

Activity report

2024



Contents

Most important events of 2024 Q4	5
Newly issued loans	6
Financial results	9
Investors and borrowers	10
Average loan	13
Interest paid	15
Investors' Fund	16
Secondary market	17
Debt collection	18



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The projected growth of Lithuania's economy suggests that the Peer-to-peer lending market will continue to expand at a faster pace than the overall credit market. Strong results in 2024 confirm our sustainable growth and established reputation as a platform offering the best ratio between returns and loan quality.

We sincerely thank our growing community of borrowers and investors for their trust. Our goal is not only to maintain the highest quality of service but also to continuously innovate. This year, we will further enhance the functionality of our self-service platform and mobile application.

“

SAVY CEO
Audrius Žiugžda



SAVY platform in 2024



Investor
Portfolio Growth

+10 m €

38 % annual
growth



SAVY equity has been increased from 1 050 000
to **2 526 000 €**

Issued loans

30 m €

6 240 no. of
loans

24 % annual
growth



We continue to
successfully issue our
medium-term bonds. Total
outstanding amount:

7.2 m €



33% More Interest
Paid to Investors

4.4 m €



SAVY team
has grown to

40

3 social projects

total
raised **18 600 €**

Improvements for Investor Convenience:

- Expanded investment opportunities: Real estate development and Klix loans.
- Updated investor self-service platform and mobile app.
- Read more about the changes [here](#).



The debt recovery from
individuals and legal entities has
increased by 20% and reached

876 k €



Most important events of 2024 Q4

We promote financial literacy

Financial literacy is crucial for people's well-being and financial freedom, which is why we actively promote it by delivering lectures to students and participating in conferences. For the third consecutive year, we have been discussing with investors and debunking myths about investing in loans at the [Financial Freedom Forum](#). We have also presented investment principles in new spaces, such as the [neTobula Moteris](#) and the [Housing fair](#).

Since the start of SAVY activities:

Gross issued loans 122.9 m EUR

IT updates

We are continuously improving the investor self-service platform and mobile app. In the fourth quarter, we introduced the full version of the new self-service platform and a detailed investment report. We implemented the ability to buy and sell multiple loans at once on the secondary market, updated the investment summary (in Excel format), and expanded the information about loan statuses in the app.

Registered investors 28 693

Investors' community meeting

In December, the traditional Investors' community meeting took place, where we discussed with financial expert Jekaterina Govina. During the meeting, we covered the key events of the year, future forecasts, and updates on the investment account. The full recording of the meeting is available [here](#).

Registered borrowers 230 929

Christmas social project – Save the Children

We thank our investor community for contributing to the traditional Christmas charity initiative, now in its third year! We raised a total of €3 600, which provided support to children in need. The SAVY team fulfilled the wishes of 70 children, purchased the remaining gifts and candies. The remaining funds were allocated to a magical trip on the Narrow Gauge Railway and holiday celebrations at day centers, so that the true spirit of Christmas would ignite in the hearts of the children.

Weighted average interest rate 16.4 %

Investment account – when is it useful?

The investment account (IA), effective from 2025, will offer the following opportunities:

- Defer income tax payment when the funds are reinvested.
- Deduct investment expenses from profits.

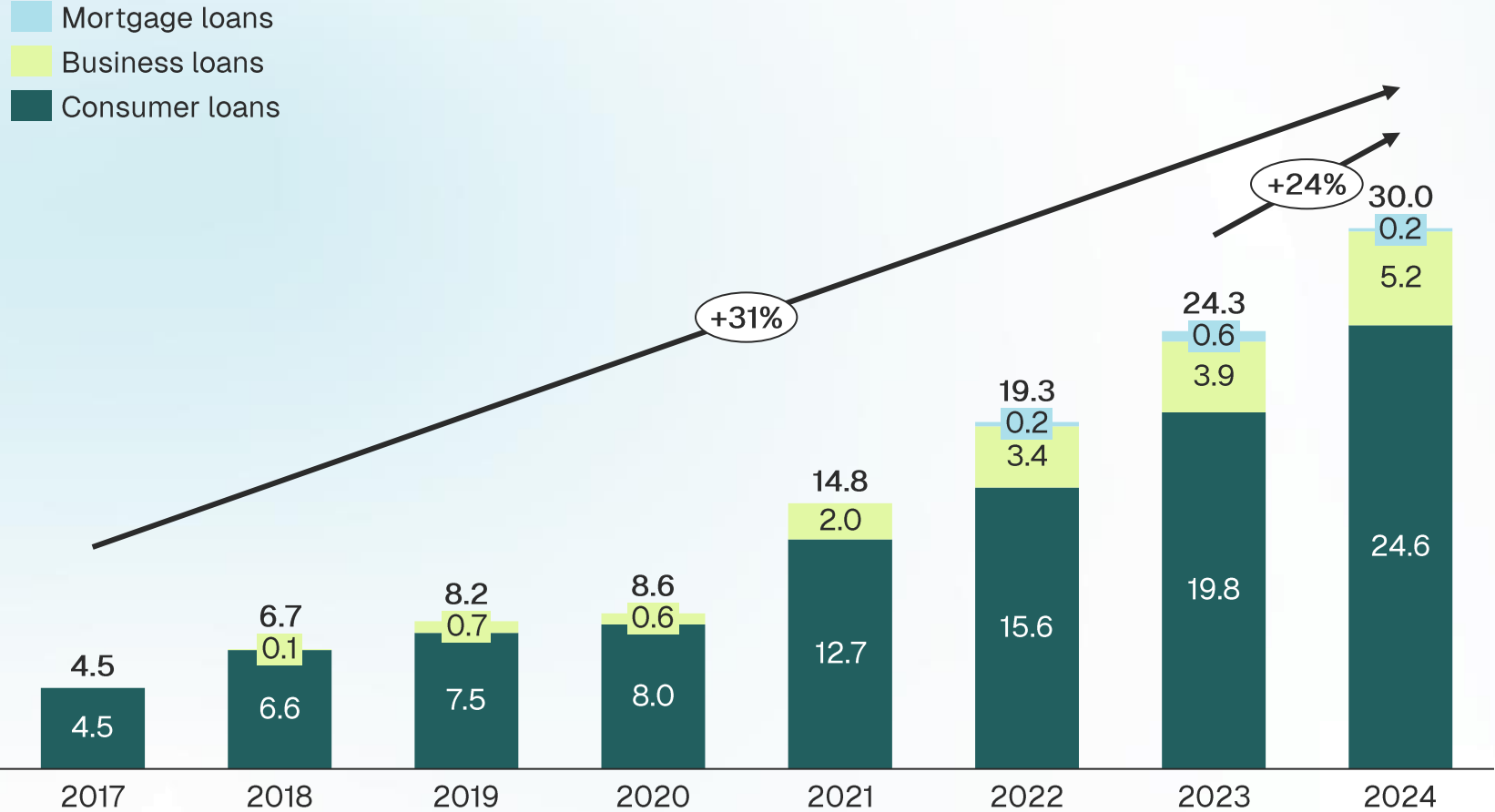
However, it is important to carefully consider your options. For more information on the possibilities and benefits of the investment account, please refer to the [article](#).

