#### 📌 LILIUM

A revolution in sustainable high speed regional transport March 2022

#### Building radically better ways of moving

Vertical take-off

Leading payload Low noise

Zero operating emissions

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Commercial aviation safety level

Source: Architectural performance assessment of an eVTOL aircraft. Lilium engineering assessment. Management estimates based on publicly available information on prospective competing passenger eVTOL offerings

#### Ultimate cabin experience

-t-LILIUM

Business jet cabin Low vibration Commercial pilot

-LILIUM

Source: Architectural performance assessment of an eVTOL aircraft. Lilium engineering assessment. Management estimates.

## Why Lilium?



The world needs electric aviation





03

An unparalleled experience



04

Diversified business model and strong ecosystem





Our path to certification



Attractive Investment



### Infrastructure has reached breaking point

Wall Street o- Philadelphia

30 MINUTES \$170

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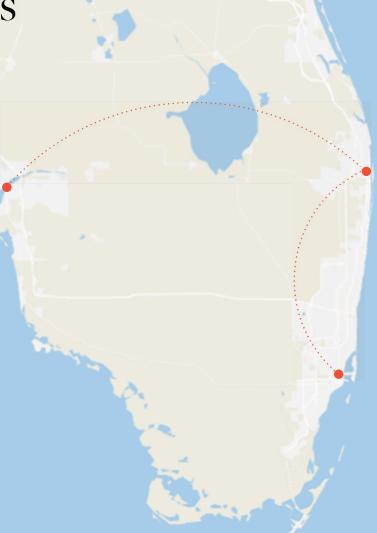
Note: Advertising and US East Coast used for illustrative purposes only. Lilium is expecting to initially launch in Florida and Germany. Time calculations based on Lilium flight time with average speed of 155 mph. Lilium pricing based on Business Plan and current timing and market assumptions, which are subject to change.

#### Transportation must decarbonize

#### Transportation contributes 27-29% of US and EU greenhouse gas emissions

# Lilium jet offers substantial time and CO2 savings

FORT MYERS O PALM BEACH	
status quo ~3 hrs	≁uuum ~45 mins
TIME SAVINGS	~2 hrs
CO2 SAVINGS	~25 kg





PALM BEACH O	—● MIAMI
status quo ~1.5 hrs	≁cicium ~20 mins
TIME SAVINGS	~1 hr
CO2 SAVINGS	~15 kg

Source: Lilium Business Plan. Note: 7-Seater: 2026E. Time calculations based on projected Lilium flight time with average speed of 155 mph – referring to trip time only. Routes shown for illustrative purposes only, based on management range estimates.

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Our pioneering technology



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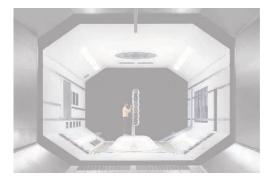


Our path to certification



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Attractive Investment



#### Ducted Electric Vectored Thrust: (DEVT)

Proprietary Technology based on proven principle



Very low noise and vibration

Safer and more redundant Designed for scalability



of commercial aircraft & ~95% business jets manufactured use ducted fans



Source: Architectural performance assessment of an eVTOL aircraft. GAMA, JADC, Company information (Airbus, Boeing, Bombardier, Embraer), 2009 - 2019. Note: DEVT is designed to scale to larger aircraft with more payload for same footprint and noise level.

# Flight Testing progress

- Flight test campaign of 5th generation technology demonstrator kicked-off in summer 2021
- Campaign moved to Spain in Dec 2021:
  To open high-speed testing and full transition
- 2<sup>nd</sup> demonstrator going to Spain in summer 2022



Click here to view video of full test flight



Optimized aerodynamic efficiency



# Spacious comfort

# Low noise profile

Source: Architectural performance assessment of an eVTOL aircraft. Lilium engineering assessment. Management estimates.

