## Aquafil Group

# 9M and 3Q 2022 Financial Results 

$8^{\text {th }}$ November 2022

## Index

| 1. | KEY MESSAGES |
| :--- | :--- |
| 2. | FINANCIAL RESULTS |
| 3. | OUTLOOK |
| 4. | APPENDIX | |  | 4 |
| ---: | ---: |

## Index

1. KEY MESSAGES
2. FINANCIAL RESULTS
3. OUTLOOK

Page
4. APPENDIX
synthetic fibres and polymers

## Key Messages

| 9M 2022 |
| :---: | :---: |
| RESULTS |
| SHARPLY INCREASING |
| COMPARED TO |
| 9M 2021 |
| REVENUES |
| OF |
| ECONYL® |
| BRANDED |
| PRODUCTS |
| REVENUES +26,4\% VS 9M21 |
| EBITDA +23\% VS 9M21 |
| UP BY 64.5\% VS 9M21 |
| 43.5\% OF REVENUES |
| GENERATED BY FIBERS |

## Index

## 1. KEY MESSAGES

2. FINANCIAL RESULTS
3. OUTLOOK

## Page

4. APPENDIX
synthetic fibres and polymers

## 9M2022 Main Results



${ }^{(1)}$ Based on "First Grade Product" revenues

## Revenues - by Components

- Lower volumes of ca 8\% compared to 9M2021 and 11\% compared to 3Q21
- Volume: lower sales in EMEA
- Price \& sales mix: positive impact thanks to better mix and selling price adjustment.

Revenues Variation by Components
(on First Grade Product Revenues) - Index 100


Revenues Variation by Components
(on First Grade Product Revenues) - Index 100


## Revenues - Quantity



EMEA: volumes ca $-\mathbf{2 0 \%}$ vs 9 M 21 and $-\mathbf{2 8 \%}$ vs 3Q21:

- BCF, NTF and Polymers: lower quantity due to slow market demand;

USA: volumes ca $\mathbf{+ 2 1 \%}$ vs 9 M 21 and $\mathbf{+ 2 2 \%}$ in 3Q21:

- BCF: higher quantity ( $+47 \%$ ) due to increase of BCF fiber for contract and competitor withdrawal
- NTF: lower quantity due to slow market demand;

Asia: volumes ca -3\% vs 9M21 and +16\% in 3Q21:

- BCF: in the 9 months lower quantity due to lower demand in residential sector and also for China lock down period with some limited impacts on internal market and in the 3Q increase of Japanese Market and Residential sector;


## Revenues - Breakdown by Product Line and Area





## Revenues - ECONYL®

- Strong growth $\mathbf{+ 6 5 \%}$ vs $\mathbf{9 M 2 2}$ due to price increase and higher quantities driven by:
- BCF fiber: higher demand in contract sector
- NTF: higher demand from fashion brands

| 9M - ECONYL Revenus on Fiber \% |  | 3Q-ECONYL Revenus on Fiber \% |  |
| :---: | :---: | :---: | :---: |
| 43,5\% | 35,9\% | 45,8\% | 37,3\% |
| 56,5\% | 64,1\% | 54,2\% | 62,7\% |
| 2022 | 2021 | 2022 | 2021 |
| $\square$ Other Fibers ■ ECONYL* |  | - Other Fibers ECONYL® |  |

## Revenues - ECONYL ${ }^{\circledR}$ - BCF the support and NTF the accelerator

- ECONYL ${ }^{\otimes}$ has represented an accelerator driver for the Group growth both by strengthening relationship with consolidated customers and the attracting new ones
- BCF sector historically drove ECONYL® development due to cultural sensitiveness on environmental topics of Aquafil and important carpet producer customers;
- ECONYL ${ }^{\circledR}$ allowed to protect and even increase market share, especially on high-end products
- Later on in NTF sector, both ECONYL ${ }^{\oplus}$ application developments and an increasing awareness to a "circularity vision" allowed Group to attract brand new and different customers (e.g. fashion and luxury brands)


Example of BCF product: a tiles


Example of NTF product: a fashion backpack

## P\&L - KPI



## NFP - NPF/EBITDA

- NFP on $30^{\text {th }}$ September 2022 equal to $\mathbf{2 3 1 , 5} € /$ mil, higher of ca $\mathbf{2 9 \%}$ compared to $31^{\text {st }}$ December 2021
- Ratio NPF/EBITDA LTM at 2,70x




## NFP - Increase of NWC mainly driven by inventory

- NWC growth driven by increase of inventory value due to
* higher unitary cost of raw material and
* increase of raw material quantities;

NFP Evolution - $€ /$ mil


## Index

| 1. | KEY MESSAGES |  |
| :--- | :--- | ---: |
| 2. | FINANCIAL RESULTS | 4 |
| 3. | OUTLOOK | 6 |
| 4. | APPENDIX | 16 |

## Outlook

As a result of the different global political and macroeconomic contexts, it is appropriate to analyze the Group's performance separately in the different geographical areas where it operates in order to provide a more comprehensively information on its performance.

