

Wandoo

Performance
Report: Q2 2024

AUGUST 2024

LATVIA



**Peru****Czech Rep.**

Initial new markets to enter:

01

Wandoo Finance has designed a clear plan and timeline to establish companies and launch operations in the newly selected markets. Peru will lead the launch in Q1 2025, while the Czech Republic is preparing for the upcoming licensing process.

02

Wandoo Finance has adopted the industry-standard Markov Chain methodology to calculate provisions on its portfolio. This approach is fully compliant with IFRS 9.

03



Wandoo Finance has strengthened its team with the appointment of a new Country Manager in Spain, Helvijs Druvinieks. He previously served as Business Development Manager at Wandoo Finance, P2P platform MINTOS and as a Corporate Banker at Citadele Bank.

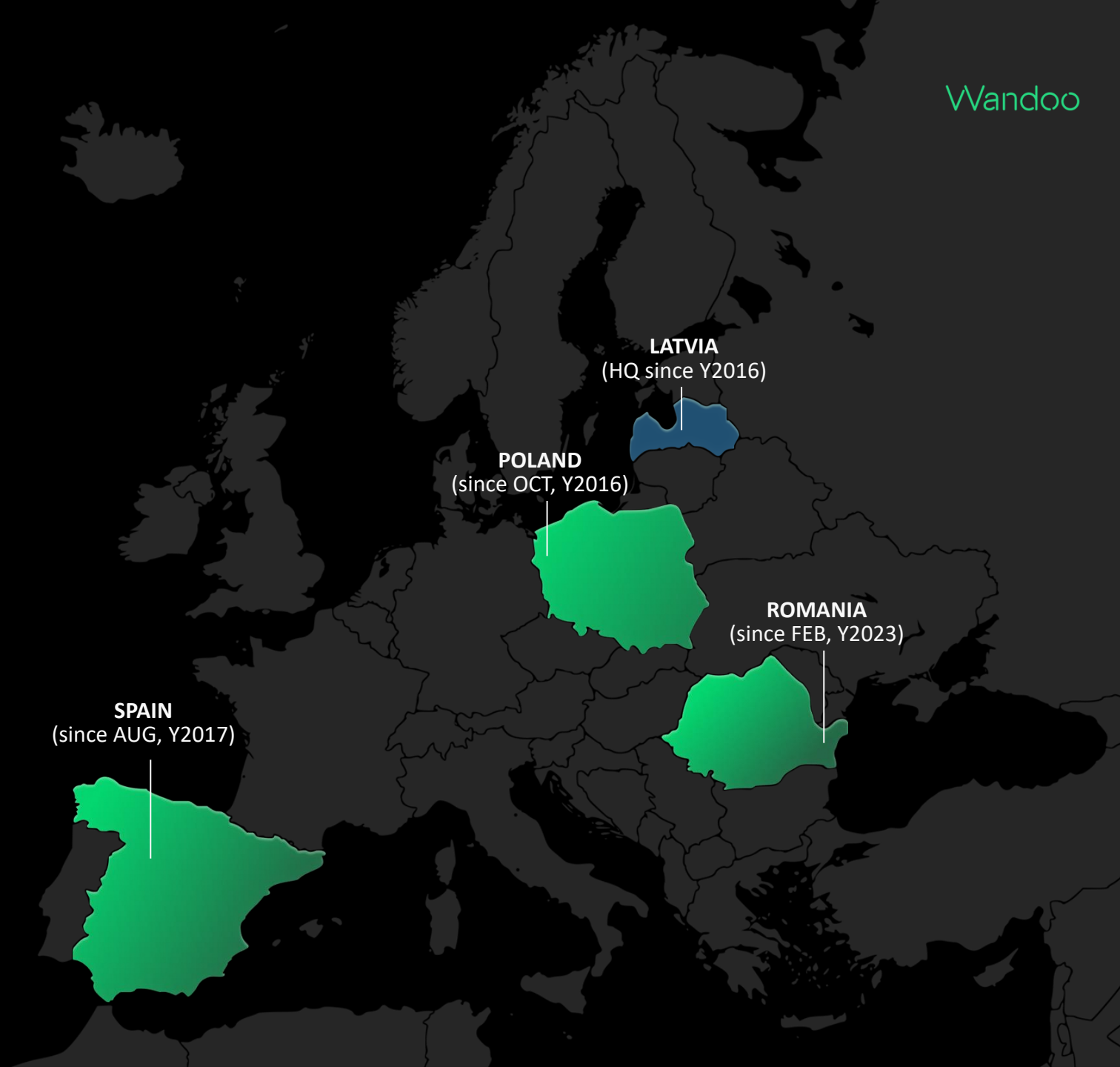
04

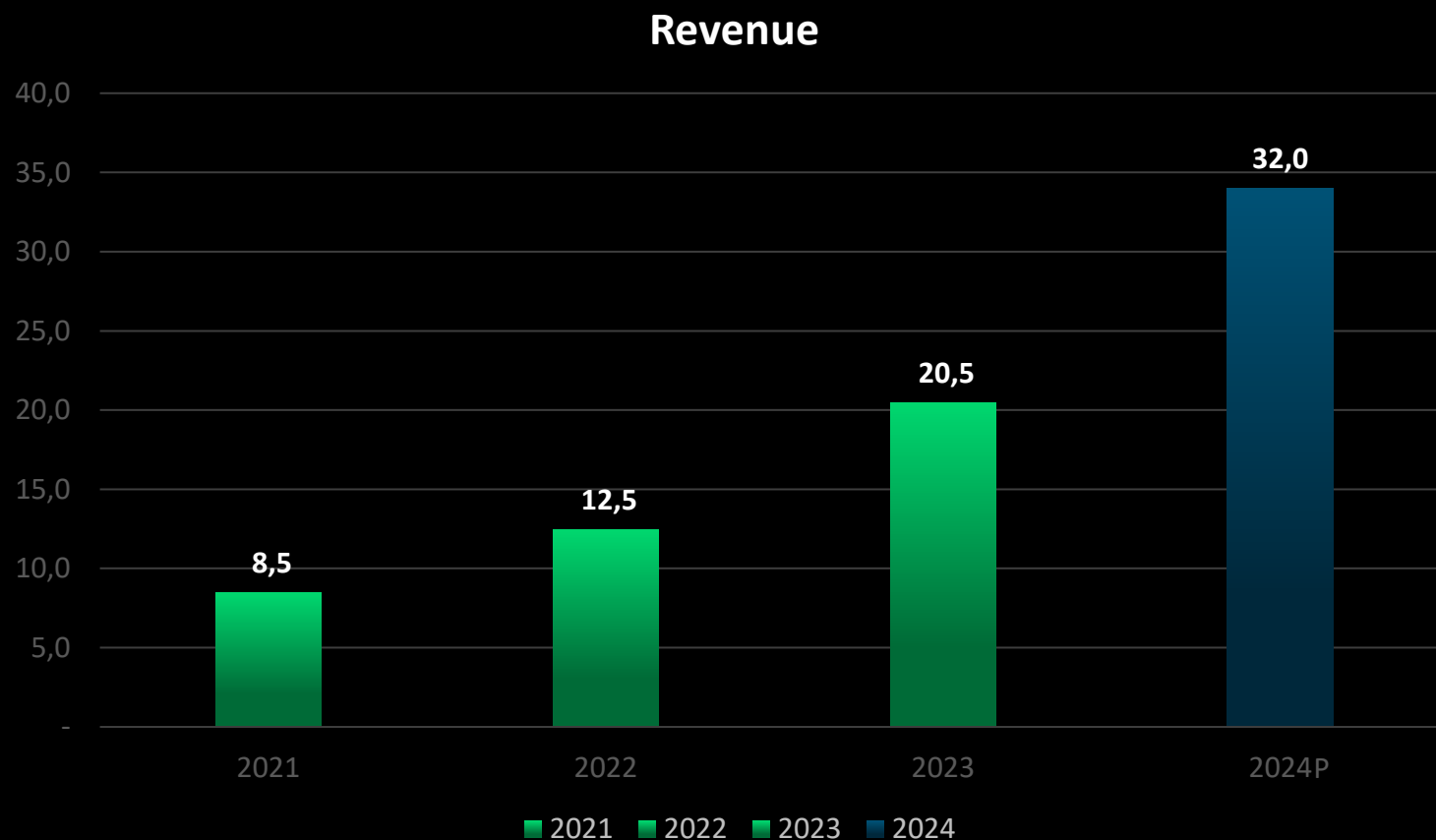
New regulatory changes in Romania established in Nov 2024. Wandoo Finance Romania adopts product changes to comply with new regulations. No impact on financial performance of Wandoo Finance Romania



