

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. The planet's surface is dark and curved.

BEYOND HORIZONS

WELCOME TO THE WORLD OF FACC

Financial Year 2023

March 27th, 2024



MARKET OUTLOOK

Robert Machtlinger, CEO

MARKET HIGHLIGHTS

GENERAL POSITIVE TREND IN THE AVIATION INDUSTRY CONTINUES




RPK

National- & international RPK continue to rise with some regions above pre-Covid level



AIRCRAFT DELIVERY

Aircraft deliveries in first 12-month of 2023 ~10,7 % above last year



HIGH DEMAND FOR BUSINESS JETS (MID SIZE CATEGORY) RECONFIRMED BY EMBRAER & BOMBARDIER


30-40 % rate increase for mid-size Business Jets, where FACC has a 55% market share in the interior outfitting, confirmed for 2024



SUPPLY CHAIN


Supply chain difficulties are still the main reason for industry disruption

Military business occupies capacity impacting civil aviation




RATE INCREASES ON ALL MAJOR PLATFORMS IN THE ORDER SIGNAL

- A350 and B787 rate increases until 2027 (A350 and B787 back to 9 and 12 SS / month)
- Significant A220 rate increases
- High number of RFQs as early indicator for future TOWs or risk mitigation



CHINA BUSINESS

Steep increase of C919 production rate in 2024

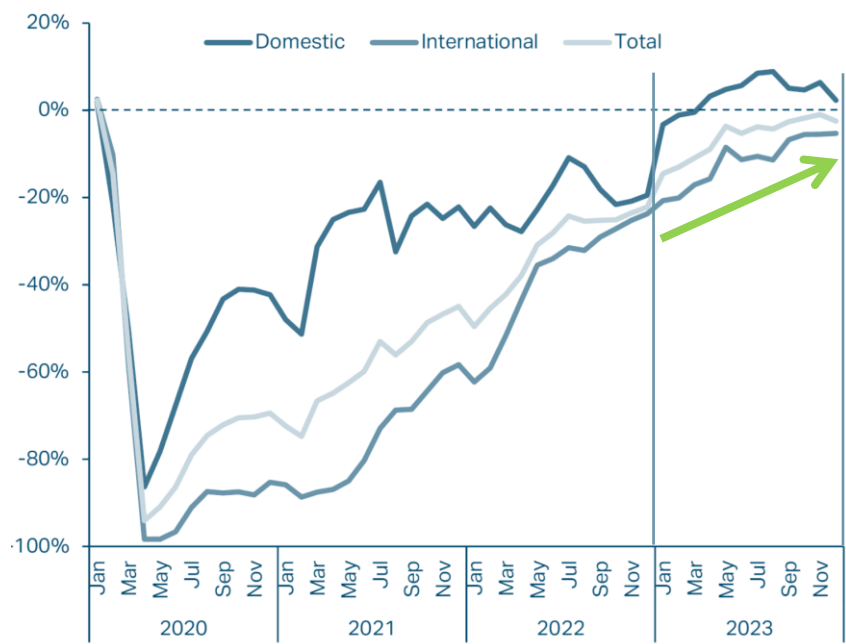


Year	Production Rate (Relative)
2024	Low
2025	Medium-Low
2026	Medium
2027	Medium-High
2028	High

*RFQ ... Request for Quotation
 ** TOW ... Transfer of Work

AIR TRAFFIC RECOVERY

GLOBAL DOMESTIC AND INTERNATIONAL REVENUE PASSENGER-KILOMETERS (RPKS), YOY % CHANGE VS. 2019



2023 was marked by strong industry-wide recovery

Industry-wide revenue passenger-kilometers (RPKs) increased 25.3% year-on-year (YoY) in December

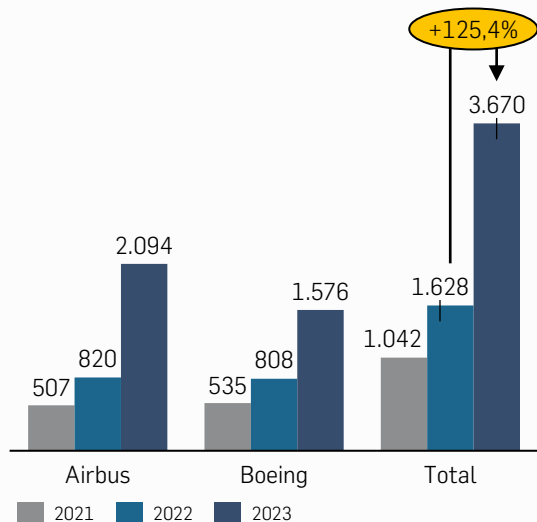
In 2023, industry RPKs reached 94.1% of 2019 levels

