



2019 and the first quarter 2020 results

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2019 highlights

2019



1,541.6 MHRK
RECORD REVENUE



102.6 MHRK
RECORD PROFIT



214.9 M€
NEW DEALS

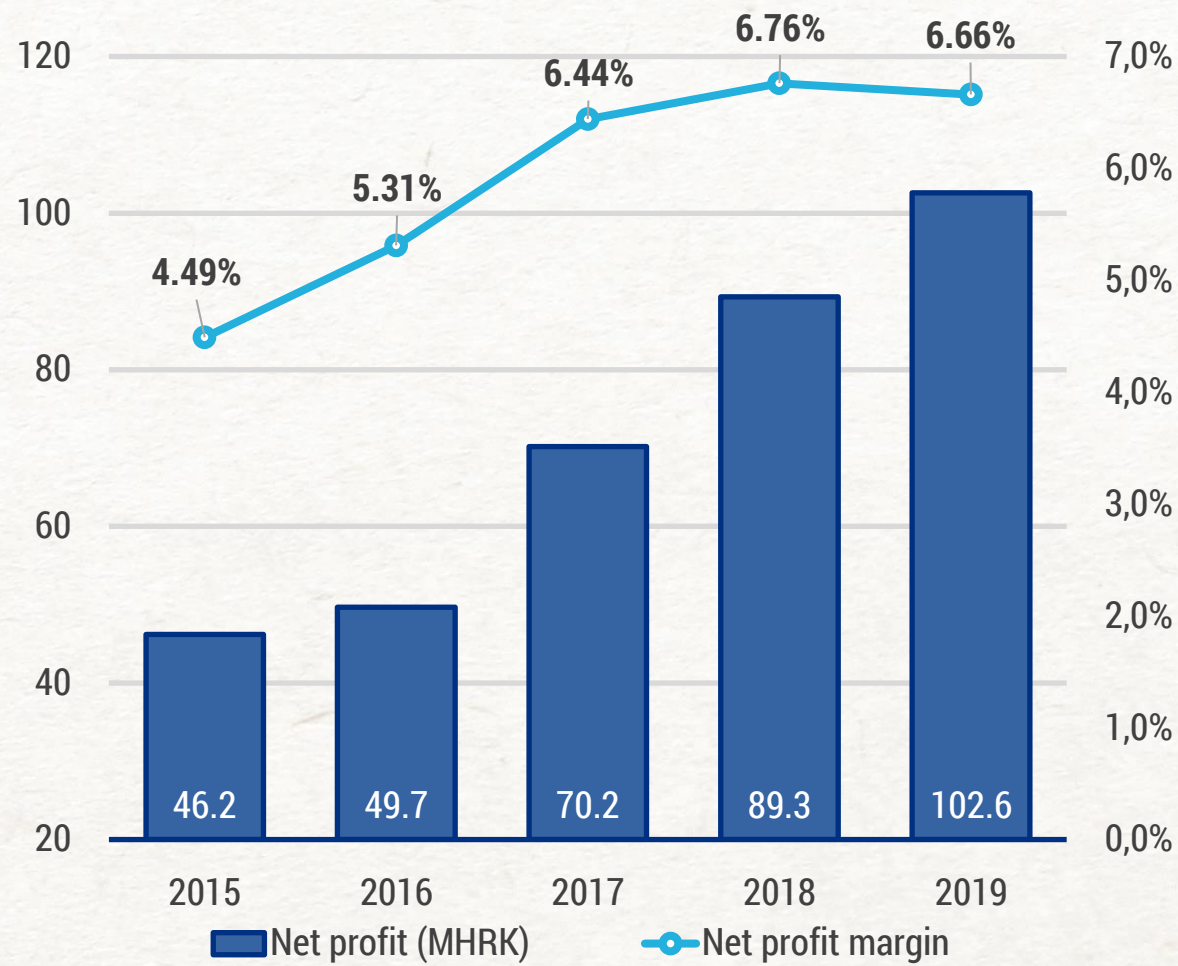
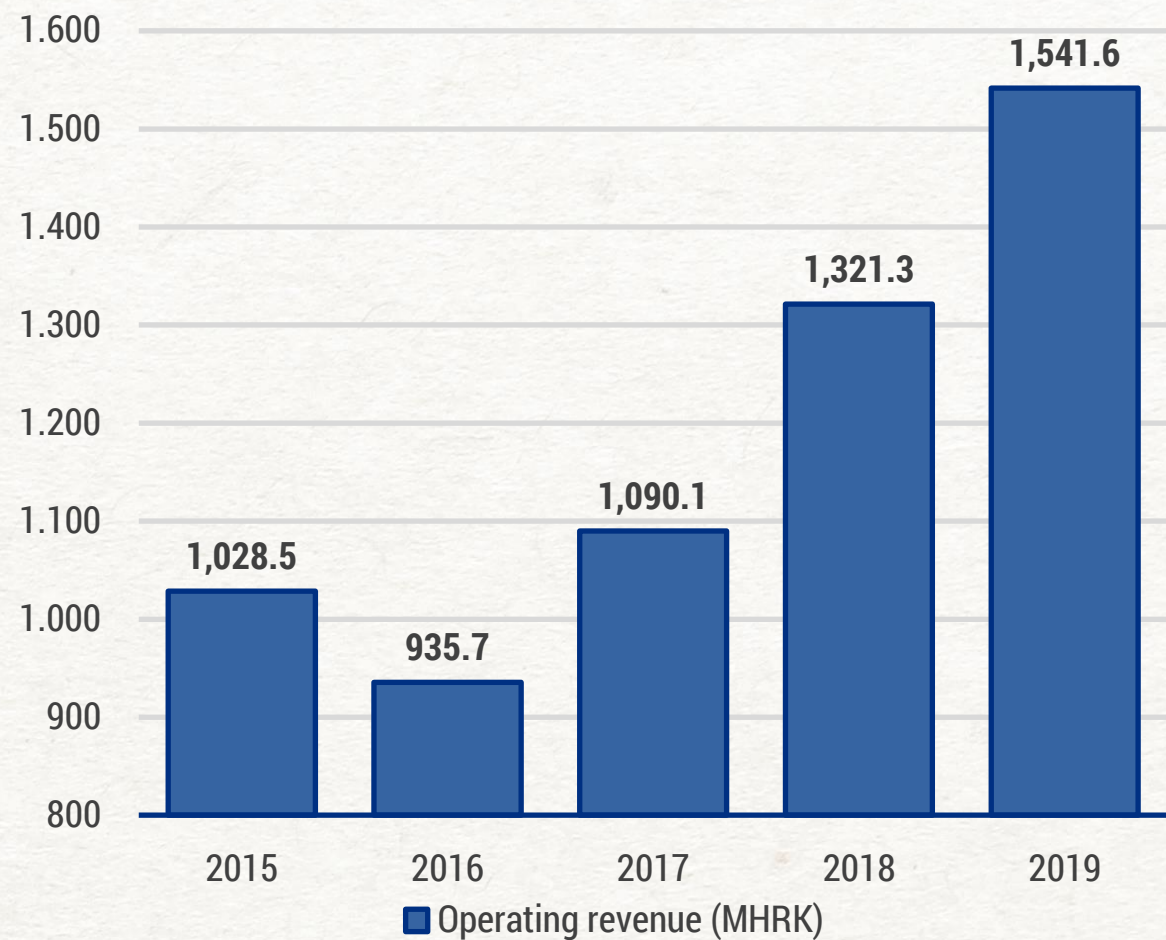


