

20

21





2021 AND THE FIRST QUARTER OF 2022 RESULTS



 AD Plastik

Contents



 Review of 2021	3
 Financial results 2021	9
 Main features and financial results Q1 2022	16
 Challenges 2022	23

Main features of 2021



Important events in 2021



In the category
of large companies



Health Friendly
Company



Golden Key
(Slovenia)



Important events in 2021



At all
production sites

Other certificates

- ISO 27001
- ISO 45001
- ISO 50001



ESG indicators



76

Bloomberg

70.66

ESG score 2020



550

points

Orientation in 2021



Customers

- Production adjustment
- Development projects
- Commercial activities

Profitability

- Internal savings
- Harmonization of sales prices

Financial stability

- Cash on account HRK 30 million
- Unused short-term lines HRK 75 million
- Group NFD / EBITDA 2.84

Sealed deals worth EUR 152 million



European market
EUR 79.9 million

Russian market
EUR 71.8 million

**> EUR
600
million**

**over
the past 4 years**



Stellantis Group
EUR 79.9 million



Renault-Nissan-
Avtovaz Alliance
EUR 63.5 million



Volkswagen
Group
EUR 8.3 million

Development projects



The most significant development projects in 2021

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

development of processes and
tools for a new customer

wheel arch liners
and rocker claddings

vehicle grilles

door trims and trunk side trims

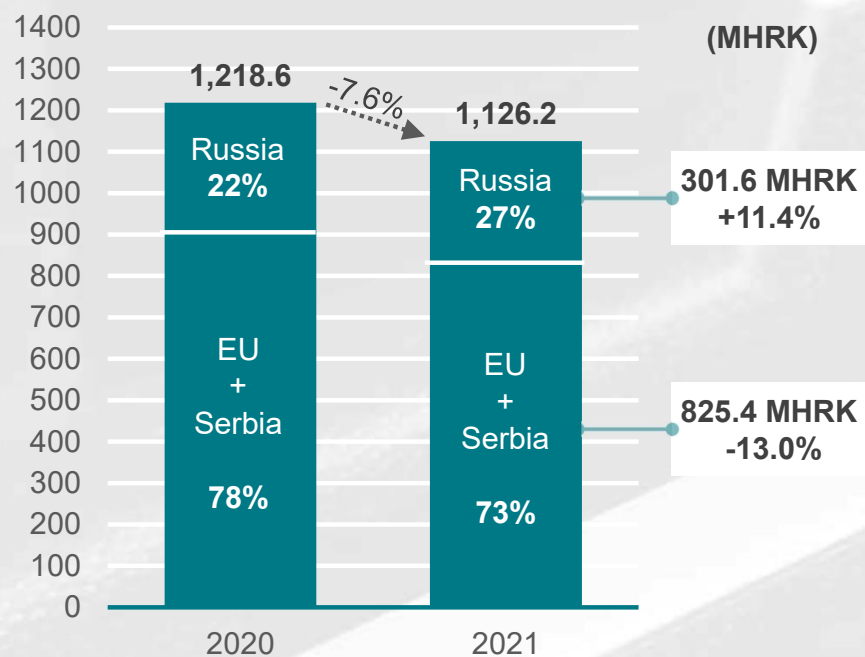
spoiler



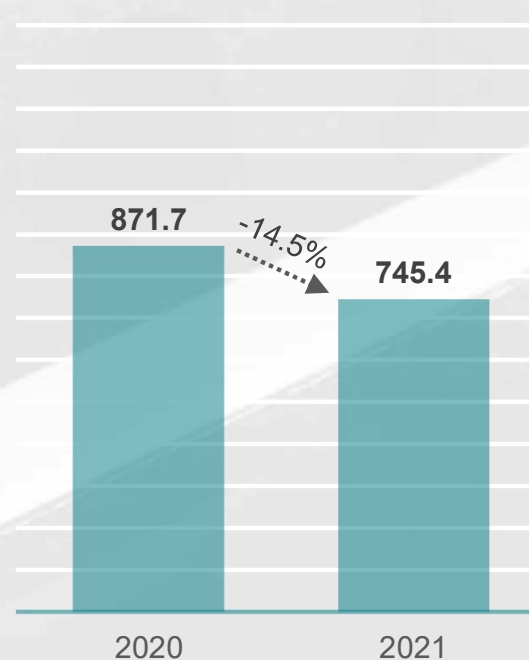
19
new ones

37
active ones
(31 Dec 2021)

