

# AS Eco Baltia Company Description

Company Description related to issue  
of EUR 10,000,000 unsecured 9 per  
cent Notes due 2 November 2026

ID number: 2/2023





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# IMPORTANT NOTICE

This Company Description (the “**Company Description**”) was prepared for the admission to trading on the Alternative Market *First North* of Nasdaq Riga AS (“**Nasdaq**” or “**Nasdaq Riga**”) of AS Eco Baltia (the “**Company**”, “**Issuer**” or “**Eco Baltia**”) EUR 10,000,000 unsecured 9 per cent Notes due 2 November 2026 (the “**Notes**”) issued on 2 November 2023.

This Company Description, including its part Terms and Conditions of the Notes (the “**Terms and Conditions**”) provides basic information about the Issuer and the Notes issued by the Issuer and should be read together with any supplements hereto (if any) and with any information incorporated by reference herein and any other documents attached herein.

This Company Description does not constitute an offer to sell or a solicitation of an offer to buy the Notes in any jurisdiction to any person to whom it is unlawful to make any such offer or solicitation in such jurisdiction. Furthermore, the distribution of this Company Description in certain jurisdictions may be restricted by law. Thus, persons in possession of this Company Description are required to inform themselves about and to observe any such restrictions. Any failure to comply with these restrictions may constitute a violation of the securities laws of any such jurisdiction.

The information contained herein has been prepared using information available to the Company at the time of preparation of the Company Description. External or other factors may have impacted on the business of the Company (together with its consolidated subsidiaries, the “**Group**”) and the content of this Company Description, since its preparation. The statements of fact, information, opinions and estimates contained in this document have been obtained, compiled or arrived at from sources believed to be reliable and in good faith, but no representation or warranty expressed or implied is made as to their accuracy, completeness or correctness. Expressions of opinion herein are subject to change without notice. No person has been authorised to give any information or make any statements, other than those contained herein. Any other information or representations must not be relied upon as having been authorised by the Issuer.

This Company Description may contain forward-looking statements that are based on current expectations, estimates and projections about, inter alia, the industry and markets in which the Issuer will operate, as well as the Issuer’s beliefs and assumptions. Words such as „aims“, „expects“, „anticipates“, „intends“, „plans“, „contemplates“, „believes“, „seeks“, „estimates“, „assumes“, “objective”, variations of such words and similar expressions are intended to identify such forward-looking statements. These statements are not guaranteeing of or firm commitments for future performance and involve risks, uncertainties and assumptions that are difficult to predict, so that actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements.

This Company Description is not a prospectus for the purposes of the Regulation (EU) 2017/1129 of the European Parliament and of the Council of 14 June 2017 on the prospectus to be published when securities are offered to the public or admitted to trading on a regulated market, and repealing Directive 2003/71/EC (the “**Prospectus Regulation**”) and no competent authority of any Member State has examined or approved the contents thereof.

This Company Description shall not be treated as legal, financial or tax advice of any kind. The Investors shall conduct their own investigation as to the potential legal risks and tax consequences related to the issue of and investment into the Notes. Nothing in this Company Description shall be construed as the giving of investment advice by the Issuer or any other person. If you are in any doubt as to whether to invest in the Notes proposed to be offered by the Issuer and described herein, you should consult an independent financial adviser who is qualified to advise on investments of this nature.

The investment into the Notes involves a degree of risk appropriate to the specific area of activity of the Issuer and only those persons or entities that are able to bear the risks associated with the Notes should consider making commitments that expose them to such risk. The Company Description and any use hereof are governed by the laws of the Republic of Latvia, without regard to Latvian rules on choice of law and venue.

Investors are advised to familiarize themselves with the information provided in this Company Description and risk factors to consider before deciding to subscribe to the Notes. This Company Description is not and cannot be understood as a recommendation or advice to invest into Notes. The Issuer does not provide recommendations or advice regarding the purchase of the Notes. To fully understand the benefits and risks associated with subscribing to the Notes, every potential investor should contact financial, legal, business, or tax consultants.

# PRESENTATION OF FINANCIAL INFORMATION

References in this Company Description to the financial statements for 2022, 2021 and 2020 of the Issuer and of the Group are to the audited consolidated financial statements of the Issuer for the years ended 31 December 2022, 31 December 2021 and 31 December 2020, and references in this Company Description to the financial statements for years ended 31 December 2023 of the Issuer and the Group are to the condensed unaudited consolidated financial statements of the Issuer for the 12-month period, ended 31 December 2023, incorporated by reference in this Company Description. Such financial statements have been prepared in accordance with International Financial Reporting Standards as adopted by the European Union (“IFRS”).

Certain figures included in this Company Description have been subject to rounding adjustments; accordingly, figures shown for the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an arithmetic aggregation of the figures which precede them.

## **Alternative Performance Measures**

This Company Description contains certain financial measures that are not defined or recognised under IFRS and which are considered to be alternative performance measures and they are described in detail in “Key Financial Highlights”.

# VERIFICATION OF RESPONSIBLE PERSONS

The Issuer and the members of its Management Board (the “Responsible Persons”) are responsible for the information contained in this Company Description and in the attachments.

Hereby, the Responsible Persons confirm and certify that, to their knowledge, the information provided in this Company Description is true, in accordance with the facts, no important information that could affect its meaning is omitted and that the Responsible Persons, as well as other persons of the Company, have taken all reasonable measures to ensure this.

***Māris Simanovičs***

*Chairman of the Management Board*

***Santa Spūle***

*Member of the Management Board*

***Sigita Namatēva***

*Member of the Management Board*

***Saulius Budrevičius***

*Member of the Management Board*



# BASIS AND PURPOSE OF ISSUING THE NOTES

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## Purpose of issuing the Notes:


The net proceeds from the issue of Notes will be used for general corporate purposes, including financing upcoming investment projects and/or acquisitions carried out by the Issuer or its Subsidiaries.

## Basis for issuing and admission to trading of the Notes:

The Notes were issued based on the decisions of the Shareholders Meeting dated 12 January 2023, the Supervisory Board dated 27 September 2023, and the Management Board dated 19 October 2023 and 17 April 2024, and the applicable laws of the Republic of Latvia.

## Limitation regarding Russia and Belarus:

- In accordance with Articles 5e and 5f of Council Regulation (EU) No 833/2014 of 31 July 2014 concerning restrictive measures in view of Russia's actions destabilising the situation in Ukraine (as amended), the Notes may not be offered or sold in Russia, and the Offer is not addressed to investors who are Russian nationals or natural person residing in Russia, or any legal person, entity or body established in Russia. The latter shall not apply to nationals of a Member State of the European Union, of a country member of the European Economic Area or of Switzerland, or to natural persons having a temporary or permanent residence permit in a Member State of the European Union, in a country member of the European Economic Area or in Switzerland.
- In accordance with Articles 1x and 1y of Council Regulation (EC) No 765/2006 of 18 May 2006 concerning restrictive measures against President Lukashenko and certain officials of Belarus (as amended), the Notes may not be offered or sold in Belarus, and the Offer is not addressed to investors who are any Belarusian national or natural person residing in Belarus or any legal person, entity or body established in Belarus. The latter shall not apply to nationals of a Member State of the European Union or natural persons having a temporary or permanent residence permit in a Member State of the European Union.

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- **DESCRIPTION OF THE ISSUER AND ITS BUSINESS**
  - KEY FINANCIAL HIGHLIGHTS
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# KEY INFORMATION ABOUT THE ISSUER

NAME OF THE ISSUER	AS Eco Baltia
Legal form of the Issuer	Joint stock company (AS)
Registration date	08.07.2011
LEI code	984500F3ETBEAC0E2D46
Legal entity code	40103435432
Authorized capital	EUR 35,005
Registered address	Latgales str. 240-3, LV-1063, Riga, the Republic of Latvia
Jurisdiction	The Issuer operates in accordance with the relevant applicable laws and regulations of the Republic of Latvia.
Contacts	<a href="mailto:Santa.Spule@ecobaltia.lv">Santa.Spule@ecobaltia.lv</a> , +371 29495612

## THE LATEST CHANGES IN THE REGISTER DATA OF THE ISSUER:

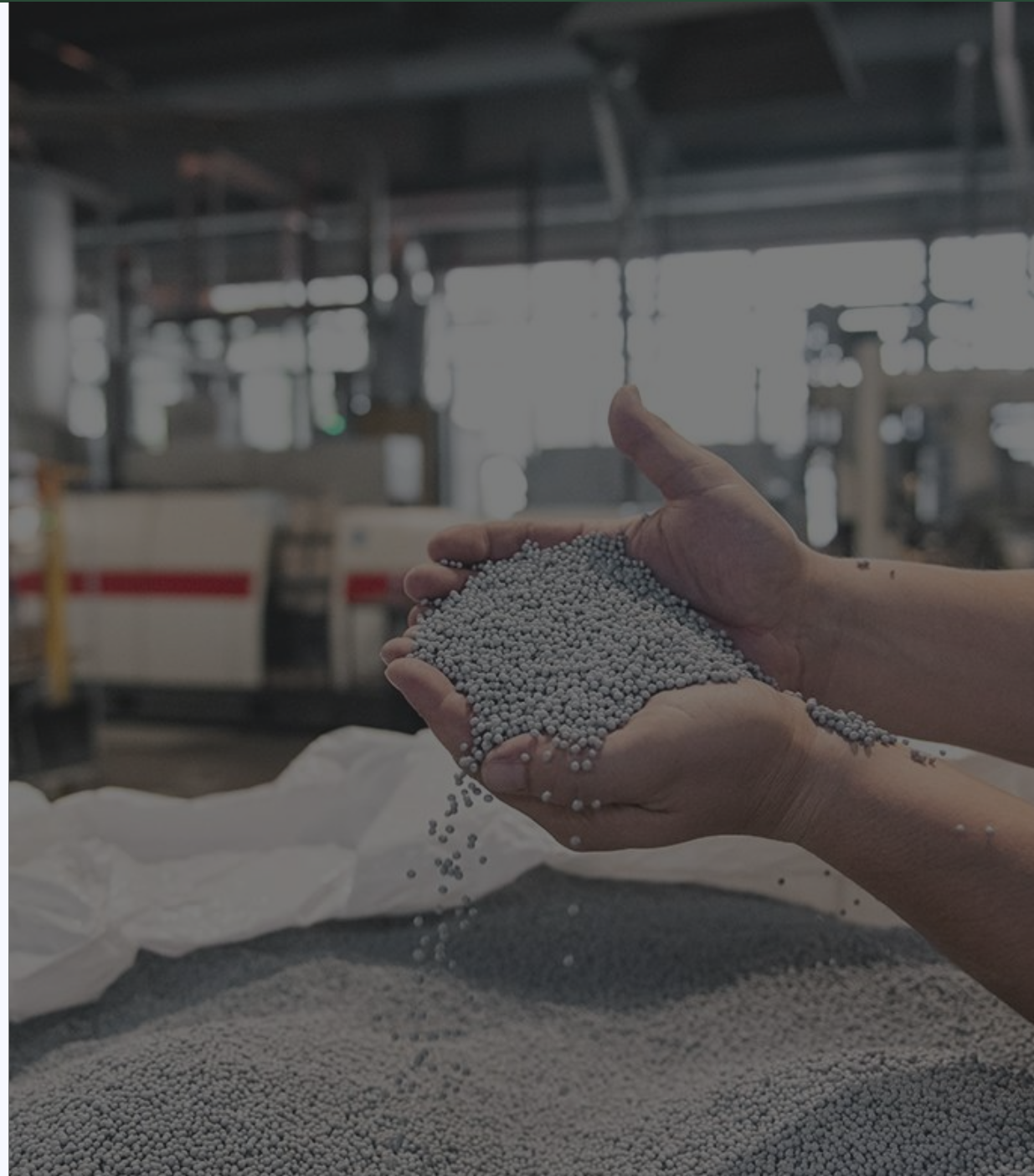
DATE	CHANGE OF THE REGISTER DATA
03.04.2024	Algimantas Markauskas a new member of the Supervisory Board has been appointed
21.07.2023	Saulius Budrevičius a new member of the Management Board has been appointed
10.11.2022	Anita Saulīte a Member of the Management Board has been revoked
03.10.2022	New composition of the Supervisory Board has been appointed
30.05.2022	New wording of the Articles of Association has been adopted
09.09.2021	Sigita Namatēva, a new member of the Management Board has been appointed in place of Jānis Aizbalts and Salvis Lapiņš



# GENERAL OVERVIEW

## Eco Baltia is the leading environmental services operator in the Baltic States

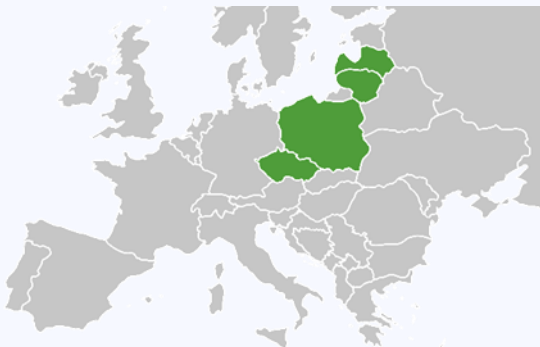
- **As pioneers in the industry**, Eco Baltia was the first to establish a PET bottle recycling plant in the Baltic States under PET Baltija
- **Eco Baltia has a modern asset base**, able to meet the most demanding needs of our customers
- **Backbone of Circular Economy in Baltics** with high growth potential



# ECO BALTIA CORE STRENGTHS

The leading high-growth  
Baltics waste  
management provider,

which covers the entire waste  
management value chain, making it a  
**unique investment opportunity in  
circular economy and  
ESG frontrunner in the region**



## HIGH ENTRY BARRIERS

Eco Baltia owns a very optimized  
distribution network of plants across  
Latvia and Lithuania, making it  
difficult for any company to compete

## LONG-TERM COOPERATION WITH MUNICIPALITIES

## HIGHLY EXPERIENCED C-LEVEL TEAM

## COMPREHENSIVE SERVICES PORTFOLIO

Eco Baltia companies represent  
unique one-stop shop for B2B clients  
with waste management needs

## RESILIENT AND SUSTAINABLE FINANCIAL PERFORMANCE

## VERTICAL INTEGRATION

Eco Baltia, thanks to its vertically  
integrated business units, is able to offer  
comprehensive waste services that  
ultimately allow for higher margins

## SUPPORTIVE EU REGULATIONS FOR POLYMERS INDUSTRY AND PACKAGING RECYCLING



# ECO BALTIA KEY POINTS

Leading waste management provider

## WELL-INVESTED ASSET BASE...

**30** Number of facilities, across Latvia, Lithuania, Poland and Czech Republic

## ...RESULTING IN LARGE CAPACITIES

**>250** kt p.a. Processing capacity

## LEADER IN THE BALTICS REGION

**#1** Leading waste management provider in the Baltics

## SIZABLE AND GROWING BUSINESS

**EUR243M** 2023 Revenue

Accelerated revenue growth fueled by strategic M&A and operational enhancements.

