

**PRIMEPlus Investment Webcast ZSE, September 2021**

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■ Business

■ Main features and financial results H1 2021

■ Outlook 2021

## Leading Croatian automotive supplier

Car components development and manufacturing



**>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 Jun 2021) HRK **815** million



# Five subsidiaries in 100 pct ownership plus Romanian JV

## AD Plastik d.d.

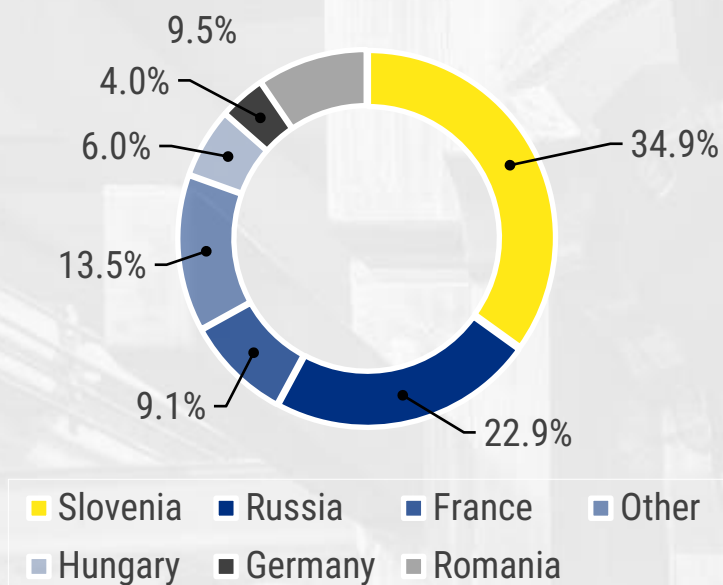
Solin, Croatia

	AD Plastik, Solin, Croatia
	AD Plastik, Zagreb I, Croatia
	AD Plastik, Zagreb II, Croatia
100%	<b>AO AD Plastik Togliatti</b> Vintai, Samara, Russia
100%	<b>ZAO AD Plastik Kaluga</b> Kaluga, Russia
100%	<b>ADP d.o.o.</b> Mladenovac, Serbia
100%	<b>AD Plastik Tisza Ltd.</b> Tiszaújváros, Hungary
100%	<b>AD Plastik d.o.o.</b> Novo Mesto, Slovenia
50%	<b>Euro Auto Plastic Systems S.R.L.</b> Mioveni, Romania



# Key markets: EU and Russia

Sales per markets in 2020



**Turnover 2020:**

- EU plus Serbia 78%
- Russia 22%

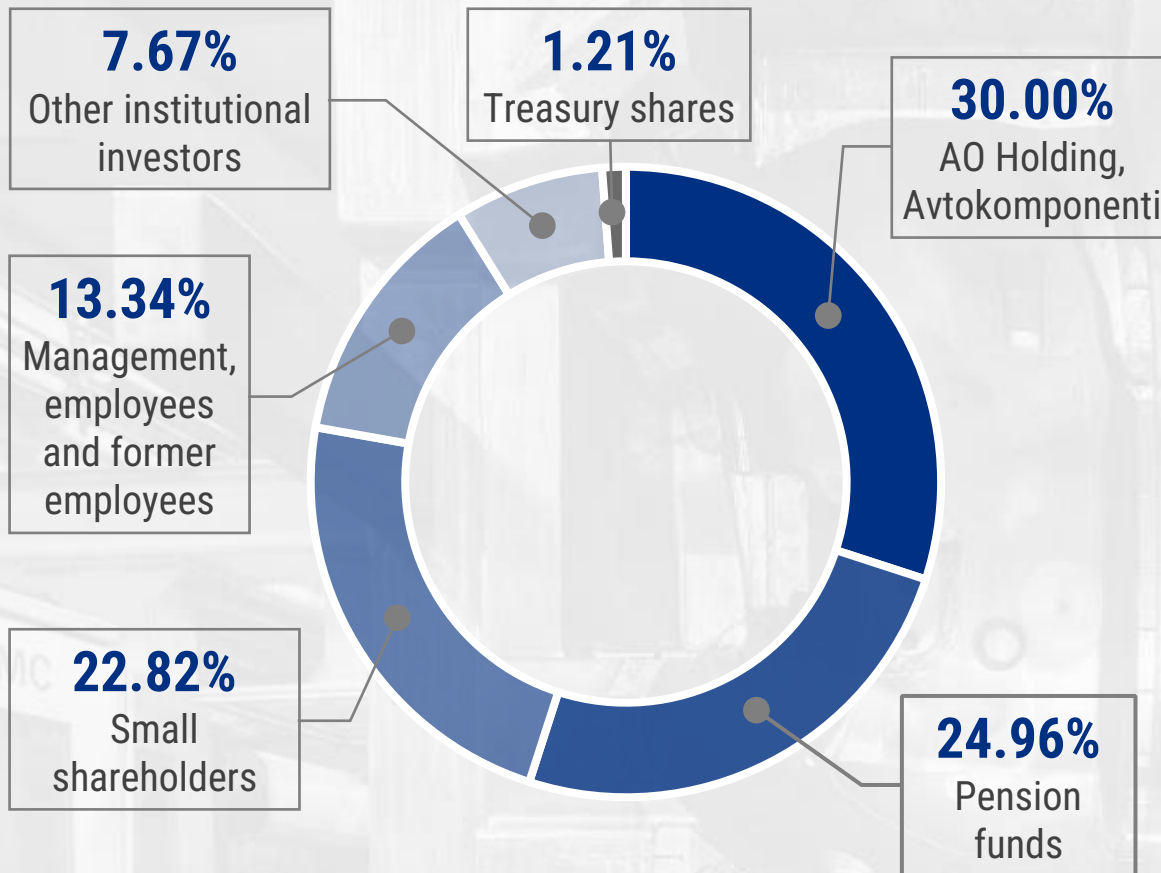
- |           |            |        |         |          |          |            |
|-----------|------------|--------|---------|----------|----------|------------|
| Argentina | Czech Rep. | India  | Germany | Russia   | Slovenia | UK         |
| Brazil    | France     | Italy  | Poland  | Serbia   |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

