



## Nine Months 2019 Results

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**1,095.32 MHRK**  
REVENUE +16.6%



**133.54 MHRK**  
EBITDA +3.57%

**12.2%**  
EBITDA MARGIN

**2.58**  
NFD/EBITDA

**9M 2019**

**63.86 MHRK**  
PROFIT +6.28%

**5.8%**  
NET PROFIT MARGIN

## Revenue

above market movements

## Clio 5 and Twingo

start of serial production

## 174.9 MEUR

of new deals

## HRK 12.5 per share

dividend (dividend yield 7.2%)

## Capacity expansion

in Croatia and Russia

# European market

## AD Plastik Group 9M 2019

**859.18 MHRK** Revenue

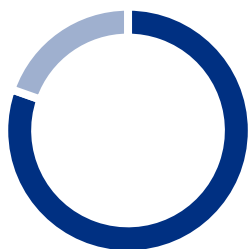
**24.84%** Growth

## European market 9M 2019

**11.8 M** Newly registered cars

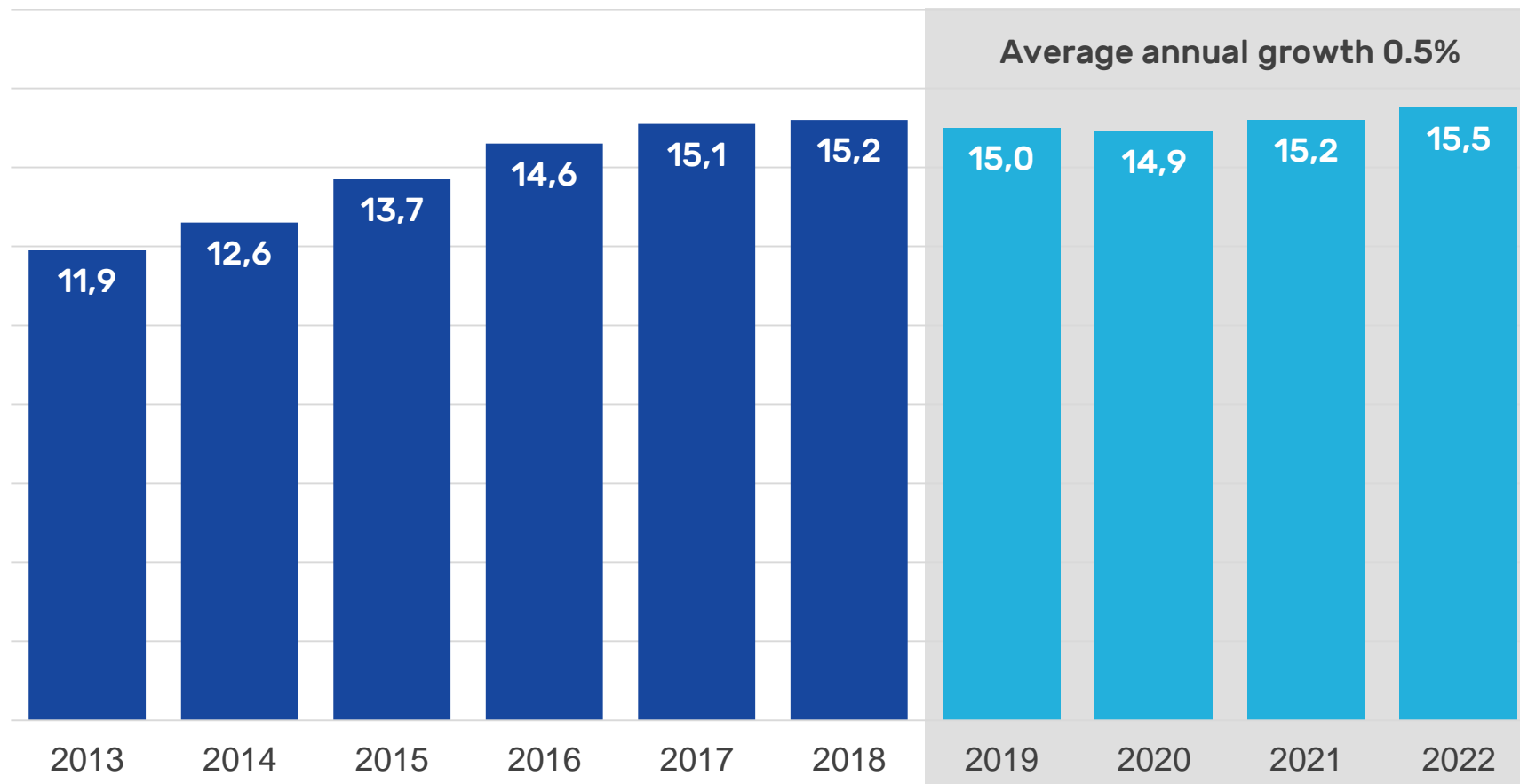
**-1.6%** Drop

Russian market  
21.56%



**78.44%**  
**European market**

## New car market in the EU, millions of pieces



Source: ACEA, AD Plastik Group

# Russian market

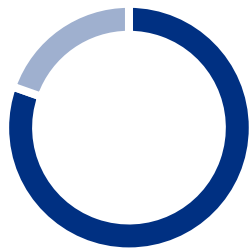
## AD Plastik Group 9M 2019

**236.14 MHRK** Revenue  
**-5.97%** Drop

## Russian market 9M 2019

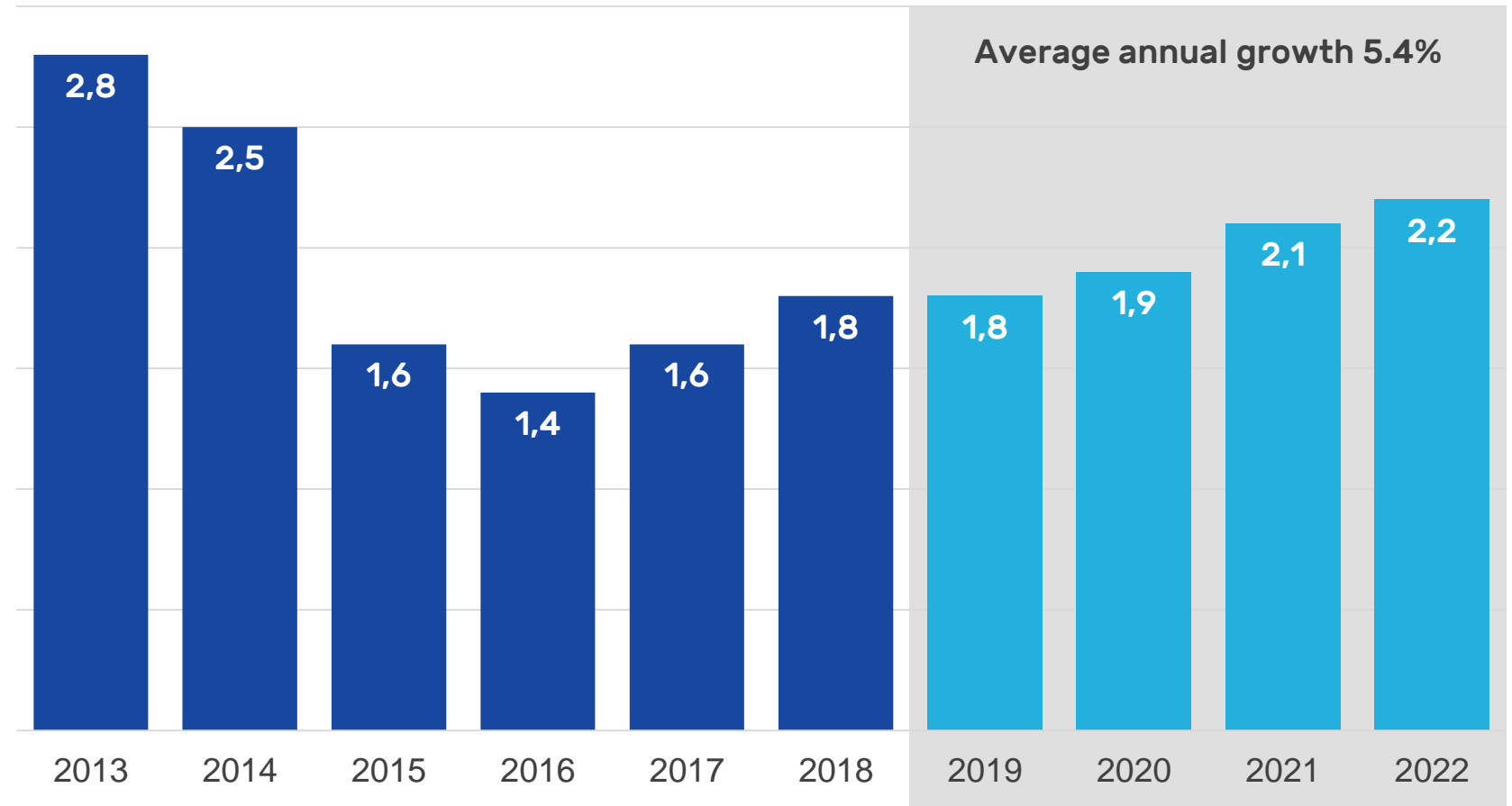
**1.3 M** Newly registered cars  
**-2.0%** Drop

