Consumer lending market review Q1 2025

SIGNET BANK

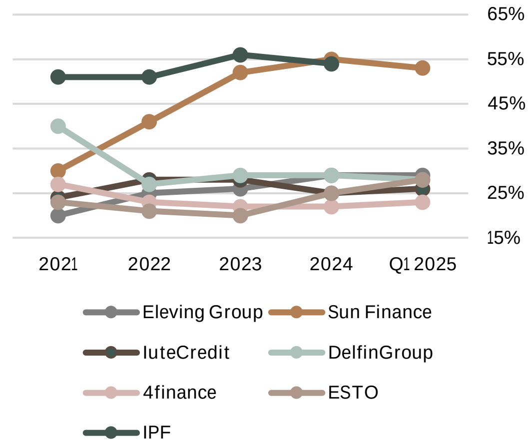
Q1 2025 Consumer lending market review

Sector highlights

- Most of the companies' loan portfolios grew on an annual basis reflecting organic growth and the development of existing businesses. Growth rates have remained largely the same y-o-y, as firms continue to emphasize credit quality to navigate lingering macroeconomic uncertainties. This cautious approach has strengthened portfolio resilience, with companies prioritizing sustainable lending practices.
- Despite high interest rates persisting through much of 2024, the gradual decline in rates in Q1 2025 has alleviated some pressure on borrowing costs. Decreasing inflationary pressures have started to ease operational expenses and most companies successfully grew revenues at a faster rate than expenses, leading to improved cost-to-income (C/I) ratios.
- Following four consecutive ECB rate cuts—from 3.00% to 2.00% (depo rate) between January 30 and June 5, 2025—non-bank lenders moved quickly to capitalize on improved funding conditions. Sun Finance redeemed EUR 50m in bonds early in March 2025, while IPF replaced EUR 67m in maturing bonds with a new EUR 341m issue due in 2029.
- The largest bond issuances for the period were as follows: In March 2025, Eleving Group completed a public bond offering with a tap issue, raising EUR 40m in senior secured notes. In April 2025, Sun Finance issued EUR 50m in senior unsecured notes. Iute Group issued EUR 140m in senior secured notes due 2030 in June 2025 to refinance existing bonds and extend maturities.
- Bond prices were elevated q-o-q and y-o-y. Consequently, the bonds of the companies included in the review saw yields drop, which corresponds with the macroeconomic outlook of continued ECB rate cuts.

Selected companies

Capitalization ratio

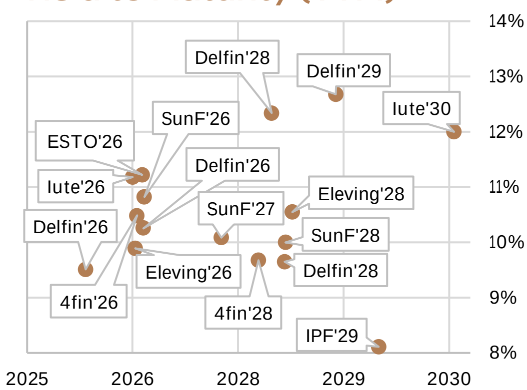


Q1 2025 Financial highlights

EUR m	Eleving Group	Sun Finance	Delfin Group	Iute Group	4finance	ESTO	IPF[2]
Revenue	58.6	70.2	17.5	28.8	116.0	8.2	-
EBITDA	23.9	27.8	5.6	11.5[3]	43.0[3]	4.3	-
Net profit	6.4	16.5	1.8	3.4	14.6	2.3	-
Net loan portfolio	371.1	170.5	121.0	298.4	1 347.2	74.6	-
Total equity	108.6[1]	89.5	35.5[1]	76.5	309.2	14.0	-

[1]Including subordinated loans and bonds
[2]Publishes results twice a year
[3]Adjusted EBITDA

Yield to Maturity (YTM)



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Q1 2025 Eleving Group

Eleving GROUP

Key parameters

Founded: 2012

Headquarters: Latvia

Net portfolio: EUR 371m

Bonds outstanding: EUR 240m

Auditor: BDO Audit (IFRS)

Rating: B- from Fitch

Products: Car financing; Consumer loans

Key markets

- Latvia
- Kenya
- Georgia
- Lithuania
- Romania
- Uganda
- Moldova

Financial highlights

- The Group's net loan portfolio stood at EUR 371.1m, flat q-o-q but up 12% y-o-y. Loan issuance amounted to EUR 96.1m, rising 22% y-o-y, supported by a 27% y-o-y increase in loan applications. The 9% q-o-q decline was expected given seasonality and tighter underwriting criteria following an exceptionally strong Q4/24, which accounted for a large share of the prior year's growth.
- Revenues totaled EUR 58.6m (+13% y-o-y, flat q-o-q), in line with loan portfolio dynamics, with average yields stable at 63.2% (+0.5pp q-o-q, -0.5pp y-o-y). Net revenues reached EUR 48.2m (+1% q-o-q, +16% y-o-y), slightly outpacing interest income growth due to improved funding structure post-IPO. Eleving also successfully executed a EUR 40m bond tap at 10% YTM, representing a 3pp improvement over the original coupon, using proceeds to refinance higher-cost liabilities and bolster the balance sheet.
- Impairment expense increased by 2% q-o-q and 40% y-o-y, primarily due to elevated provisions in the consumer lending segment (+95% y-o-y), driven by rapid expansion in Sub-Saharan Africa. In contrast, vehicle portfolio impairments remained stable. Asset quality remained solid, with NPLs at 4.1% in consumer lending (-0.2pp q-o-q, -0.5pp y-o-y) and 6.1% in the vehicle portfolio (flat q-o-q, -1.2pp y-o-y). Operating expenses were EUR 23.9m (-9% q-o-q, +12% y-o-y), tracking revenue growth.
- Net profit before FX reached EUR 8.7m (+18% q-o-q and +12% y-o-y), reflecting higher loss on FX changes q-o-q. Net profit from continuing operations amounted to 6.4m (-17% q-o-q and +19% y-o-y), driven by lower corporate tax. Net profit attributable to equity holders declined to EUR 4.4m (-31% q-o-q, -4% y-o-y), primarily due to a higher non-controlling interest share, which increased to 31% of total profits (+10pp y-o-y). This was attributed to stronger Q1 results from subsidiaries with significant non-controlling ownership. The Group expects this to normalize in the coming quarters.

