



# DISCLAIMER

- This document contains forward-looking statements. Words such as 'outlook', 'believe', 'intend', 'anticipate', 'plan', 'expect', 'objective', 'goal', 'estimate', 'may', 'will' and similar expressions often identify these forward-looking statements.
- Forward-looking statements are subject to future events, risks and uncertainties currently known or unknown. Actual results, performance or events may therefore differ materially from those expressed or implied in these forward-looking statements.
- Neither FACC nor any other person assumes responsibility for the accuracy or completeness
  of any forward-looking statements. FACC will not update these forward-looking statements
  in order to reflect changes to facts, assumptions or expectations.
- This document or statements related to it do not constitute an offer, recommendation or invitation to purchase or sell securities of FACC.







# **FACC OVERVIEW**

100%

Aerospace technology & composite lightweight

500



R&D employees, >300 patents, 10% research quota

400



Engineers to secure turnkey capability





2.500 Temployees from 41 nations







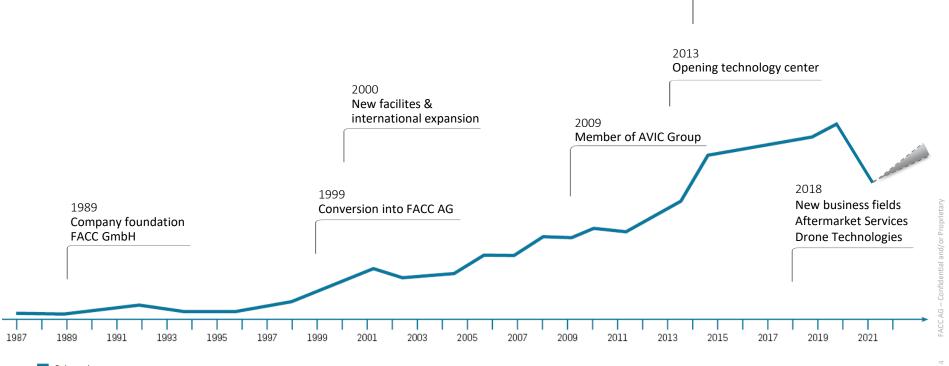


2014

IPO @ Vienna stock exchange

# **MILESTONES**

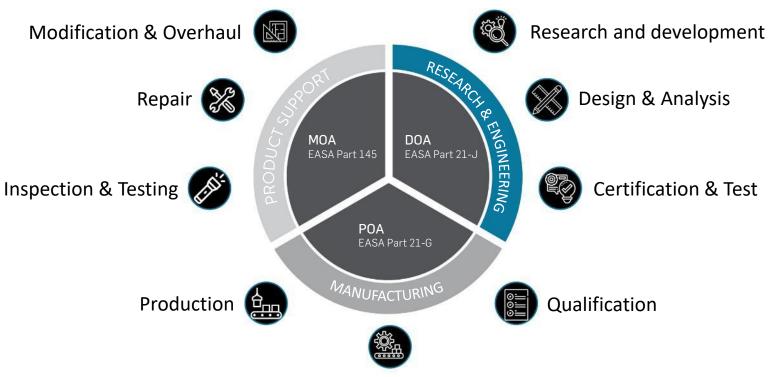
Future through experience



Sales volume



# **OUR VALUE CHAIN**



FACC AG - Con





















Longstanding relationships with all leading aircraft and engine manufacturers

















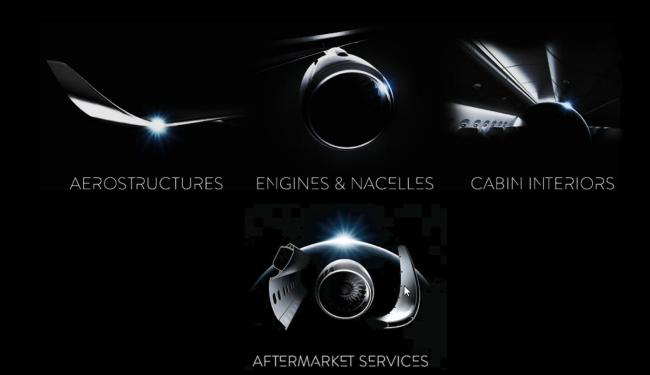




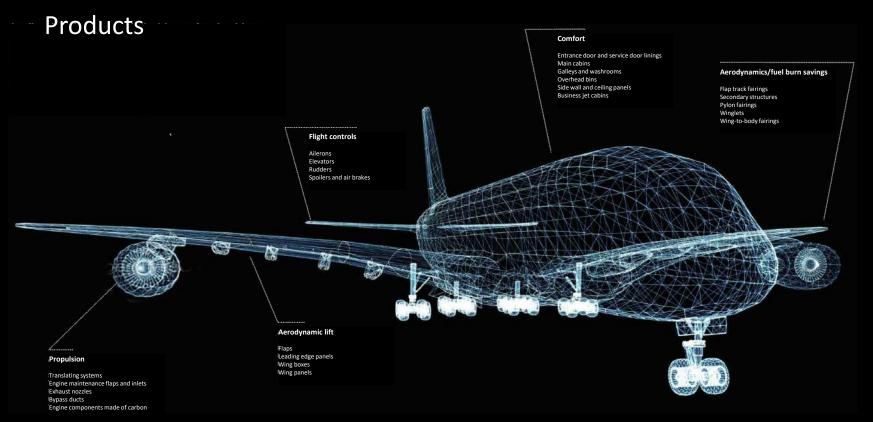


