

2022 AND THE FIRST QUARTER OF 2023
RESULTS

The logo for AD Plastik features a stylized, three-dimensional 'A' that is filled with a vibrant image of ocean waves. The waves are depicted in shades of teal and green, with white foam at the crests. The 'A' is positioned to the left of the company name. The name 'AD Plastik' is written in a bold, sans-serif font. The letters 'A', 'D', and 'P' are in a dark green color, while 'l', 'a', 's', 't', 'i', 'k' are in a lighter, teal-green color. The entire logo is set against a background of several overlapping, curved, light grey shapes that create a sense of motion and depth.

AD Plastik

1

REVIEW OF 2022



2

FINANCIAL RESULTS 2022



3

MAIN FEATURES AND FINANCIAL
RESULTS Q1 2023



4

EXPECTATIONS



1



REVIEW OF 2022

Main features 2022

1




Russian-Ukrainian
crisis



Value adjustment
Russia



Lack of
semiconductors



Rising prices of materials,
energy sources, and services



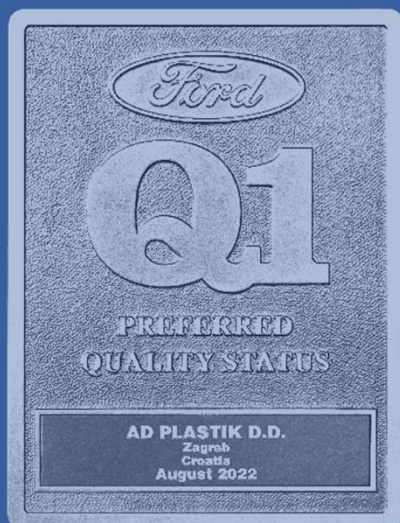
EUR 204.9
million of sealed deals



42
Active projects

Important events in 2022

1



**Ford
Q1**



**In the category
of children's rights**



hrvatski izvoznici
croatian exporters

**Gold Key
(Slovenia)**

Important events in 2022

1



all production sites

Bloomberg

82.55

ESG score 2022



552 points

NQC | SUPPLIER ASSURANCE

87 %

76



Value adjustment in 2022 (MHRK)

1

	Group	Parent company
Intangible assets write-off	-18.4	-18.4
Goodwill value adjustment	-8.2	-
Value adjustment of long-term tangible assets	-1.9	-
Value adjustment of current assets	-18.4	-
Deferred tax asset	-5.3	-
Investment value adjustment	-	-36.5
Value adjustment of loans granted	-	-16.5
Total	-52.2	-71.4

Sealed deals worth EUR 204.9 million for the 1 European market



Stellantis Group

188.6 M€



Suzuki

14.2 M€



Motherson Group

2.1 M€

The most significant development projects in 2022

1

for the first time
development supplier
for a well-known customer

- wheel arch liners
and rocker claddings
- door trims and trunk side trims
- spoiler

15 new ones

42 active ones

The newly registered car market in 2022

1

European market

Number of newly registered cars

9.3 M

(-4.6%)

Russian market

Number of newly registered cars

0.7 M

(-58.8%)



