

Wandoo

Performance
report

DECEMBER 2023

LATVIA



01

Scaling business in Poland & Spain, both profitable and stable

02

Romania market for now has insignificant effect on financial forecast and is set for growth

03

Markets being analyzed to launch next:



Peru



Colombia



Mexico



Kenya



Tanzania



Nigeria



Rwanda





Uganda

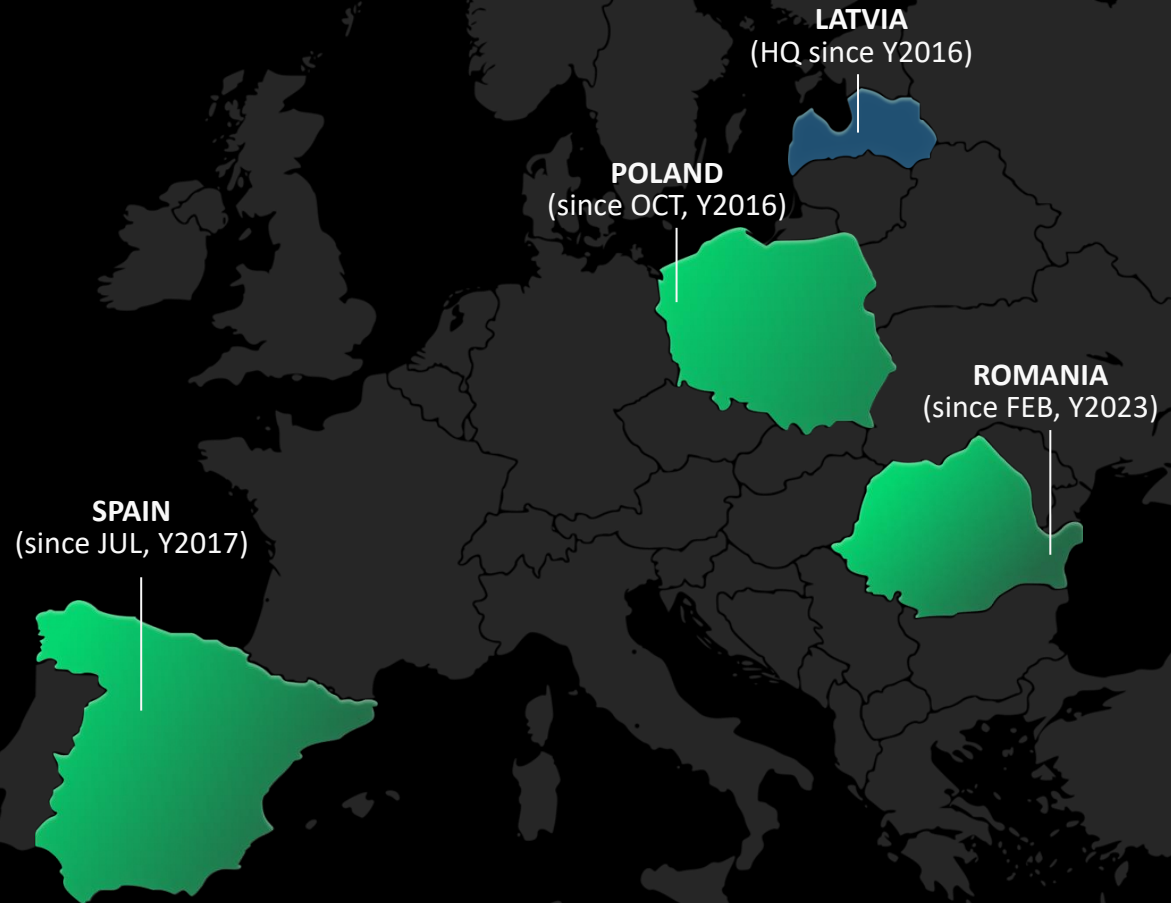


Azerbaijan

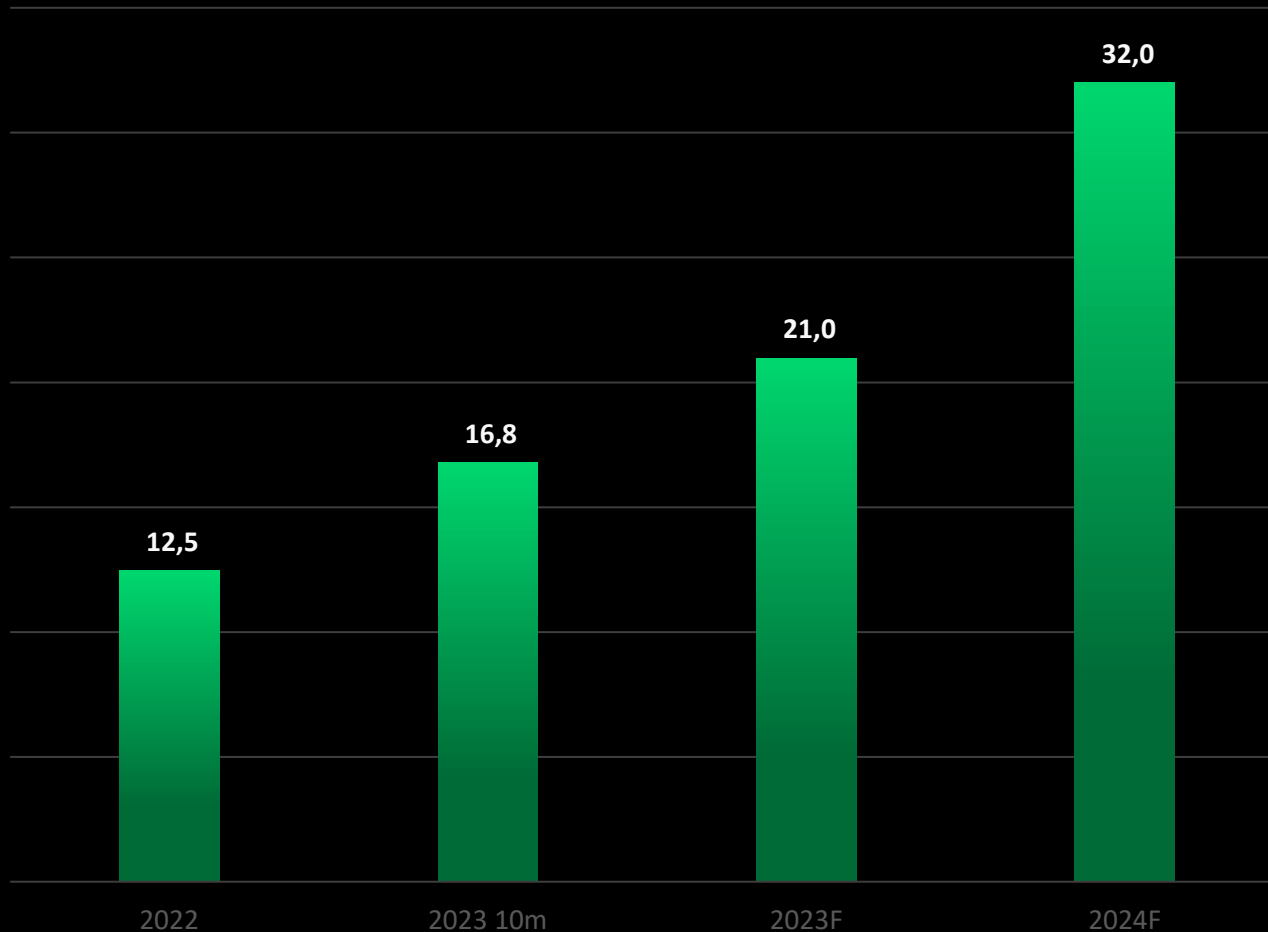


Markets Map:

-  - Active Markets
-  - Head Quarters



Revenue, MEUR

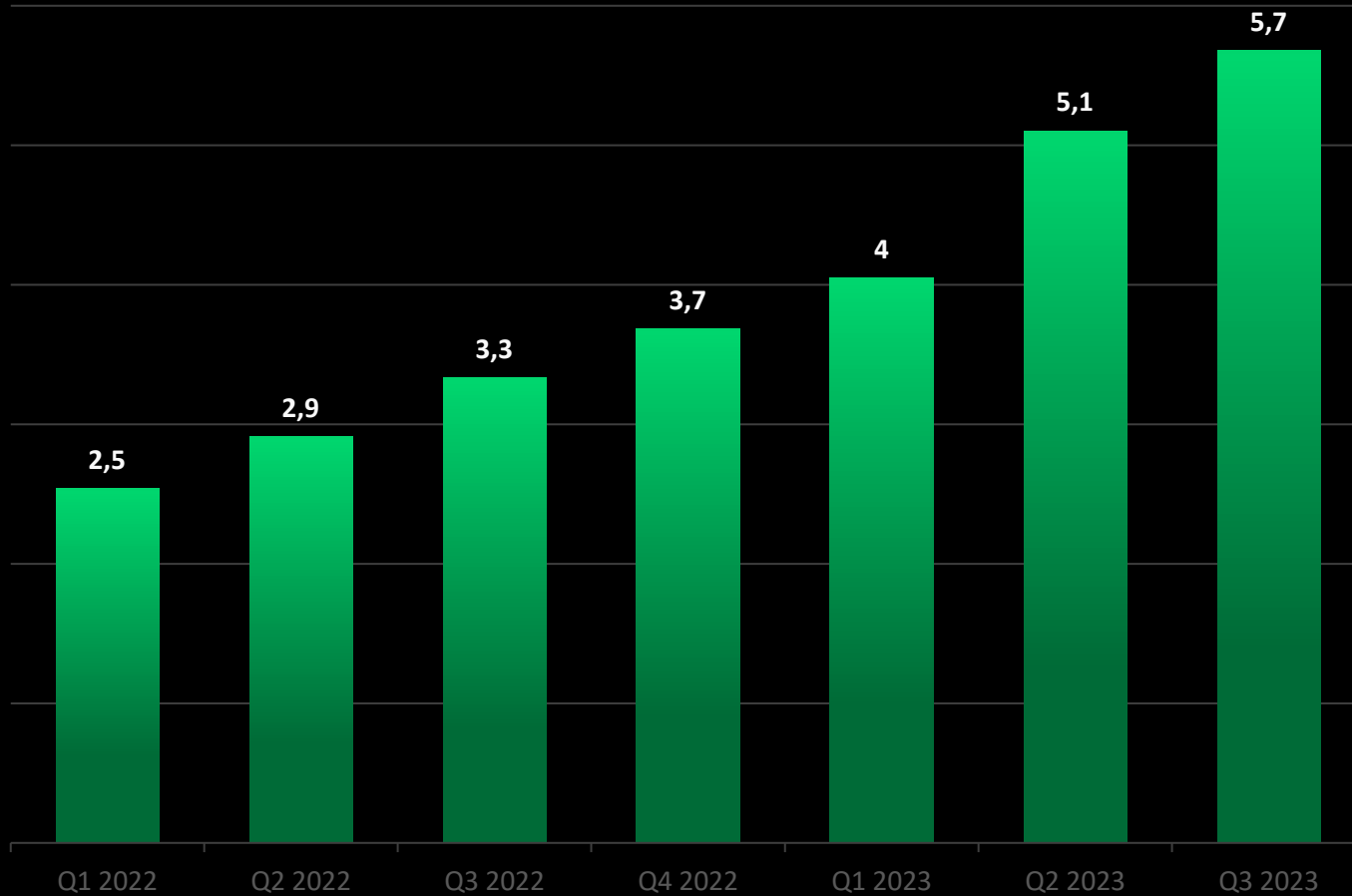


- ✓ Graph displays revenue by years, MEUR

Main takeaways:

- ✓ Comparing to Y2022, when revenue was 12.5MEUR, in 10 months of Y2023 revenue already have reached 16.8MEUR.
- ✓ Forecasted revenue in Y2023 will reach **21MEUR**.
- ✓ By keeping the same trends, with only current markets in Y2024 it will reach 32MEUR.

