

## TO THE SPANISH SECURITIES COMMISSION

Fluidra, S.A. ("**Fluidra**" or the "**Company**"), pursuant to the provisions of section 226 of Royal Legislative Decree 4/2015, of 23 October, which passed the amended text of the Securities Market Act, hereby issues the following:

### INSIDER INFORMATION

Following the review of the preliminary closing of Q3 2022, the Board of Directors of Fluidra is releasing today Q3 2022 preliminary results and adjusting guidance for the financial year 2022.

#### **Q3 results:**

Trading conditions have been weaker than anticipated during Q3, affected in the short term by a higher than expected channel inventory correction in a more uncertain economic environment.

Fluidra now anticipates Q3 2022 sales are expected around €520 million, down 7% year-on-year (FX adjusted) (Q3 2021 €517 million). Q3 EBITDA is expected around €95 million vs Q3 2021 €120 million. Q3 Net debt to LTM EBITDA is expected at c.2.4X.

More details on Q3 will be provided on the results presentation scheduled for 28 October 2022.

#### **Guidance for 2022:**

Based on the third quarter's performance and the outlook for the remainder of the year, Fluidra is adjusting its guidance for financial year 2022. Sales for the full year are now expected to be around €2.4 billion, and EBITDA is expected to be over €500 million.

#### **Taking action**

The Company has a simplification program under implementation, focused on redesigning its product offering to deliver cost benefits, streamlining the operations to be more efficient and simplifying the organization. Fluidra has revised the program's targets upwards, which is now expected to deliver savings of around €100 million over the next three years.

A presentation and a press release with additional details is hereby enclosed.

Eloi Planes, Fluidra's Executive Chairman, Bruce Brooks, CEO, and Xavier Tintoré, CFTO, will be available to discuss this announcement in a conference call that will take place on 19 October 2022 at 09:00 CET (connection details are included below).

Link connection details:

English:

<https://streamstudio.world-television.com/989-1408-34224/en>  
[\[streamstudio.world-television.com\]](https://streamstudio.world-television.com)

Castellano:

<https://streamstudio.world-television.com/989-1408-34224/es>  
[\[streamstudio.world-television.com\]](https://streamstudio.world-television.com)

Q&A session – phone numbers:

Spain +34 919 01 16 44

United States +1 646 664 1960

United Kingdom +44 (0) 20 3936 2999

All other Locations +44 (0) 20 3936 2999

Participant Access code: **194628**

Sant Cugat del Vallès, 18 October 2022



## Taking action and well positioned for the future

Fluidra has revised upwards the targets of its simplification program, which is currently being implemented and is now expected to deliver savings of around 100 million over the next three years. This program focuses on redesigning its product offering to deliver cost benefits, streamlining the operations to be more efficient and simplifying the organization.

The business is transitioning towards a normalized ordering pattern in line with historical mid-single digit growth, driven by installed base growth coupled with a higher average ticket due to price and technological improvements in the renewal of pools.

The company has implemented significant price increases over the last 3 years and continues to see a positive return on pricing despite cost inflation. Furthermore, Aftermarket demand to serve a higher installed base after the step change of the industry in 2020 and 2021 and demand for commercial pool is expected to provide resilience going forward.

“Like many businesses around the world, we are experiencing a change in our trading conditions. Nevertheless, I am confident that we are well positioned to continue to lead the pool and wellness market with our customer centric approach, high quality and service, broad product portfolio, enlarged geographical footprint as well as our ongoing investment in connected pools and the widest sustainable products offering.” explains Eloi Planes, Fluidra’s Executive Chairman

### About Fluidra

Fluidra S.A. (FDR:SM) is the global leader in pool and wellness equipment and connected solutions. It is included in the Ibex 35, the benchmark index of the Spanish stock market, and in the FTSE4Good Index Series, the benchmark sustainability index. Fluidra provides an extensive offer of innovative and connected products and services, operating in more than 45 countries. The company has a portfolio of some of the most recognized brands in the industry, including Jandy®, AstralPool®, Polaris®, Cepex®, Zodiac®, CTX Professional® and Gre®.

