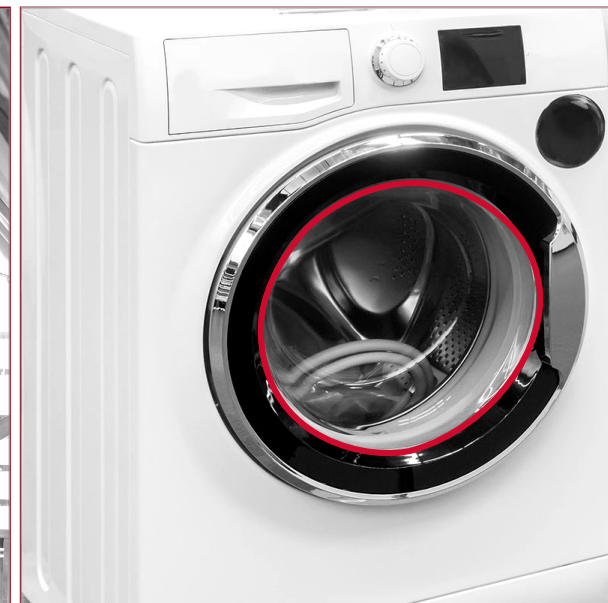
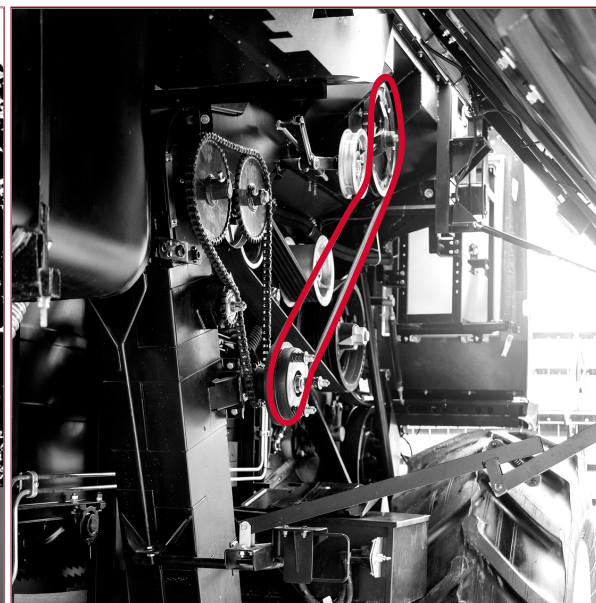




SANOK RUBBER



**SANOK RUBBER GROUP
FINANCIAL RESULTS 2020**

LEGAL RESERVATIONS

This presentation was created by **SANOK RUBBER COMPANY S.A.** (hereinafter referred to as Sanok RC). All copyright and related rights to the presentation belong exclusively to Sanok RC. It is forbidden to copy, distribute, modify, load, publish, display, record or use in any form and using any electronic, mechanical, photographic or recording means without the prior written consent of Sanok RC.

It is forbidden to disseminate studies included in the presentation, reproduction or distribution of graphic design or its elements regardless of the reasons or purpose of such dissemination. It is forbidden to place, store, distribute the presentation or parts thereof on any server not authorized by Sanok RC. It is forbidden to disseminate the presentation by referring from external websites to the Sanok RC website in a way that makes it difficult or impossible to know the origin of the presentation. All names, verbal, graphic, verbal and graphic signs and other signs of a distinctive character included in the presentation are, unless otherwise stated, markings subject to legal protection. Using or using the signs and signs referred to above is strictly prohibited. All violations of copyright are subject to the penalties provided for in the Penal Code and the Copyright and Related Rights Act.

This presentation is for information purposes only and can not constitute grounds for concluding any agreements, it is not a recommendation regarding the purchase or sale of any securities. The statements that may appear in the presentation referring to future financial results of Sanok RC do not constitute any assurance, statement or guarantee that they will be achieved and may actually differ from them. The only reliable source of financial data, forecasts, events and indicators related to Sanok RC are current reports and financial statements published by Sanok RC in accordance with the disclosure obligations under Polish law.



AUTOMOTIVE

- Sealing systems
- Antivibration Products



INDUSTRY

- V-belts
- Pharmaceutical Rubber Products
- Household Appliances Products



BUILDING

- Window Systems Seals
- Self-adhesive Seals

Sanok Rubber Company SA is recognized in **Europe and Worldwide** supplier of high-quality rubber, rubber-metal and rubber-plastic products.

Sanok Rubber Company SA has been successfully implementing a plan of development for over **85 years**. It is based on the latest technologies, diversification of clients, products portfolio and strong position on the market.



TURNOVER (mln PLN in 2020)



EMPLOYMENT (average employment as at 2020)



SUBSIDIARIES POLAND

Stomet Sp. z o.o.	Sanok	100%
Stomil Sanok Dystrybucja Sp. z o.o.	Bogucin near Poznań	100%
Stomil Sanok Dystrybucja	Branch Bielsko-Biała	
Stomil Sanok Dystrybucja	Branch Dębica	
Stomil Sanok Dystrybucja	Branch Piekoszów k. Kielc	
Stomil Sanok Dystrybucja	Sanok	
Świerkowy Zdrój Medical SPA Sp. z o.o.	Rymanów Zdrój	100%
Stomil East Sp. z o.o.	Sanok	65,7%



SUBSIDIARIES ABROAD

Colmant Cuvelier RPS S.A.S.	Villers-la-Montagne, France	100%
Draftex Automotive GmbH	Grefrath, Germany	100%
Qingdao Masters of Rubber and Plastic Co., Ltd.	Jiaozhou, China	79,7%*
Sanok (Qingdao) Auto Parts	Jiaozhou, China	100%
SMX RUBBER COMPANY SA de CV	San Luis Potosi, Mexico	99%**
Stomil Sanok Wiatka	Kirov, Russia	81,1%
Stomil Sanok RUS	Moscow, Russia	100%
Stomil Sanok BR	Brest, Belarus	100%
Stomil Sanok Ukraina	Rivne, Ukraine	100%

