A large, dark blue planet is shown in the upper right quadrant, with a bright sun rising behind its horizon, creating a lens flare effect. The sun is a bright white point of light with several rays extending outwards.

# INVESTOR PRESENTATION

11-2018//FACC GROUP

# FACC AT A GLANCE // SPOT LIGHT

A partner of the global aerospace industry

100% 

Aerospace composite  
lightweight

2 

Engineering centers  
in Austria

5 

Plants

Global 

Network of engineering- &  
Production locations in 13 countries

Tier 1

Partner for all  
aerospace OEMs

20% 

YoY average growth  
EUR 750,7 Mio. Sales in 2017/18

3,500 

Employees worldwide

Nr. 1 

Largest aerospace  
company in Austria

100%

Export

All 

Represented of every  
modern aircraft

# THREE DIVISIONS FOCUSED ON A DEFINED PRODUCT PORTFOLIO

<p><b>AEROSTRUCTURES</b></p>			<p>THE FUTURE IS BUILT ON <b>LIGHTNESS</b> WE SUPPLY IT</p>
<p><b>CABIN INTERIORS</b></p>			<p>THE FUTURE IS IN <b>DESIGN</b> WE CREATE IT</p>
<p><b>ENGINES &amp; NACELLES</b></p>			<p>THE FUTURE DEMANDS <b>EFFICIENCY</b> WE REALIZE IT</p>

# HIGHLIGHTS - CONTINUOUS POSITIVE

A partner of the global aerospace industry

## REVENUES

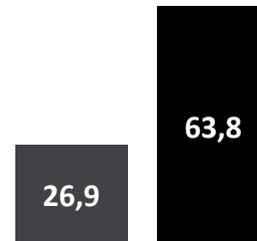
in EUR mill.



■ 16/17 ■ 17/18

## EARNINGS

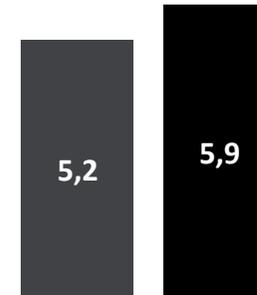
in EUR mill.



■ 16/17 ■ 17/18

## ORDER BACKLOG

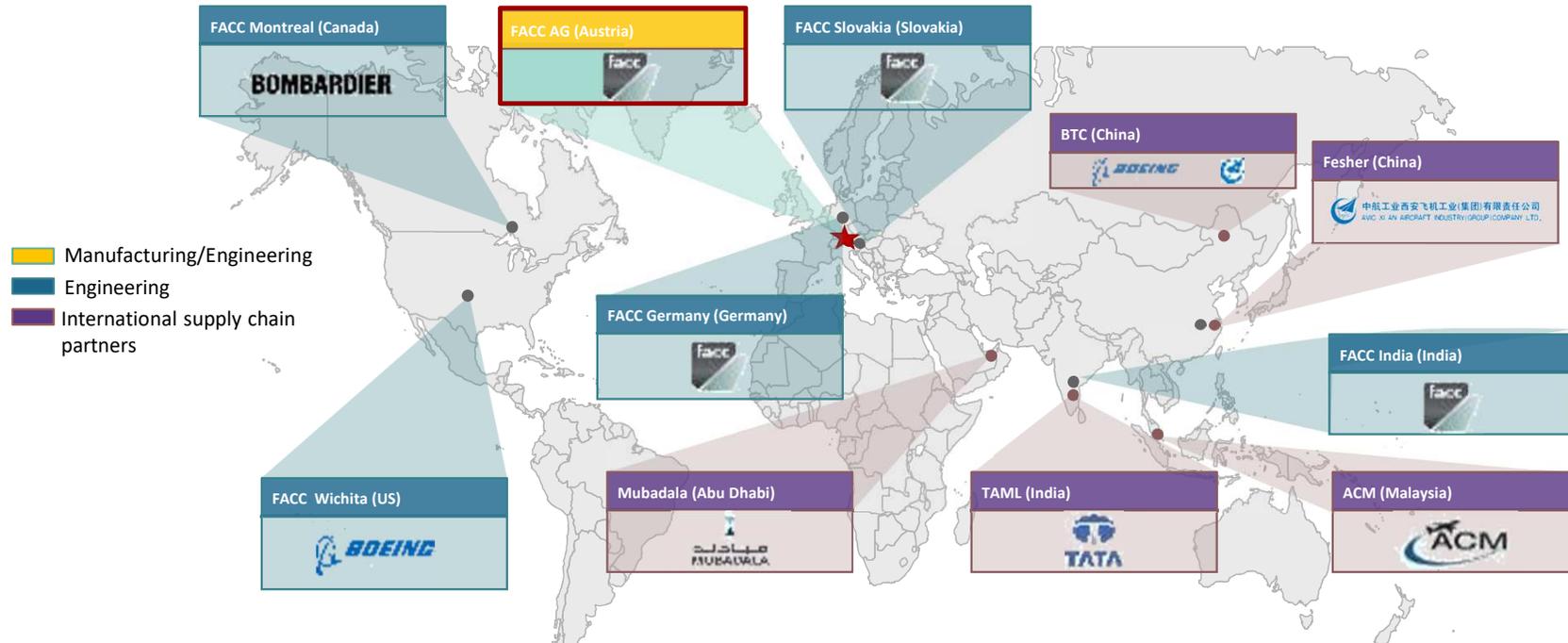
in USD bn



■ 16/17 ■ 17/18



# 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**



# 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.

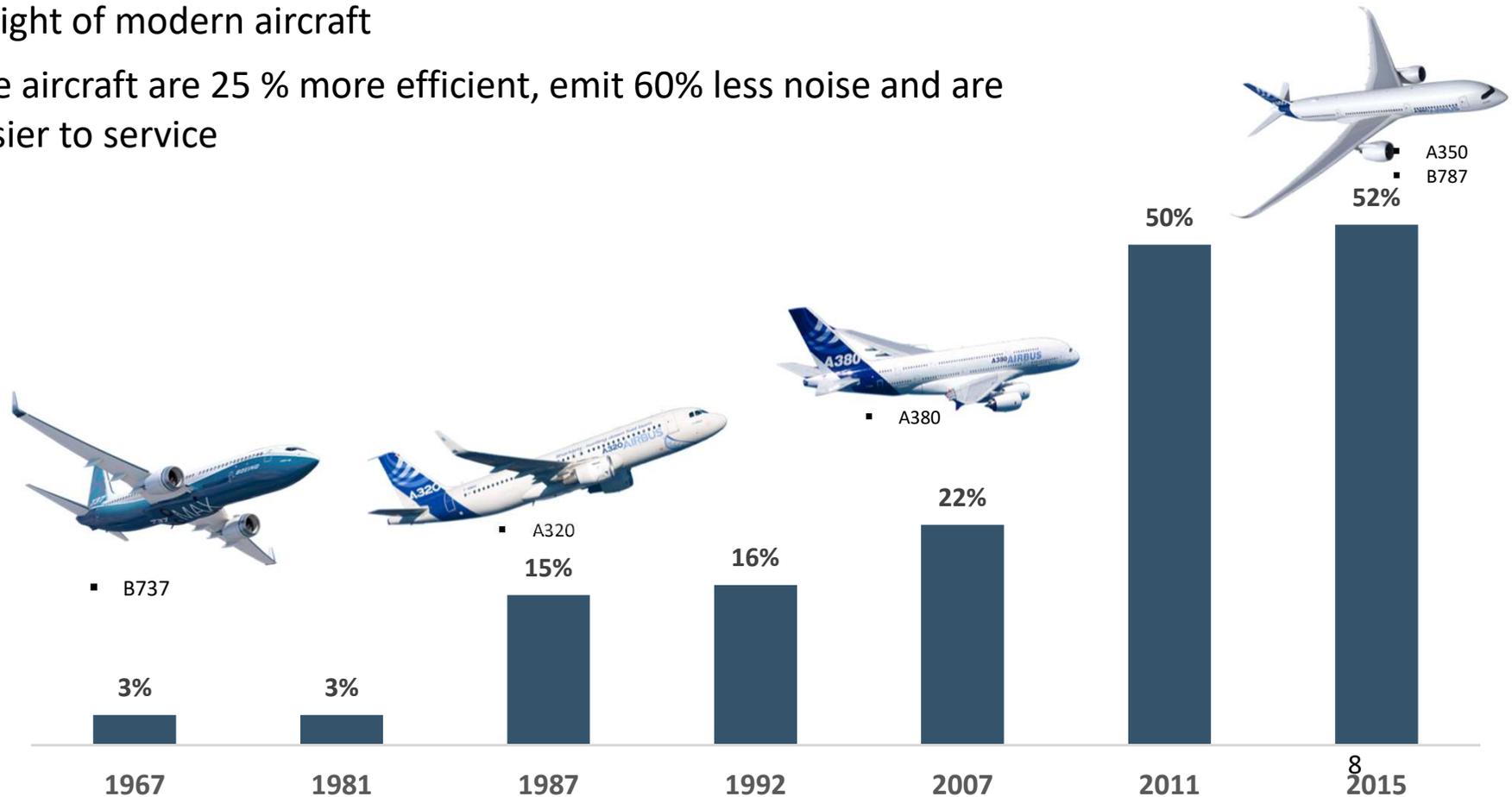


- > **Rolls-Royce extends the partnership** with FACC to a new engine platform. The contract underlines the strong long lasting partnership between both companies.
- > Contract volume – EUR 35 mill.

