



BCG

**BALTIC
CLASSIFIEDS
GROUP**

**Full year results
presentation**

Year ended 30 April 2026

Financial highlights

+7%

Revenue up to €88.5m
(2025: €82.8m)

Real Estate +17%
Auto 0%
Jobs & Services +9%
Generalist +3%

+7%

EBITDA¹ up to €68.6m
(2025: €64.4m)

+7%

Adjusted net income²
up to €58.1m
(2025: €54.4m)
Profit up 14% to €50.9m
(2025: €44.8m)

+9%

Adjusted basic EPS³
up to 12.3 euro cent
(2025: 11.3 euro cent)
Basic EPS up 16%
to 10.8 euro cent
(2025: 9.3 euro cent)

78%

EBITDA margin¹
(2025: 78%)

99%

Cash conversion⁴
(2025: 99%)

+5%

Cash from operating
activities up to €69.9m
(2025: €66.8m)

0.7x

Leverage⁵
(2025: 0.1x)

+19%

Final dividend proposed up
to 3.1 euro cent per share,
comprising 2.8 euro cent
ordinary and 0.3 euro cent
special (2025: 2.6 euro cent
per share)

Note: Our financial year results are presented based on the 12-month period ending April 30. Financial years are referred to by the calendar year in which the reporting period ends. Percentages, percentage changes and other ratios have been calculated using underlying unrounded data rather than the rounded figures presented in this presentation. As a result, percentages, percentage changes and other ratios may not reconcile exactly to the figures displayed. In addition, totals, subtotals and percentages may not sum precisely due to rounding.

¹ EBITDA is Operating profit after adding back depreciation and amortisation. EBITDA margin is EBITDA as a percentage of revenue.

² Adjusted net income is Profit for the period after adding back post-tax impact of acquired intangibles amortisation.

³ Adjusted basic EPS is Adjusted net income divided by the weighted average number of ordinary shares in issue.

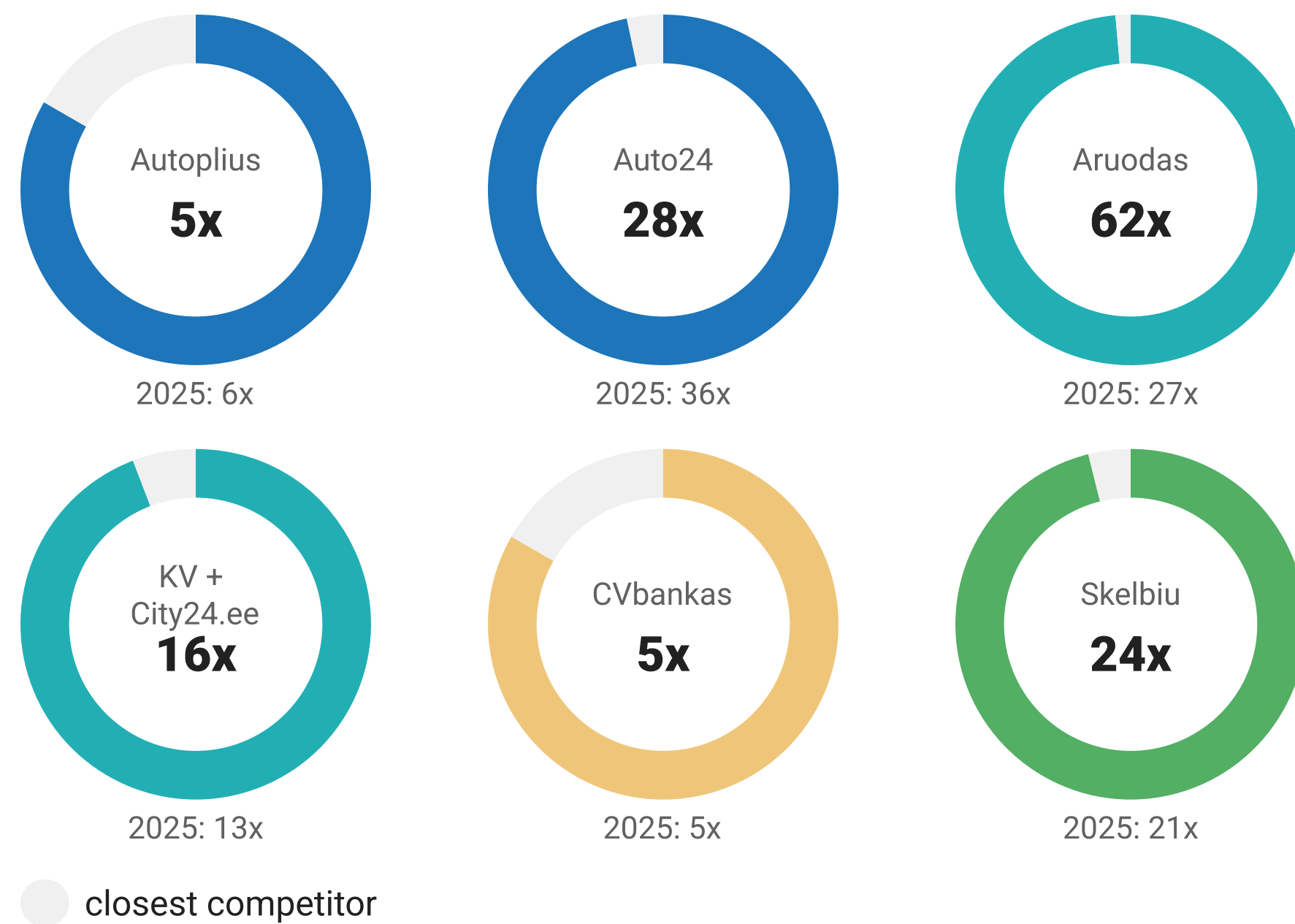
⁴ Cash conversion is EBITDA after deducting acquisition of intangible assets and property, plant and equipment as a percentage of EBITDA.

⁵ Leverage is calculated as Net debt as a percentage of EBITDA over last twelve months (LTM).

Leadership position unrivalled and traffic unchanged

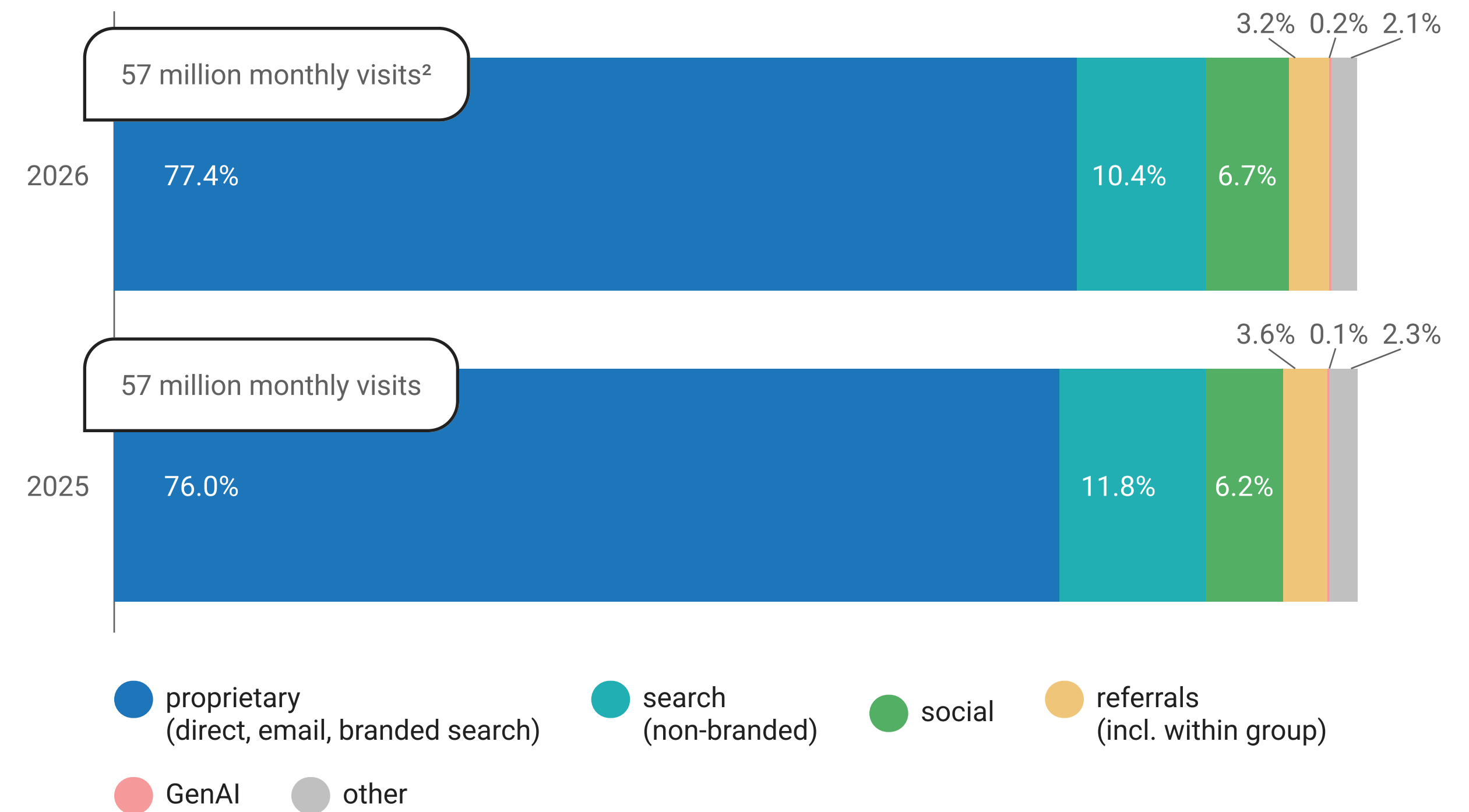
Leadership position vs closest competitor¹ (times)

Year ended 30 April 2026



Traffic sources across our major platforms

Year ended 30 April 2026 is shown as 2026



10 times
per month each Baltic resident visited BCG sites

Source: Similarweb (leadership position vs closest competitor and traffic sources), Google Analytics (site visit data).

¹ Leadership position in number of times against closest competitor, based on time on site, except for Auto24. Auto24 has no significant vertical competitor, the next relevant player is a generalist portal, therefore, the relative market share for this generalist portal is calculated by multiplying time on site by the percentage of active automotive listings out of total listings at the end of the reporting period.

² Average monthly traffic across all BCG sites. Cookie consent policies (general obligation to consent with all cookies that are not strictly necessary for website operation) and internet browser policies of more strict control of 3rd party cookies on websites both result in loss of data collected by web analytics services like Google Analytics. As a result, the traffic data shown above may not capture all website visits, and some user activity may be underreported.

>95%

of employees are proud to be a part of BCG team¹
(2025: >95%)

47:53

Gender diversity²
(F:M, %) maintained
(2025: 49:51)

8 years

average employee tenure across the workforce
(2025: 9 years) and
12 years for Senior Management
(2025: 11 years)

Ranked 7th in the FTSE 250 category and 2nd in the Technology sector, in the FTSE Women leaders review 2026 with 50% of women in leadership positions³

95%

% of electricity consumed by BCG which came from renewable sources

Emissions down 75%

absolute Scope 1 and Scope 2 emissions⁴, reduced by 75% to 46 tCO₂e from the 2022 base year (2022: 183 tCO₂e)

¹ In 2026 BCG conducted an employee engagement survey. More than 95% of respondents answered YES to both questions: "Do you feel proud to be part of the BCG team?" and "Would you recommend your friends to work here?".

² Proportion of female to male employees (based on the total headcount of BCG employees).

³ As at 31 October 2025.

⁴ Scope 1 and Scope 2 market-based emissions.



