

A stylized image of a planet's horizon against a black background. A bright sun is rising behind the horizon, creating a lens flare effect.

BEYOND HORIZONS

Analyst Presentation - Q3 2018/19

January 17, 2018

The background of the slide is a low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are set against a bright blue sky with scattered white clouds. In the upper center of the frame, a white commercial airplane is captured in flight, moving towards the top of the image. The overall composition conveys a sense of height, modernity, and aviation.

HIGHLIGHTS Q3 2018/19

MARKET & OPERATIONS

HIGHLIGHTS

FACC`s continuous growth path

Financial summary

- 4% growth in revenues to EUR 589.2 mill.
- Operating results increased by 5.3% to EUR 42.2 mill.
- Outlook for the fiscal year 2018/19 confirmed

Major program milestones in Q3 2018/19

- First delivery of the AIRBUS A320 Airspace cabin
- AIRBUS A220 ramp up
- Embraer E2 and COMAC C919 part testing & qualification completed
- Strategic partnership signed with Ehang for „Urban Air Mobility“

REVENUES 
 EUR 589.2 mill.

EBIT 
 EUR 42.2 mill.

Order Backlog 
 USD 6.5 bn

EHANG - STRATEGIC PARTNERSHIP

Joint Development

FACC engineering, certification and technology leadership in lightweight composite systems supports industrialisation of product.

Step by Step penetration of market

Cargo vehicle delivery for oil platform support and other missions considered first. Certification for further use to follow with market readiness in 3-5 years.

Market penetration

Step by step increase of units built from 300 in 2021 up to > 1.000 p.a. before 2025



AEROSPACE MARKET SUMMARY

Positive market trend confirmed by major customers

- > 1,608 aircraft delivered in calendar year 2018
- > Airbus over fulfilled 2018 market expectations
- > Long term guidance confirmed by all OEMs
- > Boeing-Embraer merger in its final stage
- > EIS (entry into service) of the Bombardier Global 7500 business jet family



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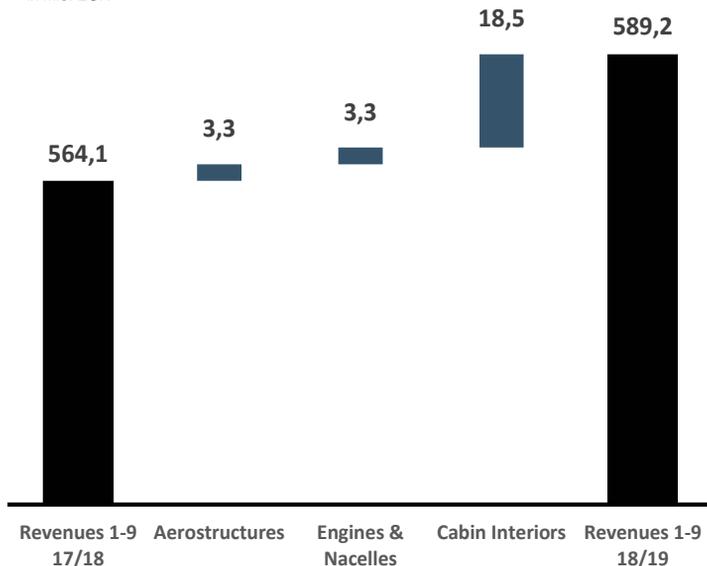
KEY FINANCIALS 1-9 2018/19

REVENUES 1-9 2018/19

- ✓ Strong increase in overall revenues by 4.5%
- ✓ Interior division driving the business expansion

