

24500 MC



PRIMEPlus Investment Webcast ZSE, September 2021

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■ Business

■ Main features and financial results H1 2021

■ Outlook 2021

Leading Croatian automotive supplier

Car components development and manufacturing



>35 years of experience

>2800 employees

8 production sites in **5** countries

Headquarters: **Solin, Croatia**

2020 FIGURES

Revenue HRK **1,219** million

EBITDA HRK **166** million

Net profit HRK **47** million

Total assets HRK **1,541** million



SHARE LISTING

Zagreb Stock Exchange Prime market

Ordinary shares **4,199,584**

Mcap (as of 30 Jun 2021) HRK **815** million



Five subsidiaries in 100 pct ownership plus Romanian JV

AD Plastik d.d.

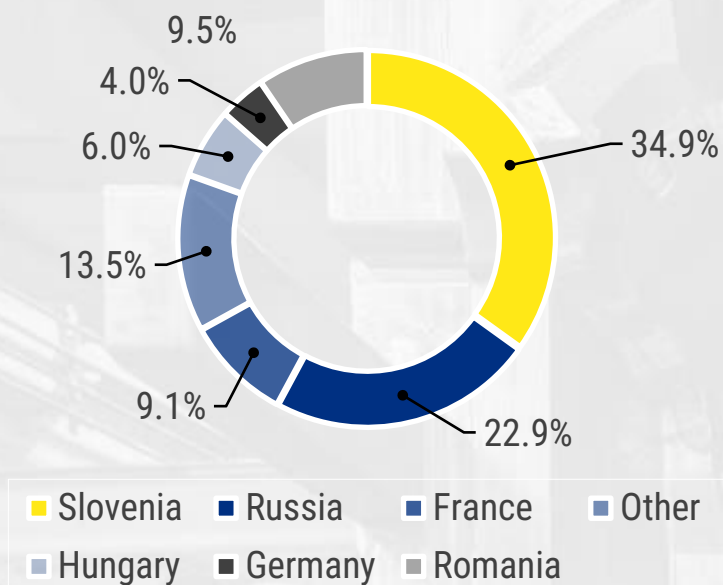
Solin, Croatia

	AD Plastik, Solin, Croatia
	AD Plastik, Zagreb I, Croatia
	AD Plastik, Zagreb II, Croatia
100%	AO AD Plastik Togliatti Vintai, Samara, Russia
100%	ZAO AD Plastik Kaluga Kaluga, Russia
100%	ADP d.o.o. Mladenovac, Serbia
100%	AD Plastik Tisza Ltd. Tiszaújváros, Hungary
100%	AD Plastik d.o.o. Novo Mesto, Slovenia
50%	Euro Auto Plastic Systems S.R.L. Mioveni, Romania



Key markets: EU and Russia

Sales per markets in 2020



Turnover 2020:

- EU plus Serbia 78%
- Russia 22%

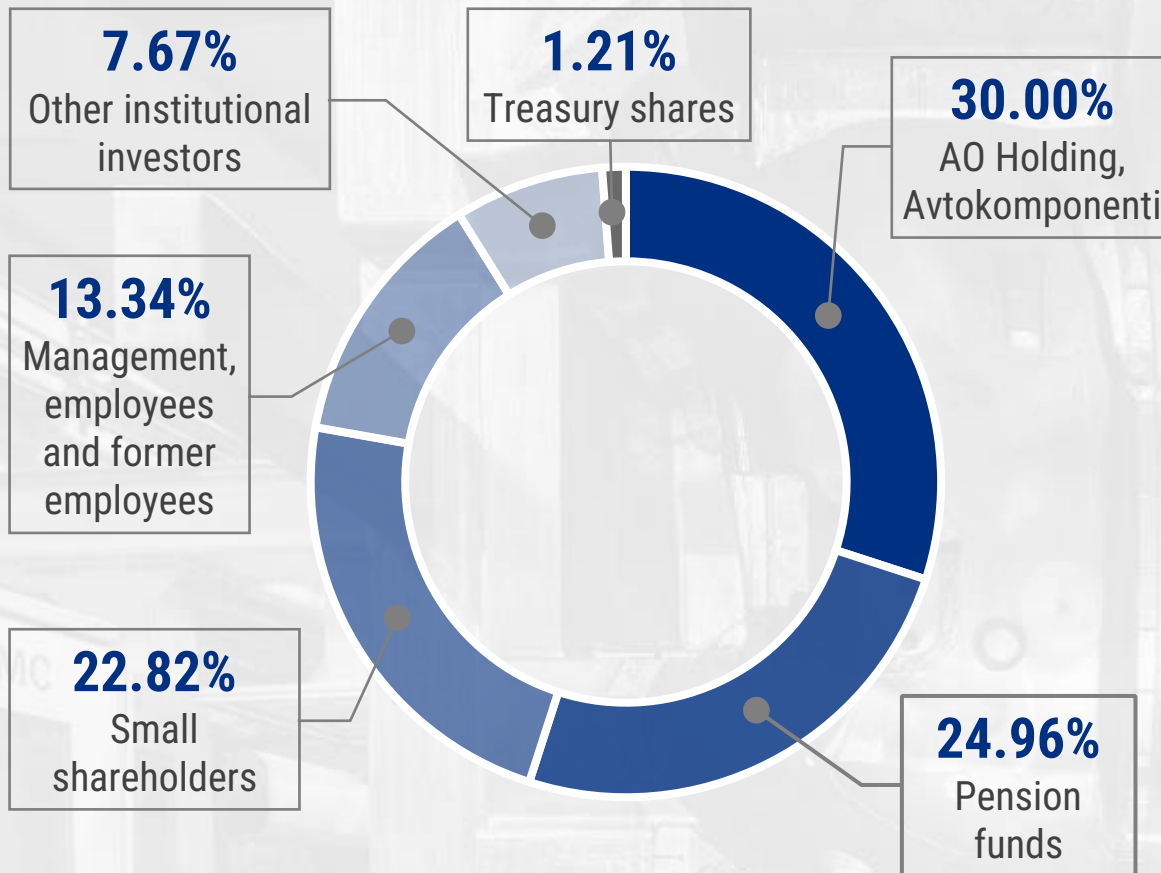
- | | | | | | | |
|-----------|------------|--------|---------|----------|----------|------------|
| Argentina | Czech Rep. | India | Germany | Russia | Slovenia | UK |
| Brazil | France | Italy | Poland | Serbia | Spain | USA |
| Croatia | Hungary | Mexico | Romania | Slovakia | Turkey | Uzbekistan |

