

# Mellenu Holding S.A.

Investor presentation for six-month 2026 results

September 2026

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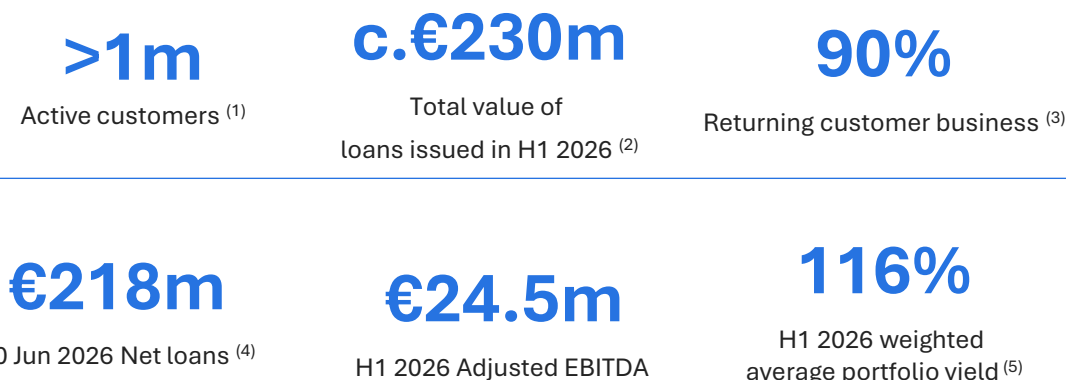
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# Business update

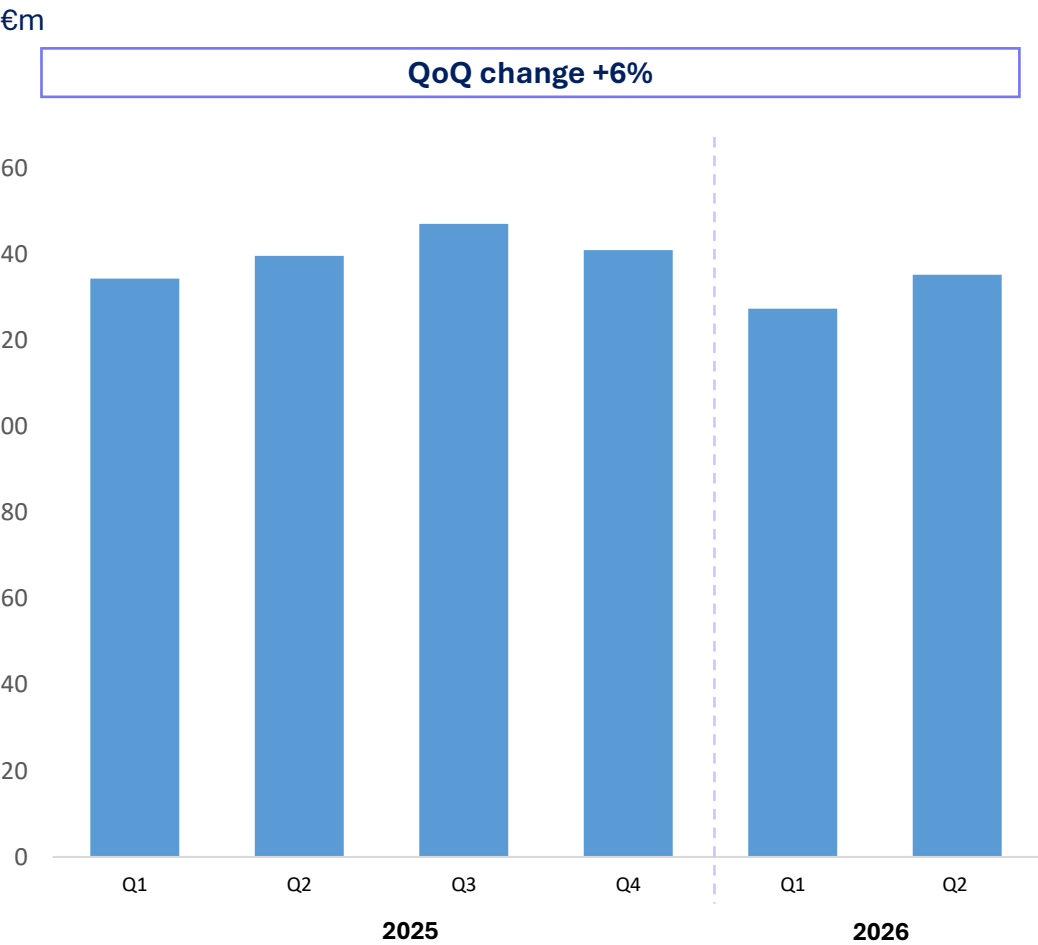
- Mellenu Holding S.A. became the new parent company in May 2026
- Management-led buyout and shareholder restructuring progressing
- Adjusted EBITDA of €24.5m in H1 2026, demonstrating the resilience of the core business
- Disciplined growth strategy:
  - Georgia continues to scale
  - UK joint venture: supports future growth
  - Continued disciplined expansion into selected opportunities



**Notes:**

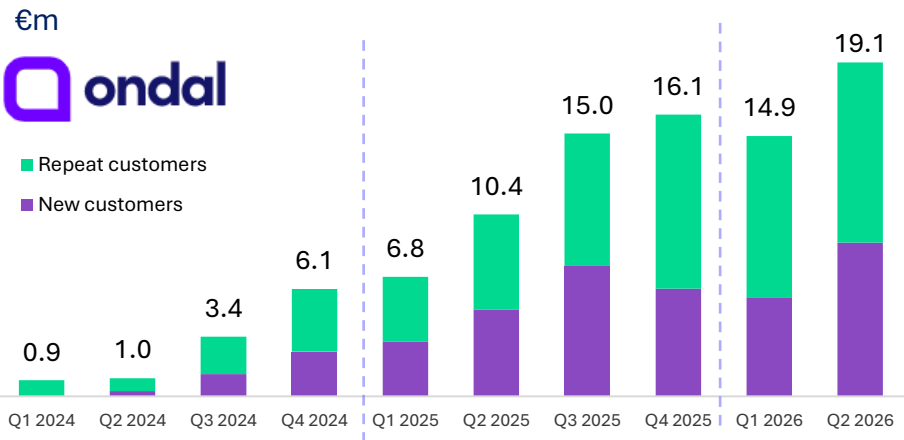
- (1) Customers with an open credit relationship during 2025
- (2) Total value of online issued loans in H1 2026 (main loans, including additional amounts), does not include UK JV
- (3) Proportion of issuance volume to online customers who have returned (i.e., taken out and repaid at least one loan), 2025
- (4) Includes net receivables as well as selected funding supporting the Group's strategic initiatives (including UK JV and emerging markets)
- (5) Annualised H1 2026 interest income / average net loan principal

