

Armin Papperger, CEO
CAPITAL MARKETS DAY – 18. November 2025





# **Expansion is the common denominator**

#### **Dramatic spending increase**

- NATO target of 5%\* by 2035
- Germany 3.5% by 2029

30 years underspending

Capabilities

Become the largest European fighting force

- ReBuild
- ReArm
- ReEquip

#### **Expansion into**

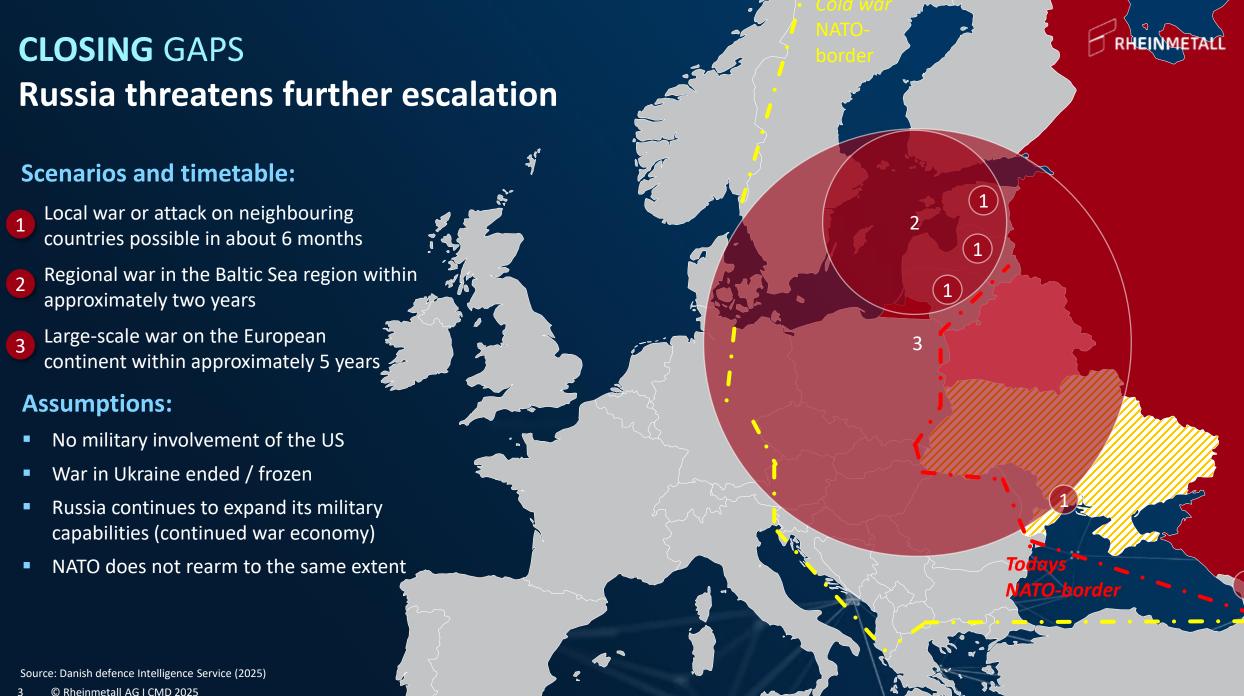
- Air
- Space
- Naval

Land – Domain Focus

**Capacities** 

**Expansion across the portfolio** 

- Vehicle Systems
- Weapon and Ammunition
- Air Defence
- Digital
- Naval





# German spending underpins aspiration to build largest European army by 2029



- 2025 and 2026 still benefitting from German special fund
- Increasing general defence budget from 2027 onwards to meet 3.5%
   NATO target in 2029
- Disproportionate share of equipment spend expected
- €350bn commitment appropriations secure spending beyond 2035



# Lead times differ depending on product type and complexity

€25m decis	ion Order intake Sourci		Quality control Del	ivery
	Ammunition	6-12 months		
	Logistic vehicles	~12 months		
	Medium weight wheeled	12-18 months		
	Main battle tanks	24 months		
	Soldier systems	12 months		



Germany upgrades – we can deliver!

~€35bn

Digitization

~€35bn

Satellites

>€50bn

40,000 vehicles2/3 logistic vehicles



~€80bn Navy

~€10bn

Air defence

~€10bn

Drones







# Ukraine's strategic industrial partner



**Ukrainian Defence Ecosystem** 

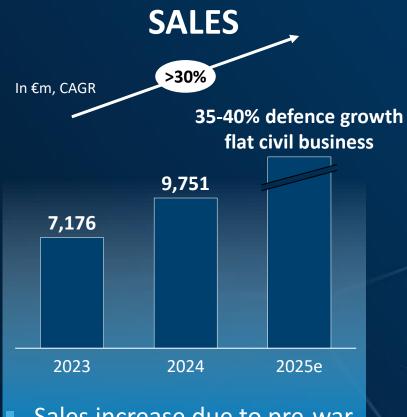


### Significant progress already made on the growth path

#### **RHM BACKLOG**

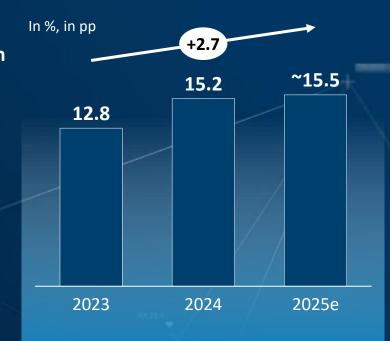


- Strong investment increase
- Germany in the lead



- Sales increase due to pre-war contracts
- Strongest sector sales increase

#### **OPERATING MARGIN**



- Operating result rises disproportionately
- Positive mix-effects and economies of scale

# **CLOSING** GAPS Success through partnering





Rockets & missiles JV 60% share for Rheinmetall Production start 2027 Space JV 60% share for Rheinmetall Production start Q2 2026



Using existing technology and knowledge

**Partnerships with companies** 

# Soft consolidation by formation of JVs

Speeding-up time to market

Time is of the essence



MoU for strategic partnership
Integration of AAVs into RHMs
Battlesuite digital platform

Drone operating system

Long term co-operation

Already live





The German cross-domain system house in the defence industry





Rheinmetall as European player and consolidator



# **CLOSING** GAPS **New organisation 2026 onwards**















**Vehicle Systems** 

Weapon and **Ammunition** 

Air Defence<sup>1</sup>

Digital<sup>1</sup>

Naval<sup>2</sup>

# RHEINMETALL

# Rheinmetall addresses all capability gaps



# Air- and missile defence

- Integrated
- Multi-layered
- Against the entire spectrum

# Artillery systems

- Modern artillery systems
- "Deep precision strikes"



Ammunition and missiles

- Strategic reserves
- Production capacities
- Expansion and new build of ammo plants

# Drones and drone defence systems

Complete range of UxVs



#### Al, Quantum-, Cyber- and electronic warfare

 Defensive and offensive capabilities using technologies

# Military mobility

EU-wide transport network







(Space) ISR\* and communications





# **CLOSING** GAPS **Guidance 2030**



**Guidance 2030 applies to the new organization** including M&A excl. US order wins

in €bn	2024	2025	2030
SALES	9.8	+35-40%  defence growth  flat civil business	~50
OPERATING MARGIN	15.2%	~15.5%	>20%
CASH CONVERSION RATE	70.1%	>40%	>50%*





