

# Online Investment Conference



12.01.2021.

The logo for Masterplast, featuring a white roof-like shape above the word "MASTERPLAST" in bold, white, uppercase letters.

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# AGENDA

- Introduction of the Company  
*Dávid Tibor*
- Industry analysis  
*Beatrix Fekete (Portfolio)*
- The new strategy  
*Margaret Dezse, Dávid Tibor,  
Balázs Ács, Róbert Nádas, Illés Jancsó*
- Questions and answers



# INTRODUCTION OF THE COMPANY



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# MILESTONES

- 1997 – Establishment
- 2000 – International expansion
- 2005 – Launching of own production
- 2011 – Listing on Budapest Stock Exchange
- 2021 – Subsidiary in 9 countries, 7 own production sites



# MARKET PRESENCE



**HEADQUARTERS /  
PRODUCTION**

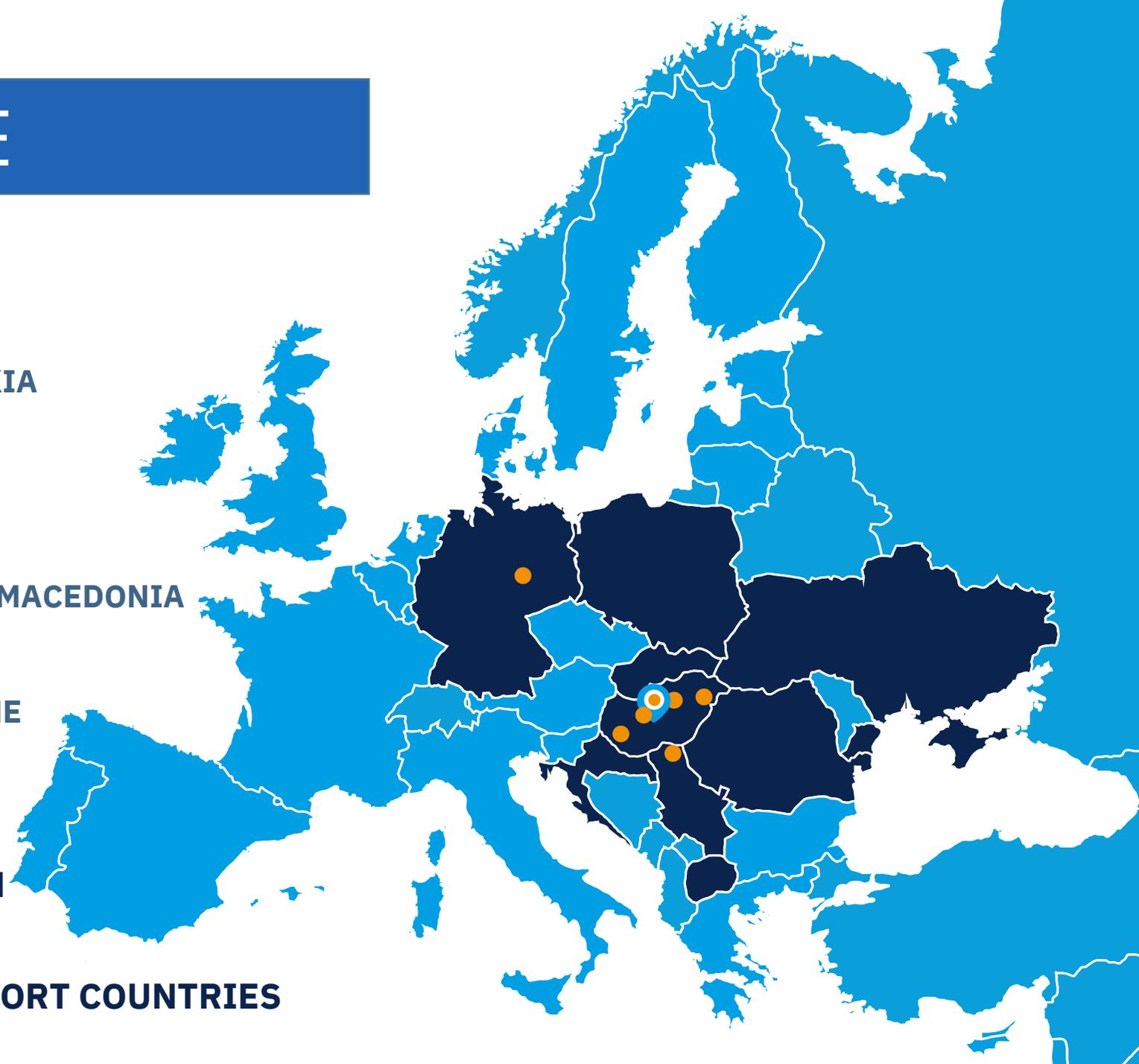
**● PRODUCTION**



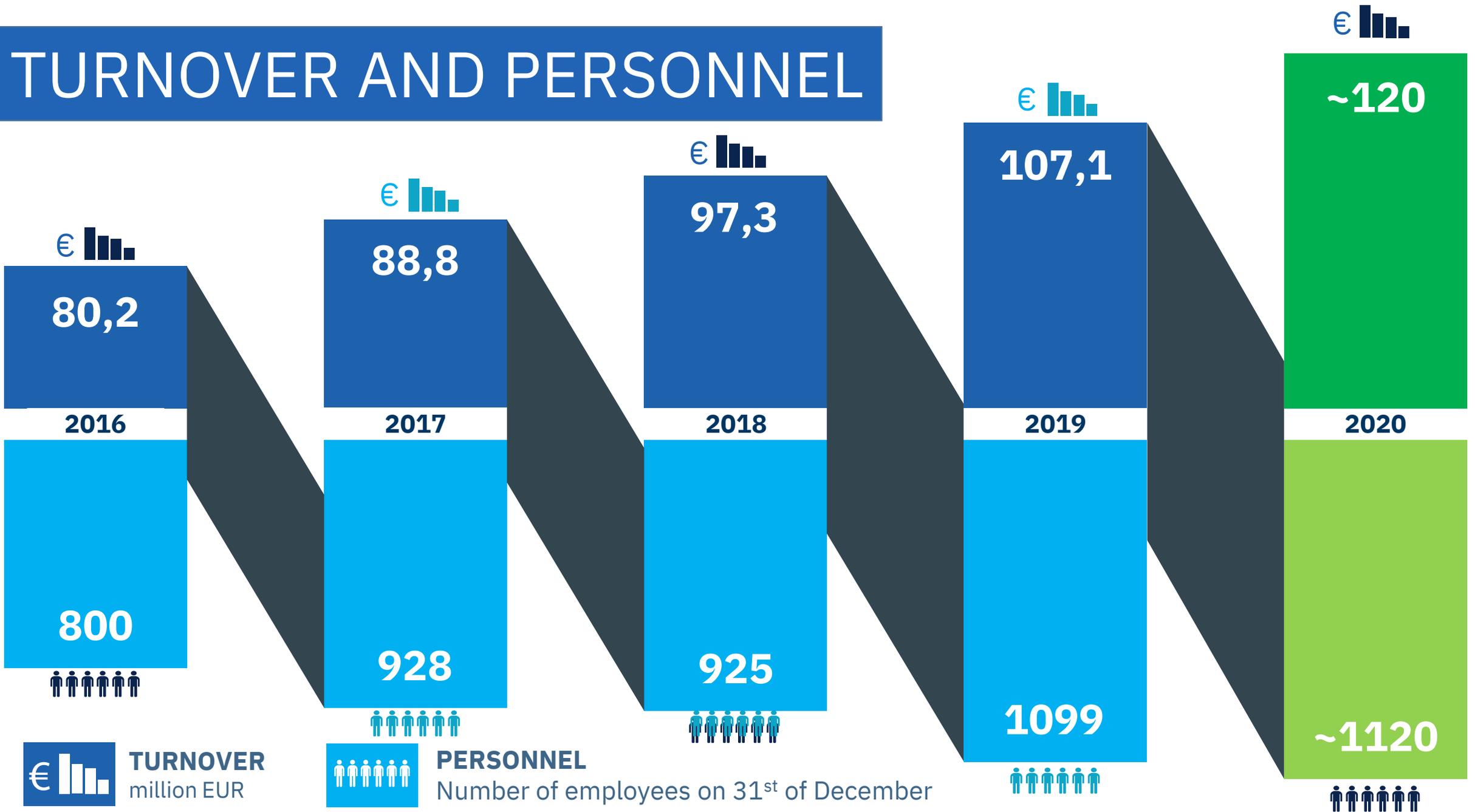
