

Monday, 16 May 2022

FINANCIAL RESULTS OF FIRST QUARTER 2022

Solid sales and profitability in the post pandemic era

ATHEX: PLAT
Reuters: THRR.AT
Bloomberg: PLAT GA

First Quarter Highlights:

- **Turnover of €106.3 mil.**, despite the volatility in the global supply and demand.
- **Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) for the first quarter of 2022 amounted to €15.5 mil.**, improved by 85% compared with the first quarter 2019.
- **Earnings before Taxes (EBT) of € 10.5 mil.** for the first quarter of 2022, **€6.4 mil.** deriving from the traditional product portfolio.
- Compared to the pre-pandemic levels, i.e. the first quarter of 2019, **Earnings before Taxes** have more than doubled, recording an increase of 108.9%, demonstrating significantly stronger profitability, achieved despite the extremely negative conditions prevailing in the global marketplace during the first quarter of 2022 and especially the high prices in raw materials, energy and transportation.
- **Regarding the liquidity levels** and as a result of the implementation of the investment plan, the Group depicted a Net Debt of €12.4 mil., maintaining its increased liquidity.
- **Proposed Dividend** in the Annual General Meeting of ~€0.27 per share (an interim dividend of ~€0.11 per share is already distributed).

The purpose of the current press release is to present the Group's financial results for the first quarter of 2022.

As it is already announced by the corporate announcement of May 6, 2022, the Group's **Turnover** from continuing operations amounted to €106.3 mil., versus € 111.4 mil. in the same period of 2021. **Earnings before Taxes (EBT)** from continuing operations amounted to € 10.7 mil. out of which, € 6.4 mil. concerned the

traditional product portfolio and € 4.3 mil. was generated from sales of COVID-19 related products.

More specifically, the following table depicts the key financial figures from continuing operations of the Group during the first quarter of in relation to the corresponding period of 2021. It is noted that the discontinued operations concern the termination of production activities of the US subsidiary Thrace Linq Inc.

CONSOLIDATED FINANCIAL RESULTS (in € thous.)	31/03/2022	31/03/2021	Change (%)
Turnover (Continuing Operations)	106,257	111,367	-4.6%
Gross Profit (Continuing Operations)	24,687	44,420	-44.4%
EBIT* (Continuing Operations)	10,134	30,124	-66.4%
EBITDA* (Continuing Operations)	15,531	35,958	-56.8%
Adjusted EBITDA* (Continuing Operations)	15,531	36,691	-57.7%
EBT (Continuing Operations)	10,742	29,394	-63.5%
Earnings after Taxes (Continuing Operations)	8,790	24,533	-64.2%
Earnings/(Losses) after Taxes (Discontinued Operations)	-8	8	
Earnings after Taxes (Total Operations)	8,782	24,541	-64.2%
Earnings after Taxes and Non-Controlling Interests (Continuing Operations)	8,666	24,398	-64.5%
Earnings/(Losses) after Taxes and Non-Controlling Interests (Discontinued Operations)	-8	8	
EATAM (Total Operations)	8,658	24,406	-64.5%
Basic Earnings per Share (Continuing Operations) (in €)	0.2002	0.5619	-64.4%
Basic Earnings / (Losses) per Share (Discontinued Operations) (in €)	-0.0002	0.0002	
Basic Earnings per Share (Total Operations) (in €)	0.2000	0.5621	-64.4%

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On demand level, the following were observed during the first quarter of 2022:

- Stable demand for products in the construction sector.
- Stable demand for products in the infrastructure and large-scale construction projects.
- Stable demand for agricultural products with the exception of fertilizer packaging products.
- Stable demand for products related to the packaging sector with fluctuations per individual segment of activity.
- Significant decline in demand, as it was expected, for personal protection products related to the pandemic.
- Cost of raw materials maintained at high level, while in individual cases there have been additional increases depending on the type of raw material and the geographic region.
- Significantly higher energy costs, and notably higher compared to the already increased costs seen in the last months of 2021, in all countries of activity of the Group.
- Significantly higher transportation costs with incidents of very limited containers' availability.
- Significantly increased cost of auxiliary materials as well as packaging materials.

