

Wandoo

Performance Report: Q2 2025

AUGUST 2025

LATVIA



01

Participation in BlackBox Show

Iveta Brūvele, founder & CEO of Wandoo Finance, was featured in an interview on the **BlackBox Show***. Iveta shared the origin story, evolution, and latest developments of Wandoo Finance, offering a behind-the-scenes look at the company's journey and future direction.

02

Wandoo Finance reduces cost of funding

Wandoo Finance has reduced interest rates for short-term loans listed on platform Swaper by 2%, bringing rates down from 14-16% to 12-14%. This strategic decision reflects shift toward a **more sustainable long-term funding structure**, with the goal of **improving profitability** and increasing operational efficiency.

Moreover, Wandoo Finance has adjusted its investor interest rates downward by 2-3%, reflecting the recent decline in EURIBOR rates. With alternative investments also offering reduced returns and Wandoo Finance's **financial position** having significantly **strengthened** - **lowering investor risk** - these new rates remain competitive and well-aligned with market conditions.



*<https://www.youtube.com/watch?v=NCe2C-Op7vQ>

03

Strengthening executive team with strategic hires

Wandoo Finance has significantly reinforced its leadership team with the appointment of seasoned professionals: highly experienced **Group Chief Corporate Affairs Officer**, **Group Debt Collection Manager**, **Group Head of Fraud** and **Regional Risk Manager** - each bringing track record from leading fintech institutions. These strategic additions underscore commitment to operational excellence, risk resilience, and sustainable growth across markets.

04

Strategic sponsorship with CFR 1907 Cluj

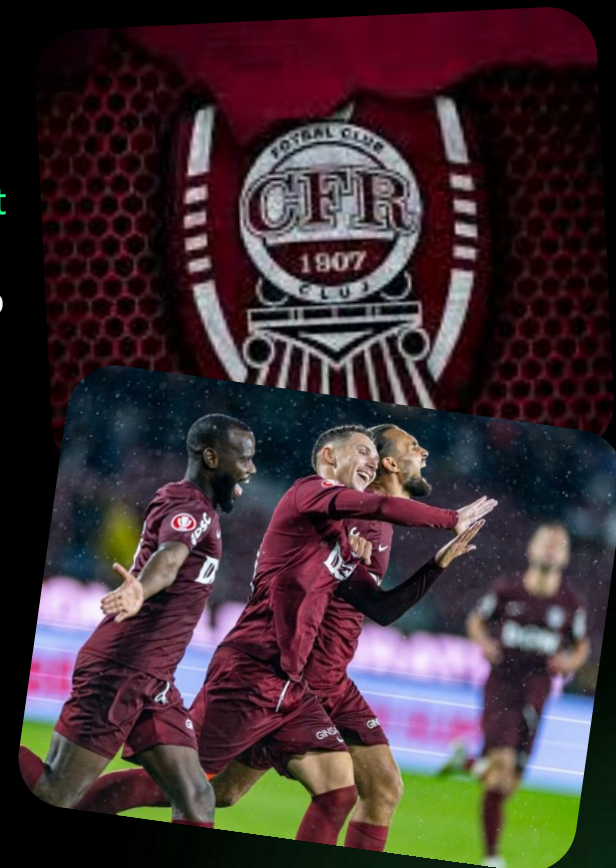
Wandoo Finance has entered into a strategic sponsorship with **CFR 1907 Cluj**, one of **Romania's most successful football clubs**. The partnership aims to enhance brand visibility and engage local audiences through targeted advertising and activation initiatives.

05

Notable progress in marketing efficiency

Wandoo Finance continued to prioritize organic traffic growth - a sustainable, a cost-effective channel that requires no direct advertising spend. In Q2 organic traffic from new clients increased by nearly **27% q-o-q**, substantially exceeding earlier forecasts.

Combined with multichannel marketing efforts, this contributed to a **6%** rise in application volume (from 485k in Q1 to 510k in Q2) leading to a **substantially lower average cost per sale**.



