

WE CARE, WE PERFORM, WE DELIVER!



BERENBERG

PARTNERSHIP SINCE 1590

London, 13 March 2023



Today's presenters



Andrea Pizzarulli

Co-founder and
Chief Executive Officer



Letizia Galletti

Chief Financial Officer
Investor Relation Director

Introducing Civitanavi Systems' inertial systems

Our Vision: Civitanavi Systems' vision is to be the technology powerhouse for inertial stabilisation and navigation solutions, enabling the future of mobility



Navigation
relative position and orientation



Stabilisation
automatic stabilisation for safety and function

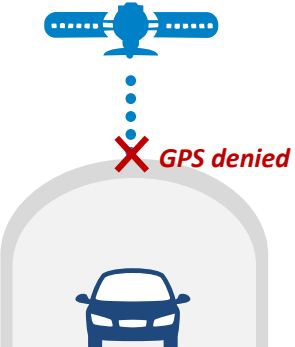



Multiplatform-friendly
appropriate for aerospace & defense or industrial purposes




Why GPS simply isn't enough

Navigation and positioning reliability




GPS⁽¹⁾




Relies on a clear signal from a satellite to establish navigation and position

INS




Does not require external sensors and provides uninterrupted navigation

Stabilisation under harsh environments




GPS



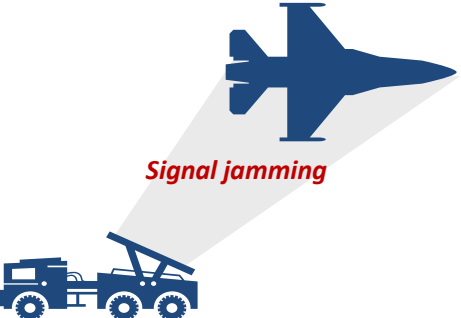
Cannot produce any gyro data to offer automatic stabilisation of vehicle

INS




Automatic stabilisation for efficient functioning of antennas and equipment

Immune to jamming / spoofing




GPS



GNSS equipment are highly prone to jamming and/or spoofing

INS



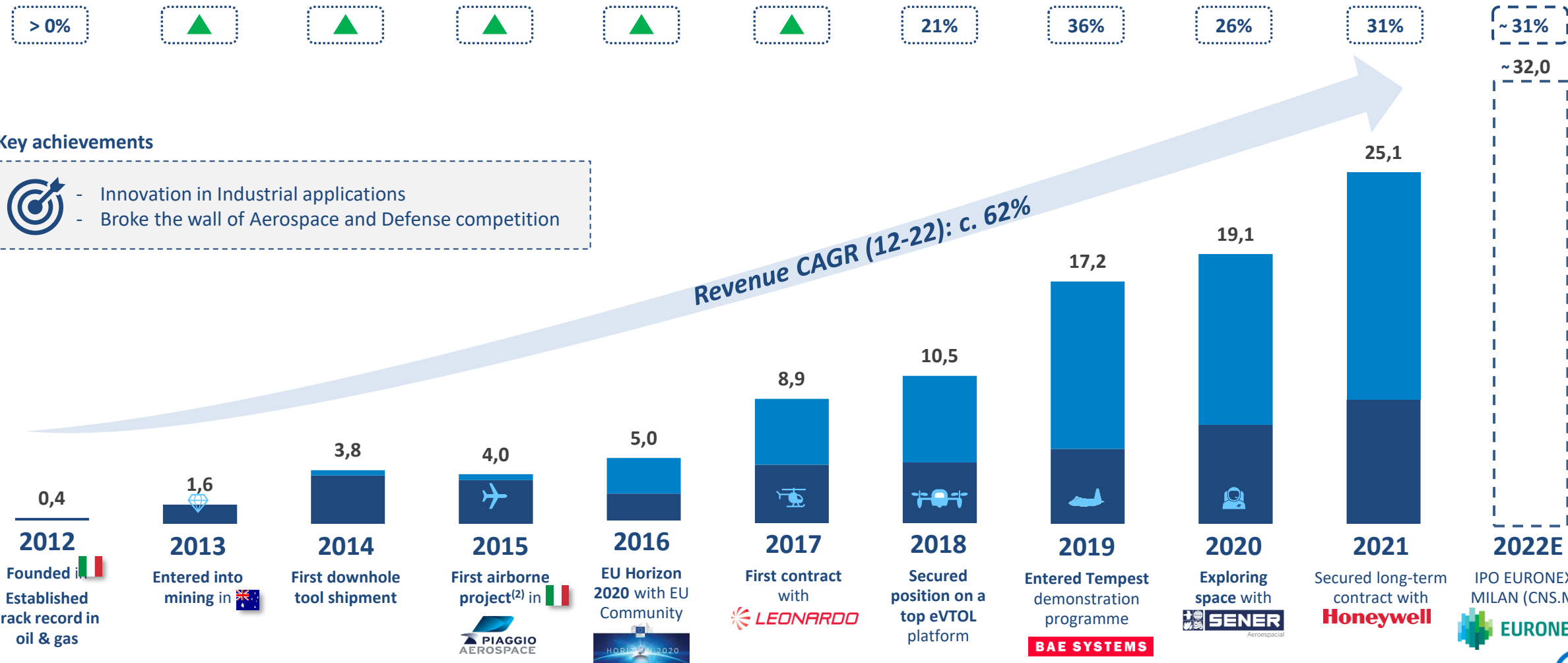
Resistance to jamming and spoofing allows stable navigation and positioning



Civitanavi Systems continuing a profitable growth since inception

Revenue development 2012-2021⁽¹⁾ (€m)

■ Industrial revenue ■ Aerospace and defence revenue ■ Other revenue □ EBITDA Margin ▲ Margin increase




Notes(s): Figures rounded; (1) 2018-2021 figures audited and compliant with IFRS. Revenues before 2018 are based on Italian GAAP and unaudited; (2) 2015 marks the first safety-critical airborne project for Civitanavi Systems. The first airborne project of any kind was carried out in 2014




Civitanavi Systems at a glance


Unique capabilities




High performance



Avionics certified



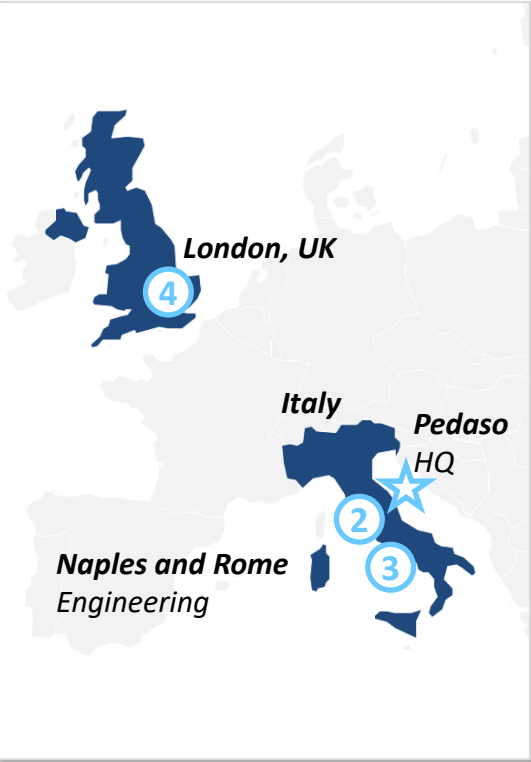
ITAR-free⁽¹⁾



Serving a globally diversified customer base...




















