

esto

ESTO AS
2023-06

Income Statement

	2021				2022				2023	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Total revenue	2,537,151	2,857,078	3,183,053	3,240,493	3,355,678	3,556,784	4,118,825	4,778,082	4,868,360	5,286,312
Loan direct costs	-1,231,205	-1,275,986	-1,468,091	-1,575,775	-1,584,715	-1,820,569	-2,278,806	-2,824,559	-2,685,268	-2,931,963
Provisions & write - off	-634,144	-629,734	-698,194	-792,659	-845,341	-1,059,911	-1,431,993	-1,778,709	-1,576,366	-1,824,097
Capital costs - interest	-556,534	-574,267	-697,926	-716,378	-686,255	-708,689	-804,340	-1,007,467	-1,066,898	-1,069,742
Capital costs - fees	-40,527	-71,986	-71,971	-66,739	-53,119	-51,968	-42,473	-38,383	-42,003	-38,124
Gross Profit	1,305,947	1,581,092	1,714,962	1,664,718	1,770,963	1,736,215	1,840,019	1,953,524	2,183,092	2,354,349
	Gross Profit %	51%	55%	54%	51%	53%	49%	45%	41%	45%
Operating costs	-523,706	-661,196	-805,531	-825,983	-869,514	-856,498	-879,073	-863,058	-870,323	-971,983
Other	-466,843	-561,953	-708,882	-723,359	-744,144	-755,438	-770,690	-782,117	-780,354	-849,307
Marketing	-56,863	-99,243	-96,649	-102,624	-125,370	-101,060	-108,383	-80,941	-89,969	-122,676
Operating Profit	782,240	919,896	909,431	838,735	901,449	879,717	960,946	1,090,466	1,312,769	1,382,366
Total non operating costs or income	-3,084	-7,091	-11,908	-40,392	-4,010	-4,592	-11,913	-8,555	-14,235	-10,599
EBTDA	779,156	912,805	897,523	798,343	897,439	875,125	949,034	1,081,910	1,298,534	1,371,766
	EBITDA %	31%	32%	28%	25%	27%	25%	23%	23%	79%
Total Depreciation	-11,813	-5,943	-7,180	-11,333	-12,472	-13,726	-14,513	-14,629	-14,111	-13,731
EBT	767,343	906,863	890,344	787,010	884,967	861,399	934,520	1,067,281	1,284,424	1,358,036
Tax	0	0	-196,635	0	0	0	0	0	0	0
Net Profit	767,343	906,863	693,709	787,010	884,967	861,399	934,520	1,067,281	1,284,424	1,358,036

Financial Position Statement

ASSETS	2021				2022				2023	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Current Assets	21,627,277	24,226,268	26,353,659	27,959,205	29,280,635	31,856,603	36,377,737	42,697,195	42,815,793	46,420,633
Cash and cash equivalents	1,905,692	646,413	2,069,678	396,352	532,501	139,135	207,789	386,996	210,045	523,875
Deferred assets	411,358	449,052	466,639	507,118	618,630	591,784	570,900	609,050	569,619	559,695
ST loans	18,231,149	22,081,463	22,766,345	26,484,331	27,909,025	30,895,589	35,045,713	41,305,961	41,605,592	44,858,926
ST receivables and prepayments	1,079,077	1,049,339	1,050,996	571,404	220,478	230,095	553,334	395,187	430,537	478,136
Fixed assets	3,006,267	3,274,018	3,484,729	3,056,998	2,872,105	2,828,027	2,741,740	2,742,995	2,828,829	2,861,387
LT loans	2,683,037	2,913,141	2,996,148	2,900,520	2,708,130	2,663,930	2,587,328	2,602,151	2,702,207	2,745,156
Tangible assets	33,961	38,402	51,382	64,920	70,805	71,099	64,537	55,969	47,693	41,716
Intangible assets	34,269	67,475	77,198	91,558	93,170	92,998	89,875	84,875	78,929	74,516
LT receivables principal	255,000	255,000	360,000	0	0	0	0	0	0	0
ASSETS (total)	24,633,544	27,500,285	29,838,387	31,016,203	32,152,739	34,684,630	39,119,477	45,440,190	45,644,621	49,282,020
LIABILITIES & EQUITY										
Short-term liabilities	7,108,022	9,394,636	11,655,471	8,116,506	7,641,533	7,845,943	6,737,850	9,249,291	8,990,051	10,653,695
Debts	6,724,518	9,098,590	11,241,980	7,652,996	6,851,616	6,841,989	5,793,777	8,606,531	8,358,717	9,955,137
Other liabilities	383,504	296,046	413,491	463,510	789,916	1,003,955	944,075	642,761	631,335	698,559
Long-term liabilities	14,936,900	14,610,900	14,803,900	18,733,670	19,460,213	20,926,294	25,534,713	28,135,872	27,315,119	27,930,839
Debt	11,936,900	11,610,900	11,803,900	15,733,670	16,460,213	17,926,294	22,534,713	24,135,872	23,315,119	23,930,839
Quasi-equity (subordinated debt)	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	3,000,000	4,000,000	4,000,000	4,000,000
Equity	2,588,622	3,494,749	3,379,017	4,166,027	5,050,994	5,912,393	6,846,913	8,055,027	9,339,451	10,697,486
The share capital of a nominal value	254,529	254,529	254,529	254,529	254,529	254,529	254,529	254,529	254,529	254,529
Reserves and other	11,151	11,151	11,151	11,151	11,151	11,151	11,151	11,151	11,151	11,151
Running profit	2,322,942	3,229,069	3,113,337	3,900,347	4,785,314	5,646,713	6,581,234	7,789,347	9,073,771	10,431,807
LIABILITIES & EQUITY (total)	24,633,544	27,500,285	29,838,387	31,016,203	32,152,739	34,684,630	39,119,477	45,440,190	45,644,621	49,282,020

Cash-flow Statement

	2021				2022				2023	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Cash flow from operating activities	- 531,503	- 2,654,702	808,560	- 2,319,168	598,016	-1,113,955	-2,666,294	-4,216,392	1,979,012	-816,491
Cash flow from clients (including portfolio sales)	134,705	-1,929,550	1,803,058	-1,259,364	1,481,214	-247,620	-1,824,083	-3,274,410	2,900,642	159,656
Operating expenses	- 666,207	- 725,151	- 994,498	-1,059,804	-883,197	-866,335	-842,212	-941,983	-921,630	-976,147
Cash flow from Funding activities	909,579	1,425,399	622,218	- 52,300	-790,561	725,622	2,738,944	4,396,468	-2,155,963	1,130,322
Cash flow from investing activities	- 64,295	- 29,977	- 7,513	698,143	328,694	-10,838	-3,995	-868	0	0



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