

Iute Group reports unaudited results for 3M/2025

Operational efficiency and profitability improve despite headwinds in customer growth

Strategic Highlights

- Longer maturities, stronger customers and automation are increasingly offsetting falling effective annual interest rates and rising interest costs.
- Number of active customers down 1,6% to 258 thousand (31 Dec. 2024: 262 thousand) with revenue per customer (LTM) up 2,1% to 441 EUR (12M/2024: 432 EUR).
- Group consolidated balance sheet up 3,6% to 430,5 million EUR and equity up 2,7% to 76,5 million EUR as of 31 Mar. 2025.
- Energbank's digitalization turnaround in progress, with corresponding increase in revenue and improvement of opex-to-revenue ratio starting in Q2 2025.
- Wallet services and digital insurance intermediation continue to grow significantly faster than lending business – further acceleration expected.
- After end of reporting period, partial refinancing of around EUR 78 million of EUR 2021/2026 Bonds completed ahead of schedule with successful issue of new Senior Secured EUR 2025/2030 Bonds with a total volume of EUR 140 million.

Operational Highlights

- Loan payouts increased by 1,7% to 83,5 million EUR (3M/2024: 82,1 million EUR) – the overall focus remained on improved risk management and new regulations came into force in Albania.
- Number of loans signed with 83 thousand up 10,1% (3M/2024: 75 thousand).
- Group cost of risk, expressed as net impairment charges to average gross loan portfolio, decreased to 8,1% (12M 2023: 9,1%), underlying trajectory to improvement of customer quality.
- Gross loan portfolio at 319,0 million EUR (31 Dec. 2024: 317,6 million EUR) of which principal amount of 296,6 million EUR remained at previous year's level (31 Dec. 2024: 296,3 million EUR).
- Non-bank repayment discipline (Customer Performance Index, CPI30) at 87,9% (3M/2024: 86,4%), reflecting improved risk management through implementation of credit risk models, risk-based loan amount and loan duration management.
- 79 cardless ATMs operational (31 Dec. 2024: 78 ATMs).

Financial Highlights

- Interest and commission fee income up 8,6% to 24,3 million EUR (3M/2024: 22,4 million EUR).
- Net interest and commission fee income up 9,6% to 16,5 million EUR (3M/2024: 15,0 million EUR).
- Total revenue up 9,0% to 28,8 million EUR (3M/2024: 26,4 million EUR).
- Adjusted cost-to-revenue ratio 38,3% (3M/2024: 39,6%) with increased costs offset by rising interest income.
- EBITDA adjusted for solidarity tax in North Macedonia up 8,5% to 11,5 million EUR (3M/2024: 10,6 million EUR adjusted for FX).
- Net profit at 3,4 million EUR compared to 2,2 million EUR, attributable to one-off expenses related to changes in LGD calculation (IFRS 9), while the prior-year period was influenced by stronger FX gains.
- Strong capitalization and profitability affected by discretionary strong growth efforts still in line with Eurobond covenants.

Statement of the Management

We are confident that the 2025 balance sheet target of 510 million EUR, the annual revenue target of 130 million EUR, and the consolidated net profit target of 13 million EUR will be achieved in spite of dynamic global environments. The growth of the active customer pool target, however, remains the most challenging. While we are seeing growing traction from wallet and insurance services in some markets, we also face increasing competition from traditional banks aiming to retain already acquired and committed customers.

In Q1 2025, all key performance indicators continued to rise – except for the number of active customers. Existing customers are using more of our financial services – loans, wallets, and insurance intermediation – and are also paying more for these services. Revenue grew faster than operating expenses, credit quality improved, and overall net profit increased year-over-year. We created more value for both our customers and investors. On the downside, we did not manage to grow the number of active customers at Group level. This reflects growing competitive pressure and demographic decline, requiring more effort to win over customer segments that are less tech-savvy or already loyal to traditional banks. As an organization, we are still learning how to create the ultimate customer experience, which is the driving force behind our growth.

Although Q1 is typically the weakest quarter of the year, total assets increased by 3,6% to 430 million EUR. Year-over-year, lute Group's revenue grew by 6,5% to 28,8 million EUR, while operating expenses rose by 5,4% to 11,0 million EUR.

The revenue structure is also becoming more diversified. In Q1 2025, 89,9% of total revenue came from loans, while wallet services contributed 4,5%, insurance intermediation 3,7%, and investments in fixed-income securities 1,9%. We remain committed to our long-term goal of generating 20% of total revenue from wallet and insurance services.

Profitability remains under pressure due to declining APRs and volatile capital markets. All Group loans issued in Q1 2025 carried a weighted average APR of 36,6%, down from 37,3% for full-year 2024. Nevertheless, we are confident that the positive effects of our measures to improve operational efficiency and credit quality outweigh the decline in loan yields.

Operational efficiency improved as we continue to benefit from past initiatives and pursue ongoing incremental gains. The cost-to-income ratio improved to 38,3%, compared to 39,6% in the previous year. Economies of scale and digitalization are becoming increasingly evident. Notably, lute Group reduced its headcount to 900 as more customers shift to digital channels. The Mylute app has been downloaded over 1,3 million times. The number of lute partners and agents rose to more than 4.200. Meanwhile, the branch network was reduced from 43 at the end of 2024 to 38. We have also implemented our first AI-driven operational function in the area of customer interactions quality assurance, which has already begun to reduce costs and improve our understanding of customer experience.

Profitability further benefited from improved credit risk management. Loan impairment charges declined by 3,8% year-over-year. This is also reflected in an improved CPI for non-bank loans, which increased to 87,9% from 86,8% in FY 2024.

Foreign exchange gains and losses were close to zero, whereas a solidarity tax of 1,3 million EUR was incurred in North Macedonia. As a result, Q1 2025 net profit reached 3,4 million EUR, aligning well with the annual target and representing a significant improvement compared to 2,2 million EUR in Q1 2024.

Looking ahead, we are increasingly prioritizing the evolution of value proposition for customers. Our goal is to deliver fully digital, personalized banking services via the Mylute SuperApp, aspiring to reach over one million active customers by the end of 2027.

Tarmo Sild
CEO of lute Group

Consolidated key financial figures

	31 Mar. 2025	31 Dec. 2024	Δ in %
Capitalization			
Gross loan portfolio (in thousand EUR)	318.967	317.599	0,4%
<i>Iute Non-Bank</i>	221.235	223.324	-0,9%
<i>Energbank</i>	97.732	94.275	3,7%
Net loan portfolio (in thousand EUR)	298.423	297.638	0,3%
<i>Iute Non-Bank</i>	204.235	206.870	-1,3%
<i>Energbank</i>	94.188	90.761	3,8%
Assets (in thousand EUR)	430.475	415.701	3,6%
Equity (in thousand EUR)	76.470	74.466	2,7%
Equity to assets ratio	17,8%	17,9%	-0,1%
Capitalization ratio	25,6%	25,0%	0,6%
	3M/2025	3M/2024	Δ in %
Profitability			
Interest income	24.262	22.350	8,6%
<i>Iute Non-Bank</i>	20.487	18.512	10,7%
<i>Energbank</i>	3.775	2.992	26,2%
Net interest margin	24,5%	25,9%	-1,4%
<i>Iute Non-Bank</i>	28,9%	28,0%	1,0%
<i>Energbank</i>	14,9%	20,9%	-28,7%
Adjusted cost to income ratio	38,3%	39,6%	-1,3%
<i>Iute Non-Bank</i>	33,0%	35,0%	-2,1%
<i>Energbank</i>	72,5%	66,5%	6,1%
Post-allowances operating profit margin	4,6%	4,9%	-0,2%
<i>Iute Non-Bank</i>	5,2%	5,1%	0,2%
<i>Energbank</i>	3,3%	4,5%	-26,7%
Adjusted EBITDA	11.472	10.571	8,5%
<i>Iute Non-Bank</i>	10.338	9.158	12,9%
<i>Energbank</i>	1.134	1.394	-18,7%
Interest coverage ratio	1,7	1,6	13,4%
Profit margin before tax	15,6%	11,9%	3,7%
Net profit	3.427	2.222	54,3%
Return on assets	2,4%	2,5%	-0,1%
Return on equity	13,6%	14,7%	-1,1%
	31 Mar. 2025	31 Dec. 2024	Δ in %
Asset quality			
Cost of risk	8,1%	9,1%	-1,1%
<i>Iute Non-Bank</i>	11,5%	12,6%	-1,1%
<i>Energbank</i>	0,1%	0,2%	-0,1%
Impairment coverage ratio	70,4%	69,7%	0,7%
<i>Iute Non-Bank</i>	65,1%	64,2%	0,9%
<i>Energbank</i>	115,0%	115,7%	-0,7%
Gross NPL ratio	9,2%	9,0%	0,1%
<i>Iute Non-Bank</i>	11,8%	11,5%	0,3%
<i>Energbank</i>	3,2%	3,2%	-0,1%
Net NPL ratio	4,6%	4,6%	0,0%
<i>Iute Non-Bank</i>	6,5%	6,4%	0,2%
<i>Energbank</i>	0,5%	0,5%	0,0%

