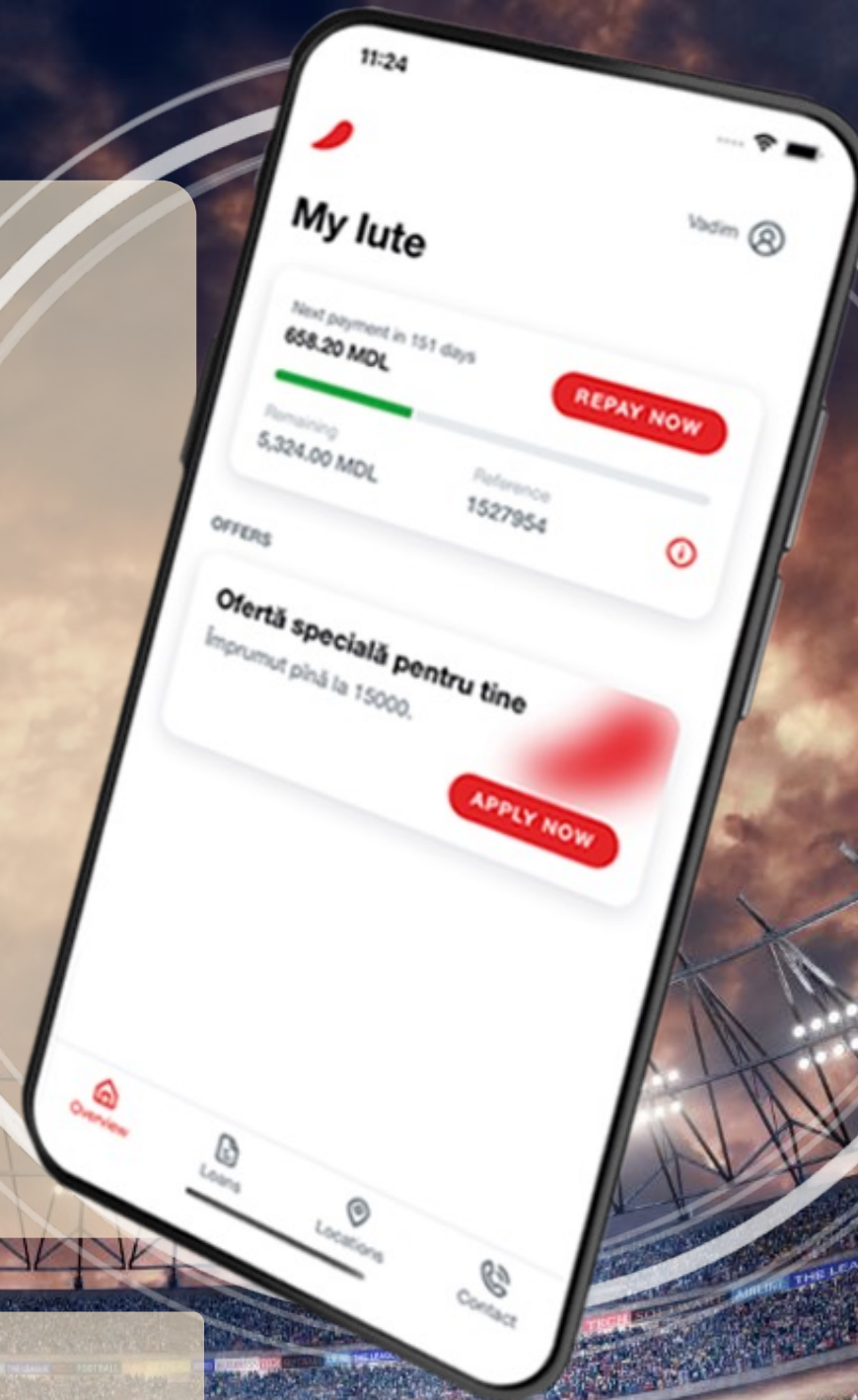




300,000  
Mylute users

Earnings Call  
Presentation  
6M 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



## Akan Ajdini (Guest Presenter)

CEO of luteCredit Albania

- Joined lute in 2017
- More than 20 years of experience in finance and banking (with focus on SME and consumer loans)
- Akan holds a post-graduate degree from ProCredit Management Academy as well as a Bachelor's degree in Business Administration from University of Tirana.



## 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



**~893,000+**  
30.0% vs. YE21

## Net Loan Portfolio



**121.9 EURm**  
+15.7% vs. YE21

## Total Income



**33.5 EURm**  
+14.6% vs. 6M21

## Adj. EBITDA



**12.5 EURm**  
+10.6% vs. 6M21

## Customer Performance Index (CPI)



**91.1%**  
vs. 87.9% YE21

## NPLs in Net Portfolio



**9.9%**  
vs. 11.3% YE21

- Continuation of profitable growth and progress in achieving strategic goals
- 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 313 thousand customers (YE21: 181 thousand customers)
- Increased investment into New Core IT platform for management of customer experience and integrated loans and wallet service value streams
- Rollout of 68 cardless ATMs to date cuts intermediaries and reduces need for plastic cards and cuts plastic waste
- Loan payouts increased 31.1% to 97.9 million EUR (6M21: 74.7 million EUR)

# Operational Footprint

without effects of bank acquisition



## Bosnia and Herzegovina

- Launch: May 2019
- Loans issued 6M22: 3.4 EURm
- Net loan portfolio Q2/22: 3.9 EURm
- Total income 6M22: 1.1 EURm
- EBITDA 6M22: -1.2 EURm
- Impairments 6M22: 0.8 EURm



## Moldova

- Launch: August 2008
- Loans issued 6M22: 35.8 EURm
- Net loan portfolio Q2/22: 43.8 EURm
- Total income 6M22: 11.8 EURm
- EBITDA 6M22: 3.1 EURm
- Impairments 6M22: 5.7 EURm



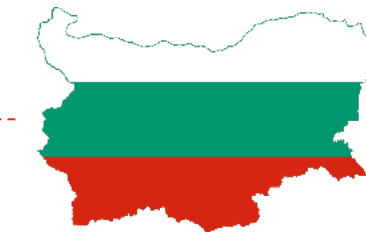
## Albania

- Launch: April 2015
- Loans issued 6M22: 37.7 EURm
- Net loan portfolio Q2/22: 48.7 EURm
- Total income 6M22: 13.6 EURm
- EBITDA 6M22: 3.9 EURm
- Impairments 6M22: 4.8 EURm



## Bulgaria

- Launch: June 2021
- Loans issued 6M22: 3.5 EURm
- Net loan portfolio Q2/22: 2.6 EURm
- Total income 6M22: 0.5 EURm
- EBITDA 6M22: -1.2 EURm
- Impairments 6M22: 0.8 EURm



## North Macedonia

- Launch: September 2017
- Loans issued 6M22: 17.5 EURm
- Net loan portfolio Q2/22: 22.9 EURm
- Total income 6M22: 6.5 EURm
- EBITDA 6M22: 0.7 EURm
- Impairments 6M22: 4.4m EURm



## New Countries

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

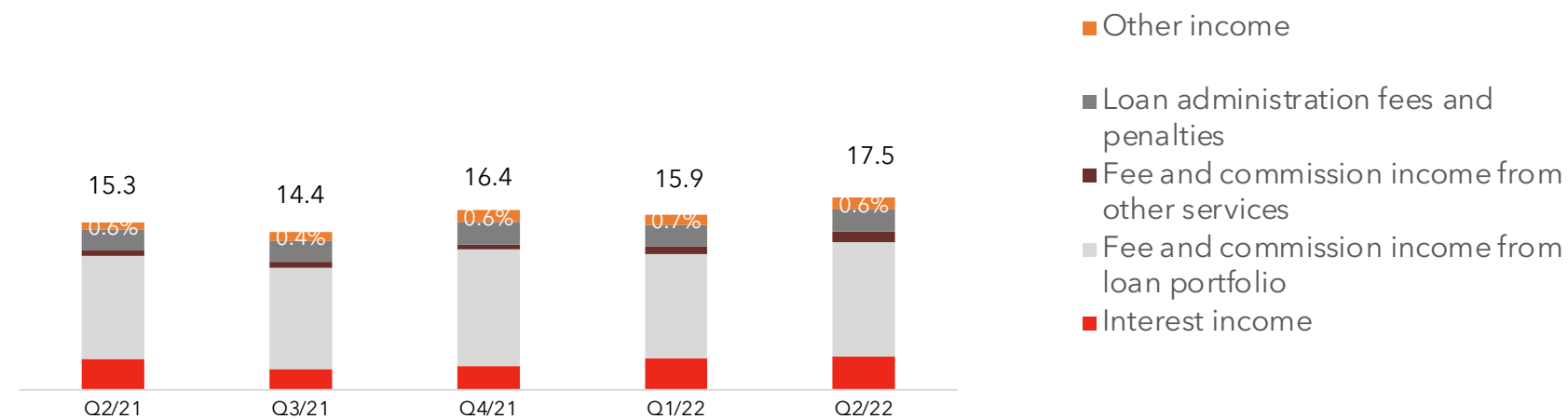


# Operating Highlights

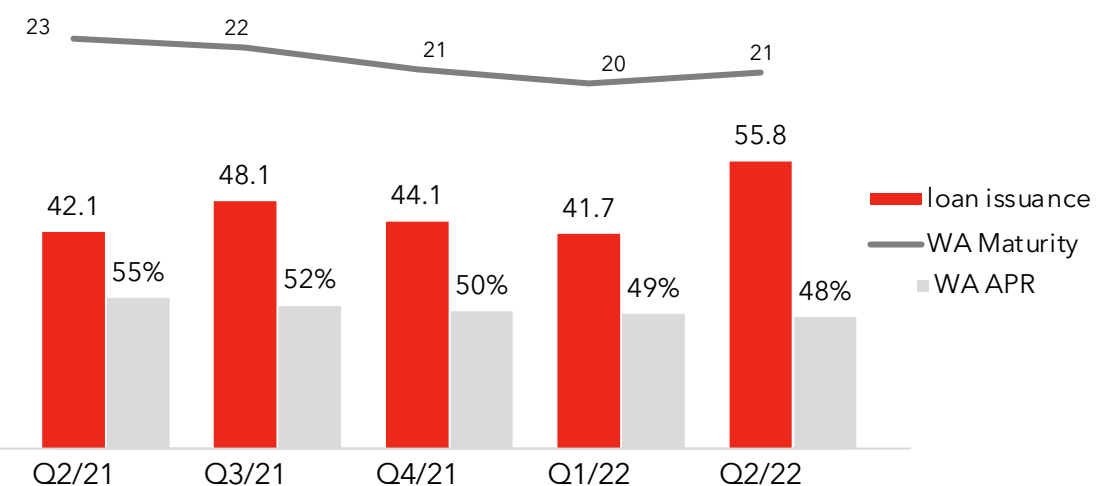
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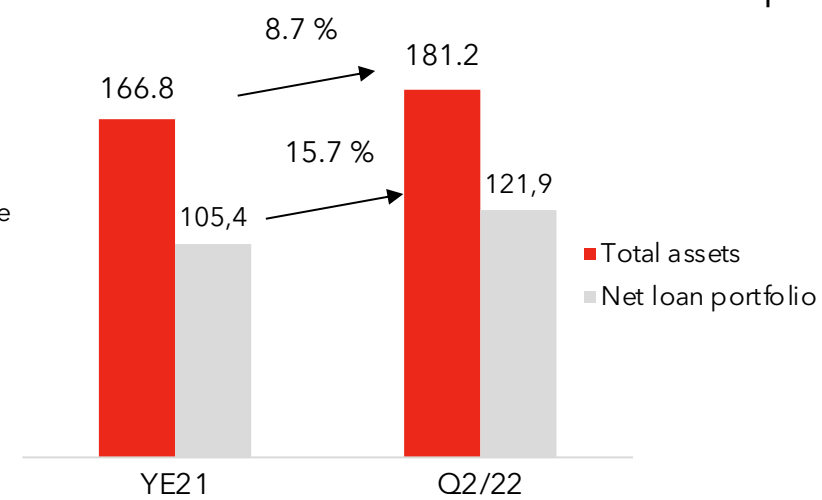
Total income (EURm)



Loans issued (EURm)



Total assets and net loan portfolio (EURm)



