

DH Group: 2Q26 – strong results, guidance raised

DHS HB	BUY
Market Cap (USD mil)	150
Price	1,360
Price target	1,500
Upside (%)	10.3

DH Group's strong 2Q26 results, on the back of the high loan volumes brokered, have led to an upwards guidance revision. With its low leverage, the company has room to continue to grow via acquisitions, which have proved accretive in the past. We see some upside for our forecasts, and see the stock as attractive at the current levels. The risks include higher rates post the oil shock and the possibility of the discontinuation of the subsidies for first-time home buyers in Hungary.

NEUTRAL

Results: strong earnings growth, driven by intermediated loan volumes

Revenues were up 32% yoy and the EBITDA was up by over 50% yoy, to EUR 7.1m, in the quarter. The 2Q26 EBITDA exceeded our estimate by c.25%.

The strong performance was driven by a rapid increase in brokered loan volumes, which were up by 33% yoy. Thanks to the operating leverage, the fast top-line growth had an outsized effects on earnings.

Italy, the biggest segment, saw its brokered loan volumes increase by 16% yoy, as DH increased its share against a flat market. Poland, driven by falling rates and improved affordability, saw brokered volumes increase by over 40% yoy. Hungary, where the housing market continues to be boosted by the first home buyer mortgage rate support programme, saw brokered loan volumes jump by over 80% yoy – in absolute terms, the volumes intermediated in Hungary were comparable to the previous quarter.

This drove the financial intermediation EBITDA to EUR 5.9m, a 59% yoy increase on 35% yoy revenue growth. In 2Q26, financial intermediation accounted for 84% of the group's EBITDA.

Duna House 2Q26 results review

EUR m	2Q25	3Q25	4Q25	1Q26	2Q26	yoy	qoq	Wood	vs. Wood
Real Estate Services Revenues	2.6	3.1	3.0	3.1	2.6	-2%	-15%	3.0	-14%
Financial Intermediation Revenues	26.1	29.1	34.9	31.6	35.2	35%	11%	33.0	7%
Other Revenues	0.6	0.6	2.0	0.9	0.9	66%	3%	1.0	-9%
Total Revenues	29.3	32.8	39.9	35.6	38.7	32%	9%	37.0	4%
Real Estate Services EBITDA	0.4	1.2	0.8	0.3	0.4	-20%	n/m	0.5	-29%
Financial intermediation EBITDA	3.7	3.8	7.0	4.3	5.9	59%	39%	4.9	21%
Other segments EBITDA	0.3	0.0	0.2	-0.1	0.8	129%	-1001%	0.3	210%
Total EBITDA	4.5	5.0	8.0	4.5	7.1	56%	58%	5.7	25%
-D&A	-0.9	-0.8	-0.8	-0.7	-0.8	-13%	21%	-0.8	1%
EBIT	3.6	4.2	7.2	3.8	6.3	74%	64%	4.9	29%
Net interest expense and other	0.5	-0.2	-1.0	-0.3	-0.5	-198%	76%	-0.2	138%
PBT	4.1	4.0	6.2	3.5	5.8	42%	64%	4.7	24%
-Income taxes	-0.9	-0.8	-2.0	-0.9	-1.3	45%	50%	-0.9	44%
-Minorities and other	-0.4	-1.1	-0.3	0.0	-3.0	606%	6913%	0.0	n/a
Net profit to Duna shareholders	2.7	2.1	3.9	2.6	1.5	-47%	-44%	3.7	-61%
EBITDA margin	15%	15%	20%	13%	18%	18%	45%	15%	
EBIT margin	12%	13%	18%	11%	16%	32%	51%	13%	
Loan Volumes (EUR m)									
Italy	436	456	507	472	507	16%	7%		
Poland	313	363	376	384	441	41%	15%		
Hungary	95	92	161	171	172	81%	0%		
Total	844	911	1,044	1,028	1,120	33%	9%		
Commission rate	3.09%	3.19%	3.34%	3.08%	3.14%				
Total Debt	34	31	32	31	34				
Cash	4	4	4	5	2				
Net Debt	30	27	27	26	32				
Equity	9	11	15	16	12				
Trailing 12M EPS (EUR)	0.21	0.24	0.31	0.33	0.36				
Trailing P/E	11.5x	11.6x	11.1x	10.9x	9.8x				
BVPS (EUR)	0.26	0.32	0.43	0.45	0.35				
P/B	9.1x	9.0x	8.4x	6.9x	10.1x				
EV (EUR m)	110	124	149	135	150				
Trailing EV/EBITDA	7.2x	7.5x	7.5x	6.5x	6.5x				