> 80 car models

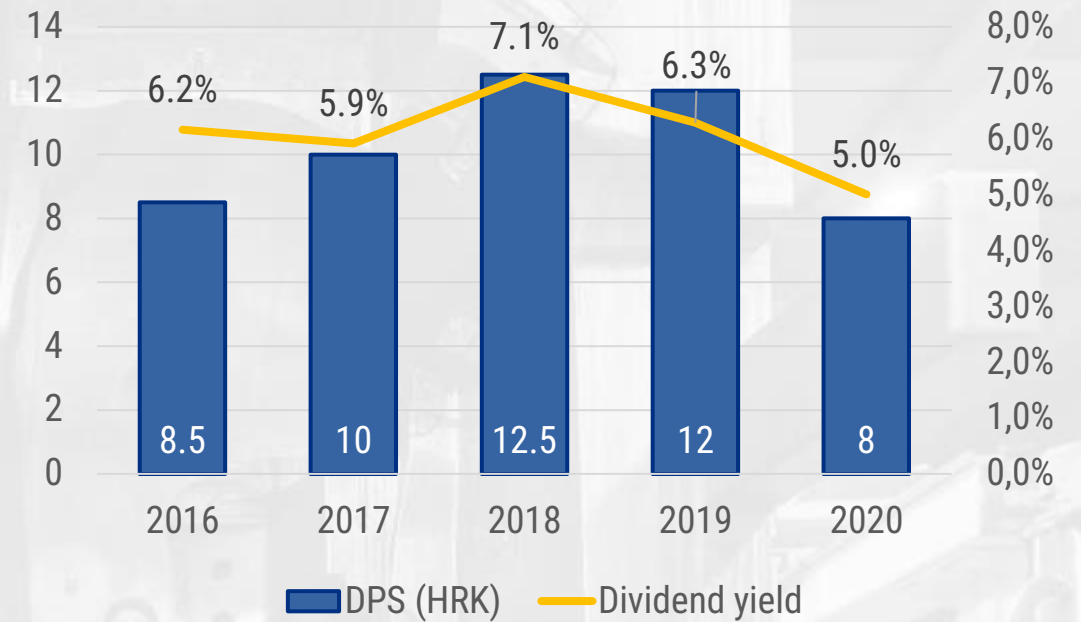
> 20 delivery countries

Stable ownership structure

Ownership structure as of June 30, 2021



Dividend movements



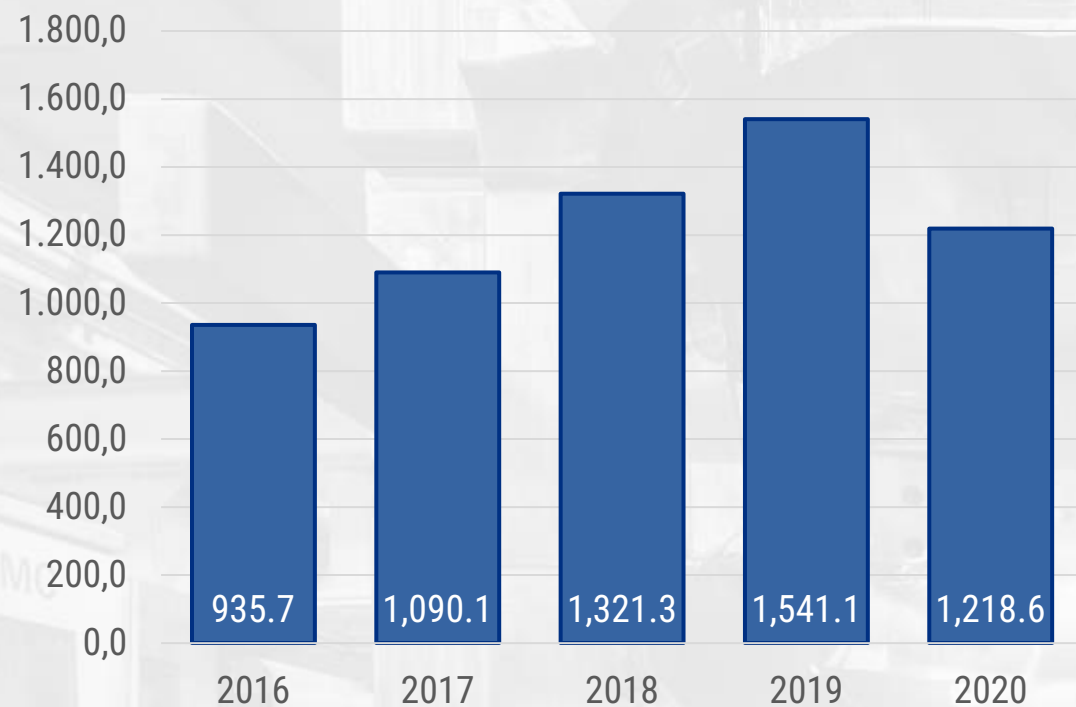
