



# Investor Presentation

[ECNLF:OTCQX] - ECNL:IM]

*December 1, 2022*



# FORTUNE

MAGAZINE CHANGE THE WORLD

## Fortune's 2019 Change the World List: Companies to Watch

By [Matthew Heimer](#) and [Erika Fry](#) August 19, 2019

**“Burberry and Prada both recently launched collections featuring ECONYL®, a recycled nylon that this Italian yarn manufacturer creates from old fishing nets, fabric scraps, and discarded carpets. The company claims that for every ton of the upcycled material it produces, it saves 7 barrels of crude oil and 5,7 tons of carbon emissions.”**

Source: Fortune's change World List August, 2019

# Aquafil is Market Leader in Nylon

% on 9M22 REVENUES

## Carpet yarn

- Contract
- Residential
- Automotive

**71%**



## Textile yarn

- Apparel
- Swimwear
- Sportswear

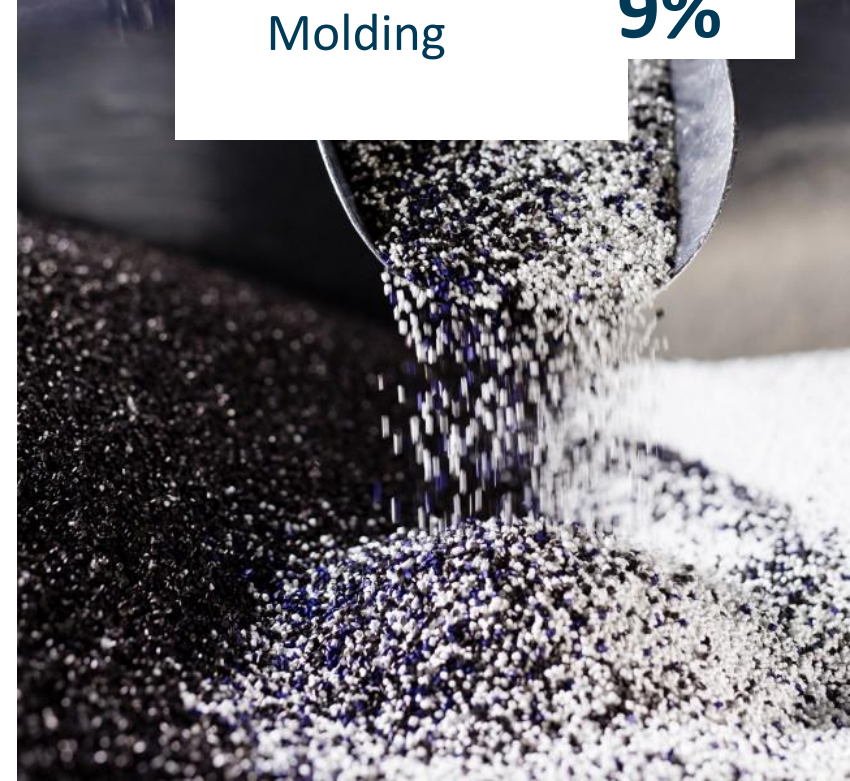
**20%**



## Polymers

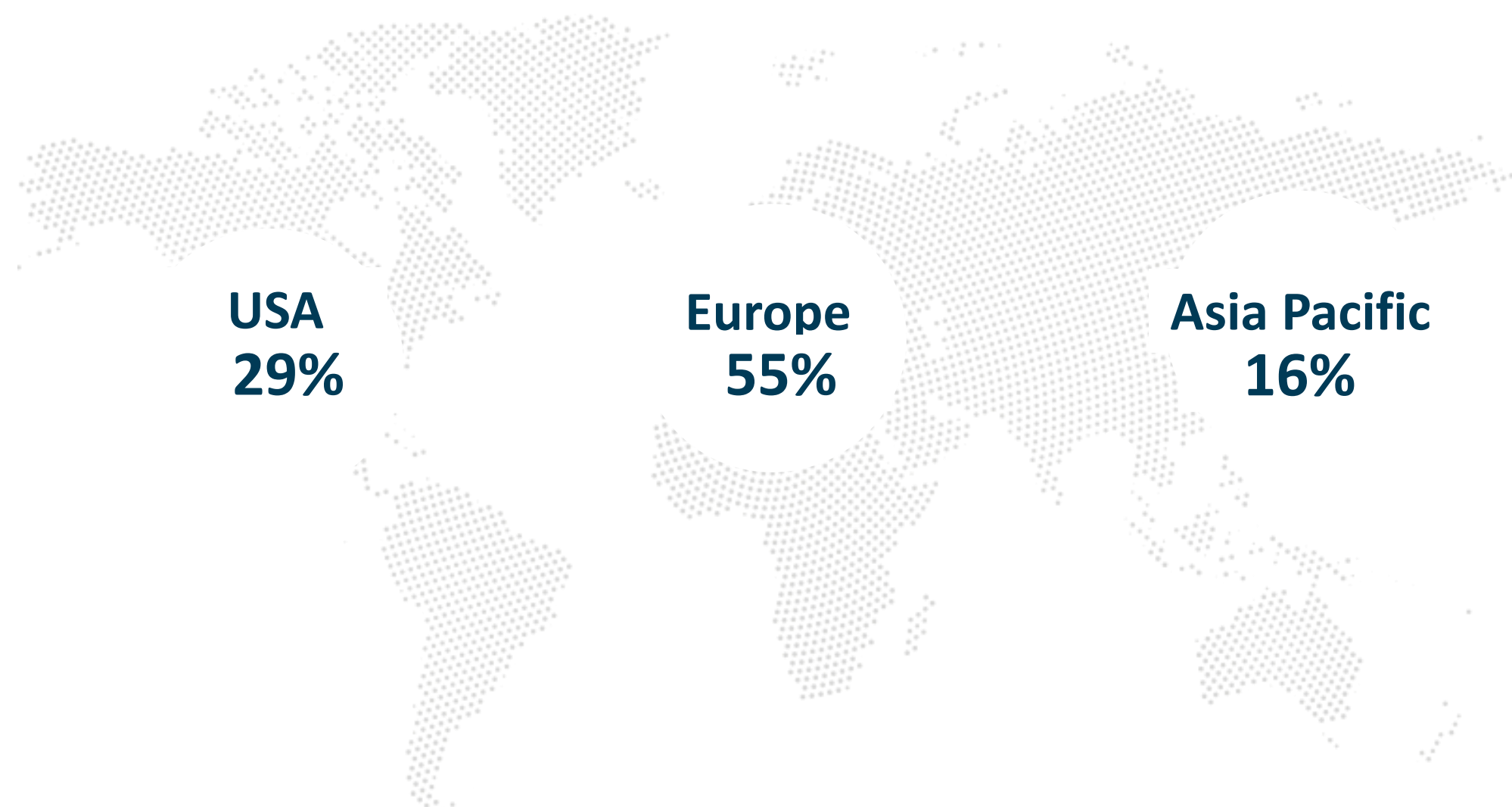
- Industrial Molding

**9%**



# And Market Leader Worldwide

% on 9M22 REVENUES





# From Family Business To Global Sustainability Champion

**20 Plants, 9 Countries on 3 Continents**

**Ca. 2,800 Employees**

**€ 529,9 Million of Revenues for 9M22**

**€ 73,2 Million EBITDA 9M22**

**43,5% ECONYL<sup>®</sup> fiber turnover**

# Aquafil Group



# Aquafil Brand Manifesto - Our Vision

**At Aquafil, we design better to do better.**

We are conscious innovators.

We think as beginners and act as pioneers to provide unique products and services that leverage performance and reduce the impact on a global scale.

