

A large, dark, curved horizon of a planet or moon against a black background. A bright sun is rising or setting behind the horizon, creating a lens flare effect with several rays of light extending outwards.

INVESTOR PRESENTATION

01-2019//FACC GROUP

FACC

A partner of the global aerospace industry



PILOT: “We find and offer the best solution”

PASSION: “We are driven by passion”

PARTNERSHIP: “We are a reliable partner”

- > FACC, an Austrian company with global engineering and manufacturing networks, is a partner of choice in the aircraft supply industry.
- > We develop `turn-key` solutions for our customers by demonstrating innovation leadership combined with the highest quality and efficiency, and are considered reliable partners of our stakeholders.“

HIGHLIGHTS - CONTINUOUS POSITIVE

A partner of the global aerospace industry

REVENUES

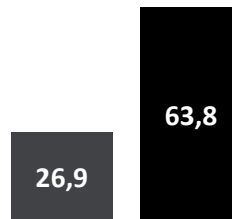
in EUR mill.



■ 16/17 ■ 17/18

EARNINGS

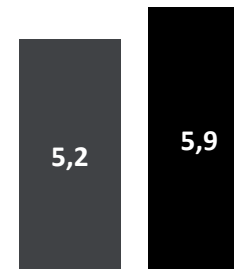
in EUR mill.



■ 16/17 ■ 17/18

ORDER BACKLOG

in USD bn



■ 16/17 ■ 17/18

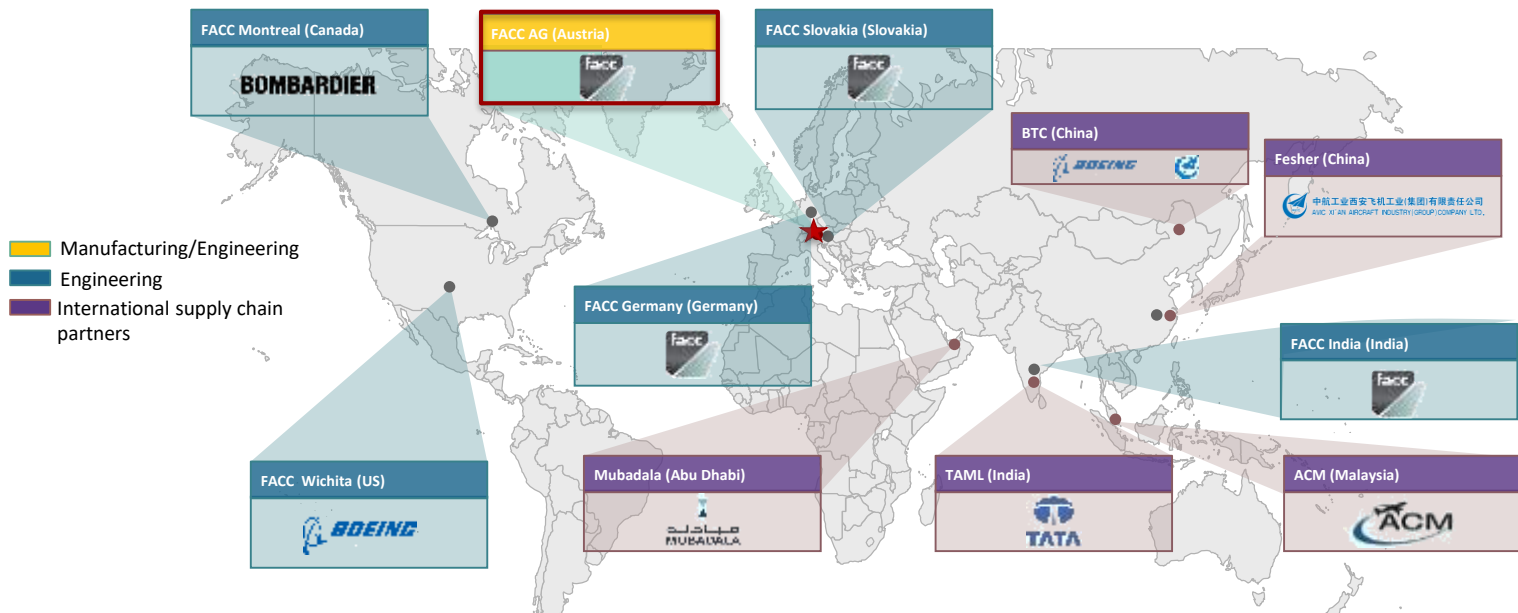


THREE DIVISIONS FOCUSED ON A DEFINED PRODUCT PORTFOLIO

Listed Peers

<p>AEROSTRUCTURES</p>		<p>56%</p>	<p> </p>
<p>INTERIORS</p>		<p>26%</p>	<p> </p>
<p>ENGINES & NACELLES</p>		<p>18%</p>	<p> </p>

GLOBAL FOOTPRINT TO MEET CUSTOMER DEMANDS



FACC STRATEGY „VISION 2020“

Growth through innovation and global networks

- > Sustainable and profitable growth in order to increase the company size to **EUR 1 billion** by the 2020/21 fiscal year
- > Consistent processing of the order backlog with **continuously increasing efficiency**
- > **Strategic Tier 1 partner** of the aerospace industry by investing in technology, innovation and production expertise and the highest quality standards
- > **Expansion** of the present global FACC network
- > Continuation of the balanced **customer and platform strategy**



FACC PROGRAM PORTFOLIO

... we supply products for all modern aircraft models

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	

FACC PROGRAM PORTFOLIO

... we supply products for all modern aircraft models

BUSINESS JETS & HELICOPTER

Challenger 350



Learjet 40/45



Global 5000



Global 7000/8000



Legacy 450/500



Lineage 1000E



Phenom 100/300



Gulfstream G350/
450/550/650



Cessna Citation



Cessna Mustang



Falcon 900



Falcon 2000



Falcon 7X



Hawker 800

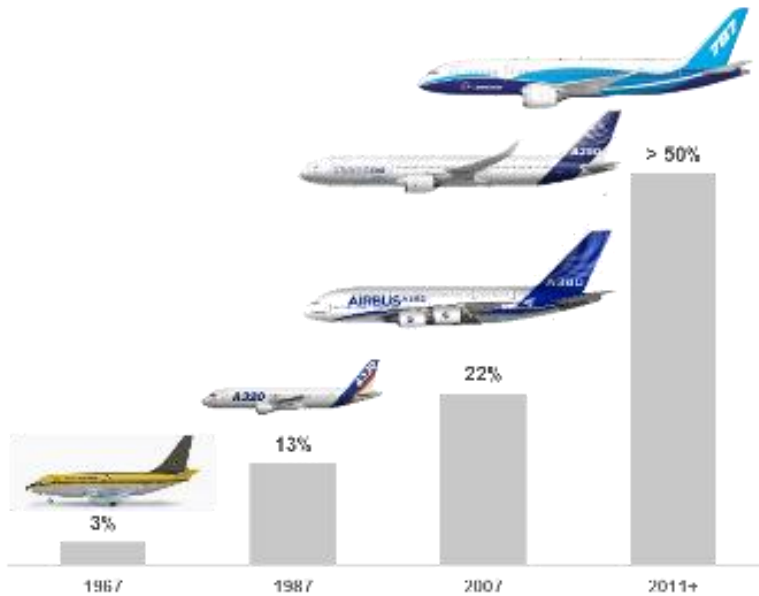


EC135/EC145



EFFICIENCY THROUGH LIGHTWEIGHT

Increasing share of composite applications



- > Lightweight components increase the efficiency of modern aircraft
- > Composite components account for around 50% of the total weight of modern aircraft
- > The aircraft are 25 % more efficient, emit 60% less noise and are easier to service

Today: Existing technologies allow 10-12 aircraft to be built per month.



