OCTOBER 28, 2025

# Avio 9M 2025 Highlights



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## Agenda

1. Highlights
Giulio Ranzo, Chief Executive Officer

2. 9M 2025 Financials
Roberto Carassai, Chief Financial Officer



## 9M results on track, ahead with backlog

- Launch activity on track
  - √ 3<sup>rd</sup> Vega C launch scheduled by year-end
  - ✓ Ariane 6 launch currently scheduled on November 4<sup>th</sup>
- Space business:
  - ✓ New Vega C launch service secured with SpaceLaunch
  - ✓ New contract with ESA for the reusable upper stage
- Defense business:
  - $\checkmark$  Avio USA and Raytheon expand collaboration for qualification of Mk 104 SRM<sup>(1)</sup>
  - ✓ Multi-year agreement with a US Armed Force for manufacturing, assembly, integration and testing
- Capital increase approved by shareholders, Rights Offering expected to be completed by year-end
- Financials:
  - ✓ Backlog ahead of expectations at >€1.8bn
  - ✓ Revenues and EBITDA +26% vs. 9M 2024
- FY 2025 Guidance confirmed



## Latest agreements in the space business

#### Vega C selected for a new mission

- On September 18<sup>th</sup> Avio and SpaceLaunch signed a Launch Services Agreement to place an institutional Earth observation satellite aboard Vega C in 2027
- Mission awarded following an open international competition

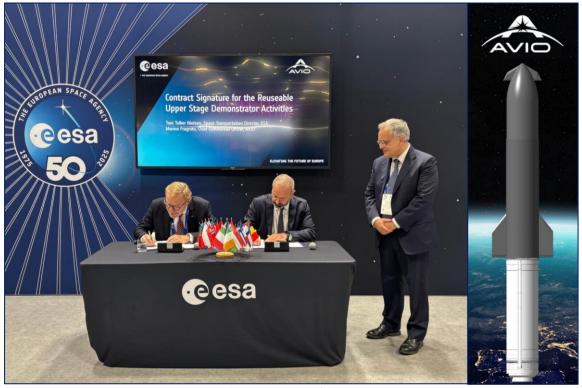


Contract signature in Paris

Source: Avio, ESA

#### Contract with ESA for a reusable upper stage

- On September 29<sup>th</sup> Avio and ESA signed a €40m contract aimed at developing a demonstrator of a reusable upper stage
- The contract will culminate in the definition of an integrated preliminary system design



Contract signature and concept of the reusable upper stage

## Ariane 6 VA265 mission ready for lift-off

- Ariane 6 VA265 mission will place into orbit Sentinel-1D, a Copernicus satellite for the European Commission
- The Sentinel-1D satellite is designed to carry an advanced radar instrument to provide an all-weather day-and-night supply of imagery of Earth's surface.
- The launch it's currently scheduled for November 4<sup>th</sup>, 2025





