



24500 MC



Investor Days of the LJSE and ZSE - CEE Investment Opportunities, December 2021

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AD Plastik Group at a glance



Leading Croatian automotive supplier

Car components development and production



- > 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 Sep 2021) HRK 737 million	



Corporate matrix

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



Development and technologies

Research and development...

Headquarters in Solin, Croatia

More than 100 engineers employed

- concept, product and process development
- project management
- modern tools and technologies



...use of different technologies...

Injection moulding



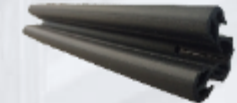
Painting



Thermoforming, non-woven textile



Extrusion



Blow moulding



...to the final product

Examples of exterior components

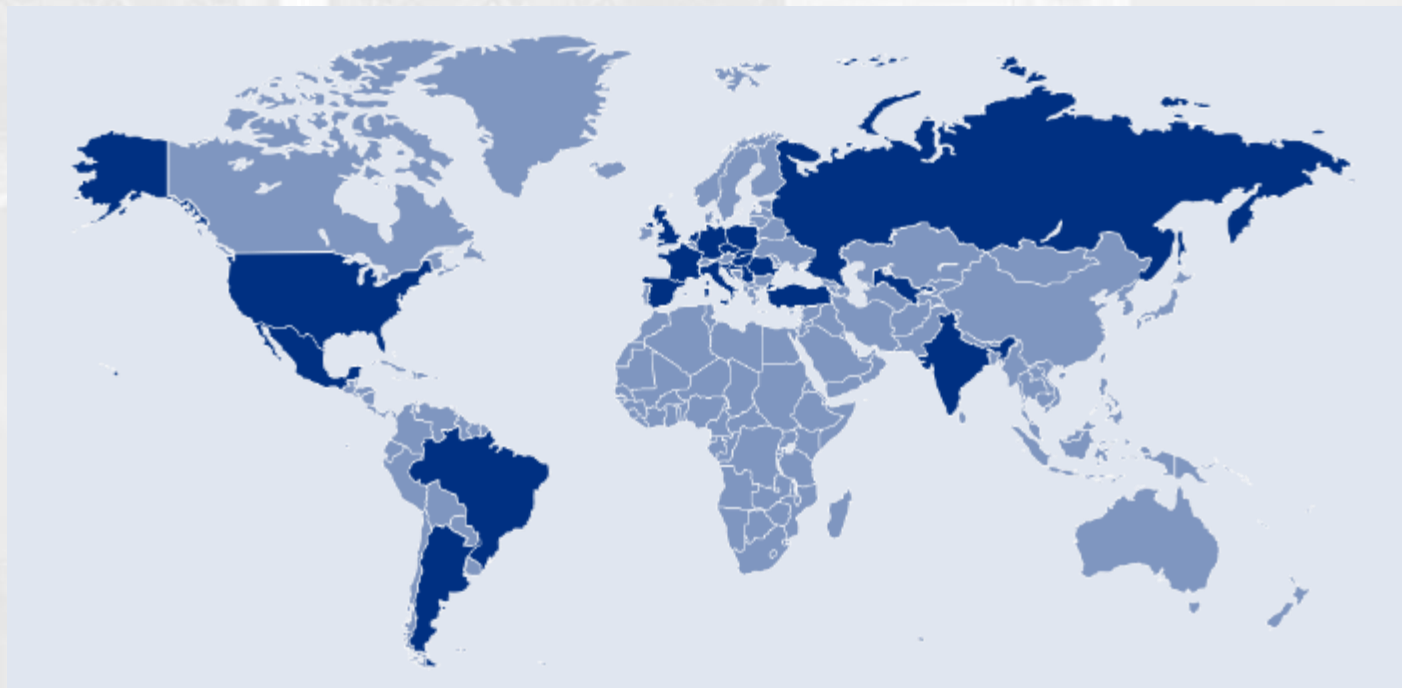
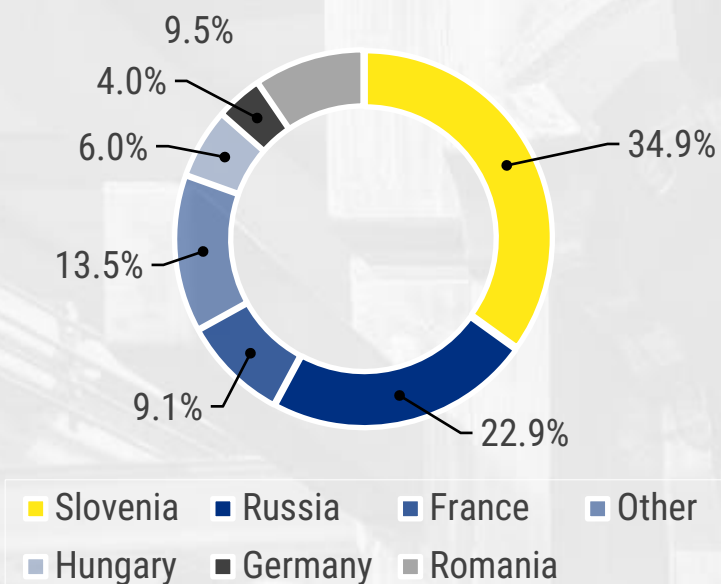


Examples of interior components



Key markets: EU and Russia

Sales per markets in 2020



Turnover 2020:

- EU plus Serbia 78%
- Russia 22%

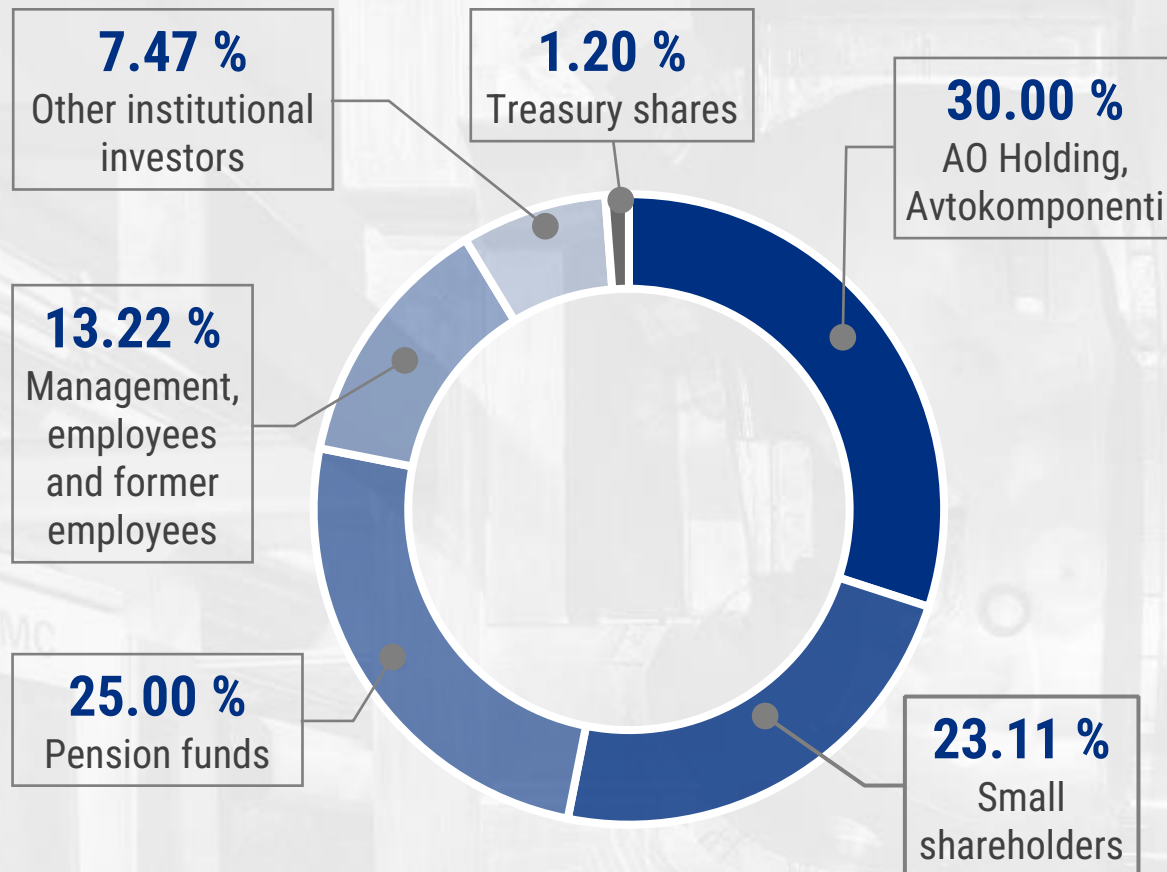
- | | | | | | | |
|-----------|------------|--------|---------|----------|----------|------------|
| Argentina | Czech Rep. | India | Germany | Russia | Slovenia | UK |
| Brazil | France | Italy | Poland | Serbia | Spain | USA |
| Croatia | Hungary | Mexico | Romania | Slovakia | Turkey | Uzbekistan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

