

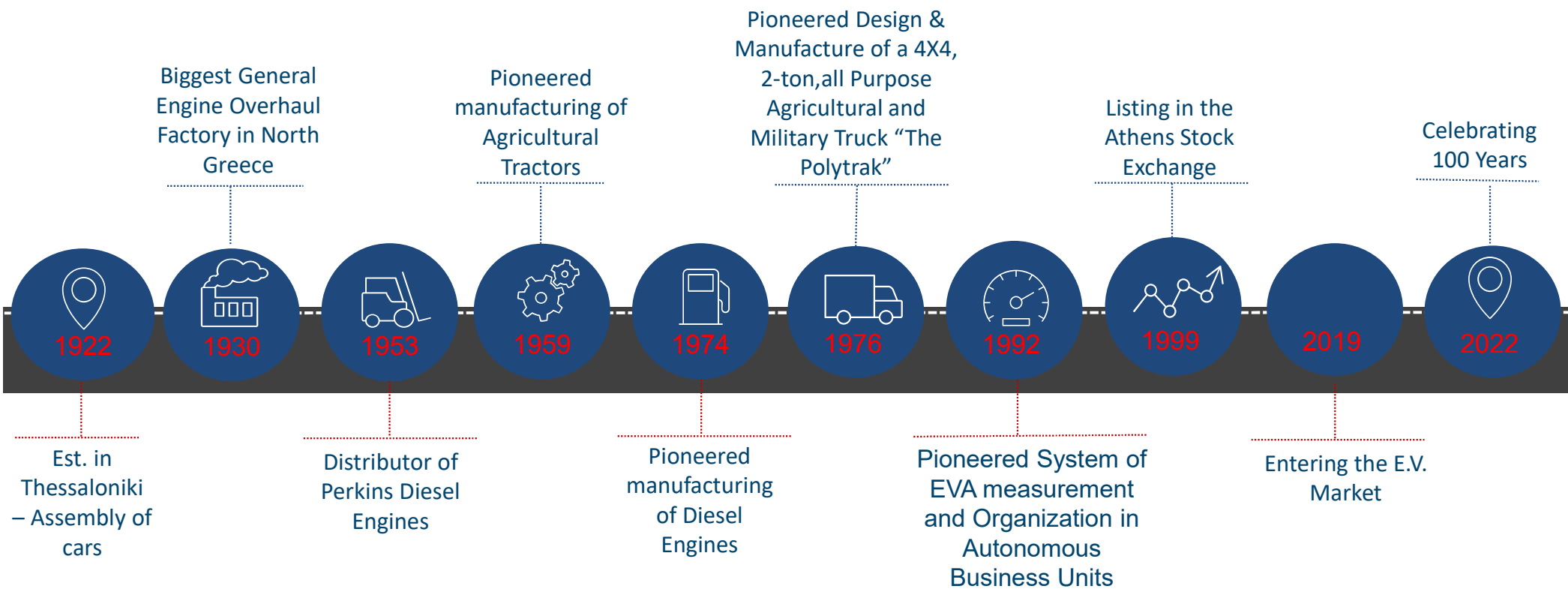
Company Presentation

April 2022



History Milestones

100 years of Leadership and Innovation in the Greek Automotive Business





Petros Petropoulos (PP) at a Glance

Four Established Divisions in the Greek Automotive Business

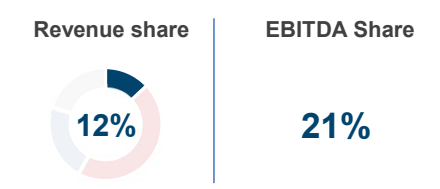


Petros Petropoulos SA was established in Thessaloniki in 1922. It manufactures, distributes and supports a wide range of automotive products including automobiles, trucks and buses, generator set, diesel engines, boats, outboard engines, agricultural, earthmoving and industrial equipment, batteries,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

Commercial Vehicles



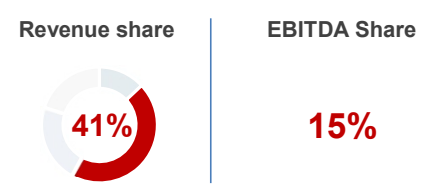
Sales, modification, and technical support for trucks, buses, and trailers.