Other developments

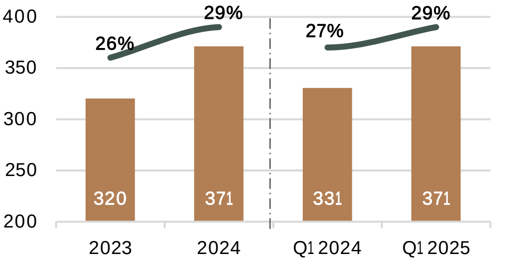
- Management has proposed a EUR 14.8m dividend from 2024 profits, or EUR 0.127 per share, translating to a 7.5% dividend yield at the IPO price of EUR 1.70. This represents a 50% payout ratio from consolidated profits. Shareholders will vote on the proposed dividend distribution on June 2 2025 with ex-dividend date set at June 3 2025.
- Smartphone financing was launched in Uganda in collaboration with phone manufacturers and international telecommunications partners.
- Eleving Group is actively pursuing expansion into new markets in the African and European regions. The Group expects to commence operations in selected markets during the second half of the year.

Financial highlights, EUR m

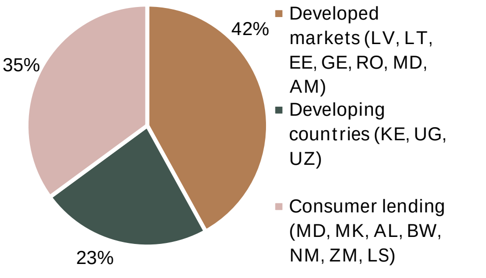
	Q1 2024	Q1 2025		FY 2023	FY 2024	
Revenue	51.8	58.6	*+13%*	189.3	216.6	*+14%*
EBITDA	23.2	23.9	*+3%*	81.8	89.6	*+10%*
EBITDA margin	45%	41%	*-4pp*	43%	41%	*-2pp*
Net profit (cont. operations)	5.4	6.4	*+19%*	21.9	28.8	*+32%*
Net loan portfolio	330.5	371.1	*+12%*	320.3	371.2	*+16%*
Cash	48.4	29.3	*-39%*	27.5	34.5	*+25%*
Total equity[1]	86.9	108.6	*+25%*	81.9	108.2	*+32%*
Total borrowings	332.2	334.0	*+1%*	310.6	327.6	*+55%*
EBITDA / Interest expense (>1.25x)	2.4x	2.3x	*-0.1x*	2.3x	2.4x	*+0.1x*
Capitalization ratio (>15%)	27%	29%	*+2pp*	26%	29%	*+3pp*
Net Leverage (<6.0x)	3.5x	3.4x	*-0.1x*	3.7x	3.3x	*-0.4x*

[1]Including subordinated bonds

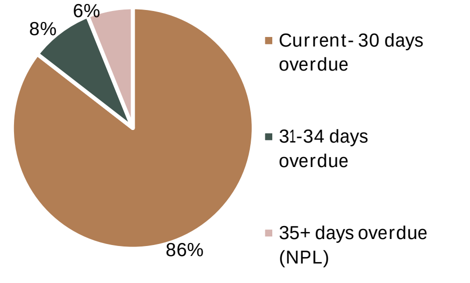
Net loan portfolio and Capitalization ratio, EUR m



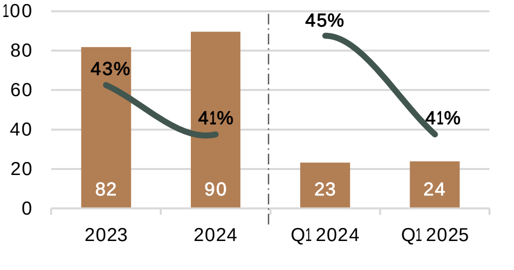
Net loan portfolio split by markets



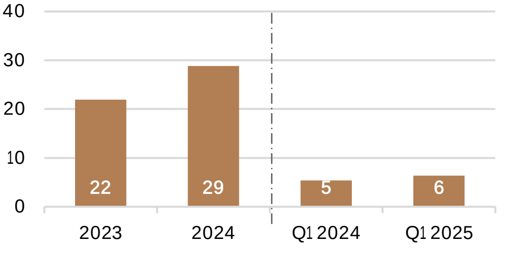
Net car loan portfolio by delay buckets



EBITDA and EBITDA margin, EUR m



Net profit before FX, EUR m



Q1 2025 Sun Finance

Key parameters

Founded: 2017

Headquarters: Latvia

Net portfolio: EUR 171m

Bonds outstanding: EUR 73m

Auditor: BDO Audit (IFRS)

Products: Short term loans; Line of credit, Installment loans

Key markets

- Latvia
- Poland
- Sweden
- Denmark
- Kazakhstan
- Mexico
- Philippines

Financial highlights

- The net portfolio stood at EUR 170.5m at the end of the period, reflecting a slight decline (2.5% y-o-y, up 0.1% q-o-q), following the implementation of a strategic geographic realignment from the Central Asia market. As of the end of Q1 2025, the Central Asia market represented 7.3% of the total net portfolio, a decrease from 32.0% at the end of Q1 2024. The Europe market experienced the most notable net portfolio growth of 86% y-o-y, but only the Latin America market experienced tangible net portfolio growth q-o-q of 9%. As a result of including the Scandinavian market in the Europe market, the share of the Europe market rose to 82.9% from 43.5% in Q1 2024. The newest market, Africa, now accounts for 2.7% of the total portfolio, up by 1.0pp from the end of Q1 2024.
- The Group's revenue remained stable y-o-y at EUR 70.2m in Q1 2025, despite the continued impact of reduced exposure to the Central Asia market.
- C/I ratio reached 26.9% for the period, decreasing by 0.2pp y-o-y, driven by a reduction in the overall operating cost base resulting from improved efficiency and the Group's lean operational structure. The EBITDA/interest expense ratio declined from 6.3x in Q1 2024 to 6.2x in Q1 2025. The Group's EBITDA for Q1 2025 amounted to EUR 27.8m, a 11.2% y-o-y decrease mainly attributable to reduced other operating income (mostly reduced income from discontinued operations), resulting from changes in the geographic scope of Group's operational markets. Consequently, the EBITDA margin declined by 5pp y-o-y and reached 40%.
- The Group closed Q1 2025 with a net profit of EUR 16.5m, a 32% y-o-y decrease due to lower other operating income resulting from continued impacts of strategic realignment from Central Asia market. Other operating income decreased from EUR 16.8m in Q1 2024 to EUR 4.6m in Q1 2025 (-72.6% y-o-y). The Group's capitalization ratio decreased from 60% in Q1 2024 to 53% in Q1 2025 (-7pp y-o-y).