EMEA is showing the expected slowdowns in the end market across all product lines due to the heavy inflationary pressures that have impacted mainly raw materials and energy. In the United States, the excellent uptrend reported in the first nine months of the year is confirmed. In Asia and Oceania, the market is showing sound end-customer demand levels thanks to the partial recovery of the residential market and an excellent performance by the Japanese market.

For the fourth quarter, we expect a less positive result than in the previous quarters of 2022, yet better than in the fourth quarter of 2021. On an annual basis, this will translate into the highest levels of absolute profitability ever achieved by the Aquafil Group.

## Index

| 1. | KEY MESSAGES |
| :--- | :--- |
| 2. | FINANCIAL RESULTS |
| 3. | OUTLOOK |
| 4. | APPENDIX |$\quad$| 16 |
| ---: |

synthetic fibres and polymers

## Appendix - Disclaimer

This presentation and any material distributed in connection herewith (together, the "Presentation") prepared by Aquafil S.p.A. ("Aquafil" or "Company") do not constitute or form a part of, and should not be construed as, an offer for sale or subscription of or solicitation of any offer to purchase or subscribe for any securities, and neither this Presentation nor anything contained herein shall form the basis of, ore be relied upon in connection with, or act as an inducement to enter into, any contract or commitment whatsoever.

The Presentation contains forward-looking statements regarding future events and the future results of Aquafil that are based on current expectations, estimates, forecasts, and projections about the industries in which Aquafil operates and the belief and assumptions of the management of Aquafil. In particular, among other statements, certain statements with regards to management objectives, trends in results of operations, margins, costs, return on equity, risk management are forward-looking in nature. Words such as 'expects', 'anticipates', 'targets', 'goals', 'projects', 'intends', 'plans', 'believes', 'seeks', 'estimates', variations of such words, and similar expressions are intended to identify such forward-looking statements. These forward-looking statements are only predictions and are subject to risks, uncertainties, and assumptions that are difficult to predict because they relate to events and depend on circumstances that will occur in the future. Therefore, Aquafil's actual result may differ materially and adversely from those expressed or implied in any forward-looking statements. Factors that might cause or contribute to such differences include, but are not limited to, economic conditions globally, political, economic and regulatory developments in Italy and internationally. Any forward-looking statements made by or on behalf of Aquafil speak only as of the date they are made. Aquafil does not undertake to update forward-looking statements to reflect any changes in Aquafil's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based.

No reliance may be placed for any purposes whatsoever on the information contained in the Presentation, or any other material discussed in the context of the presentation of such material, or on its completeness, accuracy or fairness. The information contained in the Presentation might not be independently verified and no representation or warranty, express or implied, is made or given or on behalf of the Company or any of its members, directors, officers or employees or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this document or any other material discussed in the context of the presentation of the Presentation. None of the Company, nor any of its respective members, directors, officers or employees nor any other person accepts any liability whatsoever for any loss howsoever arising from any use of the Presentation or its contents or otherwise arising in connection therewith.

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

| «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 | This was calculated as per Consob Communication of July 28, 2006 and the ESMA/2013/319 Recommendations: <br> A. Cash <br> B. Other liquid assets <br> C. Other current financial assets <br> D. Liquidity ( $\mathrm{A}+\mathrm{B}+\mathrm{C}$ ) <br> E. Current financial receivables <br> F. Current bank payables <br> G. Current portion of non-current debt <br> H. Other current financial payables <br> I. Current financial debt ( $\mathrm{F}+\mathrm{G}+\mathrm{H}$ ) <br> J. Net current financial debt (I-D-E) <br> K. Non-current bank payables <br> L. Bonds issued <br> M. Other non-current payables <br> N. Non-current financial debt (K+L+M) <br> O. Net financial debt (J+N) |

