



[ECNL:IM]

Investor Presentation Star Conference

Milan, 23/24th March 2022



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Aquafil at glance



A GLOBAL GROUP

19 plants in 3 continents and 8 countries;

FY 2020 - ca 2.800 employees,

€ 570m of revenues

€ 72m of EBITDA

MARKET LEADER IN NYLON

Fiber for carpet (BCF)

Fiber for fabrics (NTF)

Polymers and EP

A SUCCESSFUL BUSINESS MODEL

Proprietary technology with continuous R&D innovation
Manufacturing and operational excellence focused on high-end segments

PIONEERS OF CIRCULARITY WITH ECONYL®

A unique Regeneration System to produce sustainable fiber and polymers from nylon 6 waste Around 37% of fiber turnover

TARGETS AT 2025:

60% Of Revenues Generated By Fibers
From Econyl® Branded Products¹
35,000 Tons Of Post-consumer Waste
Collected Annually
Water Consumption Reduced By 30%
Compared To 2018



Aquafil at glance - A global Group



USA

Cartersville – Georgia
Aquafil USA 1 & 2

Phoenix - Arizona

Aquafil Carpet Recycling ACR#1

Aquafil Carpet Collection

Sacramento and Chula Vista - California

Aquafil Carpet Recycling ACR#2

Aquafil Carpet Collection

Rutherford College - North Carolina Aquafil O'Mara

% on FY2021 REVENUES

22,5%

EUROPE

ITALY

Arco, Cares and Rovereto
Aquafil Headquarter
Tessilquattro

CROATIA
Oroslavje
Aquafil CRO

SLOVENIA

Ajdovščina, Ljubljana Senožeče and Štore AquafilSLO (4 plants)

*UK*Kilbirnie
Aquafil UK

60,6%

ASIA PACIFIC

CHINA
Jiaxing
Aquafil Jiaxing

JAPAN Tokyo Aquafil Japan

THAILAND

Rayong

Aquafil Asia Pacific

16,4%



Aquafil at glance – Market Leader in Nylon with:



KEY APPLICATIONS

% on FY2021 REVENUES

Fiber for carpet flooring **BCF** Product







Automotive









Fiber for fabric NTF Product



Clothing & Fashion



Swimwear



Sportswear







23%

Polymers EP Product









17%



Aquafil at glance - A successful Business model





Production

BCF

Production and finishing of

premium synthetic yarns,

principally Nylon 6, for

flooring solutions

Distribution

Direct sale /

agents

Clients

Flooring Solutions

Manufacturers

Interface®

DESSO

ege

autoneum

Final application

Standard Caprolactam

• Nylon 6 monomer (building block) synthetically produced from oil derivatives. Price highly correlated to oil

ECONYL® Caprolactam

including post-consumer

(fishnets, used carpets,

From various waste



etc.)



ADVANSIX

NTF

Production and finishing of nylon 6, 6.6 and Dryarn® for textile applications



Polymer production for compounders

Direct sale / agents

Direct dialogue with companies interested in ECONYL®



EUTOjETSEY

SITIP



Selected **Application Users**



Contract



Residential



Automotive

Textile Manufacturers



Clothing & **Fashion**

Selected

Application Users



Swimwear



Sportswear

EP

Direct sale /

Compounders



Industrial Molding



Aquafil at glance – 50 years of growth – Key milestones



















1965 **Aguafil foundation**



1995 **Acquisition of** AquafilSLO

1999 **Establishment of Aquafil USA**





























Listing in Italian Stock Exchange







Establishment of Aquafil Carpet Recycling 1&2









2020



Acquisition of Planet Recycling



2021







Aquafil at glance – A Company to change the world



FORTUNE

MAGAZINE CHANGE THE WORLD

Fortune's 2019 Change the World List: Companies to Watch

By Matthew Heimer and Erika Fry 19 August 2019

"Burberry and Prada both recently launched collections featuring ECONYL®, a recycled nylon that this Italian yarn manufacturer creates from old fishing nets, fabric scraps, and discarded carpets.

The company claims that for every ton of the upcycled material it produces, it saves 7 barrels of crude oil and 5,7 tons of carbon emissions."





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Sustainability path - Driven by vision and business model

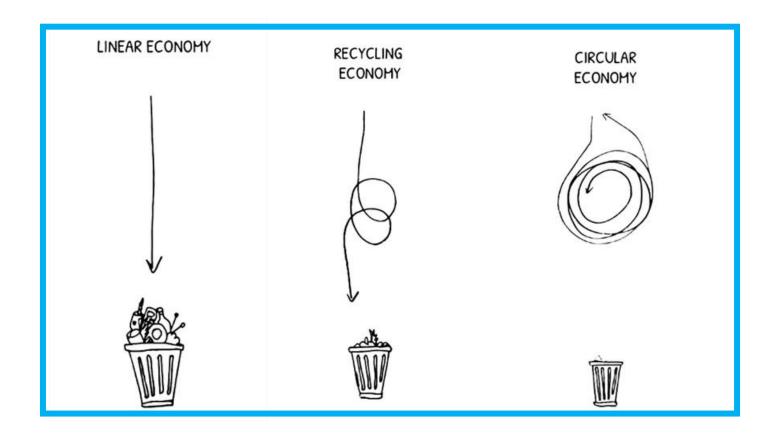


- Journey to circularity started with a deep business model review to prepare Group to next decades evolution based on cultural sensitiveness to environmental topics and Group R&D and technological strengths
- Aquafil correctly identified future trends which gradually became "secular" change drivers
 - Increasing volatility related to crucial raw materials both in term of availability and prices
 - Production process wastes management
 - Growing attention versus an "environmental" frame in the value chain and among stakeholders
 - Clients sharing the same vision
 - Many different regulators increasing focus to environmental laws all across Group presence countries
 - First steps versus Extended Production Responsibility ("EPR")
 - Civil society growing sensitiveness
- Eco-Design is next crucial step
 - from the "raw material-product-waste" linear model to the "closing the loop" paradigm
 - products build with raw materials which will become raw materials by themselves



