# AQUAFIL 7

Investor Presentation Mid & Small By Virgilio ECNL: IM] ECNLF: OTCOX] London, April 9, 2025







# **Aquafil is Market Leader in Nylon**

% on FY 2024 REVENUES

## **Carpet yarn**

- Contract
- Residential 73%
- Automotive

## **Textile yarn**

- Apparel
- Swimwear
- Sportwear

# 16%

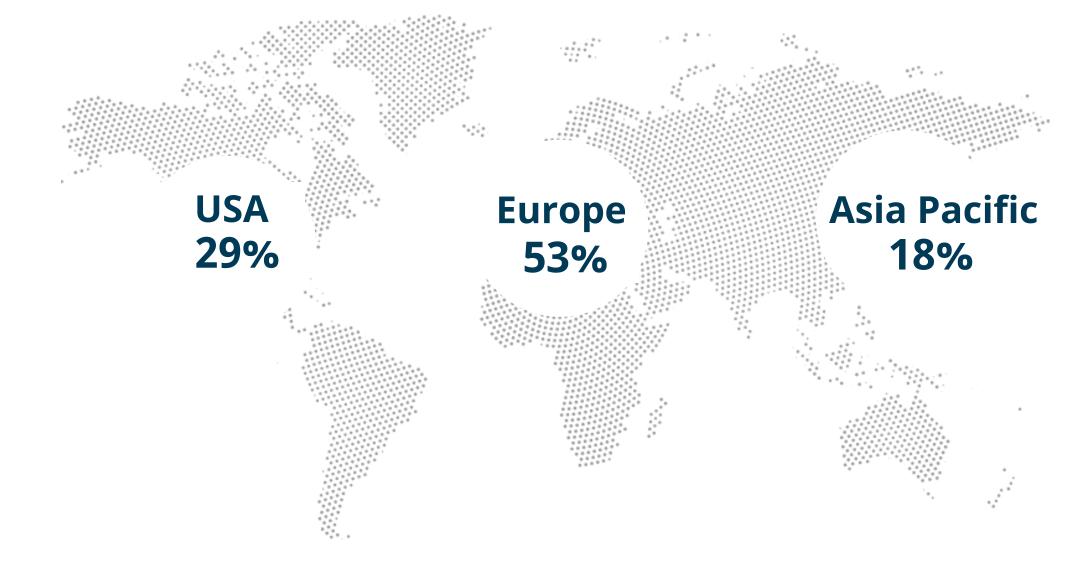
## **Polymers**

- Industrial Molding
- Extrusion
- Compounding

11%

# And Market Leader Worldwide

#### % on FY 2024 REVENUES



# **Company Strengths**



A successful **Business Model**. Proprietary technology with continuous R&D innovation

ox. **2% of** 

Approx. 2% of revenues in R&D

**Pioneer of Circularity** with the ECONYL® Regeneration System

55% of fiber turnover in FY24



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

19 Plants in8 Countries

## **Focus on R&D and innovation**

Approx. 2% of revenues invested in R&D

Ecodesign projects (e.g. Born Regenerated to be Regenerable (R2R), CISUFLO, circular fishing nets)

Special spinning technologies (i.e. **One Step Technology**)

New technology for recycling multi fiber fabrics

Application of ECONYL® in 3D printing industry and cast nylon

**Separation** of **multilayer carpets** and circularity of individual components

Digitalization: AI, predictive modelling and automation

Next-generation "bio caprolactam"

Valorization and recovery of raw materials from our waste (wastewater and depoly waste)

PET chemical recycling with demo-scale plant completed

Collaboration for defining the **international standardization** (**EN and ISO**) in the fields of circularity, ecodesign, sustainability in the textile, fishing nets and accessories sectors.

