BB Finance
is always there for you

BB FINANCE

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The Company in Brief

- Founded in 2006, FSA licensed and supervised since 2016
- Provides consumer and Business loans in Estonia under two brands: HyBa and Raha24
- Managed and owned by the founders
- Audited by KPMG
- Reports in accordance with IFRS9 standard

In numbers

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Active customers

> 13 200

Currently issued per month

> €2.1M

Issued last 5 years

> €68M

Loan portfolio

> €28.9M

Annual revenue

<>€10M*

Annual EBITDA

> €4.1M*

Loan portfolio increase YoY

+23%

Revenue increase YoY

+15%

EBITDA increase YoY

+8%

* Annual forecast

The Financials

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	2022	2023	2024	2025	H1 26
Loans issued	€10.4M	€13.1M	€14.9M	€18.2M	€10.8M
Net loan portfolio	€10.8M	€15.3M	€19.1M	€24.7M	€27.2M
Equity	€3.2M	€5.1M*	€5.8M*	€7.2*M	€8.5*M
Revenue	€4.6M	€6M	€7.9M	€8.7M	€5.0M
EBITDA	€1.4M	€2.2M	€3.3M	€3.8M	€2.1M
Net profit	€0.4M	€0.5M	€1.1M	€1.0M	€0.6M
Cost / Income	50%	37%	31%	32%	33%
Net profit margin	9%	8%	14%	12%	11%
Net Debt / EBITDA	7	6	5	5	5

* Including subordinated loans €3.3M

Loan Portfolio

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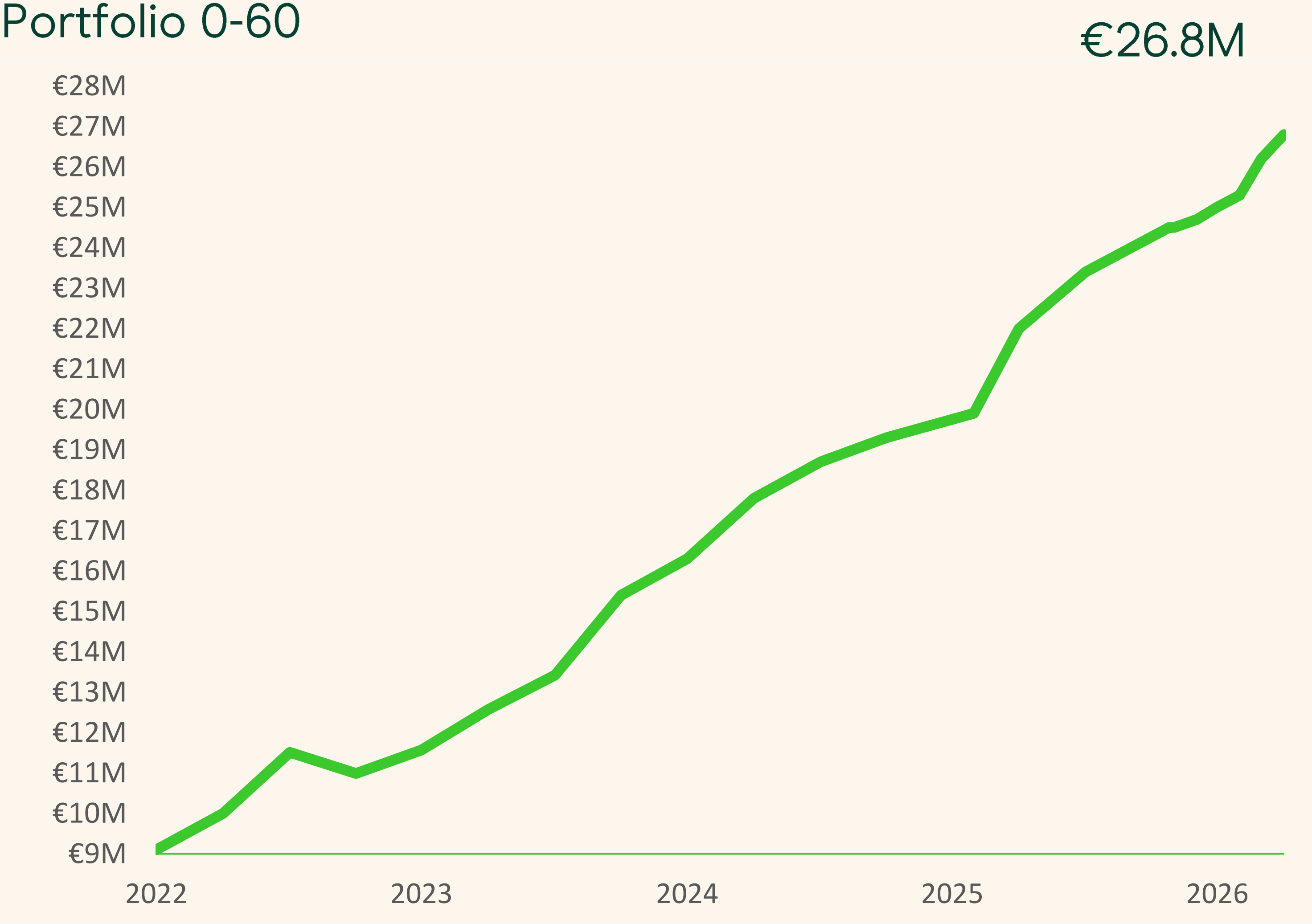
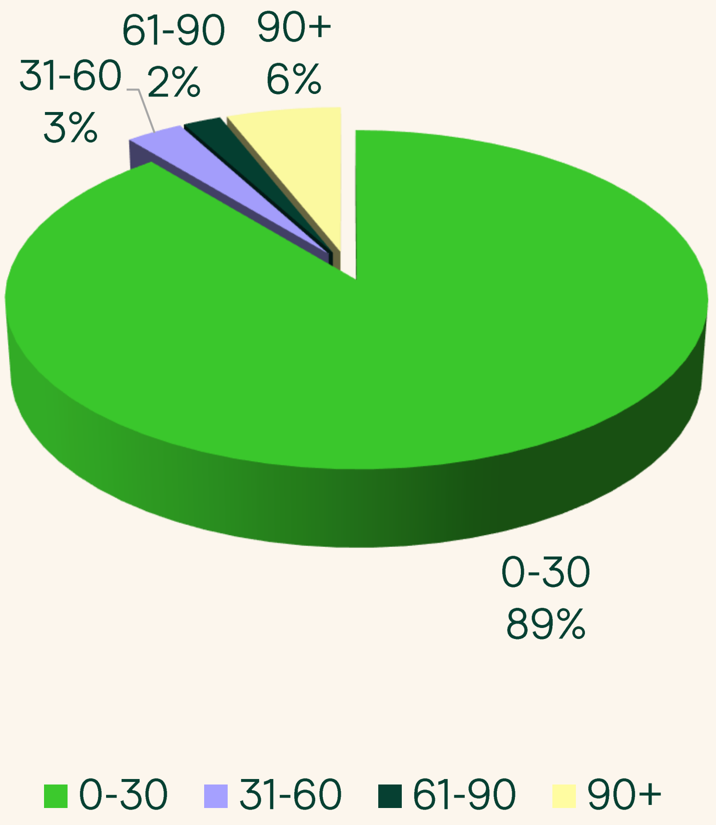
Portfolio 0-60

