

Wandoo

# Performance Report: Q1 2025

MAY 2025

LATVIA

CONFIDENTIAL



01

Iveta Brūvele, Founder & CEO of Wandoo Finance, recently shared insights in an interview with **Investoru Klubs\***, discussing the company's **potential bond issuance** and broader strategic outlook.

02

Wandoo Finance Peru has appointed **highly experienced Country Manager & Operations Manager**, both previously holding key positions at a leading fintech company. The team has relocated to Lima and is actively focused on optimizing operational processes to drive rapid and sustainable growth of loan portfolio.

03

Market entry into the Czech Republic market is currently under strategic review due to **anticipated legislative changes**. Research on other new markets is updated and opportunities thoroughly analyzed.

04

Wandoo Finance continues to focus on reducing marketing costs by growing organic traffic, a channel that requires no direct advertising spend. There was 21% increase in organic traffic from new clients in Q1 2025 compared to Q4 2024. Organic traffic now accounts for **30% of all new client acquisitions**.

05

Wandoo Finance Data Team conducted detailed segmentation analysis of its customers based on bank transaction data. These insights will be used to **better align sales and debt collection strategies**, enhancing performance and client experience.



**PERU**  
(since FEB, Y2025)

## Markets Map:

-  - Active Markets
-  - Head Quarters
-  - New Markets

**LATVIA**  
(HQ since Y2016)

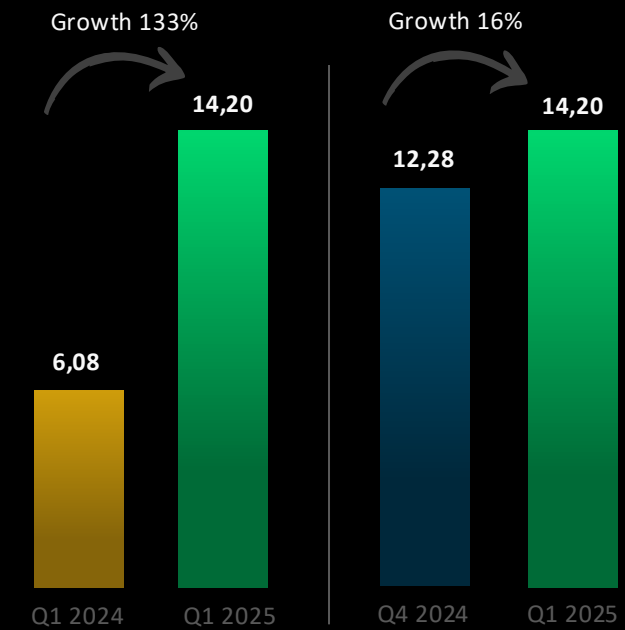
**POLAND**  
(since OCT, Y2016)