**We are thoughtful listeners.**

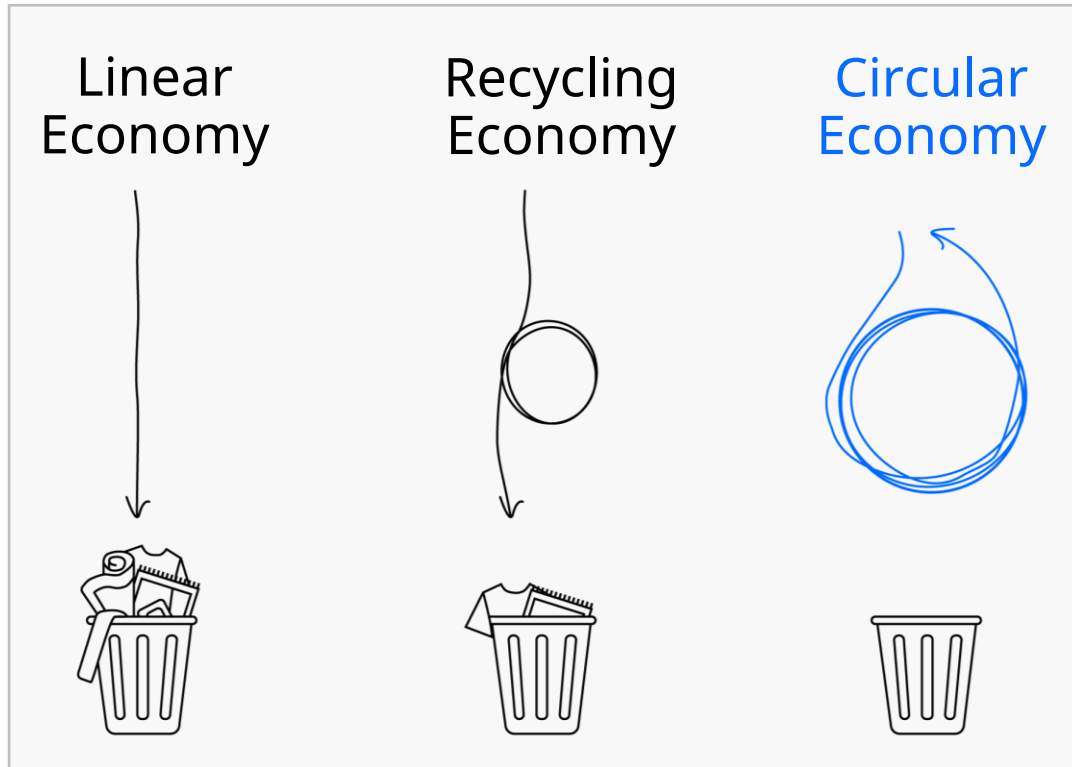
We step out of our comfort zone to set new standards through empathy and collaboration, inside and outside.

**We are down-to-earth visionaries.**

We envision the goal of a sustainable future to achieve it, driven by the responsibility to change the world one choice at a time.

To come full circle and create our story.

# Leading the Circular Economy Revolution



- Source: Ellen MacArthur Foundation

Our **Main Milestones Towards Circularity** from 1990 onwards:

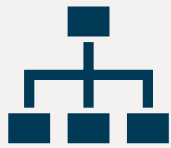
- Investments to “**close the loop**” through cutting edge technologies
- Adoption of a “**Life Cycle**” approach
- **ECONYL® Regeneration System**
- **Healthy Seas Foundation**
- **USA Aquafil Carpet Recycling Foundation**
- **USA Aquafil Carpet Collection Acquisition**

**Eco-Design** is our next crucial step.

*Imagine innovative products, created to be fully recyclable at the end of its life.*



# Company Strengths



A successful **Business Model**. Proprietary technology with continuous R&D innovation. Manufacturing and operational excellence focused on high end segments.



**Pioneer of Circularity with the ECONYL® Regeneration System**, producing sustainable fibers and polymers from nylon 6 waste.

Around 43,5% of fiber turnover.



**Glocal.**  
A Global Company with local productions.

# ECONYL<sup>®</sup> Regeneration System

- **Global warming potential reduced up to 90%** if compared with traditional oil-based raw material.
- ECONYL<sup>®</sup> nylon is 100% coming from waste. **No fossil oil used!**
- It has the same quality and performance as standard nylon. **Infinitely regenerable!**
- Unique proprietary technology.
- In the past years, its **growth rate** has been on average more than **2.5 higher than traditional fibres.**



# WASTE IN

ECONYL<sup>®</sup> nylon is made from waste otherwise destined for the landfill



**NO WASTE OUT**





# Our Main 2025 Environmental Targets

60% Of Revenues Generated By  
Fibers From ECONYL® Branded  
Products

35,000 Tons Of Post consumer  
Waste Collected Annually

Water Consumption Reduced By  
30% Compared To 2018

# Our path to Sustainability

Since 2008, we have formalized our commitment in our ECO PLEDGE®, a set of five principles that guide and inspire all the work of the Group.

