

Avio 9M 2022 Results

NOVEMBER 7TH, 2022



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Agenda

- Highlights (Giulio Ranzo, CEO)
- 9M 2022 Financials (Alessandro Agosti, CFO)

Vega C flight reinforces long term business outlook, near term challenges

- Vega C post-Maiden Flight analysis shows high orbital injection accuracy
- Next Vega C flight (VV22) now on the pad for a launch by the end of November
- ESA 2022 MC expected to provide significant additional order intake for the next 3 years
- PNRR projects at completion under negotiation/finalization
- Energy costs still volatile, but situation improved with respect to 2Q 2022
- 9M 2022 results reflect ordinary business cycle
- FY 2022 Guidance confirmed (as defined at 1H reporting)

2022 launch activities targeting 2 launches by Vega and 3 by Ariane



2022

Measat 3D

measat
Gsat 24



eutelsat
Eutelsat
Connect



Galaxy 35
Galaxy 36

MAXAR
INTELSAT



VA257
June

VA258
September

VA259
December

Ariane 5

Maiden Flight
preparation activities

Lares 2

OHB
ITALIA
We Create Space.

ASI
Agenzia Spaziale Italiana



esa

2 Pléiades
Neo

AIRBUS
DEFENCE & SPACE



VC01
July

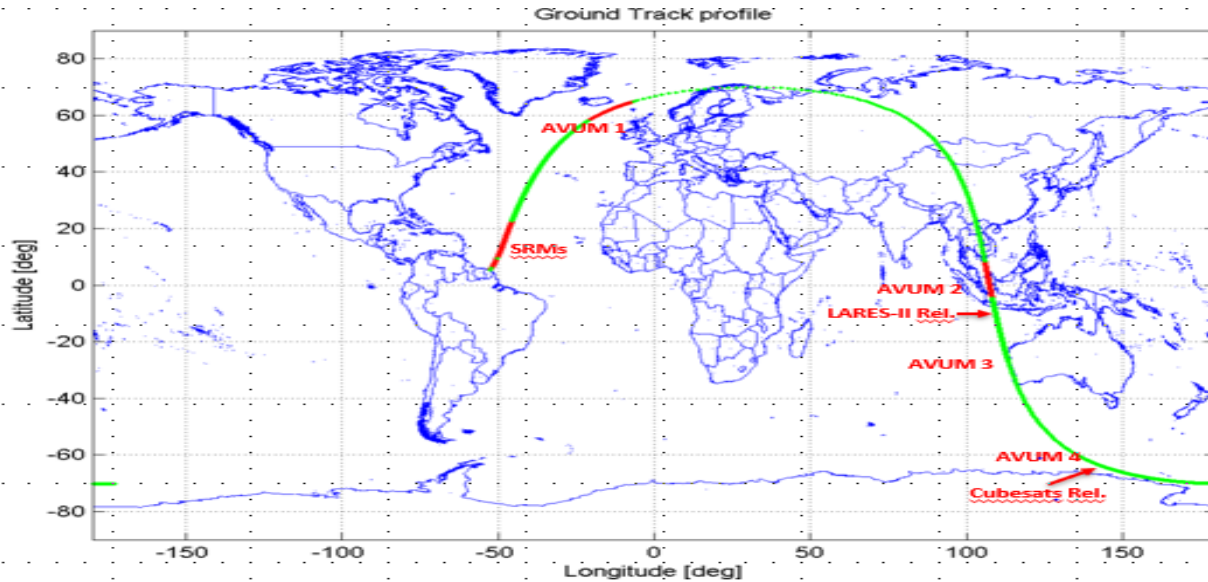
VC02
November

Vega C

Maiden Flight results demonstrate high orbital injection accuracy



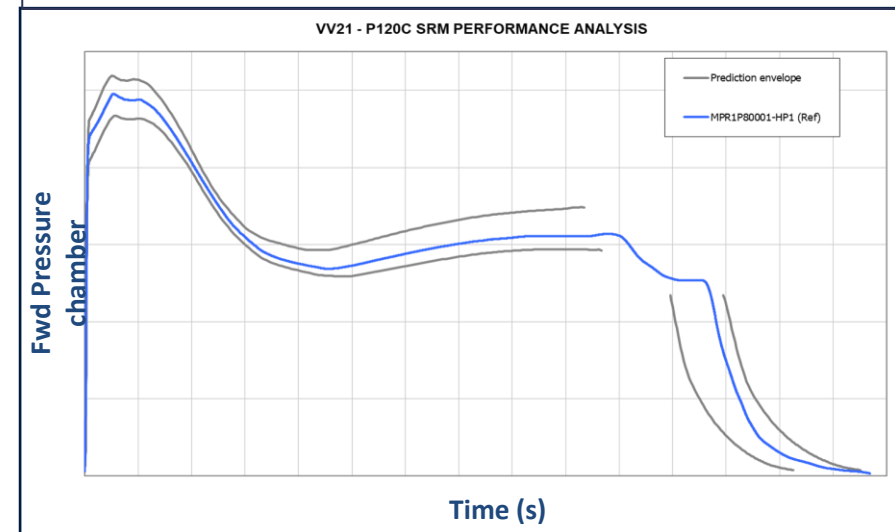
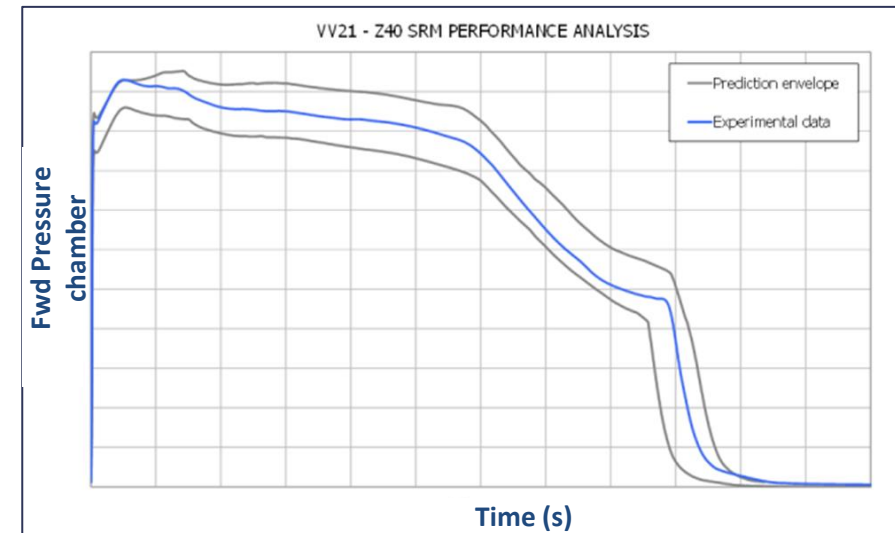
Mission profile and results



| | Flight data | Prediction | Delta | Target range* |
|--------------------------|-------------|------------|-----------------|---------------|
| a – Semi-major axis [km] | 12270,659 | 12270 | 0.659 | ± 15 km |
| e – Eccentricity [-] | 4.80e-05 | 0 | 4.80e-05 | ± 0.0012 |
| i – Inclination [deg] | 70.16 | 70.16 | 0.00 | ± 0.15 |

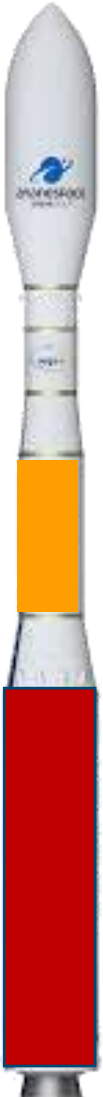
* As per Vega C Users Manual

P120 and Z40 nominal perfo curves



Z40

P120



Getting ready to the next Vega C flight by the end of November



Ongoing Vega C integration in Kourou



Integration of Plèiades Neo sats

Ariane 6 Maiden Flight scheduled for 2023



Ongoing A6 combined tests in Kourou



Hot firing test of the A6 upper stage in Lampoldshausen, Germany

Main next milestones before Maiden Flight:

- Successful completion of Vinci test in Germany
- Successful Vulcain test and combined tests in French Guiana
- System Design review before launch

Strong backlog for both Vega and Ariane



Current Backlog:

- 7 Vega C missions
- 2 Vega missions
- Further opportunities in pipeline/negotiation

Vega C Customers' profile:

- 40% commercial
- 60% institutional

10% increased performance by 2025 thanks to new P160 booster

Current Backlog:

- 29 Ariane6 missions (of which 18 with Amazon for Kuiper constellation)
- 3 Ariane 5 missions

Ariane 6 Customers' profile:

- 75% commercial
- 25% institutional

20% increased performance by 2025 thanks to new P160 booster



Significant additional opportunities in the pipeline

Approaching the 2022 ESA Ministerial Council



- Key topics and expectations for ESA 2022 MC:
 - Vega E funding at completion: launch expected by 2026
 - Vega C adaptations:
 - Launch rate capacity/flexibility increase
 - Supply risk mitigation measures
 - Space Rider completion/evolution
 - P120C+ (P160) for Vega C and Ariane 6 performance improvement
 - Support for production ramp-ups and new products transition
 - Potential further support for technology demonstrators

Agenda

- Highlights (Giulio Ranzo, CEO)

- **9M 2022 Financials (Alessandro Agosti, CFO)**

9M 2022 results

| | 9M 2021 | MAIN ECONOMICS/ FINANCIALS | 9M 2022 | DELTA | DELTA |
|------------|---------------|--------------------------------------|---------------|--------|-------|
| | € - M | | € - M | € - M | % |
| | 877(*) | NET ORDER BACKLOG | 870.2 | (6.8) | -1% |
| | 197.8 | NET REVENUES | 219.9 | 22.1 | +11% |
| N/R 3.8 | 8.0 4.0% | EBITDA REPORTED % on net revenues | 6.5 3.0% | (1.5) | -19% |
| | 11.8 6.0% | EBITDA ADJUSTED % on net revenues | 10.0 4.5% | (1.8) | -15% |
| | (7.6) N.m. | EBIT REPORTED % on net revenues | (7.7) N.m. | (0.1) | N.m. |
| | (3.8) N.m. | EBIT ADJUSTED % on net revenues | (4.2) N.m. | (0.4) | N.m. |
| | 31 DEC 2021 | | 30 SEP 2022 | DELTA | DELTA |
| | € - M | | € - M | € - M | % |
| | 57.2 | NET CASH POSITION | 21 | (36.2) | -63% |

