

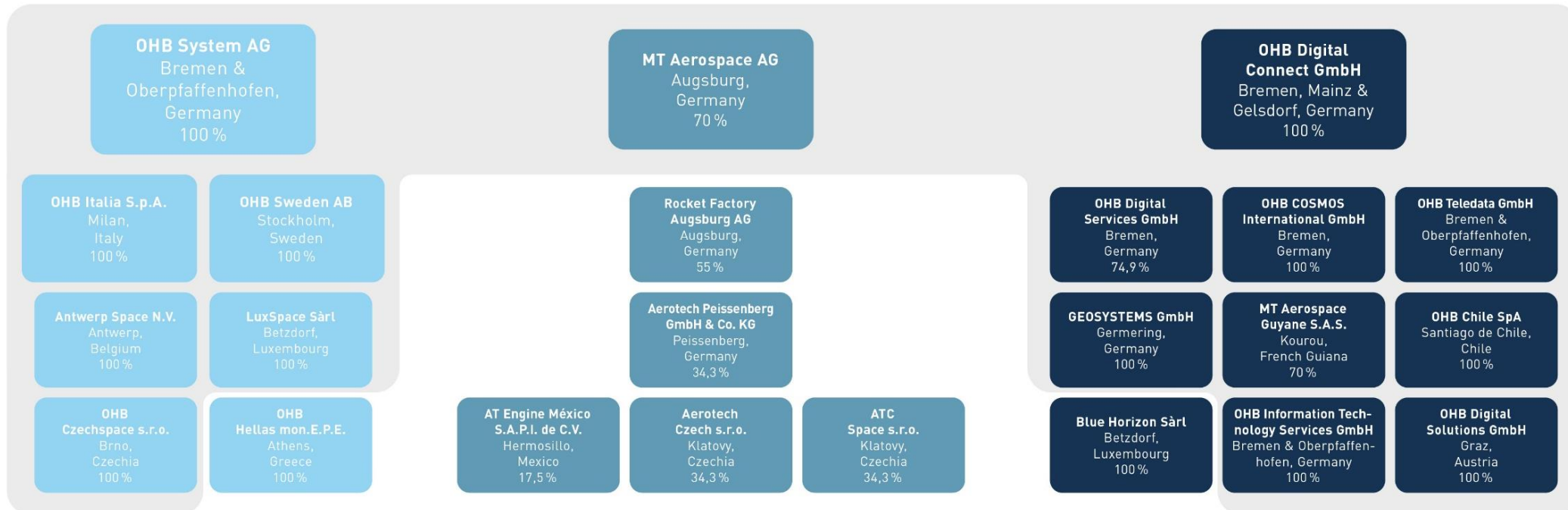
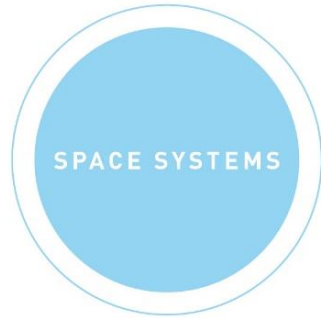
A short, solid orange horizontal line.

FINANCIAL GUIDANCE 2023

CAPITAL MARKET DAY 2023, JANUARY 18

KURT MELCHING, CFO

BUSINESS SEGMENT OVERVIEW



■ = consolidated

FINANCIAL STRATEGY

GENERAL STATEMENTS



- Our business is characterized by large-scale projects and a high degree of planning/visibility.
- Financing situation of projects and individual project time phases can be very different:
 - In some cases significant down payments can be agreed. In other cases, the agreed payment plan implies pre-financing from our side
- Our current customer base is mainly institutional:
 - These customers dispose of predefined annual budgets which are regularly not congruent with the costs incurred in the projects.
→ We often have to pre-finance certain project phases
 - Advantage: Virtually no risk of non-payment
- Debt financing is essentially provided by these sources:
 - Primary:
Syndicated loan which was fully renegotiated ahead of schedule in 2020. The credit facility with six major banks amounts to EUR 300 million. The contract has a term of 5 years with an extension option for a further 2 years which has already been drawn. The contract is based on two standard covenants, which have always been fulfilled
 - Secondary:
Midterm bank loan provided by European Investment Bank, Luxembourg for a special project financing. The original volume of this loan amounted to EUR 30 million (substantial amounts have already been repaid in the meantime)
 - Third: promissory note loan (EUR 70 million) placed in October 2022