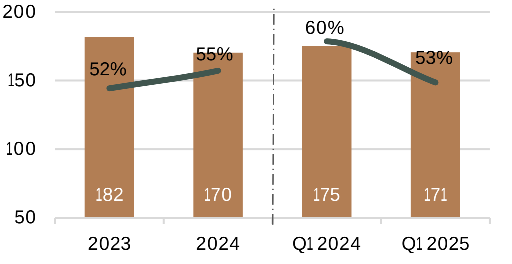
Other developments

- At the end of February 2025, the Group's 3.5-year senior unsecured bonds with a maturity in November 2027, were admitted to trading on the Nasdaq First North market.
- In March 2025, Sun Finance announced the early redemption of its EUR 50m bonds due in September 2025.
- In March 2025, for the fifth consecutive year, Sun Finance was recognized by The Financial Times as one of the Fastest Growing European Companies.
- In April 2025, Sun Finance issued EUR 50m in senior unsecured notes to refinance the existing unsecured notes maturing in September 2025.
- In early May 2025, the Group marked another major milestone – EUR 4bn in total loans issued worldwide since its inception.

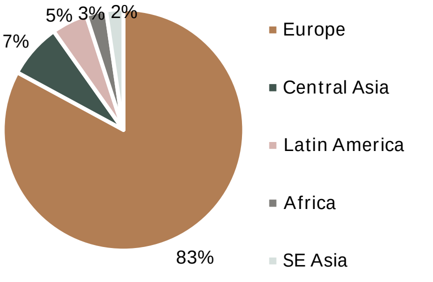
Financial highlights, EUR m

	Q1 2024	Q1 2025		FY 2023	FY 2024	
Revenue	70.2	70.2	*+0%*	278.7	271.3	*-3%*
EBITDA	31.3	27.8	*-11%*	119.6	116.6	*-3%*
EBITDA margin	45%	40%	*-5pp*	40%	43%	*+3pp*
Net profit	24.1	16.5	*-32%*	72.1	70.1	*-3%*
Net loan portfolio	174.9	170.5	*-3%*	181.7	170.3	*-6%*
Cash	35.7	30.2	*-15%*	22.6	34.9	*+54%*
Total equity	104.2	89.5	*-14%*	94.8	92.8	*-2%*
Total borrowings	127.0	136.8	*+8%*	126.7	131.0	*+3%*
EBITDA / Interest expense (>1.75x)	6.3x	6.2x	*-0.1x*	6.7x	6.4x	*-0.3x*
Capitalization ratio (>20%)	60%	53%	*-7pp*	52%	55%	*+3pp*
Unencumbered receivables ratio (>1.4x)	2.0x	2.2x	*+0.2x*	2.0x	2.2x	*+0.2x*

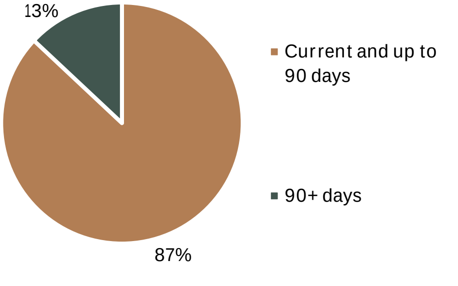
Net loan portfolio and Capitalization ratio, EUR m



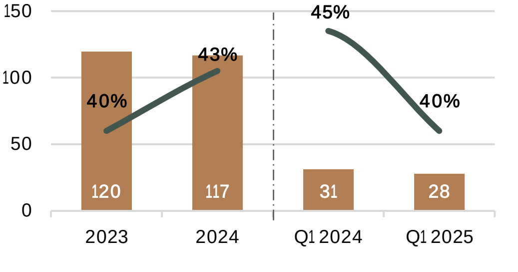
Net loan portfolio split by markets



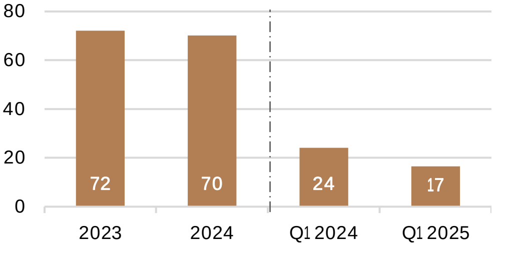
Gross portfolio by delay buckets, (31.12.2024)



EBITDA and EBITDA margin, EUR m



Net profit before FX, EUR m



Q1 2025 DelfinGroup

Key parameters

Founded: 2009

Headquarters: Latvia

Net portfolio: EUR 121m

Bonds outstanding: EUR 55m

Auditor: KPMG Baltics (IFRS)