**DIVIDEND POLICY
> 50% PAYOUT**

Financial performance



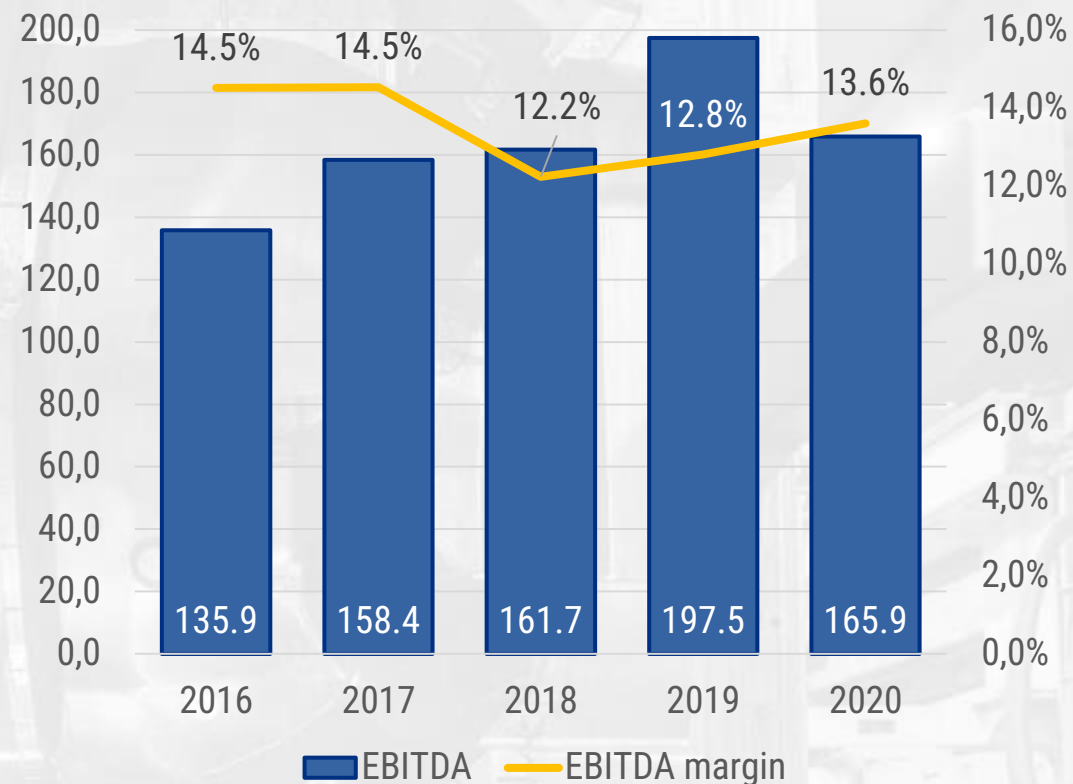
Revenue, HRK Million

Average annual growth 8.4%



EBITDA, HRK Million

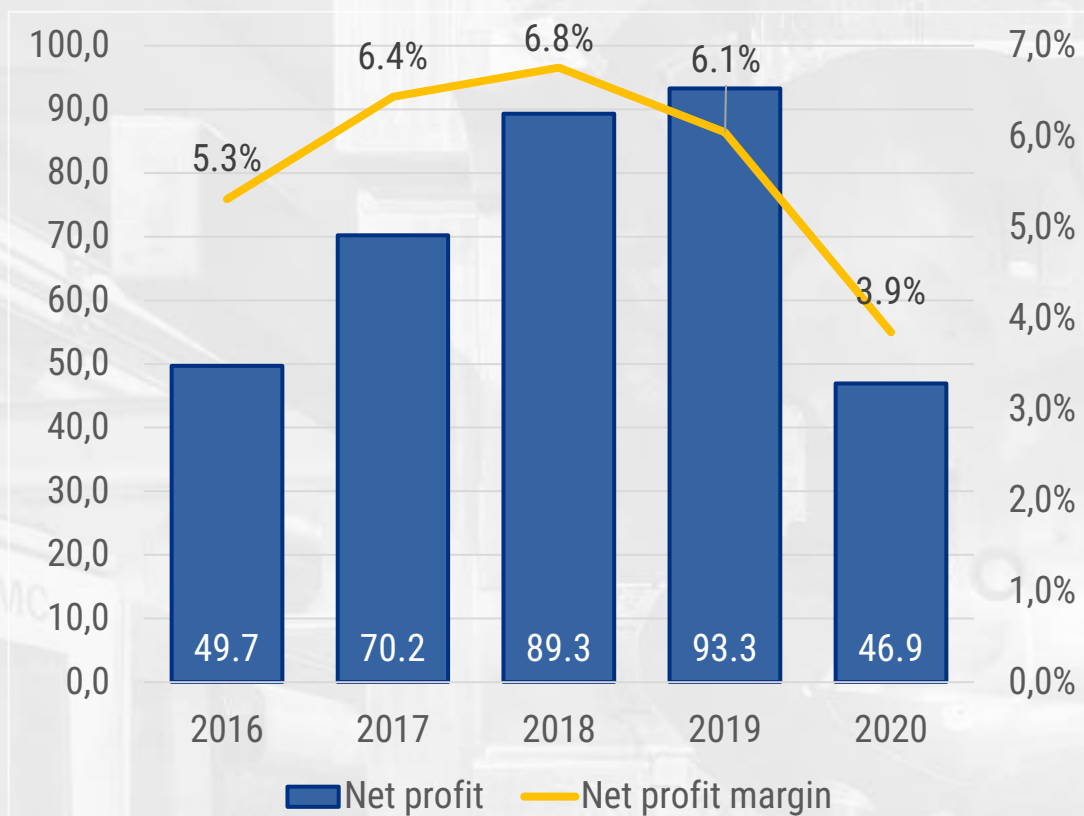
High level of profitability



