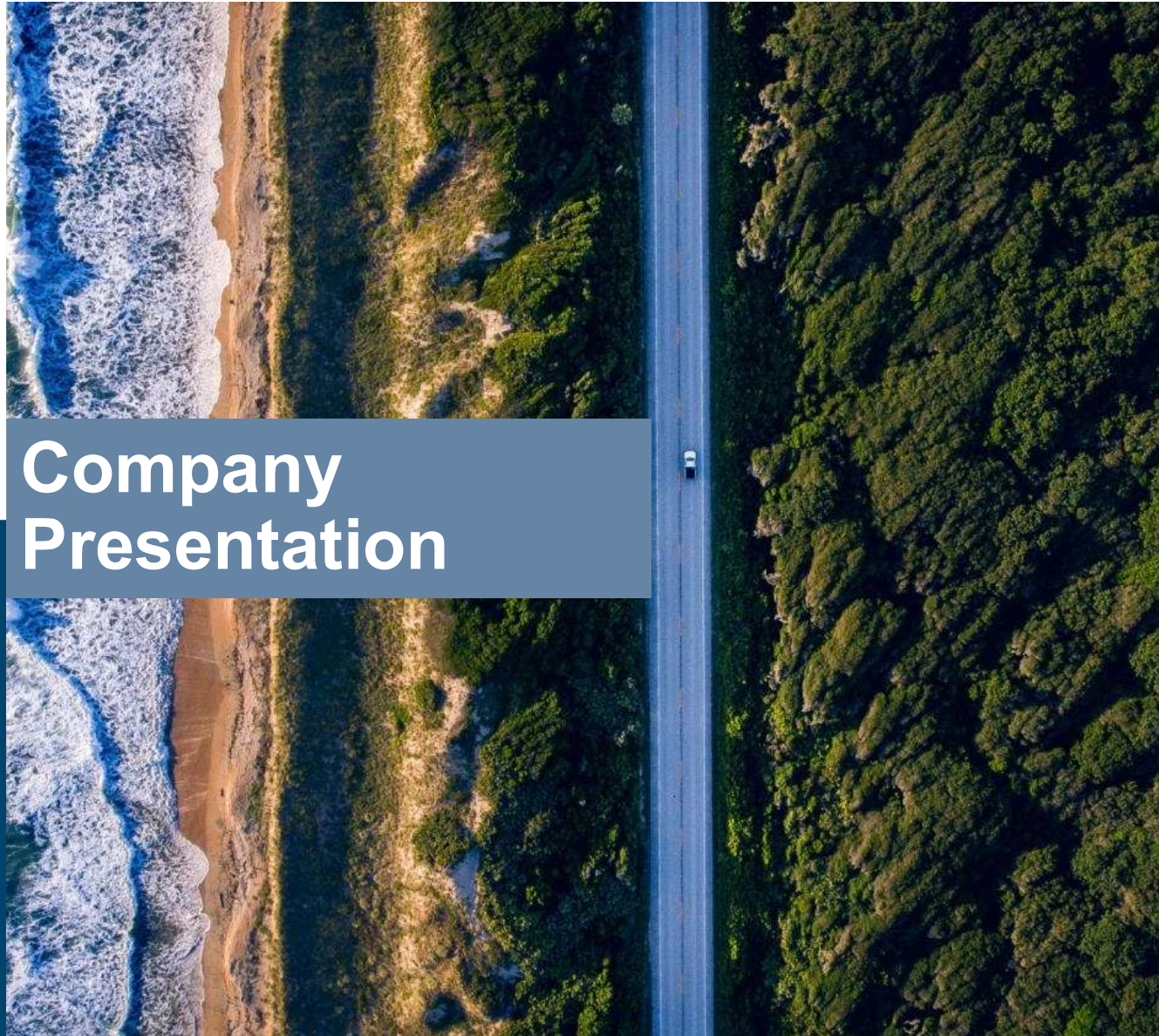




Company Presentation

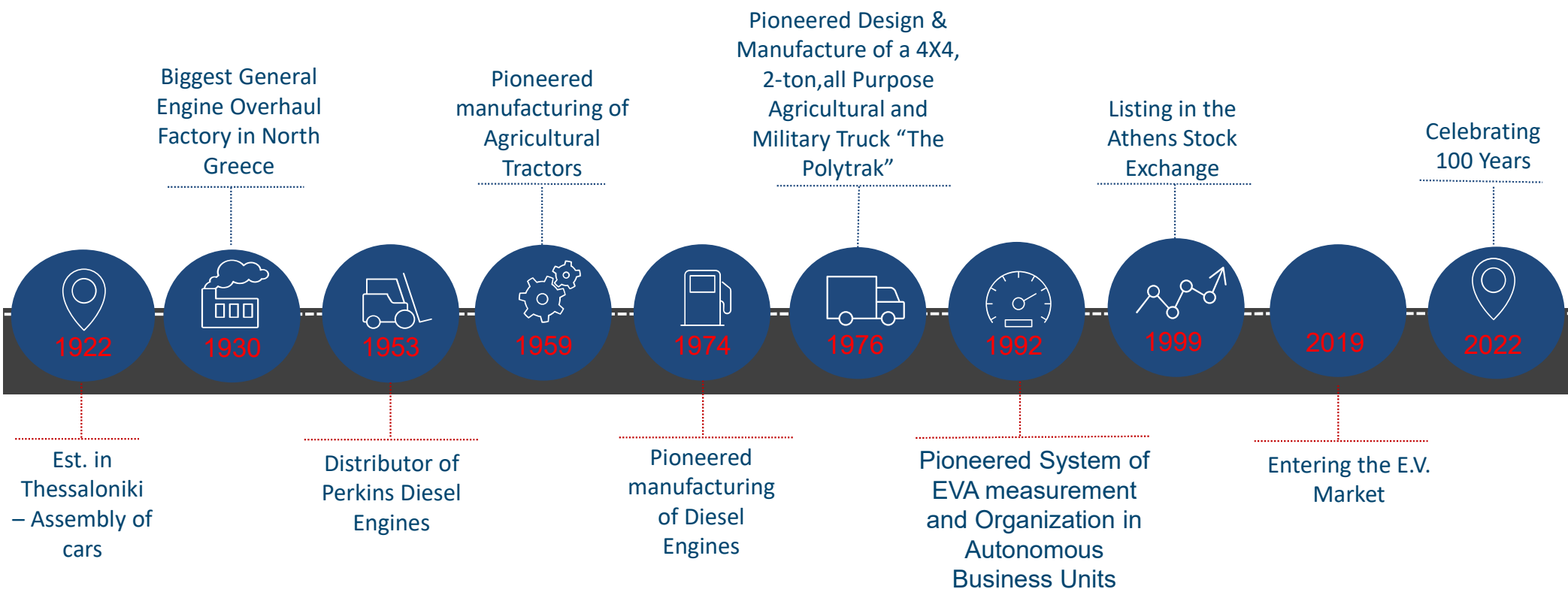
April 2023





History Milestones

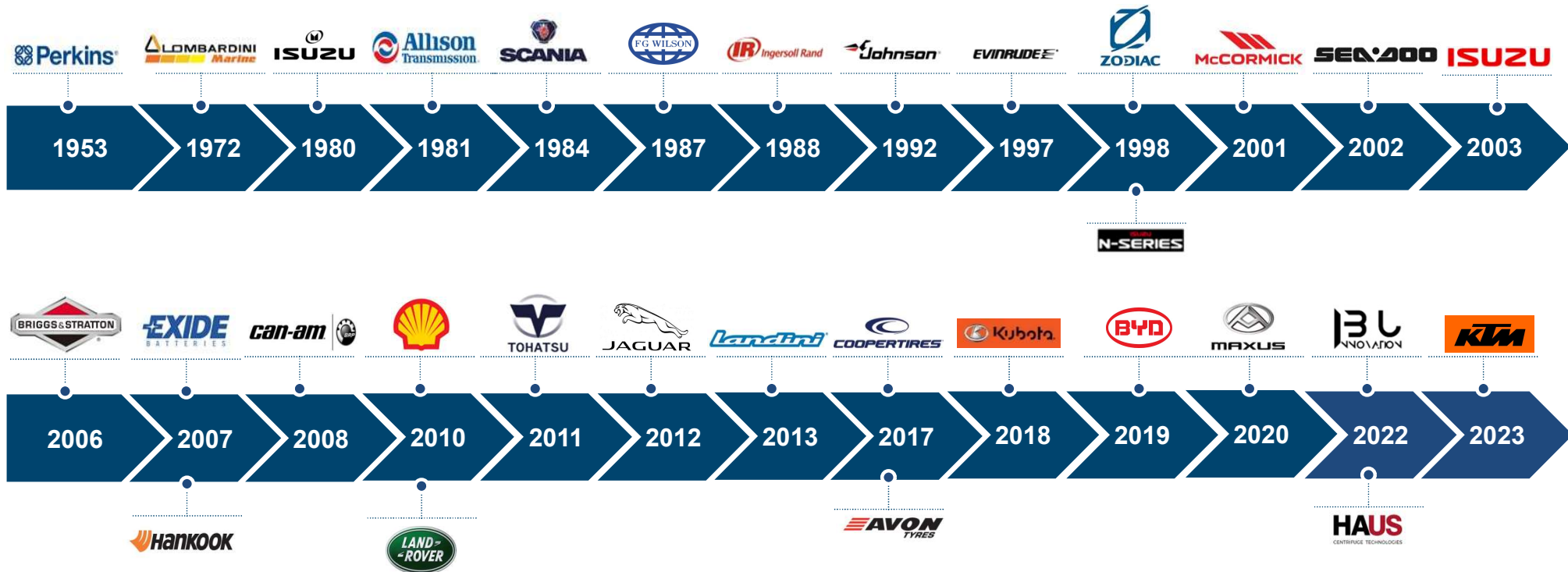
100 years of Leadership and Innovation in the Greek Automotive Business





Strategic Alliances

World Class Brands



a Story of Long-Term Relationships



Petros Petropoulos (PP) at a Glance

Four Established Divisions in the Greek Automotive Business



Petros Petropoulos SA was established in Thessaloniki in 1922. It manufactures, distributes and supports a wide range of automotive products including automobiles, trucks and buses, generator set, diesel engines, boats, outboard engines, agricultural, earthmoving and industrial equipment, batteries, lubricants and tyres.

Commercial Vehicles



Sales, modification, and technical support for trucks, buses, and trailers.



Activity

Passenger Cars / Light Commercial Vehicles



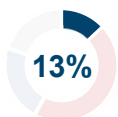
Sales and technical support for pick-ups, light trucks and commercial vehicles.



Key Brands



Revenue share



EBITDA Share

13%



Revenue share



EBITDA Share

21%

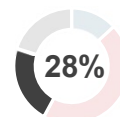
Automotive Machinery Division



Sales modification and technical support of generator, inboard & outboard engines, boats, tractors etc.



Revenue share



EBITDA Share

35%

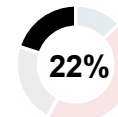
Ostrea Division



Sales and technical support of lubricants, batteries and tires.



