

PRESS RELEASE

Thursday, 9 September 2021

FINANCIAL RESULTS OF FIRST HALF 2021

ATHEX: PLAT
Reuters: THRr.AT
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The purpose of the current press release is to present the Group's financial results for the first half of 2021.

Despite the fact that the rapid and wide spread of COVID-19 coronavirus from the beginning of 2020 continues to cause significant disruptions in global supply and demand, however the business and economic activity as well as operation of the Group has not been negatively affected until today.

From a financial point of view, the Group continues to increase its revenues and profitability, thus successfully offsetting any negative impact on demand. More specifically, with regard to the first half of the year the following were observed:

- Increased demand for the products belonging to the traditional portfolio of the Group.
- Continuous demand for products aimed at the packaging sector.
- Continuous demand for products related to personal protection and health and in particular in technical fabrics, used in personal protection applications, especially by local health systems, despite the fact that there were initial signs of a gradual decline in demand.
- Relatively rising demand for packaging products related to catering and tourism, compared to the previous year.
- High prices of raw materials, while in individual cases additional increases were observed, depending on the type of raw material and the geographical area.
- Significantly increased energy cost, in all countries where the Group operates.
- Significant increase in transportation costs, mainly due to shortages in containers.
- Maintaining and further strengthening the Group's customer base.

More specifically, the following table presents the main financial figures of the Group during the first half of the current financial year in relation to the corresponding period of the year 2020. It is also noted that the discontinued operations concern the termination of production activities of the US subsidiary Thrace Linq Inc.

CONSOLIDATED FIGURES OF THE GROUP (in € thous.)	30/06/2021	30/06/2020	Change (%)
Turnover (Continuing Operations)	234,285	155,376	50.8%
Gross Profit (Continuing Operations)	90,234	42,141	114.1%
EBIT* (Continuing Operations)	61,193	17,734	245.1%
EBITDA* (Continuing Operations)	72,459	26,033	178.3%
Adjusted EBITDA*	72,841	26,787	171.9%
EBT (Continuing Operations)	61,970	16,855	267.7%
Earnings after Taxes (Continuing Operations)	48,483	12,830	277.9%
Earnings/(Losses) after Taxes (Discontinued Operations)	32	-2,809	
EAT (Total Operations)	48,515	10,021	384.1%
Earnings after Taxes and Non-Controlling Interests (Continuing Operations)	48,179	12,548	284.0%
Earnings/(Losses) after Taxes and Non-Controlling Interests (Discontinued Operations)	32	(2,809)	
EATAM (Total Operations)	48,211	9,739	395.0%
Basic Earnings per Share (Continuing Operations)	1.1103	0.2869	286.9%
Basic Earnings / (Losses) per Share (Discontinued Operations)	0.0007	(0.0642)	
Basic Earnings per Share (Total Operations)	1.1110	0.2227	398.9%

Adjusted EBITDA does not include expenses amounting to € 738 thousand which relate to the impairment of fixed assets of Don & Low LTD, expenses amounting to 400 thousand concerning the provision for extraordinary expenses related to personnel compensation and indemnity, as well as amount of € 756 which relates to extraordinary gains realized from the sale of assets of Don & Low LTD.

It should be noted that according to Management estimates, for the first half of 2021, the Earnings before Taxes at the Group level related to products of the existing portfolio used in personal protection and health applications, amounted to € 40.9 million (see related reference in note 3.3 of the financial statements).

Finally, Net Debt decreased significantly and as result the Group recorded a negative net debt of €(11.4) million, as cash and cash equivalents exceeded loan liabilities. (Net debt on 31.12.2020 amounted to € 38.2 million). The Net Debt / Equity ratio stood at (0.05x) on 30.06.2021, compared to 0.22x on 31.12.2020.

The total Equity on 30.06.2021 amounted to € 225.1 million compared to € 174.6 million on 31.12.2020.

Assessing the impact of the pandemic in the future and prospects of the Group

Regarding the prospects for the current year, the Management estimates that the financial performance of the Group will continue to show a satisfactory course in the third quarter of fiscal year 2021. The maintenance of satisfactory demand for most of the product portfolio, the gradual increase in demand on behalf of sectors that due to the pandemic have been lagging behind (e.g. catering), the gradual return to the traditional sales-wise product mix, the expanded customer base, the maintenance of the effective trading cycle and the enhanced liquidity, as well as the ongoing application of strict covid-related measures ensure the minimization of any negative consequences and further strengthen the financial position of the Group. At the same time, it is estimated that raw material prices will remain at least in the short term at the current high levels, with the same being expected for transportation costs, while significant upward trends are already observed in energy costs.

It should be noted that, as mentioned above, it is now evident the shift/increase of demand at high levels, for products belonging to the traditional portfolio of the Group, for applications or markets in which the Group has maintained a dominant position for years, while at the same time there is evidence of a declining demand for personal protection and health related products. The Management of the Group has in the past months carried out a series of actions and continues to implement such actions in order to ensure the high levels of profitability with regard to its portfolio of products.

