



# Main goals and Financial Targets 2023 - 2025

[ECNL:IM] - [ECNLF: OTCQX]

**November 21, 2023**



# Introduction

*CEO – Giulio Bonazzi*

*Chair – Chiara Mio*

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## Financial results and strategy

- 2023 current trading
- 2024 – 2025 Expected

*CEO – Giulio Bonazzi*

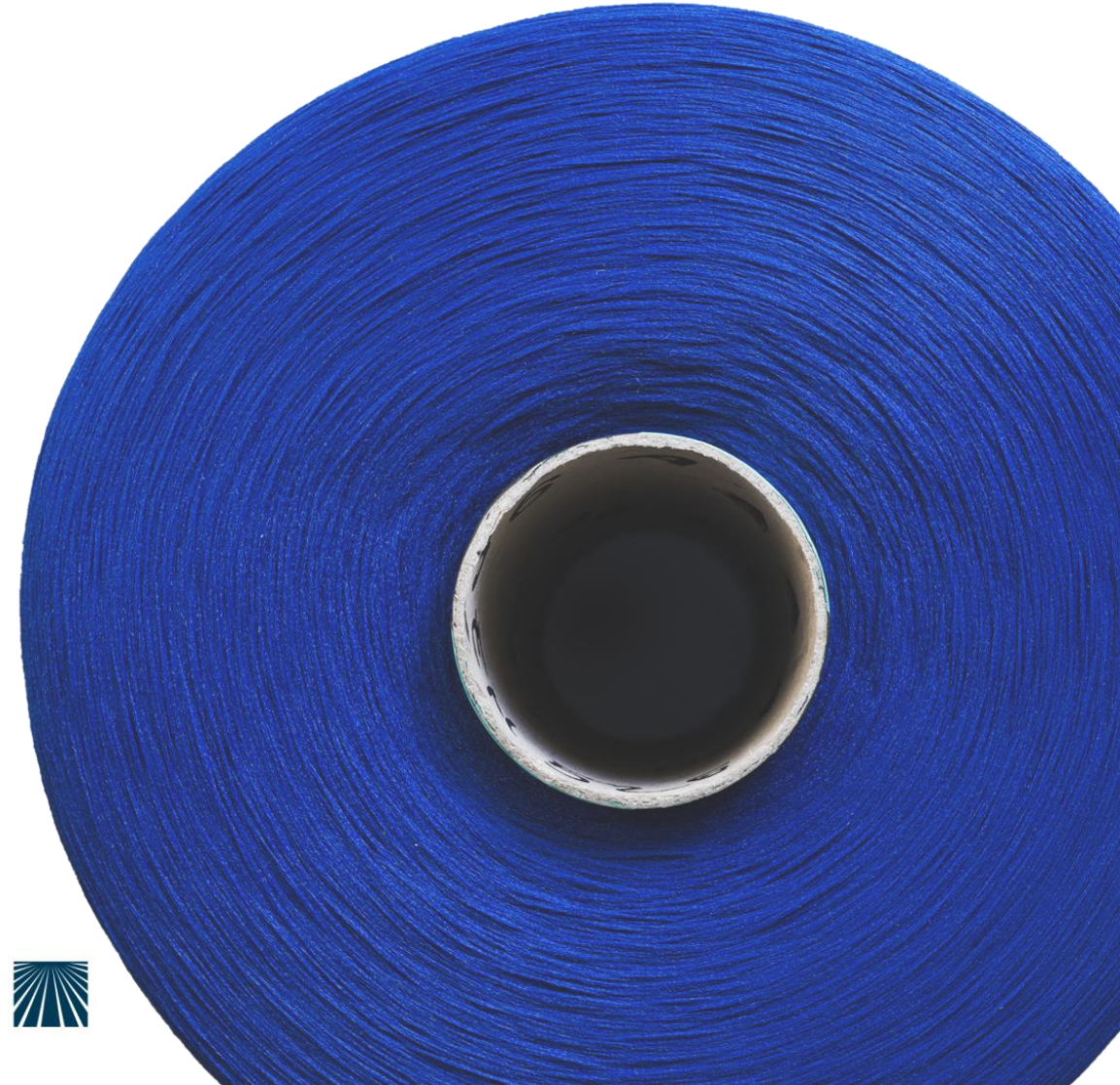
