

# Eco Baltia

Largest environmental  
and waste management  
group in the Baltics





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OVERVIEW



# ECO BALTIA: GENERAL OVERVIEW



## MISSION

Find value in each and every thing

## KEY VALUE DRIVERS

- 1. Human centered** - we care for thriving environment where people can realize their potential through creating value for our customers and stakeholders
- 2. Increase production** - Growth driven by both M&A and organic growth
- 3. Innovation** - driving the adoption of new technologies, innovating processes and challenging existing business concepts to facilitate achievement of production growth target
- 4. Work smart** - achieve same or better result using resources, systems, tools that increase delegation, automation and process efficiency



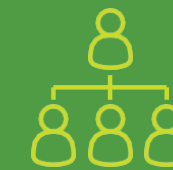


# ECO BALTIA: GENERAL OVERVIEW

- The largest vertically integrated multi-service environmental services group in Baltics
- Eco Baltia provides full cycle of waste management
- Operations in two key areas: **Waste management services** & **Plastic recycling**



210M EUR in revenue and 25,4M EUR - in EBITDA (2022)<sup>1</sup>



>2200 employees



40 000 clients in Latvia and abroad



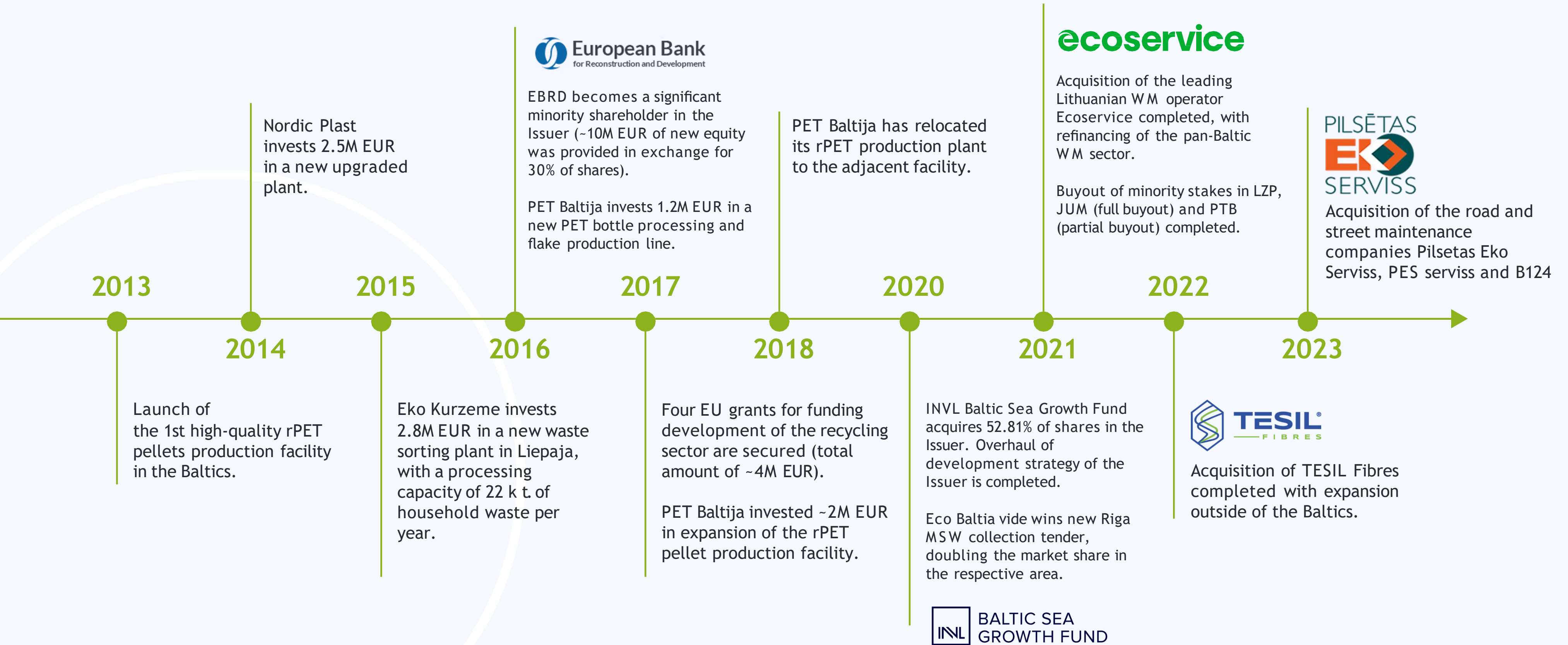
>15M EUR p.a. in investments, mostly in development



**25 operational facilities** across Latvia, Lithuania and Czech Republic



# LAST 10 YEARS OF ECO BALTIA





# KEY INVESTMENT CONSIDERATIONS



## LEADER IN THE BALTIC REGION

- #1 waste management solutions provider in the Baltics
- #1 producers' responsibility organization ("green-dot") in Latvia
- One of the largest PET recyclers in Northern Europe and leading in Latvia
- Leading PET fibre producer in Czech Republic
- Largest owner of infrastructure critical to achieve national waste recycling targets



## SOLID BUSINESS MODEL AND FINANCIAL PERFORMANCE

- Multi-service business mix, meeting needs of most demanding investors
- Business model supported by ESG drivers
- Diversified customer and supplier base
- Long-lasting relationships with key customers and municipalities
- Solid experience and capacity to grow organically or through M&A
- Systematic effort invested in improvements in operational efficiency
- Resilience to market uncertainty



## ESTABLISHED ASSET BASE

- Heavily asset-based, with a focus on long-term contracts
- 24 facilities in the Baltic States and one in Czech Republic
- Advanced technological capacities, more than 260 specialised vehicles
- Over 2200 employees
- Significant industry know-how
- High entrance barriers due to nature of asset-intensive business model



## BACKED BY INSTITUTIONAL INVESTORS

- Experienced management team and the supervision of:
  - INVL: top Baltic private equity management player; acquired control in July 2020 indirectly through UAB "BSGF Salvus"
  - European Bank for Reconstruction and Development: became a shareholder in 2015



