



# RESULTS FOR 2024 AND THE FIRST QUARTER OF 2025

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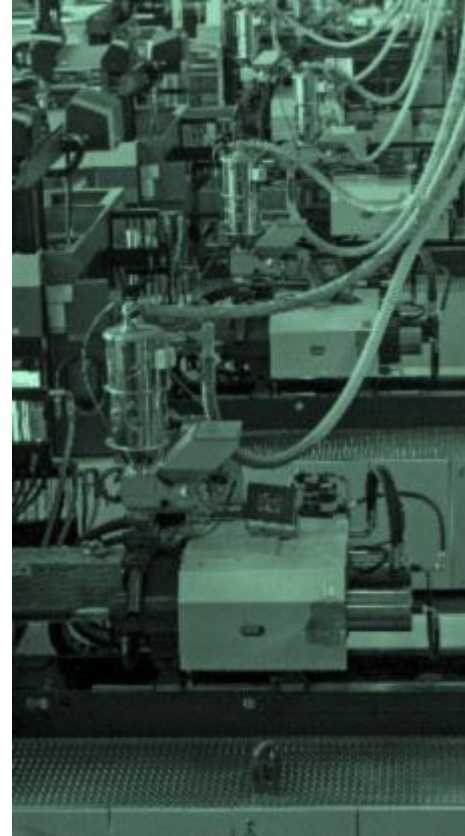


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# REVIEW OF 2024



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**A**

**SEALED DEALS WORTH  
EUR 54.8 MILLION**

**DELEVERAGING**

**START OF SERIAL  
PRODUCTION**

**MAIN  
FEATURES  
2024**

**IMPACT OF EAPS**

**REVENUE GROWTH  
(TOOL EFFECT)**

**PROFITABILITY  
GROWTH**

# SUSTAINABILITY INDICATORS IN 2024

## SHARE OF WOMEN

TOTAL EMPLOYEES **50.1%**



MANAGEMENT **39.3%**



TOP MANAGEMENT LEVEL **40.0%**



## 2024 vs 2023

Δ

ELECTRICITY **-2.1%**

WATER CONSUMPTION **-7.3%**

WATER DISCHARGE **-7.4%**

PROPORTION OF RECYCLED MATERIAL **+46.0%**

WASTE RECYCLING **+101.5%**

INJURY RATE **-22.3%**

# SUSTAINABILITY INDICATORS IN 2024



**ALL EUROPEAN  
PRODUCTION SITES**

**73**



**464** POINTS



**87.63**

ESG SCORE 2023

**Bloomberg**



Discloser  
2024

**C**



**89% B**

# THE MOST IMPORTANT PROJECTS IN 2024

## DEVELOPMENT AND MANUFACTURING SUPPLIER

7

NEW

14

ACTIVE

- BUMPERS
- SPOILERS
- FRONT GRILLES
- ROOF RAILS

# THE NEWLY REGISTERED CAR MARKET



- 33.3% GASOLINE
- 30.9% HYBRIDS (HEV)
- 13.6% BATTERY ELECTRIC VEHICLES (BEV)
- 11.9% DIESEL
- 7.1% PLUG-IN HYBRID ELECTRIC VEHICLES (PHEV)
- 3.1% OTHER

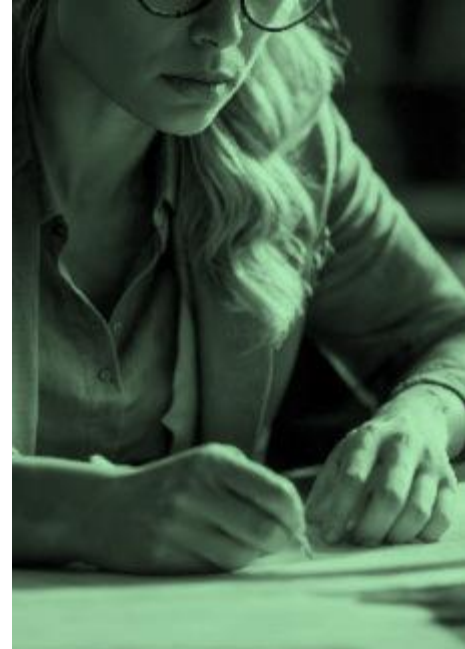
**EU  
MARKET**

**10.6 M**

(  $\Delta$  +0,8% )