- Total income up 14.6% to 33.5 EURm in 6M22 with minor effect from sale of defaulted portfolio of 0.5 EURm
- Loan payout increase of 31.1% translating to total asset expansion to 181.2 EURm while net loan book increased stronger by 15.7% to 121.9 EURm
- WA APR of new loan issuances gradually decreased to 48% with loan maturity stable at 21 months
- Mylute App downloaded by more than 313,000 customers as of Q2/22
- 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

# 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 June 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	6M22
Revenue	11.2	8.5
EBITDA	4.6	3.0
EBT	2.9	1.8
Net profit	2.6	1.7
Equity	34.1	44.1
Total asset	147.7	148.4

## 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

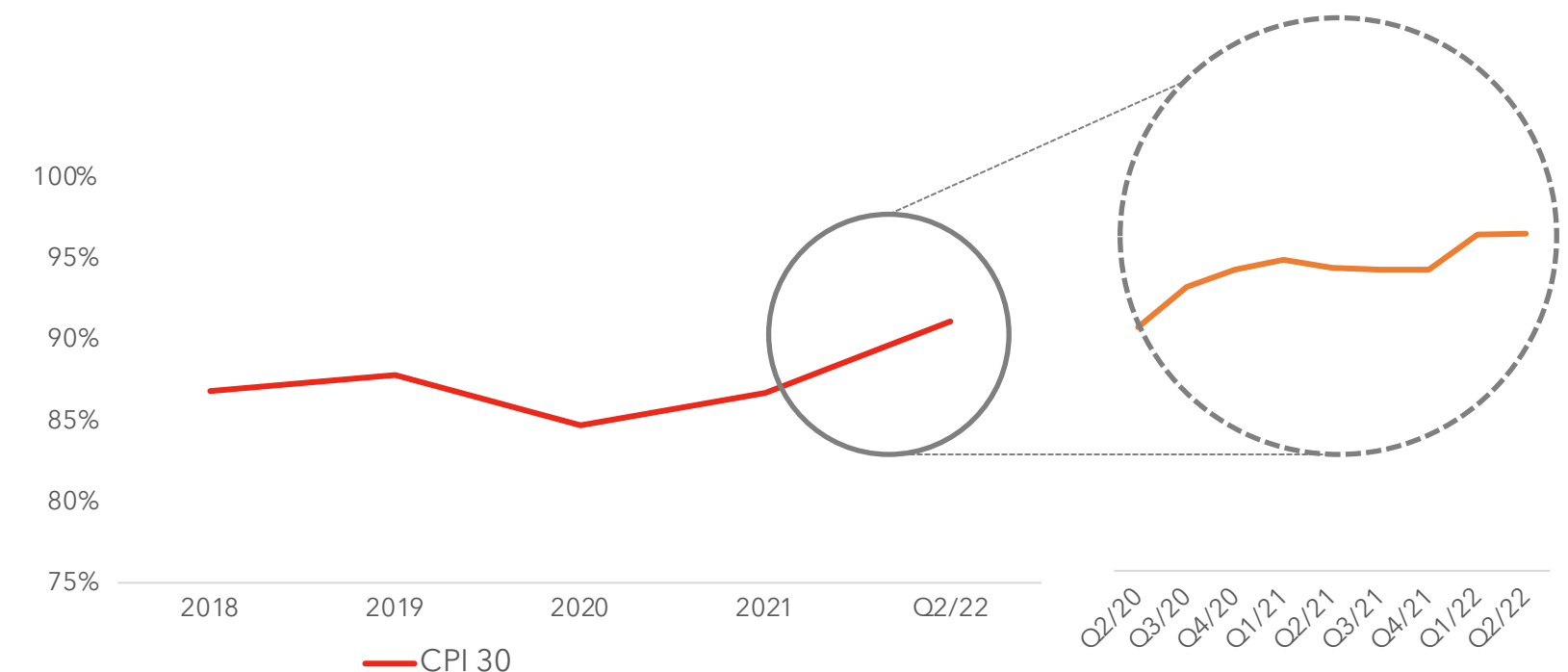
## Customer Performance Index

- **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 Q2/22, luteCredit reached a CPI30 ratio of 91.1% as the weighted average across products and markets
- Considerable loan portfolio performance mostly attributable to set objectives to raise CPI level above 90% as well as to implementation of completely new technological solution for loan generation and credit risk management in North-Macedonia and in Bulgaria.

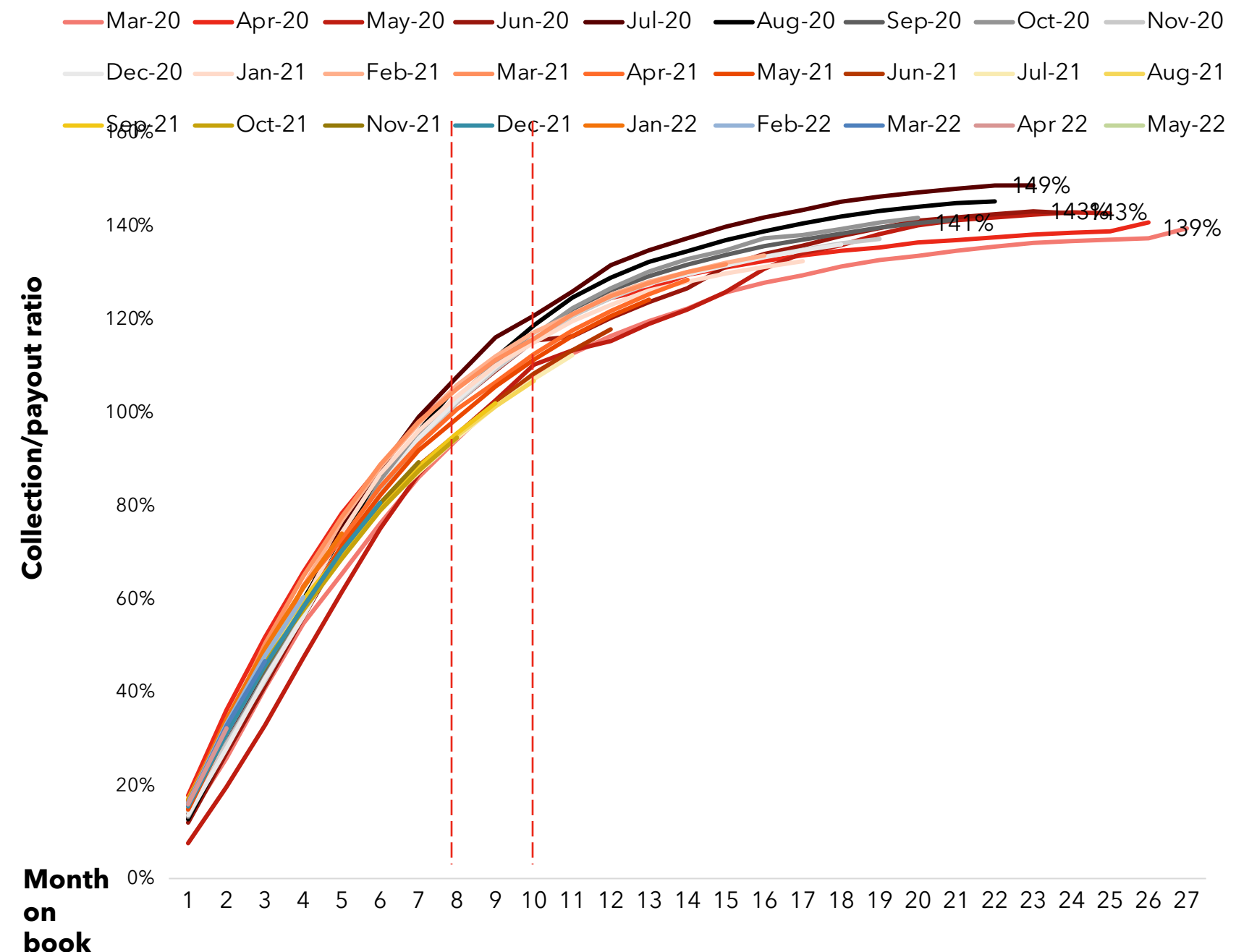


# Repayment dynamics

## 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%).
- March 2020 to September 2020 vintages demonstrate a relatively complete loan cycle, whereas October 2020 to May 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 ~143% 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

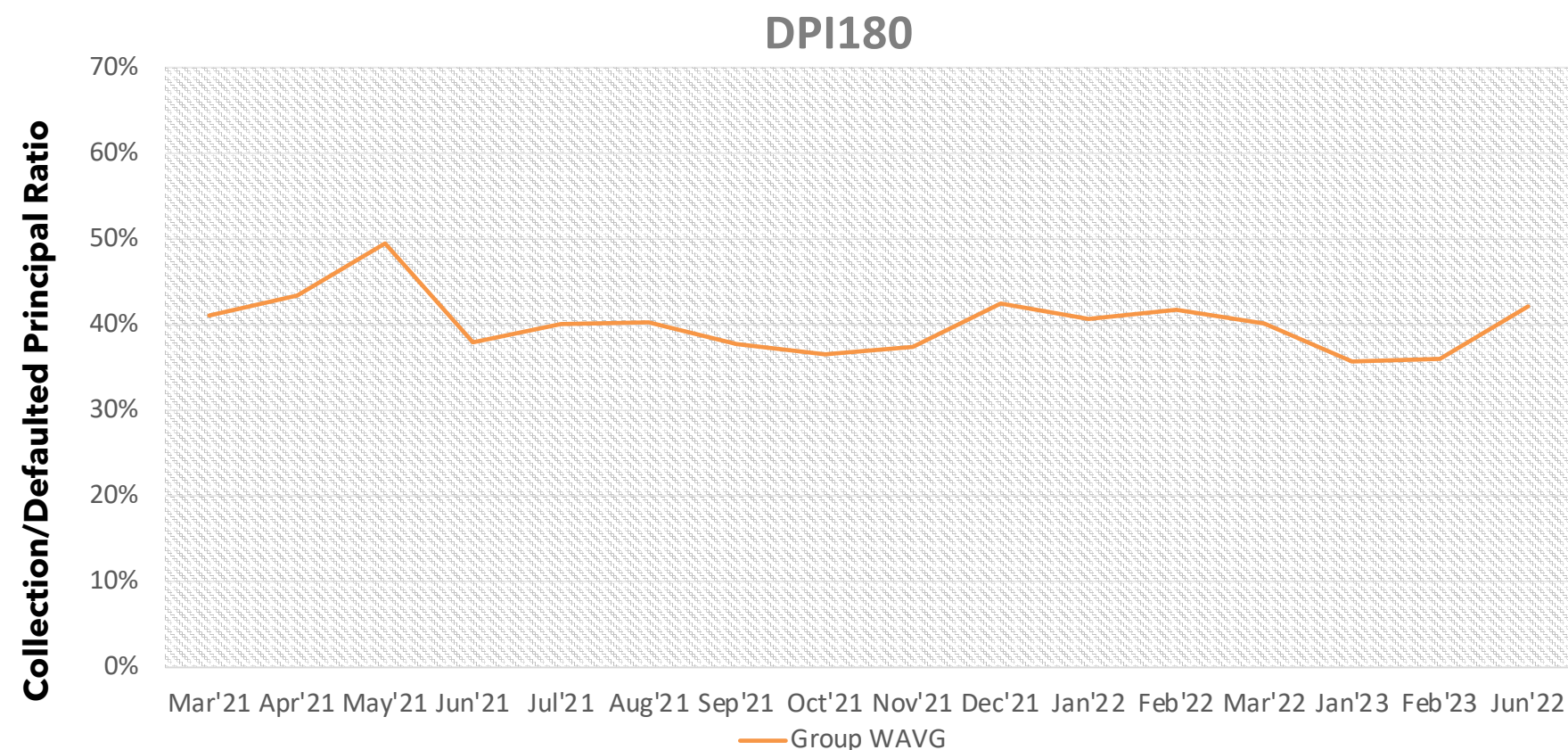
## Defaulted Performance Index (DPI)

- **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 **recovered amount** from defaulted customers against the **principal debt at termination** of these loan agreements.
- luteCredit has always been focusing on **debt collection** as integral but autonomous part of the business with its own KPIs, processes, and team. We apply 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 also had the chance to sell part of our debt portfolio within 180 days after termination, which explains also the peak result in May 2021.
- As can be seen in the chart, on average, we can expect ~40% recovery of the defaulted principal within 180 days from termination of loan agreements. However, with the considerable improvement in our loan portfolio performance (as measured by CPI, indicated on slide 8), it has become increasingly more difficult to recover debt, as the loans which reach termination are more severe cases in nature.

