

The background of the slide is an aerial photograph of a vast, snow-covered mountain range under a clear blue sky. The mountains are rugged and covered in patches of snow, with some valleys appearing darker. The sky transitions from a deep blue at the top to a lighter blue near the horizon.

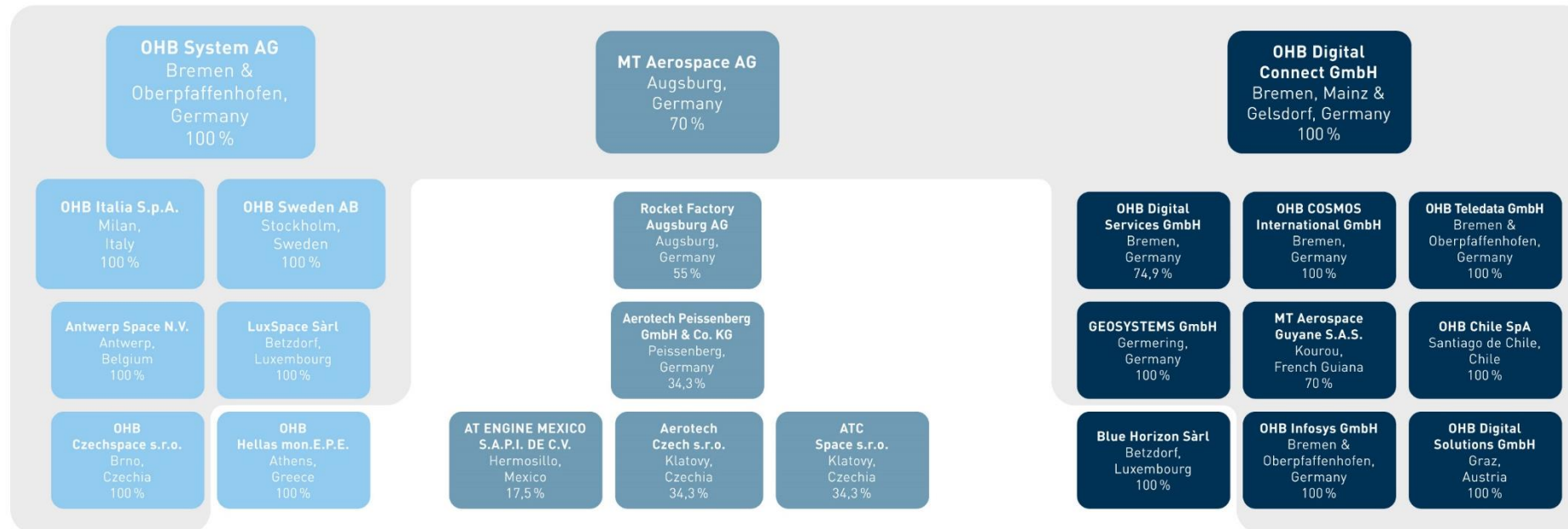
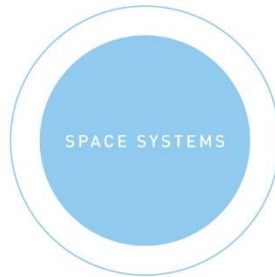
# ANALYSTS CONFERENCE | Q1/THREE-MONTH RESULTS 2022

MAY 11, 2022

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

# BUSINESS SEGMENT OVERVIEW

GEOSYSTEMS CONSOLIDATED IN Q1



■ = consolidated



## Expansion of the Management Board

- Daniela Schmidt joined the Management Board on January 1, 2022. This reflects the increased complexity in the corresponding areas
- Sustainability in particular will assume significantly greater importance within the group
- Areas of responsibility:
  - Sustainability
  - Integrity
  - Legal affairs
  - Corporate security



# SEGMENT HIGHLIGHTS

## SPACE SYSTEMS



Q1 dominated by ...

... project milestones

- MTG weather satellites
  - Infrared Sounder instrument successfully tested with remarkable results
  - Both customer (ESA and EUMETSAT) expressed their satisfaction and appreciation
    - Implications for probability of a potential third Sounder-Satellite
- Two successful PDRs for OH B Sweden
  - Artic Weather Satellite on track for launch in 2024
    - Potential for a subsequent contract for a constellation
  - Propulsion sub-system for MDAs CHORUS-constellation
    - First customer outside of Europe for OH B Sweden

... promising contracts for early stage studies

- Sentinel-3 Next Generation Topography
  - Three mission concepts to be developed by summer
  - Launch of the winning concept expected for early 2030s
- SATURN
  - Technology demonstrator for microsatellite constellations with SAR instruments
  - Goal: Enabling innovative, cost efficient and versatile earth observation use cases

