

## Aquafil is Market Leader in Nylon

## \% on 1H 2023 REVENUES

Carpet yarn

- Contract
- Residential


Textile yarn

- Apparel

- Swimwear


Polymers

- Industrial

Molding

## And Market Leader Worldwide

\% on 1H 2023 REVENUES

USA<br>32\%

Europe
53\%

Asia Pacific 15\%

## From Family Business To Global Sustainability Champion

20 Plants, 9 Countries on 3 Continents
Ca. 2,800 Employees
€ 311,1 Million of Revenues 1 H 23
€ 31,3 Million EBITDA 1H23
47,8\% ECONYL ${ }^{\otimes}$ fiber turnover

# Aquafil Worldwide 

EMA

NORTH CAROLINA
Rutherford College Aquafil O'Mara

ARIZONA
Phoenix Aquafil Carpet Recycling

ARIZONA
Phoenix
Aquafil Carpet Collection

CALIFORNIA
Anaheim
Aquafil Carpet Collection

CALIFORNIA
Miramar Aquafil Carpet Collection

CALIFORNIA
Chula Vista Aquafil Carpet Collection

GEORGIA
Cartersville
Aquafil USA

Kilbirnie AquafiluK

## SLOVENIA

Ljubljana
AquafilSLO

SLOVENIA
Ajdovščina AquafilSLO

SLOVENIA Celje - Teharje AquafilSLO

## SLOVENIA

Senožeče Aquafisio

CHINA
Jiaxing Aquafil Jiaxing

THAILAND
Rayong
Aquafil
Asia Pacific

## Aquafil Brand Manifesto - Our Vision

## At Aquafil, we design better to do better.

We are conscious innovators.
We think as beginners and act as pioneers to provide unique products and services that leverage performance and reduce the impact on a global scale.

We are thoughtful listeners.
We step out of our comfort zone to set new standards through empathy and collaboration, inside and outside.

## We are down-to-earth visionaries.

We envision the goal of a sustainable future to achieve it, driven by the responsibility to change the world one choice at a time.

To come full circle and create our story.

## Leading the Circular Economy Revolution

| Linear <br> Economy | Recycling <br> Economy | Circular <br> Economy |
| :---: | :---: | :---: |
|  |  |  |

Source: Ellen MacArthur Foundation

Our Main Milestones Towards Circularity from 1990 onwards:

- Investments to "close the loop" through cutting edge technologies
- Adoption of a "Life Cycle" approach
- ECONYL® Regeneration System
- Healthy Seas Foundation
- USA Aquafil Carpet Recycling establishment
- USA Aquafil Carpet Collection acquisition

Eco-Design is our next crucial step. Imagine innovative products, created to be fully recyclable at the end of its life.

## Company Strengths



A successful Business
Model. Proprietary technology with continuous R\&D
innovation. Manufacturing and operational excellence
focused on high end segments.


Pioneer of Circularity with the ECONYL ${ }^{\circledR}$
Regeneration System, producing sustainable fibers and polymers from nylon 6 waste.

Approx. 48\% of fiber turnover.


Glocal.
A Global Company with
local productions.

## ECONYL® ${ }^{\circledR}$ Regeneration System

- Global warming potential reduced up to $90 \%$ if compared with traditional oil-based raw material.
- ECONYL ${ }^{\circledR}$ nylon is $100 \%$ coming from waste. No fossil oil used!
- It has the same quality and performance as standard nylon. Infinitely regenerable!
- Unique proprietary technology.
- In the past years, its growth rate has been on average more than 2.5 higher than traditional fibres.


