



Nine Months 2019 Results

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1,095.32 MHRK
REVENUE +16.6%



133.54 MHRK
EBITDA +3.57%

12.2%
EBITDA MARGIN

2.58
NFD/EBITDA

9M 2019

63.86 MHRK
PROFIT +6.28%

5.8%
NET PROFIT MARGIN

Revenue

above market movements

Clio 5 and Twingo

start of serial production

174.9 MEUR

of new deals

HRK 12.5 per share

dividend (dividend yield 7.2%)

Capacity expansion

in Croatia and Russia

European market

AD Plastik Group 9M 2019

859.18 MHRK Revenue

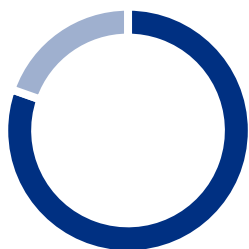
24.84% Growth

European market 9M 2019

11.8 M Newly registered cars

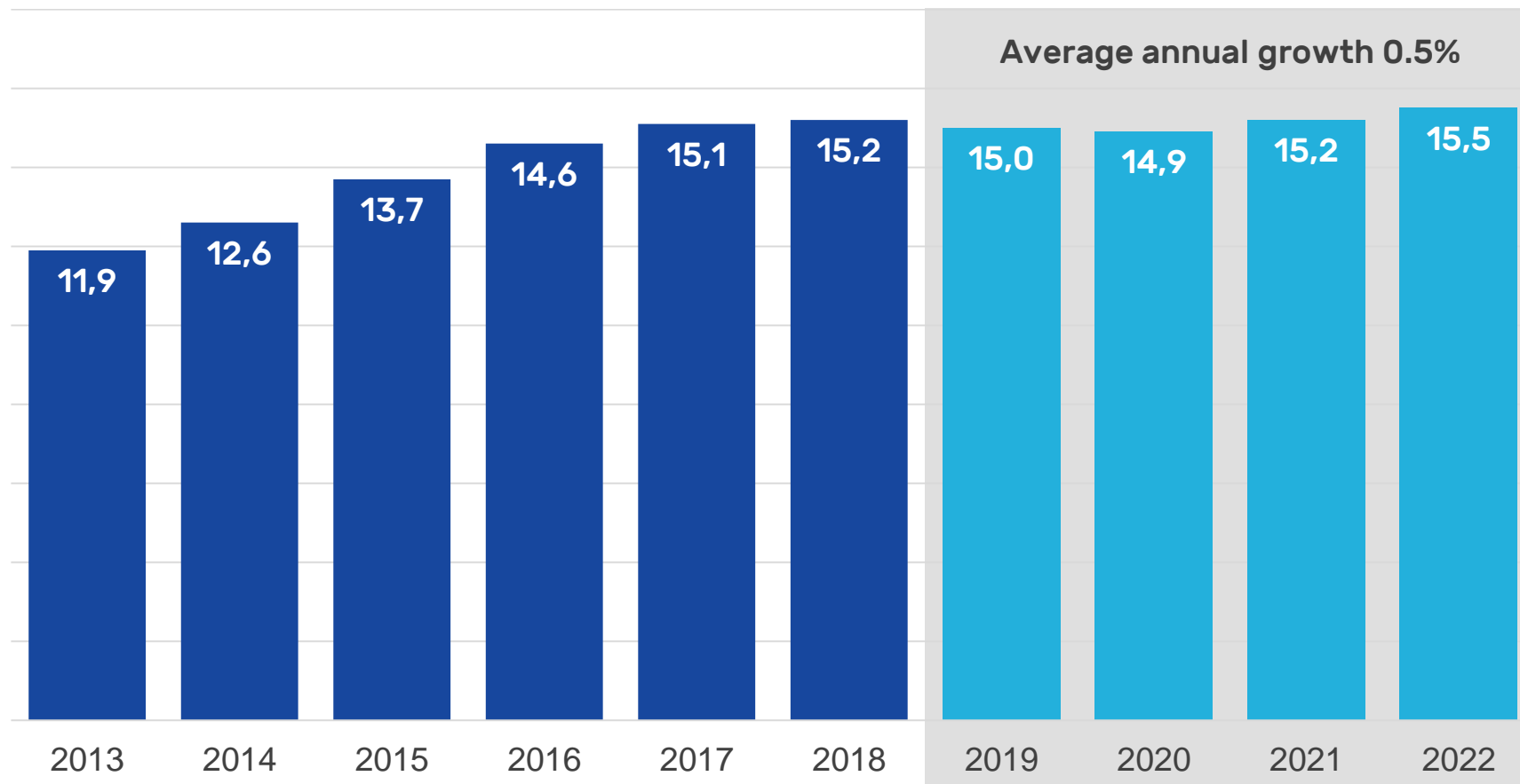
-1.6% Drop

Russian market
21.56%



78.44%
European market

New car market in the EU, millions of pieces



Source: ACEA, AD Plastik Group

Russian market

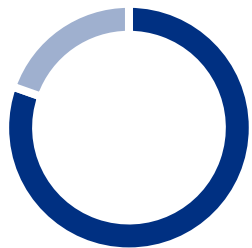
AD Plastik Group 9M 2019

236.14 MHRK Revenue
-5.97% Drop

Russian market 9M 2019

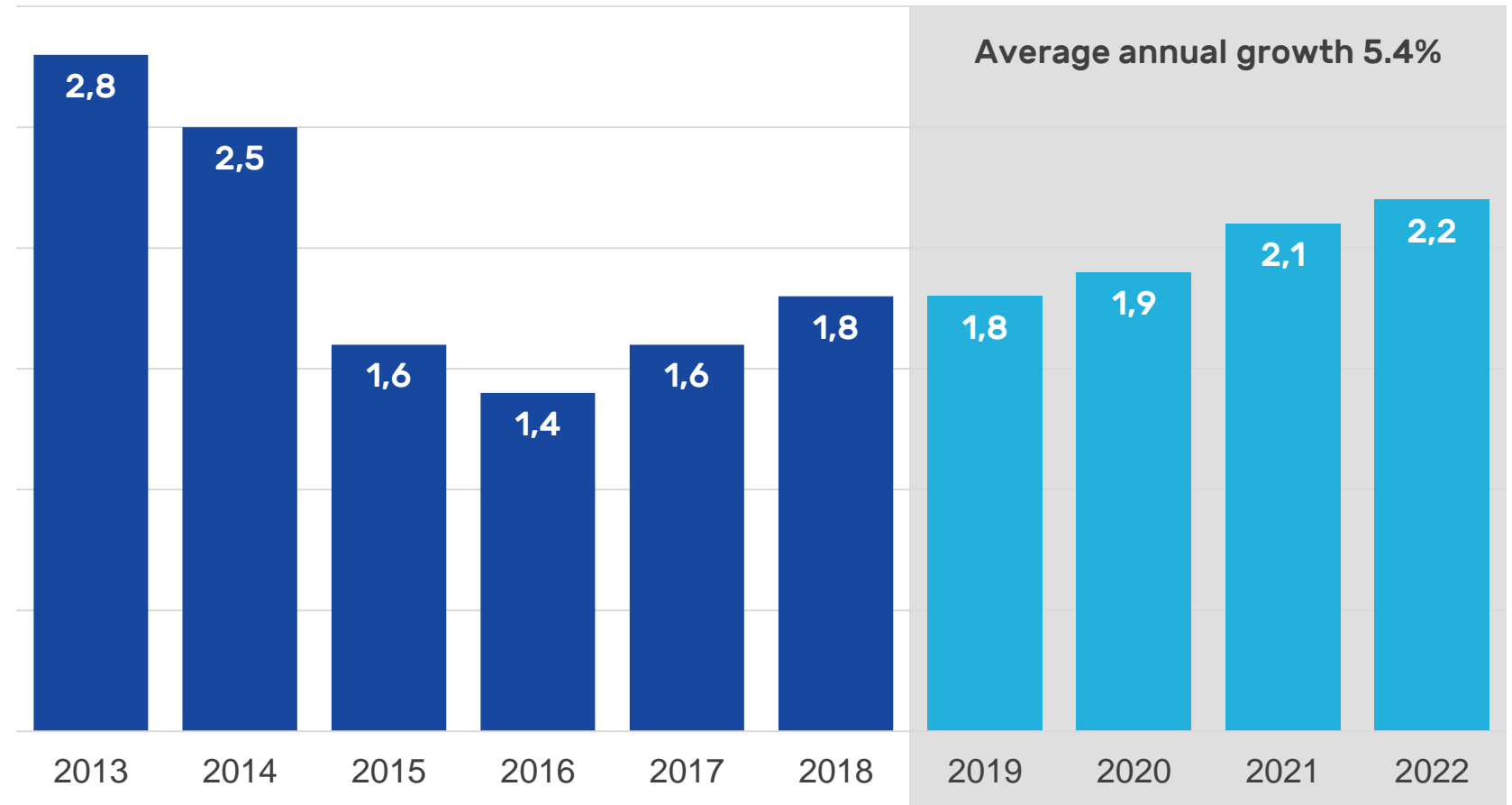
1.3 M Newly registered cars
-2.0% Drop

Russian market
21.56%



78.44%
European market

New car market in Russia, millions of pieces