## SUPPORT LOCAL COMMUNITIES

Grow in harmony with local communities, promoting a prosperous and respectful development of their territory.

## SHARED RESPONSIBILITY ALONG THE SUPPLY CHAIN

Collaborate with suppliers and customers to bring about change and environmental sustainability in the entire sector.

## RETHINKING PRODUCTS IN A CIRCULAR PERSPECTIVE

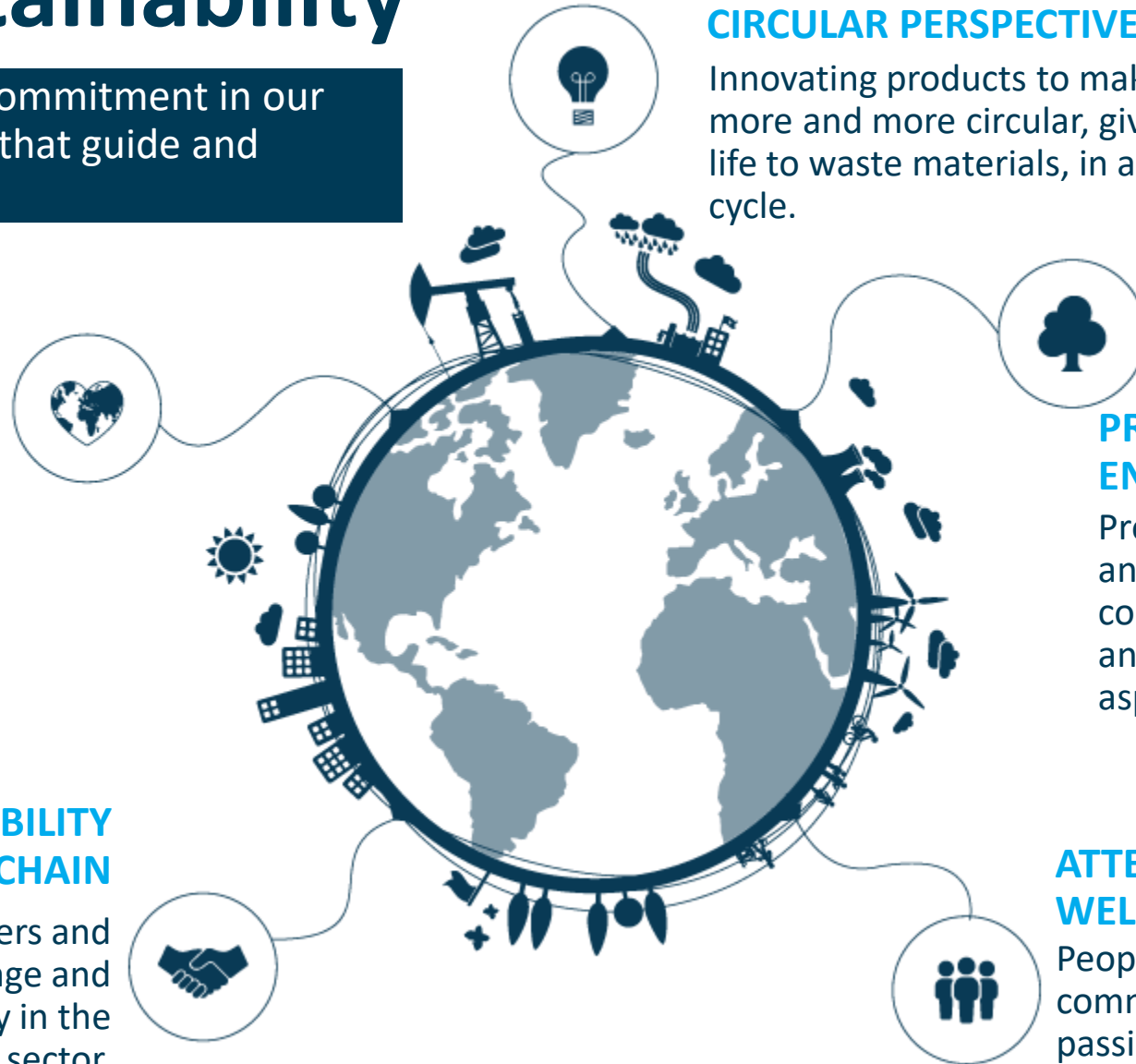
Innovating products to make them more and more circular, giving new life to waste materials, in an infinite cycle.

