

A large, dark blue planet is shown in the background, partially illuminated by a bright sun on the right side, creating a lens flare effect.

WELCOME!

TO THE PRESS CONFERENCE OF FACC AG

A glowing blue horizon of a planet or moon against a black background, with a bright light source creating a starburst effect at the top edge.

# FINANCIAL YEAR 2023

Annual press conference  
FACC AG | März 27<sup>th</sup>, 2024

# MARKET OVERVIEW

CEO Robert Machtlinger

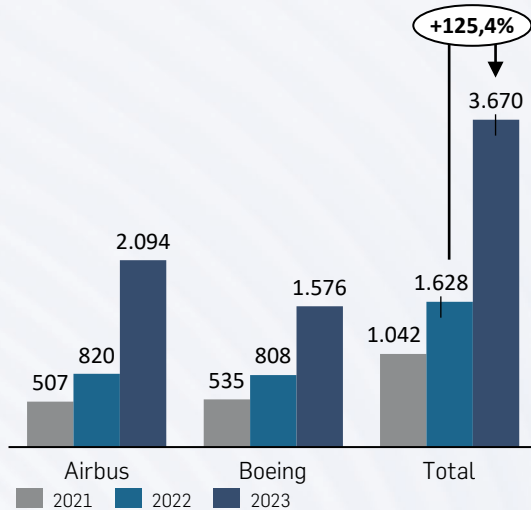


## The market is developing positively:

- Rising passenger numbers in all markets
- Strong **rate increases** at all major aircraft manufacturers
- **Record number of aircraft orders** from airlines
- **FACC benefits:** Strong sales growth and order backlog with record volume of over USD 5.8 billion

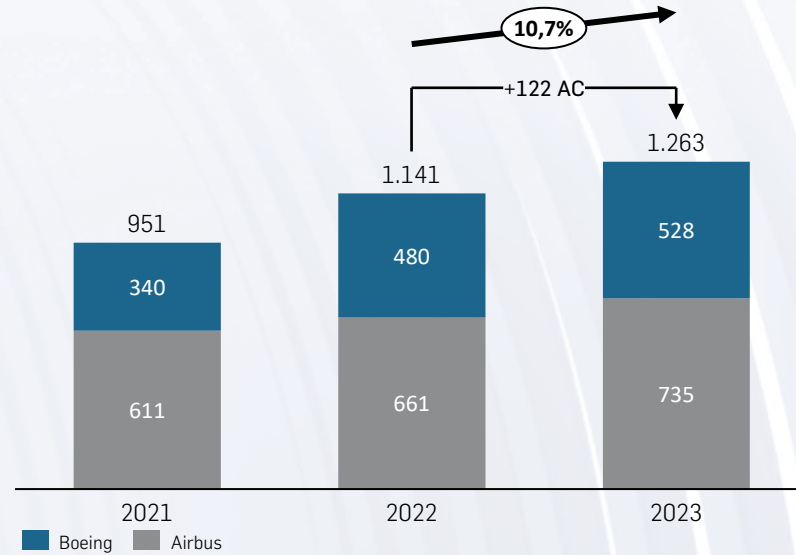
# AIRBUS AND BOEING

## INCREASE IN ORDERS & DELIVERIES



### NET ORDERS 2023:

TOTAL: 3.670 aircraft  
+125,4% since 2022



### DELIVERIES 2023:

TOTAL: 1.263 aircraft (+122 aircraft / +10,7%)  
Airbus: +74 aircraft (+11,2%)  
Boeing: +48 aircraft (+10%) driven by B737 MAX