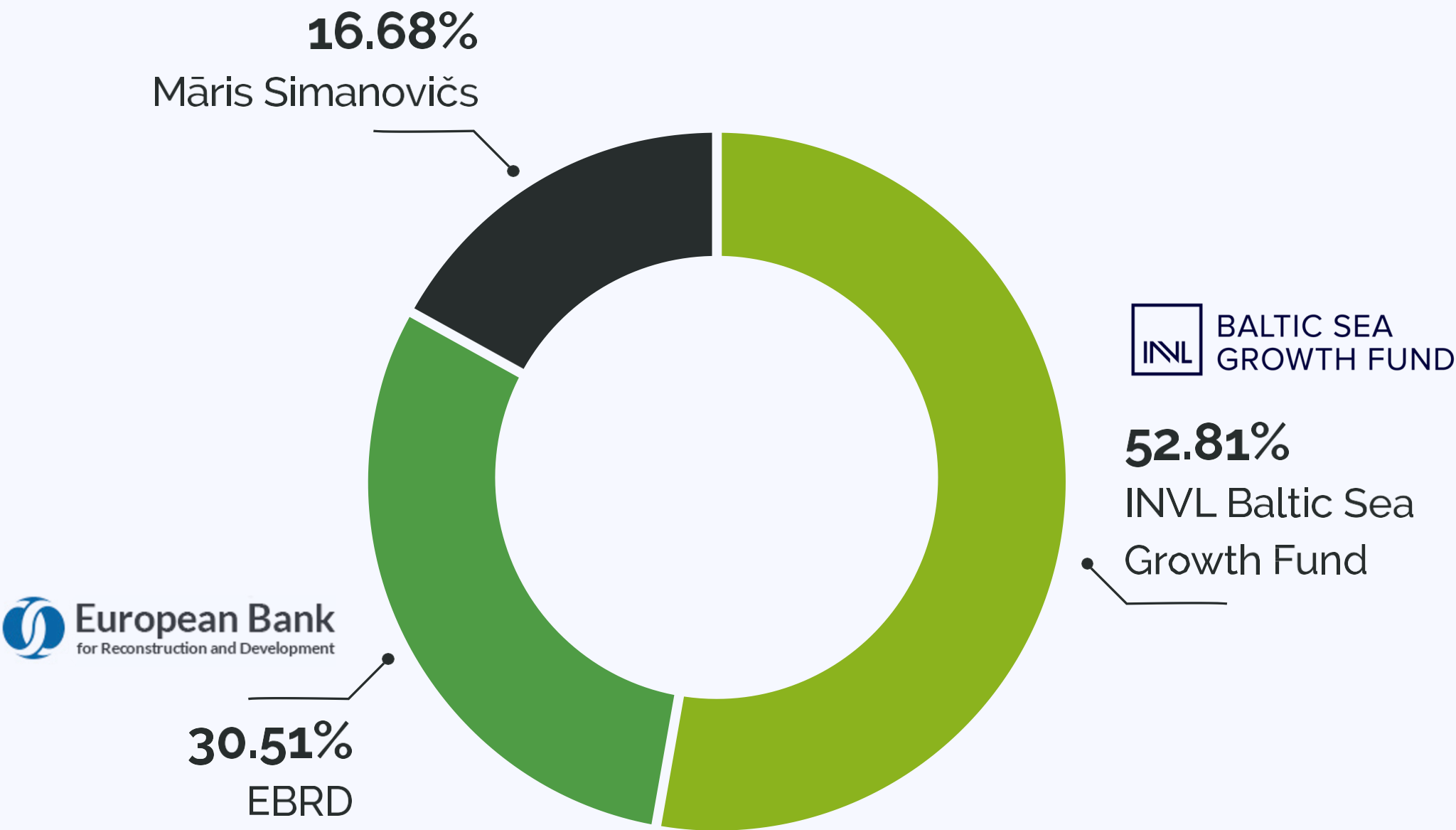


02

# ORGANIZATIONAL & BUSINESS STRUCTURE

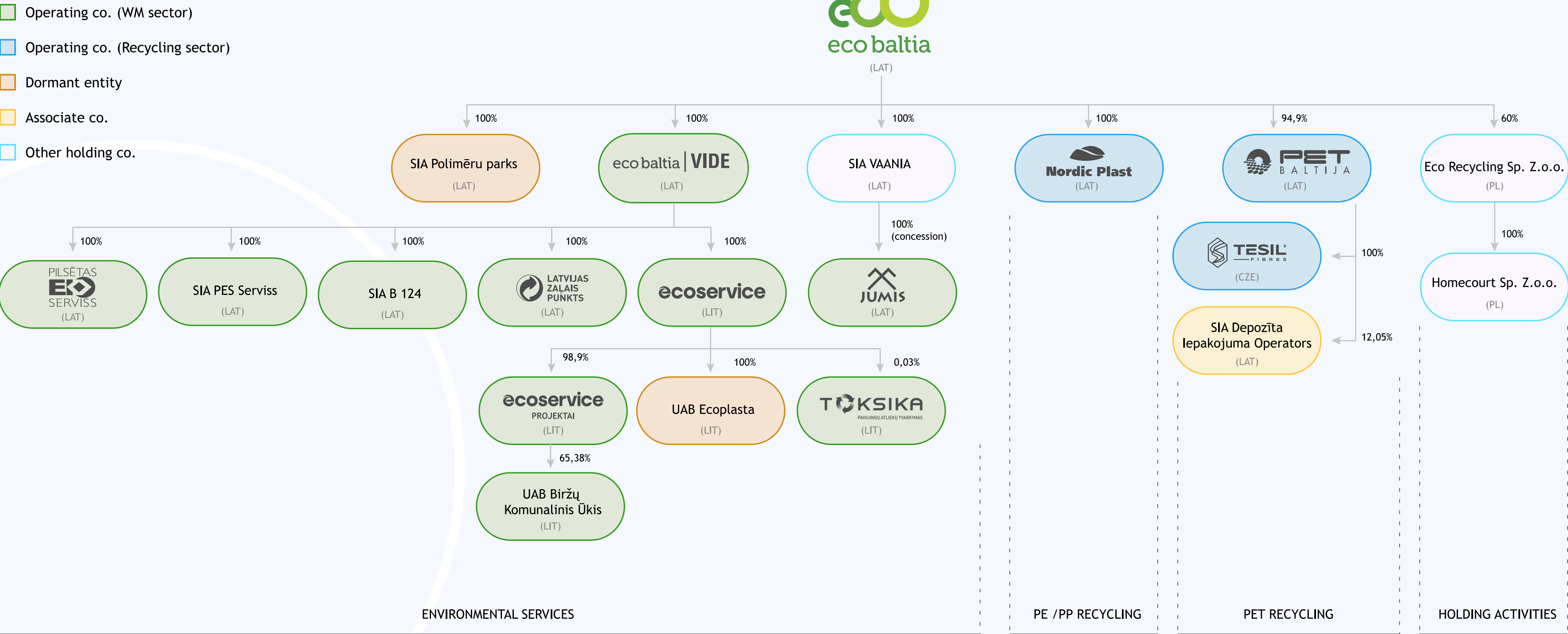


# SHAREHOLDER STRUCTURE OF ECO BALTIA





# GROUP STRUCTURE



Figures provided are for October 2023, unless stated otherwise



# SUPERVISORY BOARD



**VYTAUTAS PLUNKSNIS**  
Chairman of Supervisory  
Board at Eco Baltia

Vytautas has extensive experience in international investment management. As Head of INVL Private Equity, Vytautas has been involved in various large-scale investment projects for INVL in Lithuania, Latvia, Moldova and Norway.



**DEIMANTE KORSAKAITE**  
Deputy Chair of the Supervisory  
Board at Eco Baltia

Deimante is recognized as one of the leading M&A experts in Lithuania with extensive experience in transaction structuring and negotiations, legal due diligence. Advised local and international clients on deals with the combined value of almost €2 bn.



**ALBERTO ATIENZA GUELL**  
Member of Supervisory Board  
at Eco Baltia

Alberto has extensive experience in public and private equity and quasi-equity transactions across a wide range of industries (with a focus on healthcare & pharma, manufacturing & services, consumer goods, and retail) and geographies, having executed high profile investments in CEE, SEE and Turkey. Currently he is Associate Director in EBRD's Equity team based in London.



