

# Investor Presentation

## Half Year Results

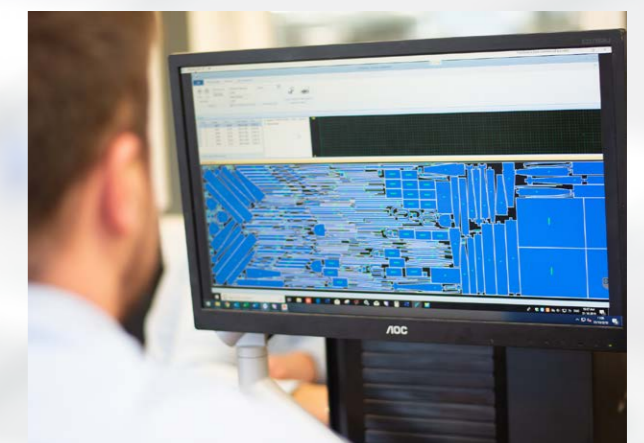
For the 6 months ended 30.04.22



**velocity**  
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# H1 FY22 Highlights

- Increasingly strong new business pipeline, particularly North America
- Recovery in core contracted business
- Investment in resource and people through period to support new customer growth and technology development
- Implementation of operational technology and improved production rates to drive efficiencies in H2 and beyond
- Roll out of new “Digital Manufacturing Cell” to underpin margin realisation
- Initial wins in non-aerospace business - validate business model transfer
- Robust cash and liquidity

