

LM PAY

Continued healthy top-line momentum in Q325

LM PAY's preliminary Q325 results indicate continued strong top-line growth, with an 82% y-o-y increase in revenue to PLN8.4m, which brought its 9M25 top-line figure to PLN23.8m (up by c 51% y-o-y). This was achieved at a consistently low cost of risk of below 3%. Its EBIT came in at c PLN2.5m in Q325, down c 17% y-o-y from PLN3.1m in Q324 (9M25 EBIT was down 12.8% y-o-y to PLN6.5m), as the Q325 figures included a one-time negative effect from the make-whole fee LM PAY paid to its previous financing partner (Fortress Investment Group). As discussed in our [initiation note](#), in September 2025 LM PAY secured a new financing agreement with AION Bank, an entity within UniCredit Group, which replaced the arrangement with Fortress, on better financing terms. Management reiterated its previous guidance of FY25e revenue at PLN32–42m and EBIT of PLN7–12m while revising its loan volume guidance to PLN120–140m (vs PLN130–170m previously). We maintain our forecasts, including revenue and EBIT estimates for FY25e of PLN32.7m and PLN9.5m, respectively. We also keep our fair value estimate unchanged at €54 per share, which at the current share price represents a 29% upside potential.

| Year end | Revenue (PLNm) | PBT (PLNm) | EPS (PLN) | DPS (PLN) | P/E (x) | Yield (%) |
|----------|----------------|------------|-----------|-----------|---------|-----------|
| 12/23 | 17.5 | (2.9) | (3.87) | 0.00 | N/A | N/A |
| 12/24 | 22.8 | (0.6) | 0.11 | 0.00 | N/A | N/A |
| 12/25e | 32.7 | (0.1) | (0.11) | 0.00 | N/A | N/A |
| 12/26e | 38.4 | 5.4 | 8.47 | 0.00 | 20.9 | N/A |

Note: PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments.

Top-line growth was assisted by new partnerships and growing demand for the financing of healthcare and beauty procedures, a higher average ticket size as well as LM PAY's recent expansion into the car insurance financing business. In the car insurance segment, LM PAY started the collaboration with CUK Ubezpieczenia earlier this year with 'buy now, pay later' products and will also offer loans repaid in instalments from December. The company continues conversations with other insurance brokers. In Romania, the company's licence application for entry into the general register of non-bank financial institutions is still pending approval by the central bank. Its Secure Pay app, which allows LM PAY customers to obtain car insurance financing in instalments without the involvement of the insurance broker, as well as its virtual card in partnership with Visa (MediPay Mobile by Visa card), are yet to be rolled out commercially (beyond 'family and friends'). Management plans to roll out the card in January 2026. The number of clients served by the company went up by 12% to 33,000 in 9M25, with an increase in the share of recurring customers up to 33% in Q325 versus 30% in Q324. Management believes that LM PAY will not be negatively affected by the new Polish Consumer Credit Act.

In our [initiation](#) note, we discussed that Medical Finance Group (MFG), LM PAY's majority shareholder, plans a partial sale of its stake. The CEO said during the earnings call that, as part of LM PAY's agreement with AION Bank, MFG pledged to complete the disposal by September 2027. MFG is likely to hold off the transaction until LM PAY's new product initiatives (car insurance financing in particular) feed into its 2026 results and, in turn, LM PAY's market valuation. The CEO expects strong top-line growth and a positive net profit in FY26e (the company was around the break-even point at the net income level after 9M25).

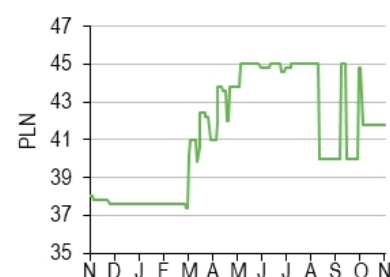
Preliminary Q325 results

Financial services

3 December 2025

| | |
|--------------------|---------------|
| Price | €41.80 |
| Market cap | €26m |
| | PLN4.23/€ |
| Shares in issue | 0.6m |
| Code | Y00 |
| Primary exchange | DUS |
| Secondary exchange | FSE |

Share price performance



Business description

LM PAY is a Polish fintech specialising in consumer financing for beauty and healthcare services via B2B partnerships. The company has recently expanded into car insurance financing and launched a card in partnership with Visa.

Analyst

Milosz Papst +44 (0)20 3077 5700

financials@edisongroup.com

[Edison profile page](#)

**LM PAY is a research client of
Edison Investment Research
Limited**

General disclaimer and copyright

This report has been commissioned by LM PAY and prepared and issued by Edison, in consideration of a fee payable by LM PAY. Edison Investment Research standard fees are £60,000 pa for the production and broad dissemination of a detailed note (Outlook) following by regular (typically quarterly) update notes. Fees are paid upfront in cash without recourse. Edison may seek additional fees for the provision of roadshows and related IR services for the client but does not get remunerated for any investment banking services. We never take payment in stock, options or warrants for any of our services.

