



HENSOLDT - H1 2021 results

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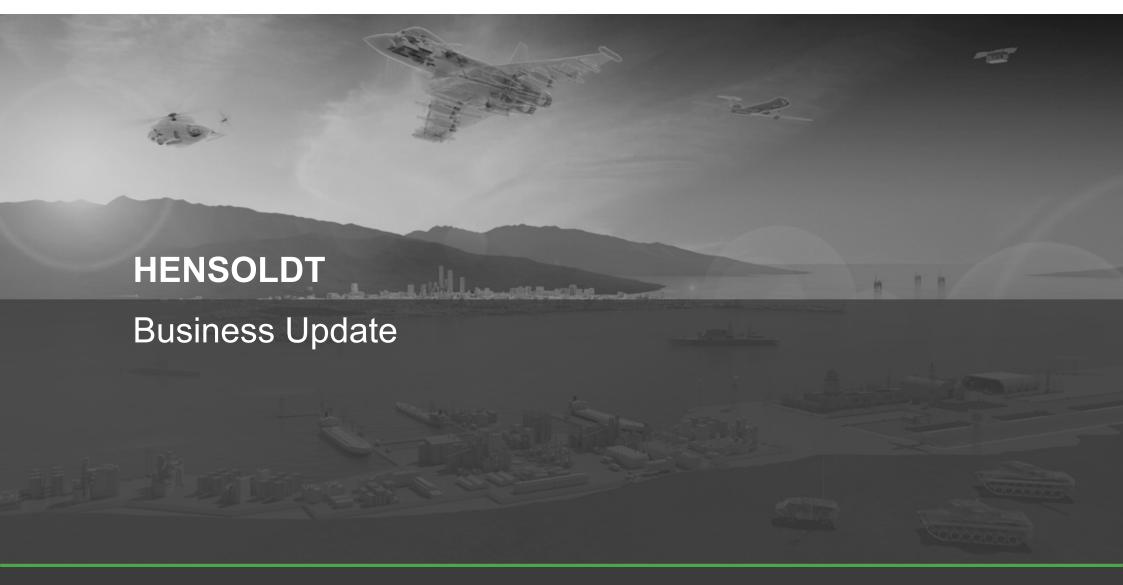
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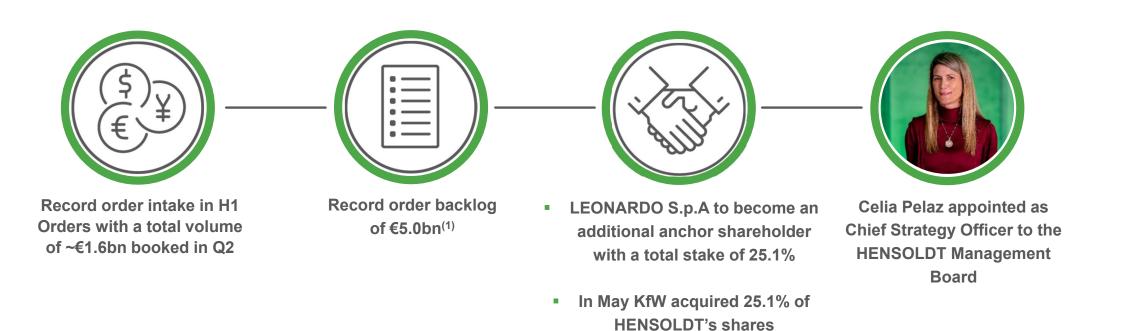
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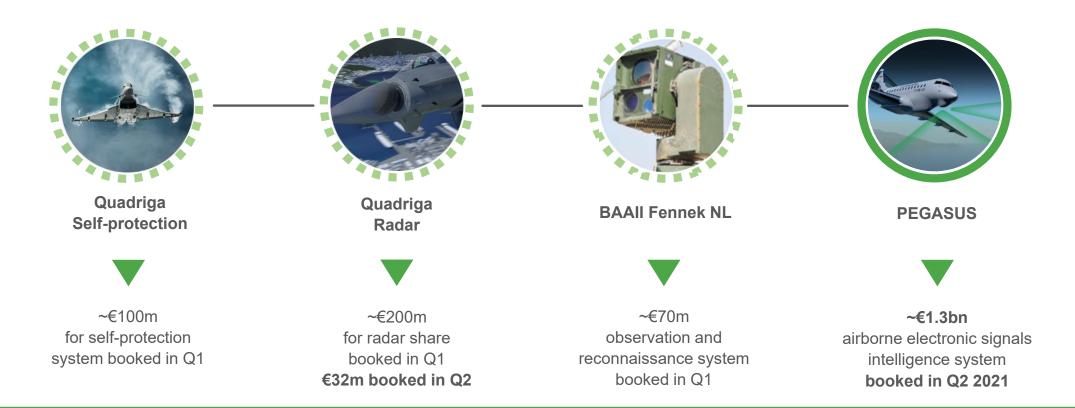
HENSOLDT: Strong momentum continues



