Unlocking growth

TeraPlast®
since 1896

TeraPlast Group structure in 2024

TeraPlast

Installation
Compounds

TeraPlast Recycling

Rigid PVC recycling

TeraBio TeraPack Opal STRETCH FILM

Flexible packaging

TeraGlass ferestre și uși
Soluții fără compromis

PVC and Aluminum windows and doors

Palplast

Consolidated starting Q1/2024

FREILER - POLYTECH PIPE SYSTEMS PRO-MOULDING FRÖCCSÖNTÖTT TERMÉKEK

Consolidated starting Q2/2024

1.123
Employees at group level

196.000 to
Total production capacity of the Group

Business lines

Tradition & pioneering

125+
Years of tradition

45+
Years of polymer processing expertise

16
Years on the Bucharest Stock Exchange

1896
First ceramic tiles workshop in Bistrita, RO

1990
TeraPlast SA is founded as a company

2008
TeraPlast goes public at the Bucharest Stock Exchange (TRP)

2011
Relocation to the TeraPlast Industrial Park

2017
Politub acquisition (polyethylene segment)

The Group inaugurates the first Romanian fully privately held factory abroad in Serbia

2020
Sale of the Steel division; Sale of the window profiles business; Somplast acquisition

2021
Over 150 mln LEI in expanding the production capacities and new business segments

2022-2023
Investment worth over 80 mln LEI in a new stretch film factory & over 20 mln LEI in a photovoltaic plant

2024
TeraPlast acquires two new businesses: Wolfgang Freiler Group and Palplast Moldova, as part of its growth strategy.

Share capital increase.

What drives us

TeraPlast Group is **one of the largest Romanian entrepreneurial groups with almost 130 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.

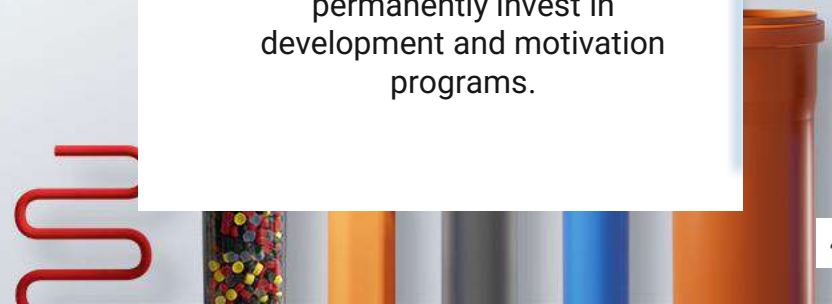
Our vision is to **be leaders on the markets we activate on** by offering high-quality, internationally-certified Romanian products and through developing long term, strong partnerships.

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

We have125 years of tradition among which we innovated & reinvented ourselves, successfully adapting to the market context and overcoming any obstacle. We built a powerful brand and an efficient business model, we developed a united team and built strong partnerships.

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

Our ambition is to reach performance at every level. 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.



TRP on the capital market

TeraPlast is listed on the Bucharest Stock Exchange since July 2008. Our share (TRP) is included in the reference index of BSE and benefits from international exposure by also being included in the Small Cap & All Cap indices of FTSE Russell and Frontier IMI (Investable Market Index) of MSCI.

Starting 2020, BRK Financial Group is TRP's market maker and starting Mach 2024, Raiffeisen Bank International is the second issuer market maker of TRP.

At the Bucharest Stock Exchange**:

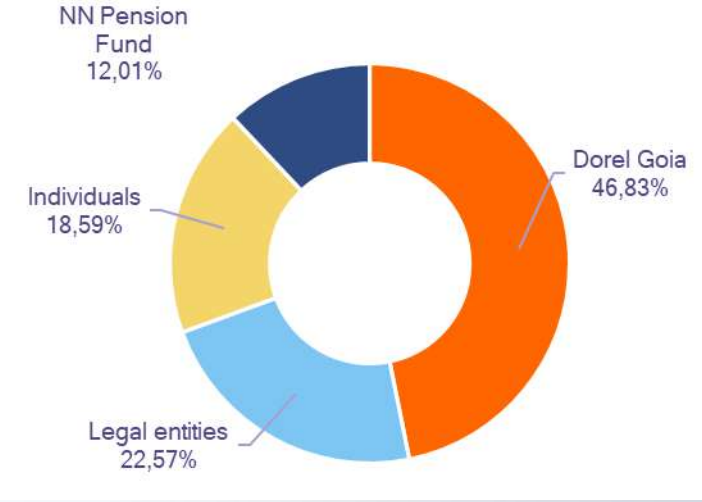
224 mln
Shares traded
in the last 12 months.

121 mln
LEI,
Total traded value in
the last 12 months.

39 thousand
Transactions in the
last 12 months.

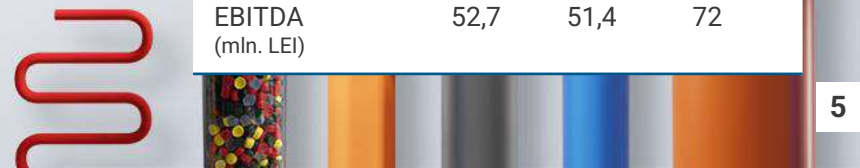
15 thousand
Shareholders of TRP.

Shareholding structure as of Dec 31,2023



	2020	2021*
Dividends (mil. LEI)	**>45**	**>32**
Gross dividend/ share (LEI)	**0,026**	**0,015**

BVB:TRP Bloomberg: TRP RO	2022	2023	2024B
Turnover (mln. LEI)	711	672	865
EBITDA (mln. LEI)	52,7	51,4	72



*Represents the annual dividend distributed from the result from Q2-Q4; does not include the exceptional dividend of 0,13 lei/share from Q1 registered from the sale of the steel products division.
**As per August 30, 2024.

Key points of our business model

The Group has good reputation among its clients and suppliers being recognized as a trustworthy, strategic business partner.

- Tight credit risk monitoring internal & external (insurance)
- Effective purchasing policy: broad supplier base
- Low dependency on a single client
- Cost-effective production processes
- Experienced management team
- Diversified portfolio of products & market segments
- Not exposed to the public sector but linked to some extent
- Annual maintenance CapEx around EUR 1,5 million

74,9%
Of the resident population in Romania is connected to the public water supply system in 2022*

35%
Of the resident population in Romania is connected to the national natural gas network**

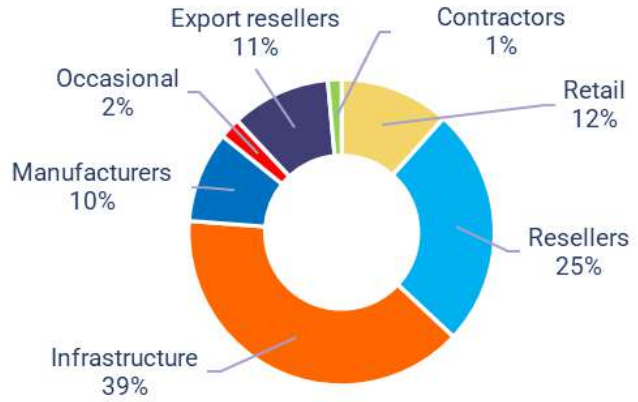
60,1%
Of the resident population in Romania is connected to the sewerage network in 2023*

58,7%
Of the resident population in Romania is connected to a sewerage network that has a treatment station, in 2023*

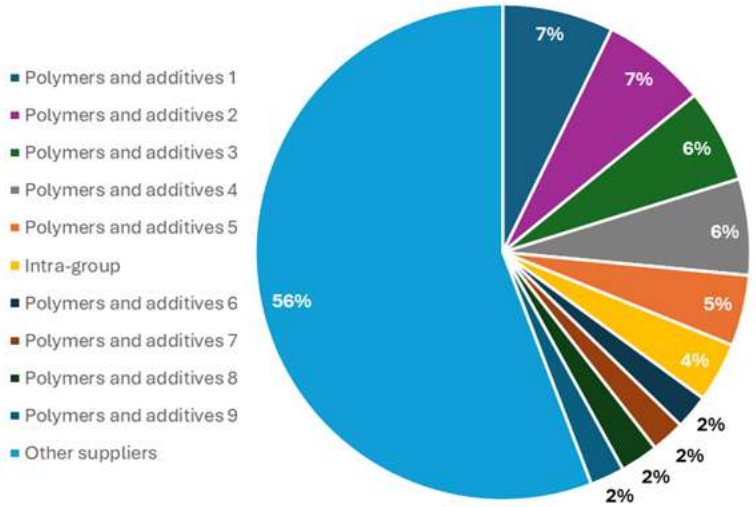
*Latest reports from INS (National Statistics Institute)

