# Aquafil Group 

## FY2021 <br> Financial Results

15 th March 2022

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## Key Messages



## 2025 ENVIRONMENTAL TARGETS SET:

60\% OF REVENUES GENERATED BY FIBERS FROM ECONYL® ${ }^{\circledR}$ BRANDED PRODUCTS ${ }^{1}$

35,000 TONS OF POST-CONSUMER WASTE COLLECTED ANNUALLY

WATER CONSUMPTION REDUCED BY 30\% COMPARED TO 2018

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## 3Q2021 Main Results

|  | REVENUES |  |  |
| :---: | :---: | :---: | ---: |
|  | 2021 | 2020 | $\Delta \%$ |
|  | 569,7 | 436,6 | $30,5 \%$ |
| FY |  |  |  |
|  |  |  |  |
| 4Q |  |  |  |
|  |  |  |  |


|  | EBITIDA |  |  |
| :--- | ---: | ---: | ---: |
|  | 2021 | 2020 | $\Delta \%$ |
| FY | 72,1 | 58,4 | $23,5 \%$ |
| $\%$ on Revenues | $12,7 \%$ | $13,4 \%$ |  |
| 4Q | 12,5 | 18,3 | $-31,7 \%$ |
| \%on Revenues | $8,3 \%$ | $16,8 \%$ |  |


|  | NET PROFIT |  |  |
| :--- | ---: | ---: | ---: |
|  | 2021 | $\mathbf{2 0 2 0}$ | $\boldsymbol{\Delta} \%$ |
| FY | 10,7 | 0,6 | - |
| \% on Revenues | $1,9 \%$ | $0,1 \%$ |  |
| 4Q | $(3,6)$ | 3,5 | - |
| \% on Revenues | $-2,4 \%$ | $3,2 \%$ |  |



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

## Revenues - by Components

- 4Q2021: volumes increase of ca $6 \%$ compared to 4Q19
- Volume: ca +3\% compared to 4Q20
- Price \& sales mix: positive impact thanks to selling price adjustment to raw material price variation
- FY2021: volumes increase of ca 5\% compared to FY19
- Volume: ca +19\% compared to FY20
- Price \& sales mix: positive impact thanks to selling price adjustment to raw material price variation


Revenues - Components - Quantity


EMEA: volumes ca $+\mathbf{2 6 \%}$ vs FY20 and ca+6\% vs FY19 / ca+4\% vs 4Q20 and $+5 \%$ vs 4Q19

- BCF: recovery consolidation of "residential" and "automotive" market;
- NTF: ECONYL ${ }^{\circledR}$ branded products continues to grow;
- Polymers: best in class of growth in the region, with outstanding market demand

Revenues - Components - Quantity


USA: volumes ca $+8 \%$ vs FY20 and ca+1\% vs FY19 / ca+11\% vs 4Q20 and +8\% vs 4Q19

- BCF: in 4Q higher recovery of year thanks to "automotive" market;
- NTF: consolidates the growth


## Revenues - Components - Quantity




ASIA PACIFIC: volumes ca $+11 \%$ vs FY20 and ca+4\% vs FY19 / ca+12\% vs 4Q20 and $+8 \%$ vs 4Q19

- BCF: in FY good performance of "residential", with a slow down in the $4 Q$ in Oceania market.


## Revenues - Breakdown by Product Line and Area






[^0]
## Revenues - ECONYL®

- Back to normality after the pandemic impact on ECONYL ${ }^{\circledR}$ demand in 2020
- between 1Q and 2Q20 in BCF "contract" customers-built warehouse stocks to face possible production breakdown due to COVID restrictive measures.

| FY - ECONYL Revenus on Fiber \% |  |  | 4Q-ECONYL Revenus on Fiber \% |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 36,6\% | 36,9\% | 37,5\% | 38,6\% | 33,2\% | 37,8\% |
| 63,4\% | 63,1\% | 62,5\% | 61,4\% | 66,8\% | 62,2\% |
| 2021 | 2020 | 2019 | 2021 | 2020 | 2019 |
| $\square$ 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

## EBITDA - Strong recovery driven by volumes

- € 72,1 m in FY21 compared to $€ \mathbf{5 8 , 4} \mathbf{m}$ of FY20 and $€ \mathbf{6 9 , 4} \mathbf{~ m}$ of FY19
- Strong impact of volumes increase;
- During 4Q21 impact of higher utility costs (increase of price in Q122).