Online loan issuance: prioritising profitability <sup>(1)</sup>

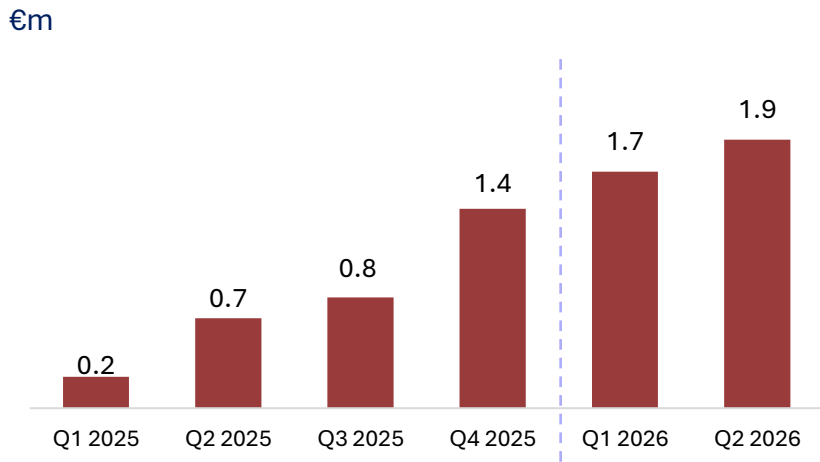


Note (1): Loan issuance in all online markets

 UK joint venture loan issuance



 Georgia loan issuance

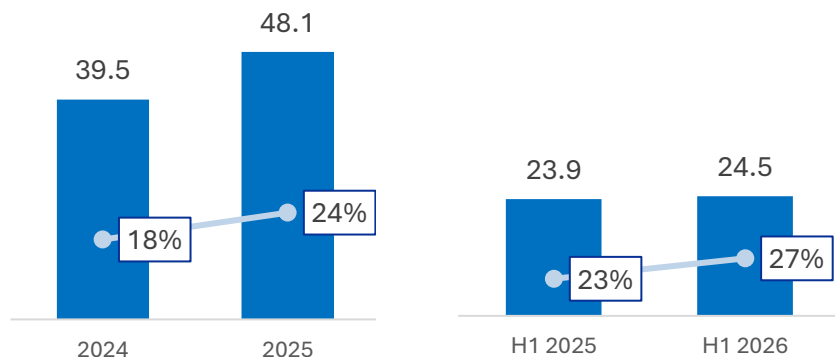


# Financial highlights

# Resilient profitability and cost discipline

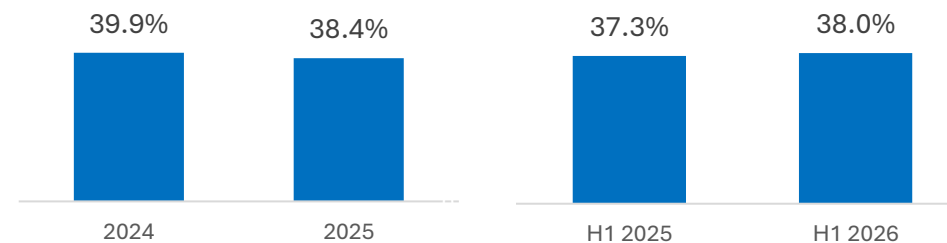
## Adjusted EBITDA / Adj. EBITDA margin

€m / %



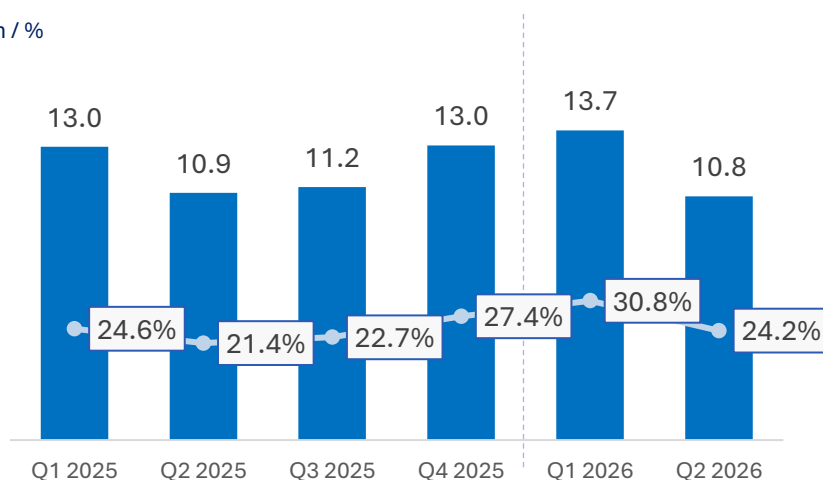
## Cost to income ratio

%



## Adjusted EBITDA / Adj. EBITDA margin by quarter

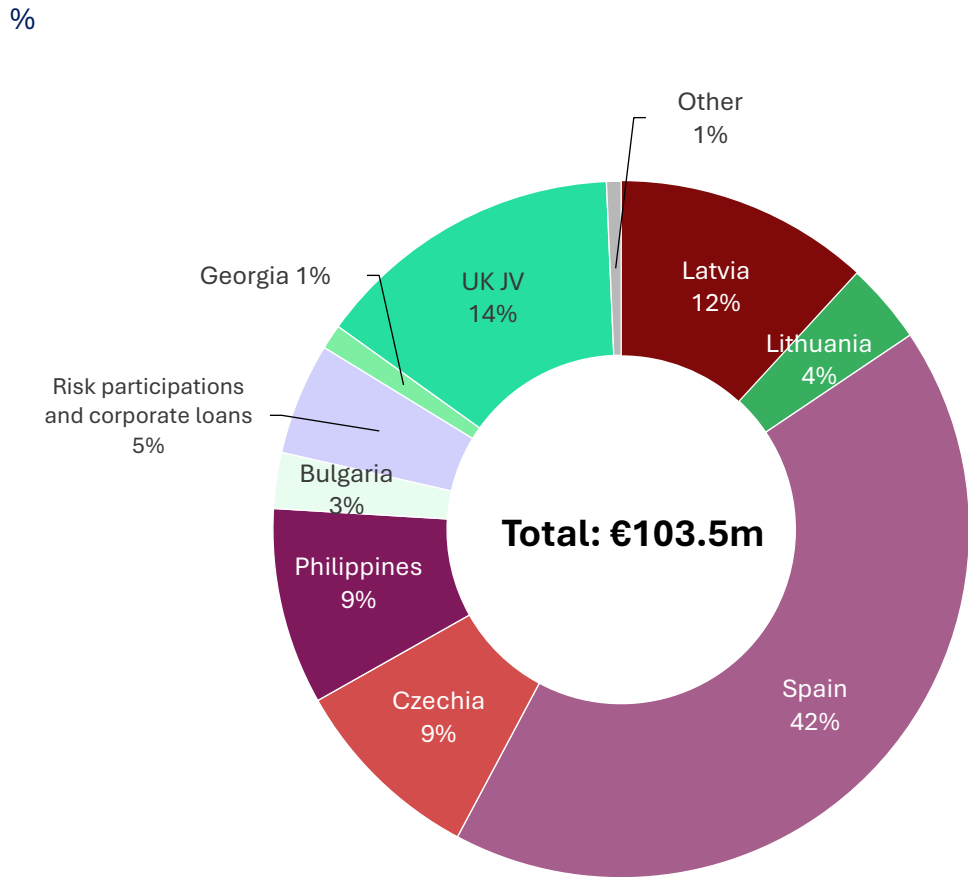
€m / %



- Resilient profitability, with Adjusted EBITDA of €24.5m and a healthy Adjusted EBITDA margin in H1 2026
- Cost to income ratio broadly stable, reflecting continued cost discipline

