



Investor presentation



June
2023



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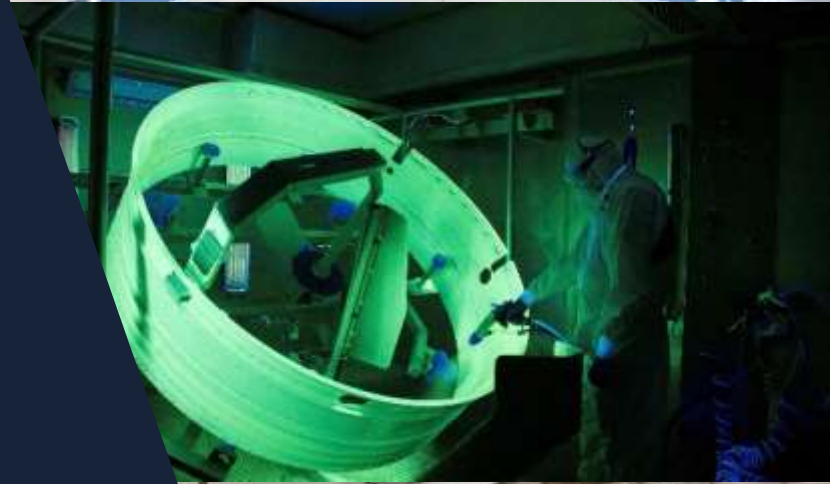
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PROFILE



About the Figeac Aéro Group

A global specialist for the industrialisation of critical parts and sub-assemblies for the aerospace sector

A leading partner
for major aerospace manufacturers

**PROFESSIONAL
EXPERTISE**

**TECHNOLOGICAL
COMPETENCE**

**ABILITY TO
INNOVATE**



13 sites



8 countries



≈ 3 000
employees



> 250
machines

An aerospace pure player

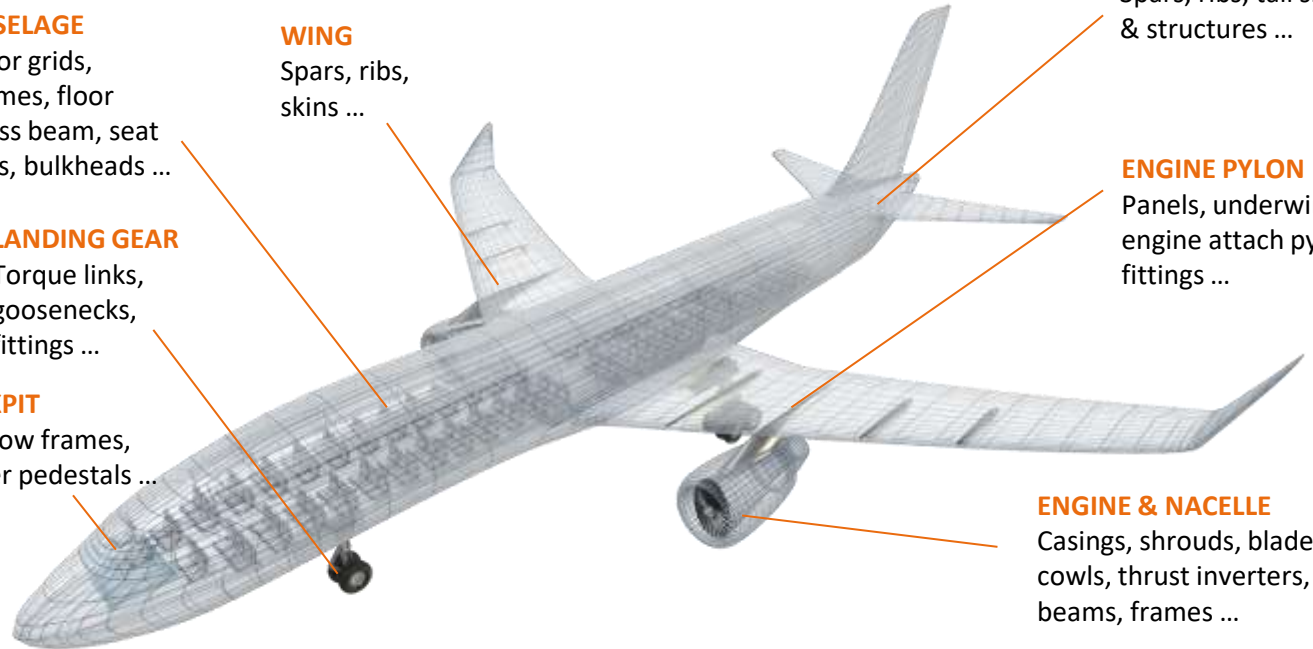
AEROSTRUCTURES & AEROENGINES

FUSELAGE
Floor grids,
frames, floor
cross beam, seat
rails, bulkheads ...

WING
Spars, ribs,
skins ...

LANDING GEAR
Torque links,
goosenecks,
fittings ...

COCKPIT
Window frames,
center pedestals ...



STABILISERS
Spars, ribs, tail skins
& structures ...

ENGINE PYLON
Panels, underwing &
engine attach pylon
fittings ...

ENGINE & NACELLE
Casings, shrouds, blades,
cowls, thrust inverters,
beams, frames ...

