

RESULTS FOR

2023

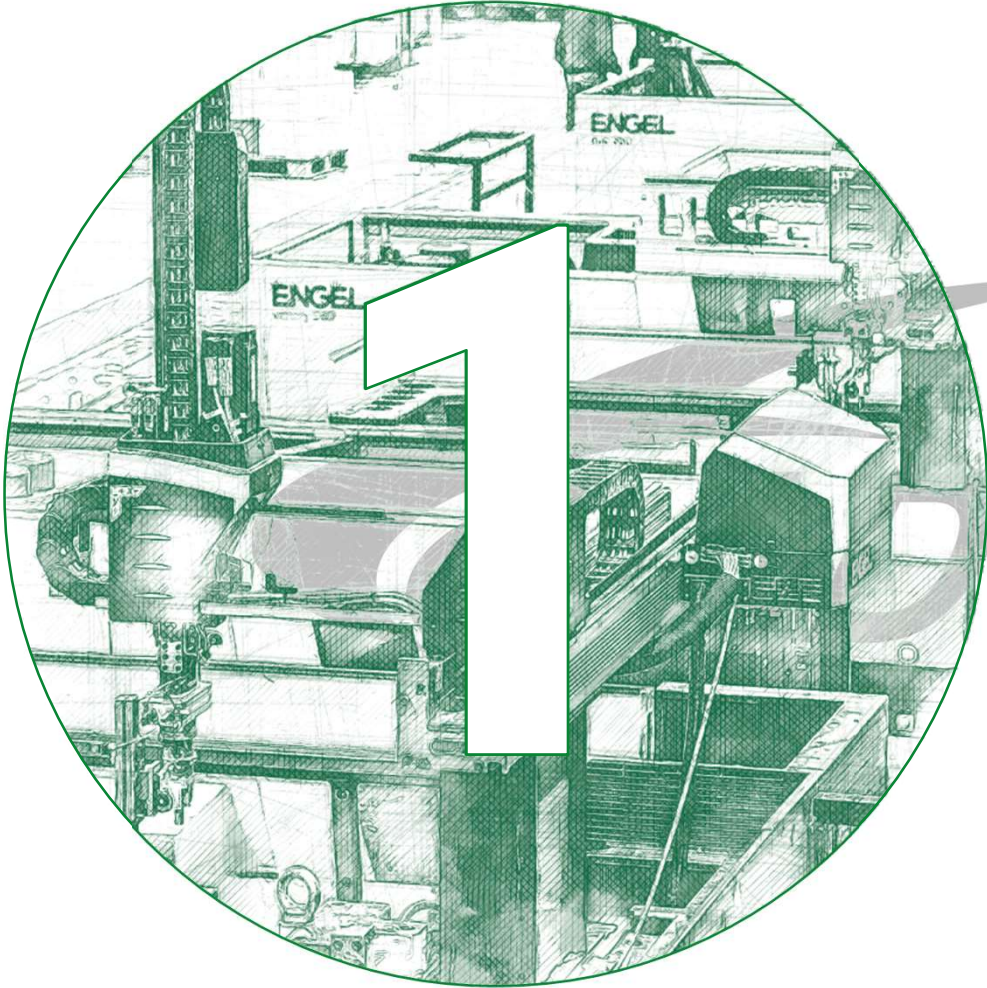


**AND THE FIRST
QUARTER OF**

2024

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- 2 FINANCIAL RESULTS 2023**
- 3 MAIN FEATURES AND FINANCIAL RESULTS Q1 2024**
- 4 EXPECTATIONS**