...growing presence, starting from Italy and the UK



Note(s): Figures rounded; (1) ITAR: International Traffic in Arms Regulations; (2) Avio not a direct customer, but an ultimate customer of Civitanavi Systems, via Sener; (3) As of 31 December 2021



Unique position serving an unserved segment of the market

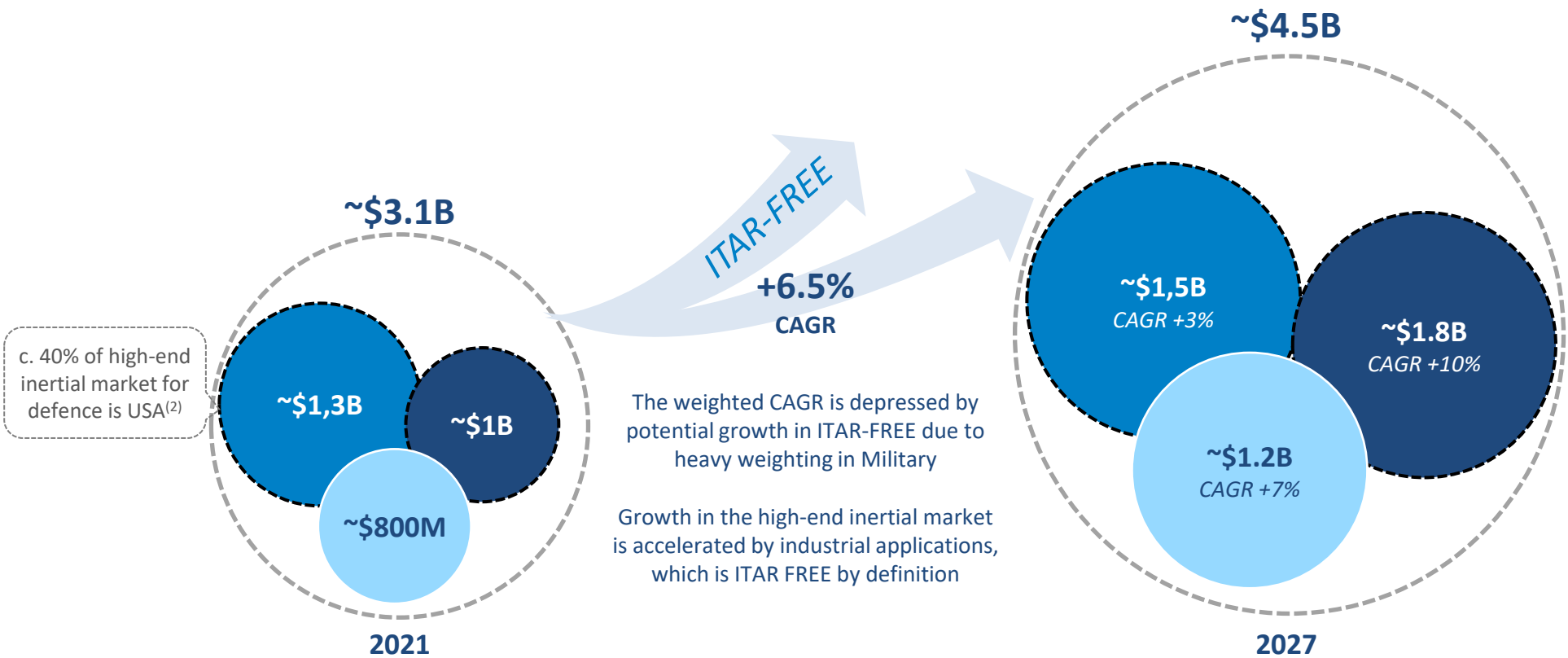
	Market share <i>Direct competitors of Civitanavi Systems</i>	ITAR-free / US content free <i>Exempt from strict export controls</i>	True solid state for safety-critical applications <i>High-performance, non-mechanical gyros</i>	Stabilisation suitability <i>Technology suitable for both stabilisation and navigation</i>
 	Leading	✗	✗	✗
 	Leading	✗	✓	✓
 	Leading	✓	✗	✓
 	Niche	✓	✗	✗
 	Niche	✓	✗	✓
 	Niche	✓	✗	✓
 	Niche	✗	✗	✓
 	Niche	✗	✗	✓
 		✓	✓	✓



Civitanavi Systems is growing faster than the reference market (ITAR-FREE)

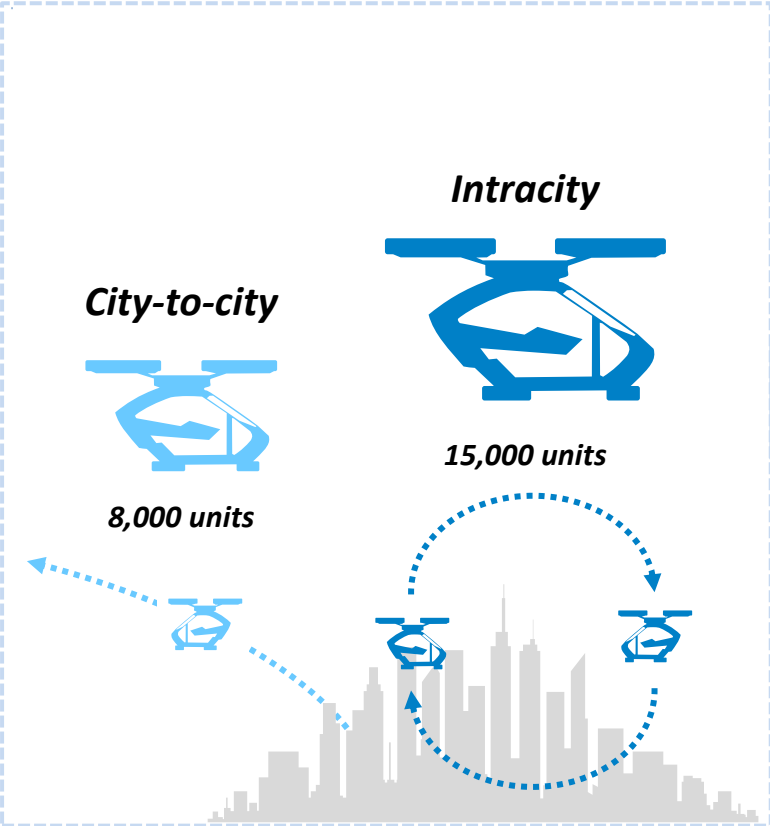
High-end inertial market segment forecast

--- Total high-end inertial industry --- Civitanavi Systems' definition of aerospace and defence
● Defence / Military ● Commercial aerospace ● Industrial/Commercial applications