## GROWTH THROUGH INVESTMENT

**> EUR15M** Average CAPEX investments p.a. since 2020

## EXCELLENT PROFITABILITY

**EUR32M** 2023 EBITDA

Substantial improvement of profitability results reinforced by operational efficiency

### Notes:

Company rankings are determined through peer comparison based on turnover data sourced from commercial registries.  
Revenue and EBITDA results are pro-forma to reflect full-year effect of Metal Plast acquired in November 2023.

# 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
- Leading position in the PVC post-production scrap recycling market in Poland
- 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 trends in the EU
- 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
- 30 facilities in the Baltic States, one in Czech Republic and one in Poland
- Advanced technological capacities, more than 260 specialised vehicles
- Over 2500 employees
- Significant industry know-how
- High entrance barriers due to nature of asset-intensive business model

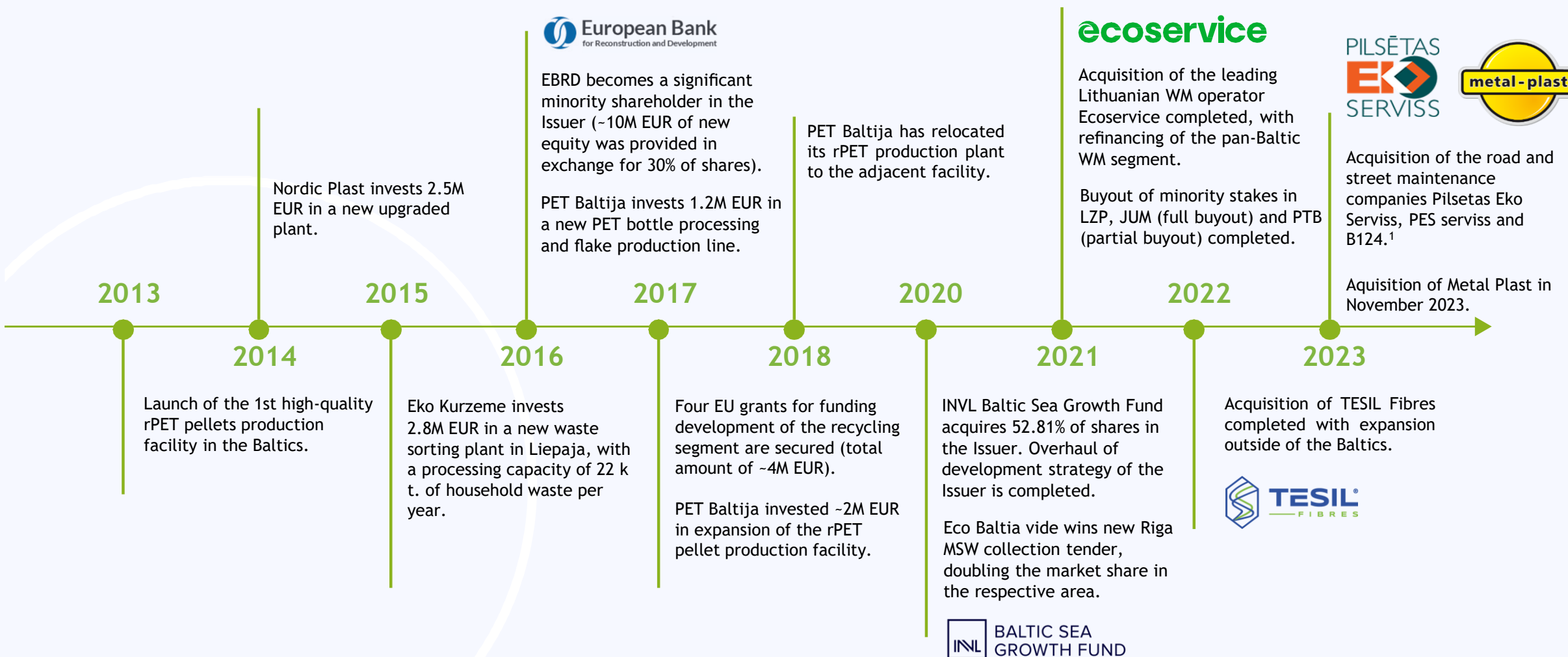


## BACKED BY INSTITUTIONAL INVESTORS

- 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

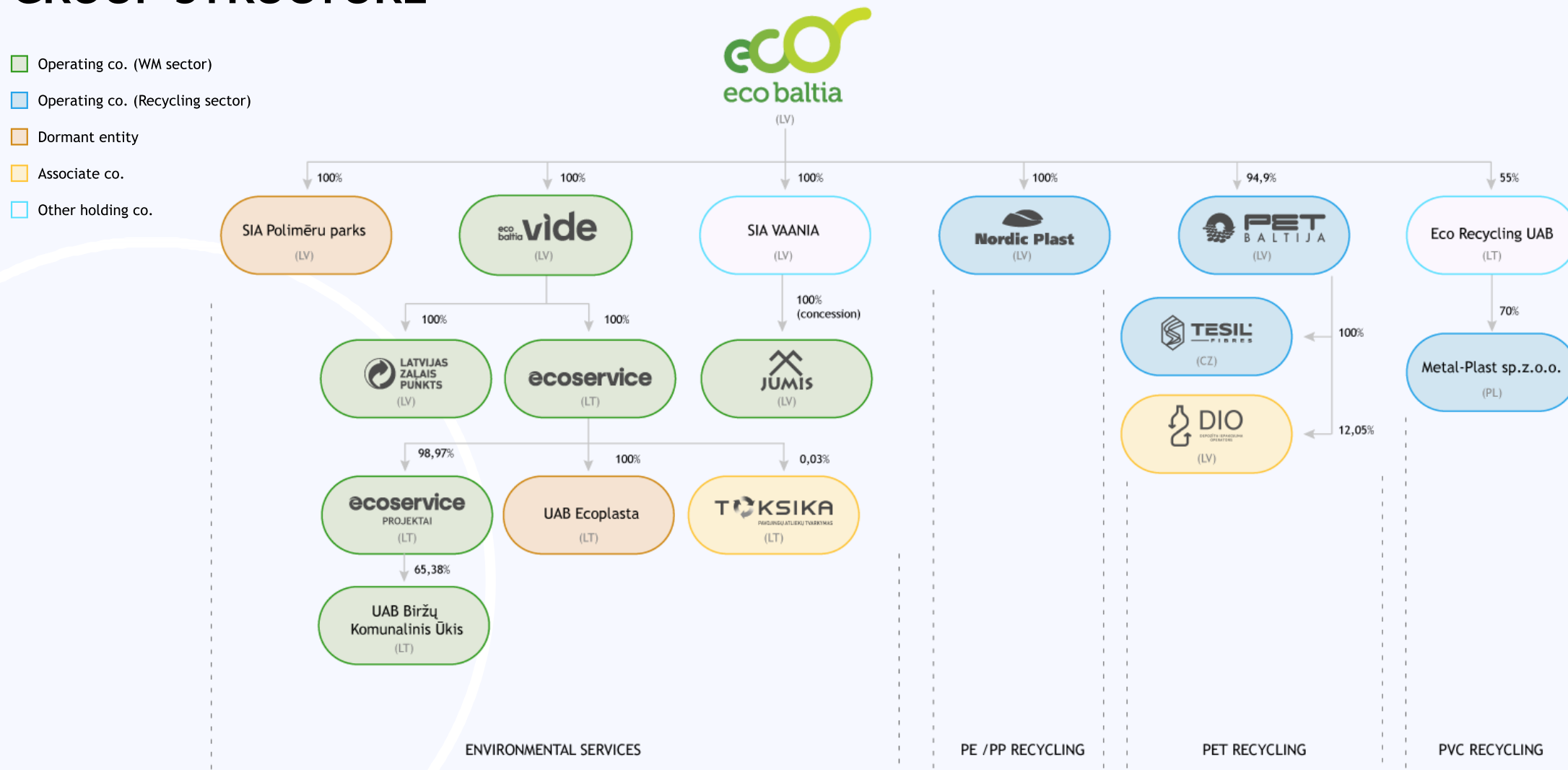


# LAST 10 YEARS OF ECO BALTIA



<sup>1</sup> Pilsētas Eko Serviss, PES serviss and B124 have been reorganized into Eco Baltia vide as of 01.12.2023.

# GROUP STRUCTURE





# KEY SEGMENTATION OF THE GROUP



## ENVIRONMENTAL SERVICES

WASTE COLLECTION

TRADE OF SORTED RECYCLABLES

PRODUCERS RESPONSIBILITY ORGANISATION

LIQUID WASTE & BIO TOILETS

STREET CLEANING AND STREET MAINTENANCE  
SERVICES

CONSTRUCTION WASTE COLLECTION AND SORTING  
PE/PP RECYCLING



## PET RECYCLING

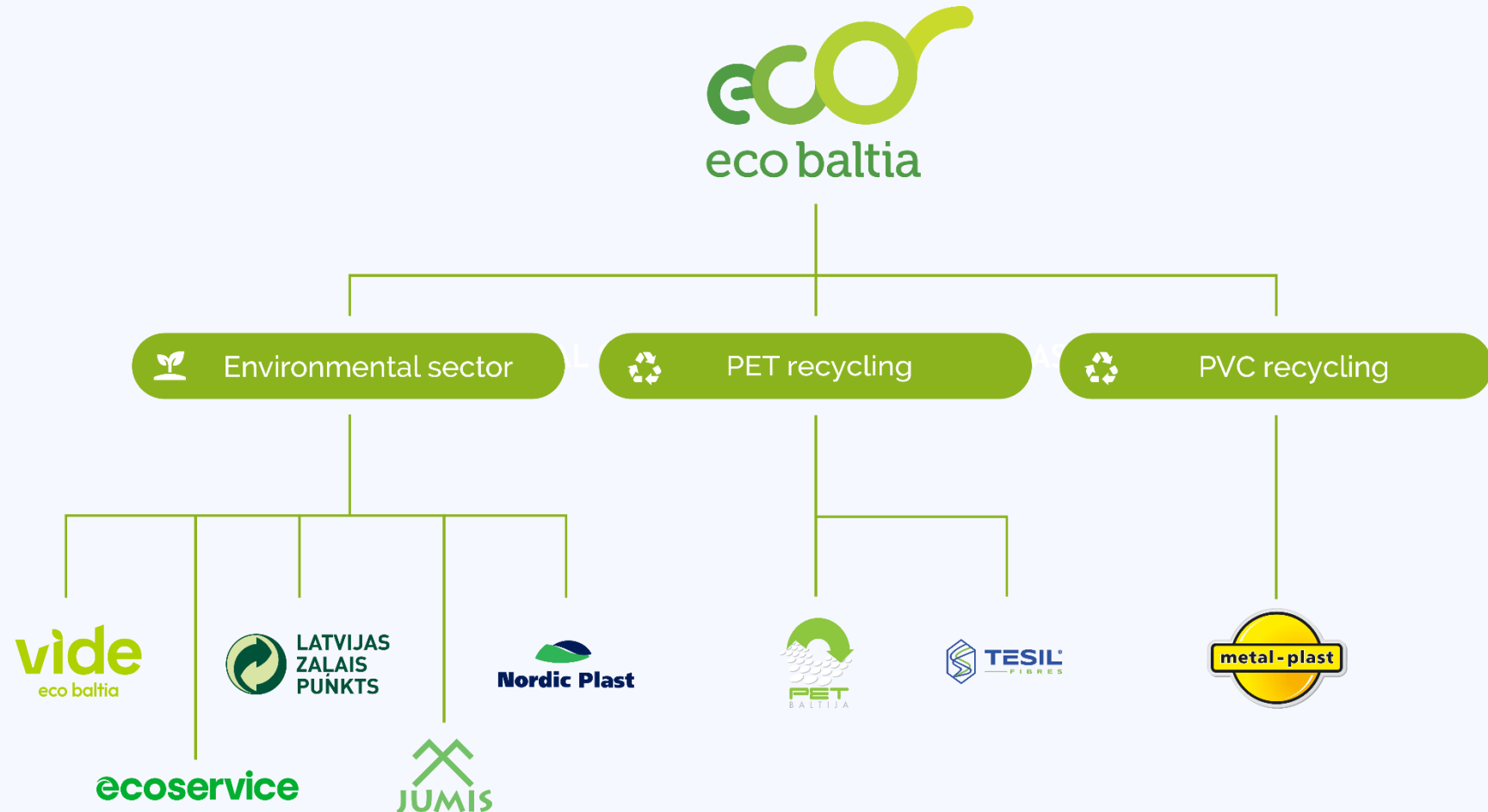
POLYETHYLENE TEREPHTHALATE (PET)  
RECYCLING

FIBRE PRODUCTION



## PVC RECYCLING

PVC POST-PRODUCTION SCRAP  
RECYCLING



# ENVIRONMENTAL SERVICES COMPANIES



Roots dating back to 1996, through consolidation of three experienced waste management companies. Eco Baltia vide is a leading environmental management company offering a comprehensive spectrum of services, including household and sorted waste removal, used packaging management, handling of debris and large-scale waste, territory cleanup, seasonal services, and composting toilet solutions



**~600**  
employees



**54.3M EUR**  
revenue (2023)



Established in 2000 as the first business unit of Eco Baltia and acts as an organizer of the regeneration system. Organizes recycling of packaging waste, waste of electrical goods and environmentally harmful products in accordance with a multi-year action plan of the Latvian State Environmental Service.



**~15**  
employees



**12.7M EUR**  
revenue (2023)



Established 1991, the Company provides waste management services in the Sigulda City and Eco Baltia is managing JUMIS under concession agreement with Sigulda Municipality till 2033 by using all rights and obligations of the shareholder.



