

#### MONTANA TECH COMPONENTS HAS A PROVEN TRACK RECORD IN DEVELOPING INDUSTRIAL CHAMPIONS



# MONTANA TECH COMPONENTS



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## GAME CHANGER IN THE AEROSPACE SUPPLY CHAIN



## **MONTANA AEROSPACE** AT A GLANCE







Aerospace

E-Mobility

Energy

Multi-material competence in



32 locations worldwide



€ 790.1 million in revenues in 2021



7,200 highly qualified employees







>200 years of experience in metallurgy and materials processing



engineering & development centers



>300 CNC machines & >400 spindles in serveral high tech machine parks

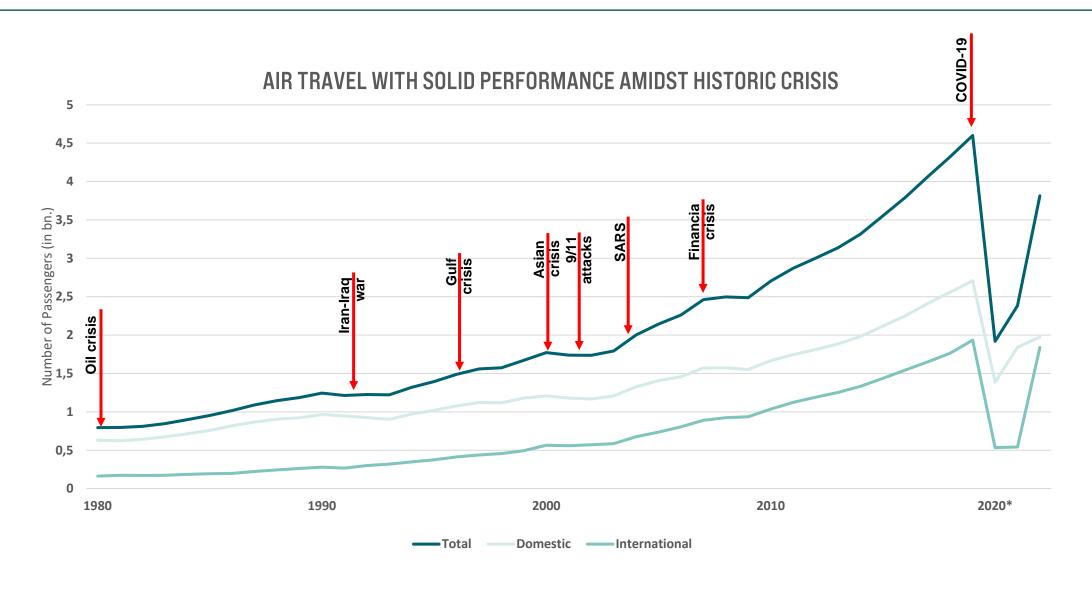


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# AIR TRAVEL WITH SOLID PERFORMANCE AMIDST VARIOUS PREVIOUS GLOBAL CRISIS, PROVING GENERAL RESILIENCE OF THE SECTOR







# MAJOR TAILWINDS BOOST OUTLOOK FOR GLOBAL AEROSPACE RAMP-UP, OUTWEIGHING SHORT-TERM HEADWINDS



#### **TAILWINDS**

FHL Infrastructure, Oct. 2022

#### Energy transition driving infrastructure sector boom

Many infrastructure assets have a contractual linkage to inflation, but the rising interest environment will begin to adversely impact valuations.

Energy markets and the related 'cost of living' crisis is undoubtedly causing hardship in the UK and elsewhere but in two respects, infrastructure assets are the beneficiaries:

Infrastructure is central to the transition to net zero. The infrastructure sector - through energy, transport, water g

BMW, Oct. 2022

#### BMW Group doubles sales of fullyelectric vehicles

The BMW Group sold a total of 75,891 fully-electric BMW and MINI vehicles worldwide in the first half of 2022 – more than doubling its all-electric sales compared to the same period of last year (+110.3%).

This growth underlines the company's focus on ramping up electromobility and confirms the high desirability of its pure electric models among customers worldwide.