**SUBSIDIARIES**



**EXPORT COUNTRIES**

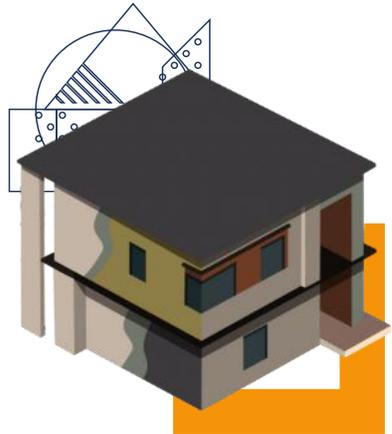


# TURNOVER AND PERSONNEL

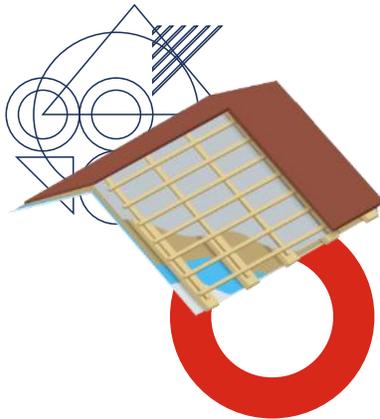


# PRODUCT GROUPS

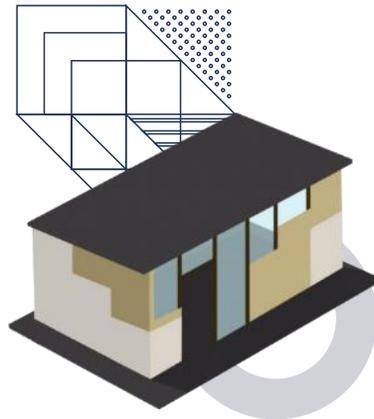
**Thermal insulation system**



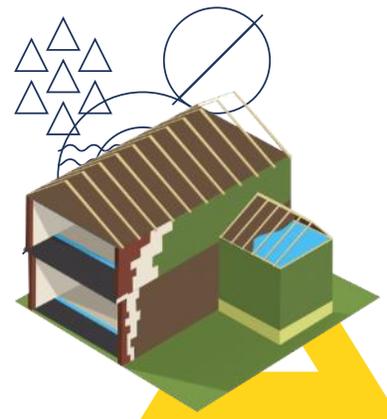
**Roofing foils and accessories**



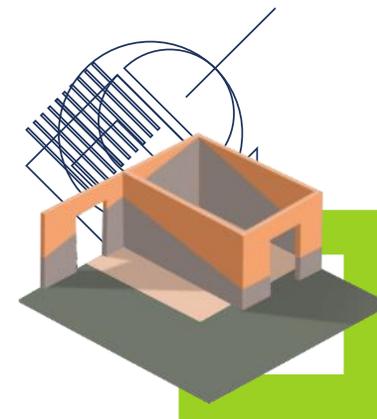
**Dry construction system**



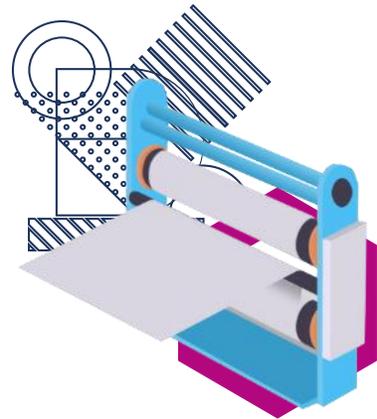
**Heat-, sound- and water insulation materials**