**~15**  
employees



**1.8M EUR**  
revenue (2023)



Established in 1995, market-leading environmental services company in Lithuania, specializing in collection, transportation and processing of municipal solid waste, sorted recyclable materials, construction waste, auxiliary waste and mobile toilet rental services. Owns critically significant infrastructure in this segment.



**~1 270**  
employees



**65.1M EUR**  
revenue (2023)

# RECYCLING SEGMENT COMPANIES



Founded in 2003, 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. Currently executing major capacity increase project.


 ~250  
employees

 **43.8M EUR**  
revenue (2023)



Established by spin-off in 2022, 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.


 ~100  
employees

 **29.8M EUR**  
revenue (2023)



Established in 2000, recycling company specialising in recycling PP, LDPE film and hard plastic HDPE. One of the leading polyethylene recycling companies in Latvia.


 ~100  
employees

 **8.2M EUR**  
revenue (2023)



Leader in the PVC post-production scrap recycling market in Poland, constantly operated in this industry since 1993. Located in Poland.

 ~180  
employees

 **28.4M EUR<sup>1</sup>**  
revenue (2023)

<sup>1</sup> Pro-forma for full-year 2023, acquired in November 2023.  
Provided revenue figures are for unaudited financial results for the year 2023.



# SHAREHOLDER STRUCTURE OF ECO BALTIA



## INVL Baltic Sea Growth Fund

Managed by INVL, leading Baltic investment management and life insurance group

Founded in 1991, has solid experience in managing private equity assets and building market players that are leaders in their respective fields in the Baltic countries and Central and Eastern Europe. Over its life-time INVL group has executed deals worth more than EUR 1,8bn.

*INVL Baltic Sea Growth Fund holds 52.81% of the shares indirectly via UAB "BSGF Salvus" (LT).*



## European Bank for Reconstruction and Development (EBRD)

First Institutional investor in Eco Baltia

The European Bank for Reconstruction and Development is an international financial institution founded in 1991. As a multilateral developmental investment bank, the EBRD uses investment as a tool to build market economies.

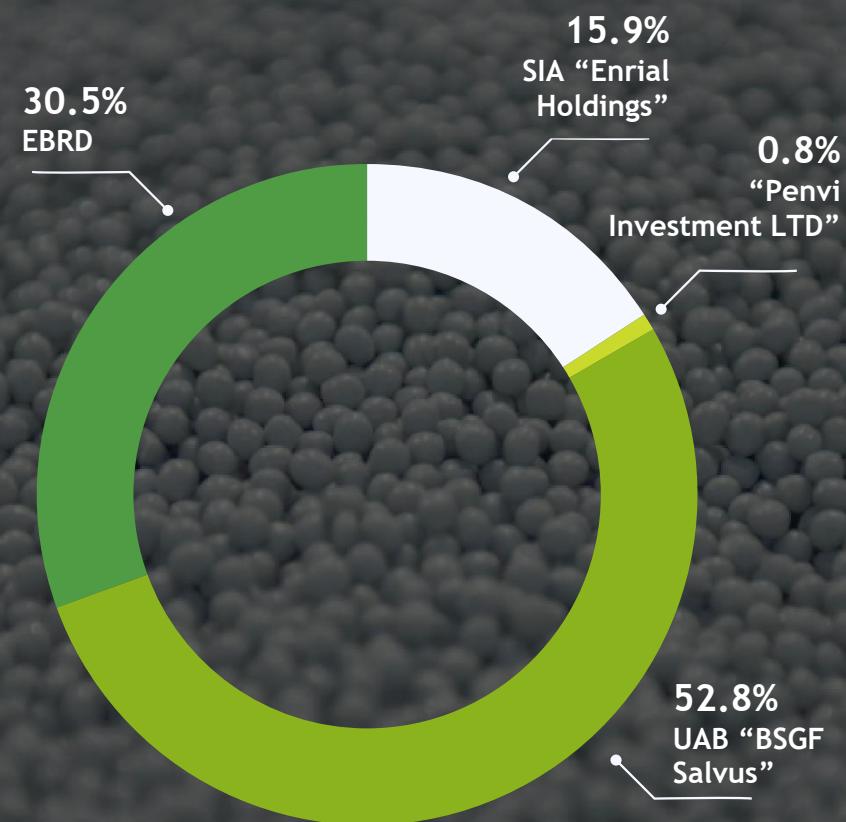


## Māris Simanovičs

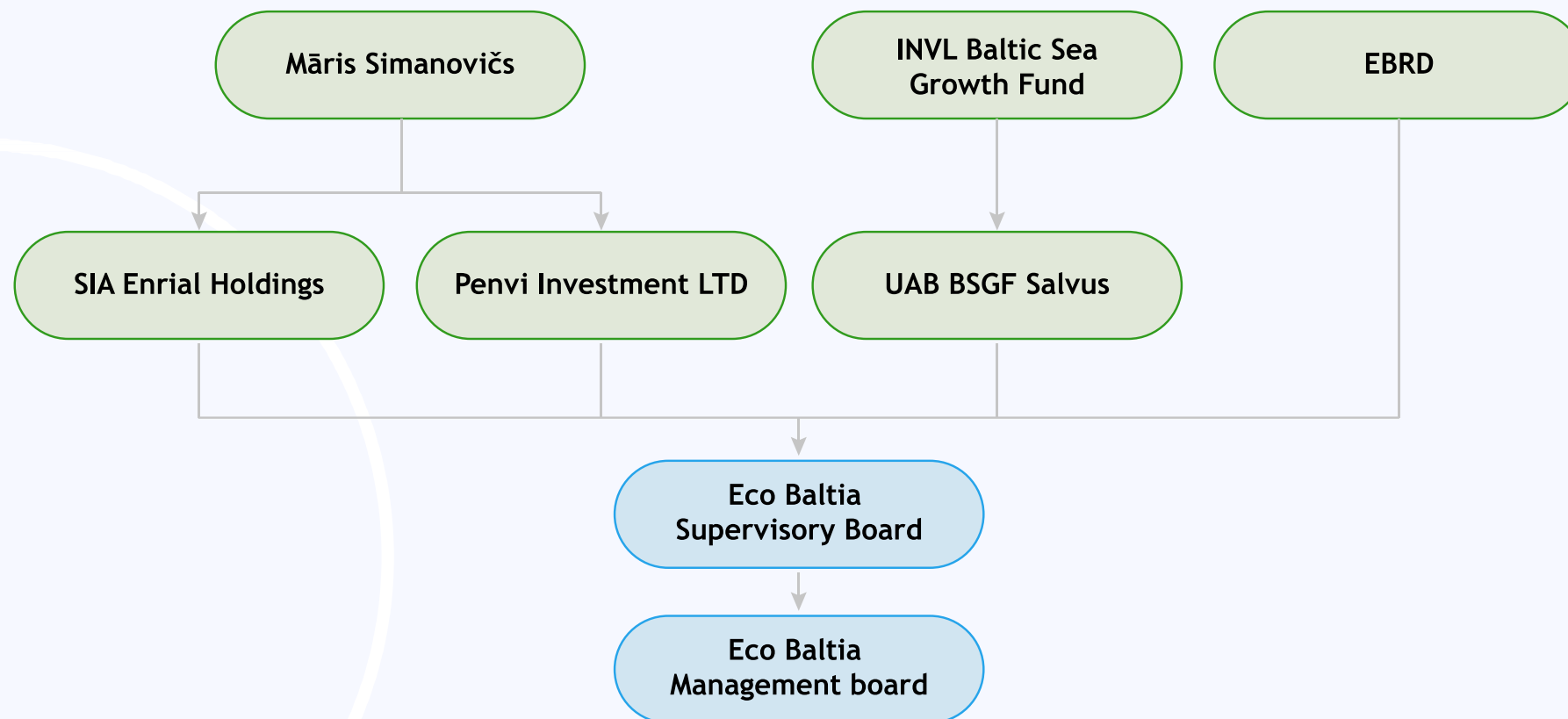
CEO of Eco Baltia

Since 2007 Māris has led the consolidation of waste management market in Latvia. Under Maris' management Eco Baltia has grown into a regional player in the Baltic States with well-established regional supply, sales channels and strong shareholder's structure.

*Māris holds 16.68% of the shares indirectly through SIA "Enrial Holdings" (LV) and "Penvi Investment LTD" (CY).*



# MANAGEMENT STRUCTURE



# 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.



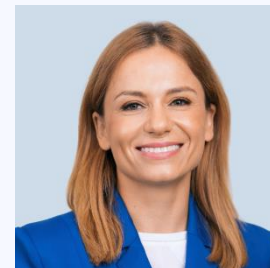
**DEIMANTE KORSAKAITE**  
Deputy Chair of the  
Supervisory Board at  
Eco Baltia

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.



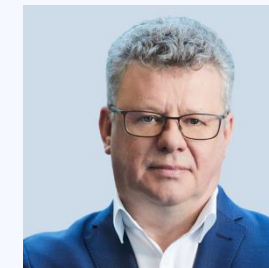
**JURGITA PETRAUSKIENE**  
Independent Member of  
Supervisory Board at  
Eco Baltia

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.



**ALGIMANTAS  
MARKAUSKAS**  
Member of Supervisory  
Board at Eco Baltia

Algimantas is acknowledged as a robust leader and accomplished manager. With over 14 years of experience in senior roles at Thermo Fisher Scientific, he developed company's subsidiary in Vilnius, which was acclaimed as the most valuable company in the Baltics in 2022. His forte lies in crafting and executing corporate strategies.



# GROUP MANAGEMENT TEAM



**MĀRIS SIMANOVIČS**  
Chief Executive Officer  
& Founder

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

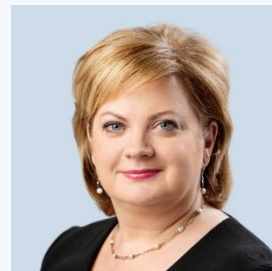
One of the most highly regarded managers in the environmental segment in Latvia. Under Māris' management Eco Baltia has successfully evolved into an regional player with significant growth opportunities. He is actively seeking new ways to foster further business development



**SANTA SPŪLE**  
Chief Financial Officer &  
Board member

**More than 20 years in accounting, audit and finance**

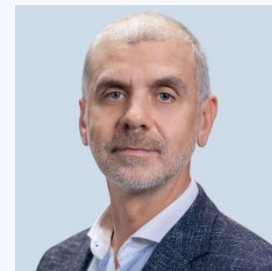
In her professional career Santa has served as a CFO in various companies. Santa's key priorities are oriented towards budgeting, performance assessment, fundraising, standardization of accounting across the group, internal and external audits



**SIGITA NAMATĒVA**  
Chief Legal Officer & Board  
member

**More than 20 years in law**

Sigita is one of the most experienced lawyers in the field of waste management and environmental issues. She has taken part in development of numerous waste management legislation changes in Latvia and Brussels



**SAULIUS BUDREVIČIUS**  
Board member

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

Saulius is responsible for overseeing research and development initiatives, as well as the successful implementation of various investment projects within the Group

# ENVIRONMENTAL SERVICES SEGMENT MANAGEMENT TEAM



**JĀNIS AIZBALTS**  
Head of Environmental  
services

**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



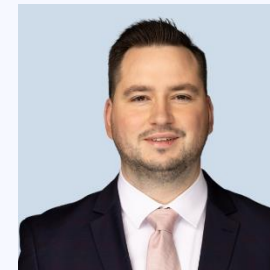
**KASPARS ZAKULIS**  
Chief Executive Officer of  
Latvijas Zaļais Punkts

**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

# RECYCLING MANAGEMENT TEAM



**JŪLIJA ZANDERSONE**

Chairman of the Management Board  
and Head of the Recycling segment

**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 Fibres.



**SERGEJS MALIŠEVS**

Chief Executive  
Officer 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 Operating 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 segment.



**GRZEGORZ JASIŃSKI**

President of the Management  
Board of Metal-Plast

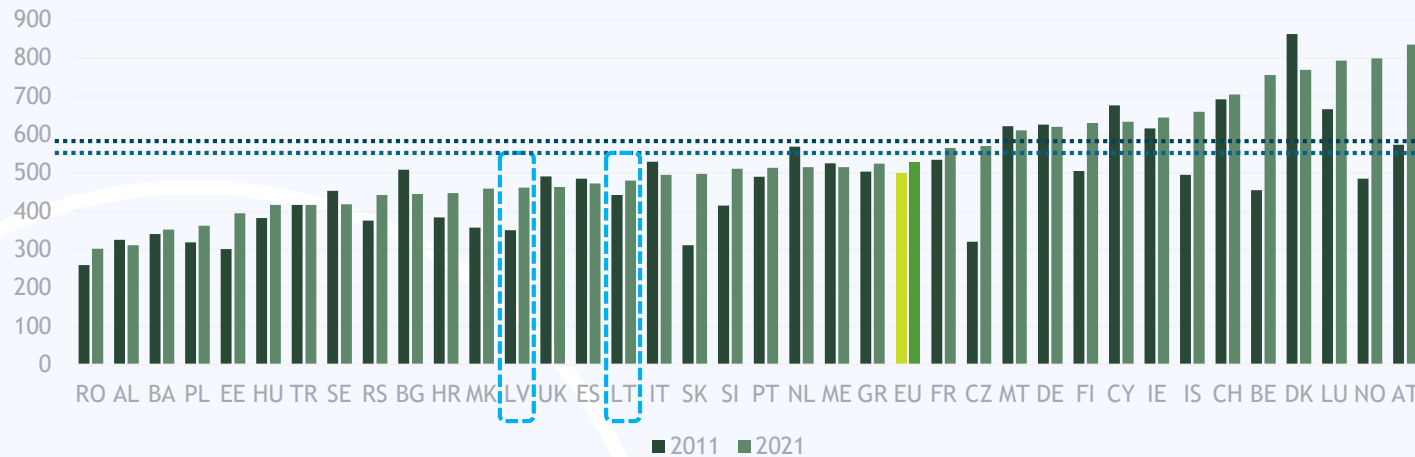
**More than 10 years in senior positions  
in PVC recycling segment**

Grzegorz expertise spans company management, financial planning, sales, budgeting, network expansion and development, and human resource management.

