

JSC Longo Group

Unified registration number 42103081417

Condensed Consolidated Interim Financial Statements

For the period ended 30 September 2025

PREPARED IN ACCORDANCE WITH IFRS
ACCOUNTING STANDARDS AS ADOPTED BY THE EU

Unaudited

Latvia, 2025

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General Information

Name of the Parent Group	Longo Group			
Legal status of the Parent Group	Joint Stock Company			
Unified registration number, place and date of registration	42103081417, Riga, Latvia, 30 C	42103081417, Riga, Latvia, 30 October 2017		
Registered office	Mūkusalas iela 72A, Riga, Latvia			
Shareholders		30.09.2025		
	SIA ALPPES Capital	45.18%		
	Other shareholders	54.82%		
	TOTAL	100%		
Board Members	Edgars Cērps - Chairman of the E	Board from 28.12.2020		
	Jacob Willem Hoogenboom - Mei	mber of the Board from 28.12.2020		
Council Members	Aigars Kesenfelds - Chairman of t	the Council from 28.12.2020 until 27.06.2025		
	Māris Keišs - Deputy of the Coun	cil from 01.03.2021 until 03.07.2025,		
	Chairman of the Council from 04	.07.2025		
	Alberts Pole - Member of the Cou	Alberts Pole - Member of the Council from 01.03.2021,		
	Deputy of the Council from 04.0	Deputy of the Council from 04.07.2025		
	Kristaps Ozols - Member of the C	Kristaps Ozols - Member of the Council from 01.03.2021		
	Jonathan Neil Smith - Member of	the Council from 01.03.2021		
Subsidiaries	Longo Latvia LLC, Latvia (100%)			
	Longo LT LLC, Lithuania (100%)			
	Longo Estonia LLC, Estonia (1009	6)		
	Longo Shared Services LLC, Lithu	ania (100%)		
	Longo Netherlands LLC, Netherla	nds (100%)		
	Longo Belgium LLC, Belgium (100	Longo Belgium LLC, Belgium (100%)		
	Maxxus LLC, Germany (100%)			
	Longo Poland LLC, Poland (100%)			
	Longo IP Holdings LLC, Latvia (10	00%)		
Financial period	01.01.2025 - 30.09.2025			
Previous financial period	01.01.2024 - 30.09.2024			

Longo's mission is to deliver **3 customer promises**



Wide assortment

Largest and widest competitively priced assortment of popular used car models in the Baltics



Convenient and safe

Most convenient and safest used car shopping experience end-to-end, both digital and on-site



Highest standards

Only quality cars with guaranteed mileage, full available history and freshly serviced and cleaned



Longo controls each step of the business

from buying and transporting cars

to preparing and selling them

01

Sourcing - Car Purchasing Operations

Longo has established a network in Western Europe, where it reviews, inspects and buys cars







02

Preparation Operations

Longo transports cars to Panevežys, Lithuania, where all cars are serviced, repaired, cleaned and photographed



03

Sales Operations

Longo stores, markets and sells cars in the Baltics and Poland









04

Aftersales

Longo also provides aftersales warranty and reengages customers for next purchase



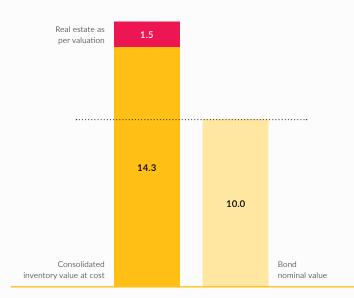






Longo collateral comfortably covers the nominal value of issued secured bonds

Values in M EUR As of 30 Sep 2025





Management Report

25 NOVEMBER 2025

Business results

With market conditions in Estonia improving, Longo had the first growth quarter this year. Group grew by 6.4% compared to prior, achieving EUR 13.2 million in revenue in Q3. With improved total Gross margin of 17% (up 0.9 pts), net profit for the quarter was EUR 163 thousand which is 12% higher than prior.

In first three quarters of 2025, JSC Longo Group generated total revenue of EUR 34.5 million, The positive Q3 performance minimized the year-to-date decrease in revenue to (1.6)% compared to 9M 2024. This downturn was primarily driven by a near standstill in the beginning of the year in the Estonian used car market following the introduction of the new Motor Vehicle Tax Act on 1 January 2025. The legislation introduced both an annual motor vehicle tax and a one-time registration fee, resulting in significantly higher ownership costs. Consequently, consumer demand for both new and used vehicles had temporarily weakened. Since April sales volumes of Estonian entity has been stabilizing, 70-80% of prior period volumes in Q3.