**Public data communicated by the authorities in 2020

Clients' structure – 2023



Suppliers' structure – 2023



The largest polymer processor in south-eastern Europe

- **During 2022-2023 we commissioned the investments in expanding the production capacities and diversifying our business segments, followed by two acquisitions closed in the first quarter of 2024 – Wolfgang Freiler Group and Palplast Moldova – all in line with our strategy of expanding our geographical footprint and strengthening our business.**
- **Regional development**
  - Regional expansion to reduce the dependence on one market (RO) → acquisition of Wolfgang Freiler Group and Palplast Moldova – in addition to increasing the export activity
- **Photovoltaic plant**
  - Project worth over 22 million LEI in total for a new plant that will be implemented by the end of 2024
- **Stretch film factory**
  - Project worth over 80 million LEI in total
  - Started production in Q4/2024, doubled in volumes compared to budget

NeoTer by TeraPlast

TeraDuct by TeraPlast

TeraBio

Opal

Our approach on sustainable development

Clean water, responsible resource consumption and climate protection for a sustainable future

Circular economy and efficient waste management for a sustainable value chain

Continuous development for healthy communities and fair work

Solid corporate governance for a resilient and transparent business

These directions articulate how sustainable development is integrated into our businesses every day and how **our mission to provide efficient solutions for people and the environment** is embodied in medium and long-term strategic projects, such as:

- Complete solutions for clean water (freshwater supply, water for irrigation from both underground and above-ground sources), waste water and rainwater management for a sustainable infrastructure, for healthy cities and modern agriculture.
- Rigid PVC recycling factory and integration of recycled material into finished products to contribute to the transition towards a circular economy.
- Ecological alternatives in our portfolio where possible, such as OK Compost certified biodegradable and compostable packaging.
- A new photovoltaic plant to increase our share of renewable energy in the total consumption.

The expansion of our businesses has a direct impact in local communities through job creation, the well-being of our employees and involvement in local projects and initiatives.

The size of the TeraPlast Group and the vision we have for our development require the existence of a robust corporate governance, which addresses topics such as risk management, ethics and integrity, transparency etc.

Efficient solutions for people and the environment

The 21st century is the century of water. The main challenges we see in this context are:

→ Responsible exploitation of freshwater resources;

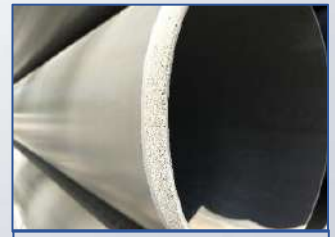
→ Rational rainwater management in terms of its separate collection and treatment from the wastewater;

→ Efficient wastewater transport to prevent soil pollution.

Polyethylene freshwater pipes

PVC wastewater pipes

PVC drilling pipes



Wastewater pipes made of 100% recycled PVC

At the core of our mission is the development of efficient solutions for people and the environment.

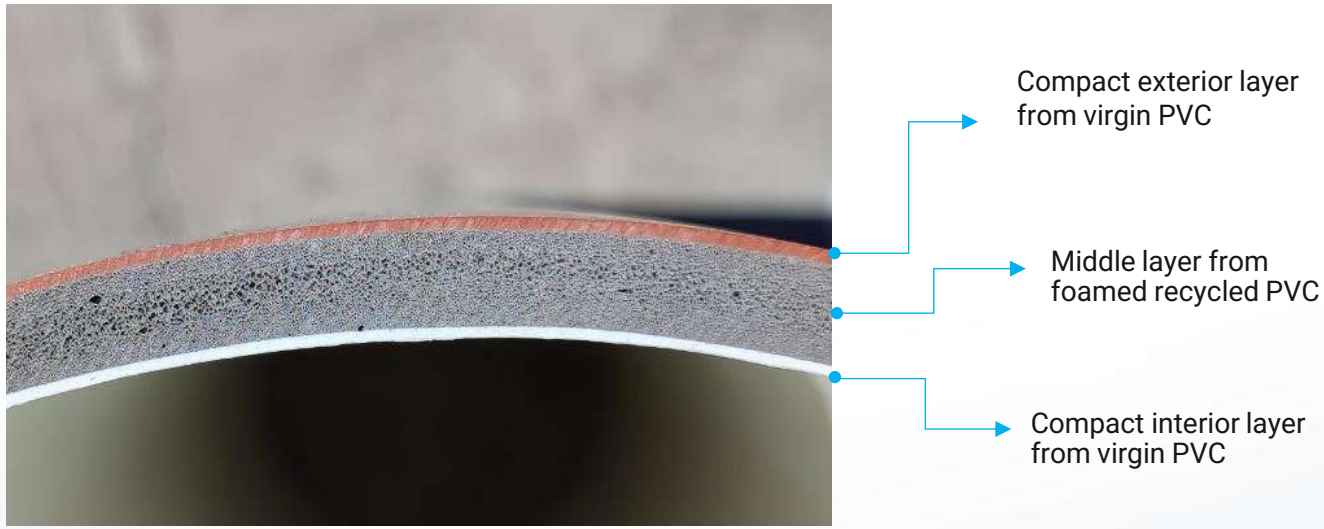
This mission translates into specific products that meet the highest standards, dedicated to a healthy and sustainable development of freshwater and wastewater infrastructure.

Moreover, we have developed and patented products that integrate recycled material and maintain the same level of high-quality requested by international standards to further increase their sustainability features.

Gri(n) Pipe

For this product, TeraPlast holds a number of intellectual property rights (patents, utility models) that protect the technical solutions used to produce the low-density (expanded) middle layer, using both 100% virgin materials (PVC K57 - 68) and and recycled materials.

The use of recycled material improves production costs and, implicitly, investment costs in sewage systems.



Additional information on TeraPlast's patents:

- https://patentscope.wipo.int/search/en/detail.jsf?docId=WO2019035728&_cid=P11-KFYZYC-18068-1
- https://patentscope.wipo.int/search/en/detail.jsf?docId=EP297165389&_cid=P11-KFYZYC-18068-1

CCF & sustainability rating

Highlights regarding our sustainable development performance in 2023:

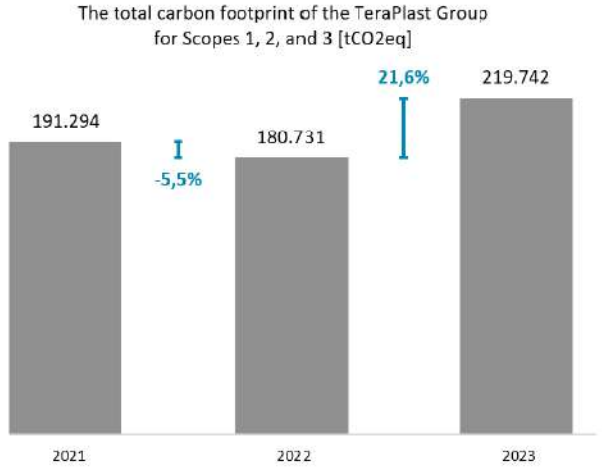
› TeraPlast Recycling reduced the amount of waste disposed of by 59% due to workflow optimizations and the increased quality of rigid PVC waste entering our factory as raw material.

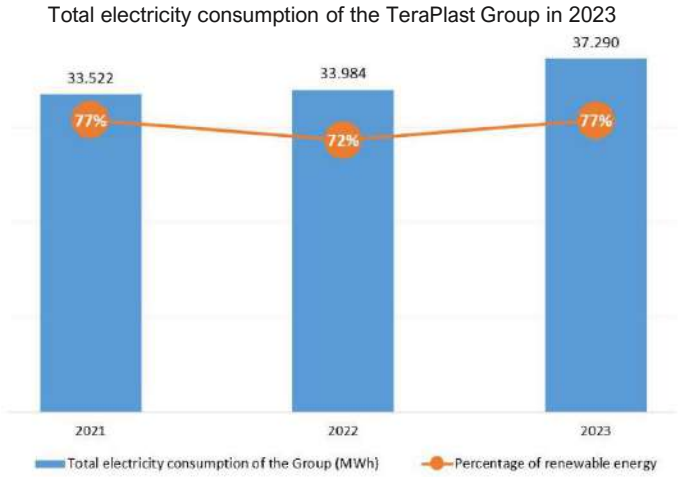
› At TeraPlast SA, we achieved our goal of "zero unskilled labor"; all our colleagues have successfully completed on-the-job training courses, and since the beginning of 2023, we only qualify new employees.

› At group level, 77% of the electricity consumed was from renewable sources, and at TeraPlast, 100% of the electricity used is renewable, both through the contribution of our photovoltaic plant and the guarantees of origin obtained from the supplier.