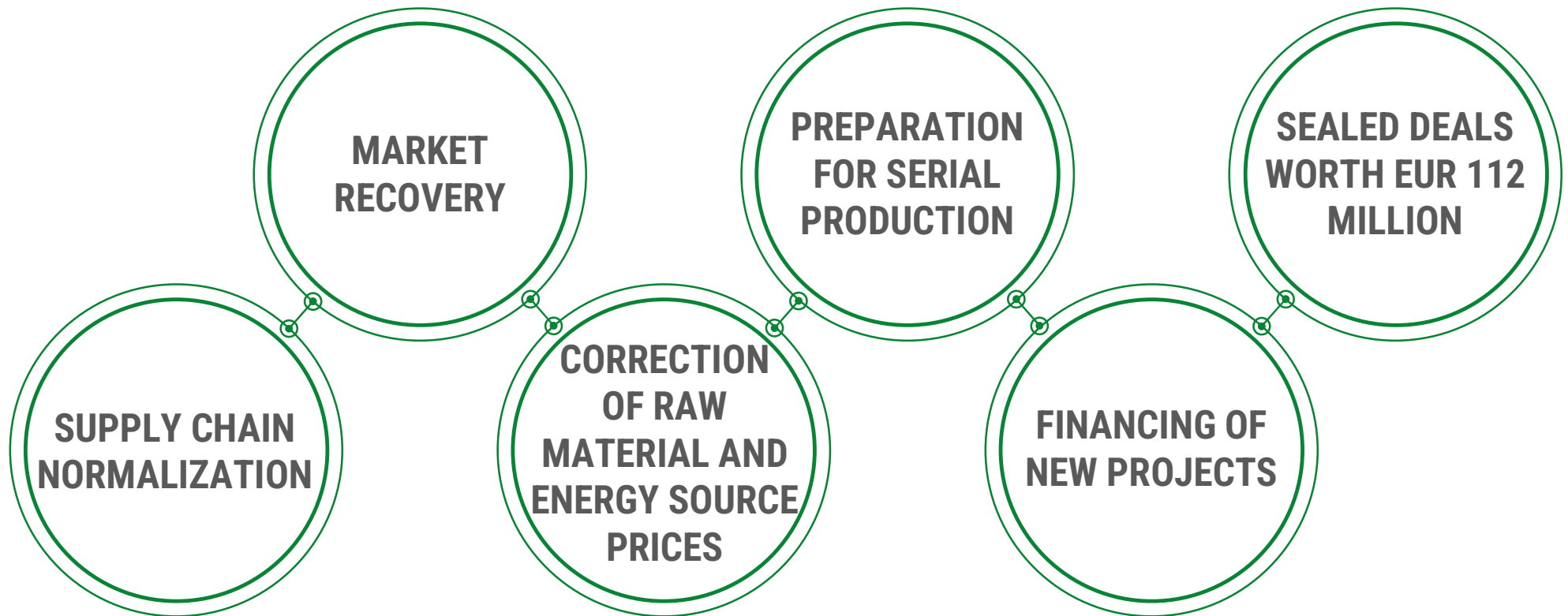


Plastik

2023 REVIEW

MAIN FEATURES 2023

1



IMPORTANT EVENTS IN 2023

1



FORD Q1



**IN THE CATEGORY
SUSTAINABLE CORPORATE
GOVERNANCE**

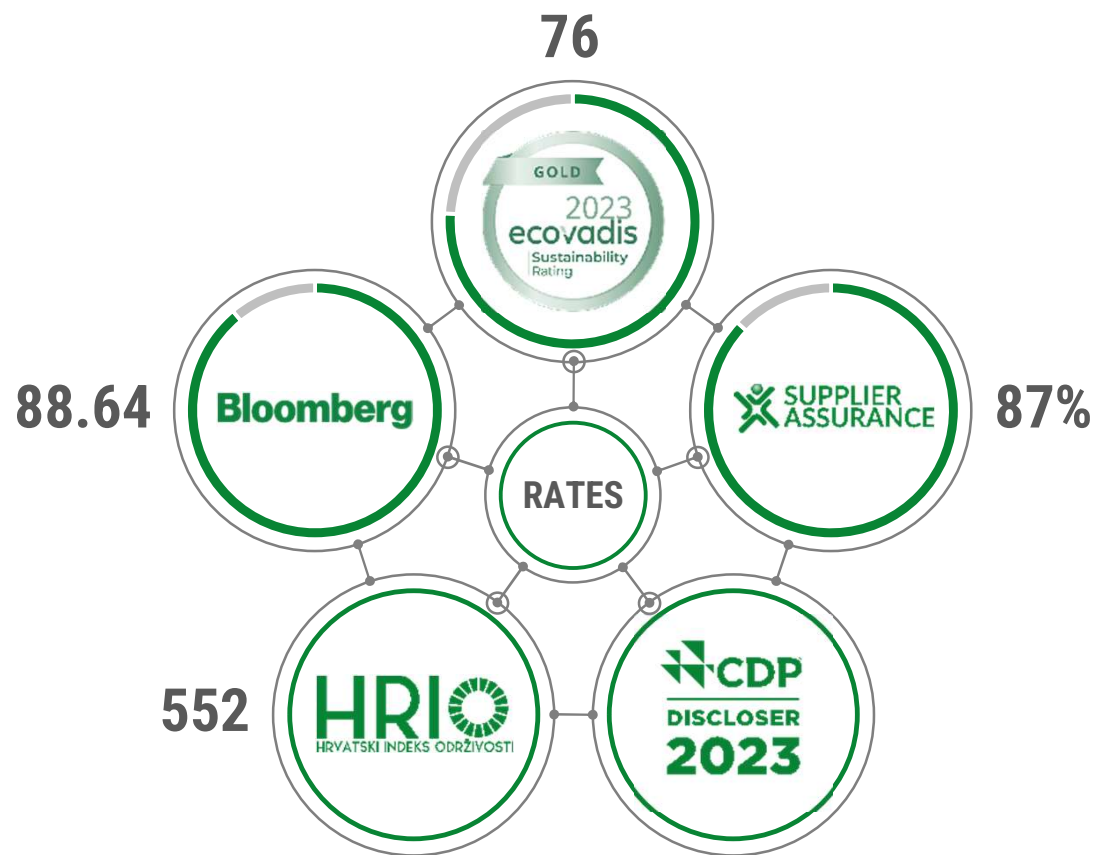


**THE BEST SUPPLIER
FOR EASTERN EUROPE**

IMPORTANT EVENTS IN 2023



ALL EUROPEAN
PRODUCTION SITES



THE MOST IMPORTANT DEVELOPMENT PROJECTS IN 2023

1

9

NEW

30

ACTIVE

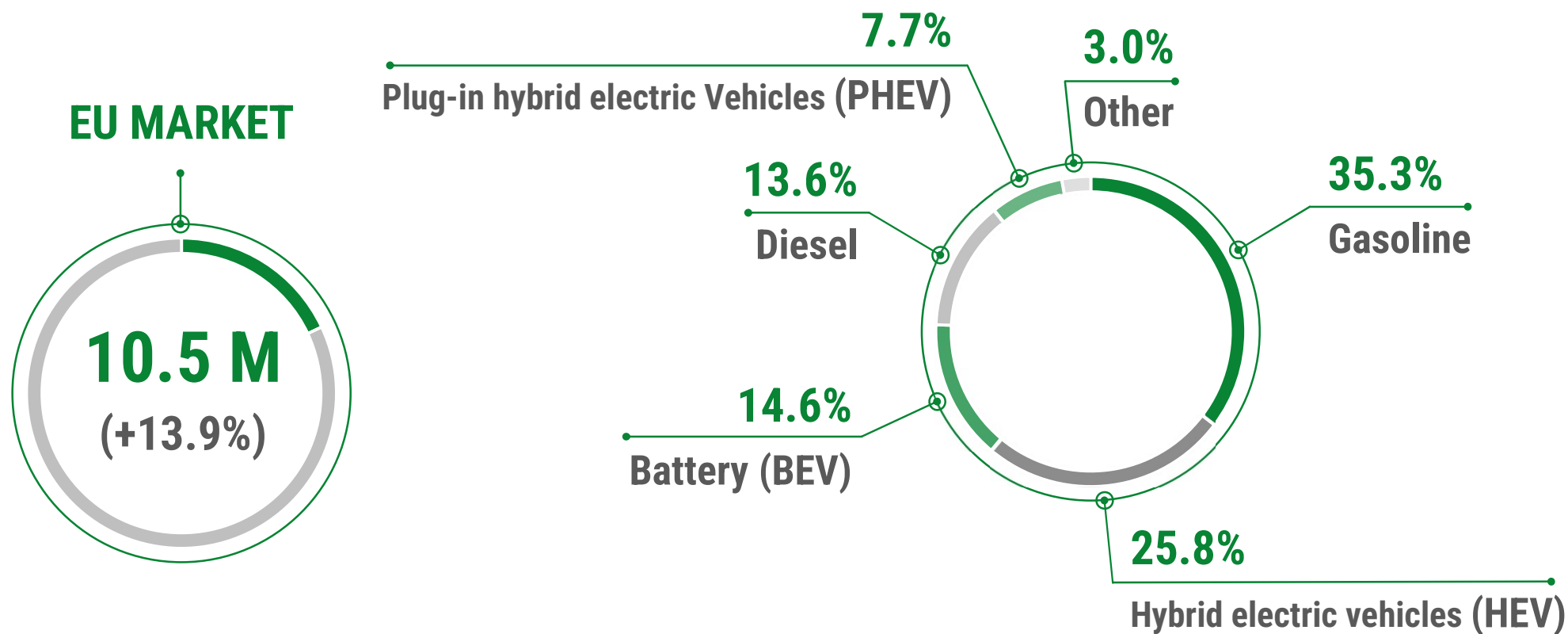
FOR THE FIRST TIME DEVELOPMENT SUPPLIER
FOR A WELL-KNOWN CUSTOMER



- WHEEL ARCH LINERS
AND ROCKER CLADDINGS
- DOOR TRIMS
AND TRUNK SIDE TRIMS
- SPOILER

THE NEWLY REGISTERED CAR MARKET

