

S  V Y  
Activity report  
2022 Q3



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## Most important events of 2022 Q3

The third quarter of SAVY was full of record achievements!

**1.9 M Eur**

Issued loans in August

**19.4%**

Average interest rate of consumer loans issued in September

**234 K Eur**

Paid interest to investors in September

**115 K Eur**

the amount of money collected in September from loans overdue for more than 40 days.

## Improvements of IT infrastructure

In order to ensure the highest level of data security, reliability and to increase speed, we moved the technical infrastructure to one of the leading providers of cloud solutions - Google Cloud. We have also invested in the data warehouse solution that uses the Google BigQuery platform which will allow more effective data analysis, aggregation and formation of customers and business management reports.

In addition, we have updated the customer risk identification process, which will allow us to manage customer risk even better and ensure even stronger money laundering and terrorism financing prevention.

## 2022 Q3 results

### Issued loans

In the third quarter of 2022 we issued consumer loans for more than 3.97 M Eur, business loans for more than 0.86 M Eur and loans with real estate collateral – 76 K Eur. In total during this quarter, we issued loans for more than 4.91 M Eur.

Compared to 2021 Q3, we issued 55% more loans, consumer loan issuance grew by 46%, business loans – 91%.

### New investors

In the third quarter 1 436 new investors have registered in our platform (11% more than the last quarter). 187 new investors became active investors (47% more than the last quarter).

### Paid interest

In the third quarter of 2022 we paid 0.68 M Eur of interest to investors. Until the end of 2022 Q3, in total we have paid 10.3 M Eur of interest.

### Social project – „Save the Children“

In July together we collected 2 800 EUR for the organization "Save the Children". 1 154 EUR was allocated by SAVY, and the remaining amount was donated by you, so once again we say THANK YOU for not being indifferent to children who need our financial help.

## Since the start of SAVY activities:



Gross issued loans

**63,5 mln.**



Registered investors

**39 249**



Registered borrowers

**169 705**



Weighted average interest rate

**14.8%**



Non-performing loans ratio

**4.9%**

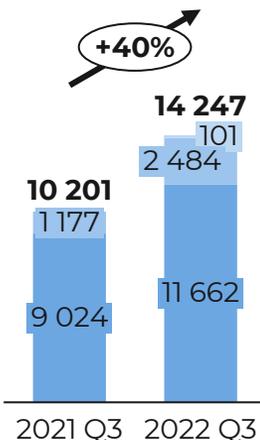
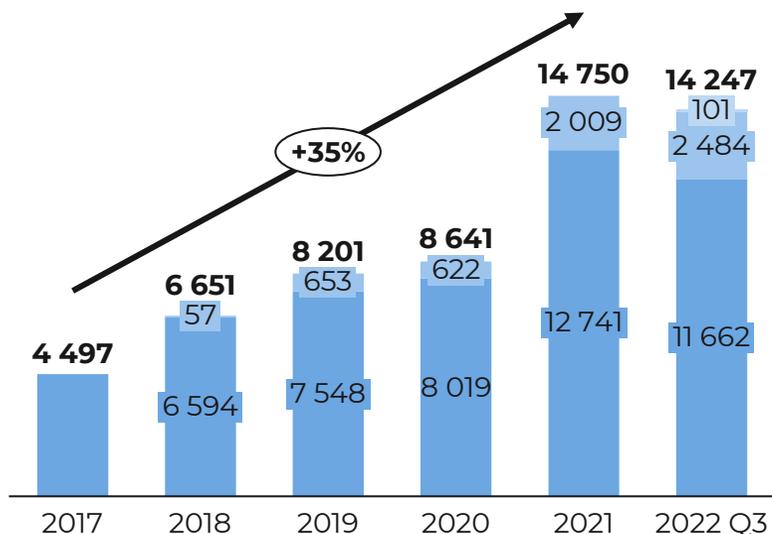
# New loan issuance: +40% YoY

During the third quarter of 2022 we have issued 0.3% more new loans than in the last quarter - 4 910 430 Eur. In September we have reached a record achievement and issued loans for 1 901 830 Eur.

During the three quarters of 2022 we issued 40% more loans than during the same period in 2021.

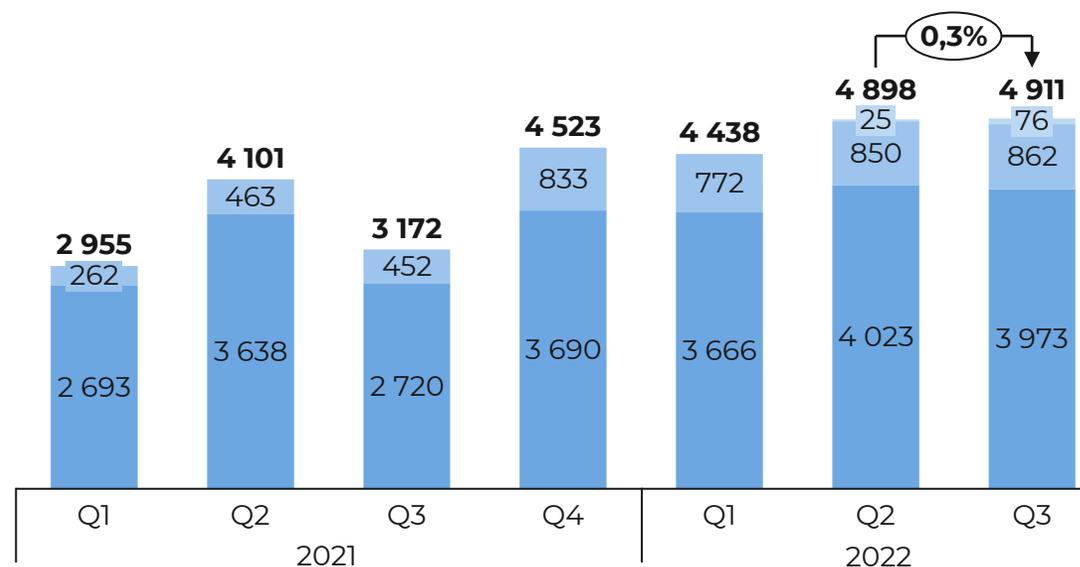
## Newly issued loans, 2016 – 2022 Q3, K Eur

- Loans with real estate collateral
- Business loans
- Consumer loans



## Newly issued loans, K Eur

- Loans with real estate collateral
- Business loans
- Consumer loans



# New loan issuance remains strong

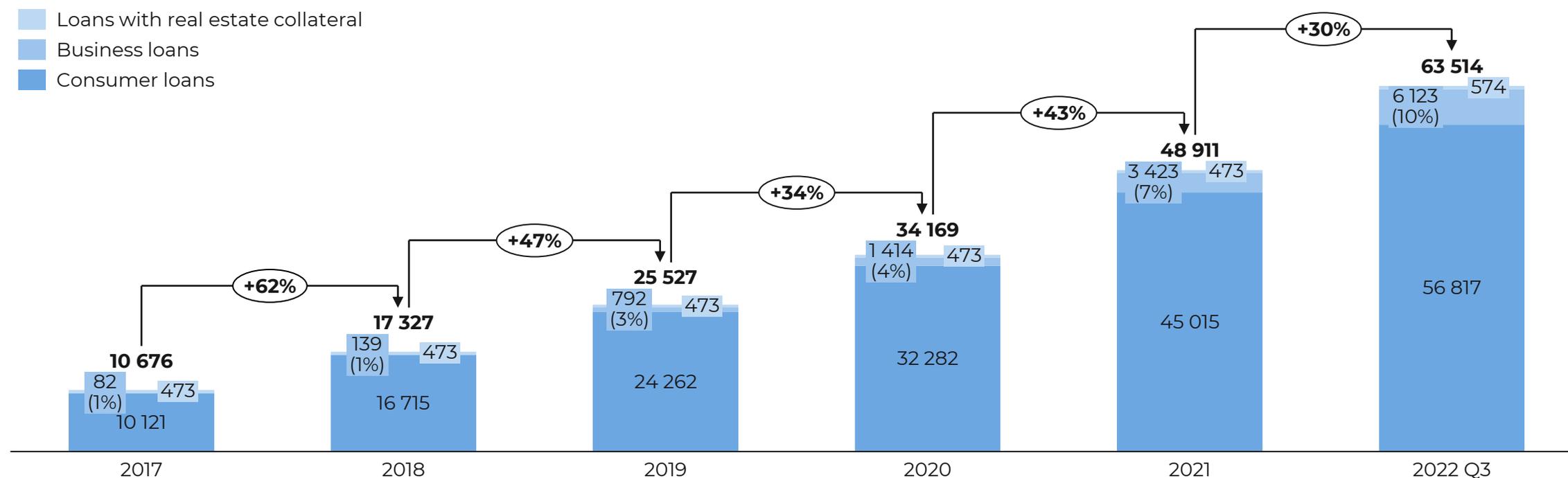
At the end of 2022 Q3, the total amount of issued loans was 63.5 M Eur:

- 56.8 M Eur consumer loans
- 6.1 M Eur business loans
- 574 K Eur loans with real estate collateral (473 K Eur loans issued earlier and 101 K Eur issued in 2022)

Each quarter the share of business loans in the whole portfolio increases – in 2022 Q3, 10% of the portfolio were business loans.

