

Earnings Call  
Presentation  
3M 2022

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# Presenting



## Tarmo Sild

Chief Executive Officer

- Co-founder of luteCredit
- After graduating high school with gold medal in 1994, tossed the coin, whether to study economics or law. Tarmo holds a Master's degree with distinction in Law from Vrije Universiteit Brussels while BA degree was obtained in University of Tartu after one year of studies in University of Helsinki.
- Tarmo started his professional career as attorney in 1999 and was founding partner and manager of LEXTAL Law Firm until 2010
- Co-founded luteCredit with Allar Niinepuu in 2008, after a late-night discussion with an inspirational Estonian banker



## Lilian Guzun (Guest Presenter)

CEO of luteCredit Moldova

- Joined lute in 2019
- More than 20 years of experience in leading Financial, FinTech, Telco and audit consultancy companies.
- Lilian holds a Master's degree in Finances from Moldovan Business School as well as a Diploma of Graduation from Stonier Graduate School of Banking, University of Pennsylvania.



## Kristel Kurvits

Chief Financial Officer

- Kristel has been building luteCredit since 2017
- Kristel holds a Master's degree in Financial Management from Estonian Business School
- Since 2000 she has served as Chief Financial Officer for MTÜ Estonian Banking Association
- Has performed as chief accountant of Ektornet Land Estonia OÜ, the SPV of Swedbank Group to deal with the high risk exposures in 2008 financial crisis) and financial reporting of the group companies
- Kristel started her professional career at Hansa Leasing Inkasso OÜ (part of Hansapanga Group)

# Group Highlights

without effects of bank acquisition

## Total Customer Pool



**~850,000+**  
23.7% vs. YE21

## Net Loan Portfolio



**108.0 EURm**  
+2.5% vs. YE21

## Total Income



**15.9 EURm**  
+14.4% vs. 3M21

## Adj. EBITDA



**6.2 EURm**  
+21.6% vs. 3M21

## Customer Performance Index (CPI)



**91.0%**  
vs. 87.9% YE21

## NPLs in Net Portfolio



**11.2%**  
vs. 13.1% YE21

- Profit on growth in every country, digitalization in every country, acquisition of first bank
- Acquisition of controlling stake in Moldovan Energbank with twofold potential for additional revenue streams with wallet (payments) services and growth of loan portfolio without increased FX exposure
- Increasing use of the digital customer journey with Mylute app being downloaded by 245 thousand customers (YE21: 181 thousand customers)
- Ongoing investment into New Core IT platform for management of customer experience and integrated loans and wallet service value streams
- Rollout of 63 cardless ATMs to date cuts intermediaries and reduces need for plastic cards and cuts plastic waste
- Loan payouts increased 27.9% to 41.7 million EUR (3M21: 32.6 million EUR)

# Operational Footprint

without effects of bank acquisition



## Bosnia and Herzegovina

- Launch: May 2019
- Loans issued 3M22: 1.3 EURm
- Net loan portfolio Q1/22: 3.0 EURm
- Total income 3M22: 0.5 EURm
- EBITDA 3M22: -0.2 EURm
- Impairments 3M22: 0.8 EURm



## Moldova

- Launch: August 2008
- Loans issued 3M22: 15.1 EURm
- Net loan portfolio Q1/22: 39.7 EURm
- Total income 3M22: 5.9 EURm
- EBITDA 3M22: 3.4 EURm
- Impairments 3M22: 5.3 EURm



## Albania

- Launch: April 2015
- Loans issued 3M22: 17.0 EURm
- Net loan portfolio Q1/22: 43.7 EURm
- Total income 3M22: 6.4 EURm
- EBITDA 3M22: 3.9 EURm
- Impairments 3M22: 4.4 EURm



## Bulgaria

- Launch: June 2021
- Loans issued 3M22: 1.3 EURm
- Net loan portfolio Q1/22: 1.6 EURm
- Total income 3M22: 0.2 EURm
- EBITDA 3M22: -0.4 EURm
- Impairments 3M22: 0.5 EURm



## North Macedonia

- Launch: September 2017
- Loans issued 3M22: 7.1 EURm
- Net loan portfolio Q1/22: 20.4 EURm
- Total income 3M22: 3.0 EURm
- EBITDA 3M22: 1.5 EURm
- Impairments 3M22: 3.4m EURm



## New Countries

- Get additional access to at least 20 million people markets before 2023

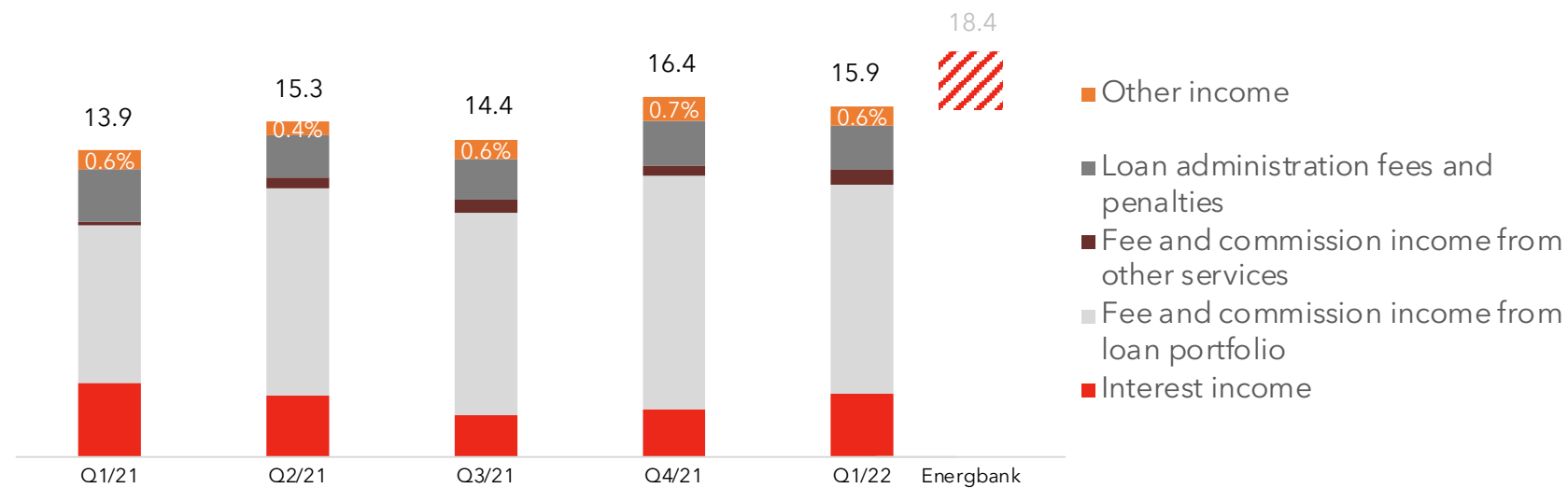


# Operating Highlights

without effects of bank acquisition

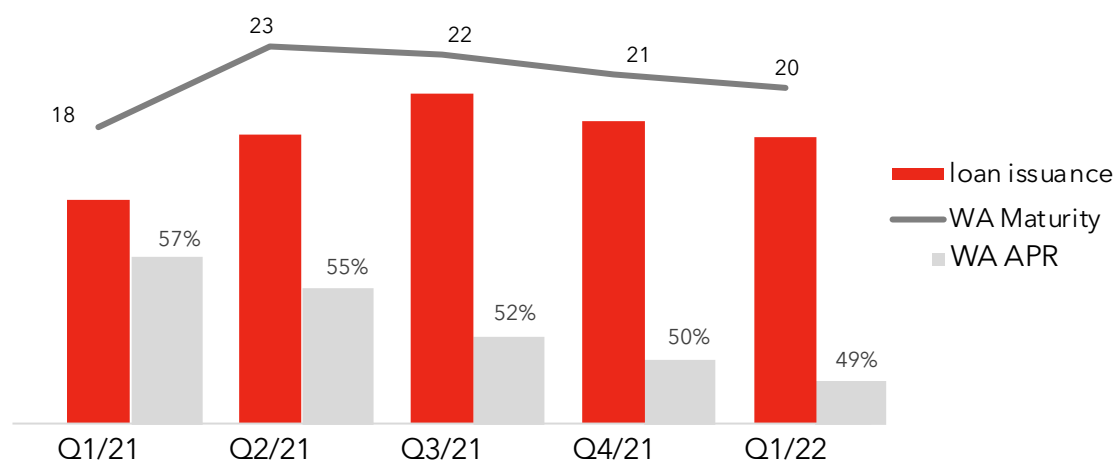


Total income (EURm)

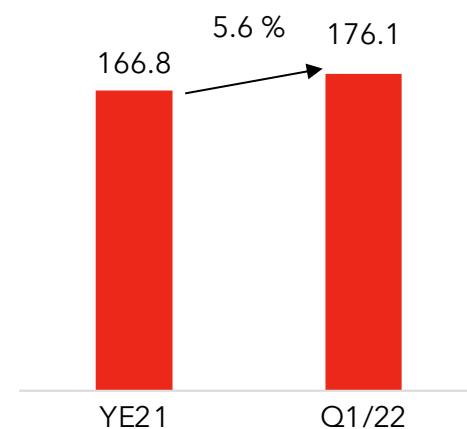


- Total income up 14.4% to 15.9 EURm in 3M22 with minor effect from sale of defaulted portfolio of 0.2 EURm
- Loan payout increase of 27.9% translating to total asset expansion to 176.1 EURm
- WA APR of new loan issuances gradually decreased to 49% with loan maturity stable at 20 months
- Mylute App downloaded by more than 245,000 customers as of Q1/22
- Acquisition of controlling stake in Moldovan Energbank with twofold potential for additional revenue streams with wallet (payments) services and growth of loan portfolio without increased FX exposure

