



KALVE

COFFEE ROASTERS

2024

Disclaimer:

This announcement is an unpaid marketing communication and does not constitute investment advice or an offer. The information provided herein contains statements on the Public Offering of shares of AS "Kalve Coffee".

Every investment decision must be based on the Information Document. Information Document is available on AS "Kalve Coffee" website, <https://ipo.kalvecoffee.com/>.

On the market since

2019

A brand created by coffee professionals, with the aim of developing and strengthening the culture of producing, brewing and enjoying coffee.

More than

10

of experience in coffee industry

Our core values are excellent coffee and service quality, integrity, great product design and responsible behaviour in all processes.

60,000

kilogrammes monthly production capacity

We carefully select our green coffee and roast it to the highest international standards. We regularly educate and develop ourselves in all aspects of coffee.

Through our work we want to create values that will be inherited over time.

250

coffee concepts developed

We are inspired by the experience of others. We want to pass on these stories not only to coffee lovers, but also to all the people we work with. We have been in the coffee market for several years, so we also have valuable experience in how to develop different coffee concepts – starting with service stations and ending with upscale restaurants.



**WORLD
 BARISTA
 CHAMPIONSHIP™**

OUR VISION

When Gatis and Raimonds decided to start a coffee company, they first started with values, then came the brand name and the product.

We are convinced that the specialty coffee market is not limited to a specific niche or target audience. Our mission is to break the stereotype of accessibility in the specialty coffee industry and create a coffee experience that seamlessly transitions from commercial to specialty. Of course, it is equally important to offer a unique coffee experience to those who have already experienced premium coffee culture.

Now and always, we strive to be completely transparent, open and accessible to everyone who enjoys coffee. Our strong values and top quality service are our priority.





Gatis Zēmanis – Co-Founder and CEO

Gatis has been working in the foodservice industry for more than 15 years and has successfully managed and consulted several concepts including bars, restaurants, cafes, petrol station chains and breweries. The coffee industry has been his main occupation for the last 8 years, during which time he has gained the necessary market experience to successfully and qualitatively manage the processes at Kalve Coffee. Thanks to his leadership and experience, Kalve Coffee has been a financially and emotionally successful and sustainable company since day one.



Raimonds Selga - Co-Founder and Production Manager

Raimonds started his coffee career in 2013 and has participated in several prestigious coffee competitions, such as the Coffee Masters in London in 2014, the World Barista Championship in Seoul in 2017, and also represented Kalve Coffee in the Roast Masters competition in Milan in 2019. year, where the company won the 2nd place among European coffee roasters. Currently, Raimonds is a representative of the WBC, who is entitled to judge the finals of the world championship.

In addition, Raimonds has obtained the prestigious SCA Coffee Skills education diploma, which proves his ability to develop coffee concepts for both Kalve Coffee and the company's partners.



Jānis Andersons - Co-founder and Brand Strategist

Jānis Andersons is a designer specialising in both graphic and interior design.

He is a brand creator and entrepreneur with vast experience and the ability to create visually exciting and functionally complementary design solutions. He primarily works on private projects and has created successful graphic identities, packaging and interior designs that have won awards both in Latvia and abroad.

Jānis is the owner and manager of the design studio Field, and has created brands such as Etide Botanicals and Kalve Coffee. He has designed for brands such as Valmiermuižas Alus, Kalve Coffee, Latvijas Balzāms, Pavāru Māja, Pūre Chocolate, Kuldīga Piano Festival, Rīga Champagnes, Better Bread, Mīkla and others.

KALVE WORKS ONLY WITH SPECIALTY

Specialty coffee

- **Has at least 80 out of 100** points on the SCA* scoring system.
- Sourced from specific regions, farms or cooperatives. **Origin is easily traceable.**
- Grown and processed with great attention to detail. **The main objective: high quality.**

Mass consumption coffee (commercial coffee)

- Often of **inferior quality**, may contain defects according to SCA standards.
- Usually a blend from different countries and regions (ensures smooth taste).
- **Traceability tends to be limited.**
- Often grown and processed in large volumes. Main objective: **quantity over quality.**