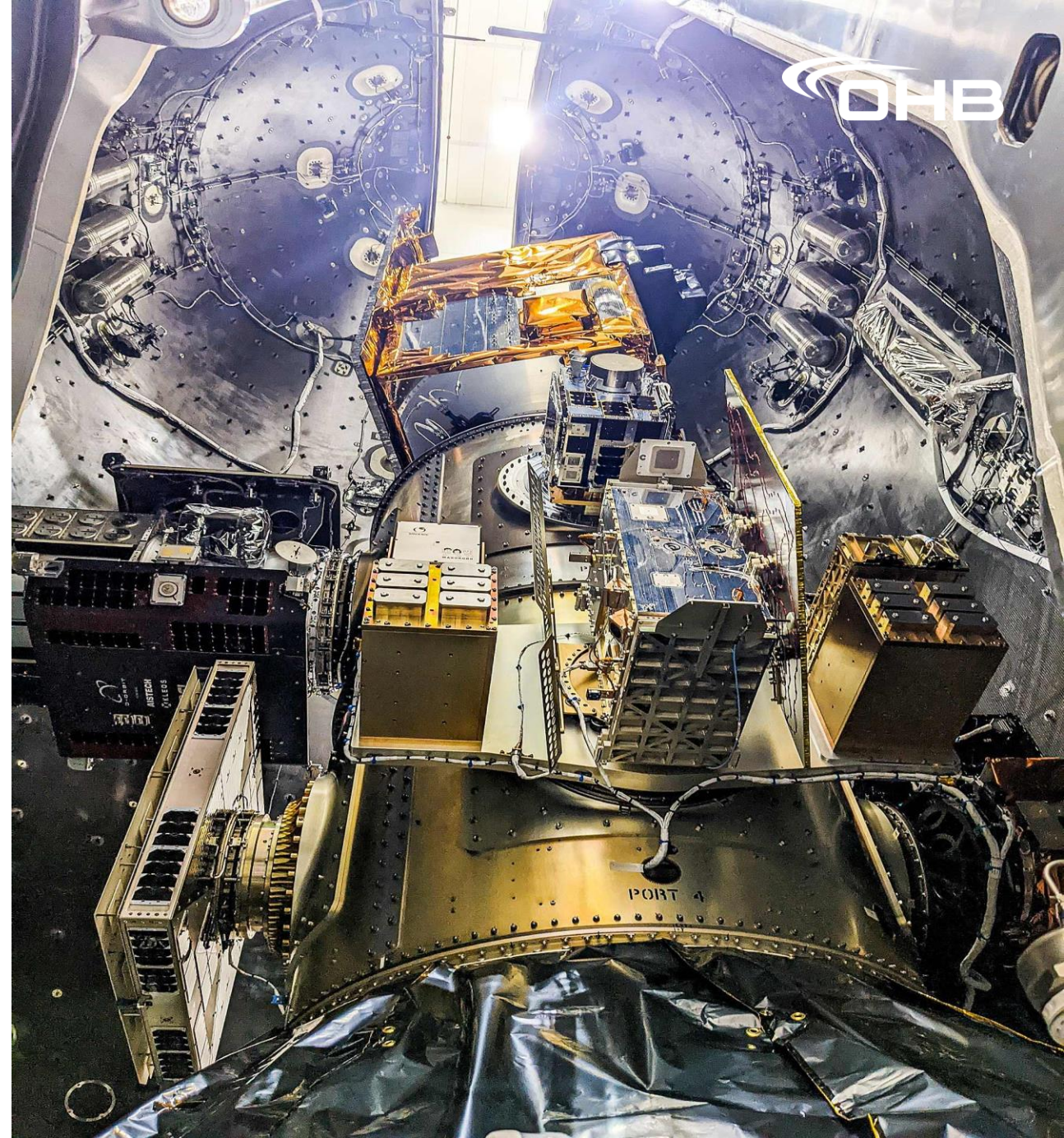
# SEGMENT HIGHLIGHTS

## SPACE SYSTEMS

OHB celebrated successful EnMAP launch on April 1

- Lift-off at 18:24 CEST from Cape Canaveral, Florida (USA)  
→ Successful deployment ~ 15 minutes later
- Launch and Early Orbit Phase (LEOP) completed on April 14, 2022

First images show the high quality of OHB's work



# SEGMENT HIGHLIGHTS

## AEROSPACE

US company Amazon contracted Arianespace, launch service provider for the European Ariane program, for the launch of parts of its Project Kuiper satellite constellation

- Largest contract in Arianespace's history
  - Total of 18 launches over three years
  - Very positive implications for the program and its partners
- Contract supports the ongoing turnaround at MT Aerospace (MTA)
  - MTA is one of the largest suppliers for the Ariane 6 launcher with ~ 10 % production share
  - Contract details
    - Contract between Arianespace and MTA expected for Q4 2022 at the latest
      - Authorization to proceed for the meantime
    - Contract volume > EUR 150 million



# SEGMENT HIGHLIGHTS

## AEROSPACE



### MT Aerospace further diversified its customer base

- Launcher business: Expansion of cooperation with Boeing materialized
  - Chosen to supply cryogenic hydrogen tanks for the upper stage of NASA's new rocket
  - Complements the supply of "Dome Gore Panels" for the rocket's core stage (since 2013)
- Additive manufacturing (AM): Joined EOS' partner network for their end-to-end AM production network
  - MTA acts as specialist for 3D-printed metal parts
  - Making MTA's expertise in the field available for customers from all industries

### Rocket Factory Augsburg (RFA) on track for first launch

- Technology
  - Full duration hot fire test planned for the coming months
  - OHB Sweden contracted for the avionics system of the orbital stage
- Business
  - Awarded an institutional contract worth EUR 11 million for first two flights
  - Launch site in South Australia secured to offer customers from the Asia-Pacific region a local launch opportunity





# SEGMENT HIGHLIGHTS

## DIGITAL



GEOSYSTEMS acquisition complements existing OH B DIGITAL portfolio ...

... it is in line with OH B's strategy 2025

- Excerpt: Develop downstream portfolio
- Strong market potential: EUR 6 billion addressable market for EO data services worldwide\*



... it generates value on both sides

- GEOSYSTEMS
  - Leveraging the OH B brand
    - Positive perception through OH B's strong heritage in the space industry
    - Access to the group's established customer network (ESA, DLR, BW)
  - Integration of GEOSYSTEMS's solutions into downstream projects within the group
- OH B
  - Adding long-standing know-how in the service business and an established customer network to the group → Sales, customer support, consulting, ...
  - Using synergies with other OH B DIGITAL products

\* Euroconsult (2021): Space Economy Report 2021

# SEGMENT HIGHLIGHTS

## DIGITAL

### GEOSYSTEMS is a specialist for Geo-IT

- Established player with over 30 years of experience
  - GEO-IT competence: Geodata processing, geoinformation, image processing (satellite, aerial, UAV, LiDAR), web-based applications
  - Offering: Sales, consulting and support of customized GEO-IT solutions
  - Strong and trustful customer relationships all over the globe
- Strong partnership with Hexagon – global leader in digital reality solutions
- Continuous sales growth over the last 8 years
  - Stable revenue > EUR 3 million per year
  - Stable double digit EBIT margin in the past  
→ Expected to carry on into 2022 and beyond



# SEGMENT HIGHLIGHTS

## DIGITAL



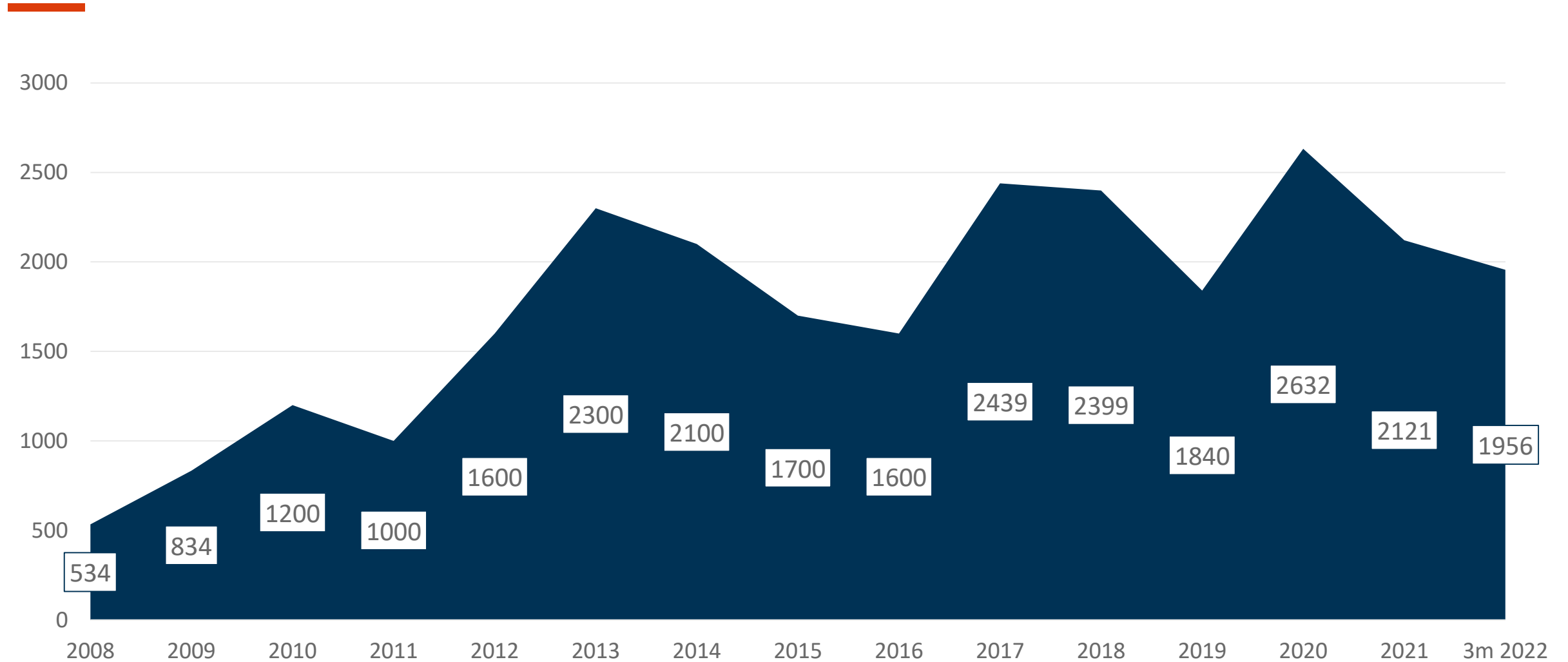
### Further news underline the broad range of competencies within the segment

