

S  V Y
Activity report
2024 1H



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Key Events of Q2 2024

New Investment Opportunities – Real Estate Development Loans

SAVY has started providing financing for real estate (RE) development projects and has introduced the option to invest in RE-secured investment loans. With this move, SAVY has become the only platform in Lithuania where you can invest in consumer, mortgage, business, and RE development loans, offering the broadest diversification opportunities.






Investor Events and Meetings

We continually aim to educate people on financial literacy, so we participated in the Investors' Conference organized by "Verslo žinios". Our team provided consultations and engaged with current and potential investors. We also participated in the "International Investors' Conference | Shaping the Future of Finance," organized by "Better Finance." The conference brought together over 150 key policymakers, experts, and market leaders whose decisions influence the FinTech market in the Baltic States and the European Union. Another equally important event was a business breakfast attended by our partners and major clients. During the meeting, we discussed, forecasted, and had an excellent opportunity to share ideas and build new connections.

IT Updates

We continue to fulfill our promise to improve the investor self-service platform and mobile app, where you can now invest in mortgage loans, as well as all other types of loans. The self-service platform now offers sorting options in the primary market based on loan type, interest rates, or other important criteria. The loan purpose is displayed in the loan details, and you can see the earnings from returned investments. Additionally, a live chat feature has been added, along with the opportunity to earn 20 euros for inviting a friend, so invite others and earn extra by helping your friends put their money to work.

Since the start of SAVY activities:

 Gross issued loans	107.3m	 Registered investors	28 239	 Registered borrowers	214 476	 Weighted average interest rate	16.6%	 Non-performing loans ratio	5.49%
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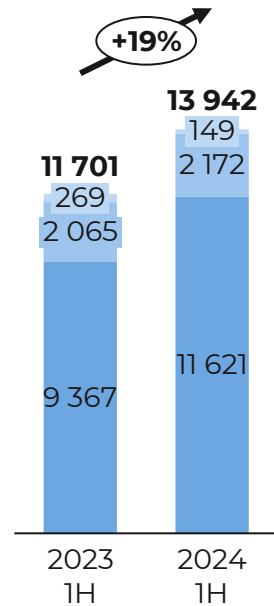
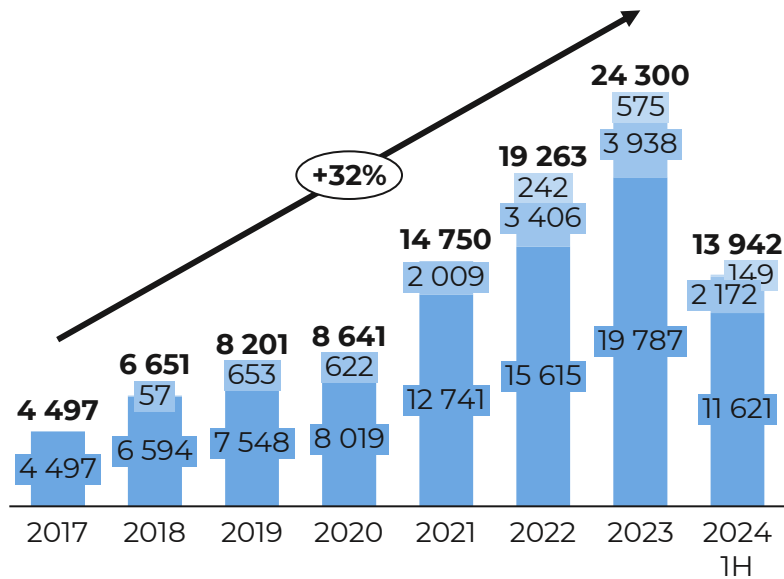
New loan issuance shows strong growth: +24% yoy

During the first half of 2024, we issued a total of Eur 13.9 million loans – a 19% increase compared to the first half of 2023:

- Eur 11.6 million in consumer loans (24% yearly increase)
- Eur 2.2 million in business loans (5% yearly increase)
- Eur 149 thousand in mortgage loans secured by real estate (45% less than in first half of 2023).

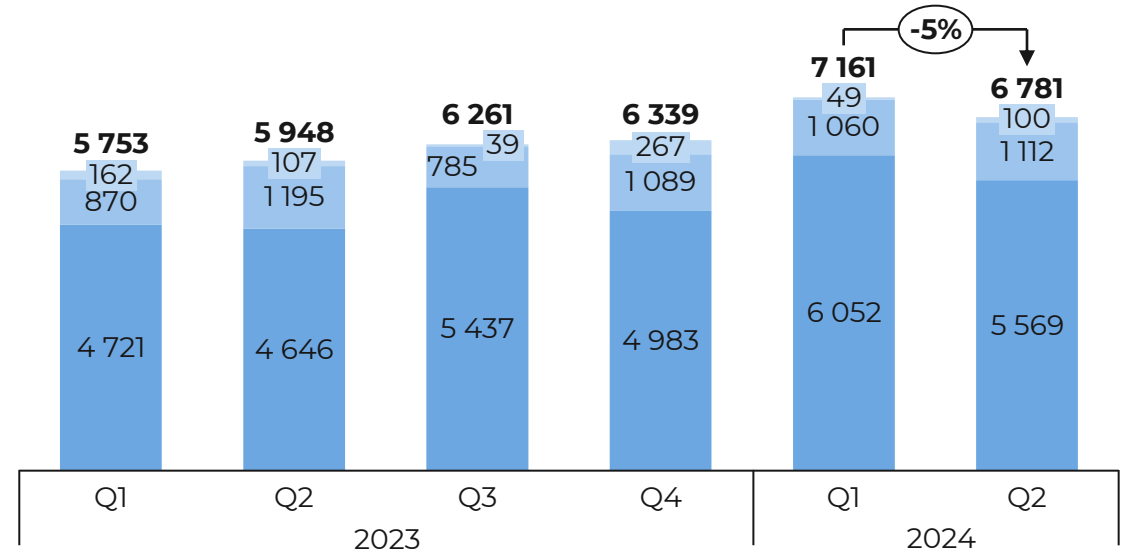
Newly issued loans, 2016 – 2024, k Eur

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



Newly issued loans, k Eur

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



Continued strong performance in new loan issuance

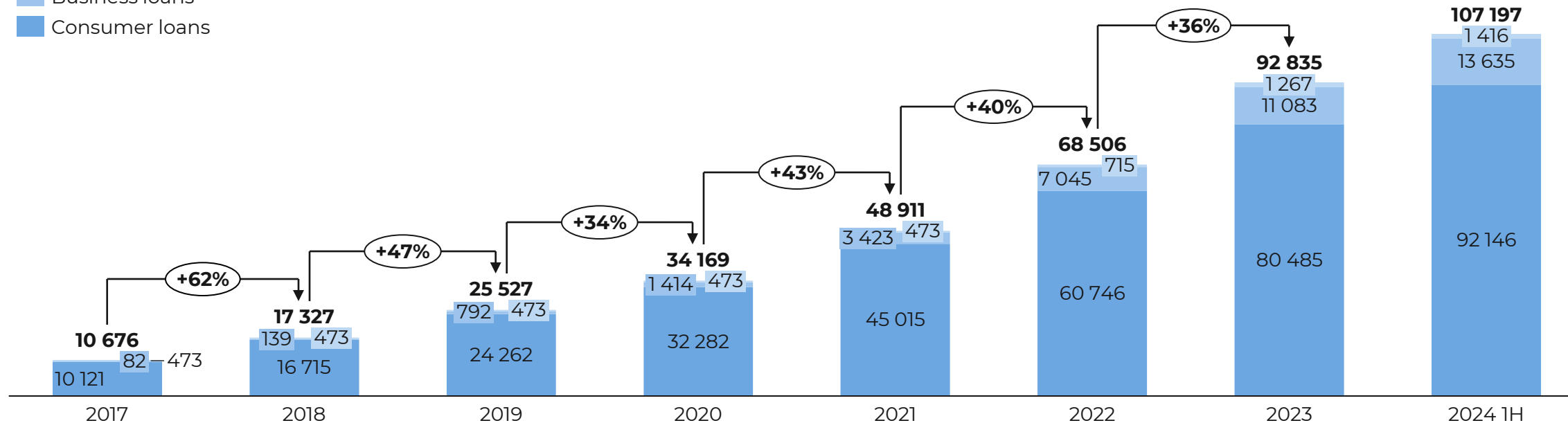
At the end of first half of 2024, the cumulative value of issued loans amounted to Eur 107.7 million:

- Eur 92.1 million consumer loans
- Eur 13.6 million business loans
- Eur 1.4 million mortgage loans secured by real estate.

During the first quarter, a total of Eur 13.9 million loans were issued.

Gross issued loans, 2016 – 2024, k Eur

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



Outstanding loan portfolio has grown by 30% over the course of the year

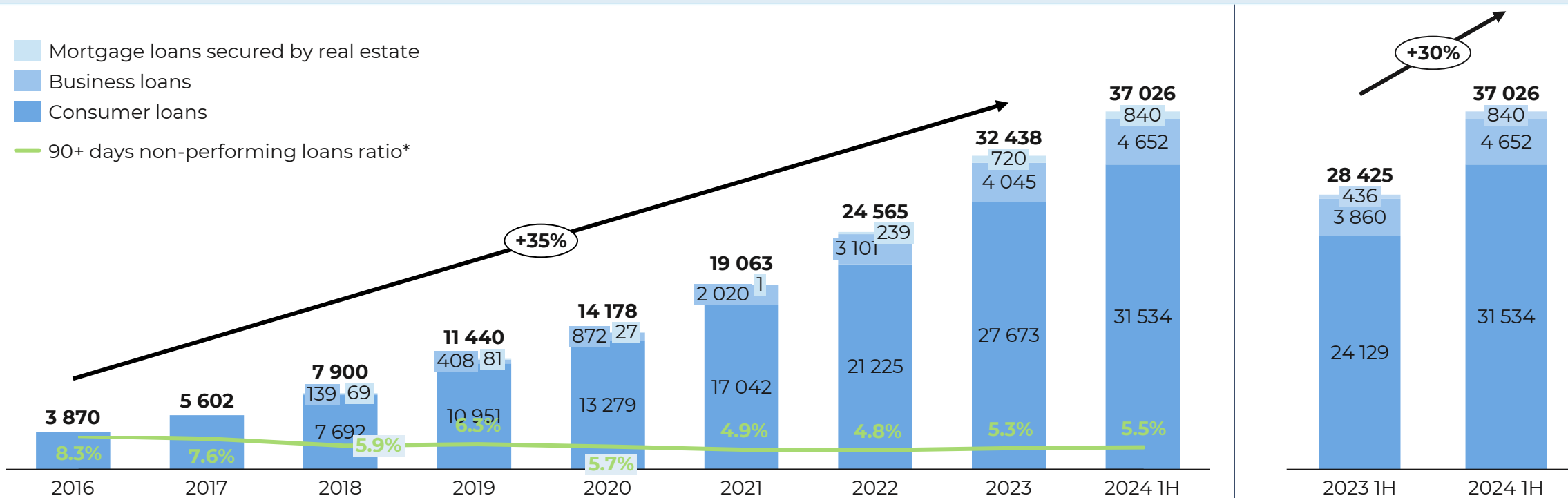


Since 2016, the total outstanding loan portfolio has exhibited an average annual growth rate of 35%. Over the course of the year (2023 1H – 2024 1H), the outstanding loan portfolio increased by 30%, reaching Eur 37 million.

At the end of 2024 1H, the ratio of non-performing loans was 5.5%.

Total outstanding loan portfolio, 2016 – 2024, k EUR

- Mortgage loans secured by real estate
- Business loans
- Consumer loans
- 90+ days non-performing loans ratio*



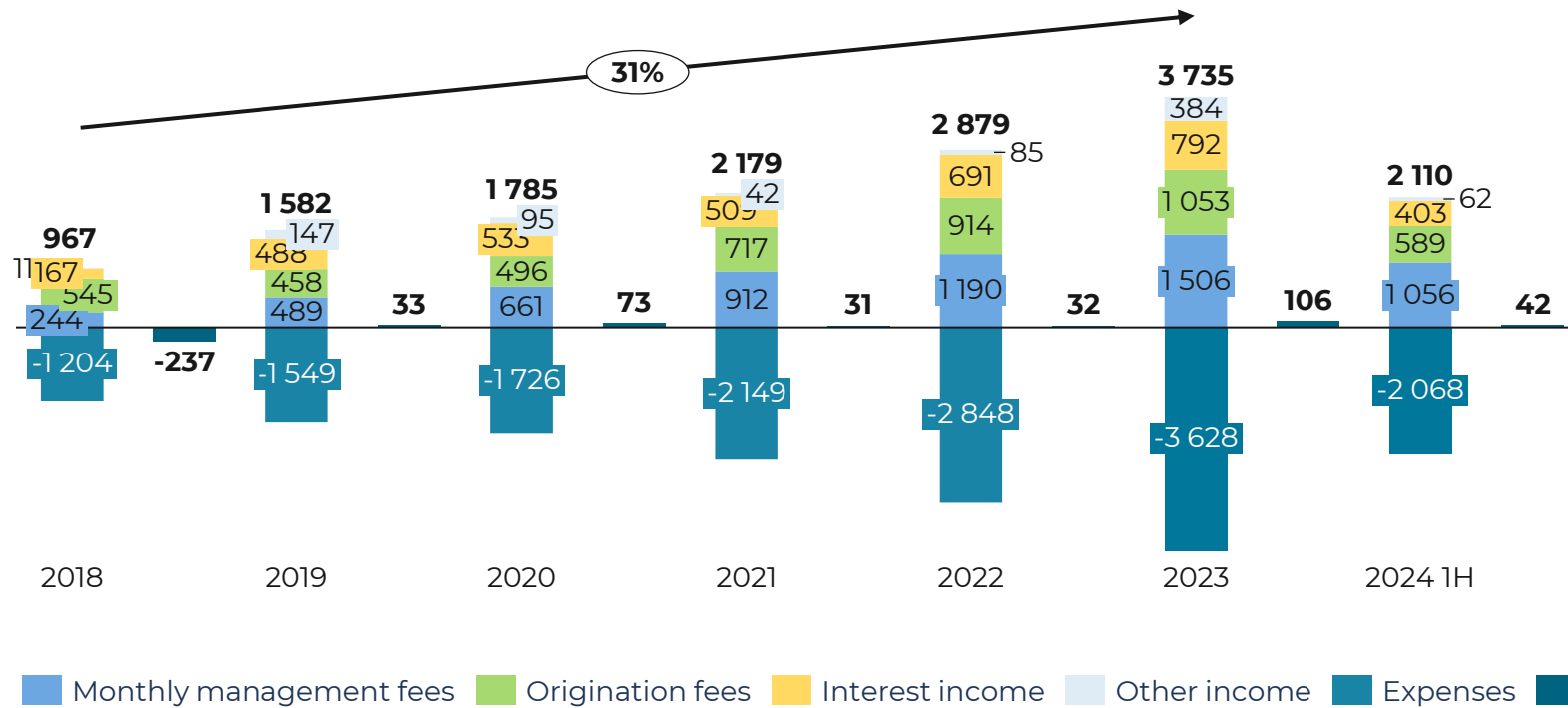
* 90+ days non-performing loans (NPL) ratio is calculated based on the total value of issued loans.