*Specialty Coffee Association - <https://sca.coffee/> international non-profit organization with thousands of industry members (from producers to baristas)



*cooperation agreement without shareholding

COFFEE SHOPS

ESPRESSO ROOM

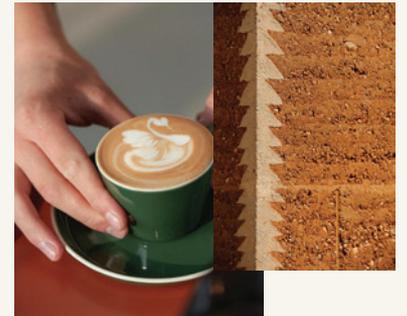
An efficient concept for up to 25 seats that also functions as a coffee shop.



LIVING ROOM

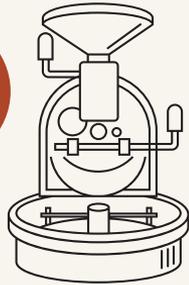
A place that describes our achievements, values and sustainable practices, as well as our plans for the future.

The Living Room is scheduled to open at the end of 2024.



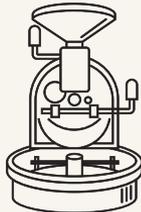
ROASTERY

120kg
batch*



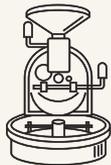
Roasting capacity 54 000 kg/month

15kg
batch*



Roasting capacity 6 000 kg/month

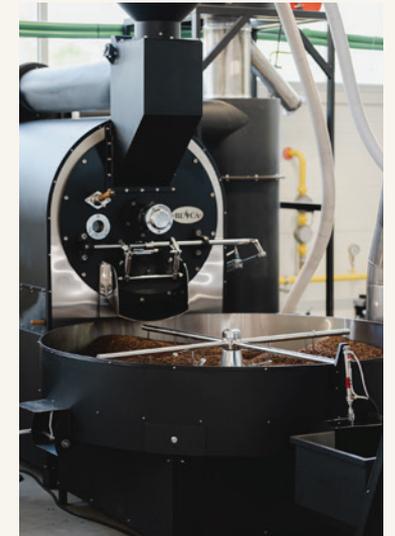
2kg
batch*



- Develop roasting profiles
- Roasting of competition coffees
 - Roasting of samples
 - Small batch roasting

Thanks to our three different sized roasting machines, we can offer private label coffee to both cafés and retail chains.

Quality control: all our roasted coffee goes through regulated quality control to ensure the highest quality and consistency. We number each batch and measure the colour intensity and density of each roast. Every Friday, we carry out a quality control on our entire portfolio roasted that week.



*kg batch denotes how many kg can be roasted at one time. Roasting one batch takes 10-12 min.

B2B

Private label

If your brand has a strong identity or you want to create a new one, we will be happy to roast coffee for your business. If you want a fantastic single-origin coffee or a unique blend, **let's create it together.**

We work with professionals in the packaging design industry so we can offer fully printed packages made from a single material that makes them recyclable. This is not only environmentally friendly, but also a good selling point. Packages are available in different sizes and formats.



B2B

So far we developed

250

coffee concepts

Including

92

complete coffee concepts

COFFEE CONCEPT SOLUTIONS

Together, we can select the right coffee solutions tailored to the customer's business needs – whether that's incorporating the best of our range or creating a new espresso.

KALVE offers equipment, coffee training and technical support.



COFFEE MACHINES AND EQUIPMENT

Coffee beans and machines go hand in hand, which is why we are very proud to be the distributor of the best machine manufacturers in the world. We work with Victoria Arduino, Nuovo Simonelli and Eureka – Italian manufacturers of espresso machines and grinders that will be a reliable mainstay in any coffee bar.

In addition, we represent Tone Swiss, Melitta, Jettino Intelligent Equipment and Jura to be at the forefront of the industry.



Victoria Arduino

TONE Swiss

Nuova Simonelli

Jura

Jettino Intelligent

Melitta



KALVE spent 2023 consolidating its position as a responsible and sustainable company.