## PROTECTING THE ENVIRONMENT

Producing consciously and responsibly, pursuing continuous improvement and excellence in every aspect.

## ATTENTION TO THE WELL-BEING OF PEOPLE

People who, with commitment and passion, are the foundation of the Group.



# Our Top ESG 2021 Achievements



## ENVIRONMENT

- 64% reduction in Scope 1 + Scope 2 emissions in 5 years
- 90% of waste recovered



## SOCIAL

- 100% increase in the number of female executives in 2 years
- 92% increase in hours of training delivered vs 2020



## GOVERNANCE

- Approval of a new engagement policy
- Acquisition of 3 more ISO 50001 and 4 more SA8000 certifications in our Slovenian facilities

# Financial Results



# 9M22 – Key Message

## 9M22 General Results

Sharply increasing compared to 9M21

- **Revenues** +26,4% vs 9M21
- **EBITDA** +23% vs 9M21

## ECONYL® Branded Products

- **Revenues** up by 64,5% vs 9M21
- **43,5%** of revenues generated by fibers

Aquafil Chile incorporated to expand procurement capacity of raw materials for the ECONYL® process.

Benefit company Bluloop S.r.L. Incorporated to sell ECONYL® branded products directly online.

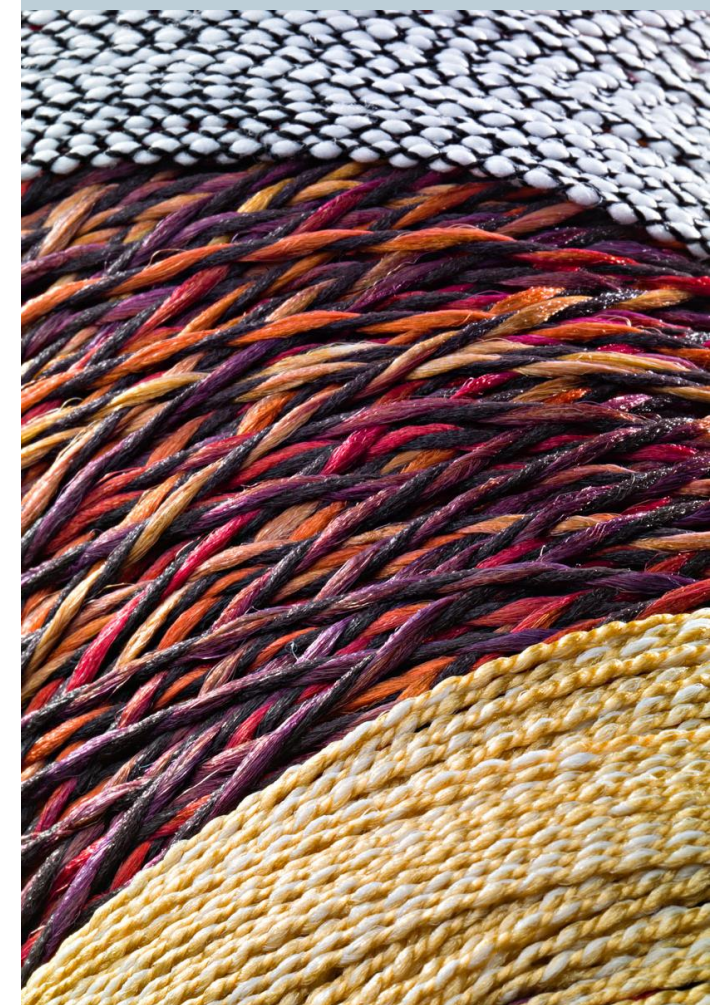


# 9M22 – Key Message

		Revenues			EBITDA			Net profit			NFP		
		2022	2021	Δ%	2022	2021	Δ%	2022	2021	Δ%	30.09.22	31.12.21	Δ%
<b>9M</b>		529,9	419,3	26,4%	73,2	59,6	22,9%	26,1	14,3	83,3%	(231,5)	(179,3)	-29,1%
	<i>% on Revenues</i>				<i>13,8%</i>	<i>14,2%</i>		<i>4,9%</i>	<i>3,4%</i>				
<b>3Q</b>		178,9	144,6	23,7%	21,7	20,2	7,2%	8,5	5,3	58,3%			
