

# **AQUAFIL**

# **Corporate Presentation**

Geneva Mid Cap Conference

1<sup>st</sup> December 2020







#### 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 ca 38% of fiber turnover
- significant environmental advantage;
- reduction of greenhouse gas emissions by as much as 80%

#### 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 end 2019;
- €549,0m of Revenues in FY2019
- €69,4m EBITDA in FY2019

### THE ECONYL® REGENERATION SYSTEM









Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	34





Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	33





Fiber for carpet flooring **BCF Product** 

#### **Key Applications**

**Contribution to Revenues FY19** 

2018 European PA Market Shares (1)



Contract

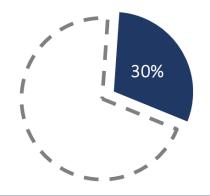


Residential

 $\Theta$ **Automotive** 



72,9%



В

Fiber for fabric NTF Product



Clothing & Fashion



Swimwear



Sportswear

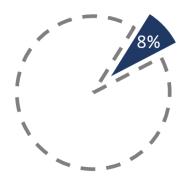


High-tech clothing





ca. 19,6%



**Polymers** 

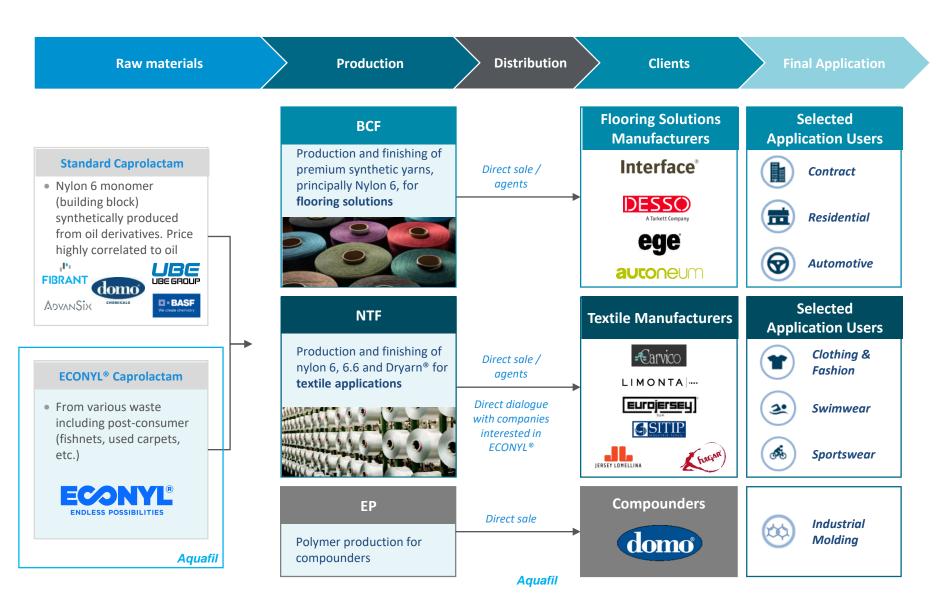




ca. 7,5%













# **AQUAFIL WORLDWIDE**

### **USA**

Cartersville (Georgia)

Aquafil USA 1 & 2

Phoenix (Arizona)

Aquafil Carpet Recycling

ACR#1

Sacramento (California)

Aquafil Carpet Recycling

ACR#2

Rutherford College (North Carolina) Aquafil O'Mara

### UK

Kilbirnie Aquafil UK

### **ITALY**

Arco (TN)

Aquafil (Headquarter)

Cares (TN)
Rovereto (TN)
Tessilquattro

### **CROATIA**

Oroslavje

Aquafil CRO

### **SLOVENIA**

Ljubljana AquafilSLO

Senožeče AquafilSLO Senožeče

Štore **AquafilSLO** Štore

Ajdovščina **AquafilSLO** Ajdovščina

### **CHINA**

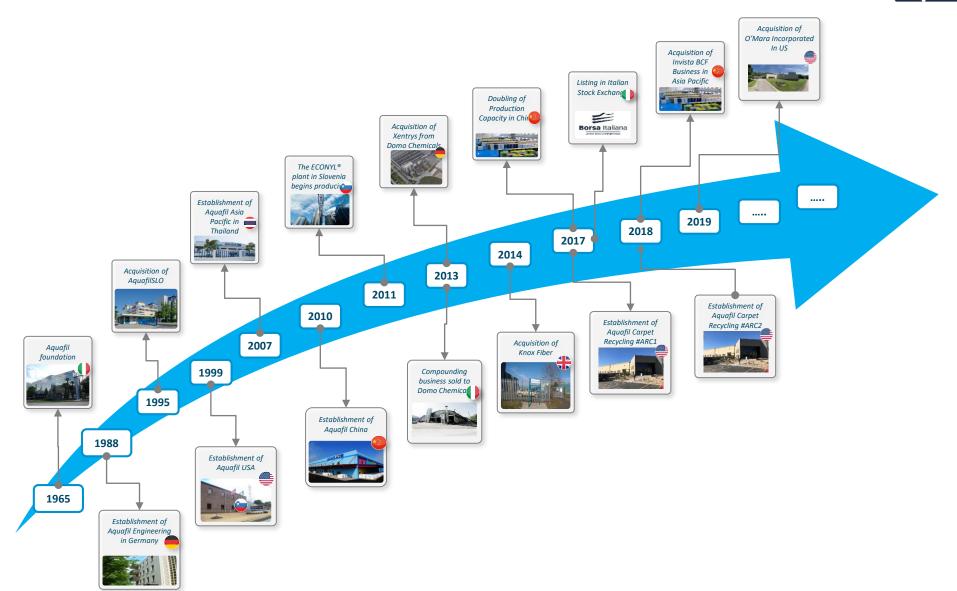
Jiaxing **Aquafil Jiaxing** 

### **THAILAND**

Rayong **Aquafil Asia Pacific** 





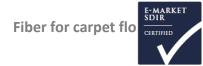






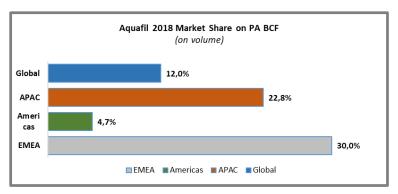
Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	9
5. ANNEX	33

