

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

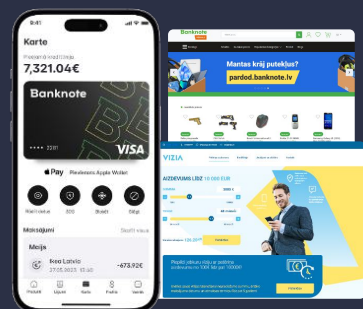
Shareholders receive quarterly dividends up to 50% from previous quarter's net profit. 5 dividend payments in over the last 12 months. EUR 3.7 million. 0.0818 EUR/share. **Dividend yield: 7.5%***

Profit & Loss

Balance Sheet (Million EUR).

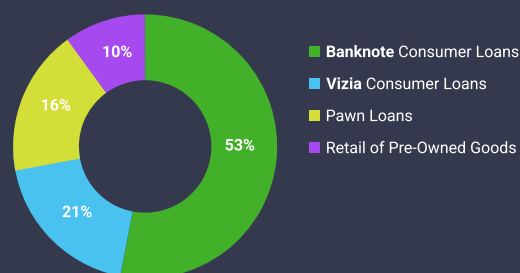
	2021	2022	2023	H1 2023	H1 2024
Revenue	25.2	35.8	50.4	23.3	29.1
EBITDA	10.0	13.1	18.2	8.3	10.5
EBITDA Margin	39.6%	36.6%	36.1%	36.2%	36.2%
Profit Before Tax	5.0	7.3	8.3	3.8	4.4
Net Profit	4.0	6.0	6.6	3.4	3.5
Net Loan Portfolio	43.7	67.4	89.0	78.1	101.5
Interest Bearing Debt	29.4	54.0	79.0	66.2	86.7
Cash	2.5	2.4	5.9	3.0	4.4
Total Assets	52.2	77.2	105.1	91.4	117.4

Balance Sheet (Million EUR)



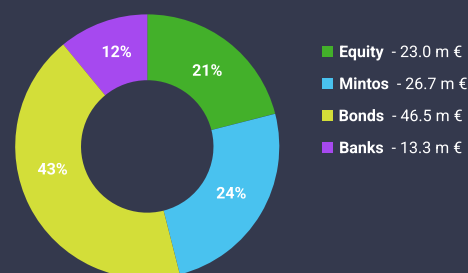
Revenue Split

By Business Segments 6M 2024

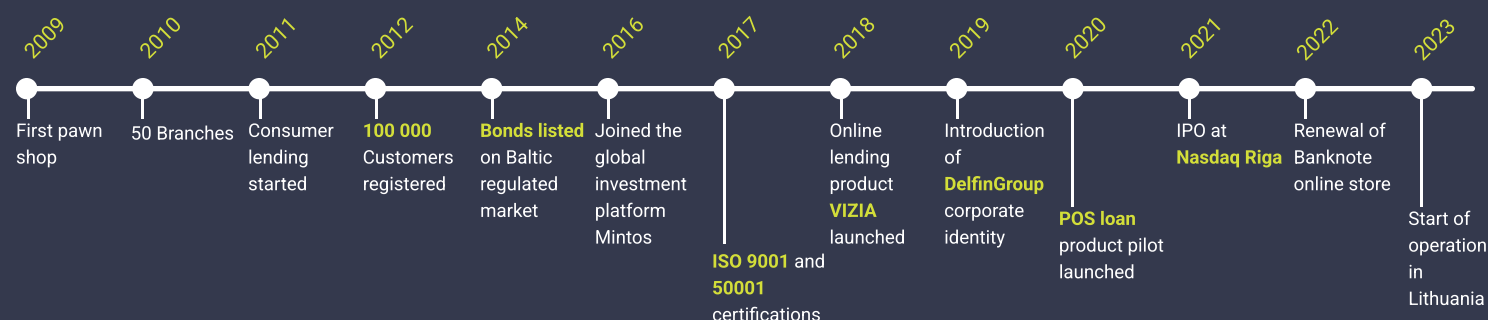


Capital Structure

30.06.2024



Milestones Over the Years



Business operations in:  

* TTM dividend payments. Calculation based on DelfinGroup share price at the end of the trading session on 28.06.2024.

