



# Q2 2022 Business Update

September 28<sup>th</sup> 2022

# Today's speakers



**Klaus Roewe**  
CEO\*

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Former Airbus executive, leading the A320 family and Airbus Services Business



**Geoffrey Richardson**  
CHIEF FINANCIAL OFFICER

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Former CFO of Cruise, oversaw \$7BN+ of Capital into Cruise



**Sebastien Borel**  
SENIOR VICE PRESIDENT COMMERCIAL

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Sales & Marketing Leadership  
Senior roles at Airbus & Honeywell

# Klaus Roewe, CEO\*

- **Lilium Jet industrialization phase**  
no better time to start as CEO\*
- **30-year track record including in A320 Family Head**, production, certification and operational deployment and customer satisfaction
- **My conviction:**
  - Lilium Jet is best architecture for performance & safety
  - Opens up multiple customer segments
  - Scalable to larger form-factors



# Key Highlights

01



**Full transition achieved at 100 kt** confirming computer models and stability of architecture

02



**Battery aging performance** internal cycle tests indicate targeted 800+ cycles for launch

03



**Aircraft industrialization on track** start of assembly of type-conforming aircraft in 2023

04



**Expanded sales portfolio to 483 aircraft** moving toward detailed terms and firm contracts with pre-delivery payments in 2023

05



**Significant interest from premium customers** limited edition including deposits

# Full Transition Flight & Flight Physics Validation

- **Full transition flight achieved at ~100 kt (~190 km/h) – precisely as predicted**
- **Lift from both main & canard wings**
- Test data **validates** robustness of computer models – **supporting certification**
- **Flight test campaign continues** to explore aircraft capabilities



Lilium Test Flight  
Full Transition  
5th Generation Technology Demonstrator



# Battery aging performance

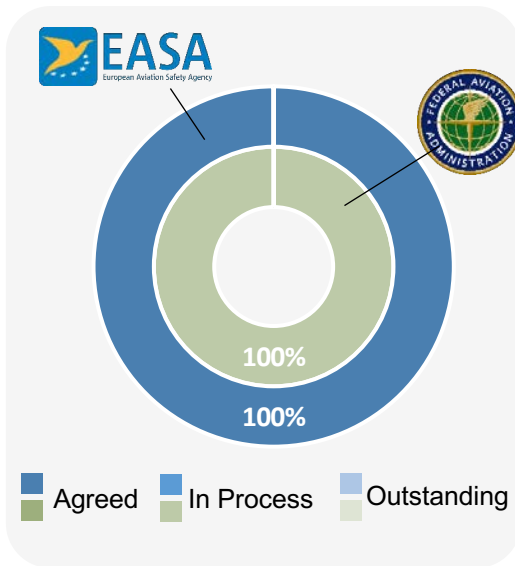
- Internal tests indicate **targeted 800+ cycles for launch with 80% retention**
- **Confirmation of results through independent labs** underway
- **Continuing to improve on same cell technology** prior to launch
- **Business projections assume 800 cycles** at launch



# Certification program progressing well

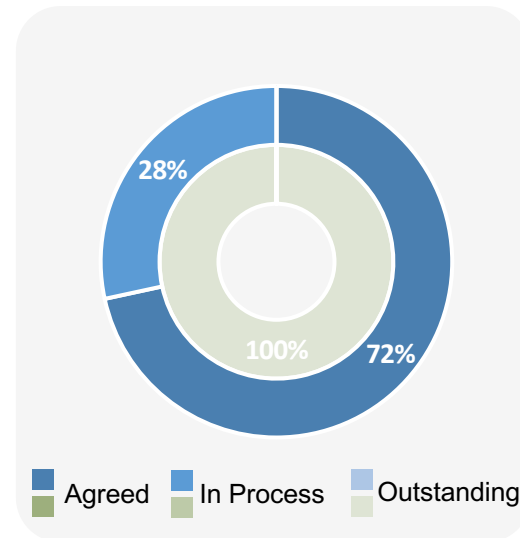
## Certification Basis

Which requirements will apply for the Lilium jet?



