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ANALYST PRESENTATION H1-2017/18

October 18, 2017 // FACC GROUP

Highlights – first half year 2017/18

Further significant improvement in earnings and free cash flow

Sales increased by 9.6% to EUR 358.7 mill.



Operating income (EBIT) at EUR 29.7 mill.



Positive free cash flow of EUR 11.8 mill. achieved



EUR 635 mill. increase in order backlog from new contracts



FACC strategy „Vision 2020“

Growth through innovation and global networks

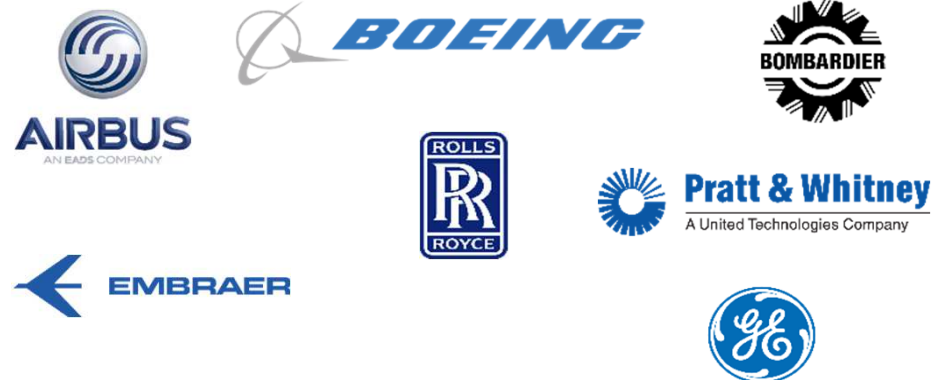
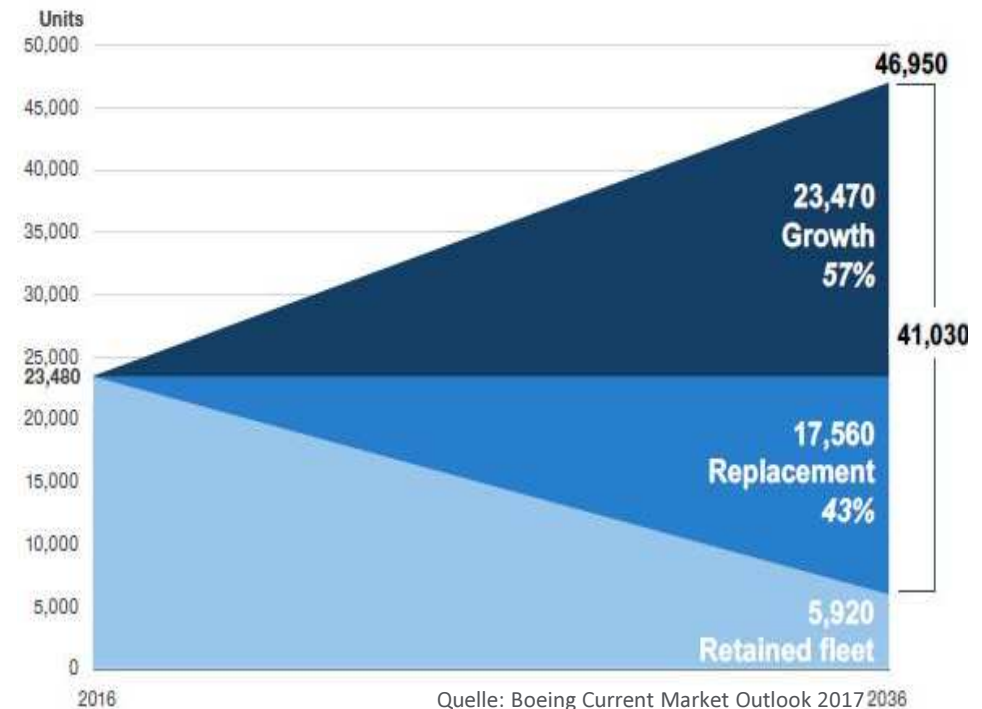
- Sustainable and **profitable growth** in order to increase the company size to **EUR 1 billion** by the 2020/21 fiscal year
- Consistent processing of the order backlog with **continuously increasing efficiency**
- **Strategic Tier 1 partner** of the aerospace industry by investing in technology, innovation and production expertise and the highest quality standards
- **Expansion** of the present global FACC network
- Continuation of the balanced **customer and platform strategy**