MANAGEMENT REPORT

Group Corporate and Organizational Overview

Iute Group AS (formerly IuteCredit Europe) is a holding company which issues consumer and corporate credits and offers personal finance services via its owned operating subsidiaries in local markets (**Subsidiaries**). As of 31 Mar. 2025, Iute Group had ten operating subsidiaries: ICS OMF Iute Credit SRL (**ICM**) and BC Energbank S.A. (**EB**) in Moldova, IuteCredit Albania SHA (**ICA**) and IutePay Sh.p.k. (**IPA**) (formerly VeloxPay Sh.P.K ,Velox) in Albania, IuteCredit Macedonia DOOEL–Skopje (**ICMK**) and Iute Safe AD Skopje (**ISMK**) in North Macedonia, IutePay Bulgaria EOOD (**IutePay Bulgaria**) and IuteCredit Bulgaria EOOD (**ICBG**) in Bulgaria, IuteCredit BH d.o.o. Sarajevo (**ICBH**) in Bosnia and Herzegovina, IuteCredit Finance S.á r.l. (**ICF**) in Luxembourg, IuteCredit Romania IFN SA (**ICRO**). IutePay Bulgaria EOOD, MKD IuteCredit BH d.o.o. Sarajevo and IuteCredit Romania IFNSA were inactive in 3M/2025. Iute Group AS and its subsidiaries form the **Iute Group** or **Iute** on a consolidated level.

Operationally active companies of the lending business are collectively shown as **Iute Non-Bank (INB)**, while the banking business of the Iute Group consists of **Energbank (EB)**. All subsidiaries are 100% owned by Iute Group AS, except Energbank where Iute Group AS holds a 95% stake. Iute Group AS plans to acquire the largest possible stake in the bank by purchasing shares at market conditions. Once the new members of the Bank's governing bodies seconded by Iute Group AS are elected and approved by the National Bank of Moldova, Iute Group AS will be able to exercise full operational control over the Bank.

The Group's Headquarters (**HQ**) is located in Tallinn, Estonia. HQ's responsibilities include:

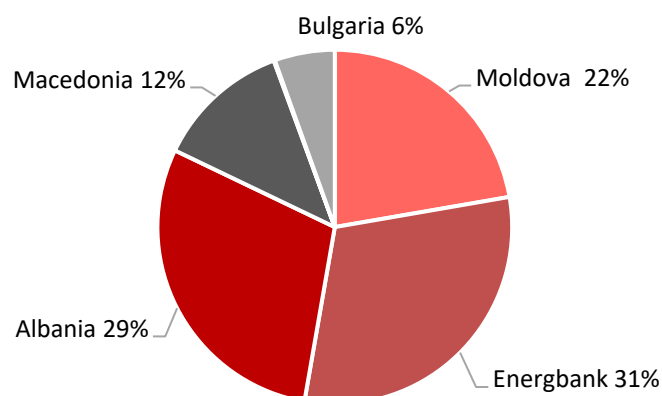
- Strategic targeting
- Scalability of business
- Business capabilities design, including organizations design, process design, and technology design
- Technology development and integration
- Composition of management teams at subsidiaries
- Human resource and customer experience framework rules and targeting guidance
- Financial management framework rules and targeting guidance
- Marketing and sales framework rules and targeting guidance
- Enterprise risk management, including loan risk parameters and general compliance framework
- Data harvesting
- The Group's financing and investor relations

Each subsidiary is autonomously managed by the respective country's local management within the boundaries and targets set by the HQ and by the country's regulatory framework.

Business Model

The Group's core loan products are unsecured installment loans and buy-now-pay-later loans with maturities between 3 months and 48 months and pledge-secured loans with maturities of up to 72 months. The median loan amount is 500 EUR, while loan amounts range from 50 EUR to 10 thousand EUR. The weighted average annual percentage rate (APR) is 37% and the effective interest rate (EIR) is 47% depending on the loan amount, maturity, and customer status (new or recurring customer with good payment history).

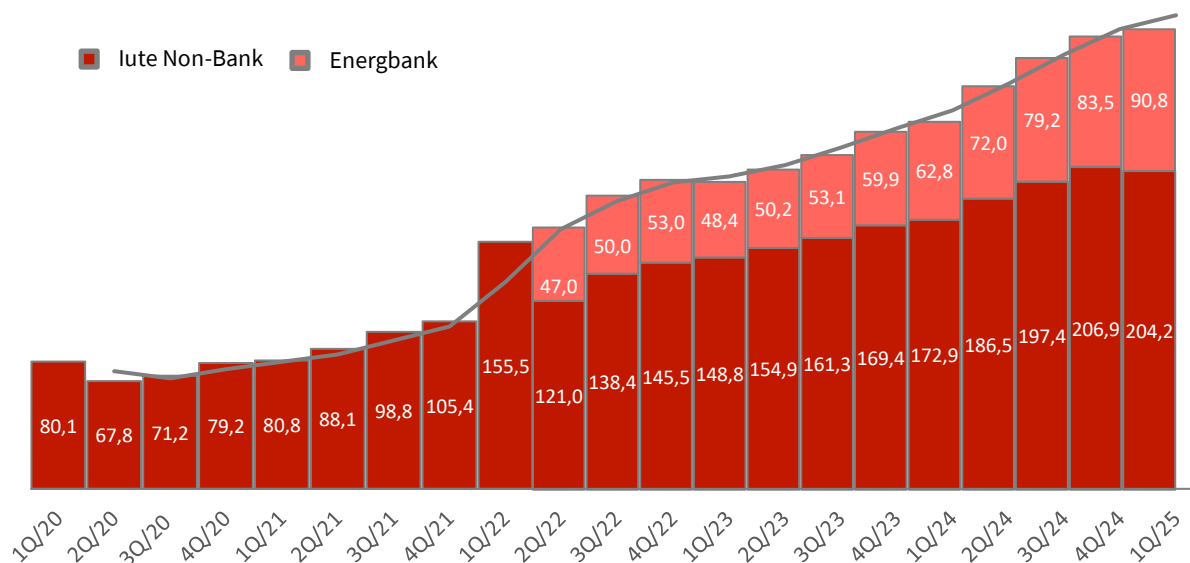
Breakdown of portfolio diversification as of 31/03/2025



lute Group aims to serve only clients with a permanent workplace and stable income. The loan underwriting process is based on personal identification, personal income assessment, and personal loan performance data. Approximately 58% of loan applications by individual customers across the Group are approved on average.

Loans are handled via established partners network (such as shops, money transfer companies, and postal agencies), web portals, and other online channels, as well as lute branches (retail offices). By the end of Mar. 2024, lute Group had 41 lute branches and 4.198 active points of sale, and 20 Energbank branches. Traditionally, lute Non-Bank handles money only via bank accounts or over the counter through its agents. With the introduction of lute ATMs, the operating country subsidiaries are increasingly carrying out cash transactions.

Breakdown of net portfolio development in EUR (million)



Consolidated earnings, financial and asset position

Consolidated statement of profit and loss (condensed)

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Interest and similar income	24.262	22.350	8,6%
Interest and similar expense	-7.809	-7.337	6,4%
Net interest and commission fee income	16.453	15.013	9,6%
Loan administration fees and penalties	1.833	1.864	-1,7%
Total loan administration fees and penalties	1.833	1.864	-1,7%
Other income	2.663	2.165	23,0%
Allowances for loan impairment	-6.175	-6.418	-3,8%
Net operating income	14.774	12.625	17,0%
Personnel expenses	-6.167	-5.652	9,1%
Depreciation/amortization charge	-1.171	-1.060	10,5%
Other operating expenses	-3.677	-3.739	-1,7%
Total operating expenses	-11.015	-10.451	5,4%
Foreign exchange gains/losses	25	492	-94,9%
Net financial result	25	492	-94,9%
Profit before tax	3.784	2.667	41,9%
Income tax expense	-357	-445	-19,8%
Net profit for the period	3.427	2.222	54,3%

Total income

Total income before expenses increased by 9,0% to 28.758 thousand EUR (3M/2024: 26.380 thousand EUR), driven by higher interest and similar income as well as higher wallet and insurance brokerage revenues.

