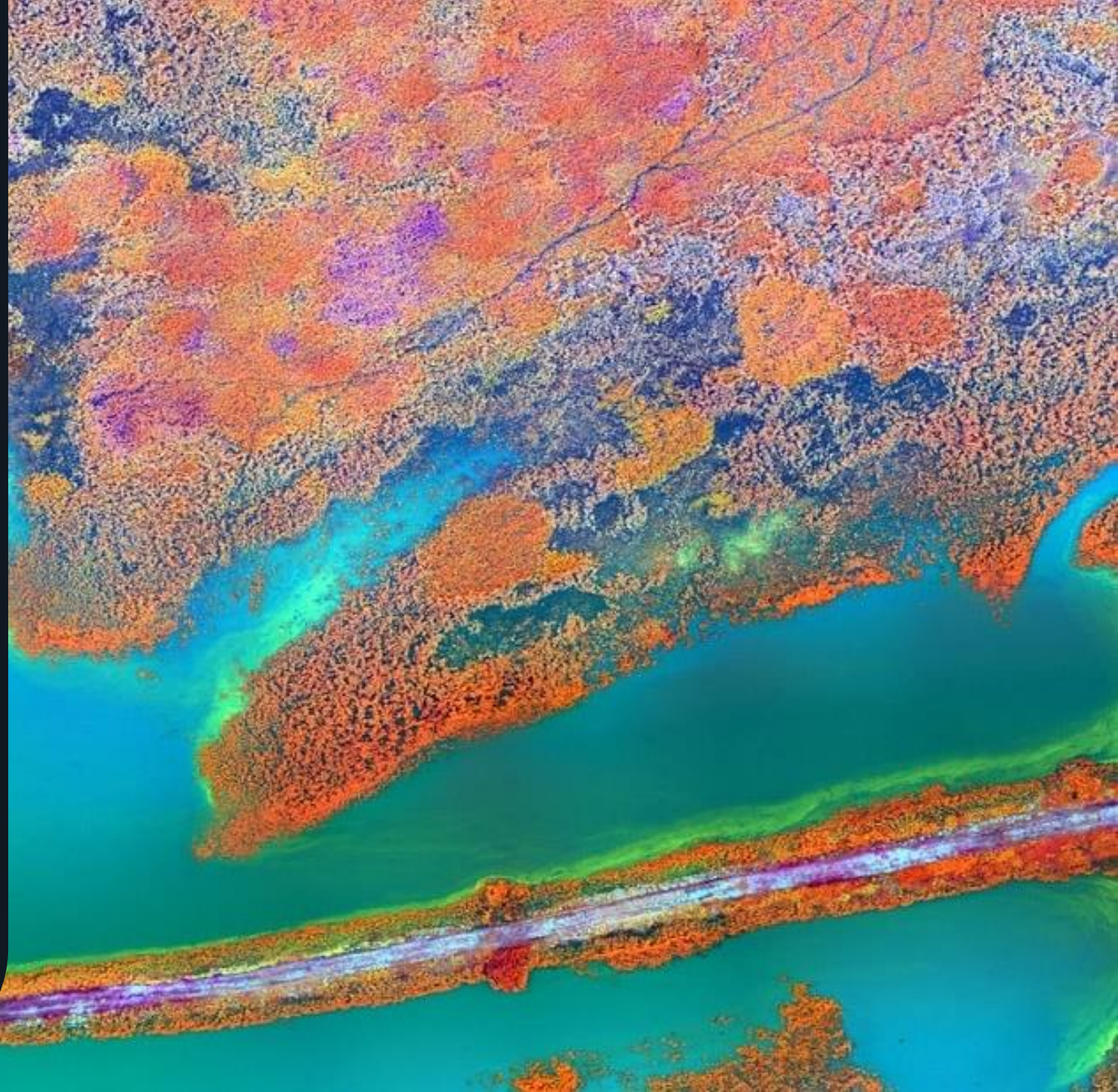




# Third Quarter 2024 Earnings Presentation

November 15, 2024





# Forward-Looking Statements and Non-IFRS Financial Measures

## Forward-Looking Statements

This presentation contains “forward-looking information” within the meaning of applicable Canadian securities laws. Such forward-looking information includes, but is not limited to, information with respect to MDA Space Ltd.’s (“MDA Space”, “MDA” or the “Company”) objectives and strategies to achieve these objectives, as well as information with respect to the Company’s beliefs, plans, expectations, anticipations, estimates, intentions and views of future events. The Company has based the forward-looking information on its current expectations and projections about future events and financial trends that it believes might affect its financial condition, results of operations, business strategy and financial needs. Statements containing forward-looking information are based on certain assumptions and analyses made by the Company in light of management’s experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. These assumptions include our ability to maintain and expand the scope of our business; our ability to execute on our growth strategies; assumptions relating to government support and funding levels for space programs and missions; continued and accelerated growth in the global space economy; the impact of competition; our ability to retain key personnel; our ability to obtain and maintain existing financing on acceptable terms; changes and trends in our industry or the global economy; currency exchange and interest rates; and changes in laws, rules, regulations. Although the Company believes that the assumptions underlying these statements are reasonable, they may prove to be incorrect and there can be no assurance that actual results will be consistent with the forward-looking information. Given these risks, uncertainties and assumptions, readers should not place undue reliance on the forward-looking information. Whether actual results, performance or achievements will conform to the Company’s expectations and predictions is subject to a number of known and unknown risks, uncertainties, assumptions and other factors, including those described in the Company’s latest Annual Information Form (AIF) and listed under the heading “Risk Factors”, which factors should not be considered exhaustive. If any of these risks or uncertainties materialize, or if assumptions underlying the forward-looking information prove incorrect, actual results might vary materially from those anticipated in the forward-looking information. Although the Company bases the forward-looking information on assumptions that it believes are reasonable when made, the Company cautions investors that statements containing forward-looking