

25 March 2024

<b>Price (US\$)</b>	<b>0.97</b>
Shares in issue (m)	496
Mkt Cap (\$m)	503
Net debt (\$m)	0
EV (\$m)	503
BVPS (c)	159.4

**Share price performance**

1m	6.1%
3m	-30.1%
12m	-2.9%
12 m high/low	1.9/0.4
Ave daily vol (30D)	1,852,494

**Shareholders**

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%

**Next news** Q4 Results

**Business description**

eVTOL developer and regional air mobility operator



**Research**

**Adam Forsyth**

adam.forsyth@longspur.com  
+44 (0) 131 357 6770

**Max Campbell**

max.campbell@longspur.com  
+44 (0) 7900 206039

**Distribution**

**Adam Robertson**

adam.robertson@longspur.com  
+44 (0) 203 940 6602

**EX POLESTAR CFO APPOINTED**

**Lilium's new CFO brings critical experience in complex fund raising and corporate development. His previous role at EV company Polestar clearly brings relevant experience to Lilium as the company moves towards first manned flight.**

**New CFO with key relevant expertise**

Lilium has appointed a new CFO with a strong pedigree in the electric vehicle space. Johan Malmqvist will take up the post on 1 April 2024 and comes from premium electric car company Polestar Automotive (PSNY US). As such he brings key expertise in fund raising, corporate development and investor relations at a time when this will add value to Lilium. At Polestar, Johan was CFO and was key to the successful U.S. public listing as well as preparing the company for an eventual US\$950m debt raise. Before Polestar he was CFO at US listed fruit and vegetable distributor Dole Food Company (DOLE US). This included concluding a successful merger with Total Produce.

€m, Dec	2021a	2022a	2023e	2024e	2025e	2026e
Sales	0	0	0	0	0	405
EBITDA	-284	-273	-273	-285	-372	-408
PBT	-299	-253	-292	-311	-426	-517
EPS	-1.4	-0.9	-0.6	-0.5	-0.6	-0.8
CFPS	-1.9	-0.2	-0.5	-0.2	-0.5	-0.5
DPS	0.0	0.0	0.0	0.0	0.0	0.0
Net Debt (Cash)	-320	-142	-155	-134	79	454
Debt/EBITDA	1.1	0.5	0.6	0.5	-0.2	-1.1
P/E	-0.6	-1.0	-1.5	-1.7	-1.4	-1.1
EV/EBITDA	-0.5	-1.2	-1.1	-1.1	-1.4	-2.2
EV/sales	na	na	na	na	na	0.3
FCF yield	-219.3%	-27.0%	-55.6%	-23.3%	-52.6%	-60.1%
Div yield	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

# FINANCIAL MODEL

## Profit and Loss Account

€m, Dec	2021a	2022a	2023e	2024e	2025e	2026e
<b>Turnover</b>						
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
<b>Operating profit</b>						
eVTOL	-289	-279	-291	-310	-419	-493
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	-291	-310	-419	-493
<b>P&amp;L Account</b>						
Turnover	0	0	0	0	0	405
Operating Profit	-289	-279	-291	-310	-419	-493
Investment income	-1	-3	0	0	0	0
Net Interest	-9	28	-1	-1	-7	-24
Pre Tax Profit (UKSIP)	-299	-253	-292	-311	-426	-517
Goodwill amortisation	0	0	0	0	0	0
Exceptional Items	-111	0	0	0	0	0
Pre Tax Profit (IFRS)	-410	-253	-292	-311	-426	-517
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	-292	-311	-426	-517
Dividend	0	0	0	0	0	0
Retained	-411	-253	-292	-311	-426	-517
EBITDA	-284	-273	-273	-285	-372	-408
EPS (p) (UKSIP)	-1.40	-0.90	-0.58	-0.54	-0.65	-0.79
EPS (p) (IFRS)	-1.91	-0.90	-0.58	-0.54	-0.65	-0.79
FCFPS (p)	-1.94	-0.24	-0.49	-0.21	-0.47	-0.53
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. €300m cost outflow rising ahead of launch in 2026

