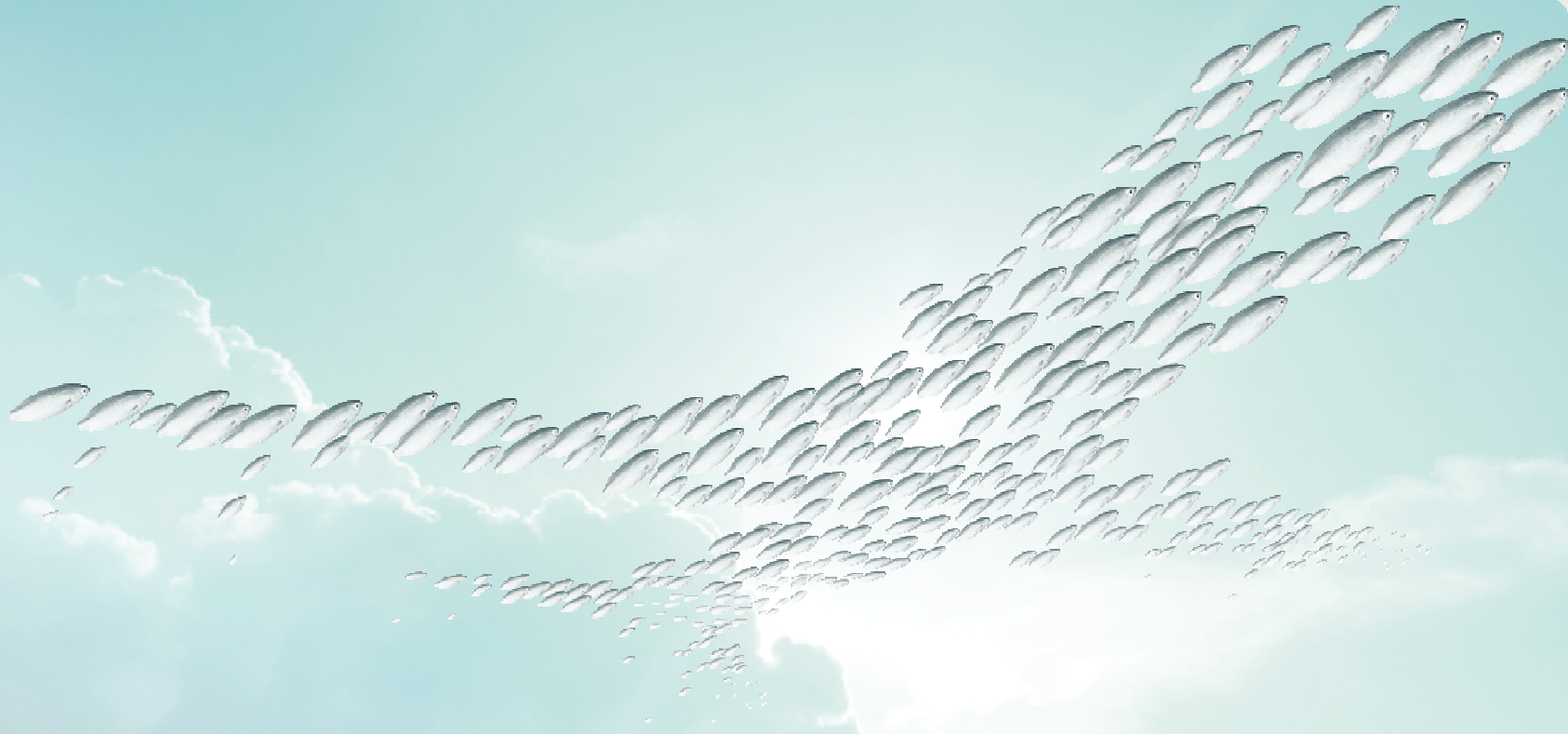


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# Extend Your Expectations

**INVESTOR PRESENTATION**

March 2017





- 1 FACC Company Overview
- 2 The Aerospace Market
- 3 Business Development & Strategy
- 4 Financials & Outlook

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# FACC AG – at a glance

**100%** focus on  
lightweight

**4** plants & **5** engineering  
centers in Austria & Abroad

**EUR 710** mill.  
of revenues

**Global** network

**TIER 1** partner to the  
leading aerospace OEM's

**3,400** employees  
worldwide



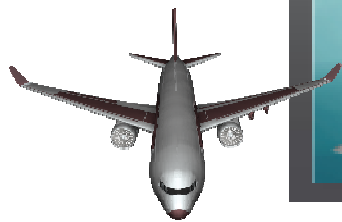
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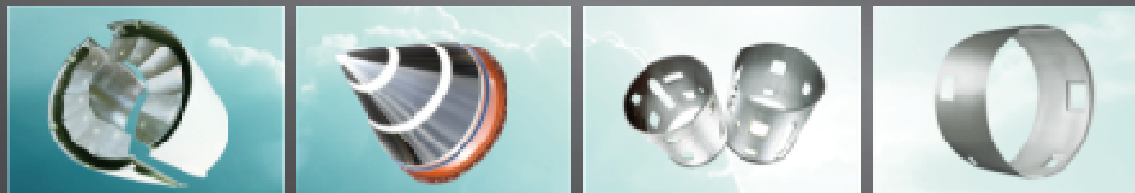
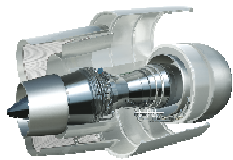


# FACC activities are focused...

...on a defined product portfolio from the product idea to customer tailored solutions



**AEROSTRUCTURES**



**ENGINES & NACELLES**



**INTERIORS**

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# Program portfolio (1)

.. we supply products for all modern aircraft models in a single source environment

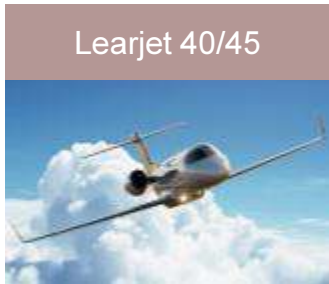
CIVIL AEROSPACE				
A320 Family	A330/A330neo	A350XWB	A380	Boeing 737
				
Boeing 747	Boeing 757	Boeing 767	Boeing 777	Boeing 787
				
CSeries	ERJ Family	E-Jet E2	SSJ100	
				

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# Program portfolio (2)