# FINANCIAL RESULTS 2024

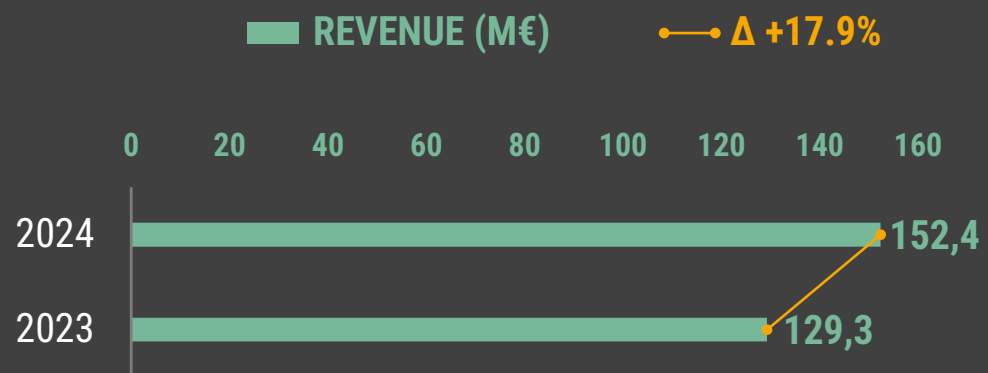


|                                     |           |
|-------------------------------------|-----------|
| <b>OPERATING REVENUE</b>            | <b>10</b> |
| <b>EBITDA</b>                       | <b>11</b> |
| <b>NET PROFIT</b>                   | <b>12</b> |
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| <b>AFFILIATED COMPANY EAPS (JV)</b> | <b>15</b> |