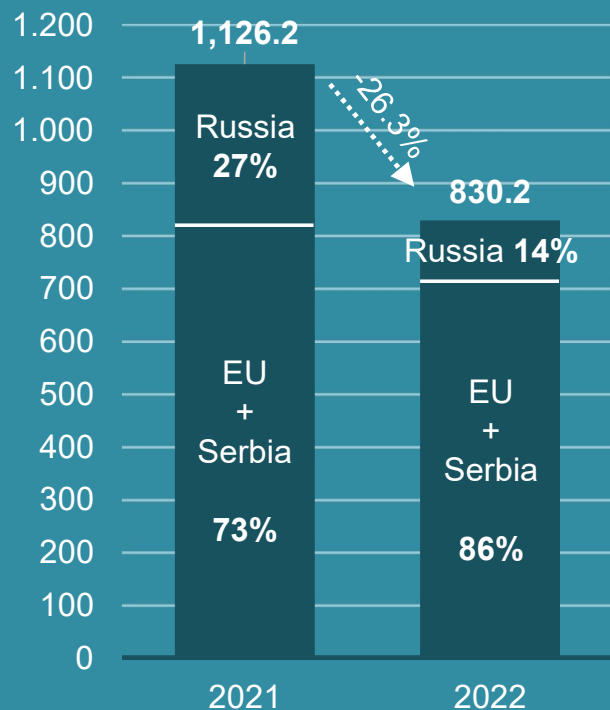
2

**FINANCIAL
RESULTS
2022**

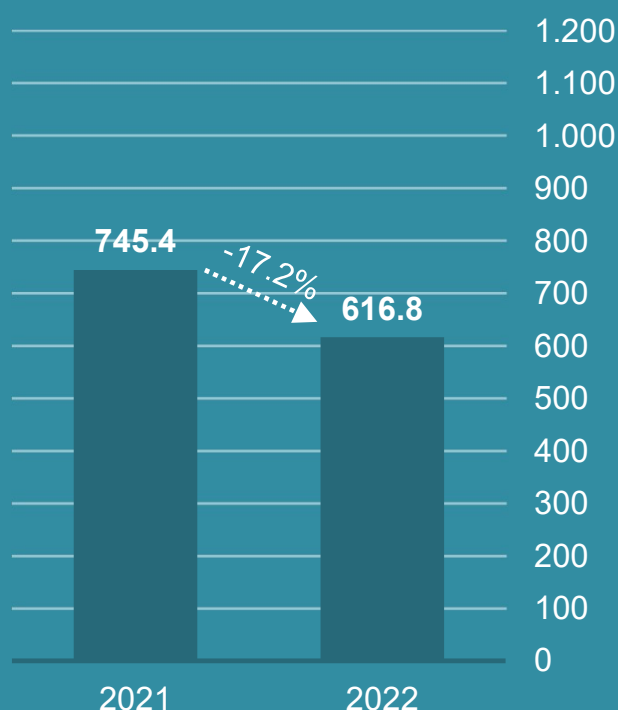
Operating revenue (MHRK)

2

AD Plastik Group



AD Plastik d.d.



Effect on revenue

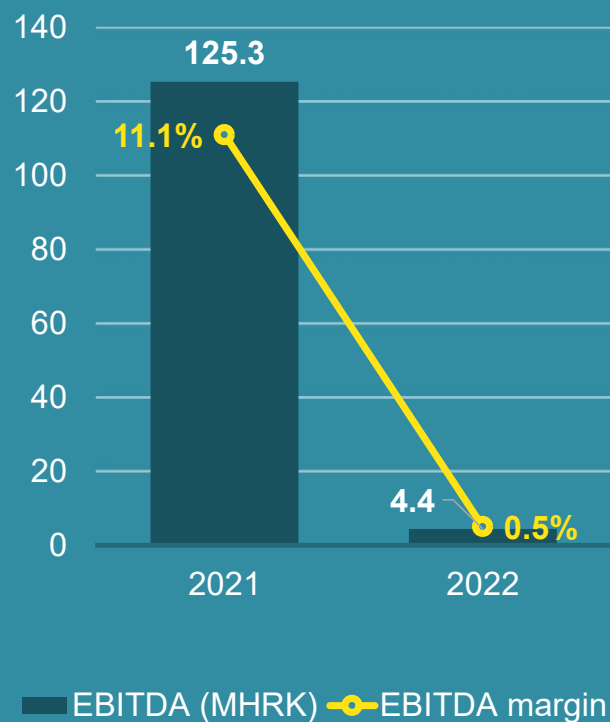
- Russian-Ukrainian crisis
- Lack of semiconductors
- Drop in orders Revoz

