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since 1896

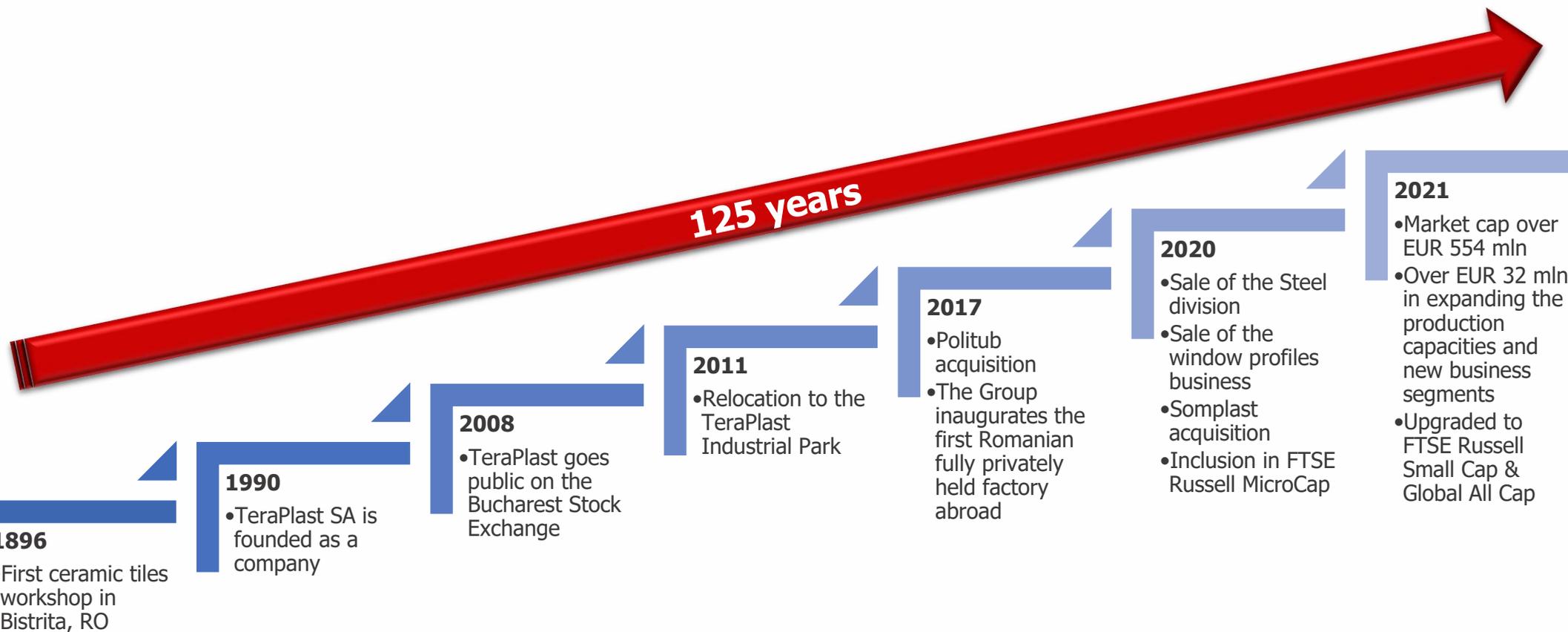
TeraPlast[®]

EUROPEAN MIDCAP EVENT

October 21-22, 2021

- > TeraPlast: a high-performance company
- > 2020-2021: shift in strategy
- > An ambitious view of the future
- > Conclusions





TeraPlast premieres

Innovation

First producer of certified polyethylene piping in Romania and the first producer of multilayered PVC pipes for exterior sewerage

First Romanian producer of sandwich panels manufactured on a continuous line in Romania (TeraSteel)

Uniqueness

The only producer in Romania with a patent to produce multilayered PVC pipes for exterior sewerage (with recycled PVC core)

The only producer in Romania of HFFR compounds (halogen free, fire resistant)

- > We have **performed during 1H21**, with +37% in turnover, +45% in EBITDA and +68% in net profit
- > We are **the best-performing stock from the BET index** in the last 12 months (+296%)
- > **Market capitalization** (18.10.2021): EUR 554 mln
- > We granted **1 free share per each 4 shares held**
→ ex date 28.09.2021
- > We **consistently invest in our development**: EUR 32 million in 2021 in the expansion of our production capacities and new business lines → 3 projects co-financed through state aid worth EUR 14 mln in total.
- > So far, the investment projects that offer **sustainable solutions** amount to **EUR 20 million in total**.



| BVB:TRP Bloomberg: TRP RO | 2020 | 2021 |
|------------------------------|--------------|-----------|
| Turnover (EUR mln) | 81,9 | 129,4 (B) |
| Market Capitalization | >554 mln EUR | |
| Dividends (EUR mln) | >9,4 | >46 |
| Gross dividend per share | 0,005 EUR | 0,026 EUR |
| TRP share yield | +103,5% | +257% |

 We are connected to the markets we operate on and the sustainable development trends.

 We have a healthy business model and a strategy that shows its results.

 We believe in reciprocity in relation to our shareholders.

 We perform thanks to our capacity of adapting to the market context and to the raw materials crisis.

 We develop organically, through investments and M&A.





- Leader of the Romanian exterior sewerage market and PVC compounds market in Romania, on BSE since 2008.
- 2021 investment plan: EUR 20 mln in expanding the production capacities for interior sewerage, PE-Xa systems and water & gas systems
- Processing capacities of 96.000to of polymers – LEADERS IN CENTRAL & EASTERN EUROPE



- Rigid PVC recycler (post-industrial & post consumer)
- Processing capacity of 31.000 tons
- The largest producer of recycled micronized PVC in Europe and among top 5 European rigid PVC recyclers



- Biodegradable films and bags producer | Polyethylene films producer
- We invest EUR 12mln in 2021 in the new biodegradables factory, in equipment and state-of-the-art technology that represent a production capacity of 5.000 t/year
- Integrates the polyethylene packaging production & recycling from Somplast and Brikston Construction Solutions. Total polyethylene films production capacity: 5.000 t/year



- PVC and Aluminum windows & doors producer
- Over 15 years of experience on the market
- 69% of its turnover is exported to Germany, Austria, Czech Rep., Slovakia, Hungary, Slovenia



- Stake acquired in December 2020. Taken over at the end of April 2021.
- Main activity: real estate management of the Nasaud production site, where TeraPlast Recycling and part of TeraBio Pack carry out their activity.