# TIER-1 PARTNER

Wide range of service – from product ideas to customer tailored solutions



# **CURRENT PORTFOLIO**





# AFTERMARKET SERVICE SOLUTIONS

### **REPAIR**

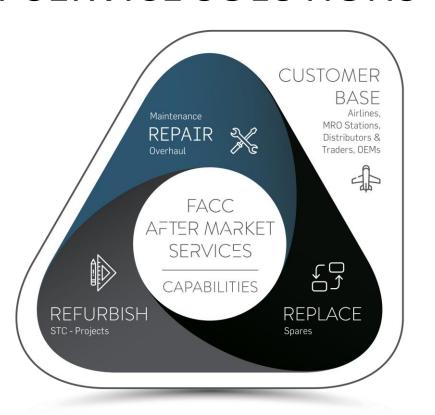
Full MRO service package for winglets, sharklet, control surfaces and fairings, full service for NDT inspection, ...

### **REFURBISH**

Handcrafted business or private jet interior refurbishment, passenger luggage space upgrade, center ceiling stowage, LAV4ALL, ...

### **REPLACE**

Cost saving lip seals, ...



Technologies for a sustainable & more efficient world of mobility

### **R&D FOCUS**

- Thermoplastic forming and welding
- New inspection technologies
- Integrated composite structures
- Additive Manufacturing
- Materials based on renewable resources
- Sustainable composite manufacturing
  - New high-rate capable materials & processes

# ROADMAP FACC 2030 Committed to the Sky – at all Levels

**FACC 2030** 

**SPACE** 

AVIATION

Committed to the Sky – at all Levels



- > Aerospace
- > Urban Air Mobility
- > Space

**URBAN** 

# FLIGHT PATH FACC 2030

# Transformation to a global player

### **TODAY**



Focus Aviation



3 Divisions +
Aftermarket Services



Tier-1-Partner



Top-100-Aviation-Company



Global acting

### 2030



Focus on all levels: Aviation Advanced Air Mobility, Space



5 Divisions +
Aftermarket Services



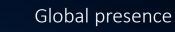
Tier-1 partner for integrated Sub-systems



Top-50-



Aviation-Company





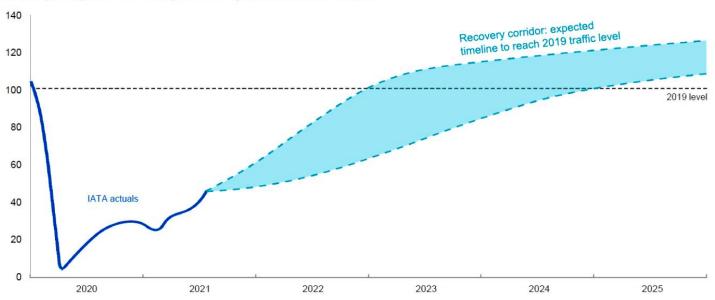




# AIR TRAFFIC RECOVERY

Full recovery expected in 2025 (no change to previous forecasts)

