

# **AQUAFIL**

**Corporate Presentation** 

**March 2018** 



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#### Market Leader in Nylon Fibers and Polymers:

- Flooring solutions;
- Fashion and sportswear textile applications;
- Polymers for engineering plastics solutions;

# Technologies, processes and continuous innovation key to a successful business model

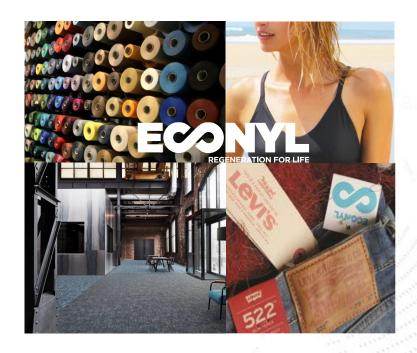
- R&D focus for a uniquely diversified commercial offer;
- Manufacturing and operational excellence;
- Focus on high-end segments for a premium positioning;

### Pioneers of circularity

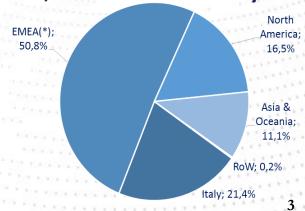
- A true regeneration Group with already 37% of fiber revenue coming from Nylon 6 waste regeneration;
- ECONYL® Regeneration System: high barriers to entry and cost effectiveness (www.econyl.com);
- Substantial opportunities ahead;

### A global company with a dedicated, local supply system

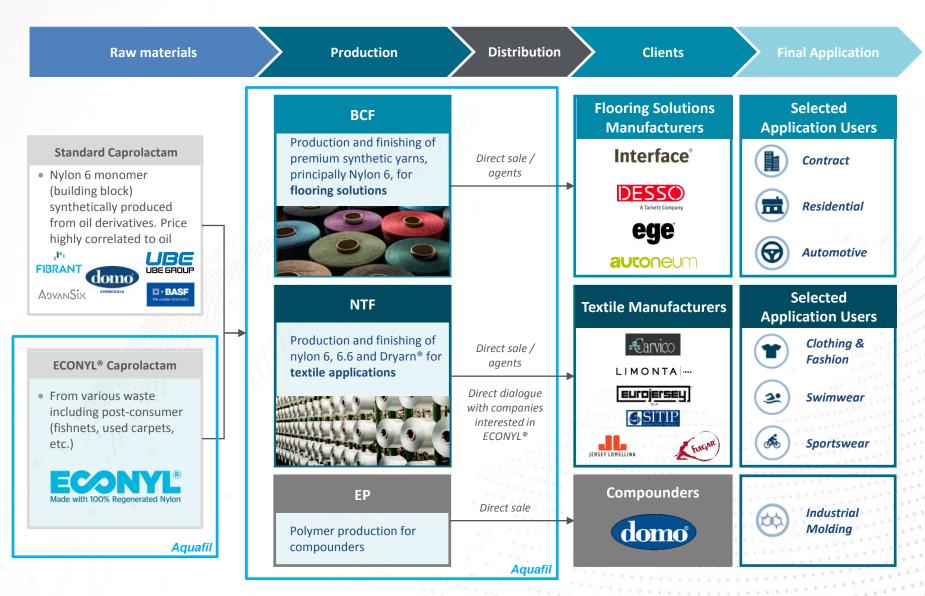
- Manufacturing presence in 8 countries
- 2.721 employees at the end of 2017;
- **€549,3m of Revenues** in **FY2017**;
- €72,6m EBITDA in FY2017;
- Entrepreneurial talent and strong management team



## €549,3m 2017 Turnover by Geo:













## **USA**

Cartersville (Georgia)

Aquafil USA 1 & 2

Phoenix (Arizona)

**Aquafil Carpet Recycling #1** 

### **ITALY**

Arco (TN)

**Aquafil (Headquarter)** 

Cares (TN)

Rovereto (TN)

