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MANAGEMENT TEAM AND BOARD OF DIRECTORS

Senior management team

- + 20 years of experience in the defense and security business at executive and non-executive level
- Experienced at leading fast growth companies
- · Chairman until 2014
- Engineering and commercial education; MSc at Aalborg University, MSc at Imperial College and Master in Management at London Business School



NIELS BUUS



TROELS NØRMØLLE CFO

- + 10 years of experience in accounting
- Experience from EY, PwC and interim financial manager in a public listed company, Aalborg Boldklub
- Financial management and accounting education at Aalborg University

Board of directors



JUKKA PERTOLA Chairman



JESPER JESPERSEN
Vice Chairman



STEEN LORENZ JOHAN HANSEN
Board member



HENRIK SCHIBLERBoard member



LARS K. ALMINDE



MORTEN JEPPESEN



ETER WORSØI CMO

Highly qualified management team and board of directors with many years of experience within the industry

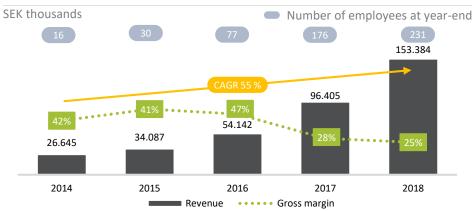


GOMSPACE AT A GLANCE

History and status

- GomSpace was founded in 2007 and is headquartered in Aalborg
- Provides nanosatellites with a proven capability and world class radio technology capability, based on research at Aalborg University
- GomSpace operates in Sweden, US, Singapore and Luxembourg and has customers in more than 50 countries
- The Company has been commercial from start and has participated in more than
 50 satellite missions
- More than 200 employees
- Listed on Nasdag First North Premier in Stockholm since 16 June 2016 ("GOMX")

Financial development



Key highlights

radio
technology
developer

World class
radio technology

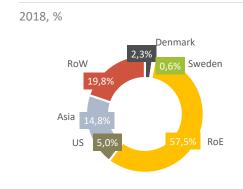
Flawless
flight heritage

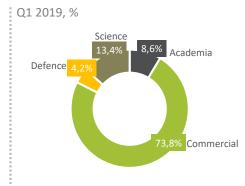
Proven, flawless
nanosat
capability

#1
Nanosatellite
to ESA

First to deliver to
European Space
Agency

Revenue per geographical region and business segment







NANOSATELLITES

Nanosatellites

l ow-earth orbit

nch to space Application areas

Description

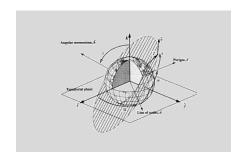
- Miniaturized satellites
- Based on standard industrial components
- 1-30 kg mass, equivalent to 1U 27U
- >1,000 times cheaper than traditional satellites

Altitude of 500-800 km

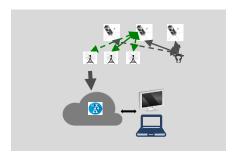
- 7.5 km/s, 90 min for one orbit
- Min. 5 orbit planes in different angles to cover the globe with a constellation
- Back seat passengers on big rockets
- Or using small dedicated rockets
- Launch from USA, Russia, China and India
- Increase in supply and thereby low prices

- Internet of Things (IoT)
- Tracking aircrafts and ships
- Communication solutions
- Remote sensing
- Defense/security solutions











COMPANY STATEMENTS

MISSION

"We help teams across the globe achieve their goals in space"

VISION

"To make nanosatellites the preferred choice for customers who have demands for professional mission critical radio based surveillance and communications solutions"