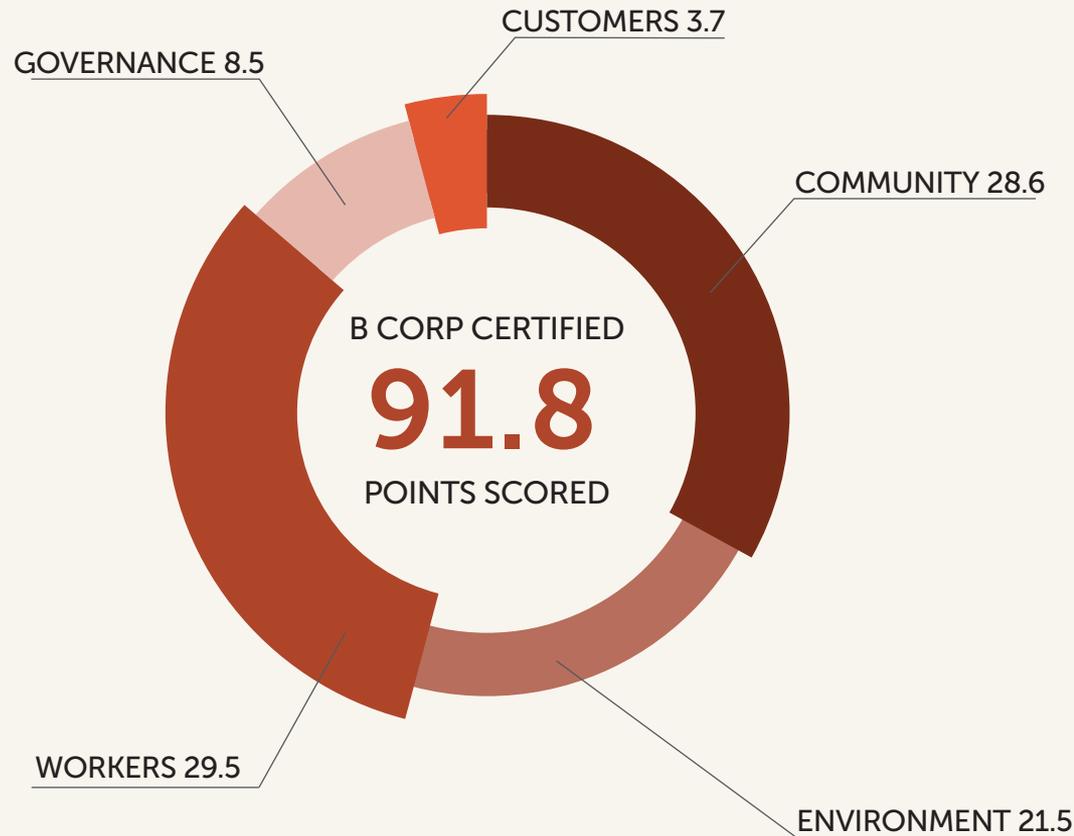
We became the first B Corp company from the Baltic States. KALVE COFFEE achieved 91.8 points.

A company needs at least 80 points to qualify for B Corp certification. On average, companies receive 50.9 points in the B Corp Assessment.

B Corp demonstrates our commitment to providing excellent coffee and making a positive impact on the planet and society.

In 2023, the company was awarded the **“Latvian Sustainable Management Award”** by the Bank of Latvia.

(<https://www.bank.lv/aktualitates-banklv/zinas-un-raksti/jaunumi/16716-cetri-latvijas-uznemumi-sanam-latvijas-ilgtspejigas-parvaldibas-balvu-2023-izaugsmes-balva-rigas-stradina-universitatei>)



CERTIFIED SINCE JUNE 2023

Governance: Assessing a company’s mission, ethics, and transparency to ensure accountability and ethical business practices.

Workers: Evaluating employee treatment, including wages, benefits, workplace culture, and diversity, equality and inclusion practices.

Community: Examining a company’s societal impact through community engagement, charitable giving, and effort to address social and environmental issues.

Environment: Assessing a company’s environmental impact and sustainability practices, such as reducing emissions, minimising waste, and using renewable resources.

Customers: Evaluating a company’s impact on customers through product quality, satisfaction, and responsible marketing and pricing practices.