Equity ratioAs of 30 Sep 2025



EUR	2025 9M	2024 9M
Revenue	34.5 mln	35.1 mln
Gross profit	5.9 mln	5.6 mln
Gross margin	17%	16.1%
EBITDA	1.6 mln	1.3 mln
Count of cars sold, #	2994	3097

"Longo delivered its first growth quarter of the year, with revenues increasing by 6.4% to EUR 13.2 million in Q3. Our total gross margin strengthened to 17% — an improvement of 0.9 percentage points — and quarterly net profit rose to EUR 163 thousand, up 12% year-on-year. These results are not only a clear confirmation that our revised strategy is working; they also set a solid foundation for continued improvement and sustained growth in 2026."

Edgars Cērps

Group CEO and Co-Founder

Despite the revenue decline, the Group's gross profit margin for the 9 months increased by 0.9 pts year-over-year, reaching 17.0%, resulting in total gross profit of EUR 5.9 million. This improvement was mainly attributable to higher commissions from extended warranty sales, increase in income from value-added services and the reversal of a net realizable value (NRV) provision amounting to EUR 150 thousand.

Future prospects

Looking ahead, management remains firmly focused on restoring profitability through further gross margin improvements, especially by expanding value-added services and optimizing vehicle preparation workflows, as well as maintaining lower headcount to service the needed volumes. Continued stabilization in Estonia provides a platform for modest volume growth, while disciplined cost control, reduced headcount and enhanced monetization per car sold should support further performance improvement in 2026.



Largest used car dealer in the Baltics

Risk management

Credit risk

Receivables of the Group consist mainly of receivables from finance companies. Credit risk of the Group refers to the risk that a counterparty will default on its contractual obligations resulting in a financial loss to the Group. Longo considers all of its material counterparties to be creditworthy as they represent well-established financial institutions. The Group's exposure to credit risk is continuously monitored, in particular, if agreed payments are delayed.

The credit risk on cash and cash equivalents is limited because the counterparties are banks and payment systems. To spread the credit risk, Longo deposits its cash reserves with different banks and payment systems.

Interest rate risk

All of Longo's debt is structured with fixed interest rates, effectively eliminating interest rate risk for the Group.

Capital risk

The Group's objective when managing capital (net debt and total equity) is to ensure the continuity of its operations and within foreseeable future achieve optimal returns to shareholders. Management aims to maintain an optimal capital and funding structure that ensures the lowest cost of capital available to the Group.

The Group monitors equity capital on the basis of the capitalization ratio as defined in Bond prospectus. This ratio is calculated as Ratio of Adjusted Equity (the aggregate book value of the Group's total equity on a consolidated basis, increased by Subordinated Debt) to consolidated assets of the Group. Ratio as at 30 September 2025 was 42%. Overall management of the borrowings is driven by monitoring and complying with the lender imposed covenants as well as planning the further borrowing needs to ensure business development of the Group.

Liquidity risk

Prudent liquidity risk management of Longo means maintaining sufficient cash reserve to cover planned liabilities of the Group.

Events after the reporting period

There were no significant events after reporting period.

Signed on behalf of the Group on 25 November 2025 by:

Edgars Cērps

Chairman of the Board



Statement of Management Responsibility

Based on the information at the disposal of the Management Board of the Company, the financial statements for the period ended 30 September 2025 have been prepared in accordance with the requirements of the applicable regulatory enactments and provide a true and fair view of the assets, liabilities, financial position, and profit or loss of the Company and the consolidation group, and that the interim management report contains truthful information.

On behalf of the Management Board,

Edgars Cerps

Chairman of the Management Board JSC Longo Group



Comprehensive Income

	Notes	01.01.2025-30.09.2025 EUR	01.01.2024-30.09.2024 EUR
Revenues		34 528 609	35 077 963
Cost of sales		(28 658 660)	(29 447 476)
Gross profit		5 869 949	5 630 487
Selling expenses		(1 260 575)	(1 087 750)
Administrative expenses	1	(3 803 659)	(4 043 501)
Other operating expenses		(41 695)	(32 071)
Other income from interest and similar income		3 829	44 990
Interest expenses and similar expenses	2	(1 035 249)	(740 371)
Net operating expenses		(6 137 349)	(5 858 703)
Profit/(loss) before tax		(267 400)	(228 216)
Income tax		(49 769)	(19 915)
Net profit/(loss) for the period		(317 169)	(248 131)
EBITDA		1 602 870	1 257 792
Other comprehensive loss Items that are or may be reclassified subsequently to profit or lo	iss		
Translation of financial information of foreign operations to	presentation currency	(6 605)	7 627
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD		(323 774)	(240 504)