Installation



TeraPlast Industrial Park
Romania

Leader
on the PVC exterior
sewerage market



PVC Compounds

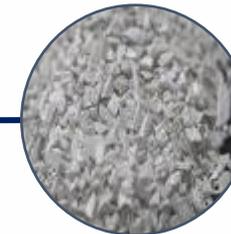


TeraPlast Industrial Park
Romania

Leader
on the Romanian market
with a 34% market share



Rigid PVC recycling



TeraPlast Industrial Park
Romania

The largest producer of
micronized recycled PVC in
Europe.
Top 5 in Europe
as a rigid PVC recycler

Our goal is to be leaders on the markets we activate on



Biodegradable packaging



TeraPlast Industrial Park
Romania



Polyethylene packaging



Năsăud, Romania
Sighișoara, Romania



Windows & Doors



Bistrița, Romania

2021 investment
worth 12 mil EUR to become
market leaders by 2022

**Exporter, polyethylene
packaging portfolio**

**Over 69% annual
exports**, develops to be
among top 10 producers
in the market

Our goal is to be leaders on the markets we activate on

Own distribution & production sites



Four production sites: Bistrița, Sărățel, Năsăud, Sighișoara

The production activity is backed by the 6 own distribution centers and the large distribution network.

Expansion works

The total production surface of the Group:

- Total surface: 316.849m²
 - Construction: 83.513 m² (production and storage halls)
 - Concrete platforms: 233.335m²

Out of which 13.794 m² are to be completed in 2021:

- 4.410 m² for the new PE factory
- 4.440 m² for the biodegradable packaging factory
- 4.944 m² of storage space



TeraPlast Group is **one of the largest Romanian entrepreneurial groups with 125 years of tradition** and a proven track record of innovation and development in the polymer processing field.

Our mission is to develop **efficient solutions for people and the environment** through innovation and adaptability.

Our vision is to **be leaders on the markets we activate on** by offering high-quality, internationally-certified Romanian products and through developing long term, strong partnerships.

Our values are **Tradition, Responsibility and Performance.**

TeraPlast Group has 125 years of tradition among which we innovated & reinvented ourselves, successfully adapting to the market context and overcoming any obstacle. During these years, we built a powerful brand and an efficient business model, we developed a united team and built strong partnerships.

We promote a sustainable business where we take responsibility of our actions on medium and long term. Both inside and outside our organization we show a responsible behavior to the economic and social areas that we activate on, and we permanently seek solutions to protect the environment.

Our ambition is to reach performance at every level in everything we do. We study the market, anticipate, set high objectives and we are competitive. We use state of the art equipment and advanced technology and permanently invest in development and motivation programs.

We save

62 000 tons
of CO2 annually

By the activity of
TeraPlast Recycling

We save

660 tons
of CO2 annually

By generating over
11% of the
necessary energy
through the PV plant

We implement a
**paperless
culture**

Through automations,
reducing the number of
physical billing and digital
signatures

- We implement best practices in corporate governance to increase our competitiveness on the capital market and bring value to our shareholders and employees.
- We permanently monitor the performance of our product portfolio and recipe development; we launch new, improved solutions.
- Active community involvement through the CSR platform *Building Romania Together* in 3 main areas: Education, Social, Health&Environment.



The CO2 saving are the equivalent of the annual carbon footprint of almost 16.000 people.