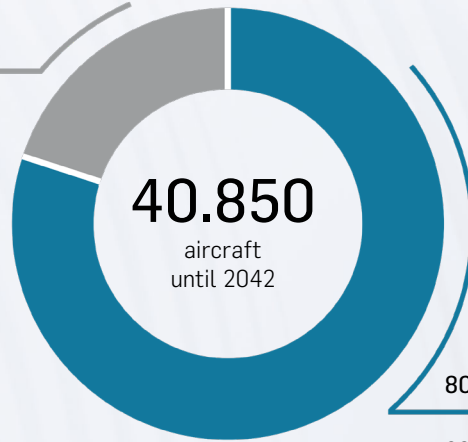
# SINGLE-AISLE DOMINATES MARKET

## A320, B737, A220 & C919 WITH HIGH BUILD RATES



20% TYPE WIDE-BODY

8.220 aircraft  
A350, B787, B777



80% TYPE SINGLE-AISLE

32.630 aircraft  
A320 Family, B737 & C919



22.880 → 2020 Market

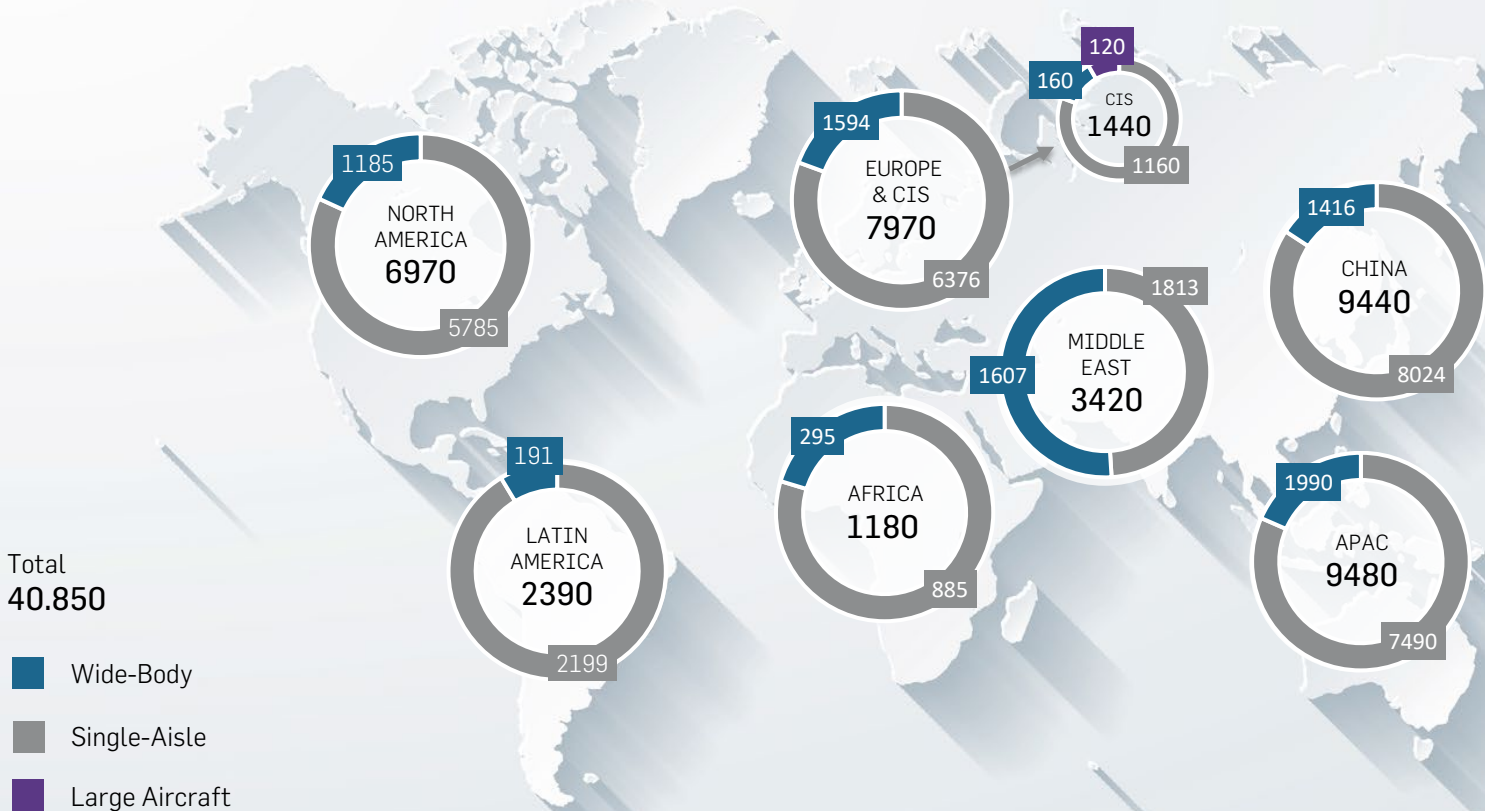
23.680 → Growth

17.170 → Replacement

Source: Airbus GMF  
Notes: Passenger aircraft with more than 100 seats and cargo aircraft with a payload of more than 10 tonnes