Traffic (RPKs) base 100 compared to equivalent month in 2019





+ 14%

# **CURRENT PASSENGER NUMBERS**

+ 7%

Markets still developing at different rates but in line with expectations

MIDDLE EAST 79% Week of 75% DOMESTIC **DOMESTIC DOMESTIC** DOMESTIC Feb.24.2022 vs. equivalent week in 67% 2019 INTERNATIONAL INTERNATIONAL INTERNATIONAL INTERNATIONAL **FUROPE** USA CHINA MIDDLE FAST Week of 74% DOMESTIC DOMESTIC DOMESTIC DOMESTIC May.18.2022 vs. + 12% - 39% +6% equivalent week in 2019 INTERNATIONAL INTERNATIONAL INTERNATIONAL INTERNATIONAL

+6%

- 4%



# LONG-TERM MARKET DEVELOPMENT

Faster continental recovery; intercontinental travel is recovering at a slower rate

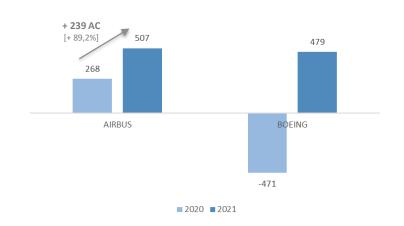


- Sustained recovery in all segments.
   Back to pre-crisis level as of 2024.
   HOWEVER
- > Slower development of international travel. Full recovery as of 2025.
- > Continental travel will return to precrisis levels as of 2023.

# AIRBUS & BOEING MARKET SHARE

### **Deliveries & Orders**





2020 Net Orders:

- 203 AC

= Book to Bill NEGATIVE

2021 Net Orders:

+ 986 AC

= Book to Bill 1,03

# CUSTOMER ORDER BOOK AS OF 02/2022

Strong order-book remains POST-COVID

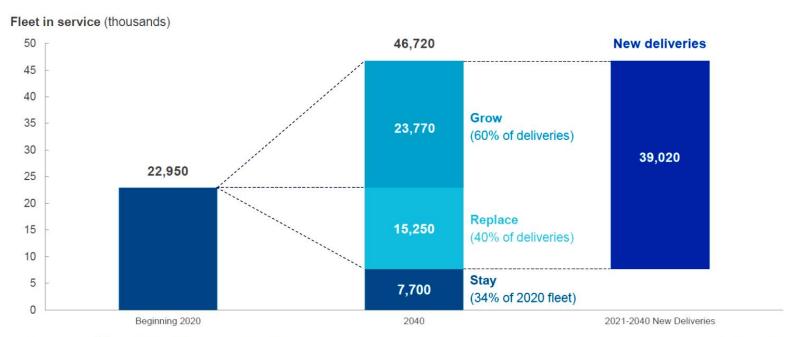


Airbus and Boeing are still holding 12.247 Firm Orders (Status as of February 2022).



# FLEET DEVELOPMENT UNTIL 2040

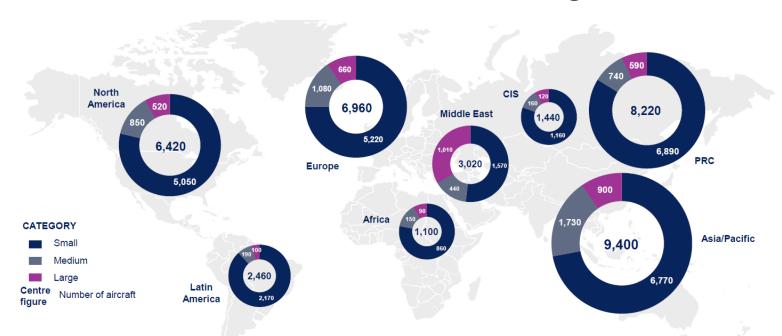
Over 39,000 new aircraft, 40% going to Asia





# COMMERCIAL AIRCRAFT DEMAND

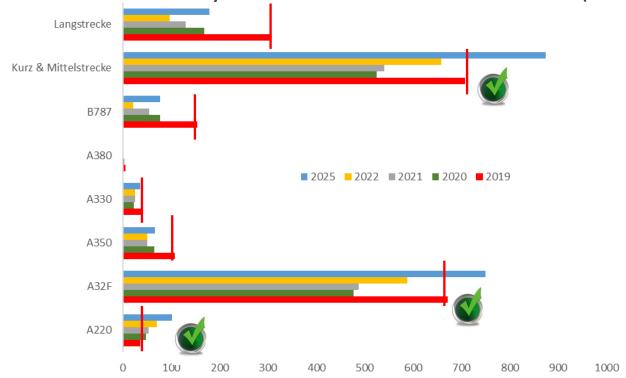
Trend of shift towards Asia / Pacific remains unchanged





