Wandoo

Performance Report: Q2 2026

August 2026
Latvia

Navigating headwinds while advancing on **product development and expansion** plans

During Q2, we began advancing B2B lending in Poland under the dedicated Wandoo Biznes brand. The product is currently offered to our existing local clients who meet the concept criteria, providing a controlled basis for testing performance before considering more aggressive growth. If results develop as expected, the model could also be assessed for other markets. In parallel, the subscription product has shifted slightly to late Q3 or early Q4 due to external factors, while the commercial concept is complete and the technical implementation is underway.

Spain also progressed on product and management priorities. The team is preparing a minimum-to-pay product for private customers as a pilot, aiming to identify a proposition that can operate effectively in a tightly regulated environment and remain suitable amid potential legislative changes. Important to note that, given the current political environment, the expected regulatory amendments are unlikely to enter into force in November, while parliamentary and budget-related challenges suggest the regulatory status may remain unchanged next year as well. At the same time, the local management team was strengthened through the appointment of Annija Elfa Purmale as Country Manager. She brings extensive non-bank lending experience across operations, digital transformation, and process improvement.

Following a stronger-than-planned Q2, we revised the 2026 budget for Romania, raised financial targets, and increased growth ambitions. The team is exploring additional acquisition channels and assessing a smaller-ticket, single-payment product for customers not fully covered by the current offering.

In Peru, we delivered healthy results despite election-related turbulence, FX volatility, economic-outlook concerns, and weaker consumer sentiment. The performance reinforced our confidence in the country and region. During the quarter, the Group's management completed a detailed market deep dive to identify potential development directions, sharpen execution priorities, and accelerate the path toward the breakeven point. Meanwhile, in Lithuania, the Group reached an important milestone with the start of installment lending. The business remains in its early stages, so it is too soon to draw conclusions. Nevertheless, operational readiness was achieved in line with plan, and the market shows meaningful long-term potential.

Overall, FX pressure remained. It is largely accounting-related and could become minimal or be offset by year-end if currencies continue to recover. We entered into a hedging contract in Peru covering around 50% of our exposure; and also in Poland covering around 1/3; however, under current conditions, the cost of full scale hedging across all our markets would exceed the negative FX impact. We will therefore continue to monitor our exposure and act accordingly.

Beyond the current portfolio, two acquisition opportunities in separate markets have entered the due diligence process. Both are within our focus regions of Europe and South America. The direction has therefore been confirmed, while the remaining decision is which market will move first into practical and operational preparation.

Work on the potential relocation of the holding structure also continued, with Luxembourg and Switzerland under consideration. The current phase focuses on legal structuring, supervisory requirements, and the search for a suitable long-term banking and service partner, with the aim of creating a stronger platform for future funding and investor relations.

