

## Aldea Global's sales and financial indicators

Indicators	Actual	Objectives				
	2022	2023	2024	2025	2026	2027
Return on Equity (ROE)	8.2%	4.2%	6.8%	7.6%	6.5%	5.7%
Net Loan portfolio (C\$)	451,119,184	554,876,596	609,088,043	663,905,960	715,026,727	770,083,793
% Annual portfolio growth		23.0%	9.8%	9.0%	7.7%	7.7%
Net loan portfolio, female C\$	108,268,604	138,719,149	146,181,130	152,698,371	157,305,880	161,717,597
Number of borrowers	7,528	9,205	12,480	15,680	17,920	19,600
Total members	14,603	17,918	19,709	21,286	22,989	24,828
Average days to disburse a new loan	9			4		
Average days to disburse a renewal loan	6			3		
ALDEAS number	8	8	9	9	10	10
Average Interest rate, loans	23.0%	26.0%	25.2%	24.4%	24.4%	24.4%
Number of members per loan officer	200	219	192	257	276	272
Loan officers, agribusiness	38	42	48	61	65	72
<b>Exchange rate</b>	36.2314					
<b>Aldea Coffee</b>						
Quintals of Gold coffee	189,143	183,469	201,815	219,979	230,978	247,146
Annual exports, growth		-3.1%	9.1%	8.3%	4.8%	6.5%
<b>ALDEA ZON</b>						
Sales AldeaZON C\$	154,070,694	184,884,833	220,937,376	262,915,477	311,554,840	367,634,712
Annual sales growth, AldeaZON		20.0%	19.5%	19.0%	18.5%	18.0%
Input sales/Lon portfolio		33%	36%	40%	44%	48%
Profit margin		7%	7%	7%	7%	7%

## Financial Statements

### Aldea's group (actuals as of Dec-23)

Consolidated Financial Statements

(USD)

