

FISCAL YEAR REPORT

beginning of the reporting year: 01.01.2022

end of reporting year: 31.12.2022

business name: Income Company OÜ

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Activity report

Income Company OÜ has developed a platform called Income Marketplace (hereinafter Income) and whose main activity is its development and management.

Income is an investment platform that aims to create wealth and promote financial inclusion on a global level.

Through the Income platform, both retail and institutional investors can invest in a new asset class. Investors on the platform can invest in guaranteed loans issued by various Fintech partners and through this also offer these partners additional and flexible financing options. Thanks to the accompanying cooperation, Income, investors and partners are expected to overcome gaps in financing opportunities and accelerate financial inclusion in general. Income's mission and value proposition of investing in secured loans is unique due to additional additional measures to reduce risk.

Activities 2022

Income Company OÜ was founded on 22.07.2020, and the company immediately included 1 million euros of "pre-seed" financing from the founders and angel investors to build both the team and the product. During the following year, an additional 1.4 million were involved. At the time of launch, the platform had three different partners offering its own loans for investment, which increased to four during 2021 and nine during 2022.

In the reporting year, investors' demand continued to be underestimated, and despite the focus and continued growth of the number of partners, it was not possible to increase the amounts offered on the platform in the volumes that investors would have liked. If by the end of the first reporting year, the platform had involved 558 active investors with a total investment of 1.2 million euros, then by the end of this reporting year, the platform had 3,007 active investors with a total investment of 7.0 million euros.

Financial results

In the reporting year, the partners paid service fees in the amount of 222 (2021: 86) thousand euros. Each partner has its own pricing scheme, and all investors can use the platform free of charge. Income Company OÜ is a start-up company, and the financial results also meet the assumptions in the second year of the company's operation. The loss for the reporting year had decreased from 1.2 million euros in the previous reporting year to 995 thousand. The company plans to raise additional funds in 2023 until the business flows from the company's own core activities are sufficiently profitable. As of 31.07.2023, the average MRR (average recurring monthly sales revenue) is ~40 thousand euros (increased by approx. +105% compared to 31.07.2022), the number of active investors is 4,017, the amount of active investments is 12.2 million euros, and the company expects their further rapid growth.

Future plans and post-balance sheet events

By 2023, the company plans to expand, complete the ongoing engagement of partners, and increase business volumes with existing ones. The most important of the factors affecting the company's sales revenue is the volume of invested loans, which depends on both existing partners and investors operating on the platform, the growth of which is also the main goal of the company in the future.

The reason why the company's equity was negative at the end of the financial year was the delay in closing the financing round. The financing was terminated after the balance sheet date in September 2023, and after that the total equity was -€68,822. As of the same date, there are still unconverted equity instruments in the amount of €413,500, which would make €344,678 into equity after conversion. The round was mainly attended by existing investors.

Other notes

The company does not have separate goals and principles for hedging the financial risks of financial instruments, because their impact on the company's own financial results is marginal. The impact of risks related to exchange rates in the evaluation of collateral for partners' loan portfolios is reflected as one component in the calculation of the refinancing rate.

The main business activity of the company started after the start of the Covid-19 pandemic, so the entire business activity has lasted during the pandemic, and it is difficult to assess what the impact of Covid-19 on the company or the company's operations could have been without the pandemic.

On 24.02.2022, Russia began a full-scale military invasion and attack on the independence of Ukraine. Income Company OÜ treats the mentioned event as a non-corrective event after the balance sheet date. As of the preparation of the report, the war in Ukraine has not had a direct impact on the Company, and it is currently difficult to assess how serious and what the impact of this event will be on the Estonian economy and Income Company OÜ. Indirectly, in the more complicated economic situation, investors are more cautious when investing, which is reflected in the slower growth rate of investors' funds on the platform.

