



Activity report
2023 and Q4



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Key events of 2023 Q4

"Web Summit" and "Financial Freedom Forum" conferences

In November, we participated in the largest European technology exhibition "Web Summit," where among all P2P lending and crowdfunding platforms, we stood out for our maturity and investment returns. For more insights on the event often referred to as the technology Mecca and what to expect in the future, read the "[Investuok](#)" magazine. Additionally, for the second consecutive year, we participated in the Financial Freedom Forum, where we shared experiences about investing and money management.

Investors' community meeting

In October, the Investors' community meeting took place, attended by the new CEO of SAVY, Danatas Čerjazdanovas, and the mobile application Product manager, Dmitrijus Jarašius. The full recording of the meeting is available [here](#).






Support for the "Save the Children" organization

We ended the year with the traditional Christmas gift campaign and, together with investors, raised Eur 4 000. Throughout December, our office resembled Santa's workshop, where various boxes and packages of different sizes, stuffed toys, and wrapping materials poured in. As in previous years, each member of our team contributed to this project by fulfilling the dreams of one or two children, so in total, our team bought gifts for fifty children. Together, we bought gifts for another sixty-three children with the money raised. Furthermore, we packaged everything festively and made sure that the gifts reached the children's day centers in Alytus, Akmenė, Pasvalys, Kupiškis, and Zarasai before Christmas Eve. We transferred the remaining Eur 2 600 to the "Save the Children" organization, which manages 48 day centers visited by over 1 000 children from underprivileged families.

Capital increase

At the end of the year, by the decision of the shareholder, capital of SAVY was increased by Eur 0.5 million, and it now amounts to Eur 1 050 000.

Since the start of SAVY activities:

 Gross issued loans	92.8m	 Registered investors	42 879	 Registered borrowers	200 836	 Weighted average interest rate	16.1%	 Non-performing loans ratio	5.3%
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Most important events of 2023

4 788 new investors joined, while 961 made at least one investment



We were among the first in Lithuania to obtain a license as an EU crowdfunding service provider



From physical and legal persons, we **collected Eur 728 thousand of debt** (18% more than in 2022)*

We implemented **4 social projects**, altogether raising Eur 21 thousand.



We **issued 4 829 loans**, totaling Eur 24 299 920 (26% more than in 2022)



We carried out an **additional bond issuance**; total outstanding amount of issued bonds is Eur 4 million.

We introduced the first **peer-to-peer lending app in Lithuania**



We paid investors **Eur 3 296 129 in interest** (24% more than in 2022)

SAVY team has grown to 33 employees.

At the end of the year the authorised capital of SAVY was increased by Eur 0.5 million, and it now amounts to Eur 1 050 000.

For investors' convenience, we combined daily payments into one aggregated payment and introduced a new self-service platform with improved speed, a new overview window, and more convenient filtering functions in the secondary market



*results of internal debt collection department

In 2023, we, together with the investor community, raised Eur 21 thousand for four social projects



KAWANFLY
школа пілотування **ороніє**

In support of Ukraine's fight against Russian aggression, we raised a sum of Eur 17 000. We stand against Russian aggression in Ukraine, so on the very first day of the war initiated by Russia, we invited our large investor community to unite and donate to non-governmental organizations. In 2023, we directed the funds to organizations "Blue and Yellow" and "Ukrainian refugees," which support the Ukrainian armed forces. In total, we allocated Eur 17 000 to the Ukrainian forces in 2023, of which SAVY allocated Eur 4 740.



In 2023, together, we raised a total of Eur 4 000 for the organization "Save the Children." In December, we traditionally collected donations to fulfill children's Christmas dreams. In total, we raised Eur 4 000, of which we bought gifts for 63 children, and our team purchased gifts for another 50 children. We transferred the remaining Eur 2 600 to the organization "Save the Children," which oversees 48 day centers, visited by over 1 000 children from underprivileged families. Once again, we say THANK YOU for not being indifferent to the children who need our financial support.

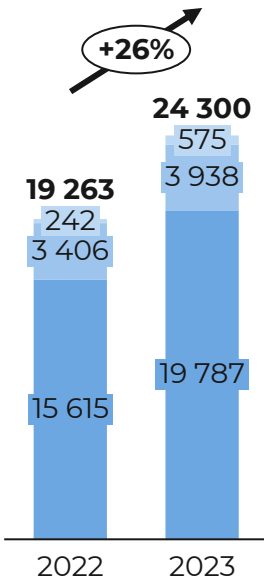
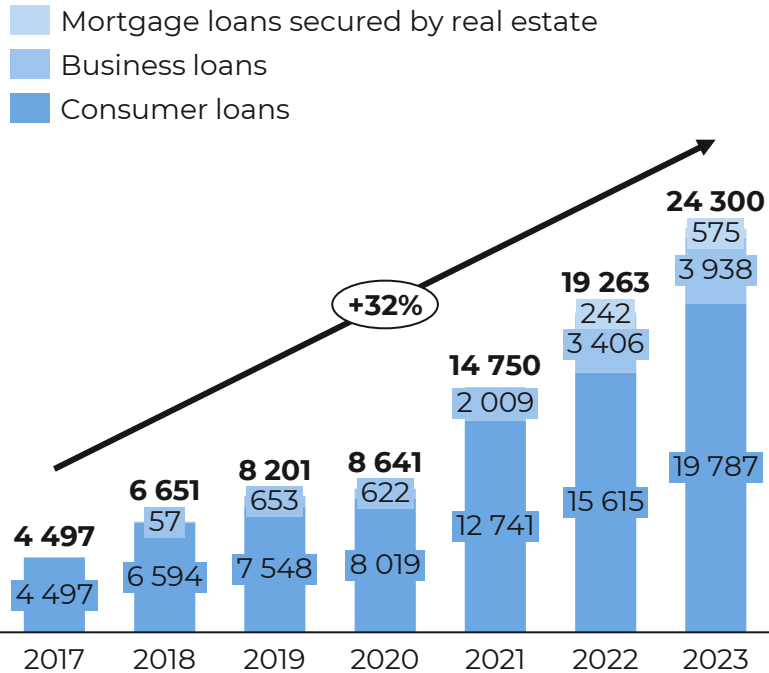
New loan issuance shows strong growth: +26% YoY

In 2023, we granted a total of Eur 24.3 million in loans – 26% more than in 2022:

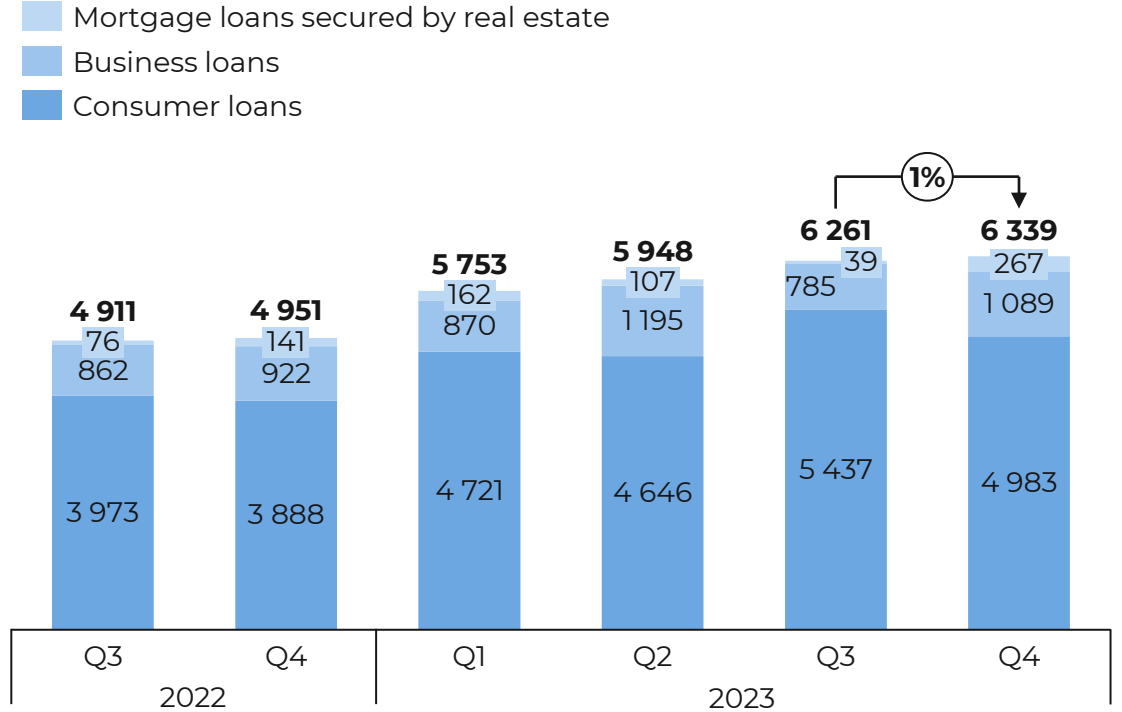
- Eur 19.8 million in consumer loans (27% more than the previous year)
- Eur 4 million in business loans (16% more than the previous year)
- Eur 575 thousand in mortgage loans secured by real estate (more than twice as much as the previous year).

