



Aquafil Group

[ECNL:IM] - [ECNLF: OTCQX]

1Q 2024

Financial Results

May 14, 2024



1. Key messages

**ECONYL® BRANDED AND
REGENERATED
PRODUCTS ACCOUNTED FOR 52.1%
OF REVENUES
GENERATED FROM FIBERS**

**EMEA AND ASIA IN LINE WITH
EXPECTATIONS,
WEAKER MARKET IN THE US**

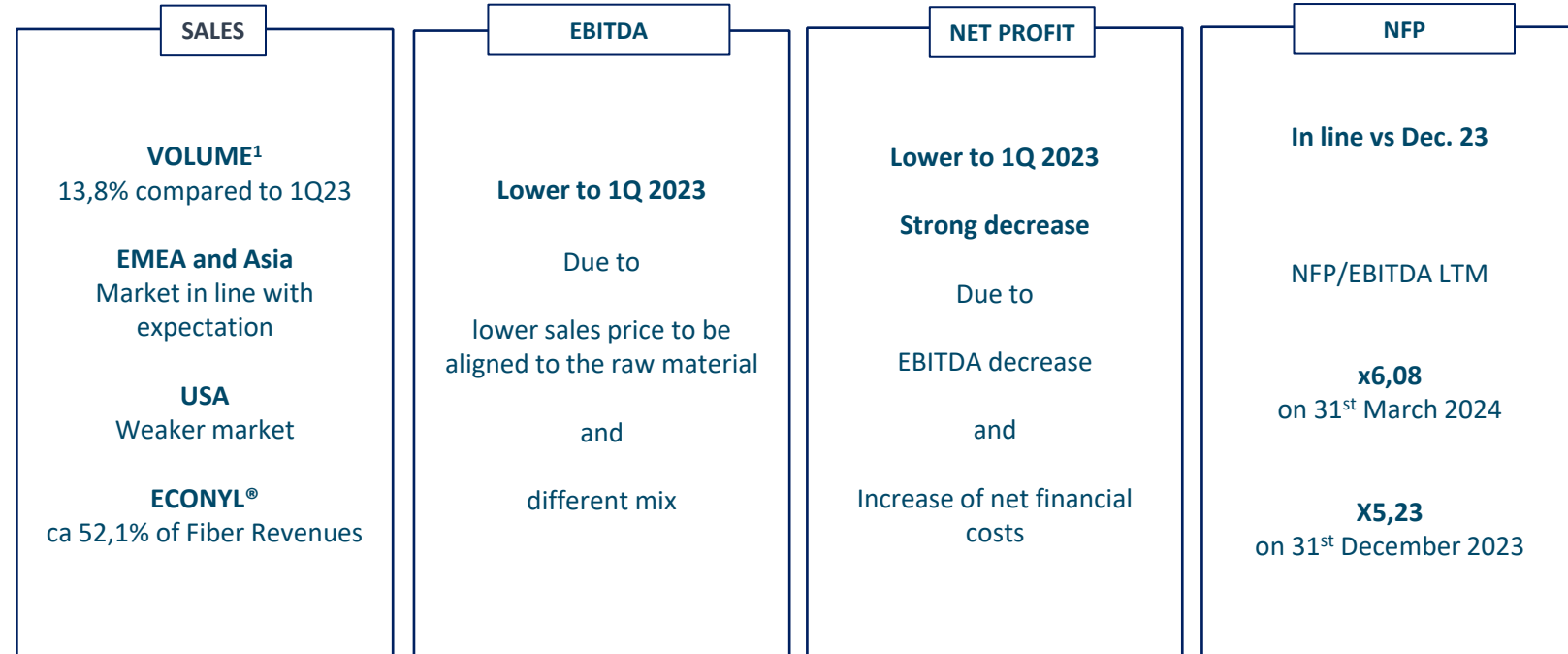
**NET FINANCIAL POSITION
SUBSTANTIALLY UNCHANGED**

2. Financial results

1Q

% on Revenues

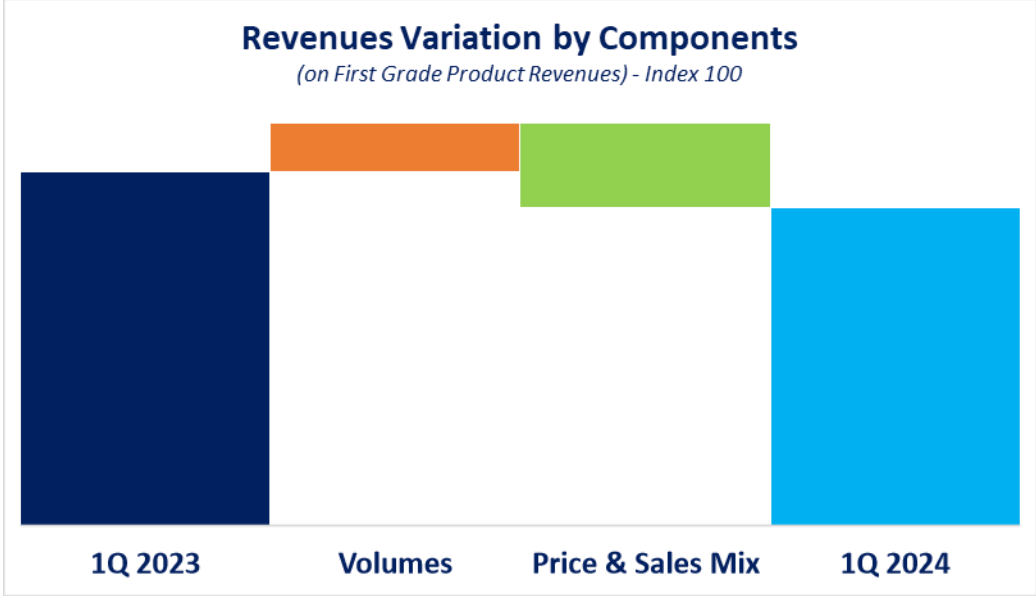
Revenues			EBITDA			Net profit			NFP		
2024	2023	Δ%	2024	2023	Δ%	2024	2023	Δ%	31.03.24	31.12.23	Δ%
