

24500 MC

 **AD Plastik**

2020 and the first quarter of 2021 results

Contents

- Main features and financial results 2020
- Main features and financial results Q1 2021
- Expectations and challenges 2021

Main features of the year 2020

↓ Decline in revenue as a consequence of pandemic

→ Liquidity and financial stability preserved

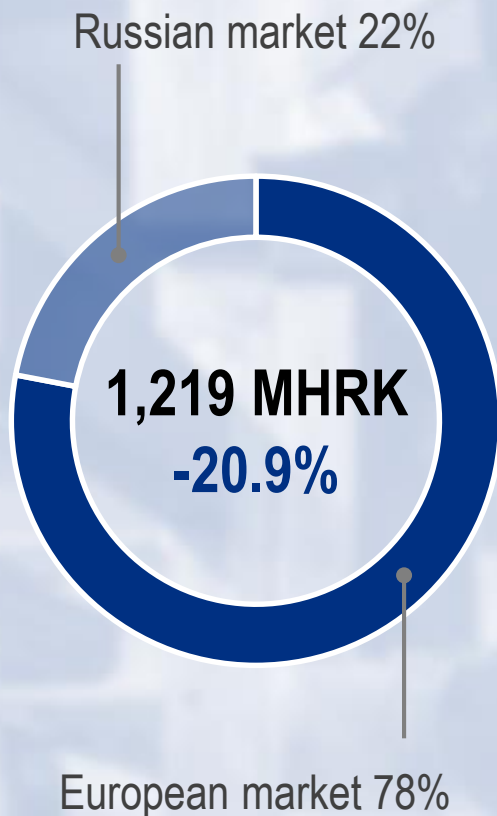
↑ Increase in orders in the last quarter

↑ New deals sealed amounting to EUR 130.6 million

↑ 67 active projects



Decline in revenue as a consequence of pandemic



European market

Revenue realized
947.8 MHRK (-22.9%)

Number of newly registered cars
9.9 M (-23.7%)

Expectations 2021 (ACEA)
+10%

Russian market

Revenue realized
270.7 MHRK (-13.3%)

Number of newly registered cars
1.6 M (-9.1%)

Expectations 2021 (AEB AMC)
+2.1%

Response to pandemic

ADP COVID-19 PROTOCOL

Cost rationalization

Revised investments

Grants to preserve jobs

Moratorium on credit obligations

- NFD/EBITDA 2.02
- Cash 62.7 MHRK (31 Dec 2020)
- Unused short-term credit lines
- Government grants to preserve jobs 21.5 MHRK
- Moratorium on credit 73 MHRK



Deals sealed worth EUR 130.6 million

European market • 45.3 M€



Suzuki
24.0 M€



PSA Group
15.9 M€



FCA Group
4.0 M€

Other customers
1.4 M€

Russian market • 85.3 M€



Renault-Nissan-Avtovaz Alliance
83.9 M€

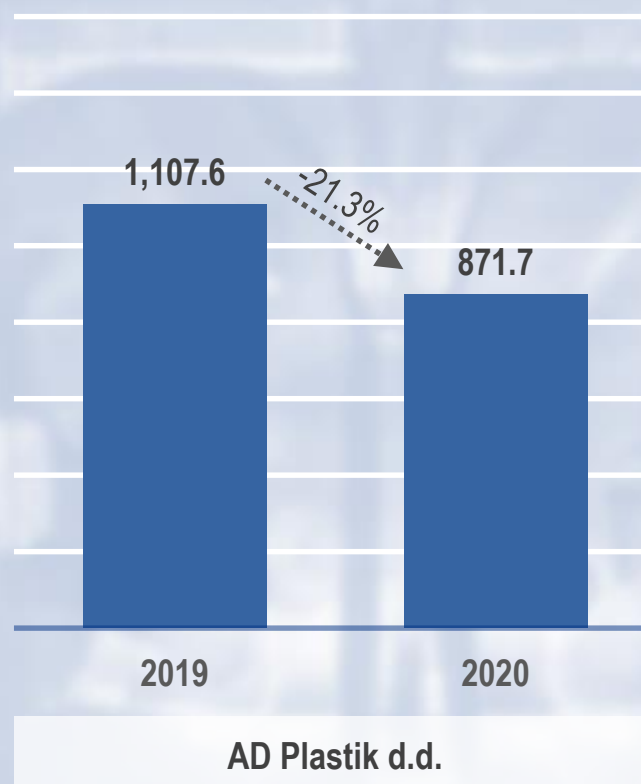
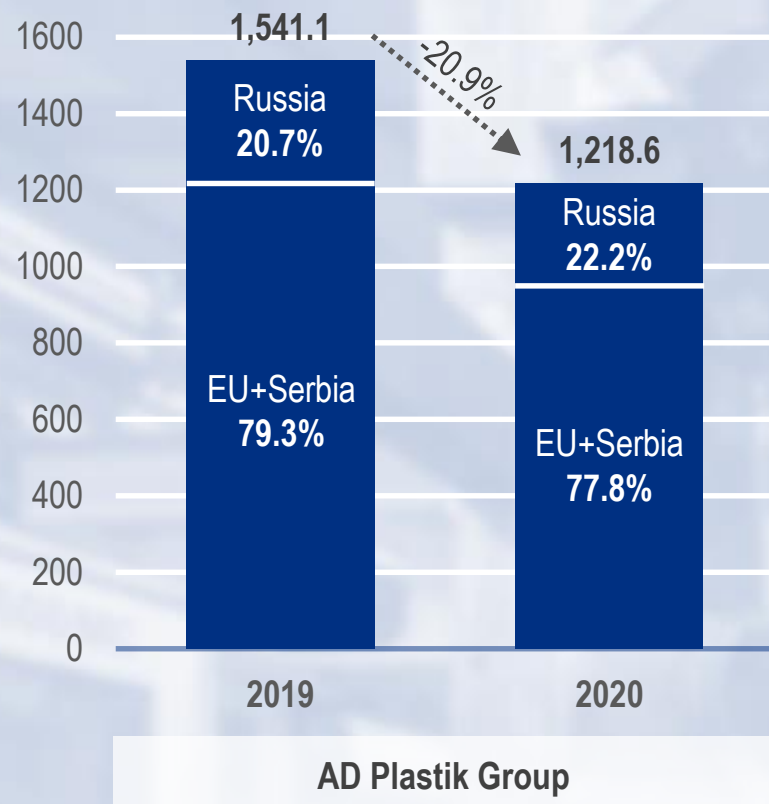
Other customers
1.4 M€