> 80 car models

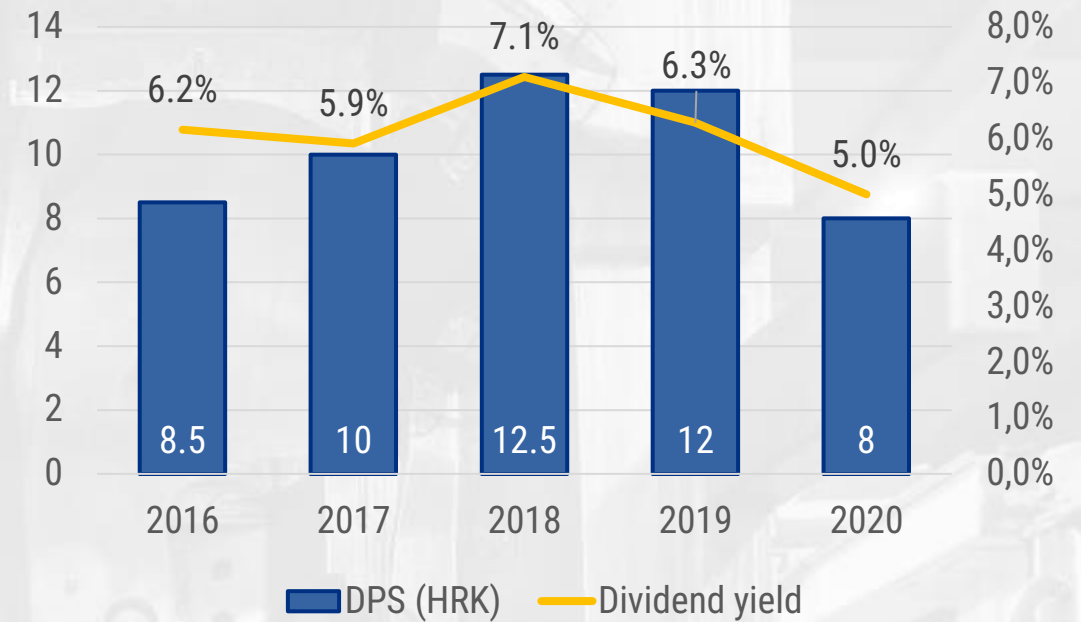
> 20 delivery countries

# Stable ownership structure

## Ownership structure as of June 30, 2021



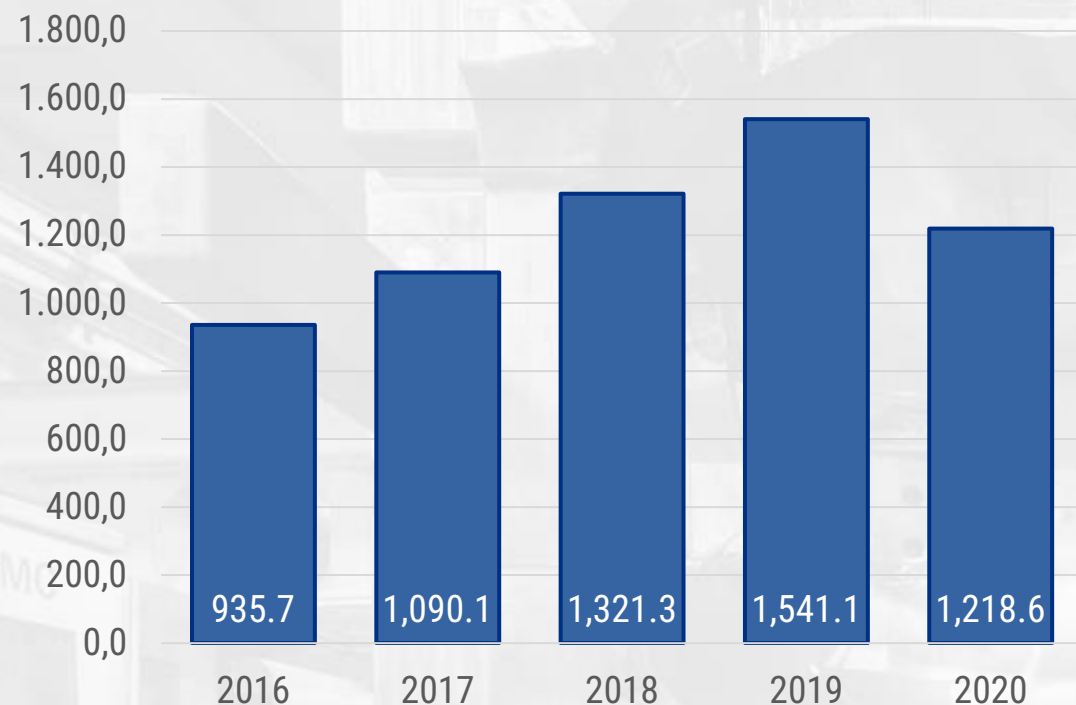
## Dividend movements



**DIVIDEND POLICY  
> 50% PAYOUT**

## Revenue, HRK Million

Average annual growth 8.4%

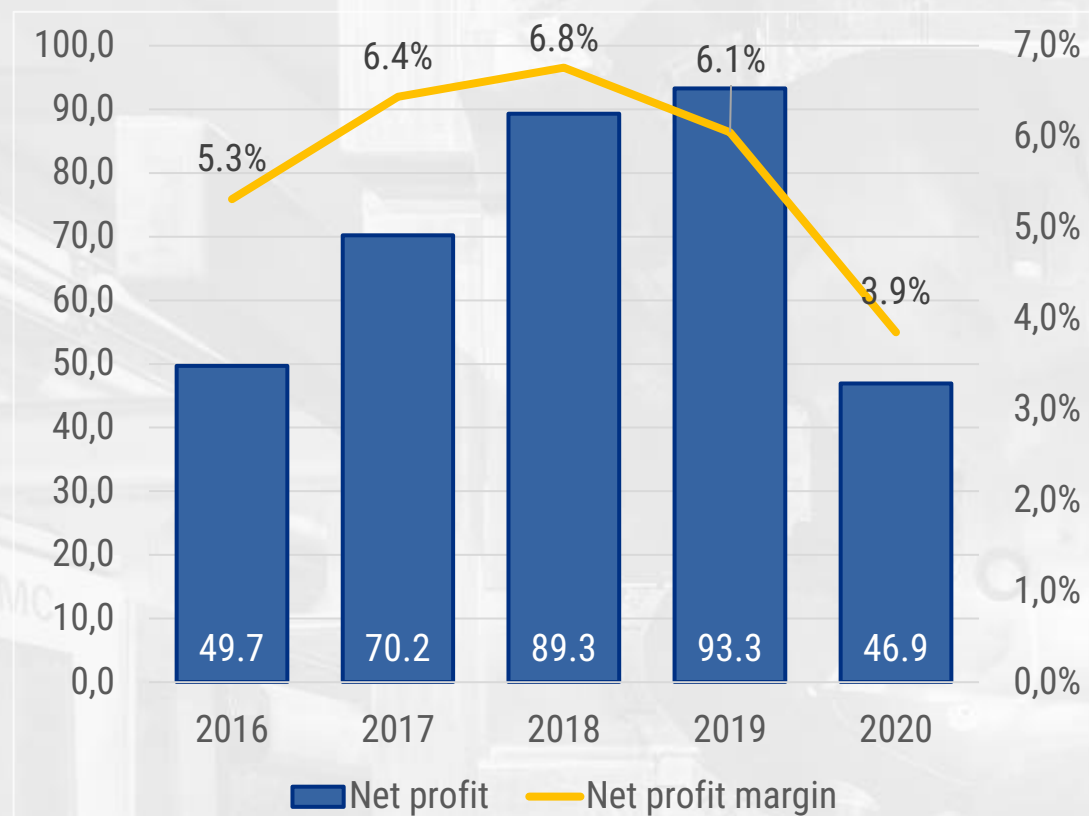


## EBITDA, HRK Million

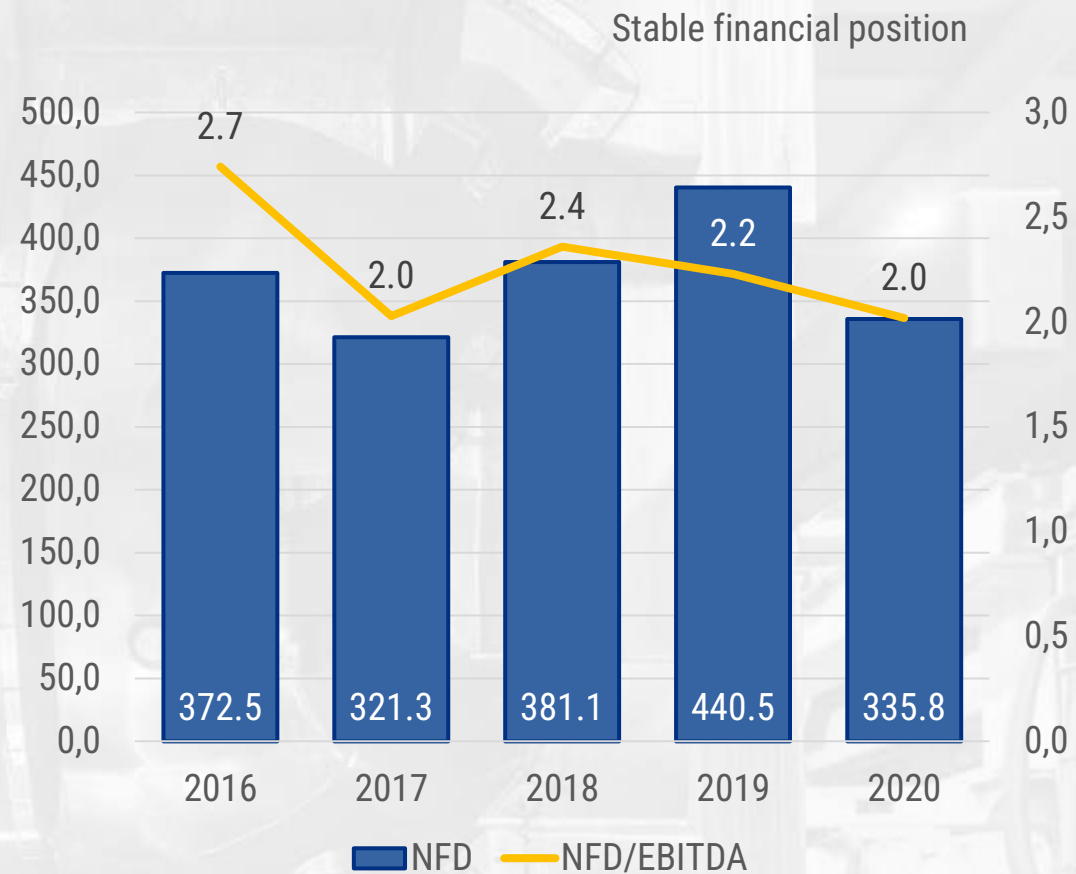
High level of profitability



## Net profit, HRK Million



## Net financial debt, HRK Million





# Corporate social responsibility is our choice



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

## 2020 AWARDS

- CSR Index for Social Responsibility Policies of Diversity and Human Rights Protection
- Golden Key - The best large exporter in 2019
- Green Frog Award 2019 for the best Sustainability Report