	<i>% on Revenues</i>				<i>12,1%</i>	<i>14,0%</i>		<i>4,7%</i>	<i>3,7%</i>				
		<b>USA</b>	• Best macro area		<b>Higher to 9M21</b>	thanks to		<b>Strong increase</b>	driven by		<b>Higher of 29,1% vs Dec21</b>		
					• better sales mix also	thanks to ECONYL®		• EBIT improvement			NFP/EBITDA LTM		
		<b>EMEA</b>	• Lower demand		products increase			• Lower financial costs			<b>2,49</b>		
					• Repricing to recover	higher costs of raw					On 31 <sup>th</sup> December 2021		
					material and energy						<b>2,70</b>		
											On 30 <sup>th</sup> September 2022		

# P&L – KPI

	9M			3Q		
	2022	2021	Δ%	2022	2021	Δ%
<b>Revenues</b>	529,9	419,3	26,4%	178,9	144,6	23,7%
<b>EBITDA</b> <i>% on net Sales</i>	73,2 13,8%	59,6 14,2%	22,9%	21,7 12,1%	20,2 14,0%	7,2%
<b>EBIT</b> <i>% on net Sales</i>	32,4 6,1%	22,3 5,3%	45,1%	7,9 4,4%	8,3 5,7%	-5,1%
<b>EBT</b> <i>% on net Sales</i>	33,0 6,2%	18,0 4,3%	83,6%	8,9 4,9%	7,0 4,8%	26,8%
<b>NET RESULT</b> <i>% on net Sales</i>	26,1 4,9%	14,3 3,4%	83,3%	8,5 4,7%	5,3 3,7%	58,3%



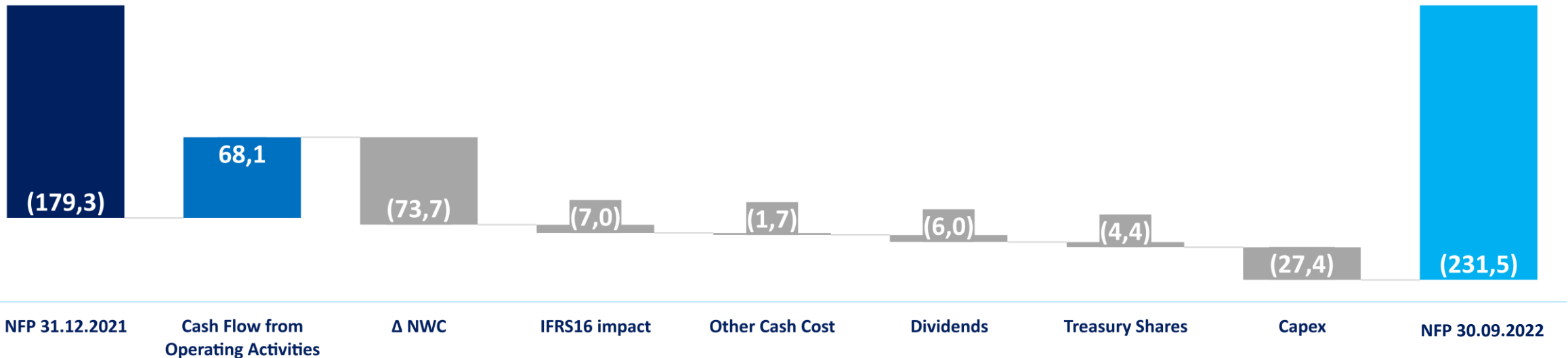
# NFP

Increase of NWC mainly driven by inventory

NWC growth driven by increase of inventory value due to:

- higher unitary cost of raw material
- increase of raw material quantities

## NFP Evolution - €/mil



AQUAFIL 

[www.aquafil.com](http://www.aquafil.com)



ECONYL<sup>®</sup>  
ENDLESS POSSIBILITIES

[www.econyl.com](http://www.econyl.com)



THE FEEL GOOD MICROFIBRE  
*Dryarn*  
BY AQUAFIL

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