During the quarter, we issued Eur 6.3 million in loans.

Newly issued loans, 2016 – 2023, k Eur



Newly issued loans, k Eur



Continued strong performance in new loan issuance

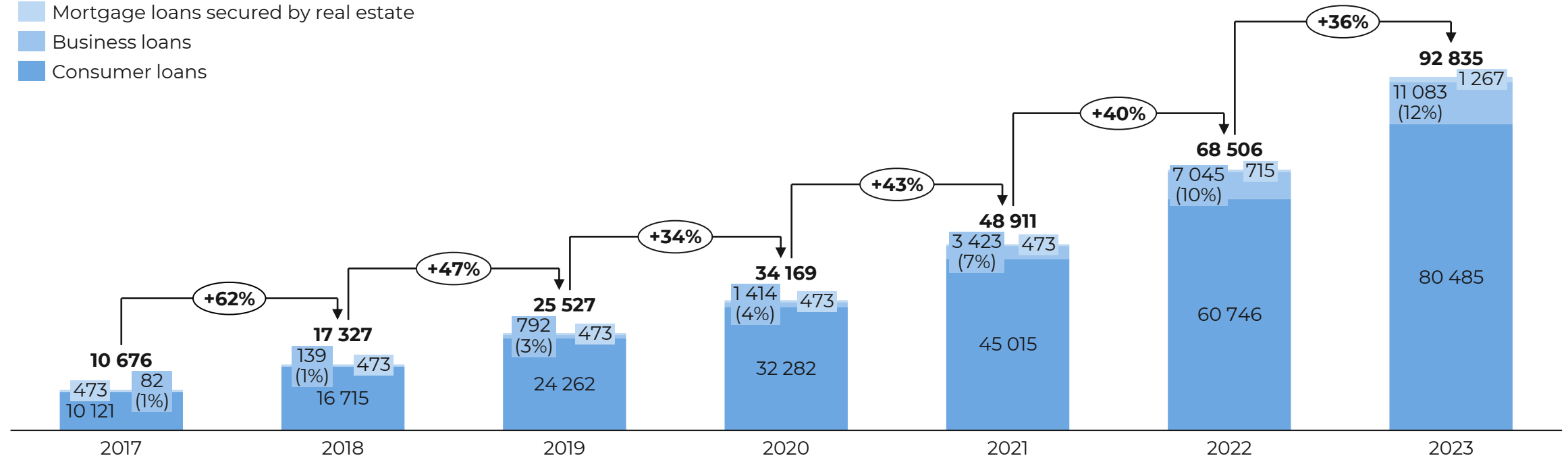
As of the end of 2023, the cumulative value of issued loans amounted to Eur 92.8 million:

- Eur 80.5 million consumer loans
- Eur 11 million business loans
- Eur 1.3 million mortgage loans secured by real estate.

During the fourth quarter, a total of Eur 6.3 million loans were issued.

Gross issued loans, 2016 – 2023, k Eur

- Mortgage loans secured by real estate
- Business loans
- Consumer loans

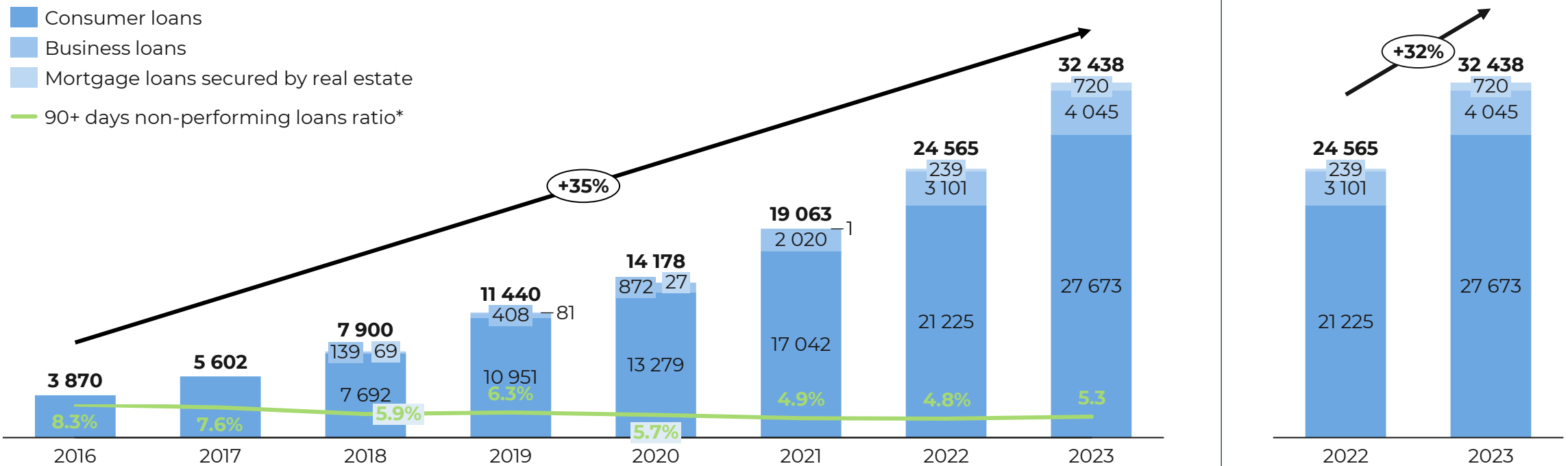


Outstanding loan portfolio has grown by 32% over the course of the year



Since 2016, the total outstanding loan portfolio has exhibited an average annual growth rate of 35%. Over the course of the year (2022 – 2023), the outstanding loan portfolio experienced a 32% increase, reaching Eur 32.4 million.
At the end of 2023, the ratio of non-performing loans was 5.3%.

Total outstanding loan portfolio, 2016 – 2023, k EUR



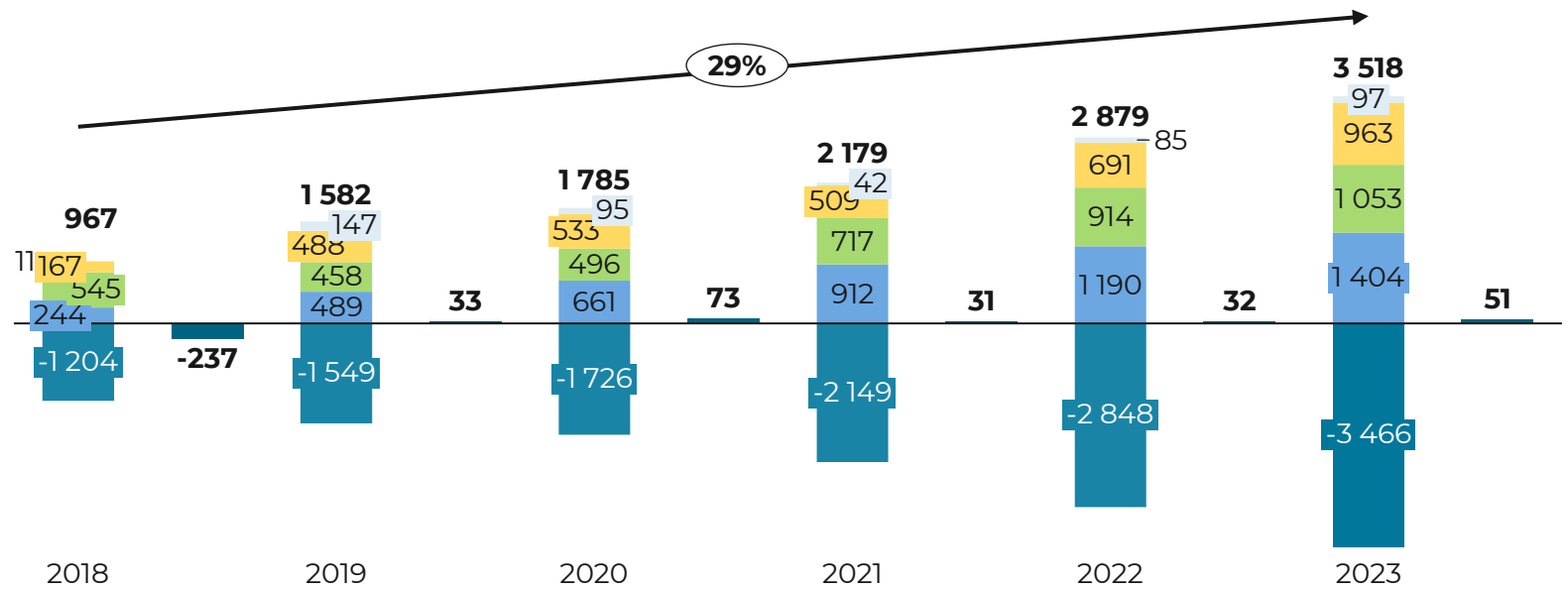
* 90+ days non-performing loans (NPL) ratio is calculated based on the total value of issued loans.