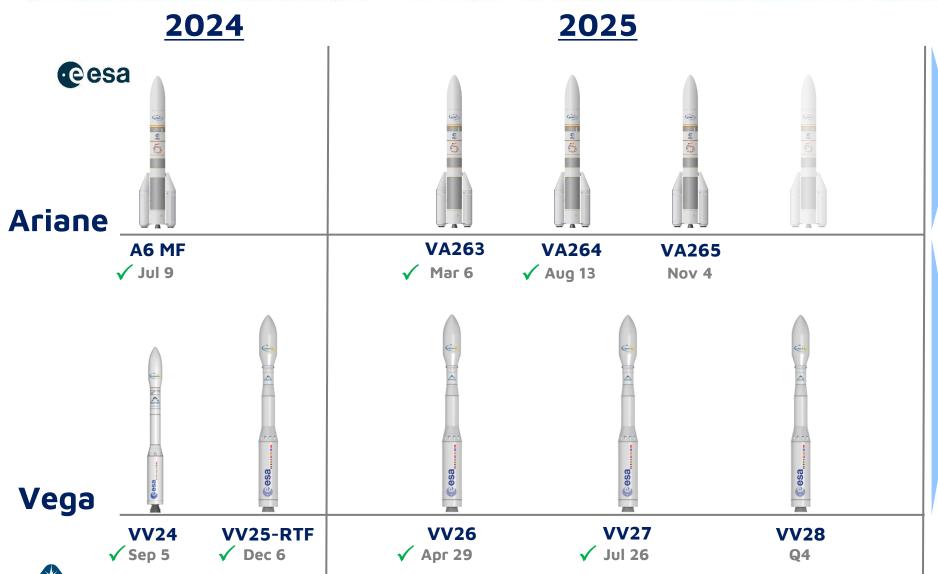


Transport and verticalization phase

Sentinel-1D satellite



## Ariane and Vega current view of flight manifest



>30 flights currently in backlog

#### **Future launches:**

- > Satcom mega-constellations
- Galileo (EU)
- Military sats

IRIS<sup>2</sup> major upside

#### 15 flights currently in backlog

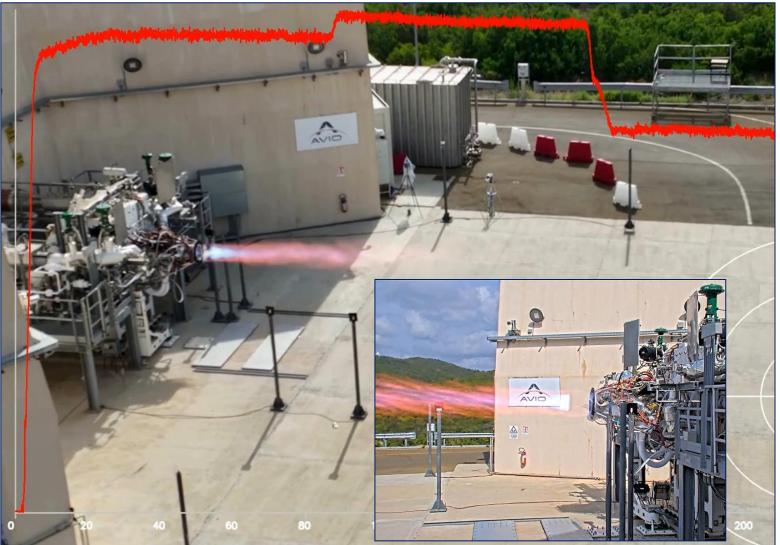
#### Future launches:

- Copernicus (EU)
- > IRIDE (EU)
- > PLATINO
- ... more opportunities in pipeline