**JURGITA PETRAUSKIENE**  
Independent Member of  
Supervisory Board at Eco Baltia

Jurgita is a certified board member (with 15+ years of industry experience in water supply, waste-water, waste management) with competencies in investment projects, innovation, strategic planning and management.



**GINTS PUCĒNS**  
Member of Supervisory Board  
at Eco Baltia

Gints has extensive experience in advising on acquisitions, disposals, and restructuring of companies. Gints provides legal advice on corporate governance and shareholders issues. Legal support in fundraising for both established businesses and agile start-ups.



# EXPERIENCED MANAGEMENT TEAM 2/3



**JĀNIS AIZBALTS**  
Chief Executive Officer of Eco  
Baltia vide

**More than 15 years in the  
environment industry**

Jānis has consistently achieved stable growth for the company. His ability to effectively target and secure new market shares has been evident, including securing a significant market share in Riga, the largest city in the Baltics



**KASPARS ZAKULIS**  
Chief Executive Officer of  
Latvijas Zaļais Punkts

**More than 20 years in the  
environment industry**

Kaspars is a leading expert in waste management and sorting industry in Latvia, who has played a pivotal role in shaping the waste management industry in Latvia



**JURGITA NACEVIČIENĖ**  
Chief Executive Officer of  
Ecoservice

**More than 20 years in the  
environment, agriculture and  
other industries**

Jurgita has doubled the sorting capacities and made a significant contribution to group results, since joining the company



**ANDRIS TRUMARS**  
Chief Executive Officer  
of Nordic Plast

**More than 9 years in the  
production industry**

Andris has high expertise in innovations, project management, business administration and also investment planning



# EXPERIENCED MANAGEMENT TEAM 3/3



**KASPARS EZERNIEKS**  
Chief Executive Officer of  
PET Baltija

**More than 14 years in  
production and commerce**

Kaspars has joined PET Baltija in 2023 as an expert in production and commerce processes, to create added value and promote development of PET bottle recycling and facilitate an increase in production capacity



**JŪLIJA ZANDERSONE**  
Chairman of the Management  
Board and Head of the  
Recycling Sector

**More than 10 years in  
senior positions**

Julia has joined PET Baltija in 2023. Her role is to implement the objectives set by the shareholders, which include accelerating PET Baltija's development into a regional market leader, together with its subsidiary Tesil Fibers.



**SERGEJS MALIŠEVS**  
Chief Executive Officer  
(temporary) of  
Tesil Fibres

**More than 26 years in plastic  
recycling industry**

Sergejs has consistently demonstrated his professional knowledge and competencies in business development at PET Baltija. He has also served as a Chief Operations Officer (COO) for 10 years, managing a branch of an international company in Latvia, and has 6 years of experience in leading projects in the automotive sector.



03

# BUSINESS SEGMENTS



# ECO BALTIA BUSINESS SEGMENTS



Environmental sector



Recycling sector

eco baltia  
**VIDE**



PILSĒTAS  
**EKO**  
SERVISS



**TESIL**  
FIBRES

**Nordic Plast**

**ecoservice**





# eco baltia | **VIDE**

Operator of the largest household separate waste collection system in Latvia.

#2 largest player in municipal solid waste collection in Latvia.<sup>1</sup>



**~500**  
employees



**100+**  
specialised  
vehicles



**49,3 EUR**  
(2022)  
revenue



**>115 k t**  
waste sorting  
volume p. a

Figures provided are for September 2023, unless stated otherwise

<sup>1</sup>According to data from SLLC "Latvian Environment, Geology and Meteorology Centre" regarding waste collection volumes. Source: VVIS (lvgmc.lv)





# ecoservice

Operates waste management facilities across the whole country and handles over 380k t of waste p.a. in Lithuania



**~1 250**  
employees



**150+**  
specialised  
vehicles



**55,6M EUR**  
(2022)  
revenue



**>120 k t**  
waste sorting  
volume p. a

Figures provided are for September 2023, unless stated otherwise







Eco Baltia is managing JUMIS under concession agreement with Sigulda Municipality till 2033 by using all rights and obligations of the shareholder.



~7 600  
total collection  
objects



~45k m<sup>3</sup>  
household  
waste managed



6  
specialised  
vehicles



1,7M EUR  
(2022)  
revenue

Figures provided are for September 2023, unless stated otherwise  
According to data from SLLC "Latvian Environment, Geology and Meteorology Centre"  
regarding waste collection volumes. Source: VVIS (lvgmc.lv)







Acts as an organiser of the regeneration system for packaging waste, Waste Electrical and Electronic Equipment (“WEEE”) and Hazardous Waste (“HW”) operated by the Group.



~3 700  
contracts



7,4 M REACH  
AUDIENCE <sup>1</sup>



~136k t  
service contract  
volume p.a.



10.4M EUR  
(2022)  
revenue

Figures provided are for September 2023, unless stated otherwise

<sup>1</sup>According to the reached audience in press releases, articles, interviews, social media activities and campaigns.







One of the leading providers of street and road maintenance services in Riga and Pieriga region



~70  
employees



2 179 000 m<sup>2</sup>  
Total area of  
road surface  
maintained

Figures provided are for 2023, unless stated otherwise







Specialises in used PET (polyethylene terephthalate) bottle secondary recycling by producing high quality PET flakes and pellets. One of the largest in Northern Europe and the only recycling company of this kind in Latvia.



**~235**  
employees



**48,5 k t**  
(2022) sales volume



**4%<sup>1</sup>**  
market share of  
the EU market<sup>1</sup>



**79M EUR**  
(2022)  
revenue

Figures provided are for September 2023, unless stated otherwise

<sup>1</sup>Data provided is for 2020. Estimated at 4% according to publicly available data from PETCore-Europe and internal calculations.







Primary producer of polyester fiber in the Czech Republic. Known for its high quality standards, TESIL Fibres is the leading recycled fibre supplier in the European market for the: **automotive**, **hygiene**, **textile** and **furniture industry segments**



**~147**  
employees



**39**  
active buying  
customers



**9,8M EUR**  
(2022)  
revenue<sup>3</sup>



**24 k t<sup>1</sup>**  
input production  
capacity (p.a.)



**26 k t<sup>2</sup>**  
Sales volume  
(p.a.)

Figures provided are for 2023, unless stated otherwise

<sup>1</sup> Extrapolated for full year according to production capacity volumes in September 2023

<sup>2</sup> Extrapolated for full year according to production capacity volumes in September 2023

<sup>3</sup> Results from September till December 2022







## Nordic Plast

Recycling company that specialises in recycling PP, LDPE film and hard plastic HDPE. One of the leading polyethylene recycling companies in Latvia<sup>1</sup>.



