

2022 AND THE FIRST QUARTER OF 2023
RESULTS



AD Plastik

The logo for AD Plastik features a stylized, layered wave graphic in shades of teal and blue. 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 teal and blue, matching the wave graphic. The 'A' and 'D' are in a bolder weight than 'Plastik', which is in a regular weight. The entire logo is set against a white background with a subtle grey shadow beneath the wave graphic.

1

REVIEW OF 2022



2

FINANCIAL RESULTS 2022



3

MAIN FEATURES AND FINANCIAL
RESULTS Q1 2023



4

EXPECTATIONS



1



REVIEW OF 2022

Main features 2022

1



Russian-Ukrainian
crisis



Value adjustment
Russia



Lack of
semiconductors



Rising prices of materials,
energy sources, and services



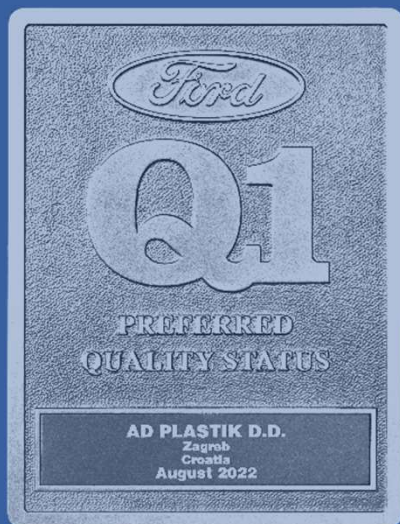
EUR 204.9
million of sealed deals



42
Active projects

Important events in 2022

1



**Ford
Q1**



**In the category
of children's rights**



hrvatski izvoznici
croatian exporters

**Gold Key
(Slovenia)**

Important events in 2022

1



all production sites

Bloomberg

82.55

ESG score 2022



552 points

NQC | SUPPLIER ASSURANCE

87 %

76



Value adjustment in 2022 (MHRK)

1

	Group	Parent company
Intangible assets write-off	-18.4	-18.4
Goodwill value adjustment	-8.2	-
Value adjustment of long-term tangible assets	-1.9	-
Value adjustment of current assets	-18.4	-
Deferred tax asset	-5.3	-
Investment value adjustment	-	-36.5
Value adjustment of loans granted	-	-16.5
Total	-52.2	-71.4

Sealed deals worth EUR 204.9 million for the 1 European market



Stellantis Group

188.6 M€



Suzuki

14.2 M€



Motherson Group

2.1 M€

The most significant development projects in 2022

1

for the first time
development supplier
for a well-known customer

- wheel arch liners
and rocker claddings
- door trims and trunk side trims
- spoiler

15 new ones

42 active ones

The newly registered car market in 2022

1

European market

Number of newly registered cars

9.3 M

(-4.6%)

Russian market

Number of newly registered cars

0.7 M

(-58.8%)