Loans issued (EURm)



Total assets (EURm)



# Energbank at a Glance

- Energbank SA is established as a universal commercial bank and is listed on the Moldova Stock Exchange (ISIN: MD14ENER1001)
- It has been operating in the financial market of the Republic of Moldova for 25 years
- During this period, the bank has become one of the best mid-sized financial institutions in the country, with total assets of 2.97 billion leu (148 EURm) as of YE21
- With its extensive network of 45 branches and agencies, the bank provides a full range of services dedicated mostly to individuals and small and medium-sized businesses, offering financial services across the country
- In January 2022, luteCredit bought the first 9.976% of the Energbank's shares. In March 2022, luteCredit further increased its share in the bank up to 82.62% and in April 2022 to 94.58%. luteCredit can exercise full operational control over the bank after the new Management and Supervisory Board will be approved
- luteCredit intends to focus on the transformation of the bank into a modern and efficient financial institution, aligning it with luteCredit standards, digitalization of the bank's services and products for retail customers and SMEs

Energbank financials in EURm	FY21	3M22
Revenue	11.2	3.7
EBITDA	4.6	1.8
EBT	2.9	1.3
Net profit	2.6	1.2
Equity	34.1	43.0
Total asset	147.7	151.2

## Products and Services

Energbank SA is engaged in financial service activities and monetary intermediation. It provides products and services to:

### Individual clients:

- loans, including consumer and mortgage loans;
- credit and debit cards;
- deposits;
- current and saving accounts;
- money transfers (Money Gram);
- currency exchange;
- online banking
- wallet

### Small and medium enterprises and corporate clients:

- loans;
- deposits;
- debit and credit cards;
- current and saving accounts;
- money transfer;
- online banking



# Loan Repayment Behaviour

without effects of bank acquisition

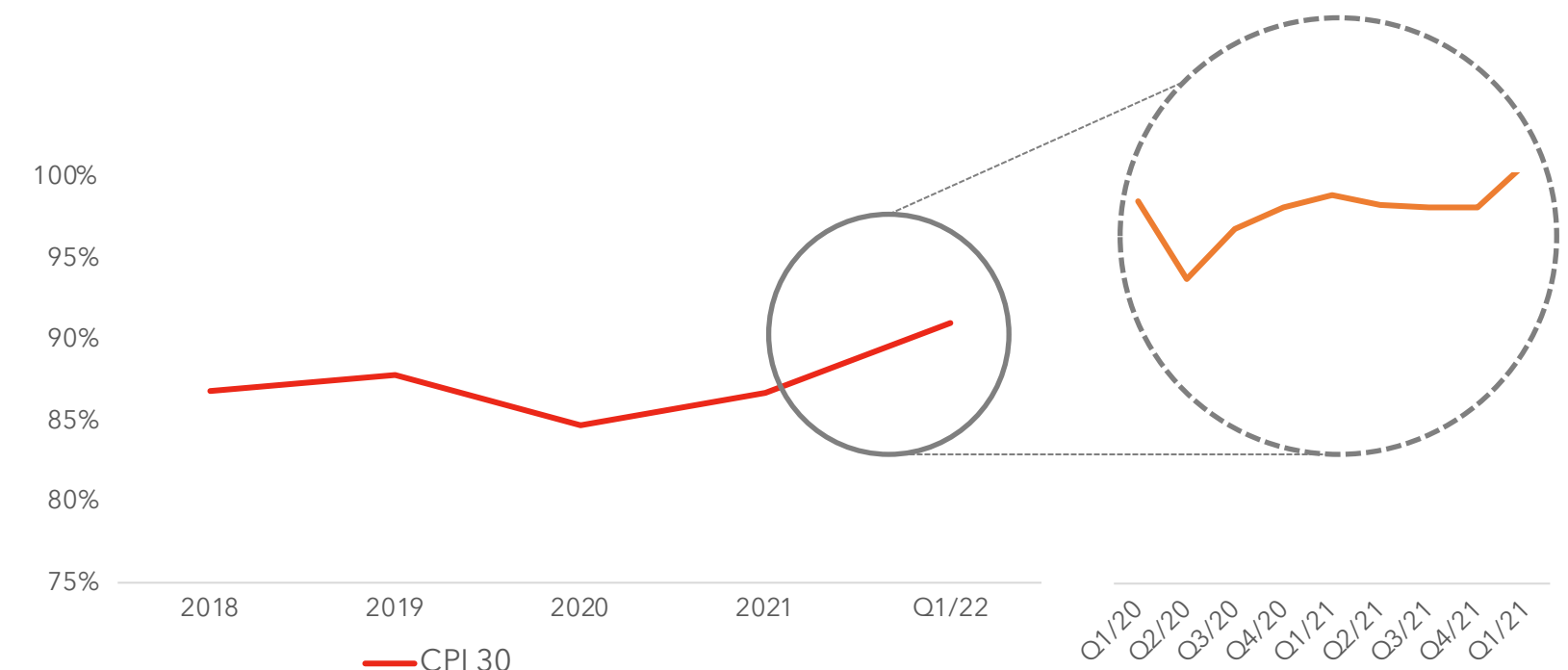
## Customer Performance Index

- **Customer Performance Index (CPI)** is a unique index developed by luteCredit:

$$\text{CPI} = \frac{\text{Actual Monthly Repayments}}{\text{Expected Monthly Repayments}}$$

- CPI measures customers' actual repayments against the expected repayments, according to the repayment schedules of their loan agreements, within a tolerance period for repayment delays. We consider it superior to NPL's as measurement tool.
- CPI is a cashflow-centric indicator that avoids illusions from evergreening or inadequate provisioning. Repayment with maximum 30 days of delay (CPI 30) is considered normal. luteCredit declares a loan defaulted (and recognizes it as NPL) when repayment is delayed for more than 50 days (DPD+50).

## Evolution of Customer Performance Index (CPI 30)



- As of Q1/22, luteCredit reached a CPI30 ratio of 91.0% as the weighted average across products and markets
- Loan portfolio performance mostly attributable to objectives to raise the average loan amount and period as well as implementation of completely new technological solution for loan generation and credit risk management in North Macedonia



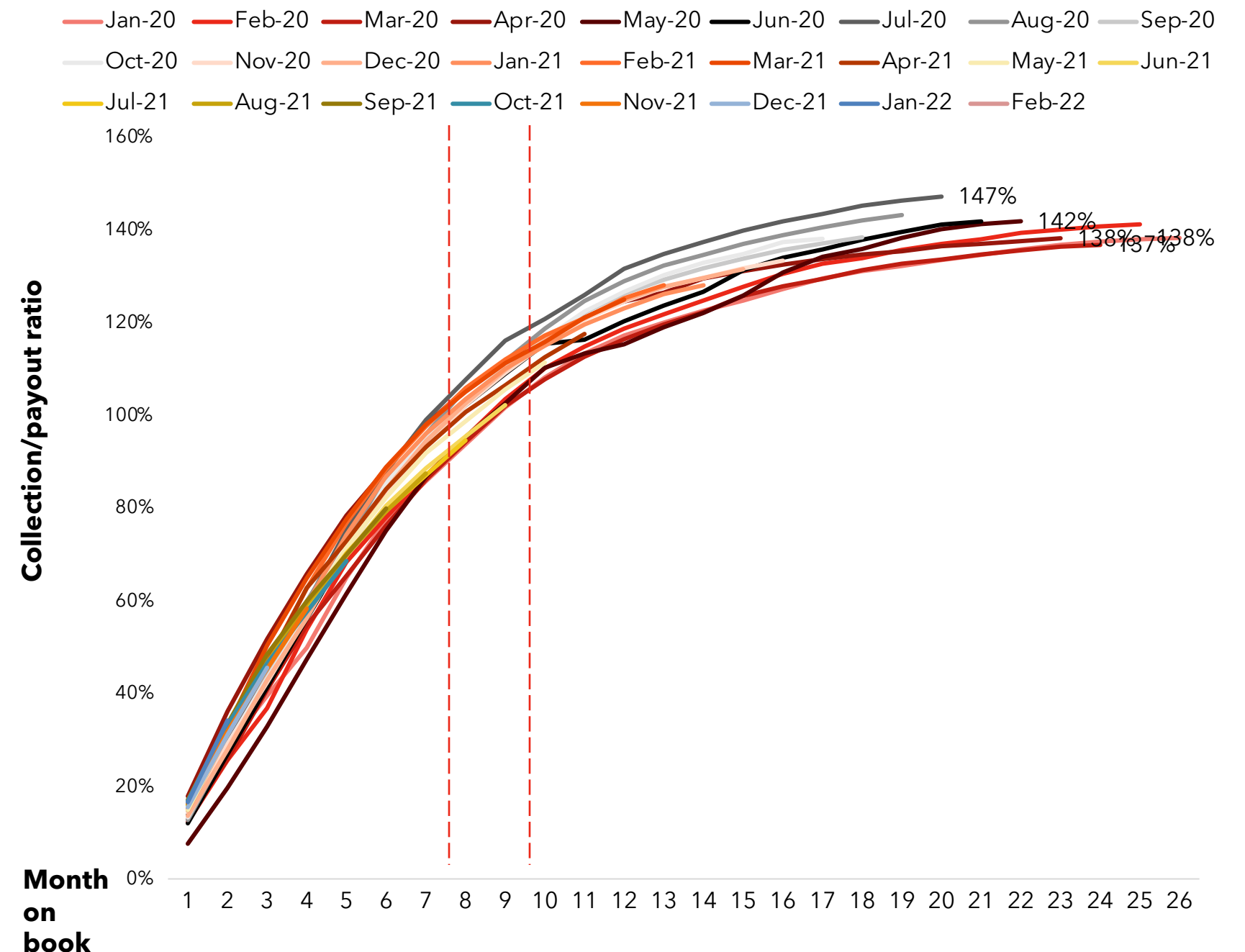
# Repayment dynamics

without effects of bank acquisition



- The chart indicates luteCredit's loan repayment performance over time by showing the aggregate repayments of different monthly loan issuance cohorts (vintages), as measured in % of the original paid out loan amount (100%).
- January 2020 to June 2020 vintages demonstrate a relatively **complete loan cycle**, whereas June 2020 to February 2022 vintages include loans which full maturity has not yet arrived.
- Most of the loan cohorts can recover their paid-out principal by 7 to 9 months from the moment of paying out, which is **significantly shorter** than the average loan maturity of 18 months, indicating luteCredit's **excellence in loan repayments efficiency**.
- By the end of loans lifecycle, luteCredit can receive about ~138% of the paid-out amount which represents the **money earned from customers in addition to principal repayment**.