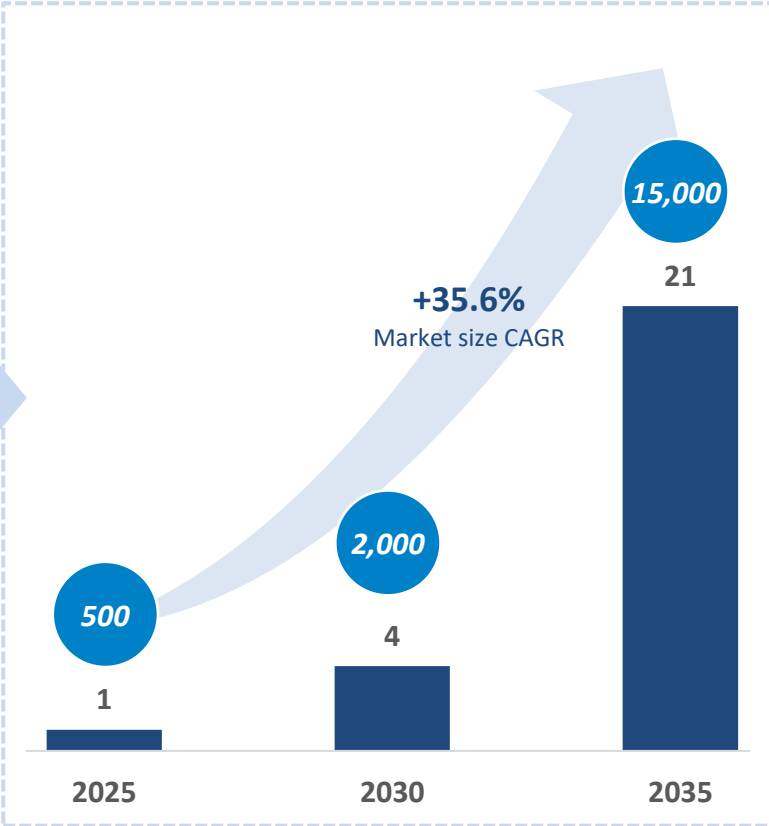


Assessment of TAM⁽¹⁾ for urban air mobility

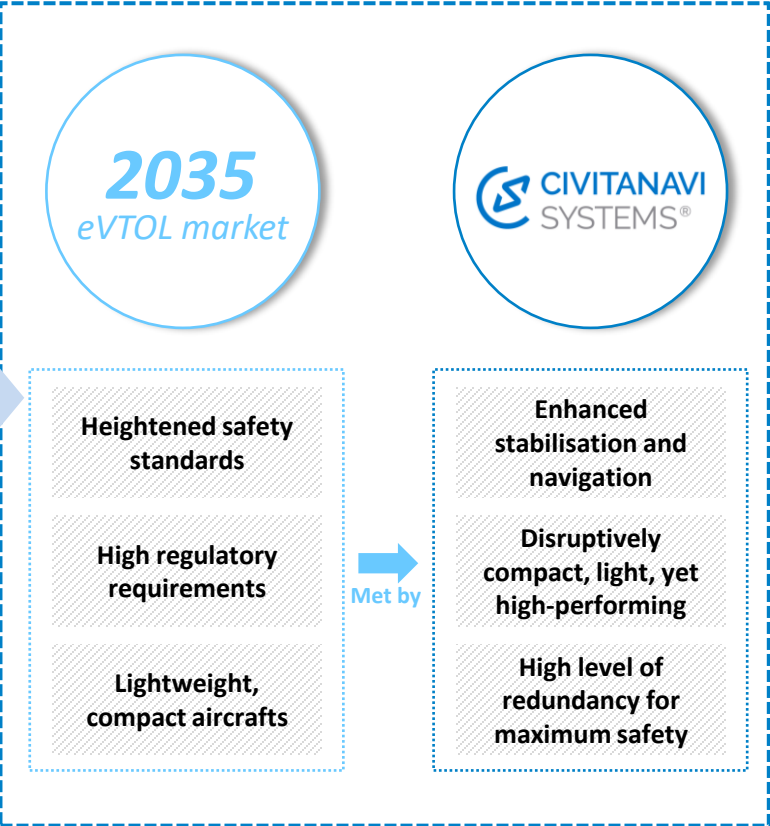
Snapshot of eVTOL⁽²⁾ market in 2035⁽³⁾
Visualising high volume commercialisation



Forecasted intracity eVTOL market growth⁽²⁾
■ Market size in \$bn ● Number of eVTOL aircrafts



Civitanavi Systems' capturing forecasted growth
By introducing integrated, redundant, and customisable products



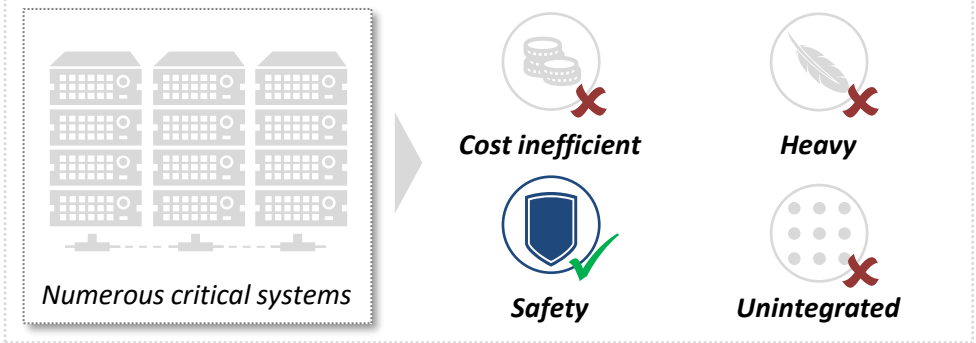
Prepared for the coming eVTOL demand

Conventional installation of critical systems for flight

Commercial aircraft



Overview of critical systems⁽¹⁾

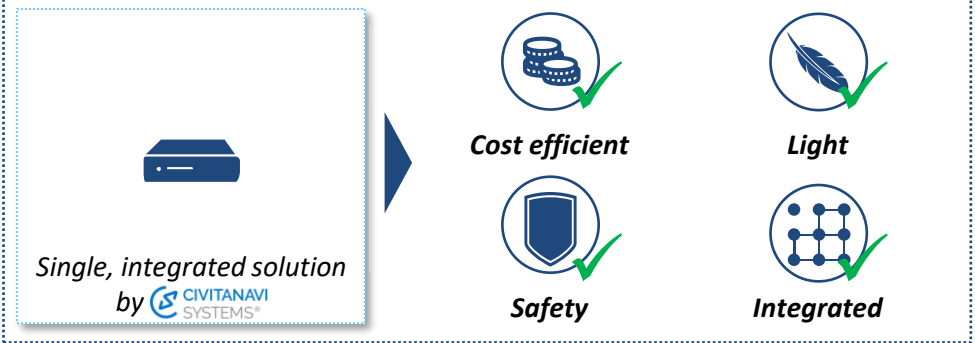


Overcoming requirements with a single, highly-integrated solution

eVTOL



Overview of next-generation critical systems⁽¹⁾



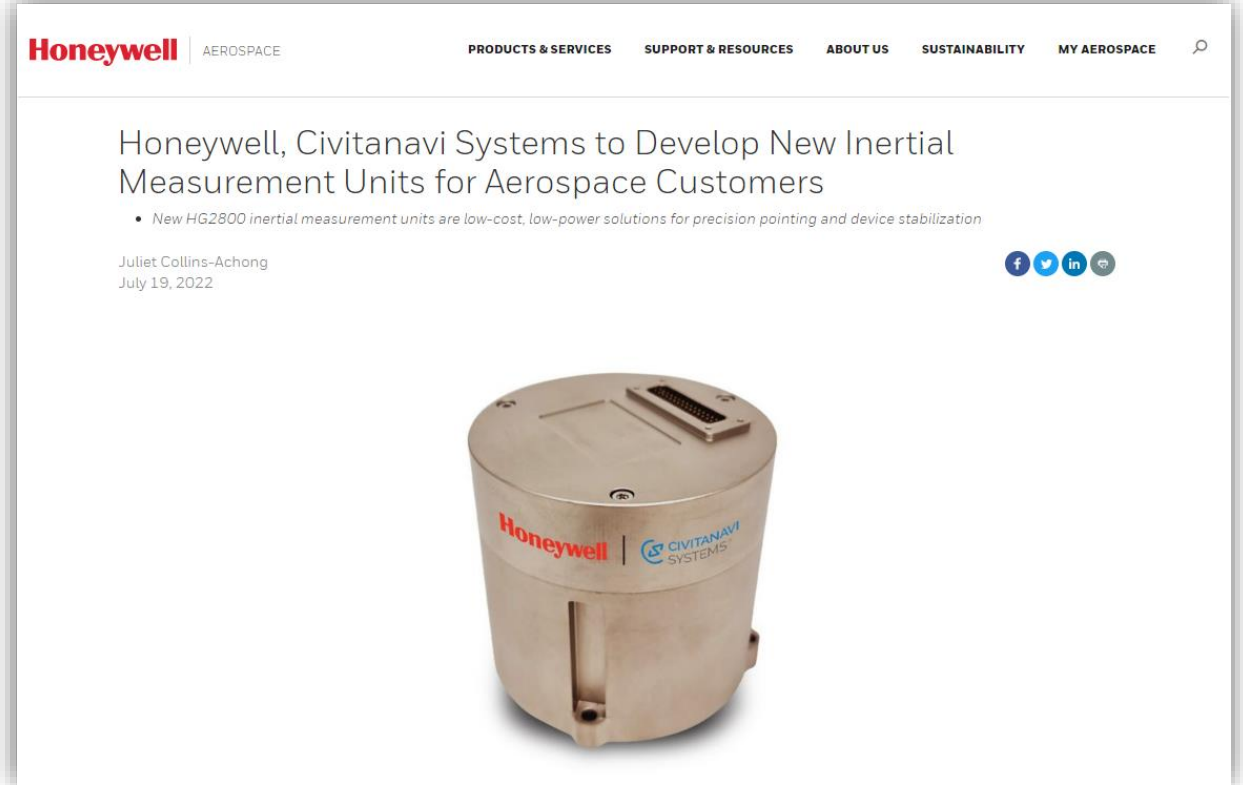
Important strategic progresses

- Civitanavi Systems signs an agreement with **IEROM LTD** to expand its offer in the **sector of urban air mobility**.



Important strategic progresses for USA market growth

- **Honeywell** and **Civitanavi Systems** signed an agreement to develop new Inertial Measurement Unit for the customers of the aerospace customers.