**Building industry accessories**



**Industrial applications**



**OWN PRODUCTION IN ALL PRODUCT GROUPS**



# BUSINESS REVIEW 2020



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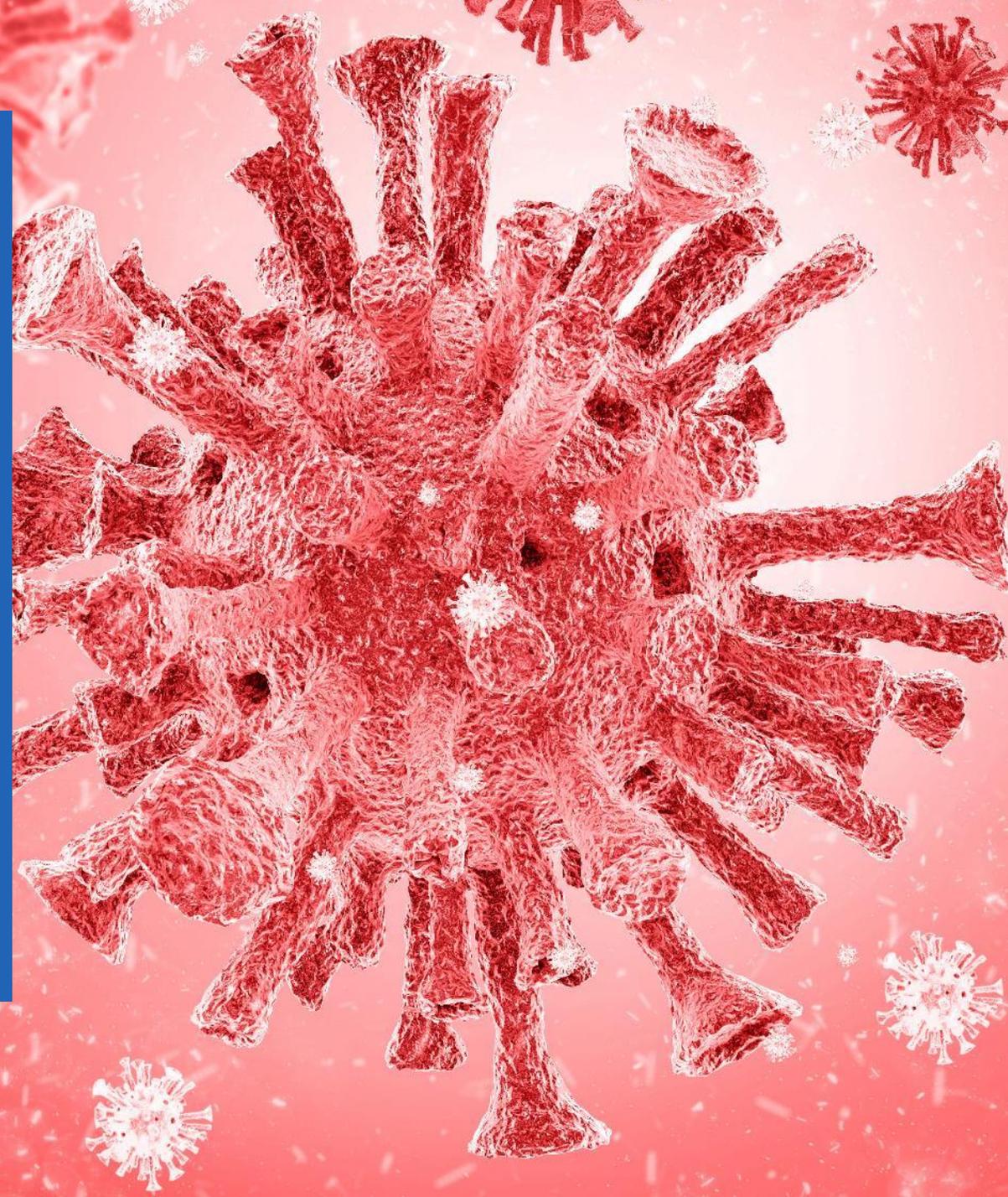


# GAINING MOMENTUM 2020

- Construction sector was less affected
- Ensured business continuity
- Increased market share
- Agile, committed team
- Quick responsiveness and accomodation



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# NEW INVESTMENTS

- Breathable membrane production
- Warehouse enlargement
- Capitalizing on subsidies



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# GERMAN ACQUISITION

- German market, Made in Germany
- Manufacturing background to the roofing membrane market
- Entering the healthcare sector
- Outstanding profitability
- Technology and know-how acquisition



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# HEALTHCARE INDUSTRY

- Raw materials for protective clothes and face masks
- Supplying the Hungarian health sector
- 450 thousand covering clothes sales

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# INDUSTRY ANALYSIS BEATRIX FEKETE

**Portfolio**

  
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# INDUSTRY OUTLOOK

## CONSTRUCTION SEGMENT

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- 2020 was especially strong despite of COVID
- Retail markets and renovation
- Promising outlook, buoyant construction market for the coming years
- Family subventions and economic protection measures in Hungary