1

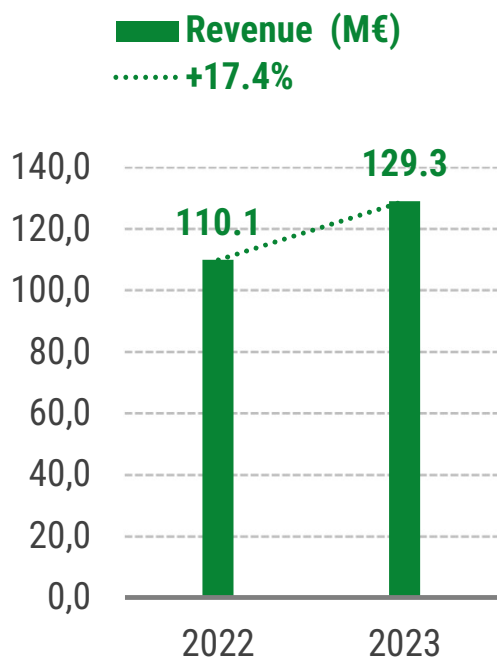




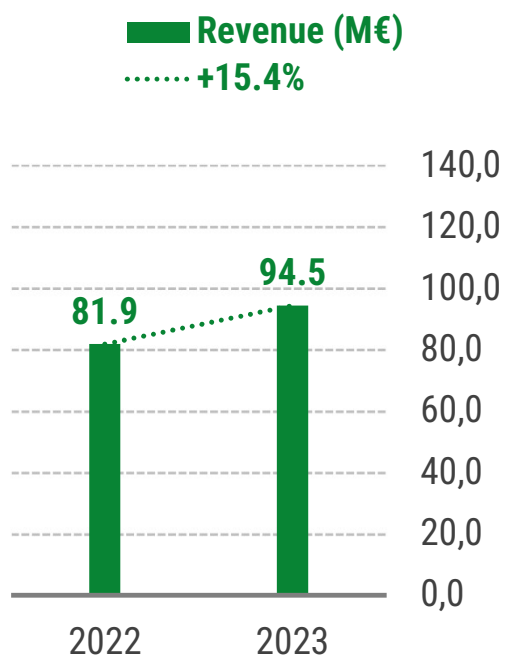
FINANCIAL RESULTS 2023

OPERATING REVENUE

AD PLASTIK GROUP

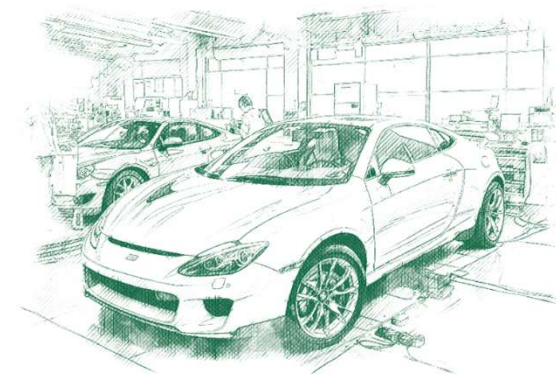


AD PLASTIK D.D.



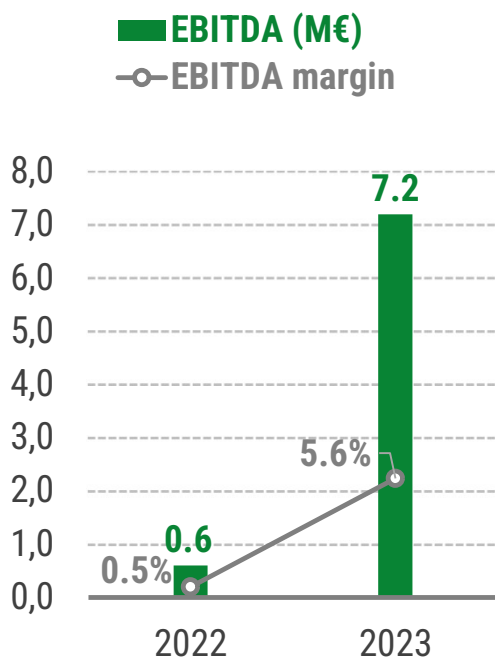
EFFECT ON REVENUE

- SUPPLY CHAIN NORMALIZATION
- ORDER GROWTH
- PRICE UPDATES

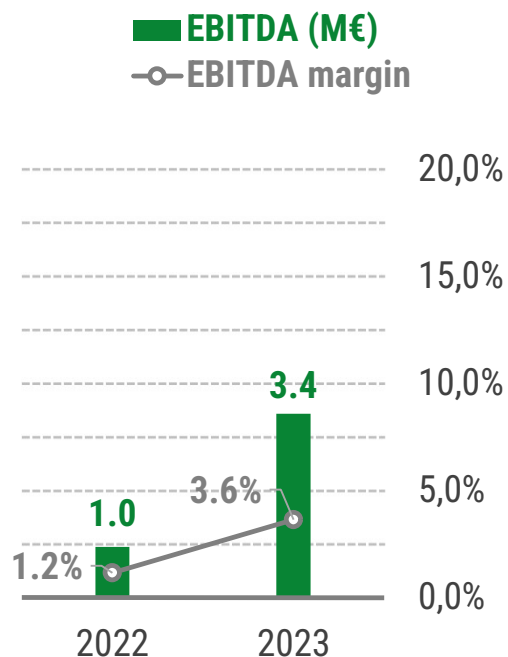


EBITDA

AD PLASTIK GROUP



AD PLASTIK D.D.



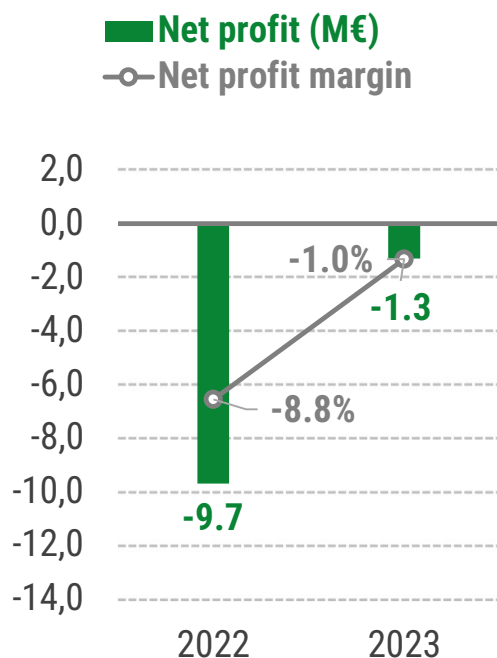
EFFECT ON EBITDA

- REVENUE GROWTH
- BETTER CAPACITY UTILIZATION
- CORRECTION OF RAW MATERIAL AND ENERGY SOURCE PRICES
- GROWTH IN THE COST OF WAGE AND SERVICES

