# Aquafil Group 

## Financial Results

Full Year and IV Quarter 2018
$14^{\text {th }}$ March 2019

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synthetic fibres and polymers
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| REVENUES <br> ( $€$ /mil) |  |  | EBITDA <br> ( $€$ /mil) |  |  | NET RESULT <br> ( $€$ /mil) |  |  | N.F.P. <br> (€/mil) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY18 | Q4 |  | FY18 | Q4 |  | FY18 | Q4 |  |  |
| Act18 | 555,2 | 124,4 | Act18 | 77,9 | 17,0 | Act18 | 30,1 | 5,7 | Dic18 | 157,3 |
| Act17 | 528,3 | 125,1 | Act17 ${ }^{1}$ | 73,8 | 16,4 | Act17 | 25,2 | 7,5 | Q3YTD | 165,0 |
| $\begin{gathered} \% \text { Var } \\ 18 \text { to } 17 \end{gathered}$ | 5,1\% | (0,6)\% | $\begin{gathered} \% \text { Var } \\ 18 \text { to } 17 \end{gathered}$ | 5,6\% | 3,6\% | $\begin{gathered} \% \text { Var } \\ 18 \text { to } 17 \end{gathered}$ | 19,5\% | $(23,0) \%$ | Dic17 | 112,1 |


| Revenues FY18 |
| :---: |
| Product Line BCF |
| Area Asia Pacific |
| $+49,6 \%$ |
| thank to |
| full consolidation |
| of |
| Invista acquisition |
| North American |
| Market |
| supported by |
| European Operation |
| of ca 3,2 $\mathbf{k} / \mathbf{t}$ |
| Impact on marginality |
| estimated in ca $-\mathbf{2 , 7} \boldsymbol{\epsilon} / \mathrm{mil}$ |



## Revenues FY18

Product Line BCF Area EMEA
-4,7\%
due to market slowdown
in second half
of 2018

| AQUALEUNA (Germany) |
| :---: |
| RESTRUCTURING |

Relocated of reprocessing
activity in Slovenia
Reduction of 35 FTE
No-recurring cost
of $2,3 € /$ mil

AQUALEUNA (Germany) RESTRUCTURING

Relocated of reprocessing activity in Slovenia

Reduction of 35 FTE
of $\mathbf{2 , 3} € / \mathrm{mil}$

## 3. Key Performance Indicators

The Key Performance Indicators of Aquafil Group of FY2018 compared with same period of 2017 are here reported:

| KPI | $\begin{array}{r} \mathrm{FY} \\ 2018 \end{array}$ | $\begin{array}{r} \text { FY } \\ 2017 \end{array}$ | $\begin{aligned} & \Delta \\ & \% \end{aligned}$ | a) | Revenues grew $5.1 \%$, amounting to $€ 555,2$ million compared to $€ 528,3$ million of 2017, mainly as a result of sale increase of BCF |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues $€ /$ mil | 555,2 | 528,3 | 5,1\% |  |  |
| EBITDA $\in / \mathrm{mil}$ | 77,9 | 73,8 | 5,6\% | b) | EBITDA increased from $€ 73,8^{1}$ million to $€ 77.9$ million, up by $5,6 \%$ and increase is mainly related with increase of Revenues. EBITDA margin remain unchanged versus 2017 also if negatively impacted by |
| EBITDA Margin \% | 14,0\% | 14,0\% |  |  | the US market support from European operations. |
| EBIT Adj $\epsilon / \mathrm{mil}$ | 51,2 | 48,4 | 5,8\% | c) | Net Result of FY 2018 amounted to $€ 30,1$ million, up by $19,4 \%$ compared to FY 2017 ( $€ 25.2$ million). Variation is related with EBITDA |
| EBIT Adj Margin \% | 9,2\% | 9,2\% |  |  | growth, lower Financial Cost and higher no-recurring costs mainly due to Aqualeuna Restructuring. |
| EBIT $€ / \mathrm{mil}$ | 41,2 | 38,8 | 6,1\% | d) | Net Financial Position grew to $€ 152.1$ million, compared to $€ 112.1$ |
| EBIT Margin \% | 7,4\% | 7,3\% |  |  | million at December 31, 2017. The increase was mainly attributable to: <br> 1. the net investments (ca $70,5 € /$ mil) that include (a) Invista |
| EBT $€ / \mathrm{mil}$ | 37,1 | 28,0 | 32,4\% |  | acquisition, (b) investment program in capacity increase in US |
| EBT Margin \% | 6,7\% | 5,3\% |  |  | and China, (c) acceleration of ECONYL® investment program including ACR\#s; |
|  |  |  | 19,4\% |  | 2. an higher level of Working Capital ca ( $20,0 € / \mathrm{mil}$ ), as a result of sales growth also related to Invista acquisition, and also the |
| Net Result Margin \% | 5,4\% | 4,8\% |  |  | increase of good in transit to support US market from |
|  |  |  |  |  | 3. the dividend distribution of $€ 12,2$ millions. |
| NFP $\in / \mathrm{mil}$ | $(157,1)$ | $(112,1)$ | 40,2\% |  |  |
| NPF/EBITDA LTM | $(2,02)$ | $(1,52)$ |  |  |  |