Revenue share



EBITDA Share

31%



Key Financials
(2022)



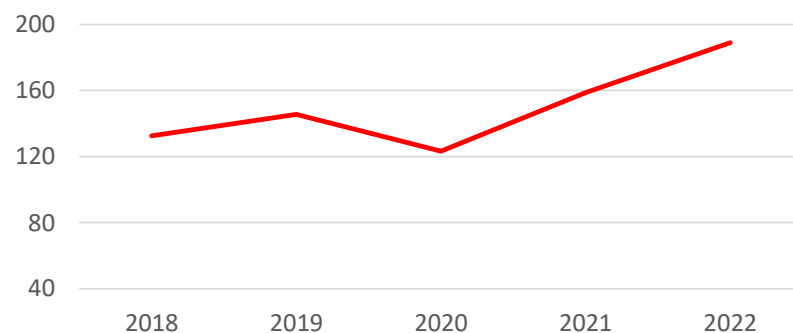
The Greek Automotive Sector Remains Resilient

Petros Petropoulos New Norm

- Year 2022 was marked by the unexpected turmoil that the war in Ukraine brought to the already fragile global economy, as well as the skyrocketing energy prices which brought inflation to levels not experienced for decades.
- The Greek economy found support from the strong Tourism sector, while the broader agricultural segment had to cope with the termination of the improvement plans. The Greek Motor market continued its strong footing, even surpassing previous year's record levels (chart 1).
- Petros Petropoulos' well diversified portfolio proved for one more year extremely resilient, confirming that previous' years record revenues and profitability levels are the new norm (chart 2).
- The very strong Ostrea and Commercial Vehicles divisions, succeeded to offset the lower prints from the Automotive Machinery as well as of the Passenger Cars divisions.
- The newly formed Innovation Business Unit, dynamically developed its customer base having added customers like the German car manufacturer e.Go, the US heavy vehicle manufacturer XOS, as well as the Greeks GreenPanda, Vertliner, Microsun, and others.

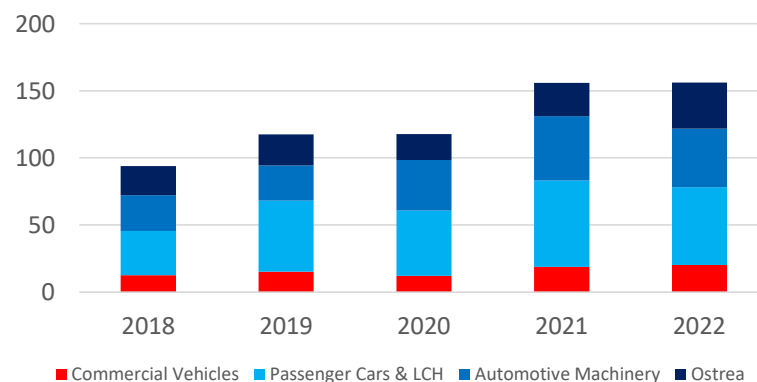


Greek Market Turnover Index for Motor Trade (2015=100) **1**



Source: Hellenic Statistical Authority

Petropoulos Revenues Breakdown (EUR mm) **2**



■ Commercial Vehicles ■ Passenger Cars & LCH ■ Automotive Machinery ■ Ostrea

Source: PP S.A.



Passenger Cars & Light Commercial Vehicles Division (PC&LCV)