### The ECONYL® Regeneration System

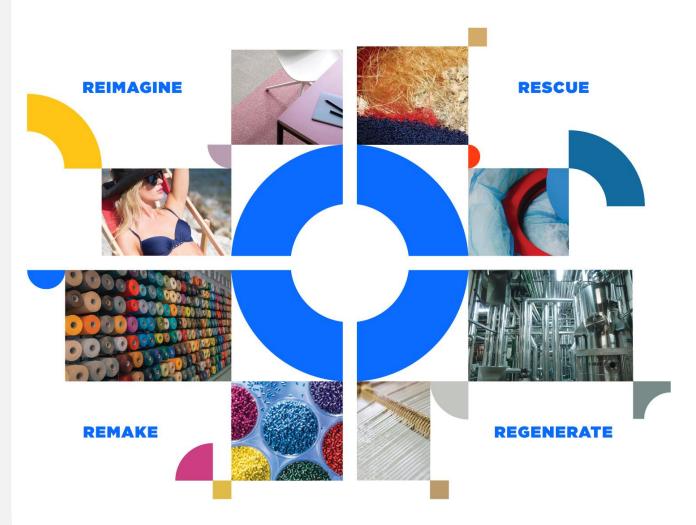
## Infinitely Recyclable, Endless Possibilities

**100% regenerated** from pre- and post-consumer nylon waste.

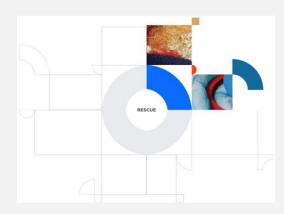
**100% regenerable** nylon.

Unique proprietary technology.

Same quality and performance as standard nylon without using new resources.



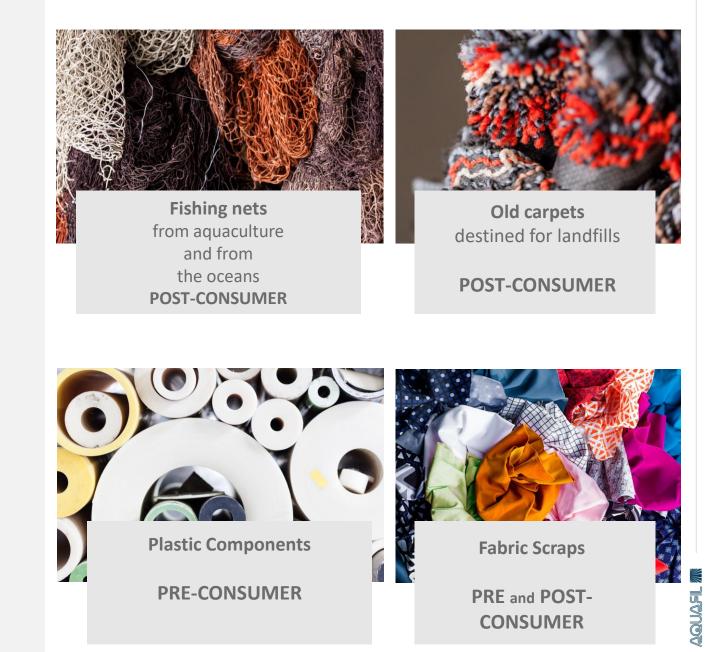
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The ECONYL<sup>®</sup> Regeneration System starts with rescuing waste otherwise polluting the Earth, like **fishing nets, fabric scraps, carpet flooring and industrial plastic** all over the world.

Rescue

That waste is then sorted and cleaned to recover all the nylon possible.







**Designers use ECONYL® nylon to** create new products without ever having to tap new resources. And that nylon has the potential to be recycled infinitely, without ever losing its quality.

Remake

yarns and polymers for the automotive, fashion, furniture

and interior industries.

into



Through a radical regeneration and purification process, the nylon waste is recycled right back to its original purity.