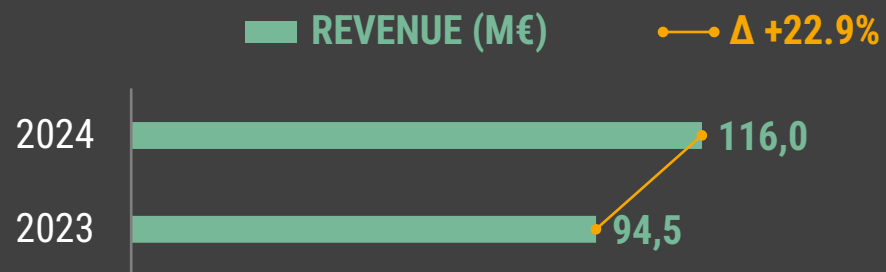
**B**

# OPERATING REVENUE

## AD PLASTIK GROUP



## AD PLASTIK D.D.

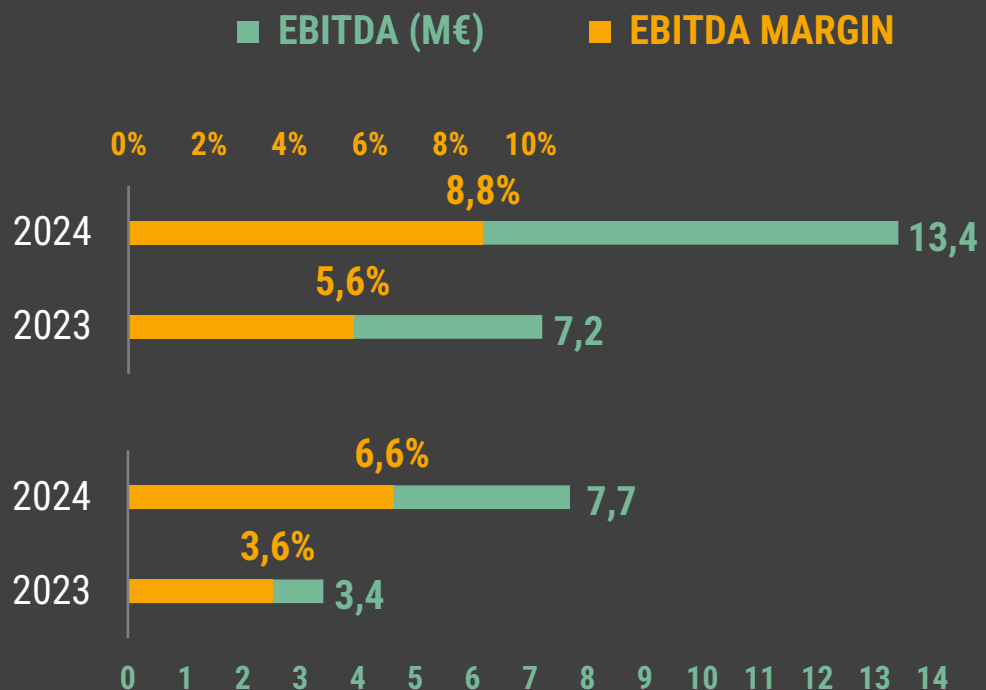


## EFFECT ON REVENUE

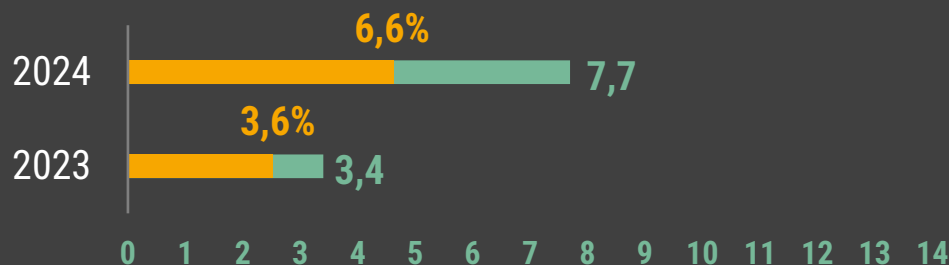
- NEW PROJECTS (TOOLS)
- ORDER GROWTH

# EBITDA

## AD PLASTIK GROUP



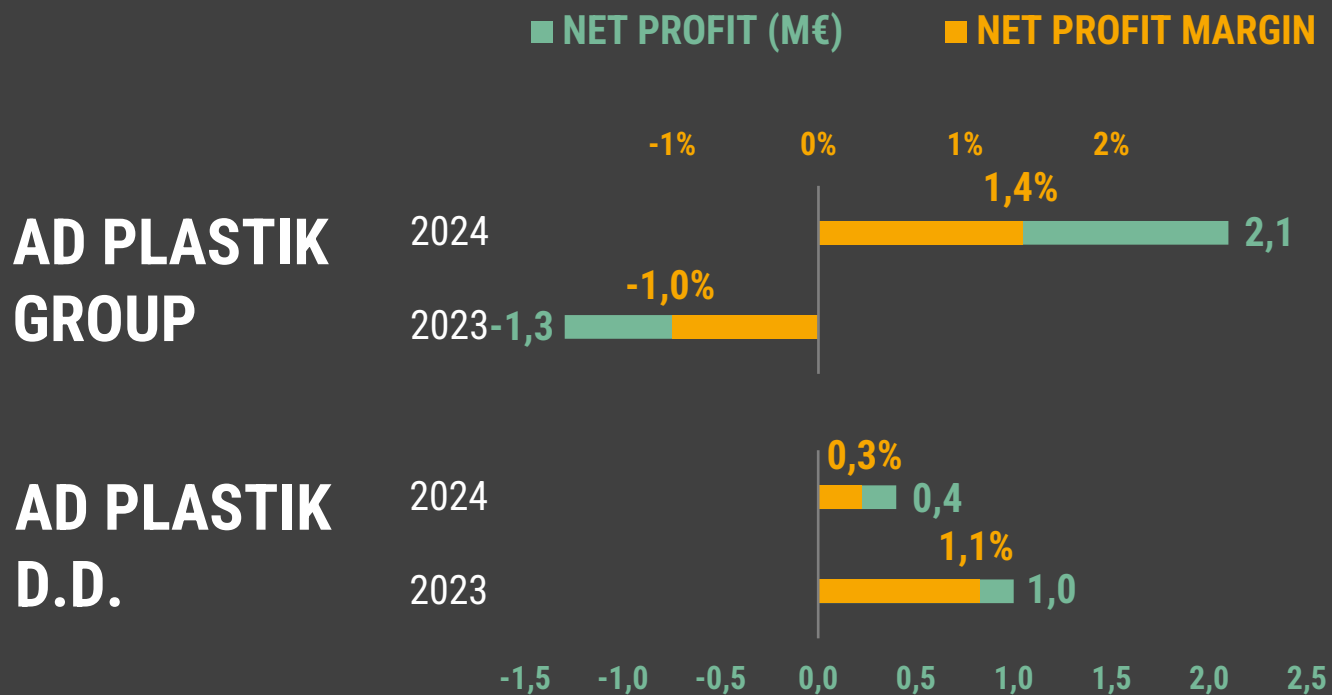
## AD PLASTIK D.D.