**Russian market**  
**21.56%**



78.44%  
European market

## New car market in Russia, millions of pieces



Source: PWC analysis, February 2019

# New deals

NEW DEALS SEALED **174.9 MEUR**

EUROPEAN MARKET **57.0 MEUR**

RUSSIAN MARKET **117.9 MEUR**

AVERAGE DURATION OF PROJECTS **7-8 years**

## THE MOST SIGNIFICANT DEALS

Renault Logan and Sandero 83.4 MEUR

PSA Group 26.1 MEUR

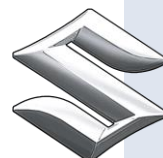
Lada Granta 24 MEUR

Fiat 500e and Jeep Compass 20.7 MEUR

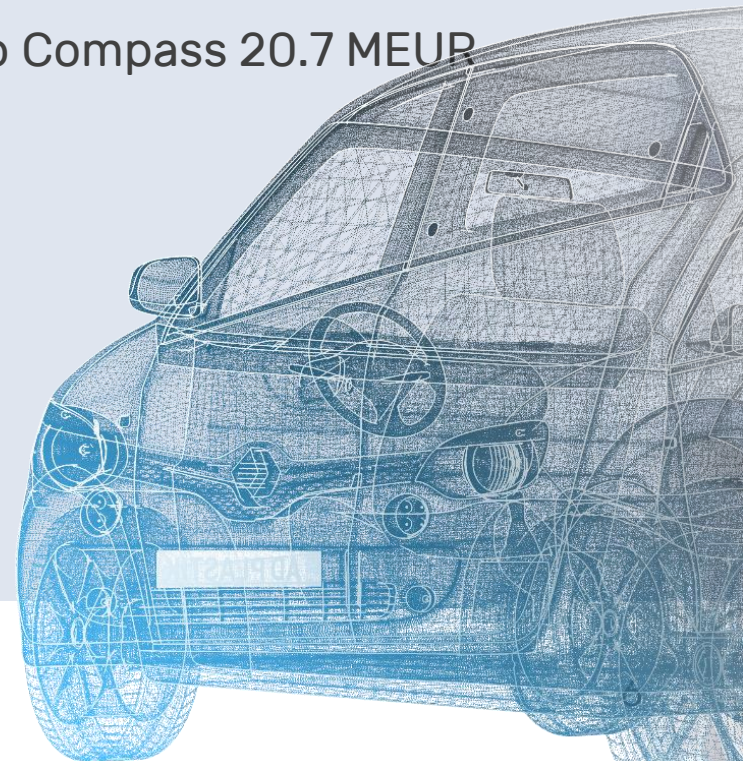
**GROUPE  
RENAULT**

**PSA**  
GROUPE

VOLKSWAGEN  
GROUP



**Jeep**



# Key projects

**Renault Clio (6/2019)** **160M€** in 5 years  
the second best-selling vehicle in Europe

**Renault Twingo (4/2019)** **100M€** in 5 years

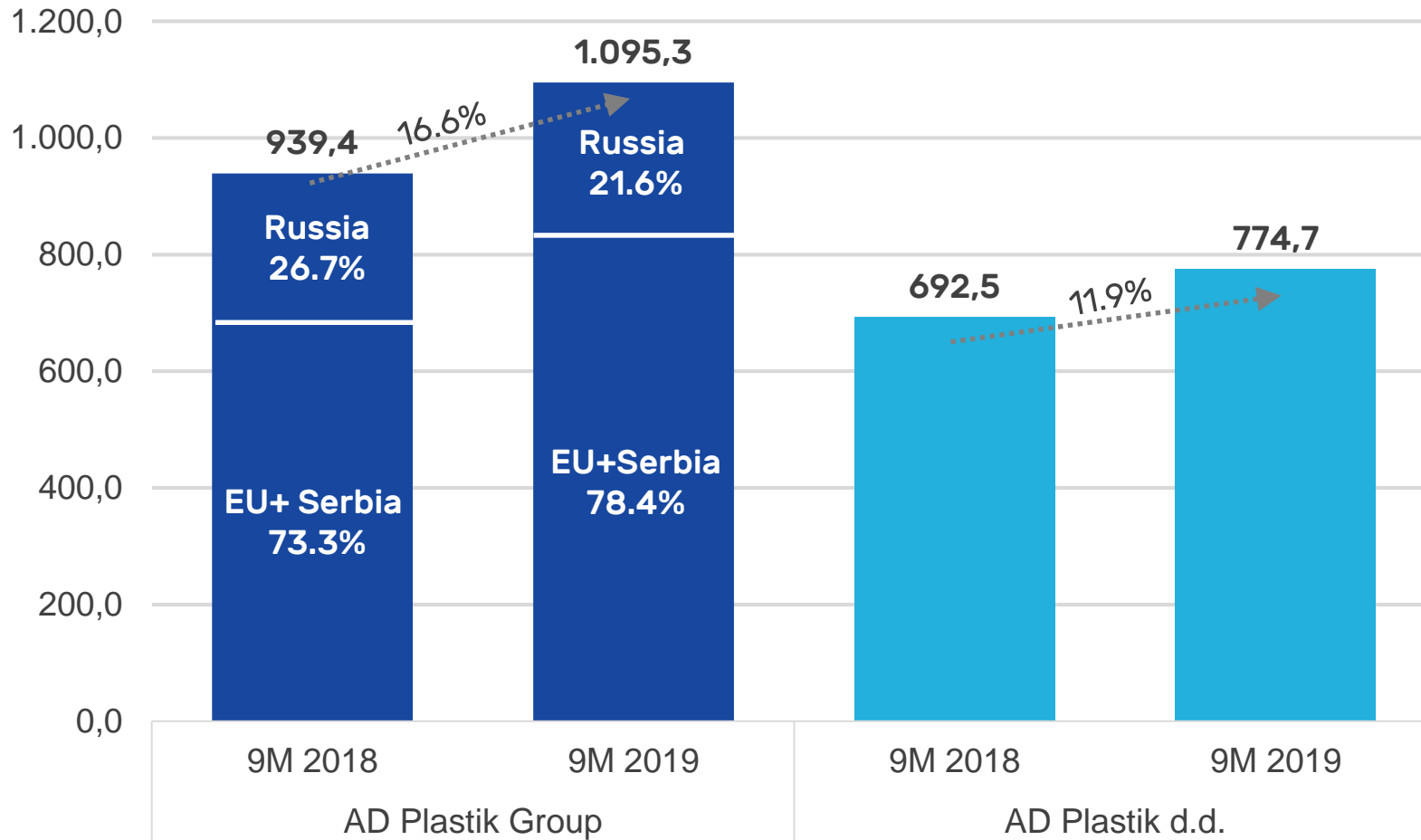
**Ford Puma (10/2019)** **80M€** in 8 years

