

Guala Closures Group
3Q & 9M 2020 Results
11 November 2020



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* * *

Pursuant to Article 154-bis, paragraph 2, of Legislative Decree no. 58 of 24 February 1998, Anibal Diaz Diaz, in his capacity as manager responsible for the preparation of the Company’s financial reports, declares that the accounting information contained in this Presentation reflects Guala Closures’ documented results, financial accounts and accounting records.

Guala Closures Group

3Q & 9M 2020 Results – Highlights



3Q & 9M 2020 highlights



	OUR TARGETS	OUR DELIVERY
FINANCIALS	Revenues Growth	3Q 20 revenues at €154m, -2.2% YoY at constant FX, but +14% vs. 2Q 2020
	Consolidate profitability	Adj. EBITDA +0.2% at constant FX, margin 18.8% vs. 16.1% in 2Q20 At constant perimeter and FX, Sales -6% YoY, EBITDA +2.7% YoY, with Adj. EBITDA margin at 20.1%, up 170 p.p. vs 3Q 2019
	NFP	9M 2020 capex -9% YoY NFP €485m, in line with 1H 2020 and 9M 2019
BUSINESS	New Product launch	Two new luxury spirit closures
	Connected Closures	Ballantine's: first launch in China via e-commerce
	Update on production/business performance	USA & Eastern Europe performing well, Western Europe still suffering, India recovering quickly
CORPORATE	Release of eco-design guideline	In September, we released the eco-design guidelines, a major step forward in the development of sustainable packaging and our commitment of using 35% of recycled materials by 2025.
	Purchase of company in Turkey	As part of the acquisition of Closurelogic's assets, GCL was able to acquire a Turkish company for the very interesting price - €315K. This asset will further increase the group's capacity and we will be able to better serve the Middle East with a dedicated sales force

Spirits Closures

Botanical Rum

Product: Rum

Launch date: August 2020

Closure: Opera closure with a 100% recycled abs inner

Developed by: Guala Closures UK & Ukraine



LVK Targovishte

Product: Vodka

Launch date: August 2020

Closure: Alutop t-cork

Developed by: Guala Closures Bulgaria



🌐 NēSTGATE Connected Closures

Ballantine's: first launch in China via e-commerce

Ballantine's teamed up with Guala Closures to roll-out a Ballantine's Finest Limited Edition, 'The Clubs Collection' campaign.

Four different attractive bottle designs, representing four nightclubs across Europe, the Middle East and America, have been created to celebrate iconic and pioneering music clubs around the world : Barcelona's Nitsa, New York's Output, Glasgow's Sub club and Beirut's The Gärten by Uberhaus. The special bottles were sold exclusively online.

The campaign mechanics :



See post by key opinion leaders and media then click on the link to the e-commerce platform



Buy the bottle



Receive the bottle and scan the NFC-enabled cap with smartphone



After the scan, engage with the brand and the four clubs via gaming, videos and drinks recipes



Q3 2020: Release of Guala Closures eco-design guidelines

September 2020

A major step forward in the development of sustainable packaging

Guala Closures released its eco-design guidelines, a major step forward in the development of sustainable packaging and its commitment of using 35% of recycled materials by 2025.

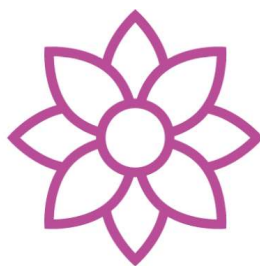
Four defined design models for sustainable closures have been developed as part of Guala Closures Group's CSR program and strategies. The guidelines are intended to be a source of inspiration for the Group and all its R&D teams.

With its continuous development program, the Group intends to launch, before the end of 2020, a comprehensive range of sustainable closures for wine, spirits, and beverages, all of which meet at least one of the four design models listed in the guidelines.



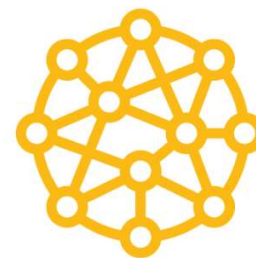
DESIGN TO REDUCE

the quantity of finite and renewable resources needed for a product to function properly



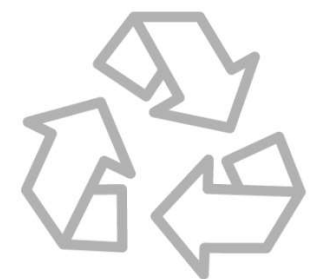
DESIGN TO CHANGE

abandoning finite resources and adopting recycled materials or materials produced from renewable sources



DESIGN TO FADE

preventing the waste by choosing biodegradable polymers and by using few and easily removable components



DESIGN TO REVIVE

through recovering and recycling materials and closures

Guala Closures Group

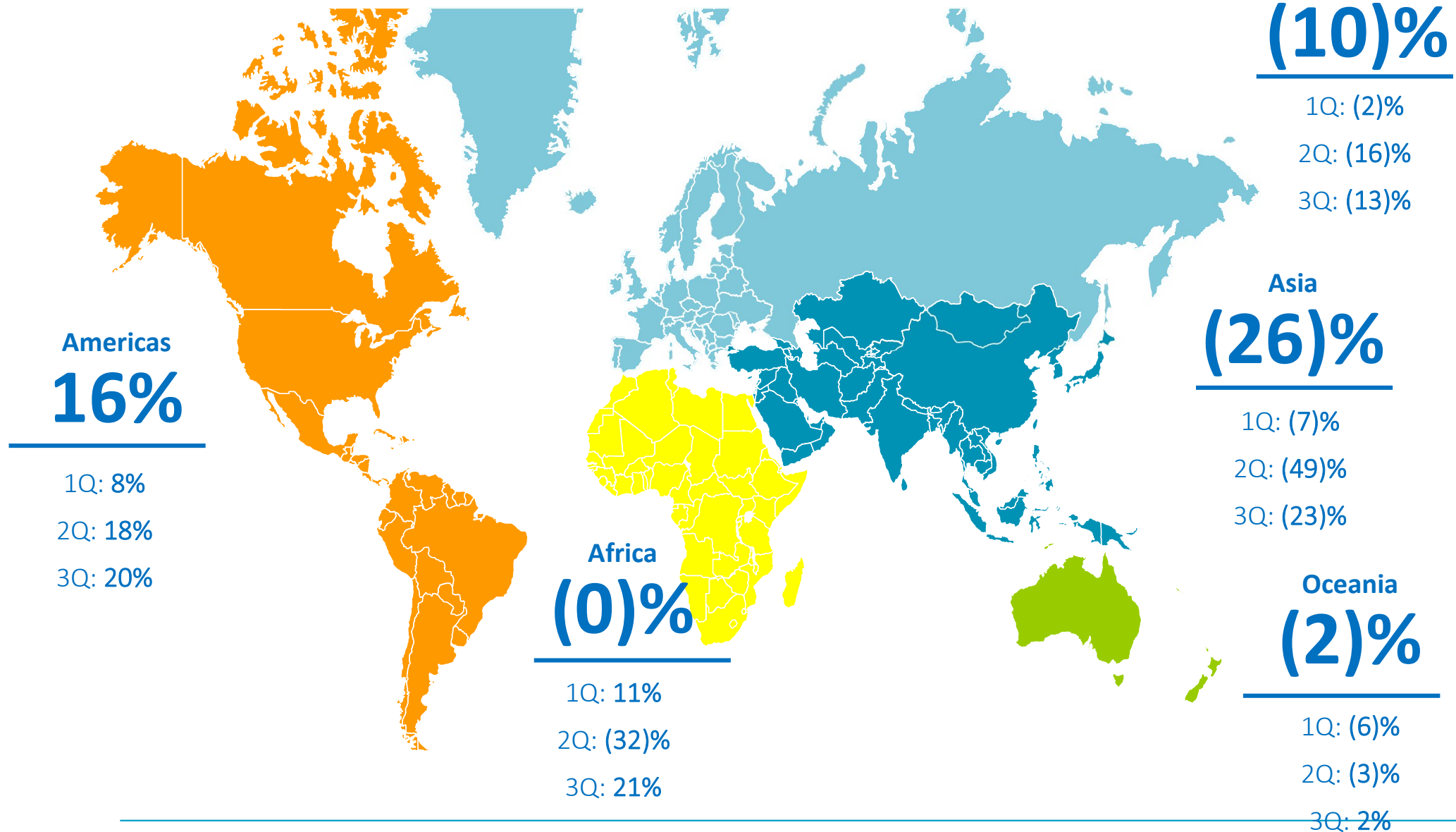
3Q & 9M 2020 Financial Results



After a difficult 2Q, important recovering in 3Q

Group organic net sales growth at constant FX:

1Q: (0.8)%; 2Q: (13.3)%; 3Q: (6.0)%; 9M: (6.8)%



Americas
16%

1Q: 8%
2Q: 18%
3Q: 20%

Europe
(10)%

1Q: (2)%
2Q: (16)%
3Q: (13)%

Asia
(26)%

1Q: (7)%
2Q: (49)%
3Q: (23)%

Africa
(0)%

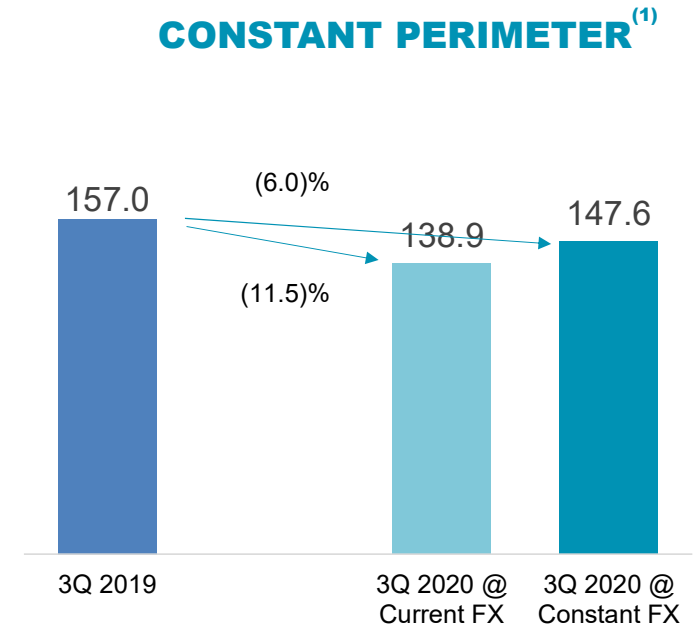
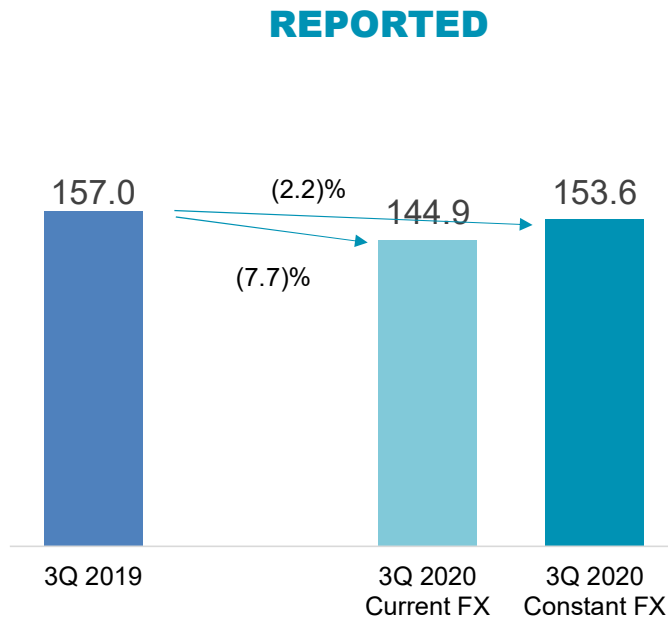
1Q: 11%
2Q: (32)%
3Q: 21%

Oceania
(2)%

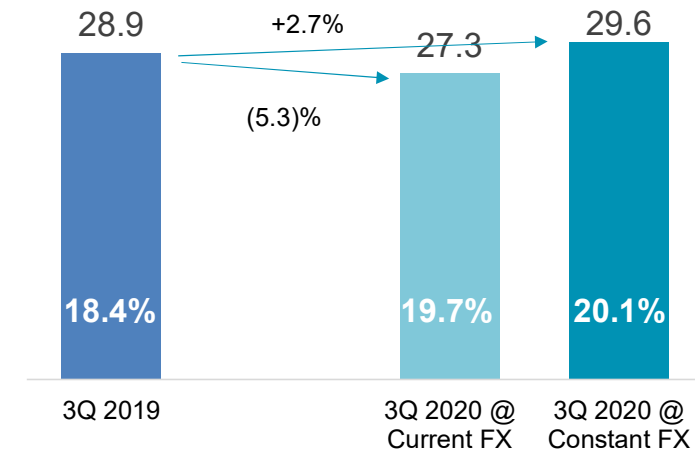
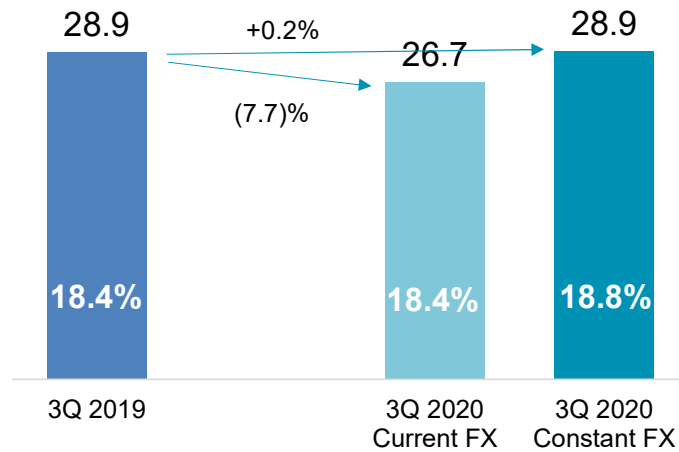
1Q: (6)%
2Q: (3)%
3Q: 2%

3Q 2020 – Key highlights

3Q 2020 NET REVENUE (Million Euro)



