# **REPORT**

by DV Invest EAD as Representative of Bondholders of Monbat AD as at 30.06.2022



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by

**DV Invest EAD** 

as at 30.06.2022

drawn up on September 21, 2022

in the capacity of Representative of Bondholders of Monbat AD



ISIN code: BG2100023170

BSE code: 5MBA

Date of issue: 20.01.2018

Maturity: 20.01.2025



# Contents

1.	Information about the issuer Monbat AD	5
2.	Compliance with the terms of the bond issue	5
3.	Important news and events	6
4.	Information about the bond issue	10
4.1.	First conversion option of bonds into shares	12
5.	Purpose of the bond issue	12
6.	Amortization plan	14
7.	Bondholder structure	15
8.	Structure of assets and liabilities	16
9.	Profitability analysis	17
10.	Liquidity analysis	17
11.	Financial conditions of the bond issue (covenants)	19
11.1.	Interest coverage ratio	19
11.2.	Interest-bearing debt to asset ratio	19
11.3.	Total Liabilities to Asset ratio	21
11.4.	Cross default	21
11.5.	Change of control	22
11.6.	Cases of breaching the financial ratios of the Bond issue	23
Conclus	ion	24
Appendi	x 1: Calculation of Interest coverage ratio	25



This report is prepared in compliance with the contractual obligation of DV Invest EAD as the Bondholder Representative on the first issue of corporate bonds with ISIN BG2100023170, issued by Monbat AD on 20.01.2018 traded on BSE from 13.02.2018.

The following documents were used to prepare this report:

- Consolidated audited financial statement and notes of Monbat AD based on IFRS, and other accounting documents as December 31, 2021.
- ➤ Interim consolidated unaudited financial statements and notes of Monbat AD based on IFRS and other accounting documents as at June 30, 2021 and June 30, 2022.
- Forms of financial statements approved by the Financial Supervision Commission of Bulgaria for the consolidated unaudited financial statements of Monbat AD as at June 30, 2021, December 31, 2021 and June 30, 2022.
- Prospectus for initial public offering of convertible corporate bonds of Monbat AD with ISIN BG2100023170.

Nine interest payments were made on the bond issue so far. The first interest payment for 2018 according to the prospectus was on 20.07.2018 in the amount of EUR 416 771.10. The second payment was on 20.01.2019 in the amount of EUR 423 678.90, the third was on 20.07.2019 in the amount of EUR 416 771.10, the fourth was on 20.01.2020 in the amount of EUR 422 521.31, the fifth was on 20.07.2020 in the amount of EUR 417 928.69, the sixth was on 20.01.2021 in the amount of EUR 423 678.90, the seventh was on 20.07.2021 in the amount of EUR 416 771.10, the eight was on 20.01.2022 in the amount of EUR 423 678.90 and the ninth was on 20.07.2022 in the amount of EUR 416 771.10.. The amount of the interest payment is calculated on the following basis: interest rate of 3.00% annually, having in mind that the 6-month EURIBOR for the period is negative\*. (For more detailed description regarding the calculation of the interest and principal payments see Information about the issuer Monbat AD and Amortization plan from the current report.)

4/25

<sup>\*</sup> The value of the 6-month EURIBOR as at 18.07.2022 was 0.503%. Source: European Money Markets Institute (EMMI)



#### 1. Information about the issuer Monbat AD

The Company was incorporated in the Republic of Bulgaria under the Bulgarian jurisdiction. Monbat AD is a publicly traded joint-stock company. The Company has its headquarters and management address on 32 A Cherni Vrah Blvd., fl. 4, 1407 Sofia, Bulgaria.

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## 2. Compliance with the terms of the bond issue

Monbat AD as the issuer of the current issue of convertible bonds undertakes to observe certain financial conditions on a consolidated basis for the issue period.

The table below shows the financial ratios as of 30.06.2022 according to the requirements of the bond prospectus:

Financial ratios and conditions	Limit	30.06.2022
Interest coverage ratio	Min. 1.20	3.52
Interest-bearing debt to Assets ratio	Max. 0.60	0.40
Total Liabilities to Assets ratio	Max. 0.70	0.55
Cross default		No
Change of control		No

- 1. Interest coverage ratio operating profit (EBIT excluding one-off revenues and income such as interest income, profits from sales of stakes in companies or other investment income), increased by interest expense and divided by interest expense, calculated for the last four quarters in accordance with the consolidated financial statement of the Issuer. Minimum value of the ratio: no less than 120%.
- 2. Interest-bearing debt to Assets ratio the ratio is equal to the total of the short-term and long-term interest-bearing liabilities divided by the assets in the consolidated balance sheet as of a certain date. Maximum value of the ratio: 0.60.
- **3.** Total Liabilities to Assets ratio the ratio is equal to the total of the short-term and long-term liabilities divided by the assets in the consolidated balance sheet as of a certain date. Maximum value of the ratio: 0.70.