Non-performing loans 5.48 %

New loan issuance shows strong growth: +24% yoy



Newly issued loans, m Eur



Comments

In 2024, we issued a total of Eur 30 million loans – a 24% increase from 2023:

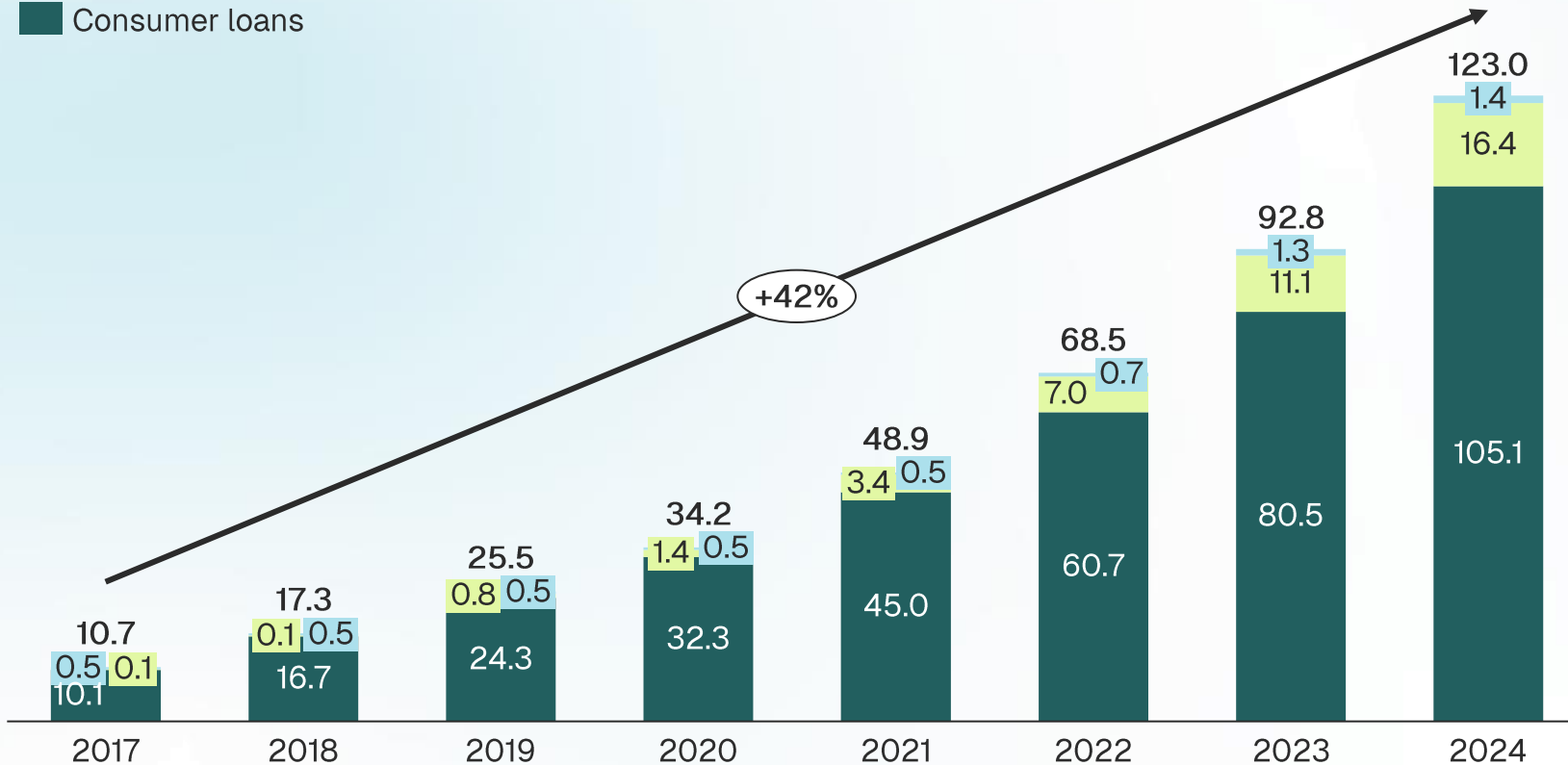
- Eur 24.6 million in consumer loans (up 24 % from last year)
- Eur 5.2 million in business loans (up 32% from last year)
- Eur 181 thousand in mortgage loans (down 68 % from last year).

Continued strong performance in new loan issuance



Gross issued loans, m Eur

- Mortgage loans
- Business loans
- Consumer loans



Comments

At the end of 2024, the cumulative value of issued loans amounted to Eur 123 million:

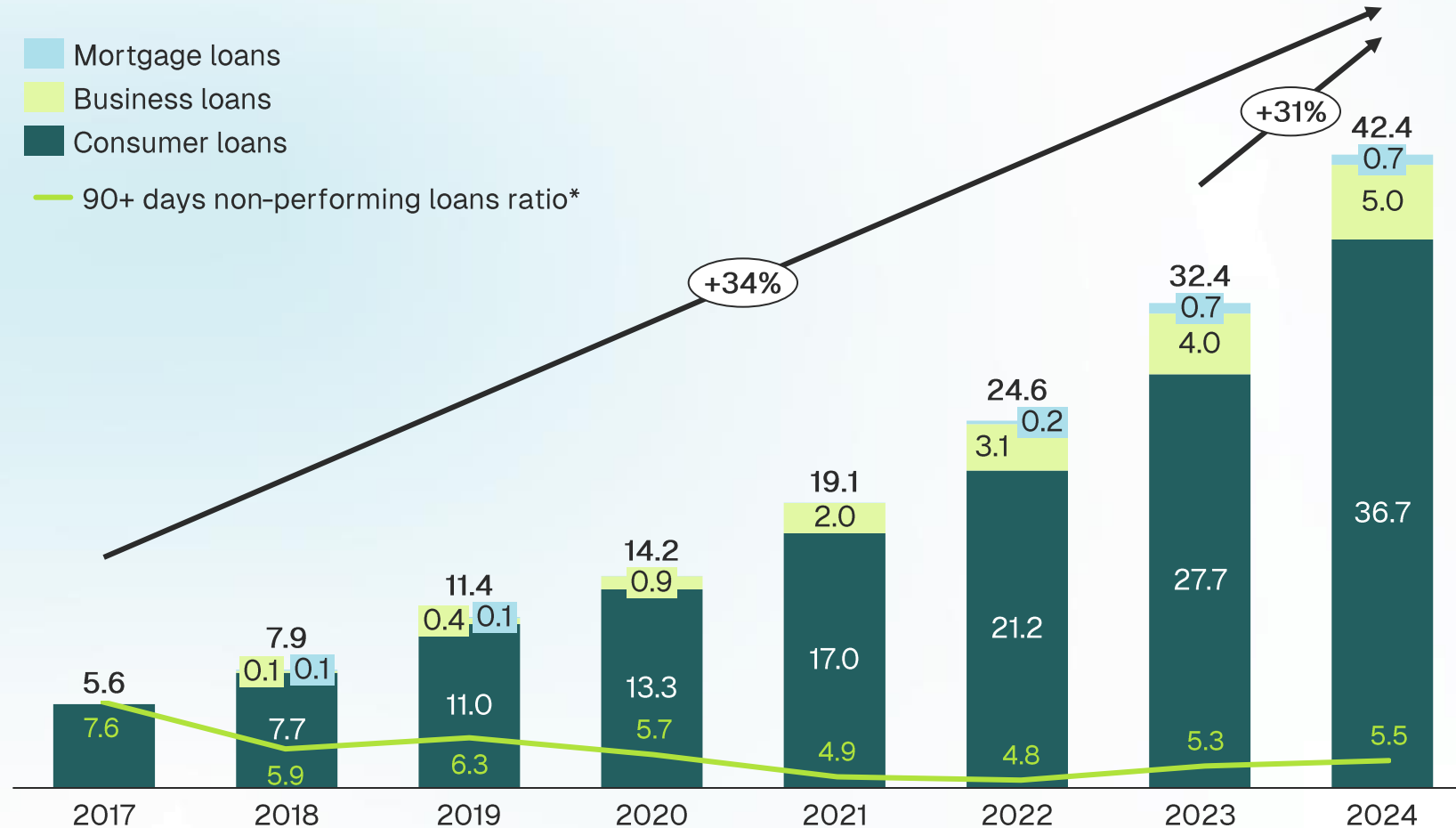
- Eur 105.1 million consumer loans
- Eur 16.4 million business loans
- Eur 1.4 million mortgage loans.