Operating revenue



AD Plastik Group



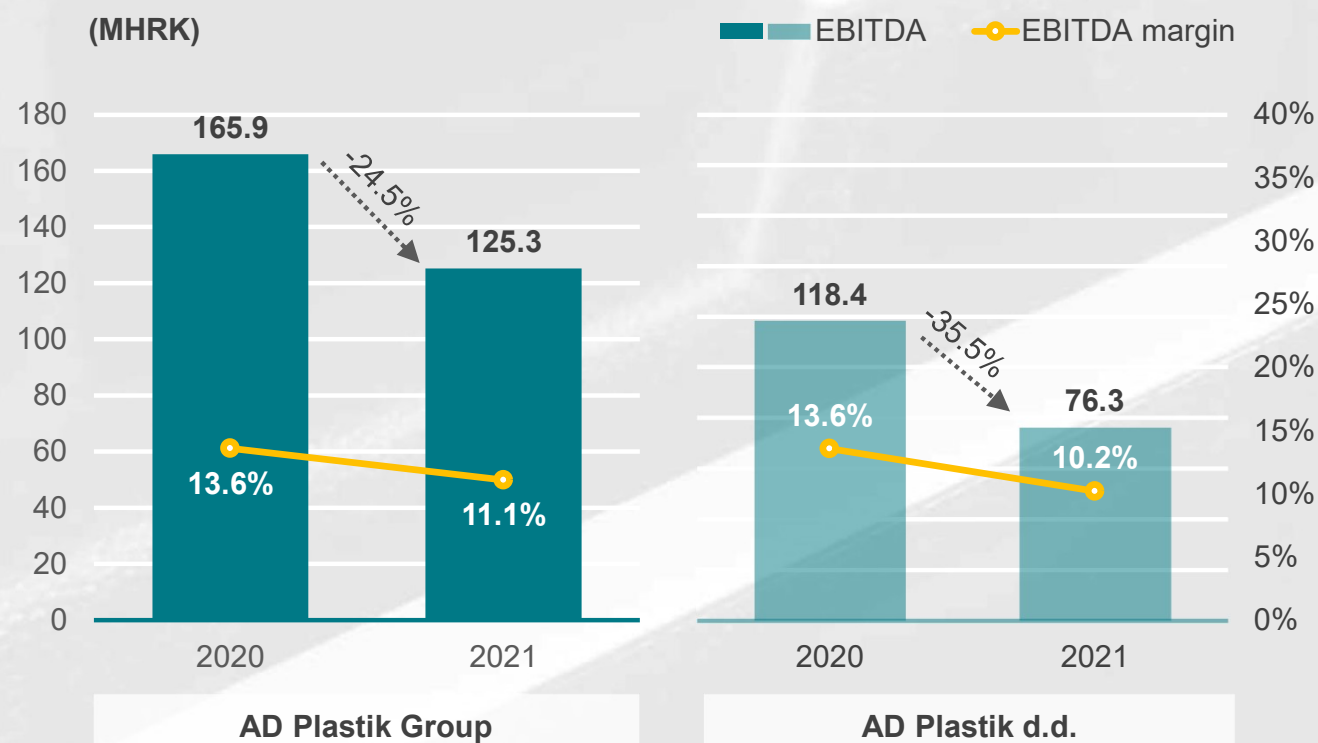
AD Plastik d.d.