**ROMANIA**  
(since FEB, Y2023)

**SPAIN**  
(since AUG, Y2017)

**CZECH REPUBLIC**  
(planned in Y2025)

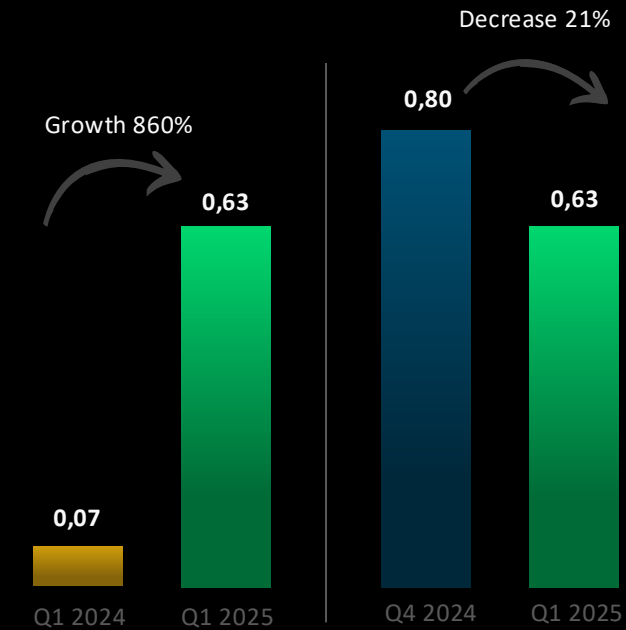
Revenue, MEUR



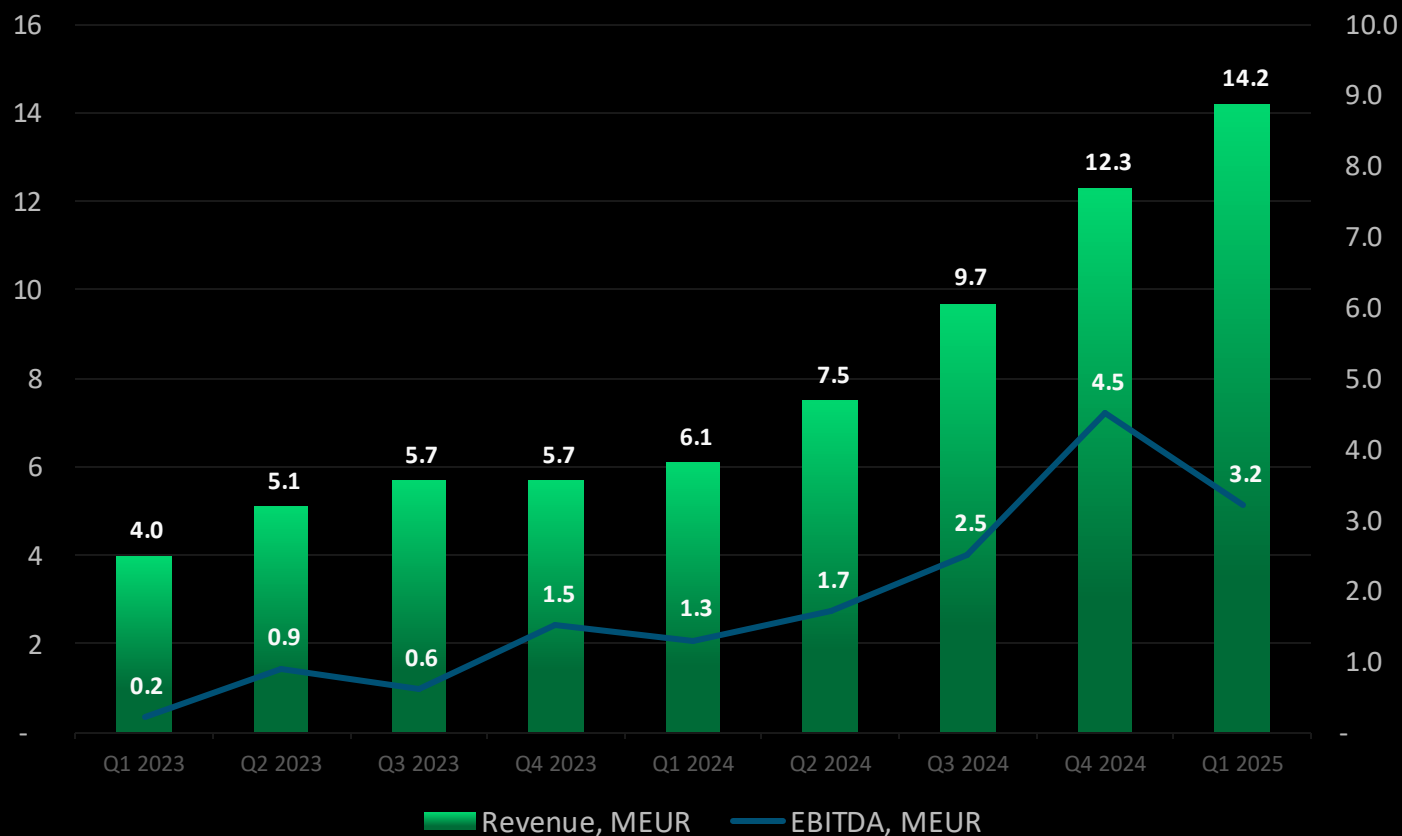
EBITDA, MEUR



Net Profit, MEUR



## Revenue and EBITDA (MEUR)



- ✓ The bars display revenue in million EUR (MEUR).
- ✓ The orange line shows EBITDA in million EUR (MEUR).
- ✓ EBITDA represents earnings before interest expense and amortization.