Products: Pawn broking loans; Consumer loans; Sale of pre-owned goods

Key markets

- Latvia
- Lithuania

Financial highlights

- Loan issuance recovered during the quarter, supported by new origination activity in Lithuania, with total loan issuance advancing 9.5% q-o-q. The net loan portfolio expanded to EUR 121.0m, representing 6.6% q-o-q and 26.6% y-o-y growth, while interest income rose 5.2% q-o-q and 22.4% y-o-y. Net interest income reached EUR 11.7m, up 6.7% q-o-q and 25.2% y-o-y. Cost of debt remained flat q-o-q at 11.1%, down 0.5pp y-o-y. Approximately 56% of the Group's debt is with floating-rate, making it sensitive to Euribor trends.
- DGR's total sales of pre-owned goods (including pawn collateral sales) reached EUR 4.7m in Q1, continuing a steady q-o-q uptrend and delivering a robust 31% y-o-y increase. Online store sales advanced even more strongly, rising 36% y-o-y.
- Credit loss expense came in at EUR 4.7m (+14.7% q-o-q, +36.1% y-o-y), increasing faster than net loan portfolio. Operating expenses (OpEx) amounted to EUR 5.8m in Q1 (+6.4% q-o-q, +22.2% y-o-y), broadly trailing revenue expansion.
- Operating profit totaled EUR 2.3m (-12.8% q-o-q, +11.0% y-o-y), while net profit amounted to EUR 1.8m (-12.8% q-o-q, +9.3% y-o-y), with the decline on a q-o-q basis primarily attributable to higher credit loss provisions.

Other developments

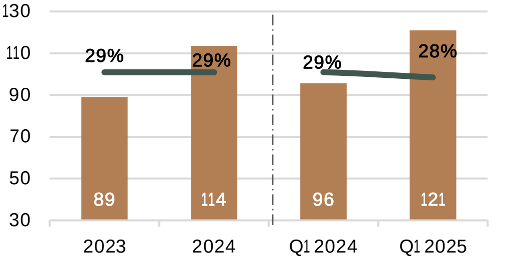
- Chief Administrative Officer Laima Eižvertiņa has become a Member of the Management Board of DelfinGroup. Laima is actively involved in leading strategic and development projects, as well as organizing the work of the management board and supervisory board.
- DelfinGroup is merging Latvian and Lithuanian online stores. LV and LT online stores operated as separate stores with a separate inventory. The stores are merged and Lithuanian clients can purchase items from Latvia and vice versa.
- DelfinGroup signed additional credit line agreement with Multitude Bank for EUR 12.5m. Total available financing from Multitude Bank has reached EUR 23.5m.

Financial highlights, EUR m

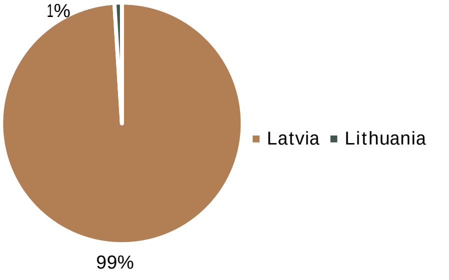
	Q1 2024	Q1 2025		FY 2023	FY 2024	
Revenue	14.3	17.5	*+22%*	50.4	63.0	*+25%*
EBITDA	5.0	5.6	*+12%*	18.2	21.9	*+20%*
EBITDA margin	34%	31%	*-3pp*	36%	35%	*-1pp*
Net profit	1.6	1.8	*+13%*	6.6	7.3	*+11%*
Net loan portfolio	95.6	121.0	*+27%*	89.0	113.5	*+28%*
Cash	3.0	1.5	*-49%*	5.9	1.6	*-70%*
Total equity[1]	27.3	35.5	*+36%*	26.1	33.9	*+30%*
Total borrowings	81.1	102.5	*+26%*	80.1	97.6	*+22%*
EBITDA / Interest expense (>1.5x)	2.1x	2.0x	*-0.1x*	2.1x	2.0x	*-0.1x*
Capitalization ratio (>20%)	29%	28%	*-1pp*	29%	29%	*+0pp*
Unencumbered receivables ratio (>1.2x)	1.5x	1.5x	-	1.5x	1.5x	-

[1]Including subordinated bonds

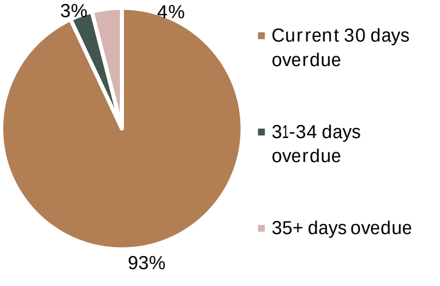
Net loan portfolio and Capitalization ratio, EUR m



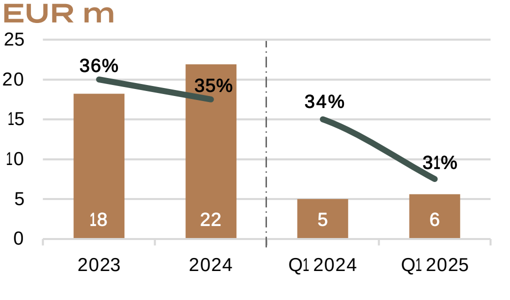
Net loan portfolio split by markets



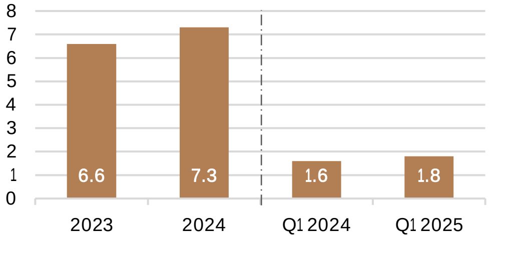
Gross consumer loan portfolio by delay buckets



EBITDA and EBITDA margin, EUR m



Net profit before, EUR m



Q1 2025 IuteGroup

Key parameters

Founded: 2008

Headquarters: Estonia

Net portfolio: EUR 298m

Bonds outstanding: EUR 187m

Auditor: KPMG Baltics (IFRS)