## Vintage Performance



# Defaulted Performance Index without effects of bank acquisition

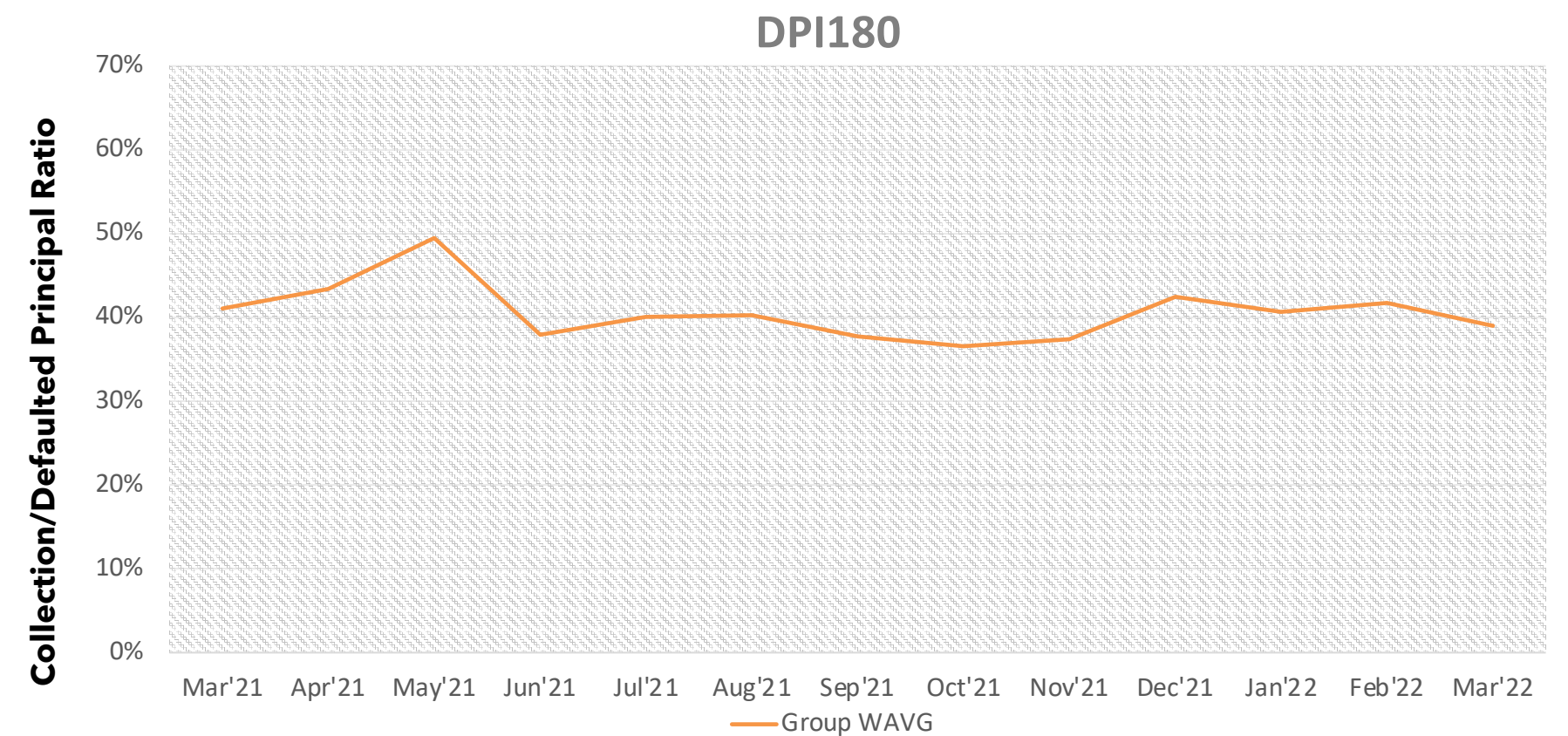
## Defaulted Performance Index (DPI)

- **Defaulted Performance Index (DPI)** is another index that is used by luteCredit:

- $$\text{DPI} = \frac{\text{Actual Repayments after Termination}}{\text{Principal Debt at Termination}}$$

- DPI measures the **actual collected amount** from defaulted customers against the **principal debt amount at termination** of loan agreements.
- luteCredit has always been focusing on **debt collection** as integrated but autonomous part of the business with its own KPIs, processes, and team.
- As can be seen in the chart, on average, we can expect ~40% recovery of the defaulted principal within 180 days from termination of the loan agreement. This is achieved by applying out-of-court debt collection procedures through lute's own internal debt handling team, as well as through debt collection service outsourced to external cooperation partners.
- We have occasionally had the chance to sell part of our debt portfolio within 180 days after termination, which explains also the peak result in May 2021.

## Defaulted Loan Collection<sup>1)</sup>

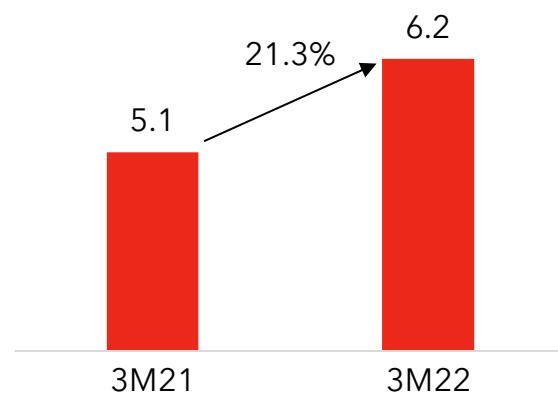


# Financial Highlights

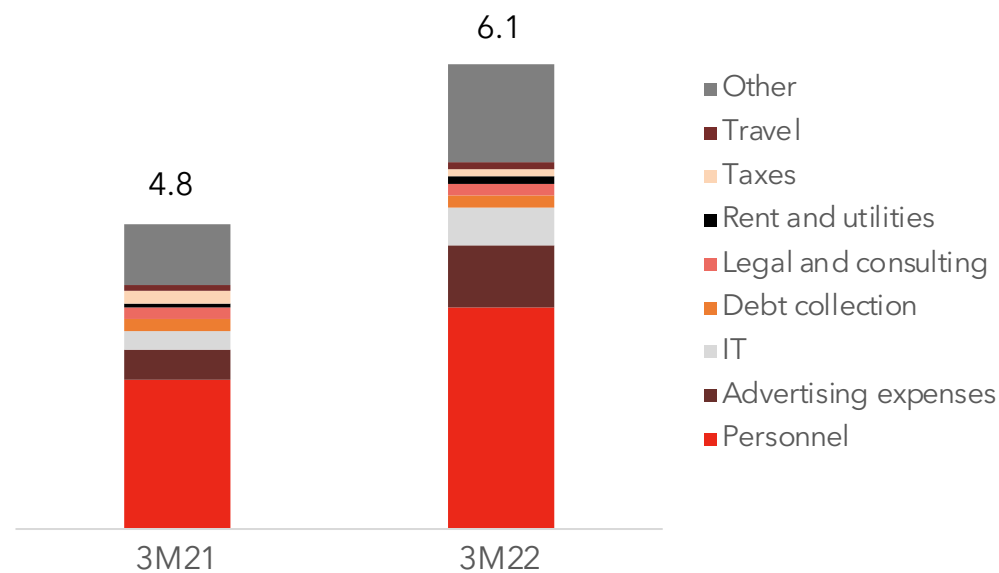
without effects of bank acquisition



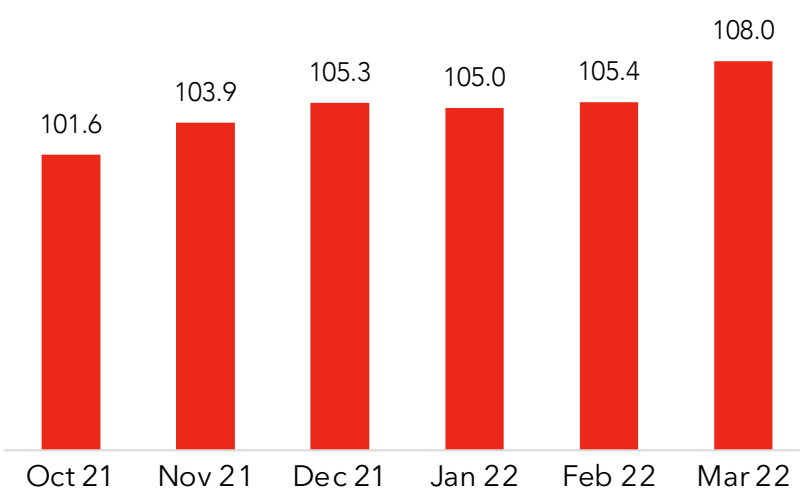
Adj. EBITDA (EURm)