SUCCESSFUL PLACEMENT OF PROMISSORY NOTE LOAN



OHB SE SUCCESSFULLY PLACED FIRST PROMISSORY NOTE LOAN DESPITE HIGH UNCERTAINTIES IN THE MARKETS

Transaction details

- Volume: EUR 70 million
- Value date: October 18, 2022
- Maturities: 3, 5 and 7 years
- Purpose: General corporate finance

Positive response from the debt capital market

- The initial marketing volume was significantly oversubscribed
- Order book was broadly diversified with various investors

Overall financing situation of the OHB Group

- Together with the existing syndicated loan (maturing in 2027), the promissory note loan secures the Group companies the desired flexibility for further growth

Tombstone



Schuldscheindarlehen
EUR 70 Mio.
Laufzeit 3, 5 und 7 Jahre

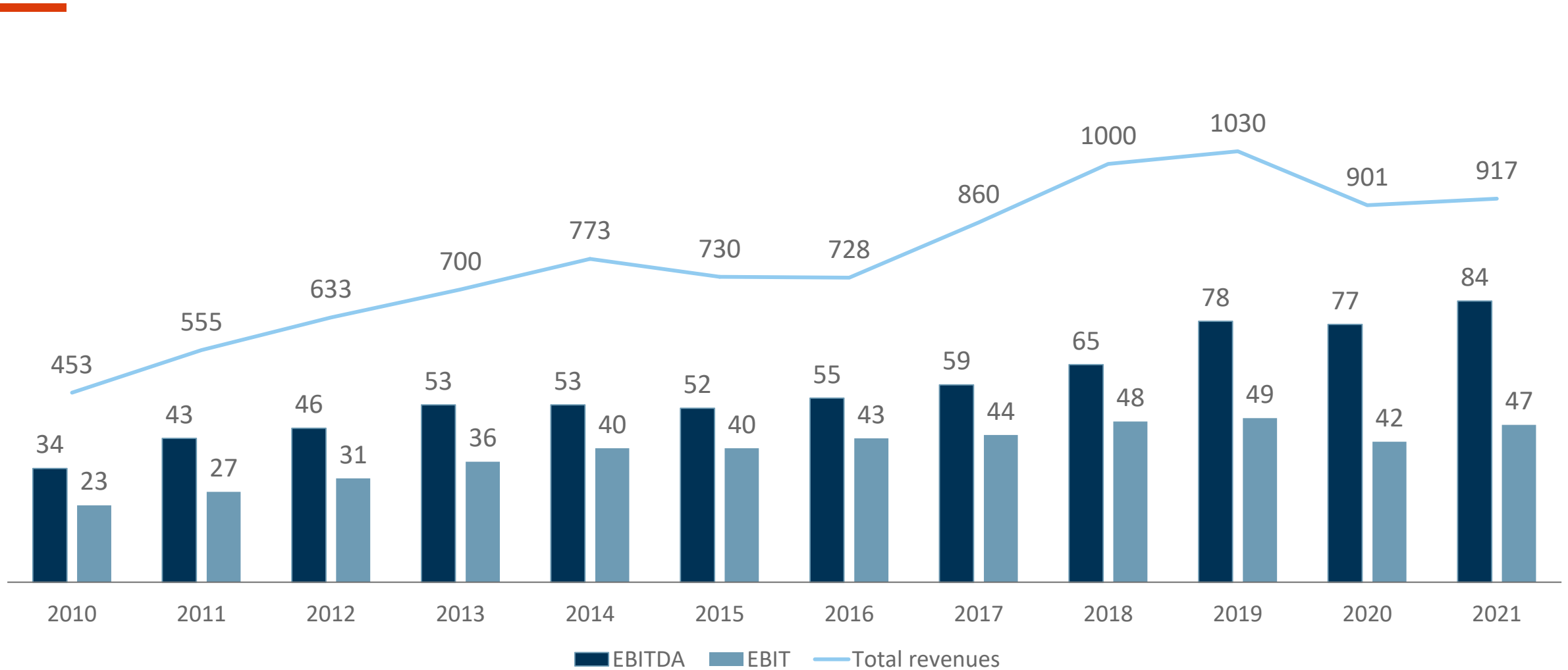
Joint Lead Manager

COMMERZBANK  LB 

- At present, significant opportunities may arise for us from:
 - Institutional activities
 - which will materialize in the short term as a result of the Ministerial Council Conference in November 2022