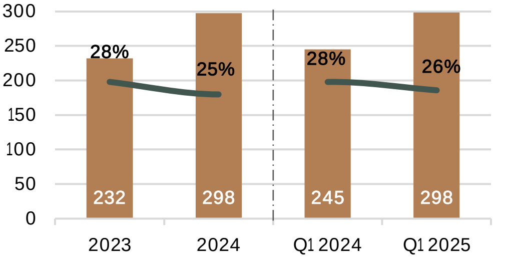
Rating: B- from Fitch

Products: Dealer loans; Cash loans; Car loans; Bank

Key markets

- Moldova
- North Macedonia
- Bulgaria
- Albania
- Bosnia and Herzegovina

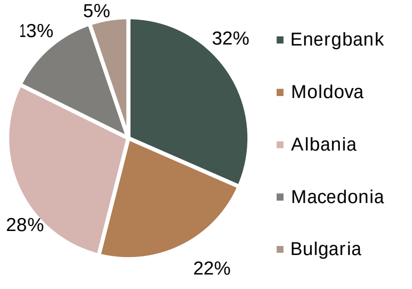
Net loan portfolio and Capitalization ratio, EUR m



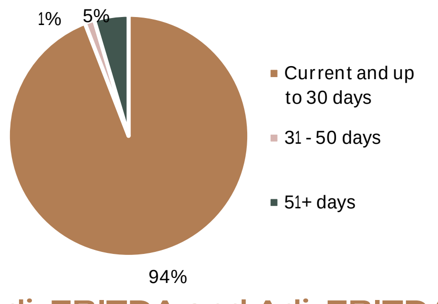
Financial highlights

- During Q1 2025, Iute Group continued to grow its loan portfolio. The Group's net loan portfolio reached EUR 298.4m, representing a 22% increase y-o-y. Loan issuance increased to 83 thousand by the end of Q1 2025, up 10.1% y-o-y (Q1 2024: 75 thousand). The Group's cost of risk, expressed as net impairment charges to average gross loan portfolio, decreased from 9.3% in Q1 2024, to 8.1% at the end of Q1 2025, underlying the Group's trajectory to improvement of customer quality.
- For the quarter, the Group' s interest income increased to EUR 24.3m, up 8.6% y-o-y. The 9.9% y-o-y increase in net interest income from non-banks is attributable to strong lending in the loan portfolio, although the strategic shift to underwriting longer-term loans led to a reduction in APRs. Energbank's share in net interest income remained unchanged over the year at EUR 3.2m, attributable to the decline in interest income from deposits and fees. The Group continues to emphasize enhancing loan portfolio quality by extending loan maturities and targeting more creditworthy customers, with the weighted average loan maturity standing at 26.8 months at the end of Q1 2025, compared to 25.7 at the end of Q1 2024. Cost of debt for the Group remains high and interest expense increased to EUR 7.8m, up 6.4% y-o-y.
- Adjusted cost-to-revenue ratio decreased to 38.3% (Q1 2024: 39.6%), with increased costs offset by rising interest income.
- The Group reported net operating income of EUR 14.8m, up 17.0% y-o-y. Net profit in Q1 2025 increased to EUR 3.4m, increasing by 54% y-o-y, attributable to an increase in revenue. Lower net profit last year was attributable to one-off expenses related to changes in LGD calculation.
- The capitalization ratio during Q1 2025 decreased to 25.6% from 27.5% at the end of Q1 2024, but still exceeding Eurobond covenant of at least 15% with notable margin. The ICR has slightly improved over the year, standing at 1.7x at the end of Q1 2025.

Net loan portfolio split by markets



Net loan portfolio by delay buckets



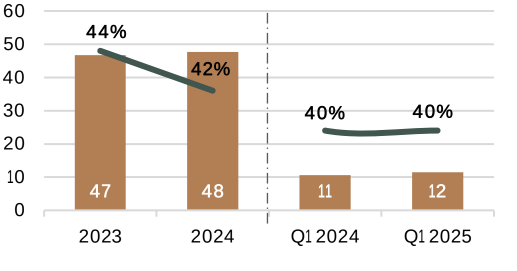
Other developments

- Wallet services and digital insurance brokerage continue to grow significantly faster than lending business – further acceleration is expected by the management.
- Energbank's digitalization turnaround in progress, with corresponding increase in revenue and improvement of opex-to-revenue ratio starting in Q2 2025.
- The MyIute app has been downloaded over 1.3m times, meanwhile, the branch network was reduced from 43 at the end of 2024 to 38.
- In June 2025 Iute successfully issued new Senior Secured EUR 2025/2030 Bonds with an interest rate of 12% for a total volume of EUR 140m. The partial refinancing of around EUR 78m of the EUR 2021/2026 Bonds has thus been completed ahead of schedule.

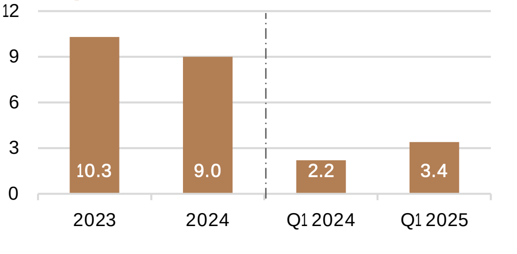
Financial highlights, EUR m

	Q1 2024	Q1 2025		FY 2023	FY 2024	
Revenue	26.4	28.8	*+9%*	105.7	113.1	*+7%*
Adjusted EBITDA	10.6	11.5	*+9%*	46.7	47.7	*+2%*
Adjusted EBITDA margin	40%	40%	*+0pp*	44%	42%	*-2pp*
Net profit	2.2	3.4	*+54%*	10.3	9.0	*-12%*
Net loan portfolio	245.0	298.4	*+22%*	232.2	297.6	*+28%*
Cash	53.7	55.8	*+4%*	71.7	53.7	*-25%*
Total equity	74.5	76.5	*+3%*	63.8	74.5	*+17%*
Total borrowings	310.0	341.3	*+10%*	293.0	327.9	*+12%*
EBITDA / Interest expense (>1.5x)	1.6x	1.7x	*+0.1x*	1.7x	1.7x	*+0.0x*
Capitalization ratio (>15%)	28%	26%	*-2pp*	28%	25%	*-3pp*
Leverage ratio	5.7x	5.8x	*+0.1x*	5.1x	5.7x	*+0.6x*

Adj. EBITDA and Adj. EBITDA margin, EUR m



Net profit before FX, EUR m



Q1 2025
4finance

4 FINANCE

Key parameters

Founded: 2008

Headquarters: Latvia

Net portfolio: EUR 1347m

Bonds outstanding: EUR 257m

Auditor: PKF Audit & Conseil (IFRS)