**Tessilquattro** 



## **SLOVENIA**

Ljubljana

**AquafilSLO Ljubljana** 

Senozece

AquafilSLO Senožeče

Store

**AquafilSLO** Štore

Ajdovščina

AquafilSLO Ajdovščina



## **CROATIA**

Oroslavje

**Aquafil CRO** 

### **CHINA**

**Jiaxing** 

**Aquafil Jiaxing** 

## **THAILAND**

Rayong

**Aquafil Asia Pacific** 

## **GERMANY**

Leuna

Aqualeuna

### UK

Kilbirnie

**Aquafil UK** 





### **Key Applications**

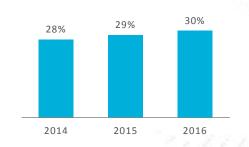


**Contribution to Revenues 2017** 



Contract 而

c. 70%



 $\Theta$ 

**Automotive** 

Residential



В

Clothing & Fashion

Swimwear



Sportswear

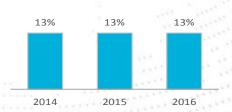


High-tech clothing





c. 17%



EP **Engineering Plastic** 

NTF

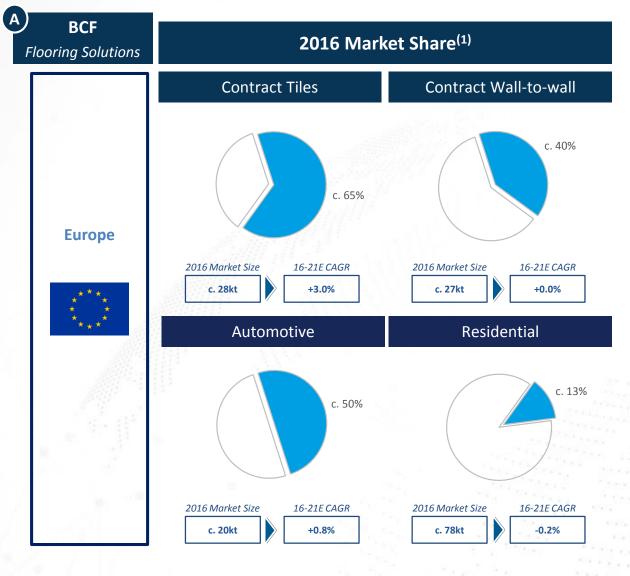




c. 13%

| n.m. | n.m. | n.m. |
|------|------|------|
| 2014 | 2015 | 2016 |



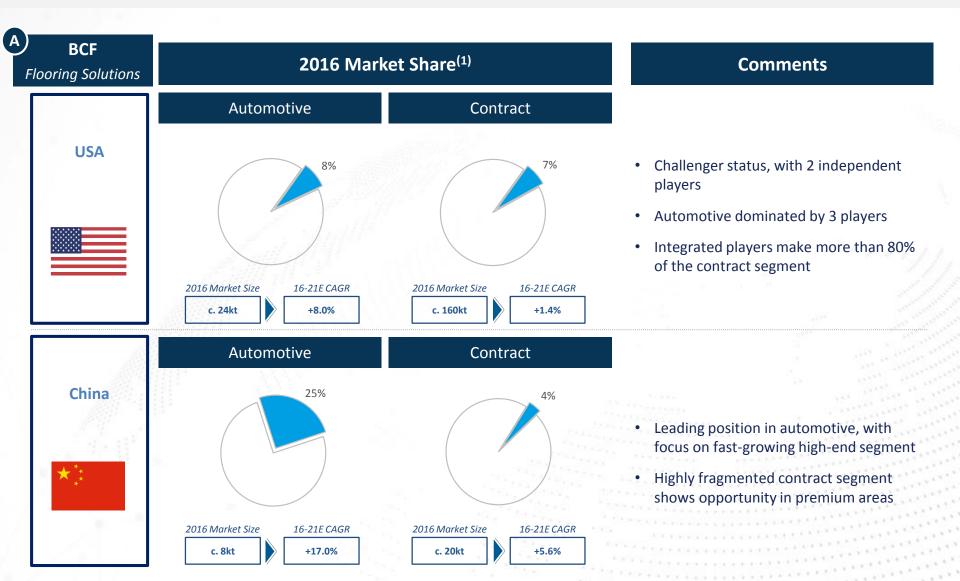


### **Comments**

- Aquafil dominating the consolidated and growing European contract market thanks to:
  - Technology mastering
  - Ability to provide small batches in very short lead times

- Leader in automotive, which is heavily concentrated around 3 players
- One of 2 independent players in fragmented residential, where vertically integrated operators represent 70% of the market







# A BCF Flooring Solutions

### **Best-in-class BCF commercial offer**

• More than 20,000 SKUs Approximately 5,000 references renewed each year **Product Range** • The only supplier of 100% regenerated ECONYL® fibers and polymers Broad proprietary color range Specialty polymers Carpet development centers in each geography **Co-development** • Production of more than 8,000 samples per year Short delivery time: e.g. 2 weeks worldwide for the ECONYL® solution dyed fibe **Service** Consistent high quality across all geographies to serve consistent product to global clients Belgotex floors° **Main Competitors** 



## **BCF Brands using Aquafil Econyl® Fibers**

















CAVALIER BREMWORTH























solution for any room

















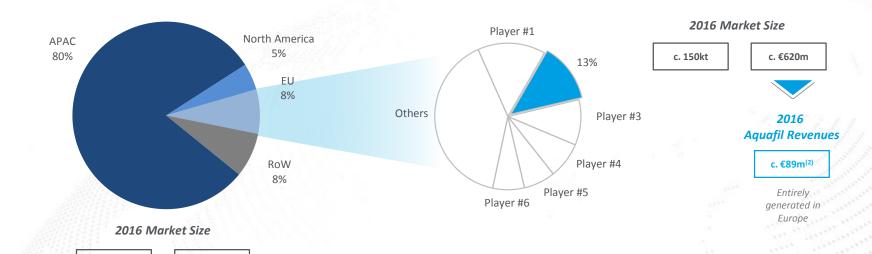




NTF
Textile Applications

### Global NTF Market<sup>(1)</sup> (2016)

### **Aquafil NTF Market Share**<sup>(1)</sup> in Europe (2016)



- · Textile mass production is in APAC
- Europe's core focus is on high-end production

c. 1,990kt

 Fast fashion needs lead to growing production out of Turkey, which can be served by European NTF players

c. €7.9bn

- · A leading player with limited competition
  - One of only 3 suppliers capable of offering products starting from monomer and intermediate handling
- APAC moving slowly towards high-end production