information are not guarantees of future performance and that its actual results of operations, financial condition and liquidity and the development of the industry in which it operates may differ materially from those made in or suggested by the forward-looking information contained in this presentation. Given these risks and uncertainties, investors are cautioned not to place undue reliance on the forward-looking information. Any forward-looking information that is made in this presentation speaks only as of the date of such statement, and the Company undertakes no obligation to update any forward-looking information or to publicly announce the results of any revisions to any of those statements to reflect future events or developments, except as required by applicable securities laws.

## Non-IFRS Financial Measures

This presentation refers to certain non-IFRS measures. These measures are not recognized measures under IFRS, do not have a standardized meaning prescribed by IFRS and therefore may not be comparable to similar measures presented by other companies. Rather, these measures are provided as additional information to complement those IFRS measures by providing further understanding of our results of operations from management’s perspective. We use non-IFRS measures, including EBITDA, Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted EPS, Order Bookings, Net Debt and Free Cash Flow to provide investors with supplemental measures of our operating performance and thus highlight trends in our core business that may not otherwise be apparent when relying solely on IFRS measures. We also believe that securities analysts, investors, and other interested parties frequently use non-IFRS measures in the evaluation of issuers. Additional details for these non-IFRS measures, including a reconciliation of such measures to the most directly comparable IFRS measures, can be found in our most recently issued MD&A which is posted on [www.mda.space](http://www.mda.space) and available on SEDAR+.



# Why Invest In MDA Space?



## Pure-play Exposure to the Growing Space Market

Global space economy projected to reach US\$1.8 trillion by 2035 <sup>(1)</sup> up from ~US\$509 billion in 2023 <sup>(2)</sup>

## Established Industry Leader with a Proven Track Record and Strong Competitive Position

More than 55 years of innovation in space

Strong customer relationships with government agencies and commercial companies

Cutting-edge technologies and solutions including robotics, satellite systems and earth observation offerings

Rich portfolio of patents and industry know-how

Long-tenured and experienced technical team

## Attractive Fundamentals for Long-term Value Creation

Growing backlog, strong profitability and healthy balance sheet



(1) World Economic Forum; (2) Novaspace (formerly Euroconsult)