Breakdown of consolidated total income

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Interest and similar income	24.262	22.350	8,6%
<i>lute Non-Bank</i>	20.443	18.512	10,4%
<i>Energbank</i>	3.819	3.838	-0,5%
Penalties and similar income	1.833	1.864	-1,7%
<i>lute Non-Bank</i>	1.833	1.842	-0,5%
<i>Energbank</i>	0	21	-100,0%
Other income	2.663	2.165	23,0%
<i>lute Non-Bank</i>	2.662	2.124	25,3%
<i>Energbank</i>	1	41	-97,9%
Total income	28.758	26.380	9,0%

Other income

Other income in 3M/2025 of 2.663 thousand EUR included, primarily, extraordinary income from debt collectors of 1.120 thousand EUR (3M/2024: 1.134 thousand EUR), income of 542 thousand EUR (3M/2024: 475 thousand EUR) from sales of defaulted loan portfolio, and income from other operations not related to core business activity of 58 thousand EUR (3M/2024: 148 thousand EUR). Defaulted loan portfolio sale depends on the offered price and lute Group's own expectations of the collection. In case the collection results promise better cash flow than portfolio sales, the defaulted loans are not sold. Particularly noteworthy is the doubling in revenues from insurance brokerage to 1.062 thousand EUR (3M/2024: 494 thousand EUR).

Interest income

Interest income increased by 8,6% to 24.262 thousand EUR (3M/2024: 22.350 thousand EUR).

Breakdown of interest income

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Total value of loan principal issued	83.483	82.070	1,7%
<i>lute Non-Bank</i>	67.655	64.175	5,4%
<i>Energbank</i>	15.828	17.895	-11,6%
Average net loan portfolio	300.097	238.573	25,8%
<i>lute Non-Bank</i>	205.552	171.177	20,1%
<i>Energbank</i>	94.545	67.397	40,3%
Principal	296.646	244.008	21,6%
<i>lute Non-Bank</i>	199.778	169.952	17,5%
<i>Energbank</i>	96.868	74.056	30,8%
Accrued interest	22.321	20.331	9,8%
<i>lute Non-Bank</i>	21.457	18.980	13,0%
<i>Energbank</i>	864	1.350	-36,0%
Average annualized interest rate on performing principal portfolio	36,6%	37,7%	-2,9%
<i>lute Non-Bank</i>	36,6%	37,7%	-2,9%
<i>Energbank</i>	11,9%	12,6%	-5,4%
Interest income	24.262	21.503	12,8%
<i>lute Non-Bank</i>	20.487	18.511	10,7%
<i>Energbank</i>	3.775	2.992	26,2%

Breakdown of interest income by countries

	3M/2025	Total share in %	3M/2024	Total share in %	Δ in %
Moldova	5.337	22,0%	4.968	23,1%	7,4%
Energbank*	3.775	15,6%	2.992	13,9%	26,2%
Albania	8.957	36,9%	8.263	38,4%	8,4%
Macedonia	4.503	18,6%	3.703	17,2%	21,6%
Bulgaria	4.503	18,6%	3.703	17,2%	21,6%
Total	24.262	100,0%	21.503	100,0%	12,8%

Interest expense

Interest expense increased by 6,4% to 7.809 thousand EUR (3M/2024: 7.337 thousand EUR).

Breakdown of interest expense

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Interest on amounts due to creditors	-2.504	-2.441	2,6%
Interest on financial lease liabilities	-79	-59	34,2%
Interest on bonds	-4.704	-4.251	10,6%
Interests on deposits	-521	-586	-11,0%
Total	-7.809	-7.337	6,4%

Loan administration fees and penalties

Income from other fees and penalties decreased by 1,6% to 1.883 thousand EUR (3M/2024: 1.864 thousand EUR) reflecting penalties and delay interests, resigns, deduction by dealer bonuses, and other secondary fees.

Breakdown of administration fees and penalties

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Penalties under loans and delay interests	1.861	1.855	0,3%
<i>Iute Non-Bank</i>	1.861	1.834	1,5%
<i>Energbank</i>	0	21	-100,0%
Resigns under customer loans	100	91	9,7%
Dealer bonuses	-215	-123	75,4%
Other fees from additional services	88	40	117,1%
Total	1.833	1.864	-1,6%

Allowances for loan impairment

Change in allowances for consolidated loan impairment increased by 25,4% to 2.571 thousand EUR (3M/2024: 2.051 thousand EUR), in line with the increase in the loan book. Allowances at Energbank are determined at the end of June and Dec. only, accordingly, allowances at Energbank remained at 88 thousand EUR (3M/2024: 88 thousand EUR). Changes in allowances for loan impairment at lute Non-Bank decreased by 3,5% to 6.109 thousand EUR (3M/2024: 6.329 thousand EUR).

Breakdown of allowances for loan impairment

(In thousand EUR)	3M/2025	3M/2024	Δ in %
At the beginning of period	-20.459	-19.778	3,4%
Allowances for loan impairment	-2.571	-2.051	25,4%
Utilized	2.346	2.270	3,3%
Exchange differences	140	196	-28,6%
At the end of the period	-20.544	-19.363	6,1%
(In thousand EUR)	3M/2025	3M/2024	Δ in %
Impairment charges on loans	-6.175	-6.418	-3,8%
Net impairment charges	-6.175	-6.418	-3,8%

Starting from Sep. 2024, lute Group changed the logic of LGD calculation. Historical data on defaulted loans will be replaced by 5-year historical data for LGD calculation in IFRS9 provision calculation. The impact of the logic change was recognized in Sep. 2024 in the amount of 1.6 million EUR.

Overall net impairment losses represented 25,5% of interest income (3M/2024: 28,7%). The decrease is attributable to favorable improvements in CPI30 and loan portfolio quality. The cost of risk, expressed as net impairment charges to average gross loan portfolio, decreased to 8,1% (12M 2023: 9,1%).

Operating expenses

Operating expenses at 9.844 thousand EUR increased by 4,8% (3M/2024: 9.391 thousand EUR). In particular, legal and professional fees were incurred in connection with auditing procedures. In the prior-year period, legal and consulting costs were incurred in connection with the integration of Energbank as well as a one-time solidarity tax in North Macedonia. Advertising expenses accounted for 11,3% (3M/2024: 10,5%) of operating expenses while expenses on IT accounted for 9,3% (3M/2024: 7,9%).

Breakdown of operating expenses

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Personnel	-6.167	-5.652	9,1%
Advertising expenses	-1.110	-1.010	9,9%
IT	-911	-742	22,8%
Debt collection	-308	-378	-18,6%
Legal and consulting	-856	-429	99,5%
Rent and utilities	-195	-186	5,3%
Taxes	-277	-215	28,9%
Travel	-107	-120	-10,9%
Other	88	-659	-113,4%
Total	-9.844	-9.391	4,8%
<i>lute Non-Bank</i>	<i>-7.267</i>	<i>-7.012</i>	<i>3,6%</i>
<i>Energbank</i>	<i>-2.577</i>	<i>-2.379</i>	<i>8,3%</i>

Excluding personnel expenses, operating expenses at 3.677 thousand EUR slightly decreased by 1,7% (3M/2024: 3.739 thousand EUR).

Personnel expenses

Personnel expenses, mainly salaries and bonuses, and social security expenses increased by 9,1% to 6.167 thousand EUR (3M/2024: 5.652 thousand EUR). Here, the recruitment of top-class talent in the areas of insurance brokerage and wallet services as well as to decrease reduce dependency and costs on external service providers was offset by efficiency measures at Energbank. The average number of full-time employees decreased to 908 (3M/2024: 933 employees).

Breakdown of personnel expenses

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Salaries and bonuses	-5.189	-4.583	13,2%
Social security expenses	-754	-857	-12,1%
Medical insurance expenses	-31	-55	-43,4%
Other expenses	-193	-155	24,3%
Total	-6.167	-5.652	9,1%
<i>lute Non-Bank</i>	-4.111	-3.723	10,4%
<i>Energbank</i>	-2.056	-1.928	6,6%
Number of employees adjusted to full-time	908	933	-2,7%
<i>lute Non-Bank</i>	509	487	4,5%
<i>Energbank</i>	399	446	-10,5%

Foreign exchange gains/losses

Foreign exchange movements resulted in a gain of 25 thousand EUR (3M/2024: gain of 492 thousand EUR) reflecting, in particular, EUR/MDL and EUR/ALL conversion rates.