P\&L - KPI


Q4: difficult comparison in Q4 due to (a) PPP Loan ${ }^{1}$ conversion into grant in the fourth quarter 2020 and (b) high utility cost in 2021

Data in $€$ million

1) Reference is made to the supporting measures promoted by the US Government known as "Paycheck Protection Program (PPP Loan) amounting to USD 5.6 million ( $€ 4.7$ million), which had been initially issued, pursuant to applicable regulations, in the form of a loan and then transformed into an outright grant by the Group in the fourth quarter

## NFP - NPF/EBITDA

- NFP on $31^{\text {st }}$ December 2021 equal to $\mathbf{1 7 9 , 3} € /$ mil, improved by $\mathbf{1 8 , 0 \%}$ compared to $31^{\text {st }}$ December 2020
- Ratio NPF/EBITDA LTM at $\mathbf{2 , 4 8 8 x}$



## NFP - Focus on NWC and CAPEX

- CAPEX equal to $€ 40,2 \mathrm{~m}$ mainly related to the capacity and technological improvements including EP investments.
- The focus on NWC allowed cash generation despite impact on both turnover growth and raw material price increase



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## Group development - Development in Japan

- In February important development steps were taken to expand Group presence in Japan
- At BCF product line level: establishment of Aquafil Japan Co., Ltd., based in Tokyo, 100\% owned by Aquafil S.p.A.: the subsidiary will transform and market polymers and synthetic fibers on the Japanese market
- At Group level: create strong partnership with important local partners to expand circularity under the ECONYL® brand
- BCF Group reference market in Japan is estimated at around 18.000ton (equal to $€ 80-90 \mathrm{~m}$ ) ${ }^{(1)}$ and is characterised by both important historical features and more recent trends
- Historical features
- Demand of high quality products (e.g., tiles and mats) and high standard services;
- Distributors play a crucial role in market development, with a 3-year collection rhythm

Strong attention for high quality and service is perfectly in line with Aquafil proposition


Example of high-end tiles

## Group development - Development in Japan

- More recent trends
- Strong cultural sensitiveness to environmental and sustainability topics
- extremely positive recognition for ECONYL®
- Some signs of primary competitor withdrawal
- Group is focusing its activities to built relationship with important carpet manufactures and distributors through
- Establishment of a local organisational and commercial structure
- Partnership with a local manufacturer with reprocessing yarn facilities
- Creation of a combined global team which can offer Group best practices
- Technological and production support from Chinese operations
- Design and marketing advocacy from headquarter carpet centre
- Group target is to increase reputation and visibility on the market and therefore enter in the 2022-2024 distributors collection


## Group development - Acquisition of ca 32\% in NOFIR

- Nofir: based in Bodø, Norway, is a leading European player in the collection and processing of fishing and aquaculture nets at the end of their life cycles. Since 2011, Nofir has collected over 48,000 tons of nets in 20 countries on five continents using an advanced system for collecting and tracing discarded nets from the fishing and aquaculture industry. The company collaborates actively with Healthy Seas ${ }^{\circledR}$, a foundation created by Aquafil and other partners whose main mission is raising awareness among consumers of the problem of fishing nets lost or abandoned in our oceans
- Target: Coverage of procurement and efficiency gains in the nylon waste recovery industry
- After the acquisition of Planet Recycling (Aquafil Carpet Collection) in December 2020 -important asset in increasing the circularity of our processes - the investment in Nofir further strengthens the approach for control over the procurement chain;


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## Aquafil sustainability path - $\mathbf{2}$ important steps in 2020

- In 2020 Aquafil undertook two important steps in its sustainability path
- Reflect Group Corporate Governance sustainability DNA
- Expansion and integration of the activities of the "Control and Risks" Committee entrusting it with sustainability issues: the committee became "Control, Risks and Sustainability Committee"
- Alignment of Group sustainability milestones - The ECO PLEDGE ${ }^{\circledR}$ - to GRI’s