**Smart (11/2019)** **21.6M€** in 4 years

**Renault Logan and Sandero (Q2/2021)** **83.4M€** in 8 years  
among the 15 best-selling cars in Russia



# Operating revenue (MHRK)

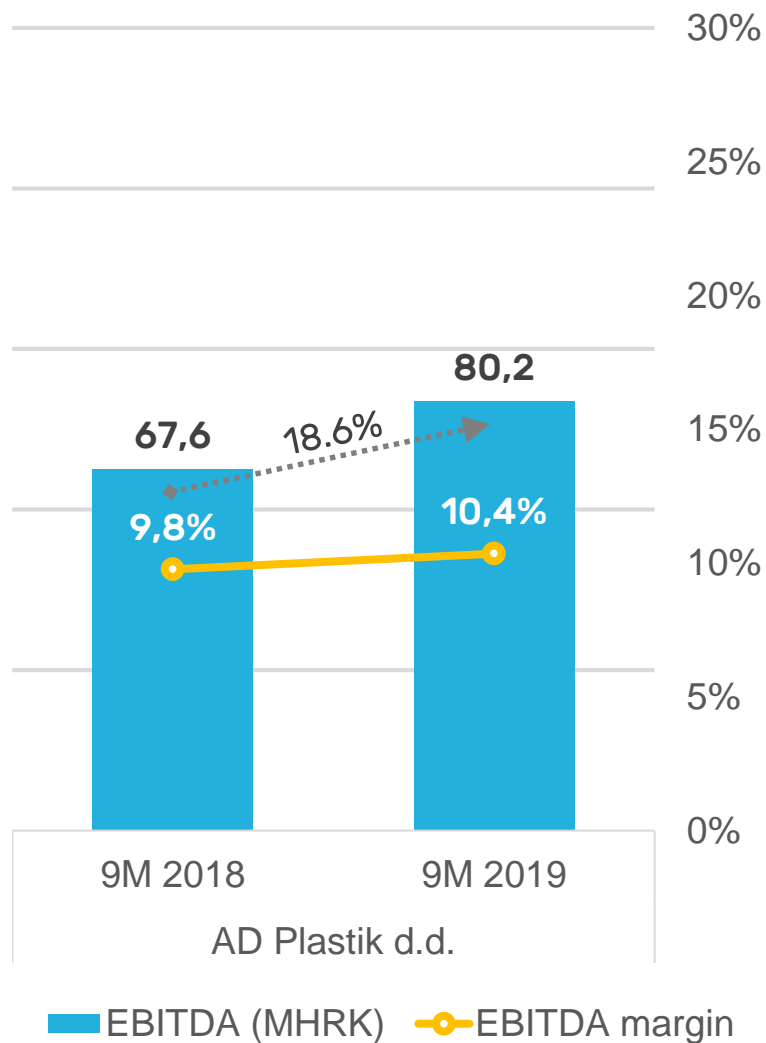
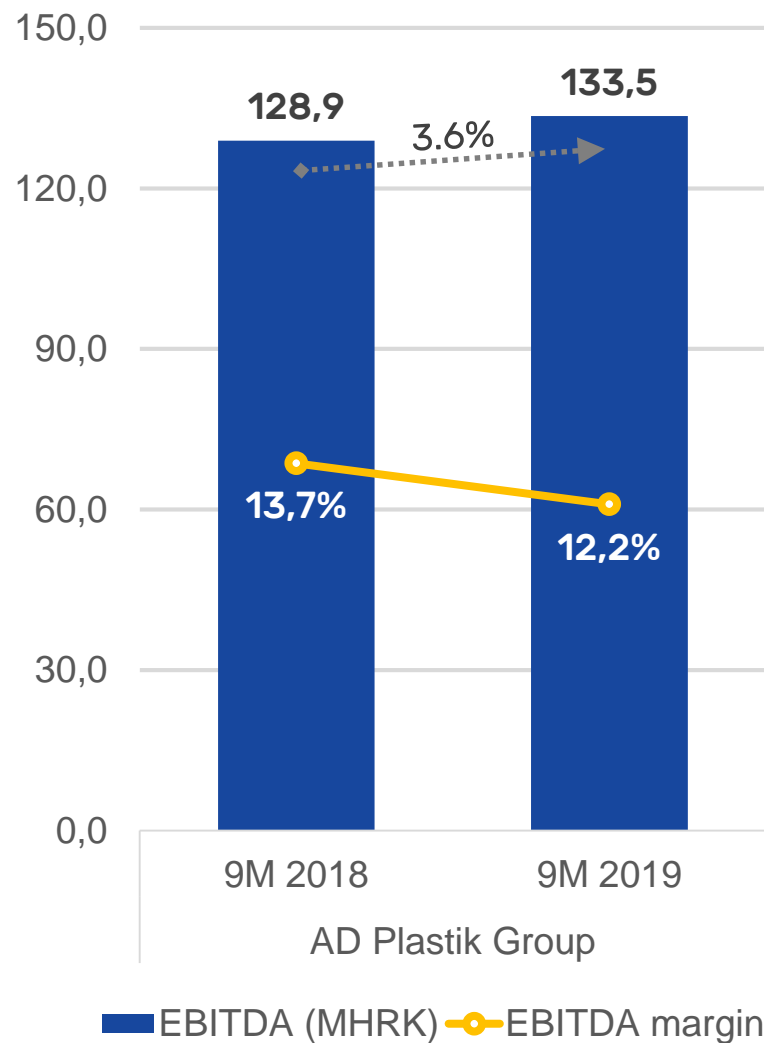