Effect on revenue

- Lack of semiconductors



EBITDA

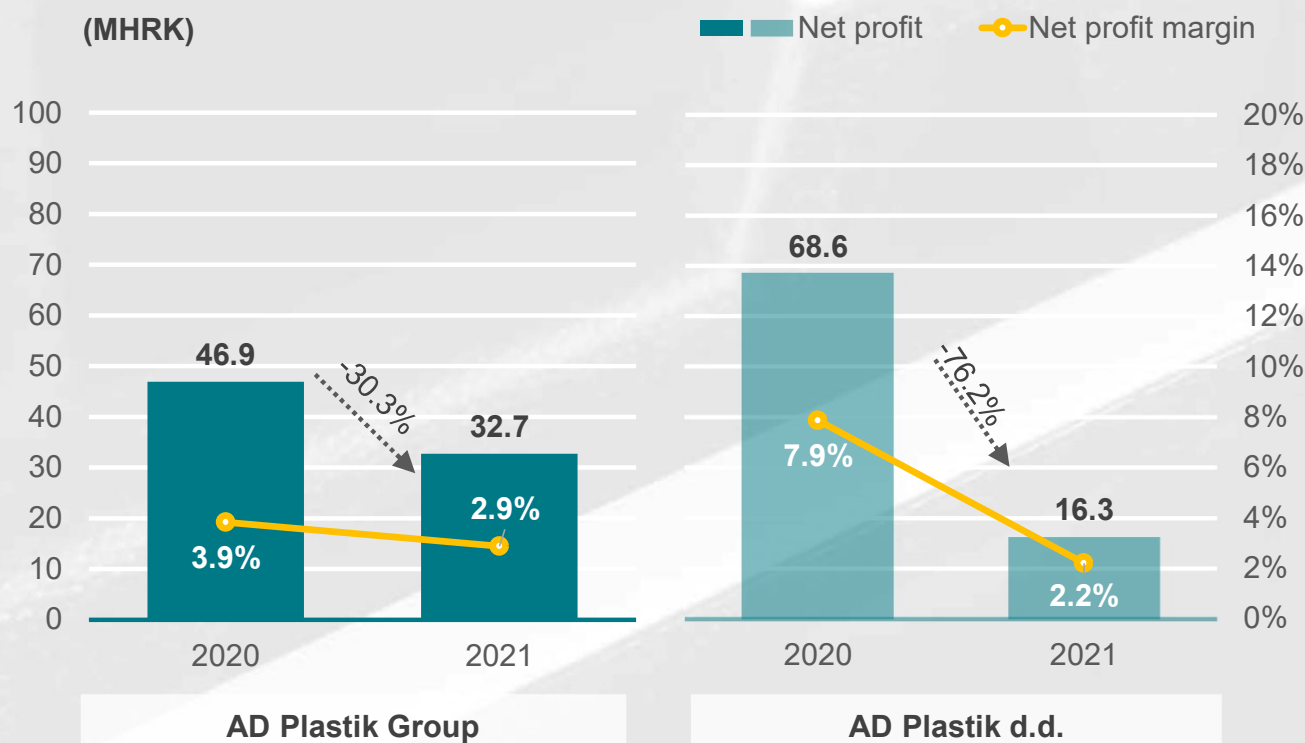


Effect on EBITDA

- Lack of semiconductors
- One-off effects 2020



Net profit

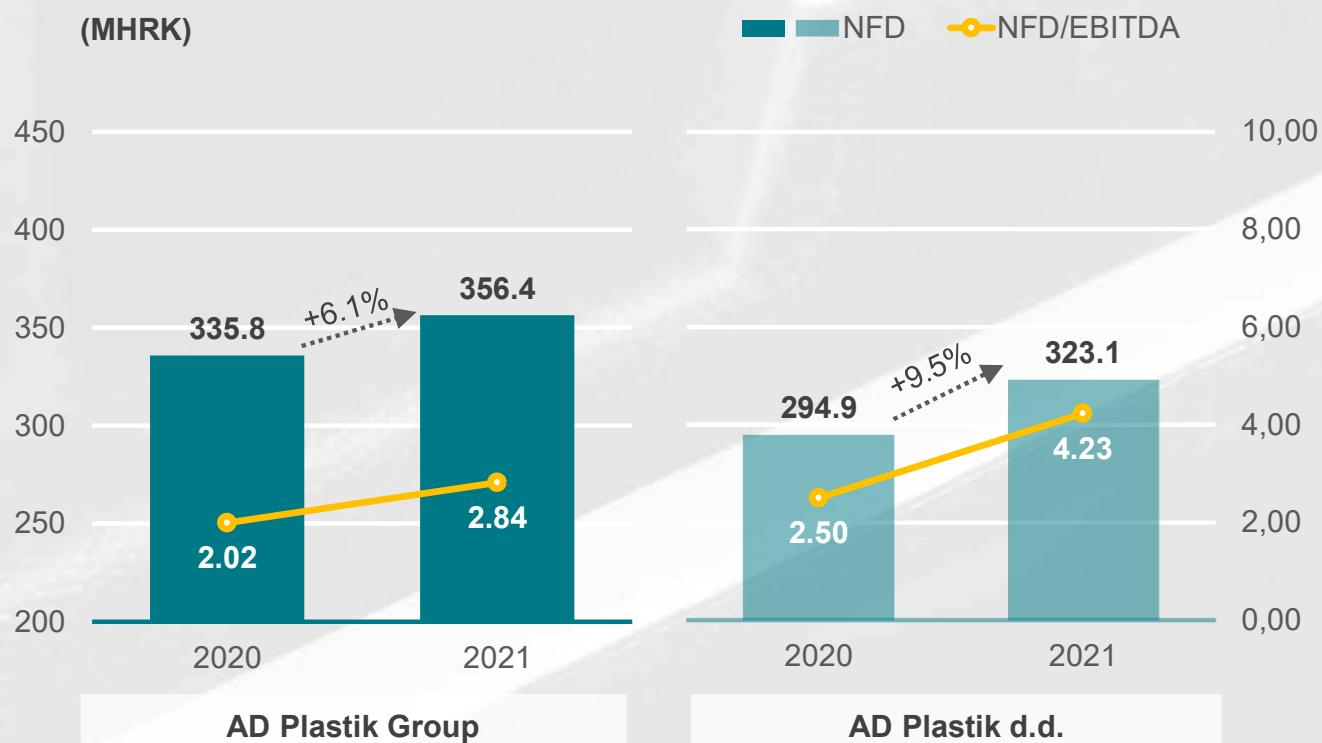


Effect on net profit

- Decreased EBITDA
- Positive exchange rate differences
- Decreased EAPS profit and dividend