**~90**  
employees



**13,4 M EUR**  
(2022)  
revenue



**17,3 (k t)**  
input production  
volume



**11,5 (k t)**  
Sales volume

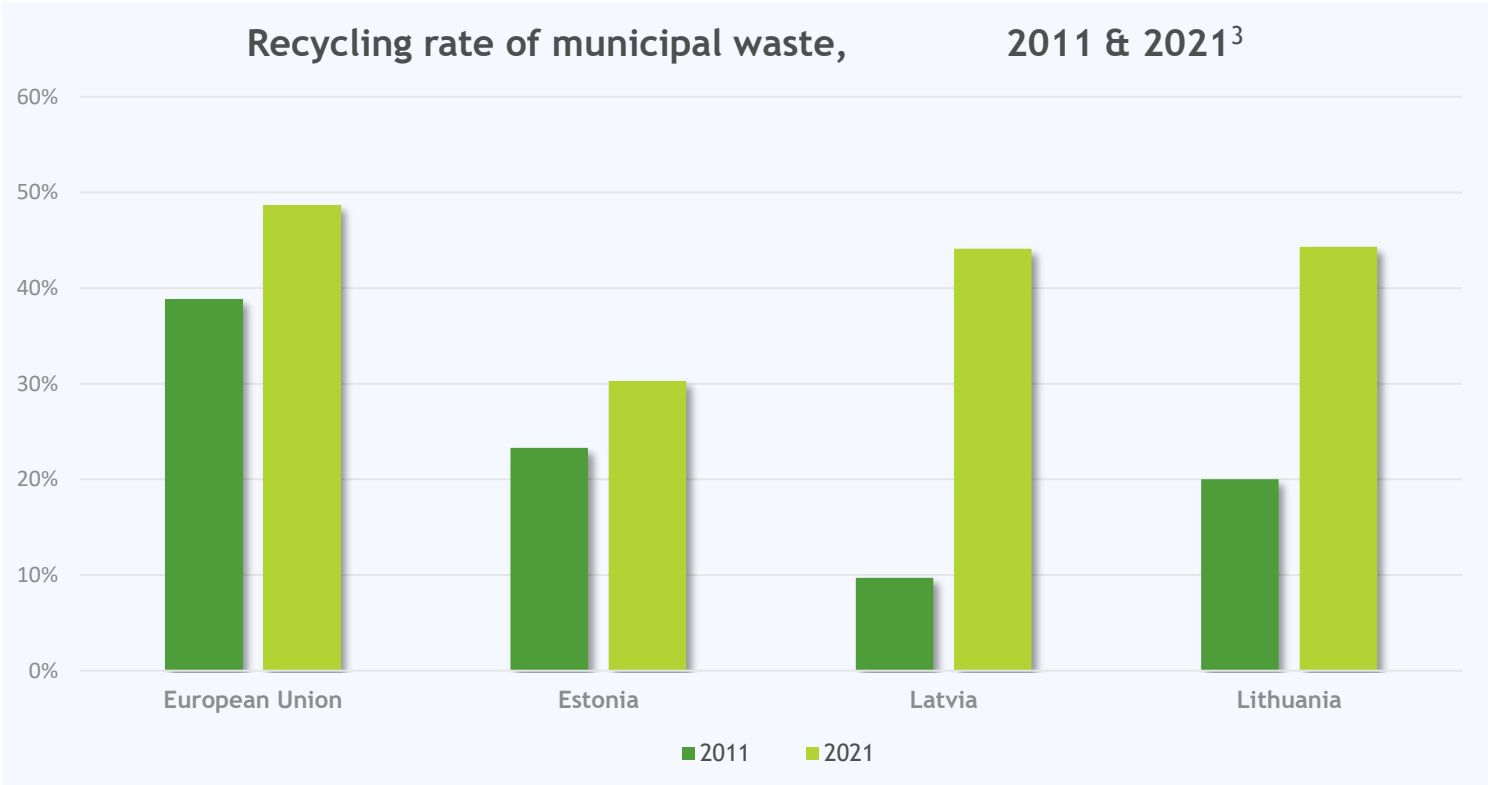
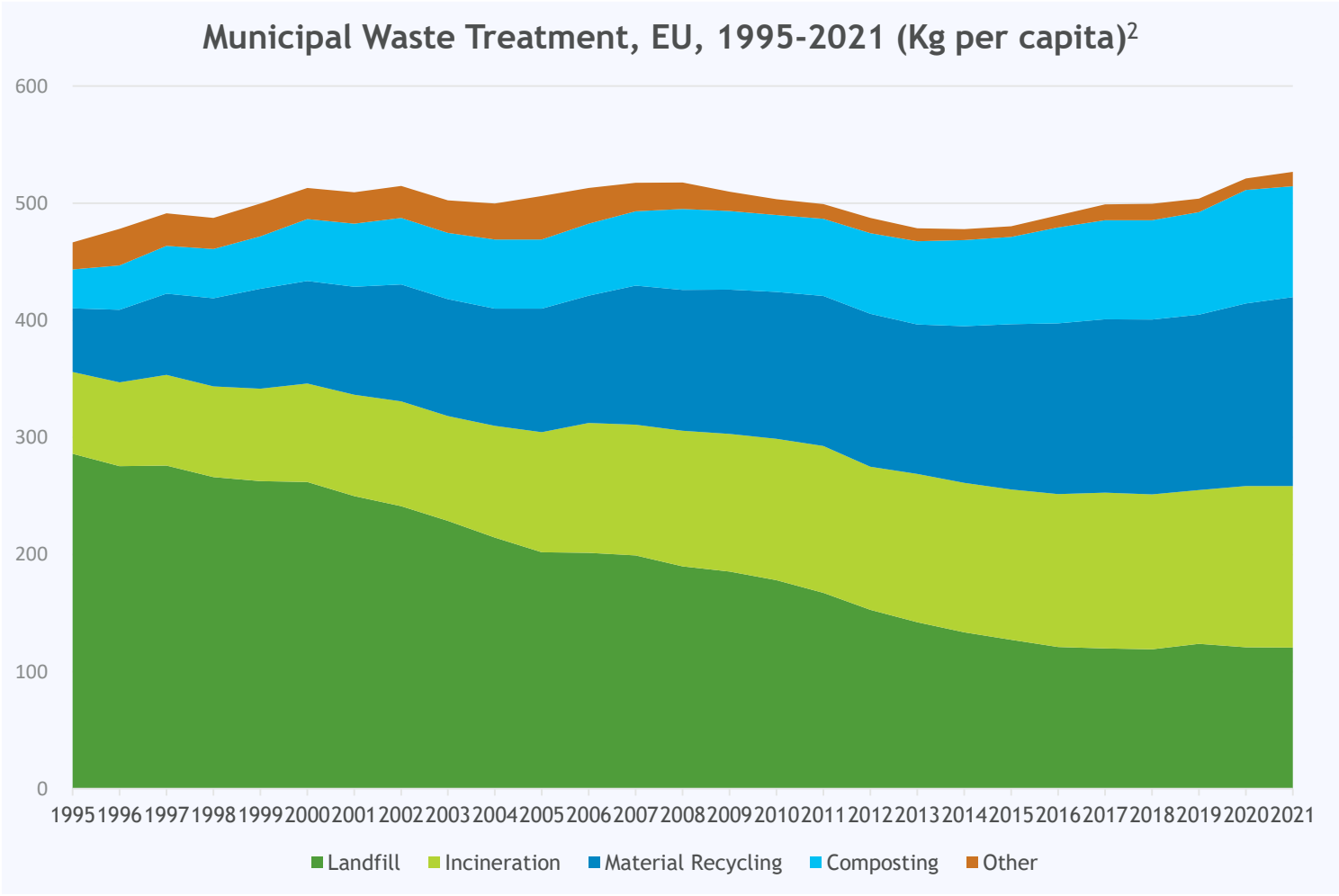
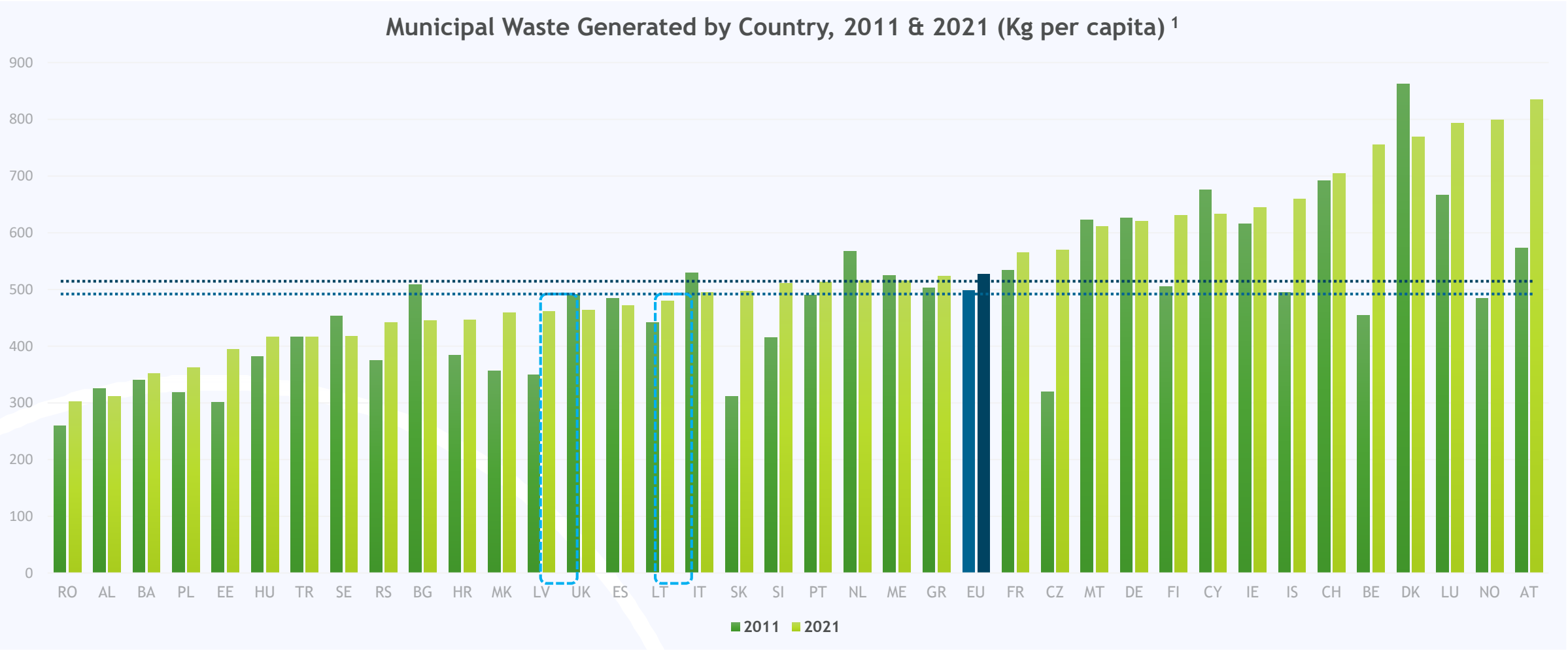
Figures provided in this slide are for 2022, unless stated otherwise