.. Interior-, Aerostructures- and Engine application for Business Jet's

## BUSINESS JETS & HELICOPTER



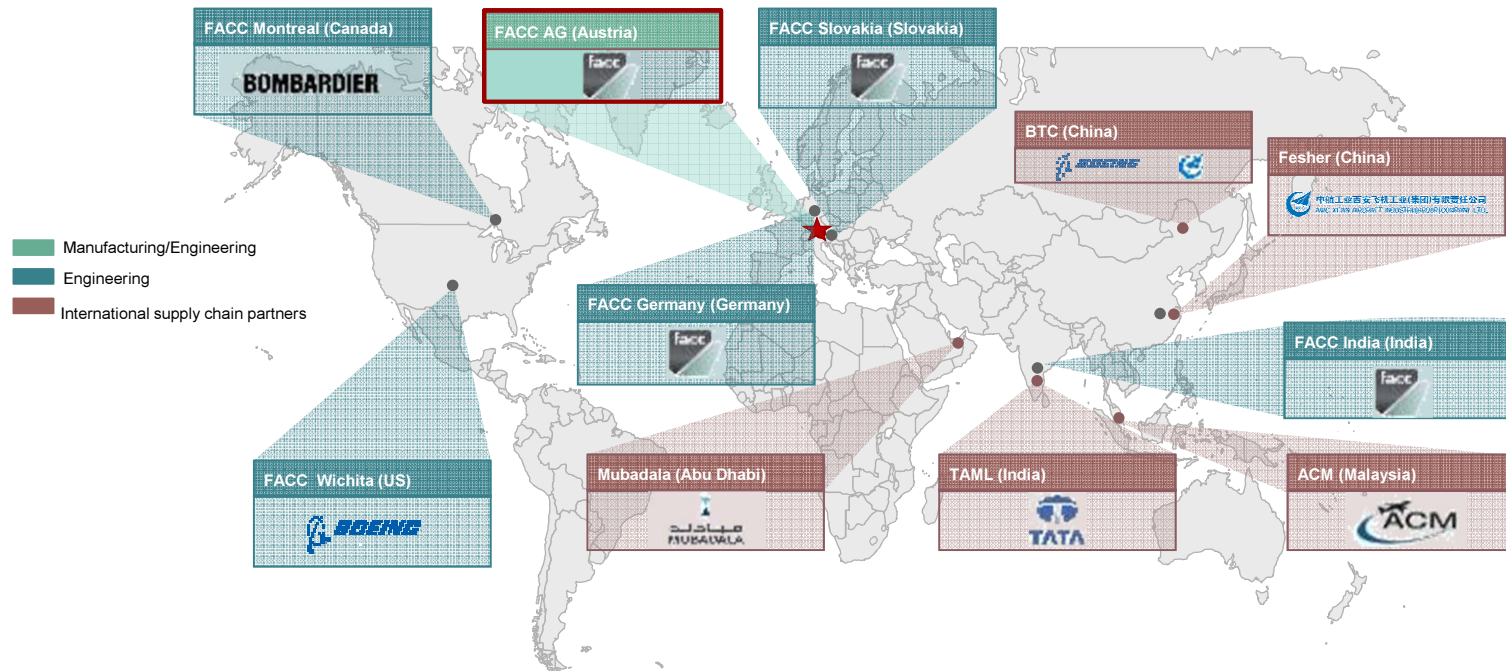


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# From Austria to the world

Global engineering and production footprint to meet customers' needs worldwide





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# The Aerospace Market – Overview

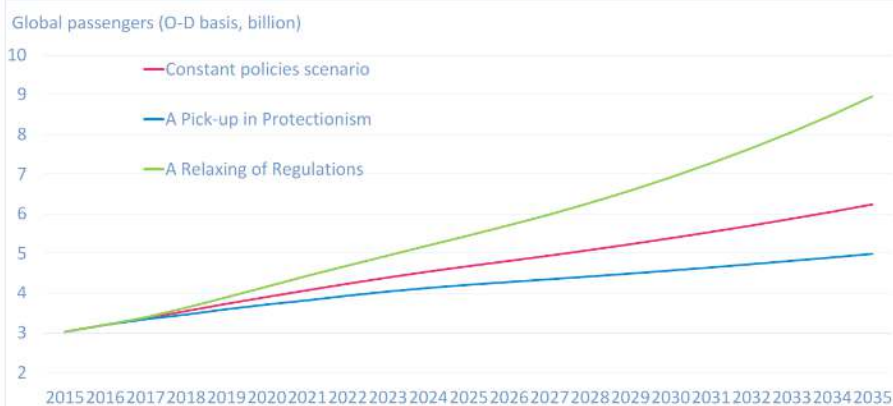


- Strong ramp up of the AIRBUS A350 program with a factor of 3,5
- Narrow Body Airplanes continue with ramp up's performing as scheduled
- 7-8 year firm order backlog at our customer and therefore at FACC
- Book to bill ratio around 1 for both AIRBUS and BOEING
- Business Jet order intake temporary below last years volume

# Forecast 2035 // Aerospace market

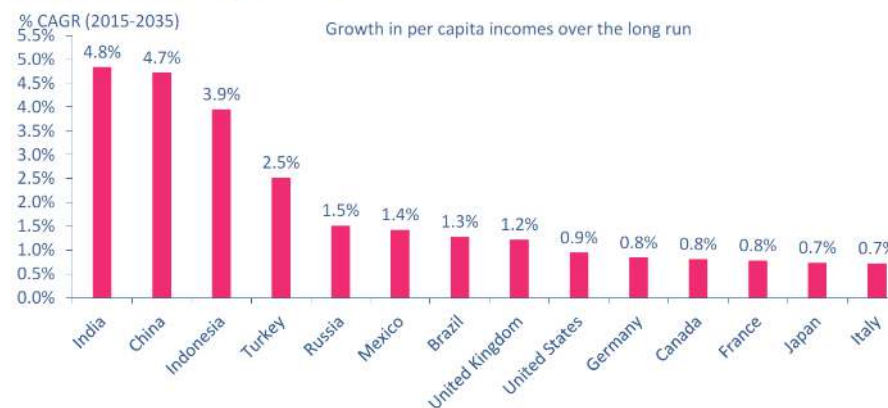
International Air Transport Association (IATA) – October 2016