**DIVERSIFICATION
ACTIVITIES**

DEFENSE

OIL & GAS

ENERGY

A global footprint



Strategic positions on the main aerospace programmes



B737MAX



AIRBUS

A220



Family A320



A350 & A350F



SAFRAN

Leap 1A / 1B



Trent XWB



AIRBUS HELICOPTERS

EMBRAER

DASSAULT AVIATION

BOMBARDIER

E2-Jets



Falcon 7X



Global 7500



Super Puma



A critical role in the supply chain



> 80% of the aircraft value is subcontracted



FIGEAC AÉRO came out stronger from COVID

→ 2020

2020 → 2022
Transformation 21

2022 →
Route 25

Investments in the industrial setup
International footprint

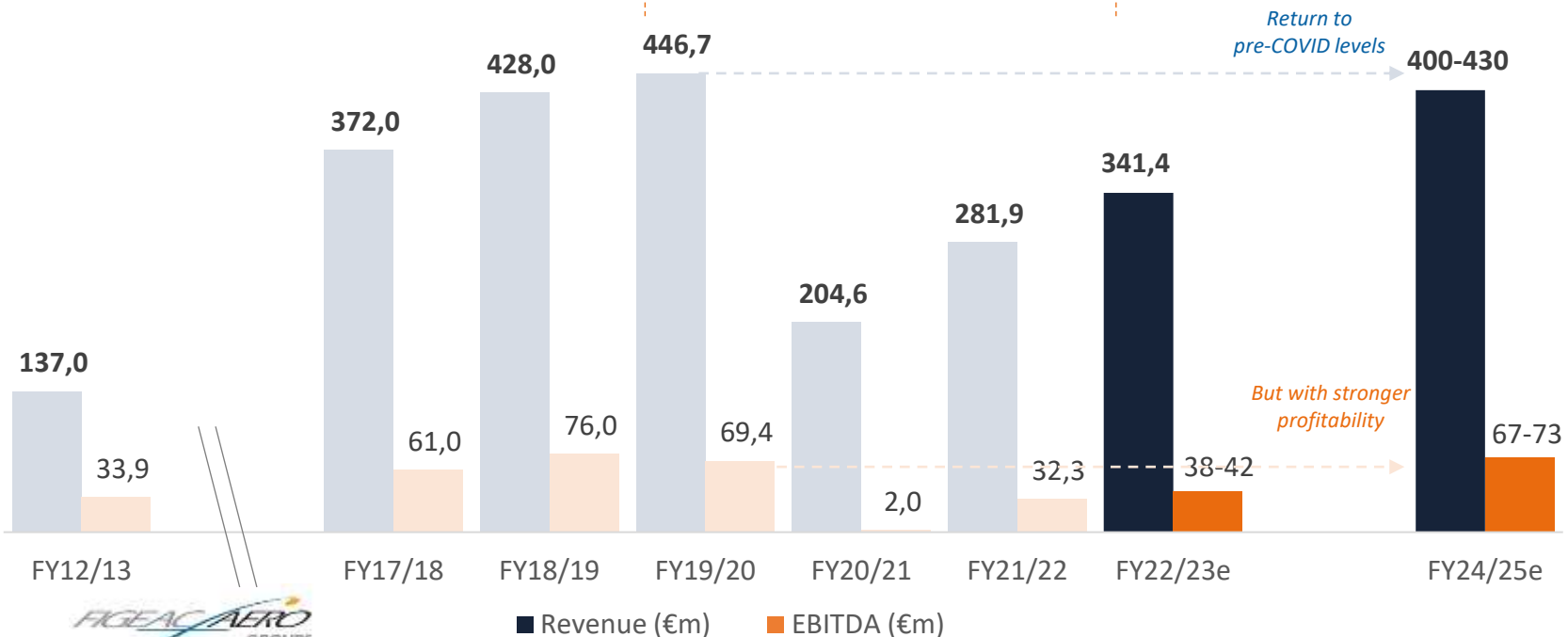
Fixed cost reduction
Debt reprofiling

Industrial optimisation
Financial discipline

Reach critical size

Reinforce the
financial structure

Focus on profitability
and cash generation



Growth drivers

Strong recovery in the commercial aerospace segment

- **Global air traffic¹:**
 - Global: +52%, 88% of pre-COVID levels
 - Domestic: +34%, 99% of pre-COVID levels
 - International: +69%, 82% of pre-COVID levels
- **Airbus²:**
 - Order backlog: 7,254 aircrafts (at end 1Q23)
 - Increase in build rates:
Deliveries FY23: 720 aircrafts (vs 663 in FY22 and 863 pre-COVID)
Family A320: 65/mo at end FY24, 75/mo at end FY26 (vs 43 at end FY22 and 54 pre-COVID)
A350: 9/mo at end FY25 (vs 5 as at end FY22 and 10 pre-COVID)
 - Return of large orders:
Air India: 210 A320 family, 40 A350
Lufthansa: 15 A350
- **Boeing²:**
 - Order backlog: > 4,500 aircrafts at end 1Q23)
 - Increase in build rates:
B737: c. 38/mo at end FY23, 50/mo at end FY25/26 (vs 31 at end FY22)
B787: 5/mo at end FY23, 10/mo at end FY25/26

Other growth drivers

- Significant growth potential in NA and JVs
- Growth opportunities in our diversification businesses
- Local extension of our coverage of the value chain

¹ Source: IATA, in revenue passenger-kilometers (RPK), as at end of March 2023 vs March 2022 and March 2019

² Sources: Airbus (1Q23 press release on 3 May 2023) and Boeing (1Q23 press release on 26 April 2023)

Performance drivers

Route 25 strategic plan

- Sales growth to ensure utilisation rates
- Deployment of the new ERP
- Industrial footprint optimisation
 - Automation
 - Flow optimisation
 - Production transfers

Focus on profitability and cash generation

- Strict financial discipline
 - Controlled CAPEX & WCR
 - Contract profitability policy
- Mitigation of inflationary context
- Improvements in global logistics conditions

Innovation

- Collaborative projects with OEMs and research institutions:
 - Additive manufacturing
 - Innovative machining and surface treatment processes
- Medium-term impacts:
 - Productivity
 - Environmental gains

An unprecedented context

- Necessary acceleration in build rates to serve strong growth in demand
- Supply chain capacities severely restrained

Ideally positioned to deliver improved financial performance



Key player in the ecosystem

- | Revenue €280.4m (FY21/22)
- | 13 sites in 8 countries



Positioned to capture growth opportunities

- | On all the main airframes
- | In all of the most growing regions



Reinforced financial structure & governance

- | Debt reprofiling
- | Focus on profitability and cash generation



Strong operational & technological capabilities

- | Unique know-how
- | State-of-the-art machines



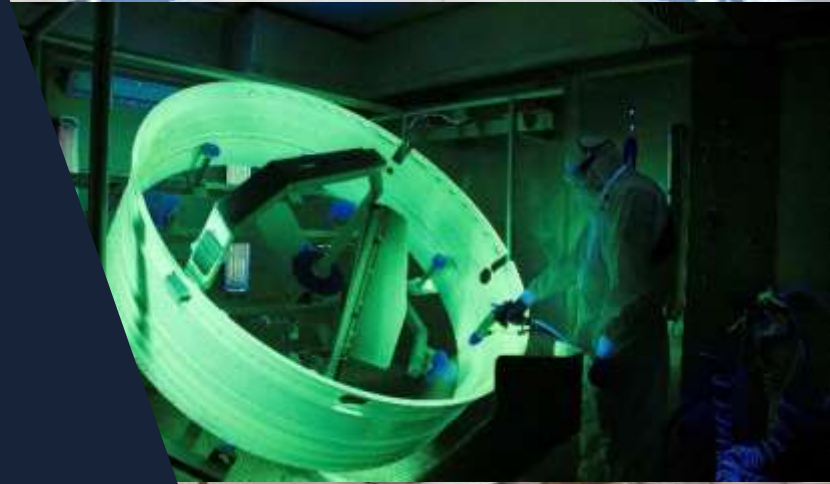
Long term client relationships

- | With all of the major players in the industry



Corporate culture focused on excellence and innovation

HIGHLIGHTS



Annual revenue growth target achieved for the second year in a row

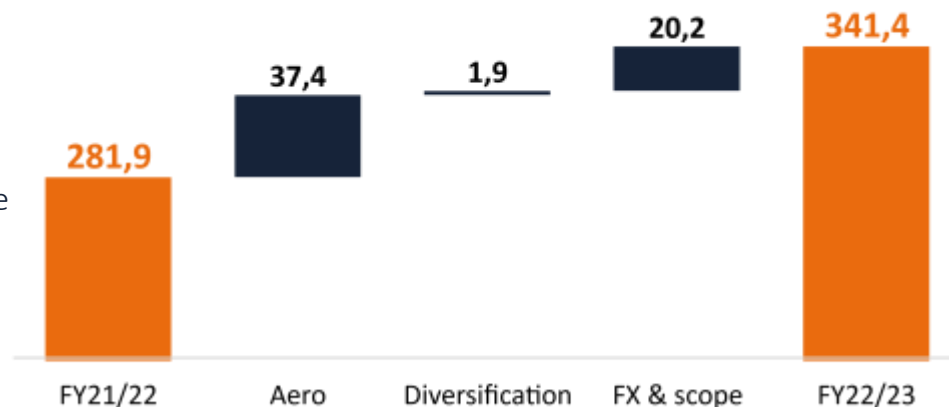
FY22/23 revenue: €341.4m

- › +21.1% vs FY21/22 (+14.0% organically)
- › €329.4m excluding the one-off disposal of raw material inventories, vs guidance +/- €330m
- › Driven mainly by increases in OEM production rates in the Aerostructures & Aeroengines division

Sustained sales activity despite a constrained context

- › Increased volume of RFQs due to rising production rates
- › Focused on developing attractiveness and operational excellence, to maintain its full ability to win new business
- › Backlog up at March 31, 2023 to €3.4bn¹

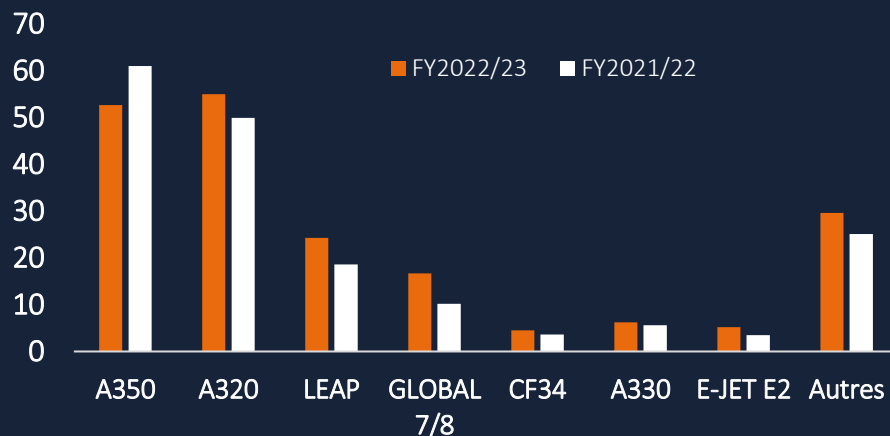
Growth in revenue - €m



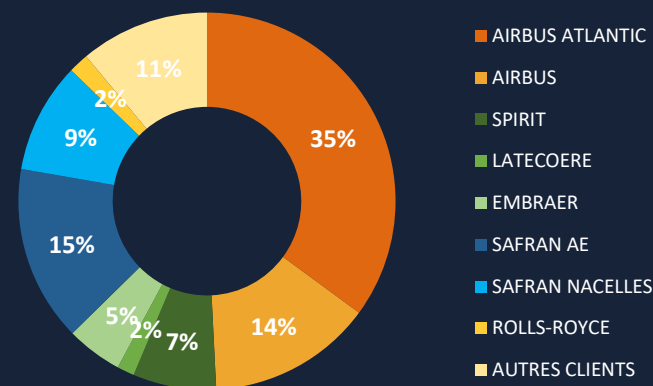
¹ calculated by combining orders received and to be received over the remaining duration of a maximum duration of 10 years of each contract and award, on the basis of announced and projected production rates. Based on a EUR/USD exchange rate of 1.12.