# Key Messages

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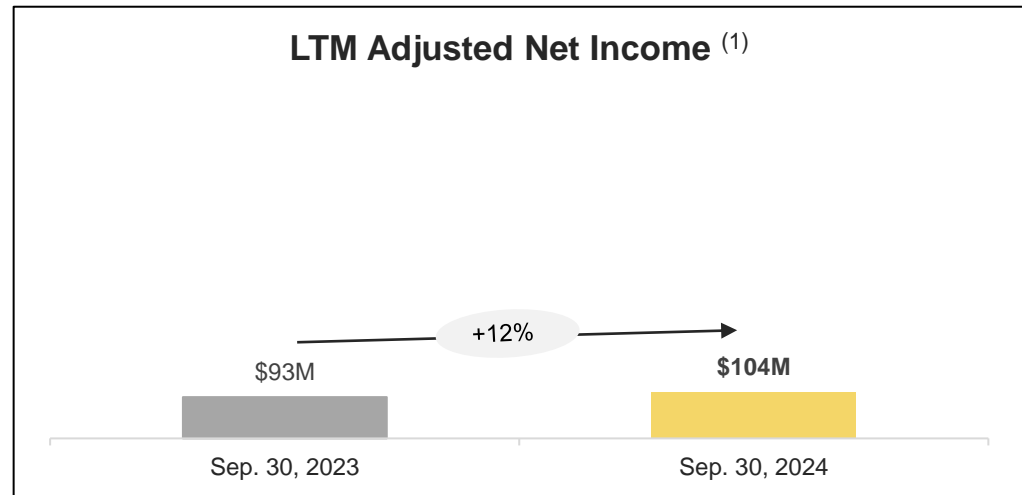
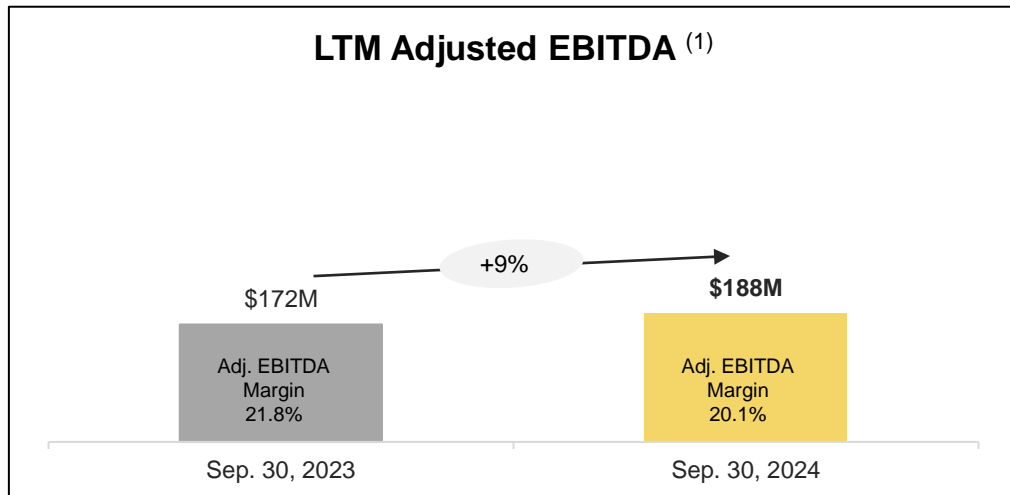
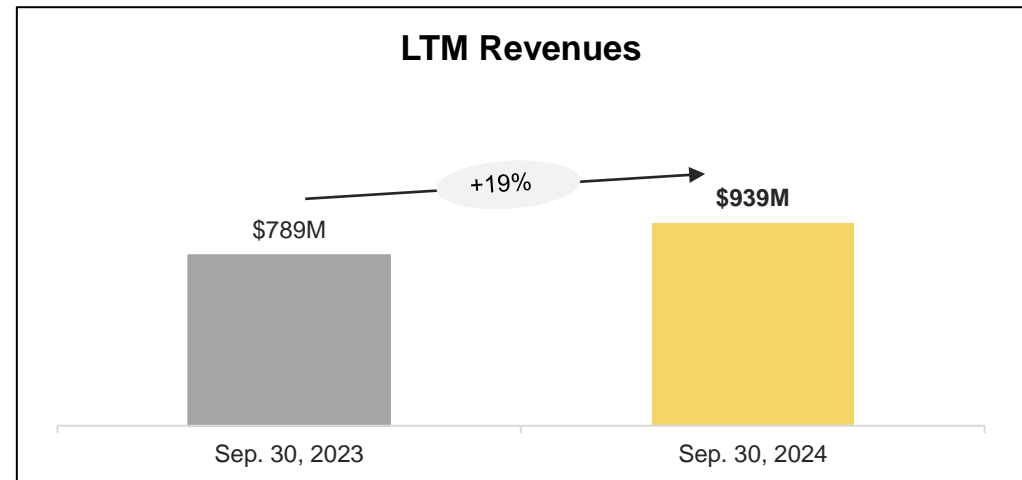
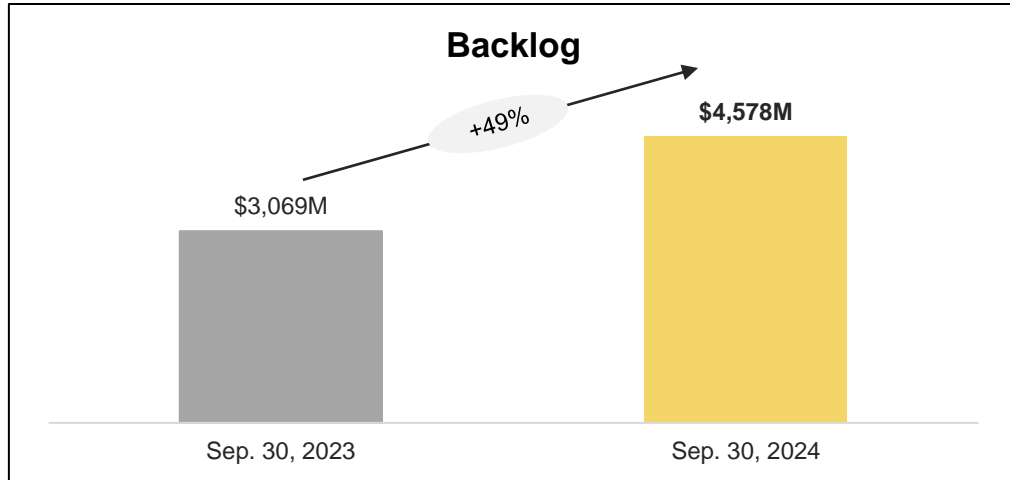
## THIRD QUARTER 2024