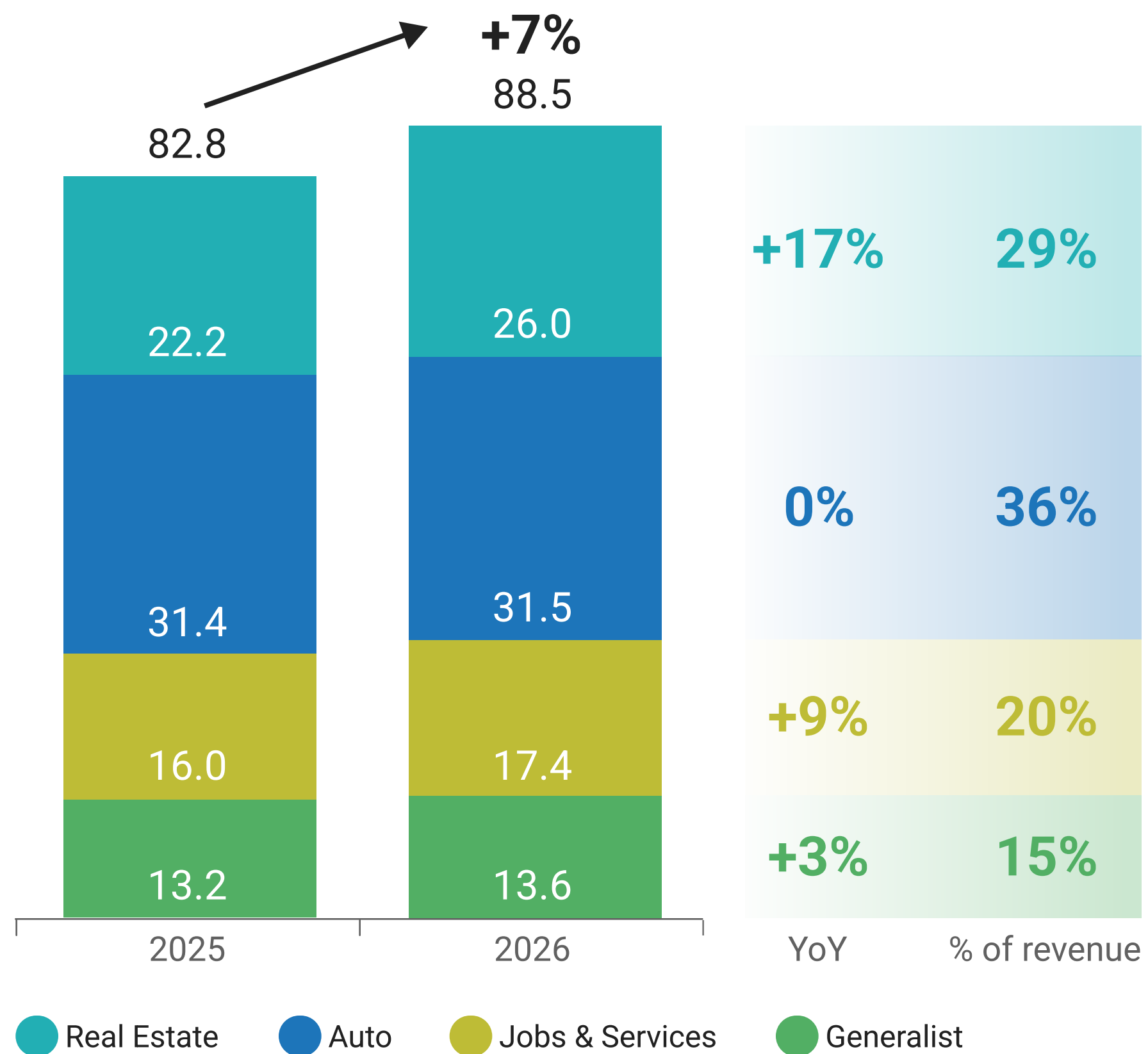
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Financials

Real Estate continued to be a growth champion

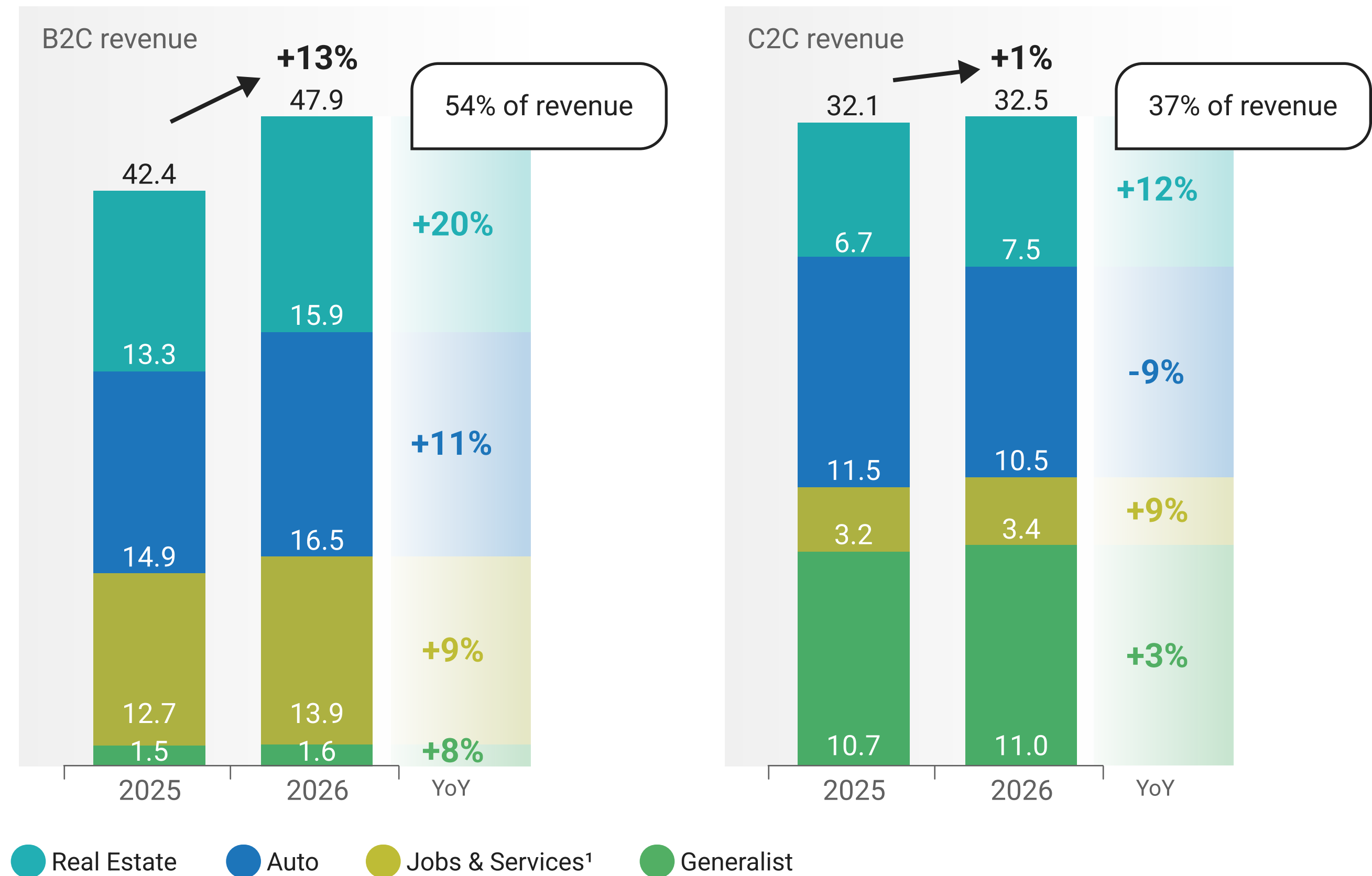
Revenue (€m)

Year ended 30 April 2026 is shown as 2026



B2C and C2C revenue (€m)

Year ended 30 April 2026 is shown as 2026



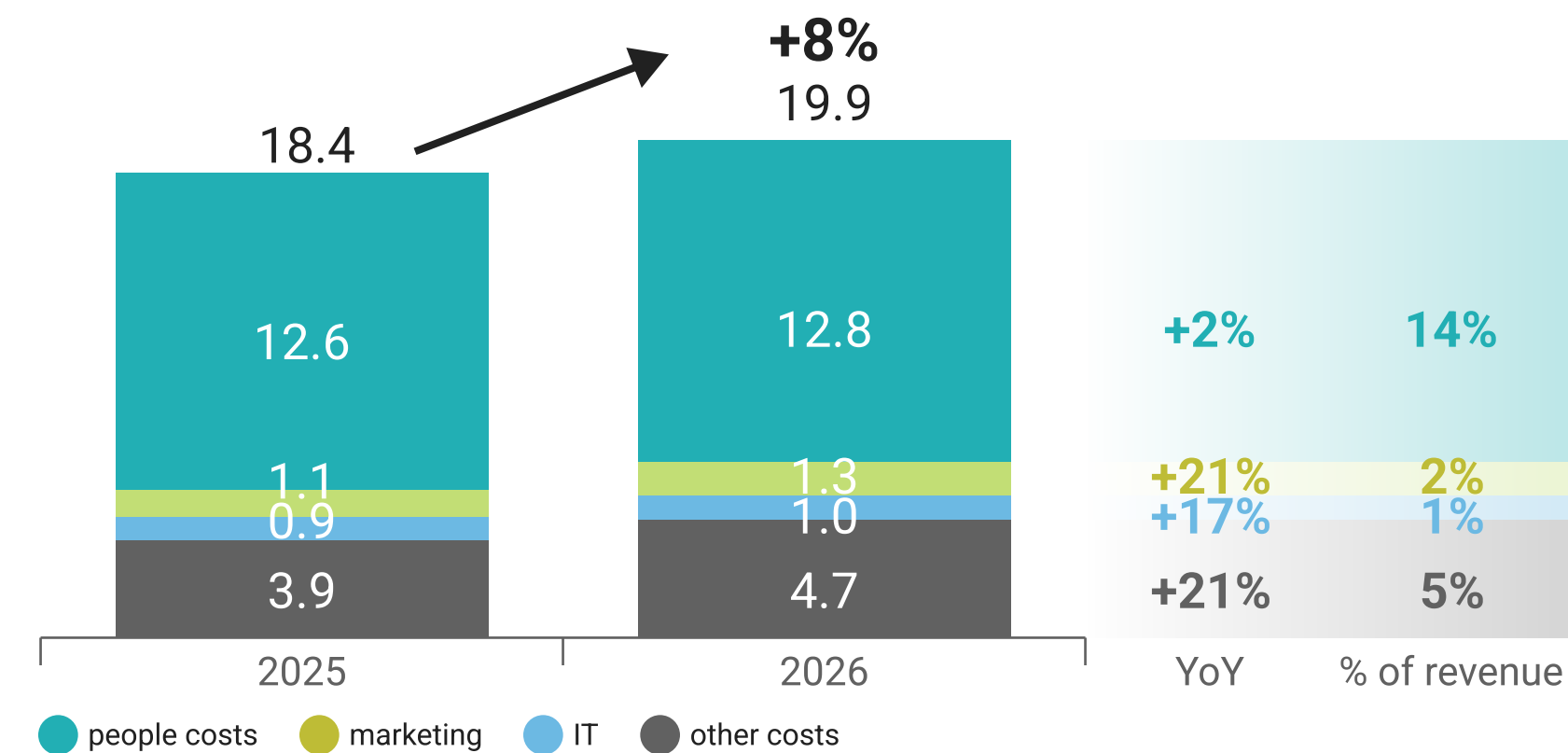
Advertising + Ancillary revenue = €8.1 million (2025: €8.3 million)

¹ In Jobs & Services business line B2C revenue comes from Jobs only, C2C revenue principally comes from Services portals.

Operating costs under control, EBITDA margin maintained

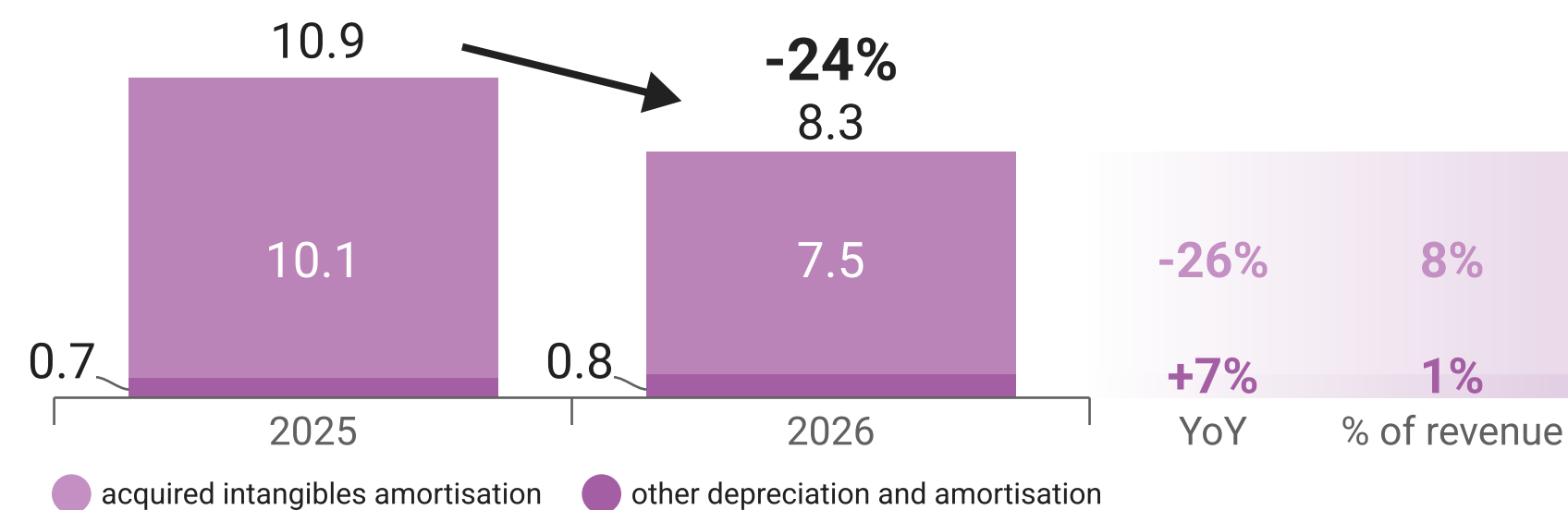
Operating costs before depreciation and amortisation (€m)

