

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 December 2023 DelfinGroup started operations in Lithuania by opening first five branches in Vilnius. 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

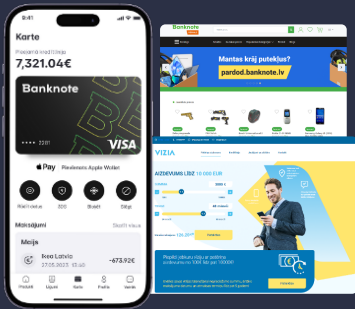
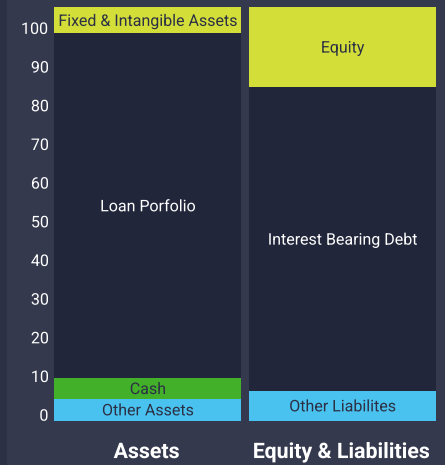
Shareholders receive quarterly dividends up to 50% from previous quarter's net profit. 4 dividend payments in 2023. EUR 3.5 million. 0.0771 EUR/share. **Dividend yield: 5.9%***

Profit & Loss

Balance Sheet (Million EUR).

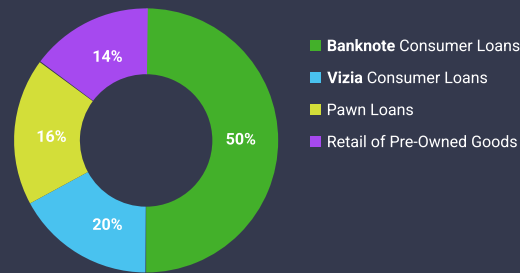
	2020	2021	2022	2023
Revenue	23.3	25.2	35.8	50.4
EBITDA	9.9	10.0	13.1	18.2
EBITDA Margin	42.3%	39.6%	36.6%	36.1%
Profit Before Tax	5.2	5.0	7.3	8.3
Net Profit	4.4	4.0	6.0	6.6
Net Loan Portfolio	35.4	43.7	67.4	89.0
Interest Bearing Debt	31.1	29.4	54.0	79.0
Cash	4.6	2.5	2.4	5.9
Total Assets	46.5	52.2	77.2	105.1

Balance Sheet (Million EUR)