- **Backlog** of \$4.6B at quarter-end provides good revenue visibility, up 49% YoY
- **Strong top line growth** with revenues of \$282.4M, up 38% YoY driven by execution on our backlog
- **Solid profitability** with adjusted EBITDA<sup>(1)</sup> of \$55.5M (up 30% YoY), and adjusted EBITDA margin<sup>(1)</sup> of 19.7% in line with management's expectations
- **Strong operating cash flow** of \$258.8M and healthy balance sheet with net debt to adjusted EBITDA<sup>(1)</sup> of 0.8x
- **Solid adjusted net income<sup>(1)</sup>** of \$34.7M (up 60% YoY) and adjusted diluted earnings per share<sup>(1)</sup> of \$0.28 (up 56% YoY)
- **Updated 2024 full-year financial outlook**
  - ❑ Raised revenue guidance to \$1,045-\$1,065M (~30% YoY growth at mid-point) versus prior guidance of \$1,020-\$1,060M
  - ❑ Narrowed adjusted EBITDA guidance to \$205-\$210M (19-20% adjusted EBITDA margin) versus prior guidance of \$200-\$210M
  - ❑ Reaffirmed capital expenditures<sup>(2)</sup> range of \$200-\$220M
  - ❑ Reaffirmed positive free cash flow<sup>(1)</sup> expected in 2024

*(1) Non-IFRS measure; (2) Capital expenditures include PPE and Intangible assets*



# Key Performance Indicators



(1) Non-IFRS measure



# Third Quarter 2024 Results

(\$M, except per share figures)	Q3 2024	Q3 2023	YoY Change (\$)	YoY Change (%)
Revenues	\$282.4	\$204.7	\$77.7	38%
Gross Profit	75.7	57.7	18.0	31%
<i>Gross margin</i>	26.8%	28.2%		
Adjusted EBITDA <sup>(1)</sup>	55.5	42.8	12.7	30%
<i>Adjusted EBITDA margin<sup>(1)</sup></i>	19.7%	20.9%		
Adjusted Net Income <sup>(1)</sup>	34.7	21.7	13.0	60%
Adjusted Diluted Earnings per share <sup>(1)</sup>	0.28	0.18	0.10	56%