<sup>1</sup> According to peer comparison





# BUSINESS ENVIRONMENT



Although the waste management market in the Baltics is relatively smaller when compared to larger regions like Western Europe, Eco Baltia maintains a strong foothold in its operational domain. Eco Baltia holds the following positions:

- Eco Baltia is the largest entity within the environmental services sector in Lithuania;
- It ranks as the second largest privately-owned municipal waste collection company in Latvia and stands as the primary market leader in waste recovery organization within Latvia.

Latvia and Lithuania are far behind Nordic economies and fall below the European Union's average in waste generation. As the Baltic states continue to narrow the gap in terms of GDP and living standards compared to the EU average, we can anticipate a similar convergence in waste generation trends.

The flow of waste generation is steadily on the rise, and as we move toward reduced landfill usage, we anticipate a significant enhancement in both the processing and recycling sectors of the business.

<sup>1</sup> <https://ec.europa.eu/eurostat/databrowser/bookmark/490c5bef-d685-408b-a44b-ca1ce0d5b137?lang=en>

<sup>2</sup> <https://ec.europa.eu/eurostat/databrowser/bookmark/5e5554c6-c458-443d-90d6-13f4ca887f33?lang=en>

<sup>3</sup> <https://ec.europa.eu/eurostat/databrowser/bookmark/61efd146-a202-4b30-9ecf-f24d86accacaf1?lang=en>