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

Regarding the **outlook for the remaining months of the year**, the Management closely monitors the global macroeconomic developments which are mainly characterized by significantly higher inflationary pressures across the entire economy but also in all cost categories when it comes to industrial production. It also closely observes the developments of the ongoing Russia - Ukraine war which continues to affect the broader economic environment.

As far as the **second quarter of 2022** is concerned, the Management remains optimistic anticipating a satisfactory performance for the Group, taking into account the backdrop of the conditions prevailing currently in the market. Specifically, the Group targets Earnings before Taxes of € 9 mil., coming from the traditional product portfolio, which means targeting an increase of

approximately 140% compared to the second quarter of 2019, but implying a drop by 72% compared to the second quarter of 2021, as expected, due to lack of demand for products related to the pandemic.

In relation to the performance of the Group for the **entire year 2022**, the especially difficult and volatile macroeconomic environment, the high inflation pressures and the ongoing outcome of the war conflict generates difficulties in developing solid forecasts for the year, due to the limited visibility when it comes to financial results and level of demand for the second half of the year. The Group targets for the current year 2022, based on its budget, Earnings before Taxes of more than € 25 mil. coming from the traditional product portfolio and the Group's Management is working towards this objective.

It is noted that the Board of Directors will propose to the upcoming Annual General Meeting of Shareholders the distribution of dividend totaling € 11.75 mil. **Provided that the Annual General Meeting approves the distribution of the dividend, given that the Company has already distributed an interim dividend of € 4.75 mil., the remaining amount of € 7 mil. (gross amount), i.e. 0.1600312674 Euros per share** (gross amount), will be distributed and will be increased by the amount corresponding to the treasury shares held by the Company at the cut-off date of the dividend.

With regard to the financial results, **Mr. Dimitris Malamos, Chief Executive Officer of the Group, commented:** "Although operating in an extremely difficult environment with intense conditions of uncertainty, the Group has so far effectively managed the high costs of raw materials, energy and transportation, and therefore the above objectives both for the second quarter and for the entire year of 2022 are attainable, provided that there is no deterioration in macroeconomic conditions, in the levels of availability of raw materials and energy, and provided also that the level of demand remains at current levels and there are no other factors that will create additional hardships in the market."

For further clarifications or information regarding the present release you may refer to the Department of Investor Relations and Corporate Announcements, tel.: + 30 210-9875081.

ANALYSIS OF FINANCIAL RESULTS OF FIRST QUARTER 2022 (in € thousand)

STATEMENT OF COMPREHENSIVE INCOME OF FIRST QUARTER 2022	Q1 2022	Q1 2021	Change (%)
Turnover (Continuing Operations)	106,257	111,367	-4.6%
Gross Profit (Continuing Operations)	24,687	44,420	-44.4%
Gross Profit Margin	23.2%	39.9%	
Other Operating Income	326	226	44.2%
Sales & Distribution Expenses	10,303	8,175	26.0%
As % of Turnover	9.7%	7.3%	
Administrative Expenses	4,022	4,198	-4.2%
As % of Turnover	3.8%	3.8%	
Research & Development Expenses	459	385	19.2%
As % of Turnover	0.4%	0.3%	
Other Operating Expenses	248	1,562	-84.1%
Other Earnings / (Losses)	153	-202	
EBIT* (Continuing Operations)	10,134	30,124	-66.4%
EBIT Margin	9.5%	27.0%	
EBITDA* (Continuing Operations)	15,531	35,958	-56.8%
EBITDA Margin	14.6%	32.3%	
Adjusted EBITDA* (Continuing Operations)	15,531	36,691	-57.7%
Adjusted EBITDA Margin	14.6%	32.9%	
Financial Cost (Net)	-457	-884	-48.3%
Earnings / (Losses) from Companies consolidated with the Equity Method	1,065	154	591.6%
EBT (Continuing Operations)	10,742	29,394	-63.5%
EBT Margin	10.1%	26.4%	
Income Tax	1,952	4,861	-59.8%
Earnings / (Losses) after Taxes (Continuing Operations)	8,790	24,533	-64.2%
Earnings / (Losses) after Taxes (Discontinued Operations)	-8	8	
Earnings / (Losses) after Taxes (Total Operations)	8,782	24,541	-64.2%
EAT Margin**	8.3%	22.0%	
EATAM (Continuing Operations)	8,666	24,398	-64.5%
Earnings / (Losses) after taxes and Non-Controlling Interests (Discontinued)	-8	8	
EATAM (Total Operations)	8,658	24,406	-64.5%
EATAM Margin**	8.1%	21.9%	
Earnings per Share (from Continuing Operations)	0.2002	0.5619	-64.4%
Earnings / (Losses) per Share (from Discontinued Operations)	-0.0002	0.0002	
Earnings per Share from Total Operations (in Euro)	0.2000	0.5621	-64.4%