## Aquafil sustainability path - 2 further steps in 2021

- Introduction of sustainability KPI in the new remuneration policy ${ }^{(1)}$
- Senior Executives remuneration is structured to focus management on company results and value creation
- It is composed of a fixed part, a short term-term variable component and some fringe benefits
- Short term variable component includes as reference parameters the NFP/EBITDA ratio and moreover, for the first time, sustainability KPI


## - ECONYL ${ }^{\circledR}$ digital platform launch

- $360^{\circ}$ information source about sustainability and circularity to strengthen brand and consumer knowledge
- a wide range of global brand products for final consumers - from apparel to shoes and bags - which can be sorted by their sustainability values


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## Outlook

- The Group remains firmly convinced of the need to steer production in all sectors towards sustainability and manufacturing design aimed at the circularity of products and materials, focusing its efforts in both the short and long term on the growth of ECONYL® branded product solutions.
- In 2022, global vaccination strategies will continue to stem the spread of the COVID-19 pandemic, with expected positive effects for the entire economic system. On the other hand, the recent conflict between Russia and Ukraine resulted in the levying of international sanctions, which will undoubtedly have negative consequences on global economic growth and financial markets.
- The development of the conflict cannot be predicted, but continuing hostilities could bring further inflationary pressures to Europe, probably of a temporary nature, with additional increases in commodity and energy prices, which will have an impact - as for most sectors of European manufacturing - on the demand and margins of the Group, which is nonetheless already committed to recouping them.


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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 | 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 €/ 000 | December 2021 | of wich noncurrent | December 2020 | of wich noncurrent | $\begin{array}{r} \text { Fourth } \\ \text { Quarter } 2021 \end{array}$ | of wich noncurrent | $\begin{array}{r} \text { Fourth } \\ \text { Quarter } 2020 \end{array}$ | of wich noncurrent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 569.701 | 784 | $\begin{array}{r} 436.602 \\ 53 \end{array}$ | 458 | $\begin{array}{r} 150.391 \\ 12 \end{array}$ | 197 | $108.672$ | 171 |
| of which related parties | 52 |  | $53$ |  | $12$ |  | (27) |  |
| Other Revenue | 4.612 | 751 | 10.265 | 213 | 87 | 79 | 5.943 | 131 |
| Total Revenue and Other Revenue | 574.313 | 1.535 | 446.867 | 671 | 150.478 | 276 | 114.615 | 303 |
| Raw Material | (283.622) | (150) | (209.825) | (101) | (75.066) | 41 | (50.345) | (37) |
| Services | (112.567) | (1.820) | (86.067) | (2.087) | (34.463) | (741) | (22.559) | (394) |
| of which related parties | (414) |  | (446) |  | (111) |  | (127) |  |
| Personel | (114.228) | (1.700) | (101.867) | (3.056) | (30.815) | (287) | (26.103) | (1.200) |
| Other Operating Costs | (3.420) | (354) | (4.430) | (828) | (932) | (168) | (1.048) | (38) |
| of which related parties | (70) |  | (70) |  | (18) |  | (17) |  |
| Depreciation and Amorti zation | (44.964) |  | (43.600) |  | (11.583) |  | (11.094) |  |
| Doubtful debt prevision | (254) |  | (632) |  | (110) |  | 462 |  |
| Provisions for risks and charges | 125 |  | (346) |  | 47 |  | 108 |  |
| Capitalization of Internal Construction Costs | 6.099 |  | 5.830 |  | 1.593 |  | 1.731 |  |
| EBIT | 21.482 | (2.489) | 5.929 | (5.402) | (852) | (879) | 5.768 | (1.367) |
| Other Financial Income | 915 |  | 352 |  | 222 |  | (1) |  |
| Interest Expenses | (7.550) |  | (7.982) |  | (1.892) |  | (1.845) |  |
| of which related parties | (159) |  | (226) |  | (35) |  | (49) |  |
| FX Gains and Losses | (243) |  | 1.780 |  | (841) |  | (876) |  |
| Profit Before Taxes | 14.604 | (2.489) | 79 | (5.402) | (3.363) | (879) | 3.046 | (1.367) |
| Income Taxes | (3.934) |  | 517 |  | (224) |  | 449 |  |
| Net Profit (Including Portion Attr. to Minority ) | 10.670 | (2.489) | 595 | (5.402) | (3.588) | (879) | 3.494 | (1.367) |
| Net Profit Attributable to Minority Interest | 0 |  | 0 |  |  |  | - |  |
| Net Profit Attributable to the Group | 10.670 |  | 595 |  | (3.588) |  | 3.494 | - |