Profit before tax

Consolidated profit before tax increased to 3.784 thousand EUR (3M/2024: 2.667 thousand EUR). The profit margin before tax decreased to 15,6% (3M/2024: 11,9%).

Income tax expense

Income tax expense decreased to 357 thousand EUR (3M/2024: 445 thousand EUR), in particular, as a result of different taxation regulations in home markets, i.e., differences between provisions accounting in national GAAP and IFRS.

Breakdown of income tax

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Consolidated profit before tax	3.784	2.667	41,9%
Current income tax expense	-357	-445	-19,8%
Net profit for the period	3.427	2.222	54,3%

Profit for the period

Net profit for the period increased by 54,3% to 3.427 thousand EUR (3M/2024: 2.222 thousand EUR), attributable to one-off expenses related to changes in LGD calculation (IFRS 9), while the prior-year period was influenced by stronger FX gains.

Transition statement of non-IFRS measures EBITDA and Adjusted EBITDA

Breakdown of transition to adjusted EBITDA

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Profit for the period	3.427	2.222	54,3%
Provision for corporate income tax	357	445	-19,8%
Interest expense	7.809	7.337	6,4%
Depreciation and amortization	1.171	1.060	10,5%
EBITDA	12.764	11.064	15,4%
Adjustments	-1.292	-492	162,4%
Adjusted EBITDA	11.472	10.571	8,5%

Breakdown of adjustments to EBITDA

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Foreign exchange gains/losses	25	-492	n/a
One-time expenses not attributable to operations	1.267	0	n/a
Adjustments	1.292	-492	n/a

Note: Adjustments comprise one-off expenses of 1,3 million EUR related to a solidarity tax in North Macedonia; in the prior-year period, one-off expenses not attributable to the operating business related to FX.

Condensed statement of financial position

(In thousand EUR)	31 Mar. 2025	31 Mar. 2025	Δ in %
ASSETS			
Cash and cash equivalents	55.789	53.656	4,0%
<i>lute Non-Bank</i>	26.360	14.019	88,0%
<i>Energbank</i>	29.428	39.637	-25,8%
Loans to customers	298.423	297.631	0,3%
<i>lute Non-Bank</i>	204.235	206.870	-1,3%
<i>Energbank</i>	94.188	90.761	3,8%
Prepayments	2.756	2.856	-3,5%
Other assets	12.324	9.185	34,2%
Assets held for sales	632	432	46,5%
Other financial investments	36.030	28.735	25,4%
Property, plant, and equipment	6.480	6.540	-0,9%
Right-of-use assets	2.936	2.482	18,3%
Intangible assets	15.104	14.184	6,5%
Total assets	430.475	415.701	3,6%
LIABILITIES AND EQUITY			
Liabilities			
Deposits from customers	109.638	111.256	-1,5%
Loans and bonds from investors	228.712	214.122	6,8%
Lease liabilities	2.975	2.533	17,5%
Trade and other payables	1.833	1.868	-1,9%
Current income tax liabilities	377	508	-25,8%
Other tax liabilities	98	98	-0,7%
Other liabilities	10.372	10.851	-4,4%
Total liabilities	354.005	341.235	3,7%
Equity			
Minority share	4.807	4.797	0,2%
Share capital	10.346	10.346	0,0%
Share premium	741	741	
Legal reserve	1.035	1.035	0,0%
Revaluation reserve	174	423	-59,0%
Unrealized foreign exchange differences	6.132	7.306	-16,1%
Retained earnings	53.236	49.819	6,9%
Total equity	76.470	74.466	2,7%
Total equity and liabilities	430.475	415.701	3,6%

Assets

Total assets increased by 3,6% to 430.475 thousand EUR as of 31 Mar. 2025 (31 Dec. 2024: 415.701 thousand EUR).

Loan portfolio

The net loan portfolio increased by 0,3% to 298.423 thousand EUR as of 31 Mar. 2025 (31 Dec. 2024: 297.638 thousand EUR).
The weighted average loan maturity stood at 26.8 months (3M/2024: 25.7 months).

Breakdown of net portfolio

(In thousand EUR)	31 Mar. 2025	Total in %	31 Mar. 2025	Total in %	Δ in %
Moldova	66.930	22,4%	66.465	22,3%	0,7%
Energbank	94.188	31,6%	90.761	30,5%	3,8%
Albania	84.609	28,4%	87.546	29,4%	-3,4%
Macedonia	37.298	12,5%	36.641	12,3%	1,8%
Bulgaria	15.398	5,2%	16.223	5,5%	-5,1%
Total net loan portfolio	298.423	100,0%	297.638	100,0%	0,3%

Breakdown of loan applications

in pcs	3M/2025			3M/2024			Δ in %		
	Processed	Paid out	Approval rate in %	Processed	Paid out	Approval rate in %	Processed	Paid out	Approval rate in %
Moldova	49.535	32.534	62,5%	49.535	25.718	56,4%	0,0%	26,5%	10,8%
Energbank	1.630	1.135	72,7%	2.287	1.717	79,3%	-28,7%	-33,9%	-8,4%
Albania	38.232	31.495	62,4%	38.232	29.306	66,7%	0,0%	7,5%	-6,4%
Macedonia	20.560	12.027	53,6%	20.560	12.625	57,4%	0,0%	-4,7%	-6,6%
Bulgaria	29.105	6.222	15,2%	29.105	5.902	22,3%	0,0%	5,4%	-31,8%
In total	139.062	83.413	53,3%	139.719	75.268	58,1%	-0,5%	10,8%	-8,2%

The recognition of loan applications according to Iute Non-Bank principles has not yet been implemented in Energbank's processes.

Breakdown of issued loans Nominal APR on country level

(In %)	3M/2025	3M/2024	Δ in %	12M/2024	12M/2023	Δ in %	9M/2024	9M/2023	Δ in %	6M/2024	6M/2023	Δ in %
Moldova	34,4%	32,5%	5,8%	32,7%	41,3%	-20,8%	34,8%	40,4%	-13,9%	32,1%	42,5%	-24,5%
Albania	36,5%	38,0%	-3,9%	38,3%	45,8%	-16,4%	38,4%	45,8%	-16,2%	38,5%	51,5%	-25,2%
Macedonia	39,4%	42,2%	-6,6%	41,6%	45,2%	-8,0%	41,9%	44,2%	-5,2%	41,3%	50,3%	-17,9%
Bulgaria	41,0%	42,5%	-3,5%	40,7%	42,5%	-4,2%	41,6%	42,7%	-2,6%	41,5%	42,1%	-1,4%
Iute Group WAVG	36,6%	37,7%	-2,9%	37,3%	43,9%	-15,0%	38,1%	43,3%	-12,0%	37,4%	47,0%	-20,4%
Energbank	11,8%	12,6%	5,4%	11,5%	13,8%	-16,7%	11,9%	14,3%	-16,8%	12,4%	18,1%	-31,5%

Breakdown of issued loans Active APR on country level

Active APR is the WA APR for all currently active loans. It is measured in addition to the Nominal APR (which is calculated upon signing of the loan agreement), in order to understand how the APR of a portfolio has evolved in reality (reflecting various changes in the initially agreed repayment schedule). Moreover, since the durations (and APRs) of loans are very different, some loans are amortized much faster than others and their share in the payout can be significantly higher than in the portfolio.

(In %)	3M/2025	3M/2024	Δ in %	12M/2024	12M/2023	Δ in %	9M/2024	9M/2023	Δ in %	6M/2024	6M/2023	Δ in %
Moldova	34,4%	32,5%	5,8%	32,7%	41,3%	-20,8%	34,8%	42,8%	-18,7%	35,2%	43,0%	-18,1%
Albania	36,5%	38,0%	-3,9%	38,3%	45,8%	-16,4%	38,4%	48,4%	-20,7%	39,2%	49,0%	-20,0%
Macedonia	39,4%	42,2%	-6,6%	41,6%	45,2%	-8,0%	41,9%	47,1%	-11,0%	41,4%	46,4%	-10,8%
Bulgaria	41,0%	42,5%	-3,5%	40,7%	42,5%	-4,2%	41,6%	42,1%	-1,2%	42,3%	42,2%	0,2%
lute Group WAVG	36,6%	37,7%	-2,9%	37,3%	43,9%	-15,0%	38,1%	45,6%	-16,4%	38,6%	45,9%	-15,9%
Energbank	11,9%	12,6%	-5,4%	11,5%	13,8%	-16,7%	11,9%	14,3%	-16,8%	12,4%	43,0%	-31,5%

The decrease in average annual percentage rates (APR) at group level in 3M/2025 relates to intensified competition across operating countries as well as to the shift to longer loan maturities and the increasing share of repeating customers. In Moldova and Albania, tighter regulatory caps on APR became effective.

