



FULL YEAR RESULTS 2022

17 April 2023

Summary

1. Finalization of the strategic refocusing

2. The key strengths of Exail Technologies

3. Financial results 2022

4. Outlook & guidance

Key figures 2022 proforma



1. FINALIZATION OF THE STRATEGIC REFOCUSING



A simplified group



A new high-tech champion **exail**



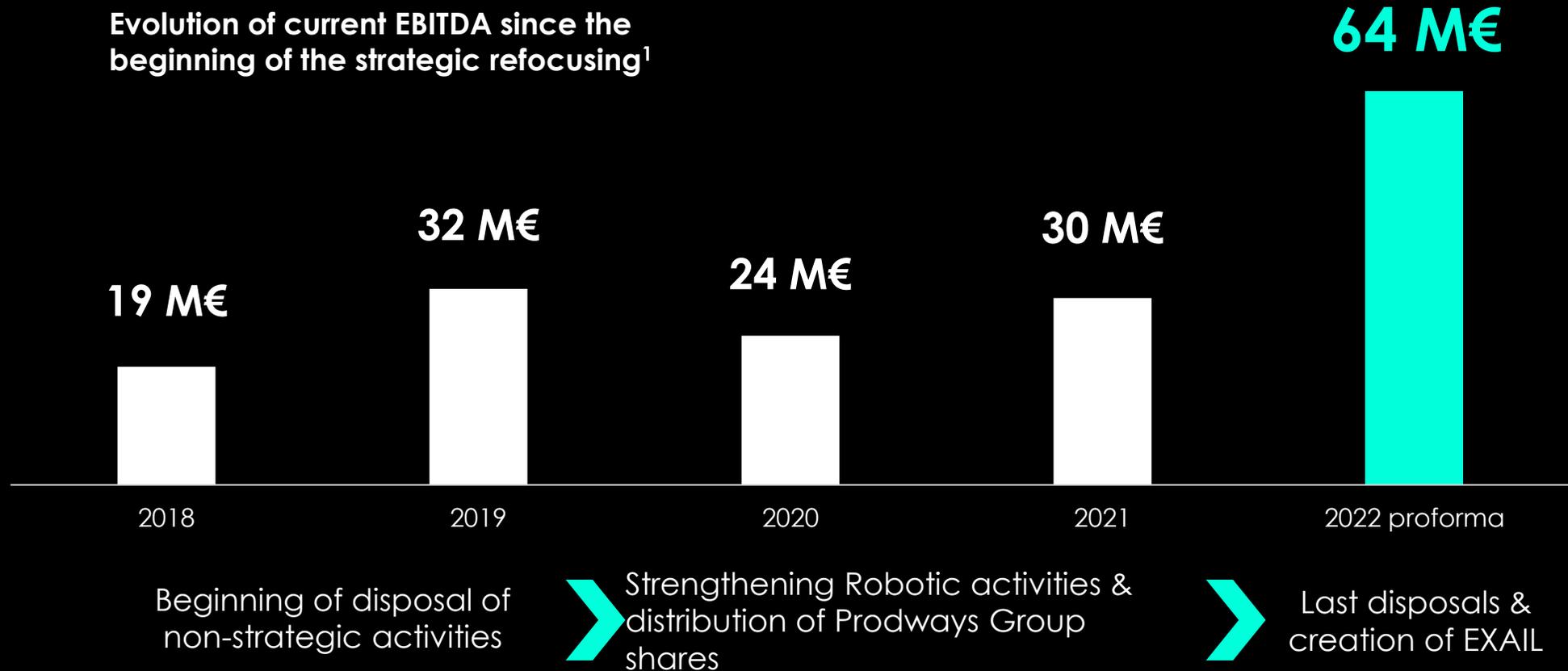
Final step of the simplification realized at end Q1 2023 generating +30 M€ of cash income early 2023 ¹



A new name for Groupe Gorgé to reflect the transformation of the group, focused on Exail

The results of long-term strategy initiated in 2018...

