

RECTICEL Full-Year 2021 Results

Analysts' meeting Brussels – February 25, 2022

Olivier Chapelle – Chief Executive Officer Dirk Verbruggen – Chief Financial Officer Michel De Smedt – Investor Relations Officer

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Brussels, February 25, 2022 Analysts' Meeting – Recticel Full-Year 2021 Results

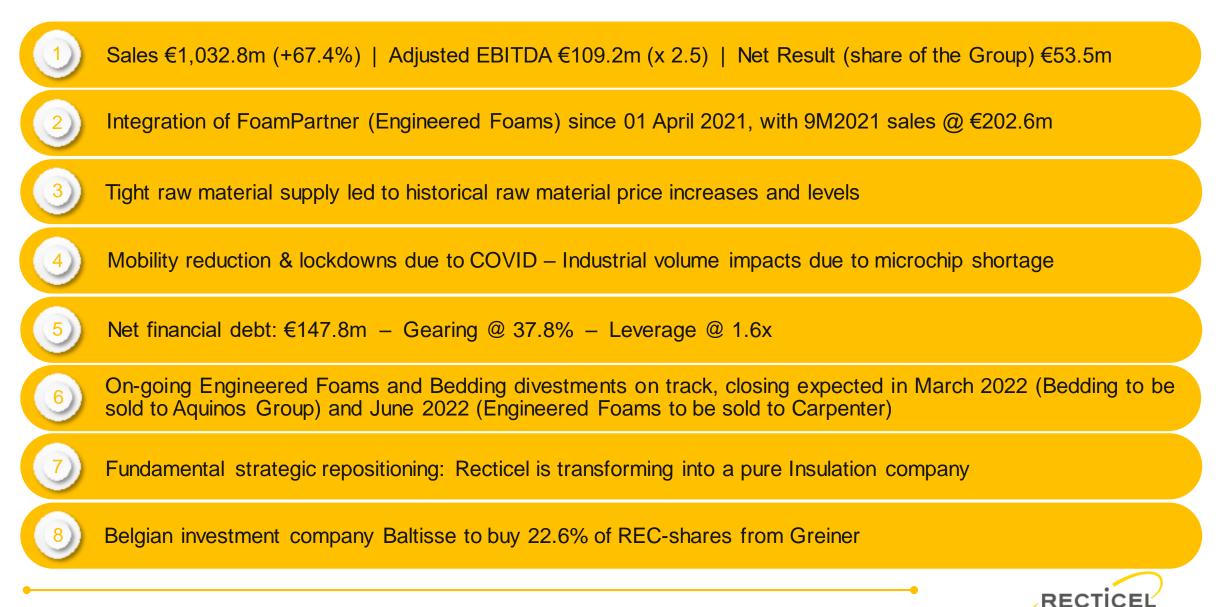
Agenda

▷ Key highlights 2021

- Full-Year 2021 results
- Financial position
- Dividend proposal Outlook 2022
- Renewed sustainability strategy 2021-2025
- Comments on results per business line
- Appendices

