

# ANALYST PRESENTATION Q2 2015/16



October 22, 2015









## MARKET UPDATE

- Confidence in cycle remains high
- Deliveries are increasing as forecasted
- 2015 order intake expected to be below 2014 numbers (1,262 ytd 2015 vs. 2,888 orders in 2014)
- Backlog will still grow, book-to-bill currently at 1.7
- Delta CEO comments on wide body oversupply hitting A330 and B777 current generation
- Business jet market weakens again, however FACC AG business jet portfolio is very strong



face





#### IMPORTANT MILESTONES ACHIEVED

- A320 Sharklet first delivery to Airbus
- E2 wing components first delivery to Embraer
- ✓ A320 New Interior first parts delivered
- ✓ A350-1000 first article deliveries made

#### PRODUCTION RAMP UP PROGRESSING

- A321 Outboard Flap rate increased to 20 SS / month
- ✓ A350 program ramp progressing to meet rate 7 in Q4/2015
- L450/500 and CL350 production increases ongoing to support customer demands

## AUTOMATION-ORGANIZATION-LOW COST

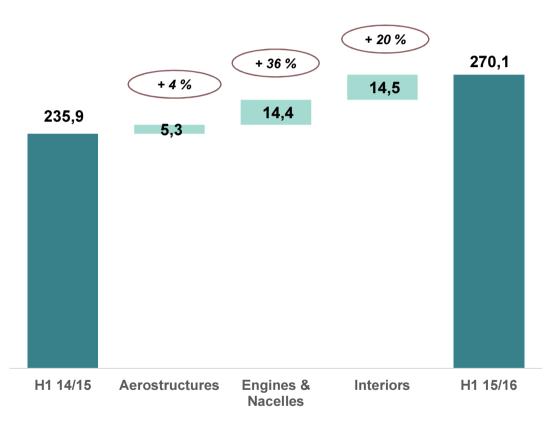
- Transfer of Flap Assy line to automated assembly progressing as scheduled (introduction Q4-2015/16)
- ✓ Roll out of cross functional operating system
- Production off loads to China facility progressing

#### PRODUCTIVITY AND EFFICIENCY

- Productivity levels are increasing as planned
- Reduction of direct labor resulting from efficiency increase
- ✓ Higher production output by reduction in direct labor cost

## SALES BRAKE-DOWN BY SEGMENT

Product related revenues grew by 16,2 % in the first half 2015/16.



#### HIGHLIGHTS

- 16.2 % overall increase in production output
- 4% growth in Aerostructures
- 36% growth in Engine & Nacelle
- 20% growth in Interiors
- Growth drivers
  - A350 XWB ramp up
  - Further increase of A321 rates benefiting FACC's A321 product portfolio
  - Increasing demand of engine composites
  - New Business Jet Interiors (L450/500 and CL 350) at serial production rate

# "Operational Excellence Initiatives" to push efficiency

Top Down / Bottom Up focus to establish new production systems & operating systems to support aerospace manufacturing

- Significant investments in recent years into Austrian based facilities to support growth in high end composite aerospace technology
- Increase level of automated production
  - ✓ reduce labor content and total cost
  - ✓ 60% of labor time reduction achieved in certain areas.
  - ✓ 25% YoY quality target improvement
- Implementation of "Cross Functional Operating" System
  - ✓ 25% output increase with minimum CAPEX
  - ✓ 15 mill. EUR reduction in production cost in the coming 36 month
  - ✓ 30% reduction in inventory
- I4.0 Initiatives across all E2E process
  - Road map for new technology introduction established





## **INCOME STATEMENT**

EUR tsd.	2012/13	2013/14	2014/15	H1 2014/15	H1 2015/16
Revenue	434,615	547,382	528,914	235,859	270,069
Changes in inventories	5,523	-8,186	2,755	8,030	3,108
Own work capitalised	4,471	9,758	18,762	7,087	10,209
Cost of materials	-257,105	-308,959	-330,193	-158,792	-172,125
Staff costs	-110,519	-142,572	-162,259	-77,880	-76,337
Other income/expenses	-25,327	-37,450	-39,192	-18,437	-16,108
Depreciation	-17,214	-18,042	-23,299	-10,363	12,782
EBIT <sup>1</sup>	34,741	41,931	-4,512	-14,496	6,034
EBIT margin (in %)	8.0	7.7	-0.9	-6.1	2.2
Financial result	-7,665	-5,432	-10,044	-5,610	-3,128
EBT	27,049	36,499	-14,557	-20,106	2,906
Taxes	-6,277	-7,639	4,976	5,441	549
Periodic result	20,772	28,860	-9,581	-14,665	3,455