Domestic markets at or above pre-covid level. International recovery strong too

Sources: IATA Sustainability and Economics, IATA Monthly Statistics

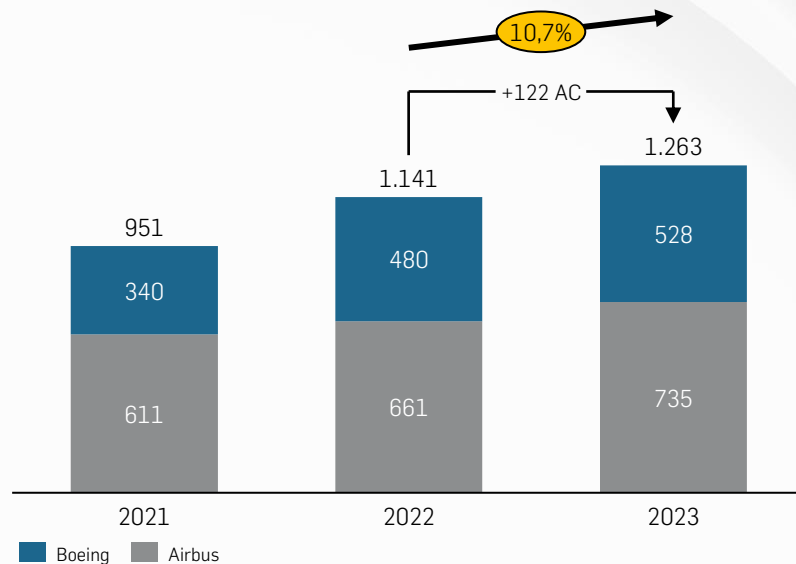
AIRBUS & BOEING MARKET SHARE

ORDERS & DELIVERIES CONTINUE TO INCREASE



NET ORDERS 2023:

TOTAL: 3.670 AC or 125,4 % of total 2022



DELIVERIES 2023:

TOTAL: 1.263 AC (+122 AC / +10,7 %)

AI: +74 AC (+11,2 %)

BCA: +48 AC (+10 %) driven by B737 MAX output

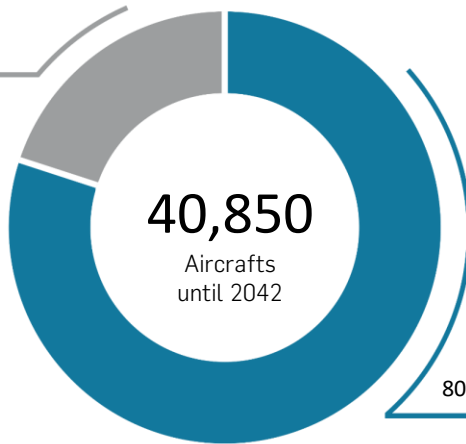
SHORT HAUL DOMINATES THE MARKET

A320, B737, A220 & C919 WITH HIGH CONSTRUCTION RATES UNTIL 2042



20% TYPE WIDEBODY

8,220 Aircrafts
A350, B787, B777



80% TYPE SINGLE-AISLE

32,630 Aircrafts
A320 Family, B737 & C919

22.880 → 2020 Market

23.680 → Growth

17.170 → Replacement



Source: Airbus GMF
Notes: Passenger aircraft with more than 100 seats and freighter aircraft with a payload of more than 10 t.

MARKET OUTLOOK

INCREASE IN AIRCRAFT CONSTRUCTION RATES / WE ARE BENEFITTING FROM ALL

- **FACC has a strong work share on Airbus platforms**
 - A32F contracts represent approx. 40 % of our revenue
 - A350 & A220 contracts each account for approx. 10 % of our revenue
 - A220, A320, A350 programs ramp-up significantly, providing FACC organic growth w/o further investments
- **B787 demand will also more than double**
 - This will increase FACC's revenues organically
- **C919 entry into service and industry ramp-up**
 - FACC supplies both the cabin interior and the wing components
 - Our work share per aircraft is approx. USD 1 million.
FACC will therefore benefit from the C919 industry ramp-up.