Future: Composite applications in narrow-body aircraft (A320 or B737) have to be repeated 60 times a month. New technologies are necessary in order to equip the next generation of these aircraft with a high percentage of composite components from the year 2025.

CONSTANTLY GROWING ORDER BACKLOG

- > FACC benefits from an increasing demand for more efficient aircraft.
- > Since January 2017 FACC Group increased its order backlog from new customer contracts by more than EUR 1bn.



- > FACC is the single source partner for the new **Airbus A320 „Airspace – Cabine“ and Entrance Area**
- > Contract volume – EUR 700 - 750 mill.



- > FACC is a strategic partner of **Bombardier** and is the single source supplier of wing-to-body fairings. The new **C Series** regional aircraft will feature lightweight components produced by FACC
- > Contract volume – EUR 100 mill.

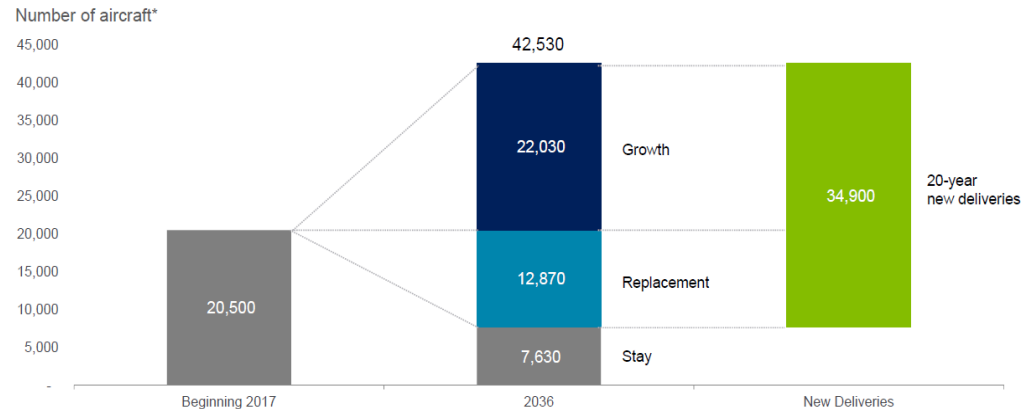


- > **Rolls-Royce extends the partnership** with FACC to a new engine platform. The contract underlines the strong long lasting partnership between both companies.
- > Contract volume – EUR 35 mill.

OVERVIEW OF THE AEROSPACE MARKET

Economic environment of the sector

- > **OEM's confirmed long-term outlook**
- > Until 2036
 - Annual growth of revenue passenger kilometer (RPK) at 5%
 - Demand for more than 41,000 aircraft (new and replacements)
- > Growth markets for the aerospace industry remain **China & India** – strong FACC footprint already established

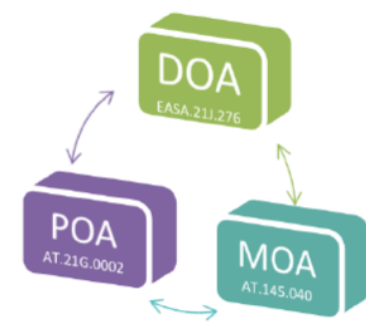
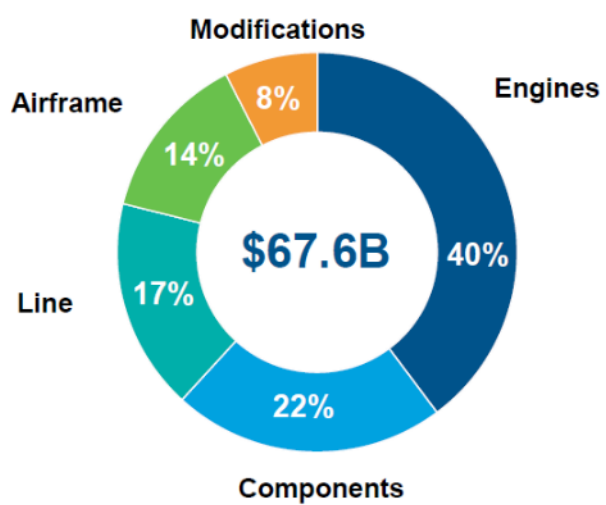


AFTERMARKET SERVICES

A market with significant growth potential

- > Increasing demand for composite repairs and replacement
- > Airlines as new customers for FACC
- > Network and footprint extended to service customers
- > Austrian and Lufthansa as first customers announced
- > Significant mid-term growth expectations

BY MRO SEGMENT



INVESTMENTS

FACC is prepared to fullfill future customer demands

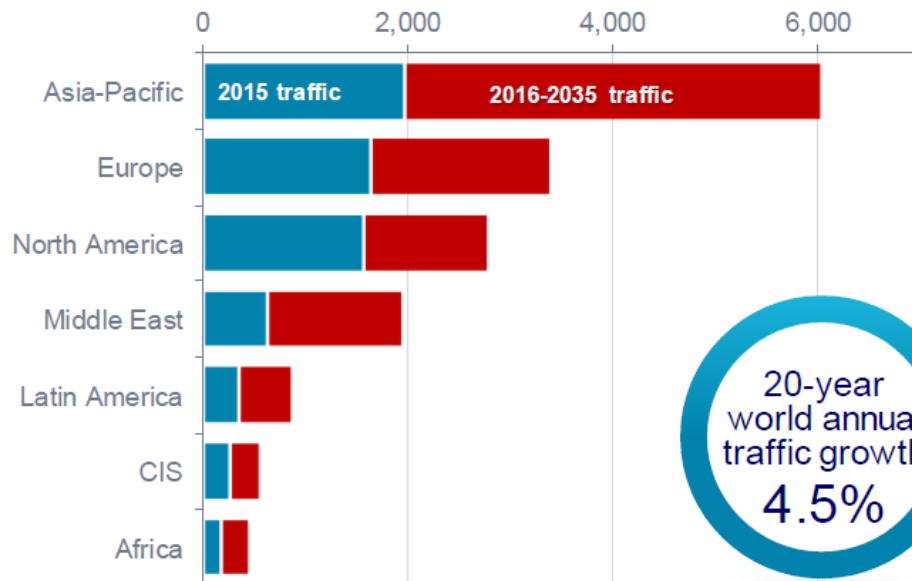
- > Investments in automation, capacity and logistics
- > I4.0 and automated processes as key elements of FACC's investment plan
- > Customers demand for higher automation and rate increases
- > Investment led to significant increase in capacity at the Engines/Nacelles and Cabin Interior segment