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ACTIVE PROJECTS



Twingo, Clio 5, Ford Puma, Smart

Continued growth of the Group's revenue and profit



New models - start of serial production



Renault Twingo



Renault Clio 5



Daimler Smart



Ford Puma

New deals worth EUR 214.9 million

European market - EUR 57 million

PSA Group - EUR 26.1 million

FCA Group - EUR 20.7 million

Other customers - EUR 10.1 million



Russian market - EUR 157.9 million

Logan and Sandero - EUR 91.4 million

Lada Granta - EUR 56 million

VW Tarek, Škoda Karoq - EUR 10.5 million



European market

AD Plastik Group 2019

Revenue generated 1,222 MHRK

Growth 24.7%

European market 2019

Number of newly registered vehicles 15.3 M

Growth 1.2%

Russian market

AD Plastik Group 2019

319.6 MHRK Revenue generated

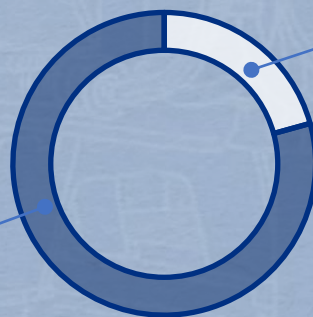
-6.4% Decrease

Russian market 2019

1.8 M Number of newly registered vehicles

-2.3% Decrease

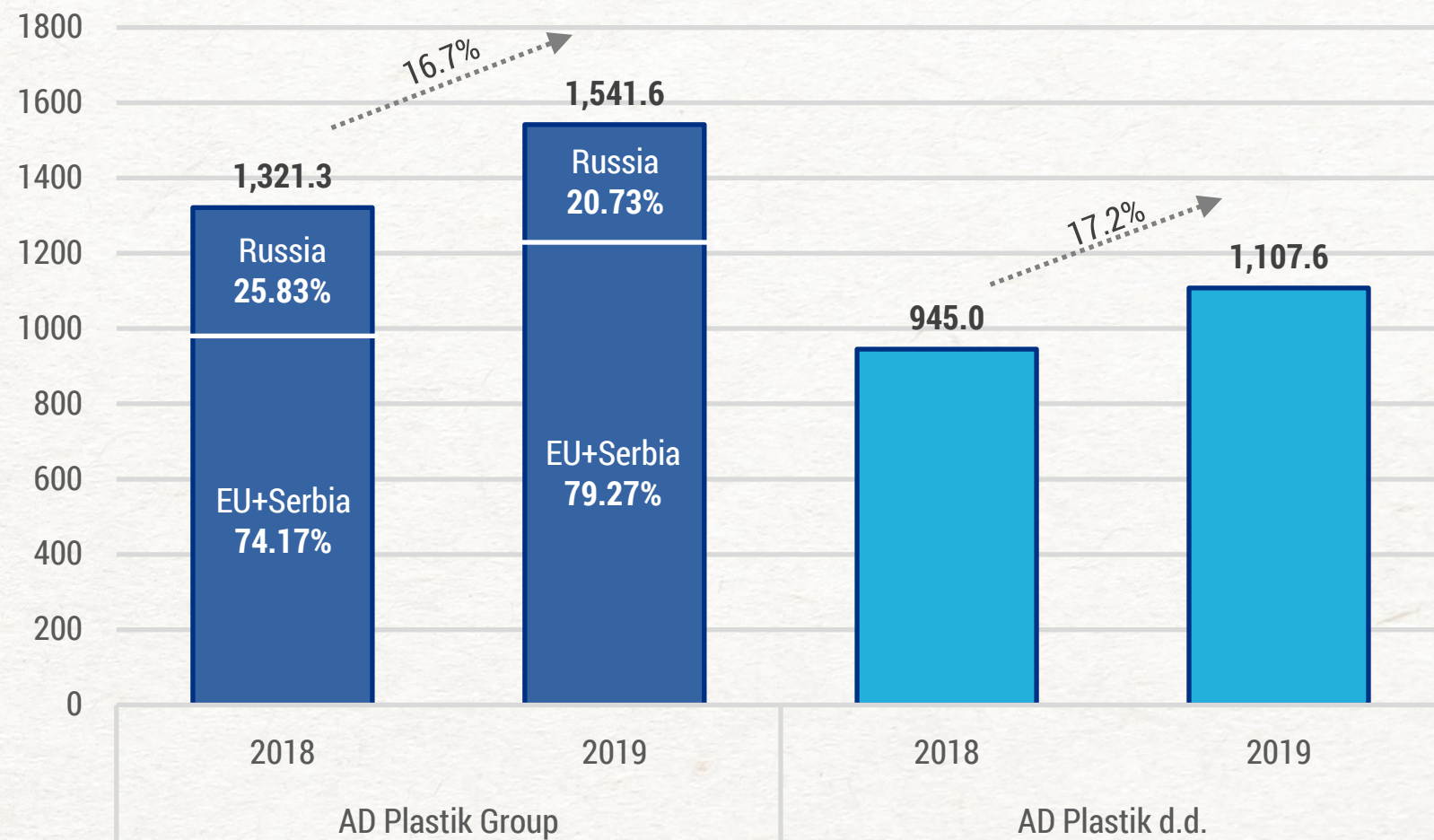
European
market 79.3%



Russian
market 20.7%

2019 financial results

Operating revenue (MHRK)