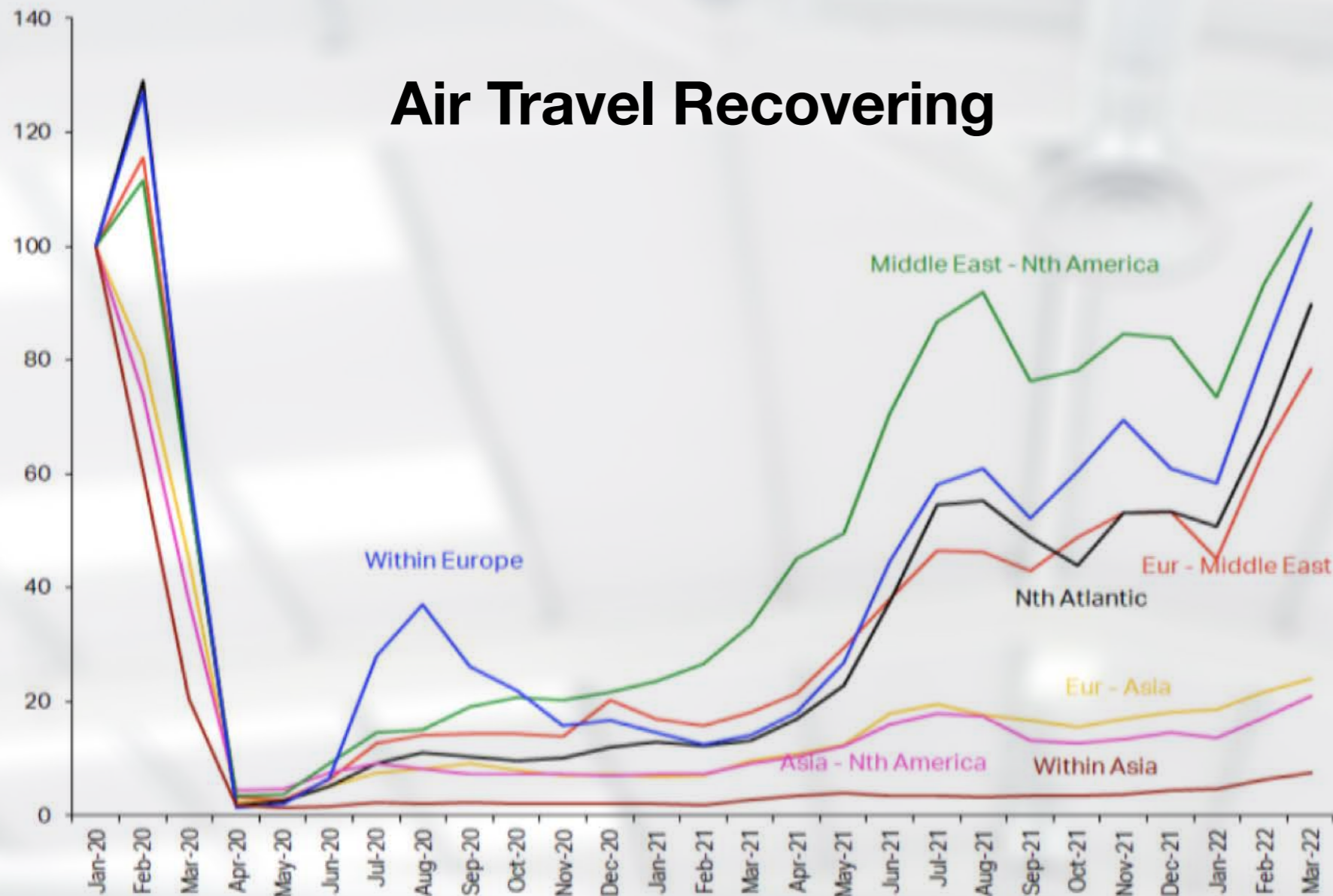


# Financial Summary



- Revenue increase of +32% at £5.9m (H1 FY21: £4.4m) as sales recover and customer demand stabilises
- Gross margin 23.5% (H1 FY21: 25.1%) some contractual margin squeeze and shorter term labour inefficiencies held to support recovery
- Loss before tax improvement +£0.4m to £0.7m (H1 FY21: loss £1.1m) and +£0.4m EBITDA loss improvement to £0.2m (H1 FY21: loss £0.6m), supported by sales improvement and lower Administrative overheads
- Cash at Bank £2.0m (H1 2021: £3.5m) and £2.5m undrawn IDF headroom, movement driven by working capital investment to support sales recovery. Partly due to timing on customer receivables, with position higher at £2.7m at 24 June
- Outlook - currently in line with expectations

## Air Travel Recovering



Source: IATA Monthly Statistics by Route

- Air travel impacted by Covid-19 but now recovering, albeit slower in Asia due to Omicron restrictions
- Single aisle (A320/B737) will recover faster than twin aisle travel (A350/B787)
- Knock on effect on airline fleet renewal and aircraft build rates, particularly with high oil price
- Composite heavy platforms mainly twin aisle, but sustainability means all new platforms will be composite

# Market Outlook - Aircraft Deliveries

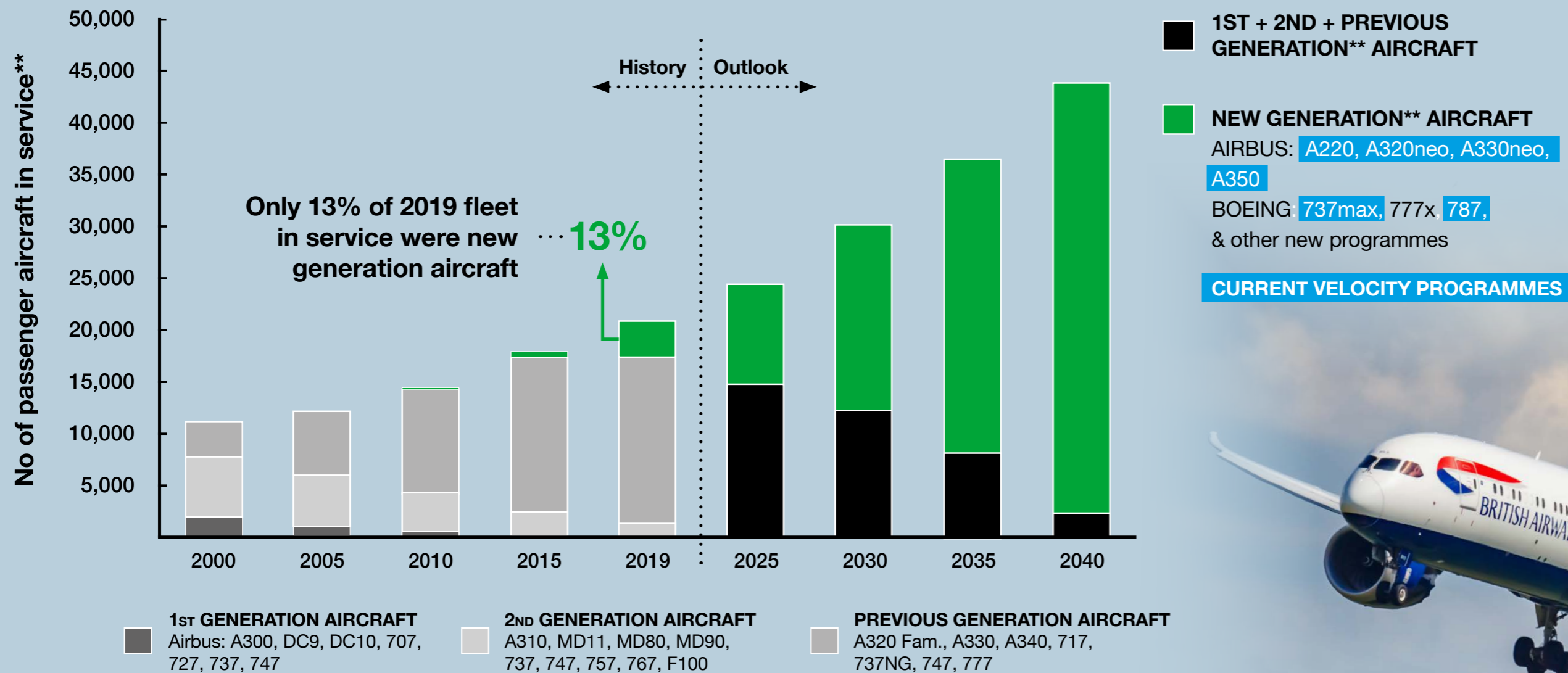
Boeing <sup>[108]</sup>									Airbus <sup>[109]</sup>											Year	
Deliveries per model									Deliveries	Orders	Orders	Deliveries	Deliveries per model								
707	717	727	737	747	757	767	777	787					A220	A300	A310	A320	A330	A340	A350		A380
			580	6		27	48	145	806	893	2018	747	800	33			626	49		93	12
			127	7		43	45	158	380	-87	2019	768	863	48			642	53		112	8
			43	5		30	26	53	157	-1026	2020	268	566	38			446	19		59	4
			263	7		32	24	14	340	479	2021	507	611	50			483	18		55	5
			145	3		8	9	0	165	107	2022	191	237	19			183	11		24	