[^0]The Key Performance Indicators of Aquafil Group of Q4 2018 compared with same period of 2017 are here reported:

| KPI | $\begin{array}{r} \text { Q4 } \\ 2018 \end{array}$ | $\begin{array}{r} \text { Q4 } \\ 2017 \end{array}$ | $\Delta$ $\%$ |
| :---: | :---: | :---: | :---: |
| Revenues $€ /$ mil | 124,3 | 125,1 | -0,6\% |
| EBITDA $€$ /mil | 17,0 | 16,4 | 3,6\% |
| EBITDA Margin \% | 13,7\% | 13,1\% |  |
| EBIT Adj $€ / \mathrm{mil}$ | 10,7 | 9,1 | 18,0\% |
| EBIT Adj Margin \% | 8,6\% | 7,3\% |  |
| EBIT $¢ / \mathrm{mil}$ | 6,8 | 4,7 | 45,9\% |
| EBIT Margin \% | 5,5\% | 3,7\% |  |
| EBT $€ / \mathrm{mil}$ | 6,5 | 1,8 | 256,0\% |
| EBTMargin \% | 5,3\% | 1,5\% |  |
| Net Result $\epsilon$ mil | 5,7 | 7,5 | -23,0\% |
| Net Result Margin \% | 4,6\% | 6,0\% |  |
| NFP $€$ /mil | $(157,3)$ | $(112,1)$ | 40,3\% |
| NPF/EBITDA LTM | $(2,02)$ | $(1,52)$ |  |

a) Revenues slightly decrease by $0,6 \%$, amounting to $€ 124.3$ million compared to $€ 125.1$ million for Q4 2017, mainly as a of a reduction of polymer sold.
b) EBITDA increased from $€ 16.4^{1}$ million to $€ 17.0$ million, up by $3,6 \%$. EBITDA margin increase from $13,1 \%$ to $13.7 \%$ also if negatively impacted by the US market support from European operations mainly due to a better mix of Product sold in period (fiber vs polymers).
c) Net Result decrease from $€ 7,5$ million to $€ 5,7$ million. Net Result increases thanks to EBITDA growth and exchange gain (loss in 2017). Remain variation is mainly related to incomes tax that in 2017 were impacted by no ordinary effects derived form business combination.
d) Net Financial Position grew to $€ 152.1$ million, compared to $€ 112.1$ million at December 31, 2017. The increase was mainly attributable to:

1. the net investments (ca $70,5 € / \mathrm{mil}$ ) that include (a) Invista acquisition, (b) investment program in capacity increase in US and China, (c) acceleration of ECONYL ${ }^{\oplus}$ investment program including ACR\#s;
2. an higher level of Working Capital ca $(20,0 € / \mathrm{mil})$, as a result of sales growth also related to Invista acquisition, and also the increase of good in transit to support US market from European operation.
3. the dividend distribution of $€ 12,2$ millions.

## 2a. Focus on Sales

The comparison of amount and percentage of Revenues, broken down by Line of Product realized in Full Year and Fourth Quarter 2018 vs the same period of 2017 is here reported:

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues ( $€ /$ mil $)$ | FY | FY | $\boldsymbol{\Delta}$ | Q4 | Q4 | $\boldsymbol{\Delta}$ |
| by Product Line | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ | $\%$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ | $\%$ |
| BCF | 408,0 | 381,9 | $6,9 \%$ | 90,8 | 88,3 | $2,8 \%$ |
| NTF | 94,8 | 94,7 | $0,1 \%$ | 23,6 | 22,7 | $3,9 \%$ |
| Polymers | 52,4 | 51,8 | $1,2 \%$ | 9,9 | 14,0 | $-29,6 \%$ |
| TOTAL | $\mathbf{5 5 5 , 2}$ | $\mathbf{5 2 8 , 3}$ | $\mathbf{5 , 1 \%}$ | $\mathbf{1 2 4 , 3}$ | $\mathbf{1 2 5 , 1}$ | $\mathbf{- 0 , 6 \%}$ |

$$
\begin{aligned}
& \text { Sales by Product Line } \\
& 2018
\end{aligned}
$$




BCF Product line's sales increase both in FY2018 (6,9\%) and Q4 2018 (2,8,\%) compared to the same periods of 2017 as effect of growth of quantity sold (a) in Asia Pacific area mainly derived from Invista acquisition and (b) in US in for the increase of the BCF automotive fiber.

Polymers line's sales increase in FY2018 (1,2\%) and decrease in Q4 2018 ( $\mathbf{- 2 9 , 6 \%}$ ), due to the in-house use of polymers to produce fiber for US market.

The comparison of amount and percentage of Revenues，broken down by Geographical Area realized in Full Year and Fourth Quarter 2018 vs the same period of 2017 is here reported：

|  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues（ $€ /$ mil $)$ | FY | FY | $\boldsymbol{\Delta}$ | Q4 | Q4 | $\boldsymbol{\Delta}$ |
| Geographical Area | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ | $\%$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ | $\%$ |
| Italy | 113,3 | 112,2 | $1,0 \%$ | 28,5 | 27,0 | $5,2 \%$ |
| EMEA（＊） | 239,5 | 254,7 | $-6,0 \%$ | 48,1 | 59,4 | $-19,1 \%$ |
| North America | 103,7 | 90,5 | $14,6 \%$ | 27,1 | 21,6 | $25,5 \%$ |
| Asia e Oceania | 98,3 | 70,1 | $40,3 \%$ | 20,7 | 16,7 | $23,5 \%$ |
| RoW | 0,4 | 0,9 | $-56,1 \%$ | 0,0 | 0,3 | $\mathbf{- 9 8 , 1 \%}$ |
| TOTAL | $\mathbf{5 5 5 , 2}$ | $\mathbf{5 2 8 , 3}$ | $\mathbf{5 , 1 \%}$ | $\mathbf{1 2 4 , 3}$ | $\mathbf{1 2 5 , 1}$ | $\mathbf{- 0 , 6 \%}$ |



Italian revenues remain unchanged on annual base and grew（＋5，2\％）in the Fourth Quarter 2018 compared with same period of 2017 to the increase of NTF Product Line．
EMEA revenues，excluding Italy，decreased both in FY 2018 （－6，0\％）and in Fourth Quarter 2018 （－19，1\％）compared with same period of 2017 due to the slow down of BCF Product Line European market in the second part of 2018 and also，in the Fourth Quarter for the reduction of revenues of Polymers Product Line due to the in－house use to produce fiber for US market．
North American revenues compared with same period of 2017，grew both on annual basis（＋14，6\％）and in Fourth Quarter 2018 $\mathbf{( + 2 5 , 5 \%})$ driven by the BCF Product Line increase in automotive application due to a competitor disengagement．
Asia and Oceania revenues grew both on annual basis（＋40，3\％）and in Fourth Quarter 2018 （＋23，5\％）compared with same period of 2017 for growing for BCF Product Line derived from Invista acquisition．

The Group's revenues of ECONYL® branded products are growth of 6,5\% in FY 2018 and of 5,3\% in Fourth Quarter 2017 compared to same periods of 2017

The Group's revenues of ECONYL ${ }^{\circledR}$ branded products in FY 2018 has been equal to the $\mathbf{3 6 , 9 \%}$ of fiber revenues
\% Revenues of Product braded ECONYL(R)
on Fiber Revenues 2018
\% Revenues of Product braded ECONYL(R) on Fiber Revenues Q4-2018
\% Revenues of Product braded ECONYL(R) on Fiber Revenues 2017


- Fibre ECONYL(® Altre Fibre
\% Revenues of Product braded ECONYL(R) on Fiber Revenues Q4-2017

- Fibre ECONYL(8) Altre Fibre synthetic fibres and polymers


## 3. Aquafil Group at Glance

- 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 $37 \%$ of fiber revenue coming from Nylon 6 waste regeneration;
- ECONYL ${ }^{\circledR}$ 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
- $\quad 2.813$ employees at the $\mathbf{3 1}$ st December 2018;
- $\quad € 555,2 \mathrm{~m}$ of Revenues in FY2018-528,3m FY17;
- $\quad € 77,9 \mathrm{~m}$ EBITDA in FY2018-73,8m EBITDA in FY17:
- Entrepreneurial talent and strong management team

synthetic fibres and polymers




## SLOVENIA

Ljubljana
AquafilSLO Ljubljana
Senozece
AquafilSLO Senožeče
Store
AquafilSLO Štore
Ajdovščina
AquafilSLO Ajdovščina

