Marine Systems

Overview
Sales 2019/20 [€ mn]

Marine Systems
Sales: 1,750

Products, services and shipyards

- Submarines: HDW Class 209/212A/214/218
- Surface Vessels: MEKO A-100 Corvette/A-200 Frigate/A-400 Frigate/FLEX; special to type frigates/corvettes for German Navy
- Services: Technology Upgrades, Design and Engineering, Modernization, Services and Maintenance, Spare parts

Key strategic elements

- Harvesting substantial market growth: Defense super cycle and geopolitical environment providing attractive growth opportunities
- Leveraging position as technology & innovation leader and fully integrated naval solution provider
- Gross margin improvement by gradual addition of profitable new orders and expiry of old orders
- Project execution improvement for order backlog projects and new orders by performance program along the EPC value chain

Key figures [€ mn]

<table>
<thead>
<tr>
<th></th>
<th>2018/19</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Order intake</td>
<td>2,192</td>
<td>2,227</td>
</tr>
<tr>
<td>Sales</td>
<td>1,800</td>
<td>1,750</td>
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<tr>
<td>EBITDA</td>
<td>52</td>
<td>72</td>
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<tr>
<td>EBIT</td>
<td>0</td>
<td>13</td>
</tr>
<tr>
<td>Adjusted EBIT</td>
<td>1</td>
<td>18</td>
</tr>
<tr>
<td>Adjusted EBIT (%)</td>
<td>0.0</td>
<td>1.0</td>
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<tr>
<td>Ø Capital Employed</td>
<td>927</td>
<td>1,266</td>
</tr>
<tr>
<td>BCF</td>
<td>-333</td>
<td>-203</td>
</tr>
</tbody>
</table>

Competitors

- Naval Group; BAE Systems; Damen Schelde; DSME; Fincantieri; Saab Kockums

Sales by region (fiscal year 2019/20)

- Western Europe
- Rest of World
- DACHLI
- Middle East & Africa
- Asia Pacific

Sales by customer group (fiscal year 2019/20)

- Public sector
- Others
- Others