

Remuneration Report 2019

Drafted pursuant to art. 123-ter of Legislative Decree no. 58 of 24 February 1998 (Consolidated Law on Financial Intermediation - TUF) and pursuant to article 84-quater of CONSOB Resolution no. 11971 of 14 May 1999 (Issuers' Regulation)

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Introduction

This Report has been prepared in compliance with the regulatory provisions in force and in line with the recommendations expressed by the Corporate Governance Code for listed companies which the Company complies with, summarises the principles and guidelines on the basis of which Leonardo SpA decides and monitors pay policy and its implementation, with particular reference to the members of the Governing Bodies and Executives with Strategic Responsibilities ¹.

The document is divided into two Sections:

- The initial Section of the document illustrates the remuneration policy adopted for the 2019 financial year, setting out the criteria and guidelines that the Company has adopted in relation to the remuneration of its Governing Bodies' members and other Executives with Strategic Responsibilities. Said Section is subject to the non-binding resolution of the Shareholders' Meeting, pursuant to Article 123-ter, paragraph 6, of the TUF.
- The second Section analyses and details the fees actually paid to, or in any case assigned to Directors and Statutory Auditors, as well as to other Executives with Strategic Responsibilities, during the course of 2018.

The remuneration policy set out in this Report has been adopted by the Company, as provided for by Consob Regulation no. 17221/2010 with regard to related-party transactions, also in accordance with and for the purposes of Article 11.2(b) of the Procedure for Related Parties Transactions approved by the Board of Directors on 26 November 2010 and finally updated in February.

On 28 March 2019, at the proposal of the Remuneration Committee, the Board of Directors of Leonardo SpA approved Section I of this Remuneration Report 2019, which is submitted to the consultative vote of the Shareholders' Meeting called to approve the Financial Statements at 31 December 2018. Section II is also to be brought before the Shareholders' Meeting merely for information, which, as has already been said, provides detailed information regarding fees in 2018.

This document is available at the Company's registered office and on its website (www.leonardocompany.com), in the specific "Shareholders' Meeting 2019" section, as well as on the website of the authorised storage device (www.emarketstorage.com). The Executive Summary is available in the section "Corporate Governance – Remuneration Summary".

¹ Pursuant to the "Procedure for Related Parties Transactions", which was approved by the Board of Directors on 26 November 2010 and finally updated in February 2019, the concept of "Executive with Strategic Responsibilities" of Leonardo includes the members of the Board of Directors, the Regular Statutory Auditors and any persons who hold the position of General Manager of the Company, the Officer in charge of the Company's financial reporting, pursuant to article 154-bis of the Consolidated Law on Financial Intermediation, as well as (from 1 January 2016) the Division Managing Directors and, from 2019, the Heads of Business Units.

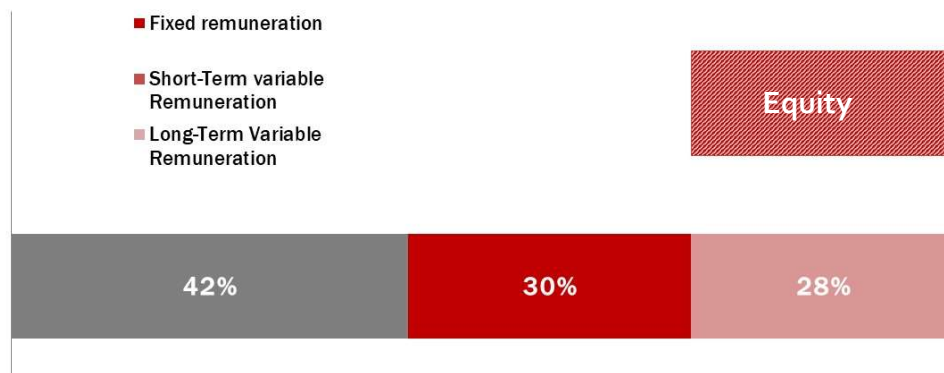
COMPONENT, PURPOSES AND BASIC FEATURES	DETERMINATION CRITERIA AND PERFORMANCE CONDITIONS	AMOUNTS AND THEORETICAL PAYOUT	REFERENCES
<p>PAY-MIX It shows the weight of various (fixed, short-term variable and long-term variable) components of remuneration</p>	<p>CEO PAY-MIX = 42% Fixed remuneration; 58% Variable remuneration (of which 30% short-term variable remuneration and 28% long-term variable remuneration)</p> <p>ESR' AND OTHER MANAGERIAL RESOURCES' PAY-MIX ESR and other top managers = 35% Fixed remuneration, 42% LTI and STI 23% Key Executives = 54% Fixed remuneration, LTI 23% and STI 23% Other Managers = 78% Fixed remuneration and STI 22%</p>		<p>pp. 8 and 23</p> <p>p. 29</p>
<p>Fixed Remuneration It is an adequate return for services rendered and is proportionate to the duties and responsibilities assigned. The remuneration of Directors who are not vested with specific duties is only limited to the fixed component.</p>	<p>It is determined with reference to pay market benchmarks and periodically reviewed, also in relation to the pay-mix policies.</p>	<p>CHAIRMAN = gross fees of € 400,000 p.a. - non-recurring fees pursuant to Article 2389 , paragraph 3, of the Italian Civil Code for special powers, in addition to gross fees of € 90,000 p.a. set by the Shareholders' Meeting pursuant to Article 2389, paragraph 1.</p> <p>CEO = gross fees of € 920,000 p.a. as non-recurring fees pursuant to Article 2389 , paragraph 3, of the Italian Civil Code for special powers, in addition to gross fees of € 80,000 p.a. set by the Shareholders' Meeting pursuant to Article 2389, paragraph 1.</p> <p>ESR AND OTHER MANAGERIAL RESOURCES = remuneration set in relation to the responsibility of the person concerned and the target market positioning.</p>	<p>p. 22</p> <p>pp. 22-23</p> <p>p. 29</p>
<p>Short-term Remuneration (Leonardo Group MBO System) It is an incentive to achieve the annual objectives set in the Company's budget. Financial/operational and role-specific objectives are set in relation to the responsibility in the Company's organisation. A maximum payout cap is applied to all the participants in the MBO system, to an extent that varies from about 20% to about 80% of fixed remuneration, in relation to the responsibility in the Company's organisation. Two payout thresholds are set, which are linked to the business' overall profitability ratios. A claw-back clause is provided for all the variable incentives, under such clause the Company will be entitled to request repayment of the variable remuneration paid out vis-à-vis such incentives in the event that the payout was awarded on the basis of data which is afterwards proved to be incorrect or misstated.</p>	<p>FOR ALL BENEFICIARIES PAYOUT THRESHOLD (GATE):</p> <ul style="list-style-type: none"> - GROUP EBITA : 85% of budget - GROUP FOCF : 100% of budget <p>The non-achievement of even only one of the two thresholds involves resetting of the Group's economic and financial KPIs and a consequent 60% reduction in the bonus payable to the CEO and a reduction in a range of between 40% and 50% for ESR and other managerial resources.</p> <p>CEO OBJECTIVES The MBO plan is structured as follows :</p> <ol style="list-style-type: none"> 1) Group EBITA (30%); 2) Group FOCF (30%); 3) Industrial Plan Objectives (30%); 4) Specific target on Sustainability/ESG (Environmental, Social and Governance issues) (10%). <p>ESR'S OBJECTIVES</p> <ol style="list-style-type: none"> 1) Group EBITA; 2) Group FOCF; 3) Division EBITA/Division FOCF/Function KPIs; 4) Industrial Plan Objectives; 5) Revenue Growth Targets; 6) Specific target on Sustainability/ESG (Environmental, Social and Governance issues). <p>OTHER MANAGERIAL RESOURCES' OBJECTIVES These are assigned in relation to the person's responsibility in the organisation among the following objectives:</p> <ol style="list-style-type: none"> 1) Group EBITA 2) Group FOCF 3) Division EBITA/Division FOCF/Function KPIs 4) Industrial Plan Objectives 5) Revenue Growth Targets; 6) Specific target on Sustainability/ESG (Environmental, Social and Governance issues). 	<p>CEO PAYOUT AND PERFORMANCE CURVE</p> <ul style="list-style-type: none"> • Group EBITA: no payout if the budget target is not achieved and a payout of 100% if the target is achieved; • Group FOCF: no payout if the budget target is not achieved and a linear payout from 100% to 120% if the budget target is over-performed. If the budget target is overperformed (>100%), no overperformance fees will be payable, but consideration will be paid to using it to offset a possible failure to achieve other objectives; • Industrial Plan Objectives: "ON/OFF"; • Sustainability/ESG Target: "ON/OFF". <p>PERFORMANCE CURVE OF ESR AND OTHER MANAGERIAL RESOURCES</p> <ul style="list-style-type: none"> • Group and Division EBITA: no payout if the budget target is not achieved and a payout of 100% if the budget target is achieved; • Group and Division FOCF: no payout if the budget target is not achieved and a payout with linear incentive from 100% to 120% if the budget targets is achieved or over-performed; • Function / Division / Individual Targets: <ul style="list-style-type: none"> ◦ 0 payout up to the minimum amount set for the specific target; ◦ 60% payout from the minimum to the targets set for the specific objective; ◦ a payout with linear correlation of from 100% to 120% between the target and the maximum set for the specific objective. 	<p>pp. 24-25</p> <p>pp. 30-31</p>

ESR = EXECUTIVES WITH STRATEGIC RESPONSIBILITIES

COMPONENT, PURPOSES AND BASIC FEATURES	DETERMINATION CRITERIA AND PERFORMANCE CONDITIONS	AMOUNTS AND THEORETICAL PAYOUTS	REFERENCES
<p>Long-term Variable Remuneration</p> <p>Focusing the key managerial positions on the achievement of the objectives under the Company's Industrial Plan. Creating the conditions for increasing the convergence of the interests of management and those of shareholders. Bringing the system more in line with the practices of the sector peers and, more generally, with the practices adopted by the major European listed companies. The Long-term Incentive Plan is structured into 3 three-year cycles, each with effect from 2018, 2019 and 2020. The incentive is conditional on the achievement of economic and financial objectives relating to each vesting period.</p>	<p>The Long-term Incentive Plan is based on the following KPIs :</p> <ol style="list-style-type: none"> 1) Relative Total Shareholder Return (rTSR) compared to a peer group - weight of 50% of total incentive; 2) Group Return on Sales (ROS) – weight of 25% of total incentive; 3) Group Net Debt – weight of 25% of total incentive. <p>The TSR performance will be measured on the basis of Leonardo's positioning compared to the peer group:</p> <ul style="list-style-type: none"> - Position 1 to 4: 100% of bonus; - Position 5 to 6: 50% of bonus; - Position 7 (median): 25% of bonus; - Position < 7: no pay-out. <p>The position below the median (< position 7) entails a payment of the bonus equal to 0%.</p> <p>The Return On Sales target is measured on the basis of the average individual values included in the vesting period in each financial year. The payment of the bonus relating to the Return on Sales (25%) provides for an «on/off» basis. Therefore the allocation of 100% of the bonus will take place only if the target is achieved (ON).</p> <p>The Net Debt target is measured on the final value in the vesting period and for which the following performance conditions are set out:</p> <ul style="list-style-type: none"> • 100% of budget = 100% of bonus; • 5% delta of budget = 50% of bonus; • for values of below the 5% delta of budget = 0% of bonus. <p>Intermediate results give bonuses calculated proportionately through a linear incentive curve.</p>	<p>The Plan provides for the assignment of incentives structured into a component that is fully expressed in ordinary Leonardo shares for the Company's Chief Executive Officer, Executives with Strategic Responsibilities and other Top Executives. As regards the other beneficiary Executives, the Plan provides for the payment of a component that is expressed in ordinary Leonardo shares and of a cash component, based on a different proportion between cash and shares depending on the different levels of responsibility, the contribution to the Company's results of operations and the position held in the relevant business organisation.</p> <p>CEO PAYOUT</p> <p>For the three-year period 2019-2021 allocation of a maximum number of 33.524 shares attributable to the CEO determined by dividing the maximum incentive of € 293,00 by the unit price of € 8,74 per share used for the conversion of incentives in the implementation of the plan.</p> <p>ESR PAYOUT</p> <p>The portion of long-term variable incentive set out for the three-year period 2019-2021 is equal to 140% of gross annual remuneration for each beneficiary. Once the three-year vesting period is elapsed, the plan provides for a one-year lock-up period for the CEO and Executives with Strategic responsibilities and other top management positions. 50% of the shares will not be transferable during this period.</p>	<p>pp. 25-28</p> <p>p. 32</p> <p>p. 25</p> <p>pp. 31-32</p> <p>p. 28</p>
<p>Non-Cash Benefits</p> <p>Benefits are granted consistently with the purposes of the Leonardo Group's remuneration policy.</p>	<p>Non-cash benefits are defined in accordance with provisions of law, collective bargaining agreements and any other applicable union agreements.</p>	<p>CEO</p> <p>Non-cash benefits that can be assigned include: benefits similar and equivalent to those paid to the Group's executives, including insurance covers, company car and accommodation for guests' use.</p> <p>ESR</p> <p>Non-cash benefits that can be assigned include: supplementary pension plan, supplementary/replacement health insurance benefits, insurance covers, company car and accommodation for guests' use.</p>	<p>p. 28</p> <p>pp. 32</p>
<p>Pay in the event of Termination of Office or Employment</p> <p>Retention purposes connected with the role in line with long-term strategies, values and interests.</p>	<p>They are set in relation to key roles and non-competition obligations.</p>	<p>CHAIRMAN</p> <p>No severance pay.</p> <p>CEO</p> <p>The severance pay, in accordance with the recommendations provided in the Corporate Governance Code, is set in an amount that is not higher than two years' fixed remuneration. Mr Profumo will be paid an amount as an indemnity and compensation payment, equal to such total remuneration (fixed and variable elements) as would be paid until the natural expiry of the term of office (12 months in May 2019, which will progressively decrease according to a sliding scale system until it reaches zero on the natural expiry date of the term).</p> <p>ESR</p> <p>Allowances under the National Collective Bargaining Agreement, plus severance payment defined on an individual basis (if any).</p>	<p>p. 28</p> <p>p. 33</p>
<p>CEO PAY RATIO</p> <p>Ratio of CEO's remuneration to employees' average pay</p>	<p>CEO PAY RATIO</p> <p>The ratio is calculated between CEO's total remuneration (fixed + short-term variable elements) and employees' average pay in 2018.</p>	<p>The ratio was 31x.</p>	<p>p. 41</p>