14,5%

*Other 5,8% third side, no rights

** 1% of shares in possession of STOMET Sp z o. o.

FINANCIAL RESULTS 2016 - 2020

Sanok Rubber Capital Group

	2016	2017	2018	2019	2020
Net Sales [thous. PLN]	931 489	997 805	1 022 182	1 052 229	976 070
EBITDA [thous PLN]	166 270	146 602	126 330	87 906	106 475
EBITDA Margin [%]	17,8%	14,7%	12,4%	8,4%	10,0%
EBIT [thous. PLN]	129 541	108 295	84 817	32 189	44 079
Net Profit [thous. PLN]	104 041	81 049	64 449	51 835	36 519
Net profitability [%]	11,2%	8,1%	6,3%	4,9%	3,7%
Operating Cash Flow [thous PLN]	97 002	89 689	63 963	84 502	153 235
Purchasing of fixed assets and intangible assets [thous PLN]	42 485	87 819	107 215	118 295	47 381

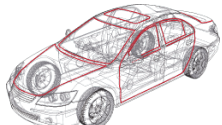
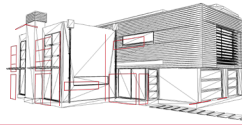
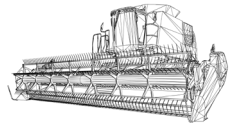
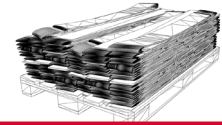
FINANCIAL RESULTS 4Q 2016- 2020

Sanok Rubber Capital Group

	2016	2017	2018	2019	2020
Net Sales [thous. PLN]	231 302	244 276	259 864	247 345	269 955
EBITDA [thous. PLN]	29 730	20 521	25 393	17 749	27 944
EBITDA Margin [%]	12,9%	8,4%	9,8%	7,2%	10,4%
EBIT [thous. PLN]	19 680	10 352	14 353	2 172	11 628
Net Profit [thous. PLN]	14 323	5 609	10 790	16 462	5 627
Net profitability [%]	6,2%	2,3%	4,2%	6,7%	2,1%
Cash Flow [thous PLN]	26 227	25 879	18 828	28 453	46 799
Purchasing of fixed assets and intangible assets [thous PLN]	13 506	31 246	40 340	34 617	10 622