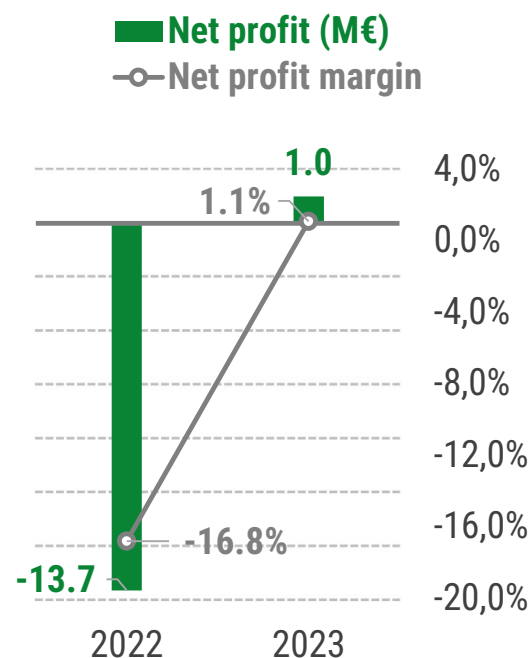
EBITDA and EBITDA margin in 2022 have been normalized for Russia-related impairment.

NET PROFIT

AD PLASTIK GROUP



AD PLASTIK D.D.

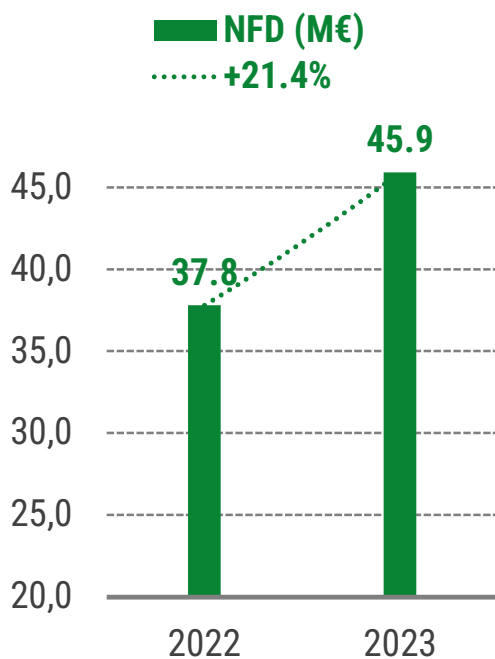


EFFECT ON NET PROFIT

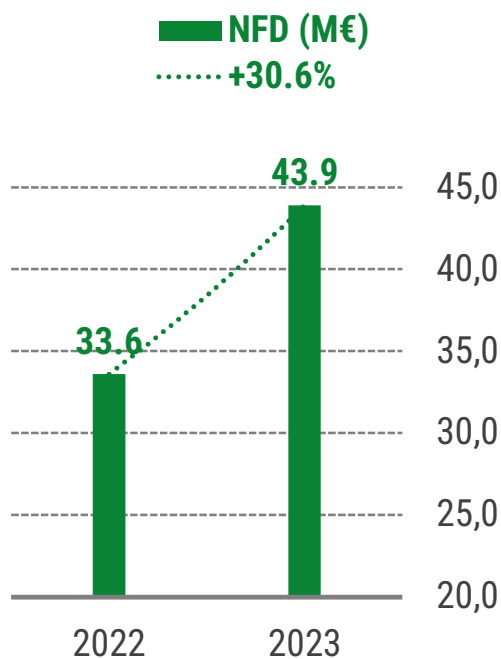
- HIGHER EBITDA
- VALUE ADJUSTMENT IN 2022
- NEGATIVE EXCHANGE RATE DIFFERENCES
- EAPS PROFIT AND DIVIDEND

NET FINANCIAL DEBT

AD PLASTIK GROUP



AD PLASTIK D.D.

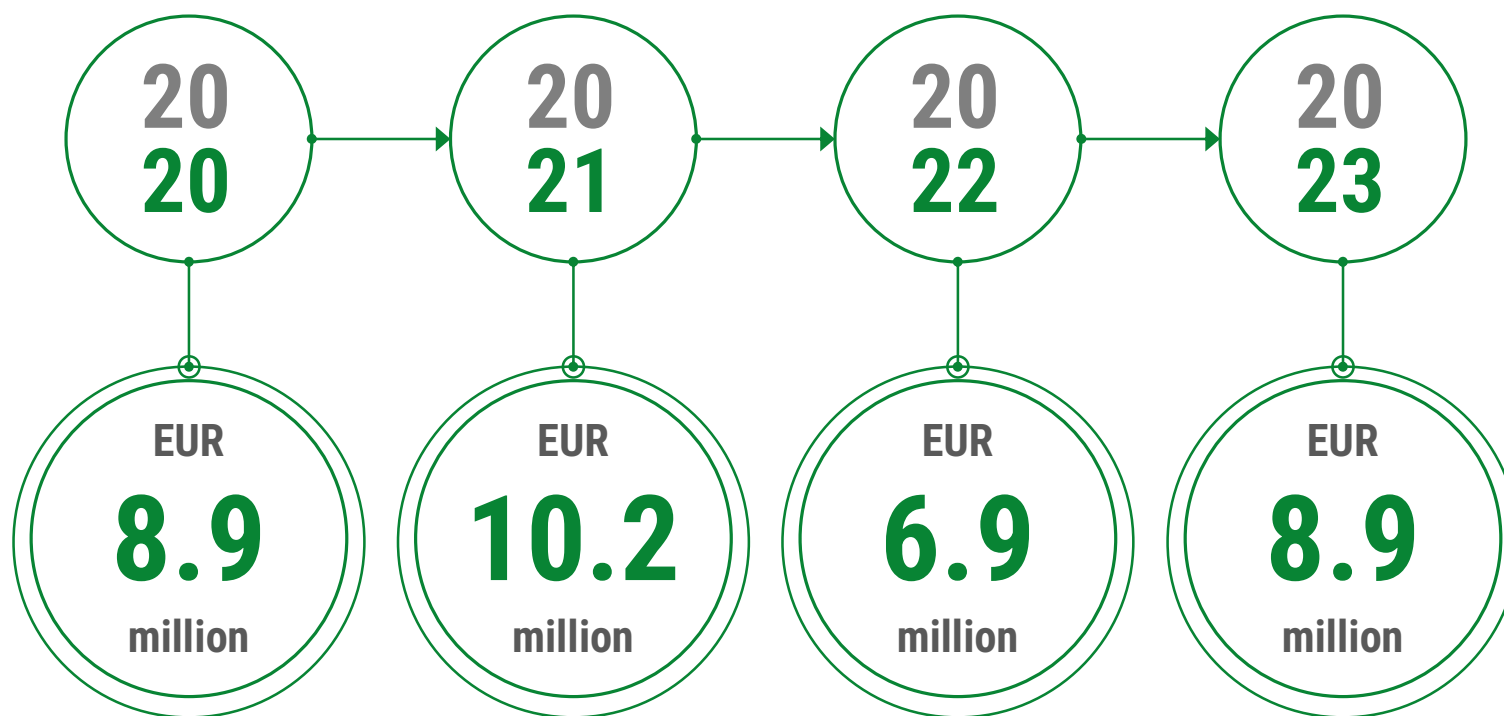


EFFECT ON DEBT

- FINANCING OF NEW PROJECTS



INVESTMENTS



**CAPACITY
UTILIZATION**

60%
EU + SERBIA

AFFILIATED COMPANY EAPS (JV)