- Subsidy for home renovation, re-introduction of 5% VAT, extension of CSOK
- Due to climate policy purposes the EU incentivize the thermal insulation renovations
- Tightening energy standards
- Increasing role of circular economy



# INDUSTRY OUTLOOK

## HEALTHCARE SEGMENT





- Acquisition was at right time
- What will happen after the pandemic? Vaccination has already started
- Vaccination started it will take longer period of time, EU and USA are behind the schedule
- Healthcare is basically a defensive industry, demand for masks, covering clothes and hospital sheets remains high even after the pandemic





- Changing hygiene habits on long term?
- Masterplast has good market position, can select its customers
- Margins can improve as the weight of the industry is growing



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STORY**

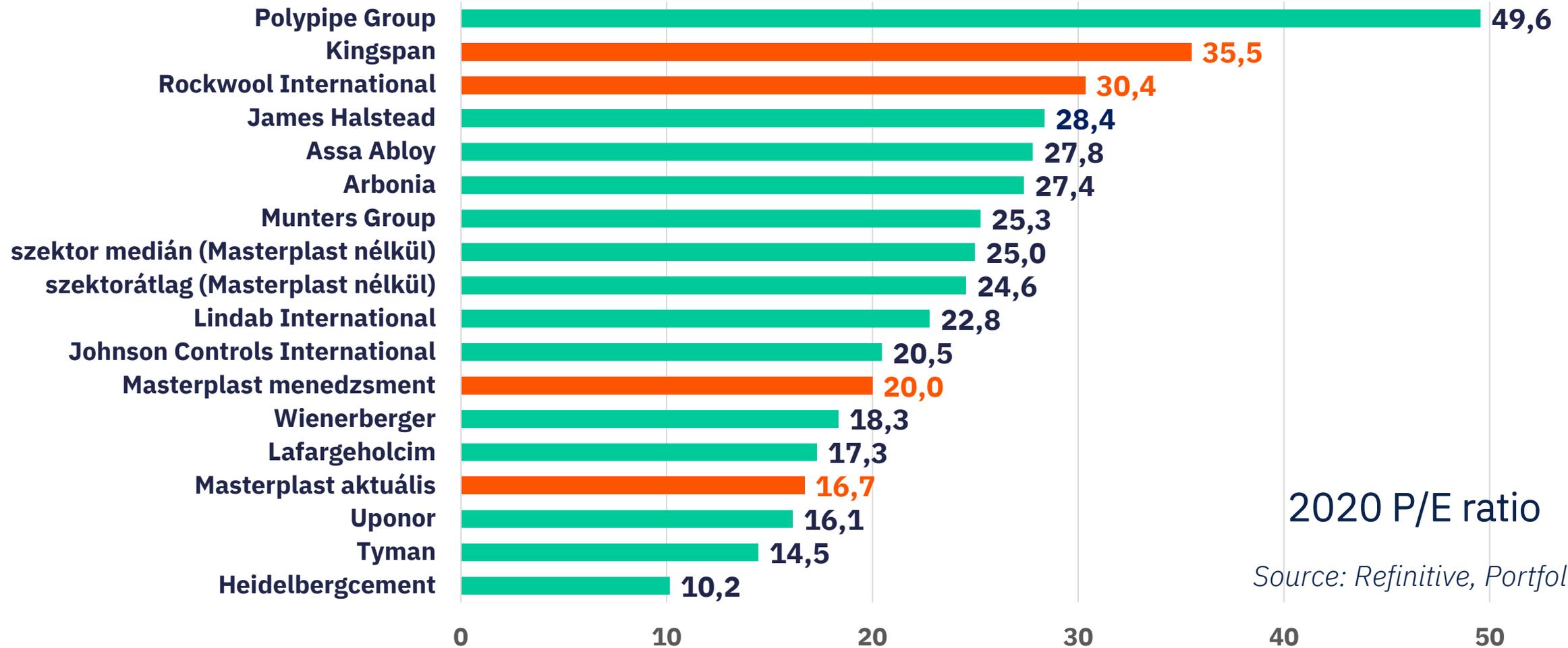




- Favourable industry outlook
- New investments both in core business and healthcare industry
- Growth bond program provides a „cheap” source
- Improving profitability
- Dividend payment restart
- Pricing?