Breakdown of customer performance index (CPI30)

The following table sets out the ratio of actual loan repayments compared to expected repayments according to loan repayment schedules, plus 30 days delay tolerance, i.e., Customer Performance Index (CPI30). Performance of newly paid out loans improved with promising trends most significantly in Moldova and Macedonia. Performance of newly paid out loans improved with promising trends, most specifically in Moldova and Macedonia. The CPI of the overall portfolio is improving as the proportion of newly paid out loans increases in total repayment expectations, strengthened by better limit and loan duration management. While the improvements in Bulgaria are better than in other countries (but still below expectations), a more sustainable quality improvement across entire portfolio is expected by end of 2025 with further optimization of credit risk models and parameters as well as in marketing activities.

(In %)	3M/2025	3M/2024	Δ in %	12M/2024	12M/2023	Δ in %	9M/2024	9M/2023	Δ in %	6M/2024	6M/2023	Δ in %
Moldova	91,3%	89,8%	1,7%	90,6%	90,0%	0,7%	90,3%	90,0%	0,3%	90,1%	90,4%	-0,3%
Albania	87,7%	87,0%	0,8%	87,1%	87,2%	-0,1%	86,8%	86,2%	0,7%	87,0%	87,4%	-0,5%
Macedonia	86,9%	85,2%	2,0%	85,9%	86,0%	-0,1%	85,4%	86,2%	-0,9%	85,5%	86,8%	-1,5%
Bulgaria	78,6%	80,8%	-2,7%	80,3%	80,9%	-0,7%	80,4%	80,8%	-0,5%	80,8%	80,5%	0,4%
lute Group WAVG	87,9%	86,4%	1,7%	86,8%	87,3%	-0,6%	86,4%	87,3%	-1,0%	86,4%	88,2%	-2,0%

CPI30 is a proprietary lute Non-Bank metric that has not yet been implemented in Energbank processes.

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Breakdown of portfolio classification

The following tables set out the classification of the Group's net loan portfolio in terms of overdue buckets as well as the total impairment coverage ratio. Non-performing loans are recorded according to DPD+50.

(In thousand EUR)	31 Mar. 2025				31 Dec. 2024			
	Gross amount	Provisions	Net amount	% of net portfolio	Gross amount	Provisions	Net amount	% of net portfolio
Performing	289.770	-5.177	284.593	95,4%	288.946	-4.983	283.963	95,4%
<i>Iute Non-Bank</i>	195.119	-4.249	190.870	93,5%	197.708	-4.052	193.656	93,6%
<i>Energbank</i>	94.651	-928	93.724	99,5%	91.238	-931	90.308	99,5%
Non-Performing	29.197	-15.367	13.830	4,6%	28.652	-14.984	13.668	4,6%
<i>Iute Non-Bank</i>	26.116	-12.751	13.365	6,5%	25.616	-12.401	13.214	6,4%
<i>Energbank</i>	3.081	-2.616	464	0,5%	3.037	-2.583	454	0,5%
Total portfolio	318.967	-20.544	298.423	100,0%	317.599	-19.967	297.631	100,0%
<i>Iute Non-Bank</i>	221.235	-17.000	204.235	68,4%	223.324	-16.454	206.870	69,5%
<i>Energbank</i>	97.732	-3.544	94.188	31,6%	94.275	-3.514	90.761	30,5%

(In thousand EUR)	31 Mar. 2025	Total share in %	31 Dec. 2024	Total share in %
Stage 1	280.766	94,1%	280.840	94,4%
<i>Iute Non-Bank</i>	187.423	62,8%	190.873	64,1%
<i>Energbank</i>	93.343	31,3%	89.967	30,2%
Stage 2	3.827	1,3%	3.123	1,0%
<i>Iute Non-Bank</i>	3.447	1,2%	2.783	0,9%
<i>Energbank</i>	380	0,1%	340	0,1%
Stage 3	13.830	4,6%	13.668	4,6%
<i>Iute Non-Bank</i>	13.365	4,5%	13.214	4,4%
<i>Energbank</i>	464	0,2%	454	0,2%
Total net portfolio	298.423	100,0%	297.631	100,0%
<i>Iute Non-Bank</i>	204.235	68,4%	206.870	69,5%
<i>Energbank</i>	94.188	31,6%	90.761	30,5%
Gross NPL ratio	9,2%		9,0%	
<i>Iute Non-Bank</i>	11,8%		11,5%	
<i>Energbank</i>	3,2%		3,2%	
Impairment coverage ratio	70,4%		69,7%	
<i>Iute Non-Bank</i>	65,1%		64,2%	
<i>Energbank</i>	115,0%		115,7%	

Distribution principles between stages

	31 Mar. 2025	31 Dec. 2024
Stage 1	DPD <=30	DPD <=30
Stage 2	30 < DPD <=50	30 < DPD <=50
Stage 3	DPD > 50	DPD > 50

Other assets and prepayments

Breakdown of other assets and prepayments

(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %
Deferred tax assets	897	856	5%
Prepayments of rent	78	80	-2%
Prepayment of taxes	472	389	21,3%
Prepayments to suppliers and deferred expenses	1.309	1.531	-14,5%
Prepayments in total	2.756	2.856	-3,5%
Receivables from collection companies	2.323	757	206,8%
Other receivables	1.765	1.108	59,3%
Deposit receivables from partners	4.059	3.117	30,2%
Trade and other receivables in total	8.147	4.983	63,5%
TOTAL	10.903	7.839	39,1%

Liabilities

As of 31 Mar. 2025, total liabilities at 354.005 thousand EUR increased by 3,7% (31 Dec. 2024: 341.235 thousand EUR).

Breakdown of loans and borrowings

Loans and borrowings at 341.326 thousand EUR increased by 4,1% (31 Dec. 2024: 327.911 thousand EUR), accounting for 96,4% of all liabilities (31 Dec. 2024: 96,1%).

(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %
Loans from investors	216.283	207.242	4,4%
Due date during next 12 months	100.028	100.602	-0,6%
<i>lute Non-Bank</i>	30.021	27.825	7,9%
<i>Energbank customer deposits</i>	70.007	72.777	-3,8%
Due date after 12 months	116.255	106.640	9,0%
<i>lute Non-Bank</i>	76.714	68.252	12,4%
<i>Energbank customer deposits</i>	39.541	38.388	3,0%
Bond liabilities	114.582	114.085	0,4%
Due date during next 12 months	0	0	n/a
Due date after 12 months	114.582	114.085	0,4%
Lease liabilities	2.975	2.533	17,5%
Due date during next 12 months	1.074	994	8,0%
Due date after 12 months	1.901	1.538	23,6%
Accrued interest	7.486	4.052	84,8%
TOTAL	341.326	327.911	4,1%
<i>weighted average interest rate</i>	8,1%	9,2%	
<i>currency</i>	EUR, MDL, USD; ALL; MKD; RUB; GBP;RON;CAD;BAM	EUR, MDL, USD; ALL; MKD; RUB; GBP;RON,CAD, BAM	

Loans from investors increased to 216.283 thousand EUR (31 Dec. 2024: 207.242 thousand EUR), of which 49.215 thousand EUR (31 Dec. 2024: 43.122 thousand EUR) are accounted for by P2P loans from the Mintos platform and/or others and 109.548 thousand EUR (31 Dec. 2024: 109.256 thousand EUR) for customer deposits and current customer bank accounts.