*CFO – Roberto Bobbio*

## Q&A session

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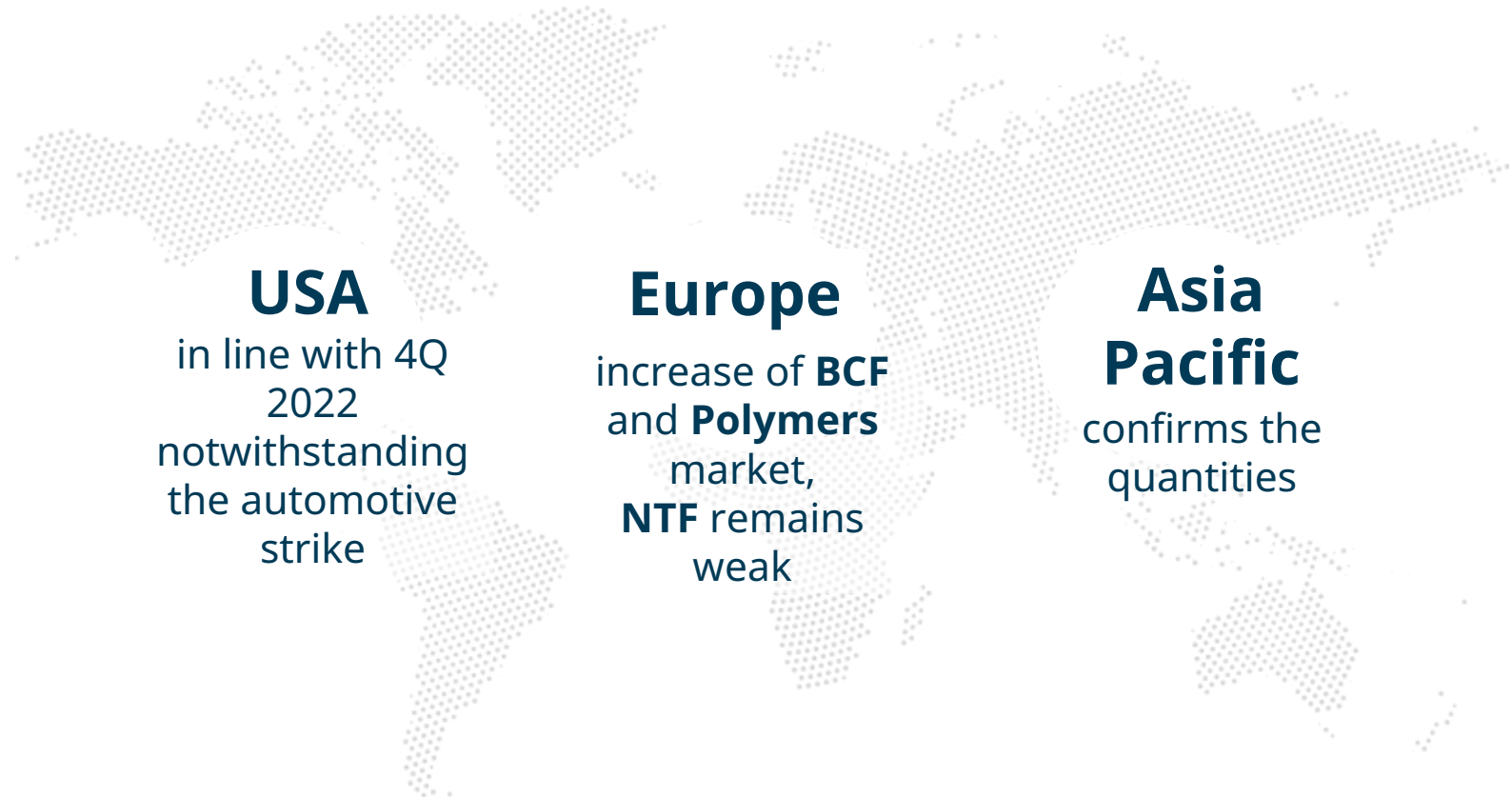
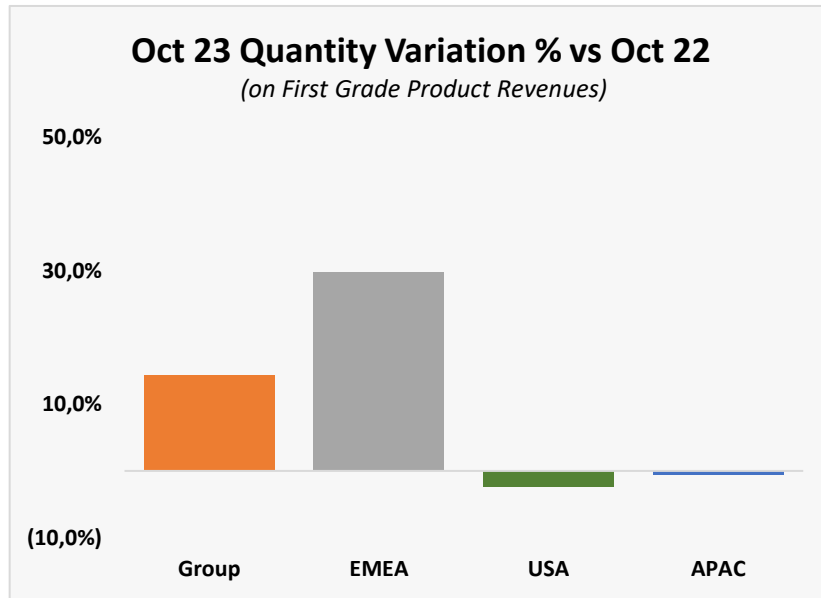
## Closing

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# 4Q 2023 current trading - volumes

Overall, the Group quantities in October '23 are **higher of ca. 15%** vs October '22



