

RESULTS FOR

2023

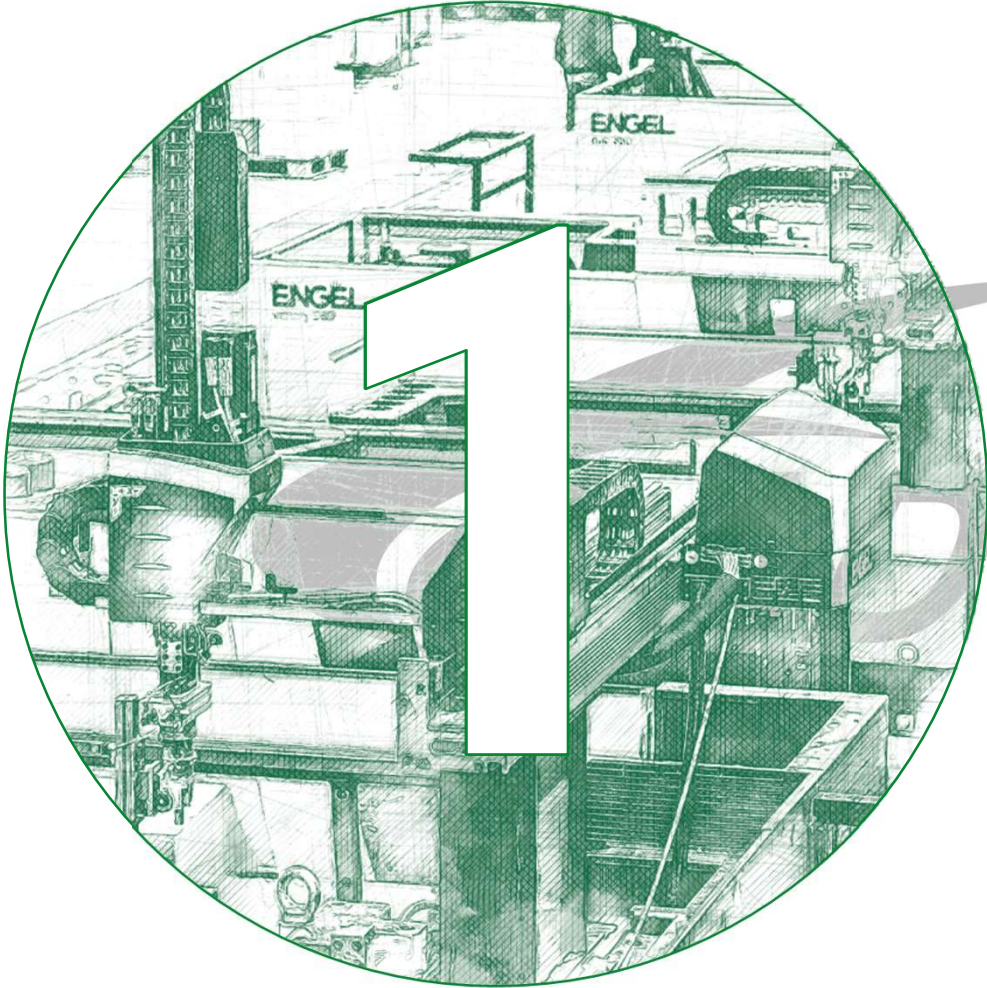


**AND THE FIRST
QUARTER OF**

2024

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

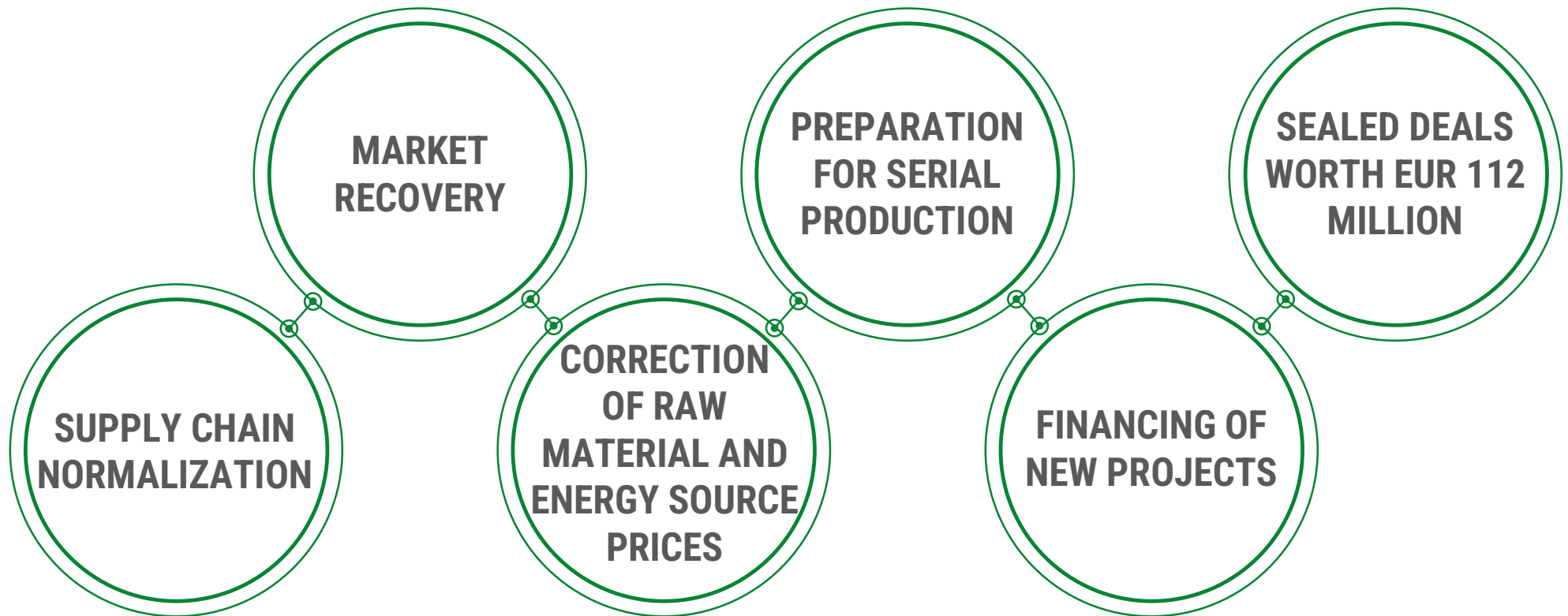


Plastik

2023 REVIEW

MAIN FEATURES 2023

1



IMPORTANT EVENTS IN 2023

1



FORD Q1



**IN THE CATEGORY
SUSTAINABLE CORPORATE
GOVERNANCE**

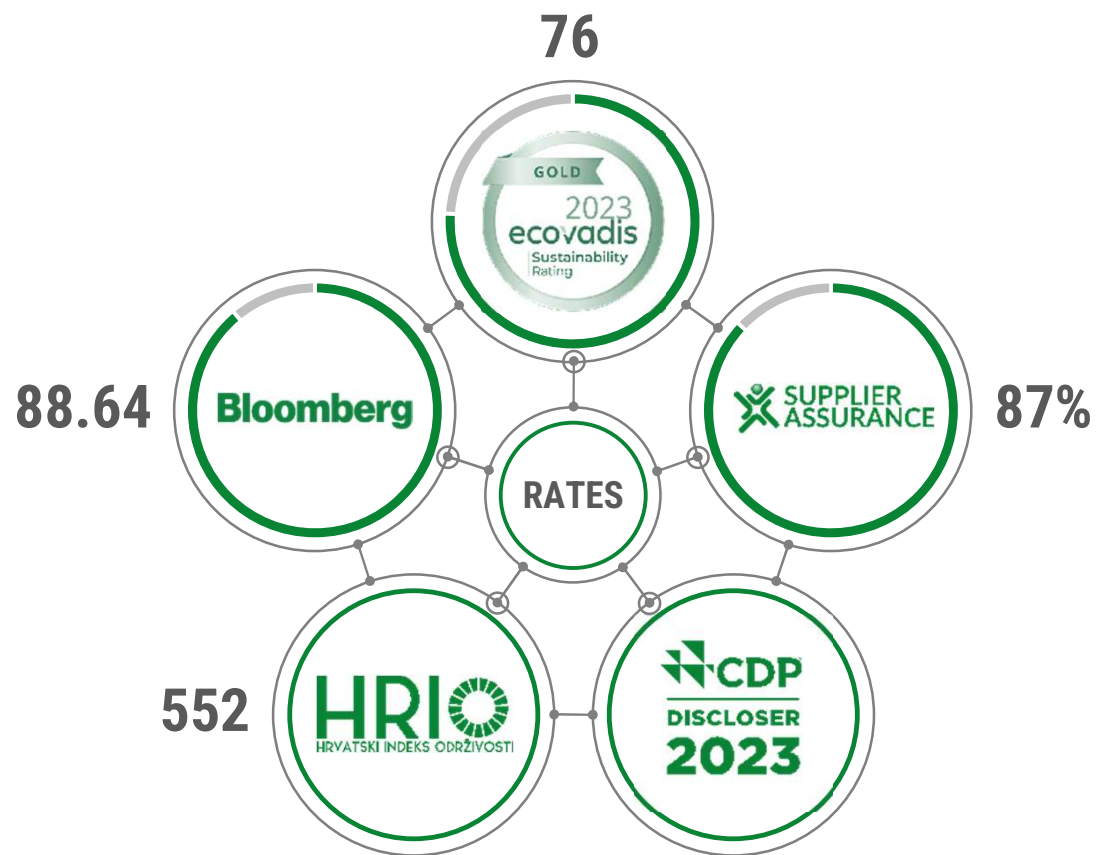


