

# INDEXO<sup>1</sup>

## Building together a great bank for strong Latvia

Webinar “INDEXO 2025 H1 results and future plans”

7.08.2025.



# Important information

This presentation is considered advertising for IPAS "Indexo" new share issue. This presentation is intended for informational purposes only and should not be regarded as an offer, request, or investment advice to subscribe to INDEXO shares.

The approved prospectus has been published at:  
<https://indexo.lv/en/for-investors/>

The approval of the prospectus should not be considered as an invitation to purchase shares. Before investing in the offered shares, carefully read the prospectus to learn about potential risks and benefits, and consult with an expert if necessary.

# Webinar

## "INDEXO 2025 H1 results and future plans"



**Valdis Siksnis**  
AS INDEXO Banka  
Chairman of the Board



**Ivita Asare**  
AS INDEXO Banka  
Board Member



**Henrik Karmo**  
IPAS INDEXO  
Chairman of the Board

# Today's agenda:

1

INDEXO  
Results for  
the H1 2025

2

Planned  
acquisitions

3

Plan for the  
capital  
increase



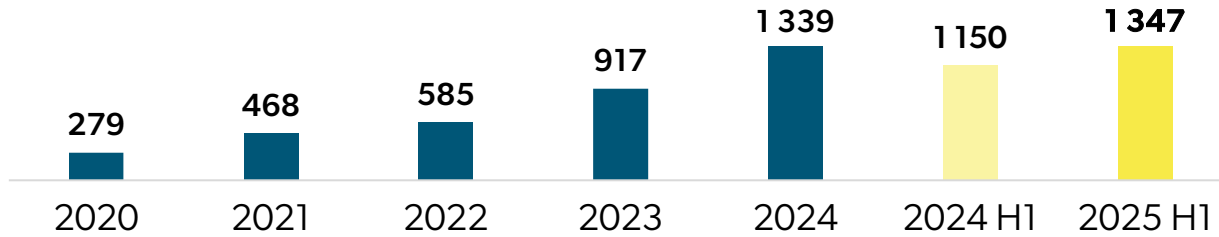
**INDEXO**

**Results for the H1 2025**

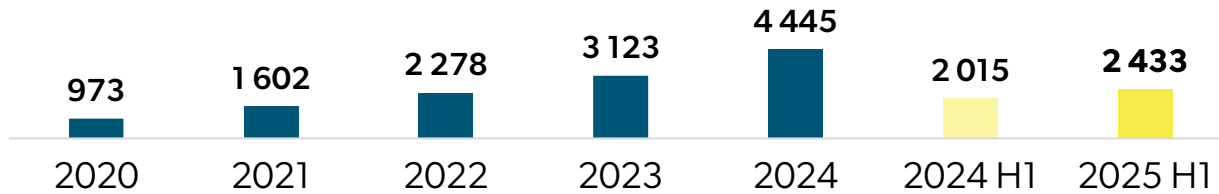
INDEXO<sup>1</sup>

**INDEXO**  
**pension business**

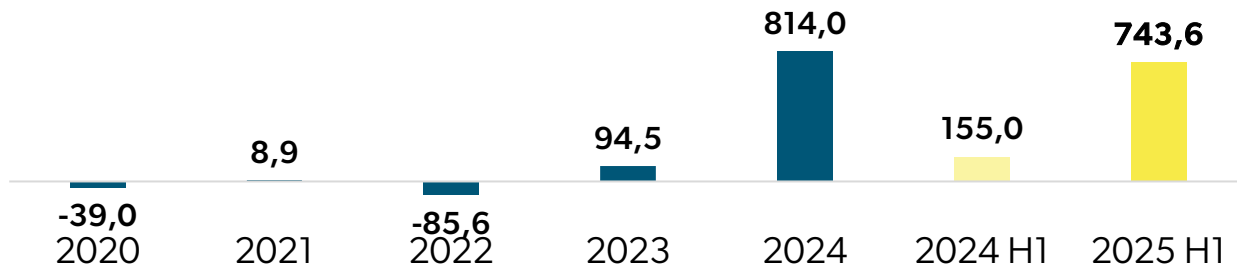
# The pension business is **growing and profitable**



**Total assets under management**  
Million EUR



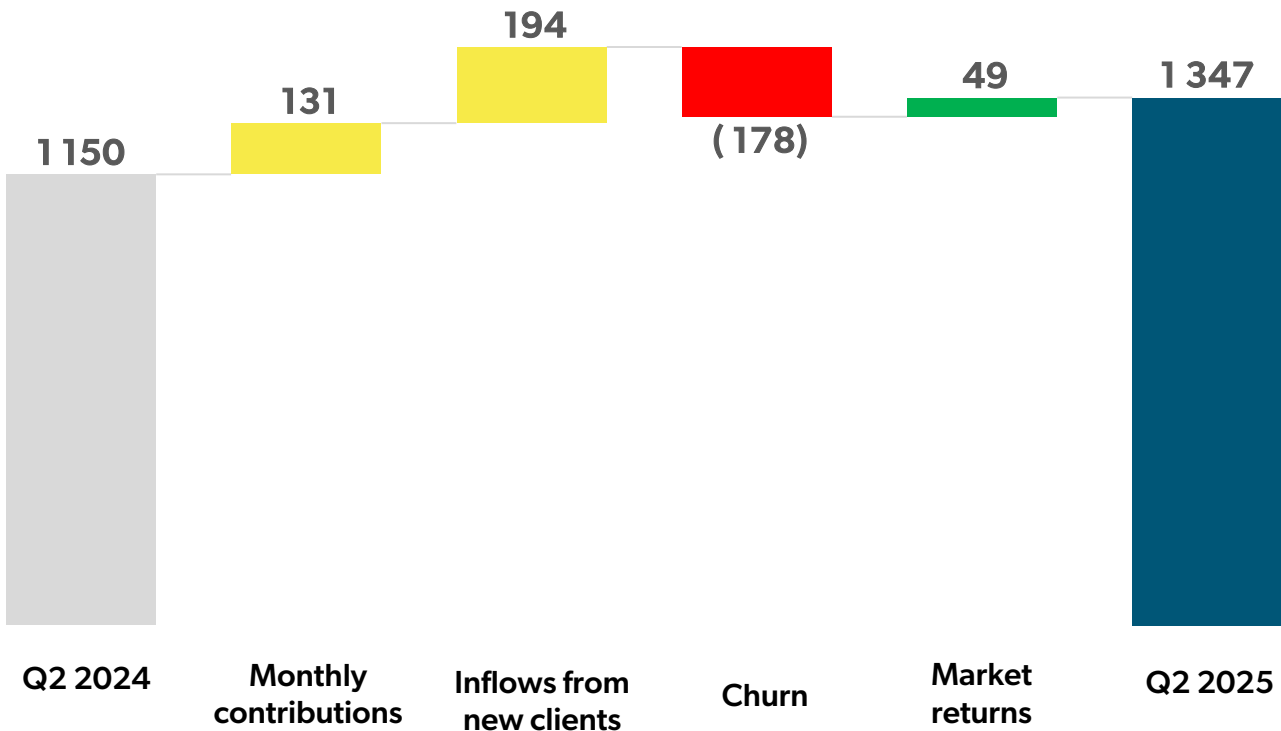
**Pension business commission income**  
Thousand EUR