## GERMANY

Leuna
Aqualeuna

## UK

Kilbirnie
Aquafil UK

## ITALY

Arco (TN)
Aquafil (Headquarter)
Cares (TN)
Rovereto (TN)
Tessilquattro


Rayong
Aquafil Asia Pacific

## USA

Cartersville (Georgia)
Aquafil USA 1 \& 2

Phoenix (Arizona)
Aquafil Carpet Recycling \#1
Sacramento (California)
Aquafil Carpet Recycling \#2

## CHINA

Jiaxing
Aquafil Jiaxing

THAILAND
4. Full Year and IV Quarter 2018 Financial Statement

| RECONCILIATION FROM NET PROFIT TO EBITDA $€ / 000$ | At December 31, 2018 | At December 31, 2017 | Fourth Quarter 2018 | Fourth Quarter 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Net Profit (Including Portion Attr. to Minority) | 30.097 | 25.216 | 5.742 | 7.460 |
| Income Taxes | 6.986 | 2.796 | 784 | (5.627) |
| Investment income and dharges | - | (50) |  |  |
| Amortisation \& Depreciation | 26.361 | 24.229 | 7.438 | 6.684 |
| Write-downs \& Write-backs of intangible and tangible assets | 285 | 1.103 | (1.148) | 655 |
| Financial items (*) | 7.793 | 14.670 | 1.187 | 3.791 |
| No recurring items (**) | 6.373 | 5.788 | 3.004 | 3.462 |
| EBITDA | 77.896 | 73.751 | 17.008 | 16.424 |
| Revenue | 555.220 | 528.333 | 124.288 | 125.100 |
| EBITDA Margin | 14,0\% | 14,0\% | 13,7\% | 13,1\% |


| RECONCILIATION FROM EBITDA TO EBIT ADJUSTED $\epsilon / 000$ | At December 31, 2018 | At December 31, 2017 | Fourth Quarter 2018 | $\begin{array}{r} \text { Fourth } \\ \text { Quarter } 2017 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| EBITDA | 77.896 | 73.751 | 17.008 | 16.424 |
| Amortisation \& Depreciation | 26.361 | 24.229 | 7.438 | 6.684 |
| Write-downs \& Write-badks of intangible and tangible assets | 285 | 1.103 | (1.148) | 655 |
| EBIT Adjusted | 51.250 | 48.419 | 10.718 | 9.086 |
| Revenue | 555.220 | 528.333 | 124.288 | 125.100 |
| EBIT Adjusted Margin | 9,2\% | 9,2\% | 8,6\% | 7,3\% |

${ }^{(*)}$ The financial items include: (i) financial income of Euro 0.045 million at the end of December 2018, compared to Euro 0.2 million at the end of December 2017 (ii) financial charges of Euro 5.8 million at the end of December 2018, compared to Euro 6.3 million at the end of December 2017, (iii) cash discounts of Euro 3.7 million at the end of December 2018, compared to Euro 3.8 million at the end of December 2017, and (iv) exchange gains of Euro 1.7 million, against losses of Euro 4.8 million.
${ }^{(* *)}$ This includes (i) non-recurring charges related to the expansion of the Aquafil Group and other corporate transactions for Euro 3 million and 1.6 million respectively in the periods ending December 31, 2018 and December 31, 2017, (ii) listing charges for Euro 2.3 million in the periods ending December 31, 2017, (iii) mobility and incentive charges for Euro 2.8 million and Euro 1.6 million respectively in the periods ending December 31, 2018 and December 31, 2017 (iv) other non-recurring charges of Euro 0.6 million and Euro 0.3 million respectively in the periods ending December 31, 2018 and December 31, 2017.
Note: The EBITDA 2017 used for comparison is adjusted versus the EBITDA reported in 2017 Consolidated Financial Statement for an economical reclassification of 1,2 $€ /$ mil on annual base