# FY 2023 – Key Messages

## Key messages

- **Volumes:** Expected FY 2023 range (3)% - (4)% vs FY 2022
- **Strong stock impact** related to high unit value of the 2022 inventories compared to the yearly market value of raw materials 23 - 25 €/mln FY 2023

## FY23 expected results

- **EBITDA target:** 45 – 50 €/mln
- **EBITDA Adj target:** 68 – 70 €/mln
- **NFP:** 250 – 260 €/mln



# FY 2023 – Key Messages

## Ongoing actions

- **Production costs management** to maintain the efficiency of variable costs;
- **Reduction** in personnel costs;
- **Rationalization** of working capital;
- High manufacture capital quality and saturation level lead to **lower investments**;
- **R&D** continuous effort (*ca. 2% on 2022 revenues*).



# Volumes by business lines ('23E vs '22E)

Overall volumes decrease range 3% – 4%  
**ECONYL® branded products** volumes remain stable



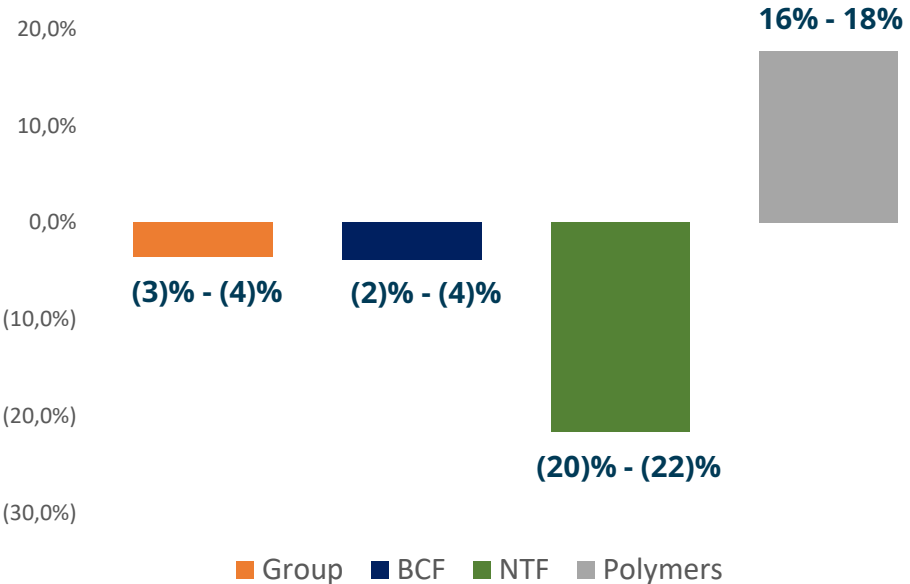
**BCF - Carpet yarn**  
substantially stable



**Polymers**  
sharp start of the  
Engineering  
Plastics project

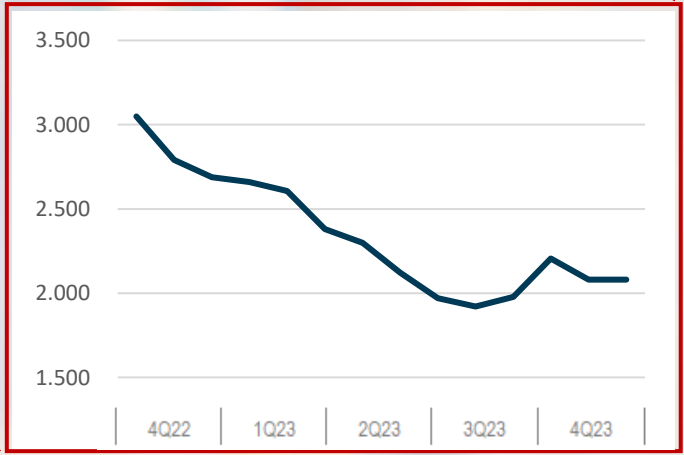
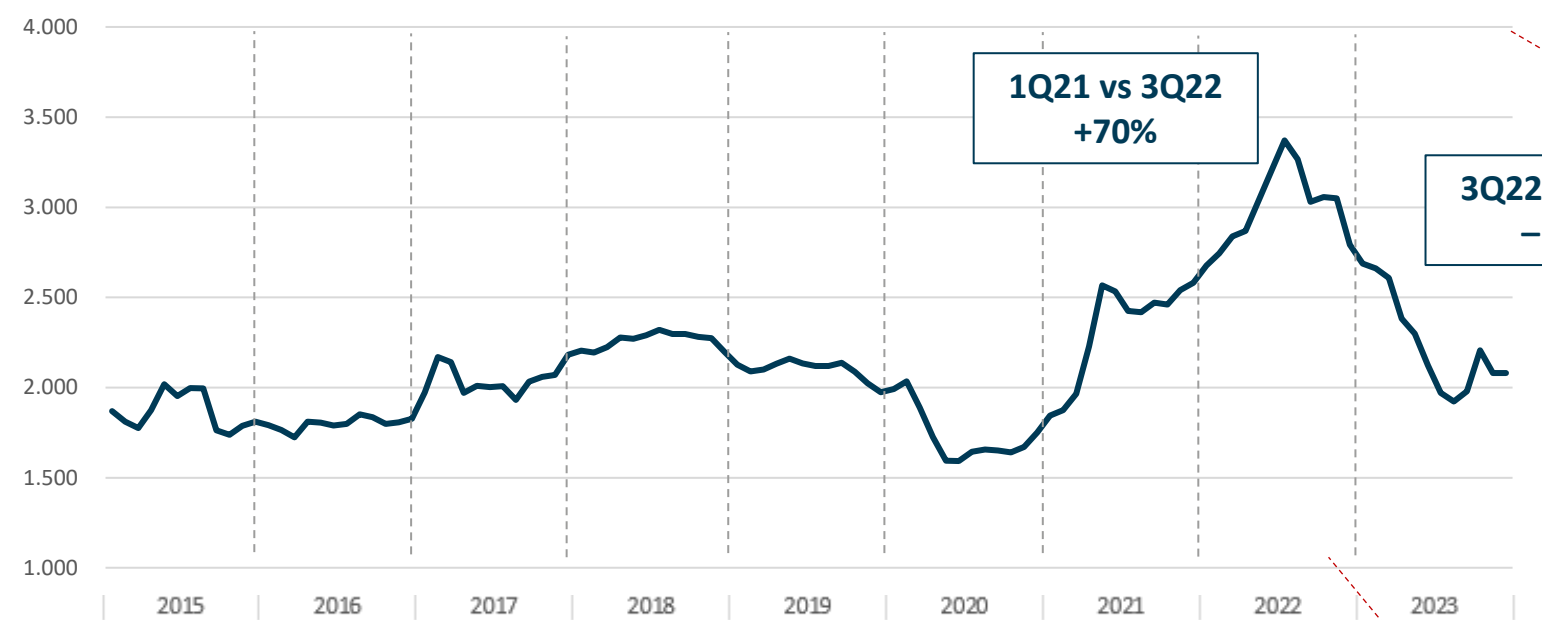


