

PRIME PLUS
INVESTMENT WEBCAST ZSE, SEPTEMBER 2023

The logo for AD Plastik features a stylized, layered wave graphic in shades of teal and green. The wave is composed of several overlapping, curved segments that create a sense of motion and depth. The text 'AD Plastik' is rendered in a bold, sans-serif font, with the letters filled with a gradient of green and teal, matching the wave's color scheme. The 'A' and 'D' are in a bolder, more upright font, while 'Plastik' is in a slightly more relaxed, lowercase font style.

AD Plastik

1

MAIN FEATURES H1



2

FINANCIAL RESULTS H1 2023



3

EXPECTATIONS



Main features H1 2023

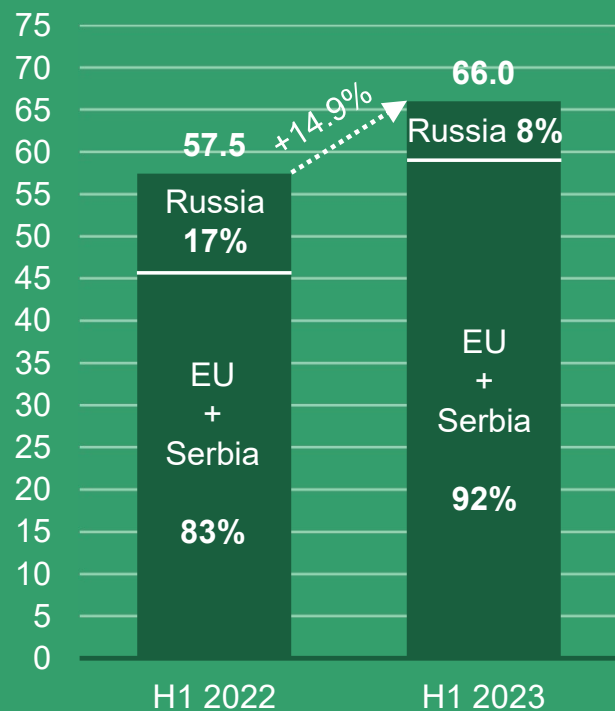
1



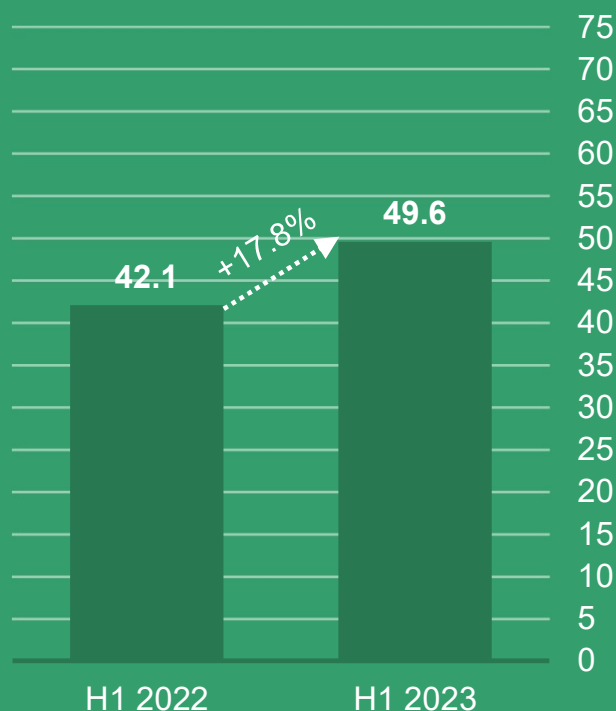
Operating revenue (MEUR)

2

AD Plastik Group



AD Plastik d.d.

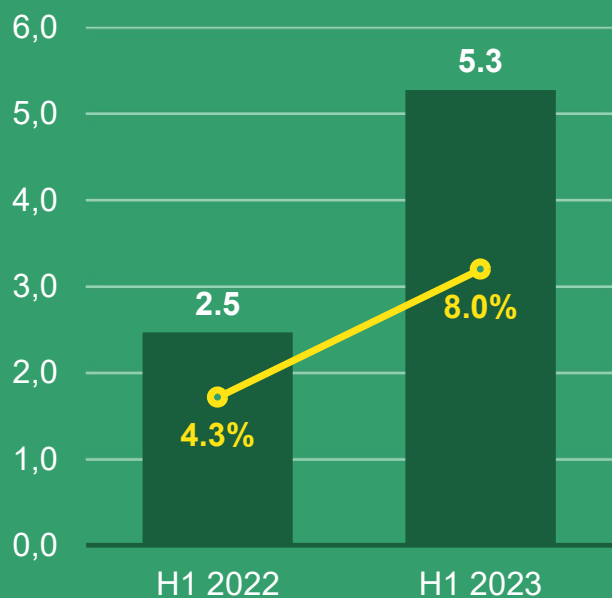


Effect on revenue

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

EBITDA

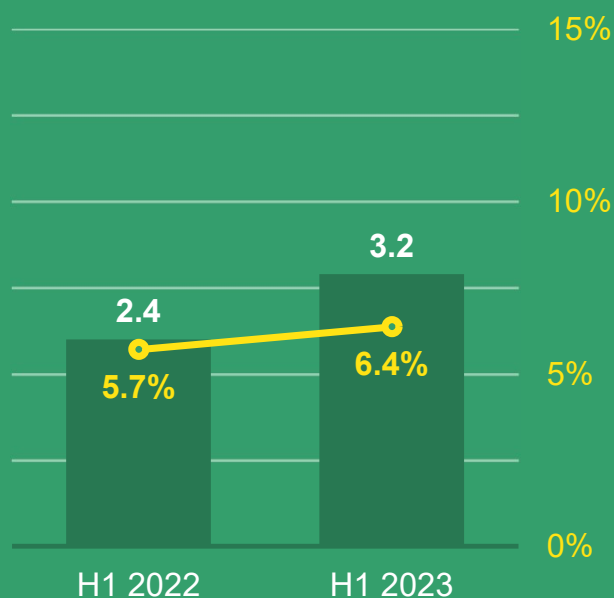
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EBITDA and EBITDA margin have been normalized in 2022 for Russia-related value adjustment