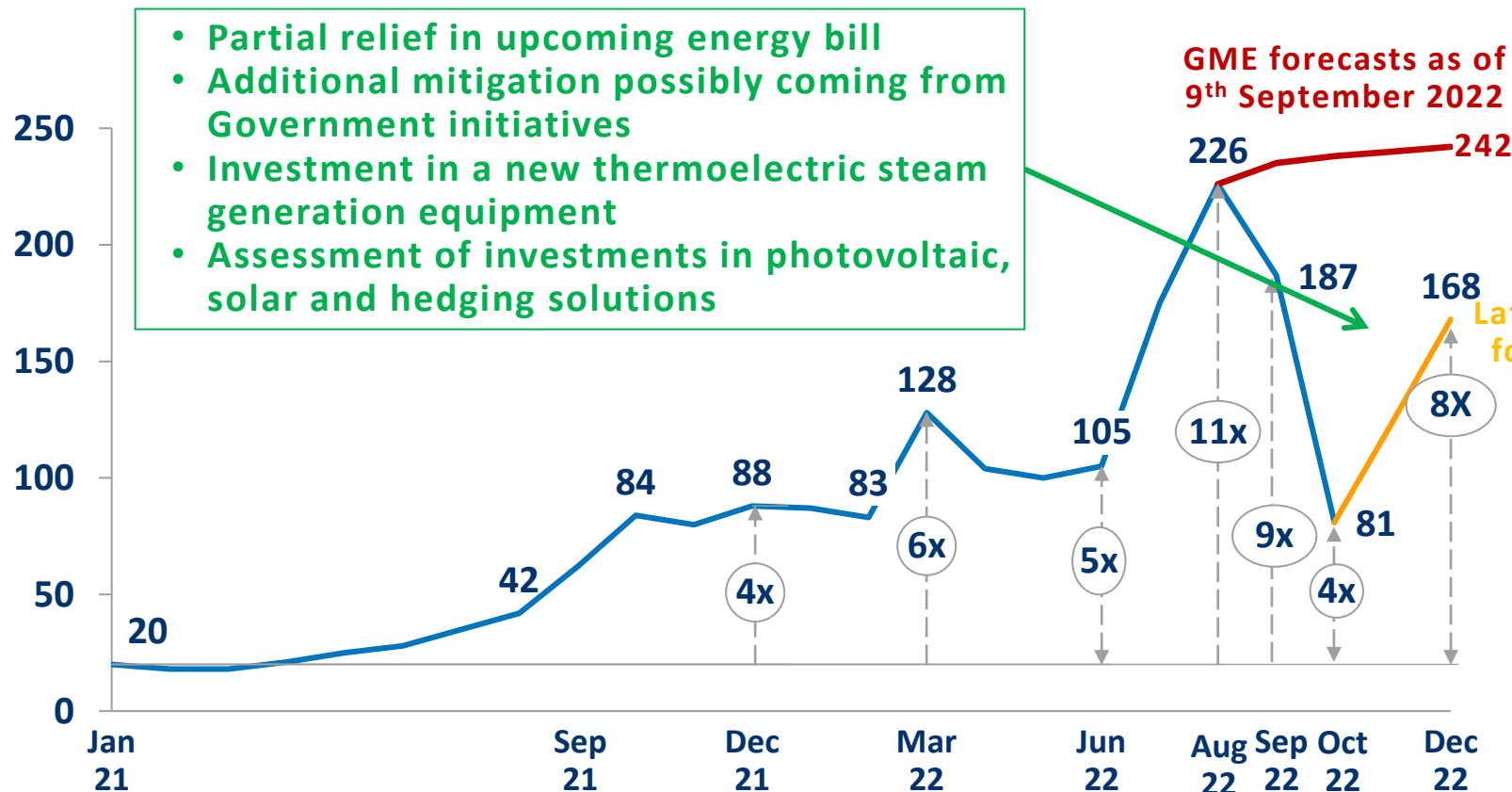
Net backlog, in line with December 2021, does not yet include expected PNRR and ESA MC 2022 Revenues higher than 9M 2021 thanks to Vega C and Vega E development activities
EBITDA impacted by increase in energy costs
Non recurring costs mainly due to Vega C MF

Lower amortization for certain Vega investments whose benefits will also extend to Vega C

Typical seasonality trend (14.7M on 30 Sep 2021)

Gas prices volatility continues with lower than expected price levels

Italian average monthly gas purchase prices (€/MWh)