Increased responsibilities from Launch service activities

Improving launch cadence up to 6 flights/year in the coming future

## Avio's LOX-CH technology demonstrator shaping up







Insulated interstage



Liquid Engine actuator





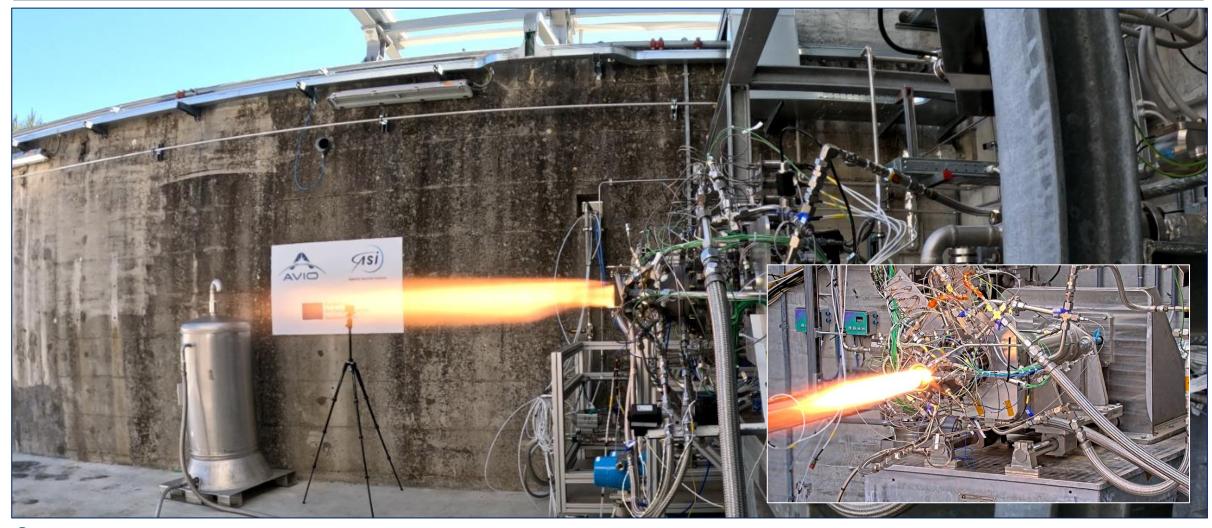
Cryotank static load test



Third MR10 firing test successfully completed

## MPGE orbital H<sub>2</sub>O<sub>2</sub> engine successfully tested

### **Multi-Purpose Green Engine firing test**







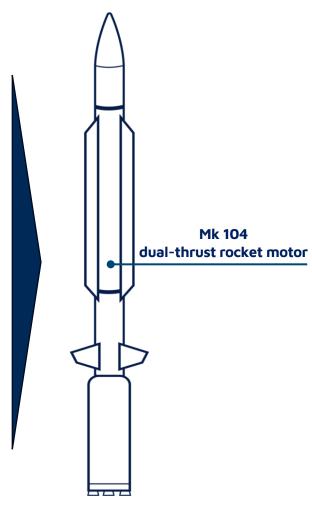
# New contract with Raytheon accelerates production of critical Standard Missile SRMs



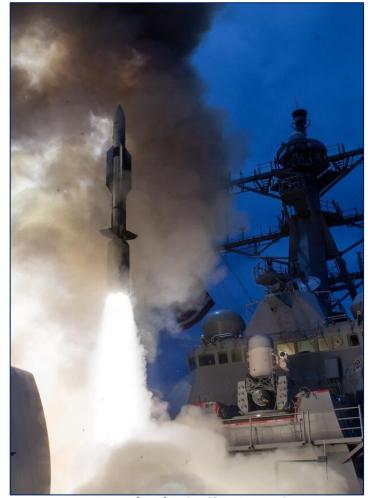
2025

Avio USA and Raytheon have executed a purchase order for funding of up to \$26 million for continued engineering work on the Mk 104 dual-thrust rocket motor to support Raytheon's Standard Missile franchise

The purchase order comes 13 months after the businesses signed a contract for preliminary engineering work on the Mk 104 rocket motor. This project secures funding through the Critical Design Review phase, procurement of long lead material for qualification, and will enable increased and accelerated capacity for solid rocket motor production







Standard Missile-6 testing

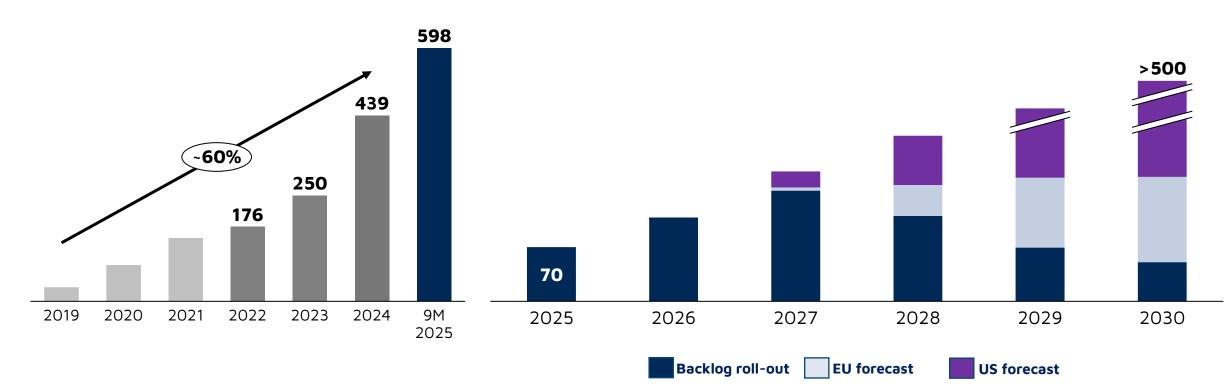


# Strong defense backlog and high visibility of future production volumes



### Defense propulsion production (tons of propellant)

US programs initially served by production facilities in Italy (Colleferro)





