

A stylized image of a planet's horizon with a bright sun or star rising behind it, creating a lens flare effect. The planet is dark blue/black, and the sun is a bright white point with radiating light.

# FACC AG ANALYST PRESENTATION & OUTLOOK 2020

November 2020

# KEY BUSINESS TOPICS

- > Global aerospace industry is slowly recovering
  - > Regional differences in the development of air traffic
  - > China is well ahead in the recovery process whereas EU and USA is progressing slowly
- > Delivery volume to OEM's with a 30% increase in September compared to July and August
- > Discontinued short-time work in almost all areas at the end of September 2020 and return to normal operation successfully executed
- > Fixed cost reduction program on track, work force adjusted and all associated costs booked
- > SOW insourcing with the aim of increasing the utilization of our own production facilities
- > Customer order book further stabilized with extended visibility into H1/ 2021

# Q3 2020 – BUSINESS SNAPSHOT

Impacts from Worldwide Covid-19 pandemic to FACC key financials



Q3 Revenues EUR 100.7 mill.

Q3 EBIT (adjusted) EUR -9 mill.

Equity Ratio: 38.9%

Net Debt: EUR 236.3 mill.

# STRATEGIC PROJECTS

Research- and new projects progressing according to plan

- > **FACC Innovation Center**
  - New equipment installed and in use
  - Thermoplastic Test parts manufactured with significant reduction in cost compared to actual used technology
  - Wing of Tomorrow high lift systems produced – technical performance confirmed
  
- > **A32F Entrance Area in new Airspace Design**
  - First delivery accomplished during Sep. 2020
  - Serial production ramp-up until mid 2021



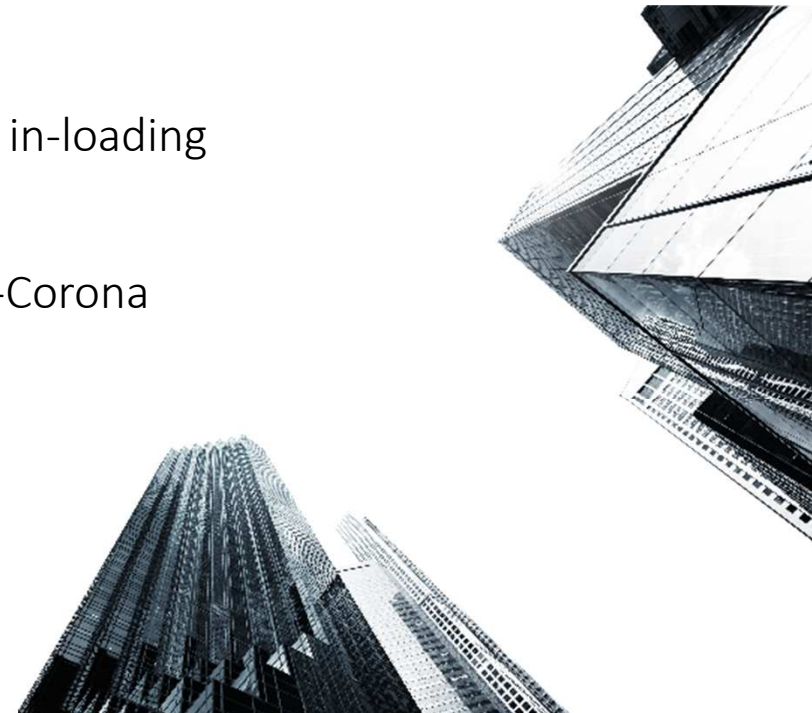
# OTHER IMPORTANT MILESTONES

- > Certification to AN 9110 (repair & maintenance)
  - Enabler to repair Non FACC produced products
  - Access to larger MRO market
  - Prerequisite for Airlines and /or OEM's to win larger scale repair contracts
  
- > Bombardier Diamond Supplier Award
  
- > AIRBUS Preferred Supplier Award



# 2020/2021 KEY PRIORITIES

- > Secure operations in a safe environment
- > Keep Best in Class performance to our worldwide customers
- > Execute Cost Reduction plans started in 2019 and amended in 2020
- > Strong focus on cash and preserve liquidity
- > Increase utilization from ramp up of new contracts and SOW in-loading
- > Win additional market share on key airplane platforms
- > Continue Innovation Projects to secure market position Post-Corona



