



Activity report
2021 and Q4



Contents

Most important events of 2021

3

Most important events of 2021 Q4

4

Newly issued loans

5

Financial results

8

Investors and borrowers

10

Loan indicators

12

Paid interest

15

Investors fund

16

Secondary market

17

Debt collection

18

New product features 2022

19



Loans for young enterprises

In March we started issuing loans to young enterprises which are active for not less than 3 months – SAVY is the first platform in the market to issue this type of loans.

Social project to support „Santaros klinikos“

To participate in the fight with covid-19 virus we joined „Stiprūs kartu“ initiative. Together with You we collected 10,6 K Euro which was provided to “Santaros klinikos” to buy oxygen apparatus. We contributed 2 K Euros and the rest was donated by You.

Completed the first issue of bonds

In June SAVY (UAB “Bendras finansavimas”) successfully finished the distribution of the first 3-year issue of bonds. During the second stage 0.5 M Eur bonds were purchased, 2.5 M Euro bonds were purchased during the first stage in November 2020. More information: [here](#).

Started issuing loans “Aviete”

SAVY joined INVEGA loans “Aviete” and started issuing loans to SME’s by offering the possibility to get up to 95% interest compensation and lower interest costs. This is the first crowdfunding loan instrument in Lithuania, where the State, together with other investors, are directly funding the business needs through alternative financing platforms. More information: [here](#).

New SAVY website design

We started September with a new SAVY website design. We kept the minimalistic style and aimed for a cleaner, lighter, clearer and more attractive website.

Extended consumer loan opportunities

In October we started issuing loans up to 30 K Eur up to 10 years term – SAVY is the first platform in the market to offer this type of loans.

More favorable investing with „Investors fund“

In November we updated the terms of “Investors fund” to make investing in lower interest loans more favorable and less risky.

New licenses granted by the Bank of Lithuania

In December SAVY received 2 new licenses to issue loans for private individuals with real estate collateral – this is the first time when these types of licenses are given to peer-to-peer lending platform.

Most important events of 2021 Q4

Extended consumer loan opportunities

In October we started issuing loans up to 30 K Eur up to 10 years.

More favorable investing with „Investors fund“

We updated the terms of “Investors fund” to make investing in lower interest loans more favorable and less risky.

Social project for kids' Christmas wishes to come true

During Christmas, SAVY and our investors' community have donated 2 640 Eur to “Save the Children” organization. Donation was intended to buy Christmas presents for 164 kids who attend the organization's day centers. We have contributed 500 Eur, the rest was donated by You, therefore we say a big THANK YOU!

Investors' community meeting

In December, the third Investors' community meeting took place with SAVY CEO Audrius Žiugžda.

New Bank of Lithuania licenses

SAVY received 2 new licenses to issue loans for private individuals with real estate collateral.

2021 Q4 results

Record quarter

2021 Q4 was record quarter – we issued consumer loans for more than 3.69 M Eur and business loans for more than 0.83 M Eur.

During the fourth quarter we have issued loans for more than 4.52 M Eur.

Evaluated applications

In the fourth quarter we received and evaluated 16 349 consumer loan applications. In comparison with Q3, the amount of received applications increased by 10%.

New investors

In the fourth quarter 2 052 new investors have registered in our platform. The total number of registered investors at the end of Q4 was 36 974.

523 new investors became active investors. The total number of active investors at the end of Q4 was 12 040.

Paid interest

In the fourth quarter of 2021 we paid 595 K Eur of interest to investors. Until the end of 2021, in total we had paid 8.38 M Eur of interest.

Since the beginning of our activity:



Gross issued loans

48.9 M €



Registered investors

36 974



Registered borrowers

142 147



Weighted average interest rate

18,7 %



Non-performing loans ratio

4,9 %

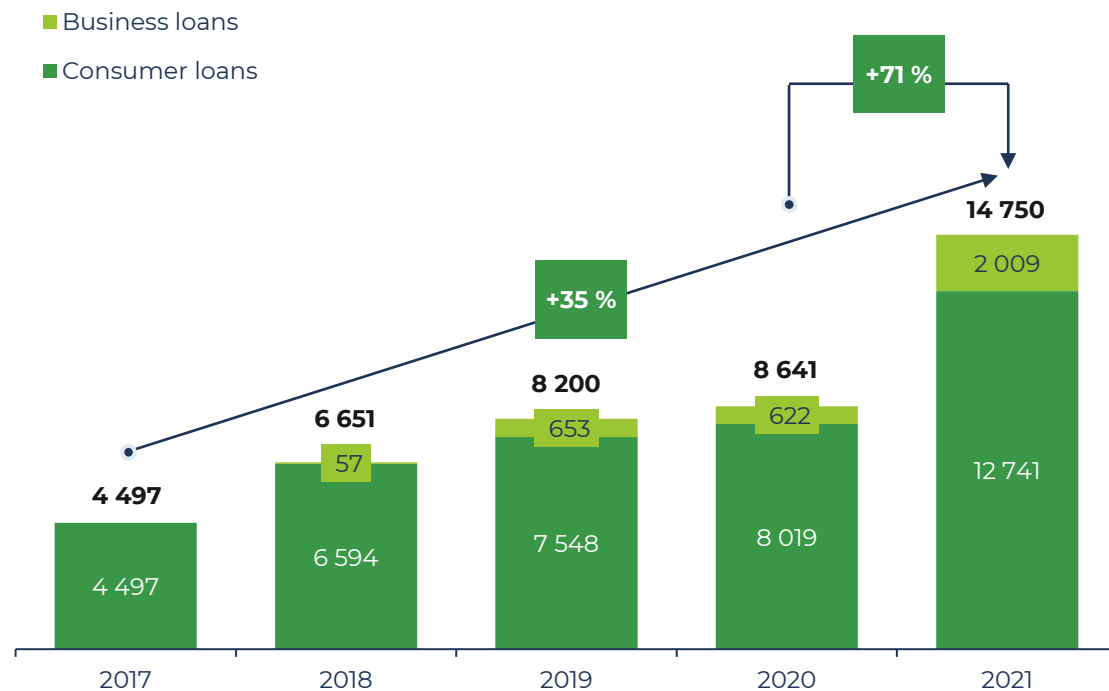
Throughout 2021 we have issued new loans for 14.75 M Eur - 12.74 M Eur consumer and 2 M Eur business loans.

In 2021 the amount of new issued loans increased by 71% compared to year 2020, and since 2017 grew on average 35% annually.

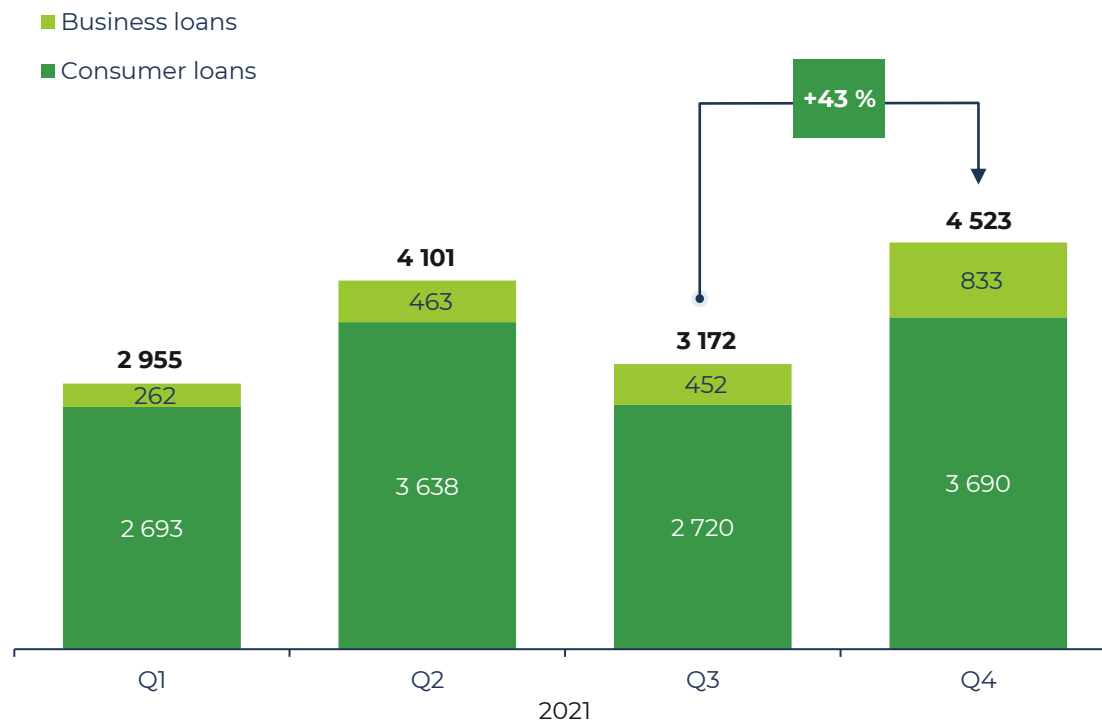
In 2021 the amount of new consumer loans issued by SAVY was 58% higher than in 2020.