#### German vehicle demand main driver behind RHM Nomination increase







# **CLOSING** GAPS Vehicle Systems – Sales growth 2030





#### **Market environment**

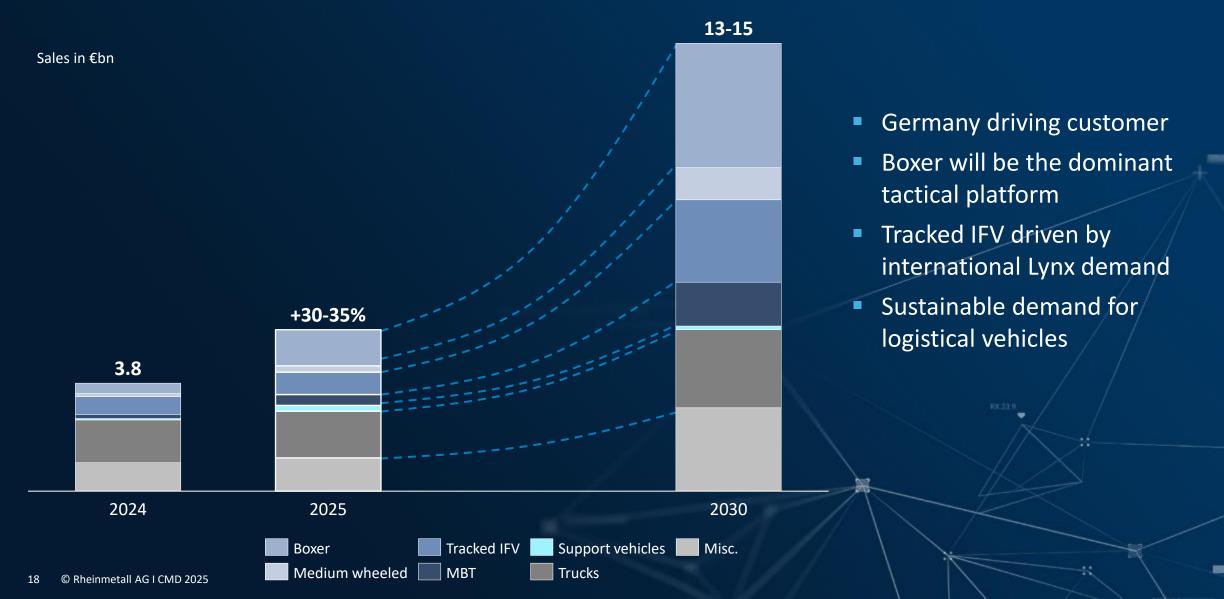
- Building a 140% fleet in Germany (incl. reserve)
- Replacement of old soviet design equipment

#### **Business drivers**

- "More of the same" reduces R&D effort and risk
- Economies of scale
- Introduction of higher levels of automation

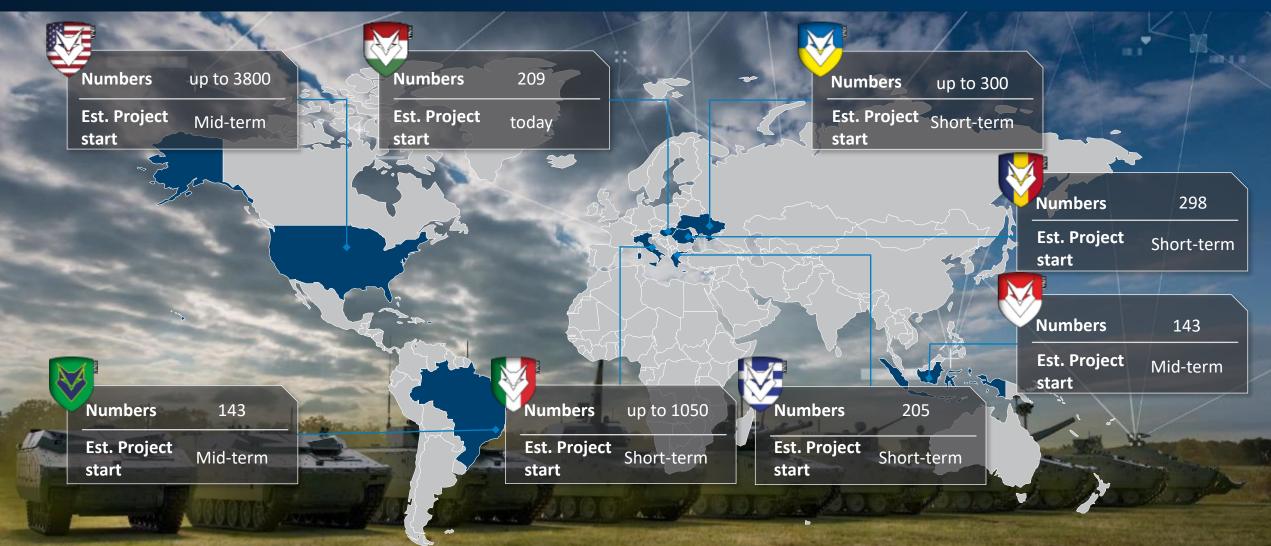


# Move from manufacturing to mass production translating into sales





## The LYNX – our IFV with star potential





#### Successful transformation of the U.S. business

2018 2024 2030+

Limited Storefront Key Player Powerhouse

#### New U.S. strategy established

- Shift from small programs
- More independence from European technology transfer

#### Aiming for key wins in U.S. U.S. as a Rheinmetall market

- XM30, CTT, S-MET wins
- Competing for major programs in munitions
- Acquisition of Loc Performance

- \$2bn\* US annual revenue
  - Becoming part of U.S. defence industrial base



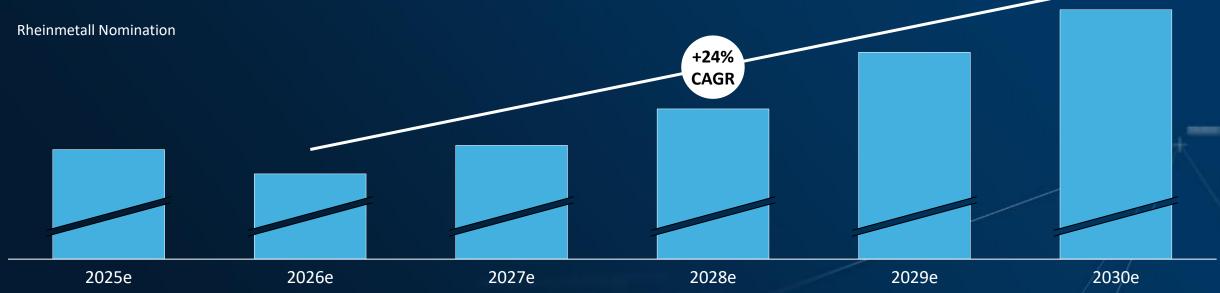




2030 Sales potential €14-16bn



# Sustainable demand over the planning period

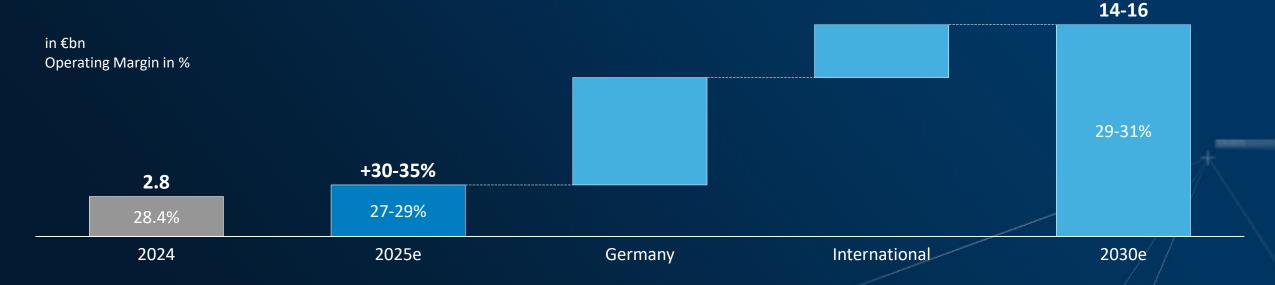


- Restocking cycle has not started yet
- Tactical vehicle ramp-up creates additional demand
- State-of-the-art capacity build-up
- Leading large caliber capacities





### Weapon and Ammunition – Sales growth 2030



#### **Market environment**

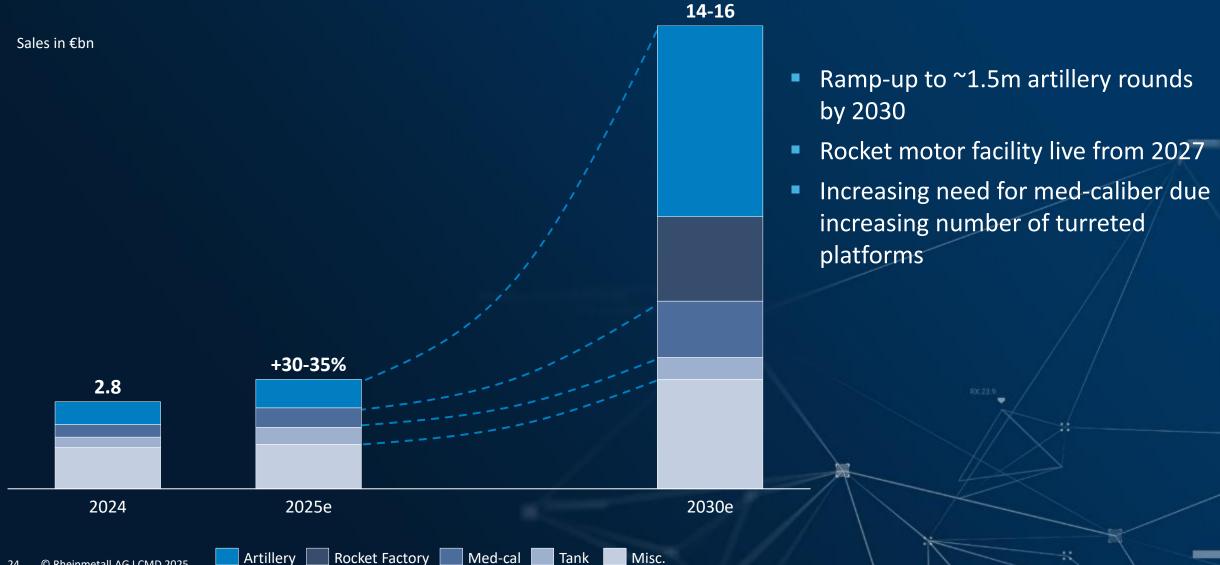
- High NATO inventory requirements
- Undersupplied market
- High consumption in Ukraine