# DEMAND BY REGION 2023-2042

## 80% SINGLE AISLE | 20% WIDEBODY



Total  
40.850

- Wide-Body
- Single-Aisle
- Large Aircraft



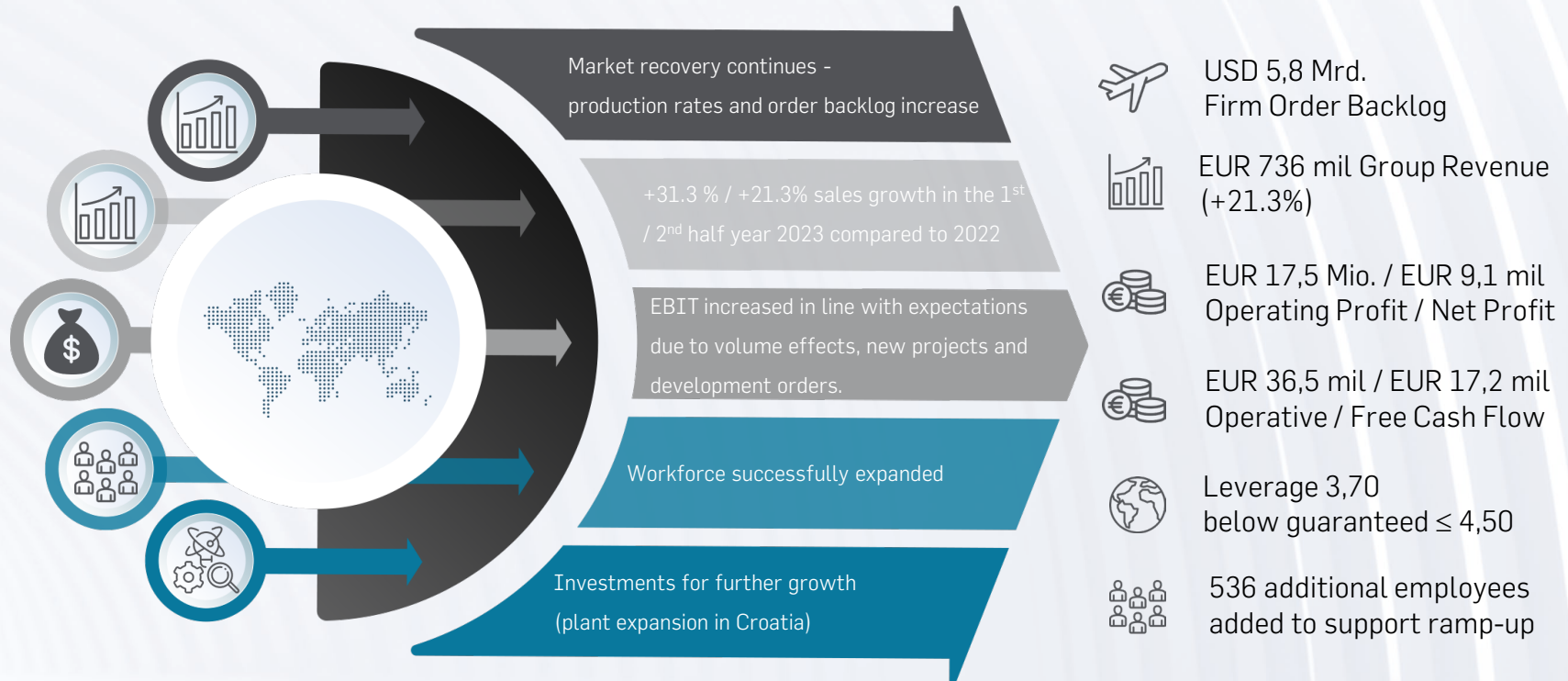
# THE FACC BUSINESS YEAR 2022 AT A GLANCE