Over the course of the year, SAVY grew revenues by 27%

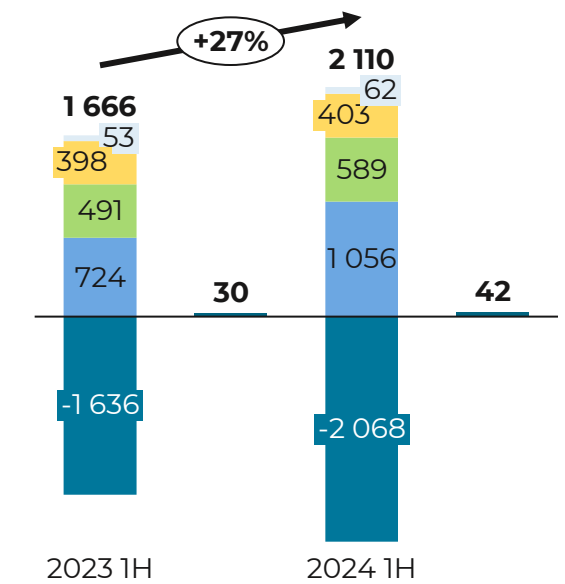


Through strategic diversification of income sources, SAVY has successfully created three sustainable and substantial revenue streams. Since 2018, income has consistently grown at an average annual rate of 31%. In 2024 1H, the company achieved an income of Eur 2.1 million, reflecting a 27% yearly increase. Among the various sources of income, monthly management fees accounted for the largest share in 2024, contributing to 46% of the total income. Furthermore, in 2024, the company generated a net profit of Eur 42 thousand.

Income structure, 2018 – 2024, k EUR



2023 - 2024, k EUR

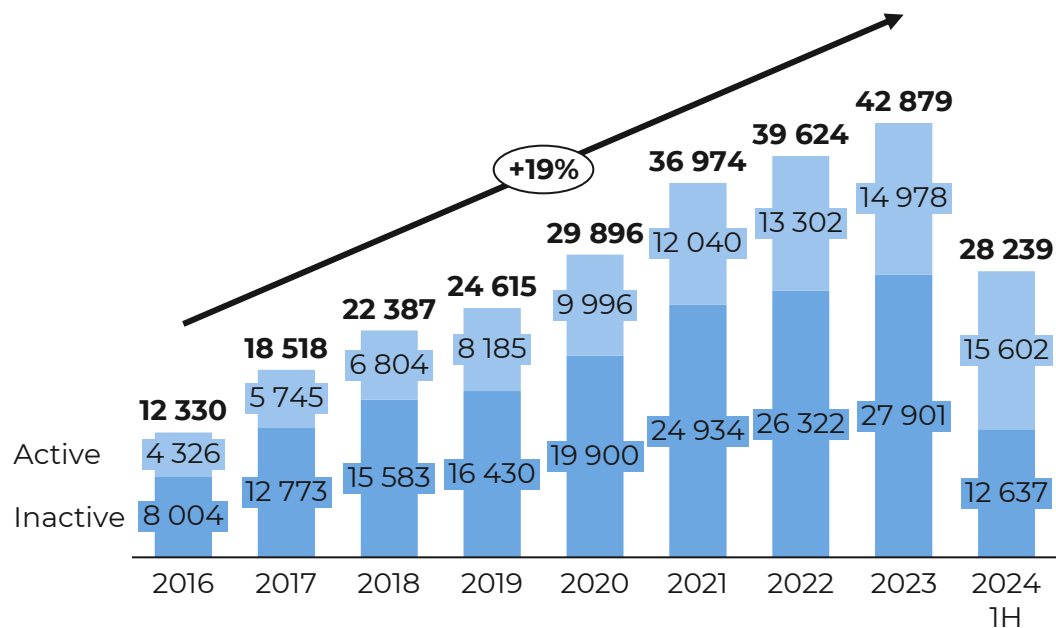


The continuously growing SAVY community

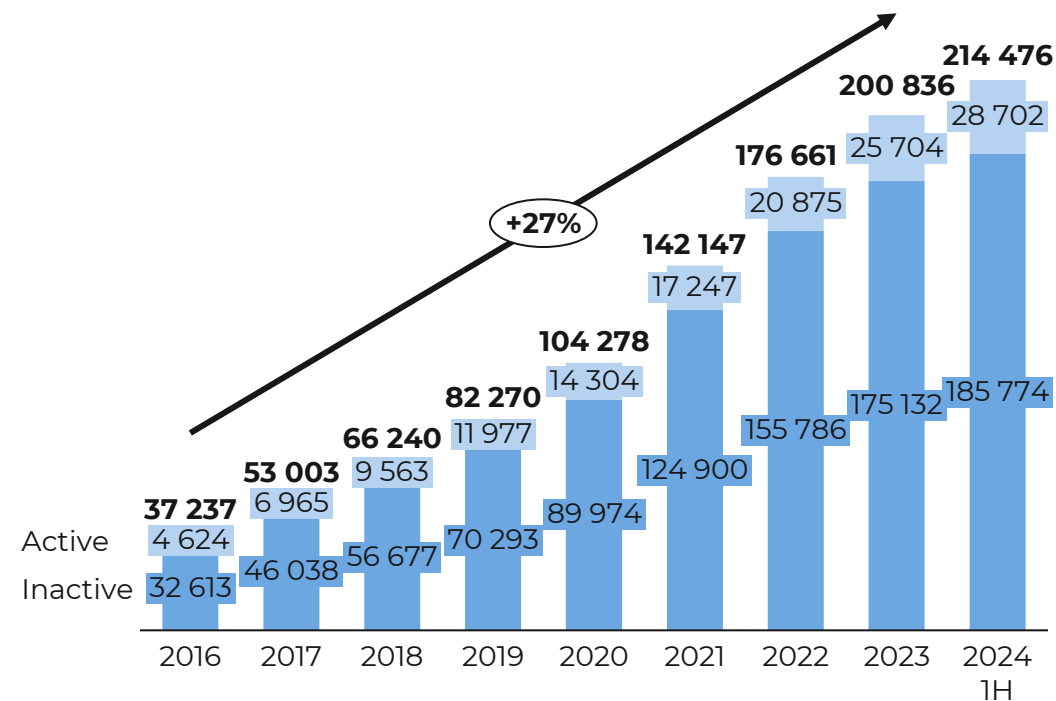


In the second quarter of this year, we deleted inactive investor accounts, which resulted in a decrease in the total number of investors. However, this allowed us to focus on active investors, whose number grew from 14 978 to 15 602. This indicates that our community is becoming stronger and more engaged.

