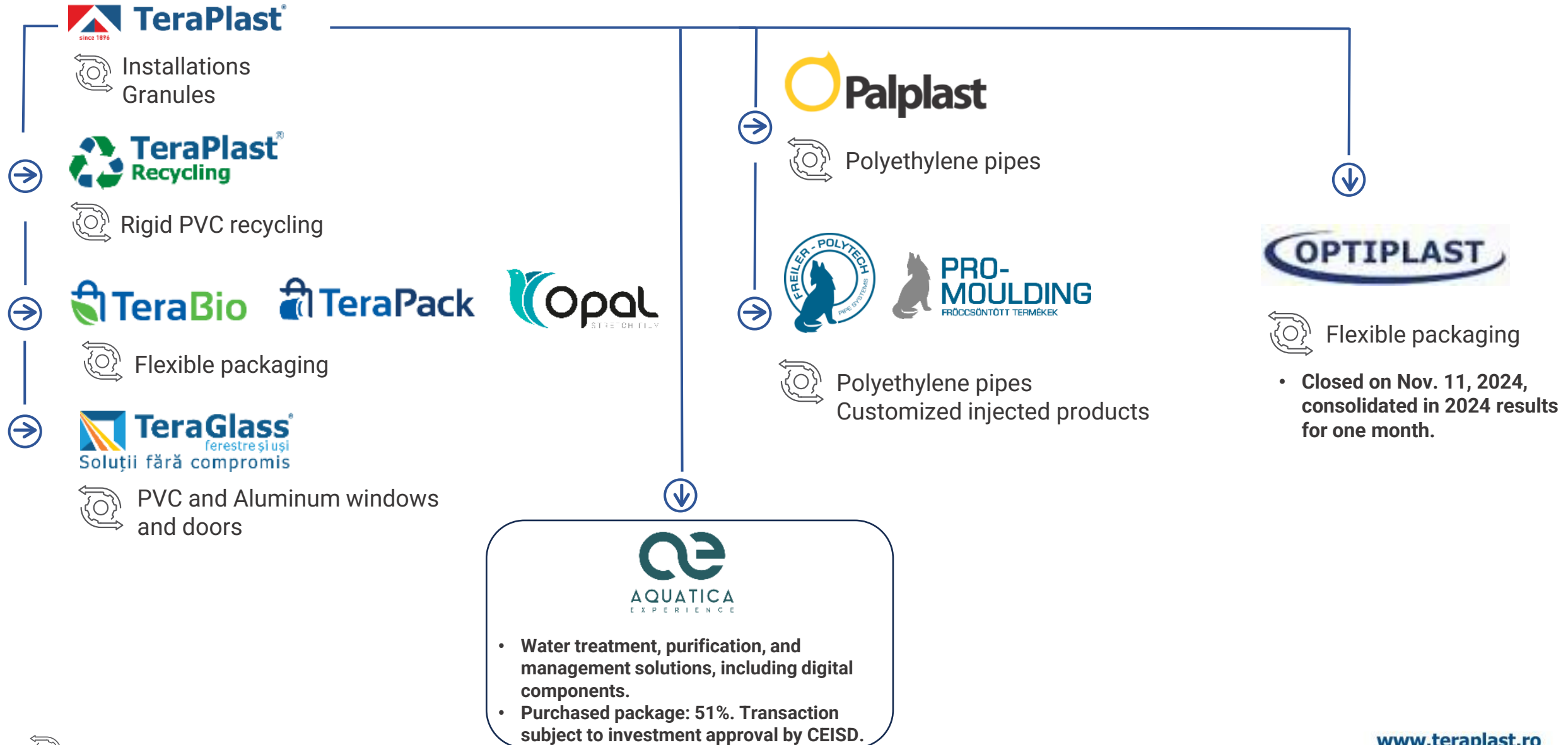


Unlocking growth



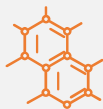
TeraPlast Group structure





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

TeraPlast SA is founded as a company



1990



2008

TeraPlast goes public at the Bucharest Stock Exchange (TRP)



2011

Relocation to the TeraPlast Industrial Park in Sărățel, RO



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.

Optiplast acquisition.

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.

We have 125 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.



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.



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.



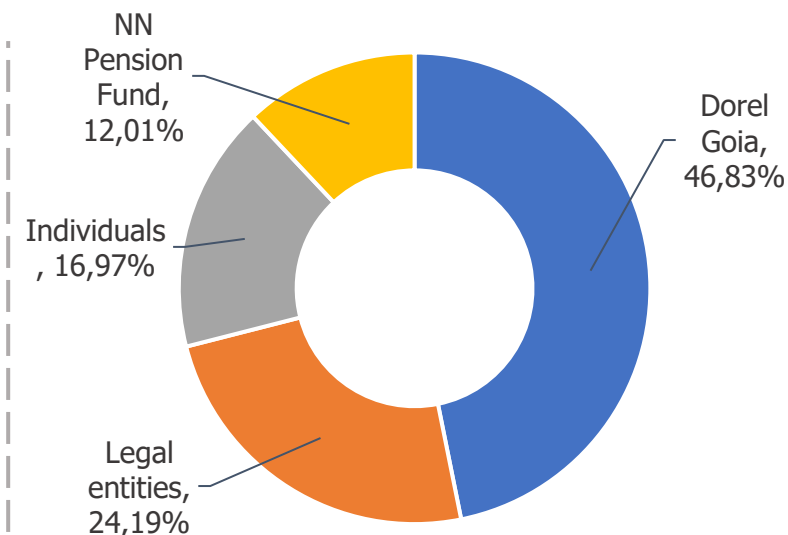
TRP on the capital market

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 March 2024, Raiffeisen Bank International is the second issuer market maker of TRP.



Shareholding structure as of Oct 10, 2024



At the Bucharest Stock Exchange**:

200 mln
Shares traded
in the last 12 months.

97,5 mln
LEI,
Total traded value in
the last 12 months.

28 thousand
Transactions in the
last 12 months.