Pay-mix

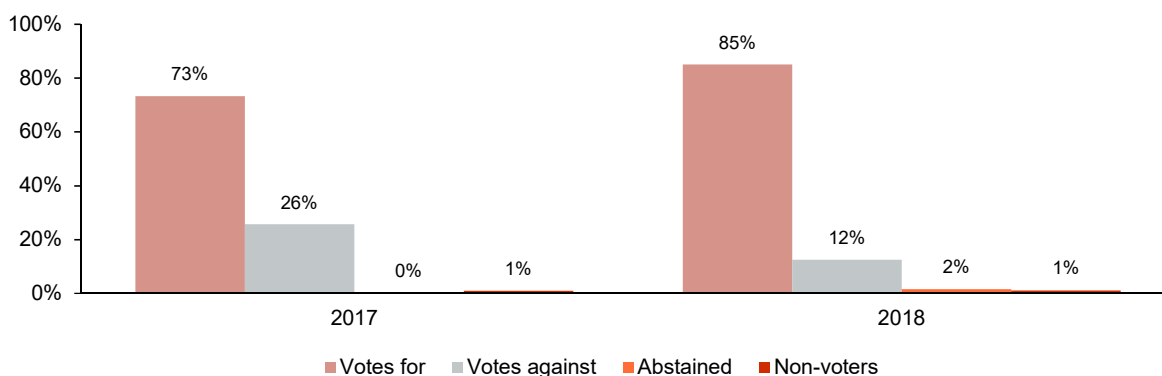
CEO pay-mix



Results of Shareholders' Meeting voting (2017-2018)

The following graph shows the trend of voting at Shareholders' Meetings on Section I of the Remuneration Report in the last two years (2017-2018). It shows a substantially positive trend of votes in favour in these years. The results in general and especially the reasons given for votes against cast in the 2018 Shareholders' Meeting have been taken into account in considering and evaluating the changes and improvements made to this document.

Trend of voting results on the annual Remuneration Report (2017-2018)



Glossary

<u>Glossary</u>	<u>Definition</u>
Shareholders' Meeting	The Company's collective deliberative body. Represented on it (either directly or by proxy) are all holders of voting rights. As regards the Remuneration Policy, it expresses a non-binding opinion on Section I of the Remuneration Report.
Non-cash benefits	The non-cash elements included in remuneration, aimed at enhancing workers' individual and family well-being from the economic and social points of view.
Claw-back	A contractual clause which allows the Company to ask for the total or partial return of variable components of remuneration which have already been paid but have been calculated on the basis of data which subsequently prove to be clearly erroneous.
Board of Directors	Leonardo's Board of Directors, which is the collective body responsible for the Company's management and is composed of Directors. This is the body responsible, among other matters, for approving the Remuneration Policy put forward by the Remuneration Committee.
Executives with Strategic Responsibilities (ERS)	They are defined in Consob Regulation 17221 of 12 March 2010 in the matter of Related-Party Transactions as "those persons who have the power and responsibility, directly or indirectly, for planning, directing and controlling activities of the entity".
Dow Jones Sustainability Indices	Stock market indices composed of the Companies with the best sustainability performance worldwide according to RobecoSAM rating agency's assessment of three dimensions (economic, environmental and social).
EBITA	Earnings before interest, taxes and amortisation of intangible assets.
Free Operating Cash-Flow (FOCF)	The sum of cash flow generated from (used in) operating activities, cash flow generated from (used in) core investing activities and dividends received.
Net Debt	The balance of (current and non-current) borrowings, the fair value of financial debt hedging derivatives, liquidity, financial receivables and current securities on the basis of the data resulting from the Group's Consolidated Financial Statements.
Severance Pay	The monetary amount to pay workers on the termination of their employment contract.

Management by Objectives (MBO)	An incentive system which awards beneficiaries an annual bonus in cash on the basis of objectives set and agreed with each participant in the Plan.
Pay-mix	The percentages of fixed remuneration, short-term variable incentive and long-term incentive.
Gross Annual Remuneration (GAR)	It includes all fixed annual pay before tax and employee's share of social security contributions and is thus non-inclusive of annual bonuses, other bonuses, allowances, fringe benefits, refunds of expenses and any other form of variable or occasional remuneration.
Variable Remuneration	It is composed of short-term variable incentive and long-term variable incentive.
Company	The entire Leonardo Group.
Consolidated Law on Financial Intermediation (T.U.F.)	Legislative Decree no. 58 of 24 February 1998 (as amended).

Section I
Remuneration Policy 2019

1. Governance

1.1 Bodies and persons involved in the preparation, approval and implementation of the Remuneration Policy

With regard to the governance of the remuneration systems, the following is a more detailed description of the related management activities and the respective responsibilities, divided according to the role played by each body involved in the formulation and approval of the remuneration policy regarding the members of the Company's Governing Bodies and other Executives with Strategic Responsibilities.

A) Shareholders' Meeting

The duties of the Shareholders' Meeting, according to the By-Laws – as far as the matters of interest to this Report are concerned - are:

- to appoint and dismiss Directors, Statutory Auditors and the Chairman of the Board of Statutory Auditors;
- to set the fees payable to the members of the Board of Directors and the Statutory Auditors;
- to approve any remuneration plans based on financial instruments assigned to Directors, employees, consultants or Executives with Strategic Responsibilities, pursuant to Article 114-bis of the TUF;
- to express its opinion on the Remuneration Report itself.

B) Board of Directors

The duties of the Board of Directors, according to the By-Laws – as far as the matters of interest to this Report are concerned - are:

- to determine, on the proposal of the Remuneration Committee, the remuneration of those Directors with delegated powers and of any other Director vested with specific functions following the opinion of the Board of Statutory Auditors;
- to define the Company's policy in relation to the remuneration of Directors and other Executives with Strategic Responsibilities, in compliance with the legal provisions in force and with the Corporate Governance Code for Listed Companies;
- to approve this Remuneration Report and submit it to the Shareholders' Meeting pursuant to, and within the limits set out in, Article 123-ter, paragraph 6, of the TUF;

- to approve, upon proposal from the Remuneration Committee, potential remuneration plans based on the allotment of shares or other financial instruments, and submit said plans to the Shareholders' Meeting for its approval;
- to implement the aforesaid remuneration plans based on shares or other financial instruments, with the support of the Remuneration Committee, as approved by the Shareholders' Meeting.

No Director attends Board of Directors' meetings at which motions regarding their own remuneration are approved.

Furthermore, there has been a Remuneration Committee in the Board of Directors for a long time, the composition and functions of which are detailed below.

C) Remuneration Committee

The Remuneration Committee is composed as follows: independent directors also in accordance with the Corporate Governance Code.

Name: Dario Frigerio Chairman (Independent Director*)	Name: Marina Rubini (Independent Director*)
Name: Marina Elvira Calderone (Independent Director*)	Name: Antonino Turicchi

* Independent Directors also in accordance with the Corporate Governance Code

The Committee meets periodically to carry out its functions and duties, and its meetings are considered valid if at least a majority of its members attend. The Chairman of the Committee calls and chairs meetings. The Committee is provided with the resources required to carry out its research and investigations. The Committee obtains access to information and to Company structures as necessary for it to perform its tasks, and, through Company channels that make use thereof, consults external advisors in order to ensure independence of judgment. The Committee's meetings are attended by the Head of the Company's Chief People, Organization and Transformation Officer Organisational Unit and may be attended, on the invitation of the Committee through the Chairman and in relation to the issues being discussed, by other persons, including non-executive members of the Board of Directors and any employee working for the Company or Group Companies, as well as the Chairman of the Board of Statutory Auditors or any other Statutory Auditor appointed by the latter. No Director participates in the Committee's meetings in which proposals are put forward to the Board in relation to his/her own remuneration.

The Remuneration Committee is responsible for taking action:

- to submit proposals to the Board of Directors concerning the definition of the Company's remuneration policy of Directors and Executives with Strategic Responsibilities, in compliance with the legal provisions in force and with the Corporate Governance Code for Listed Companies;
- to put forward proposals to the Board of Directors for related resolutions in implementation of the remuneration policy established by the same, with reference to:
 - the remuneration and regulatory treatment of Directors with delegated powers and of all Directors vested with specific functions (following the opinion of the Board of Statutory Auditors, when required by Article 2389 of the Italian Civil Code);
 - the performance targets related to the variable element of the remuneration of Directors with delegated powers and of any other Director vested with specific functions, monitoring the implementation of the decisions adopted and verifying, in particular, their actual achievement;
- to support the Company in defining the best policies for the management of the Group executives as well as the development plans and systems for the Group's key managers;
- to propose compensation plans based on the allotment of shares or of options for the purchase of the Company's shares in favour of Directors and Executives of the Company and of the Group companies, to be submitted to the Board for its approval and then to the Shareholders' Meeting for its approval pursuant to the legal provisions, while also defining the implementing provisions;
- to periodically evaluate the adequacy, overall consistency and actual implementation of the policy for the remuneration of Directors and Executives with Strategic Responsibilities;

The Committee's Meetings are duly recorded in minutes, which are reported on by the Committee's Chairman at the first meeting of the Board of Directors. Furthermore, the Committee provides the Board with a report on the most important issues.

The Committee's operations are governed by special Rules of Procedures, which acknowledge the principles and implementation criteria recommended by the Corporate Governance Code.

Since it was formed, the Remuneration Committee has played a role of supporting the top management with one of the most important issues related to the strategic management of the Group's human resources and of its pay and retention policies.

In acting in this role the Committee has worked out incentive schemes which assist in achieving the Group's results and the objectives of enhancing the value of its stock and of the Group itself.