Despite the fact that the current conditions in the global market place create significant volatility, making any assessment regarding the impact of the pandemic on the commercial activity and the financial results of the Company and the Group uncertain, the Group's Management estimates that according to the above mentioned trends neither the Group nor any of its individual activities face any potential threat in terms of cessation of business activity. At the same time, the Management remains optimistic with regard to the especially satisfactory course of the Group's financial results for the entire fiscal year, although it maintains reservations about the consequences of the pandemic on the economies of the respective countries over the next period as well as for the intensity with which the volatile conditions might affect the Group's activities, especially in the second half of the year.

For further clarifications or information regarding the present release you may refer to Ms. Ioanna Karathanasi, Head of Investor Relations, tel.: + 30 210-9875081.

*** Note**

Alternative Performance Measures (APM): During the description of the developments and the performance of the Group, ratios such as the EBIT and the EBITDA are utilized.

EBIT (The indicator of earnings before the financial and investment activities as well as the taxes): The EBIT serves the better analysis of the Group's operating results and is calculated as follows: Turnover plus other operating income minus the total operating expenses, before the financial and investment activities and taxes. The EBIT margin (%) is calculated by dividing the EBIT by the turnover.

EBITDA (The indicator of operating earnings before the financial and investment activities as well as the depreciation, amortization, impairment and taxes): The EBITDA also serves the better analysis of the Group's operating results and is calculated as follows: Turnover plus other operating income minus the total operating expenses before the depreciation of fixed assets, the amortization of grants and the impairments, as well as before the financial and investment activities, and before taxes. The EBITDA margin (%) is calculated by dividing the EBITDA by the turnover.

Adjusted EBITDA (The adjusted indicator of operating earnings before the financial and investment activities as well as the depreciation, amortization, impairment and taxes): The adjusted EBITDA equals with the EBITDA excluding any extraordinary Expenses/Income.

ANALYSIS OF MAIN FINANCIAL RESULTS OF THE FIRST HALF 2021 (in € thousand)

Turnover	€234,285 (+50.8%)
The increase of the Consolidated Turnover was due to the performance of both operating segments: Technical Fabrics +66.0% and Packaging +17.5% in the first half of 2021 compared to the same period of 2020.	
Gross Profit	€90,234 (+114.1 %)
The Gross Profit margin stood at 38.5%, compared to 27.1% in the first half of 2020.	
Other Operating Income	€638 (+136.3%)
The significant increase in other operating income was mainly due to the higher revenue from electricity management programs and grants.	
Distribution Expenses	€17,500 (+18.5%)
As percentage of Turnover, they settled at 7.5%, compared to 9.5% in the first half of 2020.	
Administrative Expenses	€9,799 (+30.0%)
As percentage of Turnover, they settled at 4.2%, compared to 4.9% in the first half of 2020.	
Research & Development Expenses	€951 (+29.7%)
As percentage of Turnover, R&D expenses settled at 0.4%, compared to 0.5% in the first half of 2020.	
Other Operating Expenses	€2,130 (+19.2%)
Increase mainly due to higher personnel indemnities and also higher extraordinary non-recurring expenses.	
Other Gain / (Losses)	€702 (+387.5%)
They mainly concern capital gains from the sale of fixed assets of Don & Low LTD following the company's operating restructuring.	
EBITDA (Continuing Operations)	€72,459 (+178.3%)
EBITDA margin stood at 30.9%, compared to 16.8% in the first half of 2020.	
Adjusted EBITDA (Continuing Operations)	€72,841 (+171.9%)
The adjusted EBITDA margin stood at 31.1%, compared to 17.2% in the first half of 2020.	
Financial Cost (Net)	€(1,126) (-38.5%)
Decrease mainly due to the significant reduction of interest expenses, following the decrease in loan liabilities.	
Earnings before Taxes (Continuing Oper.)	€61,970 (+267.7%)
EBT Margin settled at 26.5% compared to 10.8% in the first half of 2020.	
Earnings after Taxes (Total Operations) *	€48,515 (+348.1%)
EAT Margin settled at 20.7% compared to 6.2% in the first half of 2020, as percentage of Total Turnover (Continuing and Discontinued Operations).	
EATAM (Total Operations)*	€48,179 (+284.0%)
EATAM Margin settled at 20.6% compared to 8.1% in the first half of 2020, as percentage of Total Turnover.	
Earnings per Share (Continuing Operations)	€1.1103 (+286.9%)
Earnings per Share (Total Operations)	€1.1110 (+398.9%)
Inventory	€58,083 (+5.0%)
Increase due to higher raw material prices in the market.	
Trade Receivables	€79,053 (+39.0%)
Increase due to seasonality and due to Turnover growth.	
Suppliers	€51,157 (+72.3%)
Increase due to seasonality and due to Turnover growth.	
Other Short-term Liabilities	€53,815 (+33.0%)
It includes the collection of part of the price consideration from the transfer of Thrace Linq INC property, taxes payable and customer advances.	
Net Debt	€(11,429) (-129.9%)
The Net Debt / Equity ratio stood at (0.05x) compared to 0.22x on 31.12.2020.	