Source: PWC analysis, February 2019

New deals

NEW DEALS SEALED **174.9 MEUR**

EUROPEAN MARKET **57.0 MEUR**

RUSSIAN MARKET **117.9 MEUR**

AVERAGE DURATION OF PROJECTS **7,7 years**

THE MOST SIGNIFICANT DEALS

Renault Logan and Sandero 83.4 MEUR

PSA Group 26.1 MEUR

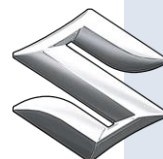
Lada Granta 24 MEUR

Fiat 500e and Jeep Compass 20.7 MEUR

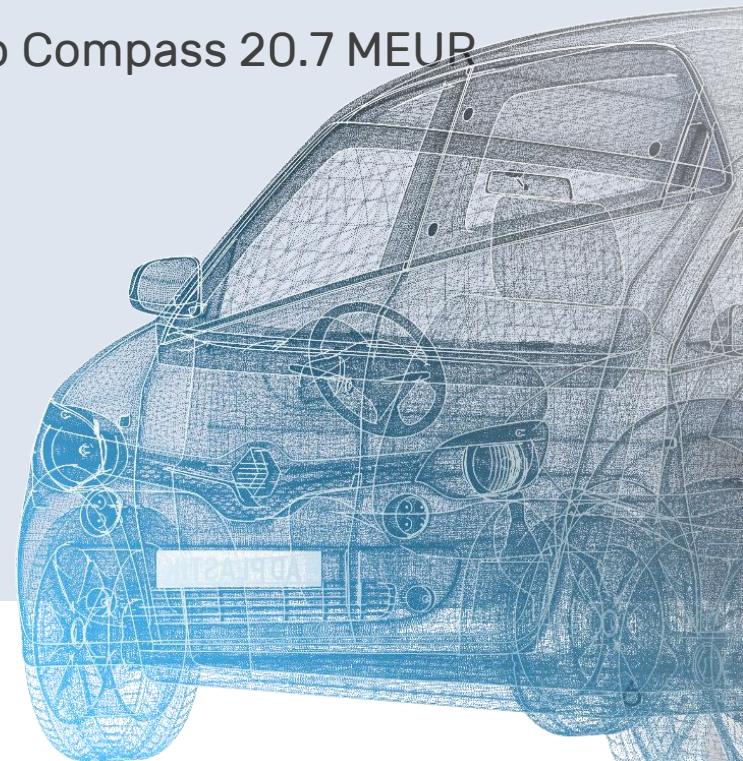
**GROUPE
RENAULT**

PSA
GROUPE

VOLKSWAGEN
GROUP



Jeep



Key projects

Renault Clio (6/2019) **160M€** in 5 years
the second best-selling vehicle in Europe

