

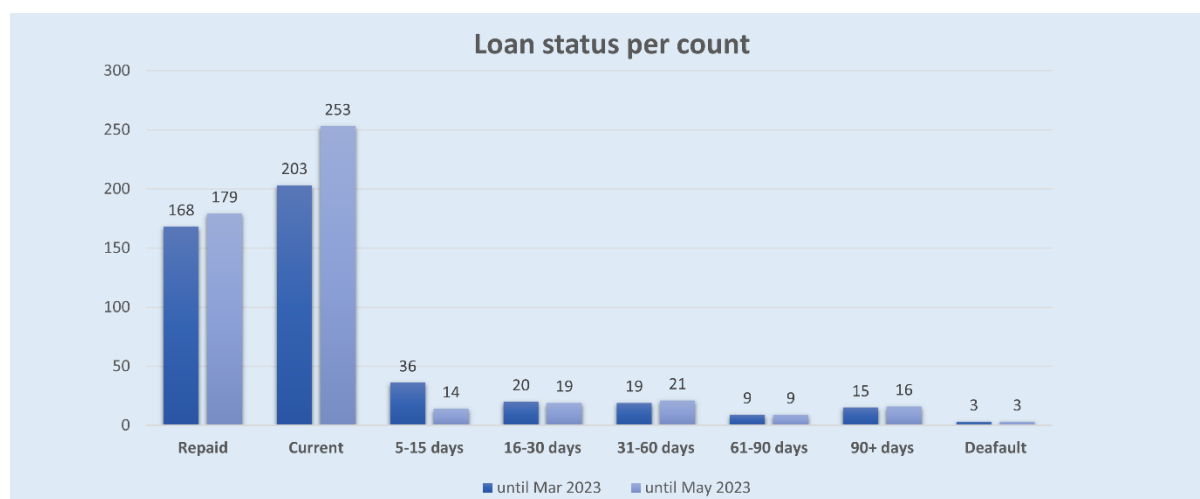
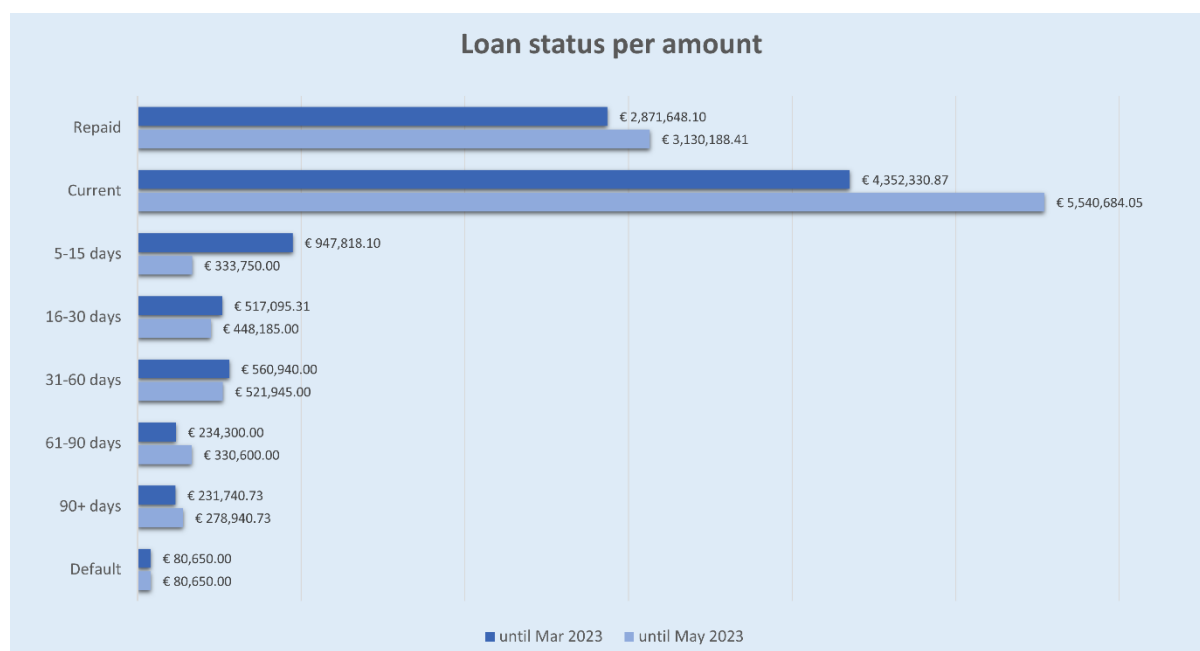
LANDE Quarterly Performance Review

This report is prepared to reflect two specific periods: all data until the end of March 2023 (Q1) and all data leading up to mid-May 2023 to present and compare the data and essential updates.