TeraPlast Recycling



PVC can be recycled up to

8 times

Without losing its properties



1.875kg

of CO2 are saved per each
1.000kg of rigid PVC recycled



We have invested

4 mln

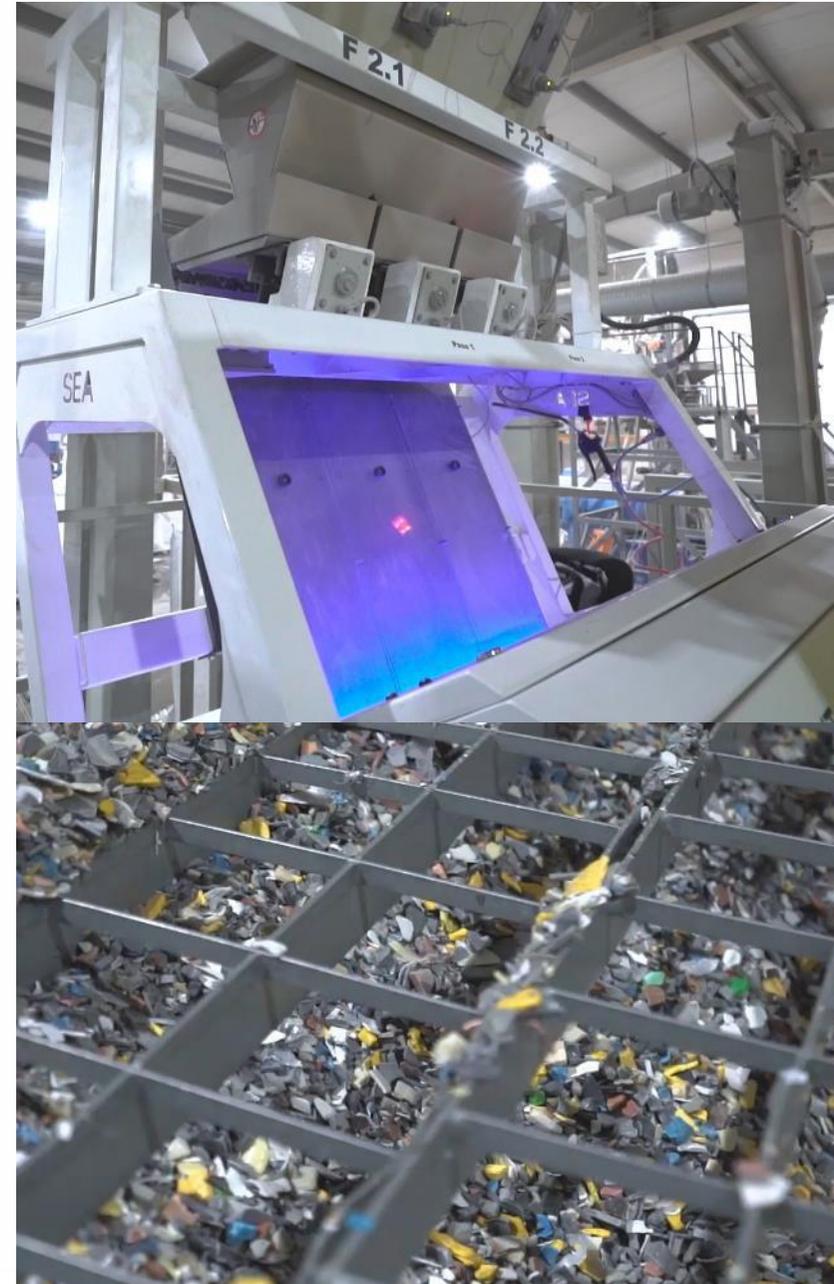
EUR so far



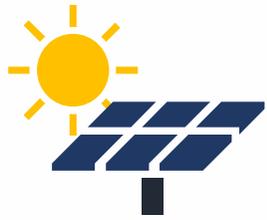
And reached

31.000t

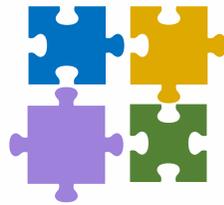
in annual processing
capacity



The PV plant



Sums up over
7.000
modules



Which means over
12.000
m2 in surface



And helps us save
660t
of CO2 annually



It ensures cca.
11,45%
of the total energy needed



The PV modules will be installed on the new buildings in the Industrial Park as well



Digital transformation

We take advantage of digitalization to optimize our production processes, to intensify our customer relations & create efficient sales and administrative structures.



ERP multi-module systems: Warehouse Management System, SAP 4 Hana, electronic invoicing system



RPA (robotics process automation by UI Path) for credit controlling, payments & cash bookings



Production planning tool - Advanced Planning System



Paperless culture: digital signature, electronic archiving & tablets integrated with SAP for personnel responsible for stock movements



Business Intelligence tools: QlikView, capable of extensive data personalization converting raw data into knowledge

Community & Product development



We support sports activities like the local handball team, tennis and running competitions.



We are involved in a dual-education program with a local high school.



We support the reward of the academic performance of the children from disadvantaged areas.



We participate in reforestation initiatives together with a local NGO and support Via Transilvanica – a Romanian El Camino.



We have implemented a whistleblowing program for our employees & partners.

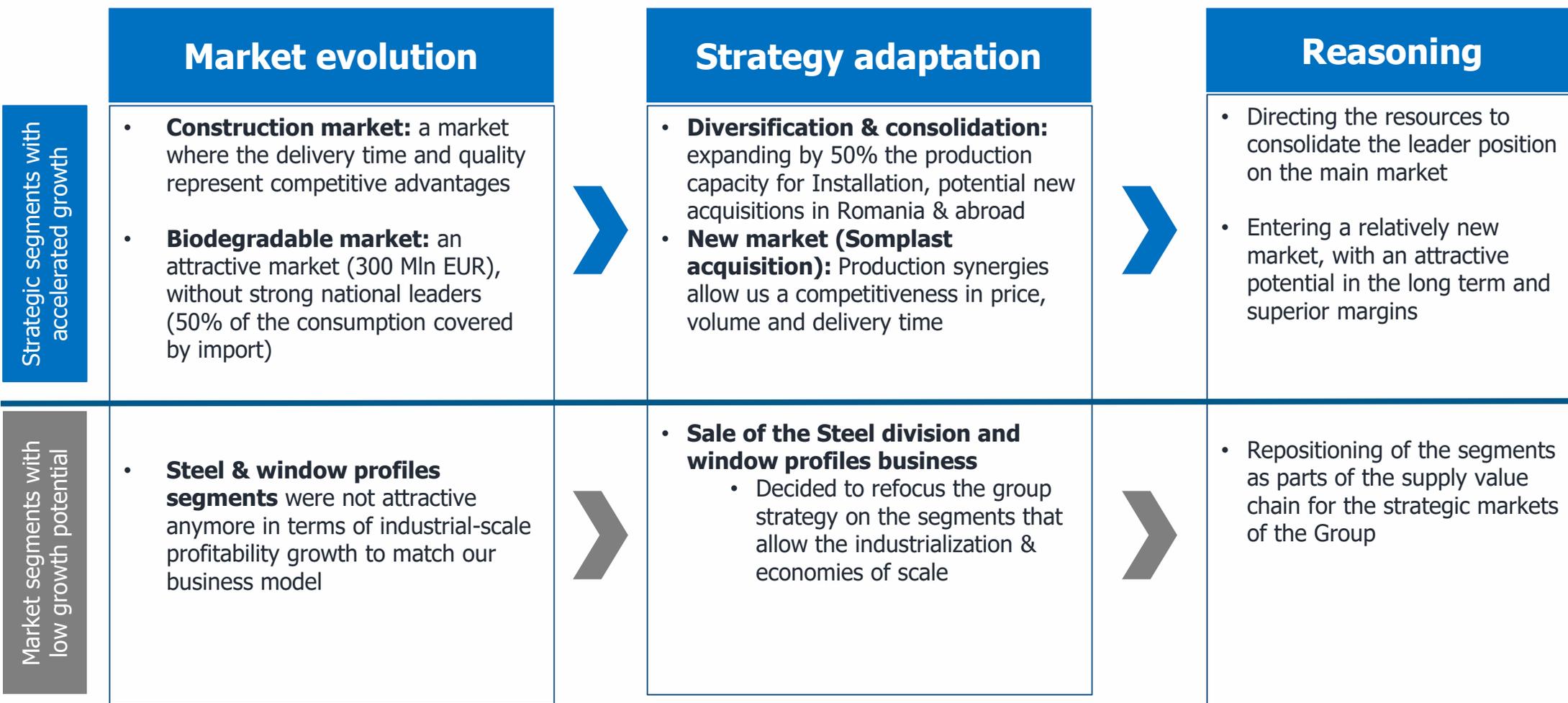


We constantly improve our portfolio: biodegradable packaging, PE 100-RC pipes, using recycled PVC in producing PVC pipes.