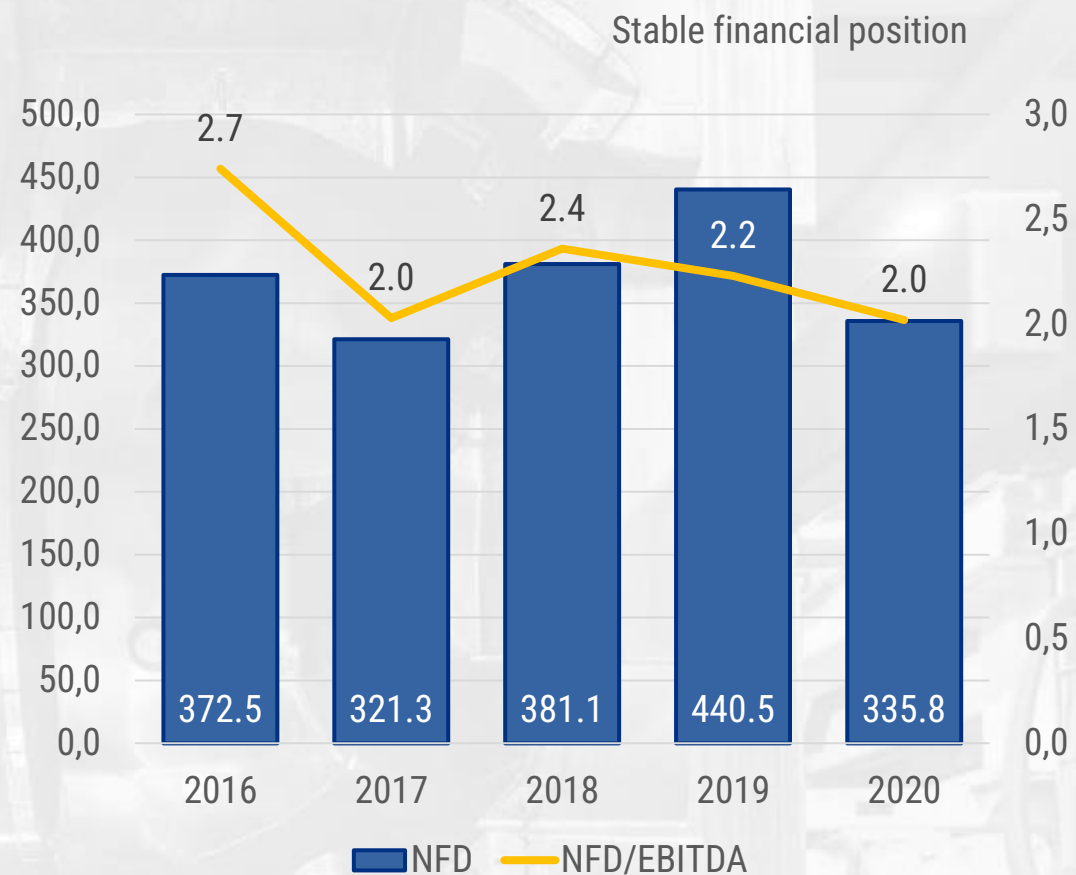
Financial performance



Net profit, HRK Million



Net financial debt, HRK Million



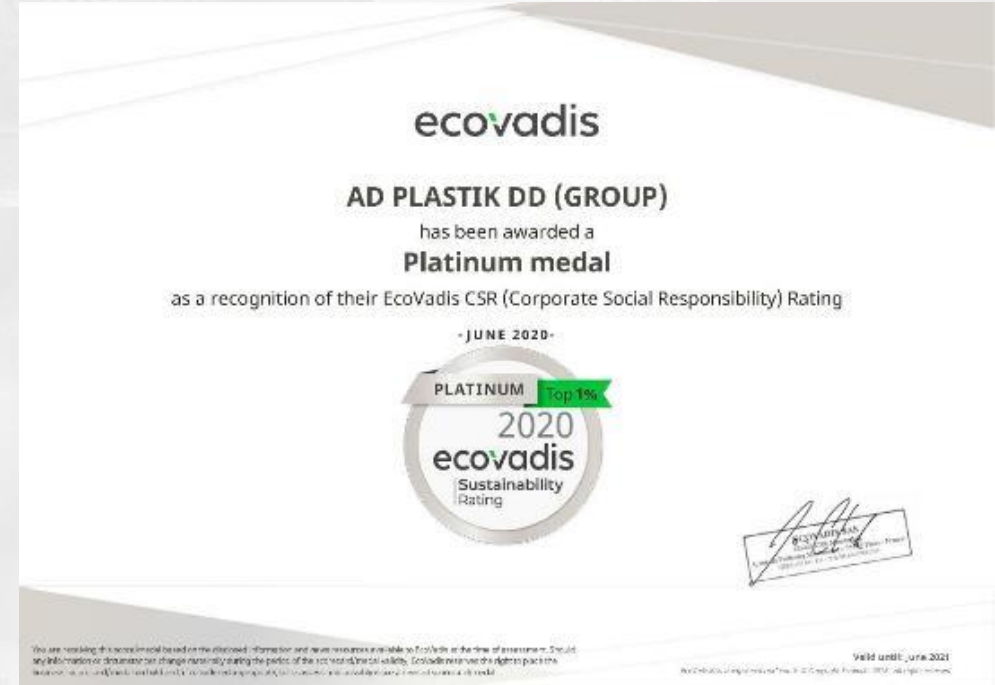
Corporate social responsibility is our choice