Markets Map:

-  - Active Markets
-  - Head Quarters



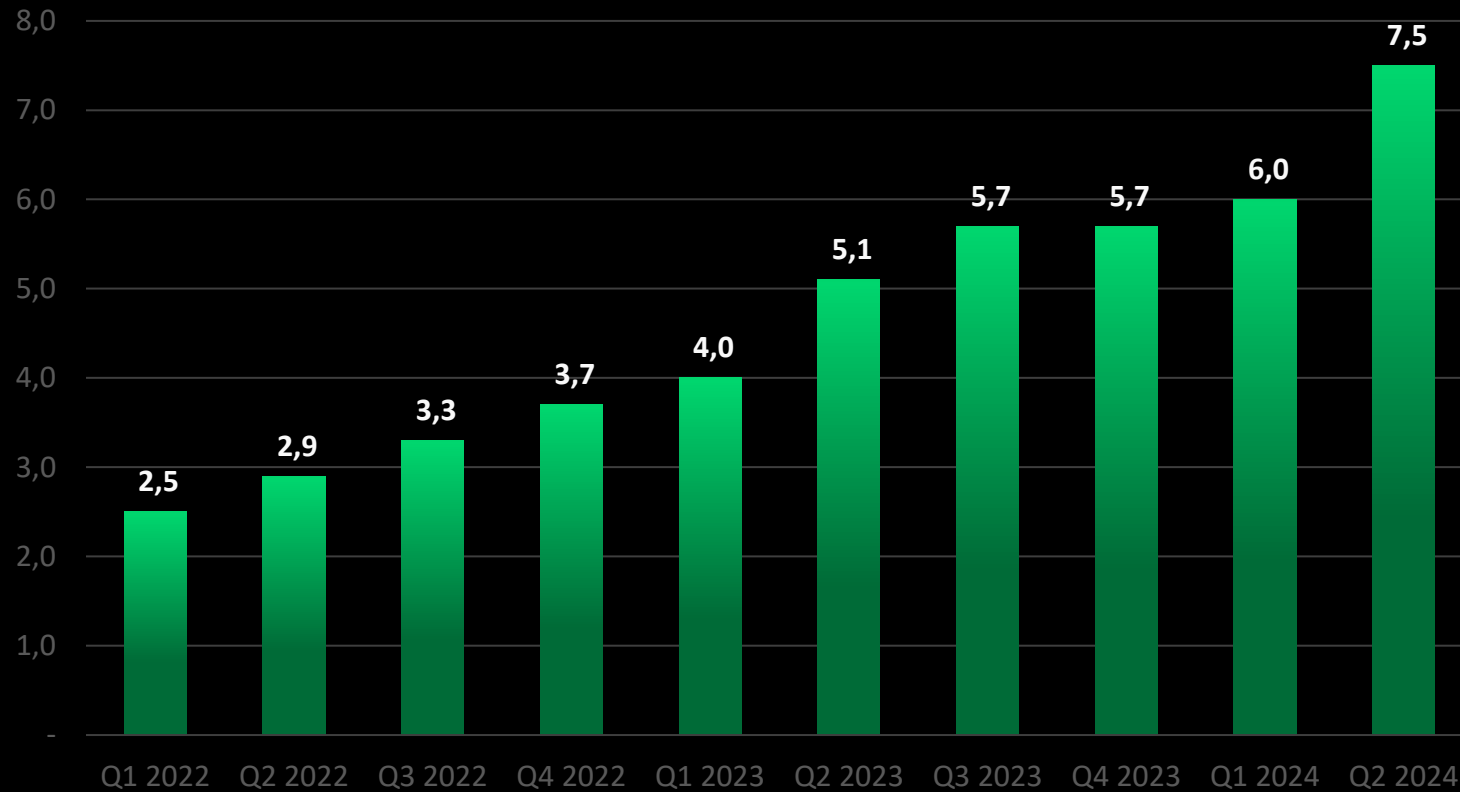


- ✓ The bars in graph display Revenue by years, MEUR.

Main takeaways:

- ✓ Revenue in 2024 is projected to reach **32MEUR**, a 56% increase compared to 2023.
- ✓ Q1 2024 revenue of **6M EUR** and Q2 2024 revenue of **7,5M EUR** are perfectly in line with the 2024 budget.

