

Alantra Italian Equity Research

KRUSO KAPITAL (BUY, TP Eu2.7):

Strong entry speed in 2025

Kruso Kapital reported a strong set of 1Q25 results yesterday:

- **Total Income stood at Eu8.3mn, up 49% YoY.** The growth was driven by: 1) a full quarterly contribution from the Portuguese acquisition (consolidated in Nov-24; organic growth would have been around +30% YoY); 2) higher pledge volumes in Italy, driven by both net interest income (+58% YoY) and net fees (+44% YoY). The increase in fees was propelled by a greater number of auction units and the recent substantial appreciation in gold prices.
- **Net profit soared to Eu1.9mn, more than doubling YoY,** thanks to the consolidation of the Portuguese business. However, organic growth is estimated at around +80% YoY, confirming the business's strong underlying growth trajectory.
- **Pawnbroking assets rose sharply:** loans backed by pledges reached Eu153.4mn (+25% YoY, +6.6% QoQ), supported by both higher volumes and CEP integration.
- **Cost of risk remains low despite reclassification:** the new credit policy led to Eu34.2mn of NPLs (from Eu0.5mn at Dec-24), but there was no underlying increase in credit risk. Cost of risk remained at 10bps.
- **Equity and capital remain solid:** shareholders' equity stood at Eu51.4mn (+Eu1.9mn QoQ). CET1 and Total Capital at Eu20.5mn; TCR declined to 20.5% (from 22%) due to RWA growth (Eu100.1mn vs Eu92mn).

- **Liquidity and funding position healthy:** Eu8.4mn in cash; bank funding (mainly from Banca Sistema) accounts for ~30% of total funding.
- **Auction business slightly softer:** 19 auctions held in Italy (vs 18 in 1Q24); higher gold prices supported revenue, partially offsetting lower auction house income.
- **Cost-income ratio improved significantly,** falling from 74% in 1Q24 to 63%.

Eu mn	1Q24A	1Q25A	YoY %	FY24A	FY25E	YoY %
Net interest income	2.2	3.5	57.6%	10.4	13.3	27.1%
Net fee income	3.3	4.8	43.5%	14.3	17.0	19.4%
Total income	5.5	8.3	49.1%	24.7	30.3	22.7%
Restated Net Profit	0.9	1.9	107.6%	4.7	7.5	60.2%
Loans	122.6	153.4	25.1%	143.9	159.3	10.8%
Equity	45.8	51.4	12.2%	49.5	57.0	15.2%
<i>RATIO - Total Capital</i>	<i>na</i>	<i>na</i>		21.9%	19.7%	
<i>Total Income margin</i>	4.5%	5.6%		17.2%	19.0%	
<i>Cost/Income</i>	73.8%	63.1%		69.3%	61.9%	

COMMENT

Solid beat across the board. Kruso is scaling efficiently, maintaining strong credit discipline, and monetizing gold tailwinds. A compelling niche lender story with resilient fundamentals.

Capital strength remains a key anchor, despite the impact of the new credit reclassification, Kruso maintains a solid Total Capital Ratio above 20%, confirming robust solvency and operational resilience. BUY reiterated.

For inquiries regarding this note please contact:



Luca Arena

Head of Italian Equity Research

M. +39 344 023 6259

D. +39 02 63 67 1620

Andrea Zampaloni

Vice President

M. +39 339 8185863

D. +39 02 63 67 1621

About Alantra

Alantra is an independent global mid-market financial services firm providing investment banking, asset management, and private capital services to companies, families, and investors operating in the mid-market segment. The Group has over 500 professionals across Europe, the US, Latin America, Asia and the Middle East.

In financial advisory, Alantra has completed over 1,000 transactions in the last four years in M&A, debt advisory, financial restructuring, structured funding & asset-backed securitizations, credit portfolio advisory, and capital markets. Alantra has sector and product specialized teams coupled with strong local relationships with leading companies, investors, and financial institutions in each of its markets.

In Alternative Asset Management, Alantra offers its clients unique access to a wide range of investment strategies in five highly specialized asset management classes (private equity, active funds, private debt, energy, and venture capital). As of 31 December 2024, assets under management from consolidated and strategic businesses stood at more than €16.5bn.

ALANTRA

United Kingdom • United States • France • Spain • Germany • Switzerland • Italy • UAE • Nordics •
Benelux • Ireland • Greece • Chile • Argentina • Colombia • Portugal

Any business communications sent by or on behalf of Alantra Partners S.A. or any other entities belonging to the Alantra Group (together "Alantra") is confidential and may be privileged or otherwise protected. If you receive it in error please inform us and then delete it immediately from your system. You should not copy it or disclose its contents to anyone. Please be aware that messages sent to and from Alantra may be monitored for reasons of security, to protect our business, to ensure compliance with legal and regulatory obligations and our internal policies and to extract statistics about business interactions. Emails are not a secure method of communication, can be intercepted and cannot be guaranteed to be error free. Anyone who communicates with us by email is taken to understand and accept the above. Although this email and any attachment are believed to be free from viruses, it is the responsibility of the recipient to ensure that they are virus free. No responsibility is accepted by Alantra for any loss or damage arising in any way from their receipt, opening or use.

Sending or receiving Alantra's emails and having a business relationship with Alantra will imply processing your personal data by Alantra.

Data Controller: Alantra Partners S.A. or any other entities belonging to the Alantra Group. Purpose of the processing operation: Managing the commercial relationship/contract, pre-contractual relationship or to comply with applicable laws. Legitimization: Contract or pre-contractual relationship. Legitimate interest to carry out Alantra's business, compliance with applicable laws and marketing. Recipients: [Other companies of the Alantra Group](#). and service providers. Rights: to stop receiving our information, to access, amend, delete, port your data, restrict and object the processing of your personal and to know more about international data transfers please let us know at dataprivacy@alantra.com. For additional information please consult [Data Protection Policy | Alantra](#).