- 4th Integrated Annual Report (GRI Standards)
- 8th Sustainability Report

2020 AWARDS

- CSR Index for Social Responsibility Policies of Diversity and Human Rights Protection
- Golden Key - The best large exporter in 2019
- Green Frog Award 2019 for the best Sustainability Report



2020 Ecovadis Evaluation result

79

2020 Bloomberg ESG disclosure score 66.18

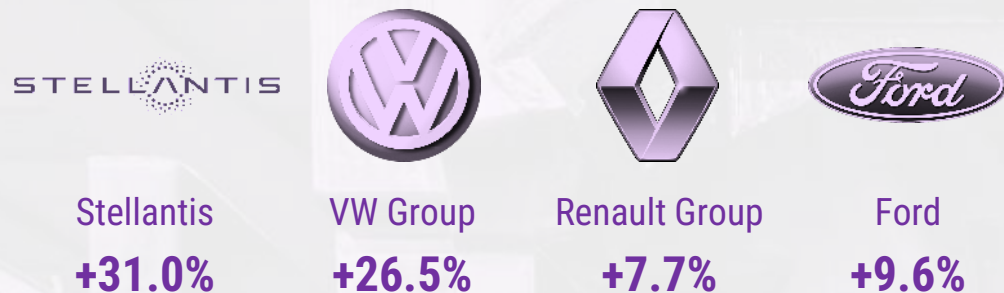
Main features H1 2021

- ↑ Revenue growth
- ↓ Shortage of semiconductors in the market
- Stable financial position preserved
- ↑ New deals sealed
- ↑ Dividend paid out of retained earnings
- ↑ 41 active projects



Automotive market growth

European market



Russian market



European market

Number of newly registered cars
5.4 M (+25.2%)