Annual accounting report

Balance sheet

(in euros)

	31.12.2022	31.12.2021	Lisa no
Assets			
Current assets			
If	1 513	24 591	2
requirements and advance payments	75 170	79 529	
Claims against buyers	65 129	14 496	
Claims against related parties	0	804	16
Tax advances and refunds	0	34 796	3
Loan requirements	6 500	8 837	
Other requirements	12	0	
Prepayments	3 529	20 596	
Total current assets	76 683	104 120	
Fixed assets			
Investments in subsidiaries and affiliates	2 501	2 501	
Shares and parts of subsidiaries	2 501	2 501	4
Tangible fixed assets	3 467	5 088	5
Intangible fixed assets	590 827	623 369	6
Total fixed assets	596 795	630 958	
Total assets	673 478	735 078	
Liabilities and equity			
Obligations			
Current liabilities			
Loan obligations	24 052	33 000	7
Debts and advances	665 417	749 714	
Debts to suppliers	228 826	367 075	
Debts to contractors	42 943	53 171	
Tax debts	46 472	27 844	3
Other debts	4 176	1 624	
Other advances received	343 000	300 000	8
Appropriations	15 467	17 000	
Other allocations	15 467	17 000	
Total current liabilities	704 936	799 714	
Long-term liabilities			
Loan obligations	0	95 400	7
Debts and advances	0	550	
Other debts	0	550	
Appropriations	13 492	2 665	
Maksueraldis	13 492	2 665	
Total long-term liabilities	13 492	98 615	
Total liabilities	718 428	898 329	

Equity			
Share capital at nominal value	11 255	10 000	8
Other reservs	2 099 855	1 006 303	
Retained earnings (loss)	-1 200 554	0	
Profit (loss)	-955 506	-1 179 554	
Total equity	-44 950	-163 251	
Total liabilities and equity	673 478	735 078	

Income statement

(in euros)

	2022	2021	Lisa no
Sales revenue	222 400	86 720	9
Goods, raw material, materials and services	-411 866	-415 187	10
Miscellaneous operating expenses	-210 312	-245 823	11
Labor costs	-444 792	-518 191	12
Depreciation and depreciation of fixed assets	-110 258	-59 897	5,6
Other operating expenses	-385	-12 888	13
business profit (loss)	-955 213	-1 165 266	
Interest income	545	414	14
Interest expenses	-838	-14 702	15
Profit (loss) before income tax	-955 506	-1 179 554	
Profit (loss)	-955 506	-1 179 554	

Appendices to the annual accounting report

Appendix 1 Accounting principles

general information

Income Company OÜ's 2022 annual report has been prepared in accordance with the Estonian Financial Reporting Standard. The basic requirements of the financial reporting standard are established in the Accounting Act of the Republic of Estonia, which are supplemented by the guidelines issued by the Accounting Committee.

The preparation of the annual accounting report is based on the following basic principles that are part of the principles of accounting and reporting: economic entity, continuity, comprehensibility, significance, consistency and comparability, objectivity, correspondence of income and expenses, conservatism, disclosure and primacy of content.

The accounting and presentation currency of Income Company OÜ is Euro.

The company's 2022 annual report has been prepared in accordance with the requirements of RTJ 15 §59 as an abbreviated annual report of a small business.

If

Cash in hand, demand deposits in banks, money market fund units and time deposits with a term of up to 3 months are recorded as money and its proxies. Money and its equivalents are valued in the balance sheet at fair value, which is based on the official exchange rates of the European Central Bank on the balance sheet date. Profits and losses resulting from changes in fair value are reflected in the income statement in the line "Financial income and expenses".

Shares or parts of subsidiaries and affiliates

A subsidiary is a company over which the parent company has control. A subsidiary is one controlled by the parent if the parent owns either directly or indirectly more than 50% of the subsidiary's voting shares or parts, or is otherwise able to control the subsidiary's operating and financial policy.

An associated company is a company over which the parent company has significant influence, but which is not under its control. In general, significant influence exists if the company owns 20% to 50% of the voting shares or parts in the associated company.

The acquisition of subsidiaries and associated companies is reflected in the acquisition cost. The acquisition cost of the acquired share is considered to be the fair value of the consideration paid upon acquisition and expenses directly related to the acquisition. From now on, investments in subsidiaries and affiliates are recorded in Income Company OÜ's balance sheet using the acquisition cost method. According to this method, the acquisition cost is subsequently adjusted, if necessary, with discounts resulting from the decrease in the value of the investment. For this purpose, it is assessed on each balance sheet day whether there are indications that the recoverable amount of the investment may have fallen below its balance sheet value. If such indications exist, an asset value test is performed.

