

# INDEXO<sup>7</sup>

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**IPAS “Indexo”**

**Unaudited Consolidated Interim Report**

**January – June 2023**

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## Information on the group

<b>Name of the Company</b>	IPAS "Indexo"	
<b>Legal status of the Company</b>	Investment management joint-stock company	
<b>Registered and office address</b>	Elizabetes 13- 1A, Riga, LV-1010, Latvia	
<b>Number, place, and date of registration in the Register of Enterprises</b>	40203042988 Riga, 10 January 2017	
<b>Licence number</b>	06.03.07.567/478	
<b>Date of issue of the licence</b>	16.05.2017, reregistered on 31.05.2017	
<b>Shareholders</b>	Qualifying holding: SIA PERFECT MATCH (Latvia) – 8.4% SIA VSCAP (Latvia) – 6.5%  Natural persons and legal entities with a shareholding of up to 10%	
<b>Investments in subsidiaries</b>	Indexo Atklātais Pensiju Fonds, AS	IDX1R, AS
<b>Shareholding (%)</b>	100%	100%
<b>Registered and office address</b>	Elizabetes 13- 1A, Riga, LV-1010, Latvia	Elizabetes 13- 1A, Riga, LV-1010, Latvia
<b>Registration number</b>	40203248944	40203448611
<b>Date of foundation</b>	13.06.2020	19.12.2022
<b>Licence number</b>	06.04.04.705/531	-
<b>Licence issue date</b>	20.01.2021	-
<b>Members of the Supervisory Board and their position</b>	Valdis Vancovičs – Chairman of the Supervisory Board (from 21.09.2017) Svens Dinsdorfs – Deputy Chairman of the Supervisory Board (from 21.09.2017) Renāts Lokomets – a member of the Supervisory Board (from 21.09.2017) Ivita Asare – a member of the Supervisory Board (from 19.04.2023) Ramona Miglāne – a member of the Supervisory Board (from 19.04.2023) Toms Kreicbergs – a member of the Supervisory Board (until 19.04.2023)	
<b>Members of the Management Board and their position</b>	Valdis Siksnis – Chairman of the Management Board (from 10.01.2017) Henrik Karmo – Member of the Management Board (from 16.08.2018) Ieva Bauma – Member of the Management Board (from 01.06.2022)	
<b>Reporting period</b>	1 January 2023– 30 June 2023	
<b>Auditors</b>	"PricewaterhouseCoopers" SIA Riga, Krišjāņa Valdemāra iela 21-21, Licence No. 5 Ilandra Lejiņa Sworn auditor certificate No. 168	

## Management report

The **mission** of the investment management company "INDEXO" (IPAS "INDEXO", hereinafter "the Company" or "INDEXO") is to offer modern, transparent, and simple investment products at low cost and to improve competition and transparency in the Latvian financial services industry. **We are the fastest growing pension savings manager in the Baltics, in process of obtaining a banking license. We have added 13 600 customers to reach 113 300 customers in 1H 2023 (38% y-o-y) and our Assets Under Management (AUM) has grown to 754 million euros (56% y-o-y).**

The first 6 months of 2023 have been very successful for INDEXO. We have had very strong growth both in customer numbers and also in Assets Under Management. The latter has been supported by the growth of world stock markets, but also the monthly contributions from our clients continue to grow due to strong labour market participation and significant increase in the average salary of Latvia. We are also less worried about the macro environment that we are operating in:

- 1) The inflationary pressure has decreased, and we anticipate a return to the real income of the population.
- 2) Stock markets seem to have adjusted to the interest rate growth and have recovered significantly from their 2022 lows.
- 3) Despite the challenges, the Latvian economy has shown resilience. Metrics that matter for our pension business like employment and wage growth remain strong.
- 4) Repricing of credits in the banking sector have not led to significant increase in Non-Performing Loans and the increased profitability of the banks operating in Latvia makes us very excited about the bank project that we have undertaken.

Main achievements of INDEXO in 1H 2023:

- 1) During the last 12 months **INDEXO customer number increased by 26 314 or 38% and reached 113 300**. Thanks to our fantastic sales team, the client acquisitions are developing according to our plan for this year. We are also proud to say that the training we provide our team means that vast number of our customers are satisfied with the interaction with our representatives. We are committed to high quality of service and constantly seek to improve our interactions with clients.
- 2) Our **AUM has grown significantly to reach 754 million euros, up 56%** from 485 million in 1H 2022 and 169 million euros or 29% from year end 2022 when the AUM stood at 585 million euros. Biggest drivers of growth have been the transfer of funds by clients joining us, followed by monthly contributions and also the positive returns of the markets.
- 3) Our company continues to grow faster than the market and has reached **11.6% market share in 2<sup>nd</sup> pillar pension products** at the end of the quarter. Year ago, our market share in 2<sup>nd</sup> pillar was 8.8%. In 100% Equity plans segment, we are the 2<sup>nd</sup> largest asset manager in Latvia.
- 4) Our quarterly incoming 2<sup>nd</sup> pillar social tax **contributions grew by 52% from 27 million euros in H1 2022 to 41.2 million** in H1 2023, driven by higher customer numbers and growing salaries. On a run rate monthly basis, we are very close to breaking the 100M annual inflow mark for 2<sup>nd</sup> pillar contributions.
- 5) Our 2<sup>nd</sup> pillar **customer retention figure has slightly worsened from 94.05% to 93.86% from H1 2022**. As INDEXO does not have personalized client data, it is difficult for us to assess the exact reason of this slight decrease. Our sales team is doing their best to explain to customers joining us the benefits of index investing and

being an INDEXO customer, but there will always be customers that reconsider their choice.

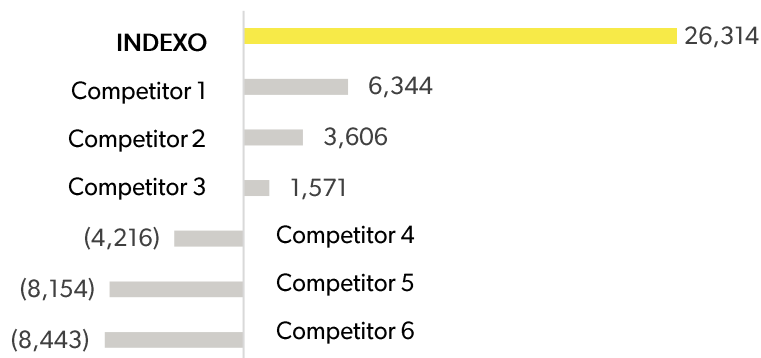
- 6) On July 28<sup>th</sup> INDEXO overtook Citadele as the 3<sup>rd</sup> largest 2<sup>nd</sup> pillar manager in Latvia behind SEB and Swedbank. It has taken us only 6 years to reach this position! Unless there is a significant downturn in the equity markets, we are on a path to reach 900M AUM by the end of the year. As index funds still account for only a fraction of the total 2<sup>nd</sup> pillar market, we see a great opportunity for growth in the coming years.
- 7) We are making progress in our banking projects. During the 2<sup>nd</sup> quarter we have focused on the IT development and building the organisation of the future bank. By now we have almost 20 people employed by IDX1R, developing products, establishing procedures and reporting practices. We are very excited about the mobile app that we are developing and confident that it provides better user experience than the incumbents in the market. Also, we are working closely with the Central Bank of Latvia on our banking license application.
- 8) There has been new information on the regulatory changes that may affect the long-term prospects of the 2<sup>nd</sup> pillar. Whilst the Latvian Parliament still has to open the discussions on the specific amendments, there are several directions that have been mentioned in public:
  - a. Lowering the fixed fee on the AUM exceeding 300M. Currently it is fixed at 40bps, new proposal would take it lower. The fee cap would not affect variable fee.
  - b. Additional capital requirements for asset managers as they grow their AUM. According to our understanding the maximum capital requirement would be capped at 2.5M euros for managers managing over 2.5 billion euros.
  - c. New possible rules for "lottery client" allocation.

We have assessed the implications of some of these possible changes on business model and in case they will be introduced, they will not have a significant impact on INDEXO pension business in the upcoming 2 years. After that period, reaching AUM beyond 1.5 billion, the growth in profitability would be more severely affected, but that would be mitigated by growing income from the banking operations (caveat being that we will receive the banking license). We will follow closely as the situation evolves and will report to our investors of any significant impact in relation to law change proposals.

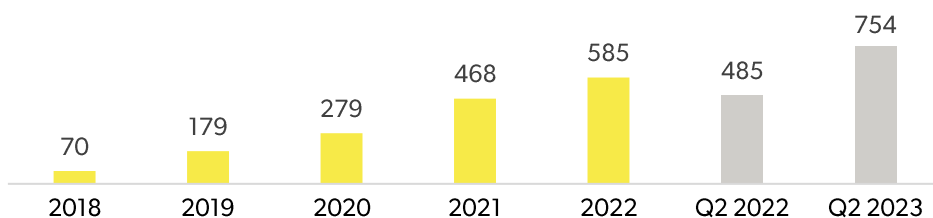
- 9) We are in negotiations with our partners to lower the fees of the financial instruments we use in our pension funds. We hope to announce further reduction of the OCF in the 3<sup>rd</sup> quarter.