CEO Robert Machtlinger



# 2023: FACTS & FIGURES

## DEVELOPMENT OF ALL 3 FACC BUSINESS SEGMENTS AS PLANNED



# ADVANCED AIR MOBILITY

90 MIO. USD R&D TURNOVER IN THE AAM SEGMENT

## Archer Midnight

## Eve Air Mobility



production of key  
fuselage and wing  
elements (2022)

manufacturing of  
cabin elements  
(2023)

delivery of first parts  
to California (USA)  
as of Q2/2023

design and manufacture  
of horizontal & vertical  
tail, rudder and elevator

# MAJOR AGREEMENT WITH PRATT & WHITNEY

## REPAIR & OVERHAUL OF FAN CASES



- Repair and Overhaul of fan cases for PW800 Turbofan Engines from P&W Canada
- FACC developing into a full component repair service provider over the whole product life cycle
- Order in the high double-digit million range

# GROUNDBREAKING CEREMONY IN CROATIA

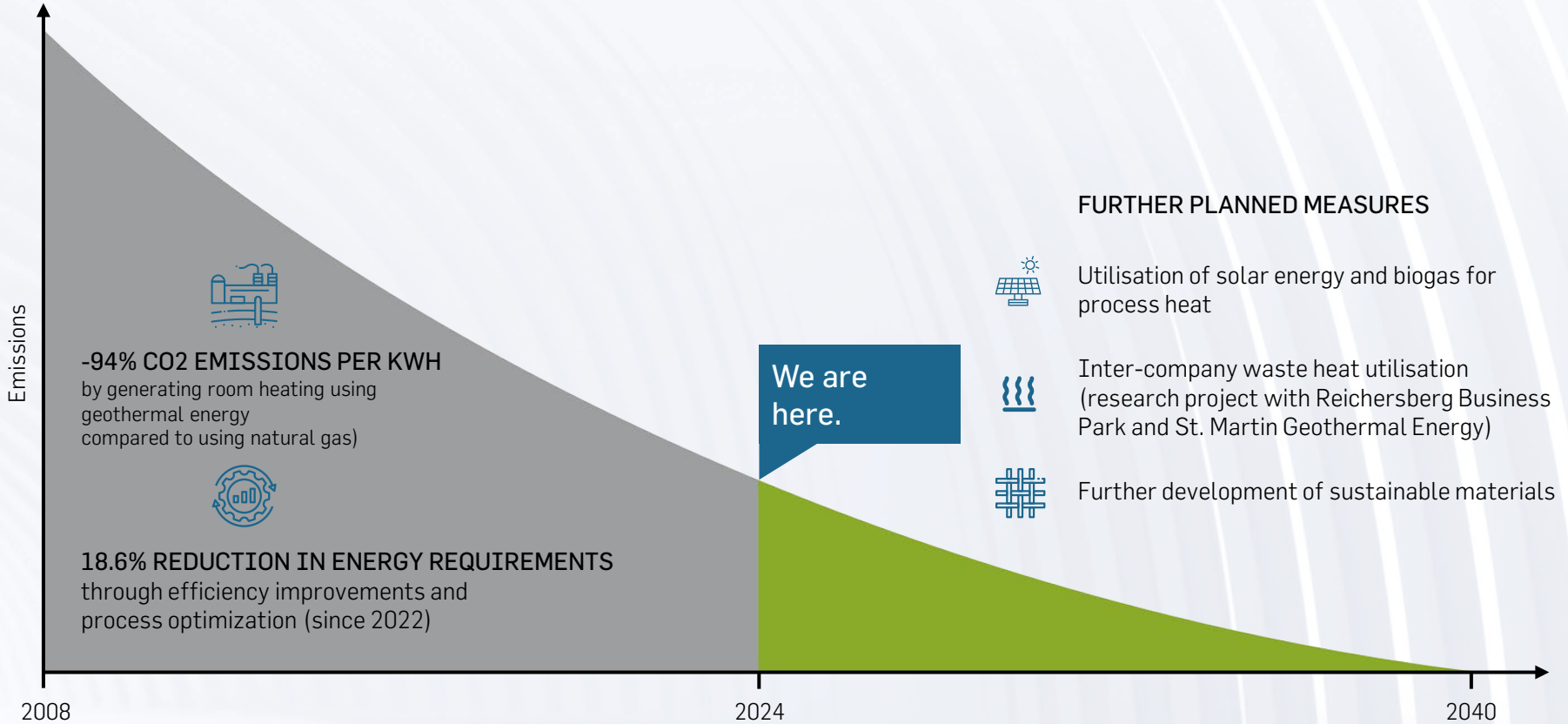
## TRIPLING OF THE PRODUCTION AREA OF PLANT 6



- Largest non-Austrian production site, completion of the expansion by June 2024
- High degree of automation and state-of-the-art machinery for lightweight components for passenger aircraft and business jets
- Tripling of the workforce to 600 FTEs by the end of 2026

