

AAC Clyde Space AB (publ)

**INTERIM REPORT, Q1 2020** 

### First guarter, January–March 2020 (compared with January–March 2019)

- Net sales amounted to SEK 23.8 M (14.9)
- Earnings before interest, tax, depreciation and amortisation (EBITDA) totalled SEK -6.2 M (-6.5)
- Earnings before interest and tax (EBIT) totalled SEK -9.1 M (-9.9)
- The loss after tax was SEK -9.5 M (-10.1)
- Basic and diluted earnings per share amounted to SEK -0.10 (-0.15)
- Cash flow from operating activities totalled SEK -6.2 M (-5.1)
- The order backlog increased to SEK 183 M (SEK 169 M at year-end 2019)

### Significant events in the first quarter of 2020

- AAC Clyde Space has been selected to supply batteries to a value of USD 730,000 for the Nova-C lunar lander mission
- The Israeli firm NSLComm has placed an order for one 6U satellite and services, with a total value of GBP
   1.2 million. NSLComm has also appointed AAC Clyde Space as its preferred supplier in its planned satellite constellation
- The US firm Intuitive Machines ordered power systems with an order value of USD 575,000 for a lunar lander mission
- AAC Clyde Space appointed John Charlick as COO and Ross Lang as its UK Head of Finance to the executive management team

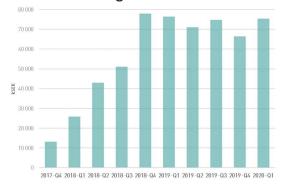
### Significant events after the end of the reporting period

- Loft Orbital of the US expanded a previous order with the addition of a USD 250,000 order for power systems for two satellites
- The US firm Orbital Micro Systems (OMS) placed an order valued at GBP 642,000 for a 6U satellite. The satellite will be included in the OMS commercial constellation, which aims to deliver accurate and timely weather information

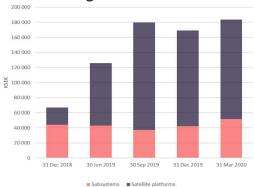
# Financial overview — Group

kSEK	Jan–Mar	Jan-Mar	Full-year
	2020	2019	2019
Net sales	23 834	14 938	66 435
EBITDA	-6 227	-6 480	-27 297
EBIT	-9 128	-9 931	-40 191
Basic and diluted earnings per share, SEK	-0,10	-0,15	-0,48
Equity/assets ratio	85%	88%	85%
Cash flow from operating activities	-6 163	-5 069	-15 706
Cash flow for the period	-10 741	-2 115	40 064
Cash and cash equivalents	41 669	10 122	52 380

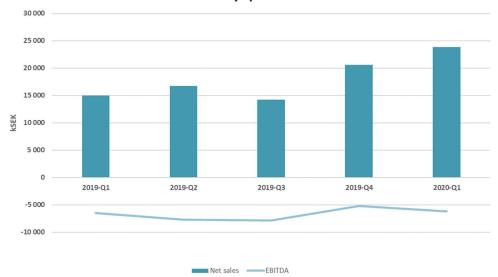
# Net sales - Rolling 12 months



# Order backlog



# Net sales and EBITDA broken down by quarter





#### Comments from the CEO

Welcome to the first quarterly report of 2020, in what turned out to be an eventful quarter, with the start of the COVID-19 pandemic. Like other companies, we had to adapt to a new reality: following the advice of the national governments, we issued the first specific COVID-19 guidance to all staff in early March, followed in the middle of the month by a halt to all travel and a move to home working for more than 90 per cent of staff. For those activities that cannot be undertaken remotely, we issued new operational procedures to ensure social distancing practices in a safe working environment.

Despite the pandemic, we managed to maintain a good level of activity throughout our operations. We shipped out two satellites in January, that are now awaiting launch. We received orders for two more satellites, and sold several major subsystems, including our first ones for interplanetary missions – we look forward to seeing our power systems landing on the Moon! And we ended the quarter with a busy month of March with several major project milestones being completed. These advances are reflected both in rising sales and account receivables.