Throughout the third quarter, 4.9 M Eur new loans were issued.

## Gross issued loans, 2016 – 2022 Q3, K Eur



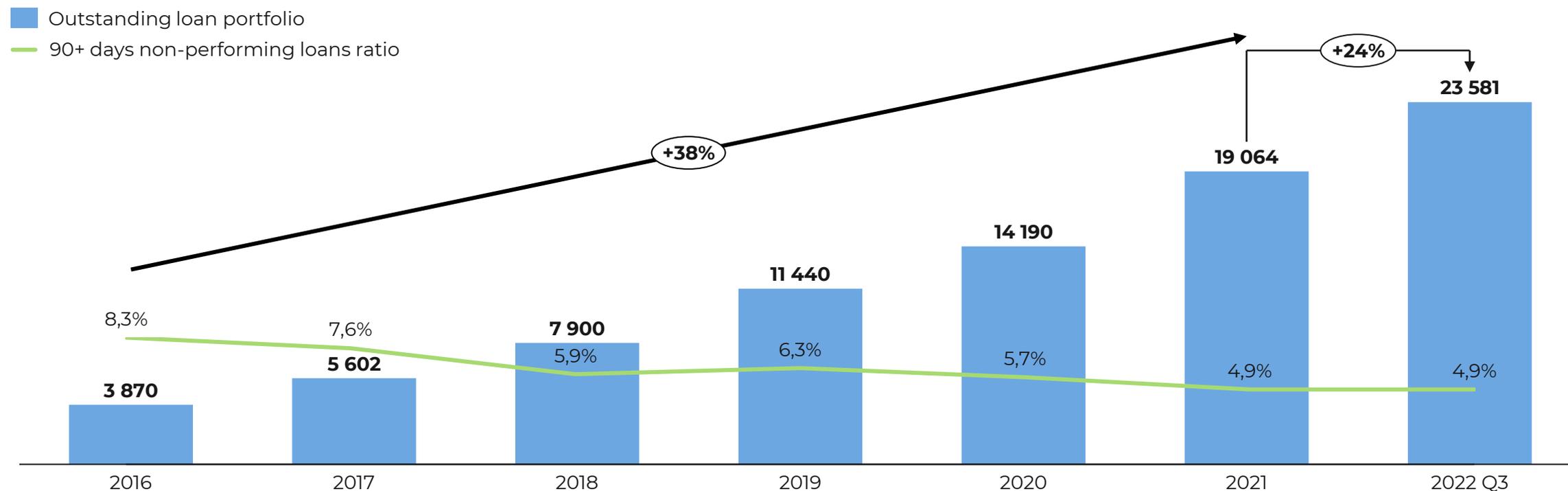
# Loan quality remains solid while total outstanding portfolio keeps growing

Since 2016, total outstanding loan portfolio grew on average 38% annually.

Throughout the three quarters of 2022, portfolio increased by 24%.

We are glad that even with significant portfolio growth, the ratio of non-performing loans (loans overdue more than 90 days) continues to stay at low levels and improves – in the third quarter decreased to 4.9%.

## Total outstanding loan portfolio 2016 – 2022 Q3, K EUR



\*90+ d. NPL ratio is calculated from the total amount of issued loans.

# Financial results, 2018 – 2022 Q3

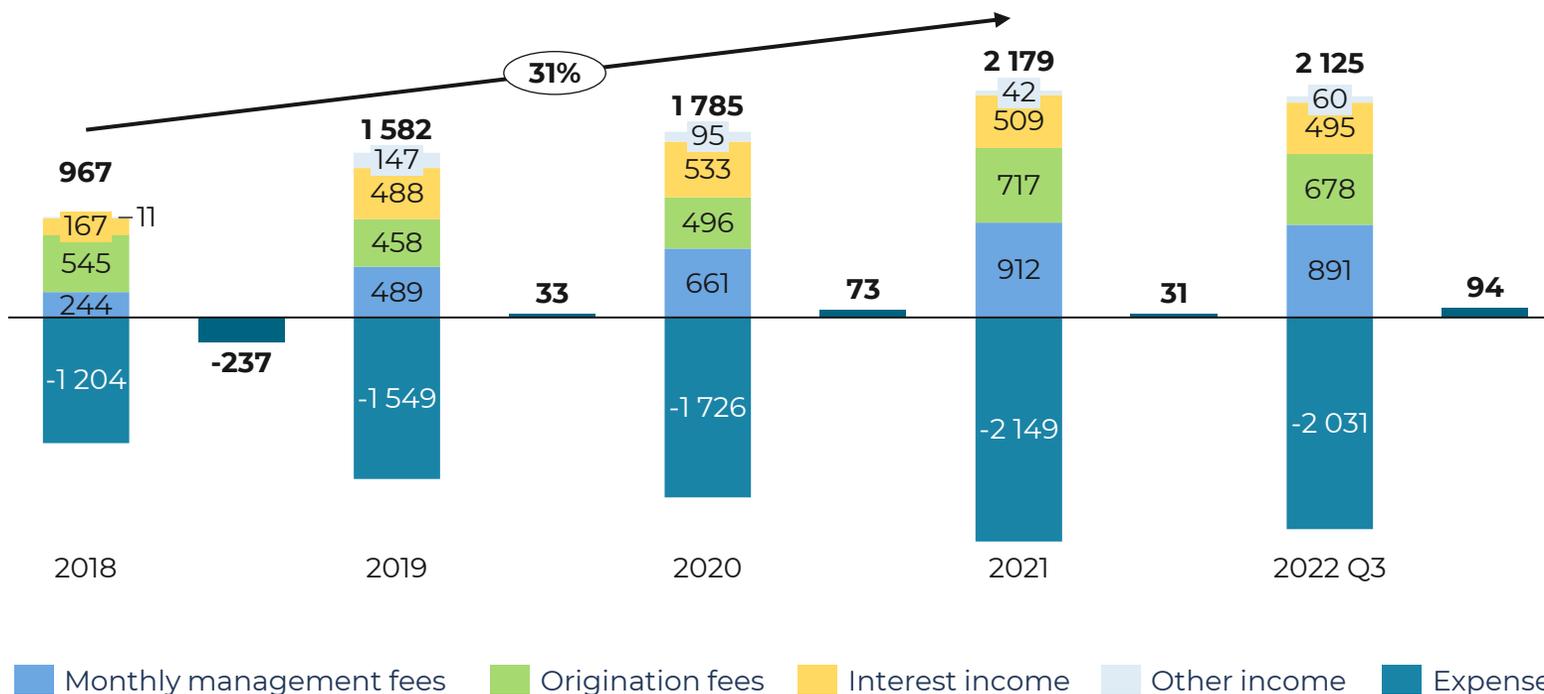


By diversifying income sources, SAVY created three sustainable and significant income streams – since 2018 income grew on average 31% annually. 2022 Q1-Q3 income reached 2.1 M Eur - 32% more than a year ago (2021 Q1-Q3).

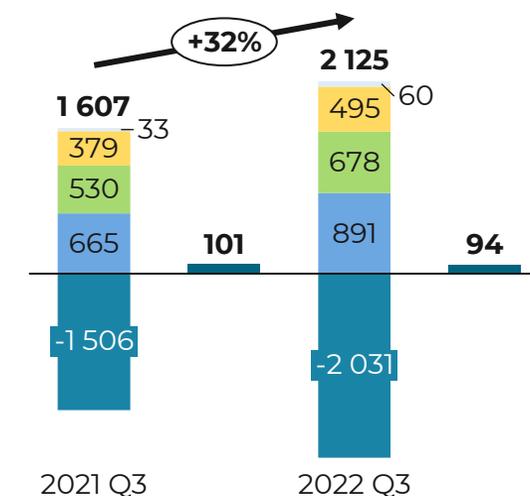
During 2022 Q1-Q3 the largest share of income was generated by monthly management fees – 42% of total income.

