



**Unaudited consolidated  
financial report  
for the nine months ending  
30 September 2023**

14 November 2023

## 4FINANCE HOLDING S.A. REPORTS RESULTS FOR THE NINE MONTHS ENDING 30 SEPTEMBER 2023

*Solid 9M 2023 performance with net profit of €26.4 million and Adjusted EBITDA of €91.9 million*

*Strong balance sheet with net loan portfolio now over one billion euros*

*Successful bondholder vote to extend EUR 2025 bond maturity to May 2028*

14 November 2023. 4finance Holding S.A. (the ‘Group’ or ‘4finance’), one of Europe’s largest digital consumer lending groups, today announces unaudited consolidated results for the nine months ending 30 September 2023 (the ‘Period’).

### *Operational Highlights*

- Online loan issuance volume of €423.4 million in the Period compared with €357.6 million in 9M 2022, up 18% year-on-year. Demand for credit remains strong in most markets, with yearly issuance growth driven by Czech Republic, Spain and Philippines.
- Near-prime portfolio development aligned with ability to sell those loans to TBI Bank. Over €23 million of Lithuanian near-prime loan principal was sold to TBI Bank from January to October 2023.
- TBI Bank loan issuance volume during the Period grew by 29% year-on-year to €652.3 million from €507.4 million in the prior year period, with increased issuance in all products.

### *Financial Highlights*

- Interest income from continuing operations up 27% year-on-year to €288.8 million in the Period compared with €227.3 million in the prior year period. For the prior period figures, the Polish business is reflected separately in the income statement as a 'discontinued operation'.
- Cost to income ratio for 9M 2023 was 44.2%, a significant improvement from 49.0% in 9M 2022 (excluding Poland), despite the increase in total operating costs year-on-year.
- Adjusted EBITDA was €91.9 million for the Period, up 10% year-on-year (compared to the proforma EBITDA excluding Poland and including Philippines) delivering a 32% adjusted EBITDA margin. The interest coverage ratio as of the date of this report is 2.1x, impacted by the increased interest expense at TBI Bank in recent quarters.
- Post-provision operating profit from continuing operations for the Period was €45.2 million, benefiting from the 27% year-on-year increase in operating income (revenue), with profit after tax of €26.4 million.
- Fundamental asset quality indicators at product level remain broadly stable. Net impairment charges of €110.4 million reflect the larger portfolio, different product mix in online and reduced debt sales activity. Cost of risk at 14.1%, relatively unchanged from the H1 2023 level.
- Net receivables up 21% to €1,022.2 million as of 30 September 2023 compared with €846.4 million as of 31 December 2022.
- Overall gross NPL ratio at 9.9% as of 30 September 2023 (12.8% for online), compared with 8.8% as of 31 December 2022 (9.0% for online). TBI NPL ratio at 9.4% as of 30 September 2023, compared with 8.7% as of 31 December 2022.

### *Liquidity and funding*

- Strong liquidity position, with €49.1 million of cash in the online business at the end of the Period.
- Solid capital position at TBI Bank (21.1% capital adequacy ratio) despite continued growth in risk weighted assets. The bank made a further MREL eligible debt issue of €1.5 million in Q3 and is considering increasing its bond funding.
- In October 2023, successful bondholder vote to extend the maturity of the EUR 2025 bonds to May 2028, with 74% participation and 94% approval rate. The T&Cs of the bonds will be formally amended in early December 2023.
- Further deleveraging in October and November 2023 with €3.0 million of net bond buybacks ahead of planned cancellation of €15.0 million of EUR 2025 bonds in December 2023.

Kieran Donnelly, CEO of 4finance, commented:

*“We have managed to deliver EBITDA growth of 10% over this period, while also having significant growth in issuance and assets. This growth positions us well for the future as we continue to manage costs and remain focused on efficiency. The successful vote to extend our 2025 bonds until May 2028 allows us to take full advantage of these opportunities. This was only possible with the strong support of our investors for which we are grateful. Our strong and liquid balance sheet allows us to continue our growth and supports our measured expansion plans.”*

### *Contacts*

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### *Conference call*

A conference call with management to discuss these results is scheduled for **Wednesday, 15 November at 15:00 UK time**. To register, please visit [www.4finance.com](http://www.4finance.com).

The conference call will be recorded for transcription and reference purposes. For those participating in the Q&A session, please note that name and institution details provided in the call registration process may appear in the transcript of the conference call that will be made available at [www.4finance.com](http://www.4finance.com).

### *About 4finance*

Established in 2008, 4finance is one of Europe's largest digital consumer lending groups with operations in 11 countries.

Leveraging a high degree of automation and data-driven insights across all aspects of the business, 4finance has grown rapidly, issuing over €10 billion since inception in single payment loans, instalment loans and lines of credit.

4finance operates a portfolio of market leading brands, through which, as a responsible lender, the firm offers simple, convenient and transparent products to millions of customers who are typically underserved by conventional providers.

4finance has group offices in Riga (Latvia), London and Luxembourg, and currently operates in 11 countries globally. The Group also offers deposits, in addition to consumer and SME loans through its TBI Bank subsidiary, an EU licensed institution with operations primarily in Bulgaria, Romania and Greece.

### *Forward looking statements*

Certain statements in this document are “forward-looking statements”. These statements are based on management's current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from those included in these statements.

### *Rounding*

Some numerical figures included in this report have been subject to rounding adjustments. Accordingly, numerical figures shown for the same category presented in different tables may vary slightly, and numerical figures shown as totals in certain tables may not be an arithmetic aggregation of the figures that precede them.

### *Inside information*

This announcement contains inside information as stipulated under the Market Abuse Regulation.

## Key Financial Ratios

|   | 9 months to 30 September |         | Year Ended       | Year Ended       |
|---|--------------------------|---------|------------------|------------------|
|   | 2023                     | 2022    | 31 December 2022 | 31 December 2021 |
| <b>Capitalisation</b>                                   |                          |         |                  |                  |
| Net receivables (€m)                                    | 1,022.2                  | 779.8   | 846.4            | 658.1            |
| Total assets (€m)                                       | 1,647.3                  | 1,222.1 | 1,372.1          | 1,058.1          |
| Total equity (€m)                                       | 226.6                    | 190.9   | 198.6            | 176.8            |
| Equity / assets   | 13.8%                    | 15.6%   | 14.5%            | 16.7%            |
| Tangible common equity / tangible assets <sup>(1)</sup> | 10.3%                    | 12.2%   | 10.8%            | 13.5%            |
| Equity / net receivables                                | 22.2%                    | 24.5%   | 23.5%            | 26.9%            |
| Interest coverage ratio <sup>(2)</sup>                  | 2.1x                     | 2.8x    | 2.7x             | 2.6x             |
| TBI Bank consolidated capital adequacy <sup>(3)</sup>   | 21.1%                    | 18.9%   | 22.2%            | 22.9%            |
| <b>Profitability</b>                                    |                          |         |                  |                  |
| Net interest margin: <sup>(4)</sup>                     |                          |         |                  |                  |
| - Online  | 98.4 %                   | 90.6 %  | 92.0 %           | 63.5 %           |
| - TBI Bank  | 19.1 %                   | 20.8 %  | 20.1 %           | 22.4 %           |
| - Overall group   | 31.5 %                   | 34.4 %  | 33.6 %           | 32.5 %           |
| Cost / income ratio <sup>(5)</sup>                      | 44.2 %                   | 49.0 %  | 47.9 %           | 57.6 %           |
| Post-provision operating profit margin <sup>(6)</sup>   | 15.7 %                   | 22.4 %  | 22.2 %           | 16.8 %           |
| Normalised Profit before tax margin <sup>(7)</sup>      | 13.6 %                   | 20.3 %  | 20.0 %           | 14.1 %           |
| Normalised Return on average equity <sup>(8)</sup>      | 18.4 %                   | 26.0 %  | 25.5 %           | 14.6 %           |
| Normalised Return on average assets <sup>(9)</sup>      | 2.6 %                    | 4.2 %   | 3.9 %            | 2.4 %            |
| <b>Asset quality</b>                                    |                          |         |                  |                  |
| Cost of risk: <sup>(10)</sup>                           |                          |         |                  |                  |
| - TBI Bank  | 6.9 %                    | 4.6 %   | 5.1 %            | 5.5 %            |
| - Overall group   | 14.1 %                   | 10.4 %  | 11.1 %           | 8.5 %            |
| Net impairment / interest income <sup>(11)</sup>        | 37.1 %                   | 26.9 %  | 28.8 %           | 21.7 %           |
| Gross NPL ratio: <sup>(12)</sup>                        |                          |         |                  |                  |
| - Online  | 12.8 %                   | 7.7 %   | 9.0 %            | 13.7 %           |
| - TBI Bank  | 9.4 %                    | 10.0 %  | 8.7 %            | 10.4 %           |
| - Overall group   | 9.9 %                    | 9.6 %   | 8.8 %            | 11.3 %           |
| Overall group NPL coverage ratio <sup>(13)</sup>        | 110.0 %                  | 114.0 % | 117.8 %          | 108.9 %          |
| Loan loss reserve / gross receivables, %                | 10.9 %                   | 10.9 %  | 10.3 %           | 12.3 %           |

Definitions and Notes below. For further definitions please see the appendix.