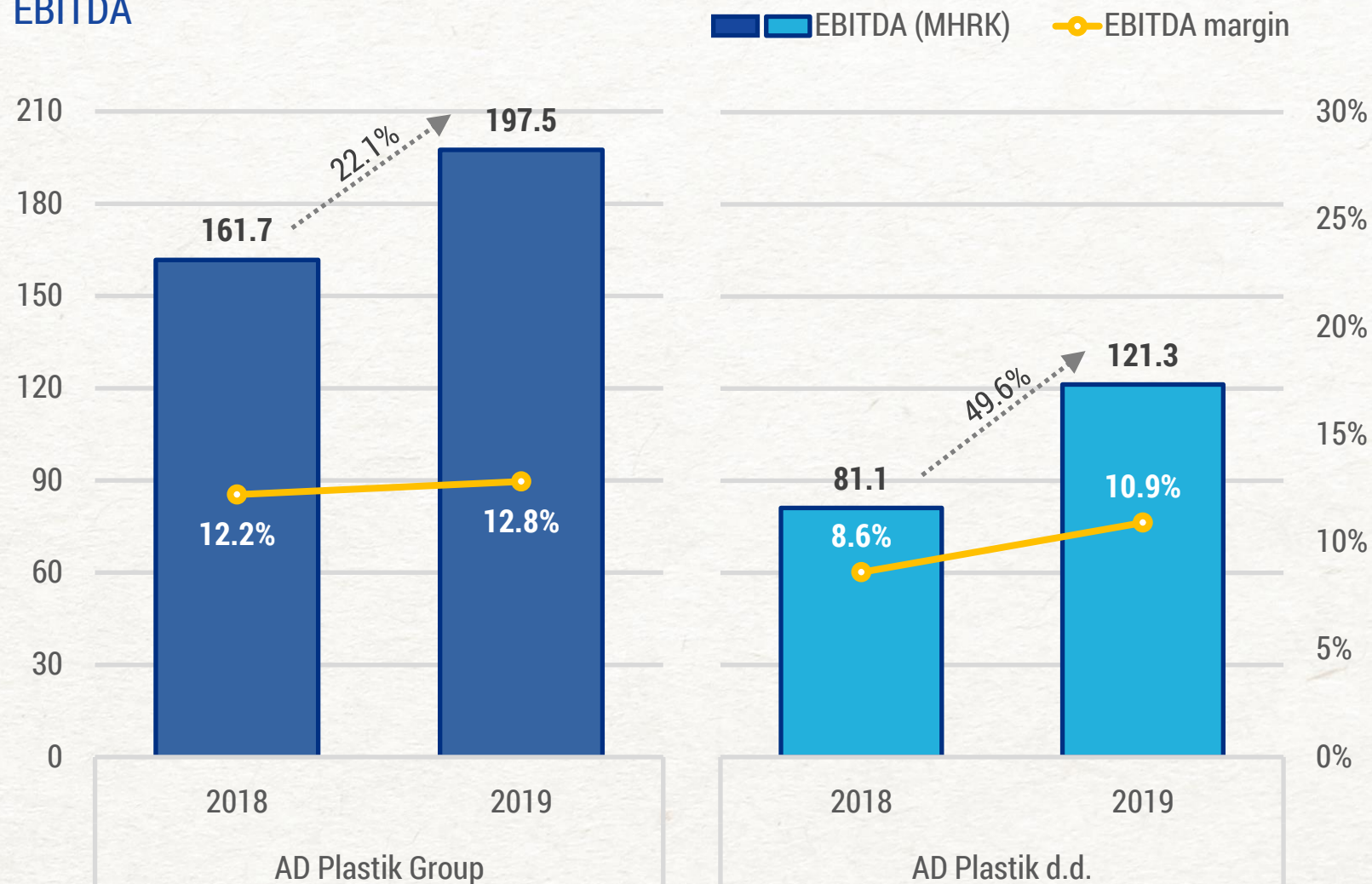


Effect on revenue

- Realization of new projects in the parent company for Renault and Ford
- Revenue from sales of tools
- Revenue from the new member of AD Plastik Group