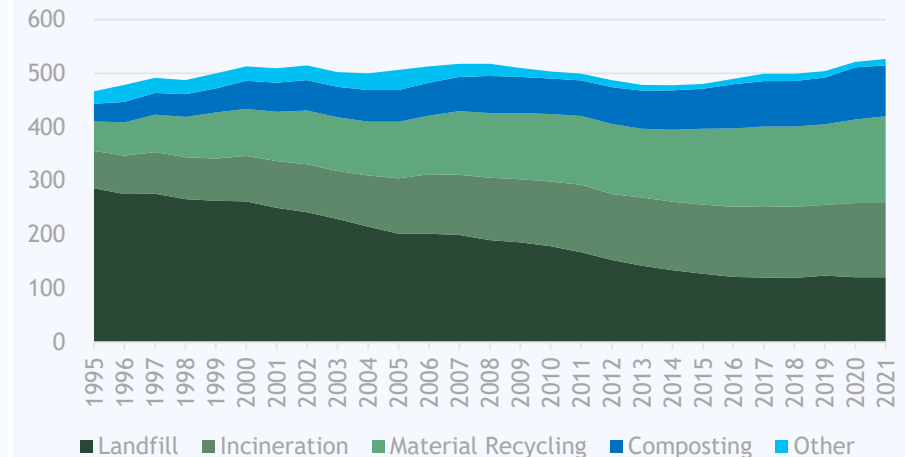


# BUSINESS ENVIRONMENT

Municipal Waste Generated by Country, 2011 & 2021 (Kg per capita) <sup>1</sup>



Municipal Waste Treatment, EU, 1995-2021 (Kg per capita)<sup>2</sup>



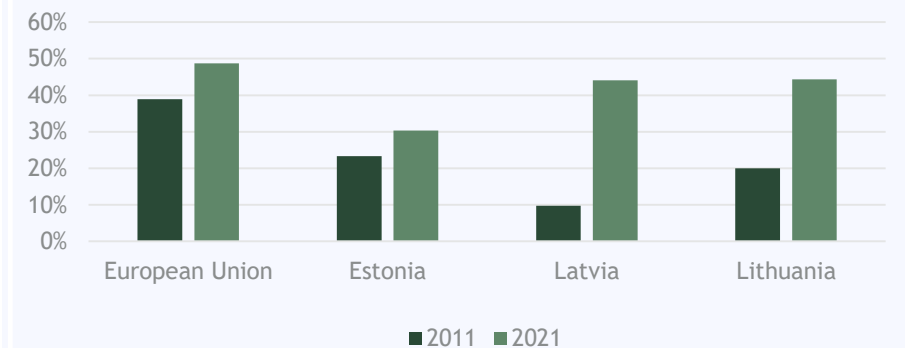
Although the waste management market in the Baltics is relatively smaller when compared to larger regions like Western Europe, Eco Baltia maintains a strong foothold in its operational domain. Eco Baltia holds the following positions:

- Eco Baltia is the largest entity within the environmental services segment 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 segments of the business.

Recycling rate of municipal waste, 2011 & 2021<sup>3</sup>




<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-f24d86accaf1?lang=en>

# REGULATORY ENVIRONMENT

- The business operations and activities undertaken by Eco Baltia Group companies are subject to regulatory requirements imposed by regulatory enactments, including requirements to obtain certain environmental licenses and permits from state environmental institutions. Pursuant to the general principles provided in the waste management enactments of the Republics of Latvia and Lithuania as well as Czech Republic, waste management should not negatively affect the environment and should be performed in such a way, which would not threaten human life and health. Accordingly, the operations of waste management companies are subject to various mandatory environmental and licensing requirements. Regarding performing activities, which fall within the category of polluting activities, a separate permit for performance of polluting activities must be obtained in accordance with the legal enactments of each country. In addition, the Group companies are performing their commercial activities according to various certifications, e.g. ISO 9001:2015; ISO 14001:2015; 50001:2018.
- Latvijas Zaļais punkts as producers' responsibility organization has to receive approval for its management plans by State Environmental Service (SES) and enter into agreements with SES for each 3-year period on the application of collection and recycling systems and achievement of state established recycling targets. Based on these agreements all clients of LZP have received exempt from payment of Natural Resources tax (NRT) for respective type of goods (packaging, electronics or hazardous waste). In case if LZP fails to achieve recycling targets, SES should impose NRT extra charge to LZP for non-recycled amount on behalf of its clients. NRT rates in average are 10 times higher than fees paid by clients to LZP and may result in significant amount. SES also has rights to terminate unilaterally agreements with LZP in case of a serious breach by LZP. In case of termination of any of agreements, LZP will lose the rights to manage collection and recycling of respective type of material for certain period of time (at least for one quarter). It may lead also to claims from clients to compensate damages caused by the termination.

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- DESCRIPTION OF THE ISSUER AND ITS BUSINESS
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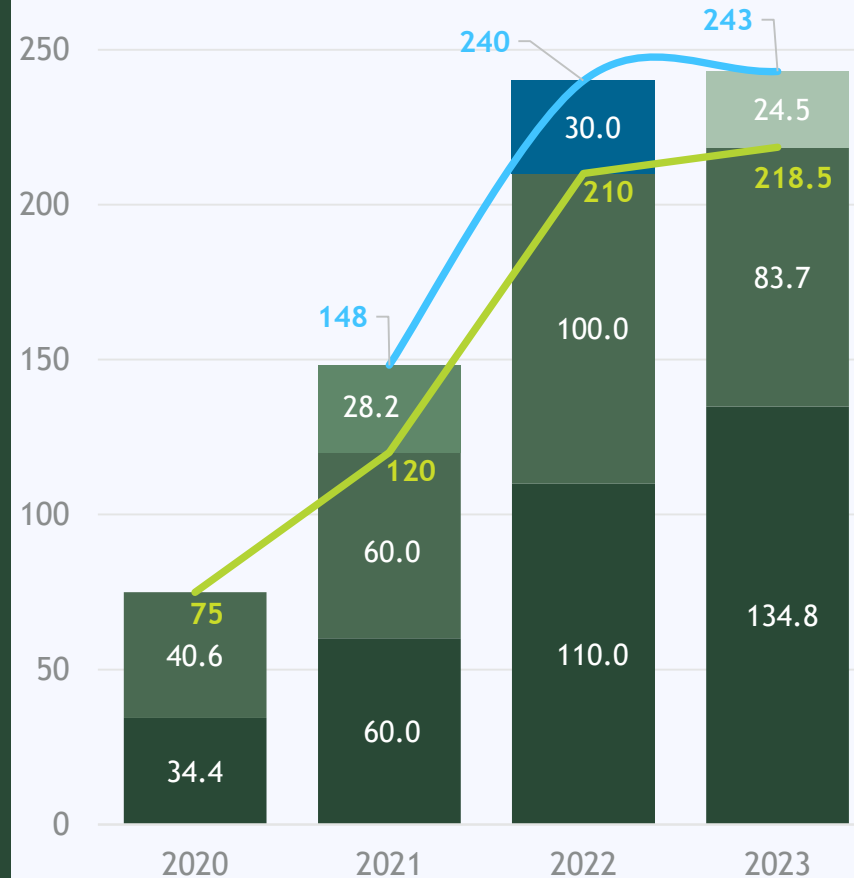


# KEY FINANCIAL HIGHLIGHTS

Strong growth with robust profitability

- **EBITDA growth:** considerable increase, M&A activities contributing 30-40% to total growth
- **Environmental Services segment Growth:**
  - 2021: Driven by Riga MSW agreement and market share
  - 2022: Continued unit revenue growth
  - 2023: Acquisition effect of Pilsētas Eko Serviss
- **Plastics Recycling segment Growth:**
  - Driven by "Green" trend
  - Major brands using reusable materials
  - Increased packaging demand due to COVID-19
  - Acquisition of Tesil Fibres in 2022
  - Acquisition of Metal Plast in 2023

## REVENUE



■ Environmental services  
 ■ Ecoservice Jan-Aug'21\*\*  
 ■ Metal Plast Jan-Oct'23\*\*\*\*  
 ■ Total consolidated  
 ■ Plastics recycling  
 ■ Tesil Jan-Sep'22\*\*\*  
 ■ Total pro-forma

### 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.

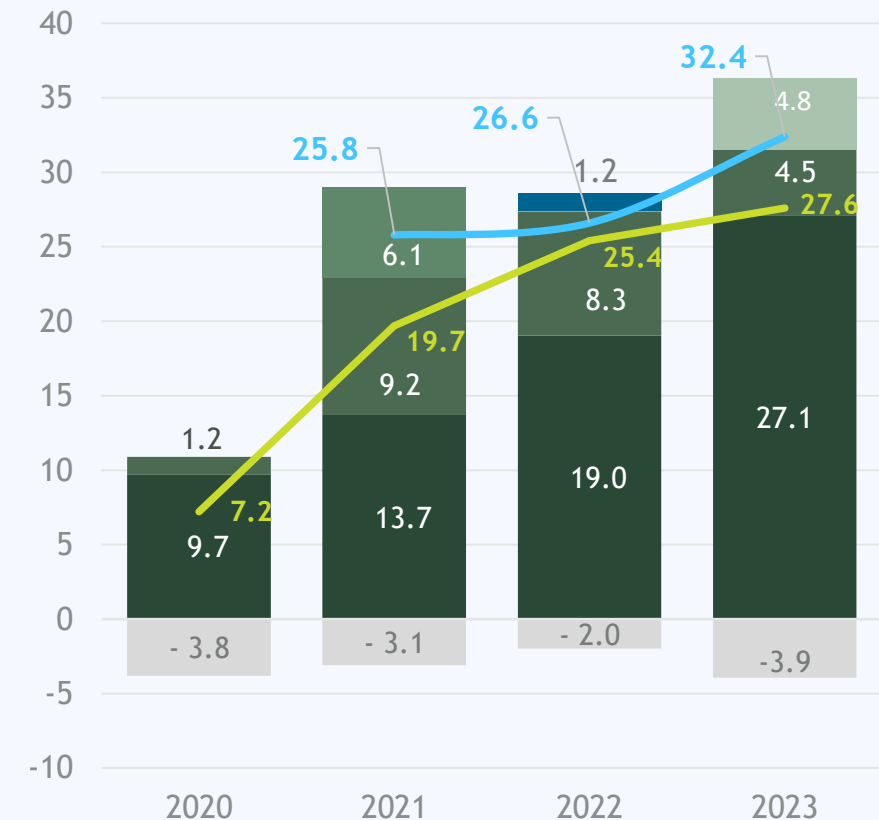
\*\* Ecoservice pro-forma result for Jan-Aug'21.

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

\*\*\*\* Metal Plast pro-forma result for Jan-Oct'23.

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

## EBITDA\*



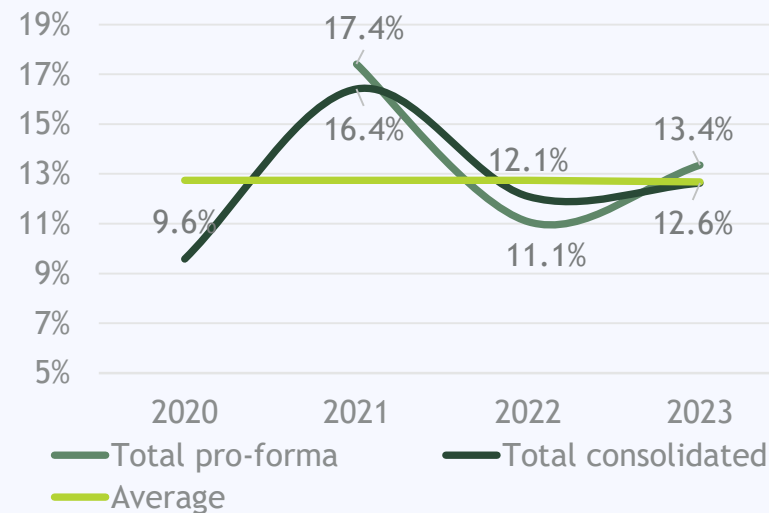
■ Other\*\*\*\*\*  
 ■ Tesil Jan-Sep'22\*\*\*  
 ■ Plastics recycling and related  
 ■ Total pro-forma  
 ■ Metal Plast Jan-Oct'23\*\*\*\*  
 ■ Ecoservice Jan-Aug'21\*\*  
 ■ Environmental services  
 ■ Total consolidated

# KEY FINANCIAL HIGHLIGHTS

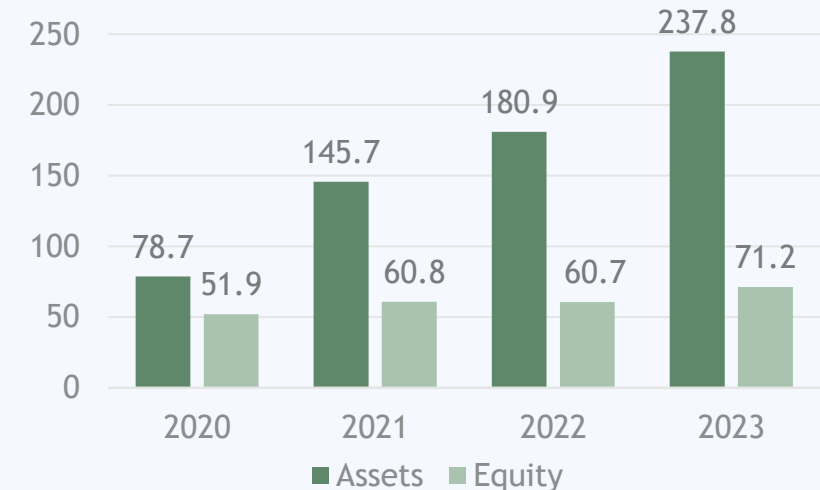
## Increasing leverage driven by growth

- **Total book assets** have been growing along with the overall business expansion
- **Substantial growth of balance sheet**, associated with recent development CAPEX and M&A
- **The decline in EBITDA margin** in 2022 was primarily influenced by fluctuations in energy prices. However, the focus remains on achieving favorable terms in the medium to long term
- **Net debt** increase attributable to M&A and CAPEX expansions.

