

COMPANY PROFILE

HENSOLDT, headquartered in Taufkirchen near Munich, Germany, is a German champion for defence and security sensor solutions. In Europe, we are the largest pure-play defence and security electronics house with leadership positions across mission-critical defence and non-defence solutions (source: Renaissance Strategic Advisors).

As the leading pure-play defence and security electronics specialist in Europe with a platform-independent approach (source: Renaissance Strategic Advisors), HENSOLDT offers cutting-edge technologies to a broad customer base. Our portfolio comprises sensor solutions in the fields of radar, electronic warfare, avionics (electronic systems used on aircraft, such as crash recorders), and optronics (electro-optical systems, such as thermal imaging devices).

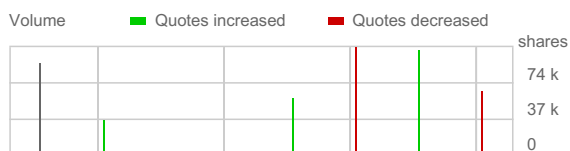
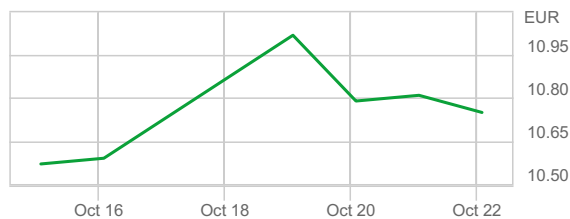
Our products are used to protect defence platforms, critical infrastructure, civil institutions, and wildlife.

HENSOLDT combines a resilient, customer-centric business model based on platform-independent solutions with attractive margins and promising value growth.

We categorise our technology and products into four divisions: (i) Radar, IFF & COMMS, (ii) Spectrum Dominance & Airborne Solutions, (iii) Customer Solutions and (iv) Optronics. However, we often provide a variety of our products from different divisions to a specific platform or combine technologies developed in different divisions to build an integrated product. To complete our broad product offering and to ensure customised concepts, we assist our clients with integrated logistics and service support.

We operate in the domains air, land, sea, and security.

SHARE CHART



SHAREHOLDER STRUCTURE

coming soon

MANAGEMENT BOARD



Peter Fieser
CHRO



Thomas Müller
CEO



Axel Salzmann
CFO

SUPERVISORY BOARD

- > Johannes P. Huth
- > Jürgen Bühl*
- > Winfried Fetzer*
- > Ingrid Jägering
- > Christian Ollig
- > Julia Wahl*
- > Armin Maier-Junker*
- > Dr. Frank Döngi*
- > Prof. Dr. h.c. Wolfgang Ischinger
- > Marion Koch*
- > Prof. Dr. Burkhard Schwenker
- > Claire Wellby

*: Employee representative

STOCK FUNDAMENTALS

ISIN	DE000HAG0005
WKN	HAG000
Reuters Code	MUL
Index	Prime Standard (regulated market)
Segment	Prime Standard
No. of shares	105,000,000
Market Cap	EUR 1.13 bn
52 week high	0.00 EUR
52 week low	0.00 EUR
Stock exchanges	Frankfurt Stock Exchange

FINANCIAL CALENDAR

Nov 10, 2020 Publication quarterly statement (call-date Q3)

GROUP KEY FIGURES

Key performance indicators	2019	2018	2017 ¹
Revenue	1,114	1,110	917
Sensors	837	862	704
Radar/IFF/Datalink	362	382	269
Spectrum Dominance & Airborne Solutions	277	319	289
Customer Services	192	145	130
Others / Elim.	7	17	16
Optronics	277	249	215
Elimination / Transversal / Others	(0)	(1)	(2)
Order Intake ^{2/sup>}	1,040	1,160	1,042
thereof Sensors	658	879	
thereof Optronics	383	281	
Order backlog ³	2,202	2,261	2,052
thereof Sensors	1,568	1,693	
thereof Optronics	635	568	
Earnings before finance cost and income tax (EBIT)	62	22	(69)
Net profit/loss for the year	8	(60)	(100)
Adjusted EBIT ⁴	161	148	145
thereof Sensors	122	112	115
thereof Optronics	40	35	26
Adjusted EBITDA ⁵	216	190	164
thereof Sensors	163	146	
thereof Optronics	54	44	
Adjusted pre-tax unlevered Free Cash Flow ⁶	75	92	133
Capital expenditure (incl. intangible assets)	81	60	39
Research and development costs	31	32	30
Employees as of December 31	5,461	4,457	4,220

¹ 2017: Sum of ten months audited financials post KKR acquisition.

² Order intake is defined as orders where the corresponding selling contract becomes effective and enforceable in accordance with the terms and conditions of the contract.

³ Order backlog is defined as the value of the order book at a respective reporting date by keeping record of customer orders starting from the opening stock and taking into account revenue and adjustments for the respective reporting period, and ending with the final stock.

⁴ Adjusted EBIT is defined as EBIT adjusted for certain non-recurring effects relating to effects on earnings from purchase price allocations, transaction costs, separation costs, and other non-recurring effects.

⁵ Adjusted EBITDA is defined as EBIT adjusted for depreciation and amortization (including non-recurring effects on earnings from purchase price allocations), as well as certain non-recurring effects relating to transaction costs, separation costs, and other non-recurring effects.

⁶ Adjusted Pre-Tax Unlevered Free Cash Flow is defined as the sum of (a) cash flows from operating activities, adjusted for (i) certain non-recurring effects relating to (α) transaction costs, (β) separation costs, and (γ) other non-recurring effects, (ii) interest paid (including, in 2019, interest on lease liabilities), (iii) income taxes payments/refunds, (iv) share of profit in entities recognized according to the equity method, as well as (v) disposals of associates, other investments and other noncurrent investments, and (b) cash flows from investing activities, adjusted for (i) proceeds from sale of intangible assets and property, plant and equipment, (ii) acquisition of associates, other investments and non-current investments, (iii) acquisition or subsidiaries net of cash acquired, (iv) disposals of associates, other investments and other non-current investments, as well as (v) other.

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