## Data highlights

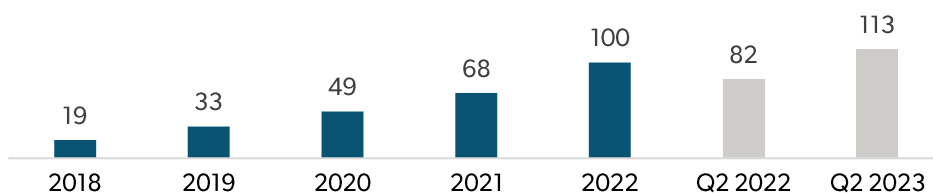
### 2<sup>nd</sup> pillar clients gained over a 12 month period # of new clients



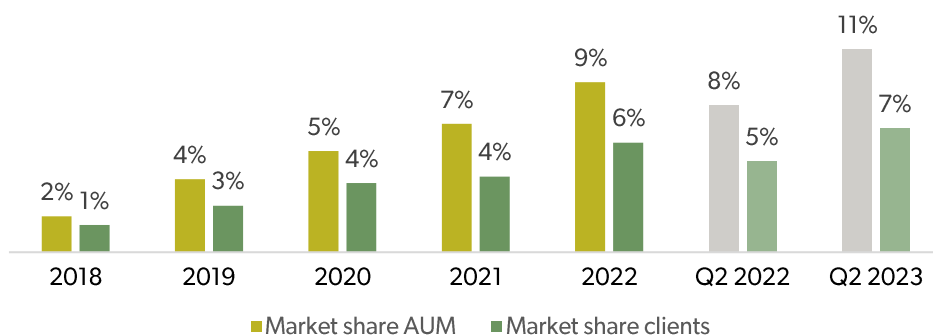
### 2<sup>nd</sup> and 3<sup>rd</sup> pillar pension AUM Millions EUR



### 2<sup>nd</sup> and 3<sup>rd</sup> pillar pension clients Thousands



### 2<sup>nd</sup> and 3<sup>rd</sup> pillar market share of INDEXO % of AUM and % of clients



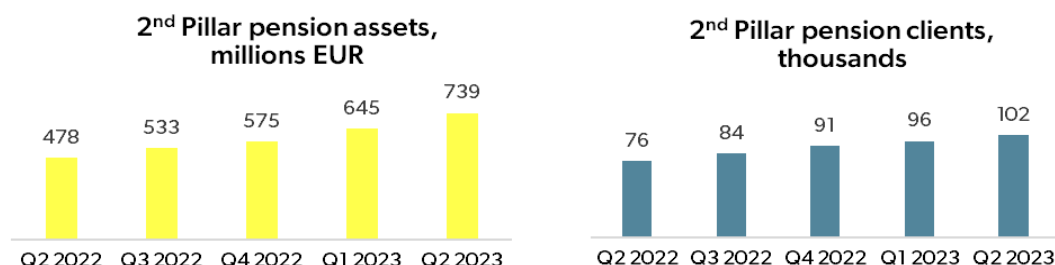
		HY 1 2023	HY 1 2022	Change
Clients, end of period	Thousands	113.3	81.9	38%
AUM, end of period	Millions, EUR	754	485	56%
Half year contribution inflows	Millions, EUR	41.2	27.0	52%
Churn, end of period	Annualized %	6.14%	5.95%	3%
Commission income, half year	Millions, EUR	1.4	1.0	33%
Operating income, half year	Millions, EUR	0.83	0.62	35%
Net income, half year	Millions, EUR	(1.44)	(0.44)	229%

## Pension Savings Management

### 2<sup>nd</sup> pillar plans

INDEXO long term shareholder value growth depends on our ability to grow our pension plan customer base. Each customer will on a monthly basis over time contribute to their pension account that will be invested according to INDEXO investment strategy and will compound with the world equity markets until the person retires. As these pension accounts grow, so does INDEXO revenue. INDEXO is able to attract customers at an attractive cost compared to the lifetime customer value.

In Q2 2023 INDEXO added 6 164 customers and over rolling 12-month period INDEXO added 26 314 customers. The customer acquisition happens across different physical and online channels and given that INDEXO market share is still only about 11.6% of total Latvian 2<sup>nd</sup> pillar customer base, we see a strong potential for further growth.

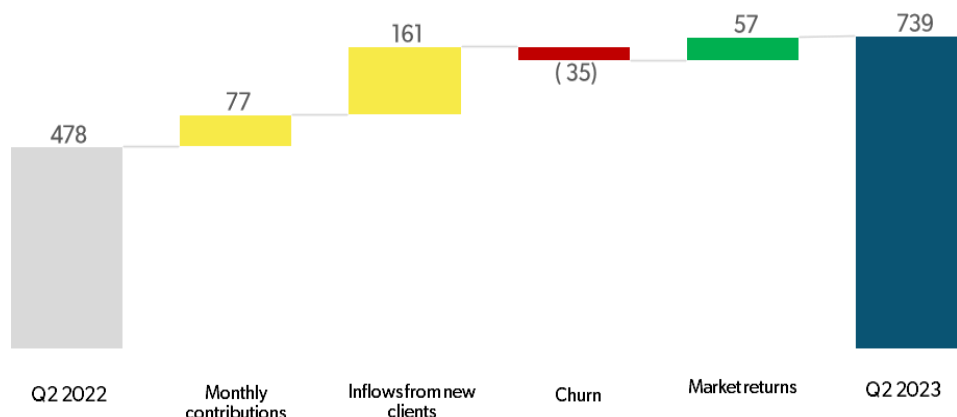


Latvian 2<sup>nd</sup> pillar pension system allows customers to change their plan only once a year. That means that normally the number of customers leaving the asset managers is higher in the first quarter than in the subsequent quarters and the net customer inflows are higher throughout the year.

Over the last 6 months, Latvian 2<sup>nd</sup> pillar AUM grew from 5.67 billion to 6.35 billion or by 12%. INDEXO AUM meanwhile grew 29% from 575 million to 739 million euros. This was due to new customer asset inflow and social tax contributions to our 2<sup>nd</sup> pillar customers' accounts as well as positive return from the equity markets.

## 2<sup>nd</sup> Pillar pension waterfall chart Q2 2022 – Q2 2023

Millions EUR, based on management estimates



Our customer retention rate during the period has slightly dropped to 93.86%. We hope that once INDEXO launches its banking offer, our relevance for clients will increase and less customers will choose other pension fund managers despite INDEXO's strong passive management track record.

As of 30 June 2023, our long-term plan returns are as follows:

Pension plan	Risk Profile	YTD return (per annum)	3-year return (per annum)	5-year return (per annum)	Return since inception (per annum)
INDEXO Izaugsme 47-57	50% Equity	5.83%	3.40%	4.08%	3.88%
INDEXO Jauda 16-50	100% Equity	11.88%	9.37%*	7.60%*	7.63%*
INDEXO Konservatīvais 55+	100% Bonds	1.47%	-4.51%	-2.07%	-1.99%

\* Jauda started as 75% Equity fund and was converted to 100% equity fund in 1H 2022  
The results of our plans using passive investment strategy can be accessed on [www.manapensija.lv](http://www.manapensija.lv).

### 3<sup>rd</sup> pillar plans

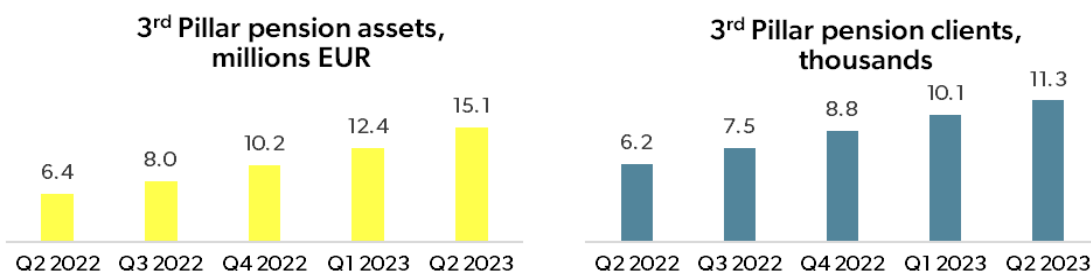
INDEXO has an attractive voluntary 3<sup>rd</sup> pillar pension product with personalized automatic rebalancing and low fees. It means that as a person nears the pension age, INDEXO automatically starts reducing equity risk according to a pre-set glide path. On the other hand, INDEXO's tool also allows our client to personally manage the risk level of their portfolio by choosing desired level of equity risk. Over 90% of our customers have chosen the automatic rebalancing strategy that we recommend.

Significant tax incentives are in place to encourage saving in the third pillar. Client contributing up to 10% of their gross salary to 3<sup>rd</sup> pillar funds will receive back the income



tax. The tax rebate is limited to annual contributions of 4000 euros.

Voluntary third pillar plans represent a small, but important part of our overall business. On June 30<sup>th</sup>, 2023, 3<sup>rd</sup> pillar assets comprised 2% of total AUM managed by INDEXO. INDEXO mission is to provide the best possible service to encourage people to supplement their state pension and 2<sup>nd</sup> pillar savings by voluntary savings. As the disposable income grows, we aim to convince more and more Latvians that the tax efficient 3<sup>rd</sup> pillar with an automatic monthly payment is the best way to do it.



During preceding 6 months our 3<sup>rd</sup> pillar customer number increased by 2.5 thousand or 28%, and the AUM grew from 10.2 million to 15.1 million or 48%. Our 3<sup>rd</sup> pillar OCF and fees are very competitive and low for all customers no matter their account size.

Comparing to H1 2022 more of our customers have started to contribute regularly. As of end of H1 2022, 48% of our 3<sup>rd</sup> pillar customers made regular contributions vs 63.6% in 2023. On a run rate basis, the existing customers add approximately 5.5 million euros annually to their existing savings. While we are happy with the increased number customers who do regular contributions, there is still a lot of room to grow the average contribution that each customer is making as a percentage of their salary.

