



## SIA Arsenal Industrial

Unaudited consolidated quarterly results  
Q3 2025



November 30, 2025



INFORMATION ABOUT THE GROUP

Name of the Parent Company	Arsenal Industrial SIA
Legal status	Limited liability company
Registration number, place and date of registration	40103815302, Riga, August 8, 2014
Activity code (NACE)	NACE2 77.32 Renting and leasing of construction and civil engineering machinery and equipment NACE2 46.14 Agents involved in the sale of machinery, industrial equipment, ships and aircraft
Legal address	Stabu street 61-11, Riga, Latvia, LV-1011
Shareholders	SIA “Klucīši” (51%) FlyCap Investment Fund I AIF, limited partnership (49%)
Board Members	Gints Vanags, Member of the Board
Council Members	Ģirts Milgrāvis, Chairman of the Council Eva Miķelsone, Deputy Chairman of the Council Jānis Liepiņš, Council Member
Subsidiaries	ARSENAL INDUSTRIAL OU Suur-Sõjamäe 25a, Tallinn, 11415, Estonia Reg.No. 14041623 (100%, 02.05.2016.)
	ARSENAL INDUSTRIAL Sp.z o.o. ul. Marszałkowska, nr 111, lok., miejsc. Warszawa, kod 00-102, Poland Reg.No. 634144 (100%, 31.08.2016.)
	ARSENAL INDUSTRIAL UAB Perkūnkiemio g. 13-91, Vilnius, LT-12114, Lithuania Reg.No. 304784353 (100%, 07.03.2018.)





## BUSINESS &amp; OPERATIONS OVERVIEW

# Management report



**Gints Vanags**  
CEO since 2014

The main activity of the Group, the Parent Company of which is SIA Arsenal Industrial (hereinafter- the Parent Company, together with daughter companies – “the Group”), is rent and sale of construction equipment and hand tools with complementary activities of transportation and technical services.

Currently, the Group works in all three Baltic countries. The Group's goal is to provide products and services in high quality and to be an effective company that listens to the wishes of customers and implements them. To be a stable cooperation partner providing high quality customer service, establishing partnerships with entrepreneurs and continuing to invest in the Group's infrastructure.

During the reporting period from 1 January 2025 to 30 September 2025, the Group delivered solid growth across its core markets. In Latvia, total turnover increased by 9.7%, reaching EUR 5,911,287 compared with EUR 5,386,728 in the same period of 2024. Rental turnover in Latvia grew by 7.1%, reflecting a year-on-year increase of EUR 214,889. In Lithuania, rental turnover rose by 15.1%, amounting to EUR 1,269,847 compared with EUR 1,103,676 a year earlier. This performance was supported by continued, gradual investments in the fixed-asset base throughout 2025, enabling the Group to meet rising demand and operate with greater efficiency.

The Group's 9 month EBITDA improved by 26.5%, reaching EUR 1,102,957 (versus EUR 871,598 in 2024). The Group also closed the third quarter with a profit of EUR 218 thousand, marking a 50.3% increase compared with EUR 145 thousand in the corresponding period of the previous year. These results confirm that the strategic direction chosen by the Group continues to deliver, supported by a recovering market environment and effective operational management.

The demand for rental equipment continues to expand at a pace exceeding the broader construction sector. The strongest momentum is observed in the military, infrastructure, and energy segments, which remain key focus areas for the Group. Additionally, customer adoption of digital tools- such as remote signing of rental agreements- continues to strengthen operational efficiency and enhance the overall customer experience.

Considering the strong results delivered in the first nine months of 2025, supported by disciplined cost management and steady demand across priority segments, the Group remains well positioned for continued improvement. For the full year, EBITDA is expected to reach EUR 1,600,000. Management will maintain its focus on operational efficiency and the attraction of new customers, while further enhancing the equipment fleet through targeted investments in new fixed assets and the gradual replacement of older units.



FINANCIAL HIGHLIGHTS

# Income Statement

€'000	9m 2025	12m 2024 Audited
Net turnover	8,226	10,799
Cost of goods sold (COGS)	6,366	8,417
<b>Gross profit</b>	<b>1,860</b>	<b>2,382</b>
Sales costs	955	1,293
Administration costs	627	861
Other operating income	214	294
Other operating expenses	21	52
<b>EBIT</b>	<b>471</b>	<b>470</b>
Other interest and similar income	7	6
Interest and similar expenses	612	876
<b>Profit (loss)</b>	<b>-134</b>	<b>-400</b>
<b>EBITDA</b>	<b>1,103</b>	<b>1,274</b>

