AQUAFIL

Corporate Presentation

STAR CONFERENCE

London, 22nd - 23rd October 2019





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THE ECONYL® REGENERATION SYSTEM

Pioneers of circularity with ECONYL®:

- An unique Regeneration System to produce sustainable fiber and polymers from nylon 6 waste;
- High barriers to entry for technology and reverse supply chain;
- Turnover of product branded ECONYL® equal to
 37% of fiber turnover CAGR 2016/2018 equal to 14,0%

Market Leader in Nylon (PA):

- Fiber for Carpet flooring (BCF Product);
- Fiber for Fabrics (NTF Product);
- Polymers for engineering plastics;

A successful business model based on

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

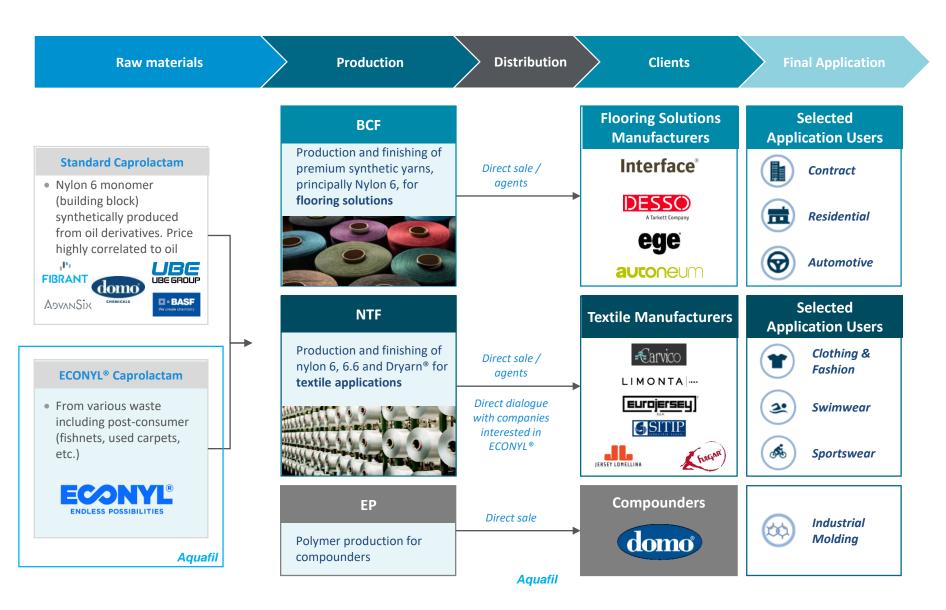
A Global footprint with proximity to Clients

- **16 plants in 3 continents** and 7 countries
- almost 3.000 employees at June 2019;
- **€555,2m of Revenues in FY2018 -** 528,3m FY17;
- **€77,9m EBITDA in FY2018 -** 73,8m EBITDA in FY17