YTD figures as at 29.06.22. Source: [https://en.wikipedia.org/wiki/Competition\\_between\\_Airbus\\_and\\_Boeing](https://en.wikipedia.org/wiki/Competition_between_Airbus_and_Boeing)

- Single aisle production down ~25% and also impacted by B737Max issue from 2019
- Twin aisle (composite focussed) production down ~50%
- Recovery continuing through 2023 and 2024

## Passenger Aircraft Fleet Renewal - Transition to 'Net Zero'

### New Generation Aircraft - 25% lower carbon footprint\*



- Composites will play an important role in light weighting all new aircraft platforms, civil and defence
- Industry has clear strategy to net zero by 2050 – New Generation Aircraft
- Demand for composites will grow as older platforms are retired for new generation

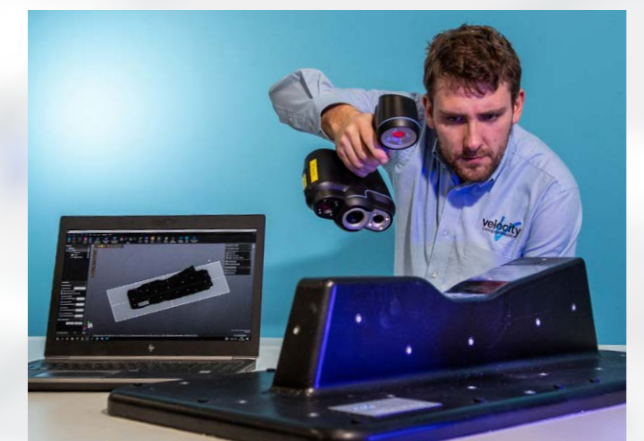


Source: Cirium, Airbus ( [www.airbus.com/en/products-services/commercial-aircraft/market/global-market-forecast](http://www.airbus.com/en/products-services/commercial-aircraft/market/global-market-forecast) - \* page 13 & 21 )

\*\* Western built passenger aircraft above 100 seats - pax aircraft only.