In 2022 Q1-Q3 Company generated net profit of 94 K Eur.

## Income structure 2018 – 2022 Q3, K EUR

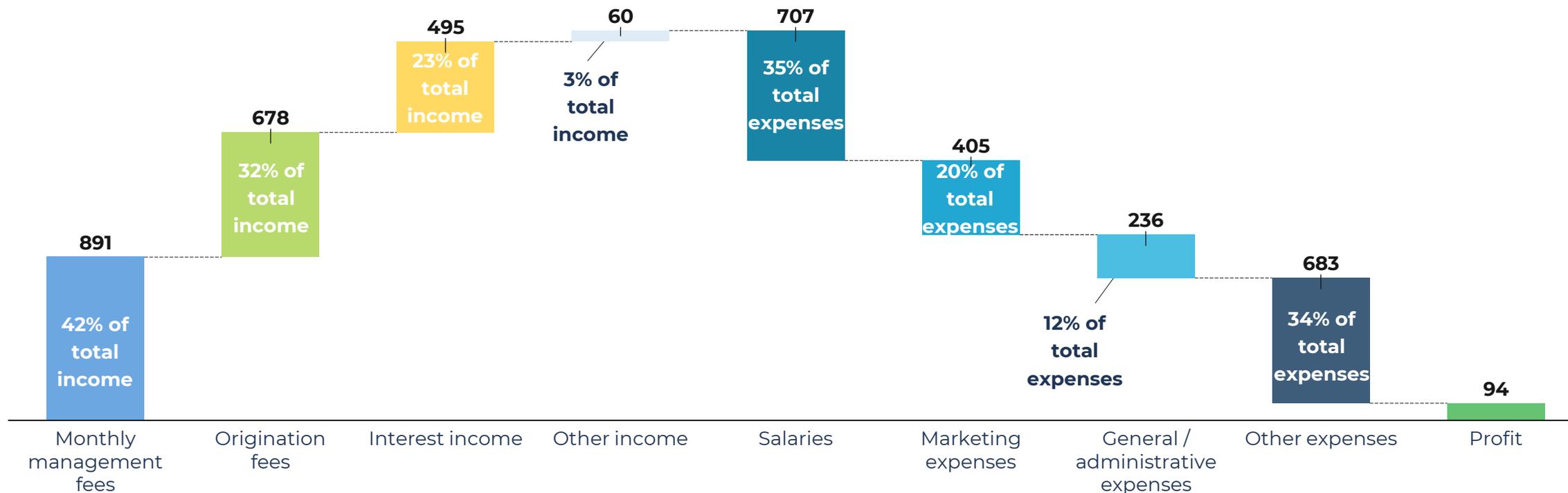


## 2021 Q1-Q3 and 2022 Q1-Q3, K EUR



In 2022 Q1-Q3 the most significant source of income was monthly management fees which accounted for 42% of total income. Origination fees accounted for 32% of total income. Interest income accounted for 23% of total income. Compared to the same period in 2021, expenses of 2022 Q1-Q3 increased by 35%.

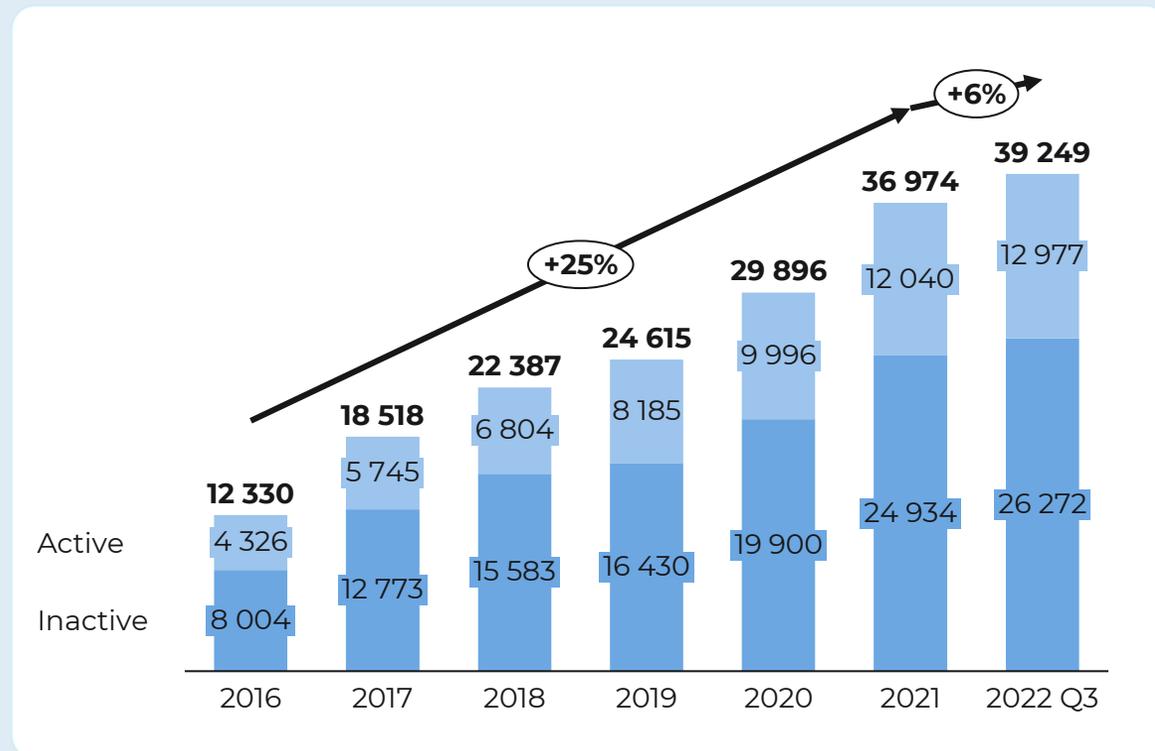
## Income and expense structure 2022 Q1-Q3, K EUR



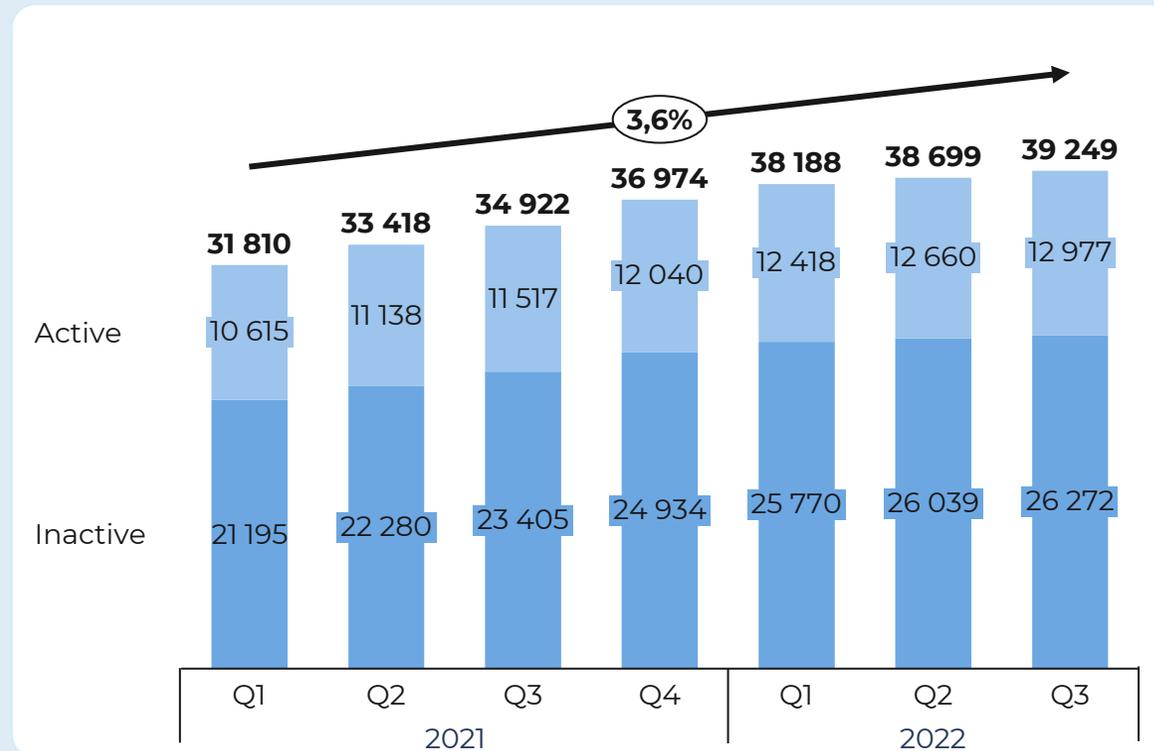
# New investor registrations are increasing once again

In the third quarter of 2022, 1 214 new investors were attracted to the platform. 33% (12 977) of them are active investors who have made at least one investment. We feel that the investors' trust is growing – after the start of war in Ukraine registrations slowed down, but currently the numbers are slowly increasing – on average more investors registered in the third quarter compared to the first and second quarter.