The fourth quarter of 2021 was a record one - the amount of new issued loans was the highest of all quarters and amounted to 4.52 M Eur.

Newly issued loans, 2016 – 2021, K Eur



Newly issued loans, 2021 Q1 – Q4, K Eur

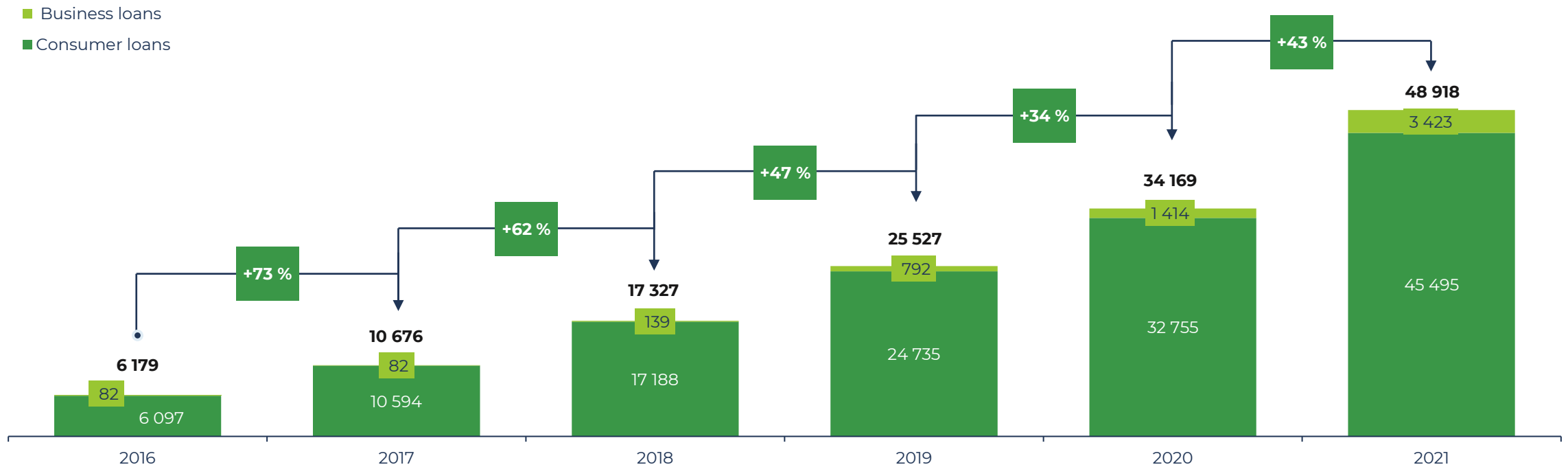


At the end of 2021, the total amount of issued loans was 48.9 M Eur:

- 45.5 M Eur consumer loans;
- 3.4 M Eur business loans.

Throughout 2021, 14.75 M Eur new loans were issued.

Gross issued loans, 2016 – 2021, K Eur



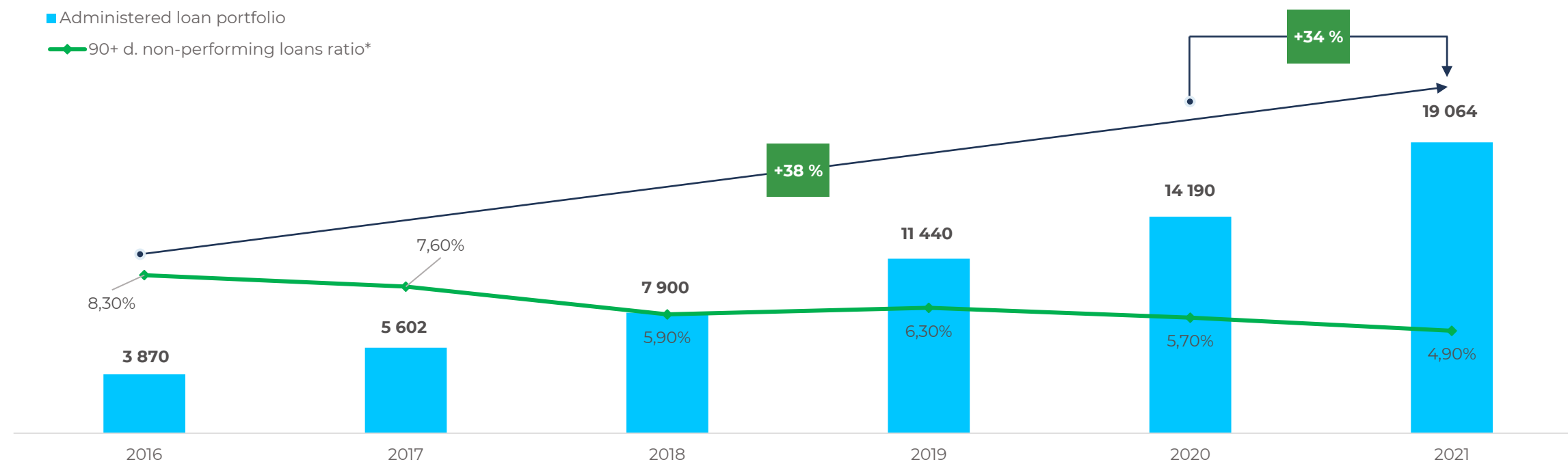
Outstanding loan portfolio

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

Throughout 2021, portfolio increased by 34%.

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 has even improved in 2021, decreased from 5,7% to 4,9%.

Total outstanding loan portfolio 2016 – 2021, K EUR



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

Financial results, 2018 – 2021



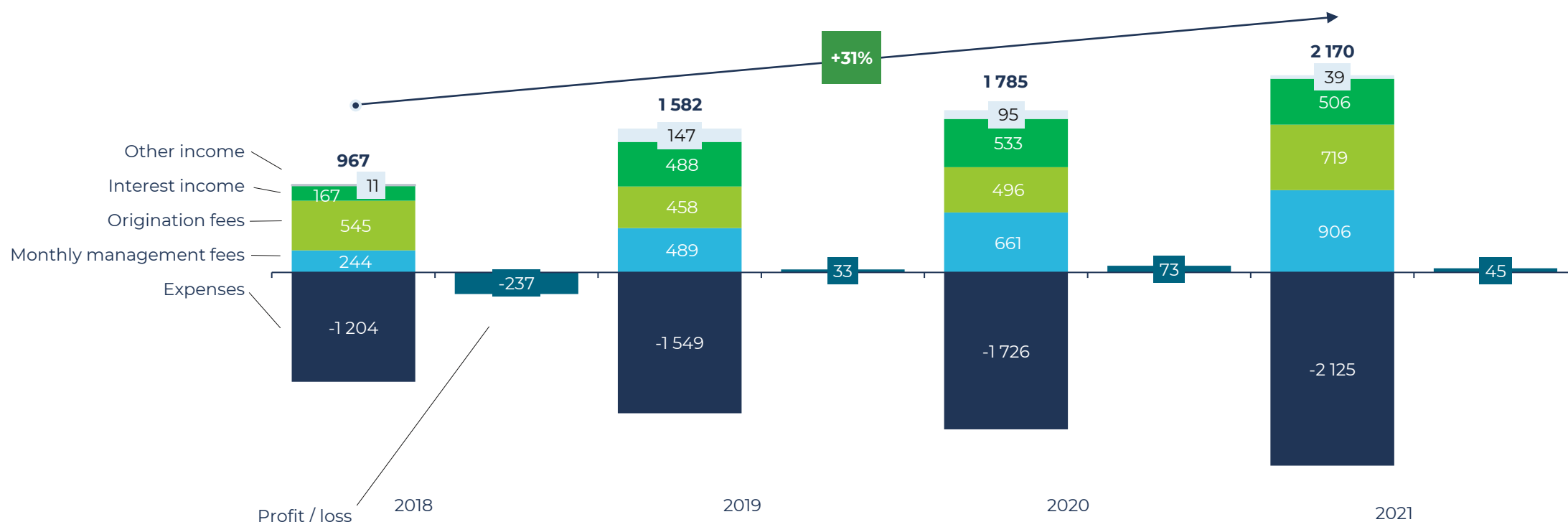
By diversifying income sources, SAVY created three sustainable and significant income streams – since 2018 income grew on average 31% annually. In 2021 income increased 21,6% and reached 2.17 M Eur.