## Effect on revenue

- revenue of the Hungarian company Tisza Automotive
- realization of projects in the parent company - Renault Group, Hella, Ford, PSA Group
- revenue from tools growth in the parent company



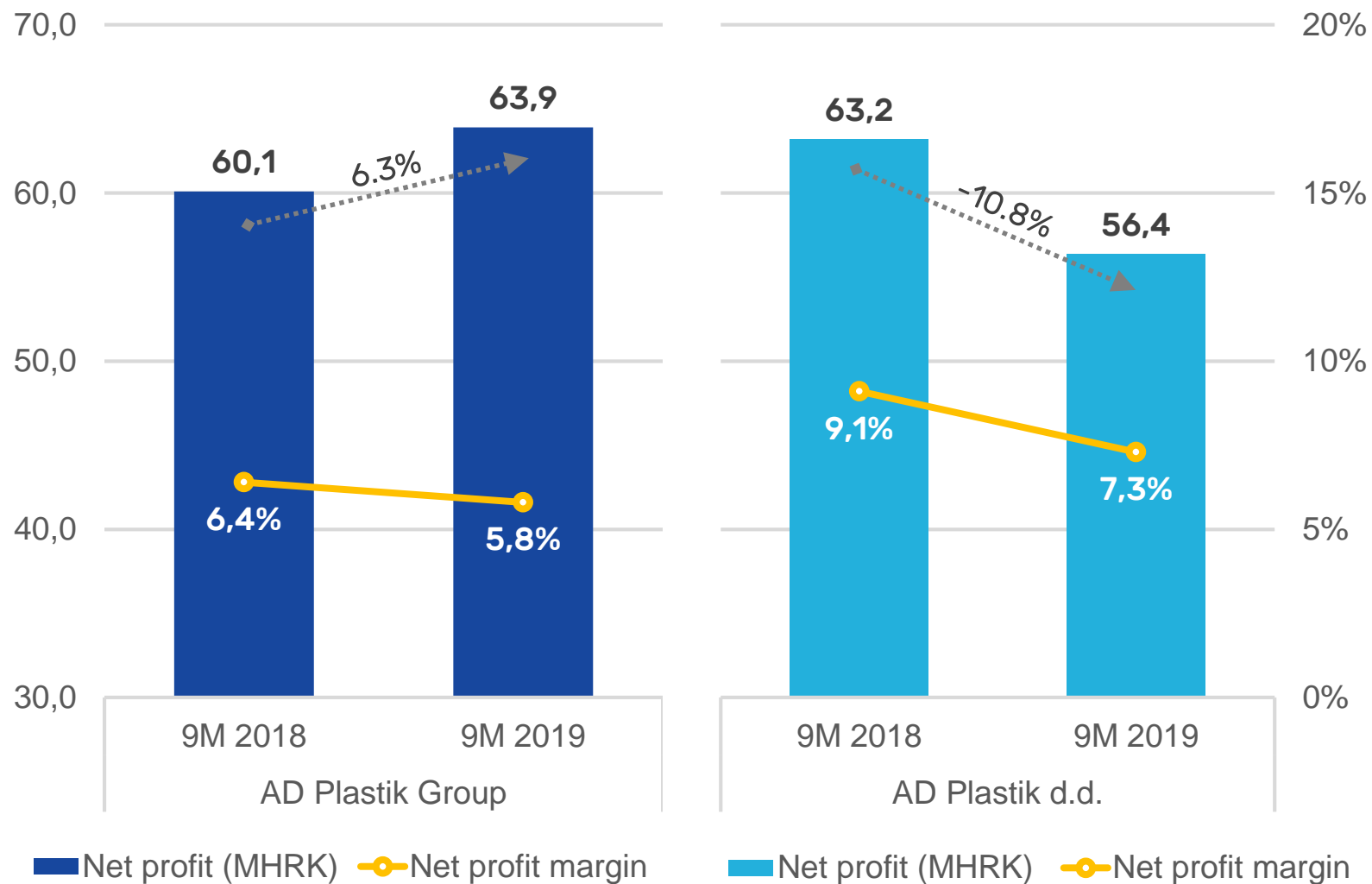
# EBITDA



## Effect on EBITDA

- Serial production for the new projects in the parent company (Twingo and Clio 5) has started
- Tisza Automotive