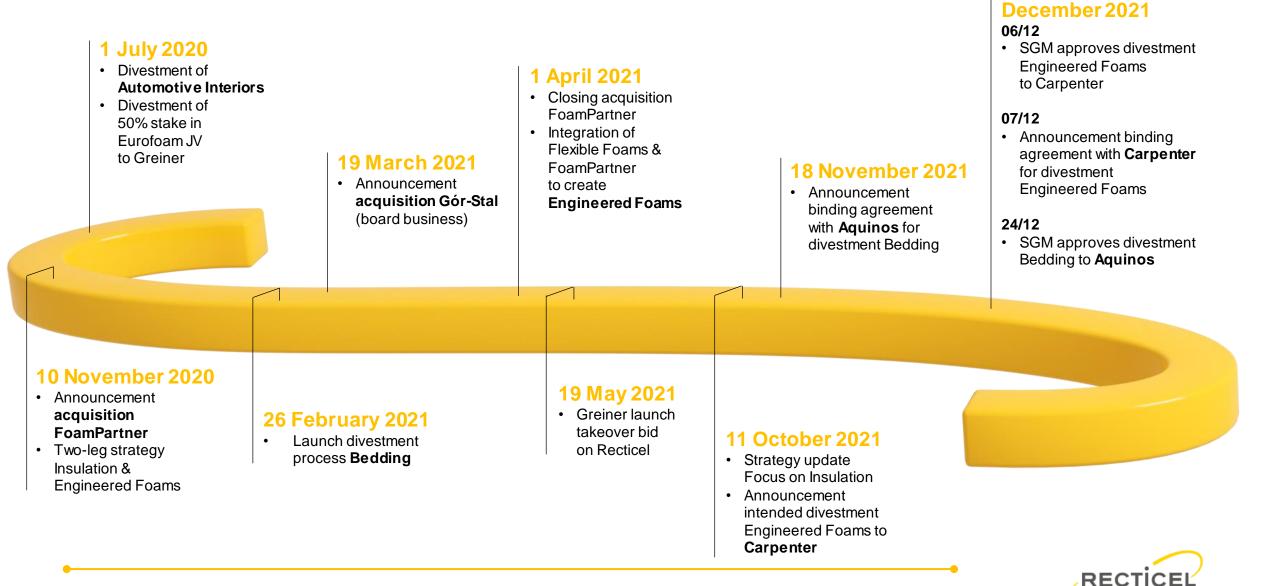


Strong results in turbulent year in parallel with fundamental strategic repositioning



The passion for comfort

From 2-leg strategy leading to the acquisition of FoamPartner and divestment of Bedding... to Pure Play Insulation triggered by hostile takeover bid by Greiner!



The passion for comfort

Analysts' Meeting – Recticel Full-Year 2021 Results

2022 is a key "execution year" in order to actually transform into a pure play

11 January 2022

 Greiner offer has expired, and Greiner explores further options for stake in Recticel to maximize value

March 2022

 Closing divestment Bedding to Aquinos



June 2022

 Closing divestment Engineered Foams to Carpenter



19 February 2022

 Baltisse buys 22.6% of Recticel shares from Greiner



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Consolidated sales^{1/2}: +67.4% | Adjusted EBITDA^{1/2}: x 2.5 | Result of the period after taxes^{1/2} €53.5m Net financial debt of €147.8m (including IFRS16) following acquisition of FoamPartner

in million EUR	FY2020 restated ¹	FY2021	Δ%
	(a)	(b)	(b)/(a)-1
Sales	616.9	1 032.8	67.4%
Gross profit	106.7	187.4	75.7%
as % of sales	17.3%	18.1%	
Income from associates ³	0.7	0.4	-47.2%
Adjusted EBITDA	44.4	109.2	145.9%
as % of sales	7.2%	10.6%	
EBITDA	38.3	89.7	134.4%
as % of sales	6.2%	8.7%	
Adjusted operating profit (loss)	16.6	66.1	297.0%
as % of sales	2.7%	6.4%	
Operating profit (loss)	9.1	46.5	411.0%
as % of sales	1.5%	4.5%	
Financial result	(3.6)	(4.5)	n.m.
Income from other associates ³	(5.8)	0.5	n.m.
Impairment on other associates ³	(5.5)	0.0	n.m.
Change in fair value of option structures	1.1	(7.3)	n.m.
Income taxes	(3.5)	14.3	n.m.
Result of the period of the continuing operations	(8.2)	49.5	n.m.
Result of the discontinued operations	71.3	4.9	n.m.
Result of the period (share of the Group)	63.2	53.5	-15.3%
Result of the period (share of the Group) - base (per share, in EUR)	1.13	0.96	-15.6%

	31 Dec 2020	31 Dec 2021	
Total Equity	334.8	391.3	16.9%
Net Financial Debt (incl. IFRS 16 - Leases) 4	4.6	147.8	n.m.
Gearing ratio (Net financial debt/Total Equity)	1.4%	37.8%	
Leverage ratio (Net financial debt/EBITDA)	0.1	1.6	

1 As announced in the press release of 15 February 2022, the Bedding activities which are currently in the process of being divested to the Aquinos Group, have been accounted for as Discontinued Operations (IFRS 5). The Bedding activities that will not be transferred to Aquinos Group are incorporated to the Engineered Foams segment.

For comparison reasons, the formerly published 2020 and 2021 income statements and cash flow statements have been restated accordingly.