04

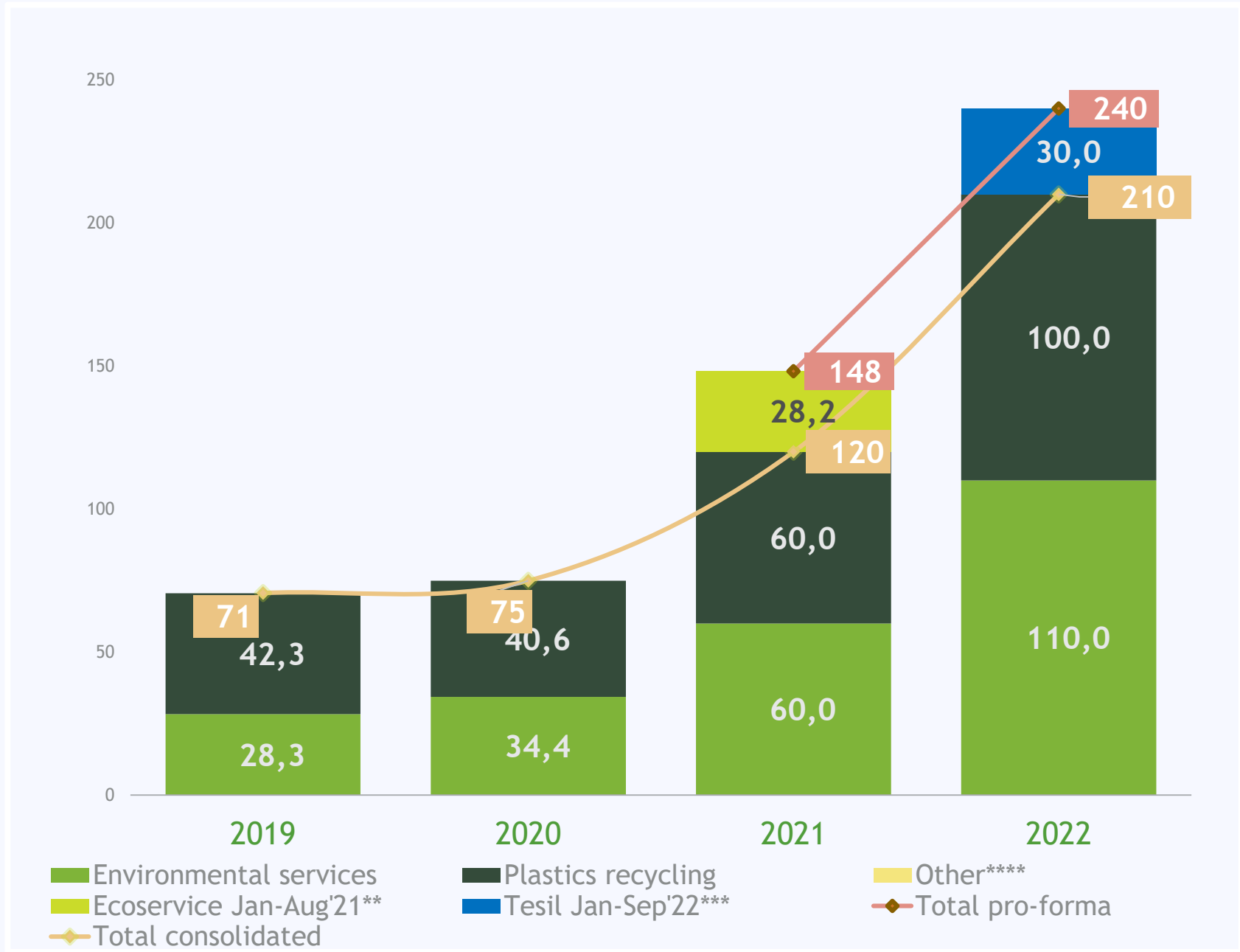
FINANCIALS



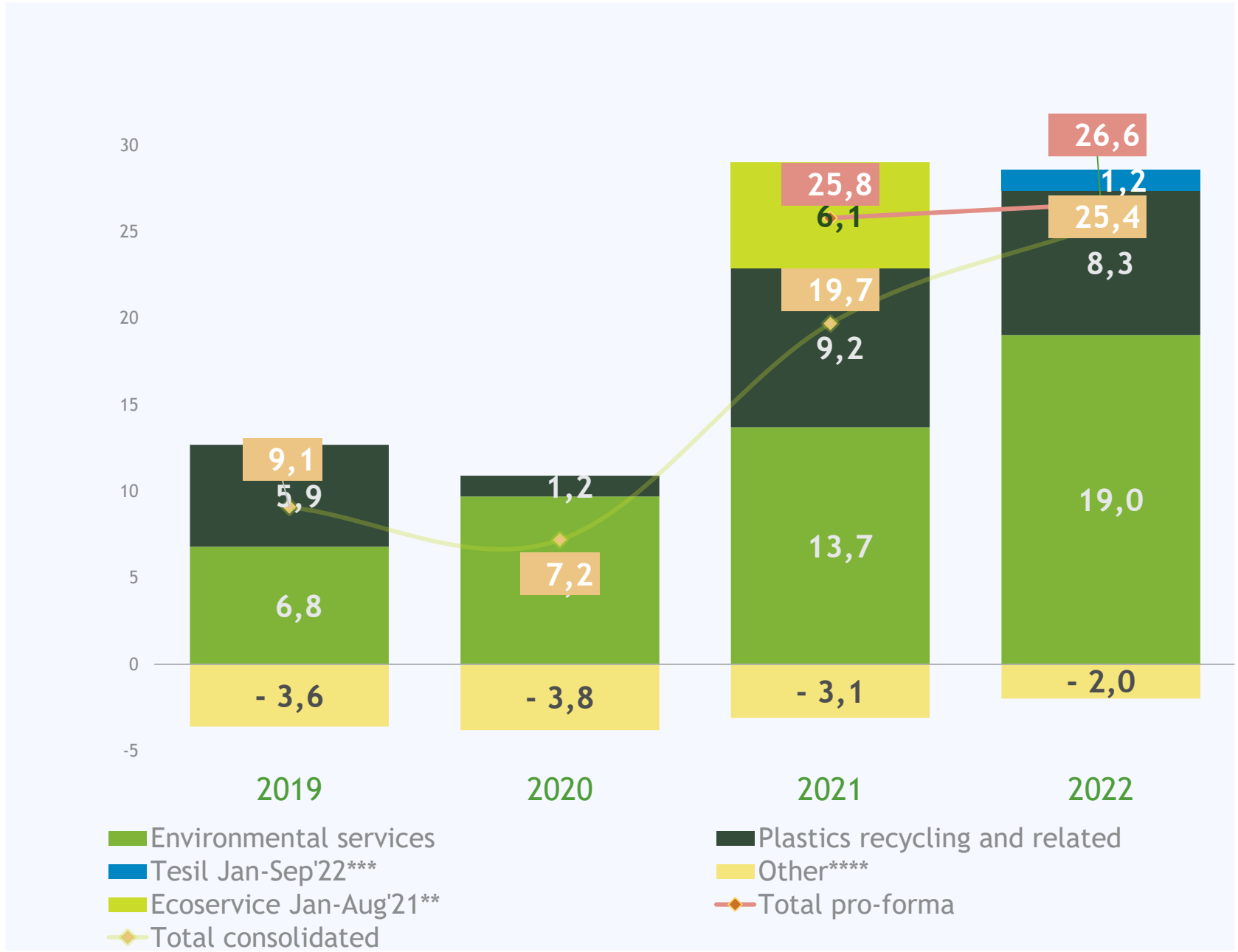
# KEY FINANCIAL HIGHLIGHTS

STRONG GROWTH WITH ROBUST PROFITABILITY

## REVENUE, M EUR



## EBITDA, EUR M & EBITDA MARGIN, %



Notes:

Revenue and EBITDA results are pro-forma to reflect full-year effect of acquisitions.

\* Pro-forma EBITDA reported as per IFRS, with the exception of 1.2m EUR Tesil fibres Jan-Sept '22, which is according to Czech GAAP due to carve-out.

\*\* Ecoservice pro-forma result for Jan-Aug'21.

\*\*\* Tesil fibres pro-forma result for Jan-Aug'22.