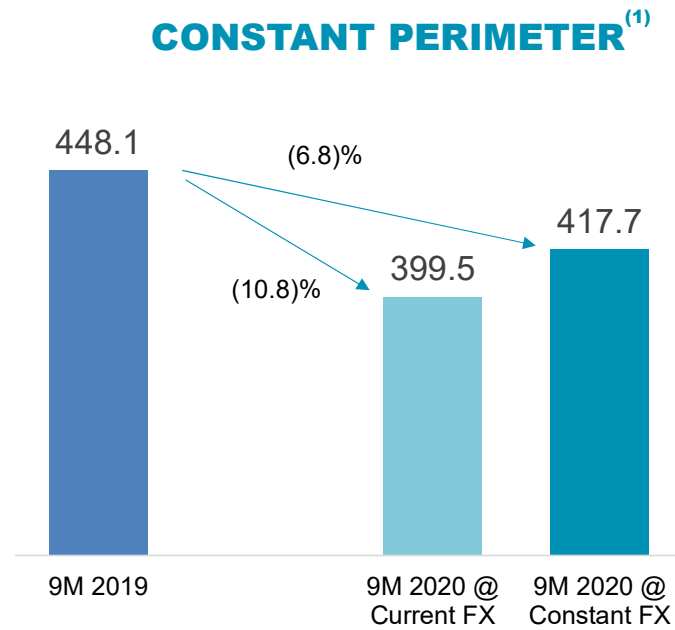
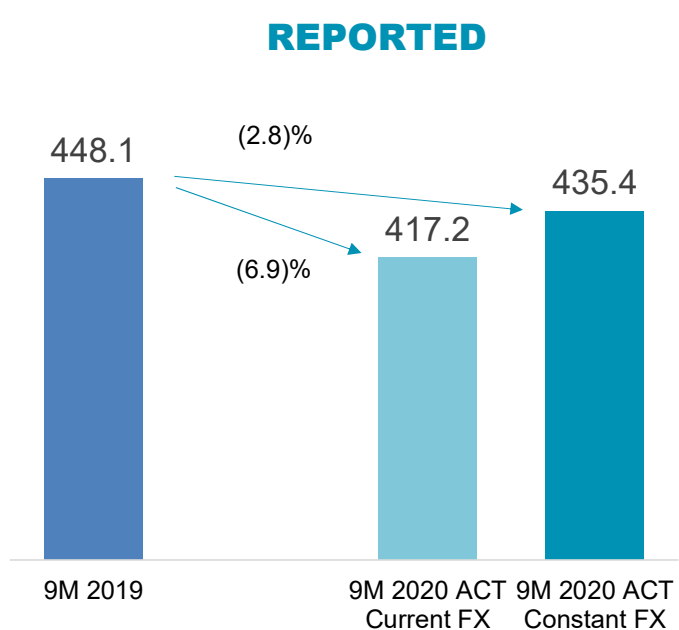
3Q 2020 ADJ. EBITDA (Million Euro)



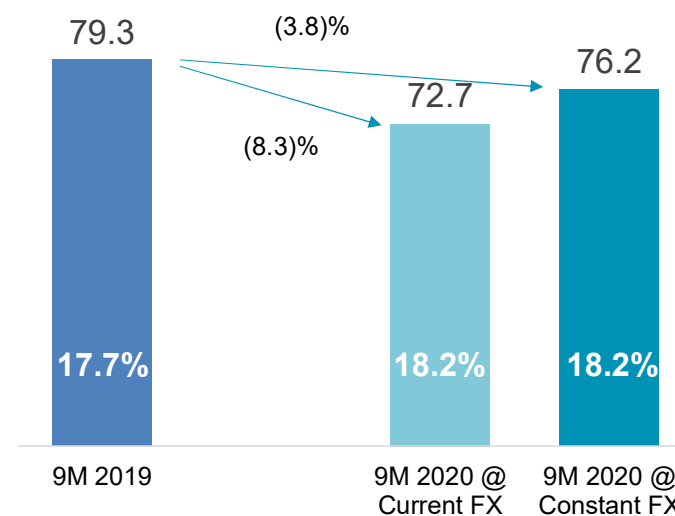
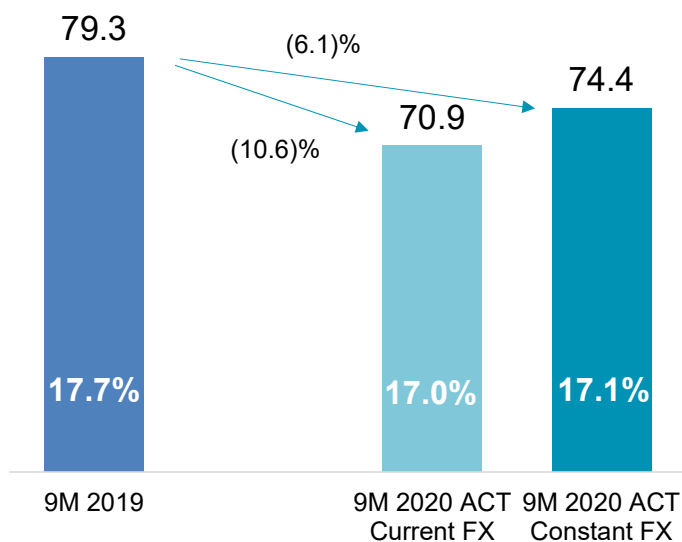
⁽¹⁾ Excluding Closurelogic acquisition, PET rationalization and GCL Pharma disposal

9M 2020 – Key highlights

9M 2020 NET REVENUE (Million Euro)

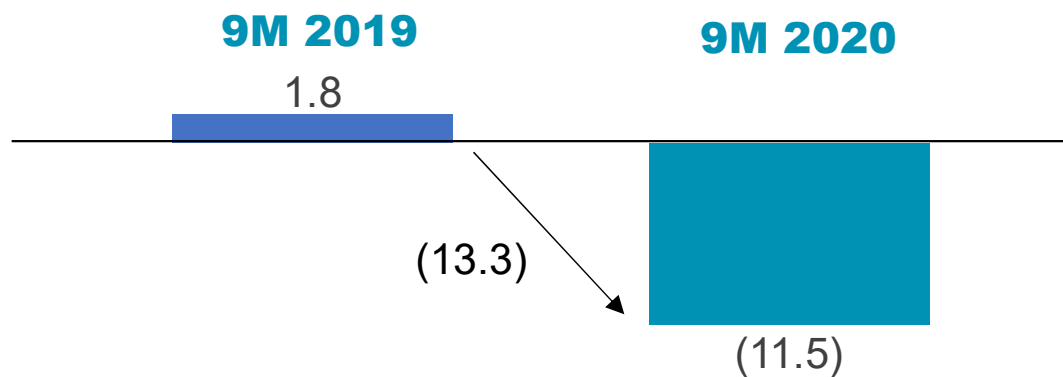


9M 2020 ADJ. EBITDA (Million Euro)



⁽¹⁾ Excluding Closurelogic acquisitions, PET rationalization and GCL Pharma disposal

9M 2020 – Key highlights – net result ⁽¹⁾ ⁽²⁾

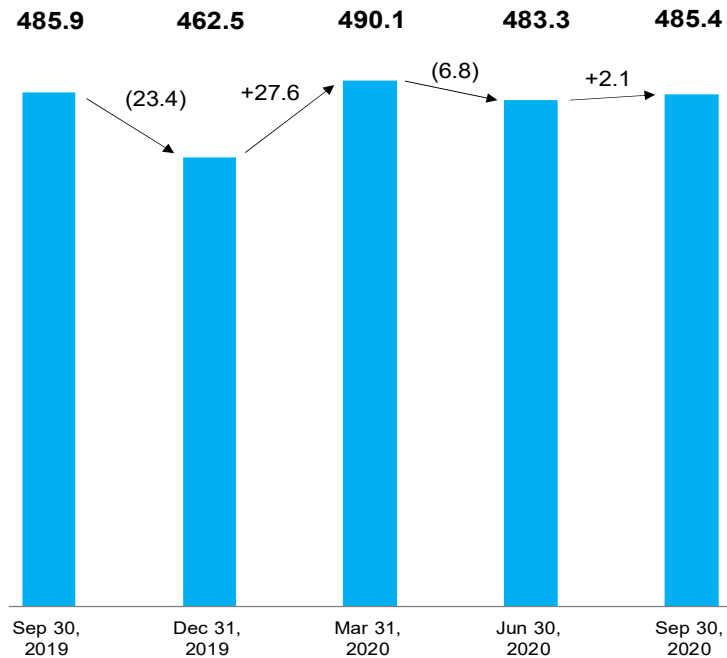


- €13.3m decrease in net result 9M 2020 vs 9M 2019, mainly due to the decrease in EBITDA (€6.6m), the increase of net financial expense (€4.1m, of which exchange rate losses for €6.2m), higher D&A (€0.6m) and income taxes (€1.9m).

⁽¹⁾ Million Euro - ⁽²⁾ pre minorities

9M 2020 – Highlights – Net financial debt and cash flow ⁽¹⁾

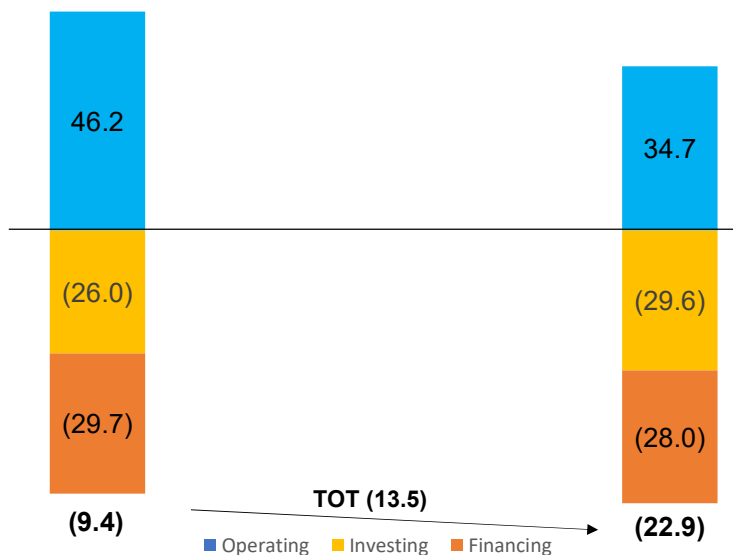
NET FINANCIAL DEBT



At end of September 2020, Net debt at €485 million, in line with the same period last year and at the end of June 2020

CASH FLOW

9M 2019 9M 2020



9M 2020 Group Cash Flow €13.5m lower than 9M 2019 mainly due to lower operating CF (-€11.5m)

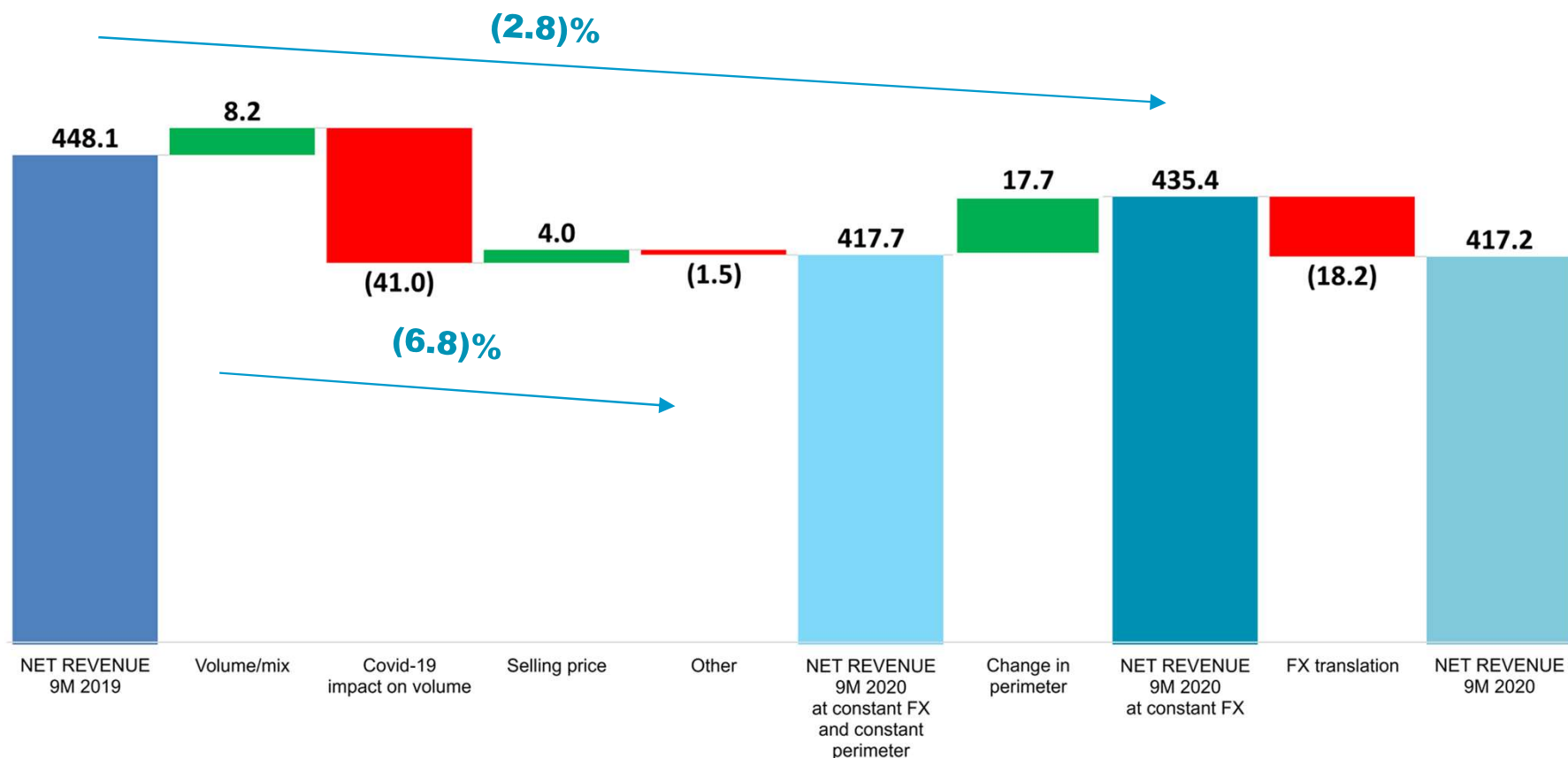
9M Cash Flow from investing decreasing by €3.6m, due to M&A activities (€5.9m), partially off-set by cut in capex expenditure (€2.4m saving)

