

# ANALYST CONFERENCE | Q1/THREE-MONTH RESULTS 2023

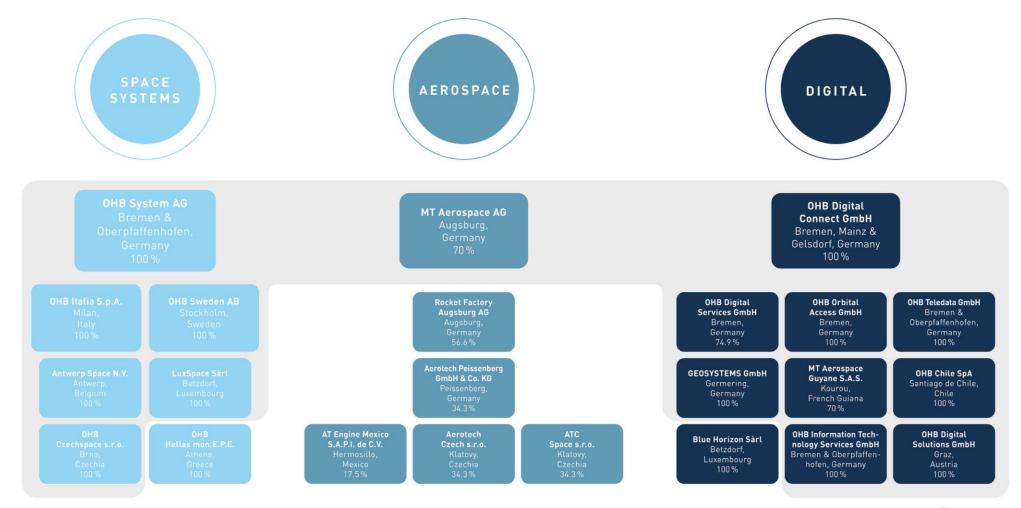
MAY 10, 2023

MARCO FUCHS, CEO KURT MELCHING, CFO DR. LUTZ BERTLING, CSDO/CDO

# **BUSINESS SEGMENT OVERVIEW**

#### SINCE Q1 2023: AT EQUITY CONSOLIDATION OF ROCKET FACTORY AUGSBURG

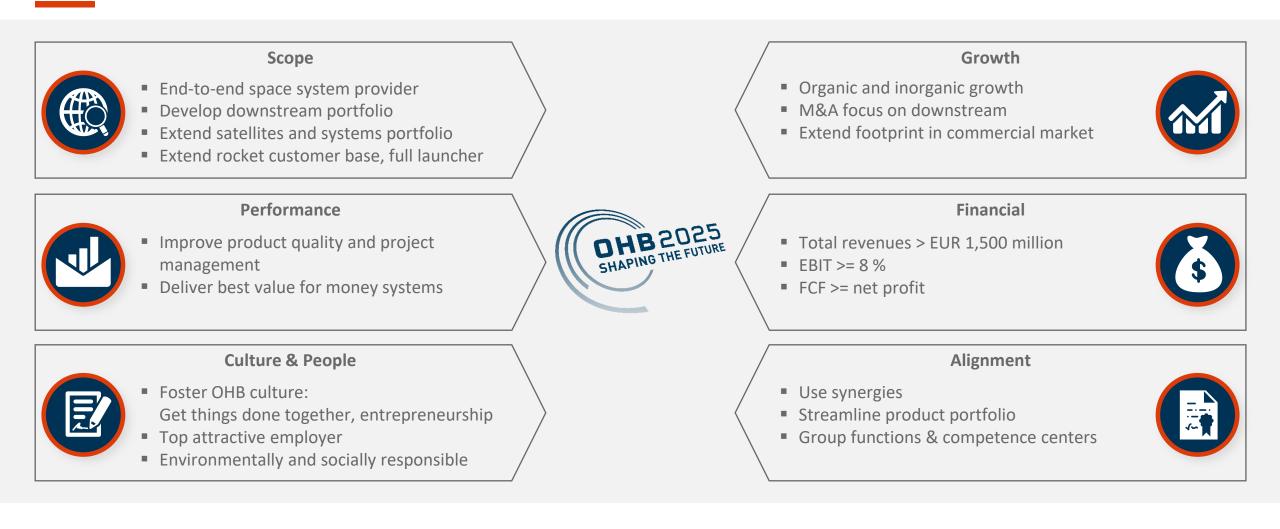




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# **STRATEGY: OHB 2025 – SHAPING THE FUTURE**