2020-2021: shift in strategy

2020 - the year when TeraPlast Group had the best results and adapted its strategy to benefit from the new market opportunities in the long-term starting 2021 by committing to become the largest polymer processor in Central & Eastern Europe*

*excluding Poland



Evolution of the production volumes in 2020

| | | 2020 | vs. 2019 |
|-----------------------------|------|----------------|----------|
| Pipes (PVC; PP; PE) | M* | >19,3 mln | +19% |
| Compounds | T | >17,4 thousand | +15% |
| Rigid PVC recycling | T | >9 thousand | +19% |
| Fittings & rotomolded prod. | PCS. | >11 mln | +37% |
| Windows & Doors | PCS. | >125 thousand | +7% |

*linear meters

TeraPlast Group production

- Installation business line reached maximum capacity
- We remain the largest compounds producer in the region and the only producer of HFFR compounds in Romania
- TeraPlast Recycling production maintained the PVC production in TeraPlast SA uninterrupted
- TeraPlast is the only patented producer to produce PVC multilayered pipes for exterior sewerage.
- TeraGlass (windows&doors) has the capacities to grow both the volumes and the margin and reach top 10 windows&doors producers in Romania
- We will become largest polymer processor in CEE

+200%

NET PROFIT

**6,1
MLN. EUR**

(2019: 2 MLN. EUR)

+14%

TURNOVER

**81,9
MLN. EUR**

(2019: 72 MLN EUR)

+58%

EBITDA

**11,3
MLN. EUR**

(2019: 7,2 MLN. EUR)

EBITDA MARGIN

13,7%

(2019: 9,9%)

Strategic repositioning to reach our objective of being **the largest polymer processor in Central and Eastern Europe***

by implementing our accelerated growth business model



Delivering
double-digit
growth



Reaching
the EBITDA
before the Steel
division exit



Leading position
on the markets
we activate on



Organic and M&A
growth



*excluding Poland

54,5%



Of the resident population in Romania is connected to a sewerage network that has a treatment station in 2020*

55,8%



Of the resident population in Romania is connected to the sewerage network in 2020*

35%



Of the resident population in Romania is connected to the national natural gas network**

72.4%



Of the resident population in Romania is connected to the public water supply system in 2020* (Bulgaria over 95%)

300 mln EUR

is worth the flexible packaging market in Romania, of which 50% are imports

1,88 bln EUR

Budgeted for infrastructure through National Recovery & Resilience Plan (water & sewerage networks)

2,2 bln EUR

Budgeted for renovations – apartment blocks & public buildings renovated/rehabilitated

18 bln EUR

Budgeted for other projects where the Group's products can be used (energy, waste management, transport, social & institutional buildings, healthcare, education etc.)



*Latest INS reports available for [sewerage](#) & [water](#) **Public data

Excellent results are maintained during the first half of 2021



„With an EBITDA of EUR 8,7 million and a margin of 15,7%, at half-year we are on track with reaching the 2021 budget. For the rest of the year, we will have additional positive impact from the commissioning of further investments.”

**QUANTITATIVE
GROWTH**

20,4%

+68%

NET PROFIT

**5,9
MLN. EUR**

(1H20: 3,5 MLN. EUR)

+37%

TURNOVER

**55,7
MLN. EUR**

(1H20: 40,5 MLN. EUR)

+45%

EBITDA

**8,7
MLN. EUR**

(1H20: 6 MLN. EUR)

EBITDA MARGIN

15,7%

(1H20: 14,9%)

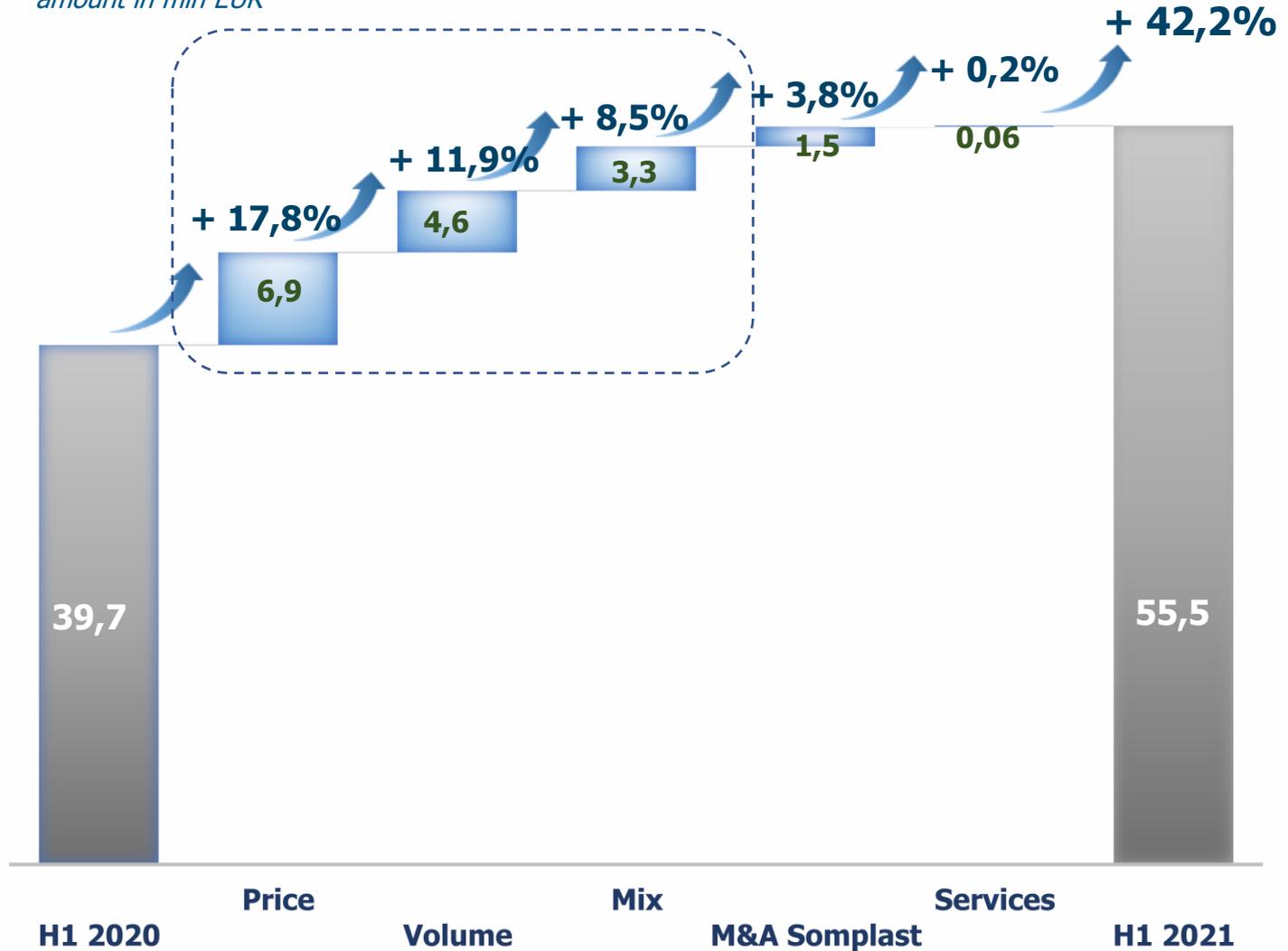
Net profit generated by the businesses in the current structure of the Group, excluding the impact of the Steel division and window profiles transactions.