## Air passenger markets expand substantially under most scenarios

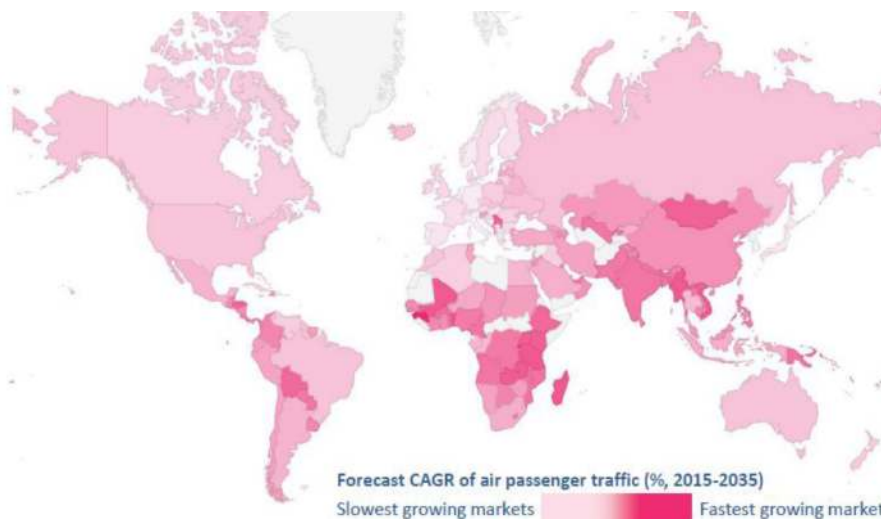


Source: IATA using data from TE/IATA Air Passenger Forecasts, October 2016

## Varying catch-up in living standards



Source: IATA using data from TE/IATA Air Passenger Forecasts, October 2016

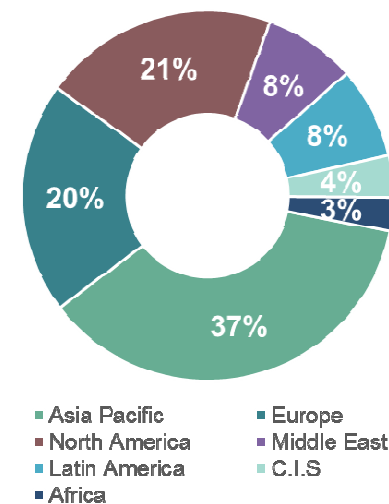
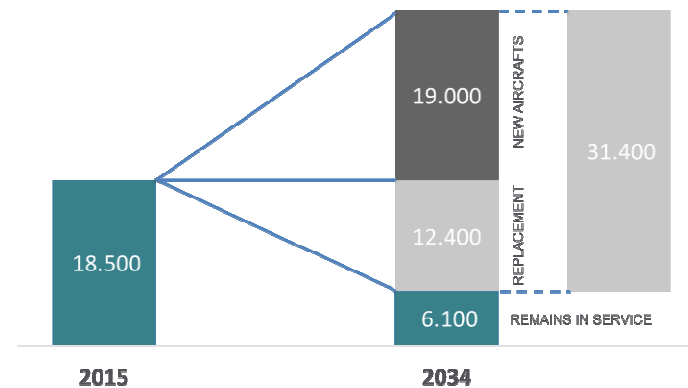


Source: <http://www.iata.org/whatwedo/Documents/economics/Presentations/WPS-BP-Dubai-Oct-2016.pdf>

# The Aerospace Market – Overview

.... FACC is well positioned in the market with its customer contracts but also with its main-shareholder AVIC

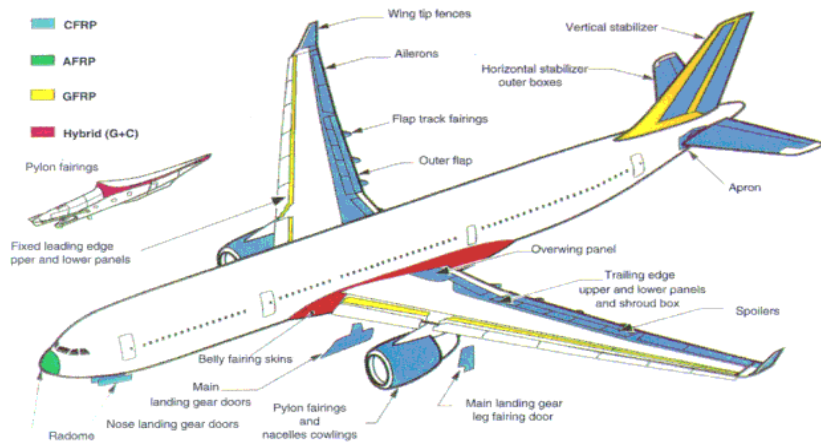
- > 5% YoY market growth confirmed
- FACC benefits from market growth - long term contracts with A350, A320 Neo, B787 are ramping up.
- Markets with most growing demand are part of our global network (India, Abu Dhabi, China)
- 400 new airports are under construction worldwide
- China by itself is setting up 98 new airports



# Lightweight Application Road Map

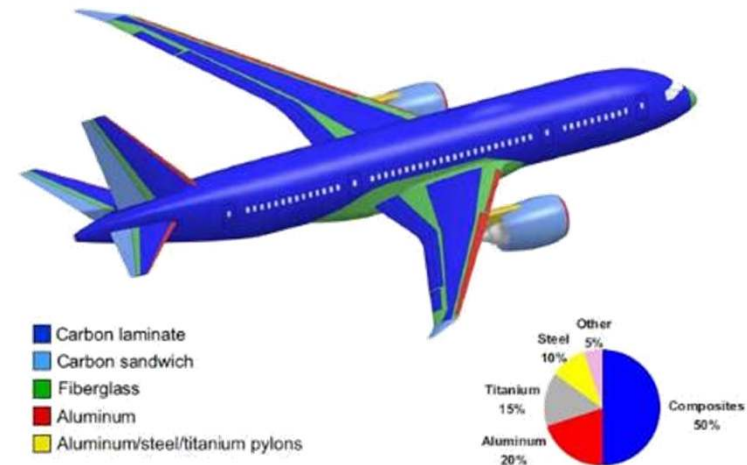
A swift change in composite application helps to improve aircraft efficiency. Composite demand is growing faster than passenger growth.