With specific reference to the remuneration policy outlined in this Report, the Remuneration Committee has defined the principles and practical methodology of application of the policy and has submitted them to the Board of Directors, which, having examined the policy, then approves it and submits it to the Shareholders' Meeting for a non-binding resolution, pursuant to Article 123-ter, paragraph 6, of the TUF.

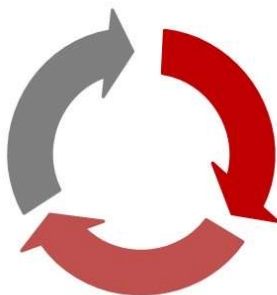
The policy proposed by the Remuneration Committee was approved by the Board of Directors at its meeting held on 28 March 2019.

Activities carried out during 2018

ACTIVITIES CARRIED OUT IN 2018

January – April 2018

- Examined and approved the 2017 Remuneration Report to submit to the Board for any related decision with a view to the 2018 annual Shareholders' Meeting;
- Checked whether the 2017 objectives assigned to the CEO under the short-term Incentive scheme (MBO) and the 2015-2017 Long-term Incentive scheme had been achieved;
- Examined the new 2018 short-term incentive scheme (MBO) for Group executives and set the 2018 targets for the CEO, giving the related opinion to the Board of Directors for any related decision;
- Checked whether the objectives set out in the Co-investment Plan had been achieved and planned the free allocation and award of shares to the participants.



May – July 2018

- Examined the Rules of the Long-term Incentive Plan for the Leonardo Group's Management for the 2018-2020 cycle, giving the related opinion to the Board of Directors for any related decision;
- Examined the Long-term Incentive Plan for the Leonardo Group's Management for the 2018-2020 cycle, giving its favourable opinion to the Board as to the criteria to select the Participants in the Plan and the determination of any related allocation, including the information reported to the CEO.

September – December 2018

- Examined the remuneration systems of the Management

D) Board of Statutory Auditors

On remuneration matters, the Board of Statutory Auditors, which regularly participates in the Remuneration Committee's meetings through the Chairman or a regular Auditor specified by the same, expresses the opinions required by the regulations in force, with particular reference to the remuneration of those Directors vested with specific functions pursuant to Article 2389 of the Italian Civil Code, and it also verifies that said remuneration is in line with the general policy adopted by the Company.

E) Independent Experts

In the course of 2018 the Chief People, Organization and Transformation Officer Organisational Unit made use, as external independent experts, of EY for activities concerning remuneration.

F) Other Persons

The Human Resources Function, as a part of the Chief People, Organization and Transformation Officer Organisational Unit, lays down the guidelines, supported by all the technical details necessary for preparing

the Remuneration Policy. This Function also acts as a specialist in-house body assisting the Remuneration Committee, for which it prepares the material that the Committee needs in order to carry out its work.

The Administration, Finance and Control Organisational Unit helps by setting out the operating and financial objectives underlying the short- and long-term plans and verifies that they have been attained.

The Chief Stakeholder Officer Organisational Unit assists in determining the panel for TSR as a performance objective in the long-term incentive system and helps in the consideration of all ESG (Environmental, Social and Governance) issues.

1.2 Procedure for approval of Remuneration Policy 2019

In exercising its powers and in accordance with the Corporate Governance Code, the Remuneration Committee expressed a favourable view of the structure and contents of Leonardo's remuneration policy for the purposes of the preparation of this Remuneration Report.

The document has been prepared in accordance with best practice, particularly that in FTSE-MIB companies.

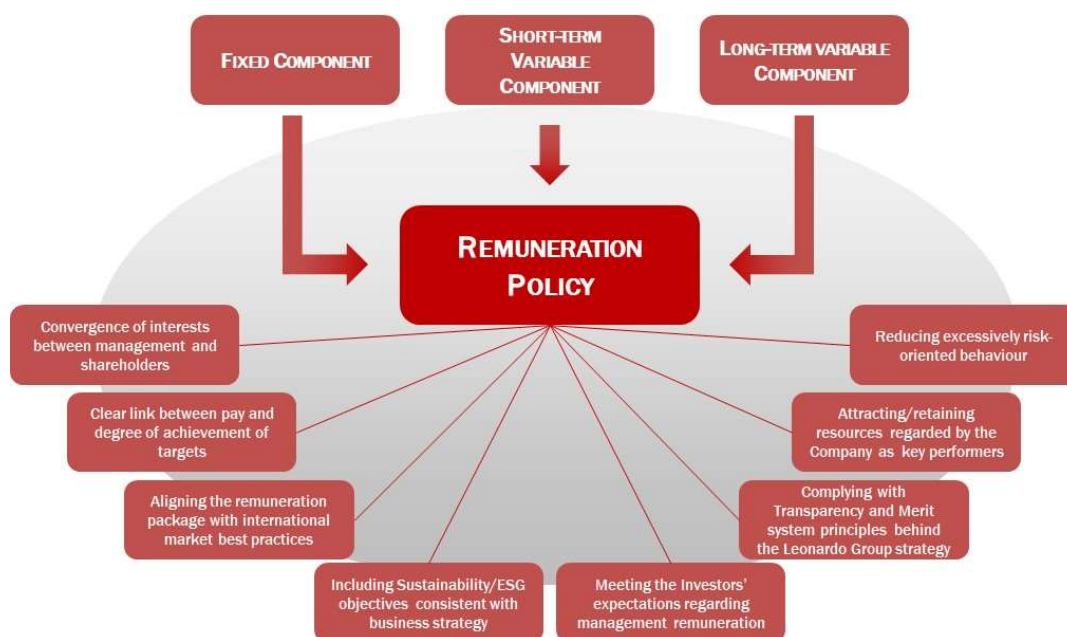
The Remuneration policy was submitted by the Committee to the Board of Directors, which approved it on 28 March 2019. The Remuneration Report was also approved on the same date.

The remuneration policies determined in accordance with the guidelines provided by the Board of Directors are applied by the bodies authorised to do so with the support of the corporate functions concerned.

After the Board of Directors has approved the Remuneration Policy, it submits it to the Shareholders' Meeting for a consultative vote.

2. Aims and instruments of Remuneration Policy

The Remuneration Policy sets out the principles and guidelines to determine the remuneration of the members of the Board of Directors, as well as the specific criteria through which the remuneration of the Group’s management is established, in accordance with the Governance model adopted by the Company and the recommendations laid down in the Corporate Governance Code.



In determining the Policy for the CEO, the principles were taken into account whereby a part of his remuneration is linked to the attainment of specific performance objectives, including non-economic objectives (e.g. Sustainability indicators and qualitative objectives linked to the Industrial Plan). Starting with this year, similar principles underlie the Policy for the other Executives with Strategic Responsibilities.

The policy is designed to attract and motivate human resources who have the professional qualities required to carry out their duties and fulfil their responsibilities in line with the interests of the management and with the priority objective of creating shareholder value in the medium/long-term through:

- an appropriate balance between the variable element of remuneration and the fixed element, as well as, at the same time, setting a balance between short- and long-term incentives, in order to ensure the sustainability of the policy itself in the long term;

- an efficient alignment of the remuneration and incentive system with the pursuit of the Company's long-term interests, by ensuring that the variable element of remuneration is connected to actual results, through the introduction of not only a direct link between performance and remuneration, but also by paying particular attention to the objectivity and measurability of the performance conditions which the remuneration is subject to, and to the indicators used to measure the remuneration, without prejudice to the existence of an upper limit on incentives.

In 2018, Leonardo took an important step forward executing the Industrial Plan. Most notable is a significant increase in New Orders and Revenues, with a Backlog level of over € 36 bn, which will support further growth in the coming years.

Valuable work was also done to (i) strengthen and streamline the sales network and set up a complete Customer Support, Service and Training (CSS&T) business development strategy; (ii) start taking measures to optimise investments in innovative products and technologies; (iii) attain cost efficiency targets, also by taking a new approach involving partnership with the supply chain (e.g. "LEAP2020 Project"); (iv) make the organisation more efficient, responsive and modern, putting people centre stage and disseminating the culture of continuous improvement of all processes; and (v) strengthen the entire Defence & Security Electronics by creating the new "Electronics" and "Cyber Security" Divisions.

The expected performance in 2019 shows a confirmed growth trend, with a further increase in Revenues and improved profitability combined with a rigorous financial strategy in order to support growth and ensure the balance between investments and cash generation. Leonardo continues to be confident in being able to achieve all Industrial Plan targets: top line growth with strict cost control, driving Group towards double-digit profitability and strong cash generation from 2020.

Leonardo confirms the strategies in the coming years, during which their priorities and lines of action will emerge even more clearly in order further to accelerate the process of sustainable growth that has commenced.

Sustainability, in fact, is the foundation of the long-term strategy and is fully integrated into the Industrial Plan, which includes the strategic sustainability priorities and the lines of action to take. Sustainability commitments and objectives contribute to the Group's process of sustainable growth and to the achievement of 4 Sustainable Development Goals out of the 17 named by the United Nations. Among the targets that have been achieved, in 2018 Leonardo was admitted to the Dow Jones Sustainability Indices.

The distribution of the dividend was also proposed in 2018 as a fundamental element of the remuneration of the shareholder.

2.1 Reference to market remuneration policies

The remuneration policy considers, in its determination, investigations and analysis of the remuneration systems and best practices both at national and international level, also in relation to aggregate external benchmarks, with reference to a panel of large Italian industrial groups listed on the FTSE MIB 40 Italia index, as well as to international listed companies operating in the Sectors of Defence, Industrial Engineering, Technology Hardware and Equipment².

2.2 Remuneration policy instruments

The remuneration policy of Executive Directors and other Executives with Strategic Responsibilities has been formulated as described below:

A) Fixed Remuneration

The fixed element of remuneration is such that it adequately remunerates the services provided and is proportioned to the assigned duties and responsibilities, in addition to being sufficient to remunerate the services delivered should the variable component not be paid (Article 6.C.1 (c)). For those Directors not entrusted with specific duties, the remuneration consists exclusively of a fixed element, to be determined by the Shareholders' Meeting, and it is in no way linked to the achievement of performance targets.

B) Variable Remuneration

Variable remuneration is divided into a short-term component (typically annual – the MBO scheme) and a long-term component, reserved exclusively for a key manager population.

- **Short-term Variable Component**

The aim of the short-term variable component is to encourage the achievement of the annual objectives laid down in the Company's budget and in line with the Industrial Plan for the relevant year. The MBO Scheme is structured in a manner which creates a transparent link between monetary remuneration and the degree to which the annual objectives have been achieved.

² The benchmark for the CEO has considered the remuneration paid by the companies comparable to the Leonardo Group, including: Enel, ENI, TIM, Poste Italiane, Prysmian Group, EIFFAGE, Thales and BAE Systems.

In 2019 a sustainability/ESG objective is set for all the beneficiaries of the short-term incentive plan/MBO; up to now it was only set for the CEO.

- **Long-term Variable Component**

2018 saw the start of the first cycle of the Long-Term Incentive Plan (2018-2020) approved by the Shareholders' Meeting on 15 May 2018. The Plan involved about 200 managers, with an award of about 1,500,000 shares against a theoretical maximum of 2,000,000 shares.

2019 will also see the start of the 2019-2021 cycle of the Long-Term Incentive Plan. The Plan is reserved for key managers, to be selected, on a priority basis, according to a criterion that considers the positions of greatest impact on the Company's business in the medium term, in the executive grade (or equivalent abroad) in the Company, Subsidiaries with their registered offices in Italy or abroad, as well as associates (former employees) in top management and/or other management positions in the Company or Subsidiaries.

The Plan will be reserved for a maximum number of 210 managers and provides for the award of about 2,000,000 shares. The Company will also consider the introduction of additional objectives linked to ESG issues.