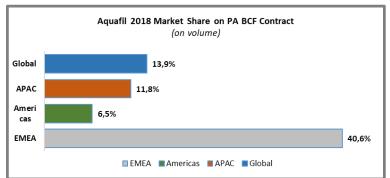


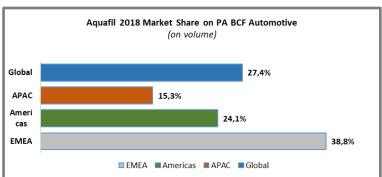


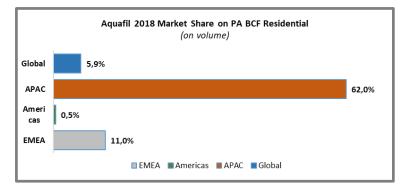


### **Fiber for carpet flooring -** *BCF Product*

























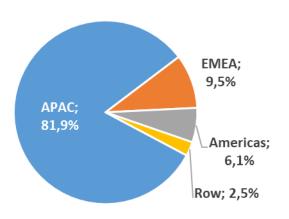






В

#### Fiber for Fabric - NTF Product



Aquafil; 8% Others; 92%

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

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















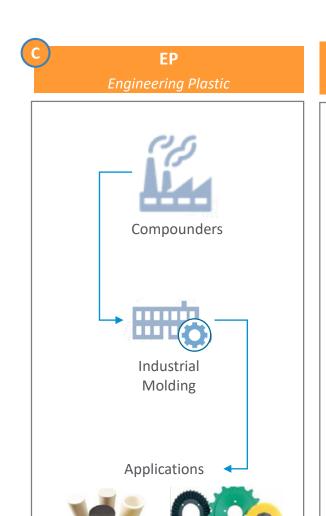












#### Description

Aquafil manufactures nylon 6 and raisin pellet polymers for compounders. Once the polymer has been transformed into a technopolymer, compounders sell the semi-finished product to the industrial molding companies, which model it based on the final product requested by the client





Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	19
5. ANNEX	33







# THE ECONYL® REGENERATION SYSTEM

- 100% regenerated & regenerable nylon
- Unique proprietary technology
- Ca 38 % of Aquafil Fiber 2019 Revenues







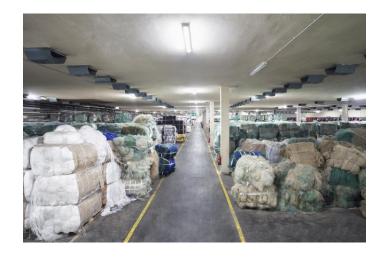


#### **STEP 1: RESCUE**



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



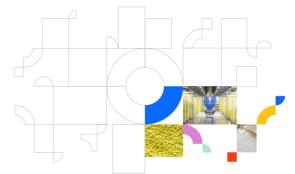








#### **STEP 2: REGENERATE**



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

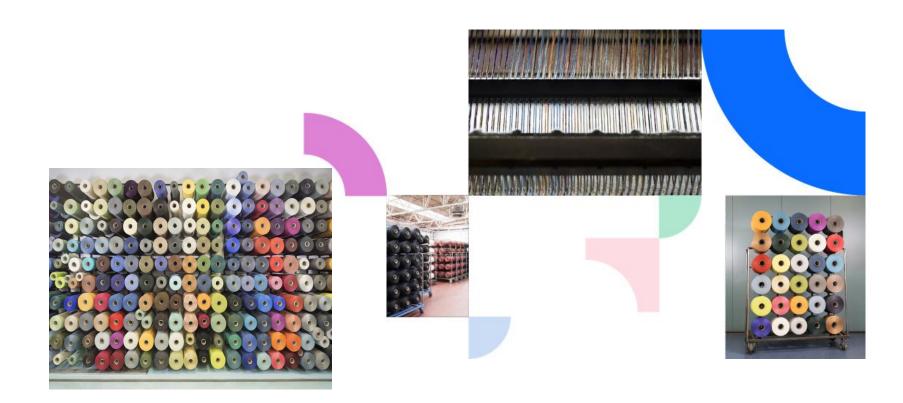






**STEP 3: REMAKE** 

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



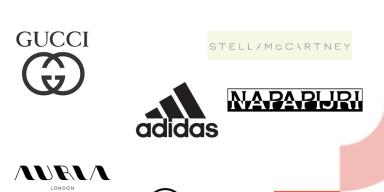




#### **STEP 4: REIMAGINE**



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

























Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	19
4.1. 2020 OUTLOOK	20
4.2. 3Q2020YTD FINANCIAL RESULTS	23
5. ANNEX	33