> 80 car models

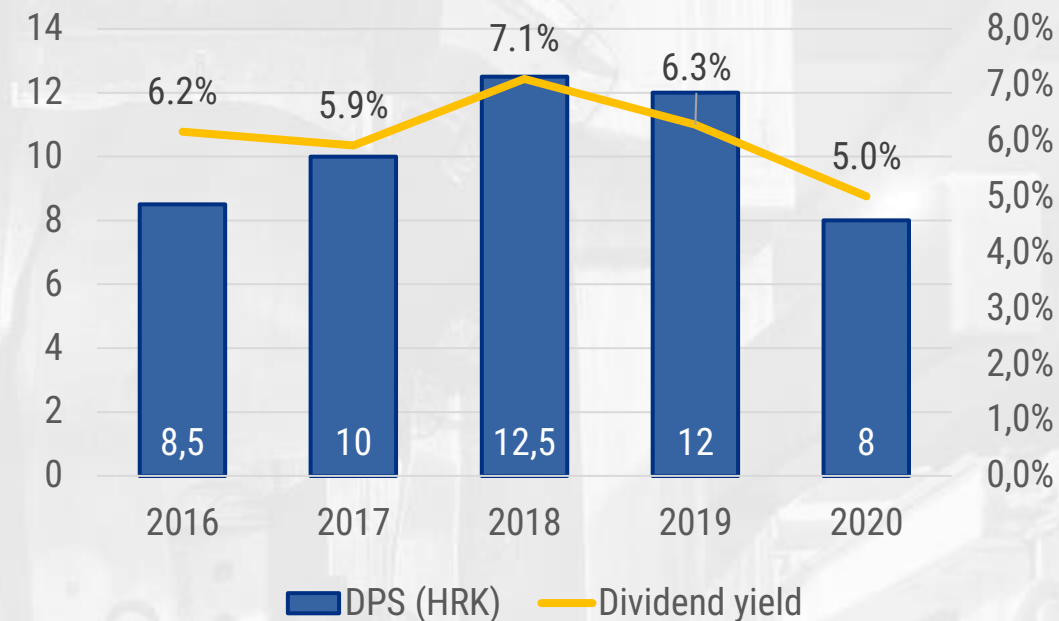
> 20 delivery countries

Stable ownership structure

Ownership structure as of September 30, 2021



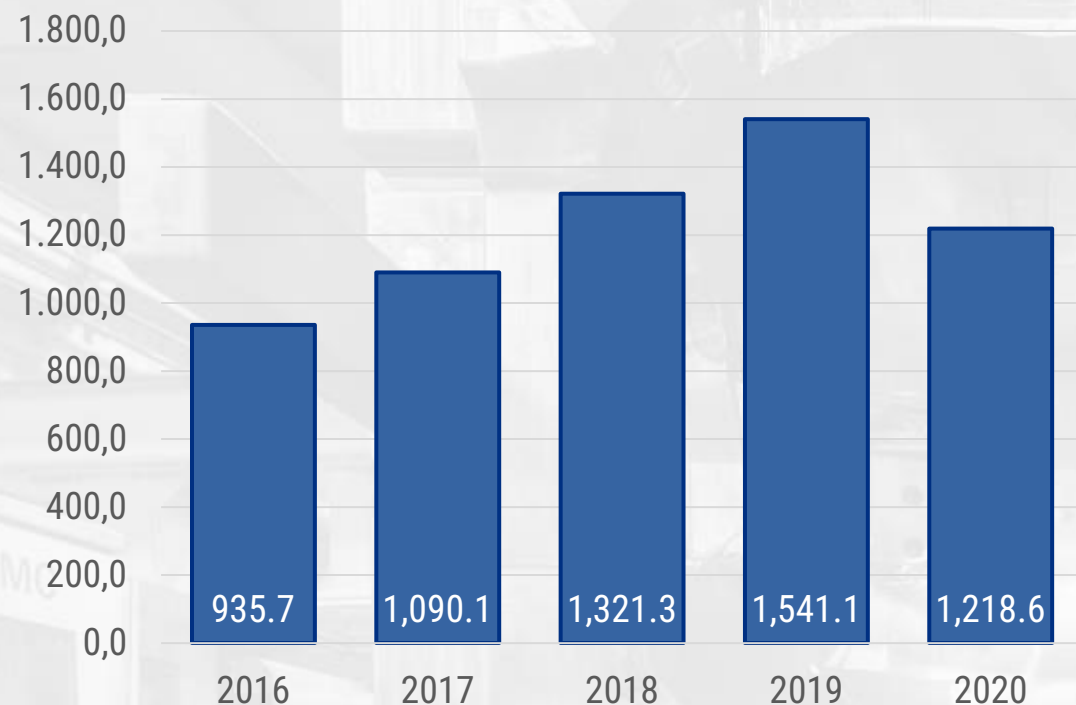
Dividend movements



**DIVIDEND POLICY
PAYOUT > 50 %**

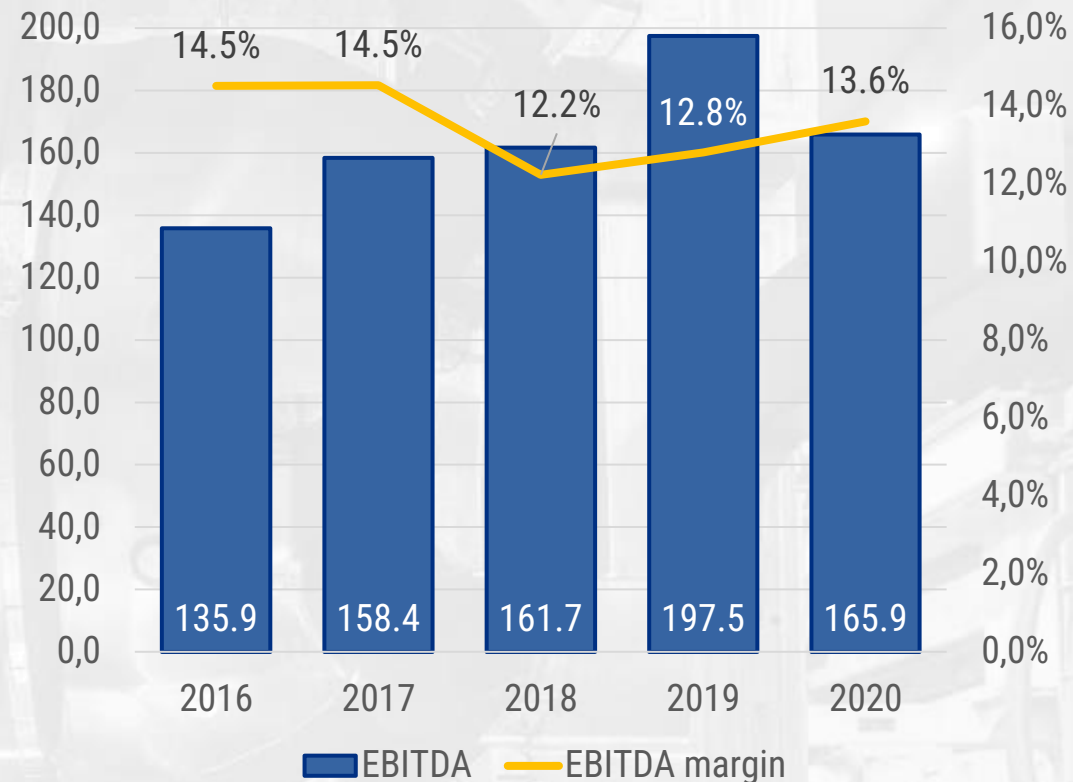
Revenue, HRK million

Average annual growth 8.4%

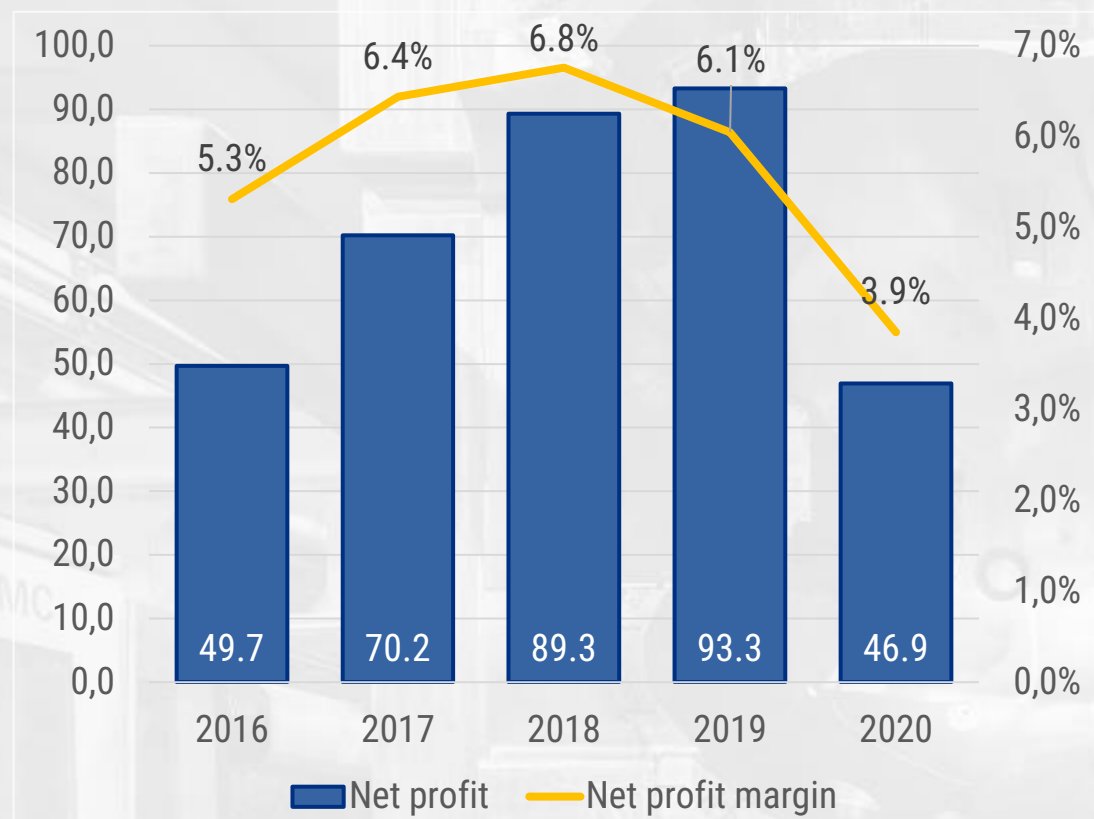


EBITDA, HRK million