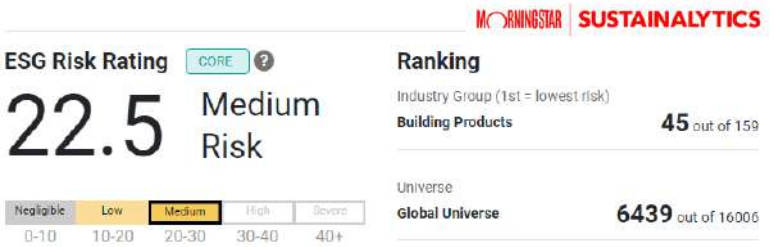
› We had no incidents on discrimination, corruption and bribery, human rights nor other ethics topic throughout the group.

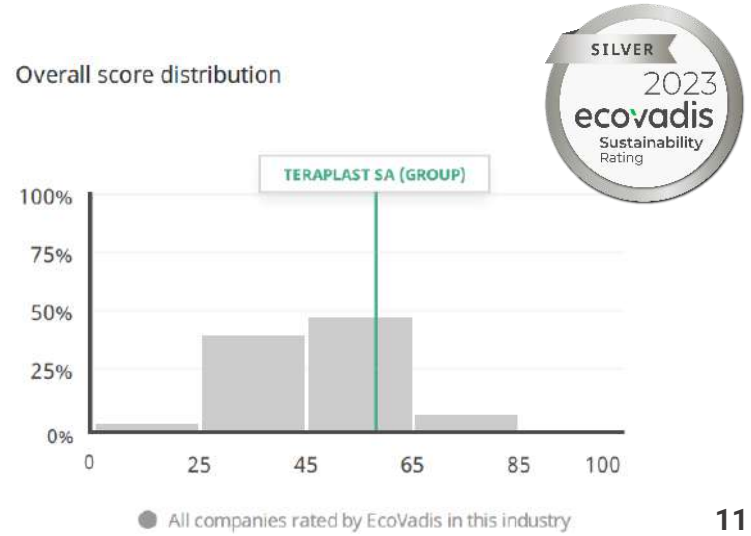
› The amount of waste generated by our group decreased by 31% in 2023 compared to 2022.





We participate in ESG rating initiatives → TeraPlast rating by Sustainalytics available on BSE Research Hub, EcoVadis Silver recognition, CDP: C rating, in line with industry.





TeraPlast R&D

- We have industry-specialized colleagues that carry out the **internalized R&D activity**.
- We also have an **internal testing laboratory**, accredited by RENAR – the national Accreditation Body.
- Through the R&D activity, TeraPlast marked a series of **premieres in terms of uniqueness and 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 by a Romanian company (TeraSteel)
  - The only producer in Romania with a patent to produce multilayered PVC pipes for exterior sewerage (with recycled PVC core)
  - The only European producer of multilayered pipes made of 100% recycled material.

Key premises for 2024

- We will pursue cautious organic growth following the experience of recent years.
- For infrastructure works, fueled by public and European funds, a positive evolution is expected.
- The share of main expenses in turnover will be similar to that of 2023. The same goes for the share of business segments.
- We are reducing fixed costs for businesses that have experienced operational losses.
- **The main contribution to the improvement in results will come from recent acquisitions - Plaplast and the Freiler Group with +15% turnover and EBITDA, respectively.**
- Volumes will increase by 16% for current businesses and by 33% together with the contribution of M&A.
- TeraBio Pack has reached the critical volume threshold and will enter positive profitability territory in 2024. The contribution of stretch films to the turnover of the segment will result in an 80% growth. However, from an EBITDA perspective, the ramp-up of the Opal stretch film factory will have a negative contribution.

TURNOVER

864,5 MLN. LEI

+29% compared to 2023 (672,3 mln. LEI)

EBITDA

71,7 MLN. LEI

+39%% compared to 2023 (51,4 mln. LEI)

EBITDA MARGIN

8,3%

+0,7pp compared to 2023 (7,6%)

NET PROFIT

10,6 MIL. LEI

+836% compared to 2023 (1,1 mln. LEI)

GROSS MARGIN

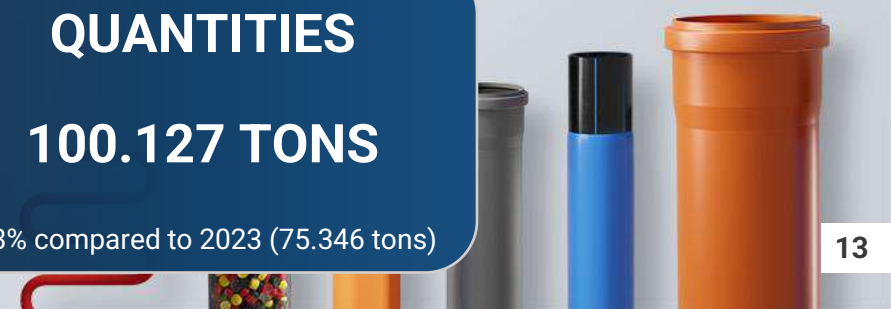
37%

2023 (37%)

QUANTITIES

100.127 TONS

+33% compared to 2023 (75.346 tons)

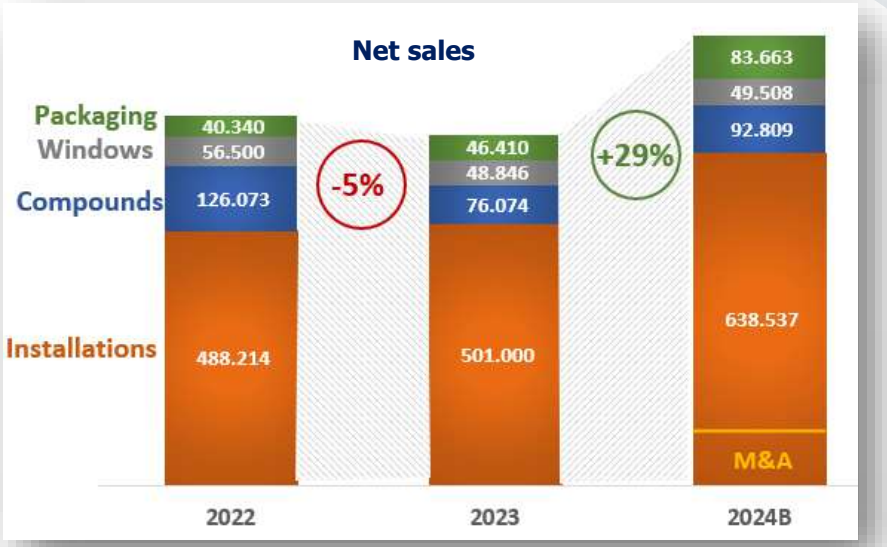


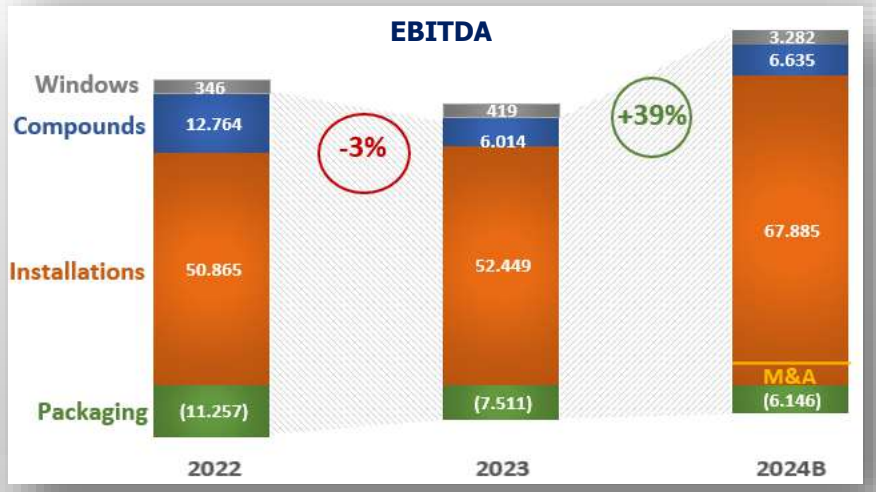
TeraPlast since 1896

2024 Budget - segments

RON '000	2022	2023	2024 B
Net Sales	**711.126**	**672.331**	**864.518**
Other operating income	655	1.835	139
Total Operating Income	**711.781**	**674.165**	**864.657**
Raw materials, consumables & merchandise	(486.499)	(424.942)	(545.111)
Salaries and employee benefits	(83.556)	(95.056)	(116.432)
Utilities	(21.128)	(32.593)	(42.400)
Amortization, impairments, provisions	(26.285)	(33.002)	(36.491)
Other operating expenses	(67.880)	(70.203)	(89.057)
Total Operating Costs	**(685.349)**	**(655.796)**	**(829.491)**
EBIT	**26.433**	**18.369**	**35.166**
EBITDA	**52.718**	**51.372**	**71.657**
EBITDA %	**7%**	**8%**	**8%**
Financial result, net	(9.877)	(13.167)	(17.017)
Profit before tax	**16.556**	**5.202**	**18.149**
Income tax expense	(1.182)	(4.064)	(7.500)
Net Profit	**15.374**	**1.138**	**10.649**
Net Profit %	**2%**	**0%**	**1%**

For this year, TeraPlast Group presents a budget with moderated organic growth, based on the prior years experience and the current macroeconomic context.
The expectations are that several market segments will face contractions on various levels, while public works, with governmental or European financing will be on the upswing.