## Past



- Mainly Secondary Structure
- Fairings, Flight Control Surfaces & Interior
- Limited application on primary structure

## Today

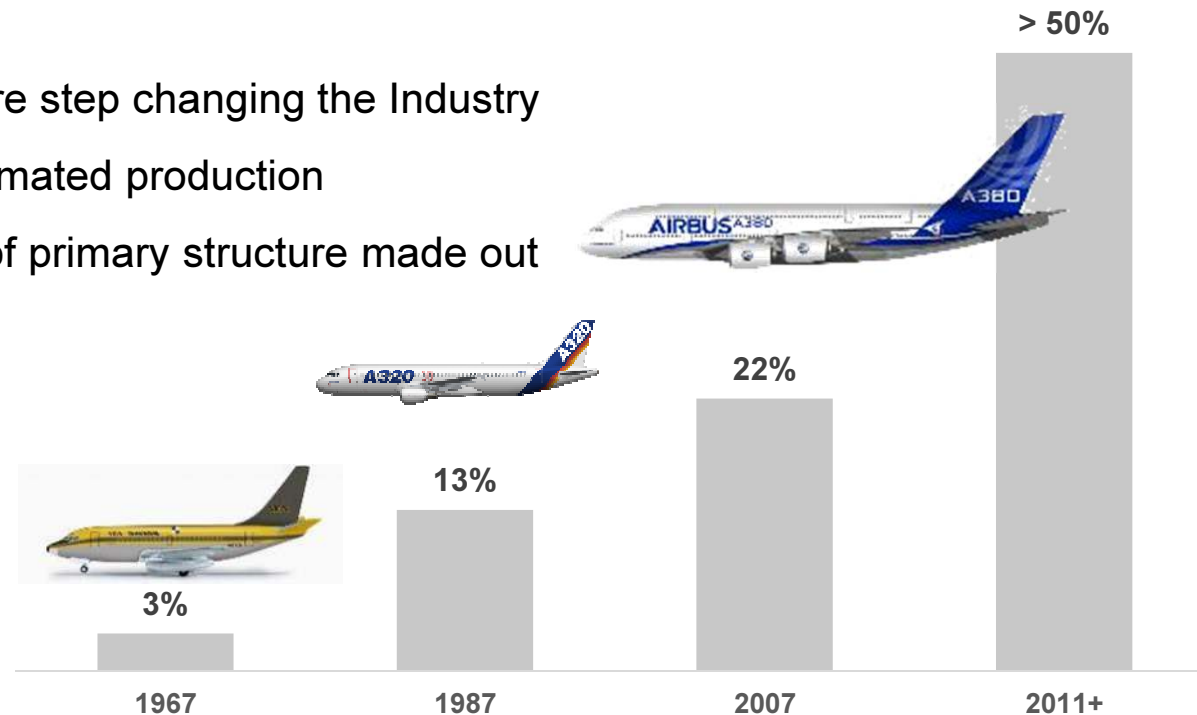


- Primary structures made of composite
- Technology step up mainly driven by automated composite production
- Material & Process not significantly changed

# Growing composite demand in airplanes

Changes in air travel and airline demands triggers development of more efficient products

- From a 3% composite content on a 1970's built B737's to more than 50% composite content on last technology airplanes like A350 or B787
- The A350 & B787 are step changing the Industry
- High degree of automated production
- Significant content of primary structure made out of composite

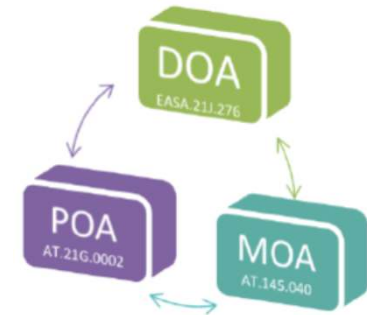


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# MRO business & design services

MRO activities to enhance our product & service portfolio

- Significant fleet growth until 2035
- Steadily increasing composite material share on new aircrafts requires different approach to aircraft maintenance and overhaul
- High demand on cost-efficient **repair designs**, **cabin upgrades**, **refurbishments** and **conversions** requested from Airlines
- FACC benefits from its original part manufacturing know how can offer faster turn around time with quality and performance.



## FACC CURRENT PROJECTS

- **jetBlue** A320 Cabin Retrofit for 110 Aircraft
-  **Lufthansa Technik** A330 Cabin Conversion & Winglet
- A320 Classic Cabin with Bigger Doors – 2.000 AC market
- Retrofit campaigns with OEMs and operators
- Test witnessing on various projects





# FACC Innovation with 240 Patents

... over 350 experienced Aerospace engineers work on innovation. 12 R&D engineers are assigned on next generation technology development.

- **Morphing Surfaces**

FACC drives the development of morphing structures technology, parts that are adopting to the mission profile.

- **I 4.0 / Thermography Inspection**

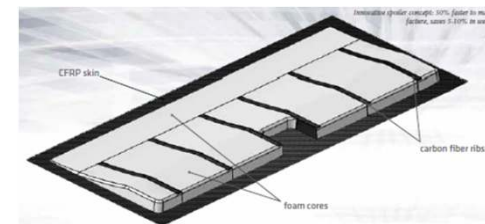
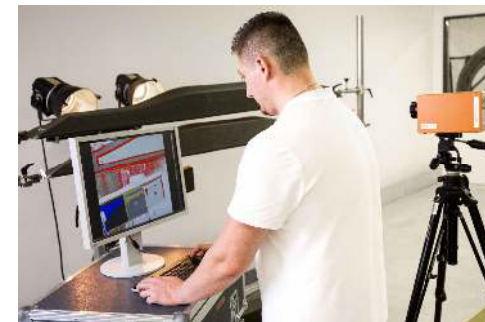
A revolutionary inspection system from FACC. FACC is the only Boeing qualified company “worldwide” for use of thermography in series production.

- **Next generation Composite Production**

With FACC’s patented membrane-assisted resin infusion (MARI) process, composites can be manufactured 50% faster. On top of that, it helps save 5-10% in weight.

- **Material & Process Engineering**

We are engaged with one OEM to develop composite material and process allowing the economical mass production (>100.000 p.a.) of composites parts. First application is used for a light weight aerospace seats.



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# FACC AG - Transforming the Company

- Automation ongoing
- Restructuring of material supply chains to reduce material cost
- Low cost country production
- Technology development for next generation aircraft
- Focus on cash management

Our clear goal:  
**TRUST,  
SUSTAINABILITY  
and STABILITY.**  
With passion.

# Current Situation and Solutions

FACC is well positioned to fulfill its stakeholder commitments for growth, profitability, financial strength and stability. We approach improvements in three phases.