Year ended 30 April 2026 is shown as 2026



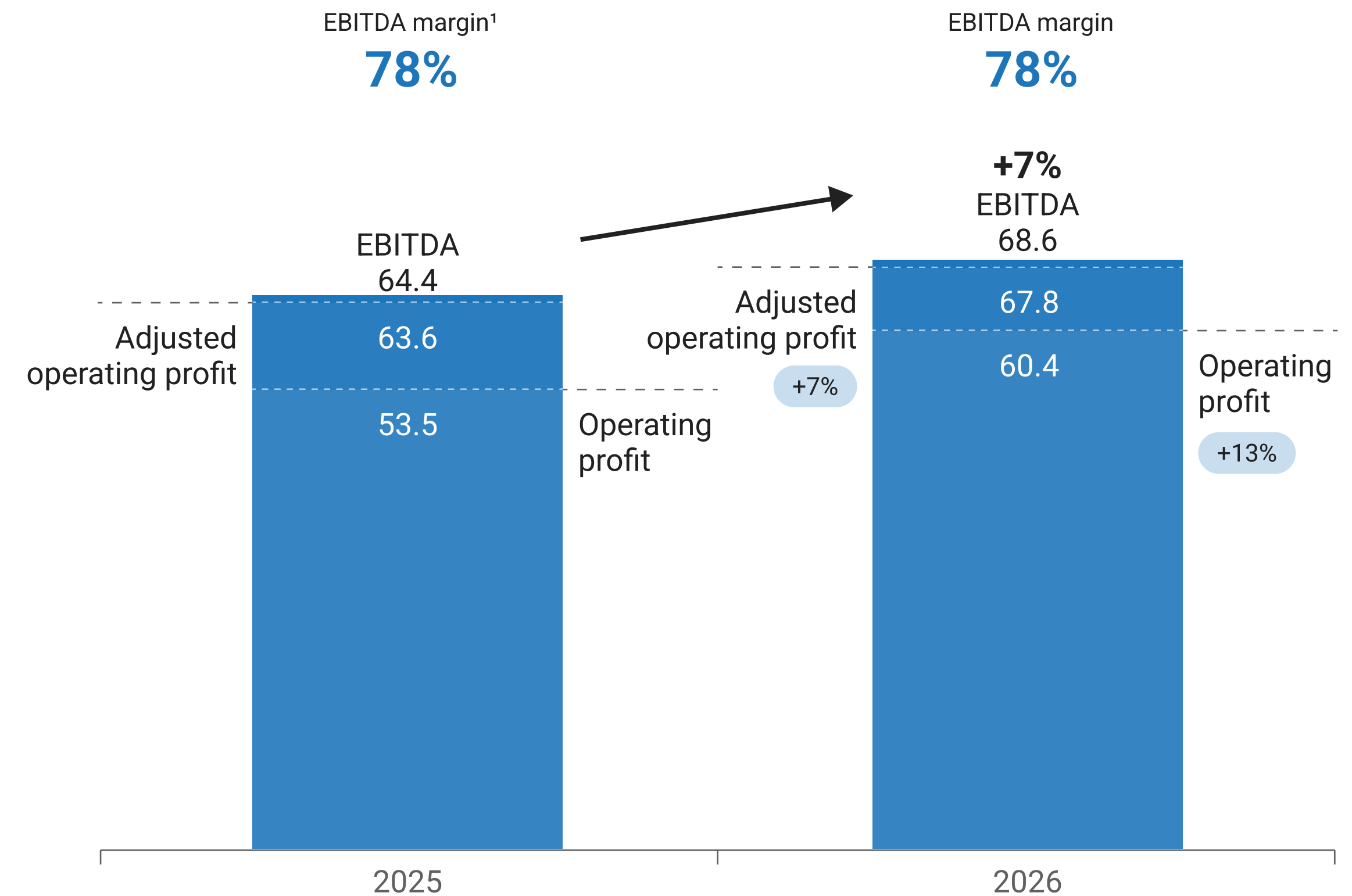
Depreciation and amortisation (€m)

Year ended 30 April 2026 is shown as 2026



EBITDA¹, Adjusted Operating profit² and Operating profit (€m)

Year ended 30 April 2026 is shown as 2026



¹ EBITDA is Operating profit after adding back depreciation and amortisation. EBITDA margin is EBITDA as a percentage of revenue.

² Adjusted operating profit is Operating profit after adding back acquired intangibles amortisation.

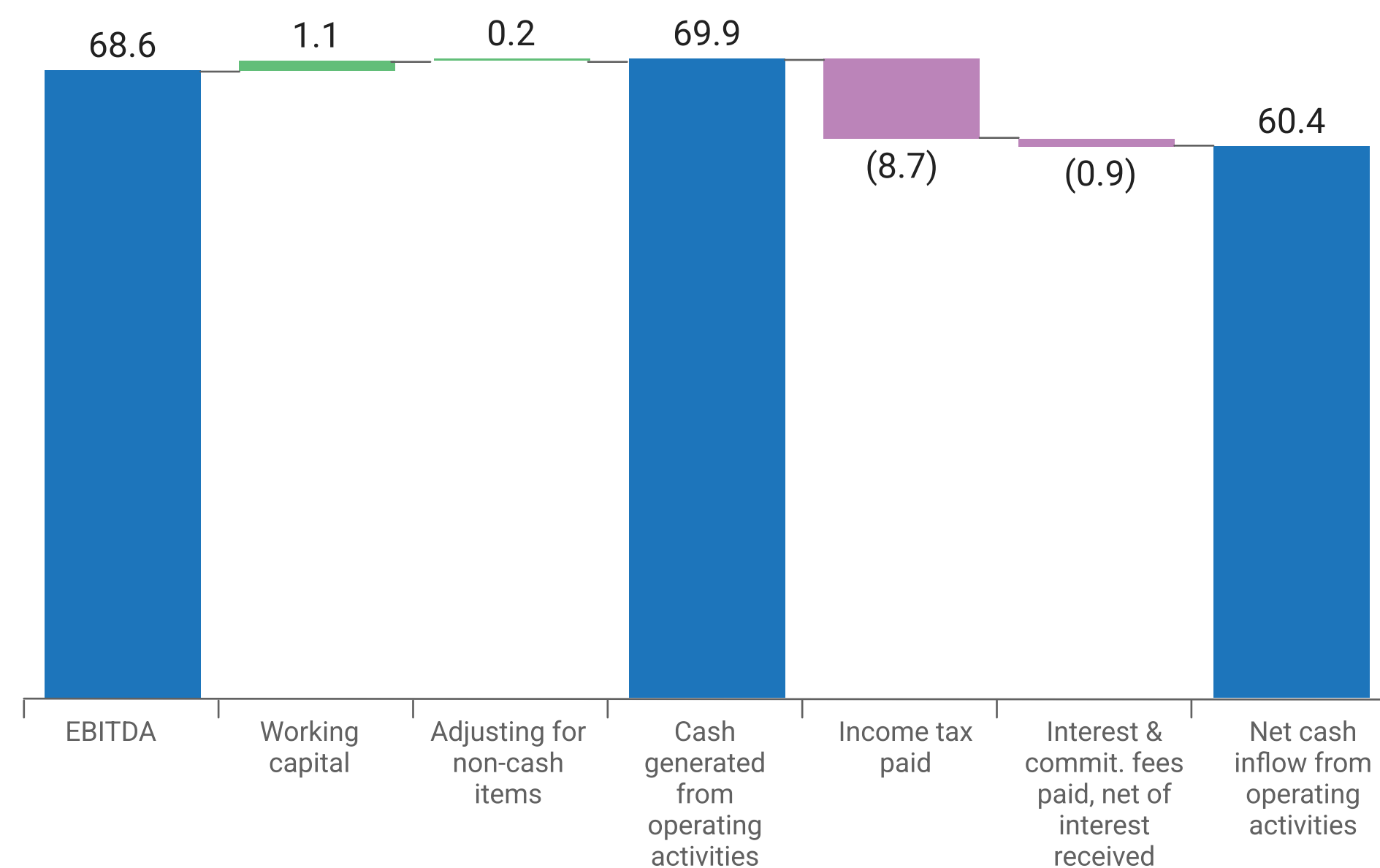
Debt and leverage increased to facilitate share buybacks

Net cash inflow from operating activities (€m)

Year ended 30 April 2026

Cash conversion¹ **99%**

Cash generated from operations **+5%**



Net debt² bridge (€m)

Year ended 30 April 2026

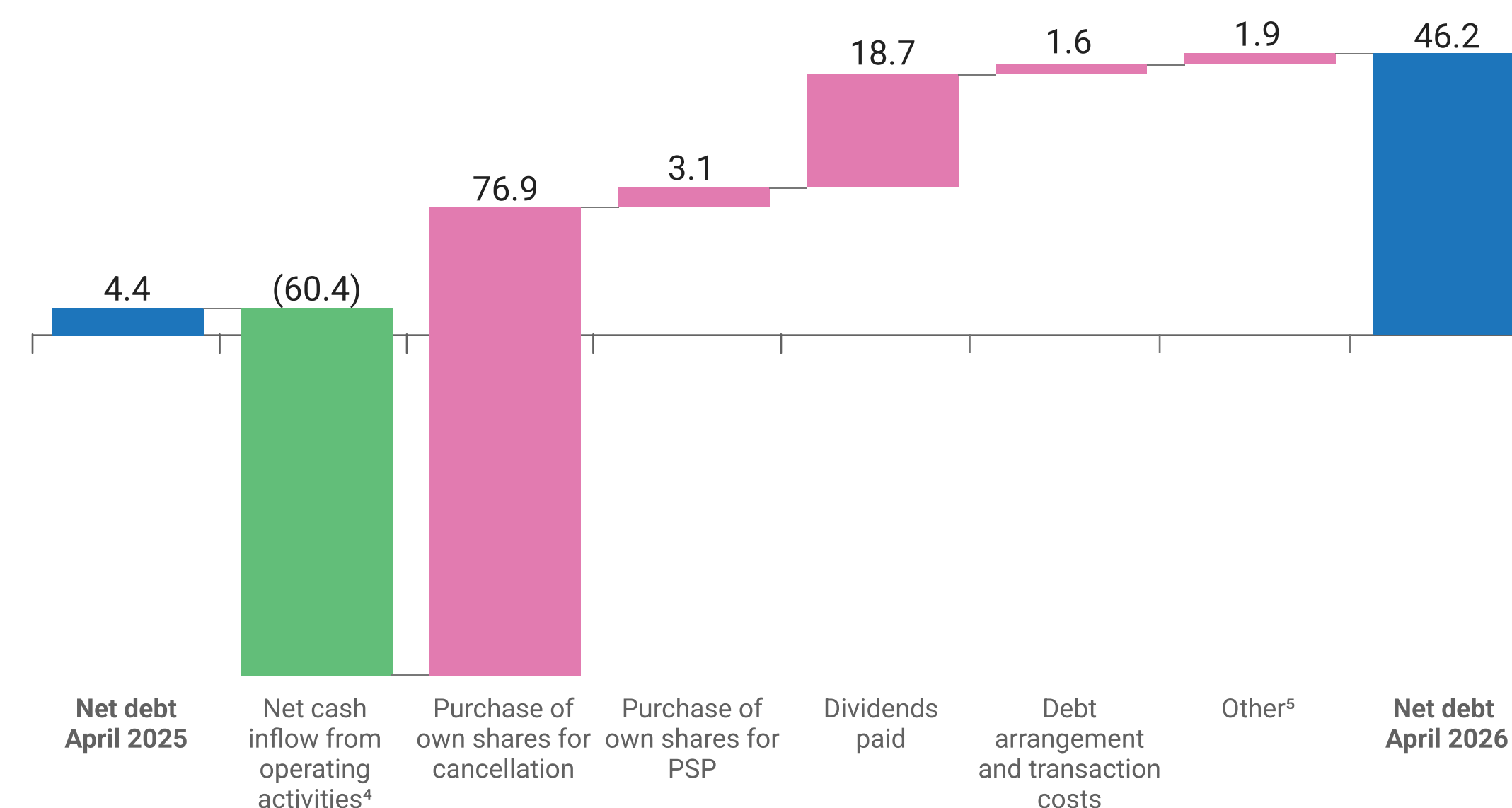
Leverage³ **0.1x**

Loan **€25 million**

voluntarily repaid €25 million and utilised a new €73 million loan facility

Leverage **0.7x**

Loan **€73 million**



¹ Cash conversion is EBITDA after deducting acquisition of intangible assets and property, plant and equipment as a percentage of EBITDA.

² Net debt is calculated as total debt (bank loans principal, lease liabilities and Osta.ee customer credit balances) less cash and cash equivalents.

³ Leverage is calculated as Net debt divided by EBITDA over the last twelve months (LTM).

⁴ Net cash inflow from operating activities including change in Osta.ee e-wallet balance.

⁵ Other – capex, proceeds from sale of property, plant and equipment, change in lease liability and lease payments, change in Osta.ee e-wallet balance, proceeds from exercise of share options and exchange rate differences.

Adjusted operating profit continues to track closely to EBITDA

€ million, unless stated otherwise	2026	2025	Change
Revenue	88.5	82.8	7%
Operating costs excluding depreciation and amortisation	(19.9)	(18.4)	8%
EBITDA¹	68.6	64.4	7%
EBITDA margin¹ %	78%	78%	0% pt
Depreciation and amortisation	(8.3)	(10.9)	(24%)
Operating profit	60.4	53.5	13%
Add back: amortisation of acquired intangibles	7.5	10.1	(26%)
Adjusted operating profit²	67.8	63.6	7%
Net finance costs	(1.8)	(2.4)	(26%)
Profit before tax	58.6	51.1	15%
Income tax expense	(7.7)	(6.3)	21%
Profit for the year	50.9	44.8	14%
Add back: deferred tax impact of acquired intangibles amortisation	(0.3)	(0.5)	(42%)
Adjusted net income³	58.1	54.4	7%
Basic EPS (euro cent)	10.8	9.3	16%
Adjusted basic EPS⁴ (euro cent)	12.3	11.3	9%

¹ EBITDA is Operating profit after adding back depreciation and amortisation. EBITDA margin is EBITDA as a percentage of revenue.

