

 CLEANR
GRUPA

100% Latvian capital company

>1 500 employees

>50 000 customers in Latvia

>500 000 serviced inhabitants of Latvia

Market leader No.1

Waste management | Premises cleaning |
Urban area maintenance

- **Leading** Latvian environmental services Group
- Providing **full** waste management **life-cycle**
- The **largest** waste management service provider in capital city Riga
- Industry **consolidator** with proven track record
- Making shift to **clean-tech** company
- Strong focus on **ESG** principles
- Highest **digitalisation** level in industry
- Debut in **bond** market

Brands:

cleanr

Waste
management

cleanr
verso

Industrial and commercial
waste management

vizīi

Premises cleaning and
property management

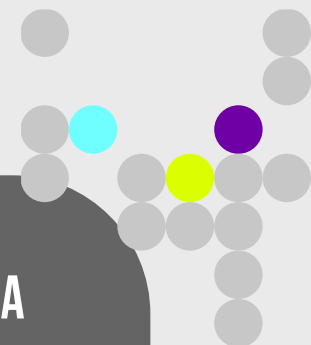
vizīi
urban

Maintenance of
territories and roads



ZAĻĀ JOSTA

Producer
responsibility system



6 months 2023:

€ 45.5 mln

turnover – growth by 39%

27%

gross profit margin

€ 10.9 mln

EBITDA – growth by 120%

54% (€ 37.7 mln)

strong equity position

€ 15 mln

Bonds at Nasdaq Baltic First North

4 ISO certificates:

Quality
ISO 9001:2015

Environment
ISO 14001:2015

Occupational safety
ISO 45001:2018

Energy management
ISO 50001:2018



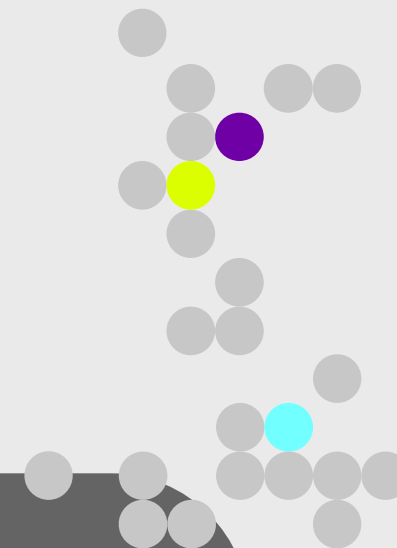
**Best
employer**



**Family-friendly
company**



Mission Zero, a safe
workplace initiative



A moment before the bonds



Rapid growth
and expansion in
complementary
business areas



Growth and
expansion so
far self-funded



Future prospects greater than
ability to accumulate the finance



What is the best
finance source here?

Added value:

- Getting the house in order
- Development of corporate governance


Going more public:

- Self-aware enough to be transparent
- Transparency as the benefit not the competition issue
- Reputation boost

More flexible source of finance

Than traditional ones, like, bank leasings

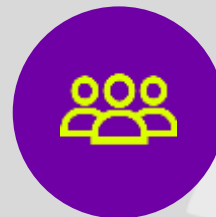
**Institutional
investors**



The absolute majority
(85%) of bondholders
at the time of issue
were **from Latvia**

Healthy
demand
1,5x

**Private
investors**



Business development:

- regional expansion in waste management and urban maintenance areas
- investment in M&A deals

Corporate governance:

- Group`s structure with centralized support functions
- optimisation of processes
- synergies within the Group companies

Innovation & Digitalization:

- making shift to clean-tech company
- development of customer self-service platform

ESG:

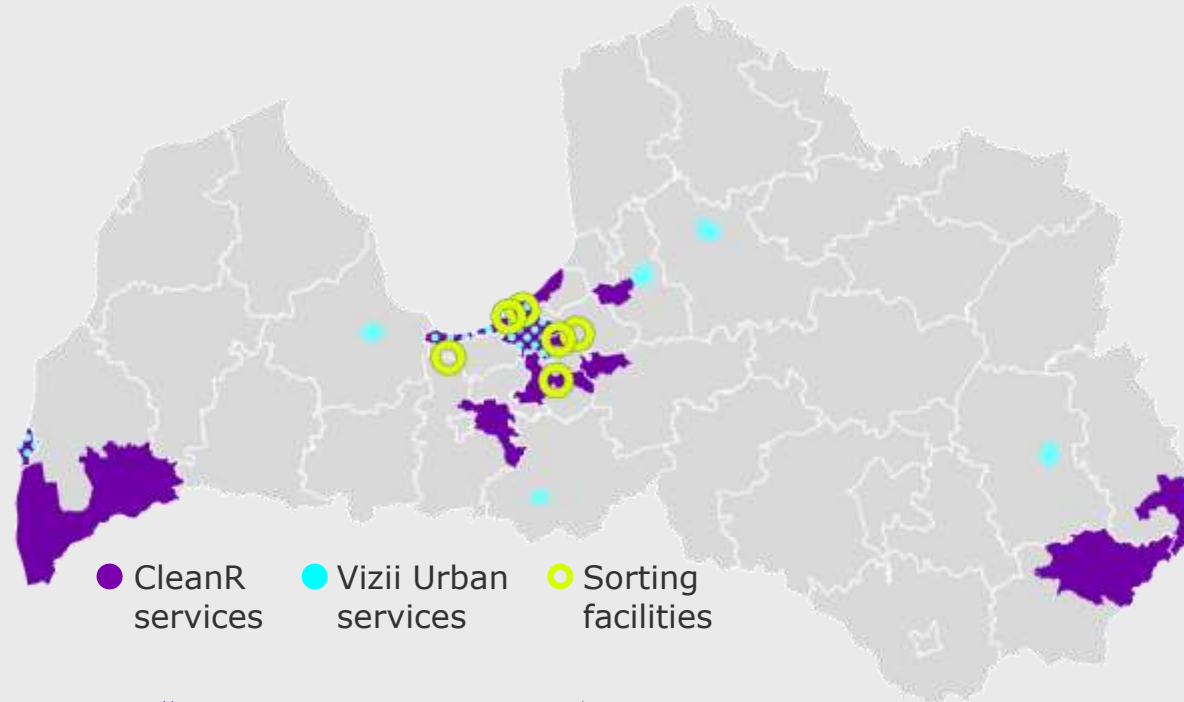
- establishment of carbon footprint measurement system
- launch of non-financial reporting – industry pioneers

cleanr

- Baltics' most cutting-edge plastic recycling plant in Ķekava
- Expanding municipal waste business in Ropaži
- 1st underground waste containers at the Riga apartment blocks, also in Jurmala. 34 more to come this year

cleanr verso

- opens new material recovery facility



vizii urban

- acquires the street cleaning company SIA KOM-AUTO operating in Cēsis
- starts urban environment maintenance in Bauska and Sigulda

vizii

- Provides indoor cleaning in Riga East Clinical University Hospital
- introduces a digital customer service tool – mobile quality control app

CLEANR GRUPA

- launches ESG report – 1st in the waste management industry in Latvia
- purchases 20 new electric cars, thus increasing the proportion of electric vehicles in its passenger car fleet to 42%



Expansion to
the Baltic region

Development of full waste
management life cycle

Development of
recycling business

Growth through the M&A in
other environmental services

Organic growth in waste
management business



Sustainability goals

2023-2025



ENVIRONMENT

Pursuit of **climate neutrality** through implementing the key principles of the circular economy – in business and services.



SOCIETY

Care for **employee** well-being, offering safe and growth-oriented workplace.

Building responsible **society** through environmental education.

An industry leader in innovation, providing **clients** with access to services and digitized processes.



GOVERNANCE

Care for a responsible supply chain by implementing **sustainable procurements**.



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Dedicated to
people and planet



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www.cleanrgrupa.lv