CF from financing improving by €1.7m, mostly due to lower dividend to minorities and lower change in derivatives and other financial items

⁽¹⁾ Million Euro

Revenues impacted by Covid-19 for €41m

9M 2020 NET REVENUES EVOLUTION by COMPONENTS ⁽¹⁾



(2.8)% decrease in net revenue at constant FX, of which organic performance (6.8)%

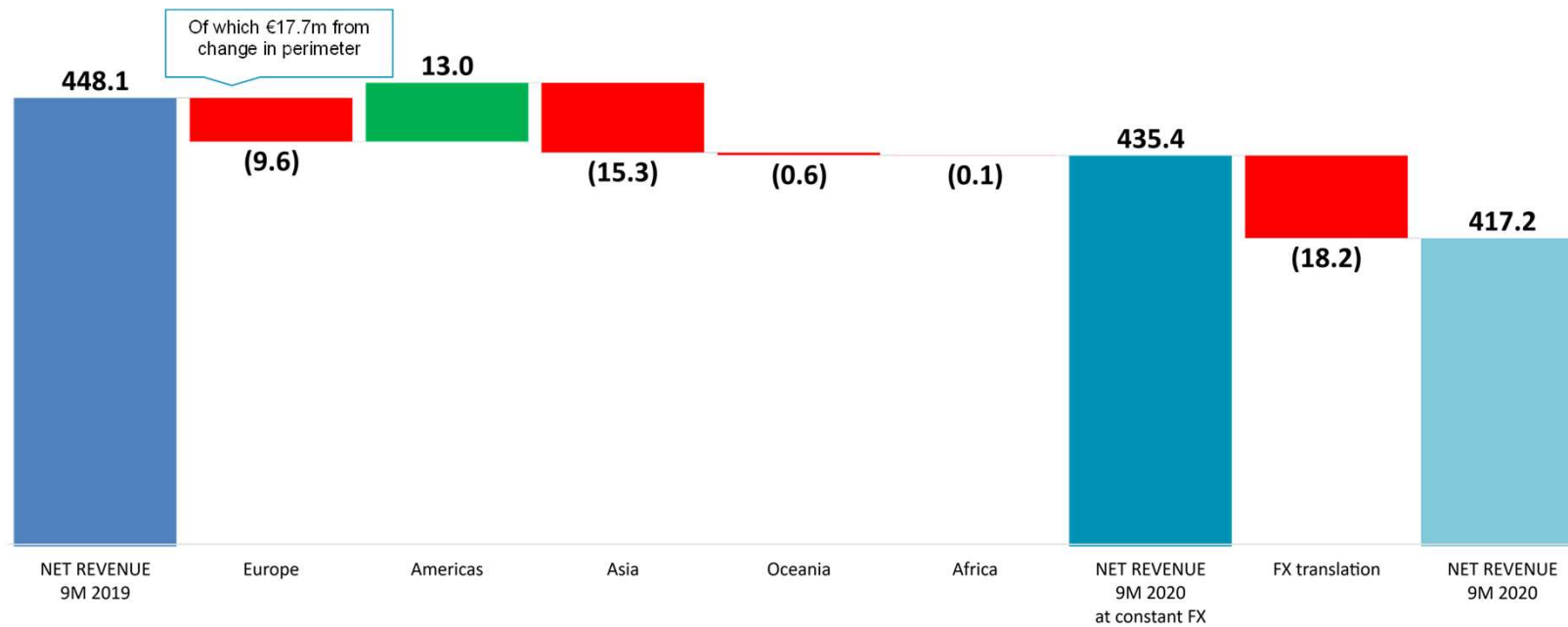
- Volume/mix and selling price components increased by €8.2m and €4.0m respectively, but penalized by €41.0m of Covid-19 impact (mainly related to Europe for €21m and to Asia for €16m)
- Geography: Americas (+13.0%) best market performer; Europe includes €17.7 million change in perimeter (acquisition of German assets – Closurelogic, less disposal of GCL Pharma business)
- Products: Safety closures for spirits severely impacted from Covid-19

⁽¹⁾ Million Euro

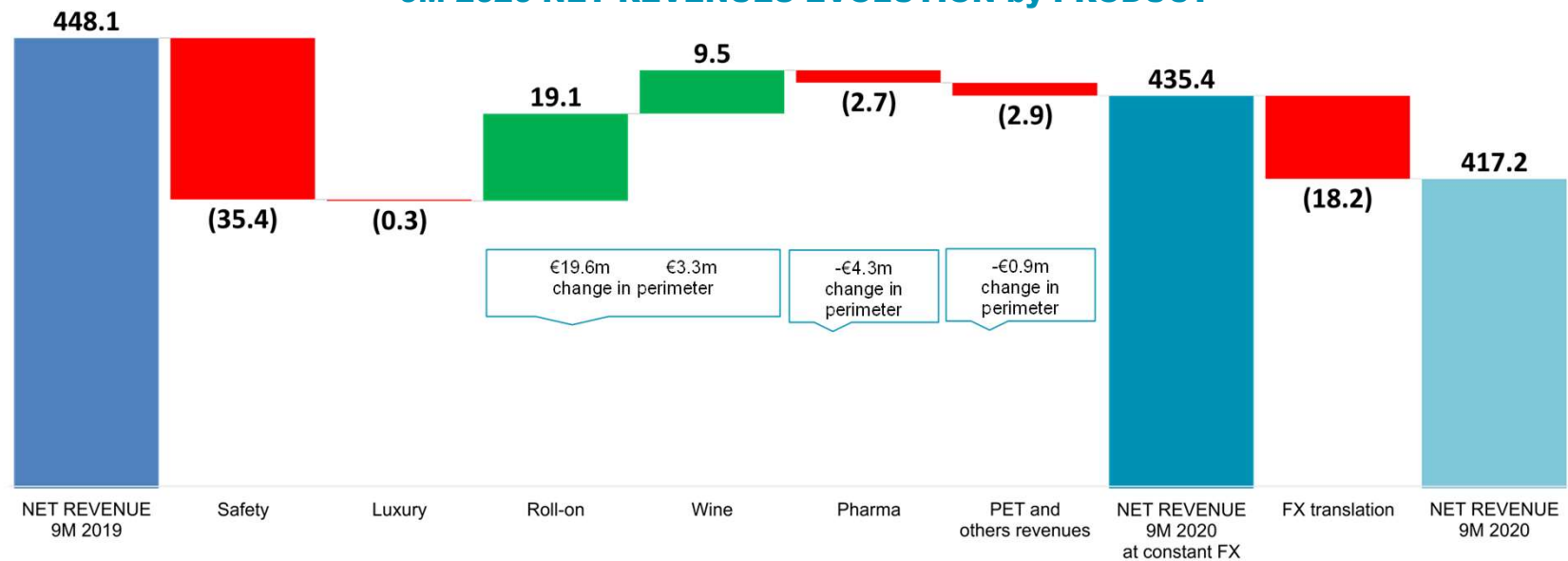
9M 2020 – Net revenue – Americas and Roll-on closures as drivers ⁽¹⁾



9M 2020 NET REVENUES EVOLUTION by GEOGRAPHIC AREA

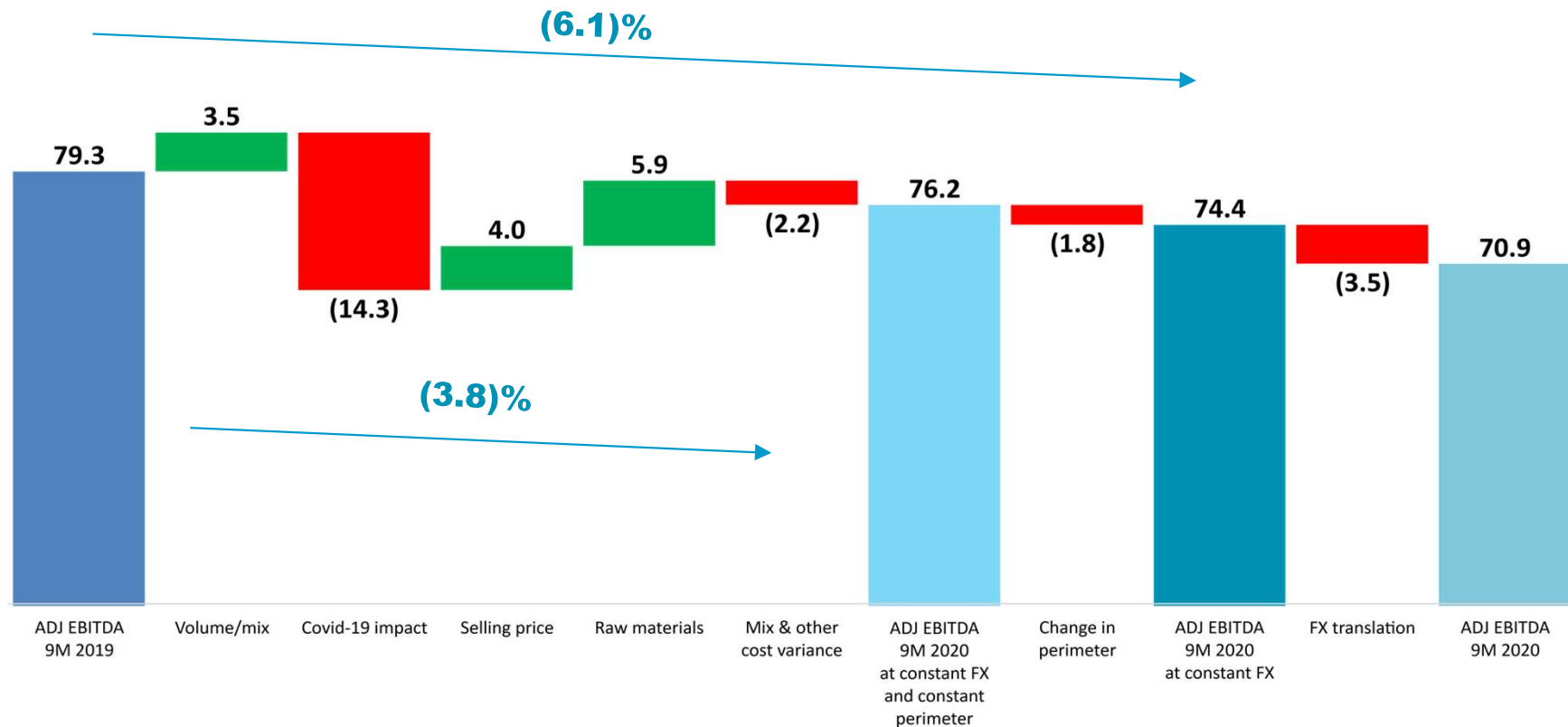


9M 2020 NET REVENUES EVOLUTION by PRODUCT



⁽¹⁾ Million Euro

Our cost management mitigated Covid impact on EBITDA reduction



6.1% decrease in adj EBITDA at constant FX, of which organic performance -3.8%

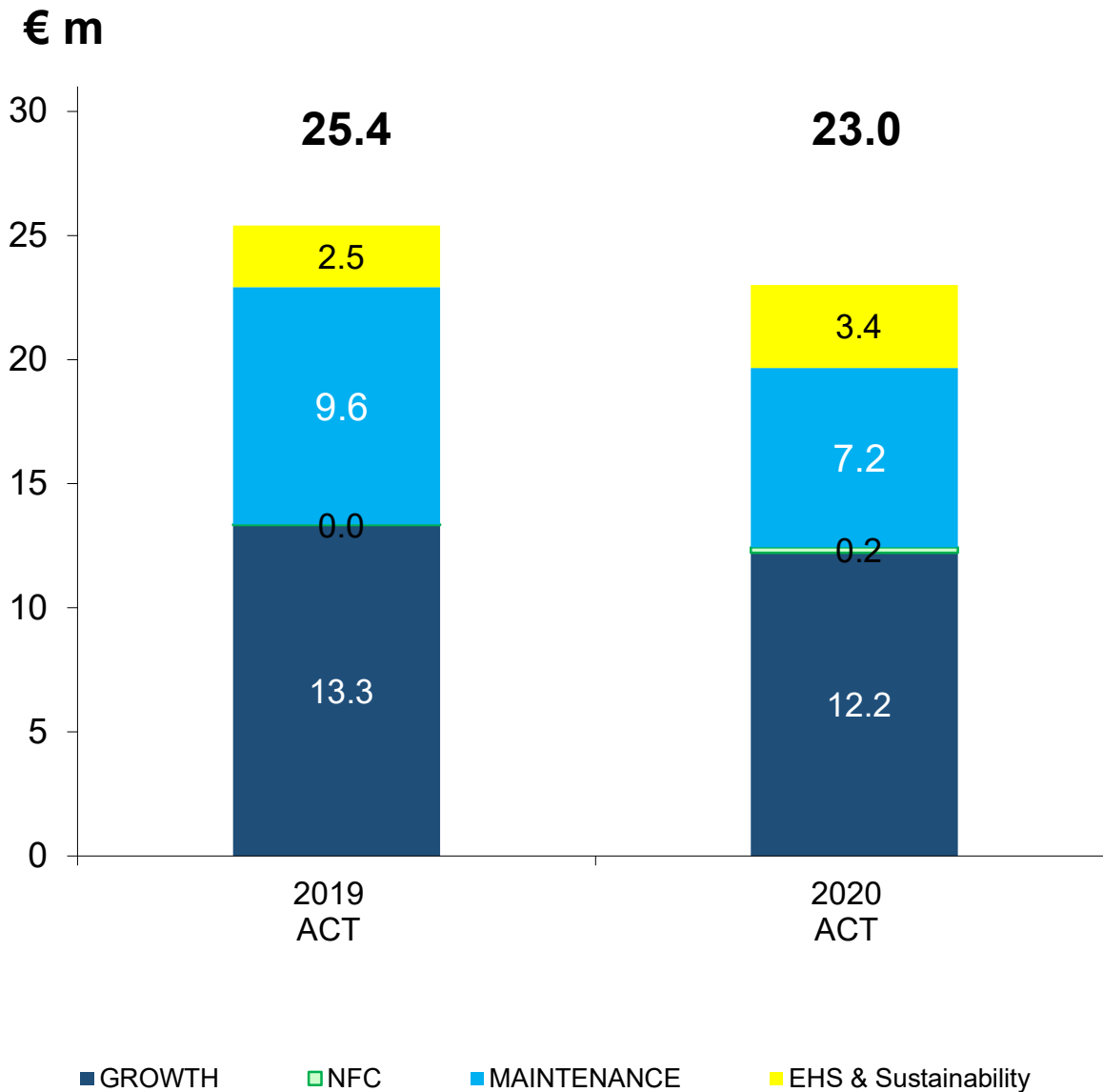
- Positive impact from volume/mix, selling price increase and raw materials