Over the course of the year, SAVY grew revenues by 22%

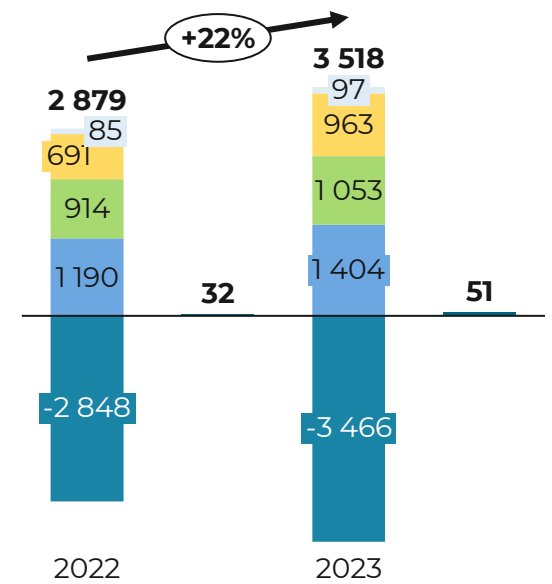


Through strategic diversification of income sources, SAVY has successfully created three sustainable and substantial revenue streams. Since 2018, income has consistently grown at an average annual rate of 29%. In 2023, the company achieved an income of Eur 3.5 million, reflecting a 22% yearly increase. Among the various sources of income, monthly management fees accounted for the largest share in 2023, contributing to 40% of the total income. Furthermore, in 2023, the company generated a net profit of Eur 51 thousand.

Income structure, 2018 – 2023, k EUR



2022 - 2023, k EUR



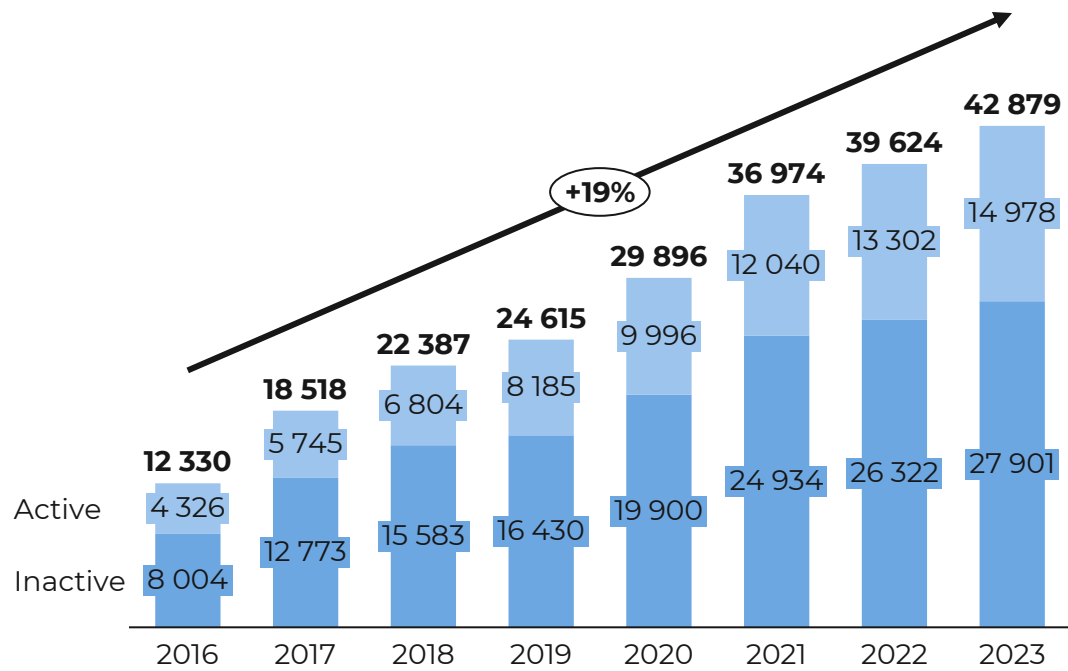
■ Monthly management fees
 ■ Origination fees
 ■ Interest income
 ■ Other income
 ■ Expenses
 ■ Profit / loss

SAVY platform attracted 1 337 new investors in the fourth quarter of 2023

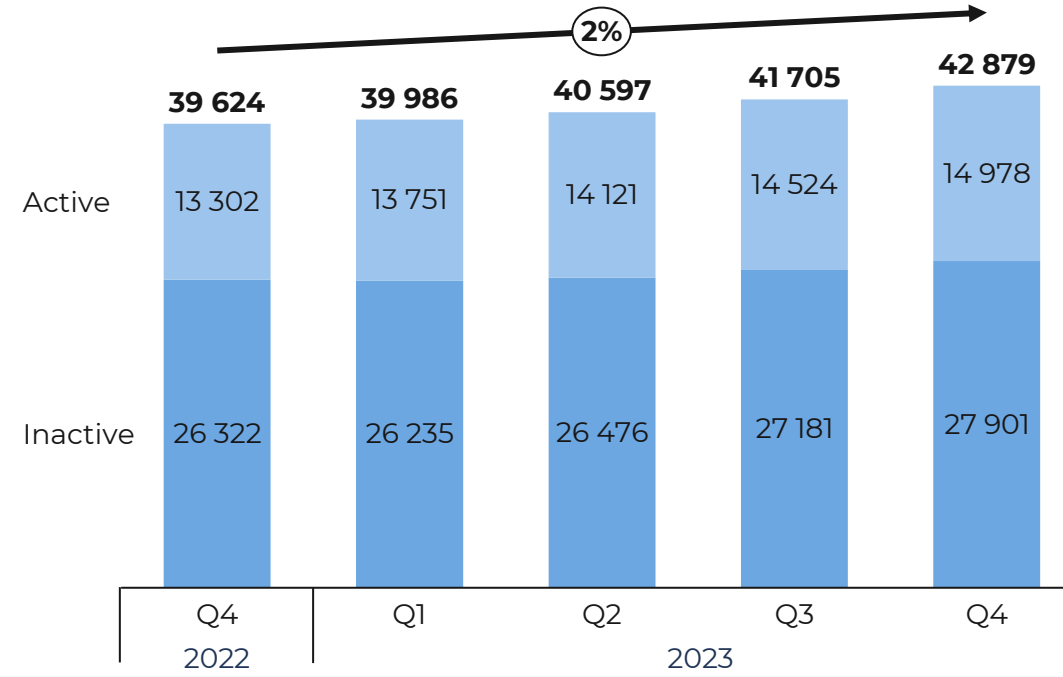


During the fourth quarter of 2023, SAVY platform witnessed a notable increase of 1 337 new registered investors, with 237 of them making at least one investment. As a result, the total number of registered investors reached 42.8 thousand. Among the registered investors, approximately 35% (14 978 investors) are active, having made at least one investment on the SAVY platform.

Investors, 2016 – 2023



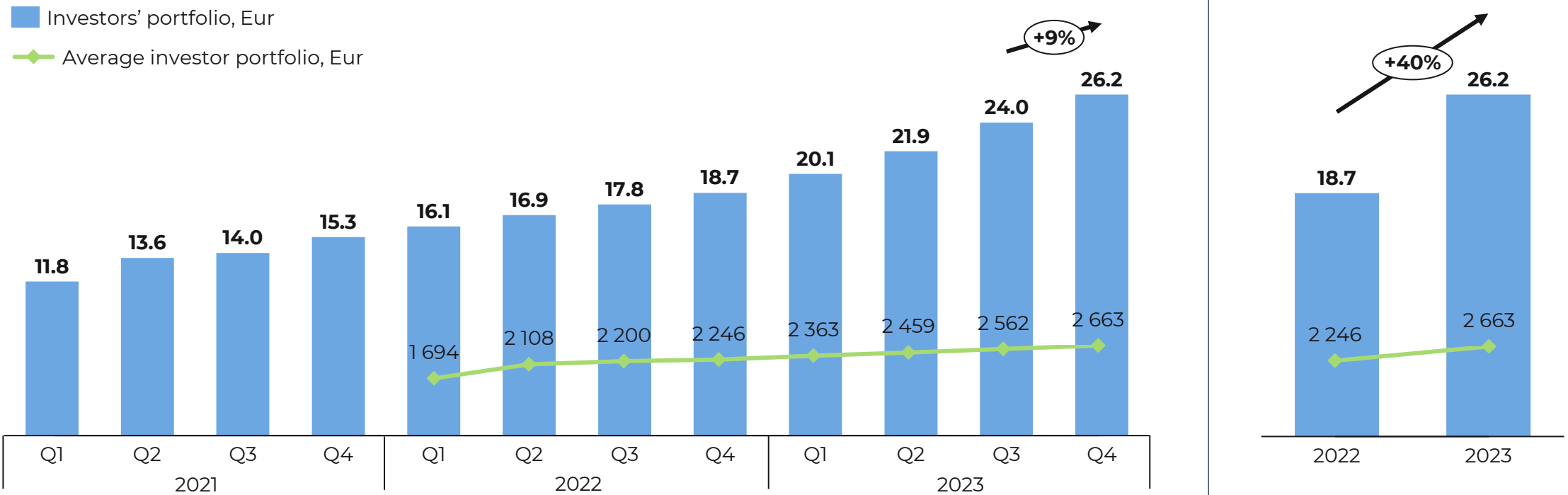
Investors, 2022 Q4 – 2023 Q4



The investors' portfolio grew by 40% over the course of the year

Not only is the number of investors continuously growing, but also the invested amounts - during the fourth quarter of 2023, the active investors' portfolio increased by Eur 2.2 million, reaching a total of Eur 26.2 million (annual growth rate - 40%). Throughout this year's fourth quarter, this portfolio has been growing on average by Eur 719 thousand per month, which is 14% higher than the 12-month average monthly increase.