2

REVENUE	100.2 M€
EBITDA	12.1 M€
EBITDA MARGIN	12.0%
NET PROFIT	8.7 M€
CAPEX	9.1 M€
CASH ON ACCOUNT	11.3 M€

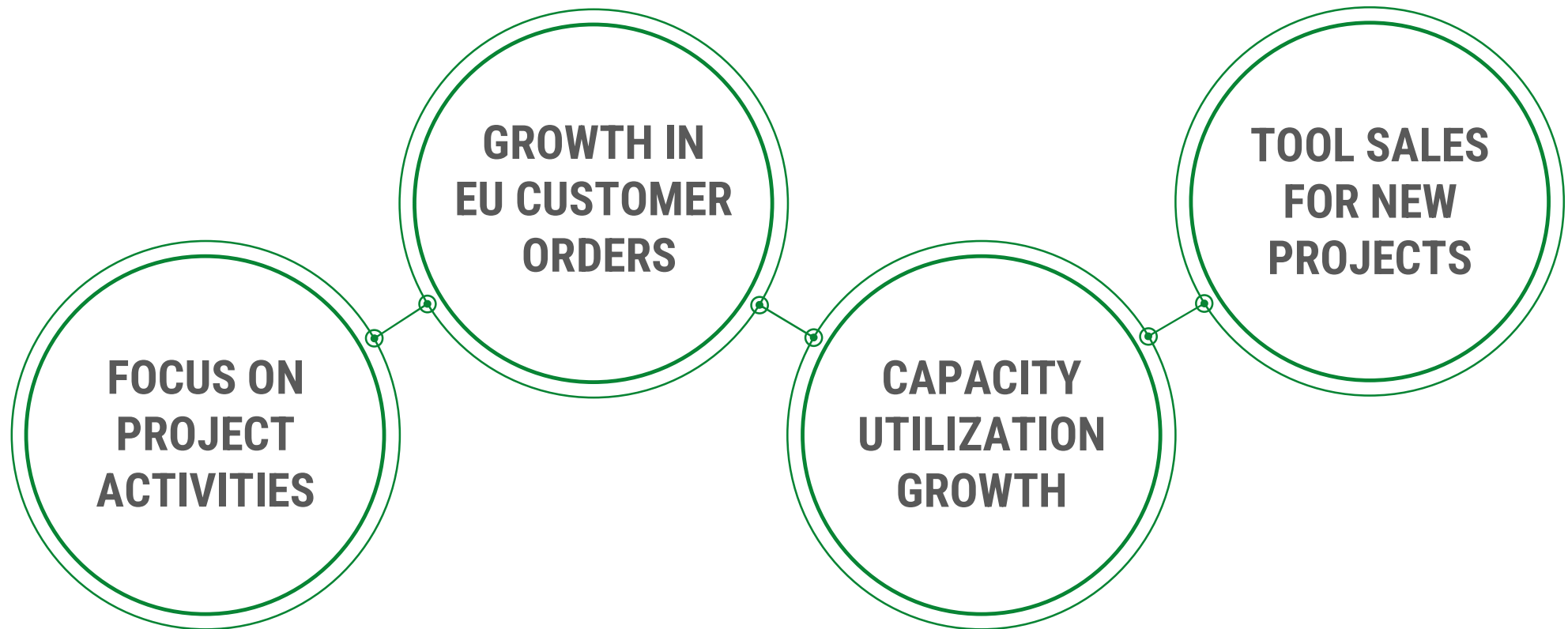


- HIGH LEVEL OF CAPACITY UTILIZATION
- PREPARATION FOR NEW PROJECTS
- RENOVATION OF MACHINE PARK

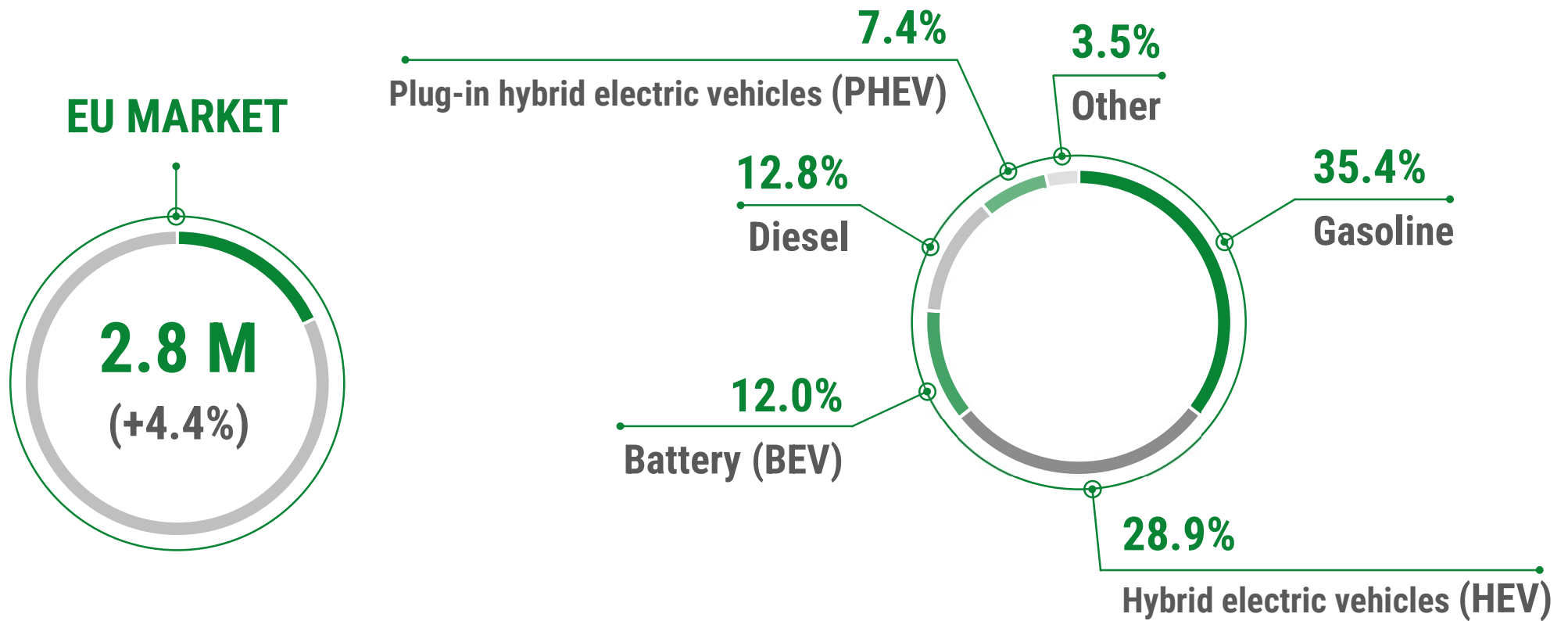


MAIN FEATURES AND FINANCIAL RESULTS Q1 2024

MAIN FEATURES Q1 2024

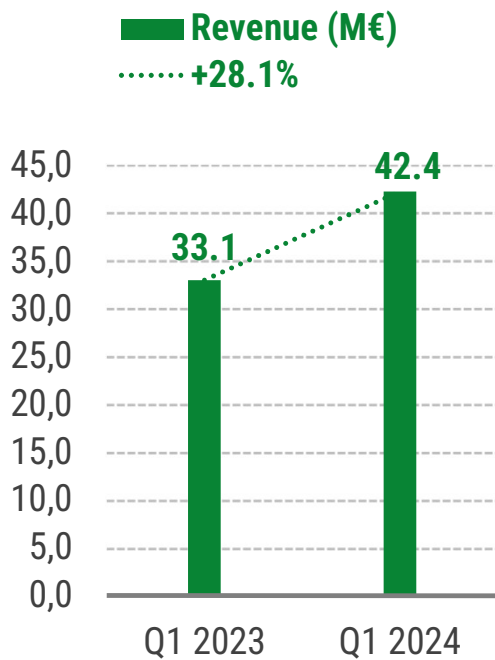