"Despite a very challenging environment, we were able to more than double our sales of fully-electric vehicles Aerotime, Sep. 2022

#### Wizz Air targets 500-plane fleet by 2030, plans to buy 75 A321neos

Hungarian ultra-low-cost carrier Wizz Air plans to exercise its option to purchase 75 Airbus A321neo passenger planes with the goal of expanding its current fleet to 500 aircraft by the end of 2030.

According to Wizz Air chief executive Jozsef Varadi, the airline reached an agreement with European plane maker Airbus for the 75 Airbus A321neo jets, with delivery estimated to be between 2028 and 2029.

"We remain on track to become a 500 aircraft airline

Centre for Aviation, Nov. 2022

#### Airbus and Boeing to deliver more than 1000 aircraft in 2022

Airbus and Boeing continued to enjoy an upswing in ordering and aircraft production through 3Q2022, putting both manufacturers on the path towards a better

The two major Western OEMs are poised to exceed 1000 aircraft deliveries in 2022, and both are looking to ramp up deliveries further in 2023, and achieve full recovery somewhere in the middle of the decade.

Based on production plans, declared targets and

#### **HEADWINDS**

The Diplomat, Nov. 2022

#### Workforce shortages: how to win the ongoing war for talents

Poll of the German ekonomic institute IFO showed that almost half of the questioned companies in Germany are forced to reduce its offer and limit its business operations due to the lack of workforce. But this is not the case only in Germany.

According to European Commission, about one-quarter of manufacturing and services businesses in EU reported lack of workers as a factor limiting production in January, the highest proportion since data was first available in 1982. What are the root causes of this trend

Aviation Pros, Nov. 2022

#### Airlines Brace for Impact as Supply Chain Issues Emerge

The winter schedule for airlines [...] started on 30 October, with companies bracing for the impact of supply chain issues due to a a shortage of parts, engines and planes.

"For any industry, capacity deployment is a key parameter for its fixed cost absorption. Supply chain issues for aircraft, leading to their non-availability for flying, will lead to under absorption of capacity, impacting the earnings, given we are in the midst of the winter/festive travel season," said Suprio Baneriee, vice



#### **INVESTMENT & RAMP-UP...**

#### ...NOW BEARING THE FRUITS!

Massive >600m CAPEX program

Win of market share

Globalization expansion & ramp-up

**Talent & workforce expansion** 

**Accretive acquisitions & M&A activity** 

**Maintenance CAPEX forward looking only** 

Contracted sales growth
(from low/single digit €m amount to >5bn as of Q3 2022)

Operative phase running – industrialization complete

**Utilizing global HR footprint** 

Financial benefit of leveraging synergy potential

**INVESTMENT PHASE...** 

...PROFIT PHASE



## STRONG NEW MANAGEMENT STRUCTURE - LEADERSHIP BY CO-CEOs



#### Strong new management team - effective as of 01 July 2022



Co-CEO & CFO
Michael Pistauer





E-Mobility & Energy



Co-CEO Kai Arndt



**Aerospace / Aerostructures** 



**CHRO** Silvia Buchinger





Global HR, Marketing & ESG

#### **Board of Directors**



**Co-Board President**Tom Williams

Vice President Martin Ohneberg



**Co-Board President**Michael Tojner

**Member** Markus Vischer

**Member** Christian Hosp

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# "GAME CHANGER IN THE AEROSPACE SUPPLY CHAIN"