FINANCIAL HIGHLIGHTS

# Balance Sheet

€'000	30.09.2025	2024 Audited
<b>ASSETS</b>	<b>12,427</b>	<b>11,324</b>
<b>LONG-TERM INVESTMENTS</b>	<b>8,851</b>	<b>7,138</b>
Intangible assets	70	90
Fixed assets	8,727	7,014
Non-current financial assets	54	34
<b>CURRENT ASSETS</b>	<b>3,576</b>	<b>4,186</b>
Inventories	1,554	2,432
Receivables	1,769	1,478
Cash	253	276
<b>LIABILITIES</b>	<b>12,427</b>	<b>11,324</b>
<b>Adjusted EQUITY*</b>	<b>1,667</b>	<b>1,643</b>
<b>CREDITORS</b>	<b>10,760</b>	<b>9,681</b>
<b>Long-term creditors</b>	<b>6,839</b>	<b>5,180</b>
Bond issue	4,500	4,500
Long-term leasing	2,339	680
<b>Short-term creditors</b>	<b>3,921</b>	<b>1,227</b>
Short-term leasing	193	1,227
<b>Other short-term creditors</b>	<b>3,728</b>	<b>3,274</b>

\*Including Subordinated Debt 658 thousand EUR on 31.12.2024 and 703 thousand EUR on 30.09.2025.

FINANCIAL HIGHLIGHTS

# Statement of Changes in Equity

€'000	Share capital	Share premium	Revaluation reserves	Foreign currency revaluation reserve	Retained loss	Profit for the reporting year	Total
<b>BALANCE AT 01.01.2024</b>	<b>49</b>	<b>981</b>	<b>715</b>	<b>18</b>	<b>-1674</b>	<b>674</b>	<b>763</b>
Revaluation of property, plant and equipment	-	-	621	-	-	-	621
Profit carried forward	-	-	-	-	674	-674	-
Losses for year 2024	-	-	-	-	-	-400	-400
Foreign currency revaluation	-	-	-	-	-	-	-
<b>BALANCE AT 31.12.2024</b>	<b>49</b>	<b>981</b>	<b>1,336</b>	<b>18</b>	<b>-1,000</b>	<b>-400</b>	<b>984</b>
Revaluation of property, plant and equipment, net	-	-	113	-	-	-	113
Losses carried forward	-	-	-	-	-400	400	-
Loss for year 2025	-	-	-	-	-	-134	-134
Foreign currency revaluation	-	-	-	-	-	-	-
<b>BALANCE AT 30.09.2025</b>	<b>49</b>	<b>981</b>	<b>1,449</b>	<b>18</b>	<b>-1,400</b>	<b>-134</b>	<b>964</b>



FINANCIAL HIGHLIGHTS

# Cash Flow statement

€'000	9m 2025	12m 2024 Audited
<b>Cash flows to/ from operating activities</b>		
<b>Profit or loss before corporate income tax</b>	-134	-400
Adjustments for:		
Depreciation and impairment of property, plant and equipment	532	692
Amortization and impairment of intangible assets	20	27
Gain or loss from fluctuations of currency exchange rates	-	-
Gain or loss from disposal of property, plant and equipment	-135	-153
Other interest and similar income	-7	-6
Interest and similar expense	612	876
<b>Profit or loss before adjustments for the effect of changes in current assets and current liabilities</b>	<b>888</b>	<b>1036</b>
• (increase) or decrease in receivables	-315	5
• (increase) or decrease in inventories	861	-1,216
• increase or (decrease) in trade and other payables	469	1135
<b>Cash generated from operations</b>	<b>1,903</b>	<b>960</b>
Corporate income tax paid	-	-
<b>Net cash flows to/ from operating activities</b>	<b>1,903</b>	<b>960</b>

FINANCIAL HIGHLIGHTS

# Cash Flow statement

€'000	9m 2025	12m 2024 Audited
Cash flows to/ from investing activities		
Purchase of property, plant and equipment and intangible assets	-941	-201
Proceeds from sale of property, plant and equipment and intangible assets	396	350
Loans issued	-	-
Loans repaid	-	-
Interest received	7	6
Net cash flows to/ from investing activities	-538	155
Cash flows to/ from financing activities		
Expenditure on interest payments	-507	-739
Expenditure on fixed assets acquired under finance leases	-880	-1,206
Loans received	-	799
Loans repaid	-	-
Net cash flows to/ from financing activities	-1,387	-1,146
Net foreign exchange difference	-	-
Net cash flow for the quarter	-22	-31
Cash and cash equivalents at the beginning of the year	275	306
Cash and cash equivalents at the end of the quarter	253	275



# Financial covenants calculation

	9m 2025	12m 2024
Capitalization Ratio	13,4%	14,3%
Net Debt Leverage Ratio	4,50	4,72
Collateral Coverage Ratio	1,76	1.83



**Gints Vanags**

*Director, Member of the Board*

E: [gints.vanags@arsenalrent.com](mailto:gints.vanags@arsenalrent.com)

P: +371 26 303 848