## Investors, 2016 – 2022 Q3



## Investors, 2021 Q1 – 2022 Q3

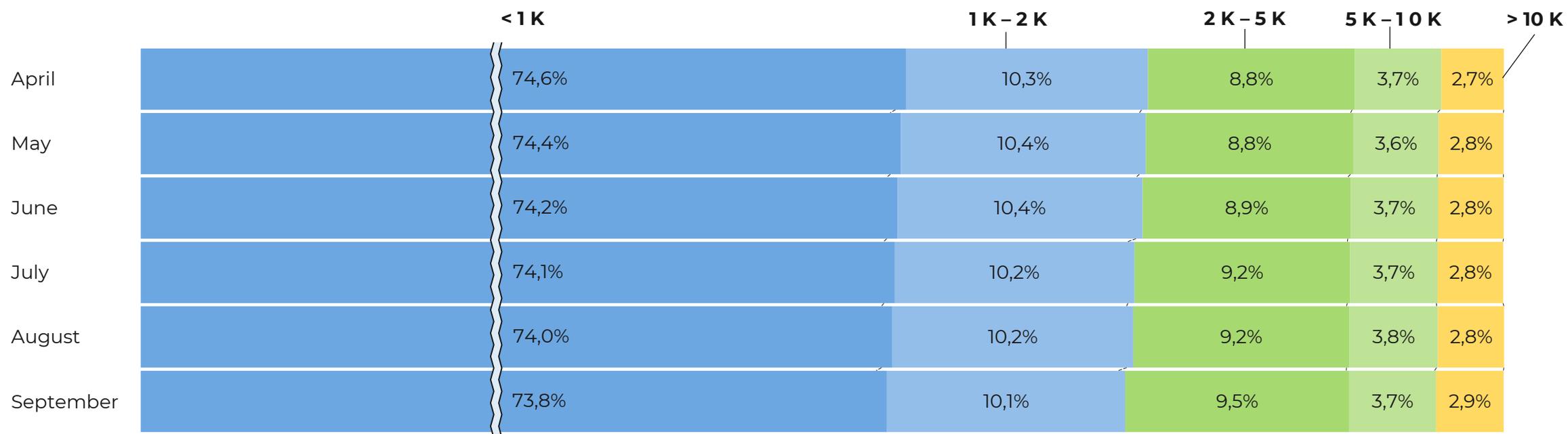


# Investors are allocating more funds to SAVY platform



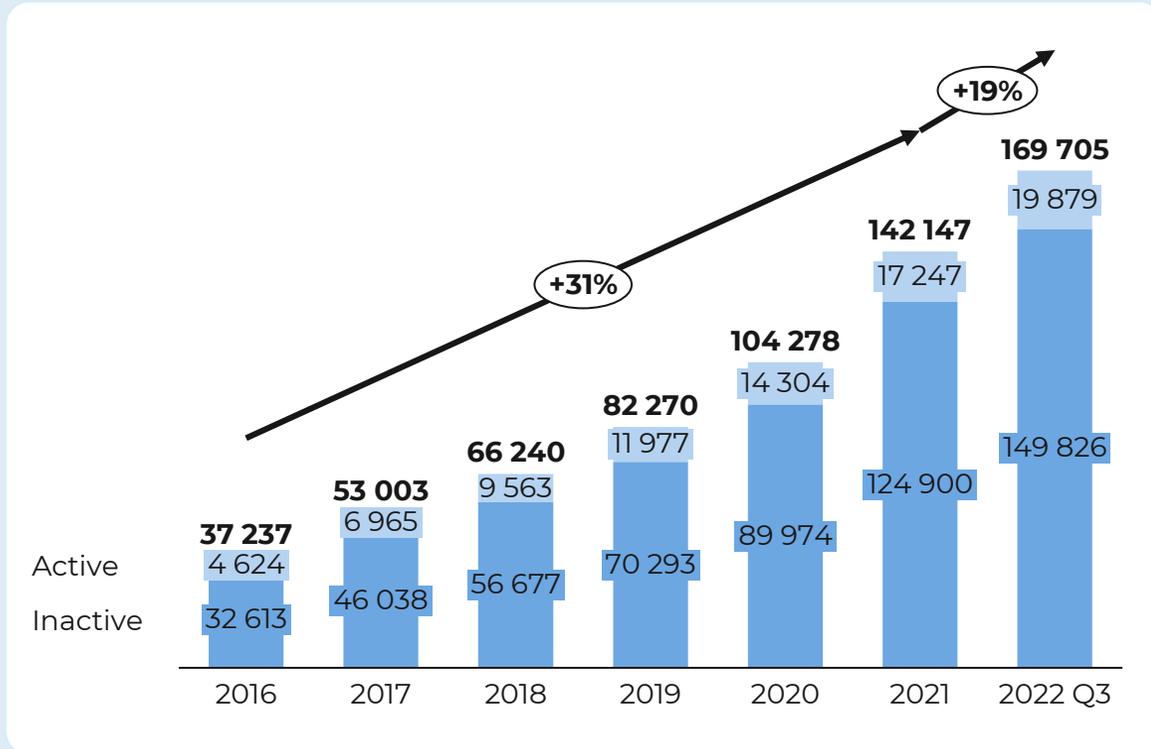
At the end of June, the largest number of investors invested up to 1 000 Eur - such investments accounted for 73.8% of the total investments. However, this part of the invested amounts is gradually decreasing and clients are increasingly investing over 2 K Eur. The fastest growing group of investors allocates 2-5 K Eur (9.5% of all investors at the end of September).

## Distribution of invested sums, EUR

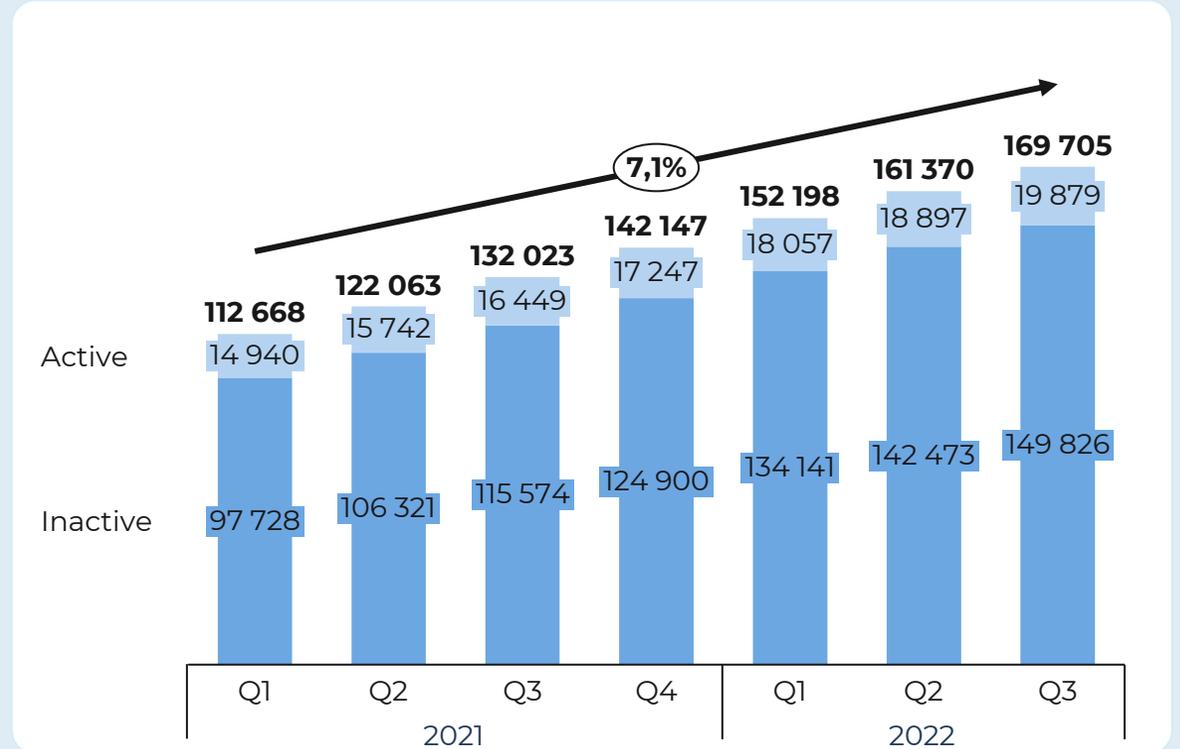


Throughout the third quarter of 2022 the number of borrowers increased by 5.2% - 8 335 new borrowers were attracted to the platform. 12% of them are active borrowers (19 879).