² Excl. other kinds of sales (NRC, services, other)

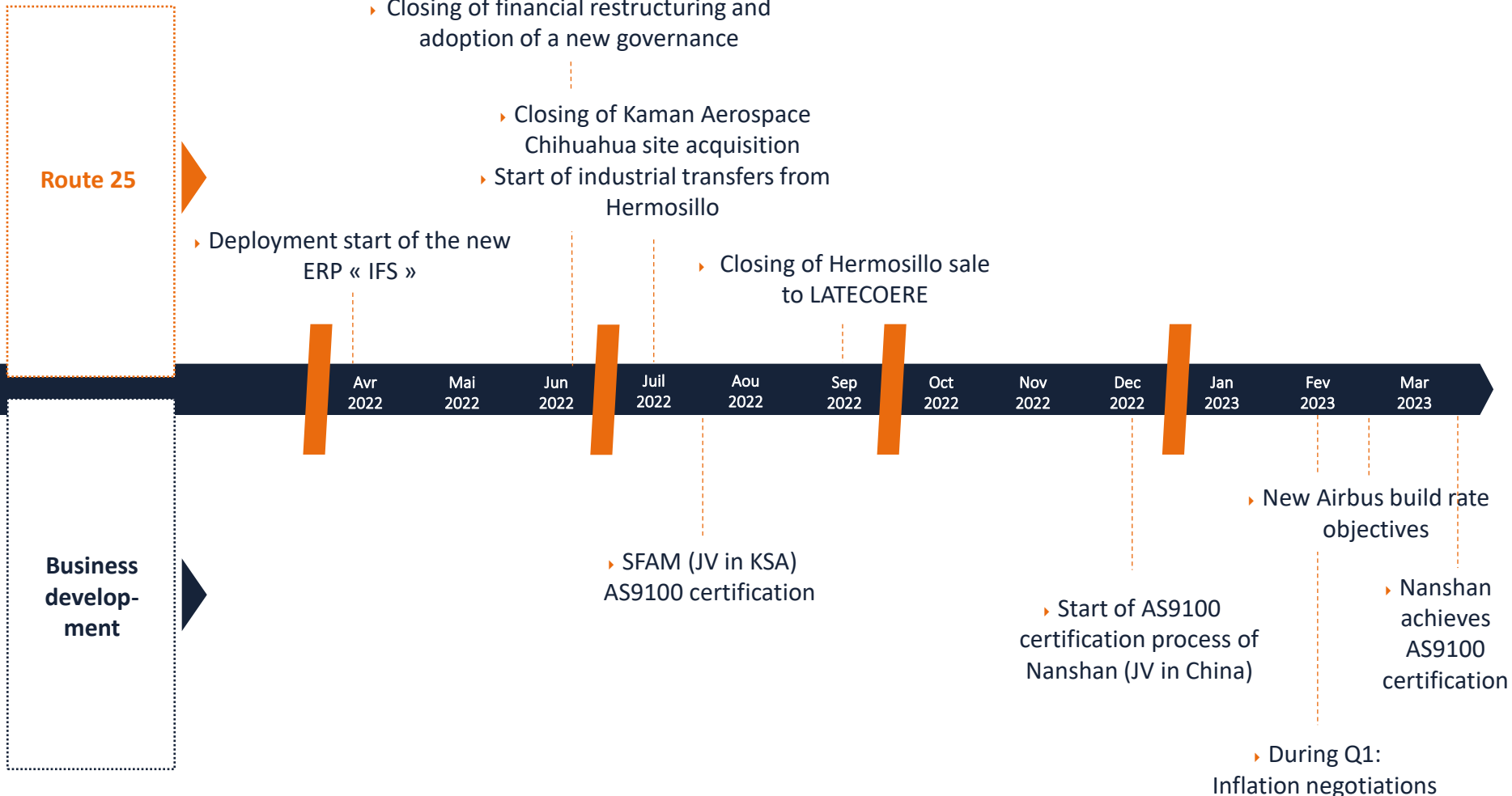
Parts² revenue/programme



Parts² revenue/client



Heading towards a new growth cycle



A solid start to the year amid complicated economic conditions

A sharp upturn in activity and rising production rates at airframers in an uncertain global environment

A resilient EBITDA margin despite inflation

Free cash-flow affected by the build-up of buffer stocks of raw materials

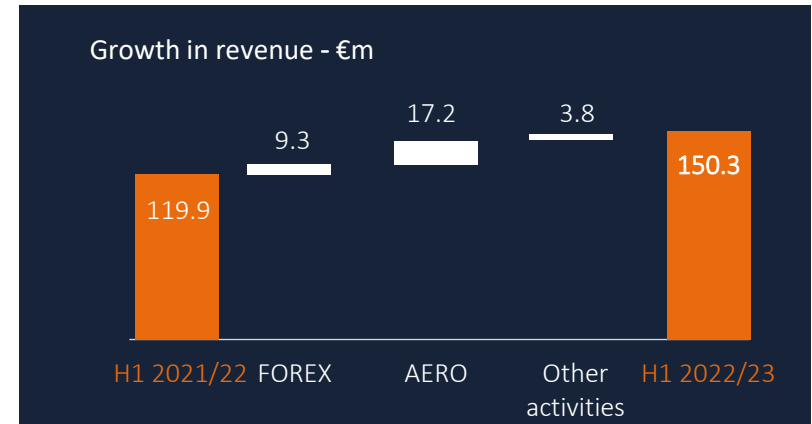
FINANCIAL HIGHLIGHTS H1 2022/23

Revenue €150.3m (+25.4%)	(H1 2022 : €119.9m)
Current EBITDA €14.9m (+€3.3m)	(H1 2022 : €11.7m)
Free cash flow €-2.2m	(H1 2022 : €-1.6m)
Net financial debt €280.4m¹	(H1 2022 : €337.2m)

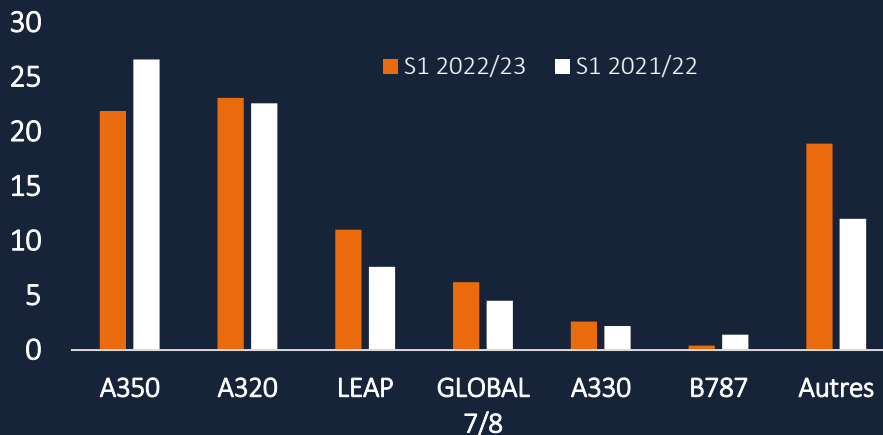
Strong activity in the wake of programme ramp-up challenges

Revenue up +25.4%
(+17.6% LFL) to €150.3m

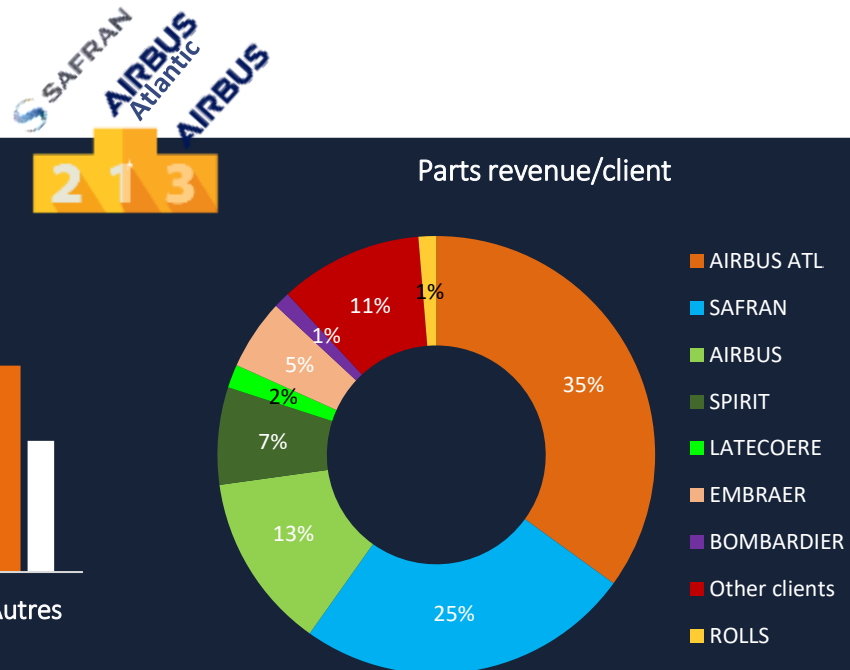
- › sequential improvement on the previous period
- › momentum driven by rising production rates and held back by labour shortages
- › full effects of higher production rates at aircraft manufacturers expected in H2