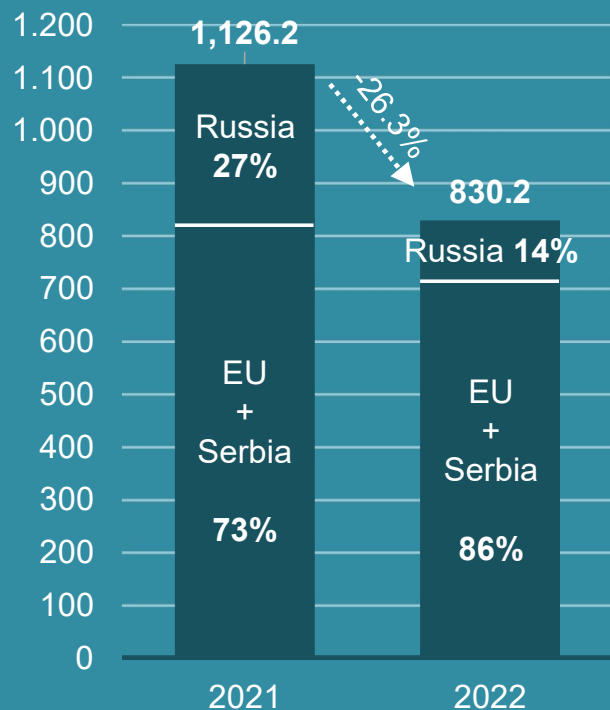
2

**FINANCIAL
RESULTS
2022**

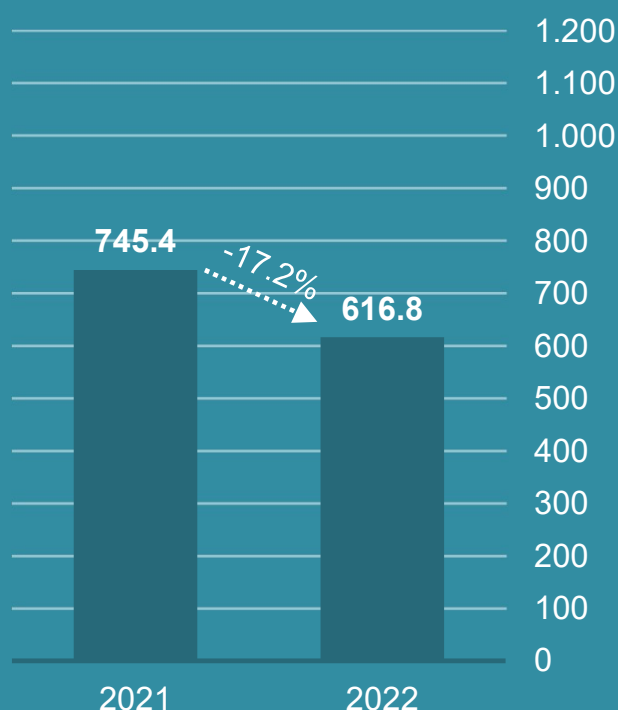
Operating revenue (MHRK)

2

AD Plastik Group



AD Plastik d.d.



Effect on revenue

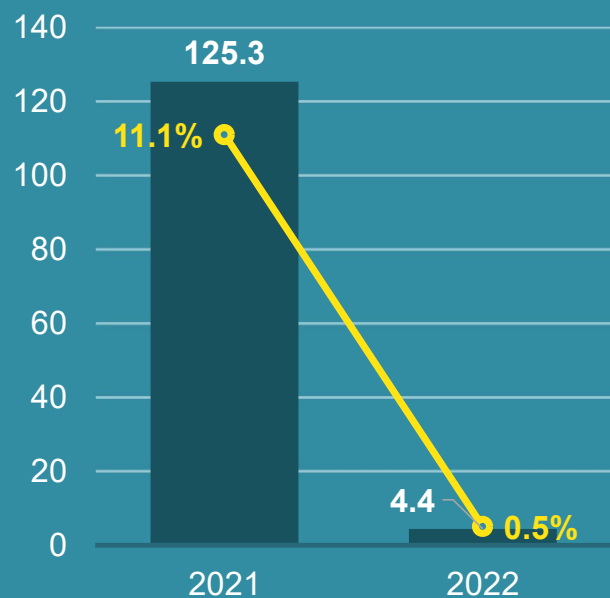
- Russian-Ukrainian crisis
- Lack of semiconductors
- Drop in orders Revoz

EBITDA

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

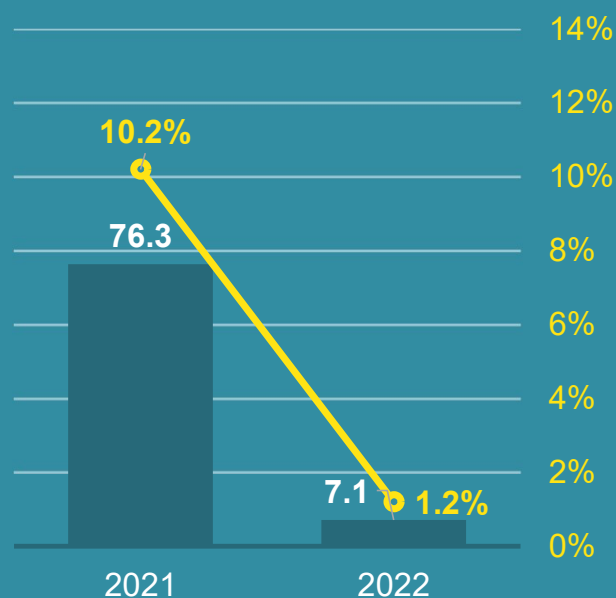
2

AD Plastik Group



■ EBITDA (MHRK) —● EBITDA margin

AD Plastik d.d.



