



## Statement of the Management Board

### **29 NOVEMBER 2024**

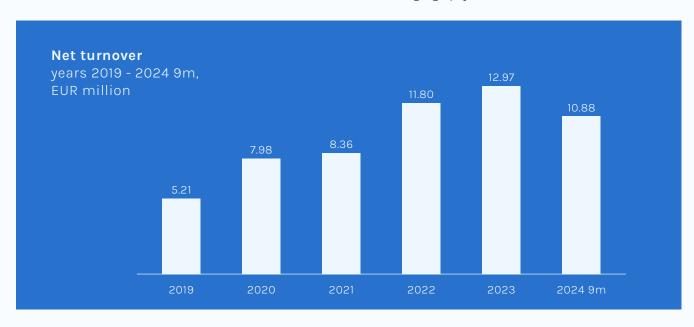
## Key events in 9 months 2024

#### TYPE OF ACTIVITY

LLC (SIA) "Banga LTD" is a food production Company - an internationally renowned canned fish manufacturer that started its business in 2011, but fish production dates back to 1947. The Company's production facility is located on the Baltic Sea coast, close to the port of Roja, which ensures the supply of high-quality fish raw materials, creating a basis for producing quality products. The Company produces its goods using not only fish from the Baltic Sea - sprat and pilchard, but also Atlantic salmon, mackerel, herring, mussels and tuna. The company is certified according to IFS (International Featured Standards), MSC (Marine Stewardship Council) and ASC (Aquaculture Stewardship Council) quality standards. Fishing and fish production have been developed for generations on the Baltic Sea and Gulf of Riga coasts, and the company currently employs more than 160 specialists, making it one of the largest employers in the region. The Company is an active participant in the capital market. Its issued bonds are listed on the Nasdaq Riga First North bond list, thus confirming its high-quality financial corporate governance. The Company's financial statements are prepared and published in line with the IFRS (International

Financial Reporting Standard) standards. The Company's shareholders and management demonstrate the Company's long-term development and sustainable growth. The Company's mission is sustainable production and marketing of high-quality and healthy canned fish worldwide.

The Company's sales volume continued to grow in the first 9 months of 2024, as a result of which net turnover in this period reached 10.88 million representing 16.10% over the performance of 9 months in 2023. By comparison, in 2022, the same level of sales was achieved throughout the entire year. The main sources of the Company's income remained the same: sales of canned fish, which accounted for more than 90%, as well as trade in industrial food, frozen raw materials and fish waste. During the reporting period, sales volumes increased not only as a result of product range expansion and new customers but also due to the traditional autumn demand growth. At the end of the reporting period, Banga LTD products were sold to more than 40 countries, including more than 60% of products were sold outside the EU, demonstrating the expansion of market geography.





During the reporting period, the Company carried out annual plant maintenance, inspection, repair and adjustment of equipment. The production personnel received the annual summer leave in July. At the end of July, the Company's production facility resumed operations.

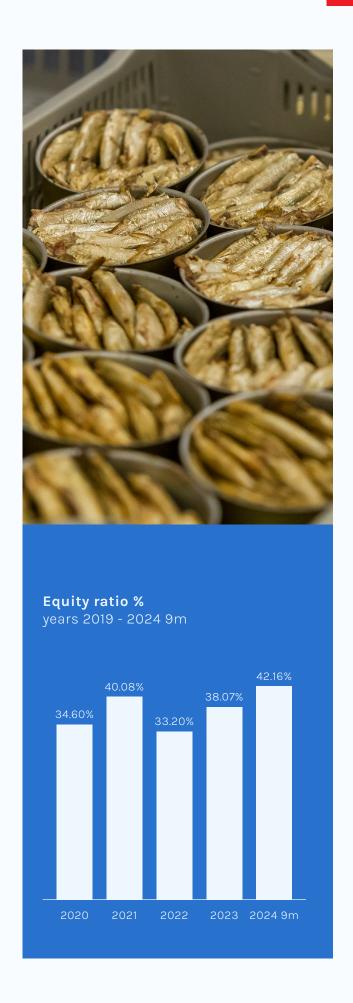
The new production season at the end of summer was marked by an increase in the price of fish raw materials in several fish segments, especially in the Baltic Sea fish group (sprat) and the Atlantic fish group (mackerel). The increase in Baltic sprat (Sprattus sprattus) prices relates to the expected reduction of catch limits in the Baltic Sea, which was also confirmed by the European Council decision to reduce the TAC by 31% after the reporting period. The price of the raw material, sprat, increased by 25% in the autumn months. In the Atlantic fish group, price changes are more linked to lower catches, including during summer.

During the reporting period, the Company continued the development of a project for the construction of a new cold store facility, which, together with additional investments in technology, has been included in the European Maritime, Fisheries and Aquaculture Fund – Investment in the processing of fishery and aquaculture products – Phase 2 project.

## PERFORMANCE AND FINANCIAL SITUATION OF THE COMPANY

According to operational financial reporting data, in the nine 9 months of 2024, the Company has generated a profit of EUR 610,173, including in the 2nd quarter - in the amount of EUR 68,830. Compared to 9 months of 2023, extraordinary income received within the framework of support of the European Maritime, Fisheries and Aquaculture Fund decreased significantly during the reporting period for the partial reimbursement of additional costs amounting to EUR 51,463 in the first 9 months of 2024, a decrease of EUR 352,231 compared to the same period last year. Excluding the cost growth compensation component, the profit for the first 9 months of 2024 totalled EUR 558,710, an increase of 28.7% compared to the corresponding figure for 2023 (excluding EU fund support).