#### **Business drivers**

- Best in class backward integration
- Economies of scale
- Higher degree of automation









# Rheinmetall is one of the world's leading ammunition manufacturers





The artillery powerhouse on the way to 1.5m full shots

- Expansion and new construction of capacities
- Efficiency gains due to higher degree of automation
- Full backward integration within reach

Pre war capacity and upgrade

New capacity implemented since the war started

New capacities in build up / planning





# Rheinmetall is closing the gap on the missile market

#### **Rocket Motors**

- Total production capacity of up to 5,000 t rocket motor propellants p.a.
- Production start in Q3 2026
  - Engine casing
  - Nozzle and component manufacturing
  - Production of composite propellant



#### Missiles

- Production in JV with Lockheed Martin
- JV will market and assemble
- First focus on ATACMS and Hellfire missiles
- Expansion also into Naval missiles
- Up to 10,000 missiles p.a.
- First revenues in 2027







# AIR DEFENCE

2030 Sales potential

€3-4bn



# Recurring German orders keep RHM nominations on elevated level



# RHEINMETALL

# Air Defence – Sales growth 2030



#### **Market environment**

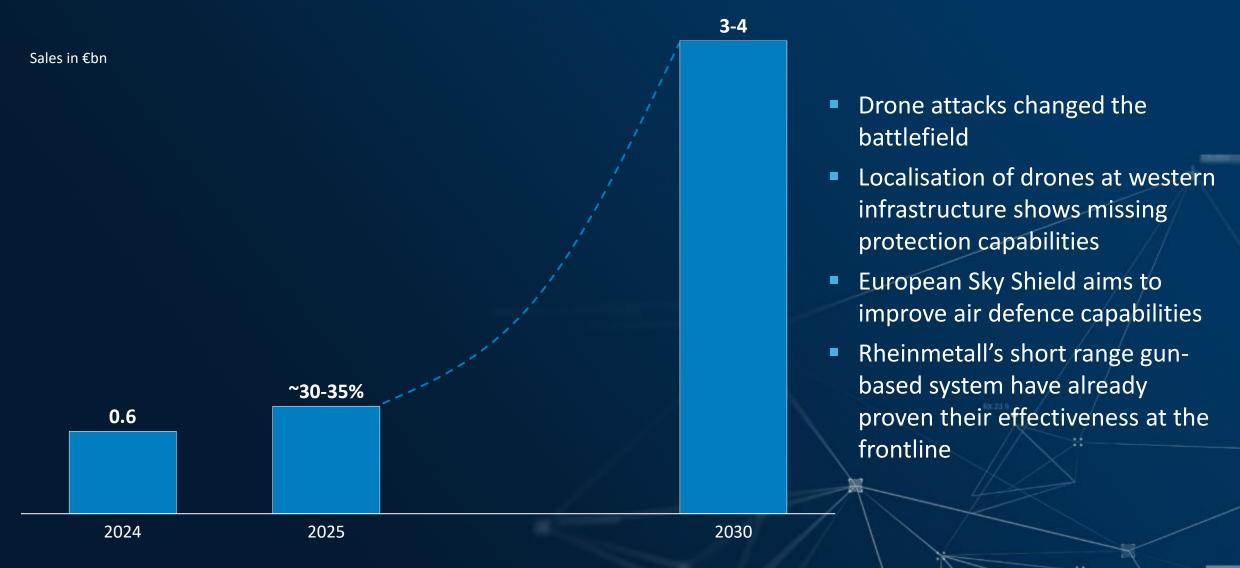
- SHORAD becoming a top priority
- Russian testing of Eastern European borders and civil infrastructure increases demand for SHORAD

#### **Business drivers**

- Cutting edge technology
- Down-selected SHORAD system in ESSI\*
- Economies of scale
- Proficiency of ecosystem SHORAD incl. sensors, effectors and ammunition



# Obvious capability gap triggers massive demand surge





# Drones are part of the battlefield, but can be effectively countered



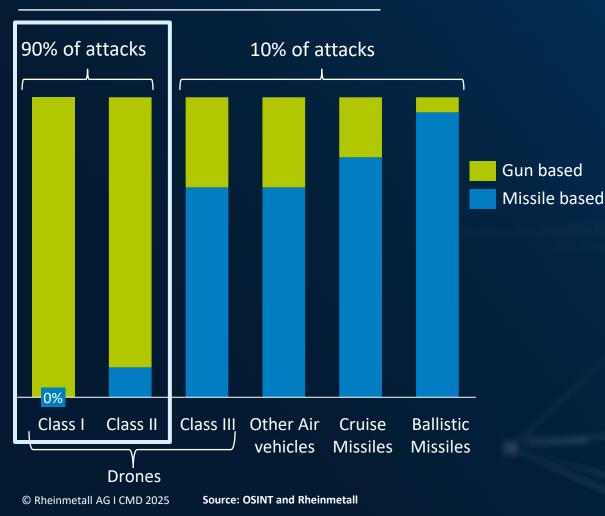
#### Lessons learned from the war in Ukraine

- Drones are a new element of the battlefield
- Ukraine lacks efficient SHORAD capabilities
- Protection against drones has become a key challenge
- Gun based air defence is a game changer
- Most western army currently have inefficient cUAV resources



## Over 90% of attacks can be stopped with gun based air defence

#### The war in Ukraine shows



#### **Our Skyranger solution**

- Up to 4km protection radius
- Gun based air defence
- Turret is platform agnostic
- 30mm / 35mm AHEAD ammunition





Protecting critical infrastructure creates huge potential



Skynex (~€60m) 4xRGMK3, 1xMSU, 1xCN1, **Interceptor Drones** 



Skyranger (~€60m) 4x SR35 on Lynx, **Interceptor Drones** 



Skyspotter (~€7m) Passive Emitter Locator, 1xMSU

Rheinmetall's proven C-UAS options for securing one facility

~€42m × 1.926 =

critical infrastructure facilities

Information/ **Telecommunication Finance Transport** Water Supply

**Critical Infrastructure** 

Facilities\*\*

Health

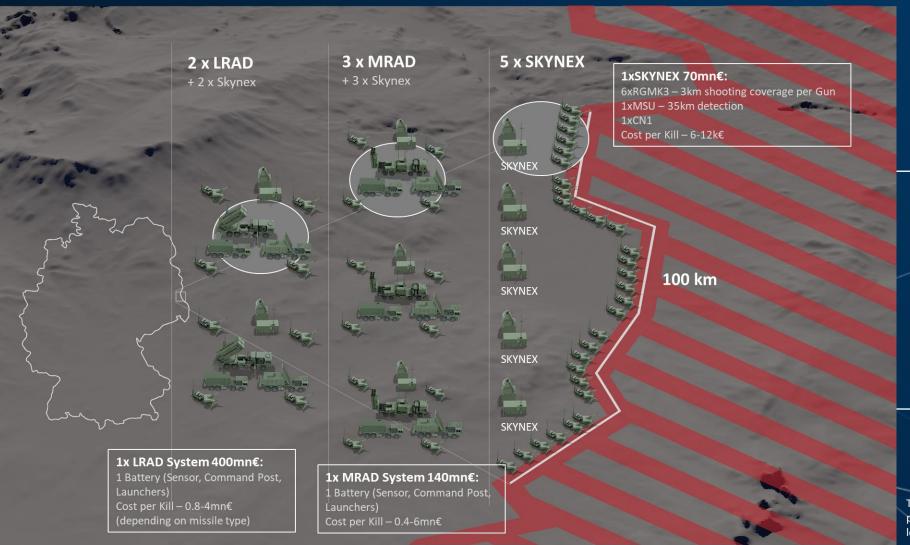
Ø-Cost for protecting a single facility\*