#### **CURRENT CHALLENGES...**



...CONSOLIDATION PRESSURE



...DISRUPTED SUPPLY CHAINS & PRICE PRESSURE



...RAMP UP OF BUSINESS WITH HIGHER BUILD RATES



...MATERIAL SHORTAGE & COST INFLATION

#### **OUR ANSWERS:**



HIGHLY INTEGRATED VALUE CHAIN

BEST-COST-COUNTRY FOOTPRINT





INNOVATIVE PRODUCT DESIGN BACKED BY OWN IP

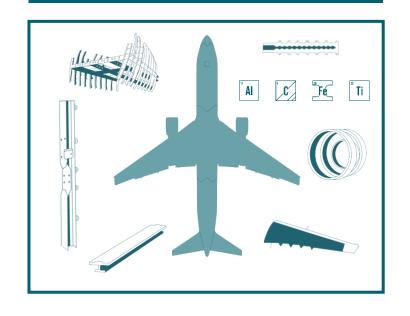




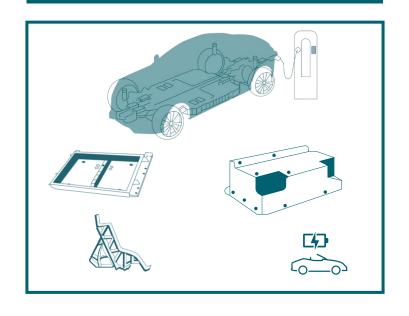




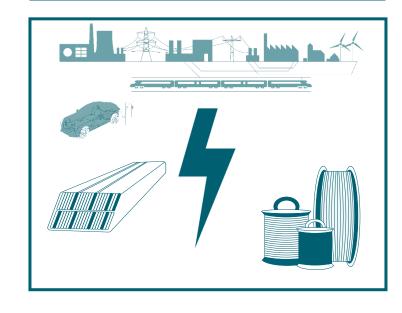
## **AEROSTRUCTURES**



## E-MOBILITY



## **ENERGY**



#### **MULTI-MATERIAL COMPETENCE**







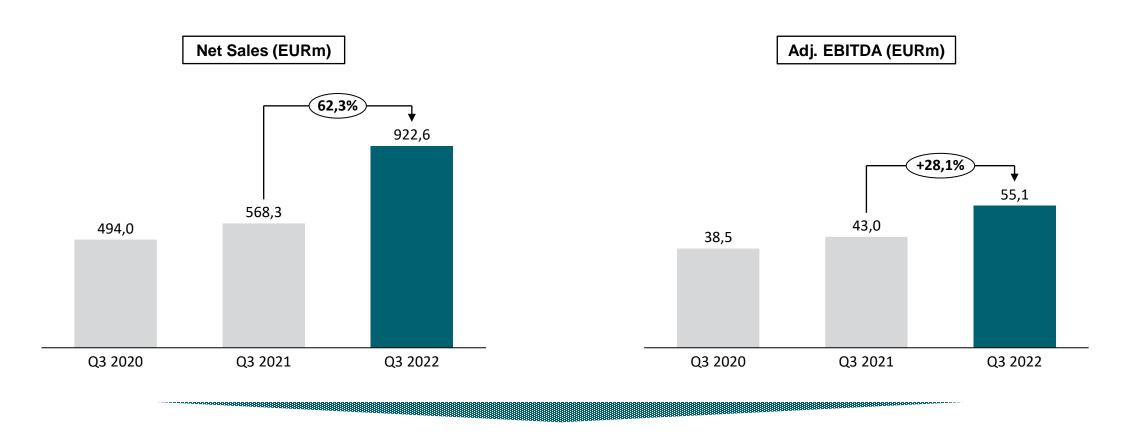




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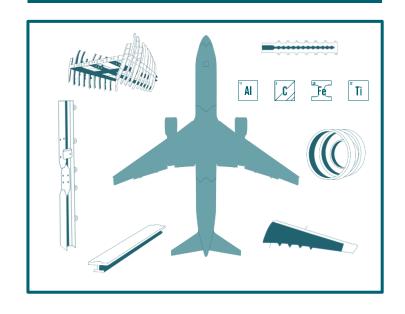
CLEAR DEVELOPMENT TOWARDS ANNOUNCED GUIDANCE