2019 financial results

EBITDA

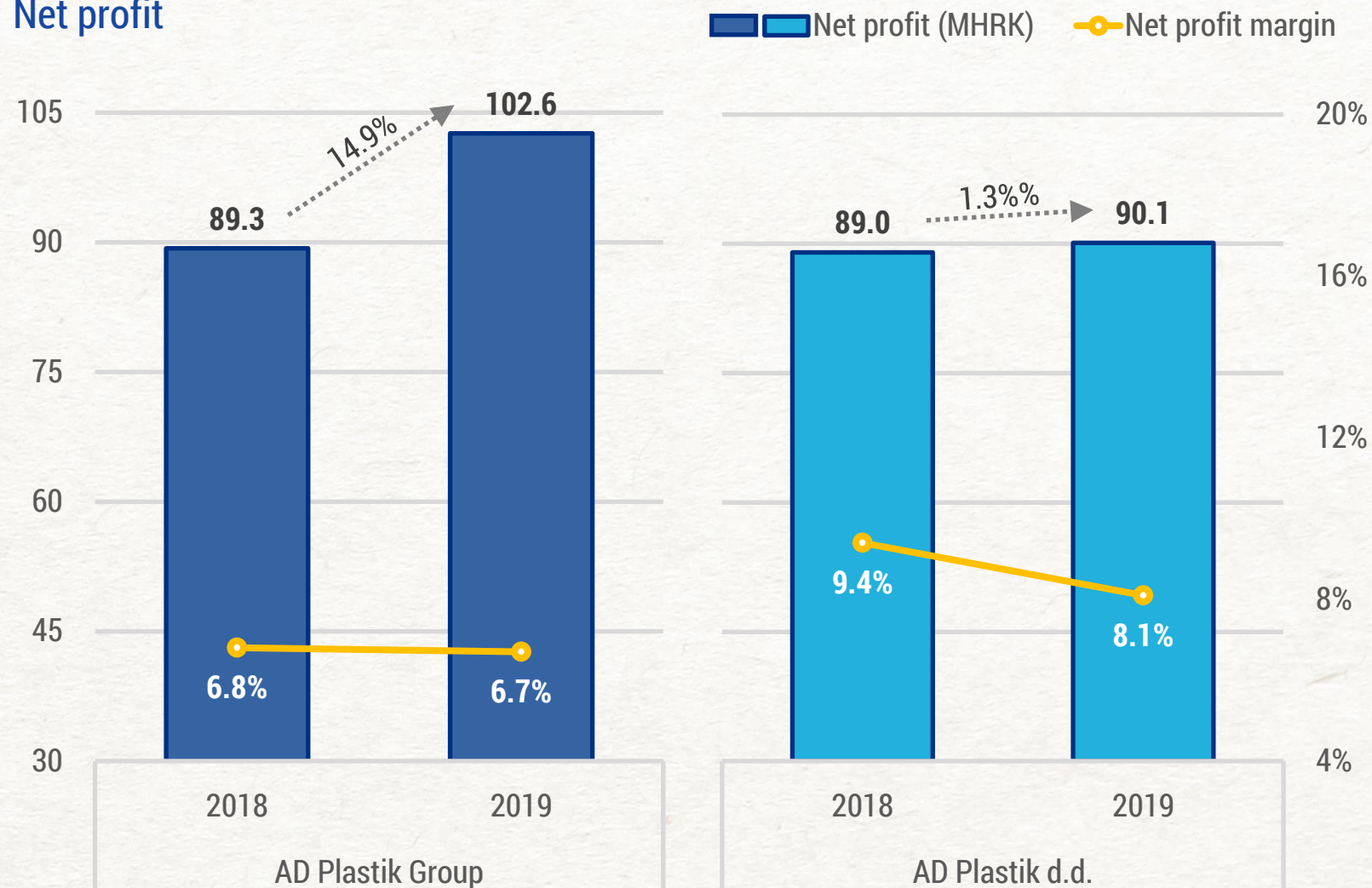


Effect on EBITDA

- Start of serial production regarding new projects in the parent company
- Tool sales
- IFRS 16

2019 financial results

Net profit

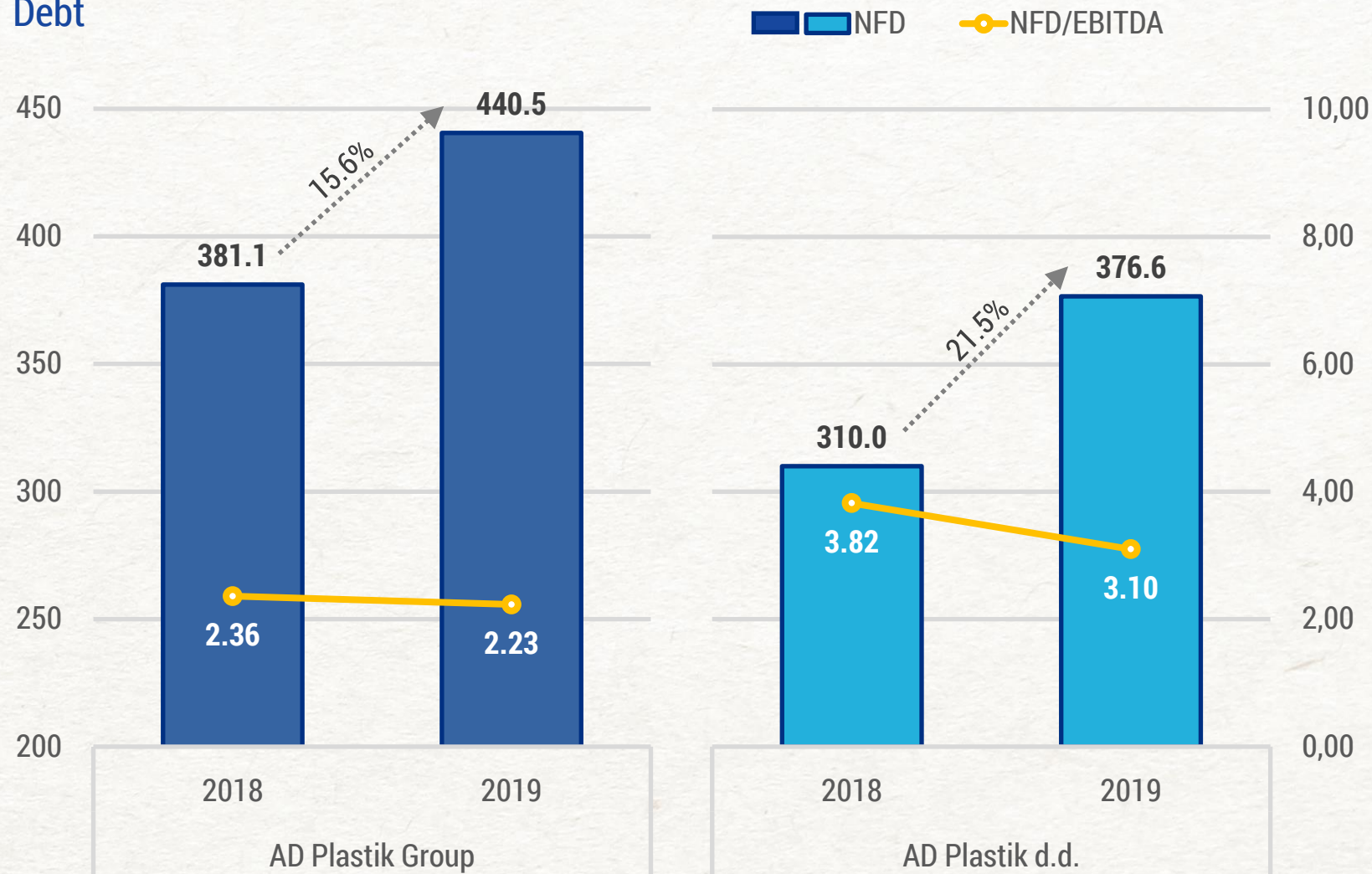


Effect on net profit

- EBITDA growth
- Lower negative exchange rate differences at the Group
- Lower dividend income at the parent company
- Impairment of the subsidiary's financial share in 2018