OEM	AC-Type	Monthly avg build rates		Increase
		2023	2025 - 2026	
Airbus	A220	7	11 - 14	57% - 100%
Airbus	A32F	52	65 - 75	25% - 44%
Airbus	A330	3	4	33%
Airbus	A350	6	8 - 10	33% - 67%
Boeing	B737	35	50 - 56	43% - 60%
Boeing	B767	3	3	0%
Boeing	B777	3	4 - 5	33% - 67%
Boeing	B787	5	10 - 12	100% - 140%



FISCAL YEAR 2023 AT A GLANCE

Robert Machtlinger, CEO

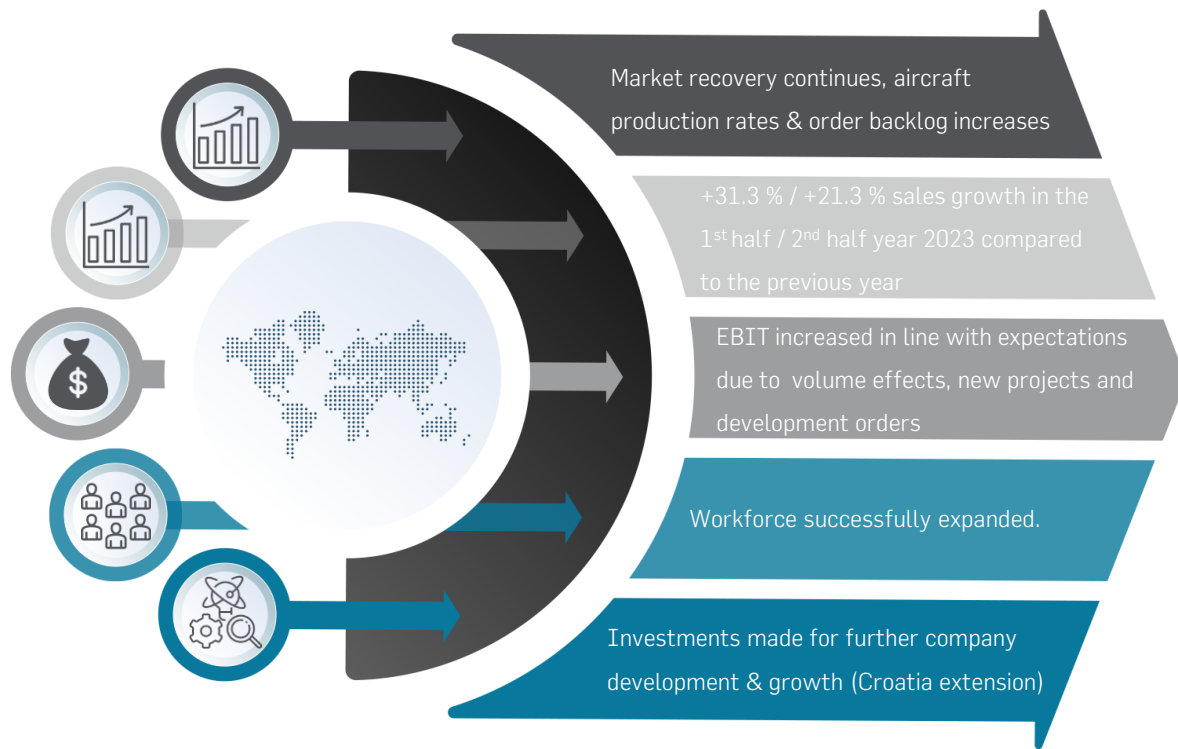
KEY PRIORITIES 2023


ALL 2023 PRIORITIES ACHIEVED


- **Sales growth approx. 12-16 %** (planned) due to higher customer demands and ramp-up of new projects
- **Ramp-up of New Projects** (start of serial production)
- **Focus on Cash Flow, Profitability and Leverage**
 - **Positive Cash Flow**
 - **Increased EBIT**
 - **Optimizing working capital** and manage **Net Debt**
 - **Achieve Leverage Target $\leq 4,50$**
 - **Conclude Inflation Cost** negotiations with partners
- Benefit from positive industry development and **strengthen FACC's market position** by winning new orders in the Core Business


2023 KPI'S


DEVELOPMENT OF ALL 3 FACC BUSINESS SEGMENTS AS PLANNED





 **USD 5,8 billion**
Firm Order Backlog

 **EUR 736 mil**
(+21.3%) Group Revenue

 **EUR 17,5 mil / EUR 9,1 mil**
Operating- / Net Profit

 **EUR 36,5 mil / EUR 17,2 mil**
Operating- / Free Cash Flow

 **Leverage 3,70**
below guaranteed ≤ 4,50

 **536 additional employees**
added to support ramp-up

Market recovery continues, aircraft production rates & order backlog increases

+31.3 % / +21.3 % sales growth in the 1st half / 2nd half year 2023 compared to the previous year

EBIT increased in line with expectations due to volume effects, new projects and development orders

Workforce successfully expanded.