**THE BEST SUPPLIER
FOR EASTERN EUROPE**

IMPORTANT EVENTS IN 2023



ALL EUROPEAN
PRODUCTION SITES



THE MOST IMPORTANT DEVELOPMENT PROJECTS IN 2023

1

9

NEW

30

ACTIVE

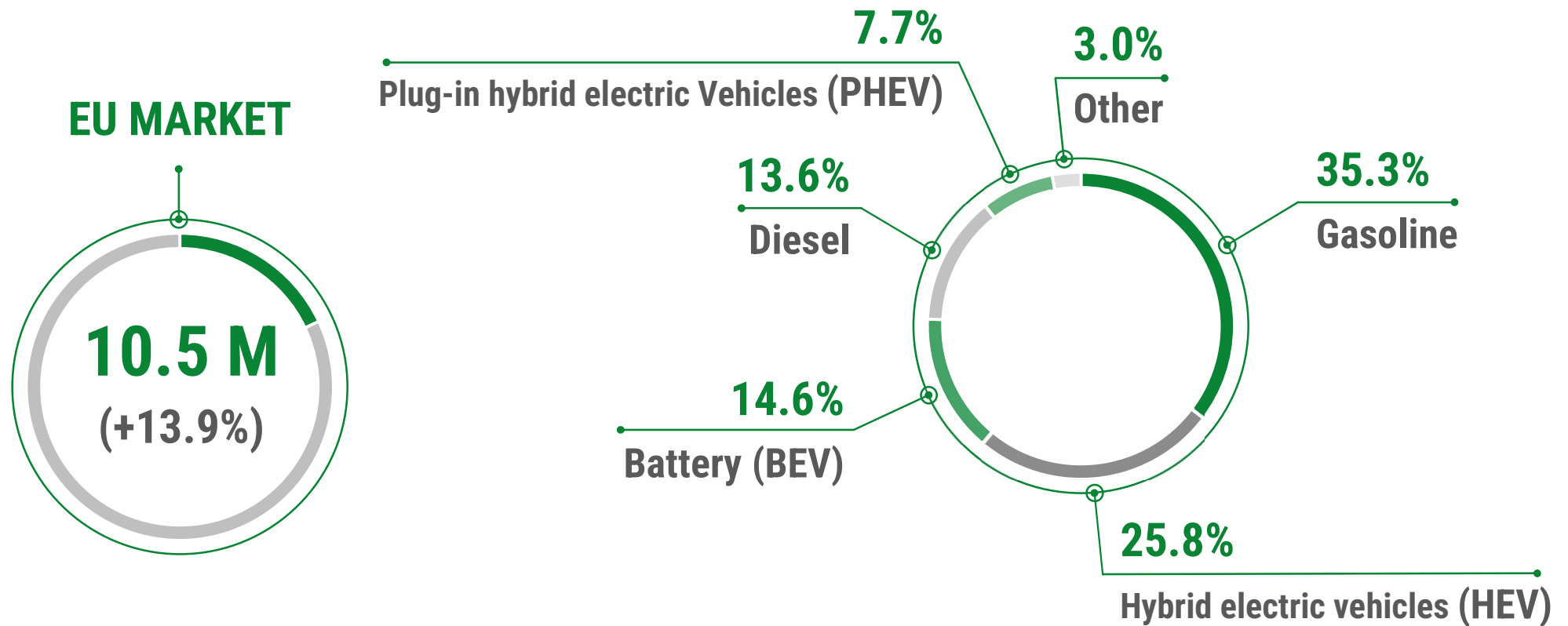
FOR THE FIRST TIME DEVELOPMENT SUPPLIER
FOR A WELL-KNOWN CUSTOMER



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

THE NEWLY REGISTERED CAR MARKET

1

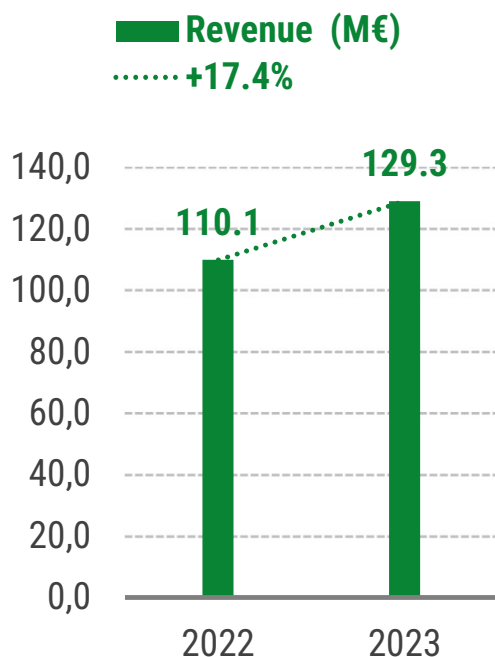