**NTF - Textile yarn**  
strongly hit,  
mainly in EMEA



# Stock impact

## Caprolactam market price evolution (€/ton)

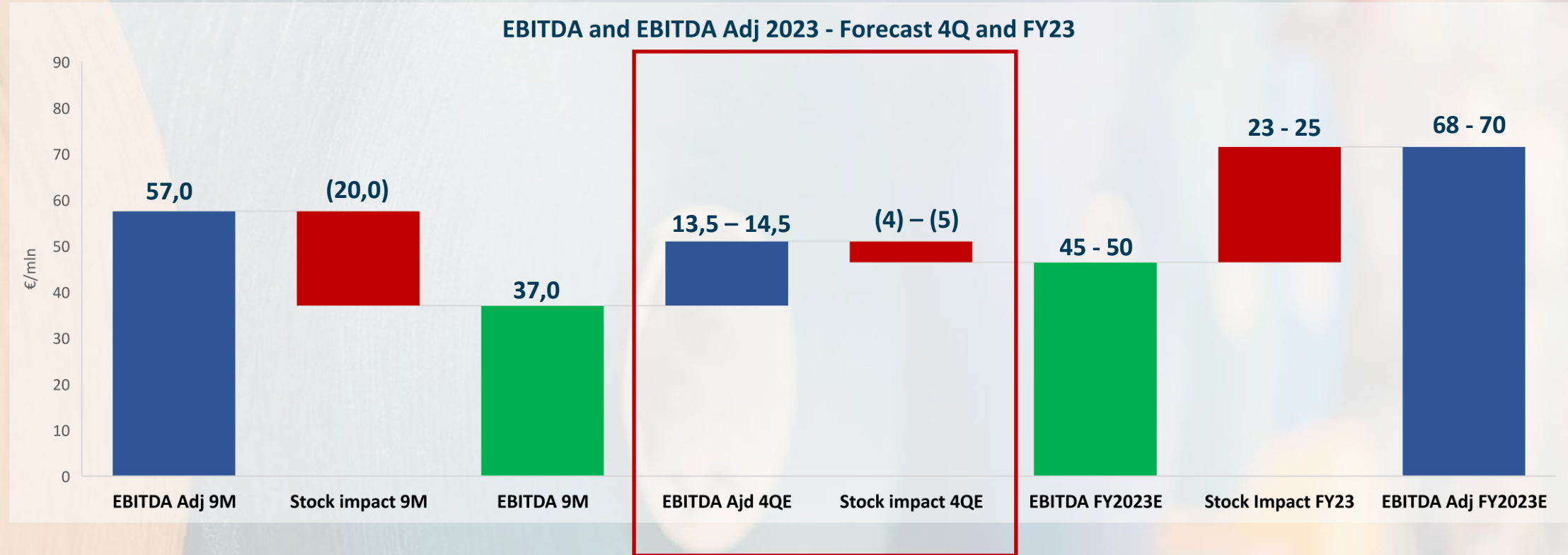


**LTM – 28%**

Source: market data



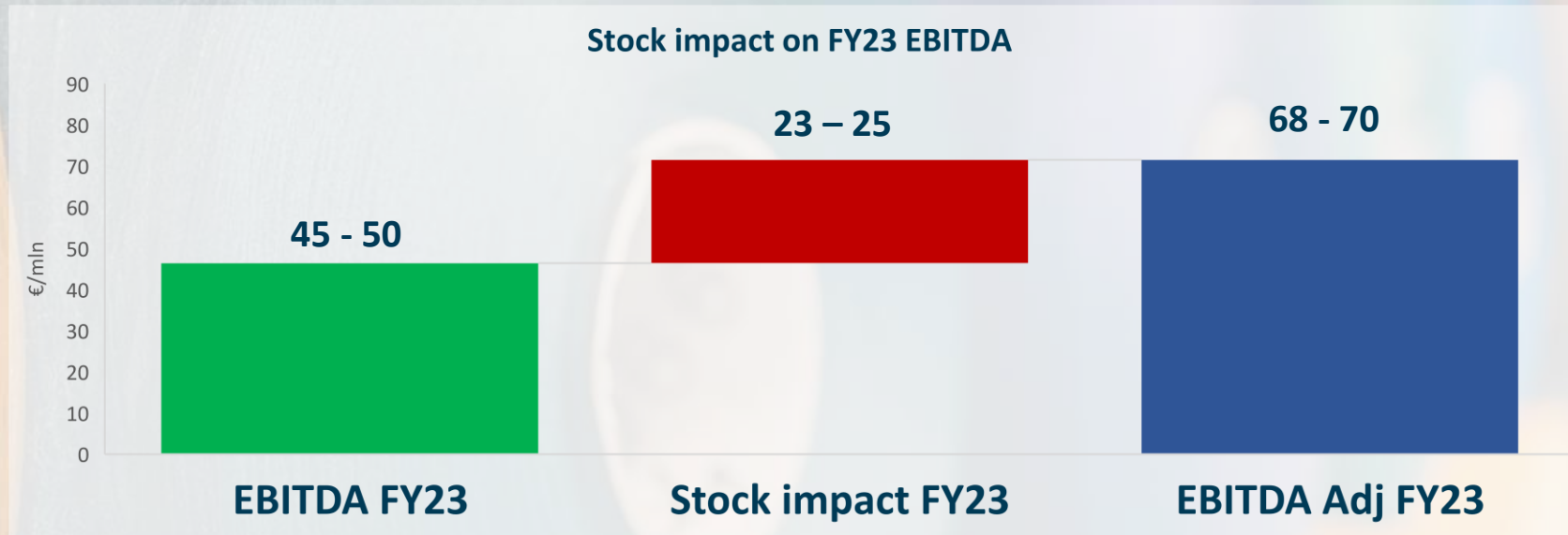
# FY 2023E – EBITDA and EBITDA Adjusted





# FY 2023E – EBITDA adjusted

EBITDA affected approximately **€23-25 €/mln** by strong stock impact related to high unit value of the 2022 inventories compared to the 2023 market value of raw materials.



# 2024 – 2025 Expected

## Our view for the future

- **Volumes**
- **EBITDA**
- **NFP**



# Volumes by business lines ('24E vs '23E)

Overall volumes increase in all product lines from +4% to +7% at Group level

