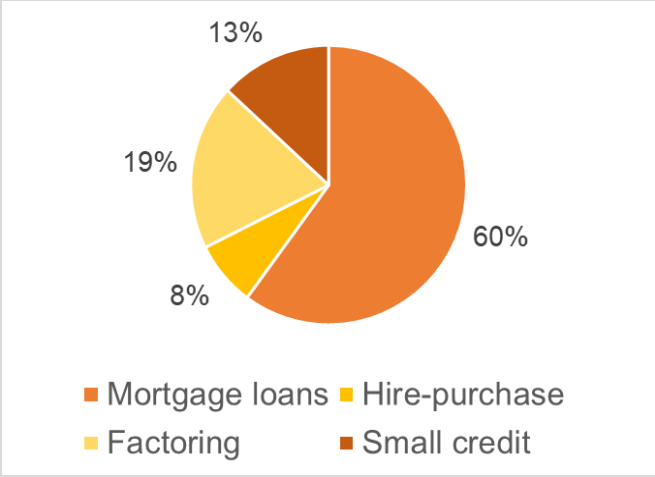


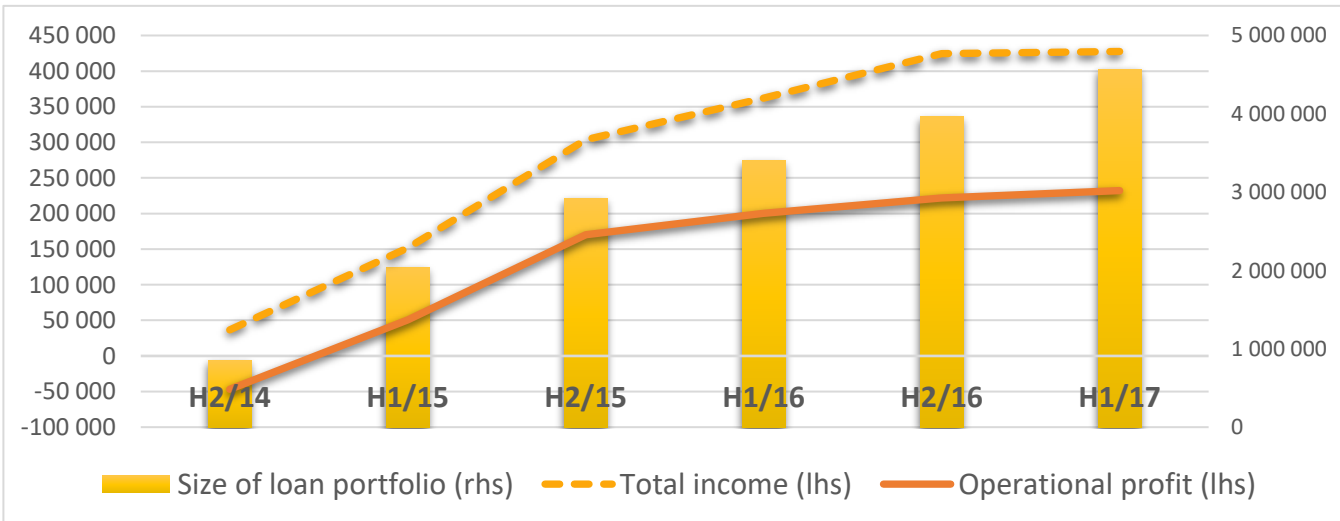
- **Loan portfolio has grown in a year by 34% and in 6 months by 15% and reached 4,6 mio EUR by the end of June. Largest part of the portfolio are still mortgage backed loans, but main growth came from factoring area.**
- **The revenues and operational profit of first 6 months of 2017 were largest in our operational history. Operational costs decreased somewhat in 6 months but increased in 12 months. Due to increased interest costs first half of the year was finished with net loss, although with a smaller loss than in second half of 2016.**
- **In Q2 Finora Technology, a subsidiary of Finora Capital was established. The aim is to develop new lending back-office solution that will be used by Finora but also sold to third parties in Estonia and abroad.**

**6 months 2017 results**

- In Q2 Finora Capital acquired 0,8 mio EUR mortgage backed loan portfolio. In total, over last 12 months we have acquired portfolios worth 1,3 mio EUR.
- Largest share in revenues (93%) are interest rate revenues from various loan products. Mortgage backed loan revenues are still over half of total revenues. Fastest growth has been in factoring revenues – 2 times YoY.
- Costs have grown fastest in the area of personnel and internal and external audit.



**During the 3 years of operation revenues, operational profit and the size of the portfolio have grown steadily every 6 months (amounts in EUR)**



## Income statement (2017 is unaudited), in EUR

	H1 16	H2 16	H1 17
Interest income (mortgage loans)	253 416	256 074	263 443
Interest income (other loans)	68 014	139 077	133 442
Other income	40 385	29 223	30 642
<b>TOTAL INCOME</b>	<b>361 815</b>	<b>424 375</b>	<b>427 527</b>
Personnel expense	-50 668	-59 291	-61 485
IT expenses	-31 871	-31 657	-25 864
Marketing expenses	-21 102	-26 810	-23 603
Other operating expenses	-58 004	-84 715	-84 394
<i>Premises</i>	-5 088	-5 088	-5 088
<i>Legal costs</i>	-11 756	-20 425	-14 512
<i>Accounting, including audit</i>	-5 100	-6 600	-12 060
<i>Depreciation and impairment</i>	-21 753	-22 638	-28 367
<i>Other operating expenses</i>	-14 307	-29 964	-24 367
<b>Operating expenses</b>	<b>-161 645</b>	<b>-202 473</b>	<b>-195 345</b>
<b>Operational profit</b>	<b>200 170</b>	<b>221 902</b>	<b>232 182</b>
Interest expense	-177 495	-218 873	-223 229
Financing fees	-18 073	-22 229	-23 607
Other financial income and costs	9 975	4 799	2 122
<b>Net profit</b>	<b>14 577</b>	<b>-14 400</b>	<b>-12 531</b>

## Balance sheet (2017 is unaudited), in EUR

	30.06.2016	31.12.2016	30.06.2017
Cash	195 850	419 972	247 997
Mortgage loans	2 085 776	2 609 346	2 743 243
Other loans to clients	1 314 161	1 351 175	1 822 610
<i>Factoring claims</i>	<i>500 915</i>	<i>477 366</i>	<i>878 086</i>
<i>Consumer credit claims</i>	<i>813 246</i>	<i>873 809</i>	<i>944 524</i>
Claims to subsidiary			27 690
Other receivables	57 260	92 711	139 171
Tangible fixed assets	323 911	334 597	250 542
Intangible fixed assets	17 358	24 739	19 671
<b>TOTAL ASSETS</b>	<b>3 994 317</b>	<b>4 832 541</b>	<b>5 250 923</b>
Bank loans			335 158
Bonds	3 325 966	4 409 410	4 281 799
Other loans	299 617	199 617	450 000
Shareholders' loans	12 065		
Interest payables	17 552	18 479	23 153
Other payables	251 793	80 539	48 847
<b>Total liabilities</b>	<b>3 906 993</b>	<b>4 708 043</b>	<b>5 138 957</b>
Share capital	50 000	250 000	250 000
Reserve capital	148 426		
Retained earnings	-125 679	-125 679	-125 503
Net profit for the year	14 577	177	-12 532
<b>Total equity</b>	<b>87 324</b>	<b>124 498</b>	<b>111 965</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>3 994 317</b>	<b>4 832 541</b>	<b>5 250 923</b>