Normalised ratios are adjusted to remove the effect of non-recurring items, discontinued operations, net FX and one-off adjustments to intangible assets. Respective 2021 and 2022 ratios have been adjusted to reflect the continuing operations.

1. Tangible equity is Total Equity less Intangible Assets. Tangible Assets are Total Assets less Intangible Assets
2. Calculated as described later in the report
3. TBI Bank (Tier One Capital + Tier Two Capital) / Risk weighted assets (calculated according to the prevailing regulations of the BNB)
4. Annualised net interest income / average gross loan principal
5. Operating costs / operating income (revenue)
6. Post-provision operating profit (which does not include non-recurring items, net FX and D&A) / interest income
7. Profit before tax / interest income
8. Annualised profit from continuing operations / average equity (total equity as of the start and end of each period divided by two)
9. Annualised profit from continuing operations / average assets (total assets as of the start and end of each period divided by two)
10. Annualised net impairment charges / average gross receivables (total gross receivables as of the start and end of each period divided by two)
11. Net impairment charges on loans and receivables / interest income plus relevant fee income (interest income and other income from contracts with customers in Philippines and Lithuania under IFRS 15)
12. Non-performing receivables (including accrued interest) with a delay of over 90 days / gross receivables (including accrued interest)
13. Overall receivables allowance account / non-performing receivables

## FINANCIAL REVIEW

### Income Statement

The table below sets out the condensed consolidated statement of profit or loss for the nine months ending 30 September 2023 and 30 September 2022. Additional reference information on the historic quarterly development of our income statement is shown in the appendix. Please note that some income items have been reclassified between interest income and other operating income, and Poland is reflected separately as a discontinued operation.

|   | 9 months to 30 September  |                    |              |
|---|---------------------------|--------------------|--------------|
|   | 2023<br>(unaudited)       | 2022<br>(restated) | % change     |
|   | <i>(in millions of €)</i> |                    |              |
| Interest Income                                 | 288.8                     | 227.3              | +27 %        |
| Interest Expense                                | (47.8)                    | (31.7)             | +51 %        |
| <b>Net Interest Income</b>                      | <b>241.1</b>              | <b>195.6</b>       | <b>+23 %</b> |
| Net F&C Income                                  | 26.7                      | 21.1               | +26 %        |
| Other operating income                          | 11.4                      | 2.7                | nm           |
| <b>Non-Interest Income</b>                      | <b>38.0</b>               | <b>23.8</b>        | <b>+60 %</b> |
| <b>Operating Income (Revenue)</b>               | <b>279.1</b>              | <b>219.4</b>       | <b>+27 %</b> |
| <b>Total operating costs</b>                    | <b>(123.4)</b>            | <b>(107.5)</b>     | <b>+15 %</b> |
| <b>Pre-provision operating profit</b>           | <b>155.7</b>              | <b>112.0</b>       | <b>+39 %</b> |
| Net impairment charges                          | (110.4)                   | (61.1)             | +81 %        |
| <b>Post-provision operating profit</b>          | <b>45.2</b>               | <b>50.9</b>        | <b>(11)%</b> |
| Depreciation and amortisation                   | (5.9)                     | (4.7)              | +25 %        |
| Non-recurring income/(expense)                  | 0.0                       | (2.0)              | nm           |
| Net FX gain/(loss)                              | (2.9)                     | (5.6)              | (48) %       |
| <b>Profit before tax</b>                        | <b>36.4</b>               | <b>38.6</b>        | <b>(6)%</b>  |
| Income tax expense                              | (10.0)                    | (10.3)             | (3) %        |
| <b>Profit from continuing operations</b>        | <b>26.4</b>               | <b>28.3</b>        | <b>(7)%</b>  |
| Profit from discontinued operations, net of tax | —                         | 7.0                | nm           |
| <b>Profit for the period</b>                    | <b>26.4</b>               | <b>35.3</b>        | <b>(25)%</b> |

### Interest income

The table below shows key drivers of interest income, *i.e.* business volumes and interest rates.

|  | 9 months to 30 September                      |       |          |
|--|---|-------|----------|
|  | 2023  | 2022  | % change |
|  | <i>(in millions of €, except percentages)</i> |       |          |
| <b>Online lending (continuing operations)</b>                    |   |       |          |
| Total value of loan principal issued                             | 423.4   | 357.5 | +18 %    |
| Average net receivables, of which:                               | 139.6   | 130.3 | +7 %     |
| - Principal  | 132.5   | 124.2 |          |
| - Accrued interest   | 7.1   | 6.1   |          |
| Annualised interest income yield on net portfolio <sup>(1)</sup> | 134 %   | 125 % |          |
| Interest income from online lending <sup>(2)</sup>               | 133.3   | 116.3 | +15 %    |
| <b>Banking operations</b>  |   |       |          |
| Average net receivables, of which:                               | 794.9   | 563.8 | +41 %    |
| - Principal  | 781.0   | 552.7 |          |
| - Accrued interest   | 13.9  | 11.1  |          |
| Annualised interest income yield on net portfolio <sup>(1)</sup> | 25 %  | 25 %  |          |
| Interest income from banking operations <sup>(3)</sup>           | 149.3   | 102.5 | +46 %    |

Notes: (1) Yields are based on interest income divided by average net loan principal only

(2) Does not include interest income from corporate loans

(3) See appendix for full TBI Bank income statement

Interest income for the Period was €288.8 million, a 27% increase compared with €227.3 million for the nine months ending 30 September 2022. Total online value of loan principal issued (including Philippines) increased by 18% in the Period, delivering growth in the average balance of net receivables and interest income. The income yield increased in 2023 with greater contribution from higher rate shorter-term loans and sale of near-prime loans to TBI Bank. After reclassification, interest income also includes income from loans provided to non-Group companies (primarily Poland) and income from related party loans which was previously included in other operating income.

TBI Bank's loan book has continued to grow, particularly in Romania, with an increase of 41% in average net receivables year-on-year. Its consumer lending (cash lending, point-of-sale lending and credit cards) has average product APRs between 20% and 50% and SME loans with average interest rates of approximately 8-16% p.a.. TBI Bank also generates separate income, which is reported mainly in the 'net fee and commission' line.

### Interest expense

Interest expense for the Period was €47.8 million, an increase of 51% compared with €31.7 million for the nine months ending 30 September 2022. The higher interest expense year-on-year reflects the growth in deposits and term funding and increase in funding costs at TBI Bank, partly offset by the bond buybacks since the start of 2022. Any one-off gains from bond buybacks at a discount continue to be reflected in the 'non-recurring income/expense' line to show a more consistent 'interest expense' result.

### Non-interest income

Non-interest income for the period was €38.0 million, a 60% increase compared with €23.8 million reported for the nine months ending 30 September 2022. The net fee and commission income, primarily generated by TBI Bank from insurance sales to its customers, was up 26% year-on-year. Other operating income includes income from services and relevant fee income from the online business (mainly in Philippines and Lithuania) such as income from contracts with customers under IFRS 15.

### Total operating costs

Total operating costs reported for the Period were €123.4 million, a 15% increase compared with €107.5 million reported for the nine months ending 30 September 2022. The costs for the online business increased year-on-year due to acquisition of Philippines, which contributed c.€11.2 million of costs, with cost reductions for the remainder of the online business. At TBI Bank, higher personnel costs and professional services costs supported growing revenue and geographical expansion.

The table below sets out a breakdown of the Group's total operating costs. Depreciation and amortisation amounts, which include some rental lease amounts per IFRS 16, are shown as a separate line on the income statement.

|                              | <b>9 months to 30 September</b> |              |
|------------------------------|---------------------------------|--------------|
|                              | <b>2023</b>                     | <b>2022</b>  |
|                              | <i>(in millions of €)</i>       |              |
| Personnel costs              | 65.1                            | 56.8         |
| Marketing and sponsorship    | 17.2                            | 15.0         |
| Software & Systems expense   | 10.9                            | 9.8          |
| Legal and consulting         | 7.6                             | 7.1          |
| Application processing costs | 4.3                             | 2.2          |
| Communication expenses       | 4.1                             | 2.4          |
| Taxes                        | 3.1                             | 4.8          |
| Bank services                | 1.7                             | 1.5          |
| Debt collection costs        | 1.1                             | 1.2          |
| Rent and utilities           | 1.4                             | 1.5          |
| Travel                       | 1.1                             | 0.8          |
| Other                        | 5.9                             | 4.3          |
| <b>Total</b>                 | <b>123.4</b>                    | <b>107.5</b> |
| - TBI Bank                   | 67.3                            | 53.0         |
| - 4finance 'online' business | 56.1                            | 54.4         |
| <b>Total Employees</b>       |                                 |              |
| - Online                     | 609                             | 603          |
| - TBI Bank                   | 1,793                           | 1,620        |
| - Overall group              | <b>2,402</b>                    | <b>2,223</b> |

For the nine months of 2023 and 2022, marketing and sponsorship costs accounted for 13.9% and 14.0% respectively, and personnel costs accounted for 52.7% and 52.9%, respectively, of total operating costs. The cost to income ratio for the Period was 44.2%, a decrease from 49.0% for the prior year period, driven by significant increase in revenue year-on-year.