36.2314		0									
31/12/2022		Familia Aldea									
Assets	Familia Aldea	Sep-23	2023	Sep-24	2024	Sep-25	2025	Sep-26	2026	Sep-27	2027
Cash	3,036,653	453,384	5,738,916	2,047,422	3,047,349	2,414,871	3,674,287	3,303,251	4,668,640	4,049,887	5,574,974
Short-term investment	1,258	822	369	0	1,269	0	1,282	0	1,410	0	1,551
Loan Portfolio, net	12,139,231	12,059,589	12,807,655	13,664,752	16,630,708	14,894,580	18,127,472	16,041,463	19,523,287	17,276,656	21,026,581
Provision	(434,804)	(352,682)	(288,783)	(426,942)	(461,103)	(493,811)	(533,323)	(557,756)	(602,384)	(622,074)	(671,848)
Accounts receivable	2,983,803	2,587,826	40,520	559,456	4,076,151	1,539,817	4,502,647	2,085,902	4,785,016	2,358,945	5,331,101
	2,587,826	2,587,826	40,520	559,456	4,076,151	1,539,817	4,502,647	2,085,902	4,785,016	2,358,945	5,331,101
	395,977	2,587,826	40,520	559,456	4,076,151	1,539,817	4,502,647	2,085,902	4,785,016	2,358,945	5,331,101
	13,283,801	13,283,801	12,014,134	3,127,308	17,910,923	3,671,435	20,098,751	4,422,003	22,565,439	5,335,375	25,340,641
Inventories	60,470	29,878	14,153	26,293	46,326	23,137	40,767	20,361	35,875	17,918	31,570
Other accounts	370,289	2,354,937	3,447,901	171,155	174,415	183,136	186,624	195,955	199,688	209,672	209,672
Fixed assets	12,535,383	14,111,724	14,881,007	14,408,510	14,320,655	14,525,448	14,442,500	15,092,396	15,032,345	15,364,299	15,319,247
Other assets, net	20,390	238,819	238,819	262,701	281,241	288,971	309,365	317,868	340,301	349,655	374,331
<b>Total Assets</b>	<b>43,996,475</b>	<b>31,437,767</b>	<b>48,903,559</b>	<b>33,874,520</b>	<b>56,033,551</b>	<b>37,084,071</b>	<b>60,857,112</b>	<b>40,960,827</b>	<b>66,557,707</b>	<b>44,382,928</b>	<b>72,547,528</b>
<b>Liabilities</b>											
Funding	31,153,203	18,161,738	32,386,721	18,153,658	36,559,580	18,424,106	38,432,208	19,077,872	40,639,460	19,428,492	43,429,718
Account payable	5,013,382	2,622,478	4,195,068	2,920,146	5,383,891	3,259,920	5,902,631	3,645,210	6,526,532	4,164,967	7,281,341
Other account payable	86,613	1,052,968	1,879,104	495,901	1,220,881	618,717	1,087,409	578,078	1,162,102	618,807	1,141,966
Provisions	358,782	312,964	412,607	250,396	301,394	220,071	264,892	242,291	291,638	0	0
Subdebt	0	0	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000	500,000
Other liabilities	0	0	97,001	0	0	0	0	0	0	0	0
<b>Total liabilities</b>	<b>36,611,980</b>	<b>22,150,149</b>	<b>39,470,501</b>	<b>22,320,101</b>	<b>43,965,746</b>	<b>23,022,814</b>	<b>46,187,140</b>	<b>24,043,451</b>	<b>49,119,732</b>	<b>24,712,266</b>	<b>52,353,025</b>
<b>Equity</b>											
Paid-in capital	1,574,373	7,782	7,782	7,782	7,782	7,782	7,782	7,782	7,782	7,782	7,782
Contributions	3,904,075	8,172,551	8,269,811	8,766,085	8,912,834	9,421,202	9,495,584	10,032,317	10,108,970	10,606,354	10,884,222
Reserves											
Cumulative earnings	1,298,754	34,779	757,195	1,301,529	2,325,873	2,990,274	4,050,303	5,004,268	6,184,256	7,155,503	8,349,660
Net income	607,292	1,072,508	398,271	1,479,023	821,317	1,641,999	1,116,303	1,183,009	1,136,977	1,901,023	1,152,840
<b>Total equity</b>	<b>7,384,495</b>	<b>9,287,619</b>	<b>9,433,058</b>	<b>11,554,419</b>	<b>12,067,805</b>	<b>14,061,257</b>	<b>14,669,972</b>	<b>16,917,376</b>	<b>17,437,975</b>	<b>19,670,662</b>	<b>20,194,503</b>
<b>Liability + Equity</b>	<b>43,996,475</b>	<b>31,437,767</b>	<b>48,903,559</b>	<b>33,874,520</b>	<b>56,033,551</b>	<b>37,084,071</b>	<b>60,857,112</b>	<b>40,960,827</b>	<b>66,557,707</b>	<b>44,382,928</b>	<b>72,547,528</b>
31/12/2022		0									
P&L	Familia Aldea	Sep-23	2023	Sep-24	2024	Sep-25	2025	Sep-26	2026	Sep-27	2027
<b>Income</b>											
Sales	49,975,744	34,719,317	2,774,139	39,753,041	6,746,768	44,780,980	8,441,956	50,136,449	9,922,450	57,485,359	11,508,168
Cost of purchase	40,177,803	28,131,564	1,776,186	31,387,559	4,619,067	35,555,394	5,979,243	40,071,080	7,103,590	46,596,232	8,246,859