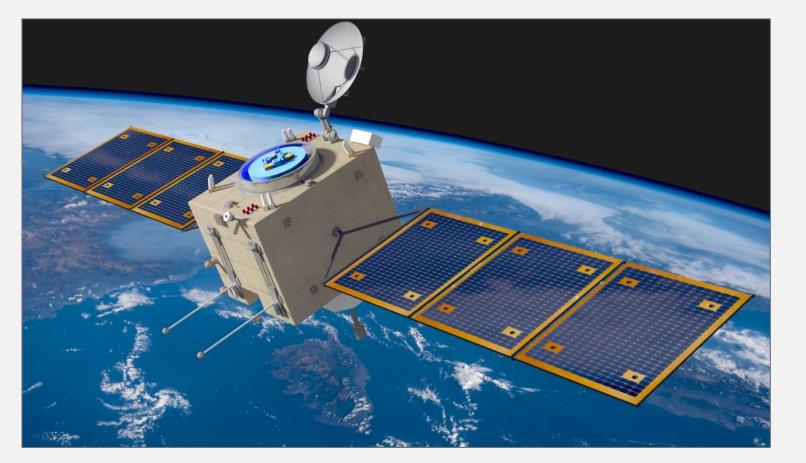


#### ANALYST CONFERENCE - Q1/THREE-MONTH RESULTS 2023 // MAY 10, 2023

### SEGMENT HIGHLIGHTS SPACE SYSTEMS

OHB Italia proves its versatility with contracts for two different types of missions

- Prime contractor for science mission Comet Interceptor
  - Studying a yet to be determined object after its first entry into our solar system, thereby providing the basis for conclusions about the early days of our solar system.
  - Launch: 2028
  - Contract volume: EUR 117 million
- Successful bid for Earth observation constellation IRIDE
  - Providing data on climate change and critical infrastructure for institutional and commercial customers
  - 12 satellites order with an option to procure 12 additional ones





# MAJOR DECISIONS ON THE NEXT GENERATION OF TELECOMMUNICATION EXPECTED FOR 2023/2024



- SATCOMBw3
  - Secure communication for the German Federal Armed Forces
  - OHB will bid as a core team partner in a consortium
- IRIS<sup>2</sup>:
  - Secure communication capacities for governments and businesses & high-speed broadband access to cope with connectivity dead zones
  - OHB confirmed as a core team member in a consortium of European space industry leaders
  - Program volume: ~ EUR 6 billion



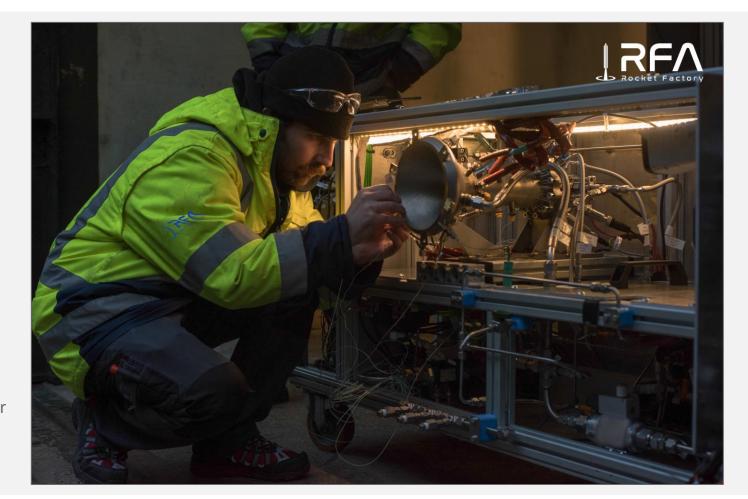
### SEGMENT HIGHLIGHTS AEROSPACE

#### **Rocket Factory Augsburg working towards next milestones**

- Fenix engine (orbital transfer vehicle)
  - First of its kind using non-toxic nitromethane propellant
  - Development shows very good progress
- Continuous core stage testing in Sweden