Number of critical infrastructure facilities in Germany

Costs for protecting Germany's

# **CLOSING** GAPS Fictional seamless air defence wall





~€1.9<sub>bn</sub>

**Costs for securing 100km** 

~€24.6<sub>bn</sub>

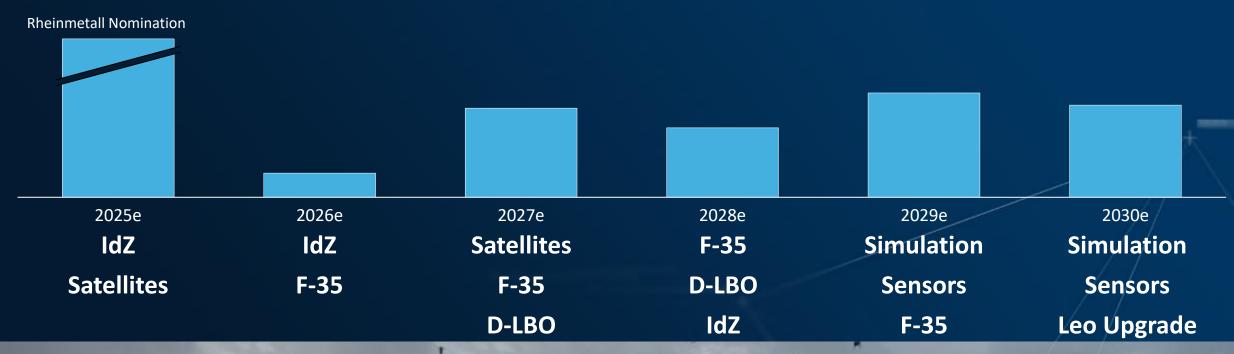
Costs for securing Germanys
Eastern Border (1.286km)

The example shows how many systems would be needed to provide seamless protection (Air Defense/Drone Wall) over a length of 100 km. Seamless protection is not realistically feasible.



# **CLOSING** GAPS Steady orders across a broad portfolio







## **CLOSING** GAPS Digital Systems – Sales growth 2030





#### **Market environment**

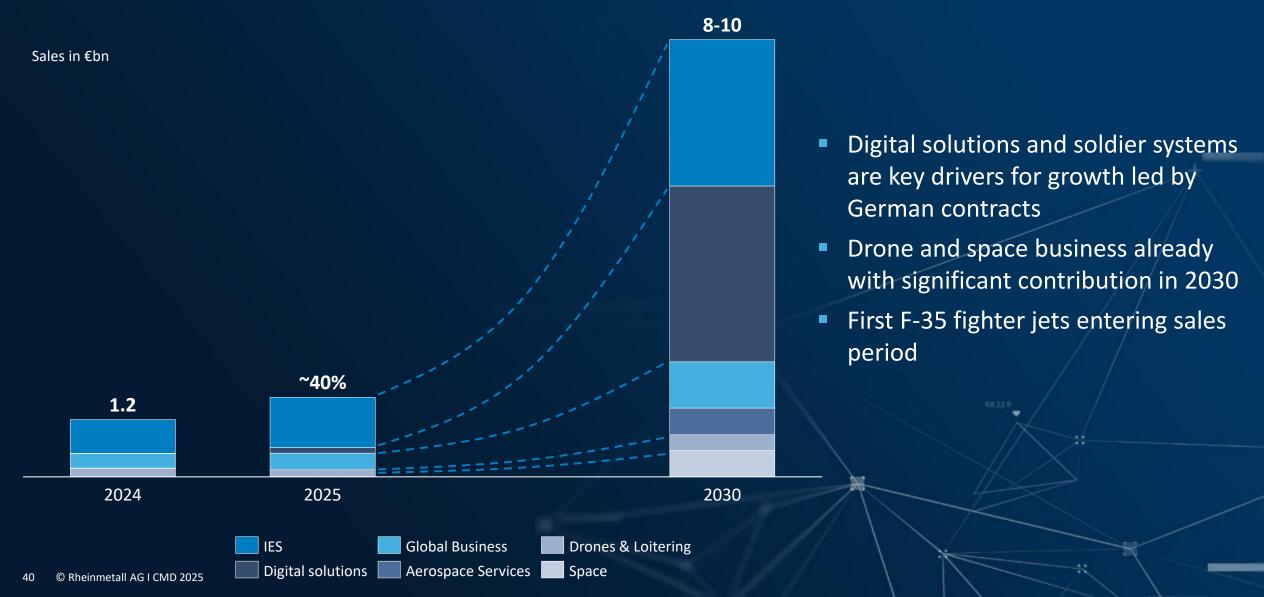
- Forces move from analog to digital to create efficiencies and to dominate the battlefield
- Cross-domain integration

#### **Business drivers**

- Germany with increasing digitization needs
- Satellite business with first contract in Q4 2025, second contract following



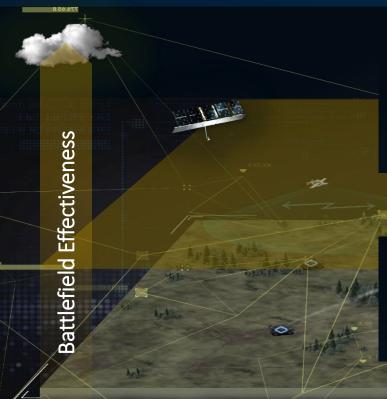
## Efficient sensor to shooter chain requires full digitization





## Digital superiority wins wars - not just tanks and ammo

- Decisive edge in modern warfare is digital: information, speed, and connectivity beat armor
- Ukraine shows: software-defined warfare outpaces hardware-heavy doctrines
- Battlefield effectiveness is driven by data integration, not platform size



"Double the firepower within three years, triple it by the end of the decade."

General Sir Roly Walker, Chief of General Staff UK on Next Generation Digital Forces

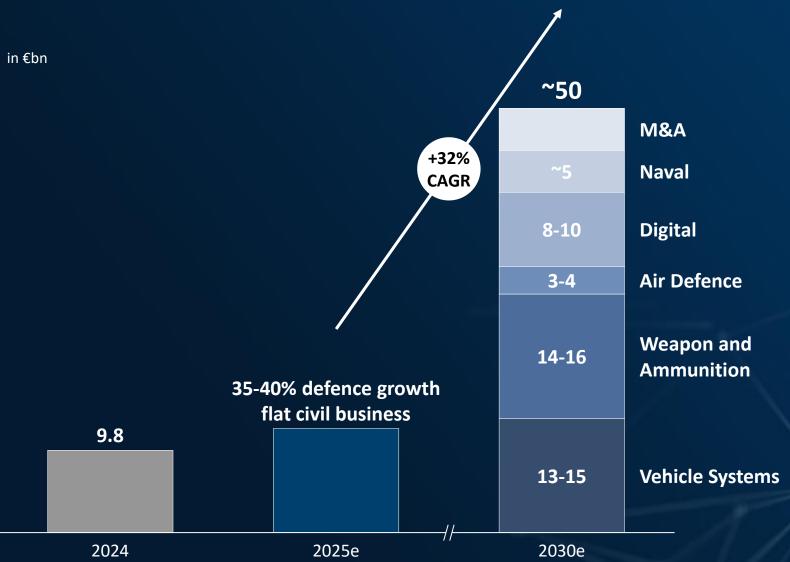
"Anyone who doesn't digitize, loses."

Lieutenant General Vetter, BMVg Head of CIT Department and Chief Information Officer

SHARED INFORMATION SPACE



## Unfolding the next chapter of growth!



- Weapon and Ammunition grows into its capacity
- Vehicle Systems profits from large vehicle programs, led by Germany
- Air Defence reflects increasing threats especially from drones
- Thrive for battlefield superiority propels Digital
- New Naval segment benefits from "Marine 2035"