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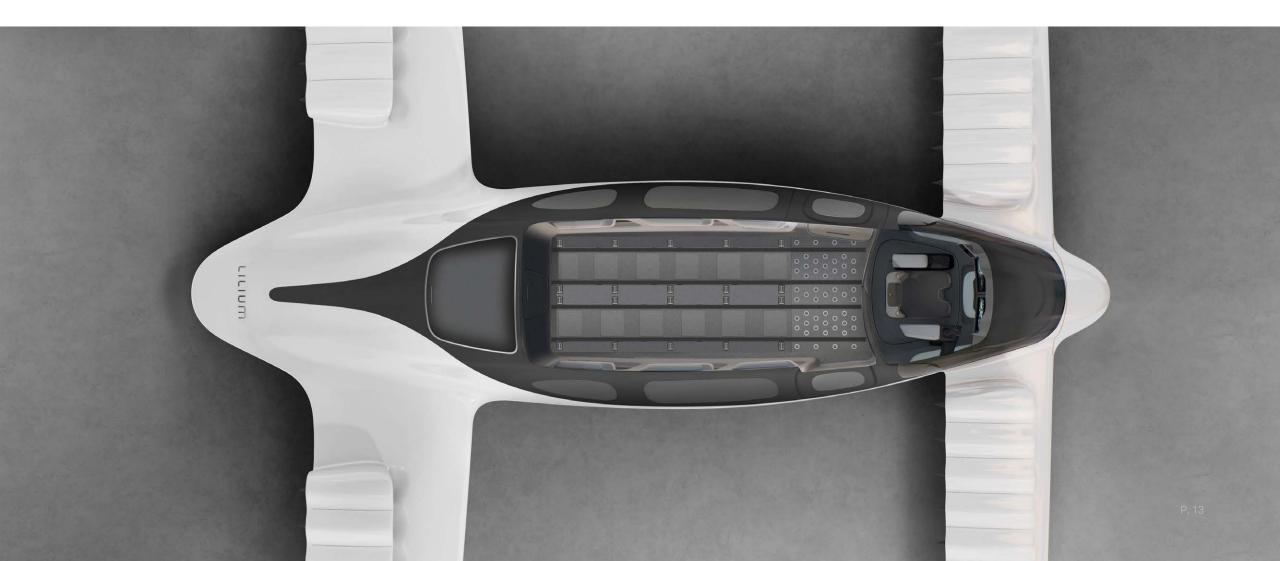