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

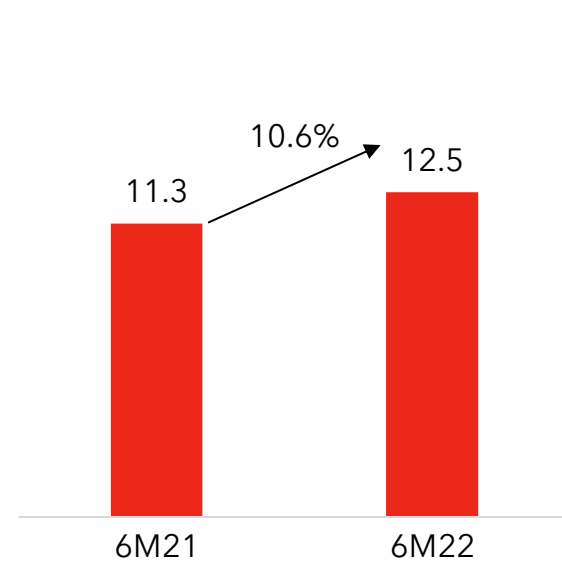


# Financial Highlights

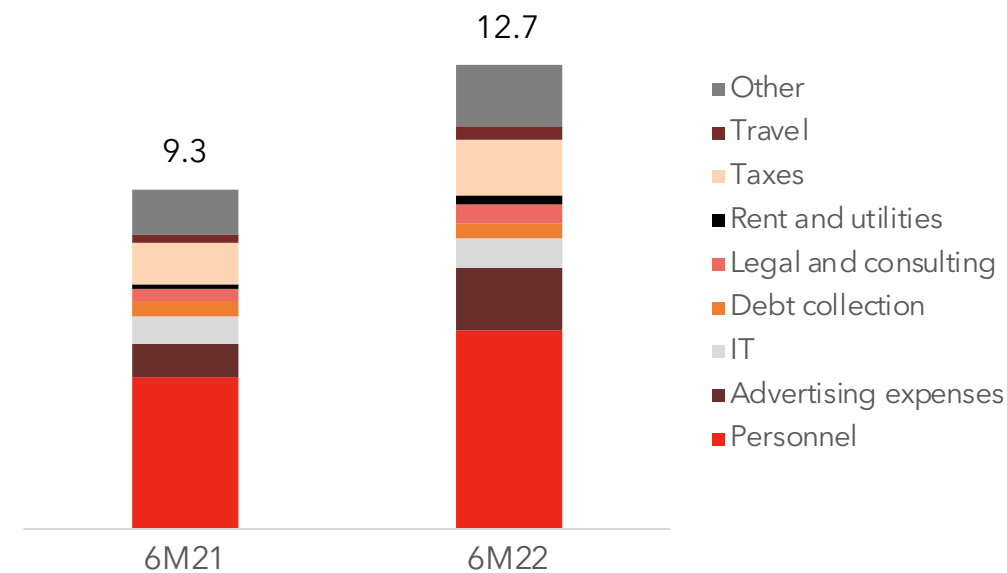
without effects of bank acquisition



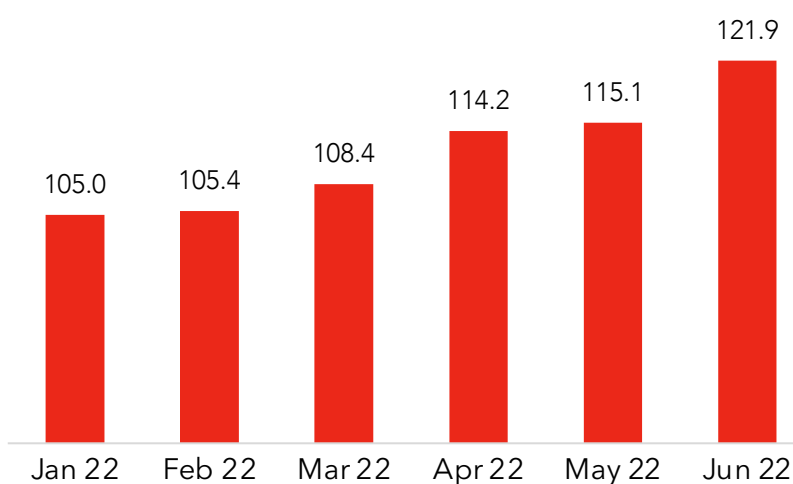
Adj. EBITDA (EURm)



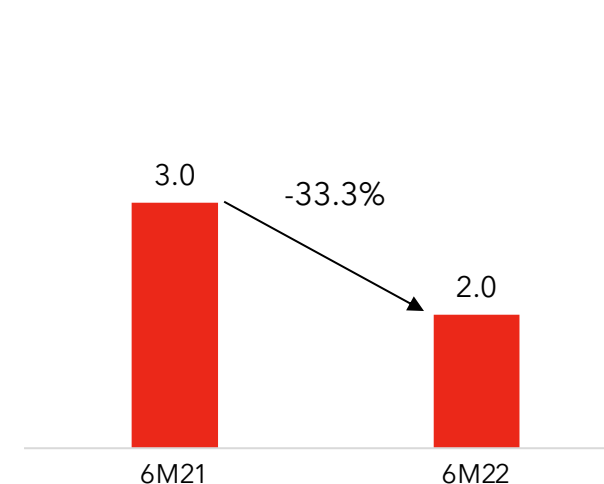
Operating Expenses Breakdown (EURm)



Net loan portfolio (EURm)



Net profit (EURm)

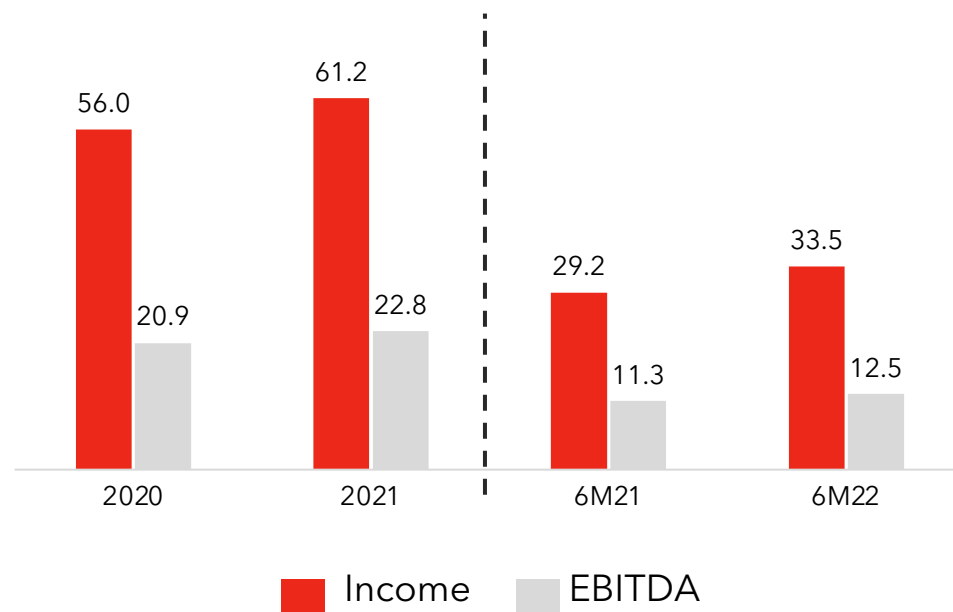


- EBITDA adjusted for FX/revaluations and income from Energbank increased 10.6% to 12.5 EURm benefitting from interest income growth
- Starting from FY22, accrued interests no longer recognized on defaulted loans
- Operating expenses driven by increasing business activities as well as advertising expenses (+90%) and IT (+31%), in particular, implementation of new Core System. Other operating expenses (+39%) related to Energbank acquisition
- Net loan portfolio sustainably growing 15.7% to 121.9 EURm driven by new customers and returning customers as well as improved repayments
- Net profit at 2.0 EURm in 6M22 compared to 3.0 EURm in 6M21 even at higher revenues and EBITDA affected by increases in both CAPEX (interest expense) and amortization
- Strong capitalization ratio of 29.6% and interest coverage ratio of 1.7 (LTM) at consolidated group level