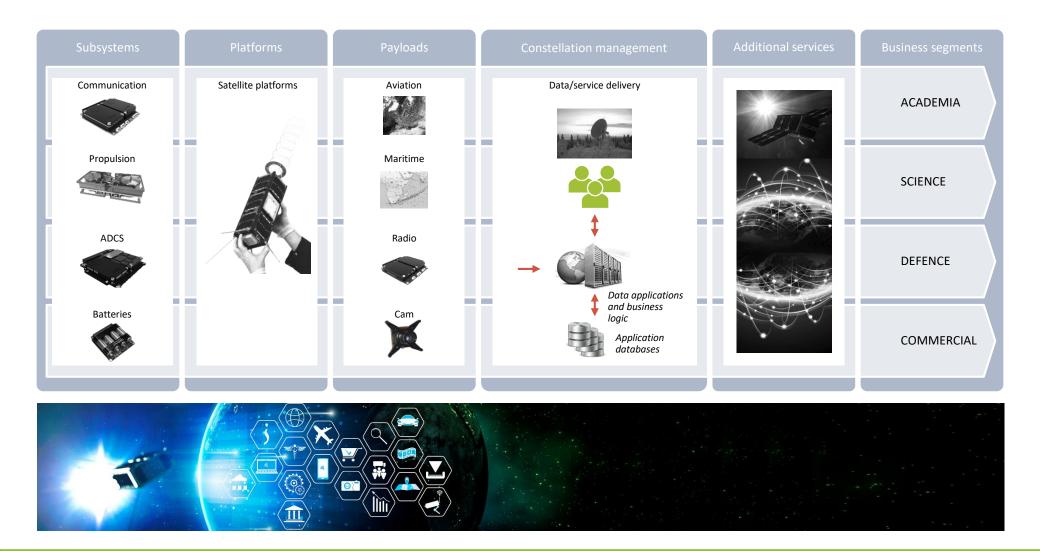
CORE STRATEGY

"Independent horizontal supplier of technology for commercial service providers and government, education and research institutions – and spin-out activities in new untouched domains"





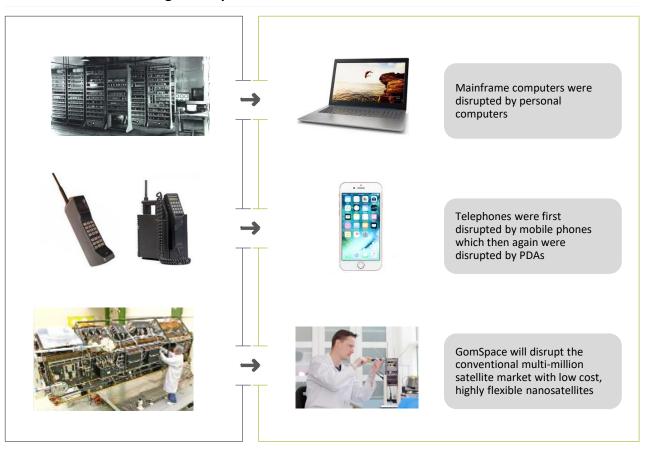
BUSINESS MODEL





DISRUPTING THE CONVENTIONAL SATELLITE BUSINESS

Nanosatellites are having a disruptive effect on the satellite market



Key drivers for the nanosatellite market

Technological development within:

- processing power and solar array efficiency
- software and data storage
- camera, compression and radio technology

Cost effectiveness while still being able to complete complex tasks

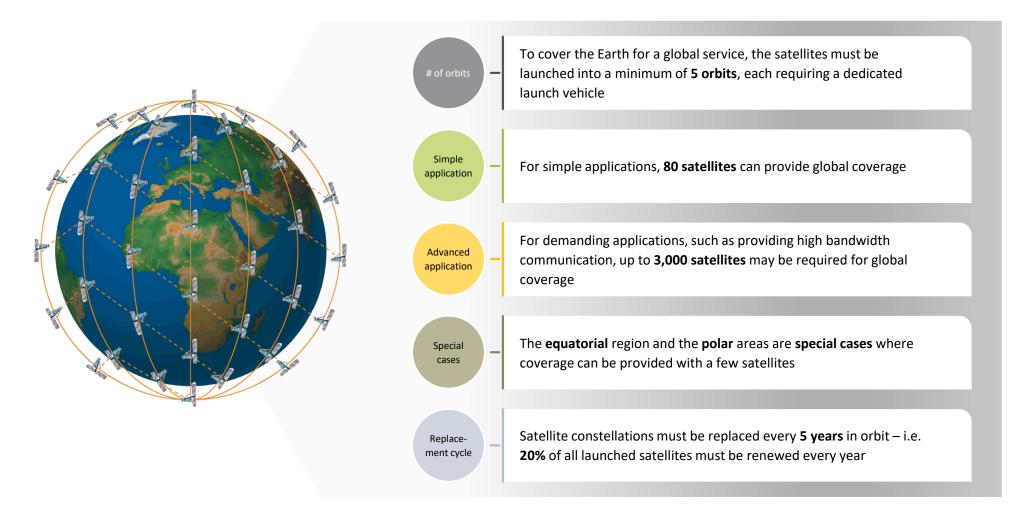
Short lifetime compared to traditional satellites

