

# Activity report

H1 2025

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# Most important events of Q2 2025

## Successfully completed an EUR 8 million bond offering

In a private bond offering, bonds with a nominal value of EUR 1 000 and a 10% interest rate - paid monthly - were issued. The bond yield ranged from 10% to 12%, depending on the investment amount.

This is already the third successfully placed bond issue, and we plan to continue actively using the capital markets in the future by regularly issuing bonds.

## Investors' community meeting

At the latest Investors' community meeting, **Sigitas Rokas**, who has been investing on the SAVY platform for a decade, shared his personal experience. He follows a unique investment strategy focused on achieving portfolio liquidity.

Additionally, Audra Kondrotė and Audrius Žiugžda presented the platform's key updates, including automated investment strategies, a loyalty program, and SAVY's upcoming plans.

Watch the full recording [here](#).

## Investor profile

How is investor behavior changing as global uncertainty increases? The latest SAVY investor survey shows that most investors remain consistent and focused on long-term goals. However, the youngest and lowest-earning investors are showing more ambitious return expectations.

More on the survey results [here](#).

## Platform updates

Auto-investment strategies: to help guide investment decisions, we analyzed over 10 years of loan portfolio returns and developed automated strategies. Learn more [here](#).

The first steps of the loyalty program have been introduced.

Updated information on non-performing loans is now available.

In addition, we've made several other minor updates to the platform and mobile app.

## Business loans webinar

During the webinar, SAVY's Head of Credit Risk, **Simonas Saulis**, shared his insights on the details of crowdfunding. The session covered trends in business loans, the loan application evaluation process, and included real-life assessment examples.

This webinar is valuable for both beginner and experienced investors. We invite you to watch the recording [here](#).

## Since the start of SAVY activities:

Gross issued loans **143.4 EUR m**

Registered investors **28 821**

Registered borrowers **249 425**

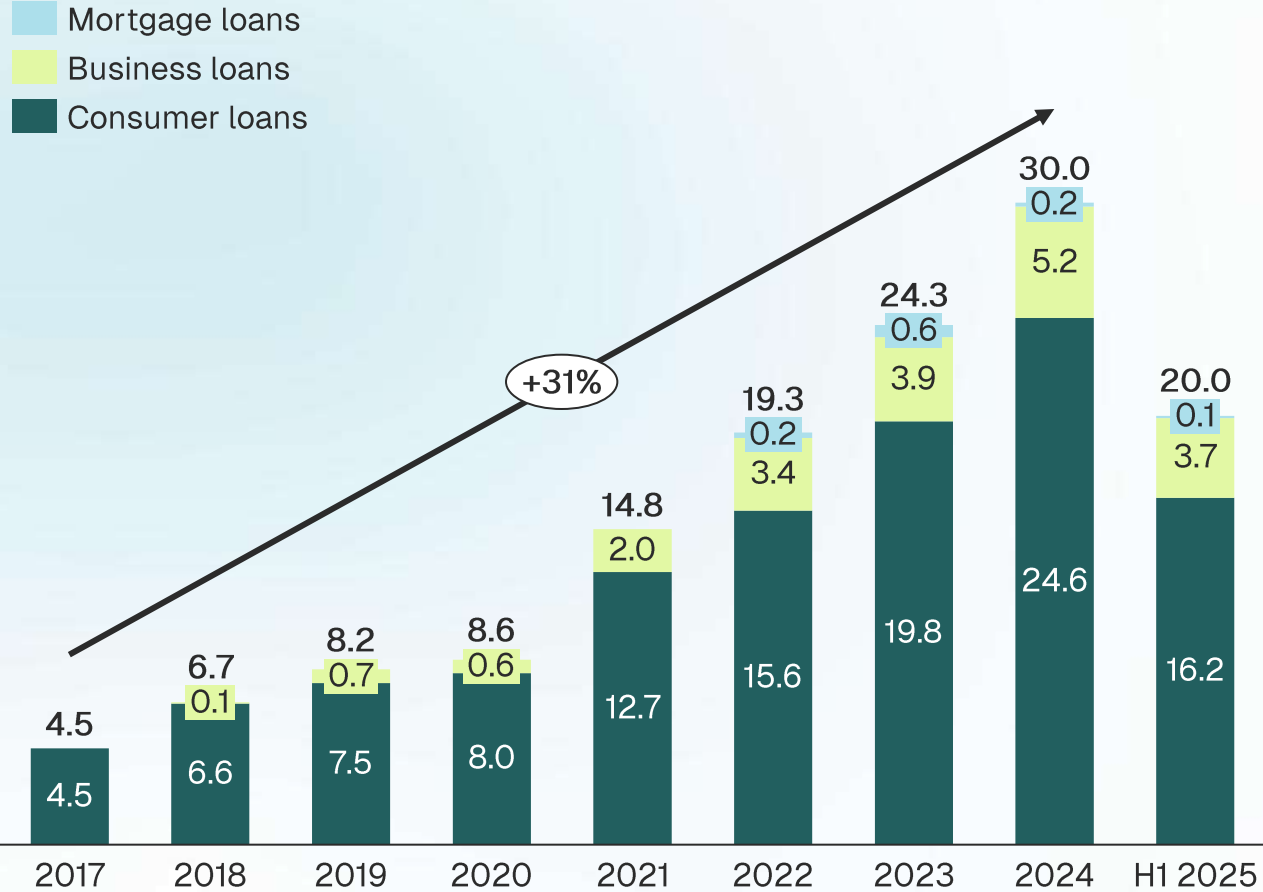
Weighted average interest rate **14.6%**

Non-performing loans **5.34%**

# New loan issuance shows strong growth: +44% yoy



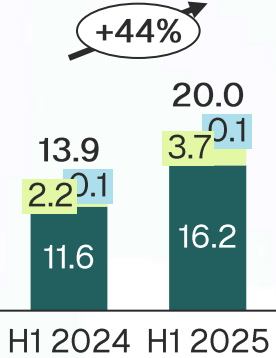
Newly issued loans, EUR m



## Comments

In H1 2025, we issued a total of EUR 20 million loans – a 44% increase from H1 2024:

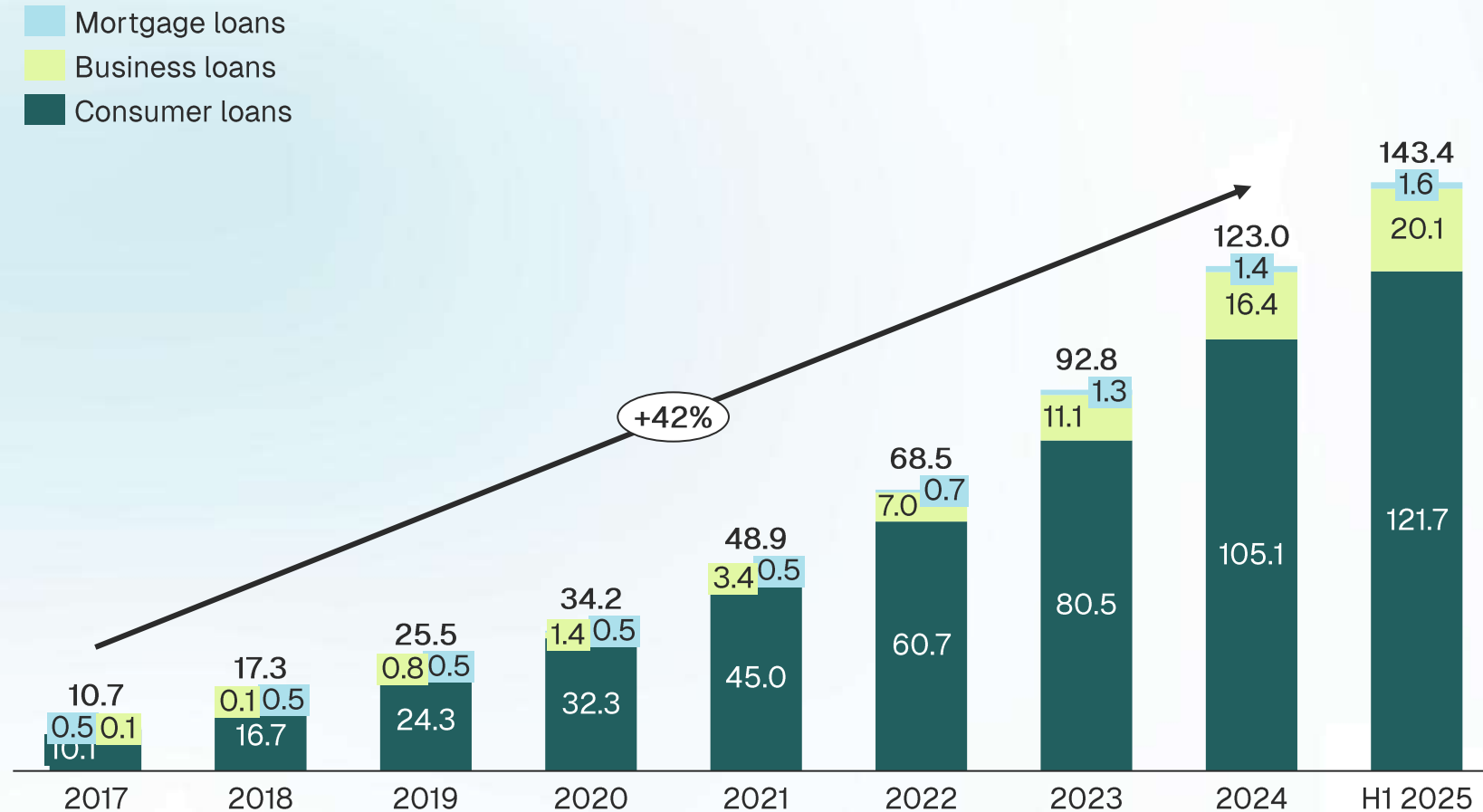
- EUR 16.2 million in consumer loans (up 40% from last year)
- EUR 3.7 million in business loans (up 71% from last year)
- EUR 108 thousand in mortgage loans (down 28% from last year).



# Continued strong performance in new loan issuance



## Gross issued loans, EUR m



## Comments

At the end of H1 2025, the cumulative value of issued loans amounted to EUR 143.4 million:

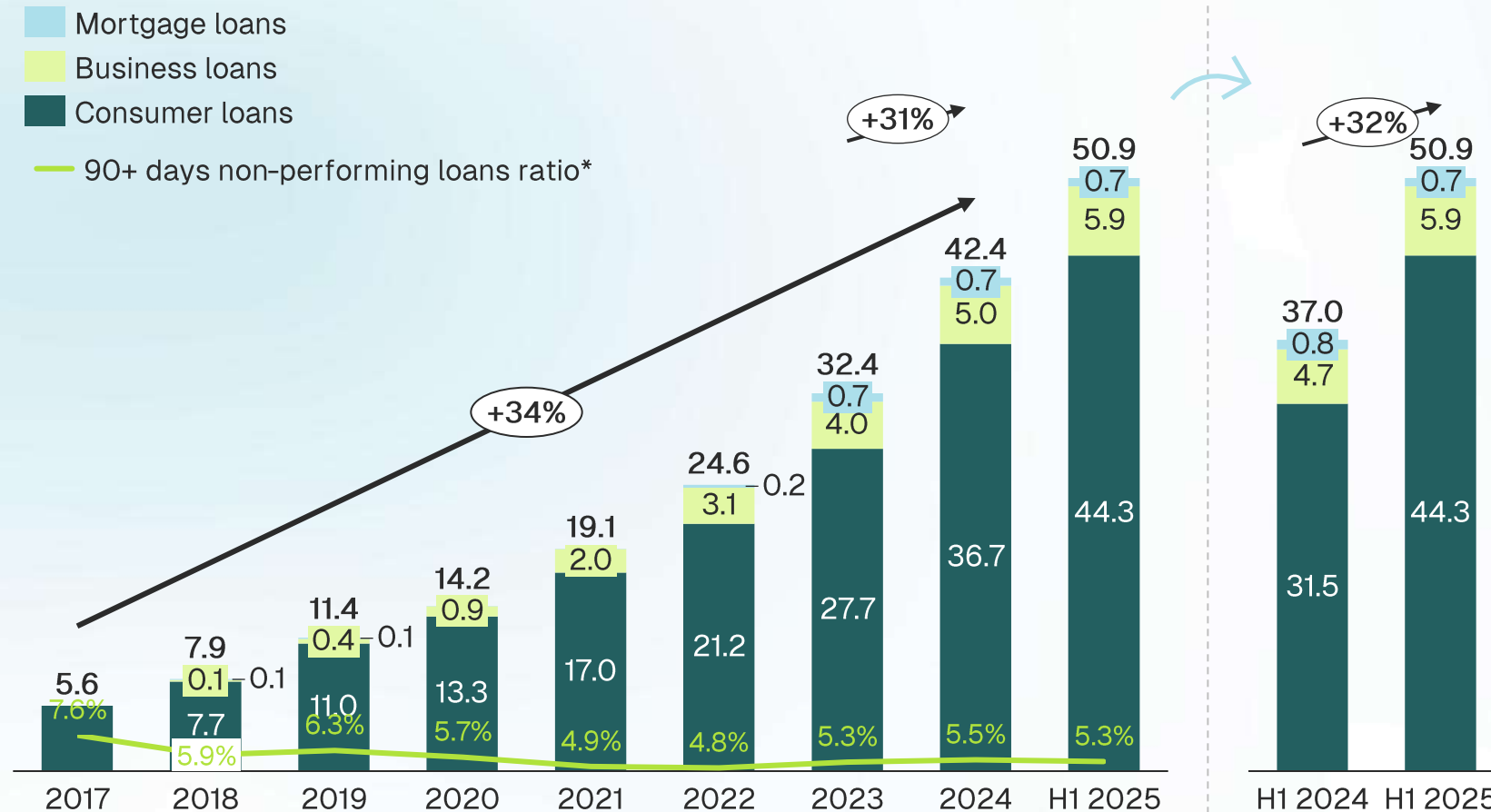
- EUR 121.7 million consumer loans
- EUR 20.1 million business loans
- EUR 1.6 million mortgage loans.