### Real Estate Fund

INDEXO co-founded a real estate fund management company to create a low-cost real estate fund in the market. INDEXO pension plans Jauda and Izaugsme will over time invest 5% of the assets into local real estate.

Our aim with the fund is twofold:

- As we grow, we feel that there is a need for some local investment to support Latvian economy.
- We wanted to seed a fund that would have lower fees than the alternatives that are available to investors in the Baltics.

The long-term goal is to create a fund that would allow for Latvian retail investors to invest in local real estate with the good transparent management and low cost much in the same way INDEXO provides its pension fund management services.

At the end of H1 of 2023, INDEXO investment into the real estate fund stood at 7.3 million euros with the net assets of the fund standing at approximately 15 million euros. We hope

to grow the net assets of the fund to 40 million euros by the end of the year, with INDEXO contributing approximately half of the additional capital.

### **Bank Development**

The prospect of obtaining a bank license is a new, exciting chapter in INDEXO development. Our mission is to reignite the competition in Latvian banking sector, by offering modern banking solutions and better access to financing for private customers and later also corporate customers. INDEXO submitted its banking license application on 27 December 2022 and the application is in review process.

The banking opportunity is a very exciting challenge for INDEXO. Half year results of the large banking groups in the Baltics show that the sector is significantly profitable and that the interest rate increases have not led to a fast deterioration of the existing loan portfolios. The market opportunity is significant, and we work hard to get our license as soon as possible.

In 2Q 2023, our main achievements in bank project have been:

- We are building the core team for the bank. As of June 30, 2023, we have approximately 20 people working on the banking project.
- Our IT solution to support the bank launch is under development. We are building integrations with the selected service providers to create required customer experience and regulatory compliance capabilities.
- Our demo app, which will be the first fully native mobile app in the market is developing nicely. The launch version will bring a new level of UX and product innovation to the market.
- Based on the feedback from our customer base we are close to finalizing the card product design and features. We are also making good progress with developing the consumer credit product and the customer scoring logic.
- We have started implementing a new CRM system for our pension fund client management. The same system will also help us to manage our bank customers.
- We have implemented an ERP system for group financial management. All financial accounting for bank is already handled inhouse and IPAS accounting will follow shortly.

On our annual meeting the shareholders approved a new share issue to fund the bank development. INDEXO will issue 410 – 475 000 new shares in the 2023 once the management has an understanding that the licensing will be imminent.

### **Financials**

In the reporting period, the Group's commission income reached EUR1.39 million (compared to EUR 1.04 million in the corresponding reporting period in 2022). The growth in commission income reflects the Group's successful acquisition of customers during the period and an increase in total Assets Under Management. The Group's

income in the reporting period was more than sufficient to cover asset management segment costs. The Asset management segment's operating profit before client acquisition in H1 2023 was EUR 0.83 million.

In the reporting period, the Group's expenses amounted to EUR 2.8 million (compared to EUR 1.5 million in H1 2022). The level of expenses reflects the strategic decision of the Group's management to continue investment into developing a credit institution, as well as continue to actively attract customers in order to strengthen the Group's position in the market for the management of state-funded retirement assets and to maximise the value of the Group in the long term. Considering the significant investments made during the reporting period in the development of the Group and the acquisition of customers, the Group's performance for the reporting period was a loss of EUR 1.4 million (compared to a loss of EUR 0.4 million in H1 2022).

Of the EUR 2.8 million spent during H1 2023, 1.0 million of expense is attributable to bank development and additional 1.0 million has been invested in client acquisition. The Group overall has invested in Bank development 1.9 million during HY1 2023 out of which 1.0 million is reflected as an expense and the remaining has been capitalized (related to IT investments). Churn of our larger client base has contributed to a slight increase in our client acquisition costs per net customer. However, the growth in client acquisition expenses is more related to increased customer attraction rather than efficiency drops.

In the first 6 months of 2023, we have spent EUR 1.3 million on client acquisition. Out of this amount, EUR 0.99 million were recognized as cost in the Statement of Comprehensive income, whereas EUR 0.32 million were capitalized on our Statement of Financial Position. The capitalized part of client acquisition costs is depreciated over a 7 year period. In H1 2023 we acquired 4.2% more customers than in H1 2022. Our team cost per customer increased by about 6.5% driven by wage inflation. Last year we were not billed for around 50 000 euros of sales channel expenses. The unbilled amount will increase our sales costs for the second half of this year and partially explains the cost increase we have experienced this year while being billed correctly.

		Jan – Jun 2023	Jan – Jun 2022
		Unaudited	Unaudited
Commission income	EUR	1,386,025	1,039,552
Interest income/expense	EUR	7,855	(1,656)
Administrative and other expenses for pension management	EUR	(561,157)	(419,510)
<b>Operating income before client acquisition and other business project expenses</b>	EUR	<b>832,723</b>	<b>618,386</b>
Client acquisitions costs	EUR	(988,430)	(773,275)
Pension management	EUR	(155,707)	(154,889)

<b>operating result</b>			
Bank development expenses	EUR	(1,047,354)	(217,134)
IPO expenses	EUR	-	(63,927)
Non-cash personnel option expenses	EUR	(230,576)	-
Corporate income tax	EUR	(2,298)	-
<b>Comprehensive losses for the reporting period</b>	<b>EUR</b>	<b>(1,435,935)</b>	<b>(435,950)</b>

Administrative expenses related to the parent company and pension management increased by 140 000 euros to EUR 0.56 million during the period. The increase was mainly driven by public listing related costs (regular fees to Nasdaq, shareholder meeting costs, etc.), as well as increased fees to the regulator and increased salaries for our employees.

An expense position which is not present in H1 2022 results is personnel option expenses. It is a non-cash expense (similar to depreciation) related to our employee stock option schemes. In H1 2023 we recognized an expense of EUR 230 thousand and offset the cost in our equity reserves as per IFRS 2 requirements. These expenses will accumulate over the vesting period of each option we grant our employees.

As of the date of this report, the Group equity accounted to EUR 6.89 million (in June 2022: EUR 1.27 million). The Company's subscribed and paid-up share capital amounted to EUR 3 568 511 (in 2022: EUR 3 033 511). The Group has a balance sheet of EUR 7.68 million (in June 2022: 1.92 million), out of which EUR 4.96 million is held in placements with credit institutions (in June 2022: EUR 0.74 million).

### Events after reporting period

Following the end of the period, the following important milestones have been reached:

- On July 28<sup>th</sup> 2023, INDEXO passed Citadele group by the value of Assets Under Management in the 2<sup>nd</sup> pension pillar in Latvia, thus becoming the third largest 2<sup>nd</sup> pillar pension manager in Latvia by the value of Assets Under Management.
- As of 2 August 2023, we have EUR 790 million Assets Under Management and 115 444 customers. Our goal is to manage 20% of Latvia's pension savings by the end of 2027.

### General description

IPAS "Indexo" (hereinafter "The Company") was founded on 10 January 2017. The registered office of the Company is Elizabetes iela 13-1A, Riga, LV -1010, Latvia. The uniform registration number in the Commercial Register of the Republic of Latvia is 40203042988. On 16 May 2017, the Financial and Capital Market Commission (hereinafter "FCMC") issued the Company with a licence to provide investment management services, which was re-registered on 31 May 2017 under the number

06.03.07.567/478.

## Risks

During the reporting period, the Group implemented a prudent risk management policy in accordance with the Company's current Financial risk management policy, Operational risk management policy, and Compliance risk management policy. There were no risks Group assessed as high during the reporting period. The following risks the Group was exposed to during the reporting period were considered medium: outsourcing risk, operational risk, compliance risk, strategic and business risk, and information technology and system risk. Other risks to which the Group is exposed, such as market risk, foreign exchange risk, liquidity risk, reputational risk and other risks, have been assessed and considered insignificant.

## Results of subsidiary "Indexo Atklātais Pensiju Fonds" AS

During the reporting period "Indexo Atklātais Pensiju Fonds" AS (hereinafter referred to as: INDEXO APF) continued attracting clients to its innovative private pension plans. One of the key decisions while establishing long term savings, is optimal breakdown of investments between equity and debt instruments. Private pension plans offered by INDEXO APF provide their clients the possibility to split investments between equity and debt instruments, as well as revise the split on a regular basis taking into account the age of the client.

In H1 2023 INDEXO APF commission income reached EUR 18.8 thousand (compared to EUR 7.9 thousand in H1 2022). Income of INDEXO APF in this period was not sufficient to cover administrative expenses. INDEXO APF operated with a loss of EUR 40.7 thousand (compared to loss of EUR 73.1 thousand in H1 2022).

	Jan-Jun 2023	Jan-Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Commission income	18,805	7,943
Profit/(loss) for the period	(40,747)	(73,053)

	Jun 2023	Jun 2022	Dec 2022
	Unaudited	Unaudited	Audited
	EUR	EUR	EUR
Total Assets	349,261	475,490	374,402
Total Liabilities	34,142	188,570	168,537
Total Equity	315,119	286,920	205,865

At the date of signing of these financial statements the called and paid-up share capital of INDEXO APF is 750 000 EUR.

### Results of subsidiary "IDX1R" AS

"IDX1R" AS is our subsidiary company that specializes in bank development, as discussed in greater detail in the preceding section. As shown in the table above, the company incurred a loss of EUR 1.047 million during the H1 2023. It's worth noting that the subsidiary is currently not generating any revenue as we're in the process of obtaining all the necessary licenses and completing the required documentation to enable banking operations.

The company's total assets are equal to EUR 4.058 million, total liabilities equal to EUR 0.206 million and total equity is equal to EUR 3.852 million.