### Clear path ahead



### STRONG GROUP REACTION

EXTRAORDINARY EFFORTS OF ALL OF US

BUSINESS CONTINUITY,
2019 SAVINGS PLAN AND
PROMPLY ADOMPTED
COUNTERMISURES
MINIMISED FLOW THROUGH

NFP IMPROVED AND FINANCIAL SOLIDITY ENHANCED

**RECOVERY IN SUMMER** 

2020 GUIDANCE

### CONFIDENT IN GROUP FUTURE

**CLEAR PATH AHEAD** 

"CIRCULARITY" IN OUR DNA
IN OUR STRATEGY
AND DRIVING OUR FUTURE

LEVERAGE
OUR PEOPLE
OUR PRODUCTS
AND OUR TECHNOLOGIES

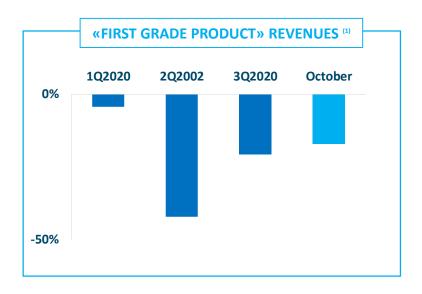
STRONG FOCUS ON VALUE CHAINS AND PARTHENRSHIP



### Recent evolution consistent with 3Q trends



- Volumes: recovery undergoing with ASIA BCF and North America NTF accelerating
- Prices: most recent prices in line with 3Q end
- Until now no significant impact from partial lockdowns in some European countries



<sup>&</sup>lt;sup>(1)</sup> O'Mara included since 1<sup>st</sup> January 2020 – QTR/monthly variation



## As of today, on track to deliver 2020 guidance



- High attention on Europe where uncertainty and low visibility increased again
- EBITDA: ready to enhance countermeasures to protect profitability
- NFP: ongoing CAPEX discipline and NWC efficiency

	SALES	20% reduction
2020 GUIDANCE (1)	EBITDA	20% reduction (2)
	NFP	10% improvement

<sup>(1)</sup> FX assumptions: €/USD 1.12 and €/CNY 7.73 (FY2019 average FX) - O'Mara consolidate for 12 months in 2020

<sup>(2)</sup> Possible PPP loan positive impacts of \$ 5.5m not included





Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	19
4.1. 2020 OUTLOOK	20
4.2. 3Q2020YTD FINANCIAL RESULTS	23
5. ANNEX	33



### **Volume improvement enhanced Group actions**



	R	EVENUES	
	2019	2020	Δ%
3QUARTER YTD	419.5	327.9	(21.8%)
<b>3QUARTER</b>	132.9	105.2	(20.8%)

		EBITDA	
	2019	2020	Δ%
3QUARTER YTD	54.9	40.1	(27.0%)
% on net sales	13.1%	12.2%	
3QUARTER	15.8	13.2	(16.7%)
	11.9%	12.5%	

	NET	T PROFIT	
	2019	2020	Δ%
3QUARTER YTD	9.5	(2.9)	n.s.
% on net sales	2.3%	0.0%	
3QUARTER	(1.1)	(1.0)	(14.0%)
	-0.8%		

	NFP	
31.12.2019	30.09.2020	Δ%
249.6	246.8	(1.1%)

#### **SALES**

Less than 10% volume decrease in 3Q (1)

Asia and North America drove volume improvement

3Q final prices influenced by 2Q raw material evolution

ECONYL® trend consistent with previous period

#### **EBITDA**

0.60 bps margin improvement in 3Q2020

Group actions supported by volume recovery

€ 9.1m delivered YTD by 2019 savings plan

€ 10.8m generated YTD from strong focus on fix costs management

#### **NET PROFIT**

Impacted by lower EBITDA and higher depreciation despite less one off costs

Depreciation increase connected to 2018-2019 CAPEX program

#### NFP

Quarterly trend mitigated by efficient inventory management and ongoing CAPEX discipline

New medium-term bank loan facilities

Liquidity to € 150.9m

Data in € million

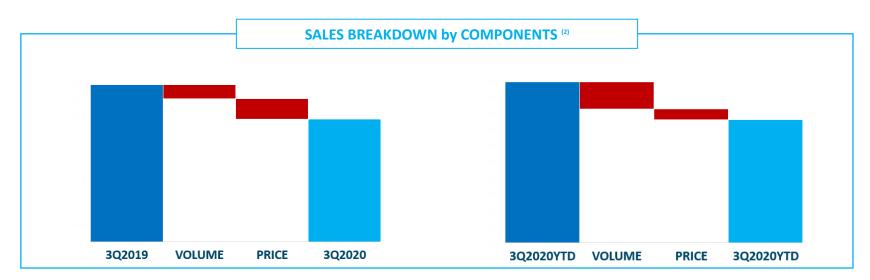
(1) Based on "First Grade Product" revenues



### Volumes improvement, higher prices adjustment



- 3Q volumes: improvement with different speed in the different regions
  - Asia and North America recovery much stronger compared to Europe
- 3Q prices: BCF and Polymers product lines more impacted by prices adjustment
  - in 2Q2020 caprolactam price decrease by around 20% (1)



<sup>(1)</sup> Source: Tecnon Orbichem, n° 486, 28 October 2020 – Caprolactam, West Europe price, new contract, molten, monthly average

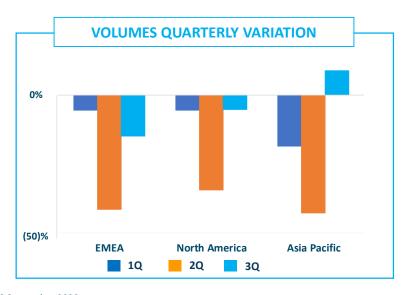
<sup>(2)</sup> Based on "First Grade Product" revenues – Index 100



# **Volumes: stronger recovery in Asia Oceania and N.**



- Asia Oceania: BCF volumes even above 2019 driven by automotive and residential
- North America: closing the gap thanks to NTF application
- Europe: the slowest restart due to contract weakness





TOTAL

306.4 231.4

# Revenues: volumes improvement, higher prices adjustn

32.3

24.0 (8.3)

