



Delivering value Delivering commitments

May 2020

















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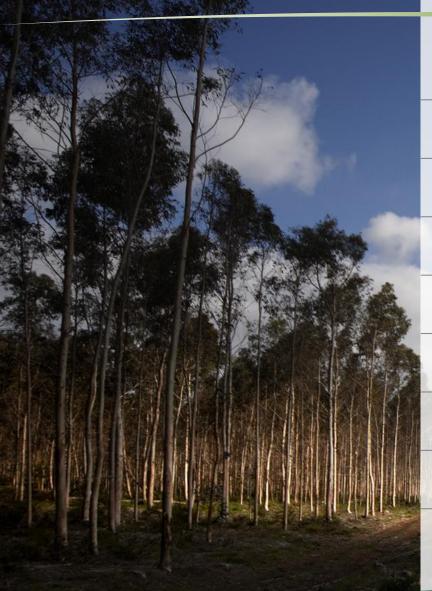
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Ence at a glance Resilient business model, strong CF generation capacity & sustainable growth





Leading European eucalyptus pulp (BHKP) producer with 1.2 Mn tons of installed capacity and largest Spanish renewable energy generator with agroforestry biomass with 316 MW of installed capacity

Global demand growth for wood pulp driven by increasing living standards in emerging countries and the substitution of plastics and synthetic fibers

Strong competitive position in Europe: highly efficient facilities, JIT service and differentiated offering

Renewable Energy earnings secured by stable regulation and Ence's strong expertise

Excellence in Sustainability: safe & eco-efficient operations, sustainable products, involvement with local communities and rural development

Strong cash flow generation capacity

2019 – 2023 Strategic Plan focused on growth, diversification, excellence in sustainability & financial discipline

Stepwise investment plan subject to financial discipline

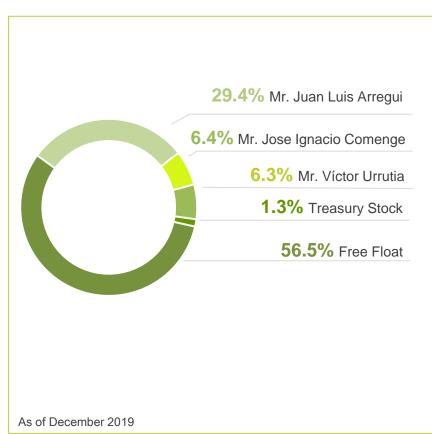
Dividends: 50% pay out policy

Supportive shareholder base

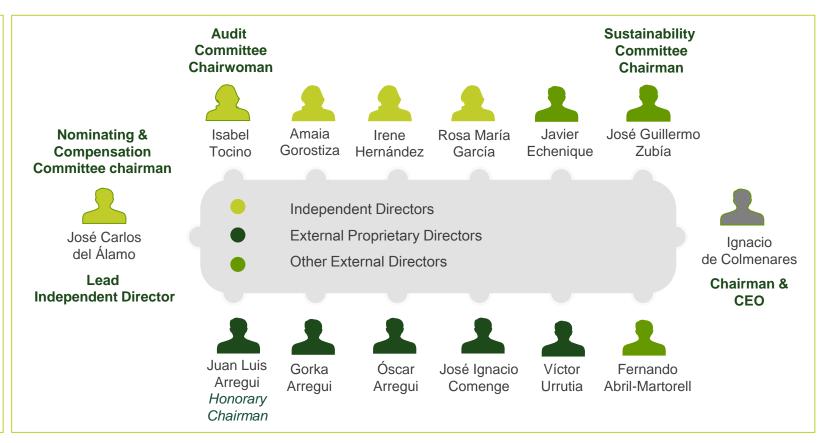
And a strong corporate governance



Shareholding Structure



Board of Directors



Juan Luis Arregui, Honorary Chairman and largest shareholder is founder of Gamesa and former Vice Chairman of Iberdrola

Pulp & Renewable Energy

Two businesses financially and operationally complementary & independent



Pulp Business



Leading European producer with 1.2 Mn tons of installed capacity:

Navia: 685,000 t

Pontevedra: 515,000 t

Cyclical pulp business, dependent on the global pulp price in dollars

Based on Ence's wood supply management expertise

Long-term financing without maintenance covenants and ample liquidity

Net Debt to EBITDA target below 2.5x



Both business are independently financed and reported



Renewable Energy Business

Largest biomass operator in Spain with 316 MW of Renewable Energy installed capacity & 405 MW pipeline with access to the grid

Regulated Renewable Energy business provides stability and high visibility of revenues

Based on Ence's agroforestry biomass supply management expertise

Long-term financing and ample liquidity

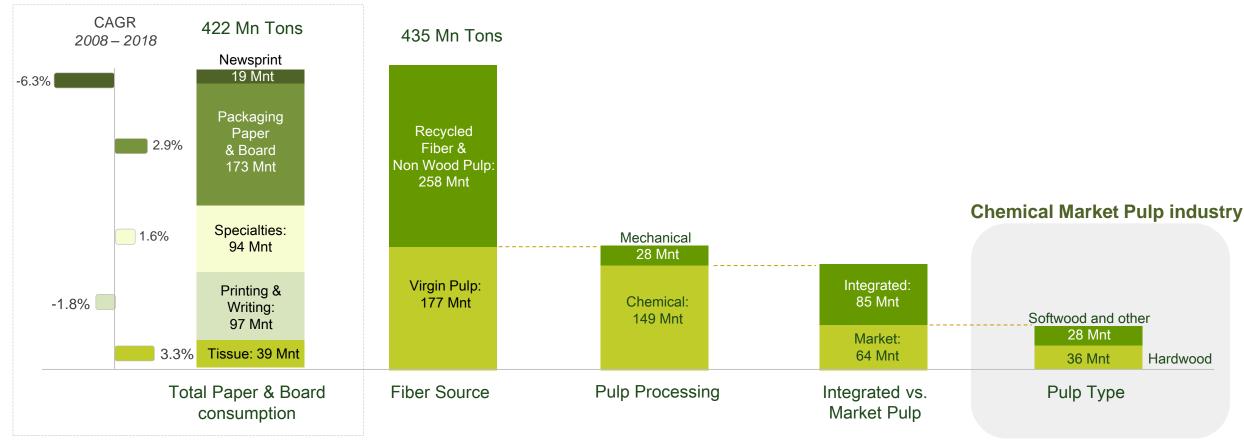
Net Debt to EBITDA limit of 4.5x





Chemical Market Pulp industry 64 million tons in 2019





Source: RISI - Jan 2020; PPPC G-100 Dec 2019

Ence is a leading European hardwood pulp producer with 1.2 Mn tons of installed capacity, competing in the global Chemical Market Pulp industry