“Reimagining” Our Future



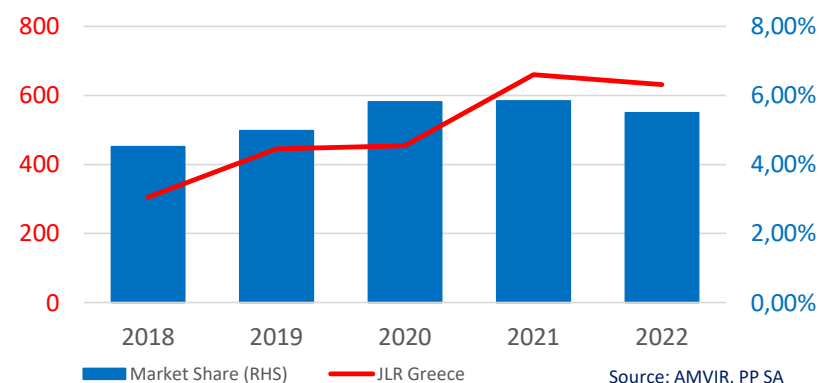
- During 2022, Jaguar Land Rover (JLR) sales proved extremely resilient despite the production delays that both brands were faced with (chart 3). Our strong order book is expected to boost JLR’s revenues for 2023 to new record highs.
- Despite the top line shortcomings, our profitability remained strong and even surpassed previous years’ levels. We expect margins to remain strong also during the current year.
- Looking to the future, JLR announced the new strategy by the name of “Reimagining”. The aim is all of the models to have purely electrical versions by the end of the decade starting with Land Rover in 2024.
- The LCV deliveries were severely impacted during 2022 by shortages in raw materials and semiconductors, impacting both Isuzu’s D-Max as well as Saic’s Maxus models. Hopefully the order book for both brands remains strong, as D-Max won public tenders to be filled during 2023 and Maxus network will be expanded even further .
- In a nutshell, the Division’s revenues slowed down by 13% while its profitability remained strong with EBITDA margin hitting new 5 years high level (chart 4).

SAIC

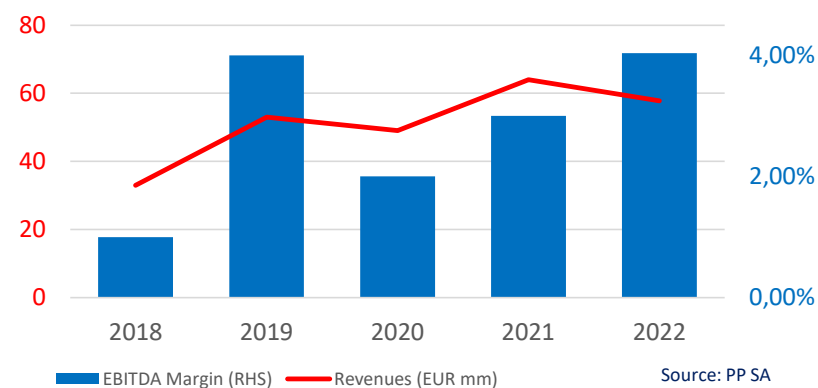


ISUZU

JLR Unit Sales & Market Share vs the Luxury Market 3



PC & LCV Key Operating Figures Evolution 4





Automotive Machinery Division (AMD)

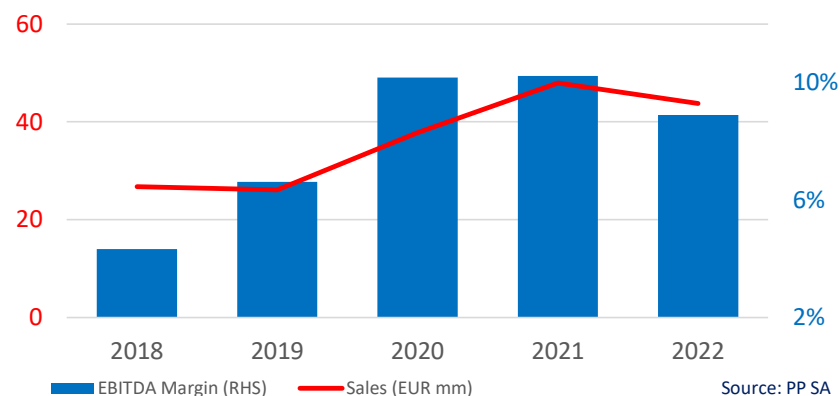
Finding the Way to Overpass the Bumps

- The AMD division's highly diversified portfolio, proved extremely resilient during 2022, and managed to finish the year with just a moderate reduction both in revenues as well as in margins (chart 5).
- The very strong Petrogen (+18% YoY, new record high) as well as Engines & Boats segments (+48% YoY), managed to offset to a large extent the decline of the Agricultural segment, outcome of the termination of the improvement plans (chart 6).
- The overall agricultural equipment market declined by 38% during the year to 1,877 tractors. Despite the difficulties, we managed to retain our market share and most important to remain profitable for all our brands, (Kubota, McCormick, Landini). For 2023, we remain confident that we can increase our market share as the Landini 6 RS won the title of the "Tractor of the Year", and major innovations are expected for the McCormick X4F.
- The Power Generation business unit, continues to brake one record after the other. Backed by the very favorable environment, as well as our leading position, we remain confident that during 2023 we will continue to perform strongly and reap the most out of the booming tourism infrastructure market.