Deals sealed 2017 - 2020



638 M€

Operating revenue (MHRK)

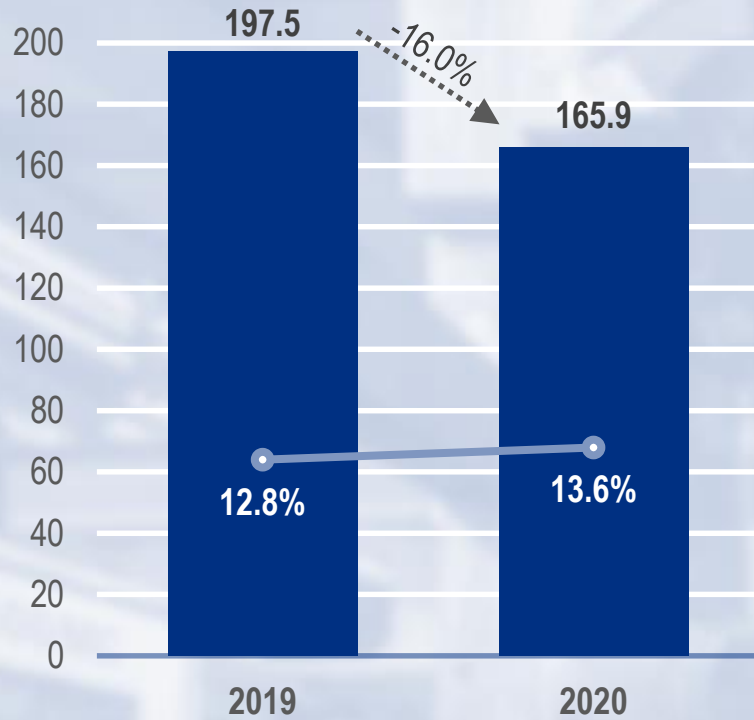


Effect on revenue

- Pandemic
- New projects

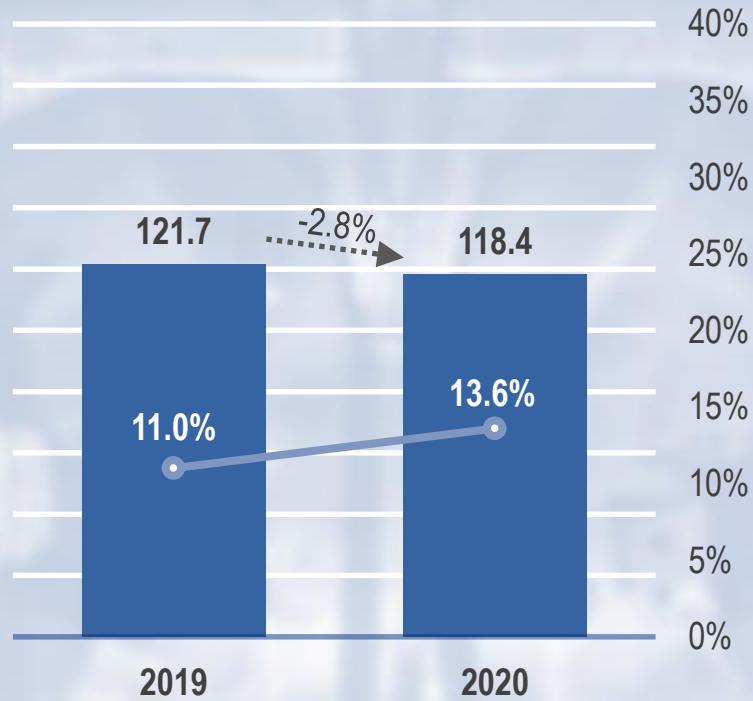


EBITDA (MHRK)