Statement of Income of First Half 2021

(Amounts in thousand euro)	1st Half 2021	1st Half 2020	% Change
Turnover	234,285	155,376	50.8%
Gross Profit	90,234	42,141	114.1%
Gross Profit Margin	38.5%	27.1%	
Other Operating Income	638	270	136.3%
Distribution Expenses	17,500	14,766	18.5%
As % of Turnover	7.5%	9.5%	
Administrative Expenses	9,799	7,536	30.0%
As % of Turnover	4.2%	4.9%	
Research & Development Expenses	951	733	29.7%
As % of Turnover	0.4%	0.5%	
Other Operating Expenses	2,130	1,786	19.3%
Other Gain / (Losses)	702	144	387.5%
EBIT	61,193	17,734	245.1%
EBIT Margin	26.1%	11.4%	
EBITDA	72,459	26,033	178.3%
EBITDA Margin	30.9%	16.8%	
Adjusted EBITDA	72,841	26,787	171.9%
Adjusted EBITDA Margin	31.1%	17.2%	
Financial Cost (Net)	-1,126	-1,831	-38.5%
Method	1,903	952	99.9%
EBT	61,970	16,855	267.7%
EBT Margin	26.5%	10.8%	
Income Tax	13,487	4,025	235.1%
EAT (Continuing Operations)	48,483	12,830	277.9%
Earnings / (Losses) after Taxes (Discontinued Operations)	32	-2,809	
EAT (Total Operations)	48,515	10,021	384.1%
EAT Margin*	20.7%	6.2%	
EATAM (Continuing Operations)	48,179	12,548	284.0%
Earnings / (Losses) after taxes and minorities (Discontinued Operations)	32	-2,809	
EATAM (Total Operations)	48,211	9,739	395.0%
EATAM Margin*	20.6%	6.1%	
Earnings per Share (from Continuing Operations)	1.1103	0.2869	287.0%
Earnings / (Losses) per Share (from Discontinued Operations)	0.0007	-0.0642	
Earnings per Share from Total Operations (in Euro)	1.1110	0.2227	398.9%

*Note: EAT margin and EATAM margin have been calculated as percentage of the Total Turnover (from continuing and discontinued operations). Specifically for the first half of 2021, the Total Turnover amounted to € 234,280 thousand whereas for the first half of 2020 the Total Turnover had settled at € 160,646 thousand.

Results per Business Segment for the First Half 2021 (Continuing Operations)

Sector	Technical Fabrics			Packaging			Other		Eliminations		Group	
	H1 2021	H1 2020	% Ch.	H1 2021	H1 2020	% Ch.	H1 2021	H1 2020	H1 2021	H1 2020	H1 2021	H1 2020
Turnover	179,350	108,061	66.0%	60,004	51,073	17.5%	2,631	2,569	-7,700	-6,327	234,285	155,376
Gross Profit	75,720	27,456	175.8%	14,480	14,520	-0.3%	-477	485	511	-320	90,234	42,141
Gross Profit Margin	42.2%	25.4%		24.1%	28.4%		-18.1%	18.9%	-	-	38.5%	27.1%
Total EBITDA	62,797	15,670	300.7%	10,605	10,313	2.8%	-835	88	-108	-38	72,459	26,033
EBITDA Margin	35.0%	14.5%		17.7%	20.2%		-31.7%	3.4%	-	-	30.9%	16.8%

Condensed Balance Sheet on 30.06.2021

(amounts in thousand euro)	30-06-21	31-12-20	% Ch.
Total Fixed Assets	179,875	176,167	2.10%
Inventories	58,083	55,338	5.0%
Income Tax Prepaid	425	278	52.9%
Trade Receivables	79,053	56,863	39.0%
Other Receivables	8,192	7,211	13.6%
Fixed Assets Available for Sale	5,656	5,478	3.2%
Cash & Cash Equivalents	67,007	40,824	64.1%
Total Current Assets	218,416	165,992	31.6%
TOTAL ASSETS	398,291	342,159	16.4%
TOTAL EQUITY	225,104	174,583	28.9%
Long-term Debt	31,497	46,691	-32.5%
Liabilities from Leases	2,368	3,210	-26.2%
Provisions for Employee Benefits	7,616	16,012	-52.4%
Other Long-term Liabilities	5,021	2,358	112.9%
Total Long-term Liabilities	46,502	68,271	-31.9%
Short-term Debt	20,887	26,311	-20.6%
Liabilities from Leases	826	2,822	-70.7%
Suppliers	51,157	29,697	72.3%
Other Short-term Liabilities	53,815	40,475	33.0%
Total Short-term Liabilities	126,685	99,305	27.6%
TOTAL EQUITY & LIABILITIES	398,291	342,159	16.4%