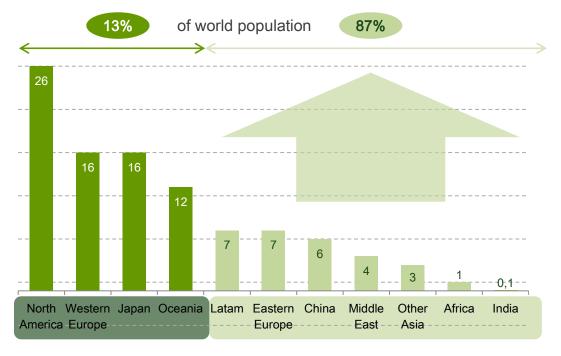
Source: RISI 2018

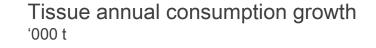
Fastest growing tissue & hygienic products segments

Account for close to 50% of global market pulp demand

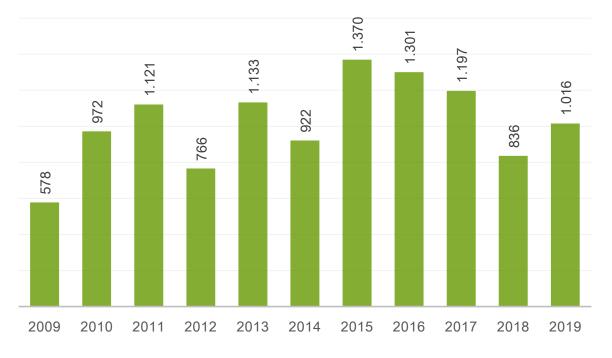












Source: PPPC

Driven by urban population growth and increasing living standards in emerging countries

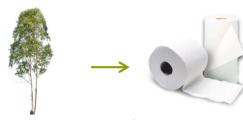


Hardwood pulp vs. Softwood pulp

Eucalyptus pulp is cheaper to produce and best suited for tissue production



Hardwood pulp (BHKP)



Most hardwood pulp comes from eucalyptus wood

Best suited for paper products with high smoothness, opacity and uniformity (i.e. tissue)

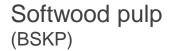
Low production cost

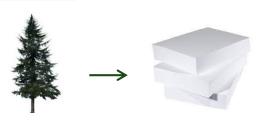
IBERIAN GLOBULUS

- Forestry yield: 12 -18 m³ / ha / year
- Harvesting cycle: 12 15 years
- Industrial yield: 2.6 3.0 m³ / ton of pulp

Long Term net average spread of 100 \$/t ←

Substitutive materials





Most softwood pulp comes from pine wood

Best suited for paper requiring higher durability and strength (i.e. printing & writing)

NORDIC SCOTS PINES

- Forestry yield: 2 4 m³ / ha / year
- Harvesting cycle: 50 70 years
- Industrial yield: 4.8 5.2 m³ / ton of pulp



High production cost

\$

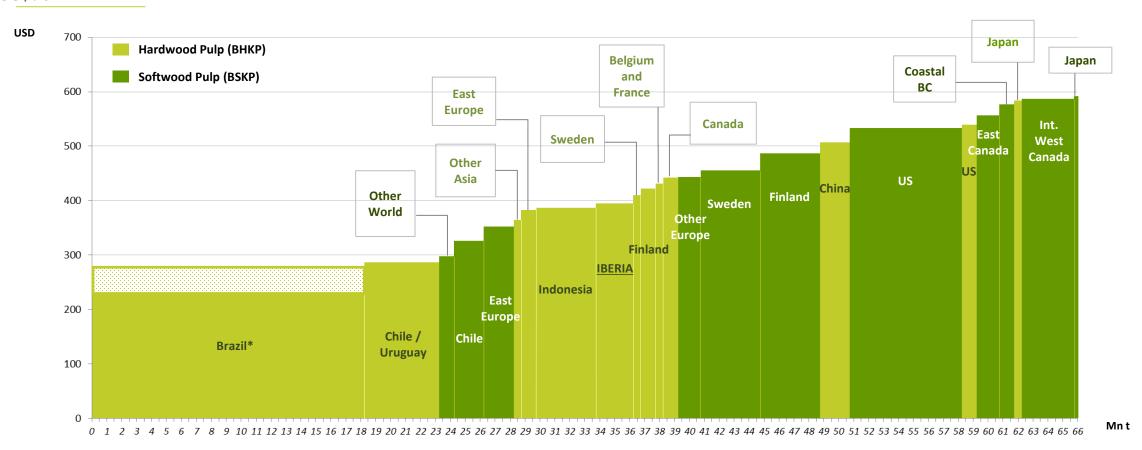
Eucalyptus only grows under specific climate conditions, usually in warm subtropical regions More abundant pines are better adapted to cold climates



Eucalyptus only grows under specific climatic conditions lberia is amongst the most efficient locations for pulp production



Global Market Pulp Cash Cost Curve by geography (CIF Europe) US\$ / t



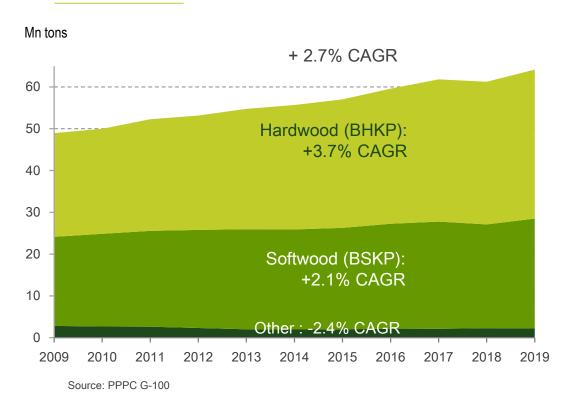
^{*} Brazil only includes the cost of wood harvesting and transportation plus third party wood purchases. On a like for like basis, Brazilian cash cost would be around 50 US\$ / t higher.