In 2024, a total of Eur 30 million loans were issued.

Outstanding loan portfolio has grown by 31% over the course of the year



Total outstanding loan portfolio, m EUR



Comments

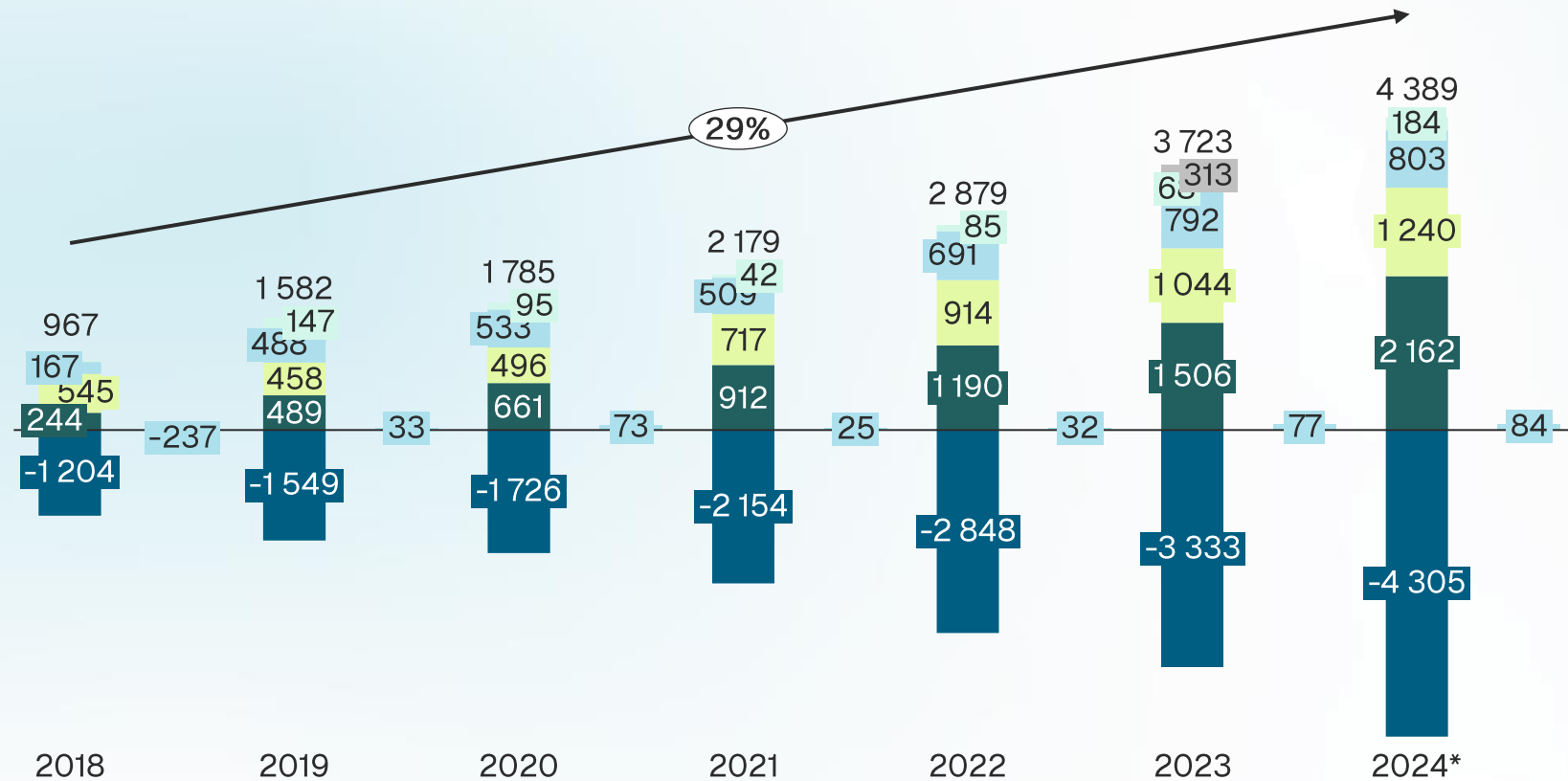
- Since 2017, the total outstanding loan portfolio has exhibited an average annual growth rate of 34%. In 2024 the outstanding loan portfolio increased by 31%, reaching Eur 42.4 million.
- At the end of 2024, the ratio of non-performing loans was 5.48%.

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

In 2024 SAVY revenue from ordinary activities grew by 31%



Income structure, k EUR



Comments

- 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 2024, income from ordinary activities amounted to Eur 4.4 million, reflecting a 31% yearly increase.
- Among the various sources of income, monthly management fees accounted for the largest share in 2024, contributing to 49% of the total income. Furthermore, the company generated a net profit of Eur 84 thousand.

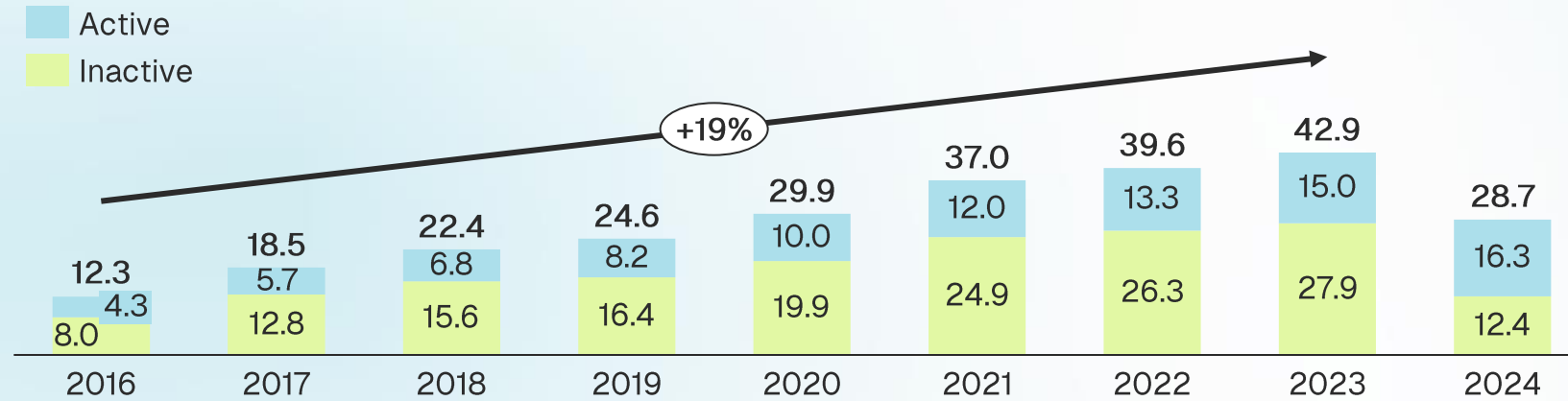
- Monthly management fees
- Origination fees
- Interest income
- Other income
- Income from irregular operations
- Expenses
- Profit / loss