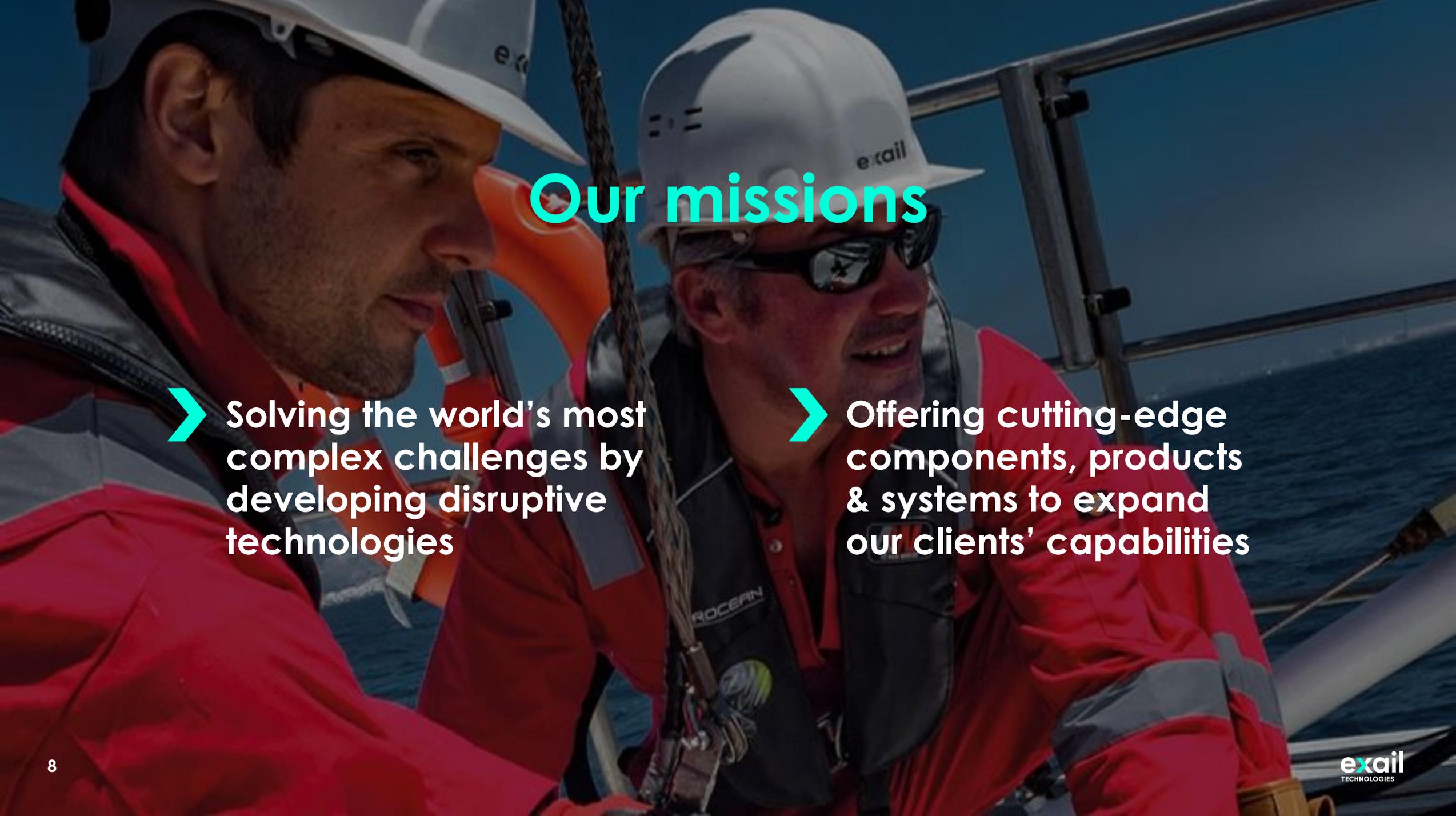
Evolution of current EBITDA since the beginning of the strategic refocusing¹



¹ The current EBITDA indicated is the reported EBITDA at the end of each period.

2. THE KEY STRENGTHS OF EXAIL TECHNOLOGIES



A photograph of two men in safety gear on a ship's deck. They are wearing white hard hats with the 'exail' logo, red high-visibility jackets, and safety harnesses. The man on the right is wearing sunglasses and has a 'ROCEAN' logo on his jacket. The background shows the ship's railing and the ocean under a clear blue sky.