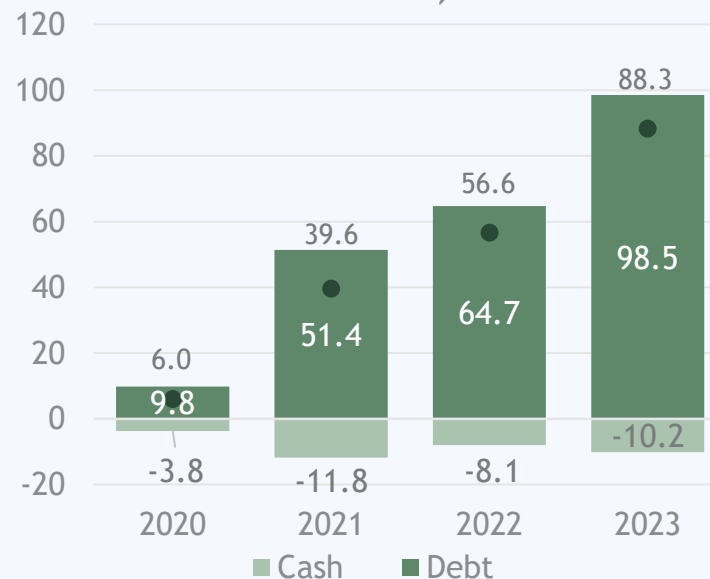
### EBITDA % MARGIN



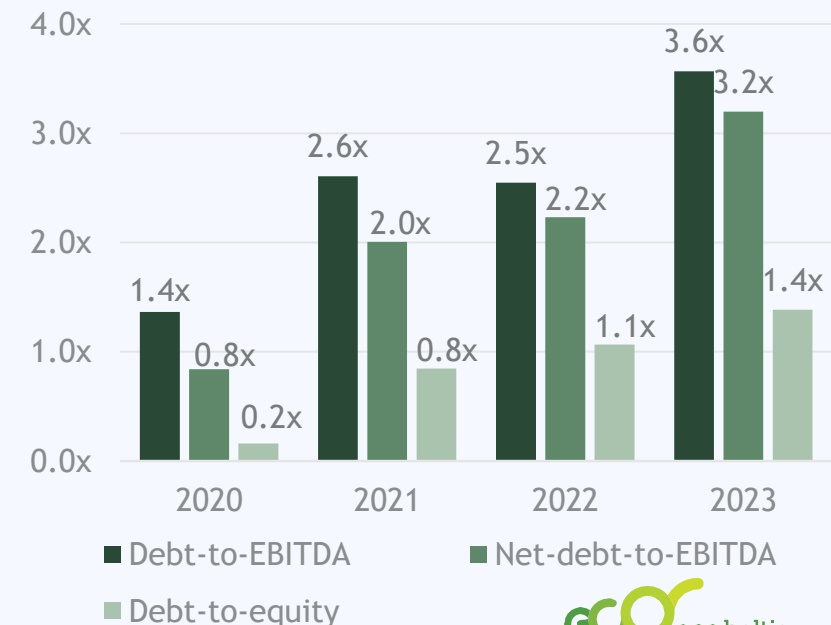
### CONSOLIDATED ASSETS AND EQUITY



### CONSOLIDATED NET DEBT/(NET CASH)



### CONSOLIDATED RELATIVE LEVERAGE METRICS



Notes: Financials are reported as per IFRS. Debt exc. IFRS16 lease liabilities.

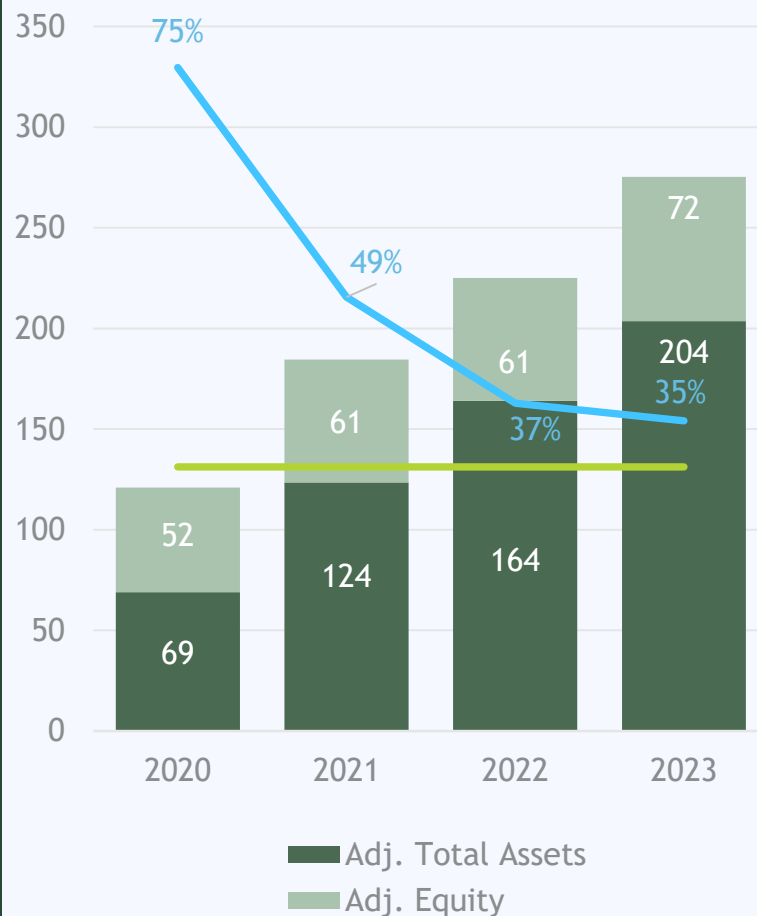
# FINANCIAL COVENANTS

## Covenants at consolidated level

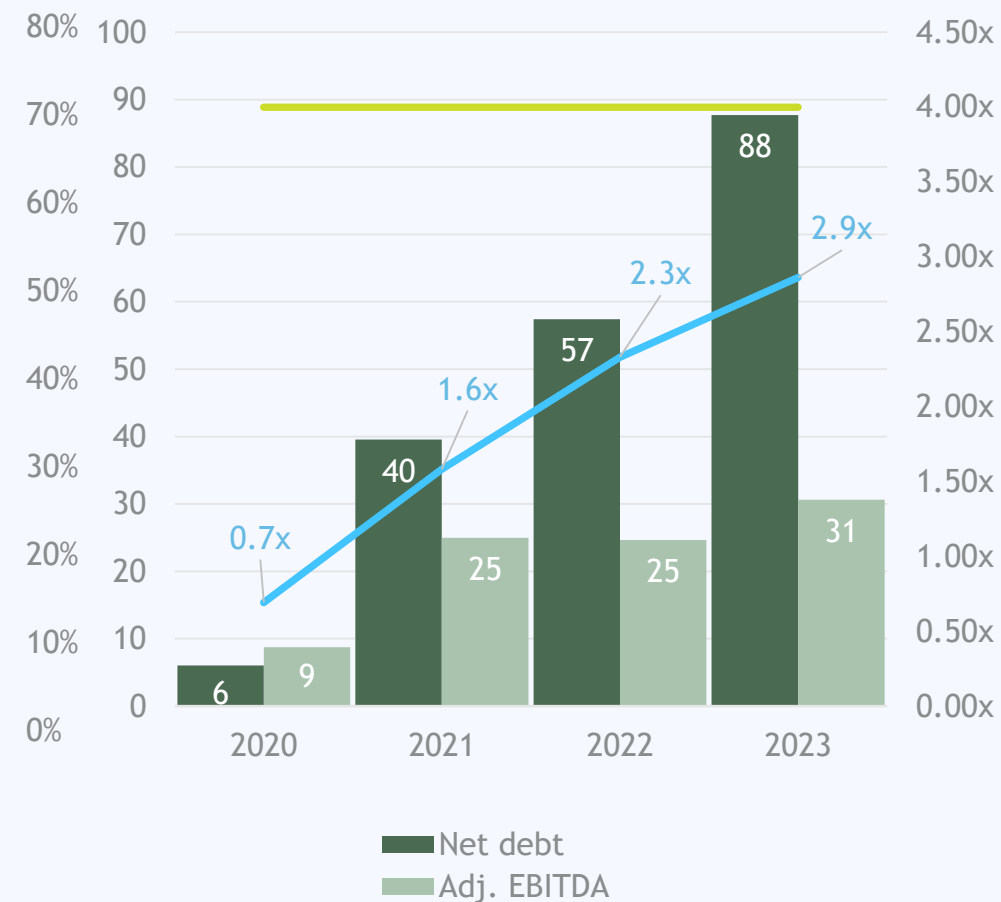
The Issuer has two financial covenants applicable to the Notes:

- Equity Ratio:  $\geq 30\%$ <sup>1</sup>
- Net debt to Adjusted EBITDA Ratio:  $\leq 4.0x$ <sup>2</sup>
- The Issuer calculates these covenants by adjusting Total Assets and Equity for the Equity Ratio and using Adjusted EBITDA for the Net Debt to Adjusted EBITDA ratio on a quarterly basis. Refer to details in Clause 14 of the Terms and Conditions, "Special Undertakings".
- The use of adjusted EBITDA is justified to account for the impact of new entity/business acquisitions, preventing immediate increases in debt levels due to associated financing costs. This approach ensures a more accurate representation of the Issuer's financial situation, considering the full inclusion of debt and EBITDA from acquisitions after 12 months from the acquisition date.

TOTAL ASSETS & EQUITY, EUR M  
EQUITY RATIO



NET DEBT & ADJUSTED EBITDA (EUR M)  
NET DEBT TO ADJUSTED EBITDA RATIO<sup>3</sup>



The covenants applicable to the Note issue have only been exercised starting with 30.09.2022, the graphs represent the historical performance of applicable covenants.

Provided consolidated financials are according to IFRS and adjusted as explained in the Terms & Conditions.

<sup>1</sup> Equity divided by Total Assets, for a more detailed description please refer to Clause 13 of the Terms and Conditions.

<sup>2</sup> For a detailed description please refer to Clause 13 of the Terms and Conditions.

# HISTORICAL FINANCIAL INFORMATION

## CONSOLIDATED INCOME STATEMENT

(EUR Thousand)	2020	2021	2022	2023
	Audited	Audited	Audited	Unaudited
<b>Revenue</b>	<b>74 953</b>	<b>120 020</b>	<b>210 032</b>	<b>218 525</b>
Cost of sales	-62 232	-95 467	-178 535	-181 866
<b>Gross profit</b>	<b>12 722</b>	<b>24 553</b>	<b>31 496</b>	<b>36 660</b>
Selling expenses	-4 449	-5 602	-7 566	-7 265
Administrative expenses	-5 228	-8 839	-15 193	-20 132
Other operating income	1 649	909	1 944	1 270
Other operating expenses	-4 028	-811	-1 305	-2 757
<b>EBIT</b>	<b>665</b>	<b>10 210</b>	<b>9 377</b>	<b>7 775</b>
Interest income and similar income	31	16	23	721
Interest expenses and similar expenses	-588	-1 135	-2 809	-6 536
Loss from participation in the capital of associated company	-	-	-	51
<b>EBT</b>	<b>108</b>	<b>9 092</b>	<b>6 591</b>	<b>2 011</b>
Corporate income tax	-	-46	-23	-37
Deferred income tax	-	280	1 738	-279
<b>Net profit</b>	<b>108</b>	<b>9 326</b>	<b>8 306</b>	<b>1 695</b>
<b>EBITDA</b>	<b>7 187</b>	<b>19 693</b>	<b>25 400</b>	<b>27 597</b>
<b>EBITDA margin %</b>	<b>10%</b>	<b>16%</b>	<b>12%</b>	<b>13%</b>
D&A	-6 521	-9 482	-16 023	-19 822

- **Revenue** | Consolidated revenue of the Group has nearly tripled in the last 4 years as a result of a combined effect of organic growth (both business volume and prices) and M&A effect.
- **EBITDA** | For the most part, YoY EBITDA increase in FY21 is associated with the full-year operations of the new Riga collection tender and M&A effect and in 2022 - due to kick-in effect for full-year of Ecoservice.
- **EBITDA % margin** | EBITDA margin fluctuated between 10% and 16% in FY20-23, with the average of 13%, and last 2 years witnessed a solid recovery from the bottom level experienced in FY20 when the COVID-19 pandemic unfolded.



# HISTORICAL FINANCIAL INFORMATION

## CONSOLIDATED BALANCE SHEET

ASSETS (EUR thousand)	2020	2021	2022	2023
	Audited	Audited	Audited	Unaudited
<b>Non-current assets</b>	<b>60 318</b>	<b>100 806</b>	<b>129 825</b>	<b>177 756</b>
Intangible assets	32 713	42 206	43 050	66 465
Total fixed assets	27 536	58 159	86 470	110 499
Non-current financial assets	70	441	305	792
<b>Current assets</b>	<b>18 398</b>	<b>44 886</b>	<b>51 098</b>	<b>60 071</b>
Inventories	6 528	12 774	18 930	15 756
Receivables	8 087	20 294	24 104	33 422
Cash and cash equivalents	3 782	11 819	8 063	10 167
Current financial assets	-	-	-	726
<b>Total Assets</b>	<b>78 716</b>	<b>145 692</b>	<b>180 922</b>	<b>237 826</b>
<b>LIABILITIES</b>				
Equity	51 948	60 846	60 749	71 161
<b>Non-current liabilities</b>	<b>10 457</b>	<b>49 707</b>	<b>54 210</b>	<b>102 271</b>
Loans from credit institutions	2 783	34 686	28 264	50 030
Long-term debt securities - bonds	-	-	-	18 000
Finance lease	3 243	7 287	8 907	8 692
Lease liabilities according to IFRS16	1 794	4 393	14 127	21 669
Other	2 637	3 341	2 911	3 880
<b>Current liabilities</b>	<b>16 310</b>	<b>35 139</b>	<b>65 964</b>	<b>64 395</b>
Loans from credit institutions	1 865	5 827	23 828	16 583
Loans from related parties	-	-	-	614
Finance lease	1 938	3 555	3 718	4 555
Lease liabilities according to IFRS16	955	2 011	2 886	2 437
Other	11 553	23 746	35 531	40 206
<b>Total equity and liabilities</b>	<b>78 716</b>	<b>145 692</b>	<b>180 922</b>	<b>237 826</b>

- **Debt** | Debt stood at a level of 2.5x EBITDA at e/o'22, and the last twelve months debt at the e/o'23 stood at a level of 3.6x EBITDA with the increase mostly as a result of the acquisitions of Pilsētas Eko Serviss, Metal Plast and operational CAPEX.


- **Assets** | Total assets stood at ca. 237.8M EUR at e/o'23 (~3x the amount from FY20).