■ EBITDA (MHRK) —● EBITDA margin

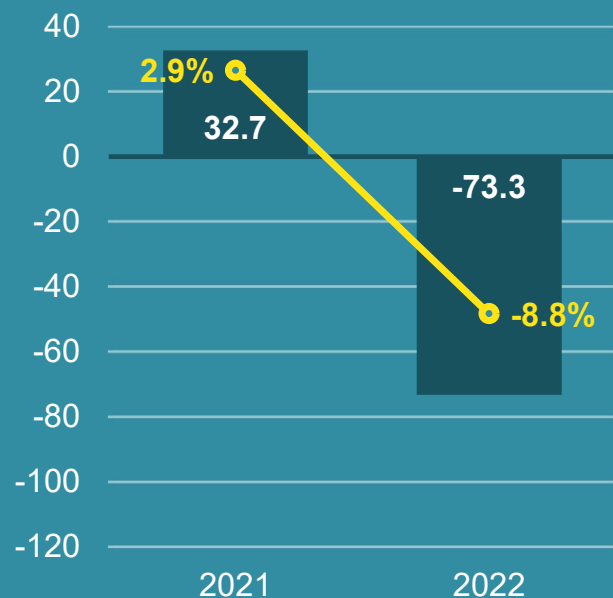
Effect on EBITDA

- Russian-Ukrainian crisis
- Lack of semiconductors
- Drop in orders Revoz
- Rising prices of materials, energy sources, and services

Net profit

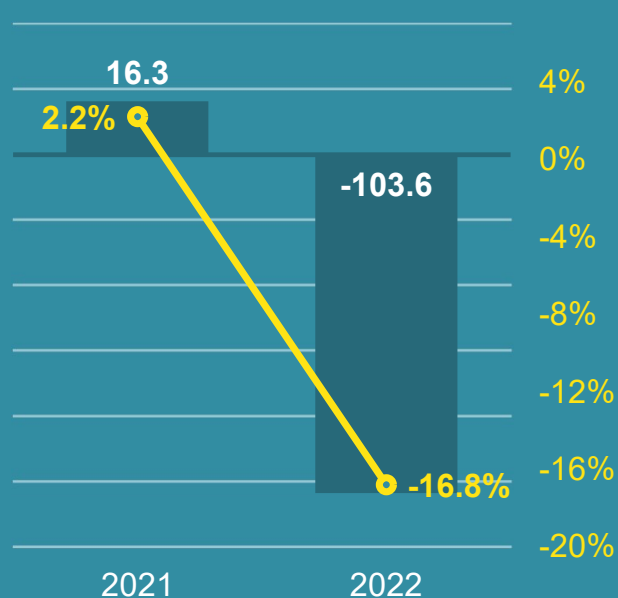
2

AD Plastik Group



Net profit Net profit margin

AD Plastik d.d.



Net profit Net profit margin

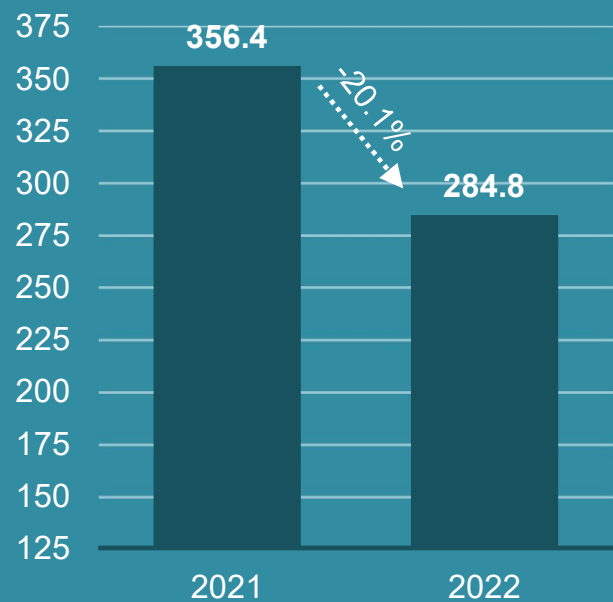
Effect on net profit

- Decreased EBITDA
- Value adjustment RU
- Positive exchange rate differences
- EAPS profit and dividend