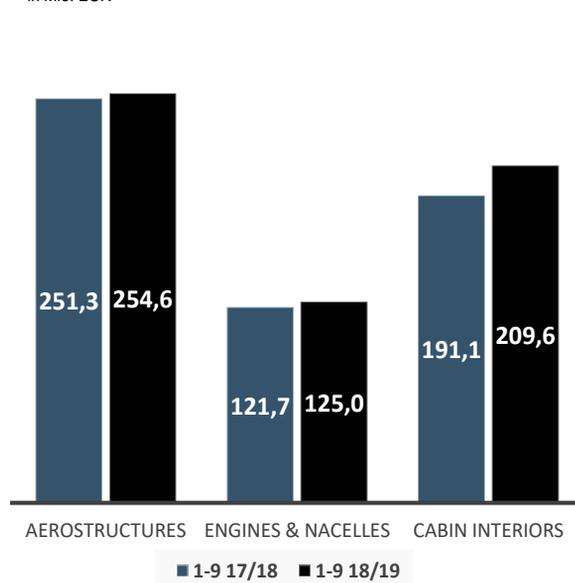
GROUP REVENUES

in Mio. EUR



REVENUES BY BUSINESS SEGMENT

in Mio. EUR

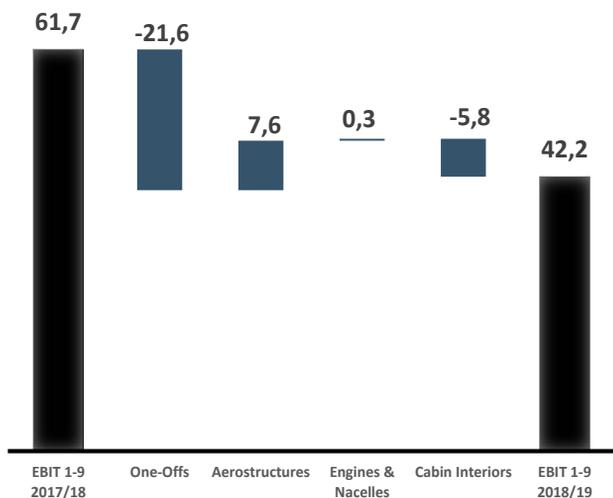


EBIT 1-9 2018/19

- ✓ Positive EBIT contribution in Aerostructures due to higher NRC share
- ✓ Interior profit lower than last year due to new versions introduction

