

## **Longo Group JSC**

Unified registration number 42103081417

## Condensed Consolidated Financial Statements

For the year ended 31.12.2023

**Unaudited** 

Prepared in accordance with International Financial Reporting Standards as adopted by the EU Latvia, 2024

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## General Information

Name of the Parent Group	Longo Group	Longo Group		
Legal status of the Parent Group	Joint Stock Company	Joint Stock Company		
Unified registration number, place and date of registration	42103081417, Riga, Latvia, 30 Oc	tober 2017		
Registered office	Mūkusalas iela 72A, Riga, Latvia			
Shareholders		31.12.2023		
	SIA ALPPES Capital	45.40%		
	Other shareholders	54.60%		
	TOTAL:	100%		
Board Members	Edgars Cērps - Chairman of the Bo	ard from 28.12.2020		
	Jacob Willem Hoogenboom - Mem	ber of the Board from 28.12.2020		
Council Members	Aigars Kesenfelds - Chairman of th	e Council from 28.12.2020		
	Māris Keišs - Deputy of the Counci	il from 01.03.2021		
	Alberts Pole - Member of the Cour	ncil from 01.03.2021		
	Kristaps Ozols - Member of the Co	uncil from 01.03.2021		
	Jonathan Neil Smith - Member of t	he Council from 01.03.2021		
Subsidiaries	Longo Latvia LLC, Latvia (100%)			
	Longo LT LLC, Lithuania (100%)			
	Longo Estonia LLC, Estonia (100%)			
	Longo Shared Services LLC, Lithuar	nia (100%)		
	Longo Netherlands LLC, Netherland	ds (100%)		
	Longo Belgium LLC, Belgium (100%	<u>(</u>		
	Maxxus LLC, Germany (100%)			
	Longo Poland LLC, Poland (100%)			
	Longo IP Holdings LLC, Latvia (100	%)		
Financial period	01.01.2023 - 31.12.2023			
Previous financial period	01.01.2022 - 31.12.2022			

# 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-toend, 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





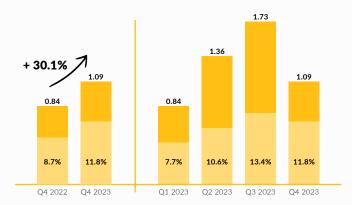




## Longo demonstrates strong gross profit increase Q4 2023 compared to Q4 2022

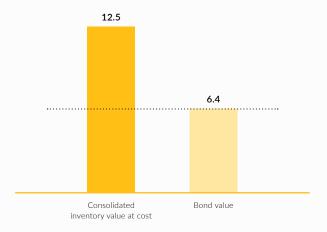
The Y-o-Y improvement demonstrates the results of process improvements and the stabilization of used car prices in 2023 after the sharp drop at the end of 2022. There is decrease in gross profit margin in Q4 due to seasonality, including the more expensive winter tire effect. The used car market prices have remained stable.

Gross profit, in M EUR Gross margin, %



## Longo current inventory comfortaby covers the value of issued bonds

Longo inventory value, in M EUR As of 31 Dec 2023





## **Management Report**

19 February 2024

#### **Business results**

Longo has sold cars worth EUR 45.8 million during year 2023, which is an increase of 2.5% compared to the same period in 2022. Even in uncertain market conditions in the Baltics and beyond, the Group has ensured growth in its main markets of operation.

The year 2023 can be marked as a period of investment in the future of Longo Group - there have been significant changes and improvements in all areas of business. Most notably - improved processes in Longo Shared services, enhanced quality and dynamics of pricing procedures and redesigned marketing strategy of the Group. First comprehensive radio campaign was launched across three Baltic countries and there was significant reduction in performance marketing cost per view. At the end of 2023, Longo Group own web traffic consistently generated over 100 thousand unique visitors per week. This allowed Longo to eliminate classified platform expenditures across all sales markets. Besides, the Group has increased focus on and expanded supplementary income channel offers.