All in all, we achieved an increase in net sales in Q1 of 60 per cent to 23.8 MSEK, with a similar number of employees as last year. We have made a modest improvement in our EBITDA, as earnings were affected by a larger share of third party products in the sales mix. Both numbers are in line with our plan to put the company on a path to growth and profitability. As I wrote in the Q4 report we expect a strong growth in 2020 and to be EBITDA and cash flow positive in 2021.

Our order backlog remains strong, and so far we have not seen a reduction in the appetite for our products and services. Nevertheless, we have taken action to improve our cashflow, delaying non urgent investments and containing expenditure. These measures will allow us to preserve cash and be better prepared to face uncertain times.

As we look towards the near future, we have a busy summer ahead of us with deliveries of subsystems to several customers, commissioning of two satellites and the ramp up for the start of manufacture of seven satellites in our Glasgow facilities. The situation with COVID-19 will continue to influence our decisions and way of working but to date we have adapted well and aim to continue to do so, ensuring that we fulfil the expectations of our customers, staff and investors.

Luis Gomes CEO

### **FINANCIAL OVERVIEW**

### First quarter 2020

#### Sales and earnings

Net sales increased 60% during the period to SEK 23.8 M (14.9). Satellite platforms accounted for the majority of the increase following the delivery of two satellites at year end, which released capacity. Net sales also included a larger than normal share of third-party products, which resulted in a year-on-year lower gross margin. Total revenue amounted to SEK 29.1 M (18.4).

EBITDA totalled SEK -6.2 M (-6.5). EBIT totalled SEK -9.1 M (-9.9) and the loss after tax was SEK -9.5 M (-10.1).

### Investments and financial position

The Group's investments in non-current assets for the period totalled SEK 3.8 M (1.3), of which intangible assets accounted for SEK 3.4 M (0.6). Investment in intangible assets mainly comprised development expenses related to the ORBCOMM project. Available cash and cash equivalents as of 31 March 2020 totalled SEK 41.7 M (10.1) and an unutilised bank overdraft facility of SEK 5 M.

Cash flow from operating activities totalled SEK -6.2 M (-5.1) for the period.

Inventory increased to SEK 13.9 M (10.0) as a result of stockpiling standard products and ongoing product deliveries. Accounts receivable rose to SEK 24.5 M (7.2), mainly due to invoicing being triggered through reaching milestones for ongoing projects and to product deliveries. Current liabilities increased to SEK 51.9 M (26,4), principally due to prepayments from customers and unearned revenue.

The equity/assets ratio amounted to 85% (88).

### Personnel and organisation

There were 95 employees (88) at the end of the period.

### **Parent Company**

Parent Company net sales for the period totalled SEK 10.2 M (7.5), and the loss after tax was SEK -2.4 M (-4.0). Investments in non-current assets amounted to SEK 0.0 M (0.5). The equity/assets ratio amounted to 97% (95).

### The share

Since 21 December 2016, AAC Clyde Space's share has been traded on Nasdaq First North Stockholm, under the symbol AAC. In March 2019, the listing was moved to Nasdaq First North Premier Growth Market.

As of 31 March 2020, 96,207,759 shares had been issued at a quotient value of SEK 0.04 per share. All shares carry equal rights to the company's profits and assets. On 31 March 2020, the number of shareholders totalled 5,851. A table with the largest shareholders is shown on page 13 in this report.

Personnel and a limited circle of Board members have subscribed for 19,380 TO 2015/2020 warrants, whereby each warrant conveys the right to subscribe for 50 new shares at a subscription price of SEK 4.80 per share. The warrants can be exercised up to and including 31 December 2020. As of 31 March 2020, 420 options have been exercised and 18,960 warrants remain. The remaining warrants convey the right to subscribe for 948,000 shares.

### Related-party transactions

During the period, Board members have invoiced the company under market conditions for the performance of consultant services linked to the company's operations. The services were performed primarily by the Chairman of the Board, refer to Note 6.

### Significant events after the end of the reporting period

Loft Orbital of the US expanded its previous order with the addition of a USD 250,000 order for power systems for two satellites. Delivery is scheduled for the second half of 2020. The power systems are based on the STARBUCK PCDU (Power Conditioning and Distribution Unit), which has proven flight heritage, thereby enabling very short delivery times. The systems will be used on Loft Orbital's YAM-3 and YAM-5 satellites to manage power distribution to multiple payloads hosted on the satellite platform. This order for power systems follows a previous order for

Sirius on-board data handling systems, which enable the accommodation of different types of payloads on the standardized micro satellites.