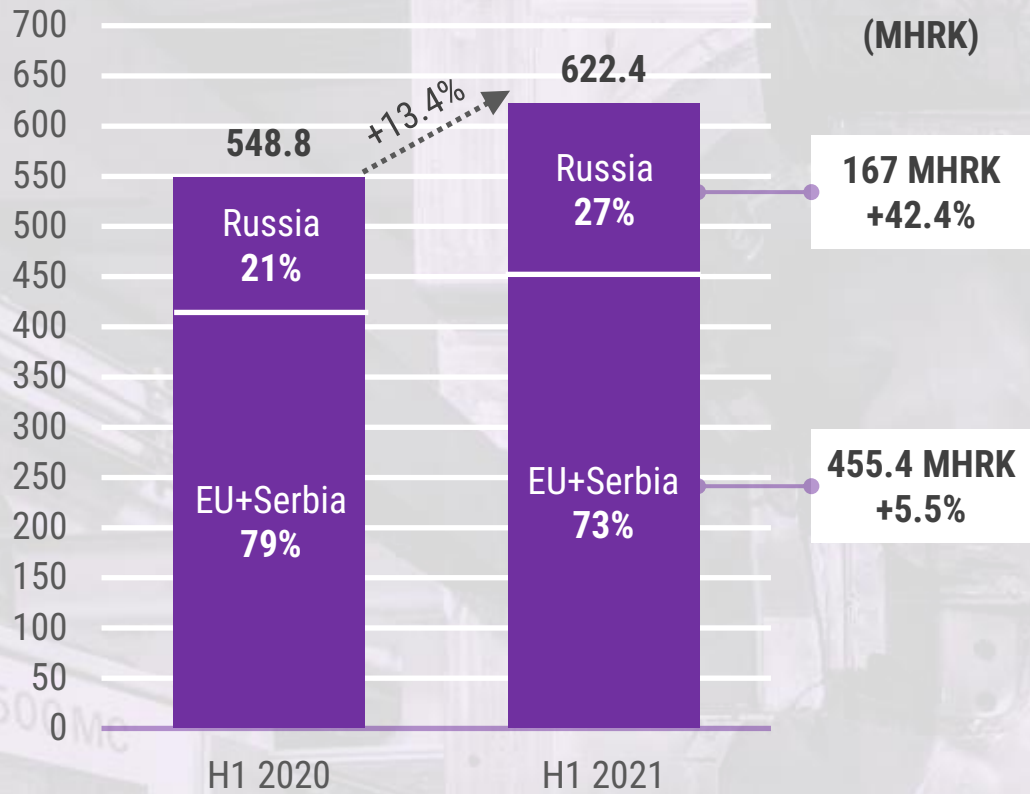
Expectations 2021
(ACEA)
+10%

Russian market

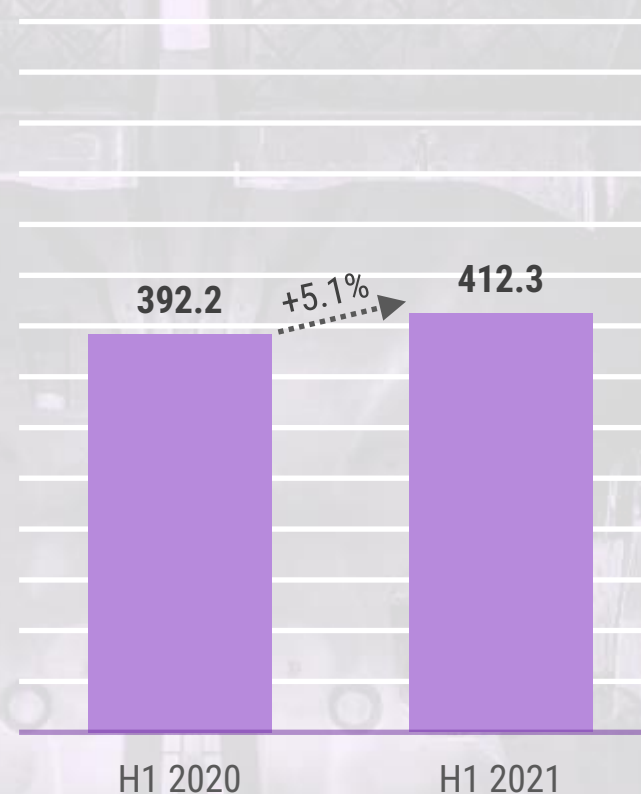
Number of newly registered cars
0.9 M (+36.9%)

Expectations 2021
(AEB AMC)
+9.8%

Operating revenue growth



AD Plastik Group



AD Plastik d.d.

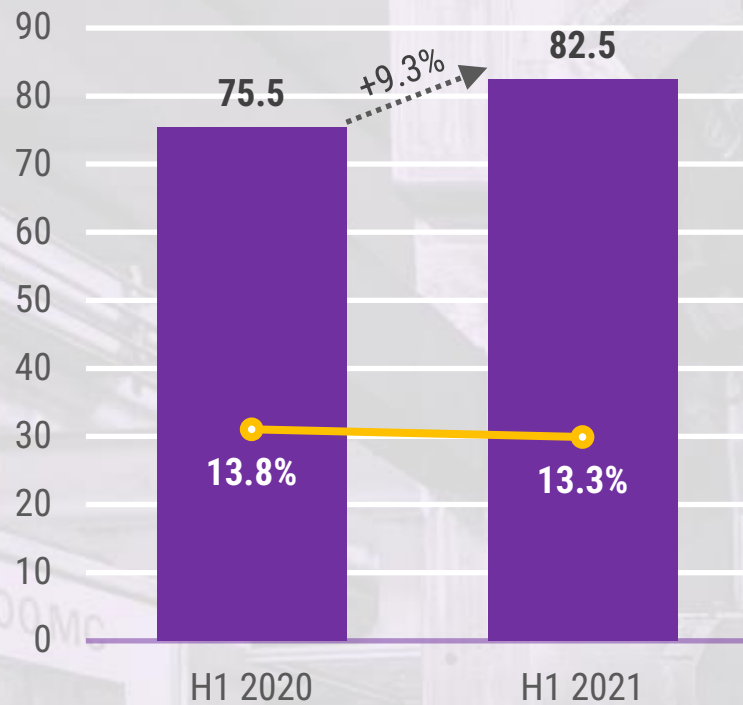
Impact on revenue

- Russian market
- Shortage of semiconductors



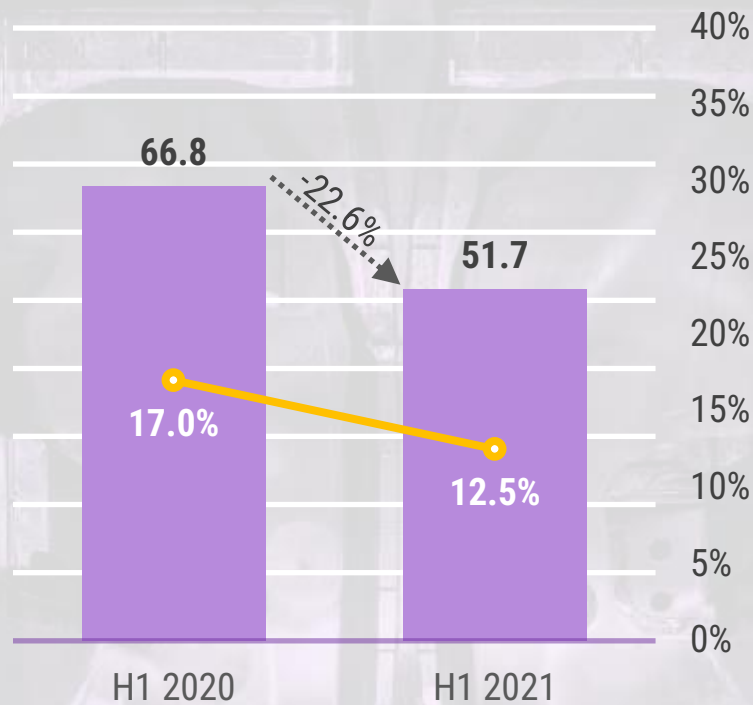
Preserved profitability

EBITDA (MHRK)



AD Plastik Group

EBITDA EBITDA margin



AD Plastik d.d.