THE NEWLY REGISTERED CAR MARKET

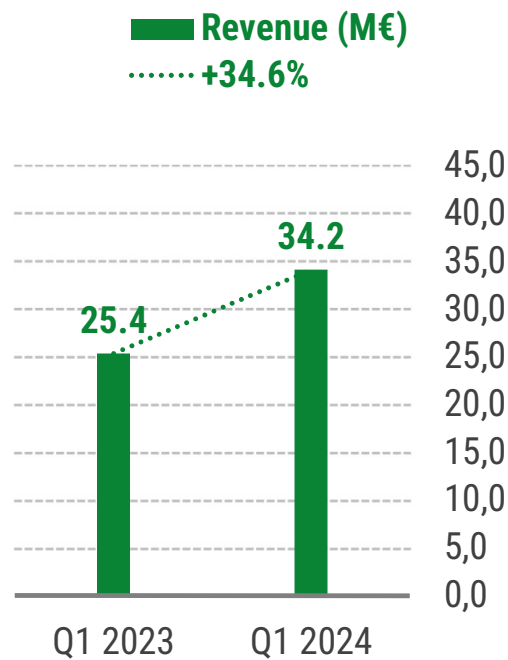


OPERATING REVENUE

AD PLASTIK GROUP

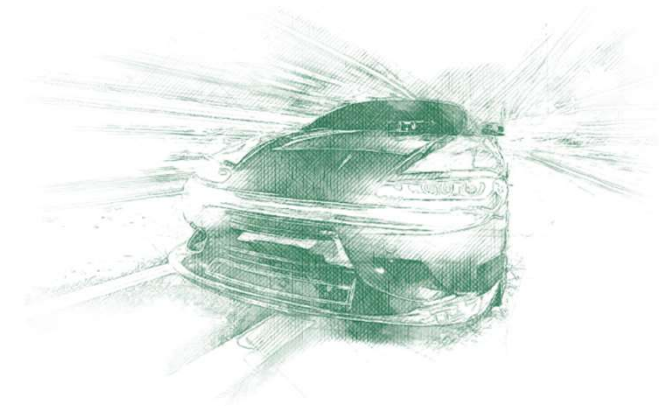


AD PLASTIK D.D.



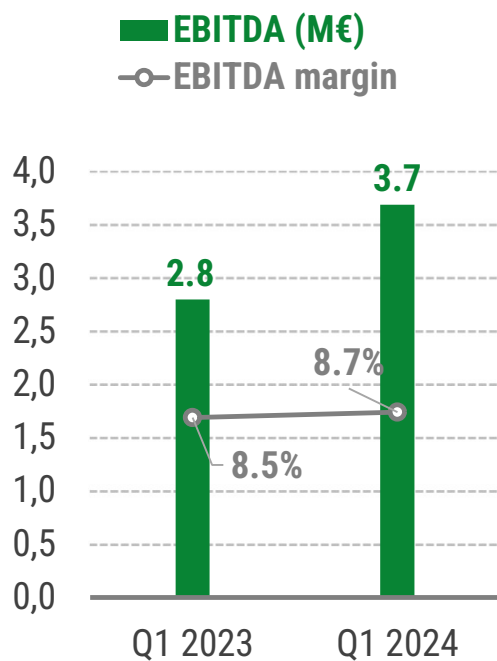
EFFECT ON REVENUE

- GROWTH IN CUSTOMER ORDERS
- TOOL SALES FOR NEW PROJECTS

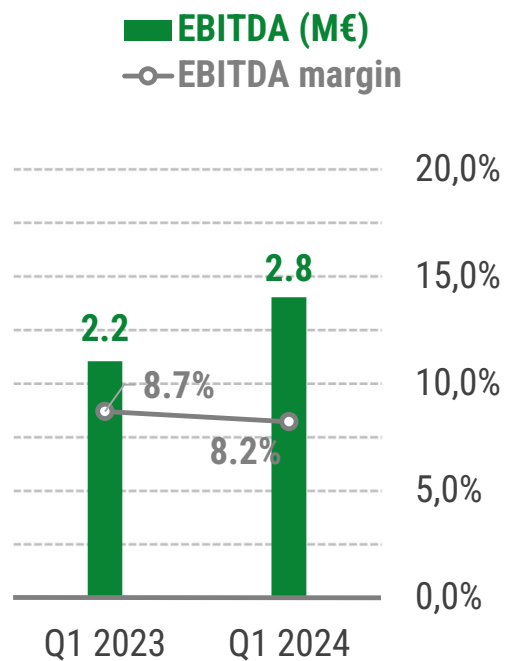


EBITDA

AD PLASTIK GROUP

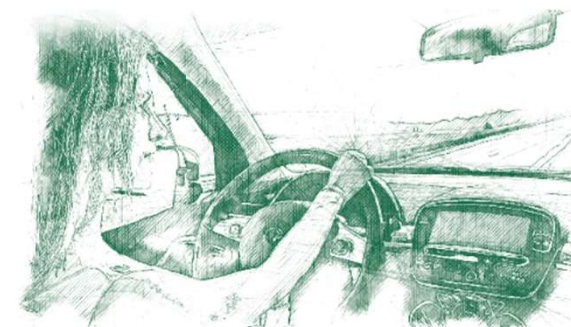


AD PLASTIK D.D.