The US firm Orbital Micro Systems (OMS) placed an order valued at GBP 642,000 for a 6U satellite. Delivery is scheduled for April 2021. The satellite will be included in the OMS commercial constellation, which aims to deliver timely weather information. The order follows the in-orbit success of the IOD-1 GEMS satellite. This 3U satellite, produced by AAC Clyde Space carrying a payload from OMS, was launched as a demonstration satellite financed by the UK Satellite Applications Catapult. The decision by OMS to go ahead with a 6U satellite, with the same type of payload marks the transition of the Global Environmental Monitoring Satellite (GEMS) program into a commercial project. The decision is an important step towards the realisation of OMS's plan to deploy a full constellation of small satellites as part of its GEMS program.

### Significant risks and uncertainties

An account of the Group's material financial and business risks can be found in the administration report and under Note 3 in the 2019 Annual Report. To date, Covid-19 has only marginally affected operations, but it remains impossible to estimate its final impact on the Group. No further significant risks are deemed to have arisen during the period.

### Reporting calendar

AGM 2020 2 Jun 2020 Interim Report Jan—Jun 2020 27 Aug 2020 Interim Report Jan—Sep 2020 26 Nov 2020 Year-end Report 2020 18 Feb 2021

The Annual Report and interim reports are available on the company's website: www.aac-clyde.space.

#### Certification

The Board of Directors and CEO give their assurance that the report for the period January–March 2020 provides a true and fair account of the Parent Company's and Group's operations, financial position and results, and that it describes the material risks and uncertainties faced by the Parent Company and the companies that form the Group.

Uppsala, 15 May 2020

Rolf Hallencreutz Per Aniansson Per Danielsson
Chairman of the Board Board member Board member

Will Whitehorn Anita Bernie Luis Gomes
Board member Board member CEO

This report has not been audited.

### Questions may be directed to:

CEO Luis Gomes, investor@aac-clydespace.com

CFO Mats Thideman, investor@aac-clydespace.com, mobile +46 70 556 09 73

### **About AAC Clyde Space**

The AAC Clyde Space Group offers customised, turnkey services from design to operation of satellite systems in orbit, including reliable satellite platforms from 1 to 50 kg. In addition, we provide a complete offering of CubeSat and small satellite subsystems. AAC Clyde Space's unparalleled flight heritage and comprehensive offerings allow customers to achieve their goals with a single, reliable partner.

AAC Clyde Space AB (Corp. Reg. No. 556677-0599) has its registered office in Uppsala at Uppsala Science Park, Dag Hammarskjölds väg 48, SE-751 83 Uppsala, Sweden.

AAC Clyde Space's shares have been admitted to trading on Nasdaq First North Growth Market. Erik Penser Bank AB, e-mail certifiedadviser@penser.se, telephone +46 (0)8-463 83 00, is the company's Certified Adviser

# **FINANCIAL STATEMENTS**

# Condensed consolidated statement of comprehensive income

kSEK	Jan–Mar	Jan–Mar	Full-year
	2020	2019	2019
Net sales	23 834	14 938	66 435
Work performed by the company for its own use and capitalised	1 785	927	2 975
Other operating income	3 487	2 497	11 172
TOTAL	29 106	18 362	80 582
Raw materials and subcontractors	-12 860	-7 157	-27 442
Personnel costs	-15 641	-12 531	-51 791
Other external expenses	-4 966	-5 391	-23 653
Other operating expenses	-1 866	237	-4 993
EBITDA	-6 227	-6 480	-27 297
Depreciation/amortisation and impairment of tangible and intangible	e		
assets	-2 901	-3 451	-12 894
EBIT	-9 128	-9 931	-40 191
Financial income	84	8	103
Financial expenses	-660	-238	-947
Net financial items	-576	-230	-844
Income tax	221	81	473
PROFIT/LOSS FOR THE PERIOD	-9 483	-10 080	-40 562
Other comprehensive income:			
Items that may be transferred to profit or loss			
Exchange-rate differences	4 155	17 089	21 345
Other comprehensive income for the period	4 155	17 089	21 345
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	-5 328	7 009	-19 217

Profit/loss for the period and total comprehensive income are, in their entirety, attributable to Parent Company shareholders.