#### Site for initial launch of RFA ONE selected

- First launch to take place from SaxaVord spaceport on the Shetland Islands (Scotland)
- Launch pad operational since the end of last year
   → To be used for further core stage testing starting in summer





# SEGMENT HIGHLIGHTS

#### Growing our exposure to the downstream market

- ESA selected OHB Digital Connect to lead the development for a technology demonstrator (IIMEO)
  - Objective:

Monitoring critical infrastructure from space in near real time and regardless of weather conditions

- Deliverables:
  - Concept for small satellite system for monitoring from low Earth orbit
  - Algorithms for efficient on-board data processing
- Several ongoing projects related to the topic of "green cities"
  - GEOSYSTEMS successfully working in multiple vegetation analysis projects for institutional customers
  - Major milestones delivered for CityCLIM, a project developing a cloud-based climate database, enabling weather simulation models for cities with unprecedented resolution
     → Consortium coordinated by OHB, multiple Group companies involved



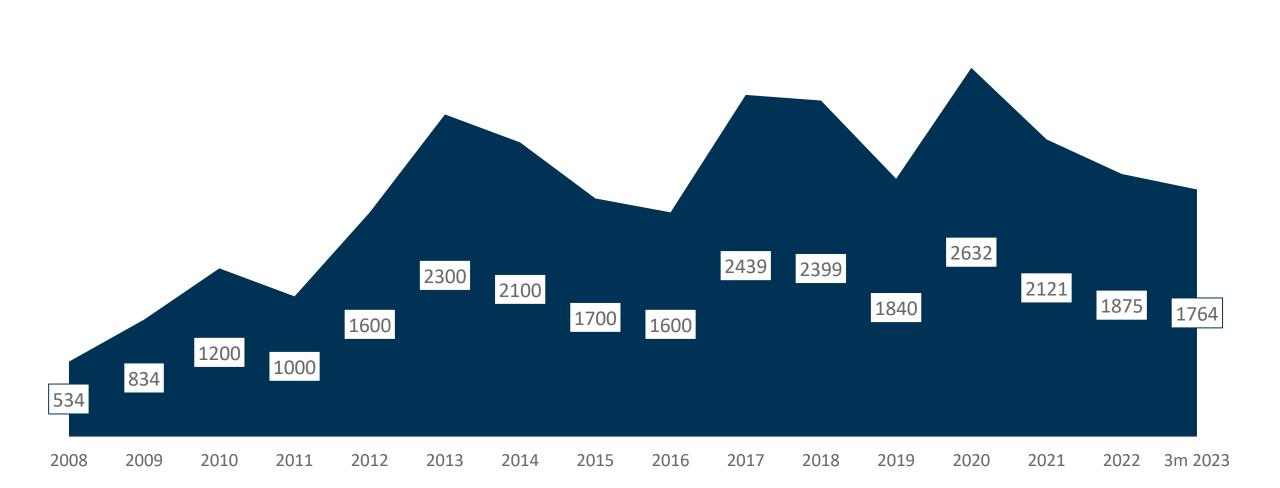




### **DEVELOPMENT OF ORDER BACKLOG**

IN EUR MILLION





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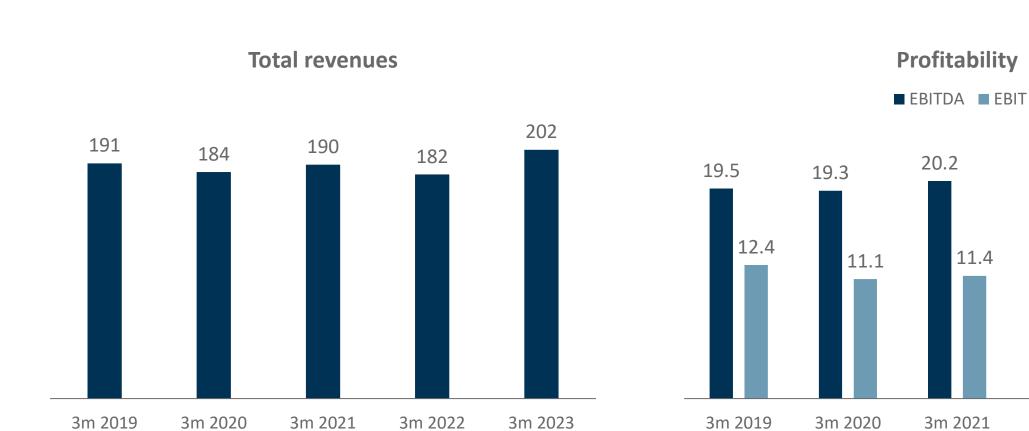
FINANCIAL FIGURES IN EUR 000

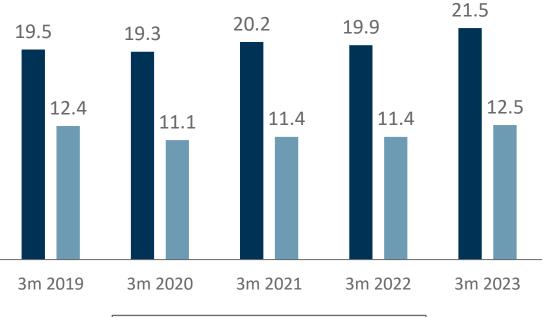
	3m 2023	3m 2022	Change in %
Order backlog (March 31)	1,763,995	1,955,736	-10
Total revenues	202,350	181,516	+11
EBITDA	21,542	19,942	+8
EBIT	12,542	11,429	+10
EBT	9,334	9,596	-3
Net profit after minorities	7,074	6,308	+12
EPS (EUR)	0.41	0.36	+14
Employees (March 31)	3,113	2,984	+4



# IN EUR MILLION

**DEVELOPMENT OF FINANCIAL KEY FIGURES FOR THE GROUP** 



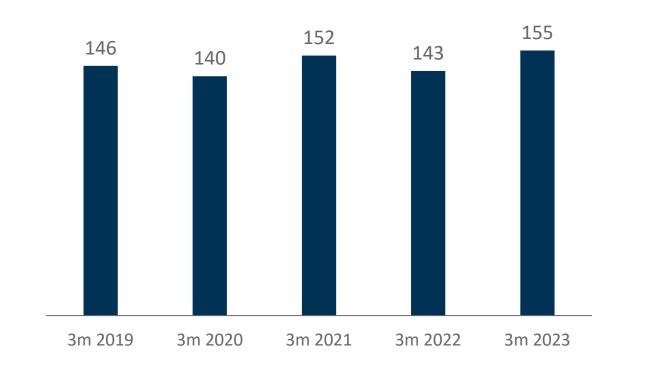


#### 3m 2023 EBIT margin: 6.2 % (3m 2022: 6.3 %)



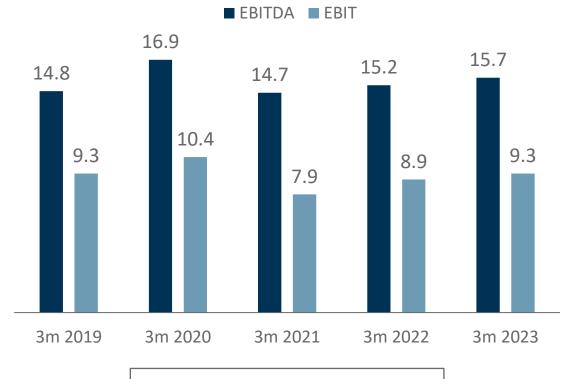
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# SPACE SYSTEMS