419.5 327.8



3QUARTER		ВС	CF C			NTF				POLYM	ERS			TOT	AL	
	2019	2020	Δ	Δ%	2019	2020	Δ	Δ%	2019	2020	Δ	Δ%	2019	2020	Δ	Δ%
EMEA	46.6	33.3	(13.2)	(28.4%)	19.6	14	(5.7)	(28.9%)	8.0	6.2	(1.8)	(22.5%)	74.1	53.5	(20.7)	(27.9%)
North America	26.8	20.6	(6.1)	(22.9%)	7.1	7.8	0.7	10.2%	1.4	1.1	(0.3)	(21.2%)	35.3	29.5	(5.7)	(16.2%)
Asia & Oceania	22.3	21.2	(1.2)	(5.2%)	0.3	0.4	0.1	36.1%	0.1	0.0	(0.1)	(75.0%)	22.8	21.7	(1.1)	(5.0%)
ROW	0.1	0.2	0.2	n.s.	0.5	0.3	(0.2)	(36.5%)	0.0	0.0	0.0	n.s.	0.5	0.5	0.0	1.3%
TOTAL	95.8	75.4	(20.3)	% 21.2	27.5	22.5	(5.0)	(18.1%)	9.4	7.3	(2.2)	(26.5%)	132.7	105.2	(27.5)	(20.7%)
3QUARTER YTD		ВС	CF .			NTF	:			POLYMI	ERS			тот	AL	
	2019	B( 2020	CF	Δ%	2019	NTF 2020	Δ	Δ%	2019	POLYMI 2020	ERS	Δ%	2019	TOT.	AL	Δ%
	<b>2019</b> 155.3			Δ%	<b>2019</b> 68.4			Δ% (24.9%)				Δ% (27.8%)	2019			Δ% (25.5%)
3QUARTER YTD	155.3	<b>2020</b> 115.8	Δ			2020	Δ		2019	2020	Δ		250.8	2020 186.7	Δ	
3QUARTER YTD		2020	Δ (39.5)	(25.4%)	68.4	<b>2020</b> 51.3	Δ (17.0)	(24.9%)	<b>2019</b> 27.2	<b>2020</b> 19.6	Δ (7.5)	(27.8%)		2020	Δ (64.1)	(25.5%)

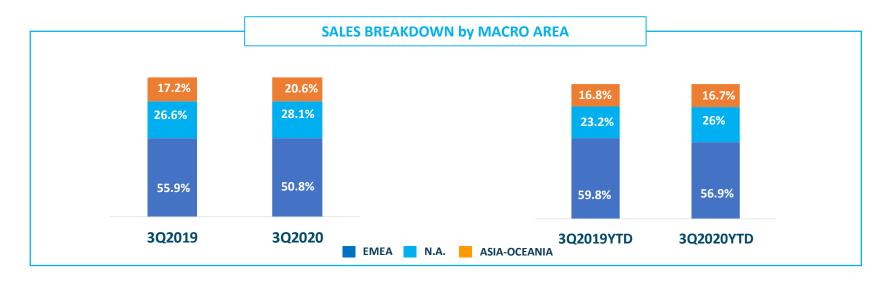
80.9

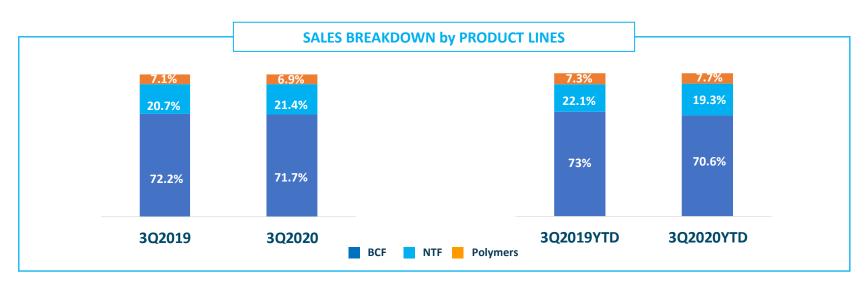
(21.8%)



# Revenues: stronger recovery in Asia Oceania and N





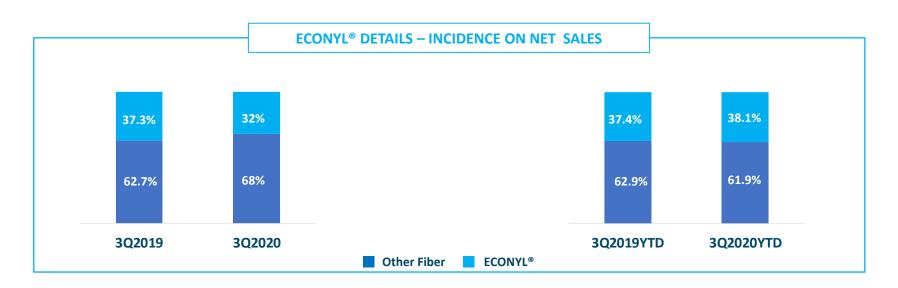




### A different path for ECONYL®



- Sales: a decline of 31.3% in the quarter drove to a 19.9% reduction YTD
  - Pandemic fully impact shifted to 3Q due to the end markets later reaction
- % on net sales: 38.1% as of September end