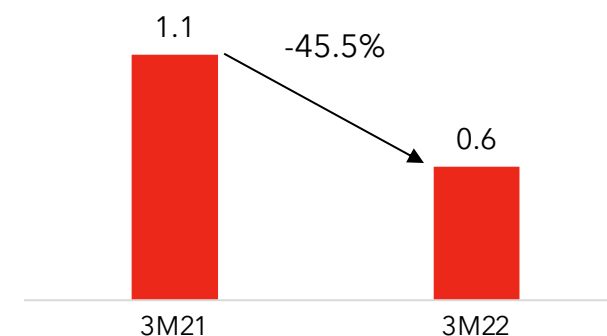
Operating Expenses Breakdown (EURm)



Net loan portfolio (EURm)



Net profit (EURm)

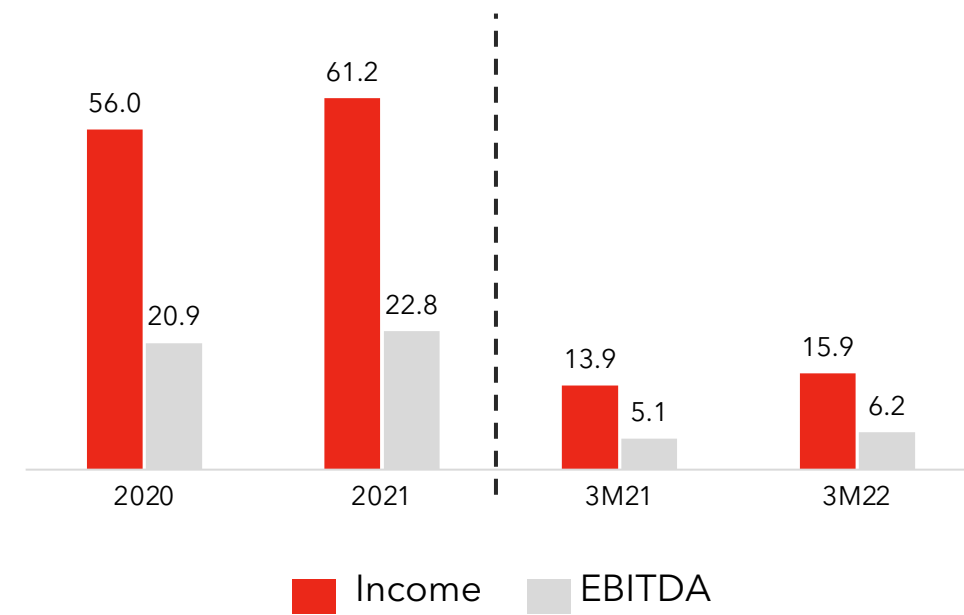


- EBITDA adjusted for FX/revaluations increased 21.3% to 6.2 EURm, benefitting from interest income growth
- Starting from FY22, accrued interests no longer recognized on defaulted loans with negative impact of 1.0 EURm even despite lower allowances
- Operating expenses driven by recovering business activities as well as advertising expenses (+99%) and IT (+92%), in particular, implementation of new Core System. Other operating expenses (+46%) related to Energbank acquisition
- Net loan portfolio sustainably growing 2.5% to 108.0 EURm driven by new customers and returning customers as well as improved repayments
- Net profit at 0.6 EURm in 3M22 affected by investment activities plus higher depreciation and higher interest costs
- Strong capitalization ratio of 33.3% and interest coverage ratio of 1.6 (LTM)

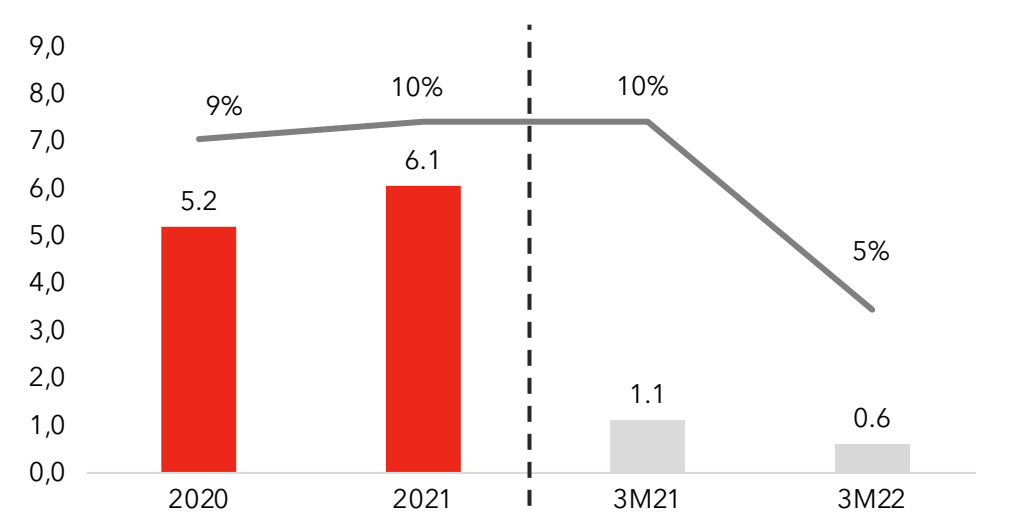
# Financial Ratios

without effects of bank acquisition

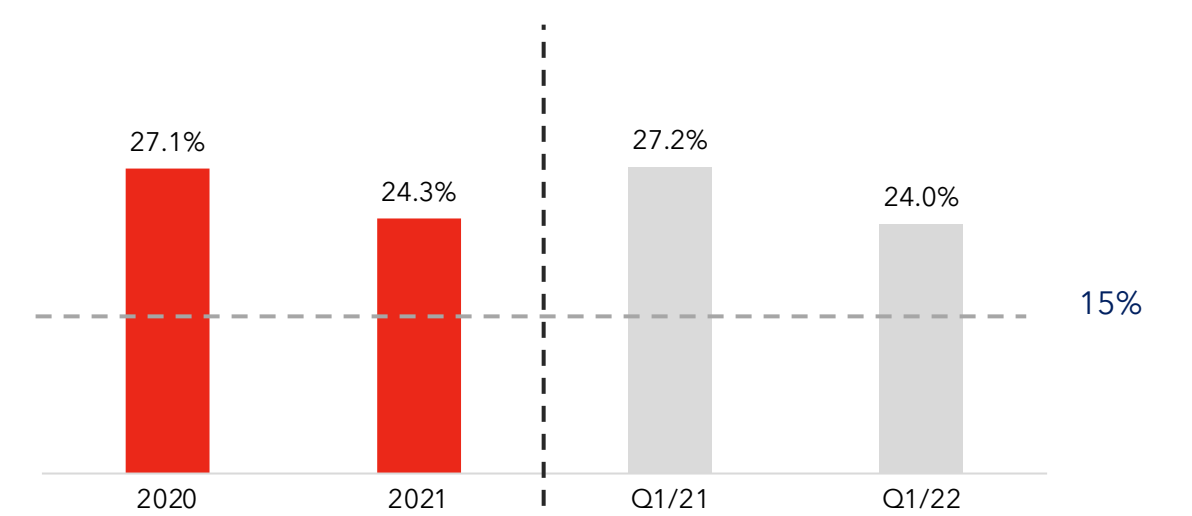
Income & Adj. EBITDA<sup>1)</sup> in EURm