**Total revenues** 

#### Profitability

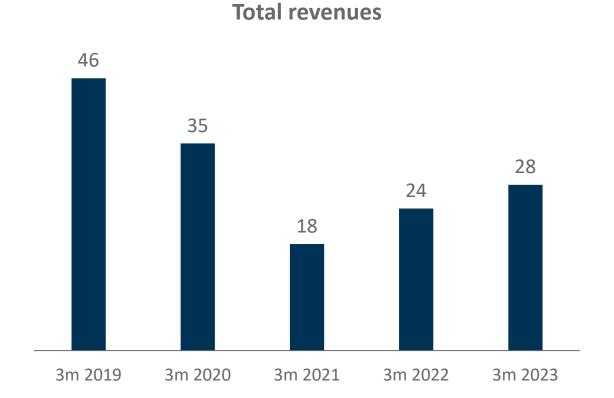


3m 2023 EBIT margin: 6.0 % (3m 2022: 6.2 %)



IN EUR MILLION

**AEROSPACE** 



■ EBITDA ■ EBIT 4.5 2.9 2.6 2.5 1.8 1.2 0.5 0.1 -0.2 -1.8 3m 2019 3m 2020 3m 2021 3m 2022 3m 2023

3m 2023 EBIT margin: 1.9 % (3m 2022: 0.3 %)