EBITDA

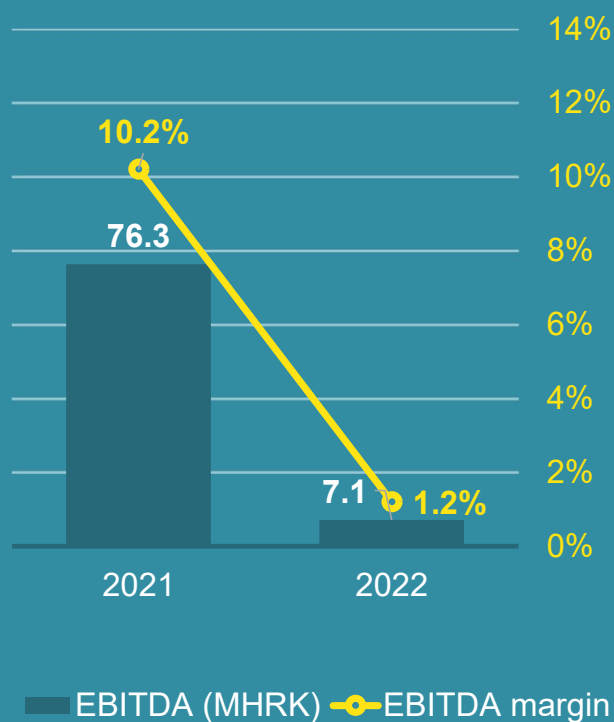
EBITDA and EBITDA margin in 2022 have been normalized for Russia-related value adjustment

2

AD Plastik Group



AD Plastik d.d.



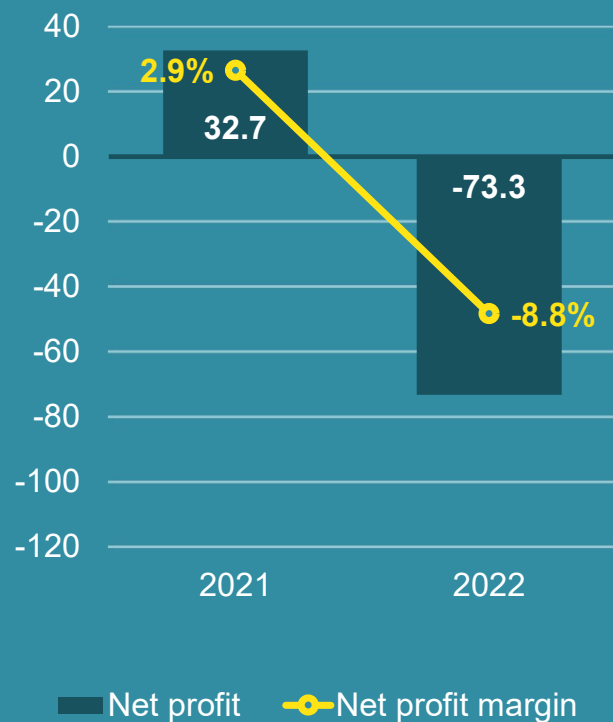
Effect on EBITDA

- Russian-Ukrainian crisis
- Lack of semiconductors
- Drop in orders Revoz
- Rising prices of materials, energy sources, and services

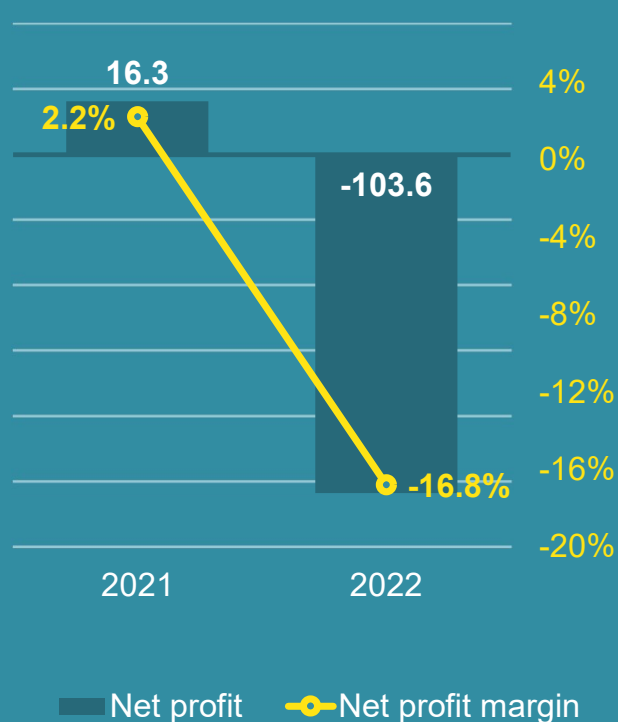
Net profit

2

AD Plastik Group



AD Plastik d.d.