15+ thousand
Shareholders of TRP.

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

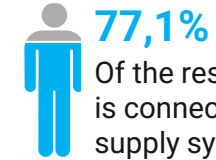
BVB:TRP Bloomberg: TRP RO	2023	2024	2025B
Turnover (mln. LEI)	672	898	1,005
EBITDA (mln. LEI)	51.4	49.6	88

*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.

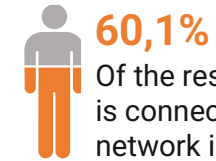
**As per April 1st, 2025.

We aim to achieve market leadership through cost leadership.

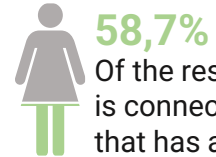
- Long standing relationships throughout the value chain
- Tight credit risk monitoring internal & external (insurance)
- Effective purchasing policy: broad supplier base
- Low dependency on a single client
- Cost-effective production processes
- Experienced management team
- Diversified portfolio of products & market segments
- Not exposed to the public sector but linked to some extent
- Annual maintenance CapEx around EUR 1,5 million
- State-of-the-art production capacities
- Broad geographical footprint in SEE
- Relatively high sustainable raw materials (recycled & biodegradable)



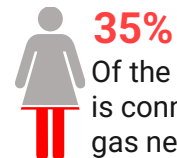
Of the resident population in Romania is connected to the public water supply system in 2023*



Of the resident population in Romania is connected to the sewerage network in 2023*



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



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

*Latest reports from INS (National Statistics Institute)

**Public data communicated by the authorities in 2020

The largest polymer processor in south-eastern Europe

- We have recently completed an accelerated expansion phase, which spanned approximately 5 years, based on three pillars:
 - strategic investments in expanding existing production capacities;
 - investments in diversifying the product portfolio by adding new business lines;
 - mergers and acquisitions operations to increase geographical footprint.
- Our production capacities now comprise of 15 factories with an annual production capacity that exceeds 200 thousand tons.
- Our regional presence reduces the dependence on one market (RO), while the diversified product portfolio supports constant revenue from multiple markets/industries.
- Vision for sustainable production
 - Renewable energy capacities of 6.9MWp for own use;
 - Internal recycling capacities and a recycling factory, as well as recycled material sourcing where not available within the Group;
 - State-of-the-art equipment for optimal productivity and energy efficiency.





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

We report based on the sustainability reporting European directive (CSRD) and the corresponding reporting standards (ESRS), as well as by the EU Taxonomy.

ESRS topics material for TeraPlast Group:

- E1 – Climate change
- E5 – Resource use and circular economy
- S1 – Own workforce
- S4 – Consumers and end-users
- G1 – Business conduct

From the EU Taxonomy perspective:

- 29,9% of the 2024 Turnover represents eligible activities
- 36,4% of the 2024 CapEx represents eligible activities
- 46,1% of the 2024 OpEx represents eligible activities

No aligned activities were reported for 2024.



69/100



C for Water
B- for Climate

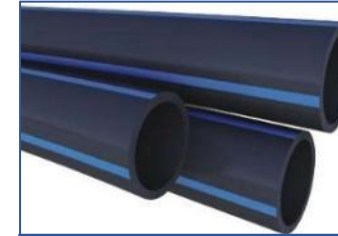
Sustainability reporting audited by

Deloitte

www.teraplast.ro

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

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.



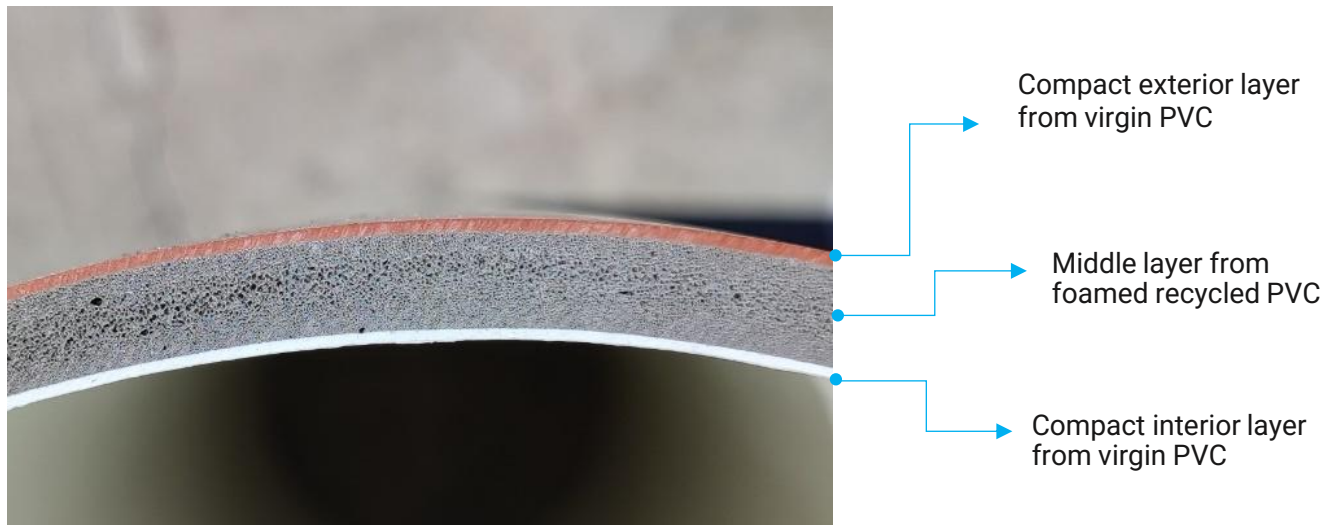
PVC drilling pipes



Wastewater pipes made of 100% recycled PVC

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 recycled materials.