В

NTF

Textile Application

### Successful client portfolio thanks to a wide, competitive and diversified product offering

# Flexible & Competitive Asset Base

- 90% + utilization
- · Low labor, energy and logistic cost
- High level of automation in state of the art plants

### **Proximity to Clients**

- Consolidated partnership with the two most established nylon users in Europe
- · Global footprint close to clients

### **Attractive Value Proposition**

- ECONYL®
- Dryarn<sup>®</sup>
- Microlon and Borgolon
- Recognized brands and sophisticated product offer to the swimwear and lingerie sector

**Main Competitors** 























B NTF
Textile Applications

### **ECONYL® Regenerated Fiber**

- 100% regenerated & regenerable nylon fiber
- Fully recognized by a large and growing number of global sportswear and luxury brands (c. 150 contracts in place)
- Unique storyline channeled by brands onto final consumers
- Qualifies and opens doors to the entire Aquafil products offering

### **Examples of ECONYL® Applications**

STELL/McC\RTNEY



**OUTER < NOWN** 







**KUNERT** 

### Dryarn®: a Successful High-performance Fiber

- Dryarn® is a niche, high-end fiber for sportswear and technical underwear applications
- Dryarn® has significantly superior properties than most common textile fibers (polyester, cotton, wool): better dryness (less moisture absorption), lightness, breathability and insulation capacity
- Established itself as THE brand of microfiber polypropylene high performance garments (military and civil service included)

### **Examples of Dryarn® Applications**









Biking suit underwear





Jeans

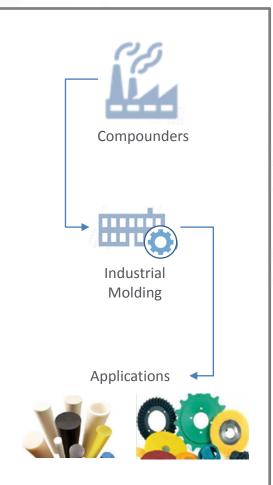




High performance sportswear



# EP Engineering Plastic



### **Description**

- Aquafil manufactures nylon 6 and raisin pellet polymers for compounders
  - Once the polymer has been transformed into a techno-polymer, compounders sell the semi-finished product to the industrial molding companies, which model it based on the final product requested by the client

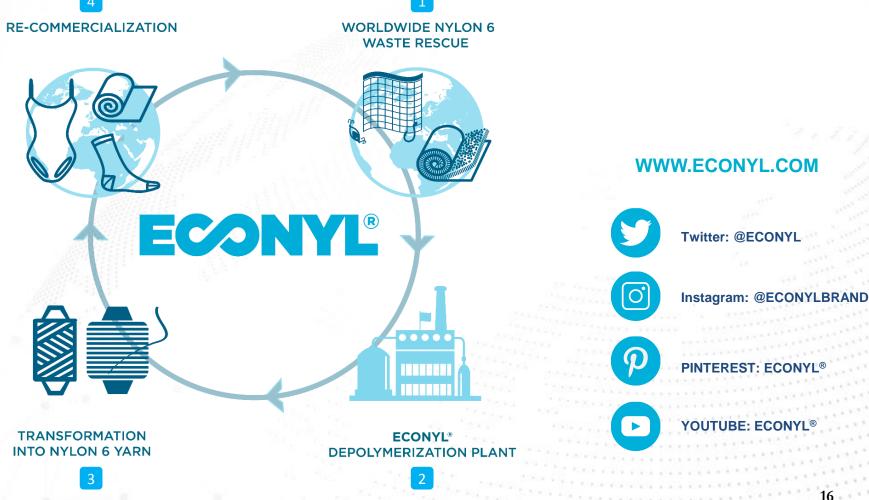
Polymers sold by Aquafil are sold to market, mainly related to the contract between
 Aquafil and Domo Chemicals



With the expiry of the "competitive agreement" with Domo, signed in 2013, in the following years Aquafil will have the opportunity to expand its customer base



### 100% regenerated & regenerable nylon fiber, unique proprietary technology and high barriers to entry











100% regenerated & regenerable nylon fiber



1990

1998

2007

2011

Recovery of the Lactamic Waters

Recovery of Internal Nylon 6 Discards

**Pre-consumer Discards** 

**Pre-and Post-Consumer Discards** 

### **Fishing Nets Recovery**

US Carpet Waste Treatment Plant
ARC #1 (Phoenix) – ARC #2 (California) –
ACR#....

### 2010-2016

 20,000 tons of recovered fishing nets from aquaculture and fishing industry



#### **2018 ONWARDS**

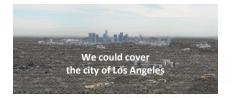
- Any single Plan to treat 16,000 tons of used carpets per year from
- Carpets from densely populated area with existing carpet collection networks (California)
- Securing cost reduction
- Up-side on public subsidies (California) related with carpet recycling