(1) Order backlog is defined as the value of the order book at the 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



Pipeline transforms into order intake of €2.112m in first half year





Strategic position strengthened across all domains in Germany





potential for entire fleet (82 HC)

expected in H2/2021

with FITA

cooperation with ELTA

Strategic position strengthened across all domains in Germany



Twin Optronic Mast systems
OMS150 and OMS 300
for new German/Norwegian
submarines

IFF System for air-deployable German Airforce airport

Sensor upgrade for commander and gunner sights and self-protection system MUSS Optronics and laser detection systems for the new German 424 class



Other European key programs continue to evolve





Eurodrone with partner nations

France, Italy, Spain

securing major share

in overall MGCS sensor system

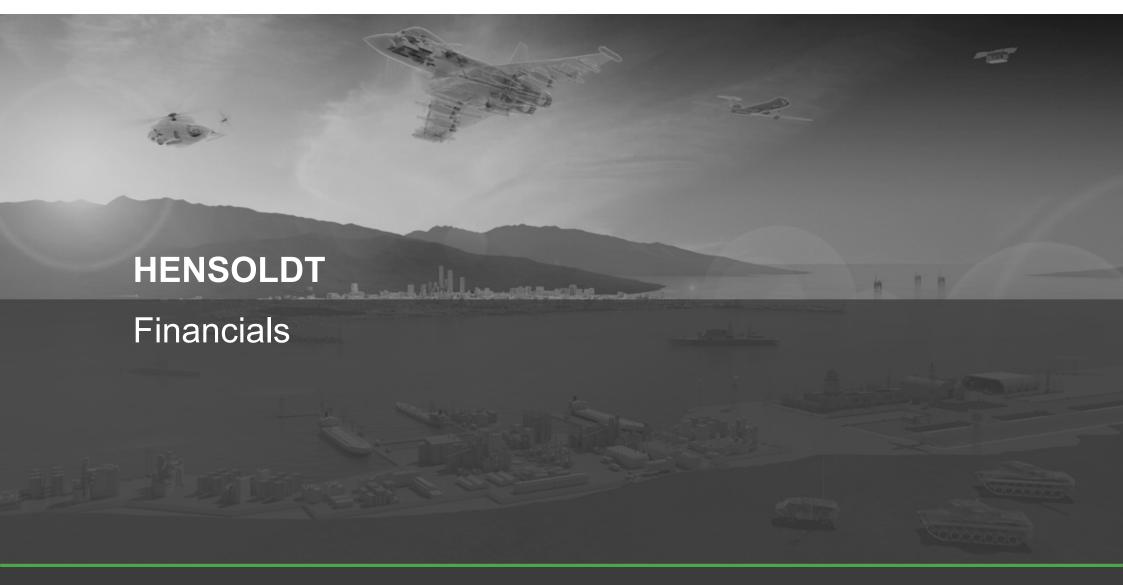
study in negotiation

HENSOLDT is fully on track



- We continue to 'walk the talk' and deliver on our guidance
- We continue to benefit from the growth momentum in the defence electronics sector
- We further expanded our position in German and European key programs







H1 2021 – growth in top line exceeds own expectations

H1 order intake again on significant level



Further increase due to PEGASUS contract

Entire business develops above expectations

Sustainable growth



Revenue increased by 10.4%

Ramp-up of key programs as expected



Book-to-bill at 4.3x

Order backlog (2)