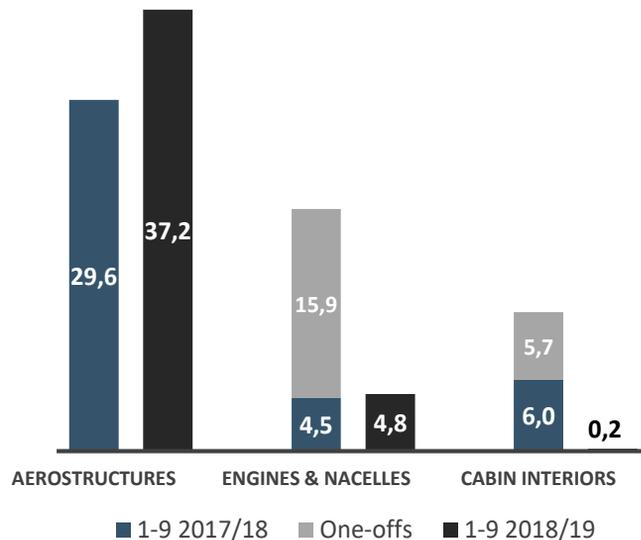
GROUP EBIT

in Mio. EUR



EBIT BY BUSINESS SEGMENT

in Mio. EUR

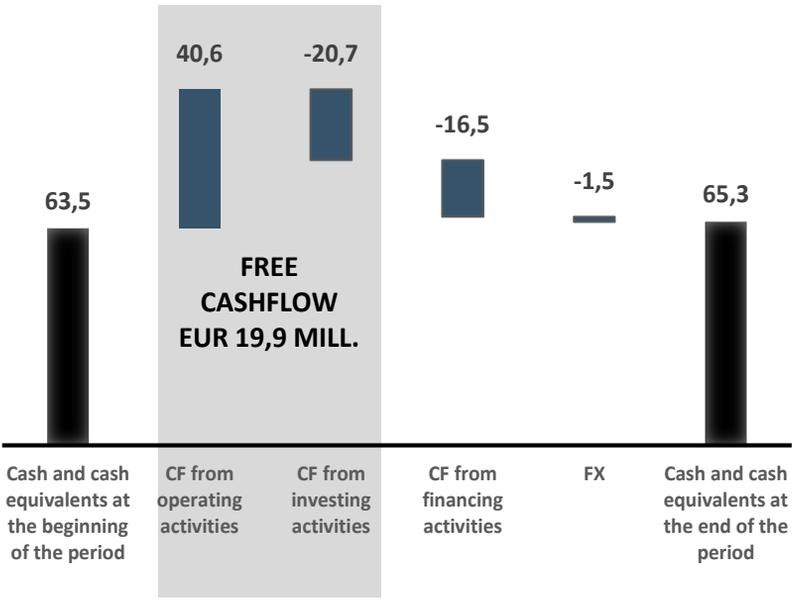


CASHFLOW UND INVESTMENTS

- ✓ Solid cashflow generation from operations
- ✓ Investments on constant levels

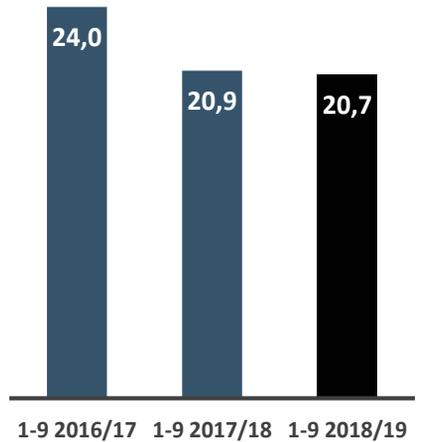
CASHFLOW DEVELOPMENT 1-9 2018/19

in Mio. EUR



INVESTMENTS

in Mio. EUR

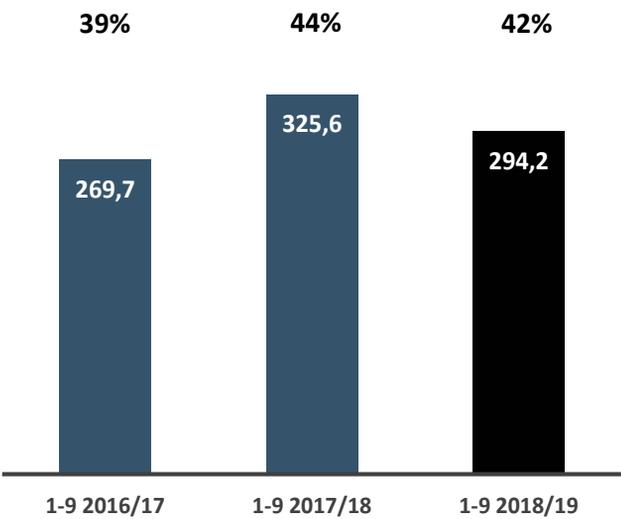


BALANCE SHEET RATIOS

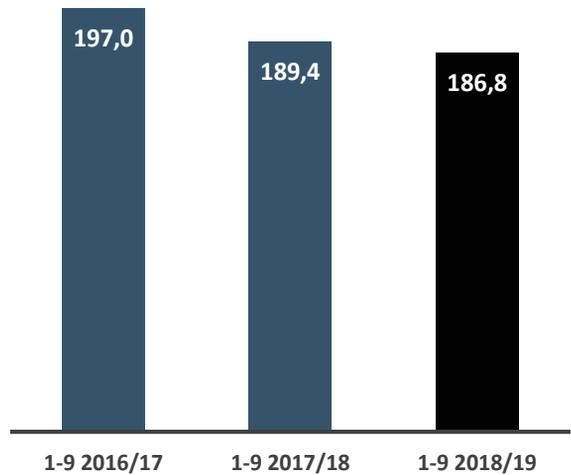
- ✓ Equity ratio impacted by new accounting standard - IFRS 15
- ✓ Net debt trend decreasing

EQUITY AND EQUITY RATIO

in Mio. EUR



NET FINANCIAL DEBT

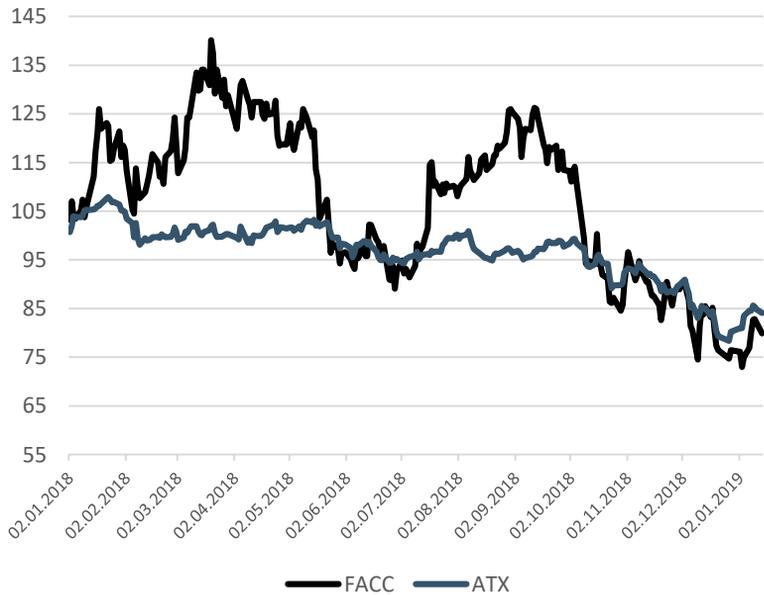


OUTLOOK FISCAL YEAR 2018/19

Continuous growth and new programs

- Execution of phase two of the investment program
 - Implementation of required capacity in production
 - Automation and I4.0 initiatives
 - Investments into new programs
- Financial targets
 - Revenues: EUR 760 - 770 mill
 - EBIT : EUR 52 - 55 mill.
- Gain new market shares in all business segments
- New materials and production technologies

SHARE INFORMATION



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