Investors, 2016 – 2024



Borrowers, 2016 – 2024

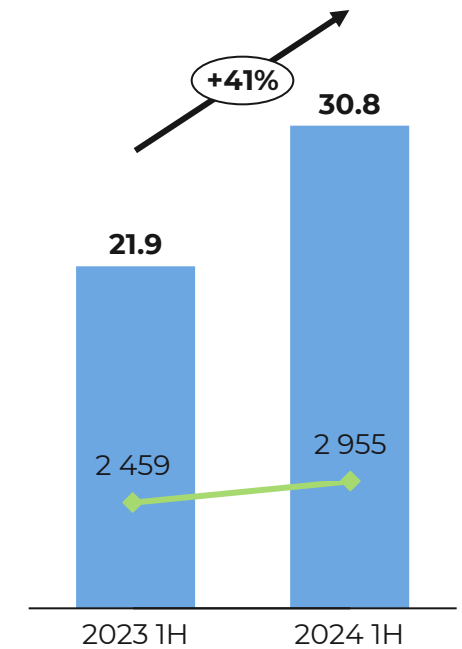
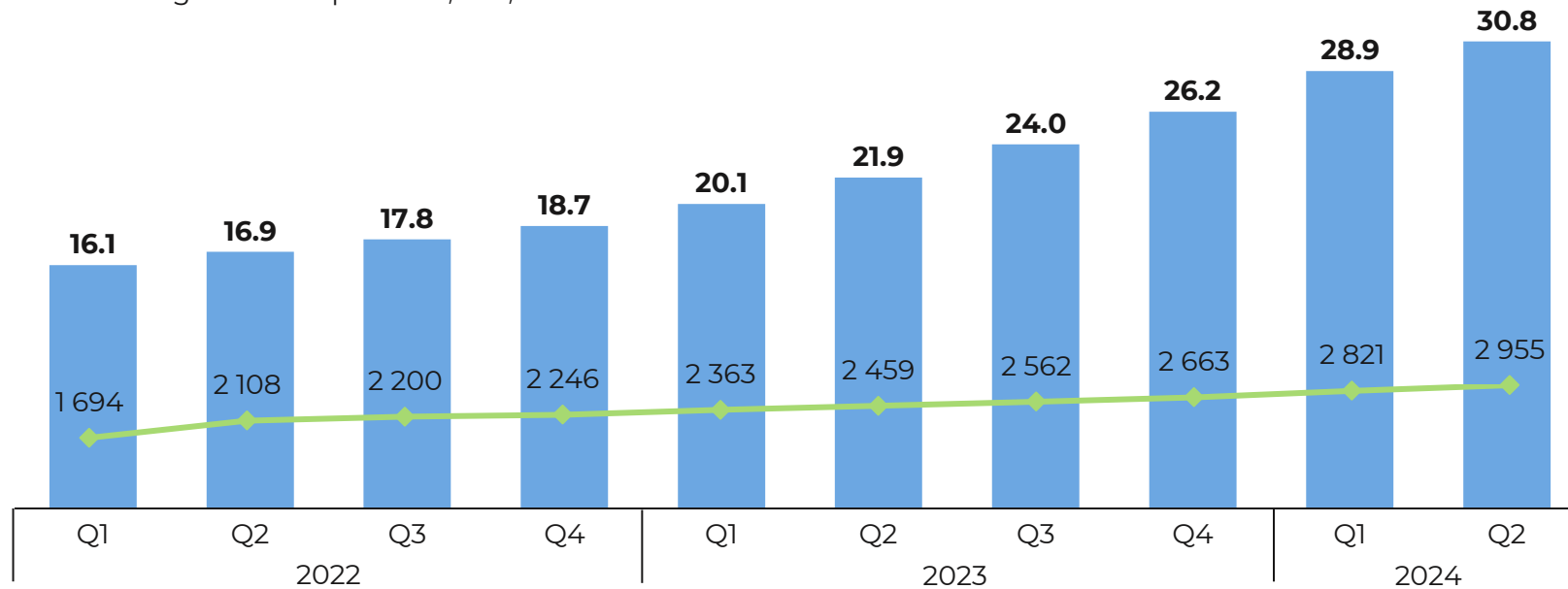


The investors' portfolio grew by 41% over the course of the year

Not only is the number of investors continuously growing, but also the invested amounts - during the second quarter of 2024, the active investors' portfolio increased by Eur 1.9 million, reaching a total of Eur 30.8 million (annual growth rate - 41%). The average investor portfolio grew by 20% over the year and reached Eur 2 955 by the end of the half-year.

Investors' portfolio

■ Investors' portfolio, Eur
◆ Average investor portfolio, Eur, Eur

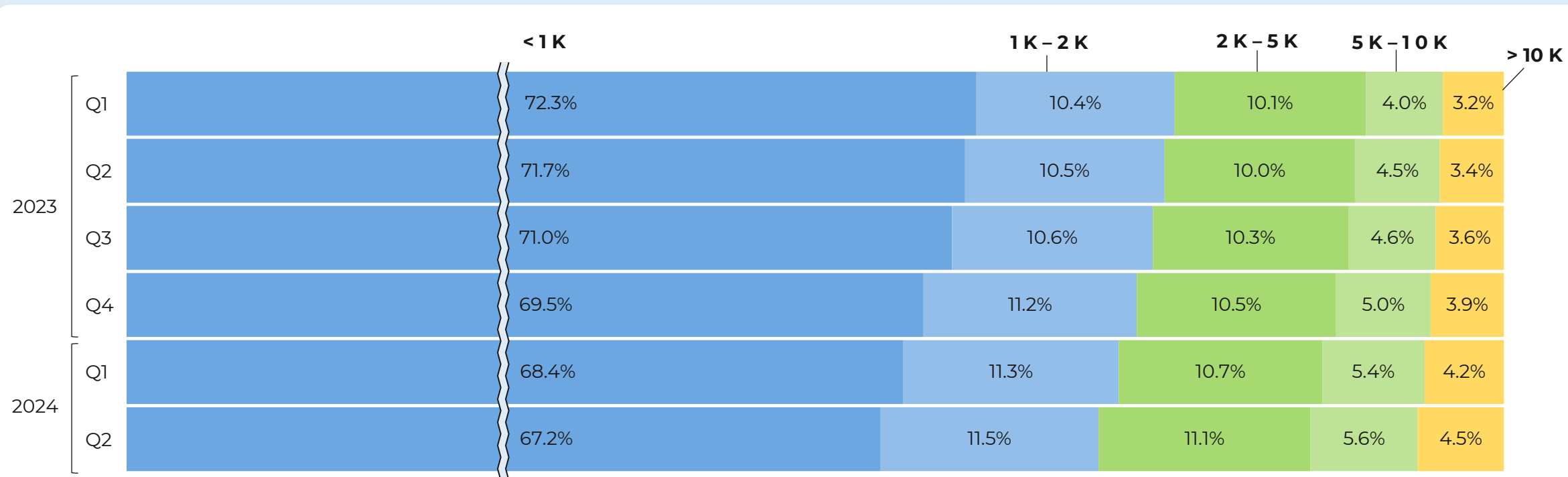


Investors increasingly allocate funds to SAVY investments



It is worth noting that, by the end of first half 2024, most investors opted to allocate up to Eur 1 000, representing 67.2% 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 more than Eur 10 000, accounting for 4.5% of all investors at the end of 2024 1H.