## EFFECT ON EBITDA

- REVENUE GROWTH
- BETTER CAPACITY UTILIZATION
- PROFITABILITY OF NEW PROJECTS
- INDUSTRIALIZATION COSTS

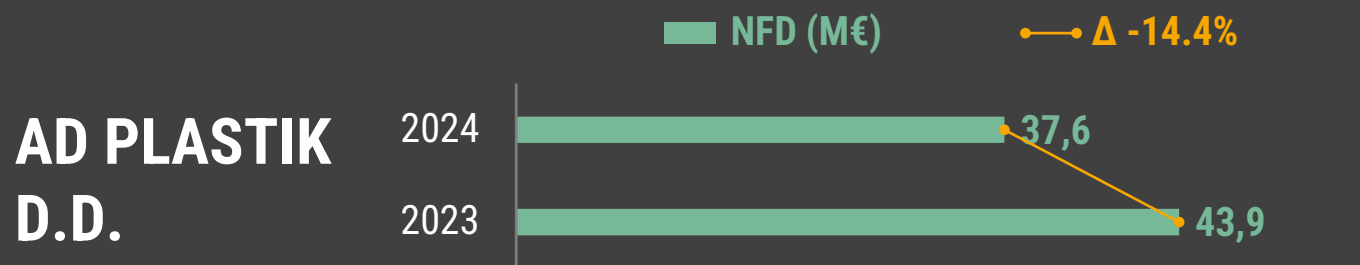
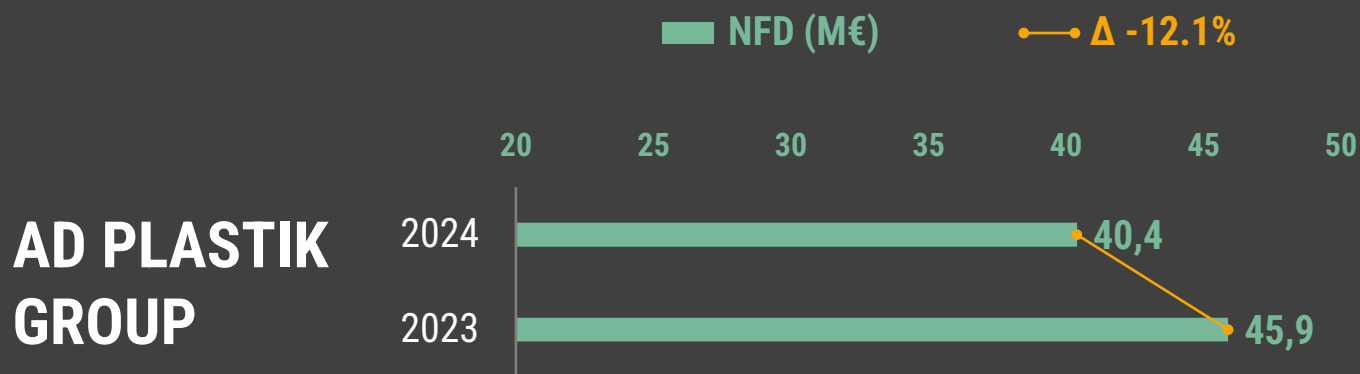
# NET PROFIT



## EFFECT ON NET PROFIT

- HIGHER EBITDA
- NEGATIVE EXCHANGE RATE DIFFERENCES
- PROFIT AND DIVIDEND OF EAPS
- IMPAIRMENT OF INVESTMENT IN ADP MLADENOVAC

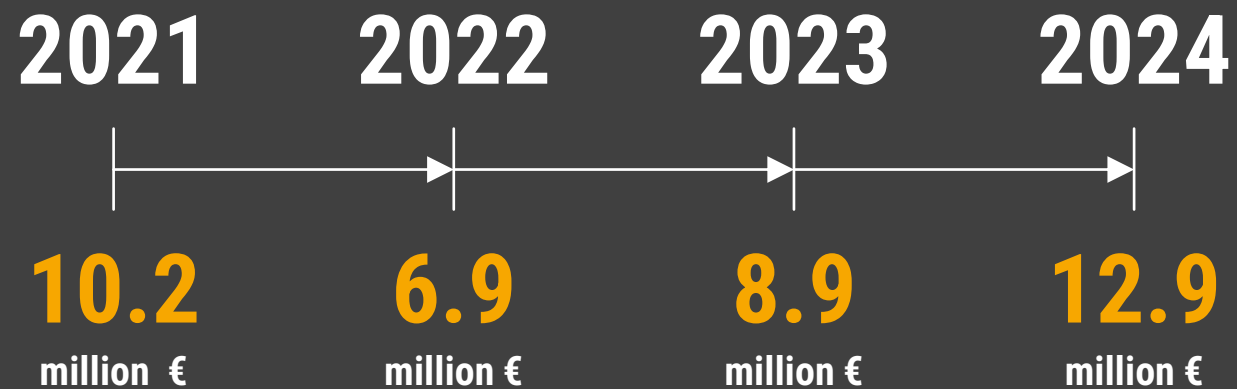
# NET FINANCIAL DEBT



## EFFECT ON DEBT

- TOOL COLLECTION
- WORKING CAPITAL

# INVESTMENTS



## CAPACITY UTILIZATION

**63%**  
EU + SERBIA

# AFFILIATED COMPANY EAPS (JV)

**130.3 M€** REVENUE

**9.9 M€** EBITDA

**7.6 %** EBITDA MARGIN

**6.2 M€** NET PROFIT

**4.3 M€** CAPEX

- MODEL CHANGE IN SERIAL PRODUCTION
- INDUSTRIALIZATION COSTS
- RENOVATION OF MACHINE PARK



# MAIN FEATURES AND FINANCIAL RESULTS Q1 2025



|  |           |
|--|-----------|
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| <b>NET FINANCIAL DEBT</b>              | <b>22</b> |
| <b>AFFILIATED COMPANY EAPS (JV)</b>    | <b>23</b> |

