

AS Sun Finance Group

Unaudited results
12M 2024



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One of the fastest-growing online lending platforms in Europe, driven by tech innovation, efficient risk management, and advanced data science solutions

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Operating countries

~1,400

Employees across the Group

24.5m+

Loan applications since inception

18.8m+

Registered customers

EUR 3.6bn+

Loans issued

EUR 102.6m

Bonds listed on Nasdaq First North

12M HIGHLIGHTS

During FY'24, the Group maintained solid financial results while realigning its geographic scope of operations. For 12m 2024, the Group reported interest income of €271.3m (-2.6% vs 12M 2023), EBITDA of 116.6m (delivering a 43.0% margin), and net loan portfolio of €170.3m (-6.3% vs 12M 2023).

In March, Sun Finance was once more recognised as one of the Fastest Growing European Companies by The Financial Times, maintaining its position in the ranking for the 4th consecutive year - a notable achievement not only for the Baltic region but also at the European level.

Within the same month, the Group's 3.5-year senior unsecured bonds (LV0000802692), with a coupon rate of 11% + 3M EURIBOR and maturity in November 2026, were admitted to trading on the Nasdaq First North market.

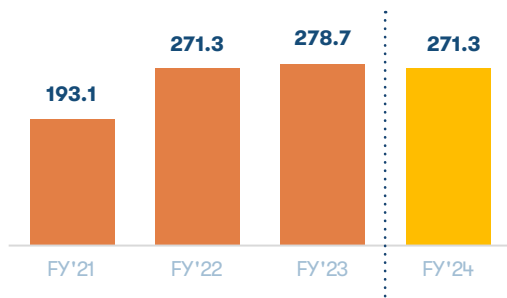
In April, the Group achieved a significant milestone, reaching €3 billion in loans issued to customers since the company's inception.

Towards the end of May, the Group registered a new senior unsecured bond issue (LV0000803187), to refinance the 3-year €20 million bonds maturing on 30 June 2024, as well as to support new product development and further geographic expansion. The bond issue (LV0000803187), maturing in November 2027, bears an 11% coupon rate, paid monthly. In February 2025, the Group decided to conclude the subscription period for the bond issue and reduce its issue size to €25.6m. As of 28 February 2025, these bonds have been listed on Nasdaq First North market.

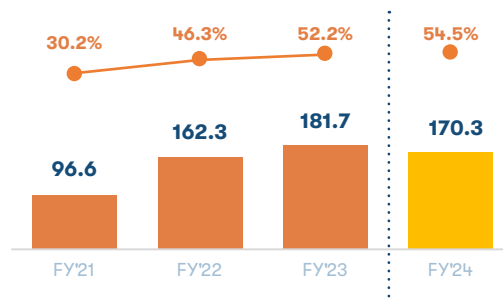
With the maturity of the €50m bond (LV0000860112) also approaching, the Group is working on a refinancing strategy and intends to launch a new private bond placement that will include an exchange offer to the existing bondholders already in March 2025. The upcoming bond issue will have a 10% coupon rate and a term of 3.5 years.

12M 2024 HIGHLIGHTS

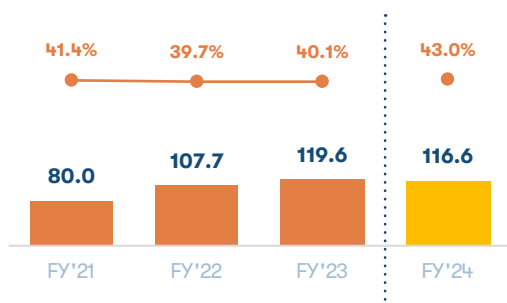
Interest income (€M)*



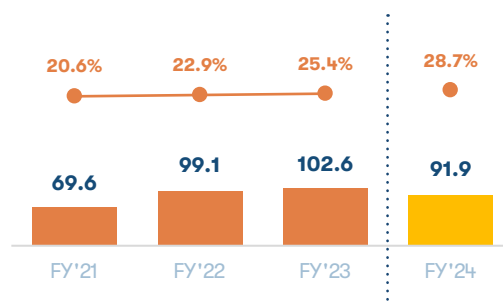
Net Portfolio (€M) (capitalisation ratio, %)



EBITDA (€M) (EBITDA margin, %)



Operating profit (€M) (Cost/income ratio, %)



*A reclassification from Interest income to Other operating income has been performed

Interest income

€271.3m

↓ 2.6% PoP

The Group recorded interest income of **€271.3m** in 12M 2024, representing a 2.6% decrease compared to **€278.7m** in 12M 2023. The slight decline was attributed to the strategic decision to reduce exposure in the Central Asia market.