Passenger Cars / Light Commercial Vehicles



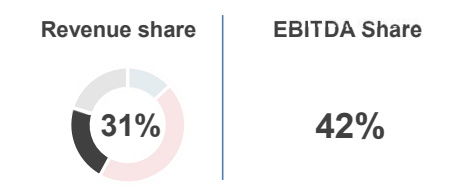
Sales and technical support for pick-ups, light trucks and commercial vehicles.



Automotive Machinery Division



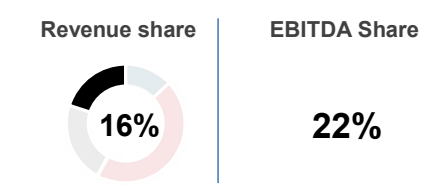
Sales modification and technical support of generator, inboard & outboard engines, boats, tractors etc.



Ostrea Division



Sales and technical support of lubricants, batteries and tires.



Activity

Key Brands

Key Financials (2021)



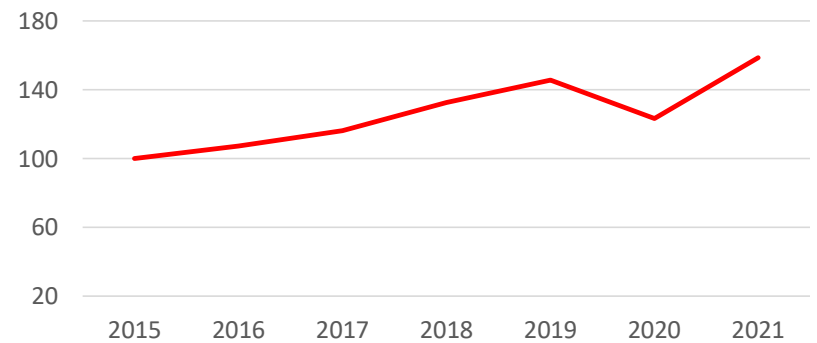
The Greek Automotive Sector At The Post Pandemic Area

Petros Petropoulos Celebrates its 100th Year While Firing in All Cylinders



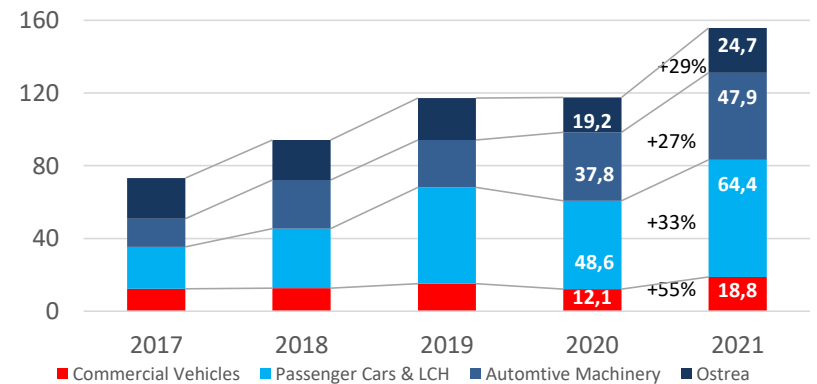
- Year 2021 was marked by the strong rebound of the Greek economy. As the pandemic constraints faded through the year, most segments of the economy rushed to regain the lost ground.
- Turnover for the Greek Motor market rebounded strongly, even surpassing pre pandemic levels (Chart 1).
- Companies with enduring foundations, which successfully overcame previous year’s challenges, were those who gained the most .
- Petropoulos celebrates its 100th year of operations by announcing its strongest ever financial results, as all of our divisions contributed with strong growth rates (Chart 2).
- We look into 2022 cautiously optimistic, as the fresh geopolitical tensions create a negative macroeconomic environment. For the medium term though, we are confident that we will be ready to maximize the opportunities that the electrification area will provide.
- For this reason, we have recently developed a separate Business Unit which focuses in Innovation and R&D, aiming to fulfill Auto Industry’s needs with innovative products and services.