Our missions

➤ Solving the world's most complex challenges by developing disruptive technologies

➤ Offering cutting-edge components, products & systems to expand our clients' capabilities

1. Cutting-edge R&D & innovation



~€250 m invested in R&D over the last 10 years

>300 people dedicated to R&D today at Exail



Several specialized industrial sites with highly valuable know-how

>50 years experience in maritime robotics
40 years experience in Navigation systems
25 years experience in fiber optics
30 years experience in on-board electronics for aerospace

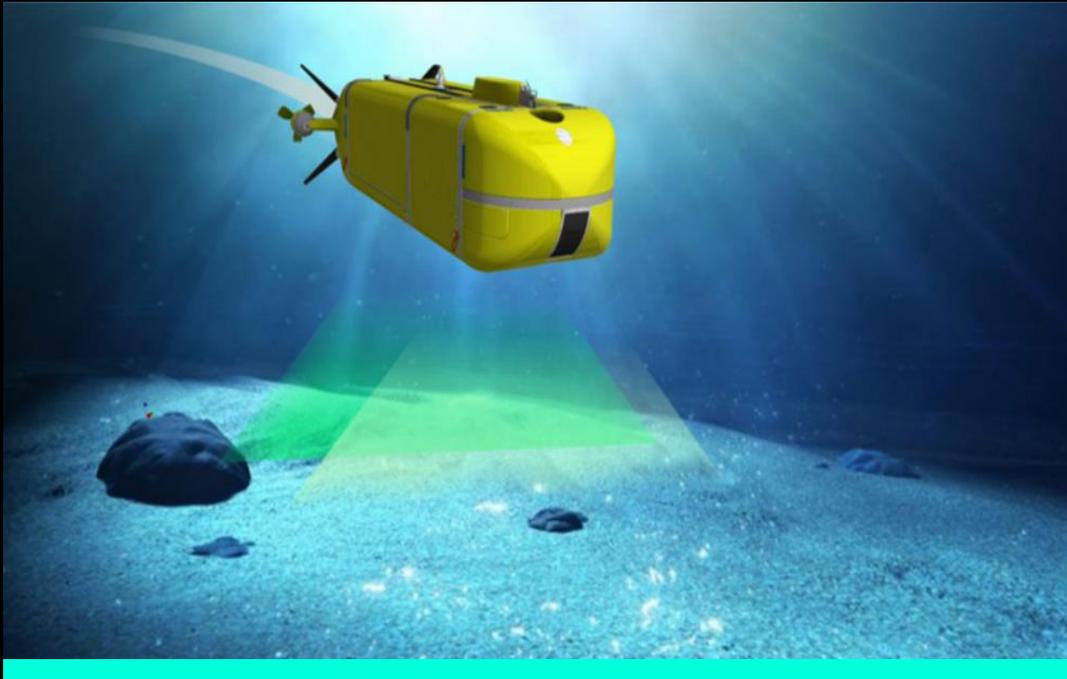


>330 active patents

Among the top 10 French SMEs filing the most patents per year

Case Study:

R&D pushing the boundaries from the deep sea to outer space



Ulyx, a deep sea autonomous drone delivered to IFREMER, able to operate at 6,000 m depth for 48h



Planck satellite, 1,5 million kilometres away from earth, integrating Exail inertial navigation product