Net financial debt

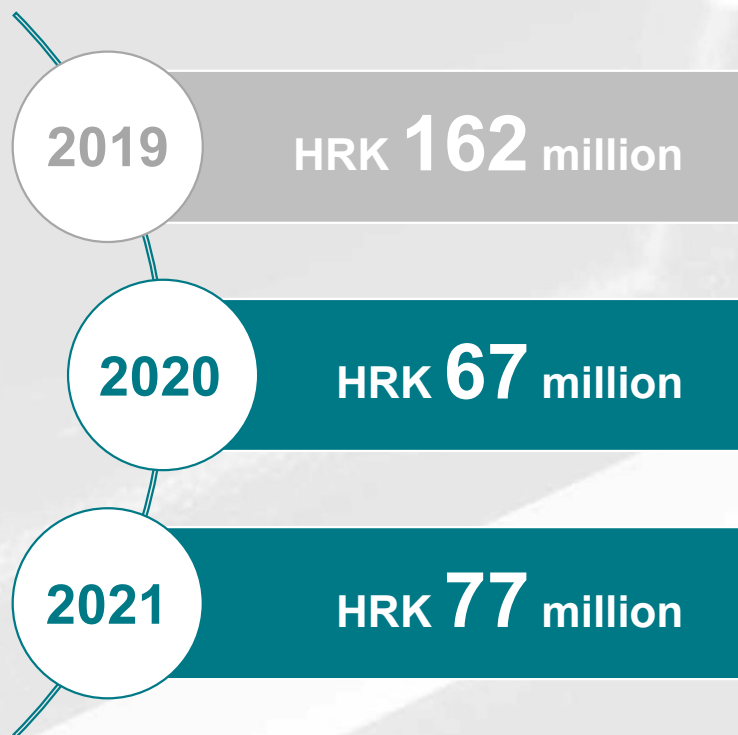


Effect on debt

- Decreased EBITDA
- Additional liquidity realized (HBOR)
- Loan repayment



Investments



Capacity utilization

60%
EU + Serbia

75%
Russia



Affiliated company EAPS (JV)