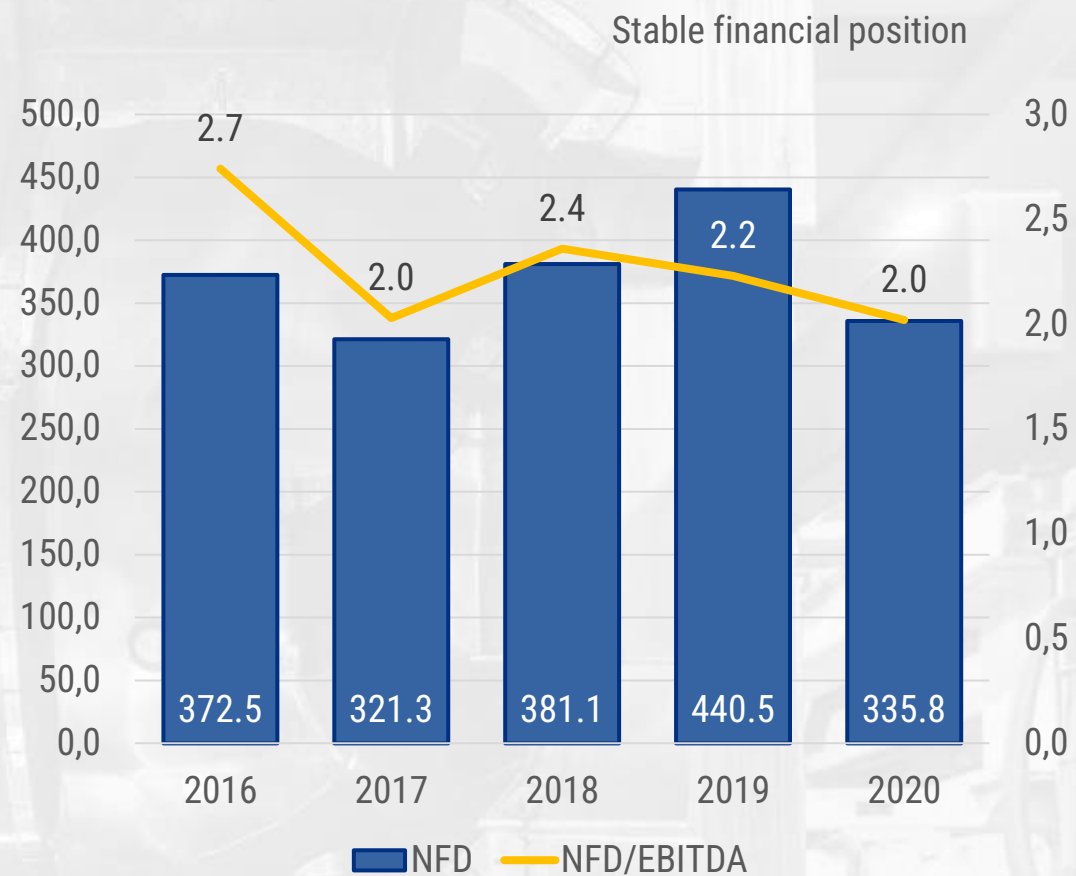
High level of profitability



Net profit, HRK million



Net financial debt, HRK million



Corporate social responsibility is our choice



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

AWARDS

- HRIO award in the category of large companies 2021
- Golden Key - The best large exporter in 2019
- Green Frog Award 2019 for the best Sustainability Report