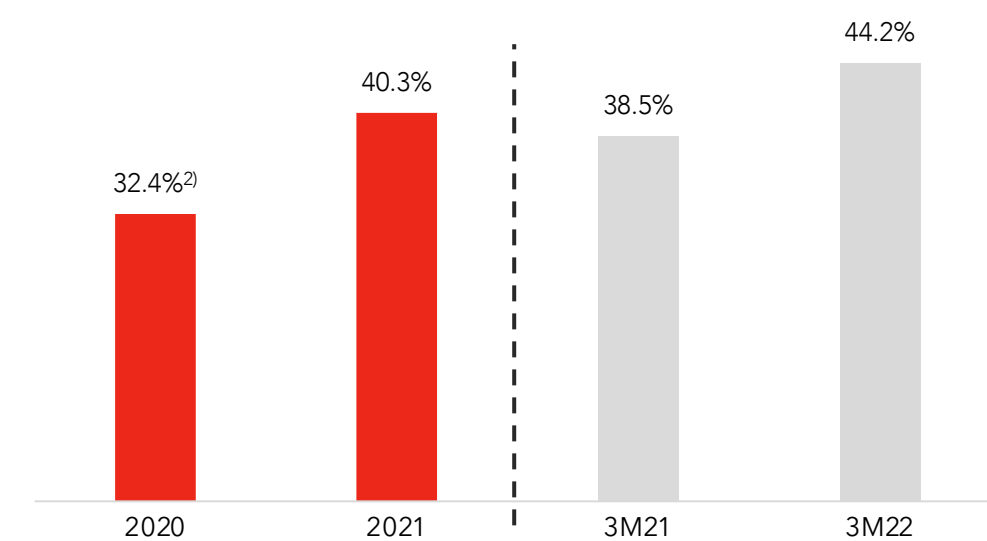
Net profit in EURm & Net profit margin



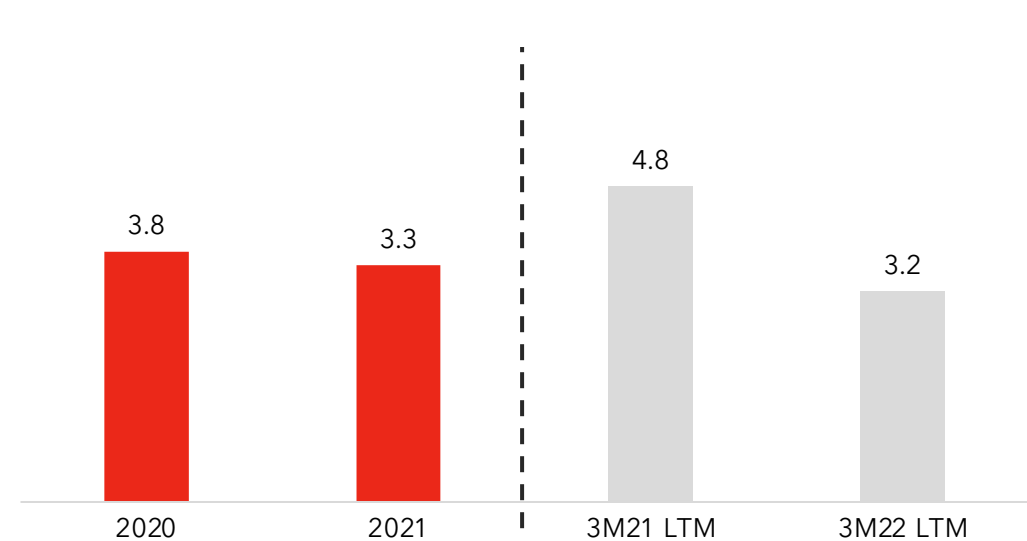
Capitalization ratio



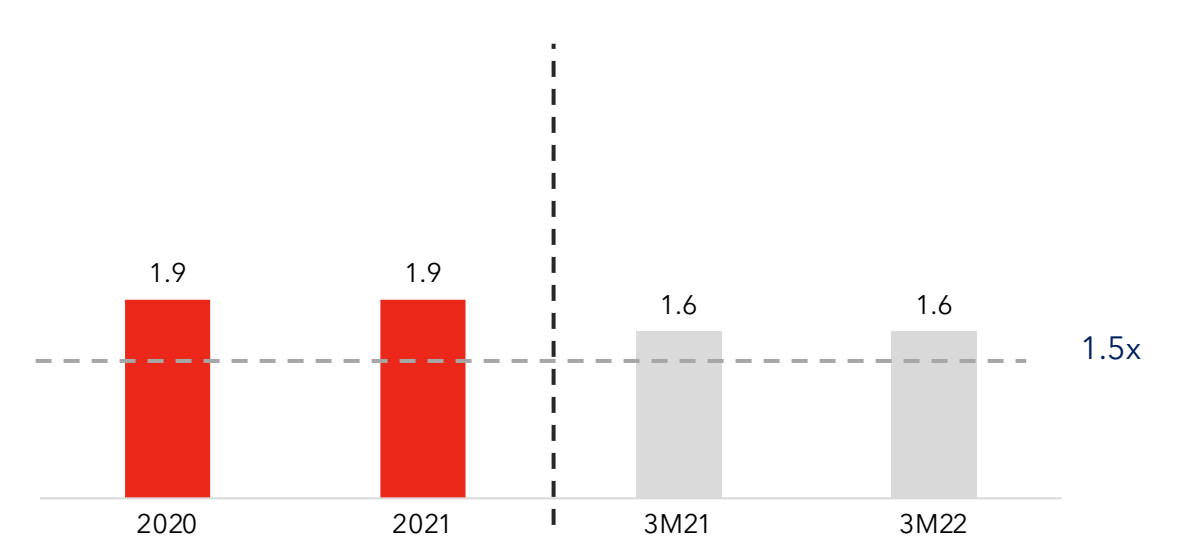
Cost to income ratio



Leverage ratio<sup>1)</sup>



Interest coverage ratio<sup>1)</sup>



1) Adjusted for FX gains/losses and Energbank acquisition  
 2) Adjusted for one-time Kosovo expenses

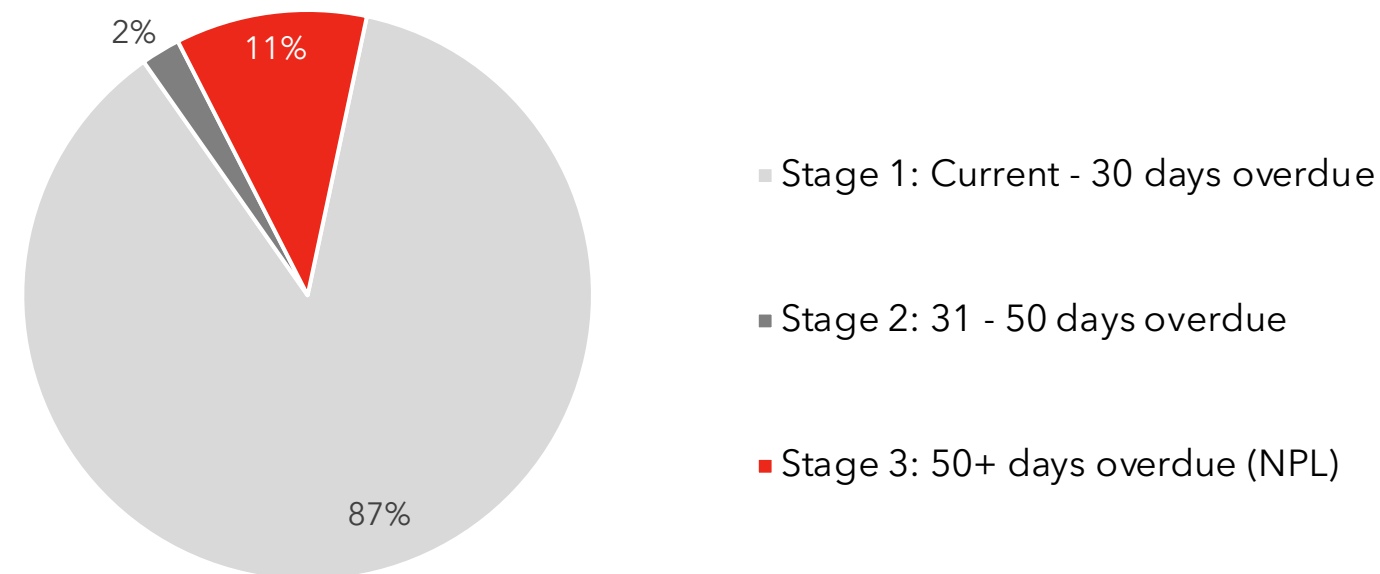


# Loan Asset Quality Analysis

without effects of bank acquisition

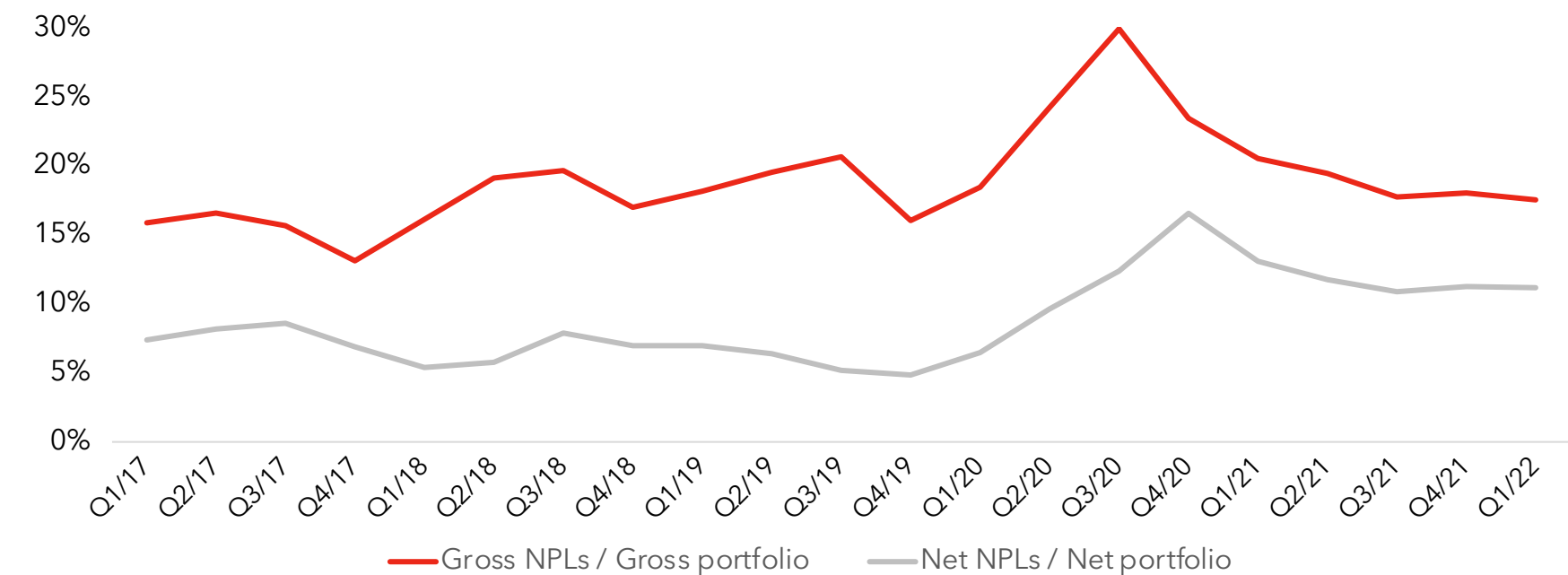


## Net loan portfolio quality analysis (Q1/22)



- luteCredit applies a conservative internal NPL definition
- Loans 50+ DPD recognized as non-performing loans (NPLs)
- luteCredit has always followed the ECL methodology prescribed by IFRS 9
- luteCredit creates and accounts for provisions simultaneously when loans are being issued

