



UNIBAP
SPACE SOLUTIONS

“High activity in Europe”

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Today's presenters



Emil Rönnbäck
CFO



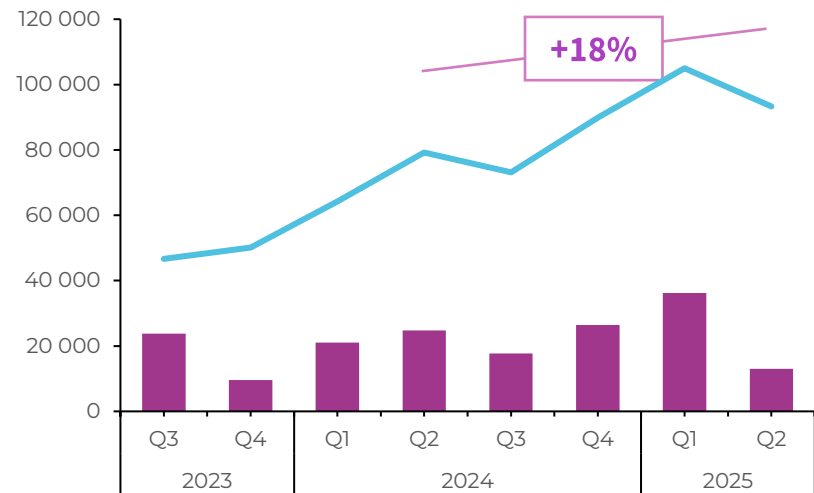
Anders Persson
Product manager

Today's agenda

1. **Financials**
2. Highlights
3. New launches
4. Defense use cases
5. Ambitions

Financials

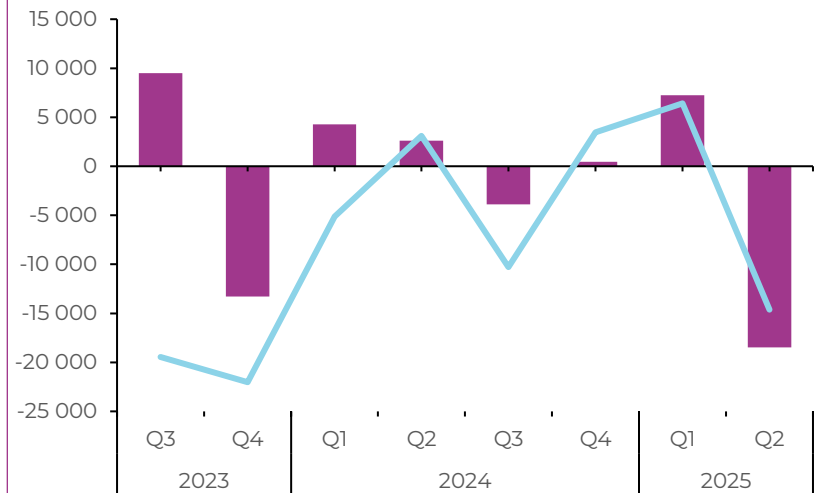
Net revenue (kSEK)



Lower revenue due to order intake from previous months

+18% growth Y-o-Y

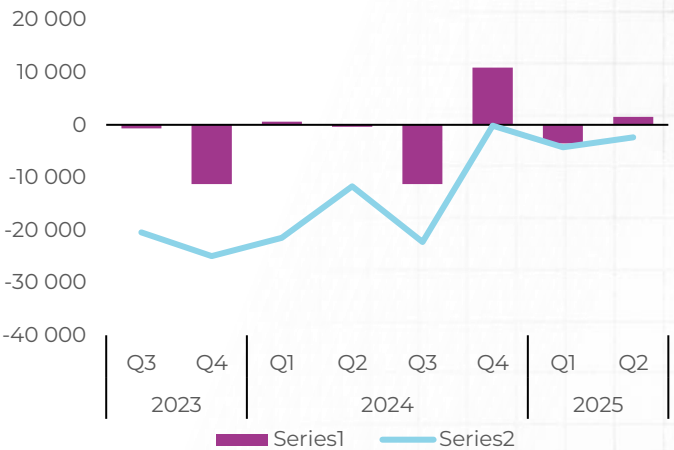
EBIT (kSEK)