## Appendix - Consolidate Income Statements - Revenues FY

| 2021 | BCF (fiber for carpet) |  |  |  | NTF (fiber for fabric) |  |  |  |  | Polymers |  |  |  |  | Total |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| f/mil | 2021 | 2020 | $\Delta$ | $\Delta \%$ | 2021 | 2020 | $\Delta$ | $\Delta \%$ | 2021 | 2020 | $\Delta$ | $\Delta \%$ | 2021 | 2020 | $\Delta$ | $\Delta \%$ | \% 21 | \% 20 |
| EMEA | 186,3 | 150,9 | 35,4 | 23,5\% | 90,2 | 67,2 | 23,0 | 34,2\% | 68,8 | 29,8 | 39,0 | 130,9\% | 345,4 | 247,9 | 97,4 | 39,3\% | 60,6 \% | 56,8\% |
| North America | 91,6 | 80,6 | 11,0 | 13,7\% | 28,9 | 25,2 | 3,7 | 14,5\% | 7,7 | 5,4 | 2,3 | 42,3\% | 128,3 | 111,3 | 17,0 | 15,2\% | 22,5 \% | 25,5\% |
| Asia e Oceania | 87,4 | 72,8 | 14,6 | 20,0\% | 5,1 | 2,7 | 2,4 | 89,3\% | 0,8 | 0,2 | 0,6 | 0,0\% | 93,3 | 75,7 | 17,6 | 23,3\% | 16,4 \% | 17,3\% |
| Row | 0,2 | 0,5 | $(0,3)$ | (57,8)\% | 2,2 | 1,3 | 0,9 | 70,9\% | 0,4 | 0,0 | 0,4 | 0,0\% | 2,8 | 1,8 | 1,0 | 56,0 \% | 0,5\% | 0,4\% |
| Total | 365,5 | 304,9 | 60,7 | 19,9 \% | 126,4 | 96,4 | 30,0 | 31,1 \% | 77,8 | 35,4 | 42,4 | 119,7\% | 569,7 | 436,7 | 133,0 | 30,5\% | 100,0\% | 100,0 \% |
| \% ToT | 64,2\% | 69,8\% |  |  | 22,2\% | 22,1\% |  |  | 13,6\% | 8,1\% |  |  | 100,0\% | 100,0\% |  |  |  |  |

2021-\% by Geografical Area

| 16,4\% | 17,3\% | 13,6\% | 8,1\% |
| :---: | :---: | :---: | :---: |
| 22,5\% | 25,5\% | 22,2\% | 22,1\% |
| 60,6\% | 56,8\% | 64,2\% | 69,8\% |
| 2021 | 2020 | 2021 | 2020 |
| - EMEA North America |  | $\square$ BCF (fiber for carpet) | lymers |