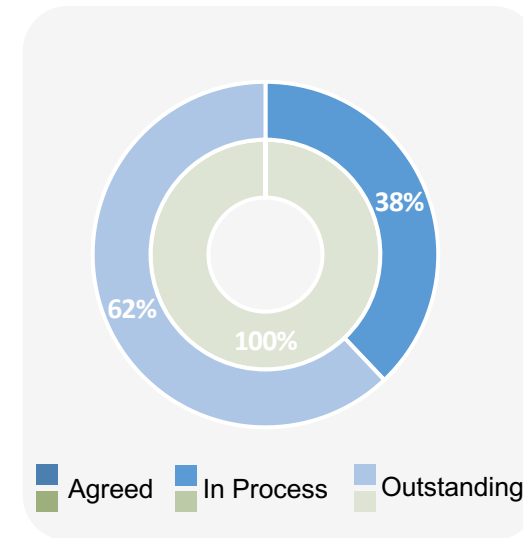
## Means of Compliance

Which means to demonstrate compliance?



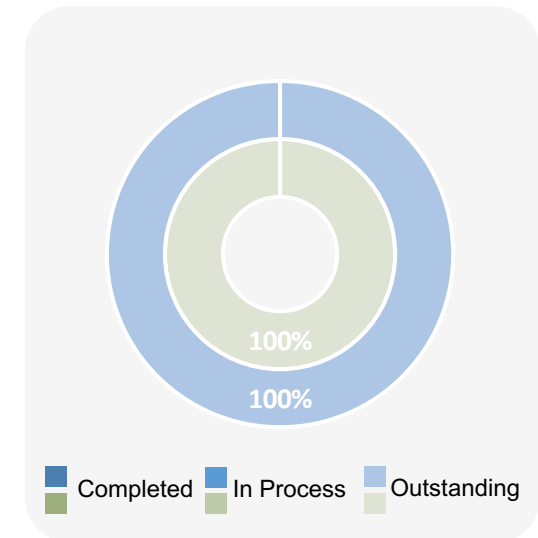
## Certification Plans

Collection of methods and evidences to demonstrate compliance



## Compliance Demonstration

Verification of compliance



\*Outer ring shows status with EASA, inner ring FAA; "In process" refers to proposals submitted by Lilium pending agreement  
Compliance demonstration begins after the certification program is agreed



# Aircraft industrialization on track

- Goal to start assembly of **first type-conforming aircraft in 2023**
- **First manned flight of conforming aircraft targeted in 2024**
- **Additional proven Tier 1 aerospace suppliers** joined our program