#### *Net impairment charges on loans and receivables*

Net impairment charges for the Period were €110.4 million, compared with €61.1 million for the nine months ending 30 September 2022. Gross impairment charges increased proportionately due to significantly higher portfolio (gross portfolio increased by 22% year-on-year) and changing product mix. For example, the Philippines business has a higher cost of risk (and portfolio yield) due to different customer segment and shorter write-off period. Asset quality indicators remain broadly stable overall, with various product/market specifics being addressed. Net impairment charges for the prior year were also reduced by gains on a large NPL debt sale at TBI Bank in Q1 2022. Within the online business the debt sales market shows signs of recovery in activity in some areas. Forward flow sales of NPLs have resumed in Latvia in Q3, and we continue negotiations in other markets and in parallel to review in-house collection strategies for non-performing loans.

|   | <b>9 months to 30 September</b> |             |
|---|---------------------------------|-------------|
|   | <b>2023</b>                     | <b>2022</b> |
|   | <i>(in millions of €)</i>       |             |
| Impairment charges on loans                                 | 118.5                           | 74.7        |
| Over provision on debt portfolio (portfolio sale net gains) | (2.6)                           | (7.1)       |
| Recovery from written-off loans                             | (5.4)                           | (6.5)       |
| <b>Net impairment charges</b>                               | <b>110.4</b>                    | <b>61.1</b> |

Overall net impairment charges represented 37% of interest income plus relevant fee income for the Period, an increase from 27% last year.

#### *Non-recurring income/(expense)*

For the quarter, the Group had net non-recurring income of €0.8 million. This includes one-off income in TBI and Latvia, partially offset by expenses in Spain.

#### *Net FX gain/(loss)*

Foreign exchange movements resulted in a net loss of €2.9 million for the Period, mainly from hedging and swap costs in PLN, CZK and RON against EUR. In the prior year period there was a net FX loss of €5.6 million.

#### *Profit before tax*

For the reasons stated above, the Group made a profit before tax for the Period of €36.4 million, compared with €38.6 million for the nine months ending 30 September 2022.

#### *Corporate income tax*

The Group's corporate income tax expense was €10.0 million for the Period, compared with €10.3 million for the nine months ending 30 September 2022. The following table sets out a breakdown of the Group's corporate income tax.

|              | <b>9 months to 30 September</b> |             |
|--------------|---------------------------------|-------------|
|              | <b>2023</b>                     | <b>2022</b> |
|              | <i>(in millions of €)</i>       |             |
| Current tax  | 10.5                            | 9.5         |
| Deferred tax | (0.5)                           | 0.8         |
| <b>Total</b> | <b>10.0</b>                     | <b>10.3</b> |

#### *Profit from continuing operations*

For the reasons stated above, the Group's profit from continuing operations for the Period was €26.4 million, compared with €28.3 million for the nine months ending 30 September 2022.

### Profit from discontinued operations, net of tax

In connection with the sale of the Poland business in April 2022, the results of operations in this segment, and of its disposal, are reflected separately as discontinued operations in the consolidated statement of profit or loss for the respective period in prior year.

### Profit for the period

For the reasons stated above, the profit for the Period was €26.4 million, compared with €35.3 million for the nine months ending 30 September 2022.

### Other financial data – EBITDA and Adjusted EBITDA

|                                       | 9 months to 30 September  |             | Year Ended       | Year Ended       |
|---------------------------------------|---------------------------|-------------|------------------|------------------|
|                                       | 2023                      | 2022        | 31 December 2022 | 31 December 2021 |
|                                       | <i>(in millions of €)</i> |             |                  |                  |
| Profit for the period                 | 26.4                      | 35.3        | 41.6             | 31.3             |
| Income tax expense                    | 10.0                      | 12.4        | 16.3             | 20.2             |
| Interest expense                      | 47.8                      | 31.6        | 44.7             | 47.5             |
| Depreciation and amortisation         | 5.9                       | 4.9         | 7.1              | 7.2              |
| <b>EBITDA</b>                         | <b>90.1</b>               | <b>84.2</b> | <b>109.7</b>     | <b>106.2</b>     |
| Adjustments                           | 1.8                       | 8.3         | 12.0             | 2.3              |
| <b>Adjusted EBITDA <sup>(1)</sup></b> | <b>91.9</b>               | <b>92.5</b> | <b>121.7</b>     | <b>108.5</b>     |

|   | 9 months to 30 September  |            | Year Ended       | Year Ended       |
|---|---------------------------|------------|------------------|------------------|
|   | 2023                      | 2022       | 31 December 2022 | 31 December 2021 |
|   | <i>(in millions of €)</i> |            |                  |                  |
| <b>Summary breakdown of Adjustments to EBITDA</b> |                           |            |                  |                  |
| Net FX impact                                     | 2.9                       | 5.5        | 11.7             | 3.7              |
| One-off costs and other prescribed adjustments    | (1.1)                     | 2.7        | 0.1              | (2.3)            |
| One-off write-down of intangible assets           | —                         | —          | 0.2              | 1.0              |
| <b>Total</b>                                      | <b>1.8</b>                | <b>8.3</b> | <b>12.0</b>      | <b>2.3</b>       |

### Other financial data – Interest Coverage Ratio

The calculation of the interest coverage ratio for the Group's bonds is shown below. For further details on methodology, please refer to the Q2 2020 results report. The covenants are on an 'incurrence' rather than 'maintenance' basis, so if the ratio is below the 2.0x incurrence threshold it only restricts certain specified actions (such as dividend payments or allowed parameters of incurrence of indebtedness).

|  | <b>As of the date of this report</b> |
|--|--------------------------------------|
|  | <i>(in millions of €)</i>            |
| Pro-forma last 4 quarters Adjusted EBITDA    | 121.2                                |
| Pro-forma last 4 quarters Fixed Charges      | 58.6                                 |
| <b>Bond covenant interest coverage ratio</b> | <b>2.1x</b>                          |

Note: (1) Adjusted EBITDA is a non-IFRS measure that represents EBITDA (profit for the period plus tax, plus interest expense, plus depreciation and amortisation) as adjusted by 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 EBITDA, as presented in this report, may not be comparable to similarly-titled measures that are reported by other companies due to differences in the way these measures are calculated. Additional limitations prescribed in the EUR 2026 bonds limiting TBI Bank contribution to Adjusted EBITDA not reflected here.



## Balance Sheet

The table below sets out the Group's condensed consolidated statement of its financial position.

|  | 30 September<br>2023 | 31 December 2022 |
|--|----------------------|------------------|
|  | (unaudited)          |                  |
|  | (in millions of €)   |                  |
| <b>Cash and cash equivalents, of which:</b>          | <b>217.0</b>         | <b>221.6</b>     |
| - Online   | 49.1                 | 52.5             |
| - TBI bank   | 167.8                | 169.1            |
| Placements with other banks                          | 51.6                 | 35.7             |
| Gross receivables due from customers                 | 1,147.6              | 943.7            |
| Allowance for impairment                             | (125.4)              | (97.4)           |
| <b>Net receivables due from customers, of which:</b> | <b>1,022.2</b>       | <b>846.4</b>     |
| - Principal  | 1,001.3              | 826.6            |
| - Accrued Interest                                   | 20.9                 | 19.8             |
| Net investments in finance leases                    | 1.8                  | 1.9              |
| Net loans to related parties                         | 31.4                 | 28.8             |
| Net loans to other parties                           | 29.9                 | 29.6             |
| Property and equipment                               | 18.2                 | 18.2             |
| Financial investments                                | 128.1                | 67.7             |
| Prepaid expenses                                     | 4.0                  | 3.5              |
| Tax assets   | 3.4                  | 3.8              |
| Deferred tax assets                                  | 12.1                 | 11.5             |
| Intangible IT assets                                 | 24.1                 | 17.1             |
| Goodwill   | 27.5                 | 27.6             |
| Other assets   | 76.0                 | 58.7             |
| <b>Total assets</b>                                  | <b>1,647.3</b>       | <b>1,372.1</b>   |
| Loans and borrowings                                 | 301.5                | 284.8            |
| Deposits from customers                              | 1,003.3              | 781.7            |
| Deposits from banks                                  | 0.0                  | —                |
| Income tax liabilities                               | 9.4                  | 6.8              |
| Other liabilities                                    | 106.5                | 100.2            |
| <b>Total liabilities</b>                             | <b>1,420.6</b>       | <b>1,173.4</b>   |
| Share capital  | 35.8                 | 35.8             |
| Retained earnings                                    | 219.4                | 193.6            |
| Reserves   | (28.6)               | (30.7)           |
| <b>Total equity</b>                                  | <b>226.6</b>         | <b>198.6</b>     |
| <b>Total shareholders' equity and liabilities</b>    | <b>1,647.3</b>       | <b>1,372.1</b>   |

### Assets

The Group had total assets of €1,647.3 million as of 30 September 2023, compared with €1,372.1 million as of 31 December 2022. The main changes during the Period were increases in net receivables due from customers (see below), financial investments (mainly government bonds for liquidity management, see TBI appendix) and in deposits from customers.

