

ANNUAL REPORT

beginning of financial year: 01.01.2024

end of the financial year: 31.12.2024

business name: IUVO GROUP OÜ

register code: 14063375

postal address: Harju maakond, Tallinn, Kesklinna linnaosa,
Narva mnt 5

postal code: 10117

telephone: +359 884611374

e-mail address: office@iuvo-group.com

Table of contents

Management report	3
The annual accounts	5
Statement of financial position	5
Income statement	6
Notes	7
Note 1 Accounting policies	7
Note 2 Cash and cash equivalents	8
Note 3 Shares of subsidiaries	8
Note 4 Loan receivables	9
Note 5 Intangible assets	9
Note 6 Loan commitments	10
Note 7 Net sales	10
Note 8 Related parties	11
Note 9 Other liabilities	12
Signatures	13
Sworn auditor's report	14

Management report

Iuvo Group OÜ began operating in the loan-receivable assignment segment in 2016, offering clients an online portal through which they can purchase receivables (claims) originated by a diverse group of partners, including many non-bank financial institutions (“originators”).

By the end of 2024, the company had established partnerships with fourteen loan originators across Bulgaria, Romania, Spain, Latvia, North Macedonia, Croatia and the Czech Republic. We have over fifty-six thousand registered users who, since the launch of the Portal, have generated more than EUR 608 million in cumulative marketplace turnover.

Key operating highlights

The year 2024 was another period of impressive growth, achieved despite continuing geopolitical tensions. Considering the efforts and resources allocated, the results are remarkable and we look to the future with confidence. The business indicators for the year maintained the positive trend and Iuvo closed 2024 with record-breaking performance overall:

- Achieved a record-high average net inflow from newly onboarded users —the greatest in the company’s eight-year history and 43 % higher than the previous year.
- The net portfolio of receivables currently held by users grew by 33 %, while the total amount of added net funds increased by more than 53 % year-on-year;
- Cumulative purchases of receivables since the Portal’s launch rose by 38 %, reaching a lifetime total of over EUR 608 million;
- The total nominal amount of loan receivables ever listed on the Portal surpassed EUR 1 billion, an annual increase of almost 23 %;
- Interest distributed to users for 2024 increased by more than 58 % compared with 2023, totalling over EUR 4,8 million;
- 2024 also recorded the highest annual amount of interest distributed, almost matching the combined figure for 2023 and 2022;
- The total number of Iuvo users grew by 23 %, reaching 56 203 at year-end.

Product and technology developments

In 2024, IuvoSAVE remained the most frequently used receivables purchase option on the Portal. The year also marked a major milestone with the development and successful public release of the Iuvo mobile app in the summer of 2024. This mobile channel is set to become one of the main pillars of future growth alongside IuvoSAVE, offering enhanced accessibility and convenience for users and playing a leading role in our long-term strategic vision.

Human resources

During the reporting period the company had no employees, and no remuneration was paid to employees or members of the board.

Group affiliation

Iuvo Group OÜ is part of Management Financial Group (MFG) — a growing fintech ecosystem encompassing companies that specialise in non-bank financial services across Europe and Mexico, with expansion planned for the USA and India. MFG’s portfolio covers personal lending, SME financing, credit cards, digital financial services, general insurance and other alternative financial solutions. The group employs over 8 300 people in more than 450 offices across Bulgaria, Romania, Poland, Spain, North Macedonia, Ukraine, Italy, Croatia and Mexico, and continues to expand internationally.

Key financial ratios

The main ratios for the financial year and their calculation methodology:

	2024	2023
Increase/decrease in sales revenue (%)	45,95	37,50
ROA (%)	16,98	8,35
ROE (%)	57,88	60,67

Formulas used to calculate ratios:

Sales revenue growth (%)

$$= (\text{sales revenue} - \text{sales revenue in the year preceding the reporting year}) / \text{sales revenue in the year preceding the reporting year} * 100$$

$$\text{ROA (\%)} = \text{net profit} / \text{total assets} * 100$$

$$\text{ROE (\%)} = \text{net profit} / \text{total equity} * 100$$

The annual accounts

Statement of financial position

(In Euros)

	31.12.2024	31.12.2023	Note
Assets			
Current assets			
Cash and cash equivalents	2 106 816	2 033 978	2
Receivables and prepayments	199 061	177 729	
Accounts receivable	194 607	171 524	
Other receivables	4 454	6 205	
Total current assets	2 305 877	2 211 707	
Non-current assets			
Investments in subsidiaries and associates	177 500	12 500	3
Shares of subsidiaries	177 500	12 500	3
Receivables and prepayments	21 331	5 021	4
Loan receivables	21 331	5 021	4
Intangible assets	1 227 385	1 121 712	5
Total non-current assets	1 426 216	1 139 233	
Total assets	3 732 093	3 350 940	
Liabilities and equity			
Liabilities			
Current liabilities			
Payables and prepayments	1 797 331	2 054 609	
Trade payables	54 161	38 184	
Tax payables	16 015	14 590	
Other payables	1 727 155	2 001 807	8,9
Other received prepayments	0	28	
Total current liabilities	1 797 331	2 054 609	
Non-current liabilities			
Loan liabilities	840 131	835 238	6
Total non-current liabilities	840 131	835 238	6
Total liabilities	2 637 462	2 889 847	
Equity			
Issued capital	266 196	266 196	
Retained earnings (loss)	194 897	-84 860	
Annual period profit (loss)	633 538	279 757	
Total equity	1 094 631	461 093	
Total liabilities and equity	3 732 093	3 350 940	