Overview of the aerospace market

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 41,000 aircrafts (new and replacements)
- **8.300 Business Jets** within the next ten years required
- Growth markets for the aerospace industry remain **China & India** – strong FACC footprint already established



Constantly growing order backlog

- FACC benefits from an increasing demand for more efficient aircrafts.
- Since January 2017 FACC Group increased its order backlog from new customer contracts by more than EUR 600 mill.



- FACC is the single source partner for the new **Airbus A320 „Airspace –Cabine“**
- Contract volume – EUR 500 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.

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 aircrafts & engines
 - Existing presence in Europe / Austria, North America, China, India and UAE



Management of FACC AG

Andreas Ockel will join the management board by November 1, 2017



Robert Machtlinger/CEO
Chairman of the
Management Board



Ales Stárek / CFO
Member of the
Management Board



Yongsheng Wang / CCO
Member of the
Management Board



Andreas Ockel / COO
Member of the
Management Board



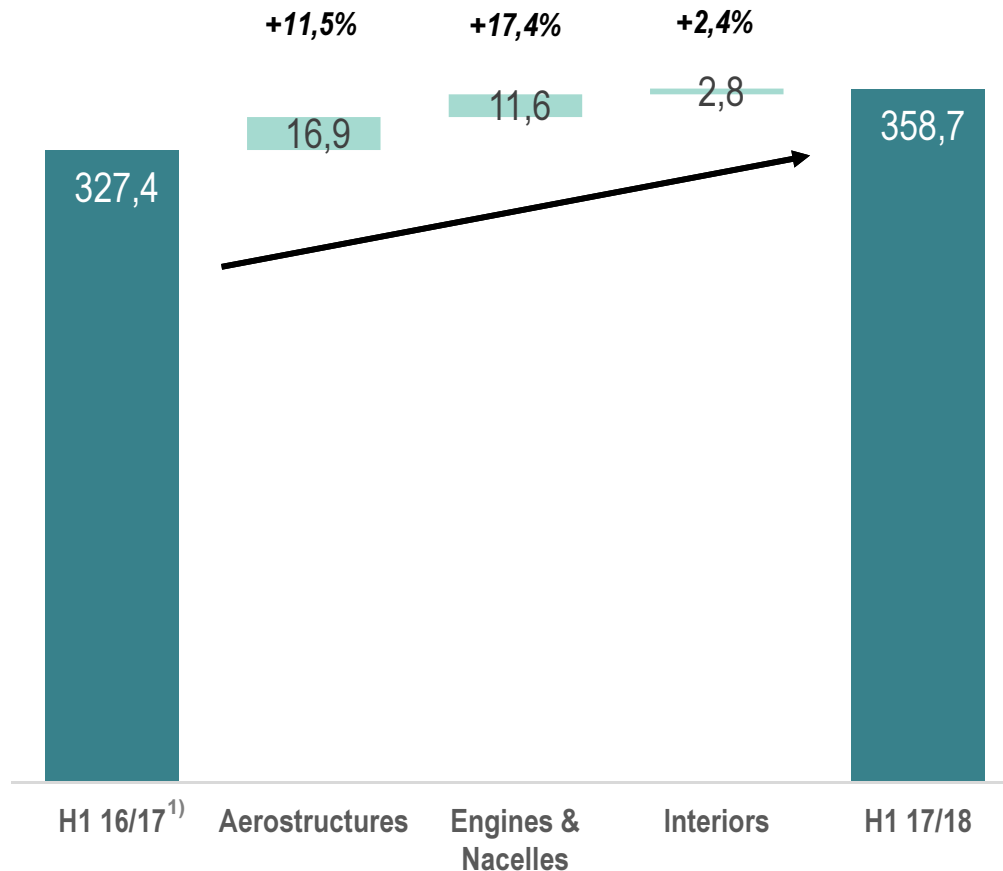
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THE FIRST HALF 2017/18
IN NUMBERS