### Loan portfolio

As of 30 September 2023, the Group's net receivables equaled €1,022.2 million, compared with €846.4 million as of 31 December 2022, representing an increase of €175.8 million, or 21%, with the majority of growth coming from the bank. TBI Bank contributed €882.7 million of net receivables, including fair value adjustments. Further information on the TBI Bank portfolio is available in the appendix, including its finance leases which are shown as a separate balance sheet line item.

The following section includes a summary of the Group's overall loan portfolio. Loans originated in the online business but sold to the bank are shown within the TBI Bank section. Additional reference information on the historic quarterly development of our online portfolio, split by product, is also shown in the appendix.

## Overview of the Group's loan portfolio

The following table sets out the classification of the Group's loan portfolio in terms of performing and non-performing loans.

|                               | 30 September 2023                             |                      |                |                   | 31 December 2022                              |                      |              |                   |
|-------------------------------|---|----------------------|----------------|-------------------|---|----------------------|--------------|-------------------|
|                               | Gross Amount                                  | Impairment allowance | Net Amount     | % of Gross Amount | Gross Amount                                  | Impairment allowance | Net Amount   | % of Gross Amount |
|                               | <i>(in millions of €, except percentages)</i> |                      |                |                   | <i>(in millions of €, except percentages)</i> |                      |              |                   |
| <b>Online receivables</b>     |   |                      |                |                   |   |                      |              |                   |
| Performing                    | 152.1   | (18.8)               | 133.3          | 87.2 %            | 151.2   | (16.2)               | 134.9        | 91.0 %            |
| Non-performing <sup>(1)</sup> | 22.3  | (16.1)               | 6.2            | 12.8 %            | 14.9  | (10.6)               | 4.3          | 9.0 %             |
| <b>Online total</b>           | <b>174.4</b>                                  | <b>(34.8)</b>        | <b>139.5</b>   | <b>100.0 %</b>    | <b>166.1</b>                                  | <b>(26.9)</b>        | <b>139.3</b> | <b>100.0 %</b>    |
| <b>TBI Bank receivables</b>   |   |                      |                |                   |   |                      |              |                   |
| Performing                    | 881.6   | (36.4)               | 845.2          | 90.6 %            | 709.9   | (28.6)               | 681.3        | 91.3 %            |
| Non-performing <sup>(1)</sup> | 91.7  | (54.2)               | 37.5           | 9.4 %             | 67.7  | (41.9)               | 25.8         | 8.7 %             |
| <b>TBI Bank total</b>         | <b>973.3</b>                                  | <b>(90.6)</b>        | <b>882.7</b>   | <b>100.0 %</b>    | <b>777.6</b>                                  | <b>(70.5)</b>        | <b>707.1</b> | <b>100.0 %</b>    |
| <b>Overall receivables</b>    |   |                      |                |                   |   |                      |              |                   |
| Performing                    | 1,033.7                                       | (55.1)               | 978.5          | 90.1 %            | 861.1   | (44.8)               | 816.2        | 91.2 %            |
| Non-performing <sup>(1)</sup> | 114.0   | (70.3)               | 43.7           | 9.9 %             | 82.7  | (52.5)               | 30.1         | 8.8 %             |
| <b>Overall total</b>          | <b>1,147.6</b>                                | <b>(125.4)</b>       | <b>1,022.2</b> | <b>100.0 %</b>    | <b>943.7</b>                                  | <b>(97.4)</b>        | <b>846.4</b> | <b>100.0 %</b>    |

Note: (1) Non-performing amounts are over 90 days past due (over 30 DPD in the Philippines) and shown on a customer level basis for TBI bank

## Online loan portfolio by product

This section presents further detail on the online portfolio and classification by product. The following table shows the Group's performing online gross loan portfolio by product. The Near Prime classification includes the Group's lower APR instalment loan products in Latvia, Lithuania and Denmark.

|  | 30 September 2023                             |                | 31 December 2022 |                |
|--|---|----------------|------------------|----------------|
|  | Amount  | % of Portfolio | Amount           | % of Portfolio |
|  | <i>(in millions of €, except percentages)</i> |                |                  |                |
| <b>Online performing gross portfolio by product:</b> |   |                |                  |                |
| Single Payment Loans                                 | 53.5  | 35.2 %         | 47.7             | 31.5 %         |
| Minimum to pay                                       | 41.1  | 27.0 %         | 43.1             | 28.5 %         |
| Instalment Loans                                     | 38.1  | 25.0 %         | 29.2             | 19.3 %         |
| Near Prime <sup>(1)</sup>                            | 19.5  | 12.8 %         | 31.2             | 20.6 %         |
| <b>Total online gross performing portfolio</b>       | <b>152.1</b>                                  | <b>100.0 %</b> | <b>151.2</b>     | <b>100.0 %</b> |

Notes: (1) Includes the Group's lower APR instalment loan products in Latvia (Vivus), Lithuania (Vivus) and Denmark (Vivus)

## Online non-performing loan portfolio

As of 30 September 2023, the Group's non-performing online portfolio was €22.3 million, an increase of €7.4 million since 31 December 2022. The gross NPL ratio was 12.8% for online receivables as of 30 September 2023, compared to 9.0% as of 31 December 2022. The NPL ratio has increased due to lower volumes of NPL sales in the Baltics and Sweden. Given the customer segment and local repayment dynamics, the loan portfolio in the Philippines is treated as both non-performing as well as written off at 31 days past due, resulting in a relatively lower gross portfolio on balance sheet with no NPLs.

The Group accrues interest whilst it is probable it will be received (typically up to 90 DPD for instalment loans). Non-performing accrued interest was €2.1 million, or 9%, of non-performing receivables. Penalties and delay fees are not accrued as receivables and are only recognised as income when payment is received.

The following table sets out an analysis of the Group's online NPL receivables by product.

|  | 30 September 2023                             | 31 December 2022 |
|--|---|------------------|
|  | <i>(in millions of €, except percentages)</i> |                  |

**Non-performing online portfolio by product:**

|   |             |             |
|---|-------------|-------------|
| Single Payment Loans                            | 5.7         | 3.5         |
| Minimum to pay                                  | 7.3         | 3.8         |
| Instalment Loans                                | 5.0         | 3.7         |
| Near Prime                                      | 4.2         | 3.8         |
| <b>Total non-performing online portfolio</b>    | <b>22.3</b> | <b>14.9</b> |
| Allowance for NPL receivables / NPL receivables | 72 %        | 71 %        |
| Overall receivables allowance / NPL receivables | 156 %       | 180 %       |
| Average Loss Given Default rate                 | 63 %        | 57 %        |

**Other assets**

A breakdown of the Group's other assets is presented in the table below. The majority of the 'receivables from trade partners' are at TBI Bank and includes merchant and debt sales counterparties. There was an increase in this line in Q3 as TBI Bank grew its merchant partner business, however there is limited net asset impact as the corresponding 'other liabilities' line has also increased. The 'derivatives' line relate mainly to the Group's EUR/PLN, EUR/CZK, EUR/SEK and EUR/RON currency hedges.

|  | 30 September 2023         | 31 December 2022 |
|--|---------------------------|------------------|
|  | <i>(in millions of €)</i> |                  |
| Receivables from trade partners              | 46.2                      | 27.0             |
| Poland net purchase price receivable         | 11.4                      | 17.1             |
| Derivatives                                  | 5.5                       | 5.0              |
| Non-current assets held for sale             | 4.5                       | 4.4              |
| Investments in associates and joint ventures | 1.3                       | 1.3              |
| Security deposits                            | 0.5                       | 0.6              |
| FX hedging - funds on margin                 | 0.0                       | 2.0              |
| Other non-customer receivables               | 6.6                       | 1.2              |
| <b>Total</b>                                 | <b>76.0</b>               | <b>58.7</b>      |

**Liabilities**

The Group had total liabilities of €1,420.6 million as of 30 September 2023, compared with €1,173.4 million as of 31 December 2022, representing an increase of €247.2 million.

**Loans and borrowings**

As of 30 September 2023, the Group had loans and borrowings of €301.5 million, compared with €284.8 million as of 31 December 2022. The Group's loans and borrowings accounted for 21% of total liabilities as of 30 September 2023 and 24% of total liabilities as of 31 December 2022. The following table sets out the loans and borrowings by type.

As of 30 September 2023, the Group held €47.5 million of its EUR 2026 bonds and €8.4 million of its EUR 2025 bonds in treasury.

|  | 30 September 2023         | 31 December 2022 |
|--|---------------------------|------------------|
|  | <i>(in millions of €)</i> |                  |
| EUR 2026 bonds                                   | 126.5                     | 122.8            |
| EUR 2025 bonds                                   | 131.1                     | 130.0            |
| TBI Bank (Tier 2 and MREL eligible instruments)  | 43.9                      | 31.0             |
| Other  | 0.0                       | 1.0              |
| <b>Total loans and borrowings <sup>(1)</sup></b> | <b>301.5</b>              | <b>284.8</b>     |

Note: (1) Includes accrued but unpaid interest, net of capitalised issuance costs and Notes owned by the Group

In May 2016, 4finance S.A. issued €100.0 million of 11.25% 5 year notes (the 'EUR 2025 bonds'). The bonds are listed on the Prime Standard regulated market segment of the Frankfurt Stock Exchange. In November 2016, a further €50.0 million of EUR bonds were issued at par, and the maturity was extended in 2020 and 2021. Following a bondholder vote in October 2023, a

resolution was successfully passed to further extend the maturity of the bonds to May 2028. The new Terms and Conditions of the bonds are expected to be formally amended in early December 2023.