### Borrowers, 2016 – 2022 Q3



### Borrowers, 2021 Q1 – 2022 Q3

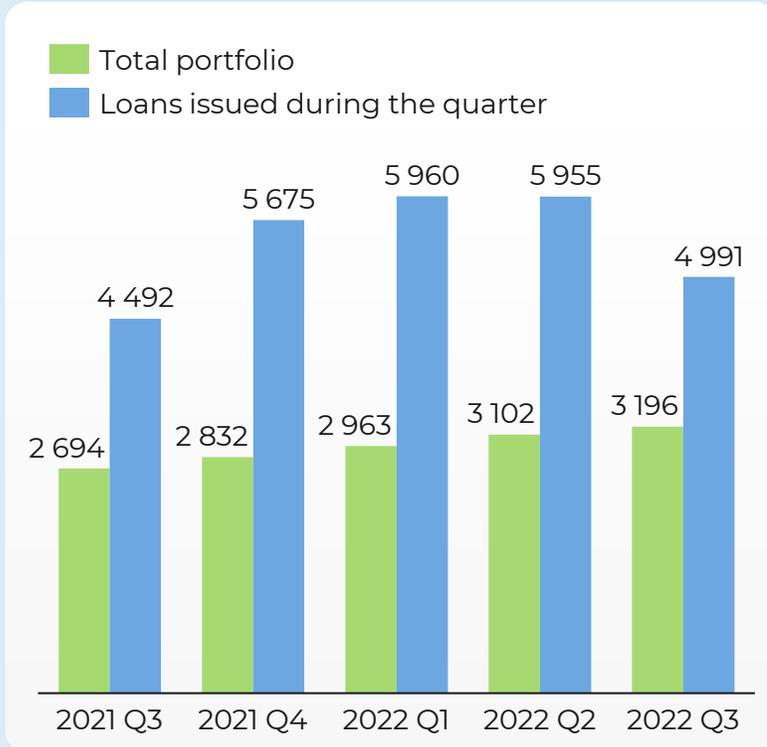


# Total loan portfolio

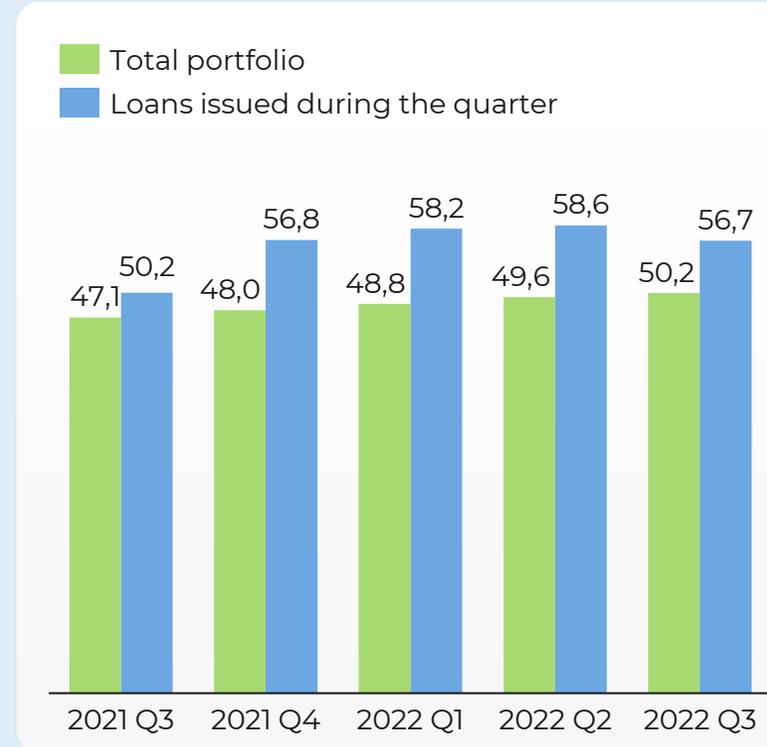
In the third quarter of 2022:

- average loan size of the total outstanding portfolio increased to 3 196 Eur, of loans issued that quarter was 4 991 Eur;
- weighted average loan term of the total outstanding portfolio increased to 50.2 months, of loans issued that quarter was 56.7 months;
- weighted average interest rate decreased to 17.7%, of loans issued that quarter was 14.8%.