Distribution of investment portfolios, Eur

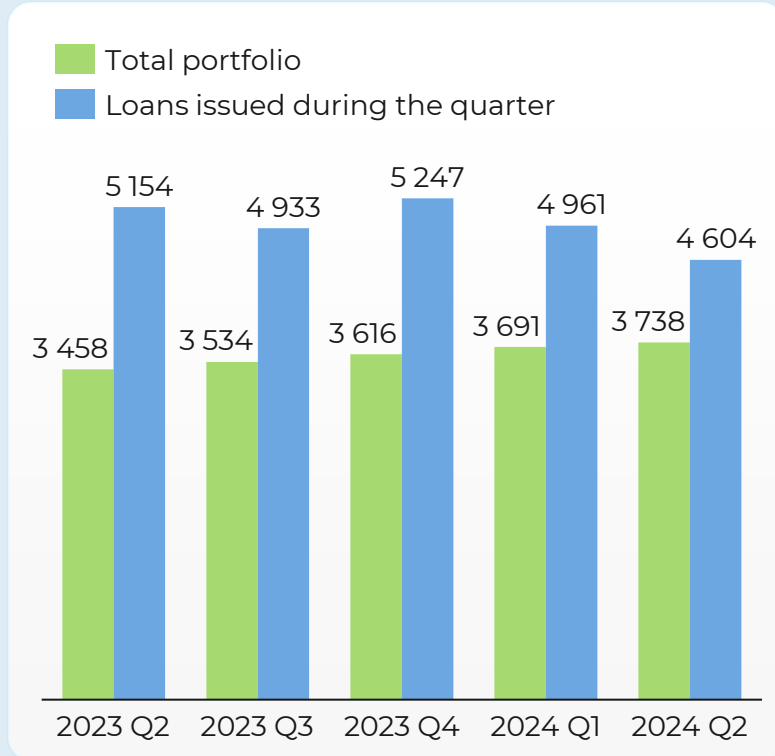


Total loan portfolio

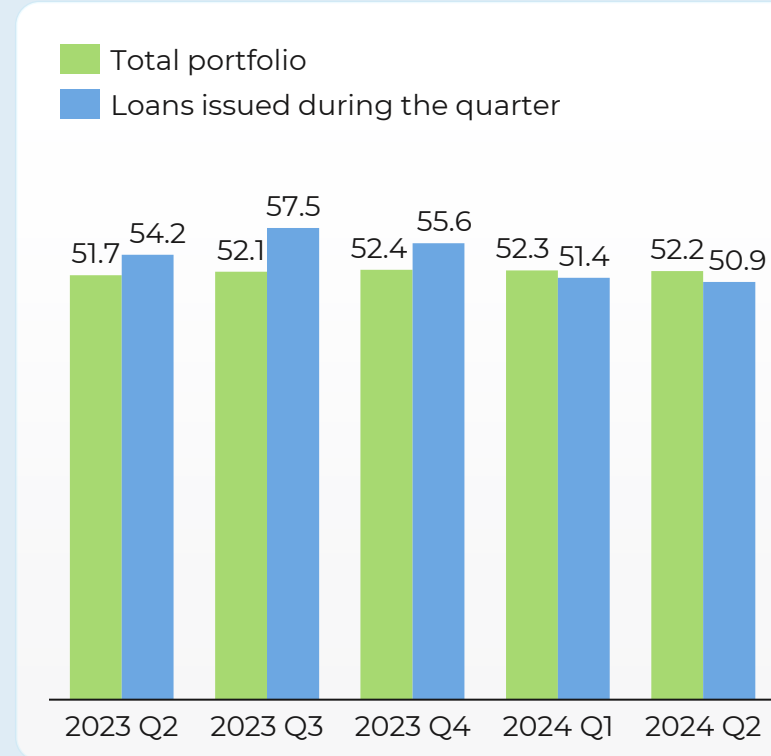
In the second quarter of 2024:

- average loan size of the total outstanding portfolio increased to Eur 3 738, of loans issued that quarter decreased to Eur 4 604;
- weighted average loan term of the total outstanding portfolio decreased to 52.2 months, of loans issued that quarter decreased to 50.9 months;
- weighted average interest rate of total portfolio did not change and was 17.1%, of loans issued that quarter increased to 16.6%.