# FINANCIALS

Ales Starek

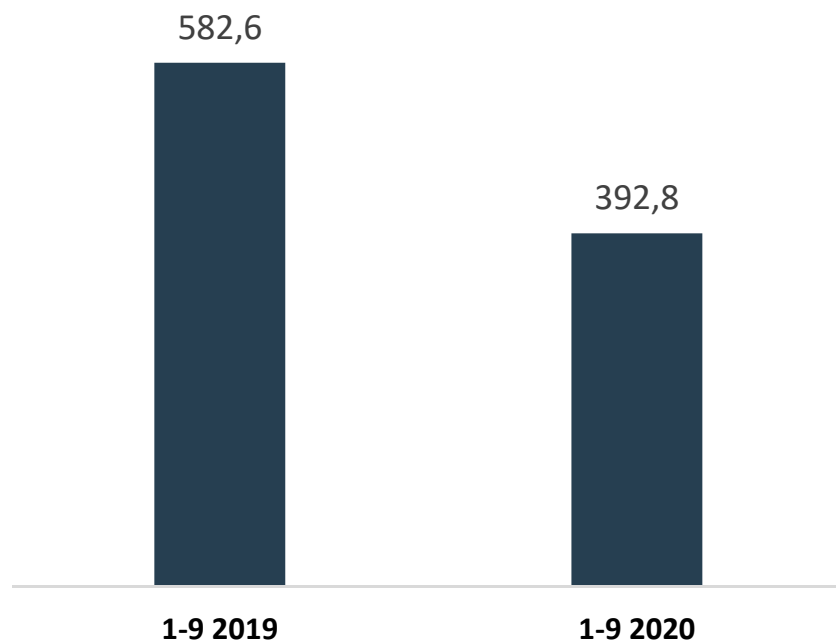


# FACC GROUP



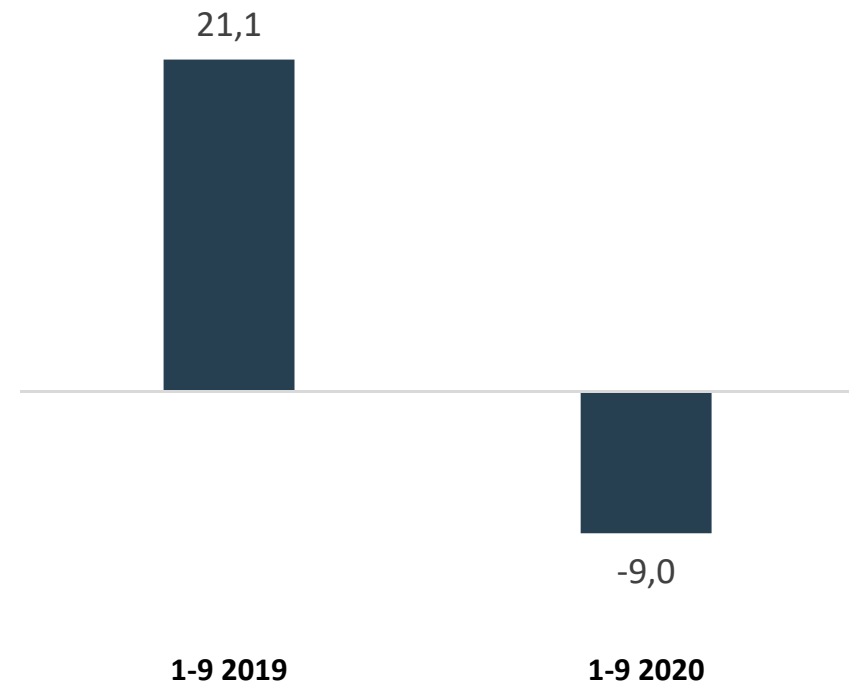
## Revenues

in EUR mill.



## EBIT *(Adjusted for one off items – 2019 and 2020)*

in EUR mill.