GROWTH MARKET ASIA

Changes in travel volume according to region

RPK traffic by airline domicile (billions)



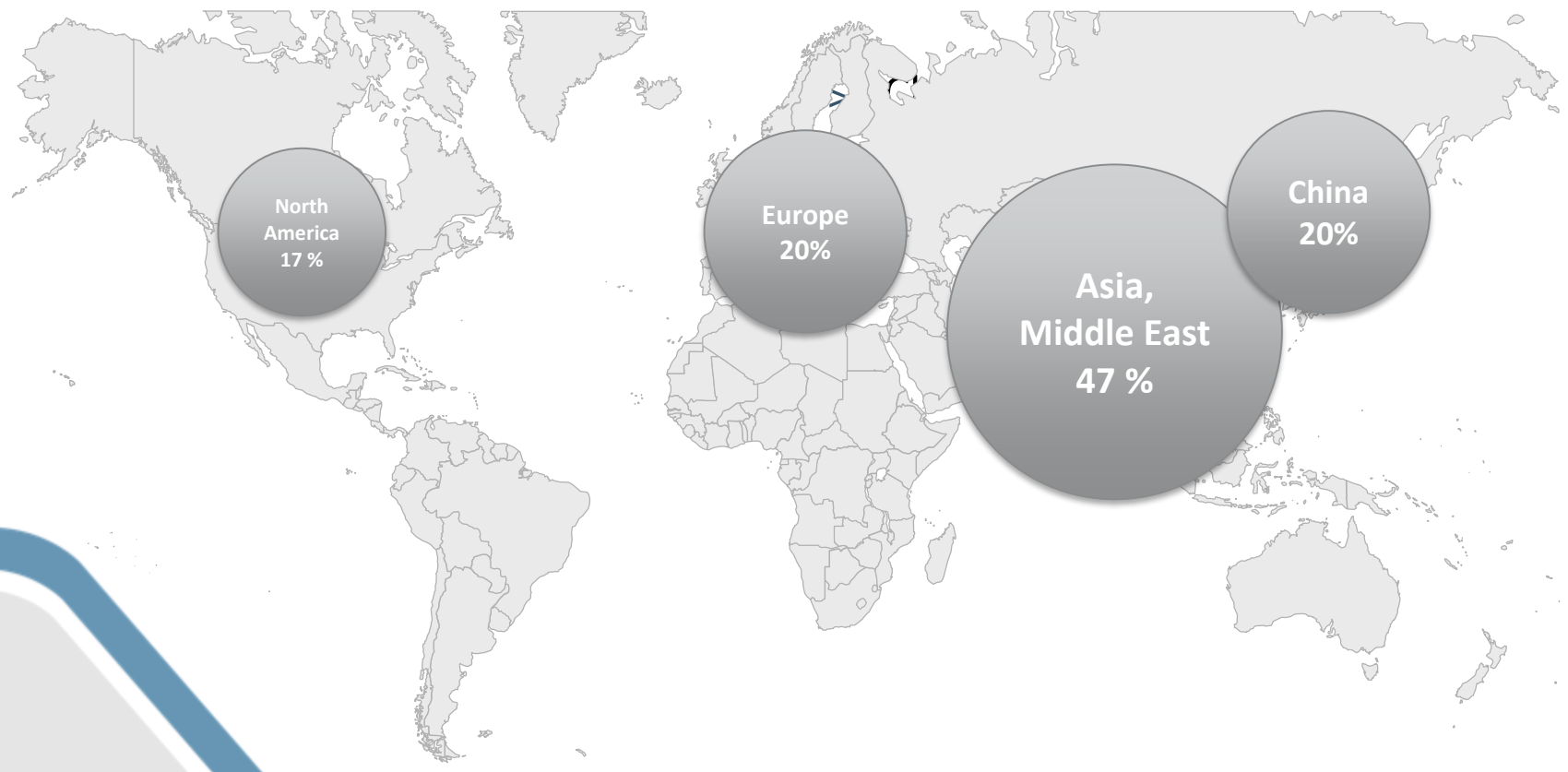
20-year world annual traffic growth
4.5%

% of 2015 world RPK	20-year growth	% of 2035 world RPK
30%	5.7%	36%
25%	3.7%	22%
24%	2.9%	19%
9%	5.7%	11%
5%	4.8%	5%
4%	4.1%	4%
3%	4.8%	3%

Source: Airbus GMF2016

FUTURE GROWTH MARKETS

China requires 20% of all new aircraft



AEROSPACE MARKET HIGHLIGHTS

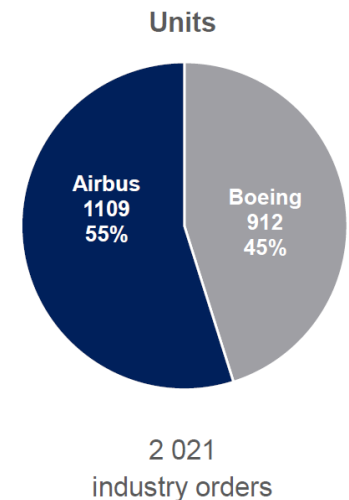
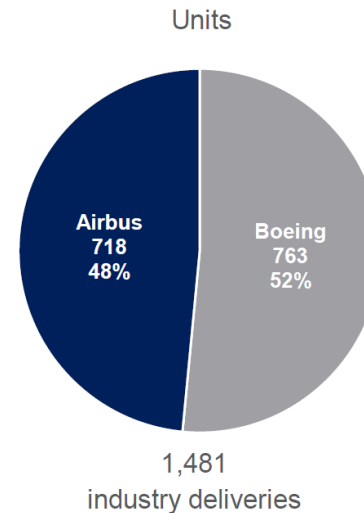
Long term growth in Aerospace reconfirmed, but still very dynamic environment in front of industry

- > 305 Aircraft deliveries in Q1/2018 = Same as Q1/2017
- > 300 Net Sales booked in Q1/2018
 - +34% YoY increase
 - Boeing dominance with 85% share
- > Engine Issues (PW and Trent) impacting both, Airbus and Boeing
- > Trump administration remains and question mark

AEROSPACE MARKET IN 2017 - REVIEW

Ramp up of key-projected continues

- 2017 was another positive year
 - 1.481 Aircraft deliveries
 - 2.012 Aircraft net orders
 - 1,36 Book to Bill increases backlog
- Ramp up of key-projected continues
- Major program milestones achieved
 - A330neo First Flights
 - A350-1000 First Flight
 - B737 MAX TC and start of EIS
 - EMB 190 E2 T/C



AEROSPACE MARKET - SUMMARY

The outlook is positive for the aerospace market in the long run

- > OEM's improving their profits through a modern fleet structures, increased efficiency & low fuel cost
- > A320, A350, B787 rate increases confirmed by customers
- > High market potential for MRO business
- > New developments to come – eg. Comac C929
- > FACC participates in global market growth
 - Established Tier 1 partner of the industry
 - Long-term contracts for new aircraft & engines
 - Existing presence in Europe / Austria, North America, China, India and UAE



