# BEYOND HORIZONS WELCOME TO THE WORLD OF FACC



# **FACC OVERVIEW**

100%

Aerospace technology & composite lightweight

500



R&T employees, >300 patents, 10% research quota

Avic
Fortune 500 company

Tier-1 Partner for all aerospace OEMs

5.7bn

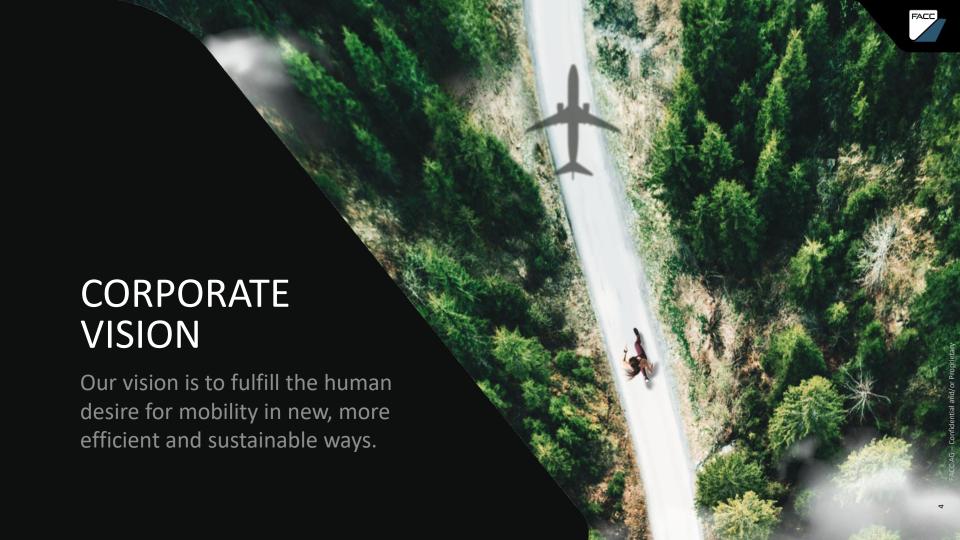
2.700 Employees from 41 nations

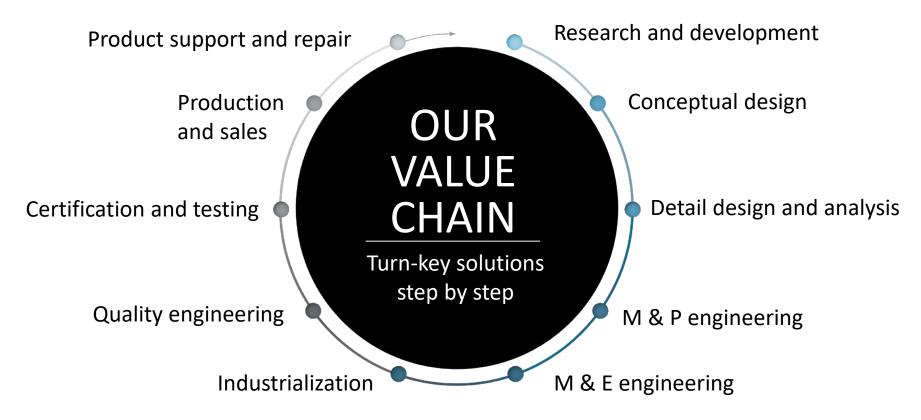
Global Network of over 13 engineering production locations

100% (Export worldwide

Represented on every modern aircraft



























CUSTOMER NETWORK

Longstanding relationships with all leading aircraft and engine manufacturers























# TIER-1 PARTNER

Wide range of service – from product ideas to customer tailored solutions







# **AEROSTRUCTURES**

THE FUTURE IS BUILT ON LIGHTNESS. WE SUPPLY IT



### **AEROSTRUCTURES COMPONENTS**

#### **CONTROL SURFACES**



Spoilers, airbrakes, flaps, ailerons, rudders, elevators, ...

#### **FAIRINGS**



Flap track fairings, pylon fairings, wing-to-body fairings, ...

#### WING COMPONENTS



Winglets, wing boxes, wing panels, composite ribs & spares, ...





# ENGINES & NACELLES

THE FUTURE DEMANDS EFFICENCY. WE REALIZE IT





## **ENGINES & NACELLES COMPONENTS**

#### **ENGINES COMPONENTS**

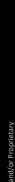


Generator fairings, outer bypass ducts, splitter fairings, fan track liners, ...