# IMPAIRMENTS AND OTHER ITEMS

- Based on market development of FACC customers
- Impairments calculated by NPV method
- Cost for Social Plan related to a reduction in headcount (FTE) of approx. 650
- Reported EBIT at EUR -57.5 million

in million EUR

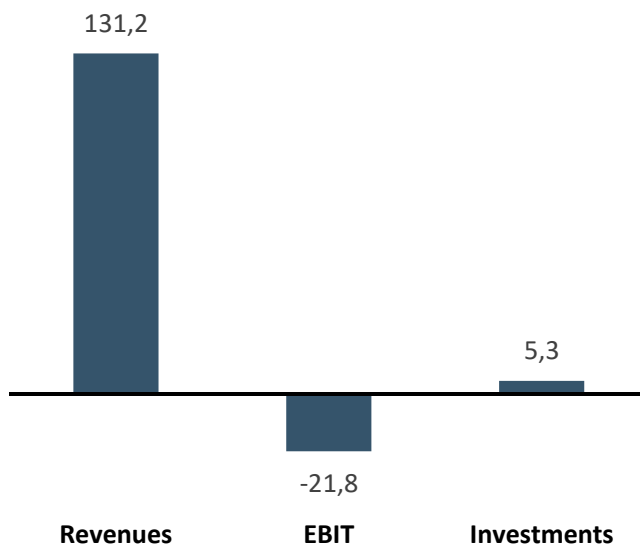


# SEGMENT REPORTING 1-9 2020

Revenue and EBIT decrease evenly distributed across all segments

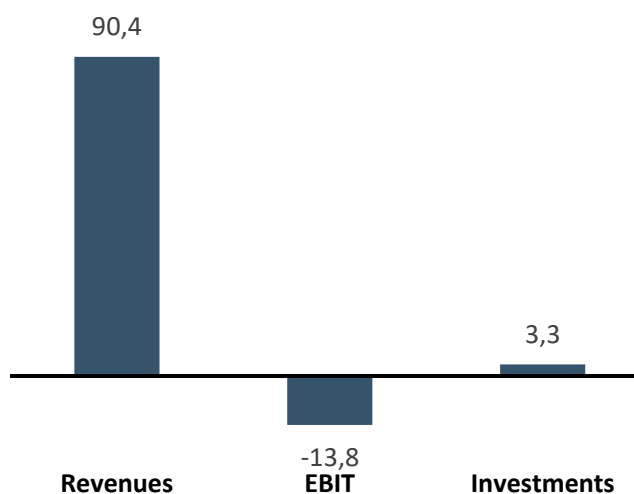
## Aerostructures

in EUR mill.



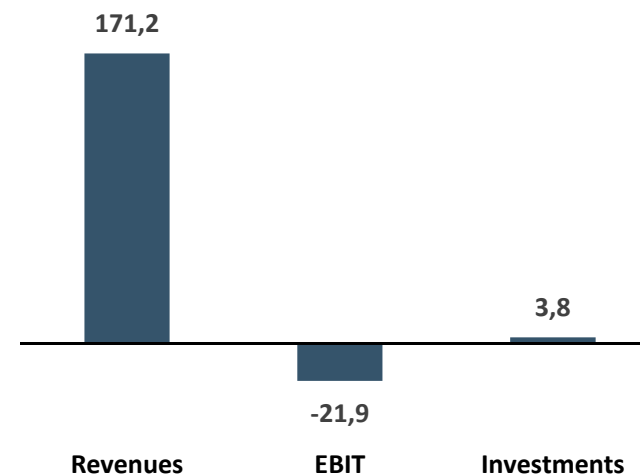
## Engines & Nacelles

in EUR mill.



## Cabin Interiors

in EUR mill.