Parts revenue/programme

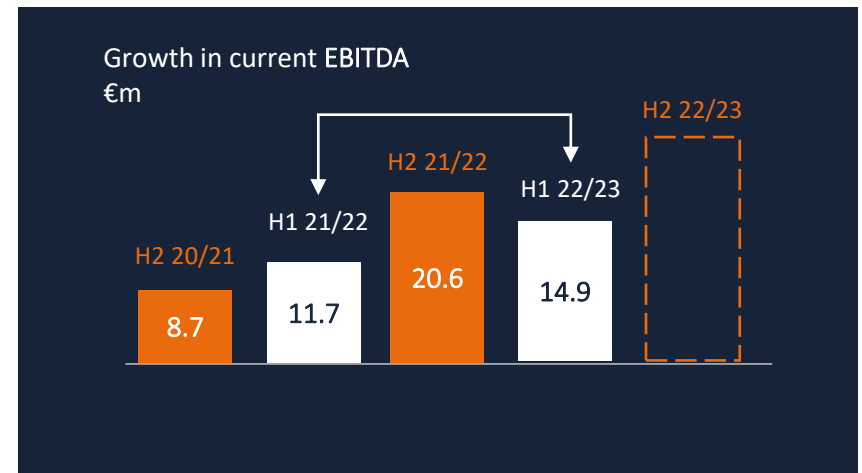


Parts revenue/client



Sharp improvement in current EBITDA

- | Current EBITDA¹ up 27.5% to €14.9m and EBITDA margin rate up 20bp to 9.9% despite a very complicated global economic climate
- | H2 expected to be much better than H1
- | The current EBITDA margin proved resilient in an inflationary climate, thanks to:
 - › measures taken to streamline production facilities under the Transformation 21 plan and the launch of the medium-term business plan Route 25
 - › the Group's capacity to partially pass higher production costs on to selling prices



¹Current EBITDA = Current operating income + depreciation and amortisation + net provisions - before the breakdown of R&D expenses capitalised by the Group by type

Inflation management

ENERGY

CONSUMABLES

PAYROLL

TRANSPORT

NON-PRODUCTION PURCHASES

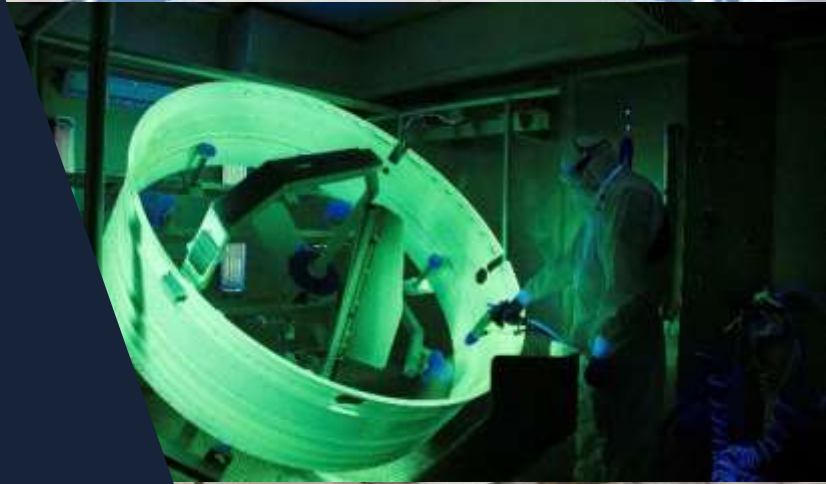
PRODUCTION PURCHASES



- › Contract secured for 2022/23
- › Increase limited to 2% by renewing supplier contracts + making efforts on the procurement front
- › Inevitable pay rises following the pay freeze during Covid + efforts to attract new hires
- › Long-term contracts signed with freight companies to limit cost increases
- › Successful negotiations by the procurement team
- › Raw materials: limited increase on FIGEAC's portfolio excluding client contracts (<10%). Increased expenditure in surface treatment due to energy costs as of Q4 2022. Benchmark launched in emerging market zone

FY23 OBJECTIVE > LIMIT THE NET INFLATION IMPACT ON EBITDA TO -€4M/-€2M

PROGRESS REPORT ON THE PERFORMANCE PLAN AND ROLL-OUT OF ROUTE 25



Key pillars of the **Route 25** business plan

OBJECTIVE

Bring revenues back up towards pre-crisis levels by 2025 with a higher operating margin rate

REVENUE

Secure revenue levels set out in the medium-term plan



- › Secure existing contracts
- › Gain new market share
- › Develop our service sales

INDUSTRIAL MODEL

Optimise industrial procedures



- › Devote the France & US plants to complex products and runners and develop the Industry 4.0 model
- › Scale up the workload in Best Cost facilities for small & medium parts
- › Optimise production and operating costs
- › Develop innovation

MANAGEMENT SYSTEM

Improve our management systems to achieve our performance targets



- › ERP migration: phase 1 completed in 2022
- › Improve and deploy organisational and operational standards in all the plants

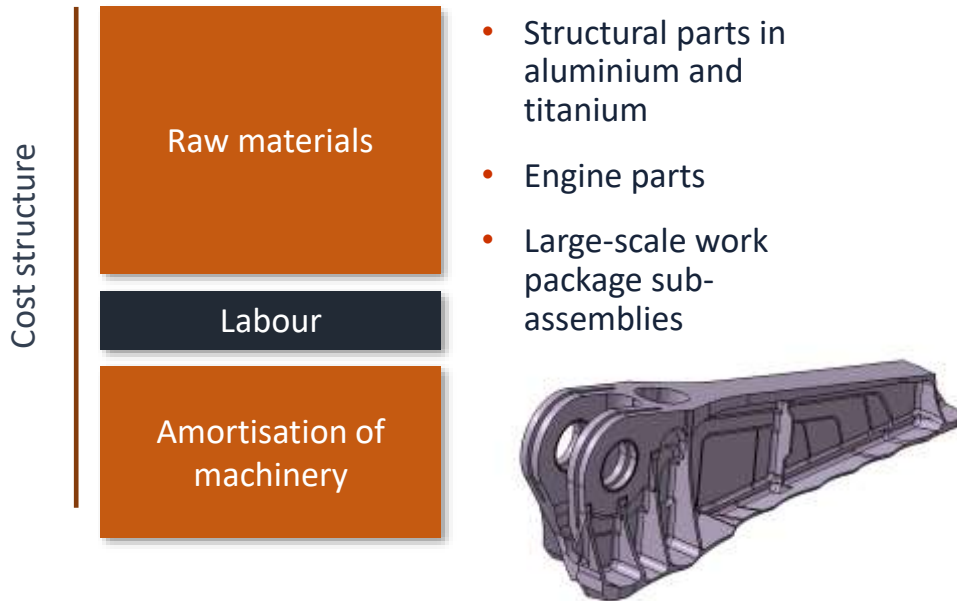
Route 25, capacity utilisation rates

	Mar - 22	Sept - 22	Mar - 23
FRANCE	60%	60%	70%
USA	50%	50%	60%
MEXICO	50%	-	70%
MAGHREB	55%	55%	85%
FIGEAC AÉRO GROUP	55%	60%	70%

- | Steep reduction in amounts purchased following the repatriation carried out during the pandemic (Transformation 21 action plan)
- | Capacity utilisation rate in Mexico affected by the redeployment of production capacity and the acquisition of the KAMAN Aerospace site in Chihuahua
- | Difficulties in re-outsourcing the workload in FIGEAC AÉRO'S supply chain
- | Skills and capacity ramping up at the Saudi and Chinese JVs

Route 25, optimisation of industrial procedures

COMPLEX PARTS

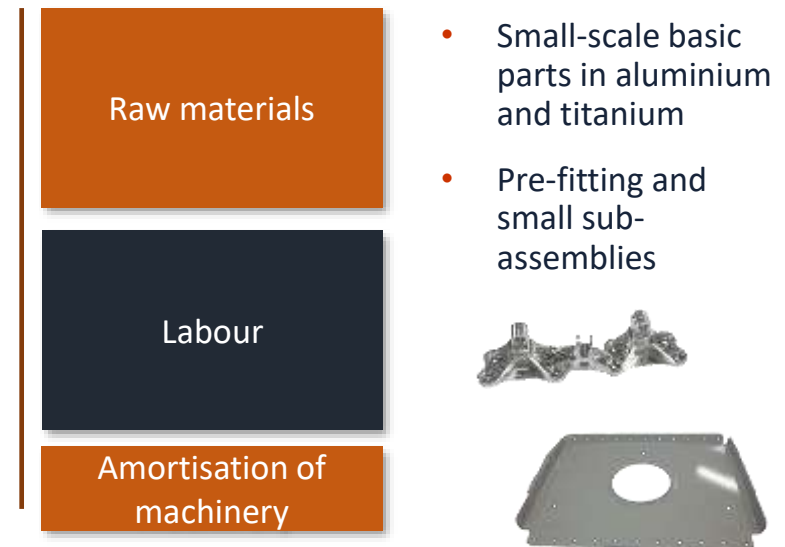


Western countries

- | Core business in Fr & USA
- | Development of technology
- | Automation and Industry 4.0 model