### The ACR#1, ARC#2, ARC#.. a new model for business.....

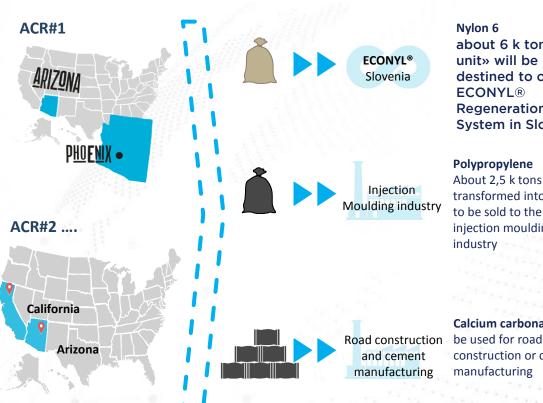
**Carpet Production in** 2017 1350 Km<sup>2</sup>



Carpet waste recycled back in a closed loop

1%

An unique and efficient solution for nylon 6 carpet regeneration, the AQUAFIL CARPET RECYCLING #ACR 1, located in proximity to California with the capacity to collect and treat 16 k tons of carpet per year



Nvlon 6 about 6 k tons «per unit» will be destined to our **ECONYL®** Regeneration System in Slovenia

### Polypropylene About 2.5 k tons transformed into pellets to be sold to the injection moulding

Calcium carbonate: Will construction or cemen manufacturing

#### **CAPEX**

for an ACR unit of ca 10 \$/million

**PUBLIC SUBSIDIES** on recycled carpet from California (California Legislation AB1158) eaual to:

0,44 \$/Kg (0,22 \$/Kg as Processor and 0,22 \$/Kg as Manufacturer) on Nylon 6 recovered;

0,75 \$/Kg for no Nylon product recovered (excluded Calcium Carbonate);

0,37 \$/Kg for Calcium Carbonate recovered;

MAXIMUM value of public subsidies, in case of a recovery of 100% Californian Carpet eaual to



### **Technology mastering increasing barriers to entry**

**High Productivity** 

- High speed spinning technology, with high reliability and unmatched finishing technologies (cabling, heat-setting) developed internally
- Development of IT tools (e.g. to optimize color change in spinning)
- **Development of tailor-made machines** to ensure competitive advantage (e.g. one step multicolor yarn spinning and entangling machines)

COST EFFICIENCY

Specific Product Range

- Proprietary color range
- Various technologies mastered enabling wider product range
- Flooring solutions know-how to improve product range

BROAD PRODUCT RANGE, HIGH VALUE PROPOSAL

Vertical Integration

- **Integration in value added steps** (masterbatch<sup>(1)</sup> production, caprolactam polymerization, anti-stain polymers etc.)
- Proprietary technologies differentiating Aquafil
- **Advanced knowledge** about raw material composition and influence on product quality and scrap rate

COST EFFICIENCY, VERY SHORT LEAD TIME, ECONYL®

Production Flexibility

- Ability to produce small batches thus limiting inventory level
- **Limited color change time** as a result of specific machines
- Wide footprint close to customer and ensuring low cost production (e.g. labour intensive operations in Croatia)

COST EFFICIENCY, VERY SHORT LEAD TIME, ABILITY TO PRODUCE BROAD PRODUCT RANGE

Capex investment reflects Aquafil's commitment to its technological leadership: c. €126m cumulatively deployed in 2014-2017





Giulio BONAZZI
Chairman
Chief Executive Officer
and President of
BCF Area Asia Pacific



Fabrizio CALENTI
Executive Director –
President of
NTF & ECONYL®
Technology



Adriano VIVALDI Executive Director Chief Financial Officer



Stefano LORO President of BCF Area EMEA



Sergio CALLIARI Senior Vice President of Finance



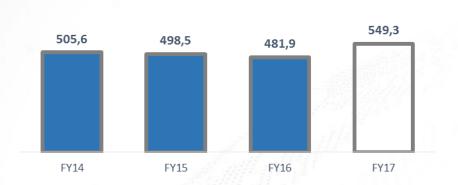
Franco ROSSI President of BCF Area USA



Giuseppe CRIPPA Senior Vice President of Industrial Operations BCF



### Revenues (€m)



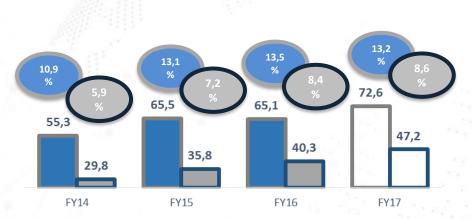
REVENUES grow in FY17 of 14%, from €482m of FY16 up to €549m reported in FY17, more than provisional data declared in Prospectus (€527m for FY17).

Growth is driven both by increase of sold quantity and product mix and also by increase of selling price related with raw material price, that is linked to caprolactam market price (key raw material of Aquafil) that is passed-through customer by formula-indexed contracts.

Passed- through of the raw material price in the selling price also caused the decrease of Revenues in 2014-2016 period where in a situation of stable sold quantity revenues decrease are totally related with 2015 oil crisis that impact raw material costs.

Turnover in 2017 is composed by **70% of BCF** product, including Engineering activities, **17% of NTF** product and **13% of Polymers** and **Econyl®** is ca the **37%** of fibre Turnover.

### EBITDA (€m), Adj. EBIT<sup>(1)</sup> (€m) and EBITDA and Adj. EBIT Margin on Revenues (%)



EBITDA grows in FY2017 of 11,5%, from €65,1m of FY16 up to €72,6m reported in FY17 in line with the provisional data declared in Prospectus (€72m for FY2017).