Revenues – First half year 2017/18

9,6 % growth supported by dynamic market development



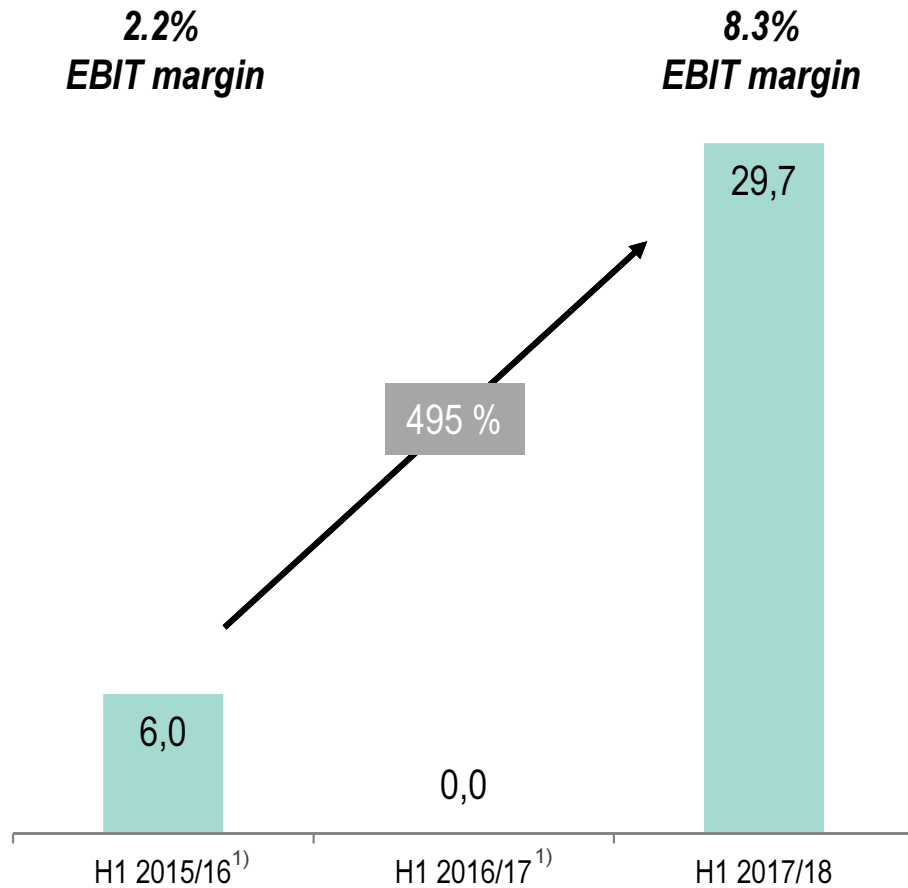
HIGHLIGHTS

- Overall increase in revenues of 9,6 % across FACC Group
- Increase in product related revenues (RC) by 11.3 % to EUR 335.2 mill.
- Engineering revenues (NRC) decreased by EUR 2,6 mill. to EUR 23.5 mill.