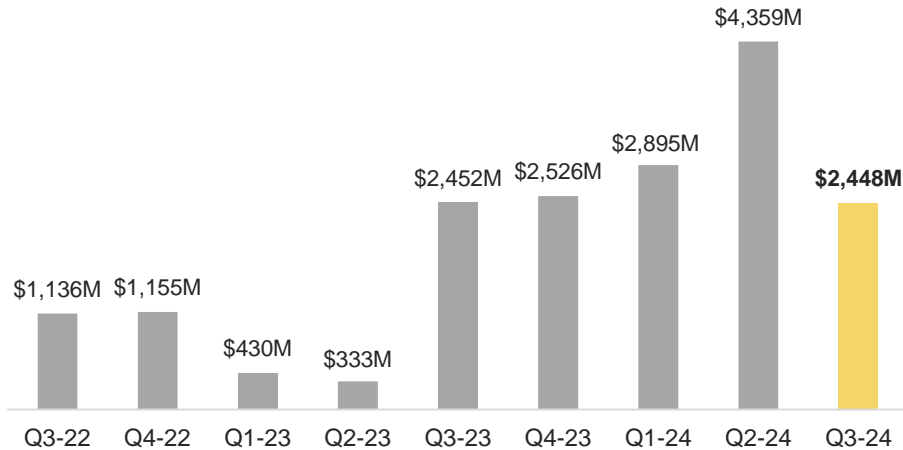
- Revenues of \$282.4M up 38% YoY driven by strong contributions from Satellite Systems and Robotics & Space Operations businesses
- Adjusted EBITDA of \$55.5M in Q3 2024 compared to \$42.8M in Q3 2023, up 30% YoY. Adjusted EBITDA margin of 19.7% in Q3 2024 is consistent with Company’s full year margin guidance of 19-20% and compares to adjusted EBITDA margin of 20.9% reported in Q3 2023
- Adjusted net income of \$34.7M compared to \$21.7M in Q3 2023, up 60% YoY, driven by higher operating income; adjusted diluted earnings per share of \$0.28 in Q3 2024 compared to \$0.18 in Q3 2023, up 56% YoY

(1) Non-IFRS measure; refer to Appendix for reconciliation of non-IFRS to IFRS measures

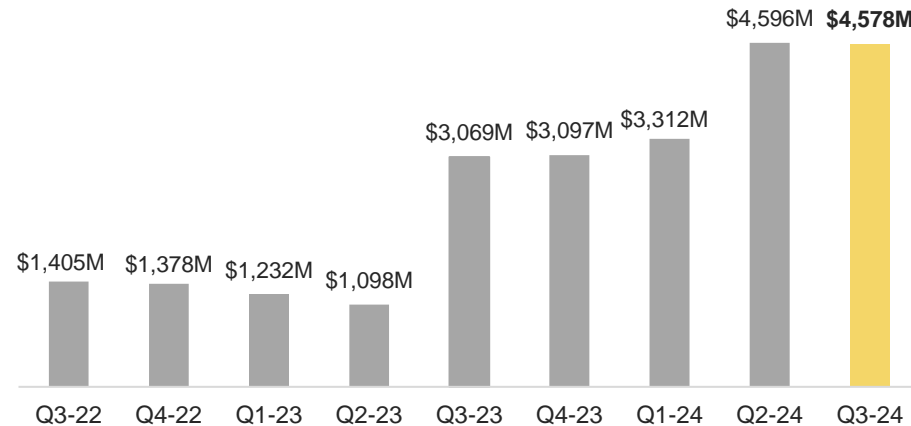


# Order Bookings & Backlog

### LTM Order Bookings <sup>(1)</sup>



### Backlog



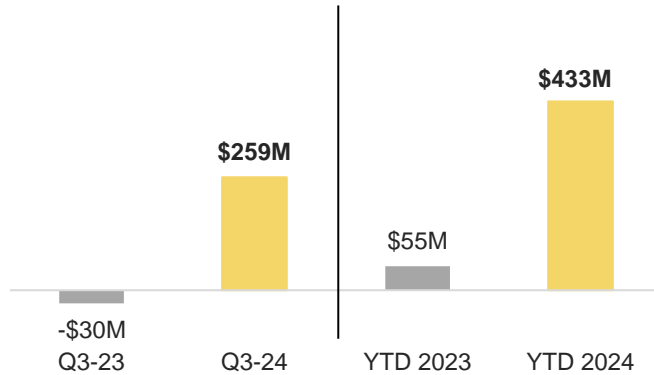
- LTM order bookings of \$2.4B driven by contract awards across the 3 business areas with strong contributions from Robotics & Space Operations (including Canadarm3 Phases C/D contract award of ~\$1.0B)
- Backlog of \$4.6B at quarter-end provides good revenue visibility, up 49% YoY
- LTM Book-to-Bill ratio of 2.6x