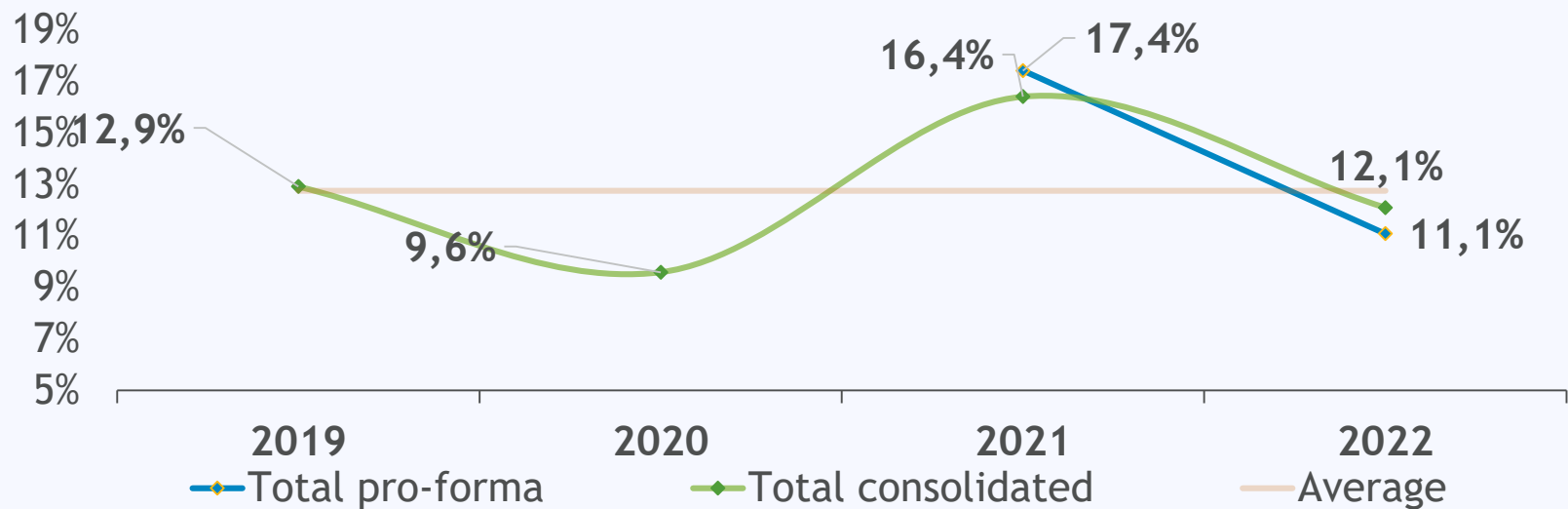
\*\*\*\* Includes Hold co. and other cost centers.