2021 Ecovadis Evaluation result

76

2020 Bloomberg ESG disclosure score

69.83

Main features 9M 2021

↓ Shortage of semiconductors in the market

↓ Revenue decline

→ Stable financial position preserved

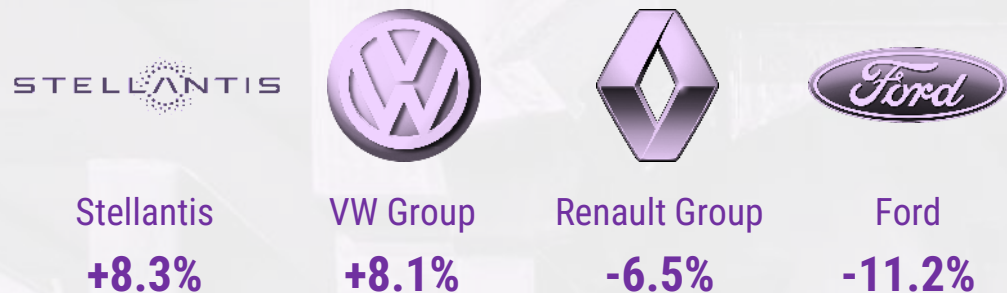
↑ New deals sealed

↑ Dividend paid out

↑ 38 active projects



European market



Russian market



European market

Number of newly registered cars
7.5 M (+6.6%)