Investments made for further company development & growth (Croatia extension)

FINANCIALS

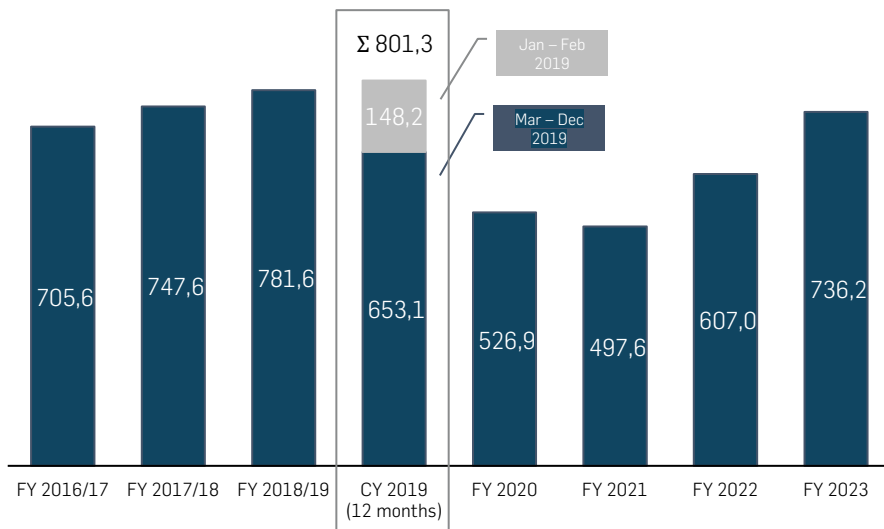
Robert Machtlinger, CEO

REVENUE

STRONG INDUSTRY-WIDE RECOVERY

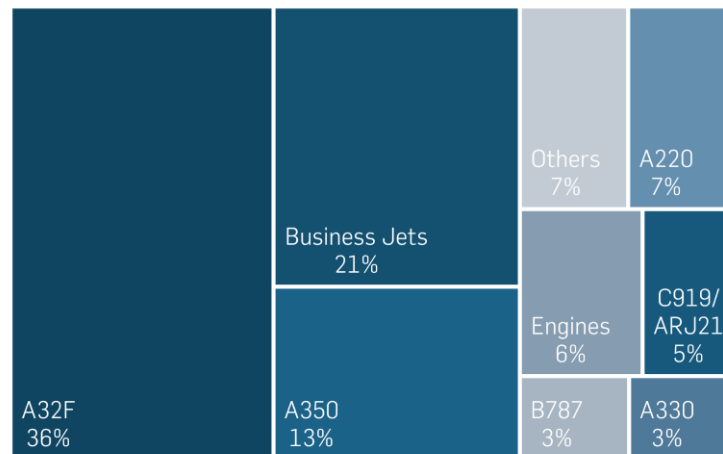
Revenue development

in million EUR



Revenue distribution

in % of total revenue

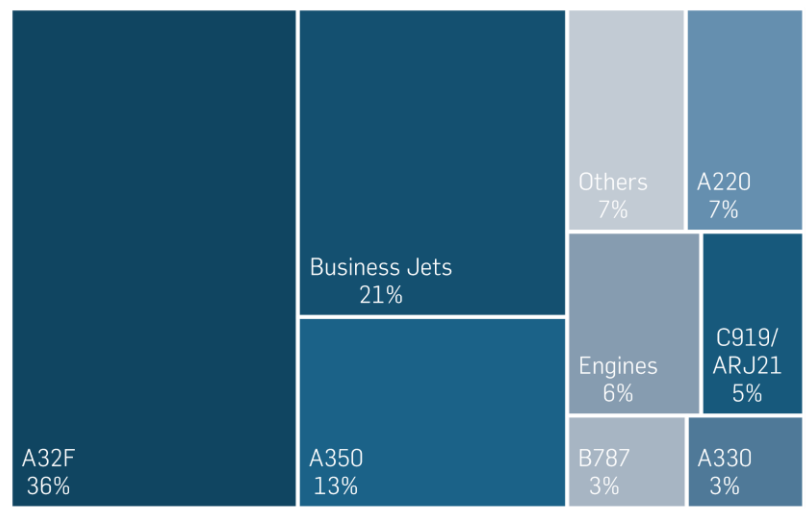


REVENUE

REVENUE DISTRIBUTION 2022 VS. 2023

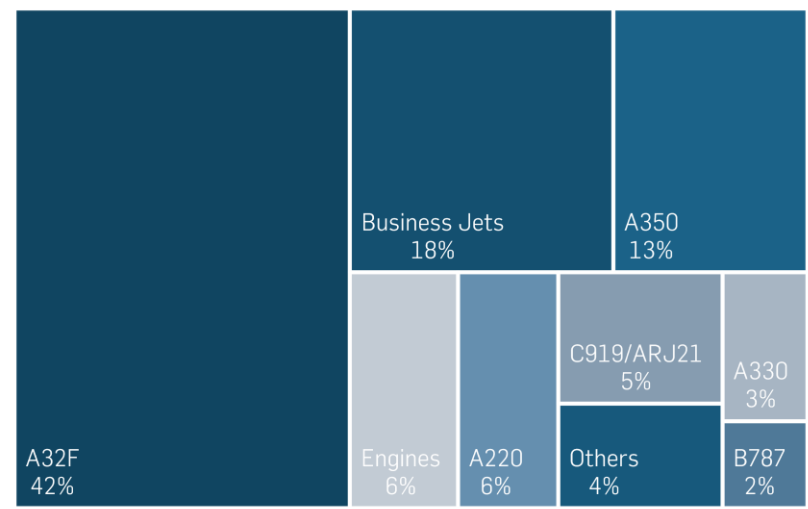
Revenue distribution 2023

in % of total revenue



Revenue distribution 2022

in % of total revenue

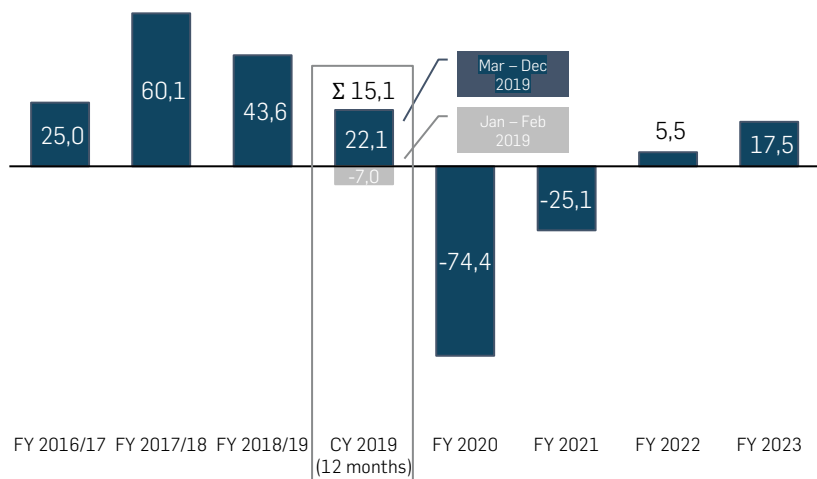


EBIT

IMPACTED BY CHALLENGING ENVIRONMENT

EBIT development

in million EUR



2023 Take Aways

Positive:

- Aerospace recovery in progress
- Positive **energy & logistics** cost trend
- Most **customers committed to support FACC** in managing inflation costs