## WASTE IN

ECONYL ${ }^{\circledR}$ nylon is made from waste otherwise destined for the landfill



NO WASTE OUT

## Our Main ESG Targets

## 60\% Of Revenues Generated By Fibers From ECONYL® Branded Products

35,000 Tons Of Post consumer Waste Collected Annually

D\&I policy to assure gender equality in recruiting and career development

Monitor Group's key suppliers through audits and/or due diligence
(in line with the European Supply Chain Act)
Join the SBTi initiative and set GHG reduction target

## Our path to Sustainability

RETHINKING PRODUCTS IN A CIRCULAR PERSPECTIVE

Since 2008, we have formalized our commitment in our ECO PLEDGE®, a set of five principles that guide and inspire all the work of the Group.

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

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

SHARED RESPONSIBILITY ALONG THE SUPPLY CHAIN

Collaborate with suppliers and customers to bring about change and environmental sustainability in the entire


## PROTECTING THE

 ENVIRONMENTProducing consciously and responsibly, pursuing continuos mprovement and excellence in every aspetc.

## ATTENTION TO THE

 WELL-BEING OF PEOPLPeople who, with commitment and passion, are the foundation of the Group.

## Our Top ESG Achievements



- $16 \%$ reduction in Scope $1+$ Scope 2 emissions vs 2021
- $100 \%$ of electricity coming from renewable resources
- $23 \%$ reduction in water consumption vs 2021
- $90 \%$ of waste recovered (through recycling and energy recovery)
- 1st plant-based nylon demo plant

- $18.5 \%$ increase in the number of female managers vs 2021
- $2.2 x$ increase in hours of environmental training delivered vs 2021
- $2 x$ welfare budget vs 2021
- Approval of Global Parental Leave Policy
- Drafting of Human Rights Policy

- Adhesion to UN Global Compact
- New remuneration policy for the Top Management
- Creation of the ESG

Committee by the Board of Director

## Financial Results

## 1H23 - Key Message

## 1H23 General Results

- Revenues $311,1 € /$ mil ( $-11,4 \%$ vs 1 H 22 )
- EBITDA $31,3 € / \mathrm{mil}(-39,2 \%$ vs 1 H 22$)$


## ECONYL ${ }^{\otimes}$ Branded Products ${ }^{1}$

- Revenues up by $2,4 \%$ vs 1 H 22
- $47,8 \%$ of revenues generated by fibers

TEMPORARY DECLINE IN MARGINS IN THE 2023 REPORTING PERIOD DUE TO THE HIGH UNIT VALUE OF THE INVENTORIES STOCKED IN 2022 COMPARED TO THE CURRENT MARKET VALUE OF RAW MATERIALS

VOLUMES SOLD MAINTAINED IN THE USA AND ASIA

SLOWDOWN IN EMEA OF THE FIBERS MARKET

ACHIEVEMENT OF PRODUCTION TARGETS OF THE ENGINEERING PLASTICS PROJECT BY YEAR-END


## 1H23 - Main Result

| Revenues |  |  | EBITDA |  |  | Net profft |  |  | NFP |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2023 | 2022 | $\Delta \%$ | 2023 | 2022 | $\Delta \%$ | 2023 | 2022 | $\Delta \%$ | 30.06.23 | 31.12.22 | $\Delta \%$ |
| 311,1 | 351,0 | $(11,4) \%$ | 31,3 | 51,5 | $(39,2) \%$ | $(4,1)$ | 17,7 | $(123,4) \%$ | $(250,7)$ | $(247,9)$ | 1,1\% |
|  |  |  | 10,1\% | 14,7\% |  | (1,3)\% | 5,0\% |  |  |  |  |
| 144,3 | 179,8 | $(19,8) \%$ | 9,8 | 26,7 | $(63,5) \%$ | $(7,4)$ | 8,6 | $(186,9) \%$ |  |  |  |
|  |  |  | 6,8\% | 14,8\% |  | (5,1)\% | 4,8\% |  |  |  |  |

SALES
VOLUME ${ }^{1}$
-10,7\% compared to 1H22
$-11,9 \%$ compared to 2Q22
EMEA
USA and Asia Pacific
Volumes maintained
ECONYL®
ca 47,8\% of Fiber Revenues
Growth of 2,4\% vs 1H22


