## AQUAFIL

# Corporate Presentation 

## Italian Champions Conference

Milan - December $4^{\text {th }}, 2019$

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- 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;
- $€ 555,2 \mathrm{~m}$ of Revenues in FY2018-528,3m FY17;
- $\quad € 77,9 m$ EBITDA in FY2018-73,8m EBITDA in FY17


synthetic fibres and polymers



## AQUAFIL WORLDWIDE



ca. 8,0\%






## Fiber for carpet flooring - BCF Product

## Product

Range

Co - development


- More than 20,000 SKUs, approximately 5,000 references renewed each year
- The only supplier of $100 \%$ regenerated ECONYL ${ }^{\circledR}$ fiber
- Broad proprietary color range
- Specialty polymers
- Carpet development centers in each geography
- Production of more than $\mathbf{8 , 0 0 0}$ samples per year
- The only player with production plants in $\mathbf{3}$ different continents
- Short delivery time: e.g. 2 weeks worldwide for the ECONYL® ${ }^{\circledR}$ solution dyed fiber
- Consistent high quality across all geographies to serve consistent product to global clients
synthetic fibres and polymers


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


Nurel SYNTHETIC FIBERS




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

TWD Fibres
[ N NILIT
$\square$
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- $90 \%+$ 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
- ECONYL®


## Attractive

Value
Proposition

- Dryarn ${ }^{\circledR}$
- Microlon
- Recognized brands and sophisticated product offer to the swimwear and lingerie sector
synthetic fibres and polymers


## 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



BURBERRY
Lonoon

STELL $/$ MCC + RTNEY


NAPAPDNDI
speedo Levis

ENDLESS POSSIBILITIES

## Dryarn ${ }^{\circledR}$ : a Successful High-performance Fiber

- Dryarn ${ }^{\circledR}$ is a niche, high-end fiber for sportswear and technical underwear applications
- Dryarn ${ }^{\circledR}$ 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 ${ }^{\circledR}$ Applications



- Mountain biking jersey
- Biking suit underwear

- Jeans

- High performance sportswear

Engineering Plastic



- 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


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


## ECONYL ENDLESS POSSIBILITIES

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


STEP 1: RESCUE


The ECONYL ${ }^{\oplus}$ 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.
 synthetic fibres and polymers

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


STEP 2: REGENERATE


Through a radical regeneration and purification process, the nylon waste is recycled right back to its original purity. That means ECONYL ${ }^{\oplus}$ regenerated nylon is exactly the same as virgin nylon.
 the fashion and interior industries.


STEP 4: REIMAGINE


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



## Cle

## INRII



## speedo

Interface
ege


BURBERRY
LONDON
stellimoctrtney


## Giulio BONAZZI

Chairman
Chief Executive Officer and President of BCF Area Asia Pacific


## Fabrizio CALENTI

Executive DirectorPresident of NTF \& ECONYL ${ }^{\oplus}$ Technology


# Adriano VIVALDI 

Executive Director
Chief Financial Officer


Franco ROSSI
Director
President of
BCF Area USA


Giuseppe CRIPPA
Senior Vice President of
Industrial Operations
BCF

## Revenues ( $£ \mathrm{~m}$ )

Revenues by Product Line H119 are composed by (a) $\mathbf{7 3 , 4 \%}$ 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 H 118 and represent in the ca $\mathbf{3 7 , 3 \%}$ of fiber sales.

## EBITDA (€m), EBIT Adjusted ${ }^{(1)}$ ( $(\mathrm{m}$ ) 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 ( $36,6 € / \mathrm{mil}$ ) and IFRS16 ( $29,7 € € / \mathrm{mil}$ ). Increase of $39,9 € / \mathrm{mil}$ is mainly related to (i) $+33,8 € / \mathrm{mil}$ 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 ${ }^{(2)}$ (\%)


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A capital structure with 3 type of Shares (a) Ordinary Share, (b) share B: dedicated to Giulio Bonazzi family with the same economic right of ordinary share but with 3 voting right for any share and (c) share C: no transferable, no economic and voting right but at certain conditions convertible in ordinary share at a ratio of 4,5 ordinary share for 1 Share C. At 31 ${ }^{\text {st }}$ 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
(by Voting Right)


## Board of Statutory Auditors

## Board of Directors

Giulio Bonazzi
Chairman and CEO


Adriano Vivaldi Executive Director

Franco Rossi Executive Director

Carlo Pagliani
Director ${ }^{(4)}$

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.