That means ECONYL® nylon is exactly the same as fossil-based nylon. 8

## **Global and flexible footprint**

allowing higher proximity to the clients, efficient logistic platform, diversified currency exposures, shorter delivery time, lower production costs and lower exposure to import duties and tariffs





## **Key figures** FY 2024

**EBITDA: 62,4 €/mln** (+31% vs FY23)

€ 542,1 Million of Revenues

54,8% ECONYL® fiber turnover

Volumes increased by 6,9% vs FY2023

Decreasing trend in NFP: 213,5€/mln on December 31, 2024



# **Our Main ESG Targets**

Generate 60% of our fibers revenues from ECONYL® and other regenerated fibers

Collect 35,000 tons of post-consumer waste

Join the SBT initiative and set GHG reduction target

Monitor Group's key suppliers through audits and/or due diligence (in line with the European Supply Chain Act)

20% women in top and senior management positions within 3 years to assure gender equality

# **Our Top ESG Achievements**

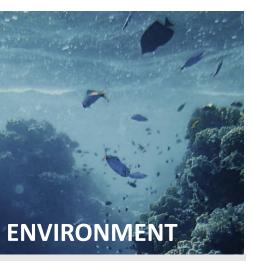
Industry top rated according to Sustainalytics ESG Risk Rating

and

# **Silver Medal** according to **EcoVadis**.







Water Policy definition
Energy efficiency

interventions

- Biodiversity and climate Risk Assessment
- New collaborations with clients on **eco-design**, including development of the **first circular fishing net**



- 300 employees trained on DE&I
- Certification for gender equality (UNI / PdR 125) in the Italian plants
- Corporate climate survey in Slovenia and Croatia



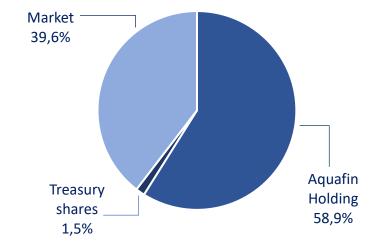
- Silver medal according to EcoVadis rating
- EcoVadis project for ESG risk mapping on the value chain
- Definition of a succession plan for our top management

# **Ownership Structure**

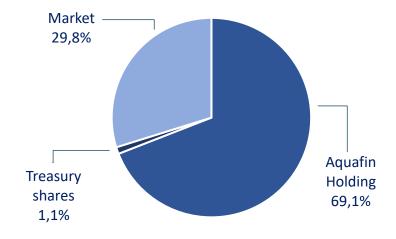
The capital is structured with 2 type of shares:

- a) Ordinary shares;
- a) Class B shares: dedicated to Bonazzi's family with the same economic right of the ordinary shares but with 3 voting right for any share.

#### **Ownership Structure by shares**



#### **Ownership Structure by Voting Rights**



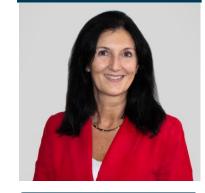
## **Corporate Governance**

- Director who has declared that he satisfies the independence requirements pursuant to Articles 147-ter, paragraph 4 of the Consolidating Law on Finance, as well as Article 3 of the Code of Self-Governance;
- (2) Member and President of Audit, Risk and Sustainability Committee;
- (3) Member of Audit, Risk and Sustainability Committee;
- (4) Member and President of Appointment and Remuneration Committee;
- (5) Member of Appointment and Remuneration Committee.

## Diversity: 44% women

**Independent Directors: 44%** 

#### **Chiara Mio** Chair (1) (3)



**Franco Rossi** Director



**Roberto Siagri** Director (1) (3) (4)



**Giulio Bonazzi** CEO



**Silvana Bonazzi** Director

Patrizia Riva

Director (1) (2) (5)





**Francesco Bonazzi** Director



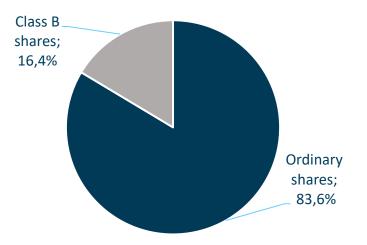




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# Successfully completed the share capital increase with rights issue

- The capital increase has been subscribed for approx. 40 €mln.
- 100% of the new shares subscribed:
  - No. 30,269,432 new ordinary shares and
  - No. 6,048,008 new class B Shares



Total shares No. 87.536.234

# Financial Results and expectations

## FY24 Key Messages



#### Sharp **profitability growth** (FY24 +31% vs FY2023)



#### **Reduction** in personnel costs



#### Volumes increased compared to FY23



**ECONYL**<sup>®</sup> branded and regenerated **products increased** to **55% of fibers revenues** 



US market slower than expected



Capital increase with option rights successfully completed (raised approx. €40 mln.)