# MARKET DEVELOPMENT UNTIL 2025

Production cycles before and after COVID-19 (estimated by FACC)



- > Demand for long-haul aircraft will not reach pre-crisis levels again before 2025.
- > The industry and FACC will lack long-term product revenues from long-haul aircraft.
- Production rates of short & medium-range aircraft will increase significantly and will be above 2019 levels in 2023.
- A220 demand (short-haul) will increase. Growing revenues from the A220 will compensate for the shortfall in FACC revenues from long-haul models from 2024 onwards.



# SUSTAINABLE TURNAROUND IN THE AVIATION INDUSTRY

GROWING PASSENGER NUMBERS, INCREASING AIRCRAFT DELIVERIES & NEW ORDERS FOR AIRCRAFT FROM AIRLINES ARE POSITIVE SIGNALS FOR OUR INDUSTRY.





# **KEY PRIORITIES 2021**



Goal: To achieve operational turnaround



**Measure 1:** Adjusting costs and increasing vertical integration



Measure 2: Remaining innovation leader with the FACC Roadmap 2030



**Measure 3:** Securing new orders, expanding market presence & capacity utilization



**Measure 4:** Strengthening financial power



# STRINGENT EFFICIENCY PROGRAM

### Successful implementation of improvement measures



### Increasing efficiency and capacity utilization

Further increase in productivity, insourcing of work packages and logistics services



### **Further adjustment of personnel costs**

Organizational adjustments and introduction of payroll system 2.0



### Materials & supplier management

Reduction of material inventories by **EUR 14.8 mill.** and roll-out of COMPETE – a program to develop FACC supply chain performance



### Reduction of net debt

Significant reduction of net debt by EUR 54.3 mill. and realignment of financing terms



# **GROUP FIGURES**

EUR 497,6 mill.

Revenues -5,5 % to the previous year

EUR 4,3 mill. **Operating EBIT** 

USD 1 bn. New orders



EUR 70,5 mill. Free Cashflow

EUR -25,1 mill. **6** Reported EBIT



EUR 23,4\* mill. Investments in technology and innovation





\*Cash-effective



# MILESTONES 2021 / MARKET SHARES

1 billion new orders & successful entry into the aerospace sector



Dassault Falcon 10X
Serving as a supplier of interiors as well as structures since 2021

**Airbus A220** tail unit component production

The A220 aircraft family will be an important platform for FACC as of FY 2024, with revenue potential of 100 mill. p.a.

State-of-the-art cabin technology for **Bombardier Global 3500** 

Entry into aerospace with **Ariane 6** structural components

FACC AG - Confidential and/o



# **EXPANSION OF PRODUCTION**



Start of production for interior components in **Jakovlje (Croatia)** 

New location for Aftermarket Services in **Melbourne**, **Florida** 



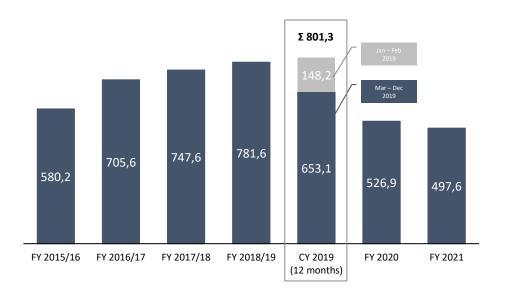


# **REVENUES**

# Revenues heavily impacted by COVID-19 pandemic

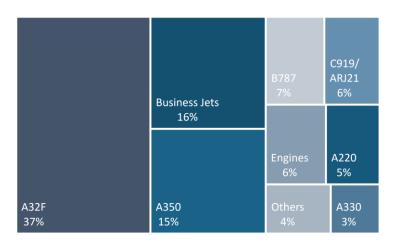
### Revenue development

in million EUR



### Revenue distribution

in %





# **EBIT**

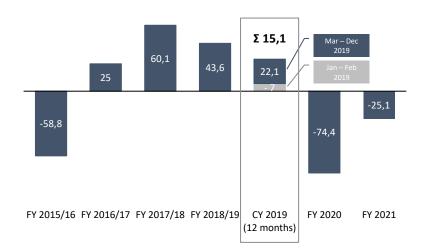
### Reported EBIT influenced by many one-off items due to COVID-19