AD Plastik Group

■ EBITDA ● EBITDA margin



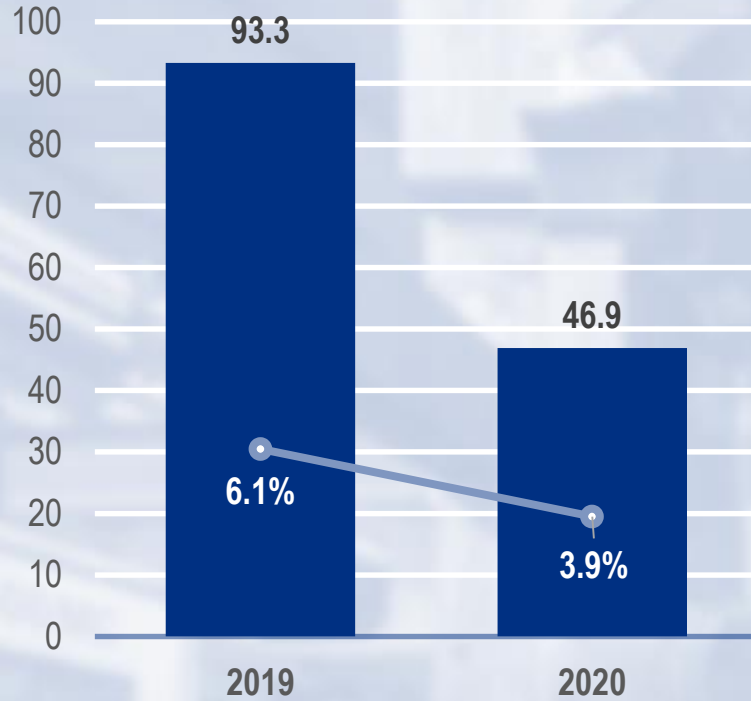
AD Plastik d.d.

Effect on EBITDA

- Pandemic
- Sales of non-operating fixed assets
- Measures to preserve jobs
- Profitability of new projects

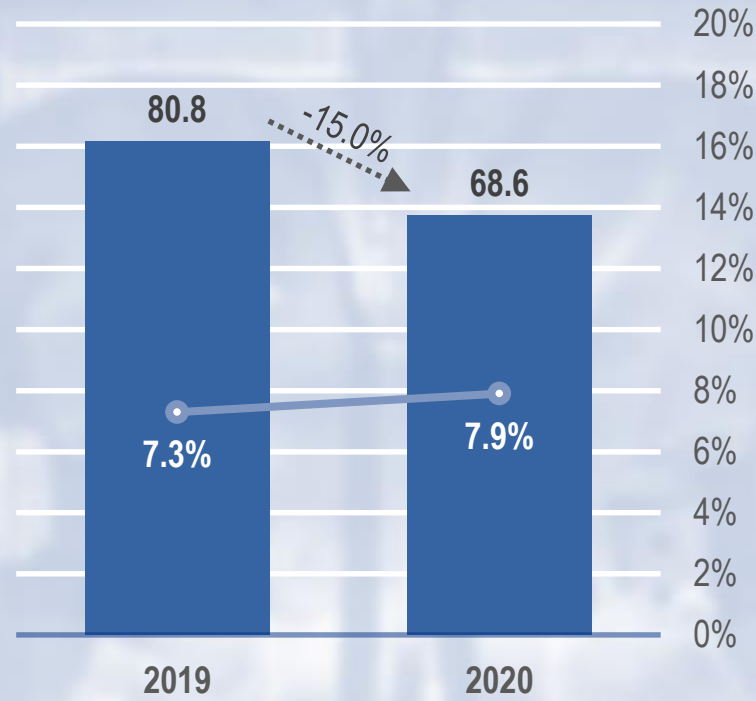


Net profit (MHRK)