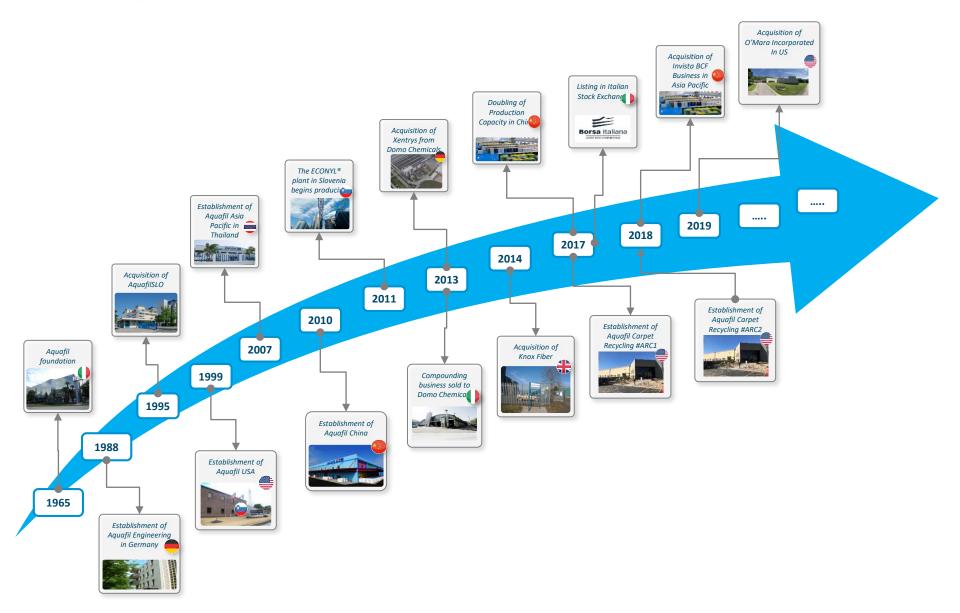














AQUAFIL WORLDWIDE

USA

Cartersville (Georgia)

Aquafil USA 1 & 2

Phoenix (Arizona)

Aquafil Carpet Recycling

ACR#1

Sacramento (California)

Aquafil Carpet Recycling

ACR#2

Rutherford College (North Carolina) Aquafil O'Mara

UK

Kilbirnie

Aquafil UK

ITALY

Arco (TN)

Aquafil (Headquarter)

Cares (TN) Rovereto (TN) **Tessilquattro**

CROATIA

Oroslavje

Aquafil CRO

SLOVENIA

Ljubljana AquafilSLO

Senožeče **AquafilSLO** Senožeče

Štore **AquafilSLO** Štore

Ajdovščina **AquafilSLO** Ajdovščina

CHINA

Jiaxing **Aquafil Jiaxing**

THAILAND

Rayong **Aquafil Asia Pacific**



Fiber for carpet flooring **BCF Product**

Key Applications

Contribution to Revenues H1 2019

2018 European PA Market Shares (1)



Contract

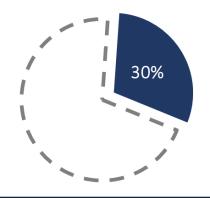


Residential

 Θ Automotive



73,4%



В

Fiber for fabric NTF Product



Clothing & Fashion



Swimwear



Sportswear



High-tech clothing





ca. 18,6%





Polymers



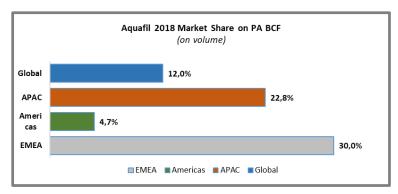


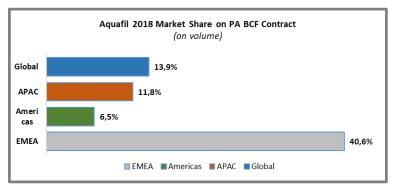
ca. 8,0%

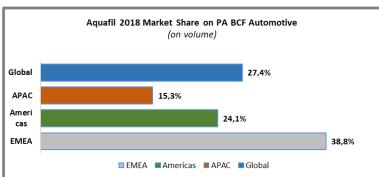


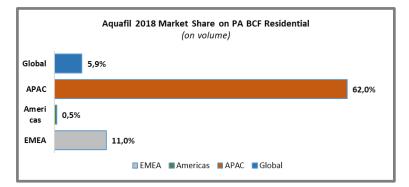


Fiber for carpet flooring - *BCF Product*



























Fiber for carpet flooring - *BCF Product*

Product Range

- More than 20,000 SKUs, approximately 5,000 references renewed each year
- The only supplier of 100% regenerated ECONYL® fiber
- Broad proprietary color range
- Specialty polymers

Co - development

- Carpet development centers in each geography
- Production of more than **8,000 samples** per year