Revenue	535.9 MHRK	- 1.1%
---------	------------	--------

EBITDA	56.5 MHRK	- 19.1%
--------	-----------	---------

EBITDA margin	10.5%
---------------	-------

Net profit	30.6 MHRK	- 23.5%
------------	-----------	---------

Capex	15.1 MHRK
-------	-----------

Cash on account	44.2 MHRK
-----------------	-----------

- Lack of semiconductors
- New deals sealed



Main features and financial results Q1 2022



The impact of the Russian-Ukrainian crisis



Lack of semiconductors in the market



Reduced net financial debt



New deals sealed worth EUR 91.7 million

Newly registered car market

European market

Number of newly registered cars

2.2 M
(-12.3%)

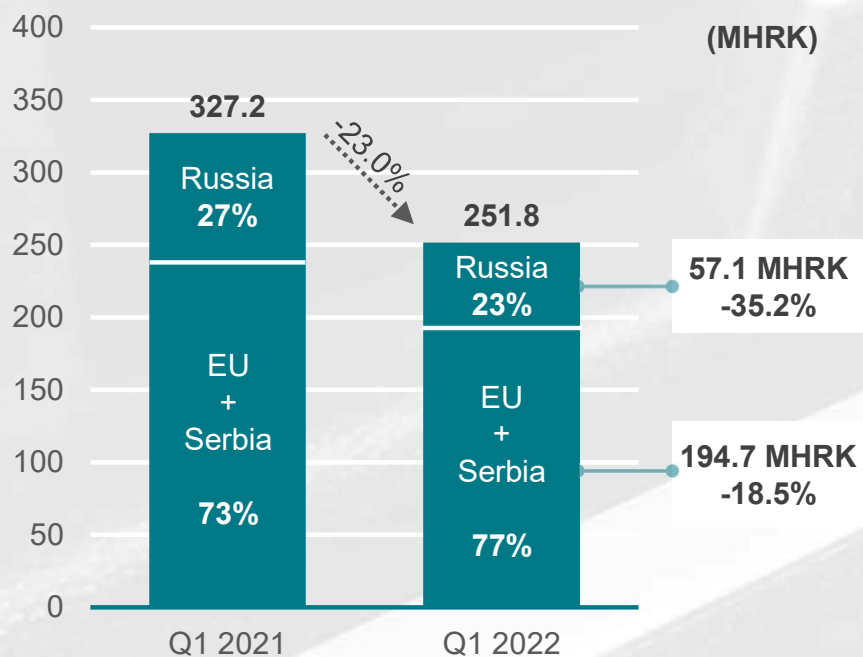
Russian market

Number of newly registered cars

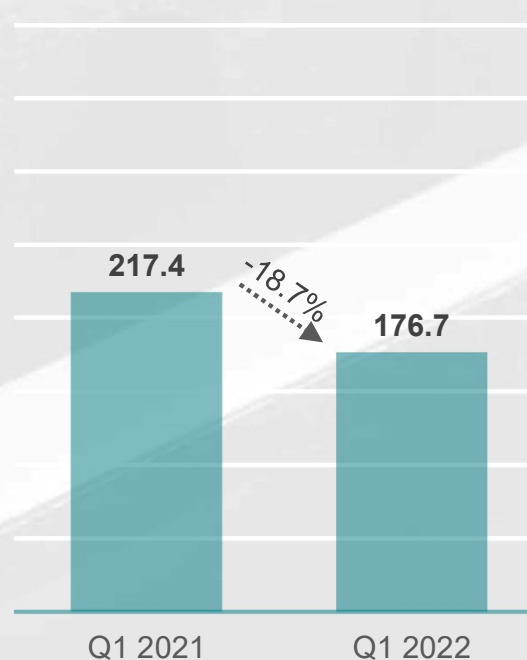
0.3 M
(-28.4%)



Operating revenue



AD Plastik Group



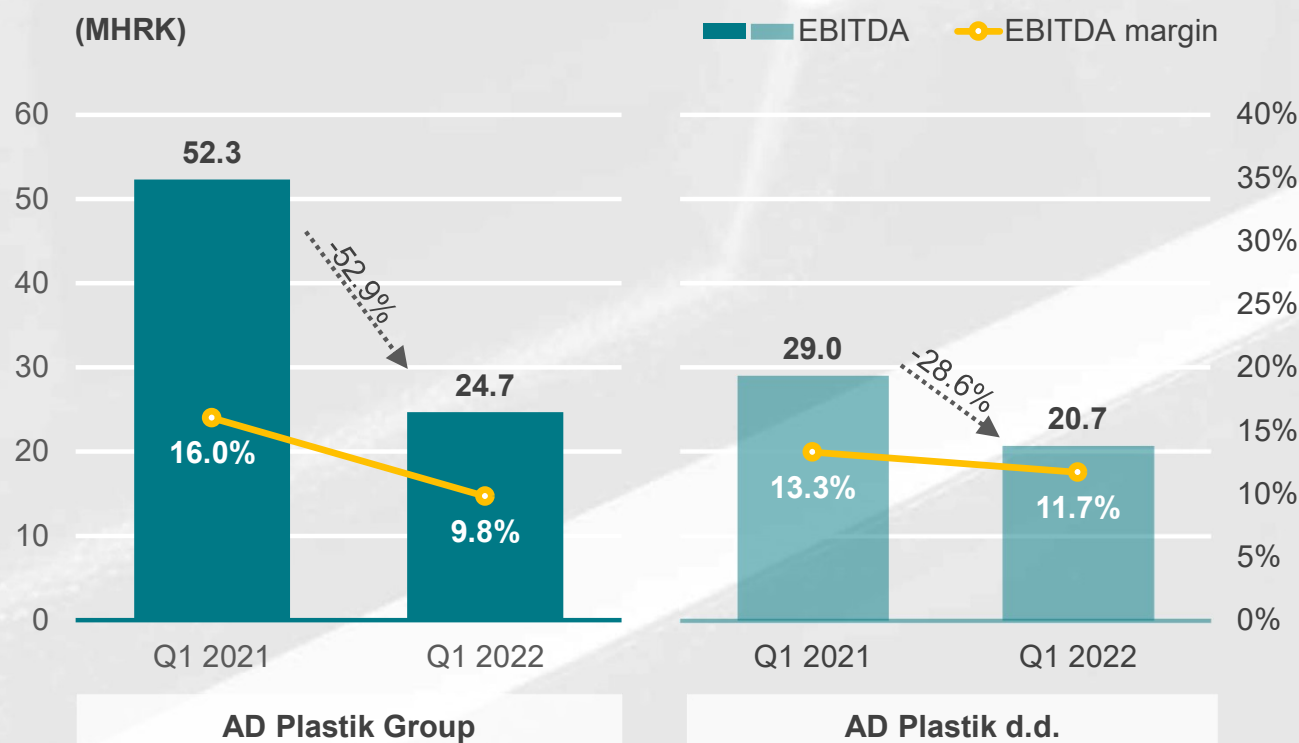
AD Plastik d.d.