² Adjusted operating profit is Operating profit after adding back acquired intangibles amortisation.

³ Adjusted net income is Profit for the period after adding back post-tax impact of acquired intangibles amortisation.

⁴ Adjusted basic EPS is Adjusted net income divided by the weighted average number of ordinary shares in issue.

-  The Board considers that the prevailing BCG market valuation does not reflect its underlying fundamentals or long-term prospects.
-  The Board launched an accelerated share buyback programme, and by mid-June 2026 the Company had repurchased 10% of its issued share capital.
-  The Company secured €145 million in new debt facilities. The Board intends to continue repurchasing shares subject to market conditions, available authority and the Group's capital position.
-  The Board will continue to assess its capital allocation priorities and evaluate value-creating opportunities, including M&A as well as buying back BCG shares, and maintain flexibility in how such opportunities are financed, including through cash resources, debt facilities and, where appropriate, equity capital.
-  Going forward, the Board intends to increase the ordinary dividend per share broadly in line with growth in adjusted net income¹.
-  The Board is recommending a final ordinary dividend of 2.8 euro cent per share, representing an increase in line with the growth in adjusted net income¹. In addition, it is recommending a special dividend of 0.3 euro cent per share, resulting in total dividends for 2026 of approximately one-third of adjusted net income¹, consistent with the BCG's previous guidance.

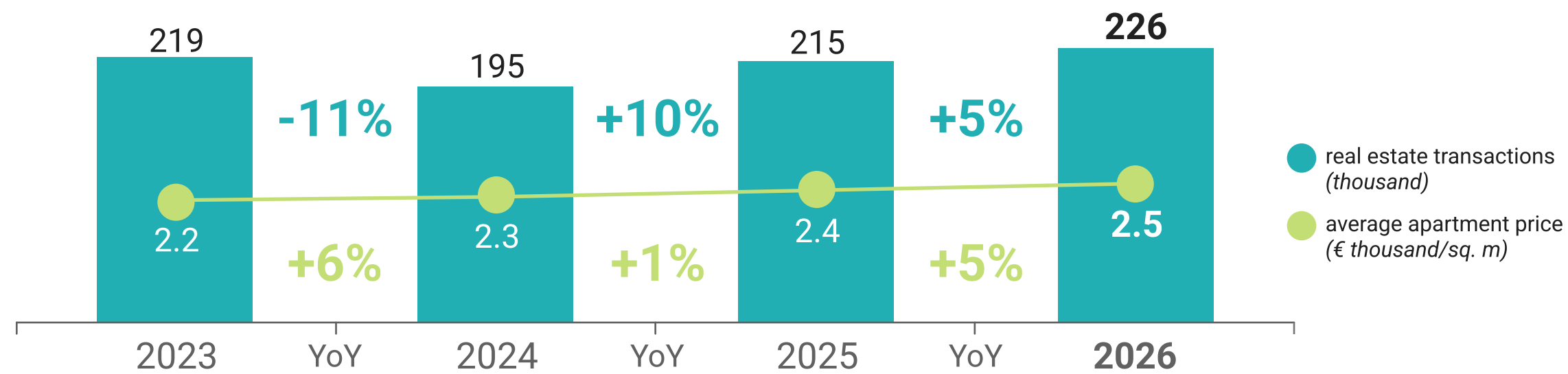
Strategic Progress

Real Estate revenue up 17%

Through growth in the number of customers and improved yield

Real estate transactions and average apartment price¹

Year ended 30 April 2026 is shown as 2026



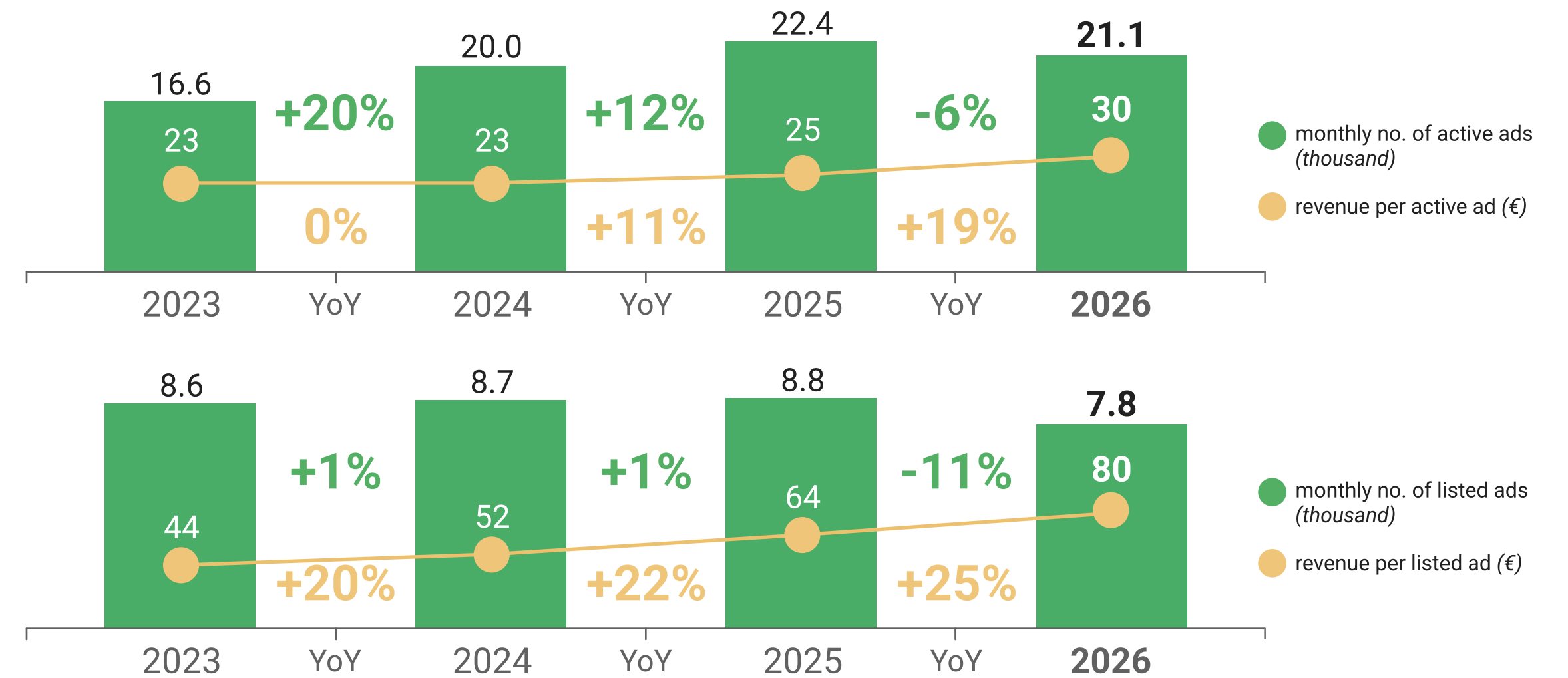
Leadership position vs closest competitor² (times)

Year ended 30 April 2026 is shown as 2026



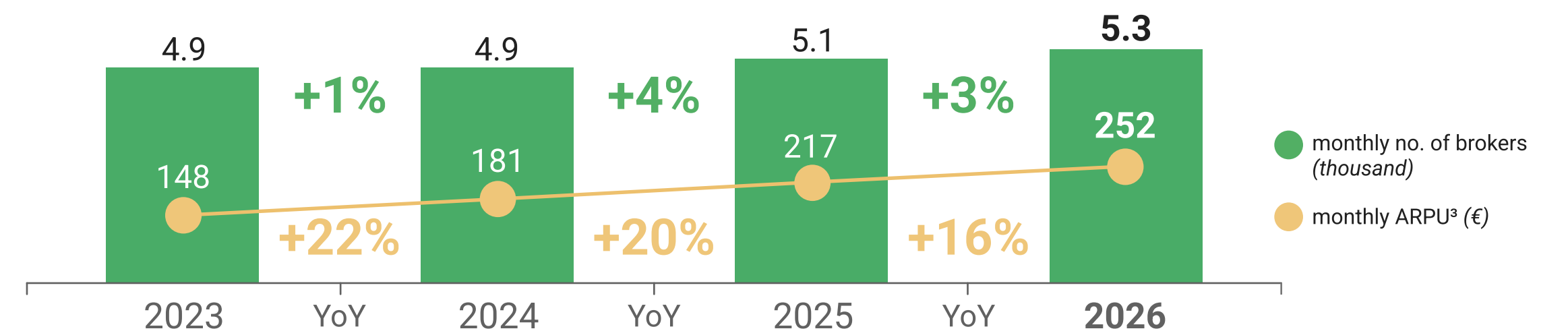
C2C KPIs

Year ended 30 April 2026 is shown as 2026



B2C KPIs

Year ended 30 April 2026 is shown as 2026



Source: State Enterprise Centre of Registers Lithuania, Land Register Latvia, Land Board Estonia (number of transactions), Swedbank (average apartment price), Similarweb (leadership position vs closest competitor).

¹ Average apartment prices based on apartment prices in Vilnius, Riga and Tallinn during calendar 2022, 2023, 2024 and 2025.

² Leadership position in number of times against closest competitor based on time on site. Aruodas leadership position is measured against Domoplius; KV and City24.ee combined leadership position is measured against Kinnisvara24.

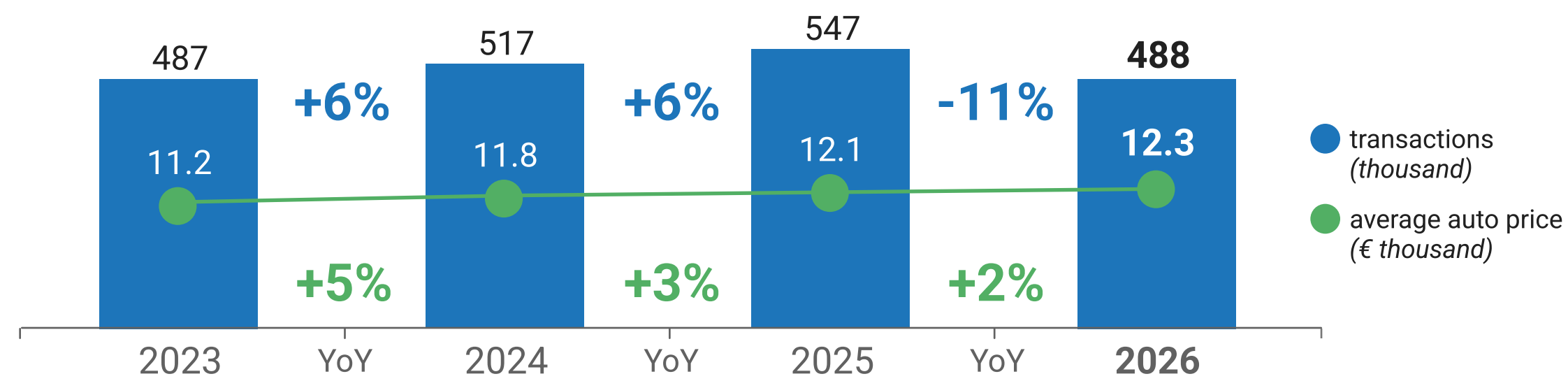
³ ARPU - average revenue per user (Real Estate broker).