- **Loans from credit institutions** | e.o. 2022 Portion of Loans from credit institutions and Lease liabilities with non-current terms in amount of EUR 11.2 million presented as Current due to breach of covenants including Equity covenant set at Group's subsidiary AS PET Baltija level. However, Luminor Bank AS Latvian Branch and respective Group subsidiary have reached an agreement than non-compliance with the mentioned Equity ratio covenant will not be considered as a case of Event of default in accordance with the General Financing Terms after the reporting date.
- As of 31.12.2023 the Group complied with Luminor Bank covenants.

# INFORMATION INCORPORATED BY REFERENCE

- The documents set out below that are incorporated by reference in this Company Description are, where indicated, direct translations into English from the original languages of the documents. To the extent that there are any inconsistencies between the original language versions and the translations, the original language versions shall prevail. The Issuer provides information to investors on its website: <https://ecobaltia.lv/en/>, where financial information might be found under subsection “Financial results” of section “Investors” and articles of association might be found under subsection “Corporate Governance” of section “Investors”. The information set out shall be deemed to be incorporated in, and to form part of, this Company Description :
- the Issuer’s unaudited consolidated and stand-alone financial statements for the year ended 31 December 2023 (consolidated financial statements may be found at [https://ecobaltia.lv/wp-content/uploads/2024/03/Eco-Baltia-Group-Financial-statement\\_ENG\\_12M\\_2023.pdf](https://ecobaltia.lv/wp-content/uploads/2024/03/Eco-Baltia-Group-Financial-statement_ENG_12M_2023.pdf) and stand-alone financial statements may be found at [https://ecobaltia.lv/wp-content/uploads/2024/03/NEW\\_Eco-Baltia-Financial-statement\\_ENG\\_12M\\_2023.pdf](https://ecobaltia.lv/wp-content/uploads/2024/03/NEW_Eco-Baltia-Financial-statement_ENG_12M_2023.pdf));
- the Issuer’s audited consolidated and stand-alone financial statements for the year ended 31 December 2022 together with the independent auditor’s report (consolidated financial statements may be found at <https://ecobaltia.lv/wp-content/uploads/2023/06/Eco-Baltia-AS-IFRS-CON-FS-EN-31.12.2022-combined.pdf> and stand-alone financial statements may be found at <https://ecobaltia.lv/wp-content/uploads/2023/06/Eco-Baltia-AS-Standalone-ENG-28.04.2023-combined.pdf>);
- the Issuer’s audited consolidated and stand-alone financial statements for the year ended 31 December 2021, together with the independent auditor’s report (consolidated financial statements may be found at <https://ecobaltia.lv/wp-content/uploads/2023/01/consil-2021.pdf> and stand-alone financial statements may be found at <https://ecobaltia.lv/wp-content/uploads/2023/01/EB-gada-parskats-2021-2.pdf> (available only in Latvian));
- the Issuer’s audited consolidated and stand-alone financial statements for the year ended 31 December 2020 together with the independent auditor’s report (consolidated financial statements may be found at [https://ecobaltia.lv/wp-content/uploads/2023/01/2020\\_consil\\_EB\\_group.pdf](https://ecobaltia.lv/wp-content/uploads/2023/01/2020_consil_EB_group.pdf) and stand-alone financial statements in Latvian may be found at <https://ecobaltia.lv/wp-content/uploads/2023/01/2020.-gada-parskats-EB.pdf> (available only in Latvian));
- Articles of Association of the Issuer (they may be found at [https://ecobaltia.lv/wp-content/uploads/2024/04/Articles\\_of\\_Association\\_-03.04.2024.pdf](https://ecobaltia.lv/wp-content/uploads/2024/04/Articles_of_Association_-03.04.2024.pdf)).
- It is possible to get acquainted with the aforementioned documents on the website of the Issuer at <https://ecobaltia.lv/>, or Nasdaq at [www.nasdaqbaltic.com](http://www.nasdaqbaltic.com).



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# RISK FACTORS ASSOCIATED WITH THE ISSUER

## Risks related to macroeconomic situation and general business environment

The Issuer's Group business, financial performance and conditions may be materially affected by changes in general economic, political, and financial market conditions, such as a global or local recession, inflation and/or fluctuations in interest rates, geographical uncertainty due to war in Ukraine, changes in the demand for and prices of secondary raw materials on the world markets, and disruptions in the regional supply chains and demand for secondary raw materials. Risks related to increase in transportation costs may have a substantial impact on the profitability of Issuer's Group exports. Issuer's financial performance might be impacted, by an increase in energy prices and production costs and non-fulfilment of contractual obligations by business partners (suppliers, subcontractors, customers). The ongoing uncertainty has and may continue to adversely affect the global economy and Issuer's Group business, results of operations, financial condition, and prospects.

## Success of previous, current, and future investment projects

The Issuer through its subsidiaries has implemented and may implement in the future investment projects of a large scope, including merger and acquisition deals. Even though the Issuer's Group and its employees use all their best knowledge and analytical resources when planning investments, there is no guarantee that all such information is always true and comprehensive, or that investments will generate the planned return of investment or that investment will not cost more than anticipated. Failure of already implemented or anticipated investment projects in a similar way, including unsuccessful merger and acquisition deals, failed acquisition, or unsuccessful purchase, may have a significant adverse effect on the Issuer's activities, its financial situation and business results.

## Operational and safety risks

Issuer's Group services involve risks, such as accidents, equipment defects, malfunctions and failures and natural disasters. These risks expose the Issuer to potential liability for pollution and other environmental damages, personal injury, loss of life, business interruption and property damage or destruction. For example, on 5 August 2023 a fire destroyed the Vilnius sorting centre, causing damage to the environment, the property of the company and other persons, and a temporary interruption in operations. The total damage has not yet been fully estimated. The company is cooperating with the investigating authorities and insurers and has relocated its operations to other sorting sites thus ensuring business operations of the Group's subsidiary are continued and services are provided as per agreements.

Group has implemented internal controls and procedures to avoid potential pollution or damage to the environment incidents as well as has various insurance policies in place to manage the financial effects of such risks. Nevertheless, The Group's insurance policies could be inadequate to fully compensate for losses associated with damage to its property, assets and liability for third-party claims. In certain situations, the Issuer's Group is not able to increase insurance coverage significantly due to economically unreasonable insurance premiums or may not be able to insure certain risks at all. Any losses exceeding amounts covered by insurance contracts may have an adverse effect on the Group's business operations, financial position, and cash flows.



# RISK FACTORS ASSOCIATED WITH THE ISSUER

## Mandatory prepayment of the Group's debt portfolio

Issuer's group is dependent on external financing provided by commercial banks. The Group's existing long-term loan agreements include certain financial covenant clauses and other obligations and representations, the violation of which could lead to an event of default and acceleration of repayment of the loans and bonds issued. Its ability to comply with covenants and restrictions contained in the loan agreements may be affected by events beyond its control, including prevailing economic, financial, legal, and industry conditions. For example, high and volatile energy prices may have adverse effect on the Group's EBITDA, but in combination with the acquisition of new companies may increase Group's net debt and therefore also a risk to breach the covenants. If these obligations were to be breached, the creditors involved would be able to declare an event of default pursuant to the relevant loan agreements and require prepayment of the entire outstanding loan amounts. Due to the cross-default clauses in the loan agreements, the Group might need to refinance a substantial part of its outstanding debt. The ability to raise funding for the refinancing of debt or negotiate other terms with existing lenders might be limited, thus causing significant going concern risk for the Group. The Group's policy is, among other things, to maintain a common list of covenants included in the loan agreements.

## Holding company risk

The Issuer is the ultimate holding company of the Group. The principal assets of the Issuer are the equity interests it directly or indirectly holds in its operating subsidiaries and loan balances receivable from Group entities. As a result, the Issuer is largely dependent on loans, interest, dividends, and other payments from its subsidiaries to generate the funds necessary to meet its financial obligations, including the payment of interest and principal to its creditors, including the Noteholders. The ability of the Issuer's subsidiaries to make such distributions and other payments depends on their earnings and may be subject to statutory or contractual restrictions. Consequently, if amounts that the Issuer receives from its subsidiaries are not sufficient, the Issuer may not be able to service its obligations under the Notes.

In addition, pursuant to the Terms and Conditions the Issuer is not prohibited to create or permit to subsist share pledges on the Issuer's shares in its subsidiaries securing the respective subsidiary's financing arrangements. At the date of this Company Description the Issuer has pledged in favor of Luminor Bank AS shares in the following subsidiaries: SIA Eco Baltia vide, SIA Latvijas Zaļais punkts, UAB Ecoservice, UAB Ecoservice projektai, SIA Nordic Plast and AS PET Baltija. It is also anticipated that the Issuer will pledge in favour of Luminor Bank AS shares in the Issuer's subsidiary UAB Eco Recycling. In case Luminor Bank AS or any other lender in whose favor the Issuer has pledged its shares in the subsidiaries would enforce the share pledges, the shares of the Issuer's subsidiaries would be sold and the Issuer would not be able to receive any distributions and other payments from these subsidiaries. Moreover, in case of a default by the Issuer under the Notes, the Noteholders would not be able to recover any amounts from the sale of the shares in the aforementioned subsidiaries before the claims of Luminor Bank AS or any other lender in whose favor the Issuer has pledged its shares in the subsidiaries are satisfied.

## Risk associated with the ongoing war in Ukraine

The war against Ukraine, launched on February 24, 2022, by Russia does not currently pose a significant impact on the Issuer's operations, but affects production costs and overall sentiment in the markets. The Issuer's Group has stopped all trade relations with Russia and Belarus. The Issuer's Group strictly complies with all the sanction regulations introduced by the EU and the local governments concerning the cooperation with Russia and Belarus. Political instability in Russia, Belarus and potential further economic sanctions, tensions and conflicts between Russia and Ukraine, including the ongoing war in Ukraine, e.g., possible new restrictive measures and sanctions (EU natural gas import ban) in response to Russian aggression, could have a negative effect on the countries where Issuer's Group companies are operating. As at the date of this Company Description it is impossible to fully estimate the impact of the war in Ukraine on the Issuer and its subsidiaries. The ongoing uncertainty has and may continue to adversely affect the global economy and Issuer's Group business, results of operations, financial condition, and prospects.

# RISK FACTORS ASSOCIATED WITH THE ISSUER

## Commodity markets related risks

The Issuer's Group services are exposed to commodity market price risk. Increase of electricity prices affects plastics segment and increase of fuel prices affects all business lines of the Issuer's Group. Company uses various measures how to mitigate those risks, including implementing energy price element in product price formulas, diversifying energy sources. Nevertheless, the applied mitigation measures may not be sufficient and future commodity market price fluctuations may result in Issuer's Group incurring additional costs, reduced profitability, a drop in market share and outputs and lost cash flows.

## Counterparty risk

The Issuer's Group is dependent on key contracts. The environmental segment is dependent on several key contracts with municipalities on providing waste management services as key income source. Issuer's Group companies are also dependent on material equipment supply and construction agreements. Default of the Issuer's Group counterparty, non-fulfillment, or early termination of any of key contracts may affect the completion of the Issuer's Group commenced investment projects, the quality of services provided by the Issuer or harm the Issuer's reputation. Although, the Issuer's Group monitors and manages its counterparty risk, the occurrence of any of the mentioned counterparty risks may have an adverse impact on the Issuer's Group business and financial position.

## Liquidity risk

The Group is exposed to liquidity risk resulting from mismatches between the revenue generated by its business and the Group's capital requirements to meet its payment obligations as they fall due or to fund its capital investments. The Group's future capital requirements and level of costs will depend on numerous factors, including, weather conditions, the amount of cash generated from its operations and general industry and economic conditions. An inability to cover funding costs through revenue streams could have a material adverse effect on the Group's business, financial condition, and results of operations or prospects, which could impact the ability of

the Issuer to meet its payment obligations under the Notes. The Group's policy is to maintain sufficient reserves of cash and cash equivalents and the availability of long and short-term funding through an adequate amount of committed credit facilities to meet its payment commitments according to its strategic plans and to balance fluctuations in the cash flows.

## Interest rate risk

The Issuer's Group is exposed to interest rate risk, which mainly arises from borrowings at variable interest rates. Variable interest rates expose the Issuer's Group to the risk that financing costs might increase significantly as EUR benchmark rates rise. Most of the borrowings from commercial banks have a variable interest rate, comprising 3-month EURIBOR rate and a margin. The Issuer's Group has used interest rate swaps in the past to alleviate the effect of interest rate fluctuations and is closely following the market developments to potentially lock-in fixed rates or at least some portion of Issuer's Group loan portfolio.

## Risks related to non-compliance with environmental regulation

The Issuer's Group has a considerable exposure to environmental compliance risks as it has to comply with various environmental regulations, and it may be held liable for improper compliance with such rules. Non-compliance may result in loss of any environmental permit and suspension of specific Group activity. In addition to the liability for current activities, the Issuer may also be liable for any previous operations if it appears that such operations caused damages to the environment. Furthermore, any changes in environmental regulations, both national and international, may bind the Issuer to introduce measures that would meet required standards. Breach of requirements of environmental regulations leading to fines may substantially influence the reputation of the Issuer or its subsidiaries, which, in turn may have an adverse effect on the Issuer's sales and financial situation.

# RISK FACTORS ASSOCIATED WITH THE ISSUER

## Risk of non-performance of producer's responsibility organisation

Issuer's Group company LATVIJAS ZAĻAIS PUNKTS (LZP) as producers' responsibility organization has received approval for its management plans by State Environmental Service (SES) on achievement of state established recycling targets for respective type of goods (packaging, electronics or hazardous waste). Based on these approvals all clients of LZP have received exempt from payment of Natural Resources tax (NRT). In case if LZP fails to achieve collection and recycling targets SES could impose NRT extra charge to LZP for non-recycled amount on behalf of its clients. NRT rates in average are 10 times higher than fees paid by clients to LZP and may result in significant amount. SES also have the rights to unilaterally terminate agreements with LZP due to serious breach by LZP. In case of termination of any of agreements LZP will lose the rights to manage collection and recycling of respective type of materials for a certain period (at least for one quarter). It may lead also to claims from clients to compensate damages caused by the termination. All above mentioned sanctions may negatively impact financial situation of LZP and harm its reputation.