FINANCIALS

Fiscal Year 2017/18



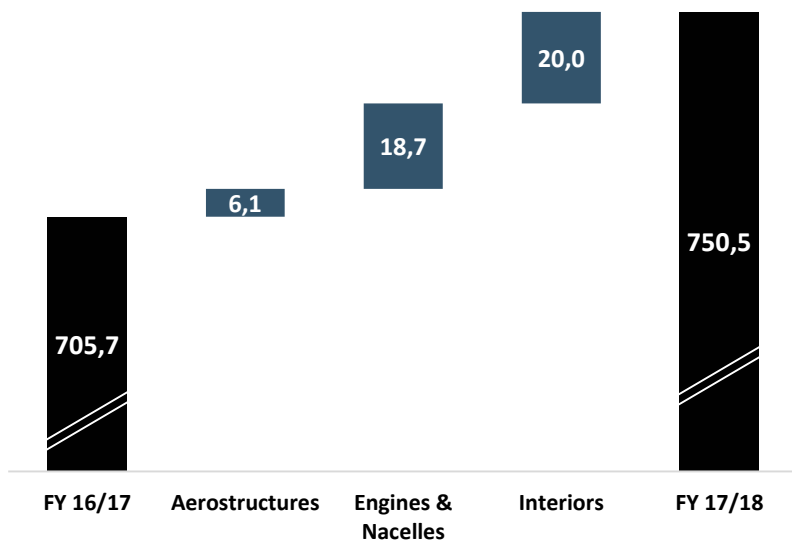
REVENUE AND EBIT

Revenues grew 6.4% year-on-year with Nacelles and Interiors being the biggest drivers

EBIT doubled with cross functional profit improvement measures contributing

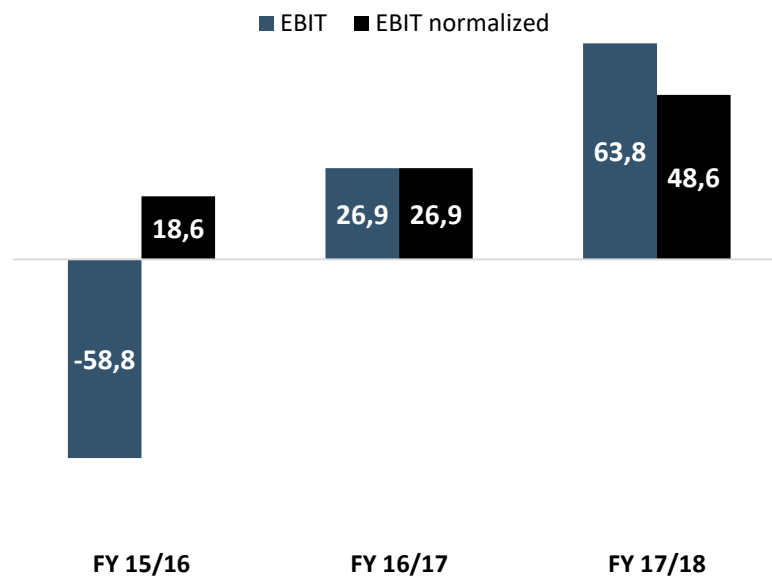
REVENUES

in EUR mill.



OPERATING RESULT (EBIT)

in EUR mill.

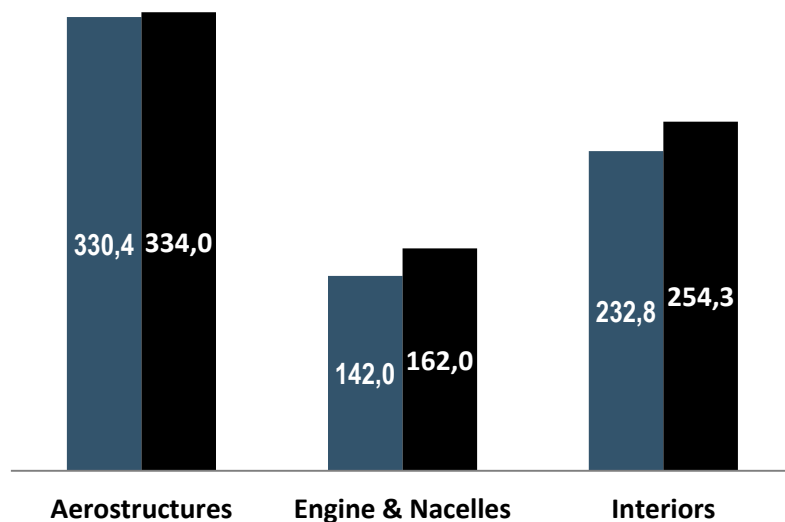


REPORTING BY BUSINESS SEGMENT

All three divisions profitable since Q2

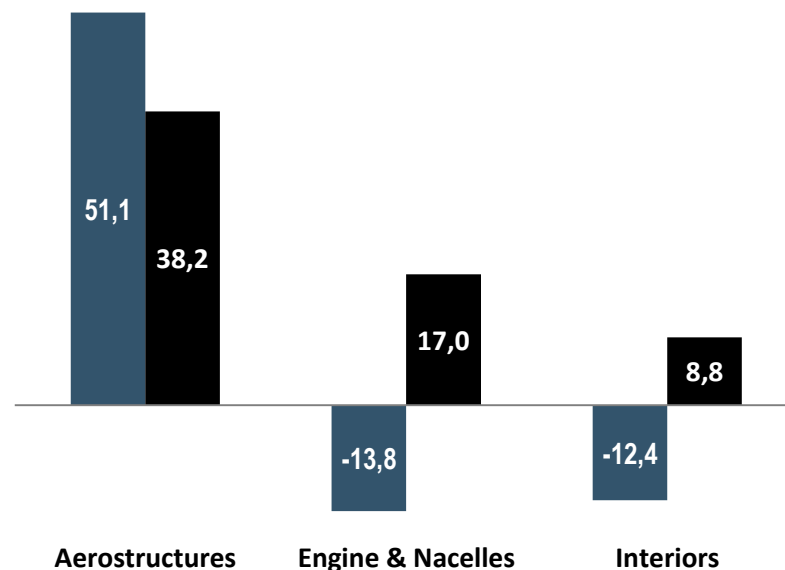
REVENUES FY 2017/18

in EUR mill.