In H1 2025, a total of EUR 20 million loans were issued.

# Outstanding loan portfolio has grown by 32% over the course of the year



Total outstanding loan portfolio, EUR m



## Comments

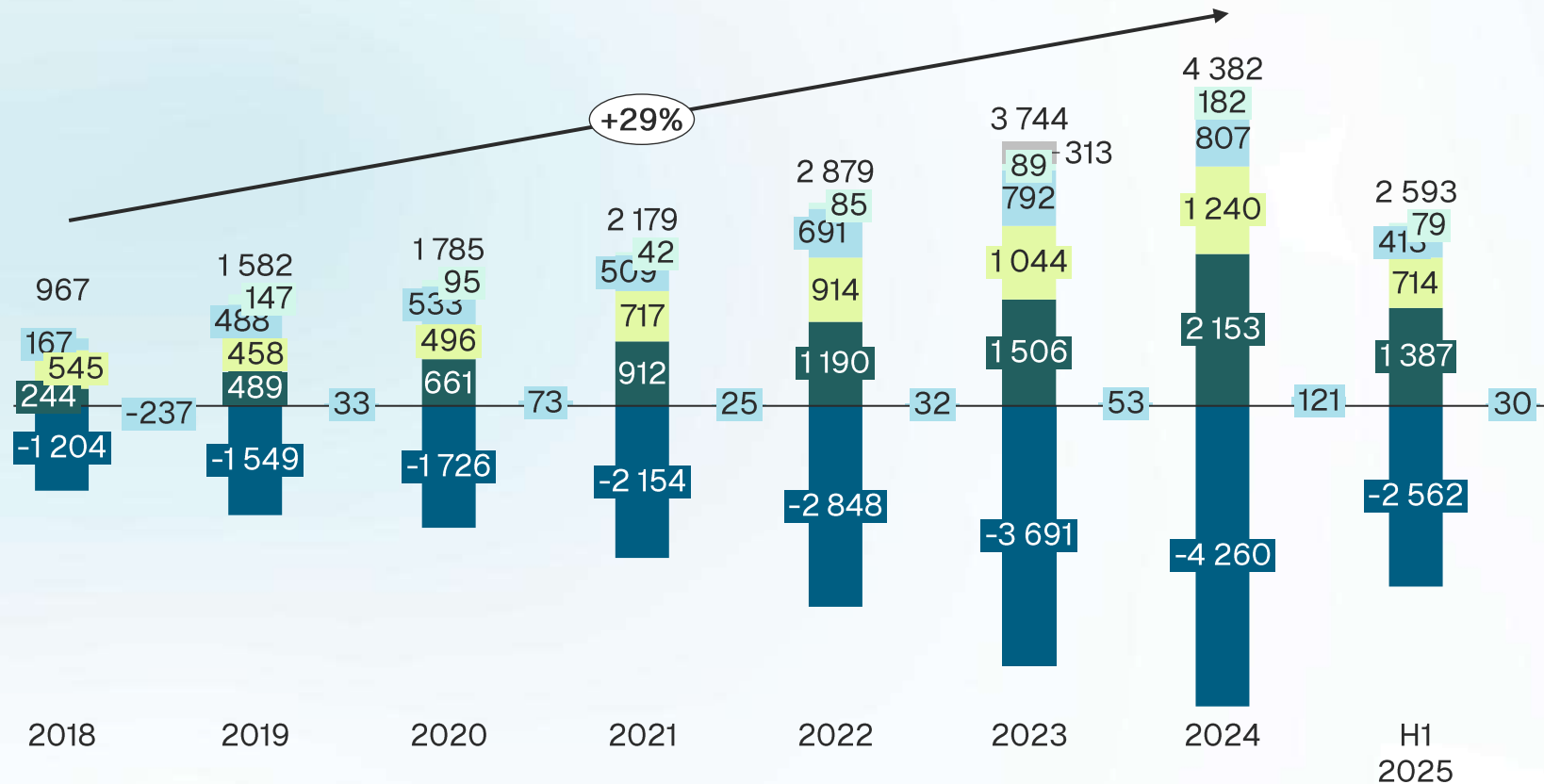
- Since 2017, the total outstanding loan portfolio has exhibited an average annual growth rate of 34%. In H1 2025 the outstanding loan portfolio increased by 32% over the course of the year, reaching EUR 50.9 million.
- At the end of H1 2025, the ratio of non-performing loans was 5.34%.