**Honeywell**

Screens, computers, speed sensors

**ACITURRI**

Frame and wings

**Explicseat**

Seats

**'TORAY'**

Carbon fibre body

**AERnova**

Flaps

**L3HARRIS™**

Voice recorder

Landing gear, wheels and struts

**MAGROUP**

Interior, interior lights and floor

**DIEHL**

Energy management system

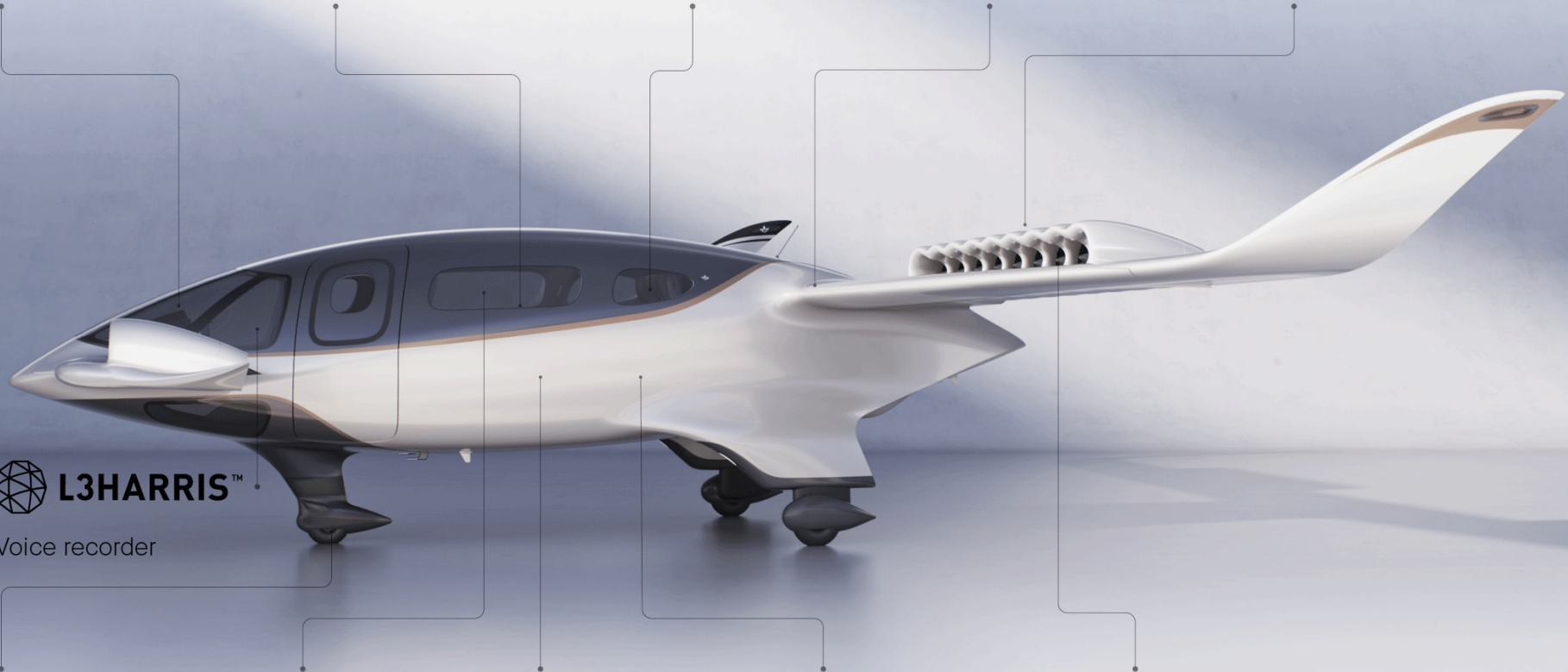
**ASTRONICS**

Cells for batteries

**CUSTOMCELLS®**

E-motor for the engine

**Honeywell DENSO**



# Strong lineup of patents to create lasting value

69 patents filed

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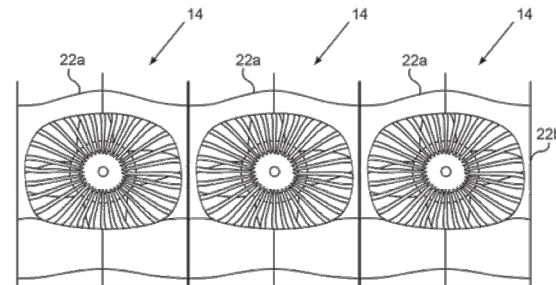
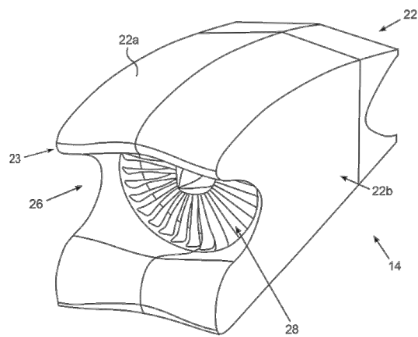
42 patents published

