



# Q3 2022 Business Update

December 6<sup>th</sup> 2022



# Today's speakers



**Klaus Roewe**  
CHIEF EXECUTIVE OFFICER

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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 Honeywell & Airbus

# Key Highlights

01



## First commercial contract with pre-delivery deposits

- Up to 20 aircraft
- Serve Greater London area
- First pre-delivery payment
- Lilium Pioneer Edition

02



## Breakthrough Middle East

- SAUDIA MoU for 100 aircraft
- Agreements for 603 aircraft in total

03



## Successful fund-raising completed

- Capital raise of \$119m
- Investment from existing shareholders, new investors, and strategic partners

04



## Significant progress towards Type Certification

- ~80% of certification plans submitted
- 3<sup>rd</sup> DOA audit set for Dec. '22

05



## Flight test campaign advancing

- High-speed testing (120kts / 222km/h)
- 2<sup>nd</sup> demonstrator aircraft to be deployed in Q1 '23

# First commercial contract with pre-delivery deposits

- Launch of limited **Lilium Pioneer Edition**
- **>50% of purchase price** to be paid as pre-delivery payments
- Agreement for **up to 20 aircraft** with **eVolare<sup>1</sup>** in UK
- Opens access to prime locations, incl. **Greater London**
- **First pre-delivery payment** to be made in early 2023



# Global commercial traction progressing

- Breakthrough in Middle East with **SAUDIA MoU** for 100 aircraft
- SAUDIA to deploy **eVTOL network**, and support with **local regulatory approvals**
- Order pipeline for **603** aircraft in total
- Funneling of **MoUs to binding contracts** in 2023



# Lilium successfully completes fundraising

- Capital raise of **\$119 million**
- Investment from existing shareholders, new investors, and strategic partners
- Active discussions ongoing to secure additional **non-dilutive funding sources**



## LILIUM BOARD MEMBERS



KLAUS  
ROEWE



BARRY  
ENGLE



DAVID  
WALLERSTEIN



NIKLAS  
ZENNSTRÖM

# Financial update

- Q3 cash spend of **€69m** on target, slightly above Q2 due to one-time supplier payments
- Liquidity as of September 30 at **€160m<sup>1</sup>** prior to investment round
- Full year cash spend expected in line with budget of **€250m<sup>2</sup>**
- **Significant cost conservation measures** initiated at Lilium



