AD Plastik

Investor Days of the LJSE and ZSE - CEE Investment Opportunities, December 2021

Contents

AD Plastik Group at a glance

Leading Croatian automotive supplier

Car components development and production

> 35 years of experience

> **2800** employees

8 production sites in 5 countries

Headquarters : **Solin, Croatia**

2020 FIGURES

Revenue	HRK **1,219** million
EBITDA	HRK **166** million
Net profit	HRK **47** million
Total assets	HRK **1,541** million

SHARE LISTING

Zagreb Stock Exchange	**Prime market**
Ordinary shares	**4,199,584**
Mcap (as of 30 Sep 2021)	HRK **737** million

Corporate matrix

AD Plastik d.d.
Solin, Croatia

- AD Plastik, Solin, Croatia
- AD Plastik, Zagreb I, Croatia
- AD Plastik, Zagreb II, Croatia

100%	**AO AD Plastik Togliatti** Vintai, Samara, Russia
100%	**ZAO AD Plastik Kaluga** Kaluga, Russia
100%	**ADP d.o.o.** Mladenovac, Serbia
100%	**AD Plastik Tisza Ltd.** Tiszaújváros, Hungary
100%	**AD Plastik d.o.o.** Novo Mesto, Slovenia
50%	**Euro Auto Plastic Systems s.r.l.** Mioveni, Romania

Included in consolidation

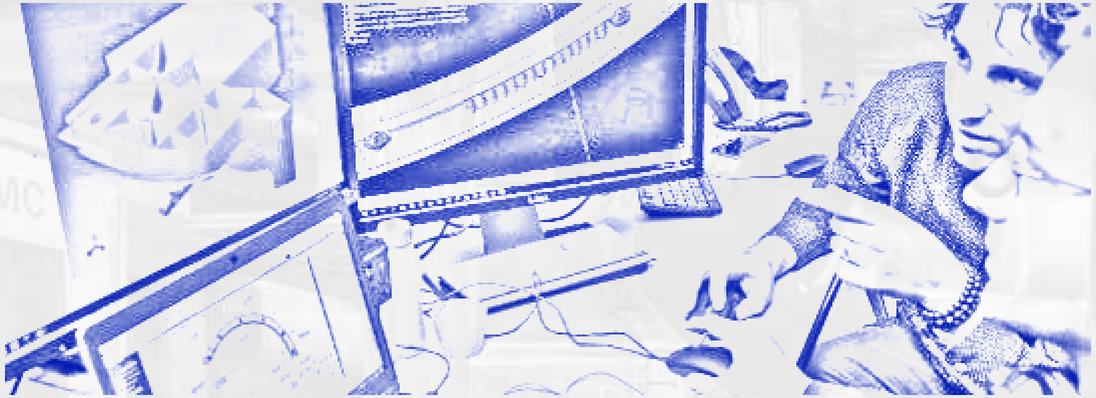
Development and technologies

Research and development…

Headquarters in Solin, Croatia

More than 100 engineers employed

- concept, product and process development
- project management
- modern tools and technologies



…use of different technologies…

Injection moulding	
Painting	
Thermoforming, non-woven textile	
Extrusion	
Blow moulding	