#### **NACELLES COMPONENTS**



Engine inlets, fan cowls, blocker doors, translating sleeves, pylon fairings, ...







# CABINI INTERIORS

THE FUTURE IS IN DESIGN. WE CREATE IT

# FACC AG — Confidential and/or Proprietary

# **CABIN INTERIORS SOLUTIONS**

#### COMMERCIAL AIRCRAFT



Cockpit, entrance and passenger door linings, main cabin incl. OHSC, ceiling panels, sidewalls, partitions, monuments, ...

#### **BUSINESS JETS**



Cockpit, cabin and baggage compartment linings, cabinets, table/partition mechanism, window shades, ...

#### FREIGHTERS & HELICOPTERS



A wide range of options guarantees customized solutions geared to individual purposes.





# AFTERMARKET SERVICES

THE FUTURE REQUIRES PERFORMANCE. WE GUARANTEE IT



## AFTERMARKET SERVICE SOLUTIONS

#### **REPAIR**

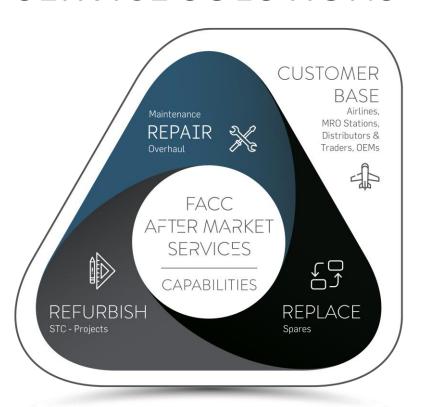
Full MRO service package for winglets, sharklet, control surfaces and fairings, full service for NDT inspection, ...

#### **REFURBISH**

Handcrafted business or private jet interior refurbishment, passenger luggage space upgrade, center ceiling stowage, LAV4ALL, ...

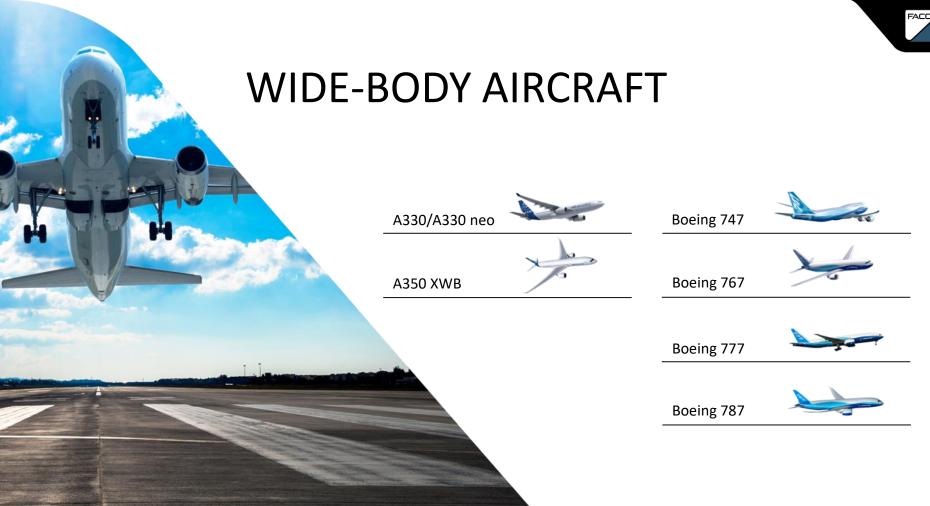
#### **REPLACE**

Cost saving lip seals, ...