When applying the acquisition cost method, the dividends paid by the subsidiary and associated company are recorded as income in the statement of the parent company at the moment when the parent company becomes entitled to these dividends, regardless of whether the distributable profit was earned before or after the acquisition of the subsidiary or associated company by the parent company.

Subsidiaries are not consolidated, as the consolidation group meets the exceptions set out in §29 of the Accounting Act.

requirements and advance payments

Receivables from buyers, accruals and other short- and long-term receivables (including loan receivables, deposits) are recorded at the adjusted acquisition cost. On each balance sheet date, it is assessed whether there are signs of impairment of the value of these financial assets. In the event that such characteristics are present, the financial assets recorded at the adjusted acquisition cost are devalued to the present value of the payments expected to be received from them in the future. Impairment discounts are recognized as an expense in the income statement.

Interest income from receivables is reflected in the "Interest income" line of the income statement.

Tangible and intangible fixed assets

Tangible and intangible fixed assets are assets used in the company's own economic activities with a useful working life of more than one year and a cost of 1,000 euros or more. Assets with a useful working life of more than 1 year, but whose acquisition cost is less than 1,000 euros, are recorded as low-value inventory (inventories) until they are put into use, and expensed at the time of putting the asset into use. Accounting for low-value inventories entered in expenses has been kept off-balance sheet.

Tangible and intangible fixed assets are initially taken into account at their acquisition cost, which consists of the purchase price (including customs duty and other non-refundable taxes) and expenses directly related to the acquisition, which are necessary to bring the asset to its working condition and location.

In the event that an object of tangible fixed assets consists of significant components that are distinguishable from each other and have different useful lives, these components are accounted for as separate asset objects in accounting.

Expenditures related to development activities (or development expenses) are capitalized as intangible fixed assets.

Fixed asset improvement expenses have been added to the acquisition cost of the fixed asset or taken into account as a separate asset within the improved asset object, if they have met the definition of fixed asset and the criteria for recording the asset in the balance sheet (including probable participation in future economic benefits). The original acquisition cost of the asset object or its part replaced during the improvement and the corresponding depreciation have been written off the balance sheet.

Current maintenance and repair costs are reflected in the income statement.

The asset is depreciated from the moment it is in the condition and location intended by management. Tangible fixed assets are reflected in the balance sheet at their acquisition cost, less accumulated depreciation and possible depreciation resulting discounts.

The lower limit of accounting for fixed assets is 1,000

Useful life by fixed asset group (in years)

Fixed asset group name	Useful life
Machines and devices	3
Development expenses	7

Depreciation of an asset is completed when the depreciable part of the asset is fully depreciated or when the asset is finally removed from use.

Depreciation of assets temporarily removed from use is not suspended.

On the balance sheet date, the compliance of the depreciation norms of the assets with the remaining useful life has been assessed and, if necessary, the norms have been adjusted.

The impact of the change in estimates is reflected in the reporting period and subsequent periods.

Financial obligations

All financial liabilities (debts to suppliers, taken loans and other short-term and long-term debt obligations) are initially taken into account at their acquisition cost, which is the fair value of the consideration to be paid. The original acquisition cost also includes all expenses directly related to the acquisition. Further recognition has taken place using the adjusted acquisition cost method.

The adjusted acquisition cost of short-term financial liabilities is generally equal to their nominal value, therefore short-term financial liabilities are reflected in the balance sheet in the amount due.

Long-term financial liabilities are initially recognized at the fair value of the consideration to be paid. The internal interest rate method of the financial instrument has been used when calculating the interest expense on long-term liabilities. If the internal interest rate of a long-term liability differs from the interest rate fixed in the contract, it is taken into account in its present value, discounted at the market interest rate for a financial instrument with similar conditions.

Separate and contingent liabilities

A provision is recorded if the company has a legal or factual obligation due to a binding event that occurred before the balance sheet date, the realization of the obligation is probable and its amount can be reliably measured. Other possible or existing obligations, the realization of which is not likely or the amount of the accompanying expenses cannot be estimated with sufficient reliability, has been disclosed

adding to the annual report as contingent liabilities.

Revenues

Income from the sale of goods is recorded when all significant risks and benefits related to ownership have been transferred to the buyer, Income Company OÜ has no control over the goods, the sales income and the cost related to the transaction can be reliably determined, and the receipt of the fee from the transaction is probable.

