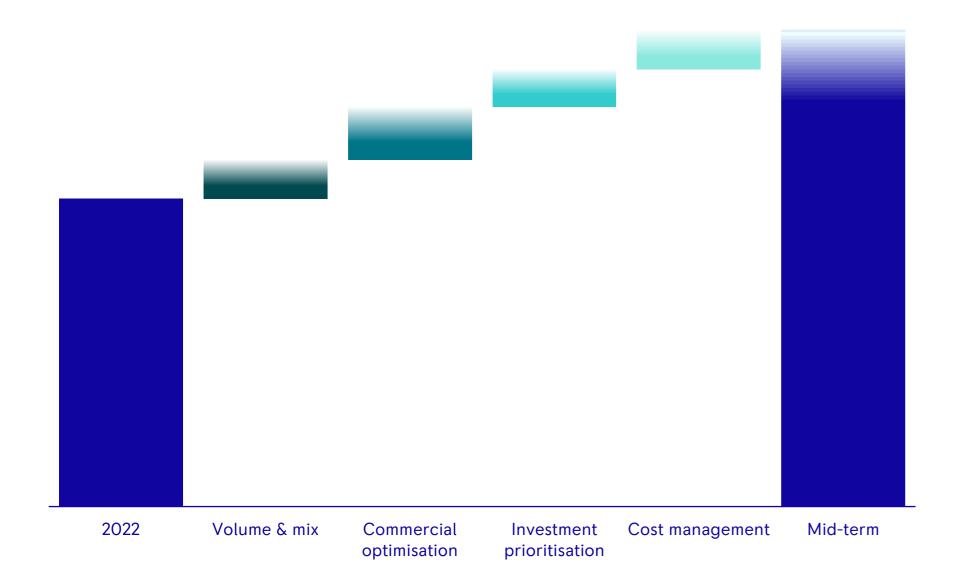
[M] R 23

Key drivers of operating profit improvements

Defence operating profit improvements (£bn)

14-16%

Operating margin mid-term target



VOLUME & MIX

- Moving from legacy to new, funded programmes
- Profitable aftermarket volume growth

22%

Increase in AE shop visits

COMMERCIAL OPTIMISATION

 Mitigating external impacts with regular contractual updates enabling value recognition & risk mitigation Material contracts renew in medium term

INVESTMENT PRIORITISATION

- Prioritising spend for strategic markets
- Pursuing customer-funded programmes

150%

Increase in customer-funded R&D

COST MANAGEMENT

- Simplifying the organisation
- Managing efficiencies across the business

30% Improvement in TCC/GM

LONG-TERM GROWTH MOMENTUM



Recent wins underpin long-term growth in Transport, Combat and Submarines

		RECENT WINS	FUTURE OPPORTUNITIES
TRANSPORT		Future Long Range Assault Aircraft (FLRAA)	Grow market share by leveraging FLRAA position for additional Transport & Patrol opportunities
COMBAT		Global Combat Air Programme and B-52	Grow in existing and new markets by developing next-gen technologies and pursuing autonomous platform opportunities
SUBMARINES	* * * * * * * * * * * * * * * * * * *	SSN-AUKUS for UK Royal Navy and Royal Australian Navy	Grow into new markets by developing micro-reactor technology utilising our proven nuclear capabilities

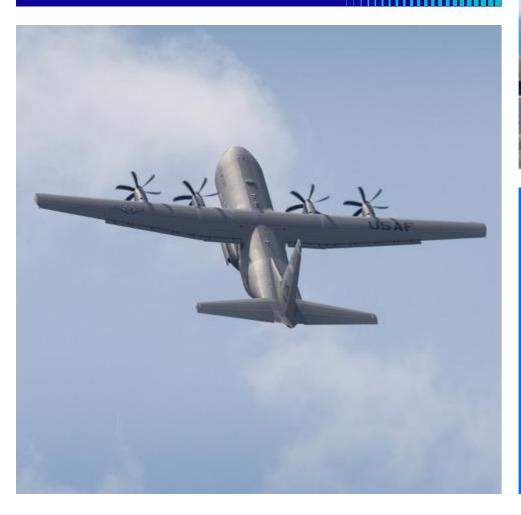
KEY MESSAGES

Defence: A strong cash generative business producing stable profits



Operating margin 14-16%

taking focused actions





Transforming

to enhance business performance

Strong positions and recent wins

in stable markets





Delivering

mission-critical power and services





CLOSING REMARKS

TRANSFORMING THE BUSINESS FOR SUSTAINABLE GROWTH

OUR TRANSFORMATION

STRATEGIC FRAME

- Portfolio choices & partnerships
- Advantaged businesses & strategic initiatives
- Efficiency & simplification
- Lower carbon & digitally enabled businesses

DELIVER AS ONE ROLLS-ROYCE

- Embrace new ways of working and mind-set
- Establish a differentiated performance culture
- Execute with strategic clarity
- Externally focused and benchmarking
- Simplified organisation and strengthened capabilities

HIGH PERFORMING, COMPETITIVE AND RESILIENT BUSINESS

2. GROWING SUSTAINABLE CASH FLOWS

3. STRONG BALANCE SHEET AND GROWING SHAREHOLDER RETURNS