AD Plastik Group

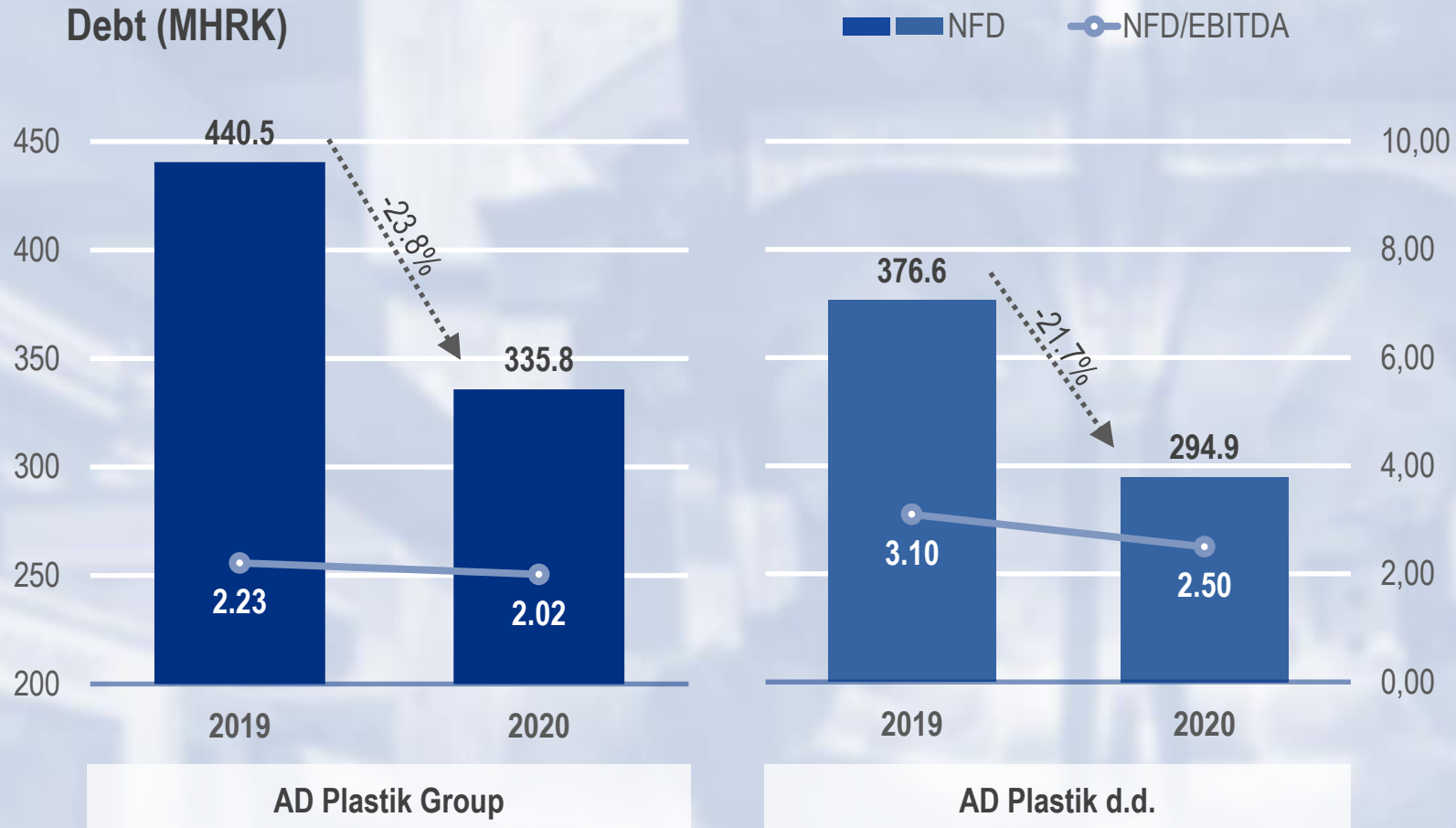
■ Net profit ● Net profit margin



AD Plastik d.d.

Effect on net profit

- Decreased EBITDA
- Negative exchange rate differences
- Decreased profit of EAPS



Effect on debt

- Sales of non-operating fixed assets
- Collection of part of tools
- Investments reduction
- Dividend payment from EAPS



Investments

2019

162

MHRK

2020

67

MHRK

- Investment Plan revised
- Investments deferred

Capacity utilization

- EU+Serbia 70%
- Russia 75%



Financial results 2020 - affiliated company EAPS (JV)