Detailed description of all terms of the current bond issue can found in <u>Financial conditions of the bond issue</u> in the current report.



## 3. Important news and events

### 3.1. First General Bondholder Meeting

The first General Meeting of Bondholders of Monbat AD-Sofia (5MBA), ISIN BG2100023170, dated February 15, 2018 passed the following resolutions:

- a) General Meeting of Bondholders passed the following resolutions:
- Bondholders of Monbat AD decided to be represented by one representative;
- Elected DV Invest EAD, UIC 130999800, represented by Krasimir Dimitrov Petkov, as Representative of the bondholders for the bond issue with ISIN BG2100023170.
  - b) The General Meeting of the Bondholders adopted a decision for determining the remuneration of the Representative in the amount of BGN 1 000 per month without VAT.

# 3.2. Registration of financial instruments for trade on Bulgarian Stock Exchange – Sofia AD

On February 13, 2018, the trade in the convertible bonds of Monbat AD was launched on the Bond Segment of the Bulgarian Stock Exchange with BSE code 5MBA and ISIN BG2100023170. The amount of the issue is EUR 28 015 000 and the number of bonds issued is 28 015 with a nominal value of EUR 1 000 for one bond.

One trading lot includes 1 bond of the issue. The cash settlement is made in Bulgarian leva at the exchange rate of the Bulgarian National Bank at the date of conclusion of the transaction. The interest payment period is 6 months, and the date of the first interest payment is 20.07.2018.

The bondholders registered in the book of bondholders kept by the Central Depository AD have the right to interest and principal payments not later than 3 business days before the respective payment date or 5 business days before the date of the last interest and amortization payment which is the same as the maturity date of the issue.

## 3.3. Refusal to acquire control of "L'Accumulateur Tunisien Assad"

Monbat PLC refuses to acquire the Tunisian Assad Group. On 26 September 2018, the company reported that "in the course of the final phase of the due diligence of L'accumulateur Tunisien Assad, there were subsequent factual circumstances that would complicate the achievement of the initially expected value added of the transaction and increase the level of corporate and operational risk for Monbat PLC."

#### 3.4. Covid-19 pandemic

At the beginning of 2020, due to the spread of a new coronavirus (Covid-19) worldwide, difficulties appeared in the business and economic activity of a number of enterprises and entire



economic sectors. On March 11, 2020, the World Health Organization announced the presence of a coronavirus (Covid-19) pandemic. This important event had a significant impact on the business environment in all countries and, accordingly, on the state, activity and prospects of many businesses, incl. to the disruption of the normal economic activity of almost all business entities in Bulgaria and to various financial and non-financial consequences for the business and the population.

On March 31, 2022, the period of the emergency epidemic situation in the Republic of Bulgaria ended.

In these circumstances, the Group's management has analyzed and assessed the Group's ability to continue as a going concern based on the information available for the foreseeable future and management expects that the Group has sufficient financial resources to continue its operations for the foreseeable future and continues to apply the going concern principle when preparing the financial statements.

Due to the measures taken against the coronavirus, there is no significant effect of the pandemic on the performance of the Group in the first half of 2022.

#### Measures and actions taken:

In order to prevent possible negative influence and effects of the pandemic on the Group's activities and its financial situation, the management has made an analysis:

- In 2021 and 2022, the Group did not receive state aid to support employment under the 60/40 measure.
- The main customers of the Group have not had financial difficulties. The estimate of the collectability of trade receivables as of June 30, 2022 is good.
- In 2021, there is an increase in the demand for rechargeable batteries. The reduced demand for rechargeable batteries in the first half of 2022 (expressed as a decrease in the number of rechargeable batteries sold) compared to the comparable period is not due to the COVID-19 pandemic, but mainly due to the weather conditions in Europe, where a large part of the group's customers are. Customers have not taken steps to restock goods (rechargeable batteries).
- In 2022, the average price of lead is about 2 269 USD/MT. The selling prices of the products of Monbat AD are indexed depending on the price of lead.
- The actions taken by the Group's management in 2021 and 2022 lead to a gradual improvement in the supply of basic materials.

### 3.5. Criminal investigations against persons exercising control over the parent company

At the end of May 2020, criminal proceedings were instituted by the Specialized Prosecutor's Office of the Republic of Bulgaria against several persons, including Atanas Bobokov, Executive Director and Chairman of the Board of Directors of Monbat AD until 05.10.2020, Plamen Bobokov - member of the Board of Directors of Monbat AD until 05.10.2020 and Vasil Bogdanov - former executive director of Monbat Recycling EAD in the period until July 2019.