Sustainability path – Driven by vision and business model







Sustainability path – A journey started in 1990



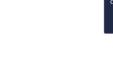












1990

«Lactamic waters» recovery from polymerization process

1998

Waste recovery for techno polymers production

2007

The Eco Pledge® foundation



2008

«Energy & Recycling» team: development of internal sustainability culture and related effective implementation (e.g. "green" energy and sustainable raw material procurement)

2011

ECONYL®
Regeneration System:
a production model
to obtain regenerated
raw materials rom
nylon waste recycling



2013

«The Healthy Seas – A journey from Waste to Wear» foundation: reduce abandoned at sea solid waste (fishing nets) through recovering and recycling

Publication of the **first ECONYL® polymer EDP**





Industrial symbiosis:

AquafilSLO excess thermal energy to the Atlantis water park in Ljubljana to reduce impact and energy waste of the two activities

ECONYL® Qualified:

develop an environmental qualification protocol to increase sustainability of ECONYL® supply chain

2018

"Sustainability" committee creation at management level

EFFECTIVE research project at European level: to develop nylon, starting from renewable raw materials



2019

SA 8000 certification for Aquafil S.p.A., which guarantees respect for the rights of the Group's workers and those who operate in the supply chain

Eco Pledge alignment to SDGs



2020

"Risk committee" board became "Risks and sustainability" committee

GRI topics alignment to SDGs



2021

Public disclosure within the Non Financial Declaration of Sustainability targets to be achieved by 2025 and 2028

Disclosure of financial information for 2021 activities aligned with EU taxonomy (EU Regulation 2020/852)





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The ECO PLEDGE®



SUPPORT LOCAL COMMUNITIES

Grow in harmony with local communities, promoting a prosperous and respectful development of their territory.

RETHINKING PRODUCTS IN A CIRCULAR PERSPECTIVE

Innovating products to make them more and more circular, giving new life to waste materials, in an infinite cycle.



PROTECTING THE ENVIRONMENT

Producing consciously and responsibly, pursuing continuos improvement and excellence in every aspetc.

SHARED RESPONSIBILITY ALONG THE SUPPLY CHAIN

Collaborate with suppliers and customers to bring about change and environmental sustainbility in the entire sector.



People who, with commitment and passion, are the foundation of the Group.



The ECO PLEDGE® – SDGs and GRI alignment



SUSTAINABILITY PILLARS

SUPPORTED SDGS

SUPPORTED GRI



RE THINKING PRODUCTS IN A CIRCULAR PERSPECTIVE







Until now no GRI related to new material development



PROTECTING THE ENVIRONMENT















302-1:2016 | 303-3:2018 303-4:2016 | 307-1:2016



ATTENTION TO THE WELL-BEING OF THE PEOPLE











307-1:2016 | 404-1:2016



SHARED RESPONSIBILITY **ALONG THE SUPPLY CHAIN**













307-1:2016 | 308-1:2016 413-1:2016 | 414-1:2016



SUPPORT LOCAL COMMUNITIES













413-1:2016



The ECO PLEDGE® - Sustainability plan and targets (1/2)



SUSTAINABILITY PILLARS IMPROVEMENT AR		IMPROVEMENT AREAS	PROJECT 2025 TARGET	
Ģ	RE THINKING PRODUCTS IN A CIRCULAR PERSPECTIVE	 Consolidating existing supply chain 	 Increasing the production of products branded ECONYL® ECONYL® accounting at 60% of fibre revenues 	of
		 Creating new sustainable value chains 	 Increasing the procurement of post-consumer waste 35.000 tons of post-consumer waste collected 	٢
		 Implementing eco-design approach 	 Collaborating with brands towards creating circular supply chain 13 projects of eco-design and circularity 	
		 Exploring new sustainable supply chain 	 Bio-based Nylon from renewable feedstock Demonstration at pre-industri scale 	ial
•	PROTECTING THE ENVIRONMENT	 Investing in energy from renewable sources 	 Procurement of electricity from renewable sources for the entire Aquafil group 100% of purchased renewable energy (target achieved in 202 	
		 Improving the impacts of production processes 	 ISO 14001 and ISO 50001 All plants certified ISO 14001 b 2025, and ISO 50001 by 2028 	ру
			 Reducing water consumption and discharge 	
			 Reducing GHG emission Set SBTs 	
	ATTENTION TO THE WELL-BEING OF THE PEOPLE	 Minimizing accidents (Zero accidents) 	ISO45001 / OHSAS18001 certification All plants certified	



The ECO PLEDGE® - Sustainability plan and targets (2/2)



SUSTAINABILITY PILLARS		IMPROVEMENT AREAS	PROJECT	2025 TARGET
	SHARED RESPONSIBILITY ALONG THE SUPPLY CHAIN	 Social Responsibility Integrating sustainability in purchasing procedures 	 ISO 8000 Implementing sustainability and social responsibility policies Increasing collaboration with EMEA BCF customers on take cack systems for pre-consumer waste 	 All plants certified by 2028 Participating in the UN Global Compact initiative Involving 60% of EMEA BCF customers
•	SUPPORT LOCAL COMMUNITIES	 Educating to environmental protection 	 Students visiting Aquafil's plants 	 Minimum 3 visits (yearly target)
		 Supporting local recreational initiatives 	 Supporting local initiatives 	 Minimum 10 sponsorships (yearly target)
		 Contributing to youth growth 	 Sponsoring events 	 Minimum 2 initiative supported (yearly target)
		Supporting vulnerable groups	 Supporting organizations working with vulnerable groups 	 Minimum 4 organizations supporting