**Pension business net profit**  
Thousand EUR

# Pension business asset growth is driven by both contributions and new clients

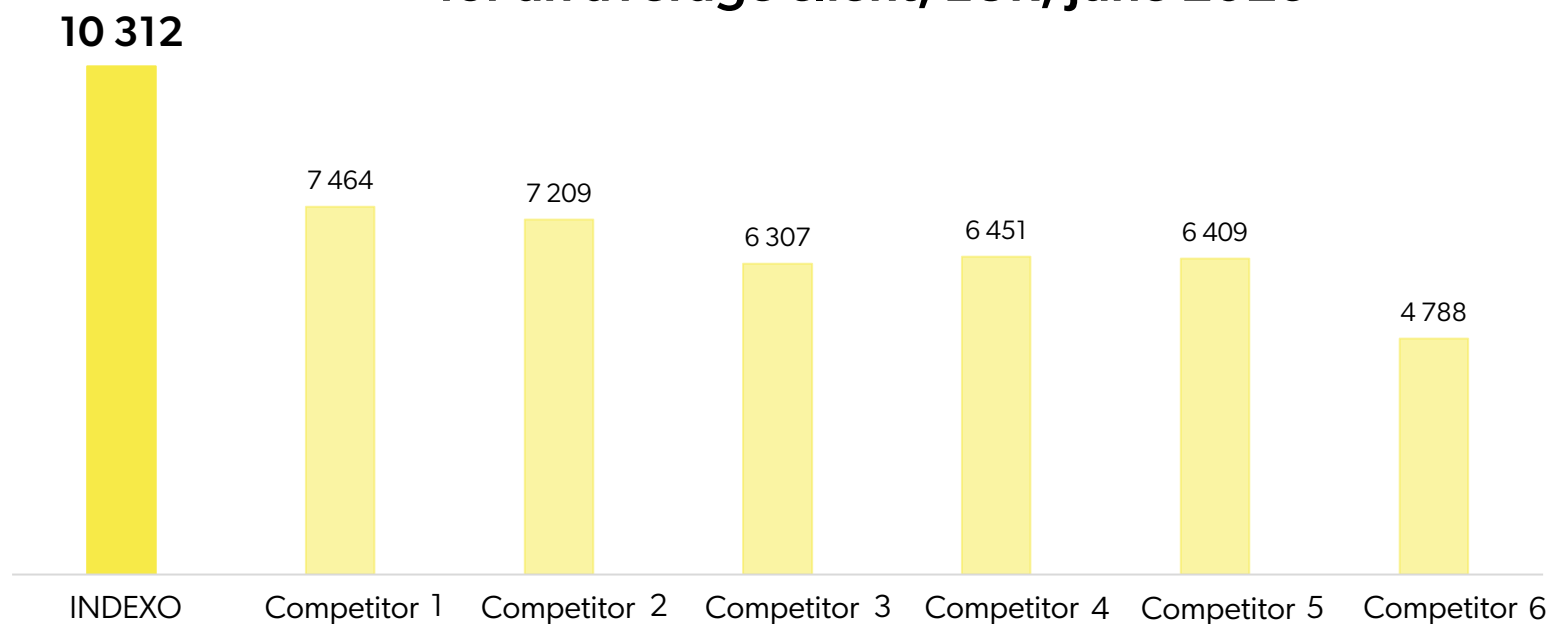
Pension business total AUM growth drivers Q2 2024 – Q2 2025  
Million EUR, based on management estimates



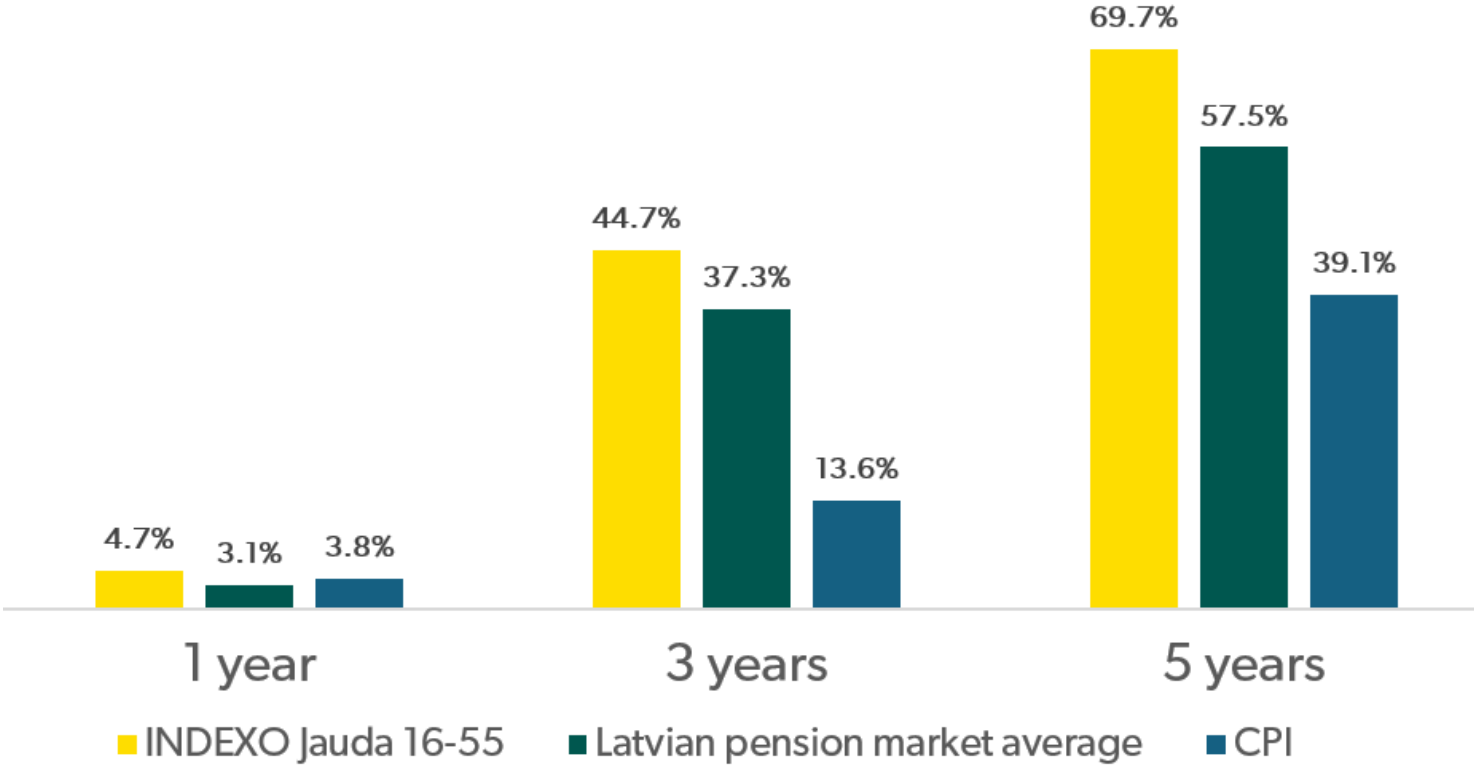
The churn rate of clients in the year-on-year comparison reached 13.75% in June 2025, compared to 10.15% in June 2024.