Auto revenue flat

Due to weak Estonian market dynamics and unusually cold winter in the region

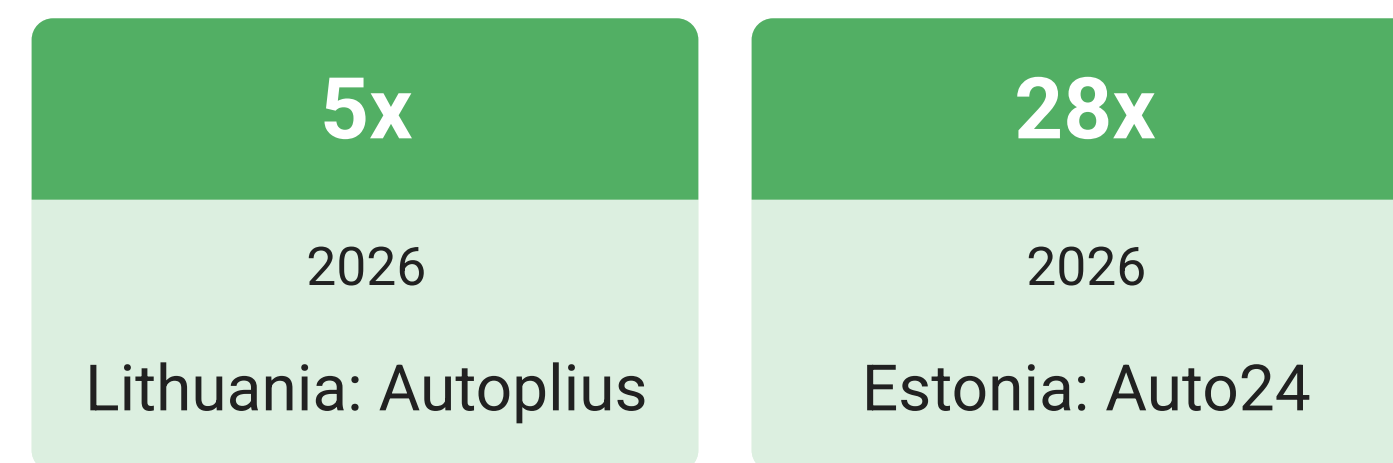
Transactions¹ and average auto price

Year ended 30 April 2026 is shown as 2026



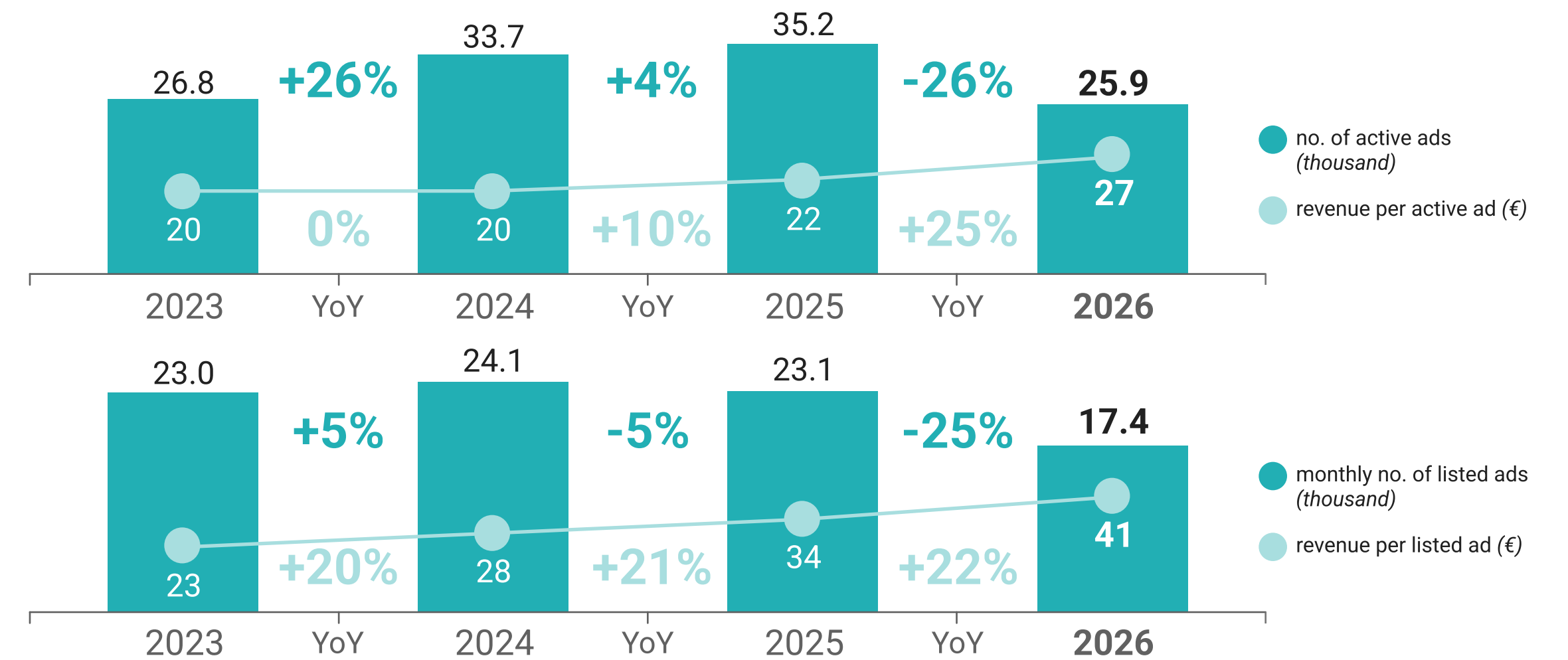
Leadership position vs closest competitor² (times)

Year ended 30 April 2026 is shown as 2026



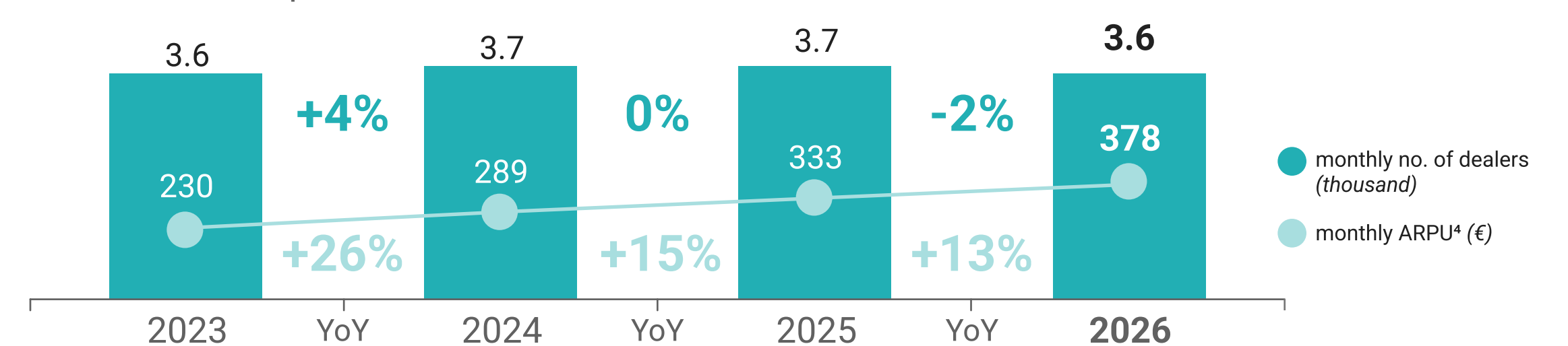
C2C KPIs³

Year ended 30 April 2026 is shown as 2026



B2C KPIs

Year ended 30 April 2026 is shown as 2026



Source: Autoplus (average auto price), State Enterprise Regitra, AutoTyrimai and Estonian Transport Administration (number of transactions), Similarweb (leadership position vs closest competitor).

¹ Number of transactions including vehicles that were registered in the country (Lithuania or Estonia) for the first time.

² Leadership position in number of times against closest competitor, based on time on site, except for Auto24. Auto24 has no significant vertical competitor, the next relevant player is a generalist portal, therefore, the relative market share for this generalist portal is calculated by multiplying time on site by the percentage of active automotive listings out of total listings at the end of the reporting period.

³ Car ads only (excluding ads of vehicle parts, vehicles other than cars and other categories).

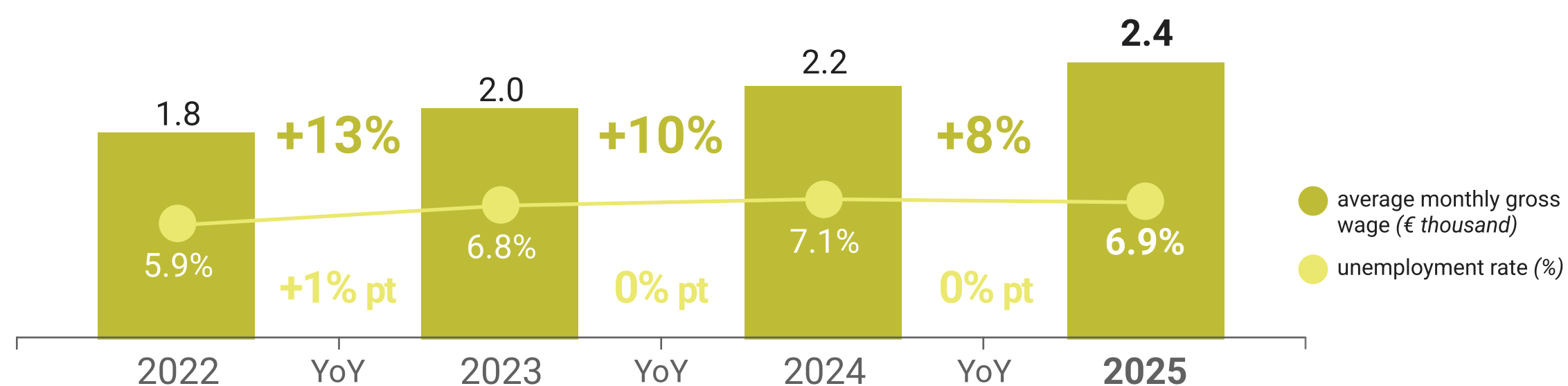
⁴ ARPU - average revenue per user (Auto dealer).

Jobs & Services revenue up 9%

Through growth in the number of customers, active ads and improved B2C yield

Average monthly gross wage and average unemployment rate

Data presented in calendar years



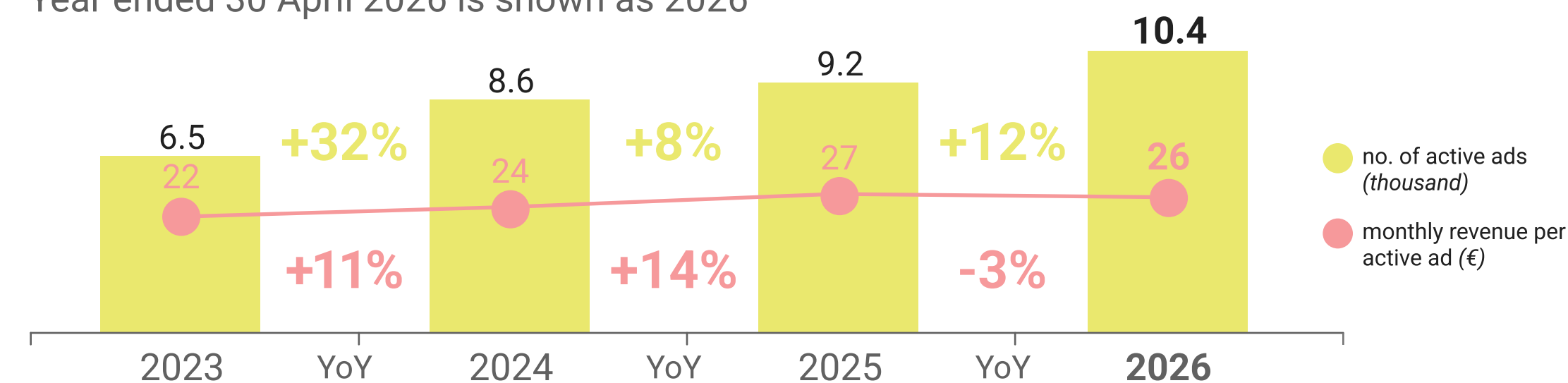
Leadership position vs closest competitor¹ (times)

Year ended 30 April 2026 is shown as 2026



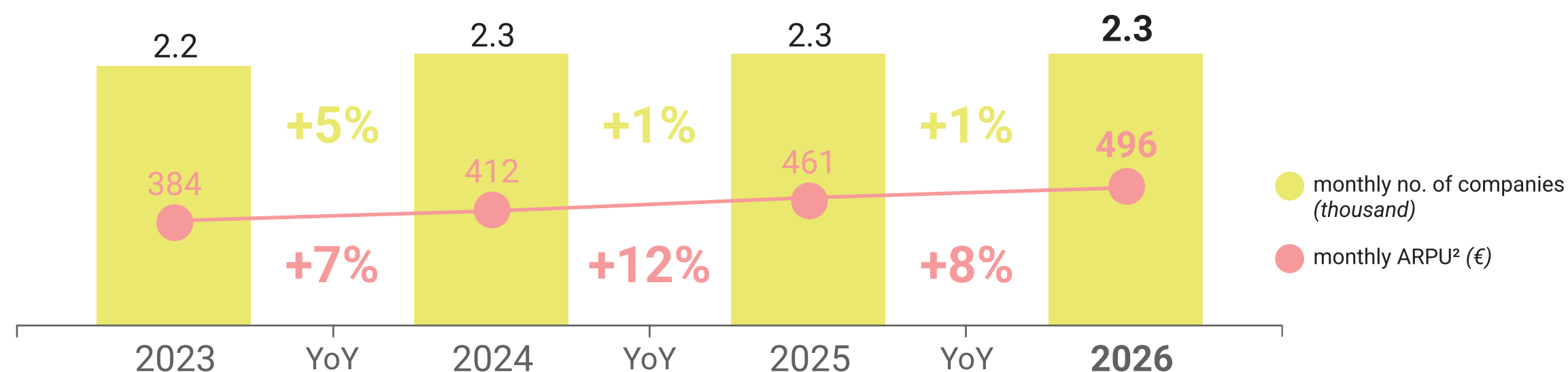
C2C KPIs: Services

Year ended 30 April 2026 is shown as 2026



B2C KPIs: Jobs (CVbankas)

Year ended 30 April 2026 is shown as 2026



Source: The Lithuanian Department of Statistics (average monthly gross wage), Similarweb (leadership position vs closest competitor).

¹ Leadership position in number of times against closest competitor based on time on site, except for Paslaugos. CVbankas leadership position is measured against CVMarket + CV. Paslaugos has no significant vertical competitor, the next relevant player is the generalist portal Skelbiu, therefore, the relative market share for Skelbiu is calculated by multiplying time on site by the percentage of active services listings out of total listings at the end of the reporting period.