REPORTED EBIT FY 2017/18

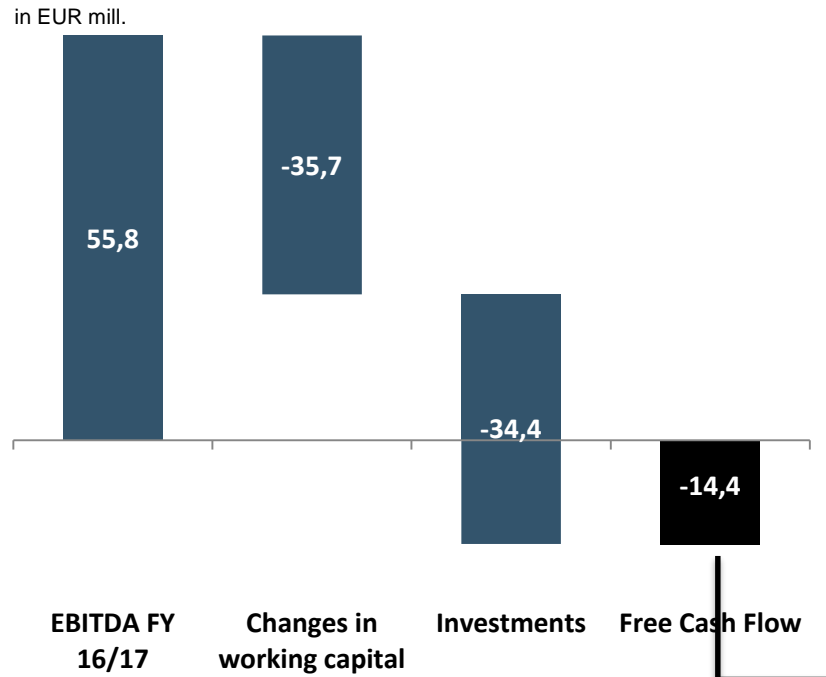
in EUR mill.



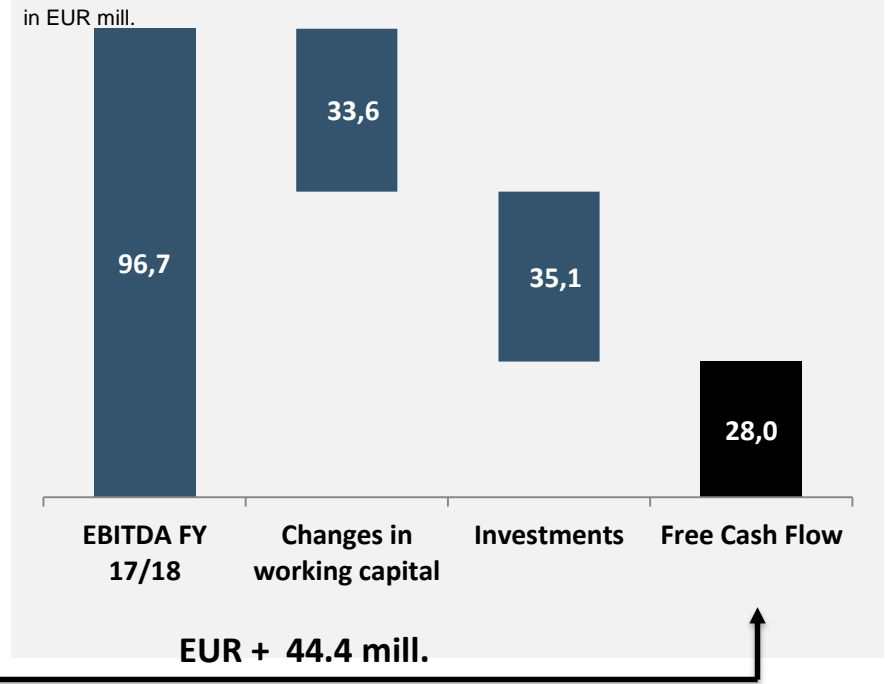
FREE CASHFLOW

Free Cashflow improvement driven by operating excellence

FY 16/17



FY 17/18

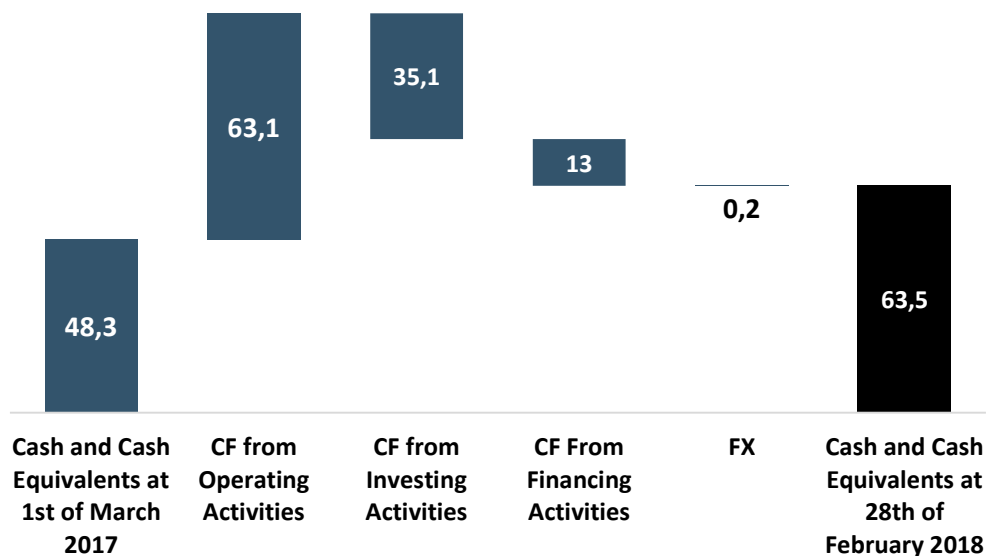


LIQUIDITY AND INVESTMENTS

Profitability and investment control drive cash generation

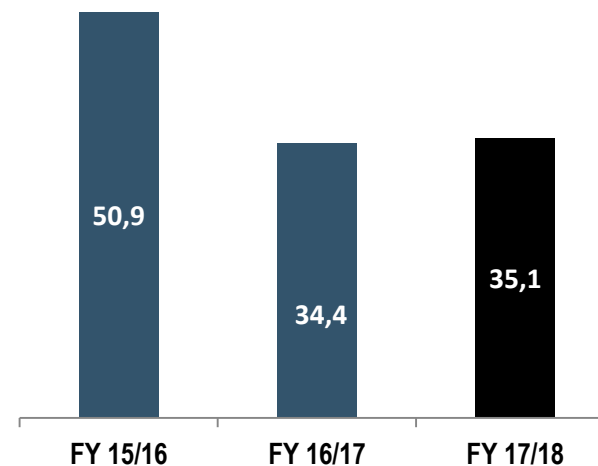
CASHFLOW

in EUR mill.



CAPITAL EXPENDITURES

in EUR mill.