# INDEXO has the largest 2<sup>nd</sup> pension accounts

Assets under management in the 2nd pension pillar for an average client, EUR, June 2025



# The **index-based approach** introduced by INDEXO is now the standard for the most successful pension plans



# INDEXO pension business generates profits to support bank development

- Increase in the client base and AUM have contributed to **21% y-o-y growth** in commission income

- Normalized net profit\*\* in 2025 H1 for the pension business was **EUR 0.90 million** (compared to 0.54 million in 2024 H1)

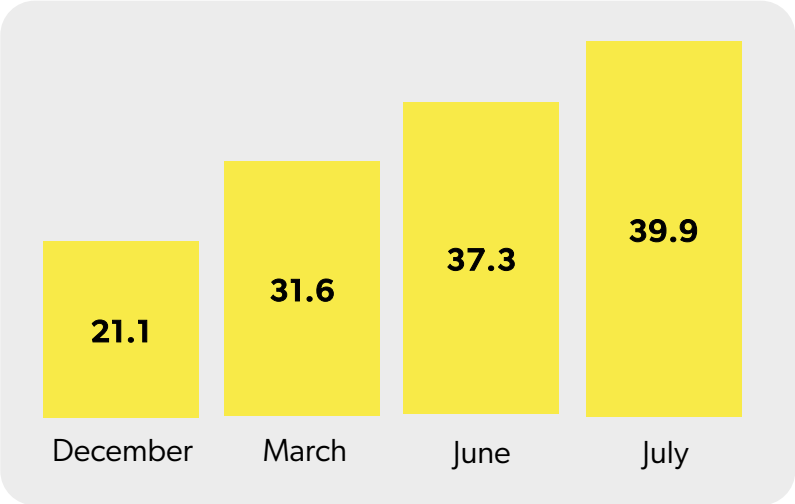
INDEXO Pension business results, EUR	Jan-Jun 2025 Unaudited, EUR	Jan-Jun 2024 Unaudited, EUR
Commission & interest income	2 433 329	2 015 460
Interest income/(expense)	19 580	(210 548)*
Administrative and other expenses for pension management	(787 692)	(637 653)
<b>Operating income before client acquisition and other business project expenses</b>	<b>1 665 217</b>	<b>1 167 259</b>
Client acquisition costs	(850 852)	(863 266)
<b>Pension management operating result</b>	<b>814 365</b>	<b>303 993</b>
Non-cash personnel option expenses	(69 397)	(146 399)
Corporate income tax	(1 373)	(2 962)
<b>Comprehensive profit/(losses) for the reporting period</b>	<b>743 595</b>	<b>154 632</b>