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

# SAVY revenue from ordinary activities grew by 23%



Income structure, EUR '000



## Comments

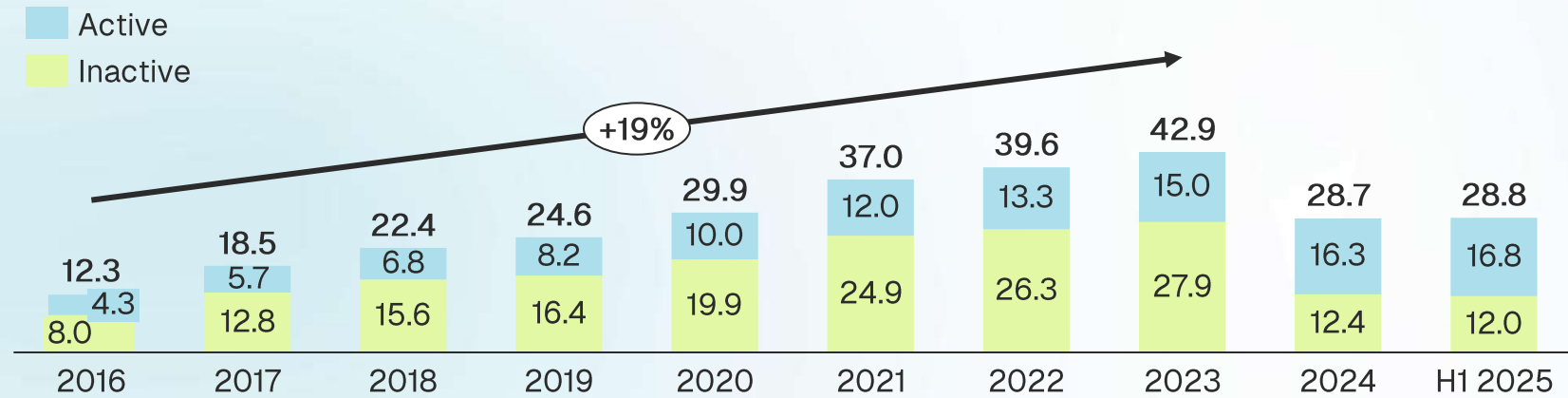
- Through strategic diversification of income sources, SAVY has successfully created three sustainable and substantial revenue streams. Since 2018, income has consistently grown at an average annual rate of 29%. In H1 2025, income from ordinary activities amounted to EUR 2.6 million, reflecting a 23% yearly increase.
- Among the various sources of income, monthly management fees accounted for the largest share, contributing to 53% of the total income. Furthermore, the company generated a net profit of EUR 30 thousand.

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

# The continuously growing SAVY community



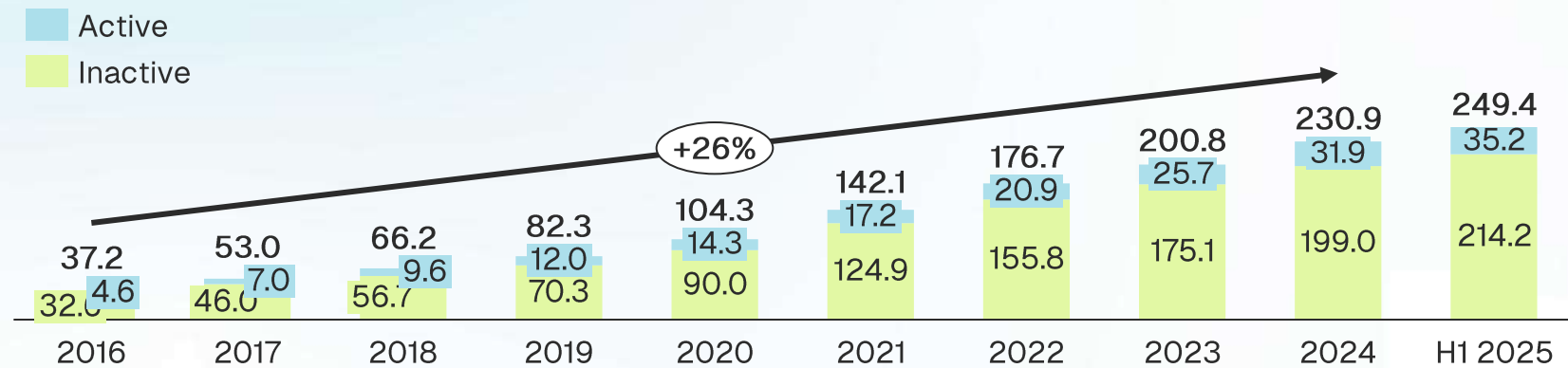
## Investors, '000



## Comments

- In Q2 2024, 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 to 16 802 (8% growth). This indicates that our community is becoming stronger and more engaged.