H1 2020

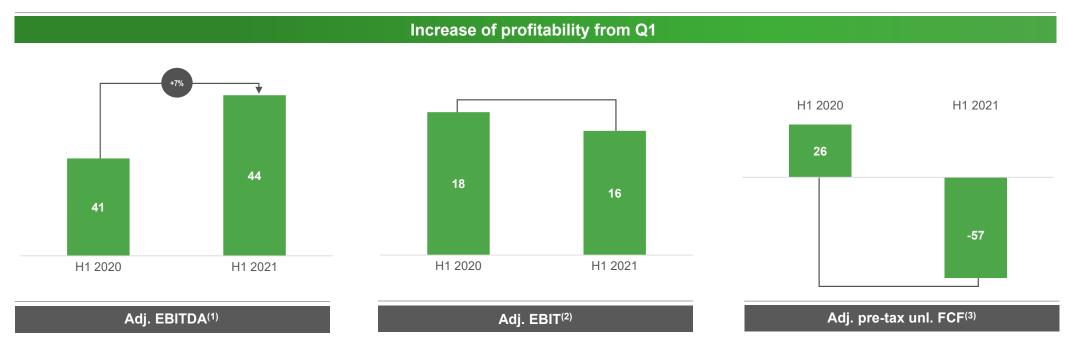
Firm order backlog at €5bn covering guided revenues 2021 >3x

(1) 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. (2) Order backlog is defined as the value of the order book at the 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.



H1 2021

H1 2021 – bottom line develops above own expectations



Profitability driven by higher volume, pass-through business and projects in early stage of life-cycle

Liquidity better than planned despite investments in working capital

Investment in bid budget and self-funded R&D ensure further growth

(1) 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 (2) Adjusted EBIT adjusted for certain non-recurring effects relating to effects relating to effects on earnings from purchase price allocations, transaction costs, separation costs, and other non-recurring effects. ((3) Adjusted Pre-Tax Unlevered Free Cash Flow is defined as free cash flow adjusted for non-recurring operating effects as well as interest, tax and M&A activities. The free cash flow is defined as sum of the cash flows from operating and investing and investing and investing activities as reported in the consolidated cash flow statement.