# 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



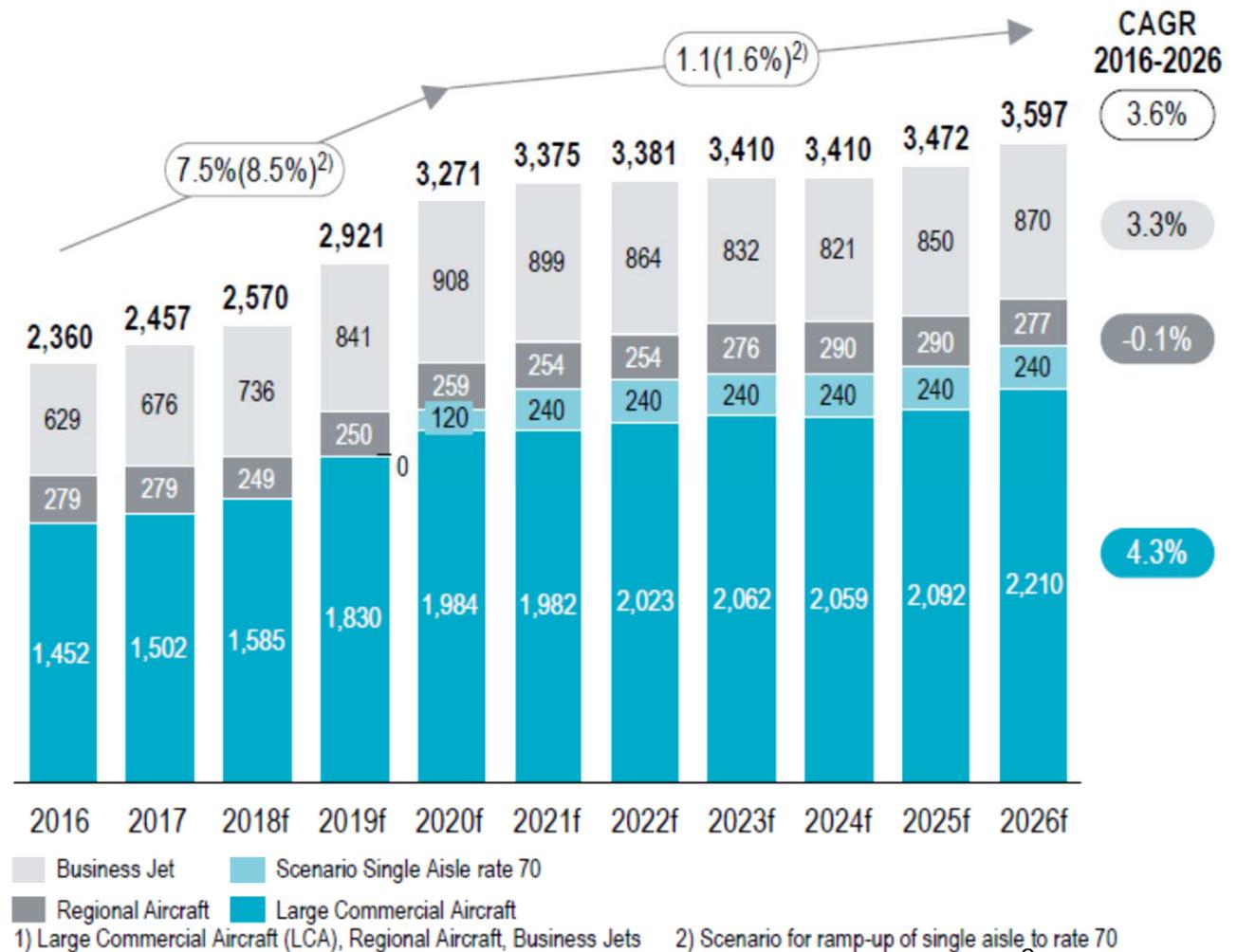
# GLOBAL MARKET FORECAST

Production & delivery rates with solid growth

- **Commercial Aircraft:** Dynamic increase until 2020 (mostly driven by several ramp ups) and a more moderate growth afterwards.

→ Overall growth driven from growing GDP particularly in emerging markets.

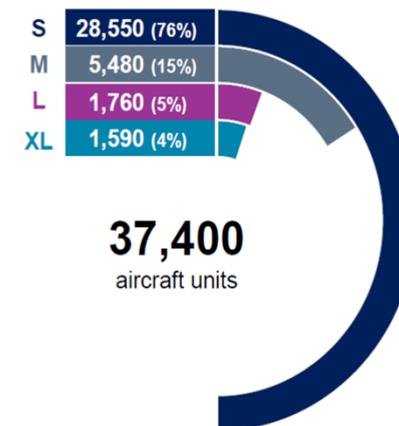
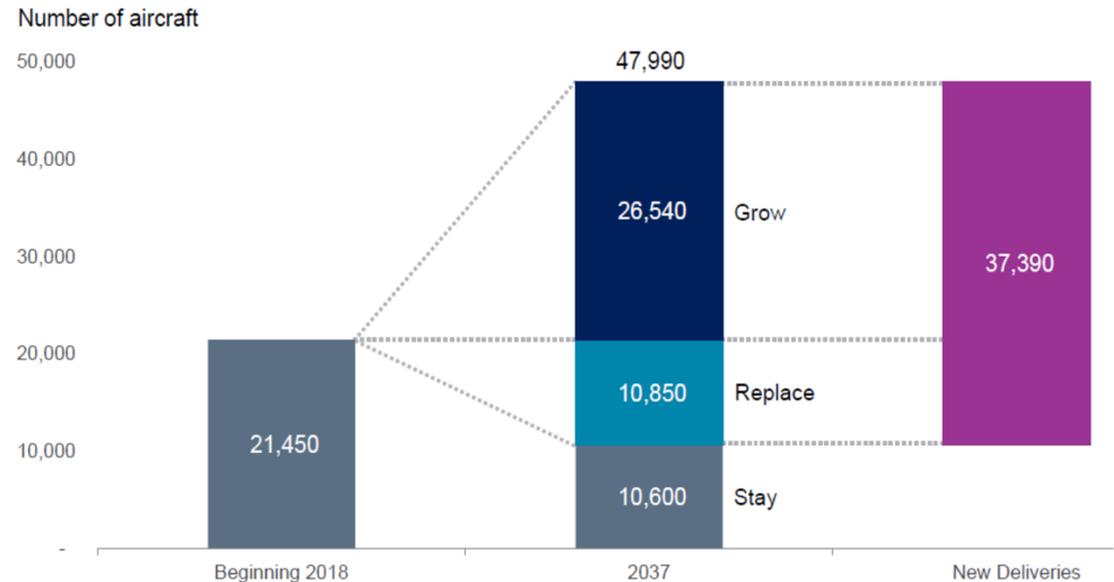
- **Business Jets:** benefiting from increasing GDP until 2020 with stable rates afterwards.
- **Regional Jets:** Constant over time.