- 2 FoamPartner is fully consolidated as of 01 April 2021.
- 3 Income from associates = income from associates considered as being part of the Group's core business are integrated in Operating profit (loss); i.e. Orsafoam

Income from other associates = income from associates not considered as being part of the Group's core business are not integrated in Operating profit (loss); i.e. Prosent and Automotive Interiors

4 Excluding the drawn amounts under non-recourse factoring programs: €25.2m per 31 December 2021 versus €0.0m per 31 December 2020 and €45.2m per 30 June 2021



Inflation is hitting with Crude oil and Naphtha prices on a 8 years high...

1,05 -naphtha USD/T ww /01/2014 /03/2014 g /2022 ġ ġ g

Daily evolution of Crude Oil and Naphtha Source : Trading Economics

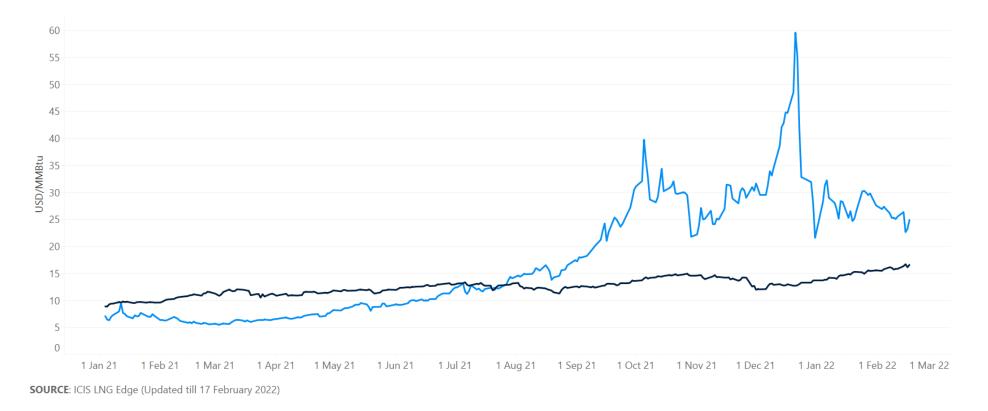
Brussels, February 25, 2022



... and natural gas x 2.5 versus 1H2021 prices (excluding the peak of December 2022)... UPDATE ?

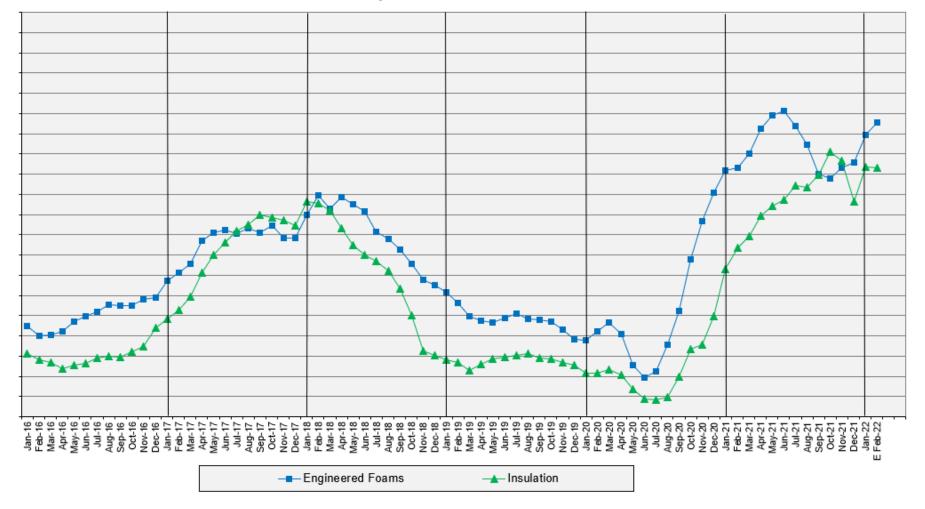
Natural gas and oil comparison since 2021

ICIS Brent Month +1 Closing value
 ICIS TTF Price Assessment Month +1 Bid-offer range