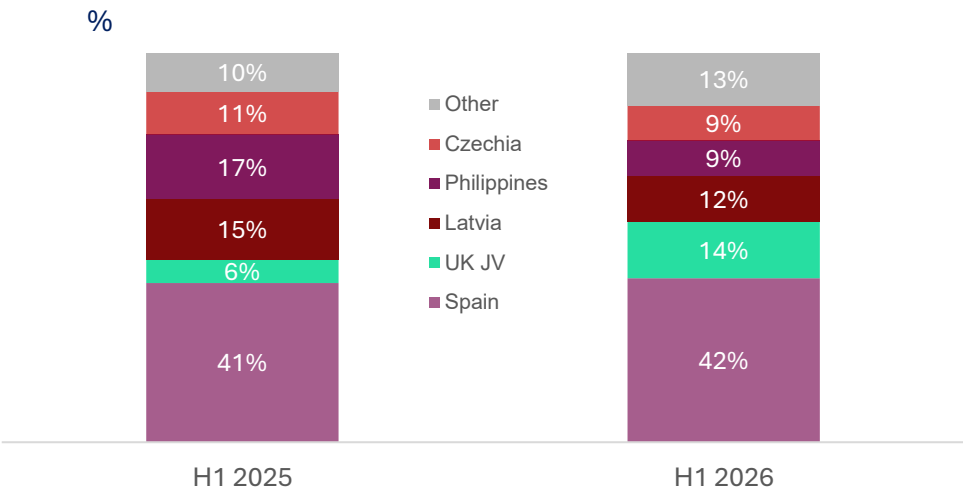
# Resilient and evolving income

Proforma 6M 2026 Online gross income by country<sup>(1)</sup>

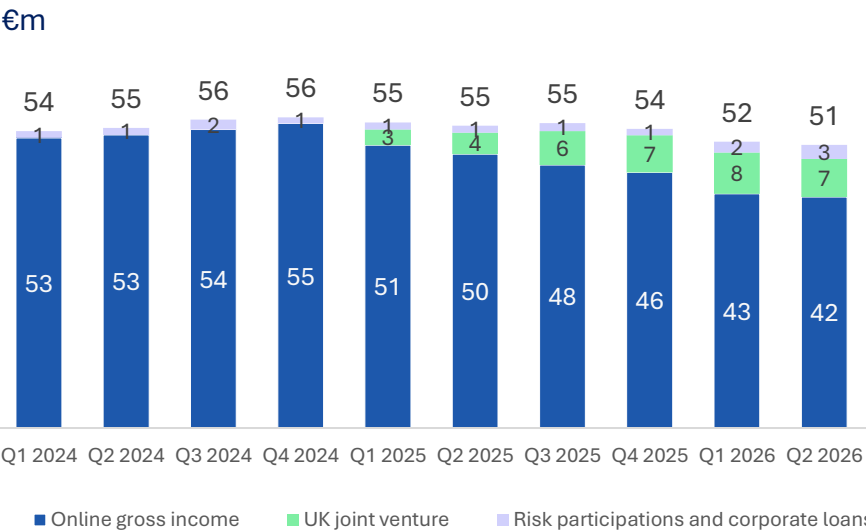


Notes:  
(1) Includes income from UK joint venture, not currently consolidated  
(2) Top 5 markets shown separately; all other markets included in "Other"

Proforma gross Income by country<sup>(2)</sup>

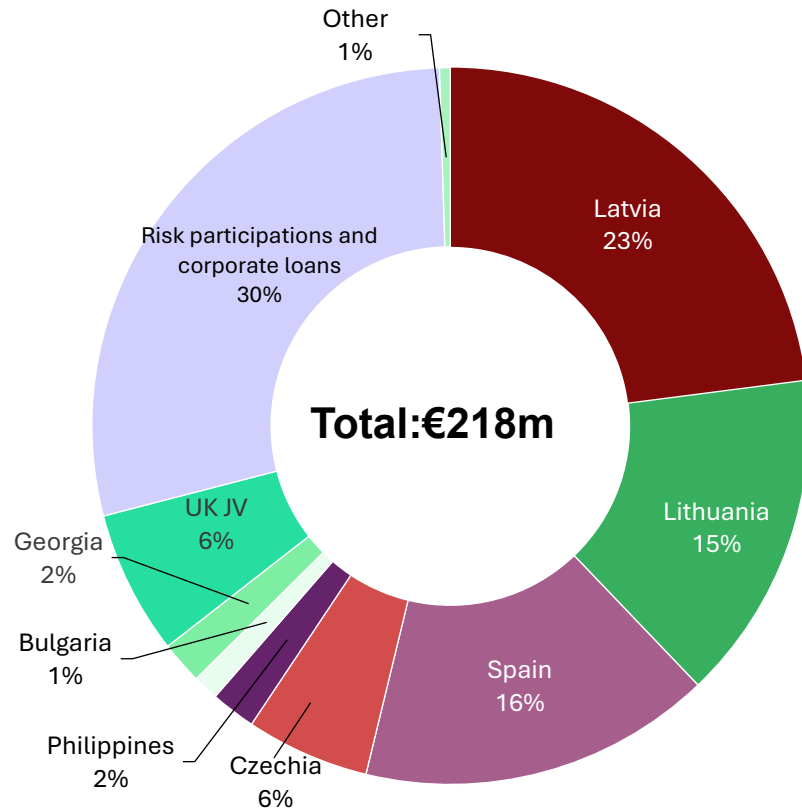


Proforma gross Income by quarter



# Diversified loan portfolio

## Proforma net loans, 30 Jun 2026<sup>(1)</sup>

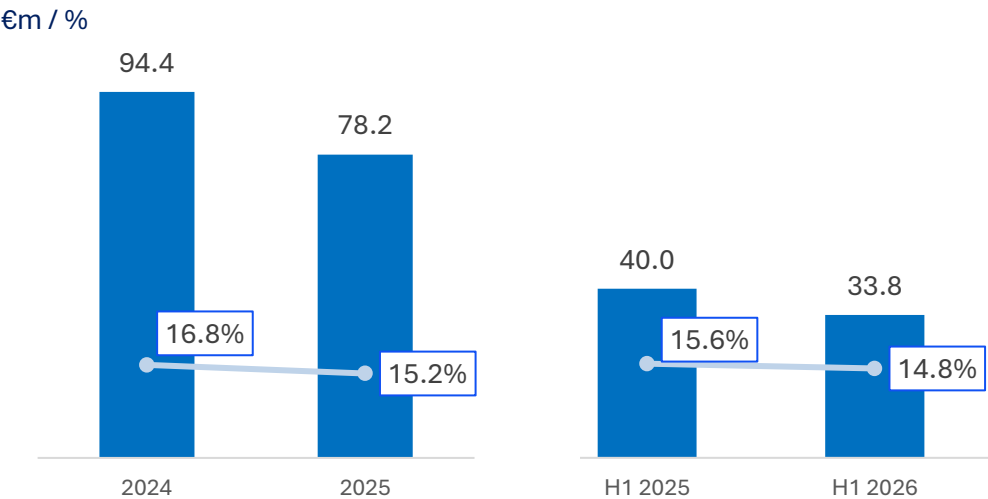


- Diversified portfolio across multiple markets with limited concentration risk
- Selective expansion into emerging markets
- Disciplined risk management supporting stable portfolio quality
- Leveraging excess capital to pursue selected growth opportunities