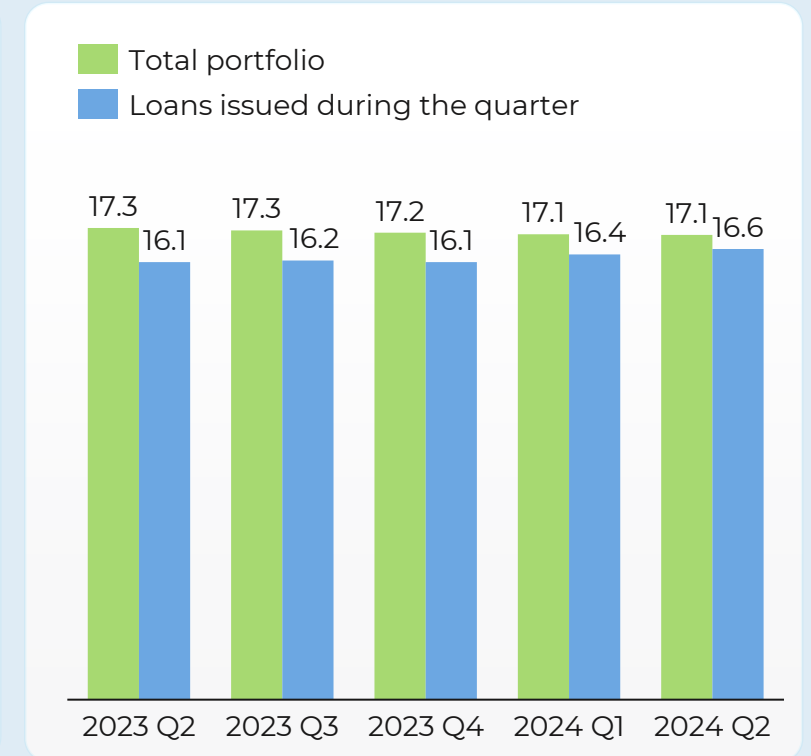
Average loan size, Eur



Weighted average loan term, months



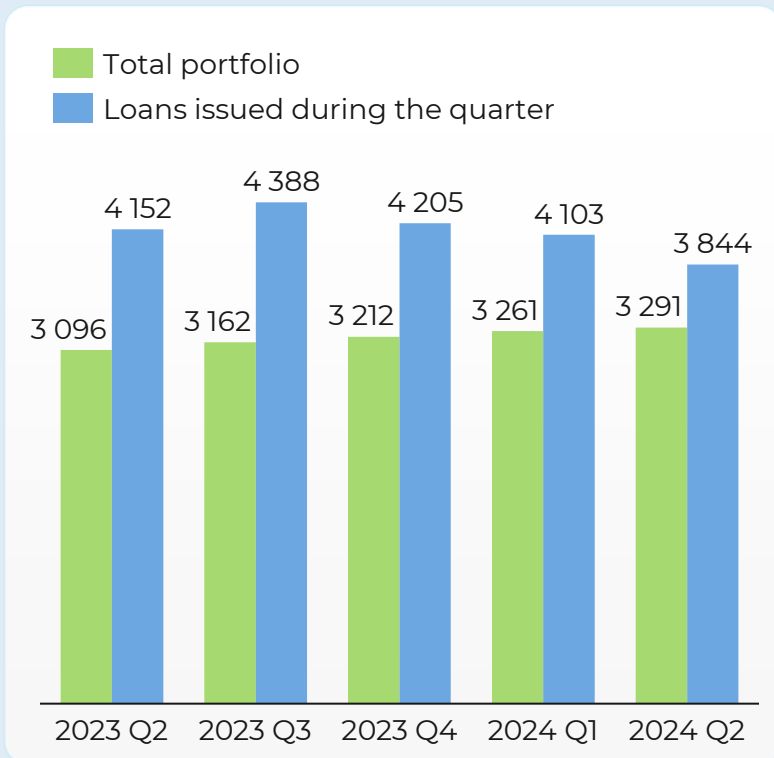
Weighted average interest rate, %



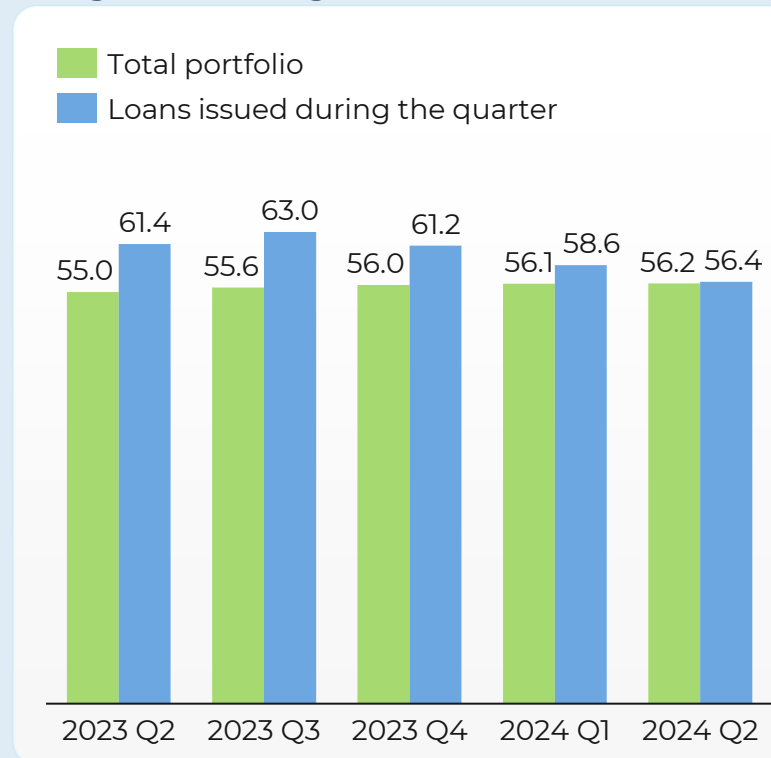
In the second quarter of 2024:

- average loan size of the total outstanding portfolio increased to Eur 3 291, of loans issued that quarter decreased to Eur 3 844;
- weighted average loan term of the total outstanding portfolio increased to 56.2 months, of loans issued that quarter decreased to 56.4 months;
- weighted average interest rate of total portfolio did not change and was 17.7%, of loans issued that quarter increased to 17.4%.

Average loan size, Eur



Weighted average loan term, months



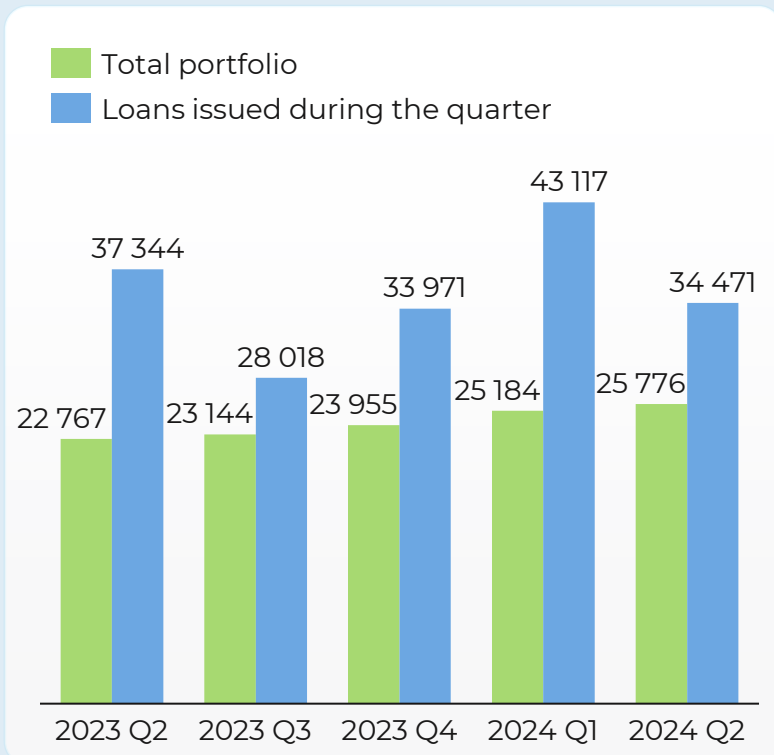
Weighted average interest rate, %



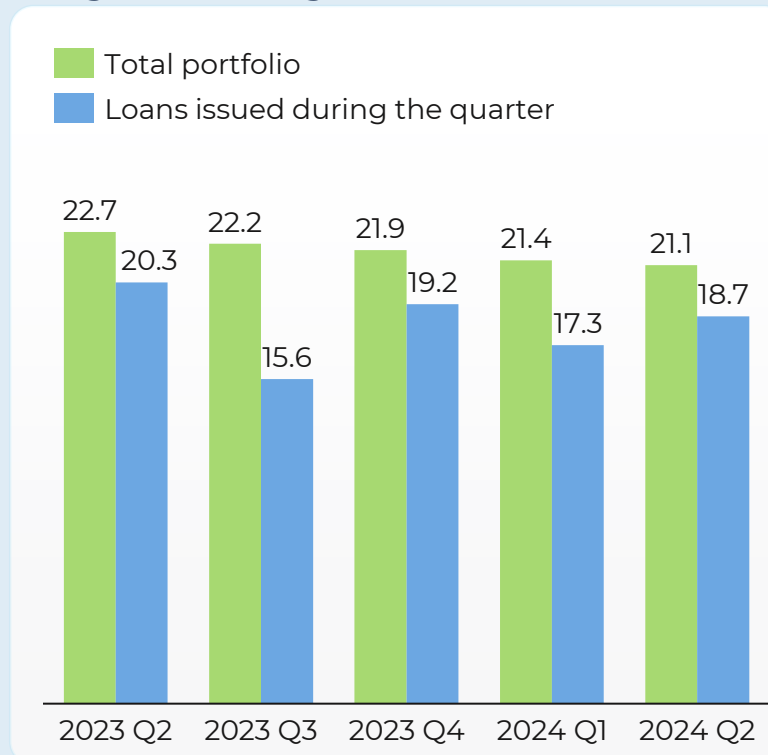
In the second quarter of 2024:

- average loan size of the total outstanding portfolio increased to Eur 25 776, of loans issued that quarter decreased to Eur 34 471;
- weighted average loan term of the total outstanding portfolio decreased to 21.1 months, of loans issued that quarter increased to 18.7 months;
- weighted average interest rate of total portfolio did not change and was 13.5%, of loans issued that quarter increased to 13.3%.