Due to multiple external factors - high inflation and interest rate environment, soaring energy costs, along with weakened customer demand and significant drop in used car retail prices at the end of the year 2022- especially impacting the profitability of first two quarters of the year, total gross profit of Longo in year 2023 has improved just by 0.7% compared to same period last year. Gross profit of the group was EUR 5.02 million, with gross margin being 10.9%. Longo has recovered the margins - each month of first three quarters has shown improvement with Q3 gross margin being highest yet. There is slight decrease in Q4 gross margin compared to Q3 mainly due to seasonality effect. If comparing Q4 2023 to the same quarter in 2022, gross profit of the Group has increased by 30.1% to EUR 1.1 million, gross margin being up to 11.8% from 8.7% - demonstrating the results of process improvements introduced in sourcing and pricing operations, as well as stabilization of market prices. In the beginning of Q1 2024 the tendency continues and there is a significant improvement in Gross profit year on year.

Mainly driven by one-off start-up costs Longo Group incurred due to launching operations in Poland and the weak gross profit in the first two quarters of the year, the net loss of the Group in 2023 was EUR 0.5 million. Longo Poland operation is expected to reach break even and start contributing to profitability of the Group during first half of year 2024.

Increased focus on supplementary income channels has paid off and other operating income from sales of lease and insurance products of its partners has brought EUR 1.9 million income to Longo Group- it is 25.3% more than in previous year.

The Group continues to be committed to executing its set strategy and working hard on the core pillars of operation - procurement, sales, preparation operations and efficient inventory management.

#### **Future prospects**

The Group has ambitious plans for year 2024 and beyond - to improve its profitability while increasing its revenue. It is to be achieved by boosting its brand awareness, expanding its physical network, and further diversifying its car assortment. There is continuous focus on increasing the capacity of refurbishing center of the Group. Longo continues to successfully sell financing of its partners as well as has introduced new additional service to cater their customer needs - extended warranty insurance provided by its insurance partner. The management of Longo Group is firmly confident in the potential business opportunities within the fragmented used car market in the Baltic region and Poland.

"Continuous dedication of the team, as well as development and improvement of processes have led Longo to selling cars worth EUR 45.8 million during year 2023 thus ensuring 2.5% growth even in uncertain market conditions"

**Edgars Cērps**Group CEO and Co-Founder





Largest specialized 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

Longo's interest rate risk arises primarily from its debt. As at 31 December 2023, a long-term debt of EUR 4.9 million is financed at a floating interest rate (6% + 3M EURIBOR) for a period of 1.5 years.

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 31 December 2023 was 55%. 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 have been no significant events after the end of the reporting period.

Signed on behalf of the Group on 19 February 2024 by:

#### Edgars Cērps

Chairman of the Board



## **Comprehensive Income**

	Notes	01.01.2023-31.12.2023 EUR	01.01.2022-31.12.2022 EUR
Revenue from vehicle sales		45 840 353	44 719 585
Cost of sales		(40 817 600)	(39 743 477)
Gross profit		5 022 753	4 976 108
Selling expenses		(1 533 708)	(1 102 507)
Administrative expenses	1	(4 703 087)	(4 576 795)
Other operating income		1 949 205	1 519 176
Other operating expenses	2	(411 739)	(91 854)
Other income from interest and similar income		14 093	-
Interest expenses and similar expenses	3	(884 545)	(556 719)
Net operating expenses		(5 569 781)	(4 808 699)
Profit/(loss) before tax		(547 028)	167 409
Income tax		17 937	(516)
Net profit/(loss) for the period		(529 091)	166 893
Other comprehensive income/(loss)  Items that are or may be reclassified subsequently to profit or loss  Net investment in a foreign operation		- 4 532	(4.40)
Translation of financial information of foreign operations to pr  TOTAL COMPREHENSIVE INCOME/(LOSS) FOR THE PERIO		(524 559)	(149) 166 744

The accompanying notes on pages 15 to 19 are an integral part of these consolidated financial statements.