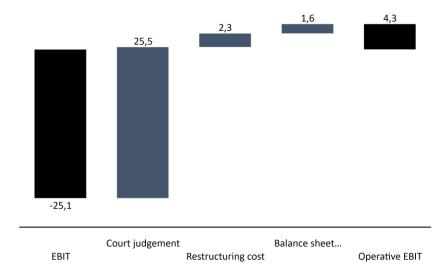
### **EBIT** development

in million EUR

### EBIT one-off effects FY 2021

in million EUR



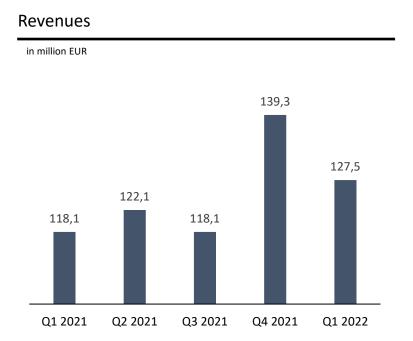




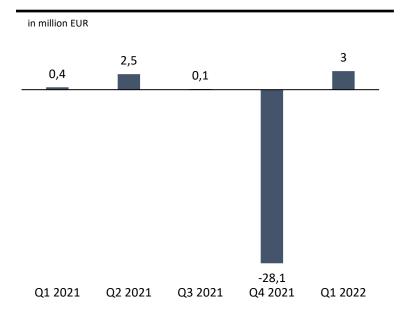
# **REVENUES AND EBIT**

Revenues increase in line with market growth

EBIT reflects the positive margin trend





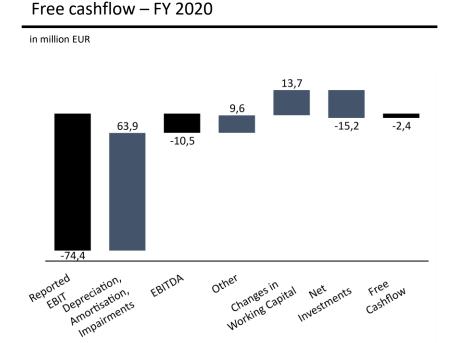




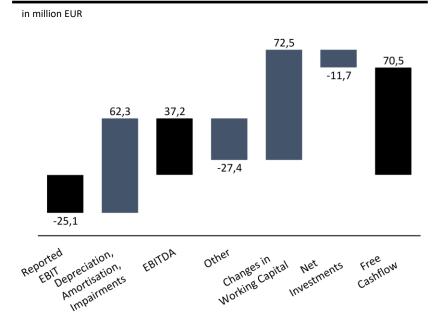


# **CASHFLOW**

# Strong Cashflow control throughout the year



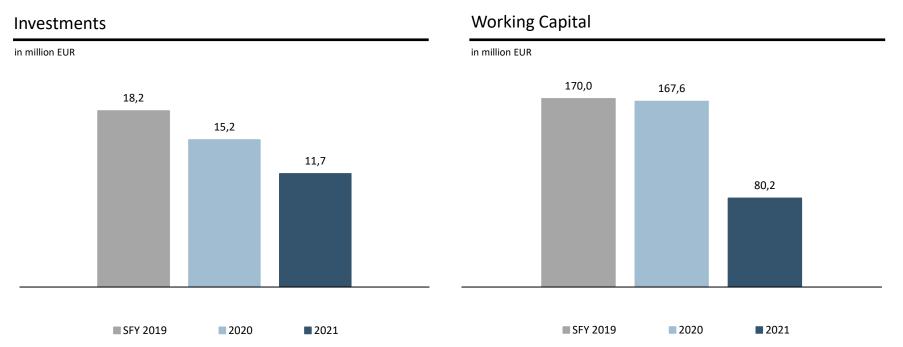
### Free cashflow - FY 2021





# **CASHFLOW**

# Measures working and improving Cash flow

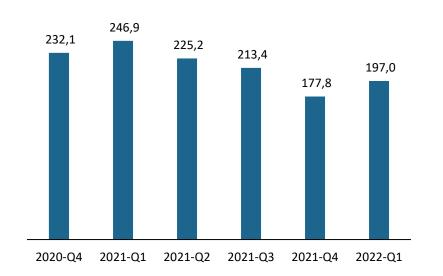


# **BALANCE SHEET**

### Positive trend for both KPIs

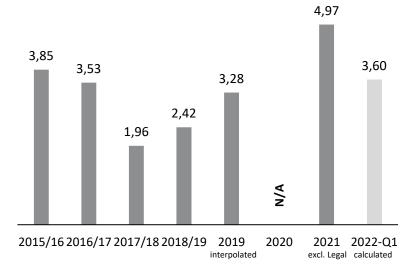
### **NET FINANCIAL DEBT**

in million EUR



### LEVERAGE

in million EUR







# FACC 2022 KEY PRIORITIES

- > Secure industry ramp
  - Hire 200 additional people
  - Release EUR 150 Mil investments between 2022 and 2026
  - Ramp Up FACC Croatia
- > Keep **Best in Class** performance to our worldwide customers
- Strong focus on cash, liquidity and return to company profitability after significant POST COVID impacts
- > **Organic growth** & review global **M&A's** options







# **COMPANY GOALS FY 2022**

- FACC growth in revenue of 10% is the result of higher customer demand and new projects

Tripling of EBIT compared to 2021 (basis = operating result 2021)

Expansion of plant 6 (Zagreb) to a capacity of 250 employees

Focus on liquidity and reduction of net debt

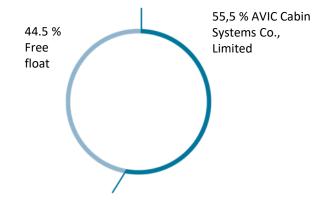
Planned investments in the amount of EUR 30 mill. in technology & growth

# FACC SHARE AND IR INFORMATION

### > Share Information

.=
AT00000FACC2
Vienna Stock xchange/prime market
FACC
FACC.VI
FACC AV
45,790,000

### > Shareholder Structure







# **EQUITY STORY**

### Growing market

- Global growth in aviation once again confirmed
- Rising demand for smart, affordable and sustainable lightweight solutions