We walk the talk and are well positioned



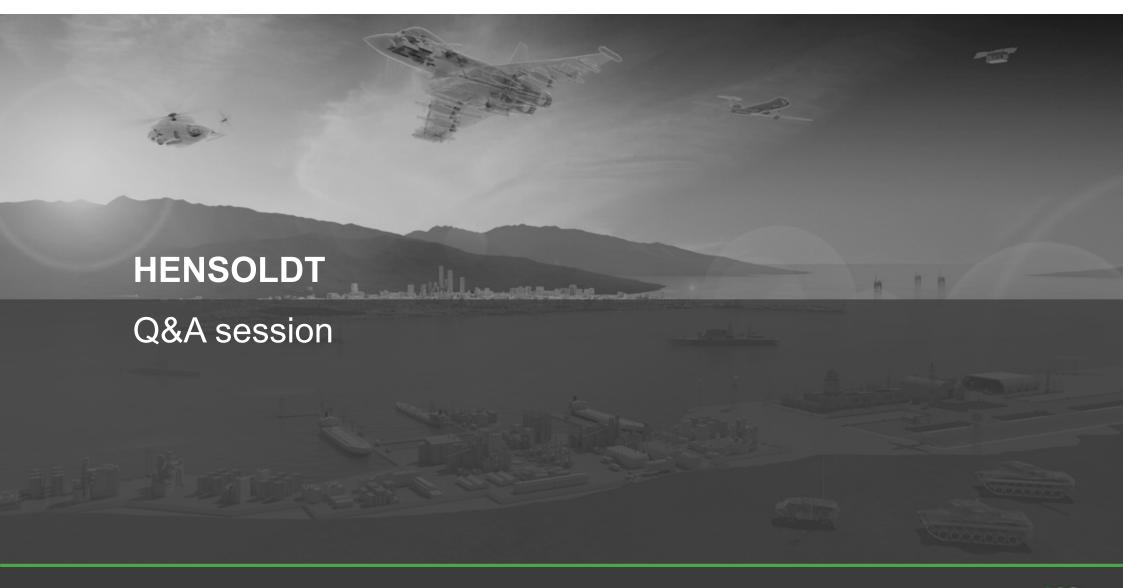
HENSOLDT is **fully on track**

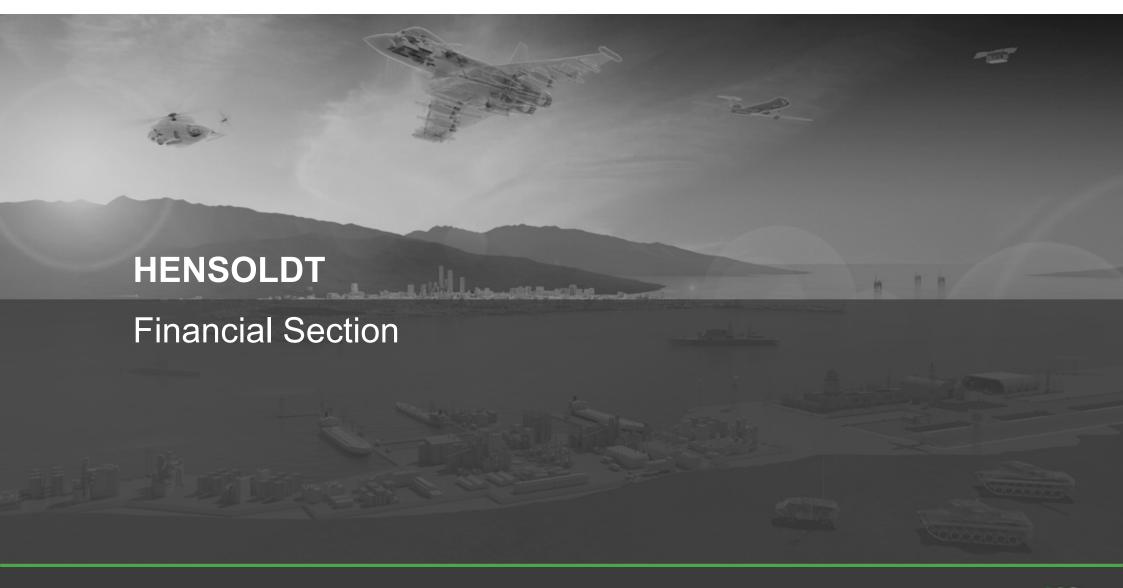
- Pipeline further materializes
- Again record level of order backlog
- High visibility of revenues
- KPIs exceed own expectations

HENSOLDT confirms short- and mid-term guidance for all KPIs

- Further growth in top and bottom line
- Profitability remains on high level due to efficient project execution
- Further investments in technology leadership
- Operative cash generation enables further deleveraging







Consolidated Income Statement

		First half year	
€m	2021	2020	
Revenue	486.2	440.3	
Cost of sales	(414.4)	(374.8)	
Gross profit	71.8	65.5	
Selling and distribution expenses	(48.9)	(42.2)	
General administrative expenses	(39.0)	(37.7)	
Research and development costs	(15.1)	(13.9)	
Other operating income	18.9	9.7	
Other operating expenses	(7.6)	(8.9)	
Share of profit/loss from investments accounting for using the equity method	(2.0)	(1.8)	
Earnings before finance result and income taxes (EBIT)	(21.9)	(29.3)	
Interest income	4.3	2.0	
Interest expense	(24.0)	(85.4)	
Other finance income/costs	3.4	(4.5)	
Finance result	(16.3)	(87.9)	
Earnings before income taxes	(38.2)	(117.2)	
Income taxes	9.7	28.3	
Group result	(28.5)	(88.9)	
thereof attributable to the owners of HENSOLDT AG	(27.1)	(88.4)	
thereof attributable to non-controlling interests	(1.4)	(0.5)	