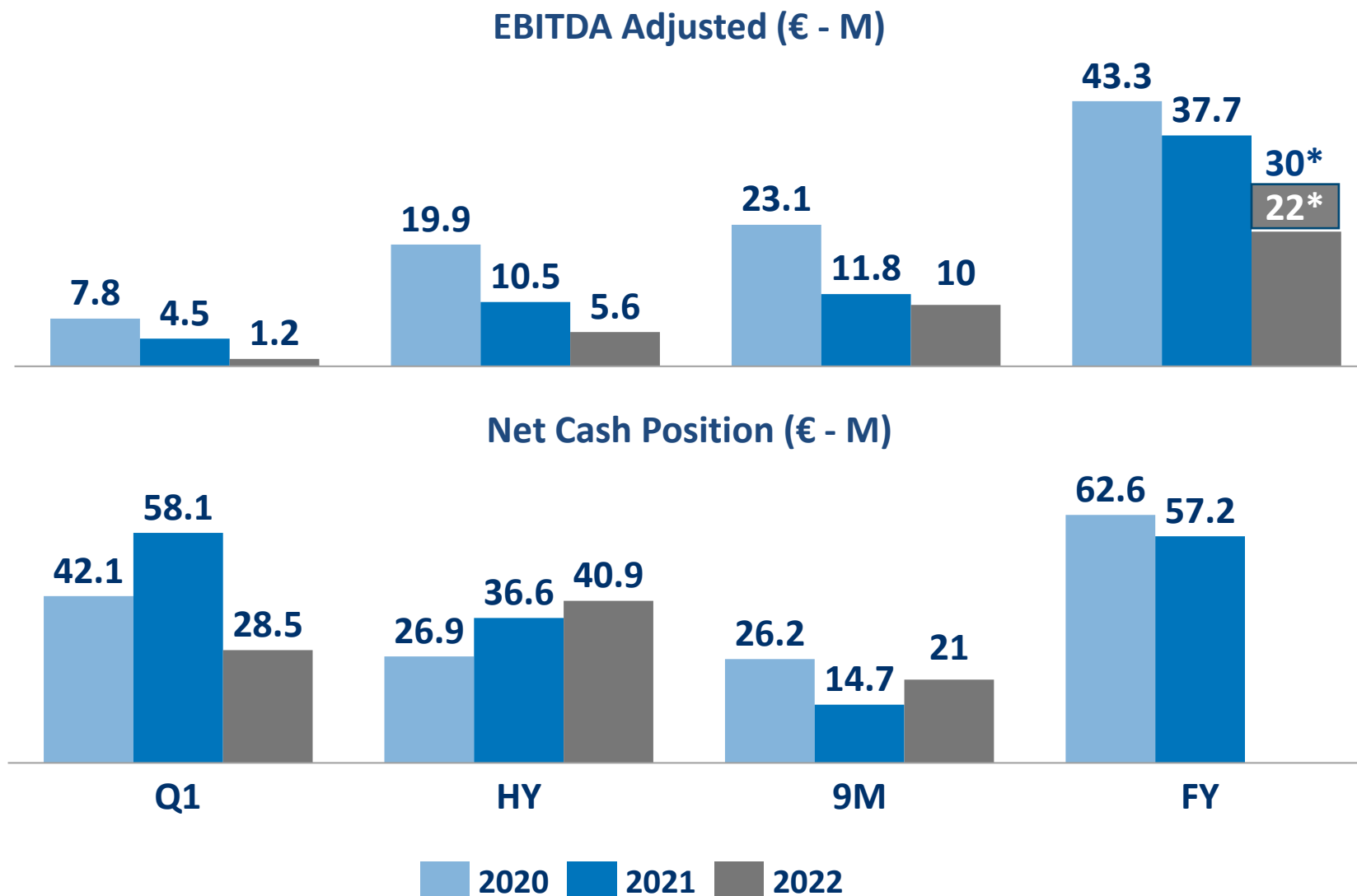


Actions already implemented

- New partnership since December 2021 with Cogenio/EnelX for Termica Colleferro project financing (Cogenio/EnelX 60% and Avio 40%) to economically manage a thermoelectric steam generation plant



EBITDA and Cash generation heavily concentrated on Q4s



Currently on track to deliver FY 2022 updated Guidance

| | | | | |
|---------------------|---------------------------|-----------------|---|------------------------------------------------------------------------------------------------|
| • Net Order Backlog | Unchanged | • €870M – €920M | } | • New orders expected for both development and production |
| | | | | • ESA MC 2022 subscriptions (although not to be in backlog by 2022 year-end) |
| • Net Revenues | Unchanged | • €330M – €350M | } | • Production activities ramp-up (P120) |
| | | | | • New development projects ramp-up (Vega E, Space Rider, VegaC+, liquid propulsion) |
| • EBITDA Reported | Updated in September 2022 | • €17M-25M | } | • Volatile energy costs (hardly predictable), mitigation measures to provide a possible upside |
| | | | | • Estimated impact of 5M non-recurring costs* |
| | | | | • Strong performance focus on Q4 (first 3Qs soft) as in 2021 |
| • Net Income | Updated in September 2022 | • €-2M - €+3M | } | • One-off taxation effects |
| | | | | |

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