## Balance Sheet

€m, Dec	2021a	2022a	2023e	2024e	2025e	2026e
Fixed Asset Cost	42	55	115	161	302	549
Fixed Asset Depreciation	-11	-18	-36	-61	-108	-194
Net Fixed Assets	31	37	79	100	194	355
Goodwill	0	0	0	0	0	0
Other intangibles	1	1	1	1	1	1
Investments	15	39	39	39	39	39
Stock	0	0	0	0	0	133
Trade Debtors	0	0	0	0	0	67
Other Debtors	31	32	32	32	32	32
Trade Creditors	-35	-34	-59	-210	-354	-791
Other Creditors <1yr	-15	-10	-10	-10	-10	-10
Creditors >1yr	-3	-4	-4	-4	-4	-4
Provisions	-3	-1	0	2	4	5
Pension	0	0	0	0	0	0
Capital Employed	22	61	80	-48	-97	-171
Cash etc	353	180	192	170	104	100
Borrowing <1yr	23	29	29	29	29	29
Borrowing >1yr	10	8	8	8	155	525
Net Borrowing	-320	-142	-155	-134	79	454
Share Capital	40	53	55	55	56	56
Share Premium	779	843	1,102	1,202	1,301	1,301
Retained Earnings	-717	-970	-1,262	-1,573	-1,999	-2,517
Other	240	278	339	401	466	535
Minority interest	0	0	0	0	0	0
Capital Employed	22	61	80	-48	-97	-171
Net Assets	343	204	234	86	-177	-625
Total Equity	343	204	234	86	-177	-625

Source: Company data, Longspur Research estimates

## KEY POINTS

- Fixed assets grow with capex accelerating from 2024 with assumed capex
- Cash adequate across period after assumed funding including PDPs

## Cashflow

€m, Dec	2021a	2022a	2023e	2024e	2025e	2026e
Operating profit	-289	-279	-291	-310	-419	-493
Depreciation	6	8	18	25	47	85
Provisions	2	-2	-2	-2	-2	-2
Other	61	23	62	62	64	69
Working capital	4	-8	25	151	144	237
Operating cash flow	-215	-257	-188	-74	-165	-103
Tax paid	0	0	0	0	0	0
Capex (less disposals)	-17	-9	-60	-46	-141	-247
Investments	-185	200	0	0	0	0
Net interest	-2	0	-1	-1	-7	-24
Net dividends	0	0	0	0	0	0
Residual cash flow	-419	-67	-248	-121	-313	-374
Equity issued	0	120	261	100	100	0
Change in net borrowing	189	178	-12	21	213	374
Adjustments	-36	-231	0	0	0	0
Total financing	153	67	248	121	313	374

Source: Company data, Longspur Research estimates

## KEY POINTS

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

# Equity Research Disclaimers

## Non-independent research

This report has been commissioned by the issuer and prepared and issued by Longspur Research, in consideration of a fee payable by the issuer. It is Non-Independent Research and a marketing communication under the FCA's Conduct of Business Rules. It is not Investment Research as defined by the FCA's Rules and has not been prepared in accordance with legal requirements designed to promote Investment Research independence and is also not subject to any legal prohibition on dealing ahead of the dissemination of Investment Research. We do not hold out this research material as an impartial assessment of the values or prospects of the company.

Notwithstanding this, Longspur Research has procedures in place to manage conflicts of interest which may arise in the production of Research, which include measures designed to prevent dealing ahead of Research.

## Minor non-monetary benefit

This Research is a minor non-monetary benefit as set out in Article 12 (3) of the Commission Delegated Directive (EU) 2017/593. The Research is paid for by a corporate client of Longspur Research and can be distributed free of charge.

## Copyright

Copyright 2019 Longspur Capital. This Communication is being supplied to you solely for your information and may not be reproduced, redistributed or passed to any other person or published in whole or in part for any purpose without the prior consent of Longspur Research. Additional information is available upon request.

## Regulated by the FCA

Longspur Research Longspur Research is a trading name of Longspur Capital Limited, authorised and regulated by the Financial Conduct Authority (FRN 839313). Longspur Capital is registered in England, company number 11011596.

## No warranty as to accuracy or completeness

All information used in the publication of this report has been compiled from publicly available sources that are believed to be reliable, however we do not guarantee the accuracy or completeness of this report and have not sought for this information to be independently verified.

Opinions contained in this report represent those of the Longspur Research analyst at the time of publication. Forward-looking information or statements in this report contain information that is based on assumptions, forecasts of future results, estimates of amounts not yet determinable, and therefore involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of their subject matter to be materially different from current expectations. No representation or warranty is made as to the accuracy or completeness of the information included in this Research and opinions expressed may be subject to change without notice. Longspur Research does not undertake any obligation to revise such forward-looking statements to reflect the occurrence of unanticipated events or changed circumstances.

This report is solely for informational purposes and is not intended to be used as the primary basis of investment decisions. Longspur Research has not assessed the suitability of the subject company for any person. Because of individual client requirements, it is not, and it should not be construed as, advice designed to meet the particular investment needs of any investor. This report is not an offer or the solicitation of an offer to sell or buy any security.

Longspur Research has no authority whatsoever to make any representation or warranty on behalf of any of its corporate finance clients, their shareholders or any other persons similarly connected.