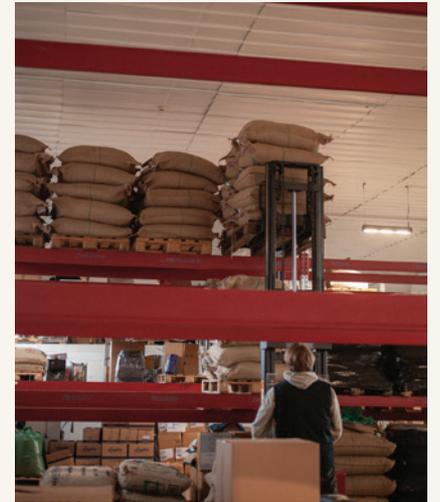
RESPONSIBILITY

76%

coffee beans come from
Brazil, SanCoffee



It is important for us to establish meaningful relationships throughout our supply chain. We prioritize working with companies that have long-standing, honest, and consensus-oriented traders. To ensure alignment with our values, we have implemented practices that allow us to screen our suppliers and select those whose values match ours. This also enables suppliers to receive better pricing for their coffee due to less intermediaries.





"Sancoffee is an independent B-corp certified specialty coffee cooperative from Brazil with a strong focus on direct relationships and impact"



20

coop
producers



350

Beyond Borders
producers



17

municipalities



9,456.91

hectares of coffee



65,233

exported bags
23/24 (60KG)