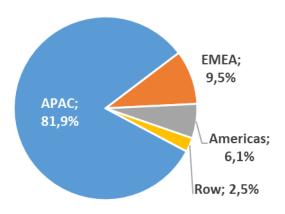
Service

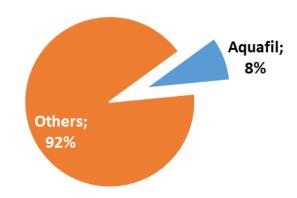
- The only player with production plants in 3 different continents
- Short delivery time: e.g. 2 weeks worldwide for the ECONYL® solution dyed fiber
- Consistent high quality across all geographies to serve consistent product to global clients



В

Fiber for Fabric - NTF Product





Textile mass production is in APAC, with Europe's core focus is on high-end production. Fast fashion needs lead to growing production out of Turkey, which can be served by European NTF players

A leading player with limited competition. Only 3 suppliers capable of offering products starting from monomer and intermediate handling. APAC moving slowly towards highend production

























Fiber for Fabric - NTF Product

Flexible & Competitive Asset Base

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

Partnership with Clients

- Consolidated partnership with the two most established nylon users in Europe
- Successful client portfolio thanks to a wide, competitive and diversified product offering

Attractive Value Proposition

- ECONYL®
- Dryarn[®]
- Microlon
- Recognized brands and sophisticated product offer to the swimwear and lingerie sector





Fiber for Fabric - NTF Product

ECONYL® Regenerated Fiber

- 100% regenerated & regenerable nylon fiber
- Fully recognized by a large and growing number of global sportswear and luxury brands (c. 700 license brand agreements in place)
- Unique storyline channeled by brands onto final consumers
- Qualifies and opens doors to the entire Aquafil products offering

Examples of ECONYL® Applications





















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

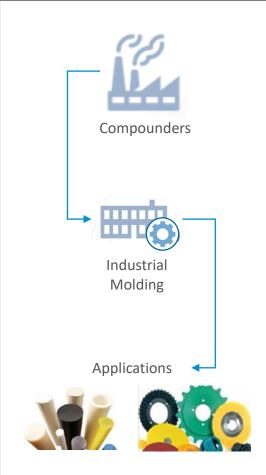




High performance sportswear



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
- Unique proprietary technology
- 37% of Aquafil Fiber Turnover 2018

THE ECONYL® REGENERATION SYSTEM









STEP 1: RESCUE



The ECONYL® Regeneration System starts with rescuing waste, like fishing nets, fabric scraps, carpet flooring and industrial plastic from landfills and oceans all over the world. That waste is then sorted and cleaned to recover all of the nylon possible.











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

Carpet Production in 2017 1350 Km²



Carpet waste recycled back in a closed loop

1%

An unique and efficient solution for nylon 6 carpet regeneration, the AQUAFIL CARPET RECYCLING plant with capacity to collect and treat 16 k tons (each plant) of carpet per year



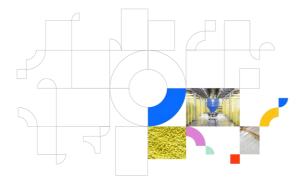
MAXIMUM value of public subsidies in case of a recovery of 100% Californian Carpet equal to 7 \$/mil/y per unit.

CAPEX for any ACR unit of ca 12,5 \$/million





STEP 2: REGENERATE



Through a radical regeneration and purification process, the nylon waste is recycled right back to its original purity. That means ECONYL® regenerated nylon is exactly the same as virgin nylon.







STEP 3: REMAKE

ECONYL® regenerated nylon is processed into carpet yarn and textile yarn for the fashion and interior industries.







STEP 4: REIMAGINE

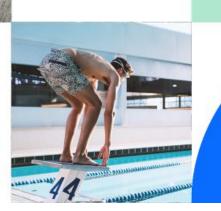


Fashion brands and carpet producers use ECONYL® regenerated nylon to create brand new products. And that nylon has the potential to be recycled infinitely, without ever losing its quality.











