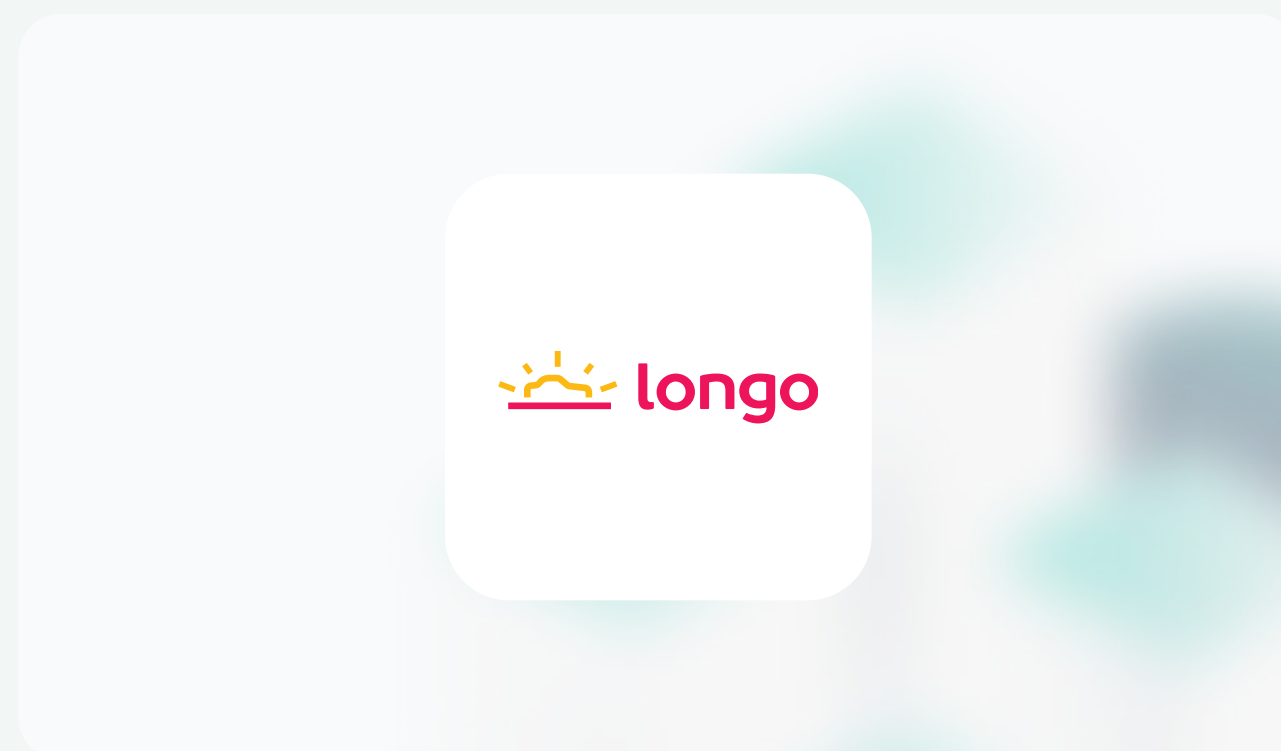


Longo Group Fractional Bonds issue on Mintos

Opportunity to invest in Fractional Bonds¹ of a non-lending company — a leading used car retailer in Baltics.



Key features of the Fractional Bonds

Coupon rate:	10% annually²
Interest payments:	monthly
Bond issuance amount:	up to €10M³
Maturity date:	30 November 2027⁴
Type of underlying bond:	senior secured
Goal for additional financing:	

**Redemption of the existing secured bonds;
Refinancing of Citadele Bank loan;
General corporate purposes, including related to additional working capital investments necessary for purchase and preparation of new car stock and expansion of sales network.**

Bonds' Issuer profile

AS Longo Group longo.group

Registered on 30 October 2017 under laws of Latvia.
The registered address of the Issuer is Mūkusalas iela 72A, Rīga, LV-1004, Latvia.

Registration No.: **42103081417**

Share capital: **€13 034 872.10**

Main shareholder: **AS ALPPES Capital 45.34%**

Management:
Chairman of the Management Board, CEO: **Edgars Cērps**
Management Board Member, COO: **Jacob Willem Hoogenboom**

Business overview

AS Longo Group is the largest used car retailer in the Baltic region, providing the most extensive selection of vehicles. Established in 2018, Longo employs over 140 professionals and reached a remarkable revenue of 47.8 million euros in 2023. The headquarters are in Latvia, from which AS Longo Group manages 9 subsidiaries across Lithuania, Estonia, Poland, the Netherlands, Belgium, and Germany. Since the inception, Longo mission has been to establish a new standard of quality within the used car retail sector in the Baltic region, ensuring a transparent, reliable, and outstanding car-buying experience for customers, both online and in-person.

AS Longo Group growth has been recognized by the Financial Times and included in the FT 1000 list of Europe's fastest-growing companies for 2024, ranking 1st among Latvian companies and 10th in the European automotive sector.

[Find out more](#)

¹ When you invest in Fractional Bonds on Mintos, you buy bond-backed securities. You won't hold the underlying bond directly.

² For the first tranche.

³ For the first tranche.

