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ANALYST CONFERENCE | Q3/NINE-MONTH RESULTS 2022

NOVEMBER 10, 2022

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

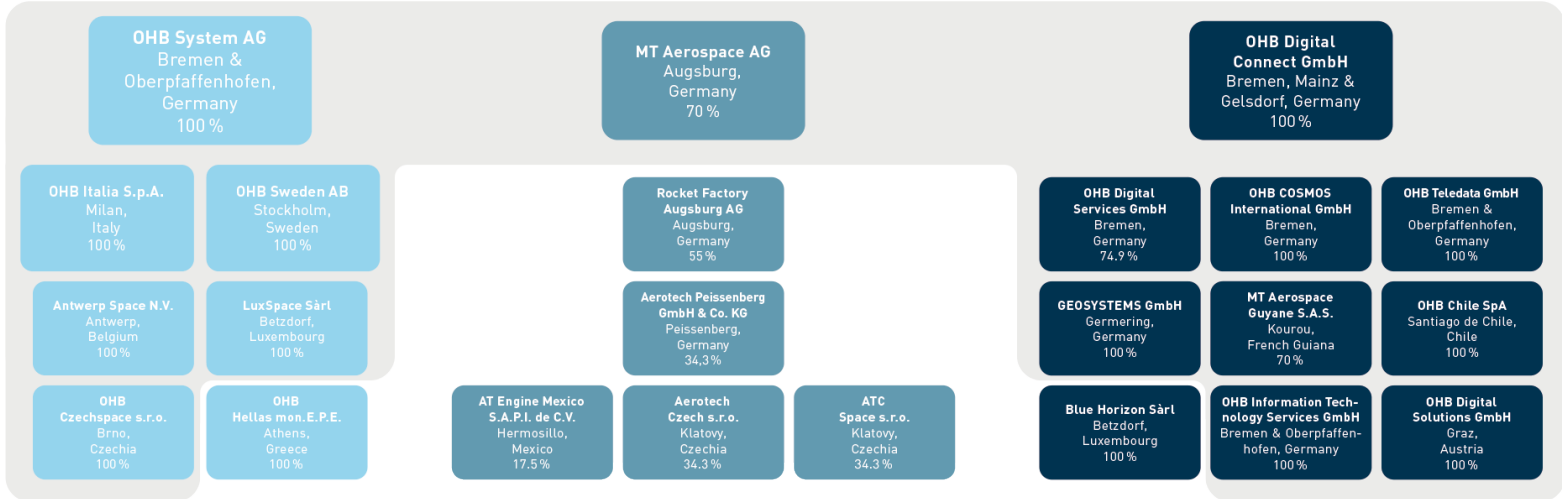
BUSINESS SEGMENT OVERVIEW



GREENER, MORE SECURE AND MORE CONNECTED
Environmental and weather satellites
Reconnaissance satellites
Space safety missions
Telecommunications and navigation satellites
STAY CURIOUS AND ASPIRING
Science and exploration missions

ACCESS TO SPACE
Microlauncher
Launcher components, tanks and structures
RESOURCE-EFFICIENT FLYING
Aero engine components

ESTABLISHING SECURE CONNECTIONS
Telescopes, ground systems and satellite operations
Cybersecurity, encryption and railroad infrastructure
UTILIZE FULL POTENTIAL
Data analytics, applications and professional services



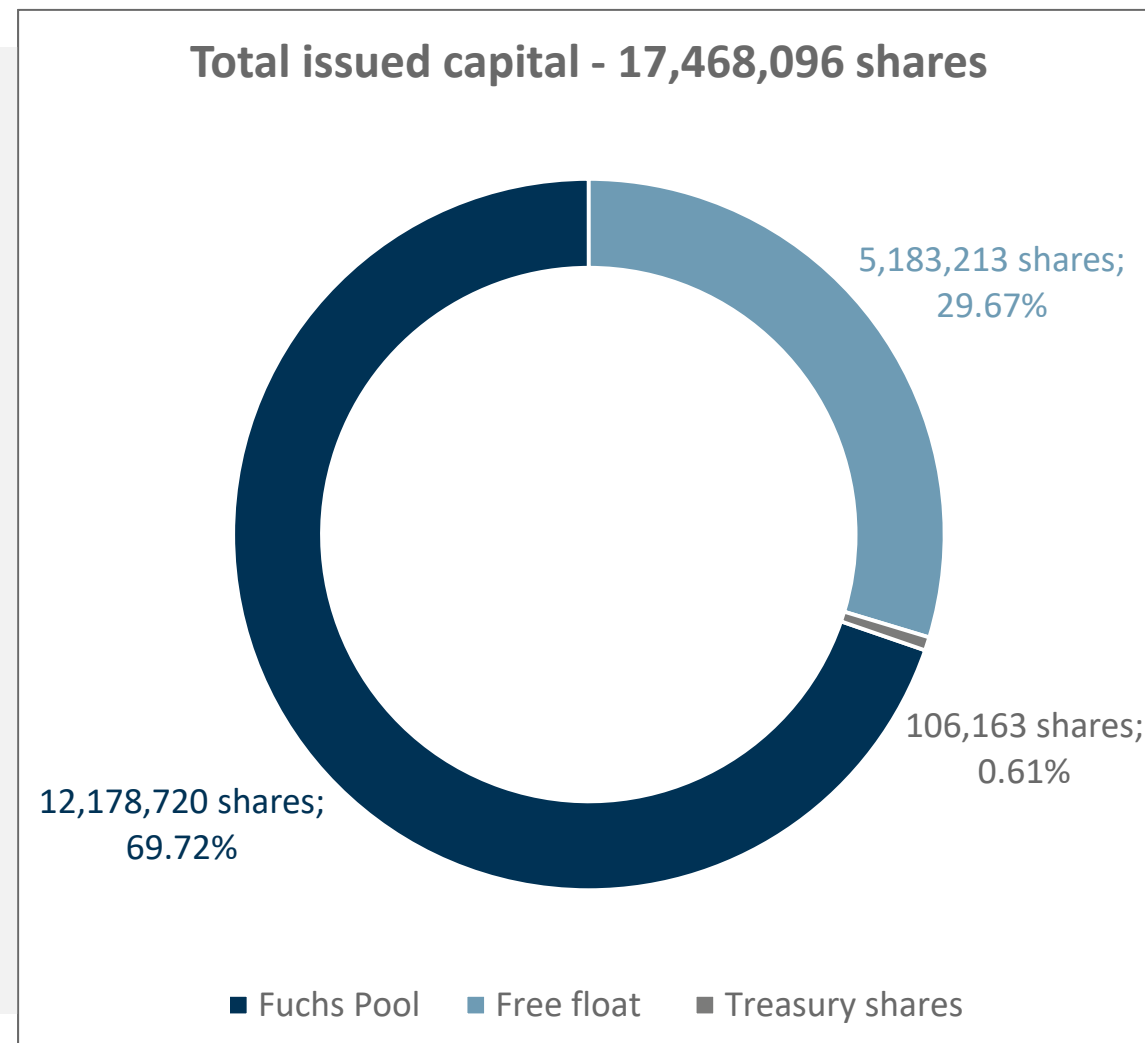
■ = consolidated

SHAREHOLDER STRUCTURE

ESTABLISHMENT OF THE FUCHS FAMILY FOUNDATION (COMPLETED AT THE BEGINNING OF Q4)

Creating a sustainably stable and secure ownership structure

- Marco and Christa Fuchs will transfer their shares in full to a newly established family foundation
- Objectives of the foundation according to the articles of incorporation:
 - Long-term retention of the entrepreneurial family assets of Marco and Christa Fuchs
 - Central benchmark for all decisions: Safeguard, maintain and continue the OH B Group
- Marco Fuchs will be in control of the foundation and therefore remain in control of the OH B Group
- A purely precautionary measure:
In the event of the death of the founding persons, the new structure offers the possibility to ensure the continuation of the company within the same ownership structure