## **Capital Market Day – Chief Operating Officer**

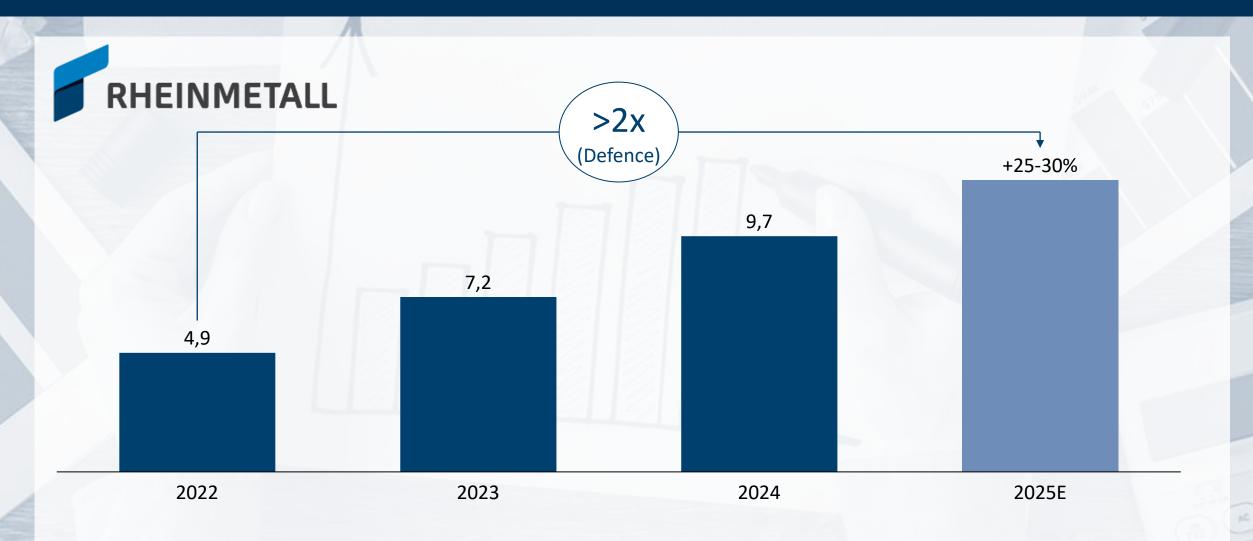
18. November 2025 | René Gansauge



# What we have achieved 2022-2025...



## We have delivered the growth trajectory from 2022 - 2025



Revenue Development Rheinmetall (in mEUR)

# What is ahead of us?



## Rheinmetall's growth path from 2025 onwards





Revenue Development 2025+ (in mEUR)



# Rheinmetall Weapon & Ammunition The new Rheinmetall Tempo!







# DEUTSCHLAND IM RHEINMETALL-TEMPO

## Rheinmetall Weapon & Ammunition Artillery Plant Unterlüß – WE CAN DELIVER!





#### **KEY FACTS**

Most modern & largest artillery plant in the world

Build time of ~15month

Fully automized to maximize output





Process optimization & lessons learned implemented



**Blueprint for further expansion** 





# Rheinmetall Weapon & Ammunition Rocket Artillery Plant Unterlüß





#### **KEY FACTS**

JOINT PRODUCTION OF ROCKETS WITH LOCKHEED MARTIN

UNTERLÜß TO PRODUCE AMONGST OTHERS THE ROCKET MOTOR



UP TO **10.000 MISSILES** PER YEAR!

