



# 2020

## NINE MONTHS RESULTS



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- Drop in revenue in EU and Russian markets as a **consequence of COVID-19**
- Employee **health protection**
- Measures to **preserve liquidity and maintain financial stability**
- **52 active projects**
- **New deals** worth EUR 106.6 million
- **Stable financial position** preserved



**9M 2020**

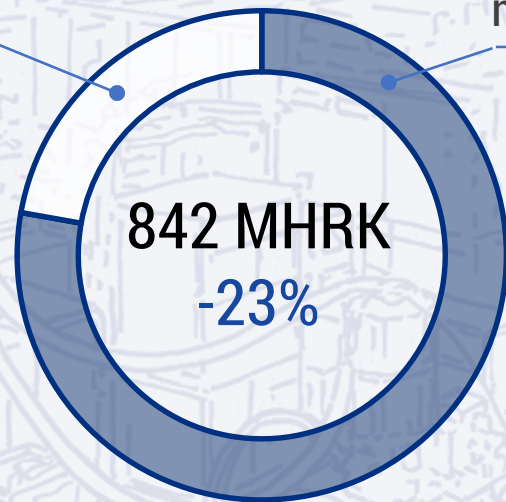


# Drop in revenue as a consequence of COVID-19

## Revenue AD Plastik Group 9M 2020

Russian  
market 22.2%

European  
market 77.8%



## European market

Revenue realized

654.8 MHRK

-23.8%

Number of newly registered cars

7 M

-28.8%

Expectations 2020 ACEA - 25%

## Russian market

Revenue realized

186.9 MHRK

-20.9%

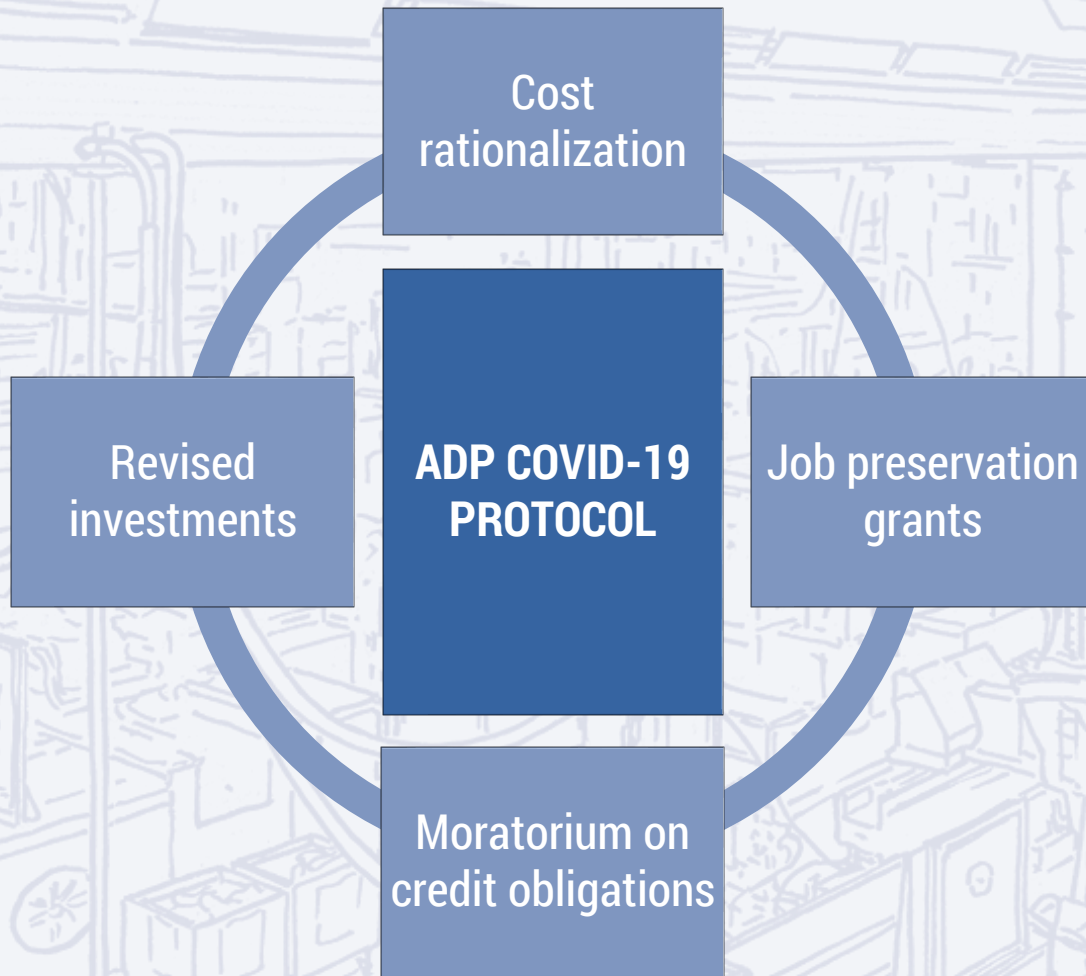
Number of newly registered cars

1.1 M

-13.9%

Expectations 2020 AEB AMC - 13.5%

# Focus on employee health and preserving financial stability



- Financial stability preserved
- NFD/EBITDA 2.21
- Cash as of September 30, 2020 41.6 MHRK
- Short-term credit lines available
- Government job preservation grants used in the amount of 33.8 MHRK
- Credit moratorium 70 MHRK (repayment for the most part began in late September)

# Investments optimized

2019

Investments

**162**

MHRK

9M 2020

Investments

**40**

MHRK

- Investment Plan revised
- All investments that are not necessary for business have been postponed



# New deals sealed in the amount of 106.6 million euro

## European market • EUR 21.3 million

PSA Group	EUR 15.9 million
FCA Group	EUR 4 million
Other customers	EUR 1.4 million