3. Remuneration Policy 2019

3.1 Remuneration of the members of the Board of Directors and of the Board of Statutory Auditors

This section gives the main features of the remuneration policy for:

- Directors who are not entrusted with specific duties
- Board of Statutory Auditors
- Directors vested with specific duties:
 - Chairman of the Board of Directors
 - Chief Executive Officer

3.1.1 Remuneration of Directors who are not entrusted with specific duties

A) Remuneration set by the Shareholders' Meeting

The Shareholders' Meeting held on 16 May 2017 set, for the three-year period from 2017 to 2019, the remuneration of the Directors who are not entrusted with specific duties, in a gross amount of € 80,000 per year.

In line with best practices, the remuneration awarded to those Directors who are not entrusted with specific duties is not linked in any way to the achievement of specific performance targets, and thus consists of a fixed element only, rather than of a variable element as well. To the fixed component of remuneration set by the Shareholders' Meeting must be added the fees set by the Board of Directors for the participation in Board Committees.

B) Remuneration for participation in Board Committees

The Company's Board of Directors, by a resolution passed on 16 May 2017, set the following fees for the members of the Committees set up within the Board itself:

- € 2,500 per year before tax for each member and € 7,500 per year before tax for the Chairman of the Committee;
- € 2,000 attendance fee, payable on the occasion of each Committee meeting.

3.1.2 Remuneration for participation in the Board of Statutory Auditors

The fees due to the members of the Board of Statutory Auditors, which remained unchanged with respect to those added to by the Shareholders' Meeting held on 15 May 2018, amounted to a gross amount of € 80,000 per year for the Chairman and to a gross amount of € 70,000 per year for each of other Regular Auditors.

3.1.3 Remuneration of Directors vested with specific duties

A) Chairman of the Board of Directors

The total remuneration for the 2017 to 2019 term of office of the Chairman of the Board of Directors consists exclusively of the fixed component, composed as follows:

- gross annual fees of € 90,000, pursuant to Article 2389, paragraph 1, approved by the Shareholders' Meeting on 16 May 2017;
- gross annual fees of € 400,000: at the meeting held on 16 May 2017, the Board of Directors granted Mr De Gennaro, as Chairman, some specific responsibilities whose exercise attracts the special remuneration referred to in Article 2389, paragraph 3, of the Italian Civil Code, in relation to which the Board of Statutory Auditors provided the related opinion. On 8 November 2017 the Remuneration Committee, following a resolution passed by the Board of Directors' meeting held on 16 May 2017, decided on the Chairman's remuneration, pursuant to Article 2389, paragraph 3, of the Italian Civil Code for carrying out the specific responsibilities assigned to him by the Board, with effect from 16 May 2017.

No severance payments were determined for the event of early termination of the office or for the event of non-renewal of his mandate.

Furthermore, insurance cover and welfare policies have been provided to the benefit of the Chairman, together with other benefits connected with the performance of duties required of his office and additional powers delegated to him.

B) Chief Executive Officer

B.1 Overall remuneration structure

The Company has entered into a working relationship with the Chief Executive Officer, which will end on the expiry of the term of office of the Board of Directors, expected to be in May 2020. The solution adopted

is certainly more favourable for the Company than a contract for his subordinate employment in an executive position, as the cost of social security contributions is lower.

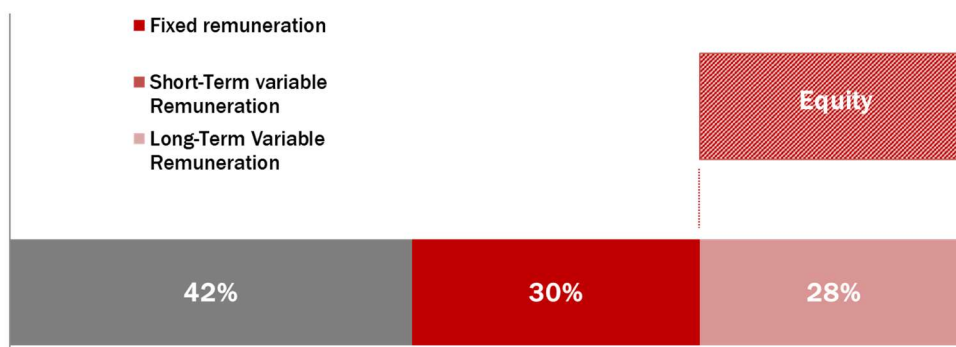
For the 2017-2019 term of office, the fixed and variable remuneration for the position of Chief Executive Officer is composed of:

- **FIXED REMUNERATION:**
 - annual fees of € 80,000, pursuant to Article 2389, paragraph 1, set by the Shareholders' Meeting held on 16 May 2017;
 - special remuneration of € 920,000 pursuant to Article 2389, paragraph 3, of the Italian Civil Code, set by the Board of Directors' meeting held on 16 May 2017, at the proposal of the Remuneration Committee and having heard the opinion of the Board of Statutory Auditors;
- **SHORT-TERM VARIABLE REMUNERATION:** fees of € 660,000 per year as maximum short-term variable incentive;
- **LONG-TERM VARIABLE REMUNERATION:** fees of € 620,000 per year as maximum long-term variable incentive.

B.2 Pay mix

The pay-mix was set as follows (the calculation of the percentages does not include the amount set by the Shareholders' Meeting for the position of Director pursuant to Article 2389, paragraph 1, of the Italian Civil Code):

- **FIXED REMUNERATION** = 42% of the overall maximum remuneration attainable;
- **SHORT-TERM VARIABLE REMUNERATION:** 30% of the overall maximum remuneration attainable;
- **LONG-TERM VARIABLE REMUNERATION:** 28% of the overall maximum remuneration attainable.



B.3 Short-term variable remuneration

The short-term variable remuneration (MBO) for the Chief Executive Officer consists of maximum overall gross fees of € 660,000 per year (equal to 71.7% of fixed remuneration) and is subject to the following performance conditions:

■ **Thresholds (Gates)**

The Company has confirmed the two thresholds (Gates) for short-term incentive payments linked to the achievement of the following KPIs set by the Board of Directors:

- Group EBITA (85% of budget);
- Group Free Operating Cash Flow ³ (FOCF) (100% of budget);

The non-achievement of even only one of the two Gates leads to setting the Group's economic and financial KPIs to zero and to a consequent reduction of the bonus by 60%.

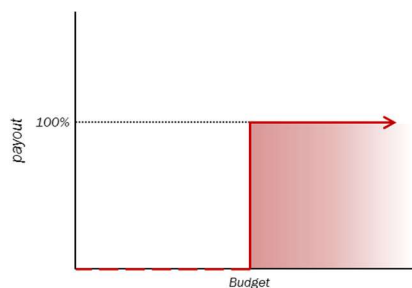
■ **Performance Targets (KPIs)**

In consideration of the maintenance of the Group's sustainability/ESG targets, competitive costs and margins, as well as the achievement of the levels of Operating Profit and Free Operating Cash Flow, in close connection with the strategic objectives behind the Industrial Plan, the following performance indicators have been included for 2019:

- Group EBITA (30%);
- Group FOCF (30%);
- Industrial Plan Objectives (30%);
- Sustainability/ESG Objective: (10%)

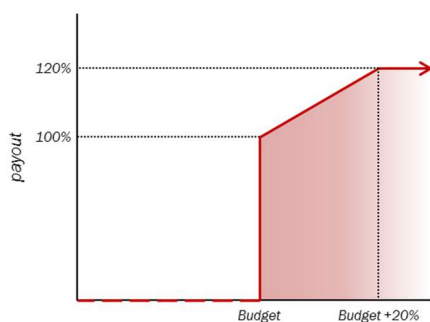
The performance targets relating to the aforesaid indicators will be established by providing for an incentive entry level and a composition of the bonus as reported below:

³ Free Operating Cash-Flow (FOCF) is obtained as a sum of the cash flow generated (used) by operating activities (excluding changes relating to the Group Net Debt items), the cash flow generated (used) by core investing activities (property, plant and equipment, intangible assets and equity investments, net of cash flows arising from the purchase or disposal of equity investments that, by their very nature or importance, can be qualified as "strategic investments") and dividends received.



■ Group EBITA:

- no payout if the budget target is not achieved
- a payout of 100% if the budget target is achieved



■ Group FOCF:

- no payout if the budget target is not achieved
- a linear payout from 100% to 120%. If the budget target is over-performed (>100%), no overperformance fees will be payable, but consideration will be paid to using it to offset a possible failure to achieve other objectives.

■ Industrial Plan Objectives:

"ON/OFF" basis:

- Evaluation of the state of progress in the Strategy Plan Master Plan, focusing on the Electronics and Cyber Security Divisions;
- Book to Bill ≥ 1 .

■ Sustainability/ESG objective:

"ON/OFF" basis:

- Inclusion of Leonardo in the Dow Jones Sustainability Indices.

The short-term variable remuneration (MBO) payable to the Chief Executive Officer does not provide for the payment of overperformance fees.

B.4 Long-term variable remuneration

The part of long-term variable remuneration, up to an annual overall maximum gross amount of € 620,000 (equal to 67.4% of fixed remuneration), comes from the participation of the Chief Executive Officer in the Company's long-term share incentive plan, reserved for the Group's management.

Incentives payable are fully expressed in ordinary Leonardo shares.

In the light of the system's rolling mechanism, and in consideration of the amount of annual remuneration paid in relation to the long-term variable portion envisaged in the employment contract of the Chief Executive Officer, the sum allocated for the 2019-2021 cycle is set at a maximum amount of € 293,000. Therefore, as at the date of allocation of the plan, the maximum number of shares attributable to the Chief

Executive Officer had been set at no. 33.524, obtained by dividing the maximum amount set by the unitary price of € 8,74⁴, used for the determination of the incentive when implementing the plan.

Based on the allocations envisaged for the overall long-term variable remuneration payable to the Chief Executive Officer, this amount and the amounts of future allocations have been calculated by making reference to the natural expiry of the term of office, which is conventionally set at 31 May 2020 for these purposes.

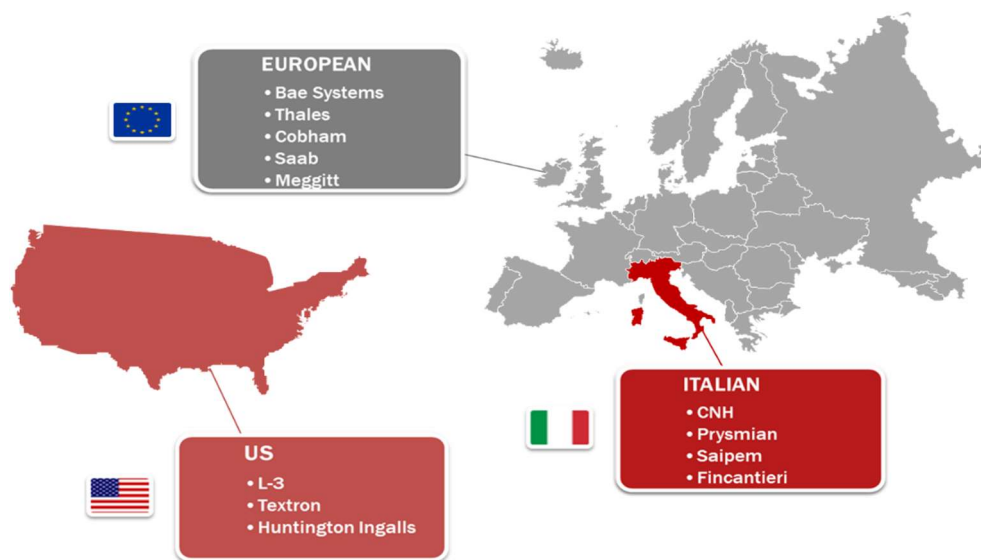
B.4.1 Performance conditions and incentive curve

The payment of the incentive is conditional on the achievement of targets relating to a three-year period and linked to the following performance indicators:

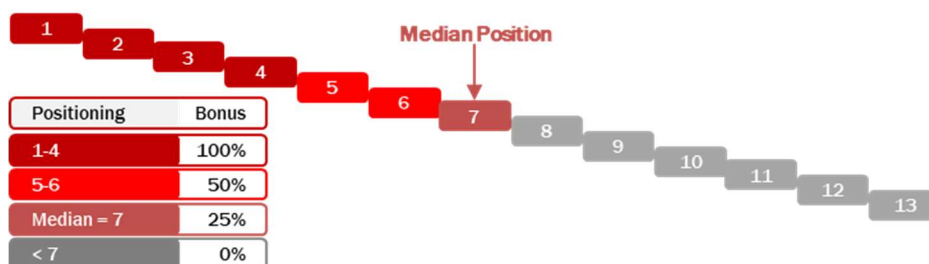
KPIs	Weight	Performance Conditions	
		Threshold	Bonus
Relative Total Shareholder Return	50%	Position 1-4	100%
		Position 5-6	50%
		Median (pos.7)	25%
		< Position 7	0%
Net Debt	25%	Target	100%
		95% Target	50%
		<95% Target	0%
Return on Sales	25%	"On/off" basis	

- Relative TSR:** Leonardo's performance will be measured in relation to a "peer group" selected on the basis of comparability analyses of the stock, including companies in the Aerospace and Defence sector at global level and industrial companies in the FTSE MIB index. The panel consists of companies in the relevant sector in Europe and North America for two thirds and of Italian listed companies for one third:

⁴ Average price of ordinary Leonardo shares in the period from 1 January 2019 to 29 March 2019 in the application of the resolution passed by the Board of Directors on 27 March 2018 that determined to take as reference price for the shares subject to the Long-term Incentive Plan, the average of the Leonardo Share in the first quarter of the year in which the prize is awarded.