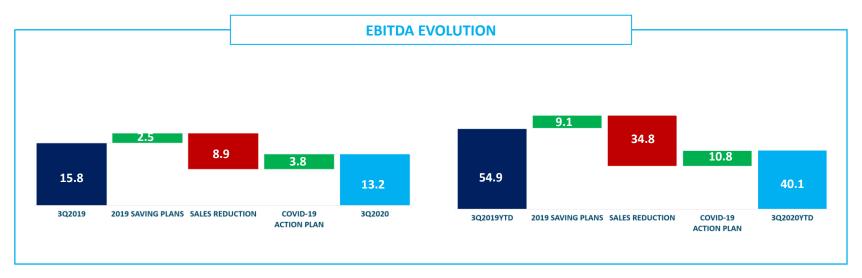




## **Group actions are paying off**



- 3Q: EBITDA margin improvement, from 11.9% to 12.5%
  - Impact of Group actions strengthened by better volume
  - On going focus on "shift" management to maximise labour efficiency
  - Persistent attention on discretionary spending





# Depreciation material increase influenced net resul



	QUARTER			3QUARTER YTD		
	2019	2020	Δ%	2019	2020	Δ%
REVENUES	132.9	105.2	(20.8%)	419.5	327.9	(21.8%)
EBITDA	15.8	13.2	(16.7%)	54.9	40.1	(27.0%)
Margin %	11.9%	12.5%		13.1%	12.2%	
EBIT	(0.2)	0.2	n.s.	17.0	0.2	n.s.
Margin %	(0.1%)	% 0.2		4.0%	0.0%	
EBT	(1.0)	(1.4)	(34.4%)	13.2	(3.0)	n.s.
Margin %	(0.8%)	(1.3%)		3.2%	(0.9%)	
NET RESULT	(1.1)	(1.0)	(14.0%)	9.5	(2.9)	n.s.
Margin %	(0.8%)	(0.9%)		2.3%	(0.9%)	

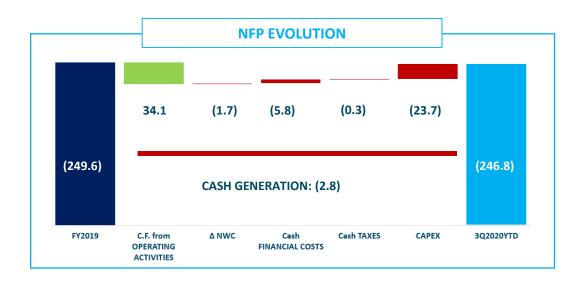
Depreciation: +€ 6.5m driven
 by 2018-2019 CAPEX peak and O'Mara consolidation



### NFP evolution consistent with expectation



- Efficient inventories management and CAPEX discipline mitigated quarterly trend
  - CAPEX: 48.8% to € 23.7m, focus on operating CAPEX (almost 90%)
- 2 new medium long-term for a total amount of € 25 million
  - € 150.9m of liquidity as of 30 September







Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	33
5.1. DISCLAIMER AND DEFINITIONS	34
5.2. 3Q2020YTD FINANCIAL DATA DETAILS	36
5.3. SECTOR DATA	44
5.4. HISTORICAL FINANCIAL DATA	46
5.5. CORPORATE GOVERNANCE AND OWNERSHIP STRUCTURE	50



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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.



«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)





Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	34
5.1. DISCLAIMER AND DEFINITIONS	34
5.2. 3Q2020YTD FINANCIAL DATA DETAILS	37
5.3. SECTOR DATA	44
5.4. HISTORICAL FINANCIAL DATA	46
5.5. CORPORATE GOVERNANCE AND OWNERSHIP STRUCTURE	50



## Consolidate Income Statement



CONSOLIDATED INCOME STATEMENT	September	of wich	September	of wich	Third	of wich	Third	of wich
€/000	2020	non-	2019	non-	Quarter 2020	non-	Quarter 2020	non-
Revenue	327,930	287	419,537		105,197	120	132,870	
of which related parties	80		29		53		-	
Other Revenue	4,322	82	1,592	112	951	22	411	17
Total Revenue and Other Revenue	332,252	368	421,129	112	106,148	142	133,281	17
Raw Material	(159,480)	(64)	(217,206)	(116)	(50,003)	(6)	(68,981)	3
Services	(63,509)	(1,693)	(75 <i>,</i> 587)	(3,383)	(21,213)	(658)	(24,396)	(1,043)
of which related parties	(319)		(343)		(108)	-	(124)	
Personel	(75,764)	(1,856)	(84,741)	(5,146)	(24,129)	(688)	(30,680)	(4,407)
Other Operating Costs	(3,382)	(790)	(2,703)	(733)	(800)	(74)	(1,392)	(440)
of which related parties	(52)		(38)	-	(17)	-	-	-
Depreciation and Amorti zation	(32,506)		(25,972)	-	(10,752)	-	(9 <i>,</i> 398)	
Doubtful debt prevision	(1,094)		(118)	-	(10)	-	(12)	-
Provisions for risks and charges	(454)		(118)	-	(451)	-	-	-
Capitalization of Internal Construction Costs	4,099		2,283	-	1,433	-	1,398	-
EBIT	161	(4,035)	16,966	(9,265)	223	(1,284)	(182)	(5,869)
Other Financial Income	353		1,120	1,082	156	-	20	
Interest Expenses	(6,137)		(6,236)	-	(1,896)	-	(2,518)	
of which related parties	(177)		(132)	-	(54)	-	-	
FX Gains and Losses	2,656		1,396	-	115	-	1,636	-
Profit Before Taxes	(2,966)	(4,035)	13,248	(8,183)	(1,403)	(1,284)	(1,043)	(5,869)
Income Taxes	68		(3,714)	-	439	-	(77)	-
Net Profit (Including Portion Attr. to Minority)	(2,899)	(4,035)	9,533	(8,183)	(964)	(1,284)	(1,120)	(5,869)
Net Profit Attributable to Minority Interest	0		0		-		-	
Net Profit Attributable to the Group	(2,899)		9,533		(964)		(1,120)	