Investors' portfolio

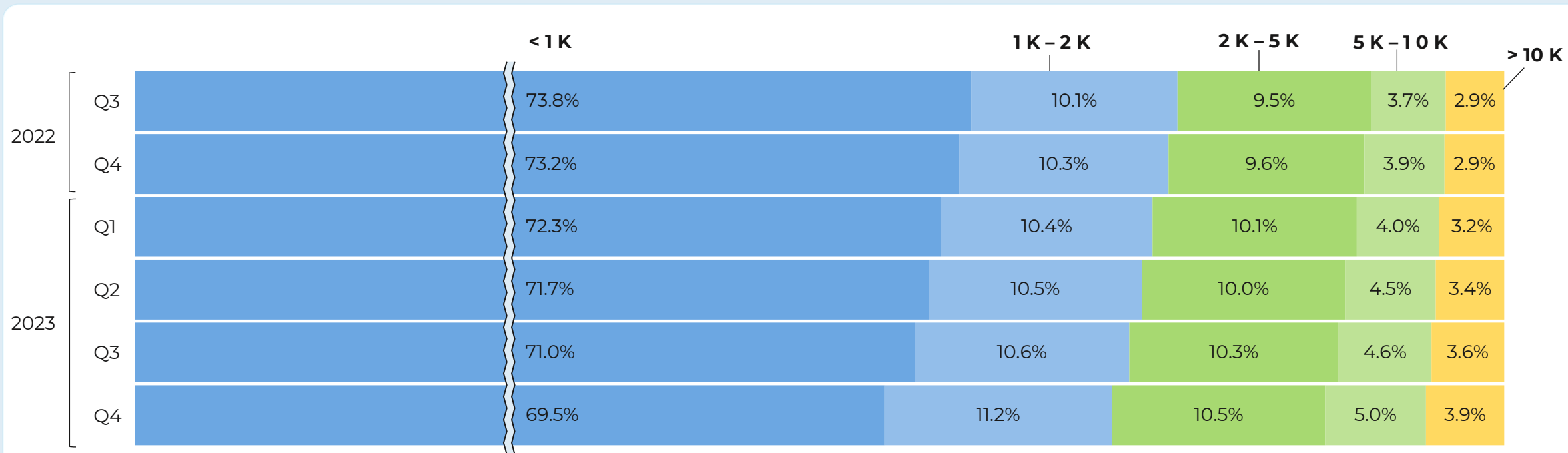


Investors increasingly allocate funds to SAVY investments



It is worth noting that, by the end of 2023, most investors opted to allocate up to Eur 1 000, representing 69.5% of the total investments. However, this proportion has been gradually decreasing as clients show an increasing preference for higher investment amounts. The fastest growing investor segment is allocating between Eur 5 000 and Eur 10 000, accounting for 5% of all investors at the end of 2023.

Distribution of invested sums, Eur

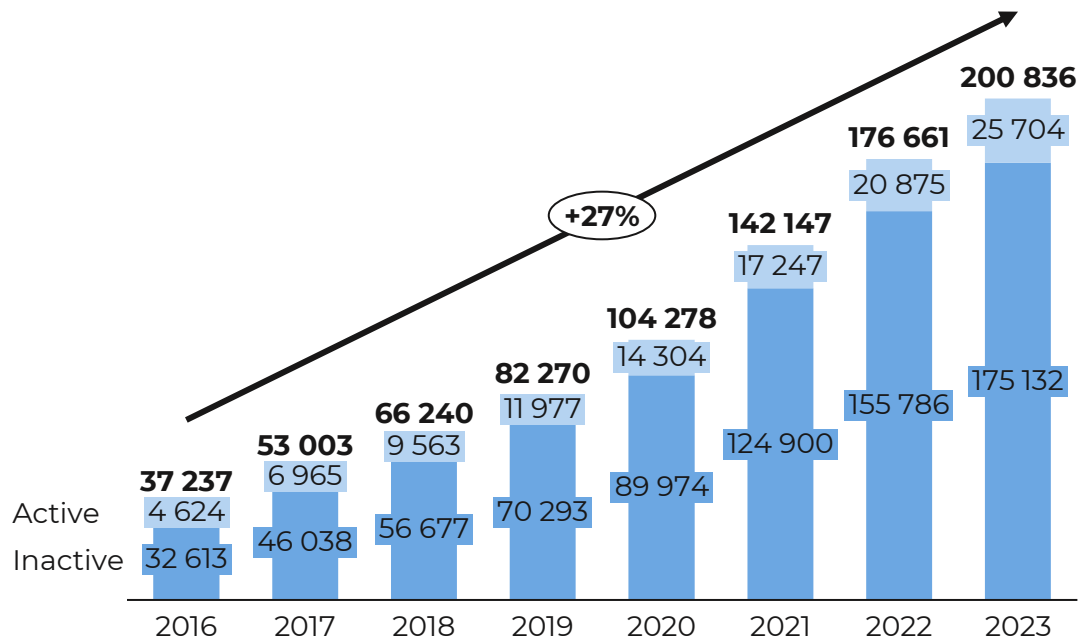


The number of active borrowers grew by 23% over the course of the year

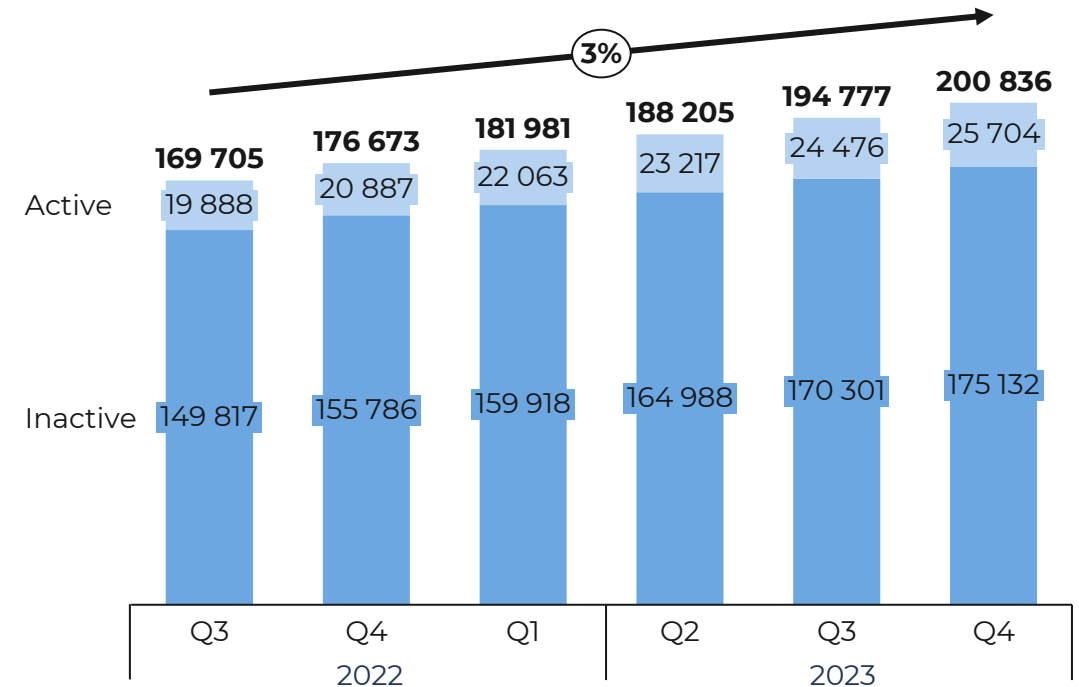


The fourth quarter of 2023 witnessed a significant rise in the number of active borrowers, with an increase of 1 228 borrowers. This represents a 23% yearly growth (2022 – 2023), marking the highest growth rate observed in the past three years.