147,5	166,8	(11,6)%	15,2	21,6	(29,6)%	(3,1)	3,3	(193,9)%	250,3	248,5	0,7%
			10,3%	12,9%		(2,1)%	2,0%				



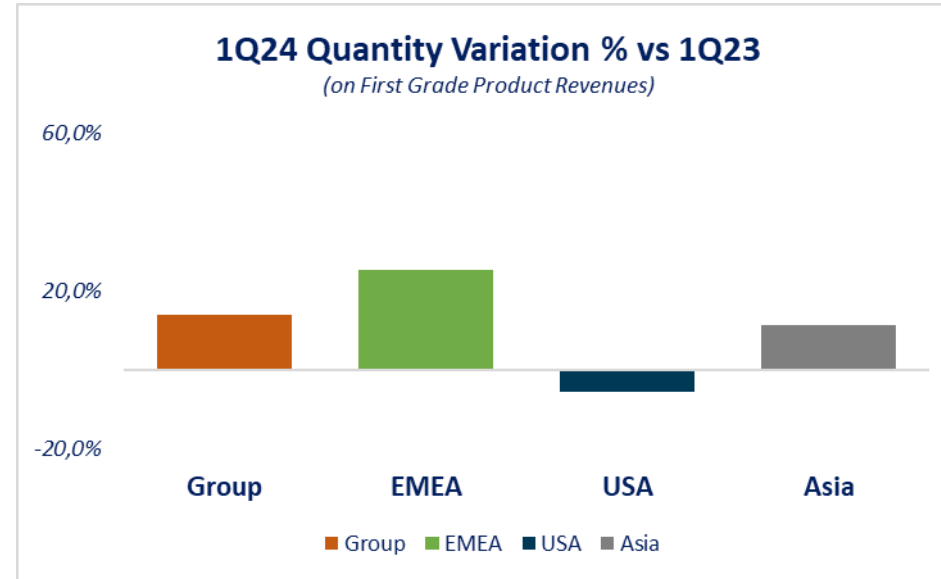
⁽¹⁾ Based on "First Grade Product" revenues

2. Financial results - Revenues by components

Higher volumes of 13,8% compared to 1Q 2023



2. Financial results - Volumes



EMEA: volumes +25,3% vs 1Q23:

- Market recovery for BCF in 1Q 2024
- NTF lower volumes
- Polymers and *Engineering plastics* continues to grow

USA: volumes ca (5,64)% vs 1Q23:

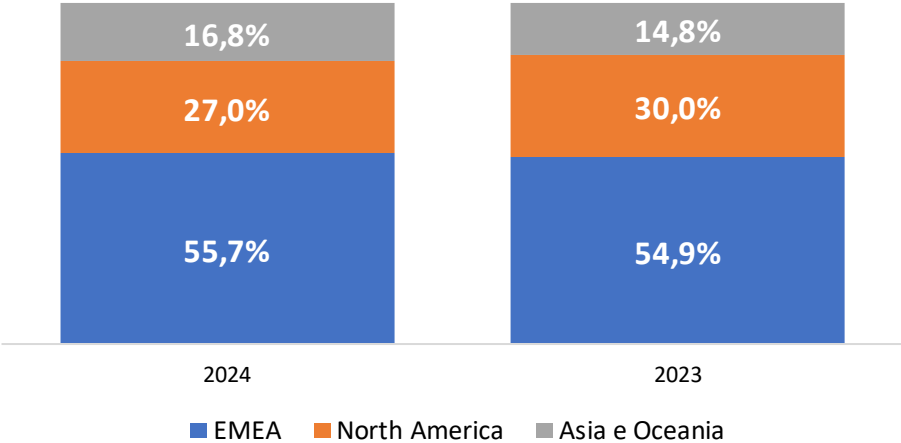
- BCF and NTF: weaker market

Asia: volumes +11,2% vs 1Q23:

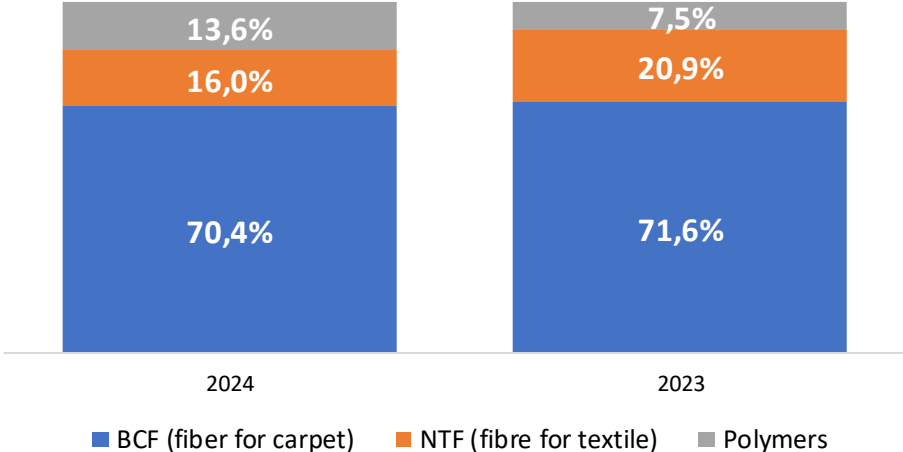
- BCF: slight increase in quantity vs 1Q 2023

