

Results Review 2025



Dividend moderation today, capacity tomorrow

Eleven Group S.A. ("Eleven" or the "Group") delivered solid yearly results, reaching several key milestones along the way. The Group successfully scaled its operations across existing markets through product expansion, most notably the strong launch of smartphone financing, supported by a solid brand recognition, improving customer retention and repeat borrowing. Eleven achieved record loan issuance, issuing EUR 458m (+24% y-o-y) to new and existing clients. The total loan portfolio reached EUR 447m (+20% y-o-y), exceeding its financial KPI by EUR 15m. Despite entering new markets and segments, the Group managed to grow revenues faster than operating costs. Somewhat less encouraging, impairment costs increased faster than the net loan portfolio, mainly driven by higher payment delays in Sub-Saharan consumer lending markets. However, we view the overall loan portfolio quality satisfying. Although the bottom line came slightly below the annual target, Eleven continued to deliver profitable growth, with adjusted EBITDA at EUR 101.9m (+13% y-o-y) and profit before FX at EUR 40.8m (+23% y-o-y). Unfortunately, FX losses weighed on reported earnings, resulting in net profit of EUR 22.9m, broadly stable y-o-y.

Eleven has yet to announce the dividend payout for H2/25. For reference, in H1 the Group declared a dividend of EUR 4.9m, corresponding to a 32% payout ratio and a 2.4% dividend yield. Although below its 50% target payout, the lower distribution is understandable given the ongoing portfolio expansion and the recent EUR 275m bond issue, which is temporarily weighing on the equity ratio. Given the Group's dividend policy, the equity ratio standing at 18.3%, we expect the H2/25 payout ratio to fall within the 30–40% range (EUR 4.2–5.6m), implying a total dividend yield from 2025 profits of approximately 4.5–5.2%.

Net portfolio and profits before FX growth has exceeded our initial expectations, and our first impressions on the launch of smartphone financing segment are positive. In addition, the Group has entered Tanzania, its 17th market, and indicated that it has established a legal entity in another market, currently progressing through the licensing process. Eleven has noted that it is reviewing its targets, and accordingly, we are placing the stock under review until better clarity.

Company profile	
Listing market	Nasdaq Riga/FRA
Ticker	ELEVR/OT8
Industry	Financial services
Website	https://www.eleven.com/



Share Data (Feb 10, 2026)	
Current price, EUR	1.71
Target price, EUR	U.R
Potential Upside/Downside, %	U.R
52 week Low/High, EUR	1.60/1.75
3 month av. daily volume	22640
Market cap, EURm	200.3
Ordinary shares	117.1

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Key Numbers (EURm)	2022	2023	2024	2025	2026E	2027E	2028E	2029E	2030E
Revenue	175.7	189.3	216.6	250.1					
EBITDA	68.1	81.8	92.8	110.0					
Net profit before FX	26.1	30.8	33.3	40.8					
Net loan portfolio	297.6	328.8	375.5	446.6					
Net Debt	266.7	299.6	293.1	391.0					
Total Equity	54.1	65.5	108.2	105.7					Under review
Dividends	0.6	10.0	14.8	4.9*					
Dividend Yield (%)	-	-	7.6	2.4*					
ROE (%)	30.8	31.6	31.1	27.2					
EV/EBITDA (x)	-	-	5.5	5.4					
P/E (x)	-	-	8.3	8.7					
P/Book (x)	-	-	2.1	1.9					

Source: Eleven, Signet Bank. *Includes only dividends for the first half of the year. Dividends for the second half are yet to be announced.

The net loan portfolio expanded to EUR 447m (+20% y-o-y). Consumer loans increased 37% y-o-y, driven by strong growth in Botswana, Zambia, and Lesotho, while the vehicle portfolio grew 14% y-o-y, supported by solid performance across Sub-Saharan markets, Latvia, Romania, Georgia, and Armenia. Device (smartphone) financing, launched in Uganda in Q1/25 and in Kenya in June 2025, ended the year with a EUR 13.5m loan portfolio, adding EUR 6.9m in Q4 and already accounting for 3% of total loan portfolio. The segment had a very decent launch, and management looks forward to expand it further across both existing and new markets. In our view, this represents a strong complement to the more mature segments and should provide an additional driver for loan portfolio growth going forward.

Net revenues reached EUR 204.1m (+16% y-o-y), slightly lagging portfolio growth, as meaningful share of loan portfolio expansion occurred in the second half of the year and the full effect on revenues is likely yet to be seen. Based on the last two quarters, we estimate the approximate annual yield of the smartphone financing segment at 120%, twofold the Group's average portfolio yield of around 62%. If successfully scaled further, this product should become a meaningful contributor to net revenue growth going forward.

Impairments rose 26% y-o-y to EUR 52.1m, outpacing portfolio growth. Vehicle finance impairments increased 13% y-o-y (NPL 4.9% vs. 6.2% at end-2024), while consumer loan impairments climbed 41% y-o-y, with NPL broadly stable at 4.1%. The increase

reflects portfolio expansion and elevated impairment levels in Sub-Saharan Africa, partly linked to higher payment delays compared to 2024. At this stage, it remains difficult to assess the impairment rate of the new device financing segment. As is typical for high-demand, short-tenor consumer lending products, the segment inherently carries higher credit risk compared to vehicle finance or more traditional consumer lending.

Operating expenses remained well contained at EUR 98.4m (+6% y-o-y), supported by a EUR 3m tax reversal in Romania. Excluding this effect, OpEx would have grown 10% y-o-y, reinforcing the continued cost discipline. The C/I ratio increased slightly q-o-q due to Eurobond refinancing and new market entry costs but improved y-o-y to 38.0% (-1.8 pp).

Overall, 2025 marked a year of solid execution and continued scaling for Eleving Group. The company delivered record loan issuance, strong portfolio growth, and maintained cost discipline while expanding into new markets and successfully launching new segments, which are emerging as an additional growth drivers. Despite higher impairments and FX headwinds weighing on reported earnings, core profitability improved and the Group preserved a satisfactory portfolio quality. In our view, Eleving enters 2026 with a solid foundation for continued profitable growth.

Results Review, EURm	FY/25A	FY/24A	% y-o-y	FY/25E	Dev. Abs	Dev. %
Net loan portfolio	447	371	20	403	43	11
Revenues	250.1	216.6	15	238	12	5
Net revenues	204.1	175.4	16	204	(0)	(0)
Impairment costs	(52.1)	(41.5)	26	(47)	(5)	(11)
Operating expenses, net	(98.4)	(92.5)	6	(106)	8	8
Adj. EBITDA	101.9	89.8	13	91	11	(12)
Net profit before FX	40.8	33.3	23	36	5	13
Net profit from contin. Operations	29.1	28.8	1	36	(7)	(19)
Net profit attr. to equity holders	22.9	23.5	(3)	30	(7)	(23)

Source: Eleving, Signet Bank for estimates

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