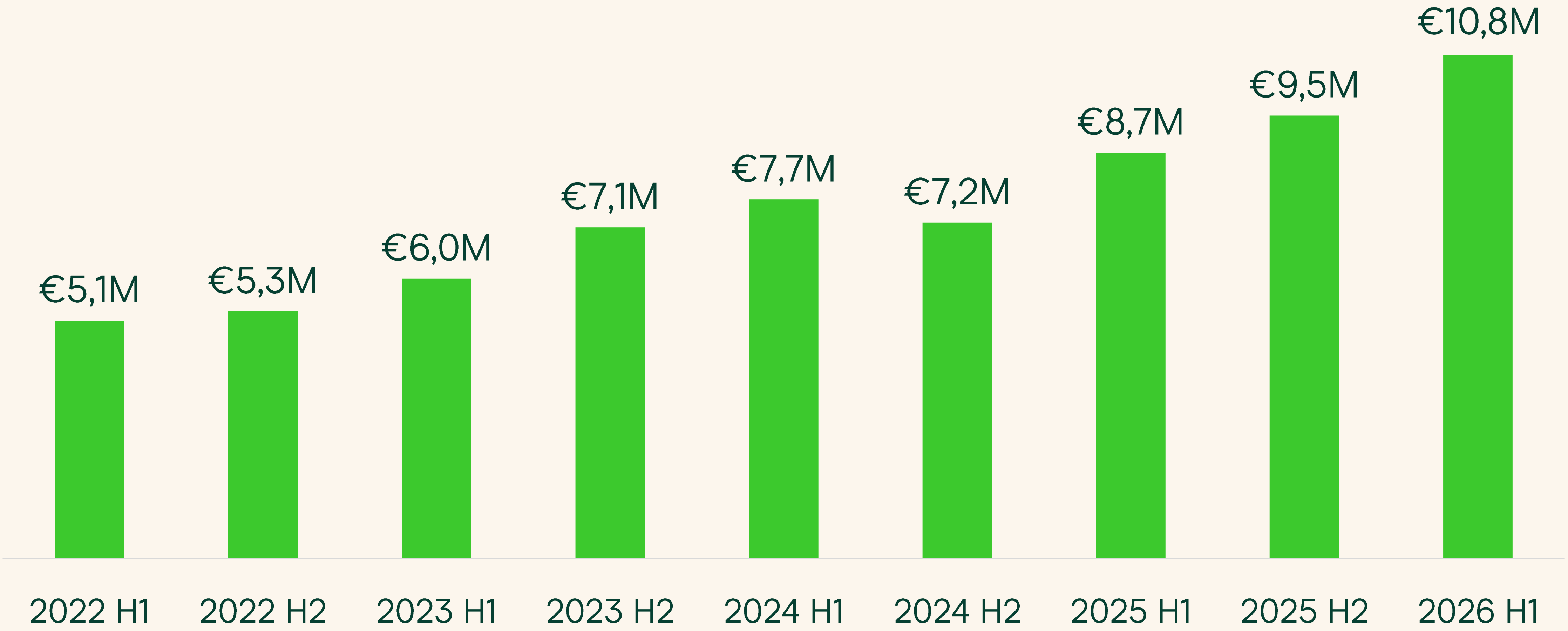


Raha24 + HyBa

Portfolio DPD



Loans issued



Raha24 + HyBa

Financial Structure

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The company maintains a broad-based financing structure.

The financiers are various private companies and individuals, institutional investors and the shareholders.