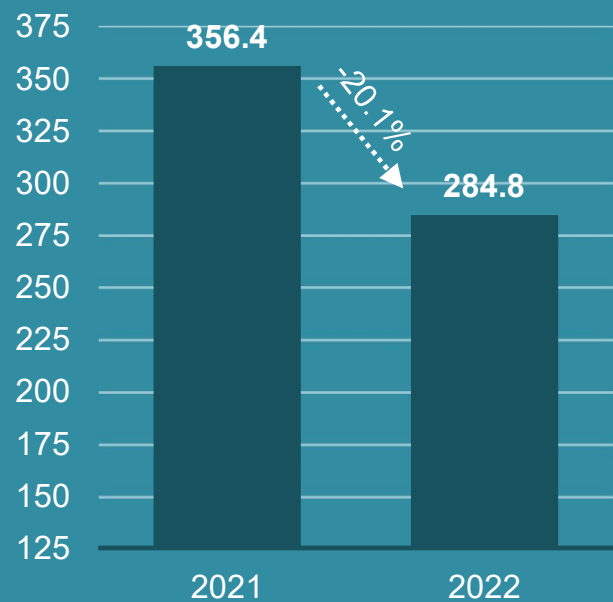
Effect on net profit

- Decreased EBITDA
- Value adjustment RU
- Positive exchange rate differences
- EAPS profit and dividend

Net financial debt

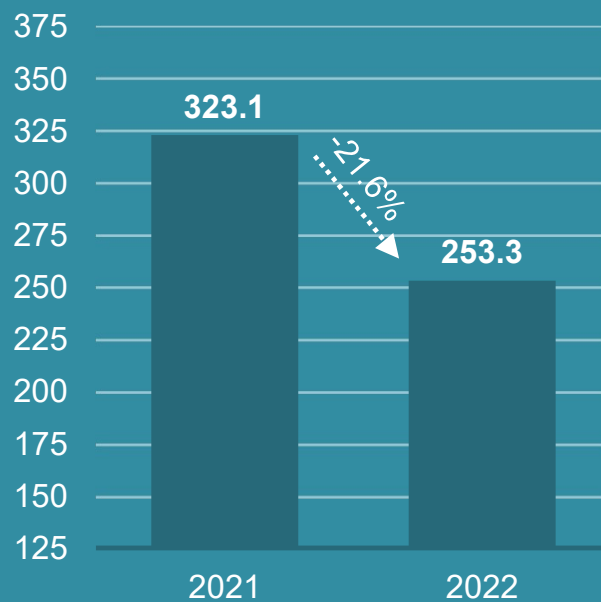
2

AD Plastik Group



■ NFD

AD Plastik d.d.