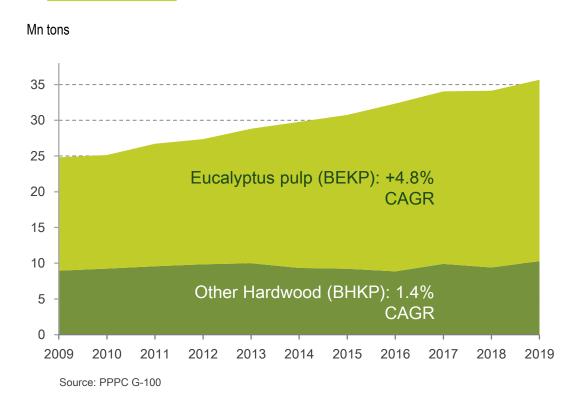
Superior demand growth for Eucalyptus pulp Which is leading global market pulp demand growth







Hardwood pulp demand evolution Last 10 years

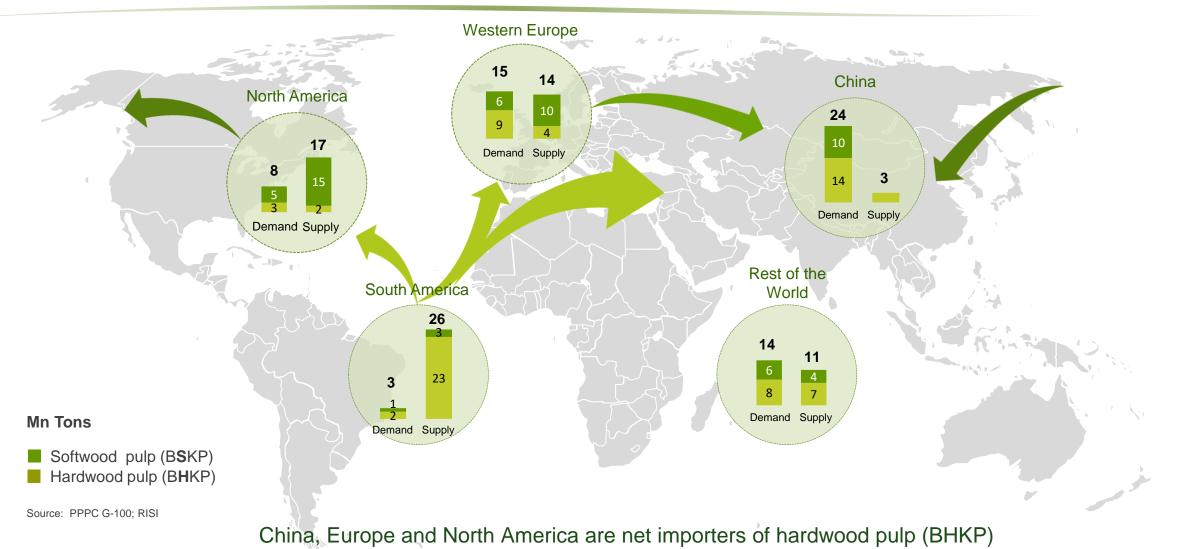


The more efficient and best suited eucalyptus pulp is gaining market share against other hardwood and softwood pulp, following a demand increase of 10 Mn tons in the last 10 years



Tight global Market Pulp supply and demand balance Global demand reached 90% of capacity in 2019



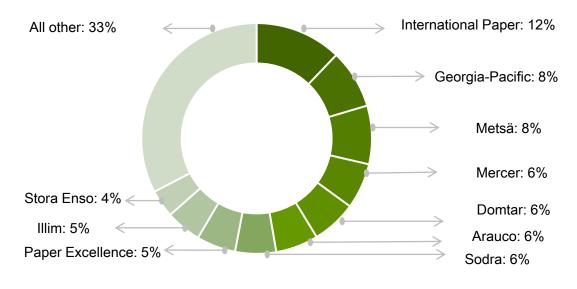




Concentrated supply markets with high entry barriers Next capacity increases are managed by incumbents



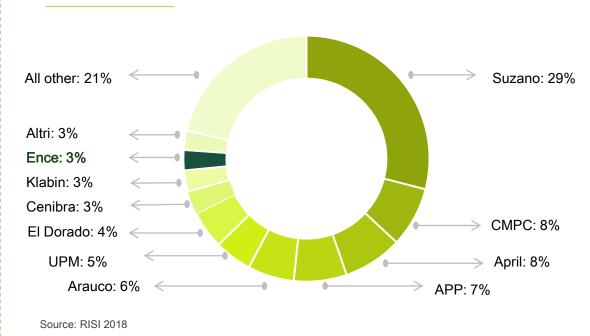
Global market share Softwood pulp (BSKP)



Source: RISI 2018

Top 10 softwood pulp producers account for 67% of global BSKP market share





Top 10 hardwood pulp producers account for 76% of global BHKP market share



No large capacity increases confirmed until 2H 2021 Minimum lead time for new projects close to 3 years