2. Deep vertical integration generating revenues at each step



Components

Equipments

Drones

Integrated systems

~35 M€
revenues 2022

~130 M€

~40 M€

~75 M€

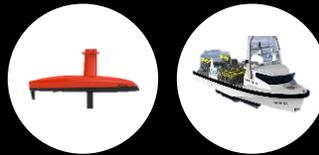
OPTIC & QUANTUM



INERTIAL NAVIGATION



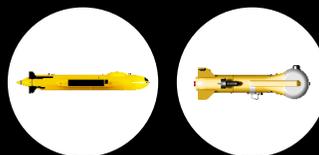
SURFACE DRONES



SONAR & POSITIONING



UNDERWATER DRONES



ON-BOARD ELECTRONIC



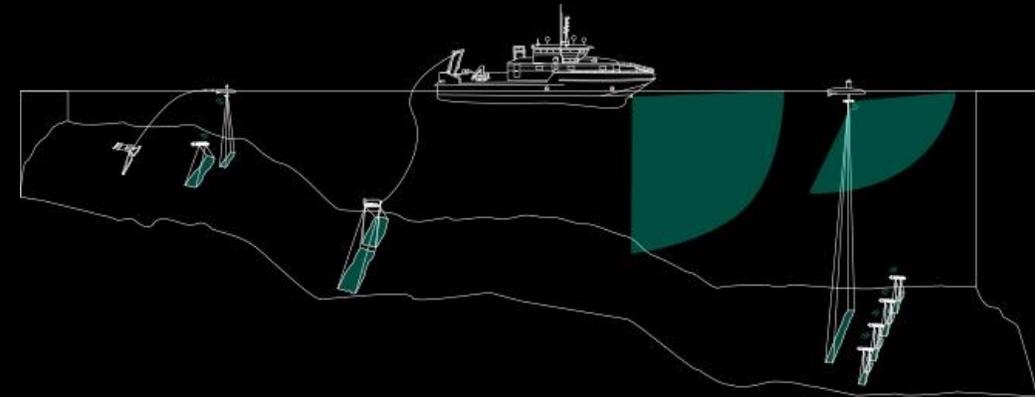
GROUND & AERIAL DRONES



SIMULATORS



AUTONOMOUS DRONES + CONTROL & COMMAND SOFTWARE



3. Numerous flagship clients and programs strengthening Exail positions



SPACE

DEFENSE

DEFENSE

France Netherlands
Latvia Singapore
Poland USA
Etc.

DEFENSE

€500 m program won in 2019
for Belgium & Netherlands, NATO references navies for mine-hunting

INDUSTRIALS

CIVIL

CIVIL



And >350 airlines in the world

3. FINANCIAL RESULTS 2022



Q4 2022: the first quarter in the new scope



Boosted by
favorable seasonality
in Q4



+40% vs 2021
in the same scope¹



Representing **>2 years**
of revenues

2022 P&L on reported basis and pro forma

In €million	FY 2022 pro forma	FY 2022 reported	FY 2021 reported	Var M€ (2022 reported vs 2021 reported)	Variation %
Revenues	279,8	179,8	115,9	+63,9	+55%
Current EBITDA	63,6	36,5	25,3	+11,2	+44%
Current EBITDA margin (%)	22,7%	20,3%	21,8%	-0,0 pts	-0,1 pts
Income from ordinary activities	36,5	21,2	12,5	+8,7	+70%
Operating income	28,3	6,6	11,3	-4,7	-42%
Financial result	-19,2	-4,9	-1,2	-3,7	296%
Tax	-4,4	-8,5	-2,2	-6,3	289%
Net income from continued activities	4,6	-6,8	7,9	-14,7	-187%
Net income from discontinued activities	0,9	0,9	39,0	-38,1	-98%
Net income	5,6	-5,9	46,9	-52,8	-113%
Net income in group share	3,4	-5,9	46,2	-52,1	-113%

iXblue contribution in Q4 only in reported scope

- maintaining **high gross margin**
- €21 m of **subsidy & tax credits** to finance R&D
- **indirect cost** under control

€8 m of **non-current items** in pro forma (essentially costs of free shares retention plan)
And **€11 m of acquisition costs** in a reported basis

Increase of financial costs with **higher leverage**

€6.5 m non-cash impact on **deferred tax** on a reported basis

Contribution of **Engineering & Protection System** division

Strong cash-flow from operations fuelling investments & deleveraging on a 2022 pro forma basis¹