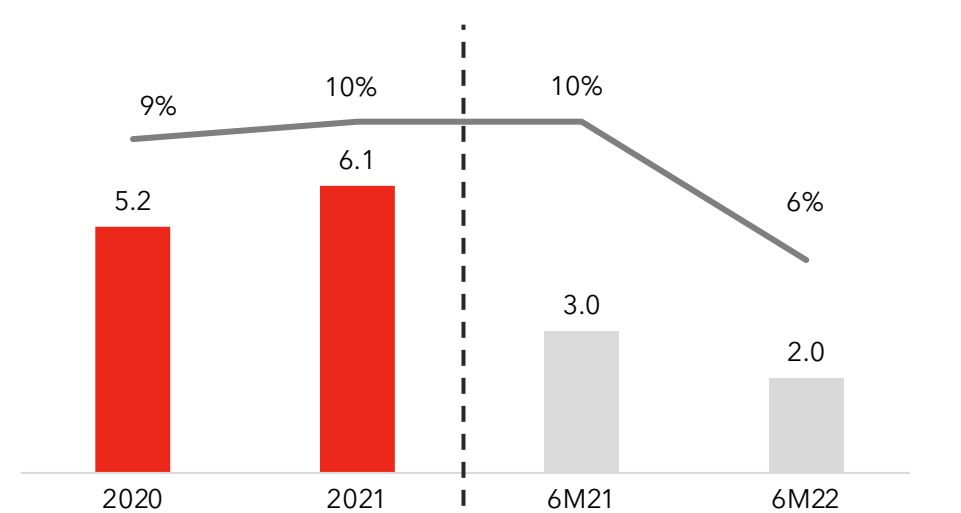
# Financial Ratios

without effects of bank acquisition\*

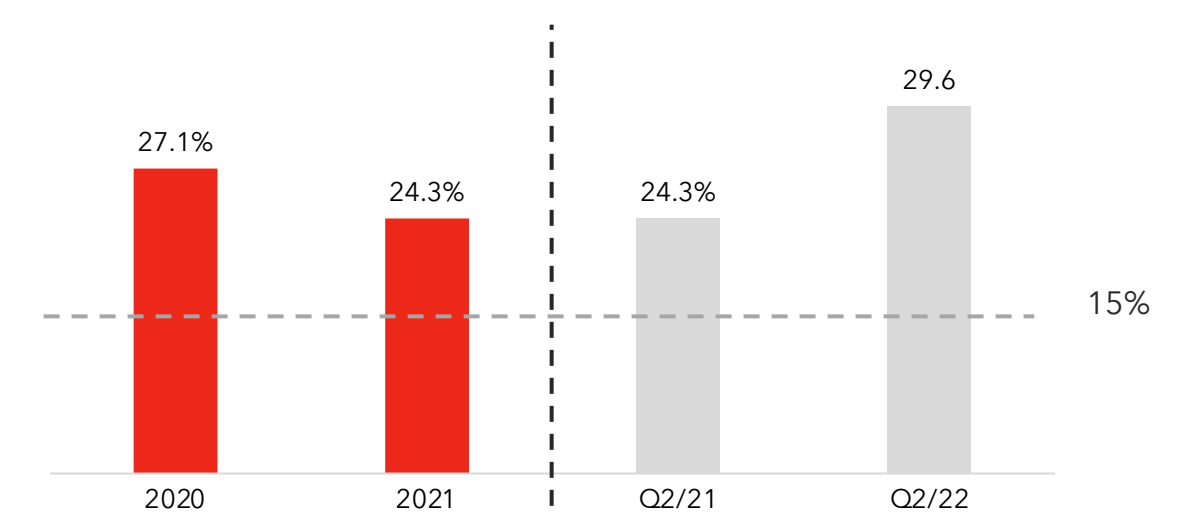
Income & Adj. EBITDA\* in EURm



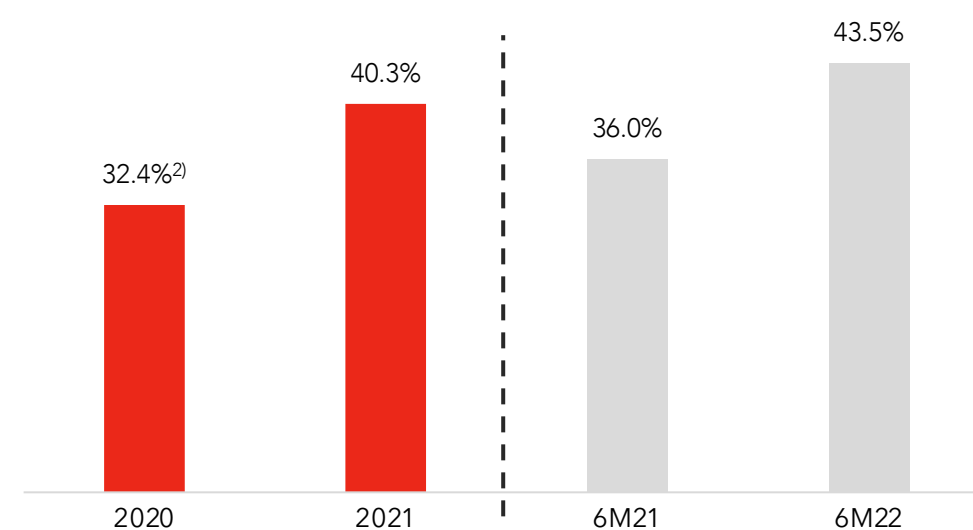
Net profit in EURm & Net profit margin



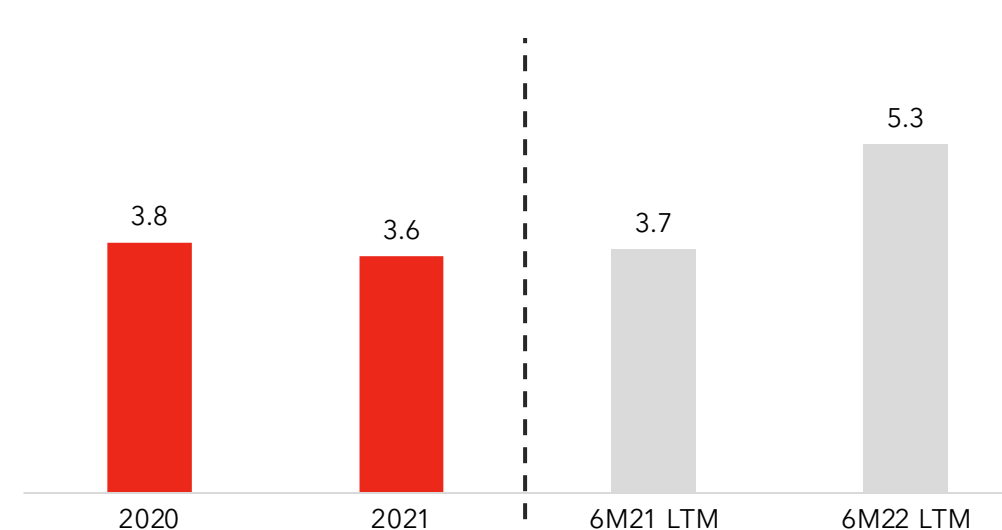
Capitalization ratio (group level)



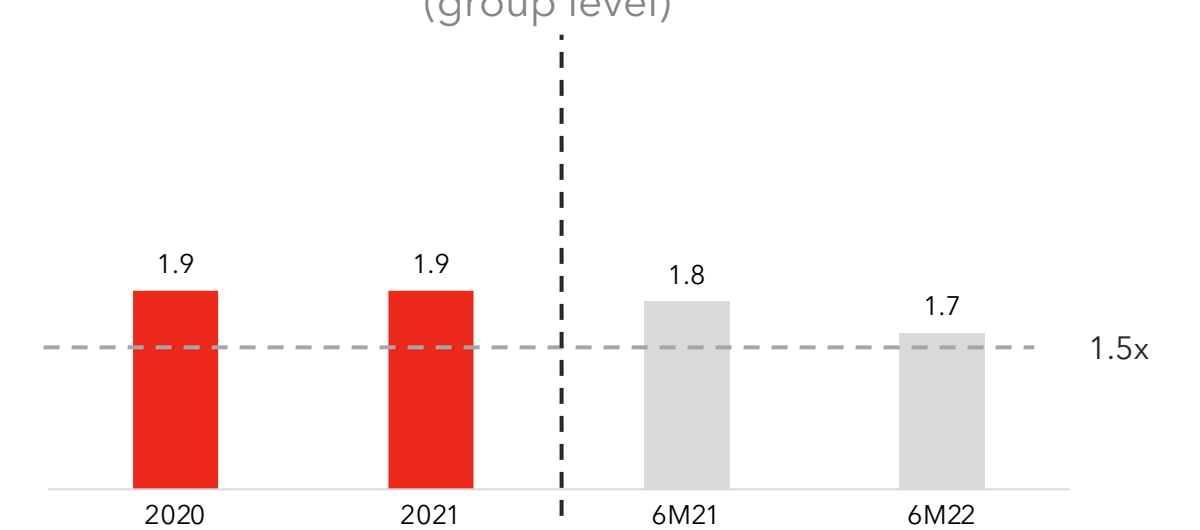
Cost to income ratio



Leverage ratio\*\*



Interest coverage ratio\*\* (group level)