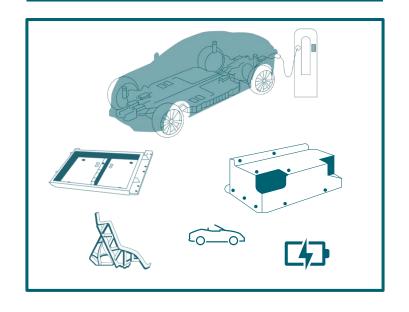
## STRONG SALES PERFORMANCE IN ALL THREE SEGMENTS, CONFIRMING STRATEGY



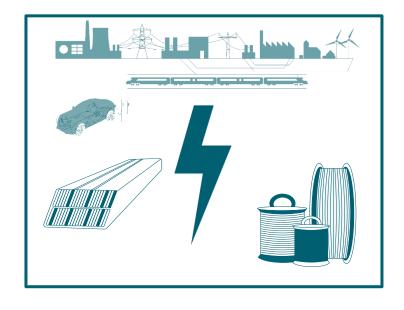
## **AEROSTRUCTURES**

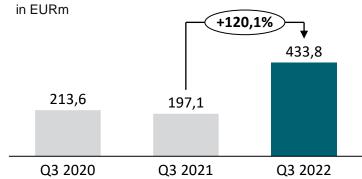


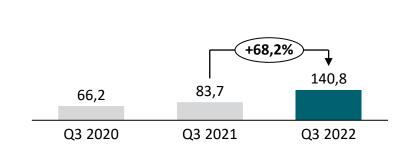
## E-MOBILITY

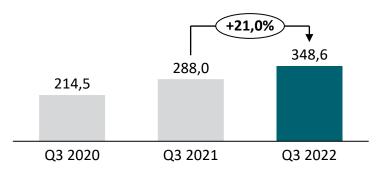


## **ENERGY**



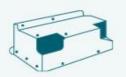




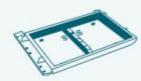


## E-MOBILITY

Montana Aerospace focuses on sophisticated lightweight components for the e-mobility segment. Our customers rely on our expertise for the production of complex components and assemblies, such as crash management systems and battery boxes.







**Battery Housing** 



Bracket CMS









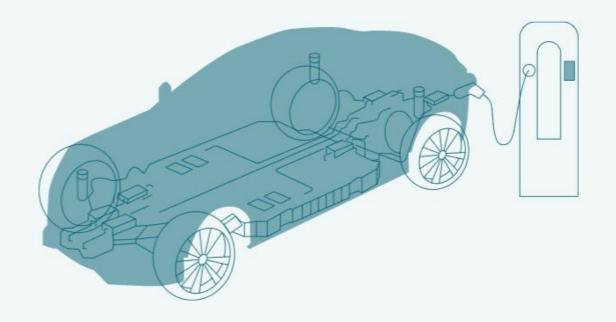


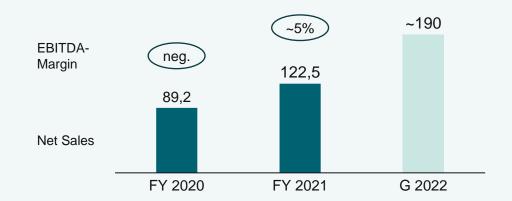




**Prototyping** 

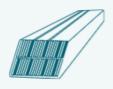
**Serial Production** 





## ENERGY 5

We are a market leader in the production of system-critical components for the energy infrastructure. Montana Aerospace specializes in copper processing and has high-level expertise in copper refinement and insulation systems.



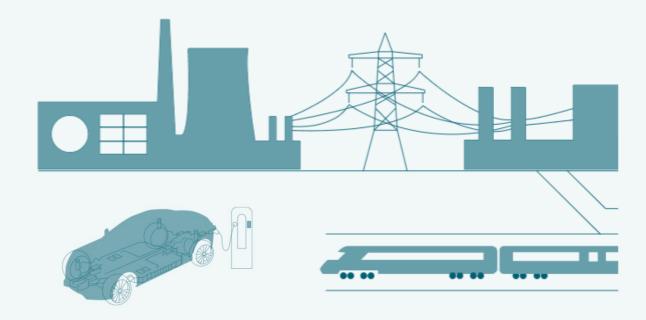




Special Products

Copper Round Wire

CTC

















Insulation & Transposing

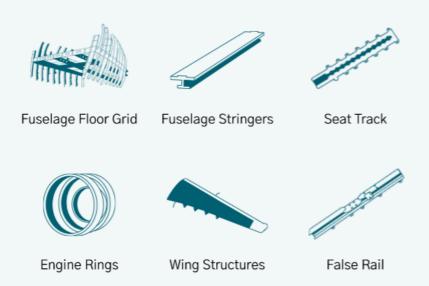
Final Transposed Conductors



## AEROSPACE 👍

We are an important partner for leading aircraft manufacturers. Montana Aerospace's core competencies include the development and manufacture of mission-critical aircraft parts.