■ EBITDA (MEUR) —● EBITDA margin

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■ EBITDA (Meur) —● EBITDA margin

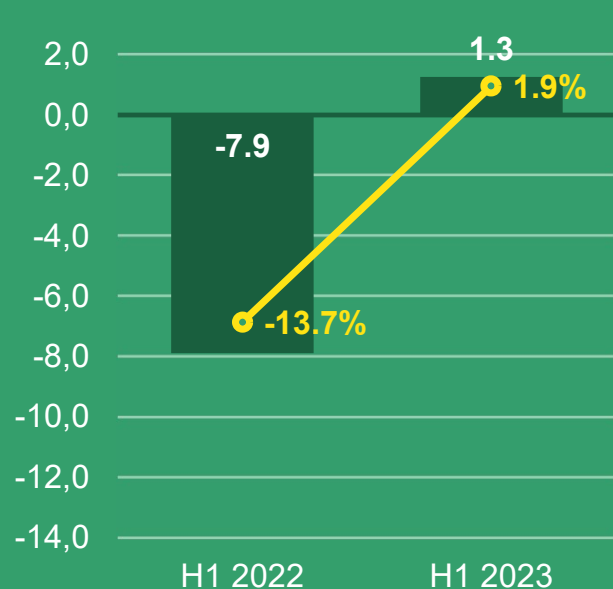
Effect on EBITDA

- Revenue growth
- Price effect
- Better capacity utilization

Net profit

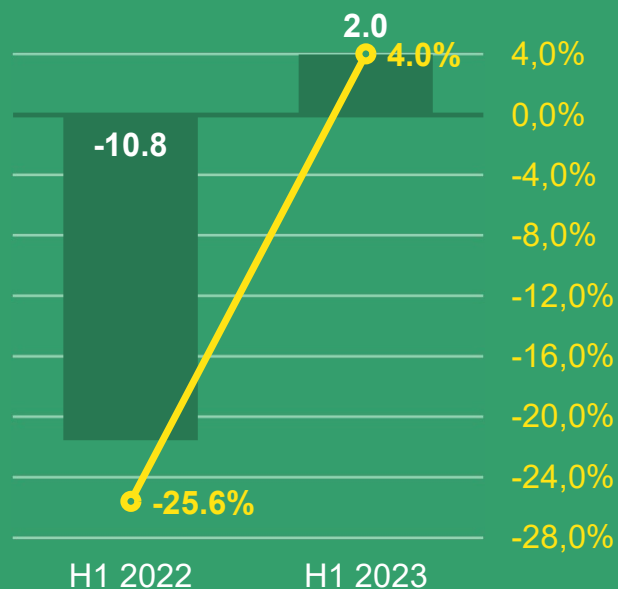
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Net profit Net profit margin

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Net profit Net profit margin

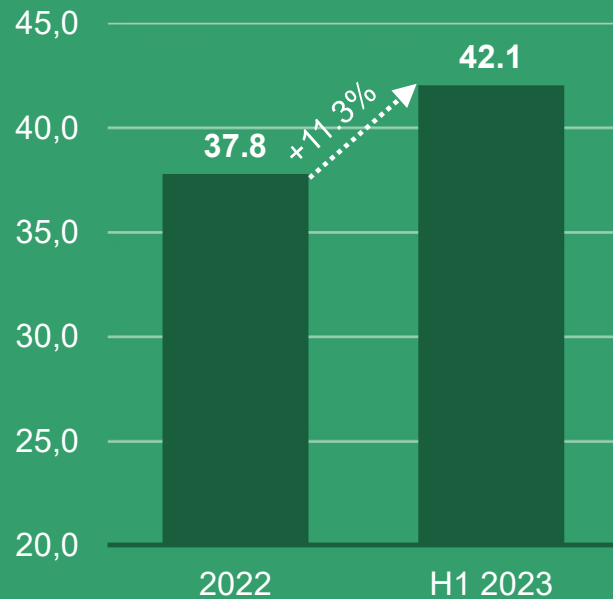
Effect on net profit

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

Net financial debt

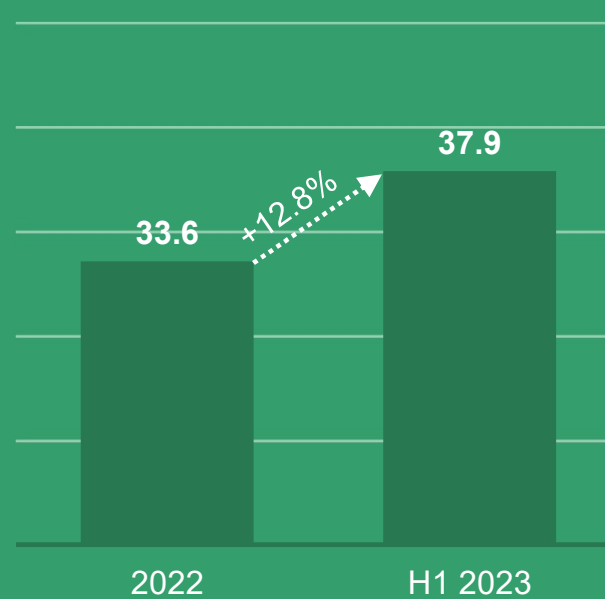
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■ NFD

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