- Negative impacts from:

- Covid-19 impact (€14.3m, mainly related to Europe for €5m and to Asia for €6m) mostly related to margin lost on decreased sales and additional costs to ensure the safety of facilities and employees and lower production efficiency, partially offset by measures to contain personnel costs, lower travel expenses and Government incentives
- “Mix & other cost variance” mostly related to labor costs inflation

⁽¹⁾ Million Euro

9M 2020 Capex at -9% YoY



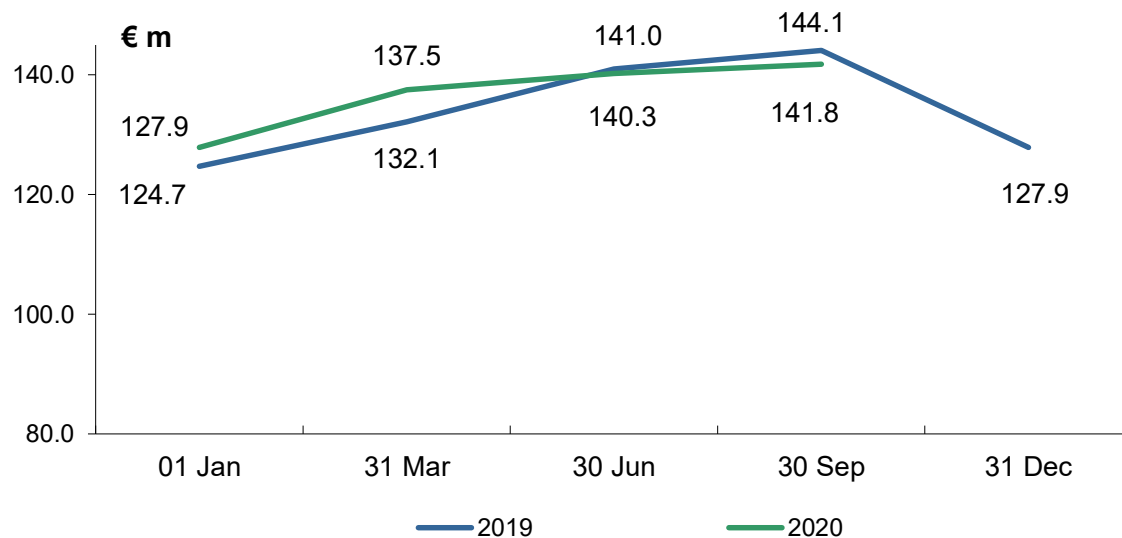
9M20 total Capex at €23.0m, €2.4m lower than 9M19, -9% YoY

The reduction in growth and maintenance capex was partially compensated by increase in EHS Sustainability.

3Q20 Capex -11% YoY; Growth Capex investments mainly related to following projects:

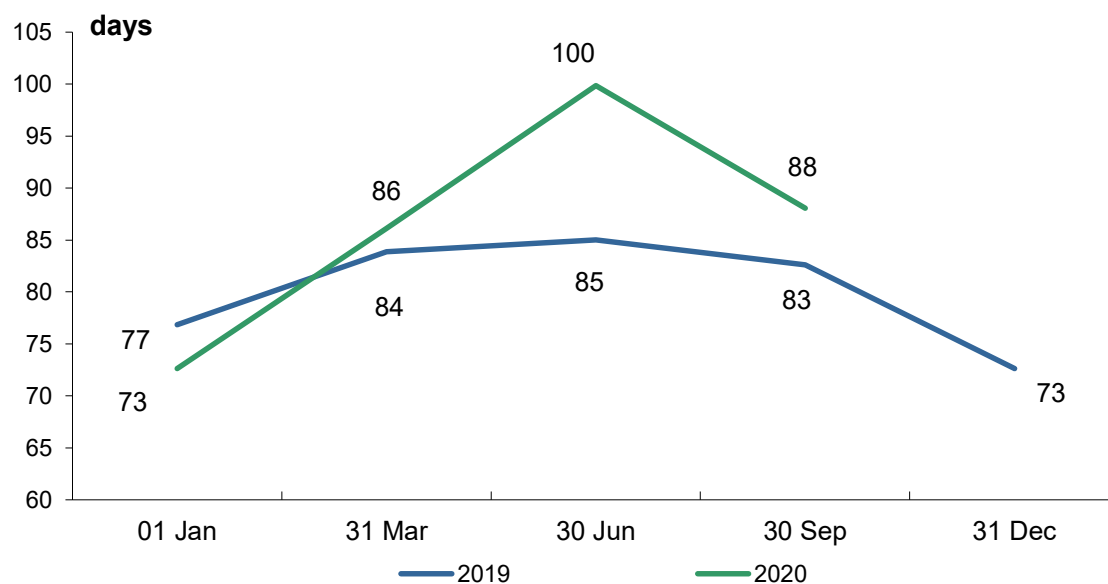
- introduction of the spray technology for wine market to produce the short batches (France).
- increase of production 30x60 aluminium cap, focus on wine and spirit markets (Poland).
- new production of two plastic closures for spirits to enlarge pdts portfolio (India).
- From pilot to semi-industrial NFC production line

Value



- At end of 9M 2020, NWC at €141.8m, lower vs end of 9M 2019, despite the increase due to the net impact from change in perimeter (around €6m).
- NWC increase in 9M 2020 due to business seasonality and to change in perimeter.

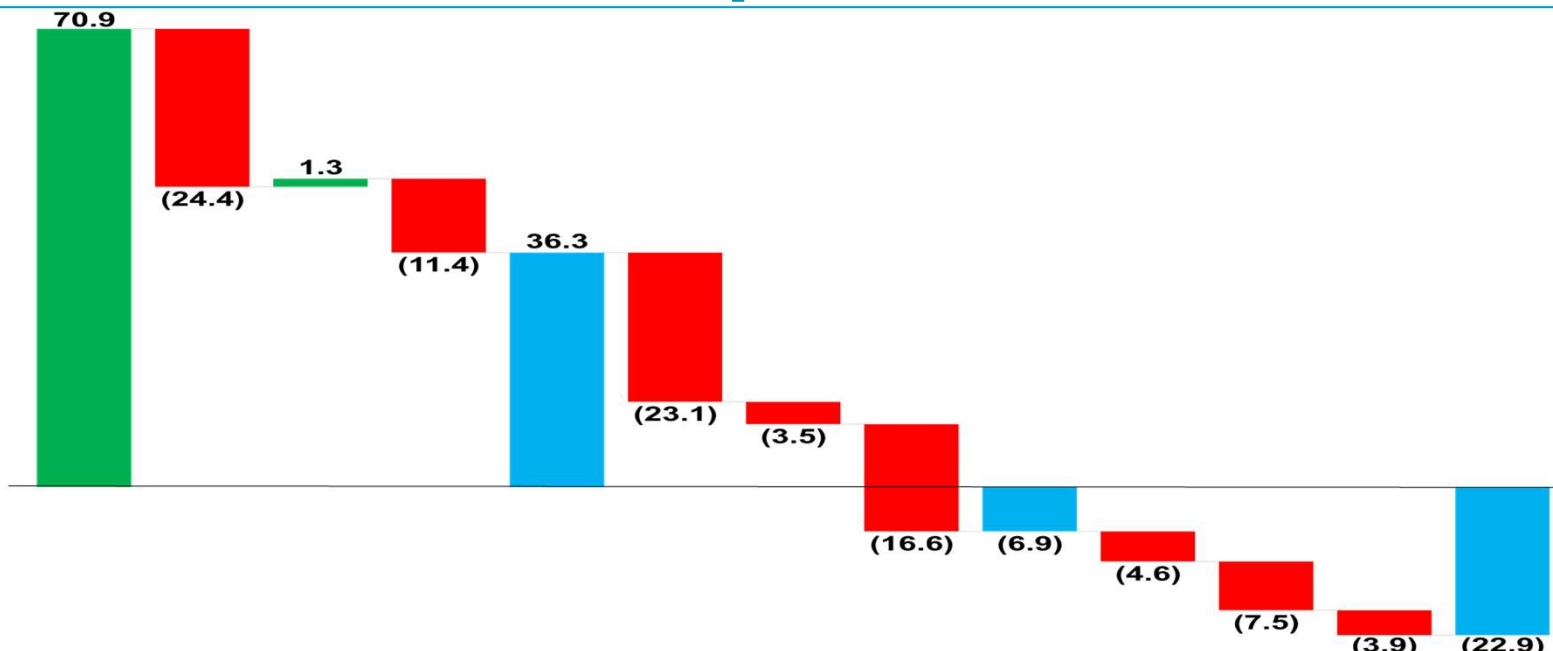
Days



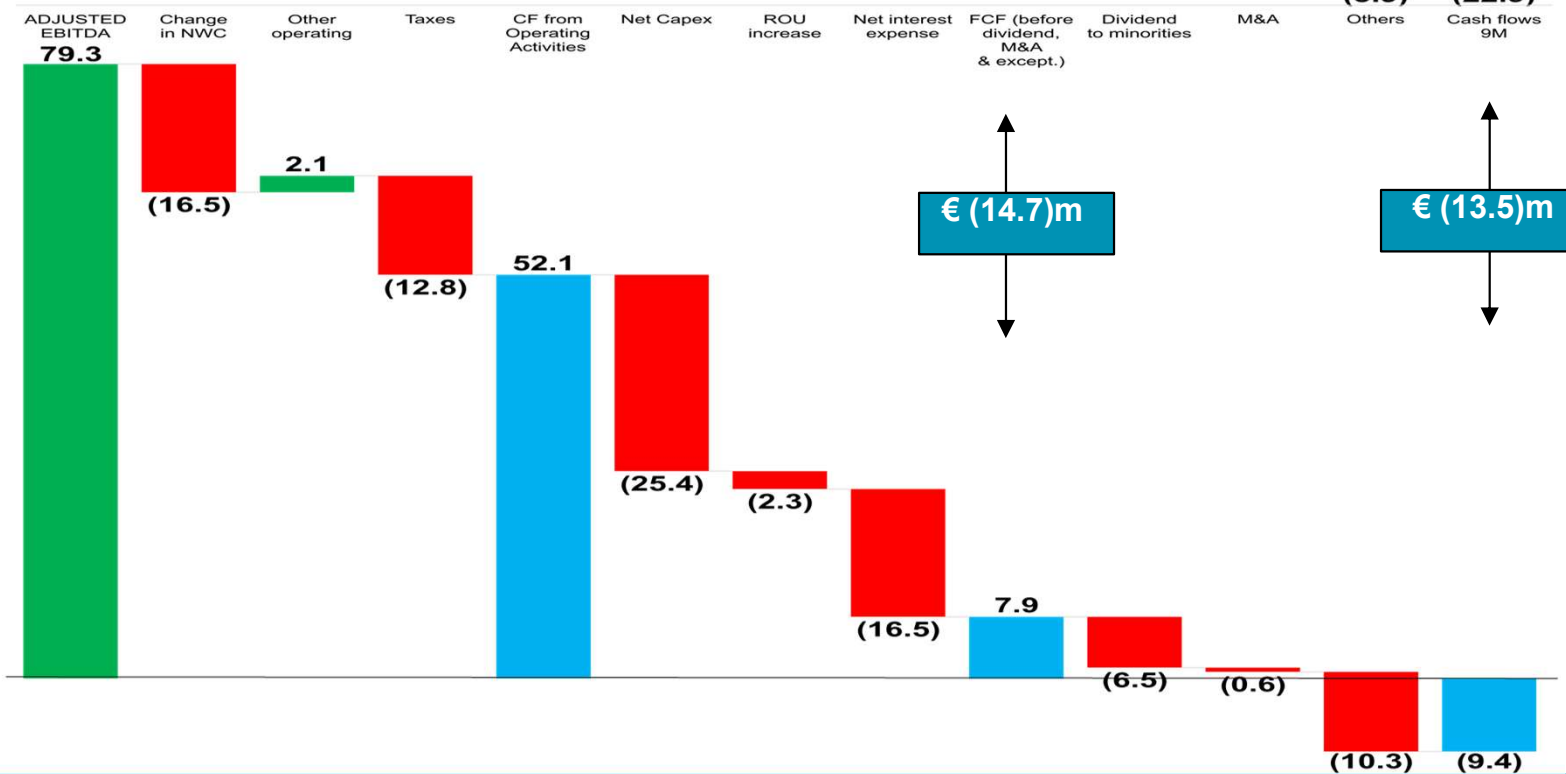
- NWC days: strong reduction in 3Q 2020.
- +5 days vs September 2019 mainly due to increase in inventories in 2Q 2020, to avoid difficulties in raw materials procurement due to possible lockdowns, partially reabsorbed from beginning of 3Q 2020; DSO 3 days better than September 2019.
- There were no significant delays or extensions in customer payments due to COVID-19.