(1) Non-IFRS measure

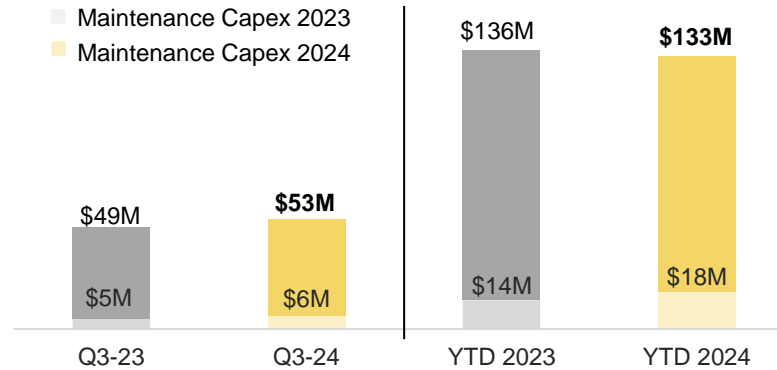


# Cash Generation & Financial Position

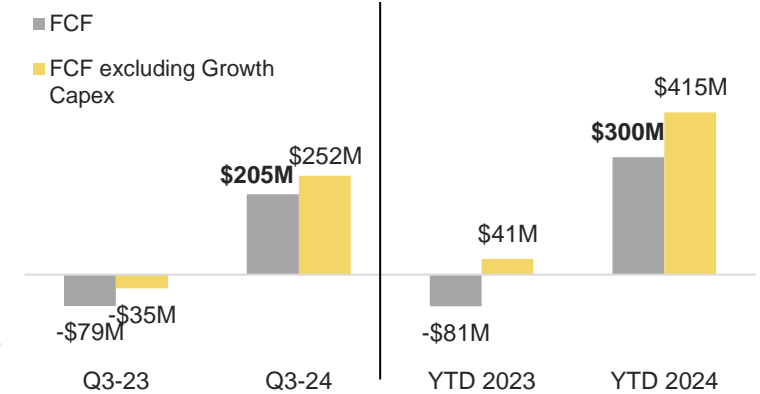
### Operating Cash Flow



### Capital Expenditures

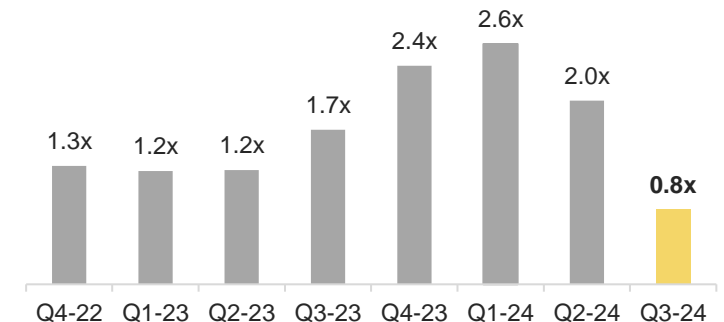


### Free Cash Flow <sup>(1)</sup>



- Operating cash flow of \$258.8M in Q3 2024 reflects positive working capital contributions (\$201M) primarily related to Telesat Lightspeed program
- Capex of \$53.4M in Q3 2024 primarily to support growth capex
- Net debt to LTM adjusted EBITDA ratio of 0.8x as of Sep. 30, 2024 reflects debt repayment in Q3 2024 and strong cash position