## Gross and net NPL (50+ DPD) portfolio



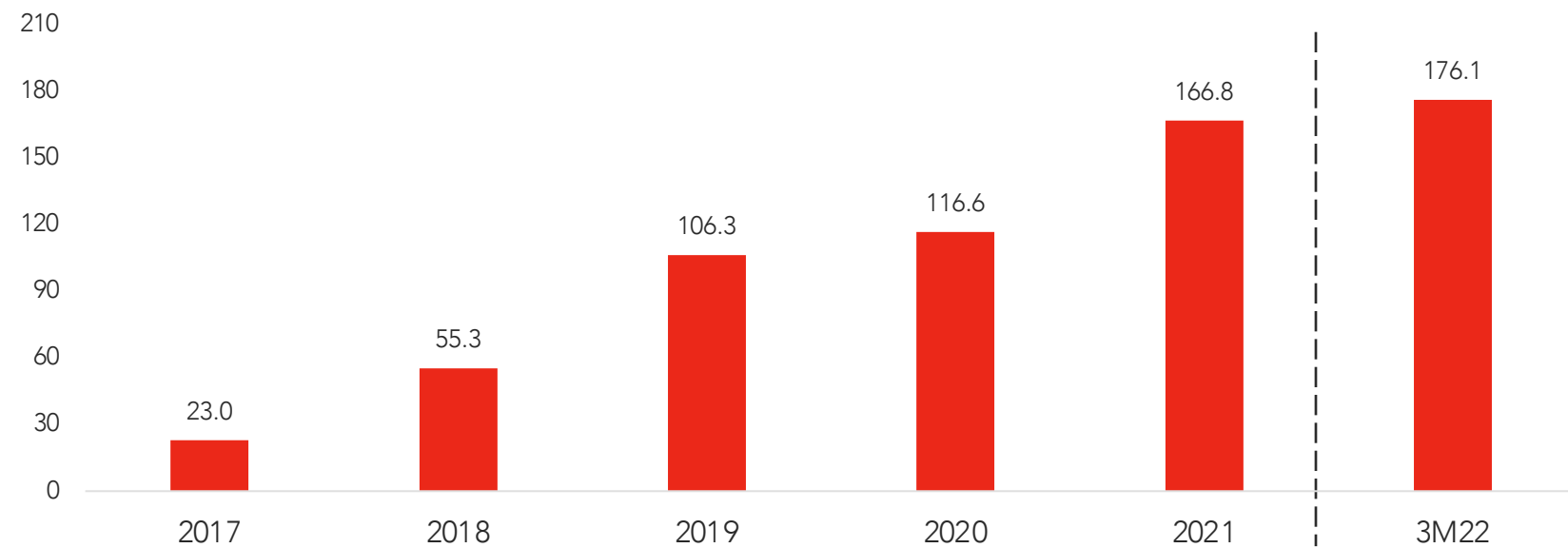
- luteCredit's Gross and Net NPL ratios have been stable during 2016 and 2020, yet was negatively impact by COVID during Q2 and Q3 2020
- Both Gross and NPL ratios declined and recovered towards pre-COVID level
- As of Q1/22, luteCredit's gross NPL stood at 17.6%, net NPL at 11.2%
- The Company's provision coverage ratio resulted in 66.8% as of Q1/22, down from 66.9% at YE21

1) Cost of risk=impairment charge/gross loan portfolio

# Assets & Liabilities

without effects of bank acquisition

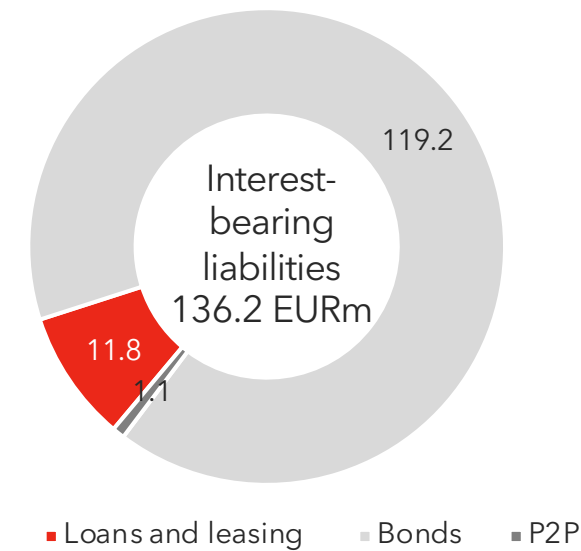
## Assets (EURm)



	2018	2019	2020	2021	Q1/22
<b>Capitalization ratio</b>	23.0%	26.4%	23.4%	27.1%	33.3%

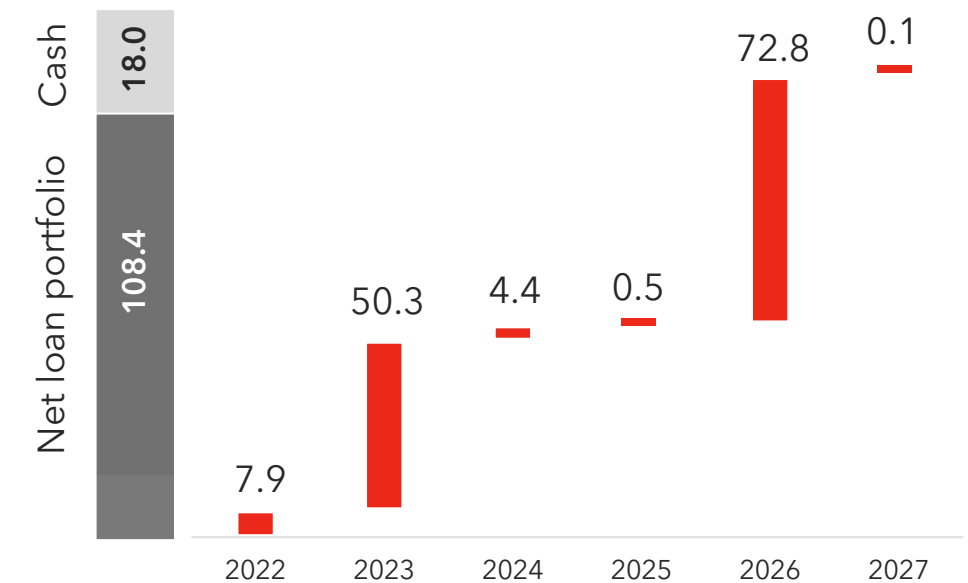
- 72% of total assets consist of net loan portfolio as well as cash and liquid assets as of Q1/22
- Clearly-structured balance sheet
- Healthy capitalization

## Liabilities (EURm)



- Total liabilities stood at 140.0 EURm as of Q1/22 (YE21: 141.2 EURm).
- Loans and borrowings at 136.2 EURm (YE21: 135.7 EURm), accounting for 97.2% of all liabilities (YE21: 96.1%)
- Bonds accounting for majority of borrowings (88%), followed by loans and leasing (9%)

## Liability maturities (EURm)



# Strategic Roadmap 2023

## Roll-out and continuous improvement of technology

- Loan Engine
- Task Management
- Customer Management
- Data Analytics and Reporting
- **Core Banking System**

## Roll-out and continuous extension of services

- **Mobile App**
- Online Identity Verification and Digital Signature
- **Digital Wallet**
- ATM network

## Expansion into banking and countries

- Entry into new countries 2022-2023 with IuteCredit total access to more than 50 million people
- **Acquisitions** or set-ups from scratch

Skills

Services

Growth



1 million performing customers



1 EUR billion balance sheet



20% Profit margin

# Environmental, Social & Governance



## Environmental

- Mylute app saves customers from unnecessary travel to the branch or agent, with ecological footprint of about **120,000 less travels per quarter**, translating to **at least 480,000 less travel kilometres per month**
- Avoid usage of paper and promotion of online and non-paper interaction channels with the customers, **~125,000 pages of paper are saved per month**, equals to 15 big trees
- Digital revolution on the Balkan markets by piloting cardless ATMs, thereby diminishing the need for plastic cards and **reducing possible plastic waste**
- All offices have **paper collection boxes** for the purpose of recycling; bathrooms have air hand-dryers
- Usage of LED lamps as illumination and reduction of plastic waste
- **Eco-friendly packaging** for business lunch deliveries



## Social

- **Responsible lending** with full transparency, clear pricing and no hidden costs
- Offer clients in **underbanked markets** financing for their daily basic needs as well as for improvement of their lifestyle
- **Support several education campaigns** to increase the financial literacy; donated hospitals and sponsored sport clubs
- 100,000 lei (ca 5000 EUR) was **donated to the Republican Clinical Hospital "Timofei Moşneaga"** in Moldova
- #Granny\_Stay\_Home campaign launched to **bring food home to the elderly** in Moldova
- **Medical equipment donated** to Tirana Hospital and **food packages distributed** to families and pensioners in need in Albania
- **Over 100 medical suits and high-quality protection masks donated** to the public clinics in Macedonia