## A new plant in the US to capture the full market potential ...

### **Key Highlights**

**Engineering and production** 

**Greenfield SRM facility** 

Merchant supplier for OEMs / Armed Forces

>3 Customers

Up to
700 Tons
of propellant
annual
production

10+
Programs

2028
Start of
Production
in US

### Operations

Site identified

Preliminary design done

Procurement started



Rendering of the plant

Defense

Customer

#### **Key Contracts**





international solid rocket motor

manufacturer

# ... leveraging Avio's experience of 2018 – 2022 in new plant construction

### 2 construction projects (incl. machinery) completed in 2 continents

Total sqm built

>60.000

Overall Investment

~€300m

Ready to shift capacity to ~6,000 tons/year<sup>(1)</sup>



## A unique capability thanks to vertical integration

Own HTPB<sup>(1)</sup> production

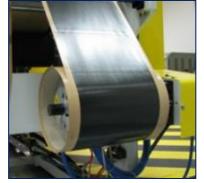
Patented thermal protection production

Patented pre-preg carbon material production





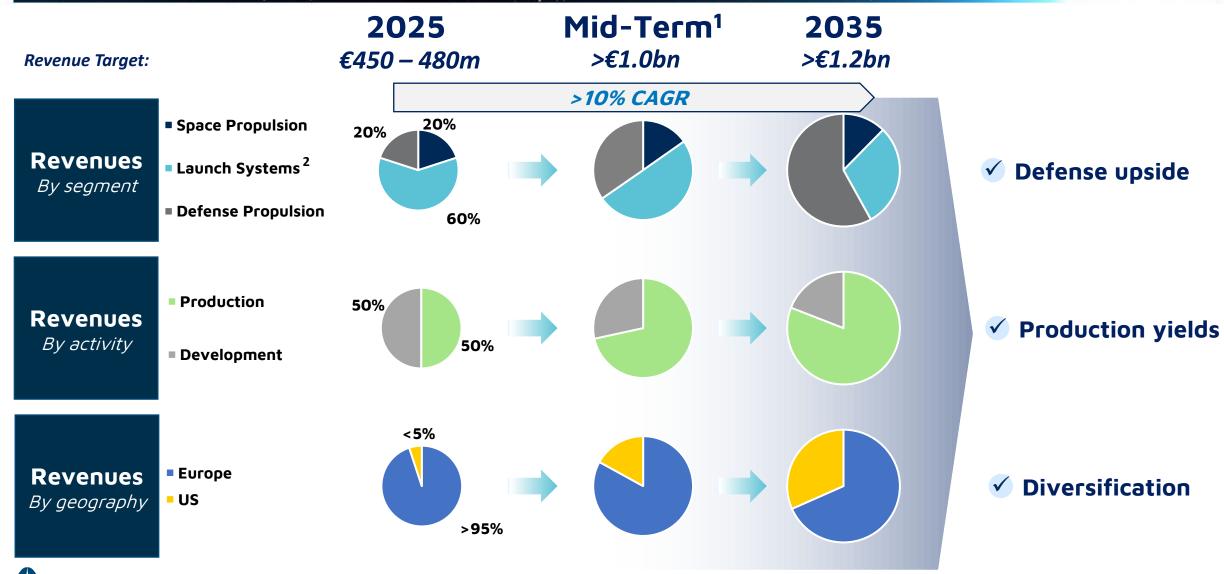








## Avio's plan: long-term revenue evolution

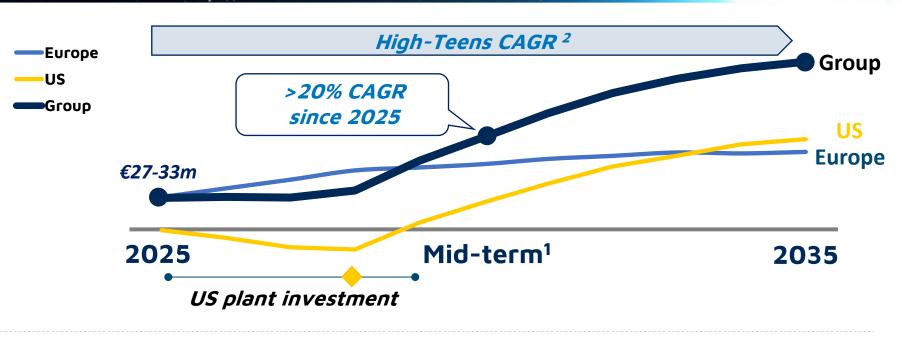


1: Mid-term refers to the period 2029-2031

2: "Launch systems" also includes Tech Dev Projects (Next Gen EU)

## Long-term EBITDA evolution





EBITDA Growth components





## Capital increase approved by the Shareholders' Meeting



€400m capital increase with pre-emptive rights to existing shareholders



**10% capital increase** delegated to the Board of Directors to be exercised by October 23, 2030, with exclusion of pre-emptive rights