Renault Twingo (4/2019) **100M€** in 5 years

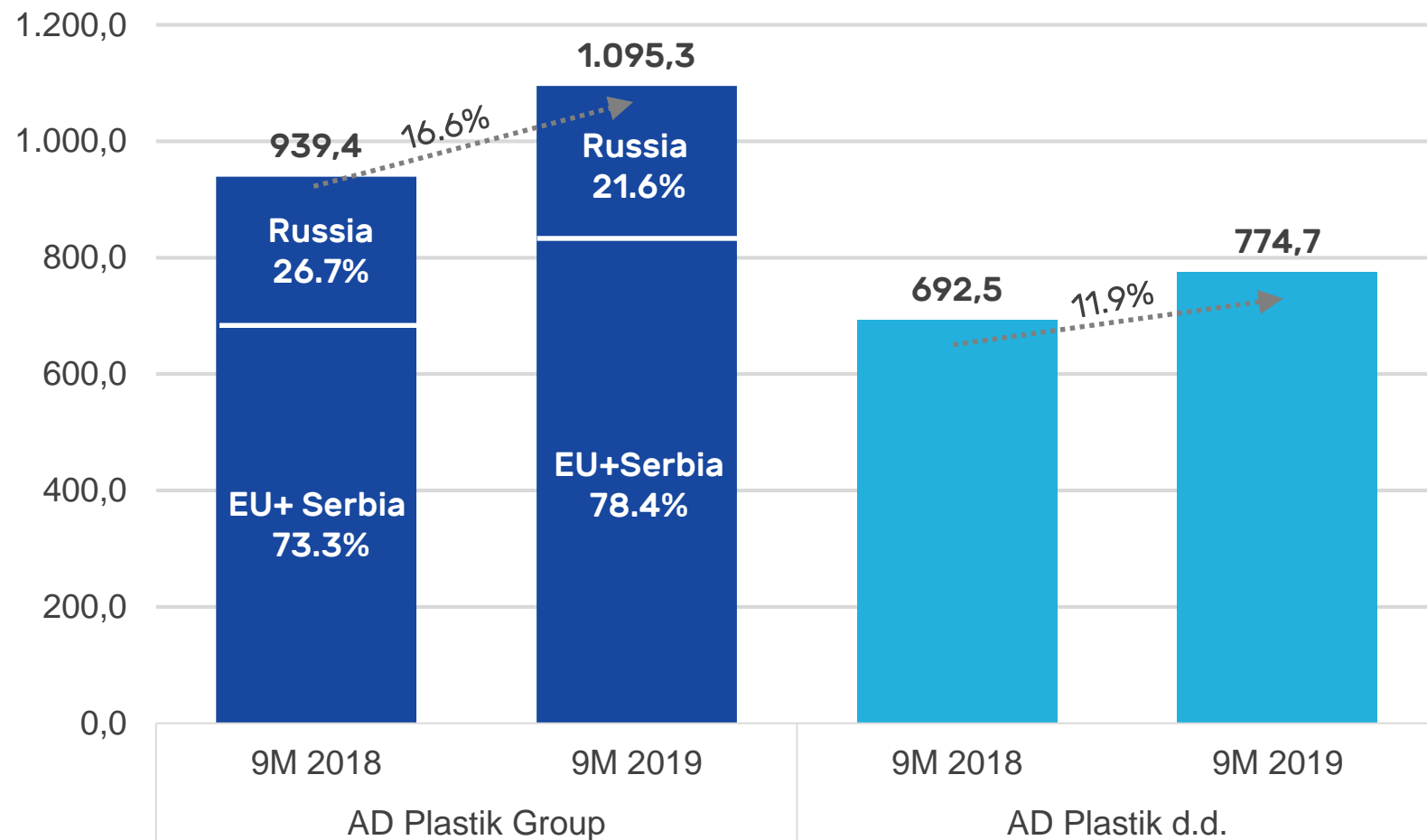
Ford Puma (10/2019) **80M€** in 8 years

Smart (11/2019) **21.6M€** in 4 years

Renault Logan and Sandero (Q2/2021) **83.4M€** in 8 years
among the 15 best-selling cars in Russia



