



# Avio Interim Financials Q1 2020

*Rome, 14 May 2020*

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# Q1 2020 Highlights: stable revenues and growth in EBITDA with VV16 on the Launch Pad



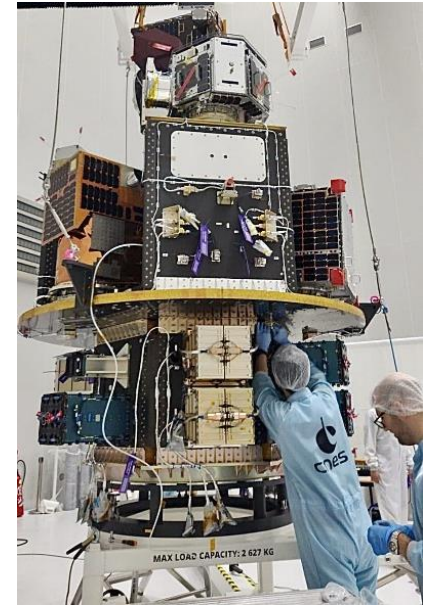
- **COVID-19 update**
  - Kourou spaceport reopened on the 11 of May 2020
  - VV16 Mission scheduled by mid June
  - Mission team on-site observing quarantine
- **Net Revenues: €80M (in line vs Q1 2019)**
  - Some slowdown in production and development activities
- **Reported EBITDA: €7.2M (up 3.9% vs Q1 2019) - Reported EBIT: €3.1M (in line with Q1 2019)**
  - Effective control of general fixed costs
  - Higher non-recurring expenses vs Q1 2019 due to the COVID-19 outbreak
- **Net Cash Position: €42.1M**
  - €15.8 M lower vs 31 December 2019 in line with the ordinary business seasonality
- **Most relevant business facts occurred in Q1 2020**
  - 2 Ariane 5 successful launches (VA251 & VA252)
  - Vega VV16 mission on the Launch Pad – Operations to resume by May 25 – Launch in mid-June
  - Development milestones and accomplishments:
    - Z23 successful firing test in February
    - M10 successful firing test campaign in February - March

# May 2020: Vega on the Launch Pad and ready to return-to-flight



New Launch date:  
mid June

## VV16 – Vega return to flight with SSMS PoC\*



- VV16 integrated, operations to resume on May 25
- First European «rideshare mission» for small satellites (booming demand)
- More than 50 satellites from the US and the EU including Planet, Spire, GHGSat, Tyvak, ISIS
- Innovative mission delivering on 2 different SunSynchronous orbital planes

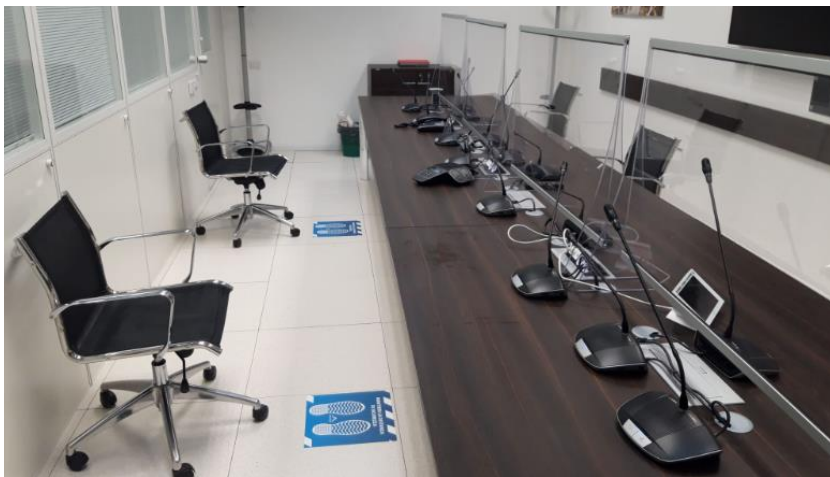
# End of the COVID-19 lockdown: adaptation to new normal