REVENUE **541.9 MHRK (-32.5%)**



EBITDA **69.8 MHRK (-42.6%)**



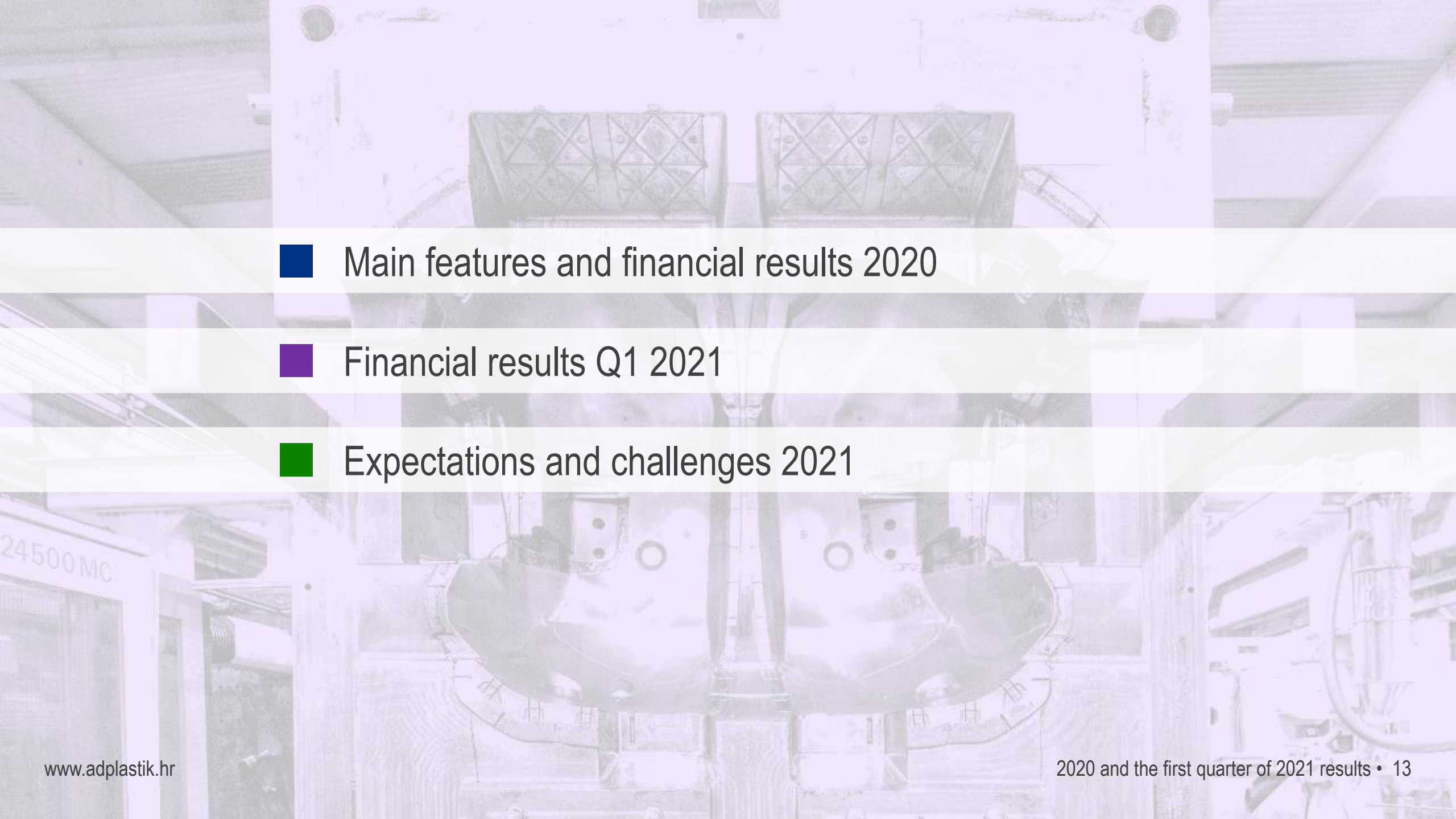
EBITDA margin **12.9%**



NET PROFIT **40.0 MHRK (-50.9%)**

- Impact of pandemic
- One hundred percent profit paid out in 2019
- No financial debt
- Capex 17.7 MHRK
- Cash on account 88.6 MHRK



The background of the slide is a faded, light-colored image of industrial machinery, likely a large injection molding machine. It features two large, dark, diamond-shaped components in the center, possibly mold halves, and various pipes and structural elements. The overall tone is light and professional.