## Dependence on the team of top managers and key personnel

Issuer's Group business depends on the team of top managers and executives, responsible for the development, growth of business and appropriate day-to-day activities. Changes in senior management might influence achievement of short-term goals and delay delivery of strategic goals. Loss of such employees or the Issuer's inability to hire new managing personnel with appropriate knowledge and capabilities or shortage of such people in the market can have a negative effect Issuer's Group business, and financial situation.

## Ability to attract qualified and semi-qualified personnel in the market

The Issuer's competitive strength depends upon its ability to attract, train, and retain employees. If the Issuer is unable to offer satisfactory pay and working conditions, the Issuer could experience labor shortage. Labor shortage may also arise due to low unemployment and increased competition for workers, which may increase personnel costs. Thus, the Issuer's inability to attract and retain the required number of qualified employees could have a material adverse effect on its business, financial performance, and financial condition.

## Increase of salaries in the Baltic States

Labour costs comprise a considerable part of the cost of the Issuer's Group services. As economies in the Baltic states are catching up with more developed EU countries, salary levels are growing as well towards the average levels of the EU. Since waste management segment employs significant number of low-skilled workers, the segment is experiencing a proportionately higher salary increase than other segments. Willing to remain competitive and retain its employees, the Issuer may be forced to increase its labour costs at a faster pace than it used to do previously, which may have considerable adverse effect on the Issuer's Group financial situation and business results.

## Dependence on IT

The Issuer's Group is dependent on an efficient and uninterrupted operation of its information and communication systems. Information and communication systems are generally prone to failures, damage, power outages, computer viruses, cyberattacks (risk increased due to war in Ukraine), fire and similar events. Failures or interruptions in the operation of the computer and data processing systems used by the Issuer's Group could result in interruption or loss of business and/or cause reputational damage to the Issuer's Group. This could have a material adverse effect on the net assets, financial position, and financial performance.

# RISK FACTORS ASSOCIATED WITH THE NOTES

## Credit risk

An investment into the Notes is subject to credit risk of the Issuer that the issuer may fail to meet its obligations arising from the Notes in a duly and timely manner. The issuer's ability to meet its obligations arising from the Notes and the ability of the Noteholders to receive payments arising from the Notes depends on the financial position and the results of operations of the issuer.

## Liquidity risk

Although the Issuer intends to apply for listing of the Notes in the First North of Nasdaq Riga alternative market, there is no guarantee that such listing shall be approved, and the Notes will be listed. Even if the Notes are listed, and even more so in case they are not listed, a liquid secondary market for the Notes is not guaranteed. Noteholders might bear a loss due to not being able to sell the Notes on the secondary market or having to sell them at an unfavorable price.

## Inflation risk

Inflation reduces the purchasing power of a Notes future coupons and principal. Inflation may lead to higher interest rates which could negatively affect the Notes price.

## Fixed rate note risk

The Notes bear coupon on its outstanding Nominal Amount at a fixed interest rate. In the secondary market the price of the Note may decrease due to market situation or events related to the Issuer. Besides the activities of the issuer, the value of the Notes may be affected by the developments in financial markets. Thus, the Investors are exposed to the risk that the value of the Notes falls as a result of changes in the market interest rate. While the coupon rate of the Note is fixed until its redemption, the prevailing capital market rates change on a daily basis. If the market interest rate increases, the market value of the Note may fall.

## Early redemption risk

According to the Terms and Conditions, the Notes may be redeemed prematurely on the initiative of the Issuer. If this early redemption right is exercised by the Issuer, the rate of return from an investment into the Notes may be lower than initially anticipated. Also, the Noteholders might not have an option to invest in financial instruments offering the similar risk/return characteristics at the time of the early redemption or could face additional costs in selecting a new investment.


## Refinancing risk

The Issuer may be required to refinance certain or all its outstanding debt, including the Notes. The Issuer's ability to successfully refinance its debt depends on the conditions of the debt capital markets and its financial state at such time. Even if the debt capital markets improve, the Issuer's access to financing sources at a particular time may not be available on favorable terms, or at all. Thus, it could have a negative impact on the Group's operations, financial condition, earnings and on the Noteholders' recovery under the Notes.

## Regulatory and tax risk

Any changes to the laws and other legal acts applicable in the Republic of Latvia and/or the Noteholder's domicile, or the implementation of any new laws or other legal acts may cause additional expenses or taxes and/or reduce return on investment for the Noteholders. Furthermore, tax assessment and withholding procedures applicable to the tax residents and non-residents of the Republic of Latvia may change. From the Investors perspective, risk of alterations in tax regime could affect the value of the interest income. The issuer shall not compensate Investors for any losses related to changes in tax regime.



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# TERMS AND CONDITIONS OF THE NOTES

Term sheet of the Notes

Notes	Unsecured Fixed Rate Notes with the maturity of 3 years
Status of the Notes	The Notes constitute direct, unconditional, unsubordinated and unsecured obligations of the Issuer which will at all times rank <i>pari passu</i> among themselves and at least <i>pari passu</i> with all other present and future unsecured obligations of the Issuer, save for such obligations as may be preferred by provisions of law that are both mandatory and of general application.
Issuer's rating	The Notes are not rated
ISIN	LV0000860138
Specified Currency	Euro (EUR)
Issue Price per Note	100% of Nominal Amount
Interest rate (coupon)	9%
Issue Amount	EUR 10,000,000
Issue Date	2 November 2023
Maturity and Final Redemption	Subject to any early redemption, the Notes will be redeemed on 2 November 2026 at 100% per Nominal Amount
Denominations	Nominal Amount of the Note is EUR 1,000 with minimum subscription amount of EUR 100,000
Use of Proceeds	For general corporate purposes, including financing upcoming investment projects and/or acquisitions
Early Redemption (Issuer Call option)	At 101% per Nominal Amount in case of the Redemption Date falling on or after the date falling 2 (two) years after Issue Date At 100% per Nominal Amount in case of the Redemption Date falling within the last 3 (three) months before Maturity Date At 100% per Nominal Amount for tax reasons
Early Redemption (Investor Put option)	At 102% per Nominal Amount only in case of Change of Control, De-listing Event or Listing Failure

# TERMS AND CONDITIONS OF THE NOTES

Term sheet of the Notes

Interest Payment Date(s)	2 May and 2 November each year, adjusted in accordance with the relevant Business Day Convention
Day Count Fraction	30E/360
Financial covenants	According to the consolidated financial reports of the Issuer: <ul style="list-style-type: none"><li>• Equity Ratio <math>\geq 30\%</math></li><li>• Net Debt to Adjusted EBITDA Ratio <math>\leq 4.0x</math></li></ul>
Other Special Undertakings	Financial Reporting; Negative Pledge; Limits on dividends; Financial Indebtedness restrictions
Form of the Notes	The Notes are in dematerialized form. The book-entry and accounting of the dematerialized securities in the Republic of Latvia shall be made by Nasdaq CSD. Entity in charge of keeping the records will be the Issuer. The Notes shall be valid from the date of their registration until the date of their redemption. No physical certificates will be issued to the Investors. Principal and interest accrued will be credited to the Noteholders' accounts through Nasdaq CSD.
Target market	Qualified clients and Retail clients
Certified Adviser	ZAB COBALT SIA, registration No 40203333511, registered at address Marijas iela 13 k-2 - 3, Riga, Latvia
Arranger	Luminor Bank AS, registration No 11315936, registered at address Liivalaia str. 45, Tallinn, Estonia, registered with the Estonian Commercial Register, represented within the Republic of Lithuania by Luminor Bank AS Lithuanian Branch, registered at Konstitucijos ave. 21A, 03601 Vilnius, Lithuania, registration No 304870069
Trustee	ZAB Eversheds Sutherland Bitāns, registration No 40203329751, registered at address Lāčplēša str. 20A-9, Riga, Latvia
Admission to Trading	To be admitted to the <i>First North</i> (Nasdaq Riga) Bond list within 6 months after the Issue Date
Information about the securities of the Issuer that are already admitted to trading	EUR 8,000,000 8% coupon bond due 17.02.2026, ISIN LV0000860120, is listed on <i>First North</i> (Nasdaq Riga)



# RIGHTS PROVIDED BY THE NOTES

The Issuer having issued the Notes shall become a debtor of the Noteholders of the Notes and shall undertake obligations for his/her/its benefit.

During the period from the Issue Date up until all Notes are duly redeemed, the Noteholders of the Notes shall have the right to receive nominal amount for available Notes calculated in the currency of issue, provided the Notes have been held until the Redemption Date as indicated in the Terms and Conditions of the Notes, as well as receive Interest during the Notes validity period, to be paid on the days of Interest Payment Dates pursuant to the Terms and Conditions.

The Notes cannot be converted into the Issuer's shares. No restrictions are applied to the transfer of the Notes in the secondary market (purchase and sale or other transfer) and/or pledge all or part of the Notes.

In addition, the Noteholders will other rights indicated in applicable legal acts, this Company Description or the Terms and Conditions of the Notes.



# AGREEMENTS CONCLUDED BY THE ISSUER AND THIRD PARTIES RELATED TO THE ISSUANCE OF THE NOTES



## AGREEMENT ON THE NOTES DISTRIBUTION

The Issuer and the Arranger on 13 June 2023 have concluded a service agreement regarding the distribution of the Notes and other matters related to the issuance of the Notes

## ESSENTIAL TERMS AND CONDITIONS OF THE AGREEMENT

In this Agreement and the conditions stipulated therein, the Issuer assigns to the Arranger, and the Arranger undertakes to provide the Company with Notes distribution services and to act as an exclusive financial agent advisor on issues of offering and distribution of the Notes. According to this Agreement, the parties also undertake to use their best efforts and to cooperate to make the offering of the Notes successful. The Agreement will be valid until the complete fulfilment of the obligations under this Agreement.

## AGREEMENT ON THE PROTECTION OF NOTEHOLDERS' INTERESTS IN RELATIONS WITH THE ISSUER

The Issuer and the Trustee on 17 October 2023 have concluded a service agreement (Trustee Agreement) regarding the protection of Noteholders' interests in relations with the Issuer and other related matters.

## ESSENTIAL TERMS AND CONDITIONS OF THE AGREEMENT


In compliance with this Agreement, laws, and other legal acts, the Trustee undertakes to defend all the rights, and legal interests of the Noteholders in relations with the Issuer, and the Issuer undertakes to pay the Trustee the remuneration specified in the Agreement. The Agreement expires when the Issuer fulfils all obligations for the Noteholders assumed during the issuance of the Notes; when the Trustee acquires a bankrupt or liquidator entity status or loses the right to provide services as Trustee of the Noteholder; and (or) provided by other laws and/or other legal acts of the Republic of Lithuania cases.

## AGREEMENT FOR THE SERVICES OF A CERTIFIED ADVISER

The Issuer and the Certified Adviser on 7 June 2023 have concluded an agreement for the provision of the services of the Certified Adviser.

## ESSENTIAL TERMS AND CONDITIONS OF THE AGREEMENT

Law firm COBALT undertakes to provide the services of the Certified Adviser in connection with the admission of the Notes to *First North* (Nasdaq Riga) Bond list. The agreement is valid until the first admission day in the *First North* (Nasdaq Riga).

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# TRANSACTIONS OF THE ISSUER

## ECO BALTIA MATERIAL CONTRACTS

**Eco Baltia vide** | Riga waste management agreement with Riga City Council on waste management in the administrative territory of the Riga Northern Executive Directorate of Riga Vidzeme Suburbs and Riga Northern District with contract amount 96 800 000 EUR and contract duration from 19.02.2020 to 18.02.2027.

The development of sorting facility for Municipal Solid Waste and Secondary Raw Material total estimated investment of approx. 11.9m EUR, to be invested into site construction and purchase of the main technological equipment.

**VAANIA and JUMIS** | On 2003 SIA Vaania has concluded a concession agreement with Sigulda City Council according to which SIA Vaania is the holder of the capital shares of Sigulda City SIA Jumis and rights of SIA Vaania arising from this agreement include the rights to vote and to receive dividends. The agreement is concluded for a period of 30 years and provides that Sigulda City SIA Jumis has the right to provide waste management services in the territory of Sigulda municipality.

**Issuer's Group - Luminor** | Issuer Eco Baltia has no loans from credit institutions nor available credit line, nevertheless Eco Baltia group companies have received financing from Luminor Bank AS (Latvian and Lithuanian branches). As collateral for the financing granted by Luminor Bank AS Eco Baltia group companies have provided commercial pledges on assets (assets as an aggregation of property as at the moment when pledge is given and future parts of such aggregation of property), commercial pledges on shares of group companies (as well as any and all of the shares which the respective pledgor will obtain into ownership during the effective period of the pledge agreement), as well as mortgages on real estate belonging to the group companies, suretyships from the group companies, assignment agreements for the transfer of claims against debtors to the bank for payment of the outstanding amounts. The financing agreements provide payment obligations under the financing agreements rank at least pari passu with the claims of all other unsecured and unsubordinated creditors. The total amount of loan facilities granted to Eco Baltia group is 80.1m EUR and the available credit line 7.6m EUR. As of 31 December 2023, loans and used credit line liabilities were 49.1m EUR. Credit lines expire in end of June 2024 and September 2026. Loan repayment schedules vary, starting from August 2025 until September 2028. Interest rates applied - 3-month EURIBOR + bank margin.

### **Ecoservice :**

- Ecoservice contract with the Šiauliai Regional Waste Management Centre regarding Mixed municipal waste collection and transportation in Šiauliai with the total contract amount 7 000 000 EUR and contract duration from 28.02.2019 to 28.02.2026
- Ecoservice contract with the Vilnius City Municipality regarding sanitation of common areas of Vilnius City and cleaning and greenery maintenance services with the total contract amount 6 476 616 EUR and contract duration from 22.12.2021 to 31.12.2026.
- Ecoservice contract with the Šiauliai Regional Waste Management Centre regarding Collection of packaging and secondary raw materials in the city of Šiauliai with the total contract amount 5 507 852 EUR and contract duration from 02.05.2023 to 02.05.2030.

