

A satellite is shown in space, with a network of white lines and dots overlaid on the image. The Earth is visible in the background, and a bright light source is on the left. The satellite is a complex, rectangular structure with various components and antennas.

# INVESTOR PRESENTATION

• November 2018

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# MANAGEMENT TEAM AND BOARD OF DIRECTORS

## Senior management team

- + 20 years of experience in the defence 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**  
CEO



**TROELS NØRMØLLE**  
CFO

- + 10 years of experience in accounting
- Experience from EY, PwC and interim financial manager, 1 year in a public listed company, Aalborg Boldklub
- Financial management and accounting education at Aalborg University



**DAN ULRICH**  
CTO



**BØRGE WITTHØFT**  
CCO



**PETER HØY**  
CPO

## Board of directors



**JUKKA PERTOLA**  
Chairman



**JESPER JESPERSEN**  
Vice Chairman



**STEEN LORENZ JOHAN HANSEN**  
Board member

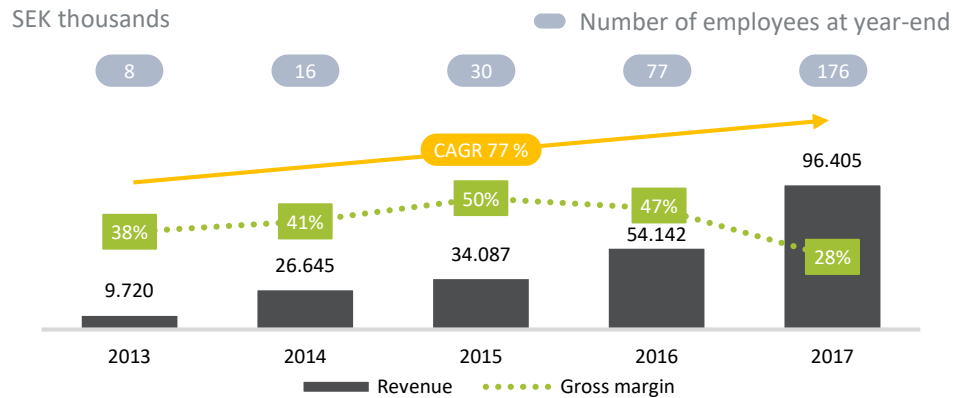
Highly qualified management team and board of directors with many years of experience within the industry

# 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 Nasdaq First North Premier in Stockholm since 16 June 2016 ("GOMX")

## Financial development



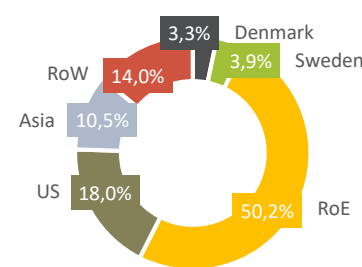
Source: Company information

## Key highlights

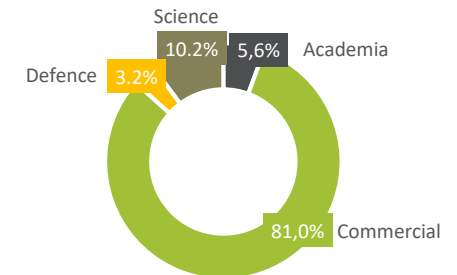


## Revenue per geographical region and business segment

2017, %



Q1-Q3 2018, %



# NANOSATELLITES

## Nanosatellites

## Low-earth orbit

## Launch to space

## Application areas

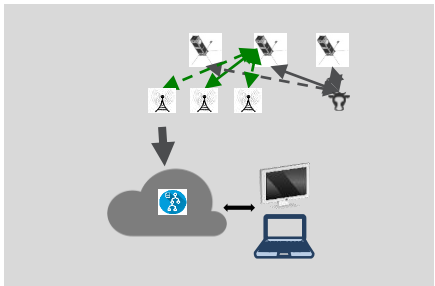
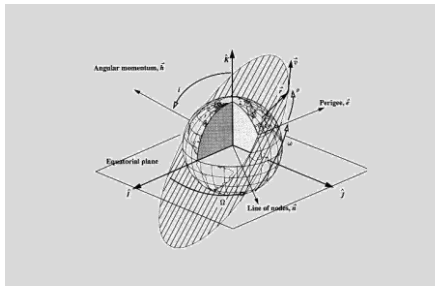
### Description