2024 Budget - quarters

RON '000	2024 Budget	Q1	Q2	Q3	Q4
Net Sales	**864.518**	**148.736**	**228.750**	**269.517**	**217.515**
Other operating income	139	-	46	46	46
Total Operating Income	**864.657**	**148.736**	**228.797**	**269.564**	**217.561**
Raw materials, consumables & merchandise	(545.111)	(95.124)	(144.289)	(168.805)	(136.892)
Salaries and employee benefits	(116.432)	(24.291)	(29.398)	(30.260)	(32.483)
Utilities	(42.400)	(7.362)	(11.639)	(12.233)	(11.165)
Amortization, impairments, provisions	(36.491)	(8.158)	(9.431)	(9.486)	(9.416)
Other operating expenses	(89.057)	(19.257)	(23.734)	(23.309)	(22.757)
Total Operating Costs	**(829.491)**	**(154.192)**	**(218.492)**	**(244.094)**	**(212.713)**
EBIT	**35.166**	**(5.456)**	**10.305**	**25.470**	**4.848**
EBITDA	**71.657**	**2.701**	**19.736**	**34.956**	**14.264**
EBITDA %	**8%**	**2%**	**9%**	**13%**	**7%**
Financial result, net	(17.017)	(3.806)	(4.529)	(4.316)	(4.366)
Income tax expense	(7.500)	(24)	(1.326)	(3.921)	(2.230)
Net Profit	**10.649**	**(9.286)**	**4.449**	**17.233**	**(1.748)**
Net Profit %	**1%**	**-6%**	**2%**	**6%**	**-1%**

- The turnover as well as the EBITDA budgeted will increase consistently, which will be mainly the effects of the M&A operations and the new stretch film business.
- For the Installation segment, domestic infrastructure projects are expected to grow in 2024 as well.
- TeraGlass will continue the strategy of 2023 to switch to non-DIY customers. This switch will be boosted by the newly recruited, experienced sales team, focused on the renovations and new buildings market.
- The Packaging turnover will grow by 80% due to the commissioning of Opal (stretch film). TeraBio Pack will reach break-even this year.

Our performance in H1/2024

TURNOVER

428 MLN. LEI

+34% vs H1/'23 (320,5 mln. LEI)

QUANTITIES

54.009 TONS

+57% vs H1/'23 (34.483 tons)

EBITDA

26,9 MLN. LEI

+15% vs H1/'23 (23,3 mln. LEI)

EBITDA MARGIN

6,3%

-1pp vs H1/'23 (7,3%)

NET RESULT

-6,6 MLN. LEI

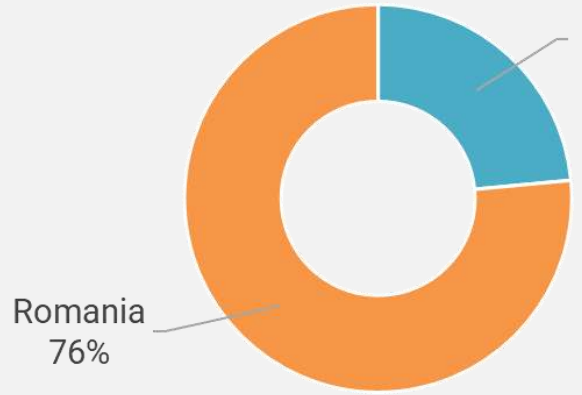
-998 thousand LEI in H1/'23

GROSS MARGIN

35%

-2pp vs H1/'23 (37%)

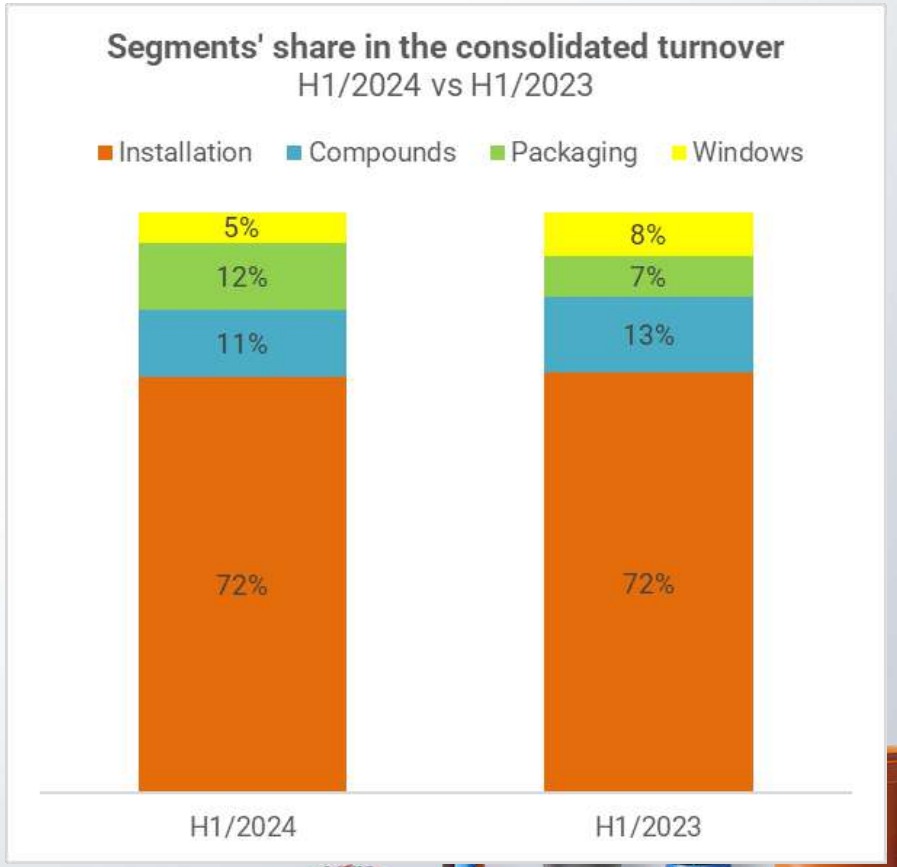
TeraPlast Group's sales outside Romania doubled, from 48 mln LEI in H1 2023, to 100 mln LEI in H1 2024.



Key information H1 2024

Segment evolution

- The Installations segment had an organic growth of 16% compared to H1/2023, driven by demand for infrastructure projects.
- The Wolfgang Freiler Group and Palplast Moldova contributed almost 40 million lei to the Group's results in H1/2024.
- The Compounds segment had a similar evolution to the first quarter; it maintained its market share.
- The recycling segment had a linear evolution, driven by the low prices of virgin raw materials. On the other hand, volumes are 40% higher than in H1/2023.
- The Flexible Packaging segment contributed almost 50 million lei to the consolidated turnover, but still has negative EBITDA. The segment also includes the results of the Opal stretch film, which is on a quantitative upward trend.
- The Windows and Doors segment had a similar evolution to H1/2023. As a result of the strategy to reduce dependence on retail, the turnover from contracts with non-retail customers increased by 38%.



33,5% increase in turnover H1 2024 vs H1 2023

- Price deflation in 2024 with 12,7% compared to 2023 is due to the decrease in raw material prices and in the cost of production, which have been transferred to the market.
- Installations and also recycled PVC volumes increased by over 40%.
- TeraBio Pack flexible packaging volumes show slight growth. Decreases were maintained in windows and doors.
- Opal stretch film volumes sold at 6 months reached 83% of the volumes budgeted for the full year.
- The M&A component is the sales of Palplast and Freiler Group (april-june).