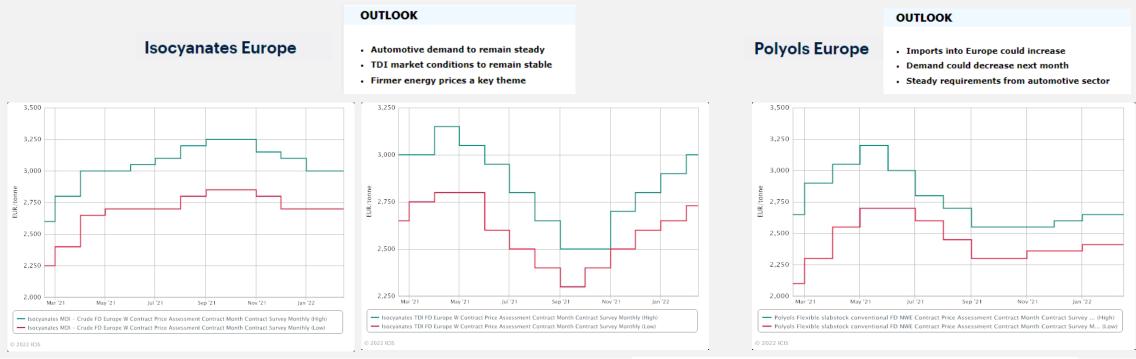
... and raw material prices again close to historical level (doubled in 12 months between June 2020 & June 2021)...



A-chemicals price evolution

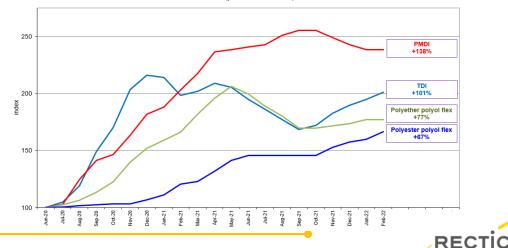


Raw materials cost update: an ICIS perspective



Index of market price evolution TDI / Crude MDI / Polyether & Polyester flex polyol since June 2020 (price source ICIS/Tecnon)

- PMDI (Insulation) still at 20-years high level and expected to increase further
- Ether polyol (REF) after decrease in Q3-21, prices stabilised but expected to increase again in next months
- TDI (REF) increasing since Q4-21 and expected to increase further



The passion for comfort

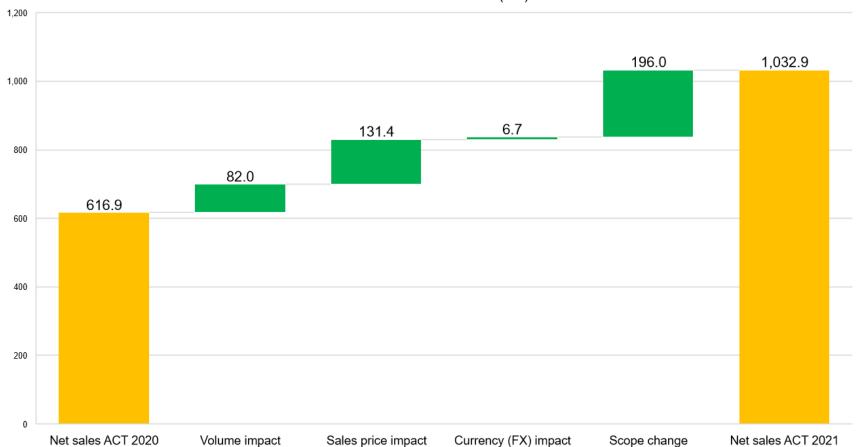
2021 Net sales supported by strong performance from Insulation and Engineered Foams

in million EUR		restated ¹		restated ¹		2021 versus 2020 restated			
	1H2020	2H2020	FY2020	1H2021	2H2021	FY2021	Δ 1H	<mark>∆</mark> 2H	Δ FY
Engineered Foams	143.5	175.0	318.5	273.9	309.6	583.6	90.9%	76.9%	83.2%
Insulation	112.7	136.5	249.2	188.4	202.2	390.6	67.1%	48.1%	56.7%
Corporate / Eliminations	21.1	28.0	49.1	41.3	17.4	58.7	95.9%	-38.0%	19.5%
TOTAL NET SALES	277.3	339.6	616.9	503.6	529.2	1 032.8	81.6%	55.8%	67.4%

- Including FoamPartner, FY2021 sales increased by 67.4% from €616.9m to €1,032.8m; of which 34.0% organic growth, +0.6% currency impact and +32.8% from FoamPartner (€202.6m).
- For both segments the sales growth has been driven by supportive demand in most markets, in combination with price increases mitigating the substantial impact of higher purchase prices of chemical raw material and other components.