| CONSOLIDATED INCOME STATEMENT €/000 | December 2018 | of wich non-current | December 2017 | $\left\lvert\, \begin{array}{r} \text { of wich } \\ \text { non-current } \end{array}\right.$ | Forth Quarter 2018 | $\begin{array}{r} \text { of wich } \\ \text { non-current } \end{array}$ | Fourth <br> Quarter 2017 | of wich <br> non-current |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 555.220 |  | 528.333 |  | 124.288 | - | 125.100 | - |
| of which relatedparties | 218 |  | 297 |  | 13 | - | 53 | - |
| Other Revenue | 2.591 | 856 | 1.431 | 260 | 2.172 | 437 | 510 | 217 |
| Total Revenue and Other Revenue | 557.811 | 856 | 529.764 | 260 | 126.461 | 437 | 125.609 | 217 |
| Raw Material | (282.266) | (118) | (268.171) | (1.131) | (58.136) | 93 | (63.664) | (1.131) |
| Services | (100.935) | (2.918) | (94.096) | (2.840) | (27.296) | (637) | (24.518) | (1.964) |
| of which related parties | (3.586) |  | (3.668) |  | (901) | - | (949) | - |
| Personel | (106.410) | (3.983) | (101.304) | (1.975) | (29.174) | (2.800) | (24.736) | (534) |
| of which related parties |  |  | (797) |  | - | - | (83) | - |
| Other Operating Costs | (2.438) | (211) | (2.575) | (102) | (720) | (97) | (745) | (50) |
| of which relatedparties | (70) |  | (70) |  | (18) | - | (19) | - |
| Depreciation and Amorti zation | (26.361) |  | (24.229) |  | (7.438) | - | (6.684) | - |
| Provi s ions and Write-downs | (285) |  | (1.103) |  | 1.149 | - | (655) | - |
| Capitalization of Internal Construction Costs | 2.071 |  | 533 |  | 1.948 | - | 48 | - |
| EBIT | 41.187 | (6.373) | 38.819 | (5.788) | 6.794 | (3.005) | 4.655 | (3.462) |
| Income (loss) from Investments | - |  | 50 |  | - | - | 0 |  |
| Other Financial Income | 45 |  | 219 |  | 14 | - | 50 |  |
| of which related parties | - |  | 144 |  |  | - | 0 | - |
| Interest Expenses | (5.816) |  | (6.276) |  | (1.547) | - | (1.489) |  |
| FX Gains and Losses | 1.668 |  | (4.800) |  | 1.267 |  | (1.384) |  |
| Profit Before Taxes | 37.084 | (6.373) | 28.013 | (5.788) | 6.528 | (3.005) | 1.833 | (3.462) |
| Income Taxes | (6.986) |  | (2.796) | 2.721 | (785) | - | 5.628 | 2.721 |
| Net Profit (Including Portion Attr. to Minority) | 30.097 | (6.373) | 25.216 | (3.067) | 5.743 | (3.005) | 7.461 | (741) |
| Net Profit Attributable to Minority Interest | 0 |  | 99 |  | - | - | - | . - |
| Net Profit Attributable to the Group | 30.097 |  | 25.117 |  | 5.743 | (3.005) | 7.461 | - 741 ) |
| Basic earnings per share | 0,59 |  | 0,55 | - |  |  |  |  |
| Diluted earnings per share | 0,59 |  | 0,55 |  |  |  |  |  |


| CONSOLIDATED BALANCE SHEET $€ / 000$ | Al 31 December 2018 | At December 31, 2017 |
| :---: | :---: | :---: |
| Intangible Assets | 15.992 | 7.782 |
| Tangible Assets | 189.661 | 153.927 |
| Financial Assets | 404 | 408 |
| of which related parties | 79 | 79 |
| Other Assets | 2.189 | - |
| Deferred Tax Assets | 7.841 | 11.356 |
| Total Non-Current Assets | 216.087 | 173.472 |
| Inventories | 189.678 | 153.499 |
| Trade Receivable | 34.046 | 34.870 |
| of which related parties | 66 | 116 |
| Financial Current Assets | 2.878 | 988 |
| Current Tax Receivables | 451 | 524 |
| Other Current Assets | 14.297 | 12.517 |
| of which relatedparties | 1.859 | 1.688 |
| Cash and Cash Equivalents | 103.277 | 99.024 |
| Total Current Assets | 344.627 | 301.422 |
| Total Current Assets | 560.714 | 474.895 |
| Share Capital | 49.722 | 49.673 |
| Reserves | 62.969 | 54.772 |
| Group Net Profit for the year | 31.119 | 20.569 |
| Group Shareholders Equity | 143.810 | 125.014 |
| Net Equity attributable to minority interest | 1 | 386 |
| Net Profit for the year attributable to minority interest | 0 | 99 |
| Total Sharholders Equity | 143.811 | 125.499 |
| Employee Benefits | 5.702 | 5.876 |
| Non-Current Financial Liabilities | 224.345 | 159.973 |
| Provisions for Risks and Charges | 1.169 | 1.516 |
| Deferred Tax Liabilities | 3.582 | . 3.533 |
| Other Payables | 11.833 | - 7.858 |
| Total Non-Current Liabilities | 246.631 | 178.755 |
| Current Financial Liabilities | 39.090 | - 52.111 |
| Current Tax Payables | 2.270 | - 5.134 |
| Trade Payables | 106.895 | - +94.477 |
| of which related parties | . 762 | - 27.716 |
| Other Liabilities | 22.017 | - +18.919 |
| of which related parties | 230 | + 4.457 |
| Total Current Liabilities | 170.272 | 170.641 |
| Total Equity and Liabilities | 560.714 | 474.895 |


