



# Investor Presentation

[ECNL:IM] - [ECNLF: OTCQX]

## Small Cap Growth Virtual Investor Conference

By OTC Market

October 12, 2023





**When I see a landfill  
I see a goldmine**







**Aquafil recycles more than 88 million pounds (40 thousand tons) of waste per year**



# Aquafil is Market Leader in Nylon

% on 1H 2023 REVENUES

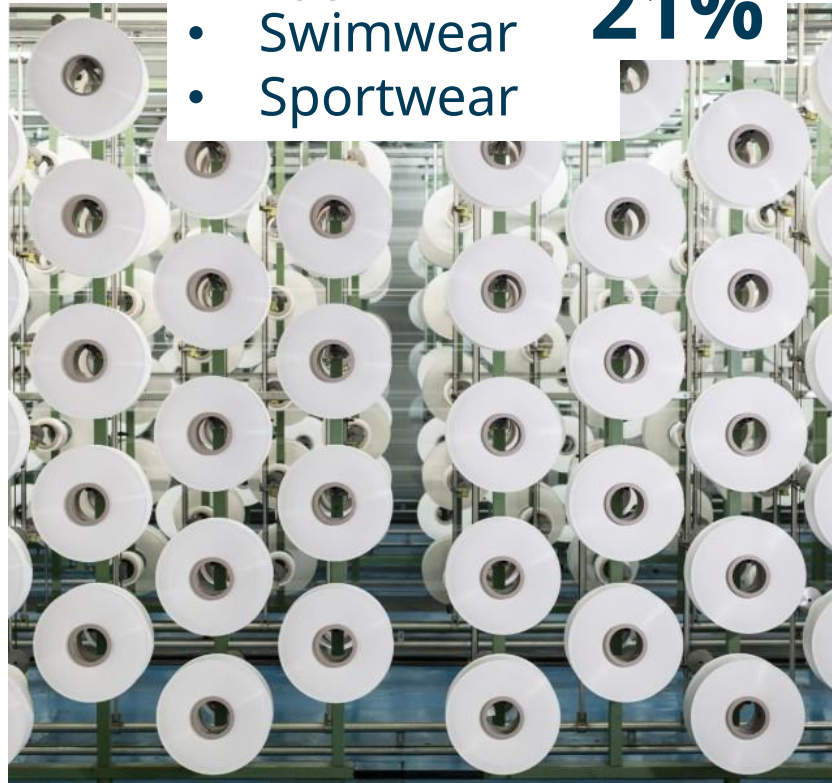
## Carpet yarn

- Contract
  - Residential
  - Automotive
- 72%**



## Textile yarn

- Apparel
  - Swimwear
  - Sportswear
- 21%**



## Polymers

- Industrial Molding
- 7%**



ECONYL<sup>®</sup> regenerated nylon is  
100% recycled yarn made of plastic waste  
such as fishing nets, fabric scraps and old  
carpets.

# Infinitely Recyclable, Endless Possibilities

100% regenerated & regenerable  
nylon.

Unique proprietary technology.

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

**Global warming potential reduced up to 90% if  
compared with traditional oil-based raw material.**

## The ECONYL® Regeneration System





# WASTE IN

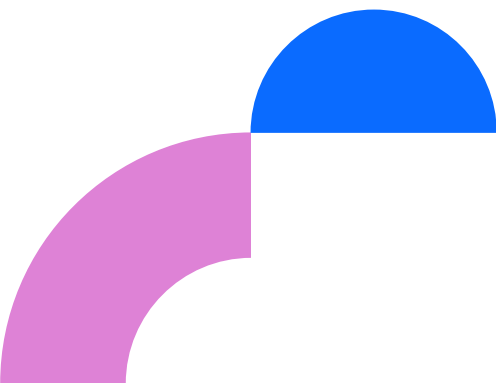
ECONYL<sup>®</sup> nylon is made from waste otherwise destined for the landfill