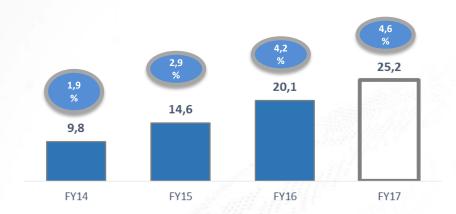
Adj. EBIT also grows of 17% from €40,3m of FY16 up to €47,2m reported in FY 2017, more than provisional data declared in Prospectus (€45,0m for FY17)

Growth is driven by (a) increase of sold quantity and (b) improvement of product mix deriving from an higher focus on specialties also derived from Econyl® fibre applications.

**EBITDA Margin reduction from 13,5% of FY16 to 13,2% of FY17** is mainly related with turnover increase due the passed-through effect of raw material cost (increase of denominator).



### Net Profit (€m) and Margin on Revenues (%)

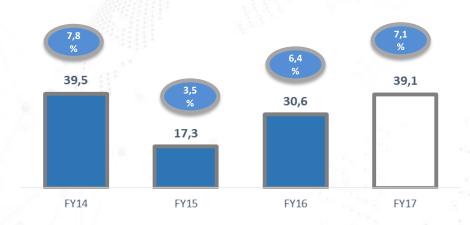


**NET PROFIT** grows in 2017 of 25,3% from €20,1m up to €25,2m, considering also cost of listing process for €2,3m with related tax impact for €0,6m (net effect of €1,7m).

Prospectus provisional data contemplate a Net Profit of €20,0m including cost of listing process for €6,5m wit related tax impact for €1,8m (net effect €4,7m).

A portion of listing process cost, for an amount of €4,0m has been considered as negative equity reserve.

## Gross Capex<sup>(1)</sup> (€m) and Capex as % of Revenue



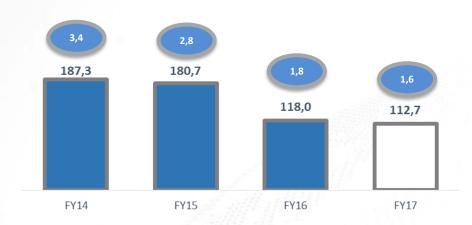
Gross CAPEX of 2017 is reported at a level of €39,1m, lower than the provisional data declared in Prospectus that will contemplate a capex level equal to €42,0m.

Capital Expenditure amount is mainly related for:

- €23,4m with the capacity expansion of BCF fibre in Asia-Ocenia, in production of Econyl® caprolactam also by the ACR#1 in USA and of extrusion line dedicated to automotive sector in Europe;
- b) €10,7m with ordinary capex;
- c) €2,2m with the bio-caprolactam project;



## Net Financial Debt (€m) and Net Financial Debt / EBITDA

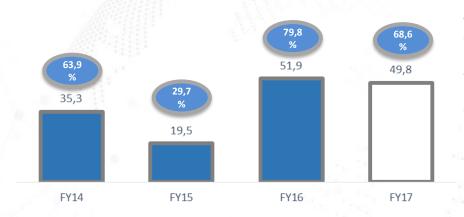


NET FINANCIAL DEBT decreases in 2017 from €118,0m of 2016 to €112,7m, with a better level than provisional data declared in Prospectus that contemplate a Net Financial Debt level of €122,0m for the end of 2017.

The NET Financial Debt variation is mainly driven for:

- a) €49,8m of cash flow derived from operation including NWC variation;
- b) (€34,5m) of net capex;
- c) €41,8m of cash derived by the business combination;
- d) (€51,3m) of dividend distribution;

## Cash Flow from Operating Activities (€m) and Cash Return<sup>(1)</sup> (%)

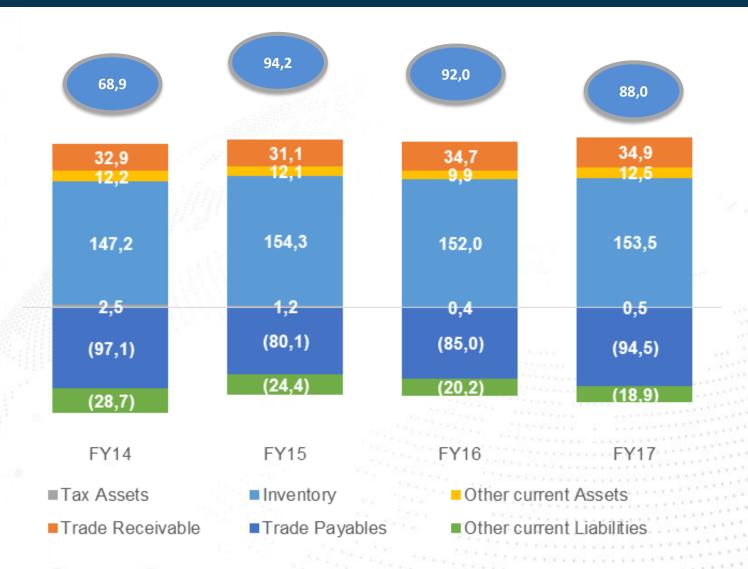


The CASH FLOW from OPERATION is reported in FY2017 equal to equal to €49,8m, lower that 2016 of ca €2,0m and the Cash Return decrease from 79,8% of 2016 to 68,6% of 2017.