In connection with these circumstances the management of the group decides to initiate an independent review of the activity of Monbat AD and the subsidiary Monbat Recycling EAD, managing the waste management and related to the requirements for protection of the environment in the recycling of acids into acid, including an overview of the tax risks accompanying the waste management activities. Wolf Theiss, an international law firm, was selected to verify the independent review. In view of the findings of the independent business review conducted by Wolf Theiss, which includes a review of the historical relationship between Monbat AD and Monbat Recycling EAD, and respectively regulatory authorities, combining compliance with the requirements of waste management law, as well as with in view of the inspections carried out in 2020 by the RIEW, including inspections carried out in 2021, in which the inspections do not indicate significant administrative violations. In view of the findings of the review, the management of the group assesses the risk of imposing administrative sanctions in connection with the current and historical activity in waste management as insignificant.

In January 2021 a criminal case was discussed against Atanas Bobokov, Executive Director and Chairman of the Board of Directors of Monbat AD until 05.10.2020 and Plamen Bobkov - Member of the Board of Directors of Monbat AD until 05.10.2020. before Specialization of a criminal court. What does not contain accusations regarding the cause of environmental damage, as well as accusations of unregulated treatment and/or management of waste and hazardous waste. The management of the group is faced with the fact that until the emergence of Monbat AD and/or other companies of the Monbat Group were not introduced in the phase of court proceedings against Atanas and Plamen Bobokovi, but there is no legal possibility to realize in the phase of criminal proceedings or potential criminal actions against them.

# 3.6. Monbat signs a contract for the purchase of 60% of the shares of Tunisian Company of Batteries NOUR

In 2021, the Group acquired 23.3% of the Tunisian battery manufacturing company Societe Nouvelle de l'accumulateur Nour ("Nour") and accounted for the acquired associated enterprise using the equity method, recognizing BGN 277 thousand profit from the investment in Nour in 2021. In January 2022, the Group acquired additional 20.39% of Nour worth BGN 6 845 thousand (EUR 3 500 thousand) and at the end of March 2022 the Group acquired additional 16.32% worth BGN 5 868 thousand (3 000 thousand euros). Thus, the Group's share in Nour grew to 60%, with total value of the transaction being EUR 10,600 thousand. The acquisition of a majority share was carried out in order to expand the geographical presence of the Group and enter new markets, increase the capacity for the production of lead and lead alloys and provide new sources for the purchase of raw materials.

The effective date of the Group's acquisition of control over Nour is March 31, 2022. As Nour holds a majority stake in four subsidiaries in Tunisia, the Group also acquires control over the following companies: Société Nour Distribution (59.9% ownership share), Société Technique et Ingénierie de Précision (55%), Société Nour des Batteries Industrielles (44.3%) and Société Nour Recycling (30.5%). Each of the four subsidiaries supports Nour's core business.

#### 3.7. Military conflict between the Russian Federation and Ukraine



In the early hours of February 24, 2022, Russia took military action in Ukraine. This conflict quickly escalates and is considered the most serious military situation in Europe since the end of World War II.

Following this military conflict, some countries announced new packages of sanctions against the sovereign debt of the Russian Federation and a number of Russian banks, as well as personal sanctions against a number of individuals. At a later stage, sanctions were also imposed on Belarus. As of the reporting date, individual countries and the EU have imposed four categories of sanctions on Russia and Belarus:

- sanctions against individuals and enterprises/organizations
- restrictions on business
- diplomatic measures
- limitation of economic cooperation

Due to the growing geopolitical tension, since February 2022 there has been a significant increase in the volatility of the securities and currency markets, fluctuations in energy and gasoline prices, a significant depreciation of the ruble against the US dollar and the euro.

These events are expected to affect the activities of Russian, Ukrainian and Belarusian enterprises in various sectors of the economy. The Group has no net investments, subsidiaries or assets in Russia, Belarus and Ukraine, but trades with companies from these countries.

The impact on the general economic situation in the country and Europe may require a revision of certain assumptions and estimates.

Sales to Russia represent about 2.6% of the Group's total exports for the first half of 2022, those to Ukraine and Belarus - 0.5% (2021: Russia - 6.2%, Ukraine and Belarus - 1%).

The group does not own investments in assets related to Russia and Ukraine. In relation to supply chains, the Group is not directly dependent on these countries and does not expect any disruptions.

The Russian Federation is responsible for the production of about 5% of the world's lead, which is likely to lead to some growth in the price of the raw material. However, the Group does not expect a decline in financial results in 2022 caused by the potential rise in the price of lead, as the selling price of the manufactured products is indexed to the movement of the stock index of lead.

The Group's management is currently analyzing the other possible impacts of the changing microand macroeconomic conditions on the Group's future financial position and results of operations.

Overall, the Group's position is stable and it has sufficient capital and liquidity to service its operating activities and debts.

#### 3.8. Sale of Monbat Immobilien GmbH

On April 21, 2022, a decision to sell the subsidiary Monbat Immobilien GmbH was taken. In relation to the potential sale of investment property owned by the subsidiary, an impairment loss of a non-financial asset in the amount of BGN 16 457 thousand was reported in 2021.