Raw material price in line with last months of 2023

## BCF - Carpet yarn

From +3% to +6%



## NTF - Textile yarn

From +13% to +16%



## Polymers

From +6% to +9%



# Volumes ('24E vs '23E)

Continues growth of ECONYL® Branded Products



## USA

**BCF** market growth  
**NTF** recovering market

## Europe

**BCF** market growth  
**NTF** product line  
recovery  
**Polymers** new  
prospective  
reinforced by the  
Engineering Plastics  
business

## Asia Pacific

**BCF**  
best macro area  
expected  
increase in  
volumes

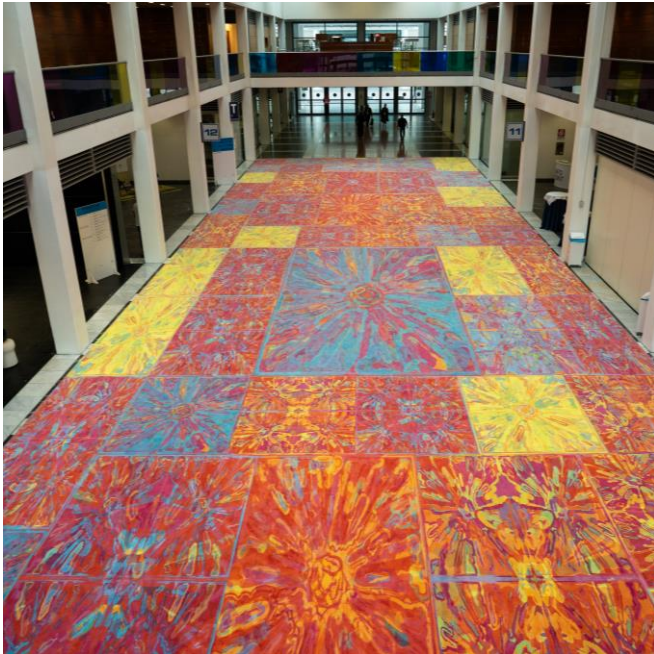
# Volumes by business lines ('25E vs '24E)