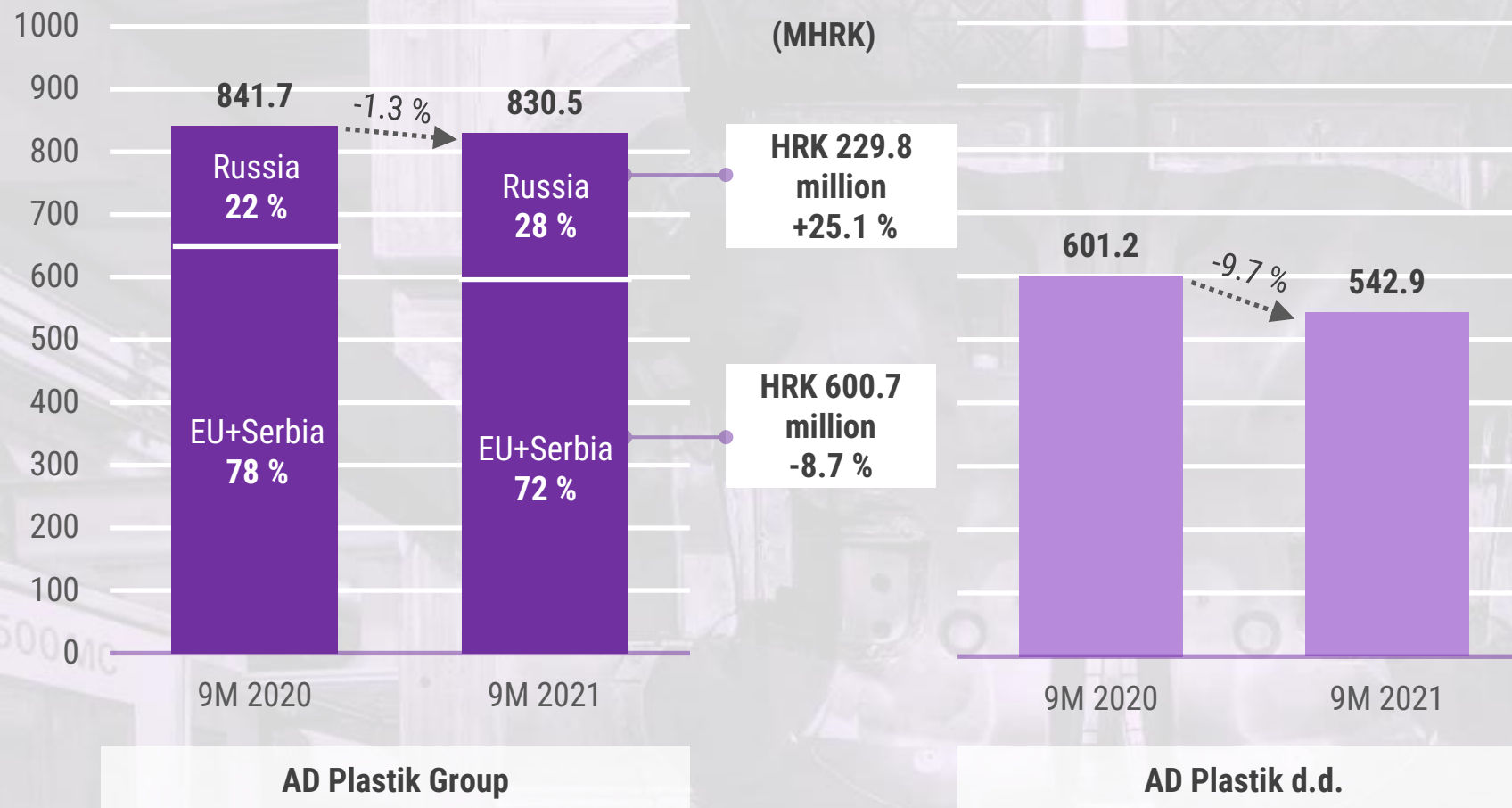
Expectations 2021 (ACEA)
+10%

Russian market

Number of newly registered cars
1.3 M (+15.1%)