Consolidated Statement of Cash Flows

	First half year		
€m	2021	2020	
Group result	(28.5)	(88.9)	
Depreciation and amortization	60.1	57.7	
Financial expenses (net)	17.1	83.4	
Change in net working capital ⁽¹⁾	(43.7)	43.2	
Interest paid	(18.7)	(22.4)	
Income tax expense	(9.7)	(28.3)	
Other ⁽²⁾	(15.3)	(2.8)	
Cash flows from operating activities	(38.7)	41.9	
Acquisition/addition of intangible assets and property, plant and equipment	(48.2)	(50.6)	
Acquisition of associates, other investments and other non-current investments	(4.6)	1.6	
Acquisition of businesses net of cash acquired	(8.4)	-	
Other ⁽³⁾	0.1	0.2	
Cash flows from investing activities	(61.1)	(48.8)	
Proceeds/repayment of financial liabilities ⁽⁴⁾	(239.2)	203.5	
Payment of lease liabilities	(7.7)	(6.7)	
Dividends paid to shareholders of HENSOLDT AG	(13.7)	-	
Transaction cost on issue of equity	(3.3)	-	
Cash flows from financing activities	(263.9)	196.8	
Effects of movements in exchange rates on cash and cash equivalents	0.0	(3.6)	
Other adjustments	-	(2.1)	
Net changes in cash and cash equivalents	(363.7)	184.2	
Cash and cash equivalents			
Cash and cash equivalents at beginning of period	645.5	137.4	
Cash and cash equivalents at end of period	281.8	321.6	

(1) Includes changes in provisions, inventories, contract balances, trade receivables, trade payables, other assets and liabilities. (2) Includes Allowances on inventories, trade receivables and contract assets, Profit/loss from disposals of non-current assets, Share of profit in entities accounting for using the equity method, Other non-cash expenses/income, Income taxes payments / refunds, (3) Proceeds from sale of intangible assets and property, plant and equipment and Other cash flows from investing activities, (4) Proceeds / repayment from financial liabilities and Change in other financial liabilities.

Consolidated Statement of Financial Position – Assets

		As at		
€m	H1 2021	YE 2020		
Non-current assets	1,339.	5 1,313.4		
Goodwill	651.	9 637.2		
Intangible assets	393.	5 386.2		
Property, plant and equipment	103.	103.1		
Right-of-use assets	145.	3 143.5		
Investments and other financial assets ⁽¹⁾	17.	5 12.3		
Other non-current assets	3.4	4.8		
Deferred tax assets	24.	1 26.3		
Current assets	1,361.	7 1,634.2		
Other ⁽²⁾	11.3	19.9		
Inventories	501.	3 403.7		
Contract assets	193.	5 204.4		
Trade receivables	242.	1 282.0		
Other currents assets	131.	78.7		
Cash and cash equivalents	281.	645.5		
Total assets	2,701	2,947.6		

(1) Includes Investments accounted for using the equity method, Other investments and non-current other financial assets, Non-current other financial assets. (2) Includes Other non-current financial assets, due on short-notice, Other current financial assets, Income tax receivables.



Consolidated Statement of Financial Position - Equity and Liabilities

	As at		
€m	H1 2021	YE 2020	
Share capital	105.0	105.0	
Capital reserve and other reserves ⁽¹⁾	537.5	510.5	
Retained earnings	(308.7)	(281.6)	
Equity held by shareholders of HENSOLDT AG	333.8	333.9	
Non-controlling interests	11.2	12.9	
Equity, total	345.0	346.8	
Non-current liabilities	1,235.2	1,257.1	
Non-current provisions	454.4	482.6	
Non-current financing liabilities ⁽²⁾	602.8	601.5	
Non-current contract liabilities	22.5	16.0	
Non-current lease liabilities	142.7	140.3	
Other non-current liabilities	6.9	9.0	
Deferred tax liabilities	5.9	7.7	
Current liabilities	1,121.0	1,343.7	
Current provisions	161,9	193.6	
Current financing liabilities(3)	219.9	461.1	
Current contract liabilities	449.4	416.8	
Current lease liabilities	15.4	13.7	
Trade payables	188.1	164.0	
Other current liabilities	84.4	86.9	
Tax liabilities	1.9	7.6	
Total equity and liabilities	2,701.2	2,947.6	

(1) Includes Capital reserve, Other reserves. (2) Includes Non-current financing liabilities, Other non-current financial liabilities. (3) Includes Current financing liabilities, Other current financial liabilities.



