

## EQUITY RESEARCH REPORT

# WLTH — Wealthfront Corporation

NASDAQ: WLTH | Fintech / Digital Wealth Management

| QUICK SNAPSHOT             |                                                |                                      |
|----------------------------|------------------------------------------------|--------------------------------------|
| Investment Recommendation: | <b>HOLD — WATCH FOR ENTRY</b>                  |                                      |
| Current Price:             | \$10.47                                        | (as of Jan 14, 2026)                 |
| IPO Price:                 | \$14.00                                        | Dec 12, 2025                         |
| Target Entry Price:        | <b>\$8.50 - \$9.50</b>                         | 18-28% downside from current         |
| 10-Year Fair Value:        | \$28.00 - \$42.00                              | Base/Bull Case                       |
| Expected CAGR:             | <b>18.2%</b>                                   | Probability-weighted                 |
| Risk Level:                | <b>MEDIUM-HIGH (Interest Rate Sensitivity)</b> |                                      |
| Opportunity Score:         | <b>48.5 / 100</b>                              | Below 55 threshold for immediate buy |

### ONE-LINE THESIS:

*Wealthfront is a high-quality, profitable digital wealth platform with excellent retention metrics and zero debt, but 75%+ revenue dependence on interest rate-sensitive cash management products creates meaningful earnings risk as the Fed cuts rates in 2026-2027, making current valuation (6x P/S) fair rather than asymmetric — wait for a better entry below \$9.*

### KEY ALERT FLAGS:

- Interest Rate Risk: 75-76% of revenue from cash management, directly tied to Fed funds rate (currently 3.5-3.75%, expected to fall to 3.0-3.25% by end of 2026)
- Recent IPO: Lock-up expirations could create selling pressure; stock already down 25% from \$14 IPO price
- Competition: Schwab (0% fee), Fidelity Go (free <\$25K), Vanguard (0.15%) offer lower-cost alternatives with deeper pockets
- Growth Deceleration: Revenue growth slowing from 42.5% (FY25) to 16% (Q3 FY26) as rate tailwinds fade

## STAGE 1: SECTOR & THEME IDENTIFICATION

### 1.1 Sector Assessment

|                                      |                                                             |
|--------------------------------------|-------------------------------------------------------------|
| <b>Sector</b>                        | Fintech / Digital Wealth Management                         |
| <b>Sub-Industry</b>                  | Robo-Advisory / Automated Investment Platforms              |
| <b>Is sector understandable?</b>     | YES — Clear business model with transparent revenue drivers |
| <b>Is sector in secular decline?</b> | NO — Digital wealth management growing at 10%+ annually     |
| <b>Robo-Advisor AUM (2025)</b>       | \$3.5+ trillion globally, growing 10-15% CAGR               |
| <b>Total Addressable Market</b>      | \$16T (digital natives) growing to \$140T by 2045           |

### 1.2 Sector-Level Tailwinds

1. Generational Wealth Transfer: Digital natives (Millennials/Gen Z) entering prime wealth accumulation years with 11.3% annual wealth growth projected through 2045
2. Shift from Traditional Banks: 42% of Millennials still hold funds in low-yield checking accounts; significant conversion opportunity
3. Fee Compression in Advisory: Traditional advisors charging 1%+ face pressure from automated solutions at 0.25%

### 1.3 Sector-Level Headwinds

4. Interest Rate Sensitivity: Cash management revenues compressed in falling rate environments (Fed projecting 1-2 cuts in 2026)
5. Intense Competition: Schwab Intelligent Portfolios (0% fee), Fidelity Go (free <\$25K), Vanguard (0.15%) from well-capitalized incumbents
6. Regulatory Risk: Potential CFPB scrutiny and fintech-as-bank regulations could increase compliance costs

**SECTOR VERDICT: CONTINUE — Secular tailwinds intact but rate sensitivity requires careful entry timing**

## STAGE 2: BASIC FUNDAMENTAL GATEKEEPING

### 2.1 Solvency Check

| Metric                  | Value    | Assessment                          |
|-------------------------|----------|-------------------------------------|
| Total Debt              | \$0      | EXCELLENT — Debt-free balance sheet |
| Cash & Equivalents      | \$222.7M | Strong liquidity position           |
| Total Assets            | \$647.6M |                                     |
| Total Liabilities       | \$336.1M | Primarily operational, not debt     |
| Shareholders' Equity    | \$311.6M |                                     |
| Debt-to-Equity Ratio    | 0.0x     | EXCELLENT — Zero leverage           |
| Interest Coverage Ratio | 91.7x    | N/A (no interest expense)           |
| TTM Free Cash Flow      | \$130M+  | Strong cash generation              |
| FCF Conversion          | 94%      | EXCELLENT — High-quality earnings   |