Revenue, MEUR

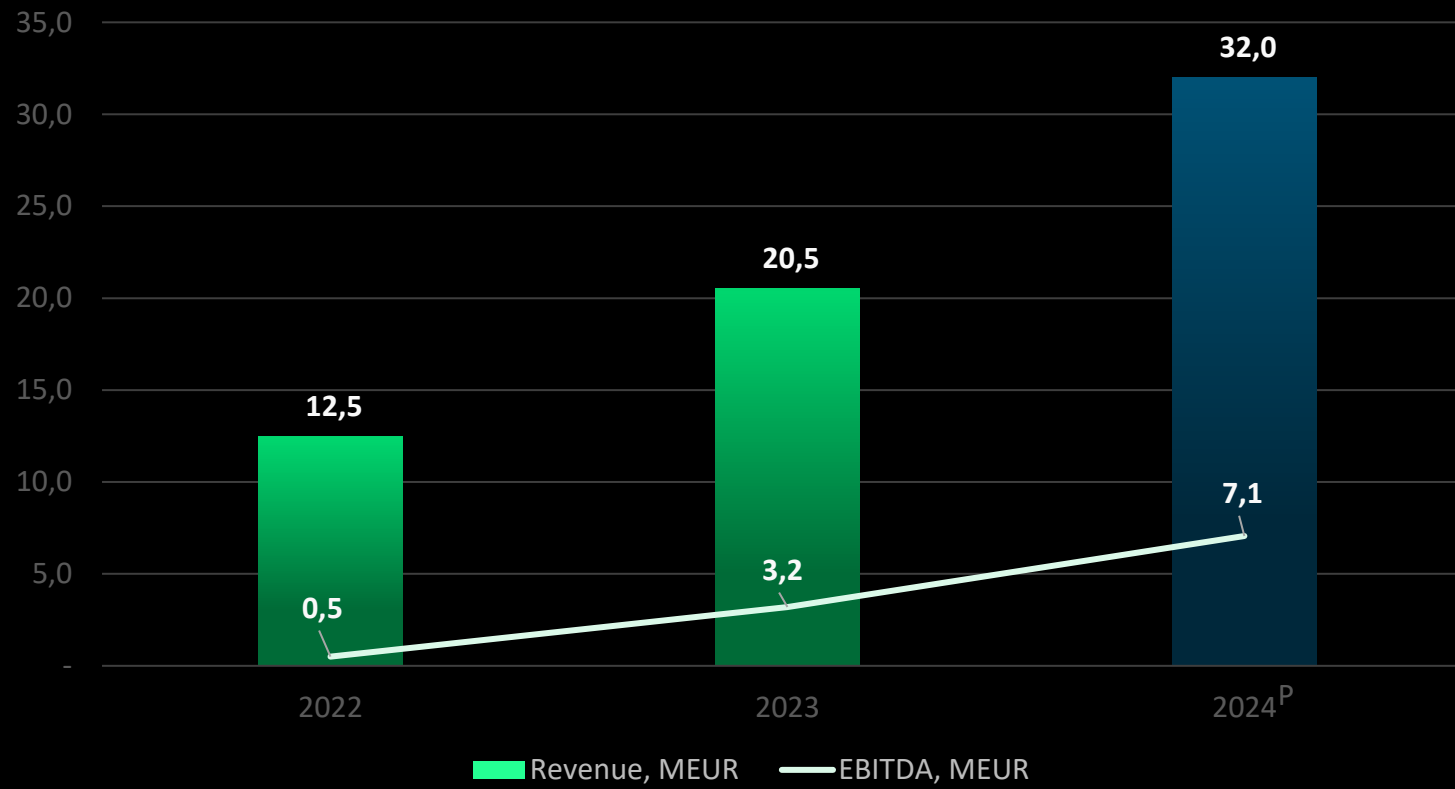


- ✓ The bars display revenue by quarters, MEUR.

Main takeaways:

- ✓ Revenue experienced very strong growth in Q2 2024.
- ✓ Q2 2024 revenue increased by **47%** compared to Q2 2023.