2. Financial results – Revenues breakdown by Product Line and Area

% Revenues by Geographical Area



% Revenues by Product Line

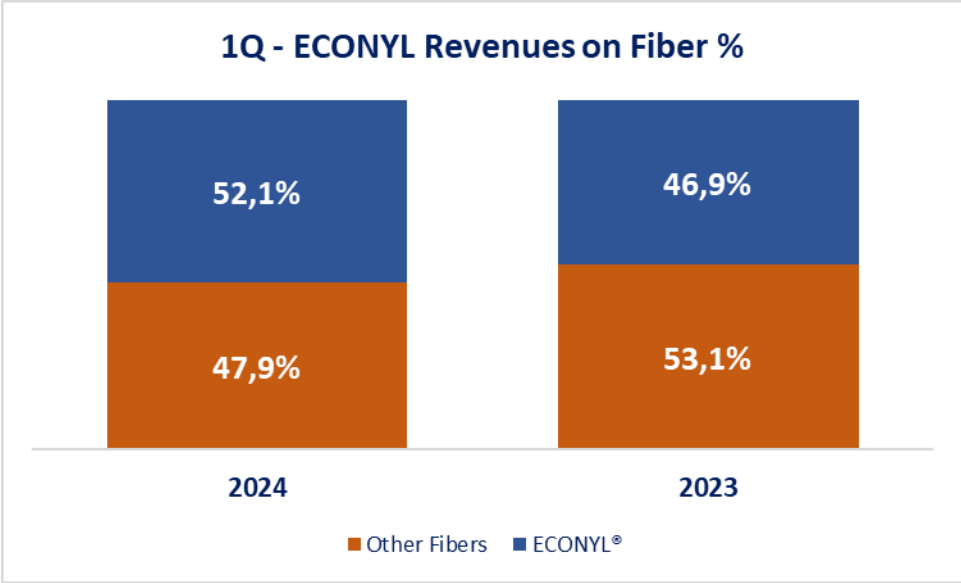


⁽¹⁾ Rest of World not included



2. Financial results – Revenues: ECONYL® products

ECONYL® products increased by **52,1%** in 1Q 2024

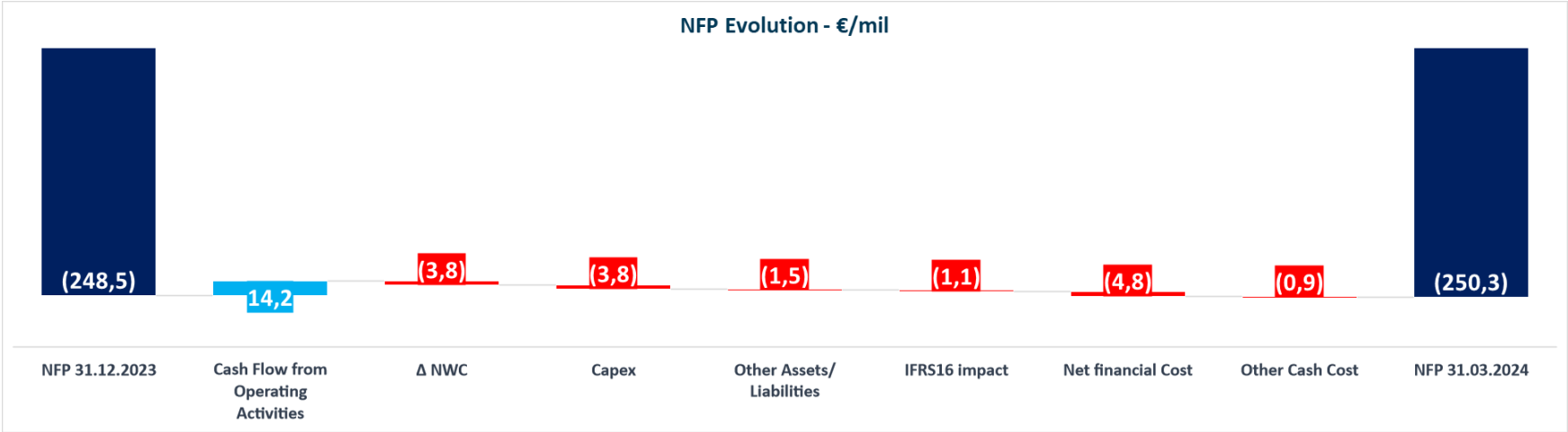
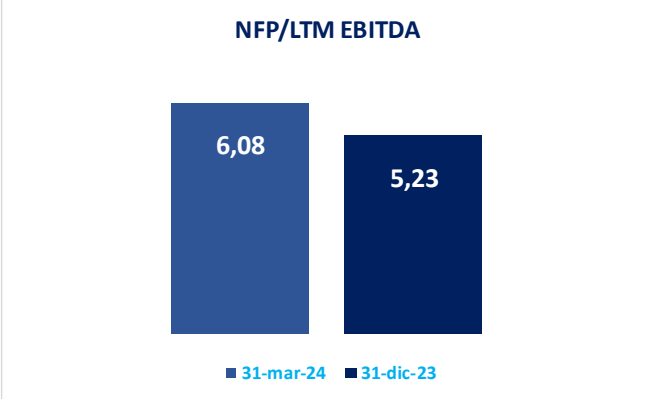
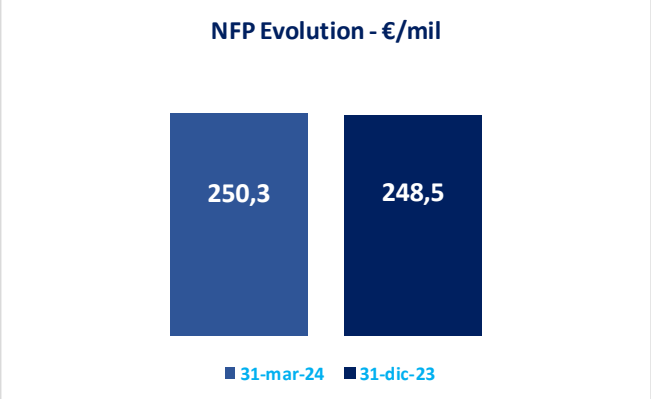


2. Financial results - P&L: KPI

	1Q		
	2024	2023	Δ%
Revenues	147,5	166,8	(11,6)%
EBITDA	15,2	21,6	(29,6)%
<i>% on net Sales</i>	10,3 %	12,9%	
EBIT	0,8	8,0	(89,4)%
<i>% on net Sales</i>	0,6 %	4,8%	
EBT	(4,0)	4,6	(186,1)%
<i>% on net Sales</i>	(2,7)%	2,8%	
NET RESULT	(3,1)	3,3	(193,9)%
<i>% on net Sales</i>	(2,1)%	2,0%	

2. Financial results - NFP and NPF/EBITDA

- NFP on 31st March 2024 equal to 250,3 vs 248,5 €/mil on 31st December 2023
- Ratio **NPF/EBITDA LTM** at x6,08



3. Outlook

In the first quarter of 2024, margins were essentially in line with expectations, confirming the recovery path towards the achievement of the plan targets.

The context of reference has not stabilized yet, but an uptrend is expected in the second half of the year.

The comparison with the same period of the previous year in terms of economic performances is unfavorable. From a market point of view, overall volumes were up compared to the last quarters of 2023. The geographical areas witnessed two different trends: volumes increased in EMEA and Asia and declined slightly in the United States.

The Group continued its activities aimed at rationalizing personnel costs, optimizing working capital and containing investments in order to reduce its debt.

For the rest of the year, the Group expects a recovery in the market of fibers for garments in EMEA and in the United States following the sharp reduction witnessed in 2023. It also expects a gradual recovery in the market of fibers for carpets in the United States. In the Asian area, forecasts call for a constant growth in the market of fibers for carpets.

The Company confirms and is committed to achieving the targets it set for the 2024-2025 two-year period.