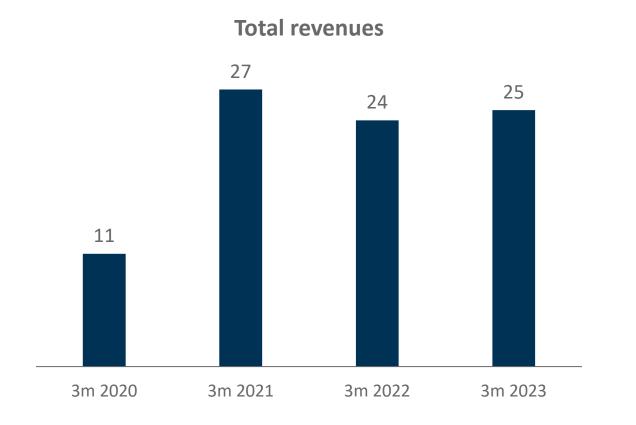
### Profitability





**DIGITAL** IN EUR MILLION



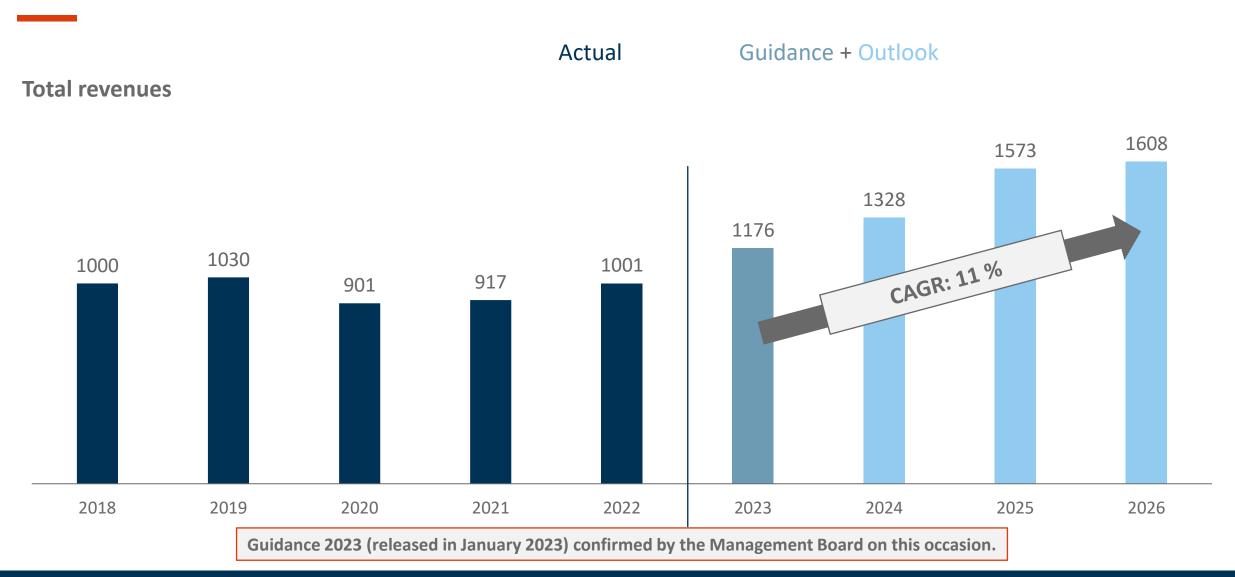




## FINANCIAL GUIDANCE & OUTLOOK 2023-2026



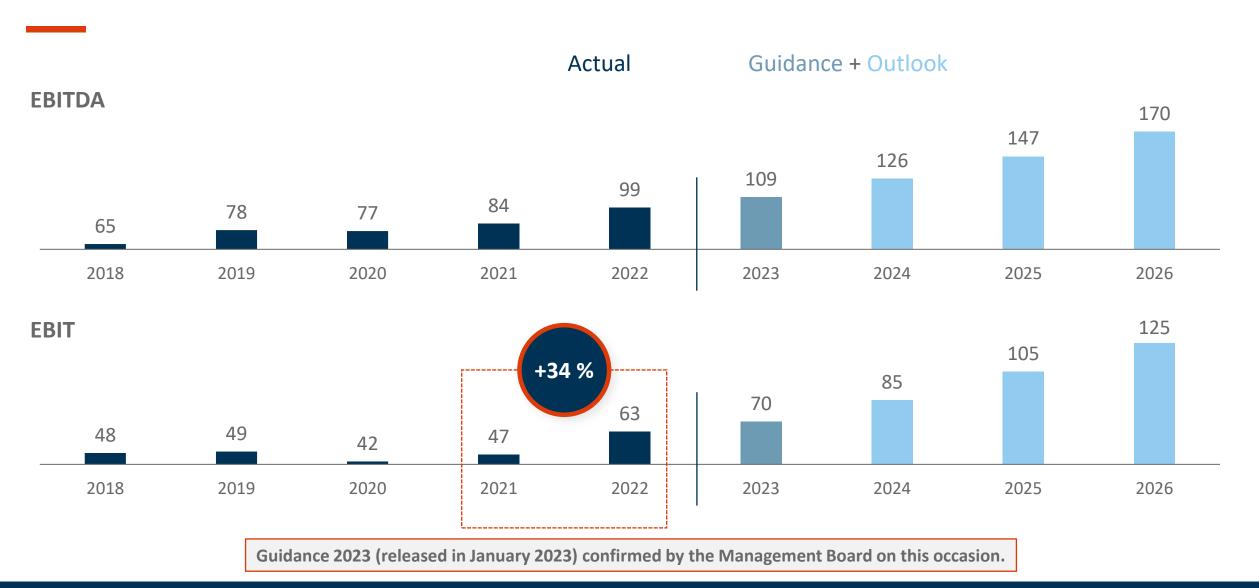
#### IN EUR MILLION



# FINANCIAL GUIDANCE & OUTLOOK 2023-2026



IN EUR MILLION





	March 31, 2023	December 31, 2022	Change in %
Non-current assets	379,819	358,840	+6
Property, plant and equipment	107,842	107,206	+1
Rights of use from leasing agreements	43,241	45,718	-5
Other intangible assets	122,781	124,371	-1
Others	105,955	81,545	+30
Current assets	663,760	721,889	-8
Inventories	28,390	25,671	+11
Trade receivables	84,097	79,886	+5
Contract assets	473,860	428,592	+11
Cash and cash equivalents	40,837	106,110	-62
Others	36,576	81,630	-55
Total assets	1,043,579	1,080,729	-3