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

Very 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

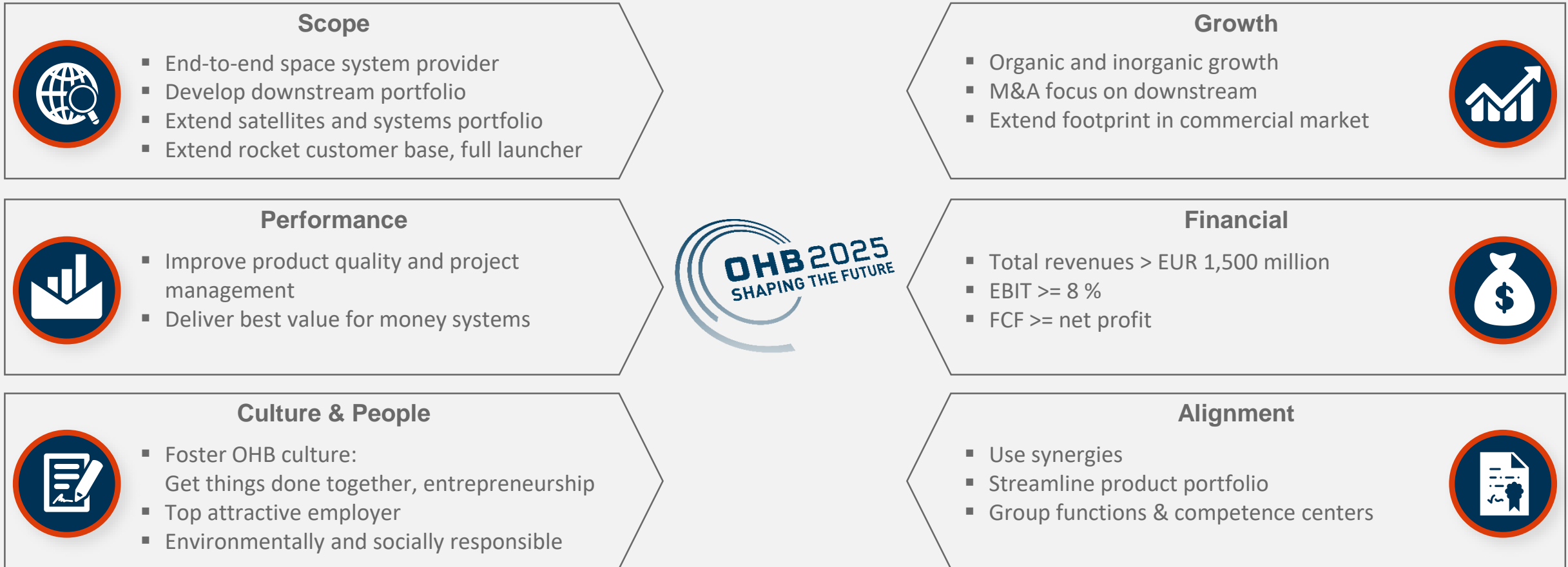


Schuldscheindarlehen
EUR 70 Mio.
Laufzeit 3, 5 und 7 Jahre

Joint Lead Manager

COMMERZBANK  LB 

STRATEGY: OHB 2025 – SHAPING THE FUTURE

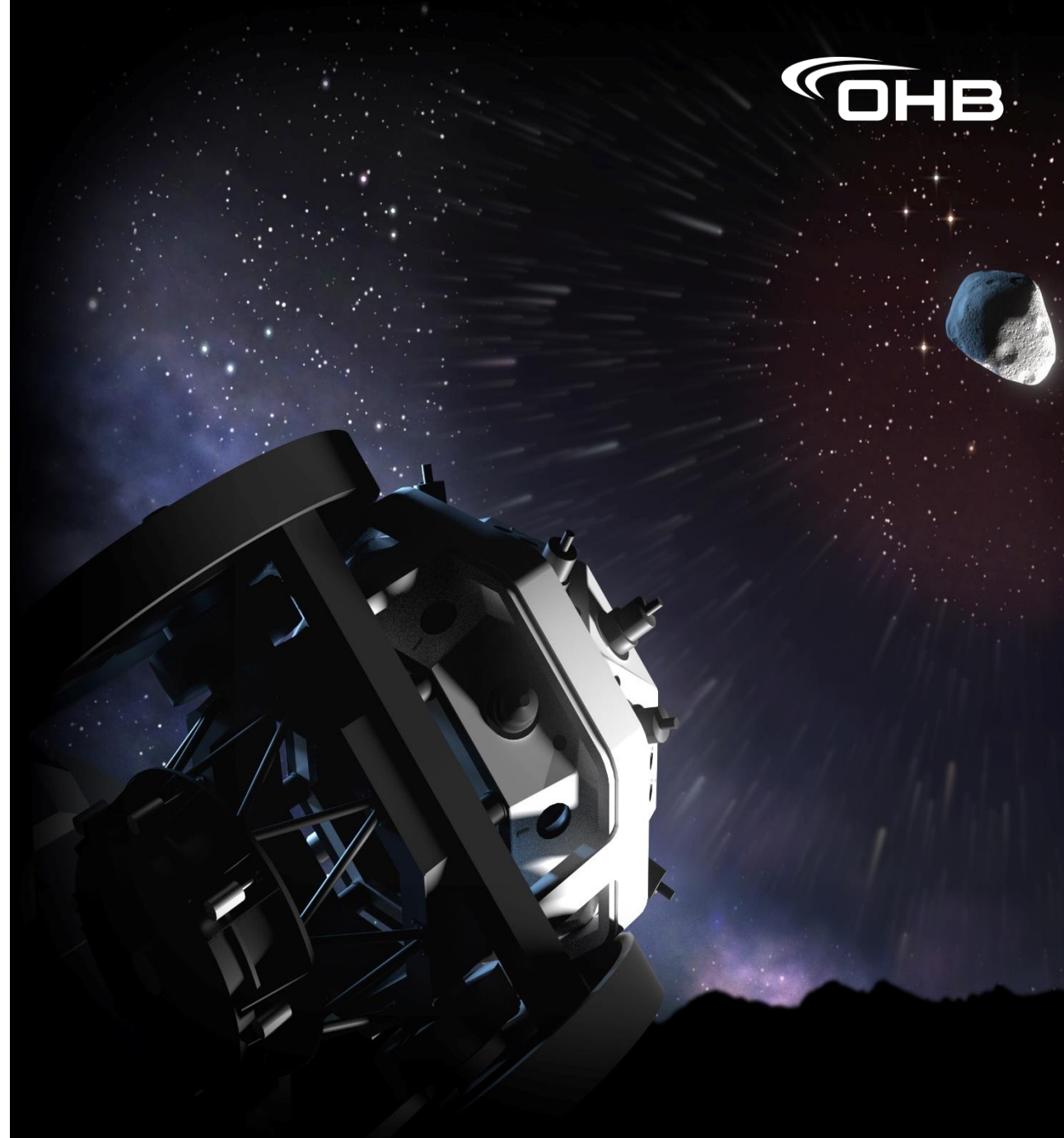


SEGMENT HIGHLIGHTS

SPACE SYSTEMS

OHB assumes leading role in the space safety domain

- OHB Italia selected to supply four additional Flyeye telescopes
 - Objective:
Automatic detection of potential threats to orbital infrastructure and the Earth
 - First telescope to be installed in Sicily in 2023
 - Contract volume: EUR 54.5 million
- Prime contractor for 2nd part of the AIDA asteroid deflection mission
 - Cooperation between NASA (DART) and ESA (Hera)
 - DART recently hit the targeted asteroid
 - Hera
 - Objective:
Close-up inspection of the impact zone
 - Critical design review recently completed
→ Project on track for launch in 2024



SEGMENT HIGHLIGHTS

SPACE SYSTEMS



OH B's small satellite portfolio attracts new customers

- OH B Sweden's InnoSat platform selected for two Earth observation satellites
 - 5th mission for the platform
 - Once again proving its versatility and commercial competitiveness
- LuxSpace wins first customer for its new Triton-X platform
 - Novel concept of a multifunctional orbital lab
 - Enabled by Triton-X's ability to accommodate all payloads onto a single satellite



SEGMENT HIGHLIGHTS

SPACE SYSTEMS

November 4: Swedish science mission MATS successfully launched on Rocket Lab launcher from New Zealand

- Objective:
Investigate waves in the atmosphere and their impact on climate
→ Closing gaps in atmospheric research

- OHB Sweden acts as prime contractor for project
 - Pre-launch activities:
Provision of the platform, integration and testing

 - Post-launch:
Responsible for satellite operations from its own mission control center