4. Appendix

Appendix - Disclaimer

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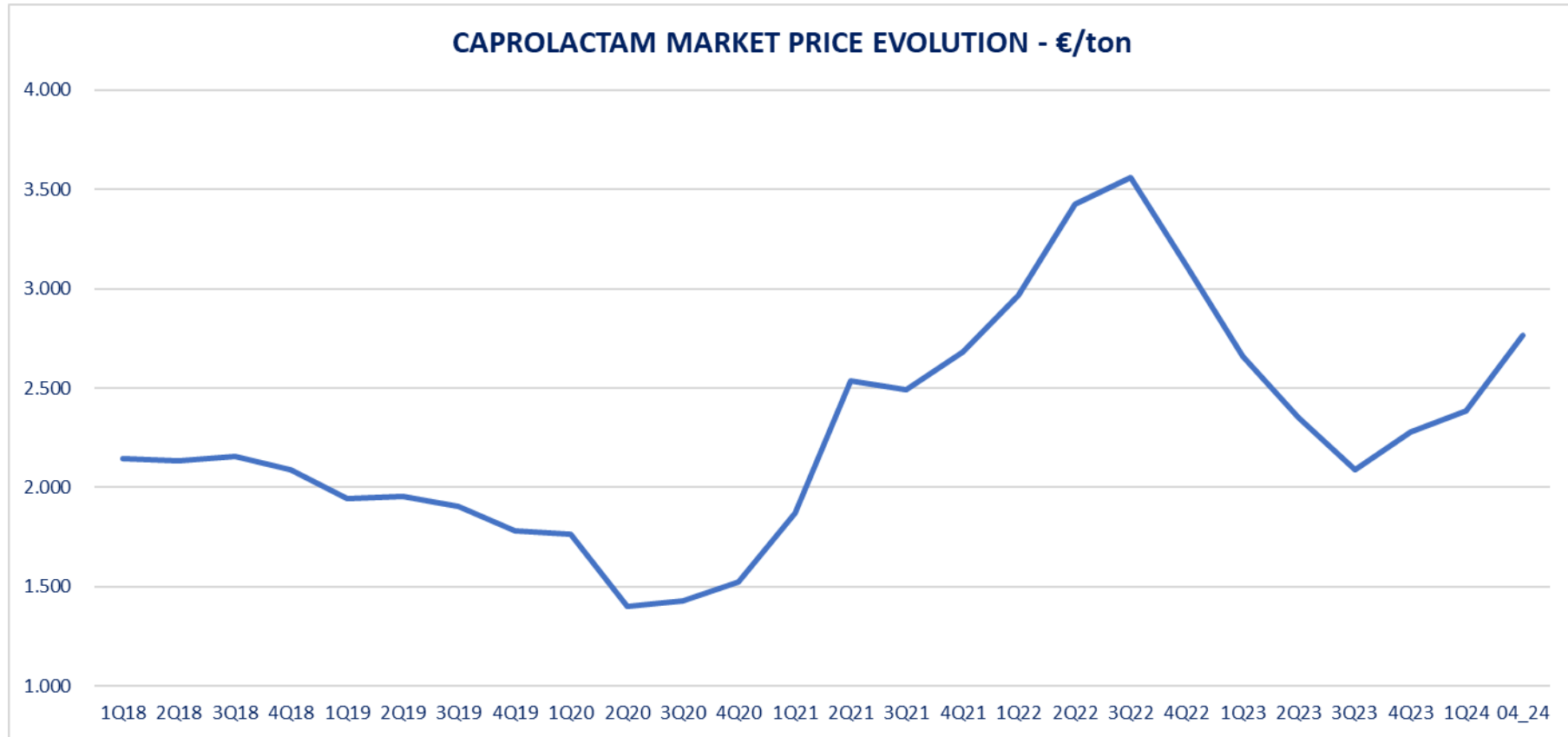
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The reader should, however, consult any further disclosure Aquafil may make in documents it files with the Italian Securities and Exchange Commission and with the Italian Stock Exchange.

Appendix - Definitions

<p>«FIRST CHOICE REVENUES»</p>	<p>“First choice revenues” are revenues generated by the sale of fibers and polymers, gross of any adjustments (for example, discounts and allowances), but excluding revenues generated by “non-first choice products”, revenues generated by Aquafil Engineering GmbH and “other revenues”. On the basis of the 2019 figures, these revenues accounted for more than 95% of the Group’s consolidated revenues</p>
<p>EBITDA</p>	<p>This is an alternative performance indicator not defined under IFRS but used by company management to monitor and assess the operating performance as not impacted by the effects of differing criteria in determining taxable income, the amount and types of capital employed, in addition to the amortisation and depreciation policies. This indicator is defined by the Aquafil Group as the net result for the year adjusted by the following components: income taxes, investment income and charges, amortisation, depreciation and write-downs of tangible and intangible assets, provisions and write-downs, financial income and charges, non-recurring items.</p>
<p>NFP</p>	<p>On April 29, 2021, Consob issued “Call to attention No. 5/21” in which it highlighted that the new “ESMA Guidelines” of March 4, 2021 replaced on May 5, 2021 those of preceding Consob communications. In guideline No. 39 requires that financial statement disclosure includes the following definition of net financial debt:</p> <ul style="list-style-type: none"> A. Liquidity B. Other liquidity C. Other current financial assets D. Liquidity (A+B+C) E. Current financial debt (including debt instruments but excluding the current portion of non-current financial debt) F. Current portion of non-current financial debt G. Current financial debt (E + F) H. Net current financial debt (G - D) I. Non-current financial debt (excluding current portion and debt instruments) J. Debt instruments K. Trade payables and other non-current payables L. Non-current financial debt (I + J + K) M. Total financial debt (H + L)