# FACC SUSTAINABILITY INITIATIVES

## SUSTAINABLE AND EFFICIENT ENERGY UTILISATION



# FACC STRATEGY 2030

## SUCCESSFULLY TOWARDS THE FUTURE



Focus on Civil Aviation,  
Advanced Air Mobility (AAM) and  
Space as future market

New orders in the core business and AAM  
development orders totalling USD 90 mil



Tier-1 Partner for all major manufacturers

Further market share gained, MRO contract  
with P&W Canada



Top-50-Aviation-Company

21.3% growth in FY 2023 increases  
market share



Global presence at all major  
manufacturing locations

Expansion of plant 6 in Croatia



40% lower CO<sub>2</sub> emissions by 2030  
(compared to 2008)

18% reduction in CO<sub>2</sub> emissions  
per EUR 1 mil turnover



15 - 20% diversification at all  
management levels

Wings for Women project and 50  
nationalities on board of FACC

# FACC AS BEST IN CLASS PERFORMER

## PRIZES AND AWARDS 2023



- Best Practice Supplier Award (Rolls Royce)



- Cybersecurity Award of Austria's Leading Companies

# RECRUITING MEASURES HAVE A POSITIVE EFFECT

## EFFECTIVE RECRUITING MEASURES

- International recruiting
- Various recruitment channels
- „Bring your friends“ campaign
- Social Media campaigns
- „Comeback“ campaign
- Partnerships with schools, universities of applied sciences, universities, ...
- Recruiting events