# GLOBAL MARKET FORECAST

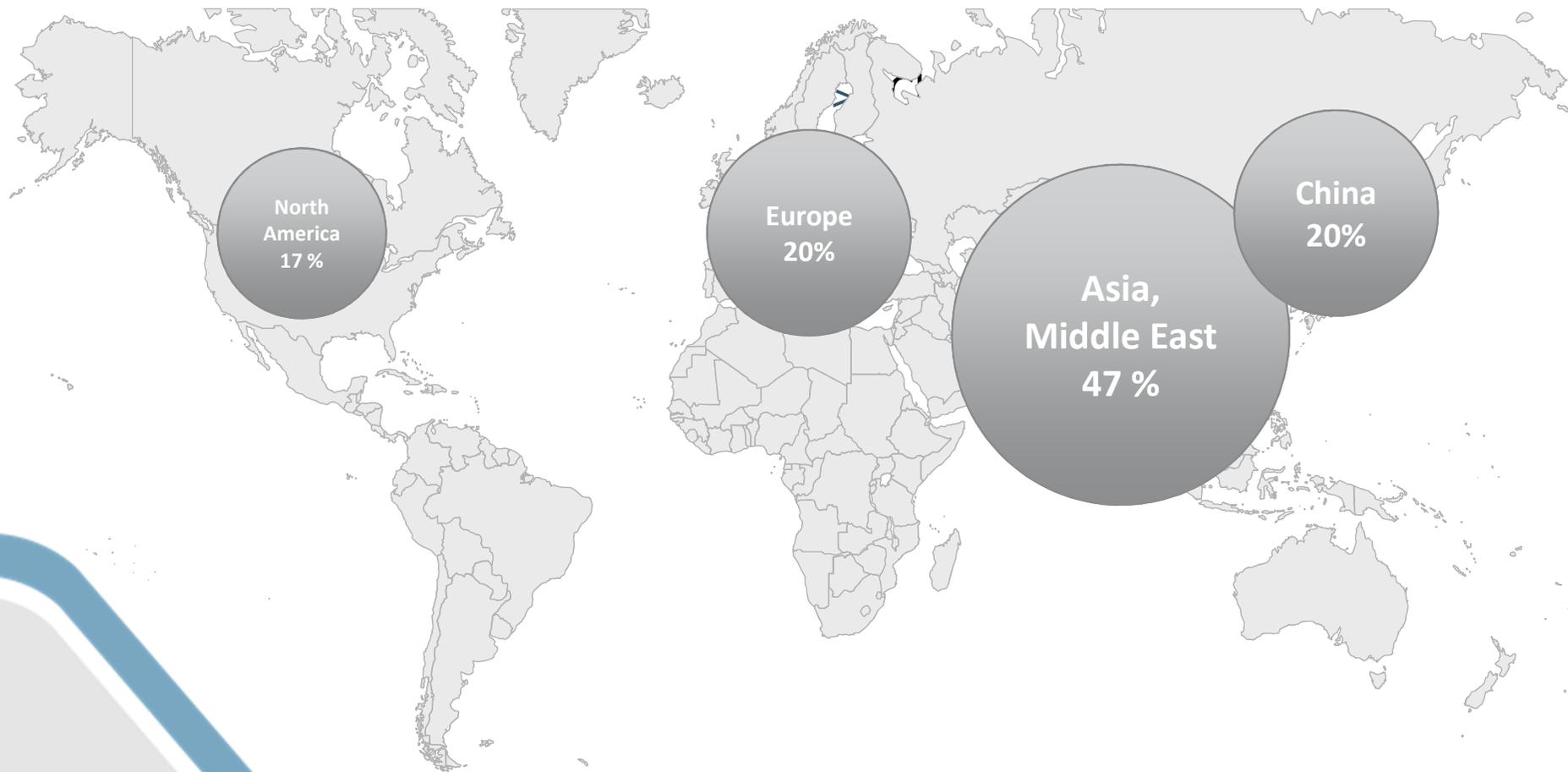
## Economic environment of the sector

- **OEM’s confirmed long-term outlook**
- Until 2036
  - Annual growth of revenue passenger kilometer (RPK) at 5%
  - Demand for more than 35,000 aircraft (new and replacements)
- Growth shifts to Asia Pacific
- “Point to Point” instead of “Hub-System”
- Efficiency, Cost & Performance remain top line requirements
- Single Aisle market dominating market rates and market value



# FUTURE GROWTH MARKETS

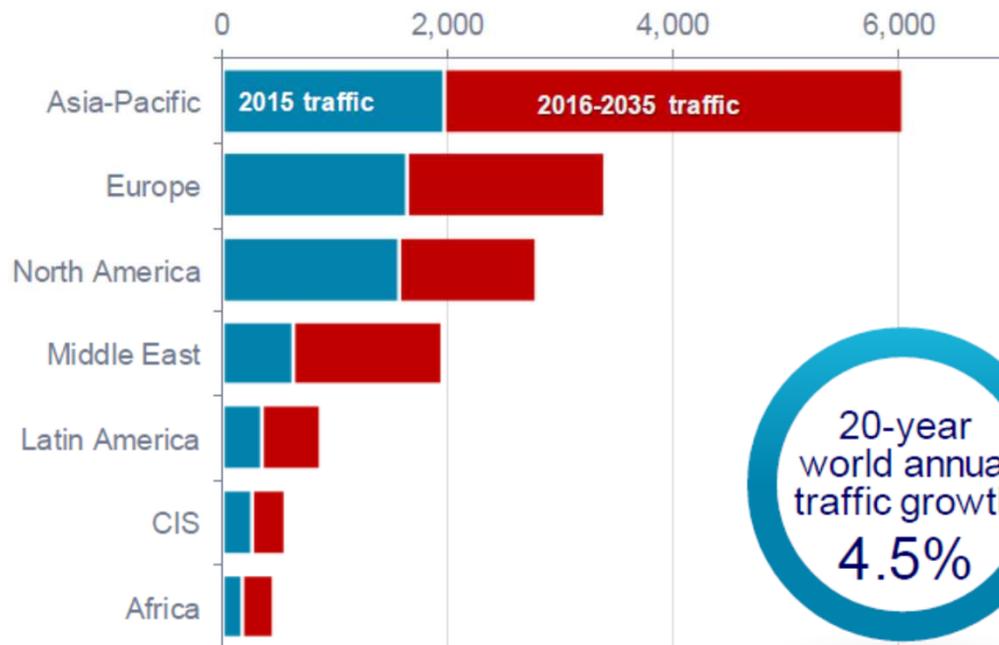
China requires 20% of all new aircraft



# 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%

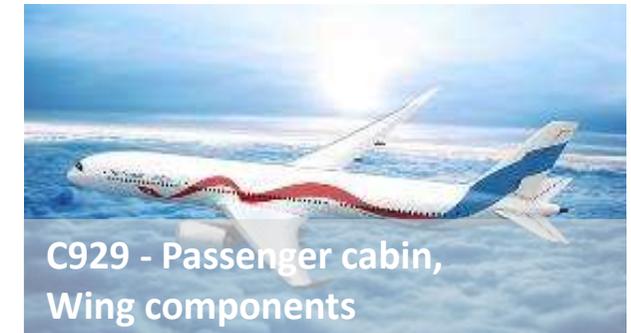
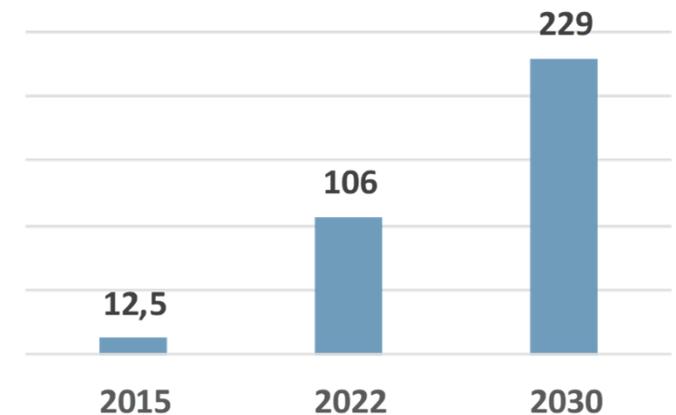
Source: Airbus GMF2016

# CHINA'S AEROSPACE PROGRAM

Substantial growth potential for early FACC engagement

- > **ARJ 21** Program ramp up with 100% rate increases
- > **C919** Flight test program and entry into service (EIS) forecasted for 2021
- > **C929** Possible FACC technology engagement
- > China production: Successful work transfer to China facility accomplished.
- > Revenue Potential: Current China program rate forecast will provide sustainable revenue potential for FACC starting 2021 and beyond.