- Telescopes: MeerKAT extension project (MeerKAT+) in South Africa
  - Major share of the 20 new parabolic antennas to be provided by OH B Digital Connect
  - Project serves as a prototype for the largest radio telescope in the world (SKA)
    - OH B extends its heritage and positions itself in a favorable position for the SKA
  - Contract volume: EUR 23 million
- Infrastructure: Equipment of German Air Force's space situation center
  - OH B Digital Connect responsible for the integration of software components into a customized integral system
  - Contract volume: EUR 5 million



# DEVELOPMENT OF ORDER BACKLOG

IN EUR MILLION



# THE GROUP IN BRIEF

IN EUR 000



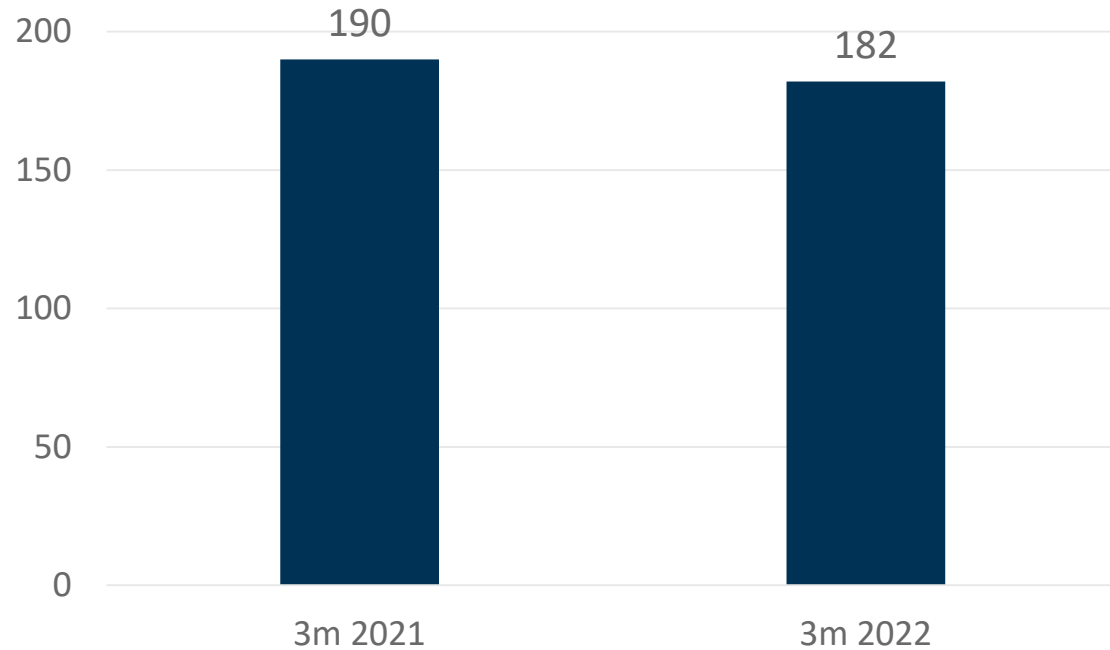
	3m 2022	3m 2021	Change in %
Order backlog (March 31)	1,955,736	2,537,853	-23
Total revenues	181,516	190,114	-5
EBITDA	19,942	20,246	-2
<i>EBITDA margin</i>	<i>11.0 %</i>	<i>10.6 %</i>	<i>+3</i>
EBIT	11,429	11,374	0
<i>EBIT margin</i>	<i>6.3 %</i>	<i>6.0 %</i>	<i>+5</i>
EBT	9,596	10,721	-10
Net profit after minorities	6,308	7,264	-13
EPS (EUR)	0.36	0.42	-14
Employees (March 31)	2,984	2,975	0