Net Sales increased by 67.4%, with substantial volume, price and scope contribution



Net Sales 2020 vs. 2021 (m€)



2021 Adjusted EBITDA supported by strong performance from Insulation and Engineered Foams.

in million EUR	1H2020 restated ¹	2H2020 restated ¹	FY2020 restated ¹	1H2021 restated ¹	2H2021	FY2021	Δ 1H	∆ 2H	ΔFY
Engineered Foams	11.1	20.8	31.9	31.7	31.6	63.3	185.3%	52.0%	<u>98.5%</u>
Insulation	11.3	16.4	27.7	28.8	33.8	62.6	155.6%	105.8%	126.1%
Corporate	(6.5)	(8.6)	(15.1)	(7.8)	(8.9)	(16.6)	19.1%	2.9%	9.9%
TOTAL ADJUSTED EBITDA	15.9	28.5	44.4	52.8	56.4	109.2	232.2%	97.8%	145.9%

• The strong increase in Adjusted EBITDA generated by Engineered Foams and Insulation results primarily from

- strong sales volumes in comparison to 2020, which was heavily affected by the COVID-19 crisis,
- compensation of raw material cost inflation by increased selling prices
- further efficiency and mix improvements
- integration of FoamPartner as from 01 April 2021 and its combined synergies).



Adjustments to Operating Profit amount to €-19.5m, essentially due to advisors costs.

in million EUR	1H2020 restated ¹	2H2020 restated ¹	FY2020 restated ¹	1H2021 restated ¹	2H2021	FY2021
Restructuring charges and provisions	(1.4)	(0.6)	(2.0)	(1.8)	(1.0)	(2.8)
Other	(0.3)	(4.9)	(5.2)	(6.9)	(9.8)	(16.7)
Total impact on EBITDA	(1.7)	(5.5)	(7.2)	(8.7)	(10.8)	(19.5)
Impairments	(2.1)	(0.4)	(2.4)	0.0	(0.0)	(0.0)
Total impact on Operating profit (loss)	(3.8)	(5.9)	(9.7)	(8.7)	(10.8)	(19.5)

- Adjustments to Operating Profit on continuing operations include:
 - Reorganisation charges in Engineered Foams in The Netherlands, France, Germany and Switzerland (€-2.2m) and at Corporate level (€-0.6m).
 - Other include mainly
 - legal and advisory fees (€-15.3m) for (i) the acquisition of FoamPartner (Engineered Foams), (ii) the preparation of the divestment of the Bedding division, (iii) the dealings related to the Greiner offer, (iv) the preparation of the divestment of Engineered Foams to Carpenter
 - revaluation allowance for investment property in Belgium (€+4.2m) and
 - realisation of a fair value adjustment on inventories by application of IFRS 3 (reversal of inventory step up values resulting from purchase price allocations (€-3.4m).



EBITDA and Operating Profit after Adjustments

- **EBITDA**: €89.7m versus €38.3m in 2020.
- EBITDA margin of 8.7% versus 6.2% in 2020.

in million EUR	1H2020 restated ¹	2H2020 restated ¹	FY2020 restated ¹	1H2021 restated ¹	2H2021	FY2021	∆ 1Н	∆ 2Н	ΔFY
Engineered Foams	10.3	20.4	30.7	24.9	30.6	55.5	141.5%	50.3%	81.0%
Insulation	11.2	16.3	27.5	28.7	33.7	62.4	156.4%	106.6%	126.9%
Corporate	(6.3)	(13.6)	(19.9)	(9.5)	(18.6)	(28.2)	51.1%	37.3%	41.7%
TOTAL EBITDA	15.2	23.1	38.3	44.1	45.6	89.7	190.1%	97.7%	134.4%

- **Operating profit (loss):** €46.5m versus €9.1m in 2020.
- Operating profit (loss) margin of 4.5% versus 1.5% in 1H2020.

in million EUR	1H2020 restated ¹	2H2020 restated ¹	FY2020 restated ¹	1H2021 restated ¹	2H2021	FY2021	Δ 1H	<mark>∆ 2</mark> H	Δ FY
Engineered Foams	2.0	12.8	14.8	12.0	13.2	25.2	510.3%	2.5%	<u>69.9%</u>
Insulation	5.8	11.1	16.9	23.3	28.1	51.4	298.3%	153.6%	203.5%
Corporate	(7.6)	(15.0)	(22.6)	(10.6)	(19.4)	(30.1)	38.9%	29.8%	32.9%
TOTAL OPERATING PROFIT (LOSS)	0.2	9.0	9.1	24.7	21.9	46.5	15204.2%	143.9%	409.5%