Effect on revenue

- Russian market
- Lack of semiconductors



EBITDA

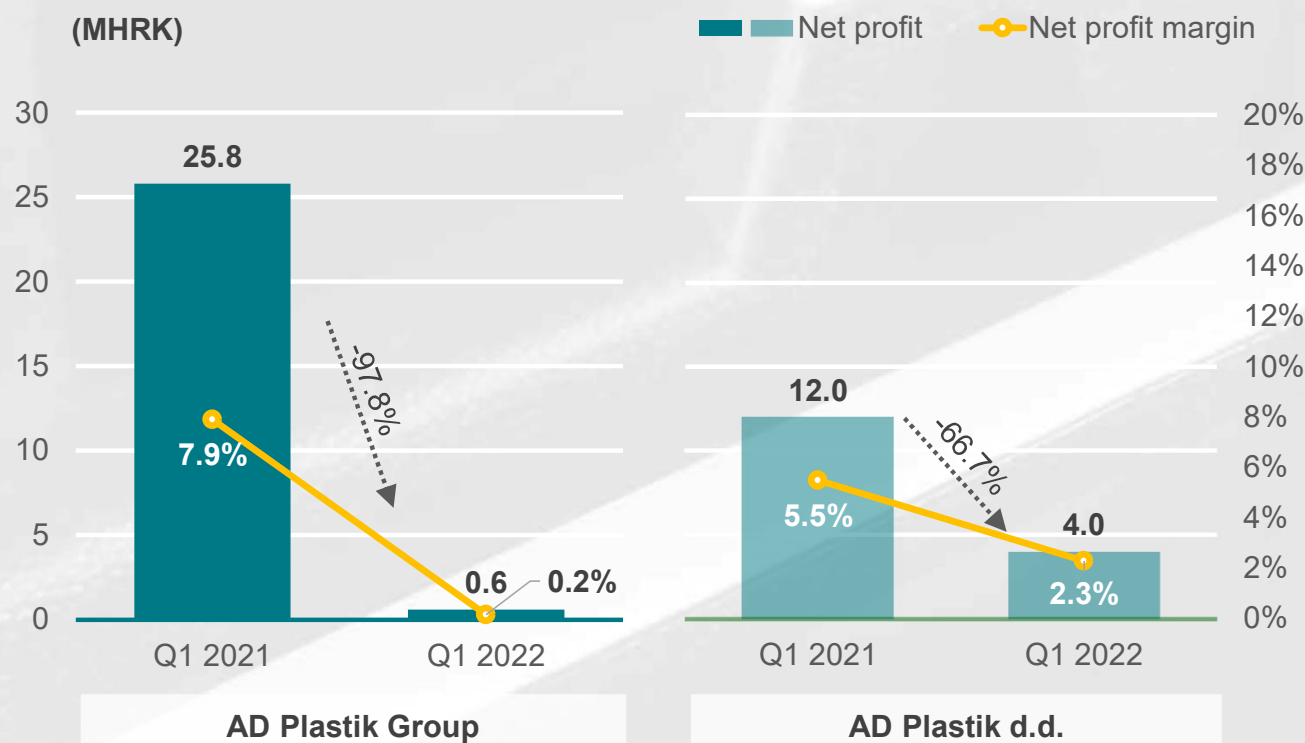


Effect on EBITDA

- Russian market
- Lack of semiconductors
- Price growth



Net profit

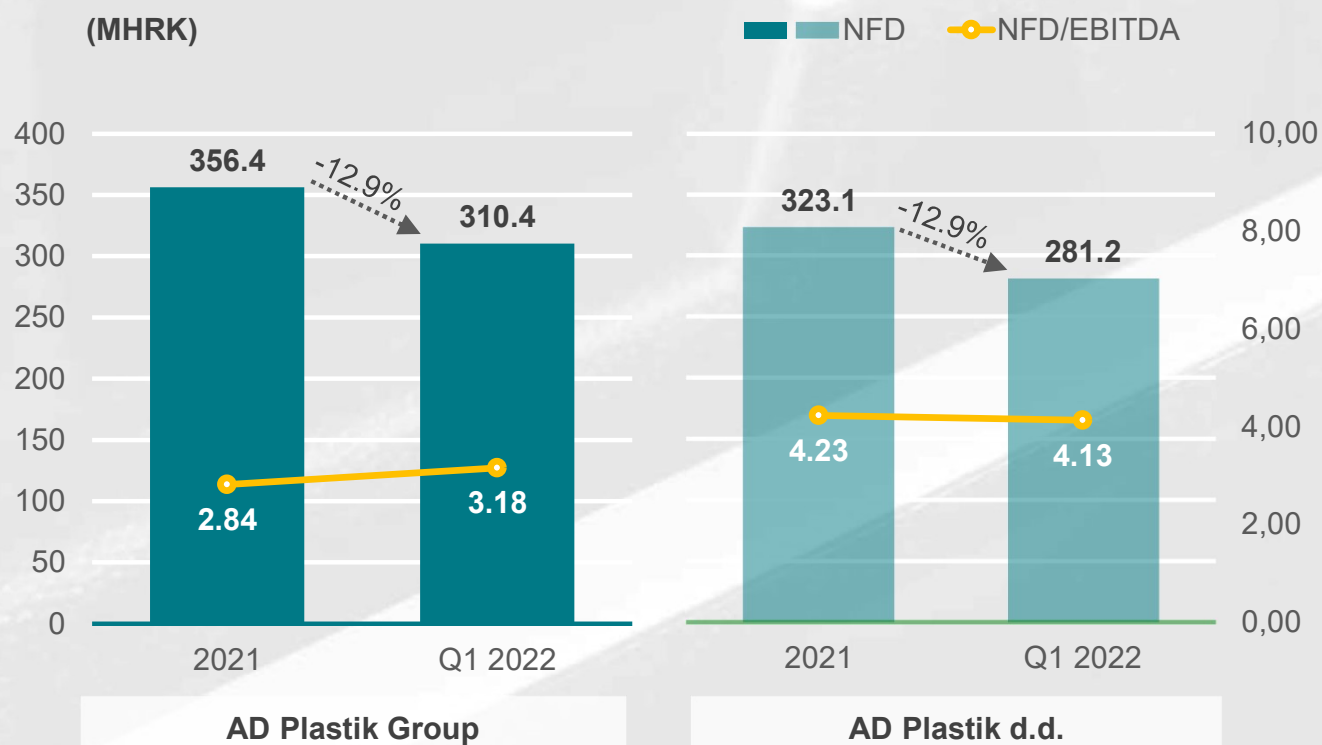


Effect on net profit

- Decreased EBITDA
- Negative exchange rate differences
- Higher EAPS profit
- Dividend income



Net financial debt



Effect on debt

- Regular loan repayment



Affiliated company EAPS (JV)



Revenue	155.7 MHRK	22.3%
---------	------------	-------

EBITDA	22.2 MHRK	122.0%
--------	-----------	--------

EBITDA margin	14.3%
---------------	-------

Net profit	12.7 MHRK	182.1%
------------	-----------	--------

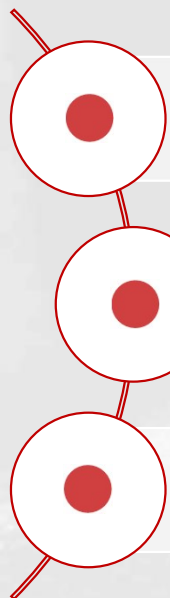
Capex	1.9 MHRK
-------	----------

Cash on account	45.1 MHRK
-----------------	-----------

- Sales growth of Dacia models



Challenges 2022



Russian-Ukrainian crisis

Semiconductor crises

**Increase in prices of materials
and energy sources**

AD PLASTIK GROUP

- Financial stability
- Cost adjustment
- Harmonization of sales prices
- Investment adjustment