Revenue from the sale of the service is generally recognized after the service has been rendered. If the service is provided over a longer period of time, in this case, the stage of completion method is used, i.e. the revenues and profit from the service provision are recorded proportionally in the same periods as the costs related to the service provision. The quantitative share of the service provided as of the balance sheet date of the total service volume has been used as a method for determining the level of service completion.

Interest income is recognized based on the asset's internal interest rate.

Dividend income is recognized when the corresponding right of claim arises.

Related parties

Parties are considered related if one party has either control over the other party or significant influence over the other party's business to decisions. The related parties of Income Company OÜ are:

- a) executive and senior management and private owners with a significant stake, except in cases where these persons do not have the opportunity to exercise significant influence Income Company OÜ's business decisions;
- b) close family members (partners and children) of the persons described in point a) and those controlled by them or under their significant influence companies.

Events after the reporting date

The annual accounting report reflects important circumstances affecting the valuation of assets and liabilities that occurred on the balance sheet date and between the reporting date, but occurred in the related reporting period or earlier periods with transactions. Events after the balance sheet date that have not been taken into account in the valuation of assets and liabilities, but which have a significant impact the result of the next financial year is disclosed in the appendices of the annual report.

Off-balance sheet assets and liabilities

Due to the company's core business, it is necessary to keep the funds of investors and lenders at its disposal in the short term. Uninvested funds are kept from the company's own funds in separate bank accounts and are not treated as the company's own assets. The invested assets have been transferred to the lenders and are investments as of the reporting date.

Appendix 2 Money

(in euros)

	31.12.2022	31.12.2021
Money in the bank account	979	24 170
Raha Income marketplace dick	534	421
Total money	1 513	24 591

Appendix 3 Tax advances and tax debts

(in euros)

	31.12.2022	31.12.2021	
	Tax debt	Advance payment	Tax debt
Value added tax	16 095	32 927	0
Personal income tax	3 254	0	4 763
Social tax	11 181	0	8 324
Compulsory savings pension	276	0	333
Unemployment insurance payments	404	0	591
Interest	24	0	0
Other tax advances and tax debts	15 237	0	13 833
Prepaid account balance		1 869	
Total tax advances and tax debts	46 471	34 796	27 844

As of 31.12.2022, the following is reflected in the line "Other tax advances and tax debts":

- tax debt from wages calculated but not paid in December 2022 11,305 (31.12.2021 9,468) euros
- tax debt from wages paid in Austria 3,932 (31.12.2021 4,365) euros

Appendix 4 Shares and parts of subsidiaries (in euros)

Shares and parts of subsidiaries, general information					
Subsidiary register code	Name of the subsidiary	Country of location	Main activity	Participation rate (%)	
				31.12.2021	31.12.2022
202033230Z	Income Id Spv Pte. Ltd	Singapore	Financial activity relief activities	100	100
16117827	Income EST SPV OÜ	Estonia	Financial activity relief activities	100	100

Shares and parts of subsidiaries, detailed information:			
Name of the subsidiary	31.12.2021	31.12.2022	
Income Id Spv Pte. Ltd	1	1	
Income EST SPV OÜ	2 500	2 500	
Total subsidiaries shares and parts of the previous one at the end of the period	2 501	2 501	

Acquired holdings:			
Subsidiary company name	% of acquired stake	Date of acquisition	Acquired share acquisition cost
Income Id Spv Pte. Ltd	100	20.10.2020	1
Income EST SPV OÜ	100	09.12.2020	2 500

Appendix 5 Tangible fixed assets

(in euros)

	Together	
	Computers and computer systems	
31.12.2020		
Acquisition cost	0	0
Accumulated expense	0	0
Residual value	0	0
purchases and improvements	8 162	8 162
Depreciation expense	-3 074	-3 074
31.12.2021		
Acquisition cost	8 162	8 162
Accumulated expense	-3 074	-3 074
Residual value	5 088	5 088
purchases and improvements	1 477	1 477
Depreciation expense	-3 098	-3 098
31.12.2022		
Acquisition cost	9 639	9 639
Accumulated expense	-6 172	-6 172
Residual value	3 467	3 467

Appendix 6 Intangible fixed assets

(in euros)