	Jan-Jun 2023	Jan-Jun 2022
	Unaudited	Unaudited
	EUR	EUR
<b>Profit/(loss) for the period</b>	<b>(1,047,354)</b>	<b>-</b>

	Jun 2023	Jun 2022	Dec 2022
	Unaudited	Unaudited	Audited
	EUR	EUR	EUR
<b>Total Assets</b>	<b>4,057,941</b>	<b>-</b>	<b>2,065,543</b>
<b>Total Liabilities</b>	<b>205,588</b>	<b>-</b>	<b>165,836</b>
<b>Total Equity</b>	<b>3,852,353</b>	<b>-</b>	<b>1,899,707</b>

Signed on behalf of the Company by:

Valdis Siksnis, Chairman of the Management Board

Ieva Bauma, Member of the Management Board

THIS DOCUMENT IS SIGNED WITH A SECURE DIGITAL SIGNATURE AND CONTAINS A TIMESTAMP

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## **Statement of responsibility of the management board of the investment management company**

The Management Board of IPAS "Indexo" is responsible for the Group's financial statements, which provides true and fair view of the Group's financial position as of 30 June 2023, as well as its performance and cash flows for January - June 2023, in accordance with IAS 34 as adopted by the European Union.

In preparing the interim financial statements for the period ended 30 June 2023, as set out on pages 16 to 41, management has consistently applied IAS 34, as adopted by the European Union, based on the going concern principle, management's judgments and assumptions in the preparation of these financial statements have been prudent and reasonable.

The Company's management is responsible for maintaining proper accounting records, safeguarding the Company's assets, and detecting and preventing fraud and other irregularities within the Group. The Management Board of the Company is responsible for compliance with the requirements of the legislation of the Republic of Latvia and the regulations of the Financial and Capital Market Commission applicable to the Company.

Signed on behalf of the Company's Management Board by:

Valdis Siksnis, Chairman of the Management Board

Ieva Bauma, Member of the Management Board

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## Consolidated Statement of Comprehensive Income

	Notes	Jan-Jun 2023	Jan-Jun 2022
		Unaudited	Unaudited
		EUR	EUR
Commission income	2	1,386,025	1,039,552
Interest income/expense	4,5	7,855	(1,656)
Administrative expenses	3	(2,804,194)	(1,450,362)
Other operating expenses	6	(23,323)	(23,484)
<b>Profit/(loss) before corporate income tax</b>		<b>(1,433,637)</b>	<b>(435,950)</b>
Corporate income tax		(2,298)	-
<b>Profit/(loss) for the period</b>		<b>(1,435,935)</b>	<b>(435,950)</b>
<b>Total comprehensive profit/(loss) for the period, attributable to shareholders for the period</b>		<b>(1,435,935)</b>	<b>(435,950)</b>
<b>Earnings per share</b>		<b>(0.40)</b>	<b>(0.14)</b>
<b>Diluted earnings per share</b>		<b>(0.38)</b>	<b>(0.13)</b>

The notes on pages 20 to 41 form an integral part of these financial statements.  
The financial statements have been authorised for issue on 9 August 2023 and signed on behalf of the Company's Management Board by:

Valdis Siksnis, Chairman of the Management Board

Ieva Bauma, Member of the Management Board

THIS DOCUMENT IS SIGNED WITH A SECURE DIGITAL SIGNATURE AND CONTAINS A TIMESTAMP



## Consolidated Statements of Financial Position

	Notes	Jun 2023	Jun 2022	Dec 2022
		Unaudited	Unaudited	Audited
		EUR	EUR	EUR
<b>ASSETS</b>				
Cash and cash equivalents	7	4,959,431	740,120	7,231,123
Receivables	8	254,132	175,075	220,190
Prepayments	9	126,645	3,587	24,279
Contract acquisition costs	10	1,203,972	769,522	990,417
Other assets	11	5,001	3,058	6,937
Intangible assets, property, plant and equipment, and right-of-use assets	12	990,659	219,174	259,047
Participation in the share capital of associated companies	13	58,800	-	49,000
Loans to associated companies	14	69,961	-	-
Other securities and investments	15	11,663	11,663	11,663
<b>Total assets:</b>		<b>7,680,264</b>	<b>1,922,199</b>	<b>8,792,656</b>
<b>EQUITY AND LIABILITIES</b>				
Accrued liabilities	16	234,437	288,932	193,584
Trade payables	17	100,586	45,460	89,072
Taxes and national social insurance mandatory contributions	18	125,627	18,158	95,245
Lease liabilities	12	69,257	109,233	90,468
Other liabilities	19	264,472	188,987	233,046
<b>Total liabilities:</b>		<b>794,379</b>	<b>650,770</b>	<b>701,415</b>
<b>Equity</b>				
Share capital	20	3,568,511	3,033,511	3,568,511
Share options		407,536	11,295	176,960
Share issue premium		7,062,908	107,908	7,062,908
Retained losses		(2,717,135)	(1,445,335)	(1,445,335)
Profit/(loss) for the period		(1,435,935)	(435,950)	(1,271,803)
<b>Total equity and reserves:</b>		<b>6,885,885</b>	<b>1,271,429</b>	<b>8,091,241</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>7,680,264</b>	<b>1,922,199</b>	<b>8,792,656</b>

The notes on pages 20 to 41 form an integral part of these financial statements.

The financial statements have been authorised for issue on 9 August 2023 and signed on behalf of the Company's Management Board by:

Valdis Siksnis, Chairman of the Management Board

Ieva Bauma, Member of the Management Board

THIS DOCUMENT IS SIGNED WITH A SECURE DIGITAL SIGNATURE AND CONTAINS A TIMESTAMP

## Consolidated Statement of Changes in Equity

Notes	Share capital	Share options	Share issue premium	Retained losses	Profit/(loss) for the period	Total
	EUR	EUR	EUR	EUR	EUR	EUR
<b>At 31.12.2022</b>	<b>3,568,511</b>	<b>176,960</b>	<b>7,062,908</b>	<b>(2,717,135)</b>	<b>-</b>	<b>8,091,244</b>
Increase in Share option reserves		230,576			(729,172)	(498,596)
Comprehensive income for the reporting period					(706,763)	(706,763)
<b>At 30.06.2023</b>	<b>3,568,511</b>	<b>407,536</b>	<b>7,062,908</b>	<b>(2,717,135)</b>	<b>(1,435,935)</b>	<b>6,885,885</b>
<b>At 31.12.2021</b>	<b>3,016,987</b>	<b>5,436</b>	<b>77,175</b>	<b>(1,445,335)</b>	<b>-</b>	<b>1,654,263</b>
Increase in Share capital	16,524		30,733			47,257
Increase in Share option reserves		5,859				5,859
Comprehensive income for the reporting period					(435,950)	(435,950)
<b>At 30.06.2022</b>	<b>3,033,511</b>	<b>11,295</b>	<b>107,908</b>	<b>(1,445,335)</b>	<b>(435,950)</b>	<b>1,271,429</b>

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## Consolidated Statements of Cash Flows

	Notes	Jan-Jun 2023	Jan-Jun 2022
		Unaudited	Unaudited
		EUR	EUR
<b>Cash flow from operating activities</b>			
Profit/(loss) before corporate income tax		(1,433,637)	(435,950)
Depreciation of PPE and amortisation of right-of-use assets	12	42,498	33,867
Amortisation of contract acquisition costs	10	104,394	56,938
Amortization of Share option reserves		230,576	5,859
Interest income	4	(9,052)	-
Interest expense	5	1,197	1,656
<b>(Decrease)/increase in cash and cash equivalents from operating activities before changes in assets and liabilities</b>		<b>(1,064,024)</b>	<b>(337,630)</b>
Increase in receivables, prepayments, and other assets		(448,980)	(298,502)
Increase/(decrease) in accrued liabilities		40,852	173,550
Increase/(decrease) in trade payables and other liabilities		69,441	23,445
Corporate income tax		(2,298)	-
<b>Increase/(decrease) in cash and cash equivalents from operating activities</b>		<b>(1,405,009)</b>	<b>(439,137)</b>
<b>Cash flow from investing activities</b>			
PPE purchases	12	(774,112)	(21,635)
Investment in the share capital of associated companies		(9,800)	-
Loans issued	14	(68,600)	-
Interest received		7,691	-
Other securities and investments	15	-	-
<b>Decrease in cash and cash equivalents from investing activities</b>		<b>(844,821)</b>	<b>(21,635)</b>
<b>Cash flow from financing activities</b>			
Share issue		-	47,257
Payments for the right-of-use of assets	12	(22,411)	(7,550)
Interest on the right-of-use asset	5	(1,197)	(1,656)
<b>(Decrease)/increase in cash and cash equivalents from financing activities</b>		<b>(23,608)</b>	<b>38,051</b>
<b>Decrease in cash and cash equivalents</b>		<b>(2,273,438)</b>	<b>(422,721)</b>
<b>Cash and cash equivalents at the beginning of the reporting period</b>		<b>7,232,869</b>	<b>1,162,841</b>
<b>Cash and cash equivalents at the end of the reporting period</b>	7	<b>4,959,431</b>	<b>740,120</b>

The notes on pages 20 to 41 form an integral part of these financial statements.

The financial statements have been authorised for issue on 9 August 2023 and signed on behalf of the Company's Management Board by:

Valdis Siksnis, Chairman of the Management Board

Ieva Bauma, Member of the Management Board

## Notes to the Consolidated Financial Statements

### 1. Accounting policies

#### General information

Investment management joint-stock company "Indexo" (IPAS "Indexo", hereinafter "the Company") was registered on 10 January 2017. The Company received a licence for management of the state-funded pension scheme plans and licence for investment management services on 16 May 2017. In 2020 the Company established a subsidiary "Indexo Atklātais Pensiju Fonds" AS (hereinafter – "APF"), the Financial and Capital Market Commission issued licence on management of private pension funds on 21 January 2021. IPAS un APF comprises Group.