### **PET Baltija :**

- Luxembourg - based manufacturer purchases of Clear PET flakes, which are made on a monthly purchase order basis, amounts to 30 856 400 EUR aggregated turnover during the last 2 years.<sup>1</sup>
- Czech Republic - based manufacturer purchases of PET flakes and RPET pellets, which are made on a monthly purchase order basis, amounts to 13 247 092 EUR aggregated turnover during the last 2 years.<sup>1</sup>
- Lithuania - based manufacturer purchases of RPET pellets, which are made on a monthly purchase order basis, amounts to 11 620 764 EUR aggregated turnover during the last 2 years.
- Agreement with real estate developer on the construction of new premises for PET Baltija (production center, warehouse, office premises) and lease and buy-out of these premises. PET Baltija investment of over 10 mEUR as part of the development of a new PET recycling plant in Olaine, Latvia.

<sup>1</sup> Jan 2022 - Dec 2023

# TRANSACTIONS OF THE ISSUER

## ECO BALTIA RELATED PARTY TRANSACTIONS

- **Related Party** | Eco Baltia has entered into agreements with related parties to shareholders and members of the Supervisory Boards on providing consultancy services. Eco Baltia also has entered into agreements with other group companies on providing management consultancy and IT services.
  - **Loans** | Intragroup loan agreements;
  - **Admin** | Agreements on management and consultancy services (re, finances, legal, HR, administrative, corporate governance, marketing, communication, insurance, data processing etc.);
  - **IT** | Agreements on IT services, data processing, use of programs and systems, mobile apps, website maintenance;
  - **Premises** | Agreements on subleasing head office premises from AS Eco Baltia.
- In 2022 and 2023, the Issuer and its subsidiaries were engaged in transactions with the shareholders or related companies controlled by the members of Management board and Supervisory board members of the Issuer.
- All intra-group agreements are concluded under market terms and conditions. Related party transactions compose an insignificant amount of the total transactions, assets and liabilities.
- All transactions with related parties were made on terms equivalent to those that prevail in arm's length transactions.
- List of transaction with related parties is provided into *Annex 1* Eco Baltia related parties transactions.

Detailed Issuer's Intra-Group and related party transactions provided in Annex 1  
Related party - as defined in the International Accounting Standard 24, Related Party Disclosures

ISSUERS INTRA-GROUP ASSETS AND LIABILITIES (EUR)	31.12.2022	31.12.2023
ISSUER'S INTRA-GROUP ISSUED LOANS	672 500	7 758 916
ISSUER'S INTRA-GROUP RECEIVED LOANS	997 028	1 166 849
ISSUER'S INTRA-GROUP RECEIVABLES	323 522	1 179 053
ISSUERS INTRA-GROUP PAYABLES	83 372	91 696

ISSUERS RELATED PARTY ASSETS AND LIABILITIES (EUR)	31.12.2022	31.12.2023
ISSUER'S RELATED PARTY PAYABLES	62 686	2 210

ISSUERS RELATED PARTY TRANSACTIONS (EUR)	2022	2023
ISSUER'S PAYMENTS TO RELATED PARTIES FOR RENDERED SERVICES	358 674	86 611

ISSUERS INTRA-GROUP TRANSACTIONS (EUR)	2022	2023
ISSUER'S INTRA-GROUP TRANSACTIONS FOR RENDERED SERVICES	2 517 702	2 304 859
ISSUER'S INTRA-GROUP TRANSACTIONS FOR RECEIVED SERVICES	50 323	71 795
ISSUER'S % INTRA-GROUP % PAYMENTS	112 011	38 705
ISSUER'S % INTRA-GROUP % RECEIVED PAYMENTS	43 287	561 683




# INFORMATION REGARDING SHAREHOLDERS' AGREEMENT, DIVIDEND POLICY AND STOCK OPTION POLICY

- **Shareholders' agreement** | On December 20, 2019 all shareholders and the Company entered into a Shareholders' agreement (SHA). SHA was amended and restated in a new wording on April 1, 2022. SHA determines furnishing of information and reporting by the Company, corporate governance principles of the Company and its subsidiaries, including decision making scope, thresholds and veto rights of shareholders' representatives in the supervisory board of the Company on certain issues like budget approval, election of members of corporate bodies, agreements with related parties or with less than arms-length terms etc.  
The Agreement also provides terms and conditions for the future of sale of the Company's shares - mandated sale of all shares held by the shareholders to a third party or by implementing IPO, tag-along and drag-along rights and other conditions for share sale and purchase process.
- **Dividends** | At the end of each financial year all shareholders vote on the distribution of dividends in an amount of at least EUR 1 000 000. The dividend declaration and distribution is subject to the Company's prior compliance with laws, contractual obligations and any applicable financial covenants imposed on the Company by its creditors. The Company shall pay each such annual dividend within 6 months after the end of the relevant financial year.
- **Share-based incentive programmes - Stock Option policy** | In year 2021 Issuer's Stock Option Policy has been approved, which allows to issue up to 3500 personnel options of Issuer in nominal value of up to EUR 3500 for the period of 5 years. The Supervisory Board of the Issuer with its decision is entitled to grant the issued personnel options to the employees of the Issuer's Group, including department managers, directors and management board members and other senior management and senior employees, which have made a significant contribution to the business development of the Group. One personnel option gives the right to acquire one dematerialized bearer preference share (new shares category) of the Issuer with a nominal value of EUR 1,00 per share that are without voting rights, however which gives to a shareholder rights to receive dividends and liquidation quotas according to the Commercial Law of Latvia. The Issuer issues the shares at the expense of retained earnings of the Issuer. When exercising personnel options, the newly issued preference shares are acquired according to the terms and conditions of the Issuer's Stock Option Policy.
- The allocated personnel options grant the right to change the options to the Shares of the Company in accordance with the terms and conditions of the Stock Option Policy and Agreement only upon the exit of the shareholders from the Company by way of a sale by the shareholders to a third party of all of their shares or an IPO by which the shareholders sell all or at least 60% of their shares, and only subject to the threshold price being reached and shareholders have received cash proceeds. If all conditions are not met, all the personnel options vested to the Beneficiaries are cancelled and option agreements automatically expire without the need to perform any additional actions.
- There are no other share-based incentive or extraordinary bonus programmes or similar programmes, including market value of such programmes, in place.

# INFORMATION REGARDING ISSUER'S AUDITORS, LEGAL PROCEEDINGS, ISSUER'S STATEMENTS AND MATERIAL INVESTMENTS

- **Auditors** | Economic activities of the Company shall be controlled by a sworn auditor, elected simultaneously with approval of the annual accounts of the Company on annual basis by the General Meeting of Shareholders, to act during the next accounting year. The approved auditor for the current financial year is SIA "Deloitte Audits Latvia", legal address: Republikas laukums 2a, Rīga LV-1010, Latvia, Reg. No. 40003606960.
- **Legal proceedings** | Management of the Issuer is not aware of any ongoing legal proceedings or legal proceedings during previous reporting periods against the Issuer, any insolvency applications, instituted insolvency proceedings, as well as any legal proceedings in connection with fraud, economic violations, or other violations. The Issuer is not engaged in or, to the Management's knowledge, has currently threatened against it any governmental, legal, or arbitration proceedings which may have, or have had during the 12 months preceding the date of this Company Description, a significant effect on our financial position or profitability.
- **Litigation Statement of the Executives of the Issuer** | As of the date of this Company Description, none of the Executives (CEO, CFO, CLO) of the Issuer and/or the members of the Management Board and/or Supervisory Board of the Issuer: (i) has had any convictions in relation to fraudulent or other economic offences; nor (ii) has held an executive function in the form of a senior manager or a member of the administrative management or supervisory bodies, of any company, or a partner in any partnership, at the time of or preceding any bankruptcy, receivership or forced liquidation; nor (iii) has been subject to any official public incrimination and/or sanction by any statutory or regulatory authority (including any designated professional body) nor has ever been disqualified by a court from acting as a member of the administrative, management or supervisory bodies of a company or from acting in the management or conduct of the affairs of any company.
- **Confirmation of the Issuer on the Adequacy of Working Capital** | In the opinion of the Issuer, the working capital of the Issuer is sufficient to satisfy the existing claims of the Issuer's creditors.
- **Information regarding material existing and/or future investments:**
  - SIA Eco Baltia vide through its subsidiary acquired road and street maintenance company SIA PILSĒTAS EKO SERVISS (100%), including acquisition of 100% of SIA PES serviss and SIA B 124 on 20th January 2023. Since 1st of December 2023, the aforementioned companies have been merged into SIA Eco Baltia vide.
  - SIA Eco Baltia vide development of municipal solid waste & mixed recycled materials sorting facility in Riga, project expected to finalize in 2024.
  - SIA Nordic Plast has invested into modernization of existing and new sorting line that leads to an upwards of 30% increase in Nordic Plast's recycling capacities.
  - AS PET Baltija investments into the development of a new PET recycling plant in Olaine, Latvia.
  - AS Eco Baltia trough a joint partnership with INVL BSGF acquired a 70 percent stake in the largest Polish PVC windows recycler Metal-Plast. AS Eco Baltia owns 55% trough the shareholding of the Lithuanian based holding company UAB Eco Recycling.
  - In March 2024 the purchase agreement concluded by SIA Latvijas Zaļais punkts and SIA Eko Osta, which requires merger authorization from the Latvian Competition Council, provides for the acquisition of 100% of the shares in SIA Eko Osta.
  - UAB Ecoservice is committed to invest up to EUR 18 million in the rebuilding the Vilnius Sorting Centre, which was devastated by a fire in August 2023.
  - On 4 March 2024 Eco Baltia vide participated and won the auction of 40.4% of the shares of the state and Daugavpils state municipality capital of AS Daugavpils Specialized Road Transport Company organized by SIA Publisko aktīva pārvaldītājs Possessor.
  - Eco Baltia and it's subsidiaries are actively involved with other potential M&A targets.



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## Annex 1

Eco Baltia related party transactions

## Annex 2

Terms and Conditions for AS Eco Baltia up to EUR10,000,000 Unsecured 9 per cent Notes due 2 November 2026



# ANNEX 1

## Eco Baltia related party transactions

Intra-Group loans (EUR)			
Loans Issued	Loans received	Balance 31.12.2022	Balance 31.12.2023
AS Eco Baltia	AS PET Baltija	278 000	1 860 207
AS Eco Baltia	SIA Nordic Plast	369 000	1 034 769
AS Eco Baltia	SIA Polimēru parks	25 500	31 682
AS Eco Baltia	Tesil Fibres s.r.o.	-	4 081 333
AS Eco Baltia	Eco Recycling UAB	-	750 925
SIA Eco Baltia vide	AS Eco Baltia	-	1 014 863
SIA Vaania	AS Eco Baltia	-	151 986
SIA Latvijas Zaļais punkts	AS Eco Baltia	997 028	-

Intra-Group transactions % paid on loans (EUR)			
Revenue	Expenses	Transaction amounts 2022	Transaction amounts 2023
AS Eco Baltia	SIA Nordic Plast	24 839	31 999
AS Eco Baltia	AS PET Baltija	15 891	153 114
AS Eco Baltia	SIA Polimēru parks	2 557	2 558
AS Eco Baltia	Tesil Fibres s.r.o.	-	372 000
AS Eco Baltia	Eco Recycling UAB	-	2 012
SIA Eco Baltia vide	AS Eco Baltia	76 630	7 755
SIA Vaania	AS Eco Baltia	-	3 324
SIA Latvijas Zaļais punkts	AS Eco Baltia	35 381	26 754
SIA Eco Baltia ceļi	AS Eco Baltia	-	872

Intra-Group Receivables/Payables (EUR)			
Receivables	Payables	Balance 31.12.2022	Balance 31.12.2023
AS Eco Baltia	AS PET Baltija	17 652	317 502
AS Eco Baltia	SIA Eco Baltia vide	247 460	65 811
AS Eco Baltia	SIA Latvijas Zaļais punkts	43 309	283 014
AS Eco Baltia	SIA Vaania	115	40
AS Eco Baltia	SIA Polimēru parks	4 318	692
AS Eco Baltia	SIA Jumis	1 650	6 845
AS Eco Baltia	SIA Nordic Plast	9 020	197 237
AS Eco Baltia	UAB Ecoservice	-	2 116
AS Eco Baltia	Tesil Fibres s.r.o.	-	55
AS Eco Baltia	Eco Recycling UAB	-	5 203
AS Eco Baltia	Homecourt Sp. z.o.o.	-	300 538
SIA Eco Baltia vide	AS Eco Baltia	59 318	84 239
SIA Jumis	AS Eco Baltia	51	103
SIA Latvijas Zaļais punkts	AS Eco Baltia	3 189	610
SIA Nordic Plast	AS Eco Baltia	14 291	-
AS PET Baltija	AS Eco Baltia	6 523	6 744

Related Party Receivables/Payables (EUR)			
Receivables	Payables	Balance 31.12.2022	Balance 31.12.2023
EBRD	AS Eco Baltia	12 000	-
SIA Advanti	AS Eco Baltia	1 210	1 210
UAB Anel	AS Eco Baltia	1 000	1 000
Riga Consulting Group	AS Eco Baltia	48 476	-

Intra-Group transactions for rendered services and supplied goods (EUR)			
Revenue	Expenses	Transaction amounts 2022	Transaction amounts 2023
AS Eco Baltia	AS PET Baltija	621 052	543 739
AS Eco Baltia	SIA Jumis	73 530	53 335
AS Eco Baltia	SIA Eco Baltia vide	1 059 885	794 944
AS Eco Baltia	Eko Reverss SIA	1 545	-
AS Eco Baltia	SIA Nordic Plast	273 524	208 717
AS Eco Baltia	SIA Latvijas Zaļais punkts	486 832	399 286
AS Eco Baltia	SIA Vaania	400	-
AS Eco Baltia	UAB Ecoservice	933	-
AS Eco Baltia	Eco Recycling UAB	-	4 300
AS Eco Baltia	Homecourt Sp. z.o.o.	-	300 538
AS PET Baltija	AS Eco Baltia	8 548	17 628
SIA Eco Baltia vide	AS Eco Baltia	38 201	49 651
SIA Latvijas Zaļais punkts	AS Eco Baltia	3 574	4 516

Related Party transactions for rendered services and supplied goods (EUR)			
Revenue	Expenses	Transaction amounts 2022	Transaction amounts 2023
INVL BSGF	AS Eco Baltia	273 000	-
EBRD	AS Eco Baltia	13 198	14 135
SIA Advanti	AS Eco Baltia	12 000	12 000
UAB Anel	AS Eco Baltia	12 000	12 000
Riga Consulting Group	AS Eco Baltia	48 476	48 476





# THANK YOU!

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