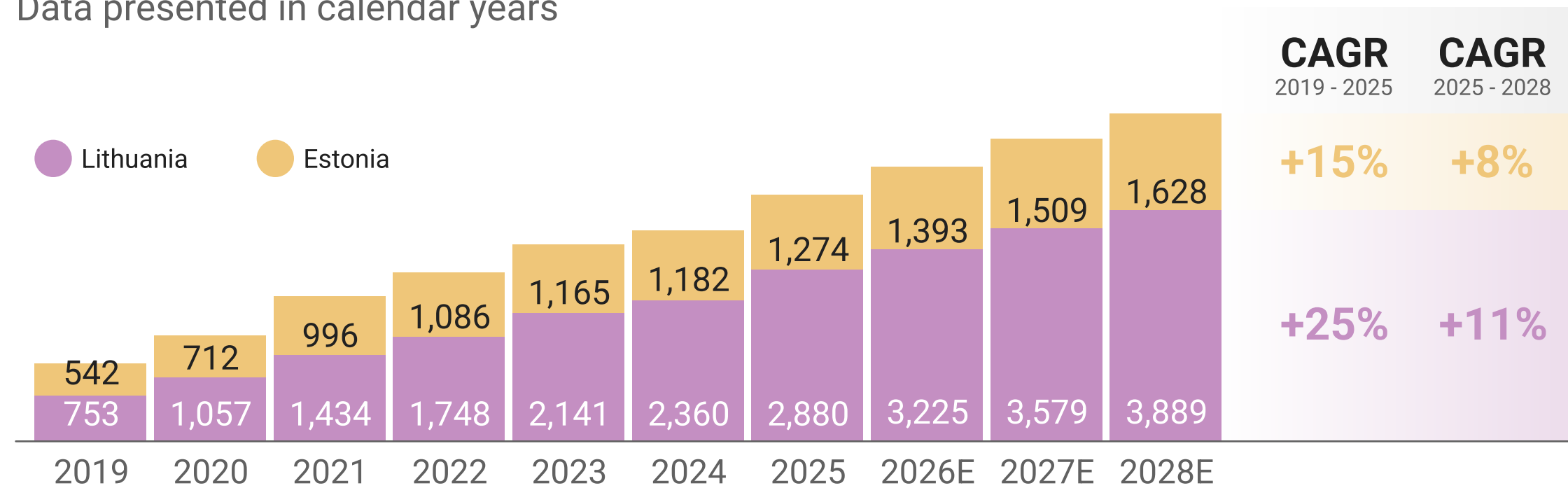
² ARPU - average revenue per user (Jobs company).

Generalist revenue up 3%

Through yield improvement

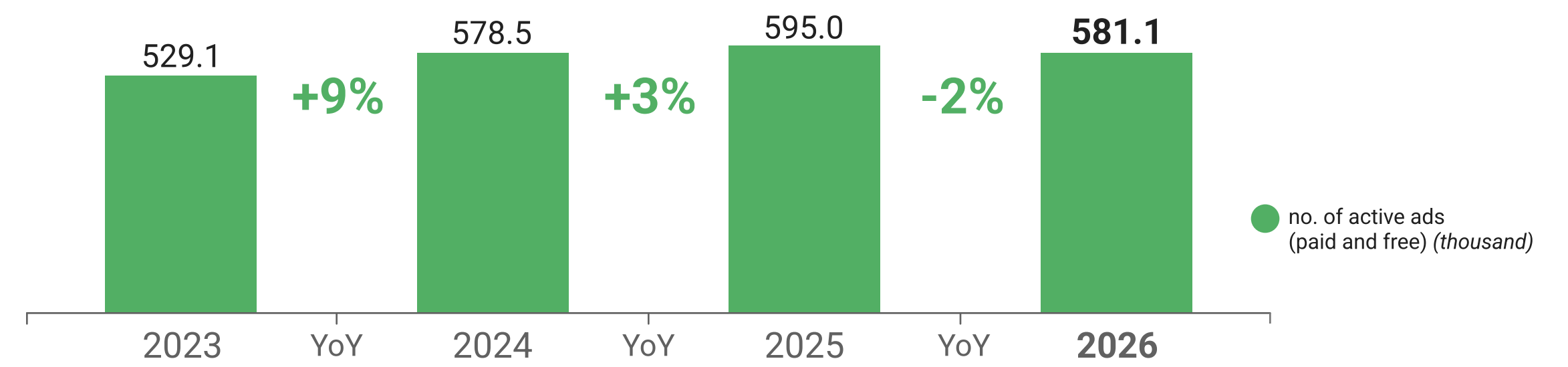
E-commerce market growth¹ in Lithuania and Estonia (€bn)

Data presented in calendar years



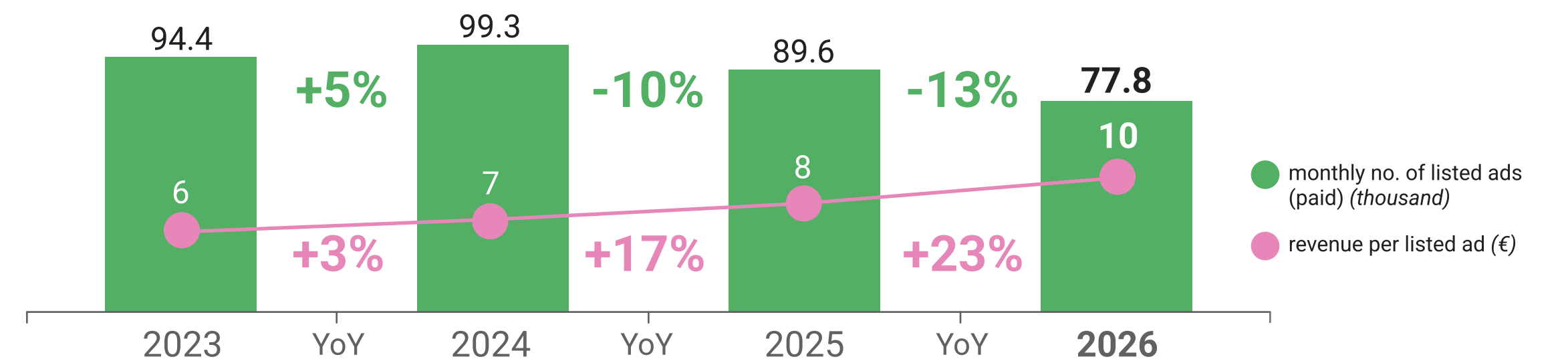
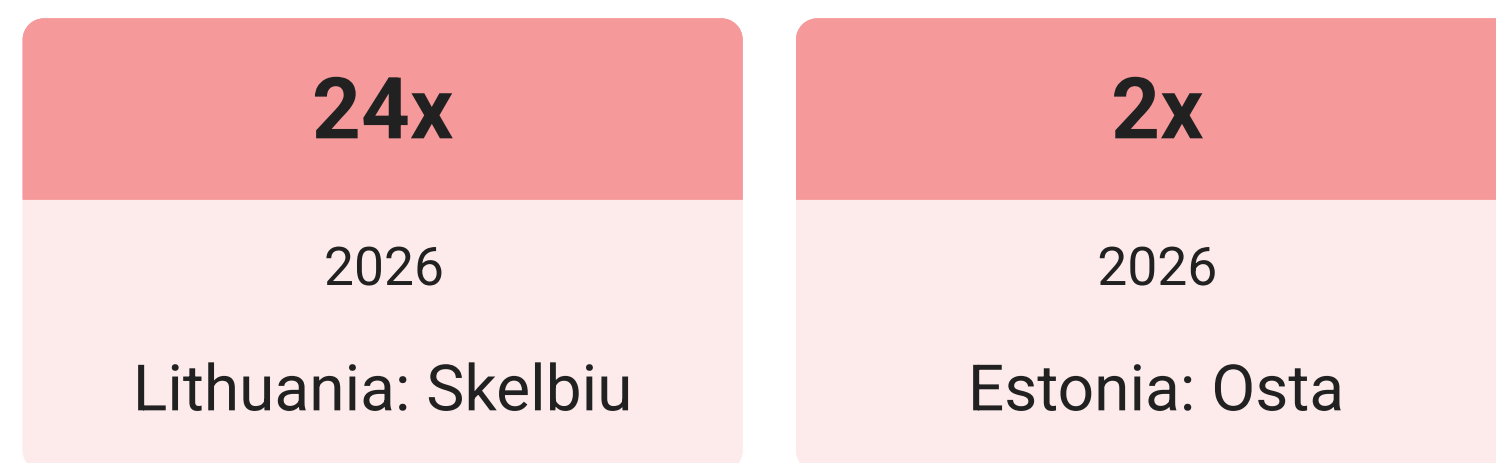
C2C KPIs: Skelbiu³

Year ended 30 April 2026 is shown as 2026



Leadership position vs closest competitor² (times)

Year ended 30 April 2026 is shown as 2026



Source: Similarweb (leadership position vs closest competitor), Euromonitor (E-commerce market growth in Lithuania and Estonia).

¹ E-commerce market growth in calendar years. Figures updated as per changes in Euromonitor data (May 2026).

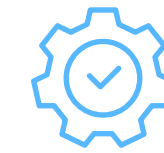
² Leadership position in number of times against closest competitor based on time on site. Skelbiu leadership position is measured against Alio; Osta leadership position is measured against Okidoki.

³ Skelbiu.lt only, which is our main Generalist portal. The monthly number of listed ads on Skelbiu.lt represents the monthly average of paid new listings and extensions, while the number of active ads includes both paid and free ads and represents total inventory available on the website.

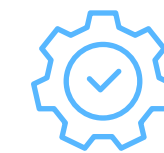
Product developments in 2026



CVbankas.lt streamlined its onboarding experience by allowing candidates to upload an existing PDF or Word resume, which AI automatically parses to populate their profile fields. This automation removes friction and substantially reduces the time required to begin a job search, achieving rapid adoption with 51% of all new CVs now generated this way.



The job search was enhanced with AI-powered synonym matching, allowing candidates to find relevant opportunities without needing the exact wording of a role title. By identifying job ads with similar meanings across different terms, this update improves matching quality and helps job seekers discover more relevant positions.



We also launched AI image moderation at Skelbiu.lt. The tool flags prohibited content, but lets moderators adjust AI prompts in the back office for specific categories. This speeds up moderation while keeping the platform safe and consistent.

New CV

AI Fill in your CV from a file

Select the document you want to upload from your device

LUKAS PETRAUSKAS

Senior Full Stack Developer
Vilnius, Lithuania | +370 612 34567 | lukas.petrauskas@email.lt
LinkedIn: linkedin.com/in/petrauskas | GitHub: github.com/petrauskas

PROFILE SUMMARY

Innovative and results-driven Senior Developer with 7+ years of experience in building scalable web applications within European tech ecosystems. Proven track record in developing high-performance REST APIs, optimizing complex backend workflows, and leading Agile development teams. Specialized in TypeScript, React, Node.js, and modern cloud architectures. Passionate about software craftsmanship, clean code principles, and solving complex architectural challenges.

TECHNICAL SKILLS

Category	Skills & Technologies
Core Expertise	TypeScript, JavaScript, Python, Go, Java
Frontend	React, Redux, Next.js, Angular, HTML5, CSS3, Sass
Backend & Cloud	Node.js, Express, Django, PostgreSQL, GraphQL, Docker, Kubernetes, AWS (Lambda, EC2, S3)
Tools & DevOps	CI/CD (GitHub Actions, Jenkins), JIRA, Terraform

PROFESSIONAL EXPERIENCE

Senior Software Engineer

Baltic Tech Solutions | Vilnius, Lithuania
October 2019 - Present

Accomplishments:

- Led development of a microservices-based e-commerce infrastructure using Node.js, GraphQL, and AWS Lambda, improving system throughput by 65%.
- Designed and implemented high-traffic user-facing features with React, Redux, and TypeScript supporting 1.2M monthly active users.
- Mentored junior engineers and optimized CI/CD pipelines utilizing GitHub Actions and Docker containers.
- Reduced page load times by 40% through deep architectural improvements, code splitting, and lazy loading strategies.
- Collaborated seamlessly across cross-functional product, design, and marketing teams.