- Navigating a **challenging global environment** (suppliers & employment)
- Key financial KPIs met

Difficulties:

- SC instability leads to stop & go production
- Labor costs rise due to inflation and qualification expenses
- Customer demand **stability remains a concern** but shows ongoing improvement
- EU inflation surpasses global average
- FACC must **support financially endangered suppliers** on a case-by-case basis

2024 Potentials:

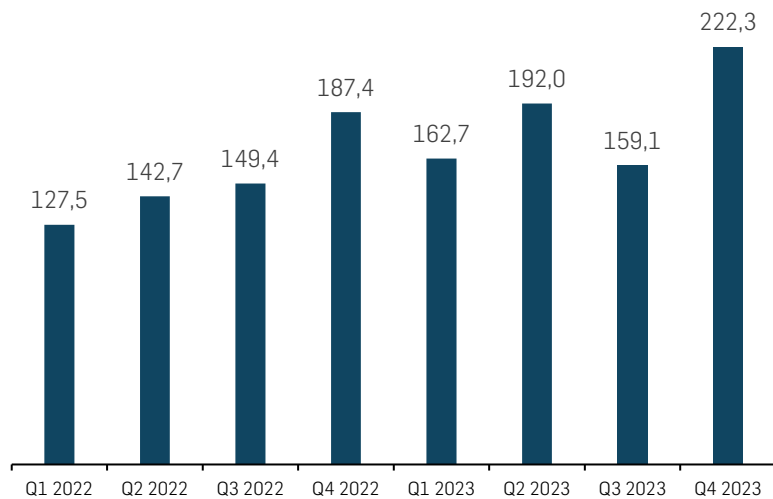
- More stable SCs **reduces costs** without frequent stop & go production
- Staff learning curve **enhances efficiency** and boosts CM
- Already **negotiated customer agreements** will help to compensate inflation costs
- A leverage ratio of 3.70 **reduces financing costs** and **facilitates loan re-negotiation**

