
Thales reported its order intake and sales at 30 September 2023

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Thales reported its order intake and sales for the period ending 30 September 2023.

“Our results for the first nine months of 2023 are fully in line with full year 2023 guidance. The Group recorded organic growth in sales in all its businesses in the first nine months of the year, despite the expected slowdown in the Digital Identity & Security operating segment in the third quarter. The recovery in civil avionics continued and the outlook for growth remains robust for the Defense & Security segment. In addition, the Group pursued its profitable growth strategy, announcing the acquisition of Imperva at the end of July, with the aim of creating a global leader in cybersecurity. We are also very pleased to have joined the CAC SBT 1.5° climate index – a new step that confirms the relevance of our CSR strategy. We are confident that we will achieve our annual financial targets thanks to our teams’ unwavering commitment.”, said, Patrice Caine, Chairman & Chief Executive Officer.

- Order intake: €12.4 billion, down 18% on an organic basis¹ (total change: -20%)
- Sales: €12.9 billion, up 7.5% on an organic basis (total change: +4.5%)
- Confirmation of 2023 guidance:
 - Book-to-bill ratio above 1
 - Organic sales growth between +5% and +7%²
 - EBIT margin between 11.5% and 11.8%

Order intake	9m 2023	9m 2022	Total change	Organic change
Aerospace	3,392	3,646	-7%	-7%
Defense & Security	6,542	9,177	-29%	-29%
Digital Identity & Security	2,403	2,584	-7%	+7%
Total – operating segments	12,337	15,406	-20%	-18%
Other	34	42		
Total	12,370	15,449	-20%	-18%
Of which mature markets ³	9,933	9,649	+3%	+6%
Of which emerging markets ³	2,437	5,800	-58%	-57%

Sales	9m 2023	9m 2022	Total change	Organic change
Aerospace	3,628	3,270	+10.9%	+10.9%
Defense & Security	6,770	6,387	+6.0%	+6.2%
Digital Identity & Security	2,405	2,584	-6.9%	+6.9%
Total – operating segments	12,803	12,240	+4.6%	+7.6%
Other	51	58		
Total	12,854	12,298	+4.5%	+7.5%
Of which mature markets ³	10,224	9,595	+6.5%	+9.3%
Of which emerging markets ³	2,630	2,703	-2.7%	+1.2%

(Thales)