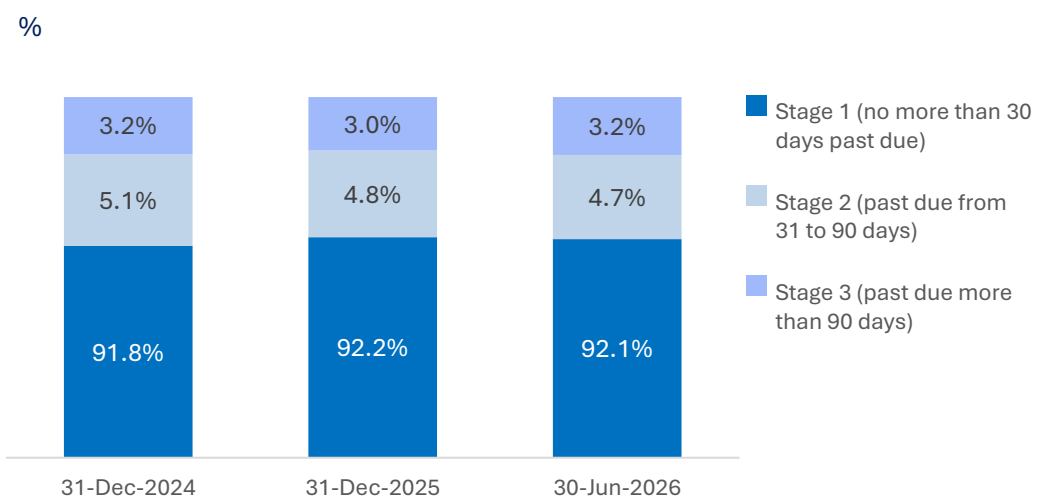
Note (1): Net loans include net receivables as well as selected funding supporting the Group's strategic initiatives (including UK JV and emerging markets)

See appendix for definitions of key metrics and ratios

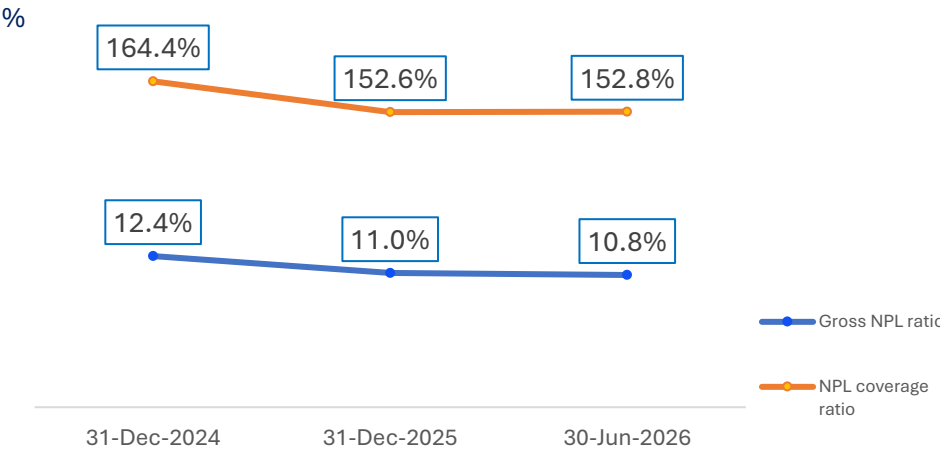
## Net impairment charges and net impairment rate<sup>(1)</sup>



## Net receivables quality analysis



## NPL ratio and coverage ratio

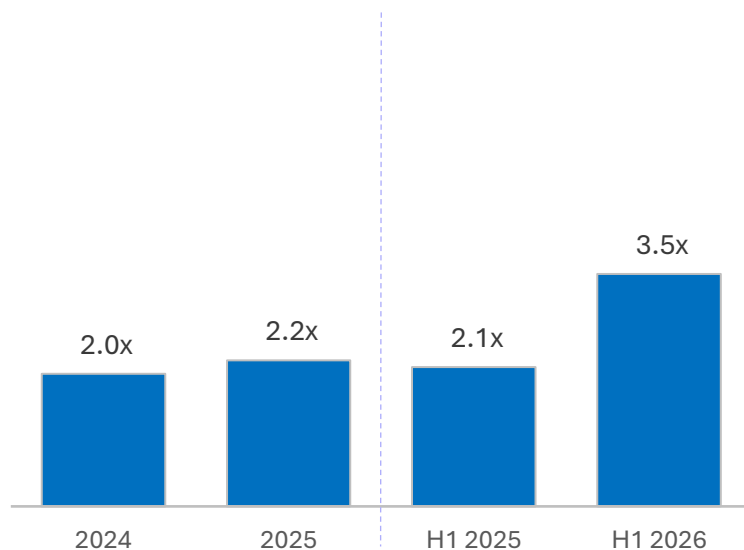


- Asset quality broadly stable, with gross NPL ratio of 10.8%
- Credit quality improved, reflecting disciplined underwriting and collections
- Strong NPL coverage at 152.8%

# Coverage and credit ratios

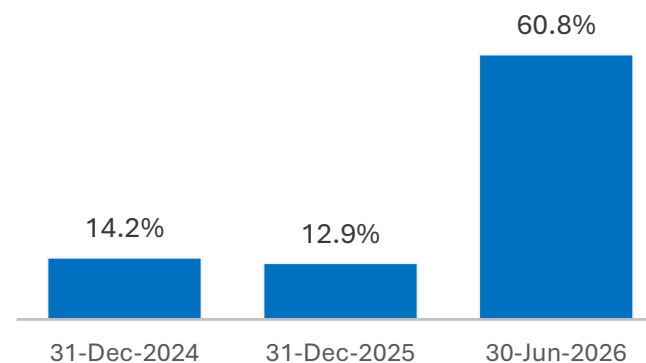
## Covenant interest coverage ratio <sup>(1)</sup>

€m



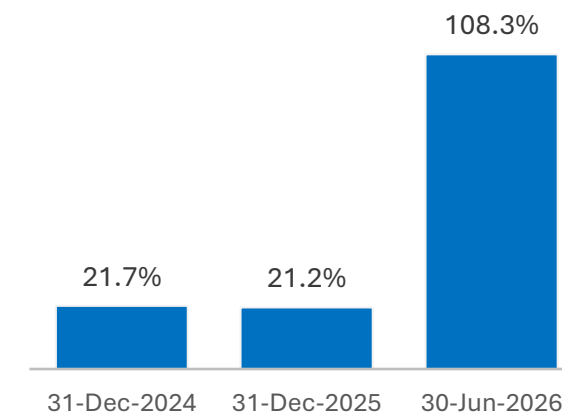
## Equity to assets ratio

%



## Equity to net loans ratio <sup>(2) (3)</sup>

%



- Improved Interest Coverage Ratio following sale of TBI Bank and EUR 2026 bond redemption
- Bond debt reduced to €135m, with a single remaining bond maturity in May 2028
- Lower debt levels resulting in reduced leverage