Net portfolio

€170.3m

↓ 6.3% PoP

The net portfolio stood at **€170.3m** at the end of the period, reflecting a 6.3% decline vs 12M 2023, also largely driven by the downsizing in the Central Asia market. However, other operational regions, particularly Europe, demonstrated strong growth.

Cost/income

28.7%

↑ 329 bps PoP

Cost/income ratio reached **28.7% for the period**, rising by 329 bps compared to 12M 2023, primarily due to new product development and the shift in geographic scope of operational markets. Nonetheless, a notable improvement in the ratio was achieved in the last quarter of the year.

EBITDA

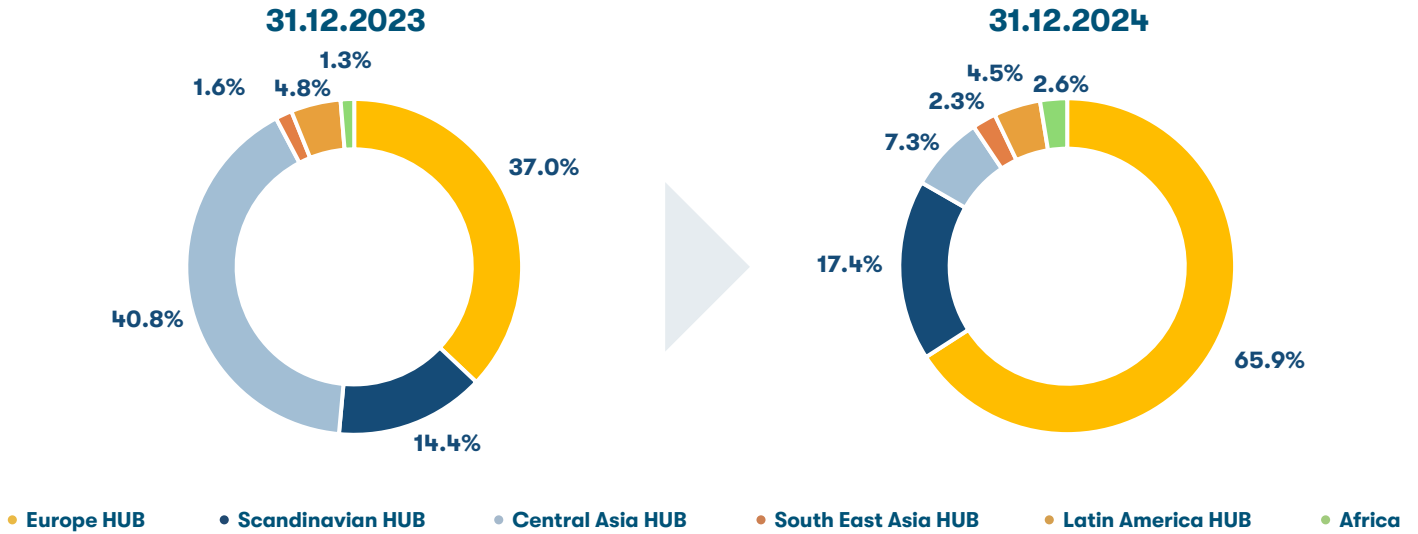
€116.6m

43.0% margin

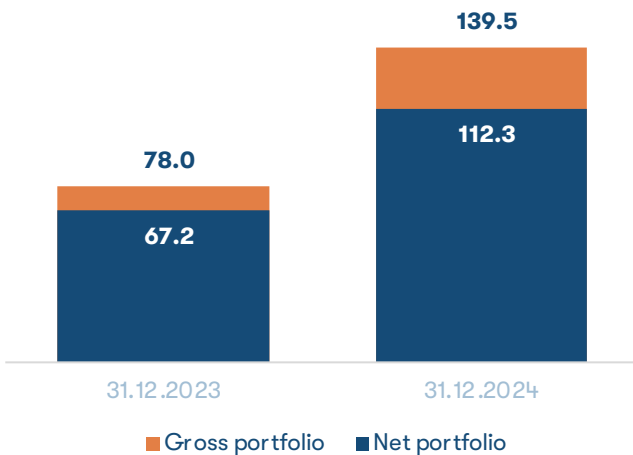
EBITDA for the period amounted to **€116.6m**, with a margin of **43.0%**, marking a 2.5% decline from 12M 2023. The decrease was primarily driven by a reduction in the Group's income.