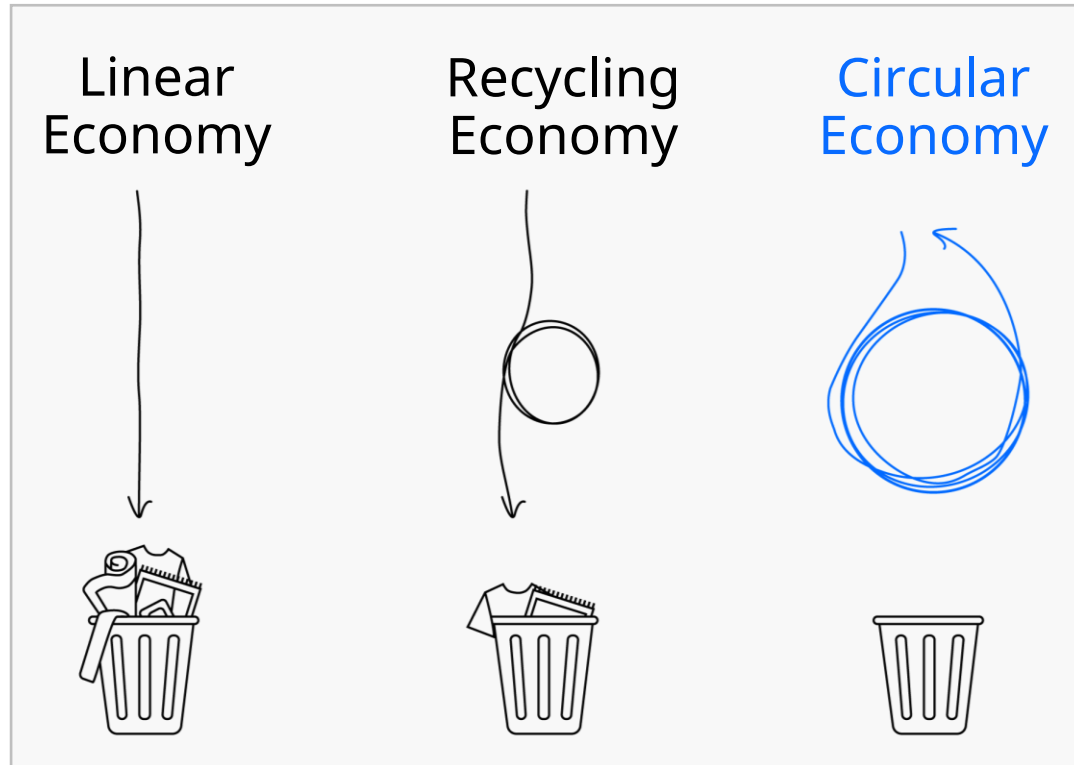


# NO WASTE OUT





# 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** establishment
- **USA Aquafil Carpet Collection** acquisition

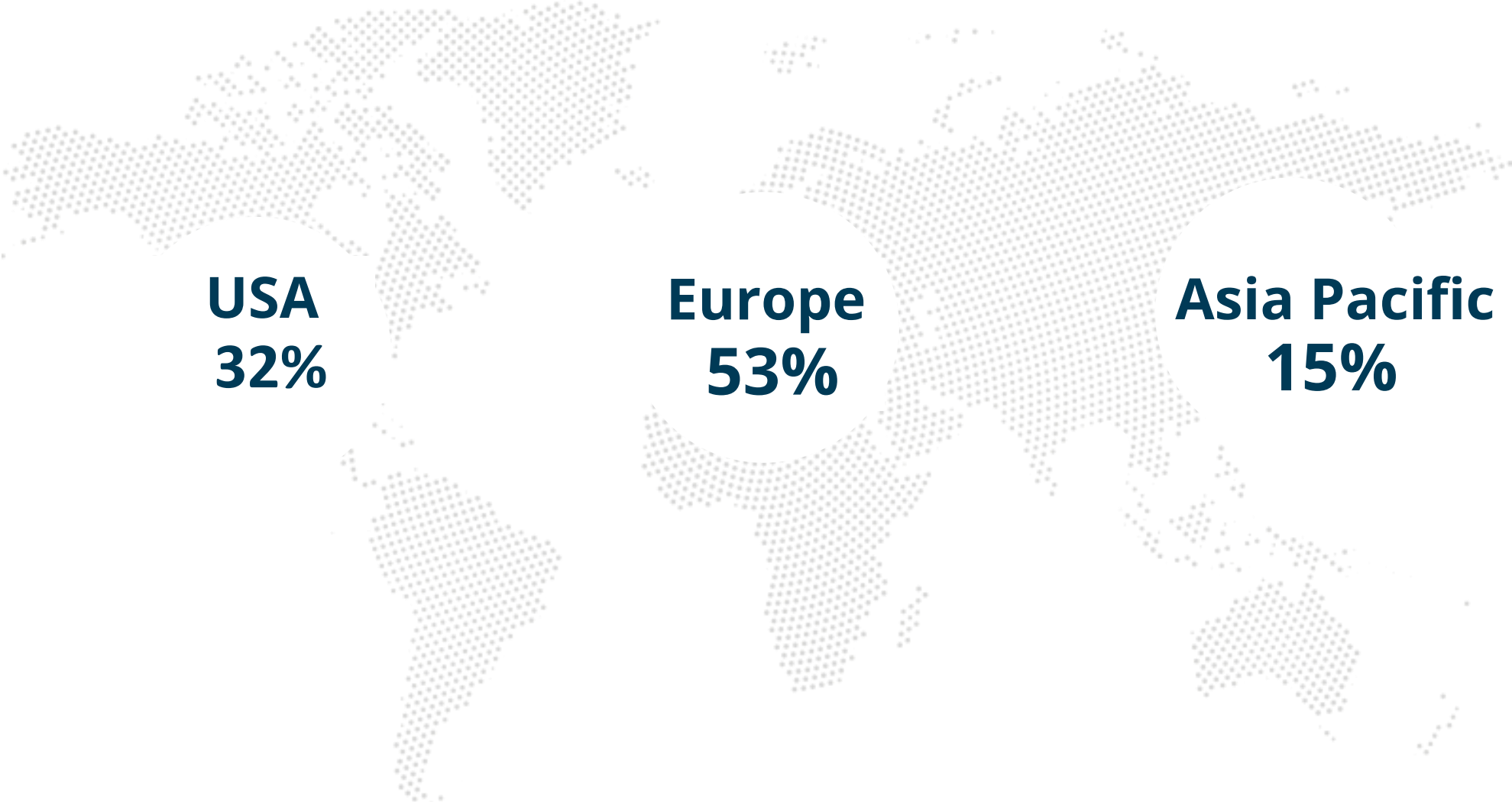
**Eco-Design** is our next crucial step.

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



# And Market Leader Worldwide

% on 1H 2023 REVENUES







# From Family Business To Global Sustainability Champion

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

**Ca. 2,800 Employees**

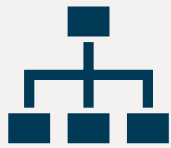
**€ 311,1 Million of Revenues 1H23**

**€ 31,3 Million EBITDA 1H23**

**47,8% ECONYL® fiber turnover**



# 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 48% of fiber turnover.



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





# Our Main ESG Targets

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

35,000 Tons Of Post consumer Waste Collected Annually

D&I policy to assure gender equality in recruiting and career development

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

Join the SBTi initiative and set GHG reduction target



