



## 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 Ltd.'s ("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 forwardlooking 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 forwardlooking 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 Adjusted EBITDA, Adjusted EBITDA Margin, and Order Bookings 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 and filed on SEDAR+.

## We Develop Advanced Space Technologies that Enable Mission Firsts





## MDA Space Overview

**50+ year** History of Space Innovation

**3,000+** Workforce Globally

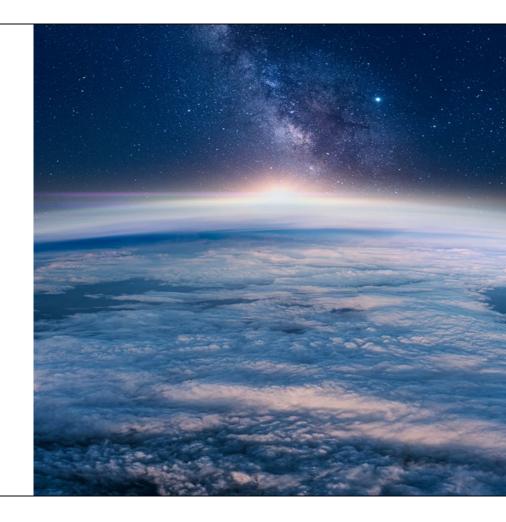
**500,000+** sq. ft. of Design, Manufacturing & Testing Facilities

**3 Business Areas** – Geointelligence, Robotics & Space Operations, Satellite Systems

~25% YoY Revenue Growth Expected in 2024 (\$950M - \$1,050M Revenue Target) (1)

~\$1.5B Market Capitalization (2)

TSX Listed under Ticker MDA



<sup>1)</sup> Targets are based on Company's current expectations and are subject to significant risks and assumptions (see "Forward Looking Information")
2) Market capitalization as of February 27, 2024

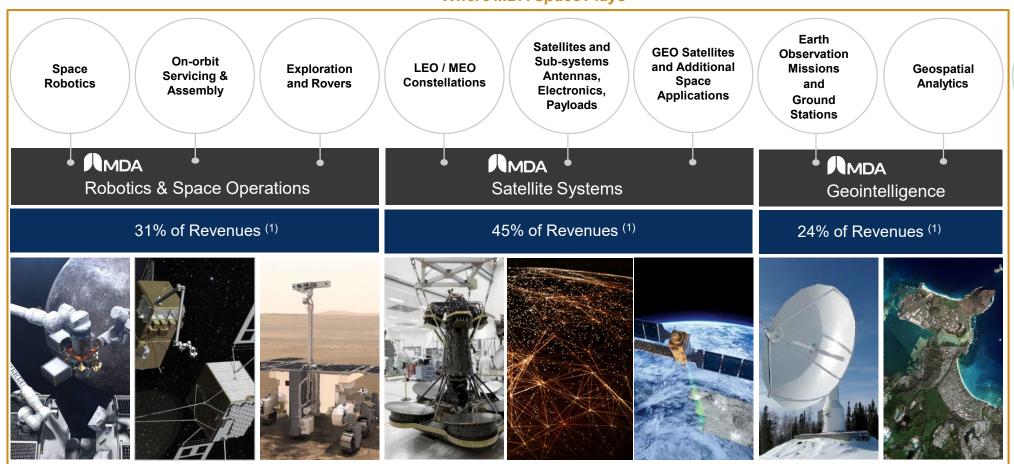


Launch

## MDA Space Serves Nearly Every Sector of the Expanding Space Economy

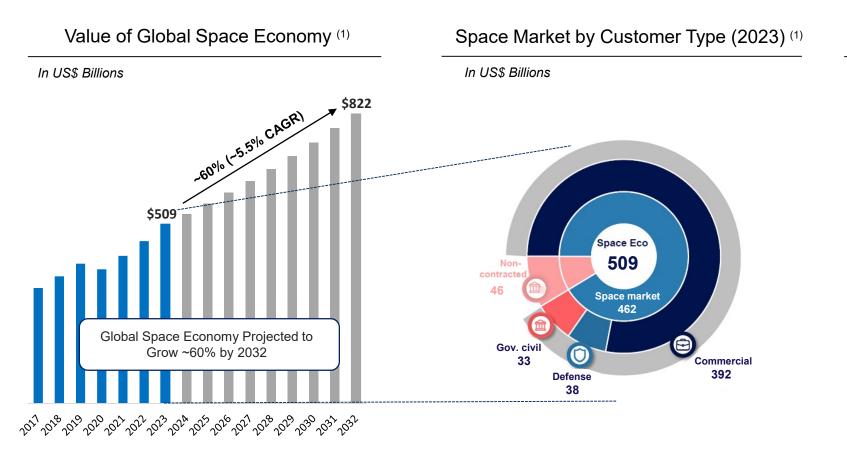
#### The Space Ecosystem

#### Where MDA Space Plays





## We are Well Positioned to Serve the Growing Space Market



# Space Market by Vertical (2023) (1) In US\$ Billions





## Positive Secular Trends Driving End Market Demand



#### LOWER LAUNCH COSTS AND NEW TECHNOLOGIES DRIVING MARKET OPPORTUNITY

Lower launch costs and new technologies are driving commercialization of space and have improved the economic feasibility of many space-based activities and services; launching a spacecraft today is 10x cheaper versus a decade ago