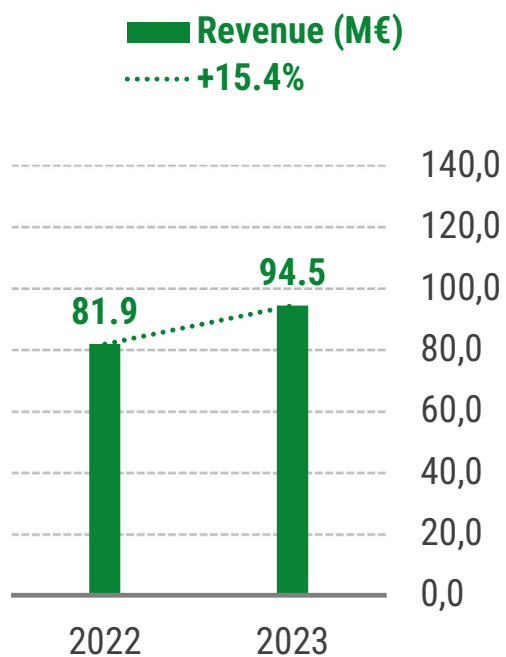
FINANCIAL RESULTS 2023

OPERATING REVENUE

AD PLASTIK GROUP

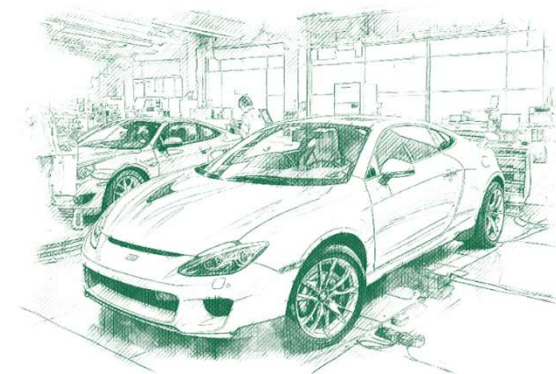


AD PLASTIK D.D.



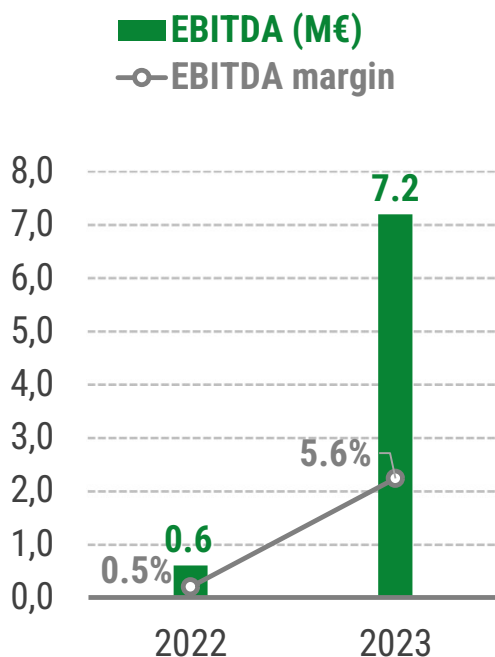
EFFECT ON REVENUE

- SUPPLY CHAIN NORMALIZATION
- ORDER GROWTH
- PRICE UPDATES

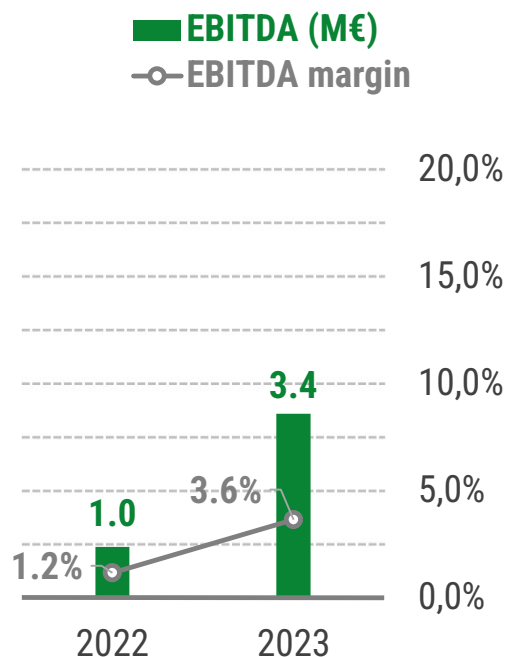


EBITDA

AD PLASTIK GROUP



AD PLASTIK D.D.