PERU
(since FEB, Y2025)

Markets Map:



- Active Markets



- Head Quarters



- New Markets

LATVIA
(HQ since Y2016)

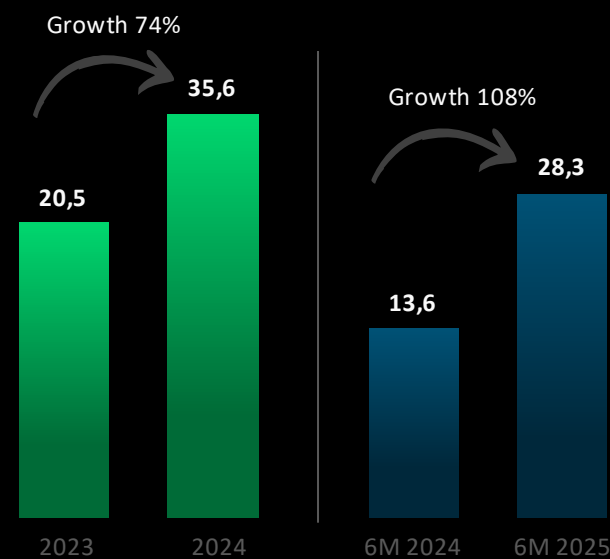
POLAND
(since OCT, Y2016)

ROMANIA
(since FEB, Y2023)

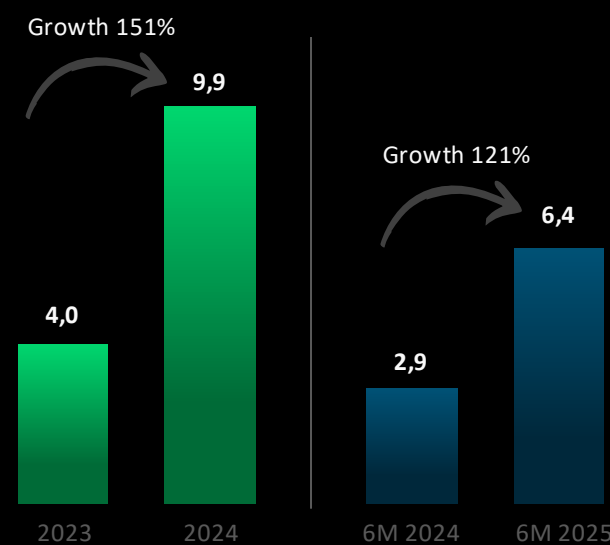
SPAIN
(since AUG, Y2017)

CZECH REPUBLIC
(planned in Y2025)