Important strategic progresses – A new market opportunity for Civitanavi



PRESS RELEASE

CIVITANAVI SYSTEMS INVESTS IN PV-LABS AND INCREASES THE TECHNOLOGICAL KNOW-HOW IN ADVANCED IMAGING SYSTEMS

Pedaso (FM), & Burlington (ON), January 30 2023 – Civitanavi Systems S.p.A. (EURONEXT MILAN, CNS) leading Italian manufacturers of inertial navigation, georeferencing and stabilization systems and PV-Labs Ltd, a privately held company based in Canada and a leader in the design and manufacture gyro-stabilized gimbals and advanced ISR&T (Intelligence Surveillance Reconnaissance and Targeting) imaging systems, have announced today the signing of a binding agreement for CNS to purchase a 30% minority ownership in PV-Labs Ltd for 2.5 million USD. The agreement provides CNS with a call option to purchase the remaining 70% ownership which can be exercised in 5 years. The two companies will start to cooperate and strengthen their combined technological and product development knowhow. The transaction is expected to close within 90 days after approval of Investment Canada Act (“ICA”) application (equivalent of Italian “Golden Power”).

PV-Labs is a SME (Small and Medium-sized Enterprises) and was founded by Mark Chamberlain (former founder and CEO of WESCAM Inc, now L3Harris WESCAM) and has designed a unique line of Airborne ISR&T products, based on PV-Labs’ patented new stabilization technique for gimbals, called “Fifth-generation Advanced Stabilization Technology”, or “FAST” to address the growing demand for high performance ISR&T products worldwide, organically and by licensing to other ISR&T players to meet localization and other market needs.



What is needed for a modern aircraft to fly and do surveillance?



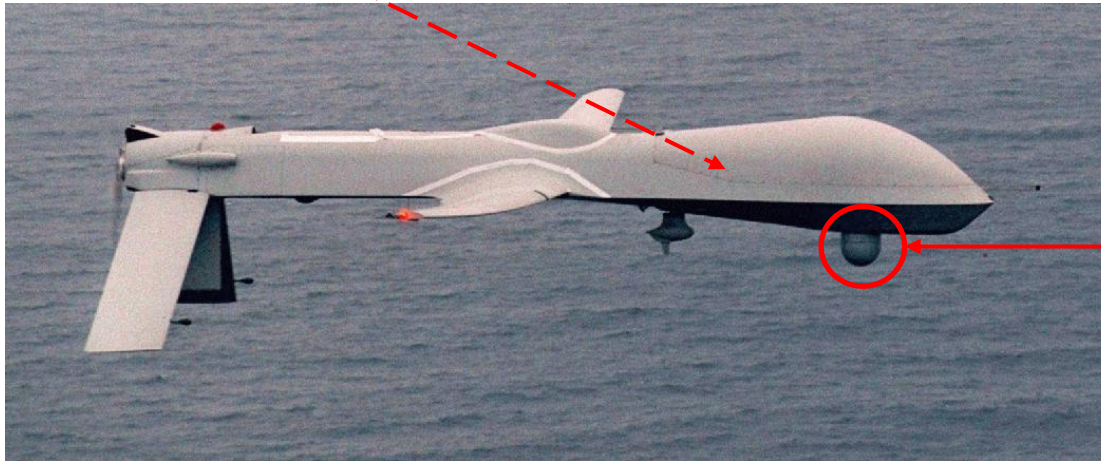
ONEBOX

- **VMS:** Vehicle Management System
- **FCC:** Flight Control Computer
- **A-PNT:** Assured Position, Navigation and Timing with or without GPS.



INERTIALS SENSORS

- **IMU:** Inertial Measurement Unit. Inertial sensor block for gimbals stabilization



- **Gimbal:** 2 axis electromechanical movements
- **ISR (Intelligence, Surveillance and Reconnaissance):** payload in the gimbal to host sensors for imaging and targeting
- **Stabilization:** in order to have a good imaging such payload needs to be stabilized with inertial sensors (gyroscopes)
- **Targeting:** in order to understand the target position, navigation (position and true heading) is necessary



Civitanavi and PV-Labs can supply near to 100% avionics



Large and growing TAM⁽¹⁾ exposed to a diversified set of key end markets

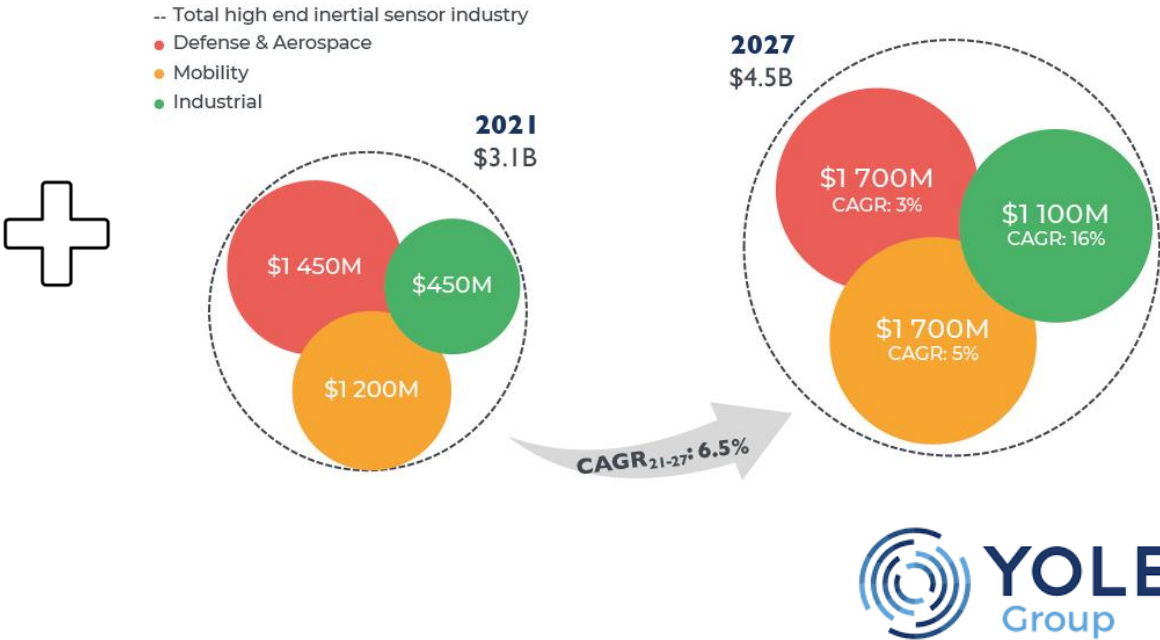
Global Electro-Optical/Infrared (EO/IR) Systems Market Outlook

“ The global electro-optical/infrared (EO/IR) systems market size reached a value of USD 15.35 billion in 2021. During the forecast period of between 2023 and 2028, the market is expected to grow at a CAGR of 5.60% to reach USD 21.29 billion in 2027.



2021-2027 high-end inertial sensor market forecast

(Source: High-End Inertial Sensing 2022, Yole Intelligence, June 2022)



...to address a \$25.8B market!