Net debt under control

Net debt¹

€266 m

at end-2022

Including €81 m ICG bonds
with no cash impact

Net debt /
EBITDA ratio

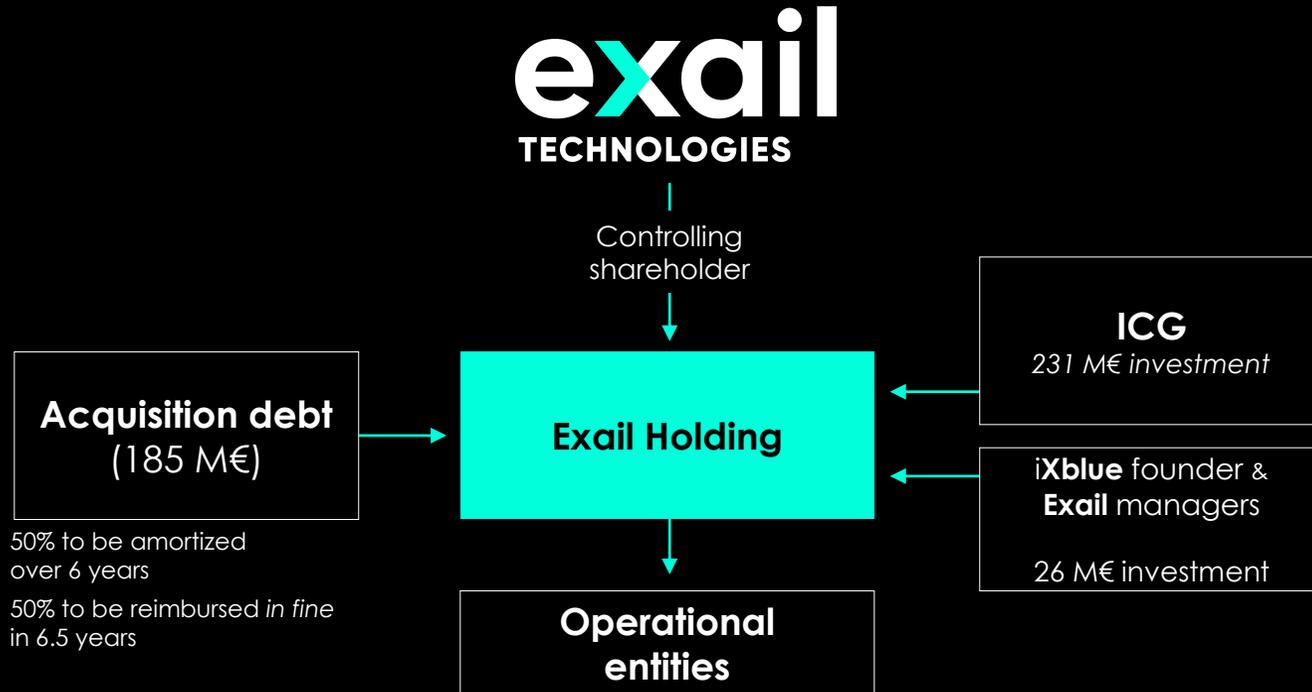
2.9x

Excluding
ICG bond

4.2x

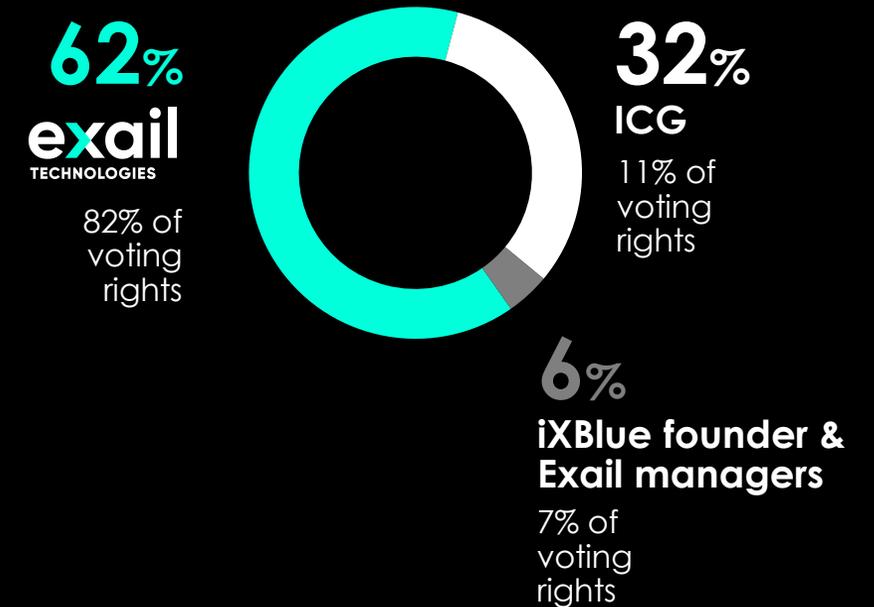
Including ICG
bond

Financial structure at end-2022



Focus on ICG investments	<p>€81,3 millions of bonds with 12% capitalized interests the 4 first years. Bullet in 2030.</p> <p>€149,7 millions in preferred shares with reduced voting rights and special financial rights (a cumulative percentage of the nominal amount)</p>
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Capital structure of Exail Holding on 31/12/2022



Distribution of the remaining Prodways shares

2021

Exail Technologies distributed most of its Prodways shares (€71 m in value) to its shareholders as part of the simplification of the group

2023

Proposition to distribute the remaining shares (3 m of shares, 5,95% of Prodways). The calendar of the operation will be published shortly