Borrowers, 2016 – 2023



Borrowers, 2022 Q3 – 2023 Q4

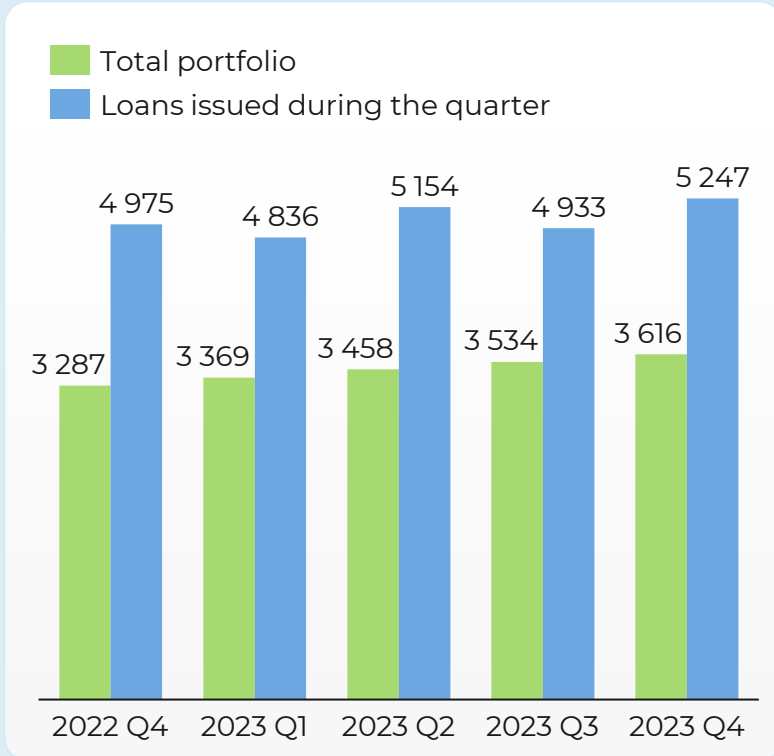


Total loan portfolio

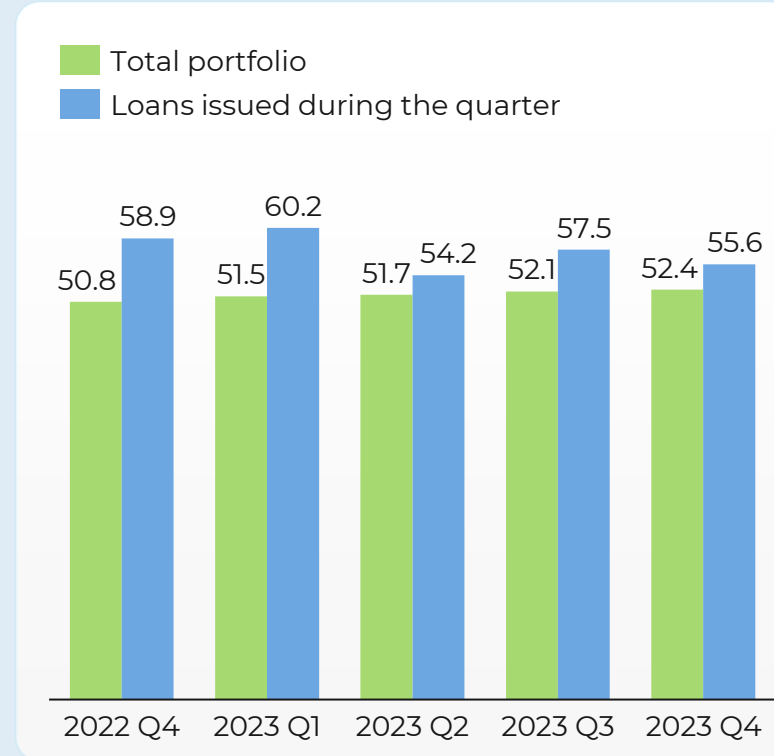
At the end of 2023:

- average loan size of the total outstanding portfolio increased to Eur 3 616, of loans issued that quarter increased to Eur 5 247;
- weighted average loan term of the total outstanding portfolio increased to 52.4 months, of loans issued that quarter decreased to 55.6 months;
- weighted average interest rate of total portfolio decreased to 17.2%, of loans issued that quarter decreased to 16.1%.

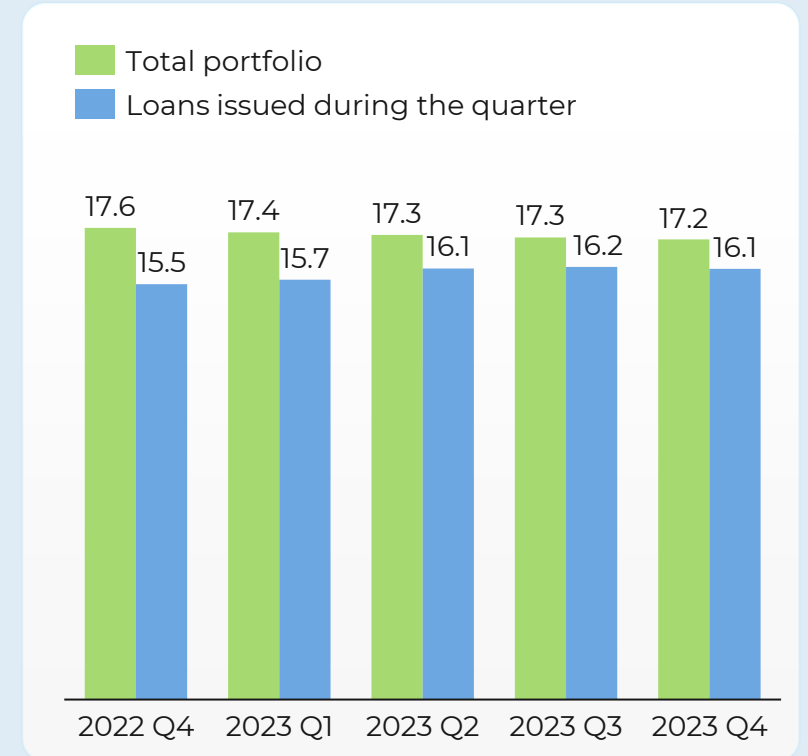
Average loan size, Eur



Weighted average loan term, months



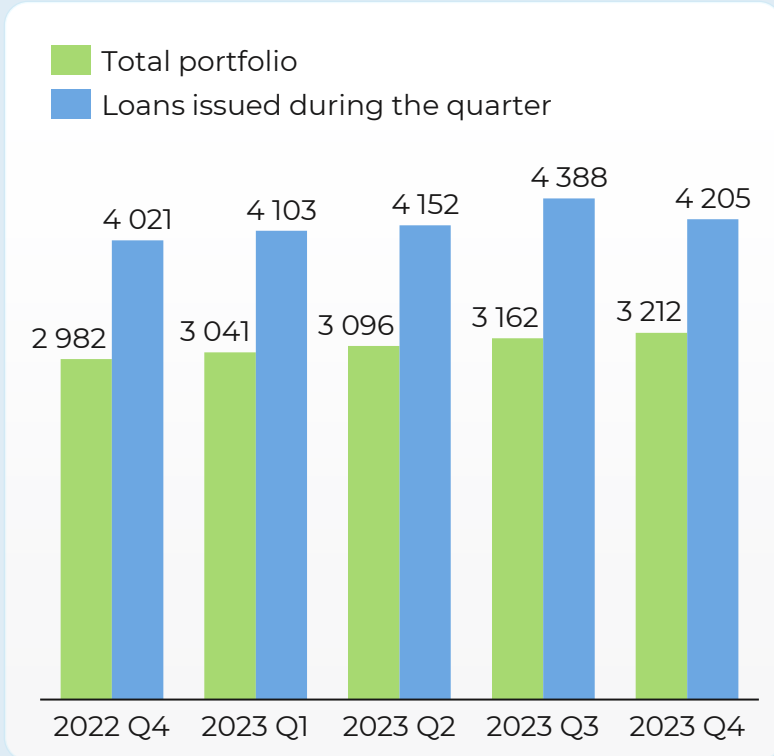
Weighted average interest rate, %



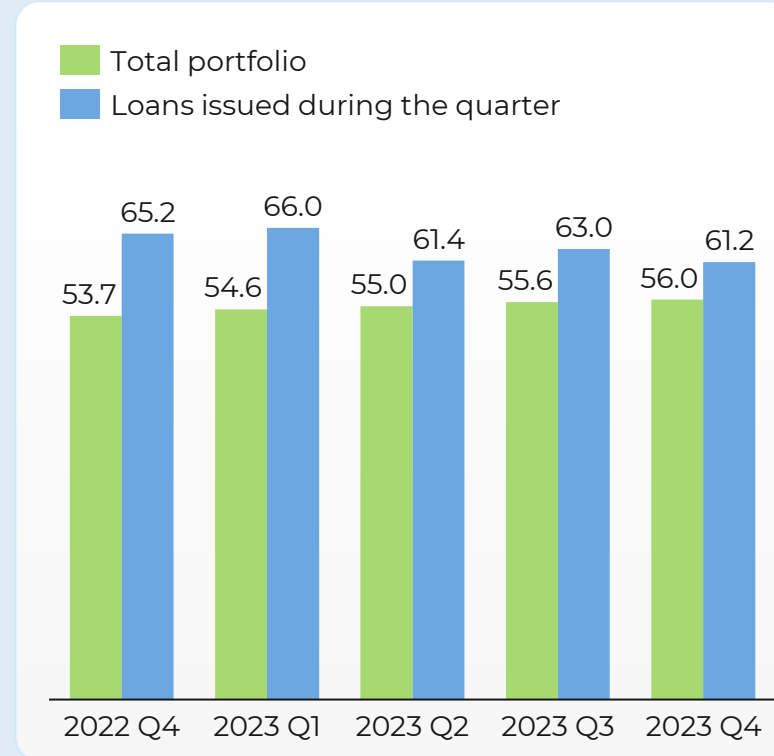
At the end of 2023:

- average loan size of the total outstanding portfolio increased to Eur 3 212, of loans issued that quarter decreased to Eur 4 205;
- weighted average loan term of the total outstanding portfolio increased to 56 months, of loans issued that quarter decreased to 61.2 months;
- weighted average interest rate of total portfolio did not change and was 17.8%, of loans issued that quarter increased to 17%.