Protected by an impenetrable moat made up of layers of value

Software

Proprietary software developed in-house, which translates algorithm into embedded code of the processor

Algorithm

An INS is formed by inertial sensor assembly and a complex navigation algorithm, which is developed by Civitanavi Systems' in-house team of PhD mathematicians and implemented into software and firmware designed according to safety-critical standards

IMU Calibration

Assembled inertial sensors are calibrated with a sophisticated algorithm and state-of-the-art motion simulators

Development & Assembly

Civitanavi Systems is the assembler and developer of the product with further improvement costs

Gyro Fiber Coils

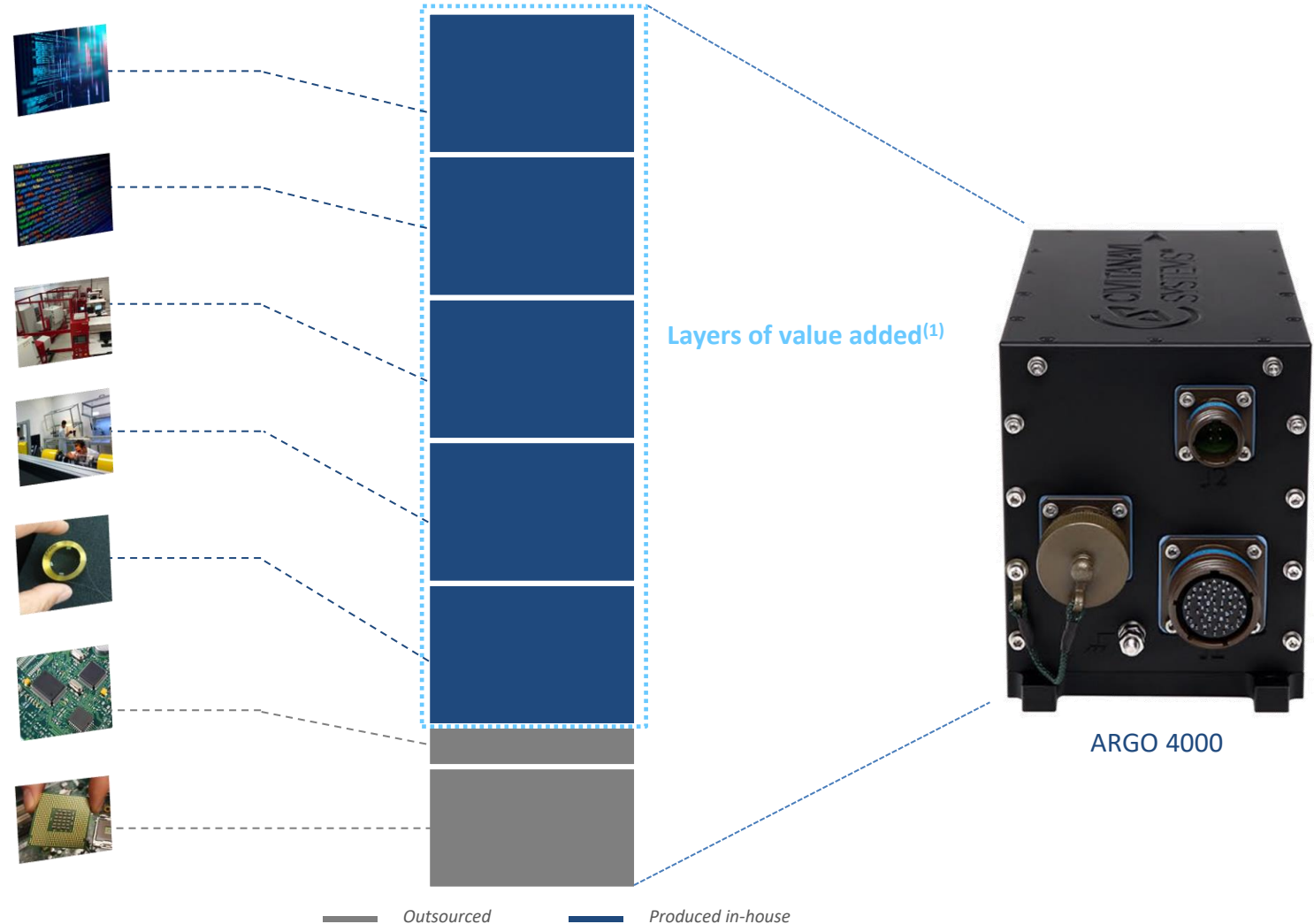
The fiber coil is the heart of the gyroscope sensor and represents a technological advantage in the manufacturing process and scalability

Contract Manufacturing

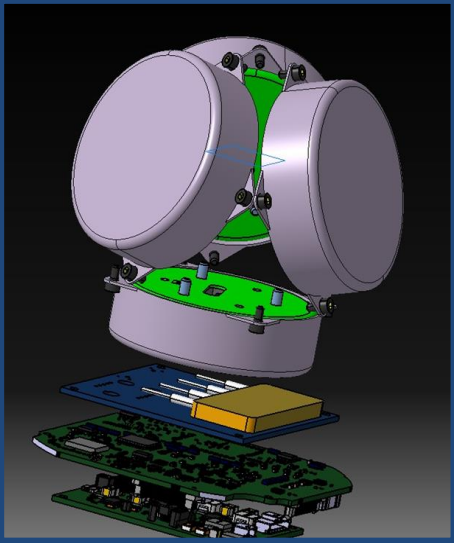
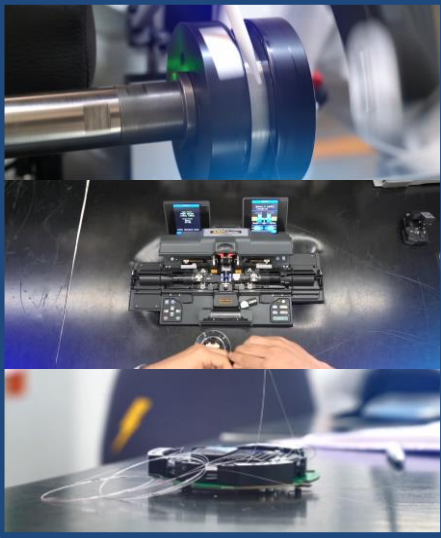

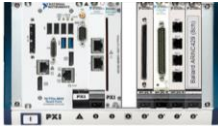

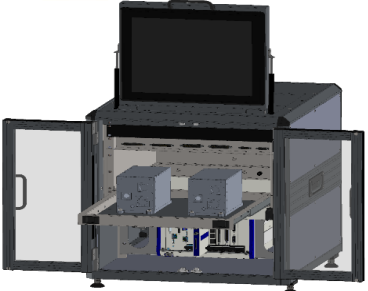
Outsourcing of custom-made mechanical parts and electronics cards, all designed in-house. Outsourcing includes PCB (Printed Circuit Boards) and its surface mounting devices (SMD) assembly

Industrial / Telecom / Automotive "COTS"

Most of the electronics and opto-electronics components used in the inertial systems are COTS (Commercially Available Off-the-Shelf) from large-scale industries like automotive, consumer electronics or telecom



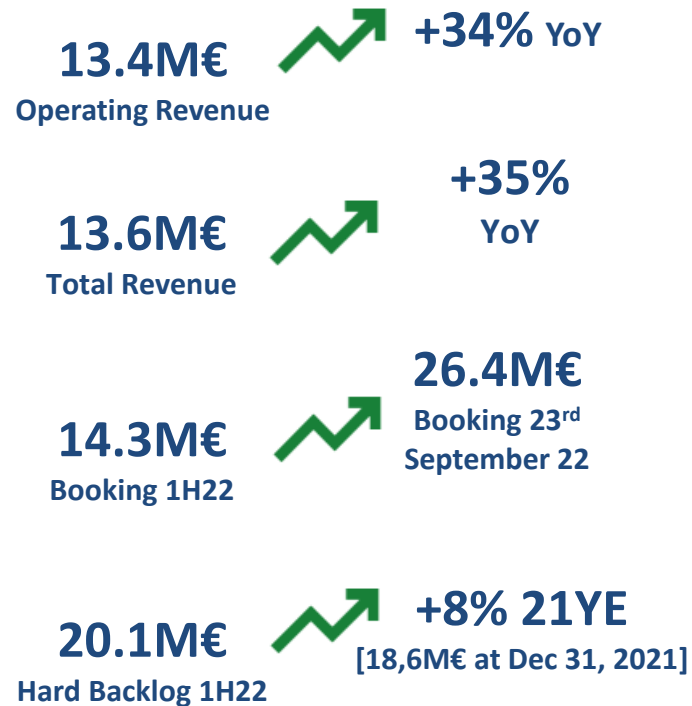
Gold standard design and vertically integrated production