## Phase ...



18 Month Short Term

## ...Leading to

- ✓ Stabilized Business
- ✓ Secure commitment to Stakeholders
- ✓ Stabilize performance & EBIT
- ✓ Positive Cash Flow
- ✓ Shareholder value commitment



3 Year Mid Term

- ✓ Commitment to execute Vision 2020
- ✓ EUR 1 Billion Sales
- ✓ Profitable & step change in EBIT
- ✓ Extend global footprint



2020+ Long Term

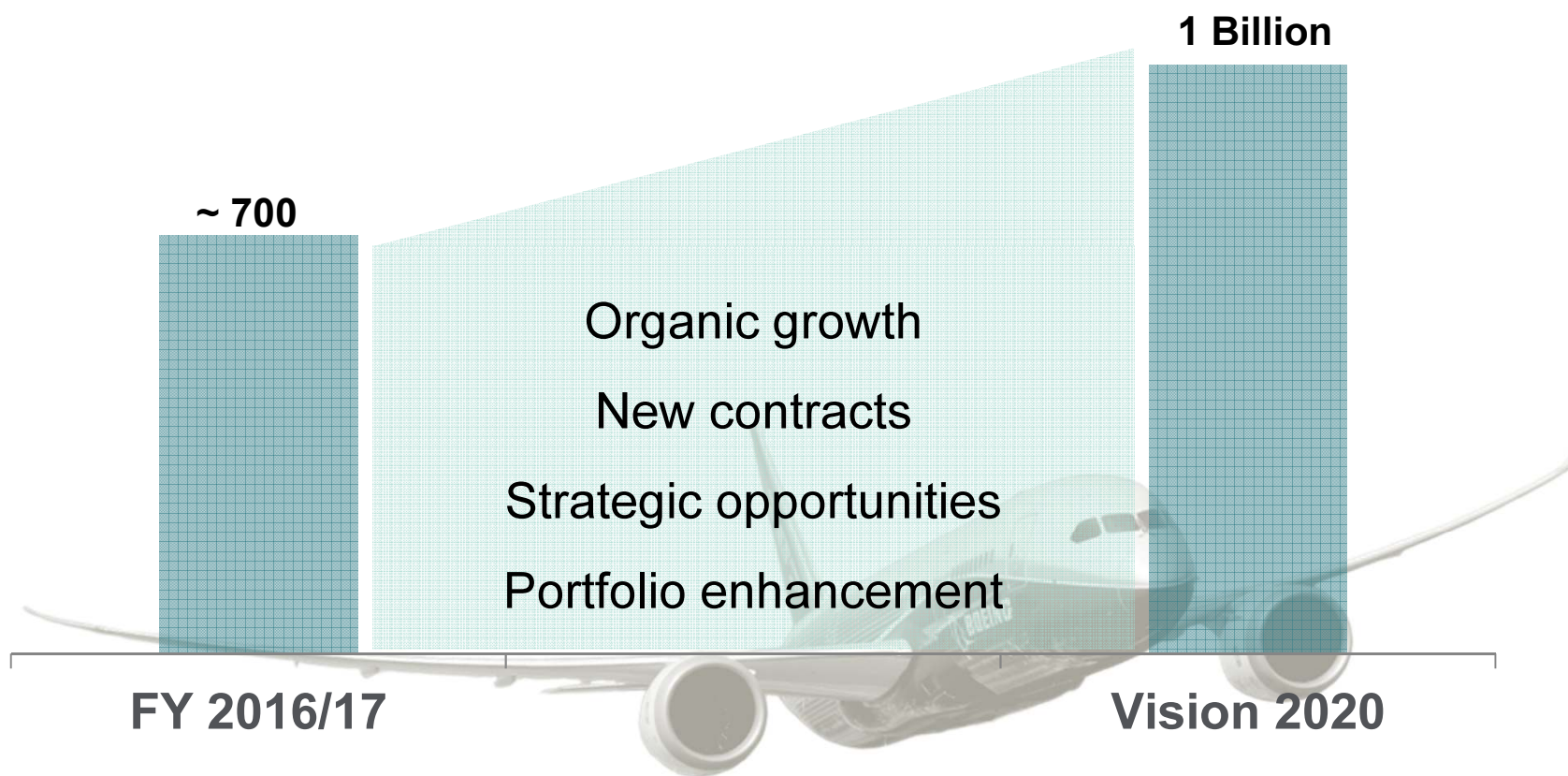
- ✓ Develop company above 1 Billion
- ✓ Enhance position as Tier 1 Partner
- ✓ Global acting technology leader



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# Strategy Update – Vision 2020

FACC can grow its business in the next three years from programs under contracts. Fulfilling 2020 Target (EUR 1 Billion) is possible.



# Deliveries, Milestones & Order Book

- Ramp up of new programs as planned
- Program development milestones executed as planned
  - AIRBUS A350-1000 deliveries
  - AIRBUS A330neo deliveries
  - Embraer E2 first part qualification
  - COMAC C919 certification milestones
- 500th shipsets of BOEING B787 product delivered to customers
- Order book 2016/17 shows EUR 700 mill. revenue
- Innovation and technology milestones





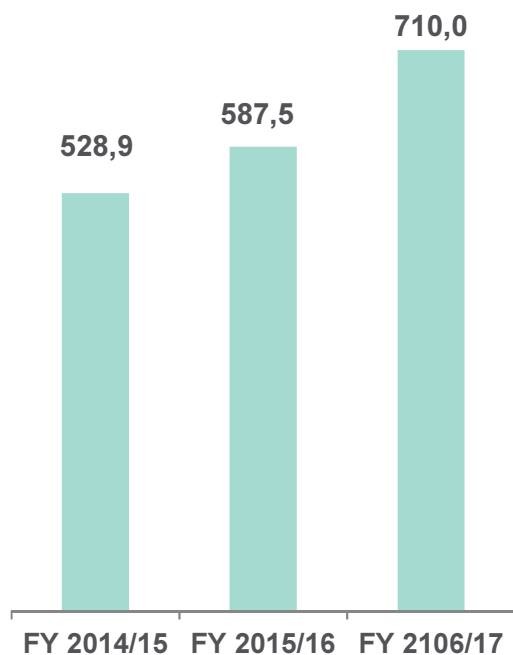
- 1 FACC Company Overview
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# Preliminary results 2016/17