Appendix - Sector Data – Caprolactam price evolution



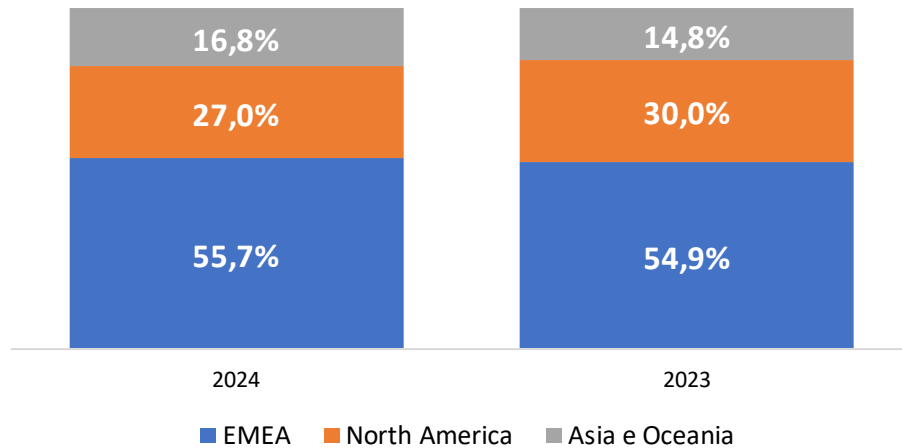
Appendix - Consolidated Income Statement

CONSOLIDATED INCOME STATEMENT €/000	First Quarter 2024	<i>of wich non- current</i>	First Quarter 2023	<i>of wich non- current</i>
Revenue	147.500	-	166.820	-
<i>of wich related parties</i>	83	-	76	-
Other Revenue	1.639	33	2.717	2
Total Revenue and Other Revenue	149.139	33	169.537	2
Raw Material	(73.445)	-	(82.183)	-
Services	(30.643)	(74)	(36.242)	(803)
<i>of wich related parties</i>	(155)	-	(124)	-
Personel	(30.966)	(253)	(32.034)	(318)
Other Operating Costs	(766)	(4)	(864)	(3)
<i>of wich related parties</i>	(17)	-	(17)	-
Depreciation and Amortization	(13.405)	-	(11.828)	-
Provisions&Write-downs	12	-	87	-
Capitalization of Internal Construction Costs	918	-	1.450	-
EBIT	843	(299)	7.986	(1.123)
Income (loss) from Investments	-	-	-	-
<i>of wich related parties</i>	-	-	-	-
Other Financial Income	676	-	114	-
Interest Expenses	(5.438)	-	(3.280)	-
<i>of wich related parties</i>	(28)	-	(45)	-
FX Gains and Losses	(83)	-	(176)	-
Profit Before Taxes	(4.002)	(299)	4.644	(1.123)
Income Taxes	898	-	(1.352)	-
Net Profit (Including Portion Attr. to Minority)	(3.104)	(299)	3.291	(1.123)
Net Profit Attributable to Minority Interest	-	-	-	-
Net Profit Attributable to the Group	(3.104)	(299)	3.291	(1.123)

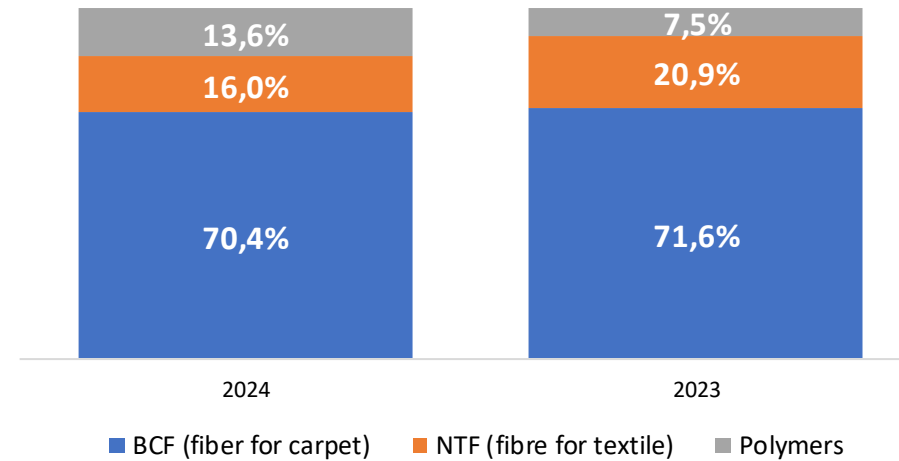
Appendix - Consolidated Income Statement – Revenues 1Q