### Notes

(1) The graph is shown based on proforma last twelve-month figures, as at the date of publication of the respective period results

(2) 31 Dec 2025 ratio is normalised by adding back TBI Bank receivables to reflect underlying capital position

(3) Full covenant calculation of equity/net loans, including net receivables and other loans

# Summary

- Resilient and diversified core business, generating €24.5m Adjusted EBITDA in H1 2026
- Disciplined lending approach focused on profitability and portfolio quality
- Simplified capital structure following EUR 2026 bond redemption in April 2026
- Georgia continuing to scale, while the UK joint venture and selected initiatives support future growth

Thank you and Questions

# Appendix

## Appendix: responsible lending and regulatory overview

# Regulatory overview

| Country                                                                                        | Launch year | Products <sup>(1)</sup> | Regulator                          | CB <sup>(2)</sup> | License required <sup>(3)</sup> | Interest rate cap <sup>(1)</sup>           | Status*                                                                |
|------------------------------------------------------------------------------------------------|-------------|-------------------------|------------------------------------|-------------------|---------------------------------|--------------------------------------------|------------------------------------------------------------------------|
| Bulgaria      | 2013        | SPL                     | Bulgarian National Bank            | Yes               | Yes                             | APR (inc. fees), penalties                 | CCD2 transposition in progress                                         |
| Czechia       | 2013        | SPL, IL, MTP            | Czech National Bank                | Yes               | Yes                             | -                                          | CCD2 transposition in progress; proposed variable APR cap under review |
| Georgia       | 2024        | Auto loans              | N/A                                | -                 | -                               | APR (inc. fees), nominal, penalties & TCOC | Stable framework                                                       |
| Latvia        | 2008        | MTP, IL                 | Consumer Rights Protection Centre  | -                 | Yes                             | Nominal, fees & TCOC                       | Stable framework                                                       |
| Philippines   | 2022        | SPL, IL                 | Securities and Exchange Commission | -                 | Yes                             | Nominal, EIR, fees, penalties & TCOC       | Lower effective interest rate cap from 1 April 2026                    |
| South Africa  | 2026        | SPL                     | National Credit Regulator          | -                 | Yes                             | Nominal, fees, penalties                   | Stable framework                                                       |
| Spain         | 2012        | SPL, IL                 | N/A                                | -                 | -                               | -                                          | CCD2 transposition in progress                                         |
| UK            | 2023        | SPL                     | Financial Conduct Authority        | -                 | Yes                             | Nominal & TCOC                             | Stable framework. License held by JV partner                           |

## Notes:

(1) APR – Annual Percentage Rate; IL – Instalment loans; MTP – Minimum to pay; SPL – Single Payment Loans; TCOC – Total Cost of Credit

(2) Indicates whether the regulator is also the main banking supervisory authority in the relevant market

(3) Indicates license or specific registration requirement

\* Following the adoption of the EU Consumer Credit Directive (in Autumn 2023), Member States have to introduce measures against excessive interest rates, which may include cost caps

# Sustainability through good governance and responsible lending

## **Operating as a mainstream consumer finance business**

- “Bank-like” policies and procedures with strong compliance function
- Continued investment in AML, GDPR, whistleblowing and other strategic compliance priorities
- Robust corporate governance
- Largely regulated by main financial supervisory authorities
- Diversification of portfolio and consequent reduction of reliance on single payment loans
- Clear corporate values and code of conduct
- Listed bond issues with quarterly financial reporting
- Developing and sharing our ESG approach and credentials

## **Developing meaningful and constructive regulatory relationships**

- Ensuring we understand the regulatory arc
- Helping regulators and legislators gain a solid understanding of our business
- Ensuring we have a seat at the table
- Engaging through the anticipated implementation process of EU Directives into local legislation, particularly in ES and CZ

## **Responsible lending: putting customers first**

- Offering simple, transparent and convenient products
- Continuous improvements in credit underwriting
- Ensuring products are used appropriately
- Working to ensure customers have safe landings when they signal difficulties

## Appendix: financials and key ratios

# Income statement

|                                                               | 2024          | 2025          | H1 2025       | H1 2026       |
|---------------------------------------------------------------|---------------|---------------|---------------|---------------|
| <i>(in millions of €)</i>                                     |               |               |               |               |
| <b>Interest Income</b>                                        | <b>196.7</b>  | <b>182.0</b>  | <b>93.4</b>   | <b>83.0</b>   |
| Interest Expense                                              | (22.8)        | (23.3)        | (11.6)        | (11.4)        |
| <b>Net Interest Income</b>                                    | <b>173.9</b>  | <b>158.7</b>  | <b>81.9</b>   | <b>71.6</b>   |
| Other operating income                                        | 23.5          | 18.5          | 10.2          | 6.0           |
| <b>Non-Interest Income</b>                                    | <b>23.5</b>   | <b>18.5</b>   | <b>10.2</b>   | <b>6.0</b>    |
| <b>Operating Income</b>                                       | <b>197.4</b>  | <b>177.2</b>  | <b>92.1</b>   | <b>77.6</b>   |
| <b>Total operating costs</b>                                  | <b>(78.7)</b> | <b>(68.0)</b> | <b>(34.4)</b> | <b>(29.5)</b> |
| <b>Pre-provision operating profit</b>                         | <b>118.8</b>  | <b>109.2</b>  | <b>57.7</b>   | <b>48.1</b>   |
| Net impairment losses                                         | (94.4)        | (78.2)        | (40.0)        | (33.8)        |
| <b>Post operating profit</b>                                  | <b>24.4</b>   | <b>30.9</b>   | <b>17.7</b>   | <b>14.3</b>   |
| Depreciation and amortisation                                 | (2.7)         | (3.1)         | (1.6)         | (1.6)         |
| Non-recurring income/(expense)                                | (9.1)         | (7.4)         | (5.7)         | (5.7)         |
| Net FX                                                        | (1.1)         | (2.1)         | (1.5)         | 1.4           |
| <b>Pre-tax profit</b>                                         | <b>11.4</b>   | <b>18.3</b>   | <b>8.9</b>    | <b>8.5</b>    |
| Income tax expense                                            | (3.6)         | (8.1)         | (3.1)         | (2.2)         |
| <b>Profit from continuing operations</b>                      | <b>7.8</b>    | <b>10.2</b>   | <b>5.8</b>    | <b>6.2</b>    |
| <i>Profit/(loss) from discontinued operations, net of tax</i> | <i>44.5</i>   | <i>12.1</i>   | <i>20.3</i>   | <i>(33.0)</i> |
| <b>EBITDA</b>                                                 | <b>36.9</b>   | <b>44.7</b>   | <b>22.1</b>   | <b>21.4</b>   |
| <b>Adjusted EBITDA</b>                                        | <b>39.5</b>   | <b>48.1</b>   | <b>23.9</b>   | <b>24.5</b>   |

- Income statement reflects management's internal view of performance from continuing operations. Historical periods include adjustments relating to the TBI Bank acquisition to improve comparability of underlying business performance