## Borrowers, '000

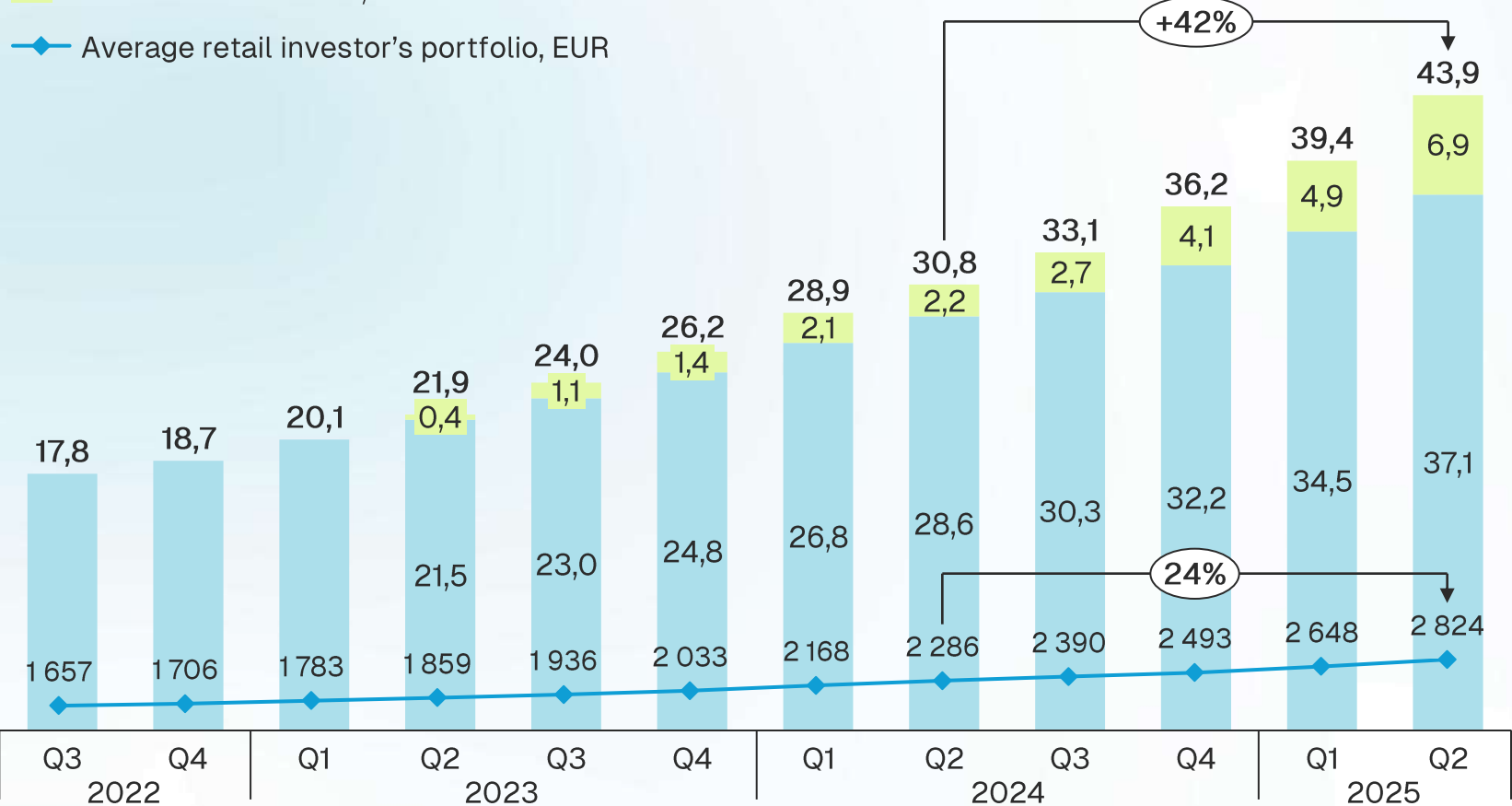


# Investors' portfolio grew by 42%



## Investors' portfolio

- Retail investors, EUR m
- Institutional investors, EUR m
- ◆ Average retail investor's portfolio, EUR



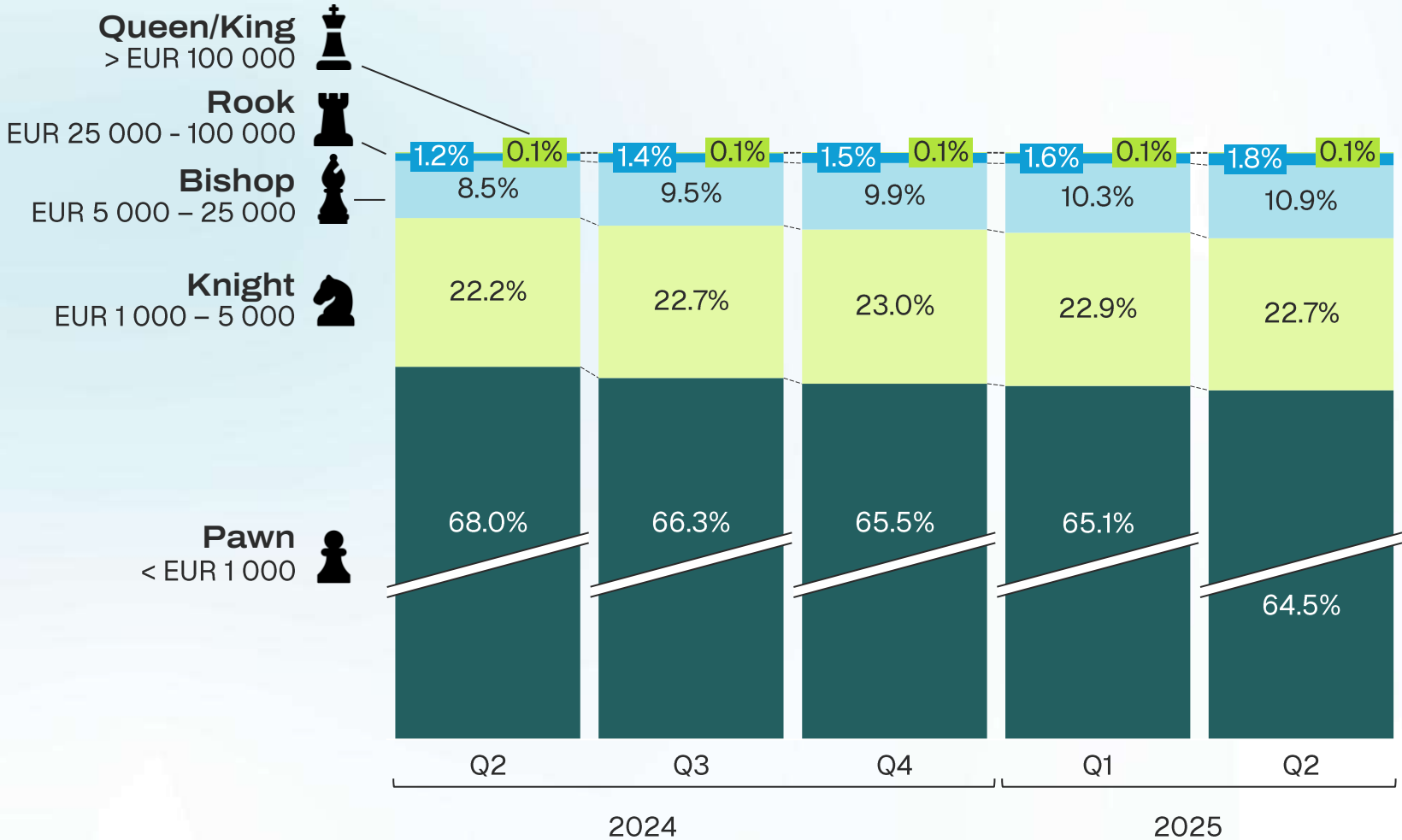
## Comments

- Not only is the number of investors continuously growing, but also the invested amounts - during the Q2 2025, the active investors' portfolio increased by EUR 4.5 million, reaching a total of EUR 43.9 million (annual growth rate - 42%).
- At the end of H1 2025, EUR 6.9 million (16%) of the total investor portfolio was held by institutional investors. The share of institutional investors on the platform has been gradually increasing for several years - this allows us to offer loans at slightly lower interest rates. Nevertheless, retail investors remain our priority - we aim to strengthen the range of investment opportunities available to retail investors to meet their expectations and risk appetite.
- The average investor portfolio grew by 24% over the year and reached EUR 2 824.