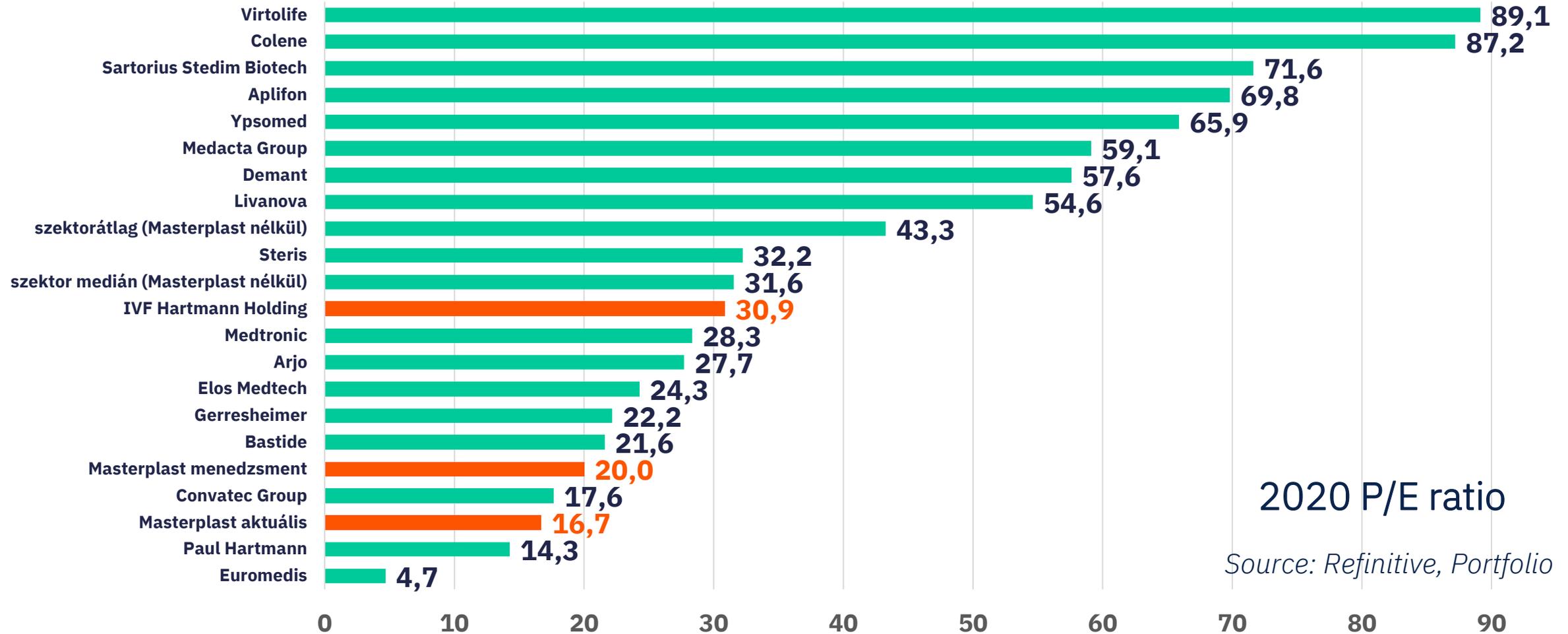


# PRICING COMPASION OF THE CONSTRUCTION MATERIAL MANUFACTURERS



2020 P/E ratio  
*Source: Refinitive, Portfolio*

# PRICING COMPASION OF THE HEALTHCARE MATERIAL MANUFACTURERS



2020 P/E ratio

Source: Refinitive, Portfolio

A close-up photograph of a hand moving a light-colored chess king piece on a checkered board. The background is blurred, showing other chess pieces and a person's arm. A blue banner is overlaid on the left side of the image.