The accompanying notes on pages 16 to 20 are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 25 November 2025 by:

Edgars Cērps

Chairman of the Board

Ina Volkova



Financial Position

ASSETS

NON-CURRENT ASSETS	Notes	30.09.2025 EUR	31.12.2024 EUR
Intangible assets			
Intangible assets		1 101 363	1 115 488
Intangible assets development costs		1 490	581
Total intangible assets		1 102 853	1 116 069
Tangible assets			
Right-of-use assets		1 721 909	1 645 438
Property and equipment		2 247 004	438 176
Leasehold improvements		76 122	71 774
Construction in progress		129 358	1 750 462
Total tangible assets		4 174 393	3 905 850
Deferred tax assets		318 142	366 932
Total non-current financial assets		318 142	366 932
TOTAL NON-CURRENT ASSETS		5 595 388	5 388 851
CURRENT ASSETS			
Inventories			
Goods for resale and raw materials	3	14 530 826	12 870 451
Work in progress	3	41 299	137 507
Total inventories		14 572 125	13 007 958
Receivables and other current assets			
Other assets		471 717	762 498
Prepayments to suppliers and similar	4	922 547	858 629
Trade and other receivables		244 353	115 363
Contract assets		121 901	148 399
Total receivables and other current assets		1 760 518	1 884 889
Short-term financial investments			
Other investments		-	-
Total short-term financial investments		-	-
Cash and cash equivalents		1 091 088	2 206 214
TOTAL CURRENT ASSETS		17 423 731	17 099 061
TOTAL ASSETS		23 019 119	22 487 912

The accompanying notes on pages 16 to 20 are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 25 November 2025 by:

Edgars Cērps Ina Volkova
Chairman of the Board Responsible Accountant

Financial Position

EQUITY AND LIABILITIES

EQUITY	Notes	30.09.2025 EUR	31.12.2024 EUR
Share capital		13 080 810	13 034 872
Share premium		250 000	250 000
Share-based payment reserve		27 014	27 014
Subordinated debt restructuring reserve		174 962	174 962
Foreign currency translation reserve		(65 972)	(59 367)
Accumulated losses/Retained earnings			
brought forward		(6 499 503)	(5 412 990)
for the period		(317 169)	(1 086 513)
TOTAL EQUITY		6 650 142	6 927 978
LIABILITIES			
Non-current liabilities			
Loans and borrowings	5	13 612 179	13 345 628
Total non-current liabilities		13 612 179	13 345 628
Current liabilities			
Loans and borrowings	5	1 111 976	1 075 010
Trade payables		531 811	440 549
Taxes payable		584 477	330 014
Corporate income tax		23	2 597
Other liabilities		205 665	89 395
Accrued liabilities		322 846	276 741
Total current liabilities		2 756 798	2 214 306
TOTAL LIABILITIES		16 368 977	15 559 934
TOTAL EQUITY AND LIABILITIES		23 019 119	22 487 912

The accompanying notes on pages 16 to 20 are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 25 November 2025 by:

Edgars Cērps Ina Volkova

Chairman of the Board Responsible Accountant

Changes in Equity

	Share capital	Share premium	Foreign currency translation reserve	Other Reserves	Retained earnings / Accumulated loss	Total
Balance at 01.01.2024	13 017 058	250 000	4 532	12 215	(5 412 990)	7 870 815
Total comprehensive income						
Profit or loss for the period	-	-	-	-	(1 086 513)	(1 086 513)
Other comprehensive income	-	-	(63 899)	-	-	(63 899)
Total comprehensive income for the period	-	-	(63 899)	-	(1 086 513)	(1 150 412)
Transactions with owners of the Group						
Contributions and distributions						
Issues of ordinary shares	17 814	-	-	(874)	-	16 940
Equity-settled share-based payment	-	-	-	15 673	-	15 673
Subordinated debt restructuring reserve	-	-	-	174 962	-	174 962
Total transactions with owners of the Group	17 814	-	-	189 761	-	207 575
Balance at 31.12.2024	13 034 872	250 000	(59 367)	201 976	(6 499 503)	6 927 978
Balance at 01.01.2025	13 034 872	250 000	(59 367)	201 976	(6 499 503)	6 927 978
Total comprehensive income						
Profit or loss for the period	-	-	=	-	(317 169)	(317 169)
Other comprehensive income	-	-	(6 605)	-	-	(6 605)
Total comprehensive income for the period	-	-	(6 605)	-	(317 169)	(323 774)
<u>Transactions with owners of the Group</u>						
Contributions and distributions						
Issues of ordinary shares	45 938	-	-	-	-	45 938
Equity-settled share-based payment	-	-	-	-	-	-
Total transactions with owners of the Group	45 938	-	-	-	-	45 938
Balance at 30.09.2025	13 080 810	250 000	(65 972)	201 976	(6 816 672)	6 650 142