Expectations 2021 (AEB AMC)
+9.8%

Financial performance - Revenue

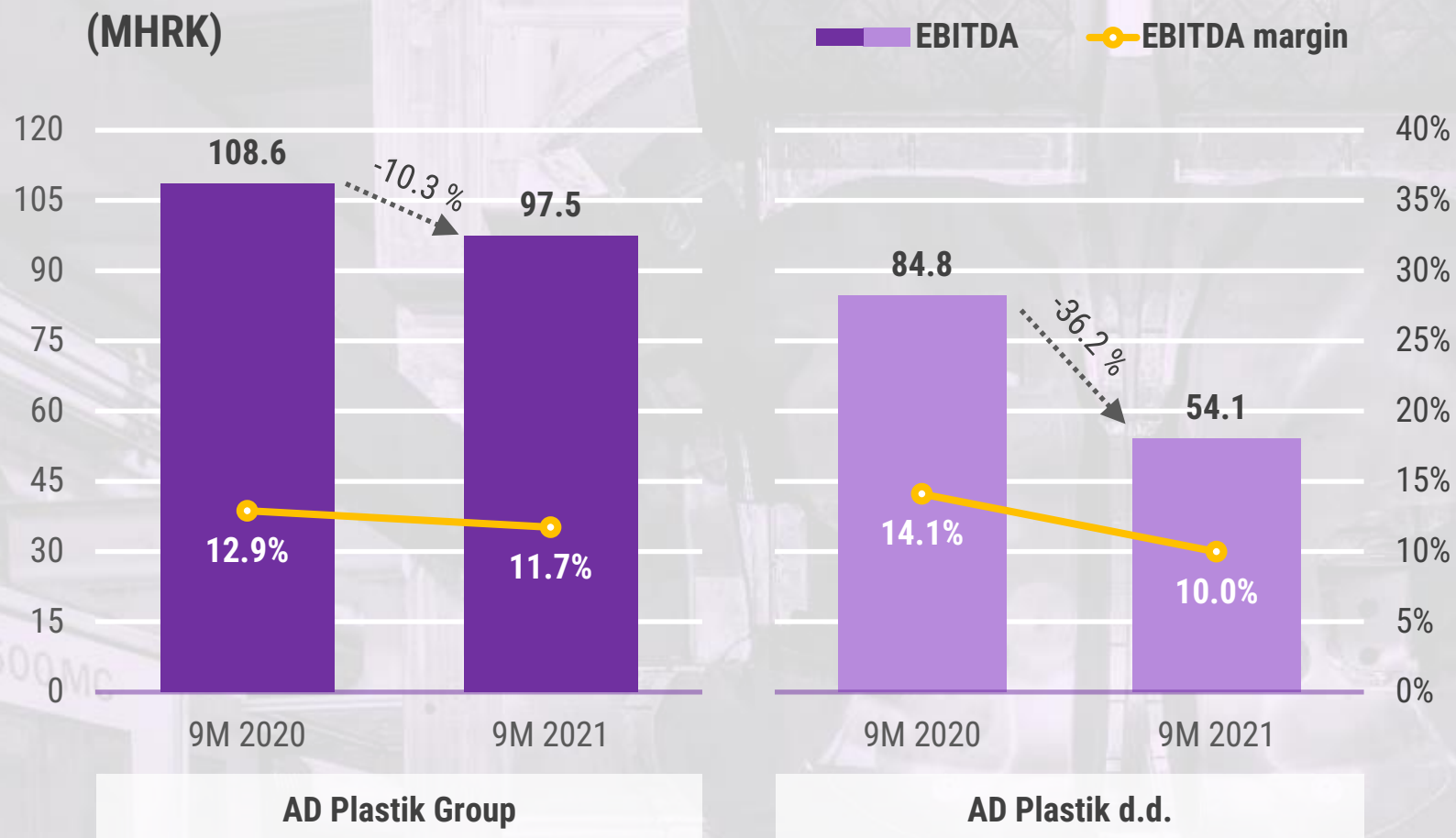


Impact on revenue

- Shortage of semiconductors
- Russian market



Financial performance - EBITDA



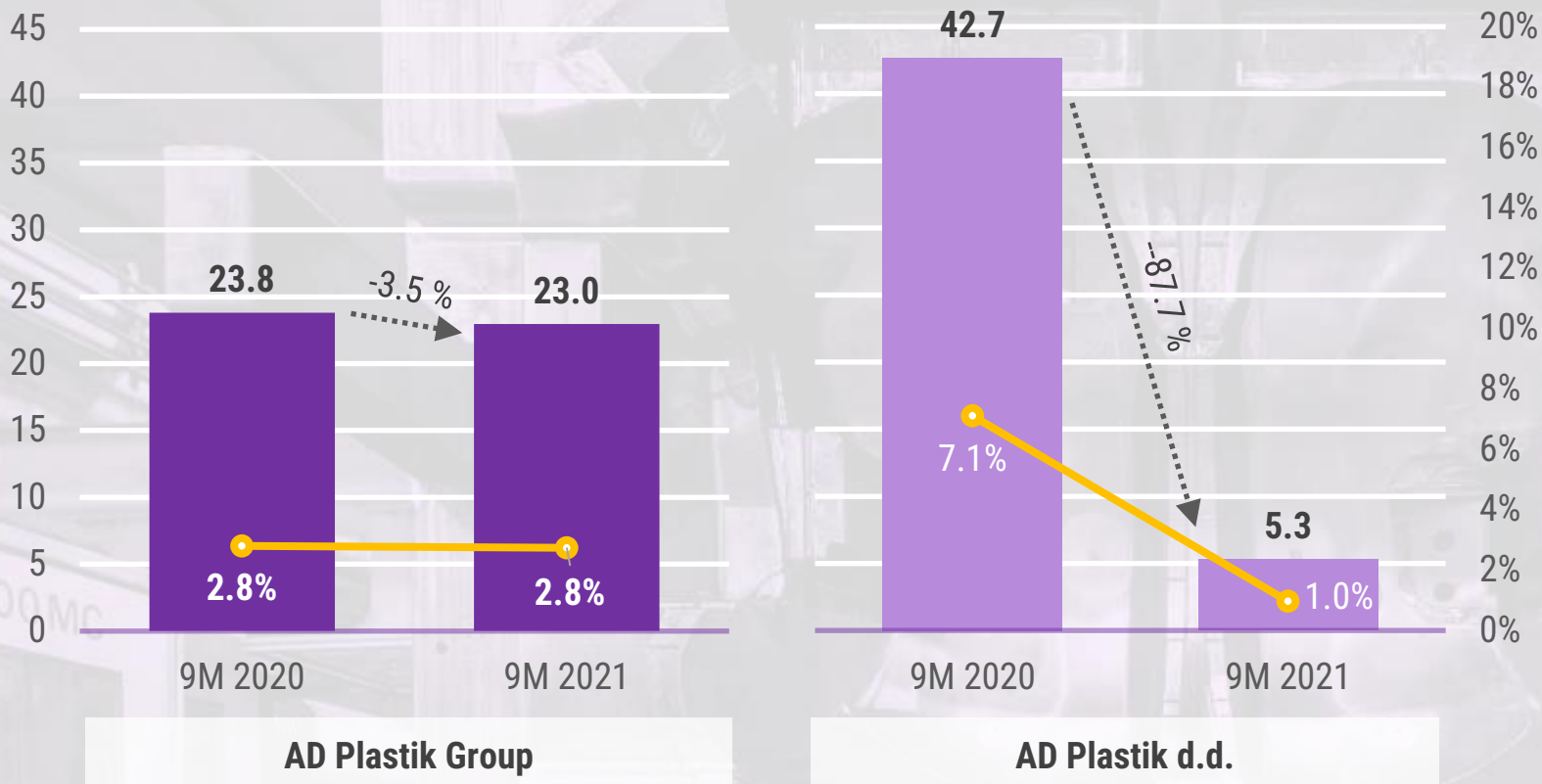
Impact on EBITDA

- Shortage of semiconductors
- One-time effects 2020



Financial performance - Net profit

(MHRK)