Overall volumes increase in all product lines from +6% to +9% at Group level

Raw material price slightly increased (+5%) compared 2024

## BCF - Carpet yarn

From +4% to +7%



## NTF - Textile yarn

From +8% to +11%



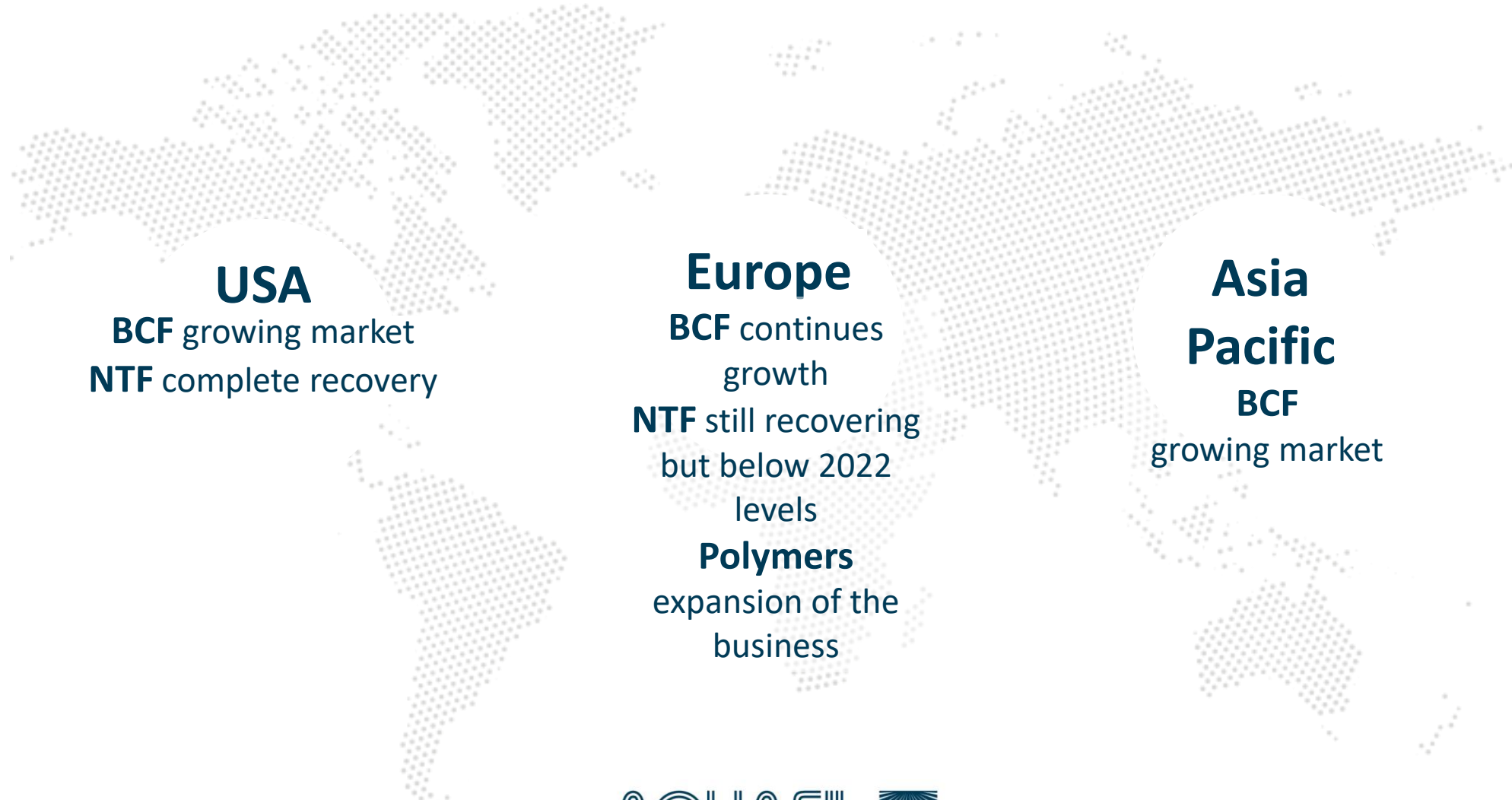
## Polymers

From +14% to +17%



# Volumes ('25E vs '24E)

Continues growth of ECONYL® Branded Products



## USA

**BCF** growing market  
**NTF** complete recovery

## Europe

**BCF** continues growth  
**NTF** still recovering