The accompanying notes on pages 16 to 20 are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 25 November 2025 by:

Edgars Cērps

Chairman of the Board

Ina Volkova



Cash Flows

Cash flows to/from operating activities	Notes	01.01.2025-30.09.2025 EUR	01.01.2024-30.09.2024 EUR
Profit/ (loss) before tax		(267 400)	(228 216)
Adjustments for:			
Amortization and depreciation		914 884	850 806
Interest expense	2	959 528	726 515
Interest income		-	(34 112)
(Gain)/Loss from disposal of property and equipment		35 119	(198)
Equity settled share-based payment transactions		45 938	16 939
Cash flow from operating activities before working capital changes		1 688 069	1 331 734
(Increase)/ decrease in inventories		(1 564 167)	950 406
(Increase)/ decrease in trade and other receivables		97 873	(314 953)
(Decrease)/ increase in advances received and trade payables		461 995	220 041
(Decrease)/ increase in accrued liabilities		46 107	(113 406)
(Increase)/ decrease in accrued income		26 498	21 129
Cash flows used in/from operations		756 375	2 094 951
Corporate income tax paid		(3 553)	(278
Net cash flows used in operating activities		752 822	2 094 673
Cash flows to/from investing activities			
Proceeds from sale of other securities		-	1 000 000
Acquisition of property and equipment and other intangible assets		(621 083)	(1 780 869)
Interest received		-	32 307
Payments for sale of other securities		-	4 471
Net cash flows to/from investing activities		(621 083)	(744 091)
Cash flows to/from financing activities			
Repayments of borrowings issuance costs		(9 399)	-
Repayment of liabilities for right-of-use assets		(481 881)	(535 476)
Mortage loan received		-	800 000
Interest paid		(750 000)	(429 734)
Cash payments for the interest portions of lease liabilities		-	(51 335
Net cash flows to/from financing activities		(1 241 280)	(216 545
Change in cash		(1 109 541)	1 134 037
Effects of currency translation on cash and cash equivalents		(5 585)	8 026
Cash at the beginning of the period		2 206 214	1 253 098
CASH AT THE END OF THE PERIOD		1 091 088	2 395 161

The accompanying notes on pages 16 to 20 are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 25 November 2025 by:

Edgars CērpsChairman of the Board

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Ina Volkova



1. Administrative expenses

	01.01.2025-30.09.2025 EUR	01.01.2024-30.09.2024 EUR
Employees' salaries	1 638 074	2 098 654
Amortization and depreciation	914 493	850 806
Social tax contributions	228 471	265 906
IT services	217 923	139 510
Office and branches' maintenance expenses	216 647	218 640
Professional services	159 782	102 759
Other personnel expenses	128 906	133 201
Audit fees	73 646	55 137
Transportation expenses	41 011	8 795
Insurance	39 618	37 996
Other administrative expenses	33 321	40 090
Business trips	26 726	16 584
Communication expenses	26 537	18 801
Legal services	24 762	14 494
Recruitment fees	14 362	14 094
Bank commissions	10 794	8 588
Representation	8 586	19 446
	TOTAL: 3 803 659	4 043 501

2. Interest expenses and similar expenses

	01.01.2025-30.09.2025 EUR	01.01.2024-30.09.2024 EUR
Interest expenses on issued bonds	959 867	670 872
Interest expenses on lease liabilities	68 506	46 626
Other financial expenses	6 876	13 856
Interest expenses on loan facilities	-	9 017
	TOTAL: 1 035 249	740 371

3. Inventories

		30.09.2025 EUR	31.12.2024 EUR
Acquired vehicles for purpose of selling them to customers		14 347 725	12 870 093
Raw materials		183 101	150 358
Work in progress		41 299	137 507
	TOTAL:	14 572 125	13 007 958

Inventory is measured at lower of cost and net realizable value. The cost of an individual car included in the inventory balance is determined using the purchase price for the car including directly and indirectly attributable sourcing, transport and repair costs. At the reporting date, a detailed review for net realizable value is executed for cars that have been in inventory at 30 September 2025. Management has performed analysis to determine profit margins for all cars that were sold after 30 September 2025, and concluded that no adjustment to net realizable value should be expensed through profit or loss in Q3 2025. In Latvia and Lithuania inventories are pledged as bonds' collateral, total amount of pledged inventory in these countries is EUR 11 381 634 (31.12.2024: inventories of Latvia and Lithuania were pledged for amount of EUR 10 492 239).