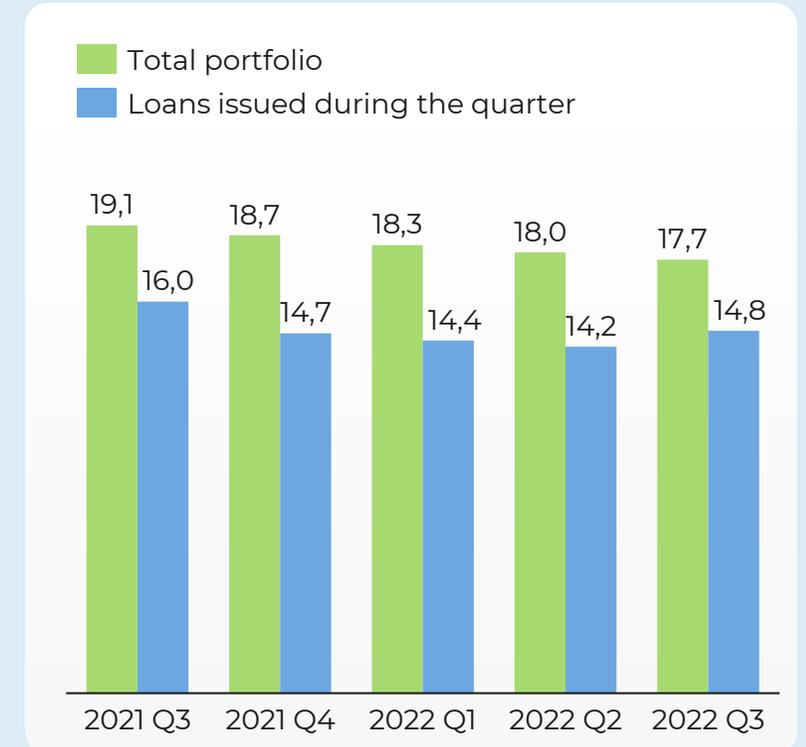
## Average loan size, Eur



## Weighted average loan term\*, months



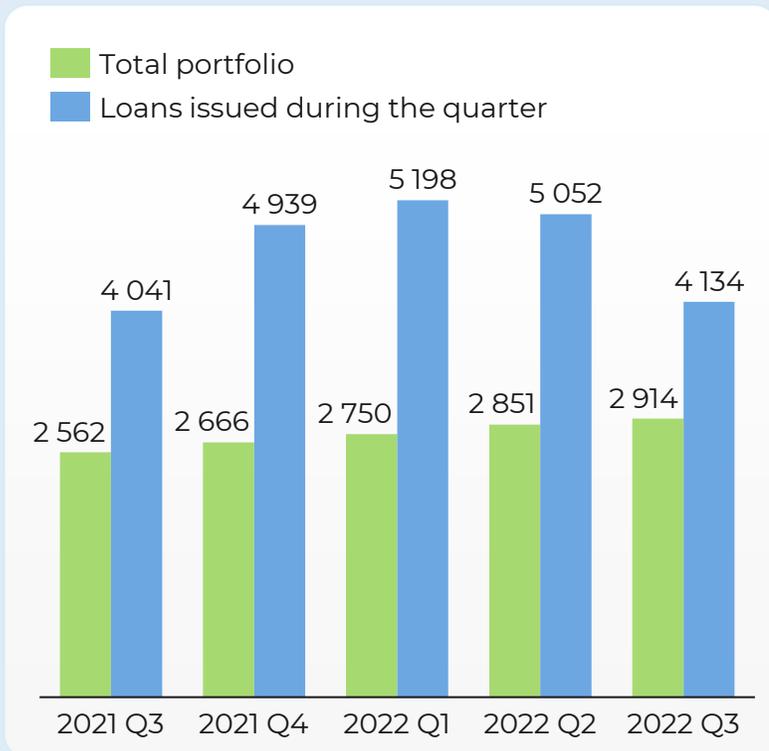
## Weighted average interest rate\*, %



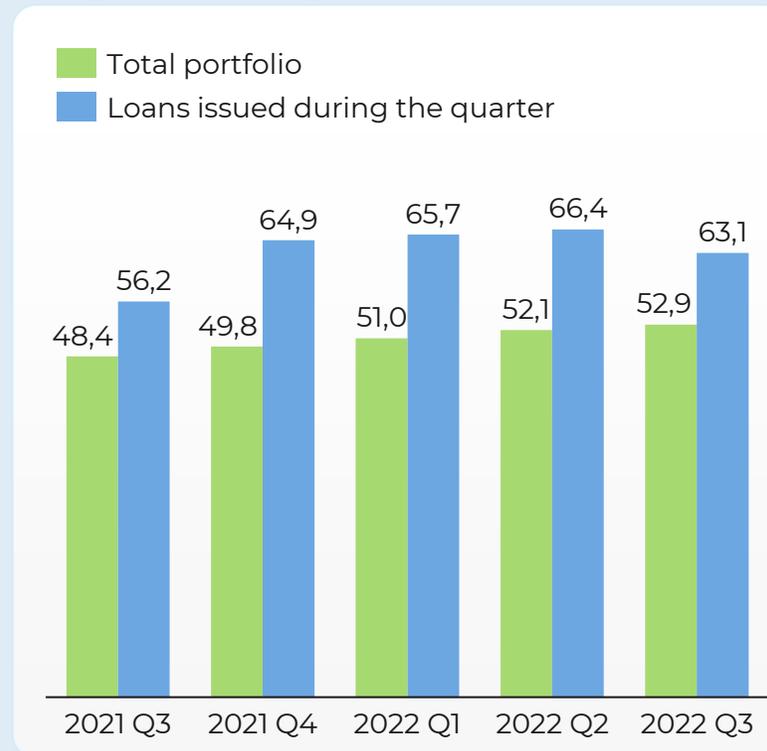
In the third quarter of 2022:

- average loan size of the total outstanding portfolio increased to 2 914 Eur, of loans issued that quarter was 4 134 Eur;
- weighted average loan term of the total outstanding portfolio increased to 52.9 months, of loans issued that quarter was 63.1 months;
- weighted average interest rate decreased to 18.2%, of loans issued that quarter was 15.5%.

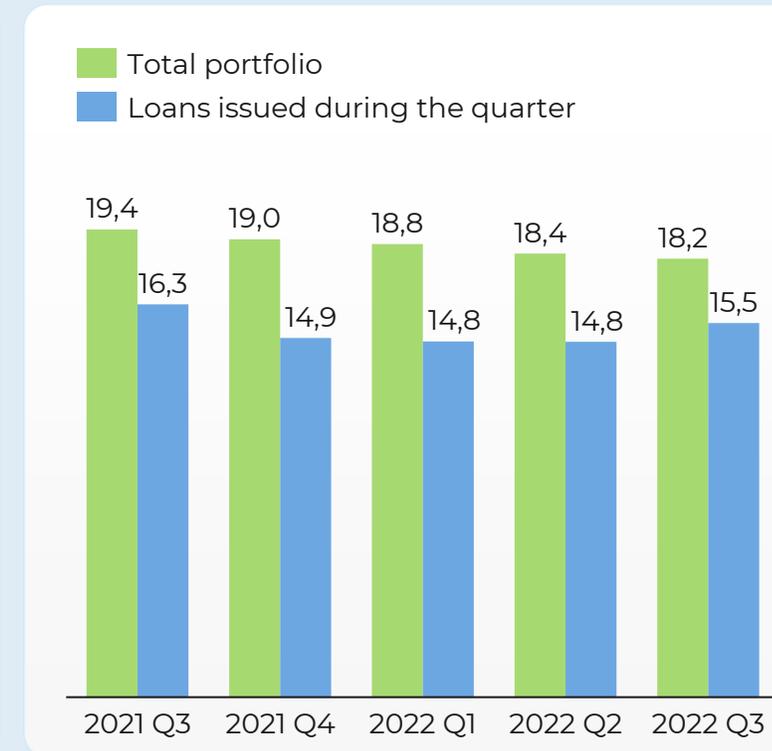
### Average loan size, Eur



### Weighted average loan term\*, months



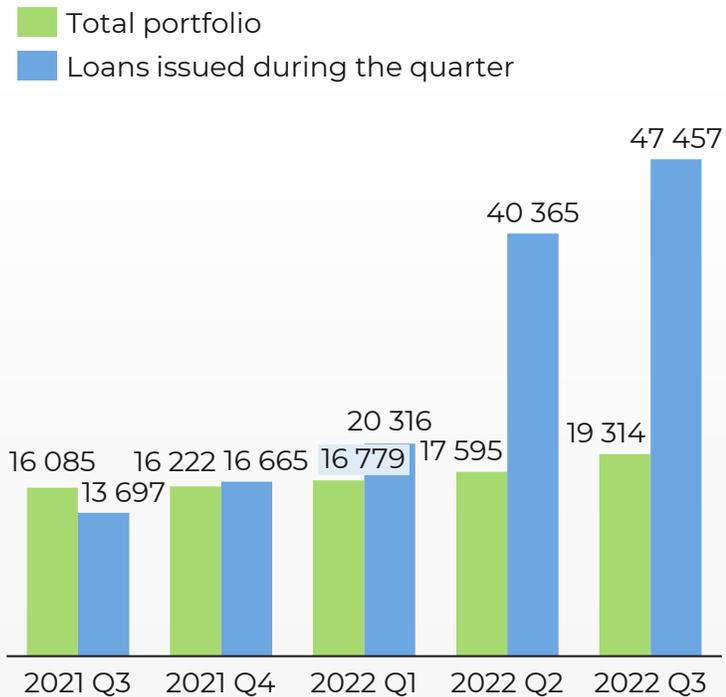
### Weighted average interest rate\*, %



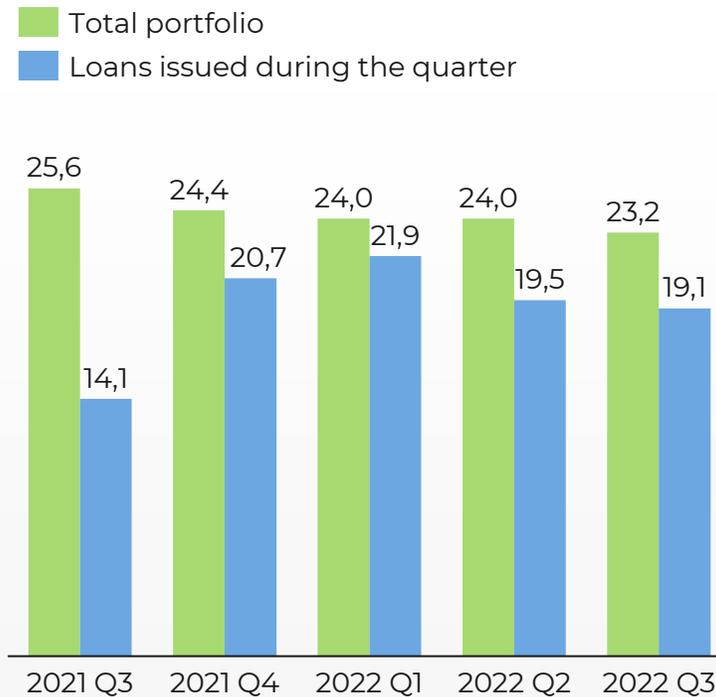
In the third quarter of 2022:

- average loan size of the total outstanding portfolio increased to 19 314 Eur, of loans issued that quarter was 47 457 Eur;
- weighted average loan term of the total outstanding portfolio decreased to 23.2 months, of loans issued that quarter was 19.1 months;
- weighted average interest rate decreased to 13.7%, of loans issued that quarter was 12.1%.