- 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



Source: Company information



## 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"

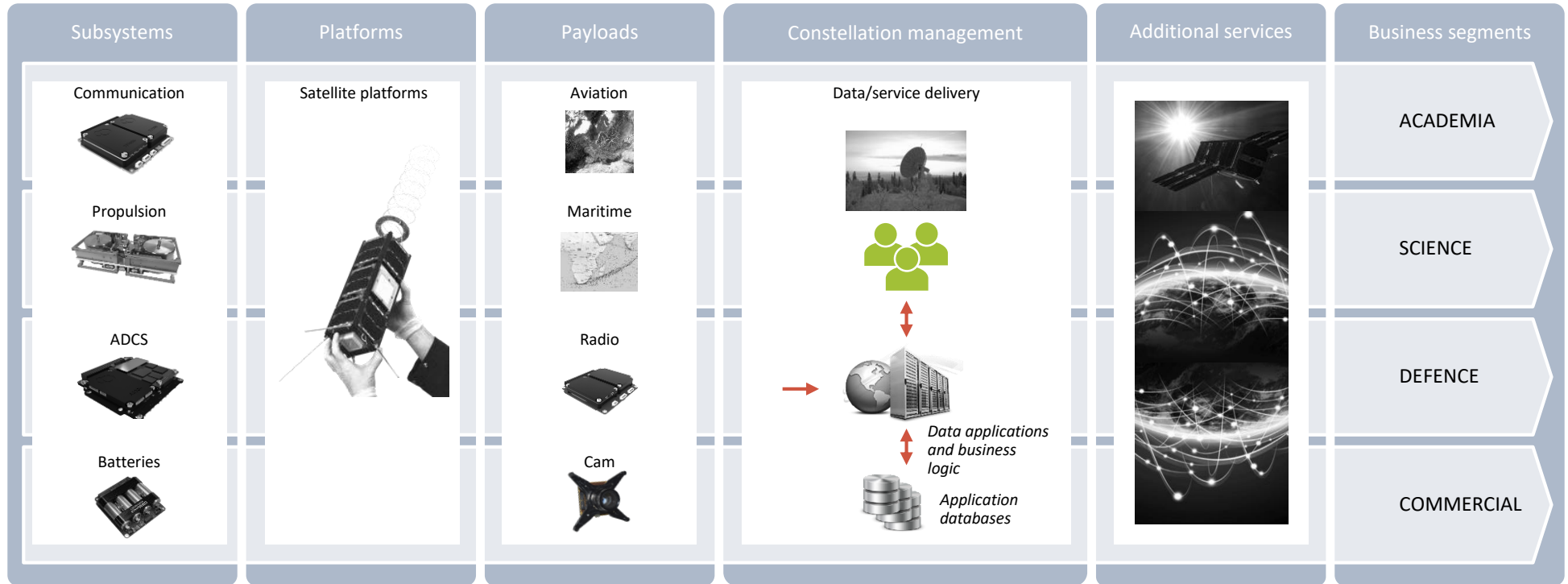
### CORE STRATEGY

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

A&M

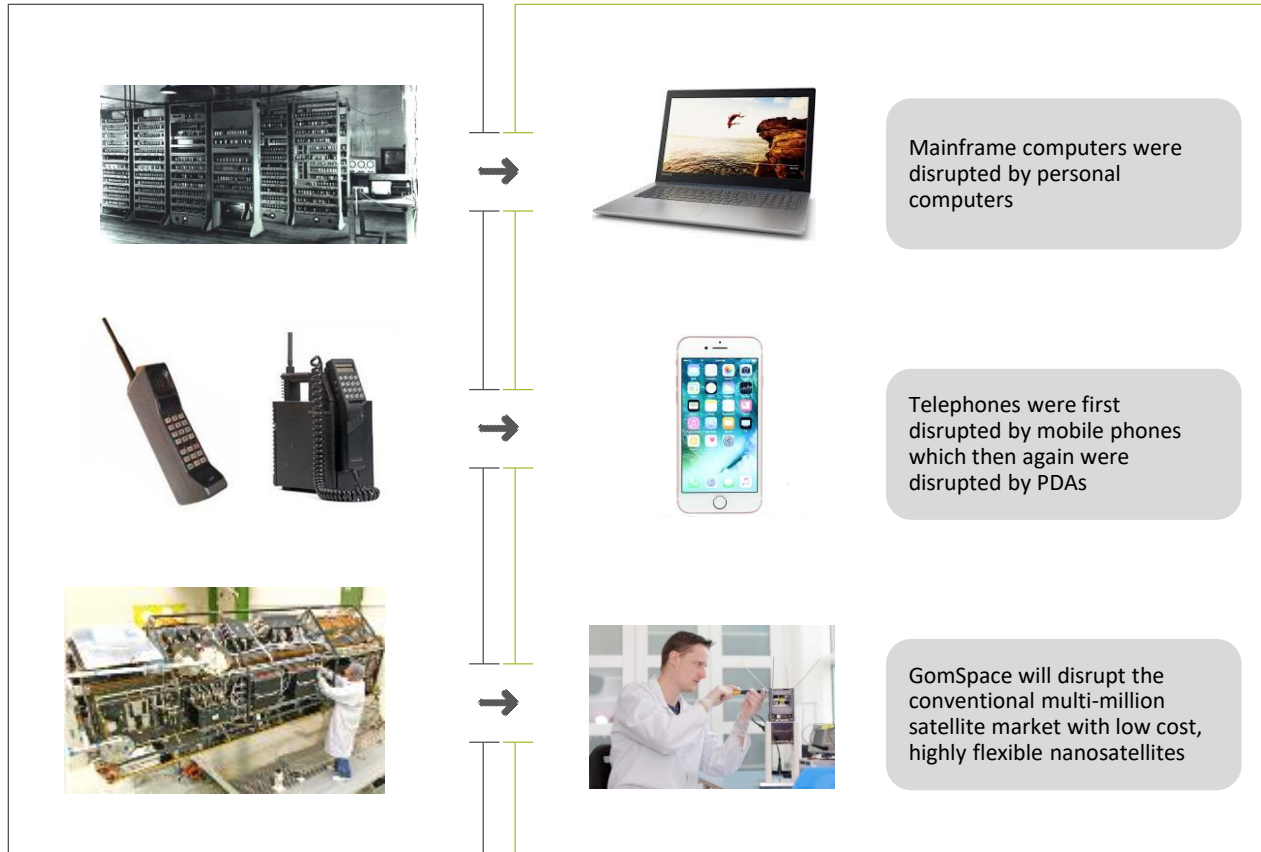
The GOMSPACE logo is displayed on a dark grey horizontal bar. It features the word "GOMSPACE" in a bold, white, sans-serif font. The letter "O" is stylized with a green and yellow circular graphic element.