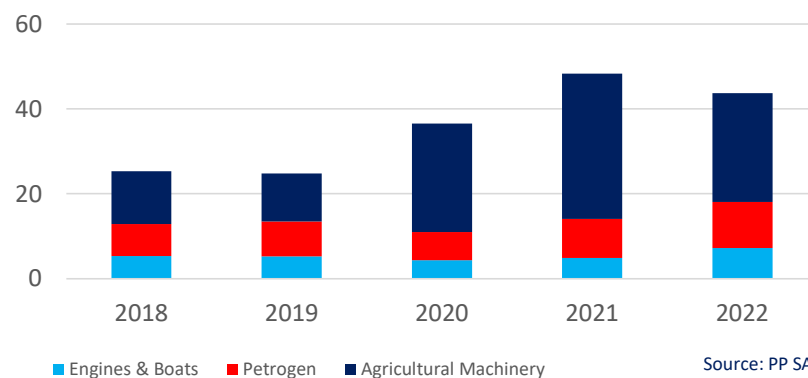
AMD Key Operating Figures Evolution

5



Automotive Machinery Division Revenues Breakdown

6





Ostrea Division

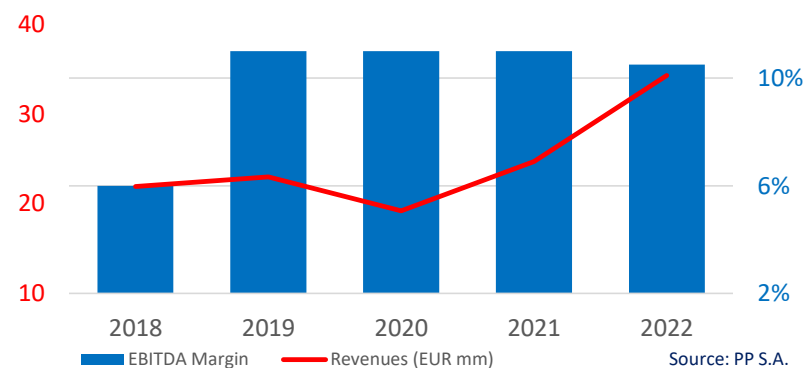
Navigating Through a Mismatched Market (ii)

- The imbalances that the lubricants market was faced with during 2021, proved to be just the warmup for 2022, as the mismatch between demand and supply grew further.
- For one more year our very strong market positioning, helped us not only to overcome the elevated costs that we were faced with, but also to increase our profitability margins (chart 7).
- Despite the increased prices our market share reached new record highs, not only in revenue terms but also in volumes (Chart 8).
- For 3rd time in a row and 5th during the last 7 years, we were recognized by Shell as its preferred distributor in the regions of South Europe and Africa.
- For 2023 we aim to defend our market position and grow in line with the competition.