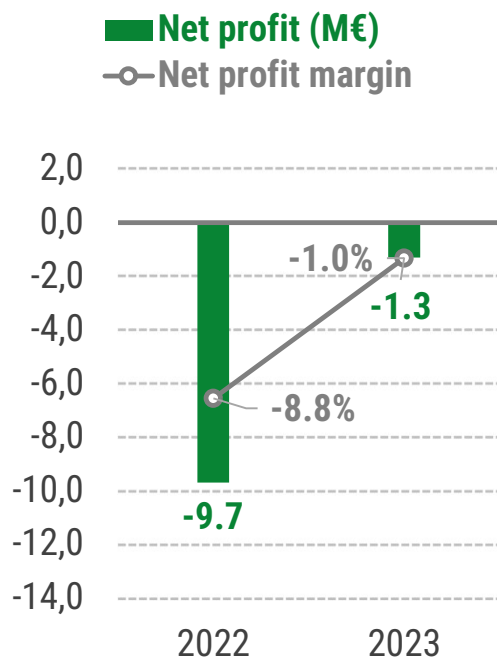
EFFECT ON EBITDA

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

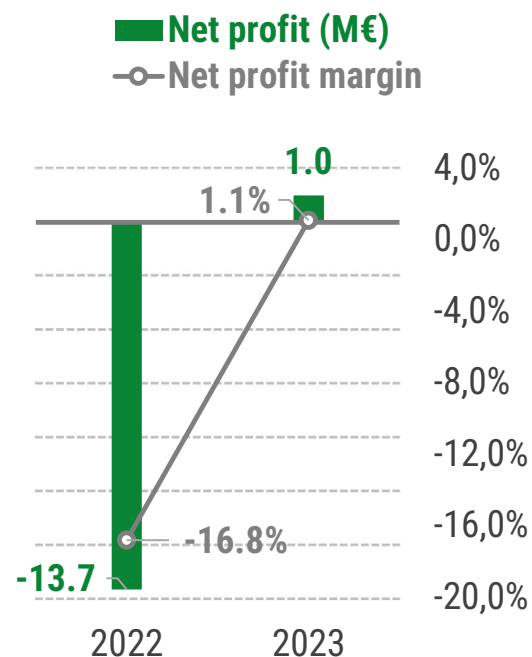
EBITDA and EBITDA margin in 2022 have been normalized for Russia-related impairment.

NET PROFIT

AD PLASTIK GROUP



AD PLASTIK D.D.

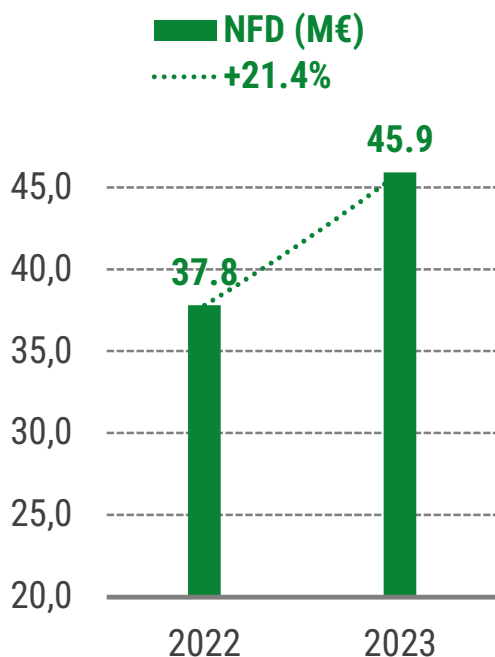


EFFECT ON NET PROFIT

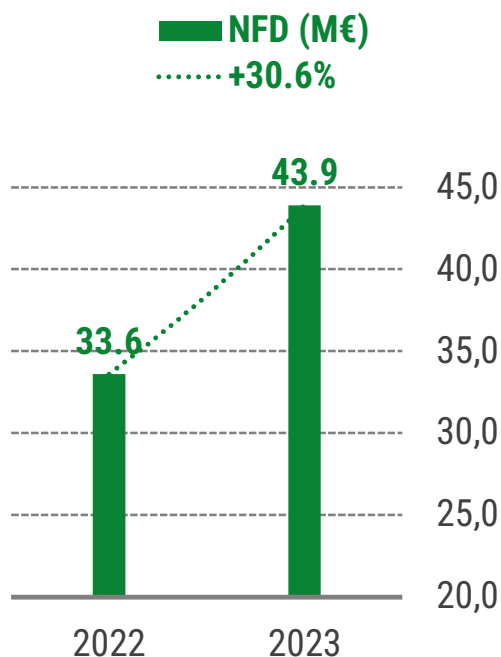
- HIGHER EBITDA
- VALUE ADJUSTMENT IN 2022
- NEGATIVE EXCHANGE RATE DIFFERENCES
- EAPS PROFIT AND DIVIDEND

NET FINANCIAL DEBT

AD PLASTIK GROUP



AD PLASTIK D.D.