1) Adjusted according to IAS 8 – see http://www.facc.com/content/download/5477/45015/file/20170929_Ver%C3%B6ffentlichung_RLKG.pdf

Earnings (EBIT) – First half year 2017/18

Significant improvements in operational excellence

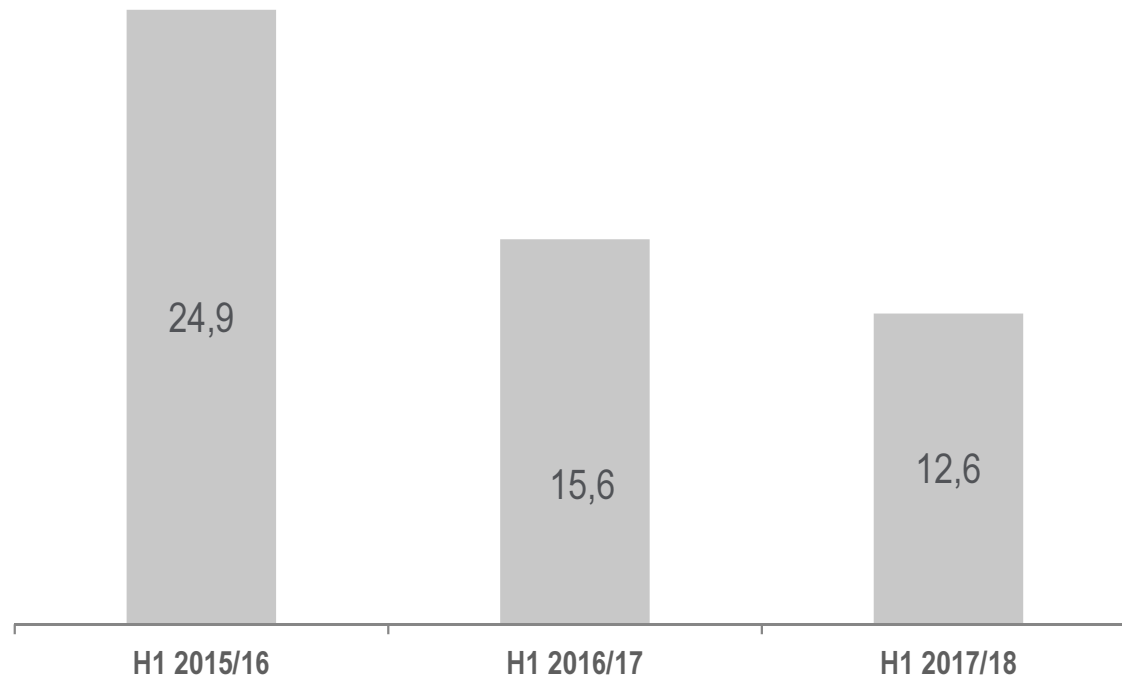


EBIT	Q2 ¹⁾ 2016/17	Q2 2017/18	H1 ¹⁾ 2016/17	H1 2017/18
Aerostructures	11,1	8,0	14,2	19,3
Engines & Nacelles	-1,2	4,9	-8,3	8,2
Interiors	-5,0	3,9	-6,0	2,2



1) Adjusted according to IAS 8 – see http://www.facc.com/content/download/5477/45015/file/20170929_Ver%C3%B6ffentlichung_RLKG.pdf

Capital expenditures – First half year 2017/18



HIGHLIGHTS

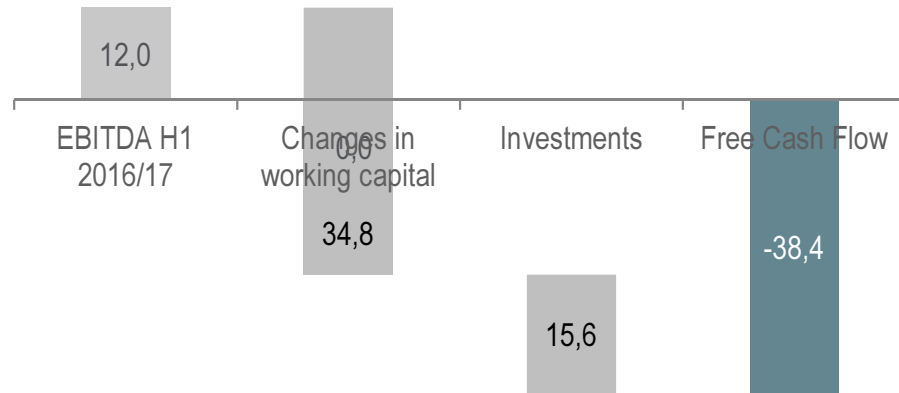
- Project investments:
 - Airbus A350-1000
 - Airbus A330neo
 - Bombardier C Series
 - Embraer E2
- Investments in technology, automation & capacity increases