Iveta Bruvele,
Founder and CEO of Wandoo Finance

Wandoo **markets**

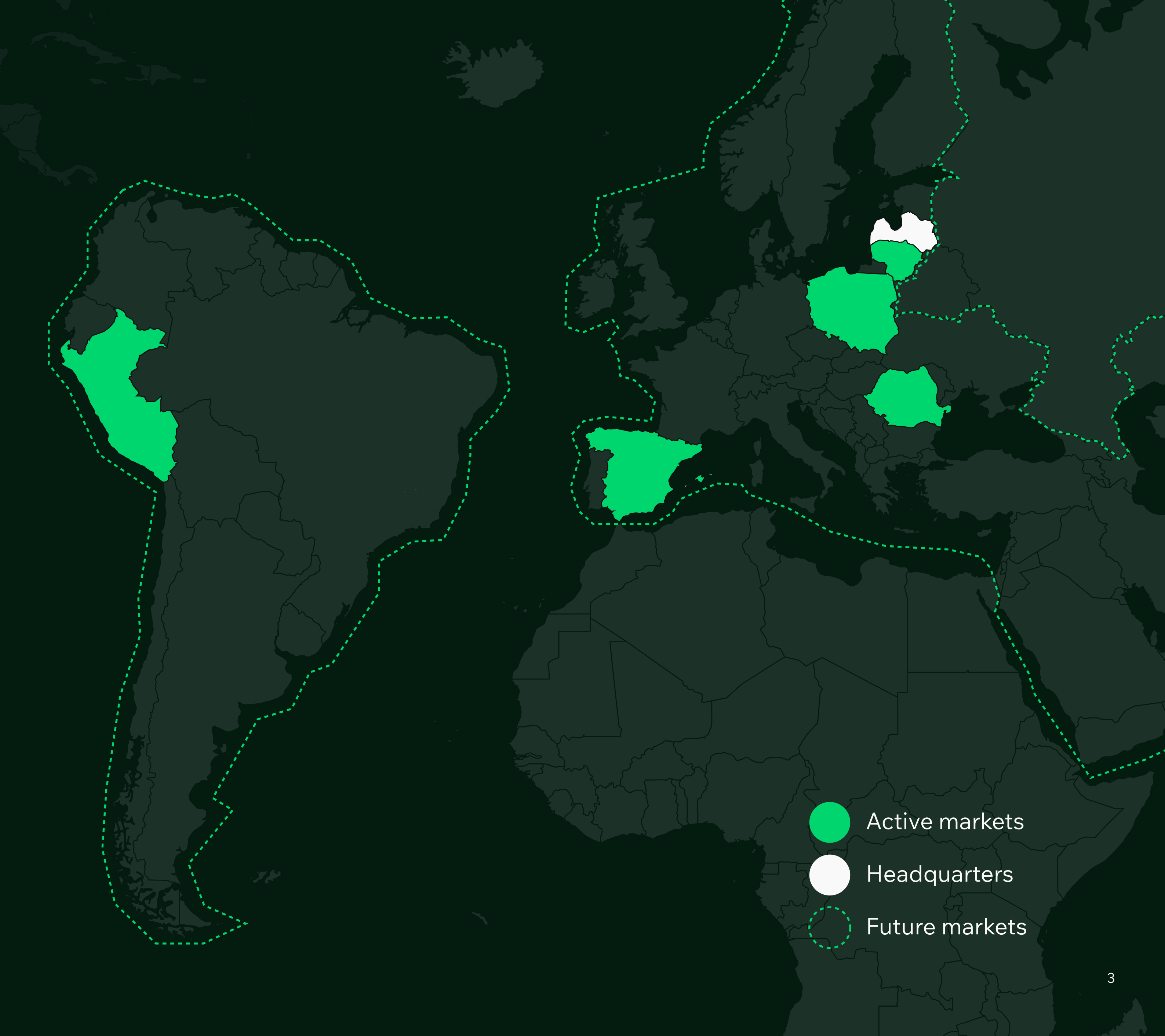
Founded in 2016, Wandoo Finance Group has evolved into a rapidly growing and globally focused digital lender. Our short-term loans provide consumers in Poland, Spain, Peru, and Lithuania with immediate financial flexibility, while in Romania, our credit line ensures continuous access to funds whenever needed.

Our in-house IT solutions - loan CRM system, risk scoring system, and machine learning technologies provide fully automated decision-making, while advanced automation enables smooth and scalable operational growth, with over 99% of loan applications processed automatically.

