

Fastest growing SME financier in Estonia

Established in 2021

Over 400 satisfied customers

Average ticket size - 5250 €

Portfolio over 2M

Automated processes

We are providing following financial products

- business loans
- recurring revenue factoring
- credit line
- refinancing

MARKET

We operate in Estonia

Average salary - 1548 €

Unemployment rate - 5,5%

Internet user penetration - 89,1%

Stock of overdue SME loans - 1,1%

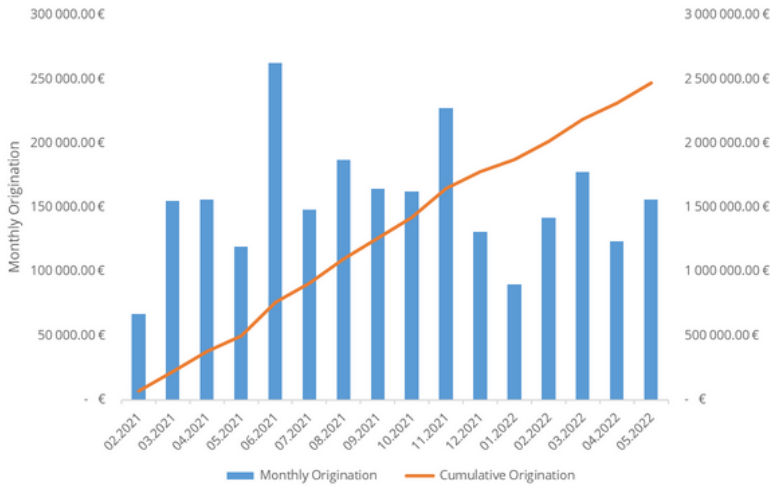
300 000+ registered companies

registered company per every 4 residents

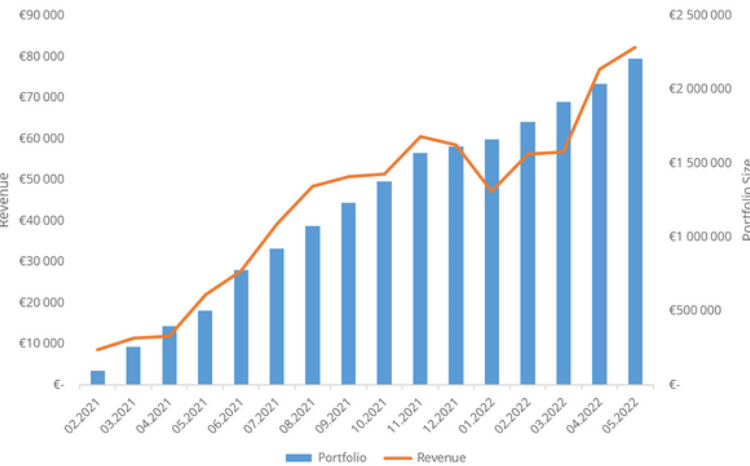
No APR restrictions for SME financing

OPERATIONS

Sales



Portfolio & Revenue Growth



Monthly originations are averaging in 150 000 €. We use combination of automated and direct sales to achieve consistent results.

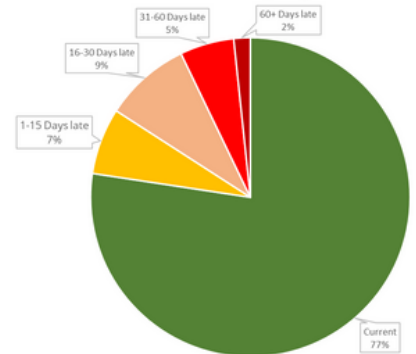


Our portfolio has increased 7,5% and revenue 5% MoM resulting in 2M portfolio and 70 000 € MRR

FINANCIALS

FINANCIALS 2022	January	February	March	April
Income Statement (EURO)				
REVENUE	45,670	52,613	56,657	52,242
GROSS PROFIT/(LOSS)	43,663	51,593	55,875	51,645
DIRECT OPERATING EXPENSES	-22,790	-30,322	-33,449	-26,624
Offline channel				
Online channel	-22,790	-30,322	-33,449	-26,624
INDIRECT OPERATING EXPENSES	-2,413	-1,312	-2,503	-2,191
OPERATING PROFIT/(LOSS)	18,461	19,959	19,923	22,830
Other income (penalty)	1,515	3,702	569	24,639
Other expense (interest)	-15,948	-15,163	-17,878	-17,652
	-11,919	-6,665	-15,264	12,164
NET PROFIT/(LOSS) before Corporate expenses	4,028	8,498	2,614	29,816
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Profit before interest (PBI)	4,028	8,498	2,614	29,816

Portfolio Quality



We reached positive net profit in April and forecasting growth of profit in ongoing month of 2022

Our target is 80% current and 20% late portfolio. This is healthy balance between profitability and risk management