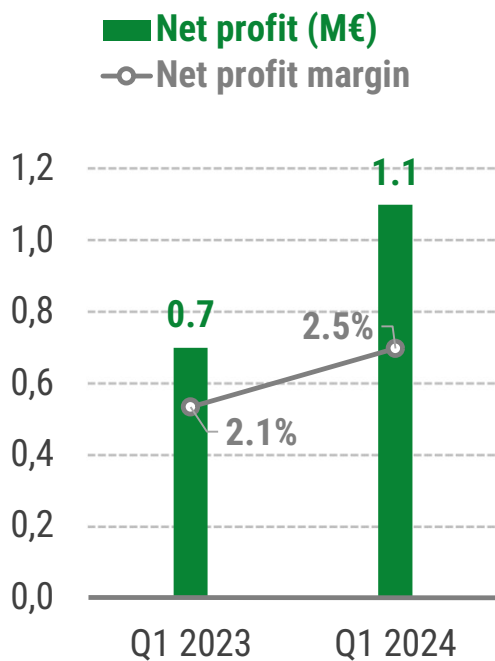
EFFECT ON EBITDA

- REVENUE GROWTH
- TOOL EFFECT
- INDUSTRIALIZATION OF NEW PROJECTS

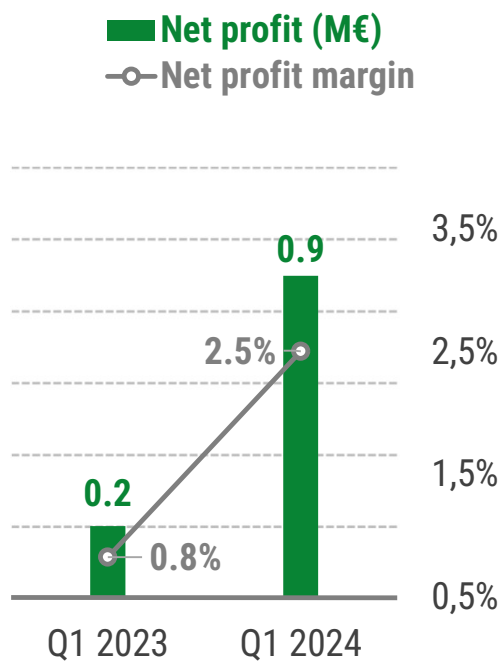


NET PROFIT

AD PLASTIK GROUP



AD PLASTIK D.D.



EFFECT ON NET PROFIT

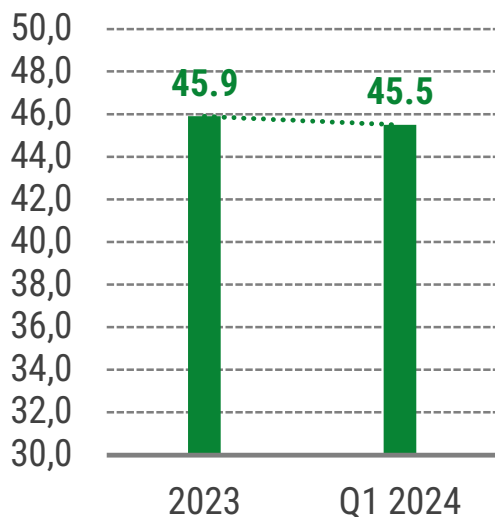
- EBITDA-RELATED EFFECTS
- LESS SHARE IN EAPS PROFIT



NET FINANCIAL DEBT

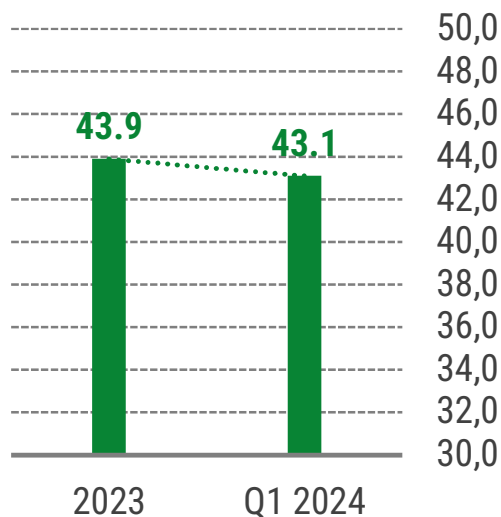
AD PLASTIK GROUP

■ NFD (M€)
..... -0.9%



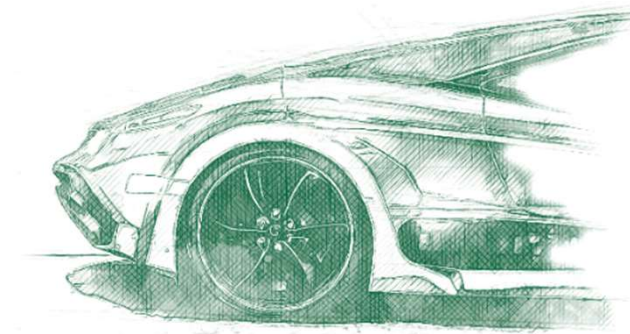
AD PLASTIK D.D.