# Financial **Results**

	Revenues				EBITDA		I	Net prof	it	NFP		
	2024	2023	Δ%	2024	2023	Δ%	2024	2023	Δ%	31.12.24	31.12.23*	Δ%
FY	542,1	571,8	(5,2)%	62,4	47,5	31,3 %	(16,3)	(25,8)	36,9 %	213,5	242,8	(12,0)%
% on Revenues				11,5%	8,3%		(3,0)%	(4,5)%				
4Q	126,1	129,6	(2,7)%	14,3	10,5	36,0 %	(7,5)	(8,8)	14,2 %			
% on Revenues				11,3%	8,1%		(6,0)%	(6,8)%				
	EMEA and Asia Market in line with expectation USA Slower market ECONYL® Ca. 55% of Fiber Revenues			person	her to FY 2 Due to nel costs de and raw materi itilities cost	ecrease al and		gher to FY 2 Mainly due to BITDA increa		N on 3	<b>5 wer vs Dec.</b> FP/EBITDA LT <b>x5,11*</b> 1 <sup>st</sup> December <b>x3,42</b> 1 <sup>st</sup> December	<sup>-</sup> М 2023

## **Financial Results** | NFP evolution €/mln.



NFP 31.12.2023*	Cash Flow from	Capital increase	Other Assets/	Other Cash Cost	ΔNWC	IFRS16 impact	Net financial Cost	Capex	NFP 31.12.2024
	Operating		Liabilities						
	Activities								

## **Industrial plan 2024–2026** Volumes by business lines

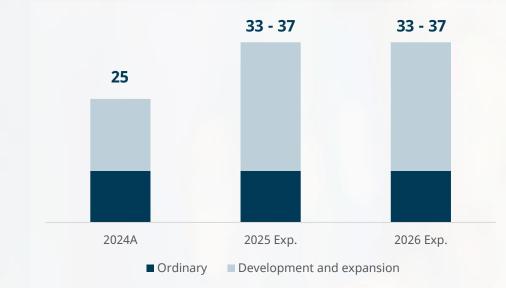
	<section-header></section-header>	NTF - Textile yarn	<section-header></section-header>
'24Exp. vs '23	Substantially stable	Substantially stable	40%
'24A vs '23A	+1%	-12%	+45%
<b>'25Exp</b> vs <b>'24A</b>	From +7% to +9%	From +15% to +18%	From +45% to +55%
'26Exp vs '25Exp	From +2% to +4%	From +4% to +7%	From 1% to +2%

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## Industrial plan 2024–2026 Capex (excluding IFRS 16 effects)

#### In the three-year period 2024-2026

- €30-35 mln. for ordinary investments
- €60-65 mln. aimed at increasing and/or optimizing production capacity or for the development of new product innovations



## Industrial plan 2024 – 2026 - Key indicators

#### **Expected results 2024 vs Actual 2024**

- **EBITDA:** target ca. 65 €/mln vs Act. 62 €/mln
- NFP\*: target ca. 207 €/mln vs Act. 213 €/mln

#### **Expected results 2025**

- **EBITDA:** 80 87 €/mln
- NFP\*: 185 195 €/mln

#### **Expected results 2026**

- **EBITDA:** 90 96 €/mln
- NFP\*: 157 167 €/mln

\* Positive means debt and includes the IFRS 16 effects





# Appendix

## **Appendix - Disclaimer**

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## **Appendix - Definitions**