In 2021 monthly management fees generated the largest share of income – 42% of total income. Since 2018 it grew on average 55% each year.

Since 2018 income from origination fees increased on average 10% each year, interest income – 45% each year.

In 2021 SAVY invested a lot into development of products and IT system, also formed additional provisions for possible loan losses. Company generated net profit of 44 891 Eur in 2021.

Income structure 2018 – 2021, K EUR



*preliminary unaudited financial statements

Financial results, 2021

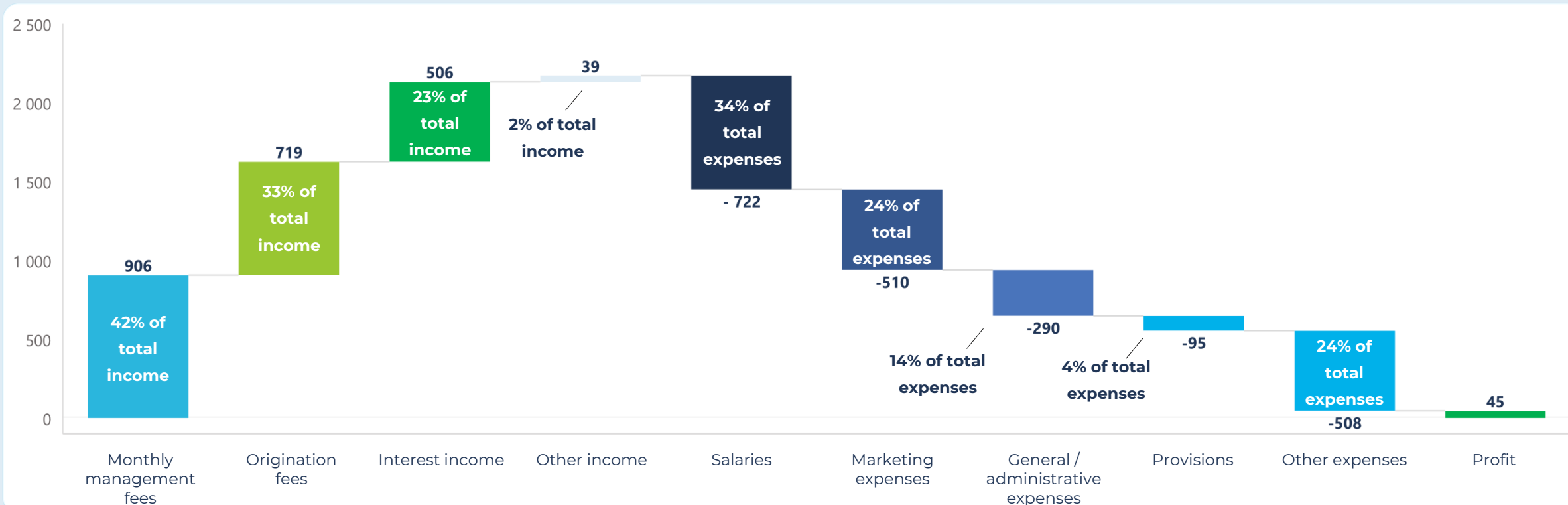


In 2021 the most significant source of income was monthly management fees which accounted for 42% of total income. In 2021 income from monthly management fees increased 37%.

Origination fees accounted for 33% of total income – in 2021 it increased by 45%.

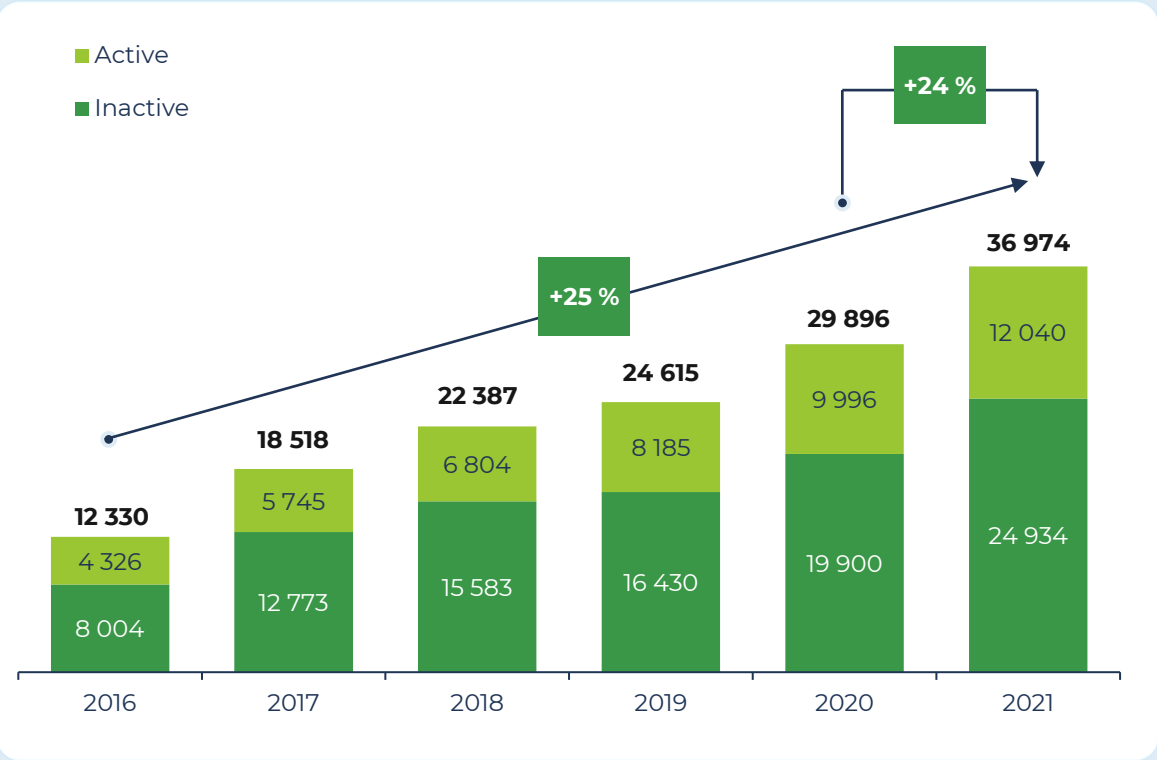
Interest income accounted for 23% of total income. Growth of this source of income slowed due to a significant decline in average rate of interest – in 2021 interest income decreased by 5%.