*Preliminary financial statements

The continuously growing SAVY community



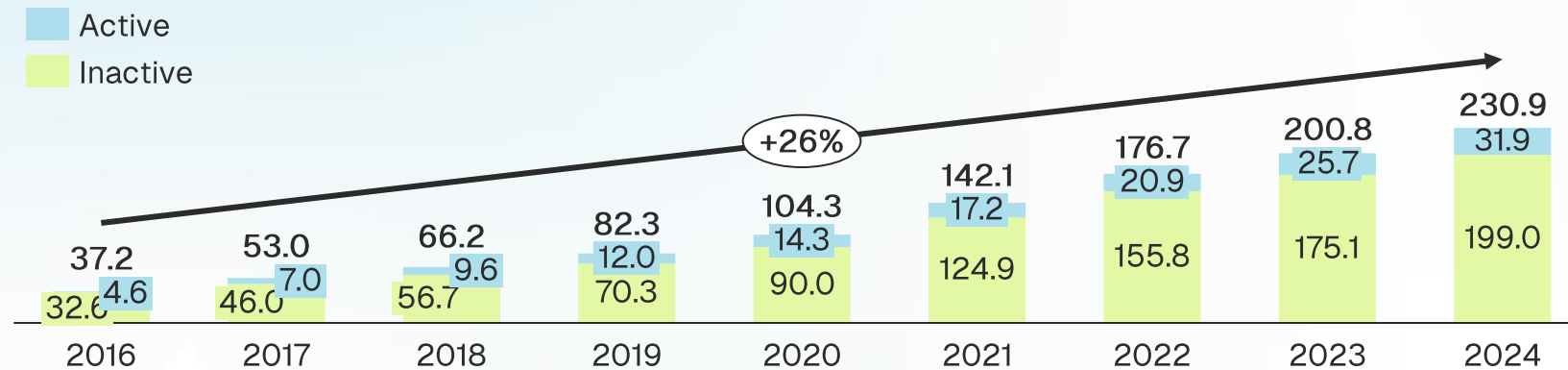
Investors, k



Comments

- 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 16 260 (9% growth). This indicates that our community is becoming stronger and more engaged.