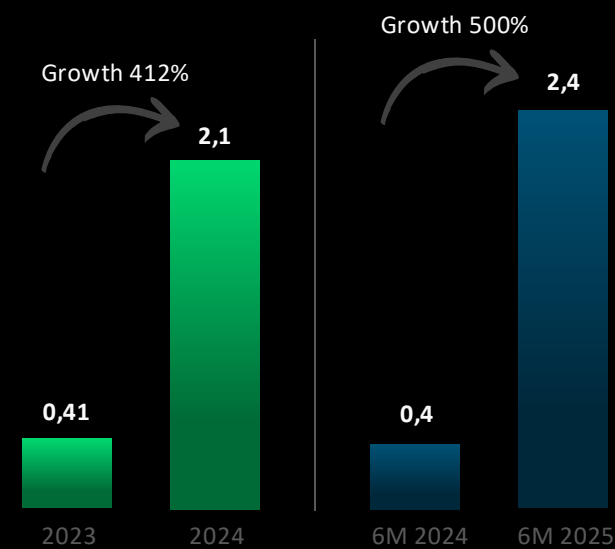
Revenue, MEUR



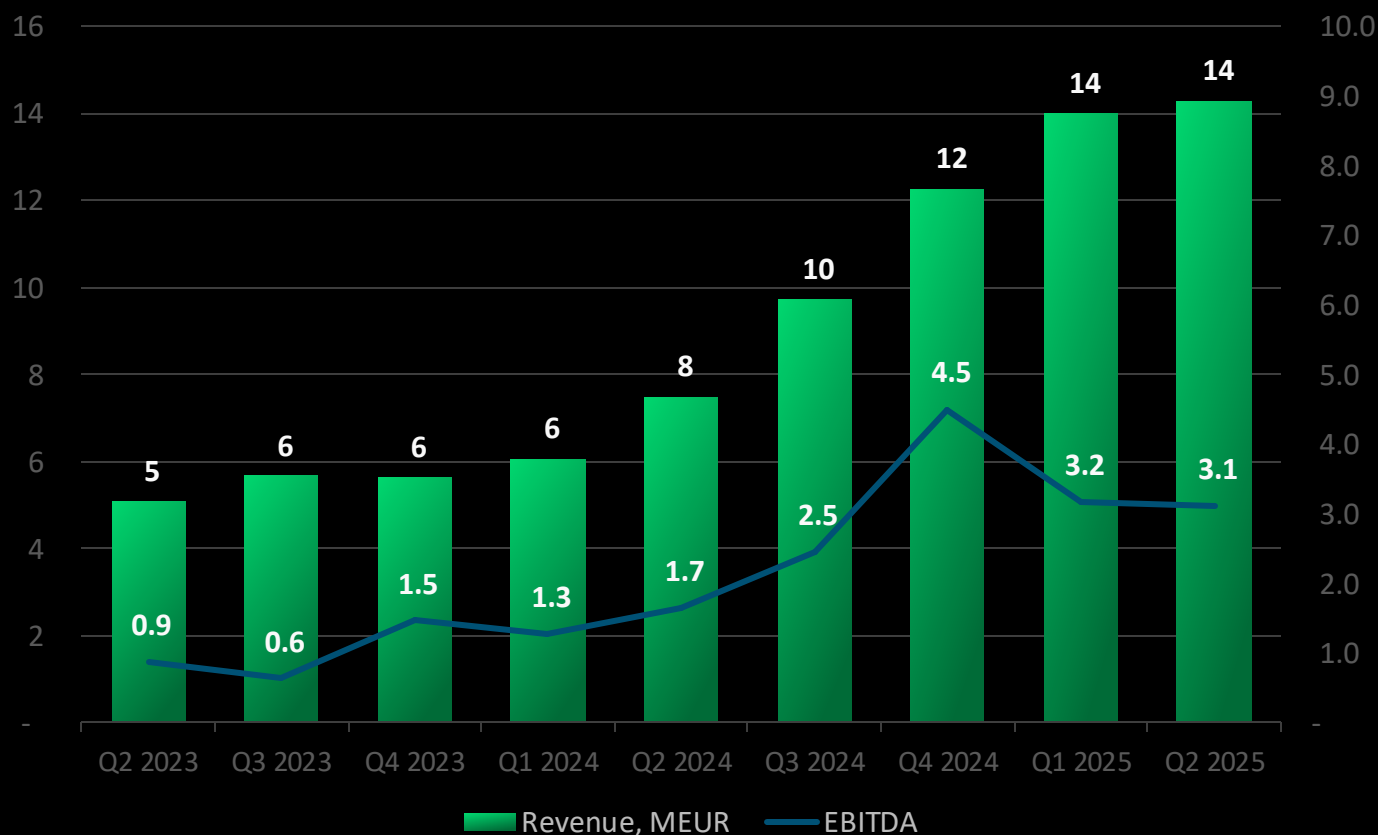
EBITDA, MEUR



Net Profit, MEUR



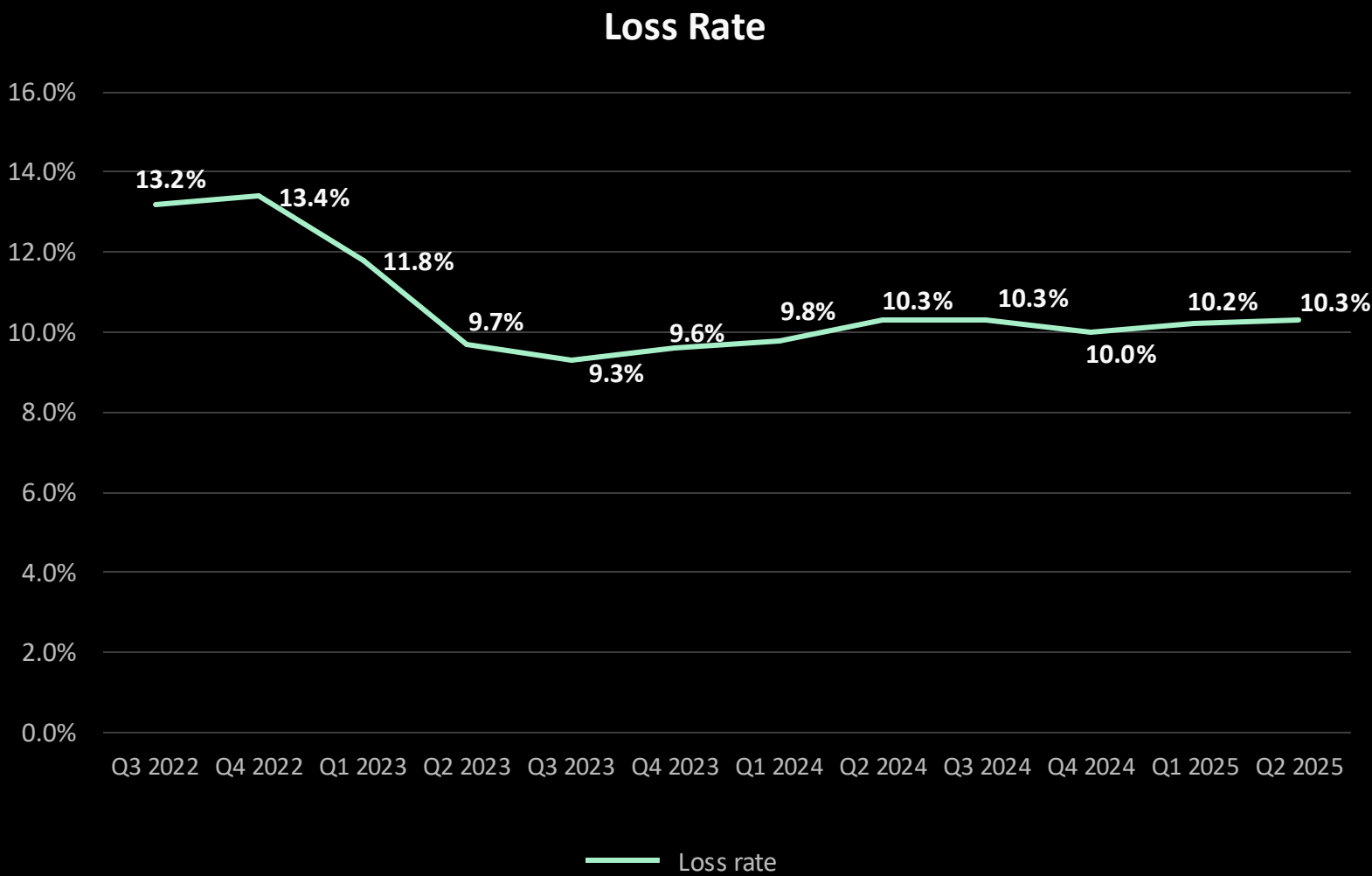
Revenue and EBITDA



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

Main takeaways:

- ✓ Revenue and EBITDA remained **stable** in Q2 2025.
- ✓ EBITDA was negatively impacted by **MEUR 0,3** in Q2 2025 due to adverse EUR/PLN exchange rate movements.
- ✓ **Moderate but consistent growth** in Revenue and EBITDA is expected in the **upcoming quarters**.