Design and engineering	Production process design	Key production processes	Automatic calibration	Testing
<div><div>1</div><div>Box</div></div> <div><div>2</div><div>Software</div></div> <div><div>3</div><div>Algorithm</div></div>				<div></div> <div></div>
<div><div>Design and engineering</div><div>A deliberate and bespoke process</div><div>Full in-house engineering capabilities to design cutting-edge products using fully developed, proprietary, and patented technologies. Civitanavi Systems also holds Alternative Design Organisation Approval (DOA) from EASA⁽¹⁾ for safety critical certifications</div></div>	<div><div>Production process design</div><div>Flexible and capex-light</div><div>Intense use of fiber optic telecommunication manufacturing capabilities. Process designed to allow maximum production flexibility on large variety of product types</div></div>	<div><div>Production</div><div>Control of our destiny</div><div>Key production processes done in-house to maintain control over production of key components, enabling inertial systems manufacturing and manufacturing technology to control and scale the production with outstanding margins</div></div>	<div><div>Calibration</div><div>Advanced calibration process</div><div>Cutting-edge calibration facility with more than 5 highest-accuracy motion simulators. Proprietary calibration algorithm to ensure maximum performance of the Inertial Navigation Units and Systems</div></div>	<div><div>Testing</div><div>Ensuring highest quality on each shipment</div><div>Civitanavi Systems holds EN9100 Quality standard certification for aerospace and defence. In addition, Civitanavi Systems also holds Production Order Approval (POA) from ENAC⁽²⁾ for production of safety-critical systems</div></div>

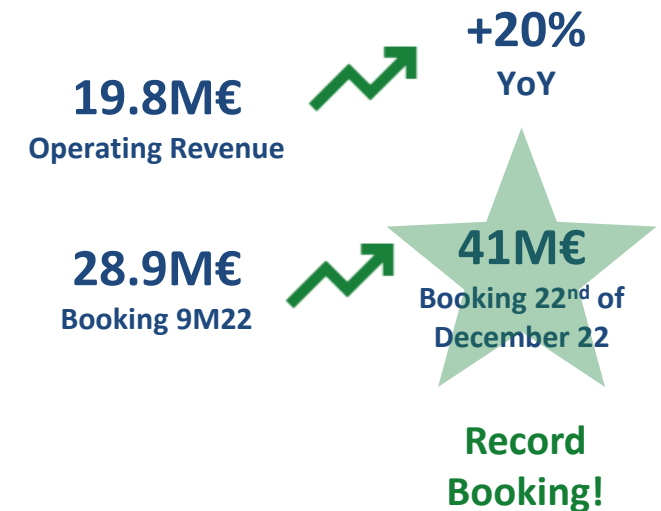


Good results, delivering strong performance

Highlight 6M2022



Highlight 9M2022



1) EBITDA Adjusted is calculated as a profit or loss for the financial year/period, gross of income taxes, revenues and financial expenses, amortisation and depreciation, write-downs and write-downs of net financial assets, foreign currency gains or losses, the effects of non-recurring transactions and the effects of certain events and operations that the Management believes are not related to the Company's operational performance. It is consistent with the definition reported in the Prospectus during IPO.



Platform-agnostic technology with variety of end markets

Aerospace and defence

Space

Launch systems



Land

Military vehicles



Aeronautics

Jets, Helicopters, & eVTOLs⁽¹⁾



Other

Naval surface, subsea, and guidance



Industrial

Mining, Oil & Gas

Drills, Subsea equipment



Product



IMU

16%



PETRA

6%



ARGO

26%



NAUTILUS

24%



RIG ALIGNER - DOWNHOLE

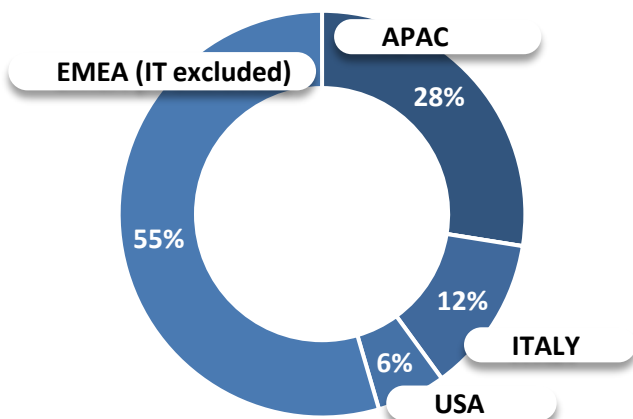
25%

in EUR thousands	9M2022	%	9M2021	%	Var % YoY
Aeronautics	4.800	26%	2.158	15%	122%
Land	1.123	6%	938	7%	20%
Space	2.909	16%	2.005	14%	45%
Other (Naval, Submarine, Guidance)	4.505	24%	2.714	19%	66%
Total Aerospace and Defence	13.337	72%	7.815	55%	71%
Industrial	4.624	25%	6.325	44%	(27%)
Other	645	3%	87	1%	645%
Total Operating revenues net of the change in FP/SFP inventories	18.606	100%	14.227	100%	31%
Change in FP and SFP inventories	1.222		2.269		(46%)
Total Operating revenues	19.828		16.495		20%

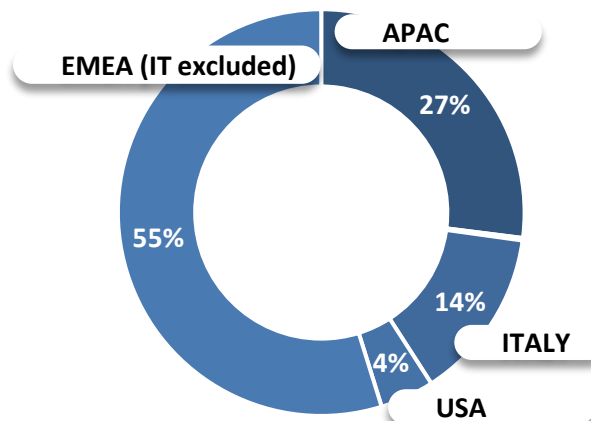
- Solid performance in all business divisions, confirming a significant portion of the A&D sector and a constant presence in the Industrial division.
- Confirmed the growth in all core sectors of its business, including the industrial divisions that shows a temporary decrease attributable to import and re-export rules in the Country of the customers of reference.