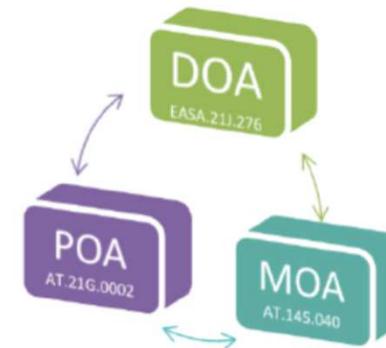
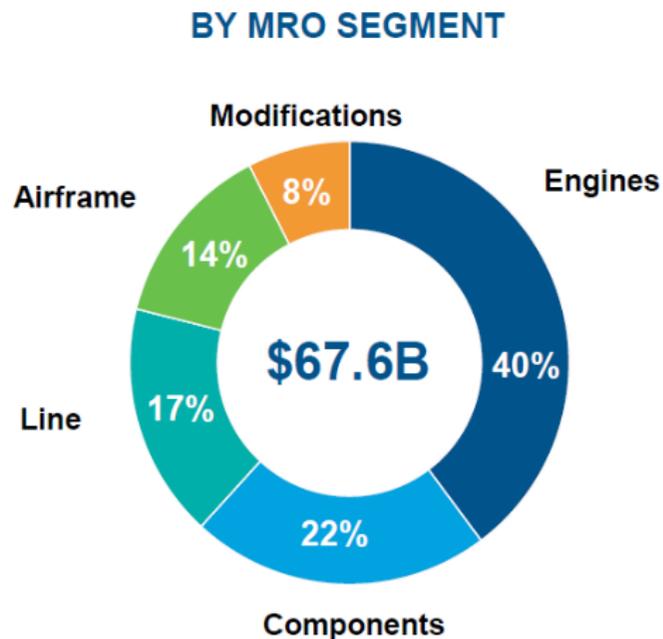
*possible  
revenue development  
mln USD*



# 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



# 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



# 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

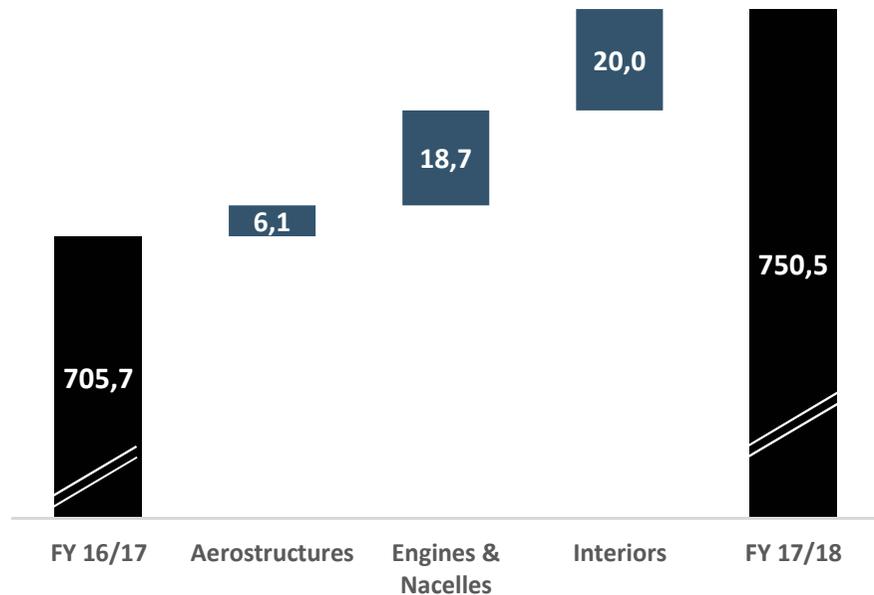
# REVENUE AND EBIT

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

EBIT doubled with cross functional profit improvement measures contributing

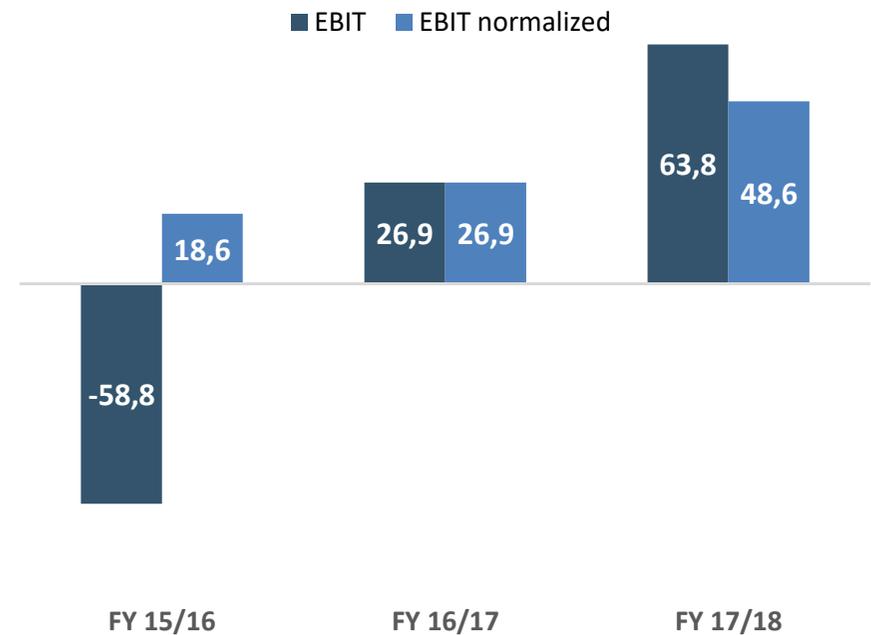
## REVENUES

in EUR mill.



## OPERATING RESULT (EBIT)

in EUR mill.