# DEVELOPMENT OF FINANCIAL RATIOS FOR THE GROUP

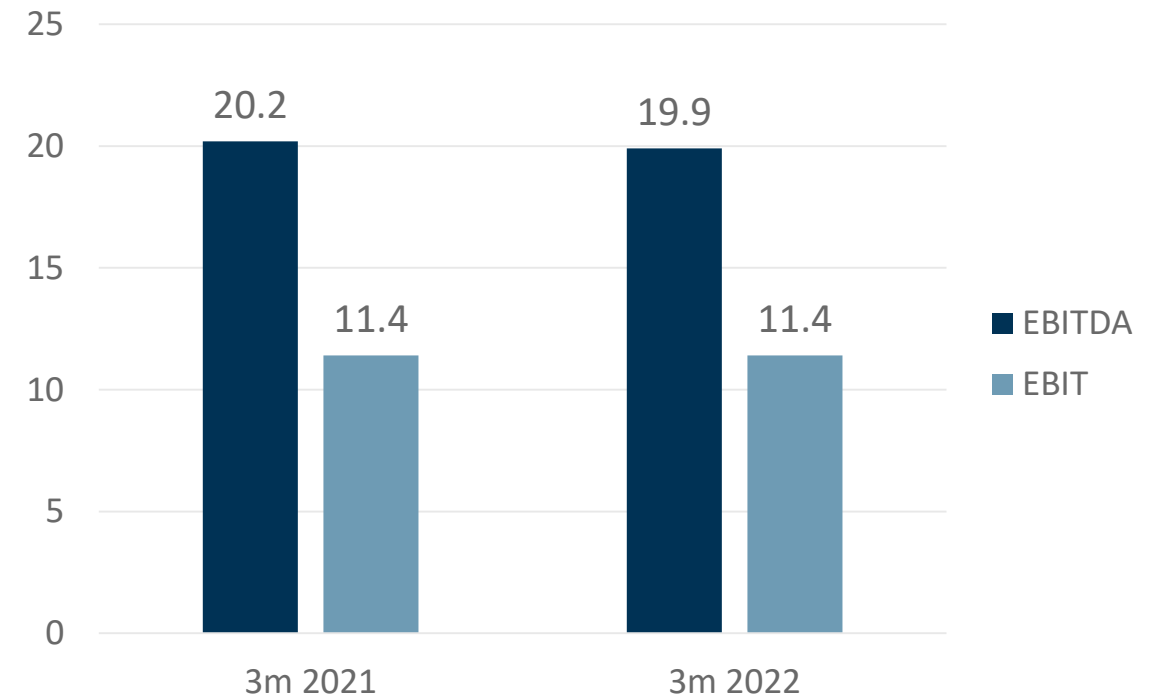
IN EUR MILLION



### Total revenues



### EBITDA & EBIT



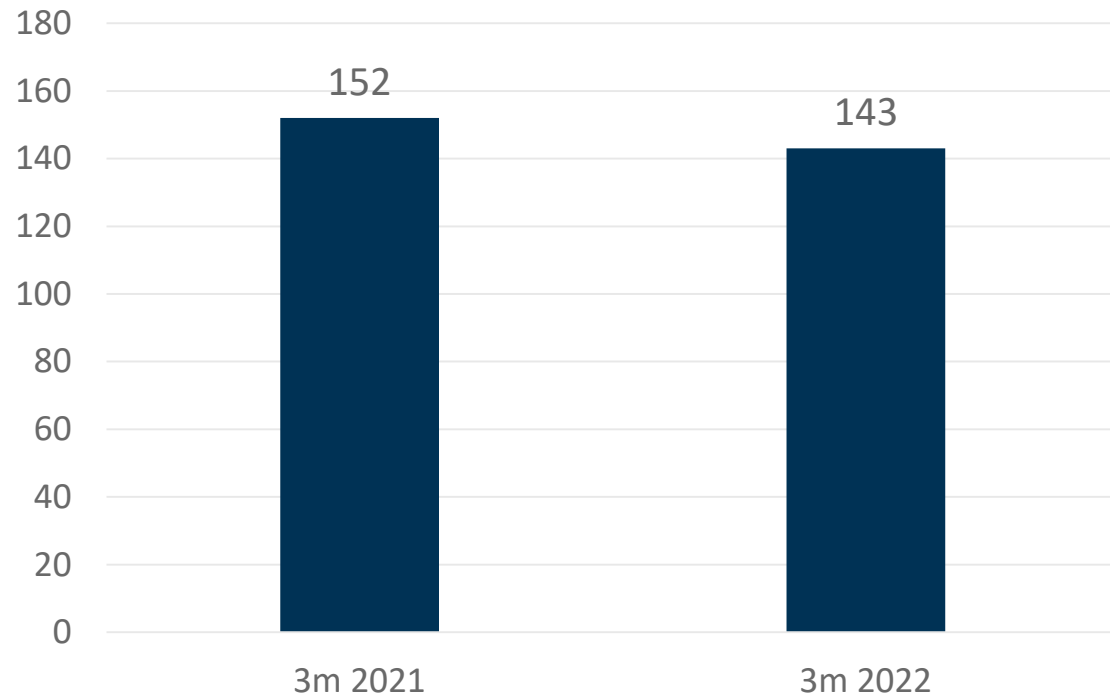
3m 2022  
EBIT margin: 6.3 % (3m 2021: 6.0 %)

# SPACE SYSTEMS

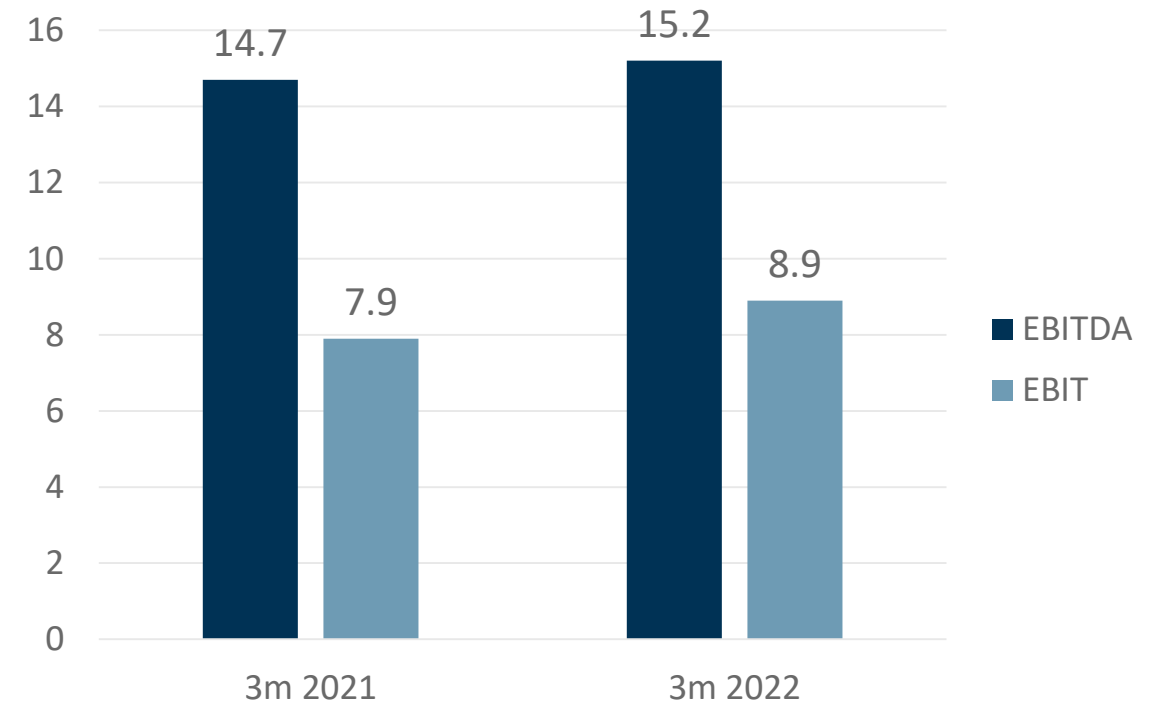
IN EUR MILLION



### Total revenues



### EBITDA & EBIT



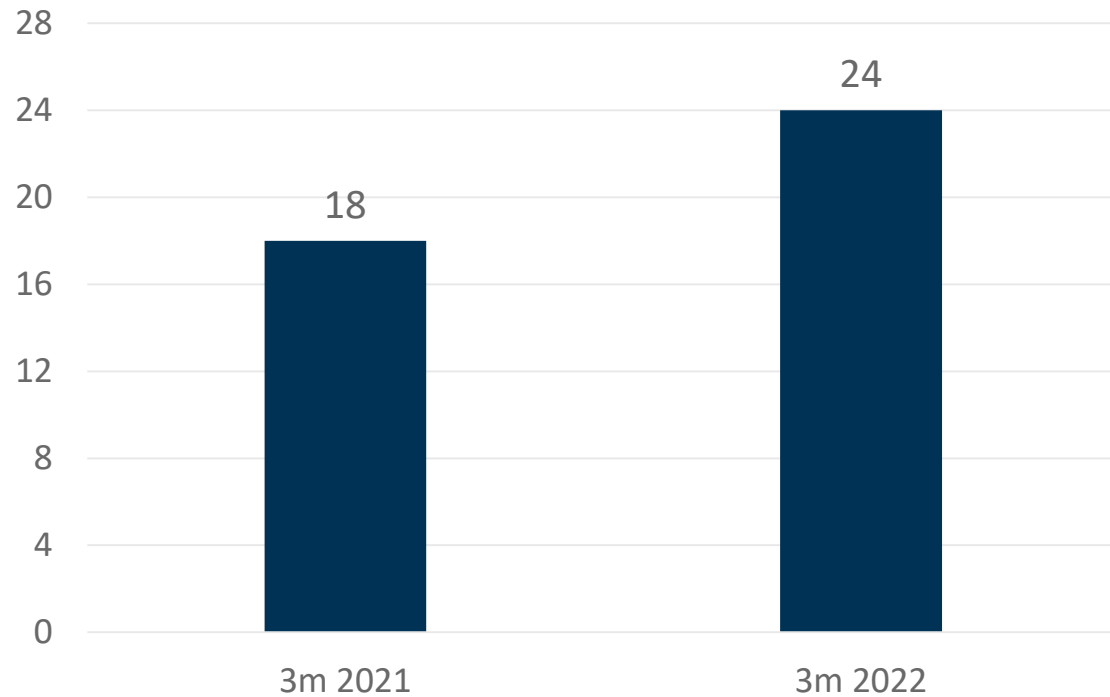
3m 2022  
EBIT margin: 6.2 % (3m 2021: 5.2 %)