Q1 €/mIn	BCF (fiber for carpet)				NTF (fibre for textile)				Polymers				TOTAL					
	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	%24	%23
EMEA	49,4	54,3	(4,9)	(9,0)%	15,7	26,3	(10,6)	(40,3)%	17,1	10,9	6,2	56,9 %	82,2	91,5	(9,3)	(10,1)%	55,7%	54,9%
North America	31,2	41,4	(10,2)	(24,7)%	6,3	7,2	(0,9)	(13,1)%	2,4	1,4	0,9	64,4 %	39,8	50,0	(10,2)	(20,5)%	27,0%	30,0%
Asia e Oceania	23,0	23,5	(0,5)	(2,3)%	1,2	1,0	0,2	25,2 %	0,6	0,2	0,4	N.A.	24,8	24,7	0,1	0,3 %	16,8%	14,8%
RoW	0,3	0,2	0,1	38,3 %	0,4	0,3	0,1	15,5 %	0,0	0,0	0,0	N.A.	0,7	0,6	0,1	24,6 %	0,5%	0,3%
TOTAL	103,8	119,4	(15,6)	(13,0)%	23,6	34,8	(11,2)	(32,3)%	20,1	12,6	7,5	59,6 %	147,5	166,8	(19,3)	(11,6)%	100,0%	100,0%
% Tot	70,4%	71,6%			16,0%	20,9%			13,6%	7,5%			100,0%	100,0%				

% Revenues by Geographical Area



% Revenues by Product Line



Appendix - EBITDA and Adjusted Operating Results

RECONCILIATION FROM NET PROFIT TO EBITDA <i>€/000</i>	First Quarter 2024	First Quarter 2023
Net Profit (Including Portion Attr. to Minority)	(3.104)	3.291
Income Taxes	(898)	1.352
Amortisation & Depreciation	13.405	11.828
Write-downs & Write-backs of intangible and tangible assets	(12)	(150)
Financial items (*)	5.552	4.127
No recurring items (**)	299	1.123
EBITDA	15.242	21.572
<i>Revenue</i>	147.500	166.820
<i>EBITDA Margin</i>	<i>10,3%</i>	<i>12,9%</i>

RECONCILIATION FROM EBITDA TO EBIT ADJUSTED <i>€/000</i>	First Quarter 2024	First Quarter 2023
EBITDA	15.242	21.572
Amortisation & Depreciation	13.405	11.828
Write-downs & Write-backs of intangible and tangible assets	(12)	(150)
EBIT Adjusted	1.849	9.893
<i>Revenue</i>	147.500	166.820
<i>EBIT Adjusted Margin</i>	<i>1,3%</i>	<i>5,9%</i>

(*) The financial items include: (i) financial income of Euro 0.7 million (ii) financial charges and other bank charges of Euro (5.4) million, (iii) cash discounts of Euro (0.7) million, and (iv) exchange loss of Euro (0.1) million.

(**) This mainly includes (i) non-recurring charges related to the expansion of the Aquafil Group for Euro (0.1) million, (ii) restructuring costs for Euro (0.2) million.

Appendix - Consolidated Balance Sheet (1/2)

CONSOLIDATED BALANCE SHEET €/000	At March 31, At December 31,	
	2024	2023
Intangible Assets	17.959	19.080
Goodwill	15.437	15.103
Tangible Assets	245.525	251.604
Financial Assets	583	534
<i>of which related parties</i>	107	79
Investments & Equity method	1.113	1.023
Other Assets	-	-
<i>of which related parties</i>	-	-
Deferred Tax Assets	20.136	18.545
Total Non-Current Assets	300.753	305.889
Inventories	180.633	189.493
Trade Receivable	30.846	26.206
<i>of which related parties</i>	364	351
Financial Current Assets	6.509	5.703
<i>of which related parties</i>	-	-
Current Tax Receivables	1.934	1.619
Other Current Assets	17.159	14.644
<i>of which related parties</i>	6.540	5.854
Cash and Cash Equivalents	146.004	157.662
Asset held for sales	-	-
Total Current Assets	383.085	395.327
Total Current Assets	683.838	701.216

Appendix - Consolidated Balance Sheet (2/2)