PORTFOLIO ANALYSIS – GROUP & REGIONS

Portfolio Analysis

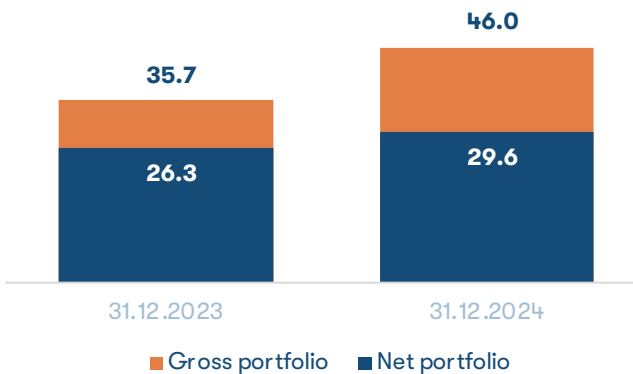


Portfolio – Europe HUB (€M)



- Despite being the Group’s most mature and stable market in terms of operations and industry development, the European HUB sustained its growth trajectory across all business metrics
- The portfolio quality has been consistently preserved at a high level

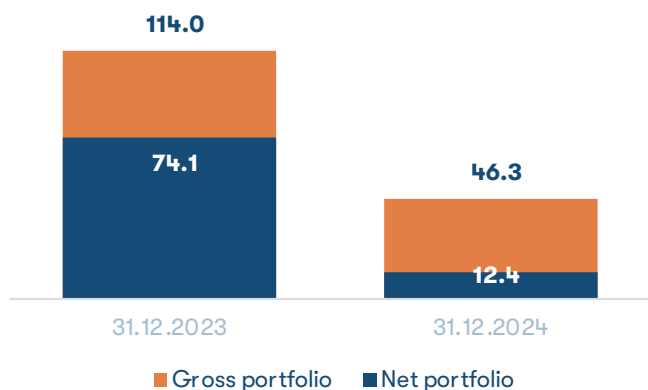
Portfolio – Scandinavia HUB (€M)



- The Scandinavian HUB maintains strong financial performance in terms of revenue and profitability
- During the period, improvements in the debt sales process were implemented, leading to a slight decline in the gross portfolio

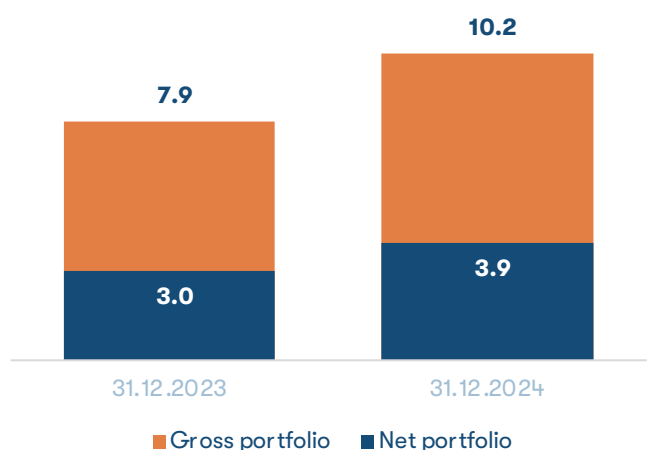
PORTFOLIO ANALYSIS – GROUP & REGIONS

Portfolio – Central Asia HUB (€M)



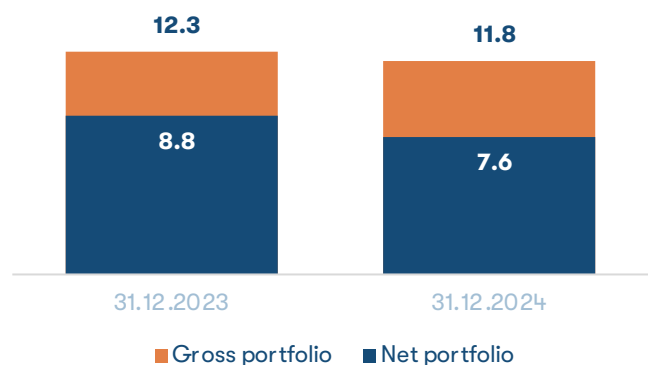
- The Group maintains focus on its long-term strategic plan to reduce exposure in the Central Asia HUB, resulting in a gradual portfolio decline

Portfolio – South East Asia HUB (€M)



- The market demonstrates steady growth in loan issuance volumes, revenue and profitability
- The Group closely monitors customer dynamics to maintain a stable portfolio quality

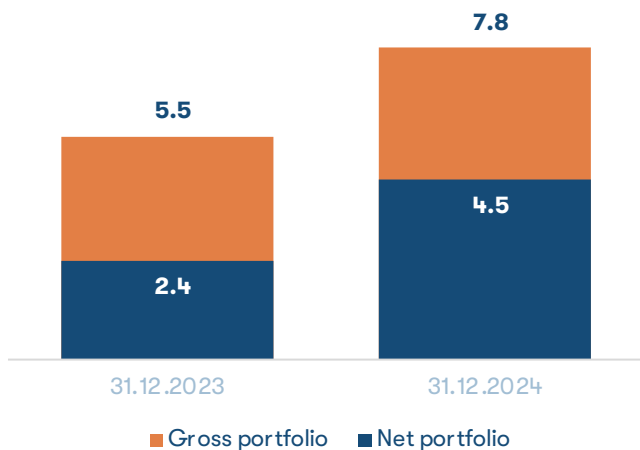
Portfolio – Latin America HUB (€M)