**C**



**EXPECTED LOWER  
TOOL REVENUE**

**DELEVERAGING AND  
RESTRUCTURING**

**NEW DEALS  
126.8 M**



**INCREASED  
CAPACITY  
UTILIZATION**

**PROFITABILITY  
GROWTH**

**POSITIVE EXCHANGE RATE  
DIFFERENCES AND EFFECTS OF EAPS**

# THE NEWLY REGISTERED CAR MARKET



- 28.7% GASOLINE
- 35.5% HYBRIDS (HEV)
- 9.5% DIESEL
- 15.2% BATTERY ELECTRIC VEHICLES (BEV)
- 7.6% PLUG-IN HYBRID ELECTRIC VEHICLES (PHEV)
- 3.4% OTHER

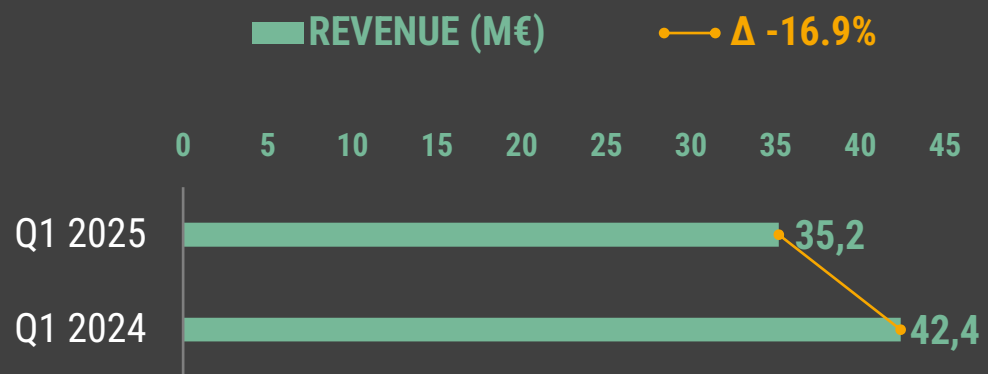
**EU  
MARKET**

**2.7 M**

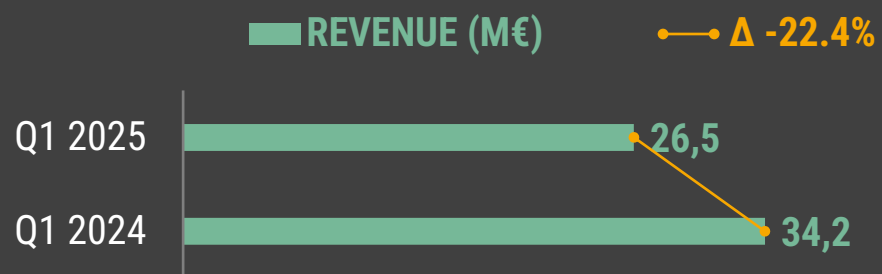
(  $\Delta$  -1.9% )