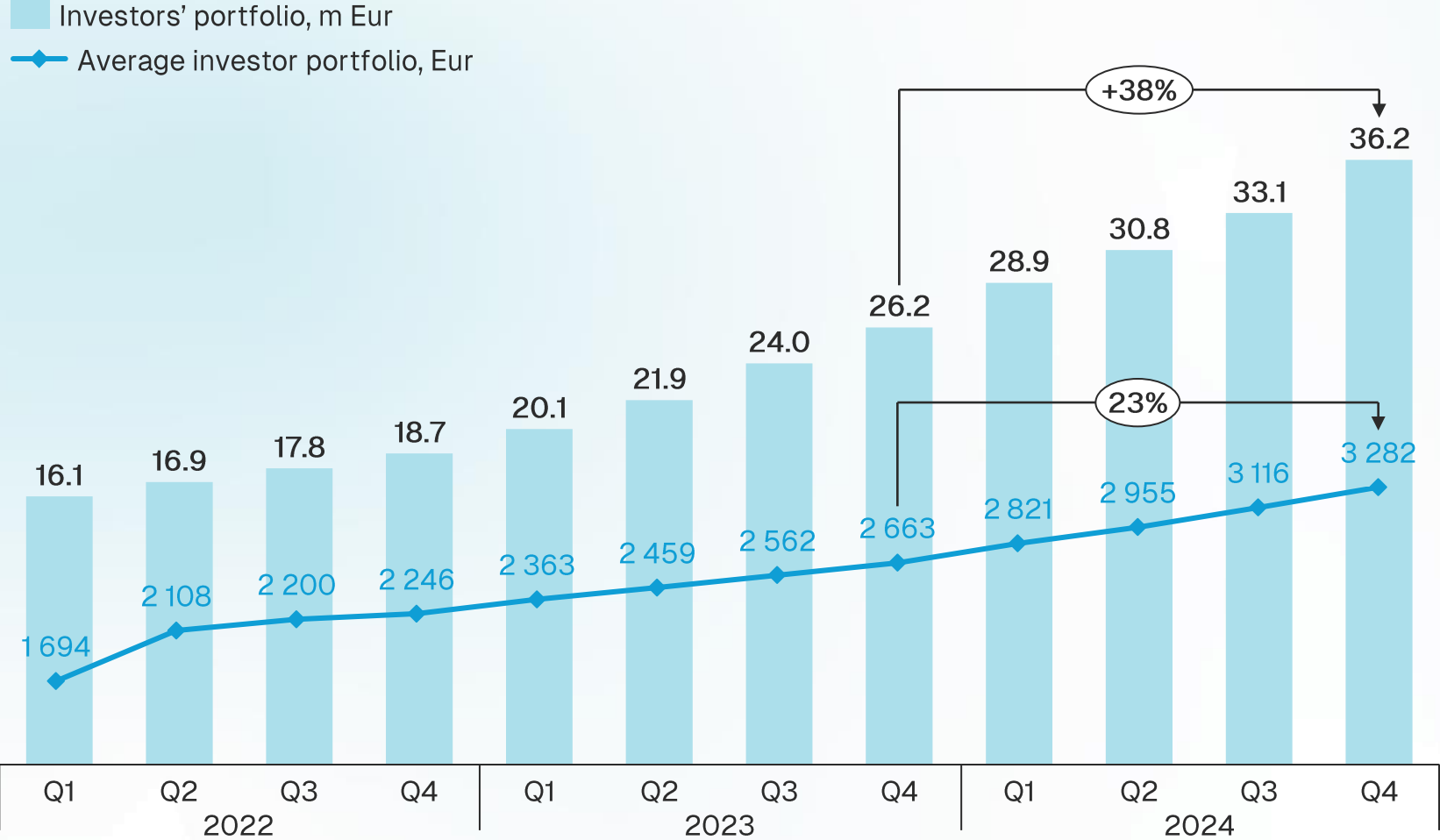
Borrowers, k



In 2024 the investors' portfolio grew by 38%



Investors' portfolio



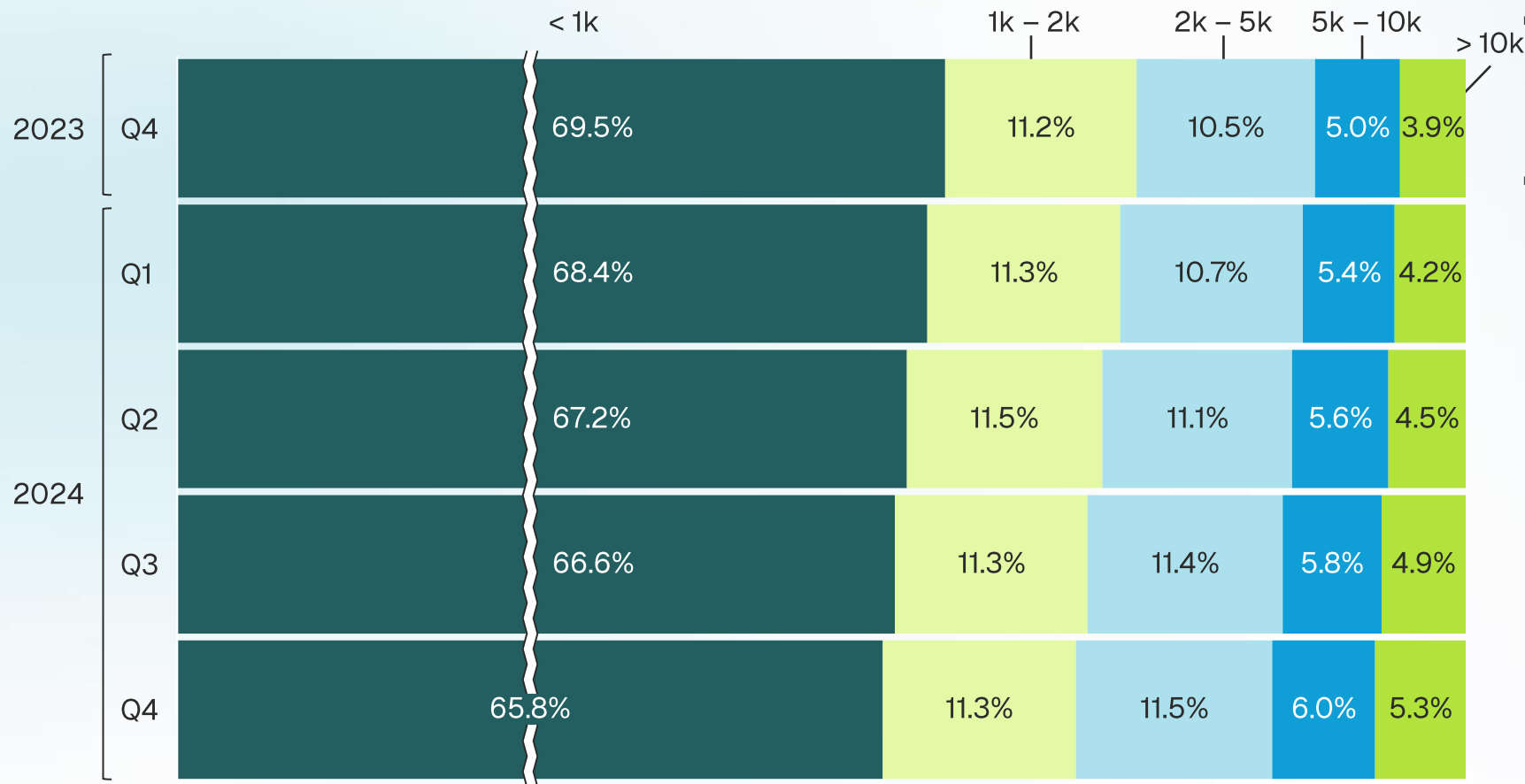
Comments

- Not only is the number of investors continuously growing, but also the invested amounts - during the Q4 of 2024, the active investors' portfolio increased by Eur 3.2 million, reaching a total of Eur 36.2 million (annual growth rate - 38%).
- The average investor portfolio grew by 23% over the year and reached Eur 3 282.

Investors increasingly allocate funds to SAVY investments



Distribution of investment portfolios, Eur



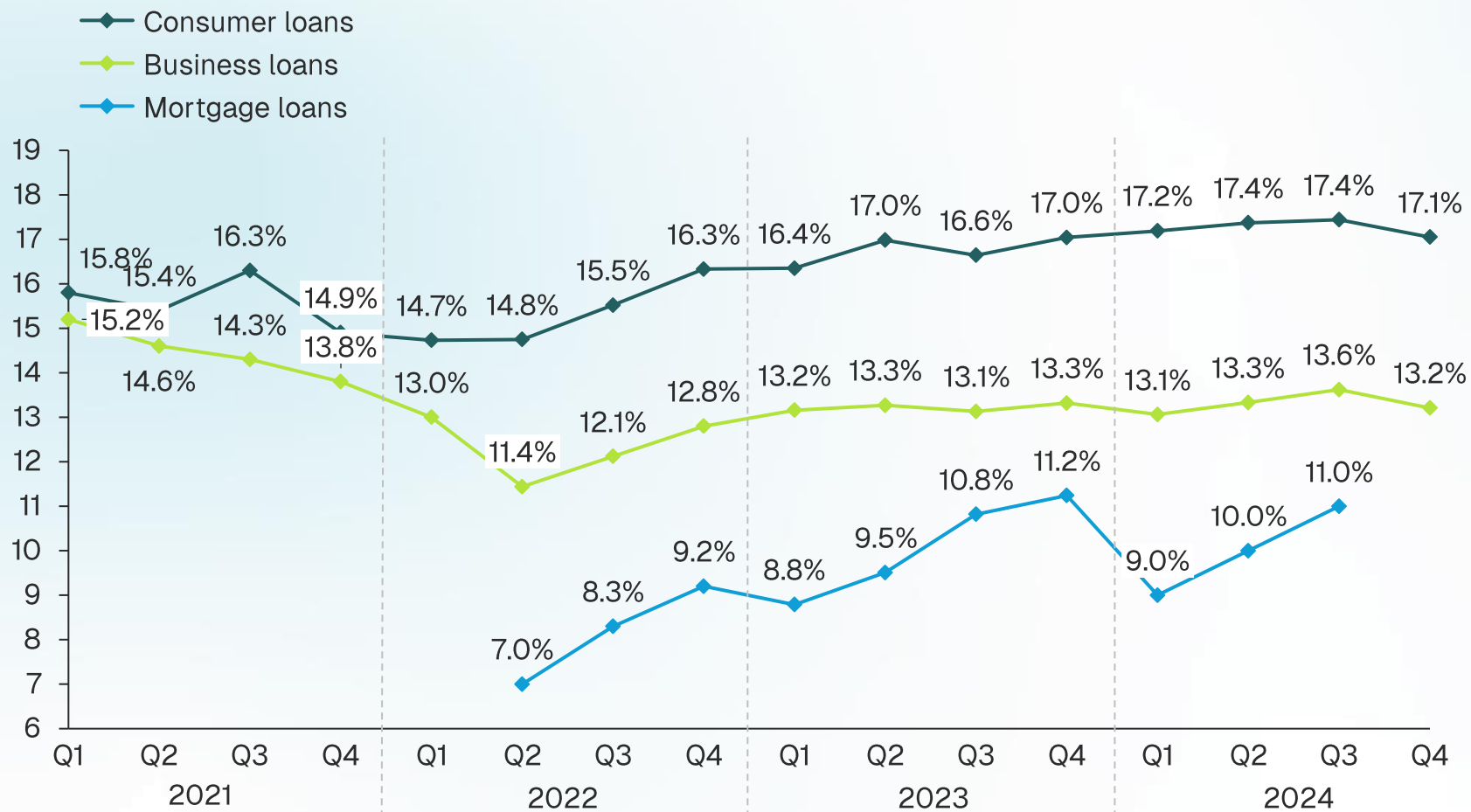
Comments

- It is worth noting that, by the end of 2024, most investors opted to allocate up to Eur 1 000, representing 65.8% 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 5.3% of all investors at the end of 2024.