The ECO PLEDGE® – Re-thinking products









Collaboration with the entire value chain is the crucial successful driver towards establishing new circular and sustainable business models



MAMMUT
Closing the loop in PA6 ropes

In collaboration also with the NGO Protect
Our Winters Switzerland, the initiative
enabled to collect end-of-life
mountaineering ropes and their recycling
(together with other pre- and
post-consumer waste) to produce ECONYL®
yarn



NAPAPIJRI Closing the loop in NTF

"Circular Series", the first circular apparel collection launched by Napapjri. With a monomaterial composition (filling and trims made of Nylon 6, while fabric made of ECONYL® Regenerated Nylon), the collection is 100% fully recyclable.

Thanks to a take back program, it can be returned after two years of use and recycled into new ECONYL® yarn



CORAL EYEWEAR
Closing the loop in Polymers

"Endangered collection": glasses and sunglasses made with ECONYL® and completed with frame recycling scheme

Take back system (active since 2021) which enable to return frames after the 2-year period of guarantee



The ECO PLEDGE® – Re-thinking products











products

Eco-Design to create products with the "end in mind" which will become future resources, and not wastes









Bio-caprolactam and bio-Nylon

Making a better Nylon 6

Realization of a pre-industrial scale plant to demonstrate the technical feasibility of the innovative technology to produce biocaprolactam from renewable, plant-based feedstock.

Coordinating project EFFECTIVE, funded by BBI JU (Bio-Based Industry Joint Undertaking) under the H2020 R&D programme

ECO-DESIGN

Designing carpets with the end in mind

Identification of eco-design solutions towards developing a new generation of textile flloring solutions that can be reacycled at the end of their useful life.

Participation in project CISUFLO (CIrcular SUstainable FLOor covering) funded by the European Commission under the H2020 R&D programme.



RESEARCH, DEVELOPMENT & INNOVATION

Developing new circular technologies

Development of a technology to chemically recycle (via depolymerization) PET.

Development of a technology to separate glass fibre from Nylon 6 in engineering plastics products.

Development of a technology to separate elastomer from Nylon 6 fabrics.

The ECO PLEDGE® – Protecting the environment



Aquafil is committed to respect the environment in each phase of its own production process





306-3:2020

- Therefore, activities and investments to reduce impacts and recover energy are constant across the years
 - E.g. installation of new heating systems with heat recovery, sharing excess thermal energy with structures close to the factories and choosing energy from renewable sources
- From this point of view, below the most relevant Group KPIs

	Unit
ENERGY CARRIER	GJ
GREENHOUSE GAS EMISSION	tCO₂eq
WATER CONSUMPTION	10 ⁶ liters
WATER DISCHARGE	10 ⁶ liters
WASTE PRODUCTION	t

2018	2021	Change	Comments 2018-2021
2.494.156	2.644.094	6.0%	Increase of production capacity and plants mostly mitigated by efficiency measures and consistent improvement of used "energy mix"
86.251	44.456	(48.5%)	Increase of green energy use and use of more efficient equipment
3.670	3.092	(15.7%)	Implementation of resources efficiency measure
3.823	3.314	(13.3%)	Implementation of resources efficiency measure
12.453	13.159	5.7%	Increase of the ECONYL® Regeneration System's capacity



The ECO PLEDGE® – Supply chain share responsibility



Aquafil establish solid relationships with its customers and suppliers,
 who share the commitment and desire to improve together towards a more
 sustainable supply chain, by leveraging on constant comparison and collaboration













Some example of partnership with suppliers and customers who become supplier:



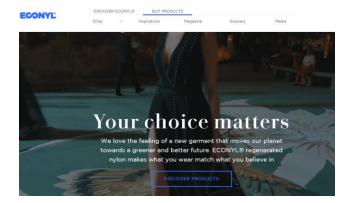


Leveraging on an internationally structured partnership network, Group can collect large quantities of waste to be regenerated into new ECONYL® yarn.



ECONYL® Qualified

An initiative to promote the continuous improvement of environmental performance of the ECONYL® supply chain. Five supplier categories already involved in the program.



ECONYL® e-commerce

An online platform with educational contents on sustainability, and where ECONYL® products can be shopped





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ECONYL®



ECONYL® regenerated nylon

100% recycled yarn made of plastic waste such as fishing nets, industrial scraps and used carpets

THE ECONYL®
REGENERATION SYSTEM

CA 37%

of 2021 Aquafil Fiber Revenues



ECONYL® - Steps



STEP4: 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 loosing its quality

THE ECONYL® REGENERATION SYSTEM



STEP1: Rescue

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

STEP3: Remake

ECONYL® regenerated caprolactam is processed into polymer and yarn for the fashion and carpet industries

STEP2: Regenerate

Through a depolymerization and purification process, the nylon waste is recycled right back to its original purity

That means ECONYL®
regenerated nylon is exactly the same as conventional nylon coming from oil

