

Consumer and pawn lending industry leader in Latvia




DelfinGroup is a licenced technology-based financial services company established in 2009 and operates under the brand names **Banknote** and **VIZIA**. The company continuously develops and offers consumer and pawn loans, loans developed for senior citizens, Buy now pay later loans (BNPL loans), and the sale of pre-owned goods online and at more than 90 branches across Latvia. On average, 35 thousand loans are issued monthly and serviced by a professional team of more than 300 **DelfinGroup** employees.

Brands:





Banknote

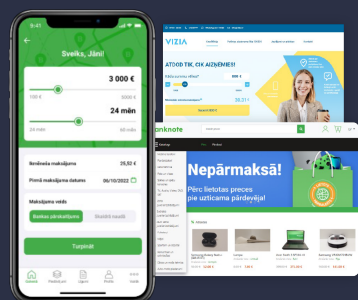
VIZIA

Main business segments:

-  Consumer Lending
-  Pawn Lending
-  Retail of Pre-Owned Goods

Services available via:

-  Mobile App
-  Web Pages
-  Online Store
-  Branch Network (90+)



Dividends

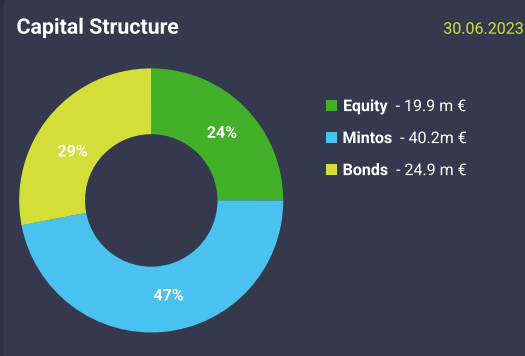
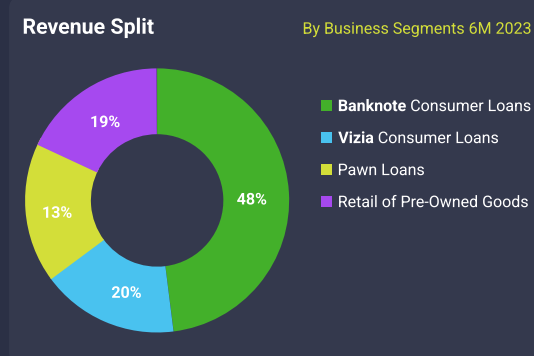
Shareholders receive quarterly dividends up to 50% from previous quarter's net profit and annual dividends. 6 dividend payments in 2022. EUR 5.4 million. 0.1197 EUR/share. **Dividend yield: 8.1%***

Profit & Loss

Balance Sheet (Million EUR).

	2020	2021	2022	H1 2022	H1 2023
Revenue	23.3	25.2	35.8	15.7	23.7
EBITDA	9.9	10.0	13.1	5.7	8.3
EBITDA Margin	42.3%	39.6%	36.6%	37.6%	35.9%
Profit Before Tax	5.2	5.0	7.3	3.4	3.8
Net Profit	4.4	4.0	6.0	2.5	3.4
Net Loan Portfolio	35.4	43.7	67.4	54.4	78.1
Interest Bearing Debt	31.1	29.4	54.0	40.5	65.9
Cash	4.6	2.5	2.4	2.3	3.0
Total Assets	46.5	52.2	77.2	62.9	91.4

Balance Sheet (Million EUR)



Milestones Over the Years



Retail of Pre-Owned Goods



- Smartphones 32%
- Jewelry 25%
- Computer Equipment 14%
- Other 14%
- TV, Audio, Video, Photo 8%
- Power Tools 7%