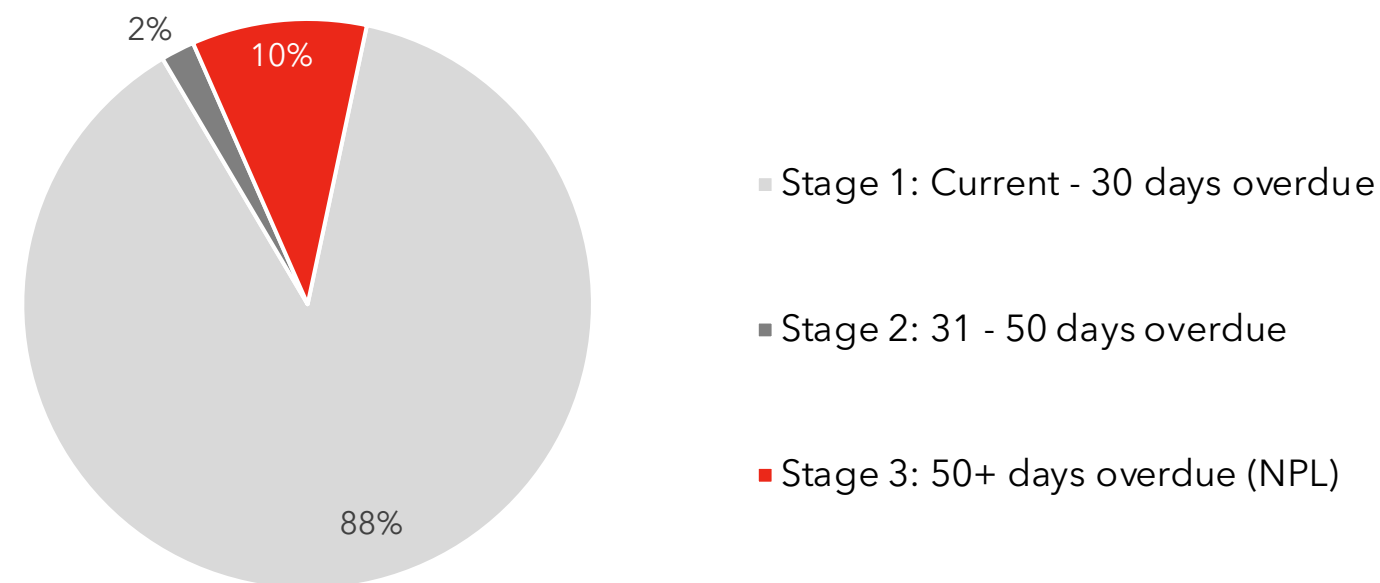


\* Unless otherwise stated \*\* Adjusted for FX gains/losses

# Loan Asset Quality Analysis

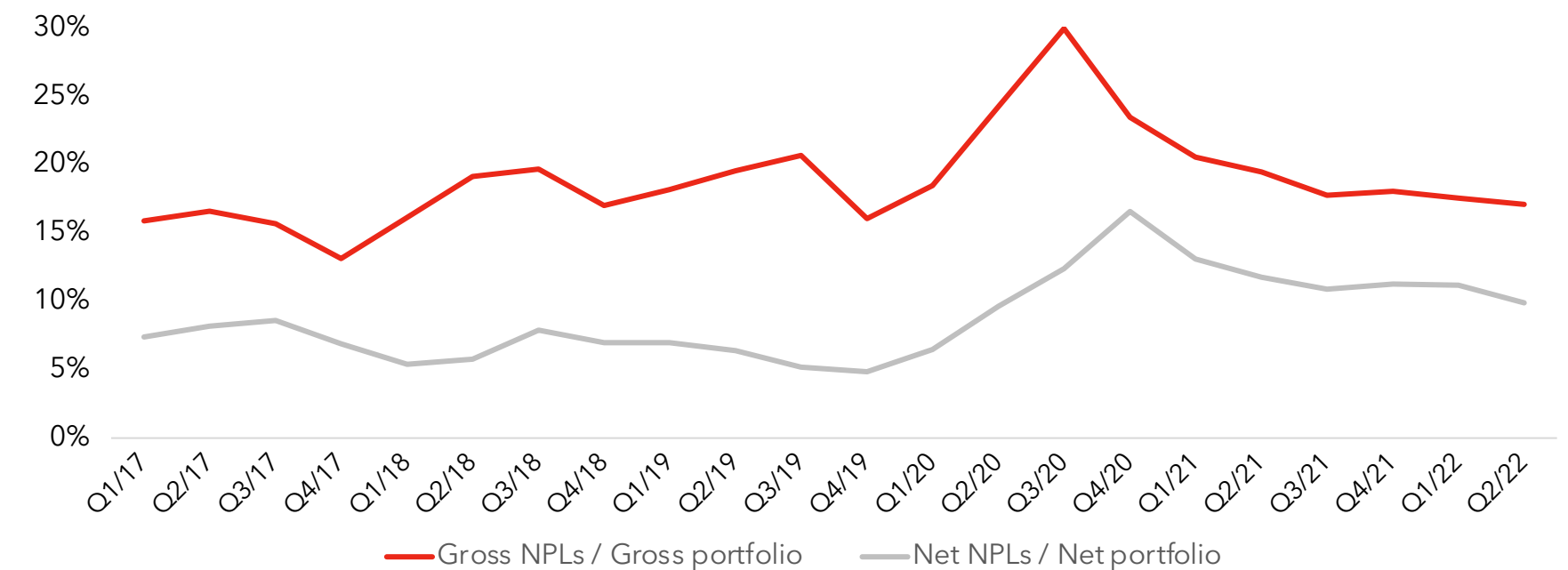
without effects of bank acquisition

## Net loan portfolio quality analysis (Q2/22)



- 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

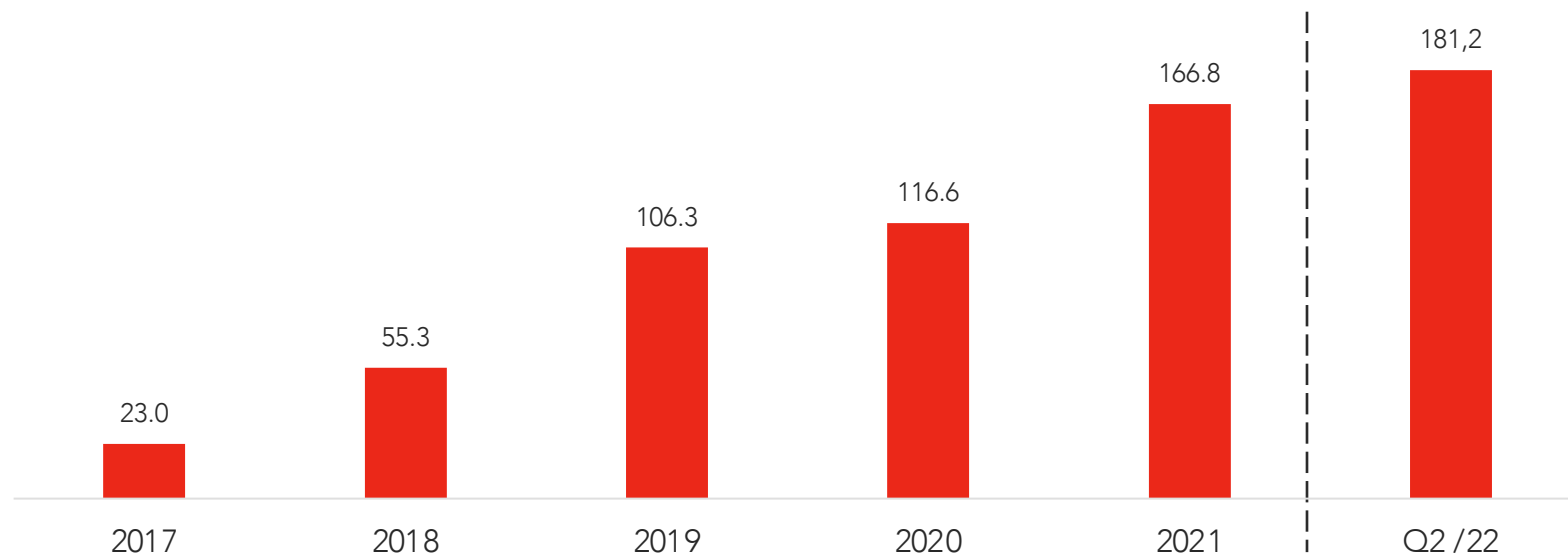


- luteCredit's Gross and Net NPL ratios have been stable during 2016 and 2020, yet was negatively impact by COVID during Q2 and Q3 2020
- Both Gross and NPL ratios declined and recovered towards pre-COVID level
- As of Q2/22, luteCredit's gross NPL stood at 17.1%, net NPL at 9.9%
- The Company's provision coverage ratio resulted in 69.7% as of Q2/22, up from 66.9% at YE21

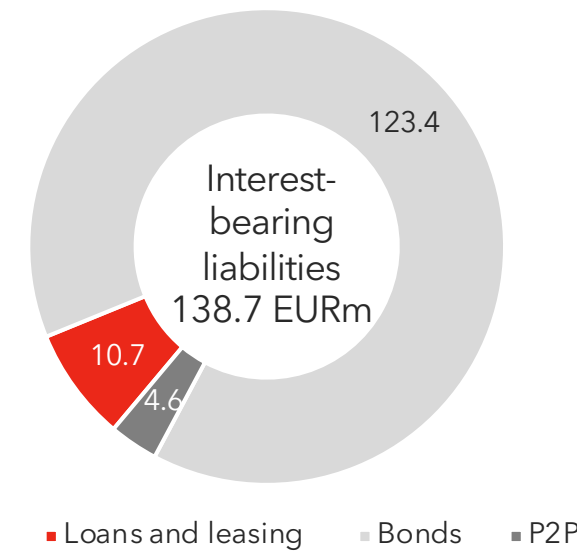
# Assets & Liabilities

without effects of bank acquisition\*

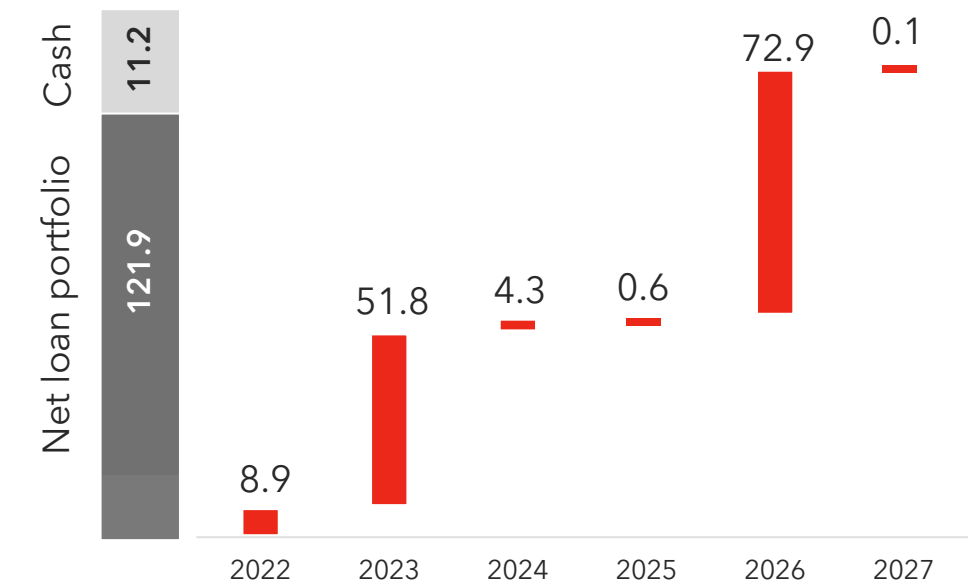
## Assets (EURm)



## Liabilities (EURm)



## Liability maturities (EURm)



	2018	2019	2020	2021	Q2/22
<b>Capitalization ratio (group level)</b>	23.0%	26.4%	23.4%	24.3%	29.6%

- 73% of total assets consist of net loan portfolio as well as cash and liquid assets as of end of Q2/22
- Clearly-structured balance sheet
- Healthy capitalization

- Total liabilities stood at 144.0 EURm as of Q2/22 (YE21: 141.2 EURm).
- Loans and borrowings at 138.7 EURm (YE21: 135.7 EURm), accounting for 96.3% of all liabilities (YE21: 96.1%)
- Bonds accounting for majority of borrowings (89%), followed by loans and leasing (8%)
- Start for the liability management of the outstanding 13% corporate bonds in the total amount of EUR 50 million in Q4 2022.

\* Unless otherwise stated

# 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

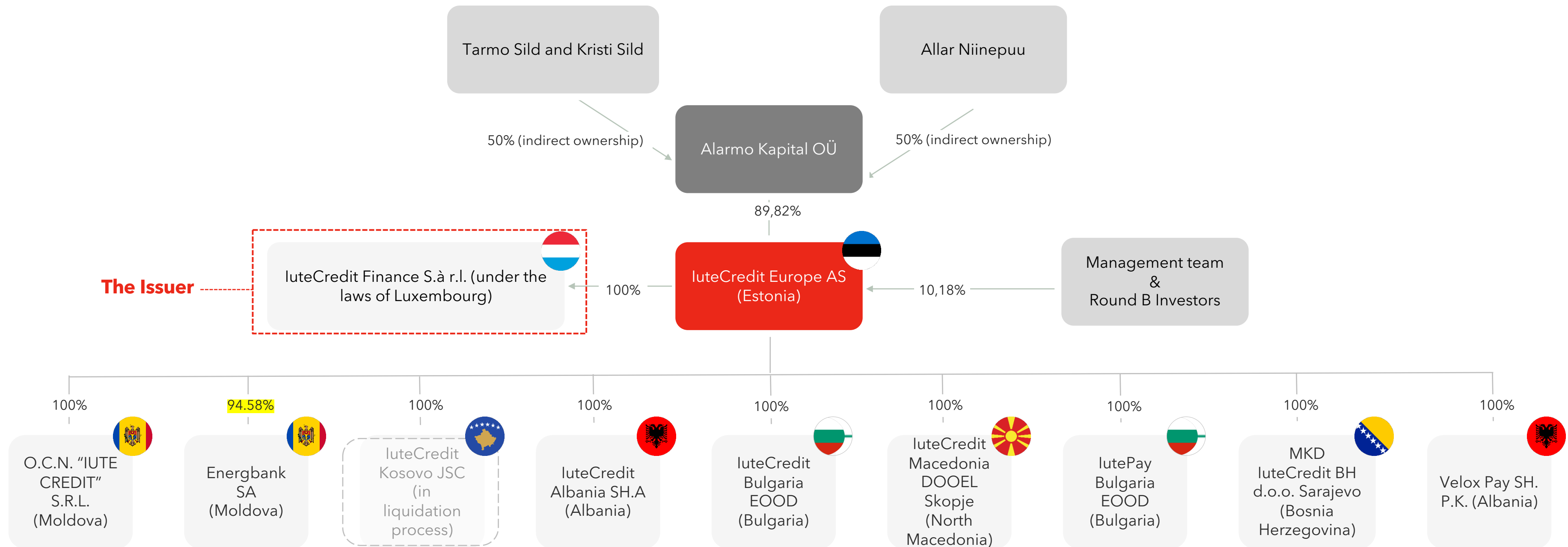


## Governance

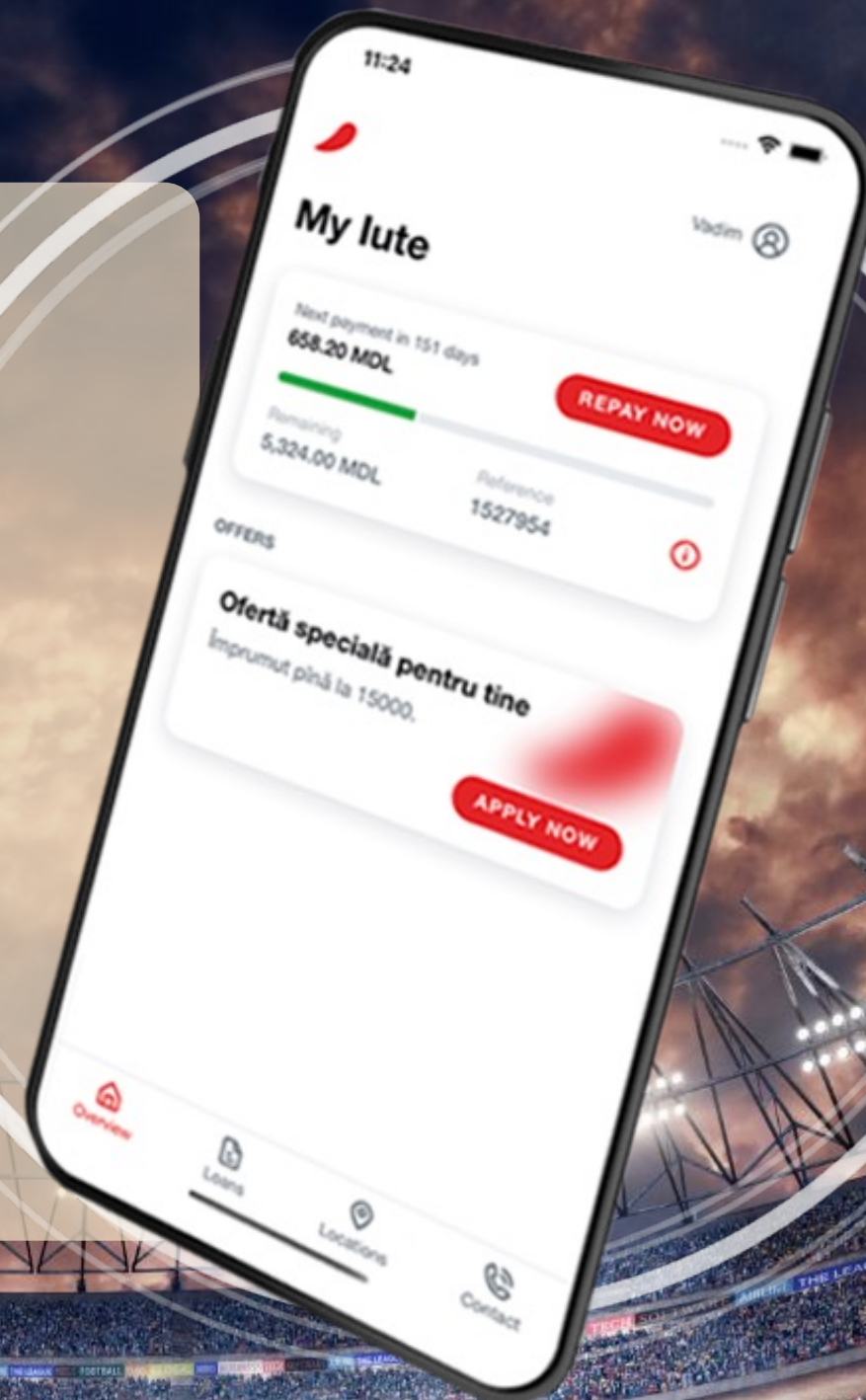
- **Non-discrimination policy** and inclusion policy fully implemented on all Group companies
- Well balanced **gender diversity** among the group
- Offer its employees work and self-improvement opportunities as further education, team trainings and attractive bonuses
- **Health and safety** of employees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