«FIRST CHOICE REVENUES»	"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
EBITDA	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.
NFP	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: A. Liquidity B. Other liquidity C. Other current financial assets <b>D. Liquidity (A+B+C)</b> 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 <b>G. Current financial debt (E + F)</b> <b>H. Net current financial debt (G - D)</b> I. Non-current financial debt (excluding current portion and debt instruments) J. Debt instruments K. Trade payables and other non-current payables <b>L. Non-current financial debt (I + J + K)</b> <b>M. Total financial debt (H + L)</b>

# **Appendix - Sector Data – Caprolactam price evolution** €/ton



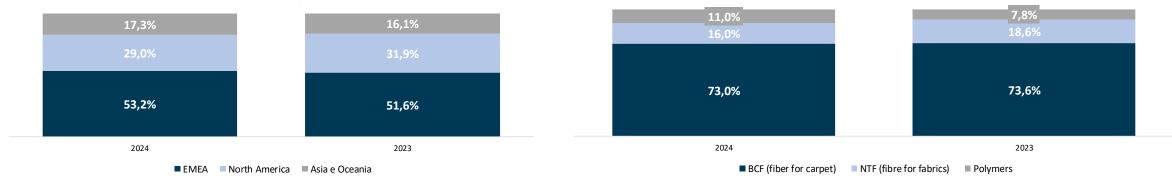
## **Appendix - Consolidated Income Statement**

CONSOLIDATED INCOME STATEMENT	December	of wich non-	December	of wich non-		of wich non-		of wich non-
€/000	2024	current	2023	current	Quarter 2024	current	Quarter 2023	current
Revenue	542.135	0	571.806	209	126.060	0	129.577	208
of which related parties	9		283		(9)		56	
Other Revenue	8.908	42	8.902	676	2.290	10	1.352	51
of which related parties	325		0		99		0	
Total Revenue and Other Revenue	551.043	42	580.708	885	128.350	10	130.928	259
Raw Material	(250.433)	0	(291.620)	(269)	(54.242)	0	( 61.451)	146
of which related parties	0		0		0		0	
Services	(122.784)	(253)	(126.907)	(2.065)	(30.125)	232	( 30.919)	( 802)
of which related parties	( 650)		( 524)		( 119)		(136)	
Personel	(121.641)	(1.641)	(125.034)	( 3.004)	( 30.999)	( 424)	( 30.814)	(659)
of which related parties	0		0		0		0	
Other Operating Costs	( 3.290)	(244)	( 3.644)	( 493)	( 879)	(121)	( 926)	( 312)
of which related parties	(70)		(70)		(17)		(17)	
Depreciation and Amorti zation	( 54.100)		( 49.635)		(13.893)		(13.653)	
Provisions&Write-downs	91		1.002		118		785	
Capitalization of Internal Construction Costs	4.435		6.271		1.094		1.584	
EBIT	3.321	( 2.096)	( 8.858)	( 4.946)	( 575)	( 305)	( 4.466)	(1.368)
Income (loss) from Investments	184		90		74		(0)	
of which related parties	184		90		74		(0)	
Other Financial Income	1.370		1.022		310		401	
of which related parties	2		0		1		0	
Interest Expenses	(21.007)		(19.042)		(4.870)		(7.134)	
of which related parties	(116)		(146)		(46)		(31)	
FX Gains and Losses	(1.472)		796		(2.213)		98	
Profit Before Taxes	( 17.604)	( 2.096)	( 25.992)	( 4.946)	(7.274)	( 305)	( 11.101)	(1.368)
Income Taxes	1.291		143		(260)		2.320	
Net Profit (Including Portion Attr. to Minority)	( 16.313)	( 2.096)	( 25.849)	( 4.946)	(7.534)	( 305)	( 8.781)	(1.368)
Net Profit Attributable to Minority Interest	0		0		0		0	
Net Profit Attributable to the Group	( 16.313)	( 2.096)	(25.849)	( 4.946)	(7.534)	( 305)	( 8.781)	(1.368)