MAIN

















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



President of BCF Area USA

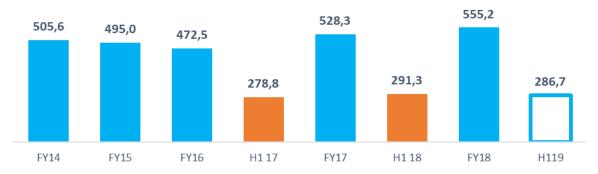


Giuseppe CRIPPA
Senior Vice President of
Industrial Operations
BCF



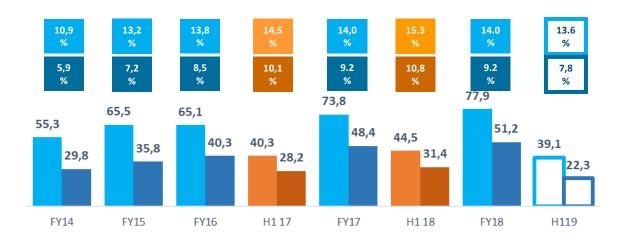
Revenues (€m)

Revenues by Product Line H119 are composed by (a) 73,4% of fiber for carpet (BCF) product, including Engineering activities, (b) 18,6% of fiber for fabric (NTF) product and (d) 9,4% of Polymers and are carried out for (i) 51,6% EMEA (ii) 21,6% North America (iii) 16,6% Asia and Oceania



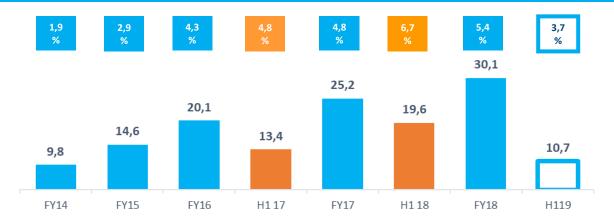
Sales of ECONYL® branded products are growth of 4,5% in H119 compared to H118 and represent in the ca 37,3% of fiber sales.

EBITDA (€m), EBIT Adjusted (1) (€m) and Margin on Revenues (%)



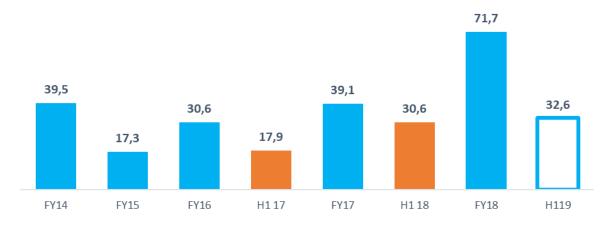


Net Profit (€m) and Margin on Revenues (%)



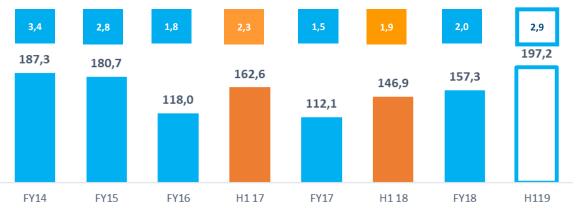
Capex (€m)

Capex H1 2019 does not consider effects of O'Mara Incorporated acquisition and of IFRS16 and is mainly relating to (i) increase of ECONYL® caprolactam production capacity including by construction of two Carpet Recycling plants located in Phoenix and in Sacramento, (ii) expansion of fiber production capacity in the United States, (iii) production and industrial efficiency improvement projects and (iv) upgrading and improvements of existing plants.



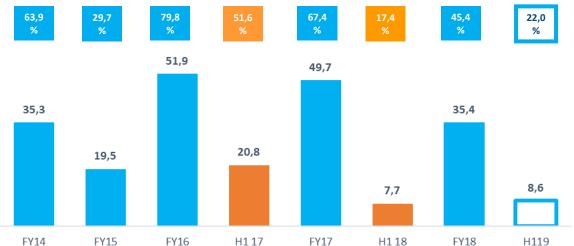


Net Financial Debt (€m) and Net Financial Debt / EBITDA(1)



