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Key Events of Q1 2024

SAVY - 10 Years!

In March together with our investor community we celebrated the 10th anniversary of SAVY. Ten years ago, we were the pioneers of the peer-to-peer lending market in Lithuania, enabling people to act as banks for each other and invest their money meaningfully. It was a financial revolution, and each of you is a part of it. True revolutions don't happen overnight, so we invite you to watch a short video that showcases the beginning of this journey and introduces the main heroes. Watch the video here.

Investor Survey

In the first quarter of this year, we surveyed SAVY investors and asked them to share their experiences with the investment platform. Most investors (as many as 85%) reported being satisfied or very satisfied with the platform, which obliges us to work even harder to meet your expectations. More details – <u>survey results</u>.

Mobile App and Self-Service Updates

We aim to create convenient tools for investors and borrowers, so we constantly improve the SAVY mobile app and self-service portal. In the first quarter, we updated the functionality of auto-investment profiles, enhanced the Investment Summary (in Excel format), and improved the operation of the secondary market, fixed some bugs and errors.

"Radarom" Campaign

In February, together with the investor community, we raised Eur 10 000 for the "Radarom" campaign, with SAVY contributing Eur 5 000 and the investors contributing another Eur 5 000. We thank everyone who participated in the "Radarom" campaign! Even though this campaign is intended to protect Ukrainian soldiers, we must remember that they are fighting for the freedom of us all, and support for a country devastated by war for two years is more important than ever today. A total of 221 members of the investor community contributed to this initiative.

Since the start of SAVY activities:



Gross issued loans

2

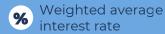
99.9m

Registered investors

43 695

Registered borrowers

tered wers **207 841**



16.4%

Non-performing loans ratio

5.4%

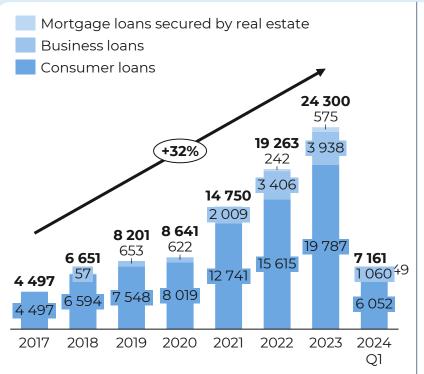
New loan issuance shows strong growth: +24% yoy

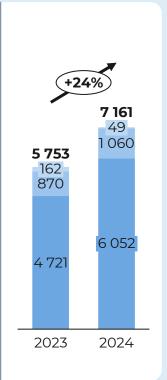


During the first quarter of 2024, we issued a total of Eur 7.2 million loans – a 24% increase compared to the first quarter of 2023:

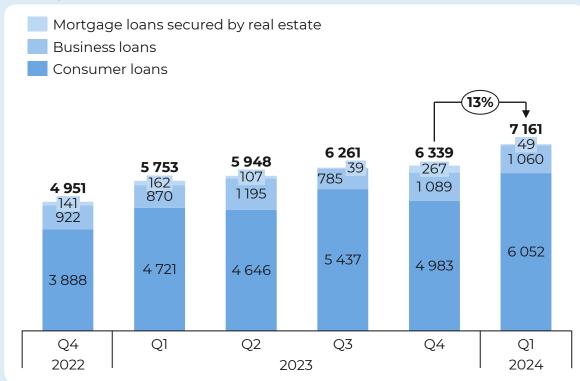
- Eur 6 million in consumer loans (28% yearly increase)
- Eur 1 million in business loans (22% yearly increase)
- Eur 49 thousand in mortgage loans secured by real estate (3 times less than in 2023 Q1).