## 3.9. Sale of 7.2 % of Cobat s.p.a

In March 2022, the Group sold 7.2% of the Italian innovative technology company Cobat s.p.a. The profit from the transaction is worth BGN 485 thousand. The selling price of the shares is BGN 1 996 thousand (EUR 1,000 thousand).

## 3.10. Sale of Monbat Holding GmbH

Monbat AD, together with its subsidiary Monbat Recycling EAD, agreed to sell 100% of the capital of the German-based subsidiary Monbat Holding GmbH. Monbat Holding GmbH is an intermediate holding structure of the Monbat Group, owning 100% of the capital of EAS Batteries GmbH (EAS) and 100% of the capital of Monbat New Power GmbH (MNP). The sale price is in the amount of EUR 36 million, which includes, in addition to cash, the acquisition of a minority stake in the buyer's capital. The realization of the sale is subject to finalization, including approval by a German regulatory authority, therefore the result of the sale is not reflected in the interim consolidated report as of June 30, 2022.

## 4. Information about the bond issue

Issuer:	Monbat AD
Issue:	Interest-bearing, convertible, freely transferable and unsecured bonds, ordinary
Amount of the issue:	EUR 28 015 (twenty eight million and fifteen thousand)
Number of Bonds:	28 015
Nominal Value per Bond:	EUR 1 000 (one thousand)
Issue Price per Bond:	EUR 1 000 (one thousand)
Issuing date:	20.01.2018
Maturity of the bond loan:	7 (seven) years (84 months) as of the date of the issue
Maturity date:	20.01.2025
Currency:	EUR
Interest rate:	6-month EURIBOR + 300 bps, min. 300 bps on an annual basis
Interest Payments:	6-month coupon interest payment
Method of interest payment:	For each separate 6-month period, the interest (coupon) payments are calculated on the nominal value of each bond on the basis of the simple interest rate based on the day-count convention "actual/actual".
Date of determination of 6-month EURIBOR:	Three business days before the date of the interest payment. Applies to the next interest period.



Date of determination of bondholders with right for interest payment:  Principal Payment:	The right to interest & amortisation payment shall be entitled to all bondholders registered as such not later than three /3/ business days prior to the payment date, respectively five /5/ business days prior to the date of the last interest & amortisation payment that coincides with the issue's maturity date.  Principal will be paid in three instalments in the end of the 5th, the 6th, and the 7th year of the life of the bond; the respective instalments will amount to 20%, 30% and 50% of the nominal value. In the event of conversion the principal payments will be made on the basis of the outstanding nominal value of the issue at the date of the respective payment. In this event the last instalment at the end of the 7th year will be pay the whole outstanding
Date of determination of	nominal value of the bonds (if any).
Date of determination of bondholders with right for principal payment:	The right to interest & amortisation payment shall be entitled to all bondholders registered as such not later than three /3/ business days prior to the payment date respectively five /5/ business days prior to the date of the last interest & amortisation payment that coincides with the issue's maturity date.
Call option:	The Issuer has the option to call 80% of the nominal value of the bond together with the corresponding interest payment at the end of the 5th year at a price of 101%. In the event of a prior conversion, the call option shall be for the current outstanding remaining part of the bond after the corresponding principal payment
Conversion option:	Each bondholder will have the right to replace (convert) the bonds into such number of shares that corresponds to the current conversion ratio at the time of the replacement (conversion). This right will be available to bondholders:  - on the 48th month (20.01.2022) for 100% of the outstanding nominal value of the bonds;  - on the 66th month (20.07.2023) for 80% of the outstanding nominal value of the bonds;  - on the 78th month (20.07.2024) for 50% of the outstanding nominal value of the bonds.
Minimum conversion threshold:	The total amount of the bonds submitted for conversion may not be less than 5% of the outstanding nominal value. These minimum amounts apply to all conversion dates.



Conversion ratio:	By means of filing a request under the procedure
	described below, each bondholder may request the
	conversion of the bonds he/she holds according to their
	outstanding nominal amount. This amount will be
	converted against shares issued by the Issuer at a price
	equal to 90% of the weighted average price per one share
	of MONBAT AD during the last six months of trading
	preceding the conversion date. The conversion coefficient
	is equal to the nominal value of each bond divided by 90%
	of the weighted average price per share of MONBAT AD
	during the last six months of trading preceding the
	conversion date).

#### 4.1. First conversion option of bonds into shares

On the 20.01.2022 the first conversion option of bonds into shares for 100% of the outstanding nominal value of the bond has expired. The option was not exercised by the bondholders.