## Russian market • EUR 85.3 million

Renault-Nissan-Avtovaz Alliance	EUR 83.9 million
Other customers	EUR 1.4 million

## Deals sealed 2017 - 2020

2020	EUR 106.5 million
2019	EUR 214.9 million
2018	EUR 136.2 million
2017	EUR 156.7 million

**EUR 614.3 million**

# Key models in the medium term

## European market



Renault Twingo



Renault Clio 5



Ford Puma



Peugeot 3008

## Russian market



Dacia Logan



Dacia Sandero



Lada Granta

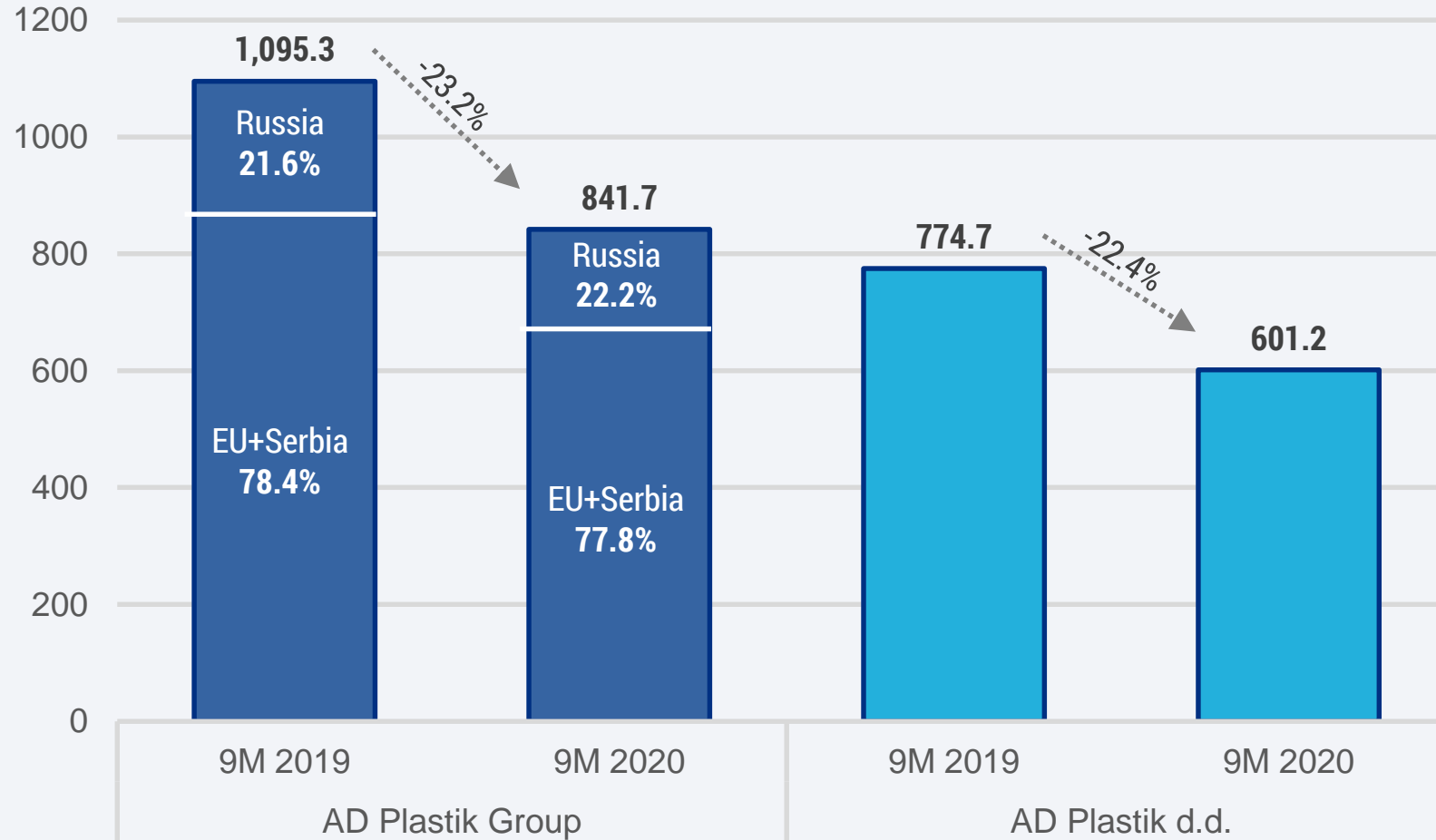


Lada Niva



# 9M 2020 financial results

## Operating revenue (MHRK)

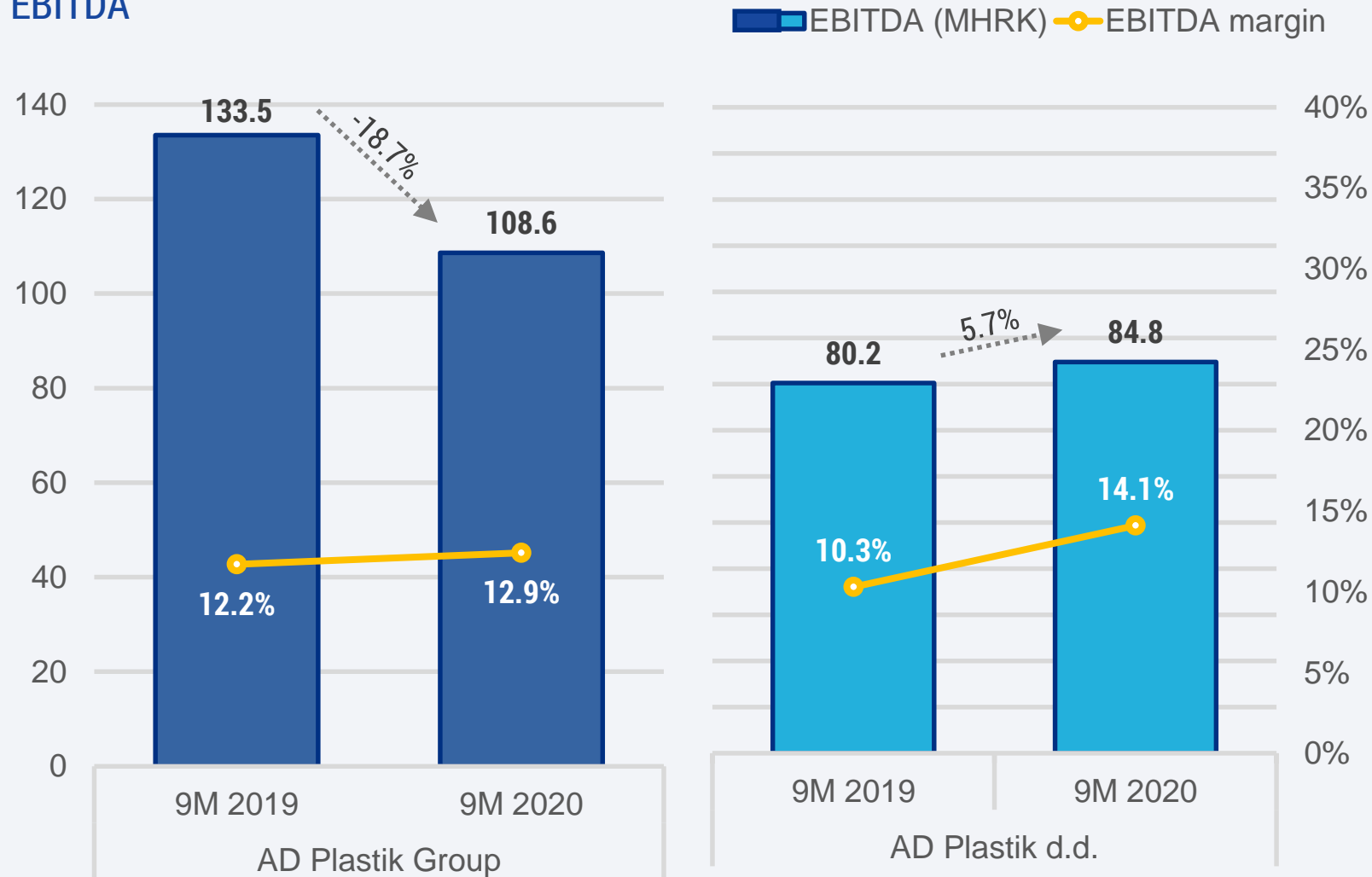


### Effect on revenue

- COVID-19
- New projects

# 9M 2020 financial results

## EBITDA



### Effect on EBITDA

- COVID-19
- Sales of non-operating tangible assets
- The use of job preservation grants
- Profitability of new projects