11 May -Avio VV16 team departing to Kourou on Alitalia charter flight from Rome FCO



Individual protection equipment



Adapted meeting rooms



Modified layout to access facilities



Hand sanitizer dispensers

# Two Ariane 5 launches and two tests Q1 2020



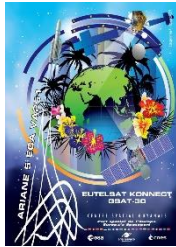
## Flight & Production activity



16 January

VA251

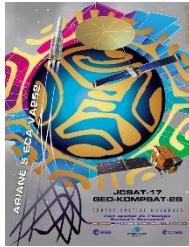
106th consecutive  
successful flight



18 February

VA252

107th consecutive  
successful flight



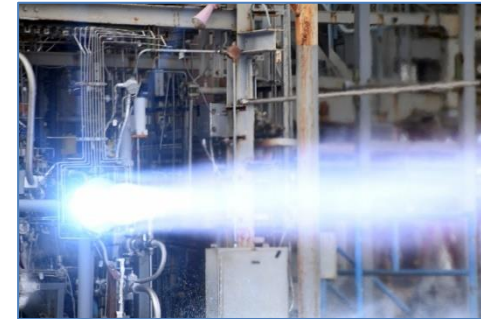
## 2020 flight schedule – upcoming flights :

- Vega VV16 carrying SSMS in June
- Ariane 5 VA253 in July

## Development & other activities

- Development milestones and accomplishments:

- Vega E M10 successful firing test in January-February in USA NASA facilities



- Vega Z23 successful firing test in February



# Q1 2020 financials in line with Q1 2019



Q1 2019 ACTUAL	MAIN ECONOMICS/ FINANCIALS	Q1 2020 ACTUAL	DELTA	DELTA	Comments
€ - M		€ - M	€ - M	%	
82,6	NET REVENUES	80,0	(2,6)	-3%	<ul style="list-style-type: none"> <li>• Slight slowdown in production and development activities</li> <li>• EBITDA benefitting from effective fixed costs control</li> <li>• Increase of non recurring costs related to the COVID-19 outbreak (e.g. protection equipment and donations)</li> <li>• Increase in depreciation related to previous years' capex</li> </ul>
7,0	EBITDA REPORTED	7,2	0,2	4%	
8,4%	% on net revenues	9,0%			
7,0	EBITDA ADJUSTED	7,8	0,8	11%	
8,5%	% on net revenues	9,8%			
3,1	EBIT REPORTED	3,1	0,0	0%	
3,8%	% on net revenues	3,9%			
3,2	EBIT ADJUSTED	3,8	0,6	18%	
3,9%	% on net revenues	4,7%			
<b>31 DEC 2019 ACTUAL</b>		<b>31 MAR 2020 ACTUAL</b>	<b>DELTA</b>	<b>DELTA</b>	
€ - M		€ - M	€ - M	%	
57,9	NET CASH POSITION	42,1	(15,8)	-27%	• In line with ordinary business cycle