## Appendix - Consolidate Income Statements - Revenues 4Q

| IV Quarter | BCF (fiber for carpet) |  |  |  | NTF (fiber for fabric) |  |  |  |  | Polymers |  |  |  |  | Total |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| E/mil | 2021 | 2020 | $\Delta$ | $\Delta \%$ | 2021 | 2020 | $\Delta$ | $\Delta \%$ | 2021 | 2020 | $\Delta$ | $\Delta \%$ | 2021 | 2020 | $\Delta$ | $\Delta \%$ | \% 21 | \% 20 |
| EMEA | 48,9 | 35,1 | 13,8 | 39,2\% | 28,0 | 15,9 | 12,1 | 76,1\% | 13,3 | 10,2 | 3,2 | 31,1\% | 90,2 | 61,2 | 29,0 | 47,5\% | 60,0 \% | 56,3\% |
| North America | 26,2 | 18,0 | 8,1 | 45,1\% | 7,4 | 7,0 | 0,4 | 6,0\% | 2,6 | 1,1 | 1,5 | 139,8\% | 36,1 | 26,1 | 10,0 | 38,5\% | 24,0 \% | 24,0\% |
| Asia e Oceania | 22,0 | 20,2 | 1,8 | 8,8\% | 0,9 | 0,6 | 0,3 | 41,2\% | 0,3 | 0,1 | 0,2 | 166,5\% | 23,2 | 21,0 | 2,2 | 10,6\% | 15,4\% | 19,3\% |
| RoW | $(0,2)$ | 0,2 | $(0,3)$ | 0,0\% | 0,7 | 0,4 | 0,3 | 0,0\% | 0,4 | 0,0 | 0,4 | 0,0\% | 0,9 | 0,5 | 0,3 | 59,7\% | 0,6 \% | 0,5\% |
| Total | 96,8 | 73,5 | 23,3 | 31,7\% | 37,0 | 23,9 | 13,1 | 54,6\% | 16,6 | 11,3 | 5,2 | 46,1\% | 150,4 | 108,8 | 41,6 | 38,3 \% | 100,0 \% | 100,0 \% |
| \% ToT | 64,4\% | 67,6\% |  |  | 24,6\% | 22,0\% |  |  | 11,0\% | 10,4\% |  |  | 100,0\% | 100,0\% |  |  |  |  |

IV Quarter - \% by Geografical Area

| $15,4 \%$ | $19,3 \%$ |
| :---: | :---: |
| $24,0 \%$ | $24,0 \%$ |
| $60,0 \%$ | $56,3 \%$ |
| 2021 | 2020 |

2021

IV Trimestre - \% by Line of Product


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

| RECONCILIATIO FROM NET PROFIT TO EBITDA $€ / 000$ | December | December | Fourth Quarter ${ }^{2021}$ | Fourth Quarter ${ }^{2020}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net Profit (Including Portion Attr. to Minority ) | 10.670 | 595 | (3.588) | 3.494 |
| Income Taxes | 3.934 | (517) | 224 | (449) |
| Amortisation \& Depreciation | 44.964 | 43.600 | 11.583 | 11.094 |
| Write-downs \& Write-backs of intangible and tangible assets | 129 | 978 | 63 | (570) |
| Financial items (*) | 9.890 | 8.297 | 3.333 | 3.344 |
| No recurring items (**) | 2.489 | 5.402 | 879 | 1.367 |
| EBITDA | 72.075 | 58.356 | 12.494 | 18.281 |
| Revenue | 569.701 | 436.602 | 150.391 | 108.672 |
| EBITDA Margin | 12,7\% | 13,4\% | 8,3\% | 16,8\% |
| RECONCILIATION FROM EBITDA TO | December | December | Fourth Quarter | Fourth Quarter |
| EBIT ADJUSTED €/000 | 2021 | 2020 | 2021 | 2020 |
| EBITDA | 72.075 | 58.356 | 12.494 | 18.281 |
| Amortisation \& Depreciation | 44.964 | 43.600 | 11.583 | 11.094 |
| Write-downs \& Write-backs of intangible and tangible assets | 129 | 978 | 63 | (570) |
| EBIT Adjusted | 26.983 | 13.778 | 849 | 7.757 |
| Revenue | 569.701 | 436.602 | 150.391 | 108.672 |
| EBIT Adjusted Margin | 4,7\% | 3,2\% | 0,6\% | 7,1\% |

(*) The financial items include: (i) financial income of Euro 0.9 million and Euro 0.4 million respectively in the periods ending December 31, 2021 and December 31, 2020 (ii) financial charges and other other bank charges of Euro 7.6 million and Euro 8.0 million respectively in the periods ending December 31, 2021 and December 31, 2020, (iii) cash discounts of Euro 3.0 million end Euro 2.5 million respectively in the periods ending December 31, 2021 and December 31, 2020, and (iv) exchange loss of Euro 0.2 million and exchange gains of Euro 1.8 million respectively in the periods ending December 31, 2021 and December 31, 2020.
${ }^{(* *}$ ) This includes (i) non-recurring charges related to the expansion of the Aquafil Group for Euro 0.3 million and Euro 0.4 million respectively in the periods ending December 31, 2021 and December 31, 2020, (ii) non-recurring ECONYL* development charges of Euro 1.6 million and Euro 2.4 million respectively in the period ending December 31, 2021 and December 31, 2020 (iii) restructuring charges of Euro 0.5 million and Euro 1.9 million respectively in the periods ending December 31, 2021 and December 31, 2020, (iv) other non-recurring charges of Euro 0.2 million and Euro 0.7 million respectively in the periods ending December 31, 2021 and December 31, 2020, (v) income from equity investments of Euro 0.4 million in the periods ending December 31, 2021 and (vi) expensive for tax litigation Euro 0.3 milion in the periods ending December 31, 2021