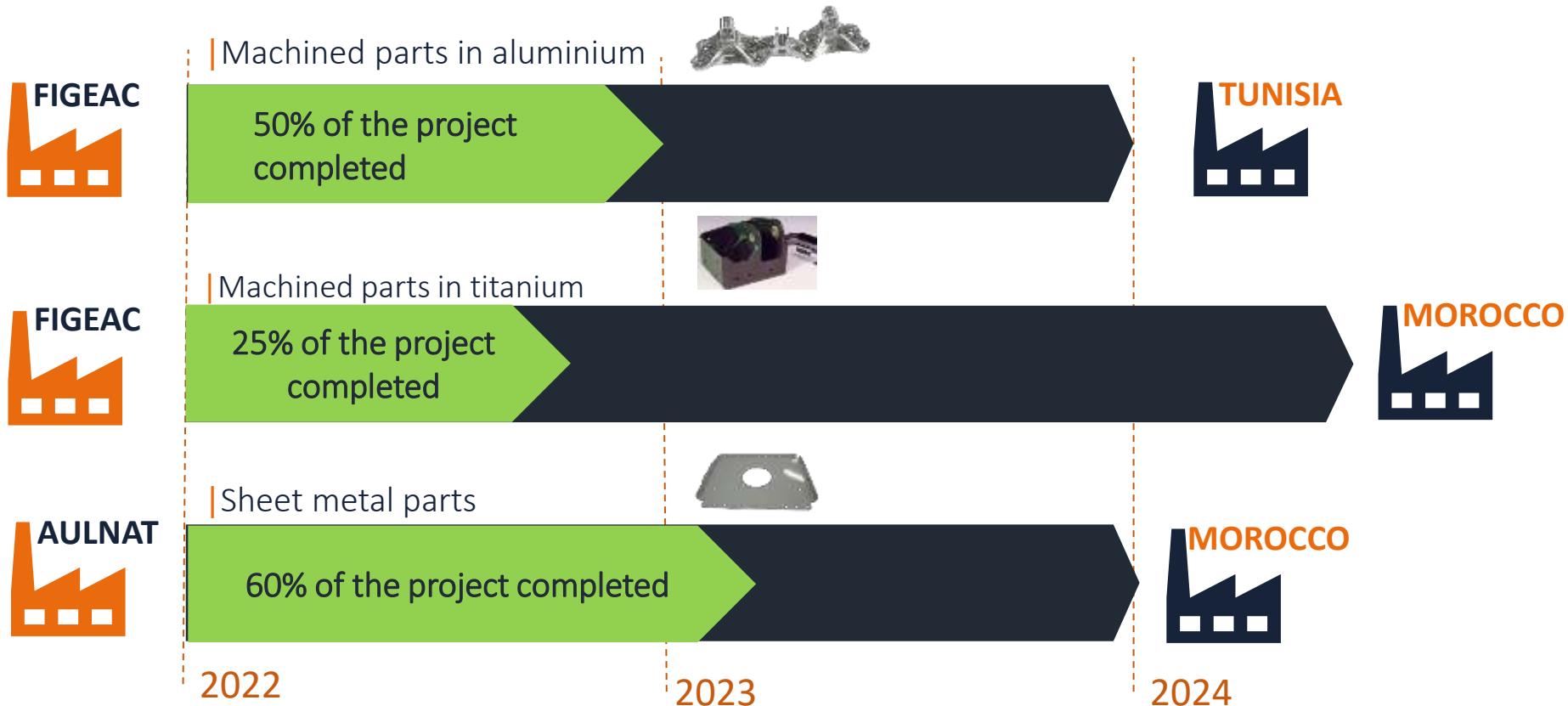
BASIC PARTS



BCC countries

- | Speedier transfers from France to Morocco and Tunisia

Route 25, transfers to Best Cost countries



Volume being transferred: €25m

Transfer budget: €3m

EBITDA gain at March 2025: €5m

Route 25, optimisation of production lines

The FIGEAC AÉRO Group's first Industry 4.0 plant, which started up in 2016, is now fully operational. It produces **engine casings for the Leap 1A and 1B**.

Launch of a **flow management/LEAN approach** across all entities, the aim being to:

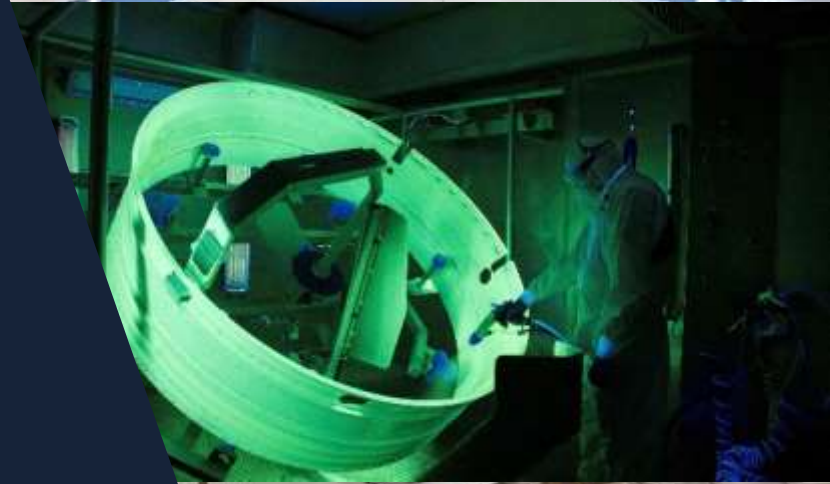
- (1) manage flows (work in progress and priorities)
- (2) achieve productivity gains (EBITDA)
- (3) optimise production cycles to improve WCR (free cash)

Two sites have made considerable progress in 2022 (Tunisia & Morocco). The remaining sites are still in the process of rolling out/planning to adopt the approach in 2023/24. This involves:

- streamlining production at each site
- transferring activities within the Group



SALES MOMENTUM



Strategic positions in the main airframes

Sharp upturn in production rates on key platforms,
shoring up growth in the Group's Aerostructures business

1

Airbus A320 NEO

Build rate	2021	2022	2023	2024	2025
	526	568	604	704	804

Value of
shipset¹
€0.13 m / AC



2

Airbus A350

Build rate	2021	2022	2023	2024	2025
	51	52	62	72	87

Value of
shipset¹
€1.4m / AC



3

Boeing 737 MAX

Build rate	2021	2022	2023	2024	2025
	138	387	556	610	610

Value of
shipset¹
€0.04m / AC



4

Global 7500

Build rate	2021	2022	2023	2024	2025
	38	48	48	48	48

Value of
shipset¹
€0.55m / AC



5

Airbus A220

Build rate	2021	2022	2023	2024	2025
	55	76	109	134	157

Value of
shipset¹
€0.04m / AC



6

EMBRAER E2-Jets

Build rate	2021	2022	2023	2024	2025
	30	27	43	68	80

Value of
shipset¹
€0.2m / AC



¹ Revenue streaming from the delivery of a single unit of the corresponding programme.

Strategic positions in the main engine platforms

Sharp upturn in production rates on key platforms,
shoring up growth in the Group's Aerostructures business

1

LEAP 1A/1B – A320NEO & B737MAX

Build rate	2021	2022	2023	2024	2025
	612	727	800	900	996
	276	774	917	1200	1400

Value of
shipset¹
€14k / 1A
€20k / 1B



2

Trent XWB – A350

Build rate	2021	2022	2023	2024	2025
	110	120	158	182	216

Value of
shipset¹
€35k / AC



3

Passport 20 – Global 7500

Build rate	2021	2022	2023	2024	2025
	89	101	102	96	96

Value of
shipset¹
€35k / AC



4

M88 – Dassault Rafale

Build rate	2021	2022	2023	2024	2025
	36	54	66	84	84

Value of
shipset¹
€71k / AC



5

Pearl 700 – Gulfstream 700

Build rate	2021	2022	2023	2024	2025
	24	60	104	138	130

Value of
shipset¹
€40k / AC



¹ Revenue streaming from the delivery of a single unit of the corresponding programme.