- The raw materials crisis, manifested not only through increase in prices, but through lack of availability as well, determined the increase in demand for the recycled material that can successfully replace the virgin resource.
- The Compounds business line was the best-performer in terms of growth compared to the reporting period. The turnover of EUR 13,1 million, with an advance of 86%, was mainly backed by the sale of recycled compounds.
- TeraGlass (Windows & Doors) registered significant improvement of the results, following an efficient management of costs and increase in volumes: EBITDA 4 times higher than the one in H1/2020. Foreign sales of approximately 70% of total, as a result of the strategy for entering the large European DIY networks.
- For the biodegradable flexible packaging segment, the Group has under implementation the investment worth EUR 12 million in TeraBio Pack.

| <i>values in EUR, thousand, if not stated otherwise</i> | TeraPlast Group Total | Installation (including micronized recycled) | Compounds (including recycled) | Windows and doors | Flexible packaging |
|---------------------------------------------------------|------------------------------|----------------------------------------------|--------------------------------|-------------------|--------------------|
| Turnover 1H21 | 55.685 | 37.186 | 13.180 | 4.063 | 1.256 |
| <i>Compared to 1H20</i> | <i>37%</i> | <i>23%</i> | <i>83%</i> | <i>27%</i> | <i>n/a</i> |
| EBITDA 1H21 | 8.730 | 6.040 | 2.402 | 279 | 8 |
| <i>Compared to 1H20</i> | <i>45%</i> | <i>28%</i> | <i>93%</i> | <i>406%</i> | <i>n/a</i> |
| EBITDA Margin | 15,7% | 16,2% | 18,2% | 6,9% | 0,6% |

Group consolidated turnover evolution 1H/2021 vs 1H/2020

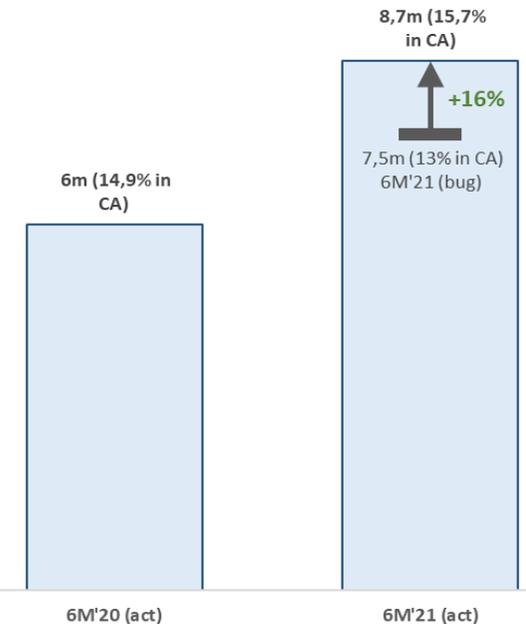
amount in mln EUR



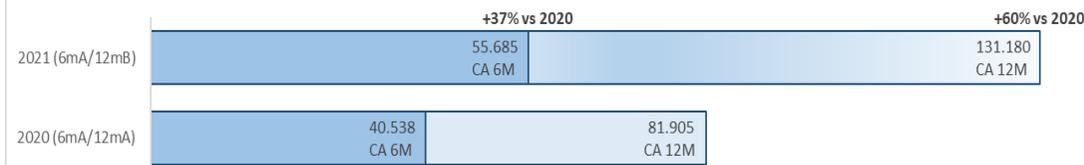
- ❑ Increase in sale price due to the increase in raw materials prices.
- ❑ 20,4% increase in volumes (Volume + Mix).
- ❑ We developed the sustainable Gri(N) pipe made 100% of recycled material.
- ❑ The client portfolio for recycled material is under development.
- ❑ The increase in productivity, respectively in volumes of end-products sold by TeraGlass naturally led to the improvement of margins.