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



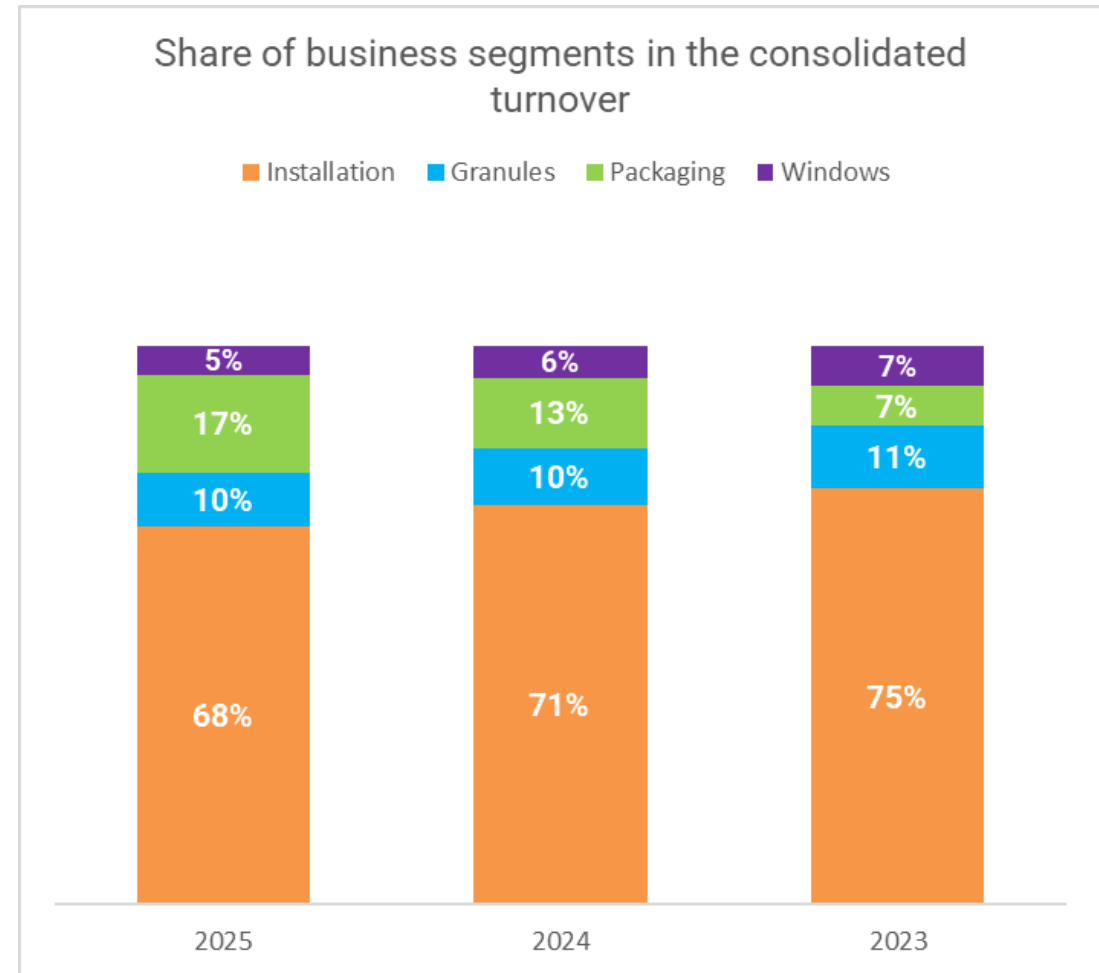
Additional information on TeraPlast's patents:

- 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

- > 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.



- In 2024 the installations market in Romania remained stable, despite delays in the payment of public works and an overall decrease of the construction market. We estimate solid demand for 2025 as well.
- In 2024 The Western European markets where the Wolfgang Freiler Group operates experienced contractions, resulting in price pressure that eroded profitability. For 2025 we will focus more on the German market and estimate a slight improvement.
- Hungary had a slow start in 2024 but picked up pace and is heading into 2025 with a solid backlog. The startup of Zsambek will provide a fresh boost in sales in Hungary and the region
- Palplast Moldova benefited throughout 2024 from strong demand in the private residential sector and completed the expansion of its storage capacity in Călărași. For 2025 we estimate an increase in demand in this relatively small market.
- Exports from the Granules segment increased in 2024 by 160% through strengthened partnerships with strategic clients. In the Romanian market, the segment maintained its position as a market leader. Positive outlook for 2025 as well.
- For flexible packaging, TeraBio Pack's exports partially mitigated the impact of declining sales in the domestic market of biodegradable packaging, caused by the macroeconomic context and delays in implementing legislation for the transition to biodegradable packaging. Increasing profitability remains the challenge for 2025.
- The results of TeraGlass reflect the effectiveness of the strategy to reposition the customer mix and increase the share of custom-sized window projects compared to standard window sales in large retail stores, a strategy that will continue into 2025.



We have reached the most challenging point in our journey. After an intense period of expansion, we are now focusing on consolidating the businesses within the Group, expanding into existing markets, and improving profitability. The phase of accelerated expansion has concluded for now, and starting in the second half of 2025, we expect the synergies generated by the new subsidiaries to produce visible effects. Although the market climate remains challenging, we have the strategy and resources necessary to navigate this period effectively.

- The 12% revenue growth will primarily be supported by improved performance in the Packaging segment through enhanced profitability, operational efficiency, and the consolidation of Optiplast Croatia.
- Moderate revenue increases are expected in traditional segments, ranging from 3% to 6%.
- A significant improvement in EBITDA is projected, reaching RON 88 million (+77% vs. 2024), due to optimizations in operations and synergies from the integration of acquisitions. Notable contributions to the improvement of EBITDA are anticipated from the Packaging and Installations segments.
- Volume growth is expected to reach 9%, approaching nearly 120,000 tons.