# Investors are increasing their SAVY portfolios



## Investor distribution by portfolio size



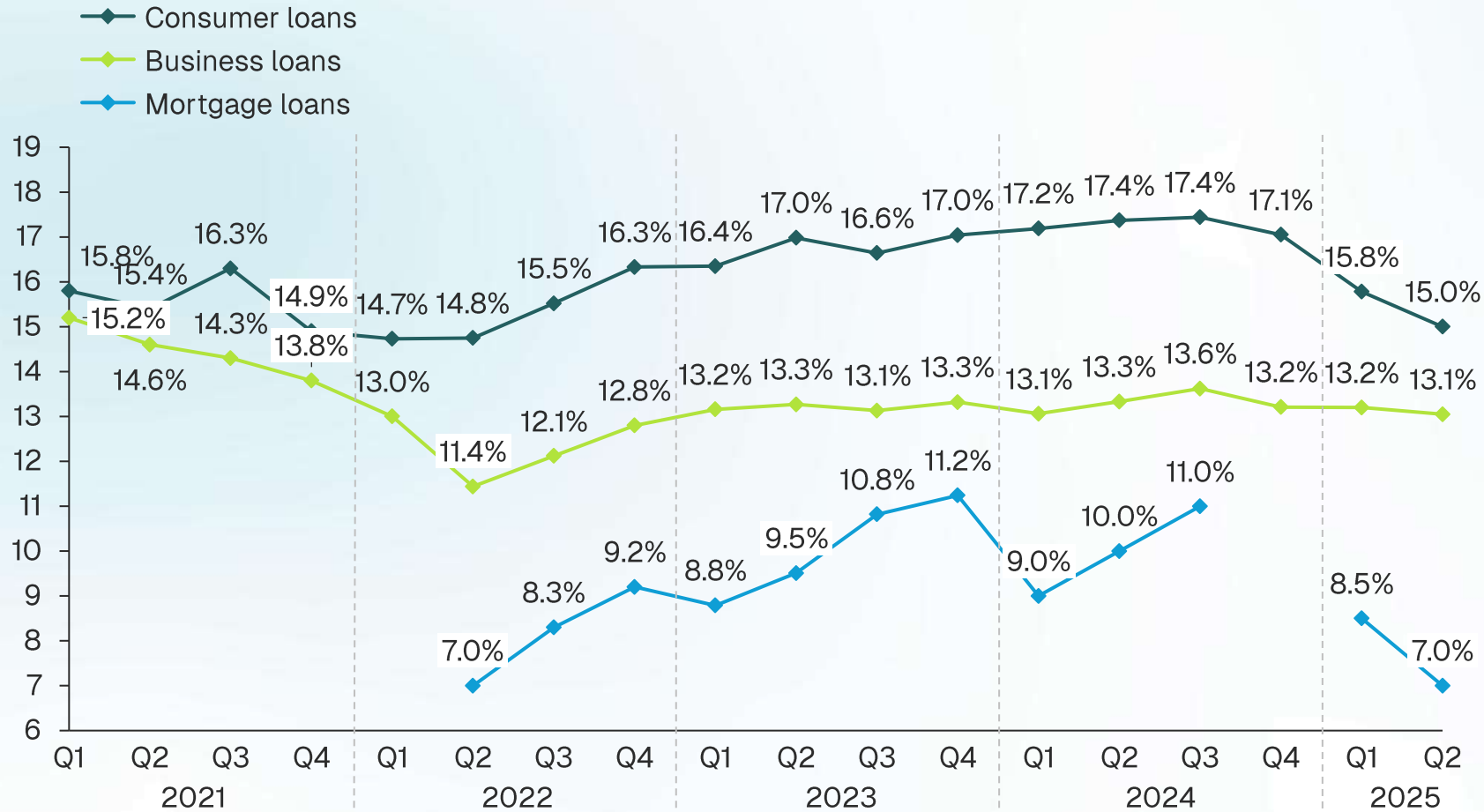
## Comments

- A loyalty program was recently launched on the platform - a space where investor loyalty and portfolio size are rewarded with additional benefits. We invite you to track your investor status and progress through the five loyalty levels - from Pawn to Queen/King.
- At the end of H1 2025, the largest share of investors - 64.5% - were in the Pawn tier, with portfolios up to EUR 1 000. However, the share of Pawns is gradually decreasing - down by 3.5% over the past year.
- The fastest growing group is the Bishop tier, consisting of investors with individual portfolios ranging from EUR 5 000 to EUR 25 000. This segment grew by 2.4% over the year and accounted for 10.9% at the end of the half-year.

# 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 loan types differ in terms of return, risk, duration, and collateral.
- The highest interest rates on the platform in 2025 were for consumer loans – the average weighted interest rate for consumer loans issued during the quarter was 15%, while the lowest were for mortgage loans (7%). The average weighted interest rate for business loans issued in Q2 2025 was 13.1%.
- As base interest rates decline, the interest rates on loans issued on SAVY platform are also decreasing. This year, consumer loan rates have returned to levels like those seen in 2022.

# Average loan issued on the platform

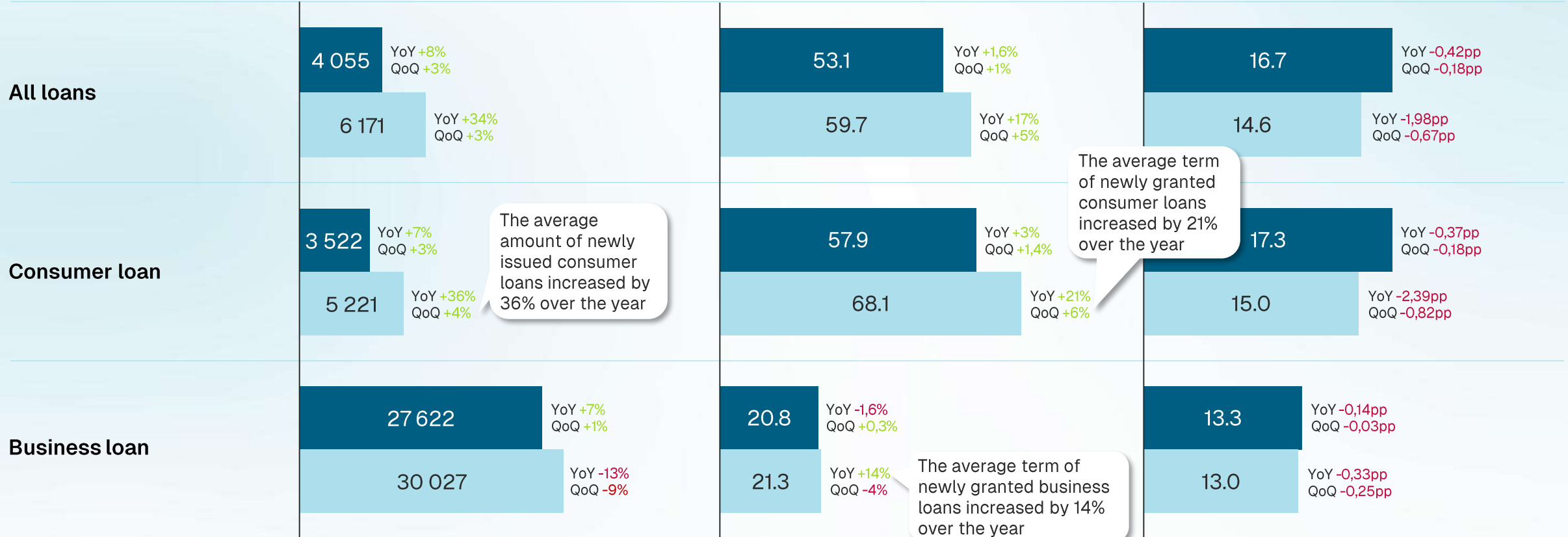
■ Total portfolio

■ Loan issued per quarter

Average amount, EUR

Average term, mos.