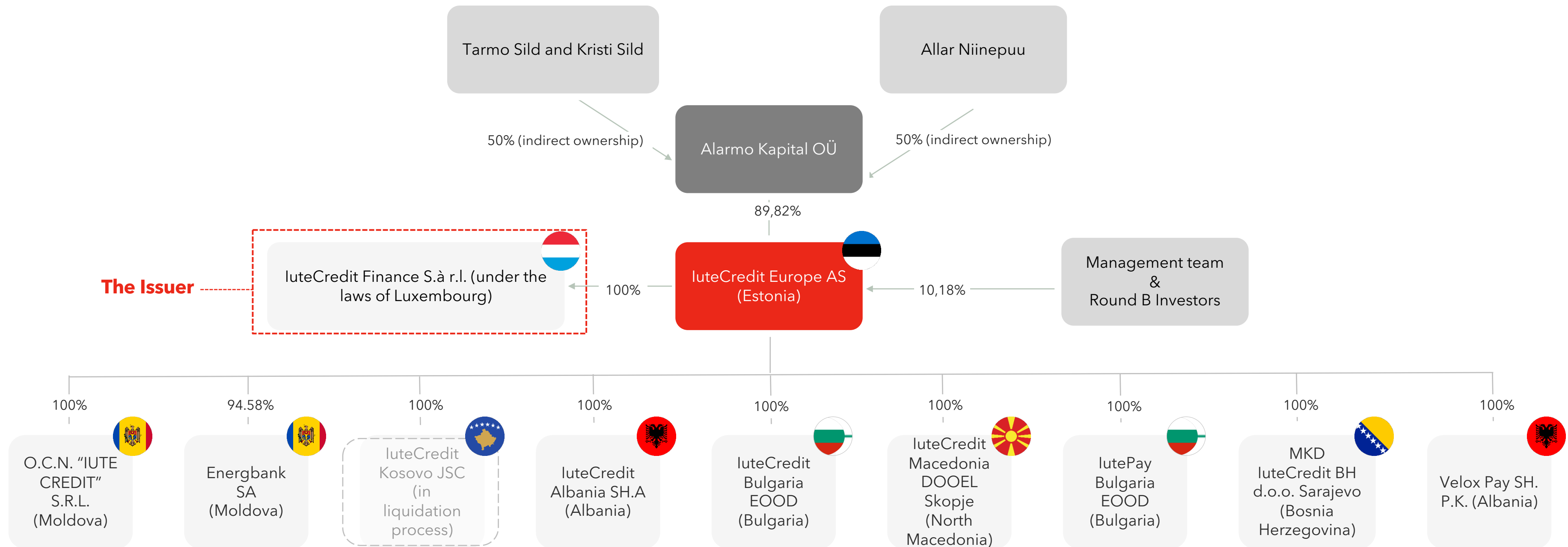


## Governance

- **Non-discrimination policy** and inclusion policy fully implemented on all Group companies
- Well balanced **gender diversity** among the group
- Offer its employees work and self-improvement opportunities as further education, team trainings and attractive bonuses
- **Health and safety** of employees as priority
- luteCredit is the first company from Estonia listed in the General Standard of the Frankfurt Stock Exchange



# Group Legal Structure



# Thank you for your attention!

## **IuteCredit Group**

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# Consolidated Income Statement

in EURm	2019	2020	2021	3M21	3M22
Interest and commission fee income	47.0 (92.5%)	44.5 (79.4%)	48.3 (78.9%)	10.7 (76.8%)	15.7 (85.1%)
Loan administration fees and penalties	3.5 (6.9%)	8.4 (15.0%)	8.2 (13.4%)	2.4 (17.1%)	2.0 (10.8%)
Other income	0.3 (0.5%)	3.1 (5.6%)	4.7 (7.6%)	0.9 (6.1%)	0.8 (4.1%)
<b>Total Income</b>	<b>50.8</b> <b>(100.0%)</b>	<b>56.0</b> <b>(100%)</b>	<b>61.2</b> <b>(100%)</b>	<b>13.9</b> <b>(100%)</b>	<b>18.4</b> <b>(100%)</b>
Interest expense	(9.0) (17.7%)	(11.0) (19.6%)	(14.4) (23.5%)	(3.2) (23.0%)	(4.5) (24.2%)
Allowances for loan impairment	(11.0) (21.5%)	(18.8) (33.5%)	(16.3) (26.7%)	(4.1) (29.3%)	(3.6) (19.7%)
<b>Net operating income</b>	<b>30.9</b> <b>(60.8%)</b>	<b>26.3</b> <b>(46.9%)</b>	<b>30.5</b> <b>(49.8%)</b>	<b>6.7</b> <b>(47.7%)</b>	<b>10.3</b> <b>(56.1%)</b>
Salaries and other personnel expenses	(6.3) (12.4%)	(8.1) (14.4%)	(8.9) (14.6%)	(2.3) (16.7%)	(3.5) (18.8%)
Other operating expenses	(14.2) (28.0%)	(8.3) (14.8%)	(13.1) (21.4%)	(2.4) (17.4%)	(3.8) (20.6%)
Depreciation/amortization charge	(1.2) (2.4%)	(1.7) (3.1%)	(2.6) (4.3%)	(0.6) (4.4%)	(1.1) (5.8%)
Financial assets measured at fair value gains/losses	1.0 (1.9%)	-	0.8 (1.4%)	0.0 (0.0%)	0.0 (0.0%)
Net income from financial investments	-	-	-	<b>0.0</b> <b>(0.0%)</b>	<b>10.6</b> <b>(57.3%)</b>
Foreign exchange gains/losses	0.4 (0.7%)	(2.0) (3.5%)	1.2 (3.3%)	(0.2) (1.3%)	(0.2) (1.0%)
<b>Profit or loss before taxes</b>	<b>10.5</b> <b>(20.6%)</b>	<b>6.2</b> <b>(11.0%)</b>	<b>7.9</b> <b>(12.9%)</b>	<b>1.1</b> <b>(7.9%)</b>	<b>12.4</b> <b>(67.1%)</b>
Income tax	(2.1) (4.1%)	(0.9) (1.7%)	(1.8) (3.0%)	0.0 (0.2%)	(0.2) (1.0%)
<b>Net profit for the year/period</b>	<b>8.4</b> <b>(16.5%)</b>	<b>5.2</b> <b>(9.4%)</b>	<b>6.1</b> <b>(9.9%)</b>	<b>1.1</b> <b>(7.7%)</b>	<b>12.2</b> <b>(66.1%)</b>
Other comprehensive income	(0.3) (0.6%)	(1.8) (3.1%)	1.2 (1.9%)	(0.1) (0.4%)	(0.7) (3.9%)
<b>Total comprehensive income for the year/period</b>	<b>8.1</b> <b>(15.9%)</b>	<b>3.5</b> <b>(6.2%)</b>	<b>7.2</b> <b>(11.8%)</b>	<b>1.0</b> <b>(7.3%)</b>	<b>11.5</b> <b>(62.2%)</b>

# Consolidated Balance Sheet



in EURm	2019	2020	2021	Q1/22
<b>Assets</b>				
Cash and bank accounts	6.7	19.5	46.2	70.6
Loans to customers	79.0	79.2	105.4	155.5
Prepayments	0.9	1.3	0.6	1.6
Other assets	2.5	2.7	3.1	5.3
Other financial investments	9.9	7.2	2.8	49.6
Property, plant and equipment	1.0	1.0	1.1	7.1
Right-of-use assets	2.9	2.1	1.6	1.7
Intangible assets	3.3	3.7	5.9	6.8
<b>Total assets</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>298.2</b>
<b>Liabilities and equity</b>				
<b>Liabilities</b>				
Loans and borrowings	84.1	91.4	135.7	240.3
Other liabilities	3.7	3.7	5.5	7.8
<b>Total liabilities</b>	<b>87.7</b>	<b>95.1</b>	<b>141.2</b>	<b>248.2</b>
<b>Equity</b>				
Minority share	-	-	0	5.8
Share capital	10.0	10.0	10.0	10
Legal reserve	0.4	0.5	0.8	0.8
Revaluation reserve				0.8
Unrealized foreign exchange differences	0.1	(1.7)	(0.5)	-1.2
Retained earnings	8.0	12.6	15.3	33.8
<b>Total equity</b>	<b>18.5</b>	<b>21.5</b>	<b>25.6</b>	<b>50.0</b>
<b>Total equity and liabilities</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>298.2</b>



# Consolidated Statement of Cash Flow



in EURm	2019	2020	2021	3M21	3M22	in EURm	2019	2020	2021	3M21	3M22
<b>Operating activities</b>						<b>Financing activities</b>					
Prepayments to partners for issuance of loans	(11.3)	(11.4)	(25.9)	(4.0)	(6.3)	Loans received from investors	85.0	51.4	113.2	9.5	1.3
Received pre- and overpayments from customers	12.8	36.2	33.4	8.7	10.9	Repaid loans to investors	(48.5)	(42.3)	(74.3)	(10.4)	(1.1)
Paid trade payables	(10.7)	(12.3)	(18.2)	(4.4)	(6.7)	Change in overdraft	4.2	(5.2)	-	-	-
Received debts from buyers and received other claims	0.8	0.9	2.4	0.1	0.5	Principal payments of lease contracts	(0.9)	(0.9)	(1.0)	(0.2)	(0.3)
Received from collection companies	13.0	22.6	27.8	5.6	7.6	Paid interests	(5.2)	(8.0)	(8.9)	(4.0)	(3.7)
Paid net salaries	(4.5)	(5.3)	(6.7)	(1.6)	(2.3)	Paid dividends	(2.2)	(0.5)	(3.2)	(0.5)	0.0
Paid tax liabilities, exc. CIT	(2.9)	(3.0)	(4.9)	(1.3)	(1.9)	Capital increase	-	-	-	-	-
Corporate income tax paid (CIT)	(3.3)	(1.9)	(1.4)	(0.5)	(0.7)	Grants received	0.0	-	-	-	-
Paid out to customers	(76.2)	(47.4)	(67.6)	(15.6)	(55.7)	Payments for other financing activities	-	(0.0)	0.0	0.0	0.0
Paid out loans to customers related to MC	(0.1)	-	-	-	-	Receipts from other financing activities	-	0.0	0.0	0.0	0.0
Change in MasterCard (MC) settlement account	(1.4)	(8.2)	(17.2)	(3.6)	(3.0)	<b>Net cash flows from financing activities</b>	<b>32.4</b>	<b>(5.4)</b>	<b>(25.8)</b>	<b>(5.5)</b>	<b>(3.8)</b>
Principal repayments from customers	40.3	29.4	41.6	7.7	34.2	<b>Cash and cash equivalents at the beginning of the period</b>	2.6	6.7	19.5	<b>19.5</b>	<b>46.3</b>
Loan principal repayments from customers related to MC	0.5	4.5	12.6	2.4	4.7	Change in cash and cash equivalents	4.0	13.2	26.7	<b>(4.0)</b>	<b>24.5</b>
Interest, commission and other fees	17.4	15.0	21.1	4.5	8.1	Net foreign exchange difference	0.0	(0.5)	0.1	<b>0.0</b>	<b>(0.2)</b>
<b>Net cash flows from operating activities</b>	<b>(25.6)</b>	<b>18.9</b>	<b>(3.1)</b>	<b>(2.0)</b>	<b>(10.5)</b>	<b>Cash and cash equivalents at the end of the period</b>	<b>6.7</b>	<b>19.5</b>	<b>46.3</b>	<b>15.5</b>	<b>70.6</b>
<b>Investing activities</b>											
Purchase of fixed assets	(0.8)	0.5	(1.9)	(0.1)	(1.0)						
Net cash flow from acquisition of subsidiaries	(0.2)	-	-	-	-						
Received from the sale of subsidiaries	0.2	-	-	-	-						
Payments for other financial investments	(1.8)	(7.3)	(0.0)	(0.2)	(22.3)						
Receipts from other financial investments	-	6.5	5.9	3.7	17.2						
<b>Net cash flows from investing activities</b>	<b>(2.7)</b>	<b>(0.3)</b>	<b>3.9</b>	<b>3.5</b>	<b>38.7</b>						