- First application of the medium sized variant of OHB Sweden's InnoSat platform



SEGMENT HIGHLIGHTS

AEROSPACE

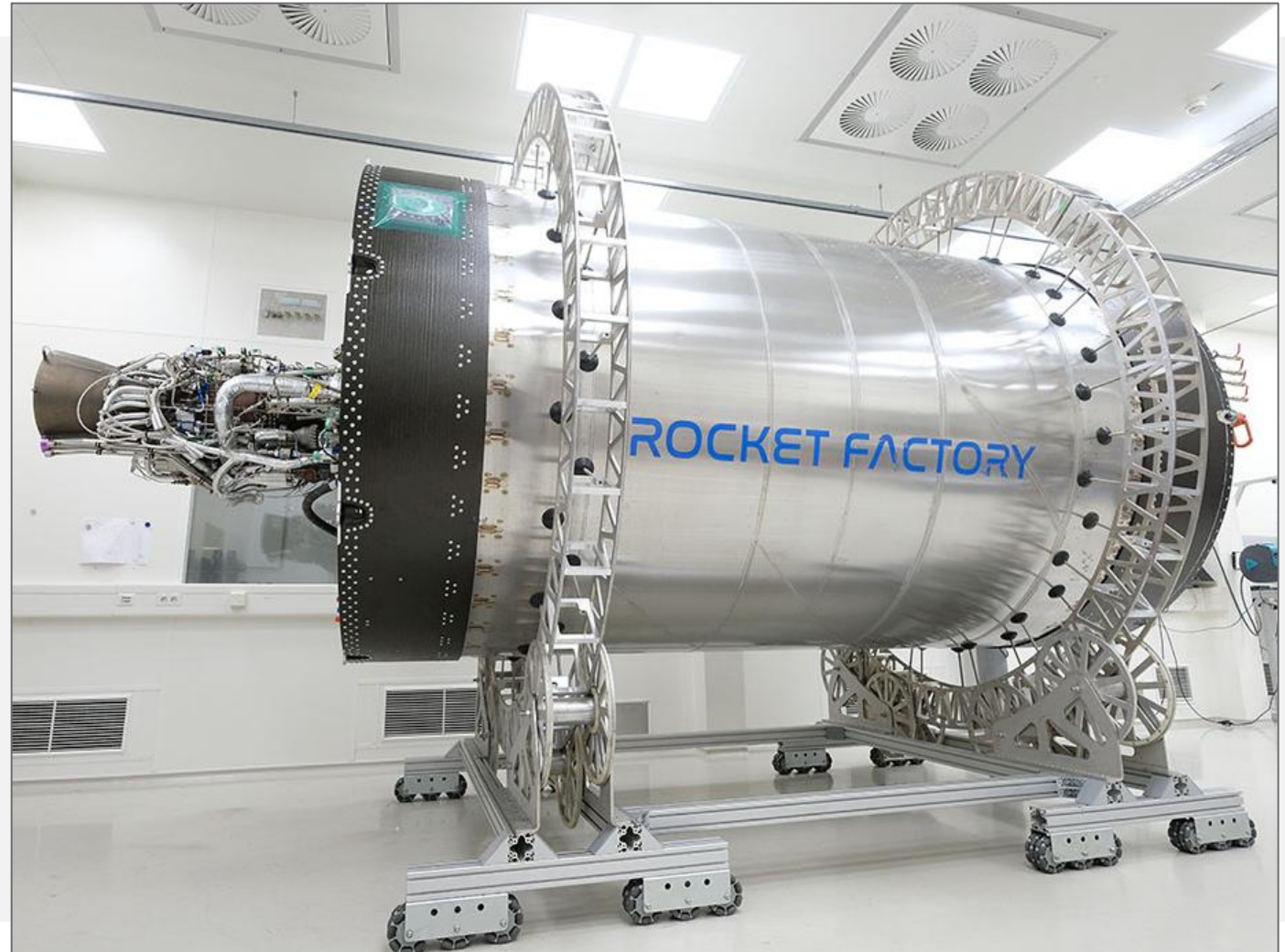


Rocket Factory Augsburg starts test campaign for integrated upper stage systems

- Objective:
Proving full functionality on individual component and overall system level
- Completion of the campaign planned for the end of 2022
- Next step:
Repeat test campaign for integrated first stage systems

Phoebus advances into the next project phase

- Objective:
Demonstrating technology readiness for a future Ariane 6 upper stage made of carbon fiber reinforced polymer (CFRP)
- MT Aerospace demonstrates unique technological expertise in the field of CFRP tanks for cryogenic applications
- Contract volume: EUR 35 million



Update on the overall Ariane 6 program – ESA media Briefing on October 19, 2022

- First flight planned for fourth quarter of 2023
 - Industrial consortium is ramping up production for regular flights
 - The first flight model of Ariane 6 will be shipped to French Guiana at the end of 2022/beginning of 2023
- Current orders are a sign that the demand for Ariane 6 launchers is growing along with the global launch market
→ Current order-book: 29 launches

Josef Aschbacher, DG of ESA:

“What is at stake here is European independent access to space. We are all fully committed to proceeding as speedily as possible to the launch pad.”



SEGMENT HIGHLIGHTS

DIGITAL



Latest telescope delivery underlines OHB's leading role in the industry

- Another successful turn-key delivery for OHB Digital Connect
- World first capability:
Fully automatic system for switching between primary and secondary operations
→ Reduces the loss of observation time for the customer

Positive developments in downstream services

- GEOSYSTEMS
 - Successful implementation of a comprehensive remote sensing solution
 - New framework contract to continuously expand the Geo-IT capabilities of the German Armed Forces
- OHB contracted to develop the basis for a data service to support vegetation analysis in cities



ESA MINISTERIAL COUNCIL

PARIS, 22-23 NOVEMBER 2022

- Will take critical decisions for fostering the European space sector and bringing the **benefits of space** and its applications to citizens in Europe and worldwide
- ESA's plans for the coming years reflect the needs of its Member States and a **new ambition to raise European space activities to a new level**
- Funding principles
 - Mandatory activities are funded by all 22 member states, calculated in accordance with each country's gross national product
 - In addition, each Member State decides in which optional program they wish to participate and the amount they wish to contribute

Josef Aschbacher, DG of ESA:

"Thus, I will present an ambitious proposal addressing various topics to Member States for an envelope of EUR 18.7 billion focusing largely on: climate & sustainability, including space debris removal, and commercialisation: EUR 2 billion in support of new growth markets."

"ESA Earth Observation proposals for the Ministerial Council are our ticket for a greener, autonomous and innovative Europe. They will grant continuity of data, science excellence and business opportunities."

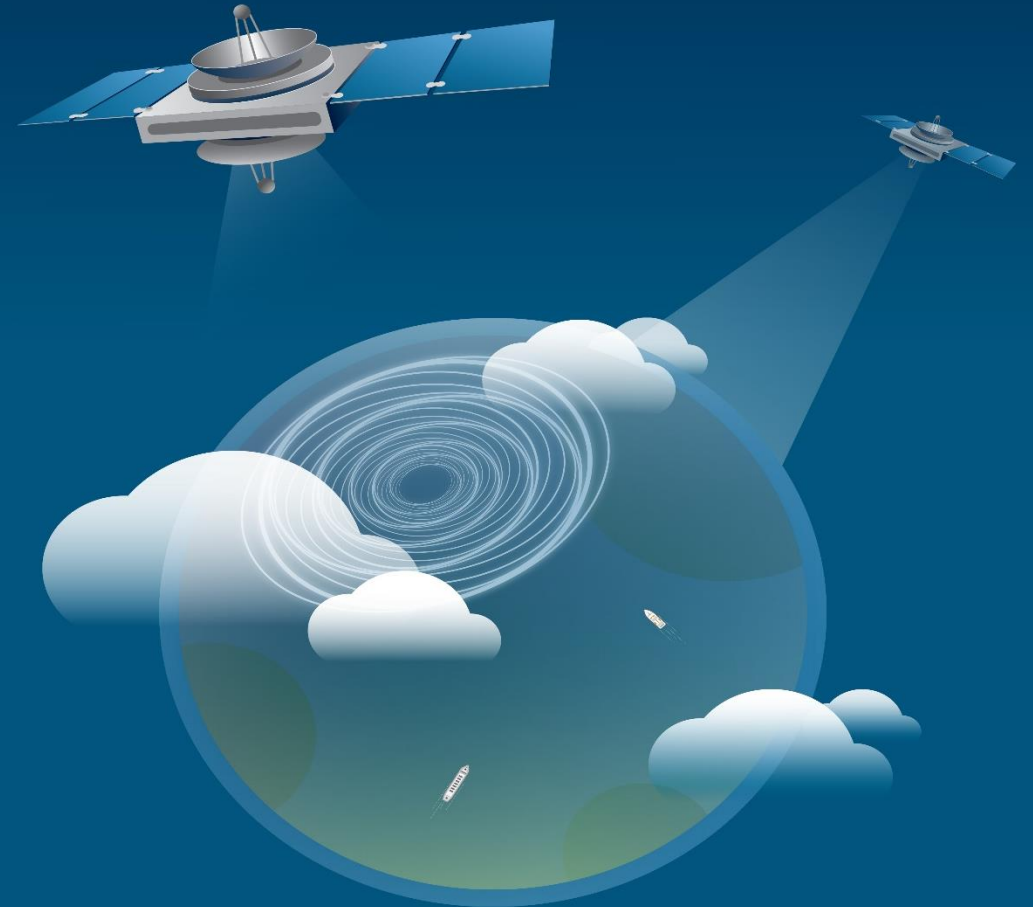
Simonetta Cheli
Director of ESA Earth Observation



BUSINESS DEVELOPMENT – KEY TOPICS (I)

ESA Ministerial Conference in November

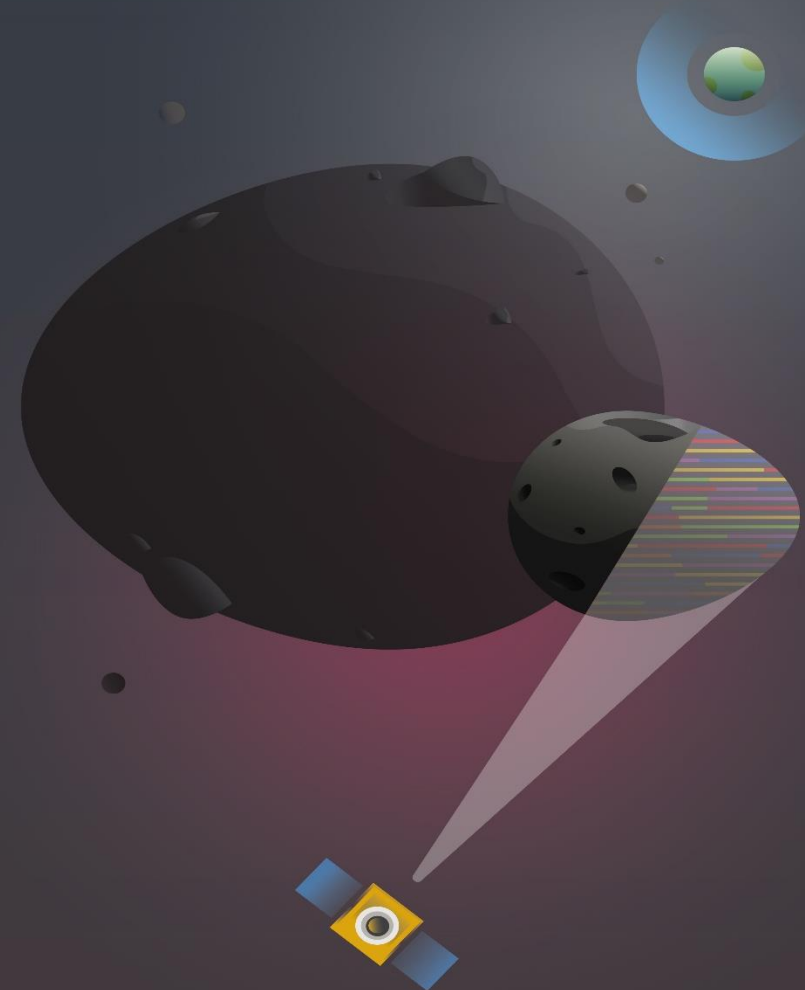
- Applications – Earth observation
 - Next generation of the Copernicus program
 - EE10 (Harmony)
- Applications – Telecommunications
 - Quantum Key Distribution (SAGA)
 - HydRON
 - European secure communication constellation
- Science & Exploration
 - Decisions on additional missions from the Cosmic Vision 2015-2025 program
 - Athena