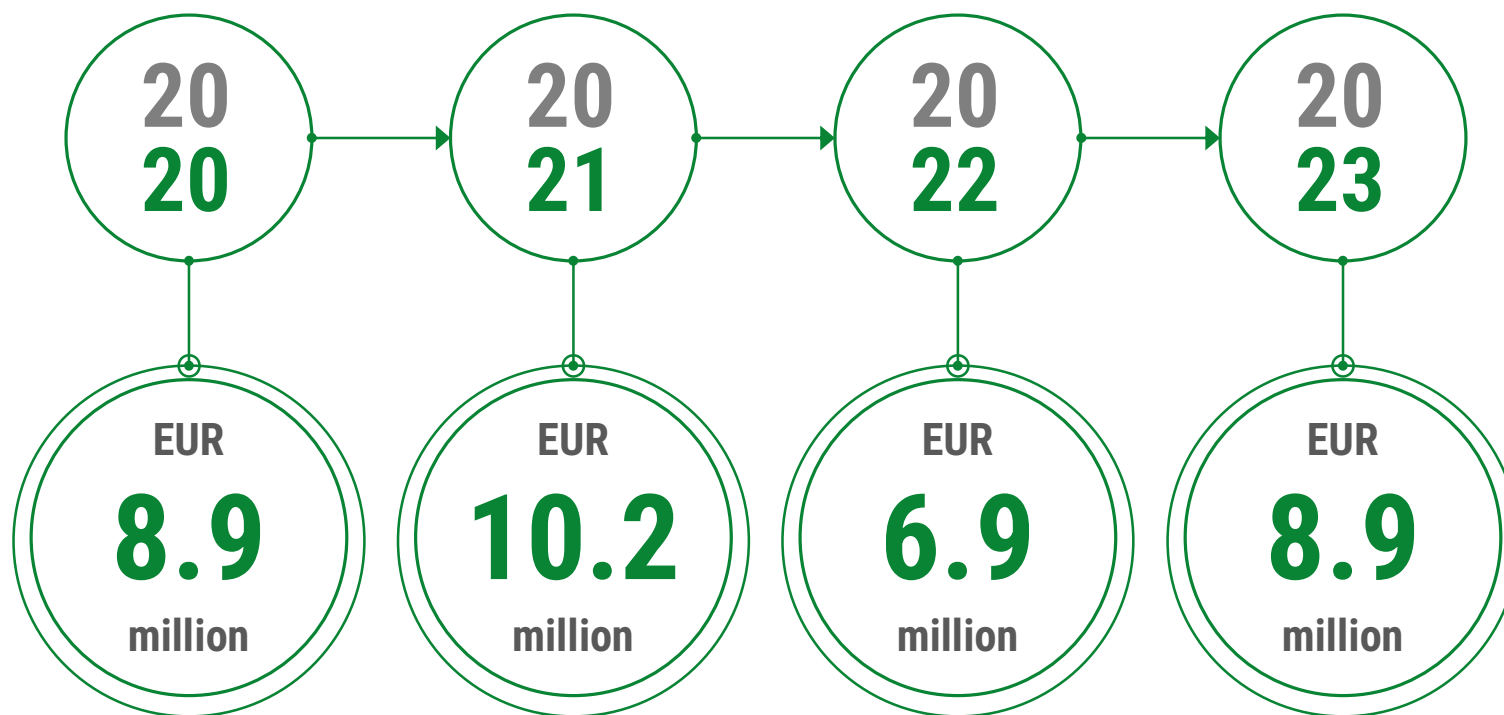


EFFECT ON DEBT

- 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€

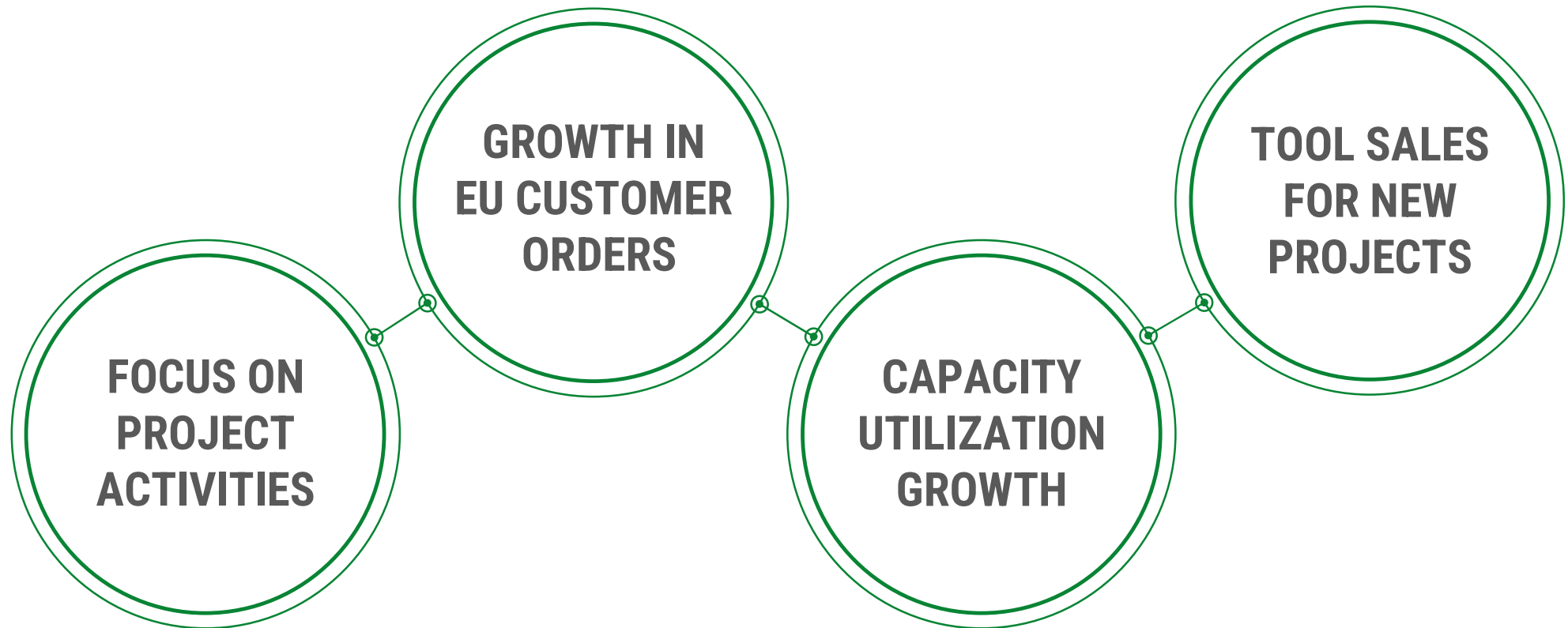


- HIGH LEVEL OF CAPACITY UTILIZATION
- PREPARATION FOR NEW PROJECTS
- RENOVATION OF MACHINE PARK

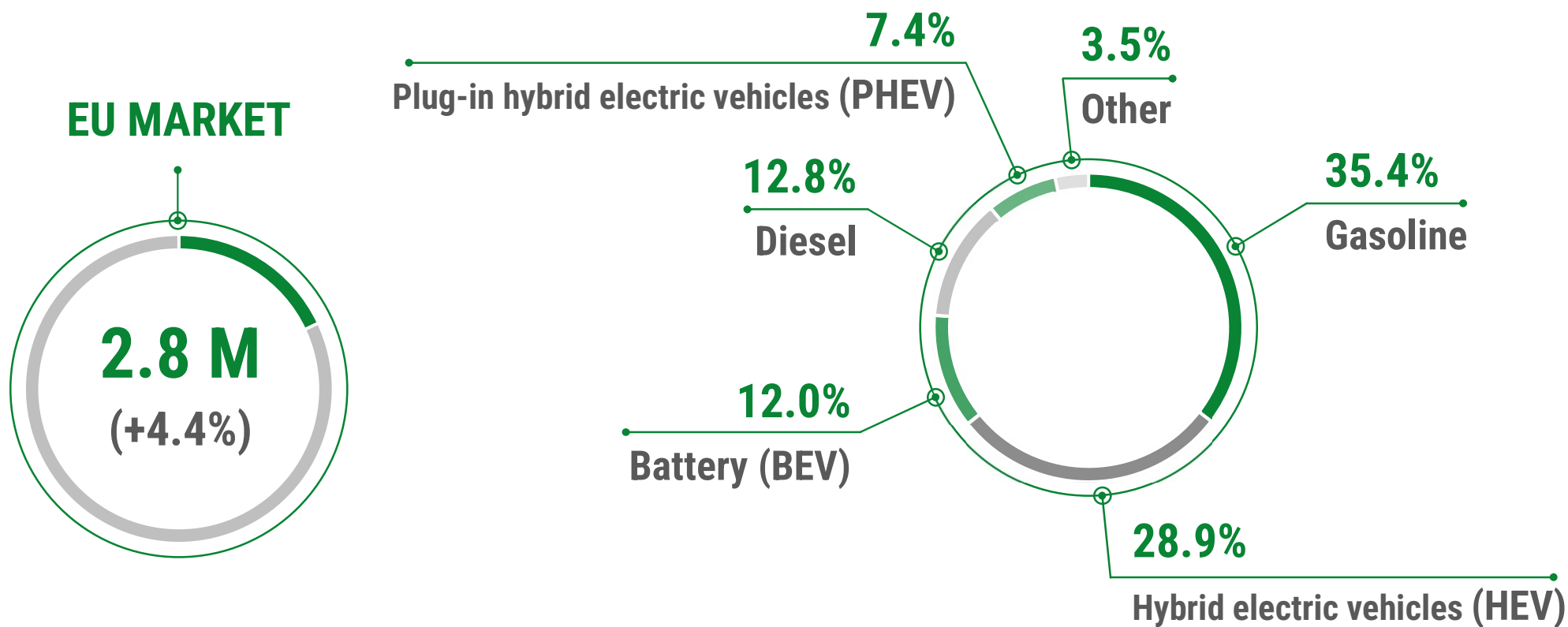


**MAIN
FEATURES
AND
FINANCIAL
RESULTS
Q1 2024**

MAIN FEATURES Q1 2024

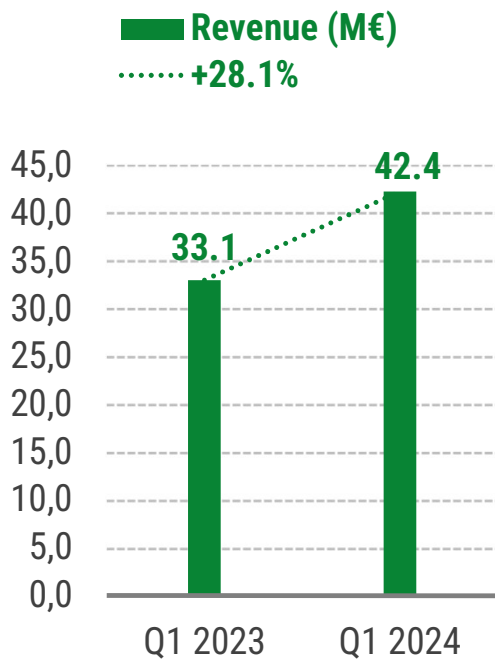


