

## PRESS RELEASE

### **TeraPlast: solid 74% EBITDA growth and 29% increase in turnover in H1/2025**

**Bistrița, August 5, 2025**

TeraPlast Group ended the first half of 2025 with solid growth in its consolidated financial results, driven by favorable market developments both in Romania and abroad. The performance of the main business segments and increased operational efficiency contributed to improved profitability indicators, despite a cost of RON 4.3 million due to the depreciation of the national currency, Romanian Leu.

#### **Consolidated Results H1/2025 (compared to H1/2024):**

- **Turnover increased by 29%** in H1/2025 compared to H1/2024, from RON 428 million to RON 552 million.
- **EBITDA grew by 74%** in the first half of 2025 compared to the same period in 2024, from RON 26 million in H1/2024 to RON 47 million in H1/2025, with an **EBITDA margin of 8.5%**, up 2.2 percentage points compared to the same period in 2024. It is worth noting that the Group's main segment – Installations – returned to a double-digit EBITDA margin of 10.6% at the end of the first half of 2025.
- In the first half of 2025, the **Group recorded a positive net result of RON 3.4 million**, despite the depreciation of the national currency, which had a RON 4.3 million impact on costs.
- **Sales outside Romania almost doubled**, from RON 100 million to RON 195 million, reaching **35% of the turnover in H1/2025**, compared to 24% in the same period of 2024.
- **In volumes**, the products manufactured and delivered by TeraPlast Group **increased by 18%** in the first half of 2025 compared to the same period in 2024, from 54 thousand tons in H1/2024 to 64 thousand tons in H1/2025. This growth is mainly due to the increased output in the Installations and Packaging segments.

*"In the first half of 2025, we delivered growing results, benefiting from favorable conditions in the infrastructure market. Although we couldn't eliminate the effects of external factors such as exchange rate fluctuations, rising financing costs, or declines in the packaging market, we continued to strengthen our regional position with a focus on profitability. The*

success of our subsidiaries outside Romania makes us confident that internationalizing TeraPlast's business is the right path and gives us the courage to continue in this direction. The integration of acquisitions is beginning to generate visible benefits within the Group. In this context, we considered revising our estimates for 2025, but we chose a conservative approach. Market uncertainty regarding the pace of infrastructure investments in Romania led us to be cautious, and we will revisit the potential revision of this year's figures after the third quarter." said Mr. Bogdan Crăciunaș, Chief Financial Officer of TeraPlast Group.

## H1/2025 vs H1/2024 Results

amounts in lei, thousand	H1/2025	H1/2024	Variation H1/'25 vs H1/'24
<b>Revenue, of which</b>	<b>551,847</b>	<b>428,028</b>	<b>29%</b>
Installation*	401,973	307,013	31%
Granules*	50,485	48,345	4%
Packaging*	74,798	49,561	51%
Windows*	24,592	23,110	6%
<b>Gross margin</b>	<b>206,519</b>	<b>150,715</b>	<b>37%</b>
<b>EBITDA, of which</b>	<b>46,852</b>	<b>26,880</b>	<b>74%</b>
<b>Group EBITDA Margin</b>	<b>8.5%</b>	<b>6.3%</b>	
Installation	42,510	27,294	56%
EBITDA Margin	10.6%	8.9%	
Granules	5,781	4,672	24%
EBITDA Margin	11.5%	9.7%	
Packaging	-1,508	-5,987	75%
EBITDA Margin	-2.0%	-12.1%	
Windows	70	901	-92%
EBITDA Margin	0.3%	3.9%	
<b>Net result</b>	<b>3,384</b>	<b>-6,621</b>	<b>151%</b>

\* The Installations segment includes TeraPlast's complete installation systems, the Wolfgang Freiler Group, Palplast Moldova, the Aquatica Experience Group, and micronized recycled PVC from TeraPlast Recycling. The Granules segment includes PVC granules produced by TeraPlast and recycled granules from TeraPlast Recycling. The Packaging segment comprises flexible packaging from TeraBio Pack, Optiplast, and stretch film produced by Opal. The Windows segment includes windows and doors manufactured by TeraGlass.