Growth strategy, significant progress

Growth drivers

Historical aerospace activities
(of which recent contracts)

- Renewal of **100%** of our contracts that were due to expire in 2022 and extension of strategic contracts over a period of more than 8 years

Historical non-aerospace activities

- Continued efforts to diversify in the defence segment (MECABRIVE)
- New opportunities in Oil & Gas

RFQs and
long-term
opportunities

- Considerable quantification activity due to very sizeable requests for quotations from the main contractors in the single-aisle segment (A320, B737 Max)

North America

- Sales team expanded in the USA
- Opportunities with Collins / Boeing / Gulfstream / Bombardier / MHI

New
opportunities

Engines

- A new prospection/sales campaign launched, aimed at US engine manufacturers GE and Pratt & Whitney

Services

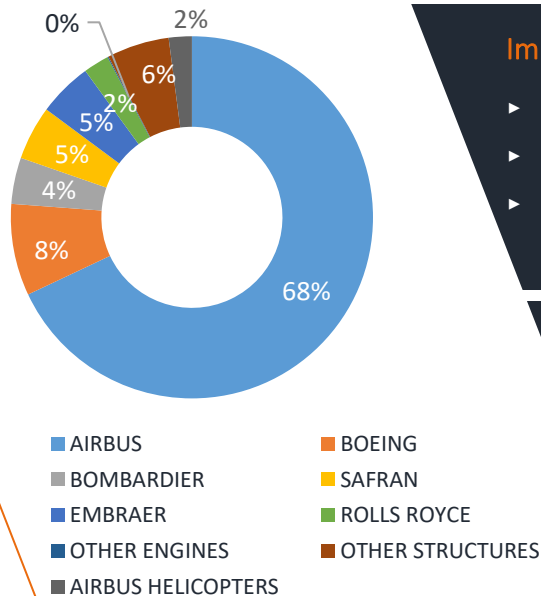
- Creation of a services activity aimed at supporting the development of the Group's JVs and at establishing new partnerships

Services

- Industrial and commercial development of our JVs in China and Saudi Arabia

Solid backlog and clear priorities

Backlog¹
over 10 years >€3.4bn



Mitigate the effects of inflation through financial support from/for our clients

- ▶ Financial offsets
- ▶ Optimisation of industrial procedures

Improve profitability on long-standing contracts

- ▶ A client exit plan for unprofitable contracts
- ▶ Improved logistical terms & conditions and payment deadlines
- ▶ Support from/for our clients to validate the efforts made to optimise our industrial procedures

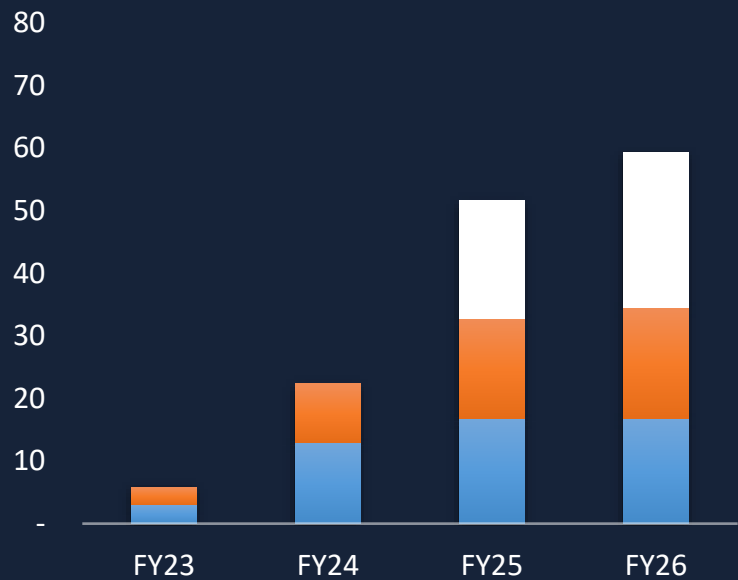
Keep capex under control

- ▶ Selection of new business that does not require additional capex
- ▶ Support from our clients to help finance the capex needed for new major contracts

Growth strategy

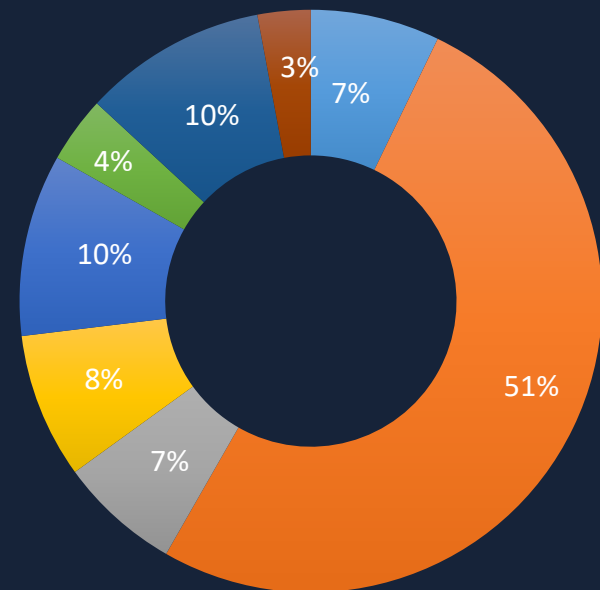
Update on the latest contracts won

Projected sales revenue New business (€m)



■ Business awarded in 2022 ■ Business awarded in 2021
■ Business awarded in 2020

Breakdown of new business by platform



■ A220 ■ A320 ■ A350 ■ A350 F
■ B737 ■ G700 ■ A330 ■ C919

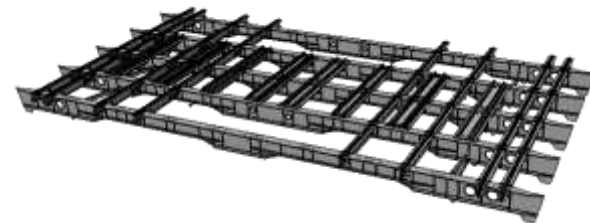
Focus on New Business Spirit Aerosystems

A350XWB-900 and 1000 floors (PAX)

- Long-term contract > 2030
- Full assembly
- Spirit has renewed its confidence in Figeac Aéro
- Annual revenue: USD16m.

A350XWB Cargo

- Long-term contract with Spirit: awarded in 2022
- Industrialisation is underway
- Annual revenue: USD4.2m.



Growth strategy

SFAM



Business

- ▶ Speedier transfer of production capacity
- ▶ Lots of on-site client visits (Airbus, Safran, Lockheed Martin)
- ▶ First RFQs received now under negotiation



Industrial footprint

- ▶ 1x Makino and 3x Haas in production
- ▶ 1x Makino in the final stages of being installed
- ▶ 3x new Haas in early 2023
- ▶ 1,000 m² of workshops



Qualification

- ▶ AS9100 qualification obtained in August 2022
- ▶ Client certification underway
- ▶ Surface treatment audit carried out at our partner AACC



Know-how transfer

- ▶ Machining of small hard metal parts
- ▶ Machining of large aluminium parts
- ▶ Transfer of first engine parts being examined



People

- ▶ 25 employees, of which 13 Saudis
- ▶ Staff training underway in Tunisia and on-site
- ▶ 2023 target >40



Growth strategy

Nanshan Figeac Aero Industry



Business

- ❖ Business support agreement signed with the city of Nankin
- ❖ Lots of on-site client visits (Airbus, Collins, Avic, etc.)
- ❖ First RFQs received now under negotiation



Industrial footprint

- ❖ 2x 4-axis Makinos installed
- ❖ 3,000 m² workshop set up temporarily
- ❖ Final 20,000m² workshop in process of being launched



Qualification

- ❖ AS/EN9100 qualification achieved
- ❖ Maturity audits planned with AVIC



Know-how transfer

- ❖ Machining of small aluminium parts
- ❖ First industrial-scale production capabilities demonstrated

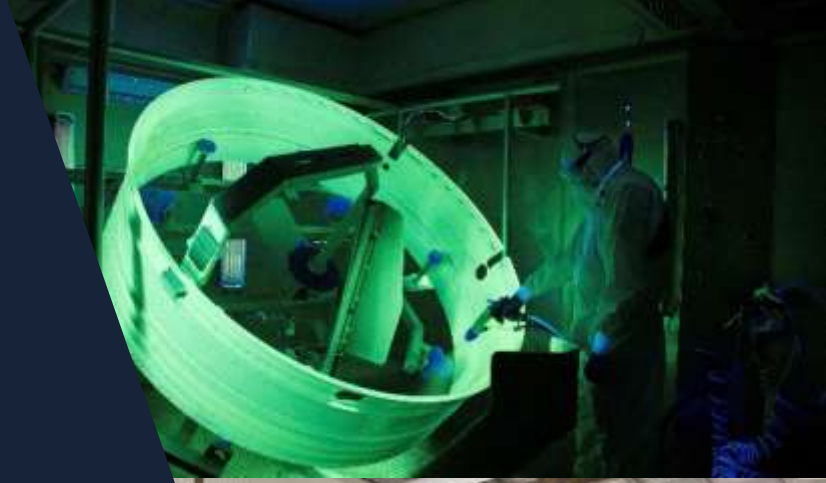


People

- ❖ 10 employees
- ❖ Training and support from FGA Group in early 2023



OUTLOOK



2022/23 targets

The sector is now recovering

- / Rising production rates at Airbus (A220, A320, A350F)
- / Inflation affecting firms across the board
- / New large-scale orders
- / China is reopening



2024/25 targets: A new phase in value creation



1 The 2024/25 forecasts were established based on a €/USD exchange rate of 1.16 and on the assumption that there will be no further major effects stemming from the pandemic and the Russia-Ukraine conflict