## FACTS & FIGURES FY 2023

4,600+



applicants

10-20



hires per week

2,299+



job interviews

Ø 7 bis 10



days until hire

536



new employees  
hired



# FINANCIAL YEAR 2023

KEY FIGURES

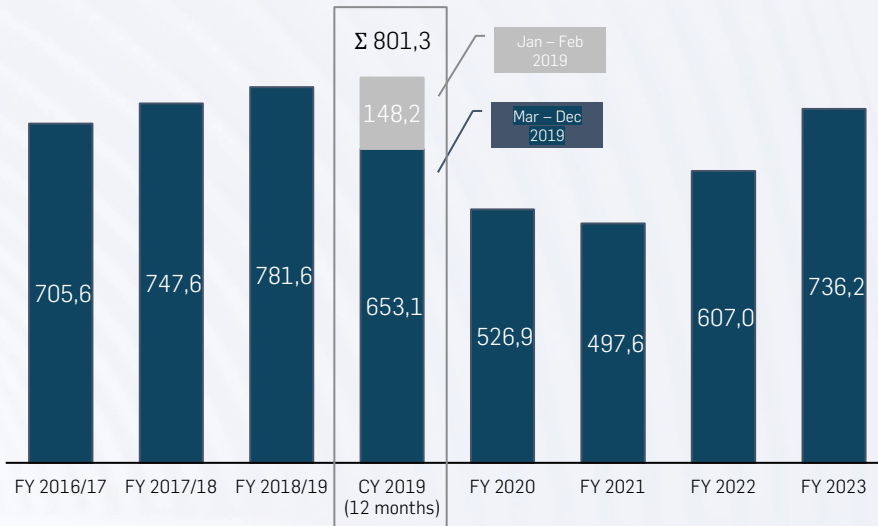
CEO Robert Machtlinger

## REVENUE

## STRONG INDUSTRY-WIDE RECOVERY

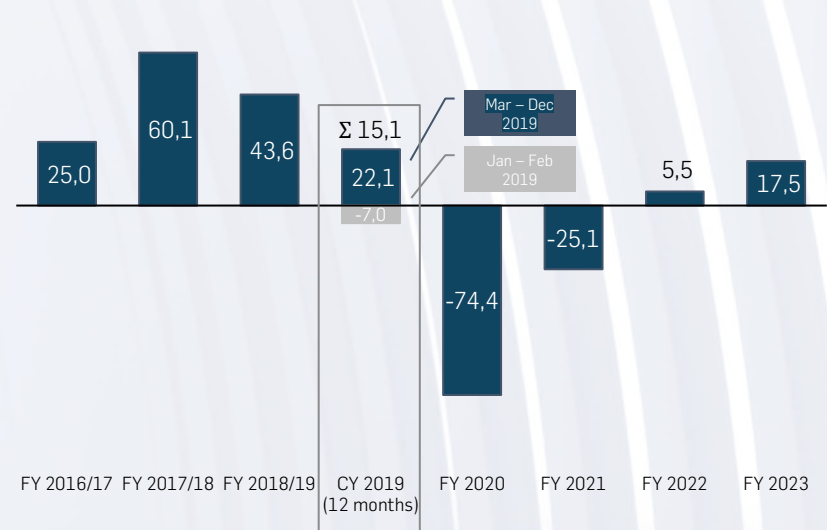
## Revenue development

in million EUR



## EBIT development

in million EUR

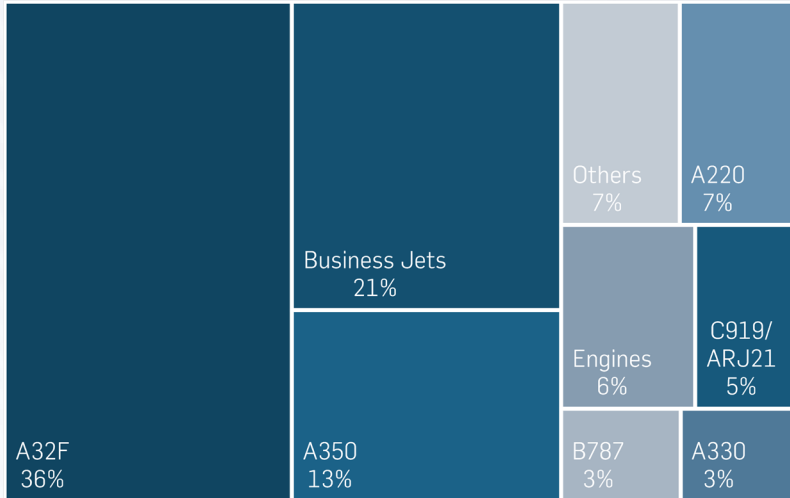


# REVENUE

## REVENUE DISTRIBUTION 2022 VS. 2023

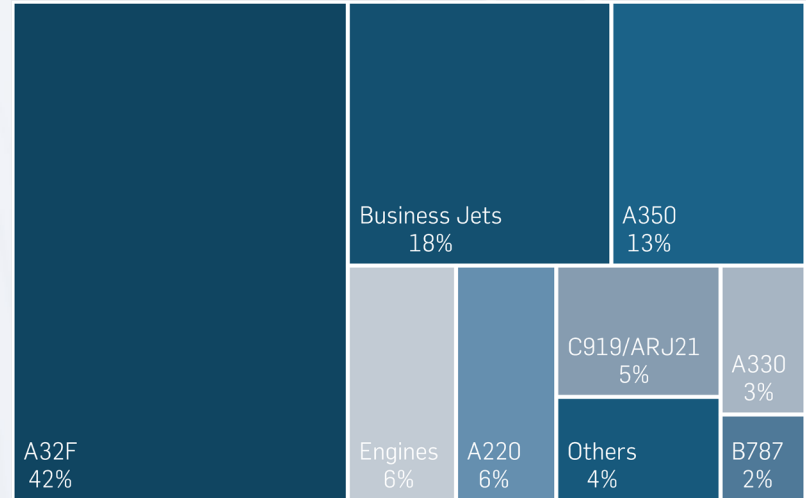
### Revenue distribution 2023

in % of total revenue



### Revenue distribution 2022

in % of total revenue

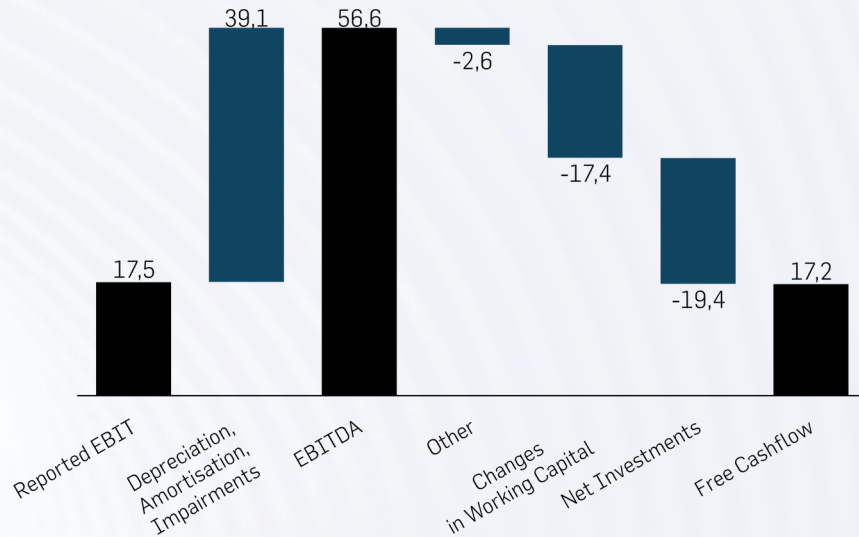


# CASHFLOW

## INCREASE IN INVENTORY DRIVEN BY VOLUME GROWTH

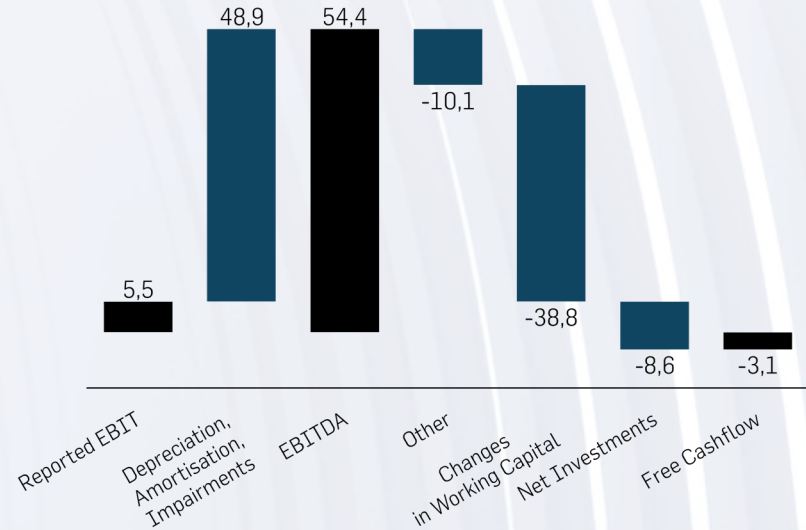
### Free Cashflow – FY 2023

in million EUR



### Free Cashflow – FY 2022

in million EUR



# OUTLOOK 2024

# TAKE-AWAYS 2023 & POTENTIAL 2024

## Positive:

- Recovery of the aviation industry
- Positive cost development in energy & logistics
- Navigating in a challenging global environment (suppliers and employment)
- Improvement in all key performance indicators

## Challenges:

- Supply chain instability leads to "stop & go" production
- Sharply rising labour costs due to inflation
- Customer demand volatile, continuous improvement
- EU inflation higher than global average
- FACC has to support financially jeopardised suppliers in some cases

## Potential for 2024:

- More stable supply chains reduce costs (avoidance of "stop & go" production)
- Learning curve for staff increases efficiency and contribution margin
- Normalisation of energy and logistics costs

# OUTLOOK 2024

- Continue Sales growth by approx. 10-15 % and use current momentum in the aerospace industry ramp-up
- Ramp-up of new projects
- Continuously increase Cash Flow & Profitability
- Reduction of net debt
- Further increase of workforce to approx. 4,000 employees
- Completion of the plant expansion in Croatia
- Benefit from positive industry development and further strengthen FACC's market position



THANK YOU FOR YOUR INTEREST!