REVENUE

1,005.9 MLN. LEI

+12% vs. 2024

NET RESULT

5.2 MLN. LEI

EBITDA

88 MLN. LEI

+77% vs. 2024

EBITDA MARGIN

8.8%

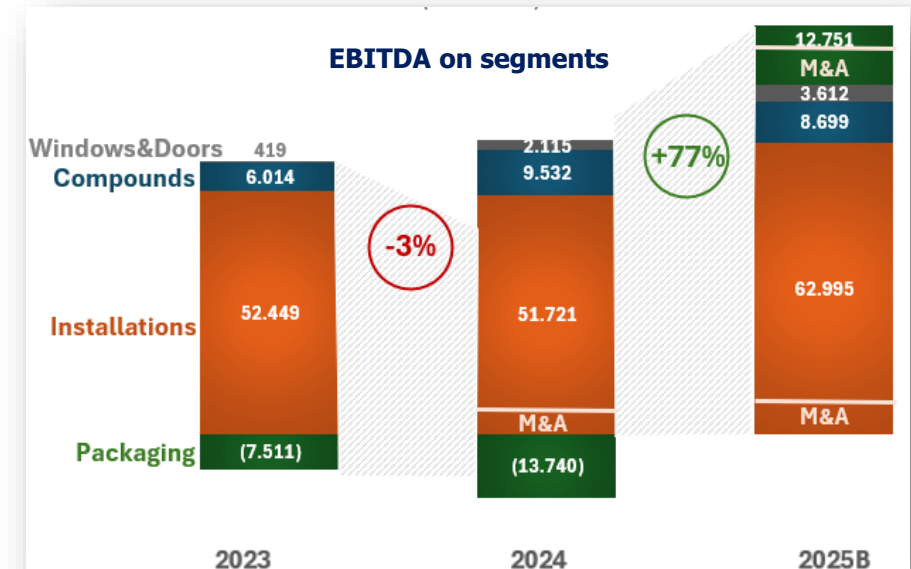
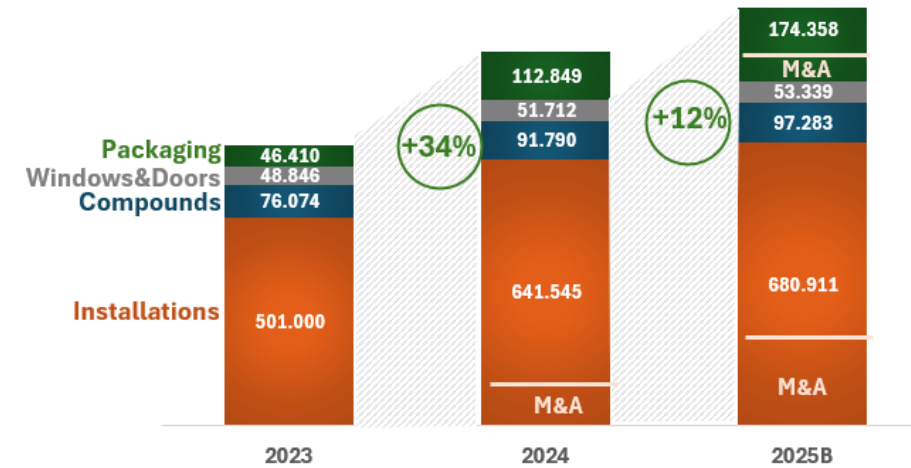
2025 Budget - segments

RON`000	2023	2024	2025 B
Net Sales	672.331	897.896	1.005.892
Other operating income	1.835	2.331	3.510
Total Operating Income	674.165	900.227	1.009.402
Raw materials, consumables & merchandise	(424.942)	(574.746)	(620.675)
Salaries and employee benefits	(95.056)	(129.967)	(143.125)
Utilities	(32.593)	(41.358)	(43.879)
Amortization, impairments, provisions	(33.002)	(48.724)	(52.489)
Other operating expenses	(70.203)	(104.528)	(113.666)
Total Operating Costs	(655.796)	(899.323)	(973.834)
EBIT	18.369	904	35.568
EBITDA	51.372	49.628	88.057
% EBITDA	8%	6%	9%
Financial result, net	(13.167)	(15.737)	(19.919)
Brut profit	5.202	(14.833)	15.649
Profit before tax	(4.064)	(4.645)	(10.380)
Net profit	1.138	(19.478)	5.269
% Net profit	0%	-2%	3%

After an intense period of expansion, we are now focusing on consolidating the businesses within the Group, expanding into existing markets, and improving profitability

Starting in the second half of 2025, we expect the synergies generated by the new subsidiaries to produce visible effects.