REVENUE AND EBIT

QUARTER BY QUARTER

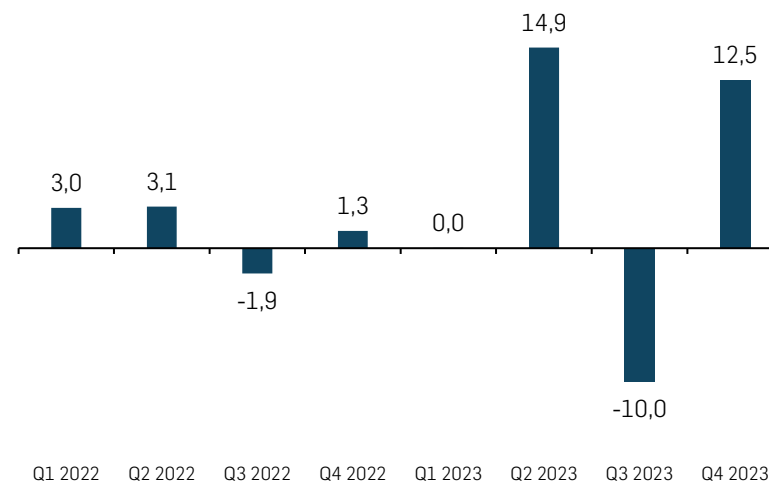
Revenue development

in million EUR



Reported EBIT development

in million EUR

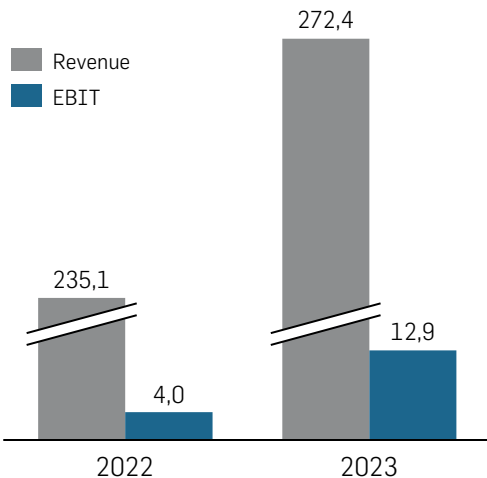


DIVISION RESULTS

REVENUE AND EBIT IN LINE WITH EXPECTATIONS

Aerostructures

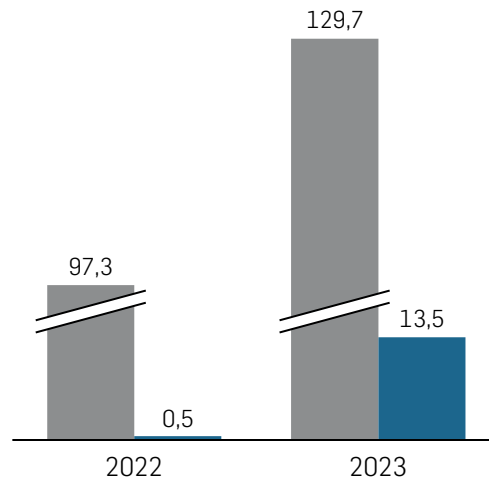
in million EUR



- Positive Volume effect in general

Engines & Nacelles

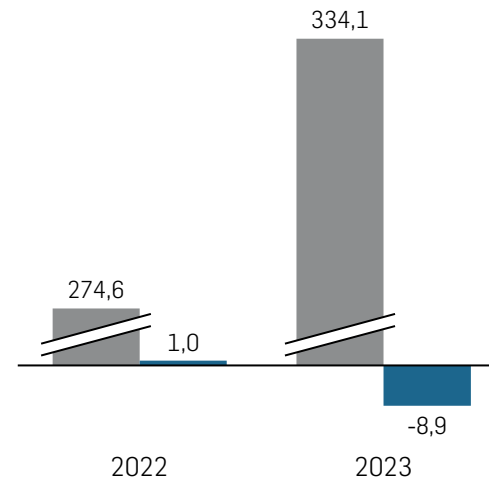
in million EUR



- Positive Volume effect due to increase in Wide-Body demand

Interiors

in million EUR



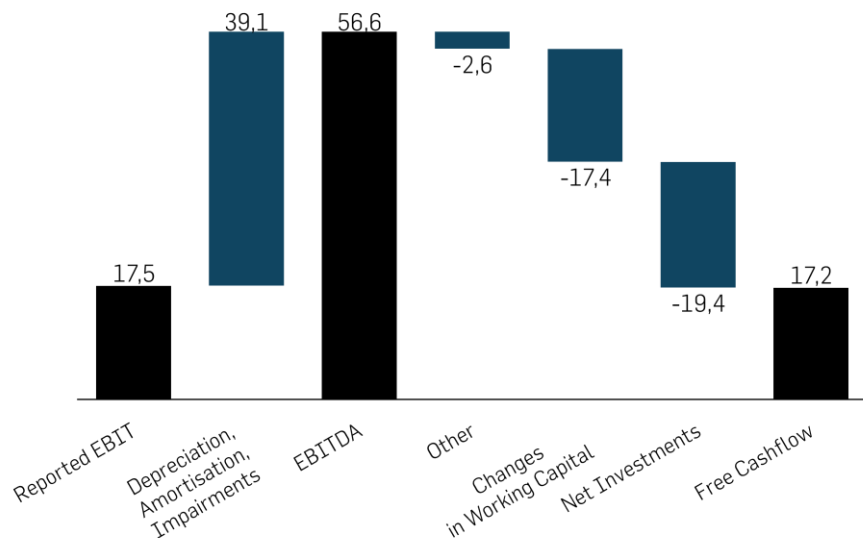
- New project Ramp-up
- Procurement cost increases in the Business Jet Segment

CASHFLOW

INCREASE IN INVENTORY DRIVEN BY VOLUME GROWTH

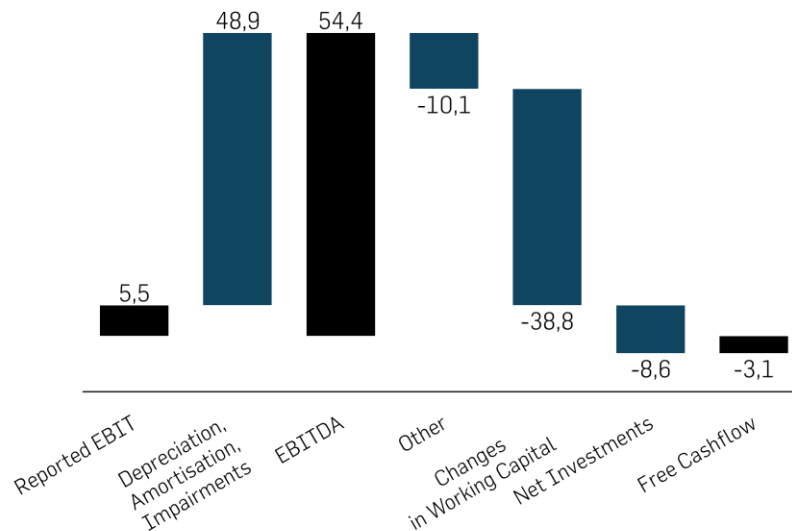