H1 2019 equal to 197,2 **is adjusted** reducing effect of O'Mara acquisition (36,6 €/mil) and IFRS16 (29,7€ €/mil). Increase of 39,9 €/mil is mainly related to (i) +33,8 €/mil of cash flow from operating activities, (ii) -32,6 €/mil of CAPEX, (iii) -22,8 €/mil of NWC change, (iv) -12,3 €/mil of divided payment (v) -2,4 €/mil of payment of financial cost and taxes. The H1 2019 EBIDTA LTM used for ratio calculation of NFP/EBITDA do not consider EBITDA derived from IFRS16 and O'Mara acquisition

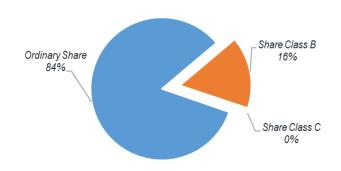
Cash Flow from Operating Activities (€m) and Cash Return(2) (%)





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 31st December 2018:

51.218.794 SHARES DIVIDED IN 3 DIFFERENT TYPES

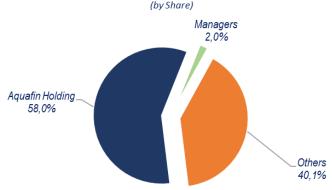


67.770.834 VOTING RIGHTS

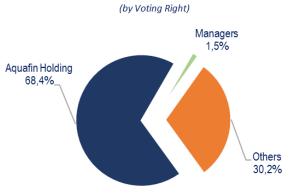


Main Aquafil's shareholders is Aquafin Holding S.p.A. (holding of Giulio Bonazzi Family) and also Managers are involved::

MAIN SHAREHOLDER with MANAGER INVOLVED (by Share)



MAIN SHAREHOLDER with MANAGER INVOLVED





Board of Directors

Giulio Bonazzi
Chairman and CEO

Fabrizio Calenti
Executive Director

Silvana Bonazzi

Director

Margherita Zambon
Independent Director^{(1) (6)}

Adriano Vivaldi Executive Director

Franco Rossi
Executive Director

Carlo Pagliani
Director(4)

Francesco Profumo
Independent Director^{(1) (4) (5)}

Simona Heidempergher Independent Director⁽¹⁾ (2) (3) (6)

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



RECONCILIATION FROM NET PROFIT TO EBITDA $\epsilon/000$	Half Year 2019	Half Year 2018	Second Quarter 2019	Second Quarter 2018
Net Profit (Including Portion Attr. to Minority)	10.654	19.614	2.958	9.764
Income Taxes	3.637	5.424	1.757	2.827
Amortisation & Depreciation	16.574	12.364	8.536	6.292
Write-downs & Write-backs of intangible and tangible assets	224	769	189	469
Financial items (*)	4.586	4.455	4.207	1.362
No recurring items (**)	3.396	2.312	2.310	1.946
EBITDA	39.070	44.938	19.957	22.659
Revenue	286.667	291.291	141.339	150.484
EBITDA Margin	13,6%	15,4%	14,1%	15,1%

RECONCILIATION FROM EBITDA TO EBIT ADJUSTED $\epsilon/000$	Half Year 2019	Half Year 2018	_	Second Quarter 2018
EBITDA	39.070	44.938	19.957	22.659
Amortisation & Depreciation	16.574	12.364	8.536	6.292
Write-downs & Write-backs of intangible and tangible assets	224	769	189	469
EBIT Adjusted	22.273	31.805	11.232	15.899
Revenue	286.667	291.291	141.339	150.484
EBIT Adjusted Margin	7,8%	10,9%	7,9%	10,6%