## Revenues

Breakdown by Product Line



## Revenues

Breakdown by Area

| $1 \mathrm{H}-\%$ Revenues by Geographical Area |  |
| :---: | :---: |
| $15,0 \%$ | $14,4 \%$ |
| $31,6 \%$ | $26,9 \%$ |
| $53,1 \%$ | $58,3 \%$ |
|  |  |
| 2023 | 2022 |
| $■$ EMEA | $■$ North America | |  |
| :---: |



Bra
-

- EMEA North America
$\square$ Asia e Oceania



## Revenues

ECONYL® regenerated nylon
$+2,4 \%$ vs 1 H 22


## P\&L - KPI

|  | 1H |  |  | 20 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2023 | 2022 | $\Delta \%$ | 2023 | 2022 | $\Delta \%$ |
| Revenues | 311,1 | 351,0 | (11,4)\% | 144,3 | 179,8 | $(19,8) \%$ |
| EBITDA | 31,3 | 51,5 | (39,2)\% | 9,8 | 26,7 | $(63,5) \%$ |
| \% on net Sales | 10,1\% | 14,7\% |  | 6,8\% | 14,8\% |  |
| EBIT | 4,1 | 24,5 | (83,3)\% | $(3,9)$ | 12,1 | $(132,1) \%$ |
| \% on net Sales | 1,3\% | 7,0\% |  | $(2,7) \%$ | 6,7\% |  |
| EBT | $(2,1)$ | 24,1 | $(108,6) \%$ | $(6,7)$ | 12,2 | (154,9)\% |
| \% on net Sales | (0,7)\% | 6,9\% |  | $(4,7) \%$ | 6,8\% |  |
| NET RESULT | $(4,1)$ | 17,7 | $(123,4) \%$ | $(7,4)$ | 8,6 | $(186,9) \%$ |
| \% on net Sales | $(1,3) \%$ | 5,0\% |  | $(5,1) \%$ | 4,8\% |  |

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## NFP



- NFP on 30th June 2023 equal to $(250,7) € / \mathrm{mil}$
- Ratio NFP/EBITDA LTM at x3,48




## Corporate Governance

(1) Director who has declared that he satisfies the independence requirements pursuant to Articles 147-ter, paragraph 4 of the Consolidating Law on Finance, as well as Article 3 of the Code of SelfGovernance;
(2) Member and President of Audit, Risk and Sustainability Committee;
(3) Member of Audit, Risk and Sustainability Committee;
(4) Member and President of Appointment and Remuneration Committee;
(5) Member of Appointment and Remuneration Committee;

Diversity: 44,4\% women

## Independent Directors: 44,4\%



## Ownership Structure

A capital structure with 2 type of Shares:
a) Share 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;

Ownership Structure by Voting Rights

Others; $31,5 \%$

## Definition

## «FIRST CHOICE REVENUES»

"First choice revenues" are revenues generated by the sale of fiber 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". Based on historical 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 $(\mathrm{F}+\mathrm{G}+\mathrm{H})$
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