## Appendix - Sector Data - Caprolactam price evolution



## Appendix - Consolidate Income Statements

| CONSOLIDATED INCOME STATEMENT $\epsilon / 000$ | September 2022 | of wich noncurrent | September 2021 | of wich noncurrent | Third Quarter 2022 | of wich noncurrent | Third Quarter 2021 | of wich noncurrent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 529.905 | 849 | 419.310 | 587 | 178.896 | 324 | 144.610 | 587 |
| of which related parties | 39 |  | 40 |  | 13 | - | 13 | - |
| Other Revenue | 8.492 | 126 | 4.525 | 672 | 6.079 | 12 | 1.840 | 229 |
| Total Revenue and Other Revenue | 538.397 | 975 | 423.835 | 1.259 | 184.975 | 336 | 146.450 | 816 |
| Raw Material | (245.437) | (475) | (208.556) | (191) | (87.072) | (181) | (73.062) | (191) |
| Services | (129.905) | (1.094) | (78.104) | (1.079) | (47.948) | (356) | (28.004) | (775) |
| of which related parties | (342) |  | (303) |  | (112) | - | (91) | - |
| Personel | (96.084) | (1.157) | (83.413) | (1.413) | (31.186) | (346) | (27.609) | (831) |
| Other Operating Costs | (3.447) | (291) | (2.488) | (186) | (1.001) | (176) | (848) | (125) |
| of which related parties | (52) |  | (52) |  | (17) | - | (17) | - |
| Depreciation and Amorti zation | (35.954) |  | (33.381) |  | (12.198) | - | (10.068) | - |
| Provisions\&Write-downs | 166 |  | (144) |  | (8) | - | (15) | - |
| (write-downs)/recovery of inancial assets (receivables) | (2) |  | 78 |  | (28) | - | 1 | - |
| Capitalization of Internal Construction Costs | 4.667 |  | 4.506 |  | 2.320 | - | 1.429 | - |
| EBIT | 32.400 | (2.042) | 22.334 | (1.610) | 7.852 | (721) | 8.274 | (1.106) |
| Income (loss) from Investments | (70) |  | 0 |  |  | - | - | - |
| of which related parties | 90 |  |  |  | - | - |  | - |
| Other Financial Income | 4.580 |  | 693 |  | 1.593 | - | 202 | - |
| Interest Expenses | (6.000) |  | (5.658) |  | (2.138) | - | (1.836) | - |
| of which related parties | (93) |  | (124) |  | (29) | - | (46) | - |
| FX Gains and Losses | 2.072 |  | 598 |  | 1.544 | - | 338 | - |
| Profit Before Taxes | 32.983 | (2.042) | 17.967 | (1.610) | 8.852 | (721) | 6.978 | (1.106) |
| Income Taxes | (6.846) |  | (3.710) |  | (389) | - | (1.632) | - |
| Net Profit (Including Portion Attr. to Minority ) | 26.137 | (2.042) | 14.258 | (1.610) | 8.463 | (721) | 5.346 | (1.106) |
| Net Profit Attributable to Minority Interest | 0 |  | 0 |  | - | - | - | - |
| Net Profit Attributable to the Group | 26.137 | (2.042) | 14.258 | (1.610) | 8.463 | (721) | 5.346 | (1.106) |

## Appendix - Consolidate Income Statements - Revenues 9M



9M - \% Revenues by Geographical Area

| $15,1 \%$ |
| ---: |
| $29,1 \%$ |
| $55,3 \%$ |
|  |

2022
$\square$ EMEA $\quad$ North America $\square$ Asia e Oceania

9M - \% Revenues by Product Line


■ BCF (fiber for carpet)
NTF (fiber for fabric)

- Polymers


## Appendix - Consolidate Income Statements - Revenues 3Q



3Q-\% Revenues by Geographical Area

| $16,4 \%$ |
| :---: |
| $33,5 \%$ |
| $49,6 \%$ |
| $23,5 \%$ |
| 2022 |
| $\square$ EMEA $\quad$ North America $\quad$ Asia e Oceania |

3Q-\% Revenues by Product Line


## Appendix - Consolidate Income Statements - EBITDA \& EBITD Adj

| RECONCILIATION FROM NET PROFIT TO EBITDA $€ / 000$ | September | September | Third Quarter ${ }^{2022}$ | Third Quarter 2021 |
| :---: | :---: | :---: | :---: | :---: |
| Net Profit (Including Portion Attr. to Minority ) | 26.137 | 14.258 | 8.463 | 5.346 |
| Income Taxes | 6.846 | 3.710 | 389 | 1.632 |
| Investment income and charges | 70 |  |  |  |
| Amortisation \& Depreciation | 35.954 | 33.381 | 12.198 | 10.068 |
| Write-downs \& Write-backs of intangible and tangible assets | (164) | 66 | 36 | 15 |
| Financial items (*) | 2.319 | 6.557 | (116) | 2.072 |
| No recurring items (**) | 2.042 | 1.610 | 721 | 1.106 |
| EBITDA | 73.205 | 59.581 | 21.691 | 20.239 |
| Revenue | 529.905 | 419.310 | 178.896 | 144.610 |
| EBITDA Margin | 13,8\% | 14,2\% | 12,1\% | 14,0\% |