Newly issued loans, 2016 - 2024, k Eur





Newly issued loans, k Eur



Continued strong performance in new loan issuance

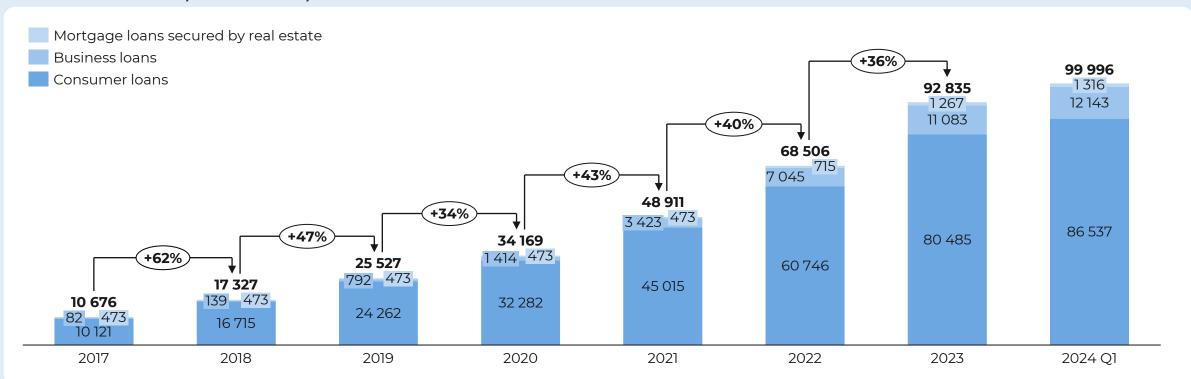


At the end of Q1 2024, the cumulative value of issued loans amounted to Eur 99.9 million:

- · Eur 86.5 million consumer loans
- Eur 12 million business loans
- Eur 1.3 million mortgage loans secured by real estate.

During the first quarter, a total of Eur 7.2 million loans were issued.

Gross issued loans, 2016 – 2024, k Eur



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

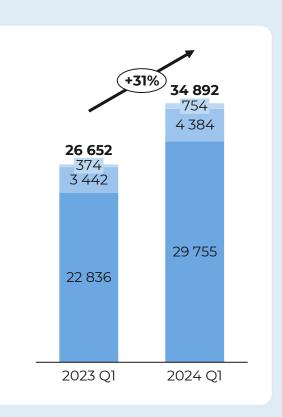


Since 2016, the total outstanding loan portfolio has exhibited an average annual growth rate of 35%. Over the course of the year (2023 Q1 – 2024 Q1), the outstanding loan portfolio increased by 31%, reaching Eur 34.9 million.

At the end of Q1 2024, the ratio of non-performing loans was 5.4%.

Total outstanding loan portfolio, 2016 – 2024, k EUR





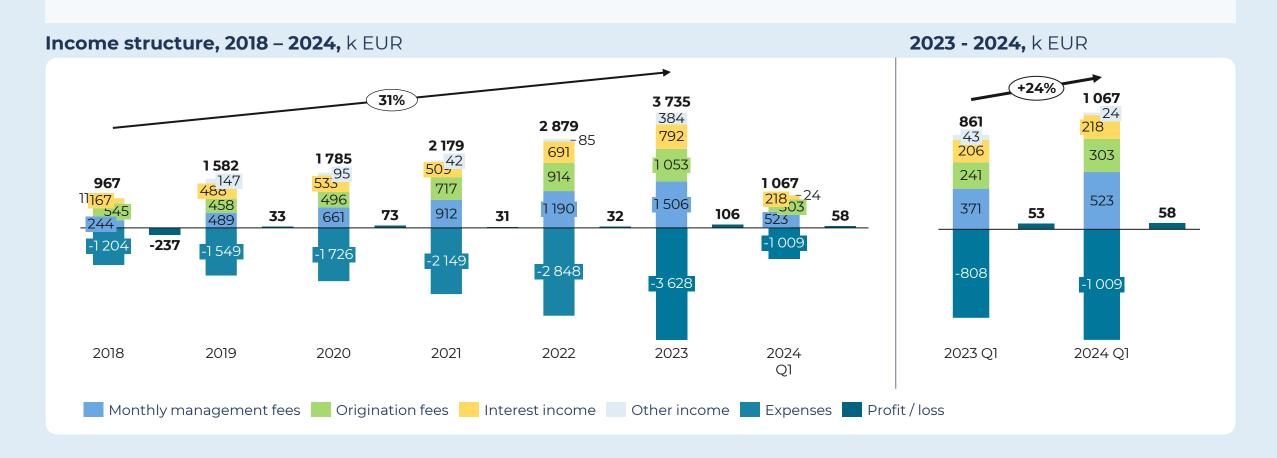
^{*90+} days non-performing loans (NPL) ratio is calculated based on the total value of issued loans.