INDEXO<sup>1</sup>

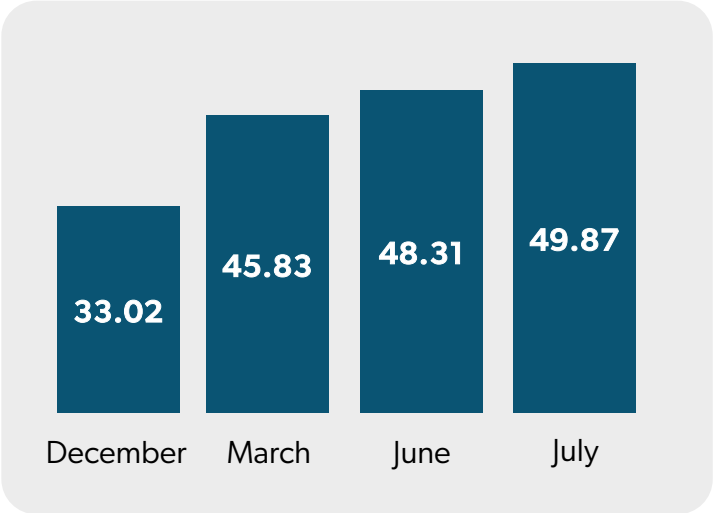
**INDEXO Bank**

# INDEXO Bank has almost **40 000** customers

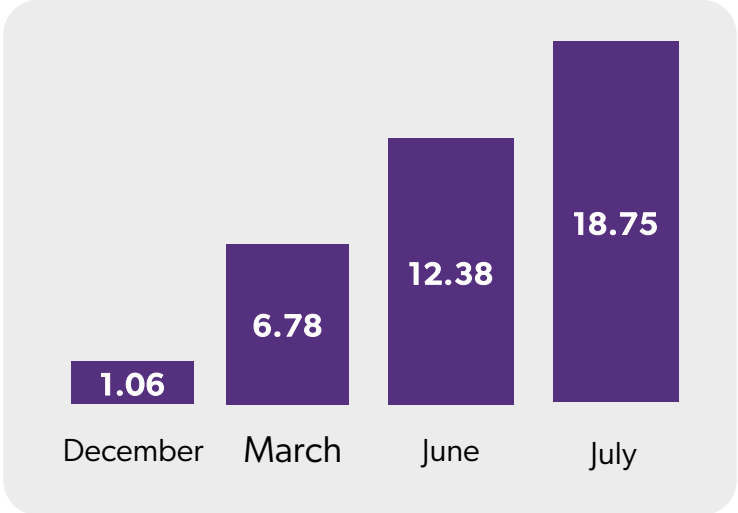
Customers,  
thousand



Deposits,  
million EUR



Loans,  
million EUR



# We have delivered the **promised** **product additions**



Introduced Apple Pay / Google Pay



Introduced mortgage refinancing



Improved consumer loan offer



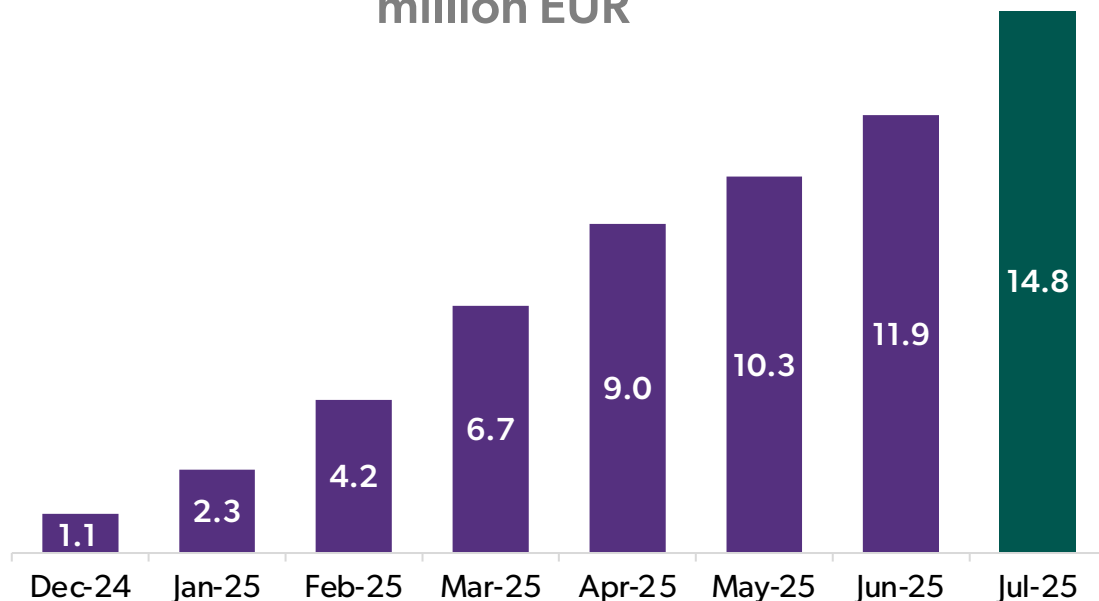
Custody – regulatory approval received

# Consumer loan portfolio has reached **~15M EUR**

**+3.3M  
EUR in  
July**

- Maximum available term up to 7 years;
- Active selling

Consumer loan portfolio,  
million EUR

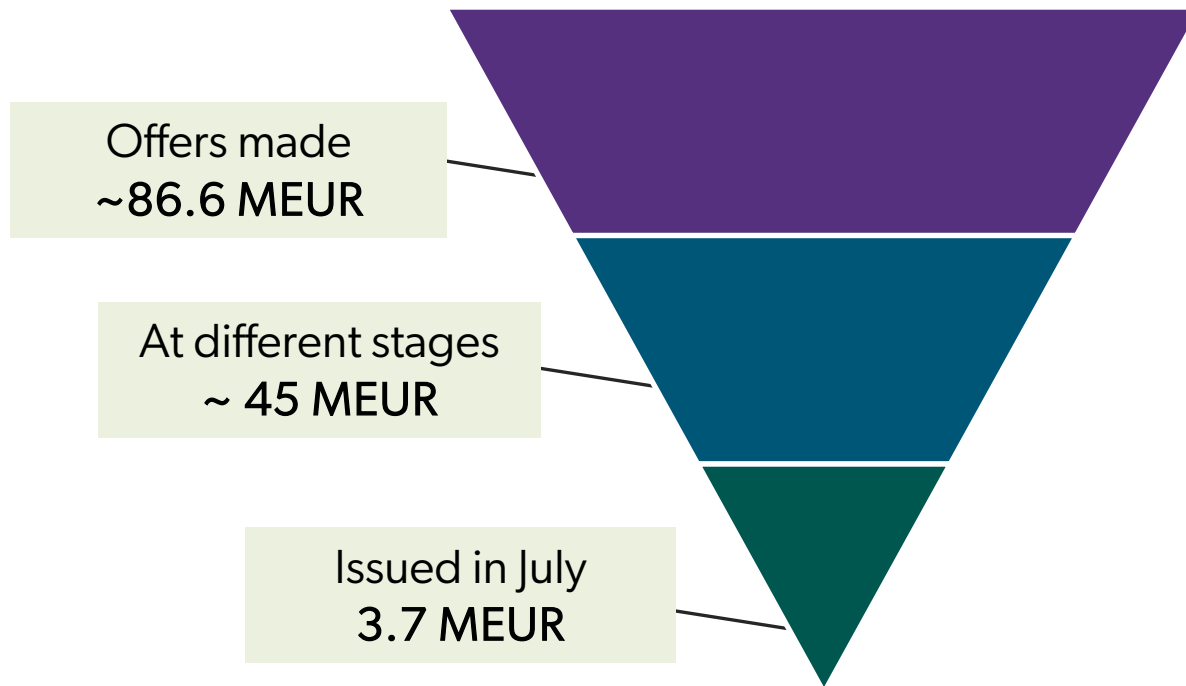


**+5M EUR  
Q4 2025**

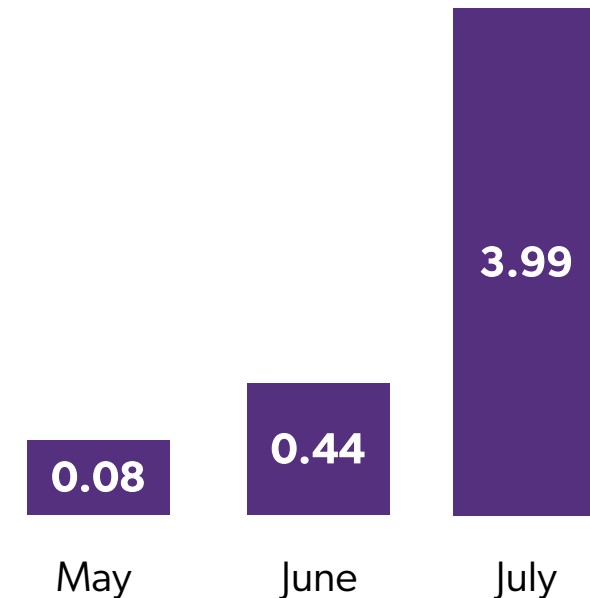
- We are improving credit assessment criteria;
- Opportunity for existing clients to receive an additional loan on top of their current credit;
- Introduction of a refinancing product

We have provided Latvian families with the opportunity to save at least **EUR 400\*** thousand per year in interest payments on mortgage loans