Expected Annual Increase for Global Market Pulp Supply & Demand Mn t¹

| Mn t | | 2020 | 2021 | 2019-21 | 2022 | 2019-22 | 2023 | 2019-23 | 2024 | 2019-24 |
|--|------|------|------|---------|------|---------|------|---------|------|---------|
| ESTIMATED ANNUAL MARKET PULP DEMAND INCREASE | | 0.0 | 1.5 | 1.5 | 1.5 | 3.0 | 1.5 | 4.5 | 1.5 | 6.0 |
| ESTIMATED ANNUAL MARKET PULP SUPPLY CHANGE (CONFIRMED) | | 0.1 | -0.7 | -0.6 | 0.9 | 0.3 | 0.6 | 0.9 | -0.9 | 0.0 |
| SUZANO (SALES RECOVERY) | ВНКР | 0.9 | | 0.9 | | 0.9 | | 0.9 | | 0.9 |
| SUZANO (ARACRUZ) | ВНКР | | | | 0.3 | 0.3 | | 0.3 | | 0.3 |
| ARAUCO (VALDIVIA) | ВНКР | -0.4 | | -0.4 | | -0.4 | | -0.4 | | -0.4 |
| ARAUCO (HORCONES) | ВНКР | | 0.3 | 0.3 | 0.9 | 1.2 | | 1.2 | | 1.2 |
| UPM (PASO DE LOS TOROS) | ВНКР | | | | 0.5 | 0.5 | 1.5 | 2.0 | | 2.0 |
| APP (OKI) | ВНКР | -0.2 | 0.2 | 0.0 | | 0.0 | | 0.0 | | 0.0 |
| APRIL (KERINCI) | BHKP | -0.1 | -0.2 | -0.3 | -0.2 | -0.5 | -0.2 | -0.7 | -0.2 | -0.9 |
| APRIL (RIZHAO) | ВНКР | -0.1 | -0.2 | -0.3 | -0.2 | -0.5 | -0.2 | -0.7 | -0.2 | -0.9 |
| ILIM (BRATSK) | ВНКР | 0.2 | | 0.2 | | 0.2 | | 0.2 | | 0.2 |
| ENCE (NAVIA & PONTEVEDRA) | ВНКР | 0.1 | | 0.1 | | 0.1 | | 0.1 | | 0.1 |
| MONDI (RUZOMBEROK) | ВНКР | 0.1 | -0.1 | 0.0 | | 0.0 | | 0.0 | | 0.0 |
| ILIM GROUP (UST-ILIMSK) | BSKP | | | | 0.1 | 0.1 | | 0.1 | | 0.1 |
| SCA (OSTRAND) | BSKP | 0.2 | | 0.2 | | 0.2 | | 0.2 | | 0.2 |
| STORA (ENOCELL) | BSKP | -0.1 | -0.2 | -0.3 | | -0.3 | | -0.3 | | -0.3 |
| UNEXPECTED & NON COMPETITIVE ANNUAL CAPACITY CLOSURES | | -0.5 | -0.5 | -1.0 | -0.5 | -1.5 | -0.5 | -2.0 | -0.5 | -2.5 |
| SURPLUS / DEFICIT | | 0.1 | -2.2 | -2.1 | -0.6 | -2.7 | -0.9 | -3.6 | -2.4 | -6.0 |

Source: ENCE estimates

^{1.} Estimates correspond to the expected increase in supply and demand of market pulp for paper production. It excludes therefore the production of integrated pulp and other pulp grades such as Dissolving Pulp or Fluff



Ence's competitive advantages in the pulp business JIT service and differentiated offering to European clients





Access to eucalyptus plantations around our pulp biomills

Eucalyptus only grows under specific climatic conditions

Diversification into **pine**

Unique supply chain





Eucalyptus Pulp is cheaper to produce than softwood Pulp

80% of Softwood products can be produced with Hardwood pulp

Technical team dedicated to pulp usage transformation



High quality pulp and differentiated offering

Totally **chlorine free**

7 de-commoditized products, not easy to replicate with commodity pulp



Privileged access to the European market

Just in time service (5-7 days delivery vs. 40 days for Latam deliveries)

Lower logistics costs



High client diversification

Sales force **capillarity** >100 customers

Top customer service



powercell



naturcel

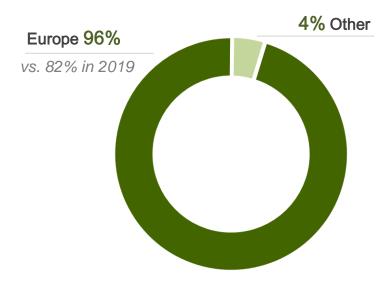


Ence's revenue breakdown

Focus on European market and on higher growing segments



Geographical distribution of sales % of pulp sales



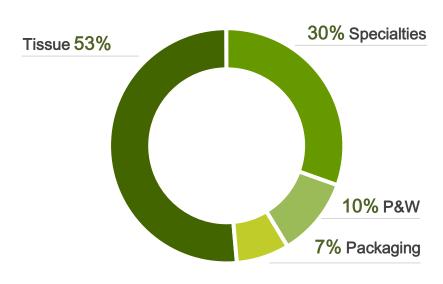
Source: Ence 1Q20

Most of the pulp produced by Ence is sold in Europe

96%

of revenue from pulp sales

Breakdown by end product % of pulp sales

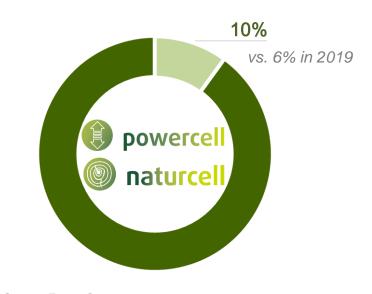


Source: Ence 1Q20

Tissue & Specialties paper remain the main end uses given to the pulp sold by Ence 83%

of revenue from pulp sales

Differentiated offer % of pulp sales



Source: Ence 1Q20

Ence's differentiated products already account for

10%

of revenue from pulp sales



Pulp prices bottoming out in 2020 From their lowest levels in the last 10 years





Source: FOEX

The prospect of a slowdown in global economic growth, coupled with heightened trade tensions between China and the US, prompted sudden inventory destocking in the paper industry in 4Q18 and 1Q19, following apparent over-purchasing in previous quarters.