EBIT amounting to MSEK -18,5 and main driver is lower revenue

EBIT negatively impacted with 4,5 MSEK due to write down of Capitalized work for iX5-200

Cash flow from current operations (kSEK)



Positive Operational cash flow mainly due to lower accounts receivables

Large swings in order intake and revenue, and thus profit and cash flow, still expected between quarters

Financials

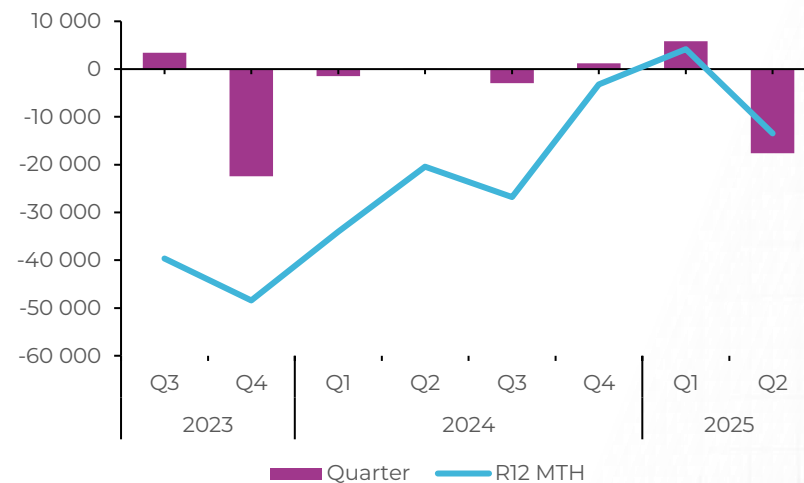
Net of Capitalized work
and Depreciation (kSEK)



Increased level of activation due
work on new models of iX10, new product
generation and SCOS

Depreciation negatively impacted with
4,5 MSEK

EBITDAC* (kSEK)



Lower revenue drives decrease in
EBITDAC

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Highlights

During Q2:

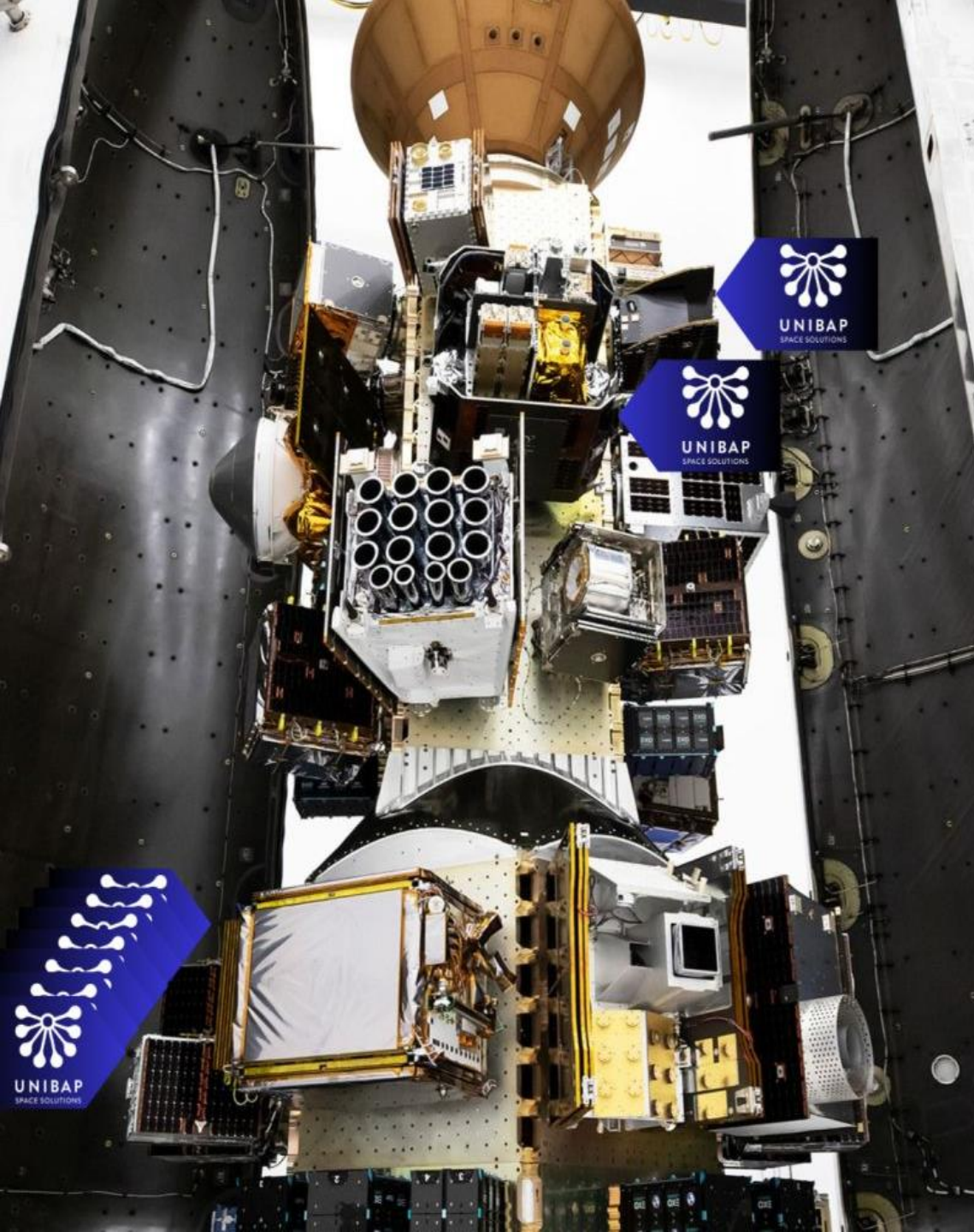
- CFO Emil Rönnbäck resigned
- New CFO Henrik Fredin recruited

