

Growth & Innovation Forum

Jon Bridges, CEO
11 February 2020

Management





Jon Bridges
CEO



Andy Beaden
Non-Executive
Chairman



Andrew Hebb Interim CFO

What does Velocity do?



Our aim at Velocity Composites is very simple:

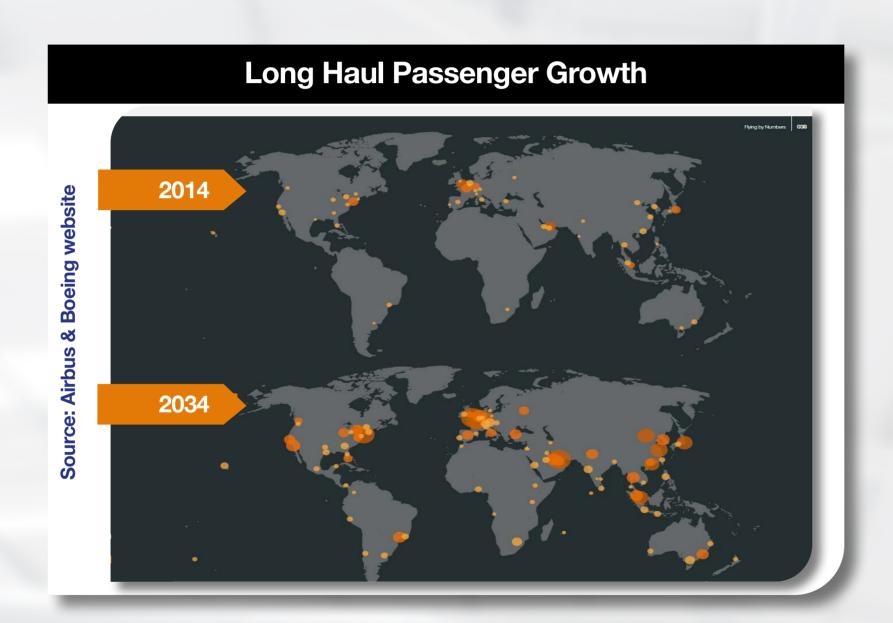
Reduce the operational costs of our customers by providing engineered kits which reduce all forms of waste from the composites supply chain.

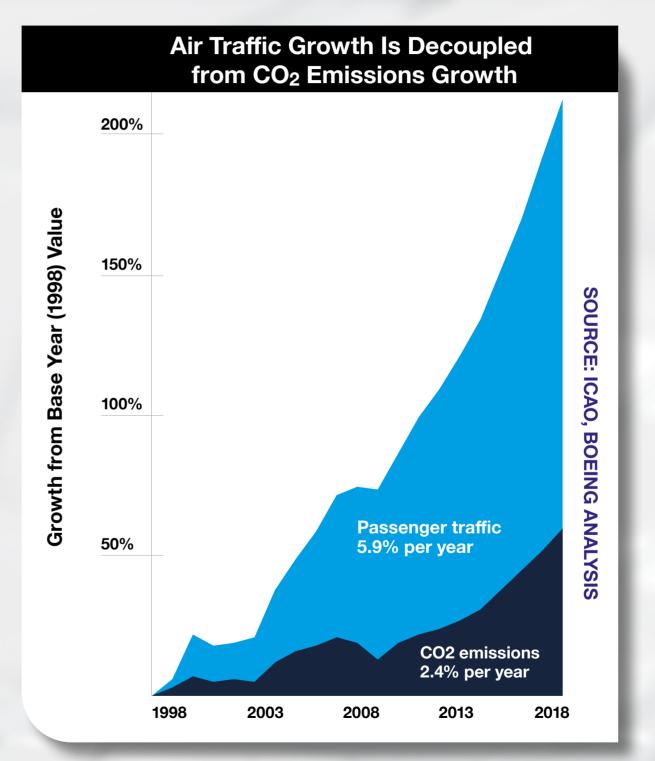
This waste can be in the form of material efficiency, process time, excess stock, logistics and part-to-part variation.

This allows our customers to focus on their core business of part manufacture.