In October 2021, 4finance S.A. issued €175.0 million of 10.75% 5 year notes (the 'EUR 2026 bonds'). The bonds are listed on the Oslo Stock Exchange and will mature in October 2026. The proceeds from the new issue were used to repay the Group's outstanding \$200 million USD bonds.

In August 2023, TBI Bank issued a €1.5 million debt security, bringing total net outstanding MREL eligible instruments to €32.7 million as of 30 September 2023, with interest rates ranging from 5% to 9% with tenors from 2 to 5 years. Attraction of these instruments allows the bank to meet the regulatory requirement for the MREL ratio (see TBI Bank appendix). TBI Bank intends to increase its MREL eligible liabilities in line with balance sheet growth.

### Customer deposits

As of 30 September 2023, the Group had total customer deposits of €1,003.3 million, all of which are at TBI Bank, at an average all-in cost of approximately 3.33%. Further details of TBI Bank's deposits are presented in the appendix.

### Other liabilities

A breakdown of the Group's other liabilities is presented in the table below. The majority of the 'accounts payable to trade partners' and 'other liabilities' are at TBI Bank and are non-interest bearing.

|   | <u>30 September 2023</u>                      | <u>31 December 2022</u> |
|---|---|-------------------------|
|   | <i>(in millions of €, except percentages)</i> |                         |
| Accounts payable to trade partners            | 29.5  | 11.4                    |
| Prepayments in TBI received on customer loans | 24.5  | 22.6                    |
| Accrued expenses                              | 13.0  | 10.7                    |
| Accrued payables to employees                 | 12.2  | 12.6                    |
| Lease liabilities (IFRS 16)                   | 9.2   | 9.2                     |
| FX hedging liability                          | 4.8   | 7.5                     |
| Taxes payable                                 | 2.9   | 2.6                     |
| Philippines acquisition earnout               | —   | 8.0                     |
| Other liabilities                             | 10.4  | 15.5                    |
| <b>Total</b>                                  | <b><u>106.5</u></b>                           | <b><u>100.2</u></b>     |

### Equity

As of 30 September 2023, the Group's total equity amounted to €226.6 million, compared to €198.6 million as of 31 December 2022, representing an increase of €28.0 million, or 14%. The Group's equity to assets ratio as of 30 September 2023 was 14%.

The equity to net receivables ratio as of 30 September 2023 was 22%, reflecting the Group's strong capitalisation, with adequate headroom to bond covenants.

### Off-balance sheet arrangements

The Group's total off-balance sheet commitments as of 30 September 2023 were €84.0 million. This represents TBI Bank's undrawn lending commitments of €83.8 million and financial guarantees €0.2 million. The Group also enters into currency hedging transactions which may result in additional off-balance sheet assets or liabilities, but are designed to limit overall exposure to currency movements.

## Condensed Consolidated Statement of Cash Flows for the Period

|  | 9 months to 30 September             |               |
|--|--------------------------------------|---------------|
|  | 2023                                 | 2022          |
|  | <i>(unaudited, in millions of €)</i> |               |
| <b>Cash flows from operating activities</b>  |                                      |               |
| Profit before tax from continuing operations   | 36.5                                 | 38.6          |
| Profit before tax from discontinued operations   | —                                    | 9.1           |
| <b>Profit before taxes</b>   | <b>36.5</b>                          | <b>47.7</b>   |
| Adjustments for:   |                                      |               |
| Depreciation and amortisation  | 6.0                                  | 4.9           |
| Impairment of goodwill and intangible assets   | (0.0)                                | (0.1)         |
| Net loss (gain) on foreign exchange from borrowings and other monetary items                                     | 0.0                                  | (0.7)         |
| Impairment losses on loans   | 118.5                                | 80.2          |
| Reversal of provision on debt portfolio sales  | (2.6)                                | (12.0)        |
| Write-off and disposal of intangible and property and equipment assets   | 0.3                                  | 2.3           |
| Interest income from non-customers loans   | (6.3)                                | (7.2)         |
| Interest expense on loans and borrowings and deposits from customers   | 47.8                                 | 31.6          |
| Non-recurring finance cost / (income), net   | (0.2)                                | (0.9)         |
| Other non-cash items   | (0.1)                                | 2.3           |
| Profit before adjustments for the effect of changes to current assets and short-term liabilities                 | <b>199.8</b>                         | <b>148.0</b>  |
| Adjustments for:   |                                      |               |
| Change in financial instruments measured at fair value through profit or loss                                    | (5.9)                                | (2.6)         |
| (Increase) in other assets (including TBI statutory reserve, placements & leases)                                | (73.2)                               | (38.7)        |
| Increase in accounts payable to suppliers, contractors and other creditors                                       | 17.3                                 | 19.7          |
| <b>Operating cash flow before movements in portfolio and deposits</b>  | <b>137.9</b>                         | <b>126.5</b>  |
| Increase in loans due from customers   | (307.4)                              | (260.4)       |
| Proceeds from sale of portfolio  | 15.1                                 | 28.0          |
| Increase in deposits (customer and bank deposits)  | 217.0                                | 157.6         |
| Deposit interest payments  | (23.3)                               | (6.3)         |
| <b>Gross cash flows from operating activities</b>  | <b>39.4</b>                          | <b>45.4</b>   |
| Corporate income tax (paid), net of refunds received   | (7.5)                                | (8.9)         |
| <b>Net cash flows from operating activities</b>  | <b>31.9</b>                          | <b>36.5</b>   |
| <b>Cash flows from / (used in) investing activities</b>  |                                      |               |
| Purchase of property and equipment and intangible assets   | (11.4)                               | (8.3)         |
| Net cash from (Purchase) / Sale of financial instruments   | (58.2)                               | (19.3)        |
| Other / related party loans repaid   | 0.8                                  | 1.2           |
| Other / related party loans issued   | (3.4)                                | (0.9)         |
| Interest received on other / related party loans   | 6.3                                  | 9.2           |
| Acquisition and disposal of subsidiaries, net of cash acquired / disposed<br>(Acquisition) of equity investments | (2.0)                                | (14.2)        |
| —  | —                                    | (1.8)         |
| <b>Net cash flows used in investing activities</b>   | <b>(67.9)</b>                        | <b>(34.1)</b> |
| <b>Cash flows from / (used in) financing activities</b>  |                                      |               |
| Loans received and notes issued  | 19.8                                 | —             |
| Repayment and repurchase of loans and notes  | (4.2)                                | (31.2)        |
| Interest payments  | (18.5)                               | (20.7)        |
| Costs of notes issuance/amendment  | 0.0                                  | (0.0)         |
| FX hedging margin  | 4.7                                  | 0.7           |
| Payment of lease liabilities   | (2.5)                                | (2.5)         |
| Dividend payments  | —                                    | (15.0)        |
| <b>Net cash flows used in financing activities</b>   | <b>(0.8)</b>                         | <b>(68.8)</b> |
| <b>Net decrease in cash and cash equivalents</b>   | <b>(36.7)</b>                        | <b>(66.3)</b> |
| <b>Cash and cash equivalents at the beginning of the period</b>  | <b>155.6</b>                         | <b>134.2</b>  |
| Effect of exchange rate fluctuations on cash   | 0.0                                  | 0.1           |
| <b>Cash and cash equivalents at the end of the period</b>  | <b>118.9</b>                         | <b>68.0</b>   |
| <b>TBI Bank minimum statutory reserve</b>  | <b>98.1</b>                          | <b>51.4</b>   |
| <b>Total cash on hand and cash at central banks</b>  | <b>217.0</b>                         | <b>119.3</b>  |

The key drivers of cashflow movements are described elsewhere in this report.

## TBI Bank Appendix: Income Statement, Balance Sheet and Key Ratios

The Group finalised the purchase of TBI Bank EAD ('TBI Bank'), via the acquisition of TBIF Financial Services B.V., in August 2016. Presented here for illustration and reference are TBI Bank's results for the nine months ending 30 September 2023 and nine months ending 30 September 2022.