## Consolidated Income Statements



## Appendix

Consolidated Income Statements - Revenues 1H 2023

| 1H | BCF (fiber for carpet) |  |  |  | NTF (fiber for fabric) |  |  |  | Polymers |  |  |  |  |  |  |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| €/mil | 2023 | 2022 | $\Delta$ | $\Delta \%$ | 2023 | 2022 | $\Delta$ | $\Delta \%$ | 2023 | 2022 | $\Delta$ | $\Delta \%$ | 2023 | 2022 | $\Delta$ | $\Delta \%$ | \%23 | \%22 |
| EMEA | 99,0 | 117,8 | $(18,9)$ | $(16,0) \%$ | 46,3 | 57,9 | $(11,6)$ | $(20,0) \%$ | 19,8 | 28,8 | $(9,0)$ | $(31,2) \%$ | 165,1 | 204,5 | $(39,4)$ | $(19,3) \%$ | 53,1\% | 58,3\% |
| North America | 80,0 | 76,3 | 3,7 | 4,8 \% | 15,6 | 16,6 | $(1,0)$ | (5,9)\% | 2,8 | 1,5 | 1,3 | 86,6\% | 98,4 | 94,4 | 4,0 | 4,2\% | 31,6\% | 26,9\% |
| Asia e Oceania | 44,2 | 48,1 | $(3,9)$ | (8,2)\% | 2,0 | 1,8 | 0,2 | 10,3\% | 0,4 | 0,5 | $(0,2)$ | $(28,5) \%$ | 46,6 | 50,5 | $(3,9)$ | (7,8)\% | 15,0\% | 14,4\% |
| RoW | 0,5 | 0,3 | 0,2 | 58,8\% | 0,6 | 1,3 | $(0,7)$ | $(54,4) \%$ | 0,0 | 0,0 | $(0,0)$ | N.A | 1,1 | 1,6 | $(0,5)$ | $(33,5) \%$ | 0,3\% | 0,5\% |
| TOTAL | 223,6 | 242,6 | $(19,0)$ | $(7,8) \%$ | 64,5 | 77,6 | $(13,1)$ | $(16,9) \%$ | 23,0 | 30,8 | $(7,8)$ | $(25,4) \%$ | 311,1 | 351,0 | $(39,9)$ | $(11,4) \%$ | 100,0\% | 100,0\% |
| \% Tot | 71,9\% | 69,1\% |  |  | 20,7\% | 22,1\% |  |  | 7,4\% | 8,8\% |  |  | 100,0\% | 100,0\% |  |  |  |  |



| 1H-\% Revenues by Product Line |  |  |
| :---: | :---: | :---: |
| 7,4\% |  | 8,8\% |
| 20,7\% |  | 22,1\% |
| 71,9\% |  | 69,1\% |
| 2023 |  | 2022 |
| $\square B C F$ (fiber for carpet) | - NTF (fiber for fabric) | - Polymers |

## Appendix

Consolidated Income Statements - EBITDA \& EBITD Adj

| RECONCILIATION FROM NET PROFIT TO EBITDA €/000 | $\begin{array}{r} \text { Half year } \\ 2023 \end{array}$ | Half year 2022 | Second Quarter 2023 | Second Quarter 2022 |
| :---: | :---: | :---: | :---: | :---: |
| Net Profit (Including Portion Attr. to Minority ) | (4.136) | 17.674 | (7.427) | 8.554 |
| Income Taxes | 2.058 | 6.457 | 706 | 3.675 |
| Investment income and charges | 0 | 70 | 0 | 70 |
| Amortisation \& Depreciation | 24.287 | 23.756 | 12.458 | 12.838 |
| Write-downs \& Write-backs of intangible and tangible assets | (178) | (200) | (28) | (191) |
| Financial items (*) | 7.651 | 2.435 | 3.524 | 893 |
| No recurring items (**) | 1.645 | 1.321 | 522 | 861 |
| EBITDA | 31.327 | 51.513 | 9.755 | 26.699 |
| Revenue | 311.117 | 351.009 | 144.297 | 179.849 |
| EBITDA Margin | 10,1\% | 14,7\% | 6,8\% | 14,8\% |
| RECONCILIATION FROM EBITDA TO EBIT ADJUSTED $€ / 000$ | Half year 2023 | Half year 2022 | Second Quarter 2023 | Second <br> Quarter 2022 |
| EBITDA | 31.327 | 51.513 | 9.755 | 26.699 |
| Amortisation \& Depreciation | 24.287 | 23.756 | 12.458 | 12.838 |
| Write-downs \& Write-backs of intangible and tangible assets | (178) | (200) | (28) | (191) |
| EBIT Adjusted | 7.218 | 27.956 | (2.675) | 14.053 |
| Revenue | 311.117 | 351.009 | 144.297 | 179.849 |
| EBIT Adjusted Margin | 2,3\% | 8,0\% | (1,9\%) | 7,8\% |