# Quarterly income statement

|                                          | Q1 2025         | Q2 2025         | Q3 2025         | Q4 2025         | Q1 2026         | Q2 2026         |
|------------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| <i>(in millions of €)</i>                |                 |                 |                 |                 |                 |                 |
| <b>Interest Income</b>                   | <b>47.4</b>     | <b>46.0</b>     | <b>44.6</b>     | <b>44.0</b>     | <b>41.7</b>     | <b>41.3</b>     |
| Interest Expense                         | (5.7)           | (5.9)           | (5.9)           | (5.9)           | (5.6)           | (5.8)           |
| <b>Net Interest Income</b>               | <b>41.8</b>     | <b>40.1</b>     | <b>38.8</b>     | <b>38.1</b>     | <b>36.1</b>     | <b>35.5</b>     |
| Other operating income                   | 5.2             | 5.0             | 4.6             | 3.6             | 2.8             | 3.2             |
| <b>Non-Interest Income</b>               | <b>5.2</b>      | <b>5.0</b>      | <b>4.6</b>      | <b>3.6</b>      | <b>2.8</b>      | <b>3.2</b>      |
| <b>Operating Income</b>                  | <b>47.0</b>     | <b>45.1</b>     | <b>43.4</b>     | <b>41.7</b>     | <b>38.9</b>     | <b>38.7</b>     |
| <b>Total operating costs</b>             | <b>(16.9)</b>   | <b>(17.5)</b>   | <b>(16.8)</b>   | <b>(16.8)</b>   | <b>(12.3)</b>   | <b>(17.2)</b>   |
| <b>Pre-provision operating profit</b>    | <b>30.1</b>     | <b>27.6</b>     | <b>26.5</b>     | <b>24.9</b>     | <b>26.5</b>     | <b>21.6</b>     |
| Net impairment losses                    | (20.3)          | (19.8)          | (19.8)          | (18.4)          | (18.0)          | (15.9)          |
| <b>Post operating profit</b>             | <b>9.8</b>      | <b>7.9</b>      | <b>6.7</b>      | <b>6.5</b>      | <b>8.6</b>      | <b>5.7</b>      |
| Depreciation and amortisation            | (0.8)           | (0.8)           | (0.7)           | (0.8)           | (0.7)           | (0.9)           |
| Non-recurring income/(expense)           | (2.7)           | (3.0)           | (1.8)           | 0.1             | (4.5)           | (1.2)           |
| Net FX                                   | (1.0)           | (0.6)           | (0.6)           | (0.0)           | 0.7             | 0.7             |
| <b>Pre-tax profit</b>                    | <b>5.4</b>      | <b>3.5</b>      | <b>3.6</b>      | <b>5.8</b>      | <b>4.1</b>      | <b>4.3</b>      |
| Income tax expense                       | (1.9)           | (1.3)           | (1.2)           | (3.8)           | (1.2)           | (1.0)           |
| <b>Profit from continuing operations</b> | <b>3.5</b>      | <b>2.3</b>      | <b>2.5</b>      | <b>2.0</b>      | <b>2.9</b>      | <b>3.3</b>      |
| <br><b>EBITDA</b>                        | <br><b>11.9</b> | <br><b>10.2</b> | <br><b>10.2</b> | <br><b>12.4</b> | <br><b>10.4</b> | <br><b>11.0</b> |
| <b>Adjusted EBITDA</b>                   | <b>13.0</b>     | <b>10.9</b>     | <b>11.2</b>     | <b>13.0</b>     | <b>13.7</b>     | <b>10.8</b>     |

# Balance sheet

|                                                      | 31-Dec-2024    | 31-Dec-2025    | 30-Jun-2026  |
|------------------------------------------------------|----------------|----------------|--------------|
| <i>(in millions of €)</i>                            |                |                |              |
| <b>Cash and cash equivalents</b>                     | <b>294.7</b>   | <b>38.0</b>    | <b>81.6</b>  |
| Placements with other banks                          | 40.5           | -              | -            |
| Gross receivables due from customers                 | 1 475.6        | 180.9          | 166.4        |
| Allowance for impairment                             | (159.7)        | (30.3)         | (27.5)       |
| <b>Net receivables due from customers, of which:</b> | <b>1 315.9</b> | <b>150.6</b>   | <b>138.9</b> |
| - Principal                                          | 1 294.2        | 140.2          | 129.0        |
| - Accrued Interest                                   | 21.8           | 10.4           | 9.9          |
| Net investments in finance leases                    | 0.9            | -              | -            |
| Net loans to related parties                         | 20.7           | 60.4           | 90.4         |
| Net loans to other parties                           | 2.5            | 0.8            | 1.0          |
| Property and equipment                               | 18.1           | 3.3            | 3.6          |
| Financial investments                                | 239.0          | 17.8           | 0.0          |
| Assets held for sale                                 | -              | 2 122.1        | -            |
| Prepaid expenses                                     | 3.4            | 1.6            | 3.9          |
| Tax assets                                           | 25.4           | 15.0           | 14.9         |
| Intangible IT assets                                 | 39.4           | 11.5           | 13.3         |
| Goodwill                                             | 27.4           | 10.0           | 6.4          |
| Other assets                                         | 44.4           | 11.1           | 56.1         |
| <b>Total assets</b>                                  | <b>2 072.4</b> | <b>2 442.3</b> | <b>410.0</b> |
|                                                      |                |                |              |
| Loans and borrowings                                 | 332.1          | 257.5          | 129.5        |
| Deposits from customers                              | 1 335.2        | -              | -            |
| Income tax liabilities                               | 11.4           | 4.7            | 5.0          |
| Other liabilities                                    | 99.0           | 31.7           | 26.2         |
| Liabilities held for sale                            | -              | 1 832.7        | -            |
| <b>Total liabilities</b>                             | <b>1 777.7</b> | <b>2 126.6</b> | <b>160.8</b> |
| <b>Total equity</b>                                  | <b>294.7</b>   | <b>315.7</b>   | <b>249.3</b> |
| <b>Total shareholders' equity and liabilities</b>    | <b>2 072.4</b> | <b>2 442.3</b> | <b>410.0</b> |

- At 31 December 2025, TBI Bank was classified as held for sale and its assets and liabilities were presented on separate lines in the balance sheet. Comparative 2024 balances include TBI Bank within the relevant asset and liability categories. TBI Bank was sold in February 2026