AI-Powered CV Creation on CVbankas.lt

cv bankas

No.1 LITHUANIA'S MOST VISITED JOB SITE

Search for jobs among 9 643 offers


Keyword: Programmer java City: Vilnius Work category: Choose Search


4 ads shown (view all 9,643 ads)


- ALZURA Java Developer (m/f/d) - Payment Project 3000-4500 €/mon. Vilnius 5 days left
- Digital Matter PHP and JavaScript Developer From 3000 €/mon. Vilnius 5 days ago
- grafton Software Engineer (SCB) „Grafton Lithuania“, UAB


Semantic Matching in Job Search

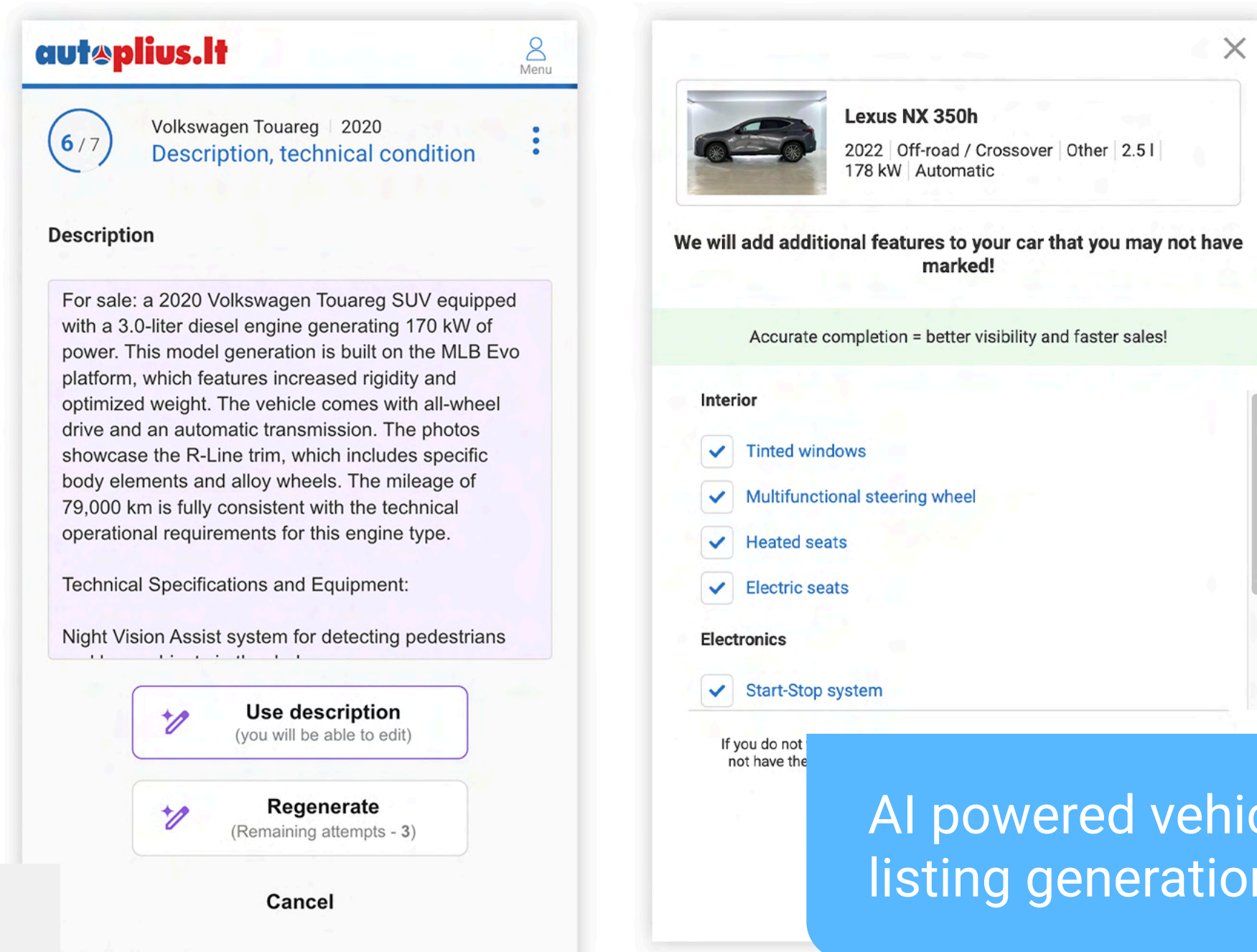
Product developments in 2026


 Autoplus.It and Auto24.ee introduced an AI-driven listing process that analyses vehicle images and text descriptions to automatically generate listing descriptions and populate technical attributes. Working alongside existing VIN code data, this automation reduces manual input for sellers while increasing structured data accuracy.

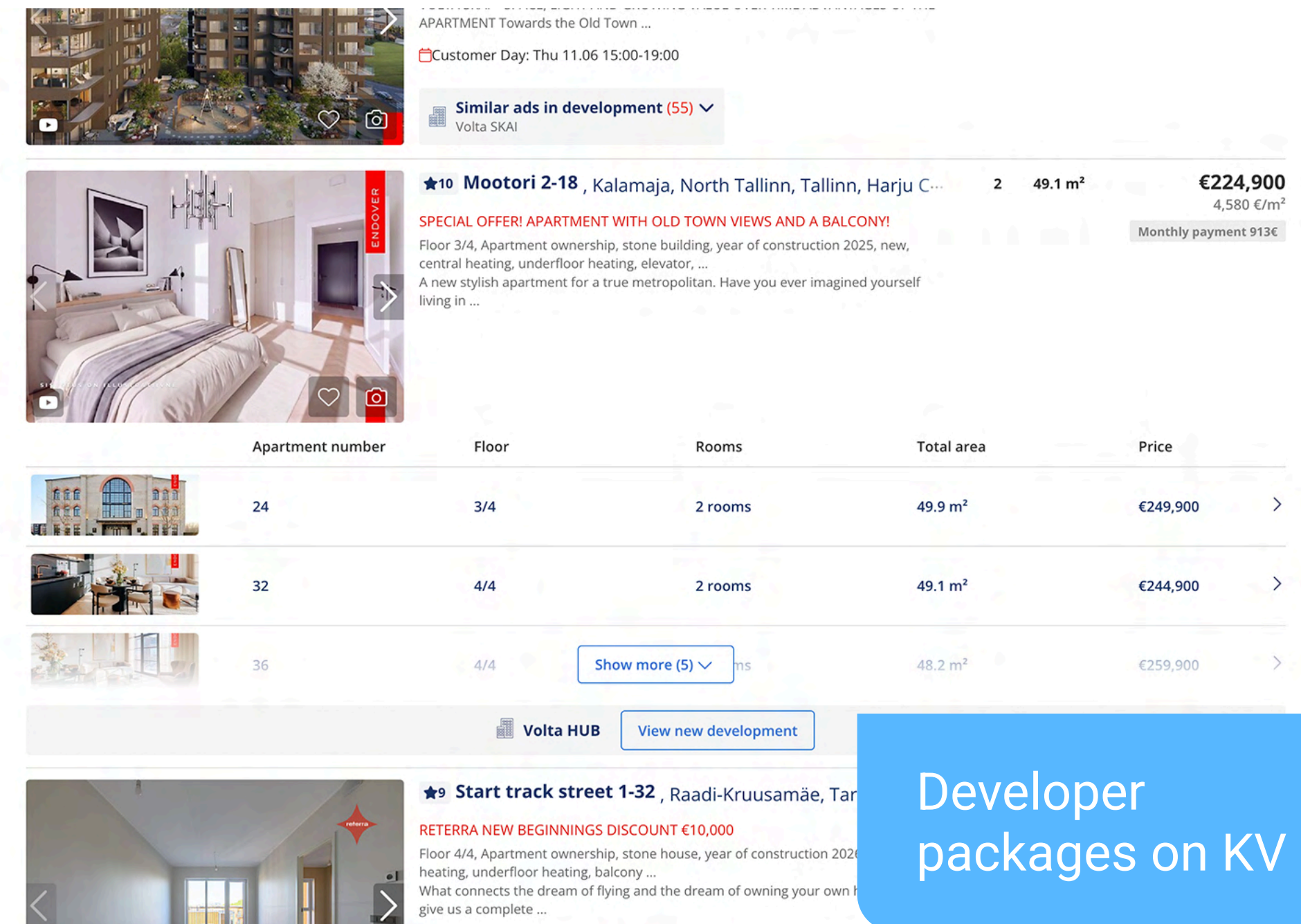
 Autoplus.It vehicle detail pages were fully redesigned with a clearer layout and improved navigation. The new design improves user experience and gives stronger visibility to paid features and data products.

 KV.ee introduced packages for real estate developers, moving away from shared plans to offer targeted pricing alongside marketing and analytics tools. This update also enhances the buyer experience by grouping related listings under their respective developments, making it easier to browse and compare new homes.

 Aruodas.It's new "Request a Viewing" feature lets buyers submit their contact info and preferred times directly through the platform. By removing the friction of phone calls, it boosts lead volume for brokers and provides the marketplace with clearer insights into user intent.



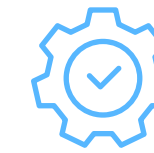
AI powered vehicle listing generation 



Developer packages on KV 

Product developments in June 2026

Kategorija	Adrese	Ieraksts	Datums	Gads	Pārdošana, m²	Kop. platība, m²	Zeme, m²	Cena, EUR	Kop. EUR/m²
Dzīvoklis	Kalnčiema iela 22 - 1, Rīga	D	31/10/2025	1946	40.6	40.6	0	40 000	985
Zeme	Rīga	D	31/10/2025	129	129	129	11 900	92	Komer
Zeme	Latgales iela 450K, Rīga	D	31/10/2025	4 774	4 774	4 774	160 100	34	Komer
Dzīvoklis	Čiekurkalna 7, Šķērslīnija 7A - 28, Rīga	D	31/10/2025	1999	18.5	18.5	0	50 600	2 735
Dzīvoklis	Ropažu iela 78 - 25, Rīga	D	31/10/2025	1970	63.4	63.4	0	77 500	1 222
Telpas	Rātsupītes iela 3 - 18, Rīga	D	31/10/2025	2008	35.7	954.2	0	10 000	280
Dzīvoklis	Stabu iela 49A - 28, Rīga	D	31/10/2025	1905	58.6	58.6	0	114 900	1 961
Dzīvoklis	Vaidavas iela 2 k-3 - 208, Rīga	D	31/10/2025	1963	41.0	41.0	0	47 500	1 159
Dzīvoklis	Salnas iela 17 - 43, Rīga	D	31/10/2025	1987	75.9	75.9	0	54 000	711
Dzīvoklis	Lielvārdes iela 123 - 15, Rīga	D	31/10/2025	1976	49.8	49.8	0	69 300	1 392
Dzīvoklis	Turnes iela 25 - 68, Rīga	D	31/10/2025	2023	70.0	70.0	0	172 000	2 457
Telpas	Mirdzas Kempes iela 2 - 19N, Rīga	D	31/10/2025	2022	2.0	2.0	0	5 000	2 500
Dzīvoklis	Baltās baznīcas iela 23 - 9, Rīga	D	31/10/2025	1967	31.8	31.8	0	28 982	911
Dzīvoklis	Latgales iela 266 k-2 - 18, Rīga	D	31/10/2025	1965	42.7	42.7	0	61 500	1 440
Dzīvoklis	Franca Trasuna iela 17 - 18, Rīga	D	31/10/2025	2024	51.0	51.0	0	125 700	2 465
Telpas	Latoales iela 155B, Rīga	D	31/10/2025	1970	23.7	23.7	0	8 800	371



Acquisition of Cenubanka.lv

In June 2026, we finalised the acquisition of Cenubanka.lv, a leading Latvian real estate data and market analysis platform. Cenubanka.lv provides a searchable database of historical property sale transactions, market reports, and pricing tools. The platform serves as a key business tool for brokers, appraisers, developers, and financial institutions.

This acquisition supports our Group strategy to build a comprehensive data layer across our online marketplaces, following the acquisition of Untu.lt in Lithuania the year prior. It further strengthens our proprietary data set, as well as City24.lv's competitive position in Latvia. City24.lv plans to integrate selected Cenubanka.lv products to enhance its existing offerings for both real estate professionals and private individuals. It provides the technical foundation for advanced market intelligence features for our clients.



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Outlook

Macroeconomic overview

Historical GDP growth exceeding the EA¹ average growth

Real GDP per capita CAGR 2000-2025²:

Lithuania: 4.6%
Estonia: 2.9%
Latvia: 4.0%
EA: 0.9%

GDP growth expected across the board

GDP YoY 2026F²:

Lithuania: 3.2%
Estonia: 2.5%
Latvia: 2.2%
EA: 0.8%

Strong credit profile

Public sector debt % of GDP 2026F²:

Lithuania: 44%
Estonia: 27%
Latvia: 51%
EA: 88%

The Baltics continue to be a higher-inflation region

Average annual inflation YoY 2026F²:

Lithuania: 5.7%
Estonia: 3.5%
Latvia: 3.9%
EA: 2.9%

Higher wage inflation is part of the increasing prosperity in the region




Wages and salaries³ YoY 2026F²:

Lithuania: 7.7%
Estonia: 5.8%
Latvia: 7.1%
EA: 3.2%

Unemployment rates broadly in line with EA

Unemployment 2026F²:

Lithuania: 6.8%
Estonia: 6.7%
Latvia: 6.5%
EA: 6.3%

-  The Group expects revenue growth of around 10% in 2027, with growth anticipated to be slower in the first half and faster in the second half of the year. Real Estate, Auto and Jobs are expected to be the primary growth contributors, while Generalist is expected to remain broadly flat.
-  The revenue growth outlook reflects confidence in our product pipeline and pricing and packaging changes, but caution on inventory trends.
-  We expect our full-year margin to be in line with the previous medium-term guidance of mid-70s.

Appendices

Operational KPIs

		2026	2025	Change
B2C: monthly number of customers	Auto dealers	3,631	3,724	(2%)
	Real Estate brokers	5,260	5,109	3%
	Jobs ¹ companies	2,330	2,301	1%
C2C: number of active ads	Auto ²	25,901	35,207	(26%)
	Real Estate	21,108	22,404	(6%)
	Services ¹	10,356	9,207	12%
	Generalist ³	581,137	595,038	(2%)
C2C: monthly number of listed ads	Auto ²	17,388	23,054	(25%)
	Real Estate	7,839	8,787	(11%)
	Generalist ³	77,756	89,610	(13%)
B2C: monthly ARPU ⁴ (€)	Auto	378	333	13%
	Real Estate	252	217	16%
	Jobs ¹	496	461	8%
C2C: monthly revenue per active ad (€)	Auto ²	27	22	25%
	Real Estate	30	25	19%
	Services ¹	26	27	(3%)
C2C: revenue per listed ad (€)	Auto ²	41	34	22%
	Real Estate	80	64	26%
	Generalist ³	10	8	23%

¹ In Jobs & Services business line B2C revenue comes from Jobs only; C2C revenue principally comes from Services portals, therefore only Services platforms information is presented.