ECONYL® – **Drivers**



Innovative marketing activities

THE ECONYL® REGENERATION SYSTEM



R&D activities

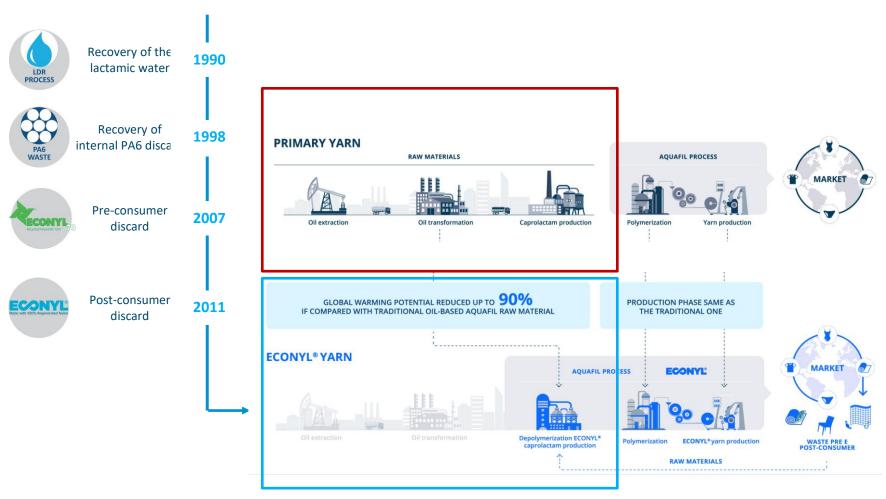
Industrial capacity increase

Creation of nylon waste reverse logistic platform

ECONYL® – Drivers – R&D activities



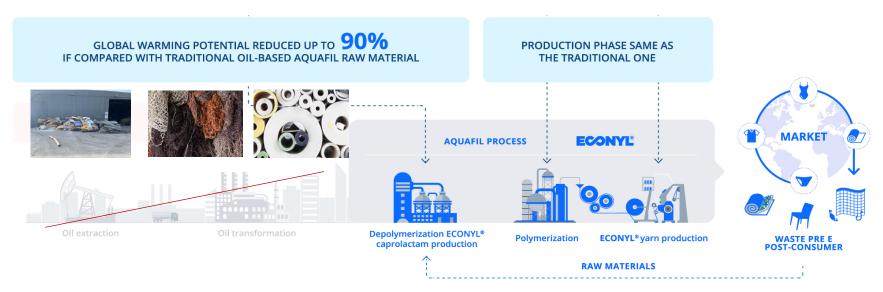
Usual R&D activities shown us new opportunities in Group production process



ECONYL® - Drivers - Nylon waste reverse logistic platform



- Group was able to built a nylon "reverse" supply chain to collect raw materials for ECONYL® to create a stable and competitive quantity of nylon waste to be supplied to the regeneration plant in Slovenia
 - Pre consumer waste
 - Carpets: December 2020 acquisition of Planet Recycling
 - Fishing nets: October 2021 the acquisition of Nofir
 - The next.....





ECONYL® – Drivers – Industrial capacity increase



- Circularity is one of the milestones of Group CAPEX process
 - Support development and environmental KPI targets achievements
- The capability to increase ECONYL® capacity, allowed to consistently follow demand growth
- Actual industrial capacity increased significantly through 2018-2019 will allow Group to both follow demand recovery and sustain medium-term growth





ECONYL® – Drivers – Innovating marketing activities



- Aquafil products are ingredients incorporated into final client products and therefore are not visible to end consumer
- Since its launch, ECONYL® ingredient proved to be the perfect fit for a different marketing strategy: a strong ingredient branding approach
- This thanks to three main conditions: "fits the category", "point of parity" and "point of difference"

FITS THE CATEGORY

ECONYL® perfectly fits in the category of "Sustainable Products"

POP

ECONYL® has those points of parity needed for a smooth and quick adoption. The high-quality standards allow the supply chain to easily replace any traditionally oil-based nylon fiber, without any compromise with esthetic, colors and hand fill

POD

ECONYL® has an edge over the competitors as it holds a unique story of a 100% regenerated nylon fiber from post and pre-consumer waste. The circular model provides a competitive advantage that no other product are able to give

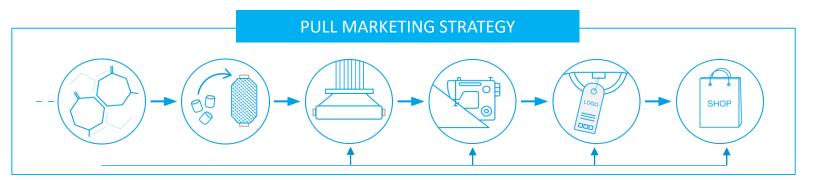


ECONYL® – Drivers – Innovating marketing activities



- "Traditional" marketing strategies
 - B2B strategy: building marketing towards chain next link through a narrow and single-sided customersupplier relationship
 - Multilevel Ingredient strategy ("pull strategy"): product demand is created at different levels through investments and cooperation with all tiers of the supply chain



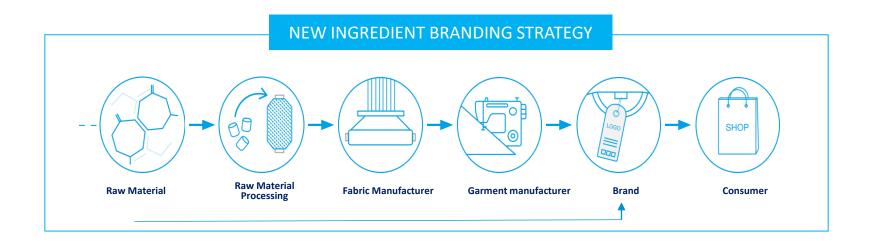




ECONYL® – Drivers – Innovating marketing activities



- ECONYL® branding strategies
 - Targeted only on the final brand, this approach surpasses limitations and dangers of a too narrow and single-sided customer-supplier relationship
 - Selling process is based on partnerships and direct communication with fashion and sportswear brands who are taking the purchasing decision. Cooperation with the entire value chain is thus focus around the ECONYL® ingredient
 - This approach is possible thanks to the ECONYL® POP and POD





ECONYL® – To consumer.....



