

Wandoo

# Performance Report: Q4 2024 and 2024

MARCH 2025

LATVIA

CONFIDENTIAL

01

**Wandoo Finance founder Iveta Brūvele is returning as group's CEO!**

Very interesting WANDOO FINANCE Fintech Export Success case interview with Iveta published in *Dienas Bizness* magazine on 11<sup>th</sup> Feb, 2025.

02

**Wandoo Finance Peru received approval from Peru supervisory body (SBS) and very first loan was issued on 5<sup>th</sup> Feb, 2025.** Diana Jacqueline Sánchez Celis was hired as Deputy director of Wandoo Finance Peru (*pictured together with IT team*).

03

In Q1 and also Q2 we are dedicating a lot of various teams' resources and efforts towards adjusting system/scoring/operations in Peru. Second part of the year we are planning to switch focus on planning launch of our next market.

04

Meanwhile Wandoo Finance Risk team completed *Unit Economics calculations* with insights on various customer segments profitability in current markets. This will let Wandoo Finance focus on customer groups with highest profitability and improve Net Profit margins even more.



**PERU**  
(since FEB, Y2025)



**LATVIA**  
(HQ since Y2016)



**POLAND**  
(since OCT, Y2016)



**ROMANIA**  
(since FEB, Y2023)



### Markets Map:



- Active Markets



- Head Quarters



- New Markets

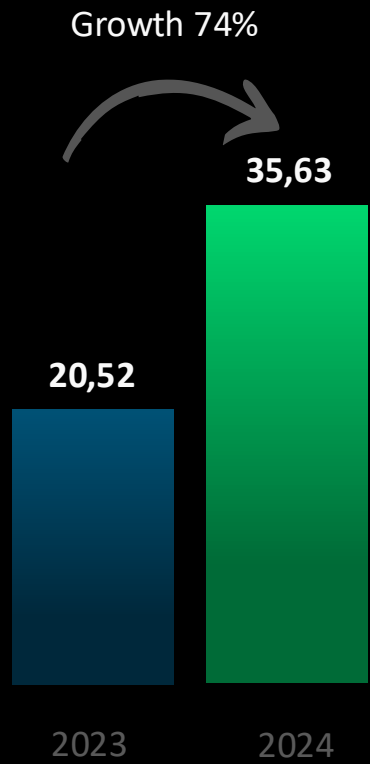
**SPAIN**  
(since AUG, Y2017)



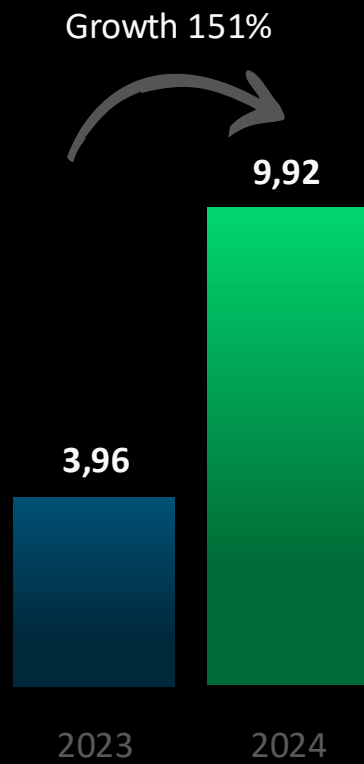
**CZECH REPUBLIC**  
(planned in Y2025)