In total by the end of Q1 2023 LANDE has issued **9,5 million EUR** in agricultural loans and by mid-May the amount has reached **10,6 million EUR**.

Let's look at the overall statistics of agricultural loans per loan status. Two graphs below are representing the same data – the first graph shows a comparison of all loans per amount in EUR and the second graph shows a comparison per loan count.

We identify that from the end of March until mid-May 2023 in total 11 loans have been repaid and 50 new loans have been issued to farmers in Latvia, Lithuania and Romania. A significant decrease of 61% was detected in mid-May for loans with *5-15 days* late payment status. Loan count in status *90+ days* increased from 15 to 16 and loans with status *default* remain 3 without changes.



Most of the late loans in Q1 had grain collateral on the future harvest. Due to several factors, such as low grain price, crop failure, weather conditions (too wet, too dry), crops eaten or damaged by animals may impact the timely repayment of the loan. Taking into consideration mainly these factors, the borrower ends up delaying and postponing the payments until they find a different source of income. For instance, some borrowers have a side business of forestry or a pond to grow fish, which essentially can help to cover the outstanding amounts.

Moving on to the list of loans in previously status *90+ days*, which got repaid between the end of March and mid-May.

Loan ID	Amount
220210-178894	€ 16,500.00
220324-863577	€ 11,200.00
220627-612103	€ 16,800.00

Loans refinanced by another party (e.g. bank)

Below is a summary of loans that were discontinued with LANDE and, as a result, refinanced by a third-party financial services provider.

Loan ID	Amount	Update
211208-178475	€ 41,800.00	Since the borrower failed to repay the loan, LANDE found a solution for the borrower to refinance this loan by another party.
220621-406277	€ 70,000.00	Since the borrower failed to repay the loan, LANDE found a solution for the borrower to refinance this loan by another party.
220506-186752	€ 17,500.00	The borrower encountered difficulties with their financial situation and could not commit to repay the loan according to the schedule. LANDE found a solution for the borrower to refinance this loan by another party.
211122-372251	€ 20,492.85	The borrower failed to repay the loan; after contacting and evaluating his possibilities a decision was made to terminate the contract with LANDE. To avoid court proceedings LANDE helped the borrower to find financing by another partner.
221103-230880	€ 95,500.00	The borrower encountered difficulties with their financial situation and could not commit to repay the loan according to the schedule. LANDE found a solution for the borrower to refinance this loan by another party.

Current loan extension with LANDE

Contracts for loans listed below have been extended with LANDE. Our Legal department in collaboration with the Sales department evaluates the contract extension opportunities. When a decision is made to extend a contract, it is always being strengthened with additional collateral (real estate, machinery, grain, cattle or subsidies).

Loans listed in the table below include loan extensions starting from January 2023 through mid-May 2023.

LOAND ID	Amount	LOAND ID	Amount
230126-423021	€ 57,090.00	230203-503929	€ 45,550.00
230117-192859	€ 26,000.00	230203-696193	€ 4,950.00
230103-230936	€ 5,910.00	230215-620526	€ 35,250.00
230119-339009	€ 24,490.00	230207-491009	€ 23,900.00
230123-546457	€ 29,290.00	230314-748140	€ 19,450.00

230131-773548	€ 7,475.00	230314-831945	€ 14,820.00
230130-808377	€ 10,200.00		

Let's have a look at all **current loans in status 90+ days** with an update for each loan.