amounts in mil RON

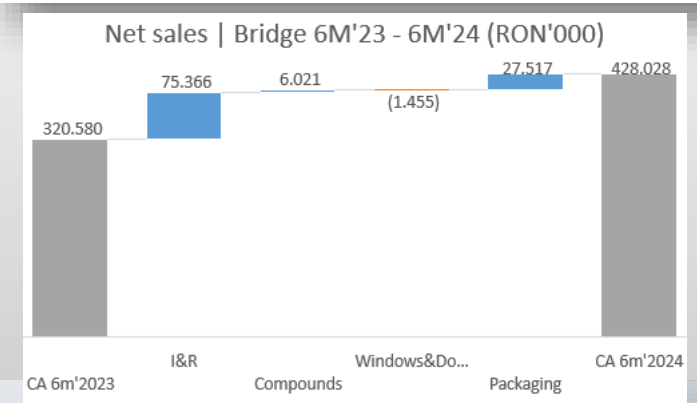
H1 2024 Budget vs Results

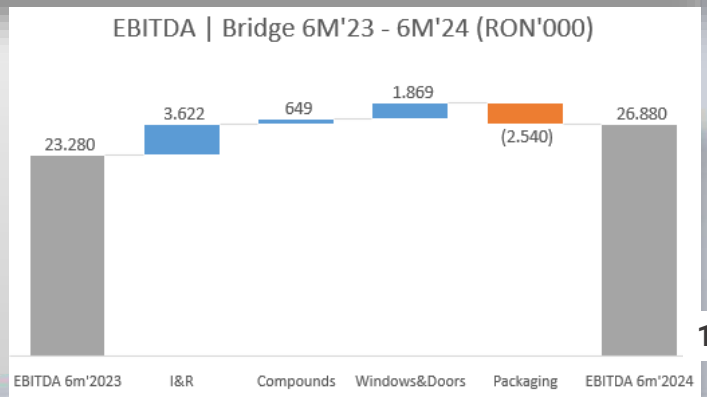
- Due to additional volumes of installation, stretch film and M&A, turnover is 13% above budget and 34% above and H1/2023.
- Gross margin decreased as a percentage (35% in H1/'24 vs. 37% in H1/'23) as part of the strategy to increase market share.
- Salaries and employee benefits has increased as a result of the increase in salaries. At 30-Jun-24 there were 1.123 employees in the TeraPlast group, the increase compared to last year (929 employees) is due to Freiler Group (130 employees) and Palplast (27 employees).
- Utilities and other operating expenses increased from last year's level, mainly due to M&A. This includes non-recurring expenses of almost 1 million lei incurred by M&A operations.

⇒ Thus, EBITDA decrease by almost 1 pp.

- The net result was influenced by the payment of the minimum turnover tax in H1/'24, higher depreciation expenses generated by the new investments put into operation and higher financing costs.

RON`000	H1 2024 Results	H1 2024 Budget	Var %	H1 2023 Results	Var %
Net Sales	**428.028**	**377.558**	**13%**	**320.580**	**34%**
Other operating income	561	46	1112%	898	-38%
Total Operating Income	**428.589**	**377.604**	**14%**	**321.477**	**33%**
Raw materials, consumables & merchandise	(277.313)	(239.458)	16%	(203.533)	36%
Salaries and employee benefits	(62.545)	(53.700)	16%	(45.151)	39%
Utilities	(18.541)	(19.065)	-3%	(15.943)	16%
Amortization, impairments, provisions	(21.758)	(17.590)	24%	(16.250)	34%
Other operating expenses	(43.309)	(42.935)	1%	(33.570)	29%
Total Operating Costs	**(423.467)**	**(372.748)**	**14%**	**(314.448)**	**35%**
EBIT	**5.122**	**4.856**	**5%**	**7.030**	**-27%**
EBITDA	**26.880**	**22.445**	**20%**	**23.280**	**15%**
% EBITDA	**6,28%**	**5,94%**		**7,26%**	
Financial result, net	(9.116)	(8.344)	9%	(6.476)	41%
Profit before tax	(2.627)	(1.351)	94%	(1.551)	69%
Net profit	**(6.621)**	**(4.839)**	**37%**	**(998)**	**564%**
% Net profit	**-1,55%**	**-1,28%**		**-0,31%**	



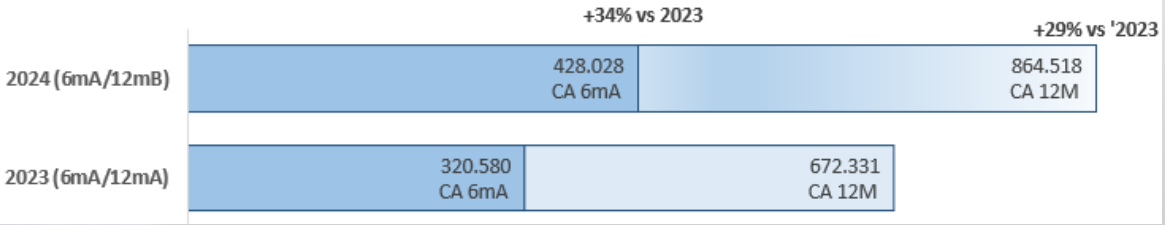


Financial performance

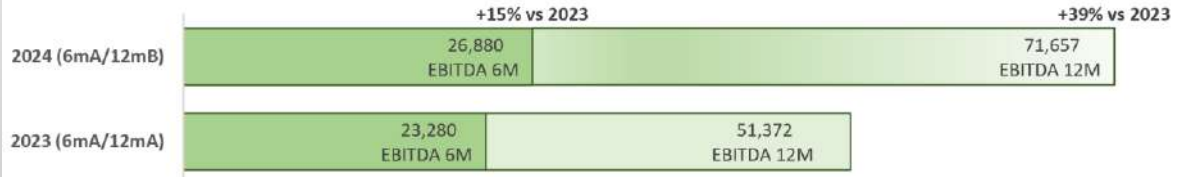
RON '000	FY'2023	FY'24B	Var %	6m'2023	6m'2024	Var %
Net Sales	**672.331**	**864.518**	**29%**	**320.580**	**428.028**	**34%**
Other operating income	1.835	139	-92%	898	561	-38%
Total Operating Income	**674.165**	**864.657**	**28%**	**321.477**	**428.589**	**33%**
Raw materials, consumables & merch	(424.942)	(545.111)	28%	(203.533)	(277.313)	36%
Salaries and employee benefits	(95.056)	(116.432)	22%	(45.151)	(62.545)	39%
Amortization, impairments, provisions a	(33.002)	(36.491)	11%	(16.250)	(21.758)	34%
Other operating expenses	(102.796)	(131.457)	28%	(49.514)	(61.851)	25%
Total Operating Costs	**(655.796)**	**(829.491)**	**26%**	**(314.448)**	**(423.467)**	**35%**
EBIT	**18.369**	**35.166**	**91%**	**7.030**	**5.122**	**-27%**
EBITDA	**51.372**	**71.657**	**39%**	**23.280**	**26.880**	**15%**
EBITDA %	*7,6%*	*8,3%*		*7,3%*	*6,3%*	
Financial result, net	(13.167)	(17.017)	29%	(6.476)	(9.116)	41%
Profit before tax	**5.202**	**18.149**	**249%**	**554**	**(3.994)**	**-821%**
Income tax expense	(4.064)	(7.500)	85%	(1.551)	(2.627)	69%
Net Profit	**1.138**	**10.649**	**836%**	**(998)**	**(6.621)**	**564%**
Net Profit %	*0,2%*	*1,2%*		*-0,3%*	*-1,5%*	

- **Significant growth in turnover and volumes:** TeraPlast Group recorded a 34% increase in turnover and 57% increase in volumes sold compared to H1/2023, driven by strategic investments and recent M&A.
- **EBITDA performance**: EBITDA increased by 15%, although EBITDA margin fell to 6.3% due to pricing pressures and efforts to increase market share.
- **External markets**: Sales outside Romania doubled, and account for 23.5% of total turnover, consolidating the group's international presence.
- **The acquisitions of the Wolfgang Freiler Group and Palplast Moldova:** These acquisitions had a significant positive impact on financial performance and volumes sold.
- **Outlook for the second half of the year:** TeraPlast Group remains cautious in the context of macro-economic uncertainties and maintains its conservative budget, but expects a continuation of the positive trends observed in H1.