# Earnings per share, based on profit for the period attributable to Parent Company shareholders

SEK	Jan-Mar	Jan–Mar	Full-year
	2020	2019	2019
Average no. of shares – basic	96 207 759	68 719 829	84 754 455
No. of shares at end of period	96 207 759	68 719 829	96 207 759
Average no. of shares – diluted	96 207 759	68 719 826	96 207 759
Basic and diluted earnings per share	-0,10	-0,15	-0,48

# Condensed consolidated statement of financial position

<u> </u>			
kSEK	31 Mar 2020	31 mars 2019	31 Dec 2019
ASSETS			
Non-current assets			
Intangible assets	424 842	409 424	418 646
Tangible assets	17 401	20 637	18 262
Total non-current assets	442 243	430 061	436 908
Current assets			
Inventories	13 942	10 024	13 108
Accounts receivable	24 512	7 193	17 743
Other receivables	24 544	18 925	25 247
Cash and cash equivalents	41 669	10 122	52 380
Total current assets	104 667	46 264	108 478
TOTAL ASSETS	546 910	476 325	545 386
EQUITY AND LIABILITIES			
Equity attributable to Parent Company shareholders	460 708	419 040	466 095
Non-current liabilities			
Liabilities to credit institutions	411	6 156	771
Lease liabilities	10 492	13 596	11 253
Deferred tax liabilities	3 735	4 255	3 911
Total non-current liabilities	14 638	24 007	15 935
Current liabilities			
Accounts payable	19 693	6 910	9 763
Other liabilities	51 871	26 368	53 593
Other current liabilities	71 564	33 278	63 356
TOTAL EQUITY AND LIABILITIES	546 910	476 325	545 386

# Condensed consolidated statement of changes in equity

					Retained	
					earnings	
					incl.	
			Other		profit/loss	
	Share	Ongoing	contributed		for the	
kSEK	capital	new issue	capital	Reserves	period	<b>Total equity</b>
Opening balance, 1 January 2019	2 749	0	542 116	6 945	-139 755	412 056
Profit/loss for the period					-10 080	-10 080
Other comprehensive income				17 063		17 063
Total comprehensive income	0	0	0	17 063	-10 080	6 983
Closing balance, 31 March 2019	2 749	0	542 116	24 008	-149 835	419 040
Opening balance, 1 January 2020	3 849	0	614 291	28 270	-180 317	466 095
Profit/loss for the period					-9 483	-9 483
Other comprehensive income				4 095		4 095
Total comprehensive income	0	0	0	4 095	-9 483	-5 388
Closing balance, 31 March 2020	3 849	0	614 291	32 365	-189 800	460 708

Equity is attributable in its entirety to Parent Company shareholders.

# Condensed consolidated statement of cash flows

kSEK	Jan–Mar 2020	Jan–Mar 2019	Full-year 2019
Cash flow from operating activities before changes in			
working capital	-6 688	-6 711	-28 153
Total changes in working capital	525	1 642	12 447
Cash flow from operating activities	-6 163	-5 069	-15 706
Cash flow from investing activities	-3 816	-1 266	-13 936
Cash flow from financing activities	-762	4 220	69 706
CASH FLOW FOR THE PERIOD	-10 741	-2 115	40 064
Cash and cash equivalents at start of period	52 380	12 237	12 237
Exchange-rate differences in cash and cash equivalents	30	-	80
CASH AND CASH EQUIVALENTS AT END OF PERIOD	41 669	10 122	52 381

