## Aquafil Group

## Financial Results 30 ${ }^{\text {th }}$ September and III Quarter 2019

## 14th November 2019

synthetic fibres and polymers

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## 1. Highlights

| REVENUES <br> $(€ /$ mil $)$ |  |  |
| :---: | :---: | :---: |
|  | Q3YTD | Q3 |
| Act19 ${ }^{2}$ | $\mathbf{4 1 9 , 5}$ | $\mathbf{1 3 2 , 9}$ |
| Act18 | 430,9 | $\mathbf{1 3 9 , 6}$ |
| $\%$ Var <br> 19 to 18 | $-2,6 \%$ | $-4,8 \%$ |


| EBITDA <br> $(€ /$ mil $)$ |  |  |
| :---: | ---: | ---: |
|  | Q3YTD | Q3 |
| Act19 | 54,9 | 15,8 |
| Act18 | 61,6 | 16,6 |
| \% Var <br> 19 to 18 | $-10,8 \%$ | $-4,7 \%$ |


| NET PROFIT ADJUSTED ${ }^{1}$ ( $€ / \mathrm{mil}$ ) |  |  |
| :---: | :---: | :---: |
|  | Q3YTD | Q3 |
| Act19 | 16,2 | 3,0 |
| Act18 | 27,0 | 5,6 |
| $\begin{gathered} \text { \% Var } \\ 19 \text { to } 18 \end{gathered}$ | -40,0\% | -46,1\% |


|  | N.F.P. <br> $(€ /$ mil $)$ |
| :---: | :---: |
|  |  |
| Sep19 |  |
| 4 | 273,2 |
| Jun19 |  |
|  | 263,7 |

## REORGANIZAZION OF EMEA BCF PRODUCTION

Closing of Aqualeuna GmbH plan
YEARLY SAVING OF 4 €/MIL

ONE OFF COST $4 € /$ MIL IN Q3 2019

## ECONYL®

branded products

$$
+3,1 \%
$$

Q3YTD 2019
37,4\%
of fiber turnover at $\mathbf{3 0}^{\text {th }}$ Sep 2019


| Revenues |
| :---: |
| Area USA |
| $\mathbf{+ 2 7 , 0 \%}$ in H1 $2019^{2}$ |
| $\mathbf{+ 2 3 , 3 \%}$ in Q2 $2019^{2}$ |
| O'Mara acquisition |
| NTF product |
| Strike of General Motor |
| end Sep 19 |


| EBITDA decrease due | Net |
| :---: | :---: |
|  | Financial <br> Higher ECONYL |
| caprolactam Cost | Position |
| (ACR\#1 Start up - Shut |  |
| down cap. Increase) | $273,2 € /$ mil |
|  |  |
| EU Support in H1 | Adjusted |
|  | Net Financial |
| Position ${ }^{6}$ |  |
| MARKET Slow Down | $197,2 € /$ mil |

${ }^{1}$ Net Profit plus no recurring items less related tax effects - ${ }^{2}$ Including revenues of Aquafil O’Mara for an amount of $10,6 € /$ mil in Q3YTD 2019 and 7,5 $€ /$ mil in Q3 2019-3 including EBITDA of Aquafil O'Mara for an amount of $1,9 € / \mathrm{mil}$ in Q3YTD 2019 and $1,1 € / \mathrm{mil}$ in Q3 2019 and the effect of IFRS16 for an amount of $5,1 € / \mathrm{mil}$ in Q3YTD 2019 and $1,7 € / \mathrm{mil}$ in Q3 2019 $-{ }^{4}$ including the effect of IFRS16 for an amount of $29,3 € / \mathrm{mil}$ and the impact of $\mathrm{O}^{\prime}$ Mara acquisition for $36,6 € / \mathrm{mil}-{ }^{5}$ Without considering the revenues variation of Aquafil Engineering $\mathrm{GmbH}-{ }^{6}$ Without considering effect of IFRS16 adoption and O'Mara acquisition for $36,6 € / \mathrm{mil}$
2. Income Statement KPI on 30th September and of III Quarter 2019