### Net Debt to LTM Adj. EBITDA<sup>(1)</sup>



(1) Non-IFRS measure





# 2024 Financial Outlook

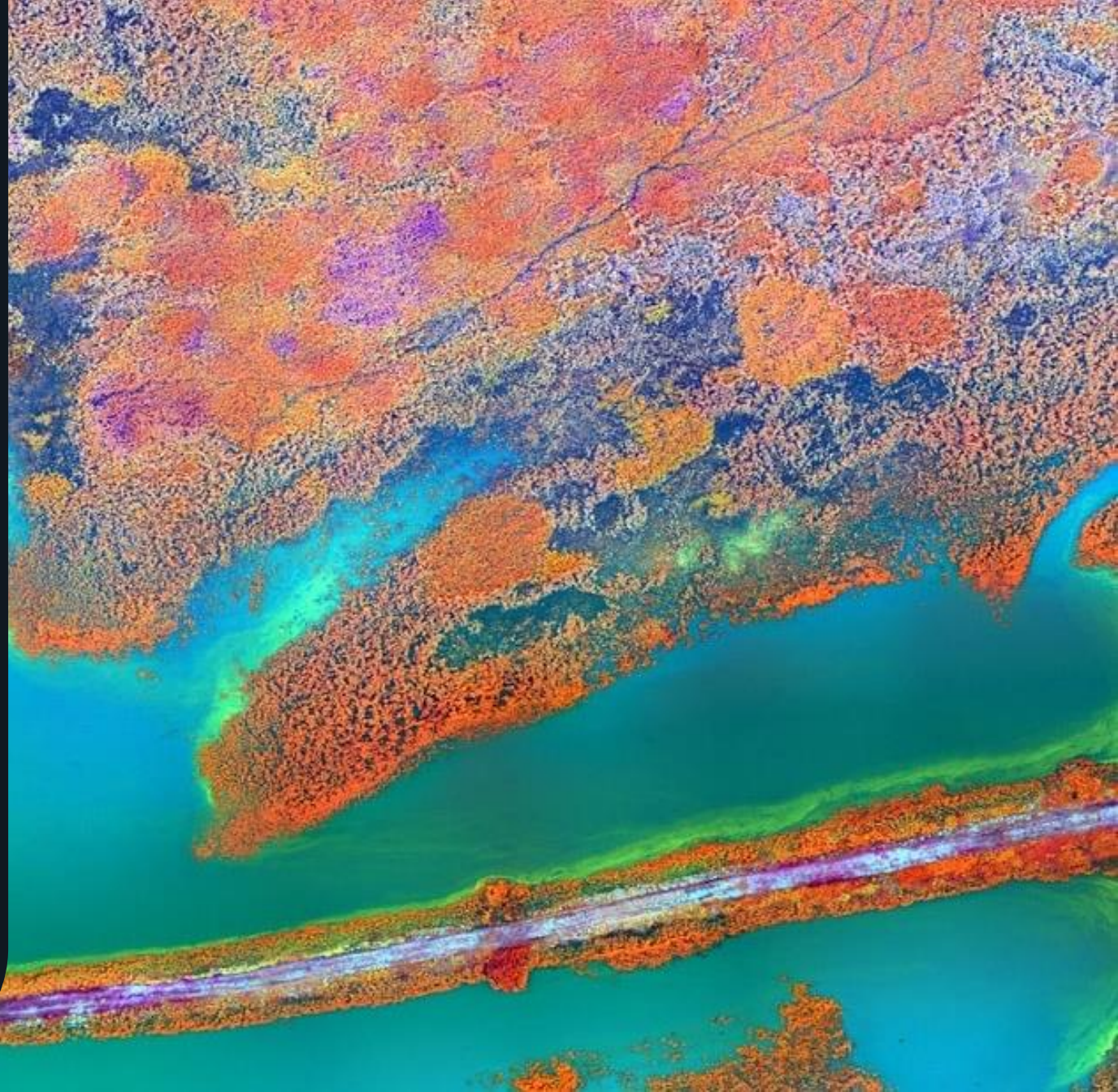
	2024 Financial Outlook (November 15, 2024)	2024 Financial Outlook (August 8, 2024)
Revenue <i>YoY Growth at mid-point</i>	\$1,045 - \$1,065M ~30%	\$1,020 - \$1,060M ~30%
Adjusted EBITDA <i>Adjusted EBITDA Margin</i>	\$205 - \$210M ~19% - 20%	\$200 - \$210M ~19% - 20%
Capital Expenditures <sup>(1)</sup>	\$200 - \$220M	\$200 - \$220M
Free Cash Flow	Positive	Positive

## Outlook Assumptions

- Financial outlook reflects management’s judgment based on Company’s current backlog and information available at the time of this release
- Capital expenditures comprised primarily of growth investments; full-year maintenance capex expected to be ~\$25-\$35M