Net sales evolution 2024 (6a/12b) vs 2023 (6a/12a) (RON'000)



EBITDA 2023 (6a/12B) vs 2022 (6a/12a) (RON'000)



Financial performance

RON '000	TeraPlast Group			Installations			Compounds			Windows&Doors			Packaging		
	6m'2023	6m'2024	Var %	6m'2023	6m'2024	Var %	6m'2023	6m'2024	Var %	6m'2023	6m'2024	Var %	6m'2023	6m'2024	Var %
Net Sales	**320.580**	**428.028**	**34%**	**231.647**	**307.013**	**33%**	**42.324**	**48.345**	**14%**	**24.565**	**23.110**	**-6%**	**22.044**	**49.561**	**125%**
Other operating income	898	561	-38%	884	461	-48%	-	-	0%	10	91	853%	4	9	140%
Total Operating Income	**321.477**	**428.589**	**33%**	**232.531**	**307.474**	**32%**	**42.324**	**48.345**	**14%**	**24.574**	**23.201**	**-6%**	**22.048**	**49.570**	**125%**
Raw materials, consumables & merch	(203.533)	(277.313)	36%	(141.200)	(190.114)	35%	(32.160)	(35.024)	9%	(14.674)	(11.757)	-20%	(15.499)	(40.418)	161%
Salaries and employee benefits	(45.151)	(62.545)	39%	(30.178)	(44.335)	47%	(2.872)	(4.089)	42%	(5.876)	(6.198)	5%	(6.224)	(7.924)	27%
Amortization, impairments, provisions	(16.250)	(21.758)	34%	(12.473)	(15.431)	24%	(1.340)	(1.669)	25%	(631)	(525)	-17%	(1.805)	(4.134)	129%
Other operating expenses	(49.514)	(61.851)	25%	(37.481)	(45.731)	22%	(3.269)	(4.560)	39%	(4.992)	(4.344)	-13%	(3.772)	(7.216)	91%
Total Operating Costs	**(314.448)**	**(423.467)**	**35%**	**(221.333)**	**(295.610)**	**34%**	**(39.642)**	**(45.342)**	**14%**	**(26.173)**	**(22.825)**	**-13%**	**(27.301)**	**(59.691)**	**119%**
EBIT	**7.030**	**5.122**	**-27%**	**11.199**	**11.864**	**6%**	**2.682**	**3.003**	**12%**	**(1.598)**	**376**	**-124%**	**(5.253)**	**(10.121)**	**93%**
EBITDA	**23.280**	**26.880**	**15%**	**23.672**	**27.294**	**15%**	**4.022**	**4.672**	**16%**	**(967)**	**901**	**-193%**	**(3.448)**	**(5.987)**	**74%**
EBITDA %	*7,3%*	*6,3%*		*10,2%*	*8,9%*		*9,5%*	*9,7%*		*-3,9%*	*3,9%*		*-15,6%*	*-12,1%*	

In H1 2024, TeraPlast Group recorded significant growth in sales and volumes sold, supported by strategic investments and recent acquisitions. The acquisitions of Wolfgang Freiler Group and Palplast Moldova contributed substantially to these positive results. EBITDA increased, although EBITDA margin declined slightly due to pricing pressures and efforts to increase market share. External sales doubled, contributing significantly to the group's financial performance. In Q2, net sales increased by 45% compared to Q2/2023, reaching RON 251.0 million, due to the integration of recent acquisitions.

The increase in volumes on Installations was decisive for the growth in turnover and EBITDA. The EBITDA margin remained close to 9%, reflecting a solid performance in the context of an expanding product portfolio and demand from the infrastructure works sector.

Compounds sales increased, reflecting solid performance and maintaining market share despite challenging market conditions. EBITDA margin was 9.7%, demonstrating stability and operational efficiency in an unfavorable climate.

We continued to focus on non-retail projects, which resulted in a significant improvement in EBITDA. The strategy also included the development of special projects, contributing to a positive financial performance.

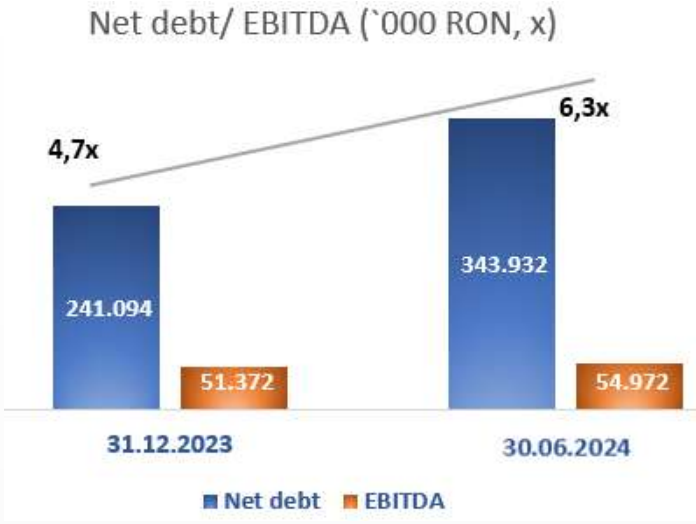
The segment doubled its turnover due to Opal, EBITDA remained negative, but geographic expansion and increased volumes of Opal stretch foils indicate a positive development.

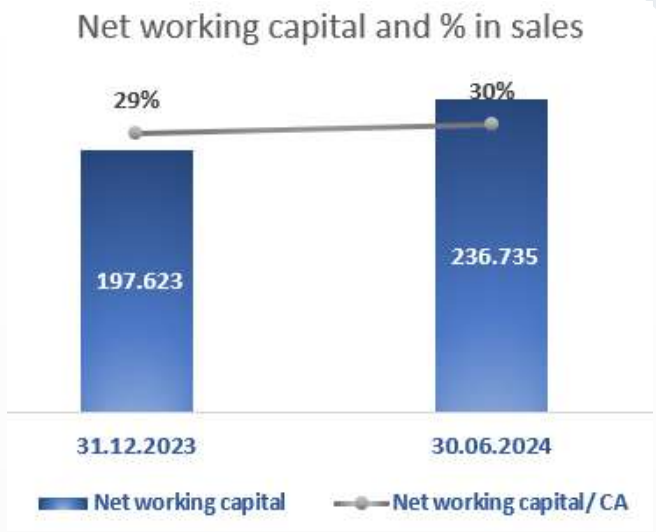
Financial performance

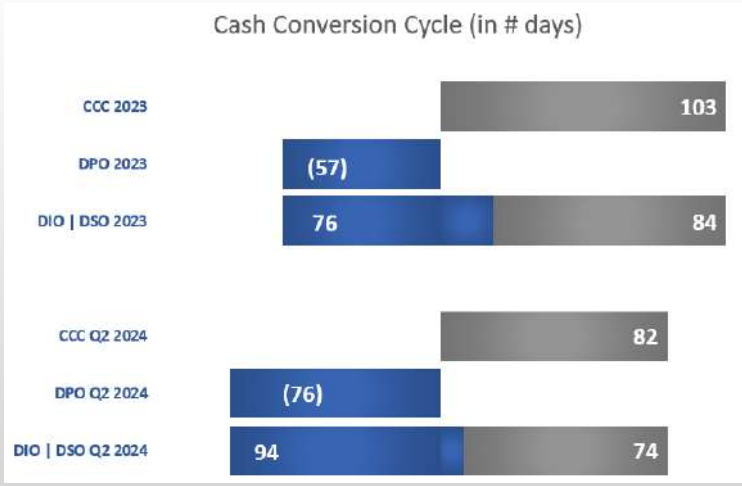
H1 2024| Balance-sheet summary

	TRP Group	
RON '000	**31.12.2023**	**30.06.2024**
Intangibles	3.961	3.959
Tangible assets	421.430	472.994
Investment Property	5.737	12.119
Other non-current assets	1.583	19.500
Non-current assets	**432.712**	**508.572**
Inventories	138.564	180.051
Trade receivables	154.411	254.473
Trade payables	(103.329)	(208.835)
Trade working capital	**189.647**	**225.689**
Other payables	(2.282)	(3.432)
Other receivables	10.259	14.478
Other working capital	**7.977**	**11.045**
Net working capital	**197.623**	**236.735**
Cash and cash equivalents	18.879	12.632
Bank loans and leases	(252.540)	(347.906)
Other non current liabilities	(6.908)	(8.133)
Provisions	(525)	(525)
Net (debt) / cash	**(241.094)**	**(343.932)**
Subsidies	(76.561)	(92.677)
Net assets	**312.681**	**308.698**
Share capital & premiums	217.900	217.900
Reserves	54.259	54.072
Retained earnings	37.856	31.362
Non-controlling interest	2.665	5.364
Equity	**312.681**	**308.698**

Key aspects







- Debt ratio will fall below 5 by the end of the year (Net debt: 346 million lei/ EBITDA: 72 million lei).
- Working capital up slightly due to acquisitions.