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



Source: Hellenic Statistical Authority

Petropoulos Revenues Breakdown (EUR mm) 2



Source: PP S.A. 2017-21 Annual Reports



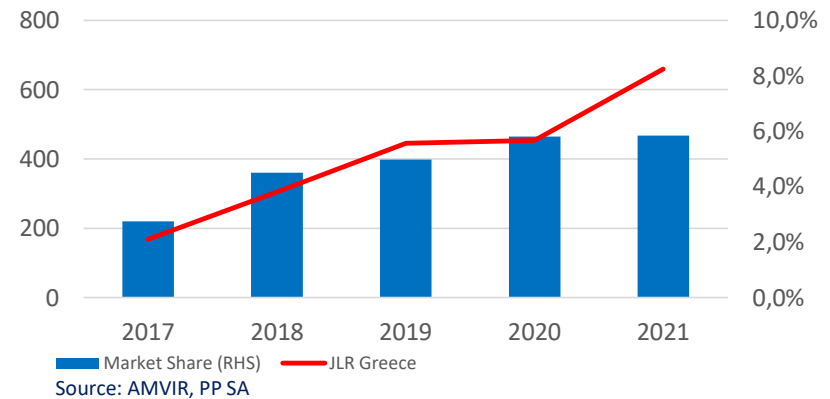
Passenger Cars & Light Commercial Vehicles Division (PC&LCV)

In the Pole Position for Second Consecutive Year

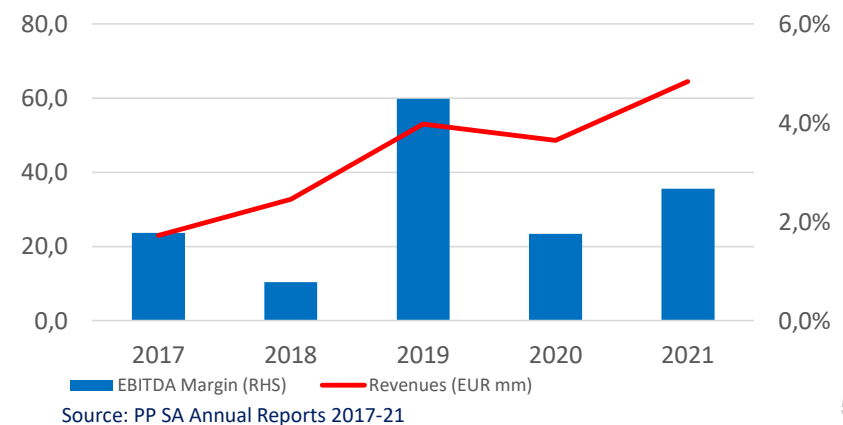


- During 2021, Jaguar Land Rover (JLR) returned to strong double digit growth (+45,4% YoY), while the total Greek market grew by 24,6% and the Luxury sub-segment by 44,6% (Chart 3).
- Our strong performance was not only based on the very strong Land Rover (+55,1% YoY), but also on Jaguar; which returned to growth (+5,6% YoY) following a tough 2020.
- Year 2021 turned also positive for the LCV division. As the supply bottleneck issues of Isuzu D-Max were partially resolved, we doubled our sales, easily surpassing in growth terms the pickups market.
- Very pleasing was also to see the positive reception by the market of our first EV. Maxus share, in the relevant market segment, reached 14,2% in just a few months of active selling.
- In a nutshell, the Division's revenues grew by 33% (new all time high) while its EBITDA margin reached 2,7% (Chart 4).
- For 2022 we aim to expand our Maxus selling network in order to gain the most from the already positive momentum, while we expect D-Max to continue with healthy growth rates.

JLR Unit Sales & Market Share vs the Luxury Market 3



PC & LCV Key Operating Figures Evolution 4





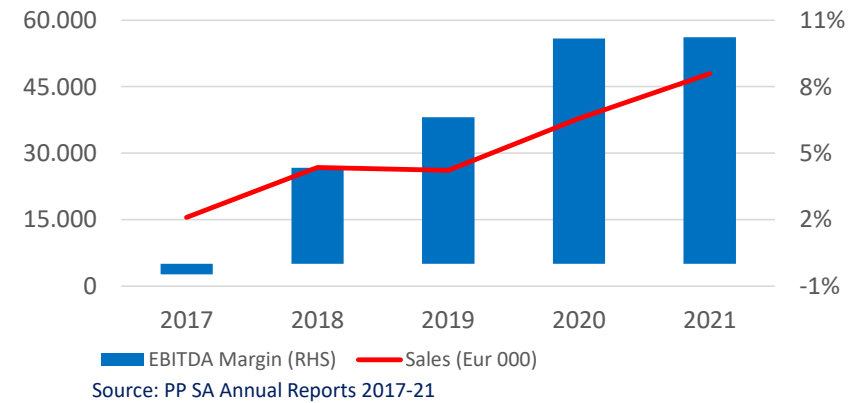
Automotive Machinery Division (AMD)