9M20 Cash flow⁽¹⁾ : 3Q20 FCF positive for €5.7m

9M 2020

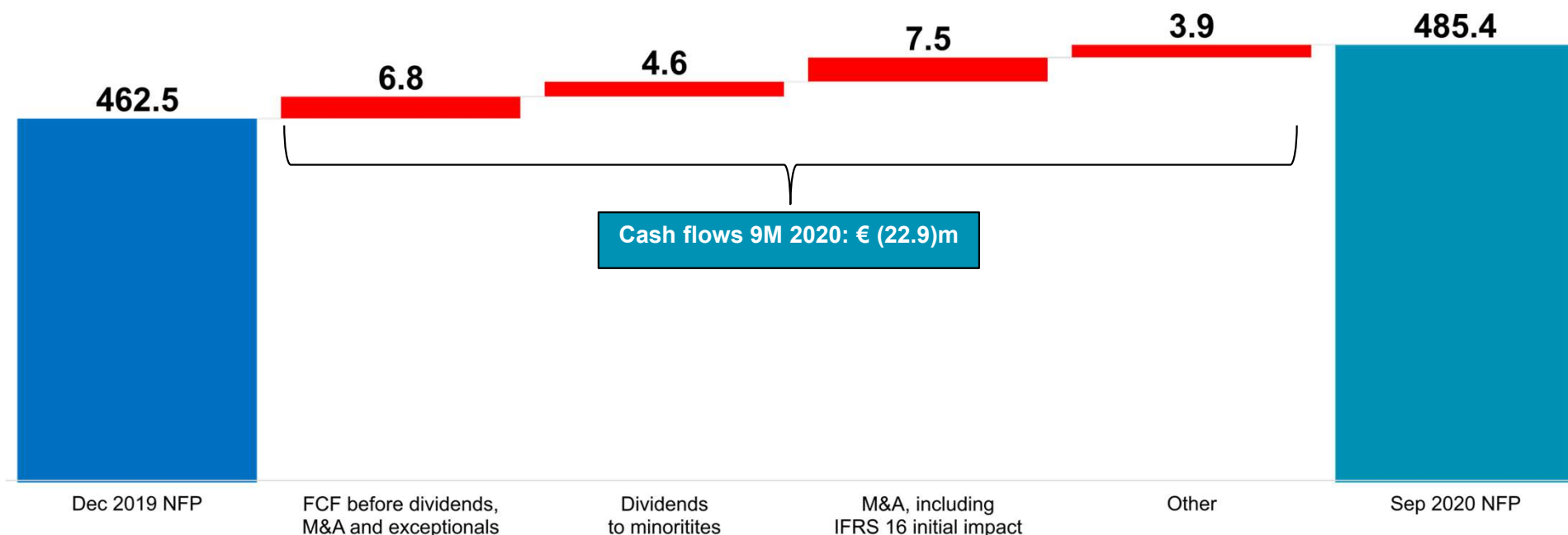


9M 2019



⁽¹⁾ Million Euro

9M 2020 – Net financial debt evolution ⁽¹⁾



Cash flows 9M 2020: net debt increase of €22.9m mainly due to the following:

- **FCF:** -€6.8m (3Q +€5.7m)
- **Dividends to minorities:** -€4.6m
- **M&A:** -€7.5m which includes -€13.6m for the acquisition of Closurelogic assets (Germany + Turkey) and -1.3m due to the acquisition of non-controlling shares in Sharpend (UK), partially offset by €7.4m for the disposal of GCL Pharma
- **OTHER:** -€3.9m which mainly includes -€1.9m impact from change in FV of Market Warrants, -€1.6m for the payment of non-recurring items and -€0.5m for other financial items

⁽¹⁾ Million Euro

Guala Closures Group

Closing Remarks



- 🌐 Our 3Q guidance has been largely confirmed; after being impacted in Q2 by the Covid-19 spread, we embarked on a recovery path with a marked improvement in the curve of produced volumes and economic results
- 🌐 We currently live-in asymmetrical situations; there are areas that have suffered little from the pandemic and are recovering rapidly, and continents that are instead experiencing a relapse of the virus, with very little visibility on the future
- 🌐 There is still a great uncertainty in the *global travel retail* and *Horeca* segments; the latter in particular penalized the glass bottle mineral water markets in Germany and Southern Europe, countries strongly linked to tourism.
- 🌐 As for the last part of the year, we will continue to focus on internal cost control, production performance, cash flows & liquidity management
- 🌐 Outlook: in the light of the unexpected uncertainty of the Christmas campaign linked to the new restrictive measures reintroduced by Governments in many markets, we believe that the group's sales will not be significantly penalized, also thanks to a planned restocking of inventory by our global customers









Guala Closures Group

9M 2020 Financial Results

Annex

Definitions and 9M 2020 Financial Results details



 CONSTANT EXCHANGE RATES CHANGE	Constant currency basis restates the current year results to the prior year's average exchange rates
 ORGANIC GROWTH	Growth at constant perimeter, excluding impact of acquired entities
 EBITDA	Earnings before Depreciation and Amortization, Net Financial Income (Charges) and Income Taxes
 ADJUSTED EBITDA	Performance indicator calculated by adjusting the EBITDA of some non-operational components, such as: i) restructuring expenses, ii) operating expenses related to discontinued plant, iii) costs related to significant production accidents, iv) due diligence charges, v) merger and acquisition ("M&A") expenses, vi) contingent tax penalties and related consultancy fees
 EBIT	Earnings before Net Financial Income (Charges) and Income Taxes
 CAPEX	Capital Expenditure, net of asset disposals, excluding Investments in Financial Fixed Assets and Equity Investments
 NET INVESTED CAPITAL	Non-Current Assets plus Current Assets less Current Liabilities less Other Non-Current non Financial Assets and Liabilities
 NCI	Non-controlling interests

9M 2020 - Financial snapshot

€ / m	1Q 19	2Q 19	3Q 19	9M 19	1Q 20	2Q 20	3Q 20	9M 20	Var % 9M 20 vs 9M 19
Net revenue	141.8	149.2	157.0	448.1	145.9	126.4	144.9	417.2	(6.9%)
EBITDA	20.4	25.6	28.9	74.9	23.6	22.1	22.6	68.3	(8.8%)
% margin	14.4%	17.1%	18.4%	16.7%	16.2%	17.4%	15.6%	16.4%	
Adjusted EBITDA	22.7	27.7	28.9	79.3	24.1	20.2	26.7	70.9	(10.6%)
% margin	16.0%	18.6%	18.4%	17.7%	16.5%	15.9%	18.4%	17.0%	
EBIT	5.4	9.4	13.1	27.8	7.3	6.4	6.8	20.6	(26.1%)
% margin	3.8%	6.3%	8.3%	6.2%	5.0%	5.1%	4.7%	4.9%	
Net result	(3.2)	0.2	4.8	1.8	(6.1)	(1.2)	(4.2)	(11.5)	(738.0%)
% margin	(2.2%)	0.1%	3.0%	0.4%	(4.2%)	(1.0%)	(2.9%)	(2.8%)	

€ / m	As at Mar 31, 2019	As at Jun 30, 2019	As at Sep 30, 2019
NWC	132.1	141.0	144.1
NWC days	84	85	83
Net financial position	484.9	486.2	485.9

€ / m	As at Mar 31, 2020	As at Jun 30, 2020	As at Sep 30, 2020
NWC	137.5	140.3	141.8
NWC days	86	100	88
Net financial position	490.1	483.3	485.4

9M 2020 Financial results – P&L

Thousands of €	1Q 2019	2Q 2019	3Q 2019	9M 2019	1Q 2020	2Q 2020	3Q 2020	9M 2020	Delta 9M 2020 vs 9M 2019
Net revenue	141,817	149,239	157,008	448,064	145,882	126,410	144,905	417,198	(30,867)
Change in invent. of finish. and semi-fin. products	7,132	5,665	(4,847)	7,950	8,352	8,334	(7,378)	9,308	
Other operating income	1,354	491	1,022	2,867	1,172	666	1,387	3,226	
Work performed by the Group and capitalised	994	1,331	944	3,268	849	977	1,826	3,653	
Costs for raw materials	(69,037)	(66,935)	(64,700)	(200,672)	(65,609)	(58,896)	(57,015)	(181,520)	
Costs for services	(26,683)	(27,955)	(28,397)	(83,035)	(30,083)	(25,937)	(25,083)	(81,103)	
Personnel expense	(31,634)	(32,625)	(30,406)	(94,665)	(34,631)	(30,065)	(30,283)	(94,979)	
Other operating expense	(2,544)	(3,633)	(2,110)	(8,288)	(2,344)	(2,265)	(1,732)	(6,341)	
Impairment	(1,018)	10	412	(596)	(0)	(0)	(4,000)	(4,001)	
Gains on sales of equity investments	-	-	-	-	-	2,830	-	2,830	
Gross operating profit (EBITDA)	20,381	25,587	28,927	74,895	23,589	22,054	22,627	68,271	(6,624)
Amortization and depreciation	(14,999)	(16,181)	(15,872)	(47,052)	(16,266)	(15,618)	(15,800)	(47,685)	(633)
Operating profit	5,382	9,406	13,055	27,843	7,323	6,436	6,827	20,586	(7,257)
Financial income	4,049	1,214	1,291	6,554	7,843	2,472	2,719	13,035	
Financial expense	(9,899)	(8,673)	(11,699)	(30,272)	(18,426)	(11,224)	(11,234)	(40,883)	
Net financial expense	(5,850)	(7,459)	(10,408)	(23,717)	(10,582)	(8,752)	(8,514)	(27,849)	(4,131)
Profit (loss) before taxation	(469)	1,947	2,647	4,125	(3,259)	(2,316)	(1,687)	(7,263)	
Income taxes	(2,705)	(1,748)	2,130	(2,324)	(2,829)	1,099	(2,501)	(4,231)	(1,907)
Profit (loss) for the period	(3,174)	199	4,776	1,801	(6,088)	(1,217)	(4,188)	(11,494)	(13,295)
Gross operating profit (EBITDA) - ADJUSTED	22,652	27,738	28,874	79,264	24,070	20,150	26,651	70,871	(8,393)
<i>EBITDA ADJUSTED % on Net revenue</i>	<i>16.0%</i>	<i>18.6%</i>	<i>18.4%</i>	<i>17.7%</i>	<i>16.5%</i>	<i>15.9%</i>	<i>18.4%</i>	<i>17.0%</i>	

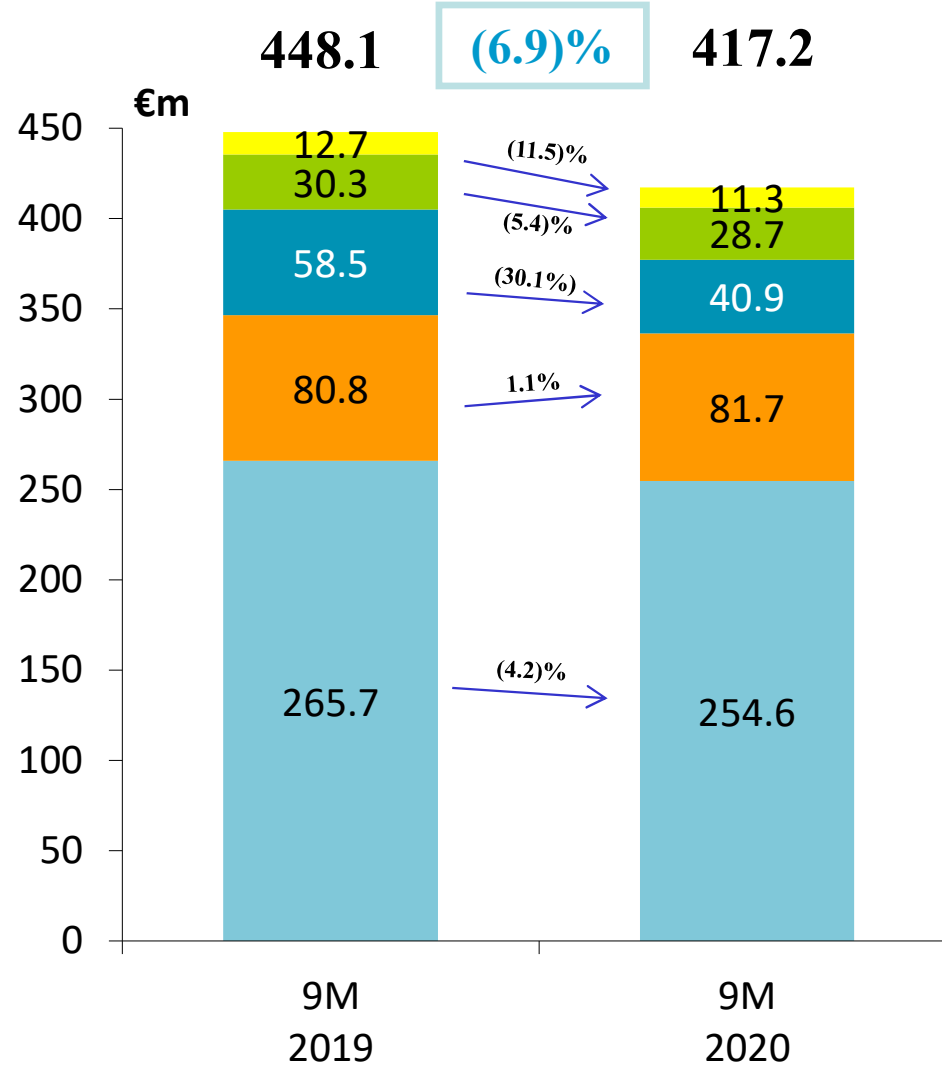
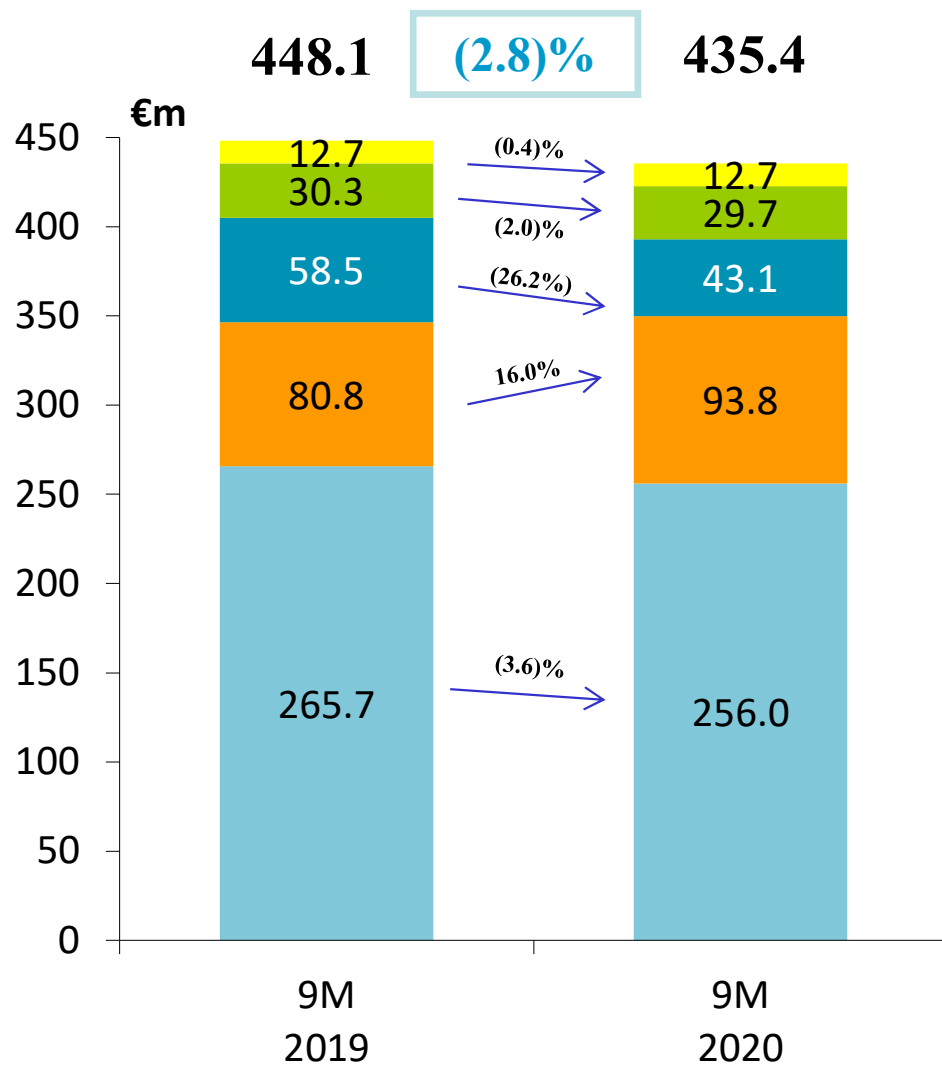
9M 2020 Financial results – P&L – Net revenues