At the end of Sep. 2021, luteCredit Finance S.á r.l., wholly owned Luxembourg subsidiary of lute Group AS (formerly: luteCredit Europe AS), issued 75 million EUR senior secured corporate bonds with a maturity of 5 years and a coupon of 11% (ISIN: XS2378483494). The bonds were subscribed by professional as well as retail investors and are listed on the Regulated Market of the Frankfurt Stock Exchange as well as on the Regulated Market of the Nasdaq Tallinn Stock Exchange. In Mar. 2023, a 40 million EUR tap at a price of 96.5% followed, of which 23.3 million EUR related to the conversion of EUR 2019/2023 bonds and 16.7 million EUR to new subscriptions. After the tap issue, the total amount outstanding of lute Group's 11% corporate bonds 2021/2026 amounts to 115 million EUR. In July 2023, a 10 million EUR tap followed, increasing the total volume of the bond to 125 million EUR. In July 2023, the total volume of the bond increased by 10 million EUR to 125 million EUR as a result of another exchange offer for the expiring EUR 2019/2023 bonds (repaid in Aug. 2023) and a tap issue. In Aug. 2023, lute Group held a bondholder meeting to amend the terms and conditions of its EUR 2021/2026 bonds. The proposals included lowering the interest coverage ratio in relation to the incurrence test, increasing the flexibility of the permitted debt baskets, and facilitating the implementation of employee participation programs. Bondholders resolved all proposed amendments with great consent.

In Oct. 2022, lute Group AS (formerly: luteCredit Europe AS) concluded a credit facility of up to 10 million USD with a term of 3 years and an interest rate of 13% with a Singaporean financial services institution. A first tranche of 3 million USD was utilized in Oct. 2022. Two tranches of 1 million USD each were utilized in July and Aug. 2023, and one further tranche of 3,5 million USD in Dec. 2023. In addition, in Jan. 2024, two further credit facilities of approx. 3.5 million USD each were concluded and utilized in Feb. and Mar. 2024. In Aug. 2024, one more tranche in the amount of 4.0 million USD was concluded.

In July 2024, lute Group was assigned a B- (Stable Outlook) Long-Term Issuer Default Rating (IDR) and a B- Senior Secured Debt Rating for its Corporate Bond 2021/2026 from Fitch Ratings (Fitch).

Eurobond covenant ratios

	31 Mar. 2025	31 Dec. 2024	Δ in %
Capitalization			
Capitalization ratio (Equity/net loan portfolio)	25,6%	27,5%	-6,8%
Financial covenant at least	15%	15%	
	3M/2025	3M/2024	Δ in %
Profitability			
Interest coverage ratio (ICR), times (Adjusted EBITDA/interest expenses)	1,7	1,6	8,6%
Financial covenant at least	1,5	1,5	

Distribution of investor loan (Mintos)

	Mintos loans			Net loan portfolio			
(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %	31 Mar. 2025	Total share in %	31 Dec. 2024	Total share in %
Moldova	18.114	15.121	19,8%	66.930	27,1%	59.369	25,5%
Energbank	0	0	n/a	94.188	n/a	79.195	n/a
Albania	23.227	20.127	15,4%	84.609	27,5%	80.578	25,0%
Macedonia	7.874	7.874	0,0%	37.298	21,1%	32.584	24,2%
Bosnia	0	0	n/a	0	#DIV/0!	192	n/a
Bulgaria	0	0	n/a	15.398	0,0%	13.795	n/a
Total	49.215	43.122	14,1%	298.423	26,1%	265.713	25,0%

Other liabilities

Breakdown of other liabilities

(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %
Trade payables	1.833	1.868	-1,9%
Payables to employees	840	718	17,0%
Corporate income tax payables	377	508	-25,8%
Other tax payables	904	1.037	-12,9%
Allocations and other provisions	838	740	13,3%
Wallet balance	4.667	5.134	-9,1%
Deferred revenue	120	182	-34,0%
Unpaid dividends	0	0	0,0%
Over-/wrong payments from customers	629	756	-16,8%
Other liabilities	2.471	2.381	3,8%
TOTAL	12.679	13.324	-4,8%

Equity

As of 31 Mar. 2025, equity increased by 2,7% to 76.470 thousand EUR (31 Dec. 2024: 74.466 thousand EUR), representing an equity to assets ratio of 17,8% (31 Dec. 2024: 17,9%). The equity to net loan portfolio ratio stood at 25,6% (31 Dec. 2024: 27,5%), reflecting the Group's strong capitalization, and exceeds Iute Group Eurobond covenants of at least 15% significantly.

Off-balance sheet arrangements

Future receivable commission fees, guarantee fees, administration fees, collaterals of car loan credit, and penalties (penalties are also called: secondary receivables) are not accounted in the Group's balance sheet, although the customers have a legally binding, irreversible obligation to pay those receivables in full according to the terms of signed loan agreements.

Recent developments

After the end of the reporting period, Iute Group in May 2025 completed the partial refinancing of around EUR 78 million of its EUR 2021/2026 Bonds ahead of schedule with the successful issue of new Senior Secured EUR 2025/2030 Bonds with a total volume of EUR 140 million.

FINANCIAL STATEMENTS

Consolidated statement of comprehensive income

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Interest and similar income	24.262	22.350	8,6%
Interest and similar expense	-7.809	-7.337	6,4%
Net interest and commission fee income	16.453	15.013	9,6%
Loan administration fees and penalties	1.833	1.864	-1,6%
Loan administration fees and penalties in total	1.833	1.864	-1,6%
Other income	2.663	2.165	23,0%
Allowances for loan impairment	-6.175	-6.418	-3,8%
Net operating income	14.774	12.625	17,0%
Personnel expenses	-6.167	-5.652	9,1%
Depreciation/amortization charge	-1.171	-1.060	10,5%
Other operating expenses	-3.677	-3.739	-1,7%
Total operating expenses	-11.015	-10.451	5,4%
Foreign exchange gains/losses	25	492	-94,9%
Net financial result	25	492	-94,9%
Profit before tax	3.784	2.667	41,9%
Income tax expense	-357	-445	-19,8%
Profit for the reporting period	3.427	2.222	54,3%
Other comprehensive income			
Other comprehensive income to be classified to profit or loss in subsequent periods:			
Exchange differences on translation of foreign operations	-1.076	1.283	-183,9%
Revaluation reserve change	0	0	0,0%
Other comprehensive income total	-1.076	1.283	-183,9%
Comprehensive income total	2.352	3.505	-32,9%
Profit attributable to:			
Equity holders of the parent	3.352	2.205	52,0%
Equity holders of minority	75	17	341,2%
Total comprehensive income attributable to:			
Equity holders of the parent	2.320	3.435	-32,4%
Equity holders of minority	23	69	-66,5%

Iute Non-Bank statement of comprehensive income

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Interest and similar income	20.487	18.533	10,5%
Interest and similar expense	-7.206	-6.695	7,6%
Net interest and commission fee income	13.280	11.838	12,2%
Loan administration fees and penalties	1.833	1.842	-0,5%
Loan administration fees and penalties in total	1.833	1.842	-0,5%
Other income	2.662	2.124	25,3%
Allowances for loan impairment	-6.109	-6.329	-3,5%
Net operating income	11.666	9.475	23,1%
Personnel expenses	-4.111	-3.723	10,4%
Depreciation/amortization charge	-972	-873	11,3%
Other operating expenses	-3.156	-3.289	-4,0%
Total operating expenses	-8.240	-7.886	4,5%
Foreign exchange gains/losses	71	484	-85,3%
Net financial result	71	484	-85,3%
Profit before tax	3.498	2.073	68,7%
Income tax expense	-291	-301	-3,2%
Profit for the reporting period	3.207	1.772	81,0%
Other comprehensive income			
Other comprehensive income to be classified to profit or loss in subsequent periods:			
Exchange differences on translation of foreign operations			
Other comprehensive income total	115	2.316	-95,0%
	115	2.316	-95,0%
Comprehensive income total	3.322	4.088	-18,7%
Profit attributable to:			
Equity holders	3.322	4.088	-18,7%
Total comprehensive income attributable to:			
Equity holders	3.322	4.088	-18,7%

Energbank statement of comprehensive income

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Interest and similar income	3.825	3.817	0,2%
Interest and similar expense	-603	-641	-6,0%
Net interest and commission fee income	3.222	3.176	1,5%
Loan administration fees and penalties	0	21	-100,0%
Loan administration fees and penalties in total	0	21	-100,0%
Other income	1	41	-97,9%
Allowances for loan impairment	-88	-88	0,0%
Net operating income	3.135	3.150	-0,5%
Personnel expenses	-2.056	-1.928	6,6%
Depreciation/amortization charge	-199	-187	6,3%
Other operating expenses	-521	-450	15,7%
Total operating expenses	-2.775	-2.565	8,2%
Foreign exchange gains/losses	-46	8	n/a
Net financial result	-46	8	n/a
Profit before tax	314	593	-47,1%
Income tax expense	-65	-144	-54,6%
Profit for the reporting period	248	449	-44,7%