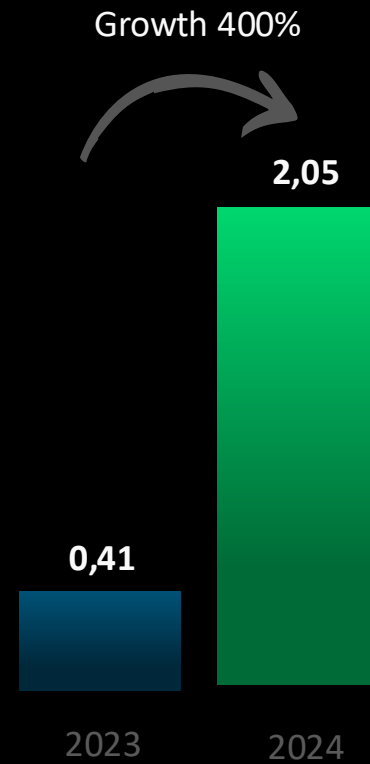
### Revenue, MEUR



### EBITDA, MEUR



### Net Profit, MEUR



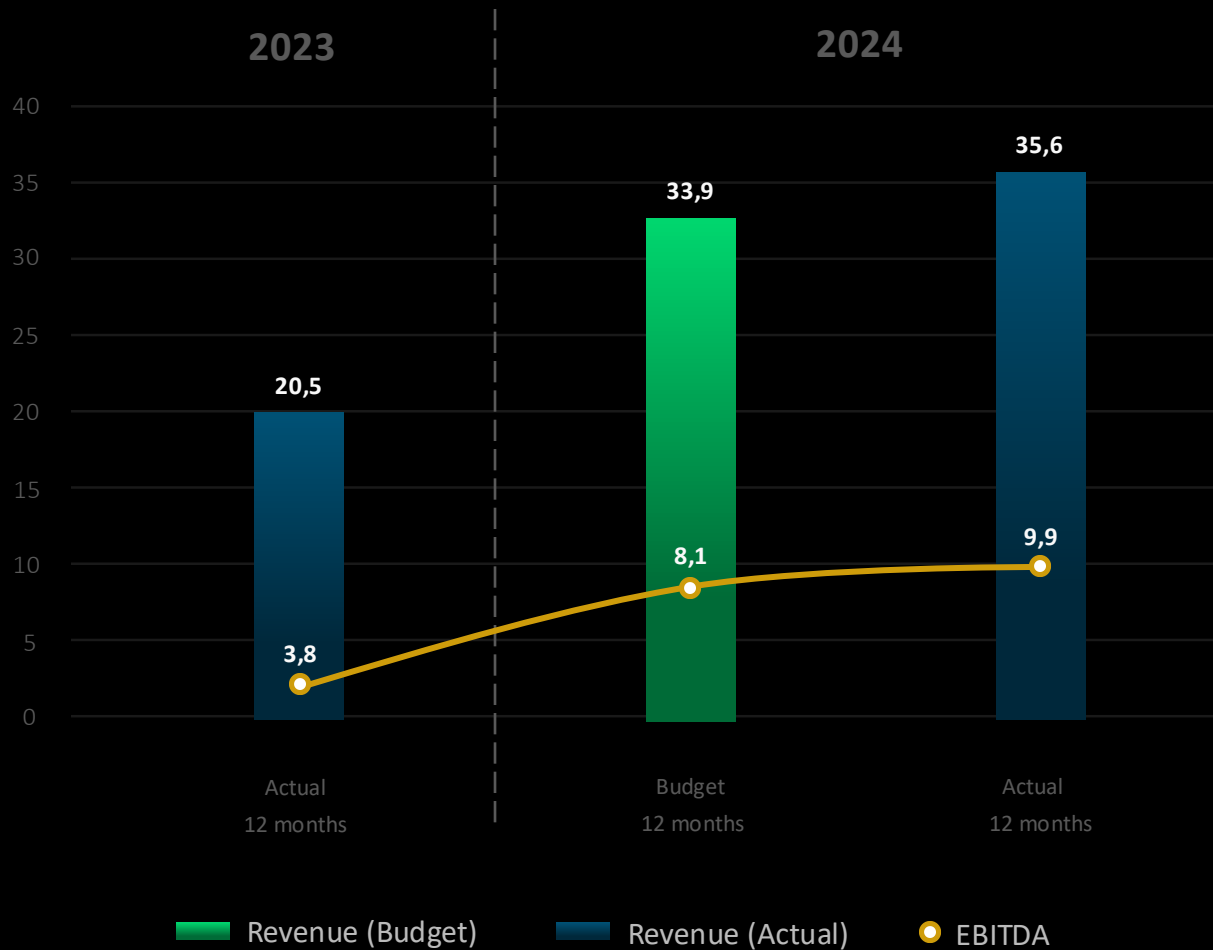
### Revenue and EBITDA (MEUR)



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

- ✓ Revenue growth accelerates in Q4 2024 by **26%** comparing to Q3 2024.
- ✓ EBITDA exploded in Q4 2024 by **83%** comparing to Q3 2024.