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Attractive Investment



## Flexible by Design

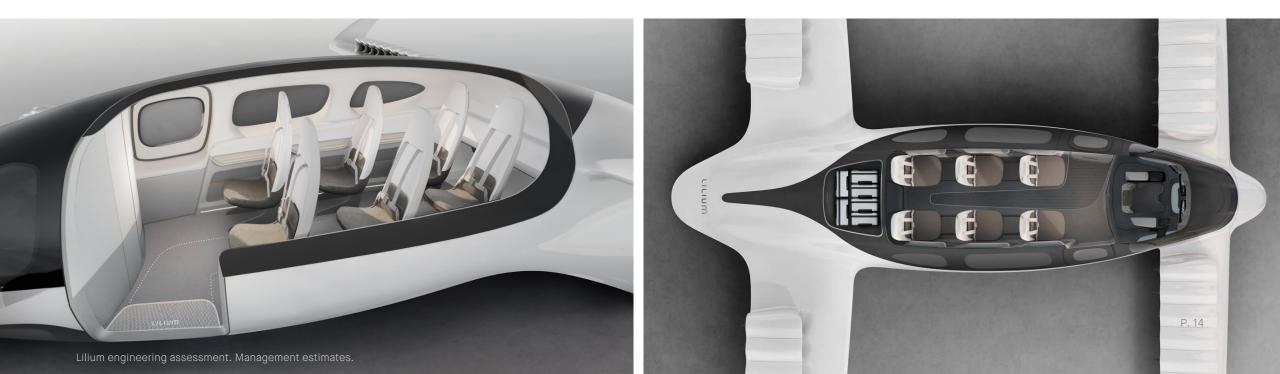


# Generous space & comfort in a high-capacity configuration.

Generous legroom Luggage space

Large windows

6 PASSENGER CABIN



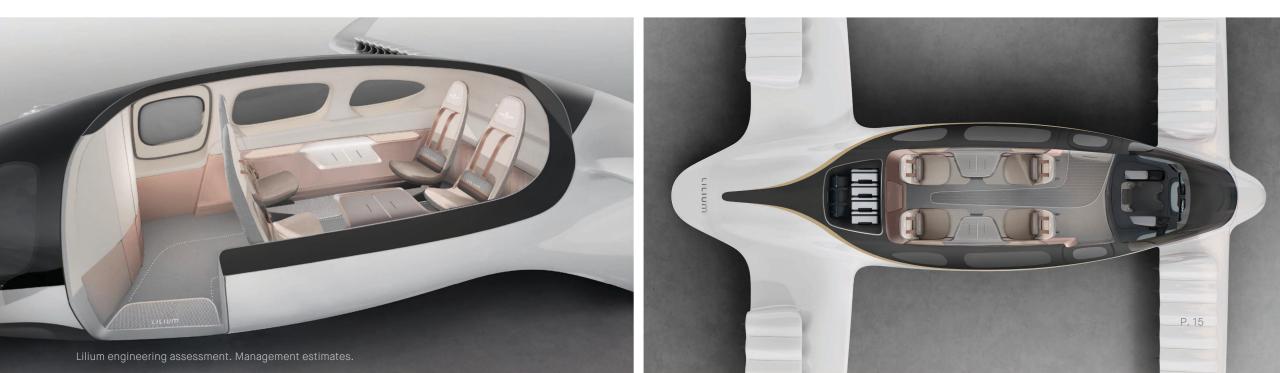
# Defining the highest standards for space, comfort and design.

Face-to-face seating

Cabin furniture options

Premium seats

4 PASSENGER CLUB CABIN



### A spacious cabin for high-speed logistics

6m<sup>3</sup> volume Loading rails

Well suited for bulk loading

HIGH-SPEED LOGISTICS CABIN



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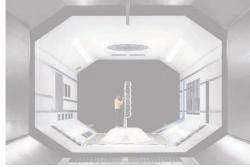




Our path to certification



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#### 3 business segments

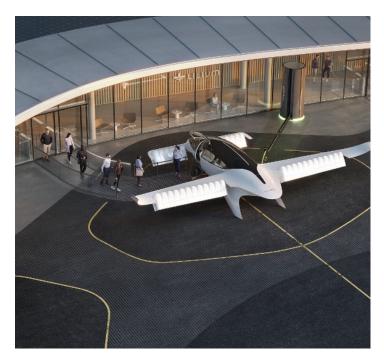
#### Private and Fractional Ownership



#### Turnkey Enterprise Sales (B2B)



#### Lilium Network (B2C)



# LILIUM NETJETS

MoU with the world's largest private jet charter company NetJets

#### MoU intent:

- NetJets to have right to order up to **150 Lilium Jets**
- Support for Lilium Jet sales to private individuals
- NetJets Inc. affiliate as prospective **flight operations partner** for Lilium **network**

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## LILIUM Azul 💱

Planning to leverage Azul's local ecosystem and market access to scale eVTOL service in Brazil

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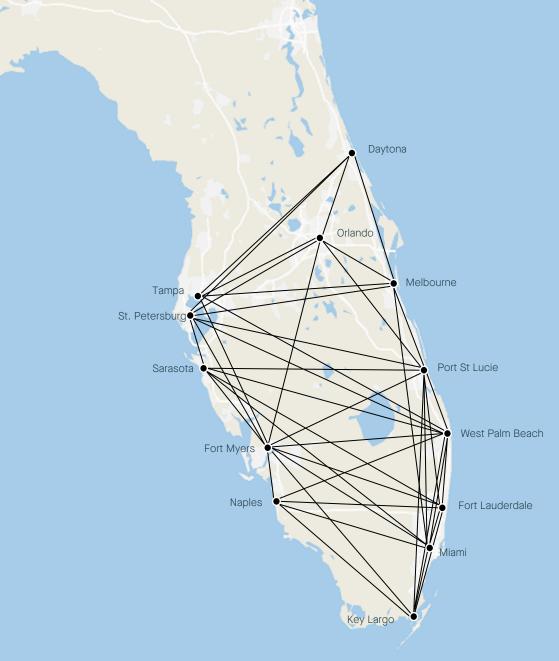
#### MoU intent:

- Azul to have right to order up to 220 Lilium Jets
- Operate Lilium Jet network in Brazil
- Maintenance, crewing and marketing support

Source: Azul. Subject to the parties finalizing commercial terms and entering into definitive documentation.