| RECONCILIATION FROM EBITDA TO EBIT ADJUSTED $€ / 000$ | September 2022 | September 2021 | Third Quarter 2022 | Third Quarter 2021 |
| :---: | :---: | :---: | :---: | :---: |
| EBITDA | 73.205 | 59.581 | 21.691 | 20.239 |
| Amortisation \& Depreciation | 35.954 | 33.381 | 12.198 | 10.068 |
| Write-downs \& Write-backs of intangible and tangible assets | (164) | 66 | 36 | 15 |
| EBIT Adjusted | 37.414 | 26.134 | 9.457 | 10.156 |
| Revenue | 529.905 | 419.310 | 178.896 | 144.610 |
| EBIT Adjusted Margin | 7,1\% | 6,2\% | 5,3\% | 7,0\% |

${ }^{*}$ ) The financial items include: (i) financial income of Euro 4.6 million (ii) financial charges and other bank charges of Euro (6.0) million, (iii) cash discounts of Euro (3.0) million, and (iv) exchange gains of Euro 2.1 million.
${ }^{* *}$ ) This includes (i) non-recurring charges related to the expansion of the Aquafil Group for Euro (0.2) million, (ii) non-recurring charges referring to Aquafil Carpet Collection and ACR2 for Euro (1) (deducted non-recurring revenues for euro 0.8 million)(iii) other non-recurring of Euro (0.9) million.

## Appendix - Consolidate Balance Sheet(1)

| CONSOLIDATED BALANCE SHEET €/000 | At September 30, 2022 | At December 31, 2021 |
| :---: | :---: | :---: |
| Intangible Assets | 22.458 | 23.551 |
| Goodwill | 17.121 | 14.735 |
| Tangible Assets | 251.353 | 240.489 |
| Financial Assets | 765 | 710 |
| of which related parties | 318 | 318 |
| Investments \& Equity metod | 1.018 | 1.018 |
| Other Assets | 476 | 626 |
| Deferred Tax Assets | 14.609 | 12.269 |
| Total Non-Current Assets | 307.800 | 293.398 |
| Inventories | 261.566 | 177.243 |
| Trade Receivable | 41.907 | 31.233 |
| of which related parties | 47 | 71 |
| Financial Current Assets | 4.544 | 860 |
| Current Tax Receivables | 740 | 423 |
| Other Current Assets | 17.955 | 12.853 |
| of which related parties | 114 | 3.152 |
| Cash and Cash Equivalents | 136.634 | 152.656 |
| Asset held for sales | 0 | 0 |
| Total Current Assets | 463.346 | 375.268 |
| Total Current Assets | 771.146 | 668.666 |

## Appendix - Consolidate Balance Sheet(2)

| CONSOLIDATED BALANCE SHEET €/000 | At September 30, 2022 | At December 31, 2021 |
| :---: | :---: | :---: |
| Share Capital | 49.722 | 49.722 |
| Reserves | 115.353 | 91.708 |
| Group Net Profit for the year | 26.136 | 10.670 |
| Group Shareholders Equity | 191.212 | 152.101 |
| Net Equity attributable to minority interest | 1 | 1 |
| Net Profit for the year attributable to minority interest | 0 | 0 |
| Total Sharholders Equity | 191.213 | 152.102 |
| Employee Benefits | 5.380 | 5.910 |
| Non-Current Financial Liabilities | 293.186 | 263.421 |
| of which related parties | 6.545 | 6.359 |
| Provisions for Risks and Charges | 1.504 | 1.929 |
| Deferred Tax Liabilities | 13.463 | 11.158 |
| Other Payables | 9.365 | 10.813 |
| Total Non-Current Liabilities | 322.898 | 293.230 |
| Current Financial Liabilities | 79.469 | 69.438 |
| of which related parties | 3.184 | 2.240 |
| Current Tax Payables | 3.362 | 1.721 |
| Trade Payables | 147.772 | 126.566 |
| of which related parties | 296 | 352 |
| Other Liabilities | 26.432 | 25.608 |
| of which related parties | 230 | 230 |
| Total Current Liabilities | 257.035 | 223.334 |
| Total Equity and Liabilities | 771.146 | 668.666 |