# Group Legal Structure



Opportunity  
for  
investors  
to ask  
questions  
about  
Albania

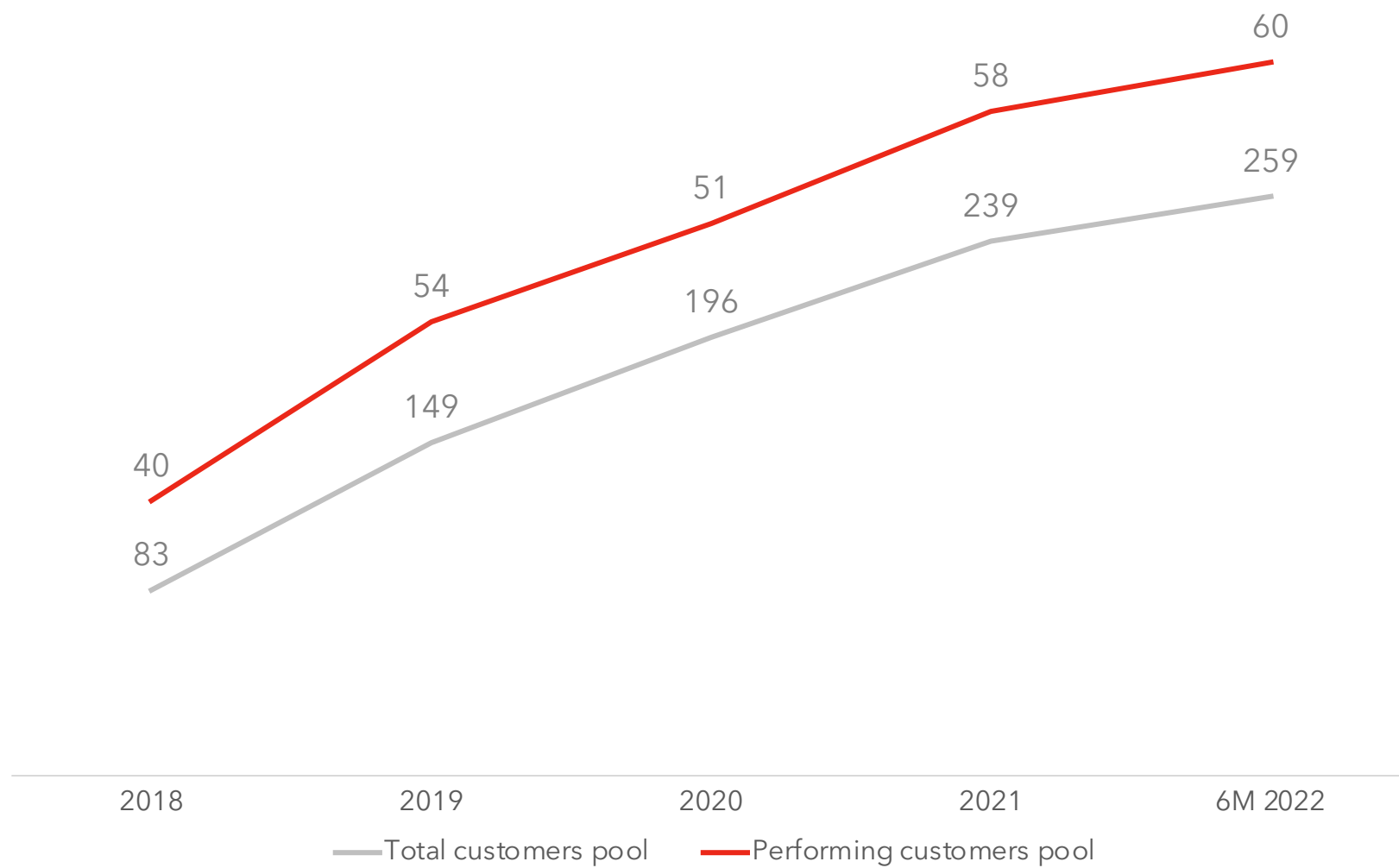


# IuteCredit Albania

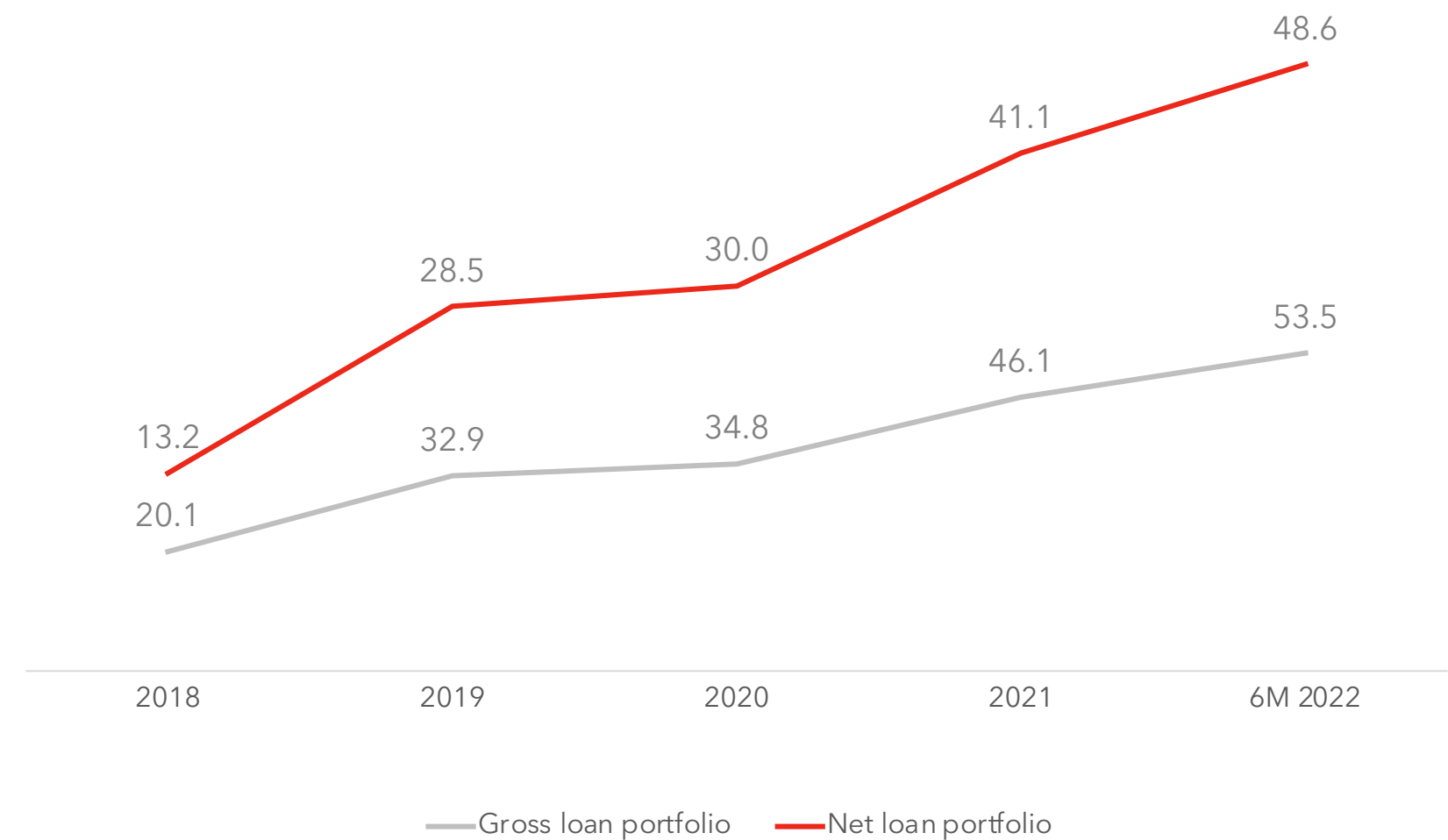
## Development 2018 - 2022



### Total customers and performing customers (#k)



### Gross loan portfolio and net loan portfolio (EURm)

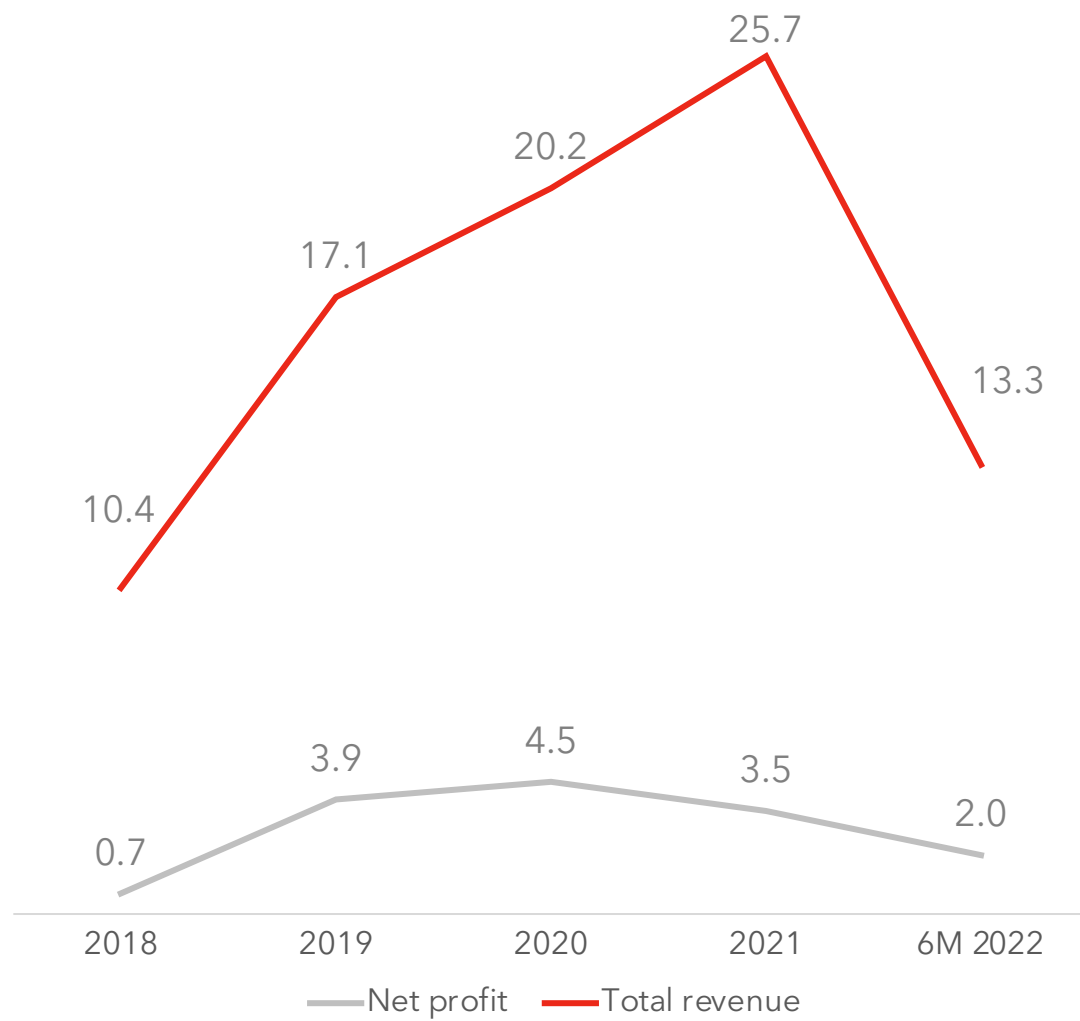


# IuteCredit Albania

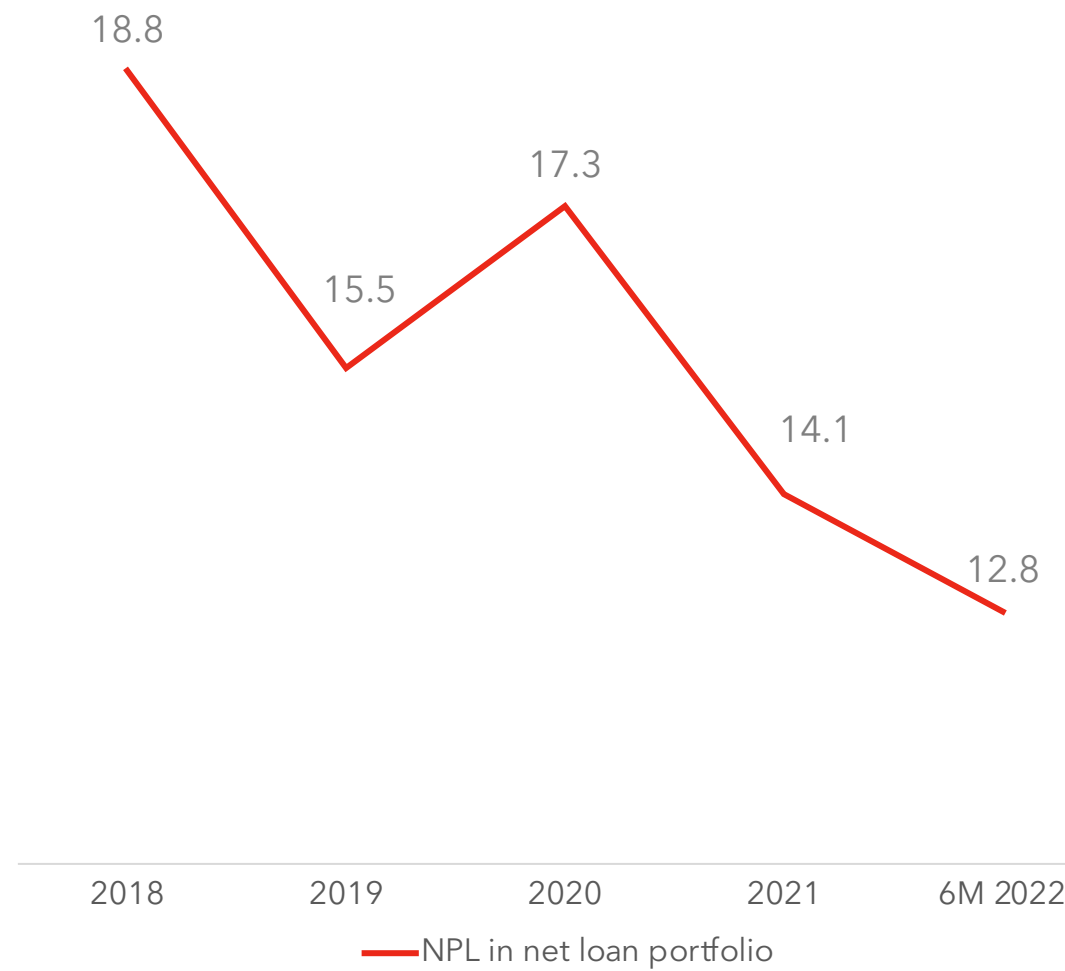
## Development 2018 - 2022



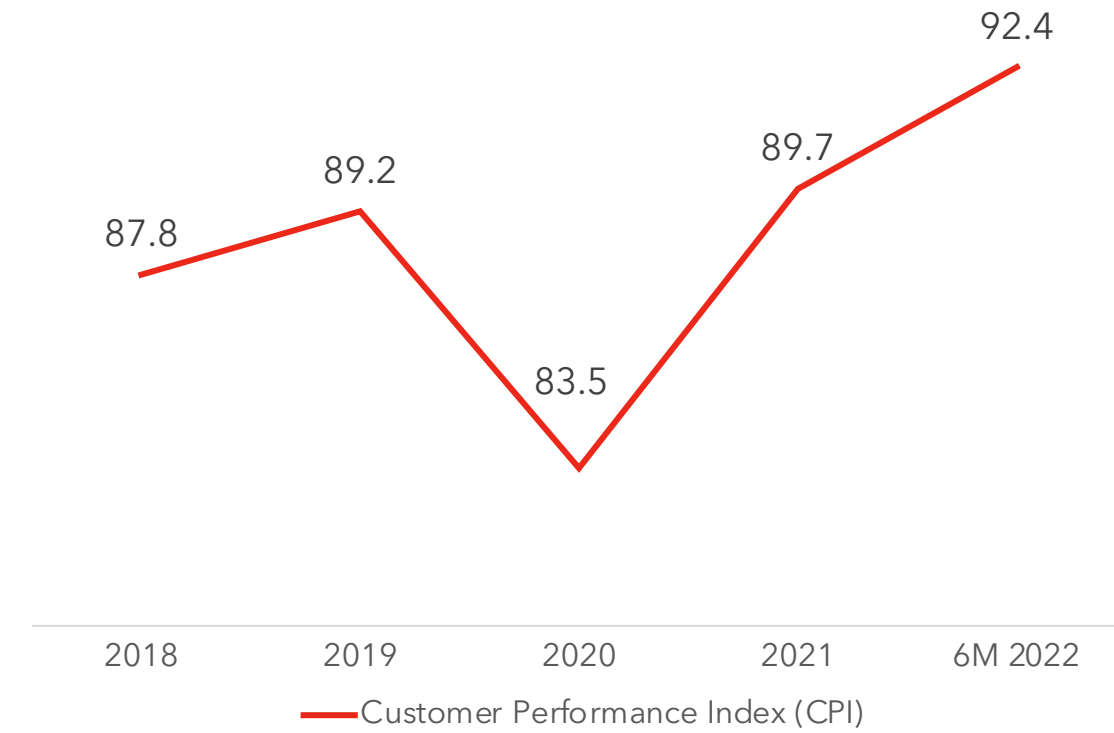
### Total revenue and net profit (EURm)



### NPL in net loan portfolio

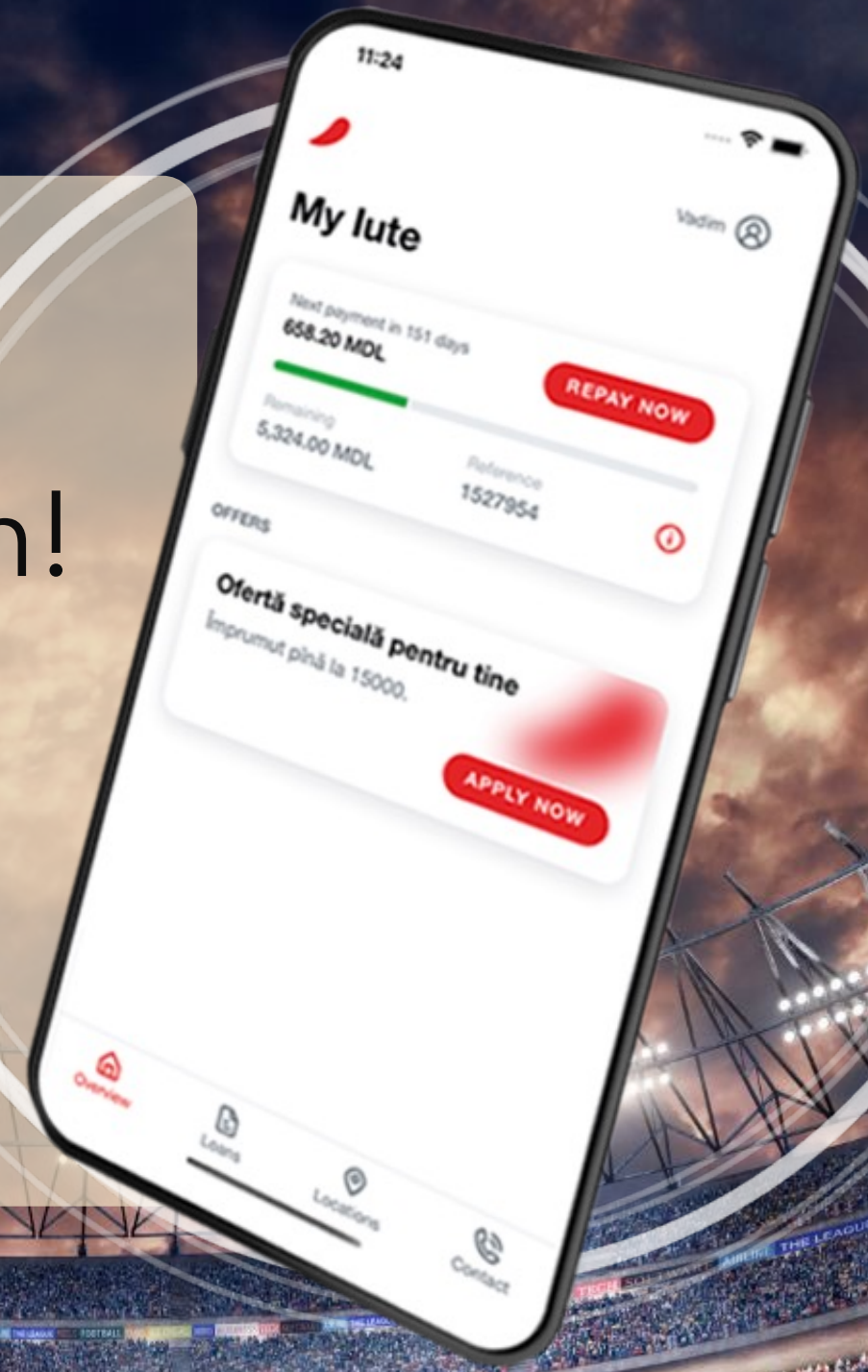


### Customer Performance Index (CPI)



Thank you  
for  
your attention!

Your  
questions,  
please!



# Thank you for your attention!

## **IuteCredit Group**

Maakri 19/21  
EST-10145 Tallinn, Estonia  
[www.iutecredit.com](http://www.iutecredit.com)

Contact person:  
Kristel Kurvits, Group CFO  
Phone: +372 62 29 177  
[investor@iutecredit.com](mailto:investor@iutecredit.com)

## **Aalto Capital Group (Investor Relations)**

Bahnhofstr. 98  
D-82166 Graefelfing / Munich, Germany  
[www.aaltocapital.com](http://www.aaltocapital.com)

Contact person:  
Sven Pauly, Consultant  
Phone: +49 89 89 86 777 0  
[sven.pauly@aaltocapital.com](mailto:sven.pauly@aaltocapital.com)

# Consolidated Income Statement

in EURm	2019	2020	2021	6M21	6M22
Interest and commission fee income	47.0 (92.5%)	44.5 (79.4%)	48.3 (78.9%)	23.4 (80.1%)	34.6 (86.2%)