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### Vertiport network planned for Florida launch



#### ~\$200mn of commitments

10 sites incl. International airports planned exclusive for Lilium

\$600m annual revenue projected with 125 jets in operation

# Our ecosystem will facilitate and accelerate our product delivery, commercialization and scaling



Source: Company Information. Certain arrangements remain subject to finalization of commercial terms and execution of definitive agreements.



### 100,000 ft<sup>2</sup> prototype manufacturing facility in place at HQ in Munich

~ 130 production/process engineers, electricians and technicians - in house: propulsion & energy system assembly, aircraft assembly and test

~ **25 quality engineers** driving aerospace approvals & assurance Aerospace quality production processes and standards in place

Fast prototyping capabilities for 80 core processes close to Design 2021: 11,000 fast prototype parts procured, machined and assembled (machine shop, metrology lab, 3D-print, and 130+ fast make suppliers)

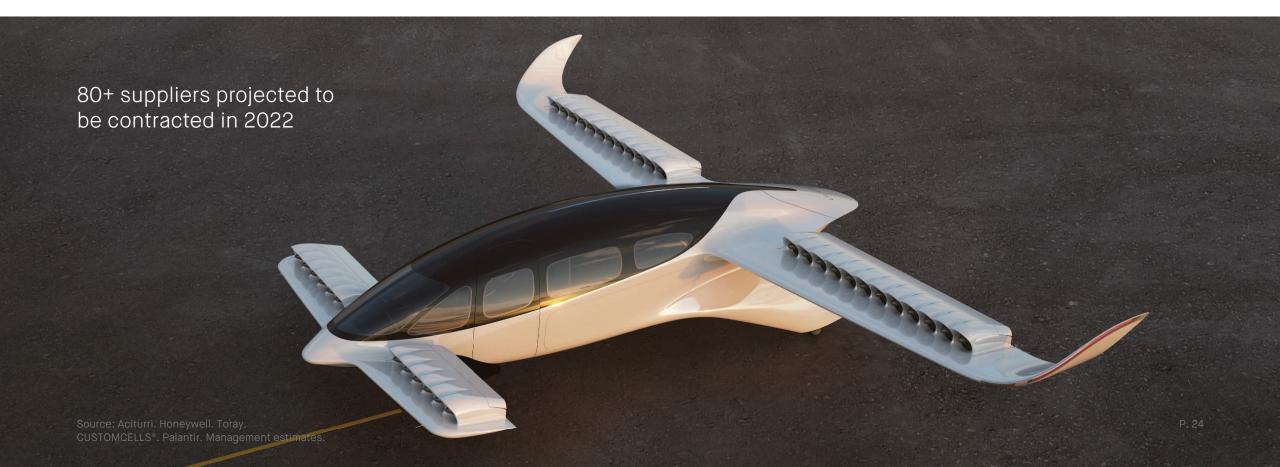
Source: Architectural performance assessment of an eVTOL aircraft. Lilium engineering assessment. Management estimates.



#### Honeywell Q Palantir

**TORAY** Toray Advanced Composites





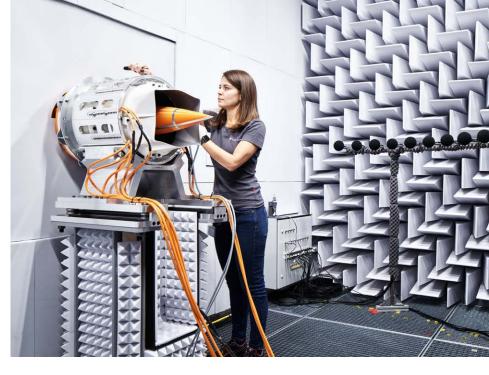
### System Testing

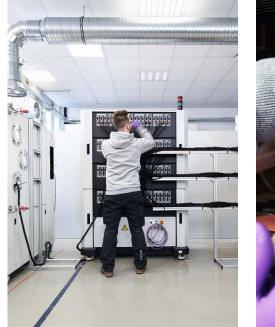
#### 50+ dedicated test engineers

**3,500 ft<sup>2</sup>** dedicated test-specific space at Munich HQ

Hundreds of tests per year

Source: Company Information.