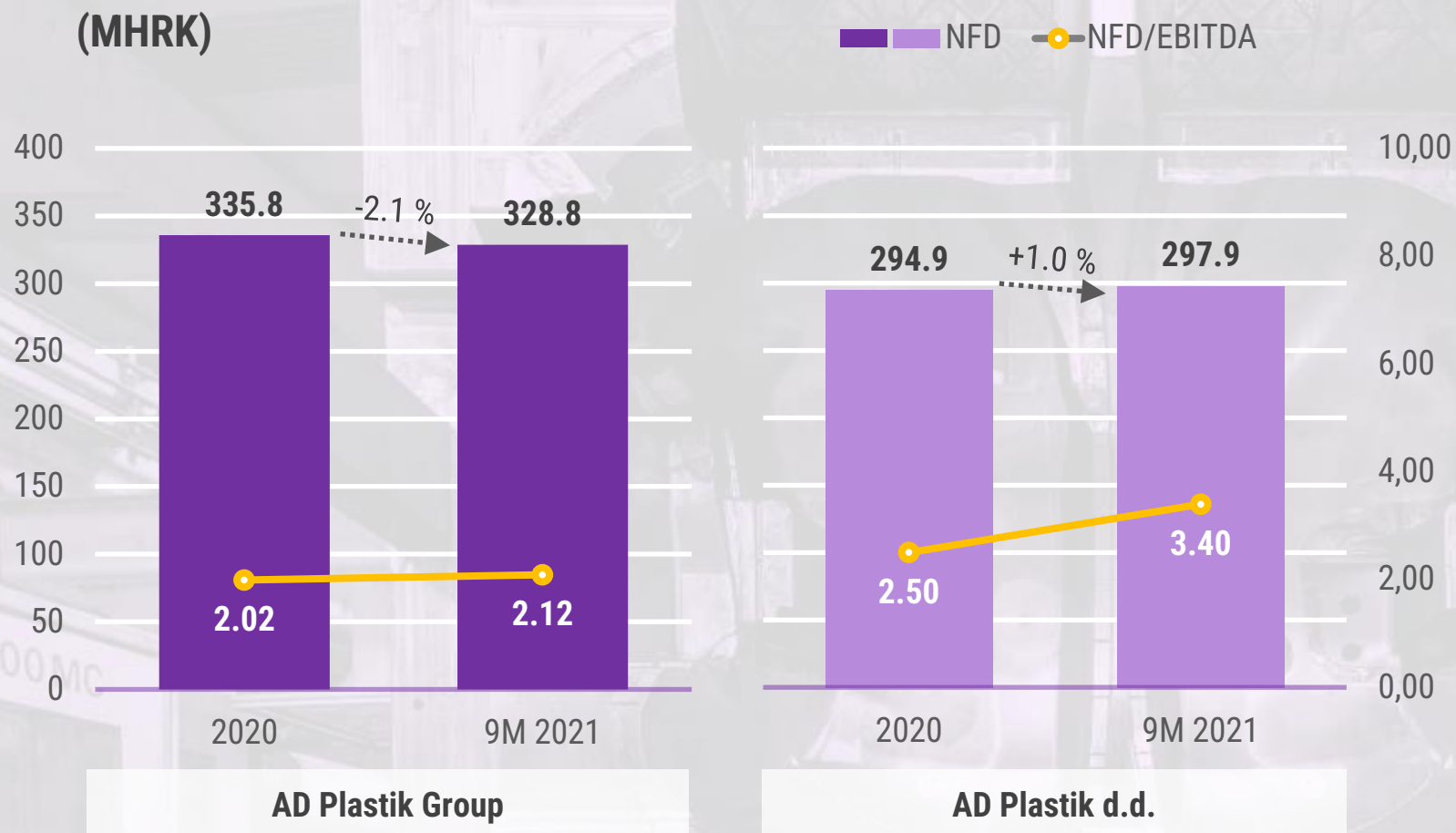


Impact on net profit

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



Financial performance - Debt



Impact on debt

- Regular loan repayment
- Lower EBITDA



Financial performance - Investments

9M
2020

9M
2021

40
MHRK

44
MHRK



Financial performance - affiliated company EAPS (JV)



REVENUE HRK 382.7 million (+1.4 %)



EBITDA HRK 34.0 million (-20.8 %)



EBITDA margin 8.9 %



PROFIT HRK 15.6 million (-22.5 %)

- Lack of semiconductors
- No financial debt
- Capex HRK 11.1 million
- Cash on account HRK 81.7 million



Sealed deals worth EUR 104 million

European market • EUR 79.9 million



Stellantis Group

Russian market • EUR 24.1 million

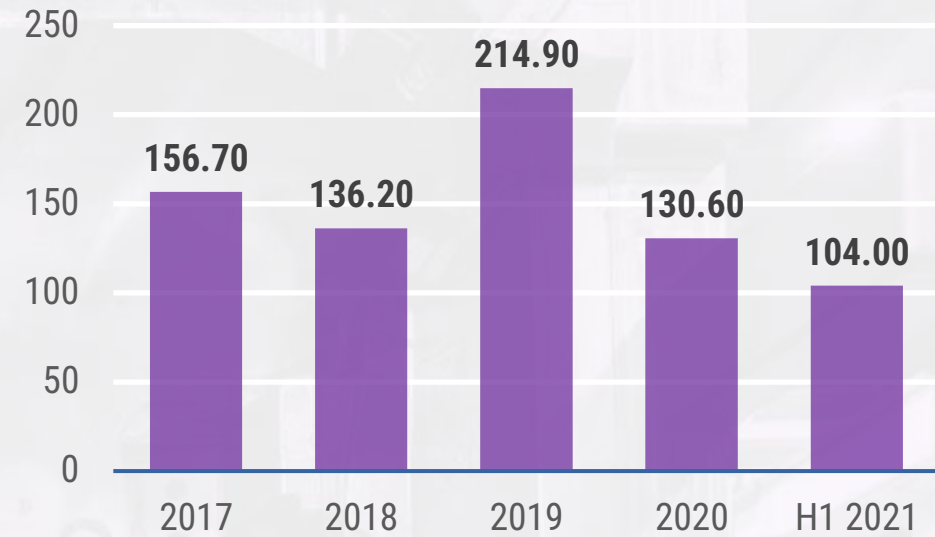


Renault-Nissan-Avtovaz Alliance



VW Group

Sealed deals 2017 – 2021 (M€)



> 740 M€

Challenges

Lack of semiconductors

Pandemic

Raw material price increase