Signed on behalf of the Group on 19 February 2024 by:

Edgars Cērps	Olīvija Lavrenova
Chairman of the Board	Senior Group Accountant

### **Financial Position**

#### **ASSETS**

NON-CURRENT ASSETS	Notes	31.12.2023 EUR	31.12.2022 EUR
Intangible assets			
Intangible assets		961 329	690 960
Intangible assets development costs		504	12 474
Total intangible assets		961 833	703 434
Tangible assets			
Right-of-use assets		1 292 304	1 894 801
Property and equipment		497 374	421 279
Leasehold improvements		97 706	122 074
Construction in progress		29 406	145 610
Total tangible assets		1 916 790	2 583 764
Deferred tax assets		342 518	323 999
Total non-current financial assets		342 518	323 999
TOTAL NON-CURRENT ASSETS		3 221 141	3 611 197
CURRENT ASSETS			
Inventories			
Goods for resale and raw materials	4	12 573 927	13 064 264
Work in progress	4	85 699	111 499
Total inventories		12 659 626	13 175 763
Receivables and other current assets			
Other assets		663 748	875 830
Prepayments to suppliers and similar		568 916	862 064
Trade and other receivables		208 724	161 931
Contract assets		130 353	139 848
Total receivables and other current assets		1 571 741	2 039 673
Short-term financial investments			
Other securities	5	1 002 666	-
Total short-term financial investments		1 002 666	-
Cash and cash equivalents		1 253 098	1 424 762
TOTAL CURRENT ASSETS		16 487 131	16 640 198
TOTAL ASSETS		19 708 272	20 251 395

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Edgars Cerps	Olīvija Lavrenova
Chairman of the Board	Senior Group Accountant

## **Financial Position**

#### **EQUITY AND LIABILITIES**

EQUITY	Notes	31.12.2023 EUR	31.12.2022 EUR
Share capital		13 017 058	12 969 926
Share premium		250 000	250 000
Share-based payment reserve		875	48 007
Foreign currency translation reserve		4 532	(149)
Accumulated losses/Retained earnings			
brought forward		(4 882 016)	(5 048 909)
for the period		(529 091)	166 893
TOTAL EQUITY		7 861 358	8 385 768
LIABILITIES			
Non-current liabilities			
Loans and borrowings	6	8 152 534	6 733 960
Total non-current liabilities		8 152 534	6 733 960
Current liabilities			
Loans and borrowings	6	2 430 326	3 856 638
Trade payables		273 983	404 840
Taxes payable		465 596	465 108
Corporate income tax		296	817
Other liabilities		83 978	106 530
Accrued liabilities		440 201	297 734
Total current liabilities		3 694 380	5 131 667
TOTAL LIABILITIES		11 846 914	11 865 627
TOTAL EQUITY AND LIABILITIES		19 708 272	20 251 395

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Edgars Cērps Olīvija Lavrenova
Chairman of the Board Senior Group Accountant

## **Changes in Equity**

	Share capital	Share premium	Foreign currency translation reserve	Other reserves	Retained earnings / Accumulated loss	Total
Balance at 01.01.2022	12 969 926	250 000	-	38 007	(5 048 909)	8 209 024
Total comprehensive income						
Profit for the period	-	-	-	-	166 893	166 893
Other comprehensive income	-	-	(149)	-	-	(149)
Total comprehensive income for the period	-	-	(149)	-	166 893	166 744
Transactions with owners of the Group						
Contributions and distributions						
Equity-settled share-based payment	-	-	-	10 000	-	10 000
Total transactions with owners of the Group	-	-	-	10 000	-	10 000
Balance at 31.12.2022	12 969 926	250 000	(149)	48 007	(4 882 016)	8 385 768
Balance at 01.01.2023	12 969 926	250 000	(149)	48 007	(4 882 016)	8 385 768
Total comprehensive income						
Profit for the period	-	-	-	-	(529 091)	(529 091)
Other comprehensive income	-	-	4 681	-	-	4 681
Total comprehensive income for the period	-	-	4 681	-	(529 091)	(524 410)
Transactions with owners of the Group						
Contributions and distributions						
Issues of ordinary shares	47 132	-	-	(47 132)	-	(O)
Equity-settled share-based payment	-	-	-	-	-	-
Total transactions with owners of the Group	47 132	-	-	(47 132)	-	(0)
Balance at 31.12.2023	13 017 058	250 000	4 532	875	(5 411 107)	7 861 358

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Chairman of the Board
Senior Group Accountant