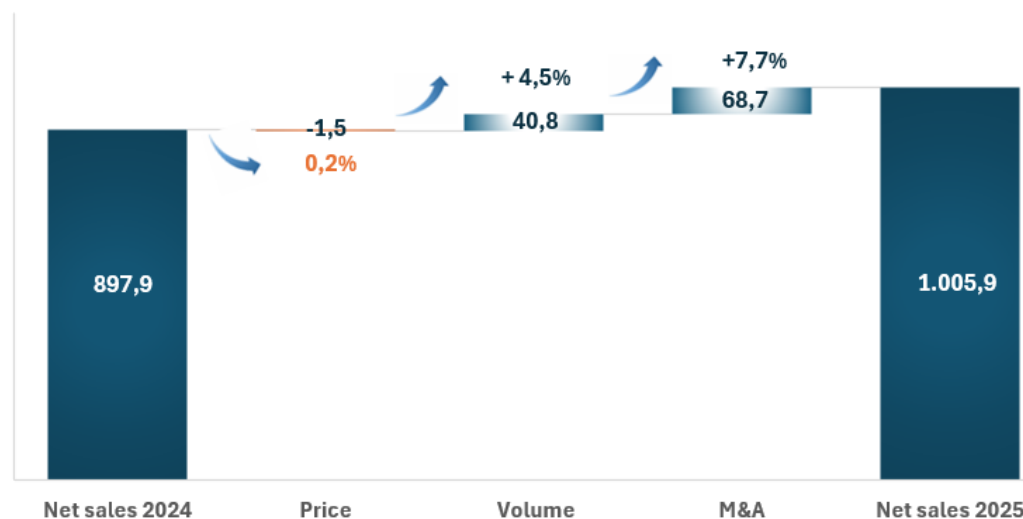
Net sales on segments



2025 Budget - quarterly

Conso Group - RON '000	GRUP Conso	Q1	Q2	Q3	Q4
Net Sales	1.005.892	205.545	282.658	290.207	227.482
Other operating income	3.510	865	906	863	877
Total Operating Income	1.009.402	206.410	283.565	291.070	228.358
Raw materials, consumables & merchandise	(620.675)	(125.875)	(175.363)	(180.437)	(139.000)
Salaries and employee benefits	(143.125)	(32.464)	(36.028)	(36.485)	(38.148)
Utilities	(43.879)	(9.384)	(12.187)	(11.903)	(10.405)
Amortization, impairments, provisions	(52.489)	(13.652)	(13.001)	(12.591)	(13.246)
Other operating expenses	(113.666)	(26.473)	(30.468)	(29.048)	(27.677)
Total Operating Costs	(973.834)	(207.848)	(267.047)	(270.464)	(228.476)
EBIT	35.568	-1.438	16.518	20.606	-117
EBITDA	88.057	12.213	29.519	33.197	13.128
% EBITDA	8,75%	5,94%	10,44%	11,44%	5,77%
Financial result, net	(19.919)	(4.476)	(5.225)	(5.175)	(5.043)
Profit before tax	(10.380)	(1.723)	(3.059)	(3.406)	(2.192)
Net profit	5.269	(7.637)	8.233	12.025	(7.352)
% Net profit	0,52%	-3,72%	2,91%	4,14%	-3,23%

Bridge net sales (mil lei)



- RON 1 billion net sales, increase with 12% vs. 2024. The growth will primarily be supported by volume growth with 9%, consolidation of Optiplast Croatia and the activity generated by the assets acquired in the new production site Zsámbék Hungary.
- Moderate revenue increases are expected in traditional segments (current activity), ranging from 3% to 6%.
- A significant improvement in EBITDA is projected, reaching RON 88 million (+69% vs. 2024), and a net profit reaching RON 5,3 million, due to optimizations in operations and synergies from the integration of acquisitions. Notable contributions to the improvement of EBITDA are anticipated from the Packaging and Installations segments.

REVENUE

897.9 MLN. LEI

+34% vs. 2023 (672.3 mln. LEI)

VOLUMES

109,985 TONS

+46% vs. 2023 (75,346 tons)

EBITDA

49.6 MLN. LEI

-3% vs. 2023 (51.3 mln. LEI)

EBITDA MARGIN

5.5%

-1,8pp vs. 2023 (7.6%)

NET RESULT

-19.4 MLN. LEI

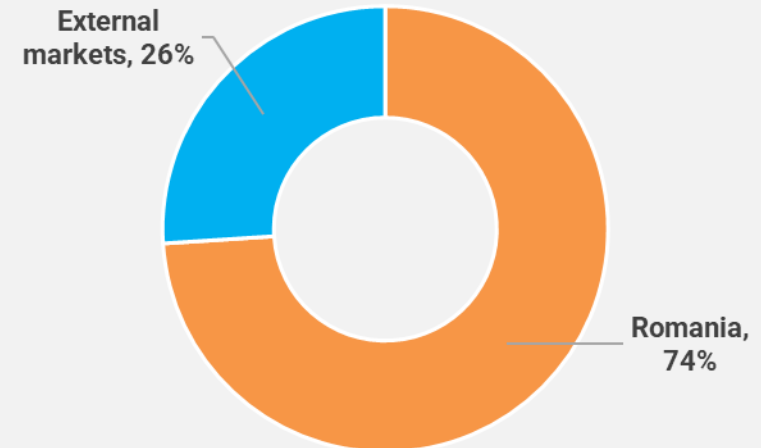
1.1 mln LEI in 2023

GROSS MARGIN

36%

-1pp vs. 2023 (37%)

Sales outside Romania increased by 122%, reaching 233.6 million lei in 2024, compared to 105.4 million lei in 2023. Their share of consolidated revenue rose to 26% in 2024, compared to 15.7% in 2023.