#### SPACE IS ENABLING GLOBAL CONNECTIVITY

Insatiable appetite for universal connectivity and data usage to be met with new and enhanced capacity from satellite constellations (LEO and MEO) which offer among others broadband internet, IoT (Internet of Things) and 5G communications



#### NEW SPACE RACE DRIVING RENEWED INTEREST IN SPACE EXPLORATION

Renewed government interest in lunar and deep space exploration; new missions projected to increase by ~220% to 750 missions over the next decade (1) with private sector playing a key role



#### SPACE IS CRITICAL TO NATIONAL SECURITY

Space is becoming increasingly critical to national security with governments around the world increasing funding and creating independent space commands to reinforce national security and sovereignty priorities



#### INNOVATIVE SATELLITE APPLICATIONS GAINING MOMENTUM

Satellite direct-to-device applications are gaining momentum including direct-to-cell services which address gaps in terrestrial coverage and bring connectivity to unserved or underserved populations; service demand to be met via new and enhanced satellite capacity



## MDA Space Customers and Partners Span the Space Economy, with a Balanced Mix across Customer Type and Geography

















































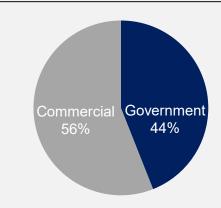




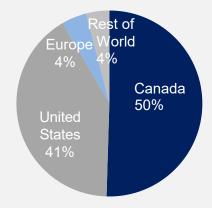




#### LTM Revenue by Customer Type (1)

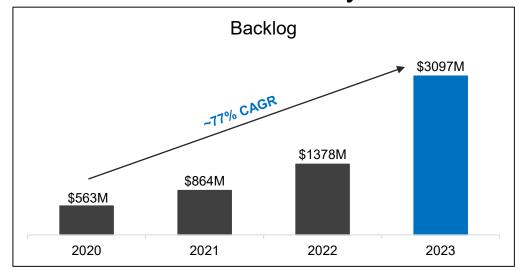


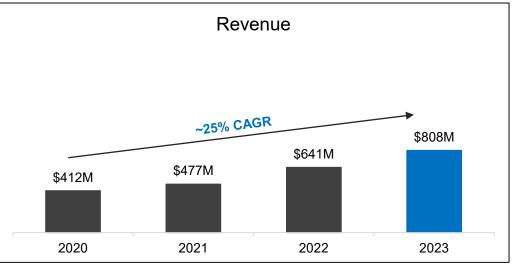
LTM Revenue by Geography (1)

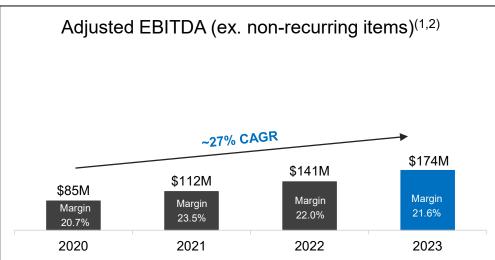


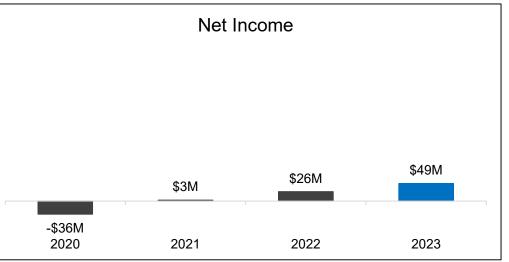
# Our Financial Scorecard – Strong Backlog, Growing Revenues and Differentiated Profitability











<sup>1)</sup> Non-IFRS measure

<sup>2)</sup> Non-recurring items comprised of historical Investment Tax Credit (ITC) settlement income recognized in 2022 and Canada Emergency Wage Subsidy (CEWS) income in 2020 / 2021