Our product portfolio ranges from structural components for fuselage, wings and landing gear – with more than 20 meters of length – to critical engine components subject to high thermal and mechanical loads, high lift mechanisms, functional components for the cabin interior and complex structural Parts & assemblies.

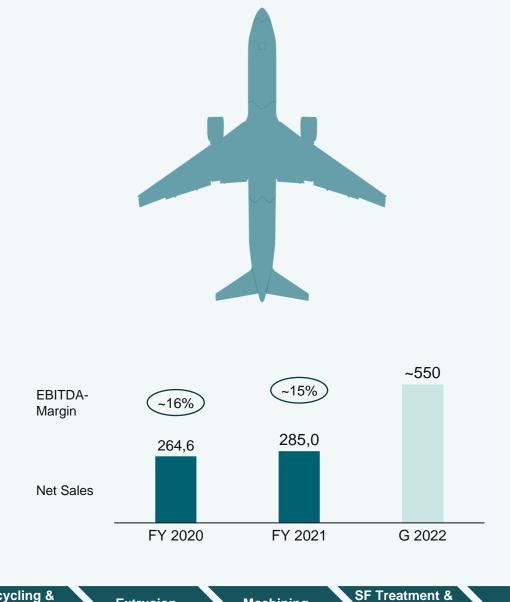








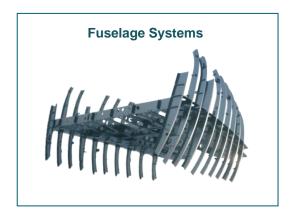
...& further hundreds of customers



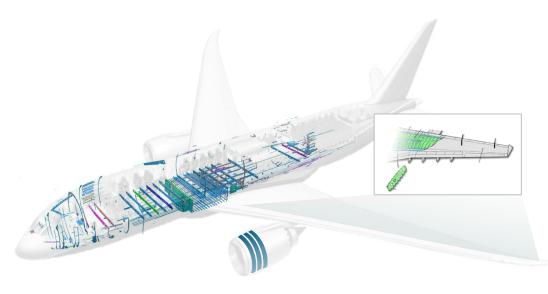


## FOCUS ON HIGHLY DEMANDING AEROSTRUCTURES















Aluminium Composite





## SERVING ALL MAJOR COMMERCIAL AIRCRAFT PLATFORMS







#### GLOBAL MANUFACTURING FOOTPRINT SERVING GLOBAL CUSTOMER BASE



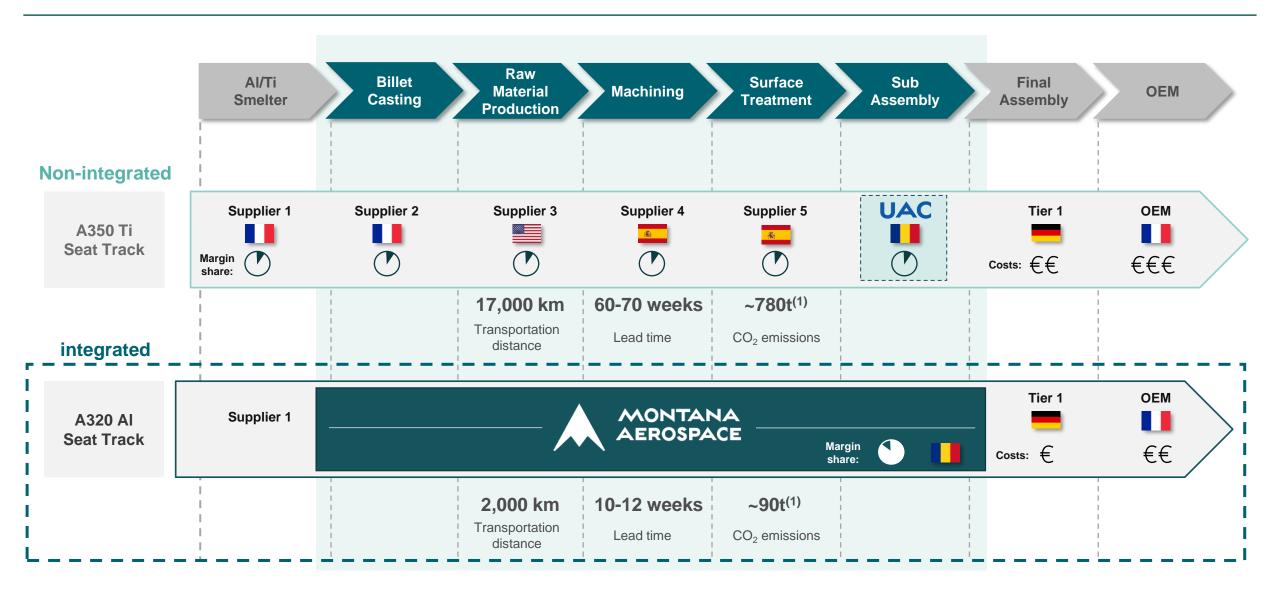






#### VERTICAL INTEGRATION PROVIDES MAJOR COST, TIME & ESG ADVANTAGES





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# PROCEEDS FROM IPO TO SUPPORT THE EXECUTION OF IDENTIFIED M&A PIPELINE AND ORGANIC GROWTH PROJECTS