BUSINESS DEVELOPMENT – KEY TOPICS (II)

ESA Ministerial Conference in November

- Space Safety
 - HERA
 - Vigil Magnetograph
 - Flyeye 2nd generation telescope (to be followed by a series)
 - Space debris removal
 - Advancements in in-orbit servicing
- Enabling & Support
 - Independent access to space
 - Updates on support for Ariane 6 program
 - Preparing the future of the Ariane program
 - Improvements of A6 and development of future versions
 - Space logistics
 - Independent access to the lunar surface
 - Mid-term: LSAS
 - Long-term: EL3



Special fund for the German Federal Ministry of Defence (FMoD) amounting to EUR 100 billion approved in June

- Separated from annual budget
→ Flexible usage in the upcoming years is possible
- Chancellor Scholz reassured that future annual defence expenditure shall be > 2 % of GDP

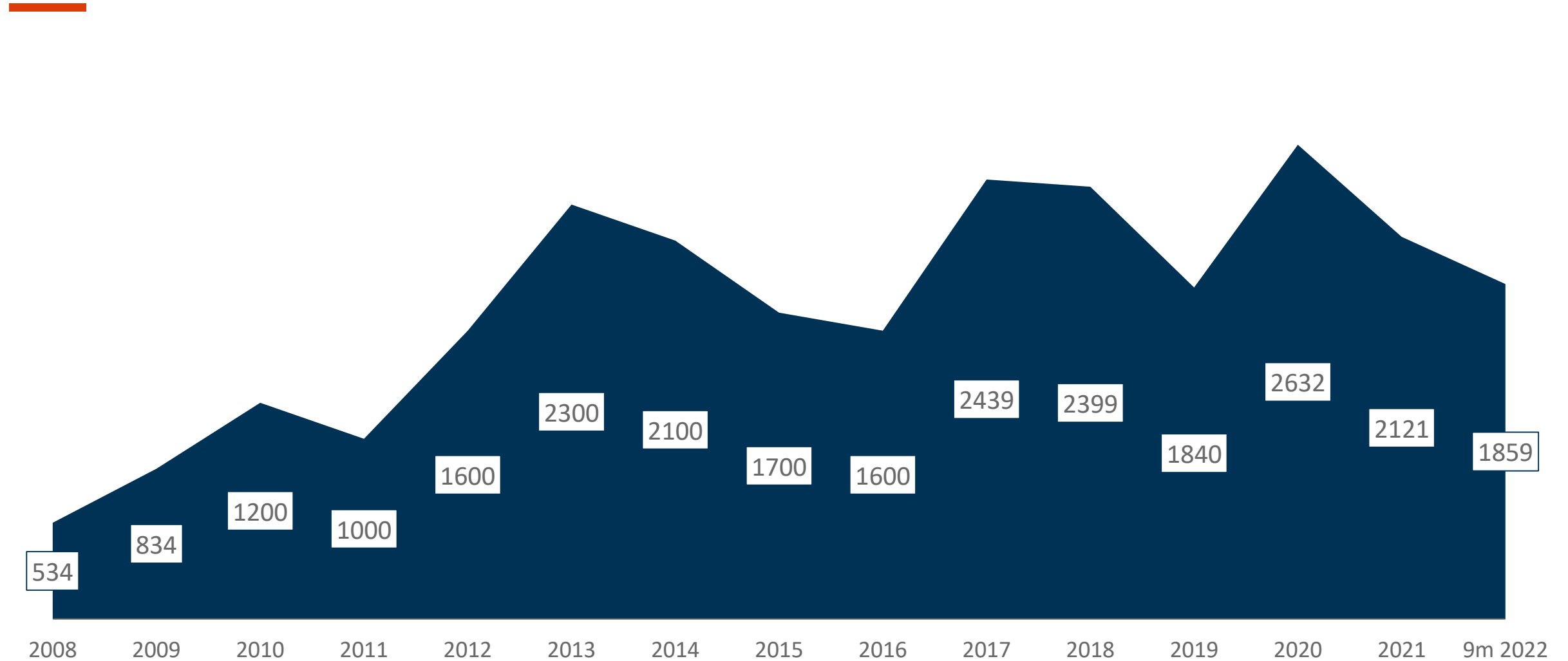
Implications for OHB

- Increased human capacity will enable/accelerate projects
- Additional order-intake in the mid- to long-term
→ Establishing redundancies and additional capacity
- Other European nations expected to follow

> 30 proposals
submitted to FMoD

DEVELOPMENT OF ORDER BACKLOG

IN EUR MILLION



THE GROUP IN BRIEF

FINANCIAL FIGURES IN EUR 000



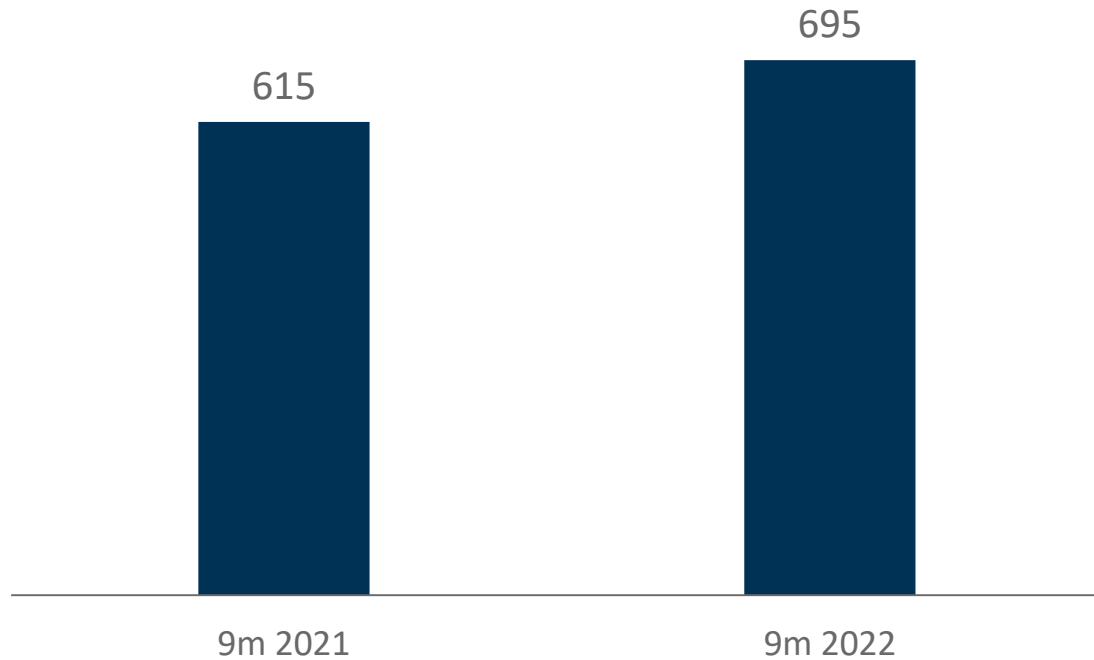
	9m 2022	9m 2021	Change in %
Order backlog (September 30)	1,859,267	2,364,207	-21
Total revenues	694,496	615,107	+13
EBITDA	68,042	59,405	+15
EBIT	41,359	32,695	+27
EBT	40,036	29,075	+38
Net profit after minorities	26,098	18,909	+38
EPS (EUR)	1.50	1.09	+38
Employees (September 30)	3,077	2,918	+5