**2020 Ecovadis Evaluation result**

**79**

**2020 Bloomberg ESG disclosure score 66.18**

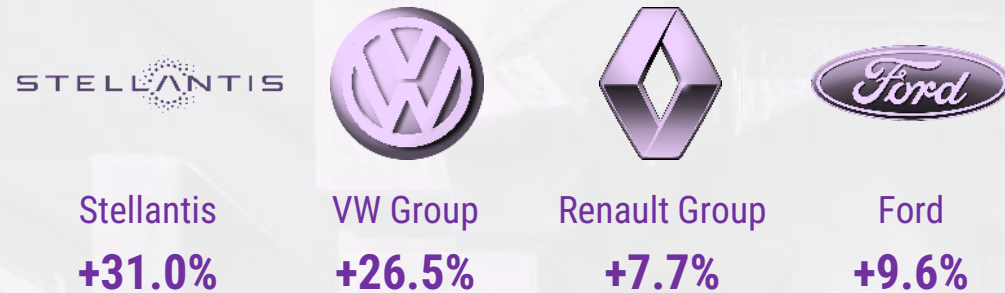
# Main features H1 2021

- ↑ Revenue growth
- ↓ Shortage of semiconductors in the market
- Stable financial position preserved
- ↑ New deals sealed
- ↑ Dividend paid out of retained earnings
- ↑ 41 active projects