# NARROW-BODY AIRCRAFT

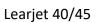






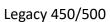








Global 7000/8000





Lineage 1000E



Phenom 100/300







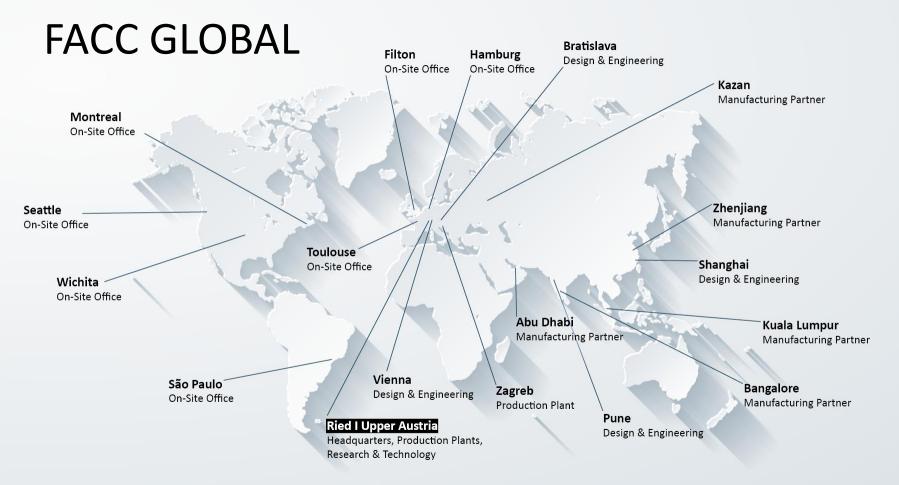


# **HELICOPTERS**



H135/H145















## SUSTAINABLE STRATEGIC GOALS

#### For 2021 and 2022

#### **ENVIRONMENT**

Production takes place exclusively under ecological, ergonomic and safety-relevant aspects

#### **EMPLOYEES & SOCIETY**

We want to be among the best employers and vocational instructors

#### **ECONOMY**

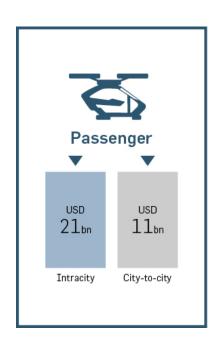
Sustainability, diversity and customer orientation as a guideline for all activities

- > Use of electricity from exclusively renewable sources
- > Increase our recycling rate for production waste to around 30 percent
- > Reduction of light pollution through full conversion to LED
- > We try to produce mostly CO2-neutral by 2050
- > Granting a safe and respectful work environment to retain skilled workers
- > Increase in employee satisfaction
- > Increase in the quota of women in managerial positions
- Reduction of accidents at work
- > Measures to combat the corona pandemic
- > Economic success and increasing sales in order to be able to achieve our strategic goals
- Sustainable high profitability
- > Increase in customer satisfaction
- > Increase in eco-efficiency
- Ecological orientation of supplier management





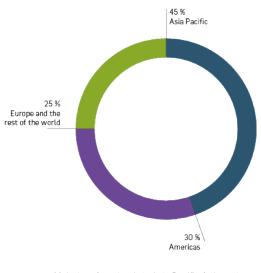
# **UAM - MARKET POTENTIAL**



#### Break down of intracity market (USD bn)



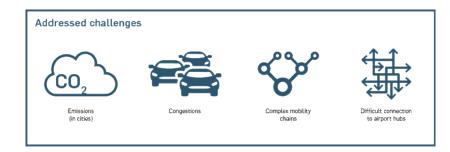
#### Regional split of intracity market (%)

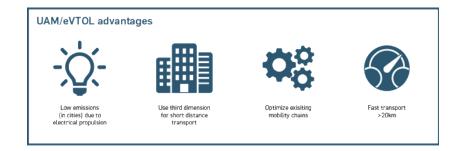


- Majority of market is in Asia Pacific followed by Americas driven by
  - Megacities in these regions
  - Increasing need to cope with congestion and emissions levels



# **UAM - BETTER SOLUTIONS**









# **AAV APPLICATIONS**





# **AAV APPLICATIONS**



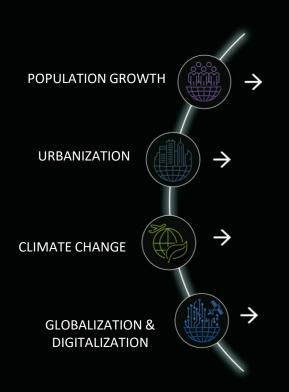


# **ROADMAP FACC 2030**

Committed to the Sky – at all Levels



# **GLOBAL TRENDS**





IDEAL
PREREQUESITES
FOR OUR
LIGHTWEIGHT
INNOVATIONS



# **ROADMAP FACC 2030**

Aviation remains core business, UAM & Space will diversify future business





## **AVIATION**

Our goal is to be represented on every modern commercial and business aircraft with FACC innovations

#### Our focus:

- > Increasing market share
- Expansion of customer and product portfolio
- Expansion of vertical integration and manufacturing competencies
- > Focus on integrated subsystems
  - Expansion of Aftermarket Services



The need for new urban mobility solutions is increasing (e.g. air taxis, logistics, search and rescue drones)

#### Our focus:

- > Balanced, broad customer and product portfolio
  - Preferred Tier-1 development and manufacturing partner

## **SPACE**

Launchers, satellites, space travel - space is a significant growth market

#### **Our focus:**

- Recognized technology partner in the space industry
- > Preferred Tier-1 development and manufacturing partner
- Generate additional business growth through new markets



# FACE

## **FACC 2030**

#### At a Glance

80 % of the world's population have never traveled by plane.