- Additional opportunities for growth in related market segments

### Strong market position

- More than 30 years of experience in the research, development and manufacture of lightweight products
- Global player and tier-1 supplier to the who's who of the aircraft industry
- Turn-key capability from basic research, component development and approval to global manufacturing, product support and an extensive product portfolio

### Clear strategy

- Outperforming market growth
- Organic growth through selective project acquisitions
- Diversification into new business areas

### Immanent sustainability

- Sustainability as an integral part of business
- Provider of solutions for environmentally-friendly flying
- Focused CSR strategy

### Stable financial performance

- Profitability of 8%
- Long-term dividend policy
- Leverage in the range of 2.0 to 2.5 by 2025





# **REVENUES**

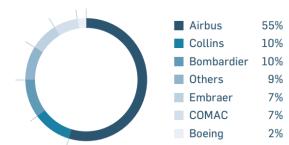
### BY SEGMENTS



### BY AIRCRAFT TYPES



### BY CUSTOMERS



# **STRATEGY**

### **FACC 2030**



 Ensuring positive cash flow and financial stability, capacity utilization

### 2023 to 2025: Transformation

 Growth through new technical solutions and acquisitions

### From 2025: Diversification

 Increased development of new markets such as urban air mobility and apace

### SUSTAINABILITY



### Environment

- $\longrightarrow$  Carbon-neutral production by 2040
- → 40% reduction in CO<sub>2</sub> emissions by 2030 (relative to 2005)
- → 100% LED lighting by 2024, starting in Austria



### Social

- Maintaining a women's quota of 50% for scholarships and in apprenticeship training
- Active encouragement of women to pursue a career in tech and finance based on two school campaigns per year



### Governance

- → Zero violations of the FACC Code of Conduct
- → Increasing awareness of CSR and compliance by
- $\longrightarrow$  the end of 2022

Internal CSR rating of the top-250 suppliers by 2023