# BUSINESS MODEL

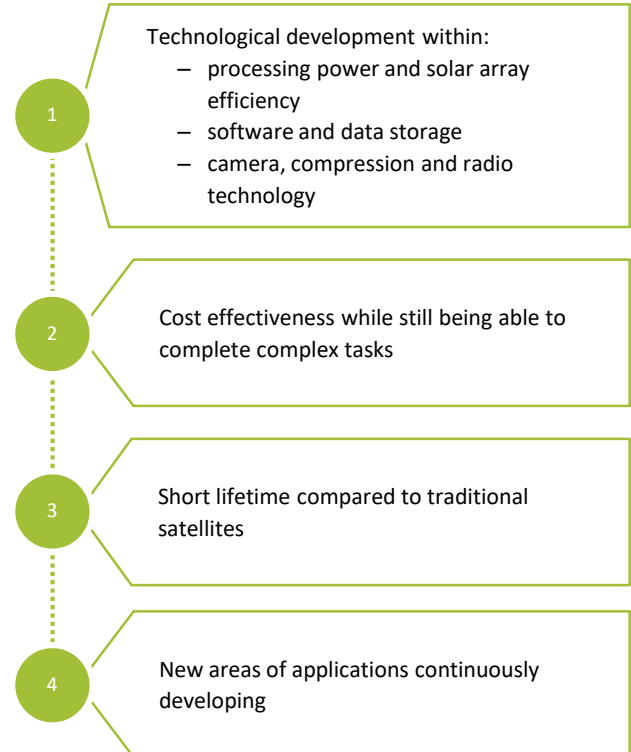


# DISRUPTING THE CONVENTIONAL SATELLITE BUSINESS

Nanosatellites are having a disruptive effect on the satellite market



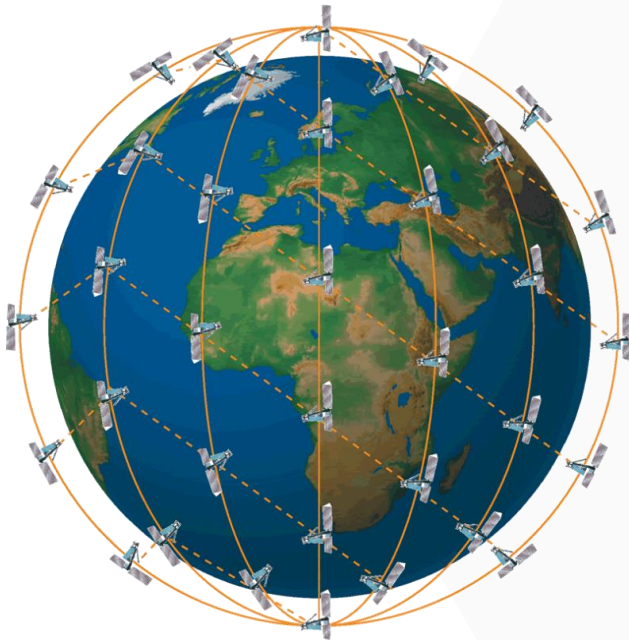
Key drivers for the nanosatellite market



Source: Company information, Nanosats.eu



## SATELLITE CONSTELLATIONS



# of orbits

To cover the Earth for a global service, the satellites must be launched into a minimum of **5 orbits**, each requiring a dedicated launch vehicle

Simple application

For simple applications, **80 satellites** can provide global coverage

Advanced application

For demanding applications, such as providing high bandwidth communication, up to **3,000 satellites** may be required for global coverage

Special cases

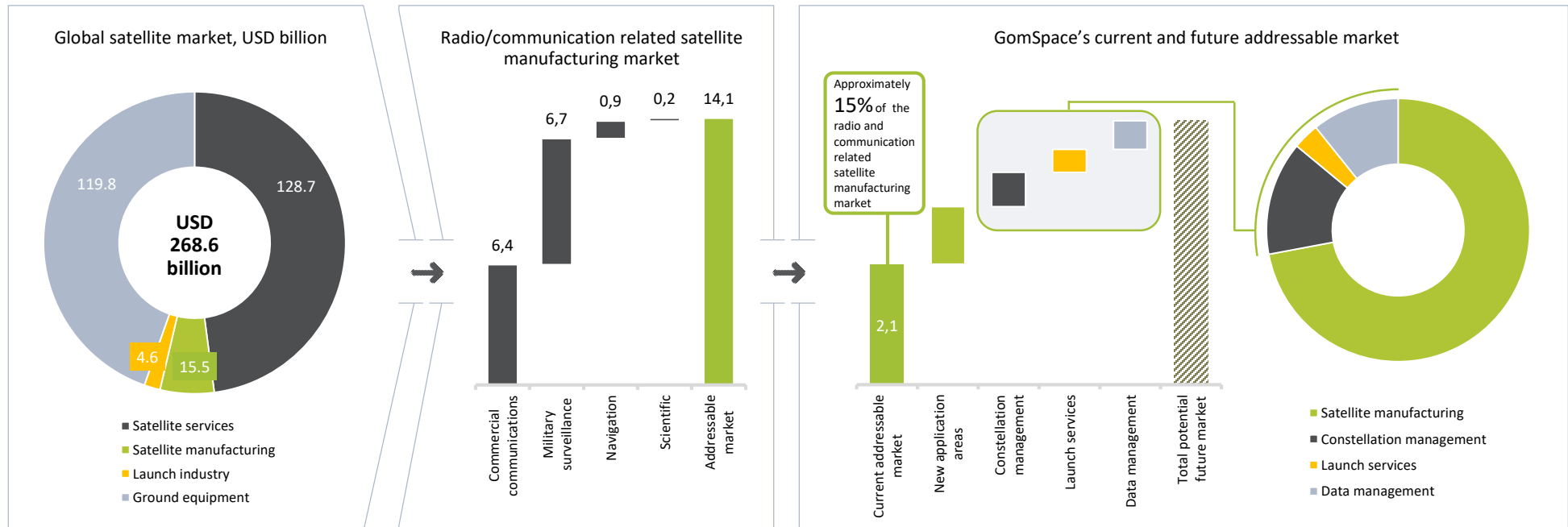
The **equatorial** region and the **polar** areas are **special cases** where coverage can be provided with a few satellites