## Appendix - Consolidate Balance Sheet(1)

| CONSOLIDATED BALANCE SHEET |  | At December 31, |
| :---: | :---: | :---: |
| €/000 | At December 31, 2021 | $\underline{2020}$ |
| Intangible Assets | 23.551 | 23.578 |
| Goodwill | 14.735 | 13.600 |
| Tangible Assets | 240.489 | 229.495 |
| Financial Assets | 710 | 650 |
| of which related parties | 318 | 318 |
| Investments \& Equity metod | 1.018 |  |
| Other Assets | 626 | 1.336 |
| Deferred Tax Assets | 12.269 | 14.563 |
| Total Non-Current Assets | 293.398 | 283.223 |
| Inventories | 177.243 | 150.920 |
| Trade Receivable | 31.233 | 22.015 |
| of which related parties | 71 | 66 |
| Financial Current Assets | 860 | 834 |
| Current Tax Receivables | 423 | 1.772 |
| Other Current Assets | 12.853 | 11.981 |
| of which related parties | 3.152 | 3.187 |
| Cash and Cash Equivalents | 152.656 | 208.954 |
| Asset held for sales | 0 | 0 |
| Total Current Assets | 375.268 | 396.475 |
| Total Current Assets | 668.666 | 679.698 |

## Appendix - Consolidate Balance Sheet(2)

| CONSOLIDATED BALANCE SHEET |  | At December 31, |
| :---: | :---: | :---: |
| $\epsilon / 000$ | At December 31, 2021 | 2020 |
| Share Capital | 49.722 | 49.722 |
| Reserves | 91.708 | 76.579 |
| Group Net Profit for the year | 10.670 | 595 |
| Group Shareholders Equity | 152.101 | 126.896 |
| Net Equity attributable to minority interest | 1 | 1 |
| Net Profit for the year attributable to minority interest | 0 | 0 |
| Total Sharholders Equity | 152.102 | 126.897 |
| Employee Benefits | 5.910 | 5.969 |
| Non-Current Financial Liabilities | 263.421 | 352.560 |
| of which related parties | 6.359 | 5.406 |
| Provisions for Risks and Charges | 1.929 | 1.506 |
| Deferred Tax Liabilities | 11.158 | 11.761 |
| Other Payables | 10.813 | 11.848 |
| Total Non-Current Liabilities | 293.230 | 383.644 |
| Current Financial Liabilities | 69.438 | 75.964 |
| of which related parties | 2.240 | 3.361 |
| Current Tax Payables | 1.721 | 1.189 |
| Trade Payables | 126.566 | 69.168 |
| of which related parties | 352 | 403 |
| Other Liabilities | 25.608 | 22.835 |
| of which related parties | 230 | 230 |
| Total Current Liabilities | 223.334 | 169.157 |
| Total Equity and Liabilities | 668.666 | 679.698 |

## Appendix - Net Financial Position

| NET FINANCIAL DEBT | At December 31, | At December 31, |
| :---: | :---: | :---: |
| $\epsilon / 000$ | 2021 | 2020 |
| A. Liquidity | 152.656 | 208.954 |
| B. Cash and cash equivalents | - | - |
| C. Other current financial assets | 860 | 834 |
| D. Liquidity ( $\mathrm{A}+\mathrm{B}+\mathrm{C}$ ) | 153.516 | 209.787 |
| E. Current financial debt (including debt instruments but excluding the current portion of non-current financial debt) | (203) | (131) |
| F. Current portion of non-current financial debt | (69.236) | (75.833) |
| G. Current financial debt (E+F) | (69.438) | (75.964) |
| H. Net current financial debt (G-D) | 84.078 | 133.824 |
| I. Non-current financial debt (excluding current portion and debt instruments) | (180.185) | (262.154) |
| J. Debt instruments | (83.210) | (90.406) |
| K. Trade payables and other non-current payables | - | - |
| L. Non-current financial debt ( $\mathrm{I}+\mathrm{J}+\mathrm{K}$ ) | (263.396) | (352.560) |
| M. Total financial debt (H+L) | (179.318) | (218.736) |