Loan administration fees and penalties	3.5 (6.9%)	8.4 (15.0%)	8.2 (13.4%)	4.3 (14.7%)	4.0 (10.0%)
Other income	0.3 (0.5%)	3.1 (5.6%)	4.7 (7.6%)	1.5 (5.1%)	1.5 (3.7%)
<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>29.2</b> <b>(100%)</b>	<b>40.1</b> <b>(100%)</b>
Interest expense	(9.0) (17.7%)	(11.0) (19.6%)	(14.4) (23.5%)	(6.5) (22.3%)	(9.3) (23.2%)
Allowances for loan impairment	(11.0) (21.5%)	(18.8) (33.5%)	(16.3) (26.7%)	(8.6) (29.5%)	(9.2) (22.9%)
<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>14.1</b> <b>(48.3%)</b>	<b>21.7</b> <b>(54.1%)</b>
Salaries and other personnel expenses	(6.3) (12.4%)	(8.1) (14.4%)	(8.9) (14.6%)	(4.1) (14.0%)	(7.9) (19.7%)
Other operating expenses	(14.2) (28.0%)	(8.3) (14.8%)	(13.1) (21.4%)	(5.1) (17.5%)	(8.0) (20.0%)
Depreciation/amortization charge	(1.2) (2.4%)	(1.7) (3.1%)	(2.6) (4.3%)	(1.2) (4.1%)	(2.2) (5.5%)
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>9.6</b> <b>(23.9%)</b>
Foreign exchange gains/losses	0.4 (0.7%)	(2.0) (3.5%)	1.2 (3.3%)	(0.3) (1.0%)	0.3 (0.7%)
<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>3.3</b> <b>(11.3%)</b>	<b>13.6</b> <b>(33.9%)</b>
Income tax	(2.1) (4.1%)	(0.9) (1.7%)	(1.8) (3.0%)	(0.3) (1.0%)	(0.5) (1.2%)
<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>3.0</b> <b>(10.3%)</b>	<b>13.0</b> <b>(32.4%)</b>
Other comprehensive income	(0.3) (0.6%)	(1.8) (3.1%)	1.2 (1.9%)	(0.1) (0.4%)	0.9 (2.2%)
<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>3.0</b> <b>(10.3%)</b>	<b>13.9</b> <b>(34.7%)</b>