Over the course of the year, SAVY grew revenues by 24%



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 QI, the company achieved an income of Eur I million, reflecting a 24% 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, in 2024, the company generated a net profit of Eur 58 thousand.



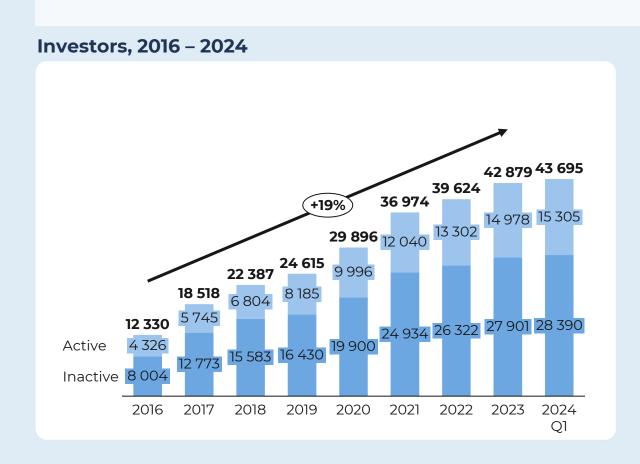
The Continuously Growing SAVY Community



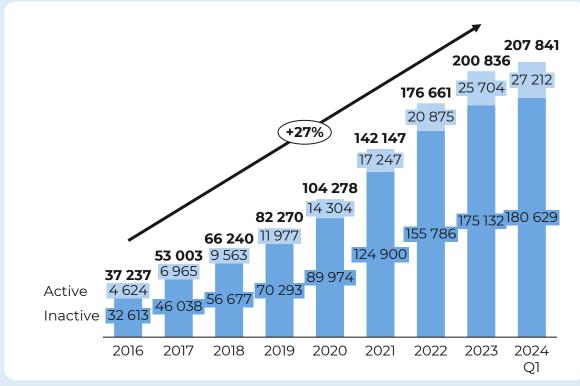
During the first quarter of 2024, SAVY platform witnessed a notable increase of 816 new registered investors, with 327 of them making at least one investment. As a result, the total number of registered investors reached 43.7 thousand.

Among the registered investors, approximately 35% (15 305 investors) are active, having made at least one investment on the SAVY platform.

The number of active borrowers increased by 1508 which is 23,3% more than a year before marking the highest growth rate observed in the past three years.



Borrowers, 2016 - 2024

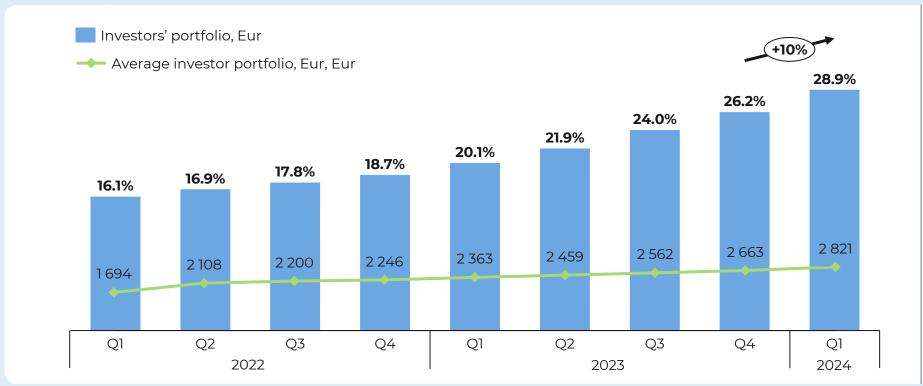


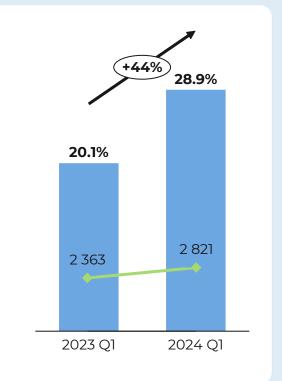
The investors' portfolio grew by 44% over the course of the year



Not only is the number of investors continuously growing, but also the invested amounts - during the first quarter of 2024, the active investors' portfolio increased by Eur 2.7 million, reaching a total of Eur 28.9 million (annual growth rate - 44%). Throughout this year's first quarter, this portfolio has been growing on average by Eur 894 thousand per month, which is 22% higher than the 12-month average monthly increase.

