

# Extend Your Expectations

Q3 2016/17 - Analyst Presentation January 18, 2017





# The Aerospace Market – Overview



- Strong ramp up of the AIRBUS A350 program with a factor of 3,5 YoY
- Narrow Body Airplanes continue with ramp up's performing as scheduled
- Indication of normalization of market demands
- Book to Bill Ration still above 1
- Business Jet order intake temporary below last years volume

### Deliveries, Milestones & Order Book

- Ramp up of new programs as planned
- Program development milestones executed as planned
  - AIRBUS A350-1000 deliveries
  - AIRBUS A330neo deliveries
  - Embraer E2 first part qualification
  - COMAC C919 certification milestones
- 500th shipsets of BOEING B787 product delivered to customers
- Order book 2016/17 shows EUR 700 mill. revenue
- Innovation and technology milestones





### FACC AG - Transforming the Company

- Outsourcing of products to low cost countries to continue
- Automation ongoing
- Restructuring of material supply / make & buy benefiting material cost
- Step reduction of temporary leasing manpower
- Focus on cash management

Our clear goal:

TRUST,
SUSTAINABILITY
and STABILITY.

With passion.



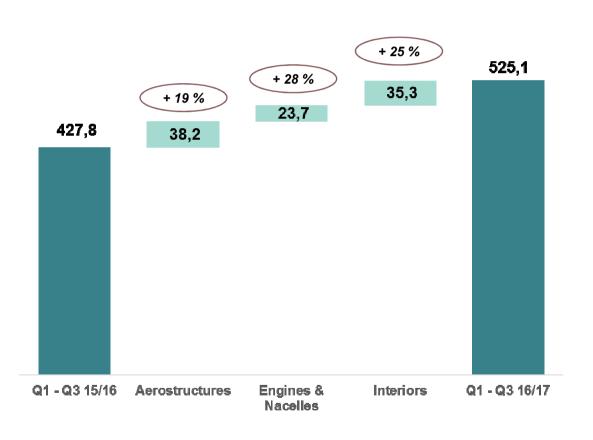
# **DEVELOPMENT OF FACC AG March – November 2016/17**





# Revenues by segment

New projects are gaining further ground – Overall growth of 22.7%



#### **HIGHLIGHTS**

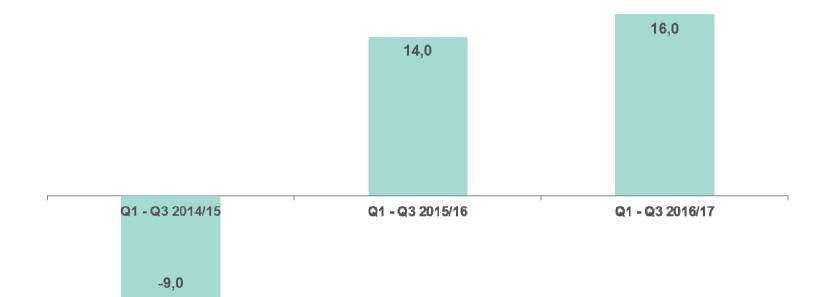
- Overall increase in production revenues of 94,68 mill. EUR or 24.5 %
- Engineering revenues (NRC) improved by 2.6 mill. EUR to 44.7 mill EUR
- Growth from new programs
  - A350 XWB
  - A321 rates
  - C-Series



# Continous earnings improvement

**EBIT** 

EUR mill.