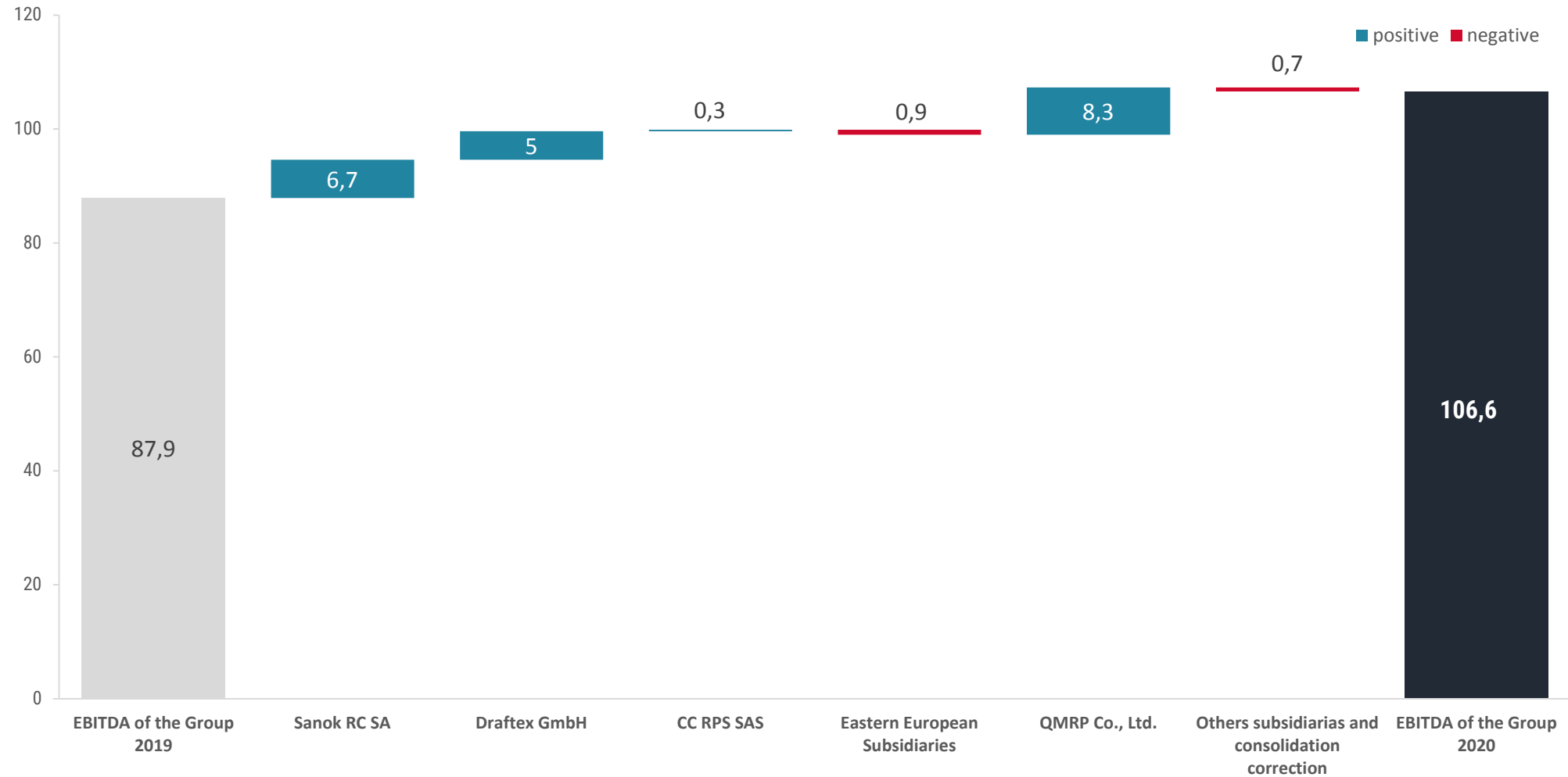
CONSOLIDATED SALES 2016 - 2020

Segments

	2016	2017	2018	2019	2020
 AUTOMOTIVE	516 777	568 894	609 304	631 991	575 346
 BUILDING	108 387	117 673	110 505	118 620	114 162
 INDUSTRY	155 264	162 856	156 978	156 355	173 710
 COMPOUNDS	112 082	109 964	113 608	106 759	86 405
 OTHERS	38 979	38 418	31 787	38 504	26 447