2019 financial results

Debt



Effect on debt

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

Affiliated company EAPS (JV)

EAPS



802.5 MHRK

REVENUE -3%



121.5 MRK

EBITDA -7.2%



81.5 MHRK

PROFIT -18.3%

EBITDA margin **14.8%**

High capacity level

No financial debt

Payment of 80% of
2018 profit

AD PLASTIK GROUP + EAPS



1,929.2 MHRK

REVENUE +11.9%



258.2 MHRK

EBITDA +13.7%



102.4 MHRK

PROFIT +14.9%

EBITDA margin **13.2%**

2019 financial results

2019 investments



130.8 MHRK

INVESTED IN
TANGIBLE ASSETS



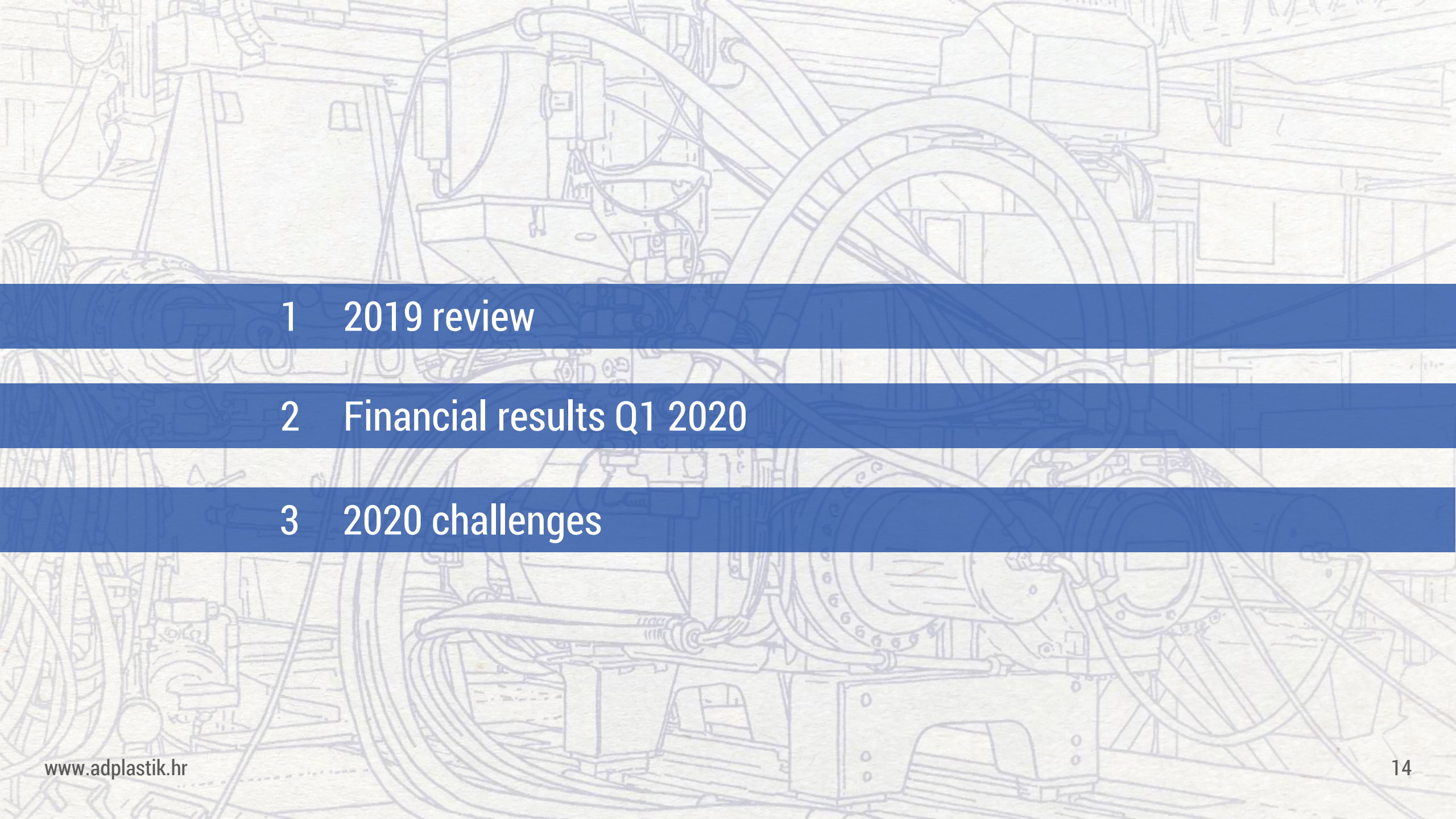
30.9 MHRK

INVESTED IN
INTANGIBLE ASSETS

Capacity utilization

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





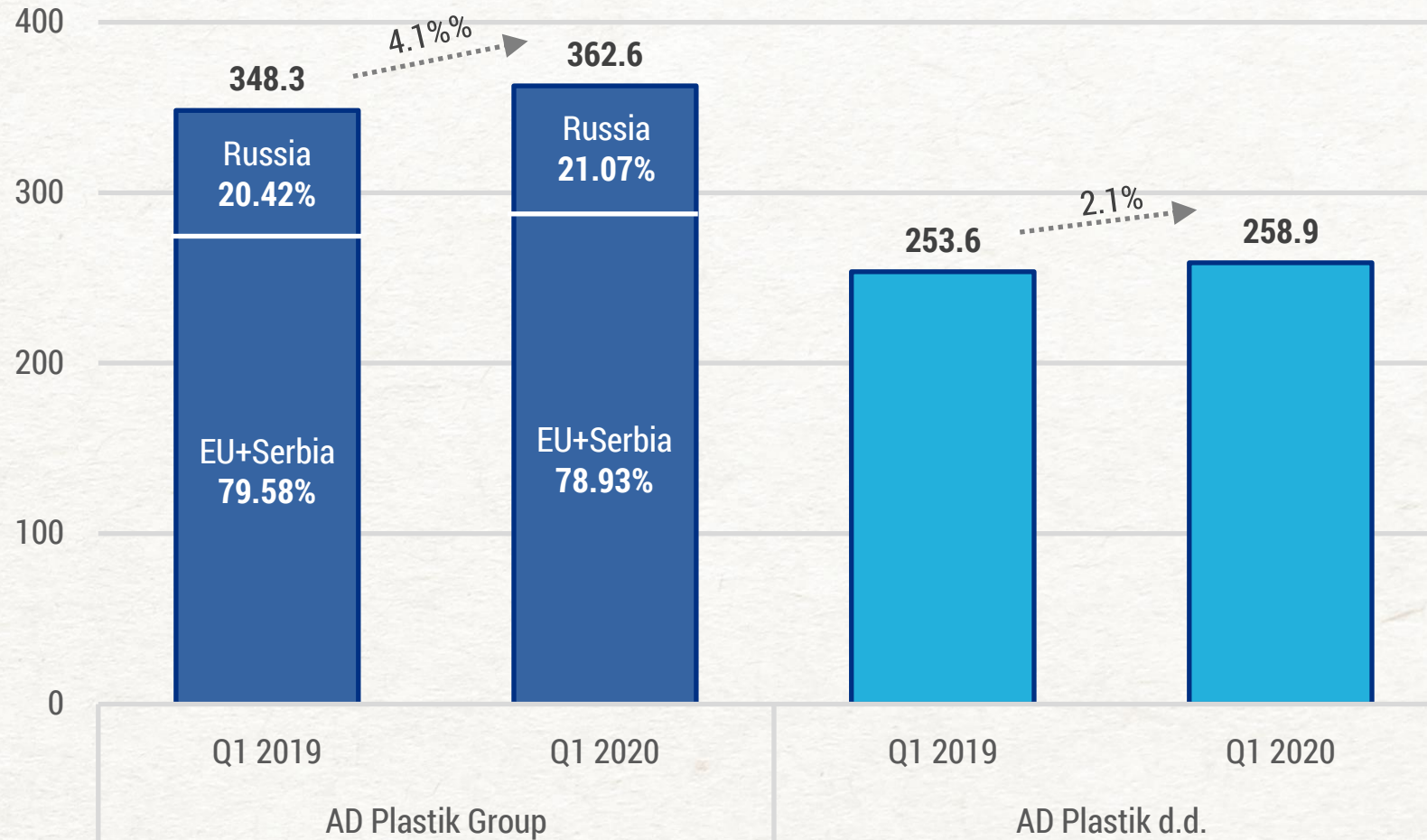
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Financial results Q1 2020

Operating revenue (MHRK)

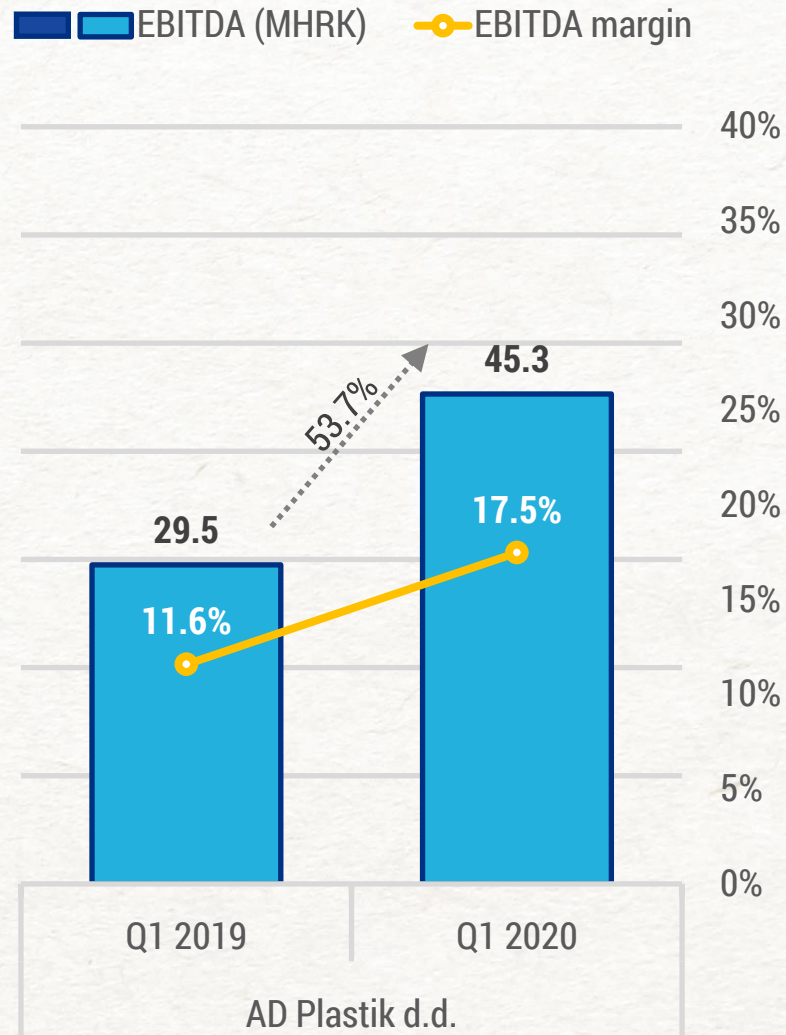


Effect on revenue

- Realization of new projects at the parent company for Renault and Ford
- Sales of non-operating fixed assets
- COVID-19