# AEROSPACE

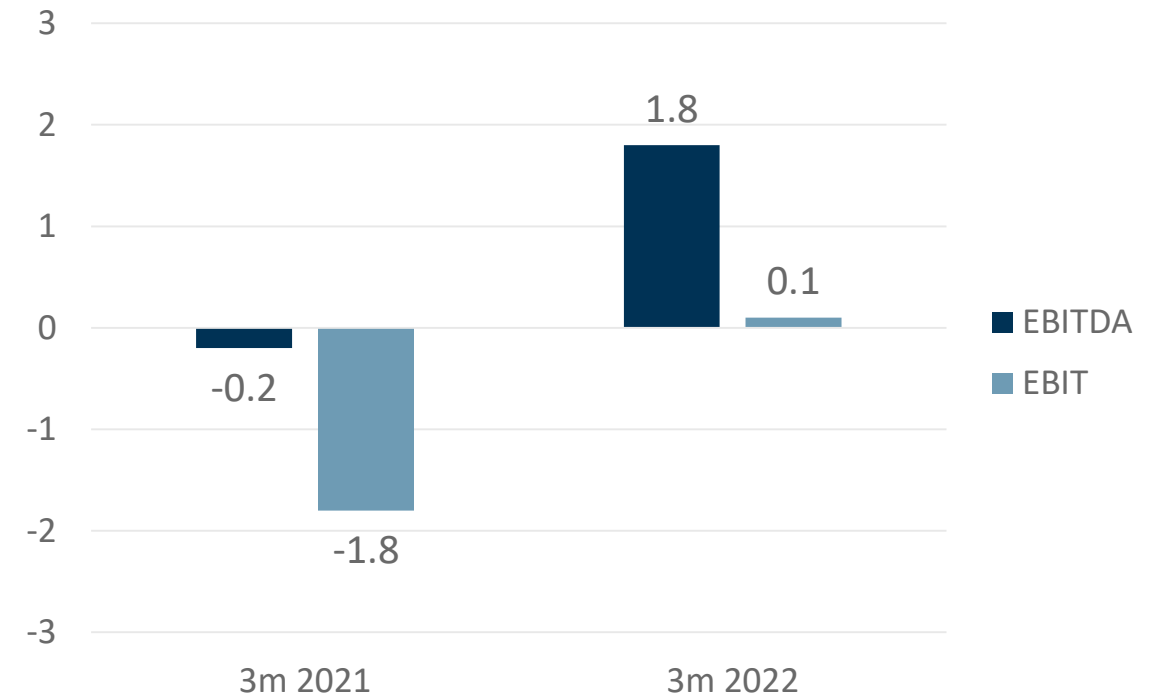
IN EUR MILLION



### Total revenues



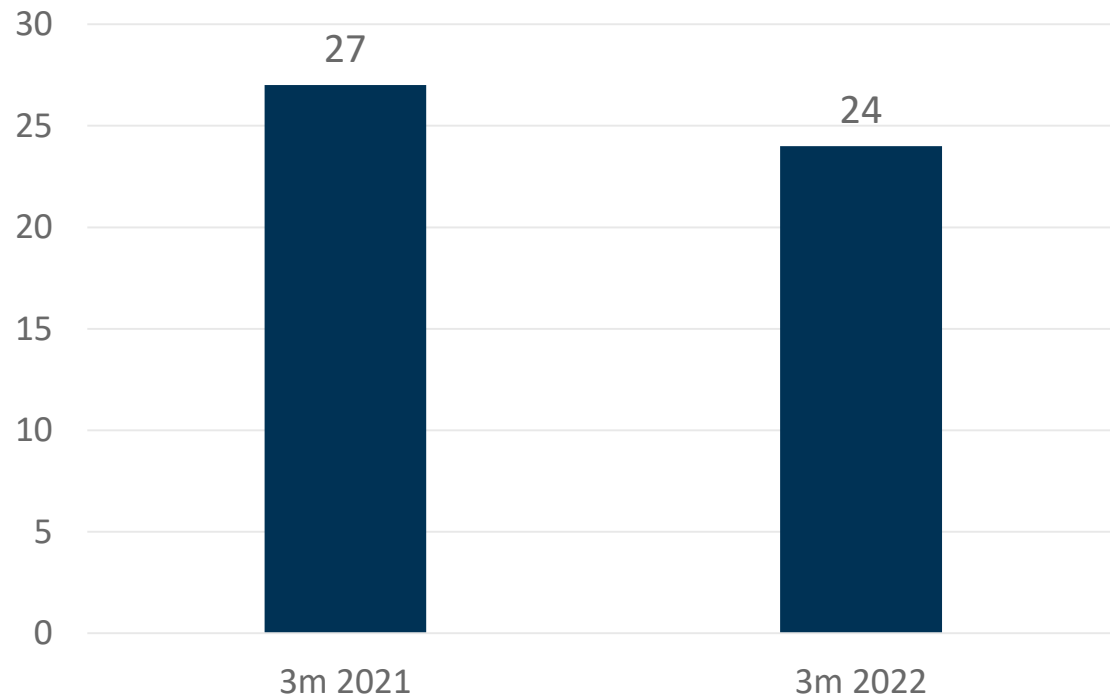
### EBITDA & EBIT



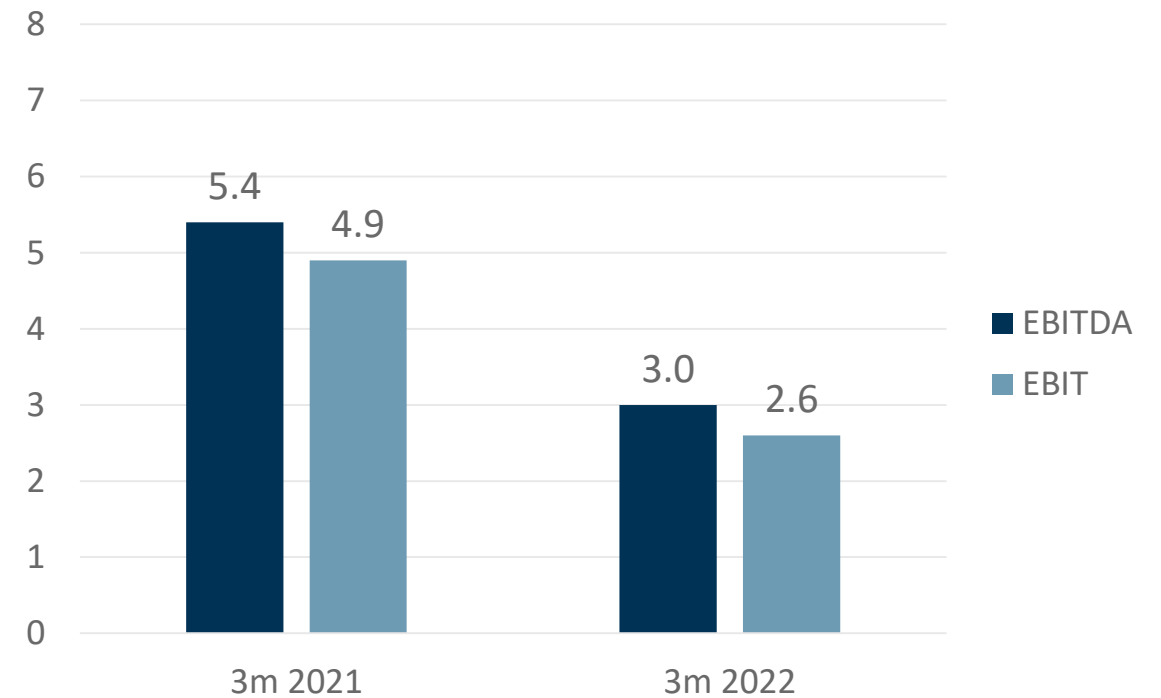
3m 2022  
EBIT margin: 0.3 % (3m 2021: -10.2 %)