The Group is providing asset management services to the state-funded pension scheme plans, private pension plans as well as provides investment consulting services to clients.

#### Regulatory framework

The Company's activities are regulated by Investment management companies (hereinafter "IPS") law, Commercial law, and other legislative acts. The Company's activities are supervised by the Bank of Latvia (hereinafter "LB").

APF activities are regulated by Private pensions' law and other legislative acts.

#### Compliance statement

The Group's financial statements have been prepared in accordance with the International Financial Reporting Standards (hereinafter "IFRS") as adopted by European Union and the requirements IAS 34 Interim Financial Reporting.

#### Basis of preparation

Financial statements are prepared in accordance with the IAS 34 as adopted by European Union, including standards and interpretations approved by the International Accounting Standards Board (IASB), as well as International Accounting standards approved by IASB and Interpretations of Permanent Interpretation Committee.

These are consolidated financial statements of the Group. Consolidated financial statements that include the results of the Company, and its subsidiaries are prepared by the 100% parent company – IPAS "Indexo" and these are available on the webpage [www.indexo.lv](http://www.indexo.lv).

The Group's financial statements are prepared under a historical cost convention.

Financial statements are presented in the functional currency of the Group, the official currency of the Republic of Latvia – the euro ("EUR"), unless stated otherwise.

The Group's financial statements have been prepared on a going concern basis. The Statement of cash flows has been prepared using the indirect method.

The notes include accounting policies constantly applied by the Group in preparation of its financial statements for 6M 2022 and 6M 2023.

#### Estimates and judgements

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates, and assumptions that affect the application of policies and

reported amounts of assets and liabilities, income, and expenses. Estimates and underlying assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances and form the basis for making judgments about carrying amounts of assets and liabilities that cannot be determined based on other sources. Actual results may differ from these estimates.

In preparing the financial statements, significant judgments and estimates are used in measuring the Client acquisition costs and their amortisation period. Future events may affect the assumptions on which the estimates are based. Any effect of changes in estimates is reflected in the financial statements at the time they are determined.

#### **Application of IFRS 16 to lease contracts**

Lease transactions are considered forth term as determined in the lease contract, that is supported by the planned time frame of operating activities of IPAS "Indexo".

The Group has made judgments and estimates regarding the application of standard requirements to a lease. In 2023, an annual discount rate of 3.6% was applied to the lease payments.

#### **Contract acquisition costs – Customer acquisition costs**

The Group recognises contract acquisition cost assets if the Group expects to recover these costs. Acquisition costs are costs incurred by the Group in concluding contracts with its customers, but which the Group would not have incurred if the specific contracts had not been concluded (incremental costs). Costs to obtain a contract that would have been incurred regardless of whether the contract was obtained are recognised as expense in profit or loss when incurred, unless these costs are explicitly chargeable to the customer regardless of whether the contract is obtained. The Group recognises incremental costs of obtaining a contract with customer as an asset in its balance sheet. If the amortization period of a potential contract cost asset is expected to be less than one year, the Group recognises the costs incurred in entering into the contracts directly in profit and loss when incurred.

A contract cost asset is carried at cost less accumulated amortisation and impairment losses. Accumulated amortisation is recognised on a systematic basis over the estimated useful lives of the services, considering the expected dynamics of revenue generation.

The Group recognises as contract cost asset variable part of compensation of its employees engaged in customer acquisition, which is being amortised over a seven-year period. The Group's management believes that the variable compensation of its customer acquisition specialists related to customer acquisition meets the definition of incremental costs of obtaining a contract under IFRS 15 "Revenue from Contracts with Customers", as these costs would not have been incurred if no customers were acquired, and the Group expects to recover those costs.

Capitalised customer acquisition costs are recognised in the statement of financial position under "Contract acquisition costs", while amortisation costs are recognised in the statement of comprehensive income under "Administrative expenses".

### **Accounting for share-based payments**

The Company's shareholders meeting has granted the Company's management stock options to the Company's shares. The respective stock options are classified in the Company's financial statements as a share-based payment transaction in accordance with the requirements of IFRS 2.

In determining the fair value of the stock options at the grant date, the Company's management considered information about actual direct and indirect transactions with the Company's shares that is available to the Company's management. At the end of each reporting period, the Company's management estimates the probability of exercising the stock options by individually assessing the expected performance of the terms of the Company's management's vesting period, including length of service in the Company, performance, and accordingly recognises accruals for expected personnel tax payments.

### **Assets under management**

The Group manages and administers the assets held in the securities and cash accounts of the custodian bank on behalf of its customers (investment plans). Financial information on these assets is not included in these financial statements because the risks and rewards associated with these assets are entirely attributable to the Group's customers. Consequently, these assets are not considered assets of the Group. These financial statements include the assets under management for information purposes only.

### **Intangible assets and property, plant and equipment**

Intangible assets and property, plant and equipment (PPE) are carried at cost less accumulated amortisation and accumulated impairment losses. Cost includes expenditure directly attributable to the acquisition of the intangible asset or PPE.

#### **Depreciation rates of PPE used**

	% p.a.
Intangible assets	33.33
Other PPE	33.33

If the carrying amount of an intangible asset or PPE exceeds its recoverable amount, the intangible asset or PPE are immediately written down to its recoverable amount. The recoverable amount is the higher of an intangible asset or item of PPE fair value less costs of disposal and its value in use.

The costs of repairs and maintenance of PPE are recognised in the income statement in the period in which they are incurred.

Gain or loss on disposal of an item of PPE is calculated as the difference between the asset's carrying amount and the proceeds on disposal and is recognised in the profit or loss in the period in which it arises.

### **Lease**

#### **Classification**

At the time the contract is entered into, the Group considers whether the contract is a lease or includes a lease. A contract is a lease or contains a lease if the contract grants control over the use of an identifiable asset for a specified period of time in exchange for consideration.

#### *Lessee*

Leases are recognised as a right-of-use asset and the corresponding lease liability at the date when the leased asset is available for use by the Group. The cost of the right-of-use assets consists of:

- the amounts of the initial measurement of the lease liability;
- any lease payments made on or before the date of commencement of the contract, less any lease payments received;
- all initial direct costs.

Replacement costs relating to the dismantling and restoration of PPE are reported separately as provisions and related assets.

Depreciation is calculated on a straight-line basis from the inception of the lease until the end of the lease term, unless there is an intention to buy out an asset. The right-of-use asset is periodically reduced by the amount of the impairment loss, if any, and adjusted to reflect the remeasurement of the lease liability.

Lease assets and lease liabilities are measured at the present value of the remaining lease payments, discounted at the Group's borrowing rate, at the date of initial application. Lease liabilities are remeasured if there is a change in the future lease payments as a result of a change in the index or rate used to determine the lease payments, a change in the Group's estimate of the amount of the expected lease payments or a change in the Group's ability to exercise, extend or terminate the lease. When a lease liability is remeasured, a corresponding adjustment is made to the carrying amount of the right-of-use asset or recognised in profit or loss if the carrying amount of the right-of-use asset decreases to zero.

Each lease payment is apportioned between the lease liability and the interest expense on the lease liability. The interest expense on the lease liability is recognised in profit or loss over the lease term to produce a constant periodic rate of interest on the remaining balance of the lease liability for each period.

#### **Basis of consolidation**

##### **Subsidiaries**

Subsidiaries are companies that are controlled by the Group. The company is controlled by the Group if the Group receives or the Group has the right to receive variable returns from the investment and it has the ability to influence the amount of the variable return by using its power over the company. Financial statements of the subsidiaries are included in the consolidated financial statements from the date the control is gained and are excluded when the control is lost.

Investments in subsidiaries in the separate financial statements are accounted for at cost less provision for impairment, if any.

##### **Loss of control**

When Group loses the control over subsidiary, it stops recognising subsidiary's assets and liabilities, as well as any non-controlling interests and other equity components. Profit or loss earned is recognised in profit or loss statement. If Group retains interest in the former subsidiary, such interest is accounted for at fair value at the date when control is lost.

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### **Transactions eliminated at consolidation**

In preparation of these consolidated financial statements intercompany transactions and balances, as well as unrealised profit were eliminated. Unrealised loss is eliminated similar to unrealised profit but to the extent not exceeding impairment.

### **United accounting policies in the Group**

In preparation of the consolidated financial statements, the accounting policies of subsidiaries which differ from those used by the Group are adjusted to conform with the accounting policies of the Group.

### **Revenue and expenditure accounting**

All significant revenues and expenses are accounted for on an accrual basis. Expenses are recognised when the corresponding service is rendered.

Commission income related to investment management is recognised in profit or loss at the time the transaction occurs. The Group sets the commission fee for managing the investment plan of each state-funded pension scheme (SFPS), considering the investment policy, regions, and complexity of each fund and/or plan. Fee for management and the procedure for calculating commission income is set forth and published in the prospectuses of the funds and SFPS approved and registered by the LB. In determining the amount of the SFPS investment plan commission for management, the Group shall consider the maximum amount of remuneration set forth in Cabinet Regulation 765 (Cabinet Regulation 615 until 31 December 2017).

The management fees for pension plans established by private pension funds managed by the Group are determined in the regulations of each pension plan, considering the investment policy, regions and complexity of transactions of each pension plan. The amount of remuneration for the Group as a manager of pension plan assets and the procedure for calculation are determined and published in the pension plan regulations approved and registered by the LB.

The Group does not apply the variable part of the commission to any of the investment plans of the state-funded pension scheme (SFPS) or the private pension fund.