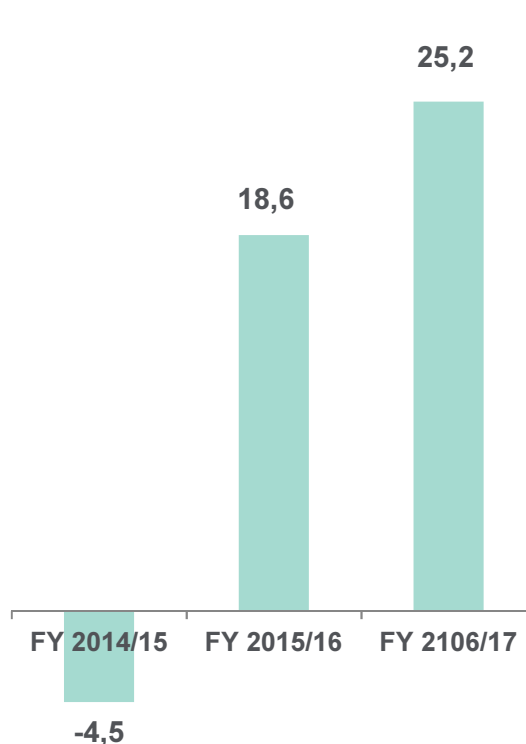
Continuous growth and earnings improvement

## SALES

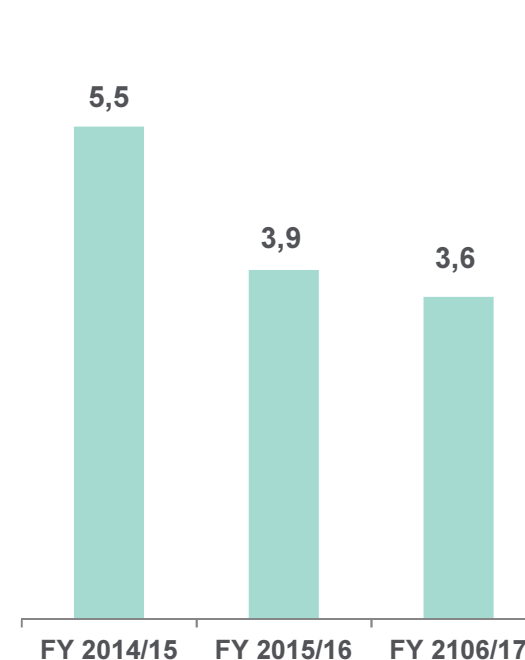
EUR mill.



## EBIT <sup>1)</sup>



## NET DEBT/EBITDA <sup>1)</sup>



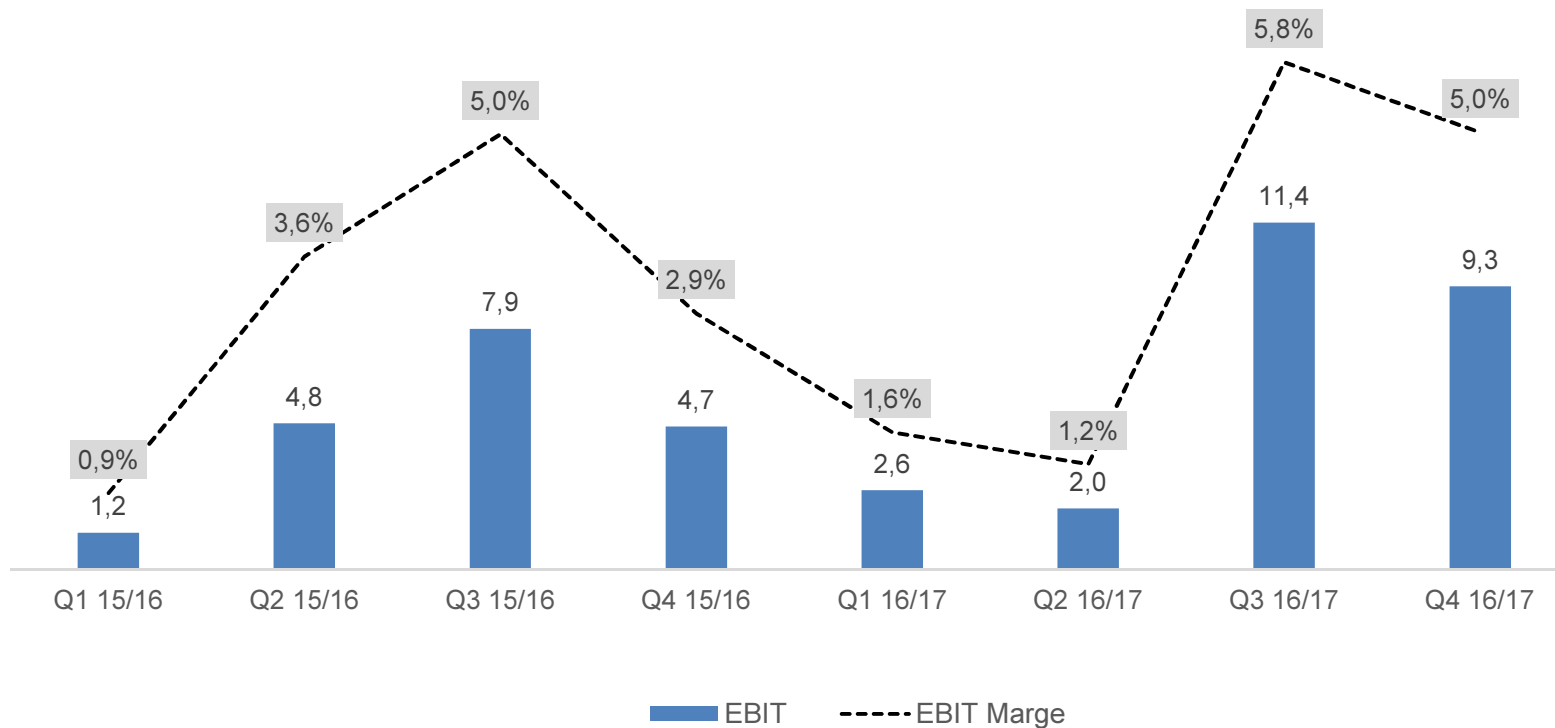
<sup>1)</sup> EBIT and EBITDA for the business year 2015/16 are excluding on off costs in connection with the FAKE PRESIDENT INCIDENT of EUR 41,9 mill.

# Preliminary results 2016/17

Continuous growth and earnings improvement

## Quarterly earnings development 2015/16 – 2016/17

EUR mill.