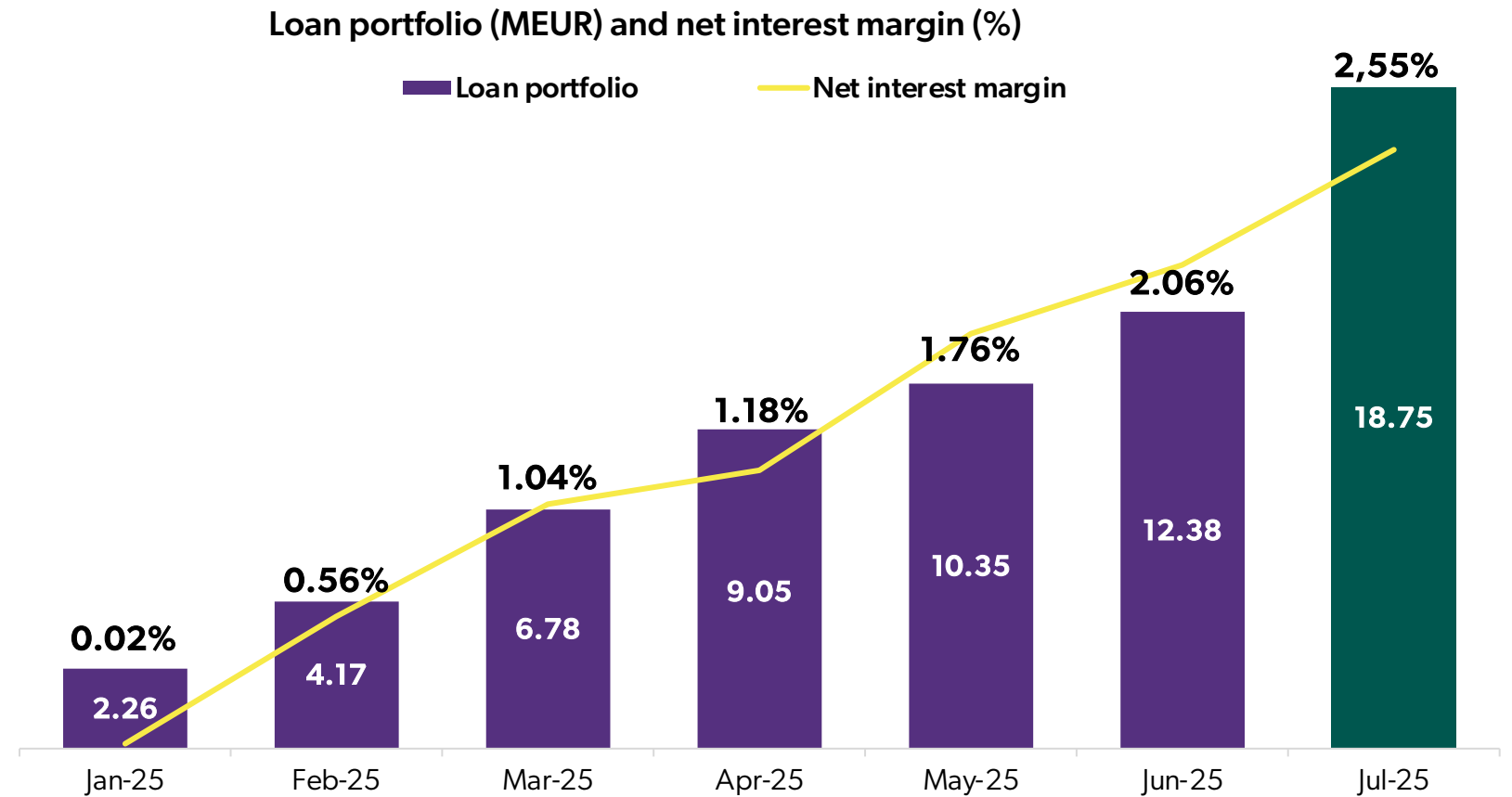
- Overall, it is a time consuming process during which the client needs a **reliable partner**
- A home equity product is coming soon



Mortgage loan portfolio, million EUR



# Lending - revenue growth driver



# Acknowledging short-term challenges while adhering to the long-term development vision

- Q2 2025 is marked by significant **additions** to the **range of services** offered by INDEXO Bank
- The bank **significantly increased its net interest income**, reaching EUR 210.7 thousand in the second quarter
- Focus on profitability by driving **revenue growth**

## INDEXO Bank Profit and Loss Statement, EUR

Jan – Jun 2025  
Unaudited, EUR\*

Interest income	881 880
Interest expense	(611 166)
Commission and fee income	151 293
Commission and fee expense	(254 841)
Other operating income	101 577
Other operating expenses	(333 481)
Administrative expenses	(3 516 822)
of which IT expenses	(1 518 549)
Depreciation	(837 225)
<b>Operating profit</b>	<b>(4 418 785)</b>
Provisions for expected credit losses	(632 829)
<b>Loss before corporate income tax</b>	<b>(5 051 614)</b>
Corporate income tax	(2 027)
<b>Loss for the period</b>	<b>(5 053 641)</b>

# Navigating the transformation: from investment to impact

- We will continue **active lending**
- One of our main priorities remains increasing the share of active clients and their **incoming cash flows**
- Strengthening capital by attracting additional funding for **faster growth**

## INDEXO Bank Balance sheet, EUR

Jun 2025  
unaudited, EUR\*

### ASSETS

Cash and cash equivalents	27 266 661
Securities	10 342 354
Financial assets measured at amortized cost (loans)	11 985 916
Prepayments	821 839
Property, plant and equipment and right-of-use of assets	2 484 329
Intangible assets	5 437 836
Other assets	186 674
<b>Total assets</b>	<b>58 525 609</b>

### EQUITY AND LIABILITIES

Financial liabilities measured at amortized cost (deposits)	48 399 513
Trade payables	398 976
Accruals	193 582
Tax liabilities	221 625
Lease liabilities	1 808 204
Other liabilities	272 060
<b>Total liabilities</b>	<b>51 293 960</b>