Average weighted interest, %



2025-06-30

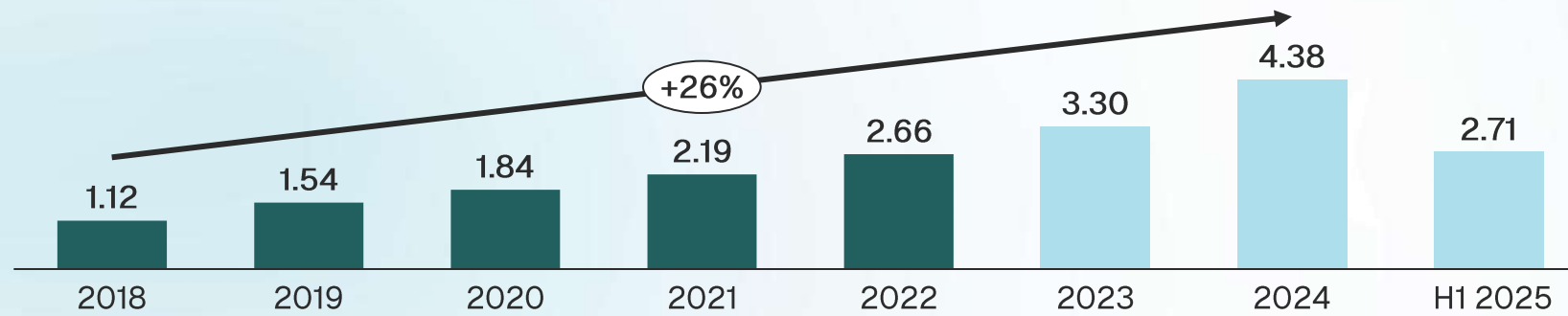
YoY – Annual change: Compares how the value has changed over the course of one year.

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

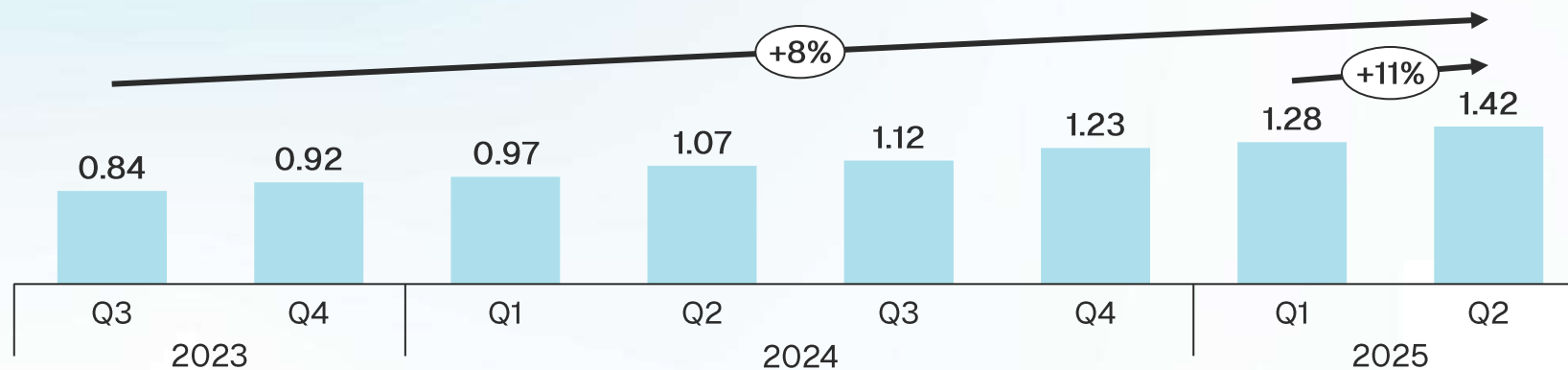
# SAVY investors have earned over EUR 21 million in interest