			Together
	Development expenses	Computer software	
31.12.2020			
Acquisition cost	0	0	0
Accumulated expense	0	0	0
Residual value	0	0	0
purchases and improvements	123 727	556 465	680 192
Depreciation expense	-18 427	-38 396	-56 823
31.12.2021			
Acquisition cost	123 727	556 465	680 192
Accumulated expense	-18 427	-38 396	-56 823
Residual value	105 300	518 069	623 369
purchases and improvements	0	74 618	74 618
Depreciation expense	-18 560	-88 600	-107 160
31.12.2022			
Acquisition cost	123 727	631 083	754 810
Accumulated expense	-36 987	-126 996	-163 983
Residual value	86 740	504 087	590 827

Appendix 7 Loan obligations

(in euros)

	31.12.2022	Distribution by remaining term			Interest rate	Base currency	Maturity	Add	No.
		12 main	1 - 5 years	over 5 years					
		during	during						
Short-term loans									
Loan from a related party	24 052	24 052				EUR	2023	16	
Short-term loans together	24 052	24 052							
Loan obligations together	24 052	24 052							
	31.12.2021	Distribution by remaining term			Interest rate	Base currency	Maturity	Add	No.
		12 main	1 - 5 years	over 5 years					
		during	during						
Short-term loans									
Loan from a related party	33 000	33 000			3%	EUR	2022		
Short-term loans together	33 000	33 000							
Long-term loans									
Loans related from the parties	95 400	0	95 400	0	3%	EUR	2023		
Long-term loans together	95 400	0	95 400	0					
Loan obligations together	128 400	33 000	95 400	0				16	

Appendix 8 Share capital

(in euros)

	31.12.2022	31.12.2021
Share capital	11 255	10 000

In August 2021, the share capital was increased from EUR 7,500 to EUR 10,000. The share capital was increased with both monetary and non-monetary contributions. A non-monetary contribution to the share capital was made when the shareholders' loans were converted.

A voluntary reserve in the amount of 1,003,711 euros was also formed in August 2021 when the shareholders' loans were converted.

In April 2022, the share capital was increased from EUR 10,000 to EUR 11,255. The share capital was increased with both monetary and non-monetary contributions. A non-monetary contribution to the share capital was made when the shareholders' loans were converted.

A voluntary reserve in the amount of 1,090,406 euros was also formed in March 2022 when the shareholders' loans were converted.

The balance sheet line "Other advances received" includes payments received from investors to equity capital. Advances received are converted into equity in the following year.

In accordance with the articles of association, a voluntary reserve is formed from the contributions of shareholders and other persons and other allocations. Contributions and other allocations to the reserve can be made both in money and in other assets. Contributions and other allocations to the voluntary reserve are made based on the decision of the shareholders' meeting. Disbursements from the voluntary reserve may be made to shareholders upon decision of the shareholders' meeting and on the condition that, after the disbursement, the minimum net asset requirement set forth in the Commercial Code is met. Voluntary reserves are not calculated or paid to shareholders from contributions made

interest.

Appendix 9 Sales revenue (in euros)

	2022	2021
Sales revenue by geographic region		
Sales to European Union countries		
Finland	12 000	5 444
Latvia	5 700	937
Bulgaria	18 556	0
Cyprus	20 140	0
Estonia	13 814	0
Sales to European Union countries, total	70 210	6 381
Sales outside the European Union countries		
Singapore	107 833	50 873
Brazil	29 634	29 466
Colombia	9 973	0
Indonesia	4 750	0
Sales outside the European Union countries, total	152 190	80 339
Total sales revenue	222 400	86 720
Sales revenue by business area		
Intermediation of financial services	208 150	86 720
Property rental	14 250	0
Total sales revenue	222 400	86 720

Appendix 10 Goods, raw materials, material and services (in euros)

	2022	2021
IT services	118 542	66 809
Costs of engaging lenders and investors	197 078	219 353
Various services	90 769	123 487
Other	5 477	5 538
Total goods, raw materials, material and services	411 866	415 187

Appendix 11 Miscellaneous operating expenses (in euros)