BHKP Price Consensus as of May 2020 \$/t



Source: RISI, Hawkins Wright, Brian McClay

BHKP prices as of 12/05/2020: **473 \$/t**, Net (China); **682 \$/t** Gross (Europe)



Pulp business stepwise investment plan

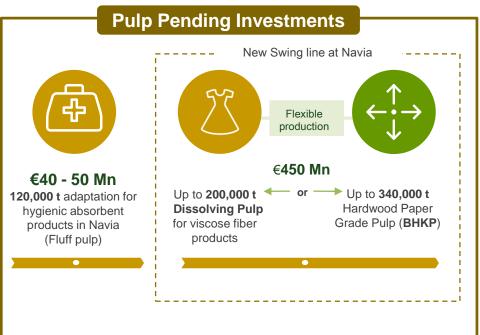
Subject to our financial discipline



Stepwise investment plan with 4 independent projects € Mn

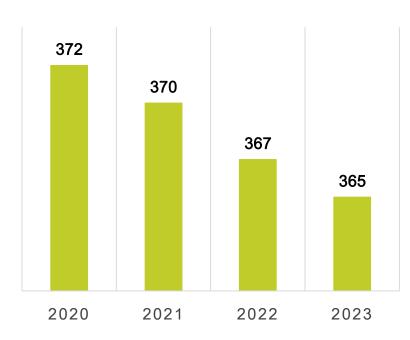
Executed €30 Mn €75 Mn 20,000 t expansion in 80,000 t expansion in Pontevedra Navia Start-up date March 2019 4Q 2019 Navia 80.000 t and Pontevedra 20.000

t capacity expansions successfully executed in 2019



The **Board** has confirmed the postponement of Strategic Plan Investments pending in the Pulp business, aiming at a Net Debt to EBITDA ratio below 2.5 times at average cycle prices

Gradual reduction of BHKP cash cost



Cost optimization program launched in 3Q19, in order to achieve the Strategic Plan's annual cash cost targets



Pontevedra's Biomill legal status

A first resolution from the National Court could be delayed due to COVID-19



On January 2016 the National Directorate of Coasts granted the extension of Pontevedra's concession until 2073

■ The 1958 biomill's original concession was extended for 60 years (starting November 8th 2013) by the National Directorate of Coasts via a resolution dated January 20th 2016 by virtue of: (i) Law 2/2013, on coastal protection and sustainability and amending the Coastal Act (22/1988); & (ii) General Coast Regulations enacted (Royal Decree 876/2014)

We expect a first resolution from the National Court in the coming months

The legal case against the extension could last for up to 4 years, including any appeals before higher courts

- 3 court cases initiated by Pontevedra's City Council and two environmental associations before the National Court's Chamber for Contentious Administrative Proceedings, appealing Jan. 20th 2016's resolution
- On March 8th 2019, the National Directorate of Coasts conceded in all 3 lawsuits, i.e., it requested to have the claims upheld, despite having previously argued throughout all of the proceedings that the Ministerial Order Resolution of January 20th 2016 was totally legal
- On April 10th 2019, the National Court's Chamber for Contentious Administrative allowed Ence to defend the case
- Court case in its final stage. The National Court's first resolution could experience a delay due to COVID-19

€130 Mn invested in the biomill since the extension of the concession in 2016

- The investments carried out or committed since the extension of the concession for the period of 2016 2019 amount to approx.
 €130 Mn
- In the unlikely event of operations being discontinued, the cash impact would amount to €74 Mn (€43 Mn corresponding to dismantling actions, €15 Mn to the cost of employment regulation of total extinction and €16 Mn to the cancellation of existing contracts)

Given the uncertainty, the Board of Directors decided to concentrate the investments of the Business Plan in Navia's biomill

• Investments of €250 Mn initially planned to increase capacity in Pontevedra will be reallocated to Navia's biomill, in order to double the initially planned swing line up to 340,000 t of BHKP or 200,000 t of dissolving pulp.





Current asset base and new biomass plants 316 MW of installed capacity







Renewable energy pipeline

405 MW with grid access and locations secured



ROE

target

7.9%

9.4%

8.4%

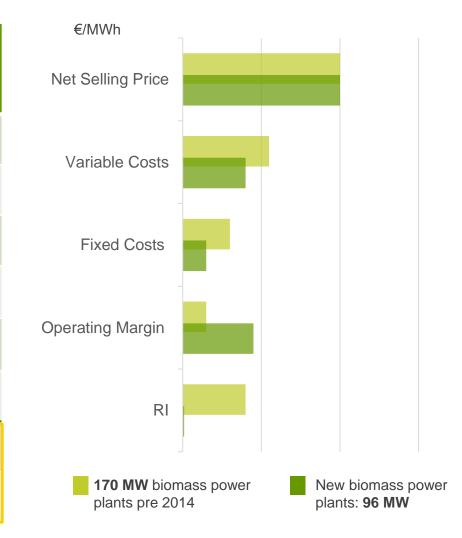




New biomass power plants are more efficient Due to fuel flexibility, higher efficiency factor and fixed costs dilution



| | Biomass power plant location | Capacity MW | End of regulatory life | Construction Capex € Mn / MW | Boiler technology | Efficiency factor | Fuel flexibility |
|----------------------------------|------------------------------------|----------------|------------------------------|------------------------------------|---|----------------------|---------------------|
| BIOMASS POWER PLANTS PRE 2014 | Huelva | 41 | 2025 | | Fluidized bed | 26% | Limited |
| | Ciudad Real | 16 | 2027 | | Pulverized fuel boiler + stoker grate | 24% | Inflexible |
| | Jaén | 16 | 2027 | | Pulverized fuel boiler + stoker grate | 24% | Inflexible |
| | Córdoba | 14 | 2031 | | Reciprocating grate | 26% | Inflexible |
| | Huelva | 50 | 2037 | 2.6 | Fluidized bed | 30% | Limited |
| | Mérida | 20 | 2039 | 3.3 | Vibrating grate | 32% | Flexible |
| NEW BIOMASS PLANTS | Huelva | 46 | 2044 | 2.2 | Vibrating grate | 35% | Full Flexibility |
| | Ciudad Real | 50 | 2044 | 2.2 | Vibrating grate | 35% | Full Flexibility |