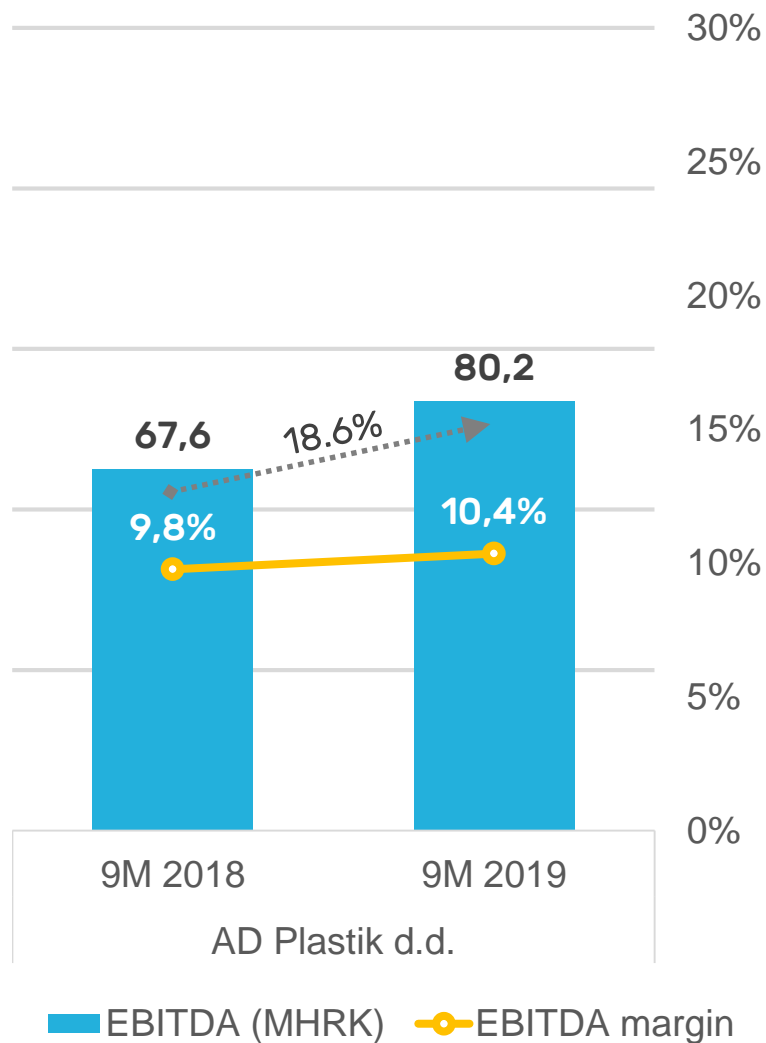
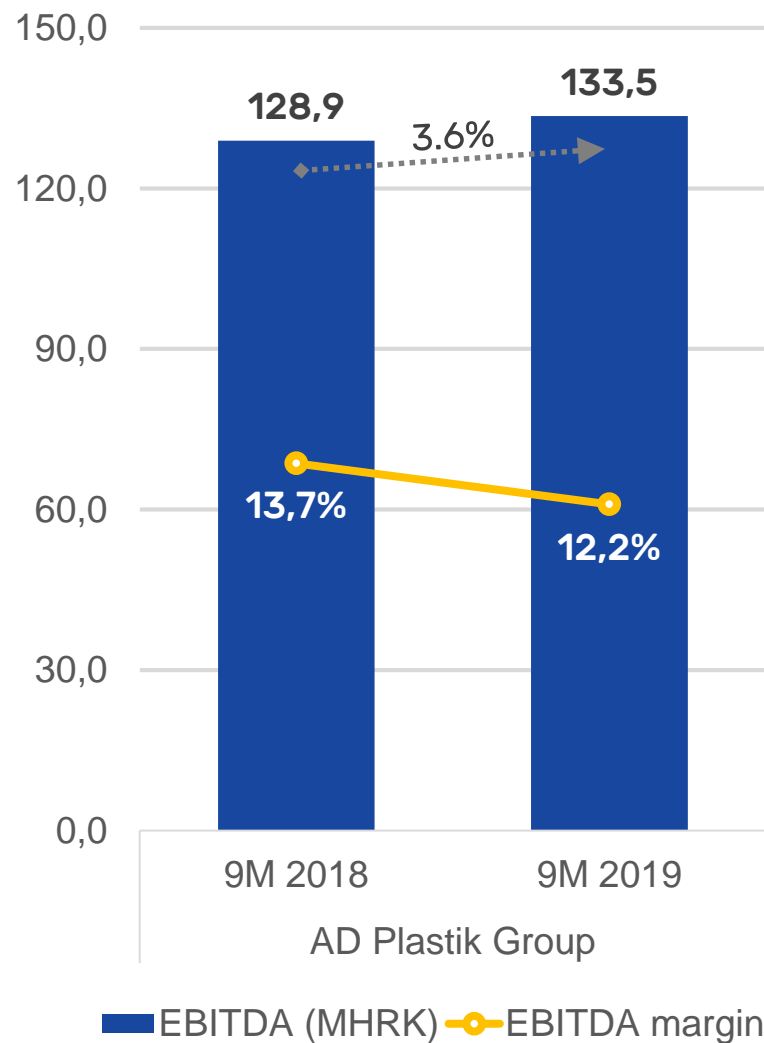
Operating revenue (MHRK)