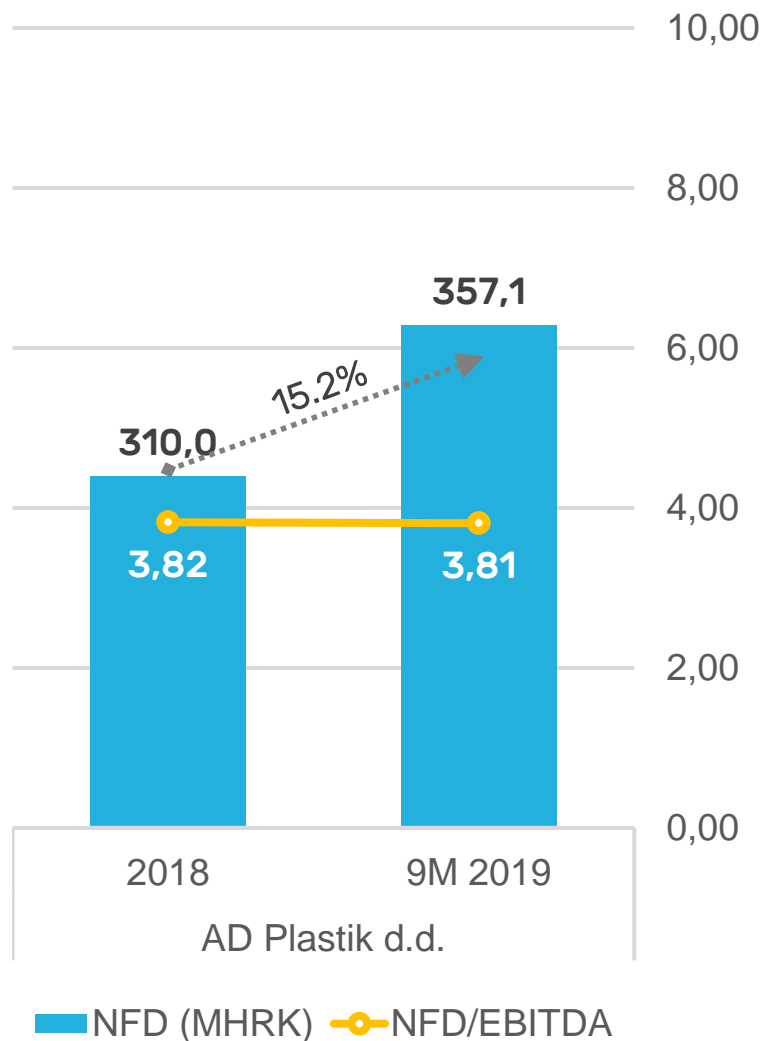
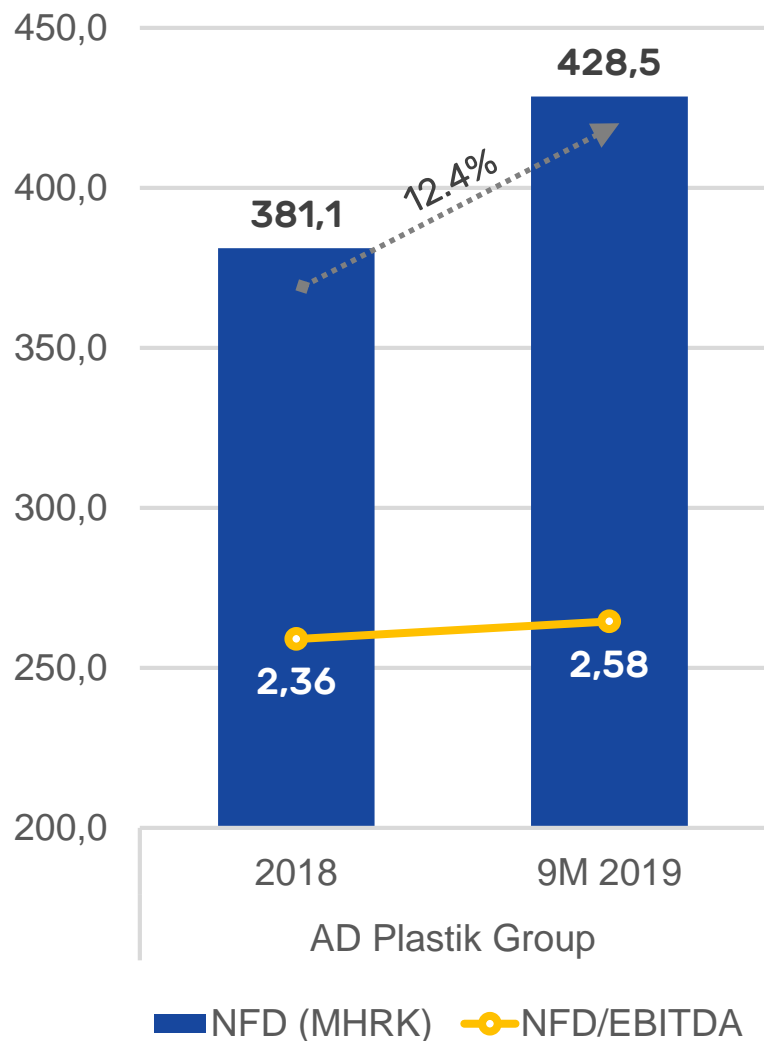
# Net profit



## Effect on net profit

- EBITDA growth in the Group and the parent company
- Lower negative exchange rate differences in the Group
- Lower dividend income in the parent company

# Debt



## Effect on debt

- Investments in the parent company
- Financing part of the tools for new projects

# Investments



**93.1 MHRK**

INVESTED  
IN TANGIBLE ASSETS



**32.4 MHRK**

INVESTED  
IN INTANGIBLE ASSETS

## Capacity utilization

- EU+Serbia 94%
- Russia 89%



# Affiliated company EAPS (JV)

## EAPS



**603.18 MHRK**

REVENUE -0.8%



**89.38 MHRK**

EBITDA +9.1%



**59.9 MHRK**

PROFIT +2.6%

EBITDA margin **14.8%**

High capacity  
level

No financial  
debt

Payment of  
80% of 2018  
profit

## AD PLASTIK GROUP + EAPS



**1,385.9 MHRK**

REVENUE +12.2%



**178.23 MHRK**

EBITDA +4.9%



**63.9 MHRK**

PROFIT +6.3%

EBITDA margin **12.9%**

# Expectations 2019



**> 14%**

REVENUE GROWTH



**12%**

EBITDA MARGIN



**6%**

NET PROFIT MARGIN



*Your needs. Our drive.*

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