## Appendix - Net Financial Position

| NET FINANCIAL DEBT | At September 30, | At December 31, |
| :--- | ---: | ---: |
| $\boldsymbol{\epsilon / 0 0 0}$ | $\mathbf{2 0 2 2}$ | $\mathbf{2 0 2 1}$ |
| A. Liquidity | 136.634 | 152.656 |
| B. Cash and cash equivalents |  |  |
| C. Other current financial assets | 4.544 | 860 |
| D. Liquidity (A + B + C) | $\mathbf{1 4 1 . 1 7 8}$ | $\mathbf{1 5 3 . 5 1 6}$ |
| E. Current financial debt (including debt instruments but excluding the current portion of |  |  |
| non-current financial debt) | $-3.143-$ | 203 |
| F. Current portion of non-current financial debt | $-76.326-$ | $\mathbf{6 9 . 2 3 6}$ |
| G. Current financial debt (E + F) | $\mathbf{- 7 9 . 4 6 9 -}$ | $\mathbf{6 9 . 4 3 8}$ |
| H. Net current financial debt (G - D) | $\mathbf{6 1 . 7 0 9}$ | $\mathbf{8 4 . 0 7 8}$ |
| I. Non-current financial debt (excluding current portion and debt instruments) | $-222.872-$ | 180.185 |
| J. Debt instruments | $-70.314-$ | 83.210 |
| K. Trade payables and other non-current payables |  | $\mathbf{- 2 9 3 . 1 8 6 -}$ |
| L. Non-current financial debt (I + J + K) | $\mathbf{- 2 3 1 . 4 7 7 -}$ | $\mathbf{2 6 3 . 3 9 6}$ |
| M. Total financial debt (H + L) | $\mathbf{1 7 9 . 3 1 8}$ |  |

## Appendix - Consolidated Cash Flow Statement (1)

| CASH FLOW STATEMENT $\epsilon / 000$ | At September 30, 2022 | At September 30, 2021 |
| :---: | :---: | :---: |
| Operation Activities |  |  |
| Net Profit (Including Portion Attr. to Minority ) | 26.137 | 14.258 |
| of which related parties | -358 | -141 |
| Income Taxes | 6.846 | 3.710 |
| Income (loss) from Investments | 70 | 0 |
| of which related parties | -90 | 0 |
| Financial income | -4.580 | -693 |
| Financial charges | 6.000 | 5.658 |
| of which related parties | 93 | 124 |
| FX (Gains) and Losses | -2.072 | -598 |
| (Gain)/Loss on non - current asset Disposals | -91 | -132 |
| Provisions\&Write-downs | -166 | 144 |
| (write-downs)/recovery of inancial assets (receivables) | 2 | -78 |
| Amortisation, depreciation \& write-downs | 35.954 | 33.381 |
| Cash Flow from Operating Activities Before Changes in NWC | 68.100 | 55.650 |
| Change in Inventories | -84.323 | -14.691 |
| Change in Trade and Other Payables | 21.206 | 30.493 |
| of which related parties | -56 | -82 |
| Change in Trade and Other Receivables | -10.675 | -7.542 |
| of which related parties | 24 | 17 |
| Change in Other Assets/Liabilities | 2.259 | 3.505 |
| of which related parties | 3.038 | 377 |
| Net Interest Expenses | -1.419 | -4.965 |
| Income Taxes paid | -1.098 | 0 |
| Change in Provisions for Risks and Charges | -1.299 | -527 |
| Cash Flow from Operating Activities (A) | -7.249 | 61.923 |
|  |  |  |

## Appendix - Consolidated Cash Flow Statement (2)

| CASH FLOW STATEMENT €/000 | At September 30, 2022 | At September 30, 2021 |
| :---: | :---: | :---: |
| Investing activities |  |  |
| Investment in Tangible Assets | -24.566 | -20.547 |
| Disposal of Tangible Assets | 406 | 291 |
| Investment in Intangible Assets | -3.213 | -3.640 |
| Disposal of Intangible Assets |  | 22 |
| Dividends | 90 |  |
| Disposal of Financial Assets | -160 |  |
| Cash Flow used in Investing Activities (B) | -27.444 | -23.875 |
|  |  |  |
| Financing Activities |  |  |
| Increase in no current Loan and borrowing | 79.000 | 0 |
| Decrease in no current Loan and borrowing | -42.502 | -73.304 |
| Net variation in current and not current fiancial Assets and Liability inclueded IFRS 16 | -441 | -7.217 |
| of which related parties | 1.130 | -2.440 |
| Net variation non-monetary increase IFRS16 | -6.964 | -2.800 |
| Dividends Distribution | -6.046 | 0 |
| Acquisition of treasury shares | -4.376 |  |
| Cash Flow from Financing Activities ( C) | 18.671 | -83.321 |
| Net Cash Flow of the Year (A)+(B)+(C) | (16.022) | (45.273) |