The Group derives its revenue primarily from pension plan management fees. Commission revenue received by the Investment Company for managing funds is recognised until the related performance obligations are satisfied and no significant judgement is required to determine the transaction price or performance obligations. Commission income is calculated as a fixed percentage of the value of the net assets or investment portfolio of the related managed pension plan during the reporting period. The fund manager receives a fixed fee for the management of the state-funded pension plans and the private pension investment plans as set forth in the plan prospectuses, which the manager calculates daily and receives monthly.

The Company has entered into an agreement with the State Social Insurance Agency on the management of its Pillar 2 pension investment plans and an agreement with AS "Indexo Atklātais Pensiju Fonds" for the management of its Pillar 3 pension investment plans.

Accrued income, i.e., contract assets, are reported under "Accrued income" at the end of each period.



### Foreign currency transactions

Transactions in foreign currencies are translated into the functional currency (euro) at the euro reference rate published by the European Central Bank (ECB) on the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated into the functional currency using the exchange rates for the euro prevailing at the reporting dates.

Foreign currency gains and losses on monetary items are the difference between the amortised cost of the item in the functional currency at the beginning of the period, adjusted for interest income/expense recognised during the period, and the amortised cost of the item in foreign currency at the end of the period, translated at the euro reference rate published by ECB at the end of the period.

### Financial instruments

#### *Initial recognition and measurement*

Financial assets and financial liabilities are recognised in the balance sheet on the date on which the contractual provisions of the instrument become binding to the Group. All regular purchases and sales of financial assets are recognised on the settlement date, i.e., the date on which the financial asset is received.

Financial assets or financial liabilities are initially measured at fair value plus transaction costs that are directly attributable to the acquisition of the financial asset or financial liability unless the financial asset or financial liability is designated as at fair value through profit or loss. Transaction costs for financial assets or liabilities at fair value through profit or loss are recognised in the comprehensive income statement. Subsequent to initial recognition, expected credit losses are considered for financial assets measured at amortised cost, so that the credit losses are recognised in the comprehensive income statement when the asset is just recognised.

If the fair value of financial assets and financial liabilities differs from the transaction price at initial recognition, the Group recognises the difference as follows.

- If fair value can be measured using a quoted price in an active market for an identical asset or liability (i.e., a Level 1 in the fair value hierarchy) or on the basis of a valuation technique that uses only observable market data, the difference is recognised in profit or loss.
- In all other cases, the difference is deferred and the period for recognizing the deferred first-day gain or loss is determined individually. They may be amortised over the life of the instrument, deferred until the fair value of the instrument can be determined using observable market data, or on disposal.

#### *Classification*

Financial assets are initially classified into one of the following categories:

- Financial assets measured at amortised cost;
- Financial assets measured at fair value through profit or loss.

The recognition and classification of financial assets in the above categories is based on the following two factors:

- The business model chosen by the Group for managing the financial assets;
- The characteristics of the contractual cash flows of a financial asset.

A financial asset is measured at amortised cost if both of the following conditions are met:

- The financial asset is held within a business model whose objective is to hold the financial asset to generate contractual cash flows; and
- The contractual terms of a financial asset provide for cash flows that are solely payments of principal and interest. Financial assets measured at amortised cost.

Claims on financial institutions are classified as financial assets measured at amortised cost if the following criteria are met:

- They are held within a business model achieved through the collection of contractual cash flows;
- Their contractual cash flows consist of solely payments of principal and interest on the remaining principal;
- The Group does not designate them as financial assets at fair value through profit or loss upon initial recognition.

Financial assets that meet the above criteria are measured at amortised cost and are subject to the impairment model in IFRS 9.

#### *Impairment of financial assets*

The following financial instruments are subject to the impairment requirements of IFRS 9:

- Financial assets measured at amortised cost.

For financial instruments that fall within the scope of the impairment model, the allowance for expected credit losses is calculated as follows:

- Financial instruments for which there has been no significant increase in credit risk since initial recognition (or financial instruments for which credit risk is considered to be low) – expected credit losses are calculated as an amount equal to 12 months of expected credit losses,
- Financial instruments without impairment but with a significant increase in credit risk since initial recognition, expected credit losses are calculated as an amount equal to the lifetime expected credit losses,
- Impaired financial instruments – the expected credit losses are calculated at an amount equal to the lifetime expected credit losses.

Credit losses are the difference between the contractual cash flows expected to be received under the contract and the cash flows the Group expects to receive (i.e., all payment defaults), discounted at the original effective interest rate (or the credit-adjusted effective interest rate for financial assets acquired or issued with impairment). The Group estimates cash flows considering all contractual terms of a financial instrument (for example, prepayments, renewals, sales, and similar options) using the estimated useful lives of the financial instruments. These cash flows include cash flows from the sale of collateral or other credit enhancements that form an integral part of the contractual terms.

The Group is of the view that impairment losses on assets within the scope of the expected credit loss model are insignificant. This is due to the fact that the accrued income against the three managed pension plans are settled shortly after the end of the financial year, while the other financial assets are mainly receivables from credit institutions and therefore the short maturity of these receivables represents an insignificant credit risk.

#### *Financial liabilities measured at amortised cost*

All financial liabilities initially are recognised at fair value and, in the case of borrowings, less directly attributable transaction costs. Subsequent to initial recognition, interest-bearing financial liabilities are measured at amortised cost using the effective interest rate (EIR) method. Gains or losses are recognised in profit or loss when the liabilities are derecognised and using the EIR method. Amortised cost is calculated by considering any purchase discounts or premiums as well as fees or costs that are an integral part of the EIR. Depreciation of EIR is included in the comprehensive income statement as net interest income.

Liabilities measured at amortised cost include payables.

#### *Derecognition*

Financial assets are derecognised when the contractual rights to receive cash flows from the financial asset have expired or when the Group has transferred substantially all risks and rewards of ownership. Any consideration given or liability retained as a result of the transfer is recognised as a separate asset or liability. The Group derecognises a financial liability when it is settled, i.e., when the liability is discharged, cancelled or expired.

#### *Offsetting*

Financial assets and liabilities are offset, and the net amount recognised in the balance sheet when there is a legal right to do so and the Group intends to settle on a net basis, or to dispose of the asset and settle the liability simultaneously.

#### **Fair value of financial assets and liabilities**

The fair value of assets and liabilities is the price that would be received to sell an asset or paid to settle a liability in the ordinary course of business between market participants at the measurement date. The fair value of financial assets and liabilities is divided into the following fair value hierarchy:

- Level 1: Unadjusted quoted prices in an active market;
- Level 2: Adjusted quoted prices or valuation model with active market parameters used;
- Level 3: A valuation model where the material parameters used are not available in the market and are based on internal assumptions.

In the opinion of the Group's management, the fair values of financial assets and liabilities do not differ materially from their carrying amounts.

Placements with credit institutions correspond to the Level 2 fair value measurement hierarchy. Other financial assets and financial liabilities correspond to the Level 3 fair value measurement hierarchy.

#### **Other receivables**

Other receivables are accounted for in accordance with the terms of the contract, net of any allowance for doubtful accounts, and are recognised in the balance sheet. Provisions for doubtful accounts are made when it is no longer probable that the receivable will be recovered in full. Receivables are written off when their collection is considered impossible.

#### **Cash and cash equivalents**

Cash and cash equivalents are cash on hand and at bank, and other highly liquid assets

with an original maturity of less than three months that are used by the Group to settle current liabilities.

#### **Accrued liabilities**

"Accrued liabilities" include clearly known amounts of payables to suppliers of goods and services received during the reporting period for which, due to delivery, purchase or contractual terms or for other reasons, no supporting payment authorisation document has yet been received as of the balance sheet date. This item also includes accrued liabilities for employees' unused annual leave and variable compensation.

#### **Employee benefits**

Employee entitlement to an annual leave is recognised when employees have accrued the appropriate annual leave days. Accruals for employees' annual leaves are estimated based on employees' unused annual leave days as of the balance sheet date. The Group makes mandatory social security contributions to the state-funded pension scheme in accordance with Latvian legislation. The state-funded pension scheme is a defined contribution pension plan to which the Group is required to make statutory payments. The Group has no legal or constructive obligation to make additional payments if the state-funded pension scheme is unable to meet its obligations owed to its employees. National social security mandatory contributions are recognised as an expense on an accrual basis and are included in employee expenses.

#### **Share-based payments**

The cost is recognised as part of employee compensation, together with a corresponding increase in equity (stock options) during the period in which the service is rendered and the performance conditions are fulfilled (vesting period). The cumulative cost recognised in respect of equity transactions at the end of each reporting period reflects the past period of the guarantee and the Group's best estimate of the number of equity instruments that will ultimately be guaranteed. The cost or income in the statement of comprehensive income for the reporting period reflects the changes in cumulative costs recognised at the beginning and end of the reporting period.

No cost is recognised for share-based payments that are not ultimately guaranteed because the related non-market obligations and/or performance conditions are not satisfied during the vesting period. Where share-based payment transactions involve market-based or non-guaranteed conditions, the transactions are accounted for as guaranteed, whether or not the non-guaranteed conditions are satisfied if all other obligations and/or performance conditions are satisfied.

When the terms of a share-based payment transaction in equity are modified, the minimum amount to be recognised is the grant-date fair value of the unmodified consideration, provided the original terms of the share-based payment are satisfied. Incremental costs determined at the date of modification are recognised as any modification that increases the total fair value of the share-based payment or otherwise provides a benefit to the employee. When the Group or an employee cancels a share-based payment, the remaining fair value of the share-based payment is not subsequently recognised in the statement of comprehensive income.