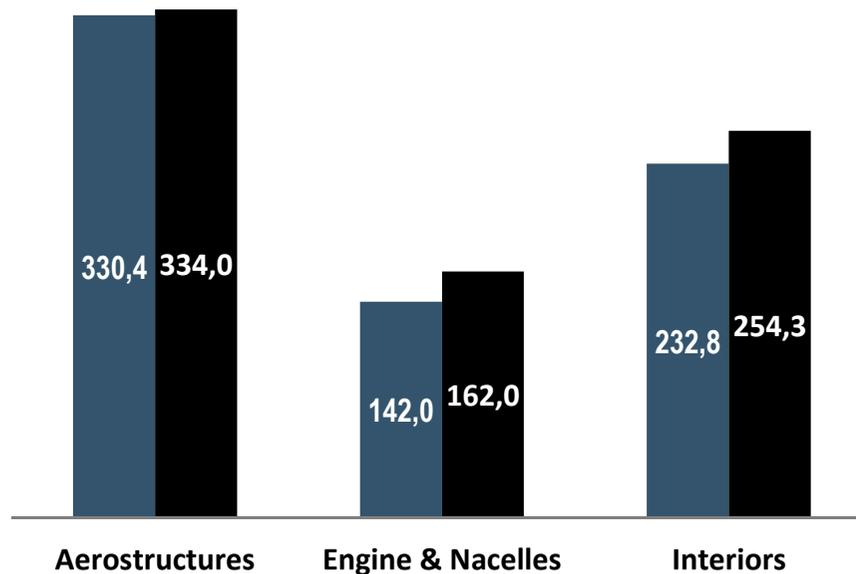


# REPORTING BY BUSINESS SEGMENT

All three divisions profitable since Q2

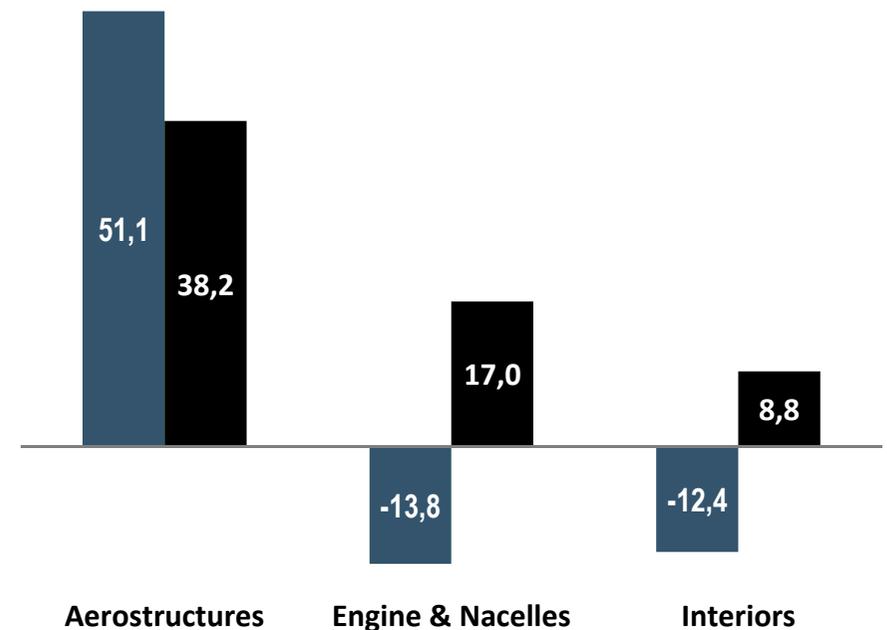
## REVENUES FY 2017/18

in EUR mill.



## REPORTED EBIT FY 2017/18

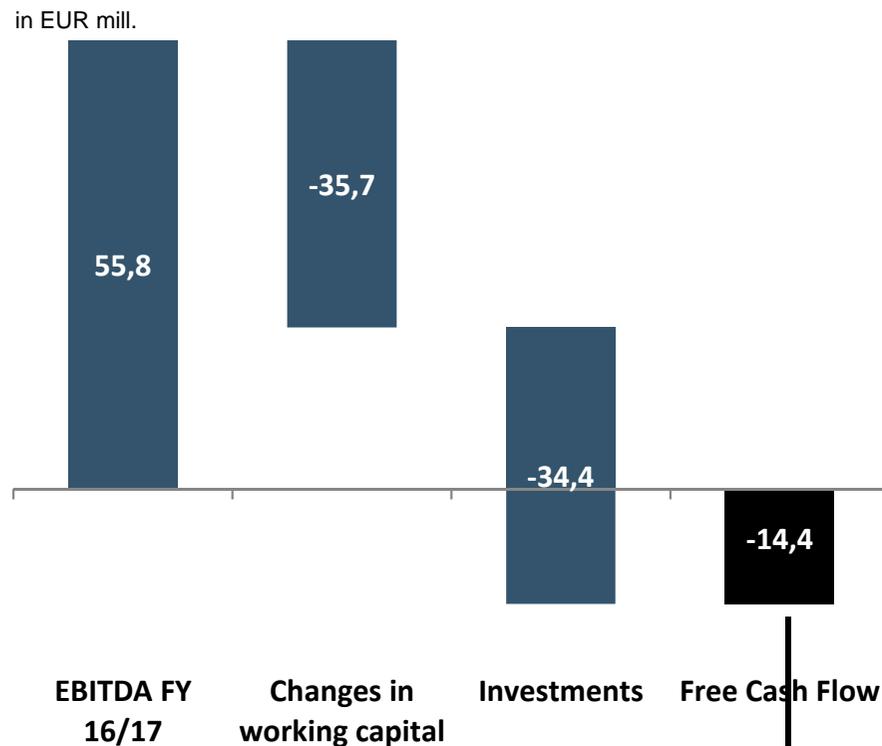
in EUR mill.



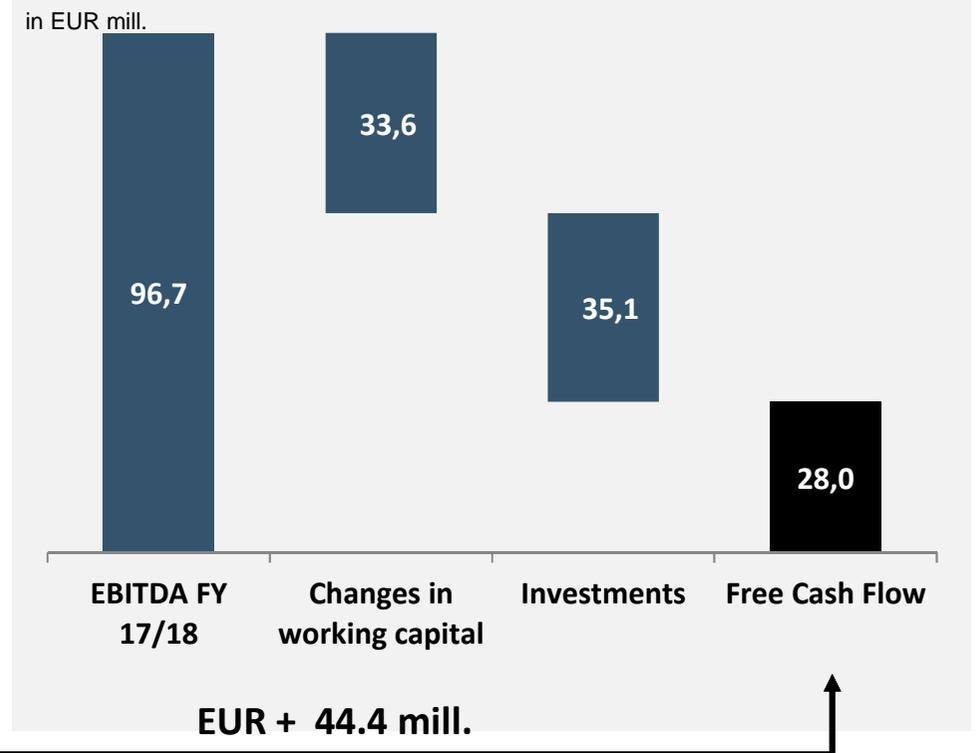
# FREE CASH FLOW

Free Cashflow improvement driven by operating excellence

FY 16/17



FY 17/18

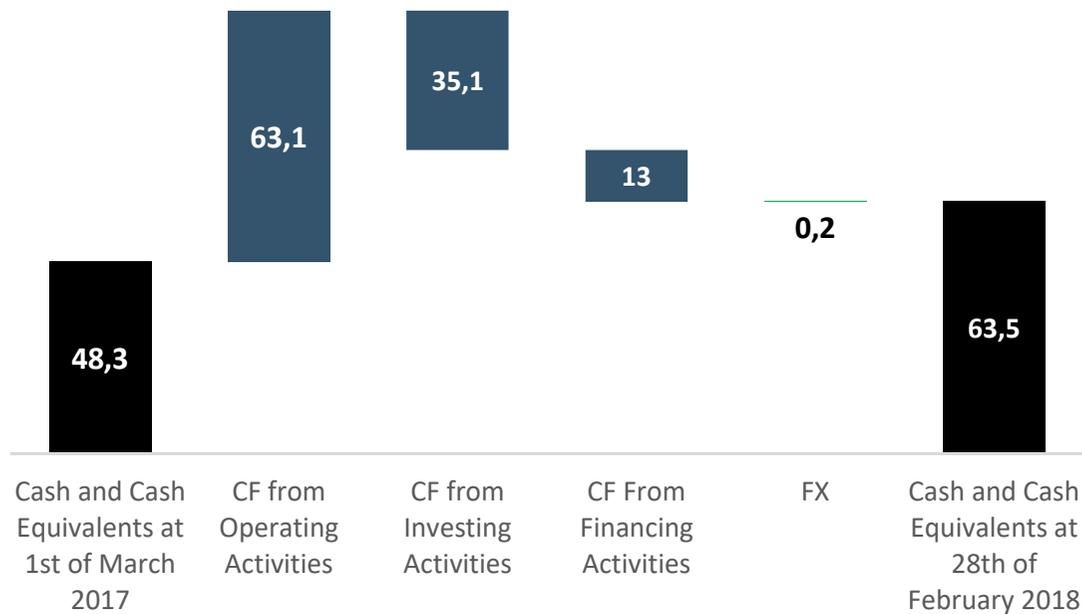


# LIQUIDITY AND INVESTMENT

Profitability and investment control drive cash generation

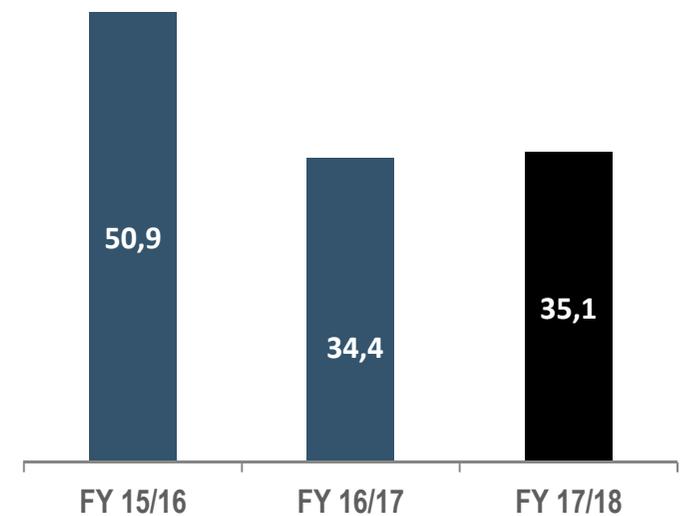
## CASH FLOW

in EUR mill.