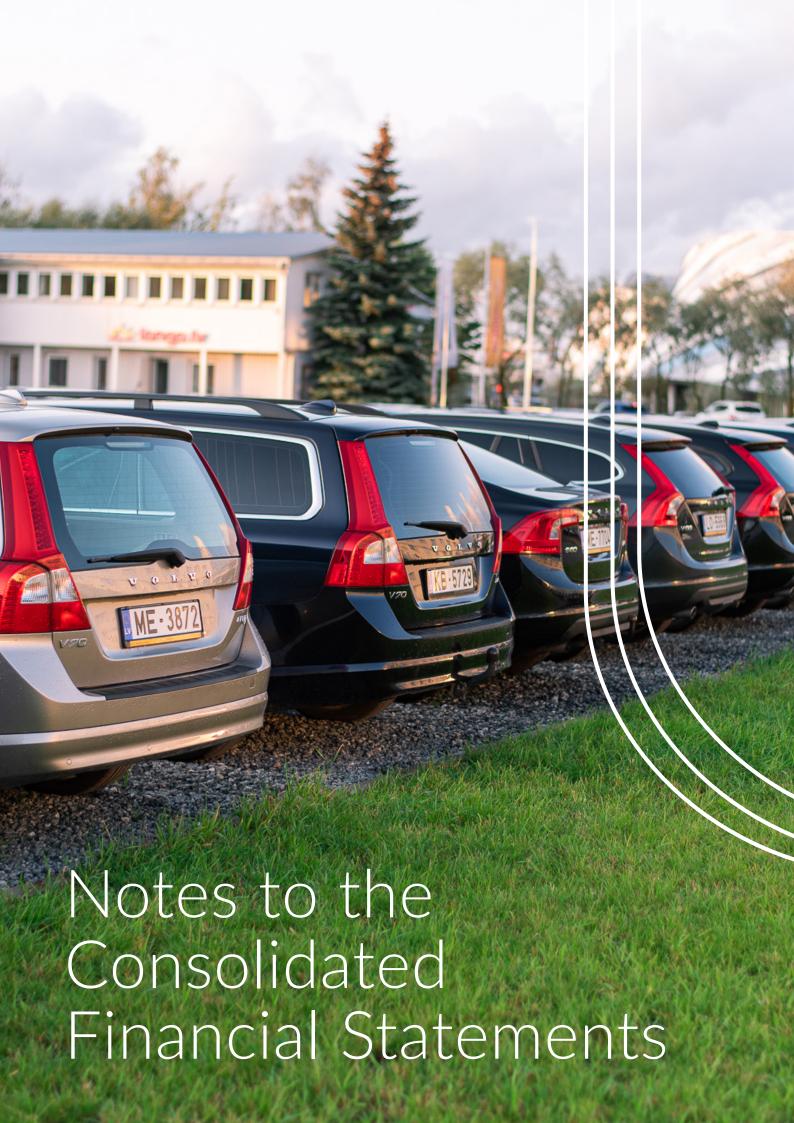
## **Cash Flows**

Cash flows to/from operating activities	Notes	01.01.2023-31.12.2023 EUR	01.01.2022-31.12.202 EU
Profit before tax		(547 028)	167 40
Adjustments for:			
Amortization and depreciation		1 039 680	828 23
Interest expense	3	873 804	551 39
Interest income		(14 093)	
(Gain)/Loss from disposal of property and equipment		102	14 52
Equity settled share-based payment transactions		-	10 00
Income from COVID-19 related rent concession		-	(2 04)
Cash flow from operating activities before working capital changes		1 352 465	1 569 51
(Increase)/ decrease in inventories		516 137	(4 947 20
(Increase)/ decrease in trade and other receivables		458 437	(491 37
(Decrease)/ increase in advances received and trade payables		(152 921)	132 02
(Decrease)/ increase in accrued liabilities		142 467	51 70
(Increase)/ decrease in accrued income		31 640	(101 90
Cash flows used in/from operations		2 348 225	(3 787 22
Interest received		-	
Corporate income tax paid		(521)	53
Net cash flows used in operating activities		2 347 704	(3 786 693
		(1,000,000)	
Cash flows to/from investing activities Other securities acquired		(1 000 000)	
-		(1 000 000) (586 936)	(744 05
Other securities acquired			•
Other securities acquired  Acquisition of property and equipment and other intangible assets			•
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets		(586 936)	•
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities		(586 936) - 11 509	3 70
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities		(586 936) - 11 509 (1 100)	3 70
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities		(586 936) - 11 509 (1 100)	3 70 ( <b>740 35</b>
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities		(586 936) - 11 509 (1 100)	(740 35)
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings		(586 936)	(740 35 (1 000 (212 41)
Other securities acquired  Acquisition of property and equipment and other intangible assets Proceeds of property and equipment and other intangible assets Interest received Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings Payments for borrowings issuance costs		(586 936)	(740 35 (1 00) (212 41) (547 74
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings  Payments for borrowings issuance costs  Repayment of liabilities for right-of-use assets		(586 936)	(740 35 (1 000 (212 41) (547 74 1 000 00
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings  Payments for borrowings issuance costs  Repayment of liabilities for right-of-use assets  Borrowing received		(586 936)	(740 35 (1 000 (212 41) (547 74 1 000 00
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings  Payments for borrowings issuance costs  Repayment of liabilities for right-of-use assets  Borrowing received  Bonds sold		(586 936) - 11 509 (1 100) (1 576 527)  - (57 169) (712 928) - 2 260 152	(740 35 (1 000 (212 41) (547 74 1 000 00 3 320 00
Other securities acquired  Acquisition of property and equipment and other intangible assets  Proceeds of property and equipment and other intangible assets  Interest received  Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings  Payments for borrowings issuance costs  Repayment of liabilities for right-of-use assets  Borrowing received  Bonds sold  Bonds repurchased		(586 936)	(740 35) (1 000 (212 41) (547 74) 1 000 00 3 320 00 (444 71)