Free cashflow – FY 2023

in million EUR



Free cashflow – FY 2022

in million EUR



FINANCIAL STATUS

IN A NUTSHELL – ENSURING STABLE LIQUIDITY

Covenant

Next testing (threshold of Net Debt/EBITDA and Equity Ratio)

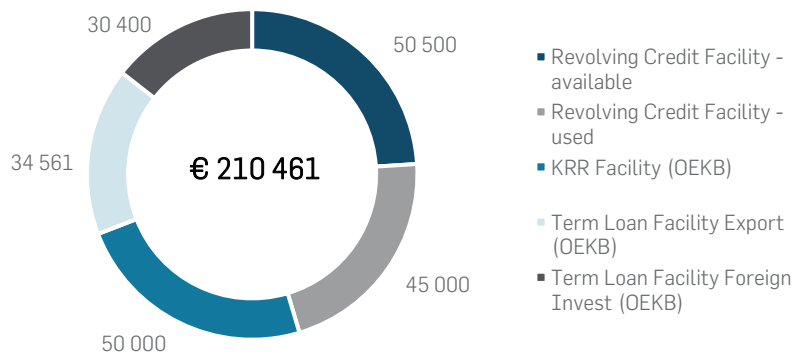
31.12.2023	(≤ 4.50)	+ equity ratio (≥ 25%)
30.06.2024	(≤ 4.25)	+ equity ratio (≥ 25%)
31.12.2024	(≤ 4.25)	+ equity ratio (≥ 25%)
30.06.2025	(≤ 3.75)	+ equity ratio (≥ 25%)
31.12.2025	(≤ 3.75)	+ equity ratio (≥ 25%)
After 31.12.2025	(≤ 3.50)	+ equity ratio (≥ 25%)

Senior Debt and Cash (Key Elements)

in thousand EUR	31.12.2023	31.12.2022
Promissory Notes	70 000	70 000
Cash	98 644	102 691
Net Debt (incl. IFRS16)	209 261	188 604
Net Debt/EBITDA	3.70	4.25
Gross Debt/Assets	0.44	0.45
Equity Ratio [in %]	31.2	31.1