Effect on revenue

- revenue of the Hungarian company Tisza Automotive
- realization of projects in the parent company
- Renault Group, Hella, Ford, PSA Group
- revenue from tools growth in the parent company

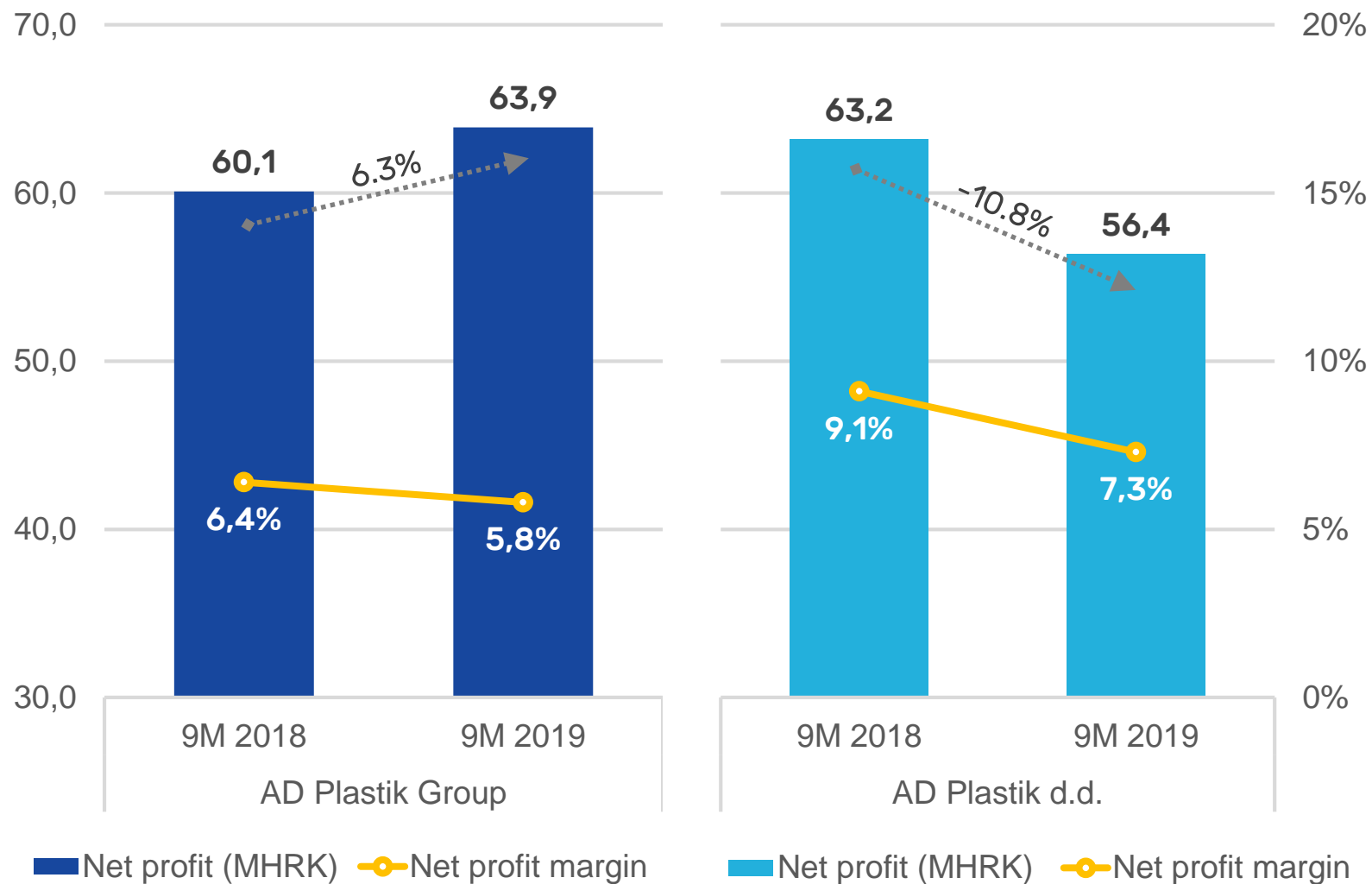
EBITDA



Effect on EBITDA

- Serial production for the new projects in the parent company (Twingo and Clio 5) has started
- Tisza Automotive