# Consolidated Balance Sheet



in EURm	2019	2020	2021	Q2/22
<b>Assets</b>				
Cash and bank accounts	6.7	19.5	46.3	66.3
Loans to customers	79.0	79.2	105.4	171.0
Prepayments	0.9	1.3	0.6	2.3
Other assets	2.5	2.7	3.1	4.9
Other financial investments	9.9	7.2	2.8	38.0
Property, plant and equipment	1.0	1.0	1.1	7.1
Right-of-use assets	2.9	2.1	1.6	1.5
Intangible assets	3.3	3.7	5.9	7.8
<b>Total assets</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>298.9</b>
<b>Liabilities and equity</b>				
<b>Liabilities</b>				
Loans and borrowings	84.1	91.4	133.9	237.9
Other liabilities	3.7	3.7	7.3	10.4
<b>Total liabilities</b>	<b>87.7</b>	<b>95.1</b>	<b>141.2</b>	<b>248.3</b>
<b>Equity</b>				
Minority share	-	-	0	4.3
Share capital	10.0	10.0	10.0	10.0
Legal reserve	0.4	0.5	0.8	1.0
Revaluation reserve	-	-	0	0.8
Unrealized foreign exchange differences	0.1	(1.7)	(0.5)	0.4
Retained earnings	8.0	12.6	15.3	34.1
<b>Total equity</b>	<b>18.5</b>	<b>21.5</b>	<b>25.6</b>	<b>50.6</b>
<b>Total equity and liabilities</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>298.9</b>



# Consolidated Statement of Cash Flow



in EURm	2019	2020	2021	6M21	6M22	in EURm	2019	2020	2021	6M21	6M22
<b>Operating activities</b>						<b>Financing activities</b>					
Prepayments to partners for issuance of loans	(11.3)	(11.4)	(25.9)	(10.7)	(14.7)	Loans received from investors	85.0	51.4	113.2	18.0	8.0
Received pre- and overpayments from customers	12.8	36.2	33.4	15.3	22.9	Repaid loans to investors	(48.5)	(42.3)	(74.3)	(20.8)	(4.0)
Paid trade payables	(10.7)	(12.3)	(18.2)	(7.8)	(11.3)	Change in overdraft	4.2	(5.2)	-	-	-
Received debts from buyers and received other claims	0.8	0.9	2.4	1.7	0.9	Principal payments of lease contracts	(0.9)	(0.9)	(1.0)	(0.5)	(0.6)
Received from collection companies	13.0	22.6	27.8	11.9	15.5	Paid interests	(5.2)	(8.0)	(8.9)	(4.8)	(8.6)
Paid net salaries	(4.5)	(5.3)	(6.7)	(3.1)	(5.2)	Paid dividends	(2.2)	(0.5)	(3.2)	(1.5)	0.0
Paid tax liabilities, exc. CIT	(2.9)	(3.0)	(4.9)	(2.5)	(3.0)	Receipts from other financing activities	-	0.0	0.0	0.0	0.0
Corporate income tax paid (CIT)	(3.3)	(1.9)	(1.4)	(0.8)	(1.6)	<b>Net cash flows from financing activities</b>	<b>32.4</b>	<b>(5.4)</b>	<b>(25.8)</b>	<b>(9.5)</b>	<b>(6.1)</b>
Paid out to customers	(76.2)	(47.4)	(67.6)	(32.4)	(109.9)	<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>
Change in MasterCard (MC) settlement account	(1.4)	(8.2)	(17.2)	(8.5)	(6.1)	Change in cash and cash equivalents	4.0	13.2	26.7	<b>(4.6)</b>	<b>20.3</b>
Principal repayments from customers	40.3	29.4	41.6	21.8	73.6	Net foreign exchange difference	0.0	(0.5)	0.1	<b>0.0</b>	<b>(0.3)</b>
Loan principal repayments from customers related to MC	0.5	4.5	12.6	5.0	9.8	<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>14.9</b>	<b>66.3</b>
Interest, commission and other fees	17.4	15.0	21.1	9.2	18.5						
<b>Net cash flows from operating activities</b>	<b>(25.6)</b>	<b>18.9</b>	<b>(3.1)</b>	<b>(0.8)</b>	<b>(10.7)</b>						
<b>Investing activities</b>											
Purchase of fixed assets	(0.8)	0.5	(1.9)	(0.8)	(2.7)						
Net cash flow from acquisition of subsidiaries	(0.2)	-	-	0.0	44.8						
Payments for other financial investments	(1.8)	(7.3)	(0.0)	(0.2)	(22.3)						
Receipts from other financial investments	-	6.5	5.9	6.8	17.2						
<b>Net cash flows from investing activities</b>	<b>(2.7)</b>	<b>(0.3)</b>	<b>3.9</b>	<b>5.8</b>	<b>37.1</b>						

# IuteCredit

## Income Statement



in EURm	2019	2020	2021	6M21	6M22
Interest and commission fee income	47.0 (92.5%)	44.5 (79.4%)	48.3 (78.9%)	23.4 (80.1%)	27.5 (82.1%)
Loan administration fees and penalties	3.5 (6.9%)	8.4 (15.0%)	8.2 (13.4%)	4.3 (14.7%)	4.0 (11.9%)
Other income	0.3 (0.5%)	3.1 (5.6%)	4.7 (7.6%)	1.5 (5.1%)	2.0 (6.0%)
<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>29.2</b> <b>(100%)</b>	<b>33.5</b> <b>(100%)</b>
Interest expense	(9.0) (17.7%)	(11.0) (19.6%)	(14.4) (23.5%)	(6.5) (22.2%)	(8.6) (26.7%)
Allowances for loan impairment	(11.0) (21.5%)	(18.8) (33.5%)	(16.3) (26.7%)	(8.6) (29.5%)	(8.2) (25.7%)
<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>14.1</b> <b>(48.3%)</b>	<b>16.6</b> <b>(49.6%)</b>
Salaries and other personnel expenses	(6.3) (12.4%)	(8.1) (14.4%)	(8.9) (14.6%)	(4.1) (14.0%)	(5.4) (16.1%)
Other operating expenses	(14.2) (28.0%)	(8.3) (14.8%)	(13.1) (21.4%)	(5.1) (17.5%)	(7.3) (21.8%)
Depreciation/amortization charge	(1.2) (2.4%)	(1.7) (3.1%)	(2.6) (4.3%)	(1.2) (4.1%)	(1.9) (5.7%)
Net income from subsidiaries using equity method	-	-	-	<b>0.0</b> <b>0.0%</b>	<b>9.6</b> <b>(28.2%)</b>
Foreign exchange gains/losses	0.4 (0.7%)	(2.0) (3.5%)	1.2 (3.3%)	(0.3) (1.0%)	0.4 <b>1.2%</b>
<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>3.3</b> <b>(11.3%)</b>	<b>12.0</b> <b>(35.8%)</b>
Income tax	(2.1) (4.1%)	(0.9) (1.7%)	(1.8) (3.0%)	(0.3) (1.0%)	(0.4) (1.2%)
<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>3.0</b> <b>(10.3%)</b>	<b>11.6</b> <b>(34.6%)</b>
Other comprehensive income	(0.3) (0.6%)	(1.8) (3.1%)	1.2 (1.9%)	(0.1) (0.3%)	0.1 <b>0.1%</b>
<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>3.0</b> <b>(10.3%)</b>	<b>11.7</b> <b>(34.9%)</b>

# IuteCredit Balance Sheet



in EURm	2019	2020	2021	Q2/22
<b>Assets</b>				
Cash and bank accounts	6.7	19.5	46.3	11.2
Loans to customers	79.0	79.2	105.4	121.9
Prepayments	0.9	1.3	0.6	1.8
Other assets	2.5	2.7	3.1	3.1
Other financial investments	9.9	7.2	2.8	33.7
Property, plant and equipment	1.0	1.0	1.1	1.1
Right-of-use assets	2.9	2.1	1.6	1.2
Intangible assets	3.3	3.7	6.0	7.2
<b>Total assets</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>181.2</b>
<b>Liabilities and equity</b>				
<b>Liabilities</b>				
Loans and borrowings	84.1	91.4	133.9	137.3
Other liabilities	3.7	3.7	7.2	6.7
<b>Total liabilities</b>	<b>87.7</b>	<b>95.1</b>	<b>141.1</b>	<b>144.0</b>
<b>Equity</b>				
Share capital	10.0	10.0	10.0	10.0
Legal reserve	0.4	0.5	0.8	1.0
Unrealized foreign exchange differences	0.1	(1.7)	(0.5)	(0.4)
Retained earnings	8.0	12.6	15.3	26.7
<b>Total equity</b>	<b>18.5</b>	<b>21.5</b>	<b>23.7</b>	<b>37.3</b>
<b>Total equity and liabilities</b>	<b>106.3</b>	<b>116.6</b>	<b>166.8</b>	<b>181.2</b>

# Energbank Income Statement



in EURm	6M21	6M22
Interest and commission fee income	5.0 <b>100.0%</b>	8.9 <b>105.0%</b>
Loan administration fees and penalties	0.0 <b>0.6%</b>	0.0 <b>0.2%</b>
Other income	0.0 <b>1.3%</b>	(0.4) <b>(4.7%)</b>
<b>Total Income</b>	<b>5.0</b> <b>(100%)</b>	<b>8.5</b> <b>(100%)</b>
Interest expense	(0.6) <b>(12.0%)</b>	(0.8) <b>(9.4%)</b>
Allowances for loan impairment	0.4 <b>8.0%</b>	(1.0) <b>(11.8%)</b>
<b>Net operating income</b>	<b>4.8</b> <b>(96.0%)</b>	<b>6.7</b> <b>(78.8%)</b>
Salaries and other personnel expenses	(2.2) <b>(45.8%)</b>	(2.8) <b>(41.8%)</b>
Other operating expenses	(1.1) <b>(22.9%)</b>	(1.7) <b>(25.4%)</b>
Depreciation/amortization charge	(0.3) <b>(16.7%)</b>	(0.3) <b>(4.5%)</b>
Financial assets measured at fair value gains/losses	-	-
Net income from financial investments	-	-
Foreign exchange gains/losses	0.0 <b>0.0%</b>	(0.0) <b>(0.7%)</b>
<b>Profit or loss before taxes</b>	<b>1.2</b> <b>(25.0%)</b>	<b>1.8</b> <b>(26.9%)</b>
Income tax	(0.1) <b>(2.1%)</b>	(0.2) <b>(3.0%)</b>
<b>Net profit for the year/period</b>	<b>1.0</b> <b>(20.8%)</b>	<b>1.7</b> <b>(25.4%)</b>
Other comprehensive income	-	-
<b>Total comprehensive income for the year/period</b>	-	-

# Energbank Balance Sheet



in EURm	30 Dec 21	20 Jun 22
<b>Assets</b>		
Cash and bank accounts	48.8	55.1
Loans to customers	46.9	49.1
Prepayments	0.1	0.6
Other assets	1.1	1.8
Other financial investments	44.0	35.0
Property, plant and equipment	6.0	6.0
Right-of-use assets	0.4	0.2
Intangible assets	0.4	0.6
<b>Total assets</b>	<b>147.7</b>	<b>148.4</b>
<b>Liabilities and equity</b>		
<b>Liabilities</b>		
Loans and borrowings	112.3	100.6
Other liabilities	1.3	3.8
<b>Total liabilities</b>	<b>113.6</b>	<b>104.4</b>
<b>Equity</b>		
Share capital	5.0	5.0
Own shares	(2.5)	0
Share premium	0	5.9
Legal reserve	0.5	0.5
Revaluation reserve	0.8	0.8
Unrealized foreign exchange differences	(0.3)	0.7
Other reserves	5.1	4.1
Retained earnings	25.4	27.1
<b>Total equity</b>	<b>34.1</b>	<b>44.1</b>
<b>Total equity and liabilities</b>	<b>147.7</b>	<b>148.4</b>