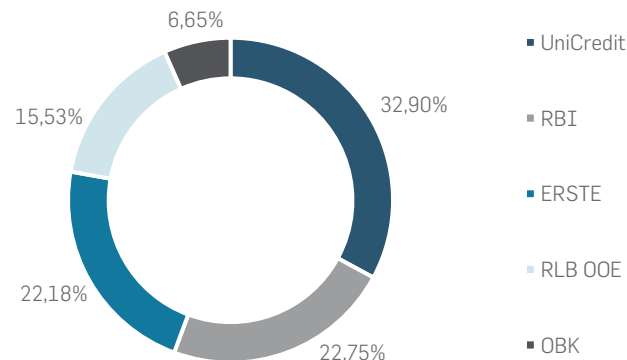
Syndicated Loan Facilities

in thousand EUR



Syndicated Loan Banks

in %

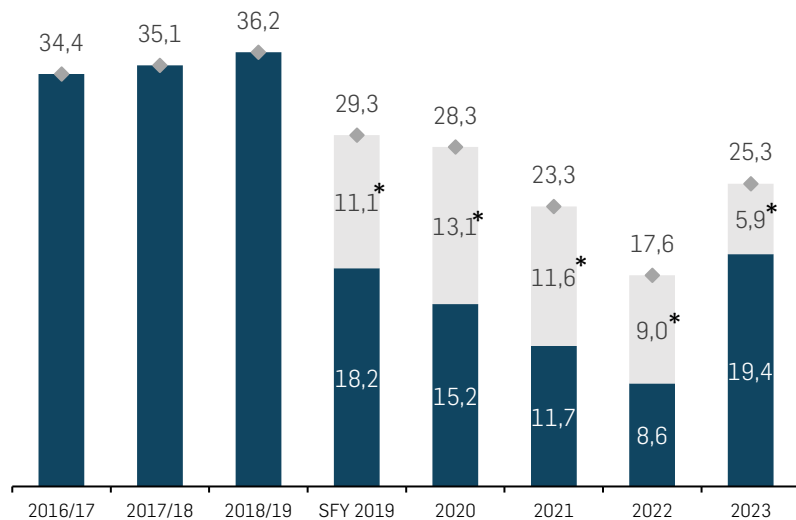


FINANCIAL STATUS

CONTROLLED INVESTMENTS AND LOWER LEVERAGE

Investments development

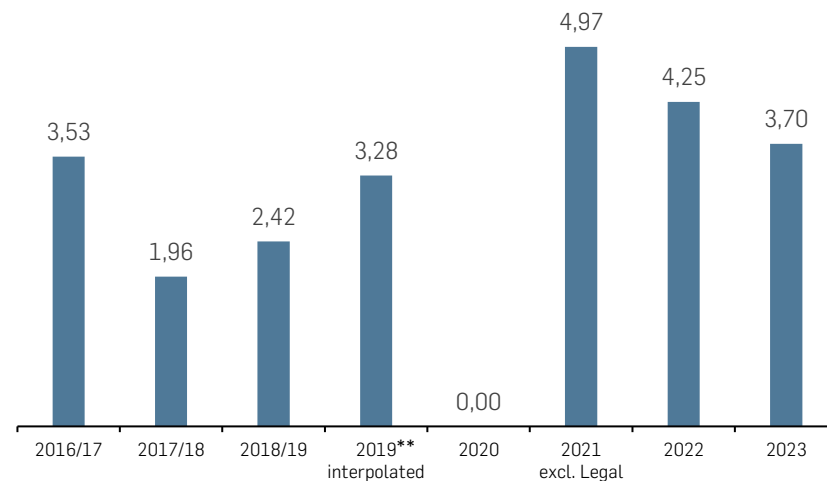
in million EUR



* Additions contract costs (re-classification since 31.12.2021)

Leverage (NetDebt/EBITDA) development

Ratio



** Value is based on an extrapolation of EBITDA to twelve months

An aerial, long-exposure photograph of a complex highway interchange at night. The image is dominated by vertical and diagonal streaks of light from moving vehicles, creating a sense of motion and energy. A dark silhouette of an airplane is centered in the upper half of the frame, flying over the interchange. The overall color palette is dark with highlights of white, blue, and red from the lights.

FACC OUTLOOK

Strength through Diversity

KEY PRIORITIES 2024

OUTLOOK

- **Continue Sales growth approx. 10-15 %** and use current momentum in the aerospace industry ramp-up
- **Manage Industry Ramp-up**, further stabilizing supply chains and leveraging the efficiency of trained employees
- **Completion of plant 6 extension in Croatia**, and further work transfers
- **Continuously increase Cash Flow & Profitability**
- **Achieve Leverage Target $\leq 4,25$**
- Benefit from positive industry development and further **strengthen FACC's market position**



THANK YOU