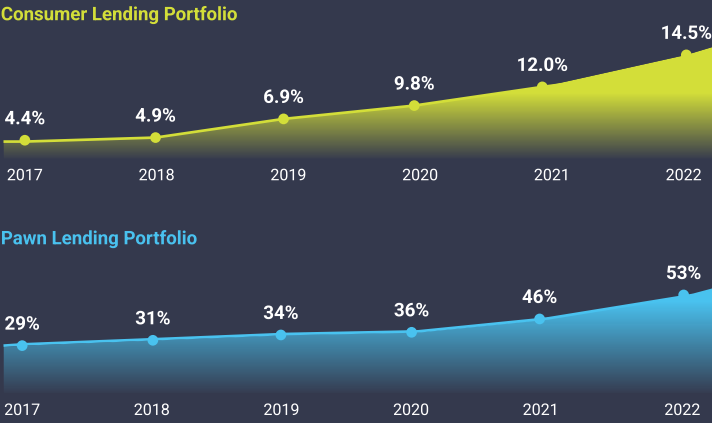
Key Priorities

- To build and maintain modern and innovative technological solutions, ensuring efficient planning and software development processes.
- To attract and develop the industry's best talent and to be an attractive employer.
- To develop data science and improve its use in decision-making and product development.
- To maintain efficient and well-managed internal business processes based on environmental and social responsibility principles and corporate governance, which are at the heart of DelfinGroup sustainability.
- To continue to provide easily accessible products and services – both in our more than 90 branches nationwide and online – with a particular focus on user experience (UX).

Key Ratios

	2020	2021	2022	H1 2022	H1 2023
New Loan Issuance mEUR	45.0	49.7	80.3	35.5	45.7
ROE	49%	30%	34%	26%	37%
Cost to Income Ratio	55%	57%	50%	54%	48%
Equity Ratio	21%	34%	24%	25%	22%
Non-Performing Loans (90+ Days)	4.8%	1.9%	1.2%	1.7%	1.8%
Interest Coverage Ratio	2.7	2.6	2.8	3.0	2.3
Number of Active Clients	46 149	49 419	56 682	52 884	58 909

Market Share

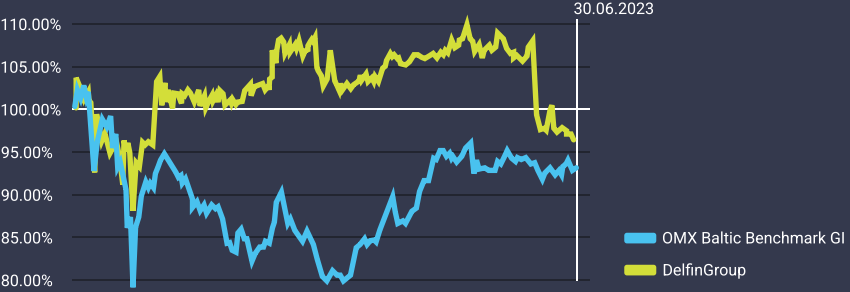


Stock Performance in H1 2023

Stock Ticker: DGR1R
Market: Baltic Main List, Nasdaq Riga Stock Exchange

Closing Price: 1.365 EUR
High Price: 1.55 EUR
Low Price: 1.355 EUR
Market Cap: 61.9 mEUR
EPS TTM: 0.152 EUR
Price/Earnings: 9.0
Free Float: 27.10%

DGR1R & OMX Baltic Benchmark Index Performance Since the Start of 2022



Circular Economy

DelfinGroup is a leader in promoting the circular economy and is dedicated to creating a sustainable and thriving market for pre-owned goods. By providing a platform for selling and purchasing pre-owned items, we are helping to reduce the amount of produced and consumed waste. In addition, **DelfinGroup** is helping to extend the life of products, which in turn reduces the burden on natural resources. **DelfinGroup** annually sells more than 160 thousand pre-owned goods in online store [veikals.banknote.lv](#) or its vast branch network.



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More Information

AS DelfinGroup
Skanstes iela 50A, Rīga
Latvia
IR@delfingroup.lv
+371 26189988
[www.delfingroup.lv](#)