The aviation market will continue to grow. The potentials for expansion in FACC's core segment are enormous.

The climate protection targets are ambitious and important.



FACC's technologies provide perfect solutions in this respect.

Urban air mobility and space travel are advancing rapidly, spurring new sales markets to emerge.



We will leverage our lightweight solutions in these markets as well and, in this way, generate additional business growth.



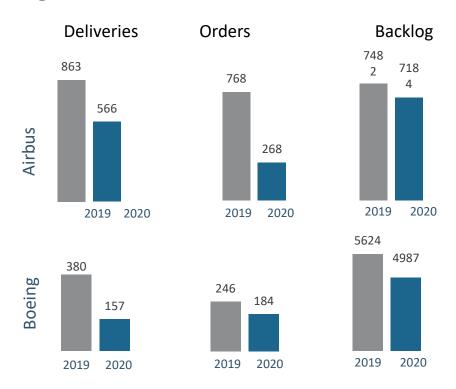


Financial Year 2020



## **OEM ORDERBOOK 2020**

### High order levels



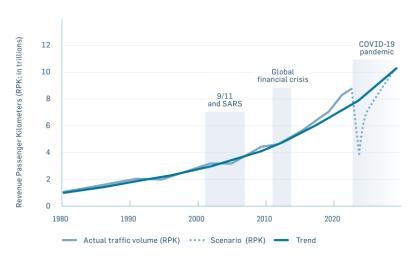
- Airlines postpone deliveries, but relatively few cancelations
- > Airbus and Boeing still hold 12.171 firm orders
- Narrow body planes with majority – A220/A320 are most sold platforms with 6.372 firm orders
- > Boeing 737 MAX with currently 3.995 firm orders



## MARKET DEVELOPMENT

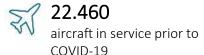
### Mid- and longterm: stable upward trend

AVIATION HAS PROVEN RESILIENT OVER AND OVER AGAIN



- > Market trough reached in August 2020
- > Stabilisation since then, but no growth in 2021
- Short and medium-range aircraft should resume growth in 2022
- > Pre-Corona market levels of 2019 should be reached again in 2025
- > 4% p.a. annual growth to be expected after 2025