The Income Statement Key Performance Indicators related with Q3 YTD and Q3 2019 compared with same period of 2018 are:

a) Revenues: decrease as effect of (i) reduction of all Product Lines revenues in EMEA due to market slowdown related with economic trends; (ii) lower revenues in Asia Oceania as consequence of general economic trends and tariffs war and lower revenues of the engineering services company Aquafil Engineering GmbH and, (iii) increase in North America of BCF fiber revenues, due to market growth in automotive sector, partially impacted in Q3 by the strike that affected General Motor, a final user of Aquafil US BCF Fiber dedicated to automotive sector and NTF fiber revenues $(10,6 € /$ mil YTD and 7,5 in Q3) of O'Mara acquisition;
b) EBITDA: decreases notwithstanding positive effects of (a) IFRS16 for $5,1 € / \mathrm{mil}$ (Q3YTD) and $1,7 € / \mathrm{mil}$ (Q3), (b) O'Mara EBITDA for 1,9 $€ /$ mil (Q3YTD) and $1,1 € /$ mil (Q3). Without considering these effects EBITDA would have been of $48 € /$ mil in Q3YTD and $12,9 € /$ mil in Q3. EBITDA reduction in the period is mainly due to: (a) ca $5,0 € / \mathrm{mil}$ higher ECONYL ${ }^{\circledR}$ caprolactam production costs deriving from ARC\#1 startup and the shut down of ECONYL ${ }^{\circledR}$ plant in Slovenia to increase its capacity (b) ca $4,0 € / \mathrm{mil}$ as impact of lower utilization rates of European plants due to market slowdown; and (c) ca $2,5 € /$ mil logistic and tariff costs related to the first half 2019 EU production support to North American market increase;
c) EBIT Adjusted: decrease as a result of EBITDA reduction and higher depreciation and amortization of period mainly due to IFRS16 adoption effect.
d) EBIT: decrease as a result of EBIT Adjusted reduction and higher non recurring costs in the quarter mainly related to cost provision for closing Aqualeuna GmbH plant in Germany;
e) EBT: decrease as a result of EBIT reduction, increase of net financial cost due to higher indebtness mitigated by a positive effect of the exchange gain of period;
f) Net Result: decrease as a result of EBT reduction and also for an higher tax rates, deriving from some non recurring effects on deferred taxes and higher tax provision due to potential tax regime modification of Aquafil S.p.A. (IRAP).
g) Net Result Adjusted: is determined as Net Profit plus no recurring items less related tax effects that decrease.
3. Balance Sheet and Financial KPI on 30th September 2019

The Balance Sheet and Financial Key Performance Indicators related with Q3 YTD and Q3 2019 compared with same period of 2018 are: :

## Balance Sheet and Financial KPI

( $€$ /mil)

| CAPEX | 46,7 |
| :--- | :--- |


| CHANGE OF NET WORKING CAPITAL |
| :--- |

a) CAPEX of $46,7 € /$ mil of which $4,6 € /$ mil related to period increase due to IFRS16 adoption, without considering effects of O'Mara Incorporated acquisition and of IFRS16 first time adoption. Capex is mainly relating to (i) increase of ECONYL ${ }^{\circledR}$ caprolactam production capacity including by construction of two Carpet Recycling plants located in Phoenix and Sacramento, (ii) expansion of fiber production capacity in the United States, (iii) production and industrial efficiency improvement projects.
b) NET WORKING CAPITAL CHANGE of $25,9 € / \mathrm{mil}$ without considering the effect of O'Mara Incorporated acquisition. Change of net working capital is mainly due to North America operations that increase revenues and also exploit opportunity of attractive price raw material procurement with shorter payment terms.
c) ADJUSTED NET FINANCIAL POSITION: of $207,3 € /$ mil, calculated as Net Financial Position less O'Mara Incorporated acquisition and IFRS16 adoption effect. It was equal to $197,2 € / \mathrm{mil}$ at 30 June 2019 and $157,3 € /$ mil at 31 Dec 2019. Variation to end 2018 is mainly related with:
i. $\quad+43,0 € /$ mil of cash flow from operating activities;
ii. $-46,7 € /$ mil of CAPEX;
iii. $-25,9 € /$ mil of NWC change;
iv. $-12,3 € /$ mil of divided payment;
v. $-5,0 € /$ mil of payment of financial cost and taxes.
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## 4. Focus on Turnover

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## ENDLESS POSSIBILITIES

The Group's revenues of ECONYL ${ }^{\circledR}$ branded products grow of 3,1\% at Q3YTD 2019 and 0,3\% in third quarter compared to same periods of 2018.
\% of Revenues of product branded ECONLY ${ }^{\text {® }}$
Q3YTD-2019
\% of Revenues of product branded ECONLY®
Third Quarter 2019

\% of Revenues of product branded ECONLY® Third Quarter 2018


The Group's revenues of ECONYL ${ }^{\circledR}$ branded products in first half 2019 are equal to the $\mathbf{3 7 , 4 \%}$ of total fiber revenues.