Diverse revenue exposure by geography

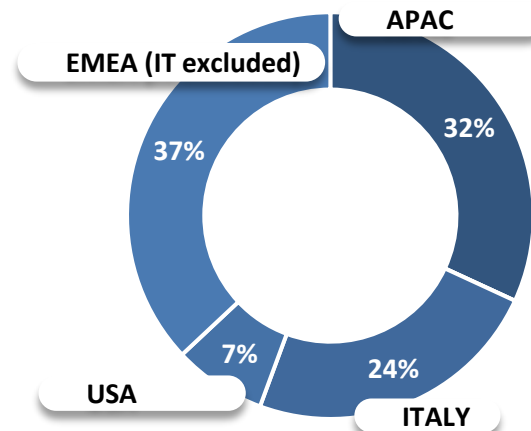
Revenue concentration 2019



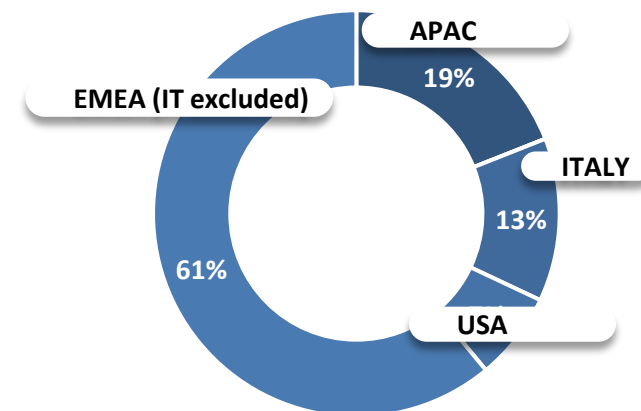
Revenue concentration 2020



Revenue concentration 2021



Revenue concentration 9M2022

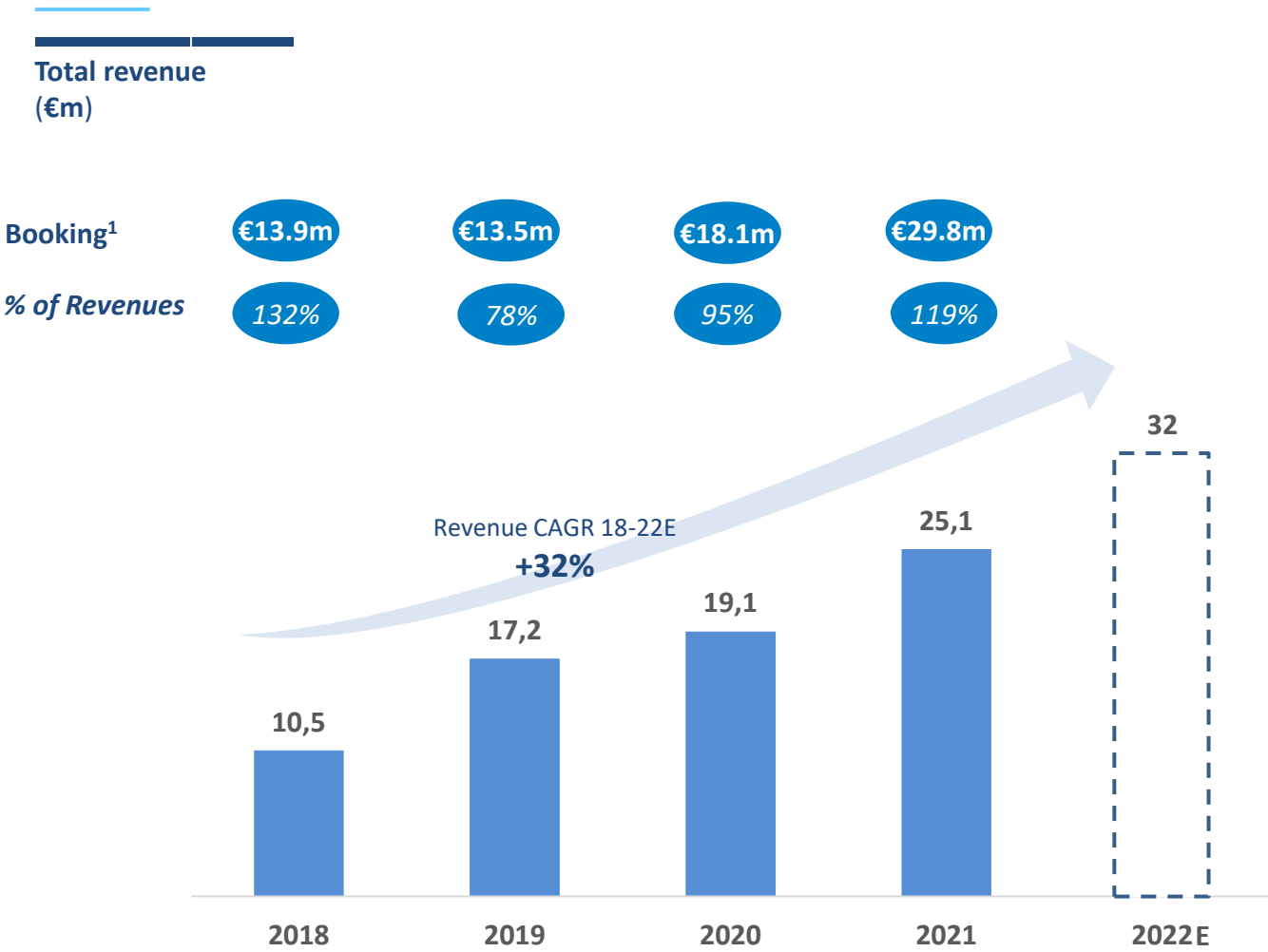


in EUR thousands	9M2022	%	9M2021	%	Var % YoY
APAC	3.601	19%	5.599	39%	(36%)
EMEA (Italy excluded)	11.267	61%	5.495	39%	105%
Italy	2.482	13%	1.868	13%	33%
USA	1.256	7%	1.264	9%	(1%)
Rest of the world	0	0%	0	0%	0%
Total Operating revenues net of the change in FP/SFP inventories	18.606	100%	14.227	100%	31%
Change in FP and SFP inventories	1.222		2.269		(46%)
Total Operating revenues	19.828		16.495		20%

- Well diversified portfolio revenue spread across different regions
- The EMEA area recorded a significant increase thanks to the recently stipulated contract communicated in the 1Q2022
- the decrease of the APAC market is attributable to the Industrial divisions
- there is not any commercial relationship with the Russian Federation and Ukraine



Strong revenue growth



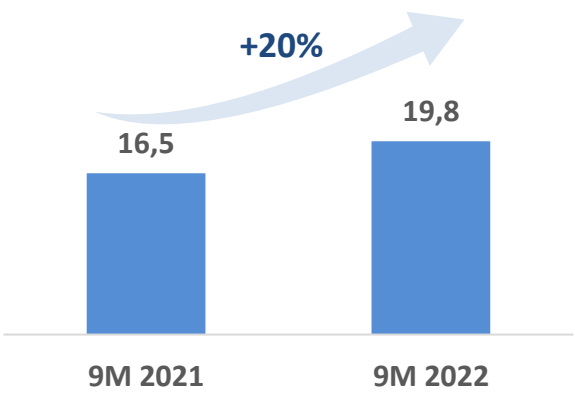
Key Comments 2018 – 2021

- Revenues in 2021 up c.31% YOY and a good proxy of the company growth trend is the 2018-21 CAGR of c. 34%
- Strong growth in 2021 booking, driven by the Company’s ability to turn opportunities included in the soft backlog into actual bookings (+65% YoY)
- Total booking 18-21 / total revenues 18-21 = 105%

Key Comments 2022

- Operating revenue 9M2022 19,8M€ +20% of 9M2021 which was 16,5M€
- Booking 9M2022 amount to EUR 28,9m€ - book to bill 1,46
- Booking at 28th October 2022 amount to EUR 30,4m€ (record Booking)
- 2022 Guidance Total revenue equal to about 32M€