| EUR '000 | Total Plastic | | | Total Plastic | | |
|-------------------------------------------------|-----------------|------------------|------------|-----------------|-----------------|------------|
| | FY'2020 | FY'2021B | Var % | 6M'20 | 6M'21 | Var % |
| Net Sales | 81,905 | 131,180 | 60% | 40,538 | 55,685 | 37% |
| Other operating income | 553 | 684 | 24% | 257 | 284 | 10% |
| Total Operating Income | 82,458 | 131,864 | 60% | 40,796 | 55,969 | 37% |
| Raw materials, consumables & merchandise | (49,759) | (84,421) | 70% | (25,093) | (35,429) | 41% |
| Salaries and employee benefits | (10,309) | (13,714) | 33% | (4,820) | (6,138) | 27% |
| Amortization, impairments, provisions and FV ad | (4,203) | (4,496) | 7% | (2,025) | (1,825) | -10% |
| Other operating expenses | (10,361) | (14,669) | 42% | (4,565) | (5,688) | 25% |
| Total Operating Costs | (74,633) | (117,300) | 57% | (36,503) | (49,080) | 34% |
| EBIT | 7,825 | 14,564 | 86% | 4,293 | 6,889 | 60% |
| EBITDA | 11,258 | 18,377 | 63% | 6,030 | 8,730 | 45% |
| EBITDA % | 13.7% | 14.0% | | 14.9% | 15.7% | |
| Financial result, net | (858) | (983) | 15% | (352) | (365) | 4% |
| Profit before tax | 6,967 | 13,581 | 95% | 3,941 | 6,523 | 66% |
| Income tax expense | (827) | (2,204) | 167% | (449) | (672) | 50% |
| Net Profit | 6,140 | 11,377 | 85% | 3,492 | 5,851 | 68% |
| Net Profit % | 7.5% | 8.7% | | 8.6% | 10.5% | |

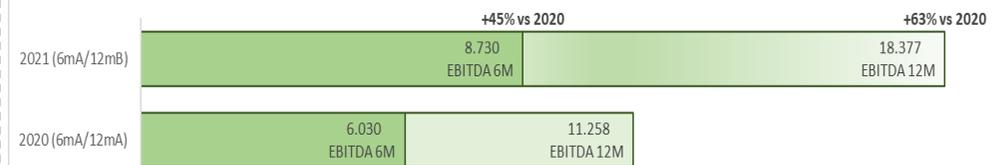
EBITDA Group Plastic 6M'21 vs 6M'20 vs 6M'21 Budget (in mil EUR)



Net Sales 2021 vs 2021 (th EUR)



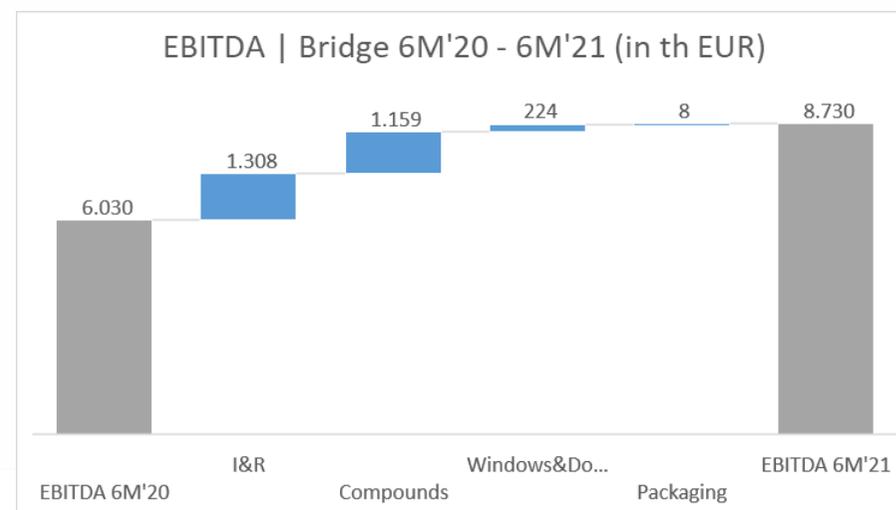
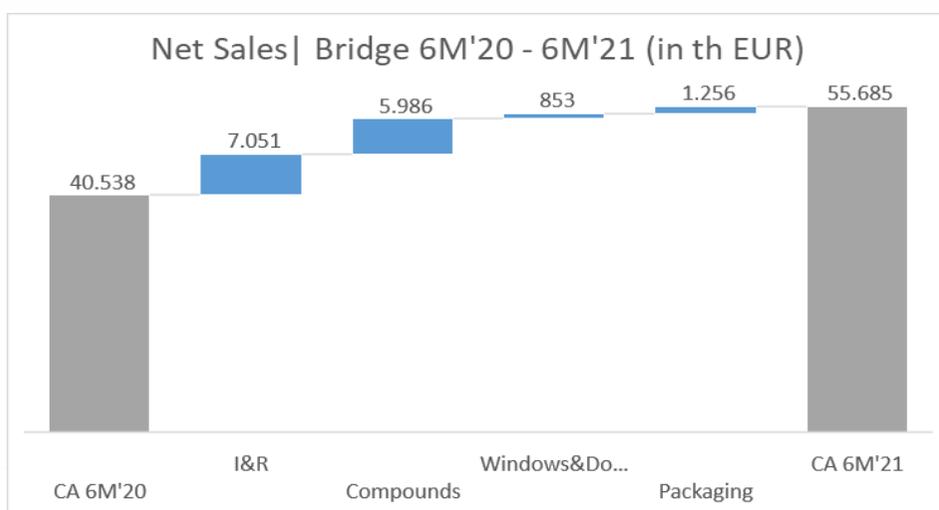
EBITDA 2021 vs 2021 (th EUR)