- (*) The financial items include: (i) non-recurring financial income of Euro 1.1 million in the period ending June 30, 2019 (ii) financial charges of Euro 3.7 million and Euro 3.0 million respectively in the periods ending June 30, 2019 and June 30, 2018, (iii) cash discounts of Euro 1.7 million end Euro 2.0 million respectively in the periods ending June 30, 2019 and June 30, 2018, and (iv) exchange losses of Euro 0.2 million and exchange gains of Euro 0.5 million respectively in the periods ending June 30, 2019 and June 30, 2018.
- (**) This includes (i) non-recurring charges related to the expansion of the Aquafil Group and other corporate transactions for Euro 2.3 million and 1,6 million respectively in the periods ending June 30, 2019 and June 30, 2018, (ii) non-recurring industrial charges of Euro 0.6 million for the period ending June 30, 2019, (iii) costs for restructuring and the regularisation of expatriated personnel for Euro 0.1 million and Euro 0.4 million respectively in the periods ending June 30, 2019 and June 30, 2018 and (iv) other non-recurring charges of Euro 0.4 million and Euro 0.3 million respectively in the periods ending June 30, 2019 and June 30, 2018.



CONSOLIDATED INCOME STATEMENT	Half Year	of nich	Half Year	of wich	Second Quarter	of wich	Second Quarter	of nich
€/000	2019	non-current	2018	non-current	2019	non-current	2018	non-current
Revenue	286.667		291.291		141.339		150.484	
of which related parties	29		188		12		47	
Other Revenue	1.181	95	594	143	580	20	593	143
Total Revenue and Other Revenue	287.848	95	291.885	143	141.919	20	151.077	143
Raw Material	(148.225)	(119)	(147.995)	(101)	(71.071)	(19)	(77.483)	(99)
Services	(51.191)	(2.340)	(49.420)	(1.584)	(26.410)	(1.537)	(26.052)	(1.381)
of which related parties	(219)		(1.790)		(116)		(897)	
Personel	(54.060)	(739)	(52.847)	(658)	(27.348)	(600)	(27.258)	(516)
Other Operating Costs	(1.311)	(293)	(1.047)	(111)	(717)	(174)	(566)	(92)
of which related parties	(38)		(35)		(20)		(17)	
Depreciation and Amorti zation	(16.574)		(12.364)		(8.536)		(6.292)	
Provi s ions and Write-downs	(224)		(769)		(189)		(469)	
Capitalization of Internal Construction Costs	886		81		415		37	
EBIT	17.148	(3.396)	27.524	(2.312)	8.063	(2.310)	12.994	(1.946)
Other Financial Income	1.100	1.082	17		9		1	
Interest Expenses	(3.717)		(3.027)		(2.156)		(1.651)	
of which related parties	(132)				(66)			
FX Gains and Losses	(241)		525		(1.202)		1.247	
Profit Before Taxes	14.290	(2.314)	25.038	(2.312)	4.714	(2.310)	12.591	(1.946)
Income Taxes	(3.637)		(5.424)		(1.757)		(2.827)	
Net Profit (Including Portion Attr. to Minority)	10.654	(2.314)	19.614	(2.312)	2.958	(2.310)	9.764	(1.946)
Net Profit Attributable to Minority Interest	0		-		0		(23)	
Net Profit Attributable to the Group	10.654		19.614		2.958		9.787	
Basic earnings per share	0,21		0,39		0,06		0,19	
Diluted earnings per share	0,21		0,39		0,06		0,19	



CONSOLIDATED BALANCE SHEET	At June 30,	At December 31,
€/000	2019	2018
Intangible Assets	17.138	15.992
Goodwill	14.040	-
Tangible Assets	252.001	189.661
Financial Assets	750	404
of which related parties	312	79
Other Assets	2.191	2.189
Deferred Tax Assets	6.802	7.841
Total Non-Current Assets	292.922	216.087
Inventories	193.726	189.678
Trade Receivable	42.973	34.046
of which related parties	30	66
Financial Current Assets	1.525	2.878
Current Tax Receivables	1.139	451
Other Current Assets	14.119	14.297
of which related parties	1.644	1.859
Cash and Cash Equivalents	89.032	103.277
Total Current Assets	342.514	344.627
Total Current Assets	635.436	560.714
Share Capital	49.722	49.722
Reserves	81.814	62.969
Group Net Profit for the year	10.981	31.119
Group Shareholders Equity	142.518	143.810
Net Equity attributable to minority interest	1	1
Net Profit for the year attributable to minority interest	-	0
Total Sharholders Equity	142.519	143.811
Employee Benefits	5.713	5.702
Non-Current Financial Liabilities	296.618	224.345
of which related parties	13.495	=
Provisions for Risks and Charges	1.305	1.169
Deferred Tax Liabilities	5.014	3.582
Other Payables	13.599	11.833
Total Non-Current Liabilities	322.249	246.631
Current Financial Liabilities	57.467	39.090
of which related parties	4.075	-
Current Tax Payables	1.669	2.270
Trade Payables	89.377	106.895
of which related parties	181	762
Other Liabilities	22.155	22.017
of which related parties	236	230
Total Current Liabilities	170.669	170.272
Total Equity and Liabilities	635.436	560.714