FINANCIAL RESULTS 2019 - 2020

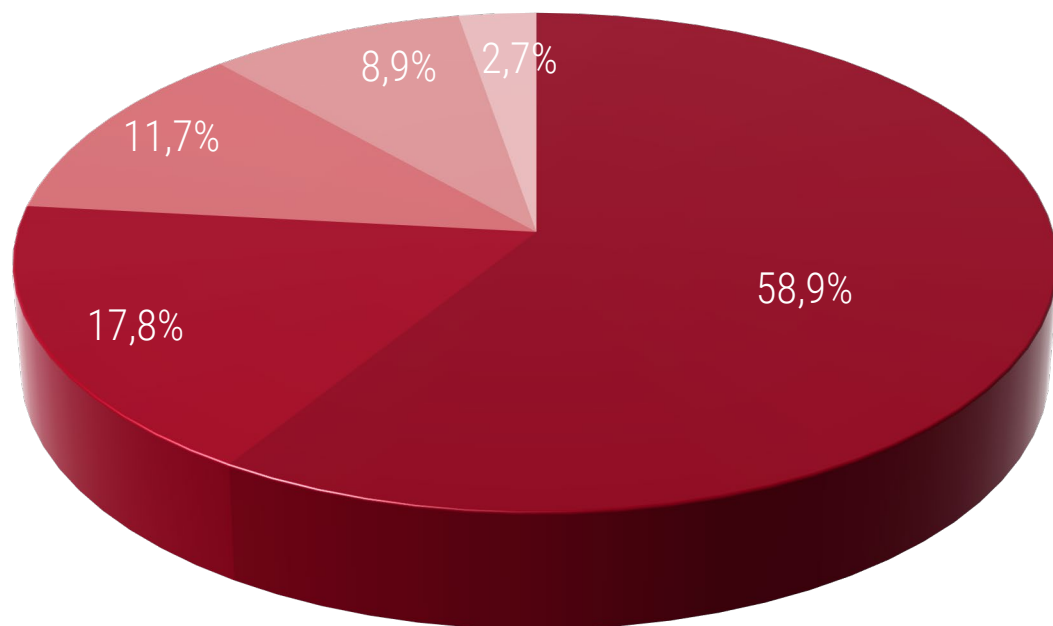
Sanok Rubber Capital Group



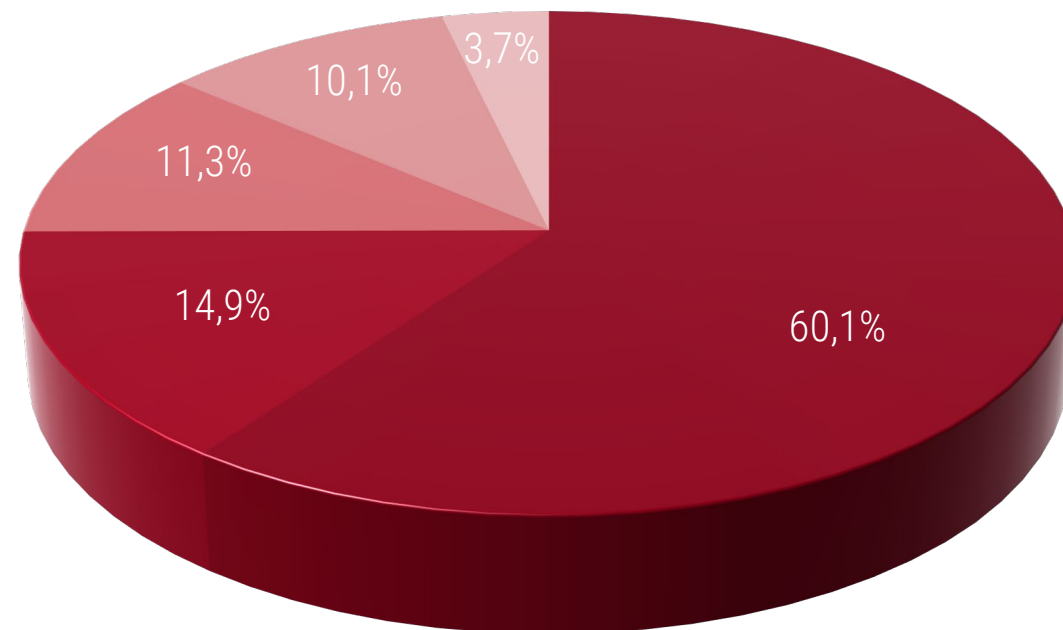
CONSOLIDATED SALES 2019-2020

Capital Group

2020 r.
976,1 mln PLN



2019 r.
1052,2 mln PLN



■ Automotive

■ Industry and agriculture

■ Building

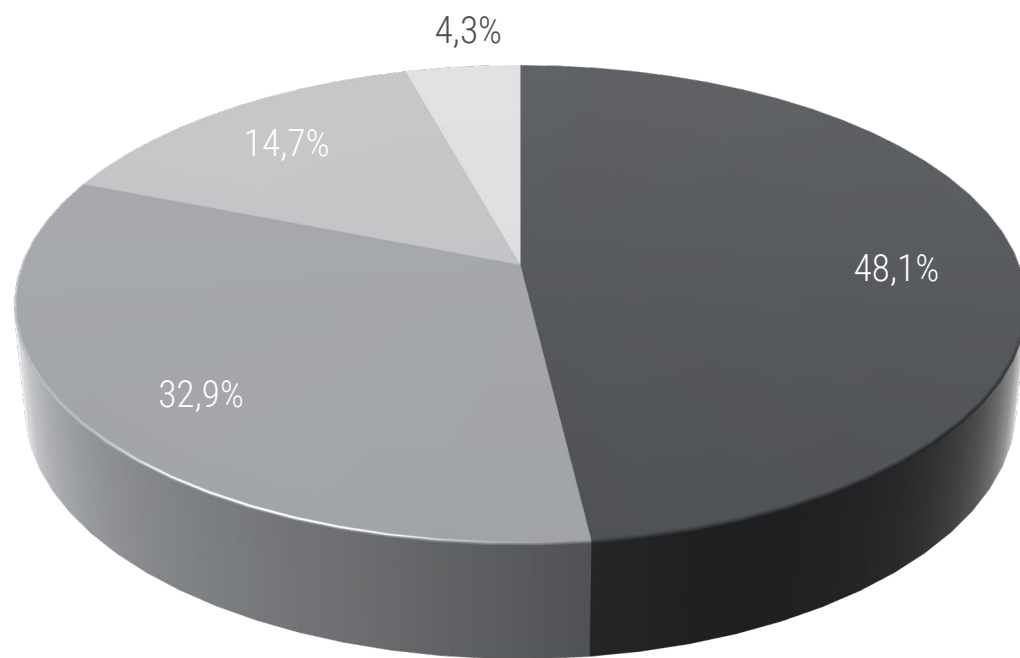
■ Compounds

■ Others

CONSOLIDATED SALES 2019-2020

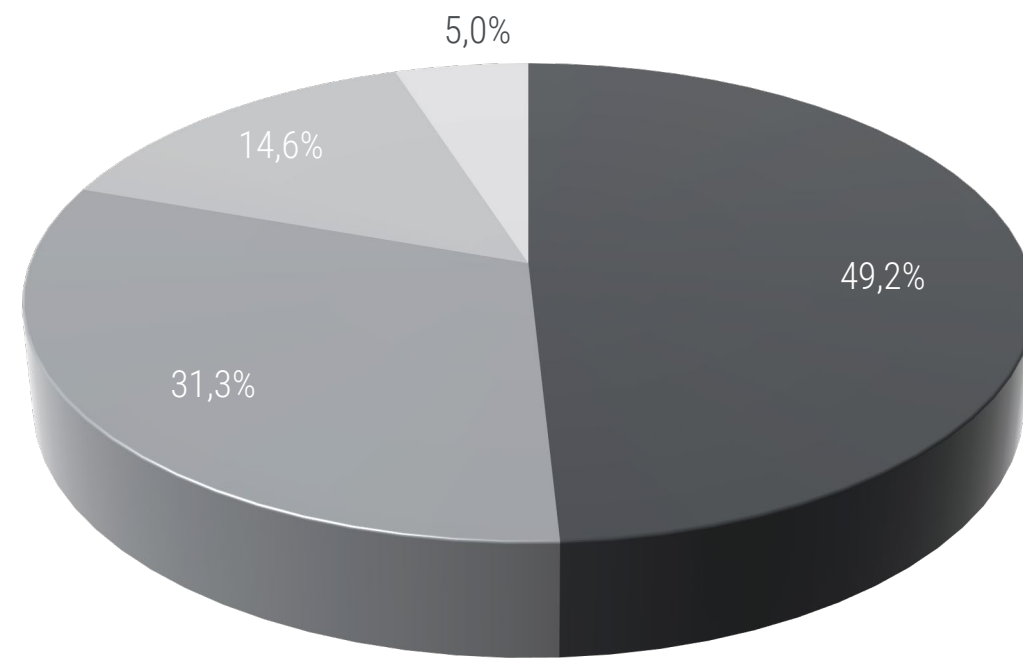
Capital Group

2020 r.
976,1 mln PLN



■ EU countries
■ Other foreign markets

2019 r.
1 052,2 mln PLN



■ Domestic sales
■ Eastern European countries

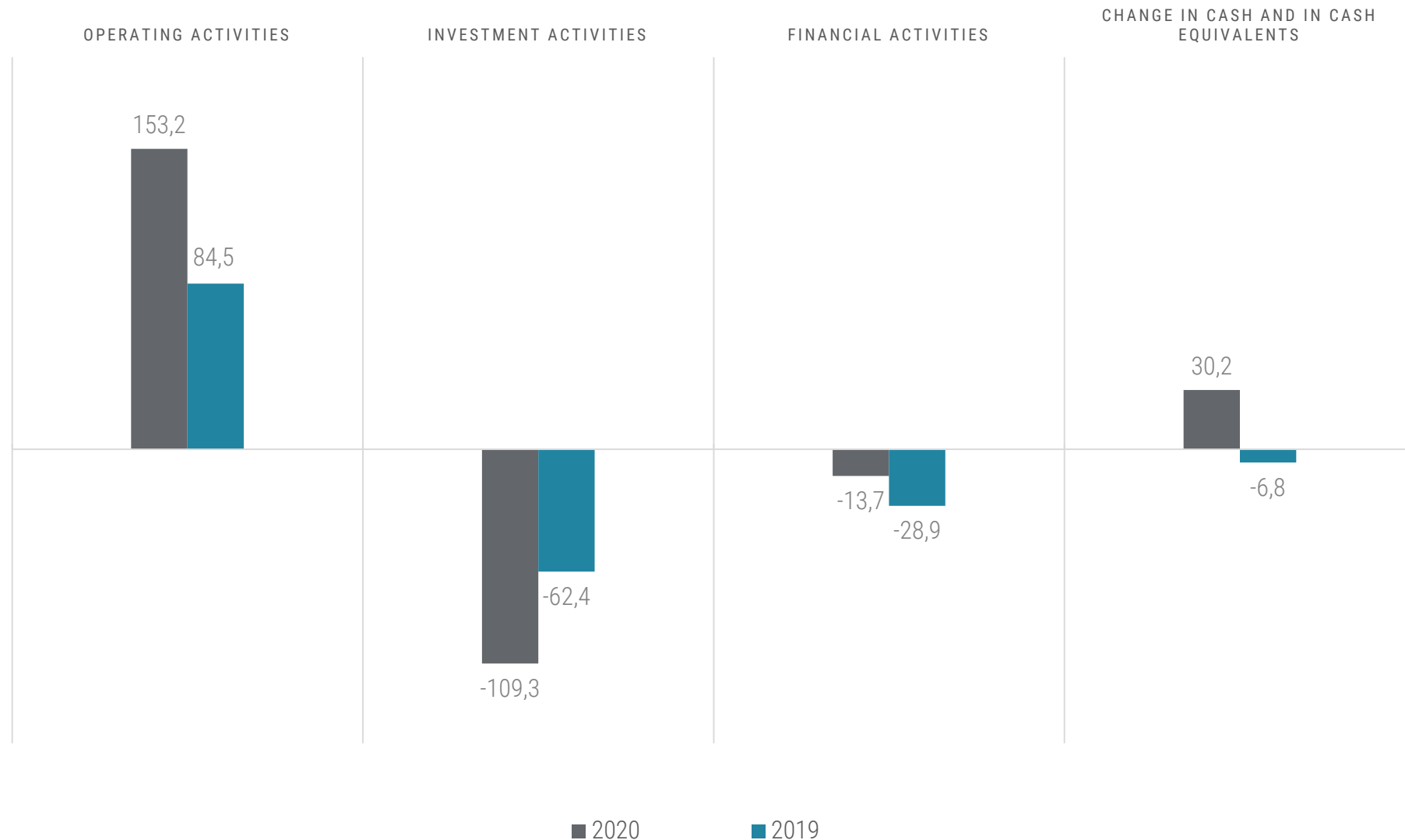
CONSOLIDATED BALANCE SHEET

ASSETS	31.12.2020	Structure'20	31.12.2019	Structure'19	Dynamics %
Fixed assets	478 152	47,6%	489 719	51,3%	97,6%
Current assets, in it:	526 029	52,4%	464 945	48,7%	113,1%
Stocks	195 085	19,4%	207 126	21,7%	94,2%
Trade accounts receivable	162 152	16,1%	173 163	18,1%	93,6%
Financial assets	55 577	5,5%	2 232	0,2%	2490,0%
Cash	110 007	11,0%	79 727	8,4%	138,0%
Others	3 208	0,3%	2 697	0,3%	118,9%
Total assets	1 004 181	100%	954 664	100%	105%

LIABILITIES	31.12.2020	Structure'20	31.12.2019	Structure'19	Dynamics %
Equity capital	498 052	49,6%	471 008	49,3%	105,7%
Long-term liabilities	143 457	14,3%	234 928	24,6%	61,1%
Short-term liabilities	362 672	36,1%	248 728	26,1%	145,8%
Short-term credits and	190 478	19,0%	89 937	9,4%	211,8%
Short-term payables	139 986	13,9%	132 119	13,8%	106,0%
Other short-term	32 208	3,2%	26 672	2,8%	120,8%
Total liabilities	1 004 181	100%	954 664	100%	105%

CONSOLIDATED CASH FLOW

[mIn PLN]