To learn more about Fluidra, visit [www.fluidra.com](http://www.fluidra.com)

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# FLUIDRA

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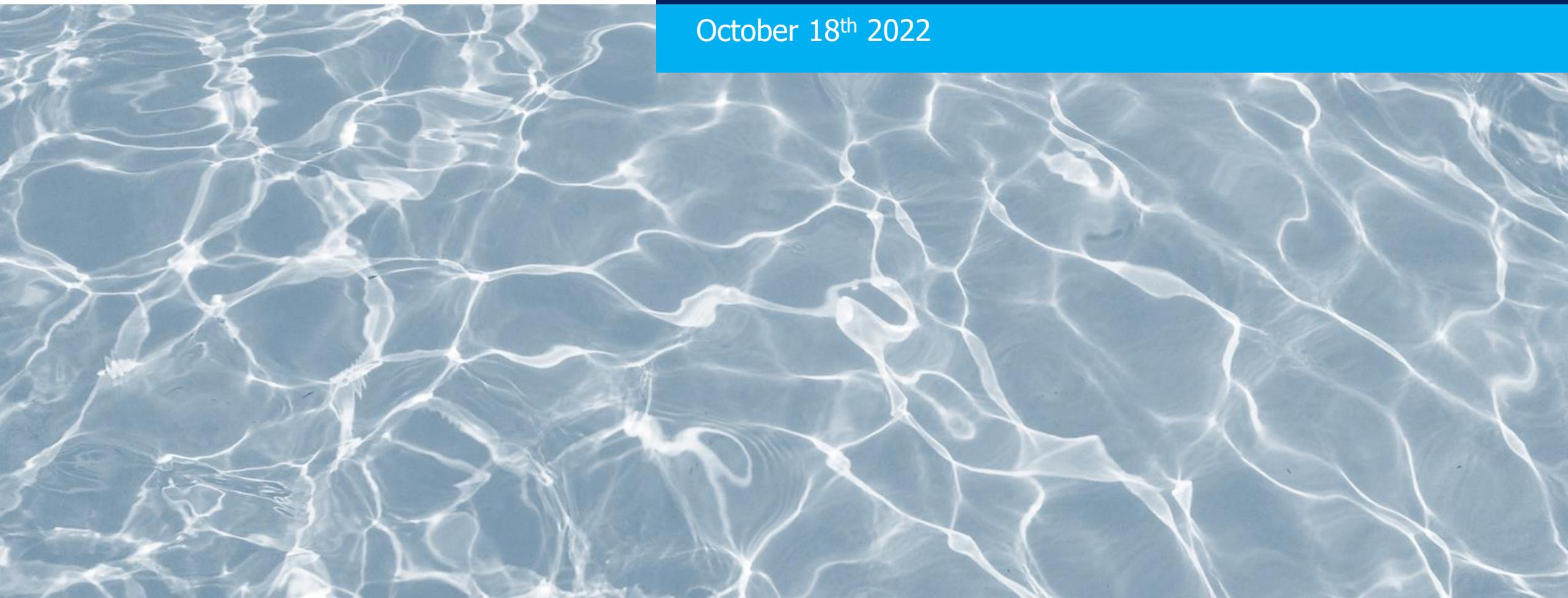
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**FLUIDRA**

# Update on Current Trading

October 18<sup>th</sup> 2022



# 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, 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, and those that may arise from potential COVID-19-related contingencies. 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.



# Update on Current Trading

1. Trading conditions have deteriorated during Q3 - we are revising our 2022 guidance and sharing our action plan. More detail on Q3 will be provided on 28 October (Q3 2022 results presentation)
2. Higher than expected channel inventory correction in North America and Europe pressures volume, compounded by:
  - 2020 and 2021 supply chain issues coupled with accelerated demand generated high stock levels
  - Inflation further accelerated the inventory build up as distribution in North America bought to beat price increases
  - Normalization of supply chain by manufacturers is accelerating the destocking
3. Price vs inflation relationship improving despite mix impacts in Q3, accelerating price capturing in North America. Raw materials costs starting to decline
4. High macro-economic uncertainty:
  - Europe: weaker demand impacted by low consumer confidence, higher energy costs and interest rate hikes
  - North America: sell-through, which measures end-user demand, showing mid-single-digit growth in Q3
5. Volume slow down impacting Fluidra's inventory position and cash flow generation. Q3 Net debt to LTM EBITDA ratio at c.2.4X
6. Q3 sales expected at c.€520M, down 7% (FX adjusted) (Q3 21 €517M). Q3 EBITDA expected at c.€95M vs (Q3 21 €120M)

# A Stronger Business Today vs 2019, Despite the Correction

## FY 2019 – FY 2022 Sales Bridge and EBITDA

(€bn)