## CAPITAL EXPENDITURES

in EUR mill.

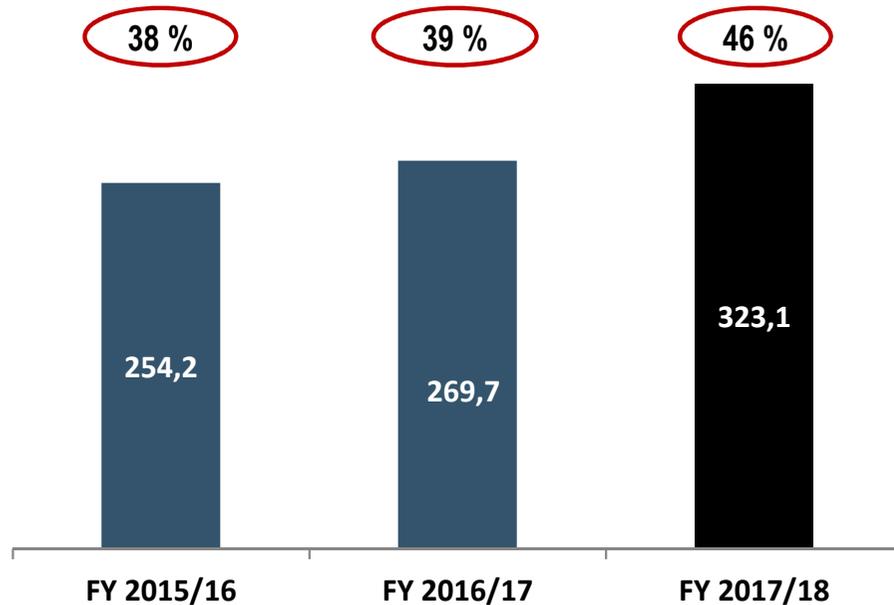


# BALANCE SHEET

Balance Sheet reflects positive performance trend of last two years

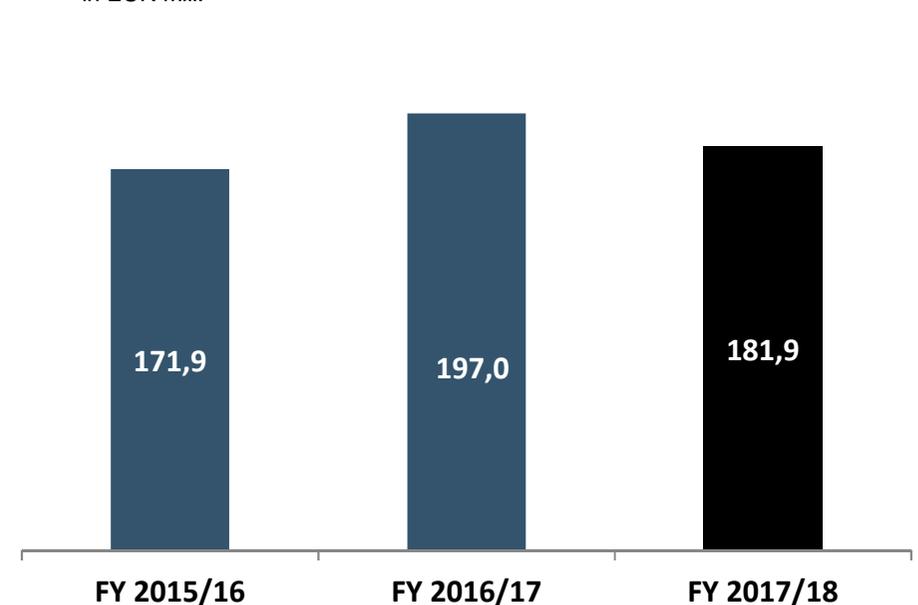
## EQUITY RATIO

in EUR mill.



## NET FINANCIAL DEBT

in EUR mill.



