

The image features a dark blue background with a bright, circular light flare in the center. The word "FLUIDRA" is written in a bold, dark blue, sans-serif font across the middle of the flare. Below it, the text "Fluidra 1H RESULTS 2019" is written in a bold, white, sans-serif font, followed by "August 1st 2019" in a smaller, white, sans-serif font. The background is decorated with white, curved lines that suggest a globe or a stylized orbit.

FLUIDRA

Fluidra 1H RESULTS 2019

August 1st 2019

DISCLAIMER

This document is for information purposes only and does not constitute an offer to sell, exchange or buy, or an invitation to make offers to buy, securities issued by any of the companies mentioned. This financial information has been prepared in accordance with International Financial Reporting Standards (IFRS). However, as it has not been audited, the information is not definitive and may be modified in the future.

The assumptions, information and forecasts contained herein do not guarantee future results and are exposed to risks and uncertainties; actual results may differ significantly from those used in the assumptions and forecasts for various reasons.

The information contained in this document may contain statements regarding future intentions, expectations or projections. All statements, other than those based on historical facts, are forward-looking statements, including, without limitation, those regarding our financial position, business strategy, management plans and objectives for future operations. Such forward-looking statements are affected, as such, by risks and uncertainties, which could mean that what actually happens does not correspond to them.

These risks include, amongst others, seasonal fluctuations that may change demand, industry competition, economic and legal conditions, and restrictions on free trade and/or political instability in the markets where the Fluidra Group operates or in those countries where the Group's products are manufactured or distributed. The Fluidra Group makes no commitment to issue updates or revisions concerning the forward-looking statements included in this financial information or concerning the expectations, events, conditions or circumstances on which these forward-looking statements are based.

In any event, the Fluidra Group provides information on these and other factors that may affect the Company's forward-looking statements, business and financial results in documents filed with the Spanish National Securities Market Commission. We invite all interested persons or entities to consult these documents.

In order to give a better understanding of the results, we comment on 6 month pro forma financial statements and provide a reconciliation to reported measures for Sales, EBITDA and Net Income.

In addition, in order to facilitate the business understanding, we have included the performance of Aquatron business in the regular operations. The consolidated financial statements under IFRS-UE have the Aquatron activity excluded from the continuing operations and included as discontinued activity.

1H RESULTS 2019
August 1st 2019

A photograph of a swimmer underwater, wearing a colorful swimsuit and goggles, with bubbles around them.

FLUIDRA

TODAY'S SPEAKERS



Eloi Planes
Executive Chairman



Bruce Brooks
CEO

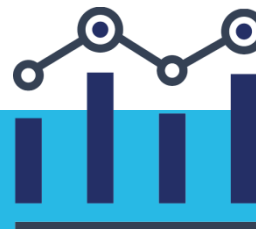


Xavier Tintoré
CFO

HIGHLIGHTS OF 1H

- 1. After disappointing Q1 and despite unfavorable weather conditions in the US and Southern Europe, Q2 has been a solid quarter. US continues to recover from the change in distribution patterns and gas heater plant start up.**
- 2. Very good progress with all synergies, achieving €21m full year run rate savings. We have already surpassed our full year guidance of €19m run rate cost synergies.**
- 3. Despite headwinds and weather, fundamentals of the business remain solid, and we are well positioned to achieve 2019 guidance; on track with 2022 Plan.**

SUMMARY



January-June Main figures

PF
2018

PF
2019

IFRS 16
PF 2019

	€M	€M	Evol. 19/18	€M
Sales	735.6	753.2	2.4%	753.2
EBITDA	137.1	142.6	4.0%	154.0
EBITA	119.4	122.5	2.6%	123.5
Cash EPS	0.35	0.37	4.3%	0.36
Net Working Capital	392.6	385.5	(1.8%)	390.3
Net Debt	729.4	740.2	1.5%	847.9
Full year run rate synergies achieved		20.7		20.7

- **Sales** increased by 2.4%, thus recovering from a weak start of the season and with continued good performance in Europe, and an encouraging recovery in the US for Q2. Currency and perimeter adjusted growth of 2.8%.
- Despite the negative leverage in the US linked to weather, Tijuana plant and tariffs, **EBITDA** expanded more than Sales due to good Gross Margin management, cautious Q2 Opex investments and synergies.
- Good management of **Net Working Capital** lowers **Net Debt** to €740m, flat to prior year once adjusted for FX.