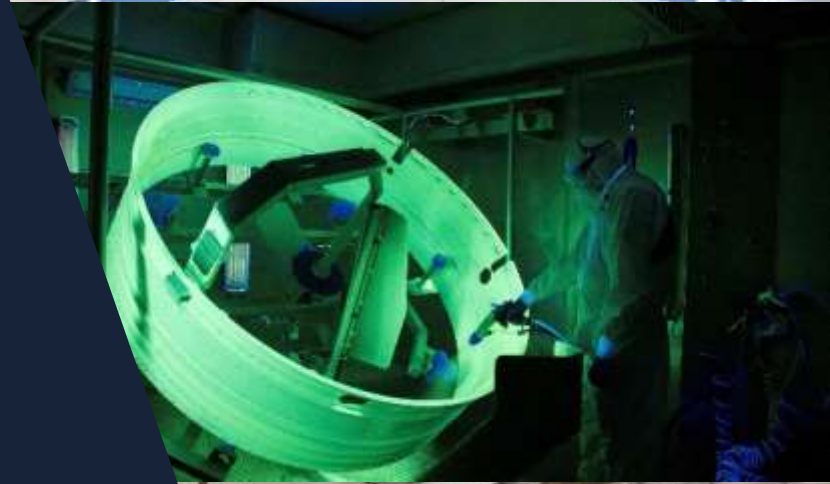
2 Current operating income + depreciation and amortisation + net provisions - before the breakdown of R&D expenses capitalised by the Group by type

3 Before financing activities

4 Excluding financial liabilities not bearing interest

5 Net debt / EBITDA ratio

APPENDIX



Simplified income statement

€k IFRS	30/09/2021	30/09/2022	Change
Revenue	119,903	150,334	+25.4%
Sales	128,358	137,131	
Current EBITDA ¹	11,681	14,888	+€3.2m
<i>Current EBITDA¹/Revenue</i>	9.7%	9.9%	
Current operating income (loss)	-15,045	-9,586	+€5.5m
<i>Current operating margin</i>	-	-	
Other non-recurring operating income & expenses	-3,748	9,825	
Share of net income (loss) of joint ventures	-101	-471	
Operating income (loss)	-18,894	-233	
Cost of net financial debt	-2,971	-5,582	
Realised currency gains & losses	678	9,820	
Unrealised gains & losses on financial instruments	-621	-14,536	
Other financial income & expenses	-16	234	
Income tax	-123	3,549	
Consolidated net income (loss)	-21,947	-6,747	
Net income (loss), Group share	-21,919	-6,710	+€15.2m

- | Strong revenue growth at +25.4% (+17.6% LFL) and a sharp improvement in current EBITDA
- | Note the 7-pt decrease in the ratio of direct consumption to revenue, of which:
 - › (-)14 pts for the consumption of raw materials and sub-contracting (based on sub-contracting outside the Group)
 - › (+)7 pts for other external purchases and expenses (inflation effect)
- | Personnel expenses corresponded to 33% of revenue vs 29% in September 2021
- | Non-recurring items (+€9.8m) included:
 - › the costs of implementing the Group's financial restructuring plan
 - › the redeployment of its Mexican operations (capital gain from the sale of Hermosillo and cost of acquiring Kaman Aerospace's site in Chihuahua)
- | Mark-to-Market valuation (-€14.5m - USD/€ 0.9785)
- | Net income (loss), Group share adjusted for non-cash effects was +€4.2m

Simplified cash-flow statement

€k IFRS	H1 21/22	2021/22	H1 22/23
Cash-flow before cost of financial debt and taxes	7,658	18,261	11,019
Change in working capital requirement	312	16,192	(14,451)
Net cash-flow from operating activities	7,970	34,453	(3,432)
Net cash-flow from investing activities	(9,553)	(29,052)	1,216
FREE CASH-FLOW	(1,583)	5,401	(2,216)
Scope effects			
Acquisitions or disposals of treasury shares	(24)	(78)	(72)
Change in borrowings and repayable advances	(24,287)	(37,580)	24,692
Interest paid	(2,195)	(4,803)	(3,478)
Debt restructuring fees	-	-	(5,739)
Capital increase	-	-	53,500
Inventory carrying transaction with Aerotrade		3,693	(4,521)
Net cash-flow from financing activities	(29,126)	(33,965)	64,382
Change in cash position	(30,709)	(28,564)	62,167
Cash position - opening date	61,540	61,540	33,025
Change in translation adjustment	50	49	920
Net cash position	30,881	33,025	95,723

| Cash-flow grew by +€2.5m

| WCR increased by €14.4m due to:

- › a catch-up effect on social security charges deferred during Covid (€2.1m)
- › the settlement of trade payables affected in March by preparations to switch to the new ERP
- › the build-up of strategic stocks to secure rising production rates (A320 Neo family, Boeing 737 Max) and thus deliver on a sizeable backlog

| Positive capex (+€1.2m), including the transactions involved in the Group's operational deployment in Mexico

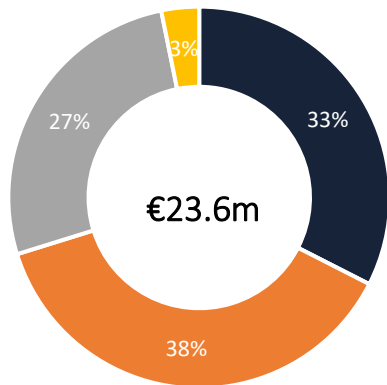
| Inventory acquired from Aerotrade in the amount of €4.5m

| Outflows from financing activities €5.7m

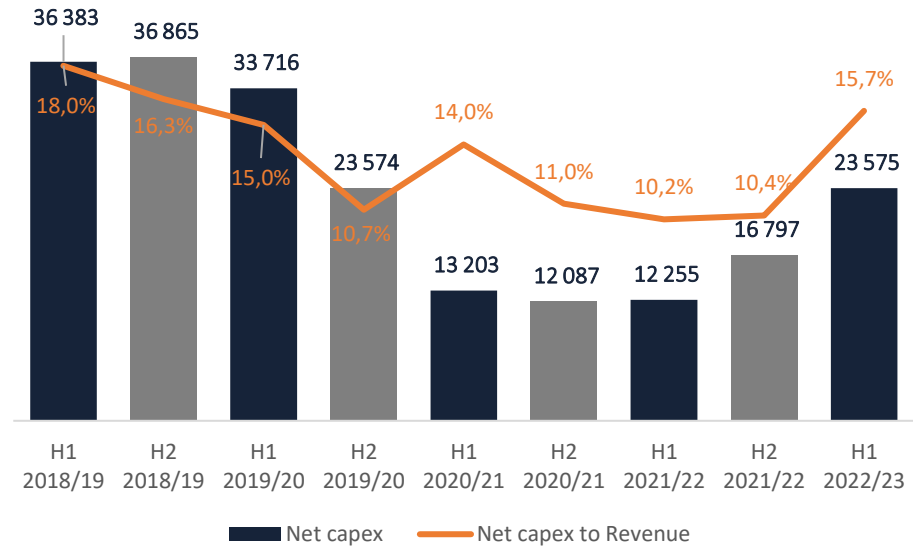
| Sharp improvement in the net cash position, including the €53.5m capital increase (Ace Aéro Partenaires)