Investors' portfolio



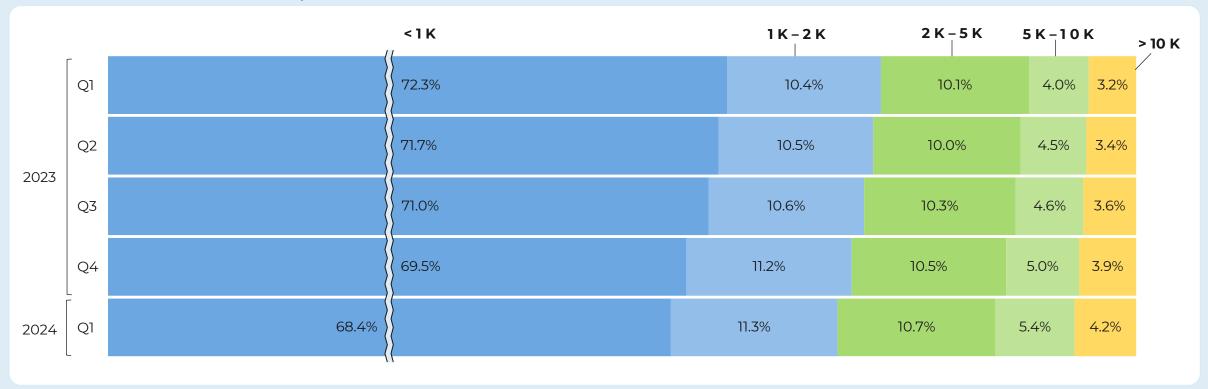


Investors increasingly allocate funds to SAVY investments



It is worth noting that, by the end of first quarter 2024, most investors opted to allocate up to Eur 1 000, representing 68.4% 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 5.4% of all investors at the end of Q1 2024.

Distribution of invested sums, Eur



Total loan portfolio

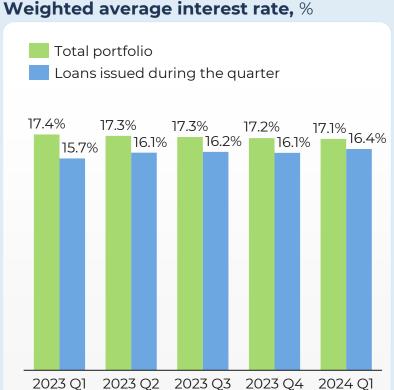


In the first quarter of 2024:

- · average loan size of the total outstanding portfolio increased to Eur 3 691, of loans issued that quarter decreased to Eur 4 961;
- · weighted average loan term of the total outstanding portfolio decreased to 52.3 months, of loans issued that quarter decreased to 51.4 months;
- \cdot weighted average interest rate of total portfolio decreased to 17.1%, of loans issued that quarter increased to 16.4%.

Average loan size, Eur Total portfolio Loans issued during the quarter 5 2 4 7 5 154 4 961 4 933 4 8 3 6 3 691 3 616 3 534 3 458 3 369 2023 Q1 2023 Q2 2023 Q3 2023 Q4 2024 Q1





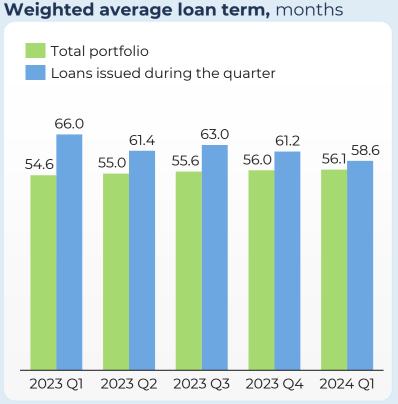
Consumer loans



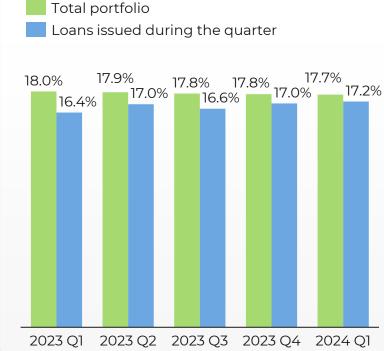
In the first quarter of 2024:

- · average loan size of the total outstanding portfolio increased to Eur 3 261, of loans issued that quarter decreased to Eur 4 103;
- · weighted average loan term of the total outstanding portfolio increased to 56.1 months, of loans issued that quarter decreased to 58.6 months;
- · weighted average interest rate of total portfolio decreased to 17.7%, of loans issued that quarter increased to 17.2%.