4. Prepayments to suppliers and similar

		30.09.2025 EUR	31.12.2024 EUR
VAT receivable and other taxes		706 909	646 040
Security deposits		85 836	85 677
Prepayments to suppliers		88 270	82 259
Advances paid for goods and services		41 532	44 653
	TOTAL:	922 547	858 629



5. Loans and borrowings

Non-current Liabilities for issued debt securities	Interest rate per annum (%)	Maturity	30.09.2025 EUR	31.12.2024 EUR
Bonds EUR 10 million notes issue ¹⁾	10%	30.11.2027	9 226 258	9 163 505
Bonds EUR 3.00 million notes issue ²⁾	6%	31.12.2029	3 157 718	3 019 323
		TOTAL:	12 383 976	12 182 828
Lease liabilities ³⁾	3%-9%	up to 5 years	1 228 203	1 162 800
		TOTAL:	1 228 203	1 162 800
	TOTAL NON-CURRENT BORROWINGS:		13 612 179	13 345 628

1) On 30 November 2024, the Group registered with the Latvian Central Depository a bond facility through which it can raise up to EUR 20 million.

In the first tranche (ISIN LV0000804987) The Group has raised a total of EUR 10 000 000 as at 30 November 2024 (EUR 10 000 000 at 30 September 2025). This bond issue is secured by the assets of Longo Latvia LLC, Longo LT LLC and real estate of Longo shared services LLC. The notes are issued at par, have a maturity of three years and carry a coupon of 10% per annum, paid monthly in advance.

The new facility was used to 1) refinance existing bonds that were expiring on 30 November 2024 and 30 June 2025 (outstanding amounts at 30 September 2024, were EUR 1 515 000 and EUR 4 900 000 respectively) and 2) finance expansion plans via investment in Inventory and opening new branches in the Baltics and Poland.

The bonds of JSC Longo Group have been admitted to trading on the Nasdaq Baltic Main Market by Nasdaq Riga since 9 December 2024.

2) On 30 December 2021, the Group registered with the Latvian Central Depository a subordinated bond facility through which it can raise up to EUR 3 million. The Group has raised a total of EUR 3 000 000 as at 31 December 2024 (EUR 3 000 000 at 30 September 2025). The notes were issued at par, with a maturity of five years, and carried a fixed coupon of 6% per annum, paid monthly in advance. In 2024, the terms were amended. After amendments the maturity date of the subordinated bonds has been extended until 31 December 2029 and the coupon payment frequency is set to once, at maturity. As all subordinated bondholders are shareholders, the modification gain from the restructuring resulted in reducing the carrying amount of subordinated debt and increasing the subordinated bonds reserve within equity in amount of EUR 174 962.

3) The Group has entered into several lease agreements for office premises and car lots as well as several vehicle rent agreements.

Accordingly, those liabilities are split between current ans non-current as at 30 September 2025.

Current Liabilities for issued debt securities	Interest rate per annum (%)	Maturity	30.09.2025 EUR	31.12.2024 EUR
Bonds EUR 10 million notes issue ¹⁾	10%	30.11.2027	517 957	518 975
		TOTAL:	517 957	518 975
Lease liabilities ³⁾	3%-9%	up to 12 months	594 019	556 035
		TOTAL:	594 019	556 035
	TOTAL CURRENT BORROWINGS:		1 111 976	1 075 010

6. Commitments and contingencies

There are restrictions in the prospectus for the secured bonds issued (ISIN LV0000804987). These financial covenants are the following:

- (a) To maintain consolidated Collateral Coverage Ratio (The ratio of Collateral Value plus Adjusted Cash divided by Secured Financial Indebtedness) of at least 1.3x (one point three times) calculated for the Relevant Period at the end of each quarter;
- (b) To maintain consolidated Capitalization Ratio (The ratio of Adjusted Equity to consolidated assets of the Group) at least 30% (thirty percent) calculated for the Relevant Period at the end of each quarter;
- (c) To maintain consolidated Debt Service Coverage Ratio (Measures the ability of the Group to service its Financial Indebtedness and is calculated as EBITDA divided by Debt Service Charges over the Relevant Period.) of at least 1.2x (one point two times), calculated for the Relevant Period at the end of each quarter.

During the reporting period the Group complied with all externally imposed capital requirements to which it was subjected to.

All of the covenants are fulfilled with following ratios:

a) 1.51x

b) 42%

c) 1.23x

7. Events after the reporting period

There were no significant events after reporting period.

Signed on behalf of the Group on 25 November 2025 by:

Edgars Cērps

Chairman of the Board

Ina Volkova