Equity

€5.3M

Secured loans

€17.5M

Unsecured loans

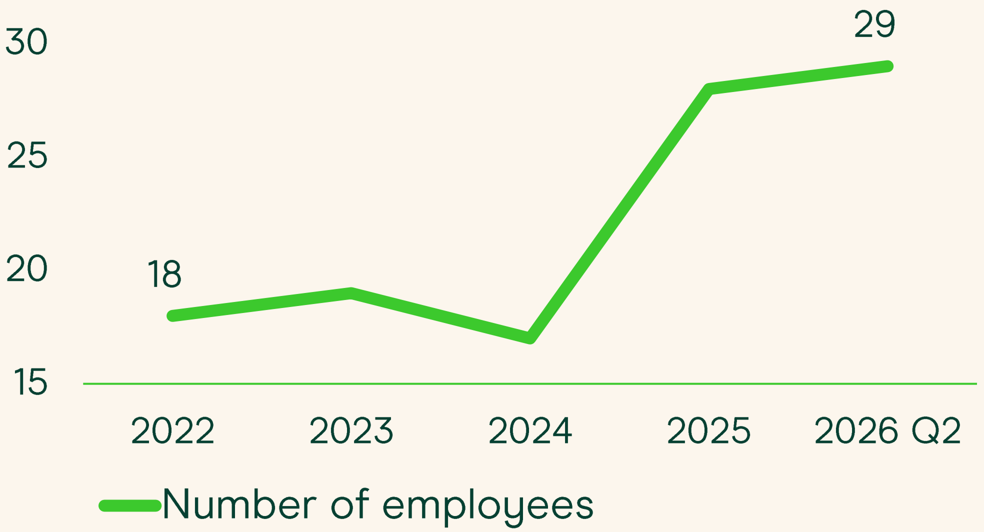
€5.3M

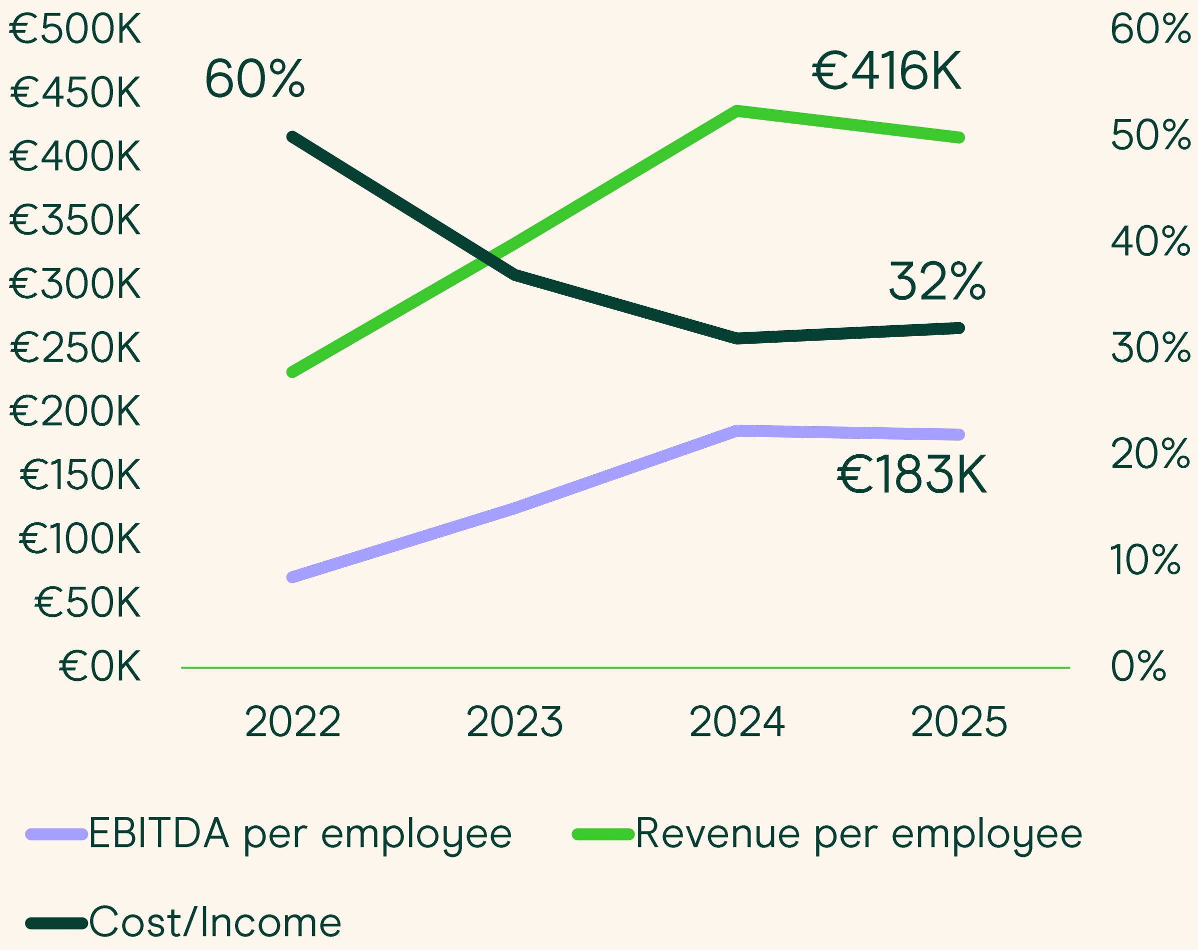
Subordinated loans

€3.3M

Efficient Operations

The company focuses on innovative and automated solutions. Using different kinds of technology makes business faster and gives employees time to be more effective in their day to day tasks.





About Us

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Future

As part of our long-term business plan, our strategic goal is to establish ourselves as the preferred partner for consumer financing solutions amongst private individuals in Estonia.

Responsibility

Responsible lending is at the heart of the company. The company operates under the laws of the Republic of Estonia and is under the supervision of Estonian Financial Supervision and Resolution Authority.

Team of Professionals

Our relatively small team is very efficient and has key specialists in the field. Key functions: Credit Analysis, IT Reporting, Marketing, Client Support, Legal and Compliance, AML.

Technology

The Company focuses on user experience and a fast and convenient service. Usage of technology in every aspect of our business allows us to analyse and make better decisions, report, grow and achieve efficiency.

Our Products

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Raha24

- Installment loan monthly repayments
- Up to €10 000
- Up to 120 months
- Interest and fees
- Established brand

www.raha24.ee

Our Products

BB FINANCE

hyba

- Revolving credit limit for private clients
- Up to €10 000
- Up to 60 months
- Interest only
- New brand image

- Installment loan monthly repayments
- Up to €10 000
- Up to 60 months
- Interest and fees
- New brand image

- Business Credit line and installment loan
- Up to €500 000
- Up to 60 months
- Interest only or interest and fees
- New brand image

www.hyba.ee

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Responsible lending is at the heart of the company.

BBF adheres to the rules in all its marketing activities and abides by fair market practices.

Responsible Lending

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As per our internal regulations, approved by Estonian Financial Supervision and Resolution Authority (commercial registry No 11306564), we use a combination of responsible lending practices to assess the creditworthiness of each incoming client.