DEVELOPMENT OF FINANCIAL KEY FIGURES FOR THE GROUP

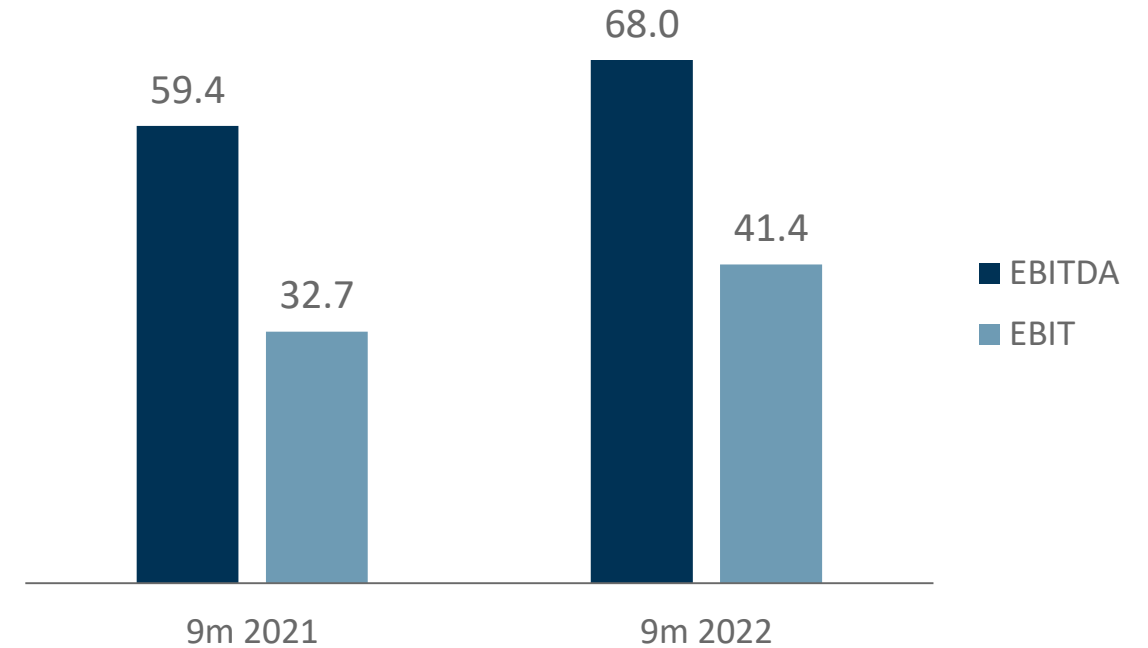
IN EUR MILLION



Total revenues



EBITDA & EBIT



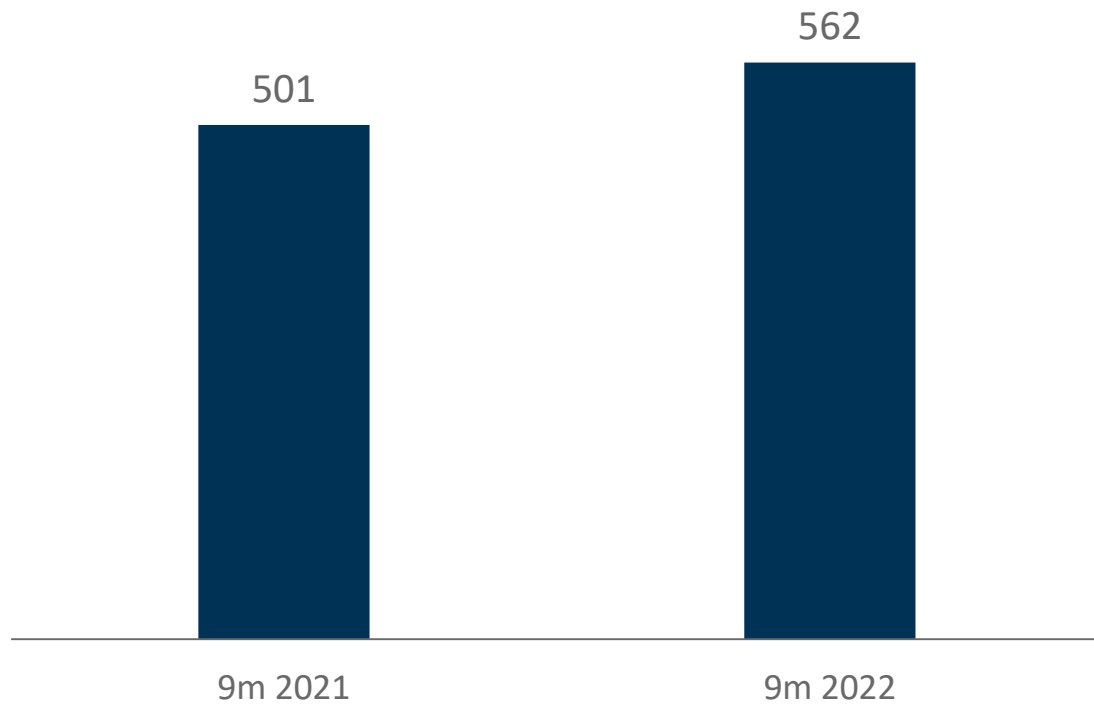
9m 2022
EBIT margin: 6.0 % (9m 2021: 5.3 %)

SPACE SYSTEMS

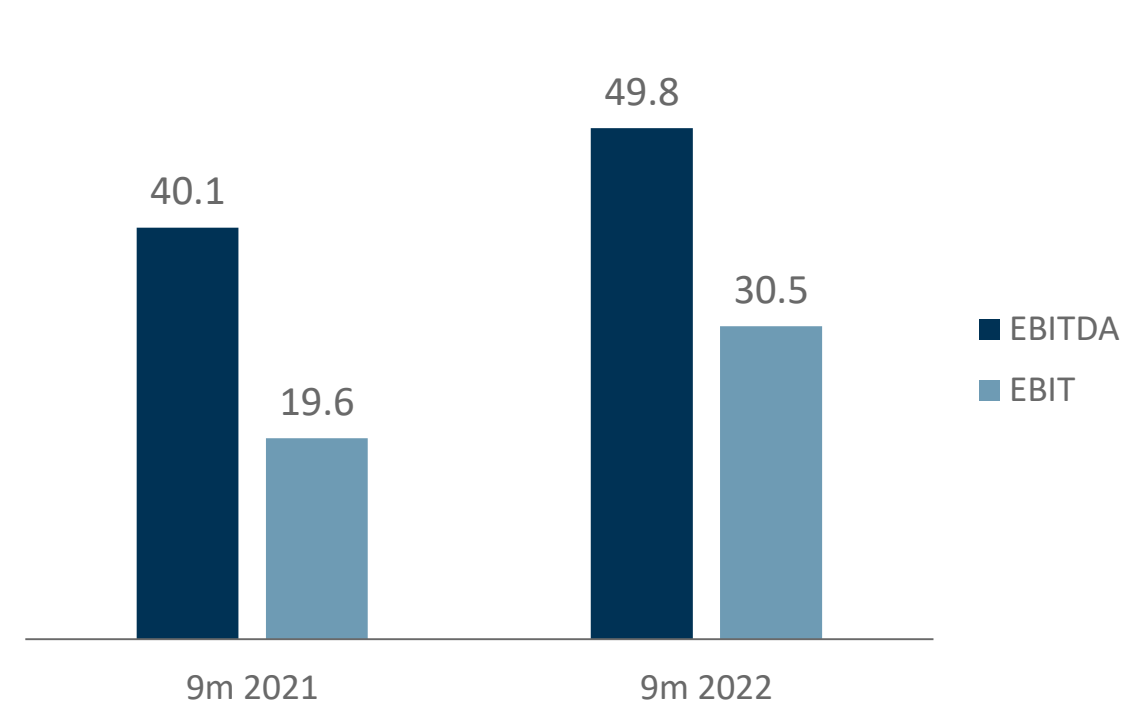
IN EUR MILLION



Total revenues



EBITDA & EBIT



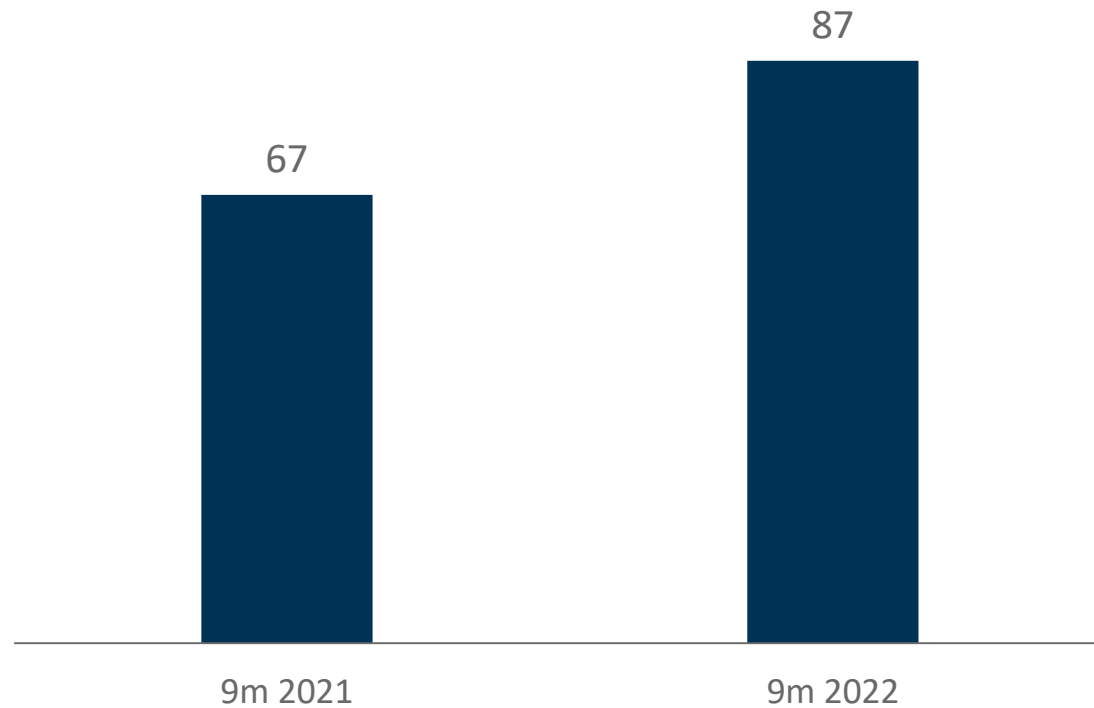
9m 2022
EBIT margin: 5.4 % (9m 2021: 3.9 %)