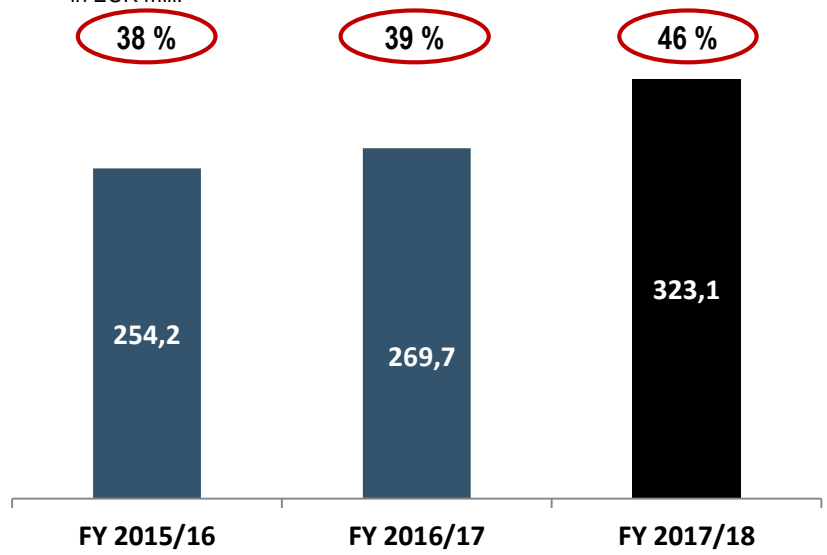


BALANCE SHEET

Balance Sheet reflects positive performance trend of last two years

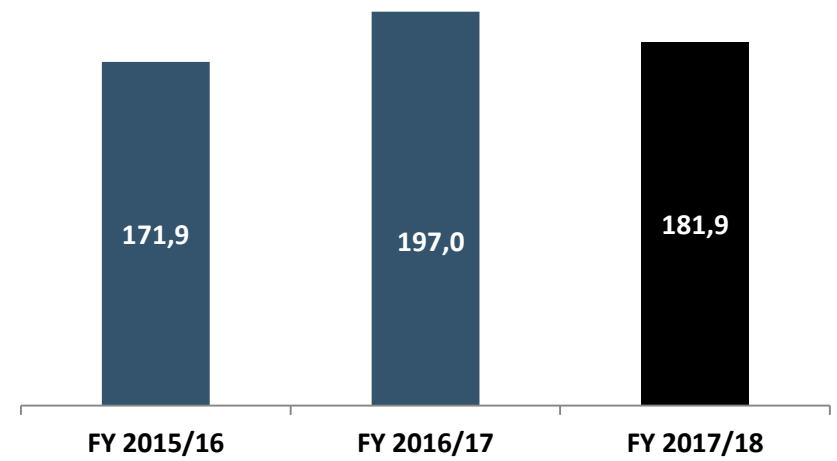
EQUITY RATIO

in EUR mill.



NET FINANCIAL DEBT

in EUR mill.



A stylized image of a planet's horizon with a bright sun or star rising behind it, creating a lens flare effect. The planet is dark and the sun is bright white with blue rays.

BEYOND HORIZONS

Analyst Presentation - Q3 2018/19

January 17, 2018

The background of the slide is a low-angle photograph of several modern skyscrapers with glass facades, reaching towards a blue sky with scattered white clouds. A white commercial airplane is captured in flight in the upper left quadrant of the sky. A large, solid black curved shape overlaps the left side of the image, serving as a backdrop for the text.

HIGHLIGHTS Q3 2018/19 MARKET & OPERATIONS

HIGHLIGHTS


FACC`s continuous growth path


Financial summary


- 4% growth in revenues to EUR 589.2 mill.
- Operating results increased by 5.3% to EUR 42.2 mill.
- Outlook for the fiscal year 2018/19 confirmed

Major program milestones in Q3 2018/19

- First delivery of the AIRBUS A320 Airspace cabin
- AIRBUS A220 ramp up
- Embraer E2 and COMAC C919 part testing & qualification completed
- Strategic partnership signed with Ehang for „Urban Air Mobility“

REVENUES 
EUR 589.2 mill.

EBIT 
EUR 42.2 mill.

Order Backlog
USD 6.5 bn 

EHANG - STRATEGIC PARTNERSHIP

Joint Development

FACC engineering, certification and technology leadership in lightweight composite systems supports industrialisation of product.

Step by Step penetration of market

Cargo vehicle delivery for oil platform support and other missions considered first. Certification for further use to follow with market readiness in 3-5 years.

Market penetration

Step by step increase of units built from 300 in 2021 up to > 1.000 p.a. before 2025



AEROSPACE MARKET SUMMARY

Positive market trend confirmed by major customers

- > 1,608 aircraft delivered in calendar year 2018
- > Airbus over fulfilled 2018 market expectations
- > Long term guidance confirmed by all OEM's
- > Boeing-Embraer merger in its final stage
- > EIS (entry into service) of the Bombardier Global 7500 business jet family



The background of the slide is a low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are set against a bright blue sky with scattered white clouds. A white commercial airplane is captured in flight, positioned in the upper left quadrant of the frame. A large, solid black curved shape overlaps the left side of the image, partially obscuring the buildings and sky.

KEY FINANCIALS

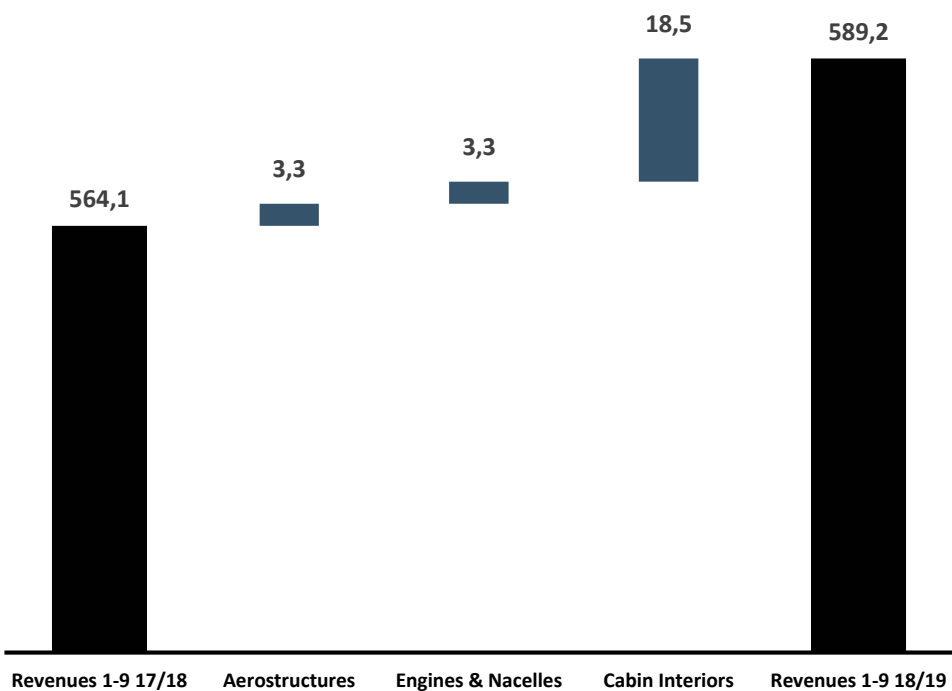
1-9 2018/19

REVENUES 1-9 2018/19

- ✓ Strong increase in overall revenues by 4.5%
- ✓ Interior division driving the business expansion