**Total revenues**



**EBITDA & EBIT**



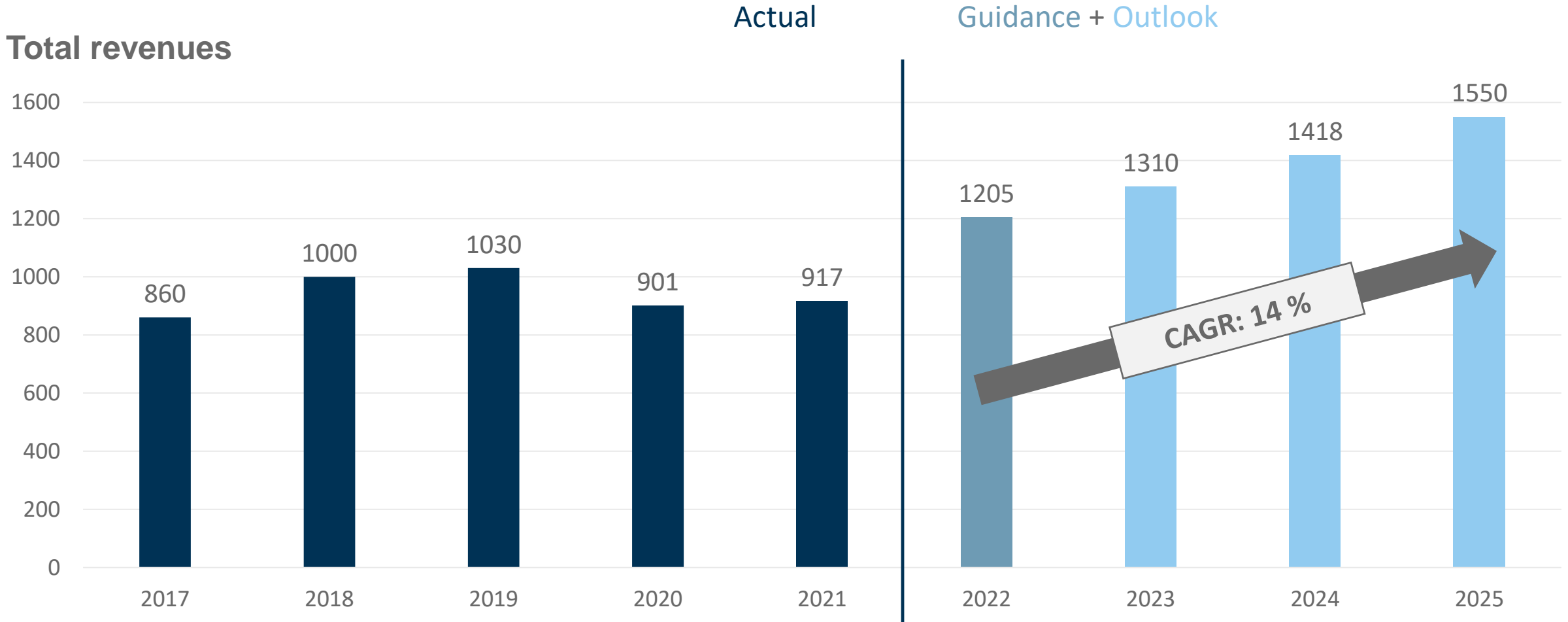
3m 2022  
EBIT margin: 10.8 % (3m 2021: 18.4 %)

# FINANCIAL GUIDANCE & OUTLOOK 2022-2025



IN EUR MILLION

## Total revenues

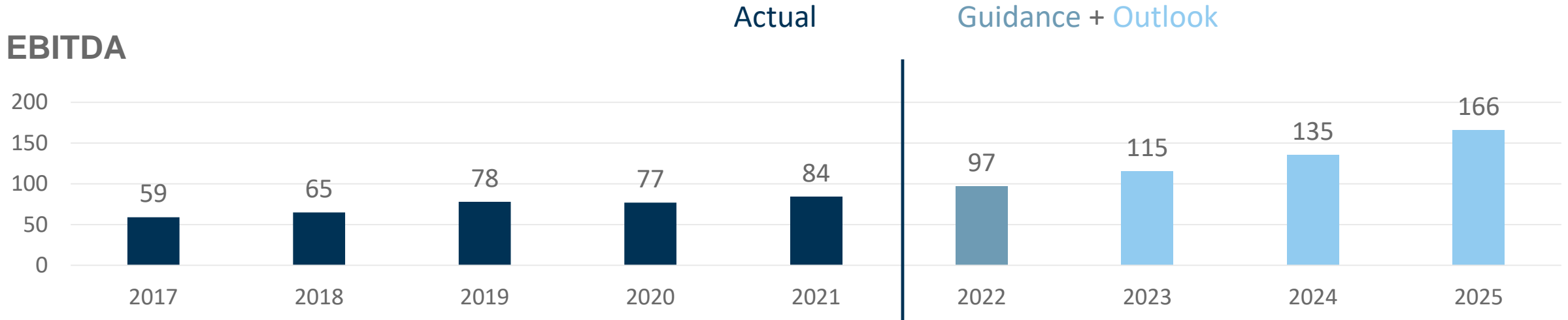


# FINANCIAL GUIDANCE & OUTLOOK 2022-2025

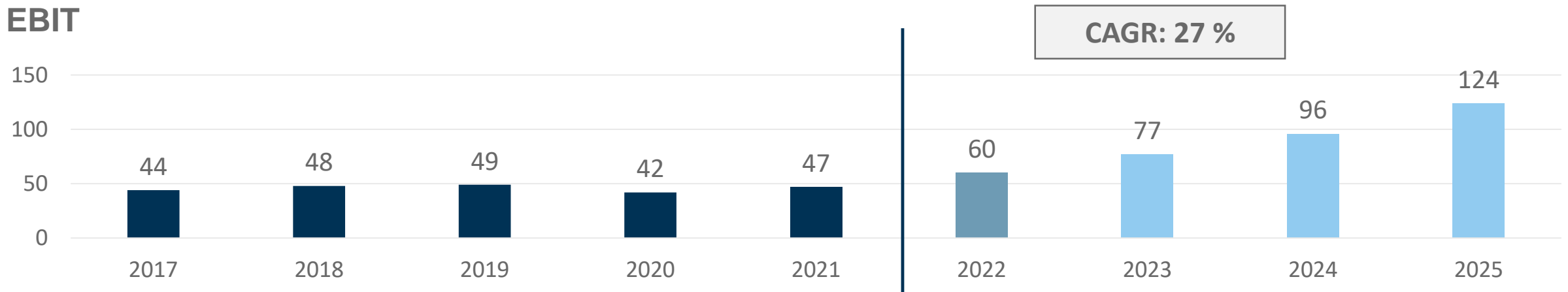
IN EUR MILLION



## EBITDA



## EBIT



# ASSETS

IN EUR 000



	March 31 2022	December 31 2021	Change in %
<b>Non-current assets</b>	<b>379,446</b>	<b>378,027</b>	<b>0</b>
Property, plant and equipment	105,508	104,679	+1
Rights of use from leasing agreements	50,068	52,433	-5
Other intangible assets	123,879	125,160	-1
Others	99,991	95,755	+4
<b>Current assets</b>	<b>617,010</b>	<b>582,820</b>	<b>+6</b>
Inventories	33,938	32,001	+6
Trade receivables	77,987	53,514	+46
Contract assets	421,587	382,168	+10
Cash and cash equivalents	63,234	96,618	-35
Others	20,264	18,519	+9
<b>Total assets</b>	<b>996,456</b>	<b>960,847</b>	<b>+4</b>