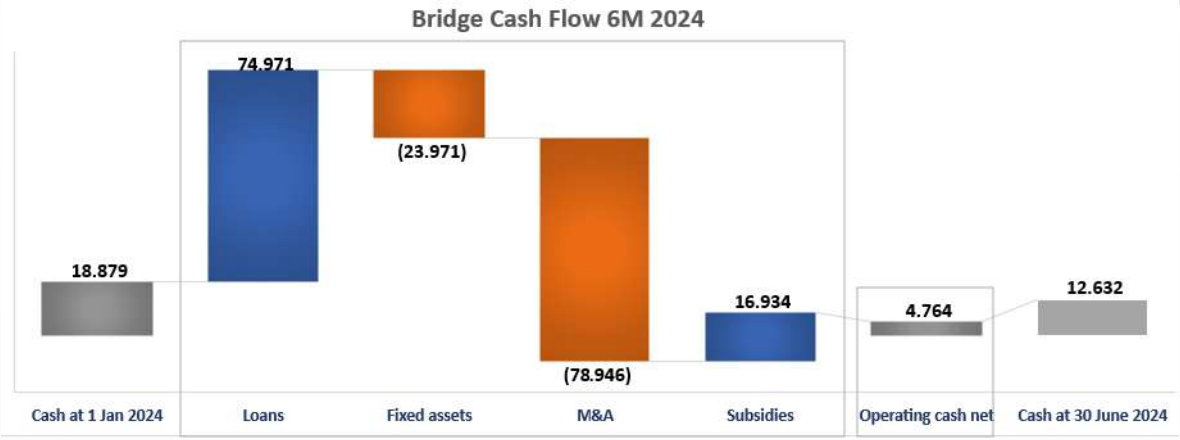
**Turnover and EBITDA from the last 12 months*

Financial performance

H1 2024| Cash-flow summary

Cash flow summary, RON `000	30.06.2023	30.06.2024
Net profit before tax	**554**	**(3.994)**
Net profit adjustments	27.020	35.379
(+) Operating profit before changes in working capital	**27.574**	**31.385**
Net impact working capital	(3.356)	(12.595)
Income tax paid	(336)	(8.678)
Interest paid	(6.040)	(422)
Income from subsidies	(3.471)	(4.926)
(-) Subtotal changes in working capital and other	**(13.202)**	**(26.621)**
=> Cash from operating activities	**14.372**	**4.764**
Payments for fixed assets acquisitions	(20.582)	(23.971)
Freiler purchase payments, net of purchased cash	701	(78.946)
Receipts from subsidies	11.548	16.934
(+) Net cash used for investments	**(8.333)**	**(85.983)**
Net repayments of loans and leasing	15.098	75.006
Share repurchased	9	(34)
(-) Net cash from finance activities	**15.107**	**74.971**
Net variance	21.146	(6.248)
Cash & Equiv la Jan 1, 2023/ 2024	**10.713**	**18.879**
Cash & Equiv la Iunie 30, 2023/ 2024	**31.859**	**12.632**

Bridge 30 June 2024



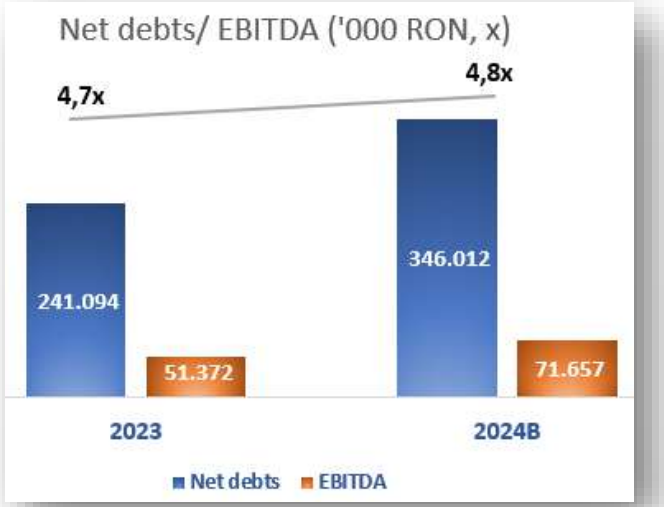
- We paid 79 million lei for M&A - Freiler Group net of purchased cash.
- Out of the planned CapEx of 54 million lei planned for this year, we paid 24 million lei, mainly for the last components of the second stretch film line and the improvement of TeraPlast's production capacities. Significant investments to be implemented this year are the photovoltaic park and the implementation of PVC pipe production in Moldova and Hungary.
- We have received 16.9 million lei subsidy for investments in the stretch film factory, we will receive another 8 million lei this year for stretch film and 9 million lei for the investment in photovoltaic panels.

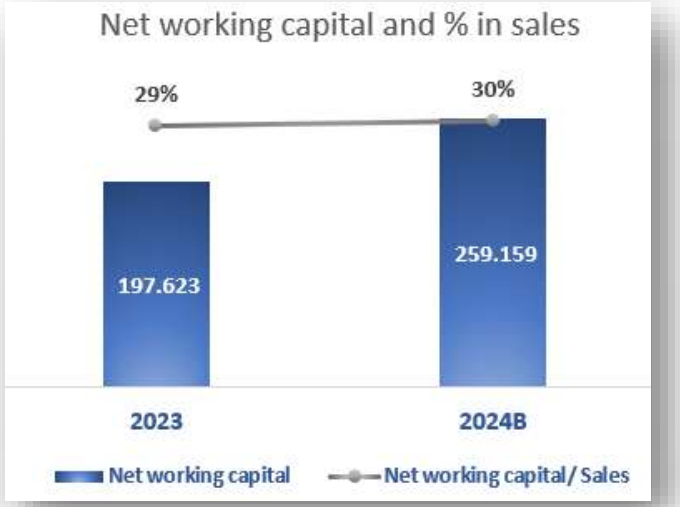
Financial performance

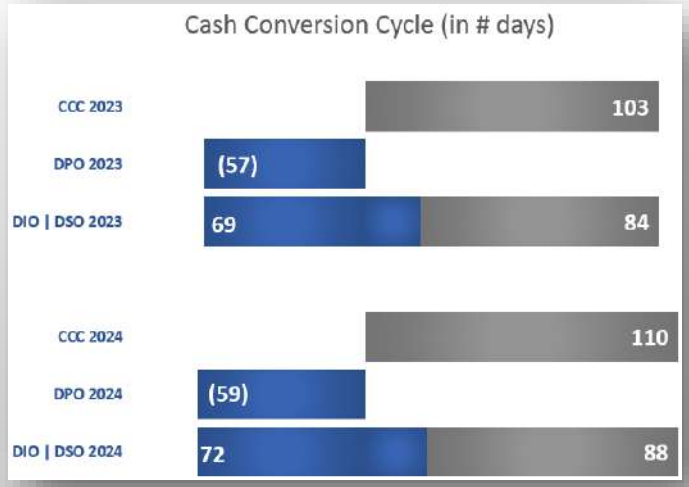
2023-2024B| Balance-sheet summary

	TRP Group	
RON '000	**2023**	**2024B**
Intangibles	3.961	6.156
Tangible assets	421.430	498.793
Investment Property	5.737	6.608
Other non-current assets	1.583	1.568
Non-current assets	**432.712**	**513.124**
Inventories	138.564	183.973
Trade receivables	154.411	209.038
Trade payables	(103.329)	(134.455)
Trade working capital	**189.647**	**258.555**
Other payables	(2.282)	(2.319)
Other receivables	10.259	2.923
Other working capital	**7.977**	**604**
Net working capital	**197.623**	**259.159**
Cash and cash equivalents	18.879	1.757
Bank loans and leases	(252.540)	(341.800)
Other non current liabilities	(6.908)	(5.444)
Provisions	(525)	(525)
Net (debt) / cash	**(241.094)**	**(346.012)**
Subsidies	(76.561)	(102.465)
Net assets	**312.681**	**323.806**
Share capital & premiums	217.900	217.900
Reserves	54.259	54.259
Retained earnings	37.856	48.505
Non-controlling interest	2.665	3.142
Equity	**312.681**	**323.806**

Key aspects







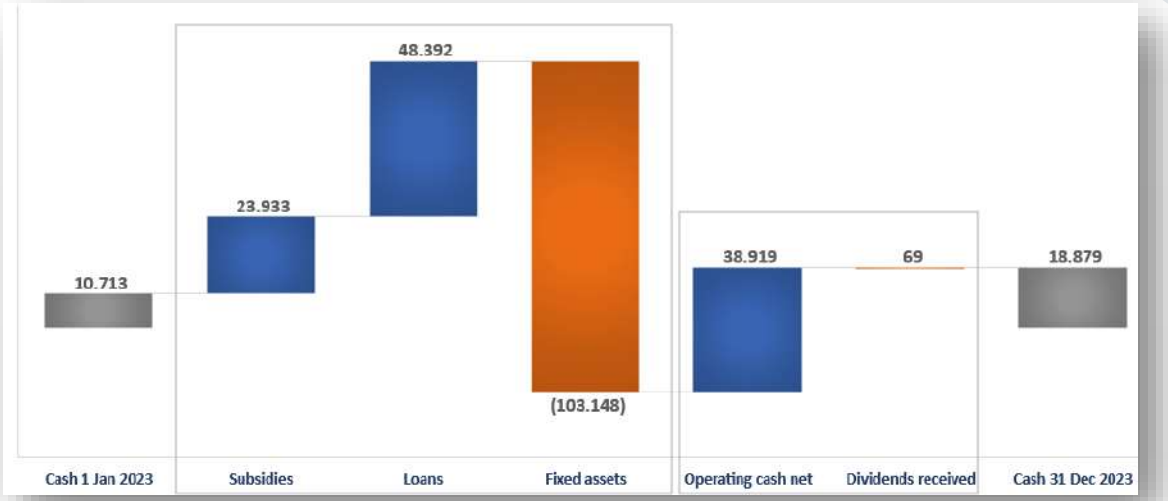
Investment payments were 104 million lei in 2023. For 2024, we plan to invest 53 million lei.
This year we received 24 million lei in state aid. Next year we will collect 34 million lei.
Net working capital will increase slightly in 2024 to support regional expansion.