The Company's equity also increased during the reporting period, amounting to EUR 3.92 million at the end of the reporting period, or 42.16% of total assets. The Company's equity has increased by 14.82% since the beginning of 2024.







#### **FUTURE DEVELOPMENT PLANS**

In the last quarter of 2024, the Company's main business priority will be to complete the shipment of products for New Year sales and to conclude new contracts for 2025. In October, the Company's product sales team will participate in SIAL Paris 2024, one of the largest food fairs in the world, as well as in PLMA Chicago 2024, a private label fair, which is subordinate to the implementation of the Company's sales strategy.

To further improve production processes, the Company plans to automate the production lines of certain products and start work on the digitisation of the finished product handling and assembly process, complementing the functionality of the ERP system used by the Company.

The auditors of the Company's financial statements for 2024, Grant Thornton Baltic Audit SIA, will commence their pre-audit of the financial statements, which will be prepared in line with Latvian and International Accounting Standards, in November.

As part of the infrastructure improvement process, the Company plans to complete the extension of the wastewater treatment complex, which will provide better quality wastewater treatment, and to expand the administrative building to create additional workplaces and amenities.











# Statement of Comprehensive Income

	9 M 2024 EUR	9 M 2023 EUR
Sales	10 879 839	9 371 175
Cost of sales*	-9 961 665	-8 421 821
Distribution expenses	-104 996	-112 610
Administration expenses*	-374 185	-329 836
Other operating income****	257 440	426 335
Other operating expenses	-14 122	-8 949
Operating profit	682 311	924 294
Finance income**	128 340	72 037
Finance expenses***	-173 411	-158 318
Income tax	-27 067	-284
NET PROFIT	610 173	837 729
* included		
Depreciation	406 430	306 901
** included		
Interest income	5 329	2 799
Income from EU project support	108 331	65 092
Others	14 680	4 146
*** included		
Foreign exchange	-4 684	-6 589
Interest costs	-165 292	-149 823
Others	-3 435	-1 906
**** included		
State support	51 463	403 694



# **Balance Sheet**

	30.09.2024. EUR	31.12.2023. EUR
Intangible assets	29 057	29 948
Property	2 307 113	1 739 443
Machinery	1 652 565	1 653 630
Other fixed assets and inventory	294 867	207 283
Creation of fixed assets and construction expenses	4 458	591 655
Advance payments for fixed assets	55 096	50 960
Inventories	3 788 678	3 399 891
Receivables	1 056 564	1 050 165
Cash	106 315	235 016
TOTAL ASSETS	9 294 713	8 957 991
Owner's equity  Share capital	547 565	547 565
Share capital	547 565	547 565
Long-term investments revaluation reserve	41 819	51 634
Other reserve	2	2
Retained earnings	3 329 571	2 813 828
Total equity	3 918 957	3 413 029
Liabilities		
Debt long-term	1 531 132	3 648 570
Debt short-term	2 637 921	164 346
Other liabilities	319 624	656 712
Accounts payable	887 079	1 075 334
Total liabilities	5 375 756	5 544 962
TOTAL LIABILITIES AND OWNER'S EQUITY	9 294 713	8 957 991



# Statement of Changes in Equity

	Share capital EUR	Long-term investments revaluation reserve EUR	Other reserve EUR	Retained earnings EUR	Total equity EUR
Balance at 31.12.2022.	547 565	53 497	2	1 744 028	2 345 092
Exclusion of long-term investments	-	-1 863	-	1 863	-
Total comprehensive income for the year	-	-	-	1 067 937	1 067 937
Balance at 31.12.2023.	547 565	51 634	2	2 813 828	3 413 029
Exclusion of long-term investments	-	-9 815	-	9 815	-
Dividends declared	-	-	-	-104 245	-104 245
Total comprehensive income for the year	-	-	-	610 173	610 173
Balance at 30.09.2024.		41 819	2	3 329 571	3 918 957



## Cash Flow Statement

	9M 2024 EUR	9M 2023 EUR
Operating activities		
Income from the sale of goods and services	11 193 045	10 349 093
Payments to suppliers and employees	-11 246 971	-9 705 719
Interest paid	-106 119	-104 700
Income tax	-26 827	-430
Net cash flow of operating activities	-186 872	538 244
Investing activities		
Investments in tangible and intangible assets	-330 297	-945 591
Loans granted	-70 300	-74 529
Repayment of loans granted	76 050	76 700
Interest received	3 618	549
Cash flow from investing activities	-320 929	-942 871
Financing activities		
Support from EU funds received	485 114	270 482
Loans repaid	0	
Dividends paid	-104 245	0
Cash flow from financing activities	380 869	270 482
Result of fluctuations in foreign exchange rates	-1 769	554
Change in cash	-128 701	-133 591
Cash at period-start	235 016	431 835
Cash at period-end	106 315	298 244



# Financial Indicators

Financial indicator	Calculation formula	Result
Interest coverage Ratio (IRC)	EBITDA/Net finance Charges	6
Equity Ratio	Ratio of Adjusted Equity/Assets	42%
Net Debt to EBITDA	Net Debt/EBITDA	2.17
EBITDA	Net profit for the Relevant Period calculated according to the most recent Financial Reports:	
	a) before deducting any Net Finance Charges;	
	<ul> <li>b) before taking into account any exceptional items which are not in line with the ordinary course of business;</li> </ul>	1 354 524 EUR
	c) not including any accrued interest on Subordinated Debt;	1 334 324 EUR
	d) before taking into account any gains or losses on any foreign exchange gains or losses; and	
	e) after adding back any amount attributable to the amortisation, depreciation or depletion of assets.	