■ Main features and financial results 2020

■ Financial results Q1 2021

■ Expectations and challenges 2021

Main features Q1 2021

↓ Impact of pandemic

↓ Shortage of semiconductors in the market

→ Stable financial position preserved

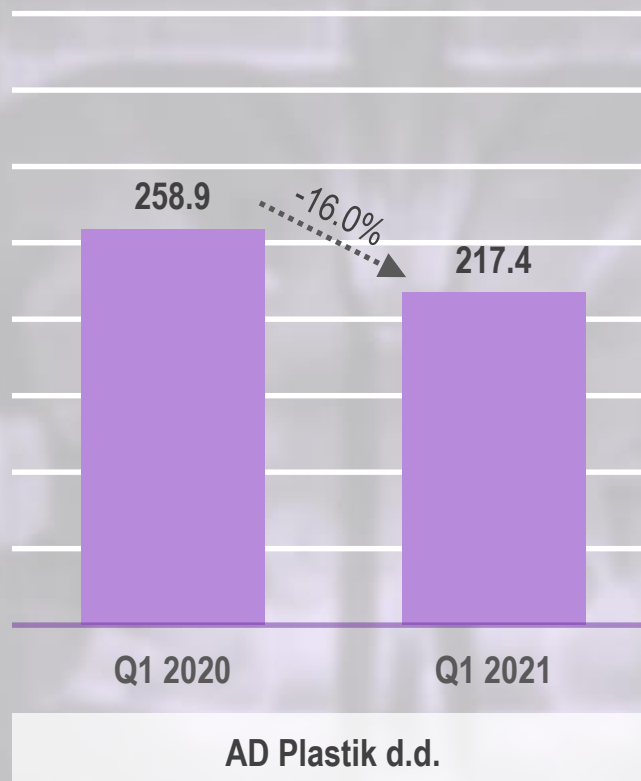
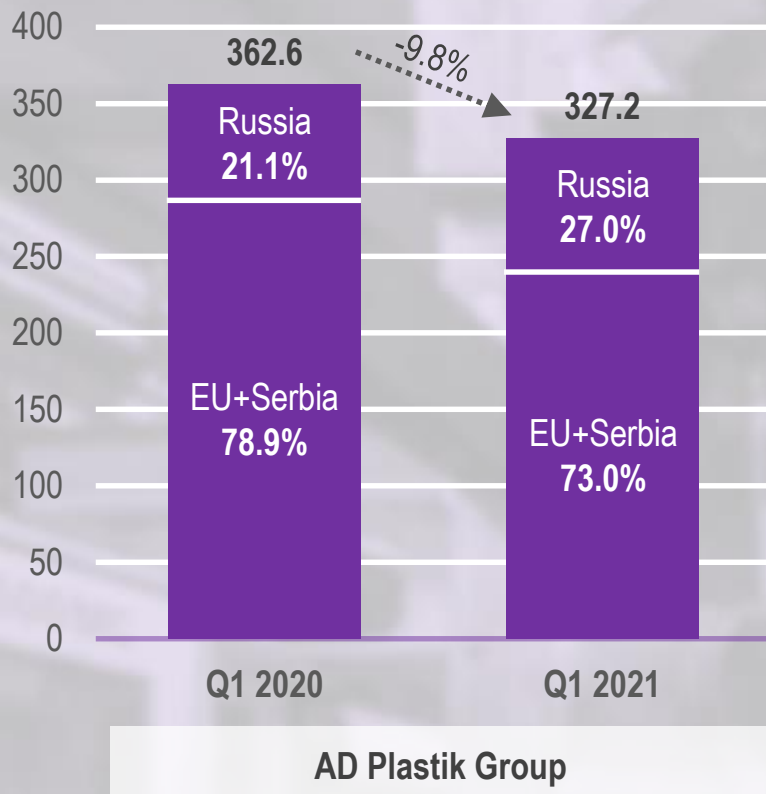
↑ Dividend from retained earnings paid out

↑ 43 active projects



Main features Q1 2021

Operating revenue (MHRK)