The comparison of amount and percentage of Revenues broken down by Line of Product on Q3 and Q3YTD 2019 vs the same period of 2018 are:
\% of Revenues by Product Line

| Revenues ( $€ / \mathrm{mil})$ by Product Line | $\begin{array}{r} \text { Q3 YTD } \\ 2019 \end{array}$ | $\begin{array}{r} \text { Q3 YTD } \\ 2018 \end{array}$ | $\Delta$ <br> Valore | $\begin{gathered} \Delta \\ \% \end{gathered}$ | $\begin{array}{r} \text { Q3 } \\ 2019 \end{array}$ | $\begin{array}{r} \text { Q3 } \\ 2018 \end{array}$ | Valore | $\begin{gathered} \Delta \\ \% \end{gathered}$ | 7,7\% <br> $19,3 \%$ | 9,9\% <br> $16,5 \%$ | 7,1\% 20,7\% | $\begin{gathered} 8,7 \% \\ 14,7 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BCF (fiber for carpet) | 306,4 | 317,3 | $(10,9)$ | -3,4\% | 95,9 | 107,0 | $(11,1)$ | -10,3\% |  |  |  |  |
| NTF (fiber for fabrics) | 80,9 | 71,2 | 9,7 | 13,7\% | 27,5 | 20,5 | 7,0 | 34,1\% |  |  |  |  |
| Polymers | 32,3 | 42,5 | $(10,3)$ | -24,1\% | 9,4 | 12,2 | $(2,8)$ | -22,7\% |  |  |  |  |
| TOTAL | 419,5 | 430,9 | $(11,4)$ | -2,6\% | 132,9 | 139,7 | $(6,8)$ | -4,9\% |  |  |  |  |

Compared with the same periods of previous year:
(a) BCF (fiber for carpet) Product Line revenues reduce of 3,4 in Q3YTD 2019 and of 10,4 in Q3. Variation on YTD base is partially due to the lower revenues of the engineering services company Aquafil Engineering GmbH. Excluding this effect revenues reduce of $1,8 \%$ at Q3 YTD while are substantially unchanged in quarter. Variations are mainly related with:
i. revenues increase in North America where Group took definitive advantage by the exit of a competitor from some kind of product despite slowing up slightly at end of September due to General Motor strike, one of final user of BCF Fiber dedicated to automotive sector.
ii. revenues decrease in EMEA where the market confirm the slow down due to the general economic trend;
iii. revenues decrease in Asia Oceania in due to market slow down, already highlighted during second quarter for economic trends and tariffs war;
(b) NTF (fiber for fabrics) revenues grows of $13,7 \%$ Q3YTD and of $34,1 \%$ in Q3. On like-for-like consolidation scope, therefore without considering the acquisition of the company $O^{\prime}$ Mara revenues would have to be reduced to $1,2 \%$ in Q3YTD and $2,3 \%$ in Q2 due to market trend in the area;
(c) Polymers revenues decrease of $24,1 \%$ in Q3YTD and $22,7 \%$ in Q3 due to in-house use of polymers to produce fiber and 2 lower quantities sold in EMEA and in North America.

The comparison of amount and percentage of Revenues broken down by Geographical Area on Q3 and Q3YTD 2019 vs the same period of 2018 are:
\% of Revenues by Geographical Area