Revenue, MEUR

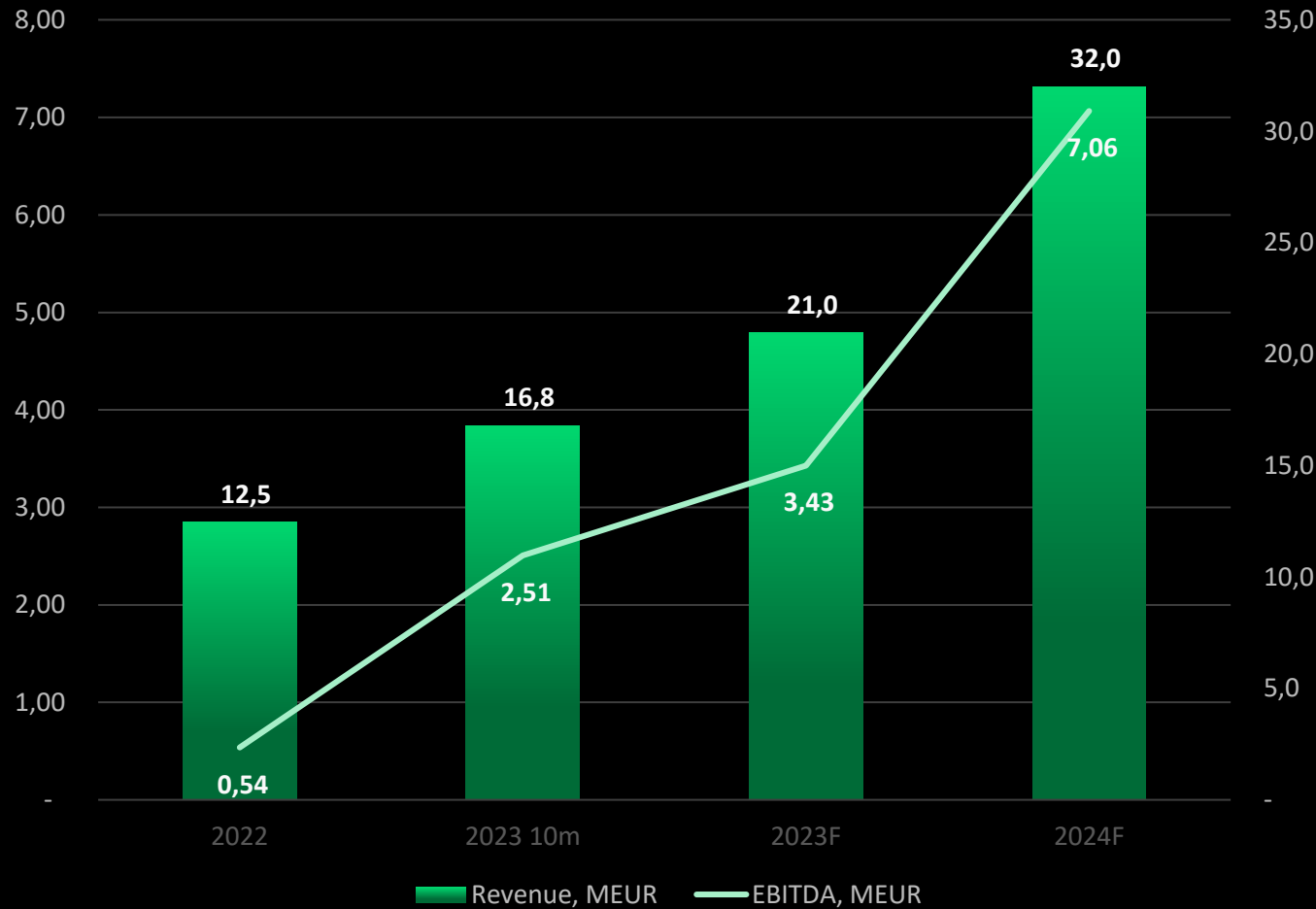


✓ Graph displays revenue by quarters, MEUR

Main takeaways:

- ✓ Trend shows steady growth.
- ✓ Revenue increased by **70.4%** in Q3 2023 comparing with Q3 2022

Revenue & EBITDA



- ✓ Graph displays Revenue, MEUR
- ✓ Line shows EBITDA, MEUR
- ✓ EBITDA – profit before interest expense and amortization

- ✓ EBITDA in 10 month of 2023, have **grown x4.7** comparing to full Y2022
- ✓ Current trends are used to forecast **Y2024 indicating excellent results** and steady growth!

€ 8.8M

YTD Revenue

2022

€ 14.8M

YTD Revenue

2023

✓ Results are shown comparing **first 3 quarters of 2022 with same period in 2023**