Free cash flow – First half year 2017/18

Significant improvement of EUR 50.2 million in cash generation

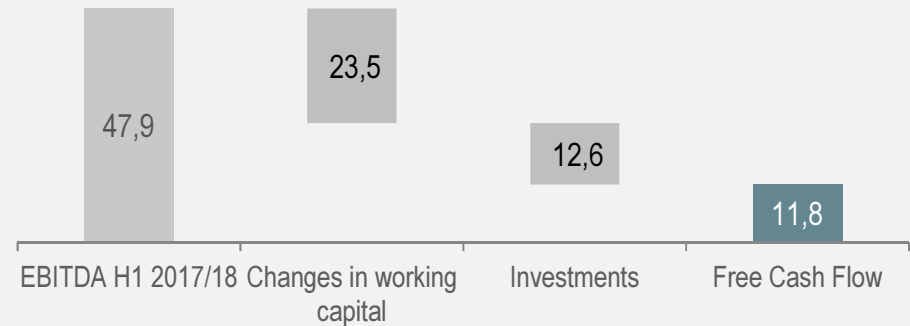
Half year 2016/17

EUR mill.



Half year 2017/18

EUR mill.



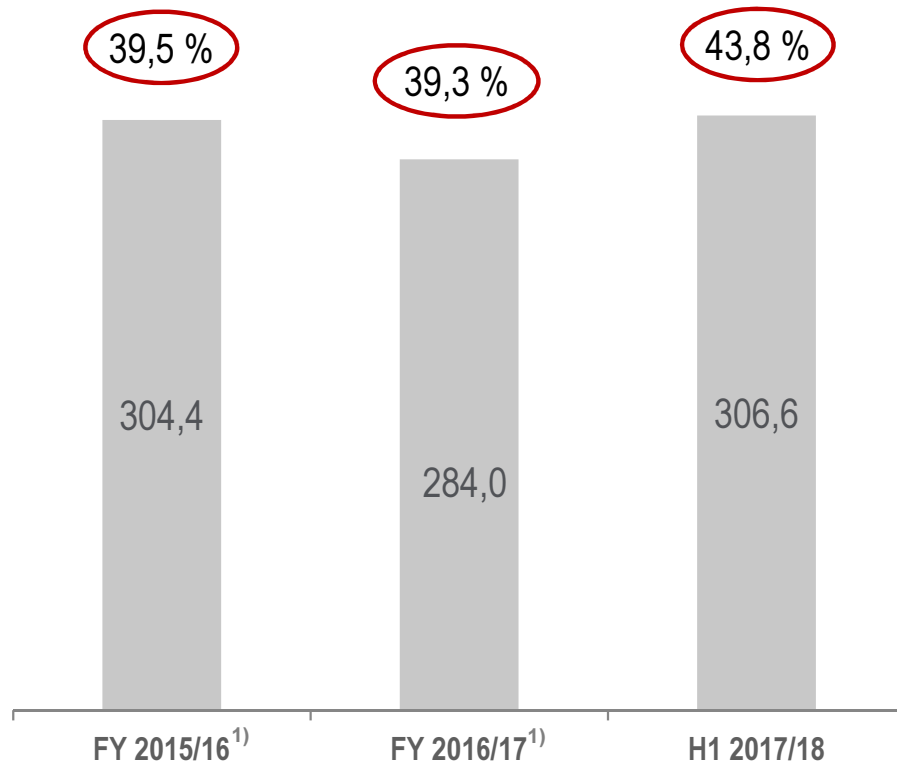
+ EUR 50.2 million

2016/17 fiscal year

Equity and net financial liabilities

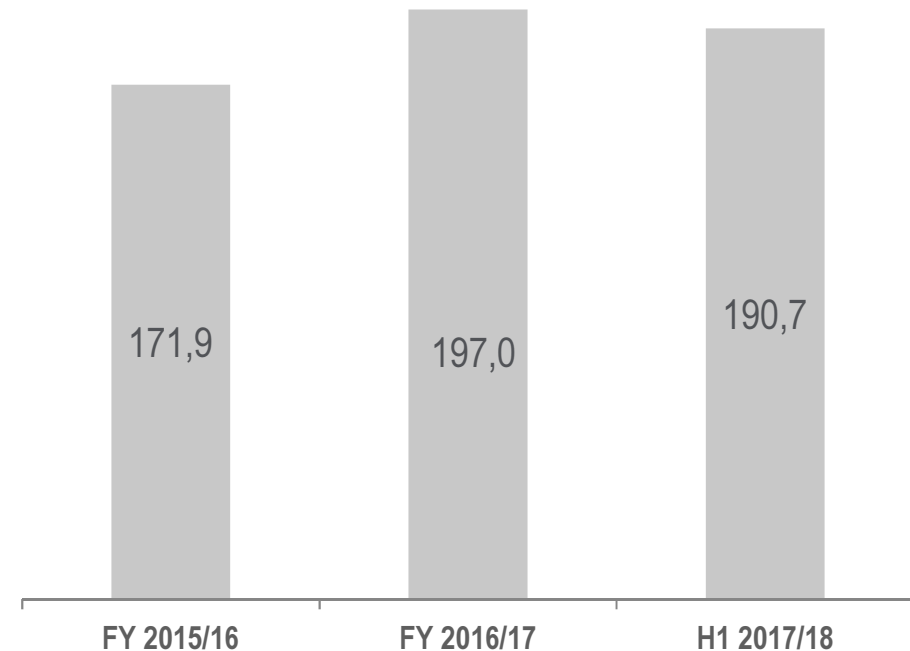
Equity / equity ratio

In million EUR



Net financial liabilities

In million EUR



1) Adjusted according to IAS 8 – see http://www.facc.com/content/download/5477/45015/file/20170929_Ver%C3%B6ffentlichung_RLKG.pdf

Investor Relations Summary

Share Performance “year to date”



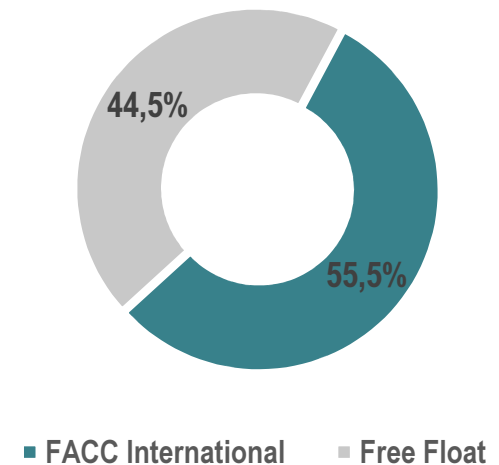
Volumen



Analyst Reports

ERSTE GROUP	BUY	EUR 11.0
RCB	HOLD	EUR 10.2
HAUCK AUFFHÄUSER	BUY	EUR 11.0

Shareholder Structure





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OUTLOOK
2017/18



2017/18 fiscal year - Outlook

- Trend within the aerospace industry confirmed
- Order Backlog of EUR 5.2 bln equals a utilisation of 7 years
- Improvement in both earnings and financial key ratios
- Continuous high dynamic in earnings growth – significant improvement in earnings expected for 2017/18
- FACC GROUP Vision on track





Contacts & share 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	~ 500 EUR mill.

IR Contact

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