# THE NEW STRATEGY

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# MAIN DIRECTIONS

- Thermal insulation system development, new investments
- Production of healthcare raw materials and finished products
- Strong corporate culture, dynamic Masterplast team



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# MASTERPLAST BOARD OF DIRECTORS

**Dávid Tibor**



**Balázs Ács**



**Margaret Dezse**



**Dirk Theuns**



**Ottó Sinkó**





# VALUE-DRIVEN CORPORATE CULTURE

- CUSTOMER FOCUS
- TEAMWORK
- RESPONSIBILITY
- EAGER TO DEVELOPMENT



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# INDUSTRY OUTLOOK: CONSTRUCTION

- Favourable industry environment
- Tightening requirements
- Positive impact of government incentives
- Growing renovation sector
- Digitalization and greening construction industry

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# NEW INVESTMENTS: FIBERGLASS MESH

- Production development is Subotica
- 7,6 million EUR, 39% subsidy
- 25% capacity expansion
- Start of production in early 2022
- 2<sup>nd</sup> largest manufacturer in Europe



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# INDUSTRY OUTLOOK: HEALTHCARE

- The industry of future
- Sustainably increased demand
- Expanding hygiene textile market
- Demand for innovative products

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# NEW STRATEGIC PILLAR: HEALTHCARE

- Manufacturer know-how
- Raw material and finished products
- Supplying the Hungarian healthcare sector
- Profit will reach the construction business result by 2030



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# NEW INVESTMENTS: HEALTHCARE

- Production development in Sárszentmihály
- 9,5 billion HUF, 80% subsidy
- Yearly capacity 7000 tons
- Healthcare textile manufacturing
- Start of production in June 2021

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# EXPERIENCE OF COMPANY TAKEOVER IN



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# OBJECTIVES

- Recognized manufacturer of thermal insulation materials in Europe
- Innovation of thermal insulation systems
- Dynamically developing European healthcare player
- Strategic manufacturer of hygienic textile-based products for the Hungarian healthcare sector



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# RESULT FORECAST 2021-2023



	<b>Sales mio EUR</b>	<b>EBITDA mio EUR</b>	<b>EBITDA %</b>	<b>PAT mio EUR</b>	<b>PAT %</b>
<b>2019</b>	<b>107</b>	<b>7,3</b>	<b>6,8%</b>	<b>4,8</b>	<b>4,5%</b>
<b>2020 forecast</b>	<b>120</b>	<b>10,2</b>	<b>8,5%</b>	<b>6,2</b>	<b>5,2%</b>
<b>2021 forecast</b>	<b>151</b>	<b>16,9</b>	<b>11,2%</b>	<b>10,1</b>	<b>6,7%</b>
<b>2022 forecast</b>	<b>176</b>	<b>21,4</b>	<b>12,2%</b>	<b>12-13</b>	<b>6,8-7,4%</b>
<b>2023 forecast</b>	<b>202</b>	<b>25,6</b>	<b>12,7%</b>	<b>15-16</b>	<b>7,4-7,9%</b>



# GROWTH FACTORS

- Q3 2020 profitability sustainable in 2021
- Full year of production at German production plant
- Robust growth in the insulation sector
- Launch of new fiberglass mesh production



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# GROWTH FACTORS

- Launch of new healthcare production
- Sales of finished medical products
- Scale of economy
- Further investment plans
- Financing – Bond program



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# STOCK EXCHANGE STRATEGY



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# SHAREHOLDER VALUE CREATION

- Virus resistant business
- Increasing profitability
- Transparent communication
- Target is BUX membership in spring 2021

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# EARNINGS PER SHARE

**PAT**  
*(million EUR)*

**EPS**  
*(EUR/share)*

**2019**

**2020 forecast**

**2021 forecast**

**2022 forecast**

**2023 forecast**

**4,8**

**6,2**

**10,1**

**13,1**

**16,0**

**0,33**

**0,42**

**0,69**

**0,9**

**1,1**

# DIVIDEND POLICY

	<b>PAT</b> mio EUR	<b>Dividend payment and forecast</b> HUF/share
<b>2018</b>	<b>3,3</b>	<b>34</b>
<b>2019</b>	<b>4,8</b>	<b>-</b>
<b>2020 forecast</b>	<b>6,2</b>	<b>44</b>
<b>2021 forecast</b>	<b>10,1</b>	<b>55</b>
<b>2022 forecast</b>	<b>13,1</b>	<b>66</b>
<b>2023 forecast</b>	<b>16,0</b>	<b>77</b>

## DIVIDEND POLICY

Dividend payment maximum up to 50% of PAT, which is influenced by the industry environment and outlook, planned CAPEX investments and working capital demand



**GOAL IS A  
FURTHER STEP  
CHANGE**



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# QUESTIONS AND ANSWERS



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Thank you for  
your attention!



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