The portion of bonus earned in relation to the relative TSR performance is determined on the basis of Leonardo’s positioning with respect to the “peer group”, as illustrated below:



A position under the median, therefore, means the payment of a 0% bonus.

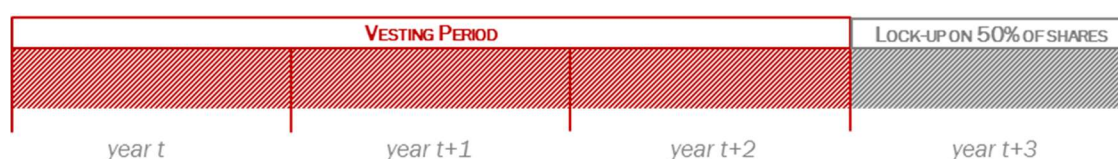
- The **Net Debt** will be measured on the final value at the end of the vesting period and for which the following performance conditions have been set out:
 - 100% of budget = 100% of bonus;
 - 5% delta of budget = 50% of bonus;
 - for values of below the 5% delta of budget = 0% of bonus.

Intermediate results give bonuses calculated proportionately through a linear incentive curve.

- The **Return on Sales** will be measured on the average of the final values of each financial year during the vesting period. The bonus for the Return on Sales (25%) is paid on an “ON/OFF” basis. Therefore 100% of bonus will only be paid if the objective is actually achieved (ON).

B.4.2 Vesting period and lock-up

Once the three-year vesting period is elapsed, the plan provides for a one-year lock-up period for the Chief Executive Officer. 50% of the shares will not be transferable during this period.



B.5 Pay in the event of termination of office or of employment

In accordance with the recommendations in the Corporate Governance Code, the severance pay is not higher than two years’ fixed remuneration. As regards Mr Profumo, he will be paid an amount as an indemnity and compensation payment, equal to such total remuneration (fixed and variable elements) as would be paid until the natural expiry of the term of office (12 months in May 2019, which will progressively decrease according to a sliding scale system until it reaches zero on the natural expiry date of the term).

No indemnities will be payable if the appointment is not renewed.

B.6 Other benefits

The Chief Executive Officer will also receive benefits (including Fasi, Assidal funds, etc.), as well as the mandatory forms of insurance cover - in compliance with the provisions of law, non-cash benefits envisaged for top management positions in line with the Company’s practices (company car and accommodation for guests’ use).

3.2 Remuneration of Executives with Strategic Responsibilities and other Managerial Resources

3.2.1 Executives with Strategic Responsibilities

Pursuant to the “Procedure for Related Parties Transactions”, which was approved by the Board of Directors on 26 November 2010 and finally updated in February 2019, the concept of “Executive with Strategic Responsibilities” of Leonardo includes the members of the Board of Directors, the Regular Statutory Auditors and any persons who hold the position of General Manager of the Company, the Officer in charge of the Company’s financial reporting, pursuant to Article 154-bis of the Consolidated Law on Financial Intermediation, as well as (from 1 January 2016) the Division Managing Directors, and, from 2019, the Heads of Business Units.

In relation to the ESR category, the remuneration policy is described below only as regards the Division Managing Directors, the Heads of Business Areas and the CFO.

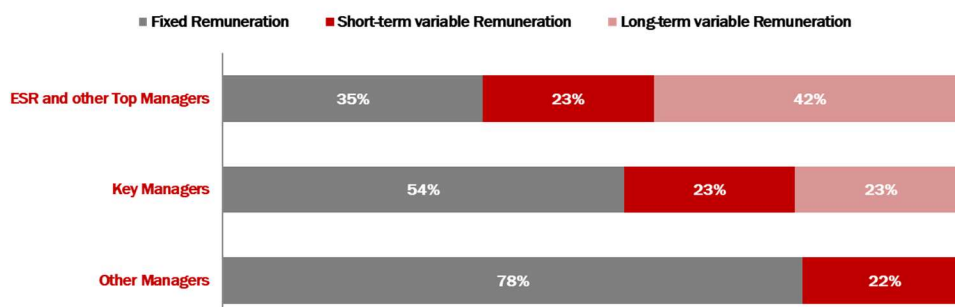
3.2.2 Overall remuneration structure

The fixed remuneration of Executives with Strategic Responsibilities and other managerial resources is proportionate to the role and responsibilities assigned to them, also considering the market positioning with respect to comparable Italian and international companies, as well as in relation to individual benchmarks for positions with similar levels of responsibility and managerial complexity.

3.2.3 Pay-mix

The pay-mix of fixed and variable remuneration components is consistent with the position assigned to the person concerned: the weight of the variable component increases for positions that have greater impact on the Company’s results directly.

The current average pay-mix is determined as follows:



3.2.4 Short-term variable remuneration

Executives with Strategic Responsibilities and other executives participate in the short-term variable Remuneration Plan (MBO).

As further recommended by the Corporate Governance Committee of Borsa Italiana S.p.A., a maximum incentive cap is applied to all participants in the MBO system in an amount varying from about 20% to about 80% of fixed remuneration, according to the person's responsibility in the organisation.

As envisaged for the Chief Executive Officer, the Company has confirmed the two incentive thresholds linked to the achievement of the following KPI objectives set out by the Board of Directors:

■ Thresholds (Gate)

- Group EBITA (85% of budget);
- Group Free Operating Cash Flow (FOCF) (100% of budget);

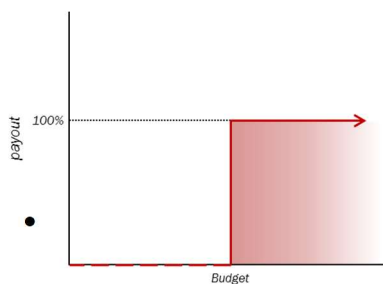
The non-achievement of even only one of the two gates leads to setting the Group's economic and financial KPIs to zero and a consequent reduction in the bonus in a range of between 40% and 50%.

■ Performance Targets (KPIs)

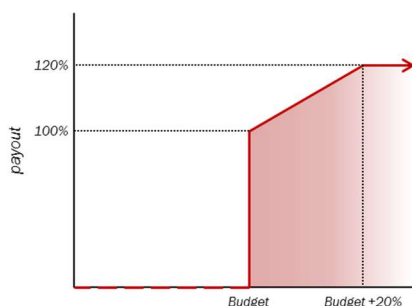
The performance targets to which the short-term incentive is linked are modulated depending on the beneficiaries' role and organisational responsibility. The assigned targets are selected from the following:

- Group and Division EBITA
- Group and Division FOCF
- Revenue Growth Objectives
- Specific Function Objectives
- Specific Sustainability/ESG Objectives
- Objectives linked to the Industrial Plan

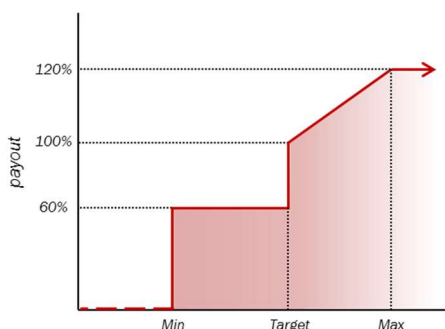
The performance targets relating to the aforesaid indicators will be established by providing for an incentive entry level and a composition of the bonus as follows:



- Group EBITA:
 - no payout if the budget target is not achieved
 - a payout of 100% if the budget target is achieved



- Group FOCF
 - no payout if the budget target is not achieved
 - a payout with linear incentive from 100% to 120% if the budget targets is achieved or over-performed



- Function/Division/individual targets:
 - 0 payout up to the minimum amount set for the specific objective
 - 60% of payout from the minimum to the targets set for the specific objective
 - a payout with linear correlation of from 100% to 120% between the target and the maximum set for the specific objective.

3.2.5 Long-term variable remuneration

Executives with Strategic Responsibilities participate in the long-term incentive plan, which is reserved for key managers, to be selected, on a priority basis, according to a criterion that considers the positions of greatest impact on the Group's business in the long term.

The Plan provides for the assignment of incentives structured into a component that is fully expressed in ordinary Leonardo shares for the Company's Top Management, Executives with Strategic Responsibilities and other Top Executives; as regards the other beneficiaries of the Plan, the Company has set the bonus based on a different proportion between cash and shares depending on the different levels of responsibility,

the contribution to the Company's results of operations and the position held in the relevant business organisation.

The allocation for the second cycle for the three-year period 2019 – 2021 is set at 140% of the gross annual remuneration, expressed in a number of shares calculated using as reference the price of € 8,74⁵ used for the conversion of incentives.

The shares supporting the Long-Term Incentive Plan are already held in the stock portfolio. The shares held in the portfolio were 3,305,203 at 29 March 2019.

The methods and mechanisms of operation of the Plan are the same as those described previously for the Chief Executive Officer (on page 25 and following pages). Furthermore, for more details, reference should be made to the Disclosure Document relating to the plan that has been filed with the registered office located in Rome, at Piazza Monte Grappa no. 4, on the Company's website (www.leonardocompany.com - "Shareholders' Meeting 2019" section), with the market management company Borsa Italiana S.p.A., as well as on the website of the authorised storage device (www.emarketstorage.com).

3.2.6 Pay in the event of termination of office or employment

As regards termination indemnities, the Company has been adopting for some time a policy for which, as a rule, it does not sign agreements covering, ex ante, the financial aspects of early termination of the employment relationship with Executives with Strategic Responsibilities, except for the termination benefits set in the National Collective Bargaining Agreement, in addition to benefits (if any) defined on an individual basis.

Nevertheless for some top management staff members, in light of their specific professional skills and the retention purposes in relation to their roles, the Company may establish special clauses that govern ex ante the effects of the early termination of employment, in line with the long-term strategies, values and interests established by the Board of Directors.

⁵ Average price of ordinary Leonardo shares in the period from 1 January 2019 to 29 March 2019 in the application of the resolution passed by the Board of Directors on 27 March 2018 that determined to take as reference price for the shares subject to the Long-term Incentive Plan, the average of the Leonardo Share in the first quarter of the year in which the prize is awarded..

3.2.7 Other benefits

For Executives with Strategic Responsibilities obligatory social security and insurance covers are provided for - in compliance with applicable provisions of law -, as well as non-cash benefits envisaged for top management positions in line with the Company's practices (among which may be provided accommodation for guests' use, company car, etc.).

In line with the provisions applicable to all Executives of Leonardo, Executives with Strategic Responsibilities are eligible to participate in the supplementary pension benefits with Previdai (the national pension fund for managers of industrial companies), as well as supplementary health insurance benefits in addition to or in place of the benefits under the supplementary healthcare fund for managers of industrial companies FASI and ASSIDAI.