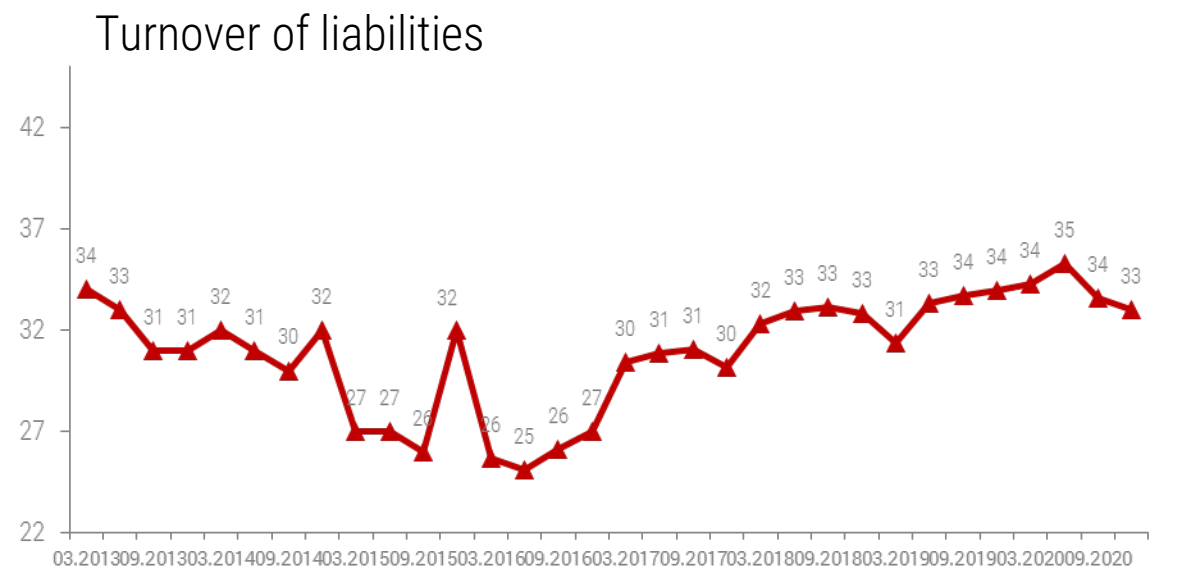
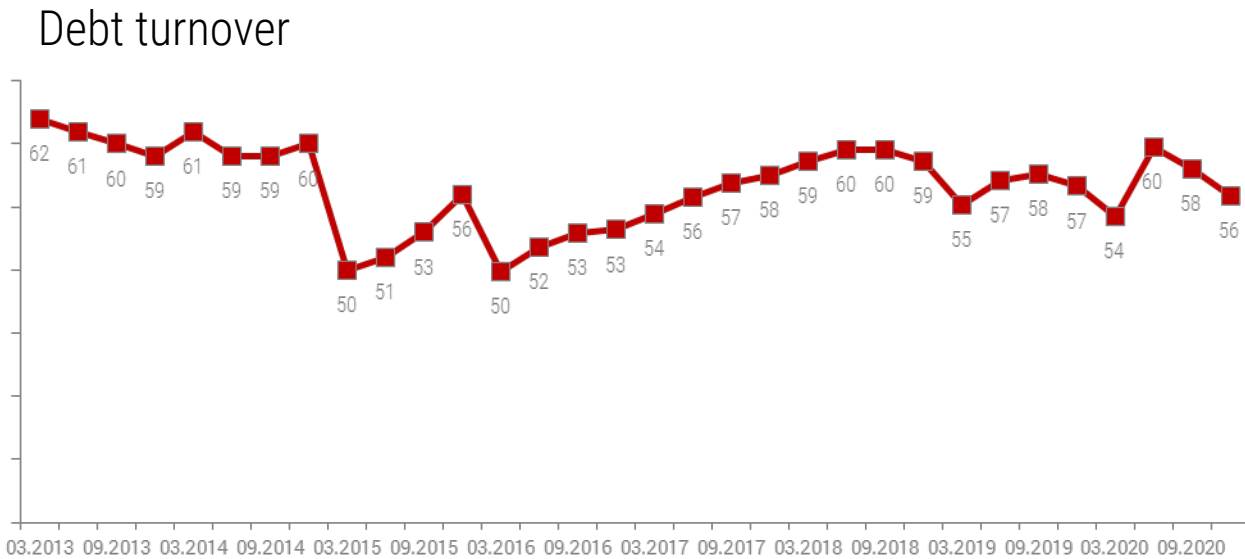
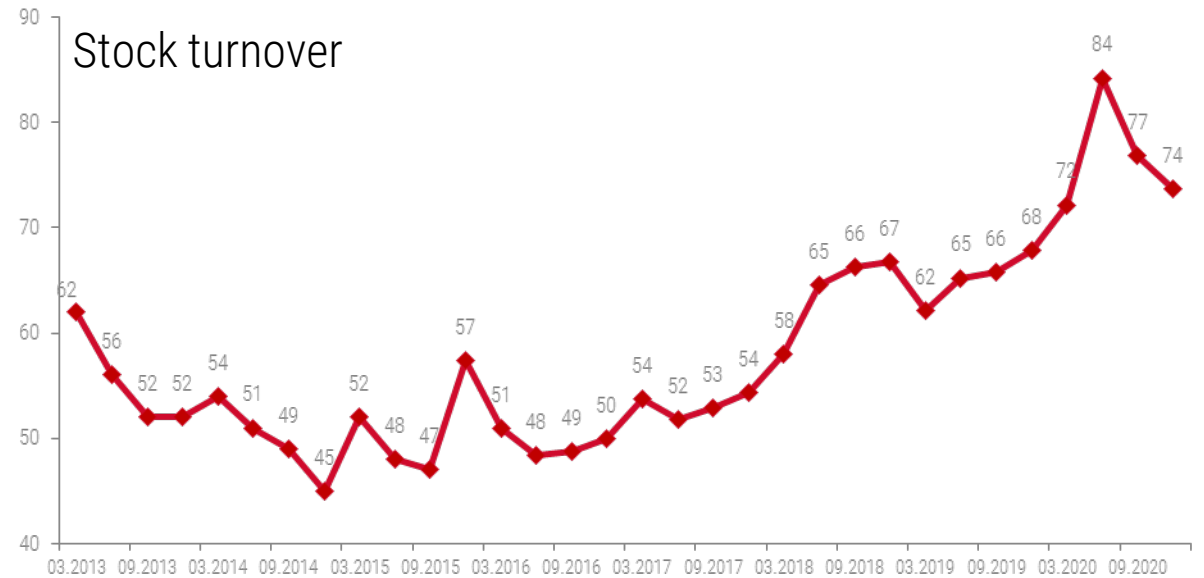
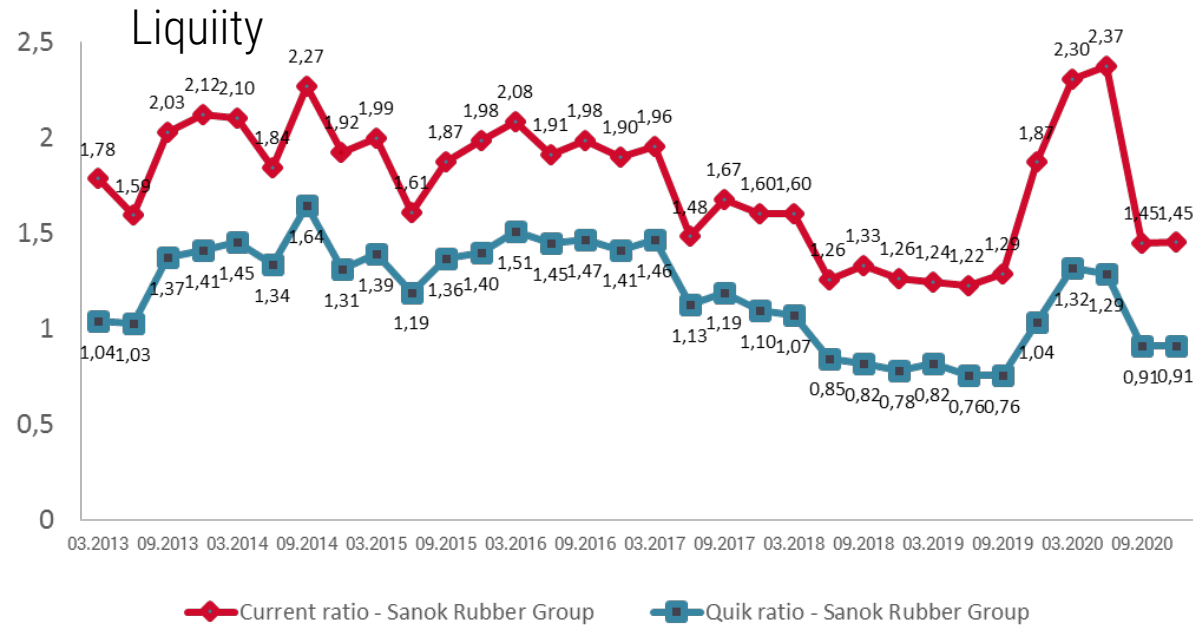
FINANCIAL RESULTS SANOK RC SA