Income statement

(In Euros)

	2024	2023	Note
Revenue	1 708 979	1 170 970	7
Other income	170	983	
Other operating expense	-684 659	-540 350	
Depreciation and impairment loss (reversal)	-184 653	-161 138	
Other expense	-142 716	-114 561	
Operating profit (loss)	697 121	355 904	
Interest income	1 310	21	
Interest expenses	-64 893	-76 168	
Profit (loss) before tax	633 538	279 757	
Annual period profit (loss)	633 538	279 757	

Notes

Note 1 Accounting policies

General information

The annual report of Iuvo Group OÜ for 2024 have been prepared in accordance with the Estonian Financial Reporting Standard, which is a set of financial reporting requirements for the public based on internationally accepted accounting principles, the basic requirements of which are established by the Accounting Act.

Iuvo Group OÜ belongs to the small business category and uses abbreviated reporting forms.

The income statement of Iuvo Group OÜ has been prepared on the basis of the income statement scheme No. 1 provided in Appendix 2 to the Accounting Act.

The financial statements have been prepared in euros based on cost.

Cash and cash equivalents

Cash and cash equivalents in the balance sheet include current account balances.

Foreign currency transactions and assets and liabilities denominated in a foreign currency

The functional and presentation currency of Iuvo Group OÜ is the euro.

Monetary assets and liabilities denominated in foreign currencies and non-monetary assets and liabilities that are measured at fair value are retranslated to the functional currency at the exchange rate of the European Central Bank ruling at the balance sheet date.

Gains and losses arising from changes in foreign exchange rates are recognized in the income statement.

Shares of subsidiaries and associates

Subsidiaries are companies over which the parent company has control. A subsidiary is considered to be under control if the parent company is either directly or indirectly able to control the activities and financial policies of the subsidiary with the aim of benefiting from the activities of the subsidiary.

Investments in subsidiaries are recognized at acquisition cost.

Receivables and prepayments

Trade receivables are carried in the balance sheet at amortized cost. Accounts receivable from customers are valued in the balance sheet based on the amounts likely to be received. In doing so, the outstanding invoices of each customer are assessed separately, taking into account the known information on the customer's solvency.

Plant, property and equipment and intangible assets

An intangible fixed asset is an investment platform, the related improvements of which are currently taken into account at acquisition cost and amortized linearly over ten years.

The amortization period of intangible fixed assets is 10 years.

Revenue recognition

Revenue is recognized on an accrual basis.

Income from the provision of services is recognized as income when the service is provided.

The lenders have received their money and the interest for the investors has been calculated from there, and a commission fee is paid by the lenders to IUVO GROUP OÜ for brokering the loans.

Expense recognition

Expenses are recognized when Iuvo Group OÜ has incurred a liability for the respective expense and / or when Iuvo Group OÜ has received goods or services.

Taxation

According to the current legislation, the profits of companies in Estonia are not taxed, therefore there are no deferred income tax claims or liabilities. Instead of profit, dividends paid out of undistributed profit are taxed in Estonia at a tax rate of 22/78 on the amount paid out as a net dividend. The corporate income tax accompanying the payment of dividends is reflected in the income statement income tax expense in the same period that the dividends are declared, regardless of the period for which they are declared or when they are actually paid.

Since the equity capital was reduced in 2023 and thereby covered the loss of 2022, the owners of the company do not have the right to withdraw dividends in the following two years.

Related parties

The following persons are considered the related parties of the company:

- Parent company (and persons controlling or having significant influence over the parent company).
- Other companies belonging to the same consolidation group (e.g. remaining subsidiaries of the parent company).
- Executive and senior management and close family members of the named persons (spouse, partner, child) and companies controlled by them or under their significant influence.

Note 2 Cash and cash equivalents

(In Euros)

	31.12.2024	31.12.2023
Cash Business activity bank account	349 238	16 364
Cash Investors' accounts in bank	1 757 578	2 017 614
Total cash and cash equivalents	2 106 816	2 033 978

Note 3 Shares of subsidiaries

(In Euros)

Shares of subsidiaries, general information					
Subsidiary's registry code	Name of subsidiary	Country of incorporation	Principal activity	Ownership interest (%)	
				31.12.2023	31.12.2024
14247477	IUVO CREDIT OÜ	Estonia	P2P platform	100	100
16284672	IUVO FINANTS OÜ	Estonia	Other credit granting	100	100

Shares of subsidiaries, detailed information:			
Name of subsidiary	31.12.2023	Acquisition	31.12.2024
IUVO CREDIT OÜ	2 500	15 000	17 500
IUVO FINANTS OÜ	10 000	150 000	160 000
Total shares of subsidiaries, at end of previous period	12 500	165 000	177 500