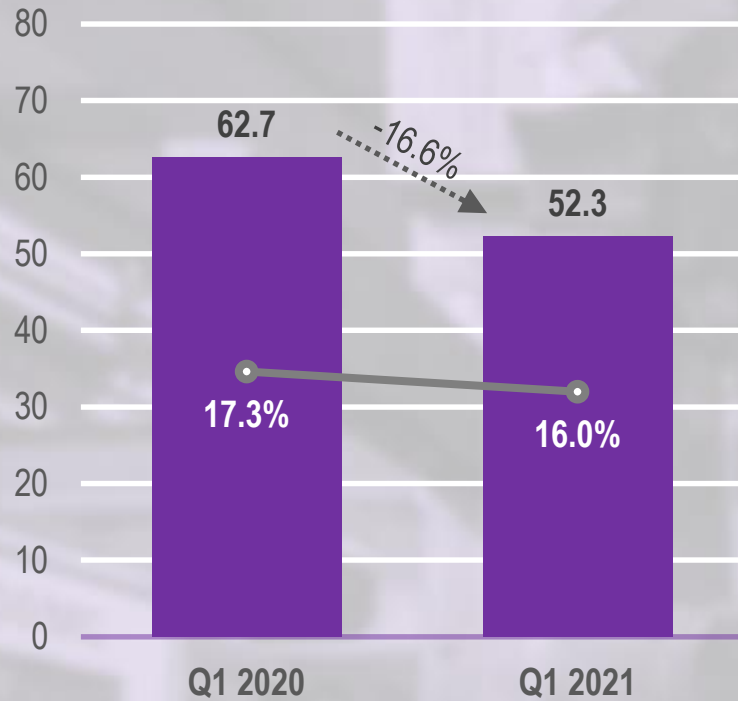
Effect on revenue

- Pandemic
- Shortage of semiconductors



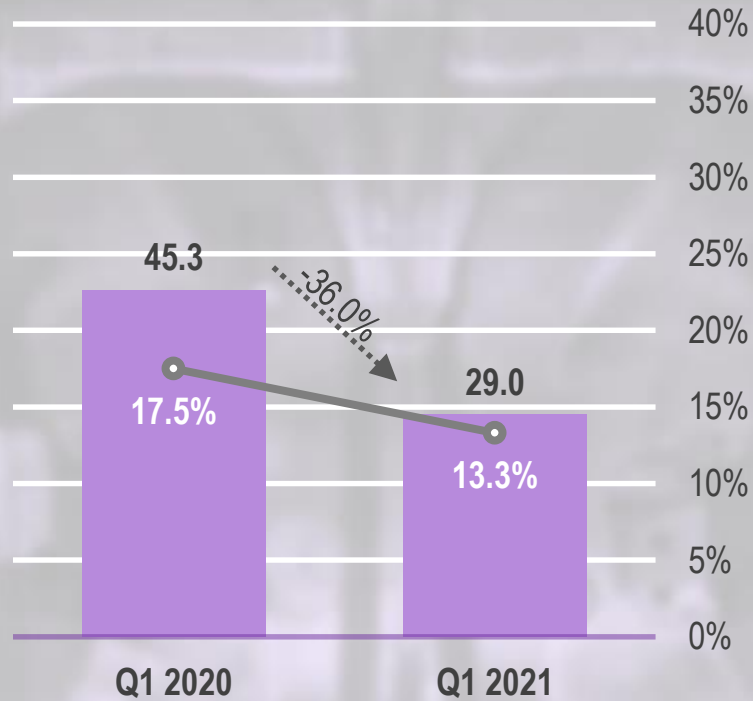
Main features Q1 2021

EBITDA (MHRK)



AD Plastik Group

■ EBITDA ● EBITDA margin



AD Plastik d.d.

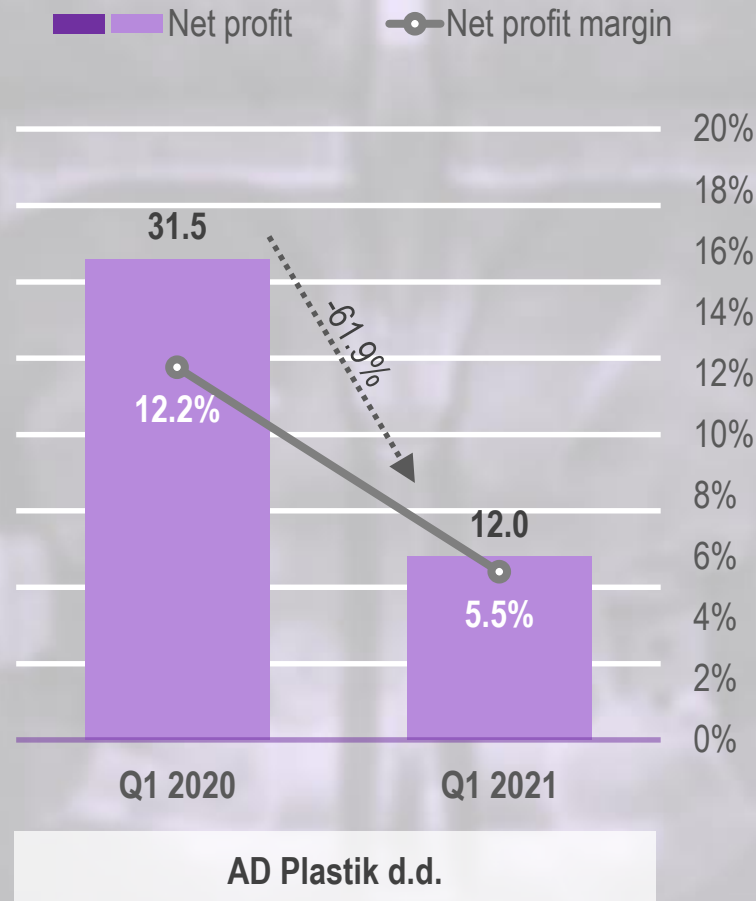
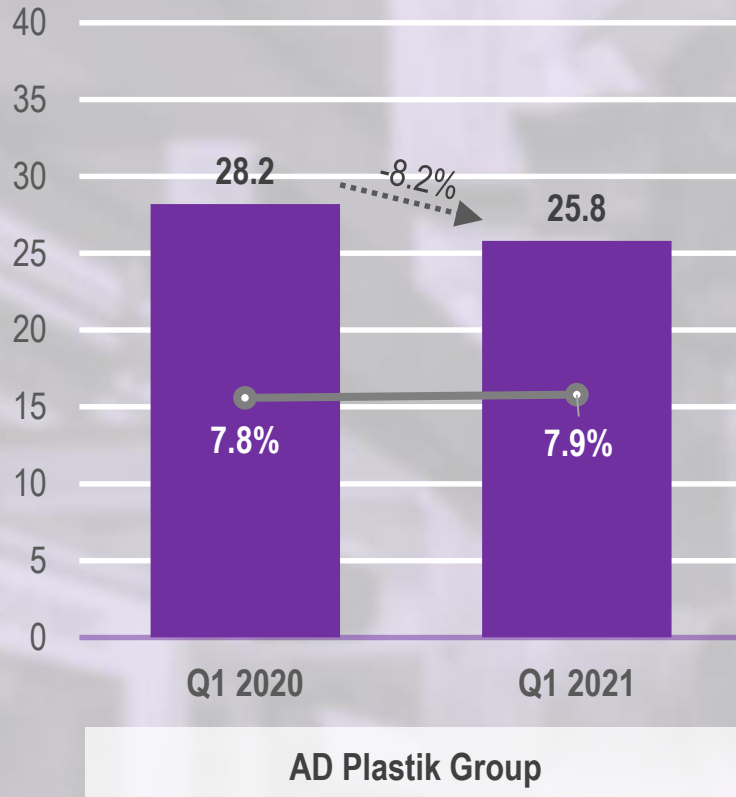
Effect on EBITDA