CASH FLOW STATEMENT	At June 30, 2019	At June 30 2018
C/000 Operation Activities	2019	2018
Net Profit (Induding Portion Attr. to Minority)	10.654	19.614
of which related parties	-360	-1.637
nome Taxes	3.637	4.975
Other Financial Income	-1.100	-17
nterest Expenses	3.717	3.027
of which related parties	132	3.021
^T X (Gains) and Losses	241	-525
Gain/Loss on non - current asset Disposals	-148	-133
Provisions & write-downs	224	769
	16.572	12.364
Amortisation, depredation & write-downs	33.796	40.075
Cash Flow from Operating Activities Before Changes in NWC	33.796	40.073
Change in Inventories	1.313	-8.919
Change in Trade and Other Receivables	-19.584	-1.562
of which related parties	-611	0
Change in Trade and Other Payables	-4.966	-19.038
of which related parties	36	-62
Change in Other Assets/Liabilities	402	1.828
of which related parties	681	1.282
Net Interest Expenses paid	-1.593	-2.580
Income Taxes paid	-713	-1.769
Change in Provisions for Risks and Charges	-58	-308
Cash Flow from Operating Activities (A)	8.597	7.721
Investing activities		
Investment in Tangible Assets	-30.421	-22.295
Disposal of Tangible Assets	183	860
Investment in Intangible Assets	-2.319	-8.334
Disposal of Intangible Assets	7	13
Investment in Right of Use	-2.976	(
Business Purchases Aquafil O'Mara	-35.618	(
of which Asset	-15.060	Ö
of which Goodwill	-14.040	0
of which cash	112	0
of which other assets and liabilities	-6.630	0
Disposal of Financial Assets	0	-160
Cash Flow used in Investing Activities (B)	-71.144	-29.923
Financing Activities		
Increase in no current Loan and borrowing	73.000	55.000
Decrease in no current Loan and borrowing	-11.320	-28.364
Net variation in current fiancial Assets and Liability	-1.105	744
of which related parties	2.030	(
Dividends Distribution	-12.273	-12.241
of which related parties	-7.316	-7.369
Increase (decrease) Share Capital	0	42
Cash Flow from Financing Activities (C)	48.301	15.181



NET FINANCIAL DEBT	At June 30, At December 31,		
€/000	2019	2018	
A. Cash	89.032	103.277	
B. Other cash equivalents	-	-	
C. Securities held-for-trading	-		
D. Liquidity $(A + B + C)$	89.032	103.277	
E. Current financial receivables	1.525	2.878	
F. Current bank loans and borrowing	(132)	(96)	
G. Current portion of non-current loans and borrowing	(47.223)	(35.496)	
H. Other current loans and borrowing	(10.113)	(3.498)	
I. Current financial debt $(F + G + H)$	(57.467)	(39.090)	
J. Net current financial debt (I + E+ D)	33.090	67.066	
K. Non-current bank loans and borrowing	(170.153)	(159.492)	
L. Bonds issued	(93.182)	(53.578)	
M. Other non-current loans and borrowing	(33.277)	(11.274)	
N. Non-current financial debt (K+L+M)	(296.612)	(224.344)	
O. Net financial debt (J+N)	(263.522)	(157.279)	