The FY2017 CASH FLOW variation is affected by the no cash impact of A.C.E. (tax credit provided by Law Decree nr. 201/11 article 1) for an amount of €3,1m.

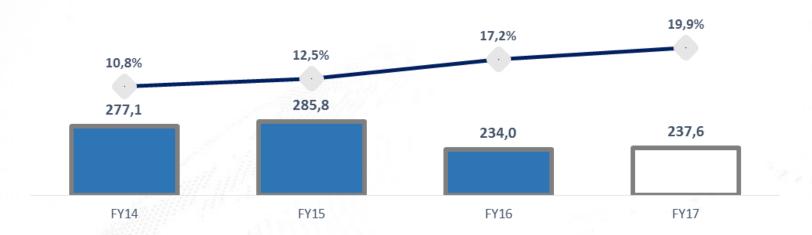


## **Net Working Capital (€m) composition**

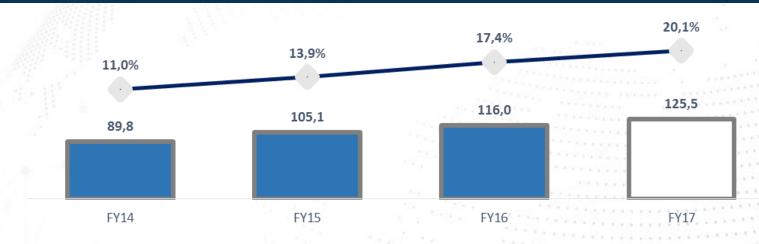




## Net Invested Capital (€m) & Adjusted ROI (1)

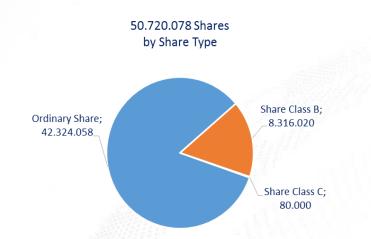


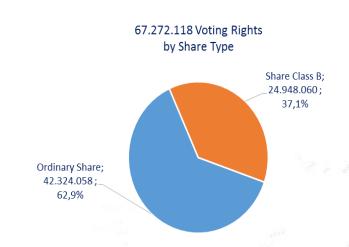
## Equity (€m) & ROE<sup>(2)</sup> (%)



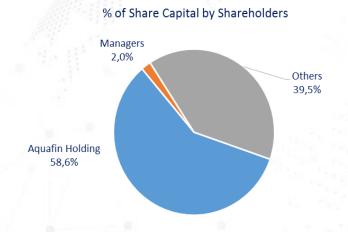


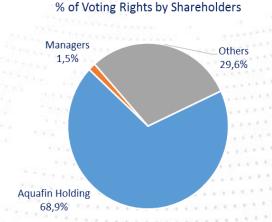
A capital structure with **3 type of Shares** (a) **Ordinary** Share, (b) **share B**: dedicated to Giulio Bonazzi family with the same economic right of ordinary share but with 3 voting right for any share and (c) **share C**: no transferable, no economic and voting right but at certain conditions convertible in ordinary share at a ratio of 4,5 ordinary share for 1 Share C. At 31<sup>st</sup> December 2017:





Main Aquafil's shareholders is Aquafin Holding S.p.A. (holding of Giulio Bonazzi family) and also Top Management is involved::







### **Board of Directors**

**Fabrizio Calenti** 

**Executive Director** 

Silvana Bonazzi

Director

# Chairman and CEO **Margherita Zambon** Independent Director(1) (6)

Giulio Bonazzi

Adriano Vivaldi **Executive Director** 

Franco Rossi **Executive Director** 

Carlo Pagliani Director(4)

Francesco Profumo Independent Director(1) (4) (5)

Simona Heidempergher Independent Director<sup>(1) (2) (3) (6)</sup>

Board of Directors defines the Group's global strategies by developing actions for growth, launching new activities in various sectors and implementing plans for investment, control and assessment of results.