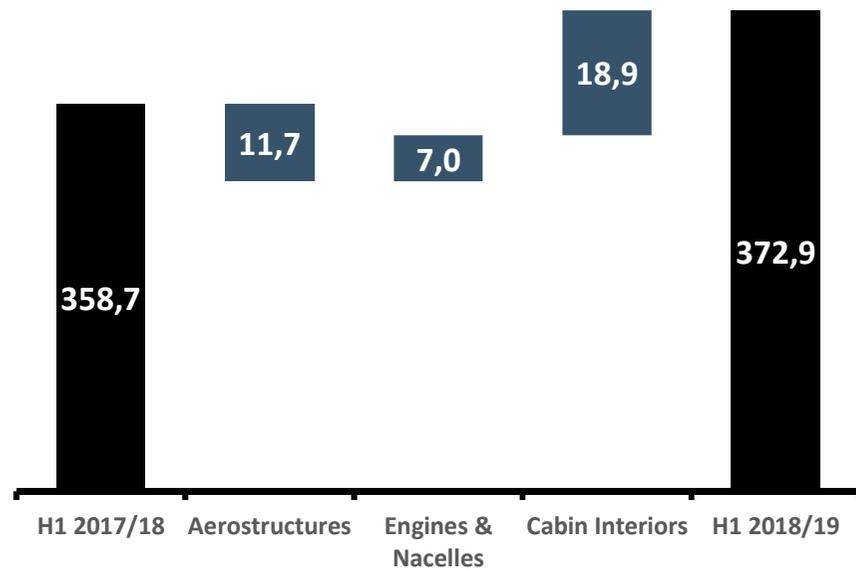


Q2 2018/19

# REVENUE AND EBIT

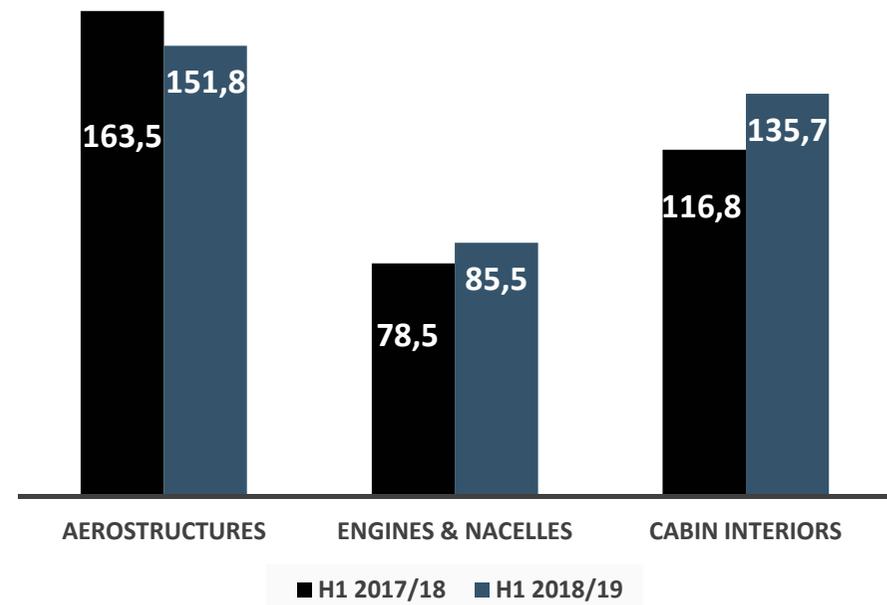
## GROUP REVENUES

in Mio. EUR

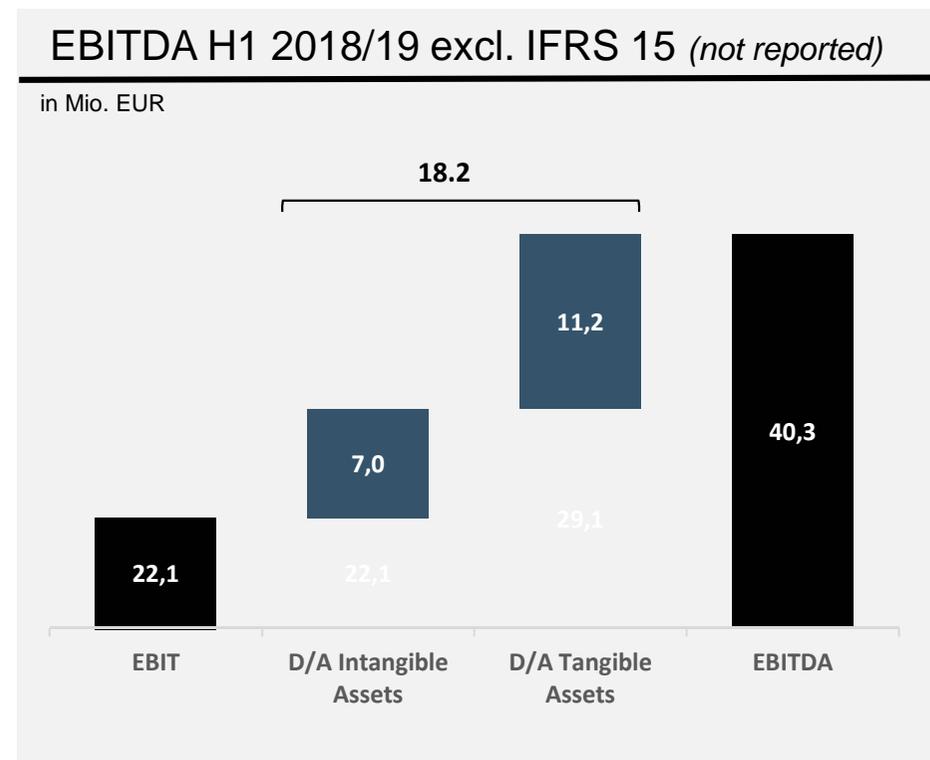
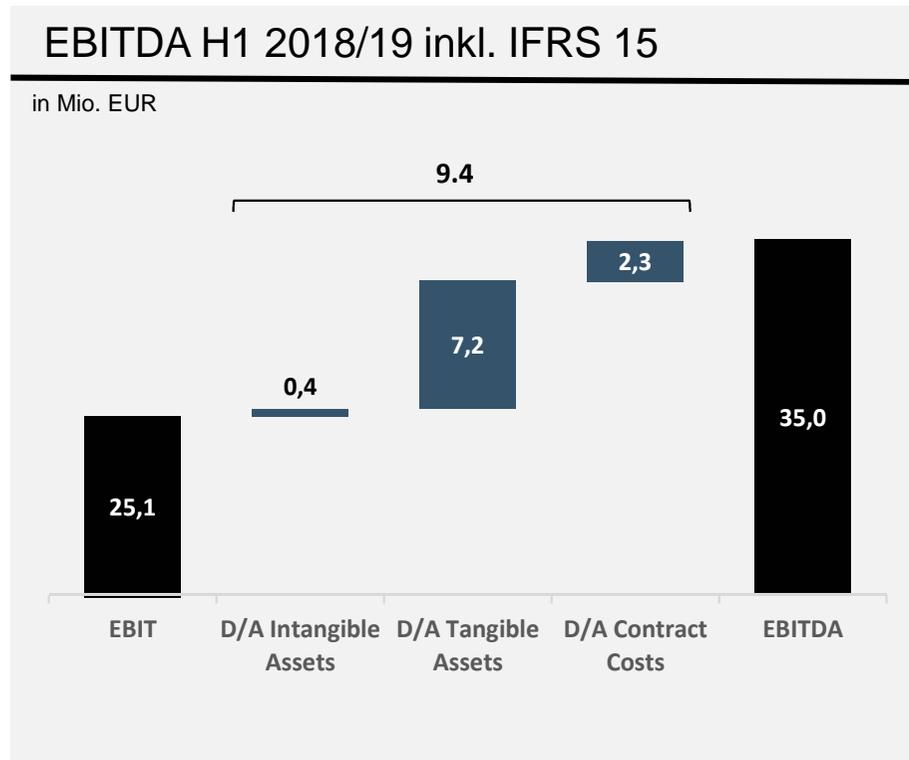


## REVENUES BY BUSINESS SEGMENT

in Mio. EUR



# IFRS 15 - RECONCILIATION

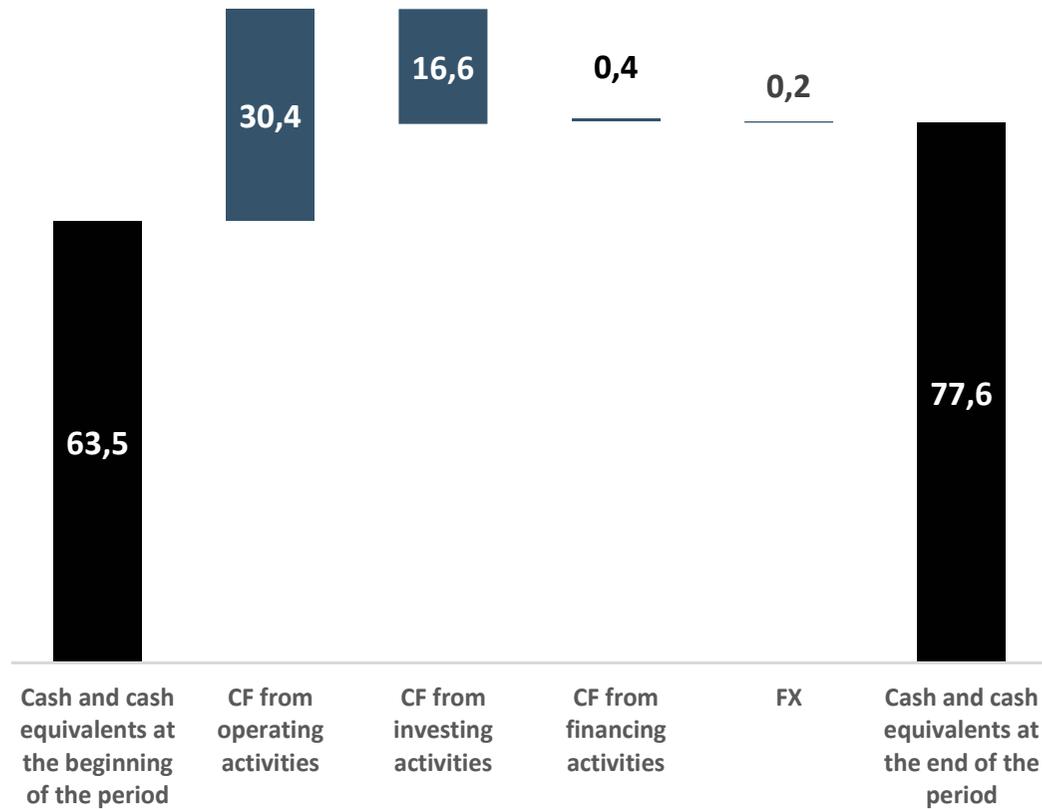


- EBITDA (and EBIT) include a positive currency (USD/EUR) translation effect in H1 2018/19 of EUR 4.3 mill.
- IFRS 15 also results in a sales reduction with an EBIT impact of minus EUR 1.3 mill.