Partner sharing same "circularity" vision were attracted by ECONYL® value proposition





















ALEXANDER MQUEEN



































Haglöfs

















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2022 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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FY21 Main Results



	REVENUES									
	2021	2020	Δ%							
FY	569,7	436,6	30,5%							
4Q	150,4	108,7	38,4%							

	ı	BITDA	
	2021	2020	Δ%
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%	

	NE		
	2021	2020	Δ%
FY	10,7	0,6	
% on Revenues	1,9%	0,1%	
4Q	(3,6)	3,5	
% on Revenues	-2,4%	3,2%	

			Y
		NFP	
	31.12.21	31.12.20	Δ%
FY	(179,3)	(218,7)	18,0%

SALES

VOLUME

+6% and +5% compared respectively to 4Q19 and FY19 (1)

EMEA

best macro area

Polymers

best product line

ECONYL®

ca 37% of Fiber Revenues

EBITDA

Higher to 2019

Thanks to

Volumes increase Consolidation of Saving Plan

Despite

Negative pass-through on "selling price" of raw material price increase Energy Costs

Difficult comparison in Q4 due to US PPP Loan in Q42020

NET PROFIT

Strong increase

driven by EBIT improvement

Lower

extraordinary costs

NFP

18,0% improvement

Strong Cash Generation

NFP/EBITDA LTM

3,748x

on 31st December 2020

2,488x

on 31st December 2021



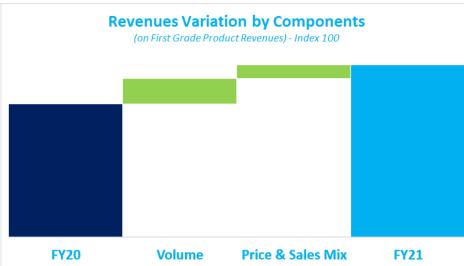
⁽¹⁾ Based on "First Grade Product" revenues

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

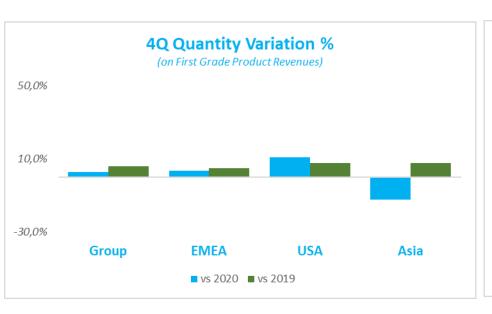


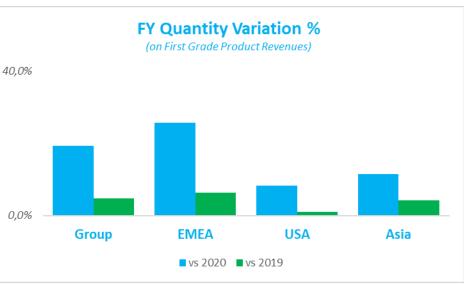




Revenues – Components – Quantity







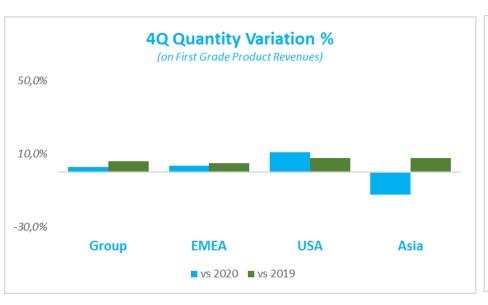
EMEA: volumes ca +26% vs FY20 and ca+6% vs FY19 / ca+4% vs 4Q20 and +5% vs 4Q19

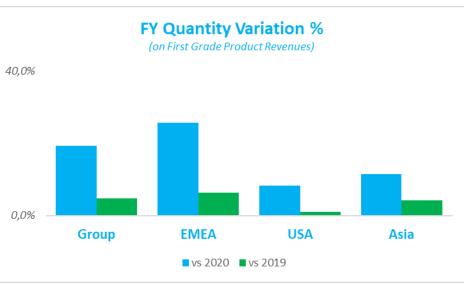
- BCF: recovery consolidation of "residential" and "automotive" market;
- NTF: ECONYL® branded products continues to grow;
- Polymers: best in class of growth in the region, with outstanding market demand



Revenues – Components – Quantity







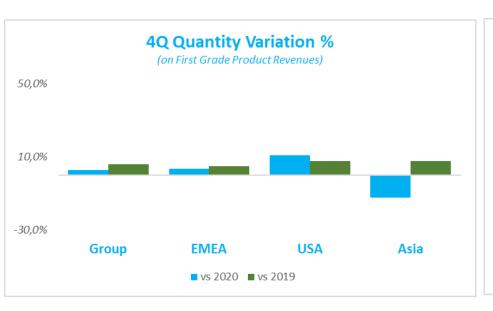
USA: volumes ca +8% vs FY20 and ca+1% vs FY19 / ca+11% vs 4Q20 and +8% vs 4Q19

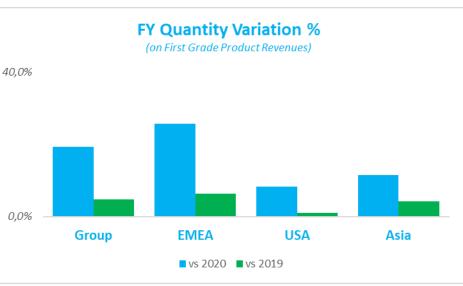
- BCF: in 4Q higher recovery of year thanks to "automotive" market;
- NTF: consolidates the growth