#### Concurrent Type Certification and commercial ecosystem would enable global market access







**TAVISTOCK** FlightSafety

Tencent 腾讯

Source: Lilium Business Model. Azul. Press release. Note: Certification in progress, not yet obtained. Lilium has entered into memorandums of understanding with each of Azul and NetJets, contemplating a strategic alliance and prospective aircraft order, and with FlightSafety International. Final commercial terms. Final commercial terms are still being negotiated and remain subject to definitive documentation.

Azul 🎔

#### Our team combines proven aerospace, technology and entrepreneurial know-how

Yves Yemsi

Chief Operating Officer

SVP Procurement &

Quality at Airbus

AIRBUS

Supply Chain, VP Program

BOARD

ENGINEERING, PROGRAM, AND MANUFACTURING

**Tom Enders** Chairman



CEO of Airbus

AIRBUS



Alastair McIntosh

Chief Technology Officer

Chief Engineer & MD of Rolls Rovce

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**Dirk Gebser** 

Officer

Airbus

AIRBUS

Chief Manufacturing

VP Aircraft Assembly. SVP Aerostructure at

Founder of Jawbone. Founder of Elvie, CEO of Zulu Group

Alex Asseily

Vice Chairman

**JAWBONE**\*

COMMERCIALIZATION AND FINANCE

ZULU elvie

Morgan Stanley

cruise

Goldman Sachs

Geoff Richardson

Chief Financial Officer

CFO of Cruise, oversaw

\$7BN+ of Capital into

Cruise

**Oliver Vogelgesang** Senior Vice President Finance & Controlling

SVP Controlling for the

A320 Program, VP

Investor Relations

AIRBUS

Sebastien Borel Vice President Business





Various senior Sales &

Marketing Leadership roles at Airbus & Honeywell

AIRBUS

Honeywell

PREVIOUS ROLES



A380



Engines of Airbus A350 and Gulfstream G650



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Our path to certification

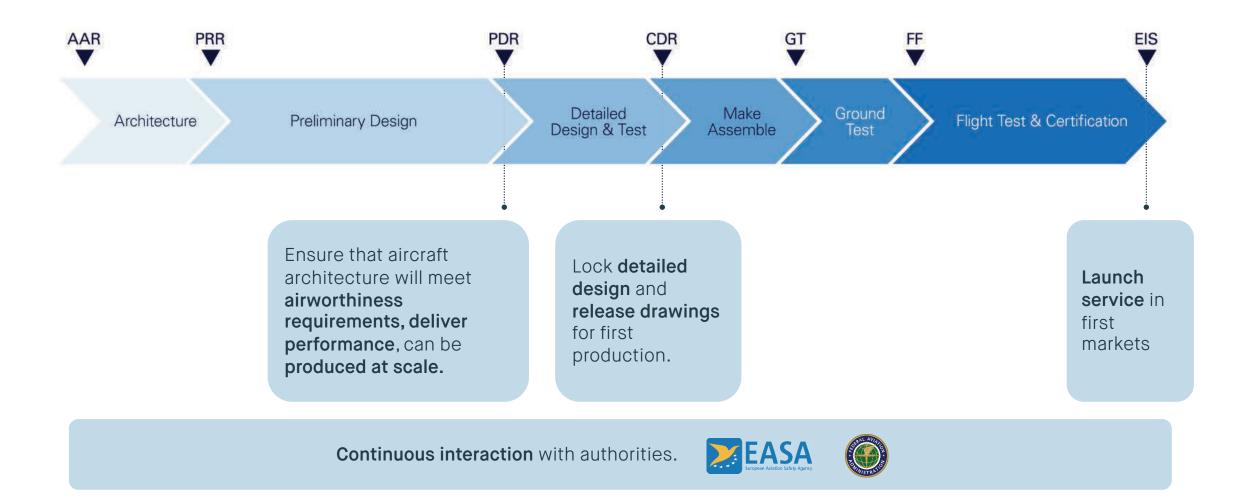


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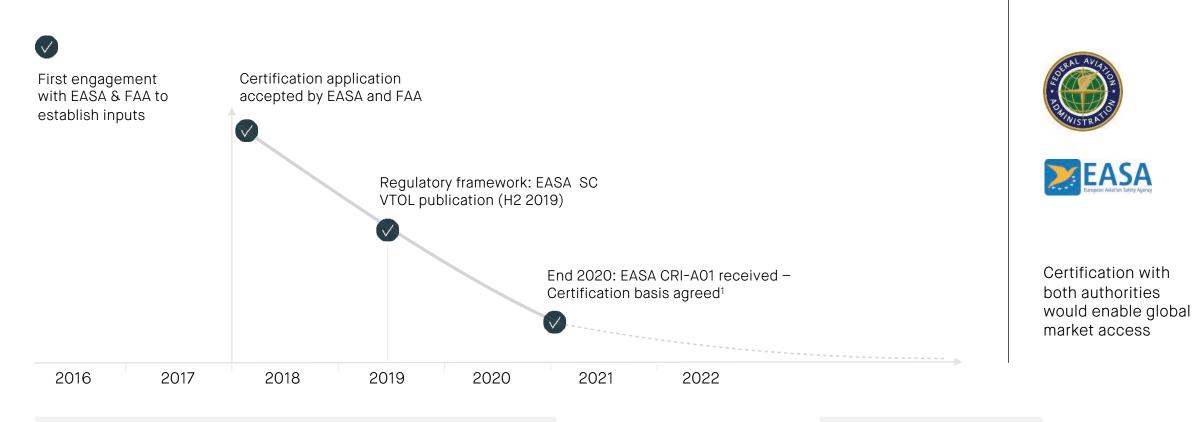
Attractive Investment



#### We are progressing well towards Entry into service



Lilium has agreed certification basis with EASA and is in concurrent type certification process with EASA & FAA