# Our Top ESG Achievements



## ENVIRONMENT

- 16% reduction in Scope 1 + Scope 2 emissions vs 2021
- 100% of electricity coming from renewable resources
- 23% reduction in water consumption vs 2021
- 90% of waste recovered (through recycling and energy recovery)
- 1st plant-based nylon demo plant



## SOCIAL

- 18.5% increase in the number of female managers vs 2021
- 2.2x increase in hours of environmental training delivered vs 2021
- 2x welfare budget vs 2021
- Approval of Global Parental Leave Policy
- Drafting of Human Rights Policy



## GOVERNANCE

- Adhesion to UN Global Compact
- New remuneration policy for the Top Management
- Creation of the ESG Committee by the Board of Director



# Financial Results



# 1H23 – Key Message

## 1H23 General Results

- **Revenues** 311,1 €/mil (-11,4% vs 1H 22)
- **EBITDA** 31,3 €/mil (-39,2% vs 1H 22)

## ECONYL® Branded Products <sup>1</sup>

- **Revenues** up by 2,4% vs 1H 22
- **47,8%** of revenues generated by fibers

TEMPORARY DECLINE IN MARGINS IN THE 2023 REPORTING PERIOD DUE TO THE HIGH UNIT VALUE OF THE INVENTORIES STOCKED IN 2022 COMPARED TO THE CURRENT MARKET VALUE OF RAW MATERIALS