## **Board of Statutory Auditors**

#### Stefano Poggi Longostrevi Chairman



**Bettina Solimando** Statutory Auditor

### **Auditors Firm**





## **APPENDIX**



| CONSOLIDATED INCOME STATEMENT                     | FY17      | of which     | FY16      | of which     |
|---|-----------|--------------|-----------|--------------|
| €/000   |           | no recurrent |           | no recurrent |
| Revenue   | 549.331   | (0)          | 481.996   | 0            |
| of which related parties                          | 297       |              | 881       |              |
| Other Revenue                                     | 260       | 260          | 339       | 339          |
| Total Revenue and Other Revenue                   | 549.591   | 260          | 482.335   | 339          |
| Raw Material                                      | (289.169) | (1.131)      | (240.616) | ( 1.626)     |
| of which related parties                          | (0)       |              | -         |              |
| Services  | (94.096)  | ( 2.840)     | (87.445)  | ( 425)       |
| of which related parties                          | ( 3.668)  |              | ( 2.493)  |              |
| Personel  | (101.304) | ( 1.975)     | (93.799)  | ( 440)       |
| of which related parties                          | ( 797)    |              | ( 929)    |              |
| Other Operating Costs                             | ( 2.575)  | ( 102)       | (2.145)   | ( 204)       |
| of which related parties                          | ( 70)     |              | -         |              |
| Depreciation and Amorti zation                    | (24.229)  |              | (24.071)  |              |
| Provi s ions and Write-downs                      | (1.103)   |              | (718)     |              |
| Capitalization of Internal Construction Costs     | 533       |              | 874       |              |
| EBIT  | 37.647    | ( 5.788)     | 34.415    | ( 2.356)     |
| Income (los s ) from Investments                  | 50        |              | (1.167)   |              |
| Other Financial Income                            | 219       |              | 718       |              |
| of which related parties                          | 144       |              | 460       |              |
| Interes t Expenses                                | ( 6.276)  |              | (7.067)   |              |
| of which related parties                          | -         |              |           |              |
| FX Gains and Los ses                              | (4.800)   |              | 220       |              |
| Profit Before Taxes                               | 26.841    | 200          | 27.119    | 4            |
| Income Taxes                                      | (1.625)   | 2.721        | ( 6.990)  |              |
| Net Profit (Including Portion Attr. to Minority ) | 25.216    | (3.067)      | 20.129    | ( 2.356)     |
| Net Profit Attributable to Minority Interest      | 99        |              | 106       |              |
| Net Profit Attributable to the Group              | 25.117    |              | 20.023    |              |
| Result for shares                                 | 0,55      |              | 0,44      |              |



| CONSOLIDATED BALANCE SHEET  €/000                         | FY17    | FY1     |
|---|---------|---------|
| Intangible Assets   | 7.782   | 5.639   |
| Tangible Assets   | 153.927 | 147.324 |
| Financial Assets  | 408     | 2.017   |
| of which related parties                                  | 79      | 79      |
| Investments Measured at Equity                            | - 0     | 1.100   |
| Deferred Tax Assets                                       | 11.356  | 8.924   |
| Total Non-Current Assets                                  | 173.472 | 165.004 |
| Inventories   | 153.499 | 151.999 |
| Trade Receivable  | 34.870  | 34.735  |
| of which related parties                                  | 116     | 3       |
| Financial Current Assets                                  | 988     | 38.509  |
| of which related parties                                  | - 0     | 37.492  |
| Current Tax Receivables                                   | 524     | 428     |
| Other Current Assets                                      | 12.517  | 9.947   |
| of which related parties                                  | 1.688   | -       |
| Cash and Cash Equivalents                                 | 99.024  | 80.545  |
| Total Current Assets                                      | 301.422 | 316.163 |
| Total Current Assets                                      | 474.895 | 481.167 |
| Share Capital   | 49.673  | 19.686  |
| Reserves  | 54.772  | 76.229  |
| Group Net Profit for the year                             | 20.569  | 19.700  |
| Group Shareholders Equity                                 | 125.014 | 115.615 |
| Net Equity attributable to minority interest              | 386     | 286     |
| Net Profit for the year attributable to minority interest | 99      | 100     |
| Total Sharholders Equity                                  | 125.499 | 116.001 |
| Employee Benefits   | 5.876   | 6.549   |
| Non-Current Financial Liabilities                         | 159.973 | 187.471 |
| of which related parties                                  |         | 1/2/4/4 |
| Provisions for Risks and Charges                          | 1.516   | 1.572   |
| Deferred Tax Liabilities                                  | 3.533   | 5.345   |
| Other Payables  | 7.858   | 9.461   |
| Total Non-Current Liabilities                             | 178.755 | 210.398 |
| Current Financial Liabilities                             | 52.111  | 49.622  |
| Current Tax Payables                                      | 5.134   | 0       |
| Trade Payables  | 94.477  | 84.994  |
| of which related parties                                  | 716     | 882     |
| Other Liabilities   | 18.919  | 20.152  |
| of which related parties                                  | 457     | 2.904   |
| Total Current Liabilities                                 | 170.641 | 154.768 |
| Total Equity and Liabilities                              | 474.895 | 481.137 |