- Strong customer demand has led to increased issuance volumes; however, the portfolio balance at the end of the period was impacted by unfavorable exchange rate movements
- A higher repayment level observed at the end of the year, driven by market-specific seasonal factors

PORTFOLIO ANALYSIS – GROUP & REGIONS

Portfolio – Africa HUB (€M)



- Following the acquisition in Q3'23, the market has consistently delivered growth in terms of business volumes
- At the end of 2024, the annual non-performing portfolio write-off was completed, leading to a decline in gross portfolio amount

FINANCIAL PERFORMANCE

Consolidated Statement of Comprehensive Income

	Notes	12M 2024 (€M)	12M 2023 (€M)
Interest income		271.3	278.7
Interest expense		(18.1)	(17.8)
Net interest income		253.2	260.9
Impairment and write-off expense		(101.9)	(115.2)
Operating costs	1	(85.4)	(85.6)
Other operating income		31.0	42.5
Other operating expense		(1.1)	(5.0)
Net foreign exchange result		-	(1.2)
Profit before tax		95.8	96.4
Corporate income tax for the reporting period		(25.6)	(24.3)
PROFIT FOR THE PERIOD		70.1	72.1

(1) Operating costs

	12M 2024 (€M)	12M 2023 (€M)
Direct costs	29.8	25.4
Personnel costs	21.5	19.3
Indirect costs	19.7	21.1
Marketing and sponsorship	11.5	16.6
Amortisation and depreciation	2.7	2.6
Other costs	0.2	0.6
TOTAL	85.4	81.4

FINANCIAL PERFORMANCE

Consolidated Statement of Financial Position

	Notes	31.12.2024 (€M)	31.12.2023 (€M)
Tangible and Intangible assets		17.9	17.6
Other non-current assets		9.2	2.9
Loans and advances to customers	2	170.3	181.7
Cash and cash equivalents		34.9	22.6
Other receivables	3	25.2	29.7
TOTAL ASSETS		257.5	254.6
Share capital and Share premium		0.4	0.4
Retained earnings, reserves and NCI		92.4	94.4
Total equity		92.8	94.8
Loans and borrowings	4	131.0	126.7
Taxes payable		14.4	13.8
Trade and other payables		9.7	8.2
Prepayments and other payments received from clients		5.9	6.2
Other liabilities		3.7	5.0
Total liabilities		164.7	159.8
TOTAL EQUITY AND LIABILITIES		257.5	254.6

(2) Loans and advances to customers

	31.12.2024 (€M)	31.12.2023 (€M)
Gross receivables	261.7	253.6
Allowance for doubtful debts	(91.4)	(71.9)
NET RECEIVABLES	170.3	181.7

(3) Other receivables include receivables from sold portfolio, tax advance payments and other prepaid expense.

FINANCIAL PERFORMANCE

(4) Loans and borrowings

	31.12.2024 (€M)	31.12.2023 (€M)
Unsecured bonds ¹	75.4	81.8
Loan marketplace (P2P)	5.0	21.9
Other loans ²	50.7	23.0
TOTAL	131.0	126.7

¹ Unsecured notes maturing September 2025, November 2026 and November 2027

² Other loans include loans received from minority shareholders, management, and other investors. Maturities ranging from 2025 to 2027

KEY FINANCIAL METRICS & RATIOS

	12M 2024	12M 2023
Turnover	271.3	278.7
EBITDA	116.6	119.6
EBITDA margin (%)	43.0%	40.1%
Net loan portfolio	170.3	181.7
Capitalization ratio (%) ¹	54.5%	52.2%
Interest coverage ratio ²	6.4x	6.5x
Unencumbered receivables ratio ³	2.2x	2.0x
Cost/Income Ratio (%) ⁴	28.7%	25.4%

¹ Capitalization ratio equals Total Shareholders' Equity at the end of period divided by Net loan portfolio at the end of the same period

² Interest coverage ratio equals trailing 12-month EBITDA divided by trailing 12-month Interest expense

³ Unencumbered receivables ratio equals Net unencumbered loan portfolio divided by Total unsecured financial indebtedness

⁴ Cost / Income ratio is calculated by dividing Operating costs with operating income

At the period end, the Group's financial results provided sufficient headroom to fulfil bond covenants.



Modern finance.
For a modern **society.**

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