## Agenda

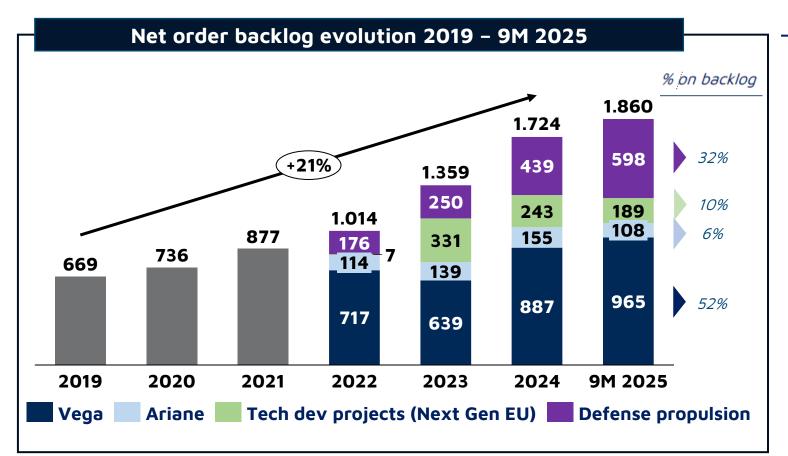
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## Continuous growth of backlog confirmed in 9M 2025

Figures in €m



**Vega** accounts for ~50% of backlog and **Defense** propulsion for ~30% **Production** accounts for ~60% of backlog, **Development** ~40%

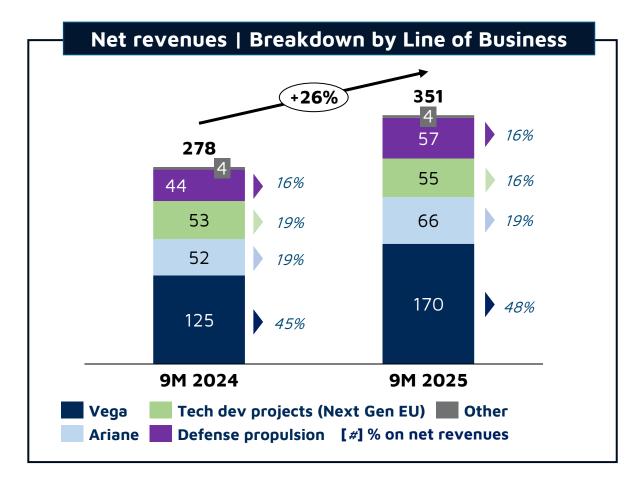
#### **Main comments**

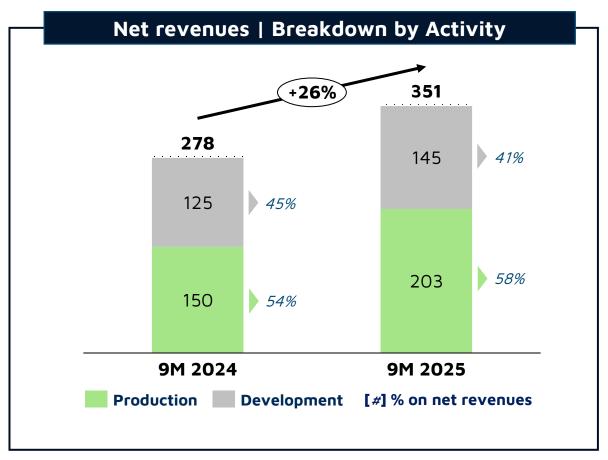
- Order intakes in 9M 2025 amounted to ~€480m, mainly including:
  - ➤ Vega for ~€250m, mainly related to the contracts transferred by Arianespace to Avio within the framework of the Launch Service Provider activities. It also includes the new launch agreement / contract recently signed with ESA
  - ➤ Defense propulsion for over €200m, maily related to the additional production orders signed with EU and US customers