All amounts in thousand EUR, unless otherwise stated

1H21 P&L summary by Segments

| EUR '000 | Total Plastic | | | Installations and recycling | | | Compounds | | | Windows&Doors | | | Flexible Packaging | | |
|---------------------------------------|-----------------|-----------------|------------|------------------------------|-----------------|------------|------------------------------|-----------------|------------|------------------------------|----------------|--------------|------------------------------|----------------|-------------|
| | 6M'20 | 6M'21 | Var % | 6M'20 | 6M'21 | Var % | 6M'20 | 6M'21 | Var % | 6M'20 | 6M'21 | Var % | 6M'20 | 6M'21 | Var % |
| Net Sales | 40,538 | 55,685 | 37% | 30,135 | 37,186 | 23% | 7,194 | 13,180 | 83% | 3,210 | 4,063 | 27% | - | 1,256 | 100% |
| Other operating income | 257 | 284 | 10% | 133 | 194 | 46% | 38 | 1 | -98% | 87 | 84 | -4% | - | 6 | 100% |
| Total Operating Income | 40,796 | 55,969 | 37% | 30,268 | 37,380 | 23% | 7,231 | 13,180 | 82% | 3,297 | 4,147 | 26% | - | 1,261 | 100% |
| Raw materials, consumables & merch | (25,093) | (35,429) | 41% | (18,333) | (23,469) | 28% | (4,973) | (8,764) | 76% | (1,787) | (2,326) | 30% | - | (871) | 100% |
| Salaries and employee benefits | (4,820) | (6,138) | 27% | (3,499) | (3,986) | 14% | (518) | (1,058) | 104% | (802) | (844) | 5% | - | (249) | 100% |
| Amortization, impairments, provisions | (2,025) | (1,825) | -10% | (1,716) | (1,263) | -26% | (145) | (343) | 137% | (165) | (182) | 11% | - | (36) | 100% |
| Other operating expenses | (4,565) | (5,688) | 25% | (3,506) | (3,923) | 12% | (465) | (956) | 106% | (594) | (670) | 13% | - | (139) | 100% |
| Total Operating Costs | (36,503) | (49,080) | 34% | (27,054) | (32,642) | 21% | (6,100) | (11,121) | 82% | (3,348) | (4,022) | 20% | - | (1,295) | 100% |
| EBIT | 4,293 | 6,889 | 60% | 3,213 | 4,738 | 47% | 1,131 | 2,059 | 82% | (51) | 125 | -343% | - | (34) | 100% |
| EBITDA | 6,030 | 8,730 | 45% | 4,732 | 6,040 | 28% | 1,243 | 2,402 | 93% | 55 | 279 | 406% | - | 8 | 100% |
| EBITDA % | 14.9% | 15.7% | | 15.7% | 16.2% | | 17.3% | 18.2% | | 1.7% | 6.9% | | 0.0% | 0.6% | |
| Financial result, net | (352) | (365) | 4% | | | | | | | | | | | | |
| Profit before tax | 3,941 | 6,523 | 66% | <i>n/av at segment level</i> | | | <i>n/av at segment level</i> | | | <i>n/av at segment level</i> | | | <i>n/av at segment level</i> | | |
| Income tax expense | (449) | (672) | 50% | | | | | | | | | | | | |
| Net Profit | 3,492 | 5,851 | 68% | <i>n/av at segment level</i> | | | <i>n/av at segment level</i> | | | <i>n/av at segment level</i> | | | <i>n/av at segment level</i> | | |
| Net Profit % | 8.6% | 10.5% | | | | | | | | | | | | | |



An ambitious view of the future



We continue our development through both **investment** and **M&A**

| 2021/22 Objectives | Development plan |
|--------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Consolidating or reaching the first position on the Group's segments active on the construction market | <ul style="list-style-type: none"> We actively study acquisition opportunities in Romania and abroad Completion of the production capacity expansion for the Installation business |
| Leader on the packaging market | <ul style="list-style-type: none"> We invest EUR 12 mln in TeraBio Pack which means an added production capacity of 5.000 tons/year on this segment |
| TeraGlass among top 10 windows & doors producers in Romania | <ul style="list-style-type: none"> Acceleration of the turnover and profitability increase |
| An equilibrated capital allocation policy | <ul style="list-style-type: none"> The net profit from the sale of the Steel division was directed to dividends worth EUR 46 mln in total and share capital increase by EUR 8,9 mln in total & towards the development of the group's businesses |
| EBITDA objective EUR 26,6 mln | <ul style="list-style-type: none"> The sustainable and profitable increase of the Group turnover |
| We will create 200 jobs | <ul style="list-style-type: none"> As a result of the expansion projects already in implementation |

Implementing our strategy implies a series of **risks and challenges**

| Market wise | Business wise |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> • The continuous pandemic context could restore the market uncertainty and can bring up problems in the logistic chain • On POIM (Large Infrastructure Operational Program) Romania still has EUR 6 bln to spend in the next 2 years • The start of the National Resilience and Recovery Program brings additional budget for investment where our group can provide products | <ul style="list-style-type: none"> • The most abrupt raw material price increase in the last 5 years that accelerates the recycling investments • We implement productive projects worth EUR 32 mln • We create 200 new jobs |

+60%

TURNOVER

131,2 MLN. EUR

(2020: 81,9 MLN. EUR)

+63%

EBITDA

18,4 MLN. EUR

(2020: 11,3 MLN. EUR)