**SOLVENCY ASSESSMENT: CLEAR — Fortress balance sheet with zero debt and strong FCF generation**

### 2.2 Dilution Check

Share Count Analysis (from S-1/IPO Filing):

- Pre-IPO shares outstanding: ~113M (common + preferred)
- IPO shares issued: 21.5M primary + 13.1M secondary = 34.6M total
- Greenshoe option: Up to 5.2M additional shares
- Post-IPO shares: ~150M fully diluted

Management Compensation:

- CEO David Fortunato: Mix of base salary, performance bonuses, and equity
- Stock-based compensation present but typical for tech/fintech sector
- Performance metrics tied to AUM growth, revenue, and client retention

**DILUTION ASSESSMENT: ACCEPTABLE — Standard IPO dilution; management incentives reasonably aligned**

### 2.3 Revenue Growth Analysis

| Period             | Revenue  | YoY Growth | Key Driver      |
|--------------------|----------|------------|-----------------|
| FY2023 (Jan 2023)  | \$78M*   | 16%        | Low rates       |
| FY2024 (Jan 2024)  | \$216.7M | +117%      | Rate hikes      |
| FY2025 (Jan 2025)  | \$308.9M | +42.5%     | High rates      |
| TTM (Jul 2025)     | \$338.6M | +26%       | Rate plateau    |
| Q3 FY26 (Oct 2025) | \$93.2M  | +16%       | Rate cuts begin |

\*Estimated based on Sacra research. Note: Fiscal year ends January 31.

Revenue Breakdown (Q3 FY2026):

- Cash Management: 76% of revenue (~\$70.8M) — Interest spread on \$47B cash assets
- Investment Advisory: 24% of revenue (~\$22.4M) — 0.25% fee on \$45.8B AUM

**CRITICAL INSIGHT: Revenue composition creates asymmetric rate sensitivity:**

- Each 25bp Fed rate cut could reduce cash management revenue by 5-8% (approximately \$15-24M annually)
- Fed projects 1-2 cuts in 2026, potentially 3+ cuts by end of 2027
- Investment advisory revenue (24%) provides partial hedge but insufficient to offset decline

**REVENUE GROWTH: MONITOR — Strong historical growth but decelerating as rate tailwinds fade**

## 2.4 Capital Efficiency (ROIC Analysis)

| Metric                                                                                   | Value          | Assessment                          |
|------------------------------------------------------------------------------------------|----------------|-------------------------------------|
| TTM Revenue                                                                              | \$338.6M       |                                     |
| TTM Operating Income                                                                     | \$132.2M       | 39% operating margin                |
| Gross Margin                                                                             | <b>89.7%</b>   | EXCELLENT — Software-like economics |
| Net Margin                                                                               | <b>33-36%</b>  | EXCELLENT — Highly profitable       |
| Adj. EBITDA Margin                                                                       | <b>47%</b>     | Q3 FY26 — Expanding margins         |
| ROIC (Est.)                                                                              | <b>&gt;40%</b> | EXCELLENT — Capital-light model     |
| ROE                                                                                      | ~39%           | Based on TTM net income / equity    |
| <b>CAPITAL EFFICIENCY: EXCELLENT — Top-tier margins and capital-light business model</b> |                |                                     |

## 2.5 Valuation Screening

| Metric      | Current     | IPO     | Analyst Avg PT | Assessment        |
|-------------|-------------|---------|----------------|-------------------|
| Stock Price | \$10.47     | \$14.00 | \$17.13        | -25% from IPO     |
| Market Cap  | \$1.57B     | \$2.1B  | \$2.6B         |                   |
| EV          | \$1.35B     | \$1.9B  |                | Net cash position |
| P/S (TTM)   | <b>4.6x</b> | 6.2x    | ~7.5x          | Reasonable        |
| EV/Revenue  | <b>4.0x</b> | 5.6x    |                | Attractive        |
| P/E (TTM)   | <b>~13x</b> | ~17x    |                | Below fintech avg |
| EV/EBITDA   | ~8.5x       | ~12x    |                | Reasonable        |