VOLUMES SOLD MAINTAINED IN THE USA AND ASIA  
SLOWDOWN IN EMEA OF THE FIBERS MARKET  
ACHIEVEMENT OF PRODUCTION TARGETS OF THE ENGINEERING PLASTICS PROJECT BY YEAR-END

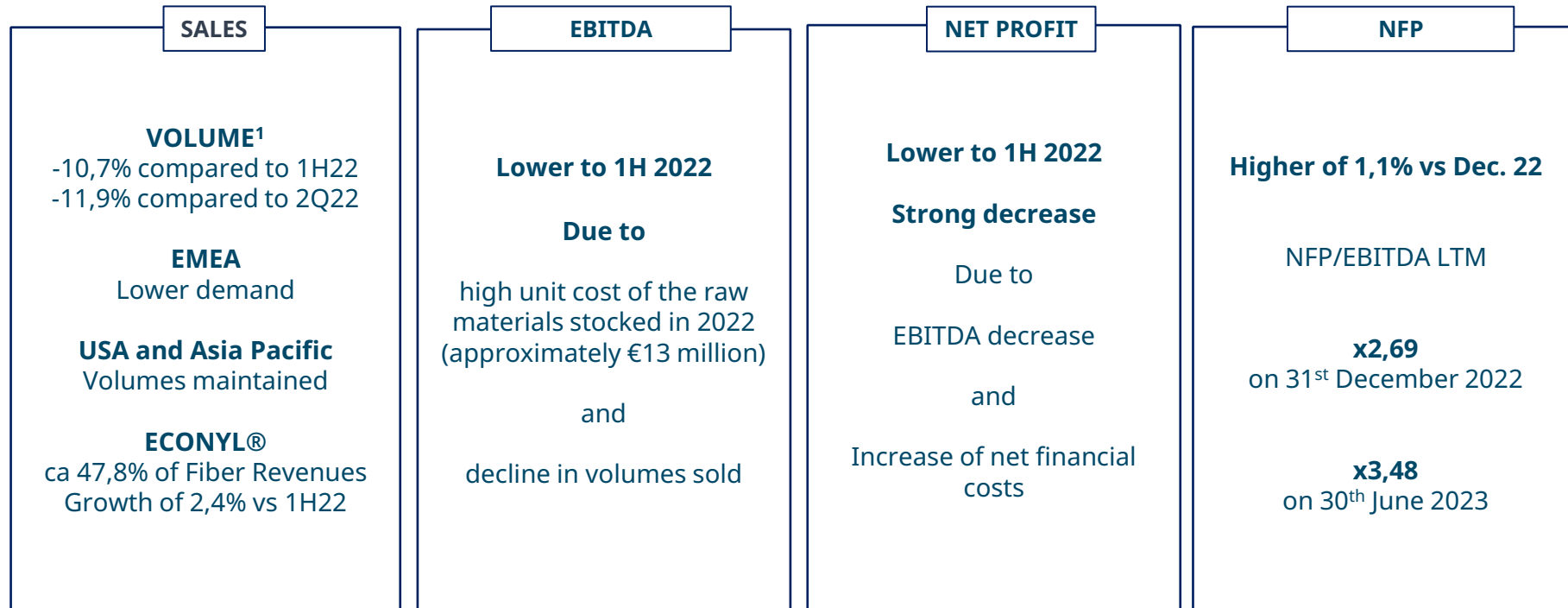
(1) Revenues includes both ECONYL® branded and regenerated products.





# 1H23 – Main Result

	Revenues			EBITDA			Net profit			NFP		
	2023	2022	Δ%	2023	2022	Δ%	2023	2022	Δ%	30.06.23	31.12.22	Δ%
<b>1H</b>	311,1	351,0	(11,4)%	31,3	51,5	(39,2)%	(4,1)	17,7	(123,4)%	(250,7)	(247,9)	1,1%
% on Revenues				10,1%	14,7%		(1,3)%	5,0%				
<b>2Q</b>	144,3	179,8	(19,8)%	9,8	26,7	(63,5)%	(7,4)	8,6	(186,9)%			
% on Revenues				6,8%	14,8%		(5,1)%	4,8%				



<sup>(1)</sup> Based on "First Grade Product" revenues



# 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.



AQUAFIL 

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



ECONYL®  
ENDLESS POSSIBILITIES

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



THE FEEL GOOD MICROFIBRE  
*Dryarn*  
BY AQUAFIL

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