3 Excellence in Sustainability

ence



Sustainability Plan 2019 – 2023

Highlights 1Q20





Secure and ecologically efficient operations



99% Waste valorised
"0 Waste"
Certification



Lower water consumption YoY Pontevedra: -3% Navia: -12%



-28% YoY Accident Frequency Index



-44% YoY Odor Impact in Pontevedra



Emissions < 10 mg /Nm3 in all our biomass plants



Sustainable agro-forestry management



85%

Patrimonial area certified FSC® Licence code FSC-C099970 /PEFC

2% Wood

Wood inputs certified FSC®
Licence code FSC-C081854 /PEFC



99%

Certified wood and biomass suppliers



Wood bought from small producers

Implantation of the Decalogue of biomass sustainability for combustibles



Sustainable products



antussol

naturcell of Pulp Sales

10%

Development of sustainable products with reduced environmental footprint and with potential for plastic substitution



European Ecolabel for primary material for cellulose at Navia and at Pontevedra



Commitment to Communities



+3.2M€

The Pontevedra Social Plan and other investments in the community



Involvement with the local community: the plants received more than **400** organized visits, from the local stakeholders.



People and Values



0%

Gender salary gap



+4% Women employed75% of hires < 30y are women60% of management hires are women



+7% in 2019 Happy Index



Governance



2020 Telematic AGM>88% approvalof all proposed resolutions



Sustainability Committee in the Board of Directors
Certified penal compliance
UNE – 19601:2017

25%

Long term incentive plan linked to **ESG targets**

22%

Women present in the Board of Directors vs. 2017

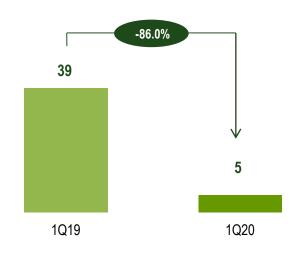


1Q20 Financial Results

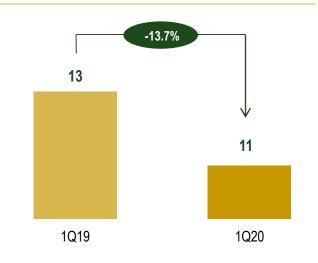
Driven by lower pulp and energy prices



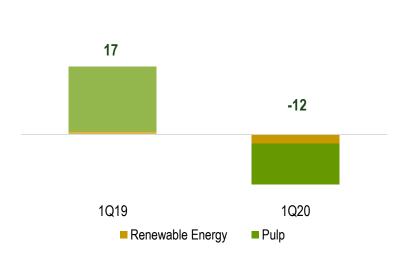
Pulp Business EBITDA (€ Mn)



Renewable Energy Business EBITDA (€ Mn)



Group Net Income (€ Mn)



€5 Mn EBITDA in the Pulp business:

- + €15 Mn vs. 4Q19 due to the better operating performance
- -86% vs.1Q19 due to a 31% decrease in the average sales price and partially offset by the better operating performance

€11 Mn EBITDA in the Renewable business:

- +10% vs. 4Q19 due to lower costs
- -14% vs. 1Q19 due to a 11% decrease in the average sales price and partially offset by the better operating performance

Net result of €-12 Mn following:

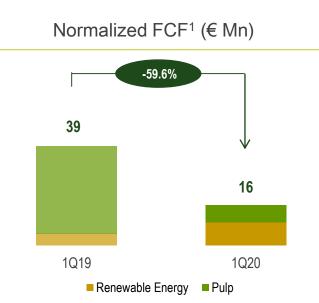
- €26 Mn Depreciation
- €6 Mn Net finance cost
- €4 Mn Income tax

€16 Mn Normalized FCF and €32 Mn carry over payments in 1Q20

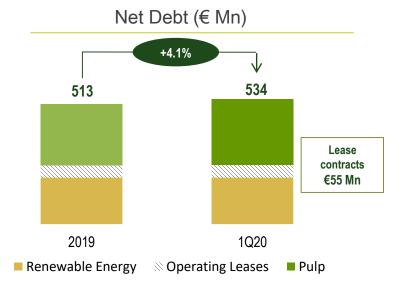
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€281 Mn cash in balance, long term maturities and no covenants









Normalized Free Cash Flow generation of €16 Mn

Lower EBITDA vs. 1Q19 partially offset by:

- Working capital reduction
- Lower taxes

Strategic Plan carry over payments of €32 Mn (-64% vs. €87 Mn capex in 1Q19):

■ Renewable Energy ■ Pulp

1020

- €24 Mn carry over payments in the Pulp business from 100k t capacity expansions and sustainability improvements in 2019
- €7 Mn carry over payments in the Renewable Energy business from two new biomass plants with 96 MW of combined capacity and sustainability improvements

€534 Mn Net Debt (+21 Mn vs. 31Dec.19):

- Including €55 Mn related to lease contracts (+ €3 Mn vs. 31Dec.19)
- **€281 Mn cash in balance** (+ €54 Mn vs. 31Dec.19)
- Long-term maturities in both businesses and covenant free in the Pulp business