Average loan size, Eur Total portfolio Loans issued during the quarter 4388 4 2 0 5 4 152 4103 4 103 3 212 3 261 3 162 3 096 3 041 2023 Q1 2023 Q2 2023 Q3 2023 Q4 2024 Q1



Weighted average interest rate, % Total portfolio



Business loans

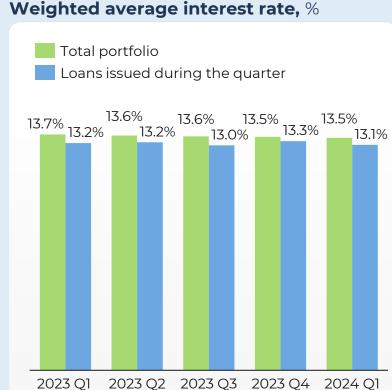


In the first quarter of 2024:

- \cdot average loan size of the total outstanding portfolio increased to Eur 25 184, of loans issued that quarter increased to Eur 43 117;
- · weighted average loan term of the total outstanding portfolio decreased to 21.4 months, of loans issued that quarter decreased to 17.3 months;
- · weighted average interest rate of total portfolio did not change and was 13.5%, of loans issued that quarter decreased to 13.1%.

Average loan size, Eur Total portfolio Loans issued during the quarter 43 117 37 344 33 971 28 061 28 018 25 184 23 955 23 144 22 767 21 555 2023 Q1 2023 Q2 2023 Q3 2023 Q4 2024 Q1

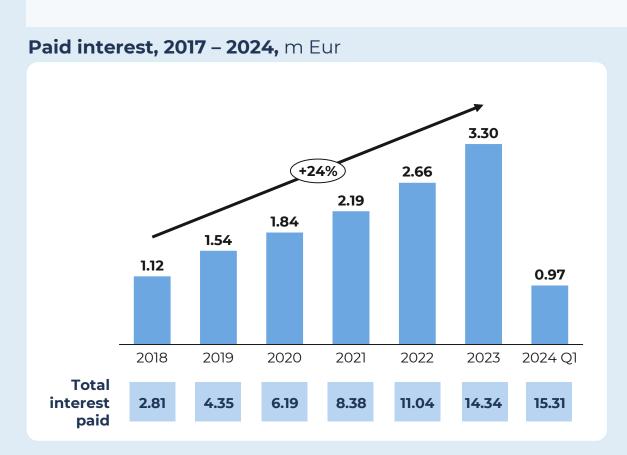




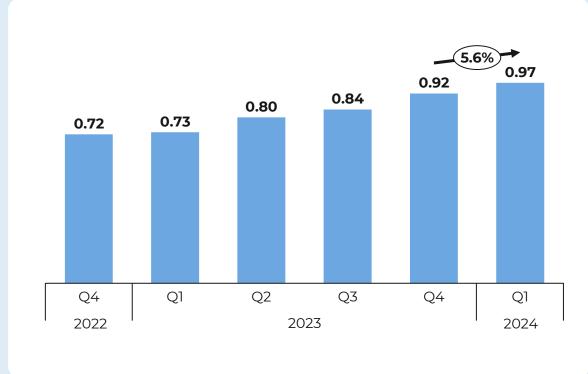
SAVY investors have collectively earned over Eur 15.3 million in interest



Since 2016, the amount of interest paid per year has exhibited a steady growth, averaging 24% annual increase. Comparing the interest payments in Q1 2024 to those in Q4 2023, investors received an increase of 5.6% in their interest earnings.



Interest paid per quarter, m Eur



Since the start of the Investor's Fund, it has compensated for over Eur 1.4 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 1.4 million of non-performing loans. In the first quarter the fund compensated Eur 112 thousand losses, balance at the end of the period was a bit more than Eur 5 thousand. The trend remains unchanged and contributions to the fund are increasing – in the first quarter, over Eur 114 thousand were contributed to the fund - 9% more than in the last quarter of 2023 and 46% more than in the first quarter of 2023.