# Statement of cash flows

|                                                                                                         | 6 months to 30 June |              |
|---------------------------------------------------------------------------------------------------------|---------------------|--------------|
|                                                                                                         | 2026                | 2025         |
|                                                                                                         | (unaudited)         | (unaudited)  |
|                                                                                                         | (in millions of €)  |              |
| <b>Cash flows from operating activities</b>                                                             |                     |              |
| <b>Profit before tax <sup>(1)</sup></b>                                                                 | <b>8.5</b>          | <b>36.7</b>  |
| Adjustments for:                                                                                        |                     |              |
| Depreciation and amortisation                                                                           | 1.4                 | 7.3          |
| Impairment of goodwill and intangible assets                                                            | 3.5                 | -            |
| Net (profit) / loss on foreign exchange from borrowings and other monetary items                        | (1.9)               | 5.0          |
| Impairment losses on loans                                                                              | 34.4                | 93.8         |
| Reversal of provision on debt portfolio sales                                                           | 0.8                 | 0.9          |
| Write-off and disposal of intangible and property and equipment assets                                  | 0.3                 | 0.1          |
| Interest income from non-customers loans                                                                | (5.7)               | (3.6)        |
| Interest expense on loans and borrowings and deposits from customers                                    | 13.4                | 41.3         |
| Other non-cash items, including loss/(gain) on disposals                                                | 0.1                 | 0.9          |
| <b>Profit before adjustments for the effect of changes to current assets and short-term liabilities</b> | <b>54.7</b>         | <b>182.6</b> |
| Adjustments for:                                                                                        |                     |              |
| Change in financial instruments measured at fair value through profit or loss                           | (0.4)               | 0.7          |
| (Increase) in other assets (including TBI statutory reserve, placements & leases)                       | (3.5)               | (18.4)       |
| (Decrease) / increase in accounts payable to suppliers, contractors and other creditors                 | (5.2)               | 13.9         |
| <b>Operating cash flow before movements in portfolio and deposits</b>                                   | <b>45.7</b>         | <b>178.8</b> |
| Increase in loans due from customers                                                                    | (33.7)              | (187.7)      |
| Proceeds from sale of portfolio                                                                         | 8.2                 | 14.1         |
| Increase in deposits (customer and bank deposits)                                                       | -                   | 75.8         |
| Deposit interest payments                                                                               | -                   | (22.5)       |
| <b>Gross cash flows from operating activities</b>                                                       | <b>20.3</b>         | <b>58.5</b>  |
| Corporate income tax (paid), net of refunds received                                                    | (1.7)               | (7.0)        |
| <b>Net cash flows from operating activities of continuing operations</b>                                | <b>18.6</b>         | <b>51.5</b>  |
| Non-cash items from discontinued operations                                                             | (3.9)               | -            |
| <b>Net cash flows from operating activities of discontinued operations</b>                              | <b>42.4</b>         | <b>-</b>     |
| <b>Cash flows from / (used in) investing activities</b>                                                 |                     |              |
| Purchase of property and equipment and intangible assets                                                | (3.0)               | (8.6)        |
| Net cash from Sale / (Purchase) of financial instruments                                                | -                   | 36.0         |
| Other / related party loans issued                                                                      | (27.1)              | (23.5)       |
| Other / related party loans repaid                                                                      | 1.1                 | 2.3          |
| Interest received on other / related party loans                                                        | 1.4                 | 1.0          |
| Disposal of subsidiaries, net of cash disposed                                                          | (26.4)              | -            |
| Acquisition of subsidiaries, net of cash acquired                                                       | -                   | (0.0)        |
| <i>Including:</i>                                                                                       |                     |              |
| Cash received from sale of discontinued operations                                                      | 252.4               | -            |
| Cash disposed during sale of discontinued operations                                                    | (276.7)             | -            |
| <b>Net cash flows (used in) / from investing activities of continuing operations</b>                    | <b>(54.0)</b>       | <b>7.2</b>   |
| <b>Net cash flows (used in) investing activities of discontinued operations</b>                         | <b>(4.6)</b>        | <b>-</b>     |

|                                                                                                    | 6 months to 30 June |              |
|----------------------------------------------------------------------------------------------------|---------------------|--------------|
|                                                                                                    | 2026                | 2025         |
|                                                                                                    | (unaudited)         | (unaudited)  |
|                                                                                                    | (in millions of €)  |              |
| <b>Cash flows from / (used in) financing activities</b>                                            |                     |              |
| Loans received and notes issued                                                                    | -                   | 36.0         |
| Redemption of notes                                                                                | (139.0)             | -            |
| Interest payments                                                                                  | (14.9)              | (17.1)       |
| FX hedging margin                                                                                  | -                   | (0.0)        |
| Payment of lease liabilities                                                                       | (0.4)               | (1.9)        |
| Dividend payments                                                                                  | (18.1)              | -            |
| <b>Net cash flows (used in) / from financing activities of continuing operations</b>               | <b>(172.4)</b>      | <b>17.0</b>  |
| <b>Net cash flows from financing activities of discontinued operations</b>                         | <b>1.9</b>          | <b>-</b>     |
| <b>Net (decrease) / increase in cash and cash equivalents</b>                                      | <b>(171.9)</b>      | <b>75.7</b>  |
| <b>Cash and cash equivalents at the beginning of the period</b>                                    | <b>38.0</b>         | <b>137.0</b> |
| <b>Cash and cash equivalents at the beginning of the period classified as assets held for sale</b> | <b>235.6</b>        | <b>-</b>     |
| Reclassification to financial assets                                                               | (20.0)              | -            |
| Effect of exchange rate fluctuations on cash                                                       | 0.0                 | 0.4          |
| <b>Cash and cash equivalents at the end of the period</b>                                          | <b>81.6</b>         | <b>213.1</b> |
| Minimum statutory reserve                                                                          | -                   | 152.9        |
| <b>Total cash on hand and cash at central banks</b>                                                | <b>81.6</b>         | <b>366.0</b> |

Note (1) The financial information for the 6M 2026 reflects the Group's continuing operations following the disposal of TBI Bank in February 2026, with TBI presented as discontinued operations. The comparative period for 2025 has not been restated and includes the results and cash flows of TBI Bank. As a result, certain line items, including profit before tax and cash flow metrics, are not directly comparable year-on-year