700 mln
EUR in loans issued

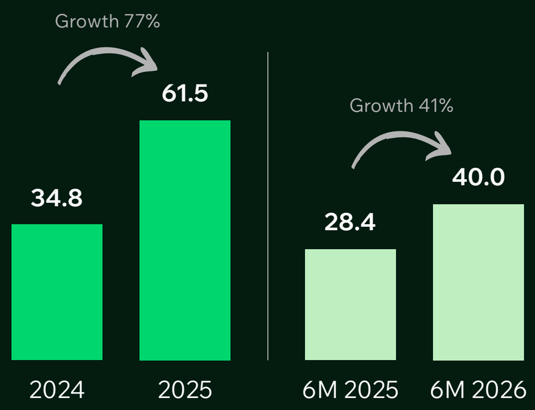
1.6 mln+
registered customers

5
markets of operation

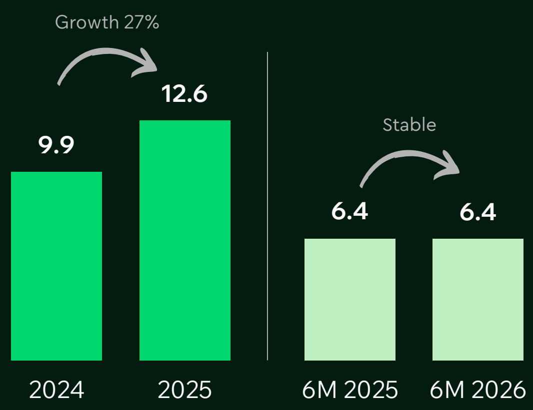


Financial **summary**

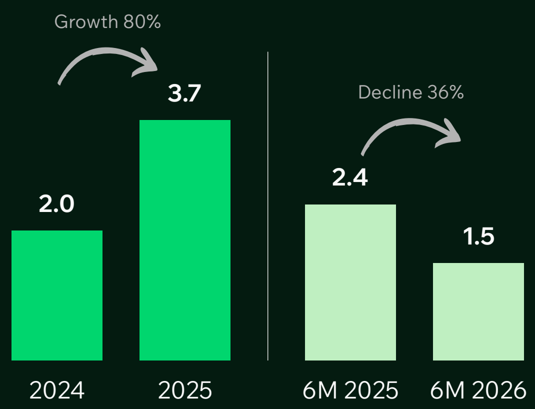
Revenue, mln EUR



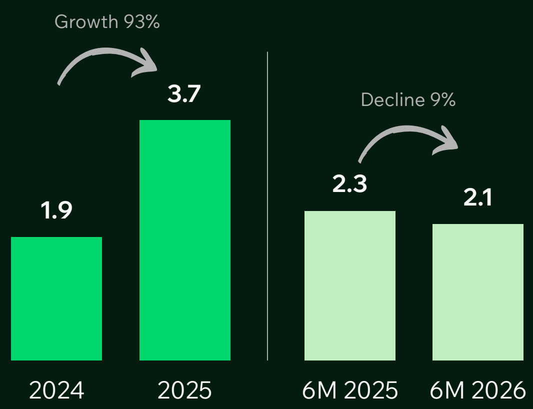
EBITDA, mln EUR



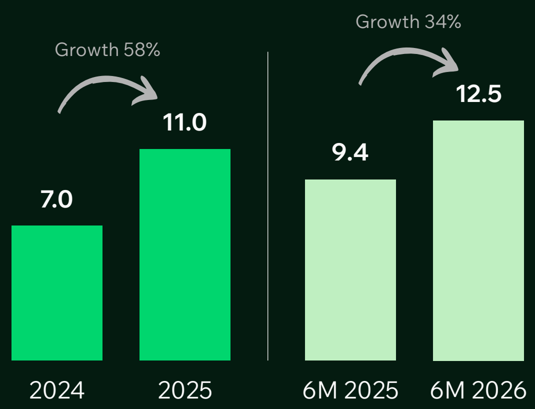
Net Profit, mln EUR



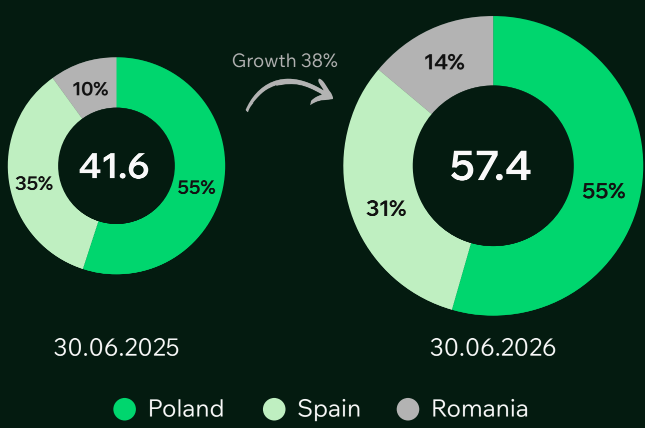
Net profit before FX, mln EUR



Equity, mln EUR

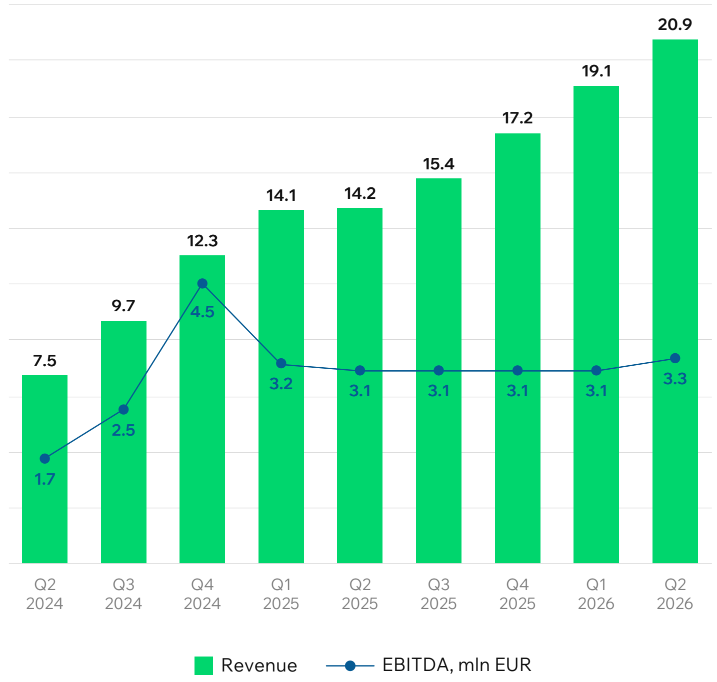


Gross Portfolio, mln EUR



Revenue & EBITDA

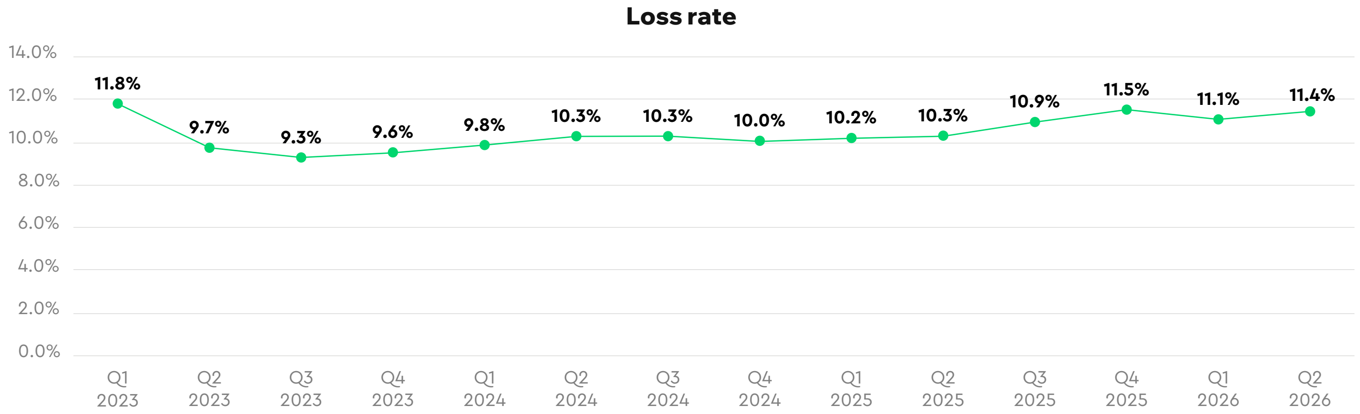
(mln EUR)



Main takeaways:

- Wandoo Finance revenue increased to **EUR 20.9 mln** in Q2 2026, representing growth of **9%** compared to Q1 2026 and **47%** y-o-y compared with Q2 2025. The increase reflects continued business growth.