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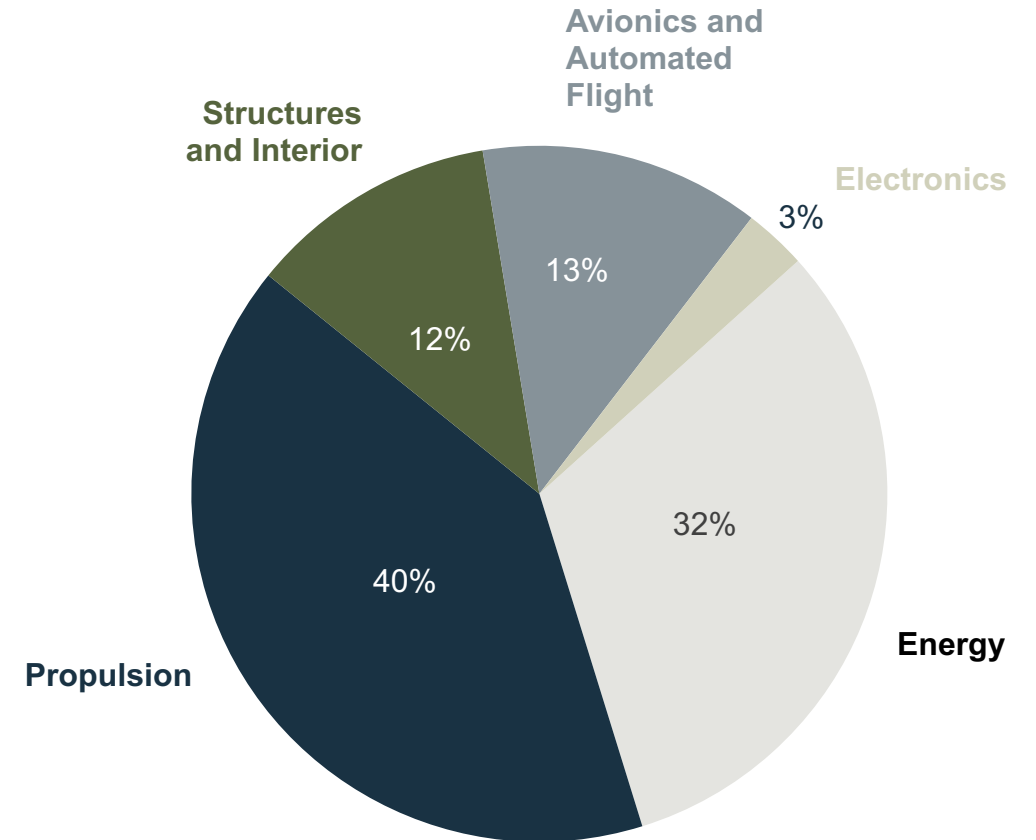
Core patents protected in EU, US, China

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Anticipate further applications will be submitted prior to launch



Lilium Patent Applications by Systems



# Financial update

- Q2 cash spend of **€63m** in line with expectations
- Full year cash spend expected no more than **€250m**
- Increased supplier spending in H2 to be offset through **active budgetary measures**
- Liquidity as of June 30 at **€229m<sup>1</sup>**; additional **\$75m** equity line of credit in place



<sup>1</sup> Q1 2022 dollar figure for cash spend (\$67m) based on respective monthly closing rates; Q1 liquidity (\$331m) based on euro/dollar exchange rate of 1.1101 at end of March





## Commercial update

- Memorandum of Understanding agreements in the premium segment, for a total of **113 aircraft in key locations with high demand**, including GlobeAir
- This brings the overall number of **Lilium Jet aircraft under MoU to 483**
- Launch of sales **campaign for private individuals, taking pre-orders in 2022**
- Lilium plans to begin signing firm orders with commercial operators **in 2023**, with the target of locking in **meaningful deposits**

# Phased approach towards diversified business model

## PHASE 1

**PREMIUM** Private, Fractional Ownership, Charters, Premium Shuttles



Anticipate selling aircraft and aftermarket services to early adopters in General and Business Aviation