Income and expense structure 2021, K EUR

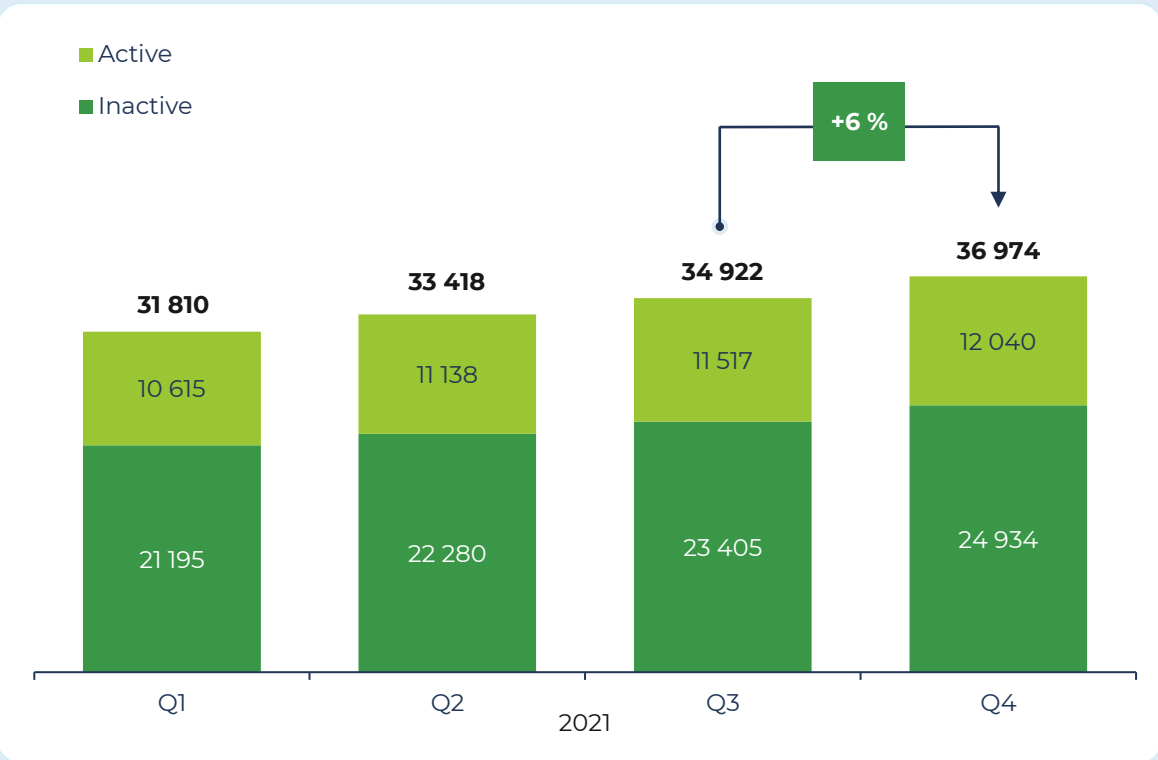


In 2021 the total number of investors increased by 24% - 7 078 new investors were attracted to the platform. A third of them, 12 040, invest actively. Throughout the fourth quarter the number of investors increased by 6% - 2 052 new investors were attracted to the platform.

Investors, 2017 – 2021



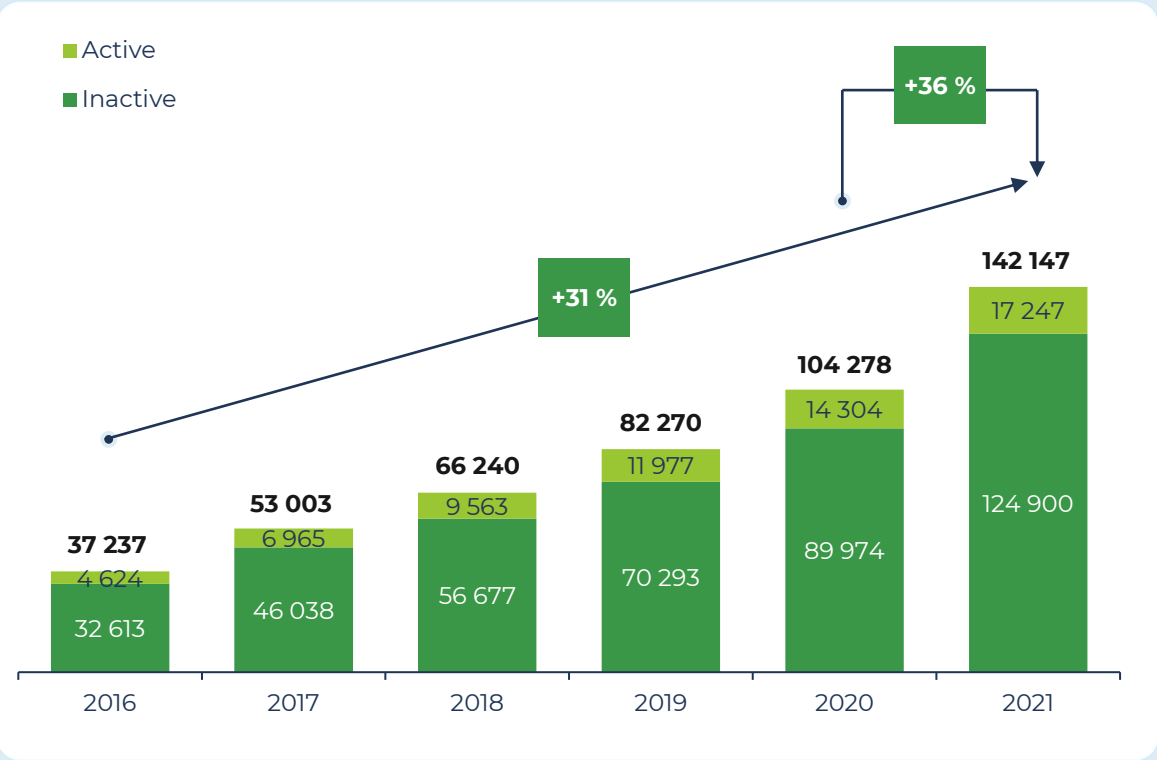
Investors, 2021 Q1 – Q4



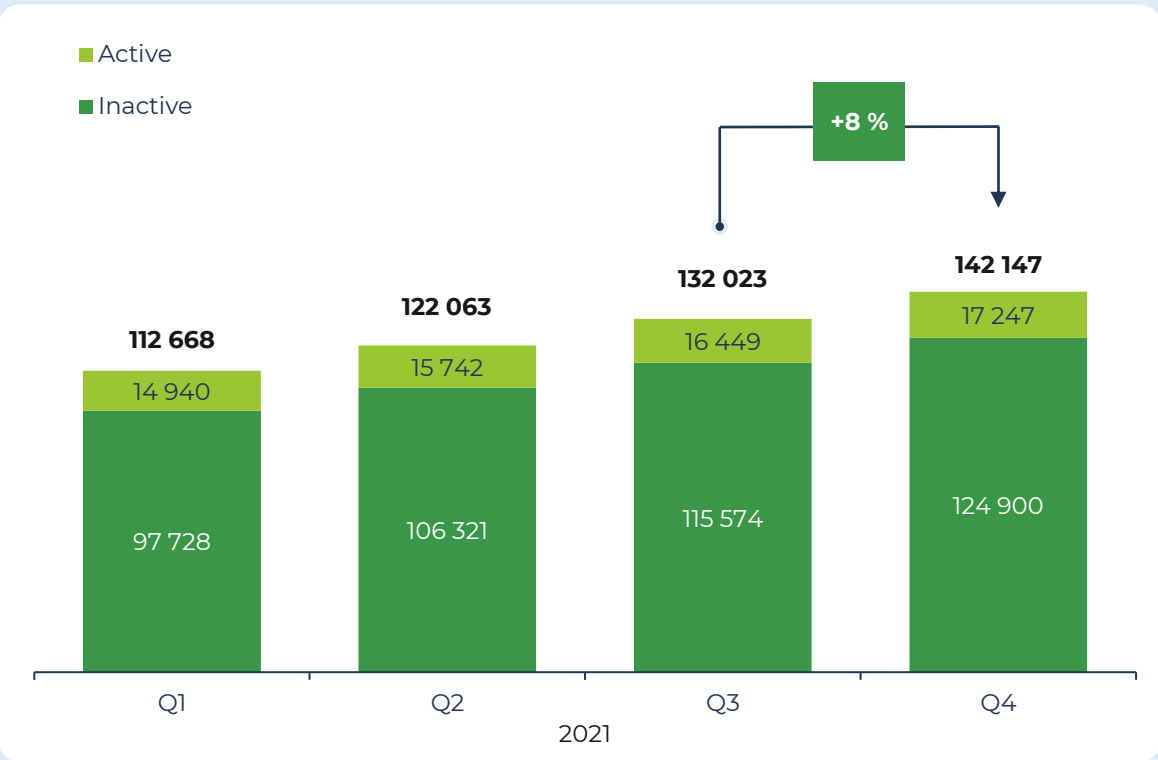
In 2021 the total number of borrowers increased by 36% - 37 869 new borrowers were attracted to the platform. At the end of the year 12% of borrowers, 17 247, were active borrowers.