Source: Boeing





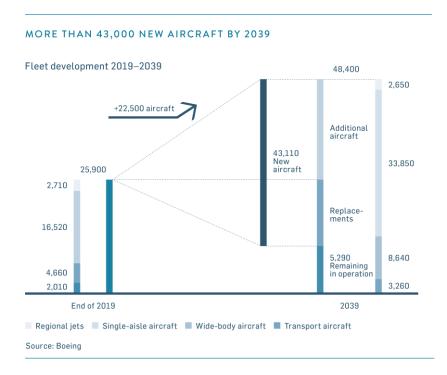






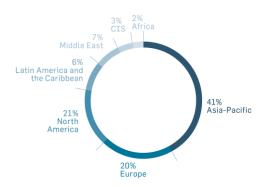
### FLEET DEVELOPMENT

Over 43k new aircraft / 40% going to asia-pacific region



MORE THAN 40 PERCENT OF ALL NEW AIRCRAFT ARE DELIVERED TO THE ASIA-PACIFIC REGION

Demand for passenger aircraft – forecast 2020–2039 by region



Source: Airbus

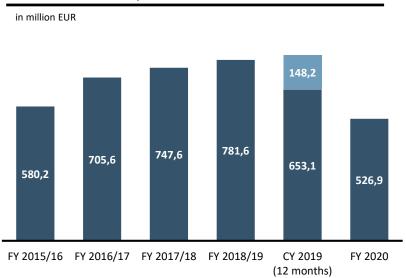




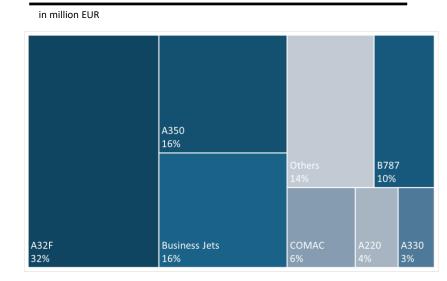
## **REVENUES**

### Revenues heavily impacted by covid-19 pandemic

### Revenue development



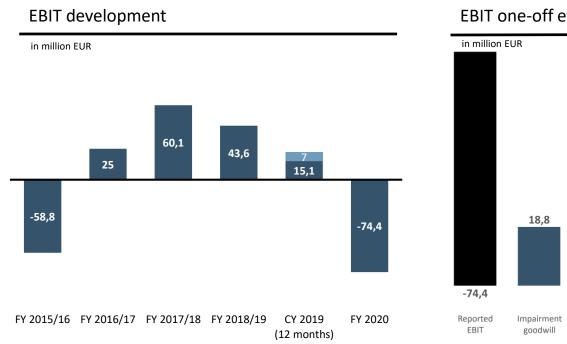
#### Revenue distribution



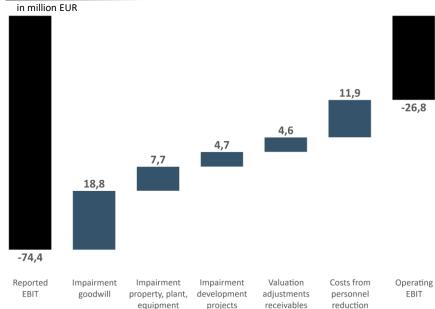


## **EBIT**

### Reported EBIT influenced by many one-off items due to covid-19



#### EBIT one-off effects FY 2020





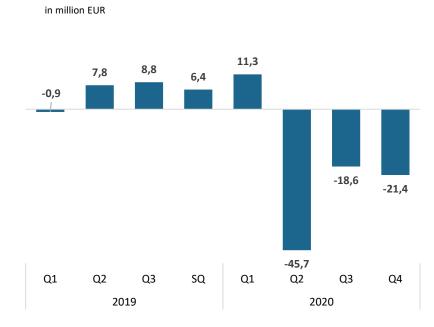
## **REVENUES AND EBIT**

### Quarter by quarter

#### Revenues development

in million EUR 214,6 195,4 188,9 181,0 128,4 101,6 101,5 68,5 2019 01 Q2 Q3 SQ Q1 Q2 Q3 Q4 2019 2020