## 5. Purpose of the bond issue

The purpose of the current bond issue is to finance:

- a) The acquisition of controlling interest in the lead-acid batteries scrap recycling factory in Italy Piombifera Italiana, thus providing the synergetic growth of the Group's margins. Piombifera Italiana is one of the three largest recycling companies in Italy. Its recycling facility is situated in a lead-acid-batteries-scrap rich region which provides for a strong market position. The company is licensed to process a significant volume of scrap batteries and it is part of the international association of recycling companies COBAT. COBAT's membership allows the company to a sufficient annual scrap batteries allowance. This acquisition will benefit to a large extend MONBAT Group's recycling operations in Bulgaria, Romania and Serbia.
- b) The acquisition of controlling interest (pending on positive due diligence outcome) in L'Accumulateur Tunisien Assad (ASSAD). ASSAD is a vertically integrated group producing lead-acid batteries operating in North Africa with high profitability margins. The company's 2017 financial results forecasts are as follows: EUR 7.4m in EBITDA, EUR 39.8m in revenues and 19% EBITDA margin. ASSAD's production facilities are located in Tunisia and Algeria with 1.5 million batteries per annum capacity. The company has a major market share with its own brand on the Tunisian market 41% and a considerable potential in penetrating the markets in Algeria and Libya with 12 commercial affiliates in the region.
- c) The acquisition of a company with the purpose of a focused product diversification and production of Li-Ion batteries. This will be executed via control over GAIA Akkumulatorenwerke (GAIA) and EAS Germany (EAS) entities. GAIA was established in 1996 and is one of the leading German companies in Li-Ion technologies. EAS was established in 2011 as a joint venture between GAIA and Enersys/Hawker GmbH. The company is specialized in cell



production and the development of high quality technologies; heavy-duty, high power cylindrical cells for hybrid electric trains as well as heavy and defence industries applications.

As at 30 June 2022, the company spent EUR 28.02 million raised through the bond issue 2018 ISIN code BG2100023170 of which EUR 13.03 million for the acquisition of shares in the capital of Monbat Holding Germany AD (parent company of EAS Germany GmbH), EUR 8 million acquisition of shares of the capital of Monbat Recycling EAD (parent company of Monbat Italy OOD), EUR 1.58 million for the acquisition of 66.66% of the shares of STC S.r.l through effective payment of EUR 1,340,533 and deferred payment of EUR 236,529 and EUR 5.41 million for the acquisition of 23.30% of the shares of "Societe Nouvelle des Accumulateurs Nour".



## 6. Amortization plan

The nominal interest rate of the current issue of convertible bonds is floating with a 6-month EURIBOR plus a margin of 300 basis points (3%) on an annual basis. Under the terms of this bond issue, the nominal interest rate may not be lower than 3% if the 6-month EURIBOR has a negative value for the life of the bond. Interest payments on all bonds will be executed every 6 (six) months after the issue date of the current bond issue on the day of the expiration of the relevant 6-month period. If the date of the interest payment is on a non-working day, the payment will be made on the first subsequent business day. Interest payments are calculated on a straightforward basis over the six-month period on the nominal value of each bond at an interest rate convention Real number of days in the period on Real number of days per year. The following calculations are made on the assumption of a negative value of the 6-month EURIBOR for the life of the bond issue, using 3% interest rate per annum with no conversion or redemption of the bond.

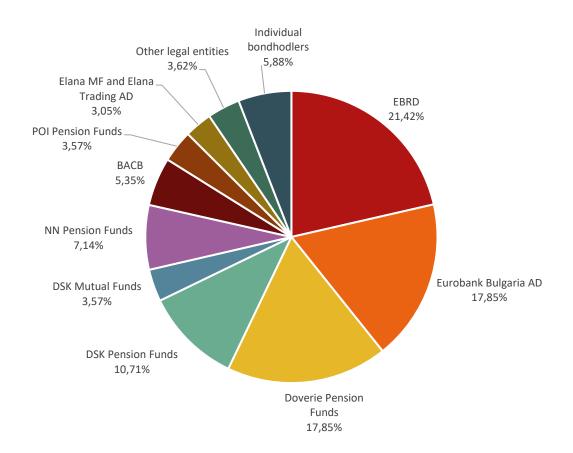
Date of Interest payment	Month	Number of days in the interest period	Number of days in the year	Interest rate	Interest payment (EUR)	Type of payment	Principal payment (EUR)	Total payment (EUR)	Outstanding (EUR)	Actual payment (EUR)
20.7.2018	6	181	365	3.00%	416 771.10	Interest		416 771.10	28 015 000	Yes
20.1.2019	12	184	365	3.00%	423 678.90	Interest		423 678.90	28 015 000	Yes
20.7.2019	18	181	365	3.00%	416 771.10	Interest		416 771.10	28 015 000	Yes
20.1.2020	24	184	366	3.00%	422 521.31	Interest		422 521.31	28 015 000	Yes
20.7.2020	30	182	366	3.00%	417 928.69	Interest		417 928.69	28 015 000	Yes
20.1.2021	36	184	365	3.00%	423 678.90	Interest		423 678.90	28 015 000	Yes
20.7.2021	42	181	365	3.00%	416 771.10	Interest		416 771.10	28 015 000	Yes
20.1.2022	48	184	365	3.00%	423 678.90	Interest		423 678.90	28 015 000	Yes
20.7.2022	54	181	365	3.00%	416 771.10	Interest		416 771.10	28 015 000	Yes
20.1.2023	60	184	365	3.00%	423 678.90	Interest + 20% principal	5 603 000	6 026 678.90	22 412 000	_
20.7.2023	66	181	365	3.00%	333 416.88	Interest		333 416.88	22 412 000	_
20.1.2024	72	184	366	3.00%	338 017.05	Interest + 30% principal	8 404 500	8 742 517.05	14 007 500	_
20.7.2024	78	182	366	3.00%	208 964.34	Interest		208 964.34	14 007 500	_
20.1.2025	84	184	365	3.00%	211 839.45	Interest + 50% principal	14 007 500	14 219 339.45	0	_
Total					5 294 487.72		28 015 000	33 309 487.72		