Net financial debt

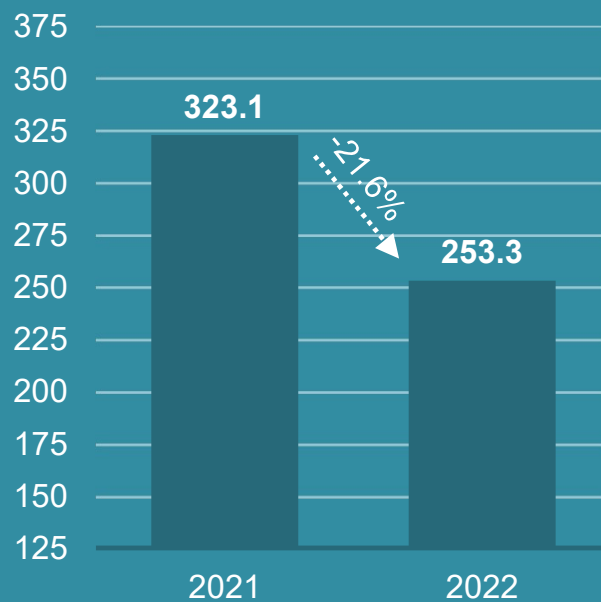
2

AD Plastik Group



■ NFD

AD Plastik d.d.



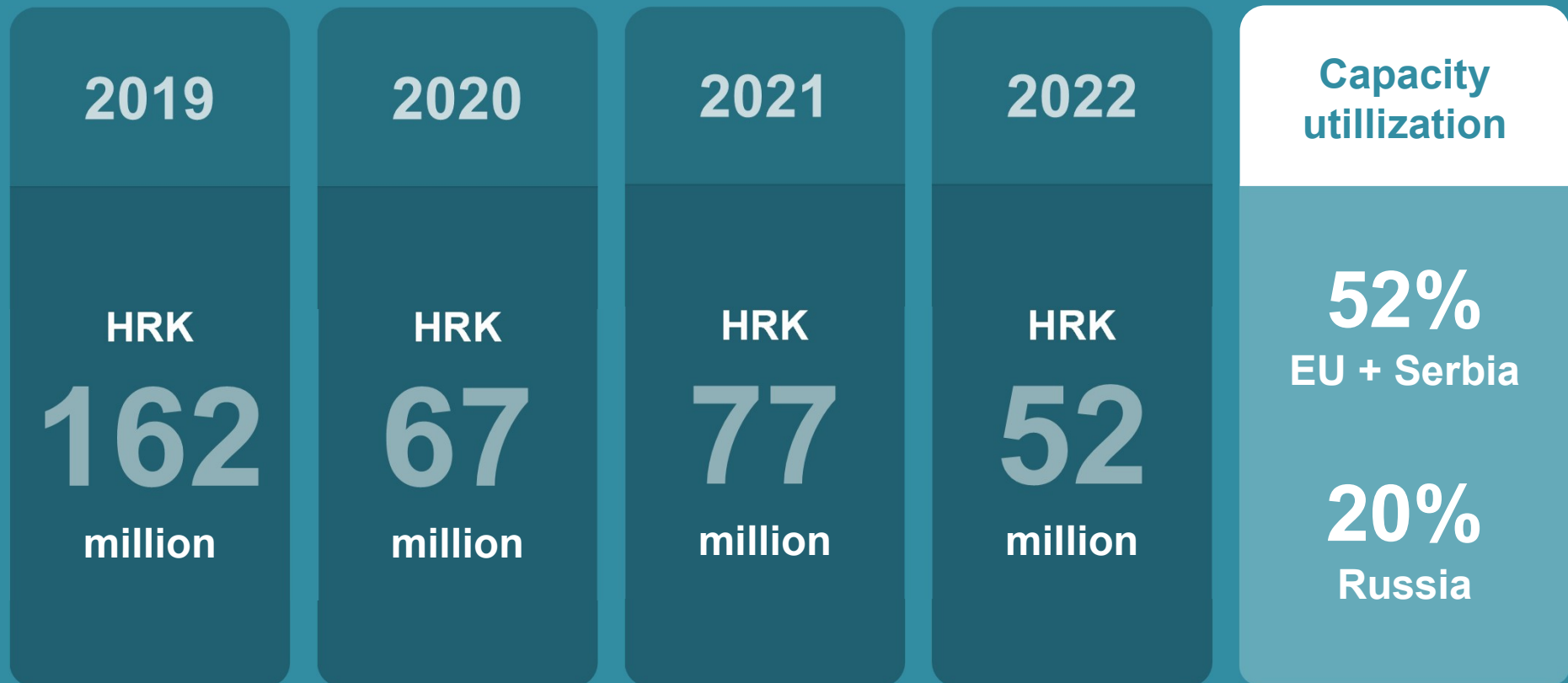
■ NFD

Effect on debt

- Loan repayment
- Without (significant) new borrowing

Investments

2



Affiliated company EAPS (JV)