| Revenues (€/mil) | Q3 YTD | Q3 YTD | $\boldsymbol{\Delta}$ | $\boldsymbol{\Delta}$ | Q3 | Q3 | $\boldsymbol{\Delta}$ | $\boldsymbol{\Delta}$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| by Geographical Area | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | Valore | $\%$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | Valore | $\%$ |
| EMEA | 250,8 | 276,3 | $(25,5)$ | $-9,2 \%$ | 74,3 | 81,5 | $(7,2)$ | $-8,9 \%$ |
| North America | 97,3 | 76,6 | 20,7 | $27,0 \%$ | 35,3 | 28,6 | 6,7 | $23,3 \%$ |
| Asia Oceania | 70,4 | 77,6 | $(7,2)$ | $-9,3 \%$ | 22,8 | 29,3 | $(6,5)$ | $-22,2 \%$ |
| RoW | 1,0 | 0,4 | 0,7 | $\mathbf{1 7 3 , 1 \%}$ | 0,5 | 0,2 | 0,3 | $\mathbf{1 8 1 , 7 \%}$ |
| TOTAL | $\mathbf{4 1 9 , 5}$ | $\mathbf{4 3 0 , 9}$ | $\mathbf{( 1 1 , 4 )}$ | $\mathbf{- 2 , 6 \%}$ | $\mathbf{1 3 2 , 9}$ | $\mathbf{1 3 9 , 6}$ | $\mathbf{( 6 , 8 )}$ | $\mathbf{- 4 , 8 \%}$ |



Compared with the same periods of previous year:
(a) EMEA revenues decrease of $9,2 \%$ in Q3YTD and 8,9 in Q3. Variation is related with lower sales of all Product Lines due to the general economic trend.
(b) North America revenues grows of $27,0 \%$ in Q3YTD and $23,3 \%$ in Q3. On like-for-like consolidation scope, therefore without considering acquisition of the company O'Mara revenues would have to be increased of $13,2 \%$ in Q3YTD and a reduction of $2,9 \%$ in Q3. Yearly variation is totally related with higher sales of BCF products that took definitive advantage by the exit of a competitor from the business of some kind of product. Quarterly reduction is related with the decrease of revenues of polymers Product Line and also to General Motor strike, one of final user of BCF Fiber dedicated to automotive sector.
(c) Asia Oceania: revenues decrease of $9,3 \%$ in Q3YTD and $22,2 \%$ in Q3. Variation is partially due to the lower revenues of the engineering services company Aquafil Engineering GmbH. Excluding this effect, revenues decrease of 3,6\% in Q3YTD due to general economic trends and tariffs war.
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## 5. Aquafil Group at Glance

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THE ECONYL*
REGENERATION SYSTEM

- Pioneers of circularity with ECONYL ${ }^{\circledR}$ :
- 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 ${ }^{\circledR}$ 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;
- $\quad € 555,2 \mathrm{~m}$ of Revenues in FY2018-528,3m FY17;
- $\quad € 77,9 m$ EBITDA in FY2018-73,8m EBITDA in FY17





## AQUAFIL WORLDWIDE



CROATIA
Oroslavje
Aquafil CRO
SLOVENIA
Ljubljana
Aquafilsto
Senožeče
AquafilSLO Senožeče
Štore
AquafilSLO Štore
Ajdovščina
AquafilSLO Ajdovščina

## CHINA

Jiaxing
Aquafil Jiaxing

## THAILAND

(Rayong
Aquafil Asia Pacific


## ECONYL <br> ENDLESS POSSIBILITIES

## THE ECONYL® REGENERATION SYSTEM

- $100 \%$ regenerated $\&$ regenerable nylon
- Unique proprietary technology
- $37 \%$ of Aquafil Fiber Turnover 2018



## 6. First Half and Second Quarter 2019 Financial Statement

| RECONCILIATION FROM NET PROFIT TO EBITDA €/000 | September 2019 | September 2018 | Third Quarter 2019 | Third Quarter 2018 |
| :---: | :---: | :---: | :---: | :---: |
| Net Profit (Including Portion Attr. to Minority ) | 9.533 | 24.355 | (1.120) | 4.740 |
| Income Taxes | 3.714 | 6.877 | 77 | 1.452 |
| Amortisation \& Depreciation | 25.972 | 18.923 | 9.398 | 6.560 |
| Write-downs \& Write-backs of intangible and tangible assets | 236 | 1.433 | 12 | 665 |
| Financial items ${ }^{*}$ ) | 6.191 | 6.606 | 1.605 | 2.151 |
| No recurring items (**) | 9.265 | 3.369 | 5.869 | 1.057 |
| EBITDA | 54.911 | 61.563 | 15.841 | 16.625 |
| Revenue | 419.537 | 430.932 | 132.870 | 139.641 |
| EBITDA Margin | 13,1\% | 14,3\% | 11,9\% | 11,9\% |