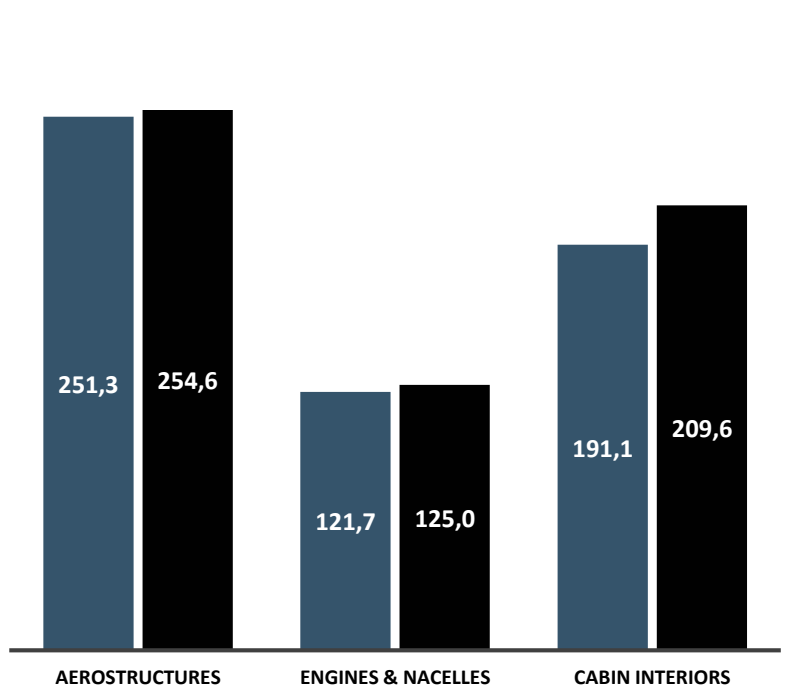
GROUP REVENUES

in Mio. EUR



REVENUES BY BUSINESS SEGMENT

in Mio. EUR



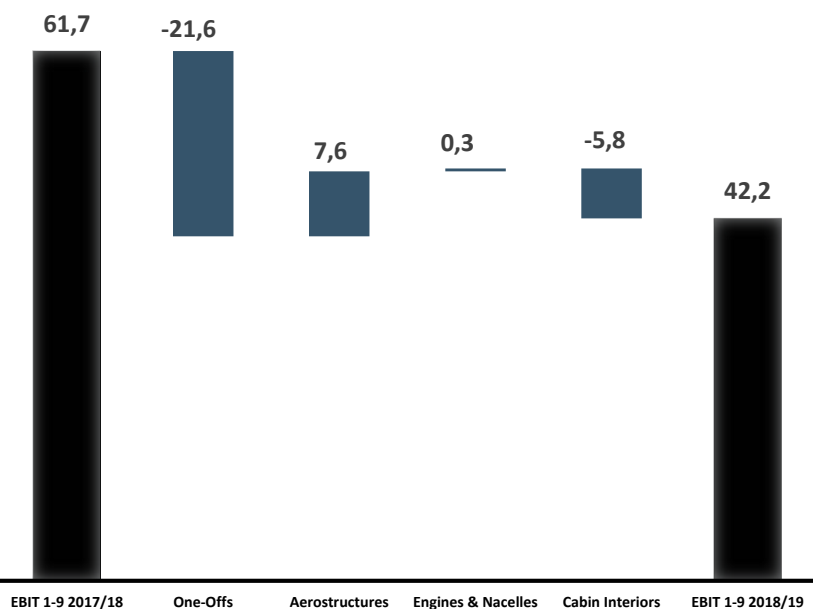
■ 1-9 17/18 ■ 1-9 18/19

EBIT 1-9 2018/19

- ✓ Positive EBIT contribution in Aerostructures due to higher NRC share
- ✓ Interior profit lower than last year due to new versions introduction