 - Commercial business
- We will continue our conservative and risk-balanced financial management and maintain our solid balance sheet structure with a focus on:
 - Further improving the equity ratio
 - Optimizing working capital
 - We aim for a reduction in working capital
- Use of the promissory note loan
 - Cash inflow will be used exclusively for the pre-financing phases of existing projects
 - Loan provides us with the necessary flexibility headroom with regard to the syndicated loan, which we intend to use on:
 - Arising M&A activities
 - Financing the growth of the DIGITAL service segment

DEVELOPMENT OF KEY PERFORMANCE METRICS

IN EUR MILLION



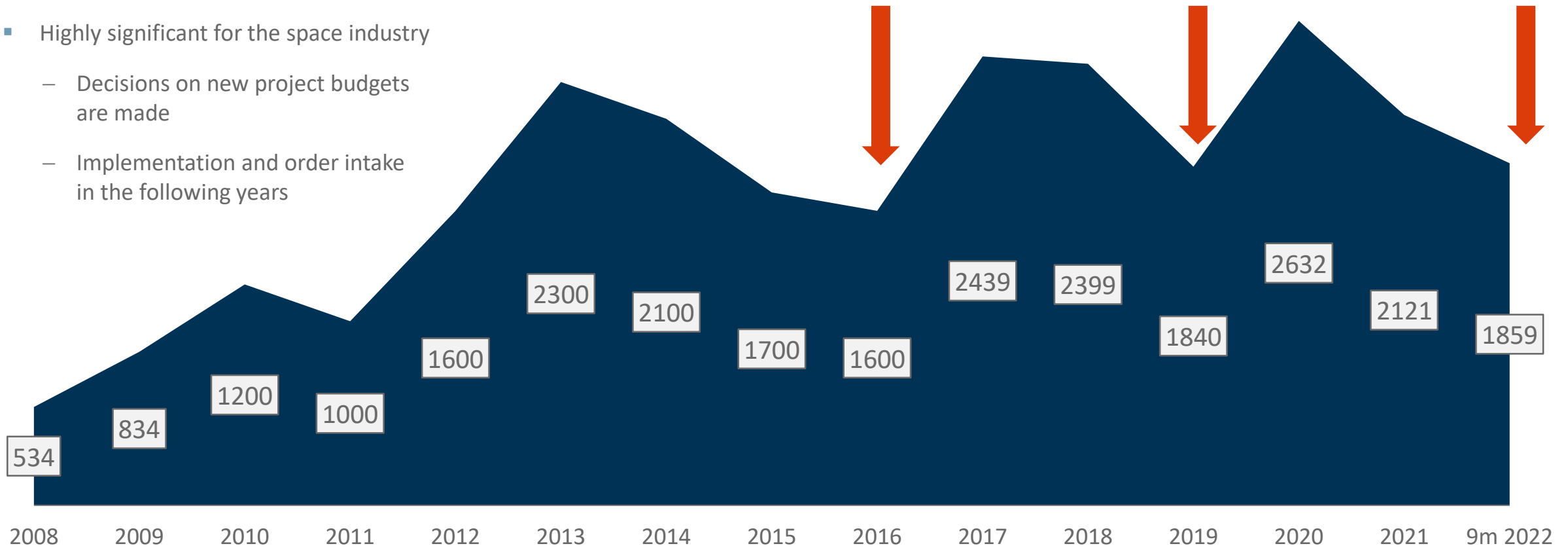
CONTINUOUS ORDER BACKLOG GROWTH IN EACH ESA-CYCLE



IN EUR MILLION

ESA Ministerial Conferences

- Take place in a 3-year cycle (arrows)
- Highly significant for the space industry
 - Decisions on new project budgets are made
 - Implementation and order intake in the following years