### **Income Statement**

In EUR mill.	2012/13	2013/14	2014/15	Q1 - Q3 2015/16	Q1 - Q3 2016/17
Revenue	434.6	547.4	528.9	427.8	525.1
Changes in inventories	5.5	-8.2	2.8	10.5	14.1
Own work capitalised	4.5	9.8	18.8	14.6	7.6
Cost of materials	-257.1	-308.0	-330.2	-274.9	-336.5
Staff costs	-110.5	-142.6	-162.3	-118.2	-131.7
Other income/expenses	-25.3	-37.5	-39.2	-27.1	-39.8
Depreciation	-17.2	-18.0	-23.3	-18.7	-22.7
EBIT	34.7	41.9	-4.5	14.0	16.0
EBIT margin (in %)	8.0	7.7	-	3.3	3.1
Financial result	-7.7	-5.4	-10.0	-5.6	-3.9
EBT	27.0	36.5	-14.6	8.5	12.1
Taxes	-6.3	-7.6	5.0	-1.0	-2.5
Periodic result	20.8	28.9	-9.6	7.5	9.6



### SEGEMENT REPORT

### Revenue and EBIT by business segment

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Revenue
Aerostructures
Engines & Nacelles
Interiors
EBIT
EBIT Aerostructures

Q3 2015/16	Q3 2016/17	Change
157.7	195.3	24%
72.6	93.8	29%
28.8	38.3	33%
56.3	63.1	12%
7.9	11.4	44%
10.7	16.2	51%
- 0.7	- 1.7	
- 2.1	- 3.1	

Q1-Q3 Q1-Q3 2015/16 2016/17	Change
427.8 <b>525.1</b>	23%
202.1 <b>240.4</b>	19%
83.3 <b>107.0</b>	28%
142.4 <b>177.7</b>	25%
14.0 <b>16.0</b>	15%
<b>25</b> .7 <b>30.3</b>	18%
- 5.6 <b>- 5.4</b>	
- 6.2 <b>- 9.0</b>	



### **BALANCE SHEET**

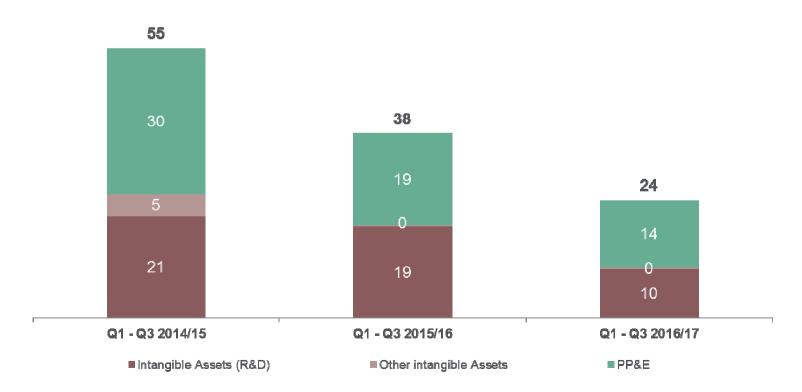
EUR mill.		Feb. 28, 2014	Feb. 28, 2015	Feb 29, 2016	Nov. 30, 2016
ASSETS	Non-current assets	274.6	335.0	365.7	365.1
	Current assets	294.7	383.3	333.5	370.6
	Total assets	569.3	718.3	699.2	735.7
EQUITY & LIABILITIES	Equity (incl. non-controlling interest)	224.8	314.9	304.4	314.5
	Non-current liabilities	238.4	192.5	229.6	206.8
	Current liabilities	106.1	210.9	165.2	214.4
	Total assets	569.3	718.3	699.2	735.7
Ratios	Net debt (in EUR mill.)	150,7	102,6	171.9	240.7
	Equity ratio (in %)	39.5	43.8	43.8	43.5



# Capital expenditures

Consequent control of investments however in line with the progress of the business growth

EUR mill.





### Outlook

### Focus on Profitability

- Strong organic growth due to rate increase on major aircraft programs
   → A350 XWB, A320, Boeing 787 ....
- Start of serial deliveries for new programs like Bombardier C-Series
   Wing to Body Fairings , New A320 Interior, Embraer E2 wing components
- Improvements in efficiency measures ongoing
- Group revenues to increase by 20% to approximately EUR 700 million
- Operating results (EBIT) is expected by a continuing business
  development as planned and adjusted by one off effects, significantly above
  the prior year's figure



### **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	~ 250 EUR mill.

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### **Shareholder Structure**