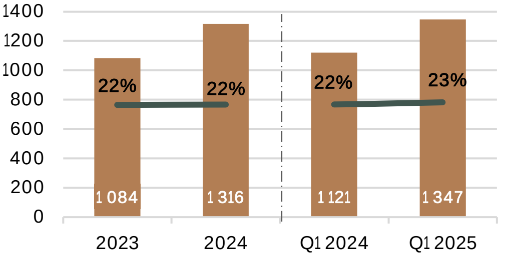
Rating: B- S&P, B2 Moody's, B Fitch

Products: Short-term loans, Credit lines, Consumer loans, Bank

Key markets

- Spain
- Latvia
- Greece
- Philippines
- Romania
- Bulgaria
- Czech Republic

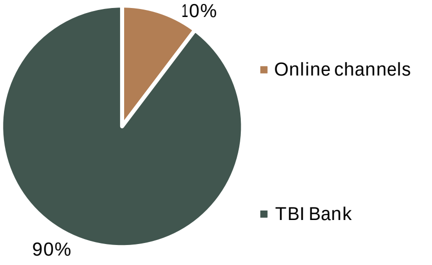
Net loan portfolio and Capitalization ratio, EUR m



Financial highlights

- Online loan issuance has slightly declined, with issued loans decreasing by 8.0% y-o-y to EUR 127.5m, with the Group reflecting a focus on efficiency and profitability rather than volume growth. TBI has recorded a more visible loan issuance growth of 20% y-o-y, amounting to EUR 301.8m. TBI Bank's loan book continued to grow, particularly in Romania, with an increase of 23% in average net receivables y-o-y.
- Loan portfolio reached EUR 1,347.2m, increasing 20% y-o-y. TBI Bank segment's share of the Group's total net loan portfolio is currently 89.7%, up from 88% in 12M 2023. The overall cost of risk for the Group was at 12.2% for Q1 2025, an improvement from 13.4% in the prior year. The Group's NPL ratio has increased to 9.7%, stable q-o-q.
- Net interest income for Q1 2025 amounted to EUR 97.5m growing 14% y-o-y, recording faster growth compared to net loan portfolio. The net fee and commission income, primarily generated by TBI Bank from insurance sales to its customers, was up 9% y-o-y. Revenue reached EUR 116.0m, increasing 12% y-o-y.
- Cost to income ratio for the period was 38.2%, an improvement from 43.3% in the prior year period. The achieved operational efficiency drove net profit to EUR 14.6m in Q1 2025, increasing 53% y-o-y.
- The Group's capitalization ratio increased to 23% by the end of Q1 2025. For the period, the ICR improved to 2.1x, complying with the bond covenant requirement of 2.0x.

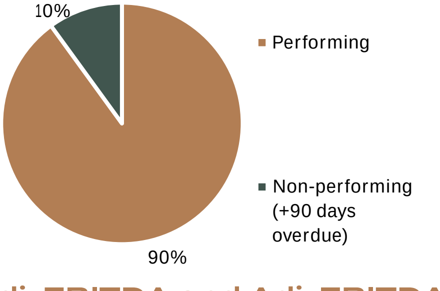
Net loan portfolio split by markets



Other developments

- In February 2025, pilot operations commenced in Georgia, introducing auto loans to diversify the product portfolio.
- The Group offered EUR 2028 bond investors a put option in February 2025 for up to EUR 15m at par, but no valid requests were received during the notice period.
- In April 2025, the Group announced the sale of TBI Bank, which is pending regulatory approvals and expected to close in Q4 2025.
- The Group is seeking to acquire a non-bank financial corporation in India, marking a strategic move to expand its presence in the rapidly growing financial services market. 4finance has already signed a Sale and Purchase Agreement (SPA) for the acquisition.

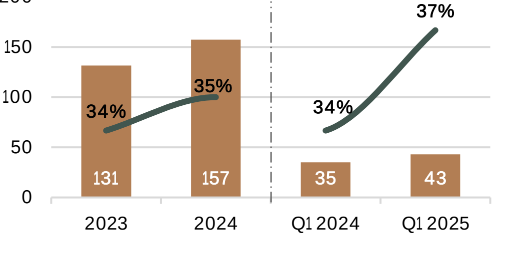
Gross loan portfolio by delay buckets



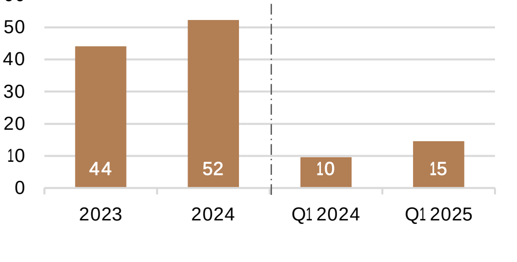
Financial highlights, EUR m

	Q1 2024	Q1 2025		FY 2023	FY 2024	
Revenue	103.3	116.0	*+12%*	384.6	444.1	*+15%*
Adjusted EBITDA	34.9	43.0	*+23%*	131.3	157.1	*+20%*
Adjusted EBITDA margin	34%	37%	*+3pp*	34%	35%	*+1pp*
Net profit	9.6	14.6	*+53%*	44.1	52.3	*+19%*
Net loan portfolio	1 120.6	1 347.2	*+20%*	1 084.4	1 315.9	*+21%*
Cash	283.9	372.0	*+31%*	261.6	294.7	*+13%*
Total equity	251.1	309.2	*+23%*	241.7	294.7	*+22%*
Total borrowings	306.5	372.6	*+22%*	301.6	332.1	*+10%*
EBITDA / Interest expense (>2.0x)	2.0x	2.1x	*+0.1x*	2.0x	2.0x	*+0.0x*
Capitalization ratio	22%	23%	*+1pp*	22%	22%	*+0pp*