| CASH FLOW STATEMENT<br>€/000  | FY17       | FY1      |
|---|------------|----------|
| Operation Activities  |            |          |
| Net Profit (Including Portion Attr. to Minority )                         | 25.216     | 20.129   |
| of which related parties  | (4.094)    | (2.081)  |
| Income Taxes  | 1.625      | 6.990    |
| Income (loss) from Investments  | (50)       | 1.167    |
| Other Financial Income  | (219)      | (718)    |
| of which related parties  | (144)      | (460)    |
| Interest Expenses   | 6.276      | 7.067    |
| FX Gains and Losses   | 4.800      | (220)    |
| Gain/Loss on non - current asset Disposals                                | 86         | 22       |
| Amortisation & Depreciation   | 1.103      | 718      |
| Write-downs & Write-backs of intangible and tangible assets               | 24.229     | 24.071   |
| Cash Flow from Operating Activities Before Changes in NWC                 | 63.064     | 59.226   |
| · · · · · · · · · · · · · · · · · · ·                                     |            |          |
| Change in Inventories   | (1.500)    | 749      |
| Change in Trade and Other Receivables                                     | 9.483      | 4.681    |
| of which related parties  | (166)      | 444      |
| Change in Trade and Other Payables  | (695)      | (4.559)  |
| of which related parties  | (113)      | 4        |
| Change in Other Assets/Liabilities  | (7.967)    | 7.395    |
| of which related parties  | (4.135)    | (5.060)  |
| Net Interest Expenses paid  | (5.886)    | (6.335)  |
| Income Taxes paid   | (5.212)    | (8.890)  |
| Change in Provisions for Risks and Charges                                | (1.547)    | (340)    |
| Cash Flow from Operating Activities                                       | 49.850     | 51.927   |
| Attività di investimento  |            |          |
| Investment in Tangible Assets   | (34.356)   | (28.724) |
| Divestment in Tangible Assets   | 1.839      | 1.066    |
| Investment in Intangible Assets   | (4.720)    | (1.899)  |
| Divestment in Intangible Assets   | 198        | Ċ        |
| Investment in Financial Assets  | 0          | (752)    |
| Divestment in Financial Assets  | 2.710      | (/       |
| Disinvestiment of Aquaspace SpA partecipation                             | -11.20     | 3.883    |
| of which related parties  |            | 3.883    |
| Investment in Assets "Tintoria" from Aquaspace SpA                        |            | (736)    |
| of which related parties  |            | (736)    |
| Cash Flow used in Investing Activities                                    | (34.439)   | (27.162) |
| 1700  | (0.11.100) | (-)      |
| Financing Activities  |            | 1990     |
| Increase in no current Loan and borrowing                                 | 65.000     | 67.200   |
| Decrease in no current Loan and borrowing                                 | (88.119)   | (50.520) |
| Net variation in current fiancial Assets and Liability                    | (1.864)    | (4.040)  |
| of which related parties  |            | 15       |
| Dividends Distribution  | (13.819)   | (3.170)  |
| of which related parties  | (13.819)   | (3.170)  |
| Cash from Business Combination  | 41.869     |          |
| Cash Flow from Financing Activities                                       | 3.067      | 9.470    |
| Net Cash Flow of the Year (A)+(B)+(c)                                     | 18.479     | 34.235   |
|   |            | 1 Car.   |
| Cash and Cash Equivalents net of Bank Overdrafts at beginning of the year | 80.545     | 46.310   |
| Cash and Cash Equivalents net of Bank Overdrafts at end of the year       | 99.024     | 80.545   |



| NET FINANCIAL DEBT €/000                              | FY17       | FY16       |
|---|------------|------------|
| A. Cash   | 99.024     | 80.545     |
| B. Other cash equivalents                             | -          | -          |
| C. Securities held-for-trading                        | -          | -          |
| D. Liquidity $(A + B + C)$                            | 99.024     | 80.545     |
| E. Current financial receivables                      | 988        | 38.509     |
| F. Current bank loans and borrowing                   | (72)       | (521)      |
| G. Current portion of non-current loans and borrowing | (50.199)   | (47.257)   |
| H. Other current loans and borrowing                  | (1.840)    | (1.844)    |
| I. Current financial debt (F+G+H)                     | ( 52.111)  | ( 49.622)  |
| J. Net current financial debt (I + E+ D)              | 47.901     | 69.432     |
| K. Non-current bank loans and borrowing               | (91.597)   | (116.695)  |
| L. Bonds issued                                       | (53.820)   | ( 54.413)  |
| M. Other non-current loans and borrowing              | ( 14.556)  | (16.363)   |
| N. Non-current financial debt ( K + L + M )           | ( 159.973) | ( 187.471) |
| O. Net financial debt (J+N)                           | ( 112.071) | ( 118.039) |



| EBITDA and EBIT Adjusted                                    | FY17    | FY16    |
|---|---------|---------|
| €/000   |         |         |
| Net Profit (Including Portion Attr. to Minority )           | 25.216  | 20.129  |
| Income Taxes  | 1.625   | 6.990   |
| Income (loss) from Investments                              | (50)    | 1.167   |
| Amortisation & Depreciation                                 | 24.229  | 24.071  |
| Write-downs & Write-backs of intangible and tangible assets | 1.103   | 718     |
| Financial items (*)   | 14.670  | 9.642   |
| No recurring items (**)                                     | (5.788) | (2.357) |
| EBITDA  | 72.580  | 65.074  |
| Amortisation & Depreciation                                 | 24.229  | 24.071  |
| Write-downs & Write-backs of intangible and tangible assets | 1.103   | 718     |
| EBIT Adjusted   | 47.248  | 40.285  |
| Revenue   | 549.331 | 481.996 |
| EBITDA Margin   | 13,21%  | 13,50%  |
| EBIT Adjusted Margin  | 8,60%   | 8,36%   |

<sup>(\*)</sup> Include: (i) financial income for €0,2m and €0,7m respectively in FY17 and in FY16, (ii) Interest expenses for €6,3m and €7,1m respectively in FY17 and in FY16, (iii) cash discount for €3,8m and €3,5m respectively in FY17 and in FY16 and (iv) FX Gain for €3,4m and €0,2m respectively in FY17 and in FY16 and FX Losses for €8,2m in FY2017. (\*\*) Include (i) cost of listing for €2,3m in FY17, (ii) staff restructuring cost for €1,6m and €0,3m respectively in FY17 and in FY16 and (iii) no recurring items related with the Group expansion and other no recurring costs for €1,6 and €1,8m respectively in FY17 and in FY16 and and (iv) other no recurring cost and revenues for €0,3m and €0,2m respectively in FY17 and in FY16.