*"We grew because we stayed true to our path and our vision. At TeraPlast, we believe in simple and honest things: consistent work, following the rules, paying taxes fairly, keeping*

*good people, and attracting professionals from reputable companies. If even one in three companies in Romania shared such news — that they're growing, not laying people off, investing, and performing with integrity — I think we'd have more news that inspire and build confidence. We like delivering this kind of news.”, added Mr. Dorel Goia, Chairman of the Board of Directors at TeraPlast.*

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## **Segments' Performance**

### **Installations: 73% of the Group's revenue**

- Turnover increased by 31% compared to H1/2024, from RON 307 million to RON 402 million.
- EBITDA reached RON 42.5 million, up 56% from H1/2024, with an EBITDA margin of 10.6%.

Growth was supported by a stronger international presence, particularly through the Wolfgang Freiler Group, which doubled its sales compared to the same period last year. Activity in Hungary intensified, while positions in Austria and Germany were further strengthened. In Hungary, the Group's strategic goal is to become the market leader in polyethylene and PVC systems.

In Romania, although the first half of the year saw sustained demand driven by the nationally funded programs and EU-funded projects, delayed payment settlements created pressure on cash flow. Starting in May, the positive contribution from the consolidation of the Aquatica Experience Group was also added to the Installations segment's results.

### **Granules: 9% of the Group's revenue**

- Turnover reached RON 50.5 million in H1/2025, up 4% from H1/2024.
- EBITDA increased by 24%, reaching RON 5.8 million, with an EBITDA margin of 11.5%.

While the domestic market remained stable, exports grew by 15%, strengthening the segment's position in international markets. The segment has significant growth potential, particularly in HFFR granules (halogen-free, flame-retardant), where exponential performance improvements are being pursued.

### **Packaging: 14% of the Group's revenue**

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- This segment recorded the highest turnover growth in H1/2025 vs H1/2024, largely due to a base effect. Turnover increased by 51% compared to the first half of 2024, reaching RON 74.8 million.
- The negative EBITDA was reduced significantly, from RON -5.9 million in H1/2024 to RON -1.5 million in H1/2025.

The segment's performance was supported by Optiplast's contribution and operational improvements at TeraBio Pack and Opal. Despite subdued consumption caused by the economic climate, competitive pressure from imports, and raw material price volatility, the Group significantly reduced its losses while maintaining its focus on the market share. These measures will continue in the coming quarters.

TeraBio Pack continues to diversify its portfolio of biodegradable and compostable products, while Opal is focusing on strengthening specialized product categories. The integration of Optiplast is progressing as planned, with the objective that within 2 years, the Packaging segment will offer a competitive, fully integrated European portfolio.

#### **Windows: 4% of the Group's revenue**

- Turnover increased by 6% compared to the first half of 2024.
- EBITDA, although declining, remained positive at RON 70 thousand.

This segment's performance was influenced by reassessments of public rehabilitation projects financed through the PNRR (National Plan for Recovery and Resilience), which caused delays in payments and project starts. As a result, demand suffered, and operational pace was affected. Nonetheless, the segment managed to maintain financial stability.

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#### **About TeraPlast Group**

*TeraPlast Group is the largest polymer processor in Southeastern Europe. The Group is composed of the following companies: TeraPlast, TeraGlass, TeraPlast Recycling, TeraBio Pack, Palplast Moldova, the Wolfgang Freiler Group companies (Austria and Hungary), Optiplast Croatia, and the Aquatica Experience Group companies.*

*Since July 2, 2008, TeraPlast SA has been listed on the Bucharest Stock Exchange under the symbol TRP. The company's shares are included in the BET reference index of the Bucharest Stock Exchange, as well as in the FTSE Russell Small Cap and Global All Cap indices, and the MSCI Frontier IMI indices.*



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The report containing the consolidated unaudited financial results for the first six months of 2025 is available on the website <https://investors.teraplast.ro/reports-and-information/financial-reports/> and on the BSE website, TRP symbol.