- ✓ Revenue keeps growing in Q1 2025 by **16%** comparing to Q4 2024.
- ✓ EBITDA decreased in Q1 2025 comparing to Q4 2024 due to:
  - ✓ For the first time since 2016, Wandoo Finance distributed annual bonuses to employees in Q1 2025;
  - ✓ Q1 2025 EBITDA reflects a one-time IFRS 9 impairment calibration. This non-recurring accounting adjustment has no impact on cash flow and revenue, and excluding it, the Group continues to demonstrate strong underlying performance, supported by consistent year-over-year growth in key financials.



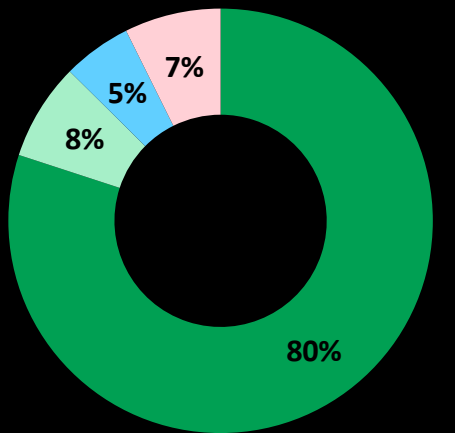
- ✓ The line displays the loss rate as a percentage.
- ✓ The loss rate indicates the percentage of unrecoverable loans in the portfolio.
- ✓ Unrecoverable loans are bought back, ensuring that **Swaper investors still receive the full amount invested along with interest earned.**
- ✓ These unrecoverable loans are sold to external debt collection companies, which further reduces the final percentage of loss.

#### Main takeaways:

- ✓ Growth in the portfolio has not affected the stability of the loss rate.
- ✓ While a slight increase in the loss rate may occur over the next few quaters due to ongoing portfolio growth, the group is expected to remain profitable.

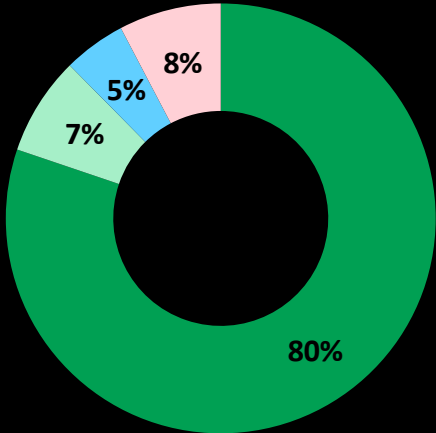
WANDOO FINANCE GROUP portfolio  
quality

31.12.2024



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

31.03.2025



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

- ✓ Portfolio quality metrics of WANDOO FINANCE GROUP.
- ✓ As the loan portfolio expands, its quality remains consistently strong and **stable**.





**Iveta Brūvele**

Founder & CEO

Before founding Wandoo Finance in 2016, Iveta spent 10 years gaining experience in the fintech industry, leading various departments at renowned companies, such as 4Finance and TWINO.



**Margarita Jankova**

COO

Working in fintech industry since 2012 as Head of customer service at Creamfinance, Business development manager at SOHO Group. COO at Wandoo Finance since 2019.



**Arvis Strods**

CRO

16 years experience in FinTech and finance with main focus on fraud, lending and credit risk management. Previously CRO Europe for Robocash, responsible for their Russian (Zaymer), Kazakshtan and Spanish markets.



Wandoo

THANK YOU!

Wandoo Finance

Karla Ulmana street 119

Marupe, LV-2167

+371 66 155 565

[info@wandoofinance.com](mailto:info@wandoofinance.com)