Revenues – Components – Quantity







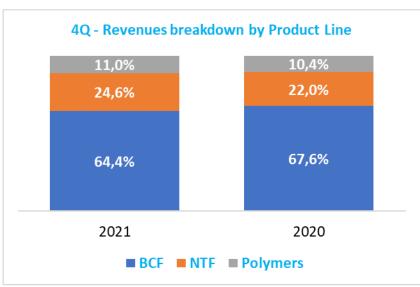
ASIA PACIFIC: volumes ca +11% vs FY20 and ca+4% vs FY19 / ca+12% vs 4Q20 and +8% vs 4Q19

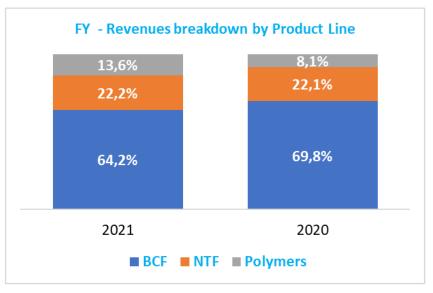
- BCF: in FY good performance of "residential", with a slow down in the 4Q in Oceania market.

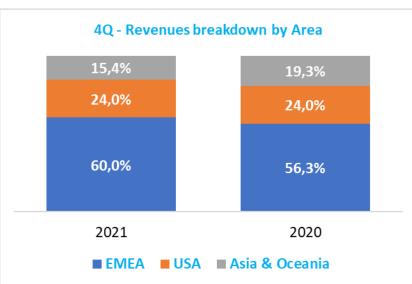


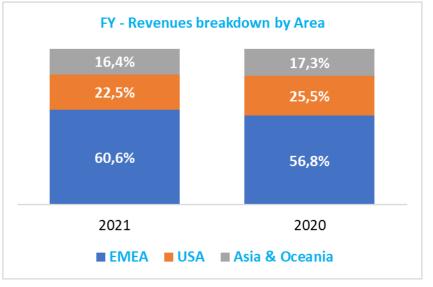
Revenues – Breakdown by Product Line and Area













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

Revenues – ECONYL®



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

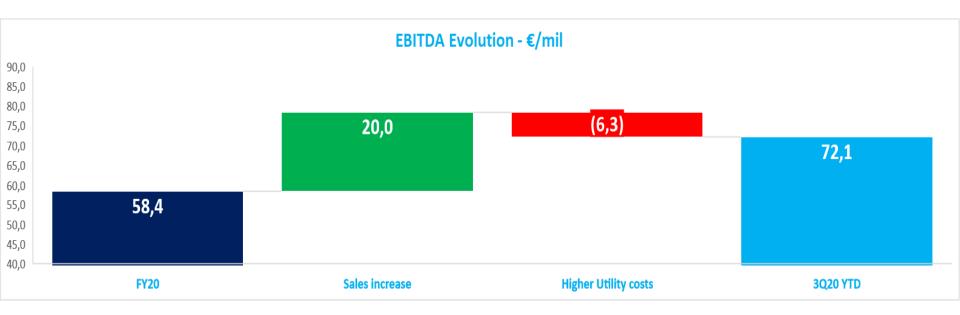




EBITDA – Strong recovery driven by volumes



- € 72,1 m in FY21 compared to € 58,4 m of FY20 and € 69,4 m of FY19
 - Strong impact of volumes increase;
 - During 4Q21 impact of higher utility costs (increase of price in Q122).





P&L - KPI



		4Q			FY	
	2021	2020	Δ%	2021	2020	Δ%
REVENUES	150,4	108,7	38,4%	569,7	436,6	30,5%
EBITDA	12,5	18,3	-31,7%	72,1	58,4	23,5%
% on net sales	8,3%	16,8%		12,7%	13,4%	
EBIT	(0,9)	5,8		21,5	5,9	-
% on net sales	-0,6%	5,3%		3,8%	1,4%	
EBT	(3,4)	3,0		14,6	0,1	-
% on net sales	-2,2%	2,8%		2,6%	0,0%	
NET RESULT	(3,6)	3,5	-	10,7	0,6	-
% on net sales	-2,4%	3,2%		1,9%	0,1%	

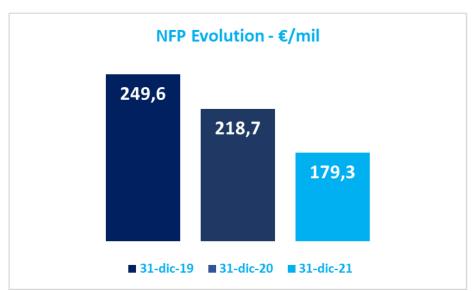
Q4: difficult comparison in Q4 due to (a) PPP Loan¹ conversion into grant in the fourth quarter 2020 and (b) high utility cost in 2021

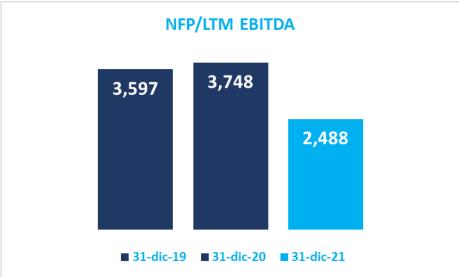


NFP - NPF/EBITDA



- NFP on 31st December 2021 equal to **179,3 €/mil**, improved by **18,0**% compared to 31st December 2020
- Ratio NPF/EBITDA LTM at 2,488x