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## GLOBAL FOOTPRINT STRENGTHENED BY SELECTED INVESTMENTS AND M&A

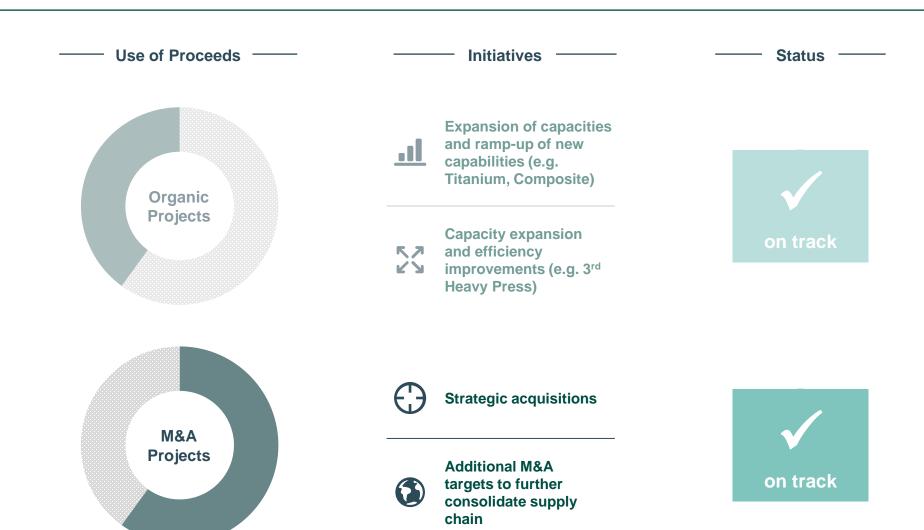






# PROCEEDS FROM IPO TO SUPPORT THE EXECUTION OF IDENTIFIED M&A PIPELINE AND ORGANIC GROWTH PROJECTS





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#### MONTANA AEROSPACE FOLLOWS ITS STRINGENT M&A PLAN – EXECUTING AND DELIVERING AS PROMISED DURING THE IPO PHASE



#### 2021 Deal Pipeline – 5 M&A transactions already executed within 9 months

#### **April 2021**

 Montana Aerospace enlarges core competence in titanium through acquisition of 100% of CEFIVAL in France

#### August 2021

 Signing of acquisition of remaining 25% of ASTA PPE in Brazil

#### **November 2021**

Closing:

Q3 2022

 Montana Aerospace signs agreement to acquire São Marco in South America

Closing:

#### May 2021

 Montana Aerospace acquires remaining 75% of IH TECH - a further step into the fields of automation and robotics