Products

...to the final product

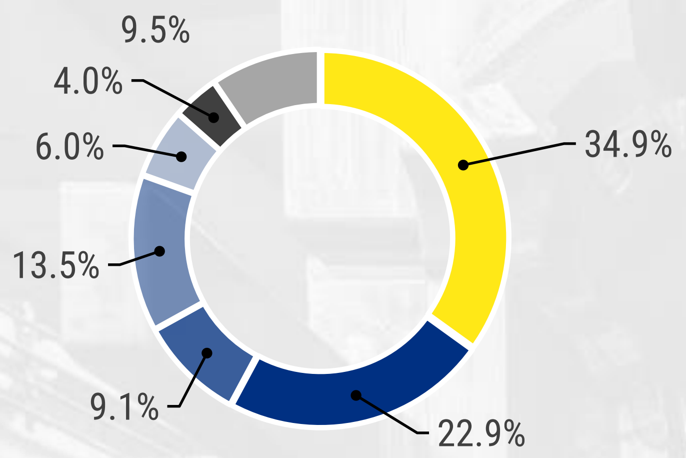
Examples of exterior components

Examples of interior components

Key markets: EU and Russia

AD Plastik

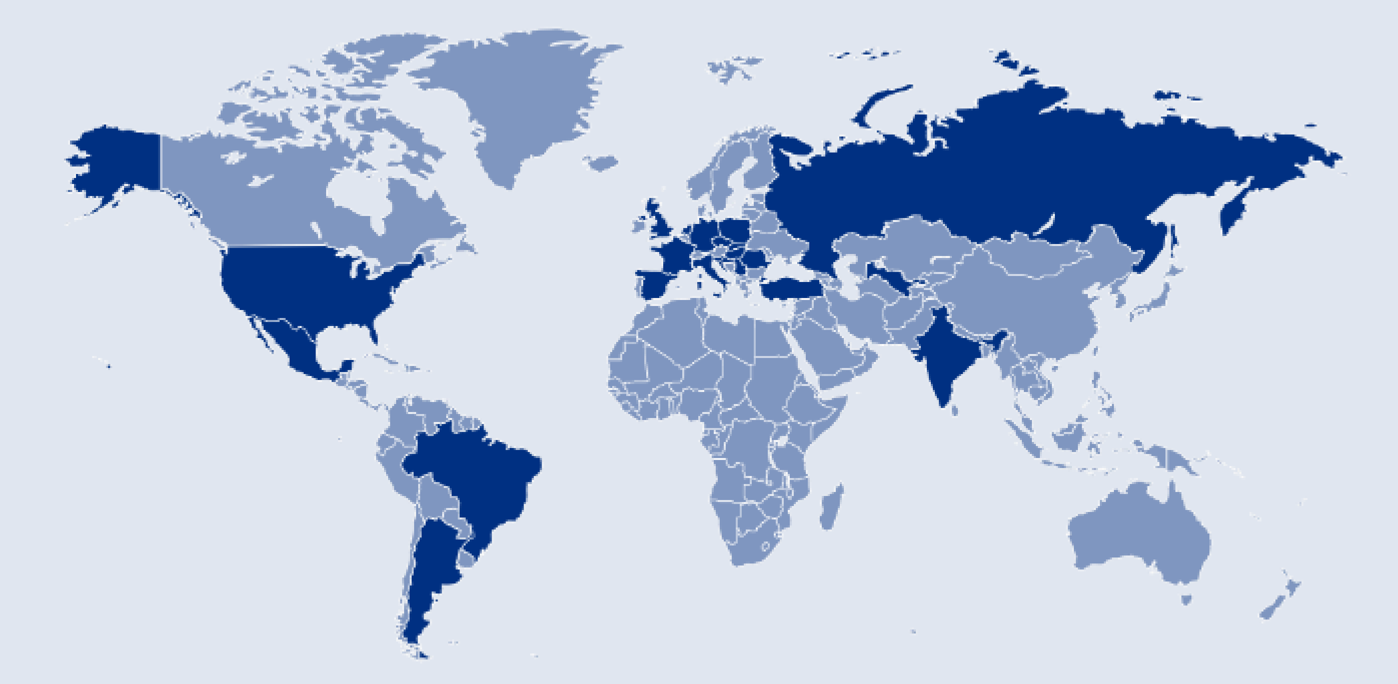
Sales per markets in 2020



Slovenia · Russia · France · Other · Hungary · Germany · Romania

Turnover 2020:

- EU plus Serbia 78%
- Russia 22%



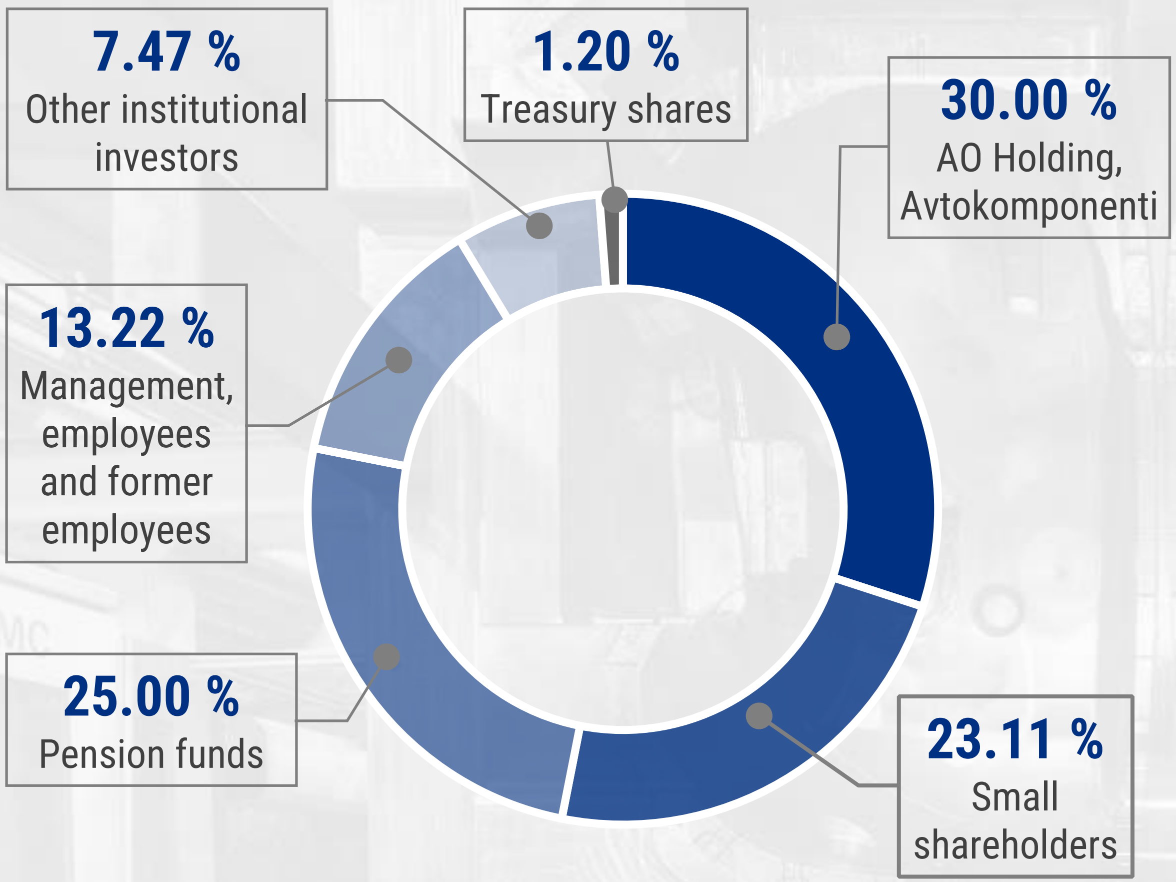
Argentina	Czech Rep.	India	Germany	Russia	Slovenia	UK
Brazil	France	Italy	Poland	Serbia	Spain	USA
Croatia	Hungary	Mexico	Romania	Slovakia	Turkey	Uzbekistan