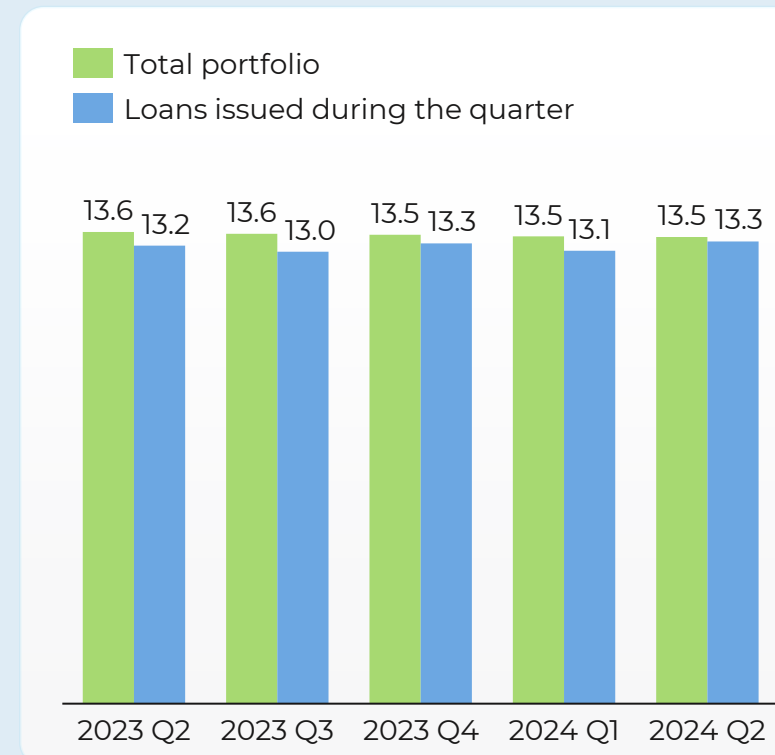
Average loan size, Eur



Weighted average loan term, months



Weighted average interest rate, %

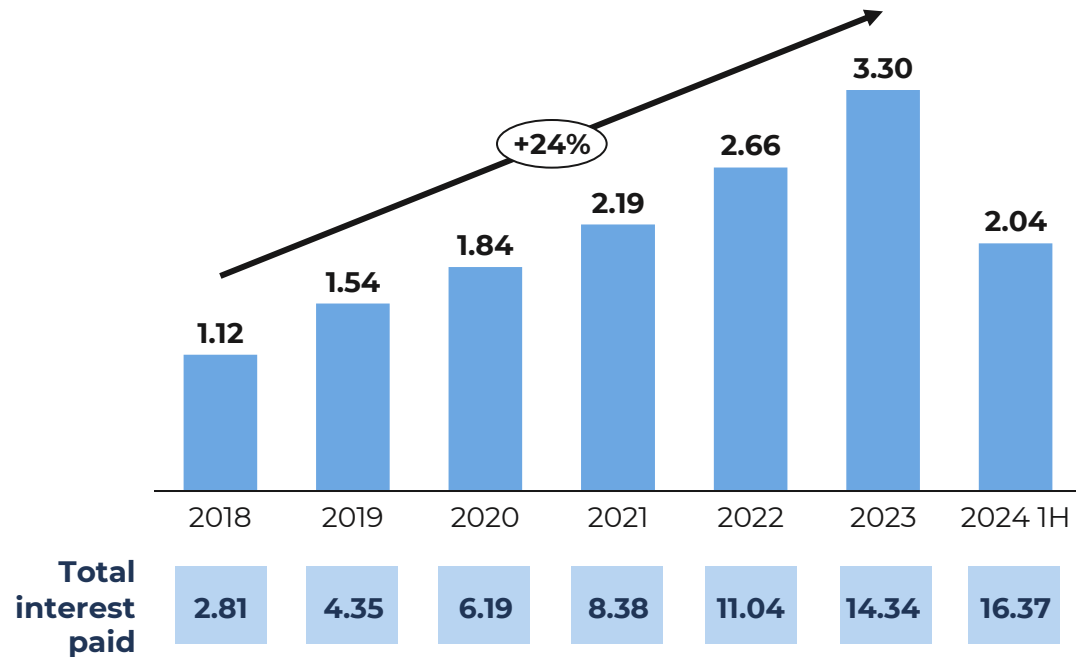


SAVY investors have collectively earned over Eur 16.4 million in interest

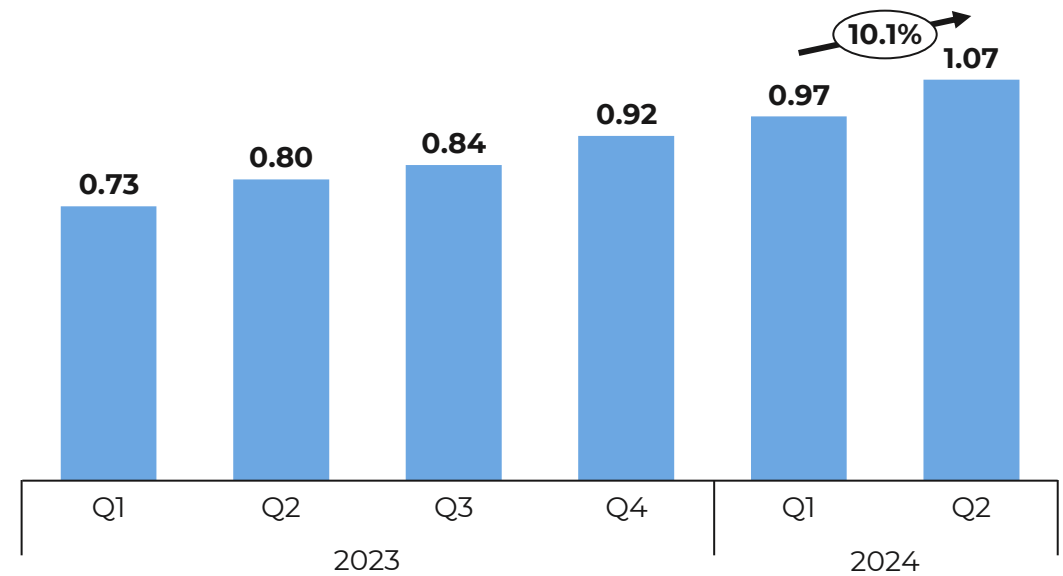


Since 2016, the amount of interest paid per year has exhibited a steady growth, averaging 24% annual increase. Comparing the interest payments in Q2 2024 to those in Q1, investors received an increase of 10.1% in their interest earnings.

Paid interest, 2017 – 2024, m Eur



Interest paid per quarter, m Eur



Since the start of the Investor's Fund, it has compensated for over Eur 1.5 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 1.5 million of non-performing loans. In the second quarter the fund compensated Eur 111 thousand losses, balance at the end of the period was a bit more than Eur 8 thousand. The trend remains unchanged and contributions to the fund are increasing – in the second quarter, over Eur 114 thousand were contributed to the fund - 32% more than in the second quarter of 2023.