Consolidated statement of financial position

(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %
ASSETS			
Cash and cash equivalents	55.789	53.656	4,0%
Loans to customers	298.423	297.631	0,3%
Prepayments	2.756	2.856	-3,5%
Other assets	12.324	9.185	34,2%
Other financial investments	36.030	28.735	25,4%
Property, plant, and equipment	6.480	6.540	-0,9%
Right-of-use assets	2.936	2.482	18,3%
Intangible assets	15.104	14.184	6,5%
Assets held for sale	632	432	46,5%
Total assets	430.475	415.701	3,6%
LIABILITIES AND EQUITY			
Liabilities			
Deposits from customers	109.638	111.256	-1,5%
Loans and bonds from investors	228.712	214.122	6,8%
Lease liabilities	2.975	2.533	17,5%
Trade and other payables	1.833	1.868	-1,9%
Current income tax liabilities	377	508	-25,8%
Other tax liabilities	98	98	-0,7%
Other liabilities	10.372	10.851	-4,4%
Total liabilities	354.005	341.235	3,7%
Equity			
Minority share	4.807	4.797	0,2%
Share capital	10.346	10.346	0,0%
Share premium	741	741	
Legal reserve	1.035	1.035	0,0%
Revaluation reserve	174	423	-59,0%
Unrealized foreign exchange differences	6.132	7.306	-16,1%
Retained earnings	53.236	49.819	6,9%
Total equity	76.470	74.466	2,7%
Total equity and liabilities	430.474	415.701	3,6%

Iute Non-Bank statement of financial position

(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %
ASSETS			
Cash and cash equivalents	26.360	14.019	88,0%
Loans to customers	204.235	206.870	-1,3%
Prepayments	1.988	1.281	55,2%
Other assets	6.920	4.143	67,0%
Other financial investments	22.249	37.880	-41,3%
Property, plant, and equipment	1.038	934	11,1%
Right-of-use assets	2.589	2.057	25,9%
Intangible assets	13.891	13.133	5,8%
Total assets	279.270	280.316	-0,4%
LIABILITIES AND EQUITY			
Liabilities			
Loans and bonds from investors	220.784	208.211	6,0%
Lease liabilities	2.620	2.101	24,7%
Trade and other payables	1.741	1.705	2,1%
Current income tax liabilities	267	243	10,3%
Deferred tax liabilities	803	880	-8,8%
Other liabilities	7.623	8.207	-7,1%
Total liabilities	233.839	221.347	5,6%
Equity			
Share capital	10.346	10.346	0,0%
Share premium	741	741	0,0%
Legal reserve	1.035	1.035	0,0%
Foreign currency exchange reserve	10.067	9.952	1,2%
Retained earnings	23.243	36.896	-37,0%
Total equity	45.431	58.969	-23,0%
Total equity and liabilities	279.270	280.316	-0,4%

Energbank statement of financial position

(In thousand EUR)	31 Mar. 2025	31 Dec. 2024	Δ in %
ASSETS			
Cash and cash equivalents	29.428	39.637	-25,8%
Loans to customers	96.251	92.838	3,7%
Prepayments	767	1.449	-47,0%
Other assets	1.227	747	64,2%
Other financial investments	35.472	28.178	25,9%
Property, plant, and equipment	5.443	5.606	-2,9%
Right-of-use assets	347	425	-18,2%
Intangible assets	1.214	1.052	15,4%
Total assets	170.149	169.932	0,1%
LIABILITIES AND EQUITY			
Liabilities			
Loans and bonds from investors	117.567	117.167	0,3%
Lease liabilities	355	431	-17,7%
Trade and other payables	95	244	-61,0%
Current income tax liabilities	109	46	137,3%
Deferred tax liabilities	98	213	-54,0%
Other liabilities	1.986	1.696	17,1%
Total liabilities	120.210	119.798	0,3%
Equity			
Share capital	5.010	5.010	0,0%
Share premium	6.108	6.151	-0,7%
Legal reserve	514	518	-0,7%
Revaluation reserve	261	348	-25,0%
Foreign currency exchange reserve	663	950	-30,2%
Other reserves	2.460	2.481	-0,9%
Retained earnings	34.923	34.675	0,7%
Total equity	49.939	50.133	-0,4%
Total equity and liabilities	170.150	169.931	0,1%

Consolidated statement of cash flows

(In thousand EUR)	3M/2025	3M/2024	Δ in %
Paid prepayments (-)	-3.457	-2.614	32,3%
Received pre- and overpayments (+)	4.249	3.021	40,6%
Paid trade payables outside the Group (-)	-6.216	-7.212	-13,8%
Received debts from buyers and received other claims (+)	31	1.243	-97,5%
Received from debt collection companies	113	1	>1.000%
Paid net salaries (-)	-4.537	-4.230	7,3%
Paid tax liabilities, excl. CIT (-)	-2.675	-1.974	35,5%
Corporate income tax paid (-)	-633	-1.001	-36,8%
Paid out to customers outside the Group (-)	-82.379	-71.853	14,7%
Change in MasterCard settlement account (+/-)	90	-374	n/a
Principal repayments from customers outside the Group (+)	65.321	58.820	11,1%
Interest, commission and other fees received outside the Group (+)	30.740	0	n/a
NET CASH FLOWS FROM OPERATING ACTIVITIES	646	20.745	-96,9%
Purchase of fixed assets outside the Group, incl. prepayments (-)	-1.260	-5.426	-76,8%
Payments for other financial investments (-)	-12.356	0	n/a
Receipts from other financial investments (+)	12.324	-24	n/a
NET CASH FLOWS FROM INVESTING ACTIVITIES	-1.260	-5.426	-76,8%
Loans received from investors outside the Group (+)	26.186	9.597	172,9%
Repaid loans to investors outside the Group (-)	-18.297	18.816	n/a
Change in overdraft	0	-16.793	n/a
Principal payments of financial lease contracts (-)	-368	0	n/a
Interests paid outside the Group (-)	-2.739	-318	761,0%
Paid dividends	0	-2.277	-100,0%
Issue of ordinary shares	0	-3.997	
Receipts from other financing activities (+)	11	13	-18,5%
NET CASH FLOWS FROM FINANCING ACTIVITIES	4.793	-4.557	n/a
Change in cash and cash equivalents	4.159	-386	n/a
Cash and cash equivalents at the beginning of the period	43.621	59.251	-26,4%
Change in cash and cash equivalents	4.159	-386	n/a
Net foreign exchange difference	-374	353	n/a
Cash and cash equivalents at the end of the period	47.406	59.218	-19,9%
Cash and cash equivalents comprise	31 Mar. 2025	31 Dec. 2024	Δ in %
Cash on hand	4.404	5.484	-19,7%
Non-restricted current account	43.002	38.136	12,8%

Consolidated statement of changes in equity

(In thousand EUR)	Share capital	Share premium	Legal reserve	Unrealized FX differences	Revaluation reserve	Retained earnings	Fair value reserve	Minority share	Total
01/01/24	10.346	741	1.000	5.650	799	0	40.621	4.661	63.818
Profit for the year	0	0	0	0	0	0	2.206	17	2.223
Other comprehensive income									
Foreign currency translation	0	0	0	1.230	0	0	0	52	1.282
Revaluation reserve of financial assets	0	0	0	0	0	0	0	0	0
Revaluation gain	0	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	0	1.230	0	0	2.206	68	3.505
Issue of ordinary shares	0	0	0	0	0	0	0	0	0
Payment of dividends	0	0	0	0	0	0	0	0	0
31/12/24	10.346	741	1.000	6.880	799	0	42.828	4.729	67.323
01/01/25	10.346	741	1.035	7.306	526	-103	49.819	4.797	74.467
Profit for the period	0	0	0	0	0	0	3.767	10	3.777
Other comprehensive income									
Foreign currency translation	0	0	0	-1.174	0	0	0	0	-1.174
Revaluation reserve of financial assets	0	0	0	0	0	-250	0	0	-250
Change in fair value of investments at FTVOCI	0	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	0	-1.174	0	-250	3.767	10	2.354
Allocation to legal reserve	0	0	0	0	0	0	0	0	0
31/12/25	10.346	741	1.035	6.132	526	-353	53.586	4.807	76.820