FINANCIAL GUIDANCE & OUTLOOK 2022-2026

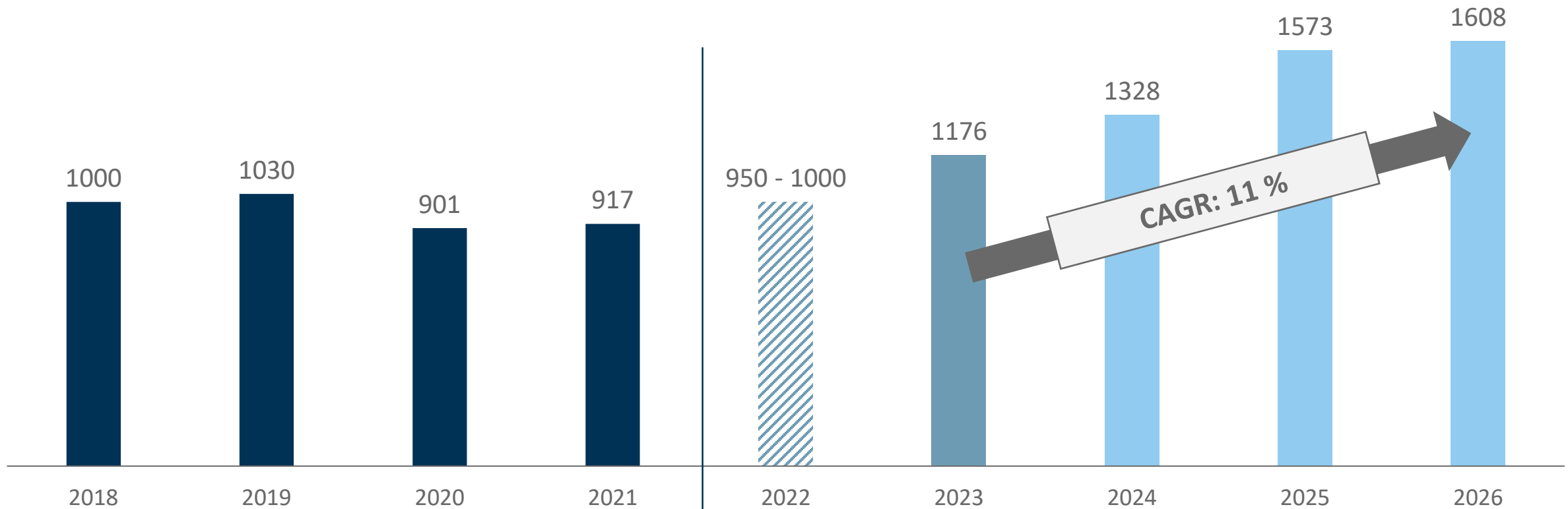
IN EUR MILLION



Total revenues

Actual

Guidance + Outlook*



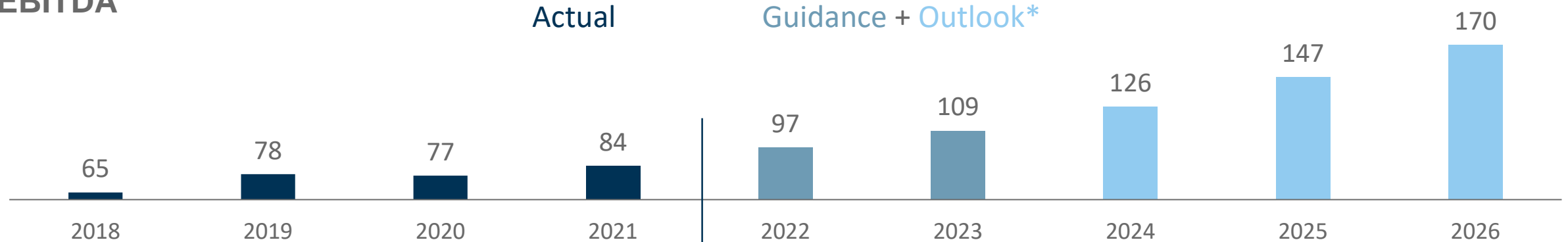
Guidance 2022 (released in January 2022): Uncertainties currently exist with regard to the achievement of the guidance for total revenues: Possible delivery delays and the development of exogenous factors are anticipated to result in falling short of the guidance for this key performance indicator for the current financial year

FINANCIAL GUIDANCE & OUTLOOK 2022-2026

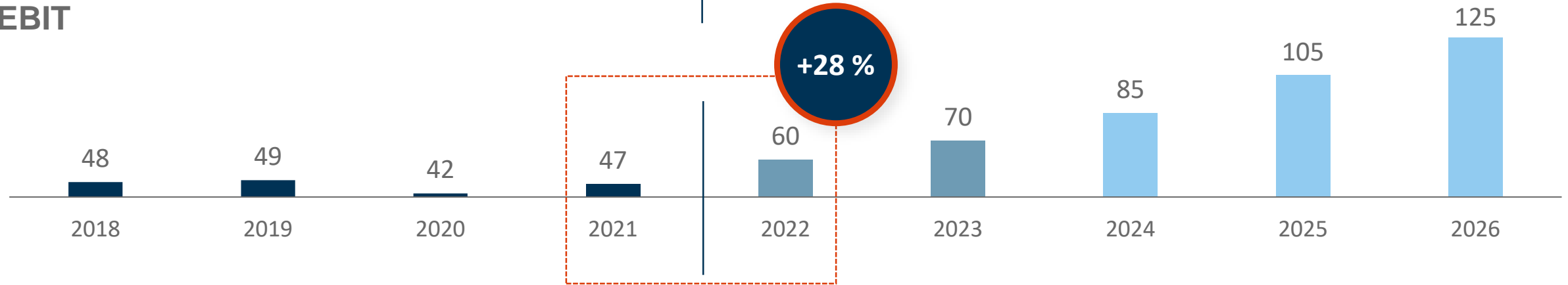


IN EUR MILLION

EBITDA



EBIT



Guidance 2022 (released in January 2022) for EBITDA & EBIT confirmed by the Management Board on this occasion

*These developments partly influence our business planning:

Increased energy costs and higher inflation / supply chain: Some influences on current projects due to non-availability of electronical parts / delayed order-intake

- Cash-flow development since IPO in 2001: Positive operating and free cash flow figures have been generated for the majority of fiscal years
 - For the coming planning period (2023 - 2025), a cumulative operating cash flow of EUR 200 million is expected
 - Investments, capital costs and dividends could be financed from these figures
- Since 2013: Partial funding of the group through a syndicated loan
 - Net leverage covenant of 3.00x (investment grade) has never been at risk

OHB RETURNED TO GROWTH PATH AFTER STABILIZATION PHASE



FURTHER SIGNIFICANT IMPROVEMENT IN KEY FIGURES

- Revenue growth: The project planning / order intake planning shows a significant potential for growth in the coming years
- We expect further margin improvements in all segments
 - **SPACE SYSTEMS:** Expected order intakes and productivity improvements will lead to EBIT-margins higher than in the past
 - **AEROSPACE:** Come back to significant positive contributions due to the expected stabilization of the ARIANE program and new customers like Boeing
 - **DIGITAL:** Double digit margins expected and telescope and large antenna business is on the path for a commercial turn-around



“We utilize space to find answers to the complex questions of our time “