■ NFD (M€)
..... -1.8%



EFFECT ON DEBT

- FINANCING OF NEW PROJECTS
- REGULAR REPAYMENT OF EXISTING DEBT



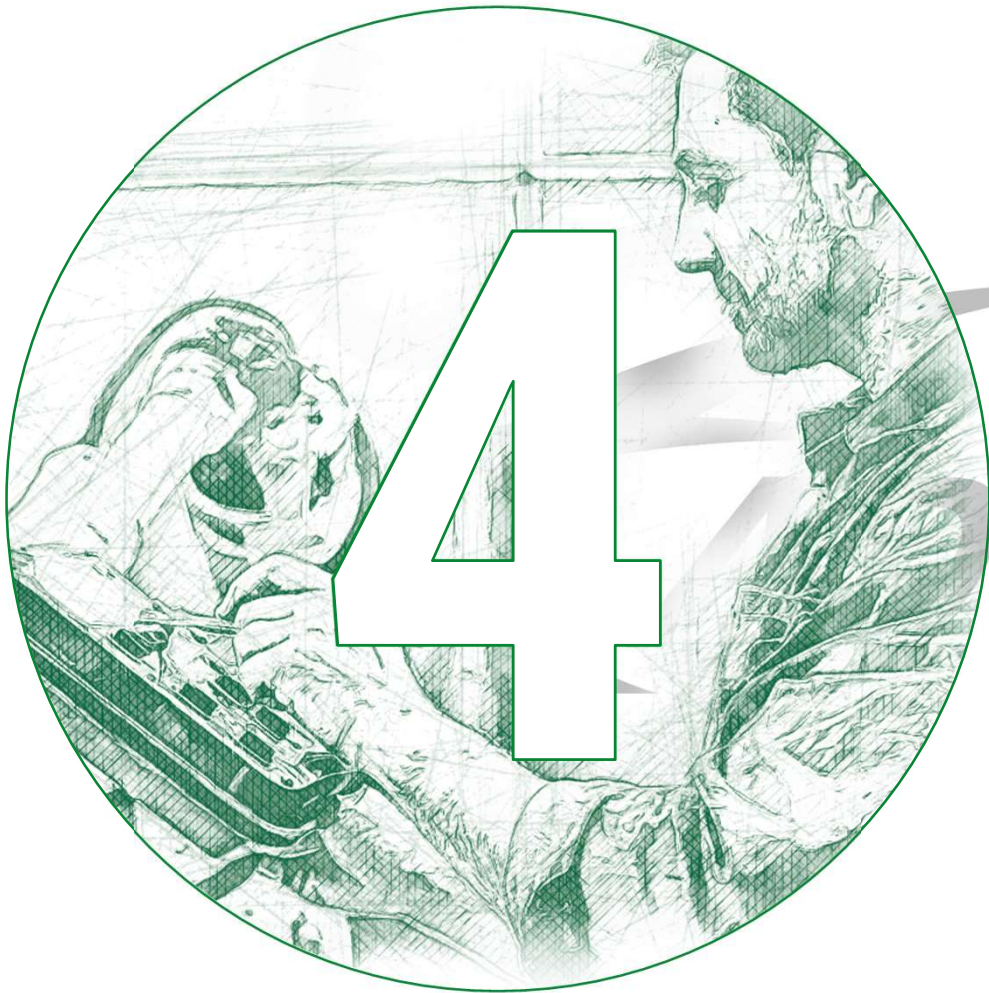
AFFILIATED COMPANY EAPS (JV)

3

REVENUE	25.5 M€
EBITDA	2.2 M€
EBITDA MARGIN	8.6%
NET PROFIT	1.2 M€
CAPEX	3.2 M€
CASH ON ACCOUNT	8.1 M€



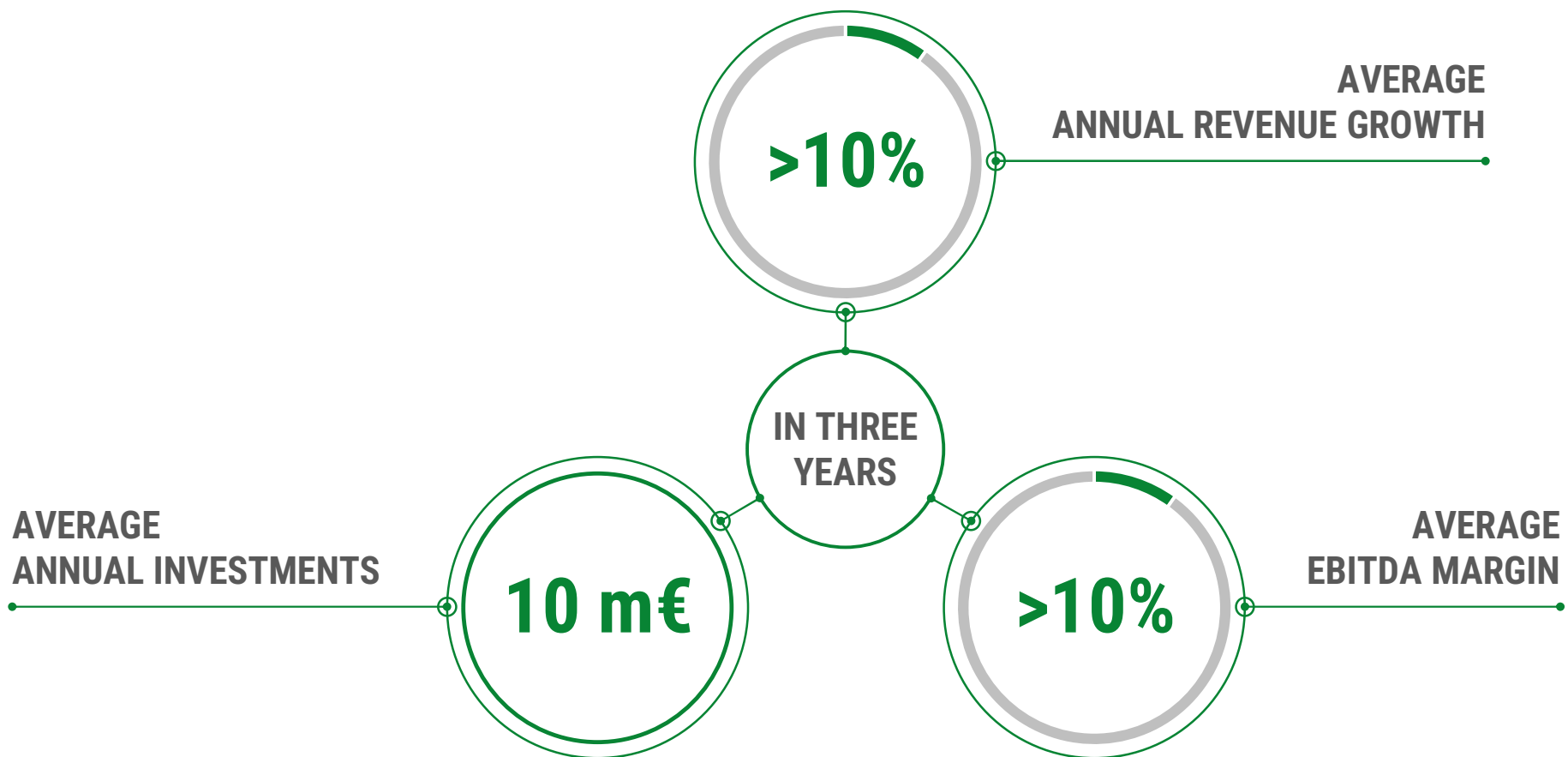
- VEHICLE MODEL REPLACEMENT
- COSTS OF START OF PRODUCTION
- EXPECTED REVENUE GROWTH



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EXPECTATIONS

EXPECTATIONS





QUESTIONS & ANSWERS