THE NEWLY REGISTERED CAR MARKET

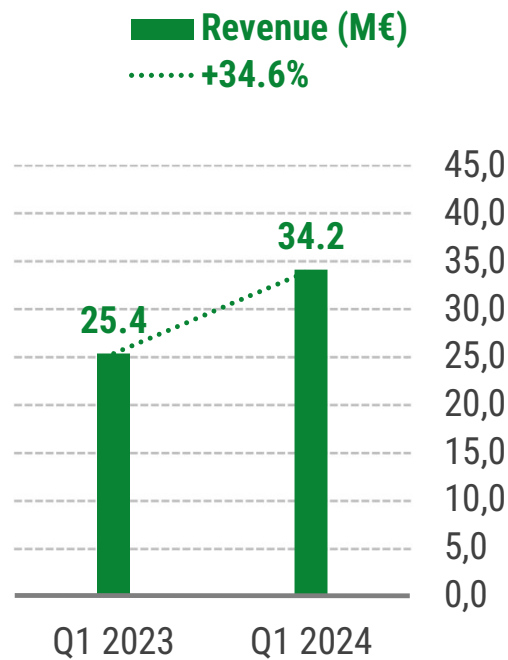


OPERATING REVENUE

AD PLASTIK GROUP

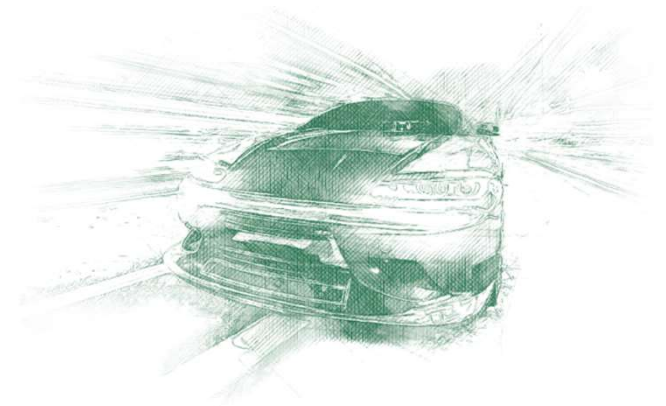


AD PLASTIK D.D.



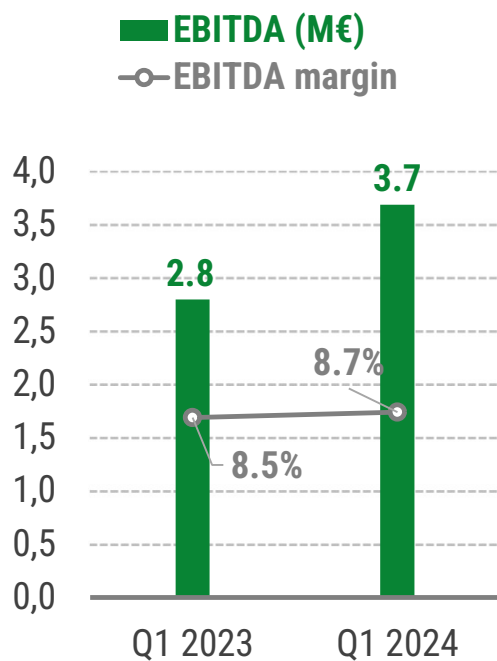
EFFECT ON REVENUE

- GROWTH IN CUSTOMER ORDERS
- TOOL SALES FOR NEW PROJECTS

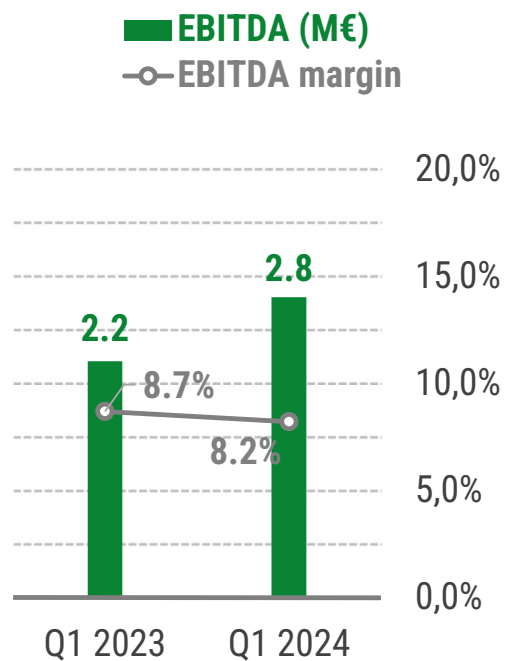


EBITDA

AD PLASTIK GROUP

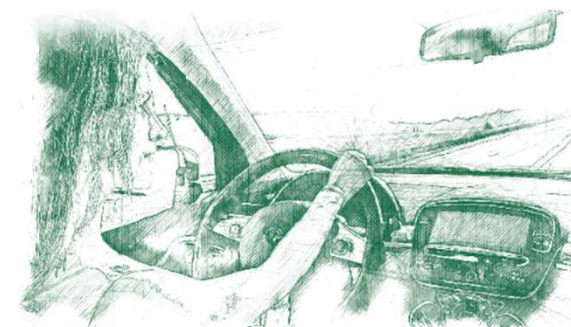


AD PLASTIK D.D.



