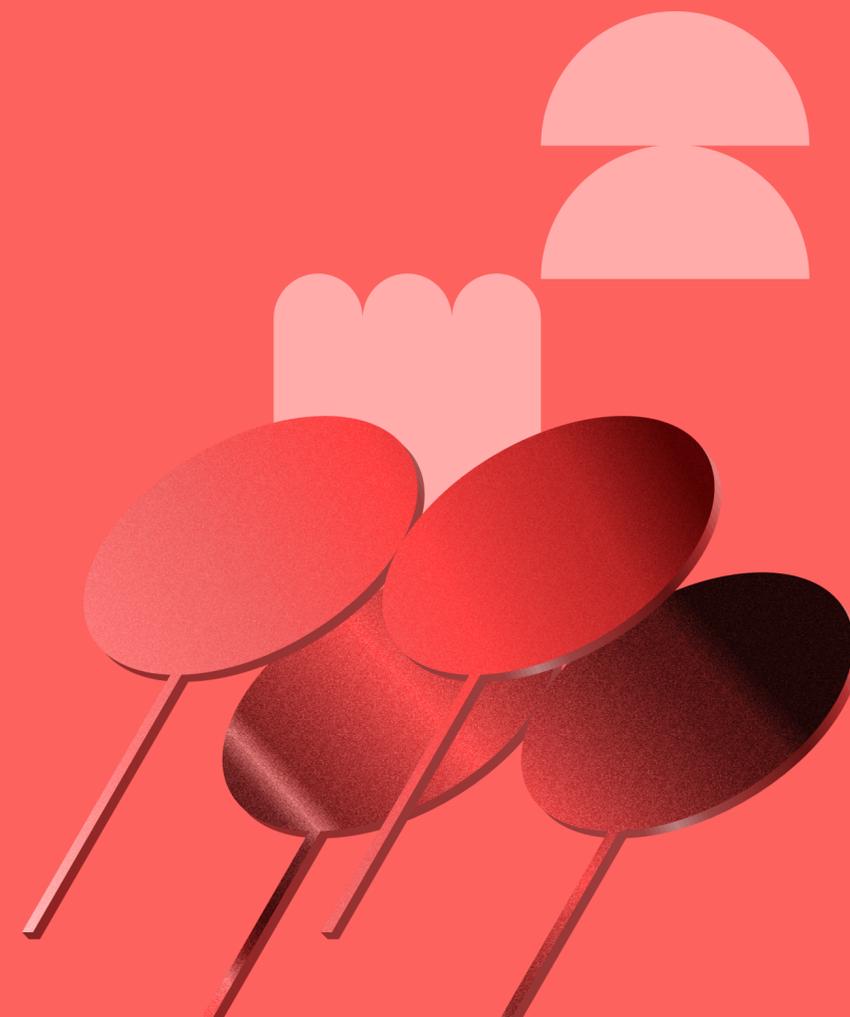


# Management report

## Jan - Dec 2025



# Management report Jan-Dec 2025

	Jan`25	Feb`25	Mar`25	Apr`25	May`25	June25	July`25	August`25	Sep`25	Oct`25	Nov`25	Dec`25
<b>Number of loans disbursed</b>	<b>27,289</b>	<b>30,305</b>	<b>40,438</b>	<b>42,197</b>	<b>49,097</b>	<b>51,905</b>	<b>57,710</b>	<b>56,094</b>	<b>53,302</b>	<b>61,060</b>	<b>63,370</b>	<b>74,633</b>
single payment	21,624	24,202	31,801	34,458	39,361	41,736	45,445	42,972	40,678	46,712	48,177	56,876
installment	5,665	6,103	8,637	7,739	9,736	10,169	12,265	13,122	12,624	14,348	15,193	17,757
<b>Amount disbursed, thsd USD</b>	<b>6,051</b>	<b>6,148</b>	<b>8,754</b>	<b>9,533</b>	<b>12,112</b>	<b>12,845</b>	<b>15,465</b>	<b>16,556</b>	<b>15,626</b>	<b>18,316</b>	<b>18,980</b>	<b>23,517</b>
single payment	3,712	3,905	5,431	6,270	7,498	7,984	8,847	8,782	8,728	10,279	10,712	13,446
installment	2,339	2,243	3,323	3,263	4,614	4,861	6,618	7,773	6,897	8,037	8,268	10,072
<b>Loan portfolio (0-30 DPD, principal only), thsd USD</b>	<b>6,847</b>	<b>7,860</b>	<b>9,442</b>	<b>11,565</b>	<b>13,622</b>	<b>15,777</b>	<b>18,023</b>	<b>20,663</b>	<b>21,867</b>	<b>23,657</b>	<b>26,088</b>	<b>30,089</b>
<b>Revenue</b>	<b>1,633</b>	<b>1,659</b>	<b>2,373</b>	<b>2,604</b>	<b>3,251</b>	<b>3,406</b>	<b>4,024</b>	<b>4,290</b>	<b>4,117</b>	<b>4,192</b>	<b>4,614</b>	<b>5,608</b>