Replacement cycle

Satellite constellations must be replaced every **5 years** in orbit – i.e. **20%** of all launched satellites must be renewed every year

# 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



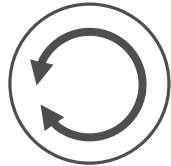
## Industrializing space

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

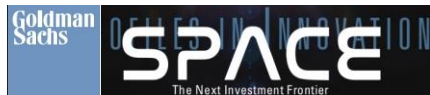
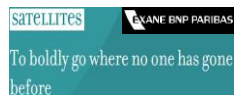


## Increased regulation

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

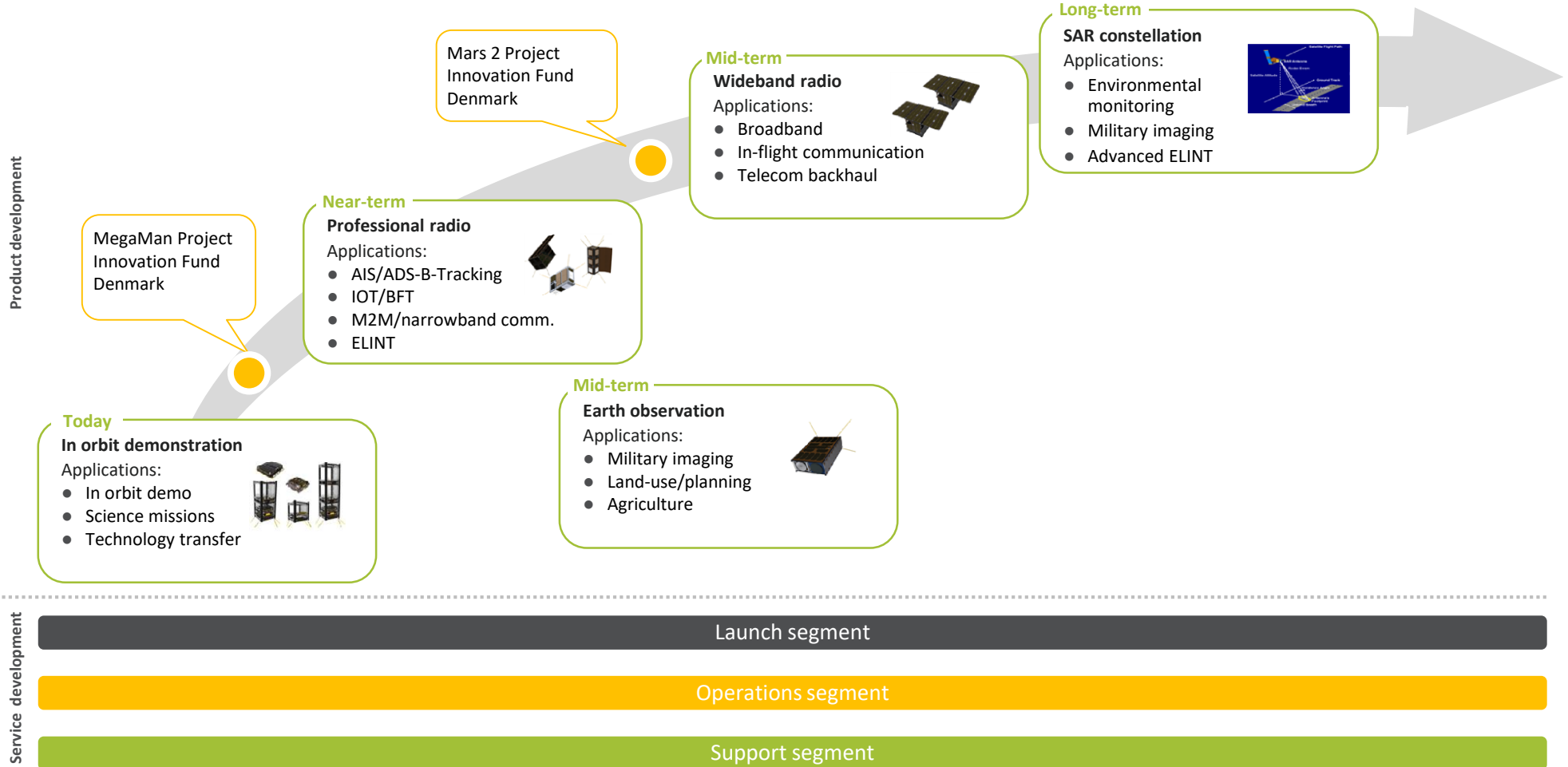


# COMPETITIVE LANDSCAPE

Company	Country	Business	Competitive advantage	Geographical reach
		<ul style="list-style-type: none"> <li>• Small satellite systems</li> <li>• Services related to research and development, testing and launch services</li> <li>• Broker for launches</li> </ul>	<ul style="list-style-type: none"> <li>• Application of space systems engineering in combination with a profound experience in radiofrequency systems</li> <li>• Strong focus on R&amp;D</li> </ul>	
		<ul style="list-style-type: none"> <li>• Standardized nanosatellite sub-systems</li> <li>• Tailored sub-systems for nanosatellites</li> <li>• Services across the whole value chain, from design to launch</li> </ul>	<ul style="list-style-type: none"> <li>• Has devised on several strategic developments in order to facilitate the delivery of high-tech satellite solutions to various end users</li> <li>• Broad product and service offering</li> </ul>	
		<ul style="list-style-type: none"> <li>• Development of cubesatellite sub-systems</li> <li>• Consulting services for mission and vehicle design</li> <li>• Launch integration services</li> </ul>	<ul style="list-style-type: none"> <li>• Was selected by NASA for its Small Spacecraft technology program in 2016</li> <li>• Has a strong foothold and recognition in the industry</li> </ul>	
		<ul style="list-style-type: none"> <li>• Sub-systems for cubesatellites such as attitude control systems, reaction wheels, star trackers and power systems</li> <li>• Satellite constellations</li> </ul>	<ul style="list-style-type: none"> <li>• Specialized sub-system knowledge</li> </ul>	

Source: company information, BIS research – Global CubeSat Market

# COMMERCIAL SOLUTIONS ROADMAP



Source: company information



# CUSTOMER CASE STUDIES

			Customer segment	Geographical involvement	Project description	Mission objectives
SEAM - 2017			Academia		<ul style="list-style-type: none"> <li>• Collaboration with companies led by the Royal Institute of Technology and the Swedish astronaut Christer Fuglesang</li> <li>• Electromagnetically clean satellite</li> </ul>	To jointly develop a nanosatellite platform for advanced scientific missions
AISTECH - 2017			Commercial		<ul style="list-style-type: none"> <li>• GomSpace supplies platforms, subsystems and some payloads for 100 nanosatellite platforms</li> </ul>	Bidirectional communication for asset tracking, space imaging and aviation tracking and surveillance
Sky and Space Global Ltd. - 2017			Commercial		<ul style="list-style-type: none"> <li>• Pursue to operate an equatorial constellation of hundreds of satellites before 2020</li> </ul>	Data connectivity (low bandwidth) and voice services as subscriptions
Aerial & Maritime Ltd. - 2016			Commercial		<ul style="list-style-type: none"> <li>• GomSpace owned JV with offices in Mauritius, Ghana and Denmark</li> <li>• Constellation of 8 satellites to be launched into equatorial orbit</li> <li>• Plans of making a constellation of 80 to 100 satellites</li> </ul>	Monitoring civilian aircrafts and vessels globally based on reception of ADS-B and AIS-signals, respectively
Kleos Space - 2018			Commercial		<ul style="list-style-type: none"> <li>• Kleos aims to guard borders, protect assets and save lives by delivering global activity based intelligence &amp; geolocation as a service</li> </ul>	Full constellation delivering near-real-time global observation
NEO - 2018			Scientific		<ul style="list-style-type: none"> <li>• Advanced study initiated by ESA Science Directorate that has never worked with nanosat technology before</li> </ul>	Assess existing platform technology usability to supporting future deep space missions
GOMX-4A & GOMX-4B 2018			Defence		<ul style="list-style-type: none"> <li>• Next generation satellites that are optimally designed for covering large areas as they can fly in tandem formation</li> <li>• Include surveillance of the Arctic area</li> </ul>	To demonstrate interlink communication on nanosatellite tandem formation flights and data retrieval