### Income statement

The table below sets out the consolidated income statement for TBI Bank, presented on the same basis as the Group's income statement for ease of comparison.

|  | <b>9 months to 30 September</b> |               |
|--|---------------------------------|---------------|
|  | <b>2023</b>                     | <b>2022</b>   |
|  | <i>(in millions of €)</i>       |               |
| Interest Income                        | 148.9                           | 102.4         |
| Interest Expense                       | (25.4)                          | (6.8)         |
| <b>Net Interest Income</b>             | <b>123.4</b>                    | <b>95.6</b>   |
| Net F&C Income                         | 26.6                            | 21.2          |
| Other operating income                 | 0.8                             | 0.5           |
| <b>Non-Interest Income</b>             | <b>27.4</b>                     | <b>21.7</b>   |
| <b>Operating Income (Revenue)</b>      | <b>150.8</b>                    | <b>117.3</b>  |
| <b>Total operating costs</b>           | <b>(66.0)</b>                   | <b>(52.5)</b> |
| <b>Pre-provision operating profit</b>  | <b>84.8</b>                     | <b>64.8</b>   |
| Net impairment charges                 | (45.4)                          | (21.3)        |
| <b>Post-provision operating profit</b> | <b>39.4</b>                     | <b>43.5</b>   |
| Depreciation and amortisation          | (4.2)                           | (2.9)         |
| Non-recurring income/(expense)         | (0.4)                           | (1.4)         |
| Net FX gain/(loss)                     | (1.2)                           | (3.9)         |
| <b>Pre-tax profit</b>                  | <b>33.5</b>                     | <b>35.3</b>   |
| Income tax expense                     | (6.2)                           | (5.1)         |
| <b>Net profit after tax</b>            | <b>27.2</b>                     | <b>30.1</b>   |

## Balance sheet

The table below sets out the statement of financial position for TBI Bank. For the purpose of consolidation with the Group's balance sheet, the fair values assessed as part of the Group's updated goodwill calculation under IFRS are used, rather than the book values presented below. Receivables amounts include premium paid (€8.9 million) for online purchased loans which is also eliminated in consolidation, and unamortised fair value adjustment (€0.3 million) as at 30 September 2023.

|   | 30 September<br>2023      | 31 December<br>2022 |
|---|---------------------------|---------------------|
|   | <i>(in millions of €)</i> |                     |
| Cash and cash equivalents                         | 170.7                     | 183.8               |
| Placements with other banks                       | 51.6                      | 35.7                |
| Gross receivables due from customers              | 982.4                     | 786.2               |
| Allowance for impairment                          | (90.6)                    | (70.5)              |
| <b>Net receivables due from customers</b>         | <b>891.9</b>              | <b>715.7</b>        |
| Net investments in finance leases                 | 1.7                       | 2.1                 |
| Property and equipment                            | 15.1                      | 14.5                |
| Financial assets                                  | 141.5                     | 68.3                |
| Tax assets  | 3.1                       | 2.5                 |
| Prepaid expenses                                  | 1.8                       | 1.3                 |
| Intangible assets                                 | 19.4                      | 14.0                |
| Other assets                                      | 53.2                      | 32.5                |
| <b>Total assets</b>                               | <b>1,350.1</b>            | <b>1,070.6</b>      |
| Loans and borrowings                              | 52.9                      | 31.0                |
| Deposits from customers                           | 1,006.1                   | 796.3               |
| Corporate income tax payable                      | 3.4                       | 0.1                 |
| Other liabilities                                 | 76.0                      | 60.3                |
| <b>Total liabilities</b>                          | <b>1,138.5</b>            | <b>887.7</b>        |
| Share capital                                     | 41.7                      | 41.7                |
| Retained earnings                                 | 174.1                     | 146.5               |
| Reserves  | (4.2)                     | (5.4)               |
| <b>Total equity</b>                               | <b>211.6</b>              | <b>182.8</b>        |
| <b>Total shareholders' equity and liabilities</b> | <b>1,350.1</b>            | <b>1,070.6</b>      |

Financial assets include mainly government and other bonds held by TBI Bank for liquidity management purposes. Government bond holdings were increased in Q1 due to strong deposit inflows.

To aid comparison with the loan portfolio presented on page 10 of the report, the table below shows a reconciliation from TBI 'standalone' net receivables due from customers to TBI's portfolio contribution to consolidated figures.

| <i>in millions of €</i>                              | 30 September<br>2023 | 31 December<br>2022 |
|--|----------------------|---------------------|
| <b>Standalone net receivables due from customers</b> | <b>891.9</b>         | <b>715.7</b>        |
| Balance of premium paid for Online portfolio         | (8.9)                | (8.4)               |
| Unamortised fair value adjustment                    | (0.3)                | (0.3)               |
| <b>TBI portfolio contribution to consolidation</b>   | <b>882.7</b>         | <b>707.1</b>        |

## Loan portfolio

Below are TBI Bank's receivables, including accrued interest, split by consumer and SME customers.

|                                  | <u>30 September 2023</u>  | <u>31 December 2022</u> | <u>% Change</u> |
|----------------------------------|---------------------------|-------------------------|-----------------|
| <b>Gross receivables by type</b> | <i>(in millions of €)</i> |                         |                 |
| Consumer                         | 827.1                     | 653.6                   | 27 %            |
| SME (including financial leases) | 157.2                     | 135.0                   | 16 %            |
| <b>Total gross receivables</b>   | <b>984.3</b>              | <b>788.6</b>            | <b>25 %</b>     |
| Provisions                       | (90.7)                    | (70.7)                  | 28 %            |
| <b>Total net receivables</b>     | <b>893.6</b>              | <b>717.9</b>            | <b>24 %</b>     |

As of 30 September 2023, consumer loans made up 84% of TBI Bank's gross loans (83% as of 31 December 2022). Of the overall net loan portfolio, 57% comes from Romania, 33% from Bulgaria, 3% from Greece and the remainder is purchased online portfolios (Lithuania).

The non-performing receivables ratios for the Period by loan type are shown below.

|   | <u>Consumer</u> | <u>SME (incl. leases)</u> | <u>Overall</u> |
|---|-----------------|---------------------------|----------------|
| Non-performing receivables to gross receivables ratio | 9.4 %           | 6.2 %                     | 8.9 %          |
| Provision coverage <sup>(1)</sup>                     | 112.9 %         | 38.0 %                    | 105.0 %        |

Note: (1) In addition to provisions, the SME receivables are backed by collateral with average loan-to-value of c.50%.

## Customer deposits

TBI Bank's customer deposits and current accounts by client and type are shown below.

|                                | <u>30 September 2023</u>  | <u>31 December 2022</u> | <u>% Change</u> |
|--------------------------------|---------------------------|-------------------------|-----------------|
|                                | <i>(in millions of €)</i> |                         |                 |
| Customer accounts of consumers | 938.2                     | 703.3                   | 33 %            |
| - Current accounts             | 93.9                      | 66.5                    | 41 %            |
| - Term deposits                | 844.3                     | 636.8                   | 33 %            |
| Customer accounts of SMEs      | 67.9                      | 93.1                    | (27)%           |
| - Current accounts             | 37.7                      | 66.4                    | (43)%           |
| - Term deposits                | 30.2                      | 26.7                    | 13 %            |

TBI Bank increased deposits and liquidity again in Q3 2023 to support business growth and to increase local currency funding in Romania. The average interest rate paid on term deposits varies by type and currency, ranging from 0.05% to 8.05%. Deposit costs (excluding the state deposit guarantee fund annual charge) were 3.33% for the Period.

## Capital and liquidity ratios

TBI Bank continues to have a strong capital, funding and liquidity position. The table below shows TBI Bank's statutory capital, funding and liquidity ratios as of 30 September 2023. The bank's reviewed profit for H2 2022 is included in those ratios. The minimum capital adequacy ratio requirement from the Bulgarian National Bank applicable to TBI Bank is now approximately 13.6%. The calculation of capital buffers has been updated in alignment with the BNB during 2023, so the minimum CAR requirement now varies slightly depending on portfolio mix as different buffers are applied depending on the country of exposure. For funding, a minimum MREL ratio requirement also applies of approximately 22.4% as of 30 September 2023. In October 2023, the buffers for Bulgaria and Romania exposures have been increased by 0.5%, in line with expectations.

|                            | <u>Standalone</u> | <u>Consolidated</u> |
|----------------------------|-------------------|---------------------|
| Common equity Tier 1 ratio | 19.2 %            | 19.9 %              |
| Capital adequacy ratio     | 20.4 %            | 21.1 %              |
| MREL ratio                 | 25.4 %            | 25.0 %              |
| Liquidity ratio            | 31.5 %            |                     |
| Liquidity coverage ratio   | 526.3 %           | 601.6 %             |



## HISTORIC QUARTERLY RESULTS APPENDIX

For ease of reference, a summary income statement by quarter is presented below. The reclassifications between interest income and other operating income, described in the Income Statement section, have been applied retrospectively here. To maintain consistency with reported quarterly results, no restatement has been made for Poland.