BREAKDOWN by GEOGRAPHIC AREA

AT COSTANT FX RATE 9M 2019

REPORTED



■ Europe
 ■ Latin and North America
 ■ Asia
 ■ Oceania
 ■ Africa

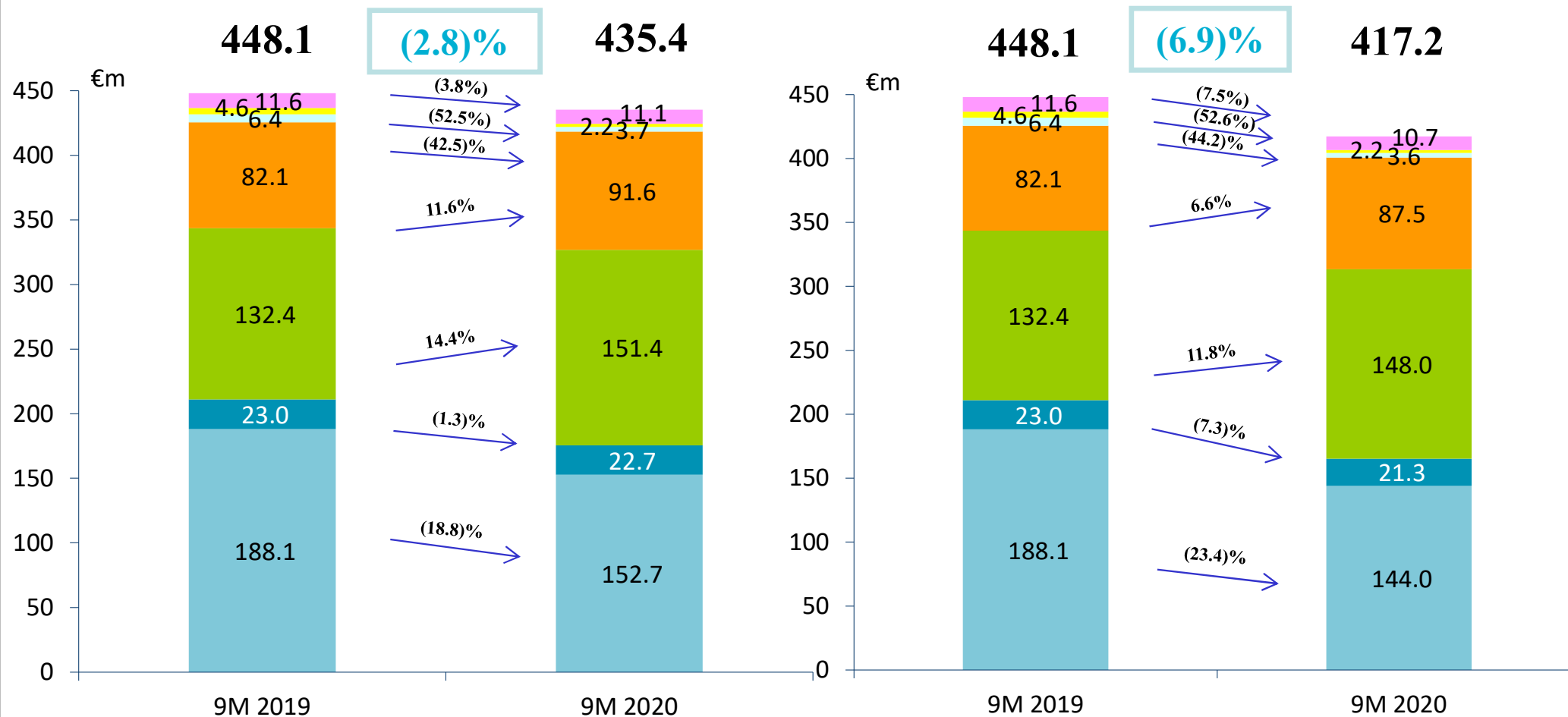
9M 2020 Financial results – P&L – Net revenues



BREAKDOWN by PRODUCT

AT CONSTANT FX RATE 9M 2019

REPORTED



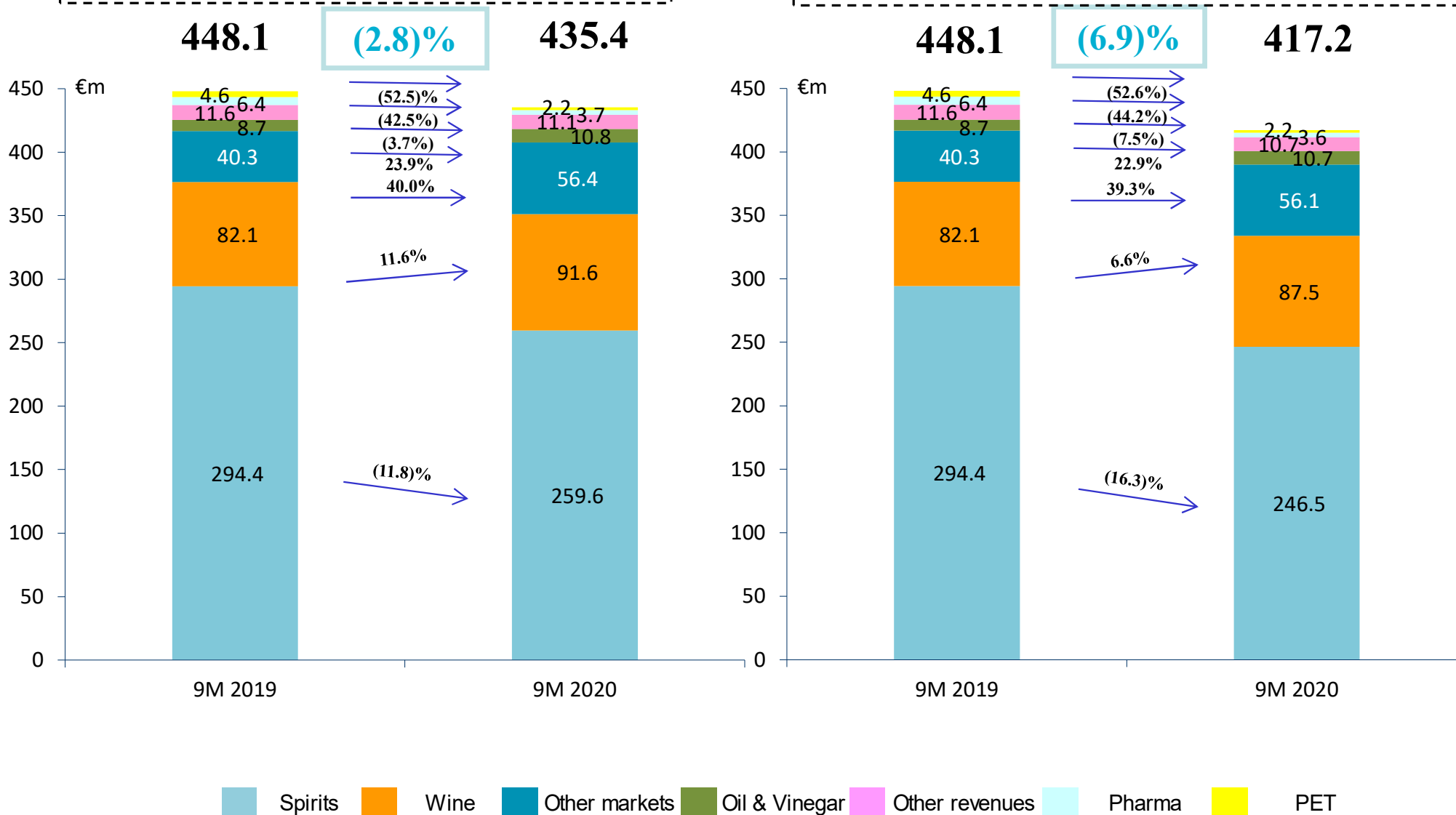
■ Safety
 ■ Luxury
 ■ Roll-on
 ■ Wine
 ■ Pharma
 ■ PET
 ■ Other revenue