New areas of applications continuously developing

Source: Company information, Nanosats.eu



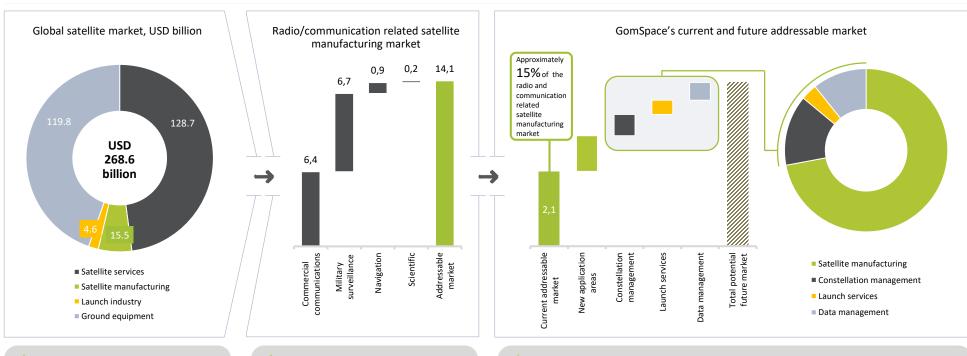
SATELLITE CONSTELLATIONS





POTENTIAL NANOSATELLITE MARKET

Potential addressable market development



- The global satellite market, accounted to USD 268.6 billion as of 2017, of which the satellite manufacturing market accounted for USD 15.5 billion
- Of the total satellite manufacturing market, radio and communication services amounted to an estimate of USD 14.1 billion
- ✓ GomSpace estimates their current addressable market size to USD 2.1 billion
- ✓ As nanosatellites disrupt the traditional satellite market, new areas of applications for GomSpace's technology is constantly developing
- ✓ As the potentials in the market are growing substantially, additional services will add to the future market potential for GomSpace within for example:
- Constellation management
- Data management

Source: 2018 State of the Satellite Industry Report, company analysis



LONG-TERM NANOSATELLITE VISION



Industrializing space

Nanosatellites are the "Ford-T" model in the space economy; opening up for low cost through industrial production



Space commercialization

GomSpace sees it as likely that nanosatellites will be commercialized and become the "radio towers" of the future, allowing radio services to be offered globally from space at lower cost than setting up terrestrial infrastructures



Short replacement cycle

Replacing the satellites every 5 years allows the infrastructure to stay competitive, taking advantage of advances in technology driven by Moore's law



Increased regulation

International regulation, as in airspaces, will ensure that hundreds of thousands of satellites can co-exist in space providing services to users



 GomSpace's Automatic Dependence Surveillance – Broadcast, a cooperative surveillance technology which enables aircrafts to determine its position via satellite navigation













COMPETITIVE LANDSCAPE

Company	Country	Business	Competitive advantage		
e isis)		 Small satellite systems Services related to research and development, testing and launch services Broker for launches 	 Application of space systems engineering in combination with a profound experience in radiofrequency systems Strong focus on R&D 		
© L Y D E S D A C E (AAC Microtec		 Standardized nanosatellite sub-systems Tailored sub-systems for nanosatellites Services across the whole value chain, from design to launch 	 Has devised on several strategic developments in order to facilitate the delivery of high-tech satellite solutions to various end users Broad product and service offering 		
Tyvak A larar toolai Copyraton		 Development of cubesatellite sub-systems Consulting services for mission and vehicle design Launch integration services 	 Was selected by NASA for its Small Spacecraft technology program in 2016 Has a strong foothold and recognition in the industry 		
BLUE CANYON TECHNOLOGIES		 Sub-systems for cubesatellites such as attitude control systems, reaction wheels, star trackers and power systems Satellite constellations 	Specialized sub-system knowledge		