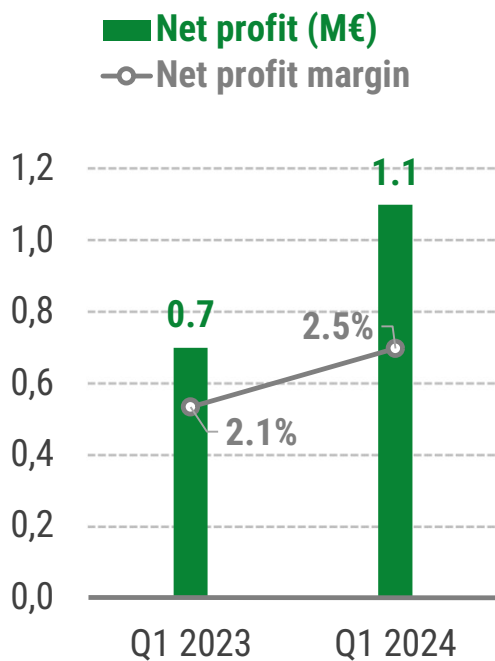
EFFECT ON EBITDA

- REVENUE GROWTH
- TOOL EFFECT
- INDUSTRIALIZATION OF NEW PROJECTS

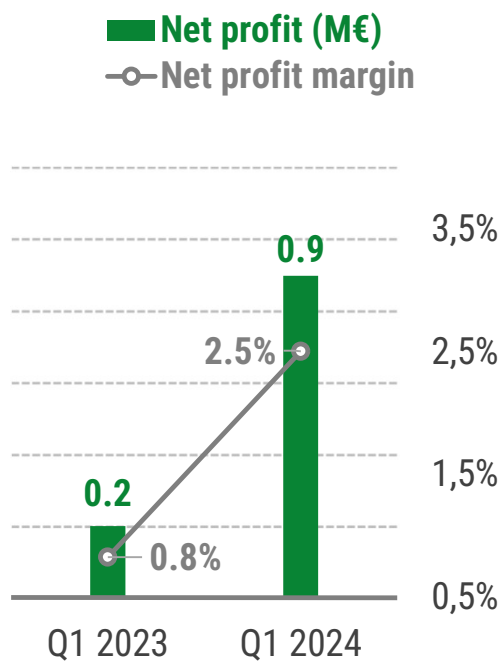


NET PROFIT

AD PLASTIK GROUP



AD PLASTIK D.D.



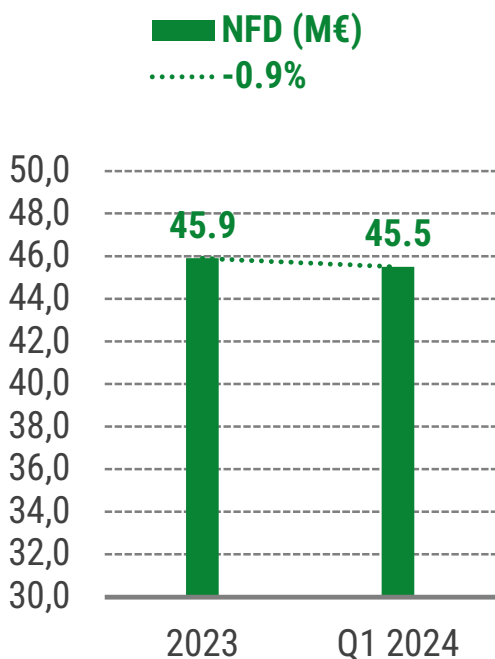
EFFECT ON NET PROFIT

- EBITDA-RELATED EFFECTS
- LESS SHARE IN EAPS PROFIT

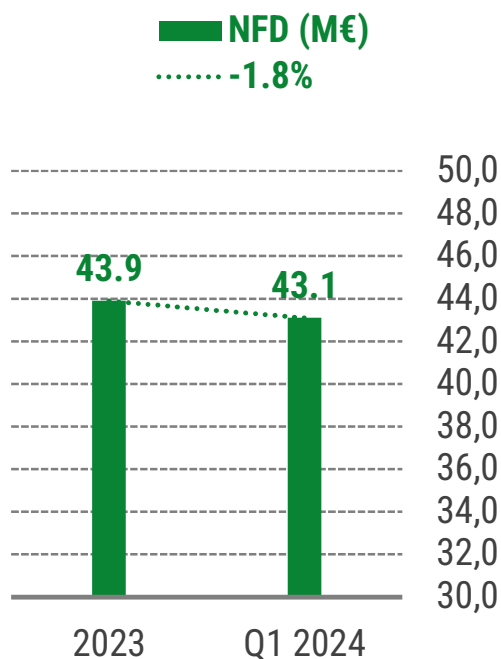


NET FINANCIAL DEBT

AD PLASTIK GROUP

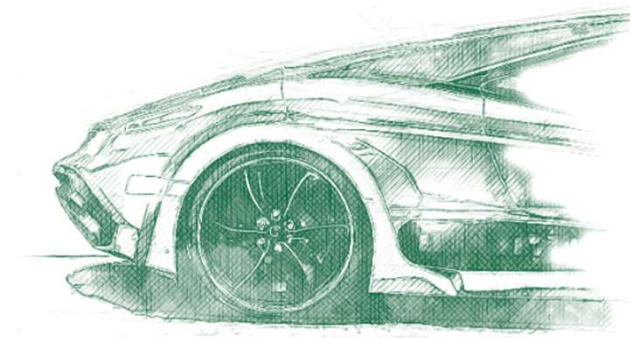


AD PLASTIK D.D.