#### Reported EBIT development

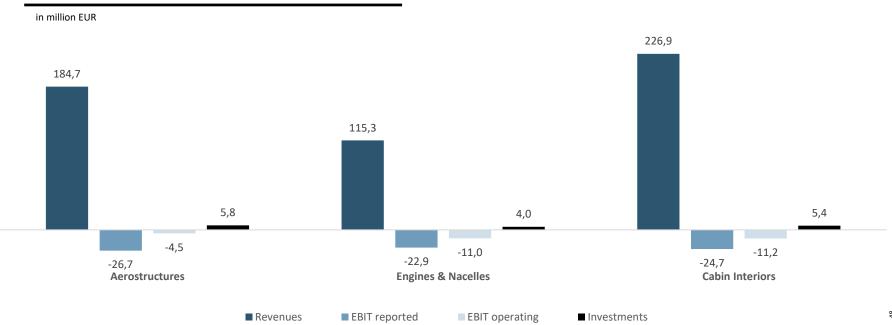




## DIVISION RESULTS AND EBIT

Revenue and EBIT declined distributed across all segments

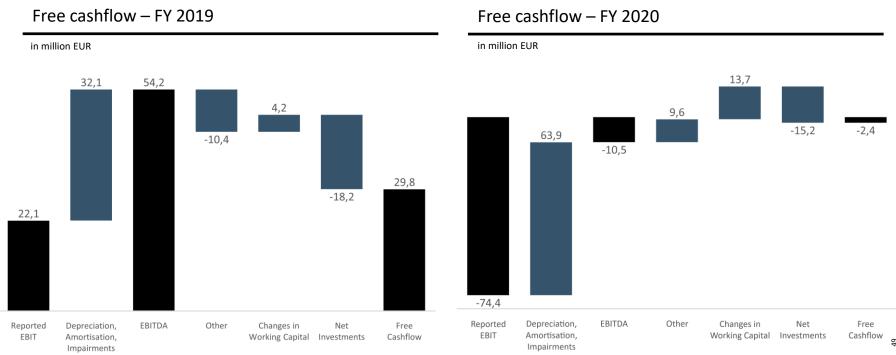
#### Segment reporting





## **CASHFLOW**

### Strong cashflow control throughout the year





### FINANCIAL STATUS

### In a nutshell – ensuring stable liquidity no.1 priority for 2020

- Waiver negotiations with syndicated loan banks successfully concluded in December 2020
- Covenant holiday and covenant reset agreed for 2021 and 2022
- Next testing on 31.12.2021 (Net Debt/EBITDA < 5,25)</li>

Conjor Dobt and Cash (Koy Flamonts)

No leverage covenant in existing Schuldschein (EUR 70 mill.)

Senior Debt and Cash (Key Elements)		Committed Syndicated Loan Facilities			in thousand EUR	
	31.12.2020	31.12.2019	Syn Loan (7 banks)	Total 31.12.2020	Used 31.12.2020	Available 31.12.2020
Bond	0	89 916	Revolving Credit Facility	100 000	0	100 000
Promissory Notes	70 000	70 000	KRR Facility (OEKB)	50 000	50 000	0
Cash	92 548	75 790	M&A Facility	50 000	0	50 000
Net Debt (incl. IFRS16)	232 082	213 232	Term Loan Facility (OEKB)	18 750	18 750	0
Net Debt/EBITDA	N/A	3.28	KRR Facility (OEKB - Covid19)	60 000	60 000	0
				278 750	128 750	150 000

Committed Cyndicated Loop Escilition



## FINANCIAL STATUS

### Cashflow improvement measures

- Inventory reduction program ongoing (USD 40 mill.)
- Increase of factoring program under negotiation (USD 20 mill.)
- Implementation of supply chain finance program under negotiation (USD 10 mill.)
- Strict investment control
- Strong focus on overdue invoice collection
- Collection of Frozen Money from Fake President Incident





# Q1 / 2021 KEY TOPICS

- Aviation market continued to stabilize in Q1/2021
- > Revenues of EUR 118.1 million in Q1/2021 in line with FACC expectations
- > 2020 implemented cost reduction programs are effective
- > Q1/2021 EBIT positive at EUR 0.4 million
- > Positive free cash flow prior full repayment of all 2020 deferred tax
- Guidance for EUR 500 million full year revenue and a balanced EBIT remains unchanged









### **BUSINESS ENVIRONMENT**

### Accuracy of forecasts improving

- > Customer demands and associated aircraft build rates are stabilized
- > Air traffic recovery ongoing but uneven
  - between world economic regions
  - domestic versus international travel
- > Worldwide vaccination programs are supporting demand for air traveling
- Market indications that single aisle airplanes will start slow ramp up in late 2021
- > Large wide-body build rates will stay stable for the time being
- > Business jet recovery ongoing

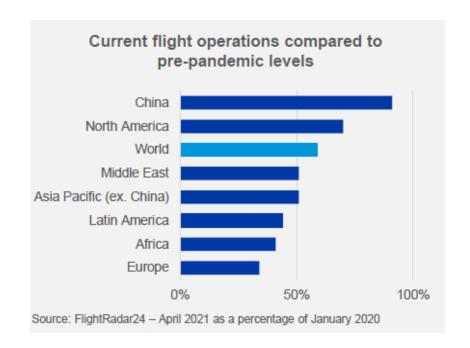


## GLOBAL MARKET OVERVIEW

### Recovery with different patterns

#### World markets

- China has recovered in terms of RPK despite the fact that international travel is still subdued
- US still lagging behind PRE-COVID19 RPK
- Europe is lagging due to domestic and international travel restrictions



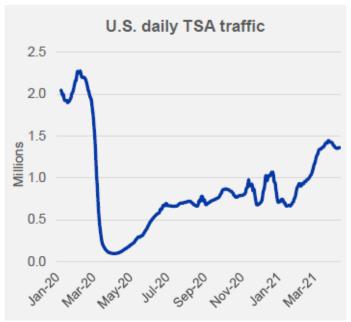


## **GLOBAL MARKET OVERVIEW**

### Recovery with different patterns

#### US traffic with a strong rebound

- Some early recovery in H2/2020
- US vaccination program fuels demand for air travel
- Increase still highly dependent on domestic travel
- International travel picking up