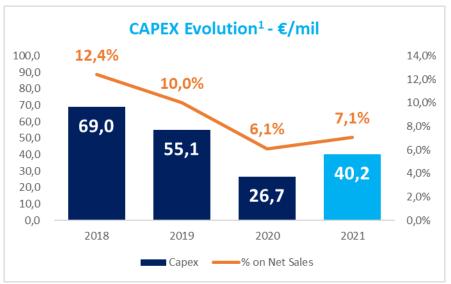


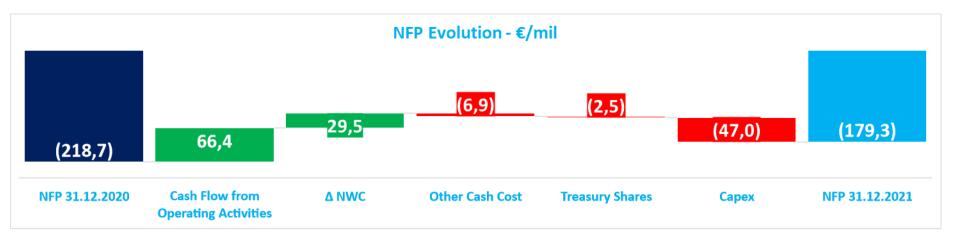


NFP – Focus on NWC and CAPEX



- CAPEX equal to € 40,2m 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







 $^{^{(1)}}$ Net CAPEX, IFRS16 impact excluded - $\,\%$ incidence on net sales



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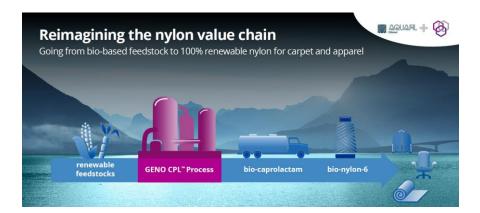
Projects updating - Bio based nylon project



- A pillar of Group "The ECO PLEDGE®" and one of the most relevant initiatives in which the Group takes part
 - 2 complementary and synergic paths: Genomatica and project EFFECTIVE

Genomatica

- Joint technological development to produce the first ever bio-based Nylon 6 from renewable raw materials
- Collaboration with Genomatica one of the leading bio-engineering company in the world started in 2017
- In 2019-2020, validation of the technology at "pilot" scale through the production of approx. one ton of biobased intermediate, which was then converted into bio-based caprolactam. Currently under conversion into bio-based Nylon 6
- 2021 step will be the construction and start-up of a demonstration plant





Projects updating – Bio based nylon project



- Project EFFECTIVE
 - Extending Aquafil-Genomatica initiative to the whole supply chain by validating bio-based polyamides and bio-based polyesters from renewable raw materials into large-consumer products
 - Polymers' versatility allows application in a wide range of products and sectors (filaments for textile applications, films for packaging, etc.)
 - Started in 2018, supported by the Bio-Based Industry Joint Undertaking (through the EU Horizon 2020
 Research Programme), and involving 12 organization from 7 European Countries.
 - Technologies have been already validated at "pilot" scale, and the upscaling of all manufacturing steps (from raw materials up to manufacturing of prototypes of carpets, fabrics and garments) is currently on-going







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 € 80-90m) ⁽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



^{(1) 2019} data – Group estimates

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 competitors 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®, 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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Ownership Structure & Governance – Ownership Structure



- A capital structure with 3 type of Shares
 - Ordinary Share
 - Share B: dedicated to Giulio Bonazzi family with the same economic right of ordinary share but with 3 voting right for any share
 - 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

51.218.794 SHARES DIVIDED IN 3 DIFFERENT TYPES



67.770.834 VOTING RIGHTS



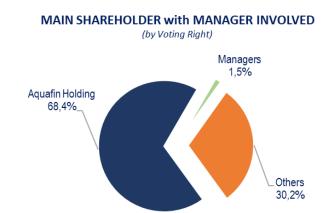


Ownership Structure & Governance - Ownership Structure



- Main Aquafil's shareholders is Aquafin Holding S.p.A., holding of Giulio Bonazzi Family
 - Managers are involved too

MAIN SHAREHOLDER with MANAGER INVOLVED (by Share) Managers 2,0% Aquafin Holding 58,0% Others 40,1%





Ownership Structure & Governance – Governance



BOARD OF DIRECTORS

Giulio Bonazzi
Chairman and CEO

Stefano Loro

Executive Director

Silvana Bonazzi

Director

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

Attilio Annoni Executive Director

Franco Rossi

Director

Ilaria Maria Dalla Riva Independent Director^{(1) (4) (6)}

Francesco Profumo

Independent Director (1) (4) (5)

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

STATUTORY AUDITORS

Stefano Poggi Longostrevi Chairman



Bettina Solimando Statutory Auditor **AUDITORS FIRMS**





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Mr. Sergio Calliari, the Manager in charge of preparing the corporate accounting documents, declares that, pursuant to Article 154-bis, paragraph 2, of the Legislative Decree No. 58 dated February 24, 1998, the accounting information contained in the Presentation correspond to document results, books and accounting records.

The reader should, however, consult any further disclosure Aquafil may make in documents it files with the Italian Securities and Exchange Commission and with the Italian Stock Exchange.



