

18 July 2024

Price (US\$)	0.97
Shares in issue (m)	593
Mkt Cap (\$m)	598
Net debt (\$m)	-187
EV (\$m)	411
BVPS (c)	159.4

Share price performance	
1m	28.9%
3m	8.8%
12m	-28.1%
12 m high/low	1.5/0.6
Ave daily vol (30D)	4,053,315

Shareholders (pre-raise)	
Tencent Holdings	21.2%
LGT Global Invest	10.8%
Founders	8.3%
Atomico	7.8%
Daniel Wiegand	4.4%
Earlybird/UVC	3.0%

Free float	56.6%
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Business description

eVTOL developer and regional air mobility operator



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SUBSTANTIAL SAUDIA ORDER

Lilium has received a firm order for 50 Lilium Jets, with the option for a follow on of a further 50 from Saudia Group, the Saudi Arabian aviation group. This marks the largest reported firm order from an airline which intends on operating the aircraft to date. Importantly, the comprehensive agreement includes pre-delivery payments and an intention for the parties to sign an agreement for future fleet maintenance and support services, delivering future service revenues for Lilium. This is a very positive announcement for Lilium that shows commercial progress concurrent with the development of their aircraft.

Conversion from MoU

Saudia Group is one of the largest aviation conglomerates in the MENA region. This agreement follows on from the MoU signed between the two in October 2022. Conversion of this MoU into a binding order is an important step for Lilium and we hope to see this continue moving forwards as the Lilium Jet approaches entry into service in 2026. The current order pipeline now stands at 106 firm orders, 76 options and 600 aircraft under MoU, leaving the company with significant scope to convert further MoUs into firm orders.

€m, Dec	2021a	2022a	2023a	2024e	2025e	2026e
Sales	0	0	0	0	0	405
EBITDA	-284	-273	-260	-418	-408	-408
PBT	-299	-253	-389	-452	-493	-546
EPS	-1.4	-0.9	-0.7	-0.7	-0.7	-0.8
CFPS	-1.9	-0.2	-0.4	-0.6	-0.6	-0.1
DPS	0.0	0.0	0.0	0.0	0.0	0.0
Net Debt (Cash)	-320	-171	-187	122	455	581
Debt/EBITDA	1.1	0.6	0.7	-0.3	-1.1	-1.4
P/E	-0.6	-1.0	-1.2	-1.2	-1.3	-1.2
EV/EBITDA	-0.8	-1.4	-1.4	-1.6	-2.5	-2.8
EV/sales	na	na	na	na	na	0.6
FCF yield	-218.7%	-26.9%	-49.4%	-69.3%	-64.5%	-14.0%
Div yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

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FINANCIAL MODEL

Profit and Loss Account

€m, Dec	2021a	2022a	2023a	2024e	2025e	2026e
Turnover						
eVTOL	0	0	0	0	0	405
CO2	0	0	0	0	0	0
Other	0	0	0	0	0	0
Other	0	0	0	0	0	0
Total	0	0	0	0	0	405
Operating profit						
eVTOL	-289	-279	-271	-447	-472	-510
CO2	0	0	0	0	0	0
Other	0	0	0	0	0	0
Other	0	0	0	0	0	0
Operating profit	-289	-279	-271	-437	-472	-510
P&L Account						
Turnover	0	0	0	0	0	405
Operating Profit	-289	-279	-271	-447	-472	-510
Investment income	-1	-3	-2	0	0	0
Net Interest	-9	28	-116	-5	-21	-36
Pre Tax Profit (UKSIP)	-299	-253	-389	-452	-493	-546
Goodwill amortisation	0	0	0	0	0	0
Exceptional Items	-111	0	0	0	0	0
Pre Tax Profit (IFRS)	-410	-253	-389	-452	-493	-546
Tax	-1	0	0	0	0	0
Post tax exceptionals	0	0	0	0	0	0
Minorities	0	0	0	0	0	0
Net Profit	-411	-253	-389	-452	-493	-546
Dividend	0	0	0	0	0	0
Retained	-411	-253	-389	-452	-493	-546
EBITDA	-284	-273	-260	-418	-408	-408
EPS (p) (UKSIP)	-1.40	-0.90	-0.71	-0.72	-0.68	-0.76
EPS (p) (IFRS)	-1.91	-0.90	-0.71	-0.72	-0.68	-0.76
FCFPS (p)	-1.94	-0.24	-0.44	-0.62	-0.57	-0.12
Dividend (p)	0.00	0.00	0.00	0.00	0.00	0.00

Source: Company data, Longspur Research estimates

KEY POINTS

- Company pre-revenue while it develops until 2026 when we assume first revenue begins
- C. €400m cost outflow rising ahead of launch in 2026

Balance Sheet

€m, Dec	2021a	2022a	2023a	2024e	2025e	2026e
Fixed Asset Cost	42	55	84	188	410	657
Fixed Asset Depreciation	-11	-18	-20	-50	-113	-216
Net Fixed Assets	31	37	64	138	297	441
Goodwill	0	0	0	0	0	0
Other intangibles	1	1	0	0	0	0
Investments	15	39	19	19	19	19
Stock	0	0	0	0	0	133
Trade Debtors	0	0	0	0	0	67
Other Debtors	31	32	33	33	33	33
Trade Creditors	-35	-34	-45	-67	-220	-915
Other Creditors <1yr	-15	-33	-217	-267	-267	-267
Creditors >1yr	-3	-4	-3	-3	-3	-3
Provisions	-3	-1	-2	-1	-1	-1
Pension	0	0	0	0	0	0
Capital Employed	22	38	-150	-147	-142	-493
Cash etc	353	180	195	6	8	222
Borrowing <1yr	23	0	0	0	0	0
Borrowing >1yr	10	8	8	127	463	803
Net Borrowing	-320	-171	-187	122	455	581
Share Capital	40	53	6	6	7	7
Share Premium	779	843	1,009	1,089	1,188	1,188
Retained Earnings	-717	-970	-1,359	-1,811	-2,304	-2,850
Other	240	278	382	447	513	582
Minority interest	0	0	0	0	0	0
Capital Employed	22	38	-150	-147	-142	-493
Net Assets	343	209	37	-269	-597	-1,073
Total Equity	343	204	37	-269	-597	-1,073

Source: Company data, Longspur Research estimates

KEY POINTS

- Fixed assets grow with capex accelerating from 2024 with assumed capex on testing and then production facilities
- Increase in other creditors driven by warrants issued in 2023 and then PDPs
- Cash adequate across period after assumed funding including PDPs

Cashflow

€m, Dec	2021a	2022a	2023a	2024e	2025e	2026e
Operating profit	-289	-279	-271	-447	-472	-510
Depreciation	6	8	13	29	64	102
Provisions	2	-2	0	0	0	0
Other	61	23	138	65	65	69
Working capital	4	-8	5	73	153	496
Operating cash flow	-215	-257	-116	-280	-190	157
Tax paid	0	0	-1	0	0	0
Capex (less disposals)	-17	-9	-29	-104	-222	-247
Investments	-185	200	-95	0	0	0
Net interest	-2	0	4	-5	-21	-36
Net dividends	0	0	0	0	0	0
Residual cash flow	-419	-67	-236	-389	-433	-126
Equity issued	0	120	259	80	100	0
Change in net borrowing	189	149	-16	309	333	126
Adjustments	-36	-231	0	0	0	0
Total financing	153	38	243	389	433	126

Source: Company data, Longspur Research estimates

KEY POINTS

- Operating cash outflow and capex dominate ahead of launch
- Capex for production assumed from 2025 with French and German government financing support
- Working capital positive due to PDPs

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