# OPERATING REVENUE

## AD PLASTIK GROUP



## AD PLASTIK D.D.

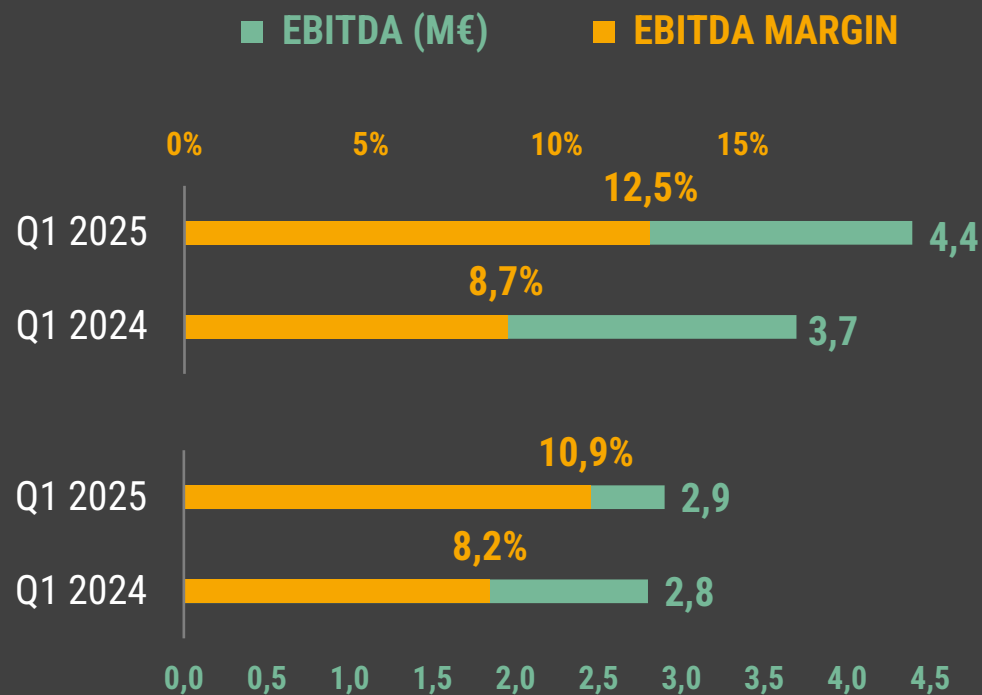


## EFFECT ON REVENUE

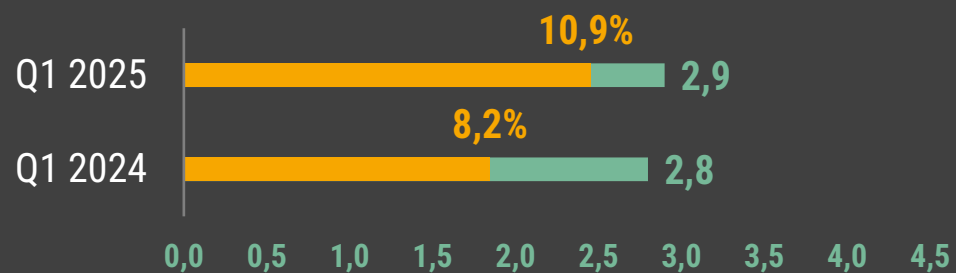
- EFFECT OF TOOLS IN 2023
- GROWTH IN REVENUE FROM SERIAL PRODUCTION

# EBITDA

## AD PLASTIK GROUP



## AD PLASTIK D.D.

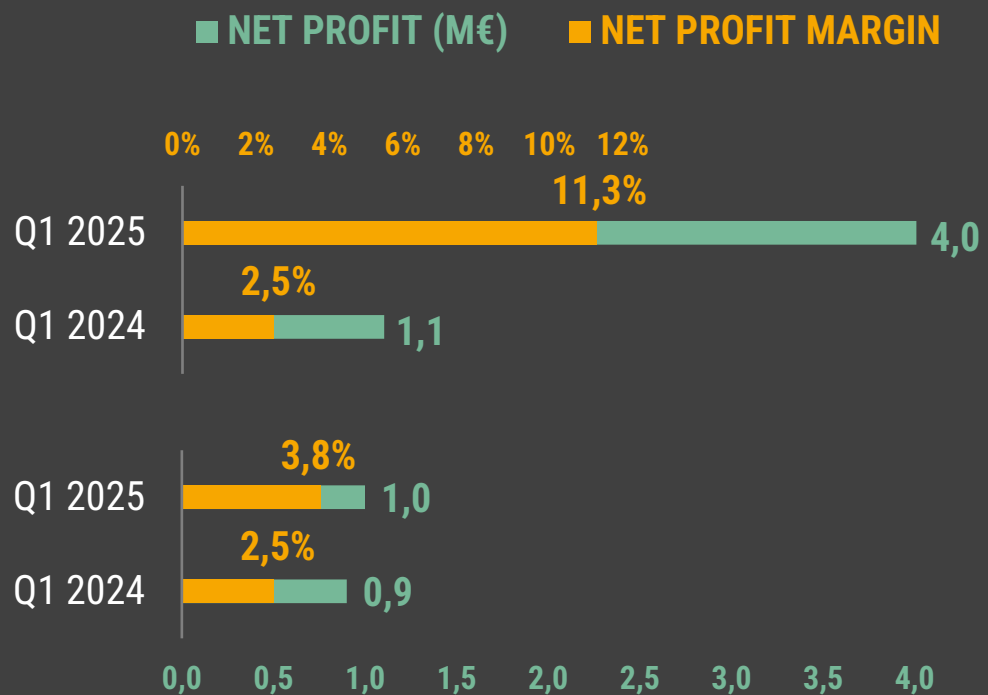


## EFFECT ON EBITDA

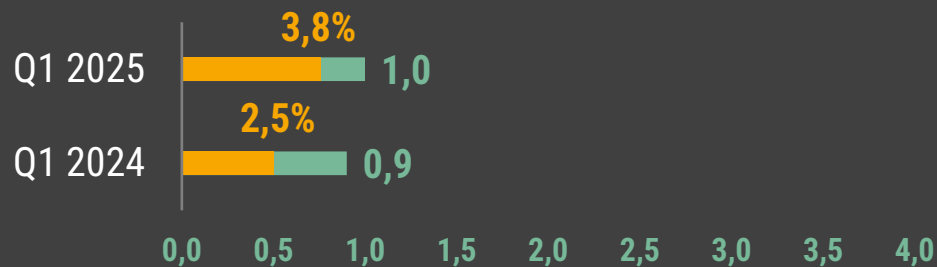
- PROFITABILITY OF NEW PROJECTS
- INCREASED CAPACITY UTILIZATION

# NET PROFIT

## AD PLASTIK GROUP



## AD PLASTIK D.D.

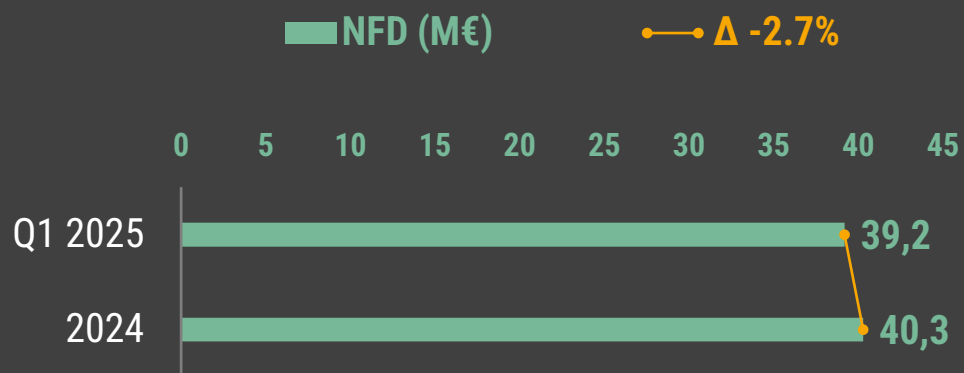


## EFFECT ON NET PROFIT

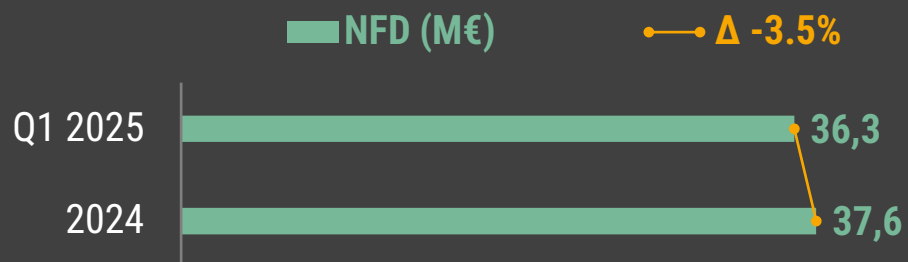