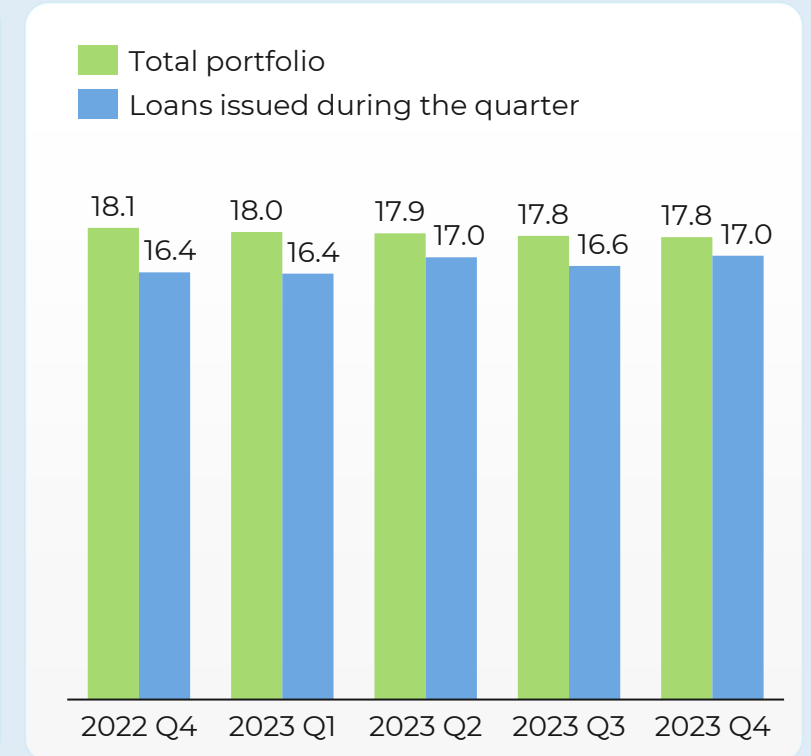
Average loan size, Eur



Weighted average loan term, months



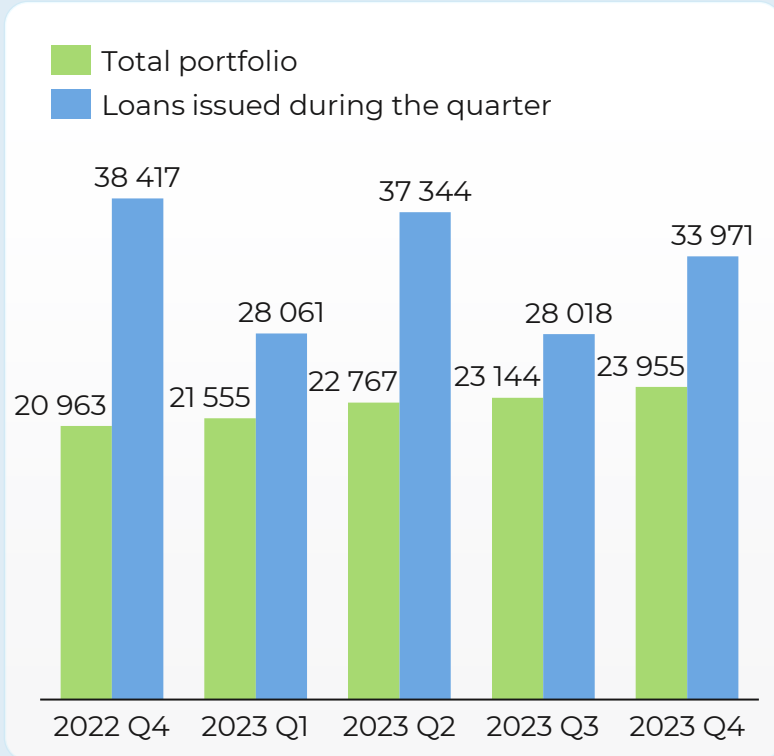
Weighted average interest rate, %



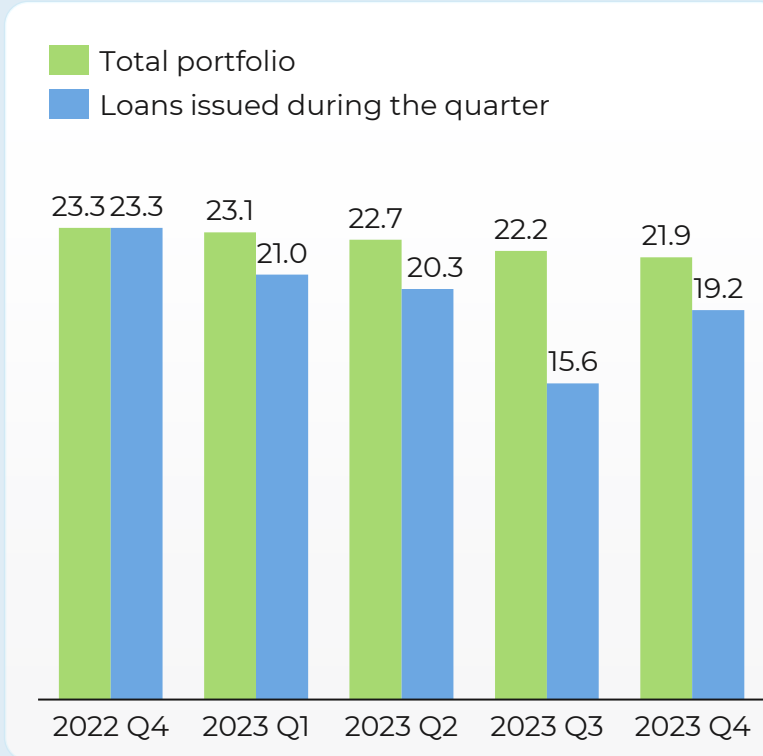
At the end of 2023:

- average loan size of the total outstanding portfolio increased to Eur 23 955, of loans issued that quarter increased to Eur 33 971;
- weighted average loan term of the total outstanding portfolio decreased to 21.9 months, of loans issued that quarter increased to 19.2 months;
- weighted average interest rate of total portfolio decreased to 13.5%, of loans issued that quarter increased to 13.3%.

