

JSC "Kaspi.kz" (KSPI)

12M 2024 Financial Results

Ticker KASE: KSPI

Target price (12M): 149 \$

Upside: +45%

Ticker NASDAQ: KSPI

Current price: 103 \$

Rating: Buy

March 2025

Kaspi.kz JSC (hereafter referred to as "the Company") has published its operational results for the 12M 2024. As a result, we have evaluated the value of one share at 149\$, with a potential growth of 45% from the current market price, with a BUY recommendation.

Rapidly developing and more profitable Marketplace and Payments platforms together accounted for 69% of total net income. We expect significant profit growth by the end of 2025, with a projected 17% rise in net income.

Kaspi.kz completed the acquisition of a 65.41% stake in Hepsiburada in January 2025. Entering the Turkish market creates new opportunities for revenue growth and audience expansion.

12M FY24 results based on the consolidated financial statements:

Revenue has grown by 32% compared to the previous year, with the majority of this increase stemming from Marketplace revenue growth.

Marketplace. In the 12M 2024, the net profit and revenue increased by 64% and 41% compared to the corresponding period of the previous year.

The number of e-Commerce orders grew by 123%, with a total sales volume of 2,800 bln KZT (+85% y/y). In 2024, special attention was given to e-Cars, resulting in a 62% year-to-date increase in GMV, reaching 239 billion tenge.

Payments. The increase in revenue and net profit by 23% and 24% compared to the previous year is due to the rise in transaction volume (TPV) by 40% y/y.

Fintech. The amount of services increased by 30% from the previous year, leading to a 25% rise in the Company's Fintech segment revenues.

Given the active business expansion in Turkey and ongoing strategic investments, no dividend payments are planned for 4Q 2024 and 1H 2025. The potential distribution of excess capital to shareholders will be reviewed in the second half of 2025.

Changes and updates to the valuation model:

The discount rate (WACC) was increased to 16.7% due to market changes and the suspension of dividend payments. Financial data has been updated, and the net debt value was adjusted according to the results of the 12M 2024.

Financial indicators:

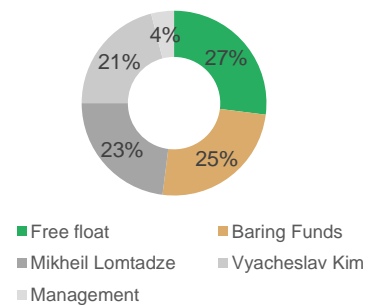
bln, KZT	2024	2023	diff (%)
Payments	587	479	+23%
Marketplace	733	448	+64%
Fintech	1 282	1 027	+25%
Operating expenses	(1 250)	(891)	+40%
Net income	1 057	849	+25%
Cash and cash equivalents	619	820	-24%

Ratios:

	2024	2023
ROA	13%	12%
ROE	67%	77%

Source: Company data, BCC Invest analysis

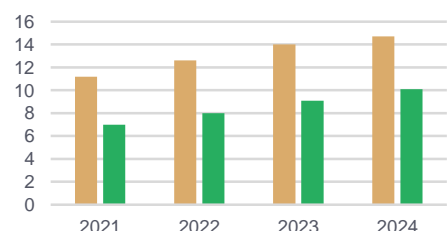
Shareholders:



Market metrics:

Number of shares	216,742,000
Free float(%)	34%
Market capitalization (bln, KZT)	10,085
52-week range (KZT)	47,282 – 67,000

Operating performance, mln:



■ Average monthly active users
■ Average daily active users

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Discount rate calculation:

Rate	Value
Risk free rate (10-year US Treasury YTM)	4.24%
Country risk premium	2.07%
Beta unlevered	0.49
Beta relevered	0.91
Equity risk premium	10.38%
Cost of Capital before tax in USD	15.79%
CPI US, 2024-2043	2.33%
CPI KZ, 2024-2043	5.20%
Cost of Capital before tax in KZT	19.05%
Debt capital rate	18.31%
Tax rate	20.00%
Cost of Debt in KZT	14.64%
Capital structure	
Equity/Invested Capital	47.58%
Debt/Invested Capital	52.42%
WACC	16.74%

Table №1. Key financial indicators forecast

Bln KZT	Forecast				
	2025	2026	2027	2028	2029
NOPAT	1,234,562	1,546,082	1,949,413	2,480,605	3,189,949
D&A	31,886	39,227	48,341	59,762	61,178
CapEX	(95,233)	(117,745)	(146,708)	(184,659)	(234,486)
Change in NWC	(528,593)	(489,508)	(629,782)	(825,222)	(1,083,456)
FCFF	642,622	978,057	1,221,264	1,530,485	1,933,184
Discount period	0.5	1.5	2.5	3.5	4.5
Discount rate	16.7%	16.7%	16.7%	16.7%	16.7%
Discount factor	0.93	0.79	0.68	0.58	0.50
Discounted cash flow	594,767	775,419	829,399	890,357	963,363
FCFF Discounted	4,053,305				
TV	11,553,958				
EV	15,607,263				
Net Debt	481,530				
100% EV	16,088,793				
Number of shares, mln	217				
Fair value of the share, KZT/share	74,230				
Current price, USD/share	103				
Fair value of the share, USD/share*	149				
Upside	45%				

*499.74 USD/KZT exchange rate was used.

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