After Q2:

- Three-year framework signed with Loft Orbital with a first call-off order valued at 1.39 MEUR.
- 3.5-year framework signed with Argotech granting Unibap exclusivity as Edge Computer supplier.

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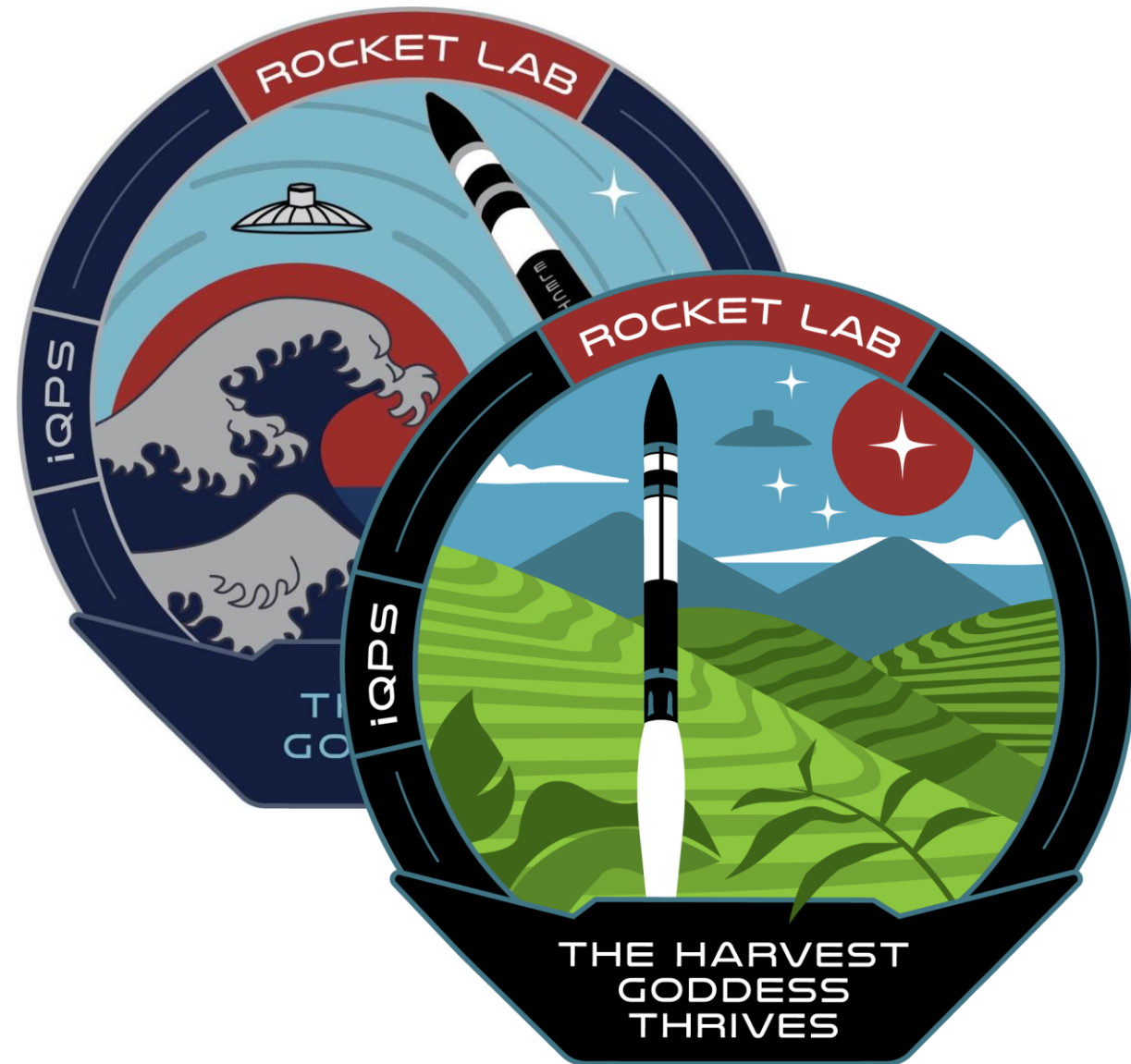
Large launch of iX5

