



## ESTO GROUP Monthly Financial Update July 2024

**Record Results:** ESTO Group has reached new heights in July, achieving a monthly revenue record of ca. 2.7 million EUR and a net profit record of 753 thousand euros. These accomplishments underscore the company's commitment to strategic growth and profitability.

**Loan Book Growth:** Our loan book has expanded to a record ca. 70 million EUR, reinforcing our strong market presence and successful lending strategies.

**Healthy Financial Ratios:** The monthly Interest Coverage Ratio (ICR) stands at a healthy 2.18, reflecting the continued improvement in profitability. With ca. 7 million EUR in cash in accounts, as of mid-August + available off-balance sheet facilities, ESTO's liquidity and financial position remains robust.

**Profitable Growth Path:** ESTO Group continues to chart a path of profitable growth, with substantial returns from strategic investments in all operating markets.

*"We are thrilled to see the continuous increase in our monthly profitability, which is fully in line with our 2024 strategic goals," said Mikk Metsa, Founder and CEO of ESTO Group. "The consistent growth across all business metrics and markets, combined with our strong financial ratios, demonstrates the effectiveness of our strategy. We are committed to sustaining this momentum and delivering exceptional value to our stakeholders."*

*(In thousands of euros)*

	2024 June	2024 / 6 m	2024 July	2024 / 7 m	m-o-m change
Revenue	2,554	14,847	2,675	17,521	5%
EBITDA	1,219	6,366	1,356	7,721	11%
Net Profit	629	2,857	753	3,610	20%
Net cashflows from (used in) operating activities	503	1,998	365	2,363	-27%
Net cashflows from (used in) investing activities	(0)	-2	0	(2)	-100%
Net cashflows from (used in) financing activities	(227)	-2,488	(550)	(3,038)	142%
Net increase (decrease) in cash and cash equivalents	276	(492)	-185	(677)	-100%
	30 June 2024		31 July 2024		m-o-m change
Loans to customers	69,027		69,980		1%
Cash and cash equivalents	1,908		1,723		-10%
Total Assets	75,537		76,346		1%
Current liabilities	45,987		45,503		-1%
Non-current liabilities	19,048		19,588		3%
Total Equity (incl. Tier-II capital)	17,304		18,057		4%
Equity to assets ratio	24%		24%		