### **Corporate income tax**

The corporate income tax consists of an assessed tax. Income tax is recognised in the statement of comprehensive income, except to the extent that it relates to items recognised directly in equity or in other comprehensive income. Tax payable comprises the expected tax on the taxable income for the year using tax rates enacted or substantively enacted at the balance sheet date, and any adjustments to tax payable in respect of previous years.

The Corporate Income Tax Law of the Republic of Latvia requires application of a tax rate of 20% only to distributed profits but provides for a tax rate of 0% for retained earnings. IAS 12 "Income Taxes" requires that if there is a difference between the tax rate for distributed and retained earnings, deferred tax assets and liabilities are recognised at the rate that would be applied to retained earnings. Thus, deferred tax assets and liabilities are recognised at zero.

The Corporate Income Tax Act also provides for the application of tax to the tax base consisting of contingently distributed profits (non-operating expenses, etc.). In accordance with IAS 12 "Income Taxes", income taxes include only taxes based on taxable profit, so the tax calculated in these financial statements on taxable profit, i.e., notional profit, is reported under other expenses.

### **Risk management**

The Group has implemented a risk management policy based on which risks are managed and mitigated.

The purpose of the Group's risk management processes is to identify and manage the Group's significant operational risks, as well as to ensure their control. The Group's main tasks in the field of risk management are to:

- a. protect the assets of the recipients of management services (investment plans);
- b. ensure the compliance of the management of the assets of the recipients of management services (investment plans) with the regulatory enactments of the Republic of Latvia;
- c. ensure compliance of the Group's operations with the regulatory enactments of the Republic of Latvia;
- d. protect the Group's assets and promote the stability of financial flows;
- e. regularly assess what risks may adversely affect the achievement of the Group's business objectives, incl. achievement of the planned financial results.

In these financial statements, we review the management of the risks associated with the Group's own assets, financial flows, and objectives. The Group identifies specific risk factors that it faces in the course of its business.

Due to the volatility in the global and Latvian financial markets and economy, the conditions for testing capital adequacy stress were reviewed. In the process of calculating market risk, more attention is paid to raising the confidence limits of the models.

### **Market risk**

Market risk is the possibility of losses from the revaluation of assets and assets under management due to changes in the market price of financial instruments, commodities, and their derivatives as a result of changes in foreign exchange rates, interest rates, and other factors.

### **Foreign exchange risk**

Foreign currency risk is the risk of potential loss resulting from the remeasurement of the Group's open currency position (the difference between assets and liabilities) for each foreign currency due to changes in the exchange rate of the reporting currency. During the reporting period, the Group did not have a significant currency position in a foreign currency that would materially affect the Group's assets or liabilities, nor did it have such a position at the end of the reporting period. The Group considers the foreign exchange risk to be immaterial and does not prepare a sensitivity analysis.

### **Operational risk**

Operational risk is the possibility of loss due to inadequate or incomplete internal processes, the operation of people and systems, or the effects of external circumstances, including legal risk, but excluding strategic and reputational risk. Operational risk is one of the most significant risks associated with the Group's business and is managed by the Group in accordance with the Operational Risk Management Policy developed by the Group.

### **Reputation risk**

Reputational risk is the risk that participants in the Group's investment plans, business partners, shareholders, regulators, and other stakeholders may have a negative opinion of the Group and may negatively impact the Group's ability to maintain existing business relationships or establish new business relationships with its clients or other business partners, as well as negatively impact the investment plans managed by the Group. The Company's Management Board closely monitors the Group's reputation and risk factors.

### **Operational compliance risk**

Compliance risk is the risk that the Group will suffer losses or be subject to legal obligations or sanctions, or that its reputation will deteriorate because the Group does not comply with or violates compliance laws, regulations and standards. The Company's Management Board closely monitors changes in legal requirements and the operation of the Group's internal control processes to ensure compliance with existing legal requirements and timely preparation for necessary changes in business operations in the future.

### **Information technology and system risk**

This risk is the possible inability of the Group to fully perform any of its obligations or functions related to the operation of information systems in a quality manner, and the associated risk that the Group may incur losses/additional costs due to inadequate information technology or information processing. The Group manages this risk in accordance with the regulations developed by the Group to protect information systems and personal data.

### **Liquidity risk**

Liquidity risk is the risk that the Group is unable to meet legally enforceable requirements in a timely manner without incurring significant losses, and that it is unable to manage unplanned changes in the Group's resources and/or market conditions due to insufficient cash. Given the level of the Group's unrestricted cash, no liquidity risks were identified during the reporting period.

The Group manages its liquidity risk by maintaining sufficient cash and cash equivalents. To ensure sufficient cash, the Group regularly plans its cash flow and analyses actual performance indicators.

### ***Strategic and business risk***

Strategic and business risk is the possibility of suffering losses due to erroneous decisions that determine the strategic operations and development of the company (strategic, business management). Management manages this risk by not making important strategic decisions on its own, but in an advisory capacity during the Management Board meetings and in consultation with the Company's Council when necessary.

### ***Credit risk***

Credit risk is the possibility of incurring losses if a customer fails to meet its contractual obligations. The Group is exposed to credit risk in respect of receivables, cash and cash equivalents, and other investments. The Group has no assets that are impaired or past due. It should be noted that although the Group applies IFRS 9 and the expected credit loss model, the impact of expected credit losses would be insignificant in the opinion of the Group's management. In accordance with the Group's investment policy, cash is invested in term deposits depending on the credit rating of the financial institution and the interest rate offered. The Group controls credit risk by monitoring the amount of receivables and minimizing the occurrence of past due or uncollectible receivables.

### ***Capital adequacy***

The Company provides a sufficient amount of equity to compensate for losses that customers would incur due to the Company's fault. The amount of required own funds is determined in accordance with Regulation No. 575/2013 of the European Parliament and of the Council of 26 June 2013.



## 2. Commission and fee income

	Jan - Jun 2023	Jan - Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Commission fee for the management of the assets of the State Funded Pension Scheme Investment Plan "INDEXO Izaugsme 47-57"	321,720	261,870
Commission fee for the management of the assets of the State Funded Pension Scheme Investment Plan "INDEXO Jauda 16-50"	982,463	723,115
Commission fee for the management of the assets of the State Funded Pension Scheme Investment Plan "INDEXO Konservatīvais 55+"	49,873	41,064
Commission fee for the management of the assets of the private pension scheme investment plan "INDEXO AKCIJU PLANS"	29,556	12,447
Commission fee for managing the assets of the private pension scheme investment plan "INDEXO OBLIGACIJU PLANS"	2,413	1,056
<b>Total</b>	<b>1,386,025</b>	<b>1,039,552</b>

## 3. Administrative expenses

	Jan - Jun 2023	Jan - Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Remuneration of staff	1,106,805	664,385
Sales and marketing expenses	419,835	402,586
National social insurance mandatory contributions	261,680	156,733
IT costs	472,599	63,097
Employee stock option expenses	230,576	-
Professional fees	132,132	78,013
Other staff costs	63,010	26,157
Office maintenance costs	34,323	12,274
Amortisation of the right-of-use an asset	18,617	18,669
Depreciation of property, plant and equipment	23,829	15,198
Investors relations costs	5,445	-
Other	35,343	13,250
<b>Total</b>	<b>2,804,194</b>	<b>1,450,362</b>

	Jun 2023	Jun 2022
	Unaudited	Unaudited
Number of employees	98	88

In order to ensure a high long-term employee performance culture, the Company



determines remuneration that is competitive, differentiated, follows business logic, market practices, employee competence, and long-term performance. The total remuneration paid for a certain period of time must not jeopardize the Group's and the Company's ability to produce positive results over the relevant business cycle.

The remuneration structure of the Group and the Company consists of three components:

- base salary;
- variable part of remuneration (variable part of short-term monetary and long-term non-monetary remuneration);
- other benefits.

These components of remuneration are used to achieve a competitive return on the market with a balance between fixed and variable remuneration as well as short-term and long-term remuneration. The total remuneration reflects the complexity, responsibility, and level of management of the position, as well as the individual performance of the employee.

The fixed part of the remuneration consists of a part of the salary that is independent of the employee's individual performance (salary, contributions to private pension funds, share-related instruments), the conditions for granting of which do not depend on the individual performance.

The variable part of remuneration consists of the part of remuneration depending on the individual performance of the employee, the structure of which consists of bonuses and allowances. The principles of the remuneration policy are reviewed regularly, but not less than once a year to ensure compliance of these basic principles with the Group's and the Company's business plan, the strategy of the investment portfolio, results of inspections, and compliance with the approved remuneration policy and relevant internal and external regulations, results for the reporting period.

#### 4. Interest income

	Jan - Jun 2023	Jan - Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Interest on short-term deposits in credit institutions	7,691	-
Interest on loans to related parties	1,361	-
<b>Total</b>	<b>9,052</b>	<b>-</b>

## 5. Interest expenses

	Jan - Jun 2023	Jan - Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Interest on lease liabilities	1,197	1,656
<b>Total</b>	<b>1,197</b>	<b>1,656</b>

## 6. Other operating expenses

	Jan - Jun 2023	Jan - Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Compensated absences	3,385	8,917
FCCM financing fee	19,938	4,567
Donations	-	10,000
<b>Total</b>	<b>23,323</b>	<b>23,484</b>

## 7. Placements with credit institutions

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Placements with Swedbank AS	271,991	739,640
Placements with SEB bank AS	14,980	-
Placements with Signet Bank AS	-	480
Swedbank short-term deposit	4,672,460	-
SEB short-term deposit	-	-
<b>Total (Cash and cash equivalents)</b>	<b>4,959,431</b>	<b>740,120</b>

According to IFRS 9 "Financial Instruments", the Group has assessed expected credit

losses on placements with credit institutions. The Group holds cash in AS Swedbank and AS SEB bank. AS Swedbank and AS SEB bank have an S&P rating of A+, Moody's has an Aa3 rating and Fitch has an A +/AA- rating. In assessing the amount of expected credit losses, it was determined that it was insignificant and no provision for expected credit losses was recorded.