## Rheinmetall Weapon & Ammunition Increase in large-caliber gun production







#### Rheinmetall Large Caliber Volume

2022 2025 2027

Weapons 60

Barrels

140

150

200

280 ~400

• Investment Program Unterlüß





Multi supplier strategy executed

Full lifecycle of systems accounted for, including spare barrels



## Rheinmetall Weapon & Ammunition Increase in medium-caliber gun production





	2022	2025
Weapons	92	>140
Barrels 62 @ Phoiamatall AG	160	330

### **Future**

>420

900

**IN PROGRESS** 

# Rheinmetall Weapon & Ammunition Propelling Charges – Vertical Integration through complete value chain



## The Rheinmetall Ecosystem Offering highly vertically integrated solutions to customers



## Rheinmetall's Manufacturing Ecosystem

#### **Engineering**



**Plant Engineering** 



**Industrial Engineering** 



Real Estate

#### **Rheinmetall Competencies**

**Example of Ammunition** 



**Fuzing** 















**Boosting** Systems

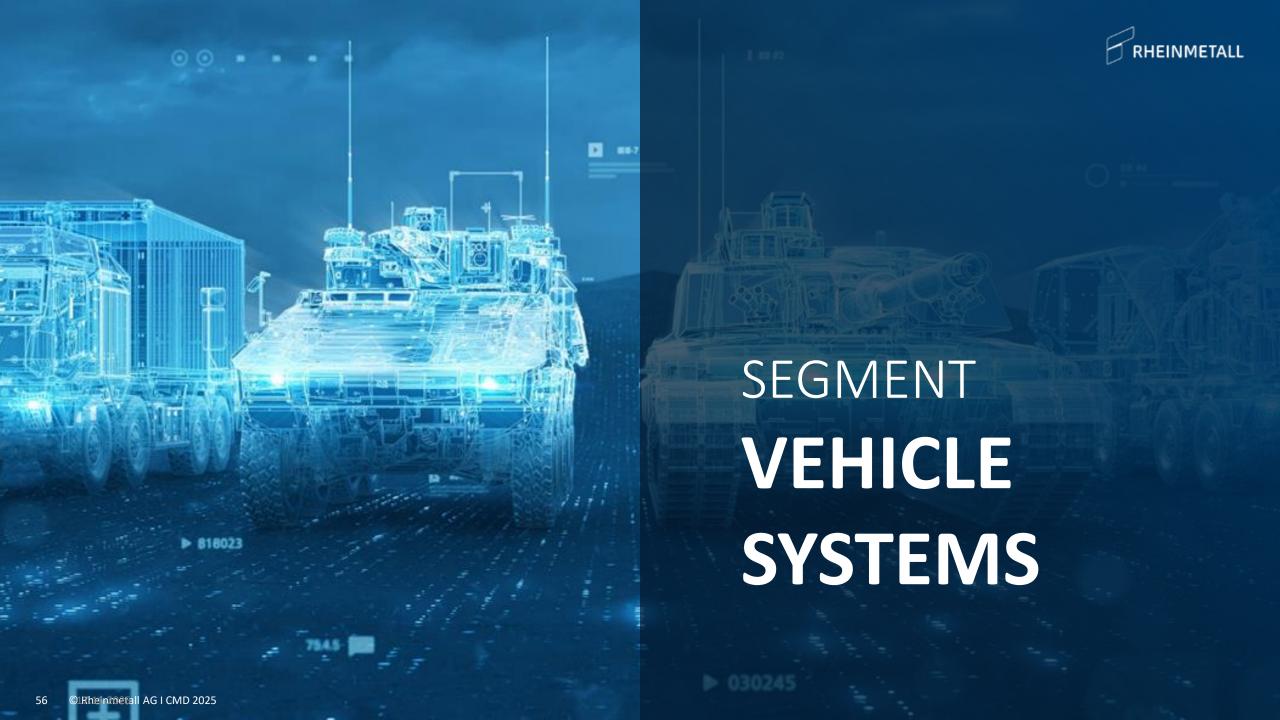








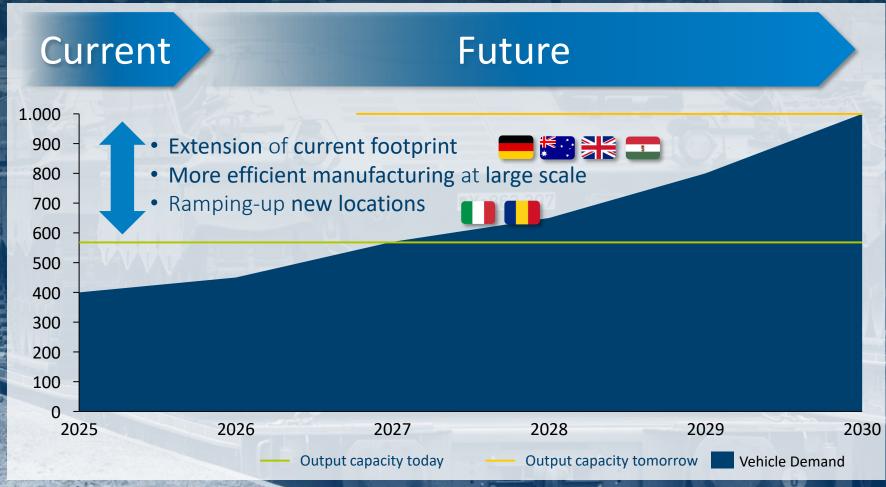




# Rheinmetall Vehicle Systems Our way to 1.000 IFVs per year

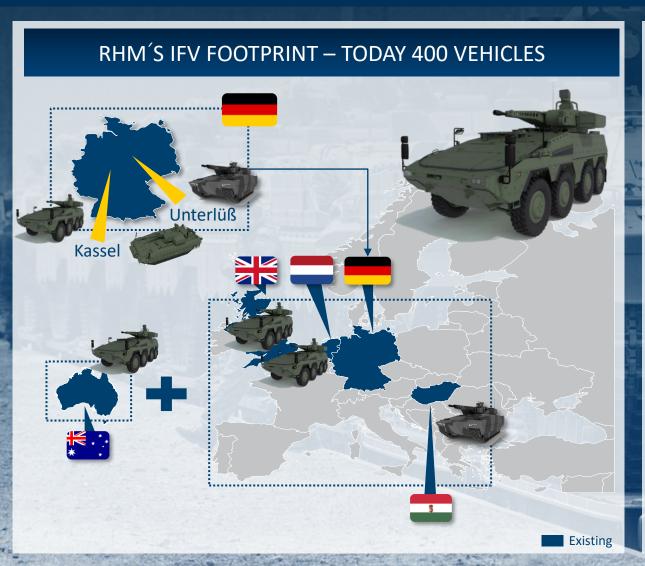






# Rheinmetall Vehicle Systems Current and future footprint of IFV production

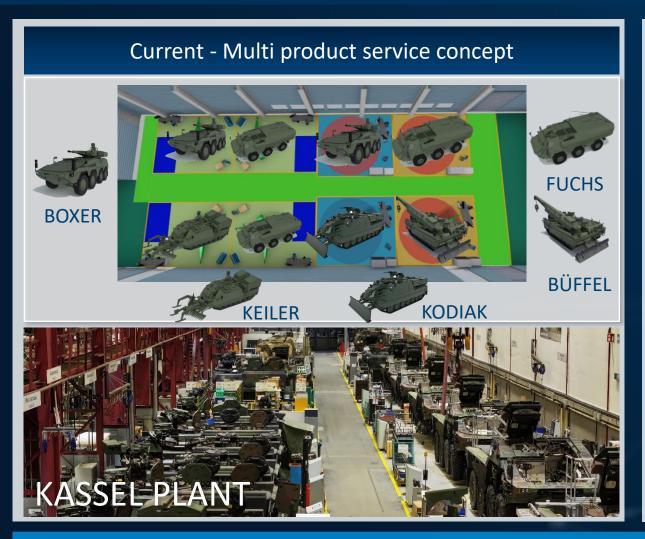






## Rheinmetall Vehicle Systems Kassel: manufacturing blueprint for upscaling Boxer



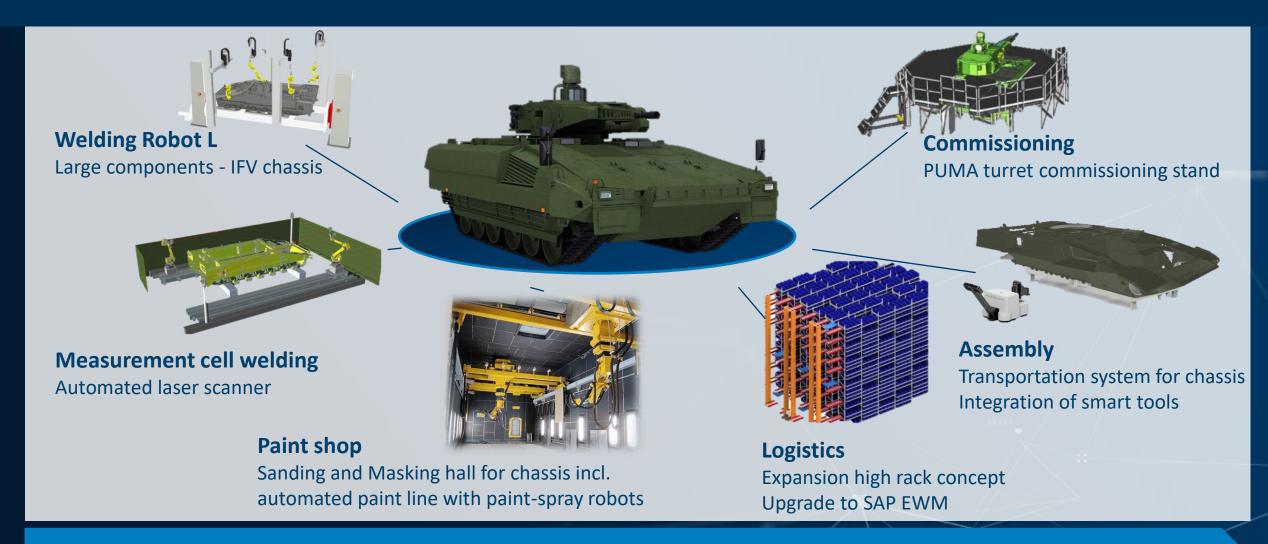




More of the same allows for serial and lean production!

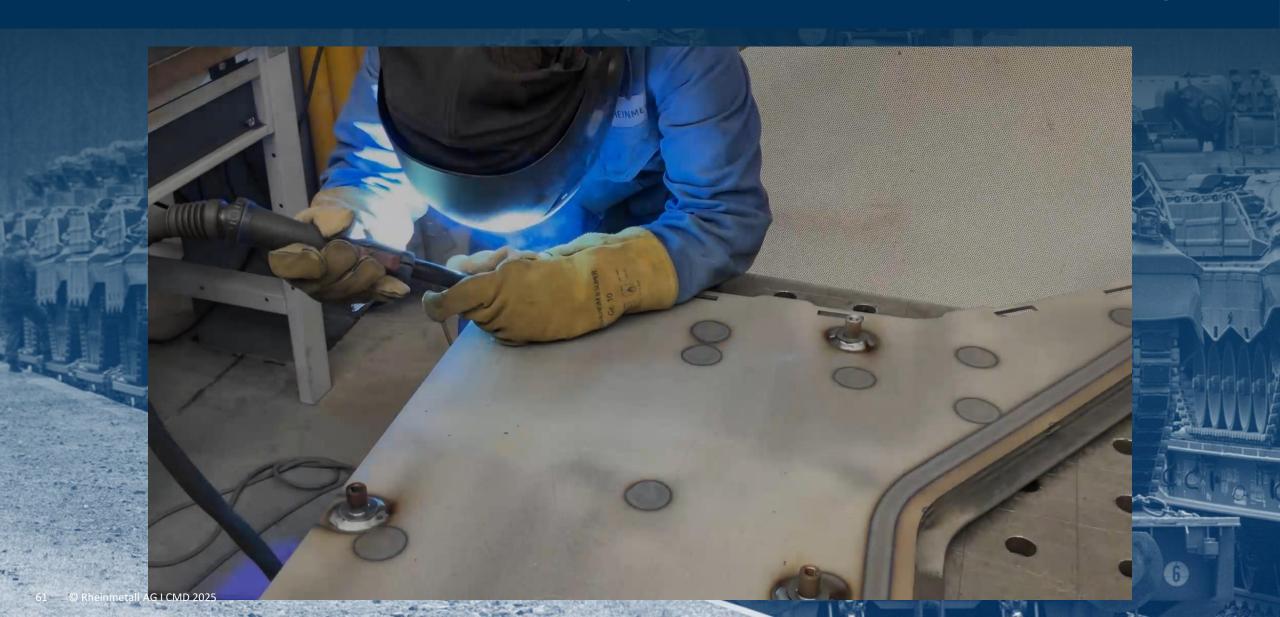
# Rheinmetall Vehicle Systems Further areas of productivity optimizations





Introduction of large scale process optimization lead to increase in efficiency by up to 40%

# Rheinmetall Vehicle Systems Further Areas of Production Optimizations – Zoom-in Welding





## Rheinmetall Air Defence Air Defence as key to drone protection





#### **KEY FACTS**

Air defence systems in high demand

**Significant Ramp-up** of production **capacities** 

Diversification of supplier base to ensure needed material



SUI capacity of ~140 p.a. under installment with SOP in Q1/26

ITA capacity of ~140 p.a. under installment with SOP in Q2/26

DE capacity of ~100 p.a. under installment with SOP in Q3/26

TOTAL CAPACITY by 2027 ~400 p.a. – 8 per week

# Rheinmetall Electronic Solutions Drone production in Italy





#### **KEY FACTS**

Drone production is key for the future battlefield

Loitering munition is a market ready solution

Production line in Italy to tackle large demand



#### **CAPACITY & POTENTIAL**



CAPACITY HERO 30

15 per day

CAPACITY HERO 120

15 per day

CAPACITY HERO 400

8 per day

# Group Purchasing Rapid business expansion is accelerating the need for more robust and scalable supply chain capabilities