Technology maturation through several aircraft demonstrators Frequent engagement with regulators Ground / flight test campaign with several aircraft & Type Certification

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#### Projected TAM to reach \$1TN by 2040



A fundamentally better product radically expands the VTOL market

(e)VTOL will absorb segments that are slow, inefficient, or too costly:

- Long car journeys Expensive helicopter / jet charters
- Regional trains Limited 24 hr delivery
- Regional flights



2040 (e)VTOL MARKET \$1TN \$500BN PASSENGER \$500BN CARGO

#### Drivers of our Business Case

- Unique aircraft capabilities and scalable architecture
- Product portfolio fits multiple use cases and business opportunities
- Attractive unit economics in complementary business lines:
  - Lilium Network (B2C): selling tickets to customers
  - Turnkey Enterprise Solution (B2B): Selling aircraft and aftermarket services
  - General and Business Aviation: sales to private and fractional ownership



#### Key drivers for success Private and Fractional

- Private and business professional is attractive market
- Lilium Jet meets premium & sustainability goals of this segment
- Early adopters with strong ability to pay
- Segments aligns with Lilium brand
- Direct sales create supplemental opportunities



#### Key drivers for success Turnkey Business Sales (B2B)

- Selling fleets of aircraft and aftermarket support to commercial airlines, corporates, and governments
- De-risk the business through immediate payback of the jet, upfront free cashflows, and revenue predictability
- IP protects recurring revenues from after-sales and services:
  - Replacement parts and batteries
  - Software tools for safe and efficient operations incl. aircraft health monitoring platform with Palantir



#### Key drivers for success Lilium Network (B2C)

- Selling tickets on Lilium's passenger networks, operated by partners
- High payload and strong product performance enables attractive customer pricing at healthy margins for Lilium
- Up to 6 passenger seats unlock best-in-class jet economics since ~50% of cost base is independent of aircraft size
- Increasing number of aircraft in service generates strong revenue growth