- Group EBITDA increased to **EUR 3.3 mln** in Q2 2026 despite an unfavourable foreign exchange rate impact. Profitability was negatively afected by the strengthening of euro against Polish zloty, with the EUR/PLN exchange rate increasing from 4.29 at the end of Q1 2026 to 4.3 at the end of June 2026. This resulted in an accounting foreign exchange loss of EUR 180 thousand.
- An FX hedging instrument has now been purchased, covering approximately one-third of our Polish exposure to the euro.

Portfolio **performance**

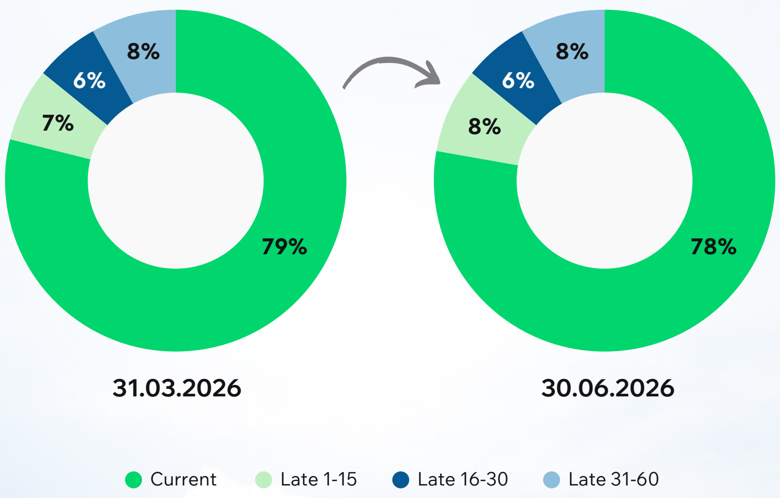


Main takeaways:

- The increase in loss rate reflects additional risk taken on to stay competitive and drive further growth.
- Optimal balance between aprroval rates and risk levels are tested.

- 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 users 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.