## Revenues increased by ~26% compared to 9M 2024

Figures in €m







### 9M 2025 results vs. 9M 2024

| Main economics and financials |                             |             |               |              |
|-------------------------------|-----------------------------|-------------|---------------|--------------|
|                               | 9M 2024                     | 9M 2025     | Delta         | Delta        |
|                               | Actual (€m)                 | Actual (€m) | (€m)          | (%)          |
| NET ORDER BACKLOG             | <b>1.724</b> <sup>(1)</sup> | 1.860       | 135,3         | 7,8%         |
| NET REVENUES                  | 277,9                       | 351,0       | 73,1          | 26,3%        |
| EBITDA REPORTED               | 12,1                        | 15,2        | 3,1           | 25,9%        |
|                               | 1/R 4,3% N/R                | 4,3%        |               |              |
| EBITDA ADJUSTED 1,            | 13,1                        | 10,4        | 3,3           | 25,3%        |
| % on net revenues             | 4,7% 3.                     | 4,7%        |               |              |
| EBIT REPORTED                 | (0,7)                       | 0,2         | 0,8           | n.m.         |
| % on net revenues             | -0,2%                       | 0,1%        |               |              |
| EBIT ADJUSTED                 | 0,3                         | 1,4         | 1,0           | 303,1%       |
| % on net revenues             | 0,1%                        | 0,4%        |               |              |
|                               | 31 DEC 2024                 | 30 SEP 2025 | Dalla         | D. H.        |
|                               | Actual                      | Actual      | Delta<br>(€m) | Delta<br>(%) |
|                               | (€m)                        | (€m)        | (EIII)        | (70)         |
| NET FINANCIAL POSITION        | 90,1                        | 47,2 5.     | (42,9)        | -47,7%       |

#### **Main comments**

- 1. Substantial increase in revenues mainly related to Vega production activities and P120 motor production for Ariane 6, as well as defense propulsion activities
- 2. **EBITDA Reported increase** driven by growth of revenues, partially offset by higher energy costs
- 3. Non-recurring costs in line vs. 9M 2024 on a like-for-like basis
- 4. **EBIT Reported** increase, despite higher depreciations mainly related to the increase of Vega C flights cadence and IT improvement projects
- 5. Net financial position reflecting advance flowdown to suppliers during 9M 2025, as well as for about €10m the exercise of Space Holding' sponsor warrants

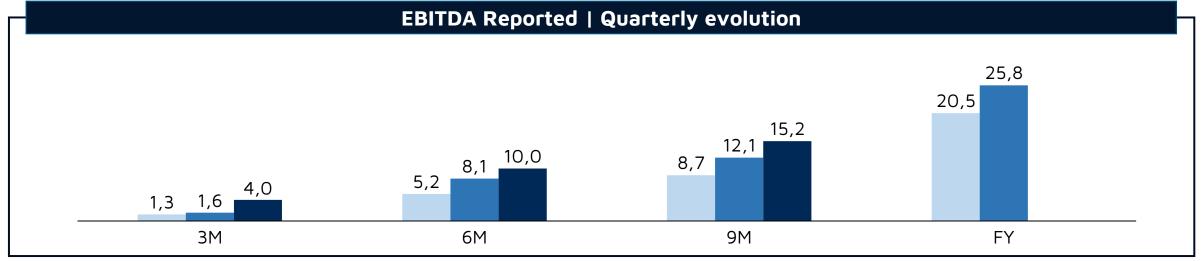


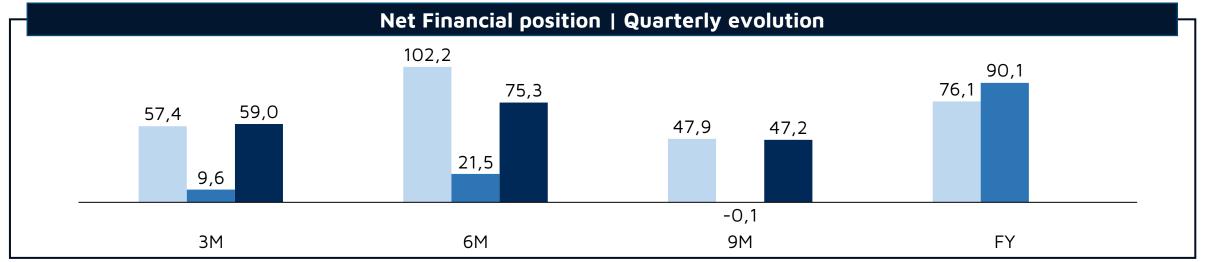
<sup>(1)</sup> Data as of December 2024

<sup>(2)</sup> Costs for exploration of new potential business in the US reported as recurring in both periods

## Quarterly evolution of EBITDA and Net Financial Position

Figures in €m







## FY 2025 Guidance



New orders from defense propulsion business



Growth in defense propulsion and Vega activities



AVIO USA accounted in general expenses

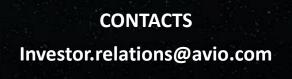


Increased taxes



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