# IuteCredit

## Income Statement



in EURm	2019	2020	2021	3M21	3M22
Interest and commission fee income	47.0 (92.5%)	44.5 (79.4%)	48.3 (78.9%)	10.7 (76.8%)	13.1 (81.9%)
Loan administration fees and penalties	3.5 (6.9%)	8.4 (15.0%)	8.2 (13.4%)	2.4 (17.1%)	2.0 (12.5%)
Other income	0.3 (0.5%)	3.1 (5.6%)	4.7 (7.6%)	0.9 (6.1%)	0.9 (5.6%)
<b>Total Income</b>	<b>50.8</b> <b>(100.0%)</b>	<b>56.0</b> <b>(100%)</b>	<b>61.2</b> <b>(100%)</b>	<b>13.9</b> <b>(100%)</b>	<b>15.9</b> <b>(100%)</b>
Interest expense	(9.0) (17.7%)	(11.0) (19.6%)	(14.4) (23.5%)	(3.2) (23.0%)	(4.3) (26.7%)
Allowances for loan impairment	(11.0) (21.5%)	(18.8) (33.5%)	(16.3) (26.7%)	(4.1) (29.3%)	(3.7) (23.1%)
<b>Net operating income</b>	<b>30.9</b> <b>(60.8%)</b>	<b>26.3</b> <b>(46.9%)</b>	<b>30.5</b> <b>(49.8%)</b>	<b>6.7</b> <b>(47.7%)</b>	<b>8.0</b> <b>(50.2%)</b>
Salaries and other personnel expenses	(6.3) (12.4%)	(8.1) (14.4%)	(8.9) (14.6%)	(2.3) (16.7%)	(2.6) (16.0%)
Other operating expenses	(14.2) (28.0%)	(8.3) (14.8%)	(13.1) (21.4%)	(2.4) (17.4%)	(3.5) (22.2%)
Depreciation/amortization charge	(1.2) (2.4%)	(1.7) (3.1%)	(2.6) (4.3%)	(0.6) (4.4%)	(1.0) (6.0%)
Financial assets measured at fair value gains/losses	1.0 (1.9%)	-	0.8 (1.4%)	0.0 (0.0%)	0.0 (0.0%)
Net income from financial investments	-	-	-	<b>0.0</b> <b>(0.0%)</b>	<b>10.6</b> <b>(66.2%)</b>
Foreign exchange gains/losses	0.4 (0.7%)	(2.0) (3.5%)	1.2 (3.3%)	(0.2) (1.3%)	(0.2) (1.5%)
<b>Profit or loss before taxes</b>	<b>10.5</b> <b>(20.6%)</b>	<b>6.2</b> <b>(11.0%)</b>	<b>7.9</b> <b>(12.9%)</b>	<b>1.1</b> <b>(7.9%)</b>	<b>11.3</b> <b>(70.8%)</b>
Income tax	(2.1) (4.1%)	(0.9) (1.7%)	(1.8) (3.0%)	0.0 (0.2%)	(0.1) (0.8%)
<b>Net profit for the year/period</b>	<b>8.4</b> <b>(16.5%)</b>	<b>5.2</b> <b>(9.4%)</b>	<b>6.1</b> <b>(9.9%)</b>	<b>1.1</b> <b>(7.7%)</b>	<b>11.2</b> <b>(70.0%)</b>
Other comprehensive income	(0.3) (0.6%)	(1.8) (3.1%)	1.2 (1.9%)	(0.1) (0.4%)	(0.6) (3.7%)
<b>Total comprehensive income for the year/period</b>	<b>8.1</b> <b>(15.9%)</b>	<b>3.5</b> <b>(6.2%)</b>	<b>7.2</b> <b>(11.8%)</b>	<b>1.0</b> <b>(7.3%)</b>	<b>10.6</b> <b>(66.3%)</b>

# IuteCredit Balance Sheet



in EURm	2019	2020	2021	Q1/22
<b>Assets</b>				
Cash and bank accounts	6.7	19.5	46.2	18.0
Loans to customers	79.0	79.2	105.4	108.4
Prepayments	0.9	1.3	0.6	1.2
Other assets	2.5	2.7	3.1	3.8
Other financial investments	9.9	7.2	2.8	35.8
Property, plant and equipment	1.0	1.0	1.1	1.1
Right-of-use assets	2.9	2.1	1.6	1.4
Intangible assets	3.3	3.7	5.9	6.3
<b>Total assets</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>176.1</b>
<b>Liabilities and equity</b>				
<b>Liabilities</b>				
Loans and borrowings	84.1	91.4	135.7	133.9
Other liabilities	3.7	3.7	5.5	7.3
<b>Total liabilities</b>	<b>87.7</b>	<b>95.1</b>	<b>141.2</b>	<b>141.2</b>
<b>Equity</b>				
Share capital	10.0	10.0	10.0	10
Legal reserve	0.4	0.5	0.8	0.8
Unrealized foreign exchange differences	0.1	(1.7)	(0.5)	(1.1)
Retained earnings	8.0	12.6	15.3	26.5
<b>Total equity</b>	<b>18.5</b>	<b>21.5</b>	<b>23.7</b>	<b>36.2</b>
<b>Total equity and liabilities</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>176.1</b>

# Energbank Income Statement



in EURm	3M21	3M22
Interest and commission fee income	2.6 <i>(104.6%)</i>	3.8 <i>(104.0%)</i>
Loan administration fees and penalties	0.0 <i>(0.0%)</i>	0.0 <i>(0.0%)</i>
Other income	(0.1) <i>(4.6%)</i>	(0.1) <i>(4.0%)</i>
<b>Total Income</b>	<b>2.5</b> <b><i>(100%)</i></b>	<b>3.6</b> <b><i>(100%)</i></b>
Interest expense	(0.3) <i>(12.0%)</i>	(0.3) <i>(8.6%)</i>
Allowances for loan impairment	0.0 <i>(0.6%)</i>	0.1 <i>(1.6%)</i>
<b>Net operating income</b>	<b>2.2</b> <b><i>(88.5%)</i></b>	<b>3.4</b> <b><i>(93.0%)</i></b>
Salaries and other personnel expenses	(1.3) <i>(51.6%)</i>	(1.4) <i>(39.2%)</i>
Other operating expenses	(0.4) <i>(16.8%)</i>	(0.5) <i>(12.8%)</i>
Depreciation/amortization charge	(0.1) <i>(6.0%)</i>	(0.2) <i>(4.4%)</i>
Financial assets measured at fair value gains/losses	-	-
Net income from financial investments	-	-
Foreign exchange gains/losses	0.0 <i>(0.1%)</i>	0.0 <i>(0.6%)</i>
<b>Profit or loss before taxes</b>	<b>0.3</b> <b><i>(14.1%)</i></b>	<b>1.3</b> <b><i>(37.1%)</i></b>
Income tax	0.0 <i>(1.9%)</i>	(0.1) <i>(2.5%)</i>
<b>Net profit for the year/period</b>	<b>0.3</b> <b><i>(12.2%)</i></b>	<b>1.3</b> <b><i>(34.6%)</i></b>
Other comprehensive income	-	-
<b>Total comprehensive income for the year/period</b>	<b>-</b>	<b>-</b>



# Energbank Balance Sheet



<b>in EURm</b>	<b>2021</b>	<b>Q1/22</b>
<b>Assets</b>		
Cash and bank accounts	48.8	52.6
Loans to customers	46.9	47.0
Prepayments	0.1	0.4
Other assets	1.1	1.4
Other financial investments	44.0	43.0
Property, plant and equipment	6.0	6.0
Right-of-use assets	0.4	0.3
Intangible assets	0.5	0.6
<b>Total assets</b>	<b>147.7</b>	<b>151.2</b>
<b>Liabilities and equity</b>		
<b>Liabilities</b>		
Loans and borrowings	112.3	105.7
Other liabilities	1.3	2.5
<b>Total liabilities</b>	<b>113.6</b>	<b>108.2</b>
<b>Equity</b>		
Share capital	5.0	5.0
Own shares	(2.4)	-
Share premium	0	5.8
Legal reserve	0.5	0.5
Revaluation reserve	0.8	0.8
Unrealized foreign exchange differences	(0.3)	(0.1)
Other reserves	5.1	4.0
Retained earnings	25.4	27.0
<b>Total equity</b>	<b>34.1</b>	<b>43.0</b>
<b>Total equity and liabilities</b>	<b>147.7</b>	<b>151.2</b>