Source: company information

# SPIN-OUT STRATEGY FOR NEW APPLICATIONS

## GomSpace will develop new applications

### BREADTH OF KNOWLEDGE

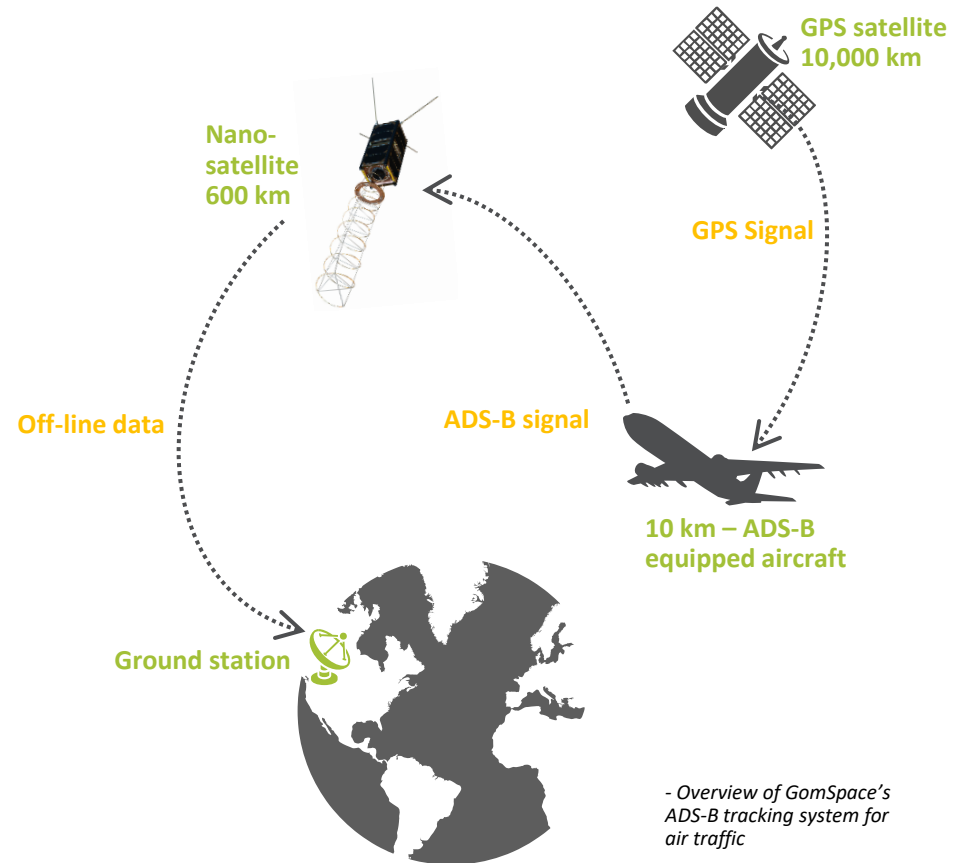
- Many new applications become viable as the cost is reduced by using nanosatellites
- Application development requires deep space knowledge
- Established service providers need to be educated to fully understand the new possibilities with nanosatellites

### 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 from 2018
- **Satellite performance monitoring** is being prepared for spin-out – BeamWatch
- **VHF connectivity** between airlines and air traffic towers via satellite