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## Appendix

Consolidated Balance Sheet (1/2)

| CONSOLIDATED BALANCE SHEET €/000 | $\begin{array}{r} \text { At June 30, } \\ 2023 \\ \hline \end{array}$ | At December 31, 2022 |
| :---: | :---: | :---: |
| Intangible Assets | 20.827 | 21.596 |
| Goodwill | 15.359 | 15.647 |
| Tangible Assets | 243.825 | 247.469 |
| Financial Assets | 798 | 831 |
| of which relatedparties | 318 | 318 |
| Investments \& Equity metod | 1.018 | 1.018 |
| Other Assets | 304 | 426 |
|  | - | - |
| Deferred Tax Assets | 11.326 | 11.519 |
| Total Non-Current Assets | 293.457 | 298.506 |
| Inventories | 217.965 | 260.808 |
| Trade Receivable | 27.150 | 28.553 |
| of which relatedparties | 163 | 376 |
| Financial Current Assets | 6.481 | 9.964 |
| Current Tax Receivables | 642 | 580 |
| Other Current Assets | 16.130 | 15.862 |
| of which related parties | 3.744 | 247 |
| Cash and Cash Equivalents | 111.001 | 110.682 |
| Asset held for sales | - | - |
| Total Current Assets | 379.368 | 426.449 |
| Total Current Assets | 672.826 | 724.955 |

## Appendix

Consolidated Balance Sheet (2/2)

| CONSOLIDATED BALANCE SHEET €/ 000 | $\begin{array}{r} \text { At June 30, } \\ 2023 \end{array}$ | At December 31, 2022 |
| :---: | :---: | :---: |
| Share Capital | 49.722 | 49.722 |
| Reserves | 103.620 | 96.528 |
| Group Net Profit for the year | (4.136) | 29.151 |
| Group Shareholders Equity | 149.207 | 175.401 |
| Net Equity attributable to minority interest | 1 | 1 |
| Net Profit for the year attributable to minority interest | 0 | 0 |
| Total Sharholders Equity | 149.208 | 175.402 |
| Employee Benefits | 4.866 | 5.192 |
| Non-Current Financial Liabilities | 275.378 | 285.385 |
| of which related parties | 4.350 | 5.262 |
| Provisions for Risks and Charges | 1.226 | 1.975 |
| Deferred Tax Liabilities | 9.232 | 9.237 |
| Other Payables | 7.303 | 8.985 |
| Total Non-Current Liabilities | 298.005 | 310.774 |
| Current Financial Liabilities | 92.756 | 83.146 |
| of which relatedparties | 2.706 | 2.957 |
| Current Tax Payables | 2.570 | 3.630 |
| Trade Payables | 105.035 | 126.840 |
| of which relatedparties | 350 | 270 |
| Other Liabilities | 25.251 | 25.163 |
| of which relatedparties | - | 230 |
| Total Current Liabilities | 225.613 | 238.779 |
| Total Equity and Liabilities | 672.826 | 724.955 |

## Appendix

Net Financial Debt

| NET FINANCIAL DEBT €/000 | At June 30, $2023$ | At December 31, 2022 |
| :---: | :---: | :---: |
| A. Liquidity | 111.001 | 110.682 |
| B. Cash and cash equivalents |  |  |
| C. Other current financial assets | 6.481 | 9.964 |
| D. Liquidity ( $\mathrm{A}+\mathrm{B}+\mathrm{C}$ ) | 117.482 | 120.646 |
| E. Current financial debt (including debt instruments but exduding the current portion of non-current financial debt) | (1.864) | (1.333) |
| F. Current portion of non-current financial debt | (90.892) | (81.814) |
| G. Current financial debt (E+F) | ( 92.756) | ( 83.146) |
| H. Net current financial debt (G-D) | 24.726 | 37.500 |
| I. Non-current finandal debt (exduding arrrent portion and debt instruments) | (210.818) | (215.084) |
| J. Debt instruments | (64.560) | ( 70.301) |
| K. Trade payables and other non-current payables |  |  |
| L. Non-current financial debt ( $\mathrm{I}+\mathrm{J}+\mathrm{K}$ ) | (275.378) | ( 285.385) |
| M. Total financial debt ( $\mathrm{H}+\mathrm{L}$ ) | ( 250.652) | (247.885) |