	2022	2021
Rent and rent	31 684	34 950
Miscellaneous office expenses	6 932	5 818
Shipping costs	1 350	2 609
Costs for the formation of provisions	27 137	7 428
Accounting services	9 864	16 981
Legal costs	17 962	57 979
Banking services	62 835	35 078
Advertising	32 419	59 740
Other	20 129	25 240
Total miscellaneous operating expenses	210 312	245 823

Appendix 12 Labor costs (in euros)

	2022	2021
Salary expense	329 288	386 505
Social taxes	112 358	129 094
Other	3 146	2 592
Total labor costs	444 792	518 191
Average number of employees reduced to full-time	8	11
Average number of employees by type of employment:		
A person working under an employment contract	8	10
A member of the management or control body of a legal entity	0	1

Appendix 13 Other business expenses (in euros)

	2022	2021
Loss from exchange rate changes	385	226
Penalties, arrears and compensation	0	12 662
Total other business expenses	385	12 888

Appendix 14 Interest income (in euros)

	2022	2021
Interest income from loans	545	414
Total interest income	545	414

Appendix 15 Interest costs

(in euros)

	2022	2021
Interest expense on loans	838	14 702
Total interest expense	838	14 702

Appendix 16 Related parties

(in euros)

Balances with related parties by group

SHORT TERM	31.12.2022	31.12.2021
requirements and advance payments		
Subsidiaries	3 512	3 883
Total claims and advances	3 512	3 883
Loan obligations		
Subsidiaries	24 052	0
Executive and senior management and with significant ownership private owners and their dominant or significant entrepreneurs under influence	0	33 000
Total loan obligations	24 052	33 000
Debts and advances		
Executive and senior management and with significant ownership private owners and their dominant or significant entrepreneurs under influence	155 711	255 443
Total debts and advances	155 711	255 443

LONG TERM	31.12.2022	31.12.2021
Loan obligations		
Executive and senior management and with significant ownership private owners and their dominant or significant entrepreneurs under influence	0	95 400
Total loan obligations	0	95 400
Debts and advances		
Executive and senior management and with significant ownership private owners and their dominant or significant entrepreneurs under influence	0	550
Total debts and advances	0	550

PURCHASED	2022		2021	
	Services	Fixed assets	Services	Fixed assets
Subsidiaries	3 025	0	2 876	0
Executive and senior management and from a private person with significant participation owners and their ruling or companies under significant influence	87 087	48 639	95 621	452 660
Purchased in total	90 112	48 639	98 497	452 660

Fees and others charged to executive and senior management significant benefits	2022	2021
Calculated fee	0	19 125

The accounting entity has not taken into account significant benefits for the executive and senior management.

In 2022, the interest expense from related party loans was 838 (2021: 14,702) euros.

As of 31.12.2022, the interest obligation from related party loans was 0 (31.12.2021, 567) euros.

No allowances have been made for receivables from related parties.

Report digital signatures

The report completion date is: 28.09.2023

Income Company OÜ (registration code: 16014116) 01.01.2022 - 31.12.2022 financial year report data accuracy is electronically confirmed by:

Name of signer	Signatory role	Signing time
KIMMO JOONAS RYTKÖNEN	Board member	28.09.2023

Shareholder meeting approval status of the report

Approved by the meeting of shareholders

A proposal to cover the loss

(in euros)

	31.12.2022
Retained earnings (loss)	-1 200 554
Profit (loss)	-955 506
Together	-2 156 060
Covering	
Undistributed profit (loss) of previous periods distribution (covering)	-2 156 060
Together	-2 156 060

The loss is covered by the shareholders' additional contribution to the share capital and the voluntary reserve.

Decision to cover the loss

(in euros)

	31.12.2022
Retained earnings (loss)	-1 200 554
Profit (loss)	-955 506
Together	-2 156 060
Covering	
Undistributed profit (loss) of previous periods distribution (covering)	-2 156 060
Together	-2 156 060

The loss is covered by the shareholders' additional contribution to the share capital and the voluntary reserve.

Distribution of sales revenue by business area

Field of activity	EMTAK code	Sales revenue (EUR)	Sales revenue %	Main activity
Other auxiliary activities of financial services not elsewhere classified	66199	208150	93.59%	Yes
Rental of own or rented property and behavior	68201	14250	6.41%	No

Communication tools

Species	Content
E-mail address	16014116@eesti.ee
Website address	https://getincome.com/