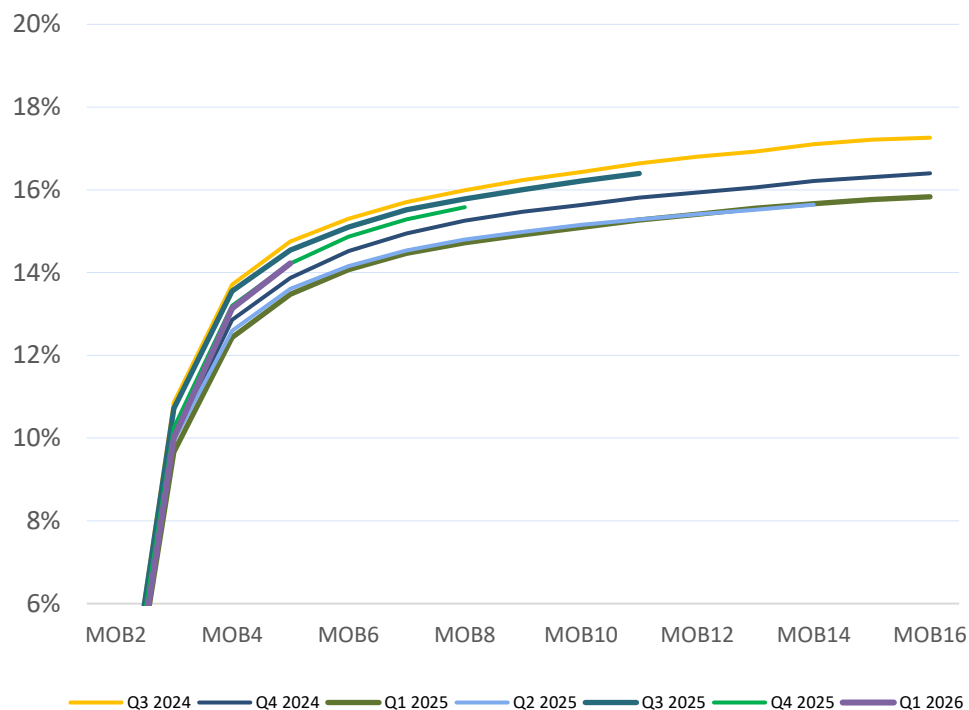
# Key financial ratios

|                                        | 6 months to 30 June |         | Year Ended 31 |
|----------------------------------------|---------------------|---------|---------------|
|                                        | 2026                | 2025    | December 2025 |
| <b>Capitalisation</b>                  |                     |         |               |
| Net receivables (€m)                   | 138.9               | 157.3   | 150.6         |
| Total assets (€m)                      | 410.0               | 2,230.0 | 2,442.3       |
| Total equity (€m)                      | 249.3               | 319.4   | 315.7         |
| Equity / assets                        | 60.8%               | 14.3%   | 12.9%         |
| Tangible common equity/tangible assets | 57.7%               | 49.5%   | 49.2%         |
| Equity / net receivables               | 179.5%              | 203.0%  | 209.6%        |
| Interest coverage ratio                | 3.5x                | 2.1x    | 2.2x          |
| <b>Profitability</b>                   |                     |         |               |
| Net interest margin                    | 89.2%               | 87.7%   | 88.0%         |
| Cost / income ratio                    | 38.0%               | 37.3%   | 38.4%         |
| Post-provision operating profit margin | 18.4%               | 19.2%   | 17.5%         |
| Normalised Profit before tax margin    | 15.3%               | 17.2%   | 15.3%         |
| Normalised Return on average equity    | 7.4%                | 8.4%    | 6.5%          |
| Normalised Return on average assets    | 4.1%                | 4.2%    | 3.2%          |
| <b>Asset quality</b>                   |                     |         |               |
| Net impairment / gross income          | 38.5%               | 38.9%   | 39.3%         |
| Gross NPL ratio                        | 10.8%               | 12.8%   | 11.0%         |
| NPL coverage ratio                     | 152.8%              | 149.8%  | 152.6%        |
| Loan loss reserve / gross receivables  | 16.5%               | 19.2%   | 16.7%         |

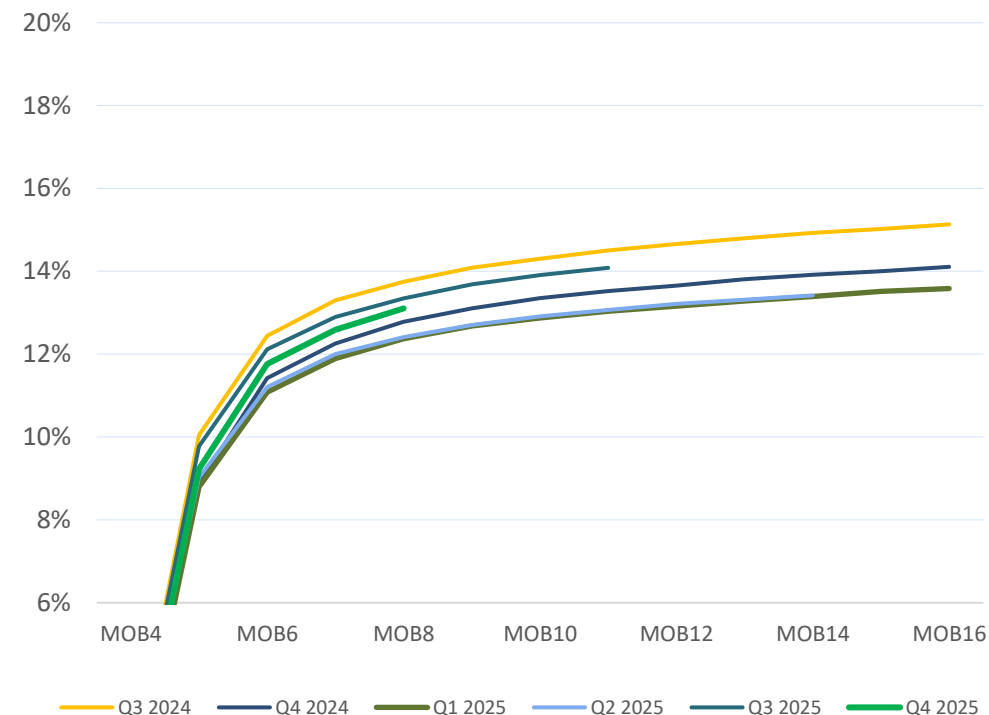
- Capitalisation ratios reflect the Group's balance sheet composition following the disposal of TBI Bank. Comparative ratios reflect the classification of TBI Bank as assets and liabilities held for sale to improve comparability across periods

# Online portfolio asset quality

## Vintage 'ever' 30+ DPD (1)



## Vintage 'ever' 90+ DPD (1)



- Portfolio vintages demonstrate broadly stable asset quality, with various product/market specifics being addressed
- Parameters vary between products and markets, so changing mix of portfolio impacts overall averages

Note (1): Vintages 'ever' = Outstanding principal balance at the time of reaching 30+ DPD and 90+ DPD, expressed as a percentage of total principal originated for all online loans in the analysed period. MOB = Months on Book

# Glossary/definitions

**Basis of presentation** – unless otherwise stated, financials and key metrics are presented on a proforma basis, to provide a comparable view of the underlying business performance

**Adjusted EBITDA** – a non-IFRS measure that represents EBITDA (profit for the period plus tax, plus interest expense, plus depreciation and amortization) as adjusted by income/loss from discontinued operations, non-cash gains and losses attributable to movement in the mark-to-market valuation of hedging obligations under IFRS, goodwill write-offs and certain other one-off or non-cash items. Adjusted EBITDA, as presented here, may not be comparable to similarly-titled measures that are reported by other companies due to differences in the way these measures are calculated. Further details of covenant adjustments can be found in the relevant bond prospectuses, available on our website

**Adjusted EBITDA margin** – Adjusted EBITDA / Gross income

**Cost / income ratio** – Operating costs / operating income (revenue)

**Equity / assets ratio** – Total equity / total assets

**Equity / net receivables** – Total equity / net customer receivables (including accrued interest). Equity / net loans include net receivables and other loans

**Gross income** – consists of interest income and other operating income

**Gross NPL ratio** – non-performing receivables (including accrued interest) with a delay of over 90 days / gross receivables (including accrued interest)

**Gross receivables** – Total amount receivable from customers, including principal and accrued interest, after deduction of deferred income

**Net interest margin** – Annualised net interest income / average gross loan principal (total gross loan principal as of the start and end of each period divided by two)

**Net receivables** – Gross receivables (including accrued interest) less impairment provisions

**Non-performing loans (NPLs)** – Loan principal or receivables that are over 90 days past due (over 30 DPD in the Philippines)

**NPL coverage ratio** – overall receivables allowance account / non-performing receivables

**Post-provision operating profit** (which does not include non-recurring items, net FX and D&A) / operating income (revenue)

**Normalised** – Adjusted to remove the effect of non-recurring items, discontinued operations, net FX and one-off adjustments to intangible assets

**Return on Average Assets** – Annualised net profit / average assets (total assets as of the start and end of each period divided by two)

**Return on Average Equity** – Annualised net profit / average equity (total equity as of the start and end of each period divided by two)

**Tangible Equity** – Total equity less intangible assets. Tangible assets are total assets less intangible assets



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