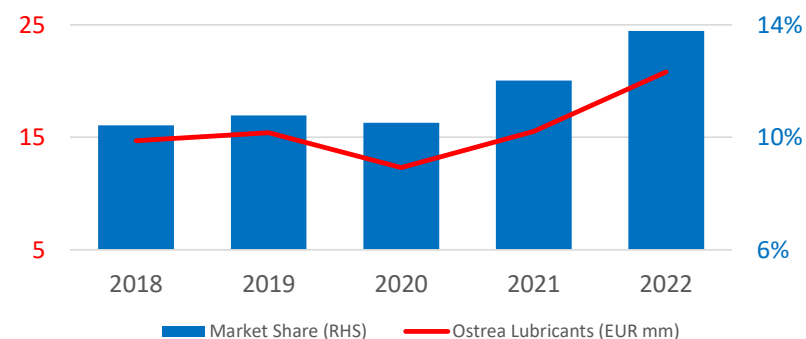
Ostrea Key Operating Figures Evolution

7



Shell Lubricants Revenues & Market Share

8





Heavy Commercial Vehicles Division (HCV)

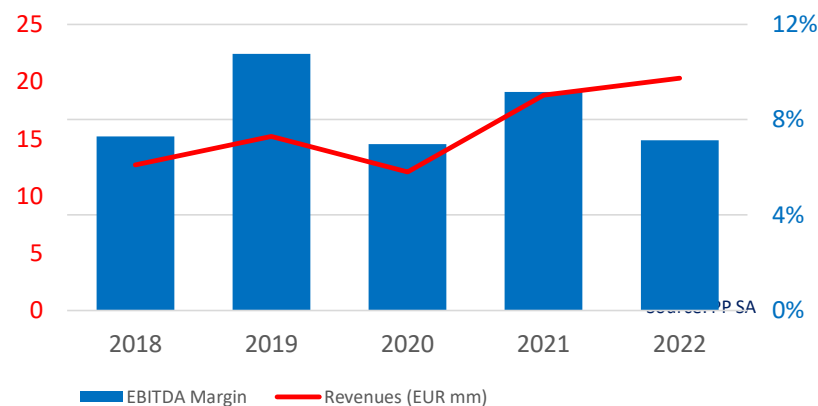
We Are Ready to Plug-In



- Heavy Commercial Vehicles Division's sales reached EUR 20,3m during 2022, showing continues strength for a second year in a row. On the contrary, our EBITDA margin decreased to 7,14% due to advanced investments (chart 9).
- The aggregate Greek market of trucks reached 450 units, still weak, while our market share remained at the 12% level.
- Scania dominated the long distance trucks market, with its market share reaching 31%.
- The small buses market remained stable during 2022. Benefiting from Isuzu's strong presence, we delivered 18 vehicles to various municipalities and schools.
- By the end of year 2022, BYD's electric trucks and vans in the 2.5 and 7.5 t categories were officially launched in Greece. The 3.5 t vans are expected to arrive in Greece during 2023.

HCV Key Operating Figures Evolution

9



ISUZU



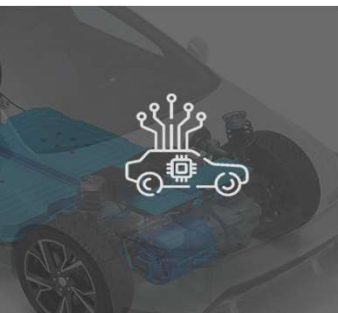
Source: PP SA



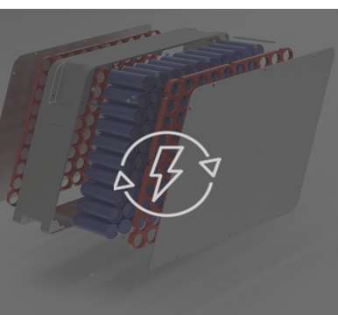
Innovation Business Unit |



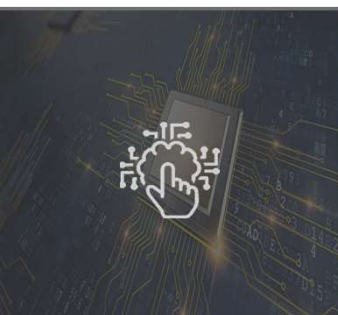
2022
LOOKING AT THE
NEXT 100 YEARS...