Operating Revenue 9M2021 vs 9M2022

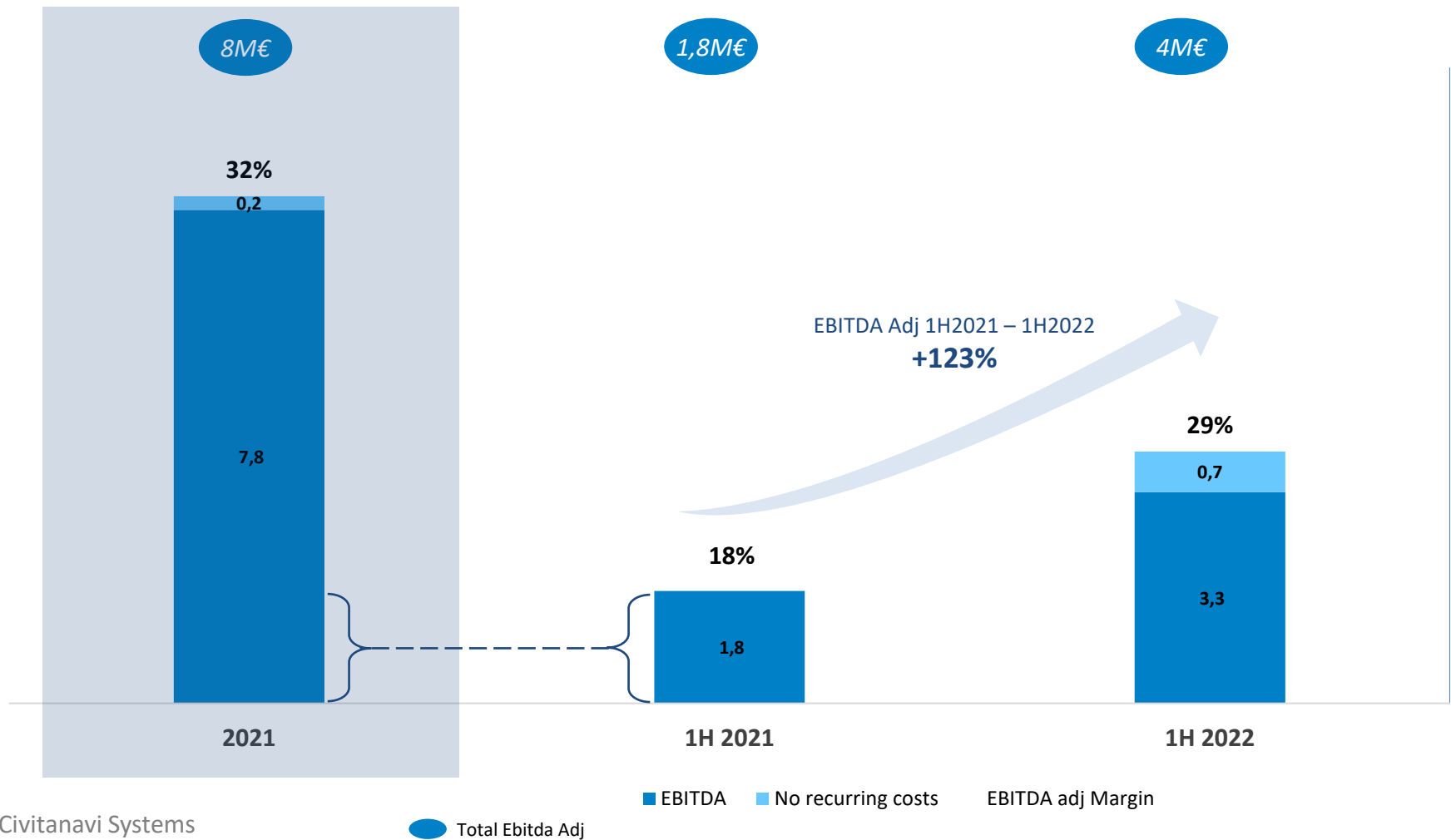


Note(s): (1) The booking represents the orders from customers acquired during the year



Highly attractive margin profile (updated at June 2022)

EBITDA, EBITDA Adjusted and EBITDA margin
(€m)



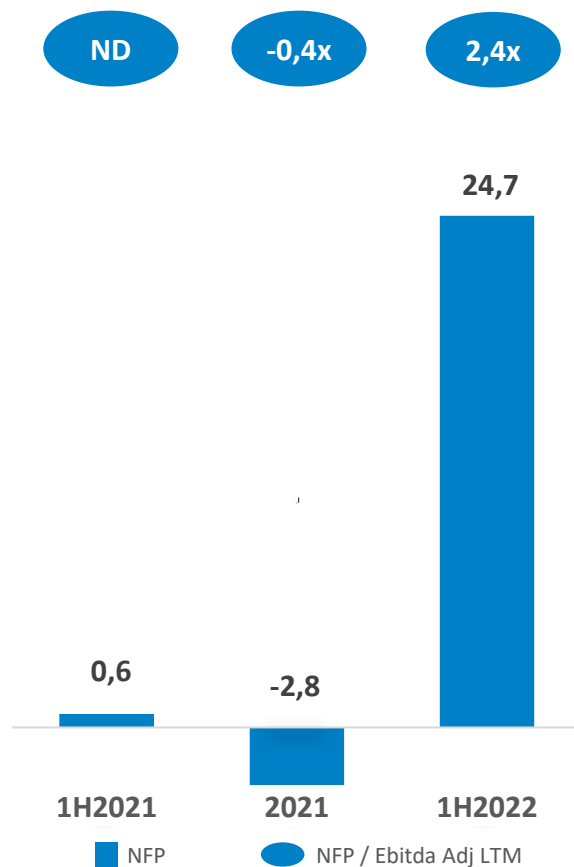
Key Comments

- **EBITDA margin adjusted 1H2022 shows a strong increase** from 1H2021 confirming the 2022 guidance in terms of marginality.
- The excellent result achieved in the first half of 2022 is supported by the significant increase in business volume and at the same time by the ability of the Company to optimize the cost structure.
- The guidance in terms of margin is to achieve a margin equal or higher than the expected margin of 2021 (equal to 31%).
- No recurring costs are related to:
 - 1H2022: 653K€ of which relating to part of the costs incurred for the listing on the Euronext Milan market for Eur 628K€ and 25K€ other residual costs;
 - 1H2021, the Company did not have non-recurring items;

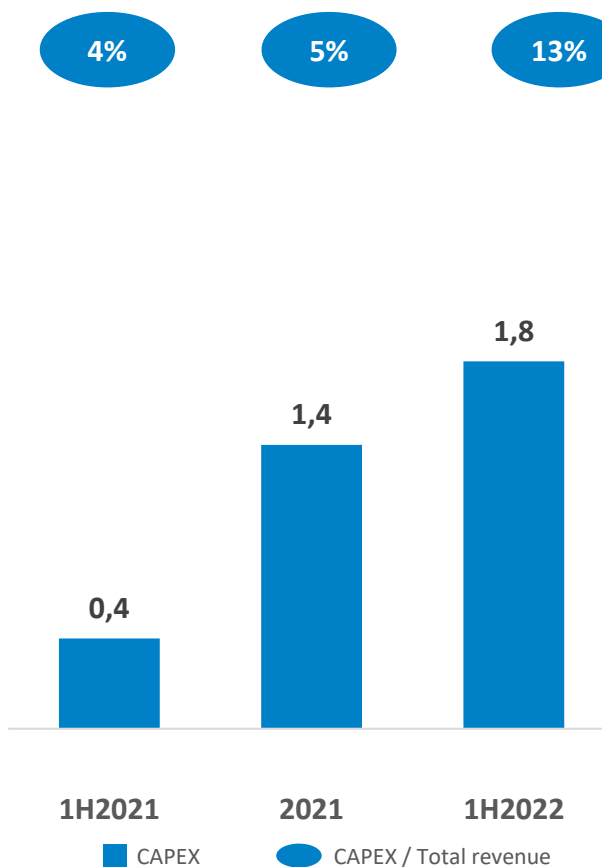


Solid balance sheet and strong cash generation (updated at June 2022)

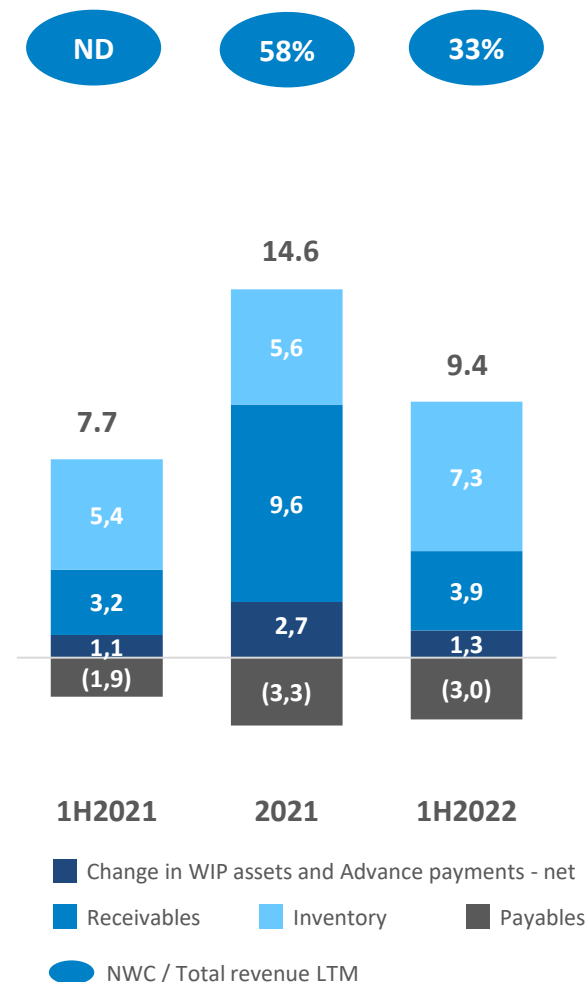
Net Financial Position (€m)



CAPEX (€m)



Net Trade Working Capital (€m)



Key Comments

- **Strong liquidity position** thanks to cash generation of the period and capital injection. The Free cash flow of 1H2022 is +27,6M€ and the FCF net to IPO cash collected, is +6,3M€ compared to +1,9M€ of 1H2022;
- **Capex:** *Tangible fixed assets* for 1H2022 amounting to 1M€, mainly related to the purchase of machinery for production and instruments for expanding the production area. Such investments aimed at increasing the Company's production capacity. *Intangible assets*, amounting to 0,8M€, are mainly related to the development internal activities;
- **NTWC** of 1H2022 has generated cash for +5,2M€ mainly related to (i) decrease of trade receivables [it usually increases at year end due to the growth of deliveries and it normalizes in the interim period] (ii) the decrease of the Assets for work in progress on order net to advance payments (iii) the increase in warehouse inventories attributable to the increase in stocks to deal with production needs;



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