> 80 car models

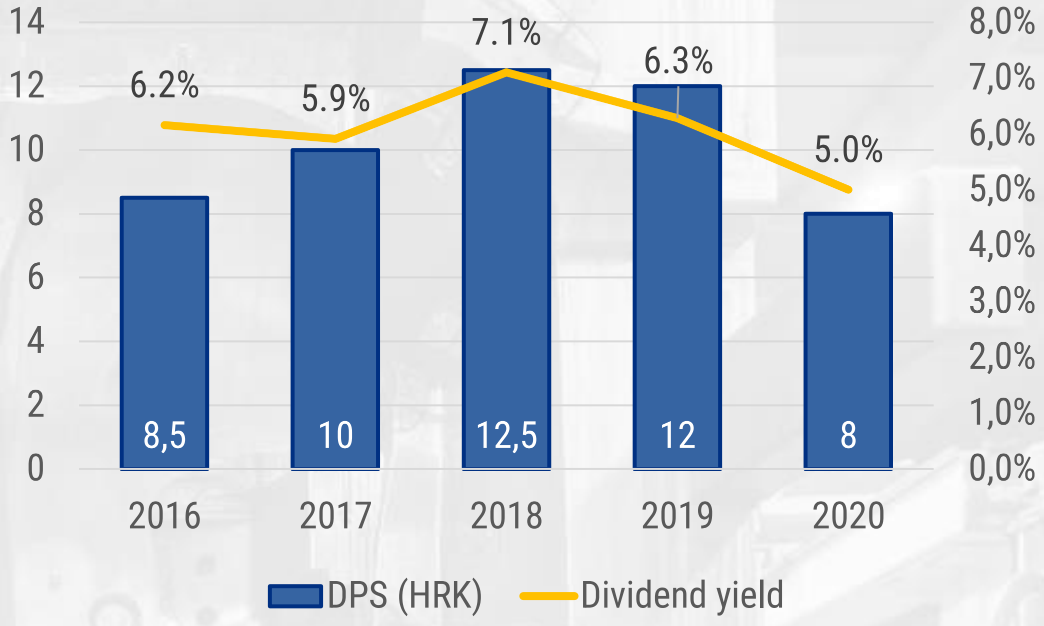
> 20 delivery countries

Stable ownership structure

Ownership structure as of September 30, 2021



Dividend movements

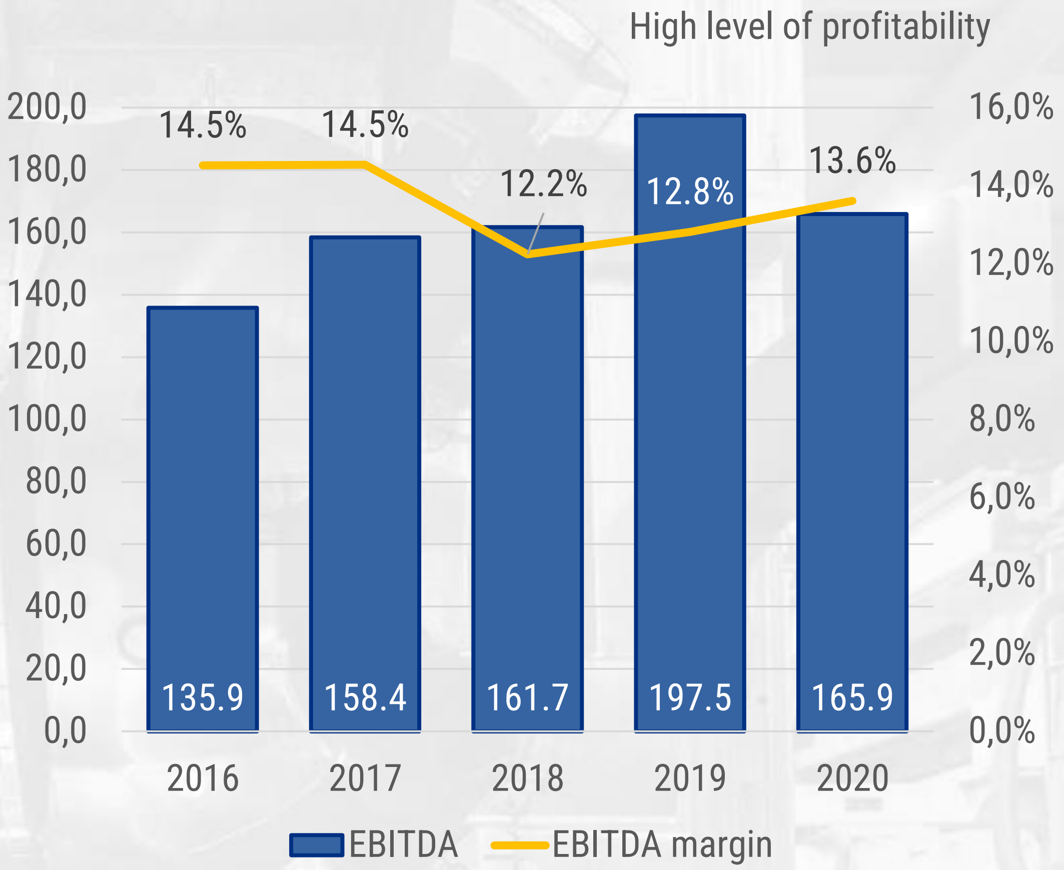


DIVIDEND POLICY
PAYOUT > 50 %

Financial performance

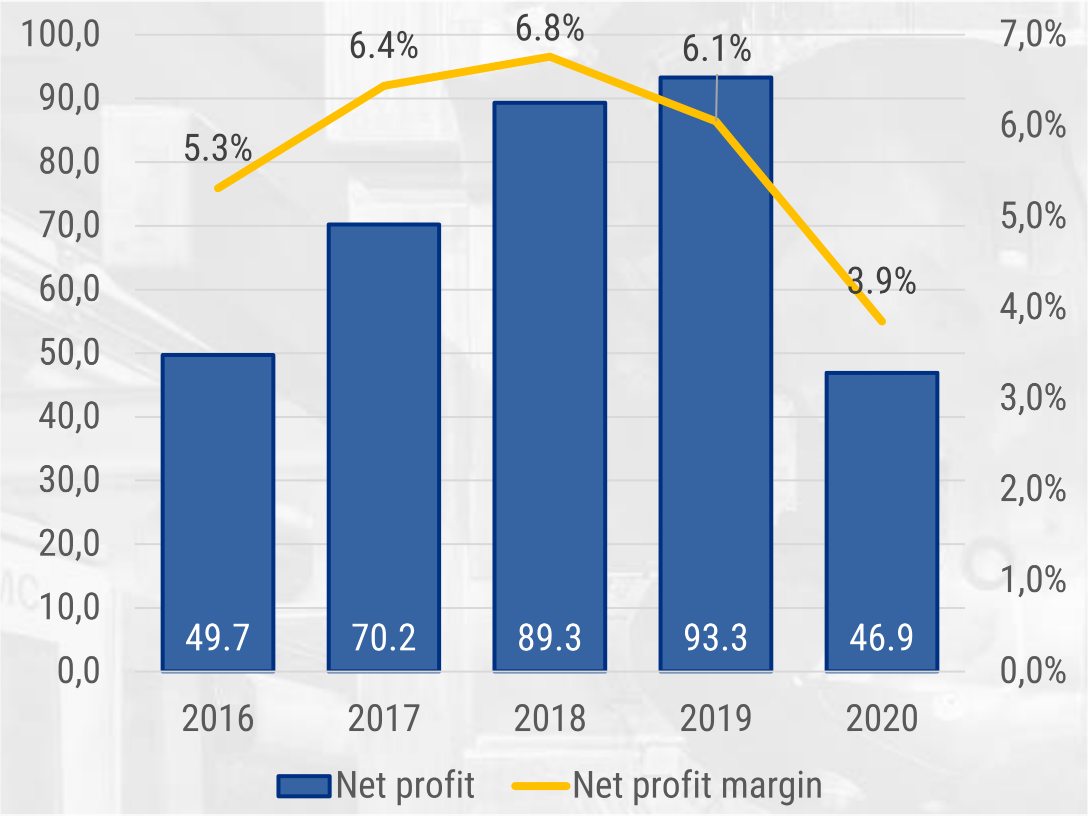
Revenue, HRK million

EBITDA, HRK million



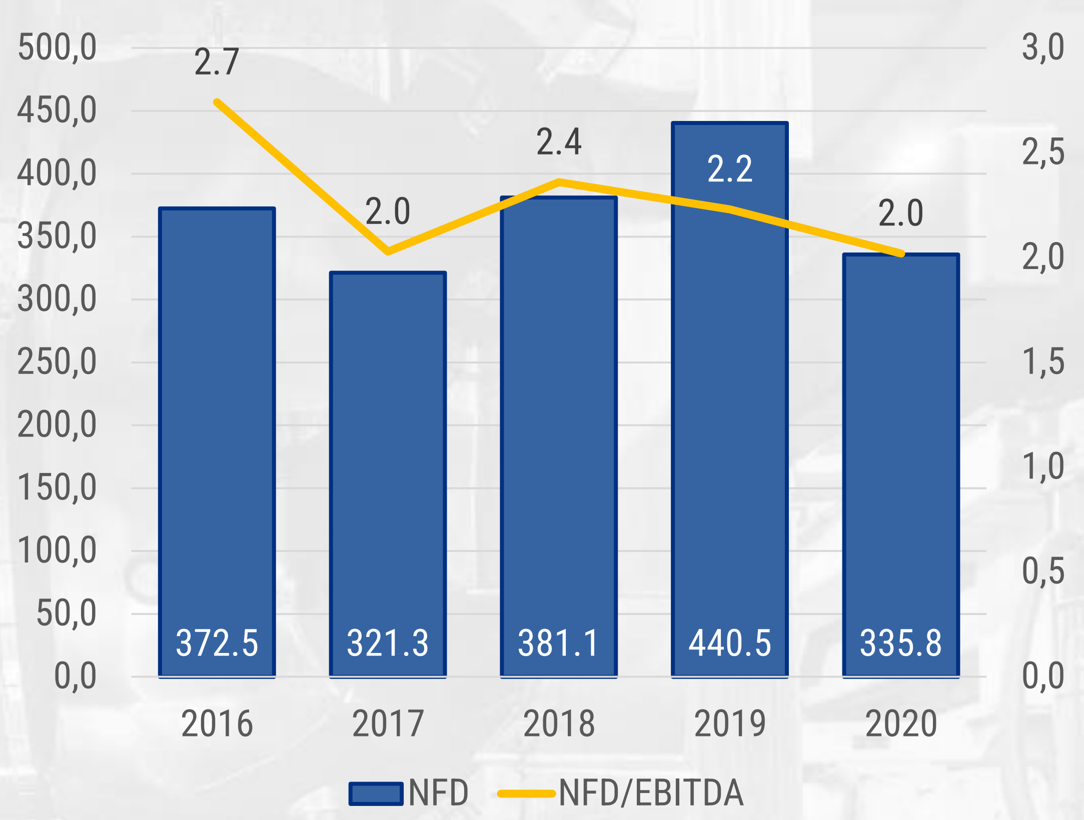
Financial performance

Net profit, HRK million



Net financial debt, HRK million