## 8. Receivables

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Commission fee for the management of the assets of the state-funded pension scheme investment plan "INDEXO Izaugsme 47-57"	57,338	43,273
Commission fee for the management of the assets of the state-funded pension scheme investment plan "INDEXO Jauda 16-50"	181,973	122,342
Commission fee for the management of the assets of the state-funded pension scheme investment plan "INDEXO Konservatīvais 55+"	8,683	6,831
Commission fee for the management of the assets of the private pension scheme investment plan "INDEXO AKCIJU PLANS"	5,690	2,420
Commission fee for managing the assets of the private pension scheme investment plan "INDEXO OBLIGACIJU PLANS"	448	209
<b>Total</b>	<b>254,132</b>	<b>175,075</b>

Receivables are received shortly after the end of the period, therefore provisions for impairment are assessed as insignificant.

## 9. Prepayments

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Software license expenses	113,033	-
Health insurance	9,208	3,587
Rent and utilities expenses	2,226	-
Marketing expenses	2,178	-
<b>Total</b>	<b>126,645</b>	<b>3,587</b>

## 10. Contract acquisition costs

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Customer attraction costs	1,203,972	769,522
<b>Total</b>	<b>1,203,972</b>	<b>769,522</b>

The Group capitalises the variable compensation (including employer's social security contributions) of specialists involved in customer acquisition. The capitalised expenses are amortised over a period of seven years.

According to the data of the State Social Insurance Agency, in the reporting period, on average 6% of participants in the investment plans managed by the Group opted for other investment plans registered in Latvia, while 94% of participants remained in the plans managed by INDEXO. This means that if this indicator remains unchanged in the coming years, a participant of the investment plans managed by the Group will remain a client of INDEXO for about 12-14 years on average. Therefore, the Group believes that the amortisation of the variable compensation of customer acquisition specialists related to customer acquisition over a period of seven years is appropriate.

<i>Customer acquisition costs</i>	EUR
<b>At 31.12.2021</b>	<b>535 977</b>
Capitalised salary costs, including national social insurance mandatory contributions	290,483
Amortisation of capitalised salary costs, including national social insurance mandatory contributions	(56,938)
<b>At 30.06.2022</b>	<b>769,522</b>
<b>At 31.12.2022</b>	<b>990,417</b>
Capitalised salary costs, including national social insurance mandatory contributions	317,949
Amortisation of capitalised salary costs, including national social insurance mandatory contributions	(104,394)
<b>At 30.06.2023</b>	<b>1,203,972</b>

## 11. Other assets

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
<b>Financial assets</b>		
Security deposit	5,001	3,058
<b>Non-financial assets</b>		
Advance payments	-	-
<b>Total financial and non-financial assets</b>	<b>5,001</b>	<b>3,058</b>

## 12. Intangible assets, property, plant and equipment and right-of-use assets

	Intangible assets		Other PPE
	EUR		EUR
<b>Cost</b>		<b>Historical cost</b>	
At 31.12.2021	118,973	At 31.12.2021	21,687
Additions	21,635	Additions	-
At 30.06.2022	140,608	At 30.06.2022	21,687
		At 31.12.2022	21,687
At 31.12.2022	216,376	Additions	17,272
Additions	664,577	At 30.06.2023	38,959
At 30.06.2023	880,953		
		<b>Accumulated depreciation</b>	
<b>Accumulated amortisation</b>		At 31.12.2021	13,522
At 31.12.2021	10,860	Additions	2,216
Additions	12,982	At 30.06.2022	15,738
At 30.06.2023	23,842		
		At 31.12.2022	17,606
At 31.12.2022	39,200	Additions	2,779
Additions	21,050	At 30.06.2023	20,385
At 30.06.2023	60,250		
		<b>Net book value at 31.12.2022</b>	<b>4,081</b>
<b>Net book value at 31.12.2022</b>	<b>177,176</b>	<b>Net book value at 30.06.2023</b>	<b>18,574</b>
<b>Net book value at 30.06.2023</b>	<b>820,703</b>		

Intangible assets include installation and configuration costs of 3rd Pillar pension funds.

The Group applies IFRS 16 to leases. The Group leases office space. The lease is valid until 30 January 2025. Lease liabilities are calculated using a discount rate of 3.6%.

<i>Right-of-use assets</i>	EUR
<b>At 31.12.2021</b>	<b>39,549</b>
Impact of lease changes	75,579
Amortisation	(18,669)
<b>At 30.06.2022</b>	<b>96,459</b>
<b>At 31.12.2022</b>	<b>77,788</b>
Impact of lease changes	-
Amortisation	(18,669)
<b>At 30.06.2023</b>	<b>59,119</b>

<i>Lease liability</i>	EUR
<b>At 31.12.2021</b>	<b>39,332</b>
Changes during the reporting period	69,901
<b>At 30.06.2022</b>	<b>109,233</b>
<b>At 31.12.2022</b>	<b>90,467</b>
Changes during the reporting period	(21,210)
<b>At 30.06.2023</b>	<b>69,257</b>

	Jun 2023	Jun 2022
	Unaudited	Unaudited
<b>Right-of-use assets</b>	EUR	EUR
Right-of-use assets	59,119	96,459
Lease liability	69,257	109,233

### 13. Investment in associated company share capital

	Shareholding 30.06.2023	Shareholding 30.06.2022	Shareholding 30.06.2022	Shareholding 30.06.2022
	Unaudited	Unaudited	Unaudited	Unaudited
	EUR	EUR	EUR	EUR
INDEXO AIFP, SIA (Latvia)	49%	58,800	-	-
<b>Total</b>		<b>58,800</b>		<b>-</b>

INDEXO AIFP, SIA was established in 2022 with the purpose of creating a modern low-cost real estate management fund in Latvia which aligns with the mission statement and values of the Group. The investment will support positive change in the Latvian investment market.

#### 14. Loans to associated companies

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
Loan to INDEXO AIFP, SIA	68,600	-
Accrued interest	1,361	-
<b>Total</b>	<b>69,961</b>	<b>-</b>

#### 15. Other securities and investments

	Shareholding 30.06.2023	30.06.2023	Shareholding 30.06.2022	30.06.2022
		Unaudited		Unaudited
		EUR		EUR
Goindex UAB (Lithuania)	5%	11 663	5%	11 663
<b>Total</b>		<b>11 663</b>		<b>11 663</b>

Goindex UAB was established to launch index funds to the pension market in Lithuania, which is in line with the Company's mission and values. The investment will support positive changes in the Lithuanian pension market.

#### 16. Accrued liabilities

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
<b>Financial liabilities</b>		
Accrued liabilities to suppliers	76,021	46,516
<b>Non-financial liabilities</b>		
Accrued liabilities for unused annual leave	136,074	101,055
Accruals for employee contributions to the 3PL	22,342	-
Provisions for variable remuneration of employees and related tax payments	-	141,361
<b>Total financial and non-financial liabilities</b>	<b>234,437</b>	<b>288,932</b>

## 17. Trade payables

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
<b>Financial liabilities</b>		
Payables for purchased goods and received services	100,586	45,460
<b>Total</b>	<b>100,586</b>	<b>45,460</b>

## 18. Tax liabilities

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
<b>Non-financial liabilities</b>		
Tax liabilities	125,627	18,158
<b>Total</b>	<b>125,627</b>	<b>18,158</b>

## 19. Other liabilities

	Jun 2023	Jun 2022
	Unaudited	Unaudited
	EUR	EUR
<b>Non-financial liabilities</b>		
Salary liability	159,245	31,520
Liabilities to 3 Pillar pension plans	55,747	157,466
Other	49,480	-
<b>Total</b>	<b>264,472</b>	<b>188,987</b>

## 20. Share capital

The registered and fully paid-in share capital of IPAS "Indexo" as of 30 June 2023 amounts to EUR 3 568 511 (30 June 2022: EUR 3 033 511) and consists of bearer shares. The share capital of the Company consists of 3 568 511 bearer shares with a nominal value of EUR 1 (one euro) per share. During the reporting period the Company's share capital was increased by EUR 535 000 after the IPO.



**21. State funded and private pension plans established and managed by the Group by net asset value**

	<b>Jun 2023</b>	<b>Jun 2022</b>
	<b>Unaudited</b>	<b>Unaudited</b>
	<b>EUR</b>	<b>EUR</b>
State-funded pension scheme investment plan "INDEXO Izaugsme 47-57"	168,660,748	119,154,540
State-funded pension scheme investment plan "INDEXO Jauda 16-50"	539,623,978	335,258,925
State-funded pension scheme investment plan "INDEXO Konservatīvais 55+"	30,420,518	23,738,923
Private pension scheme investment plan "INDEXO AKCIJU PLANS"	14,015,083	5,819,061
Private pension scheme investment plan "INDEXO OBLIGACIJU PLANS"	1,092,741	533,879
<b>Total</b>	<b>753,813,068</b>	<b>484,505,328</b>

The financial statements have been authorised for issue on 9 August 2023 and signed on behalf of the Company's Management Board by:

Valdis Siksnis, Chairman of the Management Board

Ieva Bauma, Member of the Management Board

THIS DOCUMENT IS SIGNED WITH A SECURE DIGITAL SIGNATURE AND CONTAINS A TIMESTAMP