

PRIME PLUS  
INVESTMENT WEBCAST ZSE, SEPTEMBER 2023



**AD Plastik**

1

MAIN FEATURES H1



2

FINANCIAL RESULTS H1 2023



3

EXPECTATIONS



# Main features H1 2023

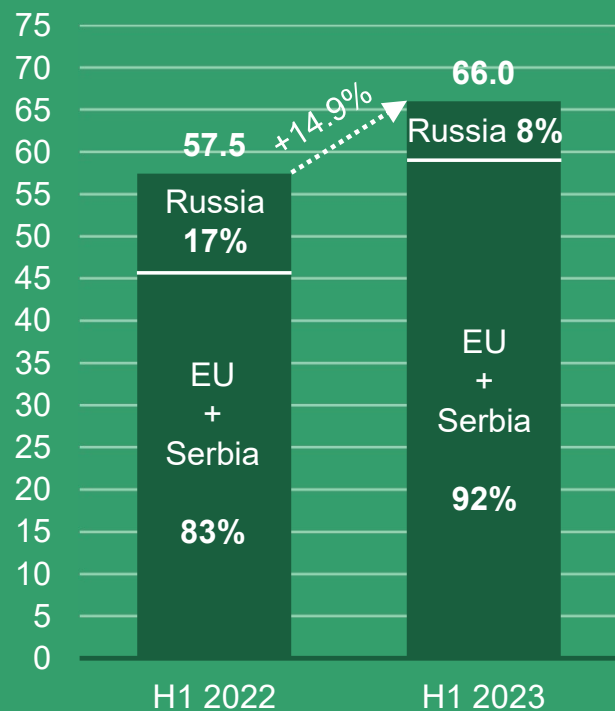
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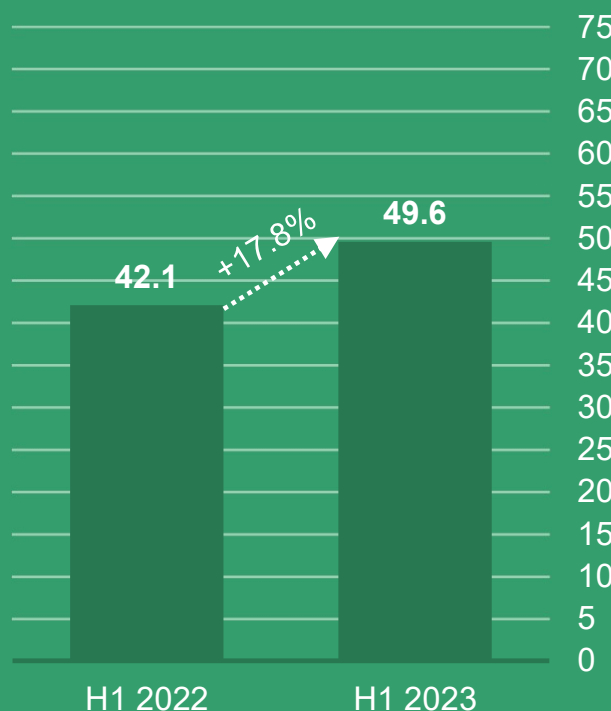
# Operating revenue (MEUR)

2

## AD Plastik Group



## AD Plastik d.d.



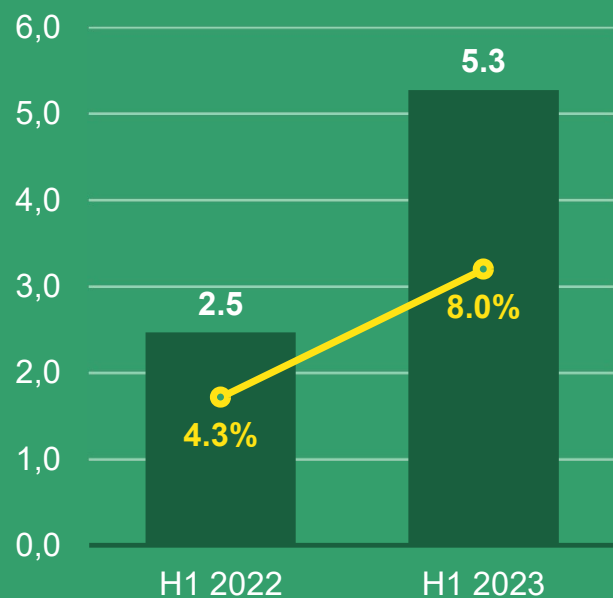
## Effect on revenue

- Normalization of supply chains
- Growth of orders from EU customers
- Price corrections
- Russian market