² Car ads only (excluding ads of vehicle parts, vehicles other than cars and other categories).

³ Skelbiu.lt only, which is our main Generalist portal. The monthly number of listed ads on Skelbiu.lt represents the monthly average of paid new listings and extensions, while the number of active ads includes both paid and free ads and represents total inventory available on the website.

⁴ ARPU is monthly average revenue per user (in Auto – per dealer, in Real Estate – per broker, in Jobs – per company).

Consolidated Statement of Profit or Loss and Other Comprehensive Income



€ million, unless stated otherwise	2026	2025
Revenue	88.5	82.8
Other income	0.0	0.0
Expenses	(28.2)	(29.3)
Operating profit	60.4	53.5
Finance income	0.2	0.3
Finance expenses	(1.9)	(2.7)
Net finance costs	(1.8)	(2.4)
Profit before tax	58.6	51.1
Income tax expense	(7.7)	(6.3)
Profit for the year	50.9	44.8
Other comprehensive income	-	-
Total comprehensive income for the year	50.9	44.8
Attributable to:		
Owners of the Company	50.9	44.8
Earnings per share (euro cent)		
Basic	10.8	9.3
Diluted	10.7	9.3

Consolidated Statement of Financial Position

€ million	2026	2025
Assets		
Property, plant and equipment	0.7	0.6
Intangible assets and goodwill	352.5	360.0
Right-of-use assets	1.7	0.9
Non current assets	355.0	361.5
Trade and other receivables	5.2	4.7
Cash and cash equivalents	30.8	23.6
Current assets	35.9	28.3
Total Assets	390.9	389.8
Equity		
Share capital	5.2	5.6
Own shares held	(7.6)	(6.6)
Capital reorganisation reserve	(286.9)	(286.9)
Capital redemption reserve	0.6	0.2
Retained earnings	584.2	636.6
Total equity	295.5	349.0
Loans and borrowings	72.6	25.1
Deferred tax liabilities	1.7	2.2
Non-current liabilities	74.3	27.3
Current tax liabilities	1.0	1.5
Loans and borrowings	0.6	0.3
Trade and other payables	13.3	6.3
Contract liabilities and prepayments	6.2	5.4
Current liabilities	21.1	13.5
Total liabilities	95.4	40.8
Total equity and liabilities	390.9	389.8

Consolidated Statement of Cash Flows

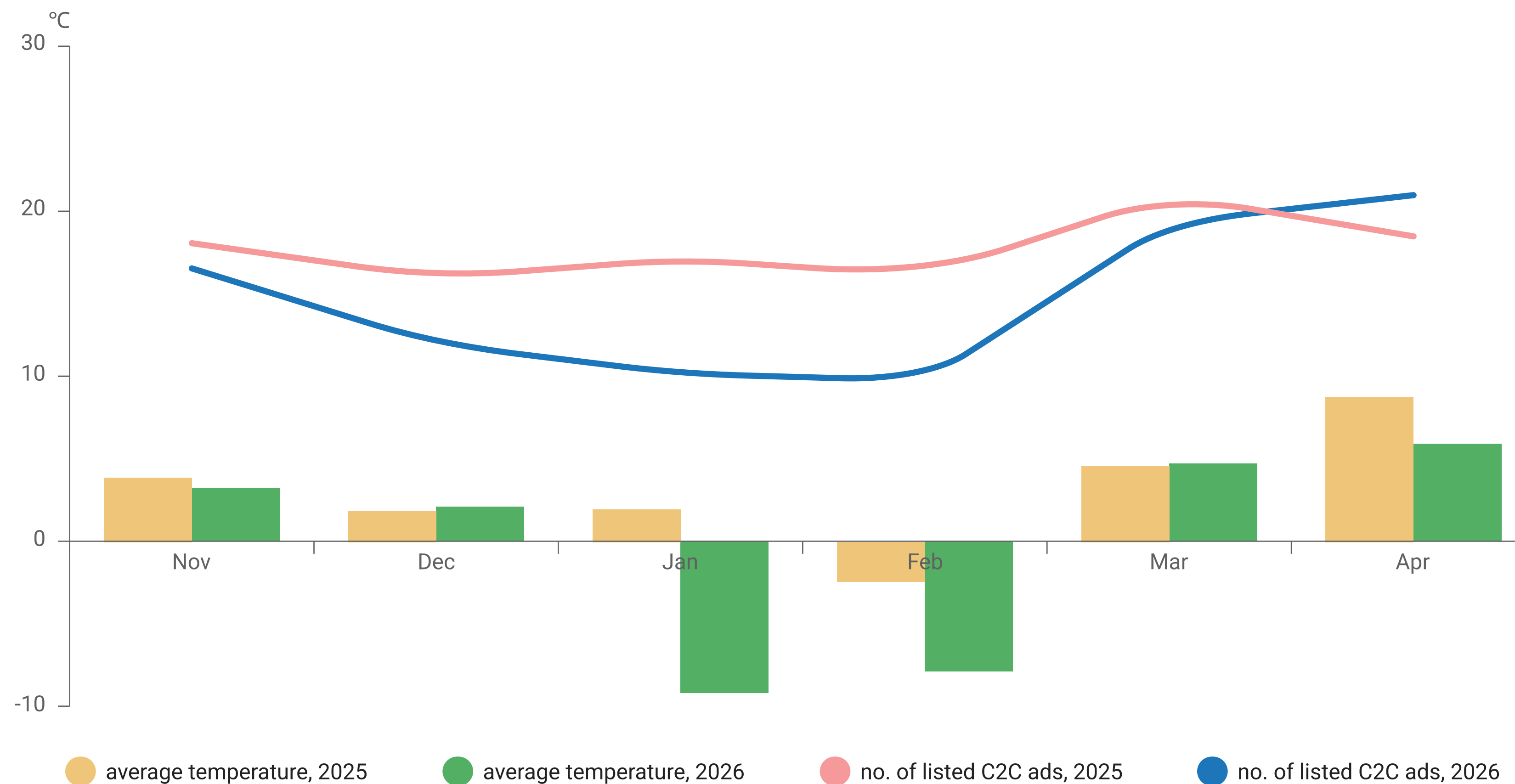
€ million	2026	2025
Cash flows from operating activities		
Profit for the year	50.9	44.8
<i>Adjustments for:</i>		
Depreciation and amortisation	8.3	10.9
(Profit)/loss on property, plant and equipment disposals	(0.0)	0.0
Taxation	7.7	6.3
Net finance costs	1.8	2.4
Share-based payments	0.3	1.9
Other non-cash items	(0.0)	-
<i>Working capital adjustments:</i>		
Increase in trade and other receivables	(0.5)	(0.3)
Increase in trade and other payables	0.7	0.3
Increase in contract liabilities and prepayments	0.8	0.6
Cash generated from operating activities	69.9	66.8
Corporate income tax paid	(8.7)	(7.4)
Interest received	0.2	0.3
Interest and commitment fees paid	(1.0)	(2.3)
Net cash inflow from operating activities	60.4	57.4

Consolidated Statement of Cash Flows (cont.)

€ million	2026	2025
Cash flows from investing activities		
Acquisition of intangible assets and property, plant and equipment	(0.6)	(0.4)
Proceeds from sale of property, plant and equipment	0.0	-
Acquisition of business	-	(1.0)
Net cash used in investing activities	(0.6)	(1.4)
Cash flows from financing activities		
Proceeds from loans and borrowings	71.6	-
Repayment of loans and borrowings	(25.0)	(25.0)
Payment of debt transaction costs	(0.2)	-
Payment of lease liabilities	(0.3)	(0.3)
Purchase of own shares for cancellation	(76.9)	(13.8)
Purchase of own shares for performance share plan	(3.1)	(2.4)
Proceeds from exercise of share options	0.0	0.0
Dividends paid	(18.7)	(15.9)
Net cash used in financing activities	(52.6)	(57.3)
Net cash inflow/(outflow) from operating, investing and financing activities	7.2	(1.2)
Differences on exchange	(0.0)	(0.0)
Net increase/(decrease) in cash and cash equivalents	7.2	(1.3)
Cash and cash equivalents at the beginning of the year	23.6	24.9
Cash and cash equivalents at the end of the year	30.8	23.6

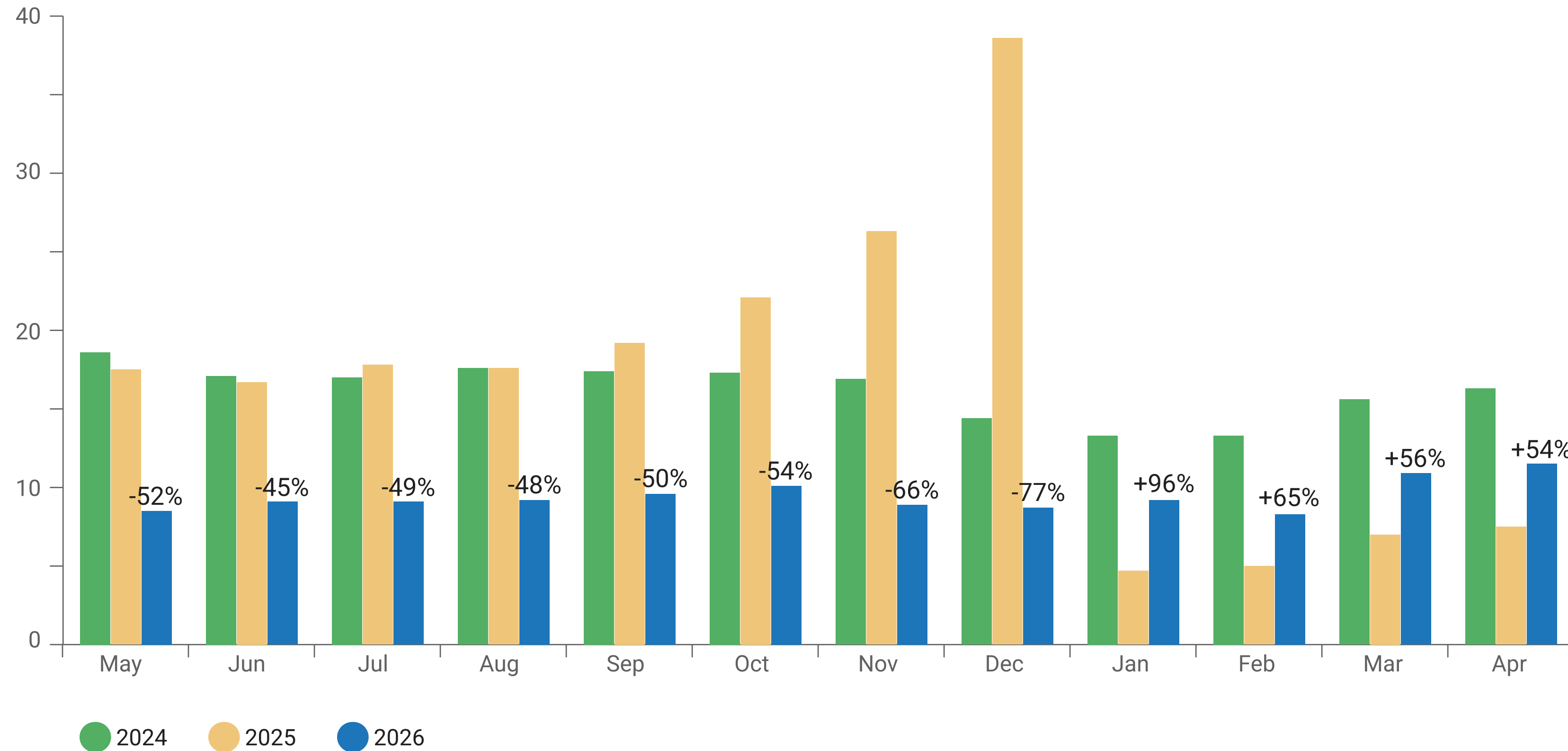
Impact of temperature on Auto market activity

Listed C2C ads¹ and average temperature in Lithuania



Estonian auto market dynamics

Number of auto transactions in Estonia (thousand)



We are the clear leader

Leadership position vs closest competitor¹ (times)

Year ended 30 April 2026



Source: Similarweb (leadership position vs closest competitor).

¹ Leadership position in number of times against closest competitor based on time on site, except for Auto24, City24.lv and Paslaugos.

² Autoplus leadership position is measured against Autogidas.

³ Auto24 has no significant vertical competitor, the next relevant player is a generalist portal, therefore, the relative market share for this generalist portal is calculated by multiplying time on site by the percentage of active automotive listings out of total listings at the end of the reporting period.

⁴ Aruodas leadership position is measured against Domoplius; KV and City24.ee combined leadership position is measured against Kinnisvara24.

⁵ City24.lv has no significant vertical competitor, the next relevant player is a generalist portal, therefore, the relative market share is calculated by multiplying time on site by the percentage of active real estate listings out of total listings at the end of the reporting period.

⁶ CVbankas leadership position is measured against CVMarket + CV.

⁷ Paslaugos has no significant vertical competitor, the next relevant player is the generalist portal Skelbiu, therefore, the relative market share for Skelbiu is calculated by multiplying time on site by the percentage of active services listings out of total listings at the end of the reporting period.

⁸ Skelbiu leadership position is measured against Alio; Osta leadership position is measured against Okidoki.

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Thank you

Q&A?