- Pandemic
- One-time effects 2020



Main features Q1 2021

Net profit (MHRK)



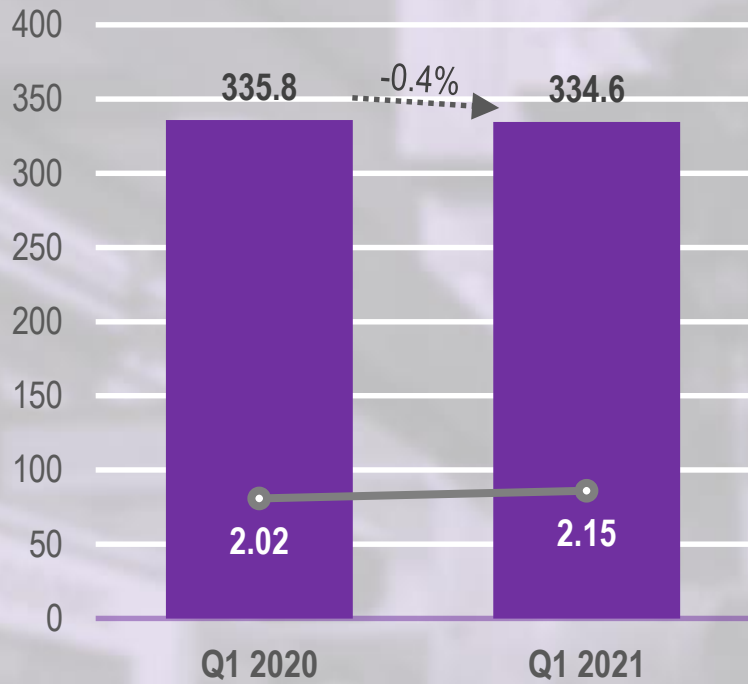
Effect on net profit

- Decreased EBITDA
- Positive exchange rate differences
- Decreased profit of EAPS
- Decreased dividend income

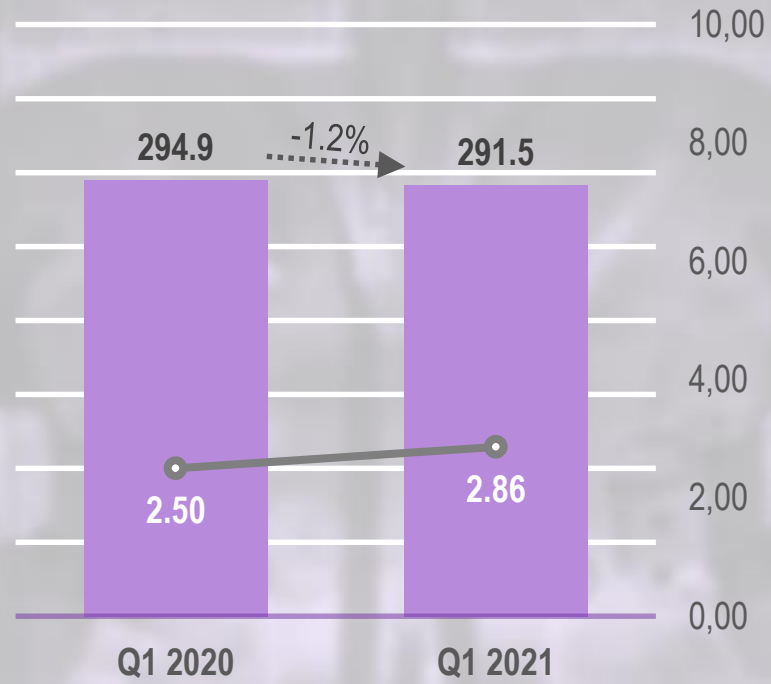
Main features Q1 2021

Debt (MHRK)

■ NFD ● NFD/EBITDA



AD Plastik Group



AD Plastik d.d.

Effect on debt

- Regular loan repayment
- Realization of HBOR credit



Financial results Q1 2021 - affiliated company EAPS (JV)



REVENUE **127.3 MHRK (-20.8%)**



EBITDA **10.0 MHRK (-48.1%)**



EBITDA margin **7.9%**



PROFIT **4.5 MHRK (-58.4%)**

- Impact of pandemic (shortage of semiconductors)
- No financial debt
- Capex 2.6 MHRK
- Cash on account 75.2 MHRK



The background of the slide is a light green-tinted photograph of industrial machinery, likely a mold or injection molding machine. It shows various mechanical components, pipes, and structural frames. The text is overlaid on a white horizontal band.

■ Main features and financial results 2020

■ Financial results Q1 2021

■ Expectations and challenges 2021

Expectations and challenges in 2021



REVENUE GROWTH

3 percent



EBITDA margin

> 12.5 percent



Net profit margin

> 4.5 percent

- Pandemic
- Shortage of semiconductors
- Material price increase





Questions and answers

Your needs. Our drive.

www.adplastik.hr