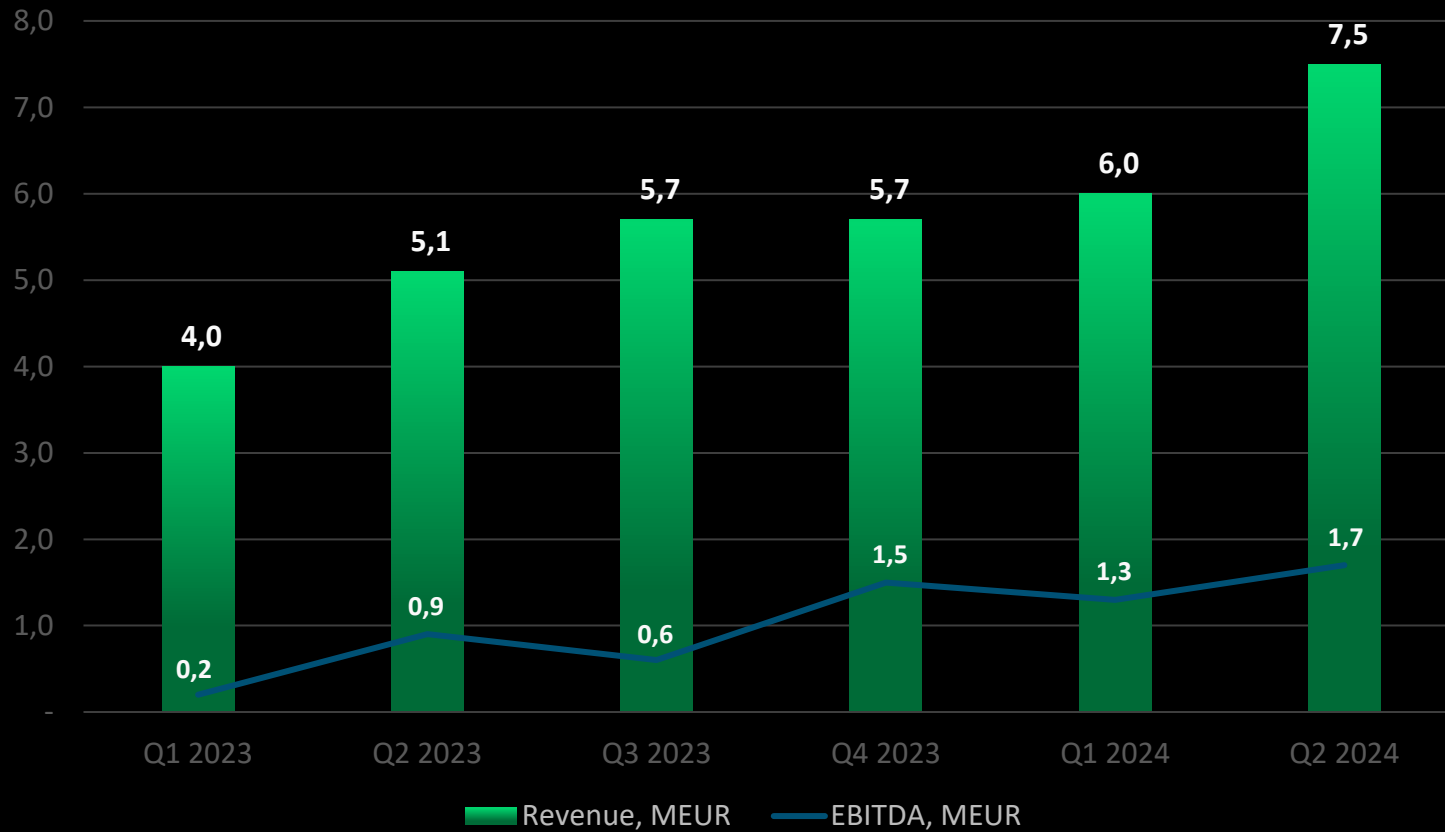
Revenue & EBITDA



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

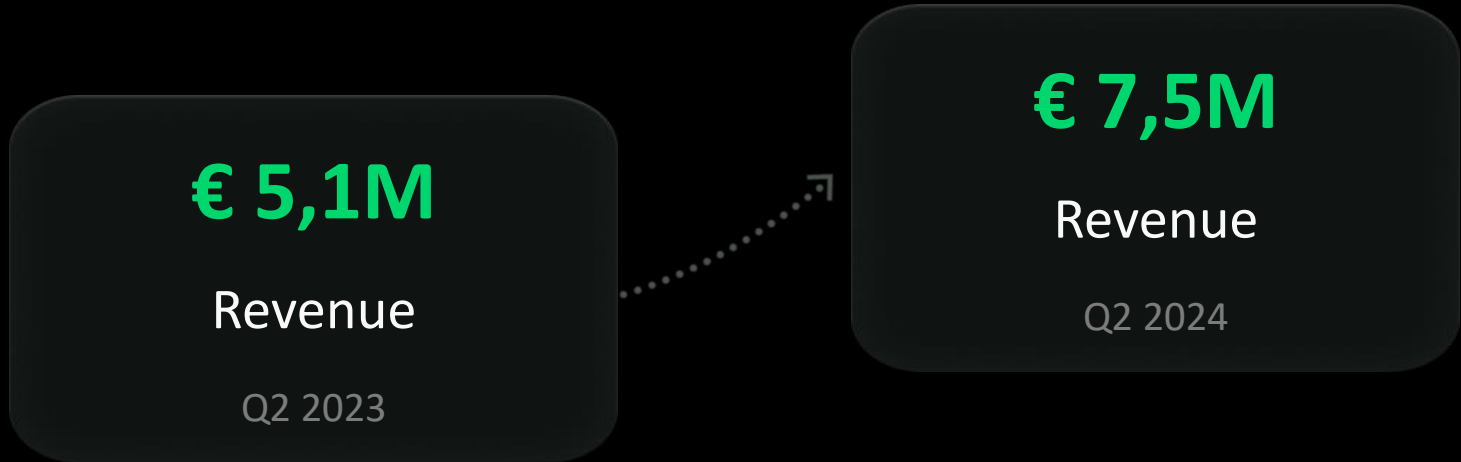
- ✓ EBITDA in 2024 is set for **2.2x growth** compared to 2023.
- ✓ Q1 2024 and Q2 2024 results, along with current trends, are used to forecast **2024, indicating excellent results** and steady growth!