# Automotive market growth

## European market



## Russian market



## European market

Number of newly registered cars  
**5.4 M (+25.2%)**

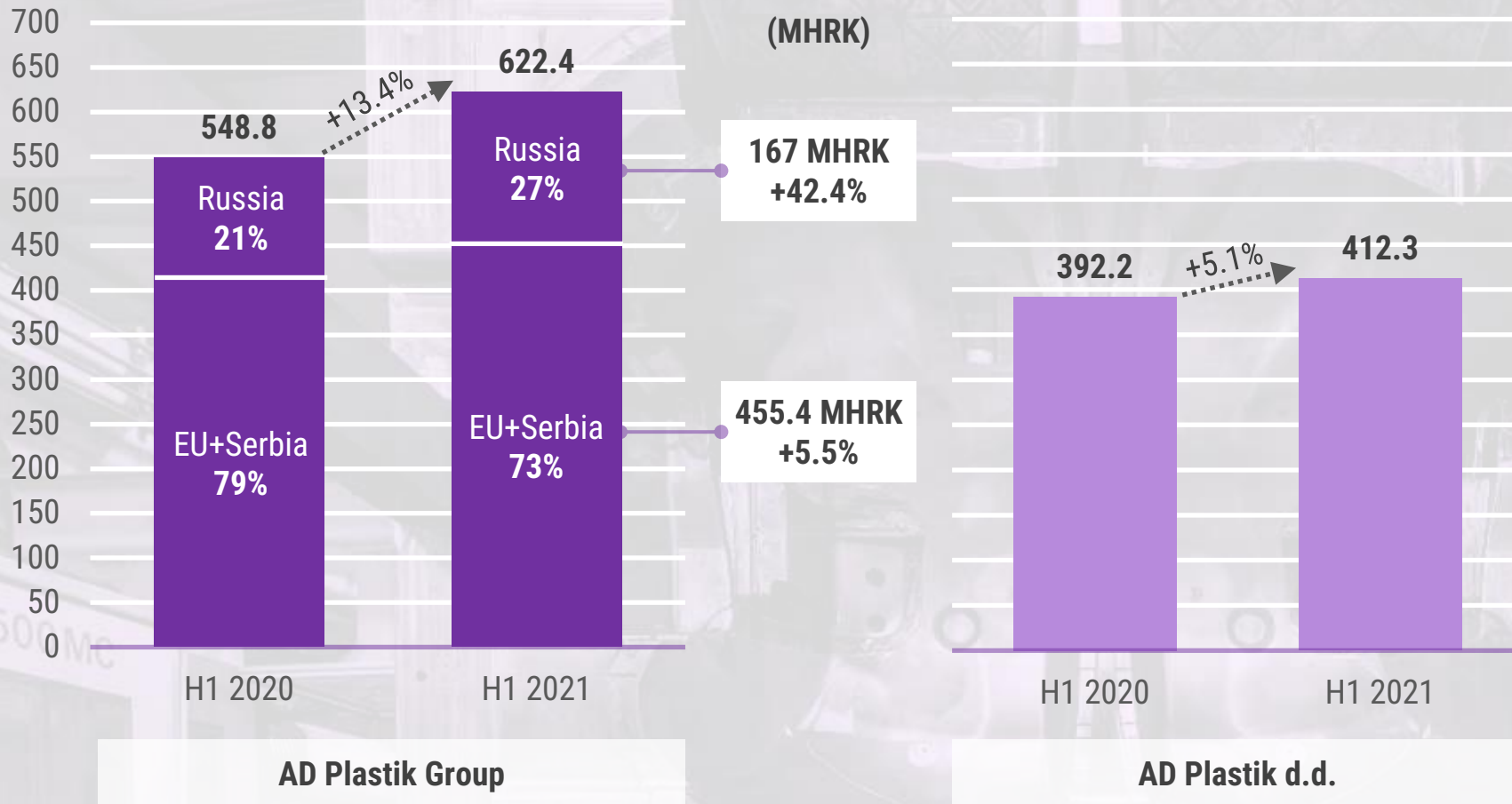
Expectations 2021  
(ACEA)  
**+10%**

## Russian market

Number of newly registered cars  
**0.9 M (+36.9%)**

Expectations 2021  