## **Consolidate Income Statement – EBITDA Adjusted**



RECONCILIATION FROM NET PROFIT TO EBITDA €/000	September 2020	September 2019	Third Quarter 2020	Third Quarter 2019
Net Profit (Including Portion Attr. to Minority )	(2,899)	9,533	(964)	(1,120)
Income Taxes	(68)	3,714	(439)	77
Amortisation & Depreciation	32,506	25,972	10,752	9,398
Write-downs & Write-backs of intangible and tangible assets	1,548	236	461	12
Financial items (*)	4,953	6,191	2,105	1,605
No recurring items (**)	4,035	9,265	1,284	5,869
EBITDA	40,075	54,911	13,199	15,841
Revenue	327,930	419,537	105,197	132,870
EBITDA Margin	12.2%	13.1%	12.5%	11.9%

RECONCILIATION FROM EBITDA TO EBIT ADJUSTED €/000	September 2020	September 2019	Third Quarter 2020	Third Quarter 2019
EBITDA	40,075	54,911	13,199	15,841
Amortisation & Depreciation	32,506	25,972	10,752	9,398
Write-downs & Write-backs of intangible and tangible assets	1,548	236	461	12
EBIT Adjusted	6,021	28,703	1,986	6,431
Revenue	327,930	419,537	105,197	132,870
EBIT Adjusted Margin	1.8%	6.8%	1.9%	4.8%

(\*) The financial items include: (i) financial income of Euro 0.4 million and Euro 1.1 million respectively in the periods ending September 30, 2020 and September 30, 2019 (ii) financial charges of Euro 6.1 million and Euro 6.2 million respectively in the periods ending September 30, 2020 and September 30, 2019, (iii) cash discounts of Euro 1.8 million end Euro 2.5 million respectively in the periods ending September 30, 2020 and September 30, 2019, and (iv) exchange gains of Euro 2.6 million and Euro 1.4 million respectively in the periods ending September 30, 2020 and September 30, 2019.

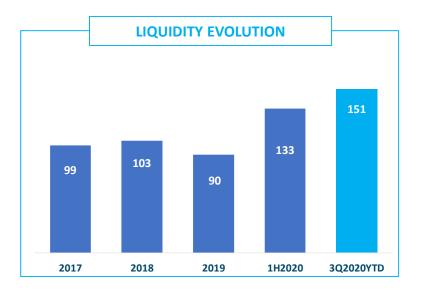
(\*\*) This includes (i) non-recurring charges related to the expansion of the Aquafil Group and other corporate transactions for Euro 2.3 million and 3.7 million respectively in the periods ending September 30, 2020 and September 30, 2019, (ii) non-recurring industrial charghes of Euro 1.0 million for the period ending September 30, 2019, (iii) costs for restructuring for Euro 1.1 million and Euro 4.1 million respectively in the periods ending September 30, 2020 and September 30, 2019 and (iv) other non-recurring charges of Euro 0.6 million and Euro 0.5 million respectively in the periods ending September 30, 2020 and September 30, 2019.



## **Consolidate Balance Sheet**



CONSOLIDATED BALANCE SHEET	At September 30,	At December 31,
€/000	2020	2019
Intangible Assets	22,551	21,101
Goodwill	12,502	13,029
Tangible Assets	237,559	251,492
Financial Assets	630	765
of which related parties	318	313
Other Assets	1,336	2,189
Deferred Tax Assets	11,538	13,636
Total Non-Current Assets	286,115	302,212
Inventories	157,565	184,931
Trade Receivable	25,889	24,960
of which related parties	109	69
Financial Current Assets	844	1,637
Current Tax Receivables	1,871	1,639
Other Current Assets	12,510	12,126
of which related parties	2,527	2,231
Cash and Cash Equivalents	150,921	90,400
Asset held for sales		428
Total Current Assets	349,600	316,120
Total Current Assets	635,715	618,332
Share Capital	49,722	49,722
Reserves	92,391	81,813
Group Net Profit for the year	(12,678)	10,799
Group Shareholders Equity	129,435	142,335
Net Equity attributable to minority interest	1	1
Net Profit for the year attributable to minority interest	0	-
Total Sharholders Equity	129,436	142,336
Employee Benefits	5,638	5,721
Non-Current Financial Liabilities	353,505	286,970
of which related parties	6,284	9,624
Provisions for Risks and Charges	1,979	1,508
Deferred Tax Liabilities	8,837	10,915
Other Payables	12,175	15,383
Total Non-Current Liabilities	382,135	320,497
Current Financial Liabilities	45,075	54,733
of which related parties	3,525	3,572
Current Tax Payables	1,072	1,127
Trade Payables	56,314	76,089
of which related parties	590	127
Other Liabilities	21,683	23,551
of which related parties	230	23,331
Total Current Liabilities	124,145	155,499
Total Equity and Liabilities	635,715	618,332