# CASH AND INVESTMENT

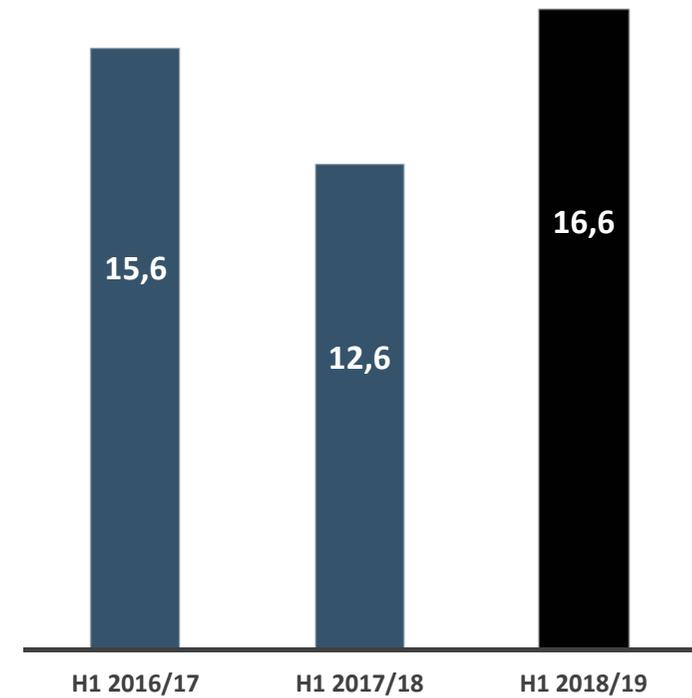
## CASH FLOW

in Mio. EUR



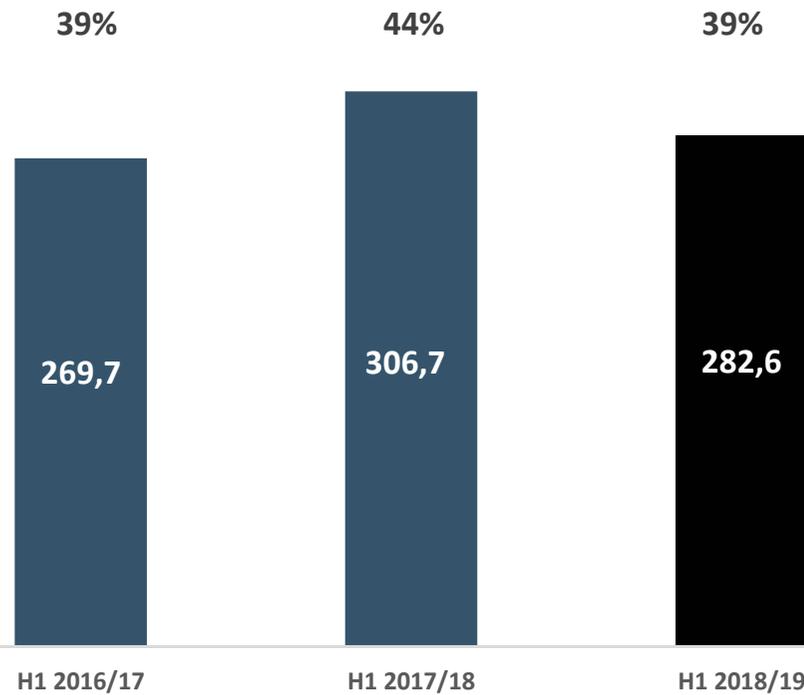
## INVESTMENTS

in Mio. EUR



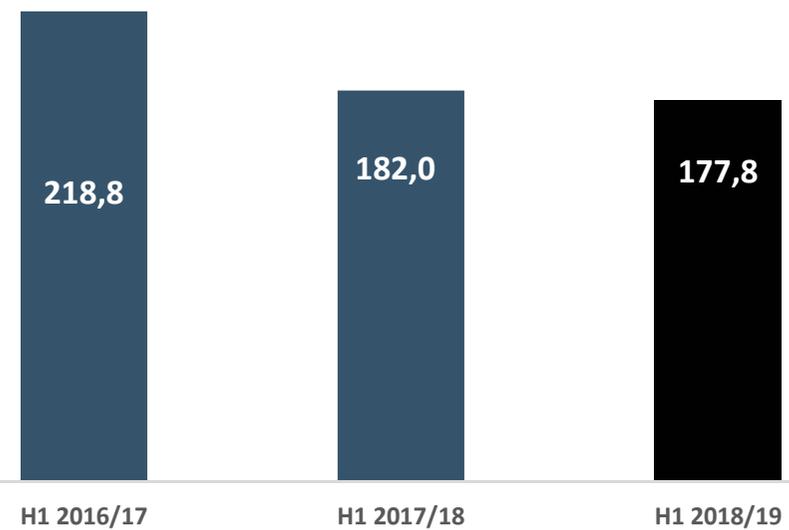
# BALANCE SHEET RATIOS

## EQUITY AND EQUITY RATIO



## NET FINANCIAL DEBT

in Mio. EUR



A glowing blue horizon over a dark planet against a black background. The light source is positioned at the top right of the horizon, creating a bright starburst effect. The planet's surface is dark and curved, with the light reflecting off the top edge.

# OUTLOOK

# CIVIL AEROSPACE MARKET

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

- The **growth trend in the civil aviation industry is expected to remain strong** in the future.
- Current market forecasts of OEMs confirm the constant **annual increase in passenger volumes of around 4.5 %**.
- Over the next two decades, the **global aircraft fleet**, which currently amounts to 21,000 large commercial aircraft will more than **double to roughly 42,500** aircraft by 2036.
- However, a significant shift towards the **new growth markets China and India** is also expected to occur.
- Traffic volumes (flights per year and per capita) are expected to quadruple in these markets by 2036. In the US and Europe, where air travel is already widespread, the number of **flights per capita is expected to increase by an additional 40%**.

# OUTLOOK

*Unchanged compared to reporting for FY 2017/18 on May 16, 2018*

- In the coming years, the company expects to **gradually increase the production rates** of its most important programs.
- **Vision 2020 growth plan** on track based on program ramp ups and new business contracts
- FACC is particularly focused on processing the new orders signed last year. It is expected that the first revenues from these new orders will be generated in 2019/20 financial year.
- Based on current market assessments and the Group's existing product mix, FACC expects **revenue growth in the single-digit percentage range in the 2018/19** financial year.
- Initiatives to reduce cost will continue with highest priority. This will include low cost production but also insourcing activities leading to a **substantial improvement in earnings.**
- **Strong market focus** to increase FACC's market-share in all segments will continue in 2018.



# APPENDIX

# CONTACTS & SHARE 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>	~ 1,000 EUR mill.

## IR Contact

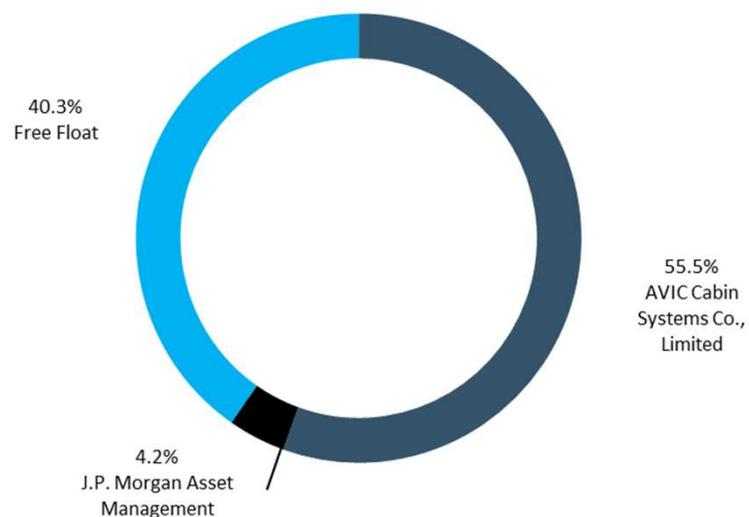
**Manuel Taverne**

Director Investor Relations

Phone: +43/59/616-2819

Mobile: +43/664/80119 2819

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



# 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				
<p>Challenger 350</p>	<p>Learjet 40/45</p>	<p>Global 5000</p>	<p>Global 7000/8000</p>	<p>Legacy 450/500</p>
<p>Lineage 1000E</p>	<p>Phenom 100/300</p>	<p>Gulfstream G350/ 450/550/650</p>	<p>Cessna Citation</p>	<p>Cessna Mustang</p>
<p>Falcon 900</p>	<p>Falcon 2000</p>	<p>Falcon 7X</p>	<p>Hawker 800</p>	<p>EC135/EC145</p>