3.3 Other forms of discretionary, occasional and non-recurring remuneration

It is the Company's policy not to pay discretionary bonuses to Directors, who receive incentive payments through the instruments described above.

3.4 Claw-back

As recommended in the Corporate Governance Code and in accordance with the specific guidelines recently issued by the Corporate Governance Committee of Borsa Italiana S.p.A., for all variable incentive schemes – in both short and long term -, a claw-back clause has been put in place whereby the Board of Directors is entitled, through the competent corporate functions, to request the beneficiaries to return the bonuses they have received (in the form of cash or the value of the shares allocated to them) if the Board finds that the degree to which their performance objectives have been achieved has been determined on the basis of clearly erroneous or falsified calculations. This clause applies if the difference between the data utilised and the data rectified has led to a Bonus in cash and/or in Shares being granted in excess of the amount to which the beneficiaries are actually entitled to and places an obligation on the beneficiaries to return the bonuses that have been unduly paid.

3.5 Non-competition agreements

Furthermore, with regard to Executive Directors and other Executives with Strategic Responsibilities and in case of individuals with particularly significant professional skills (such that termination of their employment

could represent a risk for the Company), the Company may define, on a case-by-case basis, non-competition agreements, providing for the payment of a compensation commensurate with the duration and scope of the obligations arising from the agreement itself.

3.6 Remuneration of the Head of the Group Internal Audit Organisational Unit

In accordance with the Corporate Governance Code, the Board of Directors took steps – at the proposal of the Chief Executive Officer, in his capacity as the Director responsible for the Internal Control and Risk Management System and subject to the approval of the Control and Risks Committee and of the Board of Statutory Auditors – to set the remuneration payable to the Head of the Group Internal Audit Organisational Unit. The variable incentive structure has been proposed in accordance with the Company’s policy, while ensuring the resources allocated for the performance of related duties. The short-term variable component of remuneration (MBO) is conditional on the achievement of targets that are exclusively linked to the effectiveness and efficiency of the Group Internal Audit organisational unit. As regards the long-term variable component, instead of participating in incentive plans established for the Company’s management and in accordance with the Corporate Governance Code’s provisions governing the matter, in order to ensure the sustainability of results over time, the Board of Directors, as already announced in the Remuneration Report 2017, page 25, has approved a cash amount, for the three-year periods following the 2015-2017 plan previously assigned, and has set appropriate targets for each position held at the proposal of the Chief People, Organization and Transformation Officer function.

Resolution proposal

Dear Shareholders,

pursuant to Article 123-ter, paragraph 6, of Legislative Decree No. 58/98, you are called upon to vote, with a non-binding resolution, on the first section of the Remuneration Report referred to in Article 123-ter, paragraph 3, of Legislative Decree No. 58/98, which discusses the Company's policy on the remuneration of the members of the Governing Bodies and other Executives with Strategic Responsibilities, as well as the procedures used to adopt and implement that policy.

The Remuneration Report is made available to the public at the registered office and at Borsa Italiana S.p.A., as well as on the Company's website (www.leonardocompany.com, "Shareholders' Meeting 2019" section) and on the website of the authorised storage device "eMarket STORAGE" (www.emarketstorage.com) in accordance with the law.

In view of the foregoing, we submit for Your approval the following proposed non-binding resolution on point three of the agenda of the ordinary session:

"The Ordinary Shareholders' Meeting of Leonardo – Società per azioni:

- having regard to Articles 123-ter of Legislative Decree No. 58/98 and 84-quater of Consob Regulation No. 11971/99;
- having regard to the Remuneration Report approved by the Board of Directors on 28 March 2019, prepared pursuant to Articles 123-ter of Legislative Decree No. 58/98 and 84-quater of Consob Regulation No. 11971/99 and in accordance with the recommendations of the Corporate Governance Code for listed companies, which the Company has adopted, and published within the time limit of 21 days prior to the first call of the Shareholders' Meeting to approve the Financial Statements at 31 December 2018;
- having examined in particular the first section of that Report, which discusses the Company policy concerning the remuneration of the members of the Governing Bodies and other Executives with Strategic Responsibilities, as well as the procedures used to adopt and implement that policy;
- having regard to the non-binding nature of this resolution, pursuant to Article 123-ter, paragraph 6, of Legislative Decree No. 58/98.

resolves

In favour of the first section of the Remuneration Report prepared and approved by the Board of Directors pursuant to Articles 123-ter of Legislative Decree No. 58/98 and 84-quater of Consob Regulation No. 11971/99".

Section II

Implementation of remuneration policies and fees relating to the 2018 financial year

Part One

1. Implementation of 2018 remuneration policies

Also having regard to the periodic assessment of the implementation of the remuneration policy as required by the Corporate Governance Code, the Remuneration Committee considered that the remuneration paid in 2018 was consistent with the policy adopted, and that the principles and practical application were consistent with the market benchmarks in terms of positioning and pay mix.

With reference to the 2018 financial year, the following elements constituted the remuneration paid to the members of the Governing and Supervisory Bodies and to the Executives with Strategic Responsibilities.

2. Fixed Remuneration

(Table 1)

The members of the Board of Directors and the members of the Board of Statutory Auditors received the fixed remuneration determined by the Shareholders' Meeting. The Directors vested with specific functions also received the fixed element of their remuneration, as determined by the Company's Remuneration Committee (Table 1, "Fixed Remuneration" column).

Directors who are members of a Committee received the fixed remuneration determined by the Company's Board of Directors, together with the sums paid as attendance fees, on the occasion of each Committee meeting (Table 1, "Remuneration for participation in Committees" column).

The Chief Executive Officer and Executives with Strategic Responsibilities received the fixed element of their salary as set forth in their respective employment contracts taking into account the effective permanence in the position (Table 1, "Fixed Remuneration" column), including any compensation due under the National Collective Bargaining Agreement (public holidays, travel allowances etc.).

3. Non-equity variable remuneration (bonuses and other incentives)

(Table 1 and Table 3B)

Payments reported in Table 3B relate to the short-term incentive plan – MBO Scheme - described in the Remuneration Report of the previous financial year.

A) Chief Executive Officer

The short-term variable remuneration for Mr Profumo for the 2018 financial year has been set at an overall maximum gross amount of € 660,000 per year.

The targets are objectively measurable and closely related to the targets set in the Company budget-plan and are subject to the achievement of one threshold established consistently with the Group's key objectives.

This threshold consists of the following KPIs set by the Board of Directors:

THRESHOLD	DEGREE OF ACHIEVEMENT
- Group EBITA - 85% of budget	
- Group FOCF - 100% of budget	

The objectives linked to the thresholds were achieved as it can be inferred from the 2018 Consolidated Financial Statements, which were approved by the Board of Directors' meeting held on 13 March 2019; consequently, the payment of short-term variable remuneration for the 2018 financial year was approved.

Below are the performance indicators set for short-term incentives for the Chief Executive Officer for the 2018 financial year, and the related degree of achievement:

OBJECTIVE	FINAL OBJECTIVE	LEVEL OF ACHIEVEMENT	% OF OBJECTIVE ACHIEVEMENT
LEONARDO GROUP EBITA (€M) Weight: 30%	1,112*	→	100%
LEONARDO GROUP FOCF (€M) Weight: 30%	336	↗	100%**
Sustainability/ESG – upon inclusion of Leonardo in Dow Jones Sustainability Indices Weight: 10%	Target	→	100%
Work progress at the sites involved in the Industrial Plan's masterplan concerning the business performance of Helicopters and Aerostructures Divisions envisaged in the budget (for 2018) Weight 10%	Target	→	100%
Technology Innovation: implementation of key projects and setting up of monitoring units for UAVs and definition of Training Academy business cases Weight: 10%	Target	→	100%
Book to Bill ratio >=1 Weight: 10%	1.2	→	100%

OVERALL BONUS  **100% of MAXIMUM PAYOUT**

* The value used for EBITA has been adjusted downward compared to the value published in the financial statements since it takes account of the material exchange differences arising from the translation of financial statements in foreign currency with respect to the assumptions adopted in the Budget

** Up to the overall maximum amount set in the Resolutions

Beyond the Target ↗ Target → Below the Target ↘

Even if the Group FOCF performance objective reaches an over-performance value, the maximum amount the CEO may be paid cannot exceed the maximum set in his Resolutions, referred to above.

For the functioning mechanisms of the MBO Scheme, reference should be made to the Remuneration Report 2018, Section I, page 20.

B) Executives with Strategic Responsibilities

Executives with Strategic Responsibilities participated in the Leonardo annual bonus scheme (MBO short-term incentive system) as senior Executives of the Group, according to the terms and conditions laid down in the applicable corporate policy, as described in the Remuneration Report 2018, to which reference is fully made.

The amounts relating to the variable remuneration shown in Tables 1 and 3B that follow are calculated on an accrual basis and are subject to the approval of Financial Statements by the Shareholder's Meeting.

4. Non-cash benefits and other fees

(Table 1)

Non-cash benefits of the Chairman refer to insurance and welfare policies, as well as to other benefits connected with the performance of duties required of his office and additional powers delegated to him.

Non-cash benefits of the Chief Executive Officer, relate to insurance and welfare policies, the allocation of a company car and the accommodation for guests' use.

Non-cash benefits of Executives with Strategic Responsibilities include their participation in the Supplementary Pension Fund with the national Previdai Pension Fund in the sector, the Supplemental/Replacement Health Insurance (FASI), the assignment of a company car for business and personal use and to the insurance covers.

5. Severance Pay

(Table 1)

These are aggregated amounts paid out to some Executives with Strategic Responsibilities who left the Company during the year.

6. Stock options

[\(Table 2\)](#)

As at the date of this Report, the Company has no stock option plans in place.

7. Other information

CEO Pay Ratio: the ratio between the CEO's total remuneration (fixed + short-term variable elements) and employees' average pay in 2018 was 31x.

The Company's shares held by the CEO (no. 103,382), expressed as a multiple of his fixed remuneration in 2018, amount to 1x⁶.

The Company's shares held by Executives with Strategic Responsibilities (no. 87,696), expressed as a multiple of their fixed remuneration in 2018, amount to 0.3x⁶.

8. Incentive Plans based on financial instruments other than stock options

[\(Table 3A\)](#)

8.1 Final calculation for the 2015-2017 cycle

In the 2018 financial year the CEO and the Executives with Strategic Responsibilities were entitled to receive the number of shares to be awarded for the 2015-2017 cycle under the Long-Term Incentive Plan at a percentage of 50% of the maximum set out.

The performance indicators on which the long-term incentive was conditional and the related degree of achievement are set out below:

TARGETS	WEIGHT%	TARGET ACHIEVED	DEGREE OF ACHIEVEMENT	ACCRUED % INCENTIVE
- TOTAL RELATED SHAREHOLDER RETURN LEONARDO	50%	5th Position	50%	25%
- RETURN ON SALES	25%	9.2%	Not achieved	0%
- GROUP NET DEBT	25%	2,579 €m	100%	25%
TOTAL BONUS			50% OF MAXIMUM PAYOUT	

⁶ The shares have been valued by using the average price relating to 2018.

In the 2018 financial year the final calculation was made for the 2015-2017 Co-Investment Plan in relation to whether the performance condition was fulfilled under the Plan (for the mechanisms of the Plans, see the Remuneration Report 2015, pages 20 and 21).

Table 3A reports the final number of shares actually awarded under the plan and their related fair value.

8.2 Allocation of the 2018-2020 cycle

During 2018 it was provided that the Chief Executive Officer and the Executives with Strategic Responsibilities will participate in the Long-Term Incentive Plan for the 2018-2020 cycle.

Table 3A reports the maximum attributable number of shares and related fair value.