# **Condensed Parent Company income statement**

kSEK	Jan-Mar	Jan-Mar	Full-year
	2020	2019	2019
Net sales	10 252	7 520	28 346
Work performed by the company for its own use and capitalised	646	520	702
Other operating income	515	889	1 151
Total operating income	11 413	8 929	30 199
Raw materials and subcontractors	-4 714	-2 391	-8 915
Personnel costs	-4 891	-5 084	-19 590
Other external expenses	-2 923	-4 162	-15 217
Other operating expenses	-54	-297	-618
EBITDA	-1 169	-3 005	-14 141
Depreciation/amortisation and impairment of tangible and intangible			
assets	-1 069	-1 203	-4 914
EBIT	-2 238	-4 208	-19 055
Other interest income and similar profit/loss items	265	235	978
Interest expenses and similar profit/loss items	-464	-7	-102
Impairment of shares in subsidiaries	-	-	-
Total earnings from financial items	-199	228	876
PROFIT AFTER FINANCIAL ITEMS	-2 437	-3 980	-18 179
Tax on profit/loss for the period	-	-	-
Profit/loss for the period	-2 437	-3 980	-18 179

In the Parent Company, no items are recognised in other comprehensive income and, therefore, total comprehensive income for the period was consistent with earnings for the period.

# **Condensed Parent Company balance sheet**

1.001/			
kSEK	31 Mar 2020	31 Mar 2019	31 Dec 2019
ASSETS			
Non-current assets Intangible assets	1 061	0.512	5 930
Tangible assets	4 861	9 512 128	5 930
Receivables from Group companies	- 15 707	120	- 10 895
Financial assets		296 328	
Total non-current assets	324 592 <b>345 160</b>		324 592 <b>341 417</b>
Total non-current assets	345 160	305 968	341 417
Current assets			
Inventories	3 414	3 954	3 269
Accounts receivable	6 998	3 483	6 607
Receivables from Group companies	1 772	23 451	92
Other receivables	11 469	11 282	9 474
Cash and bank balances	41 167	9 977	50 153
Total current assets	64 820	52 147	69 595
TOTAL ASSETS	409 980	358 115	411 012
EQUITY AND LIABILITIES			
Equity			
Restricted equity	6 415	8 817	7 417
Unrestricted equity	390 762	331 722	392 197
Total equity	397 177	340 539	399 614
Non-current liabilities			
Other liabilities to credit institutions	_	_	_
Total non-current liabilities	0	0	0
Current liabilities			
Accounts payable	7 245	3 009	3 564
Liabilities to Group companies	103	103	103
Other liabilities	5 455	14 464	7 731
Other current liabilities	12 803	17 576	11 398

# Shareholders as of 31 March 2020

SHAREHOLDERS	NO. OF SHARES	VOTES & CAPITAL
UBS SWITZERLAND AG, W8IMY	13 952 795	14,5%
Mediuminvest A/S	13 150 000	13,7%
Fouriertransform AB	9 057 150	9,4%
SIX SIS AG, W8IMY	6 098 332	6,3%
Försäkringsaktiebolaget, Avanza Pension	3 707 873	3,9%
BNY MELLON SA/NV (FORMER BNY), W8IMY	2 568 839	2,7%
Kock, John	1 875 521	1,9%
Nordnet Pensionsförsäkring AB	1 785 641	1,9%
Petersen, Jan	1 732 536	1,8%
Danske Bank International S.A.	1 019 800	1,1%
Other	41 259 272	42,9%
TOTAL	96 207 759	100,0%

### **NOTES**

### Note 1 General information

AAC Clyde Space AB (publ) Corp. Reg. No. 556677-0599 is the Parent Company registered in Sweden with its registered office in Uppsala at Uppsala Science Park, Dag Hammarskjölds väg 48, SE-751 83 Uppsala, Sweden.

Unless otherwise stated, all amounts are in thousands of SEK (kSEK). Data in parentheses pertain to the comparative period.

### Note 2 Summary of significant accounting policies

This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting.

The Parent Company's interim report has been prepared in accordance with the Swedish Annual Accounts Act and recommendation RFR 2 of the Swedish Financial Reporting Board.

The accounting policies applied agree with those described in the AAC Clyde Space Group's Annual Report for 2019.

# Note 3 Segment information

### Description of segments and primary activities

AAC Clyde Space's strategic steering group, consisting of its Chief Executive Officer (also acting Vice President Business Development), Chief Financial Officer, Chief Strategy Officer, Chief Operating Officer, Chief Technology Officer and UK Head of Finance, corresponds to the chief operating decision-maker (CODM) for the AAC Clyde Space Group and evaluates the Group's financial position and performance as well as makes strategic decisions. Company management has determined the operating segments based on the information reviewed by the executive committee for the purposes of allocating resources and assessing performance.