9M 2020 Financial results – P&L – Net revenues

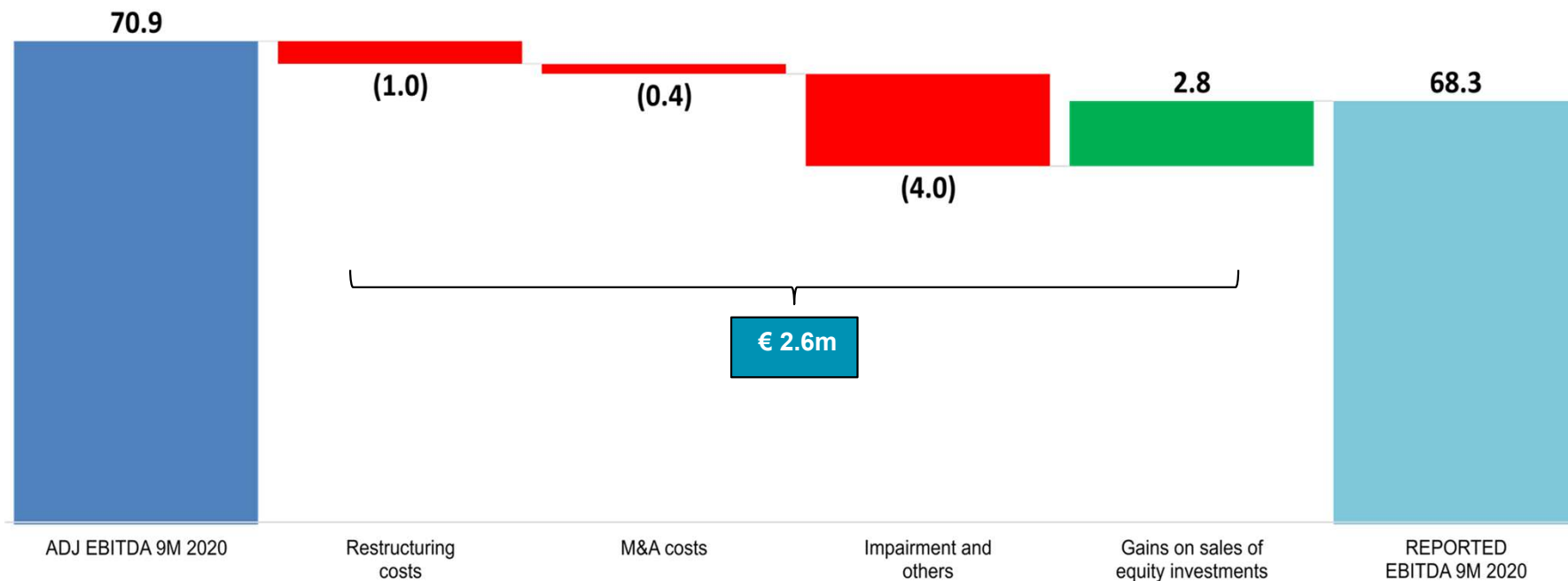
BREAKDOWN by MARKET

AT COSTANT FX RATE 9M 2019

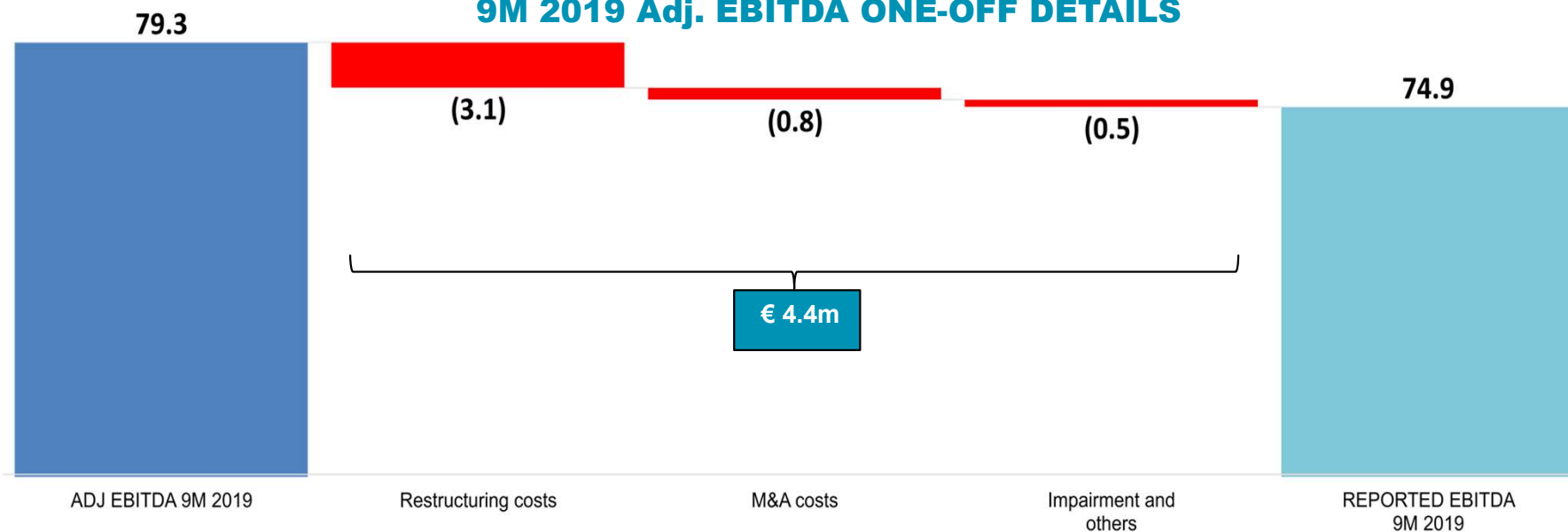
REPORTED



9M 2020 Adj. EBITDA ONE-OFF DETAILS



9M 2019 Adj. EBITDA ONE-OFF DETAILS



⁽¹⁾ Million Euro

9M 2020 Financial results – P&L – Net financial charges

€ / m	3Q 2019	9M 2019	3Q 2020	9M 2020
Bonds	(4.1)	(12.1)	(4.1)	(12.1)
Bank Debt	(1.3)	(4.4)	(1.1)	(3.4)
Interest Expense On Debt	(5.4)	(16.4)	(5.1)	(15.5)
Interest Income	0.1	0.3	0.0	0.2
Interest Expense, net	(5.3)	(16.1)	(5.1)	(15.3)
Net Exchange rate (losses) gains	(3.4)	(3.5)	(2.7)	(9.7)
Change in FV of Market Warrants	0.4	(0.3)	(0.2)	(1.9)
Change in FV on NCI	(1.9)	(3.2)	0.0	0.1
Net Other financial expense	(0.2)	(0.6)	(0.5)	(1.0)
NET FINANCIAL CHARGES	(10.4)	(23.7)	(8.5)	(27.8)

 No cash impact from: change in FV of Market Warrants and change in FV on NCI

9M 2020 Financial results – Balance sheet

Thousands of €	As at December 31, 2018 (*)	As at September 30, 2019	As at December 31, 2019	As at September 30, 2020
Intangible assets	883,533	875,446	872,035	834,242
Property, plant and equipment	242,644	226,686	228,911	210,297
Right of Use Assets	-	26,799	27,630	26,255
Current and non-current net assets classified as held for sale	-	520	-	-
Net working capital	124,732	144,085	127,880	141,815
Investments in associates				1,077
Net financial derivative liabilities	88	(8)	(162)	295
Employee benefits	(6,461)	(6,617)	(6,600)	(8,666)
Other assets/liabilities	(140,023)	(128,913)	(122,123)	(108,708)
Net invested capital	1,104,513	1,137,999	1,127,572	1,096,607
<i>Financed by:</i>				
Net financial liabilities	507,304	525,168	519,567	537,934
Cash and cash equivalents	(47,795)	(39,288)	(57,056)	(52,517)
Net financial indebtedness	459,509	485,880	462,511	485,418
Consolidated equity	645,004	652,119	665,060	611,189
Sources of financing	1,104,513	1,137,999	1,127,572	1,096,607

(*) Figures as at December 31, 2018 have been restated following PPA adjustments

Net financial indebtedness as at December 31, 2018 do not include the impact of leasing (€17.0m) due to the first adoption of IFRS16 occurred on January 1, 2019. Net financial indebtedness as at January 1, 2019 amount to €476.5m

9M 2020 – Net financial position details

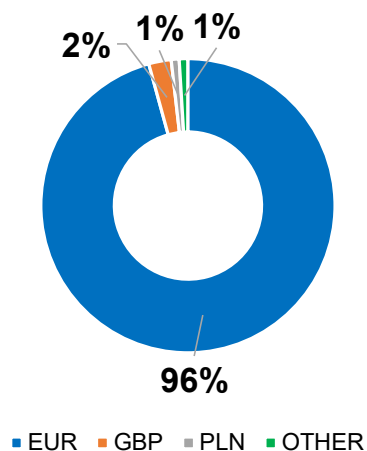
€ Million	DEC 2019	SEP 2020
Cash and cash equivalents	57.1	52.5
Financial assets	1.1	0.8
Gross Financial debt	(469.5)	(486.4)
Leasing as per IFRS 16 accounting	(20.4)	(19.7)
Net debt relating to operating activities	(431.7)	(452.8)
Liabilities vs minorities	(27.0)	(26.9)
Fair value Market Warrant Guala Closures S.p.A.	(3.9)	(5.8)
Total reported Net financial debt	(462.5)	(485.4)

9M 2020 – Gross financial debt components

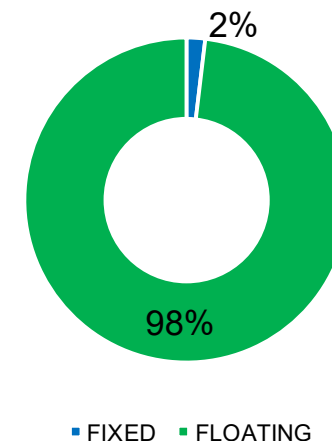
Gross financial debt composition as of September 30, 2020

Entity	Issue date	Maturity	Type	Currency	Coupon	September 30, 2020 € million	As % of total
Guala Closures S.p.A.	2018	2024	Senior Bond	EUR	Euribor 3M+3.50%	455.0	91.7%
Guala Closures S.p.A.	2018	2024	Revolving Credit Facility	EUR / GBP	Euribor / Libor GBP 3M+2.50%	29.1	5.9%
Guala Closures Mexico	2017	2023	Bank loan	USD / MXP	n.a.	3.1	0.6%
Guala Closures DGS Poland	n.a.	n.a.	Bank overdraft	PLN	Wibor 1M	4.3	0.9%
Guala Closures India	2017	2021	Bank loan and bank overdraft	INR	9.70%	0.8	0.2%
Guala Closures Argentina	2015	2020	Bank loan	ARS	n.a.	0.0	0.0%
Guala Closures do Brasil	2017	2020	Bank loan	BRL	n.a.	0.0	0.0%
Guala Closures Chile	2017	2023	Bank loan	CLP	3.48%	0.4	0.1%
Accrued interests	2020	2020	Interests	EUR	n.a.	3.5	0.7%
Total net financial debt						496.1	100.0%
Guala Closures S.p.A.	2018	2024	Transaction costs on BOND and RCF	EUR	n.a.	(9.7)	
Total gross financial debt						486.4	

Breakdown by CURRENCY



Breakdown by COUPON



9M 2020 Financial results – Cash flow statement⁽¹⁾

(Thousands of €)	1Q 2019	2Q 2019	3Q 2019	9M 2019	1Q 2020	2Q 2020	3Q 2019	9M 2019
Opening net financial indebtedness	(459,509)	(484,920)	(486,237)	(459,509)	(462,511)	(490,167)	(483,325)	(462,511)
Effects of IFRS 16 FTA	(16,962)	-	-	(16,962)	-	-	-	-
A) Opening pro forma net financial indebtedness	(476,471)	(484,920)	(486,237)	(476,471)	(462,511)	(490,167)	(483,325)	(462,511)
Gross operating profit (EBITDA)	20,381	25,587	28,927	74,895	23,589	22,054	22,627	68,271
Gains on sales of equity investments	-	-	-	-	-	(2,830)	-	(2,830)
Net (Gains) / losses on disposals of fixed assets	45	(9)	(71)	(35)	(13)	(10)	19	(3)
Variation:								
Receivables, payables and inventories	(5,062)	(9,728)	(1,397)	(16,186)	(18,992)	(1,422)	(4,019)	(24,434)
Other operating items	725	2,214	(2,627)	311	(161)	(1,637)	6,911	5,113
Income taxes paid	(5,748)	(3,565)	(3,447)	(12,760)	(6,288)	(552)	(4,582)	(11,422)
TOTAL B) Net Cash flows from operating activities	10,340	14,499	21,385	46,224	(1,865)	15,603	20,956	34,694
Net acquisitions of property, plant and equipment and intangible assets	(7,846)	(7,717)	(9,838)	(25,400)	(9,515)	(4,890)	(8,606)	(23,012)
Deferred payment on acquisition of Axiom Propack Ltd (India)	(554)	-	-	(554)	-	-	-	-
Acquisition of Closureslogic GmbH assets (Germany)	-	-	-	-	(12,187)	-	-	(12,187)
Acquisition of Closureslogic (Turkey) net of cash acquired	-	-	-	-	-	-	(171)	(171)
Acquisition of minority shares of SharpEnd (UK)	-	-	-	-	-	-	(1,275)	(1,275)
Disposal of GCL Pharma Srl (net of cash sold)	-	-	-	-	-	7,088	-	7,088
TOTAL C) Cash flows used in investing activities	(8,400)	(7,717)	(9,838)	(25,954)	(21,702)	2,198	(10,052)	(29,556)
Right of Use asset increase	(74)	(356)	(1,878)	(2,308)	(1,110)	(1,259)	(1,083)	(3,452)
Initial Impact of IFRS 16 accounting from Closurelogic acquisition	-	-	-	-	(1,270)	-	-	(1,270)
Lease liabilities transferred as part of the sale of GCL Pharma Srl	-	-	-	-	-	264	-	264
Payment of transaction cost on Bond and RCF	(483)	-	-	(483)	-	-	-	-
Net interests expense	(5,618)	(5,389)	(5,448)	(16,455)	(5,413)	(5,540)	(5,643)	(16,595)
Dividends paid	(3,137)	(1,162)	(2,227)	(6,526)	(769)	(614)	(3,265)	(4,649)
Change in fair value of Market Warrants	77	(775)	385	(312)	583	(2,326)	(194)	(1,937)
Derivatives and other financial items	(823)	(658)	(2,583)	(4,064)	1,084	(1,208)	(346)	(470)
Effect of exchange rate fluctuation	(331)	242	561	471	2,806	(277)	(2,466)	63
TOTAL D) Change in net financial indebtedness due to financing activities	(10,389)	(8,098)	(11,190)	(29,678)	(4,088)	(10,960)	(12,997)	(28,045)
E) Total change in net financial indebtedness (B+C+D)	(8,449)	(1,317)	357	(9,408)	(27,655)	6,841	(2,093)	(22,907)
F) Closing net financial indebtedness (A+E)	(484,920)	(486,237)	(485,880)	(485,880)	(490,167)	(483,325)	(485,418)	(485,418)
G) Reclass to net assets held for sale	-	-	-	-	69	-	-	-
H) Closing net financial indebtedness as per financial statement (F+G)	(484,920)	(486,237)	(456,953)	(485,880)	(490,098)	(483,325)	(485,418)	(485,418)

⁽¹⁾ As change of NFP

9M 2020 – Balance sheet statement – NWC details

€ / m	VALUE						
	As at 31/03/19	As at 30/06/19	As at 30/09/19	As at 31/12/19	As at 31/03/20	As at 30/06/20	As at 30/09/20
Trade receivables	105.1	113.2	114.5	104.1	102.9	95.9	101.0
Inventories	103.2	111.9	109.0	100.3	108.9	121.7	113.0
Trade payables	(76.2)	(84.1)	(79.4)	(76.6)	(74.3)	(77.4)	(72.2)
NWC value	132.1	141.0	144.1	127.9	137.5	140.3	141.8

	DAYS						
	As at 31/03/19	As at 30/06/19	As at 30/09/19	As at 31/12/19	As at 31/03/20	As at 30/06/20	As at 30/09/20
Trade receivables	67	68	66	59	64	68	63
Inventories	65	67	62	57	68	87	70
Trade payables	(48)	(51)	(46)	(43)	(47)	(55)	(45)
NWC days	84	85	83	73	86	100	88

Guala Closures Group

9M 2020 Financial Results

Annex
Market Data



9M 2020 - Currencies evolution

🌐 Euro revaluated against average FX of the following main currencies: Argentinian Peso (42.8%); Brazilian Real (30.8%); Chilean Peso (17.0%); South African Rand (16.6%); Colombian Peso (14.5%); Mexican Peso (13.3%); Australian Dollar (3.5%); New Zealand Dollar (4.1%); Indian Rupia (5.8%) respectively.