Source: Boeing

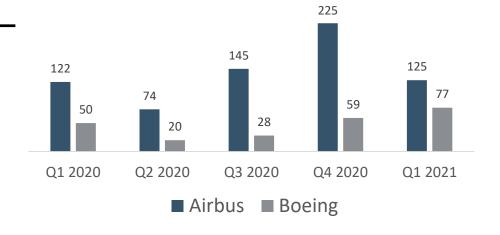


# **GLOBAL MARKET OVERVIEW**

### **OEM** deliveries stabilizing

#### Q1/2021 airplane deliveries

- Airbus delivered 125 aircraft in Q1 2021 (+3 compared to Q1 2020)
- Boeing delivered 77 aircraft in Q1 2021 (+27 compared to Q1 2020)



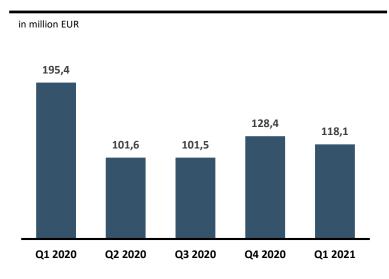




### **REVENUES**

### Stable customer demands support revenue generation

#### Revenues



#### Revenue details

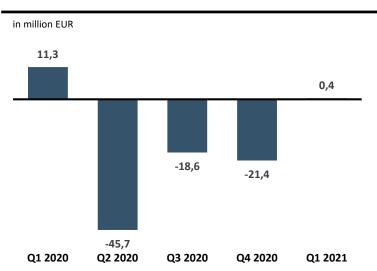
- 1<sup>st</sup> quarter largely in line with management expectations
- Revenues dropped 39.6 % as comparative quarter of 2020 was not impacted by COVID-19 pandemic
- Comparability of quarters therefore limited
- Development of continental and intercontinental travel is highly different
- Short- and medium-haul aircraft are less affected than long-haul aircraft



## **EBIT**

### Cost reduction programs implemented and working

#### **EBIT**



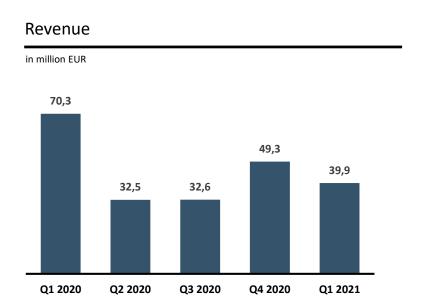
#### **EBIT** improvements

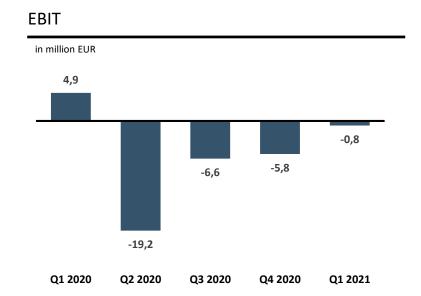
- FACC's cost structure has been successfully adjusted to the new market environment
- Stable customer demands allowed a balanced EBIT in Q1
- Engines & Nacelles division compensated slight losses in Aerostructures and Cabin Interiors
- Reported EBIT in Q1 2021 showing overall improvements and does not contain material COVID-19 related one-off effects