# 7. Bondholder structure

Main bondholders as of January 20, 2018	Stake
EUROPEAN BANK FOR RECONSTRUCTION AND DEVELOPMENT	21.42%
EUROBANK BULGARIA AD	17.85%
DOVERIE PENSION FUNDS	17.85%
DSK PENSION FUNDS	10.71%
DSK MUTUAL FUNDS	3.57%
NN PENSION FUNDS	7.14%
BULGARIAN AMERICAN CREDIT BANK AD	5.35%
POI PENSION FUNDS	3.57%
ELANA MUTUAL FUNDS AND ELANA TRADING AD	3.05%
OTHER LEGAL ENTITIES	3.62%
INDIVIDUAL BONDHOLDERS	5.88%

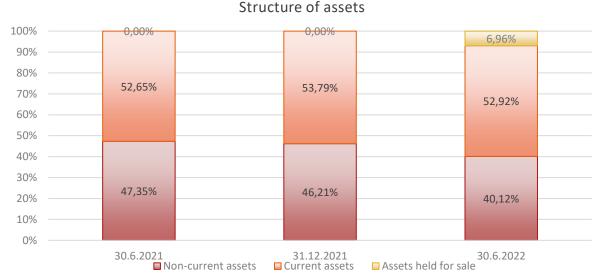
## Bondholder structure





## 8. Structure of assets and liabilities

The graphics below shows the assets and liabilities structure of the Issuer.



## Structure of liabilities and equity (% of total assets)





Balance sheet (in BGN '000)	30.06.2021	31.12.2021	30.06.2022
Non-current assets	216 635	212 385	194 086
Current assets	240 859	247 273	256 045
Assets held for sale	0	0	33 694
Total assets	457 494	459 658	483 825
Total equity	217 143	209 708	217 918
Non-current liabilities	91 644	97 647	81 671
Current liabilities	148 707	152 303	181 792
Liabilities related to assets held for sale	0	0	2 444
Total liabilities	240 351	249 950	265 907
Total liabilities and Equity	457 494	459 658	483 825

# 9. Profitability analysis

Profitability ratios are a measure of the company's ability to achieve positive results and are calculated on sales, equity and assets.

Profitability ratios	30.06.2021	31.12.2021	30.06.2022
Net sales (in BGN '000)	178 255	378 961	191 563
Adjusted EBITDA from continuing operations	25 653	46 326	17 586
EBITDA margin	14.39%	12.22%	9.18%
Depreciation, amortization and impairment of non-financial asset	-9 554	-36 776	-8 434
EBIT from continuing operations	16 099	8 270	9 152
EBIT margin	9.03%	2.18%	4.78%
Net income from continuing operations	11 392	3 046	6 852
Net income margin	6.39%	0.80%	3.58%
Total Assets	457 494	459 658	483 825
Total Equity	217 143	209 708	217 918
ROE	3.83%	1.44%	-0.69%
ROA	1.82%	0.66%	-0.32%

# 10. Liquidity analysis

Liquidity ratios characterize active/passive relations in the company's balance sheet. They indicate the company's ability to pay its current liabilities with short-term assets or cash.



#### Current ratio



Liquidity ratios	30.06.2021	31.12.2021	30.06.2022
Current ratio	1.62	1.62	1.41
Quick ratio	0.99	0.94	0.77
Immediate ratio	0.18	0.06	0.09
Cash ratio	0.18	0.06	0.09
Net working capital (in BGN '000)	92 152	94 970	74 253

**Current ratio** – the current ratio is a liquidity ratio that measures a company's ability to meet its short-term obligations. It is highly recommendable the ratio to be above 1.

**Quick ratio** – the quick ratio is an indicator of a company's short-term liquidity, and measures a company's ability to meet its short-term obligations with its most liquid assets.

**Immediate ratio** – the immediate ratio measures a company's ability to meet its short-term obligations with its short-term investments and cash and cash equivalents.

**Cash ratio** – the cash ratio is the ratio of a company's total cash and cash equivalents to its current liabilities. The metric calculates a company's ability to repay its short-term debt.