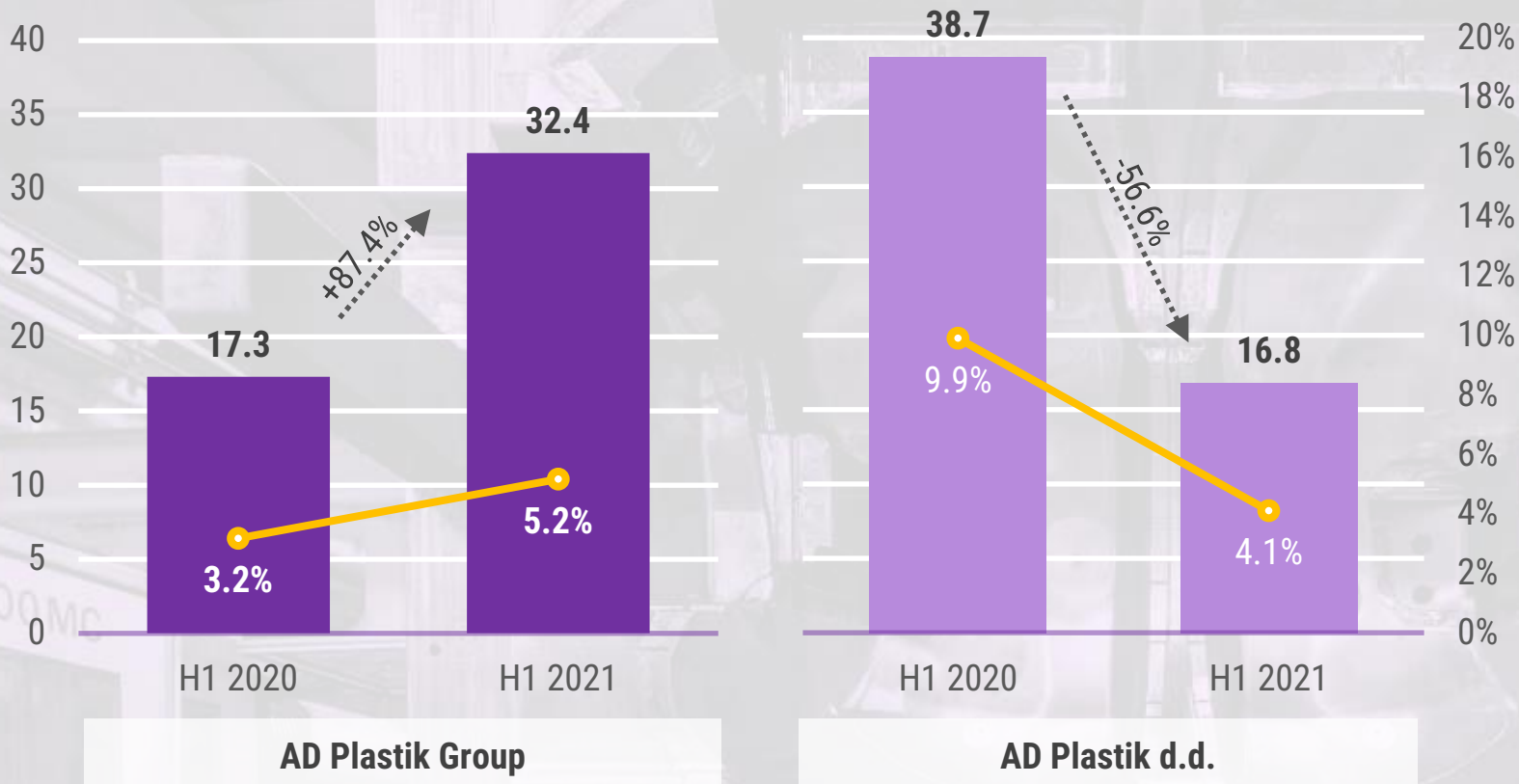
Impact on EBITDA

- Pandemic
- One-time effects 2020



Different movement of net profit

Net profit (MHRK)