Investors' Fund, Eur



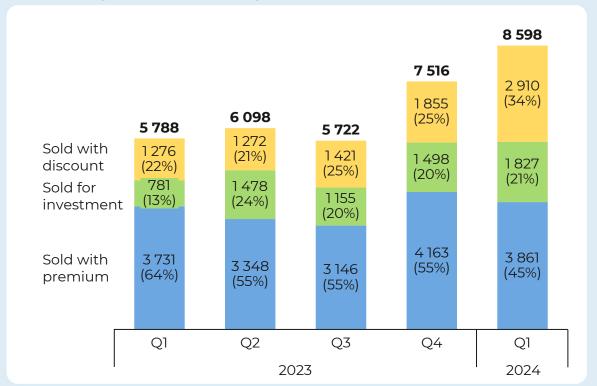
Secondary market remains active



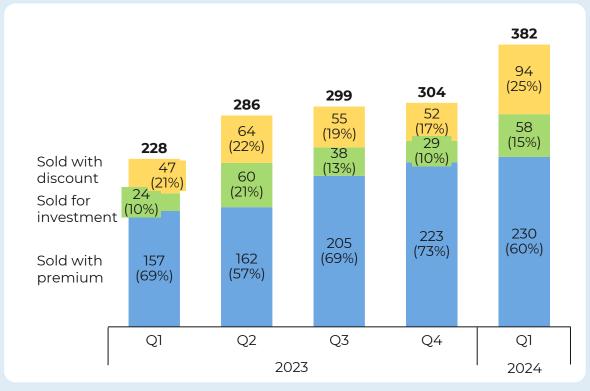
In the first quarter of 2024, investments with premium were sold for Eur 230 thousand (60% of total transactions), investments that match this amount were bought for Eur 58 thousand (15% of total transactions), investments sold with discount amounted to Eur 94 thousand (25% of total transactions). Total amount of transactions – Eur 382 thousand.

In the first quarter secondary market activity increased by 26% in its total value. We have noticed that the market changed by the distribution of transactions – this quarter the share of investments sold with discount and for investment has increased.

Secondary market activity, number



Secondary market activity, k Eur



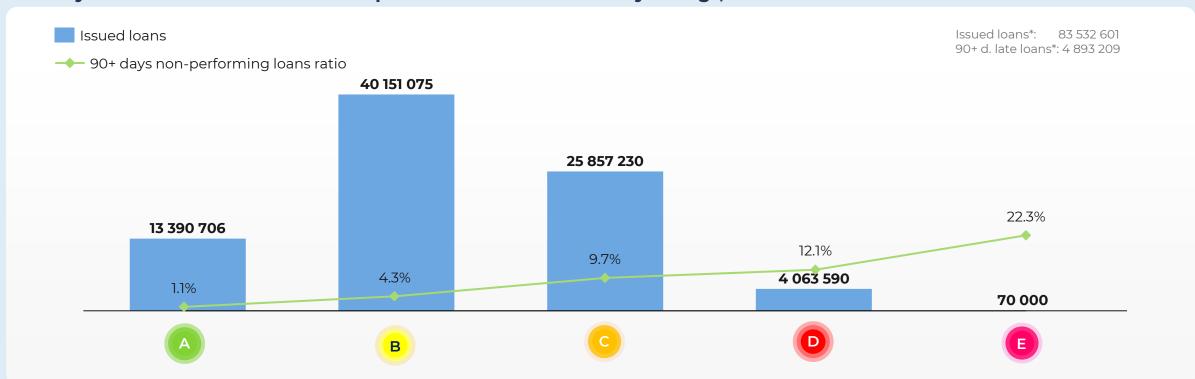
Debt collection



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 88 deaths of borrowers were recorded and 28 loans were repaid by heirs. 20 agreements were made with heirs regarding payments on schedule, 40 heirs to the loan borrowers did not appear.

In the first quarter of this year, a total of Eur 349 thousand were recovered and returned to investors.

90+ days overdue consumer loans as part of total issued loans by rating*, 2024-03-31



^{*} 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!

UAB "Bendras finansavimas"

E-mail: <u>labas@savy.lt;</u> <u>hello@gosavy.com</u>

Telephone: +370 (5) 272 0151; +44 2037 693039

WWW.SAVY.LT