The Aerospace Market



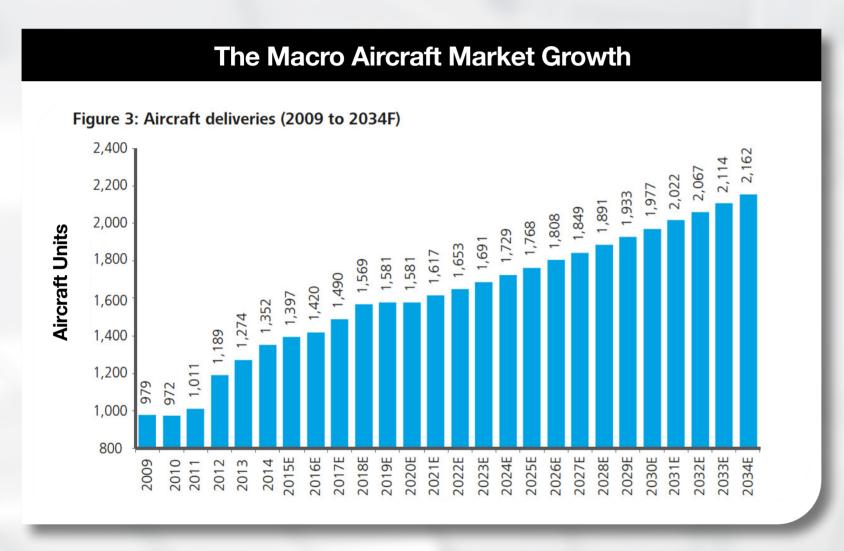




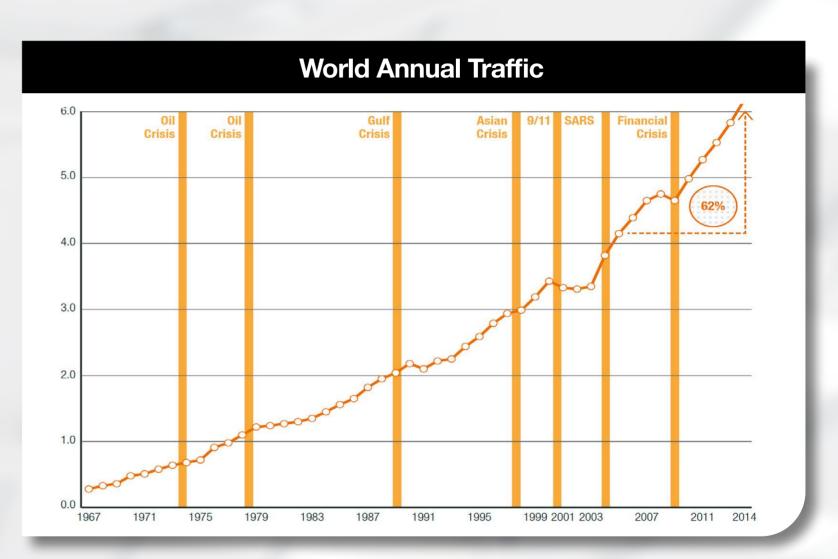
Note: CO2 growth estimated for 2017 & 2018