Each investor will find a suitable investment on the platform according to their risk appetite



Average weighted interest rate of loans issued per quarter, %



Comments

- SAVY offers the widest range of loan types across the entire peer-to-peer lending and crowdfunding market.
- Investors can choose from consumer, business, and mortgage loans. These three types of loans have different risks, and each loan type has its own risk ratings (from A to E).
- The highest interest rates on the platform in 2024 were for consumer loans – the average weighted interest rate for consumer loans issued during the year was 17.3%, while the lowest were for mortgage loans (10%). The average weighted interest rate for business loans issued in 2024 was 13.3%.

Average loan issued on the platform

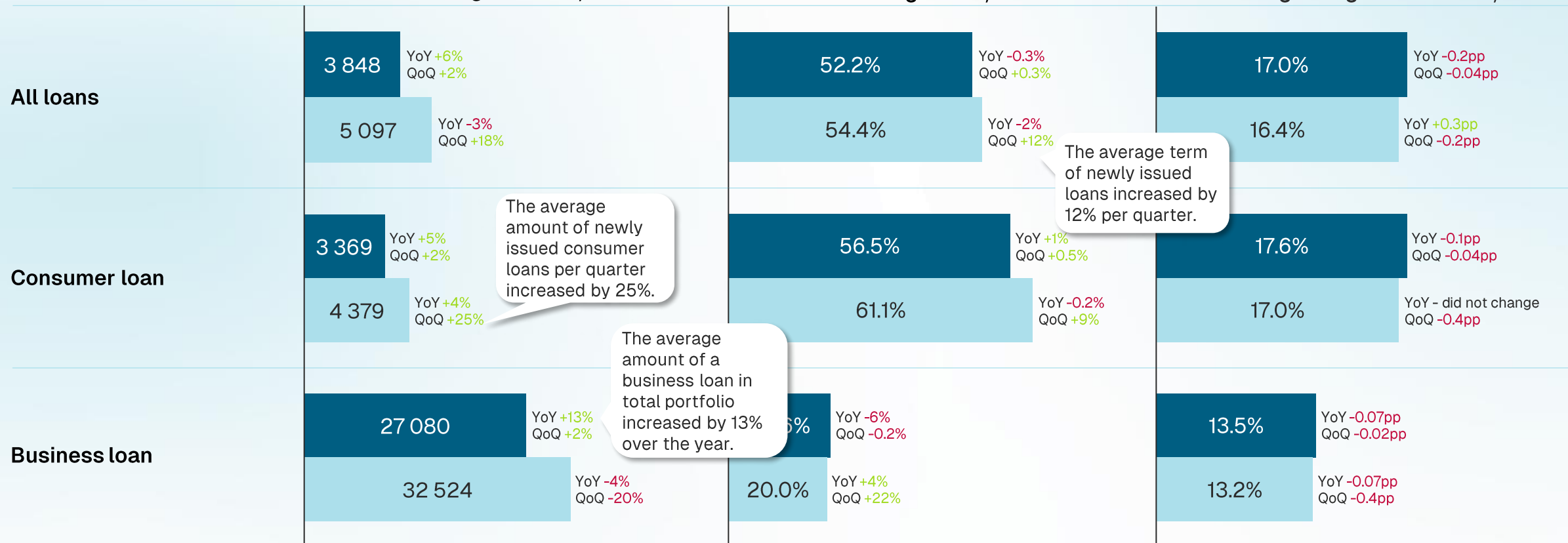
■ Total portfolio

■ Loan issued per quarter

Average amount, Eur

Average term, mos.

Average weighted interest, %



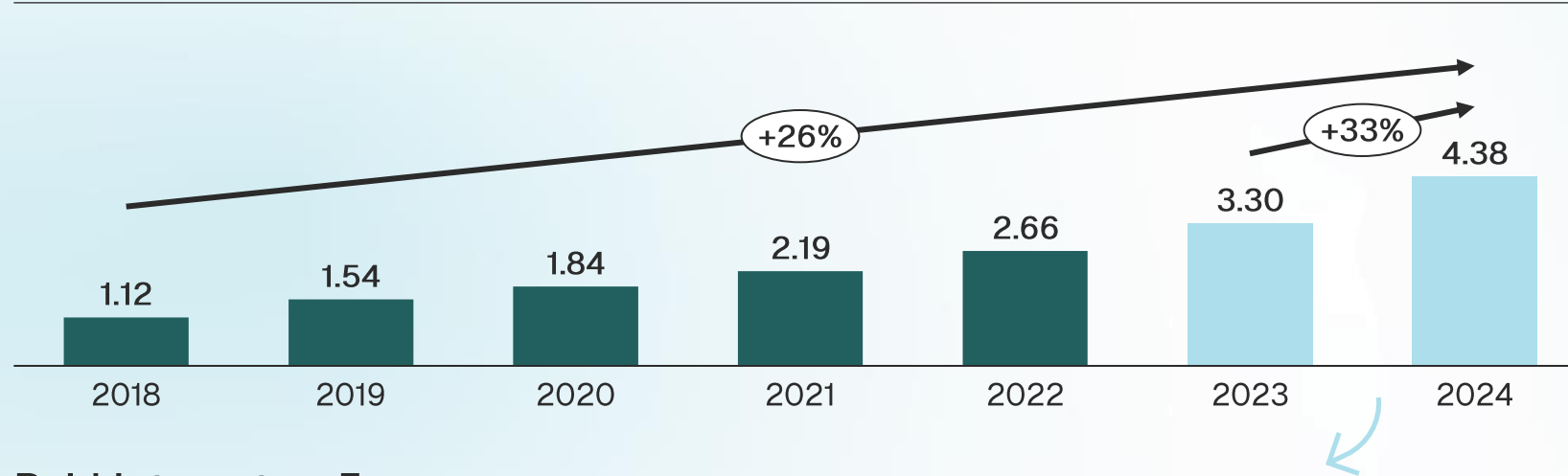
YoY – Annual change: Compares how the value has changed over the course of one year.

QoQ – Quarterly change: Compares how the value has changed over the course of one quarter.