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## APPENDIX

| RECONCILIATION FROM NET PROFIT TO EBITDA €/000 | $\begin{array}{r} \text { Half Year } \\ 2019 \end{array}$ | 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-badks 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 $€ / 000$ | $\begin{array}{r} \text { Half Year } \\ 2019 \end{array}$ | Half Year 2018 | Second Quarter 2019 | 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.
$\left({ }^{* *}\right)$ 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 €/000 | Half Year 2019 | $\begin{array}{r} \text { of wich } \\ \text { non-current } \end{array}$ | $\begin{array}{r} \text { Half Year } \\ 2018 \end{array}$ | $\begin{array}{r} \text { of wich } \\ \text { non-current } \end{array}$ | Second Quarter 2019 | of wich non-current | Second Quarter 2018 | of wich 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 <br> €/000 | $\begin{array}{r} \text { At June } 30, \\ 2019 \\ \hline \end{array}$ | $\begin{array}{r} \text { At December 31, } \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: |
| 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 $\epsilon / 000$ | $\begin{array}{r} \text { At June 30, } \\ 2019 \\ \hline \end{array}$ | $\begin{array}{r} \text { At June 30, } \\ 2018 \\ \hline \end{array}$ |
| :---: | :---: | :---: |
| Operation Activities |  |  |
| Net Profit (Induding Portion Attr. to Minority) | 10.654 | 19.614 |
| of which relatedparties | -360 | -1.637 |
| Income Taxes | 3.637 | 4.975 |
| Other Finandial Income | -1.100 | -17 |
| Interest Expenses | 3.717 | 3.027 |
| of which related parties | 132 | 0 |
| FX (Gains) and Losses | 241 | -525 |
| (Gain)/Loss on non - current asset Disposals | -148 | -133 |
| Provisions \& write-downs | 224 | 769 |
| Amortisation, depreciation \& write-downs | 16.572 | 12.364 |
| Cash Flow from Operating Activities Before Changes in NWC | 33.796 | 40.075 |
| 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 relatedparties | 36 | -62 |
| Change in Other Assets/Liabilities | 402 | 1.828 |
| of which related parties | 681 | 1.282 |
| Net Interest Expenses paid | -1.593 | -2.586 |
| 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 | 0 |
| Business Purchases Aquafil O'Mara | -35.618 | 0 |
| of which Asset | -15.060 | 0 |
| of which Goodvill | -14.040 | 0 |
| of which cash | 112 | 0 |
| of which other assets and liabilities | -6.630 | 0 |
| Disposal of Financial Assets | 0 | -166 |
| Cash Flow used in Investing Activities (B) | -71.144 | -29.923 |
| Financing Activities |  |  |
| Increase in no carrent 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 relatedparties | 2.030 | 0 |
| Dividends Distribution | -12.273 | -12.241 |
| of which relatedparties | -7.316 | -7.369 |
| Increase (decrease) Share Capital | 0 | 42 |
| Cash Flow from Financing Activities ( C) | 48.301 | 15.181 |
| Net Cash Flow of the Year (A)+(B)+(C) | -14.245 | -7.021 |


| 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 ( $\mathrm{A}+\mathrm{B}+\mathrm{C}$ ) | 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 ( $\mathbf{K}+\mathrm{L}+\mathbf{M}$ ) | (296.612) | (224.344) |
| O. Net financial debt ( $\mathrm{J}+\mathrm{N}$ ) | (263.522) | (157.279) |