## **AEROSTRUCTURES**

### Long-haul exposure weighing on recovery







## **ENGINES & NACELLES**

### EBIT supported by B787 transfer

#### Revenue

Q1 2020

Q2 2020

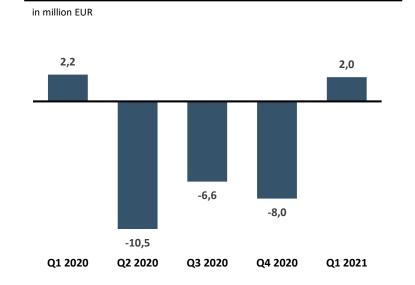
26,6 24,9 28,3

Q3 2020

Q1 2021

Q4 2020

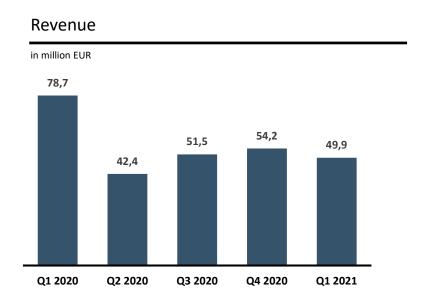
#### **EBIT**

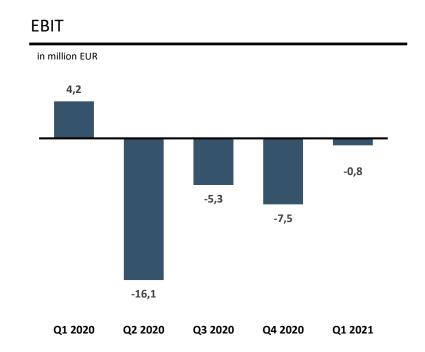




## **CABIN INTERIORS**

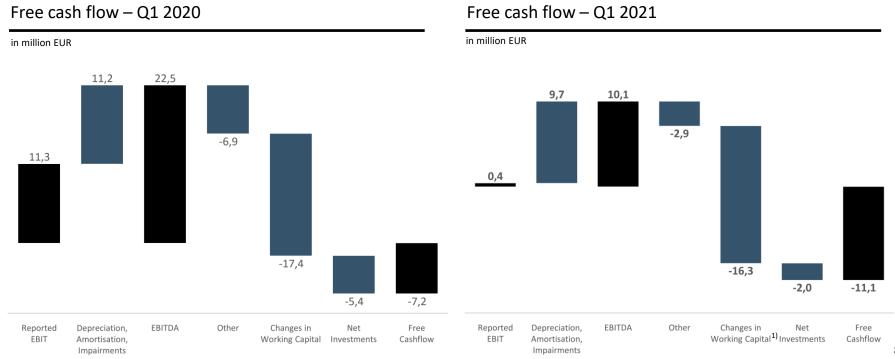
### Narrowbody and business jet exposure supportive





## FREE CASH FLOW

Repayment of deferred taxes/social contributions dragged down free CF





# FINANCIAL STATUS AS OF MARCH 31, 2021

- Waiver agreement with banks moves next testing of leverage to 31.12.2021
- Requirement: Net financial debt / EBITDA equal or less than 5.25
- EUR 150 million in unused credit facilities available

#### **Senior Debt and Cash (Key Elements)**

#### **Committed Syndicated Loan Facilities**

	31.03.2021	31.12.2020	Syn Loan (7 banks)	Total 31.03.2021	Used 31.03.2021	Available 31.03.2021
Promissory Notes	70 000	70 000	Revolving Credit Facility	100 000	0	100 000
Cash	42 442	92 548	KRR Facility (OEKB)	50 000	50 000	0
Net Debt (incl. IFRS16)	246 927	232 082	M&A Facility	50 000	0	50 000
Net Debt/EBITDA	N/A	N/A	Term Loan Facility (OEKB)	18 750	18 750	0
Gross Debt/Assets	0.47	0.50	KRR Facility (OEKB - Covid19)	60 000	60 000	0
				278 750	128 750	150 000



## **OUTLOOK 2021**

### Focus on Cost, Cashflow & New Business

- Continue to secure safety and health of our people
- Uncompromised performance towards customer demands
- Execute 2021 cost reduction initiative
- Transformation of FACC supply chain to raise efficiencies & savings
- Secure EBIT target
- Finalize the ongoing Inventory Reduction Program to generate Cash Flow
- Insource defined projects to increase FACC's utilization of installed capacity
- Win new business to allow expedited growth path past 2022

## **OUTLOOK 2021**

From today's perspective, the outlook for the 2021 financial year given by FACC upon publication of the 2020 Annual Report on 24 March 2021 remains unchanged. Given the expected revenue development as well as the already initiated and additionally planned cost reduction measures, FACC management anticipates a balanced EBIT for the full year 2021. In particular, weak revenue months are likely to have a stronger impact on earnings, so that a stable positive result is not expected until the fourth quarter of 2021.

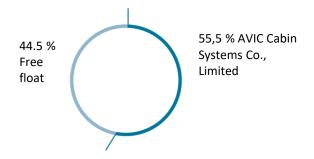


## FACC SHARE AND IR INFORMATION

#### 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

#### > Shareholder Structure



#### > IR Contact



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- Forward-looking statements are subject to future events, risks and uncertainties currently known or unknown. Actual results, performance or events may therefore differ materially from those expressed or implied in these forward-looking statements.
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