MA, 30 April 2021 Montana Aerospace enlarges core competence in titanium

MA, 03 May 2021 **Montana Aerospace** acquires IH TECH

#### September 2021

Q2 2022 Montana Aerospace signs full takeover of ASCO Industries - a leading supplier of high-end components and structures

MA, 07 September 2021 Montana Aerospace signs takeover of ASCO Industries

MA, 29 November 2021

Montana Aerospace signs agreement to acquire São Marco in Brazil

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# WORLD CLASS LEADER OF HIGH LIFT MECHANISMS, LARGE STRUCTURAL PARTS AND COMPLEX MECHANICAL ASSEMBLIES MADE OUT OF ALUMINUM, TITANIUM AND STEEL



#### **Overview**



~260m

Revenues between 2018-20



~1,200

Employees



4

Manufacturing Sites

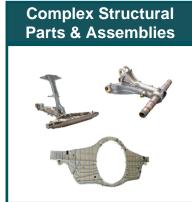


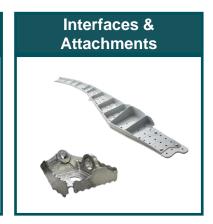
~140k m<sup>2</sup>

Covered Industrial Surface

#### **Product Portfolio**

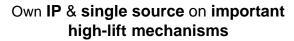








ONE STOP SOLUTION FOR HIGH-LIFT MECHANISMS & COMPLEX MECHANICAL SUB-ASSEMBLIES



**Titanium** machining **specialist** 

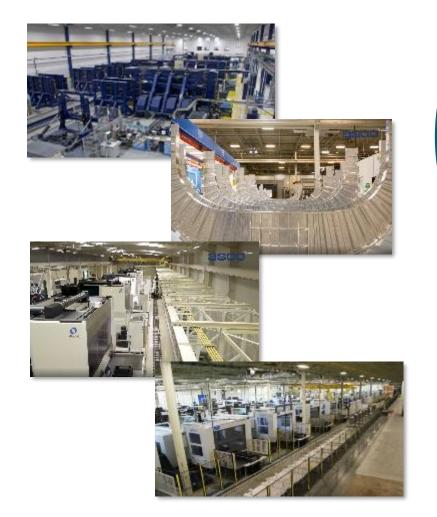
**Aluminium** high-speed machining for large complex components

Montana Aerospace



# COLLABORATION OF TWO LEADING PLAYERS CREATES A STRONG AEROSTRUCTURES PLAYER BESTEROSPACE POSITIONED TO MEET CUSTOMER NEEDS OF TOMORROW