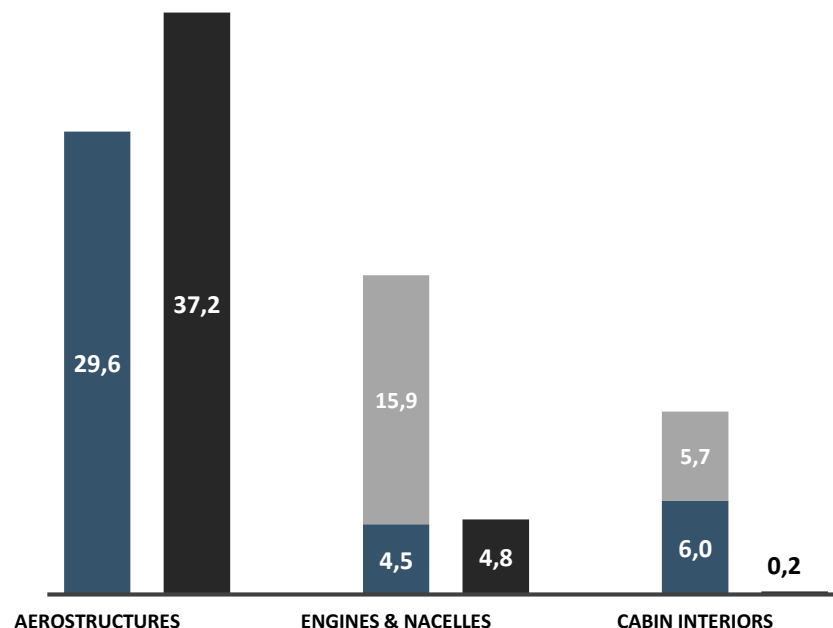
GROUP EBIT

in Mio. EUR



EBIT BY BUSINESS SEGMENT

in Mio. EUR



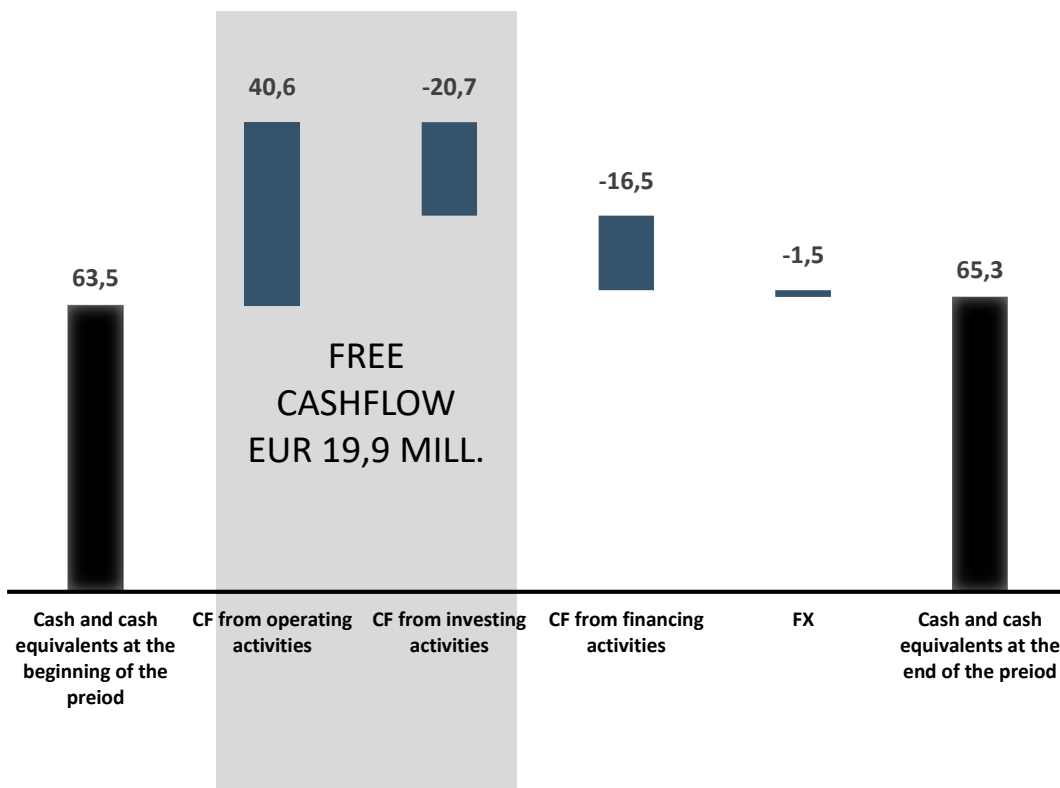
■ 1-9 2017/18 ■ One-offs ■ 1-9 2018/19

CASHFLOW UND INVESTMENTS

- ✓ Solid cashflow generation from operations
- ✓ Investments on constant levels

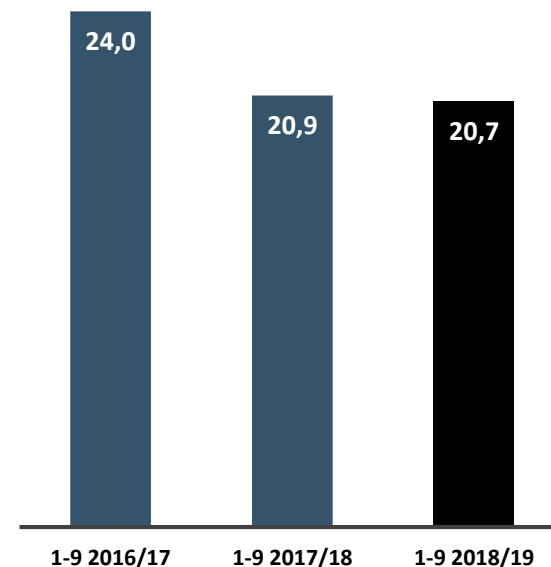
CASHFLOW DEVELOPMENT 1-9 2018/19

in Mio. EUR



INVESTMENTS

in Mio. EUR

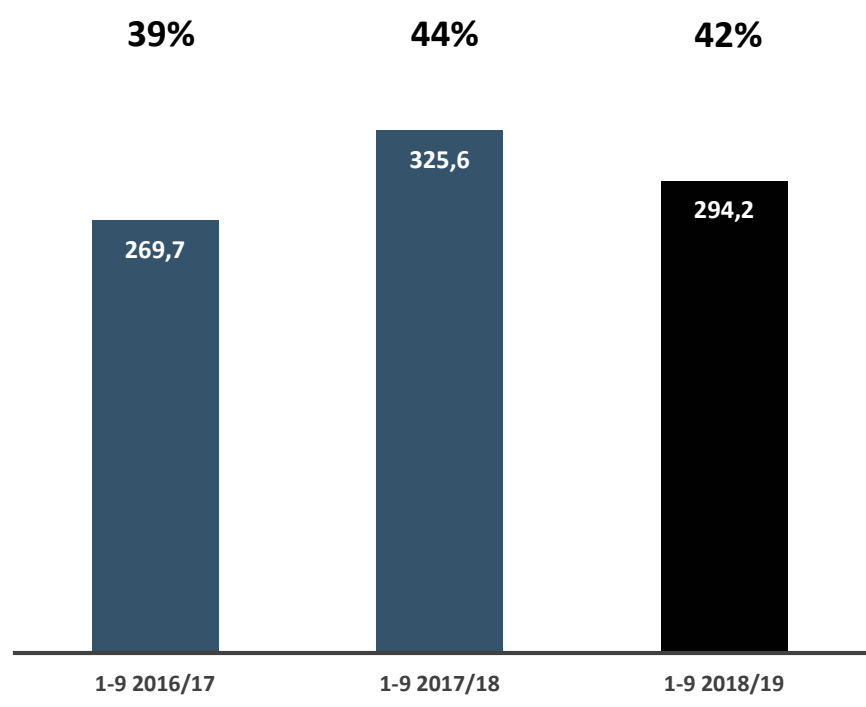


BALANCE SHEET RATIOS

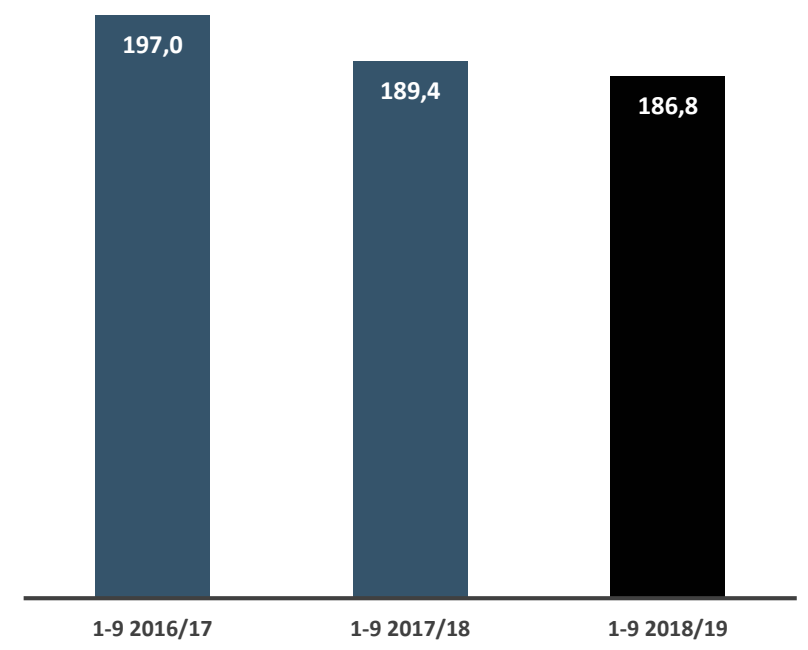
- ✓ Equity ratio impacted by new accounting standard - IFRS 15
- ✓ Net debt trend decreasing

EQUITY AND EQUITY RATIO

in Mio. EUR



NET FINANCIAL DEBT



OUTLOOK FISCAL YEAR 2018/19

Continuous growth and new programs

- Execution of phase two of the investment program
 - Implementation of required capacity in production
 - Automation and I4.0 initiatives
 - Investments into new programs

- Financial targets
 - Revenues: EUR 760 - 770 mill
 - EBIT : EUR 52 - 55 mill.

- Gain new market shares in all business segments

- New materials and production technologies

CONTACT & SHARE INFORMATION

Share Information

ISIN	AT00000FACC2
Official market	Vienna Stock Exchange / Prime Market
Ticket Symbol	FACC
Reuters	FACC.VI
Bloomberg	FACC AV
Shares Outstanding	45,790,000
Market Capitalisation	~750 EUR mill.

IR Contact

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