Throughout the fourth quarter the number of borrowers increased by 8% - 10 124 new borrowers were attracted to the platform.

Borrowers, 2017 – 2021



Borrowers, 2021 Q1 – Q4

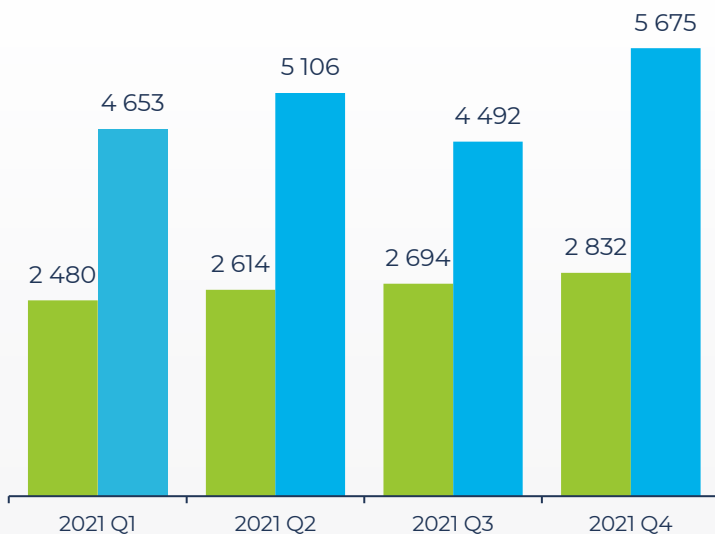


In the fourth quarter of 2021:

- average loan size of the total outstanding portfolio increased to 2 832 Eur and of the loans issued that quarter – 5 675 Eur;
- weighted average loan term of the total outstanding portfolio increased to 48 months, of the loans issued that quarter – 56,8 months;
- weighted average interest rate decreased to 18,7%, of the loans issued that quarter – decreased to 14,7%.

Average loan size, Eur

■ Total portfolio
■ Loans issued during the quarter



Weighted average loan term*, months

■ Total portfolio
■ Loans issued during the quarter



Weighted average interest rate*, %

■ Total portfolio
■ Loans issued during the quarter



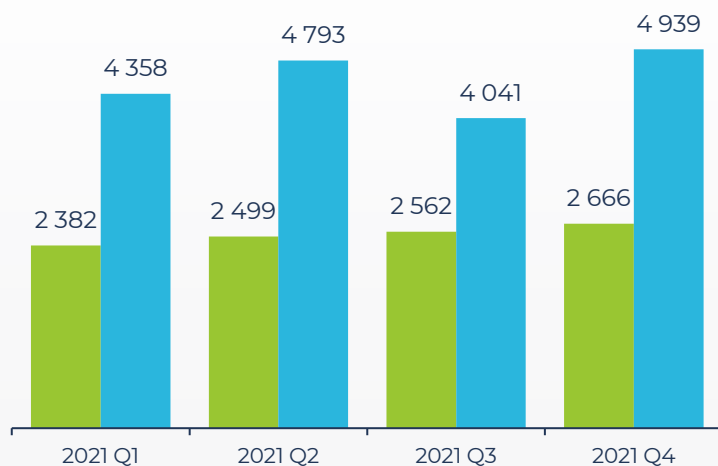
*Earlier SAVY activity reports showed average loan terms and interest rates, the newest 2021 Q4 report shows weighted average loan terms and interest rates.

In the fourth quarter of 2021:

- average loan size of the total outstanding portfolio increased to 2 666 Eur and of the loans issued that quarter – increased to 4 939 Eur;
- weighted average loan term of the total outstanding portfolio increased to 49,8 months, of the loans issued that quarter – 64,9 months;
- weighted average interest rate decreased to 19%, of the loans issued that quarter – decreased to 14,9%.