Stable financial position



Corporate social responsibility is our choice

WE SUPPORT
UN GLOBAL COMPACT
from 2013

- 4th Integrated Annual Report (GRI Standards)
- 8th Sustainability Report

AWARDS

- HRIO award in the category of large companies 2021
- Golden Key - The best large exporter in 2019
- Green Frog Award 2019 for the best Sustainability Report


ecovadis

AD PLASTIK DD (GROUP)
has been awarded a
Platinum medal
as a recognition of their EcoVadis Rating
-OCTOBER 2021-

PLATINUM Top 1%
2021 ecovadis Sustainability Rating

Valid until: October 2022

2021 Ecovadis Evaluation result	**76**
2020 Bloomberg ESG disclosure score	**69.83**

Main features 9M 2021

- ↓ Shortage of semiconductors in the market
- ↓ Revenue decline
- → Stable financial position preserved
- ↑ New deals sealed
- ↑ Dividend paid out
- ↑ 38 active projects

Automotive market 9M 2021

European market

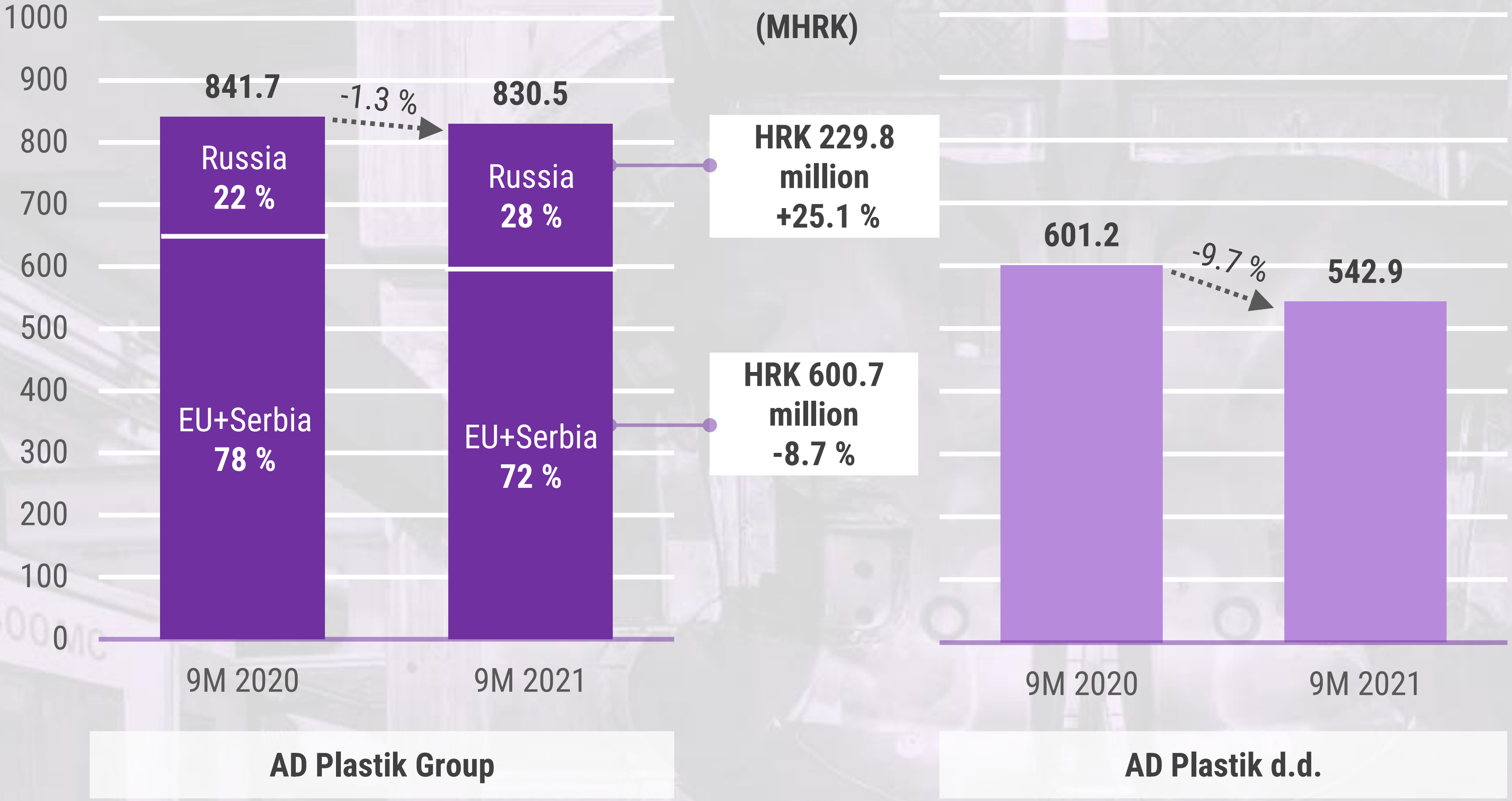
Stellantis	VW Group	Renault Group	Ford
+8.3%	**+8.1%**	**-6.5%**	**-11.2%**