**Net working capital** - shows the portion of current assets funded through long-term capital sources. For a good level of liquidity, the NWC is considered a positive value. Indicator of insolvency is the negative NWC, as part of the Company's fixed assets are funded with current liabilities. However, fixed assets are very slowly liquid, the ability at a certain point for the company to have no means to pay off its obligations is completely real.



## 11. Financial conditions of the bond issue (covenants)

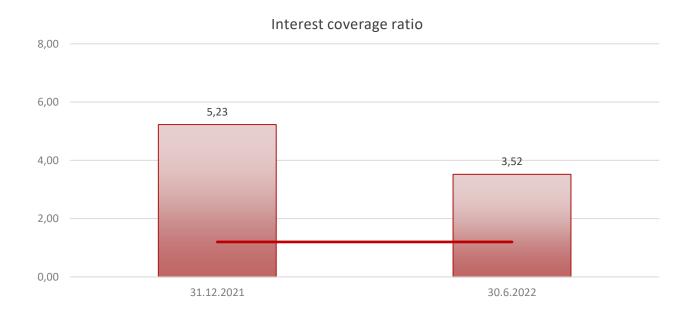
The Issuer assumes the following obligations and commitments for the life of the bonds, calculated on a consolidated basis. The financial ratios are shown below.

## 11.1. Interest coverage ratio

**Interest coverage ratio** – operating profit (EBIT excluding one-off revenues and income such as interest income, profits from sales of stakes in companies or other investment income), increased by interest expense and divided by interest expense, calculated for the last four quarters in accordance with the consolidated financial statement of the Issuer. Minimum value of the ratio: no less than 120%

Interest coverage ratio	31.12.2021	30.06.2022
Interest coverage ratio	5.23	3.52
Minimum required level	1.20	1.20
Does it meet the requirements	YES	YES

**Conclusion:** Interest coverage ratio is above the required minimum level of 120% and the Issuer meets the requirements of the issue terms. (For more detailed information Section Appendix 1).



## 11.2. Interest-bearing debt to asset ratio

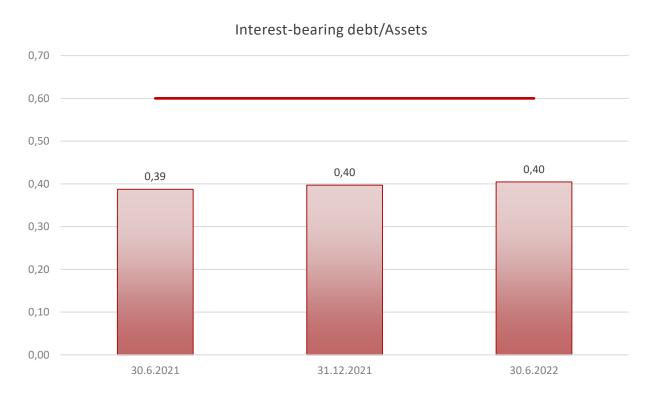
**Interest-bearing debt to Assets ratio** – the ratio is equal to the total of the short-term and long-term interest-bearing liabilities divided by the assets in the consolidated balance sheet as of a certain date. Maximim value of the ratio: 0.60.



Interest-bearing debt/Assets	30.06.2021	31.12.2021	30.06.2022
Short-term interest-bearing debt (1) (in BGN '000)	99 607	97 584	126 792
Long-term interest-bearing debt (2)	77 530	84 838	68 888
Interest-bearing debt discontinued operation			
Interest-bearing debt	177 137	182 422	195 680
Total assets	457 494	459 658	483 825
Interest-bearing debt/Assets	0.39	0.40	0.40
Maximum required level	0.6	0.6	0.6
Does it meet the requirements	ДА	ДА	ДА

- (1) Includes short-term bank loans, short-term financial lease obligations and short-term bond liabilities
- (2) Includes long-term bank loans, long-term financial lease obligations and long-term bond liabilities

**Conclusion:** Interest-bearing debt to Asset ratio is below the maximum level of 0.60 and the Issuer meets the requirements of the issue terms.





## 11.3. Total Liabilities to Asset ratio

**Total Liabilities to Assets ratio** – the ratio is equal to the total of the short-term and long-term liabilities divided by the assets in the consolidated balance sheet as of a certain date. Maximim value of the ratio: 0.70.

Total Liabilities/Assets	30.06.2021	31.12.2021	30.06.2022
Total Liabilities (in BGN '000)	240 351	249 950	265 907
Total Assets (in BGN '000)	457 494	459 658	483 825
Total Liabilities/ Total Assets	0.53	0.54	0.55
Maximum required level	0.7	0.7	0.7
Does it meet the requirements	ДА	ДА	ДА

**Conclusion:** Total Liabilities to Asset ratio is below the required maximum of 0.70 and the Issuer meets the requirements of the issue terms.