Financial result of €-4.5m | Positive contribution from other associates offset by change in value of option structures (Proseat) | Recognition of additional deferred tax assets

• Financial result: €-4.5m (2020: €-2.5m)

- Net interest charges: €-5.8m (2020: €-2.5m)
- 'Other net financial income and expenses': €+1.2m (2020: €-1.1m), incl. interest capitalisation costs under provisions for pension liabilities (€-0.1m; 2020: €-0.3m) and exchange rate differences (€+1.2m; 2020: €-1.4m)

O Result from other associates: €+0.5m (2020: €-5.8m) relates to the positive result of TEMDA2 (at 49%). As Recticel recognized an impairment loss of EUR -5.5 million at the end of 2020, as a result of which the investment in Proseat was reduced to zero, the FY2021 income statement of Recticel was not impacted by the loss of Proseat.

• Fair value adjustment of option structures; €-7.3m (2020: €+1.1m) results from an adjustment of the fair value of the put/call structure on the Proseat participation to zero (€-4.9m) and the recognition of an additional provision for a potential negative strike price of the Proseat put/call option structure (€-2.5m). The put/call structure on the remaining 49% participation in Ascorium (formerly Automotive Interiors) has been maintained at a "zero" value, given the uncertainties over the period until the earliest exercise date of the options, in 2024.

• Income taxes and deferred taxes: €+14.3m (2020: €-3.5m)

- Current income tax: €-8.8m (2020: €-3.4m)
- Deferred tax: €+23.2m (2020: €-0.1m). The positive deferred tax impact results from the increased profit expectations in Belgium (including the gains on the carve-out of the Bedding and Engineered Foams activities), as well as in France and Spain, where tax loss carry-forwards are available, leading to the recognition of additional deferred tax assets.
- Result from continuing operations: €+49.5m (2020: €-8.2m)
- Result from discontinued operations: €+4.9m (2020: €+71.3m)
- **Result of the period (share of the Group): €+53.5m** (2020: €63.2m)



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Solid Cash flow generation in 2H2021 leading to net financial debt position of €147.8m Gearing (37.8%) and leverage (1.6x) ratios confirm solid balance sheet

in million EUR	31 DEC 2020	31 MAR 2021	30 JUN 2021	30 SEP 2021	31 DEC 2021 ¹
TOTAL EQUITY	334.8	-	354.8	-	391.3
Net financial debt excluding factoring	(47.9)	132.2	145.3	130.3	103.8
+ Lease debt (IFRS 16) CONSOLIDATED NET FINANCIAL DEBT	52.5 4.6	63.1 195.3	61.3 206.6	58.7 189.0	44.0 147.8
+ Drawn amounts under factoring programs	0.0	43.3	45.2	41.4	25.2
TOTAL CONSOLIDATED NET FINANCIAL DEBT	4.6	238.6	251.8	230.4	173.0
Gearing ratio (incl. IFRS 16)	1.4%	-	58.2%	-	37.8%
Leverage ratio (incl. IFRS 16)	0.1	-	2.6	-	1.6



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Dividend

The Board of Directors will propose to the Annual General Meeting of 31 May 2022 the payment of a gross dividend of €0.29 per share on 56.0 million shares or a total dividend pay-out of €16.2m (2020: respectively €0.26 per share and €14.5m in total).

Outlook 2022

Given the important scope changes expected in Recticel during 1H2022, with the closing of the Bedding and Engineered Foams divestments, the variability linked to the timing of these closings and the subsequent alignment of our organization setup, the Group does not provide an outlook for the full year. However, the Business continues to develop well in 2022 with top and bottom-line growth, and as Recticel is now becoming a pure Insulation player, we are working on an accelerated growth plan in order to double the Insulation sales by 2025.



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Committed to sustainability





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LOW NEGLIGIBLE

Over the lifetime of their use, the insulation products we sold in 2021 will offset **50 times** our carbon footprint for the year!