Reconciliation of reported to adjusted pre-tax unlevered FCF

		First half year		
€m	2021	2020		
Cash flows from operating activities	(38.7)	41.9		
Cash flows from investing activities	(61.1)	(48.8)		
Free cash flow	(99.8)	(6.9)		
(+) Transaction costs	0.2	0.9		
(+) Separation costs	-	(0.1)		
(+) IPO related costs	3.5	3.9		
(+) Other non-recurring effects	4.7	7.5		
(+) Interest ⁽¹⁾ , income taxes ⁽²⁾ and M&A-activities ⁽³⁾	34.1	20.9		
Adjusted pre-tax unlevered free cash flow	(57.3)	26.2		
Cash flows from financing activities	(263.9)	196.8		

(1) Defined as 'Interest paid' as reported in the consolidated cash flow statement. (2) Defined as 'Income taxes payments / refunds' as reported in the consolidated cash flow statement. (3) Defined as sum of 'Share of profit in entities accounting for using the equity method', 'Proceeds from sale of intangible assets and property, plant and equipment', 'Acquisition of associates, other investments and other non-current investments', 'Acquisition of businesses net of cash required' and 'Other cash flows from investing activities' as reported in the consolidated cash flow statement.



Reconciliation of order intake, segment revenue and adjusted EBITDA to group figures

	First half ye	ear
€m	2021	2020
Order intake	2,111.6	1,775.6
Sensors	1,904.7	1,654.6
Optronics	209.6	122.0
Elimination/Transversal/Others	(2.7)	(1.1)
€m		
Revenue	486.2	440.3
Sensors	375.7	343.5
Optronics	111.3	97.7
Elimination/Transversal/Others	(0.8)	(0.9)
€m		
Adjusted EBITDA ⁽¹⁾	44.1	41.3
Sensors	35.7	32.8
Optronics	10.7	10.3
Elimination/Transversal/Others	(2.3)	(1.8)

(1) 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, IPO related costs and other non-recurring effects.



Overview of EBITDA and EBIT adjustments

EBITDA ad	djustments ((€m)
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	H1 2021	H1 2020
EBIT	(21.9)	(29.3)
(+) Depreciation	21.5	19.5
(+) Amortization	38.6	38.2
EBITDA	38.2	28.4
(+) Transaction costs	0.1	0.4
(+) Separation costs	-	-
(+) IPO related costs	0.8	4.2
(+) Other non-recurring effects	5.0	8.3
Adj. EBITDA	44.1	41.3

EBIT adjustments (€m)

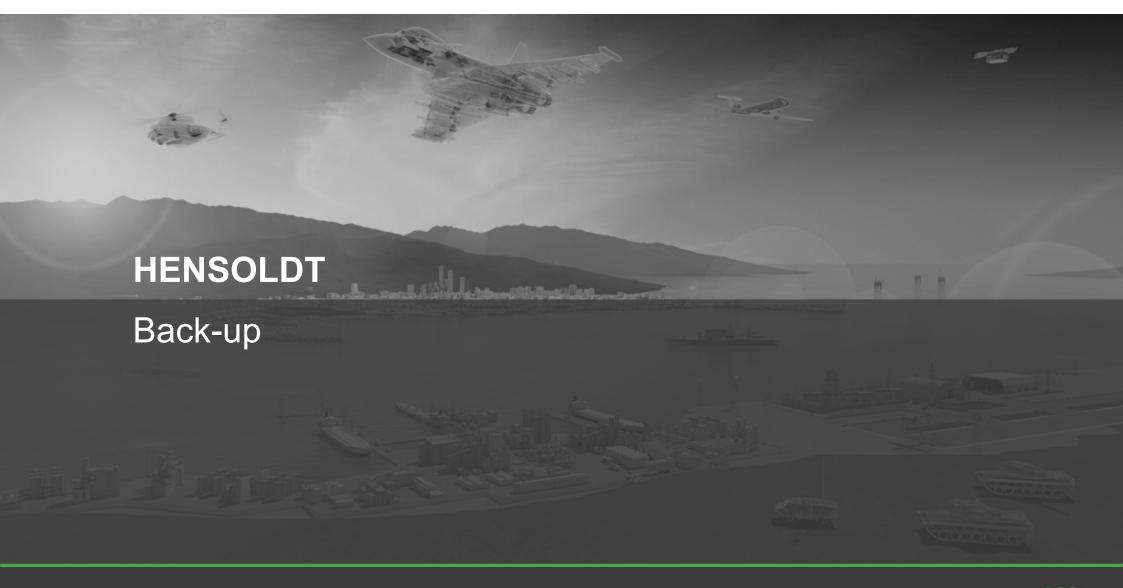
	H1 2021	H1 2020
EBIT	(21.9)	(29.3)
(+) Effect on earnings from purchase price allocations	31.8	34.3
thereof intangible assets	31.5	34.0
thereof property, plant and equipment	0.3	0.3
thereof inventories	-	-
(+) Transaction costs	0.1	0.4
(+) Separation costs	-	-
(+) IPO related costs	0.8	4.2
(+) Other non-recurring effects	4.9	8.5
Adj. EBIT	15.7	18.1