### Income statement

| <i>(in millions of €)</i>              | Q3 2021       | Q4 2021       | Q1 2022       | Q2 2022       | Q3 2022       | Q4 2022       | Q1 2023       | Q2 2023       | Q3 2023       |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <b>Interest Income</b>                 | <b>78.0</b>   | <b>81.9</b>   | <b>82.6</b>   | <b>80.8</b>   | <b>80.7</b>   | <b>86.5</b>   | <b>91.7</b>   | <b>96.2</b>   | <b>100.9</b>  |
| Interest Expense                       | (11.9)        | (11.5)        | (10.6)        | (10.1)        | (10.9)        | (13.0)        | (15.1)        | (15.7)        | (16.9)        |
| <b>Net Interest Income</b>             | <b>66.1</b>   | <b>70.4</b>   | <b>72.0</b>   | <b>70.6</b>   | <b>69.8</b>   | <b>73.5</b>   | <b>76.6</b>   | <b>80.5</b>   | <b>84.0</b>   |
| Net F&C Income                         | 6.2           | 6.9           | 6.5           | 6.8           | 7.8           | 11.6          | 8.3           | 9.6           | 8.8           |
| Other operating income                 | 1.5           | 0.6           | 0.2           | 2.2           | 2.2           | 2.3           | 2.4           | 2.8           | 6.3           |
| <b>Non-Interest Income</b>             | <b>7.7</b>    | <b>7.6</b>    | <b>6.7</b>    | <b>9.0</b>    | <b>10.0</b>   | <b>13.8</b>   | <b>10.7</b>   | <b>12.3</b>   | <b>15.1</b>   |
| <b>Operating Income</b>                | <b>73.8</b>   | <b>77.9</b>   | <b>78.7</b>   | <b>79.6</b>   | <b>79.8</b>   | <b>87.3</b>   | <b>87.2</b>   | <b>92.8</b>   | <b>99.1</b>   |
| <b>Total operating costs</b>           | <b>(38.6)</b> | <b>(39.6)</b> | <b>(39.6)</b> | <b>(37.2)</b> | <b>(37.3)</b> | <b>(39.5)</b> | <b>(40.1)</b> | <b>(40.4)</b> | <b>(43.0)</b> |
| <b>Pre-provision operating profit</b>  | <b>35.2</b>   | <b>38.3</b>   | <b>39.1</b>   | <b>42.4</b>   | <b>42.5</b>   | <b>47.9</b>   | <b>47.1</b>   | <b>52.4</b>   | <b>56.1</b>   |
| Net impairment charges                 | (16.9)        | (21.5)        | (15.3)        | (20.4)        | (25.8)        | (29.6)        | (33.5)        | (36.1)        | (40.8)        |
| <b>Post-provision operating profit</b> | <b>18.3</b>   | <b>16.8</b>   | <b>23.8</b>   | <b>22.0</b>   | <b>16.7</b>   | <b>18.3</b>   | <b>13.6</b>   | <b>16.3</b>   | <b>15.3</b>   |
| Depreciation and amortisation          | (1.7)         | (2.0)         | (1.8)         | (1.6)         | (1.5)         | (2.2)         | (1.9)         | (1.9)         | (2.1)         |
| Non-recurring income/(expense)         | 3.2           | (2.8)         | (0.4)         | (4.2)         | 0.2           | 0.6           | (0.7)         | (0.1)         | 0.8           |
| Net FX                                 | (0.5)         | (1.2)         | (2.7)         | 0.1           | (2.9)         | (6.2)         | (2.2)         | (0.1)         | (0.6)         |
| One-off adj. of intangible assets      | —             | (1.0)         | —             | —             | —             | (0.2)         | —             | —             | —             |
| <b>Pre-tax profit</b>                  | <b>19.3</b>   | <b>9.7</b>    | <b>18.8</b>   | <b>16.2</b>   | <b>12.6</b>   | <b>10.3</b>   | <b>8.8</b>    | <b>14.2</b>   | <b>13.4</b>   |
| Income tax expense                     | (5.5)         | (6.5)         | (5.6)         | (3.5)         | (3.4)         | (3.9)         | (3.2)         | (3.0)         | (3.8)         |
| <b>Net profit after tax</b>            | <b>13.8</b>   | <b>3.2</b>    | <b>13.3</b>   | <b>12.8</b>   | <b>9.2</b>    | <b>6.4</b>    | <b>5.6</b>    | <b>11.2</b>   | <b>9.6</b>    |
| <b>EBITDA</b>                          | <b>32.9</b>   | <b>23.2</b>   | <b>31.3</b>   | <b>28.0</b>   | <b>25.0</b>   | <b>25.5</b>   | <b>25.9</b>   | <b>31.9</b>   | <b>32.3</b>   |
| <b>Adjusted EBITDA</b>                 | <b>29.8</b>   | <b>27.4</b>   | <b>33.5</b>   | <b>31.0</b>   | <b>28.0</b>   | <b>29.3</b>   | <b>28.1</b>   | <b>30.7</b>   | <b>33.1</b>   |

### Loan issuance

*(in millions of €)*

|   |              |              |              |              |              |              |              |              |              |
|---|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Total value of online loans issued          | <b>221.2</b> | <b>217.5</b> | <b>205.5</b> | <b>145.9</b> | <b>138.7</b> | <b>139.2</b> | <b>137.0</b> | <b>140.0</b> | <b>146.3</b> |
| Single Payment Loans                        | 176.5        | 178.7        | 171.7        | 107.2        | 88.1         | 92.2         | 93.6         | 98.0         | 107.9        |
| Instalment Loans                            | 18.3         | 14.6         | 10.8         | 11.9         | 15.2         | 14.5         | 15.5         | 16.2         | 16.1         |
| Near-prime Loans                            | 9.1          | 9.8          | 10.4         | 10.9         | 12.1         | 9.9          | 8.6          | 7.4          | 7.0          |
| Minimum to pay                              | 17.3         | 14.5         | 12.6         | 16.0         | 23.3         | 22.5         | 19.3         | 18.4         | 15.4         |
| <b>Total value of TBI Bank loans issued</b> | <b>146.5</b> | <b>146.7</b> | <b>148.3</b> | <b>167.5</b> | <b>191.6</b> | <b>198.8</b> | <b>206.4</b> | <b>221.4</b> | <b>224.5</b> |
| SME   | 23.2         | 19.3         | 21.8         | 25.0         | 29.7         | 29.6         | 31.0         | 25.9         | 24.3         |
| Consumer                                    | 123.3        | 127.5        | 126.5        | 142.5        | 161.8        | 169.2        | 175.4        | 195.6        | 200.2        |

### Loan portfolio (receivables, including accrued interest)

Note these tables have been adjusted to include online loans owned by TBI Bank within the TBI Bank portfolio.