Other securities acquired  Acquisition of property and equipment and other intangible assets Proceeds of property and equipment and other intangible assets Interest received Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings Payments for borrowings issuance costs Repayment of liabilities for right-of-use assets Borrowing received Bonds sold Bonds repurchased Interest paid  Cash payments for the interest portions of lease liabilities		(586 936)	(740 35: (1 000 (212 410 (547 74 1 000 00 3 320 00 (444 71- (53 24)
Acquisition of property and equipment and other intangible assets Proceeds of property and equipment and other intangible assets Interest received Payments for acquisition of securities Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings Payments for borrowings issuance costs Repayment of liabilities for right-of-use assets Borrowing received Bonds sold Bonds repurchased Interest paid		(586 936)	(740 35: (1 000 (212 410 (547 74: 1 000 00 3 320 00 (444 71- (53 24) 3 060 88
Other securities acquired  Acquisition of property and equipment and other intangible assets Proceeds of property and equipment and other intangible assets Interest received Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings Payments for borrowings issuance costs Repayment of liabilities for right-of-use assets Borrowing received Bonds sold Bonds repurchased Interest paid Cash payments for the interest portions of lease liabilities  Net cash flows to/from financing activities  Change in cash		(586 936)	(740 35: (1 000 (212 410 (547 74: 1 000 00 3 320 00 (444 71- (53 24) 3 060 88
Other securities acquired  Acquisition of property and equipment and other intangible assets Proceeds of property and equipment and other intangible assets Interest received Payments for acquisition of securities  Net cash flows to/from investing activities  Cash flows to/from financing activities  Repayments of borrowings Payments for borrowings issuance costs Repayment of liabilities for right-of-use assets Borrowing received Bonds sold Bonds repurchased Interest paid Cash payments for the interest portions of lease liabilities  Net cash flows to/from financing activities		(586 936)	(744 05: 3 70 (740 35: (1 000 (212 410 (547 74: 1 000 00 3 320 00 (444 71- (53 24: 3 060 88 (1 466 15:

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Edgars Cērps Olīvija Lavrenova
Chairman of the Board Senior Group Accountant



#### 1. Administrative expenses

		01.01.2023-31.12.2023 EUR	01.01.2022-31.12.2022 EUR
Employees' salaries		2 450 268	2 292 262
Amortization and depreciation		1 039 680	828 236
Social tax contributions		304 911	302 456
Office and branches' maintenance expenses		253 702	303 393
IT services		127 444	97 897
Professional services		127 016	150 193
Other personnel expenses		91 481	238 955
Audit fees		69 735	67 331
Other administrative expenses		56 827	68 034
Insurance		55 150	40 293
Recruitment fees		26 502	50 274
Business trips		22 392	37 456
Communication expenses		22 233	21 653
Transportation expenses		16 310	26 555
Representation		16 137	19 527
Legal services		12 184	20 293
Bank commissions		11 115	11 987
	TOTAL:	4 703 087	4 576 795