Provisions	-553	-513	-737	-1,339	-1,319	-1,260	-1,450	-1,946	-1,983	-2,213	-2,290	-2,890
<b>Gross profit</b>	<b>1,080</b>	<b>1,146</b>	<b>1,636</b>	<b>1,265</b>	<b>1,932</b>	<b>2,146</b>	<b>2,573</b>	<b>2,344</b>	<b>2,135</b>	<b>1,979</b>	<b>2,324</b>	<b>2,718</b>
CAC	-254	-262	-302	-297	-313	-352	-410	-381	-349	-488	-538	-680
Other ops costs	-209	-233	-292	-350	-422	-455	-540	-570	-582	-633	-885	-995
<b>Operating profit</b>	<b>615</b>	<b>651</b>	<b>1,042</b>	<b>617</b>	<b>1,197</b>	<b>1,340</b>	<b>1,623</b>	<b>1,394</b>	<b>1,203</b>	<b>859</b>	<b>900</b>	<b>1043</b>
Fixed expenses	-69	-67	-86	-65	-91	-77	-85	-89	-109	-111	-97	-169
<b>EBIT</b>	<b>547</b>	<b>584</b>	<b>956</b>	<b>552</b>	<b>1,106</b>	<b>1,263</b>	<b>1,537</b>	<b>1,304</b>	<b>1,095</b>	<b>748</b>	<b>803</b>	<b>874</b>
Revenue margin	<b>24 %</b>	<b>21 %</b>	<b>25 %</b>	<b>23 %</b>	<b>24 %</b>	<b>22 %</b>	<b>22 %</b>	<b>21 %</b>	<b>19 %</b>	<b>18 %</b>	<b>18 %</b>	<b>19 %</b>
Gross profit margin	<b>16 %</b>	<b>15 %</b>	<b>17 %</b>	<b>11 %</b>	<b>14 %</b>	<b>14 %</b>	<b>14 %</b>	<b>11 %</b>	<b>10 %</b>	<b>8 %</b>	<b>9 %</b>	<b>9 %</b>
Operating profit margin	<b>9 %</b>	<b>8 %</b>	<b>11 %</b>	<b>5 %</b>	<b>9 %</b>	<b>8 %</b>	<b>9 %</b>	<b>7 %</b>	<b>6 %</b>	<b>4 %</b>	<b>3 %</b>	<b>3 %</b>
EBIT margin	<b>8 %</b>	<b>7 %</b>	<b>10 %</b>	<b>5 %</b>	<b>8 %</b>	<b>8 %</b>	<b>9 %</b>	<b>6 %</b>	<b>5 %</b>	<b>3 %</b>	<b>3 %</b>	<b>3 %</b>