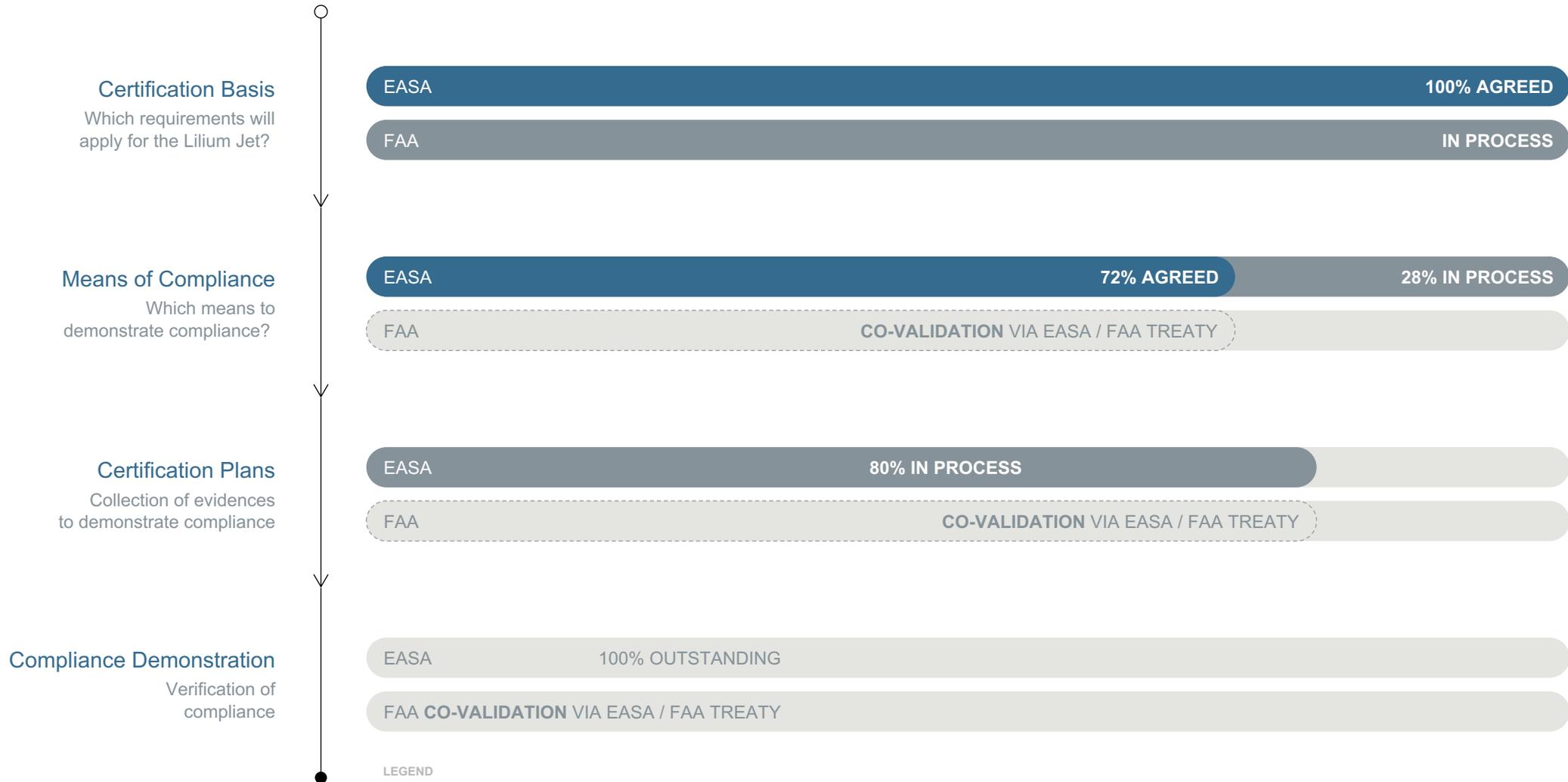
<sup>1</sup> Consists of cash and cash equivalents and other financial assets.  
<sup>2</sup> Excluding fundraising and related fees.



# Significant progress towards certification



Federal Aviation Administration



LEGEND

AGREED: Refers to items which have been approved by the relevant authority; IN PROCESS: Refers to proposals submitted by Lilium and pending approval by the relevant authority; OUTSTANDING: relates to items yet to be submitted by Lilium to the relevant authority; If agencies haven't published required minimum specifications no assurance can be provided that the agency will not deviate or otherwise recant its agreement. Compliance demonstration begins after the certification program is agreed; As part of the EASA type certification process, Lilium will additionally submit for approval its operational suitability data (OSD) covering pilot training, maintenance staff and simulator qualification.

# Collaboration with suppliers accelerates

- **Type-conforming aircraft** due to go into assembly next year
- **~75% of expected BoM costs** selected or contracted
- **Additional proven Tier 1 aerospace suppliers** joining program