| CONSOLIDATED BALANCE SHEET €/000 | Al 31 December 2018 | At December 31, 2017 |
| :---: | :---: | :---: |
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| Financial Assets | 404 | 408 |
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| Net Equity attributable to minority interest | 1 | 386 |
| Net Profit for the year attributable to minority interest | 0 | 99 |
| Total Sharholders Equity | 143.811 | 125.499 |
| Employee Benefits | 5.702 | 5.876 |
| Non-Current Financial Liabilities | 224.345 | 159.973 |
| Provisions for Risks and Charges | 1.169 | 1.516 |
| Deferred Tax Liabilities | 3.582 | - 3.533 |
| Other Payables | 11.833 | - 7.858 |
| Total Non-Current Liabilities | 246.631 | 178.755 |
| Current Financial Liabilities | 39.090 | $\ldots 52.111$ |
| Current Tax Payables | 2.270 | - . ${ }^{\text {a }} 5.134$ |
| Trade Payables | 106.895 | . . . 94.477 |
| of which related parties | 762 | 716 |
| Other Liabilities | 22.017 | [. . ${ }^{\text {a }} 18.919$ |
| of which relatedparties | 230 | 457 |
| Total Current Liabilities | 170.272 | - . 170.641 |
| Total Equity and Liabilities | 560.714 | + 474.895 |


| NET FINANCIAL DEBT | At December, At December 31, |  |
| :--- | ---: | ---: |
| $\epsilon / 000$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 7}$ |
| A. Cash | 103.277 | 99.024 |
| B. Other cash equivalents | - | - |
| C. Securities held-for-trading | - | - |
| D. Liquidity ( A + B + C) | $\mathbf{1 0 3 . 2 7 7}$ | $\mathbf{9 9 . 0 2 4}$ |
| E. Current financial receivables | $\mathbf{2 . 8 7 8}$ | $\mathbf{9 8 8}$ |
| F. Current bank loans and borrowing | $(96)$ | $(72)$ |
| G. Current portion of non-current loans and borrowing | $(35.496)$ | $(50.199)$ |
| H. Other current loans and borrowing | $(3.498)$ | $(1.840)$ |
| I. Current financial debt ( F + G + H ) | $\mathbf{( 3 9 . 0 9 0 )}$ | $\mathbf{( 5 2 . 1 1 1 )}$ |
| J. Net current financial debt (I + E+ D) | $\mathbf{6 7 . 0 6 6}$ | $\mathbf{4 7 . 9 0 1}$ |
| K. Non-current bank loans and borrowing | $(159.492)$ | $(91.597)$ |
| L. Bonds issued | $(53.578)$ | $\mathbf{( 5 3 . 8 2 0 )}$ |
| M. Other non-current loans and borrowing | $(11.265)$ | $\mathbf{( 1 4 . 5 5 6 )}$ |
| N. Non-current financial debt ( K + L + M ) | $\mathbf{( 2 2 4 . 3 3 5 )}$ | $\mathbf{( 1 5 9 . 9 7 3 )}$ |
| $\mathbf{O .}$ Net financial debt (J+N) | $\mathbf{( 1 5 7 . 2 6 9 )}$ | $\mathbf{( 1 1 2 . 0 7 1 )}$ |

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[^0]:    ${ }^{1}$ EBITDA 2017 used for comparison is adjusted versus EBITDA reported in 2017 Consolidated Financial Statement for an economical reclassification of $1,2 € /$ mil