# Focus of H2

- UK new business expected to move into production as commercial and first article activities progress – improved utilisation of existing facilities
- Business development continuation in North America and Europe, with progress expected in H2 2022
- Planned investment in New Business and Technology teams timed with recovery and non-aerospace opportunities
- Full implementation of Digital Manufacturing Cell to permit ultra efficient material utilisation
- Service models increased to include:
  - Forward Stock Locations (manufacture in VC hubs but service based at customer sites)
  - Managed Service Model (manufacture & service from customer sites)
- Continue to develop new business in non-aerospace applications



# Summary

- Increasingly strong new business pipeline, particularly North America
- Encouraging signs of recovery in core contracted business
- Investment in resource and people through period to support growth and technology innovation
- Implementation of internal technology and improved production rates to drive long term efficiencies
- Robust cash and liquidity
- Preparation for further underlying customer recovery and new business in both UK and North America





# Appendices



# Financial Highlights

	HY 2022 £000	HY 2021 £000	FY 2021 £000
Revenue	5,864	4,439	9,767
Cost of sales	(4,487)	(3,323)	(7,228)
<b>Gross profit</b>	<b>1,377</b>	<b>1,116</b>	<b>2,539</b>
Admin costs	(2,002)	(2,110)	(3,903)
Exceptional admin expense	-	-	-
Other income	-	-	-
<b>Operating loss</b>	<b>(626)</b>	<b>(994)</b>	<b>(1,364)</b>
Finance expense	(84)	(65)	(182)
<b>Loss before tax</b>	<b>(710)</b>	<b>(1,059)</b>	<b>(1,546)</b>
<b>Adjusted EBITDA profit/(loss) *</b>	<b>(189)</b>	<b>(559)</b>	<b>(548)</b>

\* Adjusted EBITDA is before charging Interest, Tax, Depreciation, Amortisation, adjusted for exceptional administrative costs and share based payment charge

- Revenue improvement of +32% driven by minimal pandemic impact on customers over the period and demand stabilisation
- Gross margin impacted -1.6% to 23.5% by contractual margin squeeze from end H1 FY21 negotiations and shorter term labour inefficiencies held to support recovery
- Loss before tax improvement of £0.3m and EBITDA +£0.4m, supported by sales improvement and lower Administrative overheads, partly due to Forex gains

# Balance Sheet

	HY 2022 £000	HY 2021 £000	FY 2021 £000
<b>Non current assets</b>	<b>2,487</b>	<b>2,683</b>	<b>2,830</b>
<b>Current assets</b>			
- Inventories	948	769	877
- Trade & other receivables	3,361	2,477	2,503
- Cash and cash equivalents	2,038	3,450	3,476
<b>Current liabilities</b>			
- Trade & other payables	1,255	1,444	1,058
- Loans and Net obligations under finance	775	662	823
<b>Non current liabilities – Loans and Net obligations under finance leases</b>	<b>2,859</b>	<b>2,590</b>	<b>3,238</b>
<b>Net assets</b>	<b>3,942</b>	<b>4,683</b>	<b>4,567</b>
<b>Total equity attributable to equity holders</b>	<b>3,942</b>	<b>4,683</b>	<b>4,567</b>

- Inventories increase +23% and Receivables +36%. Whilst much of this due to sales improvement of +32%, Inventories suppressed due to supply chain disruptions and Receivables higher due to:
  1. New payment terms since agreed with a new customer as part of a deal to access their supplier invoice discounting facility
  2. An overdue debt since resolved with customers
- Working capital investment driving cash movement of -£1.4m, although partly timing
  - cash position improved to £2.7m end June
- Trade payables decreased -£0.2m impacted by earlier payment terms required to keep within trade credit limits with material suppliers as sales increase

# Cashflow Statement

Net Cash / (Debt)	HY 2022 £000	HY 2021 £000	FY 2021 £000
EIS cash	0	742	0
Operating cash	(594)	708	844
CBIL cash	2,632	2000	2,632
<b>Total cash</b>	<b>2,038</b>	<b>3,450</b>	<b>3,476</b>
Loans (CBIL/HP/IDF)*	(2,529)	(2,000)	(2,514)
<b>Net cash / (debt)</b>	<b>(491)</b>	<b>1,450</b>	<b>962</b>

\* Excludes Right of Use assets

- EIS funding now fully utilised in supporting growth and innovation
- Operating cash impacted by financial performance (-£0.2m) and invested in working capital as sales recover
- CBILS cash increase due to onboarding of additional asset-based financing partner, Close Brothers, and linked CBILS facility

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revolutionising composite manufacturing



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