Financial results Q1 2020

EBITDA

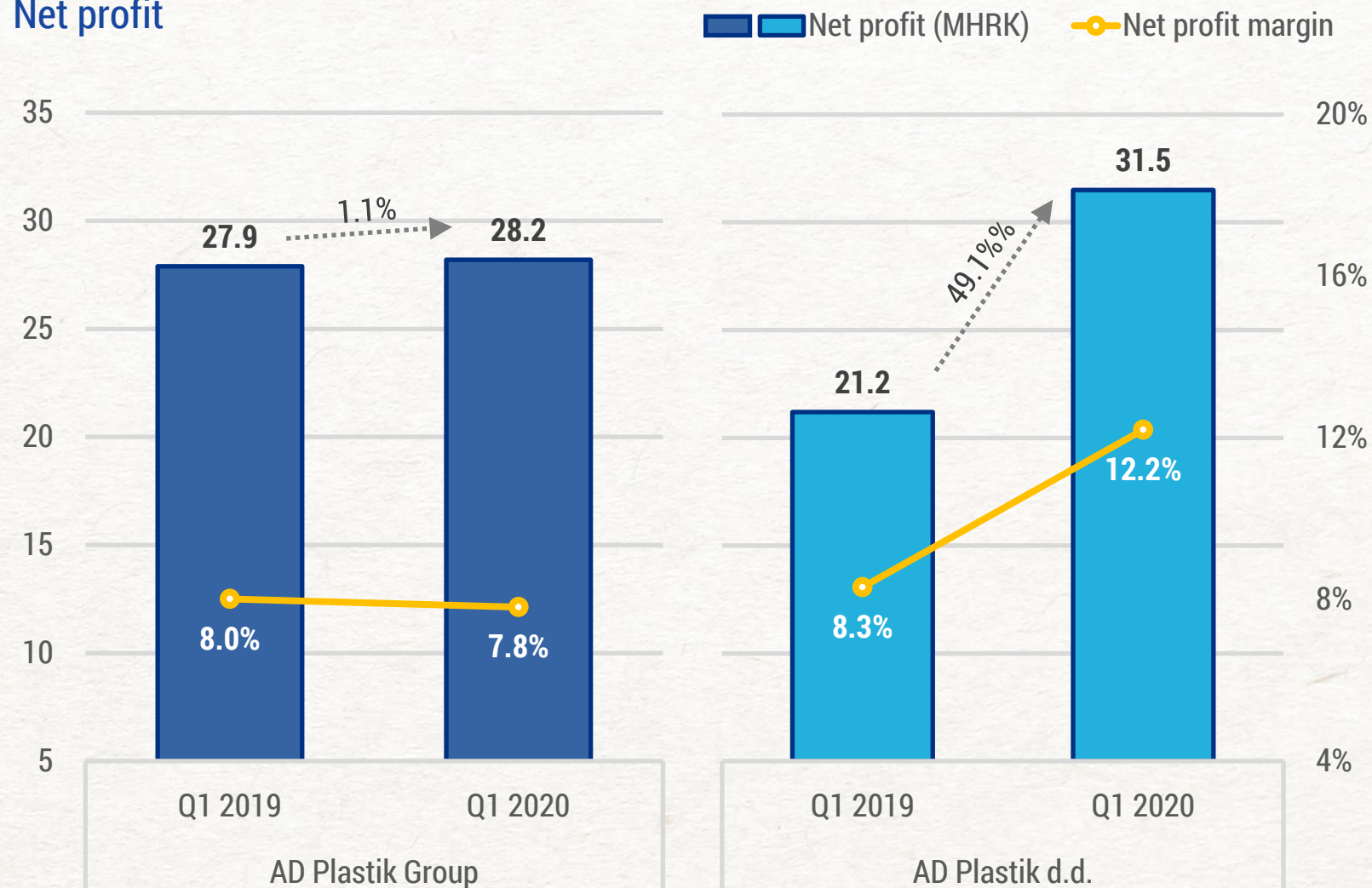


Effect on EBITDA

- Sales of non-operating fixed assets
- Using measures to preserve jobs
- Profitability of new projects