Source: Company data, WOOD Research

Guidance raised, on the back of the strong results ytd

DH raised its guidance by around 10% for the EBITDA and by around 12-13% for the profit after tax levels. Relative to 2025, the guidance implies some 20-30% growth on EBITDA and around 25-35%+ growth on the PAT level.

Relative to our 2026E estimates, the guidance implies c.7-18% upside on the EBITDA level.

Duna House: raises 2026 guidance by c.10% on EBITDA level in EUR-terms, on back of strong results ytd						
EUR m	2025A	guidance:	2026 old	2026 new	new vs. old	new vs. 2025
Clean core EBITDA: low	19		20	23	10%	21%
Clean core EBITDA: mid	19		22	24	10%	27%
Clean core EBITDA: high	19		23	25	9%	32%
Clean core PAT: low	11		12	14	13%	25%
Clean core PAT: mid	11		13	15	12%	31%
Clean core PAT: high	11		14	15	12%	37%

*Source: Company data, WOOD Research; *for 2026E, we use EURHUF of 368 (average EURHUF ytd, while estimating it will remain at current levels for the remaining 4M of the year).*

Hungary. Brokered loan volumes hit a record HUF 62bn, up 63% yoy on the Otthon Start 3% first-time buyers support programme. According to the company, the market loan volumes rose 87% yoy. This represented a flat result versus the already very high 1Q26 activity. Going forward, we expect the focus will be on whether the first-time buyer programme will be maintained, or not. As in Poland, this type of subsidy tends to help those already well off disproportionately, so the rationale for maintaining it may be questionable. We expect the 2027 budget, due in October, to offer more clarity on the path ahead. That said, generating roughly one-quarter of the group's clean, core EBITDA now, while a slowdown in Hungary could be felt, the market is not nearly as significant for the company as it was 5-10Y ago, prior to the international expansion.

Italy. The Italian mortgage market contracted by 8.5% yoy in 2Q26, from the high base of 2Q25. New lending was roughly flat, at +0.9%, but refinancing contracted sharply. Against this market backdrop, Credipass grew its market share, increasing brokered volumes by 17% yoy. The case appears to be supported by the still relative low (but growing) share of mortgage intermediaries in the country. Italy now generates c.60% of the group's clean core EBITDA. Higher rates, following the oil shock, are a risk, but the company's presence in the salary and pension-backed CQS market – recently bolstered by the acquisition of Fincontatto – offers a defensive income stream. Fincontatto has been consolidated from 1 July 2026, and DH Group estimates that it should contribute by around EUR 1.0m in EBITDA on a stand-alone basis (roughly 5% of the total), with additional upside of around EUR 0.5m expected to come from synergies.

Poland. Falling policy rates and growing incomes are strongly supportive for mortgage demand. April was the strongest month on record, at PLN 13.7bn, with June matching it. DH's brokered volumes rose 41% yoy in EUR terms. The positive effect of operating leverage meant that 34% PLN revenue growth translated into EBITDA of over 80% higher yoy in 2Q26.

Spain. DH raised its stake in the Barcelona-based Donpiso network from 22% to 34% in early-2026. The company generated EUR 2.4m in commissions from brokered real estate sales in 2Q26 – if consolidated, this would boost DH's real estate segment top line by around 20%. That said, for the time being, the Spanish operations remain booked at equity. It did not contribute to the bottom line meaningfully.