(AEB AMC)  
**+9.8%**

# Operating revenue growth



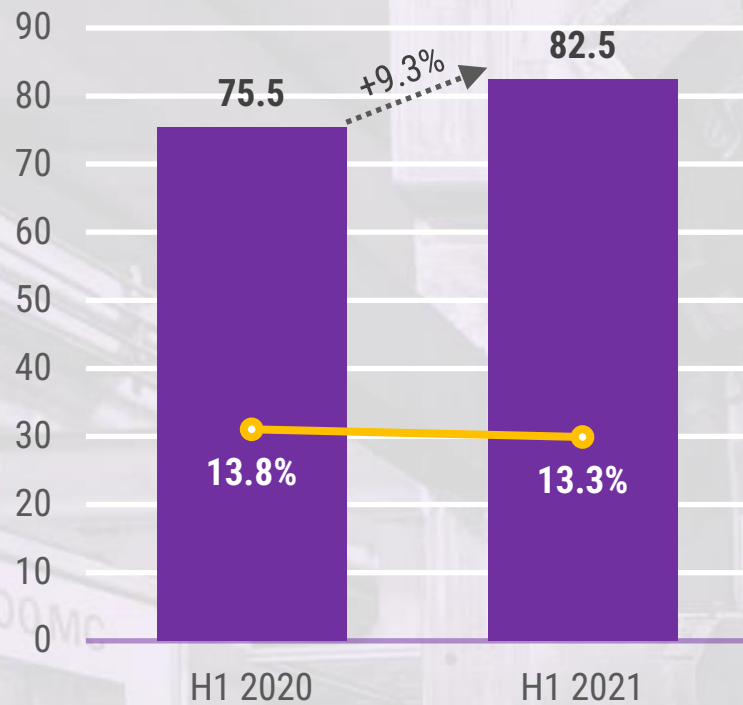
## Impact on revenue

- Russian market
- Shortage of semiconductors



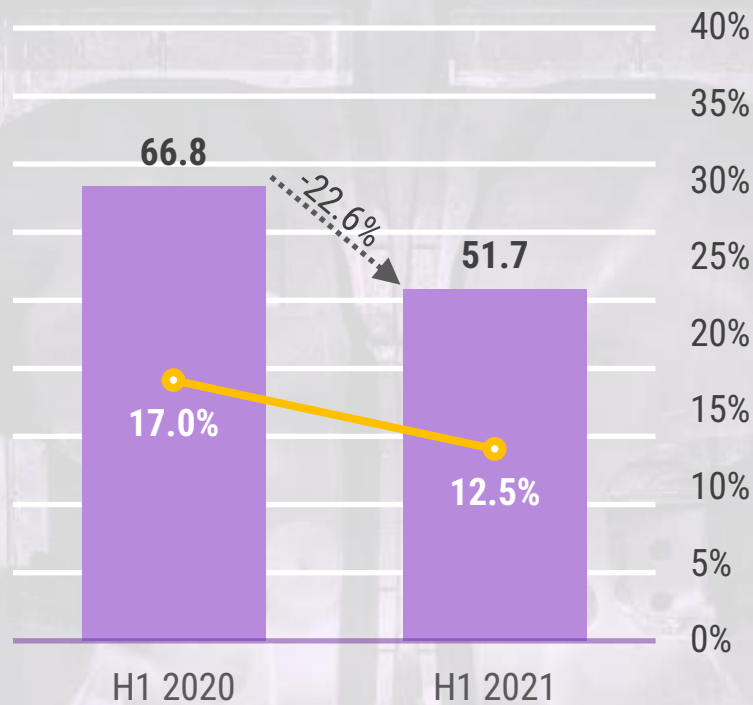
# Preserved profitability

## EBITDA (MHRK)



AD Plastik Group

## EBITDA EBITDA margin



AD Plastik d.d.