Revenue and EBITDA

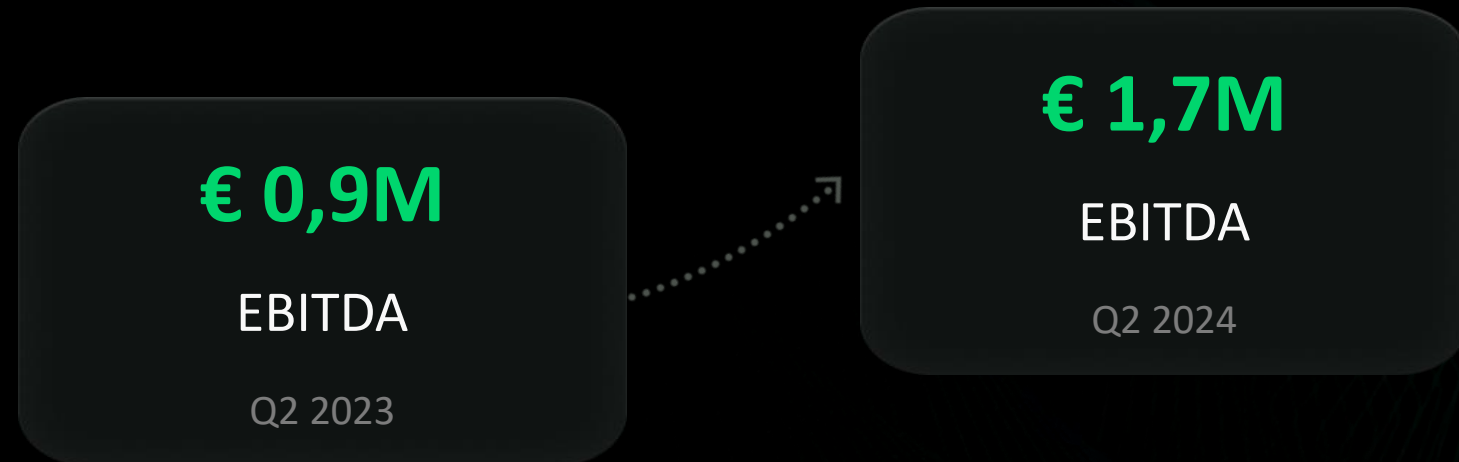


- ✓ Bars display revenue in million EUR (MEUR).
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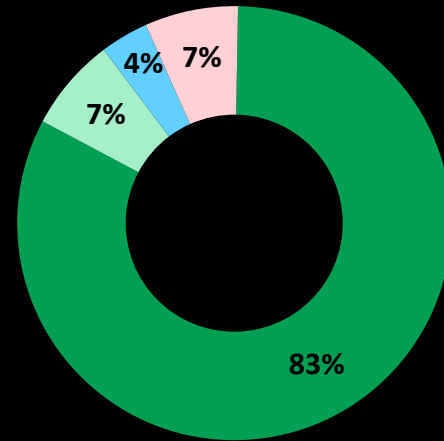
- ✓ Revenue experienced very strong growth in Q2 2024.
- ✓ EBITDA increased accordingly in Q2 2024.



- ✓ Results are shown comparing Q2 2023 to Q2 2024.
- ✓ Q2 2024 revenue increased by **47%**, and EBITDA nearly **doubled** compared to Q2 2023.



WANDOO FINANCE GROUP portfolio quality



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

- ✓ Graph displaying WANDOO FINANCE GROUP's portfolio quality as of June 30, 2024.
- ✓ While the loan portfolio is growing, its quality **is improving**.

WANDOO FINANCE GROUP portfolio loss rate



- ✓ The line displays the loss rate as a percentage.
- ✓ The loss rate indicates the percentage of unrecoverable loans in the portfolio for both Poland and Spain combined.
- ✓ 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:

- ✓ Increased portfolio growth leads to a controlled rise in the loss rate while maintaining profitability.
- ✓ The loss rate could slightly increase in the next quarters due to further portfolio growth, but the group is expected to remain profitable.



Iveta Brūvele

Founder

With over 12 years of experience in Fintech, including roles as Head of Customer Service at 4Finance and Regional Manager at TWINO. Founded Wandoo Finance in 2016.



Krišjānis Znotiņš

CEO

With 9 years of experience in finance and banking, followed by 4.5 years in the Fintech industry as CEO of Eleving Group's businesses in Latvia. Has been leading Wandoo Finance as CEO for over a year.

Wandoo

THANK YOU!