Capex evolution

Breakdown of capex to Sept. 2022

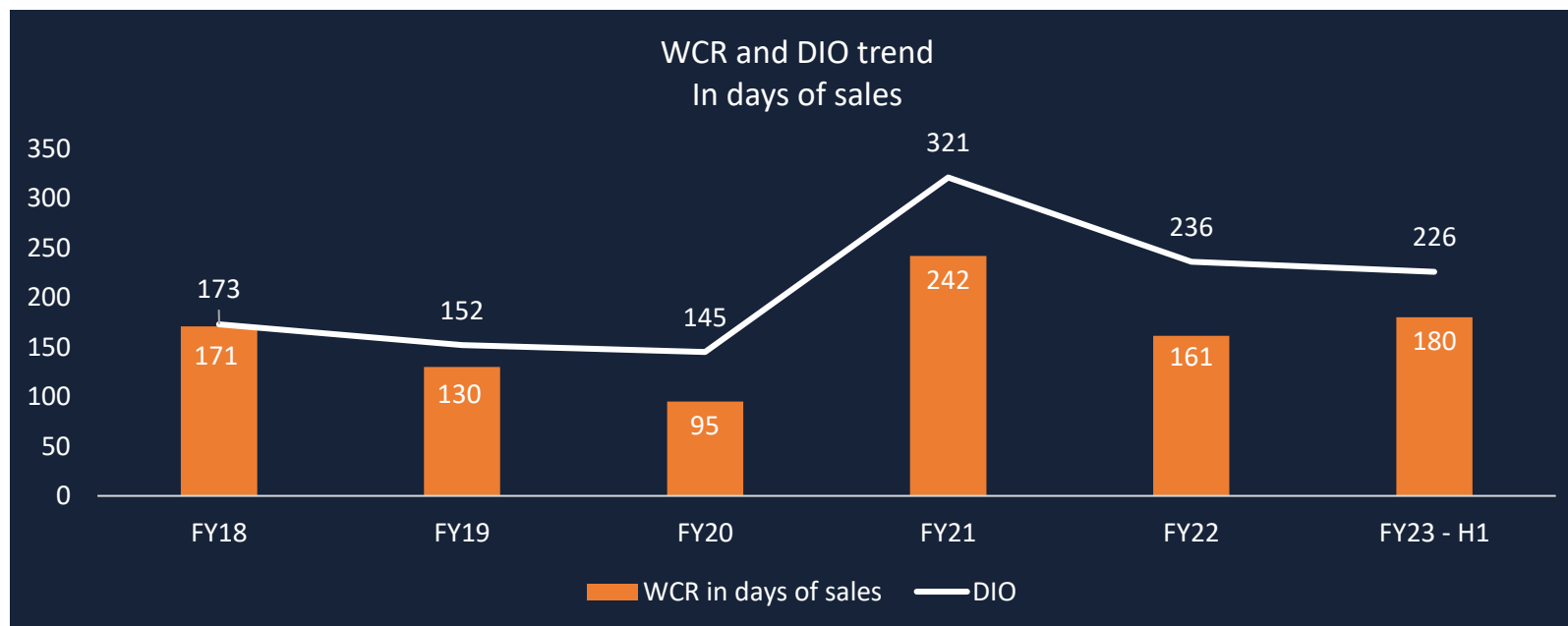


- Maintenance capex
- Growth capex
- R&D / ERP
- Other



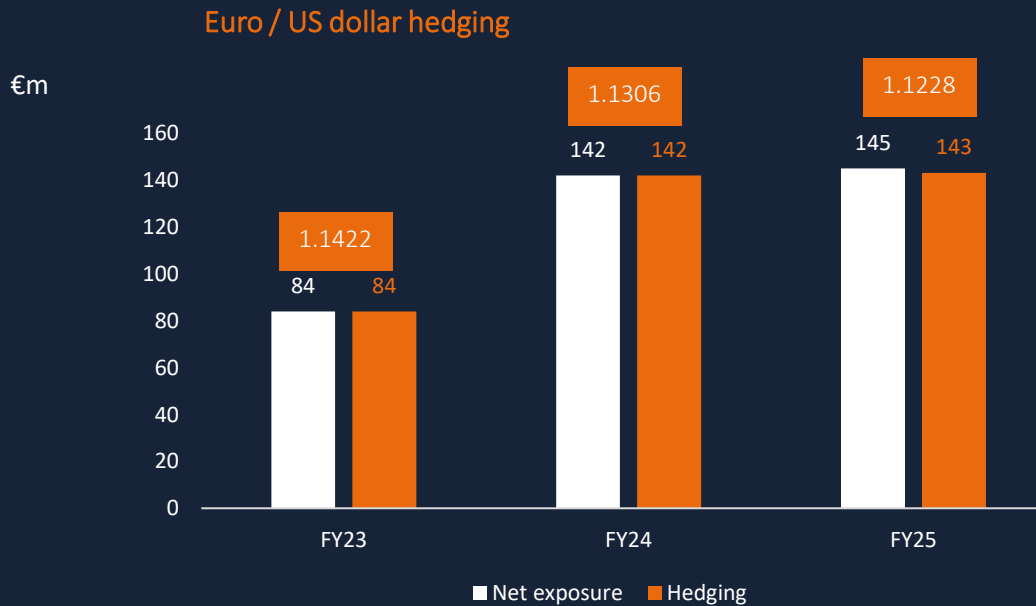
- | Investments (net of the Mexican transactions, i.e. the sale of Hermosillo and acquisition of Kaman) totalled €23.6m over the period
- | Maintenance capex increased as business activity trended upwards
- | €9m capex on machinery committed pre-crisis and received over the half-year period
- | ERP expenditure committed to complete the deployment of the ERP across 4 Group companies corresponding to 75% of the revenue base
- | R&D expenditure to maintain the Group's competitive standing

WCR evolution



- | The Group's WCR corresponded to 180 days of sales, i.e. an increase of 19 days due to:
- › automatic increases in financing requirements for client accounts
 - › the build-up of strategic stocks of raw materials and components to secure production rates which are expected to increase in the coming months, amid global uncertainty. Despite these stocks, DIO improved further over the period (-10 days)
 - › the settlement of trade payables (DPO) affected by the ERP migration

€/\$ hedging



| FIGEAC AÉRO'S USD positions are almost 100%-hedged up to March 2025

- FY 23 100%-hedged
- FY 24 100%-hedged
- FY 25 98.7%-hedged

| Negative MtM of €45.5m at 30/09/22, improving by €22m at 30/11/22

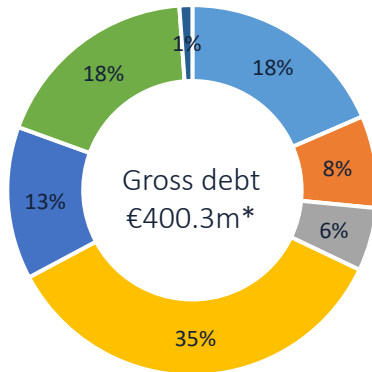
Simplified balance sheet

BALANCE SHEET - €k - IFRS	31/03/2022	30/09/2022
Fixed assets	275,902	265,334
Other non-current assets	17,579	18,910
Inventory	182,223	186,010
Contract assets	25,289	23,517
Trade receivables	61,083	58,465
Current tax assets	7,688	8,483
Other current assets	21,711	24,186
Cash and cash equivalents	49,303	118,723
TOTAL ASSETS	640,777	703,628
Shareholders' equity	41,296	64,104
Non-current financial liabilities	207,738	330,221
Non-current liabilities	30,146	78,581
Short-term financial liabilities	16,167	23,002
Current portion of financial liabilities (1)	156,400	41,570
Debt not bearing interest	10,202	9,779
Repayable advances	4,153	4,378
Trade payables and related accounts	87,943	79,311
Current liabilities	86,732	72,682
TOTAL LIABILITIES	640,777	703,628

- | A decrease in net fixed assets (disposal of Mexican assets)
- | An increase in inventory due to buffer stocks of raw materials
- | An improvement in trade receivables
- | A comfortable cash position of €118.7m (+€69.4m)
- | Shareholders' equity bolstered by the €53.5m capital increase and -€19.3m mark-to-market of currency positions (USD/€0.9785) and the net result for the period (-€6.7m)
- | Net financial debt² at €293.4m, including:
 - | €66m of new "PGE Aéro" (state-guaranteed loans allocated to aerospace firms)
 - | Bonds issued to ACE in the amount of €10m
- | The settlement of trade payables affected by the ERP migration

Financial structure

Breakdown of debt at 30/09/2022



- ORNANE
- Leasing
- Factoring
- State-guaranteed loans
- Syndicated loan
- Other bank borrowings

€118.7m of available cash



Net debt €280.4m*

Two-thirds of debt is subject to financial covenants applicable as of FY 24/25

Increase in the cost of debt post-restructuring to 3.74%

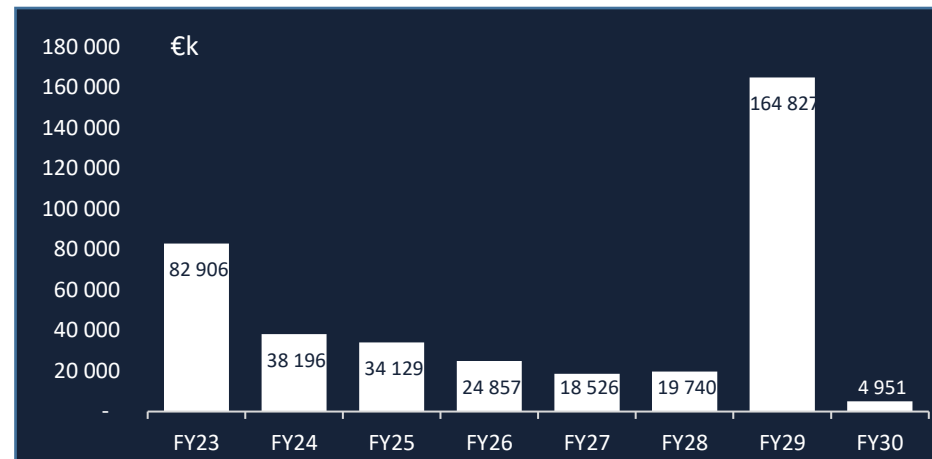
Floating-rate debt 40% / fixed-rate debt 60%

96% of debt is denominated in euros

Instalment debt except for the convertible bond maturing in October 2028 and ACE convertible maturing December 2028

Discussions completed with all the Group's creditors under the financial restructuring agreement reached in June 2022

Debt servicing consistent with expected FCF





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