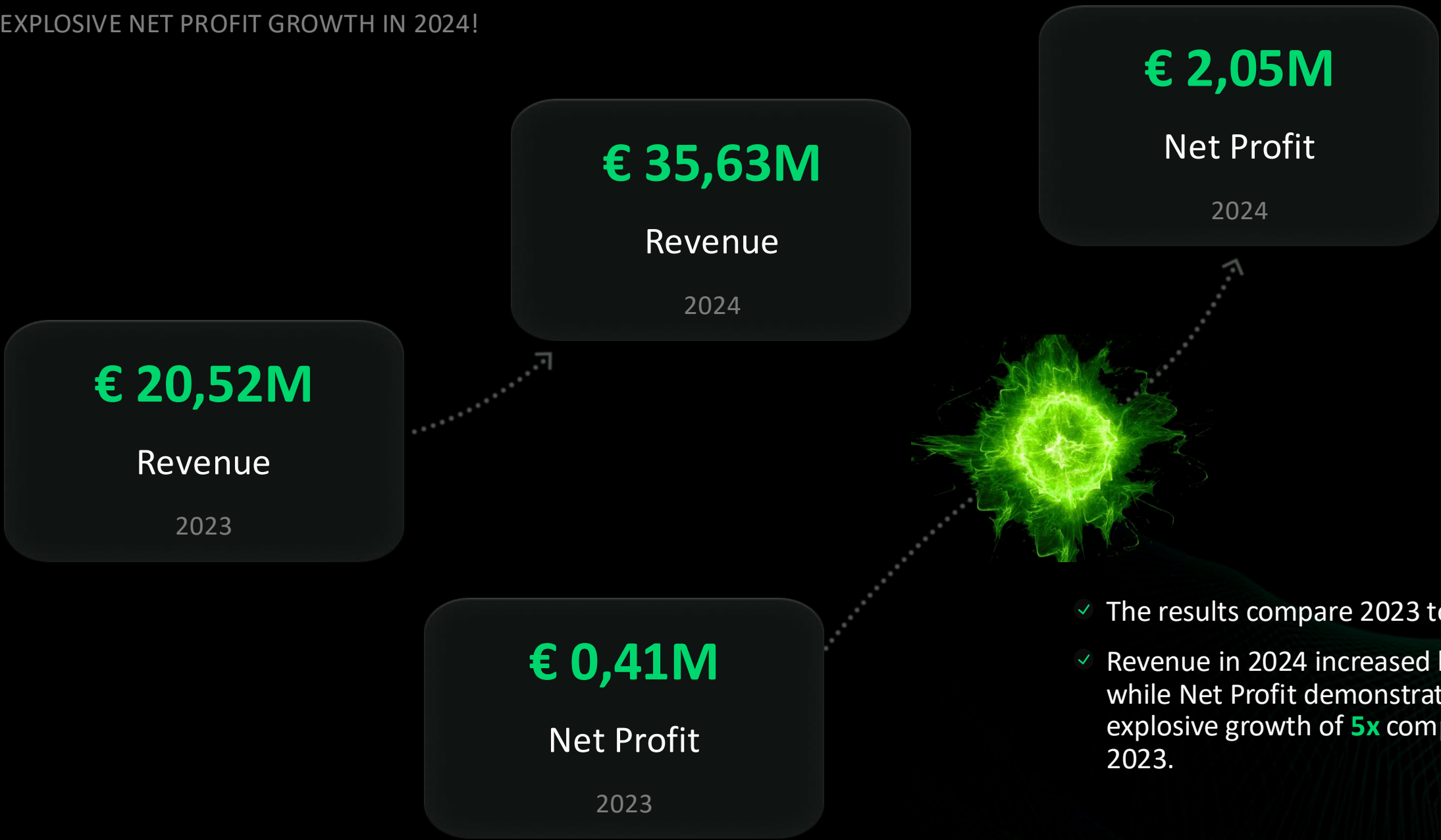
### Budget vs Actual (MEUR)



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

- ✓ Actual Revenue for 2024 exceeded budget by 5%.
- ✓ Actual EBITDA for 2024 surpassed budget by 22%.

EXPLOSIVE NET PROFIT GROWTH IN 2024!



- ✓ The results compare 2023 to 2024.
- ✓ Revenue in 2024 increased by **74%**, while Net Profit demonstrated explosive growth of **5x** compared to 2023.

### Loans issued and 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.

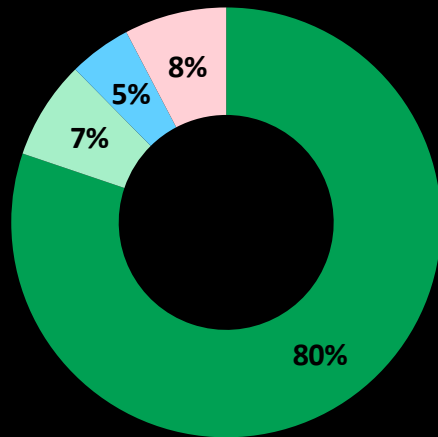
#### Main takeaways:

- ✓ As the portfolio grows, the loss rate has remained steady.
- ✓ There may be a slight increase in the loss rate over the next few quarters due to continued portfolio growth, but the group is expected to remain profitable.



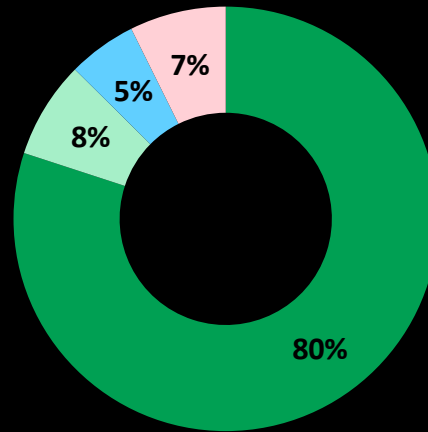
### WANDOO FINANCE GROUP portfolio quality

30.09.2024



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

31.12.2024



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

- ✓ Graphs displaying the quality of WANDOO FINANCE GROUP's portfolio.
- ✓ As the loan portfolio grows, its overall quality continues to show **stability**.



**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)