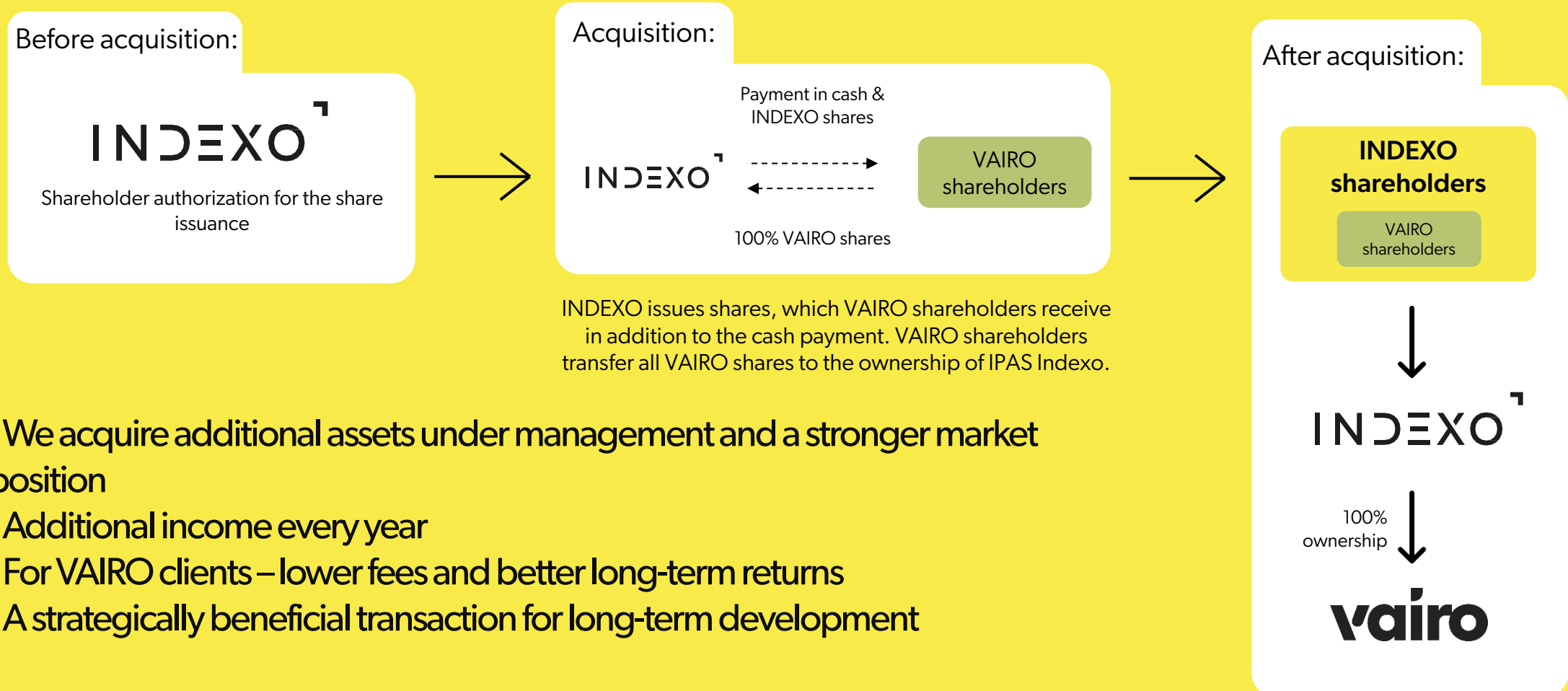
### EQUITY

Share capital and retained earnings	7 231 649
<b>Total equity</b>	<b>7 231 649</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>58 525 609</b>

2

## Planned acquisitions

# Acquisition of VAIRO



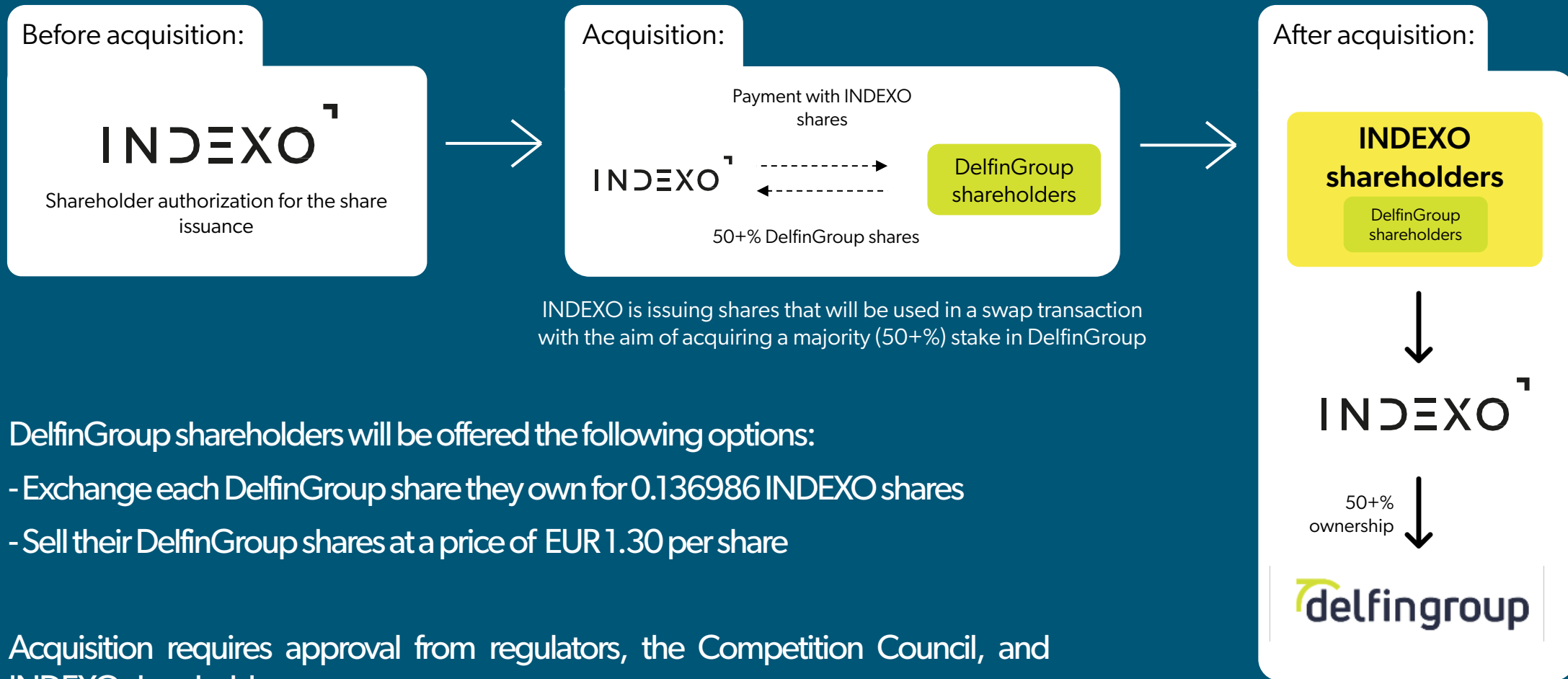
INDEXO issues shares, which VAIRO shareholders receive in addition to the cash payment. VAIRO shareholders transfer all VAIRO shares to the ownership of IPAS Indexo.