2

Revenue **727.1 MHRK** **+35.7%**

EBITDA **116.0 MHRK** **+105.4%**

EBITDA margin **16.0%**

Net profit **83.5 MHRK** **+173.0%**

Capex **24.5 MHRK**

Cash on account **94.7 MHRK**

- Sales growth of Dacia models
- High level of capacity utilization



3

**MAIN FEATURES
AND FINANCIAL
RESULTS
Q1 2023**

Main features Q1 2023

3



**The impact of the
Russian-Ukrainian crisis**



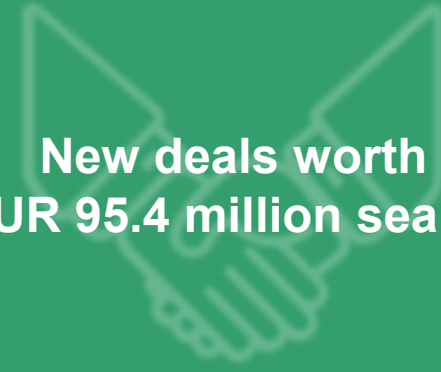
**Focus on project
activities**



**EU customers
order growth**



**New deals worth
EUR 95.4 million sealed**



The newly registered car market

Q1 2023

3

European market

Number of newly registered cars

2.7 M

(+17.9%)

Russian market

Number of newly registered cars

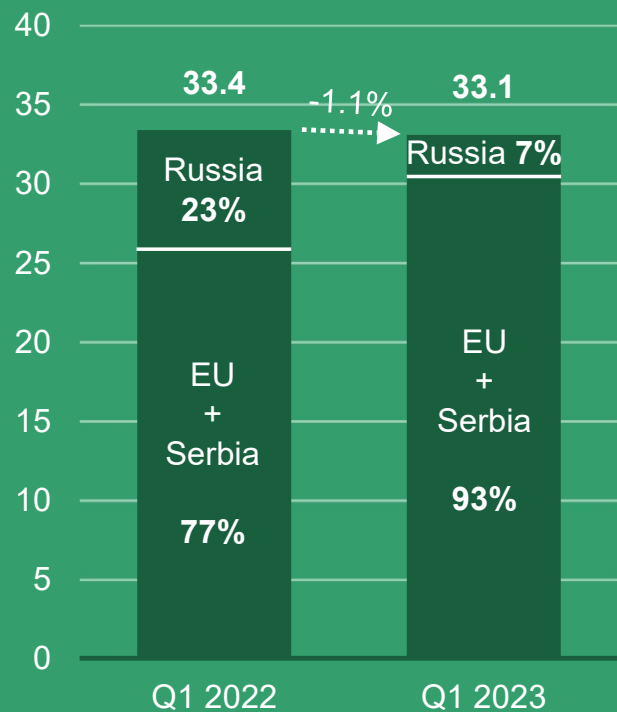
0.15 M

(-44.7%)

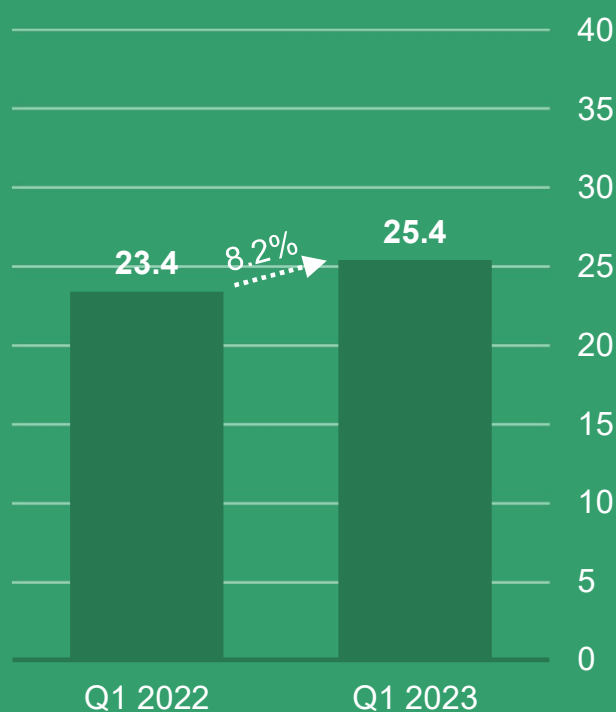
Operating revenue (MEUR)

3

AD Plastik Group



AD Plastik d.d.