## KEY TAKE AWAYS

Major capacity increases already executed

- Ammunition and IFV capabilities



2027 growth already in progress / completed

- Propellant, IFVs and Air Defence



Strong demand allows for lean manufacturing

Automization and supplier diversification



Deep vertical integration allows for execution in record time

- Rheinmetall factory blue prints for expansion



Product diversification implementation started

- Rocket Artillery & drone assembly



Supplier Risk mitigation executed

- i.e. Linters for propellant & Rare Earth Elements





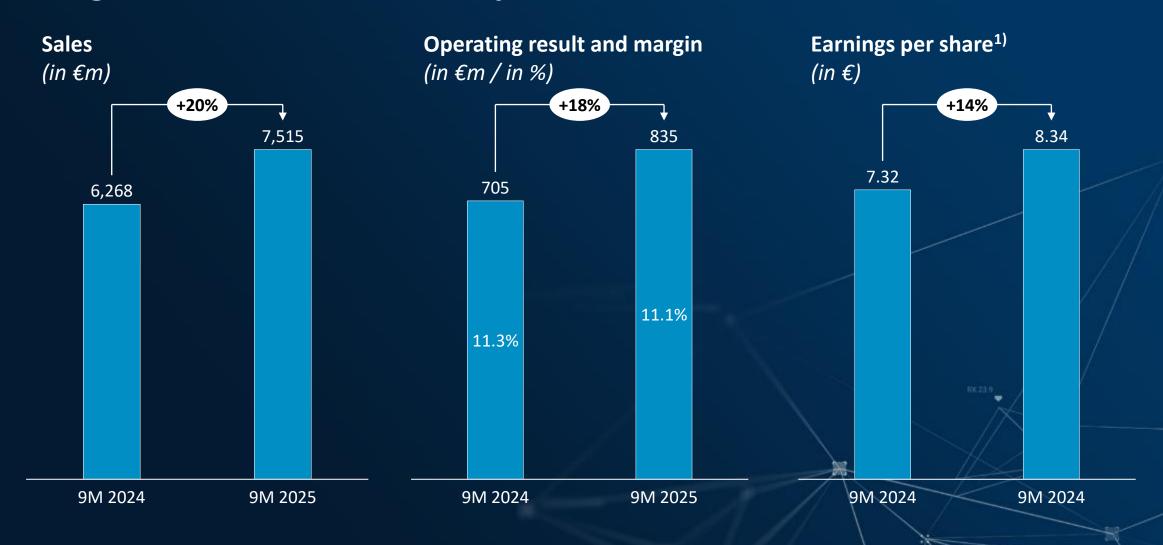
Klaus Neumann, CFO
CAPITAL MARKETS DAY – 18. November 2025





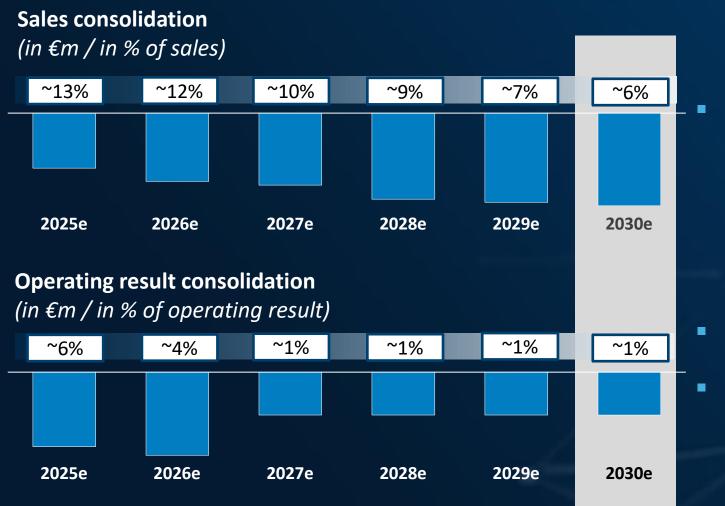


## Strong momentum across all key financial metrics





## **CLOSING GAPS Non-Divisional / Consolidation**



Higher share of cross-divisional projects

- IT transformation finalized by end of 2026
- Non-divisional R&D covered by incremental revenues



# **CLOSING** GAPS Financial housekeeping – PPA and minorities



#### **PPA**

- Based on our past acquisitions, PPA will decrease over time
- New acquisitions will lead to an increase, which we can give color on once the respective deal is closed

#### **Minorities**

- In the short term, we expect wholly owned subsidiaries to outperform joint ventures
- As our business with JV partners picks up, minorities will also increase over time



# **CLOSING** GAPS Capital allocation prioritizes growth

## Capex

Working Capital

M&A

**Dividend** 

**Buyback** 

- Adding more capacities to meet demand
- Investing > €8bn over the next five years (excl. capital contributions)
- Increasing inventories of critical raw materials to
- Advance procurement

resilience

ensure supply

- Continue on strong track record
- Ambition to add ~€1bn in sales p.a.
- Maintaining the payout ratio between 35-40% of net income before PPA
- 8.10€ p/s for FY24 and expected to rise further

Buybacks as last optionality

Growth

**Shareholder returns** 



### Investing today to build the Rheinmetall of tomorrow

Main drivers for growth capex drivers in the short-term:

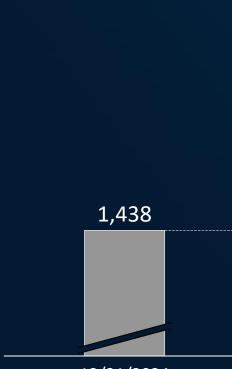
- Large scale vehicle programs with much higher degree of production automation
- Higher share of capex heavy chemical plants to expand the energetics capacity (e.g. Romania, Bulgaria)





### Operating working capital increases to support program ramp-ups

**Working Capital in €m** 



### **Customer**

Our customers generally support our growth with down payments

Aiming for ~20%

### Supplier

We support our suppliers in a liquidity preserving manner with prefinancing arrangements also being considered

### **Inventory**

Anticipating higher demand leading to increasing inventory, esp. for raw materials (e.g. cotton linters, armor steel, electronics etc.)

12/31/2024

2030e



### Active M&A is a key element of growth over the next years





### Mitigating risks through commodity and currency hedging

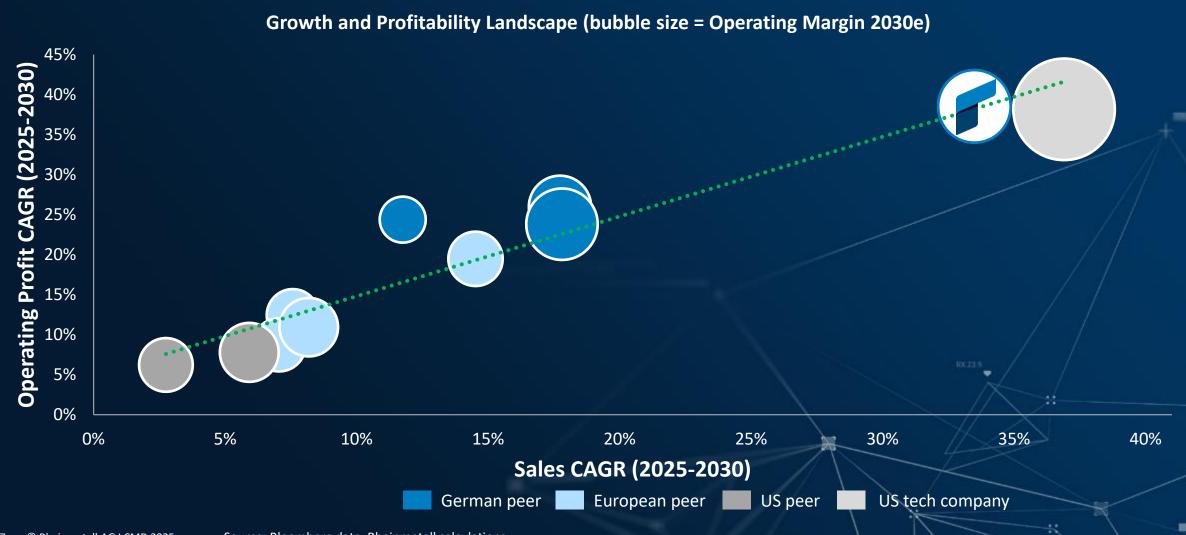


- Price escalation clauses
- Matching (purchase price = selling price)
- Financial hedging, if possible and instruments are available (LME & EEX)
- Hedging risk expected to decrease after
   Power Systems disposal

- Focus on transactional risk rather than translational
- FX forwards and swaps are the used instruments
- Currencies (volumes FY24):CHF (48%), GBP (12%), USD (9%), AUD (8%),ZAR (7%), Others (16%)