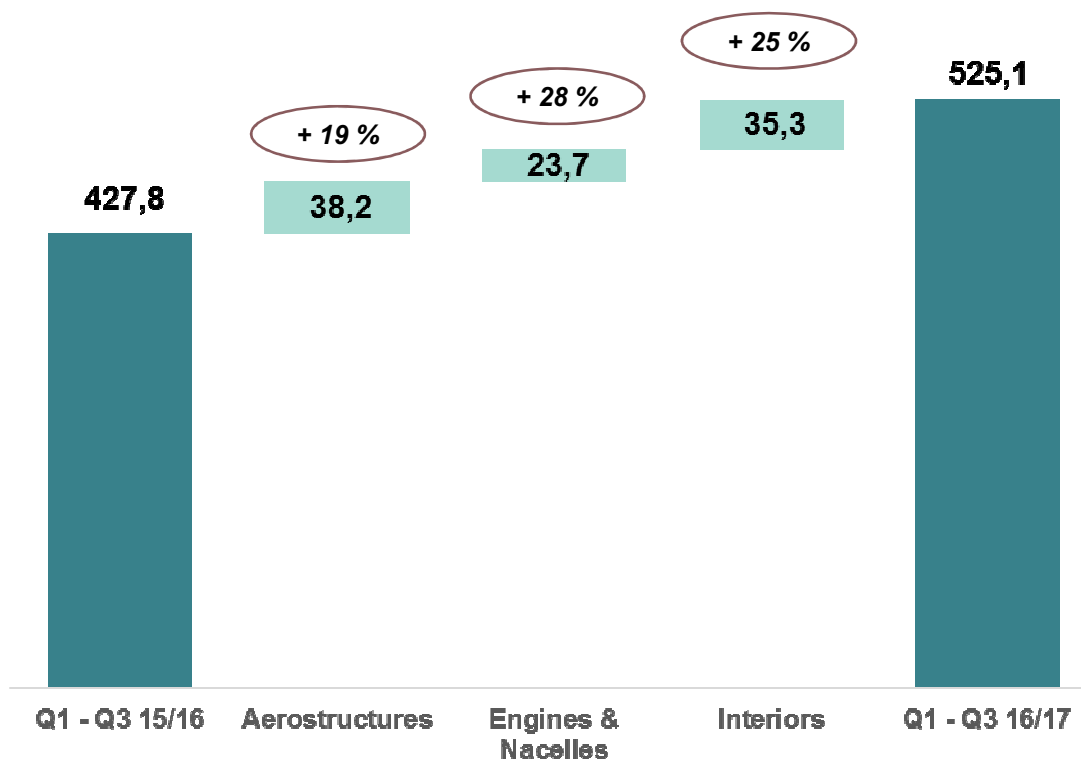
# DEVELOPMENT OF FACC AG

## March – November 2016/17



# Revenues by segment

New projects are gaining further ground – Overall growth of 22.7%



## HIGHLIGHTS

- Overall increase in production revenues of 94,68 mill. EUR or 24.5 %
- Engineering revenues (NRC) improved by 2.6 mill. EUR to 44.7 mill EUR
- Growth from new programs
  - A350 XWB
  - A321 rates
  - C-Series

# Income statement

EUR mill.	2013/14	2014/15	2015/16	Q1 - Q3 2015/16	Q1 - Q3 2016/17
<b>Revenue</b>	<b>547.4</b>	<b>528.9</b>	<b>587.5</b>	<b>427.8</b>	<b>525.1</b>
Changes in inventories	-8.2	2.8	4.4	10.5	14.1
Own work capitalised	9.8	18.8	18.9	14.6	7.6
Cost of materials	-308.0	-330.2	-373.9	-274.9	-336.5
Staff costs	-142.6	-162.3	-158.5	-118.2	-131.7
Other income/expenses	-37.5	-39.2	-75.8	-27.1	-39.8
Depreciation	-18.0	-23.3	-25.9	-18.7	-22.7
<b>EBIT</b>	<b>41.9</b>	<b>-4.5</b>	<b>-23.4</b> <sup>1)</sup>	<b>14.0</b>	<b>16.0</b>
<b>EBIT margin (in %)</b>	<b>7.7</b>	<b>-</b>	<b>-</b>	<b>3.3</b>	<b>3.1</b>
Financial result	-5.4	-10.0	-12.1	-5.6	-3.9
<b>EBT</b>	<b>36.5</b>	<b>-14.6</b>	<b>-30.3</b>	<b>8.5</b>	<b>12.1</b>
Taxes	-7.6	5.0	8.4	-1.0	-2.5
<b>Periodic result</b>	<b>28.9</b>	<b>-9.6</b>	<b>-21,9</b>	<b>7.5</b>	<b>9.6</b>

1) EBIT for the FY 2015/16 includes on off expenses in regard of the „FAKE PRESIDENT INCIDENT“ in the amount of EUR 41.9 mill.



# Segment Report

## Revenue and EBIT by business segment

EUR mill.	Q3 2015/16	Q3 2016/17	Change	Q1-Q3 2015/16	Q1-Q3 2016/17	Change
<b>Revenue</b>	157.7	<b>195.3</b>	24%	427.8	<b>525.1</b>	23%
Aerostructures	72.6	<b>93.8</b>	29%	202.1	<b>240.4</b>	19%
Engines & Nacelles	28.8	<b>38.3</b>	33%	83.3	<b>107.0</b>	28%
Interiors	56.3	<b>63.1</b>	12%	142.4	<b>177.7</b>	25%
<b>EBIT</b>	7.9	<b>11.4</b>	44%	14.0	<b>16.0</b>	15%
Aerostructures	10.7	<b>16.2</b>	51%	25.7	<b>30.3</b>	18%
Engines & Nacelles	- 0.7	<b>- 1.7</b>		- 5.6	<b>- 5.4</b>	
Interiors	- 2.1	<b>- 3.1</b>		- 6.2	<b>- 9.0</b>	