MOBILITY OF THE FUTURE



ENERGY & SUSTAINABILITY



DIGITIZATION & ELECTRONICS

- In March 2022, we introduced the **Innovation Business Unit | IBU**, a new unit created by top level engineers with solid background & experience in the automotive and aerospace industry.
- The Unit serves the mobility and sustainability ecosystem by creating unique IP and developing innovative products.
- The Unit also serves as Tier 1 supplier for large automotive, motorsports, aerospace manufacturers and large engineering groups globally.
- The Unit keeps expanding its customer base, targeting to become among the largest engineering consultancies in EU within the next 5 years, a one-stop-shop for the development of new, game-changing, and innovative products and technologies.





Key Financials

Petros Petropoulos in Its New Century With New Norm

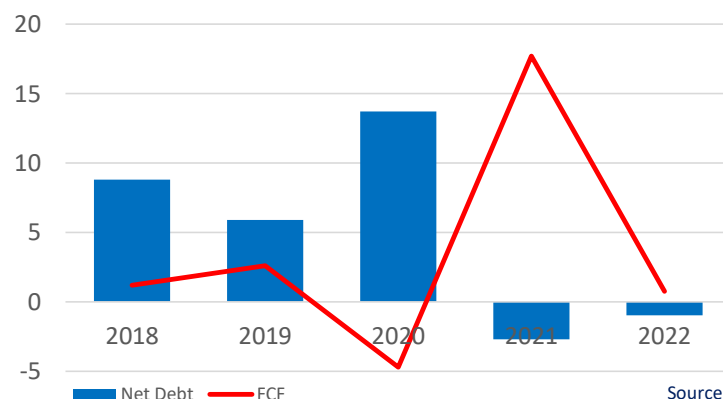
- In a nutshell, we entered the 2nd century of our lifetime as successfully as we ended the first one.
- Thanks to our leading market positioning of our well diversified portfolio, we were able to overcome the difficulties that specific market segments were faced with and finally to finish the year at previous year's record levels (chart 10).
- The elevated working capital needs, depressed our Free Cash Flow, still yielding 1,9%. At the same time, for a second year in a row we enjoyed a Net Cash position of nearly EUR 1m (chart 11).
- For the year 2023 we remain positive as the supply chain will meet effectively our strong order book. Moreover, our leading position in most of the segments that we operate, enables us to take full advantage of the continues growth of the Greek Automotive market.



Petros Petropoulos Key Operating Figures Evolution 10



Petros Petropoulos FCF & Net Debt Evolution (Eur mm) 11





Stock Info



Stock Information

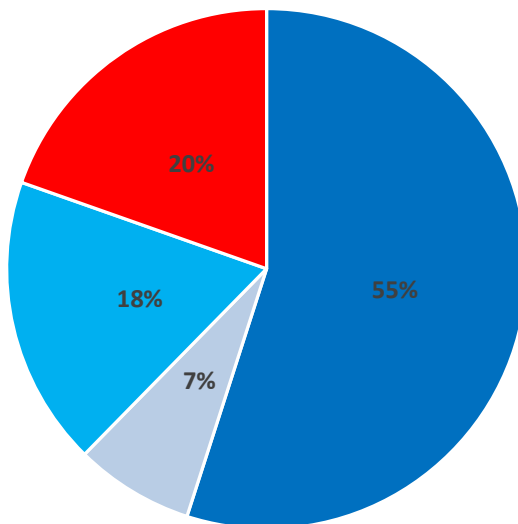
General

Market	Main Market
Sector	Commercial Vehicles and Spare Parts
No of Shares	7,1mio

Tickers

ATHEX	ΠΕΤΡΟ
Reuters	PTRr.AT
Bloomberg	PETRO:GA
ISIN Code	GRS345503007

Shareholder's Structure



■ Owners ■ Own Shares ■ Institutional Investors ■ Public

Source: PP SA

Share Price Performance (EUR)



Source: Bloomberg Data



www.petropoulos.com

THANK YOU