INTEGRATION HIGHLIGHTS

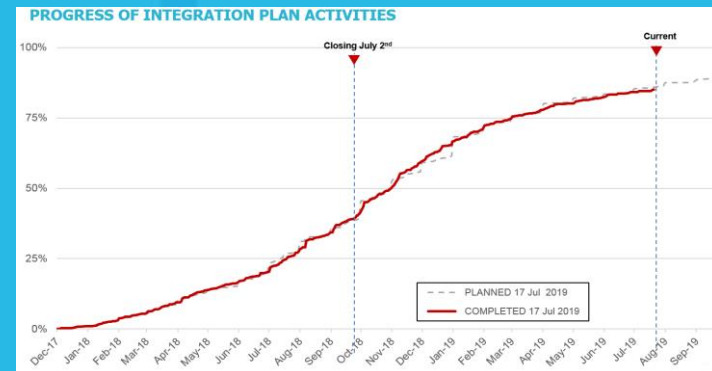
Focus on balancing integration, synergies and continued growth of the combined business.

INTEGRATION

- Gas heater plant almost completed in Tijuana. Plant currently manufacturing 22% more than the old San Diego plant.
- Zodiac products' European distribution center merged into Fluidra's distribution network.
- Successful legal, systems and operations merger of South Africa.
- Momentum continues in August with Australian integration. Future 2019 merger includes USA.

SYNERGIES

- Integration progressing well, additional full year €4.0m run rate synergies achieved during Q2 '19 that add to the €16.7m achieved up until Q1 2019, for a total €20.7m.
- We have already surpassed our guidance of €19m run rate cost synergies by 2019, and very well positioned to achieve the €35m of our Strategic Plan.



SALES BY GEOGRAPHY



January-
June

PF
2018

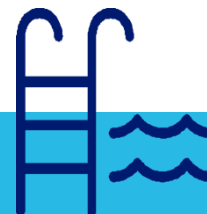
2019

	€M	% sales	€M	% sales	Evol. 19/18	Constant FX
Southern Europe	294.3	40.0%	302.0	40.1%	2.6%	2.6%
Rest of Europe	119.7	16.3%	126.8	16.8%	5.9%	6.0%
North America	206.1	28.0%	209.3	27.8%	1.6%	(4.8%)
Rest of the World	115.6	15.7%	115.1	15.3%	(0.4%)	1.8%
TOTAL	735.6	100.0%	753.2	100.0%	2.4%	0.8%

- Southern Europe grew by 2.6% with a very solid evolution in France and Belgium. Adjusted for perimeter, growth was 5.9%
- Rest of Europe, outstanding performance in Northern Europe with Germany growing c.17%. Adjusted for FX and perimeter, the increase was 6.6%.
- North America started to recover from a very slow start of the season, with standalone FX and perimeter adjusted Q2 growth of 12.5%.
- Rest of the World, adjusted for currency and perimeter grew at 4.9% driven by solid performance in Latin America, and weaker evolution in Australia and South Africa.

SALES BY BUSINESS UNIT

January-June	PF 2018		2019		Evol. 19/18
	€M	% sales	€M	% sales	
Pool & Wellness	706.4	96.0%	725.5	96.3%	2.7%
Residential	515.9	70.1%	524.7	69.7%	1.7%
Commercial	50.4	6.9%	52.3	6.9%	3.7%
Pool Water Treatment	99.9	13.6%	105.5	14.0%	5.6%
Fluid Handling	40.2	5.5%	43.1	5.7%	7.3%
Irrigation, Industrial & Others	29.2	4.0%	27.7	3.7%	(5.3%)
TOTAL	735.6	100.0%	753.2	100.0%	2.4%



- **Residential Pool** grew 1.7% with a very good evolution of pumps, above ground pools and pool covers. Adjusted for change in perimeter growth would be 4.0%.
- **Commercial Pool** confirms the positive trend shown in Q1 and good prospects for the year.
- **Pool Water Treatment** evolution showed good results for both chemicals and water care equipment.
- **Solid performance of Pool & Wellness Fluid Handling**, with 7.3% growth.

PRO FORMA PROFIT & LOSS



January-
June

PF
2018

PF
2019

IFRS 16
PF 2019

	€M	% sales	€M	% sales	Evol. 19/18	€M
Sales	735.6	100%	753.2	100%	2.4%	753.2
Gross Margin	380.2	51.7%	389.7	51.7%	2.5%	389.7
Opex before Dep. & Amort.	241.7	32.9%	246.7	32.8%	2.1%	235.3
Provisions for Bad Debt	1.4	0.2%	2.3	0.3%	64.7%	2.3
EBITDA	137.1	18.6%	142.6⁽¹⁾	18.9%	4.0%	154.0⁽¹⁾
Depreciation	17.7	2.4%	20.1	2.7%	13.5%	30.5
EBITA	119.4	16.2%	122.5	16.3%	2.6%	123.5
Amortization	15.1	2.1%	31.4	4.2%	107.0%	31.4
Net Financial Result	25.2	3.4%	23.5	3.1%	(7.1%)	25.8
Tax expense	22.3	3.0%	19.4	2.6%	(13.1%)	19.1
Net Profit	56.7	7.7%	48.3	6.4%	(14.8%)	47.3