Source: company information, BIS research – Global CubeSat Market



COMMERCIAL SOLUTIONS ROADMAP

Long-term **SAR** constellation Mars 2 Project Mid-term Applications: Innovation Fund Wideband radio Environmental Denmark Applications: monitoring Broadband Military imaging • In-flight communication Advanced ELINT **Product development** Telecom backhaul Near-term **Professional radio** MegaMan Project Applications: Innovation Fund AIS/ADS-B-Tracking Denmark IOT/BFT • M2M/narrowband comm. ELINT Mid-term Earth observation **Today** Applications: In orbit demonstration Military imaging Applications: Land-use/planning In orbit demo Agriculture Science missions Technology transfer development Launch segment



CUSTOMER CASE STUDIES

		Customer segment	Geographical involvement	Project description	Mission objectives
SEAM - 2017	SEAM	Academia	• 0 •	 Collaboration with companies led by the Royal Institute of Technology and the Swedish astronaut Christer Fuglesang Electromagnetically clean satellite 	To jointly develop a nanosatellite platform for advanced scientific missions
AISTECH - 2017	AISTECH	Commercial		 GomSpace supplies platforms, subsystems and some payloads for 100 nanosatellite platforms 	Bidirectional communication for asset tracking, space imaging and aviation tracking and surveillance
Sky and Space Global Ltd 2017	SAS	Commercial	0#	Pursue to operate an equatorial constellation of hundreds of satellites	Data connectivity (low bandwidth) and voice services as subscriptions
Aerial & Maritime Ltd 2016	AERIAL MARITIME	Commercial	⊙○○	 GomSpace owned JV with offices in Mauritius, Ghana and Denmark Constellation of 8 satellites to be launched into equatorial orbit Plans of making a constellation of 80 to 100 satellites 	Monitoring civilian aircrafts and vessels globally based on reception of ADS-B and AIS-signals, respectively
Kleos Space - 2018		Commercial		 Kleos aims to guard borders, protect assets and save lives by delivering global activity based intelligence & geolocation as a service 	Full constellation delivering near- real-time global observation
NEO - 2018	esa European Space Agency	Scientific	0	Advanced study initiated by ESA Science Directorate that has never worked with nanosat technology before	Assess existing platform technology usability to supporting future deep space missions
GOMX-4A & GOMX-4B 2018	European Space Agency	Defence	•	 Next generation satellites that are optimally designed for covering large areas as they can fly in tandem formation Include surveillance of the Artic area 	To demonstrate interlink communication on nanosatellite tandem formation flights and data retrieval



SPIN-OUT STRATEGY FOR NEW APPLICATIONS

GomSpace will develop new applications

BREADTH OF KNOWLEDGE

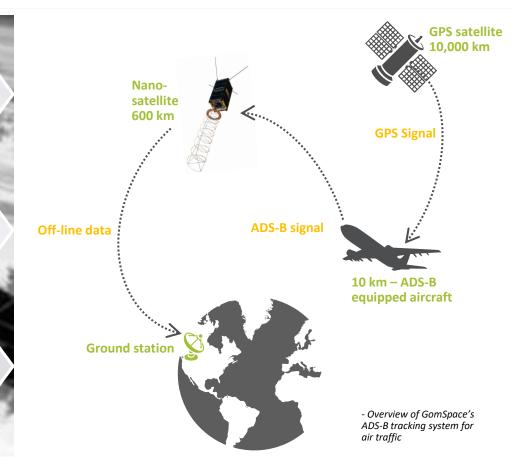
- Many new applications become viable as the cost is reduced by using nanosatellites
- Application development requires deep space knowledge
- Established service providers need to be educated to fully understand the new possibilities with nanosatellites

PUSH TECHNOLOGY

- Develop new and innovative payload instruments for new applications
- Spin-out service-oriented entities where we are first movers