Our promise

We will raise this climate-positive multiple ratio from 46 to 75 by 2025

We will reduce our carbon footprint by 40% by 2030

Transition to a circular economy

5,000 tonnes

post-consumer PU foam from recycled mattresses

PUReSmart

Successful completion by 2023; revolutionary breakthrough in chemical recycling of flexible PU foam

Innovation at our core

80%

of R&D projects classified as sustainable

≥3

sustainable R&D projects brought to market every year





Ambitious set of objectives to be reached by 2025:

Climate plan

People plan

Embracing a new future

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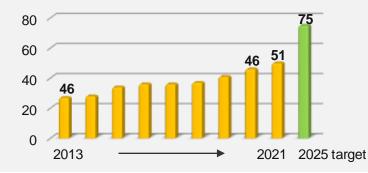
Plan

Climate Action

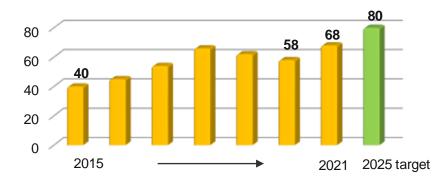
Innovation fulfilling societal needs

Climate positive multiple

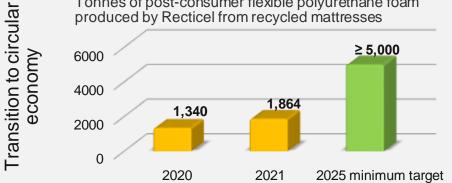
(ratio between avoided emissions and carbon footprint scope 1, 2, 3)



% of active R&D projects classified as sustainable

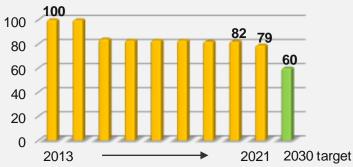


Tonnes of post-consumer flexible polyurethane foam produced by Recticel from recycled mattresses



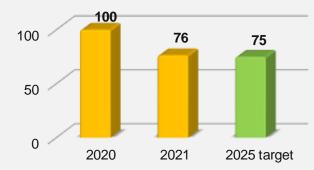
Recticel Carbon Footprint

(ratio betw een tonnes of CO₂e scope 1, 2, 3 and tonnes production volume, compared to 100% activity level of 2013)

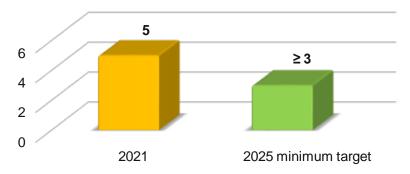


Carbon intensity

(ratio betw een tonnes of CO₂e scope 1&2 and €m revenue, compared to 100% in 2020)



Number of sustainable R&D projects ready to be brought to market



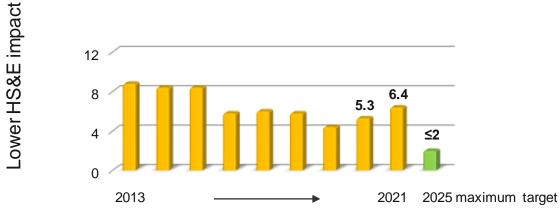
Use of low carbon emission raw material in % of total



PLAN PEOPLE **RESULTS:**

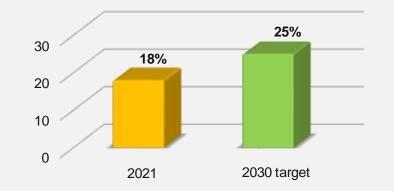
An inspiring and rewarding place to work



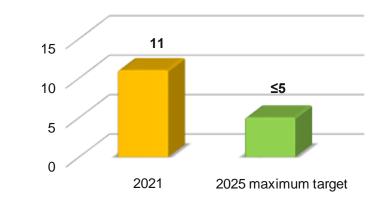


Gender diversity senior management

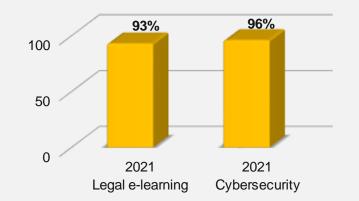
Frequency 1: Lost Time Accidents



Frequency 2: Lost Time Accidents + Restricted Work Cases + Medical Treatment Cases



% employee participation in e-learning



Contacts

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Financial calendar

Annual General Meeting

Annual results 2022

First half-year 2022 results

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First quarter 2022 trading update

Third quarter 2022 trading update

Press Olivier Chapelle, CEO

27.04.2022 (at 07:00 AM CET)

25.05.2022 (at 10:00 AM CET)

27.08.2022 (at 07:00 AM CET) 29.10.2022 (at 07:00 AM CET)

25.02.2022 (at 07:00 AM CET)

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