EFFECT ON DEBT

- FINANCING OF NEW PROJECTS
- REGULAR REPAYMENT OF EXISTING DEBT



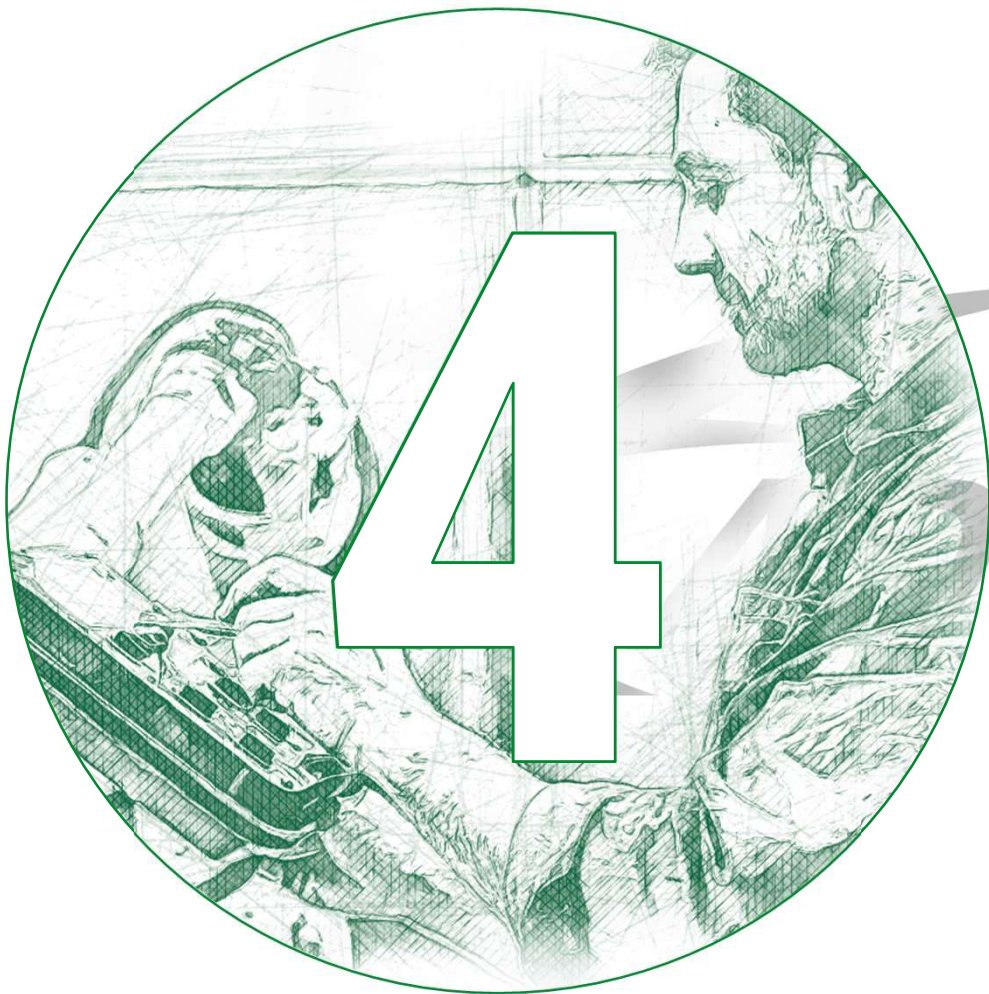
AFFILIATED COMPANY EAPS (JV)

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€



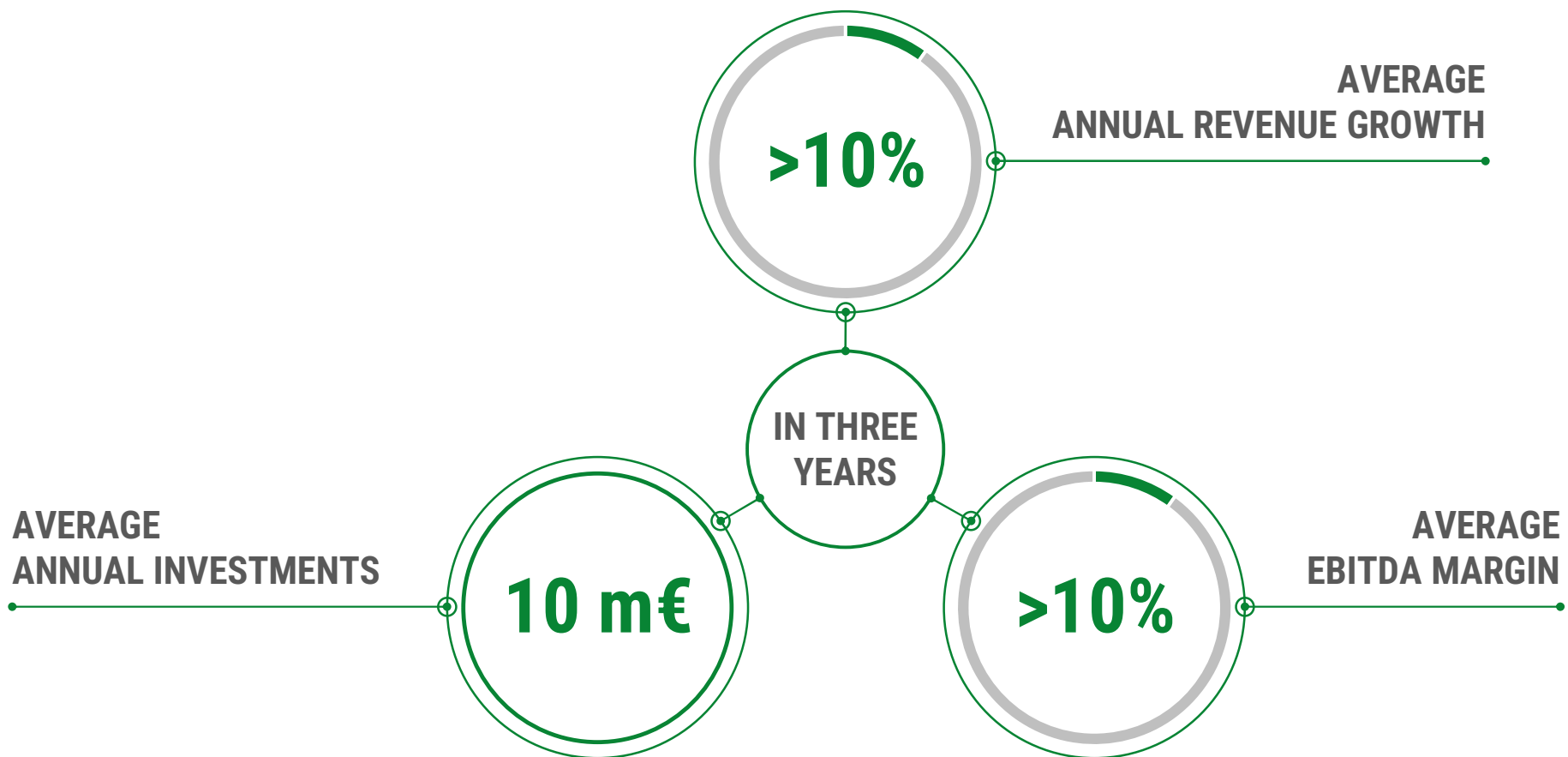
- VEHICLE MODEL REPLACEMENT
- COSTS OF START OF PRODUCTION
- EXPECTED REVENUE GROWTH



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EXPECTATIONS

EXPECTATIONS





QUESTIONS & ANSWERS