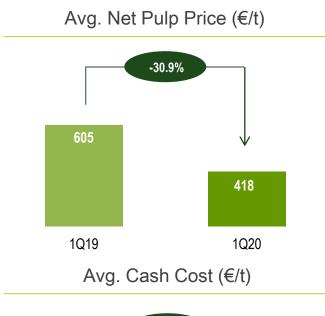
1. FCF before Strategic Plan investments, divestments & dividend payment

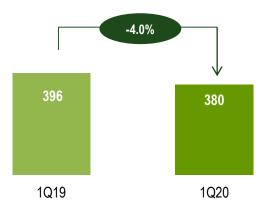
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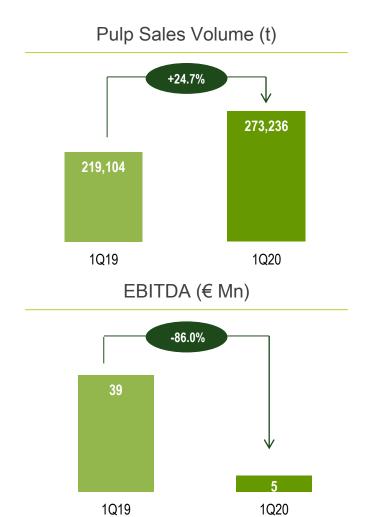


1Q20 Results driven by lower pulp prices









€15.2 Mn EBITDA improvement vs. 4Q19

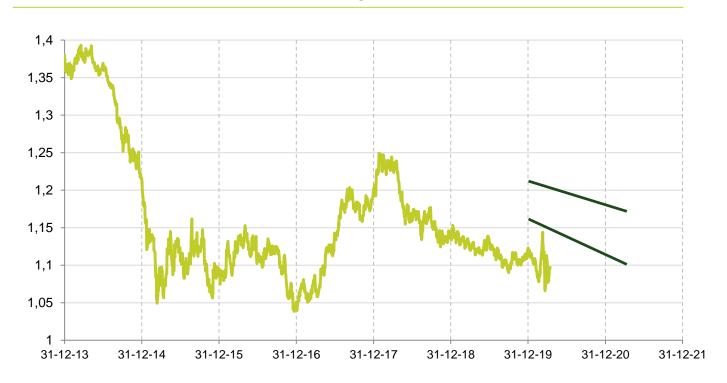
86.0% EBITDA decrease vs. 1Q19:

- Resulting from the 31% drop in the average sale price.
- Partially offset by 25% higher sales and 4% lower cash cost





Dollar/Euro Exchange Rate Evolution



Current Hedges

Q2 2020: 89% revenues

Avg. cap: \$ 1.20 €

■ Avg. floor: \$ 1.16 €

Q3 2020: 80% revenues

Avg. cap: \$ 1.20 €

Avg. floor: \$ 1.14 €

Q4 2020: 62% revenues

■ Avg. cap: \$ 1.19 €

■ Avg. floor: \$ 1.13 €

Q1 2021: 45% revenues

■ Avg. cap: \$ 1.18 €

■ Avg. floor: \$ 1.10 €

Ence secured an average cap of \$1.20/€ and an average floor of \$1.15/€ for 79% of its dollar exposure in FY2020

Assuming a flat 1.10 \$/€ for 2020, full year FX settlements would amount to €15 Mn

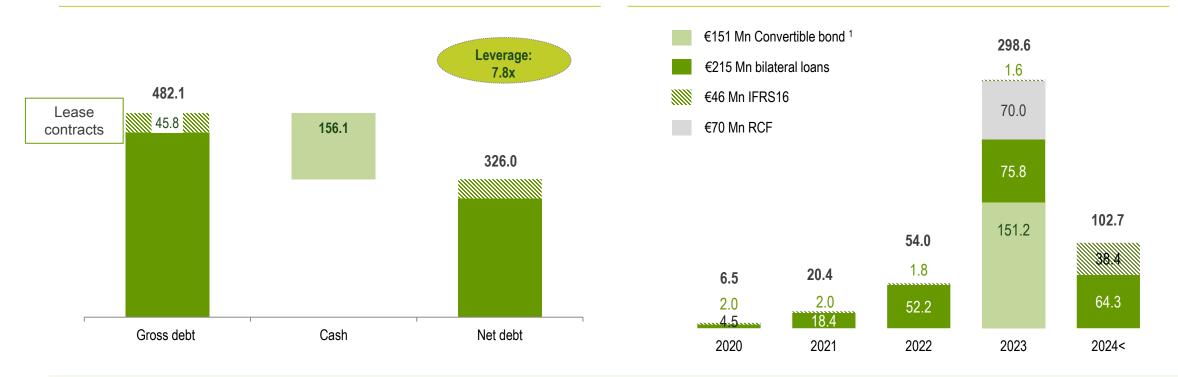


High liquidity and long term financing without covenants





Debt Maturity Calendar (€ Mn)



Pulp business leverage at 7.8x Net Debt / LTM EBITDA as of March 2020

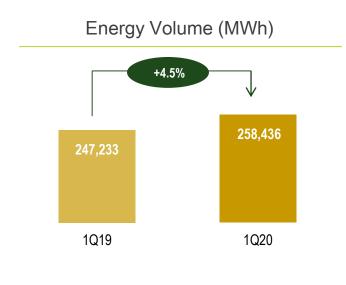
Financial liability of €45.8 Mn in the Pulp business related to the application of IFRS16 on leases