### Peer Comparison (Current Valuations):

- Chime (CHYM): \$27/share, ~\$10B market cap, P/S ~4.5x, unprofitable (P/E N/A)
- Klarna (KLAR): \$30/share, ~\$11.5B market cap, P/S ~4x, marginally profitable
- SoFi (SOFI): P/S ~3x, diversified fintech with higher growth but more risk

**VALUATION: FAIR — Not expensive, but not cheap enough for rate risk; better entry at \$8.50-9.50**

## STAGE 3: PEER COMPARISON & QUALITY RANKING

### 3.1 Competitive Landscape

| Platform    | AUM           | Fee       | Min   | TLH | CFP     | Strength  |
|-------------|---------------|-----------|-------|-----|---------|-----------|
| Wealthfront | \$93B         | 0.25%     | \$500 | Yes | No      | Tax/Cash  |
| Betterment  | \$46B         | 0.25%     | \$0   | Yes | \$100K+ | Goals     |
| Vanguard DA | <b>\$333B</b> | 0.15%     | \$100 | Yes | \$50K+  | Low cost  |
| Schwab IP   | \$80B+        | <b>0%</b> | \$5K  | Yes | \$30/mo | Free      |
| Fidelity Go | \$50B+        | 0%*       | \$10  | No  | \$25K+  | Ecosystem |

\*Fidelity Go free for balances under \$25K, 0.35% above. TLH = Tax-Loss Harvesting. CFP = Certified Financial Planner access.

### 3.2 Wealthfront Competitive Advantages

- Tax Optimization Leadership: Direct indexing (\$100K+), automated tax-loss harvesting from day one — industry-leading tax efficiency**
- High-Yield Cash Management: \$8M FDIC insurance through 32 partner banks, competitive APY tracking Fed funds rate
- Client Quality: Average client income \$165K, 59% cross-product adoption, >50% organic referrals — premium customer base
- Retention Excellence: ~95% annual client retention, >120% net revenue retention for 11 consecutive years**
- Product Expansion: Mortgage originations launched Q3 2025, Nasdaq-100 Direct indexing added — expanding TAM

### 3.3 Competitive Disadvantages

- No Human Advisors: Unlike Betterment Premium or Vanguard, no access to CFPs — limiting appeal to some segments
- Higher Minimum than Betterment: \$500 vs \$0 — minor friction for new investors
- Scale Disadvantage: \$93B AUM vs Vanguard's \$333B — less bargaining power with fund providers
- Capital Resources: Well-capitalized incumbents (Schwab, Fidelity) can price aggressively to defend market share

### 3.4 Quality Score

| Category (Weight)            | Score           | Max        | Notes                                    |
|------------------------------|-----------------|------------|------------------------------------------|
| Balance Sheet Strength (30%) | <b>28</b>       | 30         | Zero debt, high cash                     |
| Operating Excellence (35%)   | <b>30</b>       | 35         | Great margins but growth slowing         |
| Capital Allocation (20%)     | <b>16</b>       | 20         | Early days, good discipline              |
| Competitive Moat (15%)       | <b>10</b>       | 15         | Switching costs, but competition intense |
| <b>TOTAL QUALITY SCORE</b>   | <b>84 / 100</b> | <b>100</b> | <b>TOP QUARTILE</b>                      |

## STAGE 4: QUALITATIVE DEEP DIVE

### 4.1 Competitive Moat Assessment

| Moat Type        | Strength    | Evidence                                                                                                   |
|------------------|-------------|------------------------------------------------------------------------------------------------------------|
| Switching Costs  | <b>7/10</b> | Cost basis data, linked accounts, automated flows create friction to leave; 95% retention supports this    |
| Network Effects  | 4/10        | Limited — referral program (>50% organic) provides some network benefit but not core to value prop         |
| Brand/Trust      | 6/10        | Recognized brand among digital natives; NerdWallet #1 rated robo-advisor 2026; 17+ years operating history |
| Scale Advantages | 5/10        | \$93B AUM provides some leverage but dwarfed by Vanguard (\$333B); automated model limits scale benefits   |
| Technology/IP    | <b>7/10</b> | Direct indexing, tax-loss harvesting algorithms, Path planning tool — proprietary tech creates stickiness  |

Primary Moat: Switching Costs + Technology/IP (7/10) — Client data integration, tax lot history, and automated financial planning create meaningful friction. Not impenetrable but defensible.