- June 23rd on SpaceX Transporter-14 mission
- 9 iX5s on spacecrafts from 3 different customers:
 - **Bifrost** – Swedish-Danish defence satellite for maritime surveillance in the Arctic
 - **Argotec** – 7 more Hawk satellites for the IRIDE HEO constellation
 - **D-Orbit** – Additional spacecraft for D-Orbit's In Orbit Demonstration and AI^x services



First launch of iX10

- Successful **1st launch** on May 17th
- Together with:
 - **iQPS** – A Japanese SAR satellite company
 - **JAXA** – The Japanese Space Agency
- Launched by RocketLab from New Zealand
- Gone through successful commissioning
- Followed by **2nd launch** on August 5th
- Same operator, launch site and success!
- Many more launches planned during 2025



iQPS & JAXA

- Early adopter of iX10
- iQPS is building a 36 satellite SAR constellation for Earth observation
- JAXA are supporting demonstrations of high-performance computing applications
 - **Precise Point Positioning** – Improving accuracy & reducing latency
 - Valuable insights require every recorded pixel to have an accurate **coordinate** & **timestamp**
 - Requires high-performance onboard computing

Today's agenda

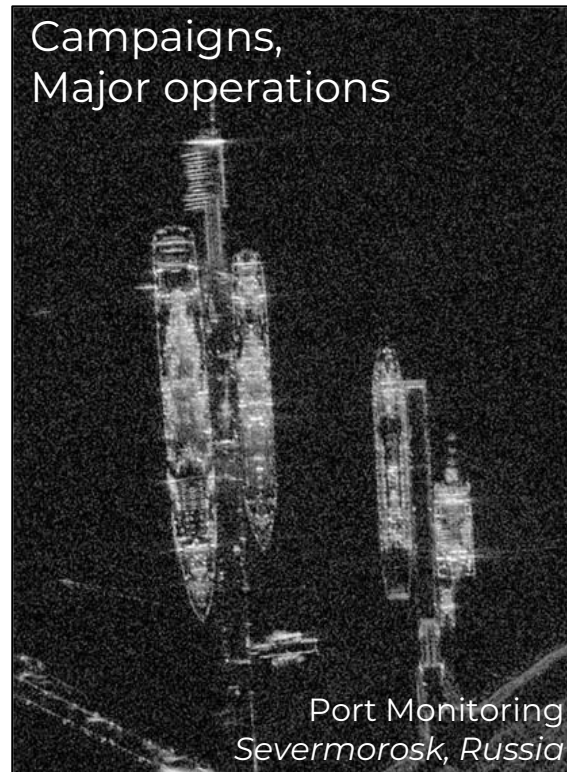
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From strategic to tactical insights from space