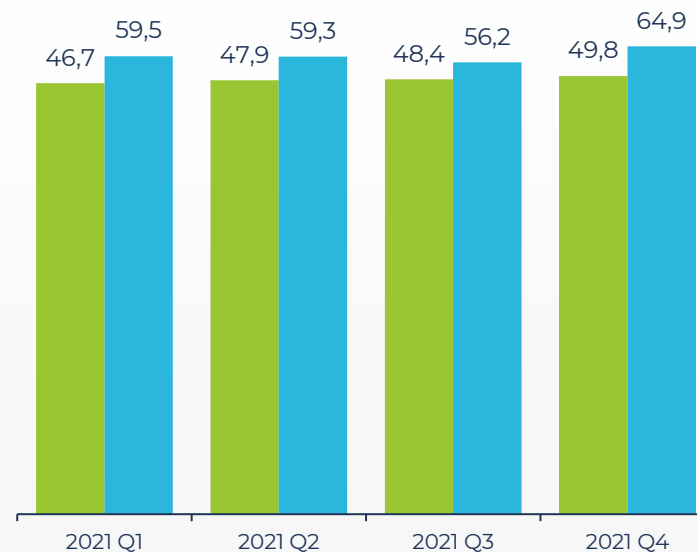
Average loan size, Eur

■ Total portfolio
■ Loans issued during the quarter



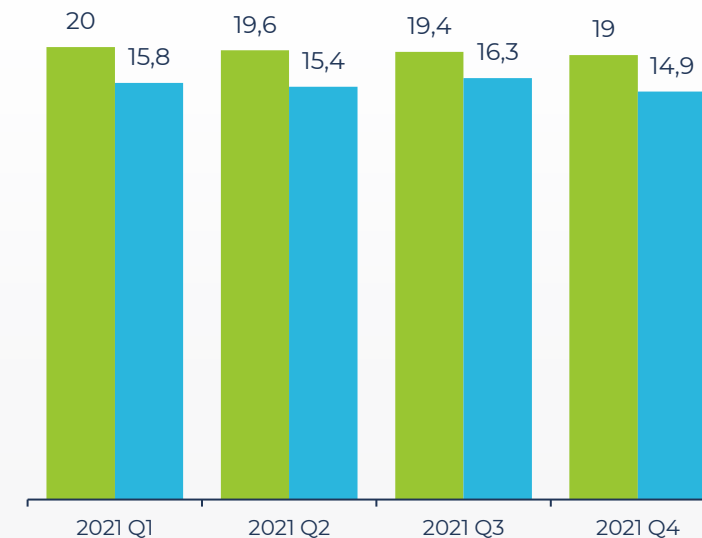
Weighted average loan term*, months

■ Total portfolio
■ Loans issued during the quarter



Weighted average interest rate*, %

■ Total portfolio
■ Loans issued during the quarter

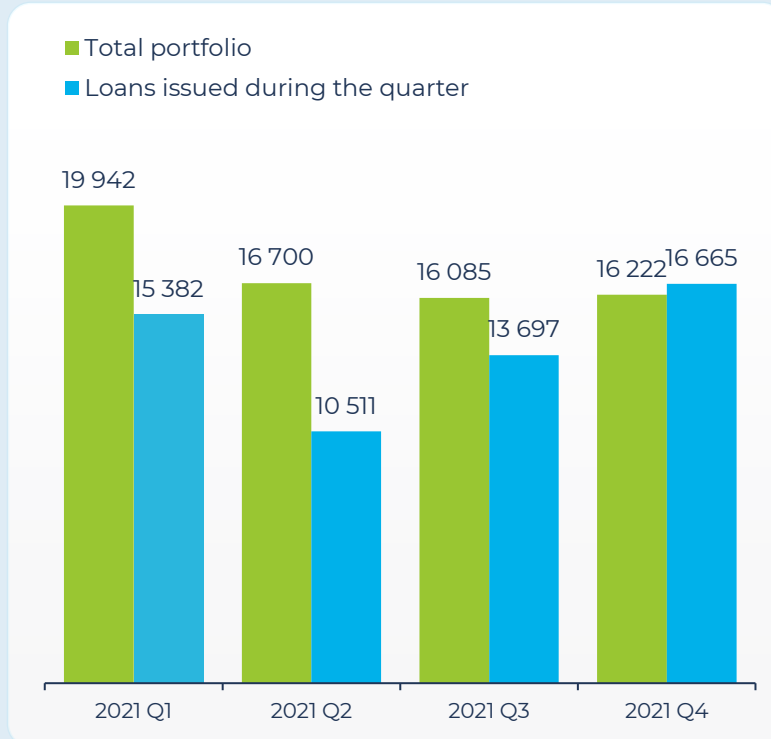


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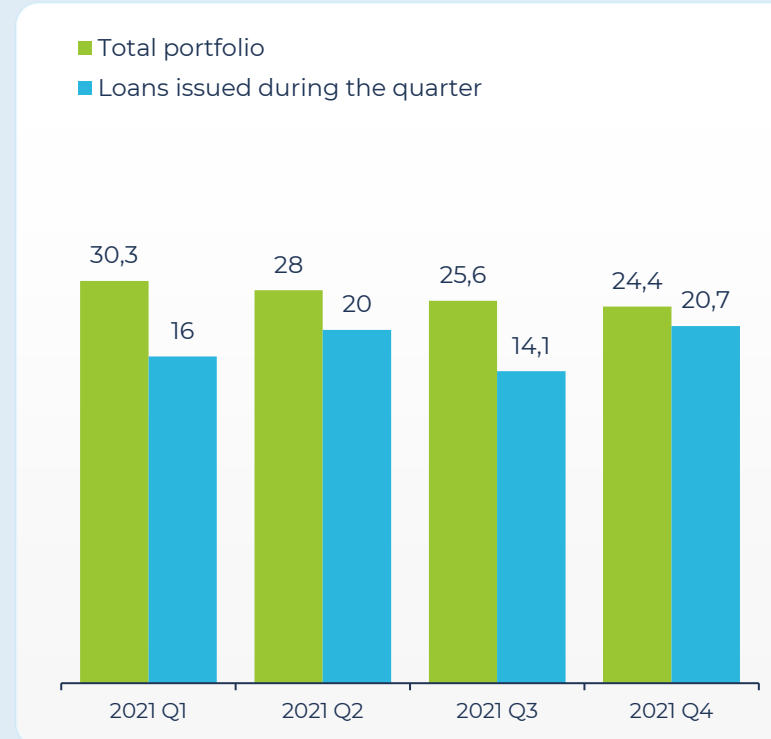
In the fourth quarter of 2021:

- average loan size of the total outstanding portfolio increased to 16 222 Eur and of the loans issued that quarter – increased to 16 665 Eur;
- weighted average loan term of the total outstanding portfolio decreased to 24,4 months, of the loans issued that quarter – increased to 20,7 months;
- weighted average interest rate decreased to 14%, of the loans issued that quarter – decreased to 13,8%.