- We acquire additional assets under management and a stronger market position
- Additional income every year
- For VAIRO clients – lower fees and better long-term returns
- A strategically beneficial transaction for long-term development

Acquisition requires approval from regulator

VAIRO shareholders have become a part of INDEXO's shareholders

# Acquisition of DelfinGroup



INDEXO is issuing shares that will be used in a swap transaction with the aim of acquiring a majority (50+%) stake in DelfinGroup

DelfinGroup shareholders will be offered the following options:

- Exchange each DelfinGroup share they own for 0.136986 INDEXO shares
- Sell their DelfinGroup shares at a price of EUR 1.30 per share

Acquisition requires approval from regulators, the Competition Council, and INDEXO shareholders

DelfinGroup shareholders have become a part of INDEXO's shareholders

# Favorable deal for INDEXO shareholders



INDEXO is acquiring profitable company at a good value



Dividends for bank development ~ EUR 10 million\* in dividends over 3 years, enabling the issuance of EUR 100 - 200 million in additional new loans



INDEXO group will become profitable much faster



Potential synergies with DelfinGroup



Expected INDEXO Group market capitalization should lead to increased liquidity and market depth for INDEXO shareholders

# Three attractive options to the DelfinGroup shareholders

## Option 1

An opportunity to exchange DelfinGroup shares for INDEXO shares and participate in INDEXO's future growth

## Option 2

Remain a DelfinGroup shareholder as before and continue receiving dividends

## Option 3

Apply for the cash offer (the offer is available in a limited amount)

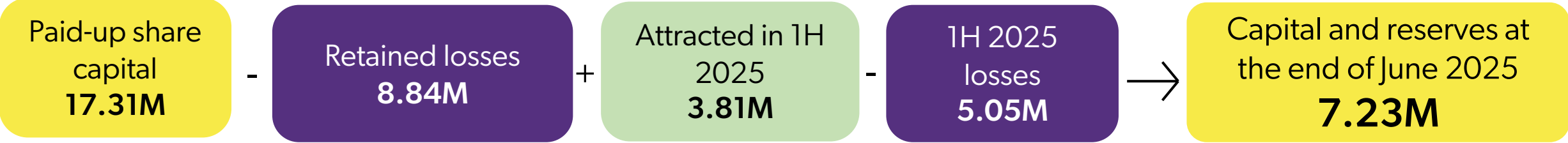
# Preliminary timeline for the DelfinGroup acquisition



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**Plan for the capital increase**

# IPAS INDEXO attracts additional capital for the **bank's development** to continue loan growth and ensure compliance with regulatory requirements



- Increase in the consumer and mortgage loan portfolio
- Investments in the development in daily banking services
- Improvements to the mobile application
- Customer acquisition
- Introduction of custodian bank services
- Regulatory projects

↓

**Initiatives for 2025 in which we will invest the attracted capital**

↓

Required minimum regulatory capital **5M**

Issue volume: **345 000** shares  
 Price per share: **EUR 10.15**

# After the DelfinGroup acquisition

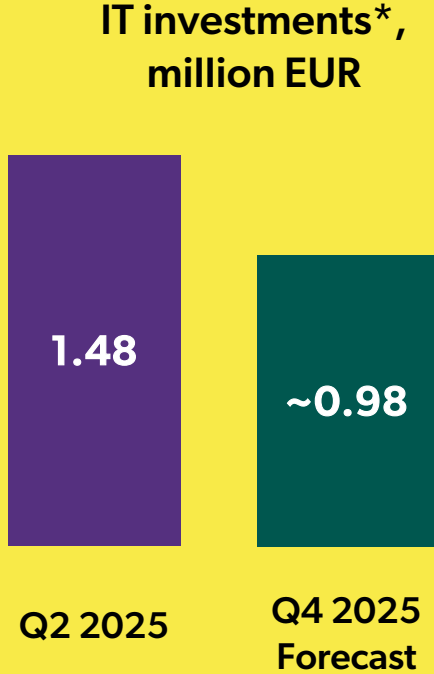


- Dividends for bank development ~ EUR 10 million\* in dividends over 3 years, enabling the issuance of EUR 100 to 200 million in additional new loans
- INDEXO group will become profitable much faster
- Reduced reliance on external capital raising
- Potential synergies DelfinGroup



- Approval from regulators, the Competition Council, and INDEXO shareholders is required
- We will announce the financial projections for the next 3 years prior to the launch of the DelfinGroup transaction buyout offer

# The focus remains on the Bank's profitability and overcoming short-term challenges



In the first half of the year, revenue growth was slower than we had projected

Lower than expected customer activity

Product development required more time and resources



We are making adjustments and continuing to move towards our set goals

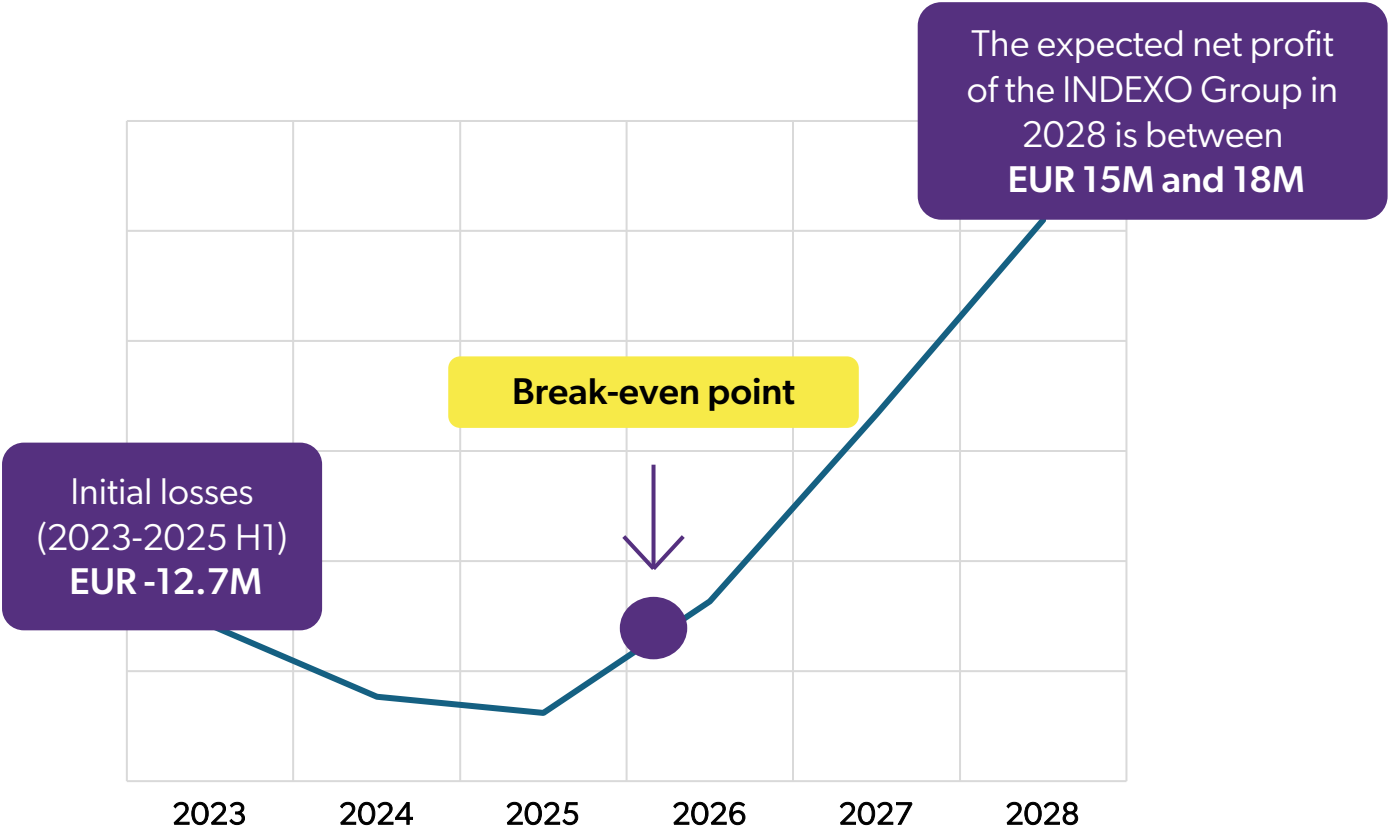
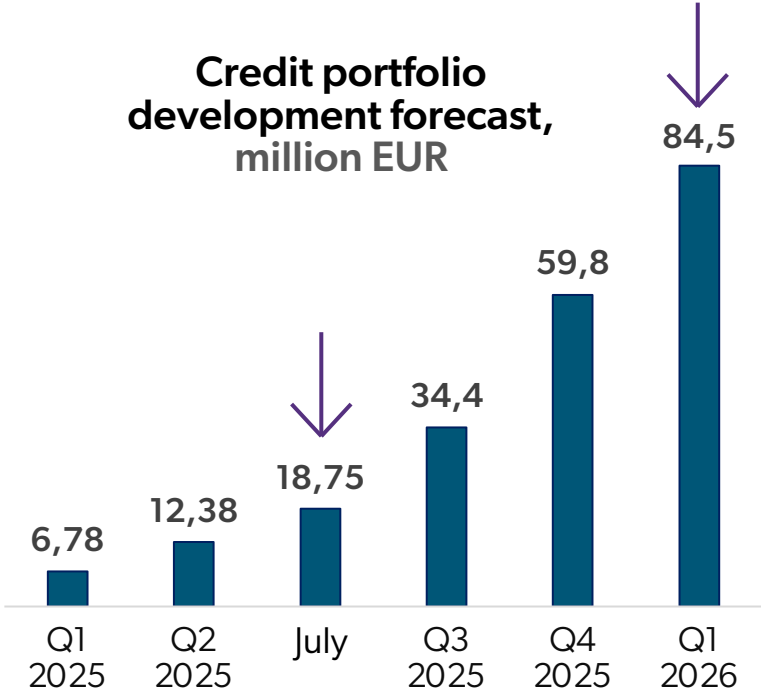
As the volume of loan issuance increases, the focus is on attracting deposits