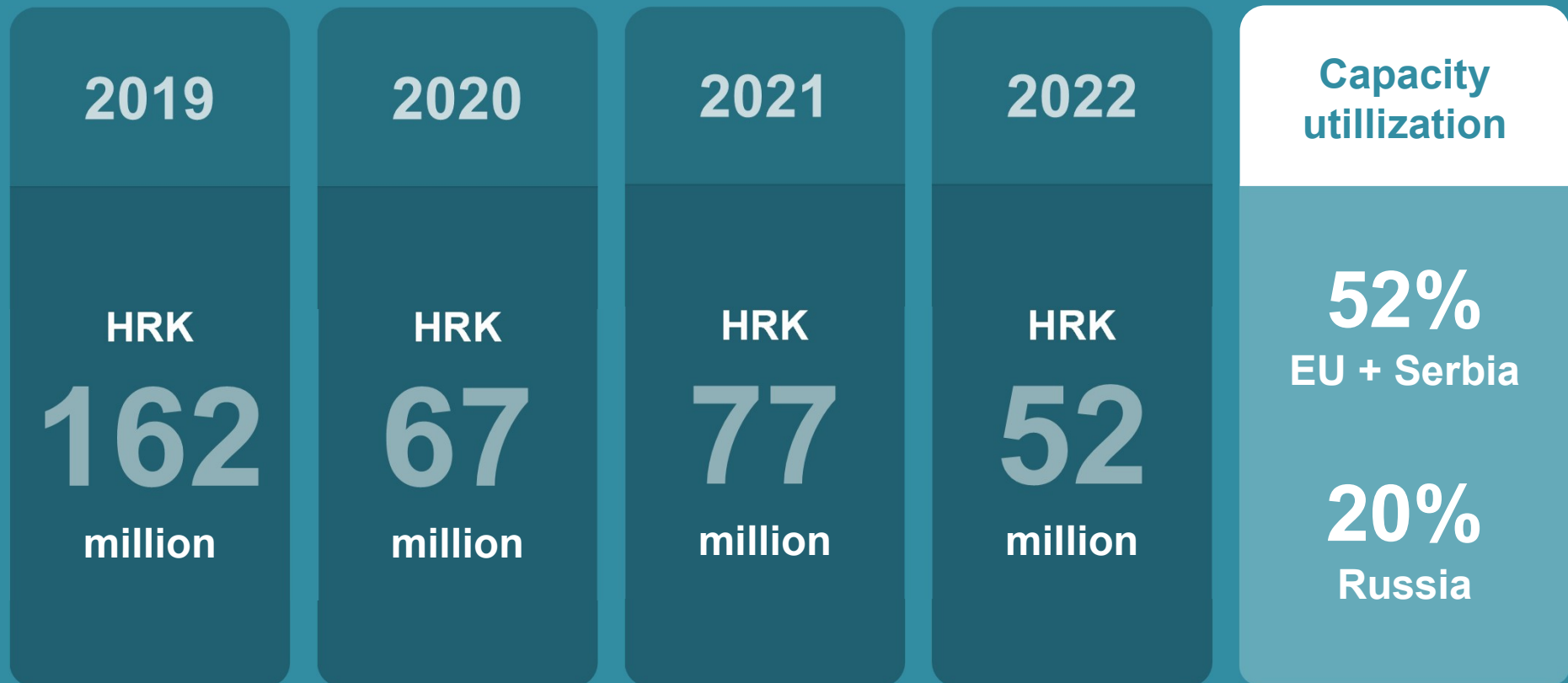
■ NFD

Effect on debt

- Loan repayment
- Without (significant) new borrowing

Investments

2



Affiliated company EAPS (JV)

2

Revenue **727.1 MHRK** **+35.7%**

EBITDA **116.0 MHRK** **+105.4%**

EBITDA margin **16.0%**

Net profit **83.5 MHRK** **+173.0%**

Capex **24.5 MHRK**

Cash on account **94.7 MHRK**

- Sales growth of Dacia models
- High level of capacity utilization



3

**MAIN FEATURES
AND FINANCIAL
RESULTS
Q1 2023**

Main features Q1 2023

3



**The impact of the
Russian-Ukrainian crisis**



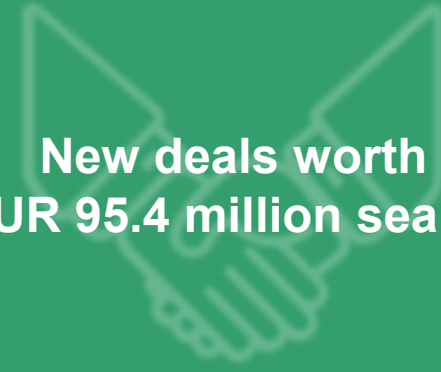
**Focus on project
activities**



**EU customers
order growth**



**New deals worth
EUR 95.4 million sealed**



The newly registered car market

Q1 2023

3

European market

Number of newly registered cars

2.7 M

(+17.9%)