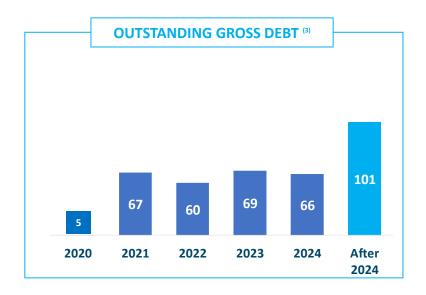




# **Debt overview – Outstanding gross debt**



BORROWINGS - 30 June 2020	ISSUE DATE	CURRENCY	COUPON (1)	MATURITY		AMOUT		COVENANTS (2)		
BORROWINGS - 30 Julie 2020	ISSUE DATE	COMMENCE	COOPON	WATOKITI	Total	Drawn	Undrawn	Parameters	Reference	Check
Private Placement B	Sept 2018	EUR	4.70%	Sept 2028	50	50	0	EBITDA / Net financial charges > 3.5		
Private Placement C	May 2019	EUR	2.87%	May 2029	40	40	0	Net Debt / EBITDA < 3.75  Minimum NET Equity threshold levels	Group	Half-yearly
Shelf facilities	Sept 2018	EUR	Floating at use	Sept 2028	50	0	50	To be defined at use		
US Private Placement					140	90	50			
Medium-long term loans - fixed rate	2016-2020	EUR	1.25%	2021-2027	109	109	0	Net Debt / Net Equity Net Debt / EBITDA	Group	
Medium-long term loans - variable rate	2018-2020	EUR	0.62%	2021-2026	139	139	0	EBITDA / Financial charges		
USD PPL	June 2019	USD	1.00%	2021	5	5	0	N.A.		
Medium-long term loans					253	253	0			
Short term credit lines	N.A.	EUR	Floating at use	Revocable	84	0	84	N.A.		
Leasing	2007	EURO	0.00%	2021	9	9	0	N.A.		
TOTAL					486	352	134			



Data in € million – <sup>(1)</sup> Actual coupon <sup>(2)</sup> Please see 1H2020 Explanatory Notes to the Financial Statements for details on each medium-long term loans and short term credit credit lines <sup>(3)</sup> Excluding lease liabilities and "right of use"



# **Debt overview – Net financial position**

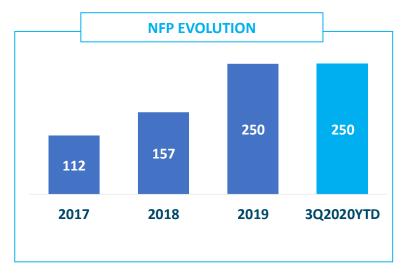


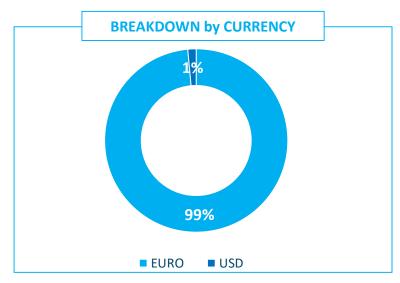
At September 30,	At December 31,
2020	2019
150,921	90,400
	-
	-
150,921	90,400
844	1,637
(32)	(129)
(36,711)	(46,056)
(8,332)	(8,547)
(45,075)	(54,733)
106,689	37,304
(240,567)	(169,796)
(90,419)	(90,458)
(22,520)	(26,619)
(353,505)	(286,874)
(246,816)	(249,570)
	2020 150,921 150,921 844 (32) (36,711) (8,332) (45,075) 106,689 (240,567) (90,419) (22,520) (353,505)

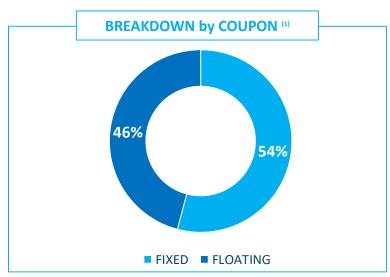


## **Debt overview – Net financial position – Details**











## **Cash Flow Statements**



CASH FLOW STATEMENT	At September 30,	At September 30,
€/000	2020	2019
Operation Activities		
Net Profit (Induding Portion Attr. to Minority)	-2,899	9,533
of which related parties	-468	-484
Income Taxes	-68	3,714
Income (loss) from Investments	-353	-1,120
of which related parties		
Other Financial Income	6,137	6,236
of which related parties	-177	-132
FX (Gains) and Losses	-2,656	-1,396
(Gain)/Loss on non - current asset Disposals	-86	-192
Provisions & write-downs	1,094	118
Amortisation, depredation & write-downs	454	118
Net variation non-monetary increase IFRS16	32,516	25,963
Non-monetary decrease IFRS 16	-2,119	-4,614
Cash Flow from Operating Activities Before Changes in NWC	32,019	38,359
Change in Inventories	27,366	-1,531
Change in Trade and Other Receivables	-19,774	-34,222
of which related parties	463	-524
Change in Trade and Other Payables	-1,383	4,710
of which related parties	-40	20
Change in Other Assets/Liabilities	-7,105	5,594
of which related parties	-302	200
Net Interest Expenses paid	-5,784	-4,166
Income Taxes paid	-271	-821
Change in Provisions for Risks and Charges	-773	-473
Cash Flow from Operating Activities (A)	24,294	7,451
Investing activities		
Investment in Tangible Assets	-18,398	-38,963
Disposal of Tangible Assets	762	277
Investment in Intangible Assets	-4,019	-3,421
Disposal of Intangible Assets	80	9
Business Purchases Aquafil O'Mara	0	-37,225
of which Asset	0	-15,715
of which Goodwill	0	-14,673
of which cash	0	150
of which other assets and liabilities	0	-6,988
Disposal of Financial Assets	-5	0
Cash Flow used in Investing Activities (B)	(21,581)	(79,324)
Financing Activities		
Increase in no current Loan and borrowing	69,956	103,000
Decrease in no current Loan and borrowing	-8,161	-31,255
Net variation in current fiancial Assets and Liability	-3,986	-1,367
of which related parties	-3,392	3,184
Dividends Distribution	0	-12,273
of which related parties	0	-7,316
Cash Flow from Financing Activities ( C)	57,808	58,104
Net Cash Flow of the Year (A)+(B)+(C)	60,521	(13,769)