## Appendix - Consolidated Cash Flow Statement (1)

| CASH FLOW STATEMENT $\epsilon / 000$ | At December 31, 2021 | At December 31, 2020 |
| :---: | :---: | :---: |
| Operation Activities |  |  |
| Net Profit (Including Portion Attr. to Minority ) | 10.670 | 595 |
| of which related parties | (591) | (689) |
| Income Taxes | 3.934 | (517) |
| Financial income | (914) | (352) |
| Financial charges | 7.550 | 7.982 |
| of which related parties | (159) | (226) |
| FX (Gains) and Losses | 243 | (1.780) |
| (Gain)/Loss on non - current asset Disposals | (210) | (162) |
| Provisions \& write-downs | 128 | 978 |
| Amortisation, depreciation \& write-downs | 44.975 | 43.600 |
| Cash Flow from Operating Activities Before Changes in NWC | 66.376 | 50.344 |
| Change in Inventories | (26.323) | 34.187 |
| Change in Trade and Other Payables | 57.398 | (6.920) |
| of which related parties | (51) | 276 |
| Change in Trade and Other Receivables | (9.092) | 2.599 |
| of which related parties | (5) | 3 |
| Change in Other Assets/Liabilities | 8.149 | (7.510) |
| of which related parties | 35 | (1.076) |
| Net Interest Expenses paid | (6.636) | (7.631) |
| Income Taxes paid | (237) | (326) |
| Change in Provisions for Risks and Charges | (587) | (945) |
| Cash Flow from Operating Activities (A) | 89.048 | 63.798 |

## Appendix - Consolidated Cash Flow Statement (2)

| CASH FLOW STATEMENT $€ / 000$ | At December 31, 2021 | At December 31, 2020 |
| :---: | :---: | :---: |
| Investing activities |  |  |
| Investment in Tangible Assets | (34.632) | (21.851) |
| Disposal of Tangible Assets | 353 | 1.121 |
| Investment in Intangible Assets | (4.977) | (6.020) |
| Disposal of Intangible Assets | 28 | 80 |
| Business Purchases | - | (2.771) |
| of which Asset | - | (922) |
| of which Goodwill | - | (1.673) |
| of which cash | - | - |
| of which other assets and liabilities | - | (176) |
| Disposal of Financial Assets | (1.018) | (5) |
| Cash Flow used in Investing Activities (B) | (40.246) | (29.445) |
| Financing Activities |  |  |
| Increase in no current Loan and borrowing | 30.000 | 105.000 |
| Decrease in no current Loan and borrowing | (123.457) | (12.485) |
| Net variation in current and not current fiancial Assets and Liability inclueded IFRS 16 | (2.295) | (4.774) |
| of which related parties | (168) | (4.428) |
| Net variation non-monetary increase IFRS16 | (6.803) | (3.541) |
| of which related parties | (3.095) |  |
| Dividends Distribution | - | - |
| of which related parties | - | - |
| Increase (decrease) Share Capital | (2.545) | - |
| Share Buy-Back | - | - |
| Cash Flow from Financing Activities ( C) | -105.100 | 84.200 |
| Net Cash Flow of the Year (A)+(B)+(C) | -56.298 | 118.554 |
|  |  |  |


[^0]:    ${ }^{(1)}$ O'Mara Incorporated consolidated since 31st May 2019
    ${ }^{(2)}$ Rest of World not included

[^1]:    ${ }^{(1)}$ Net CAPEX, IFRS16 impact excluded

[^2]:    ${ }^{(1)}$ For further details see please 2020 Remuneration Policy and Report available on Group web site