The strategic steering group has identified two reportable segments in the Group's operations:

### AAC Clyde Space, operations in Sweden

AAC Clyde Space primarily develops and produces data processing and power systems for CubeSats and small satellites (1–500 kg).

### **AAC Clyde Space, operations in Scotland**

Clyde Space offers customised, turnkey services from design to operation of satellite systems in orbit, including reliable satellite platforms and subsystems from 1 to 50 kg.

The strategic steering group primarily uses adjusted earnings before interest, tax, depreciation and amortisation (EBITDA, see below) in assessing the operating segment's earnings.

### **EBITDA**

	Jan–Mar	Jan-Mar	Jan-Dec
	2020	2019	2019
AAC Clyde Space	-848	-1,973	-13,667
Clyde Space	-5,379	-4,507	-13,630
Total EBITDA	-6.227	-6.480	-27.297

A reconciliation of the Group's earnings before tax and EBITDA is shown below.

	Jan-Mar 2020	Jan–Mar 2019	Jan-Dec 2019
Total EBITDA	-6,227	-6,480	-27,297
Net financial items	-576	-230	-844
Depreciation and amortisation of tangible			
and intangible assets	-2,901	-3,451	-12,894
Earnings before tax	-9,704	-10,161	-41,035

### Note 4 Net sales

### Income

Sales between segments are carried out at arm's length. Since income from external parties is reported to the strategic steering group, it is measured in a manner consistent with that in the consolidated statement of comprehensive income. The majority of income is recognised over time.

### January-March 2020

	AAC Clyde			
	Clyde Space	Space	Other	Total
Income by segment	13,865	10,252	-	24,117
Income from other segments	_	-283	_	-283
Income from external customers	13,865	9,969	0	23,834
Satellite platforms	11,469	_	_	11,469
Subsystems	2,396	9,969	_	12,365
Licenses/Royalties	_	_	_	_
Total	13,865	9,969	0	23,834

### January-March 2019

January March 2013						
	AAC Clyde					
	Clyde Space	Space	Other	Total		
Income by segment	7,509	7,429	_	14,938		
Income from other segments	_	_	_	0		
Income from external customers	7,509	7,429	0	14,938		
Satellite platforms	3,659	_	_	3,659		
Subsystems	3,850	7,429	_	11,279		
Licenses/Royalties	_	_	_	0		
Total	7,509	7,429	0	14,938		

### January-December 2019

	AAC Clyde			
	Clyde Space	Space	Other	Total
Income by segment	40,427	28,346	_	68,773
Income from other segments	-375	-1,963	_	-2,338
Income from external customers	40,052	26,383	0	66,435
Satellite platforms	20,403	_	_	20,403
Subsystems	19,649	26,269	_	45,918
Licenses/Royalties	_	114	_	114
Total	40,052	26,283	0	66,435

# Note 5 Financial instruments — Fair value of financial liabilities measured at fair value through profit or loss

As of 31 March 2020, there were no financial liabilities measured at fair value. At 31 March 2020, the fair value for foreign currency forwards amounted to kSEK -327 (0) and was recognised in other current liabilities in the balance sheet, and changes in value were recognised in other operating expenses in the statement of comprehensive income Fair values for foreign currency forwards are found in Level 2 of the fair value hierarchy.

Definitions of the levels in the fair value hierarchy:

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (i.e. as price listings) or indirectly (i.e. derived from price listings).

Level 3: Inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

The carrying amounts for liabilities to credit institutions recognised at amortised cost correspond with their fair values for the current period and the comparative period.

### Note 6 Related-party transactions

During the period, three Board members invoiced the company kSEK 310 (260) at market rates for the performance of consultant services linked to the company's operations. The services were primarily performed by the Chairman of the Board.

# Note 7 Financial performance indicators

### **Definitions of key performance indicators**

Equity/assets ratio, % Equ

EBITDA

Order backlog

Equity divided by total assets

Operating profit/loss before depreciation/amortisation

The total at the end of the period of remaining unearned project revenue on confirmed orders, including products that have yet to be delivered or

invoiced