EXAMPLES

- Airline tracking; spin-out as Aerial & Maritime is to provide service in 112 countries
- Satellite performance monitoring is being prepared for spin-out BeamWatch
- VHF connectivity between airlines and air traffic towers via satellite

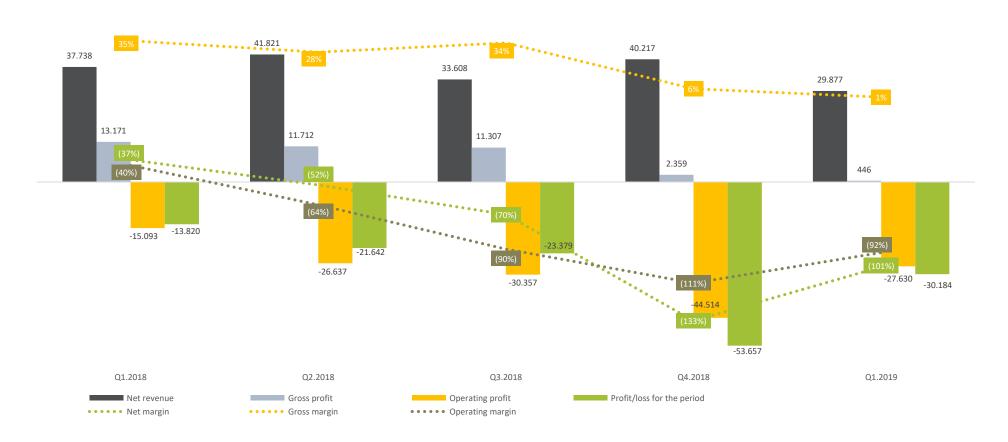




FINANCIAL PERFORMANCE (1/3)

Income statement development - Q1 2018 - Q1 2019

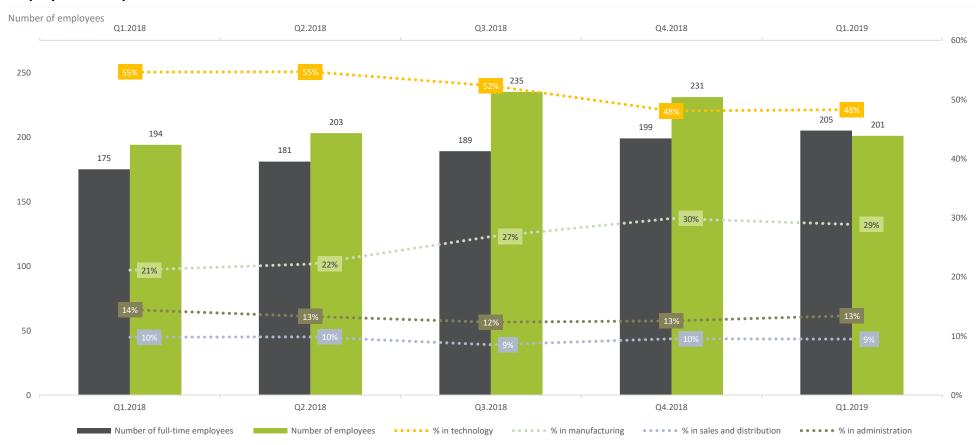
SEK thousands





FINANCIAL PERFORMANCE (2/3)