EBITDA MARGIN

14%

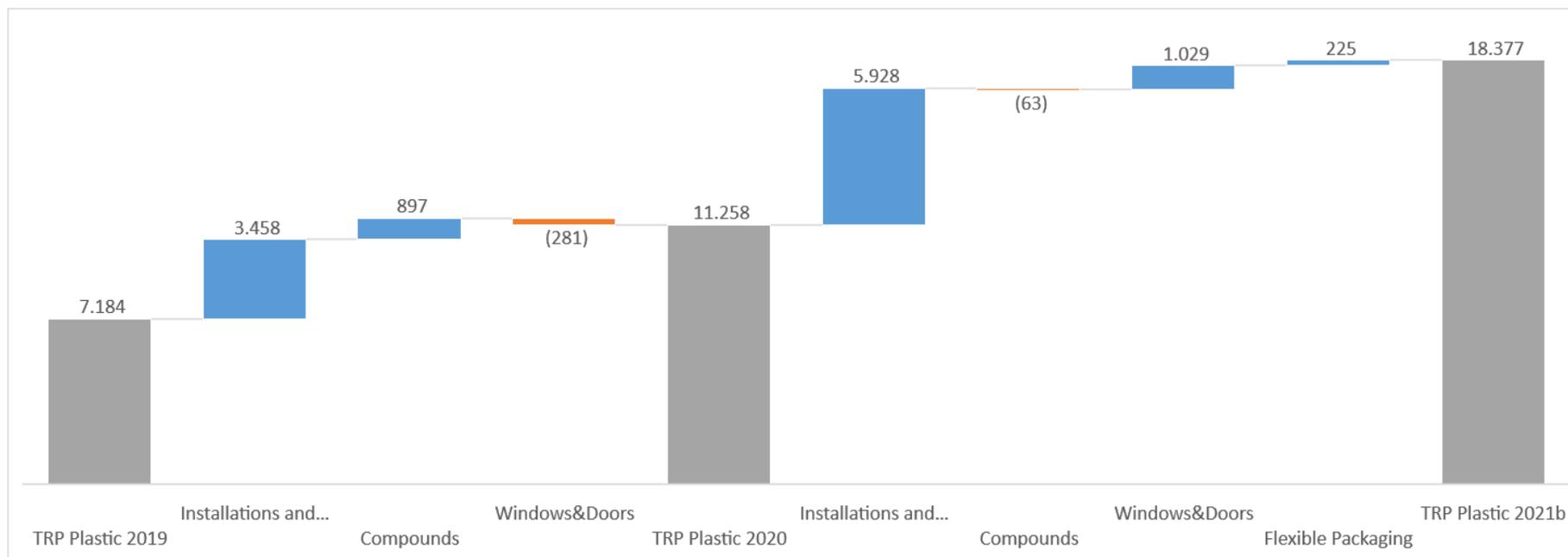
(2020: 13,7%)

- The growth in 2021 is based on:
 - Increase in production capacities for TeraPlast by implementing the state aid co-financed projects
 - Starting up the production of TeraBio Pack and integration of Somplast

The results from 2020 and the first half of 2021 highlight the profitability of the accelerated growth business model and reconfirm the development strategy of the TeraPlast Group on the markets it targets the leading position.

EBITDA Bridge 2019 – 2021

TeraPlast, Plastics Division



KEY POINTS

Plastics division

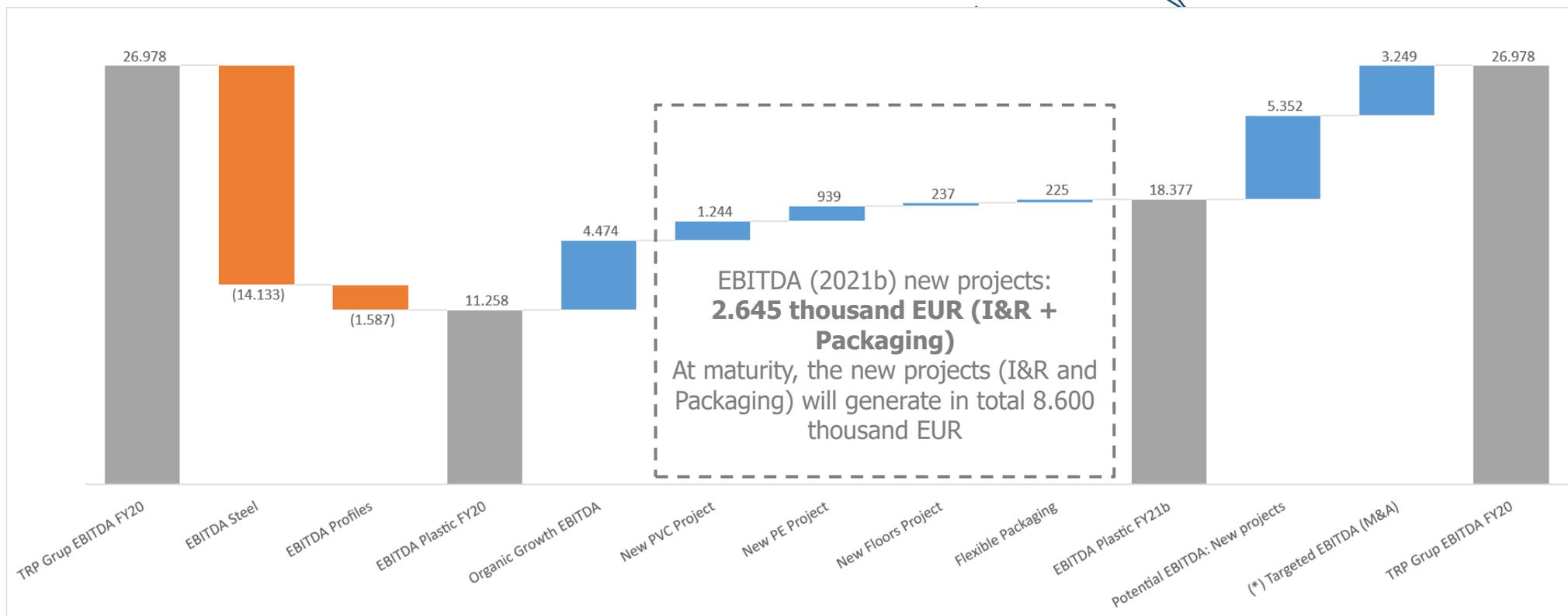
- Sustained profitability despite the crisis;
- Low maintenance capex (EUR 1 mln/year due to use of latest technology).
- EBITDA Margin of 13,7% for the plastics division is superior to Group average of 12%, prior the Steel division exit.
- The budgeted growth does not include potential M&As.

The businesses that exited the Group contributed by more than half to the 2020 EBITDA and in the following period we will focus on Plastics operations to reach an EBITDA equal to the one in 2020 in a 2 years time.

The potential of the projects to generate EBITDA is in line with the Group's strategy; we expect an EBITDA margin between 12% and 16% from the new projects

The M&A activity that follows aims at identifying the best opportunities to carry out the set strategy

Amounts in EUR thousand



(*) excluding Somplast's contribution

TeraPlast: a company with outstanding performance on both the construction materials market and the capital market

2020 was the year with the best results for TeraPlast Group and the 1H21 results offer a good perspective on meeting the budget

The adaptation of our strategy has ambitious goals to become leaders on all market segments and at the same time it aims a sustainable development of the portfolio

The group aims the development of the business through both investment, accelerated organic growth in the favorable market context, and through M&A

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