| (in millions of €)                         | Q3 2021      | Q4 2021      | Q1 2022      | Q2 2022      | Q3 2022      | Q4 2022      | Q1 2023      | Q2 2023      | Q3 2023      |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Single payment loans <sup>(1)</sup></b> |              |              |              |              |              |              |              |              |              |
| - Performing                               | 89.1         | 89.1         | 88.1         | 49.6         | 50.4         | 47.7         | 49.2         | 49.9         | 53.5         |
| - NPL <sup>(2)</sup>                       | 16.7         | 19.5         | 13.9         | 6.5          | 3.4          | 3.5          | 4.0          | 5.3          | 5.7          |
| <b>- Total gross receivables</b>           | <b>105.8</b> | <b>108.6</b> | <b>102.0</b> | <b>56.1</b>  | <b>53.8</b>  | <b>51.3</b>  | <b>53.2</b>  | <b>55.3</b>  | <b>59.2</b>  |
| - Provisions                               | (26.9)       | (28.4)       | (24.1)       | (17.6)       | (14.0)       | (12.4)       | (12.4)       | (13.7)       | (15.6)       |
| <b>- Net receivables</b>                   | <b>78.8</b>  | <b>80.2</b>  | <b>78.0</b>  | <b>38.5</b>  | <b>39.8</b>  | <b>38.9</b>  | <b>40.8</b>  | <b>41.6</b>  | <b>43.6</b>  |
| - Gross NPL ratio                          | 15.8 %       | 17.9 %       | 13.6 %       | 11.5 %       | 6.2 %        | 6.9 %        | 7.5 %        | 9.7 %        | 9.7 %        |
| <b>Instalment loans</b>                    |              |              |              |              |              |              |              |              |              |
| - Performing                               | 34.5         | 30.6         | 27.7         | 26.5         | 30.4         | 29.2         | 31.0         | 34.4         | 38.1         |
| - NPL <sup>(2)</sup>                       | 6.0          | 4.2          | 4.2          | 4.3          | 3.6          | 3.7          | 3.5          | 3.9          | 5.0          |
| <b>- Total gross receivables</b>           | <b>40.6</b>  | <b>34.8</b>  | <b>31.9</b>  | <b>30.7</b>  | <b>33.9</b>  | <b>33.0</b>  | <b>34.6</b>  | <b>38.3</b>  | <b>43.0</b>  |
| - Provisions                               | (7.5)        | (6.0)        | (6.3)        | (6.2)        | (5.7)        | (5.7)        | (5.8)        | (6.3)        | (8.0)        |
| <b>- Net receivables</b>                   | <b>33.1</b>  | <b>28.8</b>  | <b>25.6</b>  | <b>24.6</b>  | <b>28.2</b>  | <b>27.2</b>  | <b>28.7</b>  | <b>32.0</b>  | <b>35.1</b>  |
| - Gross NPL ratio                          | 14.9 %       | 12.1 %       | 13.3 %       | 13.9 %       | 10.5 %       | 11.3 %       | 10.2 %       | 10.3 %       | 11.6 %       |
| <b>Minimum to pay</b>                      |              |              |              |              |              |              |              |              |              |
| - Performing                               | 29.7         | 29.6         | 28.4         | 30.9         | 39.2         | 43.1         | 43.3         | 43.0         | 41.1         |
| - NPL <sup>(2)</sup>                       | 2.6          | 2.9          | 3.1          | 3.0          | 2.6          | 3.8          | 5.3          | 6.4          | 7.3          |
| <b>- Total gross receivables</b>           | <b>32.4</b>  | <b>32.5</b>  | <b>31.5</b>  | <b>33.9</b>  | <b>41.7</b>  | <b>46.9</b>  | <b>48.6</b>  | <b>49.4</b>  | <b>48.4</b>  |
| - Provisions                               | (2.8)        | (2.7)        | (2.7)        | (2.7)        | (2.9)        | (3.7)        | (5.0)        | (5.8)        | (6.0)        |
| <b>- Net receivables</b>                   | <b>29.6</b>  | <b>29.9</b>  | <b>28.8</b>  | <b>31.2</b>  | <b>38.9</b>  | <b>43.3</b>  | <b>43.5</b>  | <b>43.6</b>  | <b>42.4</b>  |
| - Gross NPL ratio                          | 8.2 %        | 8.9 %        | 9.8 %        | 8.7 %        | 6.2 %        | 8.2 %        | 10.9 %       | 12.9 %       | 15.1 %       |
| <b>Near Prime</b>                          |              |              |              |              |              |              |              |              |              |
| - Performing                               | 43.0         | 35.3         | 33.2         | 32.2         | 31.3         | 31.2         | 29.2         | 22.1         | 19.5         |
| - NPL <sup>(2)</sup>                       | 2.7          | 2.6          | 3.4          | 2.8          | 3.2          | 3.8          | 4.2          | 4.8          | 4.2          |
| <b>- Total gross receivables</b>           | <b>45.7</b>  | <b>37.9</b>  | <b>36.6</b>  | <b>35.0</b>  | <b>34.5</b>  | <b>35.0</b>  | <b>33.4</b>  | <b>26.9</b>  | <b>23.7</b>  |
| - Provisions                               | (4.1)        | (3.5)        | (4.0)        | (4.2)        | (4.2)        | (4.9)        | (5.3)        | (5.7)        | (5.3)        |
| <b>- Net receivables</b>                   | <b>41.6</b>  | <b>34.4</b>  | <b>32.6</b>  | <b>30.8</b>  | <b>30.3</b>  | <b>30.1</b>  | <b>28.0</b>  | <b>21.2</b>  | <b>18.4</b>  |
| - Gross NPL ratio                          | 5.8 %        | 6.9 %        | 9.3 %        | 8.1 %        | 9.2 %        | 11.0 %       | 12.5 %       | 17.8 %       | 17.9 %       |
| <b>Total Online receivables</b>            |              |              |              |              |              |              |              |              |              |
| - Performing                               | 196.3        | 184.7        | 177.5        | 139.2        | 151.3        | 151.2        | 152.7        | 149.4        | 152.1        |
| - NPL <sup>(2)</sup>                       | 28.0         | 29.2         | 24.6         | 16.5         | 12.7         | 14.9         | 17.0         | 20.4         | 22.3         |
| <b>- Total gross receivables</b>           | <b>224.4</b> | <b>213.8</b> | <b>202.1</b> | <b>155.7</b> | <b>164.0</b> | <b>166.1</b> | <b>169.7</b> | <b>169.8</b> | <b>174.4</b> |
| - Provisions                               | (41.2)       | (40.6)       | (37.1)       | (30.7)       | (26.9)       | (26.9)       | (28.6)       | (31.4)       | (34.8)       |
| <b>- Net receivables</b>                   | <b>183.2</b> | <b>173.2</b> | <b>165.0</b> | <b>125.0</b> | <b>137.1</b> | <b>139.3</b> | <b>141.1</b> | <b>138.4</b> | <b>139.5</b> |
| - Gross NPL ratio                          | 12.5 %       | 13.7 %       | 12.2 %       | 10.6 %       | 7.7 %        | 9.0 %        | 10.0 %       | 12.0 %       | 12.8 %       |
| <b>TBI Bank</b>                            |              |              |              |              |              |              |              |              |              |
| - Performing                               | 429.0        | 481.0        | 525.2        | 580.9        | 640.2        | 709.9        | 763.6        | 832.7        | 881.6        |
| - NPL <sup>(2)</sup>                       | 72.7         | 55.8         | 54.8         | 60.3         | 71.3         | 67.7         | 82.9         | 83.5         | 91.7         |
| <b>- Total gross receivables</b>           | <b>501.7</b> | <b>536.8</b> | <b>580.1</b> | <b>641.1</b> | <b>711.5</b> | <b>777.6</b> | <b>846.5</b> | <b>916.2</b> | <b>973.3</b> |
| - Provisions                               | (57.4)       | (51.9)       | (53.6)       | (59.5)       | (68.8)       | (70.5)       | (81.3)       | (82.5)       | (90.6)       |
| <b>- Net receivables</b>                   | <b>444.3</b> | <b>484.9</b> | <b>526.5</b> | <b>581.6</b> | <b>642.7</b> | <b>707.1</b> | <b>765.1</b> | <b>833.7</b> | <b>882.7</b> |
| - Gross NPL ratio                          | 14.5 %       | 10.4 %       | 9.5 %        | 9.4 %        | 10.0 %       | 8.7 %        | 9.8 %        | 9.1 %        | 9.4 %        |

Notes: (1) Reduction in Q2 2022 from sale of Polish business

(2) Non-performing amounts that are over 90 days past due (and, for TBI, shown on a customer level basis)

## DEFINITIONS

**Adjusted EBITDA** – a non-IFRS measure that represents EBITDA (profit for the period plus tax, plus interest expense, plus depreciation and amortisation) as adjusted by 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 EBITDA, as presented here, may not be comparable to similarly-titled measures that are reported by other companies due to differences in the way these measures are calculated. Further details of covenant adjustments can be found in the relevant bond prospectuses, available on our website [www.4finance.com](http://www.4finance.com)

**Cost of risk** – Annualised net impairment charges / average gross receivables (total gross receivables as of the start and end of each period divided by two)

**Cost/income ratio** – Operating costs / operating income (revenue)

**Equity/assets ratio** – Total equity / total assets

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

**ESG** – Environment, Social and Governance

**Gross NPL ratio** – Non-performing receivables (including accrued interest) with a delay of over 90 days / gross receivables (including accrued interest)

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

**Intangible assets** – consists of deferred tax assets, intangible IT assets and goodwill

**Interest income** – Interest and similar income generated from our customer loan portfolio and from corporate/other loans

**Loss given default** – Loss on non-performing receivables (*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

**MREL** – minimum requirement for own funds and eligible liabilities, set by the regulator for TBI Bank

**Net effective annualised yield** – annualised interest income (excluding penalties) / average net loan principal

**Net impairment/interest income ratio** – Net impairment charges on loans and receivables / interest income plus relevant fee income (interest income and other income from contracts with customers in Philippines and Lithuania under IFRS 15)

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

**Net receivables** – Gross receivables (including accrued interest) less impairment provisions

**Non-performing loans (NPLs)** – Loan principal or receivables that are over 90 days past due (over 30 DPD in the Philippines)

**Normalised** – Adjusted to remove the effect of non-recurring items, discontinued operations, net FX and one-off adjustments to intangible assets

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

**Profit before tax margin** – Profit before tax / interest income

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

**Return on average equity** – Annualised 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

**TBI Bank capital adequacy ratio** – (Tier One Capital + Tier Two Capital) / risk weighted assets (calculated according to the prevailing regulations of the Bulgarian National Bank)

## RECENT DEVELOPMENTS

Recent developments include significant and material information about the Group's development and any changes since its last quarterly report that was published on 30 August 2023.

### *Acquisitions and Disposals*

In October 2023, the Group acquired a recently formed company in Mexico, Wikipro SA de CV, which is owned by 4finance Holding SA (90%) and AS 4finance (10%). Lending operations were commenced in October 2023.

### *Regulatory changes*

In September 2023, the European Parliament adopted the new Consumer Credit Directive (CCD2). On 30 October 2023, the CCD2 was published in the Official Journal of the EU. It will enter into force on the twentieth day following its publication. The Group has engaged with the process throughout and will continue to provide evidence and insight as the directive moves into national legislation in Member States over the following two years. The new national rules will apply starting from 20 November 2026.

### *Financing*

In October 2023, the Group announced results of its recent bondholder vote. The resolution, which included extending the maturity of its EUR 2025 bonds to May 2028, was successfully passed. The Terms and Conditions of the EUR 2025 bonds are expected to be formally amended in early December 2023.

In October 2023, TBI Bank secured a Ba2 long-term deposit rating from Moody's credit rating agency and a Ba3 rating for the bank's senior unsecured debt with stable outlook.

The Group continues to conduct transactions in its own bonds, with net repurchases of €4.3 million of its EUR 2025 bonds and net resales of €1.3 million of its EUR 2026 bonds so far in Q4 2023. As of the date of this report, the Group holds €46.2 million of its EUR 2026 bonds and €12.8 million of its EUR 2025 bonds in treasury. As outlined in the refinancing materials, the Group intends to cancel €15.0 million of its EUR 2025 bonds after the new T&Cs with 2028 maturity become effective in December.

Corporate website: [www.4finance.com](http://www.4finance.com)

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