Financial performance

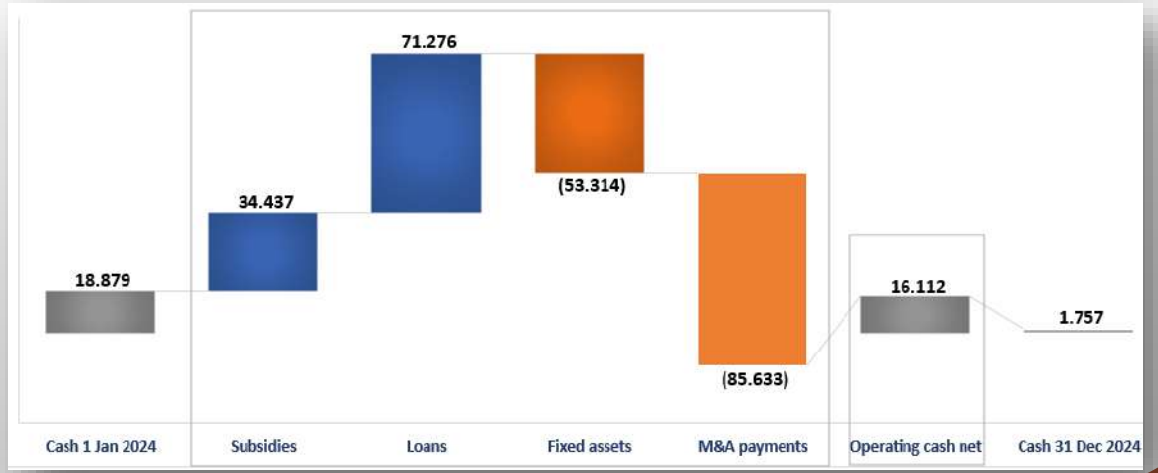
2023-2024B| CF summary

Cash flow summary, RON `000	2023	2024B
Net profit before tax	**5.202**	**18.149**
Net profit adjustments	54.606	49.752
(+) Operating profit before changes in working capital	**59.808**	**67.901**
Net impact working capital	4.230	(22.496)
Income tax paid	(4.052)	(7.500)
Interest paid	(13.129)	(13.261)
Income from subsidies	(7.938)	(8.532)
(-) Subtotal changes in working capital and other	**(20.888)**	**(51.789)**
=> Cash from operating activities	**38.919**	**16.112**
Payments for fixed assets acquisitions	(104.019)	(53.314)
Receipts from sales of fixed assets	872	-
Freiler purchase payments, net of purchased cash	-	(82.309)
Palplast purchase payments, net of purchased cash	-	(3.324)
Receipts from subsidies	23.933	34.437
(+) Net cash used for investments	**(79.215)**	**(104.510)**
Net repayments of loans and leasing	48.383	71.276
Dividends received	69	-
Share repurchased	9	-
(-) Net cash from finance activities	**48.462**	**71.276**
Net variance	8.166	(17.122)
Cash & Equiv at Jan 1, 2023/ 2024	**10.713**	**18.879**
Cash & Equiv at Dec 31, 2023/ 2024	**18.879**	**1.757**

Bridge 31 Dec 2023



Bridge 31 Dec 2023



Thank you!

TeraPlast

Annex.1

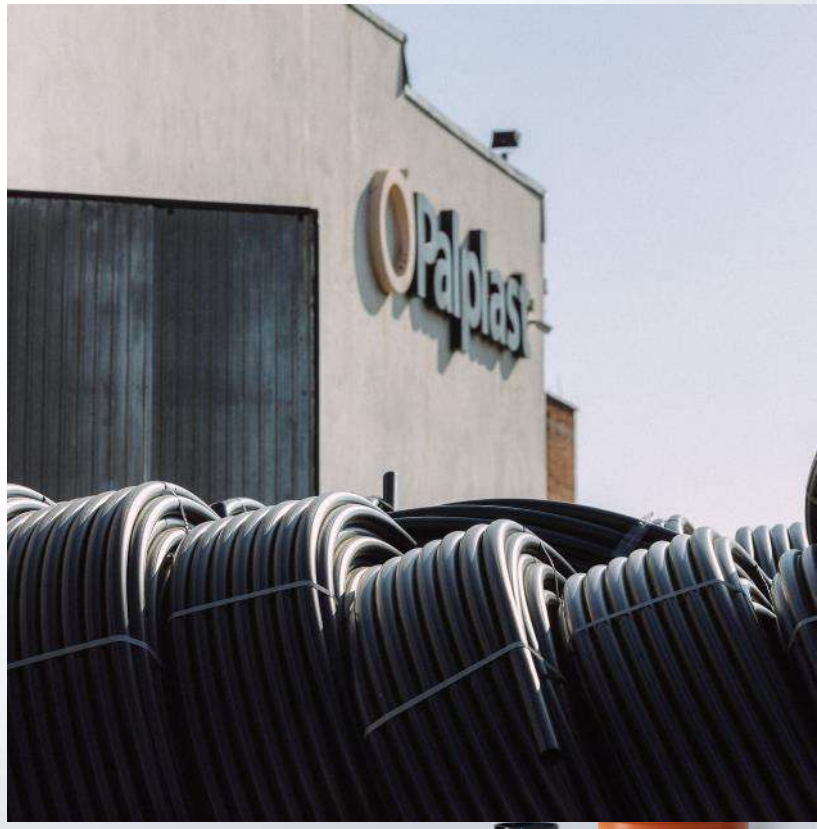
About the acquisitions: Palplast Moldova

Palplast

6.700 sqm

>1.300 to/year

25



The factory is located in the city of Călărași, Republic of Moldova, situated on both banks of the Bîc river, 67 km northwest of Chișinău, 59 km from the border with Romania, and 130 km from the border with Ukraine.

It is an industrial base with the potential for further expansion on an area of 6,000 square meters.

The company specializes in the production of HDPE pipes with the following applications:
•Potable water supply networks
•Natural gas distribution networks
•Irrigation systems
•Sewerage, fluid transport systems
•Protective pipes for communications

TeraPlast Group will invest 1 million euros in 2024 to diversify the range of products manufactured in the Republic of Moldova, and will also utilize Palplast as a distribution platform for products manufactured in Romania.

TeraPlast

Annex.2

About the acquisitions: Wolfgang Freiler Group

1. Key information – the two factories

PRO-MOULDING
FRÖCCSÖNTÖTT TERMÉKEK

83.000 sqm >3.800 to/year 83

The factory is located in Nagykanizsa, **southwestern Hungary**, near the border with Croatia and Slovenia, 215 km from Budapest and 140 km from Zagreb.
The industrial park has infrastructure conducive to the development and expansion of production.

The company specializes in the production of injection-molded parts from large-volume plastic materials for various industries, including automotive, medical, toys, household appliances, etc.

FREILER - POLYTECH
PIPE SYSTEMS

64.000 sqm >15.000 to/year 61

The factory is located in **northwestern Hungary**, in the town of Fertőszentmiklós, Győr-Moson-Sopron county. The town has approximately 4,000 inhabitants and is situated on the border with Austria, approximately 107 km from Vienna and 200 km from Budapest.

The main activity is the production of pipes for water and gas systems, as well as HDPE cable protection.

TeraPlast since 1896

Annex.3

About the acquisitions: Wolfgang Freiler Group

2. Key information – business overview

Compact business model with modern production facilities.

✓Export-oriented history and entry into new markets, lean organizational structure, skilled and results-oriented team, consistent product quality, formation and retention of a diversified customer base.

Strategic location.

✓Expansion of TeraPlast Group's geographic footprint towards Western Europe, utilization of production capacities put into operation in recent years.

✓Access to hard-to-reach markets in terms of specificity (e.g., technical specifications), logistical efficiency.

Synergies

✓Complementing the Freiler Group's portfolio to provide integrated solutions.

✓ Increased exposure to common suppliers.

✓Logistical flexibility, cost optimization.

✓Notable expertise in the production of pipes from recycled materials.

Solid financial profile

✓Excellent results demonstrated over the past 5 years, low debt levels, efficient use of resources.

More than 80% of the turnover generated by Polytech consists of pipes made from recycled plastics, seamlessly integrating into TeraPlast Group's philosophy of being pioneers in European circular economy trends, which anticipate an incremental growth in the use of infrastructure products manufactured from recycled materials.

Laszlo Vajda, Development Director of the TeraPlast Group, will assume the role of supervision and development of the Freiler Group immediately after the completion of the transaction.