### Average loan size, Eur



### Weighted average loan term\*, months



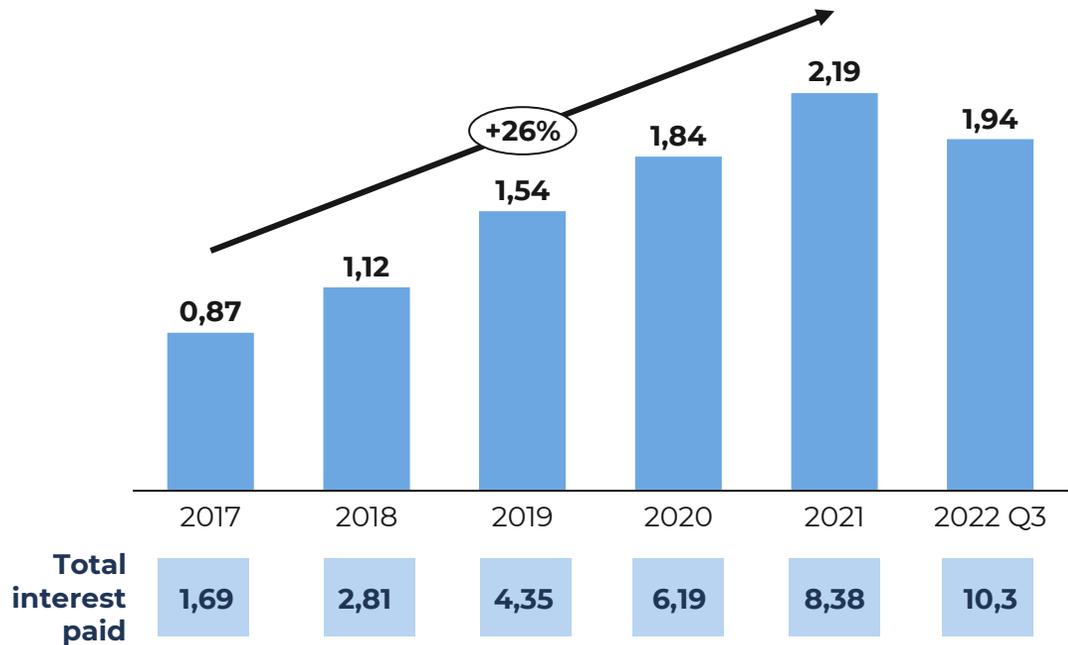
### Weighted average interest rate\*, %



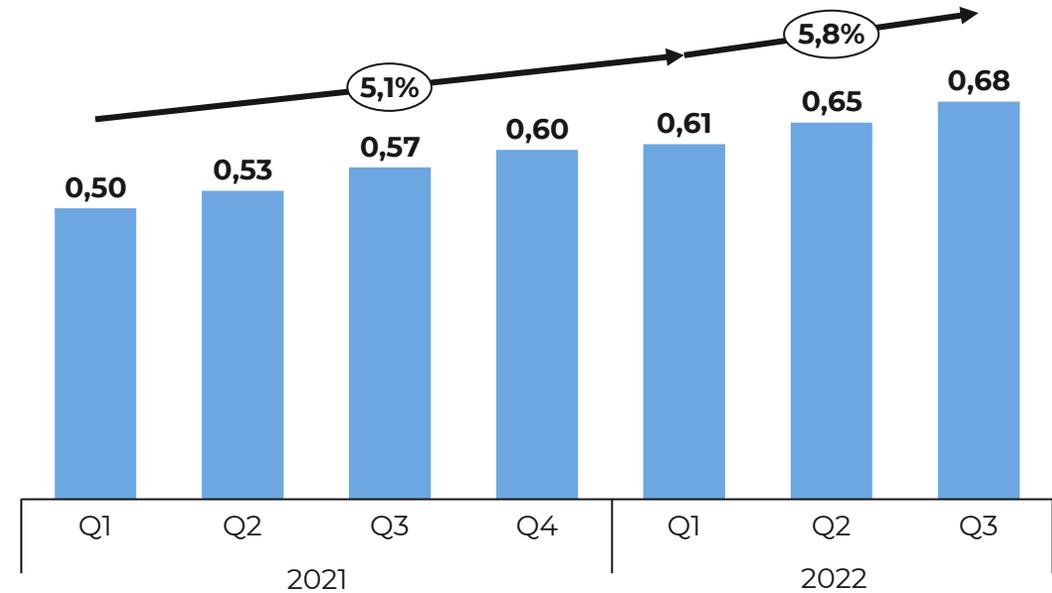
# The amount of paid interest keeps increasing

Since 2016, the amount of interest paid per one year grew on average 26% annually.  
Comparing 2022 Q3 to Q2, amount of interest paid per quarter increased 5.5%.  
At the end of Q3, the amount of interest paid accounted for 13.8% of total issued loans.

### Paid interest, 2017 – 2022 Q3, M Eur



### Interest paid per quarter, M Eur

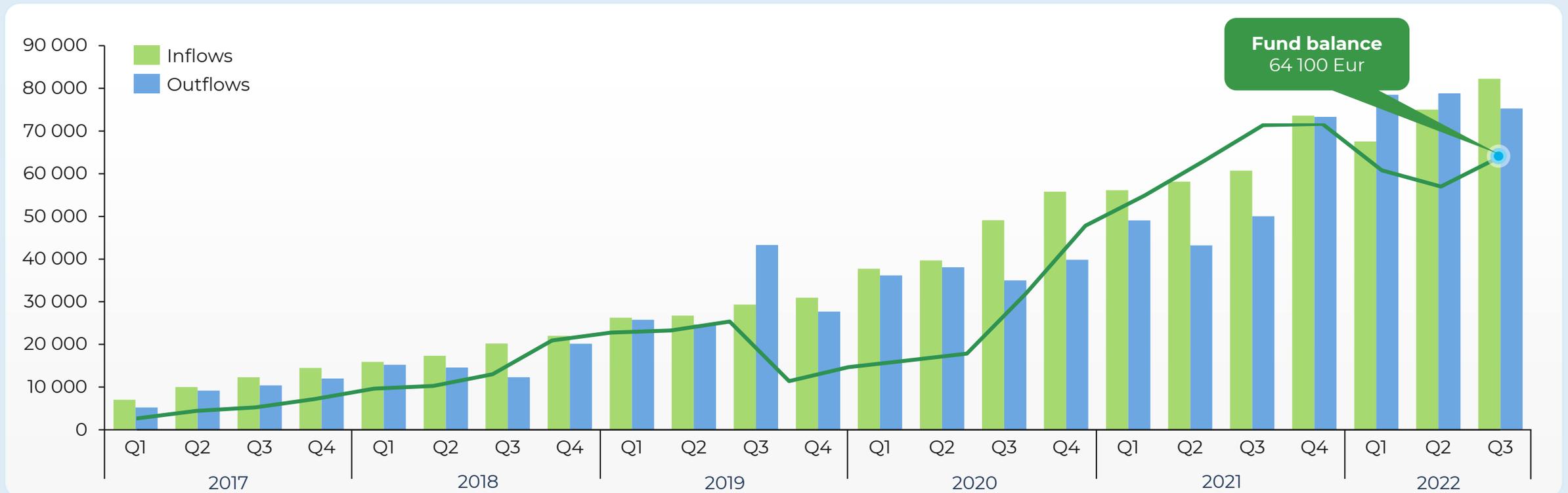


# Since June balance of Investors' Fund is growing again

Investors' fund became a good instrument to compensate for possible losses, reduce the risks and receive stable income. At the end of 2022 Q3 balance of the fund was 64 100 Eur.

We would like to remind that it is possible to invest into crowdfunding (business) loans with a separate crowdfunding Investors' fund.