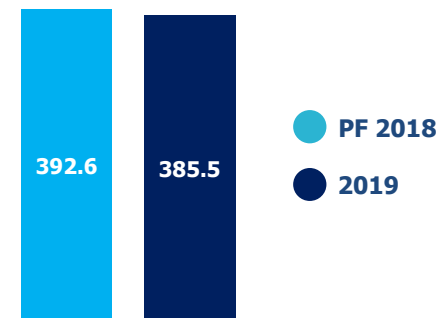
- Good Sales evolution benefiting from our global platform, recovering from the start of the season.
- Gross Margin remained flat due to synergies, mix and price increases that absorbed tariff and commodity cost increases.
- OPEX increased 2.1% driven by investments in our key commercial initiatives and merger related inefficiencies, partially offset by cost synergies.
- EBITDA and EBITA expanded based on operating leverage despite lower US volume.
- Amortization increased due to PPA from the Zodiac merger.
- Good performance of Net Financial Result driven by lower cost of debt.

(1) EBITDA for 2019 includes €2.0m of run rate synergies

NET WORKING CAPITAL

Net Working Capital

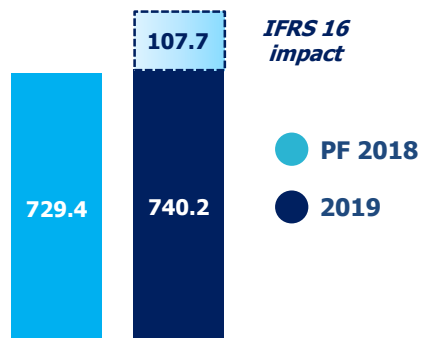
June	PF 2018	2019		IFRS 16 2019
	€M	€M	Evol. 19/18	€M
Inventory	283.7	307.2	8.3%	307.2
Accounts Receivable	404.3	415.2	2.7%	415.2
Accounts Payable	295.4	336.9	14.1%	332.1
Net Working Capital	392.6	385.5	(1.8%)	390.3



- Net Working Capital evolved well thanks to the good management of Accounts Payable that helps mitigate the higher Inventories, due to the merger start up and late start of the season.
- IFRS 16 Net Working Capital adjustment due to accounting treatment of lease discounts.

NET DEBT AND FREE CASH FLOW

Net Debt



January-June

PF 2018

2019

	€M	€M	Evol. 19/18
EBITDA	137.1	142.6	4.0%
Increase (-) / Decrease (+) NWC	(82.6)	(62.9)	(23.9%)
Capex (-)	22.3	23.3	4.6%
Free Cash Flow	32.2	56.4	75.1%

- Great evolution of Free Cash Flow and Net Debt in Q2, driven mainly by better evolution of Net Working Capital.
- The IFRS 16 implementation adds €107.7m of lease liabilities to Net Debt.

CONCLUSIONS

- 1. After disappointing Q1 and despite unfavorable weather conditions in the US and Southern Europe, Q2 has been a solid quarter. US continues to recover from the change in distribution patterns and gas heater plant start up.**
- 2. Excellent progress with synergies, achieving €21m full year run rate savings. Lifting our guidance from €19m to €25m of run rate savings by the end of the year.**
- 3. With a seasonal business, divestments and the integration process, some quarters may show unusual comparisons. Well positioned to achieve our 2019 full year guidance:**
 - Sales between €1,350 - €1,400 m**
 - EBITDA between €240 - €260 m (€262 - €282 m post IFRS 16)**
 - Net Debt / EBITDA ratio below 2.6x (at 2.6x post IFRS 16)**

A young girl with blonde hair is swimming underwater. She is wearing pink swimming goggles and a white and blue patterned swimsuit. She is smiling and giving a thumbs up with both hands. The background is a clear blue water surface with ripples. The entire image is framed by a white circular border.

THANK YOU!