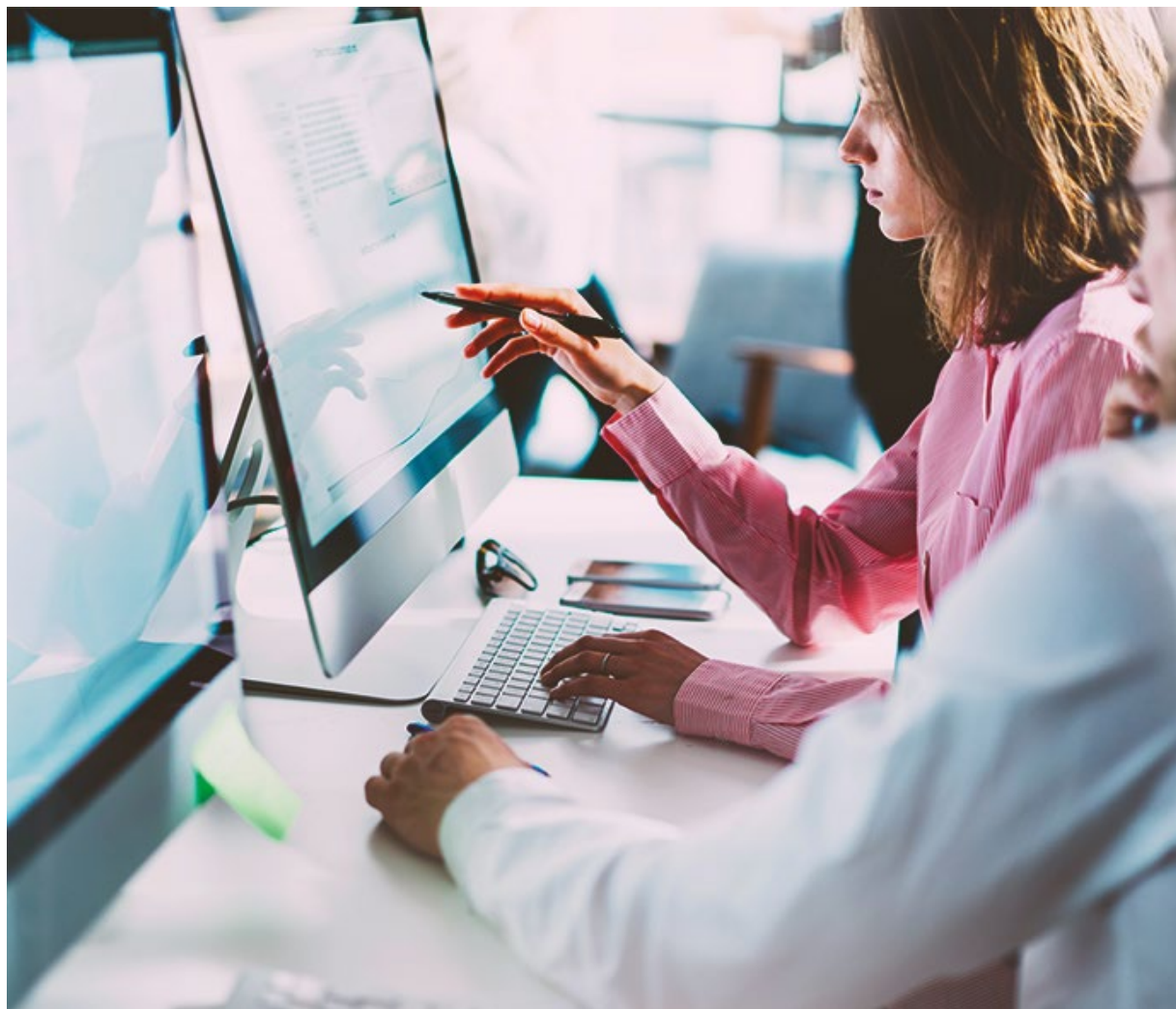
Q4

1Y

	2020	2019	%	2020	2019	%
Revenues from sales [thous. PLN]	194 059	169 520	114,5	678 718	745 052	91,1
EBITDA [thous. PLN]	28 307	21 138	133,9	104 827	98 155	106,8
[%]	14,6	12,5		15,4	13,2	
EBIT [thous. PLN]	15 110	9 283	162,8	55 344	56 229	98,4
[%]	7,8	5,5		8,2	7,5	
Net result [thous. PLN]	-3 122	-17 233		43 297	34 328	126,1
[%]	-1,6	-10,2		6,4	4,6	
Cash from operating activities [thous. PLN]	50 973	19 637	259,6	141 841	93 196	152,2