Q2 Key KPIs HENSOLDT Group

€m		
	Q2 2021	Q2 2020
Order intake	1,565.4	1,591.0
Book-to-bill ratio ⁽²⁾	5.6	6.5
Revenue	277.4	243.7
Adjusted EBIT ⁽³⁾	14.1	10.4
Adjusted EBITDA ⁽⁴⁾	29.0	21.8
Adjusted EBITDA margin	10.5%	8.9%
Adjusted pre-tax unlevered free cash flow ⁽⁵⁾	-25.3	42.4

(1) Order backlog is defined as the value of the order book at the 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. (2) Book-to-Bill ratio is defined as order intake / reported revenue for the relevant period. (3) Adjusted EBITD is defined as EBIT adjusted for certain non-recurring effects relating to the felects on earnings from purchase price allocations, we all as certain non-recurring effects (a) Adjusted period and M&A activities and M&A activities interest, tax and M&A activities and M&A activities interest, tax and M&A activities and M&A activities interest, tax and MAA activities well as certain non-recurring electrost relating to transaction costs, separation costs, in order costs and other non-recurring electrost, ear and more activities as reported in the consolidated costs and other non-recurring electrost, tax and M&A activities. The free cash flow is defined as sum of the cash flows from operating and investing activities as reported in the consolidated cash flow adjusted for non-recurring operating effects as well as interest, tax and M&A activities. The free cash flow is defined as sum of the cash flows from operating and investing activities as reported in the consolidated cash flow adjusted for non-recurring operating effects as well as interest, tax and M&A activities. The free cash flow is defined as sum of the cash flows from operating and investing activities as reported in the consolidated cash flow is defined as sum of the cash flows from operating and investing activities as reported in the consolidated cash flow is defined as sum of the cash flows from operating and investing activities. The free cash flow is defined as sum of the cash flows from operating and investing activities as reported in the consolidated cash flow is defined as sum of the cash flows from operating and investing activities. The free cash flow is defined as sum of the cash flows from operating and investing activities. The free cash flow is defined as sum of the cash flows from operating and investing activities. The free cash flow is defined as sum of the cash flows from operating and investing activities. The free cash flow is defined as sum of the cash flows from operating and investing activities. The free cash flow is defined as sum of the cash flows from operating activities.





Guidance 2021 and medium term targets confirmed

	2021 target	2022 target	Medium term target	
Book-to-bill ratio ⁽¹⁾	~2x	>1x	>1x	
Revenue / revenue growth	€1.4-1.6bn	Mid teens growth	Mid to high single digit	
Adj. EBITDA margin ⁽²⁾	~18% Excl. pass-through revenues (~€100m) with effects from early stage of major projects	recovery to approx. 2019 levels in the medium term excl. pass-through revenues (~€150m) in short term		
Adj. pre-tax unlevered FCF ⁽³⁾	NWC: stable in absolute terms, thereafter falling slightly as % of Cash tax rate: 2022: 10-12% thanks to use of tax loss carryforwards, me			
Net leverage ⁽⁴⁾	<2.25x <2x		2x	
Dividend	Up to 20% of adj. net income	Up to 20% of adj. net income	30-40% of adj. net income	
Capex and intangible investment	€85-90m p.a. Capex: 2.0-2.5 (o/w €50-55m capitalized R&D) Cap. R&D: 2.0-3			
D&A (% of revenues)	~4% (o/w IAS38 1-2%) of revenue			