We are reviewing product development priorities and expenses, while reducing IT investments

\* IT investments – combined IT expenses and investments

We expect the bank's total revenues to reach **EUR ~0.5-0.6 million** by March/April 2026, with the bank starting to **become a significant market player** even without DelfinGroup

The breakeven point\* has been shifted by one quarter to **Q1 2026**, but the long-term **goals remain unchanged**

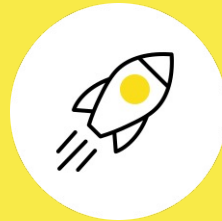


\*At the Indexo Group level, before provisions for expected credit losses

# The public offering of INDEXO's new shares:



**8th – 15th**  
August



Up to  
**345 000 shares**  
are being offered  
at a price of  
**10.15 EUR/share**



Minimum  
investment of  
**1 share**

# Why is the price of one share set at **EUR 10.15**?



Management understanding based on consultations with potential investors



The share price used in structuring the DelfinGroup transaction



All of the unsubscribed mandates from the public offering will be signed by AS ALPPES Capital, ensuring that all the necessary capital will be raised

# What does it mean to become an **INDEXO** shareholder?



You will own a part of INDEXO



You will be able to profit if the share price of INDEXO increases (and when dividends will be paid out in the future)



You will have the opportunity to influence INDEXO's development with voting rights



You will have improve the financial environment in Latvia

# Bonus for shareholders

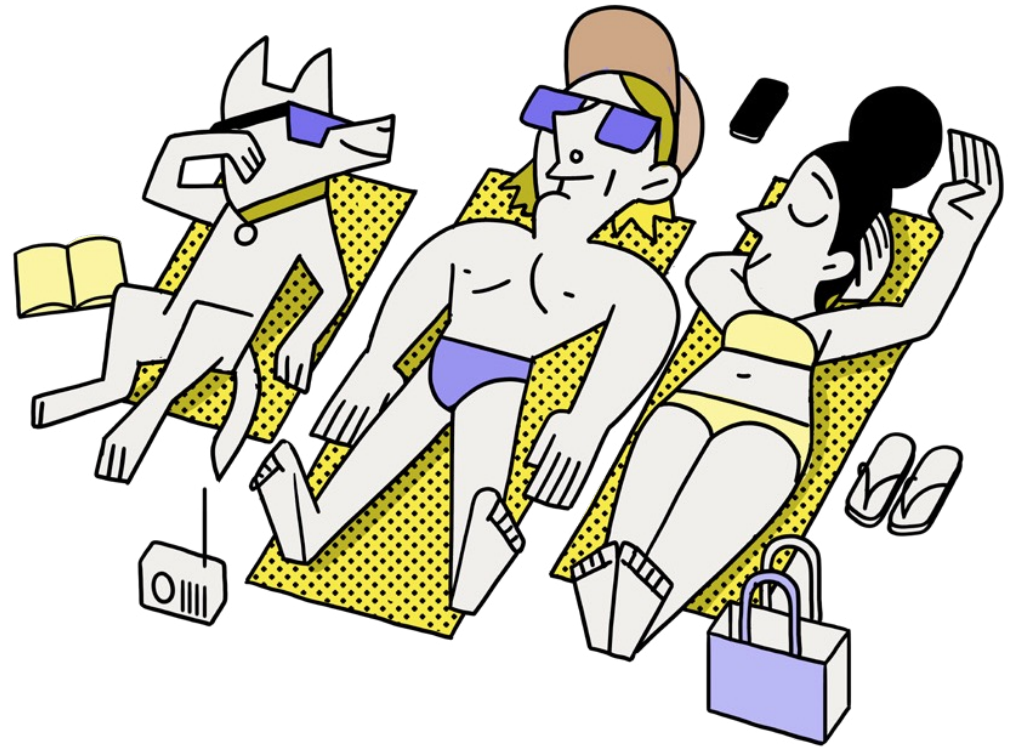
Shareholders with 200+ INDEXO shares will receive a **free property valuation** for mortgage refinancing or a new loan,

if an INDEXO mortgage agreement is signed by the end of 2025

# Don't miss the opportunity to secure your share of INDEXO!

The rules for share allocation give priority to  
the existing INDEXO shareholders

INDEXO<sup>1</sup>



# Signing up for new shares is truly simple

[www.indexo.lv/instruction](http://www.indexo.lv/instruction)