## Investors' Fund, Eur



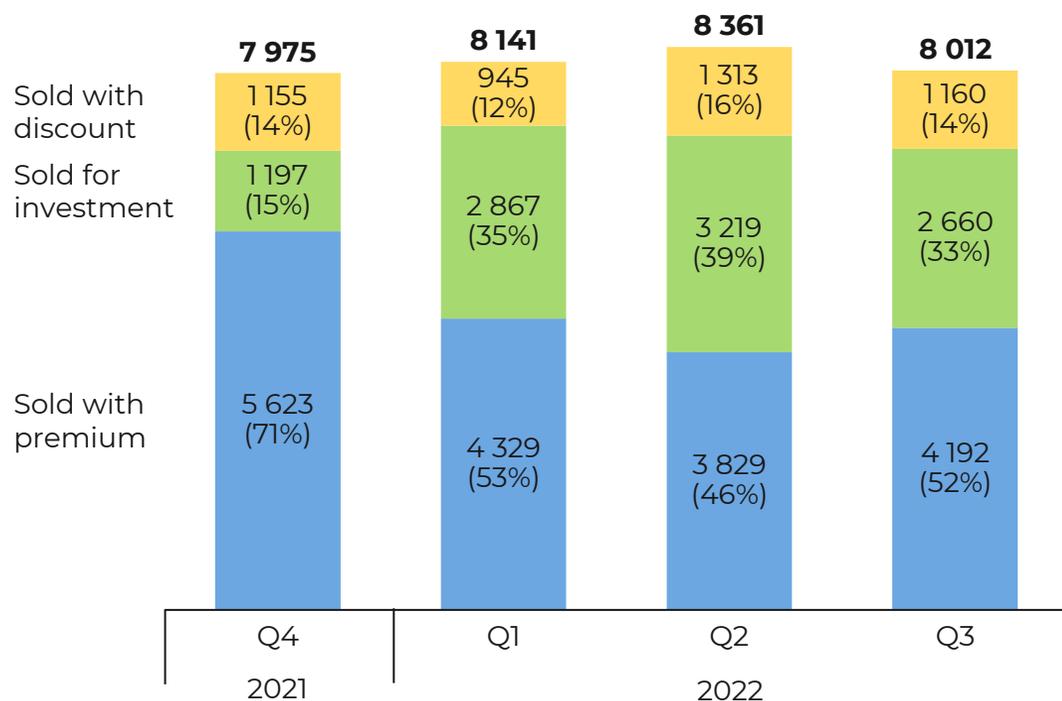
# Secondary market remains active

In 2022 Q3, investments with premium were sold for 144 851 Eur (more than half of total transactions), investments that match this amount were bought for 93 609 Eur (33% of total transactions), investments sold with discount amounted to 44 664 Eur (16% of total transactions). **Total amount of transactions – 283 124 Eur.**

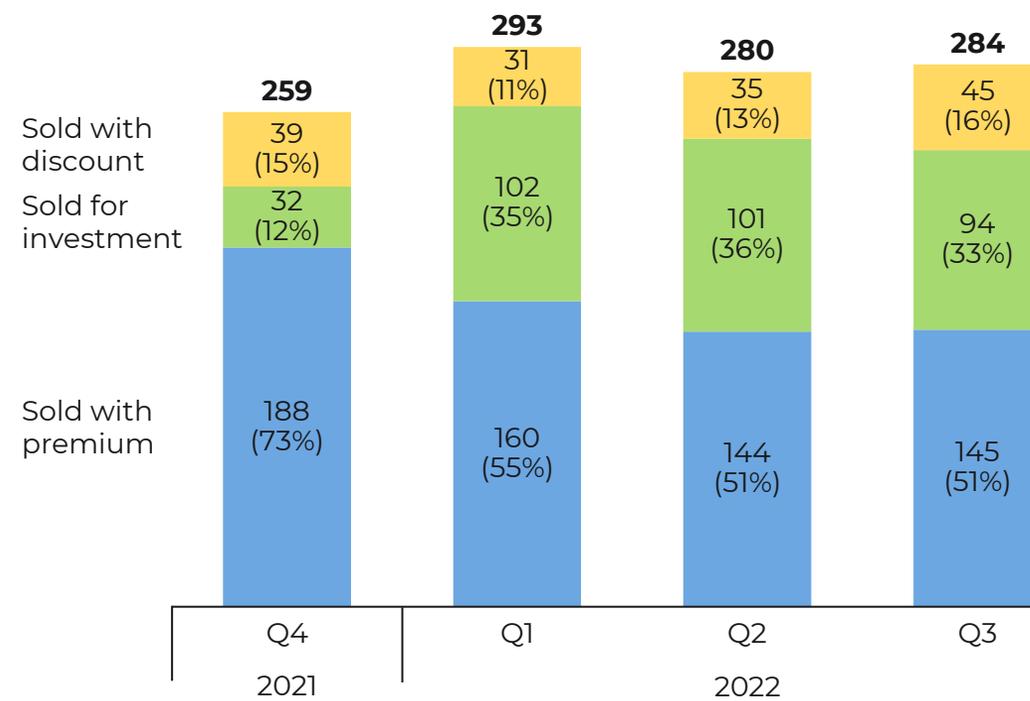
In Q3 secondary market activity by total value increased, however the number of transactions does not exceed the previous quarter volume.

We have noticed the changes in the distribution of transactions – this quarter the share of investments sold with premium has increased (by the number of transactions).

## Secondary market activity, number



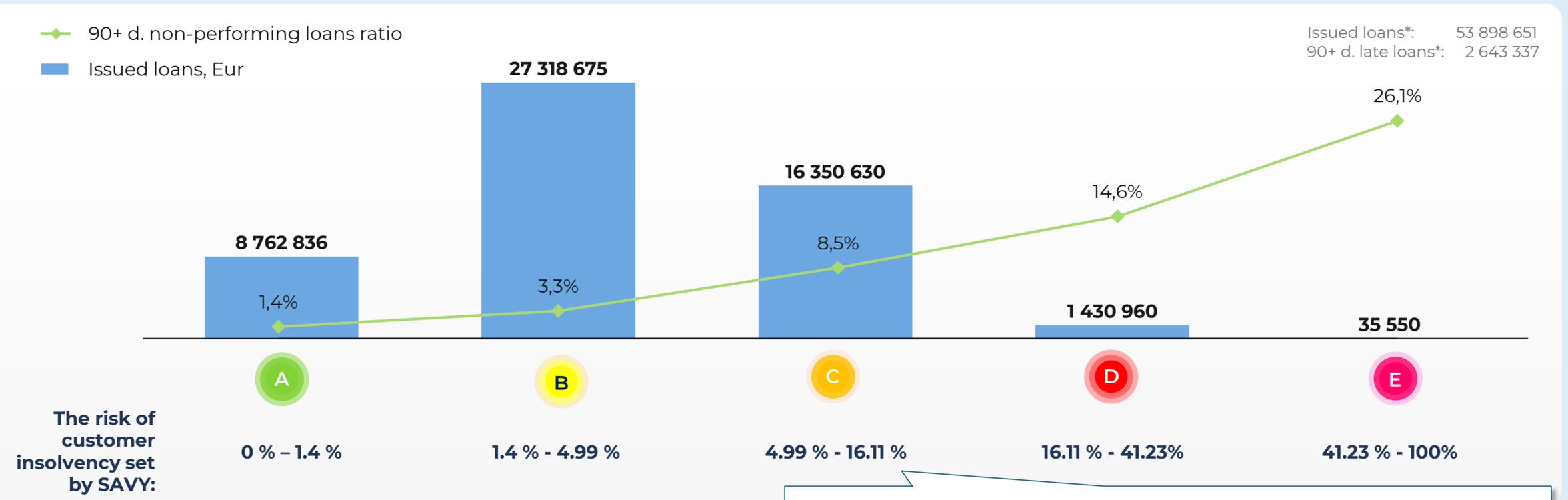
## Secondary market activity, K Eur



The share of loans which are late for more than 90 days at the end of September was 4.9%. From the beginning of SAVY activity, 8 physical person bankruptcy cases were recorded, 3 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 36 of debtors have declared departure abroad, 20 of them concluded agreements of payments, the remaining 16 are being contacted. A total of 63 deaths of borrowers were recorded and 21 loans were repaid by heirs. 12 agreements were made with heirs regarding payments on schedule, 30 heirs to the loan borrowers did not appear.

We would like to highlight that loans with ratings A and B account for 67% of all issued loans, C – 30%, D – 2.7%, E – 0.07%.

## 90+ d. overdue consumer loans as part of total issued loans by rating, 2022-09-30



\* 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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