## asco



# #1 Aerostructures Supplier

- Quality
- Costs
- Reliability
- Innovation
- Carbon Footprint



#### MONTANA AEROSPACE



## AIRBUS BOEING



LOCKHEED MARTIN

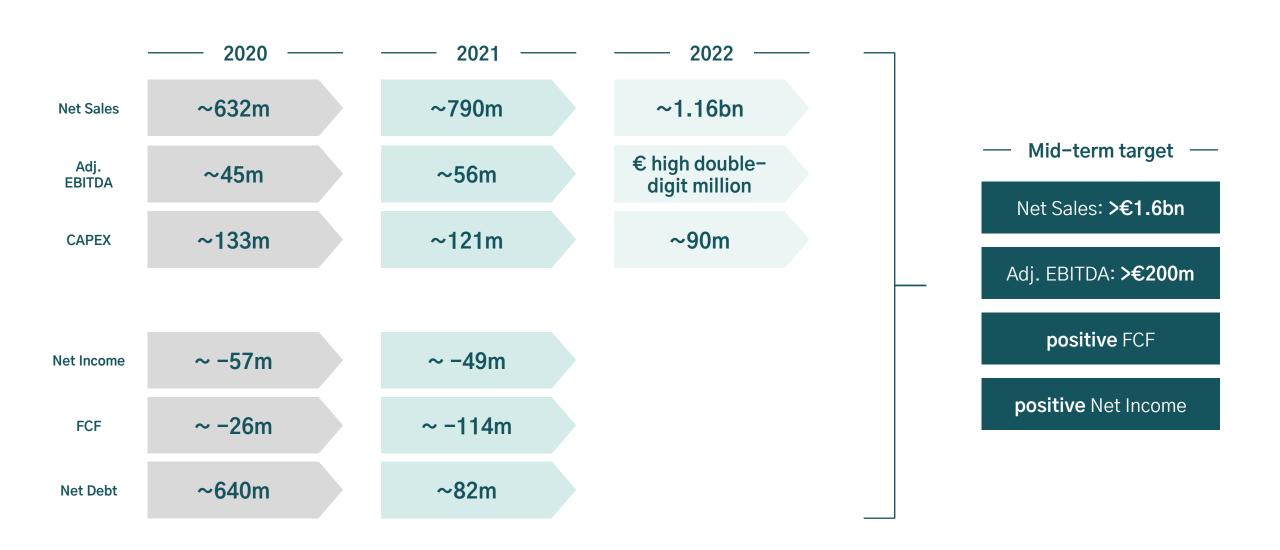
Gulfstream

etc...



# MONTANA AEROSPACE – FAST RECOVERY WITH FINANCIALS APPROACHING PRE-PANDEMIC LEVELS











**2020-2021:** COVID-19 

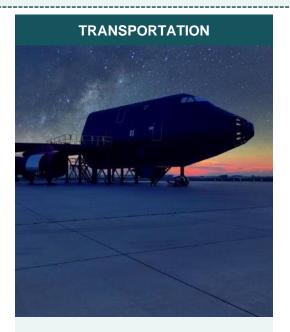
2022: BUILD RATE RAMP-UP

# ENERGY COST INFLATION

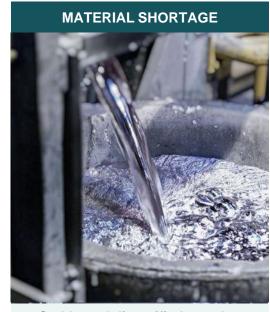
- Pass-through clauses cover >2/3
   of current global energy cost rise
- Establishing independent energy supply (e.g. solar panels)



- "Run for talent" skilled employees required for fast ramp-up
- Our global footprint enables international workforce sourcing

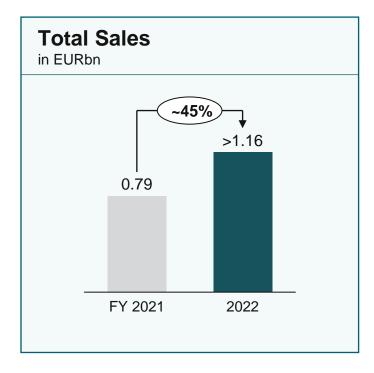


- Supply chain under pressure, outbound cost is passed through
- Integrated value chain reduces cost & increases flexibility

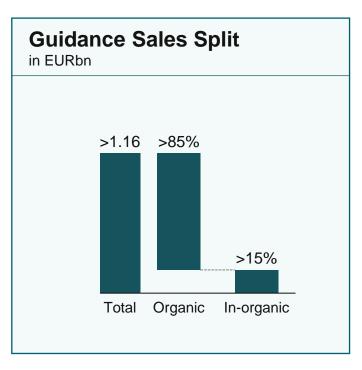


- Stable and diversified supply with materials & high inventory
- Internal recycling capabilities allow more independence from material supply and cost inflation

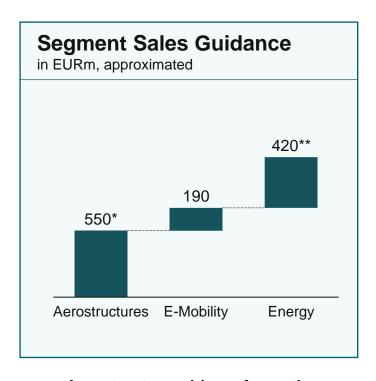




- Sales increase driven by sustainable growth in all segments
- Aerostructures as key driver of growth and re-established as largest segment



■ Total revenue estimated to grow by approximately 40%, partly due to organic effects, as well as partly due to acquisitions



- Aerostructures driver of growth, regaining position as largest segment
- E-Mobility and Energy with further positive outlook and stable growth

\*incl. 9 months ASCO

\*\*incl. 3 months Sao Marco





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