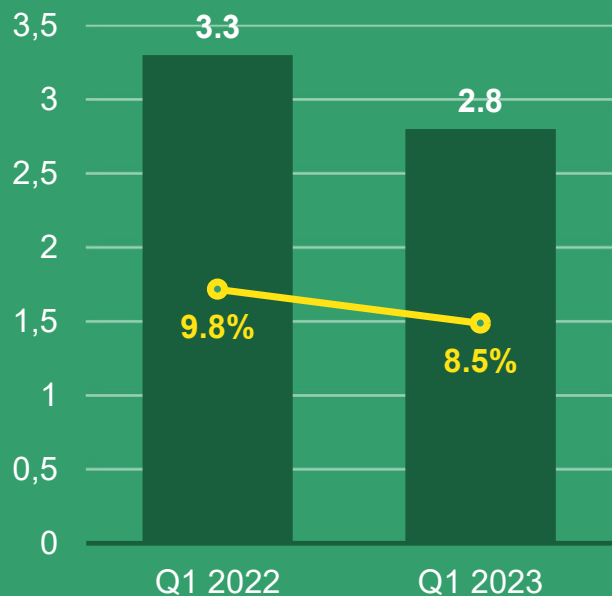


Effect on revenue

- Russian market
- EU customers order growth

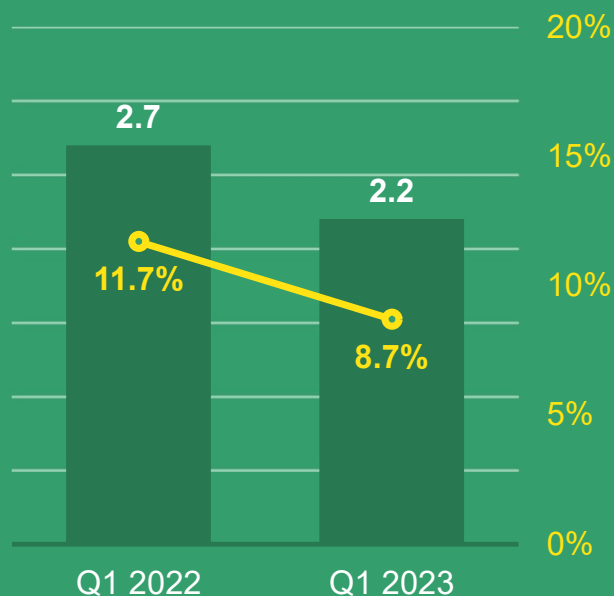
EBITDA

AD Plastik Group



■ EBITDA (MEUR) —● EBITDA margin

AD Plastik d.d.