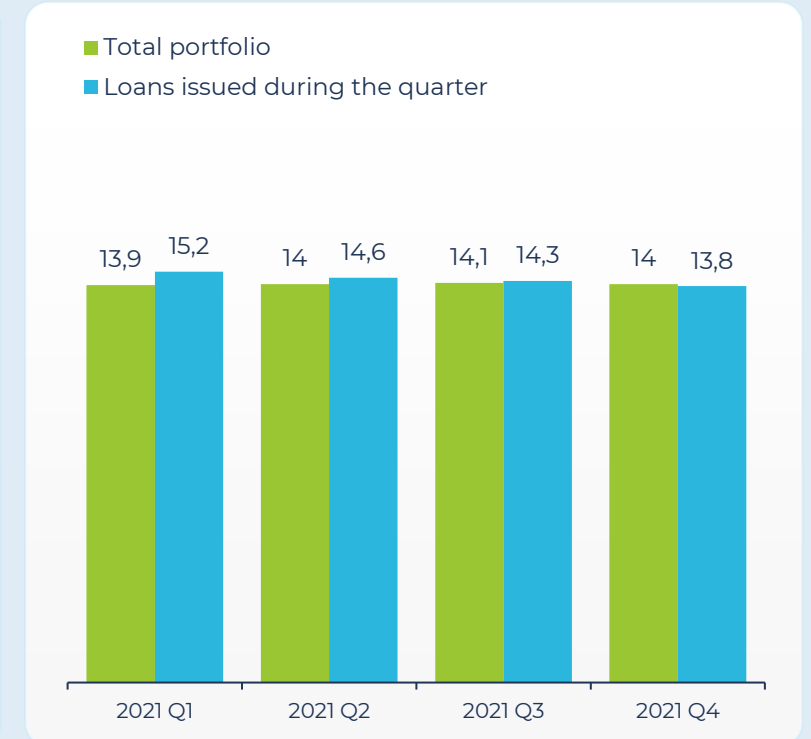
Average loan size, Eur



Weighted average loan term*, months



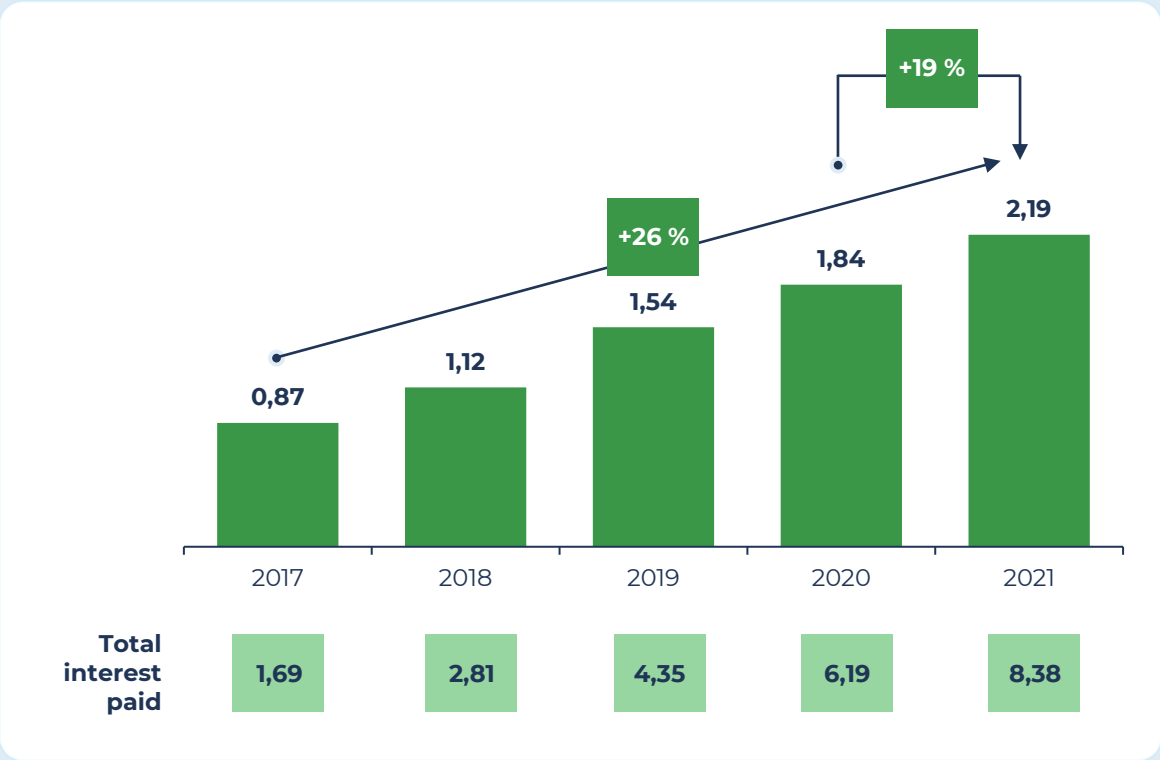
Weighted average interest rate*, %



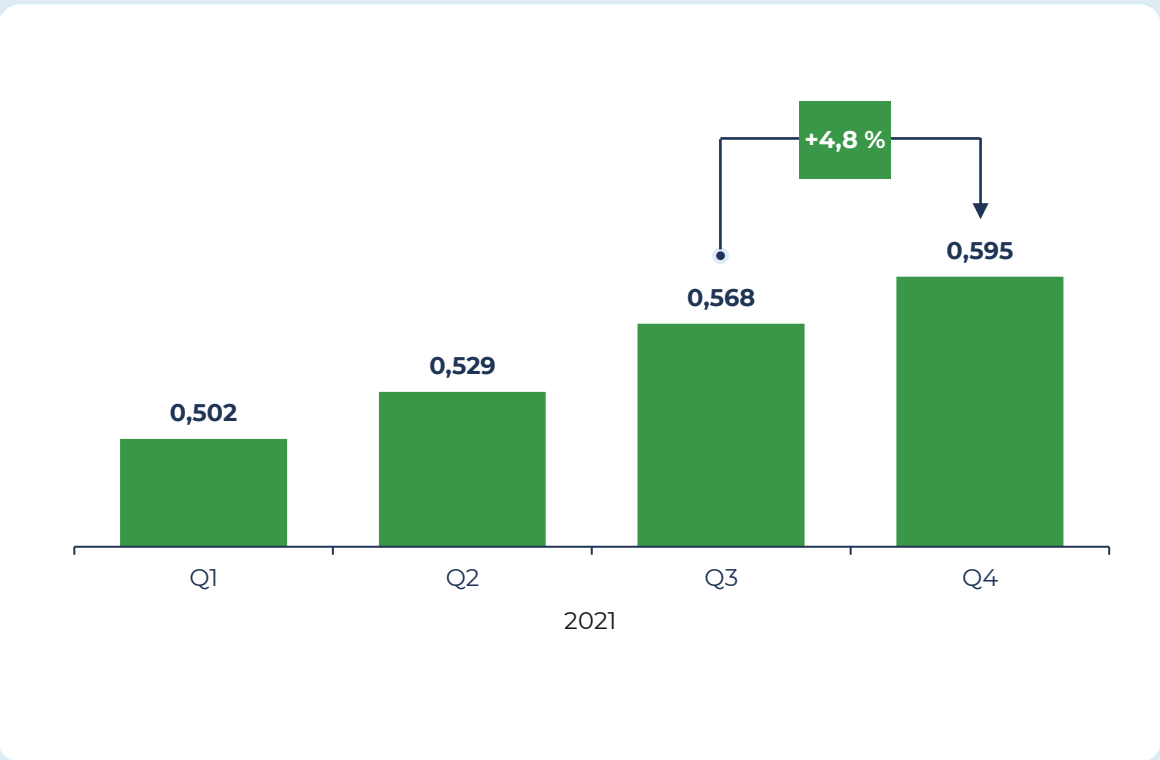
*Earlier SAVY activity reports showed average loan terms and interest rates, the newest 2021 Q4 report shows weighted average loan terms and interest rates.

Since 2016, the amount of interest paid per one year grew on average 26% annually.
In 2021 the amount of interest paid increased 19% and reached 2.19 M Eur.
Comparing 2021 Q4 with Q3, amount of interest paid per quarter increased 4,8%.
At the end of 2021, the amount of interest paid accounted for 17,1% of total issued loans.

Interest paid per one year, 2017 – 2021, M Eur



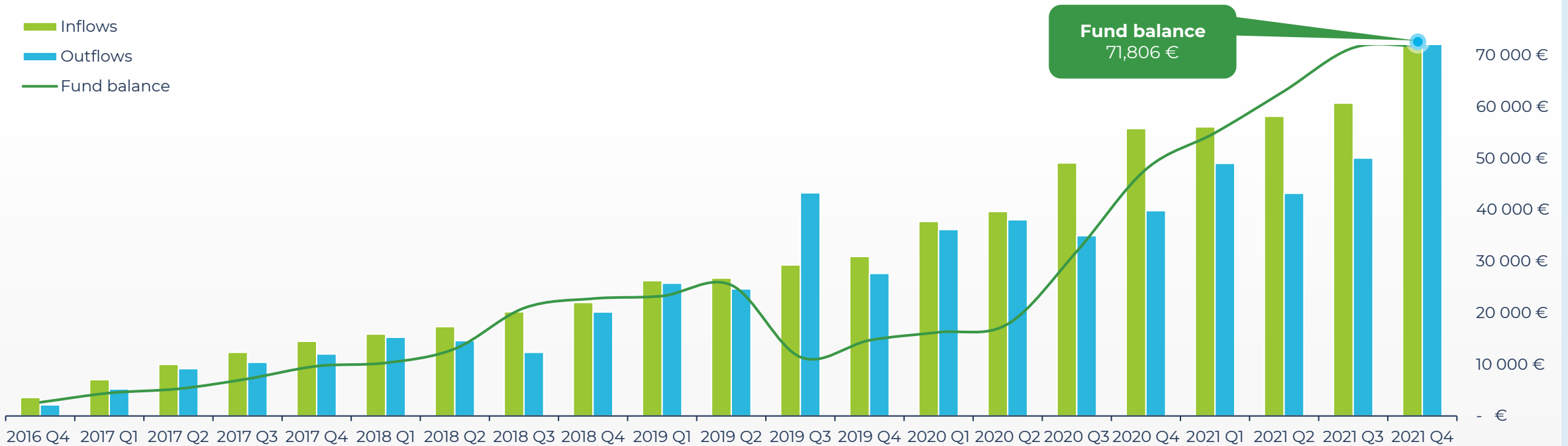
Interest paid per quarter, 2021 Q1 – Q4, M Eur



Investors fund kept growing and at the end of 2021 Q4 balance of the fund was 71 806 Eur. Strong Investors fund became a perfect tool to compensate possible losses, reduce the risks and receive stable income. We recommend to invest with Investors fund!

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

Investors fund, Eur

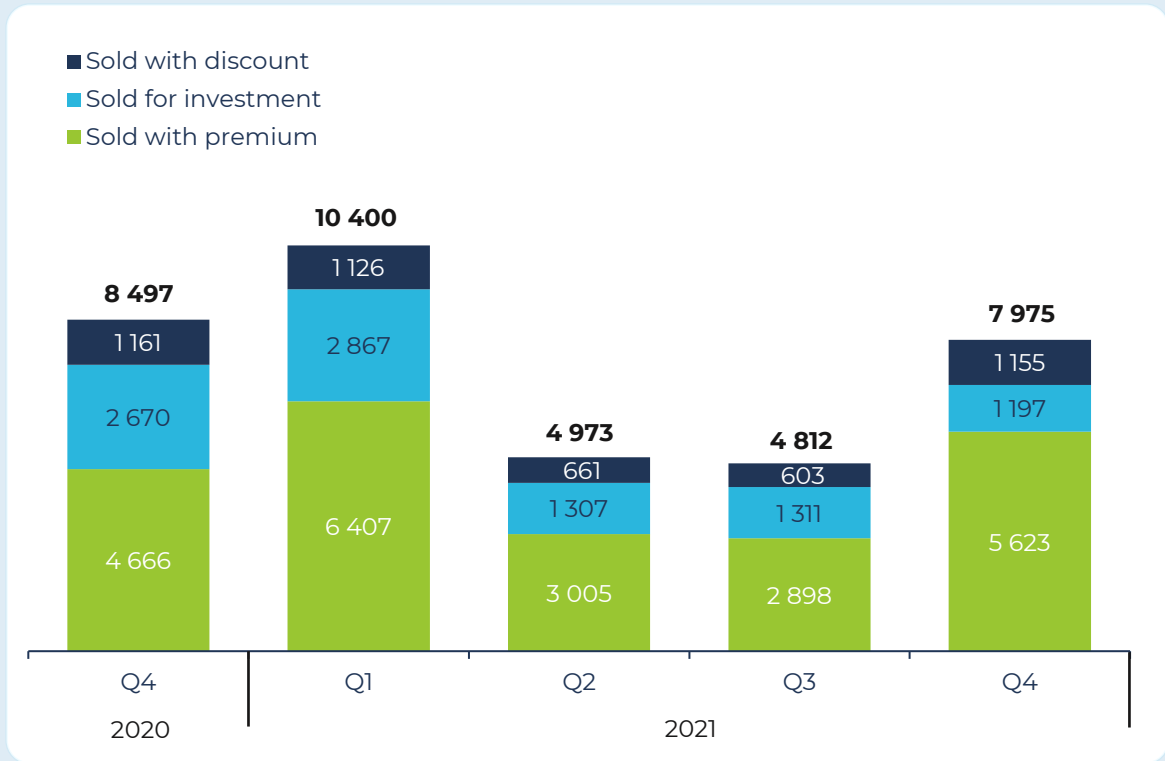


In comparison with Q2-Q3, secondary market in the last quarter of 2021 was more active. Nevertheless, secondary market activity does not exceed the activity of 2020 Q4 – at the end of 2021 the market by number of transactions was less active, by total amount in euros – activity was almost at the same level.