Additional consolidated key performance indicators

Profitability	3M/2025	3M/2024	Δ in %
Return on average assets	2,4%	2,5%	-0,1%
Return on average equity	13,6%	14,7%	-1,1%
Interest income/Average interest-earning assets	6,8%	7,5%	-0,6%
Interest income/Average gross loan portfolio	7,6%	8,7%	-1,0%
Interest income/Average net loan portfolio	8,1%	9,4%	-1,3%
Interest expense/Interest income	32,2%	32,8%	-0,6%
Cost of funds	2,2%	2,3%	-0,1%
Cost of interest-bearing liabilities	3,5%	2,4%	1,1%
Net interest margin	24,5%	25,9%	-1,4%
Net effective annualized yield	33,6%	39,9%	-6,3%
Net impairment/interest income	25,5%	28,7%	-3,3%
Net interest fee and commission income/Total operating income	90,7%	91,8%	-1,1%
Earnings before taxes/Average total assets	0,9%	0,7%	0,2%
Efficiency	3M/2025	3M/2024	Δ in %
Total assets/Employee (in thousand EUR)	474	418	13,5%
Total operating income/Employee (in thousand EUR)	32	28	12,0%
Cost/Income ratio	38,3%	39,6%	-1,3%
Total recurring operating costs/Average total assets	0,4%	0,4%	0,0%
Total operating income/ Average total assets	6,8%	6,9%	-0,1%
Personnel costs/Total recurring operating costs	378,1%	387,4%	-9,2%
Personnel costs/Total operating income	21,4%	21,4%	0,0%
Net operating income/Total operating income	51,4%	47,9%	3,5%
Net income (Loss)/Total operating income	35,6%	36,5%	-0,9%
Profit before tax (Loss)/Interest income	15,6%	11,9%	3,7%
Liquidity	3M/2025	3M/2024	Δ in %
Net loan receivables/Total assets	69,3%	62,8%	6,5%
Average net loan receivables/Average total assets	70,9%	62,3%	8,6%
Net loan receivables/Total liabilities	84,3%	76,0%	8,3%
Interest-earning assets/Total assets	82,3%	76,8%	5,5%
Average interest-earning assets/Average total assets	78,9%	75,1%	3,9%
Liquid assets/Total assets	21,3%	29,1%	-7,8%
Liquid assets/Total liabilities	25,9%	35,2%	-9,2%
Total deposits/Total assets	5,5%	10,2%	-4,7%
Total deposits/Total liabilities	6,6%	12,3%	-5,7%
Total deposits/Shareholders' equity	30,7%	58,9%	-28,2%
Tangible common equity/Tangible assets	14,8%	14,8%	0,0%
Tangible common equity/Net receivables	20,6%	22,8%	-2,2%
Net Loan Receivables/Equity (times)	3,9	3,6	7,2%
Asset quality	3M/2025	3M/2024	Δ in %
Loan loss reserve/Gross receivables from client	6,4%	6,3%	0,2%
Average loan loss reserve/Average gross receivables from clients	6,4%	7,0%	-0,6%
Cost of risk	8,1%	9,1%	-1,1%
Gross NPL ratio	9,2%	9,0%	0,1%
Impairment coverage ratio	70,4%	69,7%	0,7%
Selected operating data	3M/2025	3M/2024	Δ in %
Number of employees (adjusted to full-time)	908	933	-2,7%
Average monthly gross salary in group (in EUR)	1.905	1.638	16,3%

DEFINITIONS

EBITDA – EBITDA means for the reporting period prior the calculation date, the consolidated net earnings of the Borrower prepared in accordance with the IFRS before any provision on account of taxation, depreciation and amortization, any interest, commissions, discounts and other fees incurred in respect of any financial debt or any interest earned on debts

Adjusted EBITDA – A non-IFRS measure that represents EBITDA (profit for the period plus tax, plus interest expense, plus depreciation and amortization) adjusted for income/loss from discontinued operations, non-cash gains and losses attributable to movement in the mark-to-market valuation of hedging obligations under IFRS, goodwill write-offs and certain other one-off or non-cash items

Adjusted interest coverage – Adjusted EBITDA/interest expense

Cost of risk – Annualized net impairment charges/average gross loan portfolio (total gross loan portfolio as of the start and end of each period divided by two)

Cost/income ratio – Operating costs/operating income

Equity/assets ratio – Total equity/total assets

Equity/net loan portfolio – Total equity/net customer receivables (including accrued interest)

Gross NPL ratio – Non-performing loan portfolio (including accrued interest) with a delay of over 50 days/gross loan portfolio (including accrued interest)

Gross loan portfolio – Total amount receivable from customers, including principal and accrued interest, after deduction of deferred income

Impairment coverage ratio – Total impairment/gross NPL (+50 days overdue)

Intangible assets – Intangible IT assets (software and developments costs)

Interest and similar income – Generated from our customer loan portfolio

Loss given default – Loss on non-performing loan portfolio (i.e., 1 – recovery rate) based on recoveries during the appropriate time window for the specific product, reduced by costs of collection, discounted at the weighted average effective interest rate

Net effective annualized yield – Annualized interest income (excluding penalties)/average net loan principal

Net impairment to interest income ratio – Net impairment charges on loans and receivables/interest income

Net interest margin – Annualized net interest income/average gross loan principal (total gross loan principal as of the start and end of each period divided by two)

Net loan portfolio – Gross loan portfolio (including accrued interest) less impairment provisions

Non-performing loans (NPLs) – Loan principal or receivables (as applicable) that are over 50 days past due

Overall provision coverage – Allowance account for provisions/non-performing receivables

Profit before tax margin – Profit before tax/interest income

Performing customers – Online lending customers with open loans that are up to 30 days past due

Poorly performing customers – Online lending customers with open loans that are over 30 days and less than 50 days past due

Return on average assets – Annualized profit from continuing operations/average assets (total assets as of the start and end of each period divided by two)

Return on average equity – Annualized profit from continuing operations/average equity (total equity as of the start and end of each period divided by two)

Tangible equity – Total equity minus intangible assets

STAGE 1 – The 12MECL is calculated as the portion of LTECLs that represent the ECLs that result from default events on a financial instrument that are possible within the 12 months after the reporting date. The Group calculates the 12MECL allowance based on the expectation of a default occurring in the 12 months following the reporting date. These expected 12-month default probabilities are applied to a forecast EAD and multiplied by the expected LGD and discounted by an approximation to the original EIR.

STAGE 2 – When a loan has shown a significant increase in credit risk since origination, the Group records an allowance for the LTECLs. The mechanics are similar to those explained above, including the use of multiple scenarios, but PDs and LGDs are estimated over the lifetime of the instrument. The expected cash shortfalls are discounted by an approximation to the original EIR.

STAGE 3 – For loans considered credit-impaired, the Group recognizes the lifetime expected credit losses for these loans. The method is similar for Stage 2 assets, with the PD set at 100%.

Iute Non-Bank – Iute Group’s lending business is focused on performing customers and avoiding poorly performing or defaulting customers. Accordingly, fee income predominantly results from performing customers and primary fees. Primary loan agreement commission fees are charged for receiving, processing loan applications and issuing loans, or modifying valid loan conditions. Interest is charged on the outstanding principal loan amounts. Other primary fees are charged for various services. Secondary fees are applied as a consequence of non-performance of loan repayment payments on the due date. Secondary fees are used to offset the Group’s exposure to payments past due related to the original loan agreements. Secondary fees are accounted as collected, whereas primary fees are accounted as accrued.

Energbank – Iute Groups’ banking business primarily generates interest revenues, investment revenues, and no-interest revenues. Primary loan agreement commission fees are charged for receiving, processing loan applications and issuing loans, or modifying valid loan conditions and are recognized as interest revenues generated by the loan portfolio (retail and corporate). Interest is charged on the outstanding principal loan amounts. Other primary fees are charged for various services. Secondary fees are applied as a consequence of non-performance of loan repayment payments on the due date, being accounted as collected, whereas primary fees are accounted as accrued. Investment revenues mainly result from fixed and variable revenues from mid-term treasury bills and government bonds (both with a maturity of up to 12 months), payable at maturity or monthly. Non-interest revenues consist mainly of fees and commissions for accounts servicing, bank card (VISA, MasterCard) transactional fees, money transfer systems (Western Union, MoneyGram, etc.), and currency exchange.

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ABOUT IUTE GROUP

Iute Group is a fintech company established in 2008 in Estonia. The Group specializes in consumer finance, payment services, banking, and insurance products. It serves customers in Albania, Bulgaria, Moldova, and North Macedonia. Iute Group finances its loan portfolios with equity, deposits, and secured bonds on the Regulated Market of the Frankfurt Stock Exchange and the Nasdaq Baltic Main List.

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