# EBITDA

2

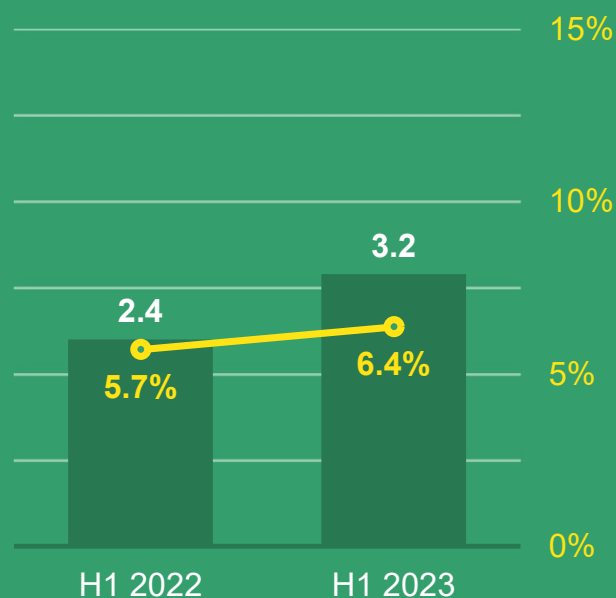
## AD Plastik Group



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

■ EBITDA (MEUR) —● EBITDA margin

## AD Plastik d.d.



■ EBITDA (Meur) —● EBITDA margin

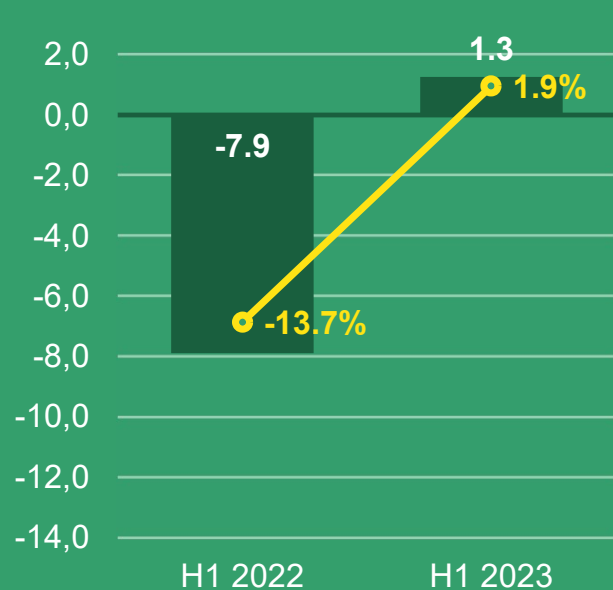
## Effect on EBITDA

- Revenue growth
- Price effect
- Better capacity utilization

# Net profit

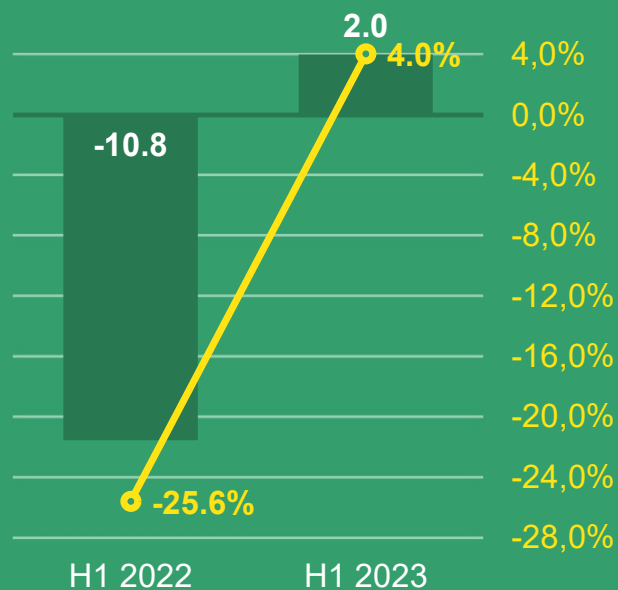
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## AD Plastik Group



Net profit Net profit margin

## AD Plastik d.d.



Net profit Net profit margin

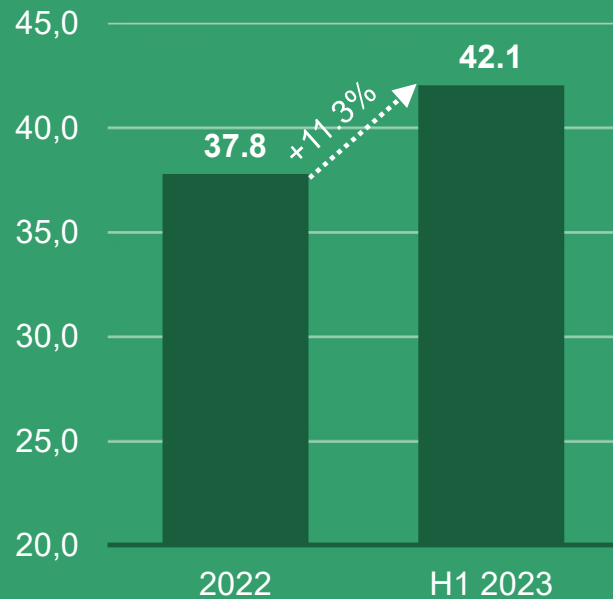
## Effect on net profit

- EBITDA effects
- Without value adjustments
- Exchange rate differences
- EAPS effect

# Net financial debt

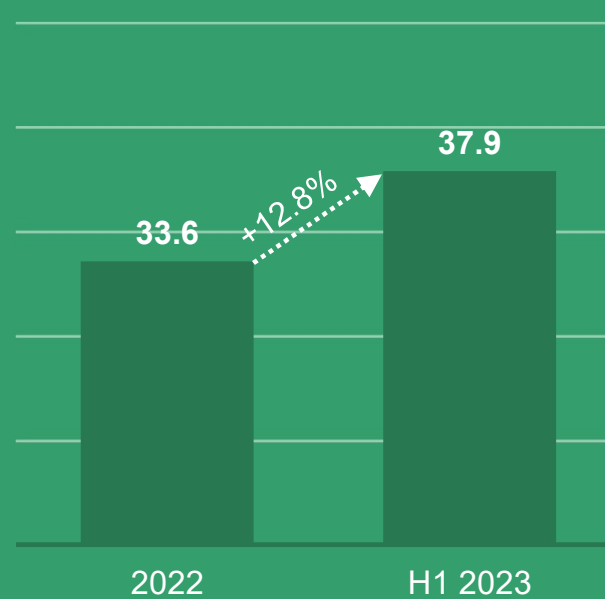
2

## AD Plastik Group



■ NFD

## AD Plastik d.d.



■ NFD

## Effect on debt

- Financing new projects

# Affiliated company EAPS (JV)

2

**Revenue**                      **50.8 MEUR**                      **+10.7%**

**EBITDA**                      **7.8 MEUR**                      **+9.3%**

**EBITDA margin**                      **15.4%**

**Net profit**                      **5.5 MEUR**                      **+22.9%**

**Capex**                      **3.6 MEUR**

**Cash on account**                      **11.5 MEUR**

- Dacia sales growth
- High level of capacity utilization
- High efficiency
- Preparations for the SOP of the new vehicle



# Expectations

3

**>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