

EKSPRESS GRUPP

SHAREHOLDERS ANNUAL GENERAL MEETING
2 MAY 2022



AGENDA

1. The approval of the 2021 annual report of AS Ekspress Grupp
2. The approval of the proposal for distribution of profits
3. Determining the acquisition of AS Ekspress Grupp's own shares and laying down the terms of the share buyback program
4. Recall of a Supervisory Board member
5. Remuneration of the member of the Supervisory Board
6. The approval of the Remuneration Policy for the Executive Management of AS Ekspress Grupp
7. Election of the member of the Supervisory Board
8. Remuneration of the member of the Supervisory Board

2021 OVERVIEW

EKSPRESS GRUPP 2021

53.5 million €

revenue

+20%



8.2 million €

EBITDA

+39%



10 cents per share

of dividends



135 000

digital subscriptions throughout
the Baltic State

+62%



4.1 million €

net profit

+61%



76%

the share of digital revenue of
group's revenue



Key events 2021

- ▶ **Digital subscriptions** post new records (+62%, 135,000 subscribers)
- ▶ Divestment of **printing business**, 76% of Group revenues digital post close
- ▶ **DOOH expansion** in Latvia: acquisition of 5 screens and Riga municipality tenders won (additional 91 spaces for new screens)
- ▶ A new Estonian **ticket sales platform** Piletitasku launched (April 2021)
- ▶ **Refinancing of senior loan** with SEB (maturity extended, repayments reduced) in the summer
- ▶ **Acquisition of Geenius Meedia** to grow digital media business and expand into a niche publisher space

Our mission is to serve democracy

STRATEGY

- ▶ Key focus on **digital business growth**, specifically digital subscriptions growth.
- ▶ **Keep paper products profitable**, continue to provide paper media to its loyal readers.
- ▶ **Continuing M&A activities** to support existing core businesses which offer good synergies with the media.

	2026 target
Digital subscriptions in Baltics	>340 000
Share of digital revenues	>85%
EBITDA margin	>15%
Dividend pay-out rate at minimum	30%

Thank you!