AEROSPACE

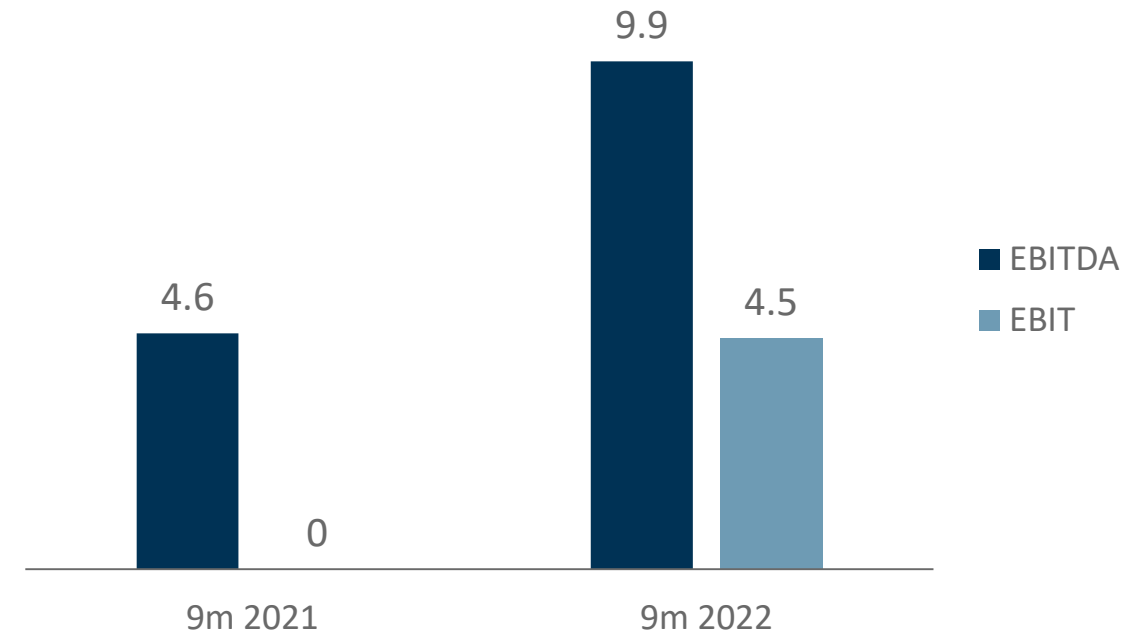
IN EUR MILLION



Total revenues



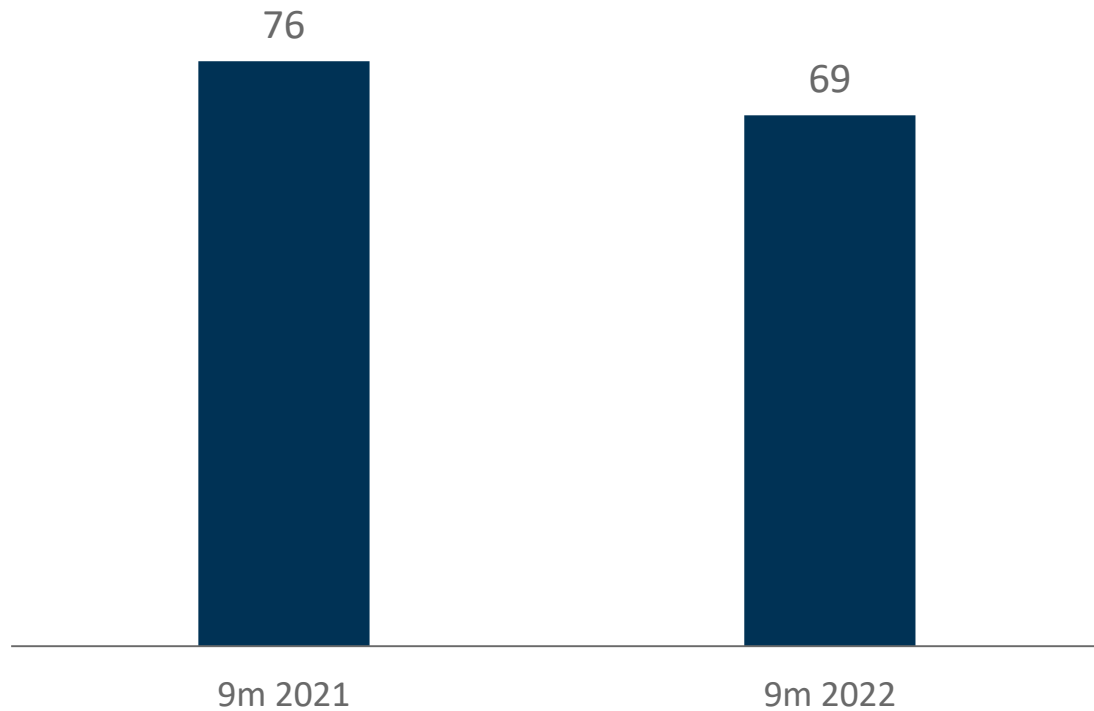
EBITDA & EBIT



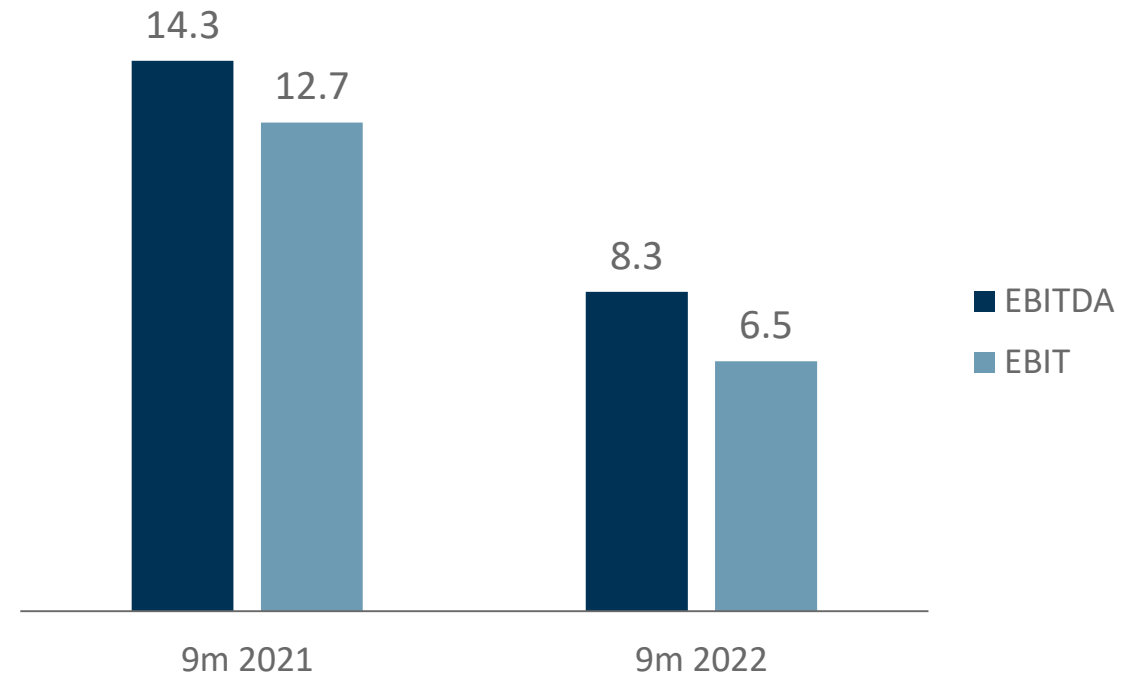
9m 2022
EBIT margin: 5.2 % (9m 2021: 0.0 %)



Total revenues



EBITDA & EBIT



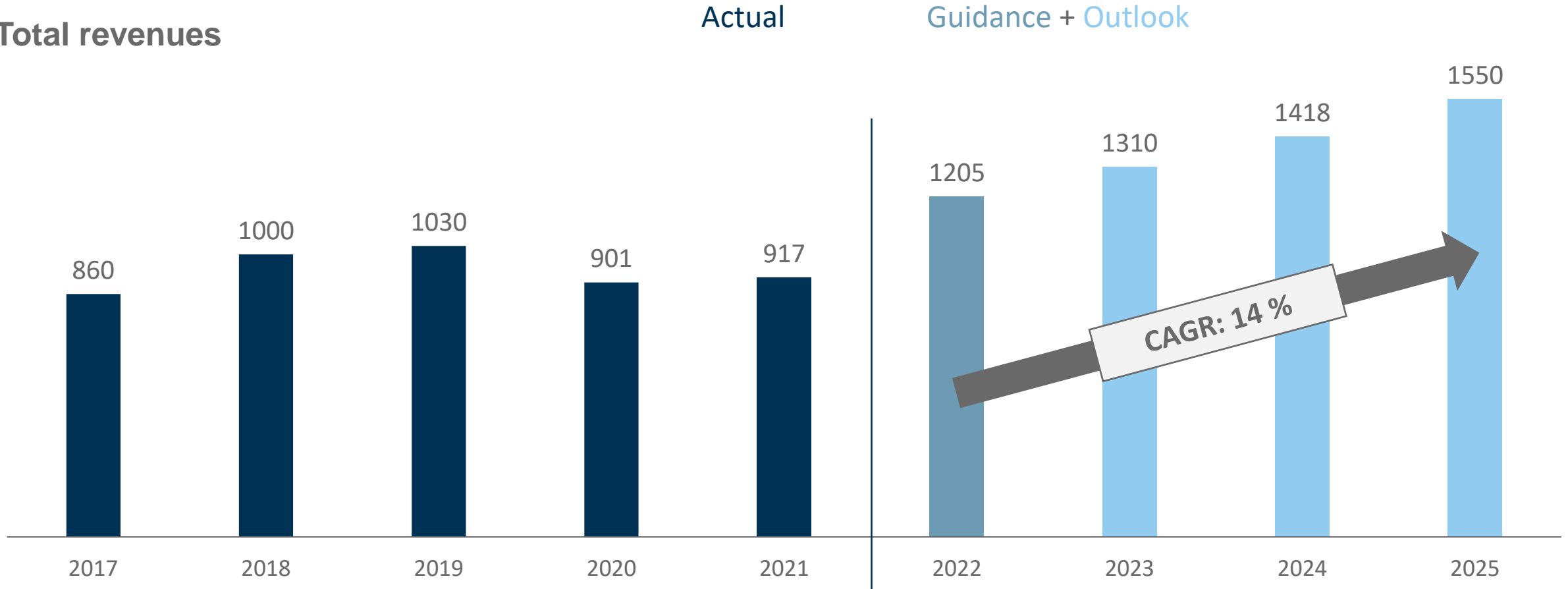
9m 2022
EBIT margin: 9.4 % (9m 2021: 16.8 %)