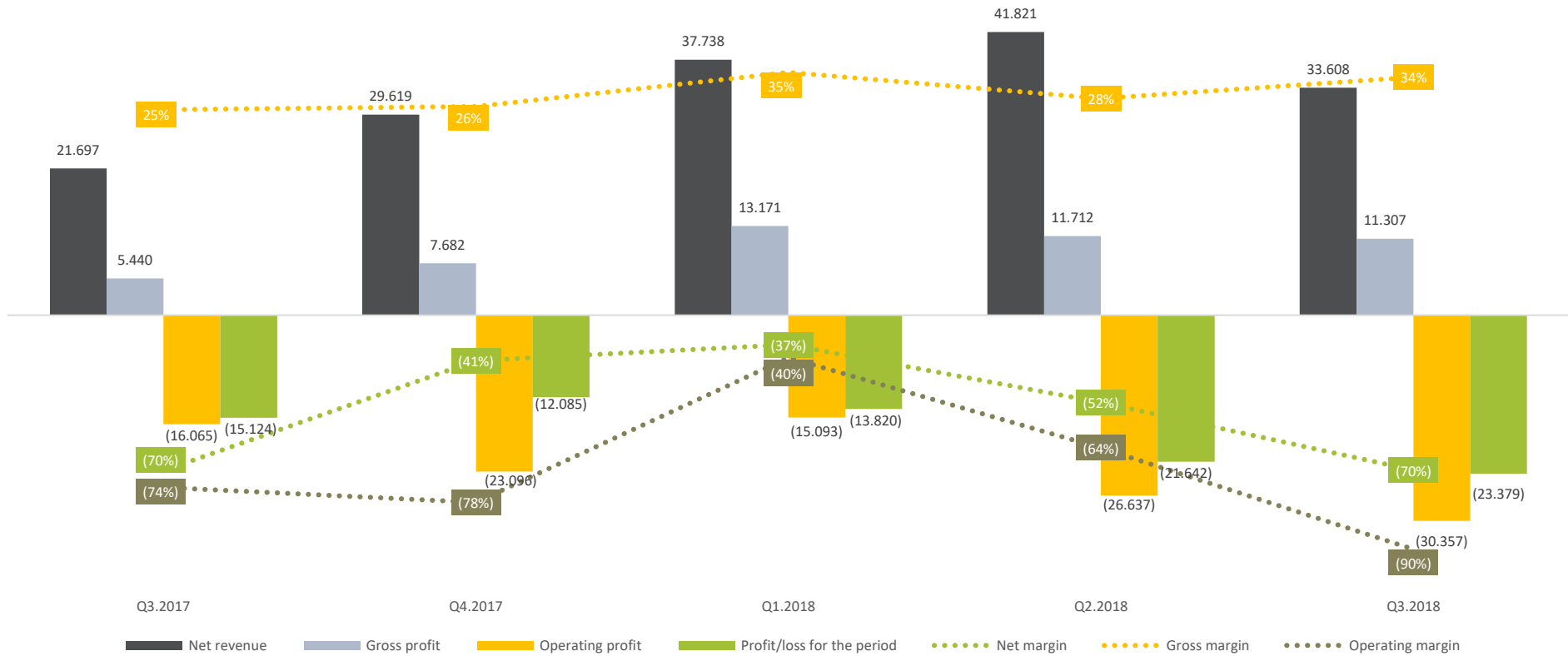


Source: company information

# FINANCIAL PERFORMANCE (1/3)

## Income statement development – Q3 2017 – Q3 2018

SEK thousands

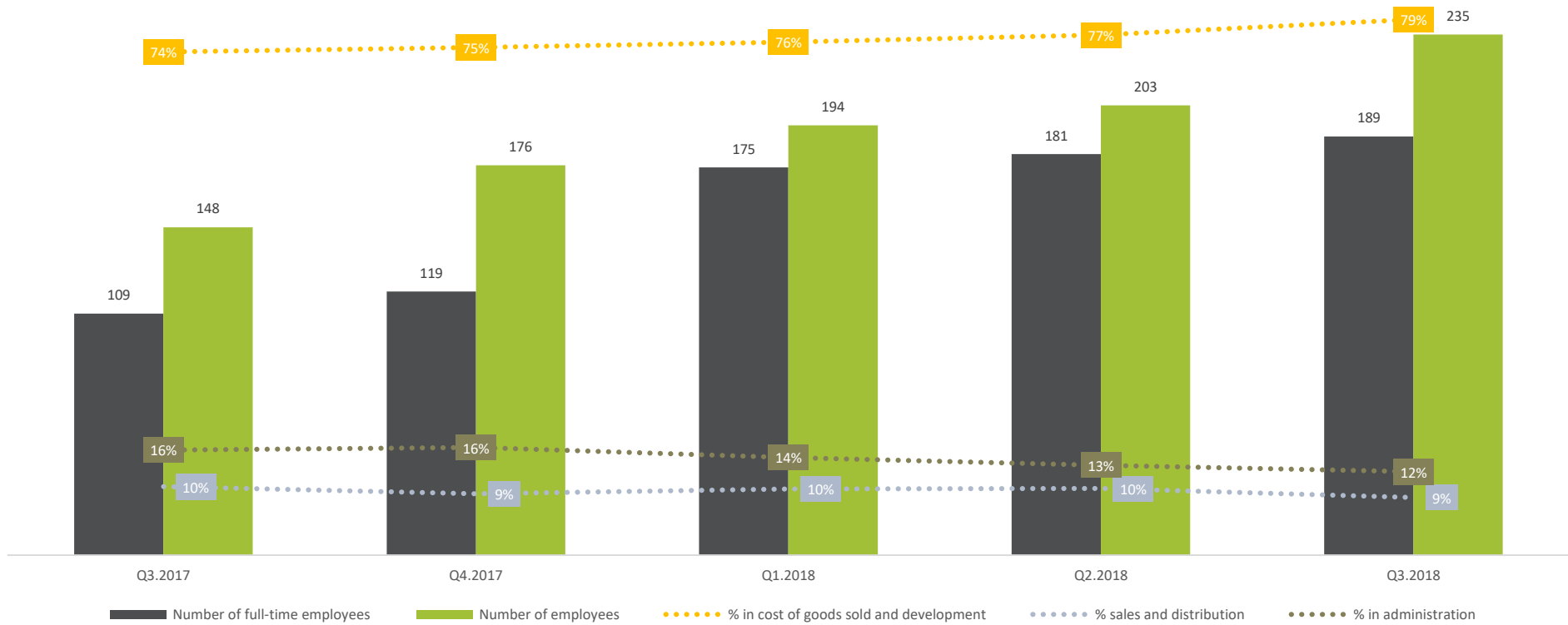


Source: company information

# FINANCIAL PERFORMANCE (2/3)

## Employee development – Q3 2017 – Q3 2018

Number of employees

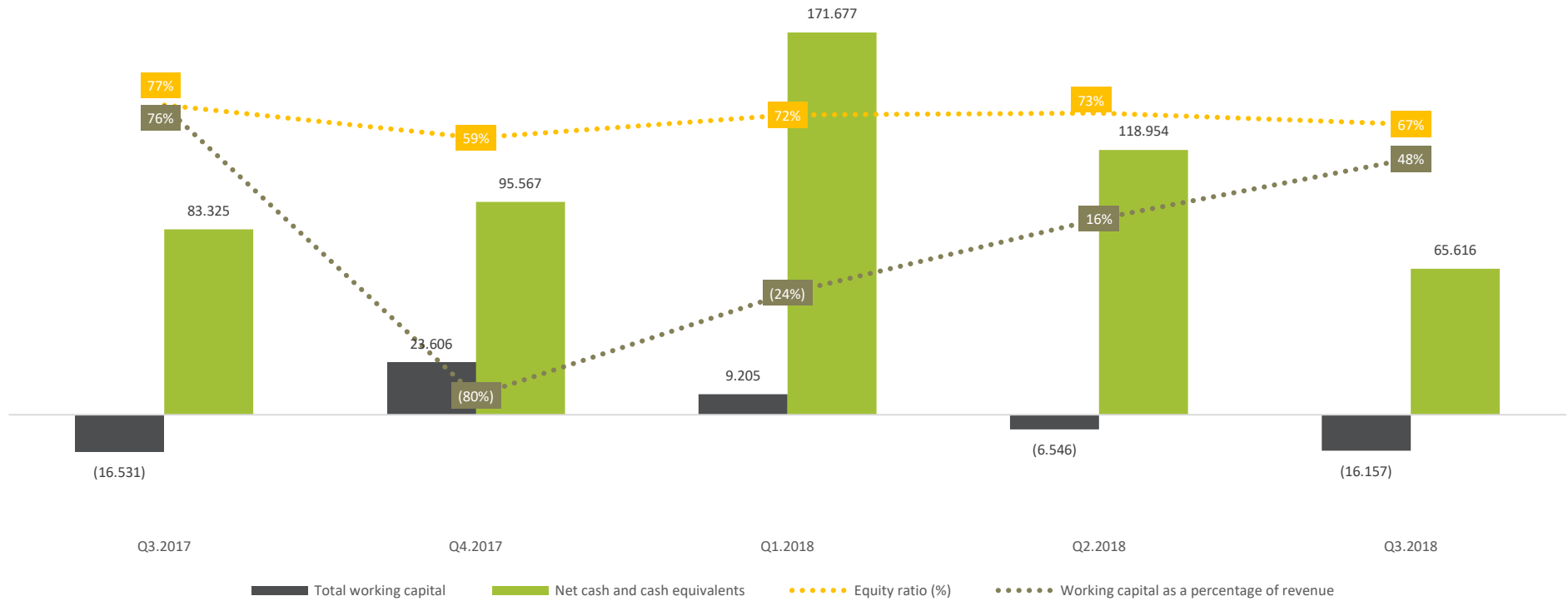


Source: company information

# FINANCIAL PERFORMANCE (3/3)

## Working capital and cash evolution – Q3 2017 – Q3 2018

SEK thousands



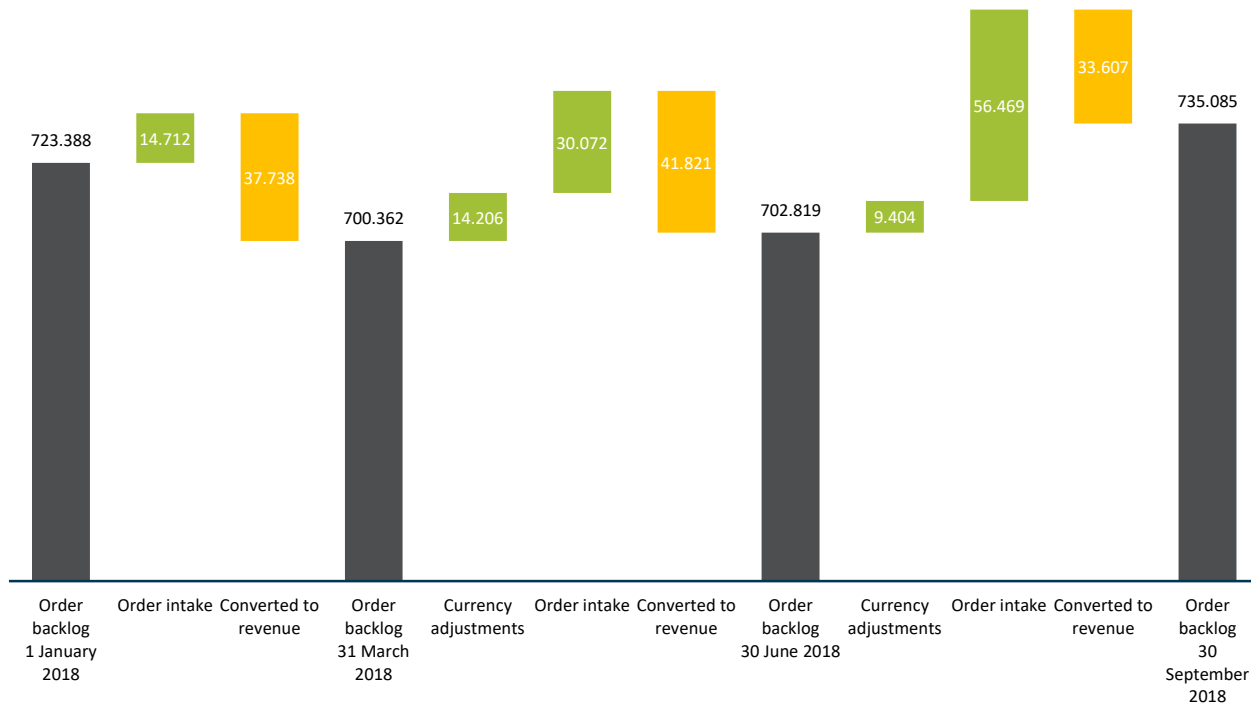
Source: company information



# ORDER BOOK

## Order book development Q1 – Q3 2018

SEK thousands



## Comments

- As at 30 September 2018, the order book amounted to SEK 735 million<sup>1</sup> which gives GomSpace significant room for further growth
- GomSpace expects to convert additionally SEK 35-55 million of the current backlog into revenue during the remaining part of 2018
- 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 623 million relates to the commercial customer Sky and Space Global  
Source: company information

# FINANCIAL KPI GOALS

## KPI goals

**>SEK 1.5 billion**  
in sales

2023

**>50%**  
gross margin

Medium term

**Dividend policy**  
No dividend in the short to medium term

2018-2023

SEK million	2013	2014	2015	2016	2017	2018 LTM
Turnover	9.7	26.6	34.1	54.1	96.4	142.8
Gross margin	38%	41%	50%	47%	28%	31%
Number of employees	8	16	30	77	176	235
Profit before tax	0.0	1.6	(3.1)	5.5	(66.5)	(90.7)



Source: company information

# 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

- Continue development of existing products for industrial production to lower costs
- Build production and accelerate outsourcing
- Open up facilities in new geographical areas
  - Subsidiaries in UK, France, India and United Arab Emirates to get a local presence and gain access to government orders

### Development of new applications

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

### Establish constellation management

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



**GOMSPACE**

The logo for GOMSPACE features the word "GOMSPACE" in a bold, white, sans-serif font. A green orbital ring with a small white satellite icon is positioned around the "O" and "M" characters.