# **SHAREHOLDER'S EQUITY AND LIABILITIES**



**IN EUR 000** 

	March 31, 2023	December 31, 2022	Change in %
Equity	299,841	293,468	+2
Non-current liabilities and provisions	261,972	261,237	0
Provisions for pensions	71,429	71,616	0
Leasing liabilities	34,600	36,786	-6
Deferred tax liabilities	63,259	62,847	+1
Others	92,684	89,988	+3
Current liabilities	481,766	526,024	-8
Trade payables	95,068	100,296	-5
Contract liabilities	106,321	137,825	-23
Current financial liabilities	139,162	133,386	+4
Others	141,215	154,517	-9
Total liabilities	1,043,579	1,080,729	-3

### **FINANCIAL FIGURES**

IN EUR MILLION

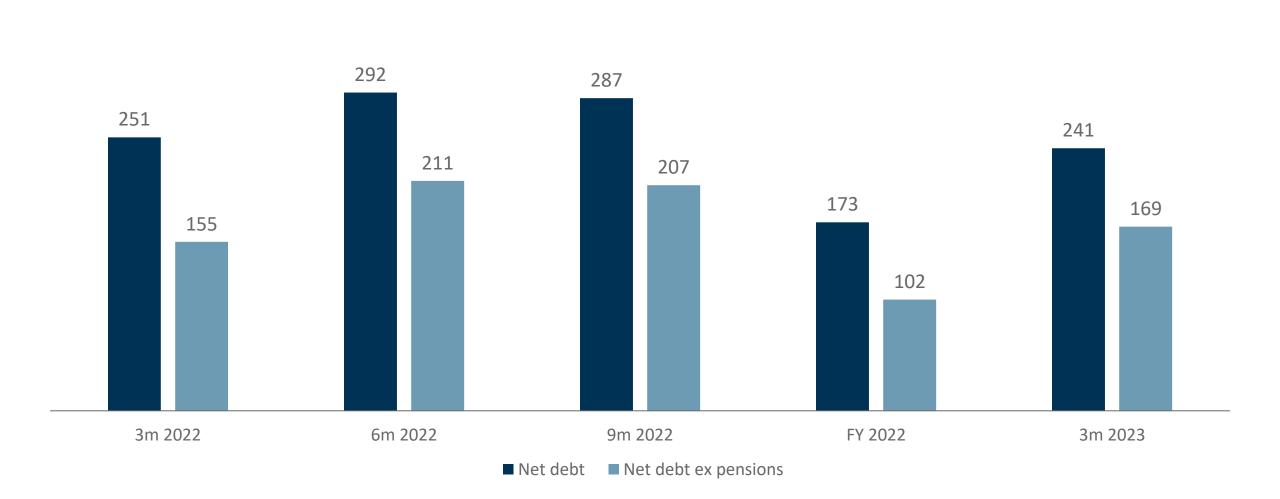
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	3m 2023	FY 2022	9m 2022	6m 2022	3m 2022
Free cash flow	-62	-14	-129	-137	-89
Net debt	241	173	287	292	251
Net debt ex pensions	169	102	207	211	155
CapEx (incl. financial assets)	4	20	14	11	3
Own work capitalized (additions)	2	12	6	4	2
ROCE	8 %	12 %	10 %	10 %	9 %