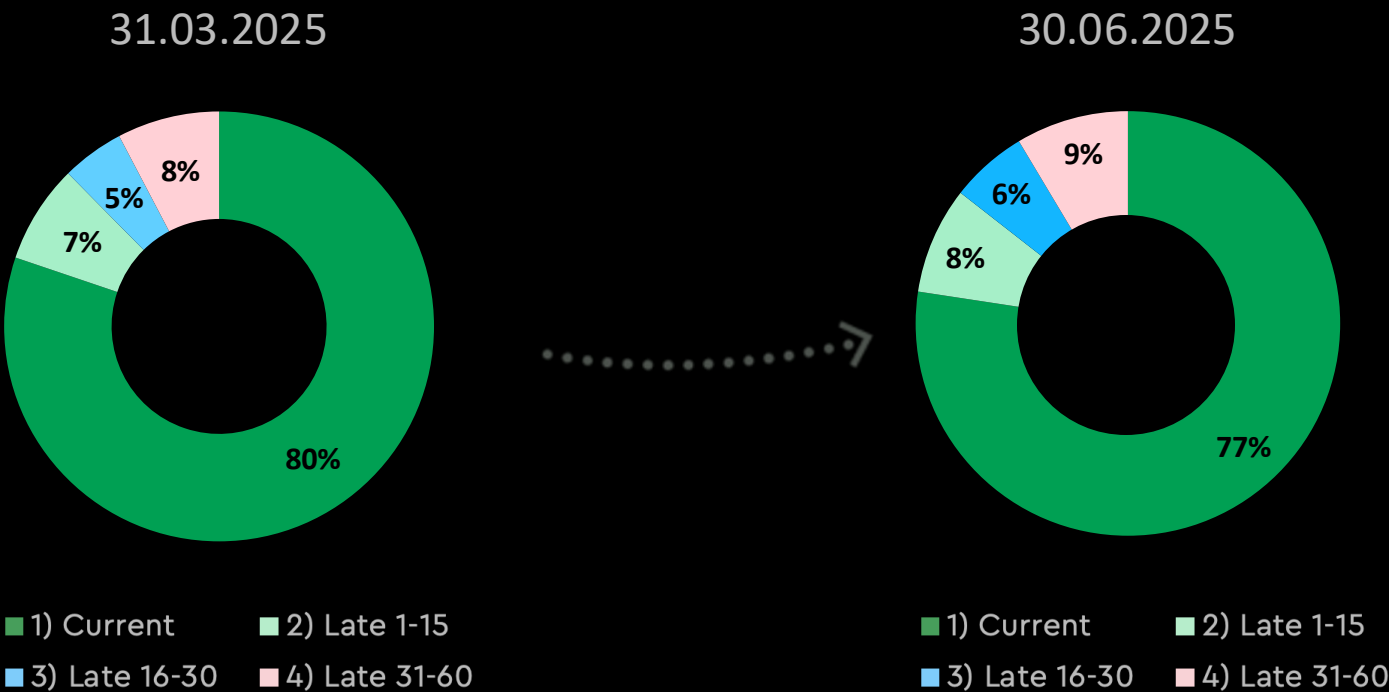


- ✓ The line displays the loss rate as a percentage.
- ✓ The loss rate indicates the percentage of unrecoverable loans in the portfolio.
- ✓ Unrecoverable loans are bought back, ensuring that **Swaper investors still receive the full amount invested along with interest earned.**
- ✓ These unrecoverable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

Main takeaways:

- ✓ Despite continued portfolio expansion, the loss rate has remained stable.
- ✓ While the loss rate may experience a minor increase in the coming quarters due to ongoing portfolio expansion, the group is expected to sustain its profitability.

WANDOO FINANCE GROUP portfolio
quality



- ✓ Portfolio quality metrics of WANDOO FINANCE GROUP.
- ✓ Strong loan portfolio growth has led to insignificant shifts from the Current bucket to Late buckets.
- ✓ Portfolio continues to demonstrate consistently **strong and stable quality**.



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

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