1 Prodways Group share
for 6 Exail Technologies shares held

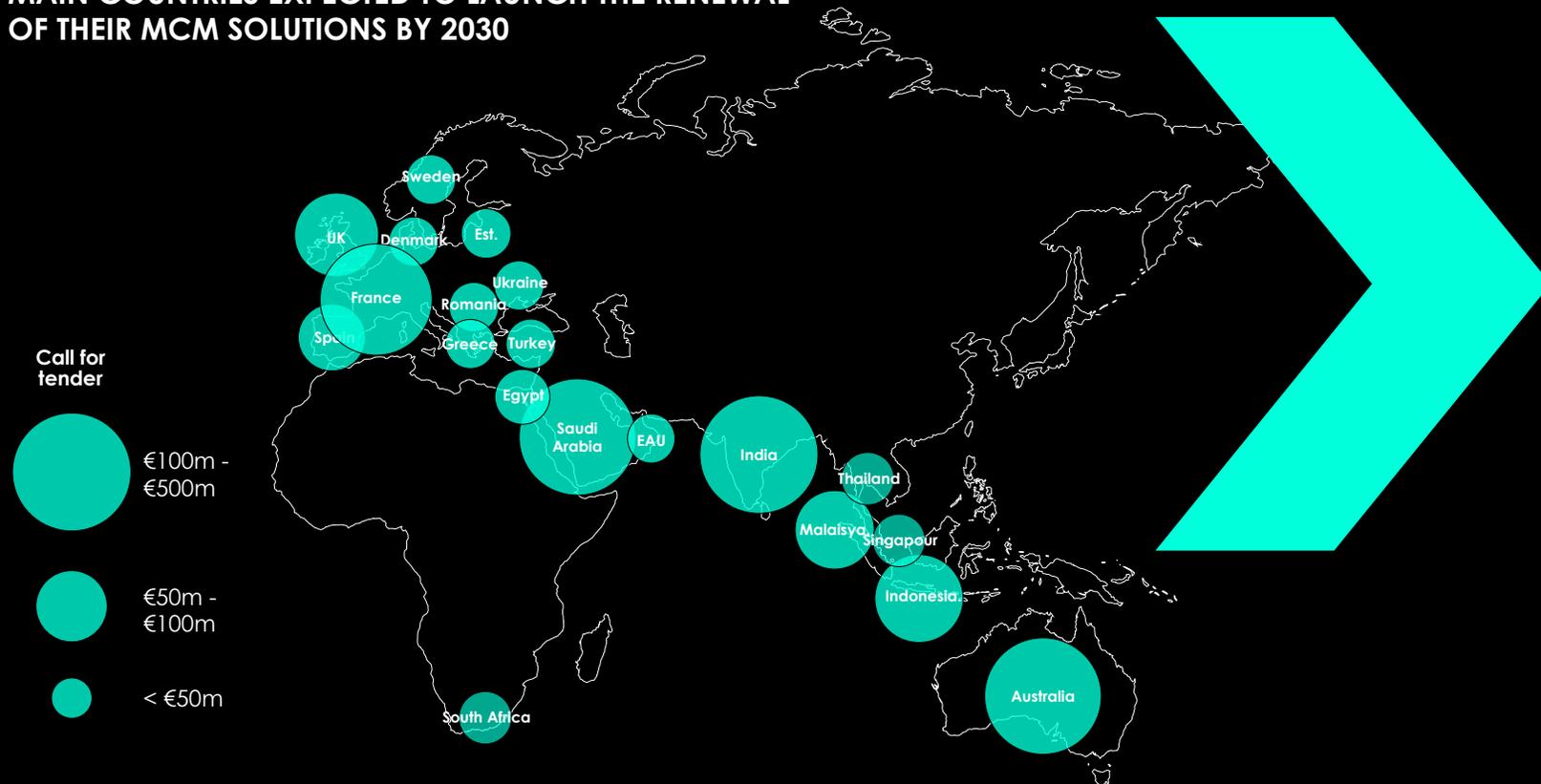
€7,3 m
value distributed¹

4. OUTLOOK & GUIDANCE



Mine-hunting systems: A full range of drones to address the needs of world navies

MAIN COUNTRIES EXPECTED TO LAUNCH THE RENEWAL
OF THEIR MCM SOLUTIONS BY 2030



Addressable market



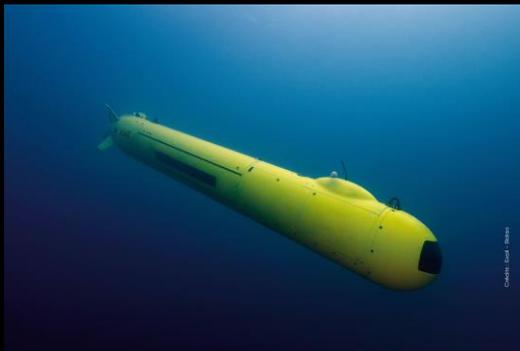
Including maintenance, services,
spares parts lasting decades after
the first drones deliveries

Maritime survey: Autonomous drones are expanding capabilities

A range of drones able to carry out survey missions



DriX USV dedicated to survey



A18 AUV able to operate at 3,000 m depth



Numerous successes in the past years

- 2019**
 - Selected by EOLFI for survey in Brittany
 - Unique Group order 5 DriX
- 2020**
 - Partnership with a US company for survey
 - Vallourec selects DriX to replace vessels
 - Missions for Australia & New Zealand marines
- 2021**
 - Brazilian company WAMS orders a DriX
 - NOAA (US government) selects DriX for ocean exploration
 - Antarctic mission for Britain
 - Polish navy order DriX for hydrography survey
 - Delivery of UlyX, a 6,000 m AUV, to IFREMER
- 2022**
 - NOAA receives a new DriX
 - EDF uses DriX in offshore wind farm in Brittany
 - French navy experiments DriX and AUV A18 for inspection & mapping
 - US Navy selects DriX for military survey tests in Bahrein
 - French DGA choses A18 AUV for seabed operations
- 2023**
 - New tests with the US Navy in Bahrein
 - IFREMER deploys DriX for Scientific survey



A large addressable market



Navigation & positioning: Innovative & competitive products meeting a strong demand in a context of increasing budgets

Naval & Maritime: a leader
gaining market share



KEY STRENGTHS & DRIVERS

Clients **increasing budget**

The most precise & reliable products on the market

R&D brining new range of products to keep technological advance vs peers

Land Defense: challenging
established players



KEY STRENGTHS & DRIVERS

Clients **increasing budgets**

Control of the value chain enabling to develop products addressing different needs

Gaining market share with strong value proposition: high-grade performance and better price vs peers

Space: one of the only player
with certified space products



KEY STRENGTHS & DRIVERS

Ramping-up of **New Space industry**

Specific **R&D with a joint lab** & dedicated teams

Certified products for space use, like the new ASTRIX-NS launched in 2022

Guidance

**REVENUE
GROWTH:**

> +15% in 2023
vs 2022
pro forma revenues

PROFITABILITY

Objective to reach 25%
current EBITDA margin
in 2025-2026



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