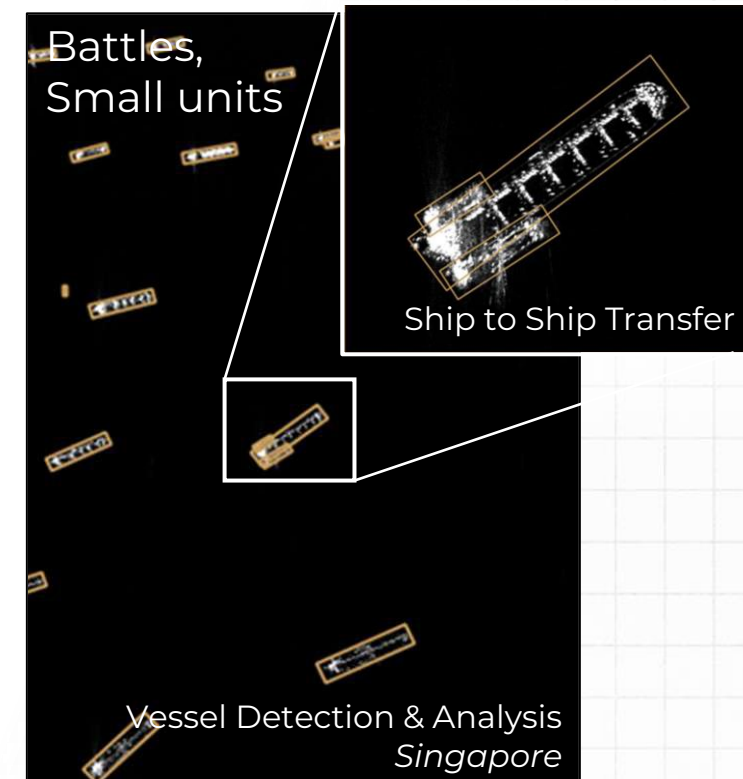
Strategic (days)

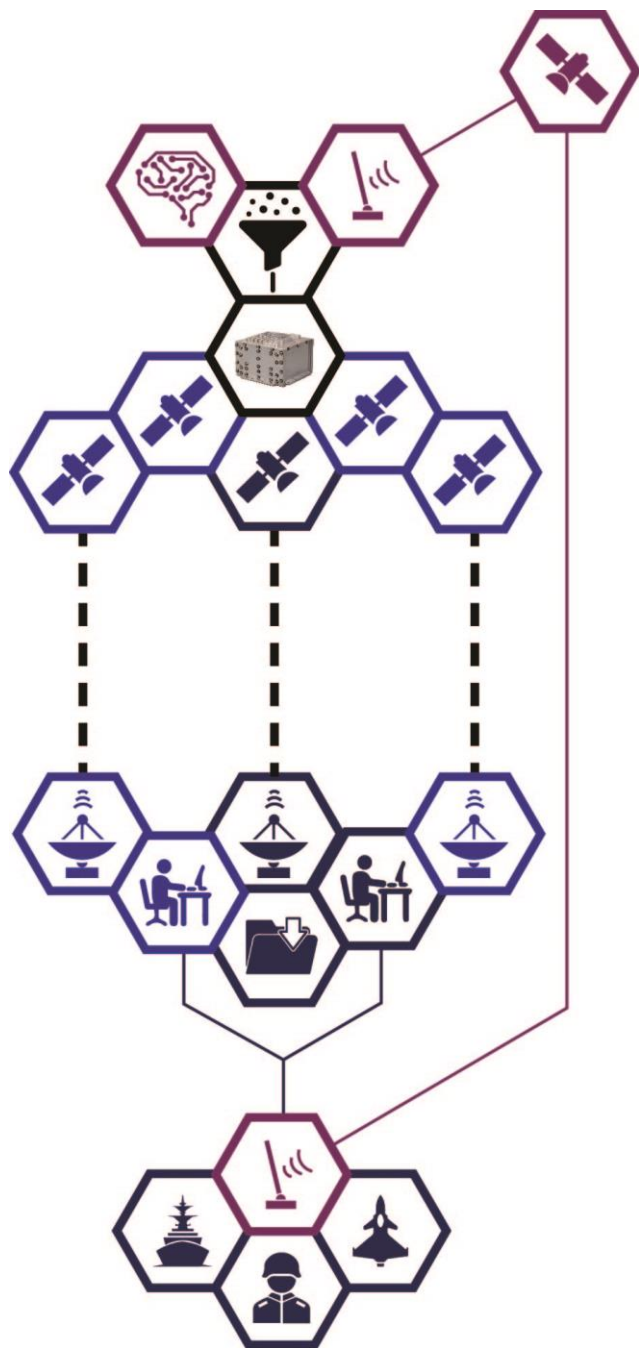


Operational (hours)