| RECONCILIATION FROM EBITDA TO | September | September | Third Quarter | Third Quarter |
| :--- | ---: | ---: | ---: | ---: |
| EBIT ADJUSTED $\quad € / 000$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |
| EBITDA | 54.911 | $\mathbf{6 1 . 5 6 3}$ | $\mathbf{1 5 . 8 4 1}$ | $\mathbf{1 6 . 6 2 5}$ |
| Amortisation \& Depreciation | 25.972 | 18.923 | 9.398 | 6.560 |
| Write-downs \& Write-badks of intangible and tangible assets | 236 | 1.433 | 665 |  |
| EBIT Adjusted | 28.703 | 41.206 | $\mathbf{6 . 4 3 1}$ | $\mathbf{9 . 4 0 0}$ |
| Revenue | 419.537 | 430.932 | 132.870 | 139.641 |
| EBIT Adjusted Margin | $6,8 \%$ | $9,6 \%$ | $4,8 \%$ | $6,7 \%$ |

${ }^{*}$ ) The financial items include: (i) non-recurring financial income of Euro 1.1 million in the period ending September 30, 2019 (ii) financial charges of Euro 6.2 million and Euro 4.3 million respectively in the periods ending September 30, 2019 and September 30, 2018, (iii) cash discounts of Euro 2.5 million end Euro 2.8 million respectively in the periods ending September 30, 2019 and September 30, 2018, and (iv) exchange gains of Euro 1.4 million and Euro 0.4 million respectively in the periods ending September 30, 2019 and September 30, 2018.
$\left({ }^{* *}\right)$ This includes (i) non-recurring charges related to the expansion of the Aquafil Group and other corporate transactions for Euro 3.7 million and 2.4 million respectively in the periods ending September 30, 2019 and September 30, 2018, (ii) non-recurring industrial charges of Euro 1.0 million for the period ending September 30, 2019, (iii) costs for restructuring and the regularization of expatriated personnel for Euro 4.1 million and Euro 0.5 million respectively in the periods ending September 30, 2019 and September 30, 2018 and (iv) other non-recurring charges of Euro 0.5 million and Euro 0.5 million respectively in the periods ending September 30, 2019 and September 30, 2018.

| CONSOLIDATED INCOME STATEMENT $\epsilon / 000$ | $\begin{array}{r} \text { September } \\ 2019 \end{array}$ | of wich non-current | September 2018 | non-current ${ }^{\text {of wich }}$ | Third Quarter ${ }^{2019}$ | non-current | Third Quarter ${ }^{2018}$ | rof wich |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 419.537 |  | 430.932 |  | 132.870 |  | 139.641 |  |
| of which related parties | 29 |  | 204 |  |  |  | 16 |  |
| Other Revenue | 1.592 | 112 | 1.093 | 419 | 411 | 17 | 499 | 276 |
| Total Revenue and Other Revenue | 421.129 | 112 | 432.025 | 419 | 133.281 | 17 | 140.140 | 276 |
| Raw Material | (217.206) | (116) | (224.130) | (211) | (68.981) | 3 | (76.135) | (110) |
| Services | (75.587) | (3.383) | (73.639) | (2.281) | (24.396) | (1.043) | (24.218) | (696) |
| of which related parties | (343) |  | (2.685) |  | (124) |  | (896) | - |
| Personel | (84.741) | (5.146) | (77.236) | (1.182) | (30.680) | (4.407) | (24.388) | (524) |
| Other Operating Costs | (2.703) | (733) | (1.718) | (114) | (1.392) | (440) | (671) | (3) |
| of which related parties | (38) |  | (52) |  | - | - | (17) | - |
| Depreciation and Amorti zation | (25.972) |  | (18.923) |  | (9.398) |  | (6.560) | - |
| Provi s ions and Write-downs | (236) |  | (1.433) |  | (12) | - | (665) | - |
| Capitalization of Internal Construction Costs | 2.283 |  | 122 |  | 1.398 | - | 42 | - |
| EBIT | 16.966 | (9.265) | 35.068 | (3.369) | (182) | (5.869) | 7.544 | (1.057) |
| Other Financial Income | 1.120 | 1.082 | 31 |  | 20 |  | 14 | - |
| Interest Expenses | (6.236) |  | (4.269) |  | (2.518) |  | (1.242) | - |
| of which related parties | (132) |  |  |  |  |  |  |  |
| FX Gains and Losses | 1.396 |  | 401 |  | 1.636 | - | (124) | - |
| Profit Before Taxes | 13.247 | (8.183) | 31.232 | (3.369) | (1.043) | (5.869) | 6.193 | (1.057) |
| Income Taxes | (3.714) |  | (6.877) |  | (77) | - | (1.452) | - |
| Net Profit (Including Portion Attr. to Minority ) | 9.533 | (8.183) | 24.355 | (3.369) | (1.120) | (5.869) | 4.740 | (1.057) |
| Net Profit Attributable to Minority Interest | 0 |  | - |  | 0 |  | - |  |
| Net Profit Attributable to the Group | 9.533 |  | 24.355 |  | 2.958 |  | 9.787 |  |
| Basic earnings per share | 0,19 |  | 0,48 |  | $(0,02)$ |  | 0,09 |  |
| Diluted earnings per share | 0,19 |  | 0,48 |  | $(0,02)$ |  | 0,09 |  |