**Honeywell**

Avionics and flight control computer

**ACITURRI**

Airframe

**Expliseat**

Seats

**DIEHL**

Interior, interior lights and floor

**'TORAY'**

Carbon fiber composites

**AERnova**

Flaps



**L3HARRIS™**

Voice recorder

**MAGROUP**

Landing gear, wheels and struts

**ASTRONICS**

Energy management system

**CUSTOMCELLS®**

Cells for batteries

**Honeywell | DENSO**

E-motor for the engine

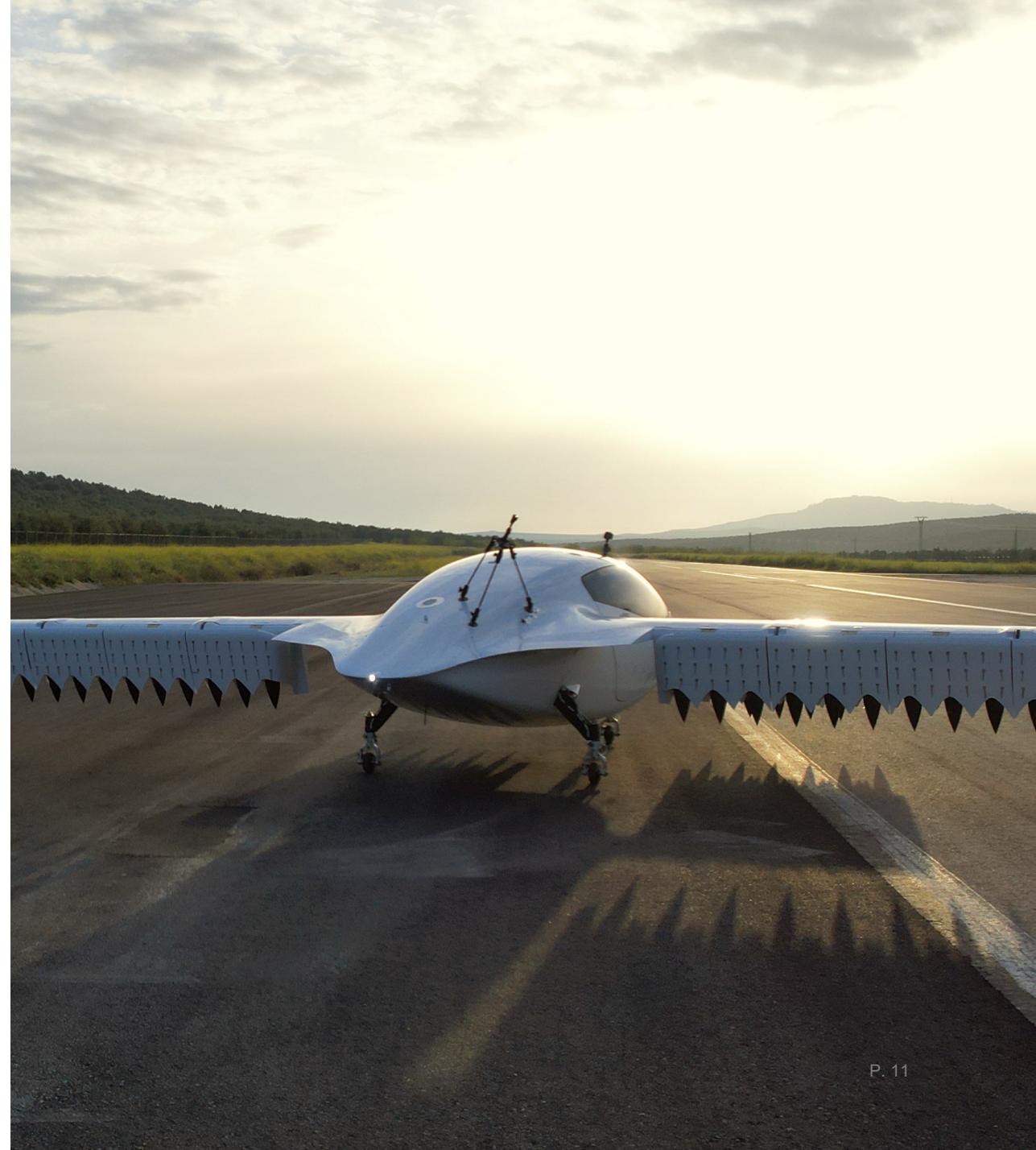
# Flight test campaign reinforces aircraft capabilities

- Focus on **high-speed** maneuvers, **ground effects** and **downwash** measurements
- **120kts / 222km/h** achieved
- Full transition in **straight and level flight conditions**
- Verification of simulation models supports **series aircraft development**
- **2<sup>nd</sup> demonstrator** aircraft to enter flight testing in Q1 2023



# Conclusion and outlook

- Significant progress **advancing commercial efforts with first binding aircraft order**
- **Successful fundraise** to support start of production
- **Key targets ahead:**
  - Binding agreements with pre-delivery deposits
  - Non-dilutive funding incl. loans & subsidies
  - Assembly start of Type-conforming aircraft
  - Building and testing first battery packs
  - Flight testing with both technology demonstrators
  - Receiving Design Organization Approval
  - Agreeing full Certification Plan & MoCs
  - Preparing first manned flight in 2024



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