Tactical (minutes)

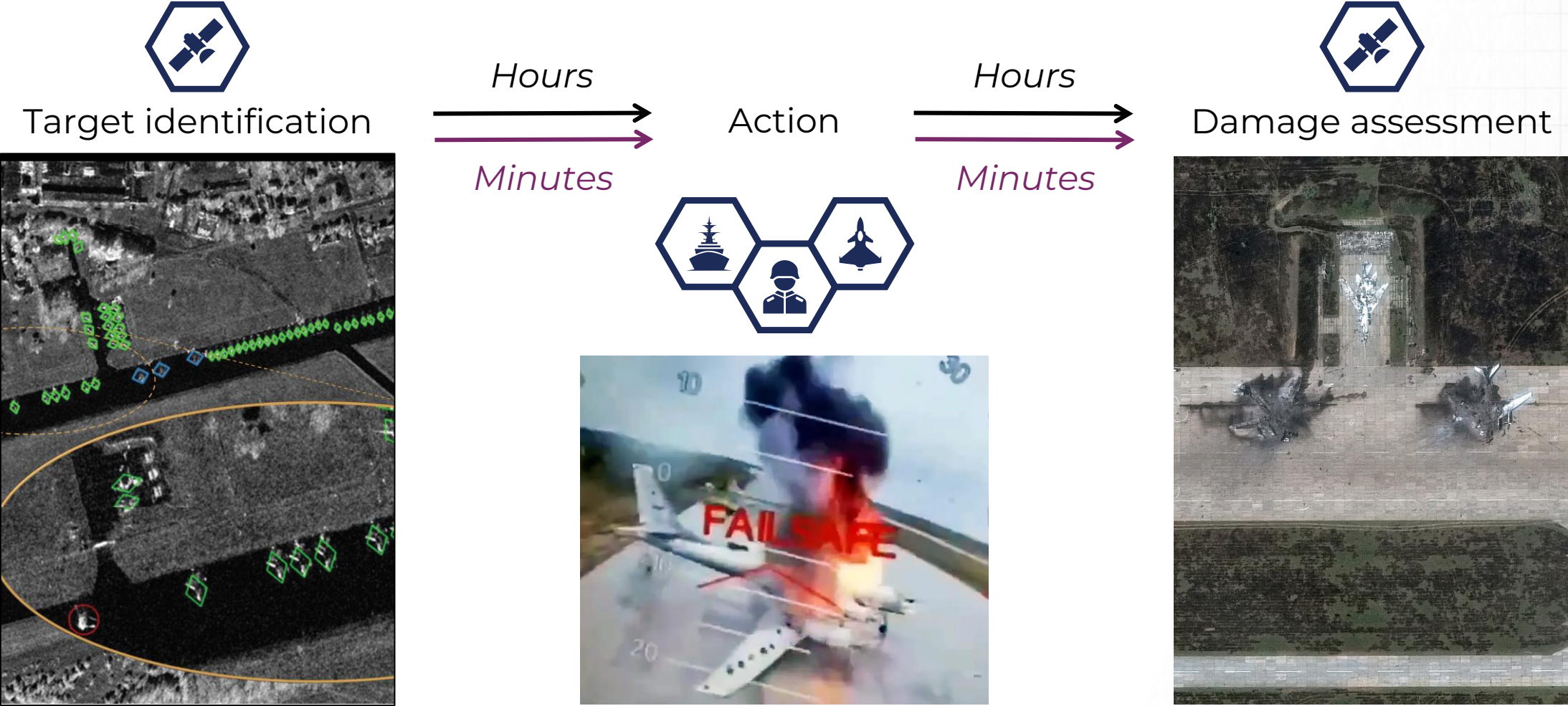




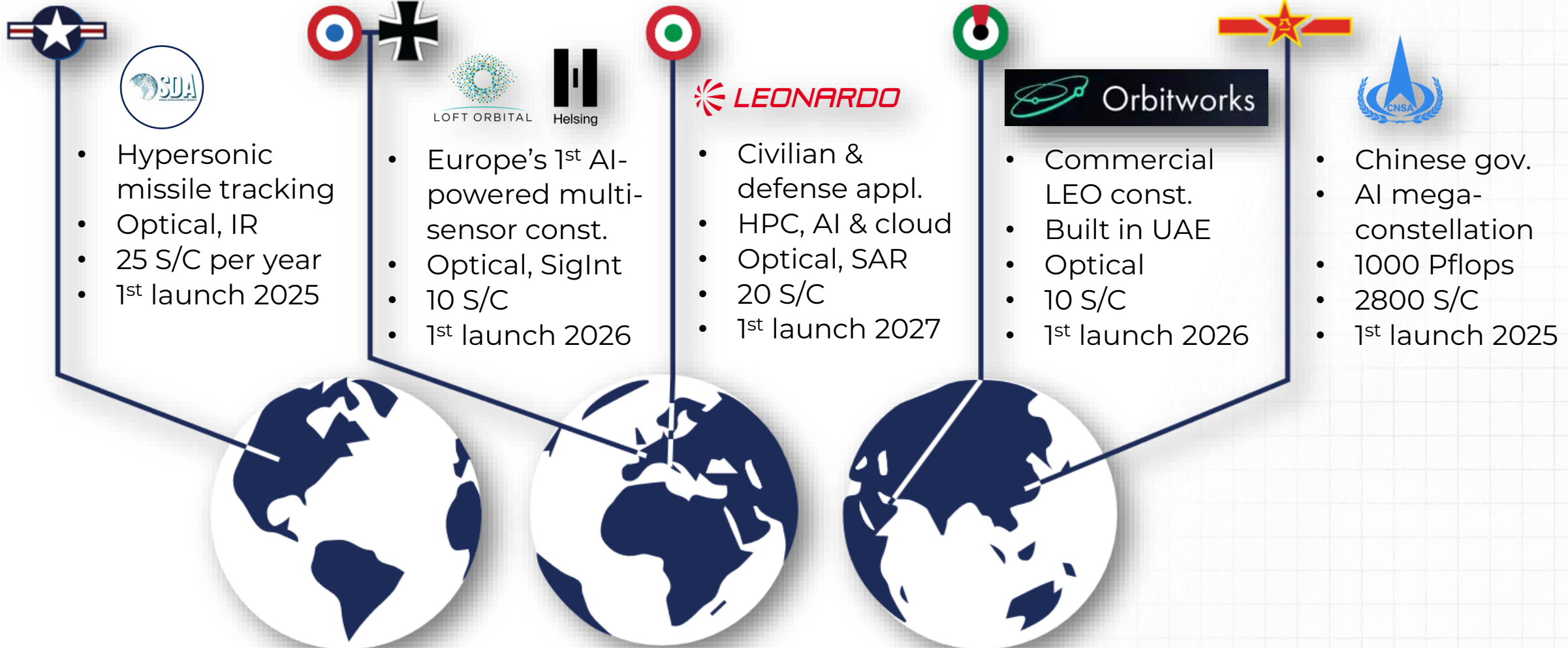
From strategic to tactical insights from space

- Strategic (**1 day**)
 - *Single satellites*
 - *Single ground stations*
- Operational (**1 hour**)
 - *Satellite constellations*
 - *Ground station networks*
- Tactical (**30 min**)
 - *Edge computing*
 - *On-board pre-processing*
- Real-time (**1 min**)
 - *On-board AI*
 - *Inter-satellite links (LEO-GEO / LEO-LEO)*

From strategic to tactical insights from space



Upcoming edge computing constellations



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Ambitions in 2025



TECHNOLOGY MATURITY

- *More than 30 launches planned – 13 done*
- *First stand-alone SW in space* 
- *Reach TRL9 for iX10* 



BUSINESS DEVELOPMENT

- *Capture Qualification Projects*
- *Convert into Constellation Projects – **Loft and Argotec***
- *Expand US operations*
- *Leverage European awakening*



OPERATIONAL READINESS

- *Build redundancy*
- *Maintain >100 units/year capacity*



FINANCIAL IMPROVEMENT

- *30-50% average annual mid-term revenue growth*
- *>30% revenue growth in 2025 – **increased risk due to delay in orders***



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