Getting the Most from a Booming Market

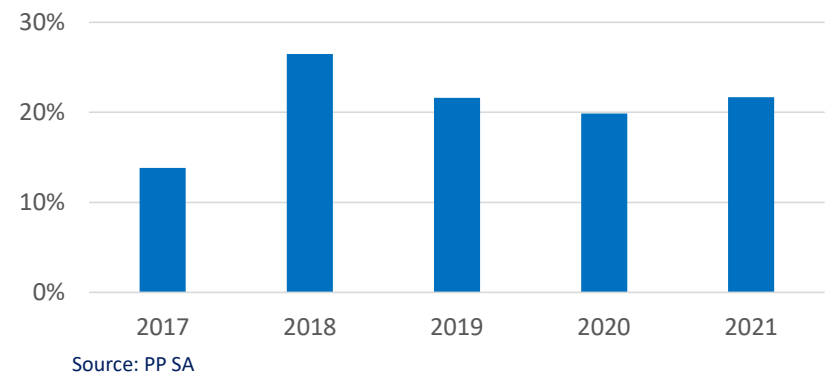


- The Automotive Machinery Division experienced one more booming year (Chart 5), with strong top line growth (+27% YoY), while contributing 42% of Petropoulos' EBITDA.
- The Agricultural business unit (Landini-McCormick & Kubota), getting tailwinds from the "European Improvement Plans", not only showed strong top line growth (+22% YoY), but also ended the year with market share gains. (Chart 6).
- The Power Generation business unit, also enjoyed a year with strong growth. "Petrogen", with 57 years of experience in the market and holding the leading position, gained the most from the strong rebound of the construction sector and especially from new hotel projects.
- 2022 is expected to be a challenging year, especially for the Agricultural business unit, as the European Improvement Plans are terminated. On the other hand, Petrogen is expected to continue to grow in line with the Greek construction sector.

AMD Key Operating Figures Evolution 5



Agricultural Business Unit Market Share 6





Ostrea Division

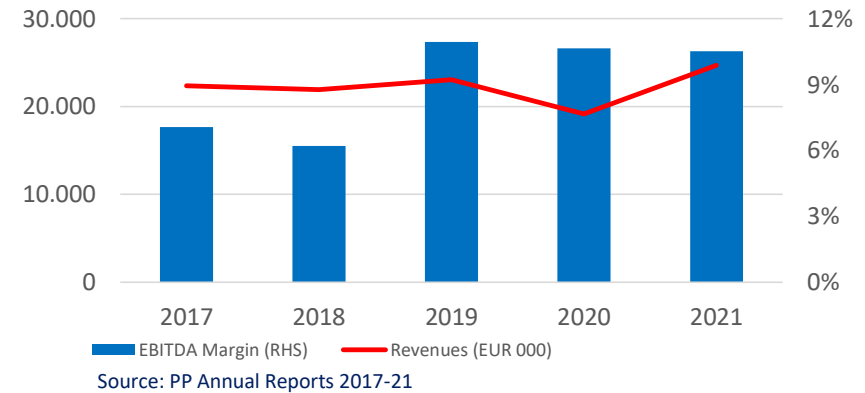
Navigating Through a Mismatched Market



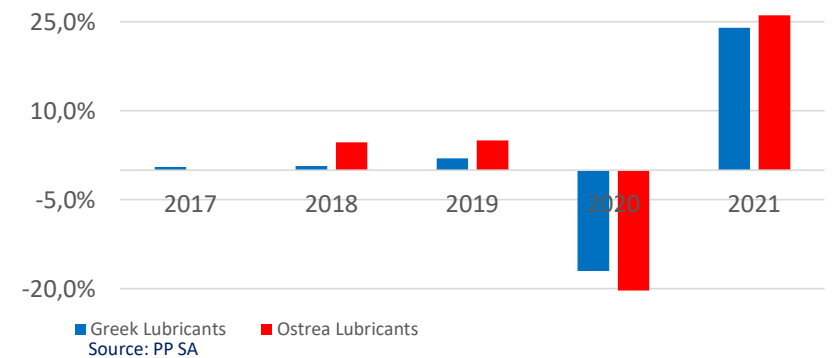
- Something to remember from the year 2021 was the huge imbalance between demand and supply in the overall lubricants market.
- Our very strong market positioning helped us to overcome all the difficulties we faced, especially the elevated costs, and finally we experienced a record year both in Revenues and in EBITDA (Chart 7).
- As the marine lubricants market returned to growth, we had the opportunity to regain the small market share losses that we experienced the previous year and to be established as the number 2 player in the domestic market (Chart 8).
- For 2nd time in a row and 4th during the last 6 years, we were recognized by Shell as its preferred distributor in the regions of South Europe and Africa.
- For 2022 we expect the Ostrea division to grow in line with the overall market.