€ 0.3M

YTD EBITDA

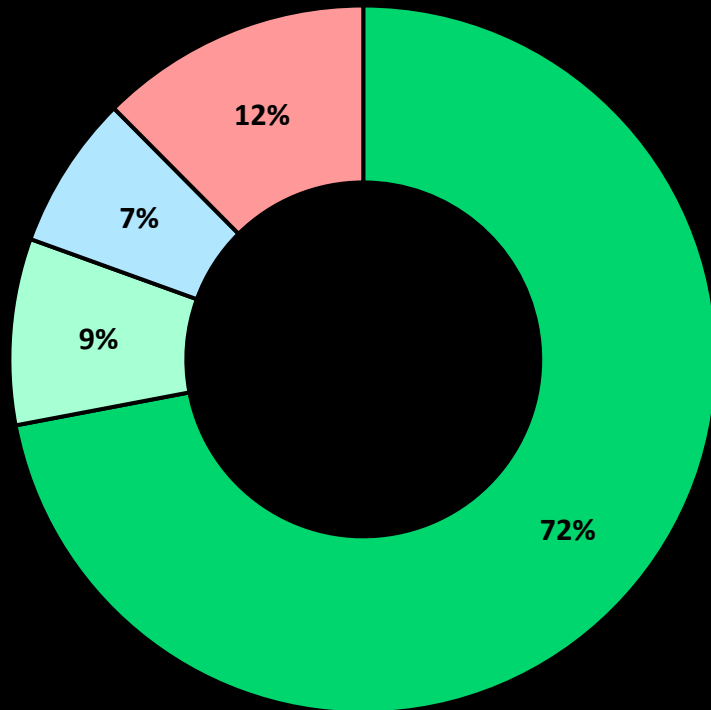
2022

€ 1.7M

YTD EBITDA

2023

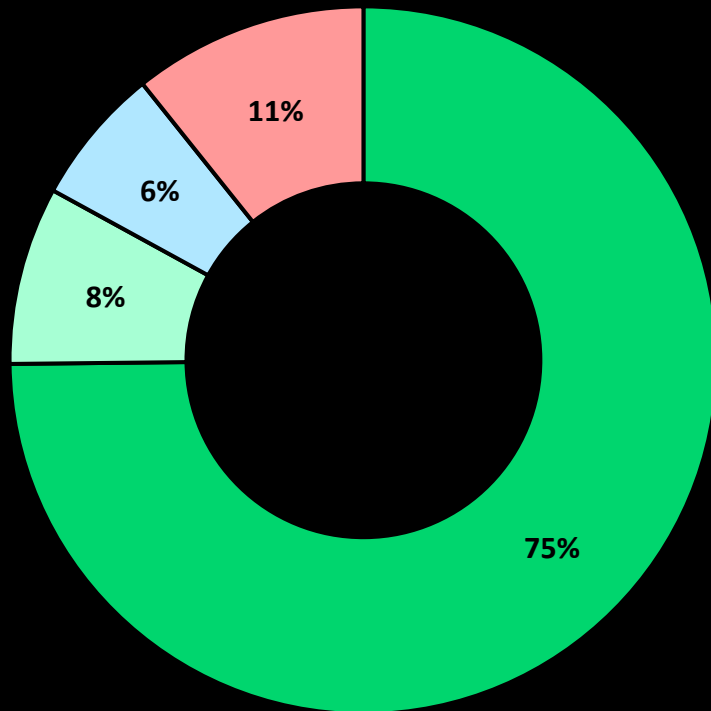
Loan status Wandoo Finance Poland



■ 1) Current ■ 2) Late 1-15 ■ 3) Late 16-30 ■ 4) Late 31-60

- ✓ Graph displays loan statuses, as of 30.11.2023
- ✓ While loan portfolio is growing, it's quality **is great!**

Loan status Wandoo Finance Spain



■ 1) Current ■ 2) Late 1-15 ■ 3) Late 16-30 ■ 4) Late 31-60

- ✓ Graph displays loan statuses, as of 30.11.2023
- ✓ While loan portfolio is growing, it's quality **is great!**

LOSS RATE



- ✓ Line displays expected loss rate, %
- ✓ Loss rate indicates the percentage of loans in portfolio expected to be unrecoverable, together both countries: Poland & Spain
- ✓ Unrecoverable loans are bought back, meaning **Swaper investors still receive full amount invested and interest earned!**
- ✓ Actual realized loss rate could be lower as shown due better collection results and improved price we get from selling of unrecoverable portfolios to external debt collection companies.

Main takeaways:

- ✓ While loan portfolio is growing, it's quality **improves** (loss rate is decreasing)

CELEBRATING 7 YEARS IN POLAND!

Wandoo

Last month we had the 7th anniversary of Wandoo Finance in the Polish market. In the picture you can see our team in Polish office.

Reflecting on the results achieved, we take pride in the progress made and eagerly look forward to the future.





Iveta Brūvele

Founder

Experience in Fintech of more than 12 years working as Head of customer service at 4Finance, Regional manager at TWINO. Founded Wandoo Finance in 2016.



Krišjānis Znotiņš

CEO

Experience in Finance and banking for 9 years, continued with 4.5 years of Fintech industry, being CEO of Eleving group businesses in Latvia. Recently joined Wandoo Finance as CEO.

Wandoo

THANK YOU!