## 11.4. Cross default

In the event of default on any future secured obligation of the Issuer during the life of the bonds which exceeds two months, the Issuer shall undertake actions to pay all of its obligations unpaid and/or in default within 6 (six) months. If the Issuer fails to pay, the bondholders may require the early payment of the principal and the accrued interest for the period.

**Conclusion**: There is no delay or failure for payment of secured liabilities and the Issuer meets the requirements of the issue terms.



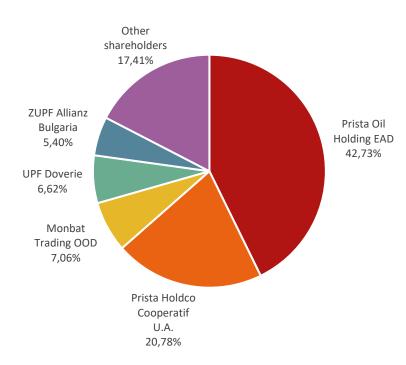
## 11.5. Change of control

In the event of change of control of Monbat AD the bondholders by the date of the change may require the early payment of the principal and the accrued interest for the period. The decision to require early payment shall be adopted by the General Meeting of Bondholders by a quorum of 2/3 of the bonds issued and by a majority of  $\frac{3}{4}$  of the bonds represented at the meeting; the early payment shall become due after the expiration of 30 (thirty) days of the date of the general meeting. In the event of a mandatory takeover bid under art. 149 of POSA, the bond issue shall become due within the same 30-day time limit.

**Conclusion**: There was no change of control and the Issuer meets the requirements of the issue terms.

Shareholder structure as at 30.06.2022			
Shareholders	Share count	Stake	ΔQ/Q
Prista Oil Holding EAD	16 666 371	42.73%	0.0%
Prista Holdco Cooperatif U.A.	8 103 758	20.78%	0.0%
Monbat Trading OOD	2 752 800	7.06%	0.0%
UPF Doverie	2 582 864	6.62%	0.0%
ZUPF Allianz Bulgaria	2 105 403	5.40%	0.0%
Other shareholders	6 788 804	17.41%	0.0%
Total	39 000 000	100.00%	

#### Shareholder structure





## 11.6. Cases of breaching the financial ratios of the Bond issue

If the Issuer breaches the defined financial ratios, the Issuer undertakes to take actions that will bring the ratios in accordance with the above requirements within 6 (six) months. Within this period, the Issuer is obliged to bring the Interest coverage ratio and the Cross default into values / indices according to its obligation in the prospectus of the issue. In the event that the Issuer fails to do so, bondholders holding bonds of this issue have the right to demand the early redemption of the nominal value and the accumulated interest on the bonds. The decision for early redemption of the bond loan shall be taken by the General Meeting of Bondholders with a quorum of more than two thirds of the issued bonds and acceptance of the resolution by a majority of more than three quarters of the submitted bonds and in this case the bonds become due and payable within 30 (thirty) days from the date of the decision of the General Meeting of the Bondholders.

If, within these 6 (six) months, the Issuer succeeds in bringing the interest coverage ratio and the Cross default into eligible limits, but fails to bring the Interest-bearing debt to Assets ratio or Total Liabilities to Assets ratio within such limits, then has another 6 (six) months to achieve this. If after the expiration of the second 6 (six) months the Issuer has any of the abovementioned obligations outside the admissible limits, the bondholders holding bonds of the present issue have the right to demand the early redemption of the nominal value and the accumulated interest on the bonds. The decision for early redemption of the bond loan shall be taken in accordance with the paragraph above.



# Conclusion

The analysis of the financial condition of the Issuer and the financial ratios on the bond issue with ISIN BG2100023170 indicates that the Issuer meets the requirements of the issue terms.



# Appendix 1: Calculation of Interest coverage ratio

Interest coverage ratio (in BGN '000)	30.06.2021	31.12.2021	30.06.2022
Profit from continuing and discontinued operations (EBIT)	16 099	8 270	6 954
Impairment of financial assets and advances	0	-1 280	0
Provision for reutilization of a separator	0	0	0
Impairment of non-financial assets	0	-16 457	0
Adjusted operating profit (EBIT)	16 099	26 007	6 954
Interest expenses	2 239	6 151	2 868
Adjusted operating profit (EBIT) + Interest expenses	18 428	32 158	9 822
Twelve months			
Profit from continuing and discontinued operations (EBIT)	19 209	8 270	-875
Impairment of financial assets and advances	-1 845	-1 280	-1 280
Provision for reutilization of a separator	-1 540	0	0
Impairment of non-financial assets	-1 676	-16 457	-16 457
Adjusted operating profit (EBIT)	24 270	26 007	16 862
Interest expenses	6 489	6 151	6 690
Adjusted operating profit (EBIT) + Interest expenses	30 759	32 158	23 552
Interest coverage ratio	4.74	5.23	3.52
Minimum required level	1.2	1.2	1.2
Does it meet the requirements	YES	YES	YES