# Balance Sheet

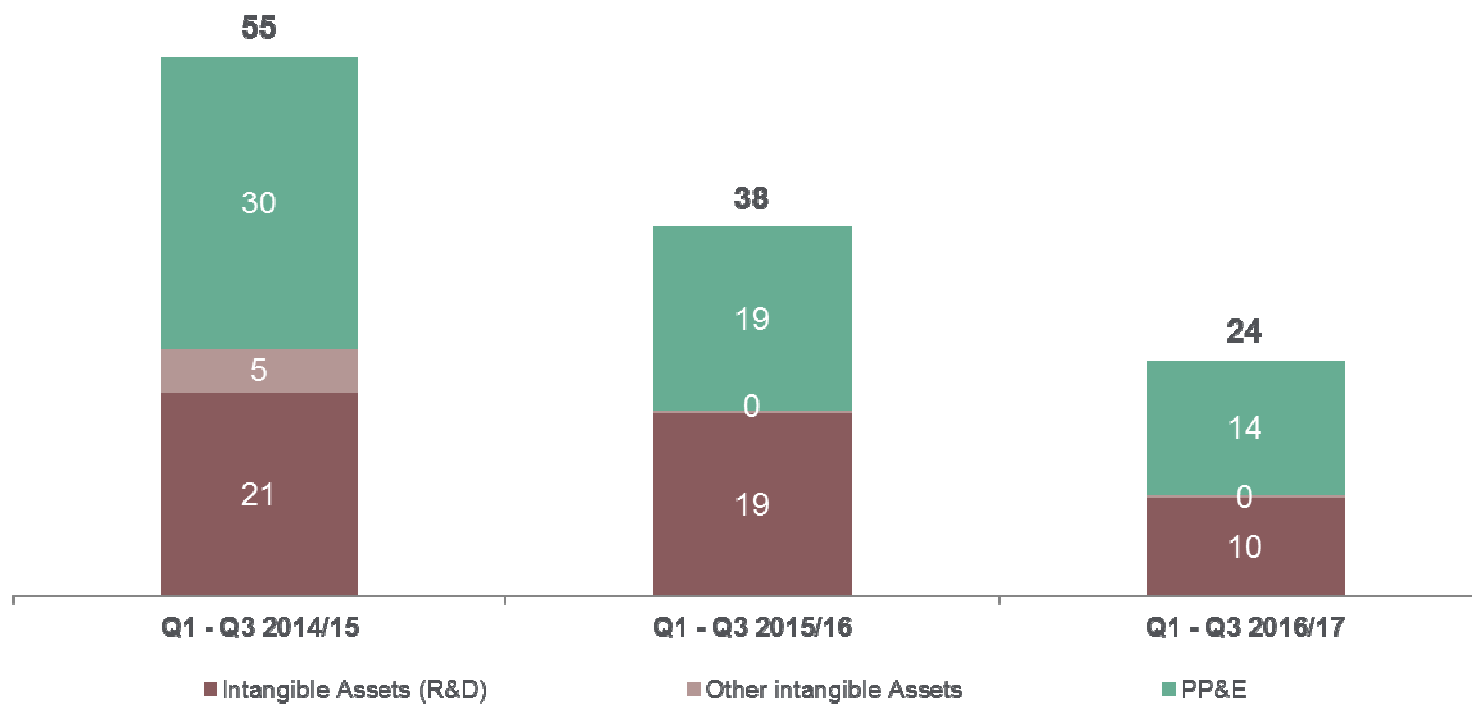
EUR mill.		Feb. 28, 2014	Feb. 28, 2015	Feb 29, 2016	Nov. 30, 2016
ASSETS	Non-current assets	274.6	335.0	365.7	365.1
	Current assets	294.7	383.3	333.5	370.6
	<b>Total assets</b>	<b>569.3</b>	<b>718.3</b>	<b>699.2</b>	<b>735.7</b>
EQUITY & LIABILITIES	Equity (incl. non-controlling interest)	224.8	314.9	304.4	314.5
	Non-current liabilities	238.4	192.5	229.6	206.8
	Current liabilities	106.1	210.9	165.2	214.4
	<b>Total equity and liabilities</b>	<b>569.3</b>	<b>718.3</b>	<b>699.2</b>	<b>735.7</b>
Ratios	<b>Net debt (in EUR mill.)</b>	<b>150,7</b>	<b>102,6</b>	<b>171.9</b>	<b>240.7</b>
	<b>Equity ratio (in %)</b>	<b>39.5</b>	<b>43.8</b>	<b>43.8</b>	<b>43.5</b>



# Capital expenditures

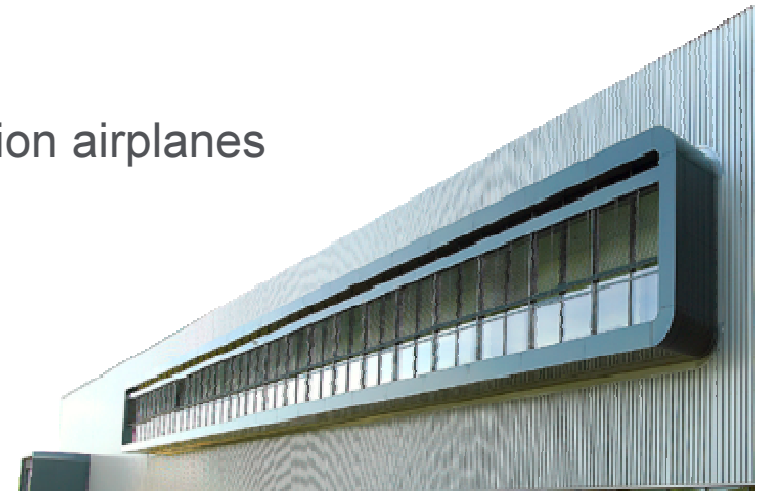
Consequent control of investments however in line with the progress of the business growth

EUR mill.



# Executive Summary

- Air traffic will double in size up to 2034 and require 32,000 new airplanes
- FACC is well positioned in the Aerospace market
  - Producing for all major OEM platforms
  - New product portfolio with up to 20 years contract terms
  - Global network established and footprint in growing regions
- 150 million EUR organic growth lined up based on today's market forecast
  - A350 production output increasing
  - B787 demand increasing in steps between 20% and 40%
  - Narrow Body production output (A320 & B737) increases by 50%
  - Production ramp for C-Series ongoing
- Technology Innovation lined up for next generation airplanes
- Execution of performance measures ongoing



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# IR-Information



## Share Information

<b>ISIN</b>	<b>AT00000FACC2</b>
<b>Official Market</b>	Vienna Stock Exchange / prime-market
<b>Ticker Symbol</b>	FACC
<b>Reuters</b>	FACC.VI
<b>Bloomberg</b>	FACC AV
<b>Shares Outstanding</b>	45,790,000
<b>Market Capitalisation</b>	~ 270 EUR mill.

## IR Contact

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Director Investor Relations

Phone: +43/59/616-2819

Mobile: +43/664/80119 2819

e-mail: [m.taverne@facc.com](mailto:m.taverne@facc.com)

## Shareholder Structure

- FACC International
- Free Float