# SHAREHOLDER'S EQUITY AND LIABILITIES

IN EUR 000



	March 31 2022	December 31 2021	Change in %
<b>Equity</b>	<b>264,399</b>	<b>252,621</b>	<b>5</b>
<b>Non-current liabilities and provisions</b>	<b>227,718</b>	<b>250,375</b>	<b>-9</b>
Provisions for pensions	96,002	104,255	-8
Leasing liabilities	38,748	42,677	-9
Deferred tax liabilities	51,691	52,254	-1
Others	41,277	51,189	-19
<b>Current liabilities</b>	<b>504,339</b>	<b>457,851</b>	<b>+10</b>
Trade payables	81,060	85,426	-5
Contract liabilities	78,808	87,961	-10
Current financial liabilities	210,770	145,867	+44
Others	133,701	138,597	-4
<b>Total liabilities</b>	<b>996,456</b>	<b>960,847</b>	<b>+4</b>

# FINANCIAL RATIOS

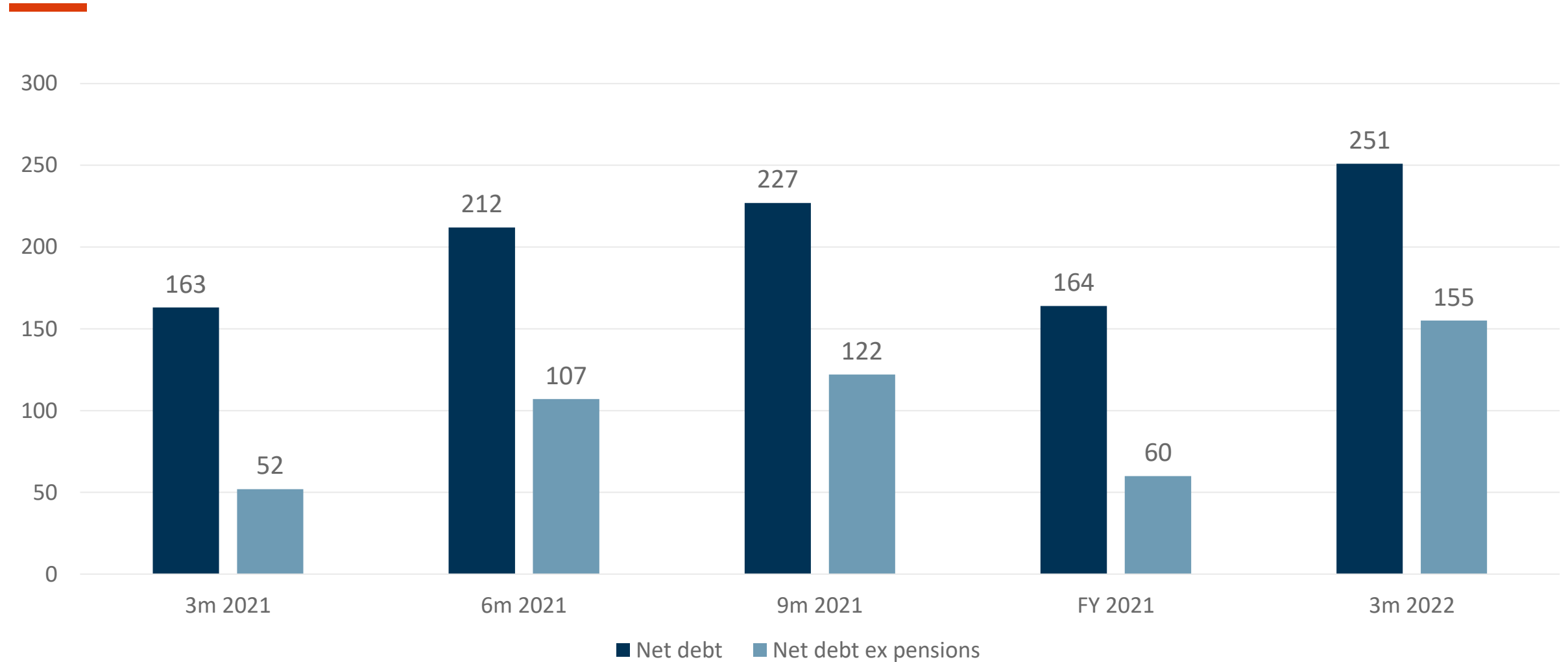
IN EUR MILLION



	3m 2022	FY 2021	9m 2021	6m 2021	3m 2021
Free cash flow	-89	-15	-83	-74	-30
Net debt	251	164	227	212	163
Net debt ex pensions	155	60	122	107	52
CAPEX (incl. financial assets)	3	23	14	9	6
Own work capitalized (additions)	2	16	6	5	2
ROCE	9 %	12 %	10 %	11 %	11 %