OPERATIONAL INDICATORS

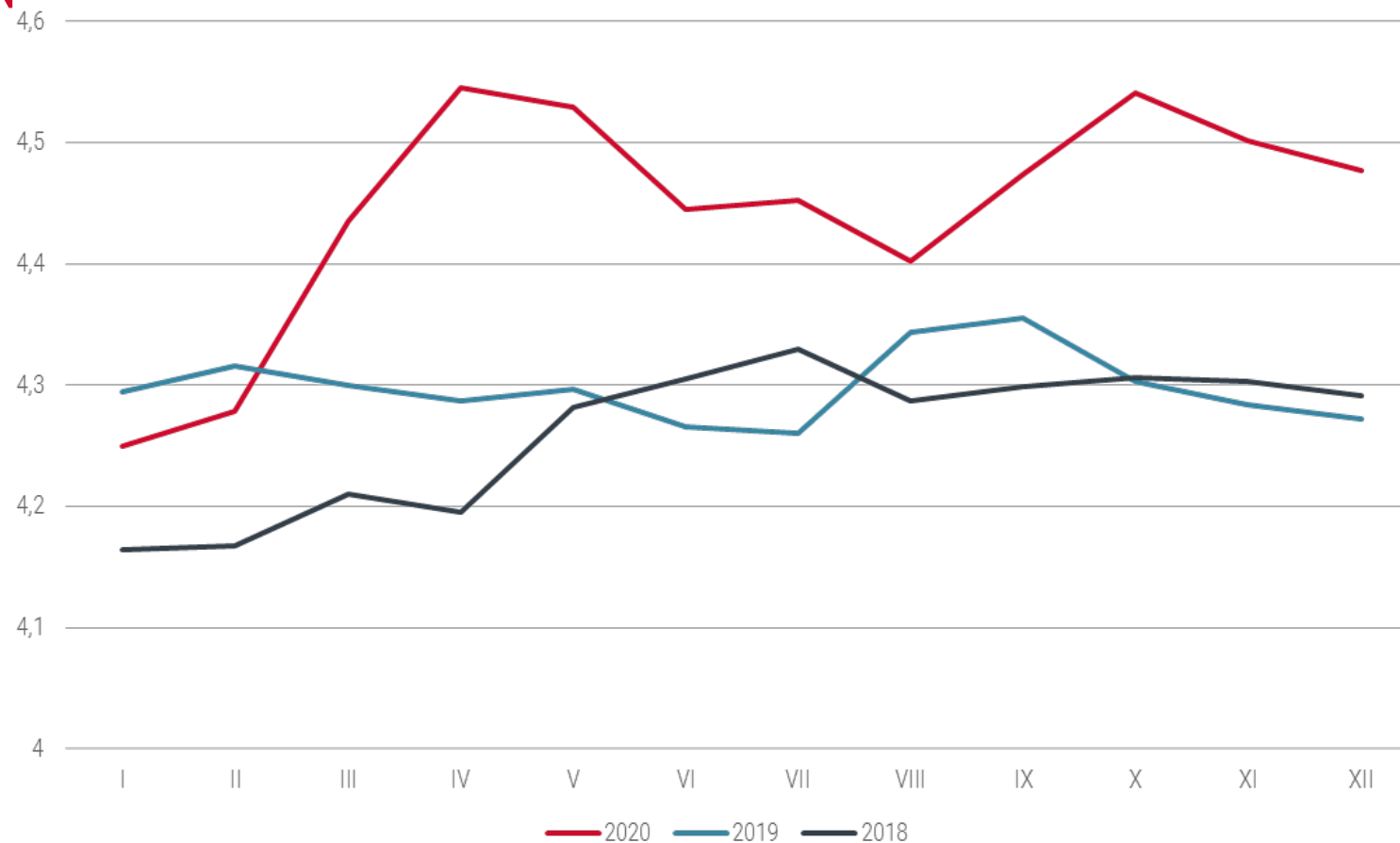




MACROECONOMIC ENVIRONMENT

CURRENCY EXCHANGE

EUR/PLN



Year	I	II	III	IV	V	VI	VII	VIII	IX	X	XI	XII
2020	4,250	4,279	4,436	4,545	4,529	4,445	4,453	4,402	4,474	4,541	4,502	4,477
2019	4,295	4,316	4,300	4,287	4,297	4,266	4,260	4,344	4,355	4,303	4,284	4,272
2018	4,164	4,168	4,210	4,195	4,282	4,305	4,330	4,287	4,299	4,306	4,303	4,291



FURTHER DEVELOPMENT OF THE GROUP

STRATEGIC OBJECTIVES

Reorientation of the building segment to new products giving greater growth potential.



Searching for opportunities for the current businesses development based on the automotive expansion. Expanding the product portfolio through acquisitions or partnerships.

Expanding the products portfolio and markets in the V-belt segment.

Consistent building of the global supplier position in the automotive segment.

2016



- Completion of the Draftex restructuring
 - Restructuring and development of QMRP
 - Further expansion
- 2020
- Investments in SANOK RC in accordance with the current policy



SANOK RUBBER

Thank you