- EBITDA-RELATED EFFECTS
- EXCHANGE RATE DIFFERENCES
- EFFECTS OF EAPS

# NET FINANCIAL DEBT

## AD PLASTIK GROUP



## AD PLASTIK D.D.



## EFFECT ON DEBT

- RESTRUCTURING
- REGULAR REPAYMENT OF EXISTING DEBT

# AFFILIATED COMPANY EAPS (JV)

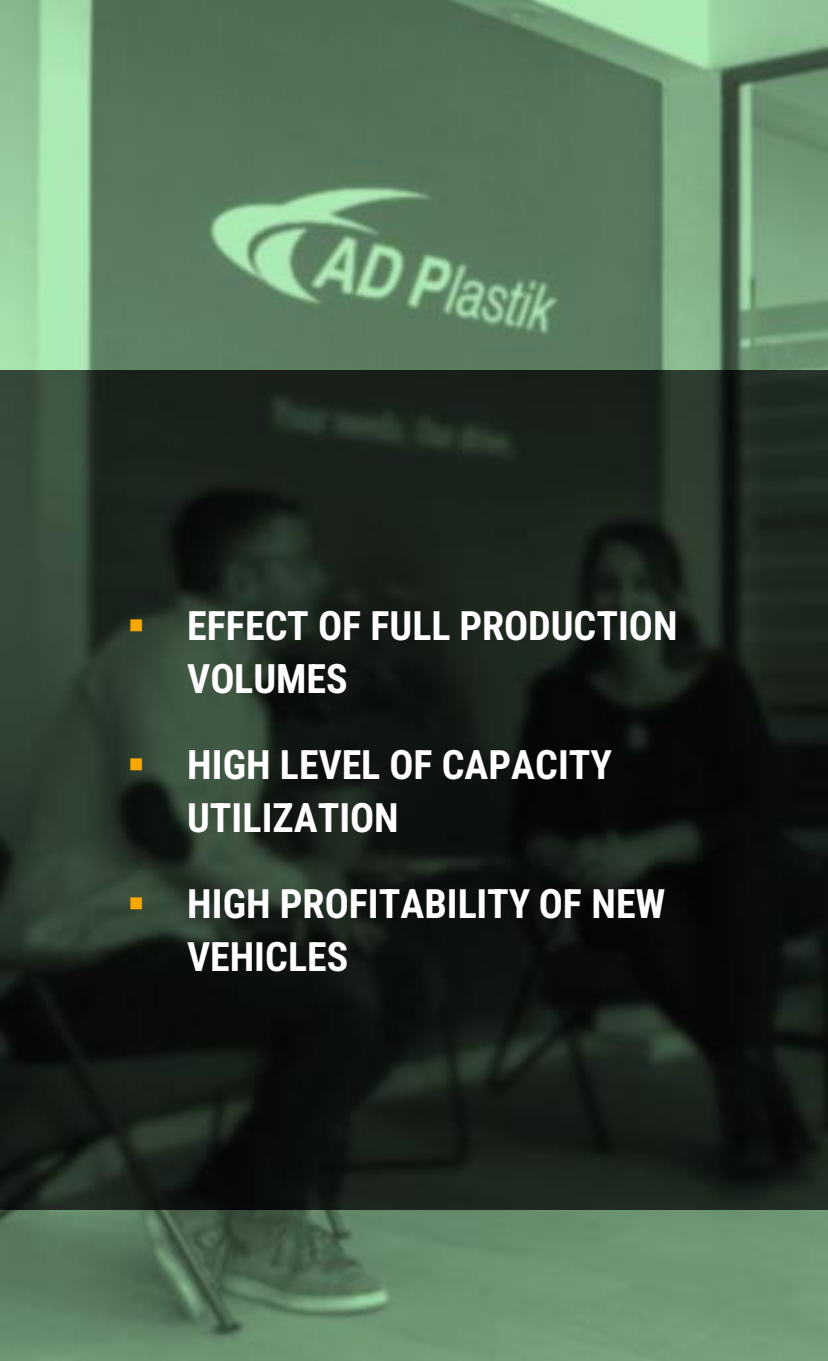
**42.4 M€** REVENUE

**6.3 M€** EBITDA

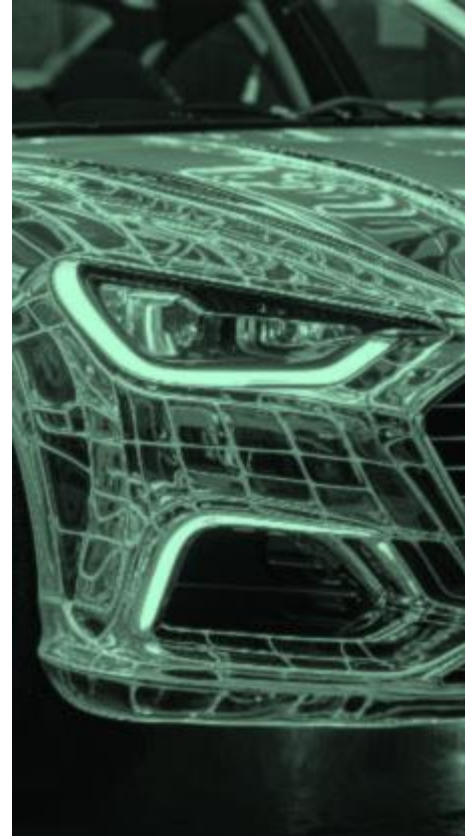
**14.9 %** EBITDA MARGIN

**4.4 M€** NET PROFIT

**0.2 M€** CAPEX

- 
- The right side of the slide features a dark green-tinted background. At the top, the AD Plastik logo is visible, consisting of a stylized 'A' and 'D' followed by the text 'AD Plastik'. Below the logo, there is a blurred image of two people sitting at a table in what appears to be a meeting or office setting. A list of three bullet points is overlaid on this background.
- EFFECT OF FULL PRODUCTION VOLUMES
  - HIGH LEVEL OF CAPACITY UTILIZATION
  - HIGH PROFITABILITY OF NEW VEHICLES

# EXPECTATIONS



EXPECTATIONS

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QUESTIONS AND ANSWERS

26

D



# EXPECTATIONS

REVENUE GROWTH  
(FROM OWN PRODUCTS)

6%

CAPEX

5 mil.€

EBITDA  
MARGIN

12%

ANNUALLY

IN THE NEXT  
THREE YEARS

# QUESTIONS AND ANSWERS