(1) Book-to-Bill ratio is defined as order intake / reported revenue for the relevant period. (2) 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, IPO related costs and other non-recurring effects / reported revenue for the relevant period. (3) Adjusted Pre-Tax Unlevered Free Cash Flow is defined as free cash flow adjusted for non-recurring operating effects as well as interest, tax and M&A activities. The free cash flow is defined as sum of the cash flows from operating and investing activities as reported in the consolidated cash flow statement. (4) Net financial leverage including lease liabilities, excluding pensions.

Holistic Group ESG Strategy 2026 released to strengthen performance

Business Integrity	Product Responsibility	Health and Safety	Human Potential	Community Relations	Responsible Sourcing	Planet and Resources
			ê Î ê			
	15 Targets					
	103 Measures (for internal management and external communication)					
120 KPIs (quantitative and qualitative)						



Group Key Targets 2026 to fully embed ESG within business

Clusters		Targets
\bigoplus	Business Integrity	 Demonstrate Business Integrity by ensuring zero breaches of compliance laws (e.g. corruption / bribery, competition, export control). Protect the data of our employees, customers and all other stakeholders and prevent any cases of data leaks. Make digitalization a core contributor to sustainability at HENSOLDT. Leverage sustainable financing and participate in ESG ratings.
	Product Responsibility	 Foster innovation and continuous improvement; further implement guidance for the responsible use of artificial intelligence and other relevant aspects related to HENSOLDT products and services. Develop solutions that protect our society and our planet and enhance wildlife protection and climate observation projects.
5	Health and Safety	 Maintain a LTIFR of under 0.75 to keep employees healthy and safe. Foster our employees' mental and physical well-being.
ÅÅÅ	Human Potential	 Be employer of choice and maintain employee satisfaction above the German government benchmark. Secure equal opportunities and promote a diverse workplace, among others by increasing women in leadership positions to 35 %.
	Community Relations	 Be a good corporate citizen by increasing corporate volunteering hours per employee to 8 per year. Maintain dialogue with stakeholders through 1 stakeholder dialogue at each site per year.
	Responsible Sourcing	Manage supply chain responsibly by identifying and mitigating supplier ESG risks.
	Planet and Resources	 Reduce carbon footprint to achieve CO2 neutrality by 2035. Foster operational environmental protection by certifying 100 % of sites for ISO 14001.



HENSOLDT's ESG achievements and ambitions in 2021

Human Potential Planet Business Integrity Use of hydrogen power Strong focus on diversity and equal Enhanced analysis of ESG risks and Achievements opportunities opportunities within ERM Target set: CO2 Neutrality by 2035 Participation in "UN Target Gender ESG targets account for 30% of manager's Mobility Concept promoting hybrid and electric Diversity" project **LTIP** vehicles Roll-out of trainings on unconscious Roll-out of new Supplier Code of Conduct and Kick-off project Polar Bear Warning Radar biases implementation of Supplier Assessment (PoWR) as part of HENSOLDT Wildlife **Platform** Covid-19 vaccination campaign protection Development of guideline for responsible use of artificial intelligence (AI) in HENSOLDT **Ambitions** Installation of photovoltaic Launch of inclusion action plan products Development of HENSOLDT Group climate Establishment of mentoring programme Enhancement of ESG reporting (GRI Core, strategy in alignment with Science Based UN SDG mapping, EU Taxonomy)



Participation in **ESG rating** (Sustainalytics)

Target Initiative (SBTI)

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HENSOLDT share

- Type of share: Bearer shares
- Stock Exchange: Frankfurt Stock Exchange
- Security reference number: ISIN DE000HAG0005

Reports

- Financial Reports: https://investors.hensoldt.net
- Annual Report: https://annualreport.hensoldt.net
- Sustainability Report: www.hensoldt.net



IR events*