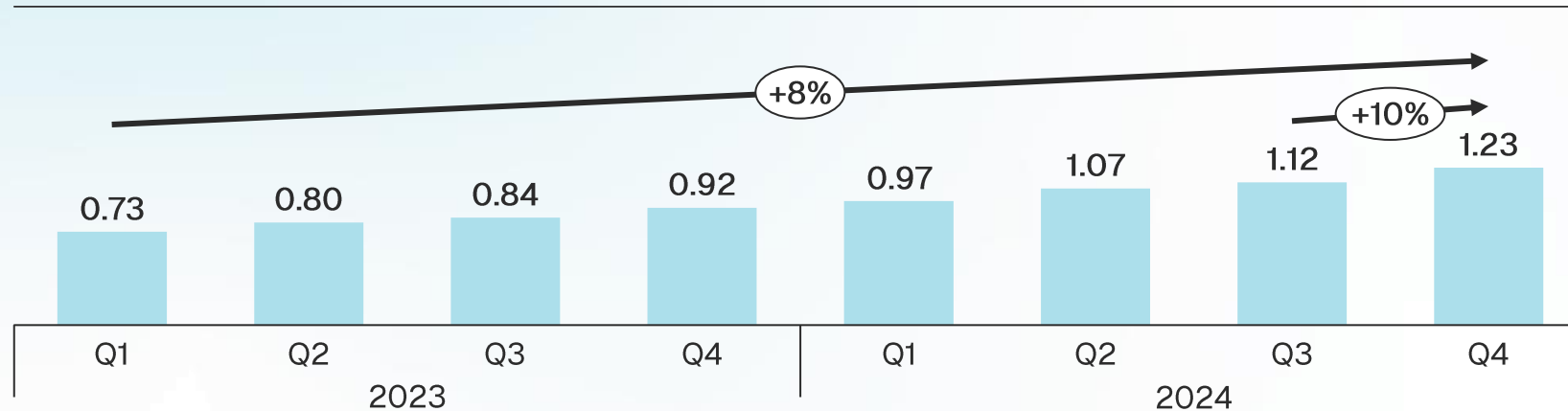
SAVY investors have collectively earned over Eur 18.7 million in interest



Paid interest, m Eur



Paid interest, m Eur



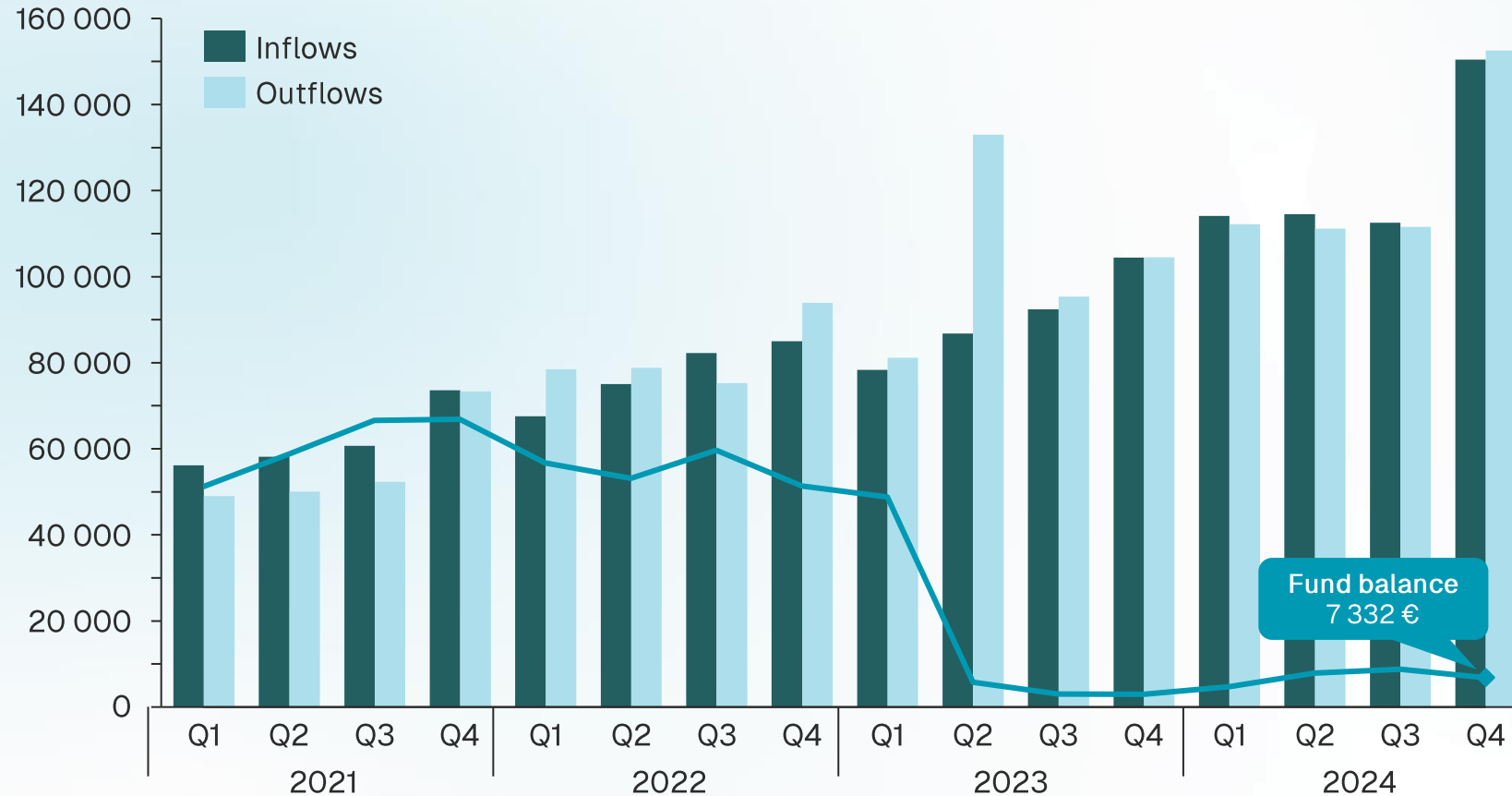
Comments

- Since 2016, the amount of interest paid per year has exhibited a steady growth, averaging 26% annual increase. In 2024, this growth accelerated even further, reaching 33%.
- A closer look at recent trends shows that in the last quarter of the year, the amount of interest paid out increased by 10%, outpacing the average monthly growth rate of 8% over the previous two years.
- As the average weighted interest rates gradually decrease over time, we recommend investing now to secure today's higher returns for the future.

Since the start of the Investors' Fund, it has compensated for over Eur 1.8 million of non-performing loans