## Information purposes only

This Research is designed for information purposes only. Neither the information included herein, nor any opinion expressed, are deemed to constitute an offer or invitation to make an offer, to buy or sell any financial instrument or any option, futures or other related derivatives. Investors should consider this Research as only a single factor in making any investment decision. This Research is published on the basis that Longspur Research is not acting in a fiduciary capacity. It is also published without regard to the recipient's specific investment objectives of recipients and is not a personal recommendation. The value of any financial instrument, or the income derived from it, may fluctuate.

## Take own advice

The information that we provide should not be construed in any manner whatsoever as, personalised advice. Also, the information provided by us should not be construed by any subscriber or prospective subscriber as Longspur Research's solicitation to effect, or attempt to effect, any transaction in a security. The securities described in the report may not be eligible for sale in all jurisdictions or to certain categories of investors.

## Longspur Research may have a position

At any time, Longspur Research or its employees may have a position in the securities and derivatives (including options or warrants) of the companies researched and this may impair the objectivity of this report. Longspur Research may act as principal in transactions in any relevant securities, or provide advisory or other services to any issuer of relevant securities or any company connected therewith.

## Only for eligible counterparties and professional clients. Not for retail

This Communication is being distributed in the United Kingdom and is directed only at (i) persons having professional experience in matters relating to investments, i.e. investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "FPO") (ii) high net-worth companies, unincorporated associations or other bodies within the meaning of Article 49 of the FPO and (iii) persons to whom it is otherwise lawful to distribute it. The investment or investment activity to which this document relates is available only to such persons. It is not intended that this document be distributed or passed on, directly or indirectly, to any other class of persons and in any event and under no circumstances should persons of any other description rely on or act upon the contents of this document (nor will such persons be able to purchase shares in the placing).

### **Distribution in the US**

Longspur Capital Limited (Longspur) is not registered as a broker-dealer with the U S Securities and Exchange Commission, and it and its analysts are not subject to SEC rules on securities analysts' certification as to the currency of their views reflected in the research report. Longspur is not a member of the Financial Industry Regulatory Authority. It and its securities analysts are not subject to FINRA's rules on Communications with the Public and Research Analysts and Research Reports and the attendant requirements for fairness, balance and disclosure of potential conflicts of interest. This research report is intended for distribution in the United States solely to "major U.S. institutional investors" in reliance on the exemption from broker-dealer registration provided by Rule 15a-6 under the United States Securities Exchange Act of 1934, as amended, and may not be furnished to any other person in the United States. Each major U.S. institutional investor that receives a copy of such a report by its acceptance thereof represents and agrees that it shall not distribute or provide copies to any other person.

### **MAR Formal disclosure of conflicts**

This report has been commissioned by the issuer and prepared and issued by Longspur Research in consideration of a fee payable by the issuer. Fees are paid upfront in cash without recourse. A draft has been sent to the issuer for comment and it has been appropriately amended.

Neither Longspur Research nor the analyst have any holdings in the issuer. Longspur Research may from time to time provide the issuer with of consultancy advice.

See webpage for additional MAR disclosures.

### **GDPR**

For further information about the way we use your personal data please see our Third Party Privacy Notice at <https://longspur.com/privacypolicy.html> or at such other place as we may provide notice of from time to time. We may contact you about industry news, offers and information relating to our products and services which we think would be of interest to you. You can tell us you do not wish to receive such communications by emailing [michelle.elsmore@longspur.com](mailto:michelle.elsmore@longspur.com).

Laven Consulting Limited (incorporated and registered in England and Wales with company number 10918441) ("Laven") acting through its Paris branch located at 128 Rue La Boetie 75008, Paris, France as designated representative of Two Sigma Investments LP ("Company"), in accordance with art. 27 of the General Data Protection Regulation (the Regulation (EU) 2016/679) ("GDPR"). The Company has mandated Laven to be the European representative of the Company with regards to any communications or enquiry from the Supervisory Authority and/or data subjects on all issues related to the processing of personal data. Please contact Laven on [info@eurorep.eu](mailto:info@eurorep.eu); the postal address is FAO EuroRep, c/o Laven Partners, 128 Rue La Boetie 75008, Paris, France. When contacting Laven regarding the Company please quote the name of the company and the Ref: 0085.

### **Severability Applicable law**

Exclusion of Liability: To the fullest extent allowed by law, Longspur Research shall not be liable for any direct, indirect or consequential losses, loss of profits, damages, costs or expenses incurred or suffered by you arising out or in connection with the access to, use of or reliance on any information contained on this note.

Longspur Research  
10 Castle Street,  
Edinburgh. EH2 3AT  
UK

Longspur Capital  
20 North Audley Street,  
London. W1K 6WE  
UK