Ostrea Key Operating Figures Evolution 7



GR Lubricants Market Growth Rates vs Shell Lubricants 8





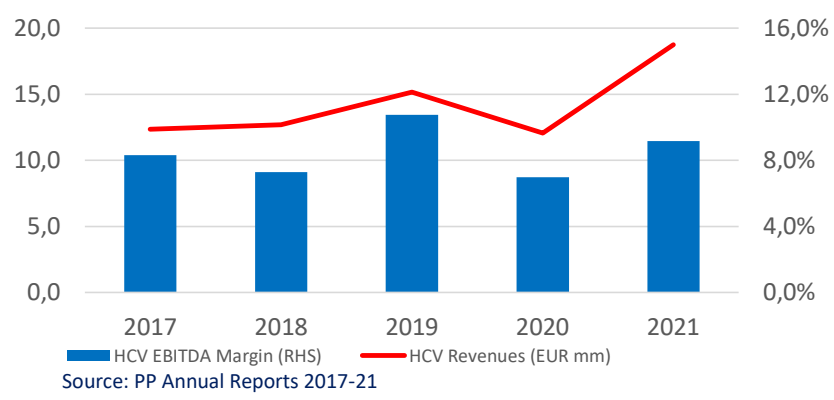
Heavy Commercial Vehicles Division (HCV)

Record Year, Despite the Highly Competitive Market

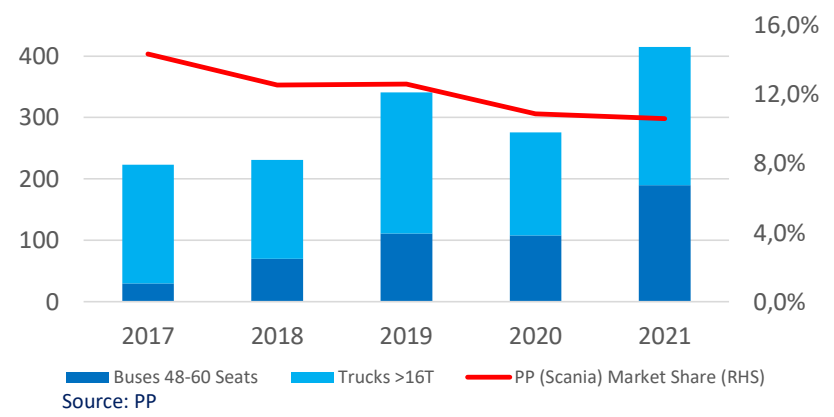


- Heavy Commercial Vehicles Division’s sales reached EUR 18,8m during 2021, rebounding strongly from a subdued 2020. As our EBITDA margin also increased, our profitability hit a 15-years record high (Chart 9).
- The aggregate Greek market of HCV & Buses grew by 50% during FY2021. Buses continued to grow, as they have done most of the last 5 years, while HCV unit reached their 2019 pick levels. Our market share remained stable vs previous years’ levels (Chart 10).
- Scania continued to be the leader in the Long Haulage Bus market (31% market share), while in the combined HCV (>16t) & Buses (60seats) market, we grew strongly, in line with the relevant market.
- Currently, we are anticipating the outcome of the tender of the Greek Public Buses, where we participated in 2 out of 5 sub segments representing BYD.
- Finally, for 2022, BYD’s electric 3,5t van and electric truck will be at the center of our selling campaign, while we are planning to continue the promotion of the new Anadolu Isuzu Citi Life bus.