but below 2022 levels  
**Polymers** expansion of the business

## Asia Pacific

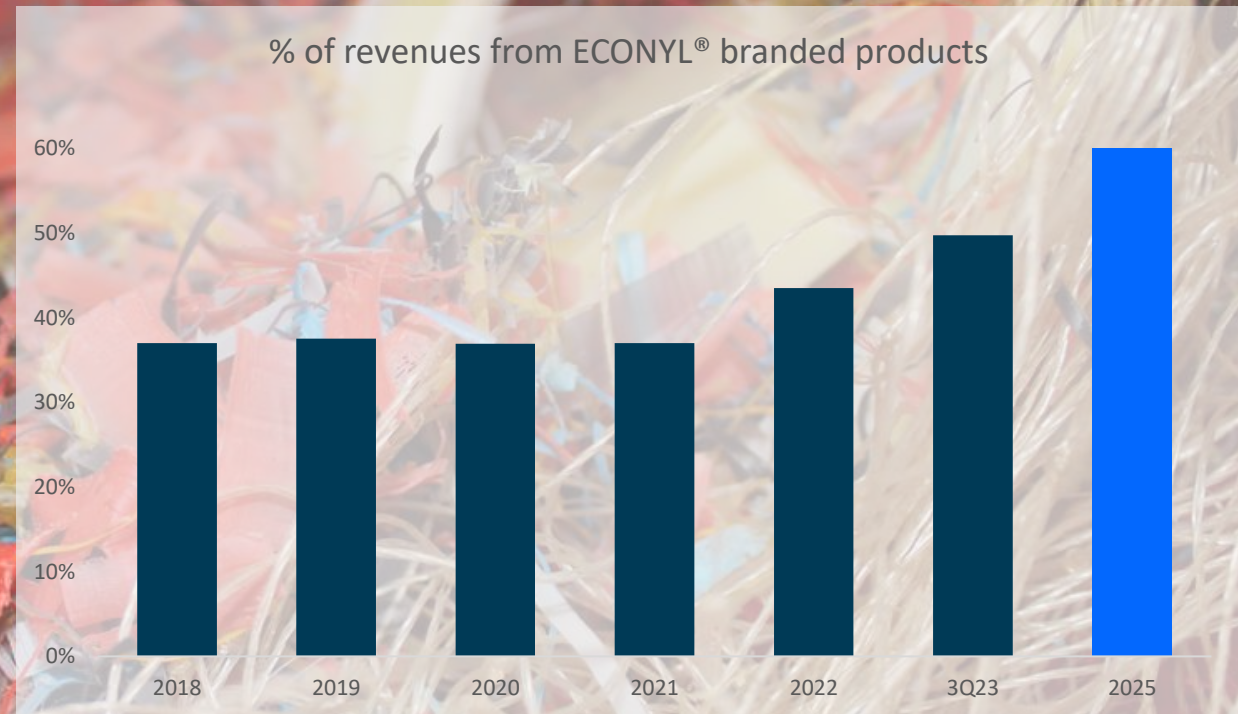
**BCF** growing market

**2025 target**

**60% of revenues**

generated by fibers  
from

**ECONYL® Branded  
Products**



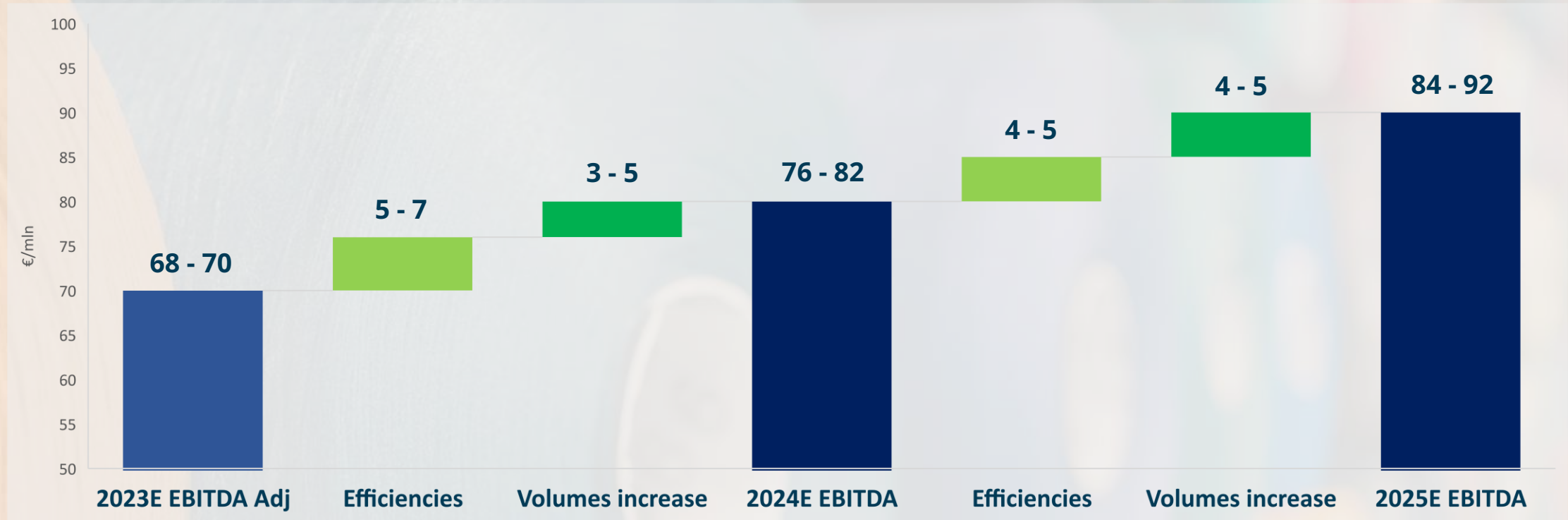
# Efficiencies

- Headcounts reduction (e.g. Aquafil UK and European manufacturing sites)
- Productivity increase (e.g. plant utilization rate)
- Energy efficiencies
- Cost-effectiveness initiatives