FINANCIAL GUIDANCE & OUTLOOK 2022-2025

IN EUR MILLION



Total revenues



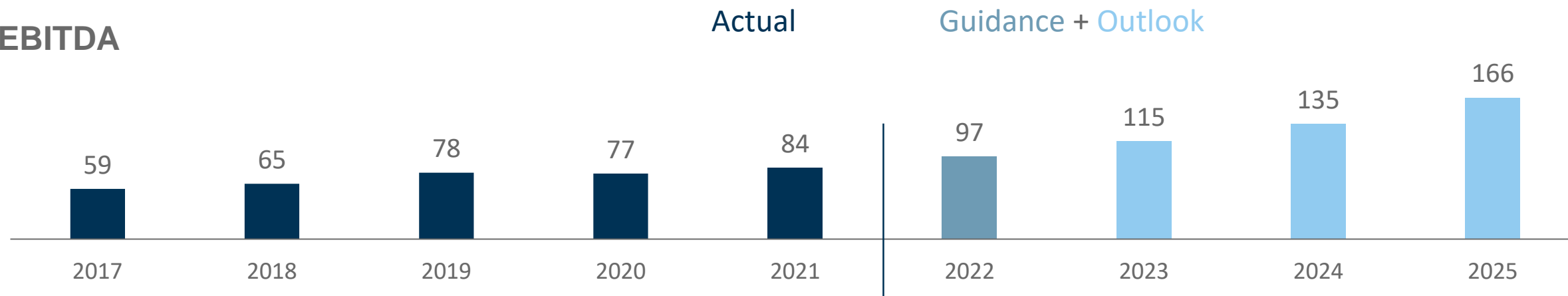
Guidance 2022 (released in January 2022): Uncertainties currently exist with regard to the achievement of the guidance for total revenues: Possible delivery delays and the development of exogenous factors are anticipated to result in falling short of the guidance for this key performance indicator for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

FINANCIAL GUIDANCE & OUTLOOK 2022-2025

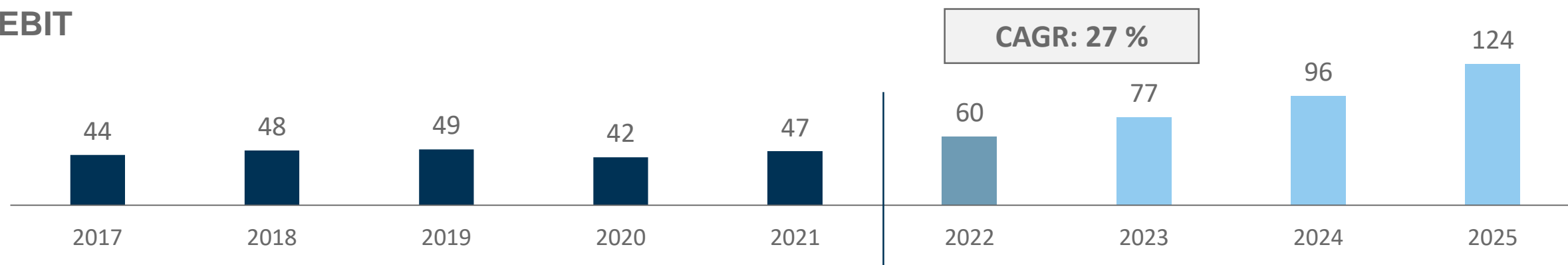


IN EUR MILLION

EBITDA



EBIT



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

ASSETS

IN EUR 000



	September 30, 2022	December 31, 2021	Change in %
Non-current assets	380,547	378,027	+1
Property, plant and equipment	106,623	104,679	+2
Rights of use from leasing agreements	45,190	52,433	-14
Other intangible assets	122,144	125,160	-2
Others	106,590	95,755	+11
Current assets	693,273	582,820	+19
Inventories	28,665	32,001	-10
Trade receivables	70,898	53,514	+32
Contract assets	522,948	382,168	+37
Cash and cash equivalents	46,310	96,618	-52
Others	24,452	18,519	+32
Total assets	1,073,820	960,847	+12

SHAREHOLDER'S EQUITY AND LIABILITIES

IN EUR 000



	September 30, 2022	December 31, 2021	Change in %
Equity	287,525	252,621	+14
Non-current liabilities and provisions	193,912	250,375	-23
Provisions for pensions	80,093	104,255	-23
Leasing liabilities	35,869	42,677	-16
Deferred tax liabilities	54,379	52,254	+4
Others	23,571	51,189	-54
Current liabilities	592,383	457,851	+29
Trade payables	119,955	85,426	+40
Contract liabilities	85,518	87,961	-3
Current financial liabilities	249,822	145,867	+71
Others	137,088	138,597	-1
Total liabilities	1,073,820	960,847	+12

FINANCIAL FIGURES

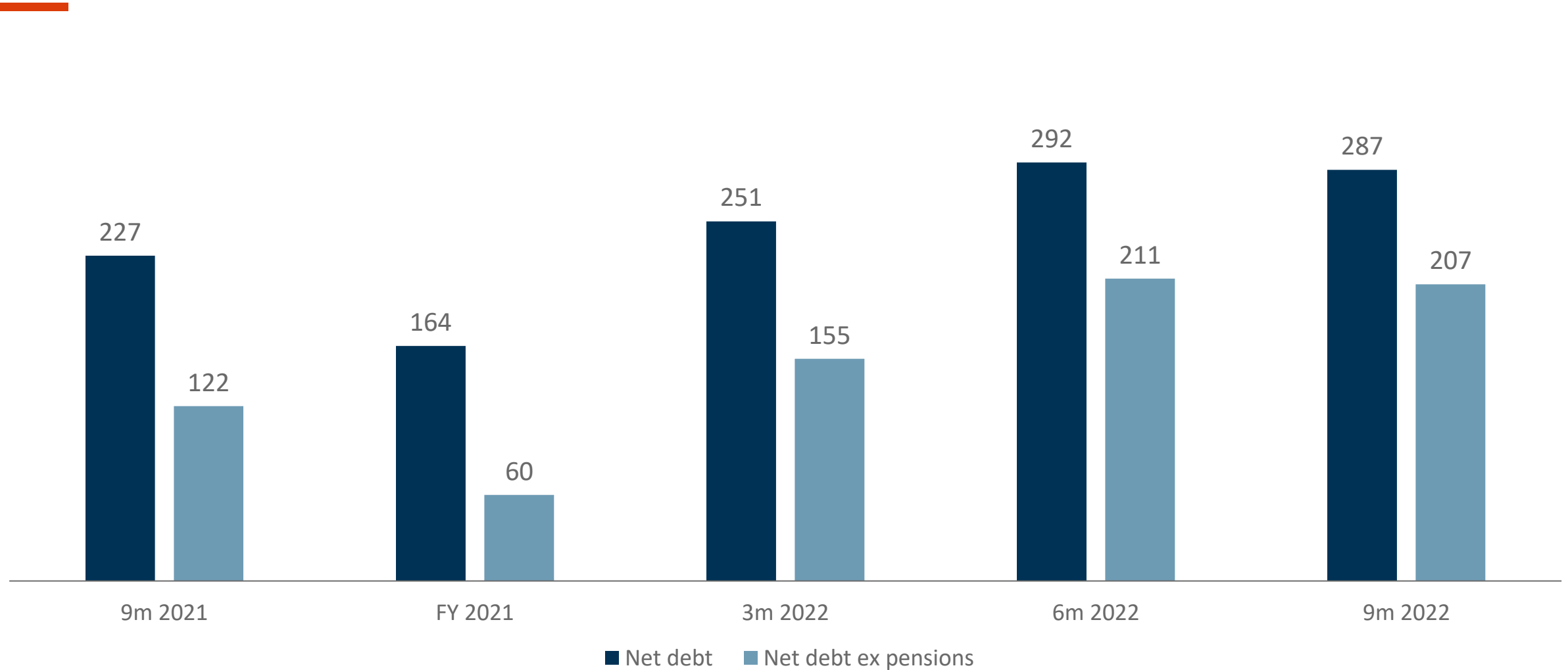
IN EUR MILLION



	9m 2022	6m 2022	3m 2022	FY 2021	9m 2021
Free cash flow	-129	-137	-89	-15	-83
Net debt	287	292	251	164	227
Net debt ex pensions	207	211	155	60	122
CAPEX (incl. financial assets)	14	11	3	23	14
Own work capitalized (additions)	6	4	2	16	6
ROCE	10 %	10 %	9 %	12 %	10 %