CONSOLIDATED BALANCE SHEET €/000	At March 31, 2024	At December 31, 2023
Share Capital	49.722	49.722
Reserves	78.487	101.379
Group Net Profit for the year	(3.104)	(25.849)
Group Shareholders Equity	125.105	125.252
Net Equity attributable to minority interest	1	1
Net Profit for the year attributable to minority interest	-	-
Total Shareholders Equity	125.105	125.253
Employee Benefits	5.088	5.104
Non-Current Financial Liabilities	305.391	308.741
<i>of which related parties</i>	<i>2.961</i>	<i>3.217</i>
Provisions for Risks and Charges	1.704	1.710
Deferred Tax Liabilities	14.111	13.324
Other Payables	5.363	5.852
<i>of which related parties</i>	-	-
Total Non-Current Liabilities	331.657	334.731
Current Financial Liabilities	97.471	103.161
<i>of which related parties</i>	<i>1.531</i>	<i>1.872</i>
Current Tax Payables	1.368	1.219
Trade Payables	107.990	116.006
<i>of which related parties</i>	<i>84</i>	<i>551</i>
Other Liabilities	20.247	20.846
<i>of which related parties</i>	-	-
Total Current Liabilities	227.076	241.232
Total Equity and Liabilities	683.838	701.216

Appendix - Net Financial Position

NET FINANCIAL DEBT	At March 31,	At December 31,
<i>€/000</i>	2024	2023
A. Liquidity	146.004	157.662
B. Cash and cash equivalents	-	-
C. Other current financial assets	6.509	5.703
D. Liquidity (A + B + C)	152.513	163.364
E. Current financial debt (including debt instruments but excluding the current portion of non-current financial debt)	(2.678)	(2.438)
F. Current portion of non-current financial debt	(94.794)	(100.723)
G. Current financial debt (E + F)	(97.472)	(103.161)
H. Net current financial debt (G - D)	55.042	60.204
I. Non-current financial debt (excluding current portion and debt instruments)	(248.013)	(251.350)
J. Debt instruments	(57.378)	(57.391)
K. Trade payables and other non-current payables	-	-
L. Non-current financial debt (I + J + K)	(305.391)	(308.741)
M. Total financial debt (H + L)	(250.349)	(248.537)

Appendix - Consolidated Cash Flow Statement (1/2)

CASH FLOW STATEMENT €/000	At March 31, 2024	At March 31, 2023
Operation Activities		
Net Profit (Including Portion Attr. to Minority)	(3.104)	3.291
<i>of which related parties</i>	<i>(118)</i>	<i>(111)</i>
Income Taxes	(898)	1.352
Income (loss) from Investments	-	-
<i>of which related parties</i>	<i>-</i>	<i>-</i>
Financial income	(676)	(114)
Financial charges	5.438	3.280
<i>of which related parties</i>	<i>(28)</i>	<i>45</i>
FX (Gains) and Losses	83	176
(Gain)/Loss on non - current asset Disposals	(86)	(81)
Provisions & Write-downs/(releases)	(12)	(150)
Amortisation, depreciation & write-downs of tangible and intangible assets	13.405	11.828
Cash Flow from Operating Activities Before Changes in NWC	14.151	19.582
Change in Inventories	8.859	18.127
Change in Trade and Other Payables	(8.016)	(13.469)
<i>of which related parties</i>	<i>(467)</i>	<i>11</i>
Change in Trade and Other Receivables	(4.617)	(7.230)
<i>of which related parties</i>	<i>(13)</i>	<i>(22)</i>
Change in Other Assets/Liabilities	(1.522)	(430)
<i>of which related parties</i>	<i>(685)</i>	<i>(1.604)</i>
Net Interest Expenses	(5.133)	(3.166)
Income Taxes paid	(832)	(2.335)
Change in Provisions for Risks and Charges	(98)	(668)
Cash Flow from Operating Activities (A)	2.791	10.411

Appendix - Consolidated Cash Flow Statement (2/2)

CASH FLOW STATEMENT €/000	At March 31, 2024	At March 31, 2023
<i>Investing activities</i>		
Investment in Tangible Assets	(3.354)	(7.858)
Disposal of Tangible Assets	156	304
Investment in Intangible Assets	(524)	(771)
Disposal of Intangible Assets	-	-
Investment of Financial Assets	(113)	-
Dividends	-	-
<i>of which related parties</i>	-	-
Cash Flow used in Investing Activities (B)	(3.836)	(8.325)
<i>Financing Activities</i>		
Increase in no current Loan and borrowing	10.000	15.000
Decrease in no current Loan and borrowing	(17.417)	(11.903)
Net variation in current and not current financial Assets and Liability included IFRS 10	(3.198)	7.555
<i>of which related parties</i>	(596)	(565)
Dividends Distribution	-	(6)
<i>of which related parties</i>	-	-
Acquisition of treasury shares	-	(597)
	-	-
Cash Flow from Financing Activities (C)	(10.614)	10.049
Net Cash Flow of the Year (A)+(B)+(C)	(11.658)	12.135

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