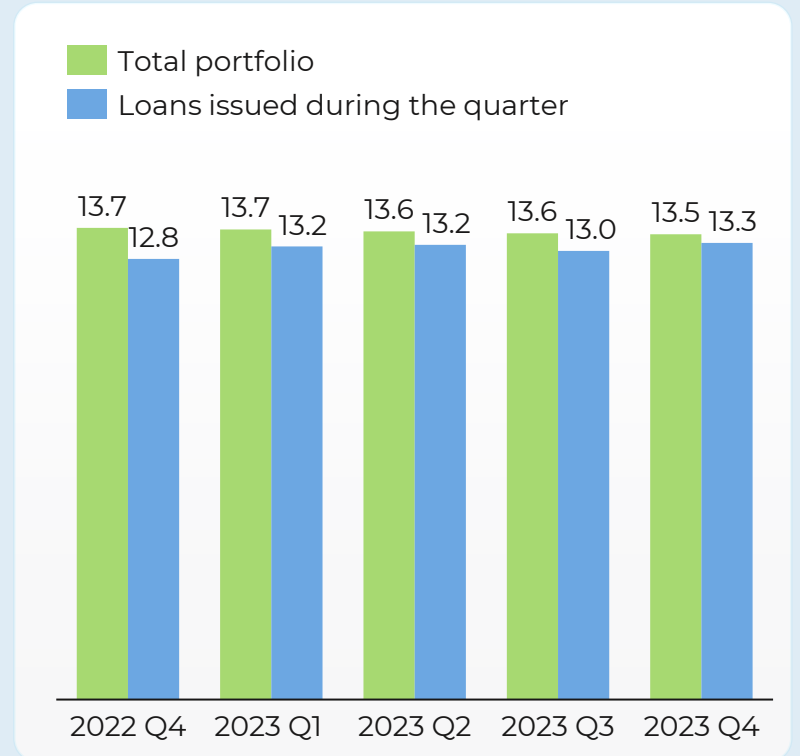
Average loan size, Eur



Weighted average loan term, months



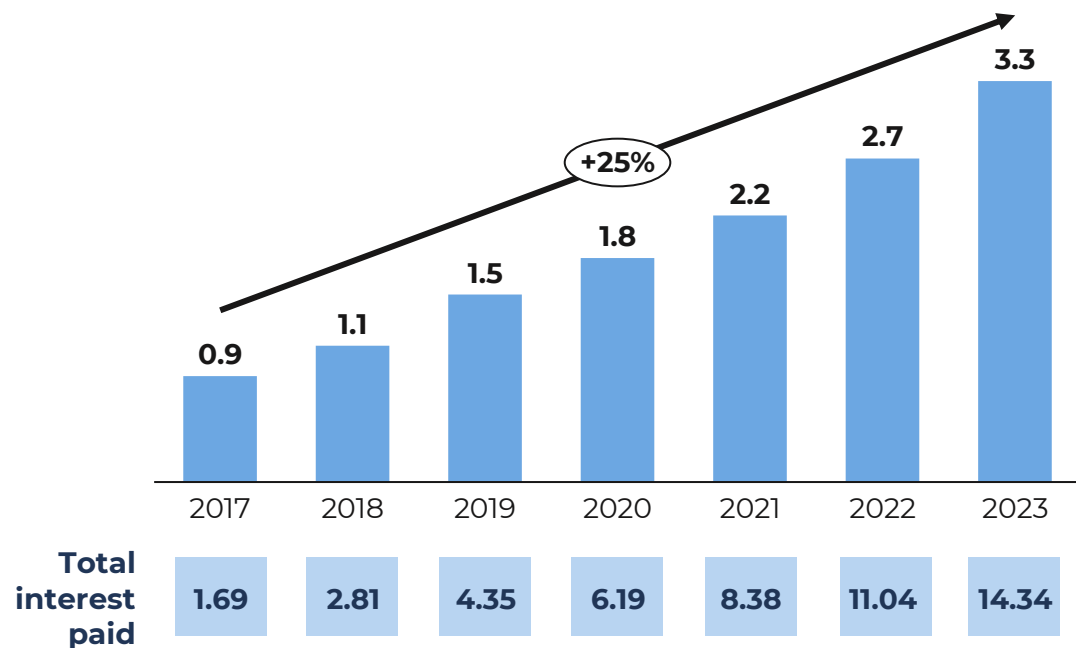
Weighted average interest rate, %



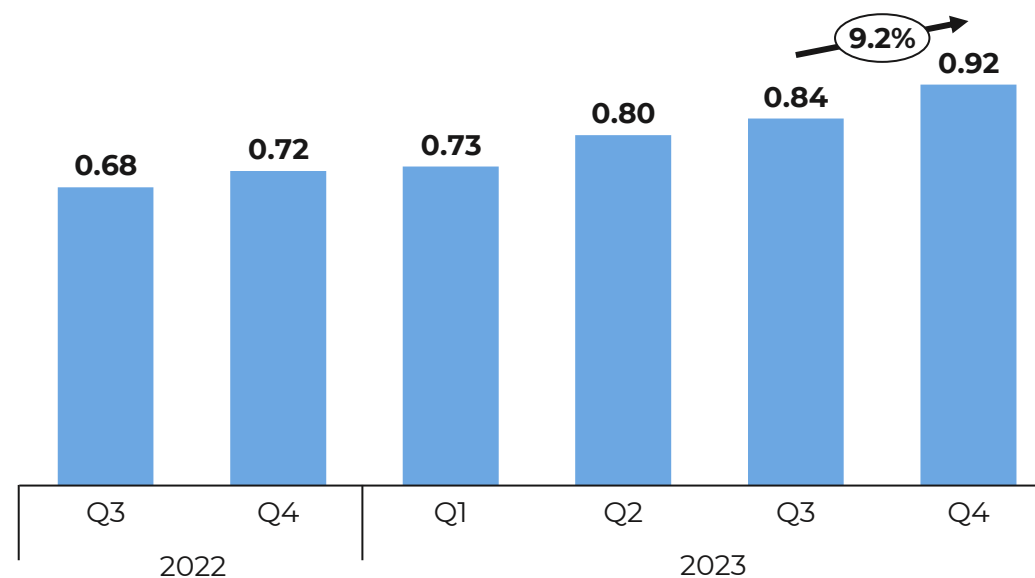
SAVY investors have collectively earned over Eur 14.3 million in interest

Since 2016, the amount of interest paid per year has exhibited a steady growth, averaging 25% annual increase. Comparing the interest payments in Q4 2023 to those in Q3, investors received an increase of 9% in their interest earnings.

Interest paid, 2017 – 2023, m Eur



Interest paid per quarter, m Eur

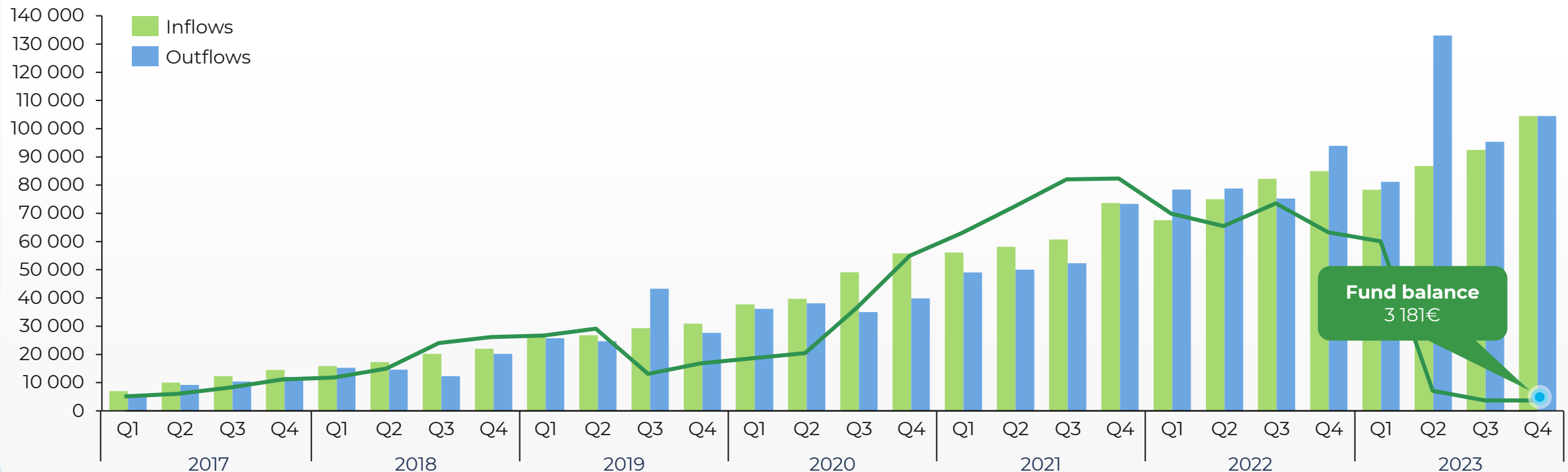


Since the start of the Investor's Fund, it has compensated for over Eur 1.33 million of non-performing loans



Investors' fund became a good instrument to compensate for possible losses, reduce the risks and receive stable income – since the start of the fund it has compensated for over Eur 1.33 million of non-performing loans. In the Q4 the fund compensated Eur 104 thousand losses, balance at the end of the period was a bit more than Eur 3 thousand. We observe that the trend remains unchanged and contributions to the fund are increasing – in the Q4, over Eur 104 thousand were contributed to the fund, almost 12 thousand more than in the Q3.