Retail of Pre-Owned Goods



Jewelry	30%
Smartphones	29%
Other	14%
Computer Equipment	11%
Power Tools	9%
TV, Audio, Video, Photo	7%

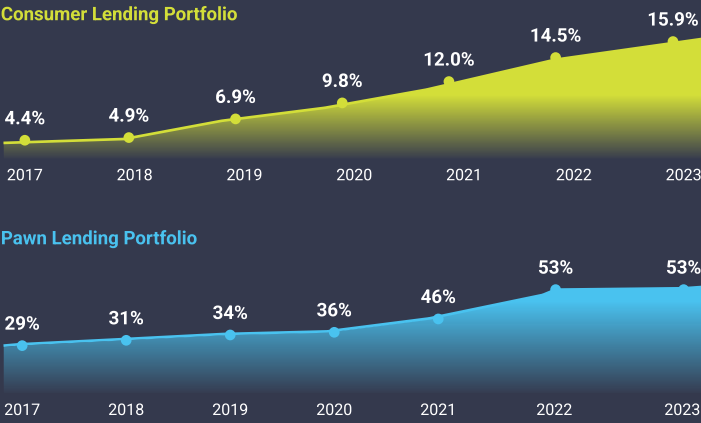
Key Priorities

- To develop the retail and goods circulation segment while ensuring its sustainability, increase in turnover, and profitability growth.
- To expand business beyond Latvia to boost business scale and company value. We have gained a significant market share in Latvia, so exploring new markets will foster company development.
- To develop convenient and innovative digital solutions, offering customers a personalized user experience (UX). To create new digital products and channels that provide customers with even broader online opportunities.
- To develop the pawn lending segment by increasing loan portfolio and maintaining a convincing market leader position.
- To ensure the necessary volume and diversification of funding to implement the company's strategy and growth.
- To develop the consumer lending segment by introducing cutting-edge digital and BNPL products, promoting financial inclusion, providing portfolio growth, and increasing market share.

Key Ratios

	2021	2022	2023	H1 2023	H1 2024
New Loan Issuance mEUR	49.7	80.3	92.3	45.7	51.1
ROE	30%	34%	34%	37%	33%
Cost to Income Ratio	57%	50%	47%	48%	46%
Equity Ratio	34%	24%	20%	22%	20%
Non-Performing Loans (90+ Days)	1.9%	1.2%	1.6%	1.8%	1.9%
Interest Coverage Ratio	2.6	2.8	2.1	2.1	2.0
Number of Active Clients	49 419	56 682	58 927	58 909	59k+

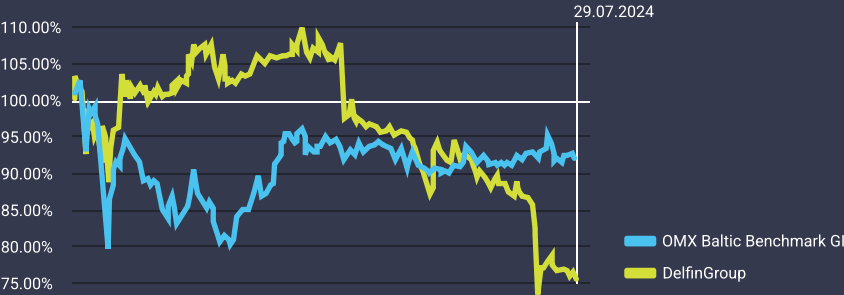
Market Share



Stock Performance in H1 2024

Stock Ticker:	DGR1R
Market:	Baltic Main List, Nasdaq Riga Stock Exchange
Closing Price:	1.086 EUR
High Price:	1.32 EUR
Low Price:	1.00 EUR
Market Cap:	49.3 mEUR
EPS TTM:	0.149 EUR
Price/Earnings:	7.3
Free Float:	47%

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](tel:+37126189988)
www.delfingroup.lv