# **DEVELOPMENT OF NET DEBT**



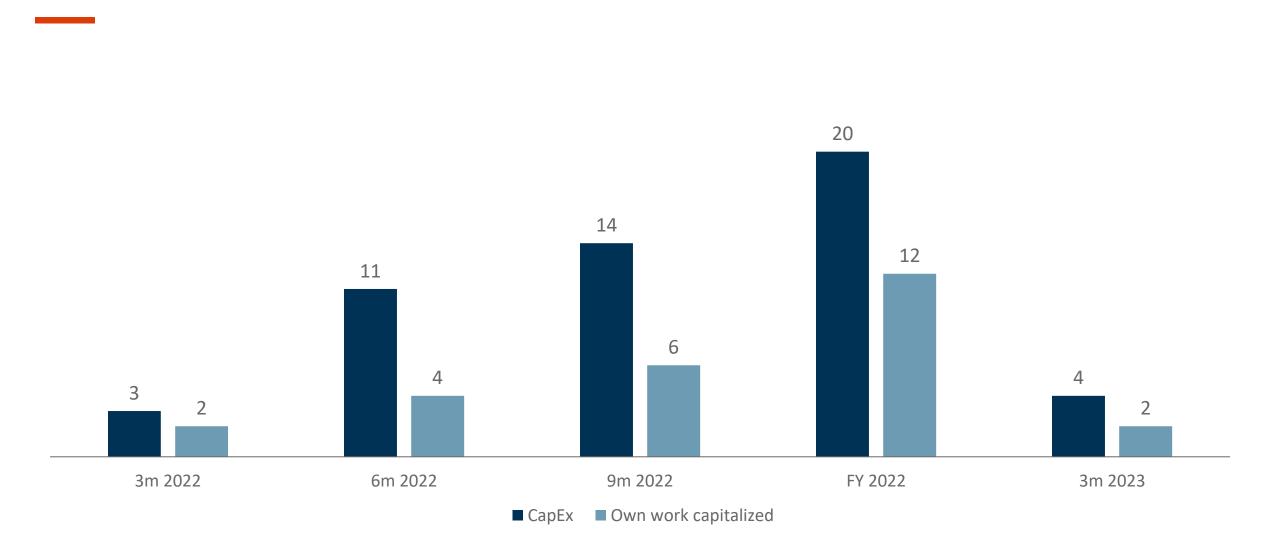
#### AS OF THE BALANCE SHEET DATE OF THE RESPECTIVE REPORTING PERIOD | IN EUR MILLION



# **DEVELOPMENT OF INVESTMENT SPENDING**

AS OF THE BALANCE SHEET DATE OF THE RESPECTIVE REPORTING PERIOD | IN EUR MILLION





# Free cash flow in EUR million

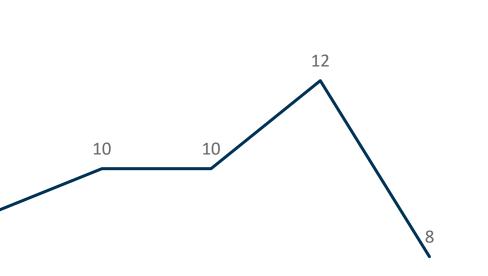
-14 10 -62 10 9 -89 -129 -137 3m 2022 6m 2022 9m 2022 3m 2023 3m 2022 6m 2022 9m 2022 FY 2022

# **DEVELOPMENT OF FREE CASH FLOW AND ROCE**

AS OF THE BALANCE SHEET DATE OF THE RESPECTIVE REPORTING PERIOD



3m 2023



FY 2022

**ROCE in %** 



May 25, 2023	Annual General Meeting
May 30 – June 1, 2023	Stockpicker Summit, Hauck Aufhäuser, Calvià
June 8, 2023	ODDO BHF Nextcap Forum
August 10, 2023	6-Month report/Analyst conference
September 6, 2023	Commerzbank & ODDO BHF Corporate Conference, Frankfurt am Main
September 18 – 21, 2023	Baader Investment Conference, Munich
October 9 – 10, 2023	Quirin SME Conference, Paris
November 9, 2023	9-Month report/Analyst conference
November 27 – 29, 2023	Deutsches Eigenkapitalforum, Frankfurt am Main







# THANK YOU!

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