Note 4 Loan receivables

(In Euros)

	31.12.2024	1 - 5 years	Interest rate	Base currencies	Due date
	10 900	10 900	9%		13.12.2028
	10 431	10 431	9%		08.07.2029
Loan receivables	21 331	21 331			
	31.12.2023	1 - 5 years	Interest rate	Base currencies	Due date
Loan receivables	5 021	5 021			

Note 5 Intangible assets

(In Euros)

		Total
	Computer software	
31.12.2022		
Carried at cost	1 552 657	1 552 657
Accumulated depreciation	-440 160	-440 160
Residual cost	1 112 497	1 112 497
Acquisitions and additions	170 353	170 353
Depreciation	-161 138	-161 138
31.12.2023		
Carried at cost	1 723 010	1 723 010
Accumulated depreciation	-601 298	-601 298
Residual cost	1 121 712	1 121 712
Acquisitions and additions	290 326	290 326
Depreciation	-184 653	-184 653
31.12.2024		
Carried at cost	2 013 336	2 013 336
Accumulated depreciation	-785 951	-785 951
Residual cost	1 227 385	1 227 385

Note 6 Loan commitments

(In Euros)

	31.12.2024	Allocation by remaining maturity			Interest rate	Base currencies	Due date
		Within 12 months	1 - 5 years	Over 5 years			
Non-current loans							
Non-current loans total	840 131		840 131				
Loan commitments total	840 131		840 131				
	31.12.2023	Allocation by remaining maturity			Interest rate	Base currencies	Due date
		Within 12 months	1 - 5 years	Over 5 years			
Non-current loans							
Non-current loans total	835 238		835 238				
Loan commitments total	835 238		835 238				

Note 7 Net sales

(In Euros)

	2024	2023
Net sales by geographical location		
Net sales in European Union		
Bulgaria	786 843	502 524
Romania	137 973	162 530
Spain	253 563	131 164
Cyprus	124 746	124 748
Latvia	73 281	51 222
Poland	13 609	24 380
Croatia	12 600	0
Other European Union net sales	225 554	122 909
Total net sales in European Union	1 628 169	1 119 477
Net sales outside of European Union		
Macedonia	80 810	39 493
Singapore	0	10 000
Peru	0	2 000
Total net sales outside of European Union	80 810	51 493
Total net sales	1 708 979	1 170 970
Net sales by operating activities		
66199	1 708 979	1 170 970
Total net sales	1 708 979	1 170 970

Note 8 Related parties

(In Euros)

Name of accounting entity's parent company	Management Financial Group AD
Country where accounting entity's parent company is registered	Bulgaria

Related party balances according to groups

SHORT TERM	31.12.2024	31.12.2023
Receivables and prepayments		
Subsidiaries	967	967
Other entities belonging into same consolidation group	89 713	116 910
Total receivables and prepayments	90 680	117 877

LONG TERM	31.12.2024	31.12.2023
Receivables and prepayments		
Subsidiaries	21 331	5 021
Total receivables and prepayments	21 331	5 021
Loan commitments		
Parent company	840 131	835 238
	840 131	835 238

GIVEN LOANS	31.12.2022	Given loans	31.12.2023	Interest accrued for period
Subsidiaries	0	0	5 000	21
Total given loans	0	0	5 000	21

GIVEN LOANS	31.12.2023	Given loans	Given loans repayments	31.12.2024	Interest accrued for period
Subsidiaries	5 021	0	0	15 000	1 310
Total given loans	5 021	0	0	15 000	1 310

LOAN COMMITMENTS	31.12.2022	Loans received	Loans received repayments	31.12.2023	Interest accrued for period
Parent company	909 095	0	-169 291	739 804	76 168
Total loan commitments	909 095	0	-169 291	739 804	76 168

LOAN COMMITMENTS	31.12.2023	Loans received repayments	Interest accrued for period
Parent company	835 238	-57 939	62 832
Total loan commitments	835 238	-57 939	62 832

SOLD	2024	2023
	Services	Services
Other entities belonging into same consolidation group	940 099	681 323
Total sold	940 099	681 323

BOUGHT	2024	2023
	Services	Services
Other entities belonging into same consolidation group	9 742	0
Total bought	9 742	0

Note 9 Other liabilities

Other liabilities include amounts transferred to loan intermediaries and debts to investors, which are essentially the company's core business.

Total debt to investors: **31.12.2024** **68 436 501** **31.12.2023** **47 771 935 EUR**
 Laenuvahendajatele kantud summad kokku : **- 66 709 346** **-45 770 128 EUR**

Kokku: **1 727 155** **2 001 807 EUR**

Total amounts transferred to loan Originators

	31.12.2024	31.12.2023
Bulgaria	- 49 486 998	-22 177 725
Romania	- 1 025 839	-7 332 913
Poland	0	-1 173 875
Spain	-1 485 2109	-6 894 547
Latvia	-2 657 122	-1 922 649
Cypros	- 4 459 438	-4 459 438
Macedonia	-3 239 842	-1 808 982
Croatia	- 936 890	0
Estonia	9 948 891	0
Kokku:	-66 709 346	-45770128