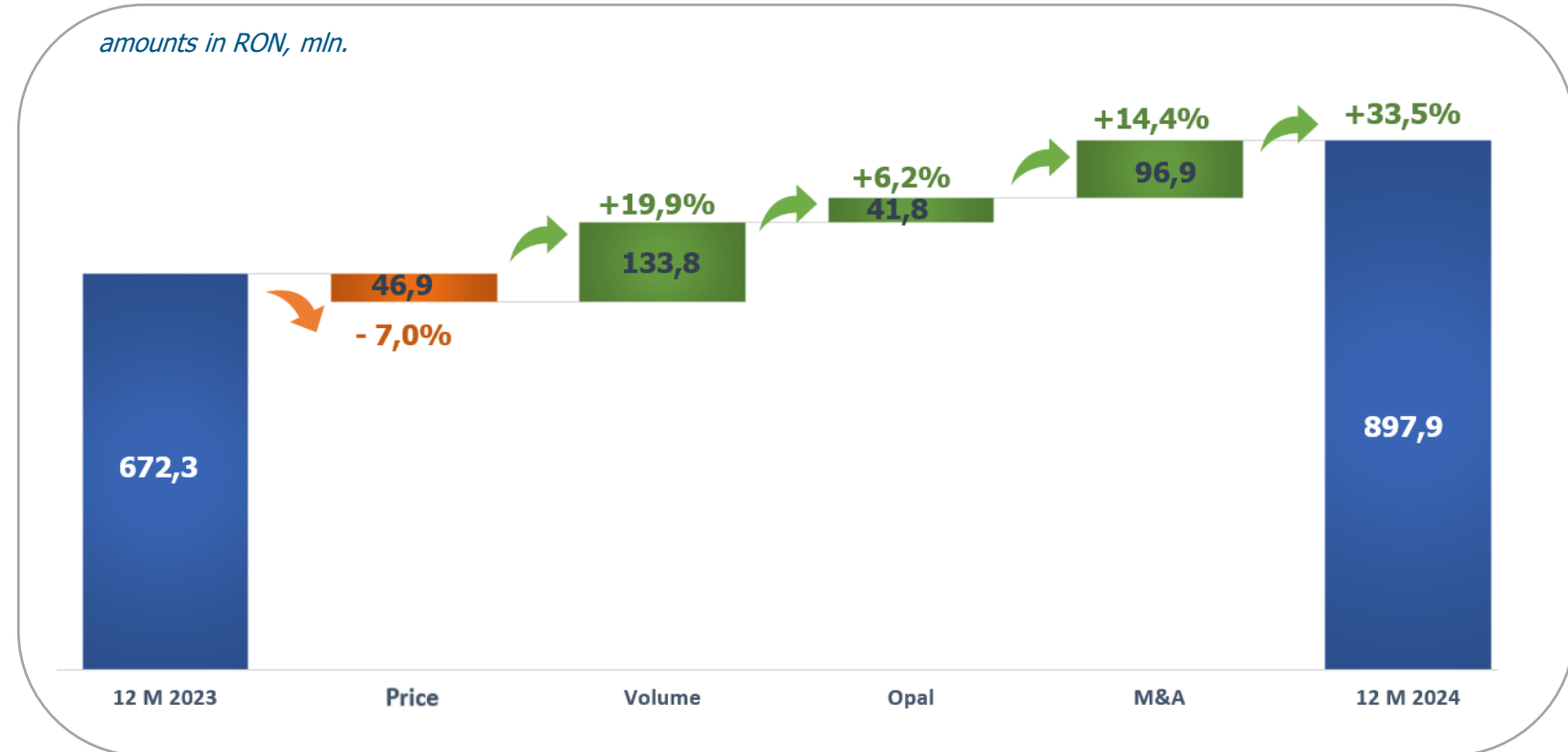


The net loss of 19.4 million lei is due to:

- Increased interest expenses and depreciation costs following the commissioning of investments in new factories.
- Losses incurred from the initiation of the Opal stretch film business, which is in an accelerated ramp-up process and gaining market share.
- Losses recorded by TeraBio Pack.
- Non-recurring expenses throughout 2024 related to geographic expansion.

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

- Price deflation in 2024 with 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.
- Quantitatively, the TeraPlast Group recorded a 46% increase compared to 2023, which means a 19.9% increase in turnover.
- Installations and also recycled PVC volumes increased by over 24%.
- TeraBio Pack flexible packaging volumes have decreased. Decreases were maintained in windows and doors.
- Volumes of Opal stretch film sold in 2024 were 10.842 to.
- The M&A component is the sales of Palplast, Freiler Group (April-December) and Optiplast (December)



Financial performance



RON `000	TeraPlast Group			Installations and recycling			Compounds and recycling			Windows & Doors			Flexible packaging		
	12m 2023	12m 2024	Var %	12m 2023	12m 2024	Var %	12m 2023	12m 2024	Var %	12m 2023	12m 2024	Var %	12m 2023	12m 2024	Var %
Net Sales	672.331	897.896	34%	501.000	641.545	28%	76.074	91.790	21%	48.846	51.712	6%	46.410	112.849	143%
Other operating income	1.835	2.331	27%	1.311	2.216	69%	0	0	0%	14	99	611%	510	16	-97%
Total Operating Income	674.165	900.227	34%	502.311	643.762	28%	76.074	91.790	21%	48.860	51.811	6%	46.920	112.865	141%
Raw materials, consumables & merchandise	(424.942)	(574.746)	35%	(308.839)	(390.643)	26%	(56.668)	(65.609)	16%	(27.378)	(25.404)	-7%	(32.056)	(93.089)	190%
Salaries and employee benefits	(95.056)	(129.967)	37%	(63.516)	(92.317)	45%	(6.470)	(7.740)	20%	(11.492)	(13.380)	16%	(13.577)	(16.530)	22%
Utilities	(32.593)	(41.358)	27%	(25.209)	(30.623)	21%	(2.262)	(2.208)	-2%	(878)	(780)	-11%	(4.244)	(7.747)	83%
Amortization, impairments, provisions	(33.002)	(48.724)	48%	(23.210)	(36.055)	55%	(2.982)	(3.468)	16%	(1.168)	(1.057)	-10%	(5.642)	(8.145)	44%
Other operating expenses	(70.203)	(104.528)	49%	(52.298)	(78.457)	50%	(4.659)	(6.701)	44%	(8.693)	(10.132)	17%	(4.553)	(9.238)	103%
Total Operating Costs	(655.796)	(899.323)	37%	(473.072)	(628.096)	33%	(73.042)	(85.726)	17%	(49.609)	(50.753)	2%	(60.073)	(134.749)	124%
EBIT	18.369	904	-95%	29.239	15.666	-46%	3.033	6.064	100%	-749	1.058	-241%	-13.153	-21.884	66%
EBITDA	51.372	49.628	-3%	52.449	51.721	-1%	6.014	9.532	58%	419	2.115	405%	-7.511	-13.740	83%
% EBITDA	7,64%	5,53%		7,80%	8,06%		7,91%	10,38%		0,86%	4,09%		-16,18%	-12,18%	

The evolution of TeraPlast Group in 2024 reflects the mix of organic growth and growth through acquisitions, overlaying the fluctuations in European markets. The focus was on growing market share and accelerated expansion.