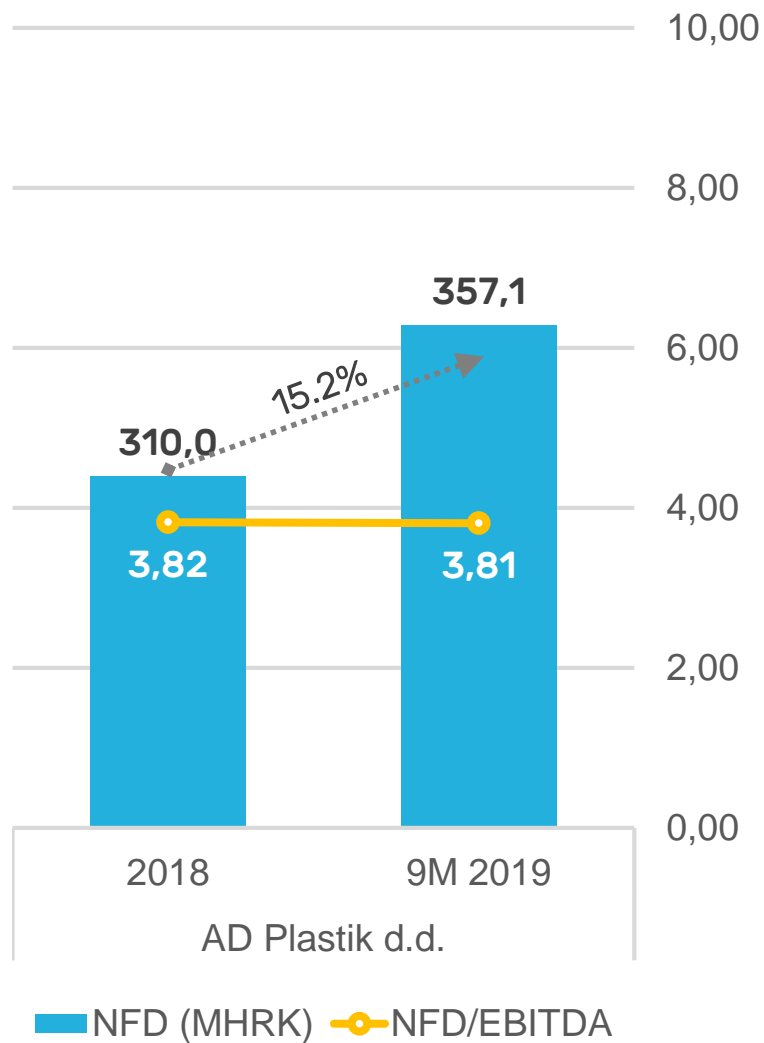
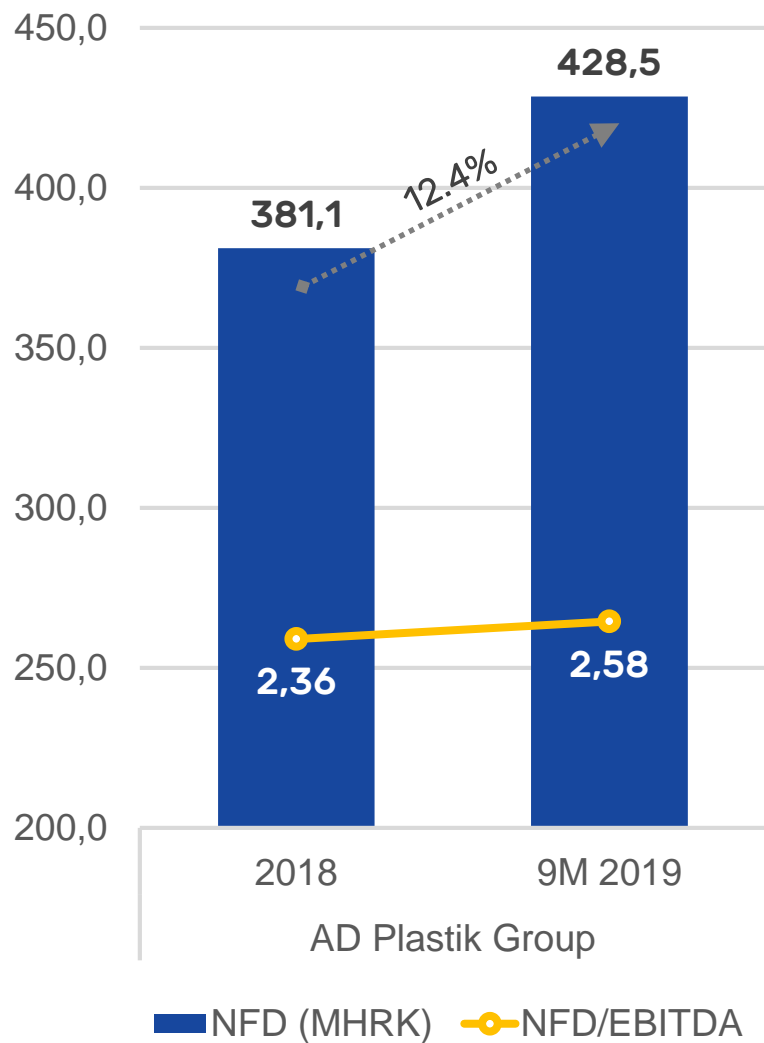
Net profit



Effect on net profit

- EBITDA growth in the Group and the parent company
- Lower negative exchange rate differences in the Group
- Lower dividend income in the parent company

Debt



Effect on debt

- Investments in the parent company
- Financing part of the tools for new projects

Investments



93.1 MHRK

INVESTED
IN TANGIBLE ASSETS



32.4 MHRK

INVESTED
IN INTANGIBLE ASSETS

Capacity utilization

- EU+Serbia > 90%
- Russia > 85%



Affiliated company EAPS (JV)

EAPS



603.18 MHRK

REVENUE -0.8%



89.38 MHRK

EBITDA +9.1%



59.9 MHRK

PROFIT +2.6%

EBITDA margin **14.8%**

High capacity
level

No financial
debt

Payment of
80% of 2018
profit

AD PLASTIK GROUP + EAPS



1,385.9 MHRK

REVENUE +12.2%



178.23 MHRK

EBITDA +4.9%



63.9 MHRK

PROFIT +6.3%

EBITDA margin **12.9%**

Expectations 2019



> 14%

REVENUE GROWTH



12%

EBITDA MARGIN



6%

NET PROFIT MARGIN



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