(1) Capital expenditures include PPE and Intangible assets

# APPENDIX





## Appendix – Reconciliation of Non-IFRS Measures

(\$M)	Q3-24	Q3-23		YTD Q3-24	YTD Q3-23
Net income	\$29.5	\$9.3		\$54.3	\$35.3
Depreciation and amortization of assets	9.7	8.8		31.1	22.4
Amortization of intangible assets related to business combination	11.6	11.0		35.5	34.8
Income tax expense	11.1	5.6		20.3	18.6
Finance income	(2.3)	(0.3)		(3.7)	(0.3)
Finance costs	4.4	2.7		18.4	7.0
<b>EBITDA</b>	<b>64.0</b>	<b>37.1</b>		<b>155.9</b>	<b>117.8</b>
Unrealized foreign exchange (gain) loss	(10.7)	(0.9)		(10.4)	2.5
Unrealized (gain) loss on financial instruments	-	(1.0)		(1.2)	0.1
Impairment of long-lived assets	-	4.8		-	4.8
Gain on disposal of assets	-	-		(5.8)	-
Share-based compensation	2.2	2.8		7.7	6.9
<b>Adjusted EBITDA</b>	<b>55.5</b>	<b>42.8</b>		<b>146.2</b>	<b>132.1</b>



## Appendix – Reconciliation of Non-IFRS Measures

(\$M, except per share figures)	Q3-24	Q3-23		YTD Q3-24	YTD Q3-23
Net income	\$29.5	\$9.3		\$54.3	\$35.3
Amortization of intangible assets related to business combination	11.6	11.0		35.5	34.8
Impairment of long-lived assets	-	4.8		-	4.8
Gain on disposal of assets	-	-		(5.8)	-
Unrealized (gain) loss on financial instruments	-	(1.0)		(1.2)	0.1
Net foreign exchange (gain) loss	(7.2)	(0.6)		(8.7)	0.8
Embedded derivative effects	0.5	-		2.2	-
Share-based compensation	2.2	2.8		7.7	6.9
Income taxes related to above items <sup>(1)</sup>	(1.9)	(4.6)		(8.0)	(12.6)
<b>Adjusted Net income</b>	<b>34.7</b>	<b>21.7</b>		<b>76.0</b>	<b>70.1</b>
Weighted average number of shares outstanding – Diluted	124,286,353	121,912,874		123,610,686	120,546,321
<b>Adjusted Earnings per share – Diluted</b>	<b>0.28</b>	<b>0.18</b>		<b>0.61</b>	<b>0.58</b>

<sup>(1)</sup> Standard income tax rate of 26.5% applied



## Appendix – Backlog and Leverage Trends

(\$M)	Q3-24	Q2-24	Q1-24	Q4-23	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22
Opening Backlog	\$4,596.0	\$3,312.2	\$3,097.0	\$3,068.7	\$1,093.8	\$1,232.4	\$1,378.2	\$1,405.1	\$1,520.8
Revenue recognized	(282.4)	(242.0)	(209.1)	(205.0)	(204.7)	(196.0)	(201.9)	(186.1)	(172.0)
Order Bookings	264.5	1,525.8	424.3	233.3	2,175.1	61.9	56.1	159.2	56.3
<b>Ending Backlog</b>	<b>4,578.1</b>	<b>4,596.0</b>	<b>3,312.2</b>	<b>3,097.0</b>	<b>3,068.7</b>	<b>1,098.3</b>	<b>1,232.4</b>	<b>1,378.2</b>	<b>1,405.1</b>

(\$M, except ratios)	Q3-24	Q2-24	Q1-24	Q4-23	Q3-23	Q2-23	Q1-23	Q4-22	Q3-22
Total Debt	\$293.8	\$398.7	\$468.6	\$438.9	\$303.8	\$248.7	\$268.7	\$243.6	\$193.5
Cash	(139.2)	(46.4)	(29.3)	(22.5)	(13.4)	(39.0)	(67.9)	(39.3)	1.1
<b>Net Debt</b>	<b>154.6</b>	<b>352.3</b>	<b>439.3</b>	<b>416.4</b>	<b>290.4</b>	<b>209.7</b>	<b>200.8</b>	<b>204.3</b>	<b>194.6</b>
Adjusted EBITDA (LTM)	188.3	175.6	167.3	174.2	172.0	168.0	162.3	157.9	144.8
<b>Net Debt to Adjusted EBITDA Ratio</b>	<b>0.8x</b>	<b>2.0x</b>	<b>2.6x</b>	<b>2.4x</b>	<b>1.7x</b>	<b>1.2x</b>	<b>1.2x</b>	<b>1.3x</b>	<b>1.3x</b>





We'll Take You There