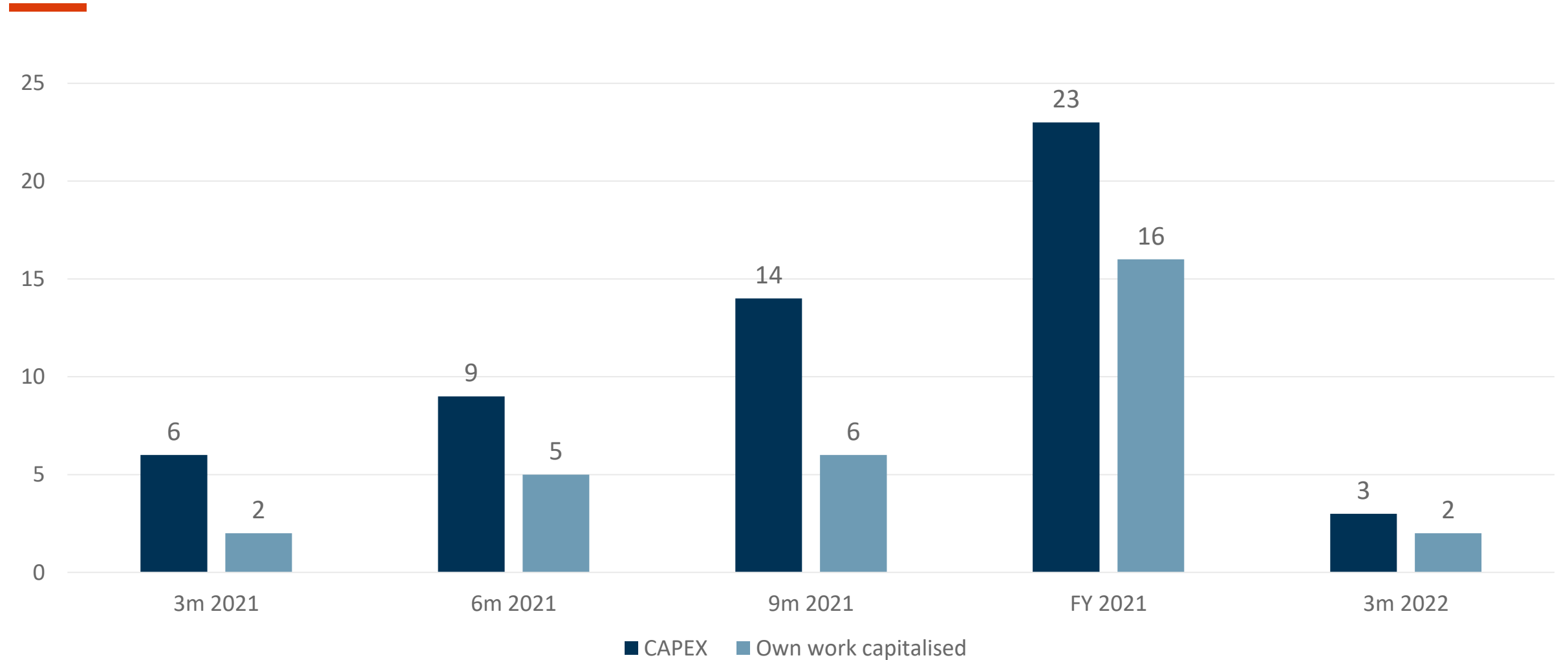
# DEVELOPMENT OF THE RATIO NET DEBT

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



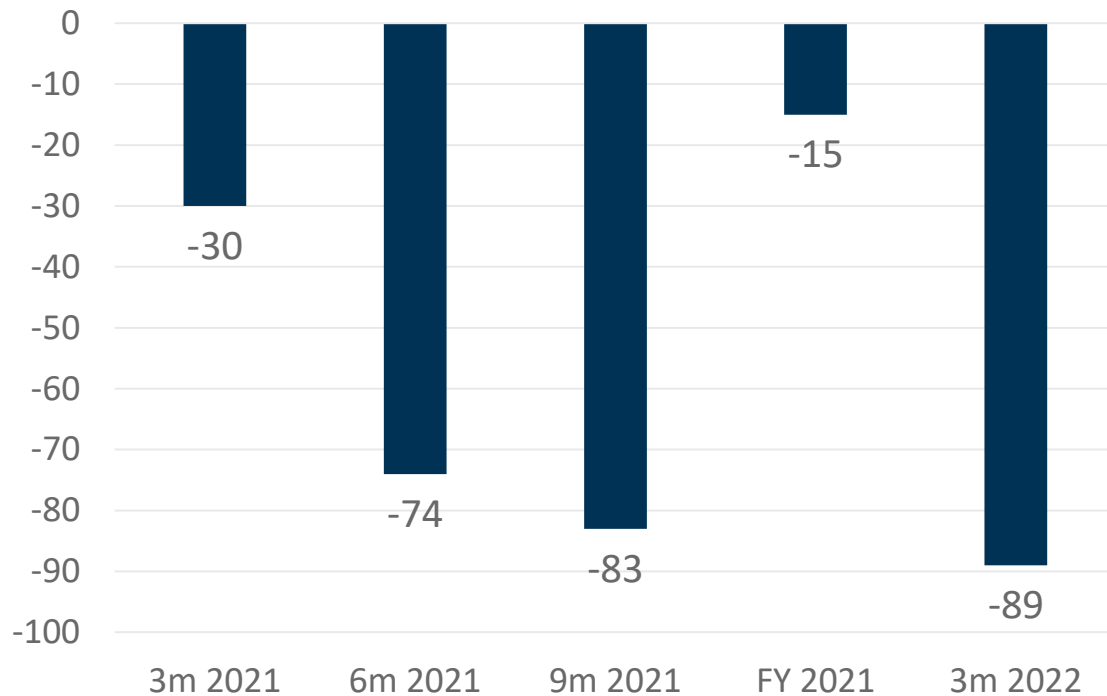


# DEVELOPMENT OF FREE CASH FLOW AND ROCE

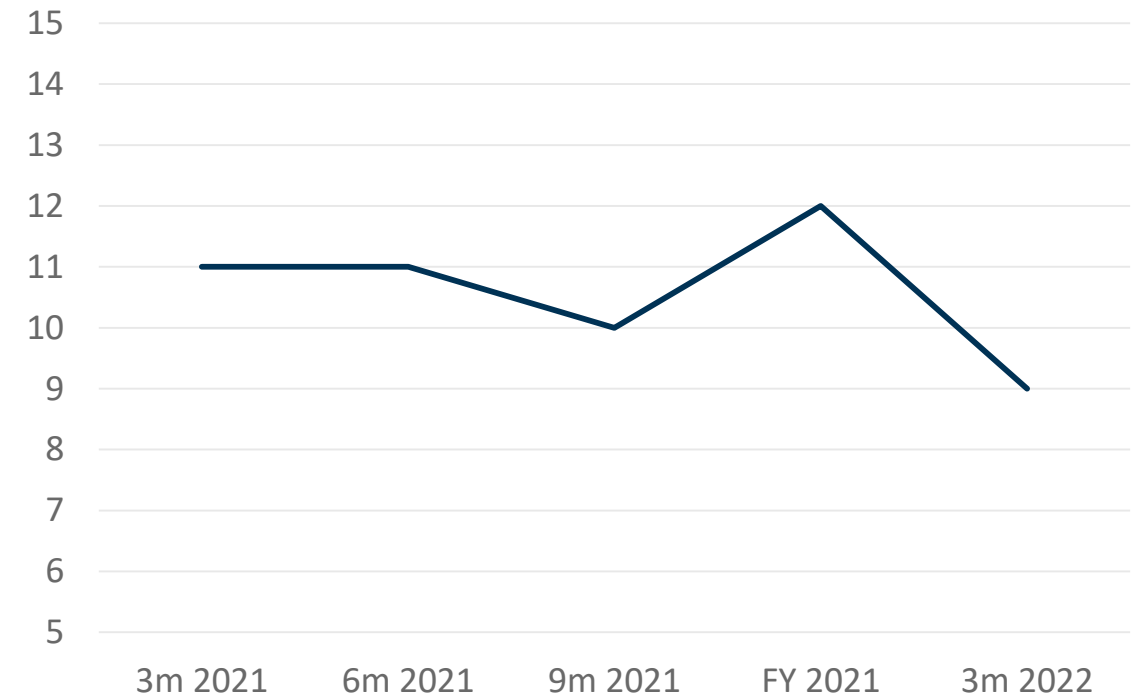
AS OF THE BALANCE SHEET DATE OF THE RESPECTIVE REPORTING PERIOD



### Free cash flow in EUR million



### ROCE in %



# FINANCIAL CALENDAR 2022



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May 11, 2022	3-month report/Analysts conference
June 1, 2022	Annual General Meeting
August 11, 2022	6-Month report/Analysts conference
November 10, 2022	9-Month report/Analysts conference
November 22, 2022	DZ Bank Conference 2022, Frankfurt am Main
November 28-30, 2022	German Equity Forum 2022, Frankfurt am Main

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Q&A

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# THANK YOU!

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