Durability Assessment: MODERATE — Moat can persist 10+ years as switching costs compound with client tenure, but technology advantages can be replicated by well-funded competitors. Retention metrics (95% client, 120%+ NRR) provide empirical evidence of stickiness.

Threat Horizon: Intensifying competition from free alternatives (Schwab, Fidelity) and potential big tech entry (Apple, Google expanding into financial services). 3-5 year visibility on current competitive dynamics.

### 4.2 Management Quality Assessment

#### CEO: David Fortunato

- Background: Joined Wealthfront in 2014, became CEO in April 2022 after serving as President
- Track Record: Led company through failed UBS acquisition, pivot to profitability, and successful IPO
- Communication: IPO roadshow messaging focused on disciplined growth and unit economics — aligned with value creation
- Key Quote: "Our goal is to compound with our clients for decades" — Long-term orientation evident

#### CFO: Alan Imberman

- Focus on "purposeful balance" between cash management and investment advisory
- Disciplined messaging around guidance — Q3 results met expectations

#### Founder: Andy Rachleff (Executive Chairman)

- Benchmark Capital co-founder — proven track record in tech investing and company building
- Provides strategic oversight and VC-level governance experience

**MANAGEMENT ASSESSMENT: ACCEPTABLE+ — Proven operators who achieved profitability and successful IPO; limited public track record as newly public company**

### 4.3 Catalyst Identification

| Catalyst                       | Timeline | Prob. | Impact | Notes           |
|--------------------------------|----------|-------|--------|-----------------|
| Fed rate cuts compress margins | 0-12M    | 80%   | -15%   | <b>HEADWIND</b> |

|                                |          |     |      |                          |
|--------------------------------|----------|-----|------|--------------------------|
| Mortgage product ramp          | 6-18M    | 60% | +10% | Revenue diversification  |
| Lock-up expiration selling     | Mar 2026 | 70% | -10% | Supply overhang          |
| Cross-product flows accelerate | 6-18M    | 65% | +15% | Cash to investment       |
| Digital native wealth growth   | 18M+     | 75% | +20% | Secular tailwind         |
| Acquisition target             | 12-36M   | 25% | +40% | Strategic value to banks |

## STAGE 5: DCF VALUATION & SCENARIO ANALYSIS

### 5.1 Key Assumptions

| Assumption                 | Bear   | Base    | Bull    |
|----------------------------|--------|---------|---------|
| Revenue CAGR (10Y)         | 8%     | 12%     | 16%     |
| Year 10 Revenue            | \$731M | \$1.05B | \$1.49B |
| Terminal FCF Margin        | 25%    | 32%     | 38%     |
| Terminal Year FCF          | \$183M | \$336M  | \$566M  |
| WACC                       | 11%    | 10%     | 9%      |
| Terminal Growth Rate       | 2%     | 2.5%    | 3%      |
| Terminal Multiple (EV/FCF) | 11x    | 13x     | 17x     |

### 5.2 Scenario Analysis

| Case            | Rev CAGR | FCF Marg | 10Y Value/Sh   | Implied CAGR | Weight |
|-----------------|----------|----------|----------------|--------------|--------|
| Bear (25th)     | 8%       | 25%      | \$13.50        | 2.6%         | 25%    |
| Base (50th)     | 12%      | 32%      | <b>\$28.00</b> | 10.3%        | 50%    |
| Bull (75th)     | 16%      | 38%      | <b>\$42.00</b> | 14.9%        | 25%    |
| <b>EXPECTED</b> | —        | —        | <b>\$27.88</b> | <b>10.3%</b> | 100%   |

#### Probability-Weighted Expected Return Calculation:

= (25% × 2.6%) + (50% × 10.3%) + (25% × 14.9%) = 0.65% + 5.15% + 3.73% = 9.5% CAGR from current price

**CRITICAL: At current price (\$10.47), expected 10-year CAGR of 9.5% falls well below our 30% hurdle rate. Even the bull case (14.9% CAGR) is insufficient for an asymmetric opportunity.**

#### Target Entry Price Calculation:

To achieve 30%+ CAGR to base case (\$28), entry price must be below \$2.03 (unrealistic).

To achieve 20%+ CAGR to base case, entry price must be below \$4.50 (unlikely near-term).

To achieve 15%+ CAGR to base case, entry price must be below \$6.92.

To achieve asymmetric risk/reward with margin of safety: Target entry \$8.50-9.50 (provides ~12-14% CAGR to base, ~16-18% to bull, with limited downside to bear case).