Definitions

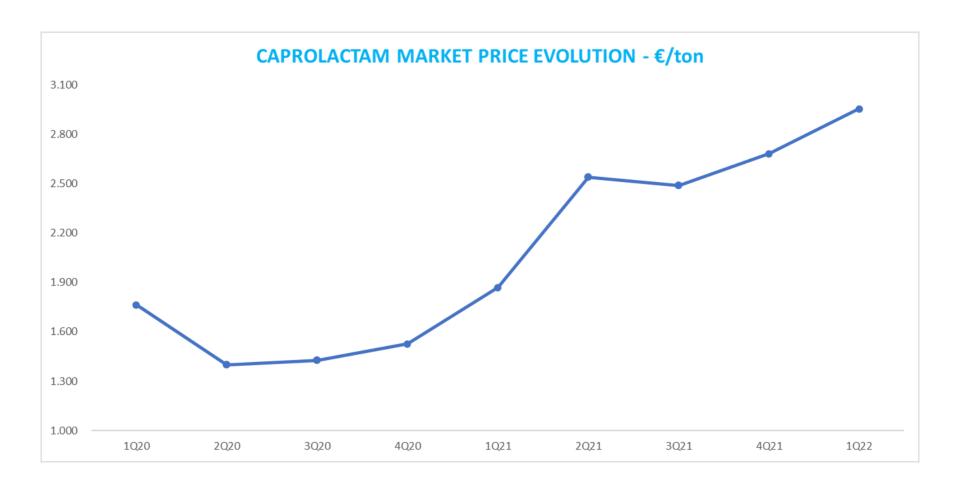


«FIRST CHOICE REVENUES»	"First choice revenues" are revenues generated by the sale of fibers and polymers, gross of any adjustments (for example, discounts and allowances), but excluding revenues generated by "non-first choice products", revenues generated by Aquafil Engineering GmbH and "other revenues". 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: A. Cash B. Other liquid assets C. Other current financial assets D. Liquidity (A+B+C) E. Current financial receivables F. Current bank payables G. Current portion of non-current debt H. Other current financial payables I. Current financial debt (F+G+H) J. Net current financial debt (I-D-E) K. Non-current bank payables L. Bonds issued M. Other non-current payables N. Non-current financial debt (K+L+M) O. Net financial debt (J+N)



Appendix - Sector Data - Caprolactam price evolution







Appendix - Consolidate Income Statements



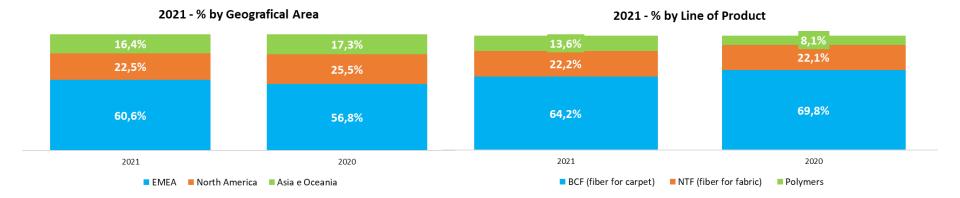
								1
CONSOLIDATED INCOME STATEMENT	December	,	December	3	Fourth	of wich non-	Fourth	of wich non-
€/000	2021	current	2020	current	Quarter 2021	current	Quarter 2020	current
Revenue	569.701	784	436.602	458	150.391	197	108.672	171
of which related parties	52		53		12		(27)	
Other Revenue	4.612	751	10.265	213	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 FY21



2021	BCF (fiber for carpet)				N	NTF (fiber for fabric)				Polymers				Total				
€/mil	2021	2020	Δ	Δ%	2021	2020	Δ	Δ%	2021	2020	Δ	Δ%	2021	2020	Δ	Δ%	% 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 %
% ТоТ	64,2%	69,8%			22,2%	22,1%			13,6%	8,1%			100,0%	100,0%				



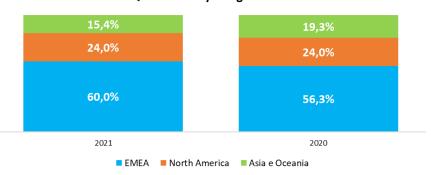


Appendix - Consolidate Income Statements - Revenues 4Q

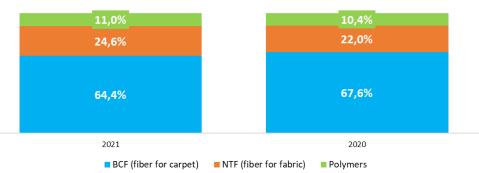


IV Quarter	ВС	NT	F (fiber fo	or fabric)			Polym	ers		Total								
€/mil	2021	2020	Δ	Δ%	2021	2020	Δ	Δ%	2021	2020	Δ	Δ%	2021	2020	Δ	Δ%	% 21	% 20
EMEA	48,9	35,1	13,8	39,2 %	28,0	15,9	12,1	76,1 %	13,3	10,2	3,2	31,1 %	90,2	61,2	29,0	47,5 %	60,0 %	56,3 %
North America	26,2	18,0	8,1	45,1 %	7,4	7,0	0,4	6,0 %	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 %
% ТоТ	64,4%	67,6%			24,6%	22,0%			11,0%	10,4%			100,0%	100,0%				

IV Quarter - % by Geografical Area



IV Trimestre - % by Line of Product





Appendix - Consolidate Income Statements - EBITDA & EBITD A

	E-MARKET SDIR
A	CERTIFIED

RECONCILIATION FROM NET PROFIT TO EBITDA €/000	December	December	Fourth Quarter	Fourth Quarter
	2021	2020	2021	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 EBIT ADJUSTED $\epsilon/000$	December 2021			Fourth Quarter 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 million in the periods ending December 31, 2021

synthetic fibres and polymers

Appendix - Consolidate Balance Sheet(1)



CONSOLIDATED BALANCE SHEET		At December 31,
€/000	At December 31, 2021	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,
€/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,
€/000	2021	2020
A. Liquidity	152.656	208.954
B. Cash and cash equivalents	-	-
C. Other current financial assets	860	834
D. Liquidity (A + B + C)	153.516	209.787
E. Current financial debt (including debt instruments but excluding the current portion of	(203)	(131)
non-current financial debt)		
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 (I + J + K)	(263.396)	(352.560)
M. Total financial debt (H + L)	(179.318)	(218.736)



Appendix - Consolidated Cash Flow Statement (1)



CASH FLOW STATEMENT	At December 31,	At December 31,
€/000	2021	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 includeed 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	<u>-</u>	-
Cash Flow from Financing Activities (C)	-105.100	84.200
Net Cash Flow of the Year (A)+(B)+(C)	-56.298	118.554