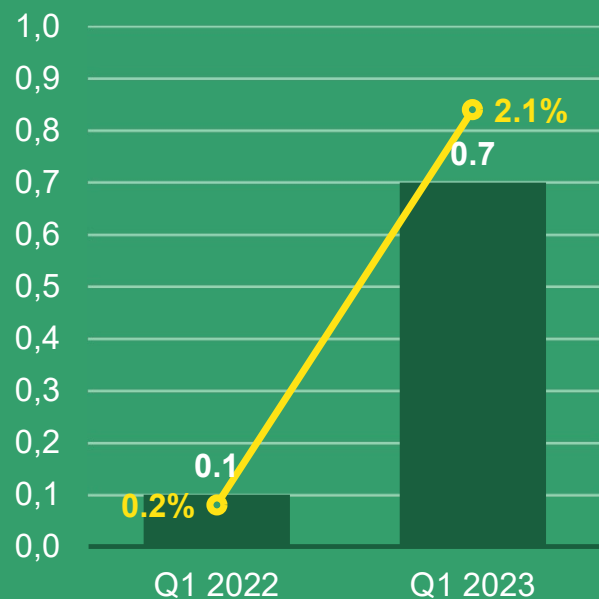
■ EBITDA (MEUR) —● EBITDA margin

Effect on EBITDA

- Russian market
- Sales growth in EU market
- Price effect

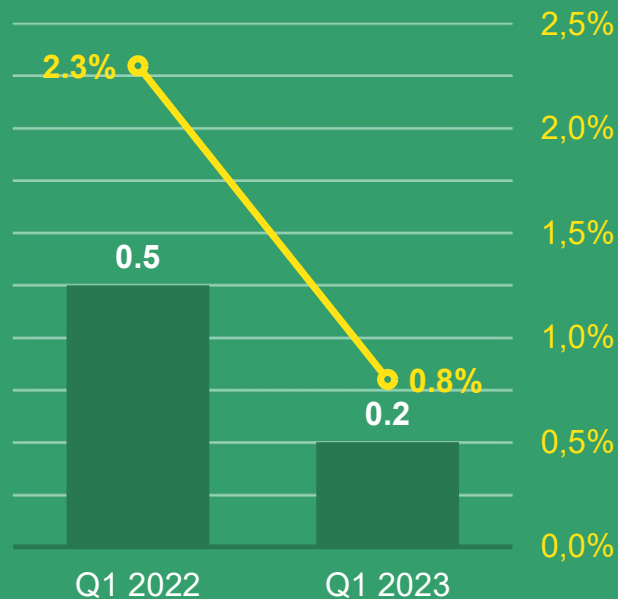
Net profit

AD Plastik Group



Net profit Net profit margin

AD Plastik d.d.



Net profit Net profit margin

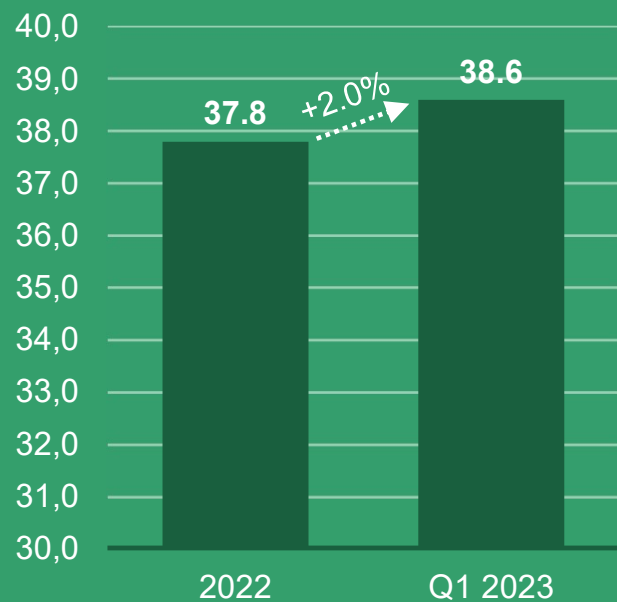
Effect on net profit

- EBITDA-related effects
- Exchange rate differences
- Higher EAPS profit share

Net financial debt

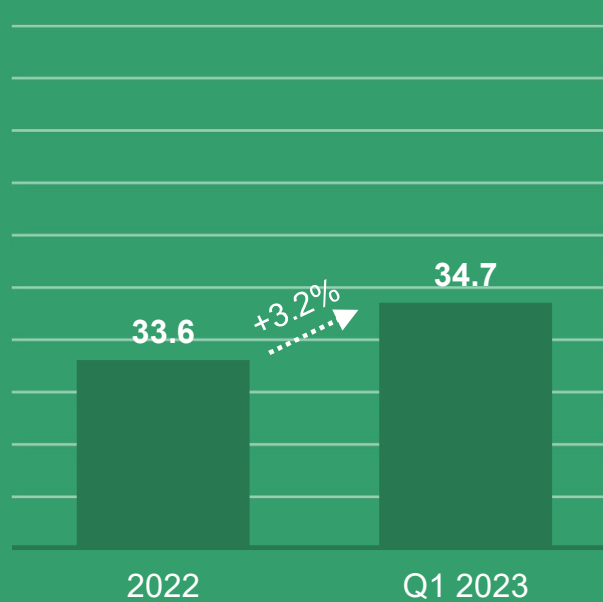
3

AD Plastik Group



■ NFD

AD Plastik d.d.



■ NFD

Effect on debt

- Financing of new projects

Affiliated company EAPS (JV)

3

Revenue **25.6 MEUR** **+24.0%**

EBITDA **3.4 MEUR** **+15.3%**

EBITDA margin **13.3%**

Net profit **2.6 MEUR** **+52.5%**

Capex **2.2 MEUR**

Cash on account **11.2 MEUR**

- Sales growth of Dacia models
- High level of capacity utilization
- High efficiency

4

EXPECTATIONS

Expectations

4

>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