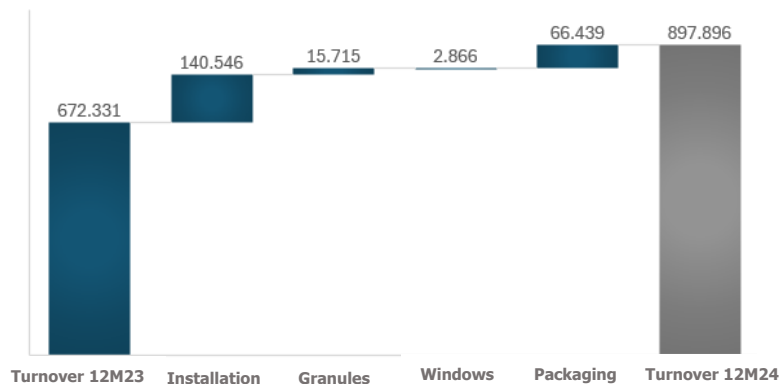
The Romanian market remained stable despite delays in public works settlements. In contrast, the Western European markets where the Wolfgang Freiler Group operates experienced contractions that exerted price pressure and eroded profitability. Palplast Moldova benefited from solid demand.

Exports for this segment grew by 160%. In the Romanian market, the Group maintained its position as a market leader. EBITDA rose by 58% from the previous year.

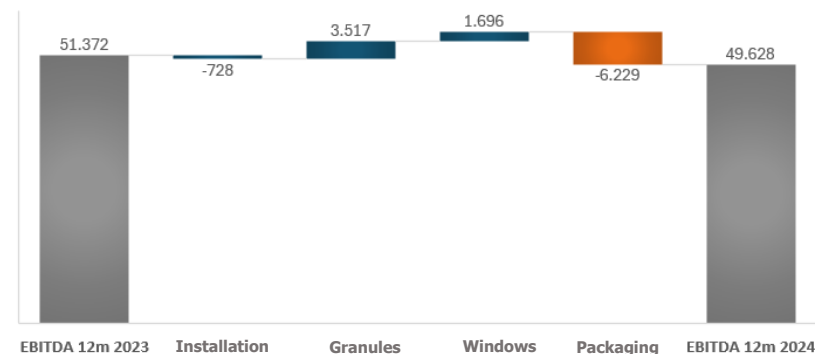
EBITDA increased fourfold. These results reflect the effectiveness of the strategy to reposition the customer mix and increase the share of residential and rehabilitation projects.

Exports partially mitigated the impact of the decline in domestic sales of biodegradable packaging. The segment's EBITDA was affected by the ramp-up process of Opal and the slower pace of improvement of performance of TeraBio Pack.

Bridge Net sales 12M`23 - 12M`24 (RON `000)



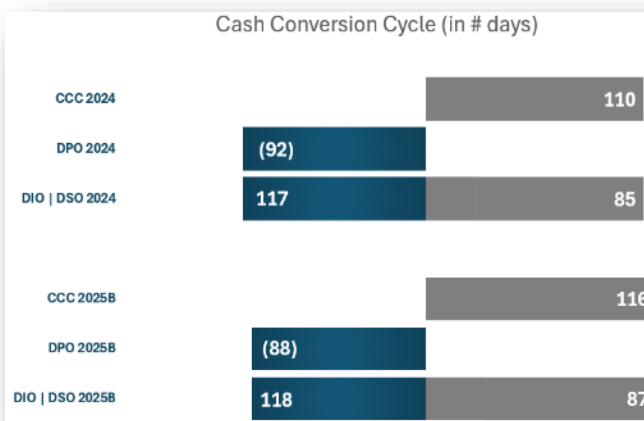
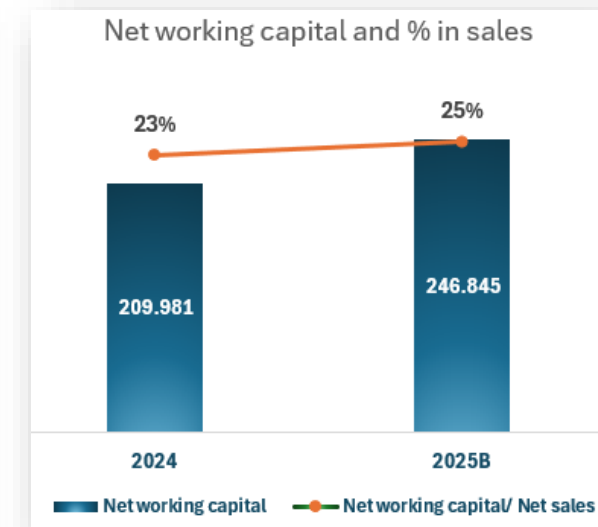
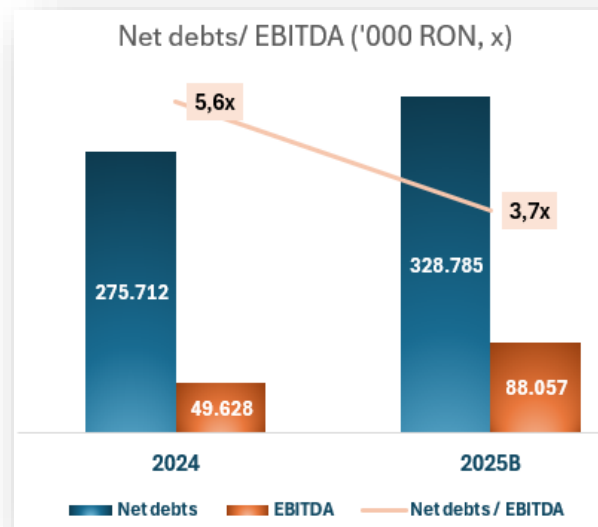
Bridge EBITDA 12M`23 - 12M`24 (RON `000)



2024 | Balance-sheet summary

RON '000	TRP Group	
	2024	2025B
Intangibles	46.628	46.181
Tangible assets	555.098	568.719
Investment Property	21.800	21.800
Other non-current assets	2.802	2.802
Non-current assets	626.328	639.502
Inventories	185.652	199.883
Trade receivables	210.150	239.587
Trade payables	(181.522)	(187.739)
Trade working capital	214.280	251.732
Other payables	(17.892)	(17.892)
Other receivables	13.593	13.005
Other working capital	(4.299)	(4.887)
Net working capital	209.981	246.845
Cash and cash equivalents	32.416	27.621
Bank loans and leases	(308.127)	(356.405)
Net debts	(275.712)	(328.785)
Right of use leasing obligations	(15.759)	(10.981)
Other non current liabilities	(8.384)	(8.384)
Provisions	(517)	(517)
Subsidies	(99.054)	(95.529)
Net assets	436.883	442.152
Share capital & premiums	317.890	317.890
Reserves	68.112	68.112
Retained earnings	16.760	22.029
Non-controlling interest	34.121	34.121
Equity	436.883	442.152