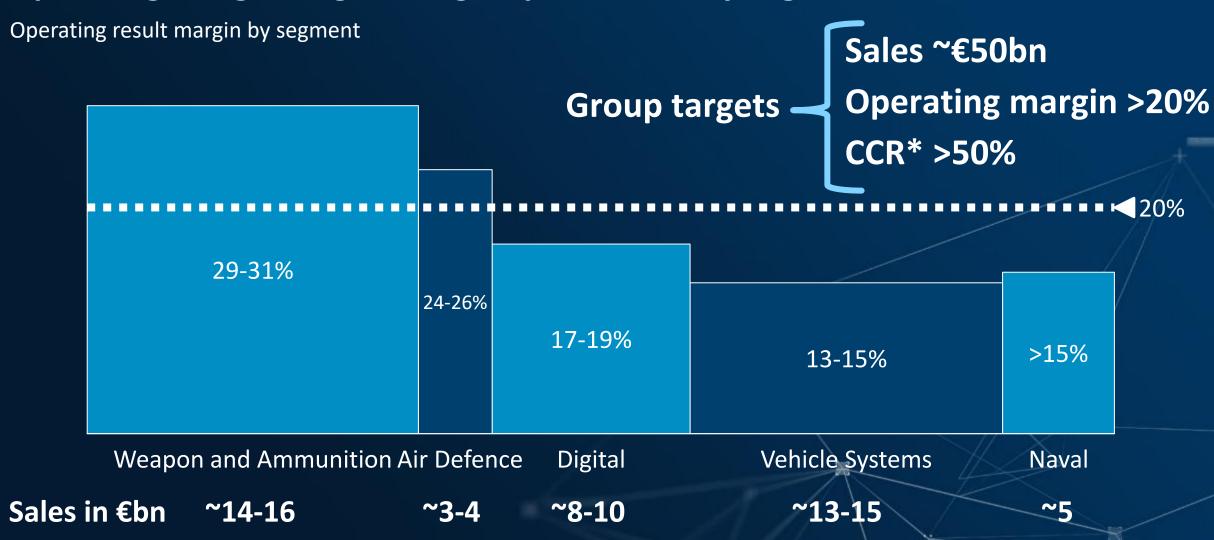


### We are a leading defence player across key performance metrics in this cycle





# Operating margin targets on group level and by segment





# **CLOSING** GAPS **Key messages**

- New mid-term targets confirm our commitment to long-term value creation
- Industry leading sales and profitability growth
- Strong balance sheet enables growth and leaves room for M&A



# OUTLOOK



### Rheinmetall embraces all domains

Traditional key player in LAND

Focused access to AIR

- Developing NVL to prime status in SEA
- Partnering with ICEYE to conquer SPACE







### NAVAL covers 100% of the surface vessels demand



2026 German order intake potential

€15-20bn

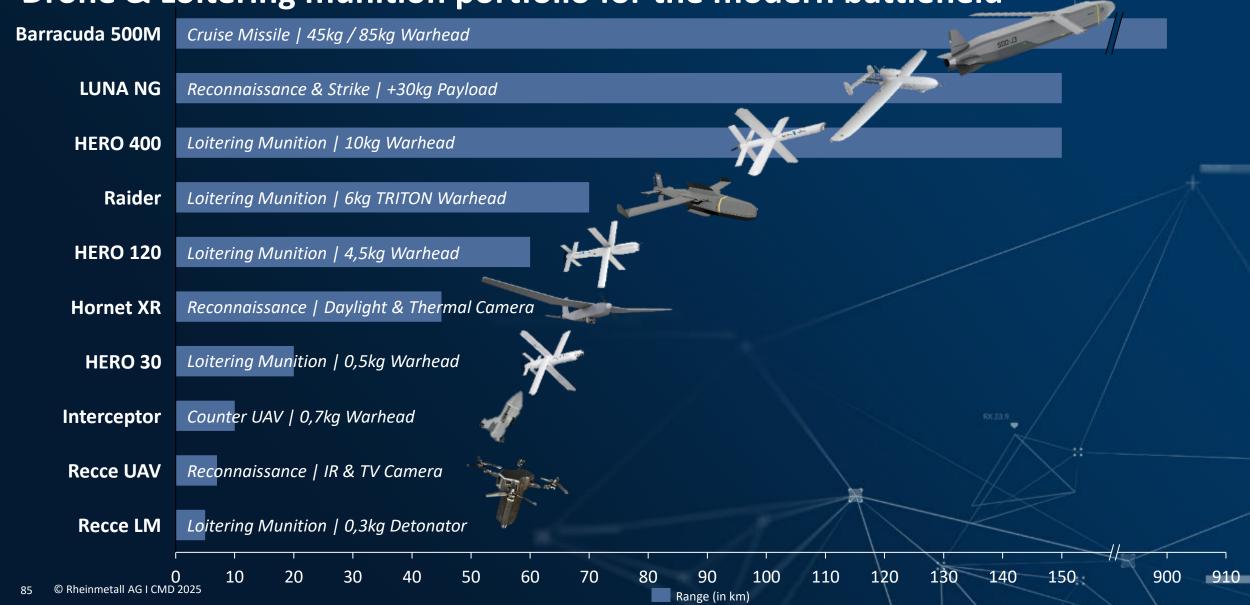
# RHEINMETALL

# Rheinmetall offers drones for every domain





Drone & Loitering munition portfolio for the modern battlefield





# Germany spends €35bn to create a resilient space structure until 2030\*

"We need ... resilient structures comprising satellites, ground stations, launch capabilities and services"\* @ BDI WELTRAUM KONGRESS

Communication

Intelligence, Surveillance and Reconnaissance

**Navigation** 

First contract expected in Q4 2025!

German Satellite production

Rheinmetall ICEYE Space Solutions GmbH



Satellite launch

Cooperation with Andøya



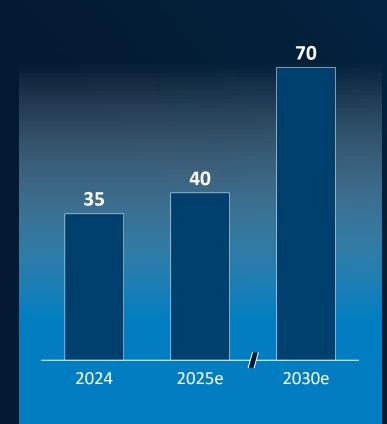
Rheinmetall ICEYE Space Solutions GmbH Data as a Service

Customer

### RHEINMETALL

## Fit for growth – the people challenge

in thousand FTE



- Soft labour market especially in comparable job profiles
- Rheinmetall recognised as "Global employer of choice"
- Applications expected to exceed 275,000 in 2025
- Extremely professional recruitment lowers time to fill rate to 71 days (German Ø 125 days)
- Comprehensive inhouse training facilities (e.g. 17 up-/re-skilling measures for 290 employees at transformed Berlin site)



### Risk is under control, execution clear focus

### Market

- NATO is lifting the core spending target to 3.5% by 2035
- Germany is starting to order now to achieve3.5% already in 2029

### **Execution**

- "Speed" building of Ammo and F-35 sites
- Transition from "manufacturing" to "mass-production"

### **Supply Chain**

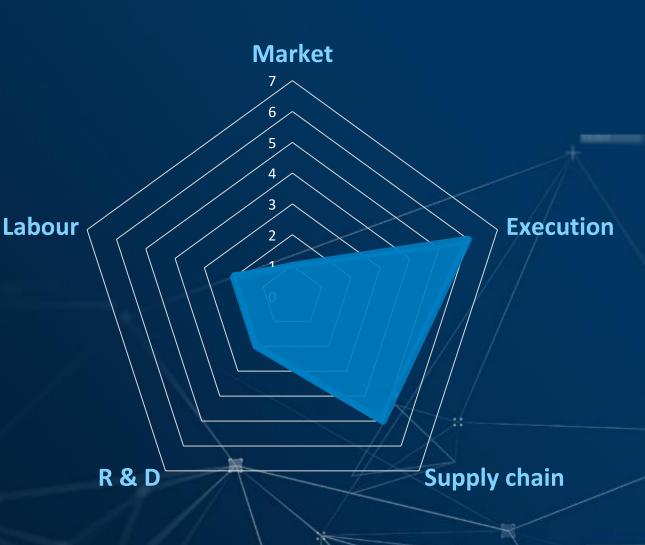
- Short term increase of safety stock to avoid bottlenecks
- Strategic alternatives for critical raw materials and supplier diversification

### R&D

"More of the same"

### Labour

- Transformation of civil workforce
- Defence has become an "attractive" workplace





# Order intake potentials Q4 2025 to Q2 2026 for major projects



<€2.5bn

€2.5-5bn

>€5bn

# **CLOSING** GAPS Key messages



- In pole position to participate in NATO growth
- High margin growth over the planning period
- Best-in-class capacity ramp-up
- Dynamic portfolio management to capture further growth areas
- Challenges well managed



# TAKING RESPONSIBILITY IN A CHANGING WORLD