Financial results Q1 2020

Net profit

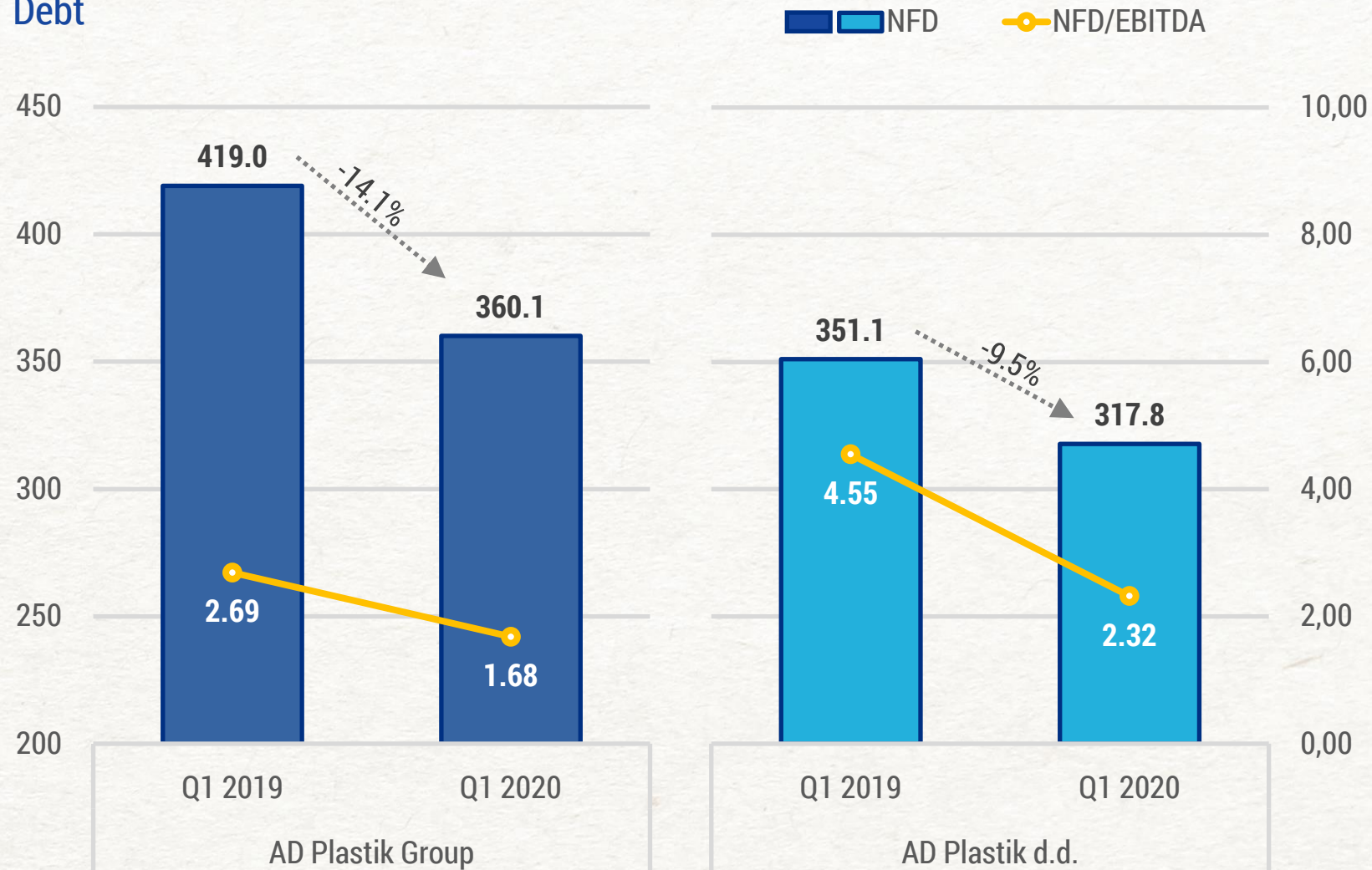


Effect on net profit

- EBITDA growth
- Higher negative exchange rate differences at the Group
- Lower profit of the affiliated company at the Group
- Lower dividend income at the parent company

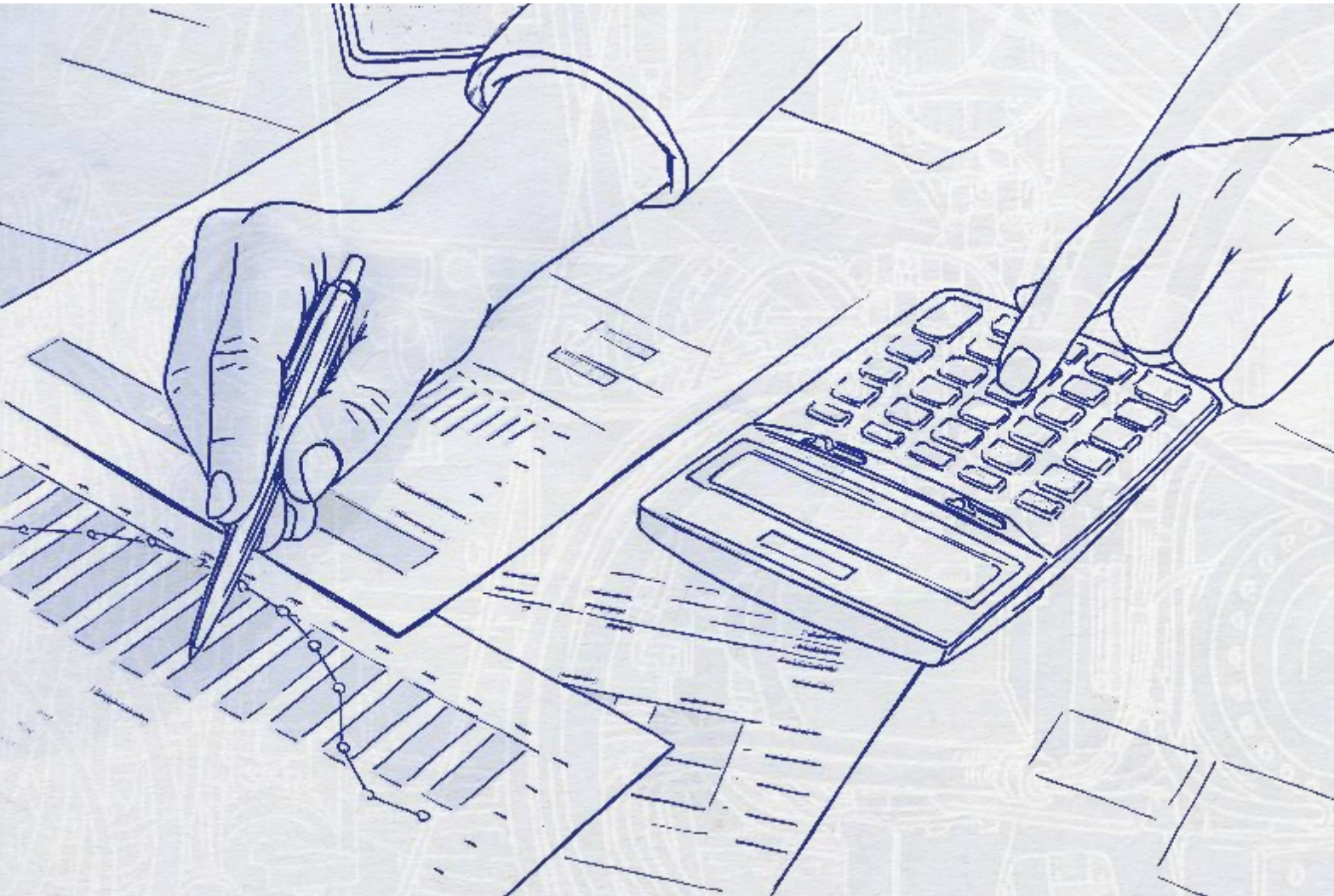
Financial results Q1 2020

Debt



Effect on debt

- Inflows from the sales of non-operating fixed assets
- Collection of part of tools



COVID 19 - Measures

- Employee safety
 - COVID-19 Protocol
- Business sustainability
 - Cost effectiveness
 - Support measures
 - Investment management
- Improvements and enhancements
 - Organization
 - Processes
 - Quality



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