### **Appendix - Consolidated Income Statement - Revenues FY**

FY		BCF	(fiber fo	or carpet)		NT	(fibre fo	or fabrics)			Р	olymers						TOTAL
€/mil	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	%24	%23
EMEA	181,3	184,6	(3,4)	(1,8)%	57,5	71,4	(13,8)	(19,4)%	49,7	39,2	10,5	26,7 %	288,4	295,2	(6,7)	(2,3)%	53,2%	51,6%
North America	125,3	148,1	(22,9)	(15,4)%	24,3	29,7	(5,4)	(18,1)%	7,8	4,9	3,0	61,0 %	157,4	182,7	(25,2)	(13,8)%	29,0%	31,9%
Asia e Oceania	88,3	87,0	1,3	1,5 %	3,1	4,2	(1,1)	(26,3)%	2,2	0,8	1,4	N.A.	93,6	92,0	1,6	1,7 %	17,3%	16,1%
RoW	0,7	0,8	(0,1)	(15,8)%	2,0	1,2	0,8	73,3 %	0,0	0,0	(0,0)	N.A.	2,7	2,0	0,7	36,3 %	0,5%	0,3%
TOTAL	395,5	420,6	(25,0)	(6,0)%	86,9	106,4	(19,5)	(18,3)%	59,7	44,8	14,8	33,1 %	542,1	571,8	(29,7)	(5,2)%	100,0%	100,0%
%	73,0%	73,6%			16,0%	18,6%			11,0%	7,8%			100,0%	100,0%				

FY - % Revenues by Geographical Area

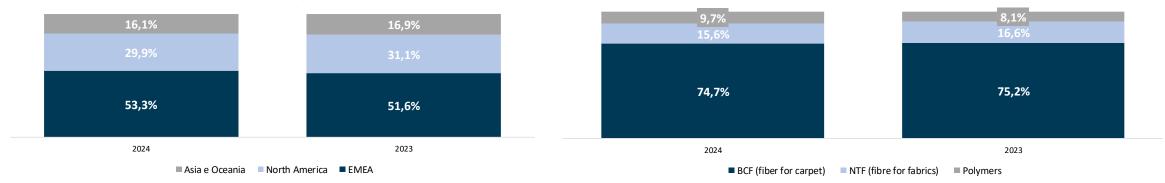


FY - % Revenues by Product Line

### **Appendix - Consolidated Income Statement - Revenues 4Q**

4Q		BCF	(fiber fo	or carpet)		NTF	(fibre fo	or fabrics)			P	olymers						TOTAL
€/mil	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	2024	2023	Δ	Δ%	%24	%23
EMEA	44,1	44,0	0,1	0,3 %	12,7	13,5	(0,8)	(5,8)%	10,4	9,4	1,1	11,4 %	67,2	66,8	0,4	0,6 %	53,3%	51,6%
North America	30,5	32,8	(2,3)	(6,9)%	5,7	6,7	(1,0)	(14,4)%	1,5	0,9	0,6	71,7 %	37,8	40,4	(2,6)	(6,5)%	29,9%	31,1%
Asia e Oceania	19,4	20,5	(1,1)	(5,3)%	0,7	1,1	(0,4)	(37,7)%	0,3	0,3	(0,0)	(2,3)%	20,3	21,8	(1,5)	(6,8)%	16,1%	16,9%
RoW	0,1	0,2	(0,1)	(50,9)%	0,6	0,3	0,3	85,9 %	0,0	0,0	(0,0)	N.A.	0,7	0,5	0,2	34,2 %	0,6%	0,4%
TOTAL	94,1	97,5	(3,3)	(3,4)%	19,7	21,6	(1,9)	(8,6)%	12,2	10,5	1,7	16,1 %	126,1	129,6	(3,5)	(2,7)%	100,0%	100,0%
%	74,7%	75,2%			15,6%	16,6%			9,7%	8,1%			100,0%	100,0%			1	