Russian market

Number of newly registered cars

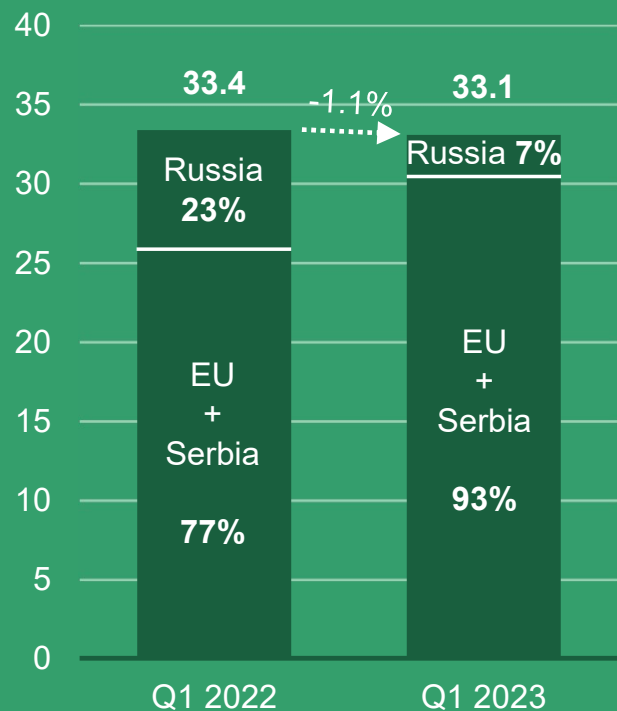
0.15 M

(-44.7%)

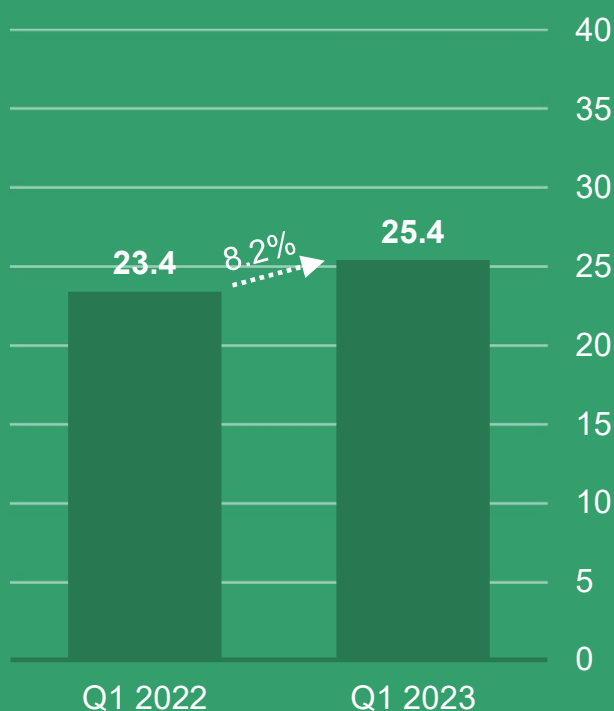
Operating revenue (MEUR)

3

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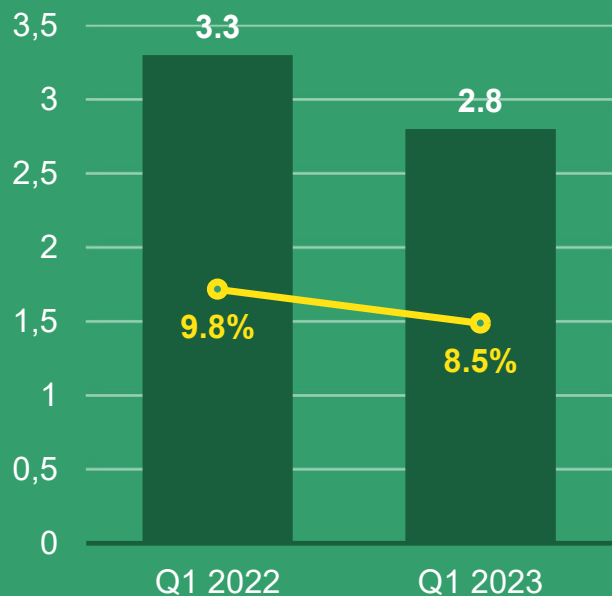