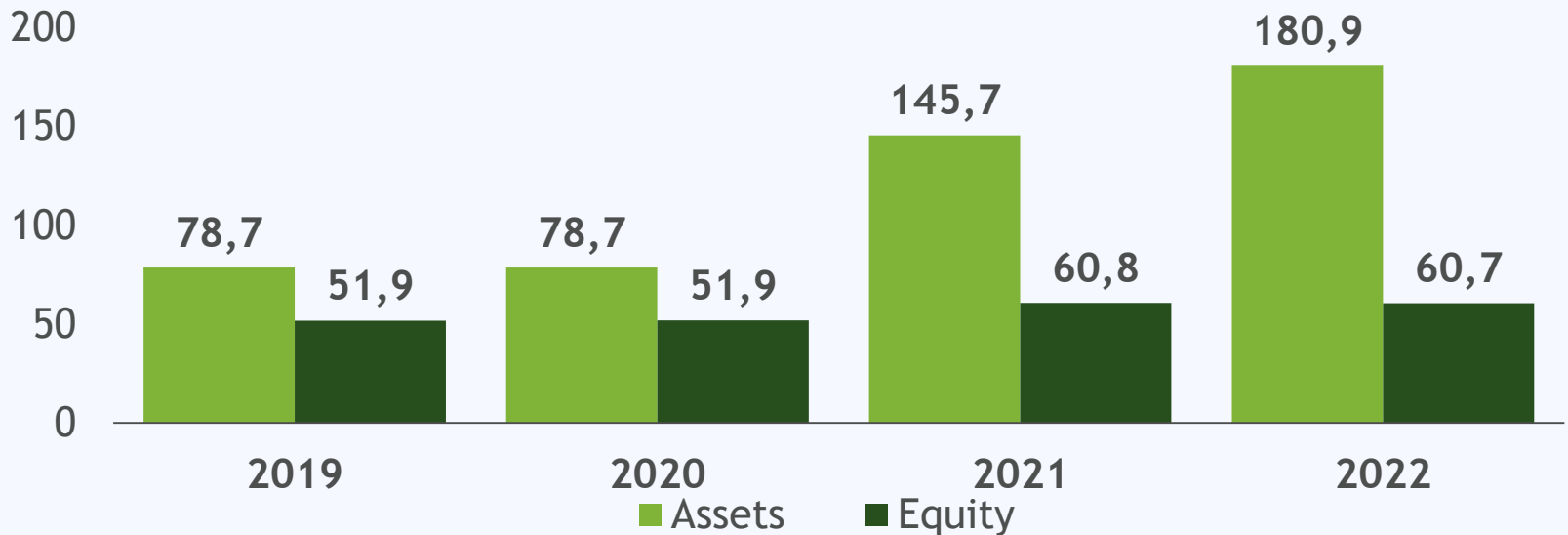
# KEY FINANCIAL HIGHLIGHTS

INCREASING LEVERAGE DRIVEN BY GROWTH

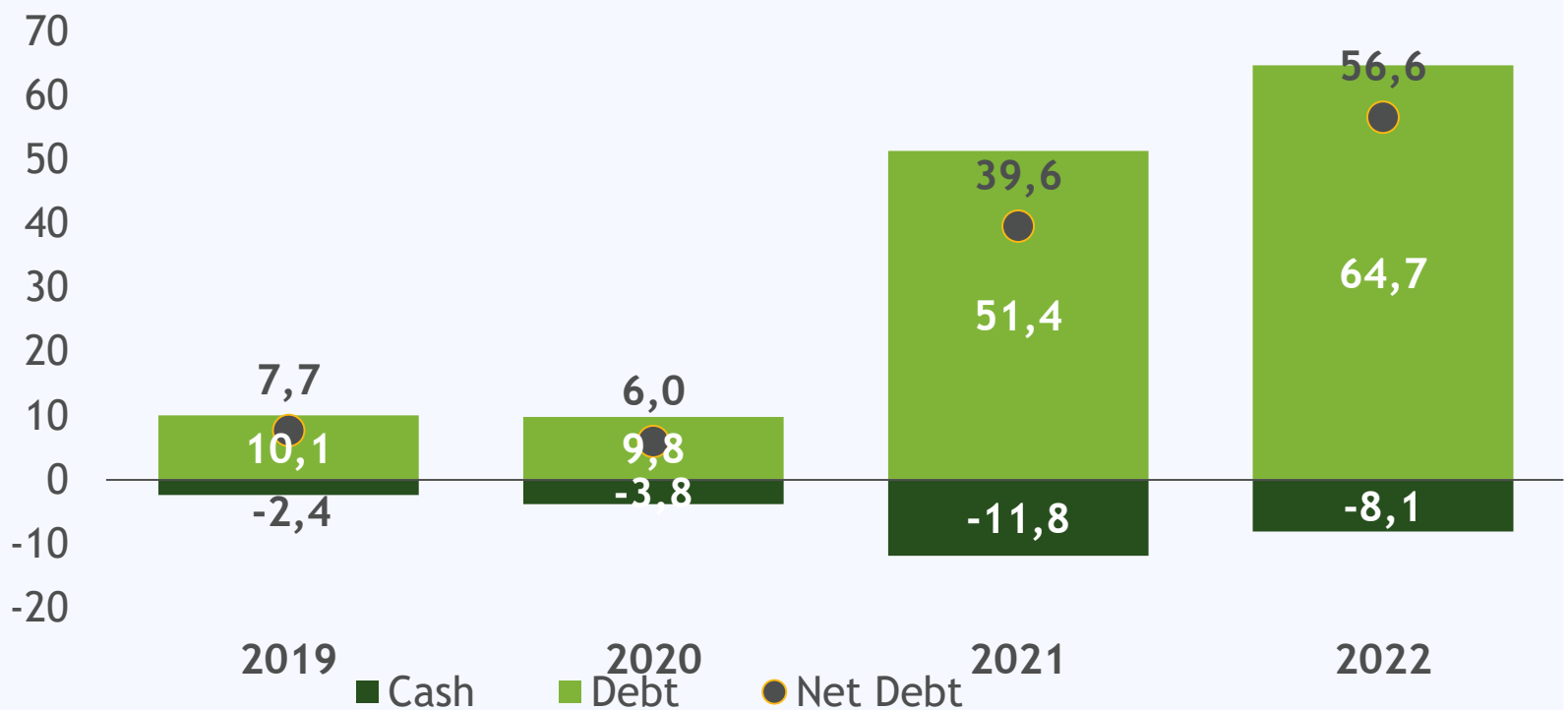
EBITDA % MARGIN



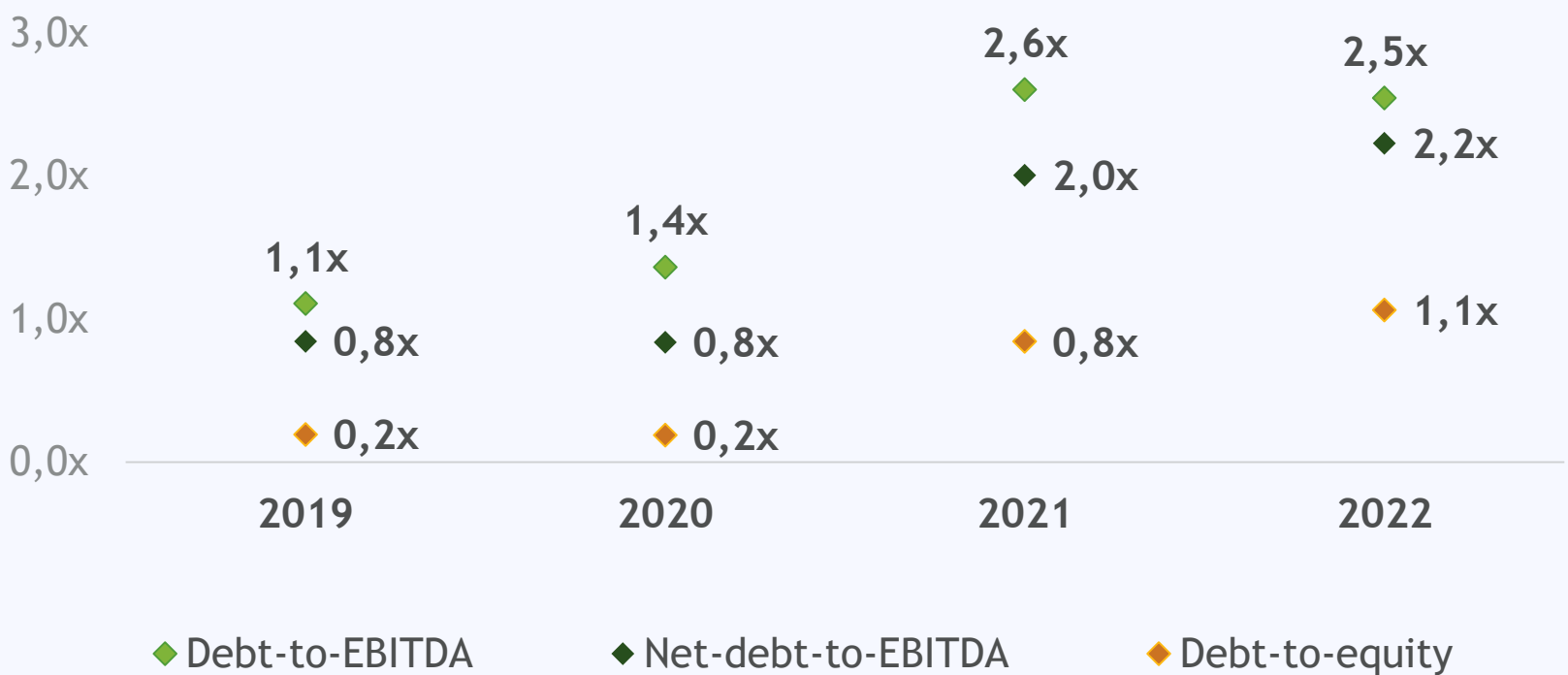
CONSOLIDATED ASSETS AND EQUITY



CONSOLIDATED NET DEBT/(NET CASH)



CONSOLIDATED RELATIVE LEVERAGE METRICS





# REWARDS & ACHIEVEMENTS



- 36th place in Latvia's TOP101 most valuable companies (2022)
- 37th place in Latvia's TOP 500 largest company rating (2022)



- PLATINUM** award to Eco Baltia vide in the National Sustainability Index (2022)
- ISO 9001:2015 Quality management systems (2022)



- ISO 14064-1:2018 Greenhouse Gas Verification Statement (2022)
- ISO 9001:2015 Quality management System standart (2022)



- 3rd largest chemical industry company by net turnover in Latvia's TOP 500 largest company rating (2022)
- SILVER** award to PET Baltija in the National Sustainability Index (2022)
- FSC 22000 Food Safety System Certification (2022)
- ISO 14064-1:2018 Greenhouse Gas Verification Statement (2022)



**Nordic Plast**

- 18th largest chemical industry company by net turnover in Latvia's TOP 500 largest company rating (2022)
- ISO 9001:2015 Quality management systems (2022)
- ISO 14001:2015 Environmental management systems (2022)
- ISO 50001:2018 Energy management systems (2022)
- ISO 14064-1:2018 Greenhouse Gas Verification Statement (2022)



# KEY INVESTMENT CONSIDERATIONS



## MARKET LEADERSHIP

- #2 largest player in the environmental services sector in Latvia and #1 in Lithuania.
- #1 producers' responsibility organization ("green-dot") in Latvia.
- One of the largest PET recyclers in Northern Europe.
- Leading PET fibre producer in Czech Republic.



## SOLID BUSINESS MODEL AND FINANCIAL PERFORMANCE

- Revenue growth of 60% in FY20-21 according to audited consolidated financial reports and 98% according to pro-forma results.
- EBITDA growth of 174% in FY20-21 according to audited consolidated financial reports and 259% according to pro-forma results.
- Diversified client and supplier base.
- Solid waste industry is recession resistant.
- Long lasting cooperation with key customers and municipalities.



## ESTABLISHED ASSET BASE

- 24 facilities in the Baltic States and 1 in Czech Republic.
- More than 260 specialised vehicles.
- Over 2200 employees.
- Advanced technological capacities.
- Significant industry know-how.



## BACKED BY INSTITUTIONAL INVESTORS

- European Bank for Reconstruction and Development Became a shareholder in 2015.
- INVL: Top Baltic private equity management player; acquired control in July 2020 indirectly through UAB "BSGF Salvus".



Thank  
you!



  
eco baltia