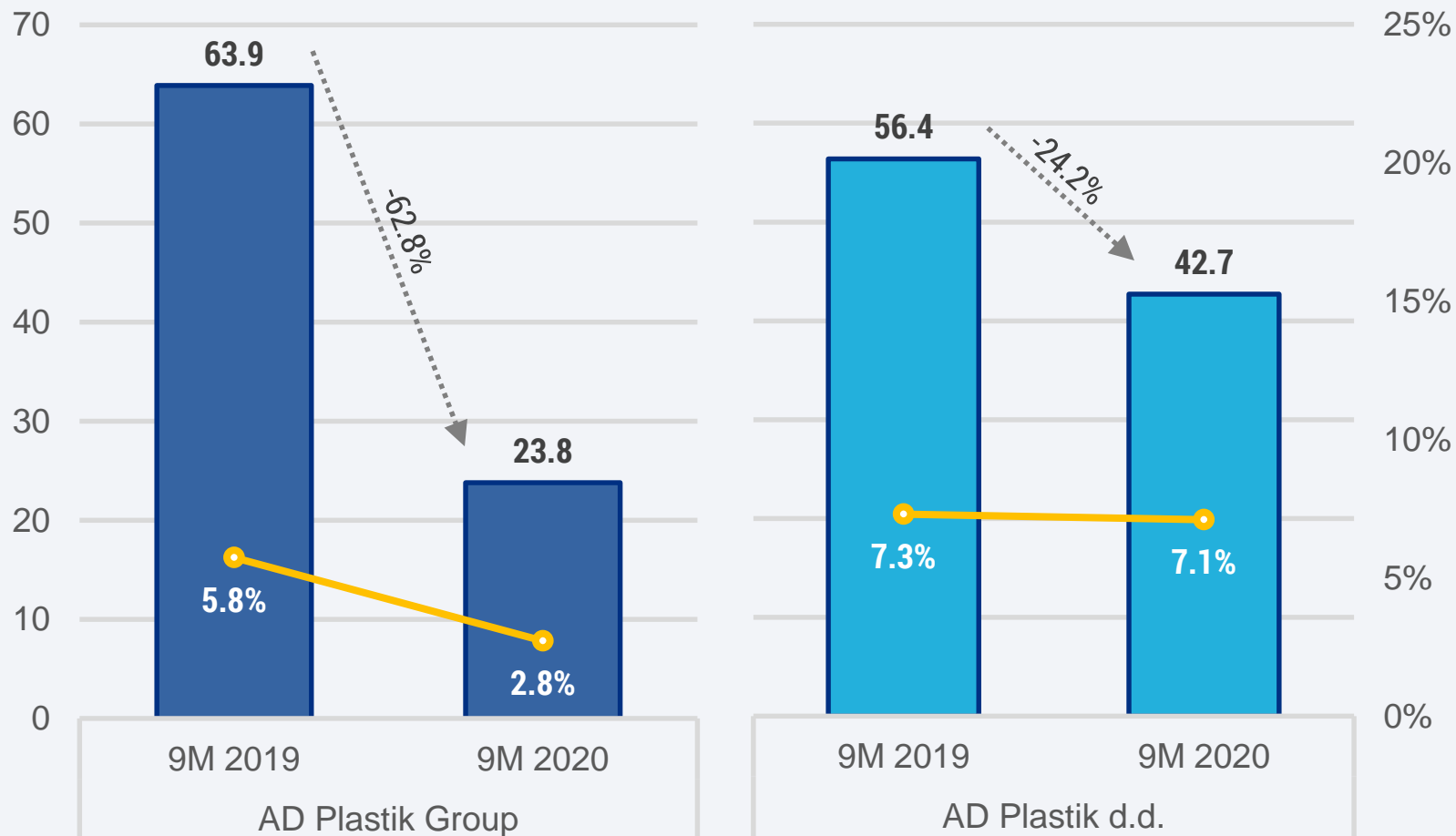


# 9M 2020 financial results



## Net profit

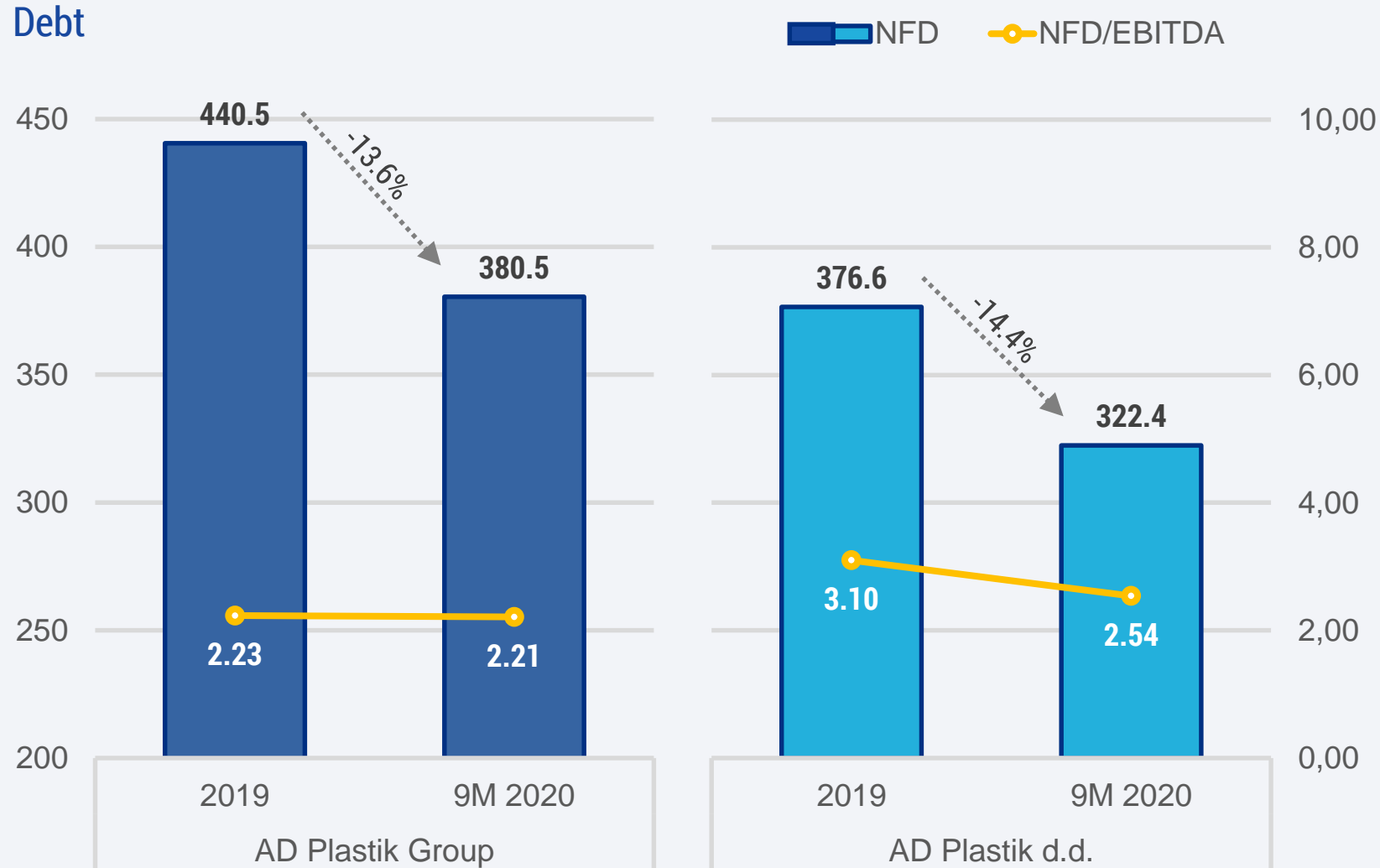
Net profit (MHRK) Net profit margin



### Effect on net profit

- EBITDA realized in a lower amount
- Larger negative exchange rate differences in the Group
- Lower profit of the affiliated company in the Group
- Lower dividend income in the parent company

# 9M 2020 financial results



## Effect on debt

- Inflows from the sales of non-operating tangible assets
- Inflows from the part of tools
- Reduced investments



# Affiliated company EAPS (JV)



REVENUE  
**377.3 MHRK**  
-37.9%



EBITDA  
**42.9 MHRK**  
-48%



PROFIT  
**20.2 MHRK**  
-65.4%

EBITDA margin **11.4%**

- Business under the influence of COVID-19
- 50 percent of 2019 profit paid out
- A company without financial debt
- Capex 11.8 MHRK
- Cash on account 135.6 MHRK

# Expectations 2020



## Revenue

Drop up to 25 percent

## EBITDA margin

> 11%

Capacity  
utilization growth in 4Q





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