4Q - % Revenues by Geographical Area



4Q - % Revenues by Product Line

### **Appendix - EBITDA and Adjusted Operating Results**

<b>RECONCILIATION FROM NET PROFIT TO EBITDA</b> $\epsilon/000$	December 2024			Fourth Quarter 2023
Net Profit (Including Portion Attr. to Minority)	( 16.313)	(25.849)	(7.534)	( 8.781)
Income Taxes	(1.291)	(143)	260	(2.320)
Investment income and charges	(184)	(90)	(74)	(0)
Amortisation & Depreciation	54.100	49.635	13.893	13.653
Write-downs & Write-backs of intangible and tangible assets	(91)	(1.002)	(118)	(785)
Financial items (*)	24.036	20.002	7.550	7.364
No recurring items (**)	2.096	4.946	305	1.368
EBITDA	62.353	47.500	14.281	10.499
Revenue	542.135	571.806	126.060	129.577
EBITDA Margin	11,5%	8,3%	11,3%	8,1%

<b>RECONCILIATION FROM EBITDA TO</b> <b>EBIT ADJUSTED</b> $\epsilon/000$	December 2024		Fourth Quarter 2024	Fourth Quarter 2023
EBITDA	62.353	47.500	14.281	10.499
Amortisation & Depreciation	54.100	49.635	13.893	13.653
Write-downs & Write-backs of intangible and tangible assets	(91)	(1.002)	(118)	(785)
EBIT Adjusted	8.344	( 1.133)	507	( 2.369)
Revenue	542.135	571.806	126.060	129.577
EBIT Adjusted Margin	1,5%	-0,2%	0,4%	-1,8%

(\*) The financial items include: (i) financial income of Euro 1.4 million (ii) financial charges and other bank charges of Euro (21.0) million, (iii) cash discounts of Euro (2.9) million, and (iv) exchange gains/(loss) of Euro(1.5) million.

(\*\*) This includes (i) non-recurring charges related to the expansion of the Aquafil Group for Euro (0.2) million, (ii) restructuring costs for Euro (1.6) million, (iii) other non-recurring revenues/(costs) for Euro (0.3) million.

## **Appendix - Consolidated Balance Sheet (1/2)**

CONSOLIDATED BALANCE SHEET	At December 31, At	December 31,
€/000	2024	2023
Intangible Assets	15.168	19.080
Goodwill	16.064	15.103
Tangible Assets	233.900	245.838
Financial Assets	969	534
of which related parties	270	79
Investments & Equity metod	1.113	1.023
Deferred Tax Assets	29.231	18.545
Total Non-Current Assets	296.445	300.123
Inventories	197.535	189.493
Trade Receivable	20.370	26.206
of which related parties	97	351
Financial Current Assets	980	5.703
of which related parties	2	0
Current Tax Receivables	1.529	1.619
Other Current Assets	8.033	14.644
of which related parties	0	5.854
Cash and Cash Equivalents	130.366	157.662
Asset held for sales	0	0
Total Current Assets	358.813	395.327
Total Current Assets	655.258	695.450

## **Appendix - Consolidated Balance Sheet (2/2)**

CONSOLIDATED BALANCE SHEET	At December 31,	At December 31,
€/000	2024	2023
Share Capital	53.354	49.722
Reserves	121.311	101.379
Group Net Profit for the year	(16.313)	(25.849)
Group Shareholders Equity	158.352	125.252
Net Equity attributable to minority interest	0	1
Net Profit for the year attributable to minority interest	0	0
Total Sharholders Equity	158.352	125.253
Employee Benefits	4.627	5.104
Non-Current Financial Liabilities	241.535	303.551
of which related parties	3.902	3.217
Provisions for Risks and Charges	1.611	1.710
Deferred Tax Liabilities	12.808	13.324
Other Payables	4.053	5.852
of which related parties	0	0
Total Non-Current Liabilities	264.634	329.541
Current Financial Liabilities	103.208	102.585
of which related parties	4.146	1.872
Current Tax Payables	242	1.219
Trade Payables	109.178	116.006
of which related parties	396	551
Other Liabilities	19.644	20.846
of which related parties	0	0
Total Current Liabilities	232.271	240.656
Total Equity and Liabilities	655.258	695.450