Loan ID	Amount	Update
211104-922926	€ 8,041.74	A notice has been issued on 03.05.2023. Outstanding payments must be repaid by 17.05.2023., otherwise the loan in full must be returned by 31.05.2023. If the loan in full will not be returned, LANDE will issue a notice of withdrawal from the contract and submit a debt recovery application in court.
211112-214227	€ 6,700.00	On 08.05.2023 LANDE issued a notice of withdrawal from the contract. Subsequently, LANDE will submit a debt recovery application in court.
211227-299107	€ 5,298.99	A notice has been issued on 02.05.2023. Outstanding payments must be repaid by 16.05.2023., otherwise the loan in full must be returned by 30.05.2023. If the loan in full will not be returned, LANDE will issue a notice of withdrawal from the contract and submit a debt recovery application in court.
220404-429393	€ 17,200.00	The borrower has made numerous promises to make the repayment but has failed, on 08.05.2023 LANDE issued a notice of withdrawal from the contract. Subsequently, LANDE will submit a debt recovery application in court.
220506-657707	€ 10,700.00	The borrower hasn't provided any feedback or explanation on his current financial situation. On 08.05.2023 LANDE will issue a notice of withdrawal from the contract. Subsequently, LANDE will submit a debt recovery application in court.
220518-531695	€ 22,000.00	LANDE has agreed to publish a new loan to refinance outstanding principal until December 2023, currently inquiring details for the collateral.
220531-767614	€ 10,000.00	LANDE has agreed to publish a new loan to refinance outstanding principal, currently inquiring details for the collateral - an apartment and technical data for the machinery to evaluate the assets.
220531-946412	€ 4,000.00	LANDE together with the borrower is looking for a solution to refinance two contracts that are currently in force. Legal is evaluating opportunities whether to grant the refinancing or have it refinanced by another party.
220823-886246	€ 6,300.00	Since the borrower has not fulfilled any of his promises to cover the outstanding amount, on 08.05.2023 LANDE issued a notice of withdrawal from the contract. Subsequently, LANDE will submit a debt recovery application in court.

220923-359671	€ 4,000.00	The borrower had her payments suspended for three months due to health issues but after that, the borrower failed to cover the outstanding amount. A notice has been issued on 02.05.2023. Outstanding payments must be repaid by 16.05.2023., otherwise the loan in full must be returned by 30.05.2023. If the loan in full will not be returned, LANDE will issue a notice of withdrawal from the contract and submit a debt recovery application in court.
220929-572260	€ 70,000.00	On 08.05.2023 LANDE issued a notice of withdrawal from the contract. If no further solution will be found to cover the outstanding amounts, LANDE will submit a debt recovery application in court.
221117-399532	€ 23,000.00	On 09.05.2023 LANDE issued a notice of withdrawal from the contract. Subsequently, LANDE will submit a debt recovery application in court.

We have identified that there are in total four new loans in status *90+ days* between end of Q1 and mid-May. Let's have a look at each loan on case-by-case basis.

Loan ID	Amount	Update
211201-306939	€ 2,500.00	A notice has been issued on 03.05.2023. Outstanding payments must be repaid by 17.05.2023., otherwise the loan in full must be returned by 31.05.2023. If the loan in full will not be returned, LANDE will issue a notice of withdrawal from the contract.
221010-210112	€ 33,600.00	The borrower has promised to repay the outstanding amount numerous times but has failed. LANDE has initiated hard collection and submitted a notice of withdrawal from the contract, which subsequently will lead to court proceedings.
221114-553479	€ 23,400.00	The borrower has not responded to our emails or phone calls. LANDE has initiated hard collection and submitted a notice of withdrawal from the contract, which subsequently will lead to court proceedings.
221206-778331	€ 32,200.00	The borrower has promised to repay the outstanding amount numerous times but has failed. LANDE has initiated hard collection and submitted a notice of withdrawal from the contract, which subsequently will lead to court proceedings.

Loan update in status Default

Lastly, loans listed below are in status Default and usually this process may take up to several months until we hear the final judgement from court. In the meantime, we continue to work on preparing additional documents per court's request, remain available for each client to address their needs or questions and other requirements on case-by-case basis.

Loan ID	Amount	Update
210813-379973	€ 33,500.00	The borrower has contacted LANDE and has asked to stop the debt recovery process. The borrower has committed to repay part of the debt and refinance the rest by LANDE. LANDE has requested to provide physical collateral to review the borrower's request.
211113-742192	€ 23,650.00	The next court hearing is on 24.05.2023. The borrower has contacted LANDE and has asked to stop the debt recovery process. The borrower has committed to repay part of the debt and refinance the rest by LANDE. LANDE has requested to provide physical collateral to review the borrower's request.
220706-966850	€ 23,500.00	The case file has been submitted in court. Legal proceedings are initiated. The court has requested additional documents, which we have prepared and submitted additionally on 08.05.2023. We will provide investors more information when we hear back from the court.

Summary

Looking back at Q1 and the period leading up to mid-May, we identify that no significant increase in late loans has been detected, we see an overall decrease for loans in status *5-15 days* from 9.68% to only 3.13%. A delinquency rate of around 3% indicates that most loans in the portfolio are being repaid on time, which generally is a positive indicator of the overall portfolio's health and signifies a low level of risk.