FRAMEWORK



- 1 -
Governance

- 2 -
Workers

- 3 -
Community

- 4 -
Environment

- 5 -
Clients

OVERALL B IMPACT SCORE

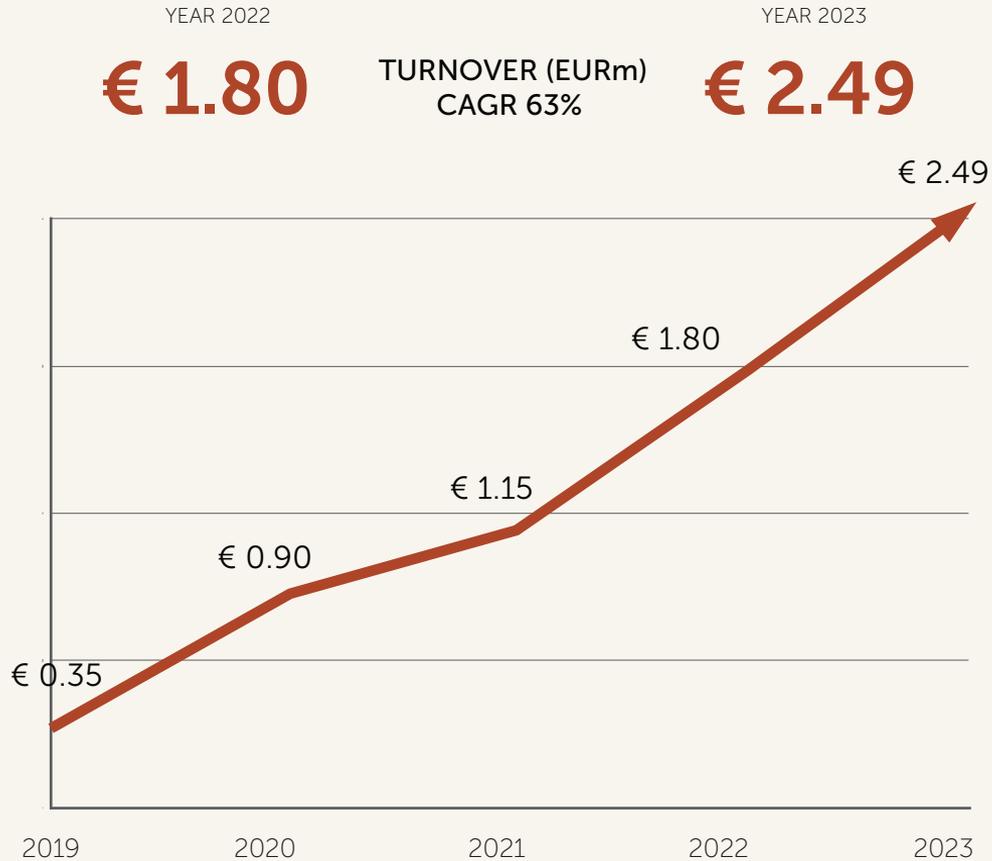
104.1

Certified



Corporation

KALVE COFFEE IN NUMBERS



YEAR 2022
€ 1.80

TURNOVER (EURm)
CAGR 63%

YEAR 2023
€ 2.49

Year 2022	Year 2023	Change
TOTAL COFFEE SOLD, TONNES		
65.9	71.7	↑
ZERO WASTE COFFEE SOLD, TONNES		
16.5	21.7	↑
REFILLABLE PACKAGING SOLD, TONNES		
4.9	4.6	↓
SOLD IN RECYCLABLE PACKAGING, TONNES*		
44.5	45.4	↑

*We are pleased to see that coffee is increasingly sold without packaging, contributing to waste reduction.

ACTUALS YTD

Half - Year
Audited*9 Months
Unaudited / Preliminary

KPIs	2023	2024	2023	2024
Coffee sold growth, %		11%		16%
Revenue, €	1,063,983	1,492,249	1,770,709	2,483,763
EBIT, €	47,423	109,726	-4,703	273,479
EBIT, %	4%	7%	0%	11%
EBITDA, €	83,942	163,325	55,165	349,313
EBITDA, %	8%	11%	3%	14%

*6m 2024 data was audited by Grant Thornton Baltic SIA

Disclaimer: 9m 2024 data is unaudited, may change during audit.

2024

Revenue increase in both B2C and B2B segments, reaching €1.5m in HY 2024 and €2.5m in 9m 2024.

Both EBIT and EBITDA show improvements in 2024.

Management Guidance 2025**EBITDA : € 1.2m**

IPO

● WHY IPO?

- The company's accessibility to the KALVE team and customers, the opportunity to be part of this growth story and have a positive impact on the coffee industry;
- IPO - additional proof of the Company's transparency, alongside B Corp;
- International growth requires additional capital;
- Balanced capital structure.

IPO

● KEY DETAILS OF THE IPO

START OF THE OFFER PERIOD	_____	13 November 2024 at 10:00 Riga time.
END OF THE OFFER PERIOD	_____	29 November 2024 at 15:30 Riga time.
ANNOUNCEMENT OF RESULTS OF THE OFFERING AND ALLOCATION	_____	2 December 2024
SETTLEMENT OF THE OFFERING	_____	On or about 4 December 2024
FIRST TRADING DAY ON NASDAQ RIGA FIRST NORTH	_____	On or about 6 December 2024
PRICE PER SHARE	_____	EUR 6
WHERE?	_____	Public Offering in Latvia and Estonia

IPO

● IPO

HOW MUCH?

Looking to raise up to EUR 1.5m by issuing up to 250,000 shares

KEY USE OF PROCEEDS

- EUR 550k. Expansion with aim to open cafes and shops in the Baltic States over the upcoming years;
- EUR 225k. Production and roastery improvement and efficiency purposes;
- EUR 125k Development of e-commerce platform and private brand products;
- Remaining proceeds for general corporate purposes of the Issuer.

VALUATION INSIGHTS

- Pre-money EUR 6m valuation;
- Management guidance for EUR 1.2m EBITDA in 2025 based on detailed financial model and assumption of raising at least EUR 1m in public offering;
- Pre-IPO and IPO investment from Latvian basketballer Dāvis Bertāns' family (EUR 125k at each stage) at same valuation as IPO;
- Company has been profitable every year since inception.

IPO

● WHY MIGHT INVESTORS BE INTERESTED?

- Growth potential - fast growing and profitable company, operating in a high growth sector;
- Shareholder loyalty programme in finalisation stage;
- Easily followable domestic company;
- The opportunity to be part of a sustainable and responsible business growth story, managed to the highest standards.





KALVE

COFFEE ROASTERS

2024

More information: info@kalvecoffee.com / www.kalvecoffee.com

Information Document : https://cdn.shopify.com/s/files/1/0550/7619/2497/files/KALVE_Information_Document.pdf?v=1731272656