#### 2. Other operating expenses

		01.01.2023-31.12.2023 EUR	01.01.2022-31.12.2022 EUR
Other operating expenses		398 250	17 533
Penalty fees paid		6 558	10 054
Other taxes		6 426	5 771
Donations		400	10 000
Loss on sale of fixed assets		102	14 522
Write-offs of bad debts		3	336
BPM expenses		-	33 638
	TOTAL:	411 739	91 854

Increase in Other operating expenses is due to write-off of startup costs of EUR 379'985 for launching Longo Group subsidiary in Poland. This is an exceptional item which is not in line with the ordinary course of business. Longo Poland operation is expected to reach break even and start contributing to profitability of the Group during first half of year 2024.

#### 3. Interest expenses and similar expenses

		01.01.2023-31.12.2023 EUR	01.01.2022-31.12.2022 EUR
Interest expenses on issued bonds		813 659	467 279
Interest expenses on lease liabilities		58 448	57 128
Other financial expenses		10 741	5 322
Interest expenses on loan facilities		1 697	26 990
	TOTAL:	884 545	556 719

#### 4. Inventories

		31.12.2023 EUR	31.12.2022 EUR
Acquired vehicles for purpose of selling them to customers		12 489 480	13 014 464
Lithuania		6 194 938	5 249 795
Latvia		3 830 573	3 973 670
Estonia		2 893 475	3 742 559
Poland		218 316	593 445
NRV allowance		-	(160 113)
Netherlands		40 940	70 284
Belgium		15 670	=
Intercompany consolidation eliminations		(704 432)	(455 176)
Raw materials		84 447	49 800
Work in progress		85 699	111 499
	TOTAL:	12 659 626	13 175 763

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 attributable repair costs for reconditioning the car for selling purposes. At the reporting date, a detailed review for net realizable value is executed for cars that have been in inventory at 31 December 2023. Management had performed analysis to determine profit margins for all cars that were sold in 2024, and concluded that no adjustments to net realizable value should be expensed through profit or loss in year 2023. In Latvia, Estonia, and Lithuania inventories are pledged as bonds` collateral, total amount of pledged inventory in these countries is EUR 12 381 295 (31.12.2022: EUR 12 665 412).

Included in cost of goods sold for the periods ended 31 December 2023 and 31 December 2022, are inventory write-offs of EUR 0 and EUR 160 113, respectively.

#### 5. Other securities

	Interest rate per annum (%)	31.12.2023 EUR	31.12.2022 EUR
Bonds 1.00 million EUR notes purchase	6%+3M EURIBOR	1 002 666	-
TOTAL:		1 002 666	-

On 23 November 2023, the Group management decided to slightly scale down inventory due to the seasonality of the business therefore deploying its short-term liquidity by buying bonds (ISIN:LV0000860146) worth EUR 1 million.

#### 6. Loans and borrowings

Non-current	Interest rate per annum (%)	Maturity	31.12.2023 EUR	31.12.2022 EUR
Liabilities for issued debt securities				
Bonds EUR 3.00 million notes issue <sup>1)</sup>	6%	31.12.2026	2 872 469	2 708 794
Bonds EUR 4.90 million notes issue <sup>2)</sup>	6%+3M EURIBOR	30.06.2025	4 511 038	2 541 164
		TOTAL:	7 383 507	5 249 958
Lease liabilities <sup>4)</sup>	3%-8%	up to 5 years	769 027	1 314 335
		TOTAL:	769 027	1 314 335
Loans from related parties <sup>5)</sup>	6%	31.12.2024	-	169 667
		TOTAL:	-	169 667
TOTAL NON-CURRENT BORROWINGS:		BORROWINGS:	8 152 534	6 733 960

<sup>&</sup>lt;sup>1)</sup> 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 2023 (EUR 2 830 000 at 31 December 2022).