Investors' Fund, Eur

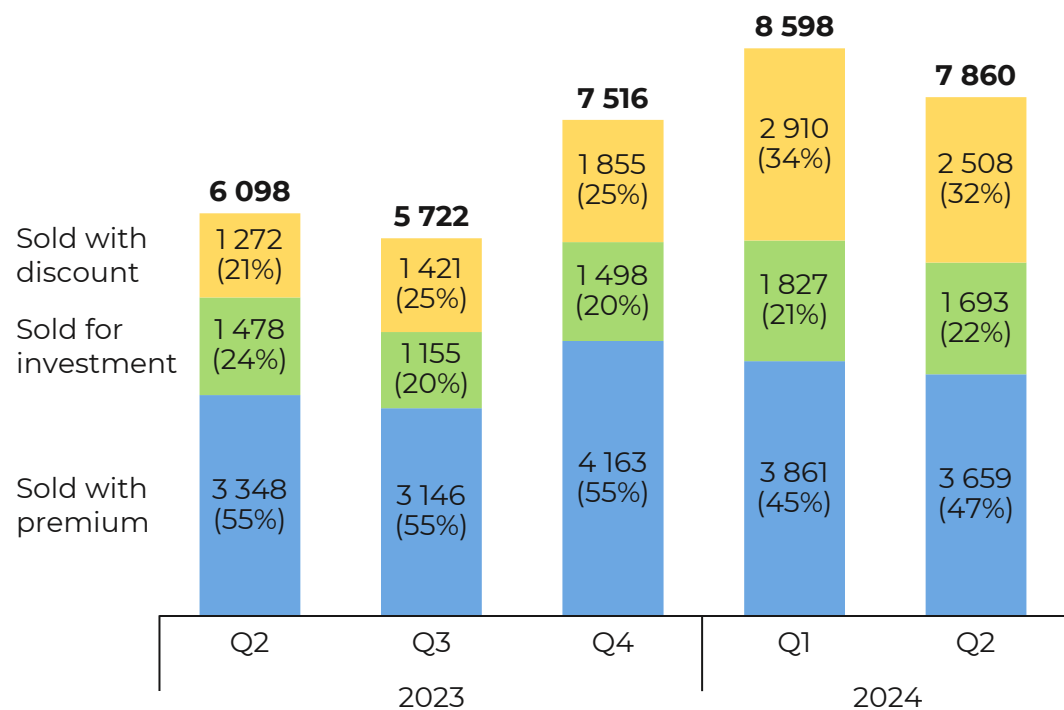


Secondary market remains active

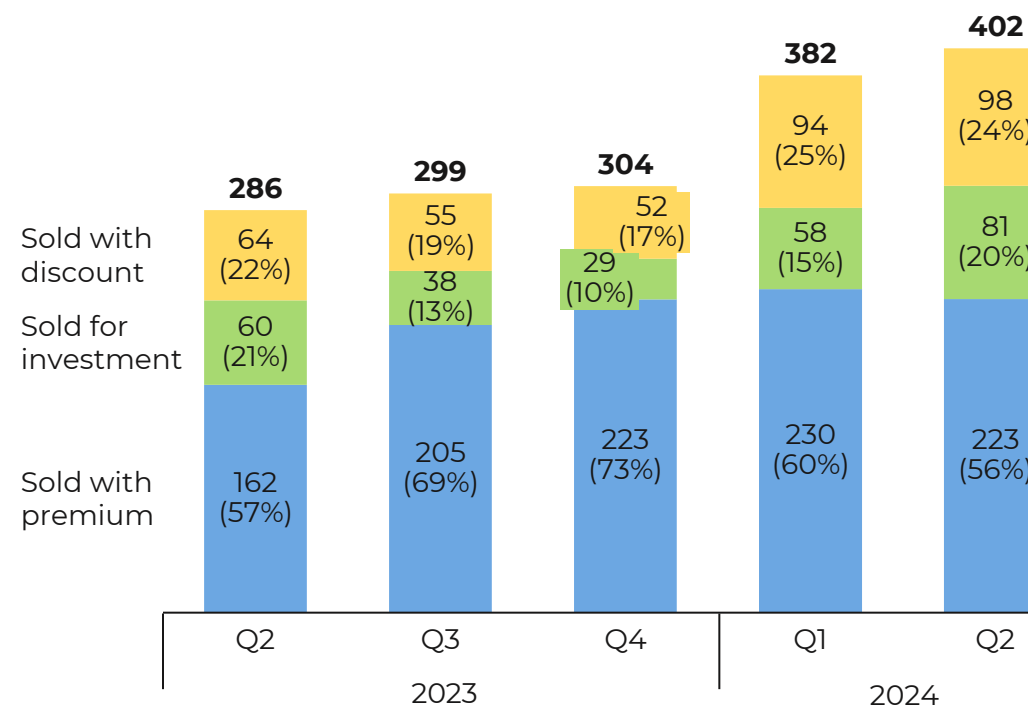
In the second quarter of 2024, investments with premium were sold for Eur 223 thousand (56% of total transactions), investments that match this amount were bought for Eur 81 thousand (20% of total transactions), investments sold with discount amounted to Eur 98 thousand (24% of total transactions). Total amount of transactions – Eur 402 thousand.

In the second quarter secondary market activity increased by 5% in its total value. We have noticed that the market changed by the distribution of transactions – this quarter the share of investments sold for investment has increased.

Secondary market activity, number

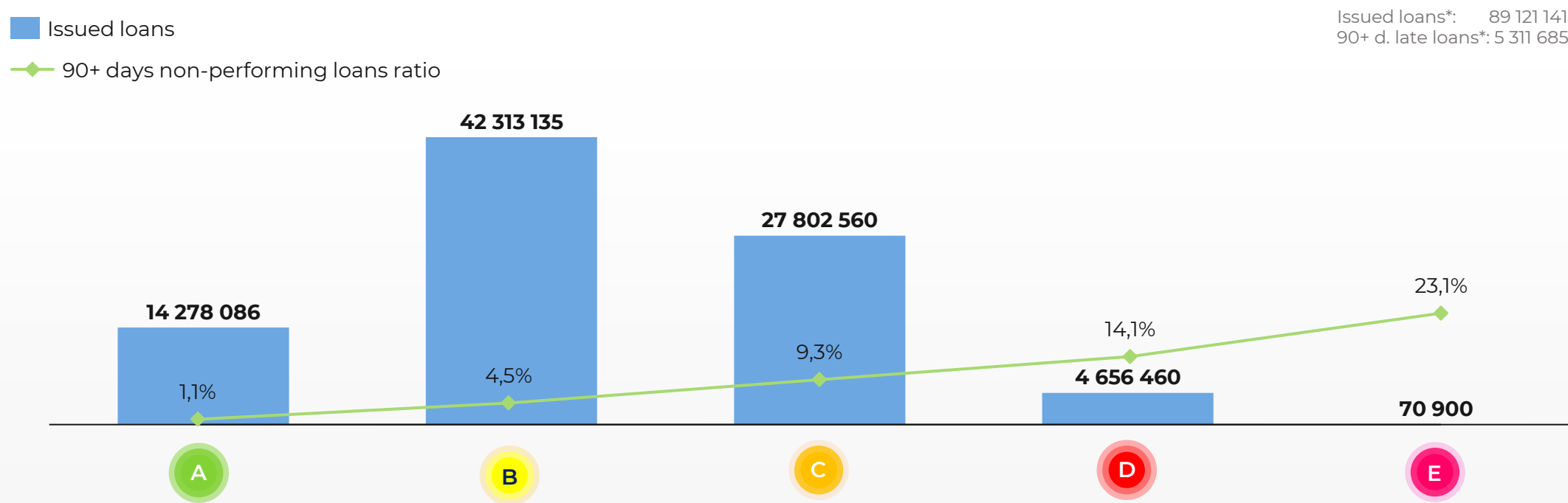


Secondary market activity, k Eur



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. A total of 94 deaths of borrowers were recorded and 28 loans were repaid by heirs. 20 agreements were made with heirs regarding payments on schedule, 46 heirs to the loan borrowers did not appear. In the first quarter of this year, a total of Eur 413 thousand were recovered and returned to investors.

90+ days overdue consumer loans as part of total issued loans by rating*, 2024-06-30



* 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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