| CONSOLIDATED BALANCE SHEET €/000 | At Septembre 30, 2019 | At December 31, 2018 |
| :---: | :---: | :---: |
| Intangible Assets | 18.387 | 15.992 |
| Goodwill | 14.673 | - |
| Tangible Assets | 256.070 | 189.661 |
| Financial Assets | 677 | 404 |
| of which related parties | 313 | 79 |
| Other Assets | 2.189 | 2.189 |
| Deferred Tax Assets | 7.987 | 7.841 |
| Total Non-Current Assets | 299.984 | 216.087 |
| Inventories | 196.835 | 189.678 |
| Trade Receivable | 33.470 | 34.046 |
| of which related parties | 46 | 66 |
| Financial Current Assets | 1.585 | 2.878 |
| Current Tax Receivables | 1.624 | 451 |
| Other Current Assets | 13.726 | 14.297 |
| of which related parties | 1.665 | 1.859 |
| Cash and Cash Equivalents | 89.509 | 103.277 |
| Total Current Assets | 336.750 | 344.627 |
| Total Current Assets | 636.734 | 560.714 |
| Share Capital | 49.722 | 49.722 |
| Reserves | 81.821 | 62.969 |
| Group Net Profit for the year | 14.050 | 31.119 |
| Group Shareholders Equity | 145.593 | 143.810 |
| Net Equity attributable to minority interest | 1 | 1 |
| Net Profit for the year attributable to minority interest | - | 0 |
| Total Sharholders Equity | 145.594 | 143.811 |
| Employee Benefits | 5.730 | 5.702 |
| Non-Current Financial Liabilities | 313.465 | 224.345 |
| of which related parties | 14.573 | - |
| Provisions for Risks and Charges | 1.234 | 1.169 |
| Deferred Tax Liabilities | 5.786 | 3.582 |
| Other Payables | 16.709 | 11.833 |
| Total Non-Current Liabilities | 342.925 | 246.631 |
| Current Financial Liabilities | 50.782 | 39.090 |
| of which related parties | 3.500 | - |
| Current Tax Payables | 1.731 | 2.270 |
| Trade Payables | 74.818 | 106.895 |
| of which related parties | 238 | 762 |
| Other Liabilities | 20.884 | 22.017 |
| of which related parties | 236 | 230 |
| Total Current Liabilities | 148.215 | 170.272 |
| Total Equity and Liabilities | 636.734 | 560.714 |