The Aerospace Market







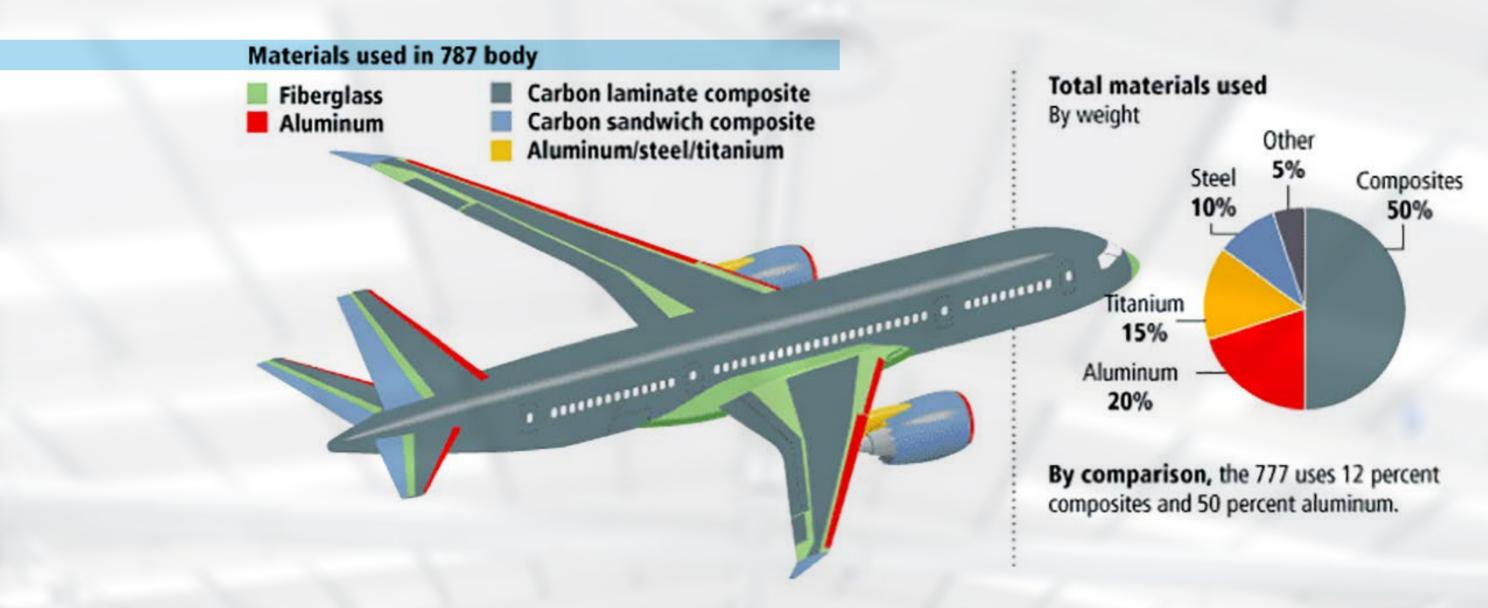


Source: ICAO, Airbus GMF 2015, RPK= Revenue Passenger Kilometer

Composite Usage in Aircraft

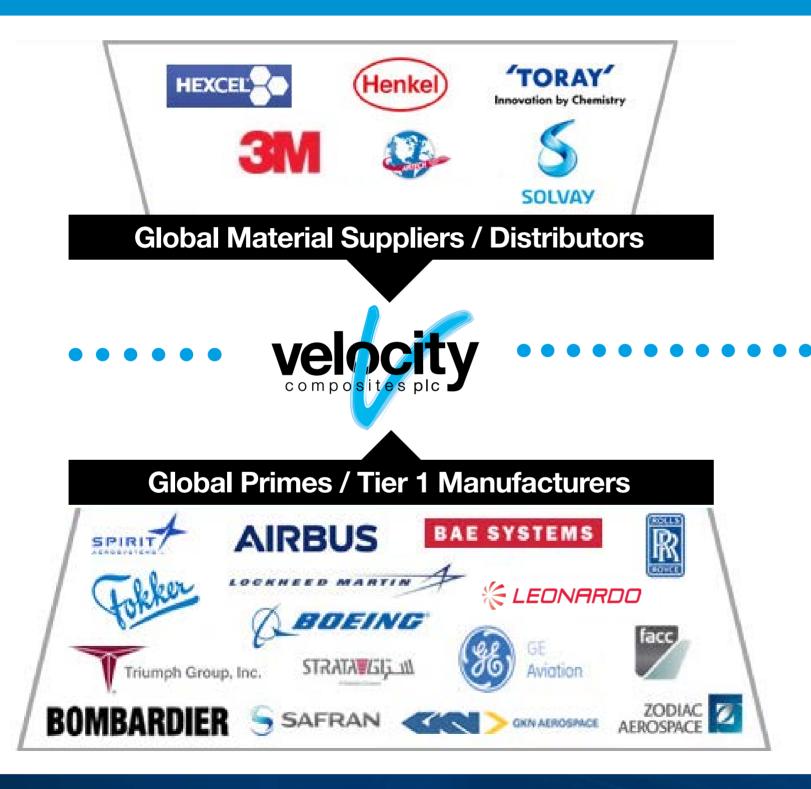


Aerospace composites usage increasing from <25% to >50% in aircraft



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Market Position Where Velocity Sits



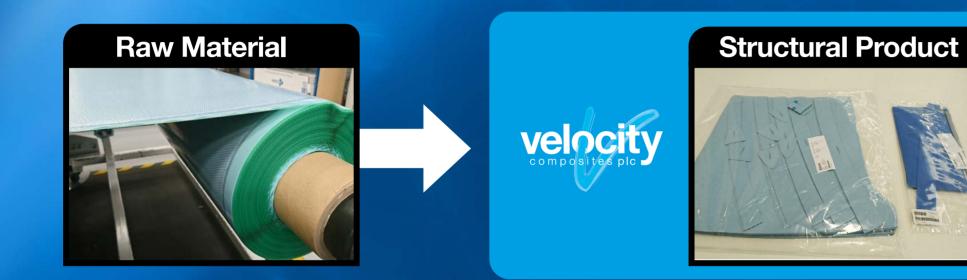
VELOCITY TOTAL KIT PROVISION

- Inventory Finance
- Inventory Management
- Demand Aggregation
- Goods In
- Quality Inspection
- Kit Manufacturing
- Warehousing
- Goods Out / Transportation
- Subcon Integration
- On Site Support

Flow Down Material Pricing

The Composites Manufacturing Process

















FINISHED PART

Velocity saves > 10% material and > 20% time

Financial Performance



Revenue stable

£24.3m

International Sales up by £2.0m to

£2.5m

Gross Margin %

increased to

21.7%

EBITDA positive to

£0.6m

Net Cash

£3.4m



Platform for Growth

- Focus upon supporting our high quality Tier 1 customers
- Global Boeing / Airbus / NADCAP approvals in place
- Wesco Partnership Agreement in North America
- Embedded in global aircraft construction (20 yrs +) programmes
- Scalable model expanding into mainland Europe & North America



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