<b>Operational Margin</b>	<b>9,798,141</b>	<b>6,587,754</b>	<b>997,953</b>	<b>8,365,483</b>	<b>2,127,701</b>	<b>9,225,586</b>	<b>2,462,713</b>	<b>10,065,369</b>	<b>2,818,860</b>	<b>10,889,127</b>	<b>3,261,309</b>
Cost of sales	2,771,083	421,789	69,815	398,151	171,889	441,866	207,617	513,362	242,792	611,327	298,762
<b>Operational margin</b>	<b>7,027,058</b>	<b>6,165,964</b>	<b>928,138</b>	<b>7,967,332</b>	<b>1,955,812</b>	<b>8,783,720</b>	<b>2,255,096</b>	<b>9,552,007</b>	<b>2,576,069</b>	<b>10,277,800</b>	<b>2,962,546</b>
<b>Financial income</b>	<b>2,952,369</b>	<b>1,777,878</b>	<b>2,563,919</b>	<b>2,284,806</b>	<b>3,706,280</b>	<b>2,596,824</b>	<b>4,201,929</b>	<b>4,546,669</b>	<b>4,546,669</b>	<b>3,293,255</b>	<b>4,990,565</b>
Cash	49,340	44,892	11,460	15,135	16,927	17,640	19,223	20,757	25,366	24,679	29,595
Interest income	2,605,614	1,645,803	2,439,174	2,231,776	3,403,070	2,537,720	3,869,582	2,880,832	4,115,474	3,166,667	4,523,810
Foreign exchange income	296,796	32,747	63,443	37,895	286,284	41,463	313,124	44,937	339,213	48,424	365,369
Recoveries on loans written off	620	54,436	49,842	0	0	0	0	0	66,616	53,484	71,791
<b>Financial expenses</b>	<b>3,897,262</b>	<b>2,350,279</b>	<b>951,888</b>	<b>2,937,260</b>	<b>1,850,791</b>	<b>3,061,060</b>	<b>1,983,699</b>	<b>3,244,069</b>	<b>2,113,356</b>	<b>3,455,723</b>	<b>2,346,167</b>
Financial interest	3,457,842	2,259,815	835,176	2,596,590	1,231,884	2,699,987	1,323,415	2,859,076	1,405,741	3,040,579	1,580,490
Foreign exchange, losses	78,499	63,777	69,383	194,317	333,462	212,631	363,594	231,075	395,404	253,059	434,340
Other financial expenses	297,040	26,687	46,314	86,203	205,244	94,277	224,469	102,123	243,150	109,986	261,872
Loan loss provisions	63,881	0	1,015	60,151	80,201	54,165	72,220	51,796	69,061	52,098	69,464
<b>Financial margin</b>	<b>(944,893)</b>	<b>(572,401)</b>	<b>1,612,031</b>	<b>(652,454)</b>	<b>1,855,489</b>	<b>(464,237)</b>	<b>2,218,230</b>	<b>(297,544)</b>	<b>2,433,314</b>	<b>(162,468)</b>	<b>2,644,398</b>
<b>Operating income</b>	<b>6,082,166</b>	<b>5,593,563</b>	<b>2,540,169</b>	<b>7,314,878</b>	<b>3,811,301</b>	<b>8,319,483</b>	<b>4,473,326</b>	<b>9,254,463</b>	<b>5,009,382</b>	<b>10,115,332</b>	<b>5,606,945</b>
Administrative expenses	5,432,350	4,061,409	1,887,550	4,888,687	2,570,098	5,583,328	2,923,284	6,142,008	3,396,569	6,832,803	4,011,826
<b>Net income before taxes</b>	<b>649,816</b>	<b>1,532,154</b>	<b>652,619</b>	<b>2,426,190</b>	<b>1,241,203</b>	<b>2,736,155</b>	<b>1,550,042</b>	<b>3,112,455</b>	<b>1,612,813</b>	<b>3,282,529</b>	<b>1,595,119</b>
Taxes	42,524	459,646	254,348	947,168	419,886	1,094,156	433,739	1,239,446	475,846	1,381,505	442,280
<b>Net income</b>	<b>607,292</b>	<b>1,072,508</b>	<b>398,271</b>	<b>1,479,023</b>	<b>821,317</b>	<b>1,641,999</b>	<b>1,116,303</b>	<b>1,873,009</b>	<b>1,136,967</b>	<b>1,901,023</b>	<b>1,152,840</b>
31/12/2022		Familia Aldea									
Financial indicators	Familia Aldea	Sep-23	2023	Sep-24	2024	Sep-25	2025	Sep-26	2026	Sep-27	2027
ROE	8.22%	11.55%	4.22%	12.80%	6.81%	11.68%	7.61%	11.07%	6.52%	9.66%	5.71%
ROA	1.38%	3.41%	0.81%	4.37%	1.47%	4.43%	1.83%	4.57%	1.71%	4.28%	1.59%
D/E	4.96	2.38	4.18	1.93	3.64	1.64	3.15	1.42	2.82	1.26	2.59
	20%	42%	24%	52%	27%	61%	32%	70%	36%	80%	39%
<b>Solvency ratio</b>	<b>17%</b>	<b>29.54%</b>	<b>20.31%</b>	<b>35.59%</b>	<b>22%</b>	<b>39.27%</b>	<b>25%</b>	<b>42.52%</b>	<b>27%</b>	<b>45.45%</b>	<b>29%</b>
<b>DSCR</b>	<b>1.68</b>	<b>1.78</b>	<b>1.93</b>	<b>2.01</b>	<b>2.01</b>	<b>2.17</b>	<b>2.09</b>	<b>2.15</b>	<b>2.08</b>	<b>2.01</b>	
<b>Profitability indicators</b>											
Margin	19.6%	19.0%	36.0%	21.0%	31.5%	20.6%	29.2%	20.1%	28.4%	18.9%	28.3%
Administrative efficiency	10.87%	11.70%	68.04%	12.30%	38.09%	12.47%	34.63%	12.25%	34.23%	11.89%	34.86%
Financial cost	7.80%	6.77%	34.31%	7.39%	27.43%	6.84%	23.50%	6.47%	21.30%	6.01%	20.39%