**HIGH MARGINS | HIGH DEPOSITS**

## PHASE 2

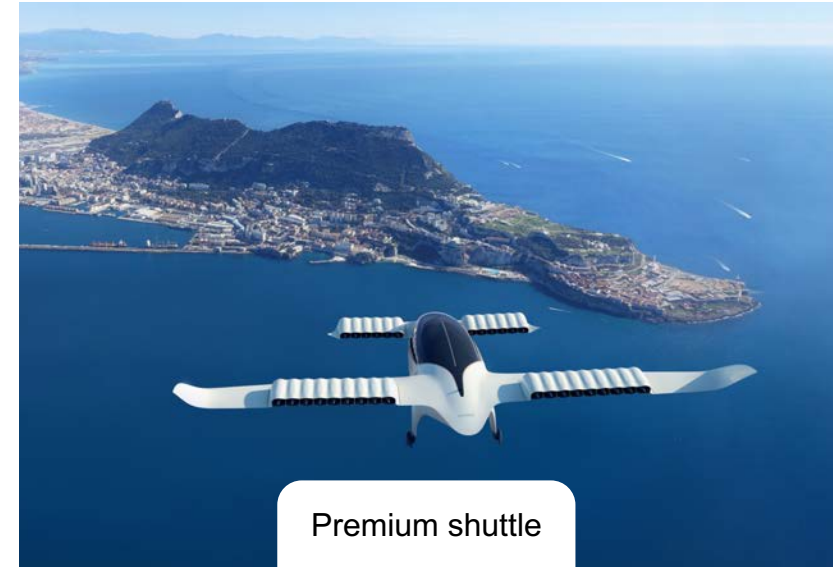
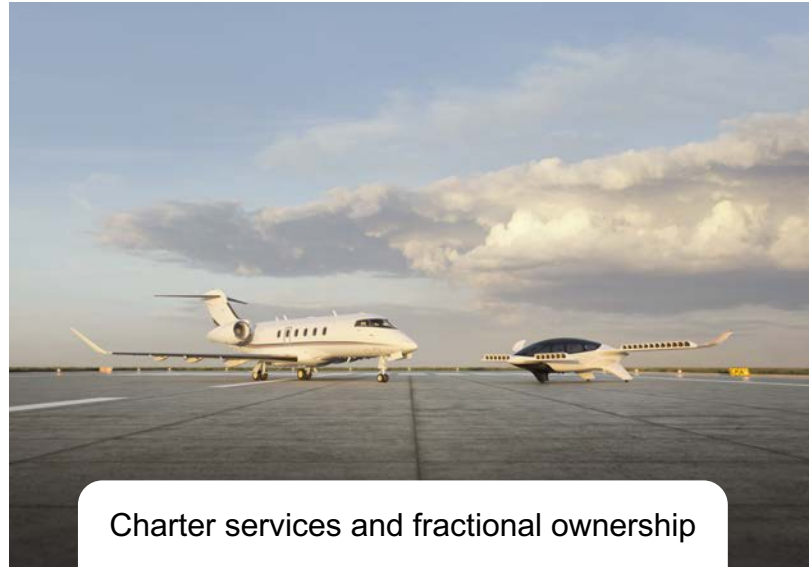
**MASS** Commercial Aviation (OEM | Network)



Anticipate operating aircraft through commercial airlines, corporates, and governments

**HIGH VOLUME | ATTRACTIVE AFTERMARKET**

# We are addressing the premium sector via three segments



**Private Limited Edition**  
Taking deposits by end of 2022

**Premium Edition**  
Taking deposits by the end of 2023

# Key Partners in Key Locations

## NETJETS®

- Right to order up to 150 Lilium Jets for fractional program
- Support for Lilium Jet sales to private individuals

## Bristow

- Right to order up to 50 Lilium Jets
- Largest Helicopter operator in the world
- Potential Part 145 partner in the United States



- Right to order up to 40 Lilium Jets
- Sustainable Scandinavian air mobility



- Right to order up to 5 Lilium Jets
- Premium demand in Southern Spain



- Right to order up to 220 Lilium Jets
- Brazil: One of the world's leading helicopter and Business aviation market



- Right to order up to 6 Lilium Jets
- Premium demand in Benelux



- Right to order up to 12 Lilium Jets
- Premium demand in French Riviera and Italy

# Conclusion and Outlook

- Continued **focus on industrialization and certification**
- **World class product** endorsed by strong customer feedback
- Key targets ahead:
  - Receipt of DOA
  - Agreement on Certification Program & Means of Compliance (FAA G2 equivalent)
  - Binding commercial agreements with deposits in 2023
  - Start assembly of Type-conforming aircraft in 2023







Q&A

Thank you

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