Adj. EBITDA and Adj. EBITDA margin, EUR m



Net profit before FX, EUR m



Q1 2025
ESTO Holdings

esto

Key parameters

Founded: 2017

Headquarters: Estonia

Net portfolio: EUR 75m

Bonds outstanding: EUR 15m

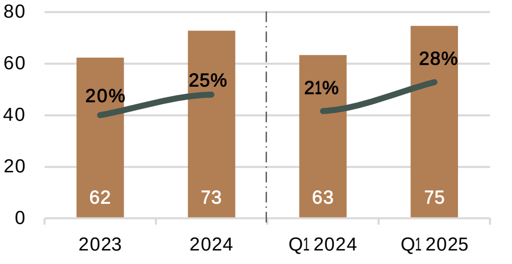
Auditor: KPMG Baltics (IFRS)

Products: Buy now pay later (BNPL)

Key markets

- Estonia
- Latvia
- Lithuania

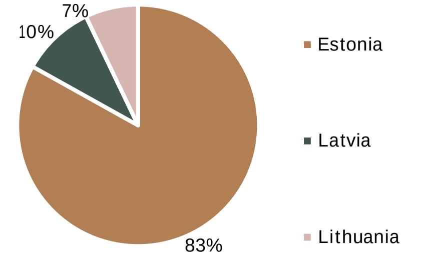
Net loan portfolio and Capitalization ratio, EUR m



Financial highlights

- During Q1 2025 the Group continued to experience a decrease in operational volumes with GMV (gross merchandise value) decreasing to EUR 36.9m (-9% y-o-y), due to the Group limiting loss-making products. Volume of transactions stood at EUR 233.2m (-8% y-o-y) and the Group issued EUR 21.6m in loans (+5% y-o-y). Net loan portfolio increased to EUR 74.6m (+18% y-o-y). Cost-to-loan decreased to 4% (-2pp y-o-y).
- ESTO's revenue reached EUR 8.2m during Q1 2025, increasing 16% y-o-y, driven by strong performance across all key product lines and overall growth of the customer credit portfolio. The Group's net interest income increased by 27% y-o-y, reaching EUR 4.4m, while net fee and commission income grew by 124% y-o-y, reaching EUR 0.4m for the quarter.
- During the quarter, the Group's main business categories recorded increases in both income and expenses. With both income and expenses rising moderately, the C/I ratio held steady year-over-year at 23%. Personnel expenses rose by 19% y-o-y and other OpEx by 23% y-o-y.
- Q1 2025 marked ESTO's best quarterly performance to date. The Group achieved an EBITDA of EUR 4.3m, growing 53% y-o-y, and improved its EBITDA margin by 12pp y-o-y to 52%.
- The Group's net profit during Q1 2025 continued to exhibit triple-digit growth, reaching EUR 2.3m, with an increase of 114% y-o-y. The growth led to an improvement in the Group's capitalization ratio, which stood at 28% at the end of Q1 2025, compared to 21% reported at the end of Q1 2024 (+7pp y-o-y). At 2.1x, the Group's interest coverage ratio (ICR) is 0.6x higher than it was at the end of Q1 2024.

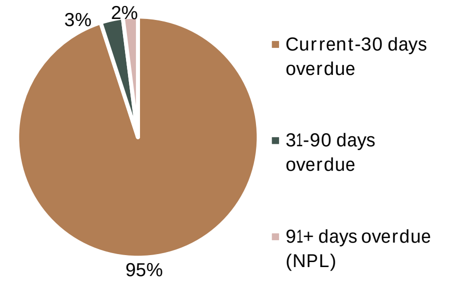
Net loan portfolio split by countries, (31.12.2024)



Other developments

- In February 2025, ESTO successfully secured a EUR 5m overdraft facility from Citadele, marking it to be ESTO's second active funding cooperation with a bank.
- Strong earnings and disciplined leverage kept Group well inside every covenant basket across bank and capital-markets facilities throughout the quarter.
- Group deployed internal GPT-based agentic tooling across fraud, collections, and resale – streamlining workflows and reducing manual touchpoints. Q2 roadmap includes expanded agent deployment across credit ops and merchant onboarding.
- Group instituted a formal Loan-Loss Reserve Committee with monthly model review cadence, producing IFRS 9 aligned signoffs and full auditable traceability of ECL logic across cohorts.

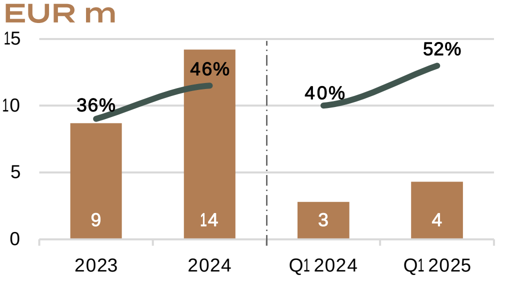
Net loan portfolio by delay buckets, (31.12.2024)



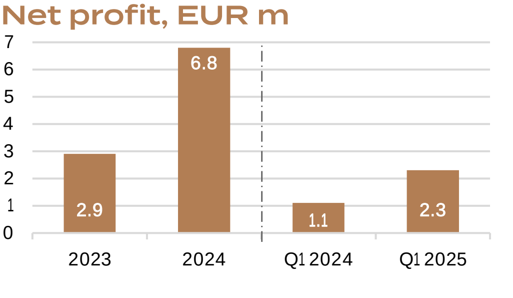
Financial highlights, EUR m

	Q1 2024	Q1 2025		FY 2023	FY 2024	
Revenue	7.1	8.2	*+16%*	24.1	31.1	*+29%*
EBITDA	2.8	4.3	*+53%*	8.7	14.2	*+63%*
EBITDA margin	40%	52%	*+12pp*	36%	46%	*+10pp*
Net profit	1.1	2.3	*+114%*	2.9	6.8	*+139%*
Net loan portfolio	63.3	74.6	*+18%*	62.3	72.8	*+17%*
Cash	1.5	2.2	*+46%*	2.4	2.5	*+6%*
Total equity	8.8	14.0	*+18%*	6.7	11.9	*+78%*
Total borrowings	60.2	65.6	*+9%*	59.9	66.3	*+11%*
EBITDA / Interest expense (>1.25x)	1.5x	2.1x	*+0.6x*	1.5x	2.0x	*+0.5x*
Capitalization ratio (>20%)	21%	28%	*+7pp*	20%	25%	*+5pp*