Accuracy of content: All information used in the publication of this report has been compiled from publicly available sources that are believed to be reliable, however we do not guarantee the accuracy or completeness of this report and have not sought for this information to be independently verified. Opinions contained in this report represent those of the research department of Edison at the time of publication. Forward-looking information or statements in this report contain information that is based on assumptions, forecasts of future results, estimates of amounts not yet determinable, and therefore involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of their subject matter to be materially different from current expectations.

Exclusion of Liability: To the fullest extent allowed by law, Edison shall not be liable for any direct, indirect or consequential losses, loss of profits, damages, costs or expenses incurred or suffered by you arising out of or in connection with the access to, use of or reliance on any information contained on this note.

No personalised advice: The information that we provide should not be construed in any manner whatsoever as, personalised advice. Also, the information provided by us should not be construed by any subscriber or prospective subscriber as Edison's solicitation to effect, or attempt to effect, any transaction in a security. The securities described in the report may not be eligible for sale in all jurisdictions or to certain categories of investors.

Investment in securities mentioned: Edison has a restrictive policy relating to personal dealing and conflicts of interest. Edison Group does not conduct any investment business and, accordingly, does not itself hold any positions in the securities mentioned in this report. However, the respective directors, officers, employees and contractors of Edison may have a position in any or related securities mentioned in this report, subject to Edison's policies on personal dealing and conflicts of interest.

Copyright 2025 Edison Investment Research Limited (Edison).

Australia

Edison Investment Research Pty Ltd (Edison AU) is the Australian subsidiary of Edison. Edison AU is a Corporate Authorised Representative (1252501) of Crown Wealth Group Pty Ltd who holds an Australian Financial Services Licence (Number: 494274). This research is issued in Australia by Edison AU and any access to it, is intended only for "wholesale clients" within the meaning of the Corporations Act 2001 of Australia. Any advice given by Edison AU is general advice only and does not take into account your personal circumstances, needs or objectives. You should, before acting on this advice, consider the appropriateness of the advice, having regard to your objectives, financial situation and needs. If our advice relates to the acquisition, or possible acquisition, of a particular financial product you should read any relevant Product Disclosure Statement or like instrument.

New Zealand

The research in this document is intended for New Zealand resident professional financial advisers or brokers (for use in their roles as financial advisers or brokers) and habitual investors who are "wholesale clients" for the purpose of the Financial Advisers Act 2008 (FAA) (as described in sections 5(c) (1)(a), (b) and (c) of the FAA). This is not a solicitation or inducement to buy, sell, subscribe, or underwrite any securities mentioned or in the topic of this document. For the purpose of the FAA, the content of this report is of a general nature, is intended as a source of general information only and is not intended to constitute a recommendation or opinion in relation to acquiring or disposing (including refraining from acquiring or disposing) of securities. The distribution of this document is not a "personalised service" and, to the extent that it contains any financial advice, is intended only as a "class service" provided by Edison within the meaning of the FAA (i.e. without taking into account the particular financial situation or goals of any person). As such, it should not be relied upon in making an investment decision.

United Kingdom

This document is prepared and provided by Edison for information purposes only and should not be construed as an offer or solicitation for investment in any securities mentioned or in the topic of this document. A marketing communication under FCA Rules, this document has not been prepared in accordance with the legal requirements designed to promote the independence of investment research and is not subject to any prohibition on dealing ahead of the dissemination of investment research.

This Communication is being distributed in the United Kingdom and is directed only at (i) persons having professional experience in matters relating to investments, i.e. investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the "FPO") (ii) high net-worth companies, unincorporated associations or other bodies within the meaning of Article 49 of the FPO and (iii) persons to whom it is otherwise lawful to distribute it. The investment or investment activity to which this document relates is available only to such persons. It is not intended that this document be distributed or passed on, directly or indirectly, to any other class of persons and in any event and under no circumstances should persons of any other description rely on or act upon the contents of this document.

This Communication is being supplied to you solely for your information and may not be reproduced by, further distributed to or published in whole or in part by, any other person.

United States

Edison relies upon the "publishers' exclusion" from the definition of investment adviser under Section 202(a)(11) of the Investment Advisers Act of 1940 and corresponding state securities laws. This report is a bona fide publication of general and regular circulation offering impersonal investment-related advice, not tailored to a specific investment portfolio or the needs of current and/or prospective subscribers. As such, Edison does not offer or provide personal advice and the research provided is for informational purposes only. No mention of a particular security in this report constitutes a recommendation to buy, sell or hold that or any security, or that any particular security, portfolio of securities, transaction or investment strategy is suitable for any specific person.