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Many factors could cause actual future events to differ materially from the forward-looking statements in this presentation, including, but not limited to, the following risks: (i) the impact of COVID-19 on the Lilium Group's ability to realize the anticipated benefits of its recent business combination with Qell Acquisition Corp. ("Qell"); (iii) the Lilium Group's ability to maintain the listing of its securities on the Nasdag; (iv) the market price of Lilium's securities may be volatile due to a variety of factors, such as changes in the competitive environment in which the Lilium Group will operate, the regulatory framework of the industry in which the Lilium Group will operate, developments in the Lilium Group's business and operations, and any future changes in its capital structure; (v) the Lilium Group's ability to implement its business plans, operating models, forecasts and other expectations and identify and realize additional business opportunities; (vi) the Lilium Group's and its partners' inability to achieve anticipated specifications for the Lilium jet and any related infrastructure; (vii) general economic downturns or general systematic changes to the industry in which the Lilium Group's jets or services: (viii) the failure of the Lilium Group and its current and future business partners to successfully develop and commercialize the Lilium Group's business or significant delays in its ability to do so: (ix) the Lilium Group may never achieve or sustain profitability: (x) the Lilium Group will need to raise additional capital to execute its business plan, which may not be available on acceptable terms or at all; (xi) the Lilium Group may experience difficulties in managing its growth, moving between development phases or expanding its operations; (xii) thirdparty suppliers, component manufacturers or service provider partners are not able to fully and timely meet their obligations or deliver the high-level customer service that the Lilium Group's customers will expect, and impacts from disruptions in the Lilium Group's supply chains due to the COVID-19 pandemic, inflationary pressures or otherwise; (xiii) the Lilium Group's lineup of jets or delays in producing the Lilium Group's lineup of jets, causing overall delays in the anticipated time frame for the Lilium Group's commercialization and launch of any or all of the anticipated Lilium jet models; (xiv) the technology necessary to successfully operate the Lilium Group's jets and business operations is delayed, unavailable, not available at commercially anticipated prices, not sufficiently tested, not certified for passenger use or otherwise unavailable to the Lilium Group based on its current expectations and anticipated needs; (xv) any identified material weaknesses in the Lilium Group's internal control over financial reporting which, if not corrected, could adversely affect the reliability of the Lilium Group's financial reporting; (xvi) product liability lawsuits, civil or damages claims or regulatory proceedings relating to the Lilium Group's jets, technology, intellectual property or services; (xvii) the Lilium Group's inability to secure or protect its intellectual property; (xviii) any failure of the Lilium Group to agree upon final commercial terms or fail to finalize and enter into definitive documentation relating to any anticipated commercial transactions or strategic alliances with its anticipated; (xx) negative publicity about the Lilium Group, its employees, directors, management, shareholders, affiliated parties or Lilium's founders; and (xxi) currency fluctuation risk related to changes in foreign currency exchange rates from time to time. The foregoing list of factors is not exhaustive. Forward-looking statements speak only as of the date they are made. You are cautioned not to put undue reliance on forward-looking statements, and the Lilium Group assumes no obligation to, and does not intend to, update or revise these forwardlooking statements, whether as a result of new information, future events, or otherwise. The Lilium Group is not giving you any assurance that it will achieve its expectations. A further list and description of risks, uncertainties and other matters can be found in the section titled "Risk Factors" in our filings with the U.S. Securities and Exchange Commission ("SEC"), all of which are available at www.sec.gov. All forward-looking statements attributable to the Lilium Group or any person acting on its behalf are expressly gualified in their entirety by this

#### **Description of Key Partnerships**

This presentation contains descriptions of some of Lilium's key business partnerships with whom Lilium has entered into feasibility studies, indications of interest, memorandums of understanding or other preliminary arrangements. These descriptions are based on the Lilium management team's discussions and the latest available information and estimates as of the date of this presentation. In each case, these descriptions are subject to negotiation and execution of definitive agreements which have not been completed as of the date of this presentation and, as a result, the nature, scope and content of these key business partnerships remain subject to change.

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