Russian market

Renault-Nissan-Mitsubishi Alliance	VW Group
+6.3%	**+8.8%**

European market	Russian market
Number of newly registered cars	Number of newly registered cars
7.5 M (+6.6%)	**1.3 M (+15.1%)**
Expectations 2021 (ACEA)	Expectations 2021 (AEB AMC)
+10%	**+9.8%**

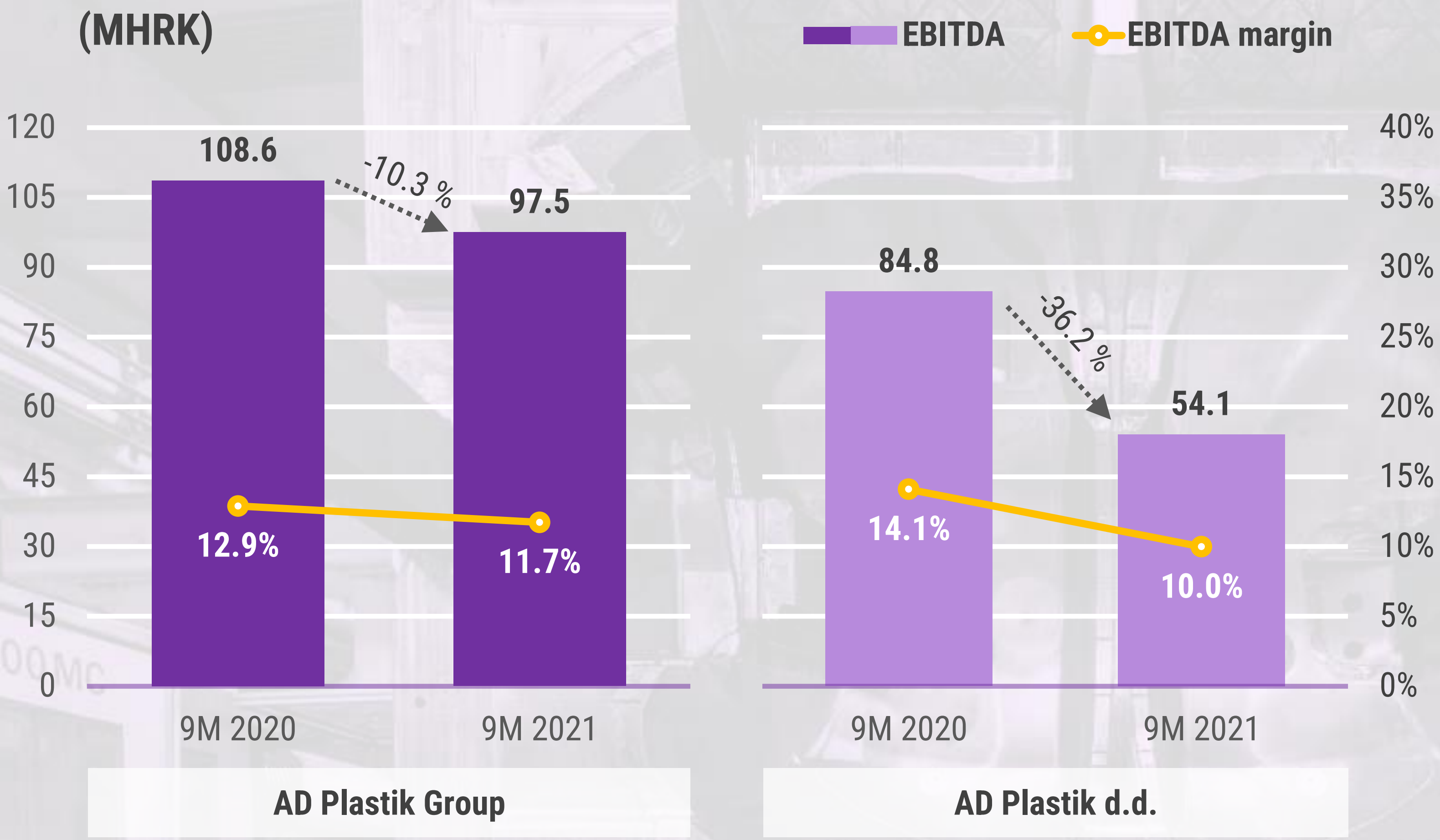
Financial performance - Revenue



Impact on revenue

- Shortage of semiconductors
- Russian market

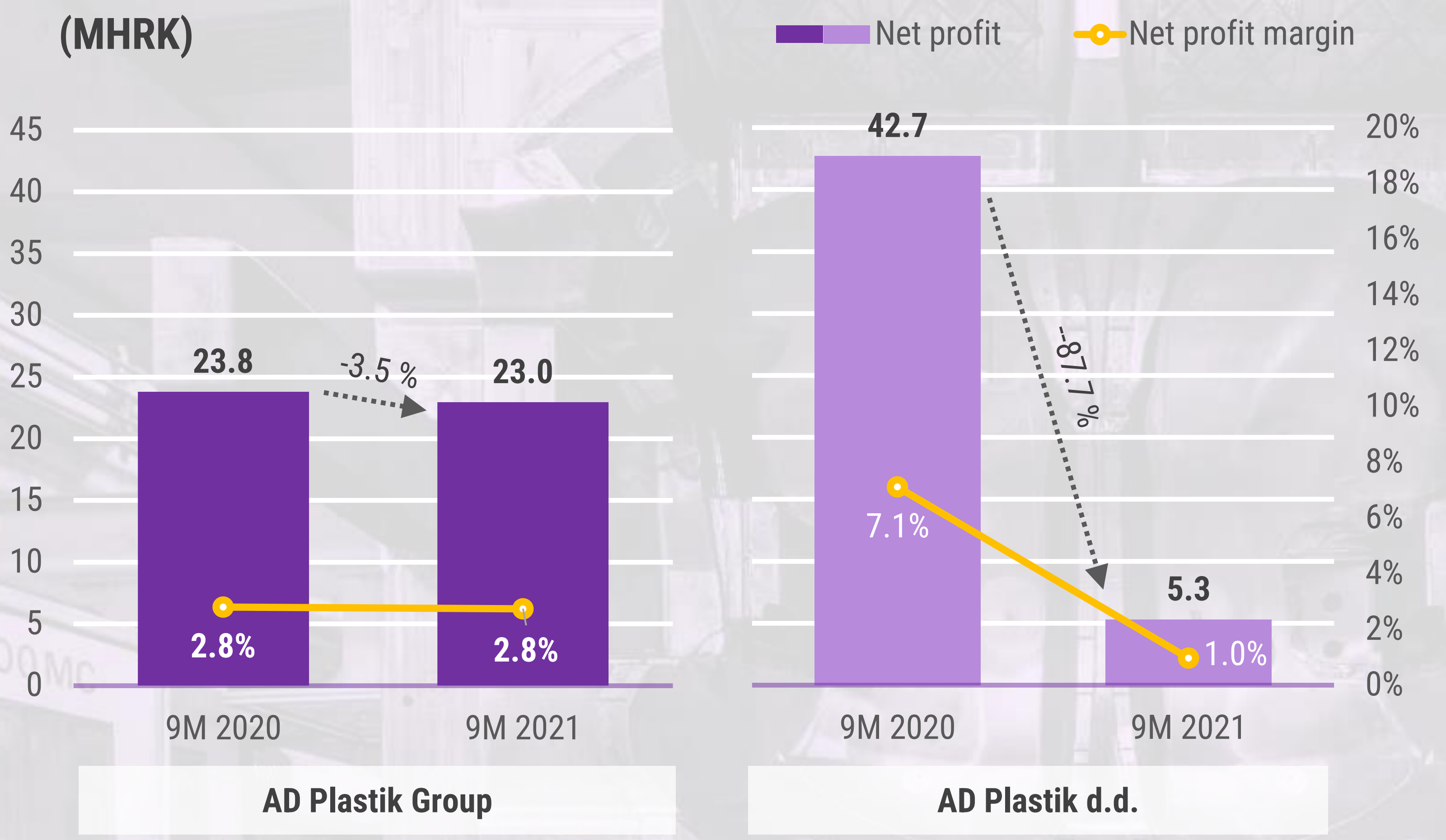
Financial performance - EBITDA



Impact on EBITDA