Key aspects



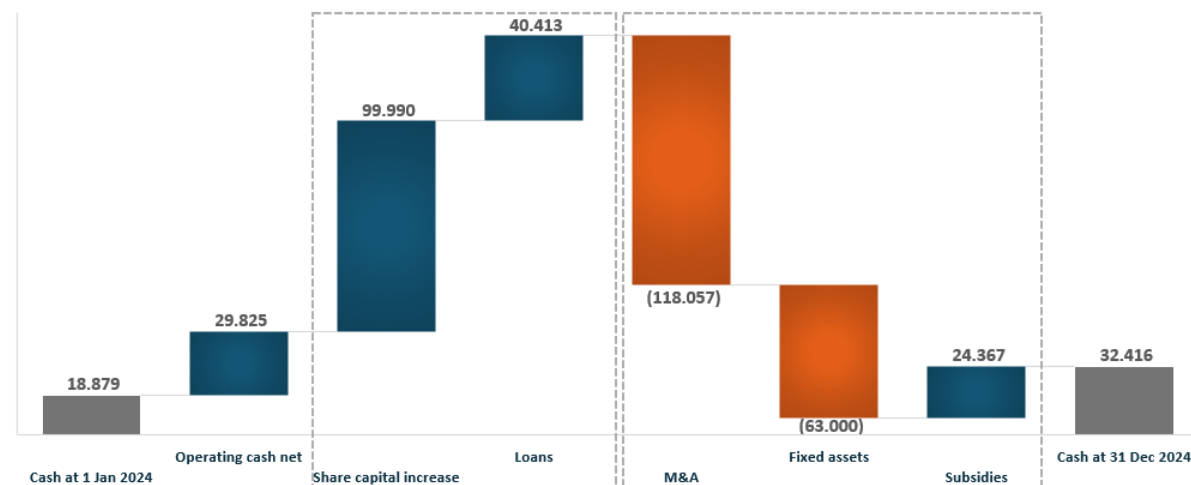
- Payments for investments were approx. RON 76.8 million in 2024. For the year 2025 we plan to invest RON 64.7 mil.
- This year we received 24 million lei in state aid. Next year we will collect 6,5 million lei.
- Net debts decrease to 3,7 x EBITDA.
- Net working capital will increase slightly in 2025 due to acquisitions consolidation.

2024 | Cash flow summary

Cash flow summary, RON `000	2024	2025B
Net profit before tax	(14.833)	15.649
Net profit adjustments	74.129	72.408
(+) Operating profit before changes in working capital	59.295	88.057
Net impact working capital	(640)	(36.864)
Income tax paid	(4.420)	(10.380)
Interest paid	(17.544)	(19.919)
Income from subsidies	(6.867)	(10.025)
(-) Subtotal changes in working capital and other	(29.470)	(77.189)
=> Cash from operating activities	29.825	10.868
Payments for fixed assets acquisitions	(63.832)	(65.664)
Receipts from sales of fixed assets	832	-
M&A purchase payments, net of purchased cash	(118.057)	-
Receipts from subsidies	24.367	6.500
(+) Net cash used for investments	(156.691)	(59.164)
Net repayments of loans and leasing	40.380	43.500
Dividends received	67	-
Share capital increase	99.990	-
Share repurchased	(34)	-
(-) Net cash from finance activities	140.403	43.500
Net variance	13.536	(4.795)
Cash & Equiv at Jan 1, 2023/ 2024	18.879	32.416
Cash & Equiv at Dec 31, 2023/ 2024	32.416	27.621

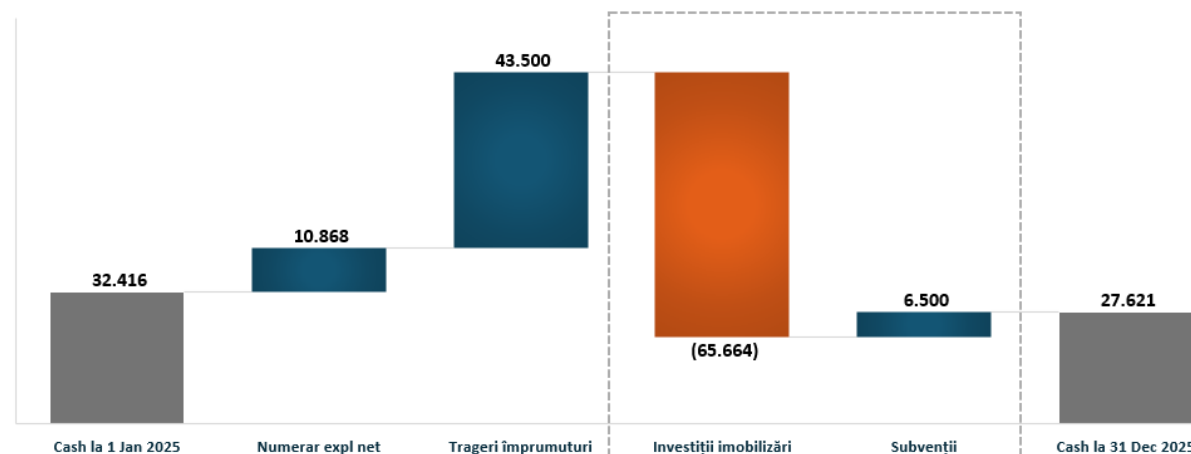
Bridge December 31, 2024

Bridge Cash Flow 12M 2024



Bridge December 31, 2025

Bridge Cash Flow 12M 2025



Thank you!