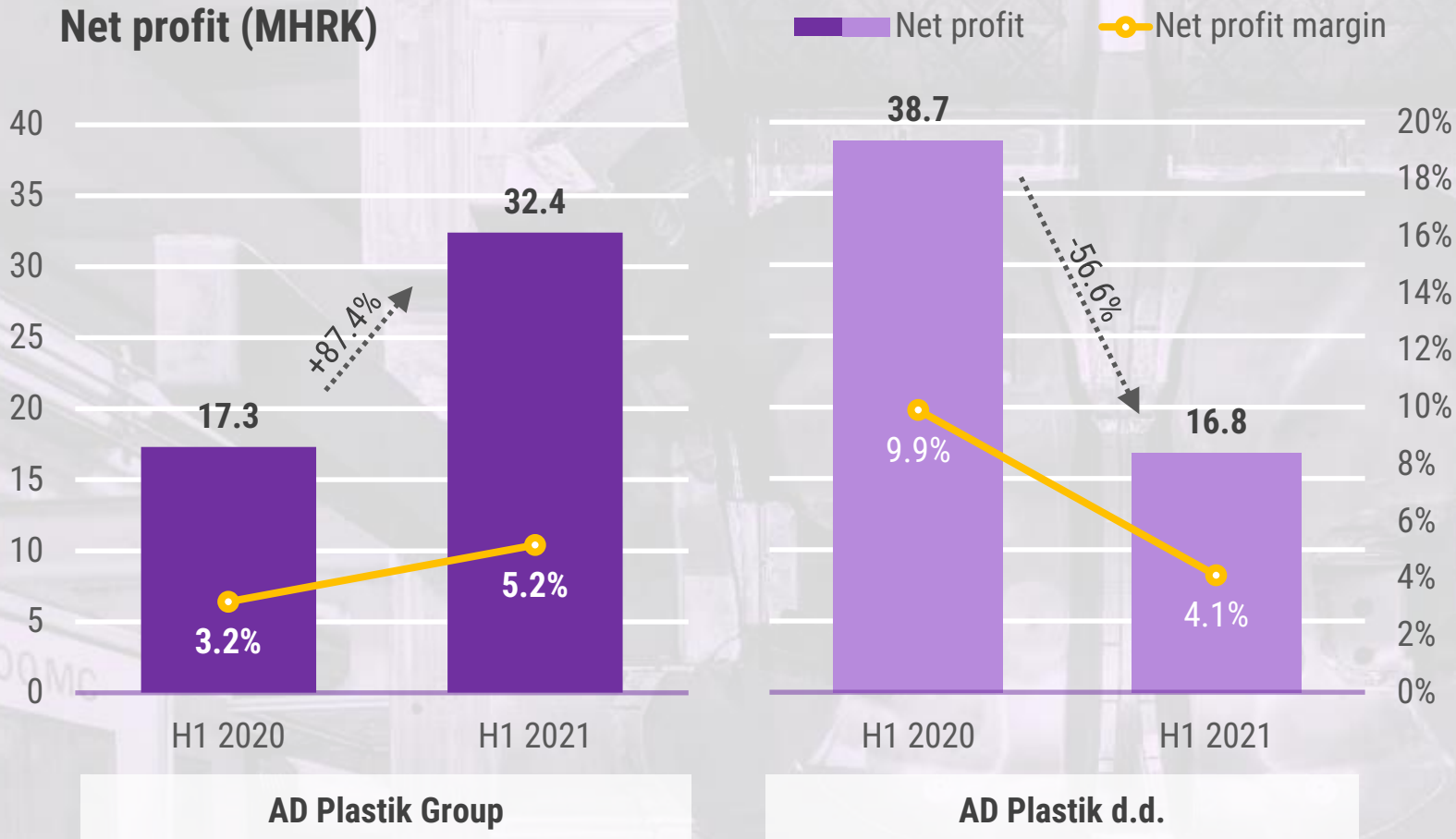
## Impact on EBITDA

- Pandemic
- One-time effects 2020



# Different movement of net profit

## Net profit (MHRK)



## Impact on net profit

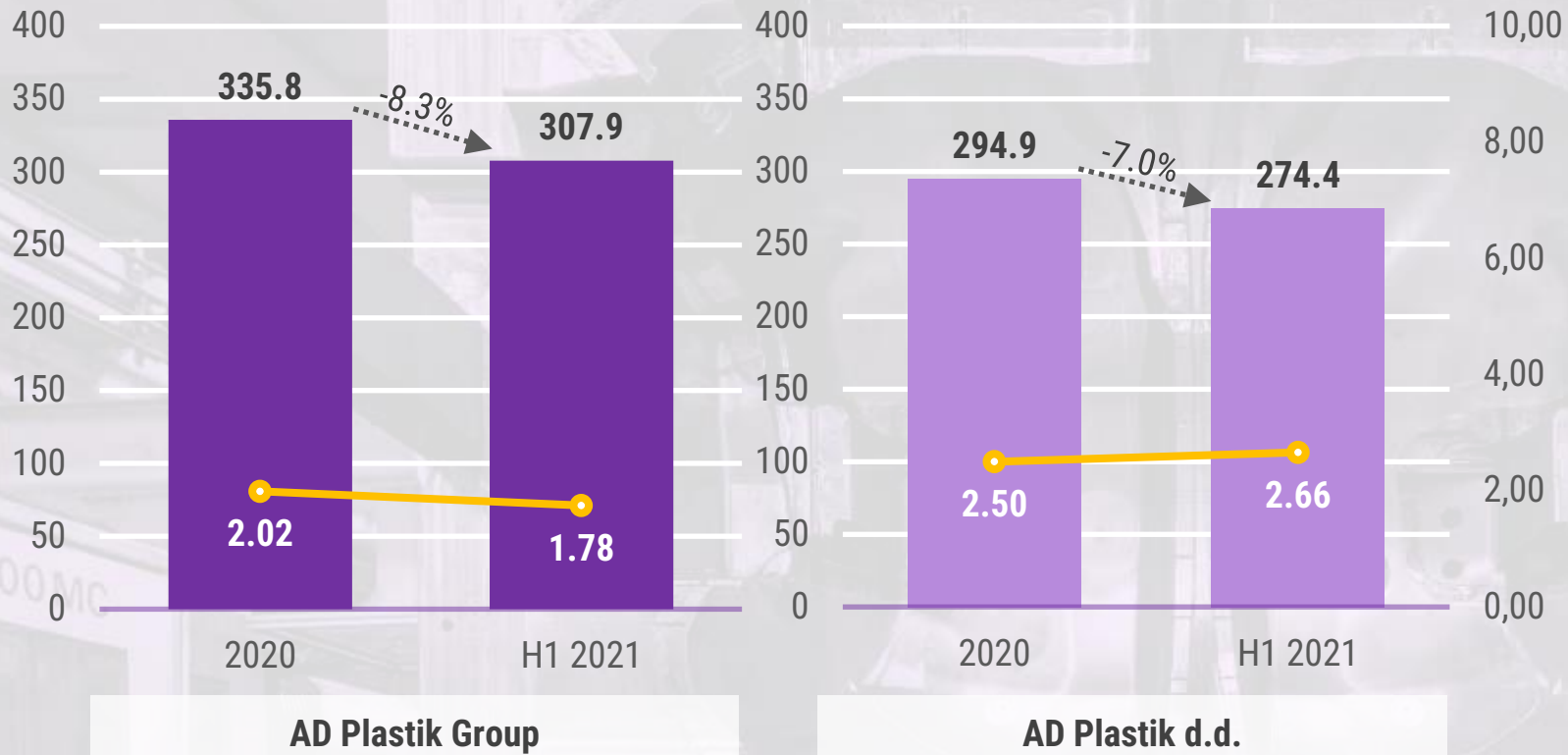
- EBITDA impact
- Positive net financial result
- Decreased dividend income



# Continuation of deleveraging

## Debt (MHRK)

■ NFD ● NFD/EBITDA



## Impact on debt

- Regular loan repayment



# Investments at similar levels

H1 2020

**24**

MHRK

H1 2021

**21**

MHRK

Capacity utilization

- EU+Serbia 70%
- Russia 80%





# Growth of indicators of EAPS (JV)



**REVENUE 274.5 MHRK (+12.1%)**



**EBITDA 25.4 MHRK (+19%)**



**EBITDA margin 9.3%**



**PROFIT 12.9 MHRK (+70.7%)**

- Increase in sales of Dacia models
- No financial debt
- Capex 6.8 MHRK
- Cash on account 76.3 MHRK



# Sealed deals worth EUR 104 million

European market • 79.9 M€



Stellantis Group

Russian market • 24.1 M€



Renault-Nissan-Avtovaz Alliance



VW Group

Sealed deals 2017 – 2021 (M€)



> 740 M€



**REVENUE growth**

**3%**



**EBITDA margin**

**> 12.5%**



**NET PROFIT margin**

**> 4.5%**

## Risks

- Semiconductors crisis
- Pandemic
- Materials price increase