Effect on revenue

- Russian market
- EU customers order growth

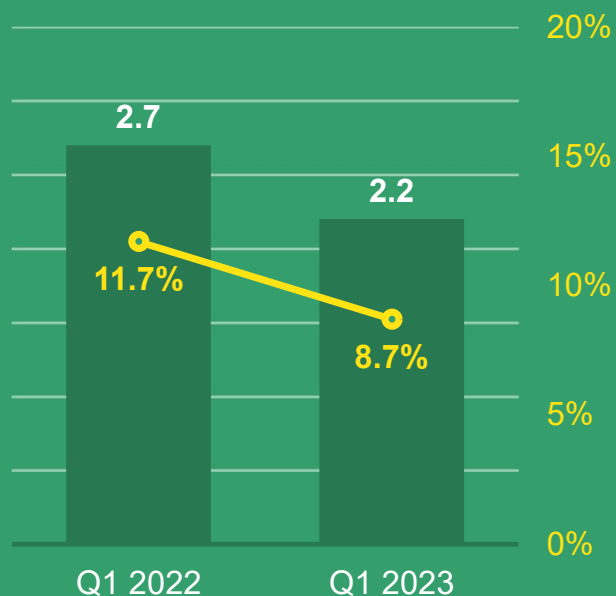
EBITDA

AD Plastik Group



■ EBITDA (MEUR) —● EBITDA margin

AD Plastik d.d.