## Appendix

Consolidated
Cash Flow Statement (1/2)

| CASH FLOW STATEMENT €/000 | $\begin{array}{r} \text { At June 30, } \\ 2023 \end{array}$ | $\begin{array}{r} \text { At June 30, } \\ 2022 \end{array}$ |
| :---: | :---: | :---: |
| Operation Activities |  |  |
| Net Profit (Including Portion Attr. to Minority) | (4.136) | 17.674 |
| of which related parties | (234) | (213) |
| Income Taxes | 2.058 | 6.457 |
| Investment income and charges | - | 70 |
| of which related parties | - | (90) |
| Financial income | (339) | (2.987) |
| Financial charges | 7.505 | 3.862 |
| of which related parties | 87 | 64 |
| Exchange (gains)/losses | (983) | (528) |
| (Gain)/Loss on non - current asset Disposals | (172) | (74) |
| Provisions\&W rite-downs | (115) | (174) |
| (write-downs)/recovery of inancial assets (receivables) | (62) | (26) |
| Amortisation, depreciation \& write-downs | 24.287 | 23.757 |
| Cash Flow from Operating Activities Before Changes in NWC | 28.043 | 48.030 |
| Change in Inventories | 42.846 | (60.647) |
| Change in Trade and Other Payables | (21.805) | 31.120 |
| of which related parties | 80 | (103) |
| Change in Trade and Other Receivables | 1.466 | (10.157) |
| of which related parties | 213 | 33 |
| Change in Other Assets/Liabilities | (4.644) | 4.764 |
| of which related parties | (3.497) | 3.163 |
| Net Interest Expenses | (6.570) | (875) |
| Income Taxes paid | (5.639) | (896) |
| Change in Provisions for Risks and Charges | (971) | (1.317) |
| Cash Flow from Operating Activities (A) | 32.726 | 10.021 |

## Appendix

Consolidated
Cash Flow Statement (1/2)

| CASH FLOW STATEMENT $\epsilon / 000$ | At June 30, 2023 | At June 30, 2022 |
| :---: | :---: | :---: |
| Investing activities |  |  |
| Investment in Tangible Assets | (16.273) | (15.889) |
| Disposal of Tangible Assets | 533 | 1.077 |
| Investment in Intangible Assets | (2.500) | (1.316) |
| Disposal of Intangible Assets |  |  |
| Investment of Finandal Assets | (151) | (52) |
| Dividends | 0 | 91 |
| Dusoisal of financial assets |  | (160) |
| Cash Flow used in Investing Activities (B) | (18.390) | (16.249) |
| Financing Activities |  |  |
| Increase in no current Loan and borrowing | 35.000 | 31.000 |
| Decrease in no current Loan and borrowing | (35.821) | (25.338) |
| Net variation in current and not current fiancial Assets and Liability indueded IFRS 16 | 3.492 | 1.427 |
| of which related parties | (1.163) | 1.126 |
| Net variation non-monetary increase IFRS16 | (4.063) | (6.246) |
| Dividends Distribution | (12.027) | (6.045) |
| Acquisition of treasury shares | (598) | (4.285) |
| Cash Flow from Financing Activities ( C) | (14.016) | (9.487) |
| Net Cash Flow of the Year (A)+(B)+(C) | 319 | (15.715) |




[^0]:     million.
    
     million.