Czech Republic. Discontinued, as the company left the country to focus on its major market. We see this as positive.

Trading and valuation

The stock has generated a total return of a little over 20% in the LTM in EUR-terms, roughly half of the performance of the broader BUX Index. The main pullback happened as a response to the dividend announcement, when the company communicated its intention to retain a larger part of the earnings than the market was hoping for, with the aim of reinvesting into growing the business via M&A. As a result, the stock is trading below the levels of last autumn, despite the strong performance across its entire country portfolio this year so far.

With an EV of c.EUR 150m, the stock is now trading at an EV/EBITDA of 6.5x on the trailing 12M, and at a trailing 12M P/E of c.10x. The oil shock and the prospect of higher rates are a risk, and the potential discontinuation of the first home buyer programme in Hungary is worth monitoring. That said, with only 1.3x net debt to LTM EBITDA, the leverage remains low, and DH has substantial room to grow via acquisitions, without needing additional equity. In the past, especially the entry to Italy, this has proved very accretive.

With earnings running ahead of both the company's original expectations and our forecast, we see upside for our estimates, and we reiterate our BUY rating.

Year	Revenue (EUR m)	EBITDA (EUR m)	Net profit (EUR m)	EPS (HUF)	DPS (HUF)	Net debt/ EBITDA	P/E	P/BV	Div. Yield	ROE
2022	77	11	8	99	108	0.9x	4.9x	3.3x	22%	70%
2023	86	8	7	69	125	1.8x	8.0x	3.6x	23%	47%
2024	100	13	6	82	22	1.5x	10.5x	11.4x	3%	118%
2025	128	23	12	121	95	1.3x	11.2x	8.7x	7%	81%
2026E	128	21	14	159	81	0.0x	8.5x	4.4x	6%	53%
2027E	129	19	12	136	72	-0.1x	10.0x	3.7x	5%	40%

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RECENTLY PUBLISHED REPORTS

DATE	COMPANY	
25/08/26	DINO, Jeronimo Martins, Zabka	<u>Polish Food Retail: time to change horses (Dino upgraded to BUY, Jeronimo Martins stays BUY, Zabka downgraded to HOLD)</u> Lukasz Wachelko, CFA; Marek Szymanski; Alessio Chiesa
19/08/26	Georgia Capital	<u>Georgia Capital: upside narrows, but the quality remains (downgraded to HOLD)</u> Dmitry Vlasov; Bram Buring, CFA
14/08/26		<u>EME Macro/Strategy: macro all-in-one (7-14 August)</u> Raffaella Tenconi; Alessio Chiesa
14/08/26	DO & CO	<u>DO & CO: the recipe is still working (stays BUY)</u> Peter Palovic; Jakub Caithaml
12/08/26	Lion Finance Group PLC	<u>Lion Finance Group: the Lion feasts on market share (BUY - reinitiation of coverage)</u> Dmitry Vlasov; Miguel Dias
07/08/26		<u>EME Macro/Strategy: macro all-in-one (31 July-6 August)</u> Raffaella Tenconi; Alessio Chiesa
07/08/26	GEVORKYAN	<u>GEVORKYAN: growth, but not necessarily value creation (stays HOLD)</u> Peter Palovic; Jakub Caithaml
07/08/26	Jumbo	<u>Jumbo: the value is in the repetition (BUY - transfer of coverage)</u> George Grigoriou; Lukasz Wachelko, CFA
07/08/26		<u>European Oil and Gas Monthly: July 2026 – groundhog day</u> Jonathan Lamb
06/08/26	CTP	<u>CTP: buy, with caution (upgraded to BUY)</u> Jakub Caithaml; Peter Palovic
05/08/26	Auto Partner, Inter Cars	<u>Polish Auto Parts Distribution: recovery in 2026E mostly priced in (Auto Partner (HOLD) and Inter Cars (HOLD) - transfer of coverage)</u> Marek Szymanski; Lukasz Wachelko, CFA
04/08/26		<u>The Rear-View Mirror – EME markets: Romanian BET index outperforms in July</u> Research Team

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