■ EBITDA (MEUR) —● EBITDA margin

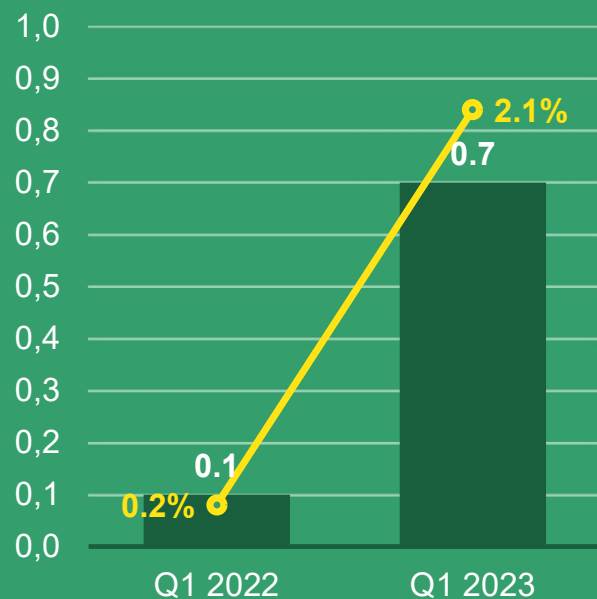
Effect on EBITDA

- Russian market
- Sales growth in EU market
- Price effect

Net profit

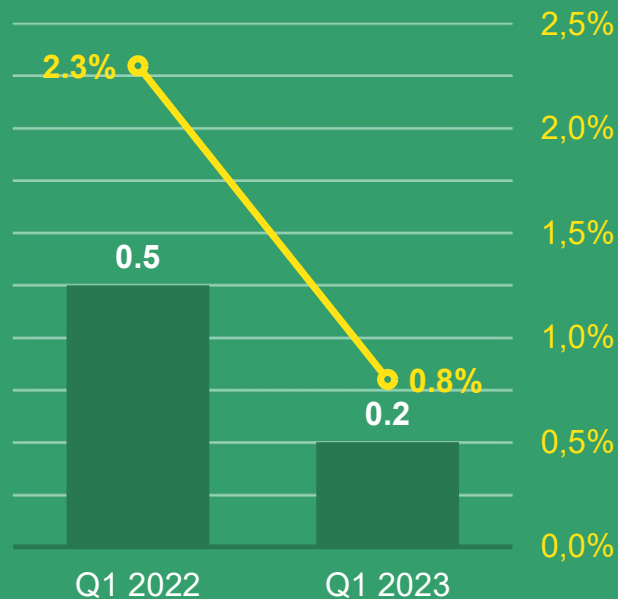
3

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Net profit Net profit margin

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Net profit Net profit margin

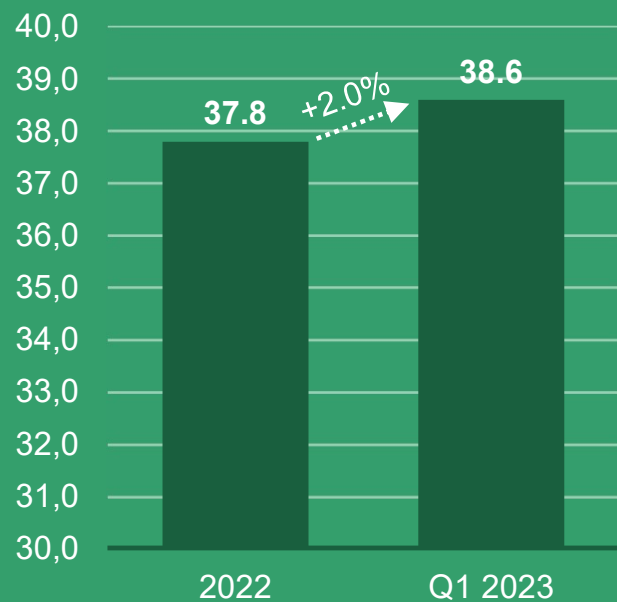
Effect on net profit

- EBITDA-related effects
- Exchange rate differences
- Higher EAPS profit share

Net financial debt

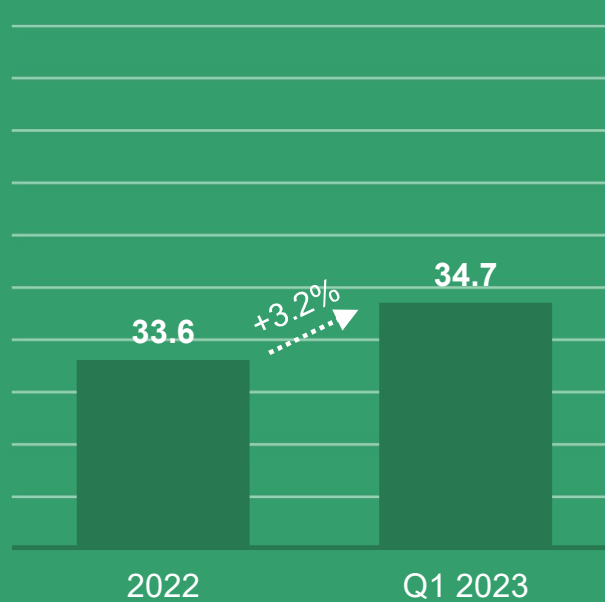
3

AD Plastik Group



■ NFD

AD Plastik d.d.



■ NFD

Effect on debt

- Financing of new projects

Affiliated company EAPS (JV)

3

Revenue **25.6 MEUR** **+24.0%**

EBITDA **3.4 MEUR** **+15.3%**

EBITDA margin **13.3%**

Net profit **2.6 MEUR** **+52.5%**

Capex **2.2 MEUR**

Cash on account **11.2 MEUR**

- Sales growth of Dacia models
- High level of capacity utilization
- High efficiency

4

EXPECTATIONS

Expectations

4

>10% average annual revenue growth over three years

>10% average EBITDA margin over three years

10 M€ average annual investments over three years



QUESTIONS AND ANSWERS