# Next steps – Busy 2020 and incoming contracts



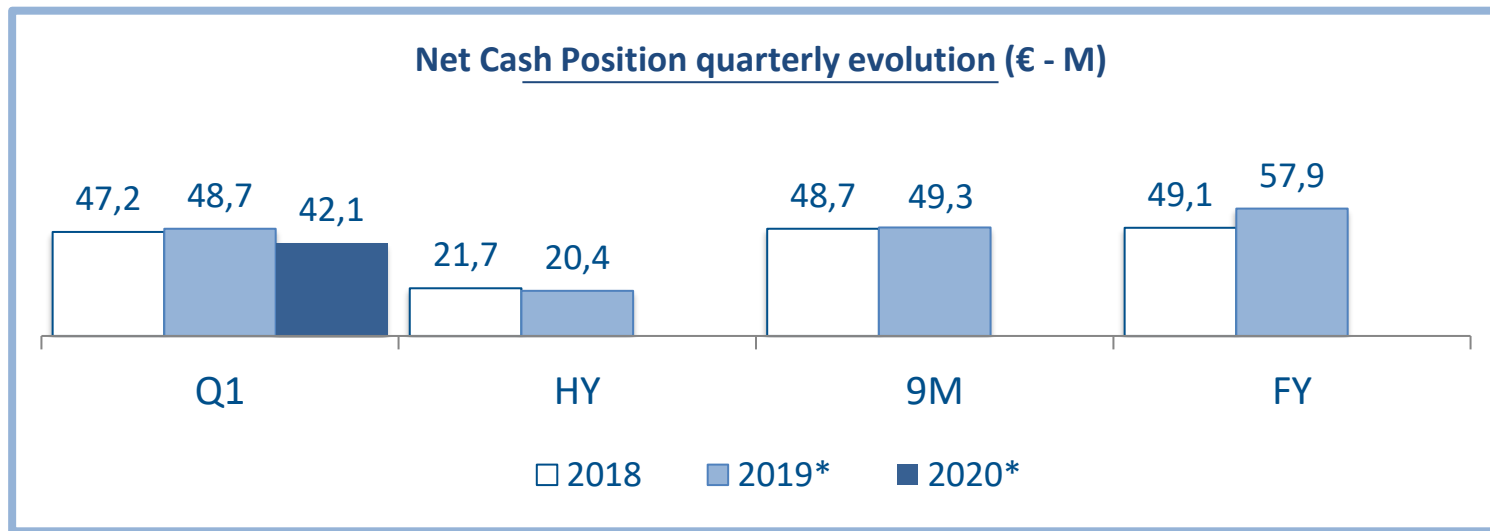
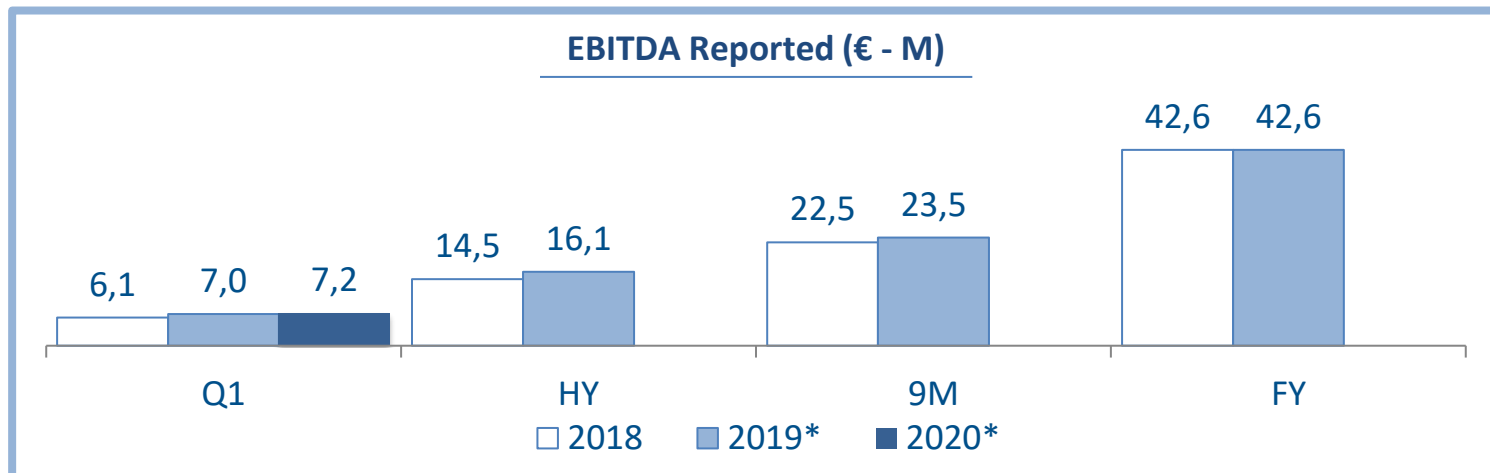
- **Upcoming flight activity**
  - VV16 SSMS – mid-June
  - VV17 – August
  - VV18 – by year-end
  - Vega C - launch campaign to start by year-end
  - Ariane 5 VA253 – end of July
- **Backlog**
  - Contractualization of the ESA '19 MC developments in progress
  - Tactical production contracts expected to be signed in the next few weeks
- **Development**
  - Vega C ground qualification review – 3<sup>rd</sup> quarter
  - P120 QM2 test (third and last static firing test for Ariane 6) – by year-end
- **2020 Financial results**
  - September 14<sup>th</sup>: HY 2020 – possible definition of the 2020 Guidance
  - November 5<sup>th</sup>: 9M 2020 results



# Appendix



# Quarterly pattern of Reported EBITDA and Net Cash Position



\* Include effects of IFRS 16



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