FLUIDRA

APPENDIX (I): REPORTED PROFIT AND LOSS ACCOUNT

€M	2018	% of sales	IFRS 16 2019	% of sales	Evol. 19/18
Sales	450.3	100.0%	753.2	100.0%	67.3%
Gross Margin	227.5	50.5%	389.7	51.7%	71.3%
OPEX	161.9	36.0%	255.1	33.9%	57.5%
Provision	1.4	0.3%	2.3	0.3%	60.0%
EBITDA	64.2	14.3%	132.3	17.6%	106.2%
D&A	15.9	3.5%	61.8	8.2%	288.7%
Financial Result	4.5	1.0%	25.8	3.4%	475.3%
PBT	43.8	9.7%	44.7	5.9%	2.1%
Taxes	13.0	2.9%	13.2	1.8%	2.0%
Minorities	1.3	0.3%	2.7	0.4%	110.3%
NP from Cont. Oper.	29.5	6.6%	28.8	3.8%	(2.6%)
NP from Disc. Oper.	2.7	0.6%	(0.1)	0.0%	(104.3%)
Total Net Profit	32.2	7.1%	28.7	3.8%	(10.9%)

Fluidra's reported P&L for 2018 is standalone Fluidra.

For 2019 it includes merged operations with all non-recurring expenses shown in the corresponding P&L lines. In addition, it includes impacts of IFRS 16.

APPENDIX (II): RECONCILIATION OF PRO FORMA TO REPORTED SALES

€M	2018	2019
Pro forma Sales	735.6	753.2
January to June Zodiac	283.8	-
IFRS 15 on Zodiac Sales	(2.4)	-
Sales of discontinued operations (Aquatron)	3.9	-
Reported Sales	450.3	753.2

January to June 2018 Zodiac Sales are excluded to reconcile Pro forma to Reported Sales.

In addition, due to Zodiac's fiscal year starting in October 2017, IFRS 15 had not been implemented in 2018.

APPENDIX (III): RECONCILIATION OF PRO FORMA TO REPORTED EBITDA AND NET INCOME

€M	2018	IFRS 16 2019
Adjusted EBITDA	137.1	154.0
January to June Zodiac results	65.2	-
IFRS 15	(2.4)	-
Transaction related non-recurring expense	2.4	-
Integration related non-recurring expense	3.6	11.7
Other & FX impact on non-recurring expense	0.8	-
EBITDA discontinued operations (Aquatron)	3.3	(0.1)
Profit/Loss from sales of subsidiaries	0.0	1.2
Stock based compensation	-	6.9
Run rate synergies	-	2.0
Reported EBITDA	64.2	132.3
Depreciation	13.9	30.5
Amortization	2.0	31.4
Financial Result	4.5	25.8
Tax expense (income)	13.0	13.2
Minority Interest	1.3	2.7
Reported Net Profit from continued operations	29.5	28.8

Key reconciliation items for 2018 are:

- **January to June 2018 Zodiac EBITDA**
- **In addition, due to Zodiac's fiscal year starting in October 2017, IFRS 15 had not been implemented in 2018.**
- **Non-recurring integration and transaction related expenses.**

Key reconciliation items for 2019 are:


- **Non-recurring integration related expenses (i.e. one-offs to capture synergies).**
- **Stock based compensation**
- **Run rate synergies, representing the half year impact of synergies captured during 2019.**

Key below Reported EBITDA items are the captions already shown in 2018 FY results.


APPENDIX (IV): REPORTED BALANCE SHEET

ASSETS	IFRS 16		LIABILITIES	IFRS 16	
	06/2018	06/2019		06/2018	06/2019
PPE & rights of use	98.0	222.1	Share capital	112.6	195.6
Goodwill	178.0	1,094.0	Share premium	92.8	1,148.6
Other intangible assets	28.9	761.3	Retained earnings	169.3	129.5
Other non-current assets	25.5	96.5	Treasury shares	(8.0)	(10.4)
Total non-current assets	330.5	2,173.9	Other Comprehensive Income	(1.9)	(16.3)
			Minorities	9.6	7.4
			Total Equity	374.4	1,454.4
			Bank borrowings + Loans	4.4	854.7
			Other non-current liabilities incl. lease	56.8	330.0
			Total non-current liabilities	61.2	1,184.6
Non-curr. assets held for sale	37.2	-	Liab. linked to non-curr. assets held for sale	7.7	-
Inventory	194.5	307.2	Bank borrowings + Loans	266.4	68.3
Accounts Receivable	270.1	415.2	Accounts payable	176.9	332.1
Other current assets	7.0	8.8	Other current liabilities incl. lease	5.3	49.3
Cash	52.6	183.7	Total current liabilities	456.3	449.7
Total current assets	561.4	914.9	Total Equity & LIABILITIES	891.9	3,088.7
TOTAL ASSETS	891.9	3,088.7			

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