## **Appendix - Net Financial Position**

NET FINANCIAL DEBT	At December 31,	At December 31,
€/000	2024	2023
A. Liquidity	130.366	157.662
B. Cash and cash equivalents		
C. Other current financial assets	980	5.703
D. Liquidity $(A + B + C)$	131.346	163.364
E. Current financial debt (including debt instruments but excluding the current		
portion of non-current financial debt)	(4.082)	(2.438)
F. Current portion of non-current financial debt	(99.125)	(100.147)
G. Current financial debt (E + F)	(103.208)	(102.585)
H. Net current financial debt (G - D)	28.138	60.780
I. Non-current financial debt (excluding current portion and debt instruments)	( 197.199)	(246.160)
J. Debt instruments	( 44.481)	(57.391)
K. Trade payables and other non-current payables		
L. Non-current financial debt (I + J + K)	( 241.681)	( 303.551)
M. Total financial debt (H + L)	(213.542)	(242.771)

### **Appendix - Consolidated Cash Flow Statement (1/2)**

CASH FLOW STATEMENT €/000	At December 31, 2024	At December 31, 2023
Operation Activities	2024	2023
Net Profit (Including Portion Attr. to Minority)	(16.313)	(25.849)
of which related parties	(318)	(367)
Income Taxes	(1.291)	(143)
Income (loss) from equity Investments	(184)	(90)
of which related parties	(184)	(90)
Financial income	(1.371)	(1.022)
of which related parties	-	-
Financial charges	21.007	19.041
of which related parties	116	146
FX (Gains) and Losses	1.472	(796)
(Gain)/Loss on non - current asset disposals	(172)	(177)
Provisions & write-downs	(91)	(1.002)
Amortisation, depreciation & write-downs	54.100	49.635
Cash Flow from Operating Activities Before Changes in NWC	57.158	39.597
Change in Inventories	(4.304)	67.426
Change in Trade and Other Receivables	6.693	1.981
of which related parties	254	25
Change in Trade and Other Payables	(8.150)	(9.547)
of which related parties	(154)	281
Change in Other Assets/Liabilities	(3.809)	(1.246)
of which related parties	5.852	(5.837)
Employees Benefit	(550)	(275)
Change in Provisions for Risks and Charges	(87)	(155)
Income tax paid	(5.202)	(9.637)
Net Interest Expenses	(18.493)	(15.311)
TOTAL CASH FLOW FROM OPERATING ACTIVITIES	23.255	72.833

## **Appendix - Consolidated Cash Flow Statement (2/2)**

CASH FLOW STATEMENT	At December 31,	At December 31,
€/000	2024	2023
Investing activities		
Investment in Tangible Assets	(21.781)	(29.157)
Disposal of Tangible Assets	975	608
Investment in Intangible Assets	(3.291)	(4.620)
Disposal of Intangible Assets	(1)	13
Dividends	184	90
of which related parties	184	90
Investment of Financial Assets	(113)	(149)
TOTAL CASH FLOW FROM INVESTING ACTIVITIES	(24.026)	(33.215)
Changes in Equity		
Capital Increase	38.334	-
Effect of exchange rate changes	3.566	(3.212)
Acquisition of treasury shares	-	(598)
Other changes in equity	(89)	(8)
Dividends Distribution	-	(11.992)
of which related parties	-	(7.169)
Financing Activities		
Increase in no current Loan and borrowing	29.500	100.049
Decrease in no current Loan and borrowing	(78.001)	(58.157)
Repayment of bond loan	(12.866)	(12.760)
Derivatives	-	-
Net variation in current and not current fiancial Assets and Liability	3.140	2.291
of which related parties	(193)	234
Net variation in RoU fiancial assets and liability	(10.109)	(8.252)
of which related parties	(2.785)	(3.129)
TOTAL CASH FLOW FROM FINANCING ACTIVITIES	(26.525)	7.362
NET CASH FLOW OF THE YEAR	(27.296)	46.980



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