Specifically:

- for Mr Profumo: for the first cycle of the Long-Term Plan for the three-year period 2018-2020 the incentive allocated was set at a maximum amount of € 500,000; therefore, the maximum number of shares attributable was set at 51,653, obtained by dividing the maximum incentive by the price of € 9.68. This price was taken as a reference for the determination of the incentive in the implementation phase of the plan, at the proposal of the Remuneration Committee and subject to the approval by the Board of Directors, relates to the average price of Leonardo during the first quarter of the financial year shares in which the bonus is paid (for the 2018-2020 cycle it was therefore the first quarter of 2018);
- for Executives with Strategic Responsibilities: the incentive allocated for the first plan cycle for the three-year period 2018–2020 was set at a maximum amount of € 3,361,709. Therefore, as at the date of allocation of the plan, the maximum number of shares allocated was set as 347,284, obtained according to the same calculation method as described above. The above figures refer to all the persons who carried out the function of Executives with Strategic Responsibilities during 2018. They are pro rata according to the time in the function for those who only served for a fraction of the year.

The final calculation of the number of shares actually earned for the 2018-2020 cycle will be made at the end of the performance period in 2021, and 50% of the allocated shares, once elapsed the three-year vesting period, will be subject to a further one-year lock-up period during which they will not be transferable.

The fair value reported in Table 3A, corresponding to the maximum amount of the incentive that can be allocated upon full achievement of all performance targets, has been calculated on the basis of the following parameters:

- the book value referring to the TSR (adjusted fair value € 3.51);
- the book value referring to the Group Debt and ROS (€ 10.25);

- the maximum number of shares that can be allocated within the Plan;
- the vesting period effectively elapsed in 2018 (5/36 months, i.e. from 1 August 2018 to 31 December 2018).

Table 3A also reports the values relating to the second cycle 2016-2018 and to the third cycle 2017-2019 of the Long-Term Incentive Plans based on financial instruments, considering the vesting period effectively elapsed in 2018.

For the mechanisms of the Plans, see the Remuneration Report 2017, Section I, page 14 and following pages.

Part Two

Part two of Section II provides an analytical summary of all the amounts relating to the 2018 financial year, regardless of their nature or form, in favour of those persons who held, during said year, even for a fraction of the period, the position of member of the Governing or Supervisory bodies, General Manager or Executives with Strategic Responsibilities.

on behalf of the Board of Directors

The Chairman

Giovanni De Gennaro



TABLE 1. REMUNERATION PAID TO MEMBERS OF THE GOVERNING AND SUPERVISORY BODIES, GENERAL MANAGERS AND ALL EXECUTIVES WITH STRATEGIC RESPONSIBILITIES (Amounts in thousands of euro)

LAST AND FIRST NAME(S)	POSITION HELD IN THE FINANCIAL YEAR 2018	TERM OF OFFICE	EXPIRY OF THE TERM OF OFFICE	FIXED REMUNERATION	REMUNERATION FOR THE PARTICIPATION IN COMMITTEES	NON-EQUITY VARIABLE REMUNERATION		NON-CASH BENEFITS	OTHER FEES	TOTAL	FAIR VALUE OF EQUITY PAYMENTS	TERMINATION OR SEVERANCE INDEMNITY
						BONUSES AND OTHER INCENTIVES	PROFIT-SHARING					
De Gennaro Giovanni	Chairman	1.1/31.12.2018	FY 2018	90 412				7		509		
Profumo Alessandro	Chief Executive Officer	1.1/31.12.2018	FY 2018	80 920				21		1.681	473 (6)	
Alpa Guido	Director	1.1/31.12.2018	FY 2018	80	32		660			112		
Badier Luca	Director	1.1/31.12.2018	FY 2018	80	31					111		
Caldarone Marina Elvira	Director	1.1/31.12.2018	FY 2018	80	27					107		
Canarella Paolo	Director	1.1/31.12.2018	FY 2018	80	40					120		
Diasu Maria	Director	1.1/31.12.2018	FY 2018	80	22					102		
Friggerio Dario	Director	1.1/31.12.2018	FY 2018	80	32					112		
Landi Fabrizio	Director	1.1/31.12.2018	FY 2018	80	27					107		
Merlo Silvia	Director	1.1/31.12.2018	FY 2018	80	31					111		
Rubini Marina	Director	1.1/31.12.2018	FY 2018	80	23					103		
Turechi Antonino	Director	1.1/31.12.2018	FY 2018	80 (1)	27					107		
Bauer Riccardo	Chairman Board of St. A. Ud.	1.1/8.11.2018	FY 2018	68					46 (2)	114		
Rossi Luca	Chairman Board of St. A. Ud.	8.11/31.12.2018	FY 2018	12						12		
Abianni Niccolò	Regular Auditor	1.1/15.5.2018	FY 2018	26						26		
Corsi Luigi	Regular Auditor	1.1/15.5.2018	FY 2018	26					14 (3)	40		
Fornesiero Sara	Regular Auditor	15.5/31.12.2018	FY 2018	44					1 (4)	45		
Quagliariata Leonardo	Regular Auditor	15.5/31.12.2018	FY 2018	44					25 (6)	69		
Perrini Francesco	Regular Auditor	1.1/31.12.2018	FY 2018	70					12 (6)	82		
Savi Daniela	Regular Auditor	1.1/31.12.2018	FY 2018	70					17 (7)	87		
Executive with Strategic Responsibilities			FY 2018	2.914		1.748		253		4.915	2.826	2.287 (*)
(f) Remuneration in the Company drawing up the financial statements				5.576	292	2.408	0	281	10	8.567	3.299 (6)	2.287
(g) Remuneration from subsidiaries and affiliates									105	105		
(h) Total				5.576	292	2.408	0	281	115	8.672	3.299 (6)	2.287

(*) The table reports, on an aggregated basis, the amounts paid to certain Executives with Strategic Responsibilities who stepped out during the financial year 2018

(1) The fee amount is paid by the Ministry of Economy and Finance.

(2) €thous. 4 as refund of lump-sum expenses and €thous. 42 as fee for the position held in another Group investee company from 1. Jan. 2018 to 8. Nov. 2018.

(3) €thous. 5 as refund of lump-sum expenses and €thous. 9 as fee for the position held in another Group investee company from 1. Jan. 2018 to 15. May 2018.

(4) €thous. 1 as refund of lump-sum expenses.

(5) €thous. 25 as fee for the position held in another Group investee company from 15. May 2018 to 31. Dec. 2018.

(6) €thous. 12 as fee for the position held in another Group investee company from 31. May 2018 to 31. Dec. 2018.

(7) €thous. 17 as fee for the position held in another Group investee company from 1. Jan. 2018 to 31. Dec. 2018.

(8) The sum of the amounts related to the fair value attributable to FY 2018 reported in Table 3A, corresponding to the LT Plan for 2015-2017, 2016-2018, 2017-2019, 2016-2020 and Co-investment Plan for 2015-2017, 2016-2018, 2017-2019. Fees reported in relation to Executives with Strategic Responsibilities include other persons who during the year held, vent for just one fraction of the period the position as ESF.

Additionally, fees not paid in euros were converted applying the average exchange rate for 2018.

TABLE 2. STOCK OPTIONS ALLOCATED TO THE MEMBERS OF THE GOVERNING BODY, GENERAL MANAGERS AND ALL EXECUTIVES WITH STRATEGIC RESPONSIBILITIES

A	B	OPTIONS HELD AT THE BEGINNING OF THE FINANCIAL YEAR				OPTIONS ALLOCATED DURING THE FINANCIAL YEAR						OPTIONS EXERCISED DURING THE FINANCIAL YEAR			OPTIONS EXPIRED DURING THE FINANCIAL YEAR		OPTIONS HELD AT THE END OF THE FINANCIAL YEAR		OPTIONS FOR THE FINANCIAL YEAR
		(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15) = (2)+(5)-(1)-(14)	(16)		
LAST AND FIRST NAME(S)	POSITION HELD IN FINANCIAL YEAR 2018	PLAN	NUMBER OF OPTIONS	STRIKE PRICE	POSSIBLE PERIOD OF EXERCISE	NUMBER OF OPTIONS	STRIKE PRICE	POSSIBLE PERIOD OF EXERCISE	FAIR VALUE AT DATE OF ALLOCATION	DATE OF ALLOCATION	MARKET PRICE OF THE SHARES UNDERLYING ALLOCATION OF THE OPTIONS	NUMBER OF OPTIONS	STRIKE PRICE	MARKET PRICE OF THE UNDERLYING SHARES AT THE DATE OF THE EXERCISE	NUMBER OF OPTIONS	NUMBER OF OPTIONS	FAIR VALUE		
Profumo Alessandio	Chief Executive Officer		0			0						0			0	0			
Dirigenti con responsabilità strategiche			0			0						0			0	0			

TABLE 3A. INCENTIVE PLANS BASED ON FINANCIAL INSTRUMENTS, OTHER THAN STOCK OPTIONS, FOR THE BENEFIT OF THE MEMBERS OF THE GOVERNING BODY, GENERAL MANAGERS AND OTHER EXECUTIVES WITH STRATEGIC RESPONSIBILITIES

LAST AND FIRST NAME	POSITION HELD IN FINANCIAL YEAR 2018	PLAN	FINANCIAL INSTRUMENTS ALLOCATED DURING PREVIOUS FINANCIAL YEARS THAT WERE NOT VESTED DURING THE FINANCIAL YEAR				FINANCIAL INSTRUMENTS ALLOCATED DURING THE FINANCIAL YEAR				FINANCIAL INSTRUMENTS VESTED DURING THE FINANCIAL YEAR BUT NOT IMPUTED			FINANCIAL INSTRUMENTS VESTED DURING THE FINANCIAL YEAR AND IMPUTABLE			FAIR VALUE	
			NUMBER AND TYPE OF FINANCIAL INSTRUMENTS	VESTING PERIOD	NUMBER AND TYPE OF FINANCIAL INSTRUMENTS	DATE OF ALLOCATION	MARKET PRICE AT ALLOCATION	DATE OF ALLOCATION	VESTING PERIOD	FAIR VALUE AT THE DATE OF ALLOCATION	NUMBER AND TYPE OF FINANCIAL INSTRUMENTS	NUMBER AND TYPE OF FINANCIAL INSTRUMENTS	NUMBER AND TYPE OF FINANCIAL INSTRUMENTS	VALUE AT THE VESTING DATE	NUMBER AND TYPE OF FINANCIAL INSTRUMENTS	NUMBER AND TYPE OF FINANCIAL INSTRUMENTS		FAIR VALUE
Profumo Alessandro (*)	Chief Executive Officer	2015-2017 LTI resolution of 11/5/2015																€ 71,255 ⁽²⁾
Profumo Alessandro (*)	Chief Executive Officer	2016-2018 LTI resolution of 11/5/2015	n. 30,903 shares ⁽³⁾ pro-rata temporis	16/05/2017 - 31/07/2019														€ 130,363 ⁽⁴⁾
Profumo Alessandro (*)	Chief Executive Officer	2017-2019 LTI resolution of 11/5/2015	n. 49,942 shares ⁽⁵⁾ pro-rata temporis	16/05/2017 - 31/07/2020														€ 221,742 ⁽⁶⁾
Profumo Alessandro (*)	Chief Executive Officer	2018-2020 LTI resolution of 15/5/2018																€ 49,357 ⁽⁸⁾
Executives with Strategic Responsibilities		2015-2017 LTI resolution of 11/5/2015																€ 470,876 ⁽¹⁰⁾
Executives with Strategic Responsibilities		2015-2017 co-investment resolution of 11/5/2015		31/05/2015 - 31/05/2018														€ 14,857 ⁽¹²⁾
Executives with Strategic Responsibilities (*)		2016-2018 LTI resolution of 11/5/2015	n. 285,515 shares ⁽¹³⁾	31/07/2016 - 31/07/2019														€ 652,402 ⁽¹⁴⁾
Executives with Strategic Responsibilities (*)		2016-2018 co-investment resolution of 11/5/2015	n. 692 shares ⁽¹⁵⁾	31/05/2016 - 31/05/2019														€ 2,634 ⁽¹⁶⁾
Executives with Strategic Responsibilities (*)		2017-2019 LTI resolution of 11/5/2015	n. 348,325 shares ⁽¹⁷⁾	31/07/2017 - 31/07/2020														€ 1,353,243 ⁽¹⁸⁾
Executives with Strategic Responsibilities (*)		2018-2020 LTI resolution of 15/5/2018																€ 331,849 ⁽²⁰⁾