EBITDA and EBITDA margin, EUR m



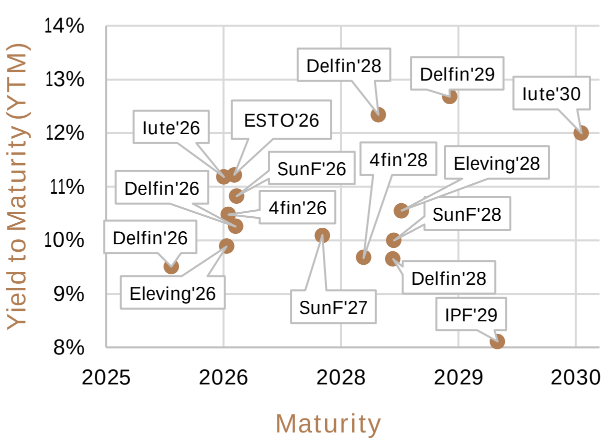
Net profit, EUR m

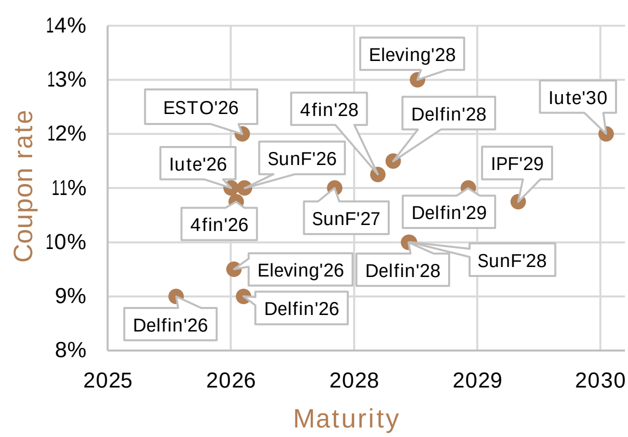


Current bond issues

Company	Issuer	ISIN	Maturity	Coupon	Issue size, EUR	YTM[1]	BID Price	Call option	Collateral	Listing
Eleving	Eleving Group S.A. (Luxembourg)	XS2393240887	18.10.2026	9.50%	150m	9.89%	99.50	Call @104.75% (18.10.2024); @102.375% (18.10.2025); @100% after	Secured	Frankfurt Stock Exchange and Nasdaq Riga
		DE000A3LL7M4	31.10.2028	13.00%	90m	10.55%	107.00	Call @103% (31.10.2025); @102% (31.10.2026); @101% (31.10.2027); @100 after	Secured	Frankfurt Stock Exchange and Nasdaq Riga
Sun Finance	Sun Finance Treasury Ltd. (Malta)	LV0000802692	30.11.2026	11.00% + 3M EURIBOR	27m	10.82%	102.95	Call @102% (30.06.2024) @100.5% (31.08.2026)	Senior Unsecured	Nasdaq First North
		LV0000803187	30.11.2027	11.00%	26m	10.09%	102.00	Call @102% (31.05.2027) @100% (30.06.2027)	Senior Unsecured	Nasdaq First North
		LV0000103307	29.09.2028	10.00%	50m	10.00%	100.00	Call @102% (31.03.2027) @101% (31.03.2028) @100.5% (28.04.2028)	Senior Unsecured	-
iute	IuteCredit Finance S.à r.l. (Luxembourg)	XS2378483494	06.10.2026	11.00%	47m	11.18%	99.75	Call @105.5% (06.10.2025); @102.75% after	Secured	Frankfurt Stock Exchange and Nasdaq Tallinn
		XS3047514446	06.12.2030	12.00%	140m	12.00%	100.00	Call @106% (06.06.2028); @103% (06.06.2029); @100 after	Secured	Frankfurt Stock Exchange and Nasdaq Tallinn
delfin group	AS DelfinGroup (Latvia)	LV0000803914	25.09.2028	10.00%	15m	9.65%	101.00	Call @102% (20.09.2025)	Senior Unsecured	Nasdaq Riga
		LV0000802718	25.02.2026	9.00% + 3M EURIBOR	15m	9.51%	101.00	Call @101% (25.02.2024)	Senior Unsecured	Nasdaq First North
		LV0000860146	25.11.2026	9.00% +3M EURIBOR	15m	10.26%	101.00	Call @101% (25.05.2024)	Senior Unsecured	Nasdaq First North
		LV0000802700	25.07.2028	11.50% + 3M EURIBOR	5m	12.34%	103.00	Call @101% (on every coupon payment day)	Subordinated	Nasdaq First North
		LV0000870145	25.05.2029	11.00% +3M EURIBOR	5m	12.68%	101.00	Call @101% (on every coupon payment day)	Subordinated	-
4FINANCE	4finance S.A. (Luxembourg)	XS1417876163	23.05.2028	11.25%	135m	9.68%	103.95	Call @104% (23.12.2018); @103% (23.11.2024); @102% (23.05.2025); @100% (23.05.2026)	Senior Unsecured	Frankfurt Stock Exchange and Nasdaq First North
		NO0011128316	26.10.2026	10.75%	175m	10.48%	100.30	Call @105.375% (26.04.2025); @102.688% (26.10.2025); @101.344% (26.04.2026); @100% after	Senior Unsecured	Euronext Oslo and Frankfurt Stock Exchange
	International Personal Finance plc (United Kingdom)	XS2835773255	14.12.2029	10.75%	341m	8.11%	109.75	Call @104.68% (14.06.2026); @102.1805% (14.06.2027); @100% after	Senior Unsecured	London Stock Exchange and Frankfurt Stock Exchange
esto	ESTO Holdings OÜ (Estonia)	EE3300005065	20.11.2026	12.00%	15m	11.22%	101.00	Call @102% (20.11.2024); @101% (20.11.2025);@100% (20.08.2026)	Secured	-

[1]Source: Bloomberg, Nasdaq Riga. Data as of 20 June 2025





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