Investors' Fund, Eur

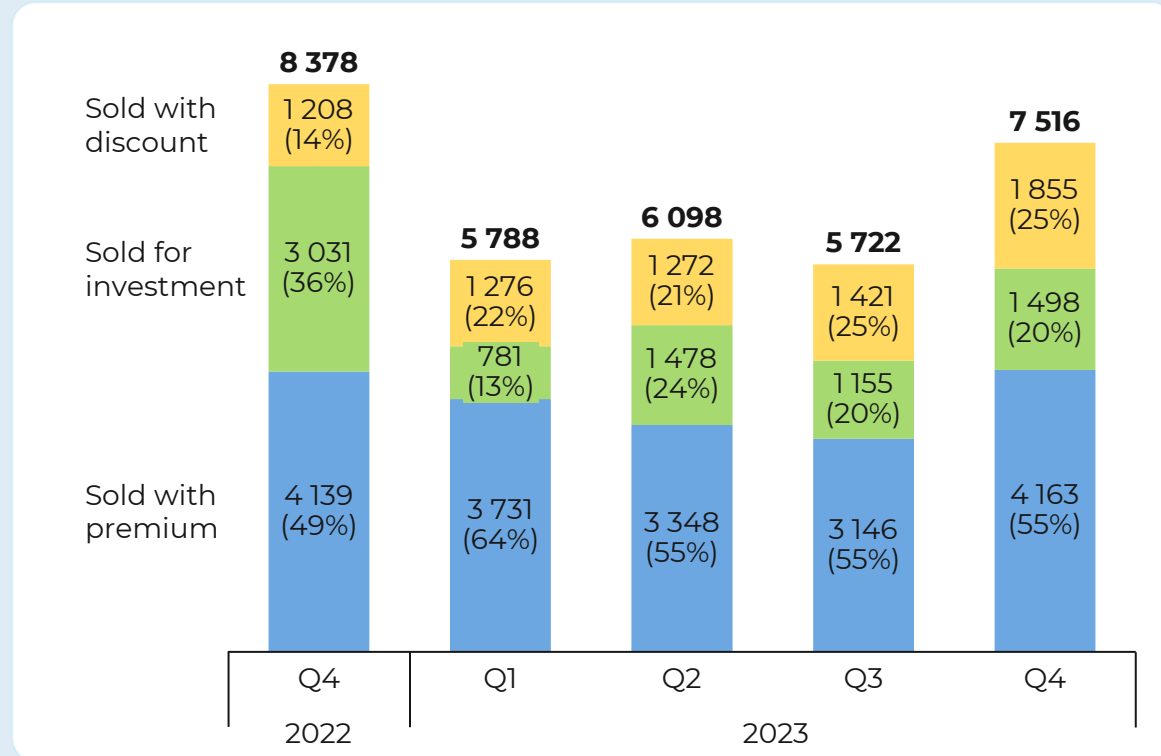


Secondary market remains active

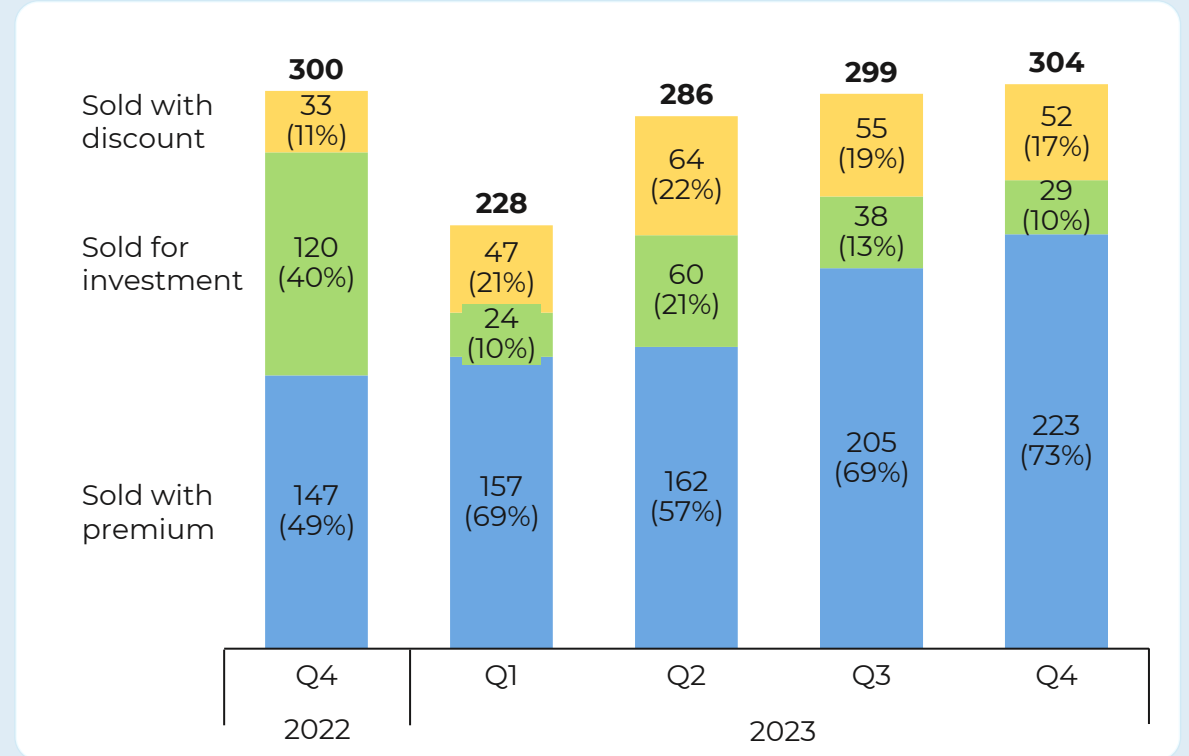
In the Q4 of 2023, investments with premium were sold for Eur 223 thousand (73% of total transactions), investments that match this amount were bought for Eur 29 thousand (10% of total transactions), investments sold with discount amounted to Eur 52 thousand (17% of total transactions). Total amount of transactions – Eur 304 thousand.

In Q4 secondary market activity increased by 2% in its total value. We have noticed that the market changed by the distribution of transactions – this quarter the share of investments sold with premium has increased.

Secondary market activity, number

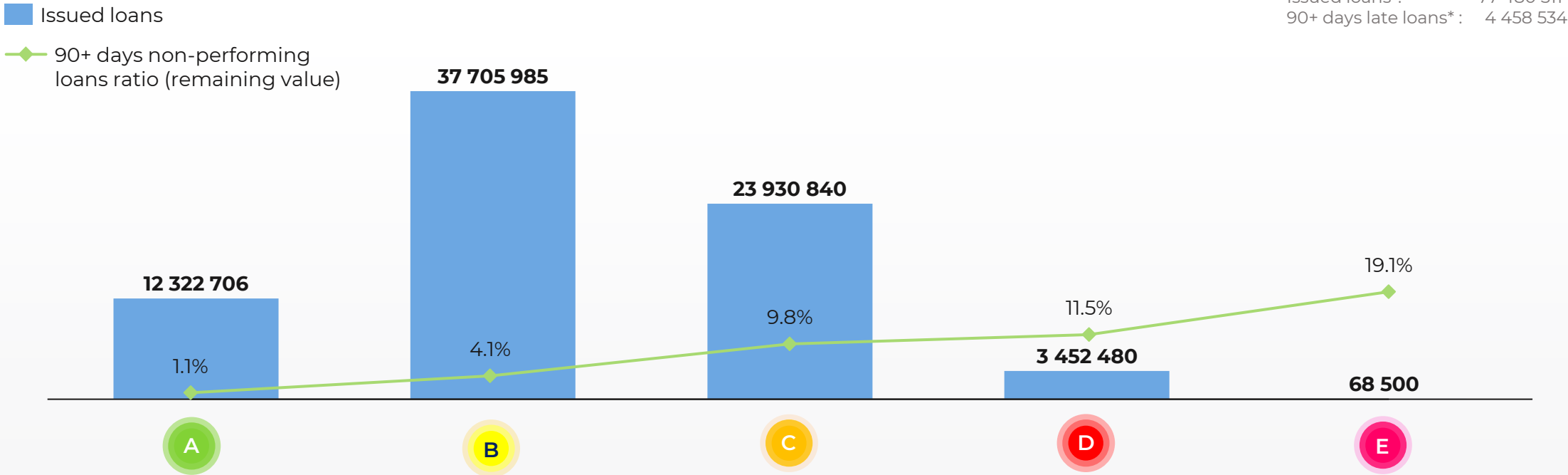


Secondary market activity, k Eur



From the beginning of SAVY activity, 10 physical person bankruptcy cases were recorded, 5 of them are paying according to court-approved solvency recovery plan, 1 bankruptcy case was terminated, 4 cases were finished. According to the population register 45 of debtors have declared departure abroad, 27 of them concluded agreements of payments, the remaining 18 are being contacted. A total of 80 deaths of borrowers were recorded and 28 loans were repaid by heirs. 19 agreements were made with heirs regarding payments on schedule, 33 heirs to the loan borrowers did not appear. In the fourth quarter of this year, a total of Eur 337 thousand were recovered and returned to investors.

90+ days overdue consumer loans as part of total issued loans by rating*, 2023-12-31



* Only those loans are included, which have a rating

Me and You. Thoughtful Lithuania. We were not born millionaires, Therefore we fight for our future ourselves. We learn. Work. And by managing our finances we do not repeat the mistakes of our parents. Previously banks did not believe in us – now they can not convince us! Expensive loans put a smile on our faces. Because we can borrow from each other. As long as You and I are alive, we do not need to wait to start living. Let's take care of ourselves with SAVY.

SAVY – loans and investments for thoughtful people!

Thoughtful investments with SAVY!

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