Portfolio **quality**



Main takeaways:

- Despite more balanced portfolio growth, migrations within Early buckets remain insignificant, reflecting robust risk management and ongoing portfolio optimization.
- Portfolio quality remains **consistently strong and stable.**

Operational **milestones**

Marketing

Organic traffic maintained positive momentum in Q2, with sessions increasing by 8.9% compared to Q1. Performance across paid advertising channels was particularly strong during the quarter. Through continuous campaign optimization across all markets, the team maintained stable Cost Per Click and Cost Per Acquisition (CPA) levels while improving overall efficiency. As a result, CPA decreased by 8% compared to Q1. Despite a challenging market environment, the company achieved 95% of the customer acquisition and loan issuance targets. In addition, the team finalized the development of Wandoo Poland's first brand hero, establishing the foundation for a more scalable content production process. The quarter also saw continued implementation of AI solutions across daily marketing operations, helping improve productivity, streamline routine tasks, and enable faster responses to market trends.

Cybersecurity

Wandoo Finance's information security program matured significantly during Q2, with several key roadmap milestones achieved. A comprehensive set of group-wide information security policies and procedures was developed and approved, establishing a clear baseline for the continued development of the security framework. In addition, a security awareness and training platform was launched, initiating continuous security education across the group. These governance measures were complemented by the deployment of technical controls, including an enterprise password management solution and data loss prevention (DLP) capabilities. Looking ahead to Q3, the program's primary objectives are to strengthen cloud security posture management and implement a full-scale SIEM (Security Information and Event Management) solution that consolidates security data from multiple systems into a single centralized platform for enhanced monitoring and incident response.

Risk management

The Risk team strengthened core infrastructure and controls - expanding scoring capabilities, building a risk framework for the new Lithuanian market, and reinforcing regulatory compliance in Romania, while supporting the launch of B2B lending in Poland. Across all markets, manual verification workload was reduced to enhance customer experience, along with the introduction of brand protection against impersonation and phishing. More than half of all scoring models were updated, and the ones with integrated affiliate data were launched. Peru and Spain saw improved quality levels, and a more targeted limit subsegment setup was launched. Heading into Q3, the Risk team plans to scale the affiliate data models to the rest of the markets, develop limit subsegments across all countries, and grow the existing profitable customer segments.

Operational **milestones**

Capital management

Additional private debt was raised to support operational growth and prepare the business for the next stage of expansion. Investor retention remained at 100% for another consecutive quarter, reflecting continued confidence in the Group's business model, outlook, and execution. Liquidity remained well controlled, with the cash-to-financial-liabilities position holding steady and capital allocated in line with operational priorities. Preparations also began for a new fundraising round aimed at institutional investors across Europe and the Baltics. The objective over the next 12 months is to secure additional capital for expansion in Europe and South America, broaden funding sources, and further diversify the capital structure. For existing investors, the process should provide clearer visibility on the Group's strategic direction, stronger reporting discipline, and greater transparency as the business moves toward a more institutional funding profile.

Debt collection

In Romania, early-stage recoveries were supported by more effective customer communication and Direct Debit campaigns (loan amount deduction from source), while late-stage capacity increased through the addition of a third external collection agency and the launch of a Forward Flow portfolio sale process. Direct Debit from bank accounts was also introduced in Peru alongside a broader strategy for loans over 30 days past due, including external agencies, extended internal collection, credit bureau reporting, field visits, court enforcement and revised discount approaches. In Poland, improved Forward Flow terms and wider eligibility criteria increased the volume of loans available for sale. Discussions with buyers continued on better pricing for selected portfolios. At the same time, automated reminders and dialer campaigns were prepared for installment and B2B products.

IT

The quarter brought a broad set of IT improvements across the Group. PayNoPain was added to the Spanish operations as an alternative provider for card processing and Direct Debit, while the option to initiate withdrawals during customer calls was implemented in Romania. In Poland, the IT team supported the Wandoo Biznes launch, introduced additional loan amounts with discounts, and redesigned the offer step for A/B testing. Peru added Yape mobile wallet integration, direct debit functionality, discount campaign tools, and a proof of concept for an additional anti-fraud solution.

Legal

The launch of the Lithuanian operations in compliance with the respective legal framework was completed on time, while legal preparations for expansion into new markets progressed further. In parallel, a Group-wide review of GDPR and AML/KYC frameworks was conducted to raise standards across all operating jurisdictions and increase transparency in the Group's regulatory posture. The implementation of the Consumer Credit Directive II (CCD2) was closely monitored across all markets. This work positions the Group for CCD2 ahead of its application, with template and customer-journey assessments already under way to ensure readiness well before the compliance deadline.

Wandoo **team**

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.

Edgars Sproģis

CFO

Edgars has spent over 7 years as a CFO in the fintech industry with an 8-year background at KPMG, where he rose from junior auditor to audit manager. Edgars is an alumni of the SSE Riga, holding a BSc in Economics and Business.

Wandoo

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