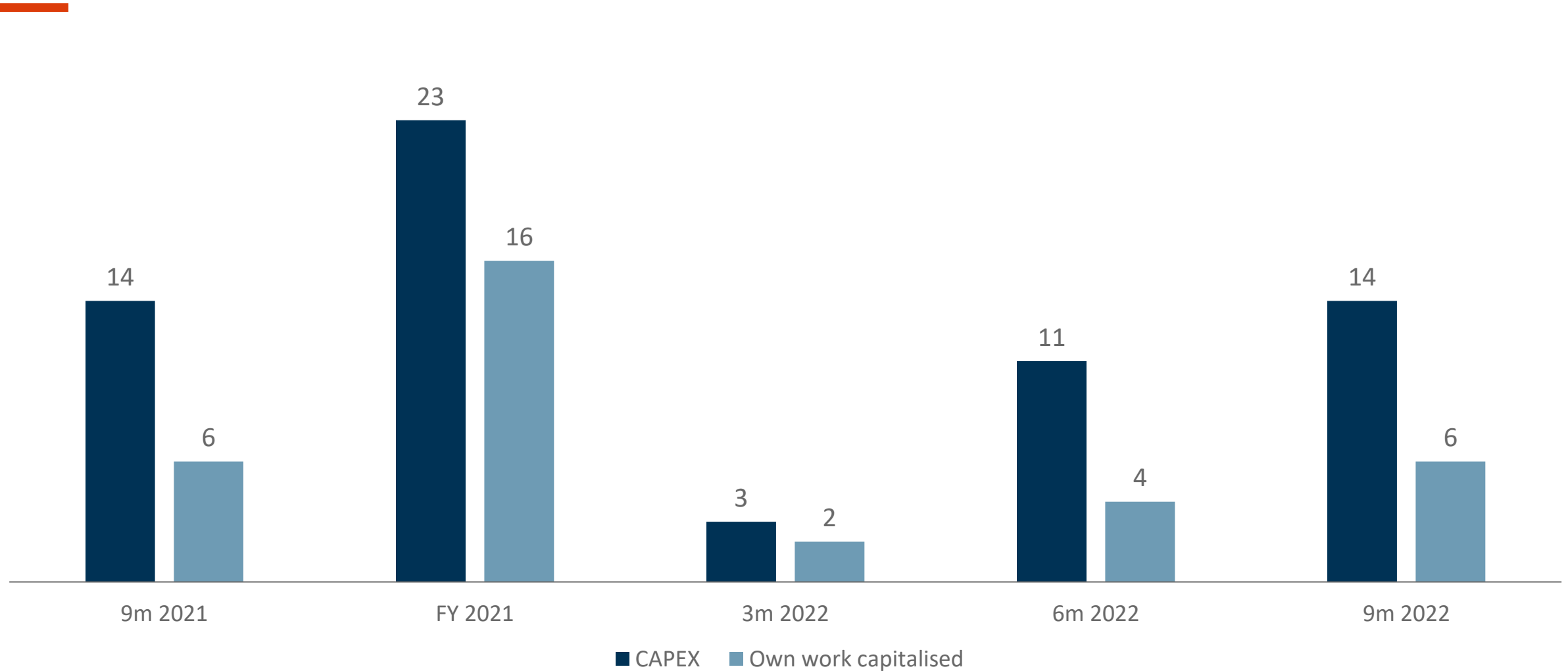
DEVELOPMENT OF NET DEBT

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

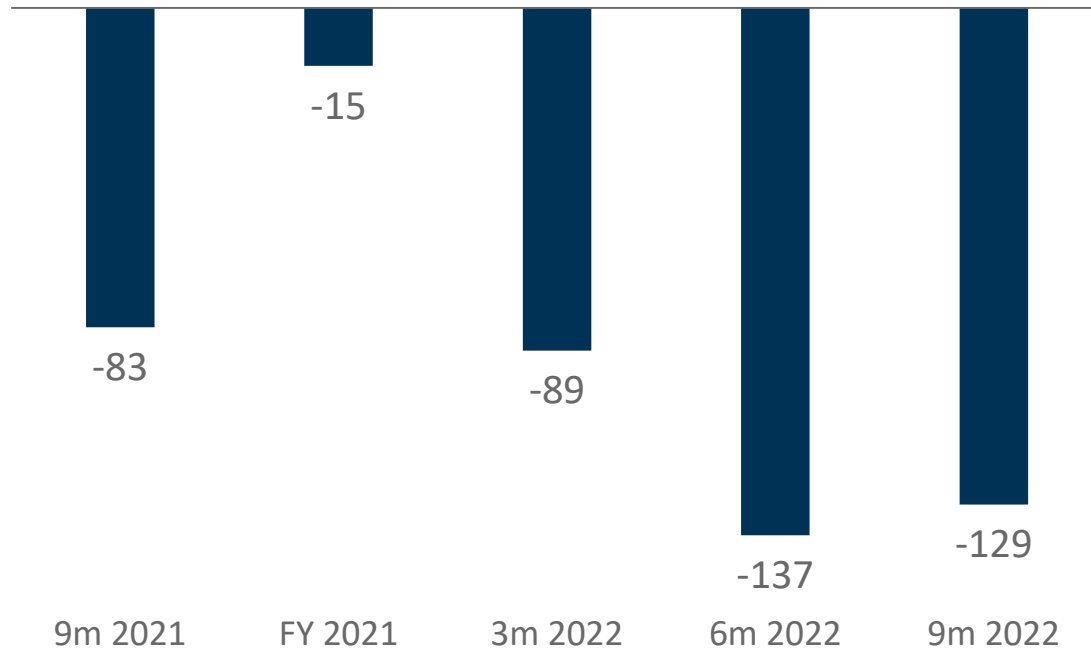


DEVELOPMENT OF FREE CASH FLOW AND ROCE

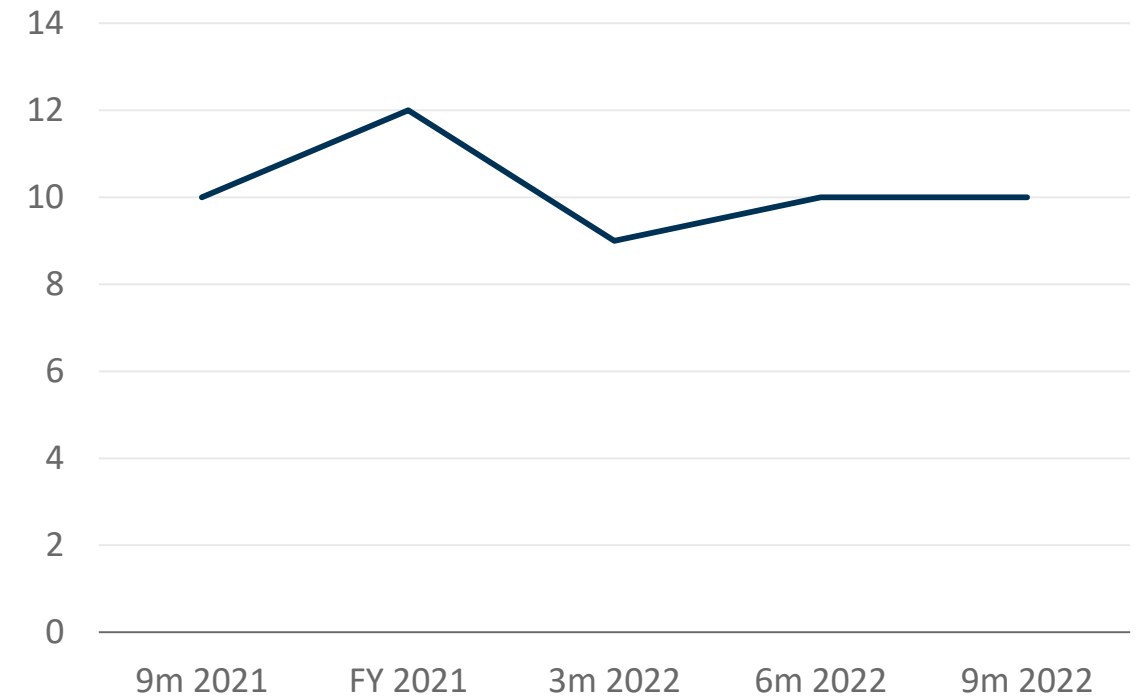
AS OF THE BALANCE SHEET DATE OF THE RESPECTIVE REPORTING PERIOD



Free cash flow in EUR million



ROCE in %



FINANCIAL CALENDAR 2022/2023



November 10, 2022	9-Month report/Analyst conference
November 22, 2022	DZ Bank Equity Conference 2022, Frankfurt am Main (FFM)
November 28-30, 2022	German Equity Forum 2022, FFM
January 9-10, 2023	ODDO BHF Forum, virtual
January 16, 2022	UniCredit & Kepler Cheuvreux German Corporate Conference, FFM
January 18, 2023	Capital Market Day, Bremen
March 15, 2023	Annual report 2022/Analyst conference
May 10, 2023	3-Month report/Analyst conference
May 25, 2023	Annual General Meeting, Bremen

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Q&A



THANK YOU!

OHV SE

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