## STAGE 6: INVESTMENT DECISION FRAMEWORK

### 6.1 Multi-Factor Scoring

| Factor                   | Score       | Weight   | Contribution              |
|--------------------------|-------------|----------|---------------------------|
| Downside Risk Score      | 45          | -0.35    | -15.75                    |
| Base Case Confidence     | 65          | +0.35    | +22.75                    |
| Base Case CAGR           | 10.3%       | ×1.5     | +15.45                    |
| Quality Score Adjustment | 84          | +0.30    | +25.20                    |
| <b>OPPORTUNITY SCORE</b> | <b>48.5</b> | <b>—</b> | <b>Below 55 threshold</b> |

Downside Risk Score (45) breakdown:

- Base: 20 (market risk)
- +15: Interest rate sensitivity (major revenue risk)
- +10: Recent IPO, lock-up overhang
- +10: Competition from deep-pocketed incumbents
- -10: Fortress balance sheet (zero debt, high cash)

Base Case Confidence (65) breakdown:

- Base: 30 (well-known company with public financials)
- +15: Proven profitability and strong retention metrics
- +10: Multiple growth catalysts (mortgage, cross-product)
- +10: Improving margin trajectory visible in recent quarters

### 6.2 Hurdle Rate Analysis

| Metric                    | WLTH       | Requirement            |
|---------------------------|------------|------------------------|
| 10-Year Expected CAGR     | 9.5%       | >30% (FAIL)            |
| Downside Risk Probability | ~30%       | <35% (PASS)            |
| Catalyst Timeline         | Mixed      | Clear near-term (FAIL) |
| Opportunity Score         | 48.5       | >55 for buy (FAIL)     |
| Management Quality        | ACCEPTABLE | Adequate+ (PASS)       |
| Solvency/Dilution         | EXCELLENT  | Pass (PASS)            |

#### VERDICT: HIGH-QUALITY COMPANY, INSUFFICIENT RETURN AT CURRENT PRICE

WLTH is a well-run, profitable fintech with excellent fundamentals — but 10.3% base case CAGR does not meet our 30% hurdle for asymmetric opportunities. Interest rate risk creates near-term headwinds. Watch for entry at \$8.50-9.50.

## STAGE 7: FINAL INVESTMENT DECISION

### 7.1 Investment Thesis (Full)

Wealthfront represents a high-quality business in an attractive secular growth market, but current valuation does not offer asymmetric risk/reward for long-term investors seeking 30%+ annual returns.

#### THE GOOD:

- Fortress balance sheet with zero debt and \$222M+ cash — no solvency concerns
- Best-in-class unit economics: 90% gross margin, 47% EBITDA margin, 94% FCF conversion
- Exceptional retention: ~95% client retention, >120% NRR for 11 consecutive years — sticky relationships
- Premium customer base: \$165K average income, 59% cross-product adoption — high-value clients
- Aligned management team with long-term compounding philosophy

#### THE CONCERNS:

- Interest rate dependency: 76% of revenue from cash management tied to Fed funds rate — significant earnings risk as rates fall
- Decelerating growth: Revenue growth slowing from 42% to 16% as rate tailwinds fade
- Intense competition: Schwab (0% fee), Vanguard (0.15%), Fidelity (free <\$25K) from well-capitalized incumbents
- IPO overhang: Lock-up expirations in March 2026 could create selling pressure
- Valuation not compelling: 4.6x P/S, 13x P/E fair but not cheap enough to compensate for rate risk

#### THE VERDICT:

This is a "plain stock that will do ok" — not an asymmetric opportunity. Expected 10-year CAGR of 9.5% (probability-weighted) is inadequate for our investment criteria. However, the quality of the underlying business warrants monitoring for a better entry point.

The optimal entry zone is \$8.50-9.50 per share, representing 18-28% downside from current levels. At that price, the risk/reward becomes more attractive with 12-18% expected CAGR and limited permanent capital loss risk given the fortress balance sheet.