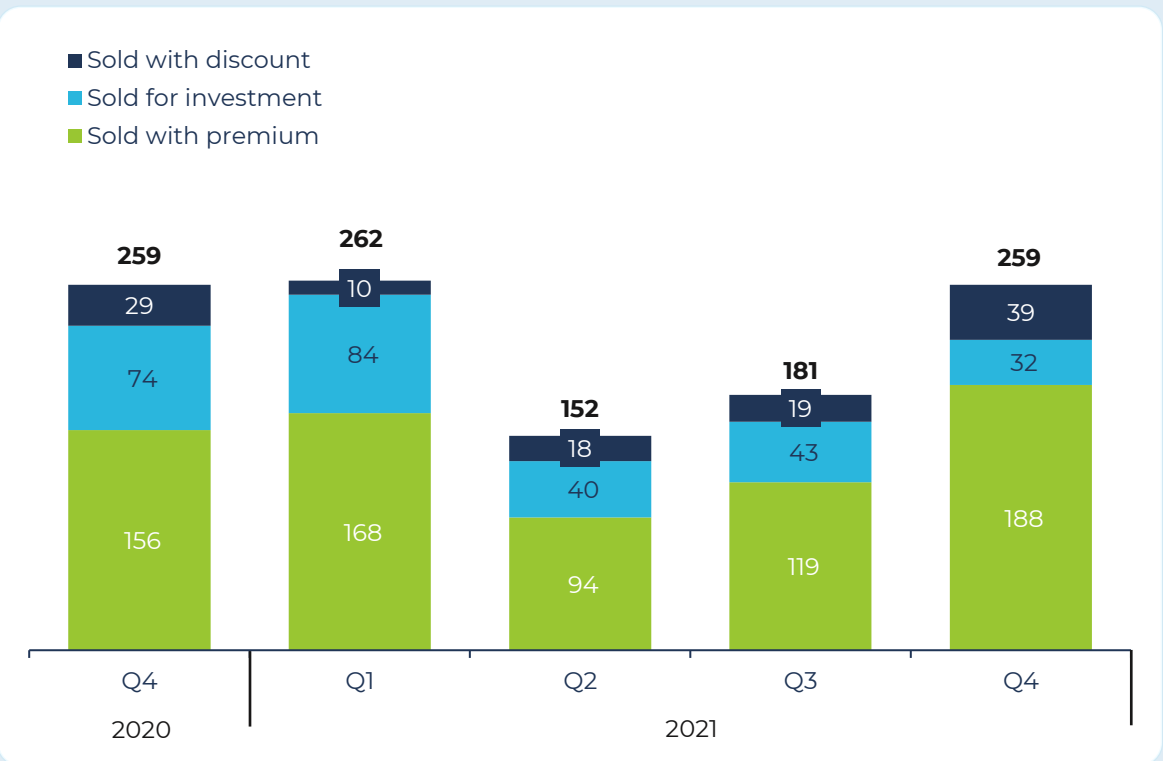
Total amount of transactions in 2021 Q4 – 258 243 Eur.

In 2021 Q4, investments with premium were sold for 187 909 Eur (73% of total transactions), investments that match this amount were bought for 31 762 Eur (12% of total transactions), investments sold with discount amounted to 38 572 Eur (15% of total transactions).

Secondary market activity, number



Secondary market activity, K Eur

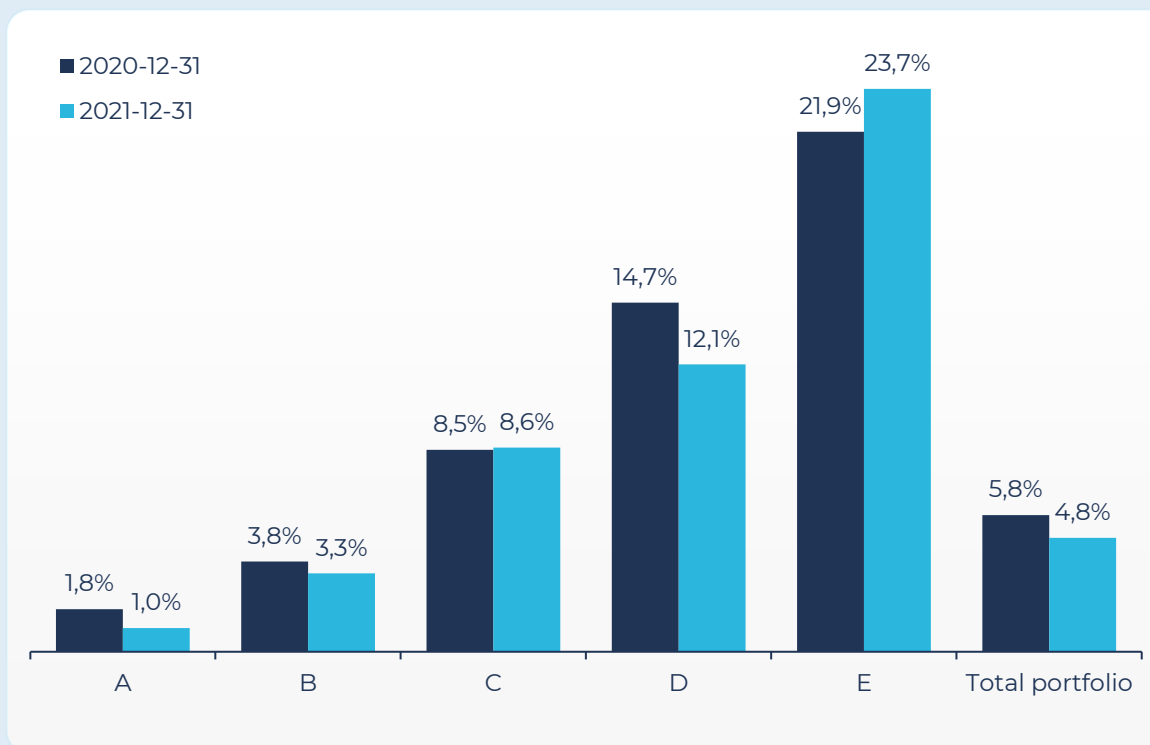


Compared to 2020 Q4, in the fourth quarter of 2021 non-performing consumer loans (90+ d. overdue loans) as part of total issued consumer loans decreased - at then end of the year accounted for 4,8%. Throughout the fourth quarter, the indicator of NPL also decreased (from 5% in Q3).

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 35 of debtors have declared departure abroad, 12 of them concluded agreements of payments, the remaining 23 are being contacted. A total of 51 deaths of borrowers were recorded and 20 loans were repaid by heirs. 9 agreements were made with heirs regarding payments on schedule, 22 heirs to the loan borrowers did not appear.

90+ d. overdue consumer loans as part of total issued loans by rating, 2021-12-31

SAVY rating	Issued loans, Eur	90+ d. overdue loans, Eur
A	8 568 176	86 082
B	22 158 705	731 428
C	13 326 910	1 143 664
D	1 947 310	236 537
E	40 250	9 526
Total SAVY portfolio:	46 041 351	2 207 237



1

Home loans / loans with real estate collateral

- Up to 200 000 Eur for a term of 20 years

2

New investor's and borrower's self-service interface

3

Further expansion of business loans portfolio

4

Opportunity for business clients to invest

5

Automatic loans approval

6

Expansion of secondary market functionality

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: labas@savy.lt; hello@gosavy.com
Telephone: +370 (5) 272 0151; +44 2037 693039
WWW.SAVY.LT