- Shortage of semiconductors
- One-time effects 2020

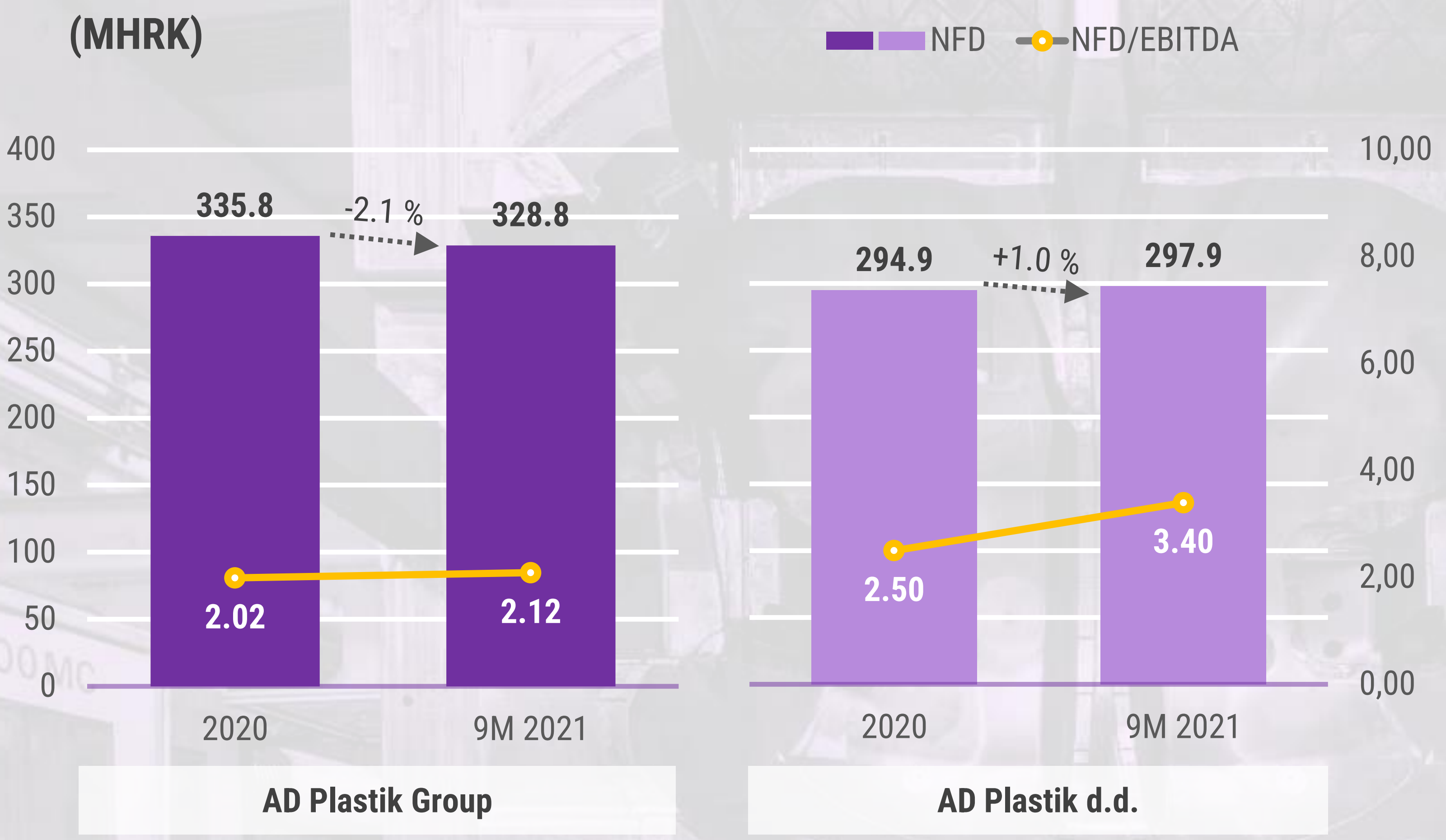
Financial performance - Net profit



Impact on net profit

- EBITDA impact
- Positive net financial result
- Decreased dividend income

Financial performance - Debt



Impact on debt

- Regular loan repayment
- Lower EBITDA

Financial performance - Investments

9M 2020	9M 2021
40 MHRK	**44** MHRK

Financial performance - affiliated company EAPS (JV)

REVENUE HRK 382.7 million (+1.4 %)