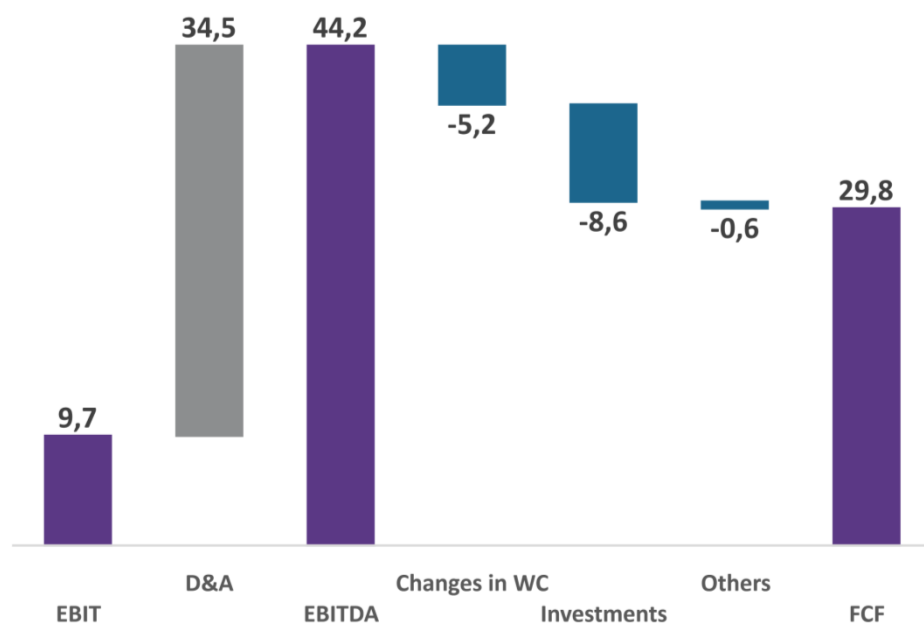


# FREE CASHFLOW

Free cashflow impacted by safeguarding delivery to customer

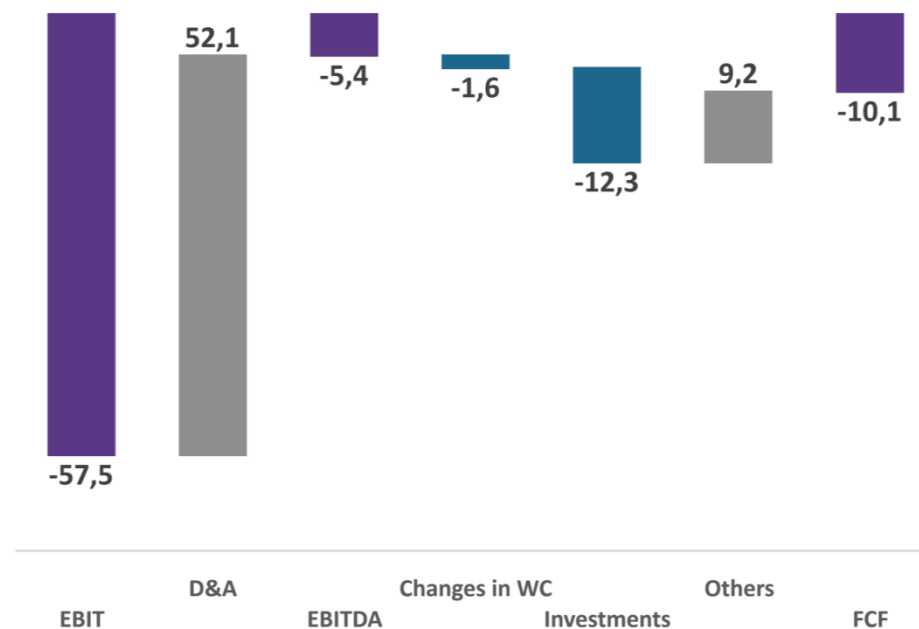
Free cashflow – 1-9 2019

in EUR mill.



Free cashflow – 1-9 2020

in EUR mill.



# OUTLOOK 2020 AND BEYOND

The economic impact as well as the global development of the COVID 19 crisis requires an ongoing assessment of the situation. On the basis of the information currently available from FACC's main customers regarding short and medium-term construction rates, it must be assumed that **revenues of approximately EUR 500 – 520 million** can be expected for the 2020 business year.

On the **earnings** side, the management expects **EBIT in a range of EUR -55 to -65 million**. This also includes the impairment losses and adjustments of EUR 37 million already described as well as the cost for the reduction of staff (social plan).

For **subsequent years**, management expects the 2021 financial year to be at the same level as 2020. Only in the following years, it is expected that renewed growth will occur within the framework of the market development of the programs essential for FACC and that additionally planned new projects will ensure sustainable growth.

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