Before anything else, the customer is asked to verify their identity using one of many established methods (ID-card, Smart-ID, Mobile-ID) and register as a user. Among other information, the registration process requires the customer to enter contact information, addresses, income and financial obligations.

Income, financial obligations and other information (such as existing payment disturbances) is confirmed during the loan application process using data from registries.

In addition, each client is scored using a regularly updated internal credit risk model. This model is both used to reject clients over a certain risk estimation and to assign a maximum limit to the credit that can be issued.

Loan Process

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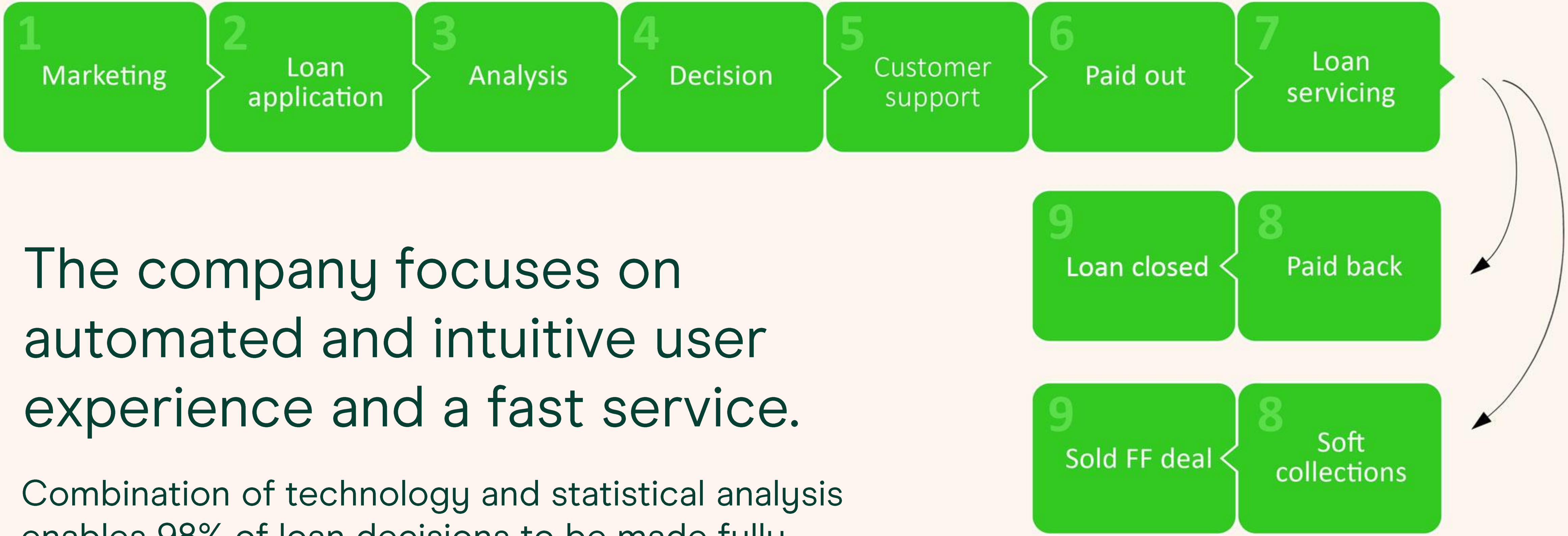

The company focuses on automated and intuitive user experience and a fast service.

Combination of technology and statistical analysis enables 98% of loan decisions to be made fully automatically.

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Our Customer

Gender

Women 50%
Men 50%

Age

Average age is 41

Monthly income

Average net income is €1576

Loan amount

Average amount is €1924

Website visits

Mobile 81%
Desktop 19%

Founders and Team

Martin Kolu

Founder and CEO

Urmo Kokmann

Founder and board member

+ 29 professional members

Key functions: Credit Analysis, IT Reporting, Marketing, Client Support, Legal and Compliance, AML

Recognitions

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BB Finance is proud of its achievements and every year we try to be better than the previous year. Always towards to the new heights together with the team. We have been recognized with several awards.

- The Good Working Environment Award - The Labor Inspectorate recognizes companies that create a good, healthy working environment and ensure safe working conditions for employees. In 2023, we were among the last two finalists. We achieved an honorable second place in the small business category.
- Estonian Diversity Charter - means the company voluntarily commits to promote diversity and equal opportunities among their employees, partners, as well as clients.
- Difference is enriching - the company values diversity, tolerance, equality and equal treatment.
- An organization that values mental health - this shows that the company values the mental well-being of its employees and takes conscious steps to ensure that people's health is maintained at work. BBF has bronze badge in this category.

Legal Disclaimer

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