| CASH FLOW STATEMENT $\epsilon / 000$ | $\begin{array}{r} \text { At September 30, } \\ 2019 \\ \hline \end{array}$ | At September 30, 2018 |
| :---: | :---: | :---: |
| Operation Activities |  |  |
| Net Profit (Induding Portion Attr. to Minority) | 9.533 | 24.355 |
| of which relatedparties | 484 | -1.637 |
| Income Taxes | 3.714 | 6.877 |
| Other Financial Income | -1.120 | -31 |
| Interest Expenses | 6.236 | 4.269 |
| of which related parties | -132 | 0 |
| FX (Gains) and Losses | -1.396 | -401 |
| (Gain)/Loss on non - current asset Disposals | -192 | -52 |
| Provisions \& write-downs | 236 | 1.433 |
| Amortisation, depreciation \& write-downs | 25.963 | 18.923 |
| Cash Flow from Operating Activities Before Changes in NWC | 42.973 | 55.373 |
| Change in Inventories | -1.531 | -8.417 |
| Change in Trade and Other Receivables | -34.222 | -9.798 |
| of which related parties | -524 | 133 |
| Change in Trade and Other Payables | 4.710 | -18.732 |
| of which related parties | 20 | 76 |
| Change in Other Assets/Liabilities | 5.594 | -3.656 |
| of which related parties | 200 | -102 |
| Net Interest Expenses paid | -4.166 | -3.421 |
| Income Taxes paid | -821 | -3.595 |
| Change in Provisions for Risks and Charges | -473 | -470 |
| Cash Flow from Operating Activities (A) | 12.065 | 7.284 |
| Investing activities |  |  |
| Investment in Tangible Assets | -38.963 | -38.867 |
| Disposal of Tangible Assets | 277 | 917 |
| Investment in Intangible Assets | -3.421 | -9.665 |
| Disposal of Intangible Assets | 9 | 23 |
| Investment in Right of Use | -4.614 | 0 |
| Business Purchases Aquafil O'Mara | -37.225 | 0 |
| of which Asset | -15.715 | 0 |
| of which Goodnill | -14.673 | 0 |
| of which cash | 150 | 0 |
| of which other assets and liabilities | -6.988 | 0 |
| Disposal of Financial Assets | 0 | 39 |
| Cash Flow used in Investing Activities (B) | -83.938 | -47.553 |
| Financing Activities |  |  |
| Increase in no current Loan and borrowing | 103.000 | 90.000 |
| Decrease in no current Loan and borrowing | -31.255 | -39.496 |
| Net variation in current fiancial Assets and Liability | -1.367 | -1.692 |
| of which related parties | 3.184 | 0 |
| Dividends Distribution | -12.273 | -12.241 |
| of mbich related parties | -7.316 | -7.369 |
| Increase (decrease) Share Capital | 0 | 42 |
| Cash Flow from Financing Activities ( C) | 58.104 | 36.612 |
| Net Cash Flow of the Year (A)+(B)+(C) | -13.769 | -3.657 |


| NET FINANCIAL DEBT | At September 30, At December 31, |  |
| :--- | ---: | ---: |
| $\boldsymbol{\epsilon / 0 0 0}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |
| A. Cash | 89.509 | 103.277 |
| B. Other cash equivalents | - | - |
| C. Seaurities held-for-trading | - | - |
| D. Liquidity (A + B + C) | $\mathbf{8 9 . 5 0 9}$ | $\mathbf{1 0 3 . 2 7 7}$ |
| $\boldsymbol{E}$. Current financial receivables | $\mathbf{1 . 5 8 5}$ | $\mathbf{2 . 8 7 8}$ |
| F. Current bank loans and borrowing | $(129)$ | $(96)$ |
| G. Current portion of non-current loans and borrowing | $(41.065)$ | $(35.496)$ |
| H. Other current loans and borrowing | $(9.589)$ | $(3.498)$ |
| $\boldsymbol{I}$ Current financial debt ( $\boldsymbol{F}+\boldsymbol{G}+\boldsymbol{H})$ | $\mathbf{( 5 0 . 7 8 2 )}$ | $\mathbf{( 3 9 . 0 9 0 )}$ |
| J. Net current financial debt (I + E+ D) | $\mathbf{4 0 . 3 1 2}$ | $\mathbf{6 7 . 0 6 6}$ |
| K. Non-current bank loans and borrowing | $(186.559)$ | $(159.492)$ |
| L. Bonds issued | $(92.868)$ | $(53.578)$ |
| M. Other non-current loans and borrowing | $(34.038)$ | $(11.274)$ |
| N. Non-current financial debt ( K + L + M ) | $\mathbf{( 3 1 3 . 4 6 5 )}$ | $\mathbf{( 2 2 4 . 3 4 4 )}$ |
| O. Net financial debt (J+N) | $\mathbf{( 2 7 3 . 1 5 4 )}$ | $\mathbf{( 1 5 7 . 2 7 9 )}$ |