# EBITDA ('23E vs '25E)

€/mln

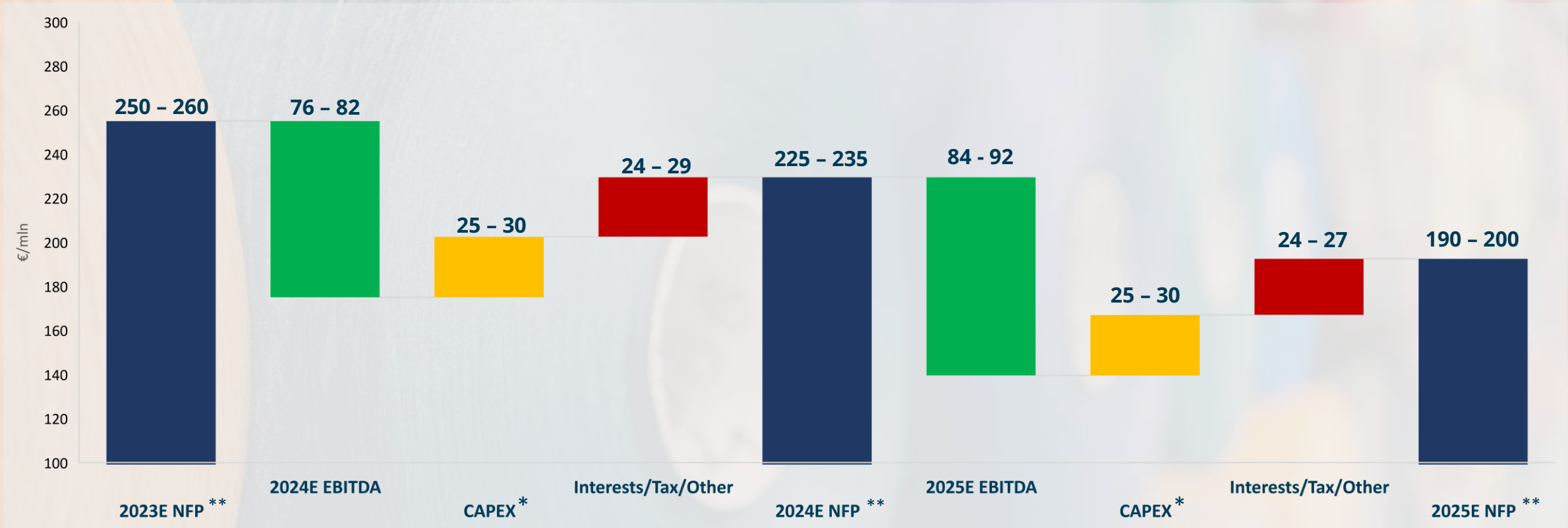


- **Cumulative savings expected from efficiencies 9 - 12 €/mln**
- **Cumulative increase expected from volumes 7 - 10 €/mln**

# 2023E - 2025E Net financial position

€/mIn

50 - 60 mln of cumulated NFP generated in two years



\*CAPEX does not include effect of IFRS 16 and related impact on NFP

\*\*Positive means debt

# Q&A session

# Appendix

# Appendix - Disclaimer

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# Appendix - Definitions

<p><b>EBITDA</b></p>	<p>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.</p>
<p><b>NFP</b></p>	<p>On April 29, 2021, Consob issued “Call to attention No. 5/21” in which it highlighted that the new “ESMA Guidelines” of March 4, 2021 replaced on May 5, 2021 those of preceding Consob communications. In guideline No. 39 requires that financial statement disclosure includes the following definition of net financial debt:</p> <ul style="list-style-type: none"> <li>A. Liquidity</li> <li>B. Other liquidity</li> <li>C. Other current financial assets</li> <li><b>D. Liquidity (A+B+C)</b></li> <li>E. Current financial debt (including debt instruments but excluding the current portion of non-current financial debt)</li> <li>F. Current portion of non-current financial debt</li> <li><b>G. Current financial debt (E + F)</b></li> <li><b>H. Net current financial debt (G - D)</b></li> <li>I. Non-current financial debt (excluding current portion and debt instruments)</li> <li>J. Debt instruments</li> <li>K. Trade payables and other non-current payables</li> <li><b>L. Non-current financial debt (I + J + K)</b></li> <li><b>M. Total financial debt (H + L)</b></li> </ul>

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