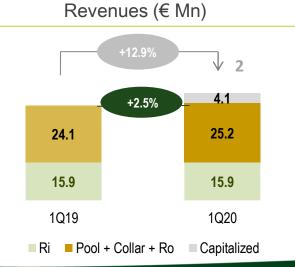


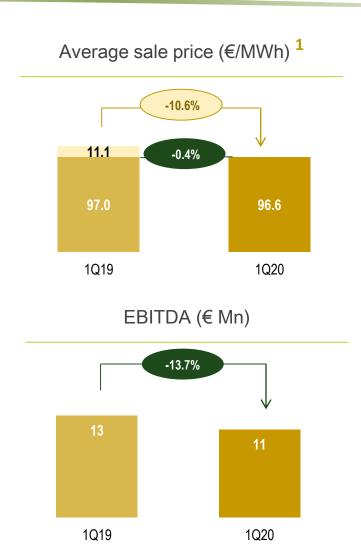
Renewable Energy Business

1Q20 Results driven by lower electricity prices









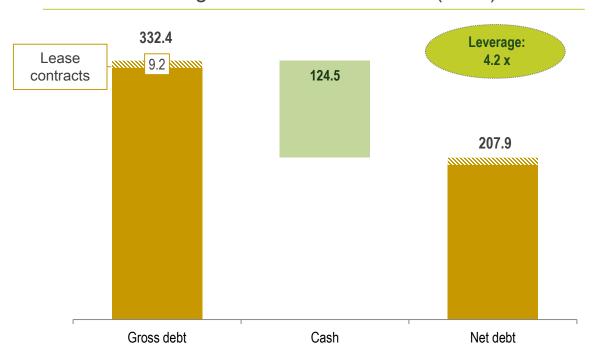
13.7% EBITDA decrease was driven by:

- 10.6% lower comparable average sale price (YoY)
- Partially offset by lower costs and 5% higher energy sales.
- Note that the average sale price of 97 €/MWh in 1Q19 included an adjustment of 11.1 €/MWh related to the temporary suspension of the electricity generation tax and the attendant adjustment to the plants Ro with no effect on EBITDA.
- 2 Revenues for the quarter include € 4.1 Mn from the energy sales of the new biomass plants during their testing phase, which have been capitalized together with their corresponding expenses, neutralizing their impact in EBITDA





Leverage as of March 31st 2020 (€ Mn)



Debt Maturity Calendar (€ Mn)



Energy business leverage at 4.2x Net Debt / LTM EBITDA as of March 2020

Financial liability of €9.2 Mn in the Renewable Energy business related to the application of IFRS16 on leases

Alternative Performance Measures (APMs)

Pg.1



Ence presents its results in accordance with generally accepted accounting principles, specifically IFRS. In addition, its quarterly earnings report provides certain other complementary metrics that are not defined or specified in IFRS and are used by management to track the company's performance. The alternative performance measures (APMs) used in this presentation are defined, reconciled and explained in the corresponding quarterly earnings report publicly available through the investor section of our web page www.ence.es.

CASH COST

The production cost per tonne of pulp produced, or cash cost, is the key measure used by management to measure its efficiency as a pulp maker.

Cash cost includes of the expenses incurred to produce pulp: timber, conversion costs, corporate overhead, sales and marketing expenses and logistics costs. It excludes fixed-asset depreciation and forest depletion charges, impairment charges and gains/losses on non-current assets, finance costs/income, income tax and certain operating expenses which management deems to be non-recurring, such as ad-hoc consultancy projects, Ence's long-term remuneration plan, the termination benefits agreed with staff or certain social expenses.

As a result, the difference between the average sales price and the cash cost applied to the total sales volume in tonnes yields a figure that is a very close proxy for the EBITDA generated by the Pulp business.

EBITDA

EBITDA is a measure of operating profit before depreciation, amortization and forestry depletion charges, non-current asset impairment charges, gains or losses on non-current assets and specific non-ordinary income and expenses unrelated to the ordinary operating activities of the company, which alter their comparability in different periods.

EBITDA is a measure used by the Ence's management to compare the ordinary results of the company over time. It provides an initial approximation of the cash generated by the company's ordinary operating activities, before interest and tax payments, and is a measure that is widely used in the capital markets to compare the earnings performances of different companies.

NORMALISED FREE CASH FLOW

Ence reports normalised free cash flow within the cash flow metrics for each of its two business units in its quarterly earnings report. Normalised FCF is the sum of EBITDA, the change in working capital, maintenance capital expenditure, net interest payments and income tax payments.

Alternative Performance Measures (APMs)

Pg.2



Normalised free cash flow provides a proxy for the cash generated by the company's operating activities before collection of proceeds from asset sales; this cash represents the amount available for investments other than maintenance capex, for shareholder remuneration and for debt repayment.

MAINTENANCE, EFFICIENCY & GROWTH AND SUSTAINABILITY CAPEX

Ence provides the breakdown of its capital expenditure related cash outflows for each of its business units in its quarterly earnings report, distinguishing between maintenance, efficiency & growth and sustainability capex.

Maintenance capex are recurring investments designed to maintain the capacity and productivity of the company's assets. Efficiency & growth capex, meanwhile, are investments designed to increase these assets' capacity and productivity. Lastly, sustainability capex covers investments made to enhance quality standards, occupational health and safety, to improve the environment and to prevent contamination.

Ence's 2019-2023 Business Plan includes a schedule of the amounts it expects to invest annually in efficiency & growth and sustainability capex in order to attain the strategic targets set. The disclosure of capex cash flows broken down by area of investment facilitates oversight of execution of the published 2016-2020 Business Plan.

FREE CASH FLOW

Ence reports free cash flow as the sum of its net cash flows from operating activities and its net cash flows from investing activities of its quarterly earnings report.

Free cash flow provides information about the cash generated by the Group's operating activities that is left over after its investing activities for the remuneration of shareholders and repayment of debt.

NET DEBT

The borrowings recognized on the balance sheet, as detailed in its quarterly earnings report, include bonds and other marketable securities, bank borrowings and other financial liabilities. They do not however include the measurement of financial derivatives.

Net debt is calculated as the difference between current and non-current borrowings on the liability side of the balance sheet and the sum of cash and cash equivalents and short-term financial investments on the asset side.

Net debt provides a proxy for the company's indebtedness and is a metric that is widely used in the capital markets to compare the financial position of different companies.



















Delivering value Delivering commitments