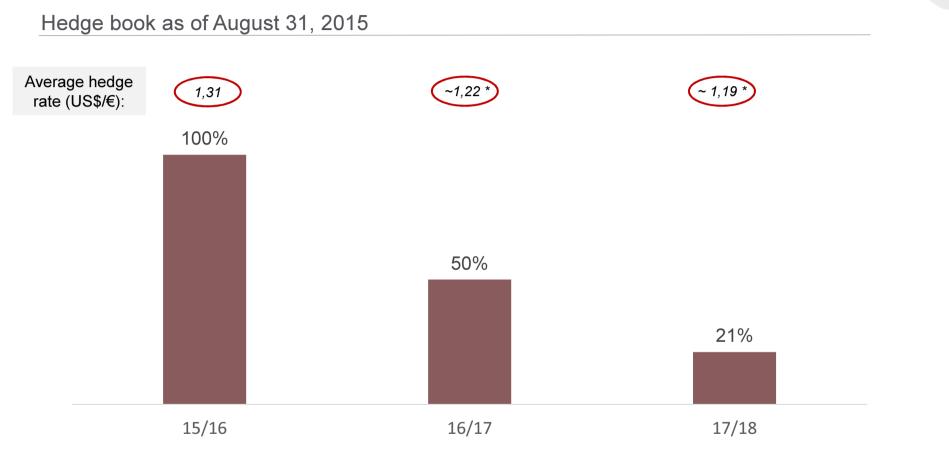
1) Earnings before interest, taxes and fair value measurement of derivative financial instruments

## **BALANCE SHEET**

EUR tsd.		Feb. 28, 2013	Feb. 28, 2014	Feb. 28, 2015	August 31, 2015
	Non-current assets	217,659	274,575	334,976	342,762
ASSETS	Current assets	230,154	294,745	383,269	345,569
	Total assets	447,813	569,320	718,245	688,331
	Equity (incl. non- controlling interest)	198,545	224,828	314,908	324,856
EQUITY &	Non-current liabilities	105,197	238,359	192,413	229,506
LIABILITIES	Current liabilities	144,071	106,133	210,924	133,969
	Total assets	447,813	569,320	718,245	688,331
Ratios	Net debt (in EUR mill.)	76,0	150,7	102,6	145,5
	Equity ratio (in %)	44.3	39.5	43.8	47,2



## Hedge Portfolio / US\$ Exchange Rate



\* Target value



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## OUTLOOK 2015/16

(Extract from the interim report Q2 2015/16)

- On the basis of the orders currently booked for the remaining quarters, the management of FACC AG assumes that the positive development of both revenues and earnings will continue over the year.
- Due to a number of seasonality effects, a high single-digit percentage increase in revenues is to be expected.
- Besides, the company continues to press ahead with the implementation of the FACC Operational Excellence Initiatives.
- Meeting the earnings targets for the 2015/16 financial year will largely depend on the successful implementation of efficiency measures in connection with the increase in output rates for new projects and the completion of customer negotiations currently underway.

## **IR-Information**

#### Share Information

ISIN	AT00000FACC2
Official market	Vienna Stock Exchange / prime-market
Ticker symbol	FACC
Reuters	FACC.VI
Bloomberg	FACC AV
Shares outstanding	45,790,000
Market capitalisation	EUR 290.8 mill.
Share price <sup>1)</sup>	6.35

## **IR Contact**

**Manuel Taverne** Director Investor Relations

Phone: +43/59/616-2819,. Mobile: +43/664/80119 2819 e-mail: m.taverne@facc.com

1) AS OF AUGUST 31, 2105

## **Financial Calendar**

October 22, 2015	Half-year report 2015/16
January 21, 2016	Q3 2015/16
May 25, 2016	Full year results 2015/16

#### Shareholder Structure