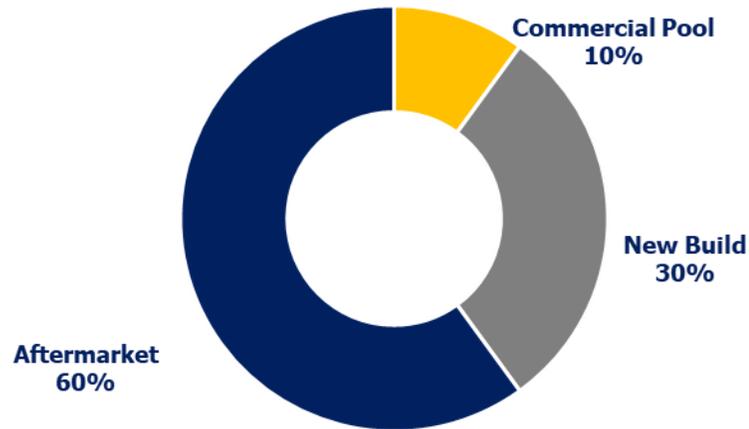


## 2022 Guidance

- Current demand trends expected to continue into Q4 impacting volumes as destocking continues. FY sales expected at c.€2.4bn
- From 2019 to 2021, volume increase was €0.6bn, of which we estimate
  - c.€200M was inventory build up which started correcting in Q3 and we expect it will continue over the following 2 Qs
  - c.€100M was pull forward demand (i.e., Texas Freeze, Heat and Above-Ground Pools) that will correct mainly in 4 years
- Within 2022, there is additional c.€100M of inventory built in H1 that is correcting in H2
- Price increases >25% over the last 3 years
- Strong cash generation allowed for accretive M&A
- Continued positive read-through of pricing positively impacts gross margin despite significant inflation. Declining volumes impact EBITDA with FY expected >€500M

# Demand Looking Forward: Towards more Normalized Levels

## Fluidra's Estimated Demand Split

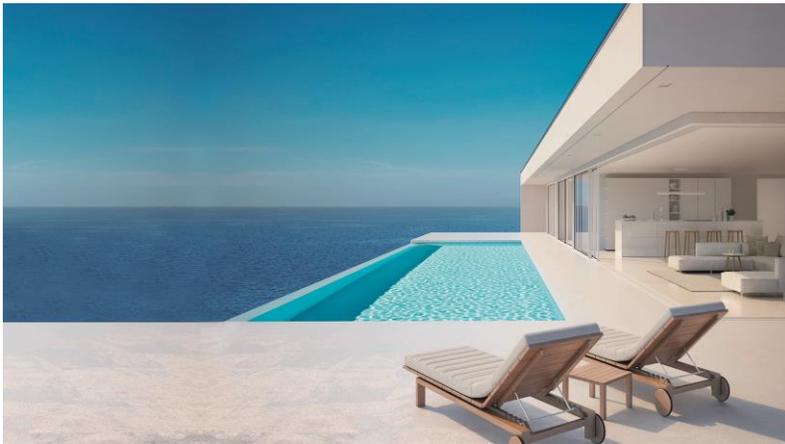


## Top 5 Countries. New Residential In-ground Pools ('000)

	2015-2019 Average	2019	2021	2022E	Delta '22 vs '19
United States	72	78	117	102	-24%
France	45	54	83	74	-27%
Spain	23	26	33	29	-12%
Germany	12	16	27	23	-31%
Australia	23	23	23	21	5%
<b>Total</b>	<b>176</b>	<b>196</b>	<b>283</b>	<b>251</b>	<b>-22%</b>

- Over the last 3 years, the Residential Pool's installed base has grown by more than a million pools
  - Aftermarket demand to serve a higher installed base will provide resilience to weather the economic downturn going forward
  - New construction demand is expected to be weaker in the current economic downturn
- Commercial Pool remains strong supported by the tourism recovery
- This is an industry that retains price increases other than in commodity products. Pricing for 2023 already issued with mid to low single digit
- Industry is transitioning towards a normalized ordering pattern in line with historical mid single digit top line growth, driven by an installed base growth of 2% coupled with a higher average ticket due to price and technological improvements in the renewal of pools

# Taking Action Today, Well-positioned for the Future



- Simplification program under implementation – increasing target to deliver €100M of EBITDA improvement over the next 3 years focusing on:
  1. Redesigning our product offering to capture manufacturing and cost benefits
  2. Streamlining our operations
  3. Simplifying our organization
- Fluidra is well positioned to continue to lead the market delivering improving returns on capital over the medium term, with our:
  - Customer centric approach, highest quality and service
  - Broadest product portfolio and geographic footprint
  - Clear leader in connected pools and complete sustainable product offering
- Strong cash generation and balance sheet, and a consistent capital allocation framework, mean Fluidra retains optionality to continue to build its platform

# FLUIDRA

Thanks For Your Attention

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