EBITDA HRK 34.0 million (-20.8 %)

EBITDA margin 8.9 %

PROFIT HRK 15.6 million (-22.5 %)

- Lack of semiconductors
- No financial debt
- Capex HRK 11.1 million
- Cash on account HRK 81.7 million

Sealed deals worth EUR 104 million

European market • EUR 79.9 million

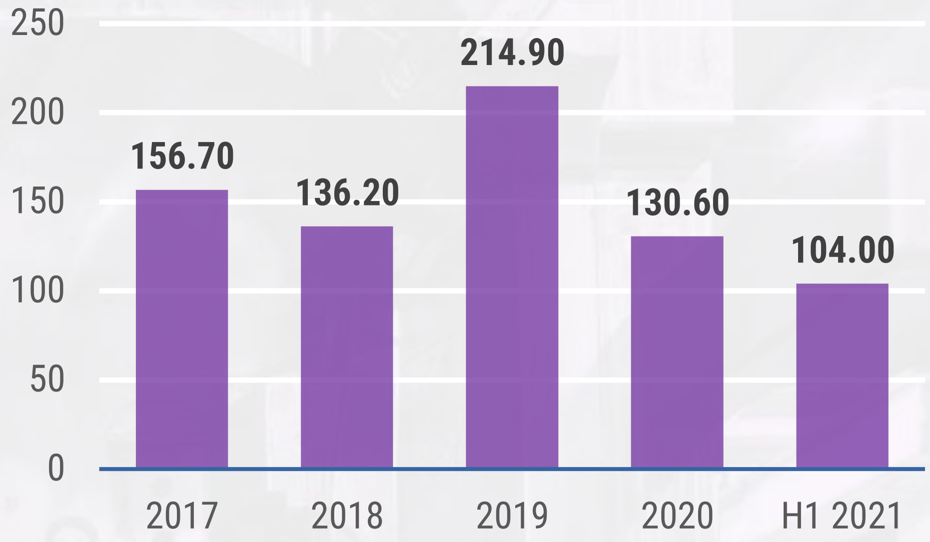
Stellantis Group

Russian market • EUR 24.1 million

Renault-Nissan-Avtovaz Alliance

VW Group

Sealed deals 2017 – 2021 (M€)



> 740 M€

Challenges

Lack of semiconductors

Pandemic

Raw material price increase