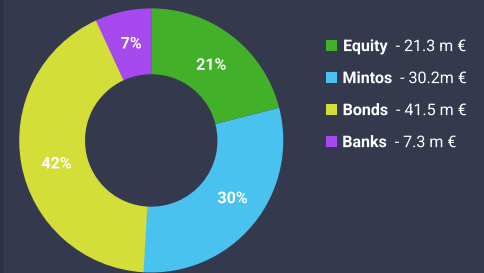
Revenue Split

By Business Segments 12M 2023

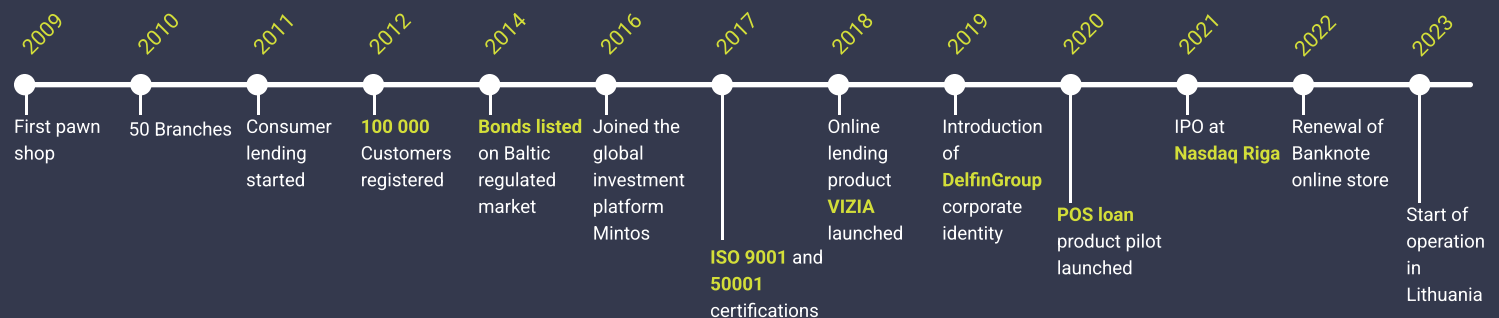


Capital Structure

31.12.2023



Milestones Over the Years



Business operations in:  


* TTM dividend payments. Calculation based on DelfinGroup share price at the end of the trading session on 29.12.2023.


Retail of Pre-Owned Goods





Smartphones	31%
Jewelry	24%
Computer Equipment	14%
Other	15%
TV, Audio, Video, Photo	8%
Power Tools	8%


Key Priorities

 To build and maintain modern and innovative technological solutions, ensuring efficient planning and software development processes.

 To develop data science and improve its use in decision-making and product development.

 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).

 To attract and develop the industry's best talent and to be an attractive employer.

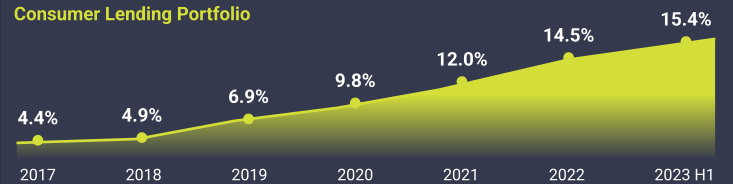
 To maintain efficient and well-managed internal business processes based on environmental and social responsibility principles and corporate governance, which are at the heart of DelfinGroup sustainability.

Key Ratios

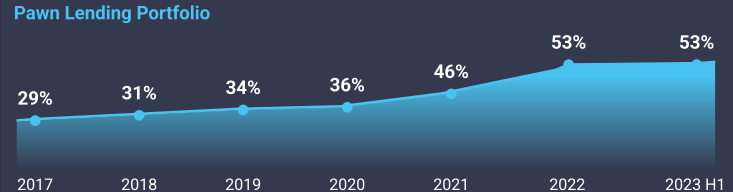
	2020	2021	2022	2023
New Loan Issuance mEUR	45.0	49.7	80.3	92.3
ROE	49%	30%	34%	34%
Cost to Income Ratio	55%	57%	50%	47%
Equity Ratio	21%	34%	24%	20%
Non-Performing Loans (90+ Days)	4.8%	1.9%	1.2%	1.6%
Interest Coverage Ratio	2.7	2.6	2.8	2.1
Number of Active Clients	46 149	49 419	56 682	58 927

Market Share

Consumer Lending Portfolio



Pawn Lending Portfolio



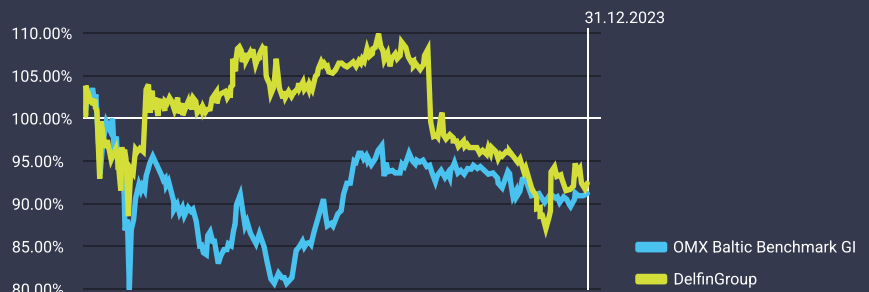
Stock Performance in 2023

Stock Ticker: DGR1R

Market: Baltic Main List, Nasdaq Riga Stock Exchange

Closing Price:	1.305 EUR
High Price:	1.55 EUR
Low Price:	1.22 EUR
Market Cap:	59.2 mEUR
EPS TTM:	0.146 EUR
Price/Earnings:	8.9
Free Float:	27.77%

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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