HCV Key Operating Figures Evolution 9



GR Market of HCV & Buses (units) & PP Market Share 10





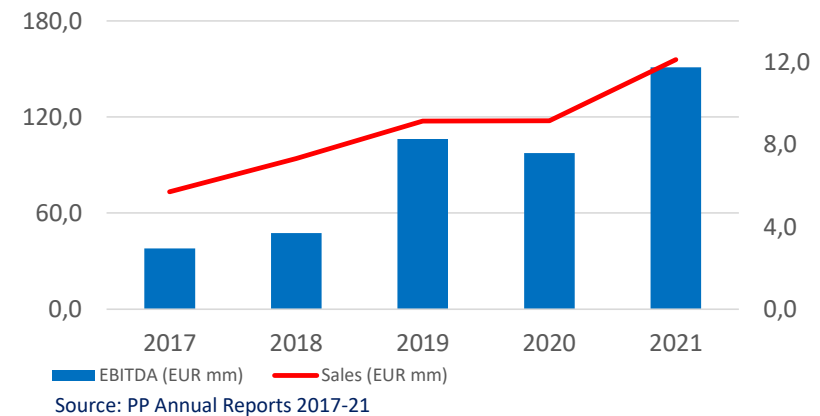
Key Financials

Looking Forward for the Next 100 Years

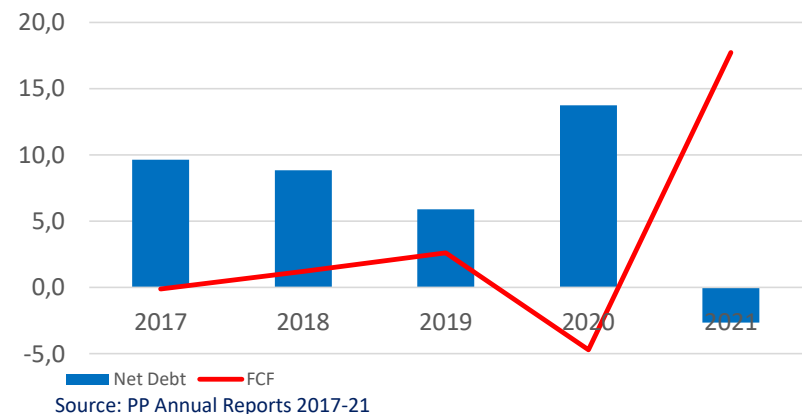
- In a nutshell, we are turning the century with record numbers in every single line of business.
- Thanks to our leading market positioning of our well diversified portfolio, we are able to outpace the entire Greek Motor market and more importantly to translate top line growth to record EBITDA margins (Chart 11).
- The aforementioned operating success along with the strong Asset/Liability management lead to two more records, Free Cash Flow reaching EUR 17,7m and Net Debt turning to Net Cash of EUR 2,66m (Chart 12).
- We are getting prepared for the next day of the Automotive industry. The already signed partnerships with leading global players of the EV market, together with the setup of the new unit for in-house development of innovative products give us confidence that and as we are already positioned for the next day of the Automotive industry
- We are looking forward for the next 100 years.



Petros Petropoulos Key Operating Figures Evolution 11



Petros Petropoulos FCF & Net Debt Evolution (Eur mm) 12





Stock Info



Stock Information

General

Market Main Market

Sector Commercial Vehicles and Spare Parts

No of Shares 7,1mio

Tickers

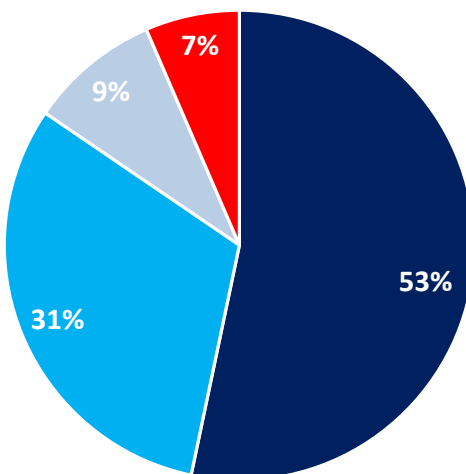
ATHEX ΠΕΤΡΟ

Reuters PTRr.AT

Bloomberg PETRO:GA

ISIN Code GRS345503007

Shareholder's Structure



■ Major Shareholders
■ Retail Investors

■ Institutional Investors
■ Own Shares

Share Price Performance (EUR)



Source: Bloomberg Data



Since 1922

An aerial photograph of a coastal landscape, showing a sandy beach, waves, a road, and dense green forest. A small car is visible on the road.

THANK YOU

www.petropoulos.com