## Our Agility and Scale Enable Us to Deliver What Matters Most to Customers

#### **What Matters to Customers**

Confidence in Mission Success

Customized & Innovative Solutions

Commercial R&D Investment

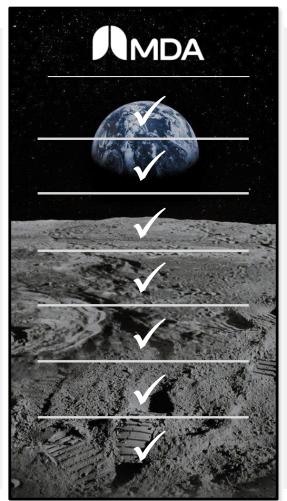
Speed to Market

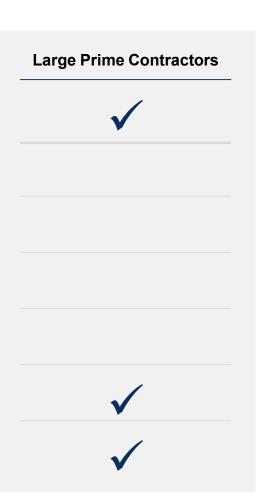
Cost Efficient Solutions

Expertise in Complex Missions

Proven and Optimized Supply Chain



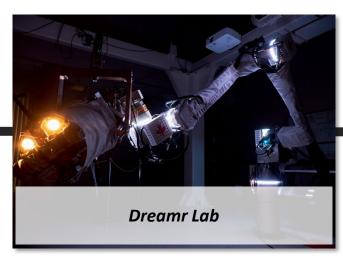






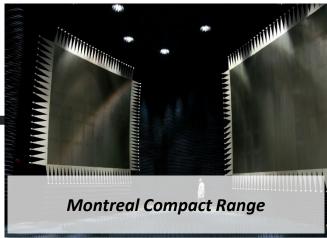
## We Operate World Class Facilities







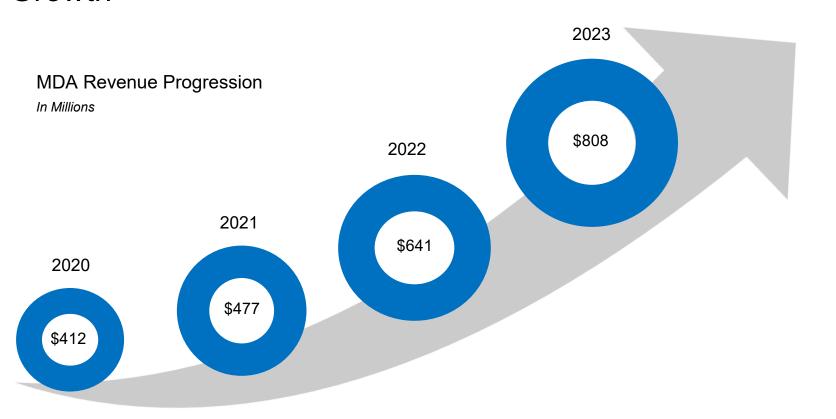








## Large Pipeline and Disciplined Execution Support Strong Revenue Growth



#### **Future Growth Drivers**

Secured Programs Follow-On Opportunities

Grow Constellation Market Share

Maximize Robotics & Space Mission Participation

International Expansion and Strategic M&A

\$17B+ 5-Year
Cumulative Pipeline
(Excl. Secured Programs)

\$10B+ Satellite Systems

Annual Average Pipeline: ~\$2B

\$4B+ Geointelligence

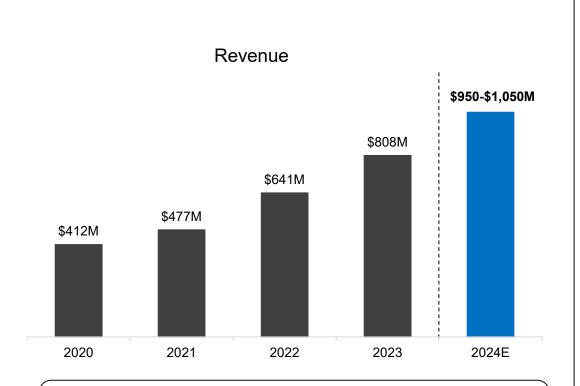
Annual Average Pipeline: ~\$800M

\$3B+ Robotics & Space Ops

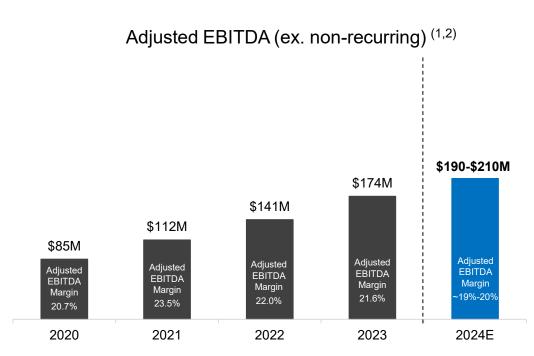
Annual Average Pipeline: ~\$600M



## 2024 Targets Reflect Solid Business Momentum and Good Visibility



~80% of expected 2024 revenues currently in backlog providing good visibility



Solid and stable adjusted EBITDA margin driven by strong program execution and disciplined cost control