Impact on net profit

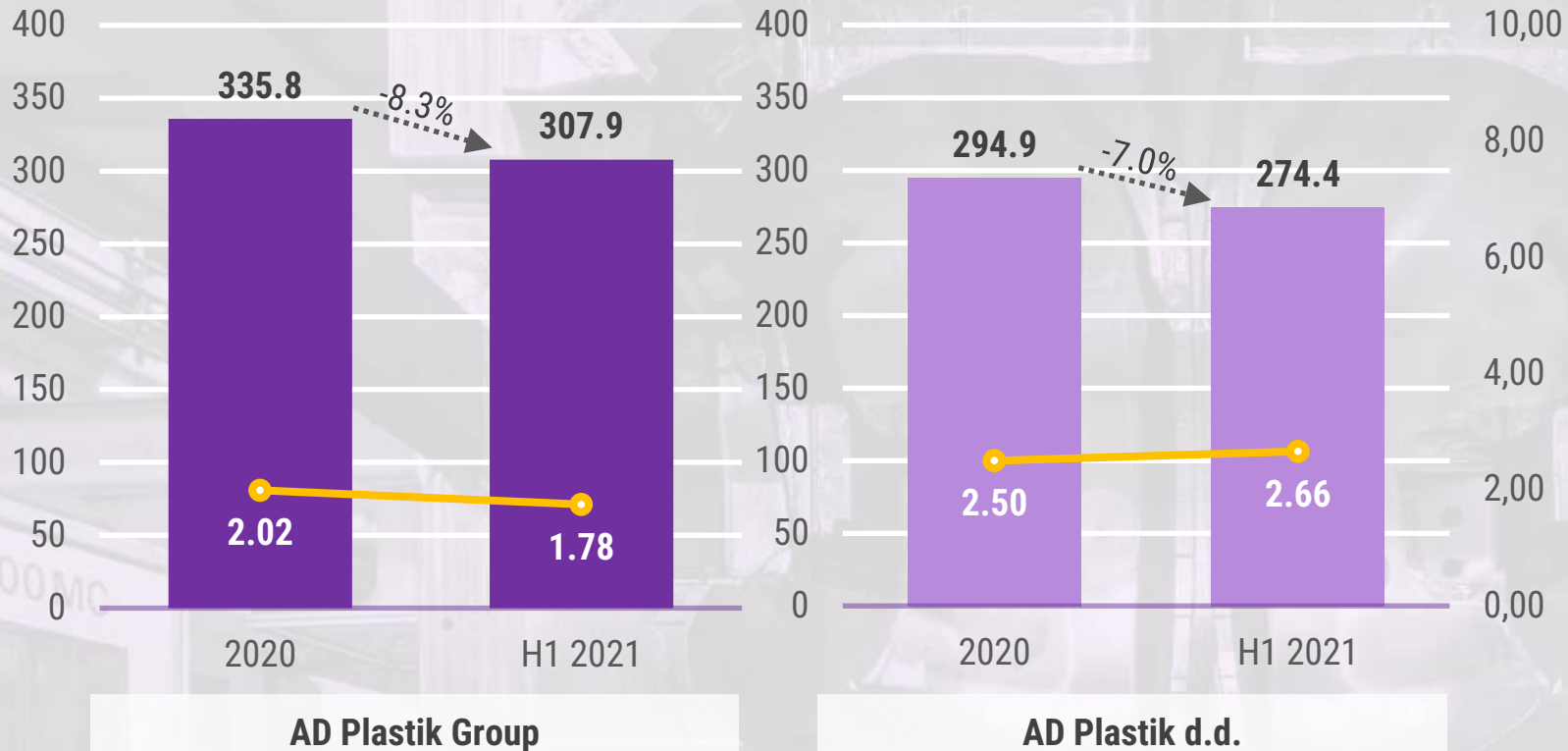
- EBITDA impact
- Positive net financial result
- Decreased dividend income



Continuation of deleveraging

Debt (MHRK)

■ NFD ● NFD/EBITDA



Impact on debt

- Regular loan repayment



Investments at similar levels

H1 2020

24

MHRK

H1 2021

21

MHRK

Capacity utilization

- EU+Serbia 70%
- Russia 80%



Growth of indicators of EAPS (JV)



REVENUE 274.5 MHRK (+12.1%)



EBITDA 25.4 MHRK (+19%)



EBITDA margin 9.3%



PROFIT 12.9 MHRK (+70.7%)

- Increase in sales of Dacia models
- No financial debt
- Capex 6.8 MHRK
- Cash on account 76.3 MHRK



Sealed deals worth EUR 104 million

European market • 79.9 M€



Stellantis Group

Russian market • 24.1 M€

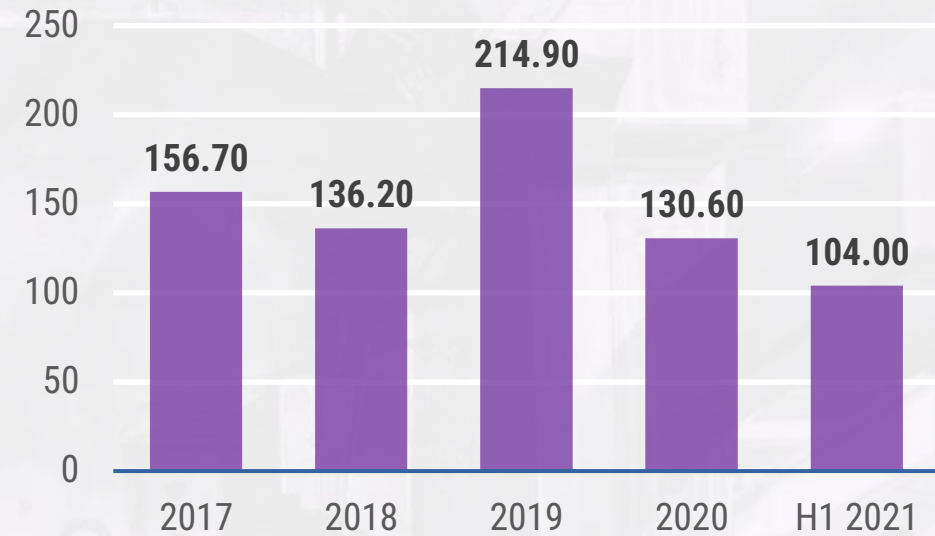


Renault-Nissan-Avtovaz Alliance



VW Group

Sealed deals 2017 – 2021 (M€)



> 740 M€



REVENUE growth

3%



EBITDA margin

> 12.5%



NET PROFIT margin

> 4.5%

Risks

- Semiconductors crisis
- Pandemic
- Materials price increase