** Note: EAT margin and EATAM margin have been calculated as percentage of the Total Turnover (from continuing and discontinued operations). Specifically for the first quarter of 2022, the Total Turnover amounted to € 106,257thousand whereas for the first quarter of 2021 the Total Turnover had settled at €111,367 thousand.

FINANCIAL RESULTS PER BUSINESS SEGMENT (Continuing Operations)												
Sector	Technical Fabrics			Packaging			Other		Intra-Segment Eliminations		Group	
	Q1 2022	Q1 2021	% Ch.	Q1 2022	Q1 2021	% Ch.	Q1 2022	Q1 2021	Q1 2022	Q1 2021	Q1 2022	Q1 2021
(Amounts in € thous.)												
Turnover	75,623	85,194	-11.2%	34,395	28,360	21.3%	1,442	1,329	-5,203	-3,516	106,257	111,367
Gross Profit	17,532	37,111	-52.8%	7,022	7,314	-4.0%	135	32	-3	-37	24,687	44,420
Gross Profit Margin	23.2%	43.6%		20.4%	25.8%		9.4%	2.4%	-	-	23.2%	39.9%
Total EBITDA	10,093	30,888	-67.3%	5,436	5,339	1.8%	28	-183	-27	-87	15,531	35,958
EBITDA Margin	13.3%	36.3%		15.8%	18.8%		1.9%	-13.8%	-	-	14.6%	32.3%

Statement of Financial Position	31/03/2022	31/03/2021	Change (%)
Tangible Assets	155,517	153,848	1.1%
Right-of-use Assets	2,929	3,051	-4.0%
Investment Property	113	113	0.0%
Intangible Assets	10,503	10,539	-0.3%
Investments in Joint Ventures	18,588	18,012	3.2%
Other Long-term Receivables	5,014	5,001	0.3%
Deferred Tax Assets	313	380	-17.6%
Total Fixed Assets	192,977	190,944	1.06%
Inventories	79,625	71,835	10.8%
Income Tax Prepaid	231	274	-15.7%
Trade Receivables	78,408	64,547	21.5%
Other Receivables	16,735	14,359	16.5%
Cash & Cash Equivalents	47,348	63,240	-25.1%
Total Current Assets	222,347	214,255	3.78%
TOTAL ASSETS	415,324	405,199	2.5%
TOTAL EQUITY	262,090	252,250	3.9%
Long-term Loans	31,716	33,610	-5.6%
Liabilities from Leases	1,976	2,061	-4.1%
Provisions for Employee Benefits	1,523	3,499	-56.5%
Other Long-term Liabilities	7,001	6,979	0.3%
Total Long-term Liabilities	42,216	46,149	-8.5%
Short-term Debt	25,197	17,393	44.9%
Liabilities from Leases	880	914	-3.7%
Suppliers	57,380	55,441	3.5%
Other Short-term Liabilities	27,561	33,052	-16.6%
Total Short-term Liabilities	111,018	106,800	3.9%
TOTAL EQUITY & LIABILITIES	415,324	405,199	2.5%

CASH FLOWS	01/01/2022- 31/03/2022	01/01/2021- 31/03/2021
Cash flows from operating activities	(12,679)	35,599
Cash flows from investing activities	(8,745)	(6,002)
Cash flows from financing activities	5,612	(9,592)
Net increase / (decrease) in cash and cash equivalents	(15,812)	20,005
Cash and cash equivalents at beginning of period	63,240	40,824
Effect from changes in foreign exchange rates on cash reserves	(80)	987
Cash and Cash Equivalents at end of period	47,348	61,816

*** 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.