- (¹) The current "Procedure for Related Parties Transactions" also includes the Company's Division Managing Directors under the definition of Executives with Strategic Responsibilities, with effect from 1 January 2016, as well as the Heads of the Business Units from 2019. The reported number of shares also includes those persons who held, during the financial year, even for a fraction of the period, the position of Executive with Strategic Responsibilities.
- (²) At the proposal of the Remuneration Committee and having heard the Board of Statutory Auditors, the Board of Directors has decided Mr Profumo's participation in existing Plans, with the allocation of shares calculated on a pro-rata temporis basis and taking account of his appointment on 16/05/2017 and the natural expiry of the term of office expected in May 2020.
- (1) The table reports the final number of shares calculated (equal to 50% of shares allocated) in relation to the 2015-2017 LTI during the 2018 financial year.
- (2) The fair value relating to the 2015-2017 LTI Plan corresponds to the incentive calculated on the final number of gross shares allocated effectively reported and on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 10.9), the relevant book value for the Group Debt and ROS (€ 13.12).
- (3) The table reports the number of shares, calculated on a pro-rata temporis basis, attributable to the Chief Executive Officer on the basis of the date of start of his term of office and of the period of effective participation in the entire 2016-2018, upon full achievement of all performance targets. The final calculation will be made in 2019 at the end of the performance period. 50% of shares allocated to the Chief Executive Officer will be subject to a 1-year lock-up period during which they may not be transferred.
- (4) The fair value relating to the 2016-2018 LTI Plan, corresponding to the incentive calculated on a pro-rata temporis basis in relation to the maximum amount attributable in the event that all performance conditions are satisfied in full, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 3.88), the relevant book value for the Group Debt and ROS (€ 9.38), the number of shares that can be allocated, the vesting period effectively elapsed in 2018 (12/36 months, i.e. 1.1.2018 - 31.12.2018).
- (5) The table reports the number of shares, calculated on a pro-rata temporis basis, attributable to the Chief Executive Officer on the basis of the date of start of his term of office and of the period of effective participation in the entire 2017-2019, upon full achievement of all performance targets. The final calculation will be made in 2020 at the end of the performance period. 50% of shares allocated to the Chief Executive Officer will be subject to a 1-year lock-up period during which they may not be transferred.
- (6) The fair value relating to the 2017-2019 LTI Plan, corresponding to the incentive calculated on a pro-rata temporis basis in relation to the maximum amount attributable in the event that all performance conditions are satisfied in full, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 8.55), the relevant book value for the Group Debt and ROS (€ 14.76), the number of shares that can be allocated, the vesting period effectively elapsed in 2018 (12/36 months, i.e. 1.1.2018 - 31.12.2018).
- (7) The table reports the maximum number of shares attributable to the Chief Executive Officer under the 2018-2020 LTI plan upon full achievement of all performance targets. The final calculation will be made in 2021 at the end of the performance period. 50% of shares allocated to the Chief Executive Officer will be subject to a 1-year lock-up period during which they may not be transferred.
- (8) The fair value relating to the 2018-2020 LTI Plan, corresponding to the incentive calculated in relation to the maximum amount attributable in the event that all performance conditions are satisfied in full, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 3.51), the relevant book value for the Group Debt and ROS (€ 10.25), the number of shares that can be allocated, the vesting period effectively elapsed in 2018 (5/36 months, i.e. 1.08.2018 - 31.12.2018).
- (9) Final number of shares effectively calculated (equal to 50% of shares allocated) in relation to the 2015-2017 LTI plan during the 2018 financial year.
- (10) The fair value relating to the 2015-2017 LTI Plan, corresponding to the incentive calculated in relation to the effectively calculated final number of gross shares allocated, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 10.9), the relevant book value for the Group Debt and ROS (€ 13.12).
- (11) Executives with Strategic Responsibilities have invested a share of the annual bonus accrued in 2014, converting it into shares; the table reports the final number of bonus shares, effectively calculated in relation to the Co-Investment Plan.
- (12) The fair value relating to the 2015-2017 Co-Investment Plan, corresponding to the final number of bonus shares effectively calculated, has been calculated on the basis of the following parameters: the relevant book value of bonus shares (€ 11.42).
- (13) Maximum number of shares attributable under the 2016-2018 LTI plan upon full achievement of all performance targets. The final calculation will be made in 2019 at the end of the performance period. 50% of shares allocated to Executives with Strategic Responsibilities will be subject to a 1-year lock-up period during which they may not be transferred.
- (14) The fair value relating to the 2016-2018 LTI Plan, corresponding to the maximum incentive attributable in the event that all performance conditions are satisfied in full, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 3.88), the relevant book value for the Group Debt and ROS (€ 9.83), the maximum number of shares that can be allocated, the vesting period effectively elapsed in 2018 (12/36 months, i.e. 1.1.2018 - 31.12.2018).
- (15) Executives with Strategic Responsibilities have invested a share of the annual bonus accrued in 2015, converting it into shares; the table reports the maximum number of bonus shares, which can be attributed in relation to the Co-Investment Plan, assuming that the performance conditions required by the plan have been satisfied in the three financial years 2016, 2017 and 2018.
- (16) The fair value relating to the 2016-2018 Co-Investment Plan, corresponding to the maximum number of bonus shares which can be allocated if the performance conditions required by the plan are satisfied for the three financial years 2016, 2017 and 2018, has been calculated on the basis of the following parameters: the relevant book value of bonus shares that can be allocated, the vesting period effectively elapsed in 2018 (12/36 months, i.e. 1.1.2018 - 31.12.2018).
- (17) Maximum number of shares attributable under the 2017-2019 LTI plan upon full achievement of all performance targets. The final calculation will be made in 2020 at the end of the performance period. 50% of shares allocated to Executives with Strategic Responsibilities will be subject to a 1-year lock-up period during which they may not be transferred.
- (18) The fair value relating to the 2017-2019 LTI Plan, corresponding to the maximum incentive attributable in the event that all performance conditions are satisfied in full, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 8.55), the relevant book value for the Group Debt and ROS (€ 14.76), the maximum number of shares that can be allocated, the vesting period effectively elapsed in 2018 (12/36 months, i.e. 1.1.2018 - 31.12.2018).
- (19) Maximum number of shares attributable under the 2018-2020 LTI plan upon full achievement of all performance targets. The final calculation will be made in 2021 at the end of the performance period. 50% of shares allocated to Executives with Strategic Responsibilities will be subject to a 1-year lock-up period during which they may not be transferred.
- (20) The fair value relating to the 2018-2020 LTI Plan, corresponding to the incentive calculated on the maximum amount attributable in the event that all performance conditions are satisfied in full, has been calculated on the basis of the following parameters: the relevant book value for TSR (adjusted fair value € 3.51), the relevant book value for the Group Debt and ROS (€ 10.25), the number of shares that can be allocated, the vesting period effectively elapsed in 2018 (5/36 months, i.e. 1.08.2018 - 31.12.2018).

TABLE 3B. CASH INCENTIVE PLANS FOR THE BENEFIT OF THE MEMBERS OF THE GOVERNING BODY, GENERAL MANAGERS AND OTHER EXECUTIVES WITH STRATEGIC RESPONSIBILITIES

A	B	(1)	(2)			(3)			(4)
			Annual bonus			Previous Years' Bonuses			
LAST AND FIRST NAME	POSITION HELD IN FINANCIAL YEAR 2018	PLAN	(A)	(B)	(C)	(A)	(B)	(C)	
			Payable/paid	Deferred	Deferment period	No longer payable	Payable/paid	Still deferred	
Profumo Alessandro	Chief Executive Officer	MBO 2018	€ 660.000,00	0	0	0	0	0	
Executives with Strategic Responsibilities (*)		MBO 2018	€ 1.747.740,00	0	0	0	0	0	

(*) The reported number also includes those persons who held, during the financial year, even for a fraction of the period, the position of Executive with Strategic Responsibilities.

Section III

Shareholdings of members of governing and supervisory bodies and all executives with strategic responsibilities

SECTION III

The following table shows the shareholdings in the Company or in its subsidiaries, which are held by persons who held the position of member of the Governing and Supervisory Bodies or Executive with Strategic Responsibilities in the course of the 2018 financial year, even if only for a fraction of the period in question, as well as by their respective spouses that are not legally separated and minor children. Except as otherwise specified, said shareholdings must be deemed to be held directly and by way of property.

SHAREHOLDINGS OF MEMBERS OF GOVERNING AND SUPERVISORY BODIES AND OTHER EXECUTIVES WITH STRATEGIC RESPONSIBILITIES

	INVESTEE COMPANY	POSITION HELD IN FY 2018	NUMBER OF SHARES HELD AT THE END OF THE PREVIOUS FINANCIAL YEAR (2017)	NUMBER OF SHARES PURCHASED	NUMBER OF SHARES SOLD	NUMBER OF SHARES HELD AT THE END OF THE REPORTING PERIOD (2018)
Profumo Alessandro	Leonardo S.p.a.	Chief Executive Officer	0	103.382 (1)		103.382
Executive with Strategic Responsibilities	Leonardo S.p.a.		36.973 (2)	59.023 (3)		87.696 (2)

(*) i.e. at the date of appointment, with regard to positions held for a fraction of FY 2018.

(**) i.e. at the date of expiry of the term of office, with regard to positions held for a fraction of FY 2018.

(1) Of which no. 3.382 shares relating to the Long-Term Incentive Plan (LTIP) 2015/2017

(2) Of which no. 1.750 shares held by the spouse

(3) Of which no. 55.723 shares relating to Incentive Plans

Implementation status of the 2018-2020 long-term incentive plan

Table 7 annex 3a

Pursuant to art. 84-bis, paragraph 5 of “Issuers Regulation”, annexed to the Remuneration Report, the table below contains updated data concerning the implementation status of the Long-Term Incentive Plan, which was approved by the Shareholders’ Meeting on 15 May 2018.

		LONG-TERM INCENTIVE PLAN - CYCLE 2018 - 2020 ALLOCATION FOR FY 2018						
		FINANCIAL INSTRUMENTS OTHER THAN STOCK OPTIONS (ALLOCATION OF SHARES)						
		SECTION 2 NEWLY-ALLOCATED INSTRUMENTS BASED ON THE BoD's DECISION FOR PROPOSAL TO THE SHAREHOLDERS' MEETING						
LAST AND FIRST NAME OR CATEGORY	POSITION	DATE OF SHAREHOLDERS' MEETING RESOLUTION	TYPE OF FINANCIAL INSTRUMENTS	NUMBER OF FINANCIAL INSTRUMENTS (*)	DATE OF ALLOCATION	PURCHASE PRICE (IF ANY) OF INSTRUMENTS	MARKET PRICE AT THE DATE OF ALLOCATION	VESTING PERIOD (*)
Alessandro Profumo	Chief Executive Officer of Leonardo S.p.A.	15/5/2018	Shares of Leonardo S.p.a.	51.653	31/07/2018	-	€ 10,08	31/07/2018 - 31/07/2021
Executives with Strategic Responsibilities (1)	-----	15/5/2018	Shares of Leonardo S.p.a.	347.284	31/07/2018	-	€ 10,08	31/07/2018 - 31/07/2021
Other Executives, employees and collaborators (no. 188)	-----	15/5/2018	Shares of Leonardo S.p.a.	1.110.771	31/07/2018	-	€ 10,08	31/07/2018 - 31/07/2021

(1) Deferment period of the bonus converted into shares subject to transfer restrictions.

(*) Maximum number of shares attributable under the 2018-2020 LTI plan upon full achievement of all performance targets. The final calculation will be made in 2021 at the end of the performance period. 50% of shares attributable to the Chief Executive officer, Executives with Strategic Responsibilities and other top management positions, after the 3-year vesting period has elapsed, will be subject to a 1-year lock-up period, during which they may not be transferred.

(1) The reported number of shares also includes those persons who held, during the financial year, even for a fraction of the period, the position of Executive with Strategic Responsibilities.



Piazza Monte Grappa, 4
00195 Roma
T +39 06324731
F +39 063208621