Average exchange rate			
Exchange rate (1 € = x FC)	Average 9M 2019	Average 9M 2020	Var % vs 9M 2019
US Dollar	1.1237	1.1241	0.0%
GB Pounds	0.8830	0.8845	0.2%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	29.6246	29.8448	0.7%
Belarus Ruble	2.2851	2.6968	18.0%
Poland Zloty	4.3012	4.4226	2.8%
Turkey Lira	n.a.	8.9084	n.a.
China Renmimbi	7.7119	7.8614	1.9%
Indian Rupia	78.8439	83.4336	5.8%
Japan Yen	122.6207	120.8365	(1.5%)
Argentinian Peso	62.3995	89.1232	42.8%
Brazilian Real	4.3646	5.7072	30.8%
Colombian Peso	3639.37	4166.00	14.5%
Mexican Peso	21.6350	24.515	13.3%
Chilean Peso	770.2844	901.5289	17.0%
Australian Dollar	1.6074	1.6633	3.5%
New Zealand Dollar	1.6925	1.7627	4.1%
South Africa Rand	16.1321	18.8139	16.6%
Kenian Shilling	114.4149	118.6161	3.7%

Period end exchange rate			
Exchange rate (1 € = x FC)	Dec 31, 2019	Sep 30, 2020	Var % vs Dec 19
US Dollar	1.1234	1.1708	4.2%
GB Pounds	0.8508	0.9124	7.2%
Lev Bulgaria	1.9558	1.9558	-
Ukraine Hryvnia	26.7195	33.1612	24.1%
Belarus Ruble	2.3687	3.0717	29.7%
Poland Zloty	4.2568	4.5462	6.8%
Turkey Lira	n.a.	9.0990	n.a.
China Renmimbi	7.8205	7.9720	1.9%
Indian Rupia	80.1870	86.2990	7.6%
Japan Yen	121.9400	123.7600	1.5%
Argentinian Peso	67.2749	89.1232	32.5%
Brazilian Real	4.5157	6.6308	46.8%
Colombian Peso	3688.66	4550.37	23.4%
Mexican Peso	21.2202	26.1848	23.4%
Chilean Peso	844.8600	920.4700	8.9%
Australian Dollar	1.5995	1.6438	2.8%
New Zealand Dollar	1.6653	1.7799	6.9%
South Africa Rand	15.7773	19.7092	24.9%
Kenian Shilling	113.8986	127.0532	11.5%

LEGEND: Var % + EUR revaluation vs other group currencies; Var % - EUR devaluation vs other group currencies

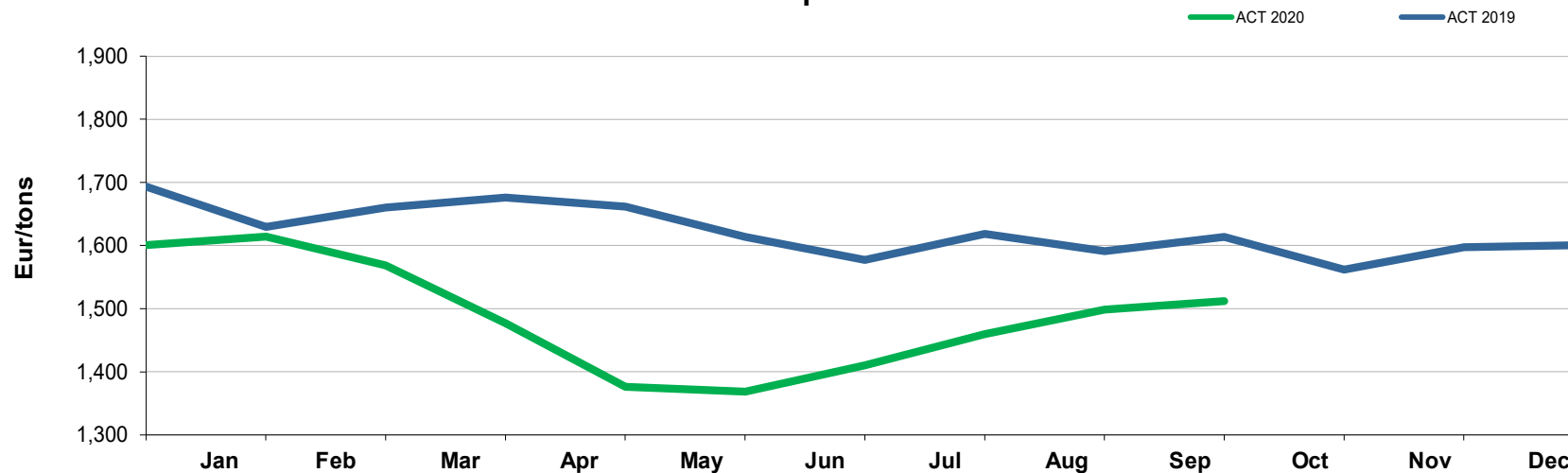
9M 2020 - Raw material evolution – Aluminium

Aluminum prices (LME Euro/tons) were lower on average by 9.3% vs 9M 2019 and equal to Euro/ton 1,476 (vs Euro/ton 1,627 in 9M 2019)

ALUMINIUM PRICE EVOLUTION (LME €/tons)

9M 2020 vs. 9M 2019: (9.3)%

Aluminium price Lme Eur/tons



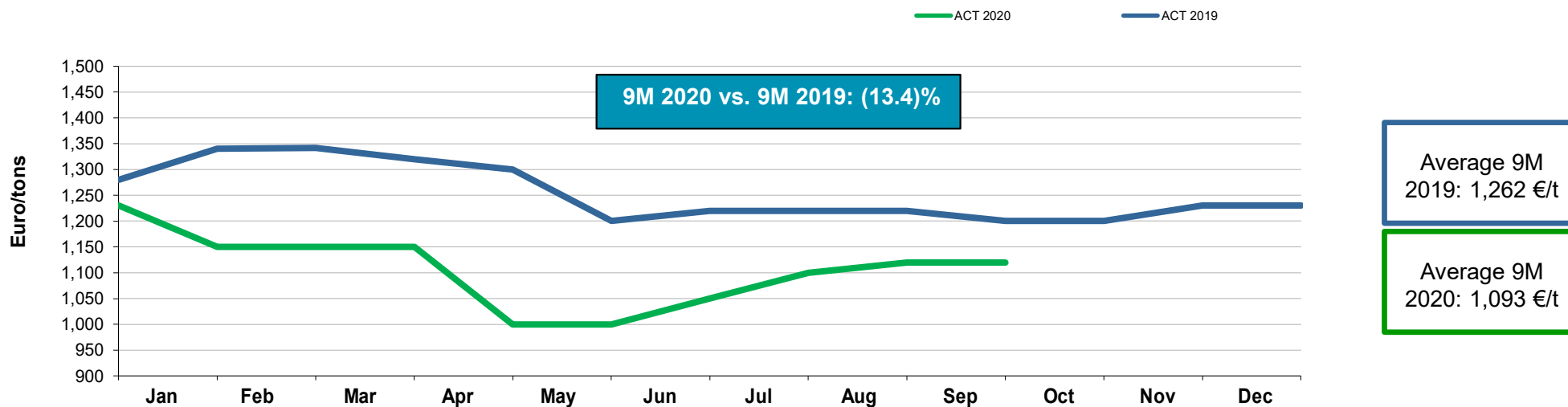
Average 9M 2019:
1,627 €/t

Average 9M 2020:
1,476 €/t

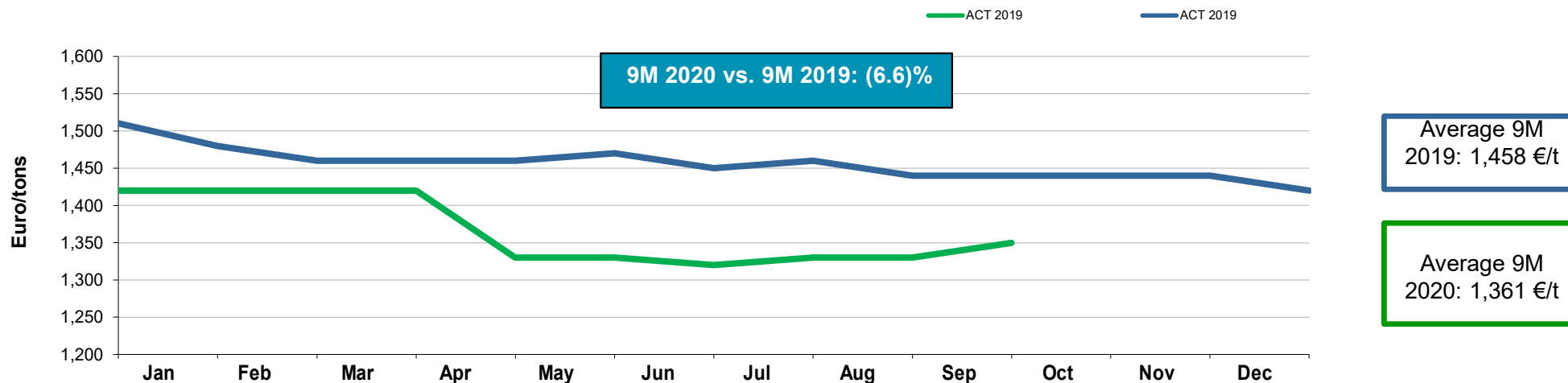
9M 2020 - Raw material evolution – Plastic – Europe

In Europe, high density polyethylene price and polypropylene and homopolymer price were lower on average vs 9M 2019 by 13.4% and 6.6% respectively

PLASTIC PRICE EVOLUTION HIGH DENSITY POLYETHYLENE



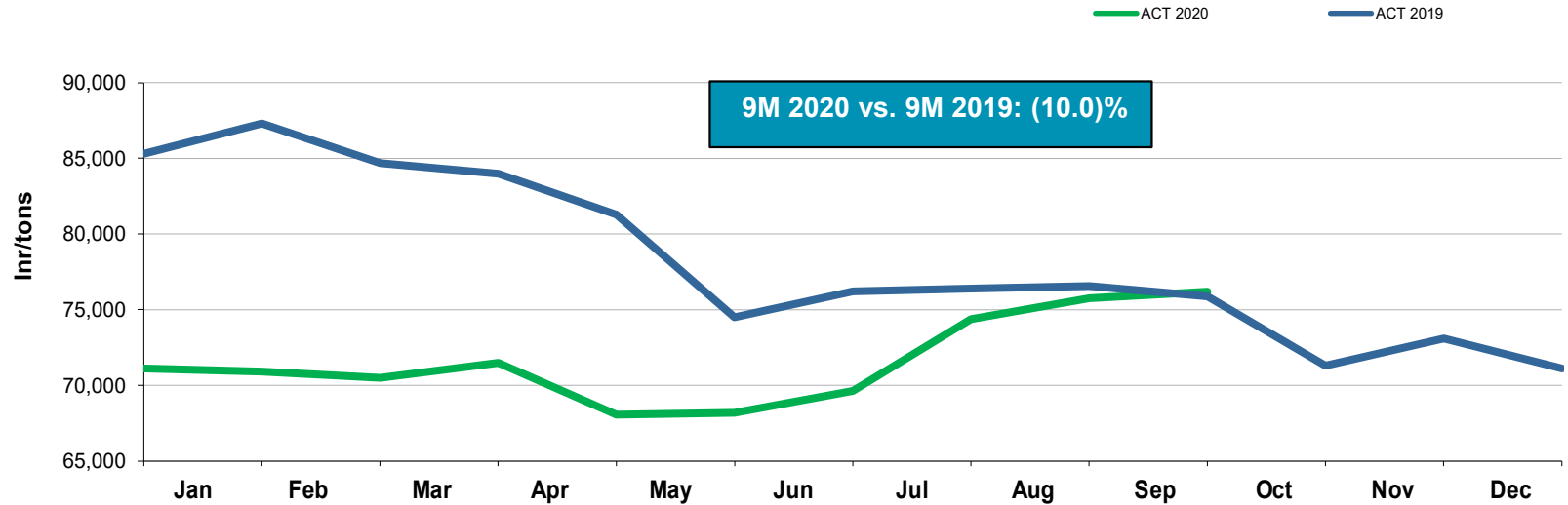
PLASTIC PRICE EVOLUTION POLYPROPYLENE, HOMOPOLYMER



9M 2020 - Raw material evolution – Plastic – India

In India high density polyethylene and polystyrene prices were lower on average vs 9M 2019 by 10.0% and 8.2% respectively

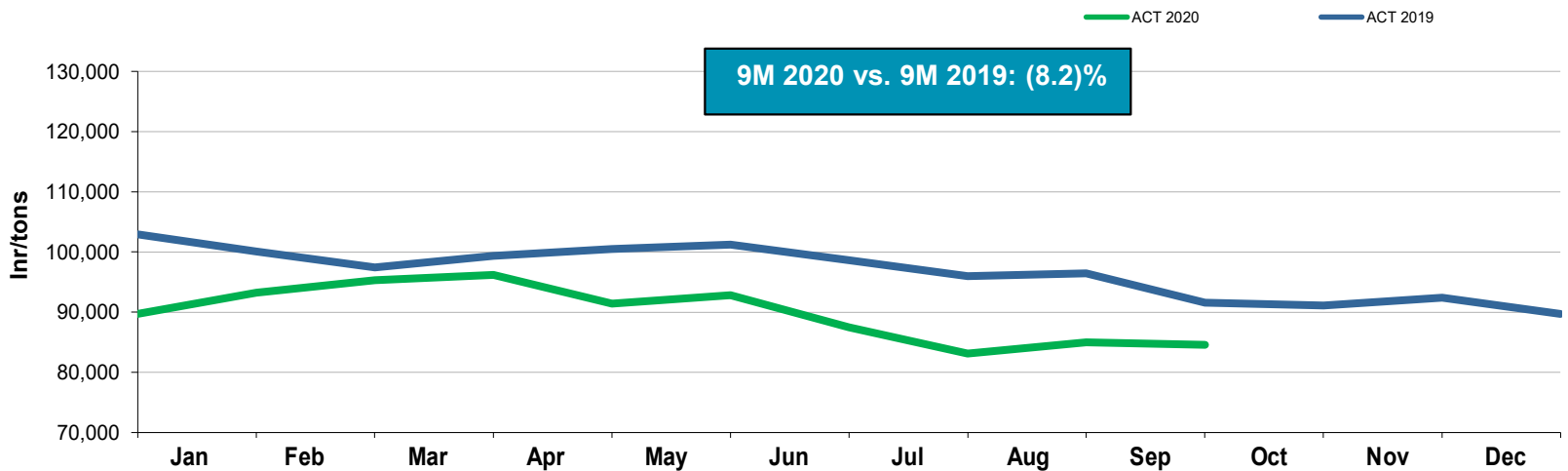
PLASTIC PRICE EVOLUTION HIGH DENSITY POLYETHYLENE



Average 9M 2019:
79,645 INR/t

Average 9M 2020:
71,683 INR/t

PLASTIC PRICE EVOLUTION POLYSTYRENE



Average 9M 2019:
97,917 INR/t

Average 9M 2020:
89,912 INR/t

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