Investors' Fund, Eur



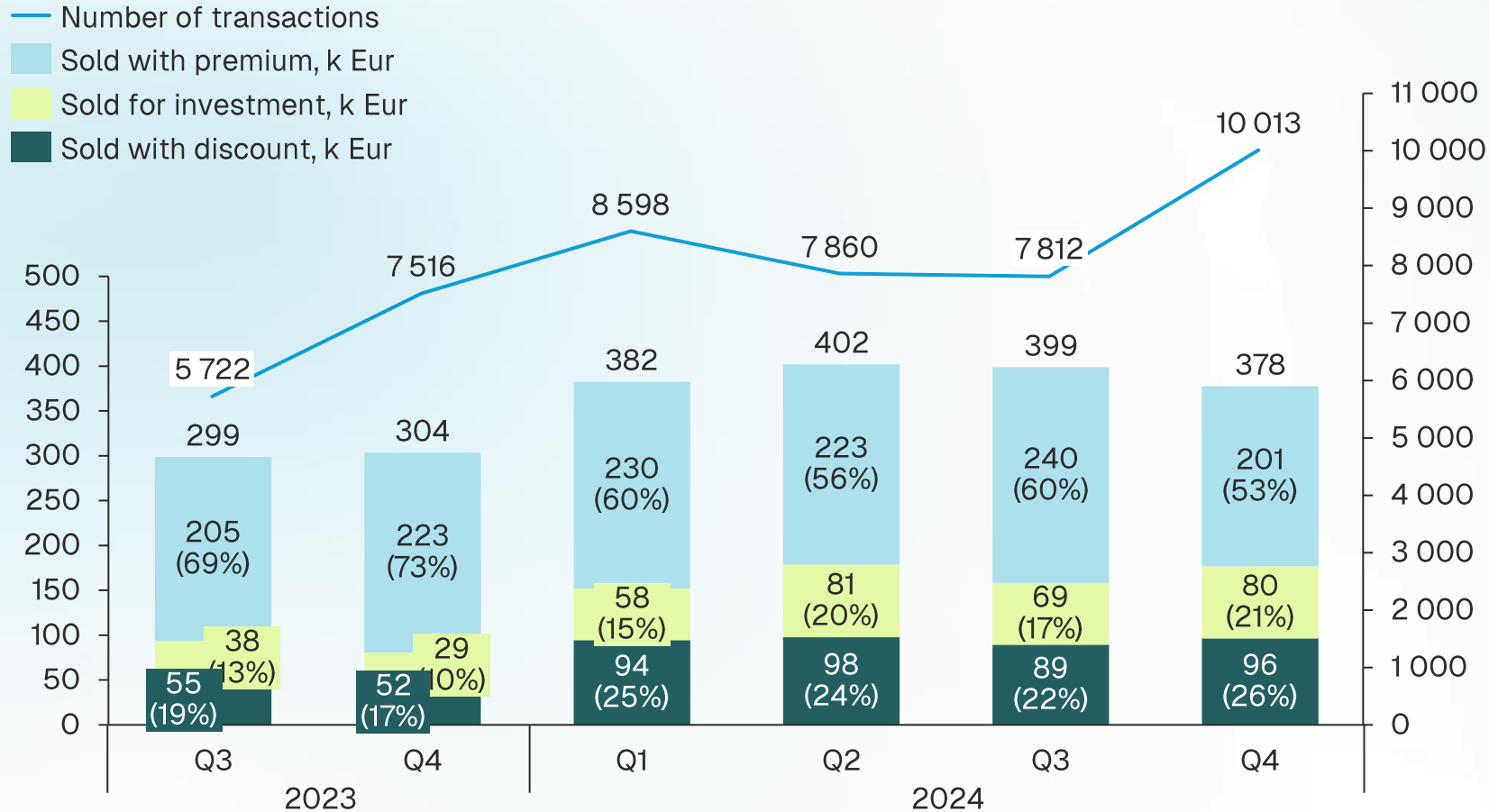
Comments

- 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 1.8 million of non-performing loans.
- In the fourth quarter the fund compensated Eur 152 thousand losses, balance at the end of the period was a bit more than Eur 7 thousand.

Secondary market remains active



Secondary market activity



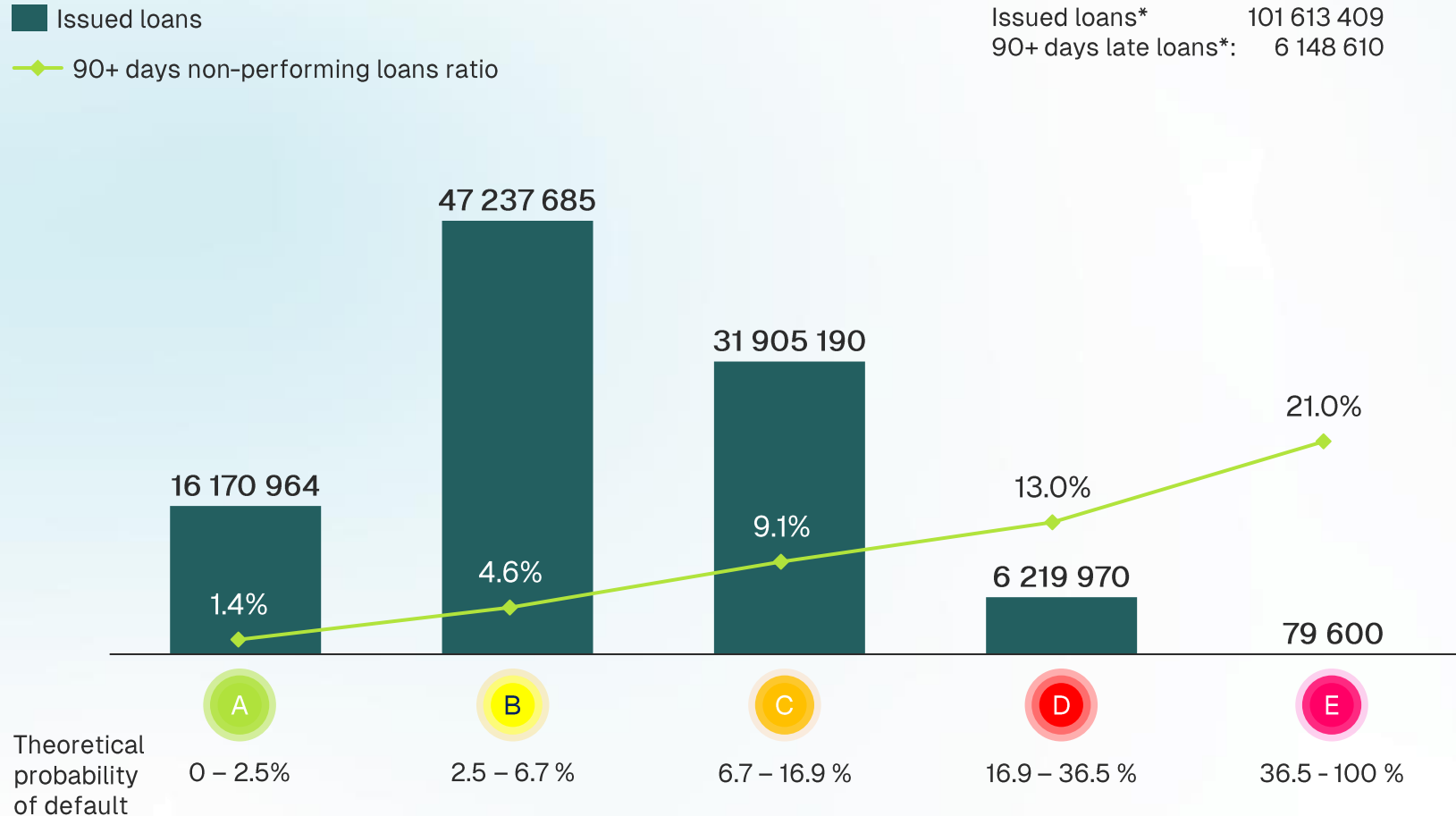
Comments

- In the fourth quarter of 2024, investments with premium were sold for Eur 201 thousand (80% of total transactions), investments that match this amount were bought for Eur 80 thousand (21% of total transactions), investments sold with discount amounted to Eur 96 thousand (26% of total transactions). Total amount of transactions – Eur 378 thousand.
- In the fourth quarter, investors made more but smaller transactions compared to previous quarters. While the total sales amount decreased, the number of transactions increased by 28%.

Debt collection



Loan quality by ratings, 2024-12-31



Comments

- 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 102 deaths of borrowers were recorded and 34 loans were repaid by heirs. 22 agreements were made with heirs regarding payments on schedule, 46 heirs to the loan borrowers did not appear.
- In the fourth quarter of this year, a total of Eur 554 thousand were recovered and returned to investors. Total recovered in 2024 – 1.7 m Eur.
- SAVY accurately assesses borrower risk – the non-performing loans ratio for each rating does not exceed the established theoretical probability of default.

* Only those loans are included, which have a rating

Thoughtful investments with SAVY!

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!