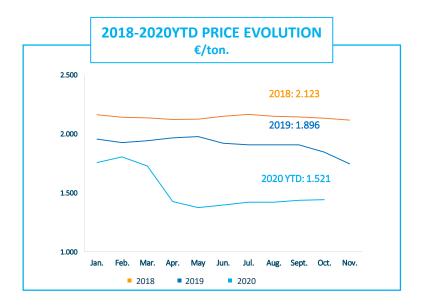


Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	34
5.1. DISCLAIMER AND DEFINITIONS	34
5.2. 3Q2020YTD FINANCIAL DATA DETAILS	37
5.3. SECTOR DATA	45
5.4. HISTORICAL FINANCIAL DATA	46
5.5. CORPORATE GOVERNANCE AND OWNERSHIP STRUCTURE	50



# **Sector Data – Caprolactam price evolution**











Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	34
5.1. DISCLAIMER AND DEFINITIONS	34
5.2. 3Q2020YTD FINANCIAL DATA DETAILS	37
5.3. SECTOR DATA	45
5.4. HISTORICAL FINANCIAL DATA	47
5.5. CORPORATE GOVERNANCE AND OWNERSHIP STRUCTURE	50

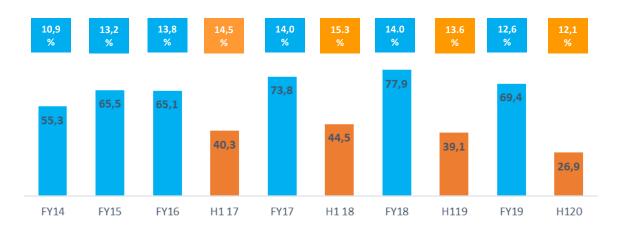




### Revenues (€m)



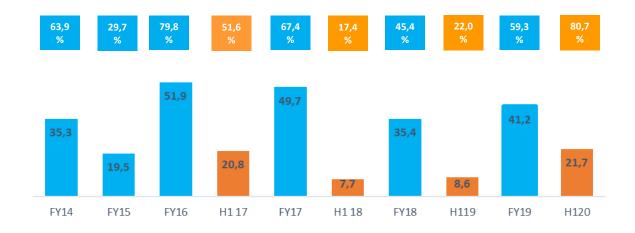
### EBITDA (€m) and Margin on Revenues (%)



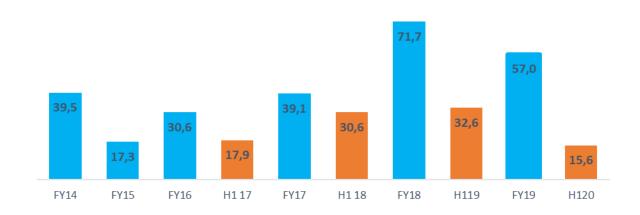




## **Cash Flow from Operating Activities (€m) and Cash Return**<sup>(2)</sup> (%)



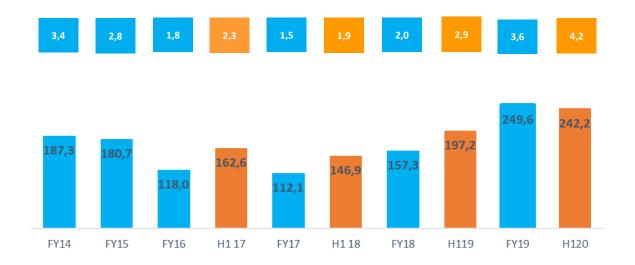
## Capex (€m)







### Net Financial Debt (€m) and Net Financial Debt / EBITDA<sup>(1)</sup>







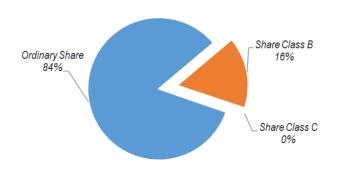
Index	Page
1. AQUAFIL AT GLANCE	5
2. AQUAFIL MARKET	10
3. ECONYL®	14
4. 2020 OUTLOOK AND 3Q2020YTD FINANCIAL RESULTS	20
5. ANNEX	34
5.1. DISCLAIMER AND DEFINITIONS	34
5.2. 3Q2020YTD FINANCIAL DATA DETAILS	37
5.3. SECTOR DATA	45
5.4. HISTORICAL FINANCIAL DATA	47
5.5. CORPORATE GOVERNANCE AND OWNERSHIP STRUCTURE	51





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<sup>st</sup> December 2018:

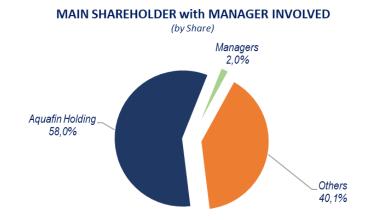
#### 51.218.794 SHARES DIVIDED IN 3 DIFFERENT TYPES



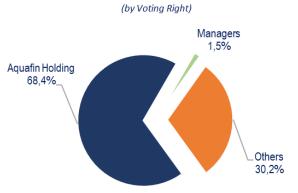
#### **67.770.834 VOTING RIGHTS**



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







#### **Board of Directors**

Giulio Bonazzi Chairman and CEO

**Fabrizio Calenti Executive Director** 

Silvana Bonazzi Director

**Margherita Zambon** Independent Director(1)(6)

implementing plans for investment, control and assessment of results.

Francesco Profumo Independent Director<sup>(1) (4) (5)</sup>

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

Board of Directors defines the Group's global strategies by developing actions for growth, launching new activities in various sectors and

#### **Board of Statutory Auditors**

Stefano Poggi Longostrevi Chairman





**Bettina Solimando** Statutory Auditor

## **Auditors Firm**



Adriano Vivaldi

**Executive Director** 

Franco Rossi

**Executive Director** 

Ilaria Maria Dalla Riva

Independent Director(1)(3)(6)