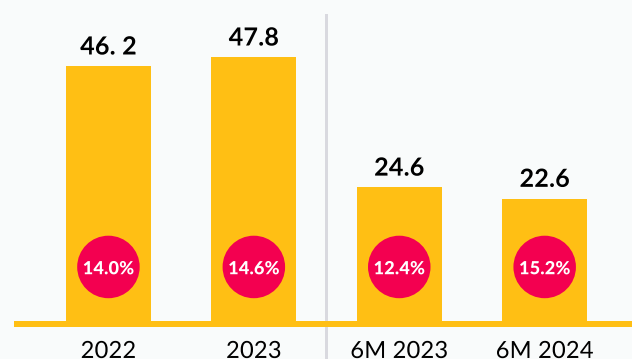
⁴ For the first tranche.

Longo Group Fractional Bonds issue on Mintos

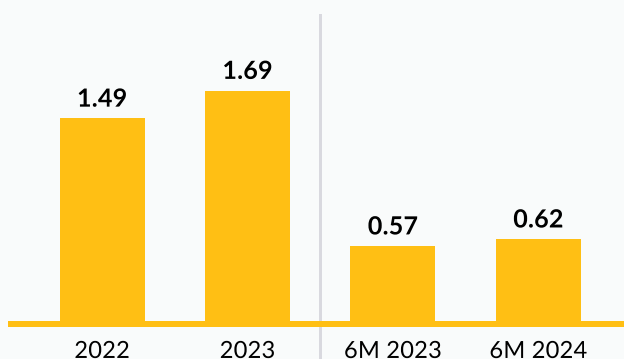
Financial information (more information available [here](#))

Key financial highlights

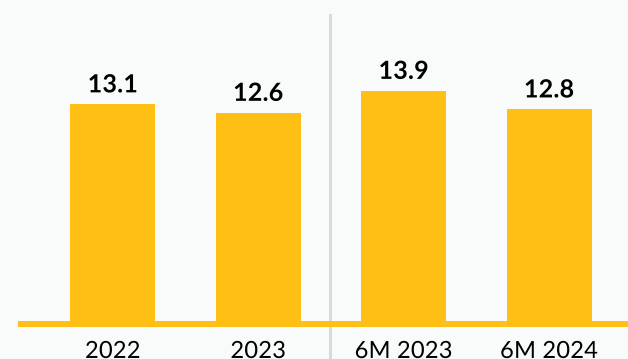
Revenue, EUR million and Gross margin %



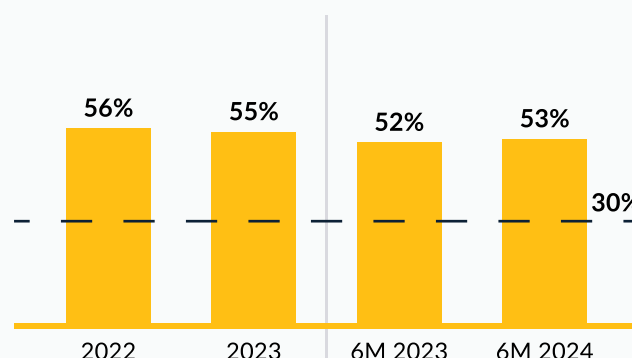
EBITDA, EUR million



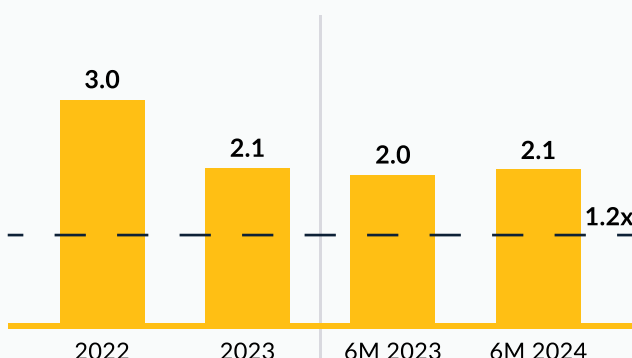
Goods for resale and raw materials, EUR million



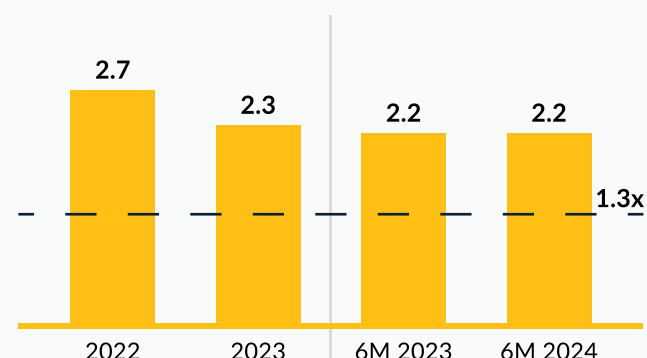
Capitalization ratio %



Debt Service Coverage Ratio



Collateral coverage ratio



Future outlook

Longo Group has ambitious plans for the year 2025 and beyond — to increase its profitability while increasing its revenue further. It is to be achieved by further diversifying its car assortment, expanding its physical network and boosting its brand awareness.

Longo Strategy

01

Extend geographical presence to facilitate conversion from online leads to seamless purchase close to home

02

Expand assortment to more variety and units to improve conversion from interest to a final purchase

03

Continue **improving unit economics and enhance additional services** to facilitate value creation

04

Build on the base of **data driven, IT facilitated systems**

Longo Group Fractional Bonds issue on Mintos

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