The notes are issued at par, have a maturity of five years and carry a fixed coupon of 6% per annum, paid monthly in advance. All subordinated bond facility is acquired by the shareholders as a result of conversion of loan facility.

The Group has raised a total of EUR 4 900 000 as at 31 December 2023 (EUR 2 850 000 at 31 December 2022).

This bond issue is secured by the assets of Longo Latvia LLC, Longo LT LLC and Longo Estonia LLC. The notes are issued at par, have a maturity of three years and carry a coupon of 6%+3M EURIBOR per annum, paid monthly in advance.

The bonds of JSC Longo Group have been admitted to trading on the Nasdaq Baltic First North Market by Nasdaq Riga since June 28, 2023.

<sup>3)</sup> On 30 November 2021, the Group registered with the Latvian Central Depository a bond facility through which it can raise up to EUR 3 million.

Part of the Noteholders have used the right to early redemtion of the notes (put option) on 30 November 2023 therefore the Group has bonds outstanding for EUR 1 515 000 as at 31 December 2023 (EUR 3 000 000 at 31 December 2022).

This bond issue is secured by the assets of Longo Latvia LLC and Longo LT LLC. The notes are issued at par, have a maturity of three years- therefore are recognised as short-term liability, and carry a fixed coupon of 6% per annum, paid monthly in advance.

The bonds of JSC Longo Group have been admitted to trading on the Nasdaq Baltic First North Market by Nasdaq Riga since March 31, 2022.

Accordingly, those liabilities are split between current and non-current as at 31 December 2023.

Current	Interest rate per annum (%)	Maturity	31.12.2023 EUR	31.12.2022 EUR
Liabilities for issued debt securities				
Bonds EUR 3.00 million notes issue <sup>1)</sup>	6%	31.12.2026	124 347	117 296
Bonds EUR 4.90 million notes issue <sup>2)</sup>	6%+3M EURIBOR	30.06.2025	241 690	144 380
Bonds EUR 1.515 million notes issue <sup>3)</sup>	6%	30.11.2024	1 472 464	2 934 410
		TOTAL:	1 838 501	3 196 086
Lease liabilities <sup>4)</sup>	3%-8%	up to 12 months	591 825	659 675
		TOTAL:	591 825	659 675
Accrued interest on loans from related parties <sup>5)</sup>		05.01.2023	-	877
		TOTAL:	-	877
	TOTAL CURRENT BORROWINGS:		2 430 326	3 856 638

<sup>&</sup>lt;sup>2)</sup> On 10 June 2022, the Group registered with the Latvian Central Depository a bond facility through which it can raise up to EUR 5 million.

<sup>&</sup>lt;sup>4)</sup> The Group has entered into several lease agreements for office premises and car lots as well as several vehicle rent agreements.

<sup>&</sup>lt;sup>5)</sup> Shareholders` loan in a form of a credit line, duration up to 5 years, was converted to subordinated bonds.

#### 7. Commitments and contingencies

There are restrictions in the prospectus for the senior secured bonds issued (ISIN LV0000860062 and LV0000860096) and subordinated bonds issued (ISIN LV0000802544).

These financial covenants are the following:

- A) To maintain consolidated Interest Coverage Ratio (The ratio of EBITDA to Net Finance Charges for the Relevant Period) of at least 2x (two times), calculated for the Relevant Period at the end of each quarter;
- B) To maintain consolidated Equity Ratio (Ratio of Adjusted Equity (the aggregate book value of the Group's total equity on a consolidated basis, increased by Subordinated Debt, according to the most recent Financial Report) to consolidated assets of the Group calculated according to the most recent Financial Report) at least 30% (thirty per cent) calculated for the Relevant Period at the end of each quarter;
- C) To maintain Inventory Coverage Ratio (The ratio of Pledged Inventory plus consolidated Cash and Cash Equivalents of the Group divided by the Secured Financial Indebtedness) for the Collateral Provider of at least 1.5x (one point five 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) 2.09x
- B) 55%
- C) 2.16

#### 8. Events after the reporting period

There have been no significant events after the end of the reporting period.	
Signed on behalf of the Group on 19 February 2024 by:	

Edgars Cērps

Olīvija Lavrenova

Chairman of the Board

Senior Group Accountant