<sup>1)</sup> Non-IFRS measure



## MDA Space Business: Robotics & Space Operations



Mission Kits and Partnerships for On-Orbit Ops

#### Rapid Growth of the In-Space Economy



Space Exploration



Space Mining



Lunar Mobility Logistics and Support



Space Tourism



On-Orbit Servicing, Assembly, and Manufacturing



Debris Removal

#### The Technologies We Deliver



Sensors
On-Orbit. Cameras. LiDAR. Lunar Landings



Robotics
Operational Support. Industry Standard for Grapple Fixtures



On-Orbit Servicing and Assembly
Integrated Robotic Solutions. Vision and Targeting Systems



Rovers
Planetary Vehicle Systems. Sample Return

**Operations** 



Support for Robotics on the ISS. Operations Control Centers



## The Leader in Space Robotics Solutions



#### Our Market Leadership



World's First 3D Scan of an Asteroid From Orbiting Spacecraft OSIRIS-Rex



Over 3 Million Engineering Hours Supporting On-Orbit Robotic Operations
Canadarm2 / Dextre



World's First Autonomous On-Orbit Servicing Mission
Orbital Express



Over 12 Years Operating on Mars
Phoenix Lander, Curiosity Rover, and ExoMars underway



World's First Commercial Robotics Operations Control Center Under development







## MDA Space Business: Satellite Systems

World Leaders in Digital Satellite Solutions

#### Capitalizing on Proliferation of Satellites



#### The Technologies We Deliver



Broadband Internet



5G Backhaul



**LEO Constellations**Cutting Edge Technology. Subsystem Manufacturing. AI&T



Mobile Communications



IoT



**GEO Satellites**Payloads. Antennas. Electronics. Range of Digital Products



Connected Vehicles



Defence Applications



MEO and Additional Applications

Exploration Sub-systems. Antennas. Electronics. Payloads



## **Cutting Edge Satellite Capabilities**



#### Our Market Leadership



High Volume Manufacturing for LEO Constellations
Significant Expertise Through O3B, Iridium Next, and OneWeb
Constellations



**Over 350 Satellite Missions**Solutions across full communication frequency band



Proven Software Defined Radio Capability for Space-based Communication

Power and Propulsion Element for Lunar Gateway

#### **Our Notable Programs**

### Globalstar LEO Constellation

Design, Manufacture, Assembly and Test of 17
Satellites

~\$415M Revenue over 2022-2024 (Opportunity for Additional LEO Satellites)

## Telesat Lightspeed LEO Constellation

Design, Manufacture, Assembly and Test of 198
Satellites

~\$2.1B Revenue for 198 satellites (Opportunity for Additional LEO Satellites)



## MDA Space Business: Geointelligence

Towards a Global Earth Information Platform

#### Address Growing Demand for Earth Intelligence and Analytics



Climate Change Monitoring



Illegal Fishing Detection



Search and Rescue



Agricultural Production Optimization

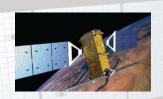


Intelligence and Surveillance



Commerce and Trade

#### The Technologies We Deliver



Sense
EO Satellites. UAVs. Maritime. Space Surveillance



Collect and Inform
Ground Stations: Tasking, Data Processing, Storage.



Analytics Products. Intelligence Support



**End User Operations**Software Platforms for Subscription Services.



## Differentiated Geointelligence Offerings



#### Our Market Leadership



World's Most Sophisticated and Taskable SAR Satellite
One of the Largest Radar Information Providers Globally



World's Largest Multi-Sensor Ground Station Network
70 Ground Stations, 25 Countries. 20 Source Satellites



Extensive Data Archive
~90B km² of the Earth Imagery Data



**Near Real-Time Information Products**Under 10 Minutes from Satellite to Customer



Extensive Expertise in Government Geointelligence Programs
RADARSAT, RADARSAT-2, RADARSAT Constellation Mission, UAV
programs

#### Our Notable Programs



#### Canadian Surface Combatant

Design and Integration of Electronic Warfare System

~\$1.5B Potential Revenue from 2020 to 2040 (Across 15 State-of-the-Art Warships)

## Summary





## Pure-play Exposure to the Growing Space Market

Global space economy projected to reach US\$1.5 trillion by 2040 <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 50 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 knowhow

Long-tenured and experienced technical team

### **Attractive Fundamentals for Long-term Value Creation**

Growing backlog, strong profitability and healthy balance sheet



1) U.S. Chamber of Commerce; 2) Euroconsult