Employee development - Q1 2018 - Q1 2019

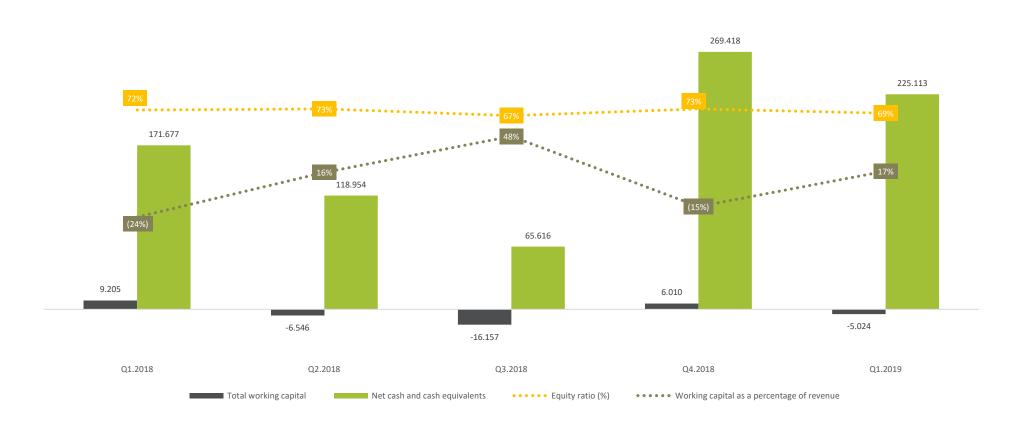




FINANCIAL PERFORMANCE (3/3)

Working capital and cash evolution - Q1 2018 - Q1 2019

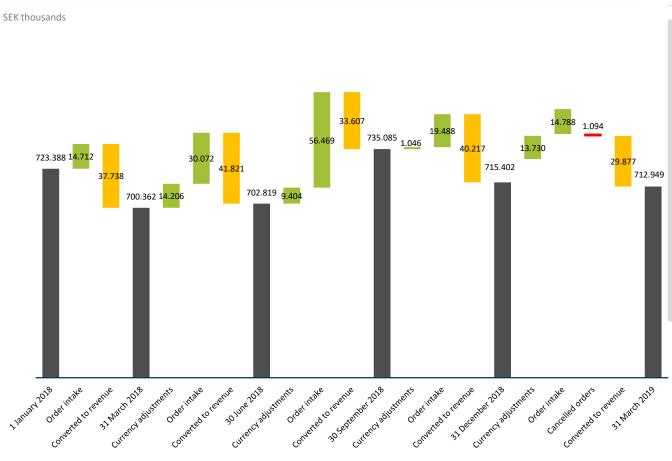
SEK thousands





ORDER BOOK

Order book development Q1 2018 - Q1 2019



Comments

- As at 31 March 2019, the order book amounted to SEK 713 million¹ which gives GomSpace significant room for further growth
- GomSpace expects to convert between SEK 60-70
 million of the order backlog into revenue
- Furthermore, GomSpace has a strong sales pipeline in which they can identify 500-700 satellites among current customers
- Main restriction for order execution is the pace of which customers are able to fund their orders



¹⁾ Of which SEK 629 million relates to the commercial customer Sky and Space Global Source: company information



FINANCIAL KPI GOALS

KPI goals

Dividend policy

No dividend in the short to medium term

Medium term

>50%

gross margin

Medium term

>SEK 1.5 billion

in sales

Long term

SEK million	2013	2014	2015	2016	2017	2018	2019 LTM
Turnover	9.7	26.6	34.1	54.1	96.4	153.4	145.5
Gross margin	38%	41%	50%	47%	28%	25%	18%
Number of employees	8	16	30	77	176	231	201
Profit before tax	0.0	1.6	(3.1)	5.5	(66.5)	(122.8)	(135.8)





GOMSPACE'S KEY SUCCESS FACTORS

Key success factors



GomSpace's focus on radio technology-related missions that in general scale to constellations with many satellites



GomSpace's market traction with contracts to leading constellations customers, incl. Sky and Space Global Ltd., AISTECH, Kleos as well as Aerial and Maritime Ltd



GomSpace's investments in increasing its international activities in growth markets, incl. establishment in the US (52% market share, 24% CAGR 2017-2022) and Singapore (Asia: 15% market share, 22% CAGR 2017-2022)



GomSpace's continued investments in new technology and products to demonstrate and enable new applications as well as its investment in machinery to industrialize production



Build-up of the dedicated Luxembourg based service operation (constellation management) provides significant growth opportunities



The space industry shows a positive outlook for nanosatellite manufacturers, who continue to offer improved performance through their new generations of small satellites



Rapidly growing underlying market with the number of launches increasing



Source: MarketsAndMarkets



CONTINUOUS DEVELOPMENT

Industrial production

Development of new applications

Establish constellation management

- Continue development of existing products for industrial production to lower costs
- Build production and accelerate outsourcing

- Develop new applications and service business cases
- Development of new spin outs

- Develop new constellation management system
- Create global platform providing services for customers