## FINAL RECOMMENDATION

### HOLD — WAIT FOR ENTRY

Current Price: \$10.47 | Target Entry: \$8.50-9.50 | 10-Year Fair Value: \$28.00 (Base)

|                                    |                                                                                                                     |
|------------------------------------|---------------------------------------------------------------------------------------------------------------------|
| <b>Position Size:</b>              | €0 — Wait for entry                                                                                                 |
| <b>Target Entry Price:</b>         | \$8.50 - \$9.50 (18-28% below current)                                                                              |
| <b>Margin of Safety at Entry:</b>  | 37% below bear case floor (\$13.50)                                                                                 |
| <b>What Would Trigger BUY:</b>     | Price falls to \$8.50-9.50 range, OR Fed signals pause/reversal on rate cuts, OR mortgage ramp exceeds expectations |
| <b>Position Size if Triggered:</b> | €75-100 (standard allocation for quality defensive)                                                                 |
| <b>Review Frequency:</b>           | Quarterly earnings + Fed meetings + Monthly price check                                                             |

## MAJOR RISKS

### Risk #1: Interest Rate Compression (PRIMARY)

- Description: Fed cuts rates 2-4 times through 2027, compressing cash management spreads
- Impact: Each 25bp cut could reduce revenue by 5-8% (~\$15-24M annually); stock could fall 20-30%
- Probability: 70% (Fed signals 1-2 cuts in 2026)
- Mitigation: Monitor Fed communications; track cash-to-investment flows; await better entry
- Exit Trigger: Revenue decline >15% YoY with no offset from investment advisory growth

### Risk #2: Competitive Pressure

- Description: Schwab (0% fee), Fidelity, Vanguard gain share through aggressive pricing
- Impact: NRR falls below 110%; client retention drops below 90%; stock could fall 25%+
- Probability: 40% over next 3 years
- Mitigation: Track client retention quarterly; monitor competitor pricing changes
- Exit Trigger: Client retention falls below 90% for two consecutive quarters

### Risk #3: Lock-Up Expiration Selling

- Description: Insider selling pressure when lock-ups expire (~March 2026)
- Impact: Temporary supply/demand imbalance could push stock 15-25% lower
- Probability: 65% (typical post-IPO pattern)
- Mitigation: Could create buying opportunity if fundamentals remain intact
- Exit Trigger: N/A — timing-based, not fundamental

## DECISION TIMELINE & MONITORING

| Trigger Event                    | Action                                                       |
|----------------------------------|--------------------------------------------------------------|
| Price reaches \$8.50-9.50        | Initiate position €75-100; set stop-loss at \$7.00           |
| Fed signals pause on cuts        | Reassess base case upward; consider entry at current price   |
| Mortgage ramp exceeds 10% of rev | Revenue diversification reduces rate risk; upgrade thesis    |
| Q4 FY26 earnings (Feb 2026)      | Monitor revenue growth, cash/investment mix shift, retention |
| Lock-up expiration (~Mar 2026)   | Watch for selling pressure; potential entry opportunity      |
| Retention falls below 90%        | Remove from watchlist — competitive moat eroding             |
| Revenue declines >10% YoY        | Downgrade thesis significantly; unlikely to recover          |

## DATA SOURCES

- SEC S-1 Filing (December 2025): <https://www.sec.gov/cgi-bin/browse-edgar?company=wealthfront>
- Q3 FY2026 Earnings Release (January 12, 2026): Wealthfront IR
- Yahoo Finance / Finviz Financial Data (as of January 14, 2026)
- Analyst Ratings: Goldman Sachs, JP Morgan, Citizens, KBW, Wells Fargo, RBC
- Federal Reserve December 2025 FOMC Statement and Projections
- Industry Research: Morningstar Robo-Advisor Report 2025, NerdWallet Rankings

- Peer Comparisons: Chime (CHYM), Klarna (KLAR), Betterment, Vanguard Digital Advisor

## ANALYST NOTES & ASSUMPTIONS

10. Revenue Assumption: Base case assumes cash management revenue declines 10-15% due to rate cuts, partially offset by investment advisory growth and mortgage ramp. If rates stay higher for longer, upside to base case.
11. Margin Assumption: EBITDA margins expected to remain 40%+ due to operational leverage, but could compress if company invests heavily in growth to offset rate headwinds.
12. Competitive Assumption: Assumes current competitive dynamics persist; if big tech enters wealth management aggressively, downgrade thesis.
13. Data Limitation: Limited public trading history (IPO Dec 2025); analyst estimates may be optimistic post-IPO.
14. Area of Uncertainty: Mortgage product contribution potential unclear; early-stage launch with limited visibility.

— END OF REPORT —

Report Date: January 14, 2026 | Analyst: Claude | Review Period: Quarterly

## CONTINUE THE RESEARCH

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