Paid interest, EUR m



Paid interest, EUR m



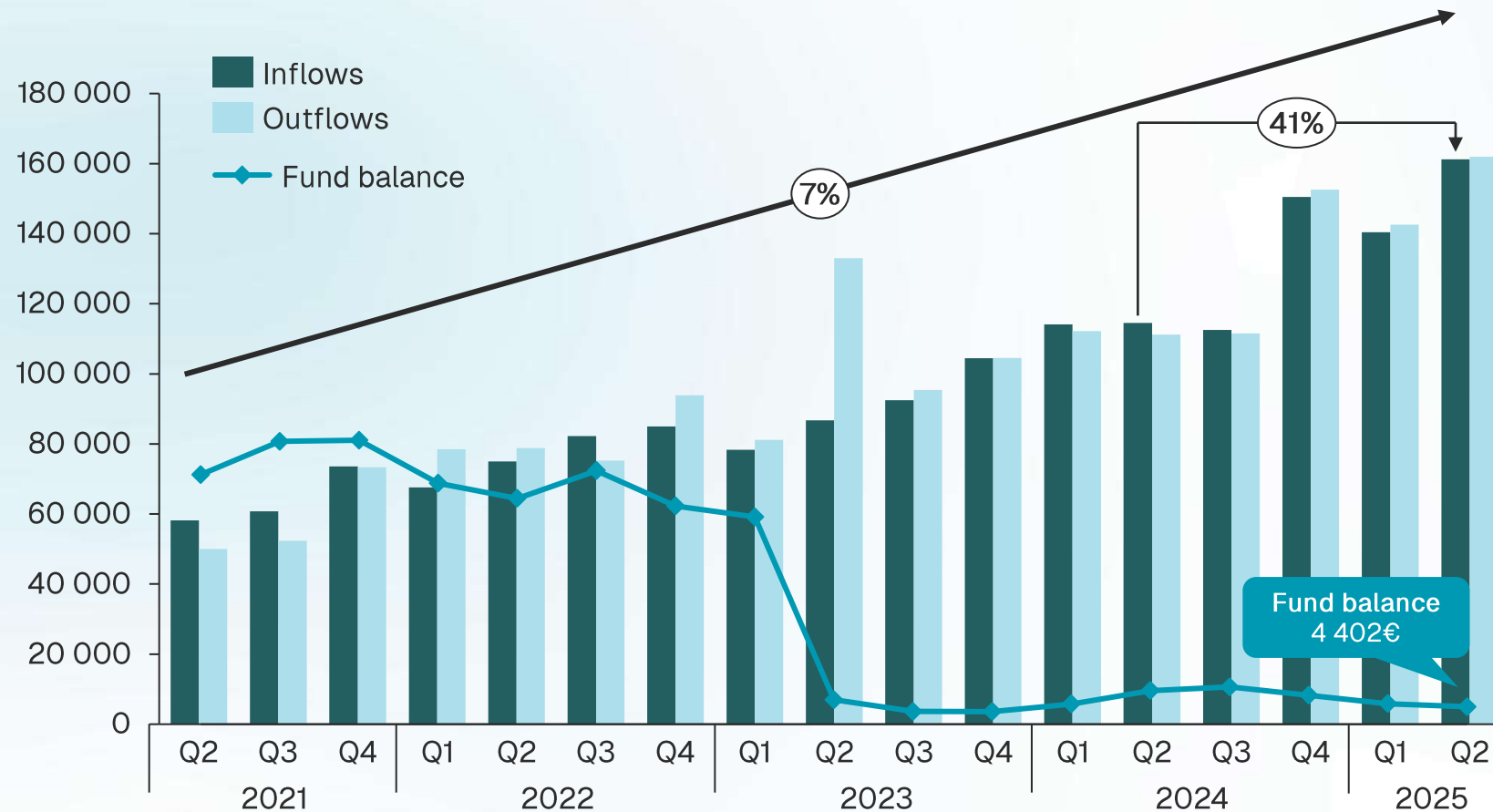
## Comments

- Since 2018, 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 latest quarter, the amount of interest paid out increased by 11%, faster than 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 2.1 million of non-performing loans



Investors' Fund, EUR



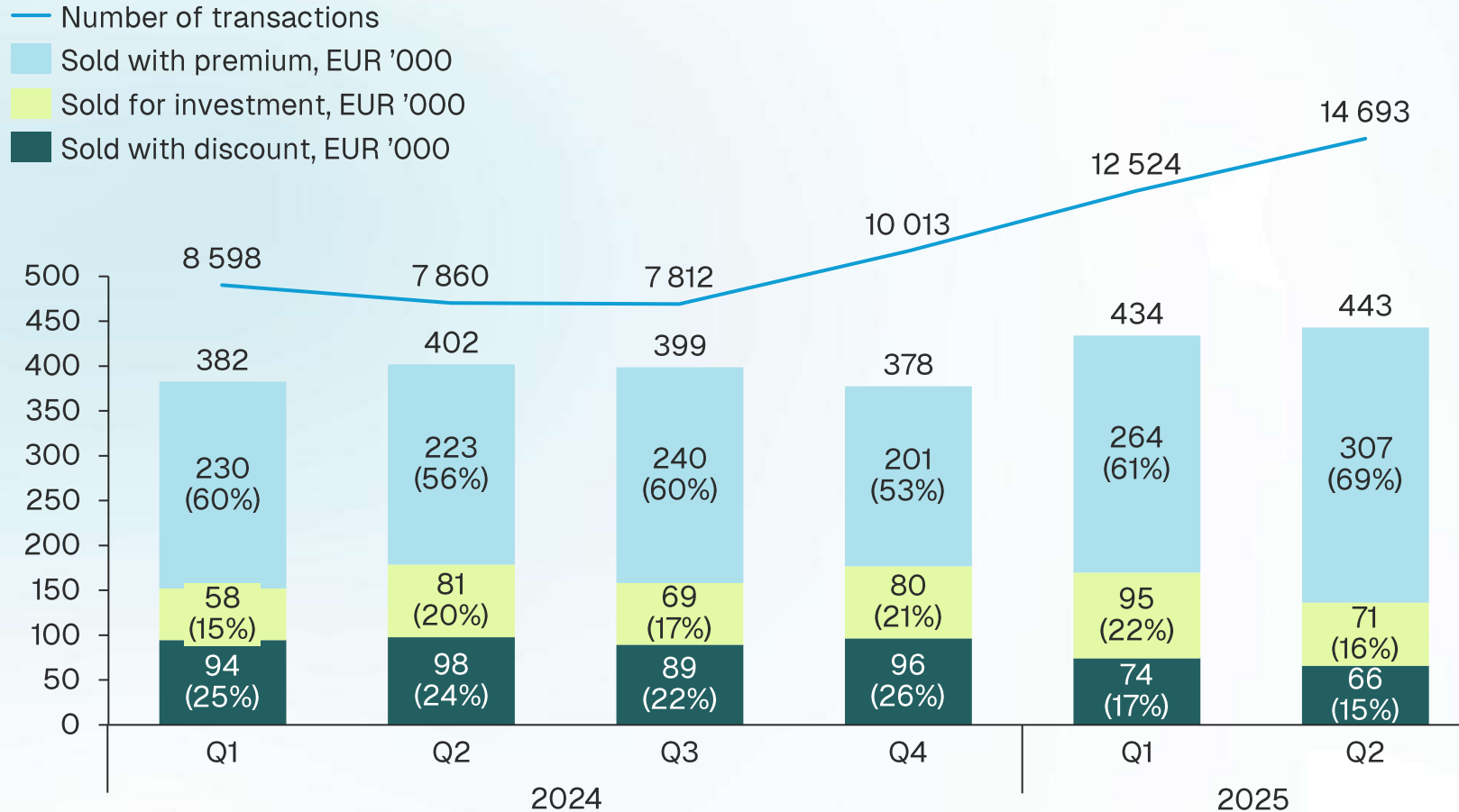
## Comments

- 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 2.1 million of non-performing loans.
- Inflows to the fund are growing every year – in the second quarter of this year there were EUR 161 thousand inflows. This is 41% more than in the second quarter of 2024.
- In the second quarter the fund compensated EUR 162 thousand losses, balance at the end of the period was a bit more than EUR 4 thousand.

# Secondary market remains active



## Secondary market activity



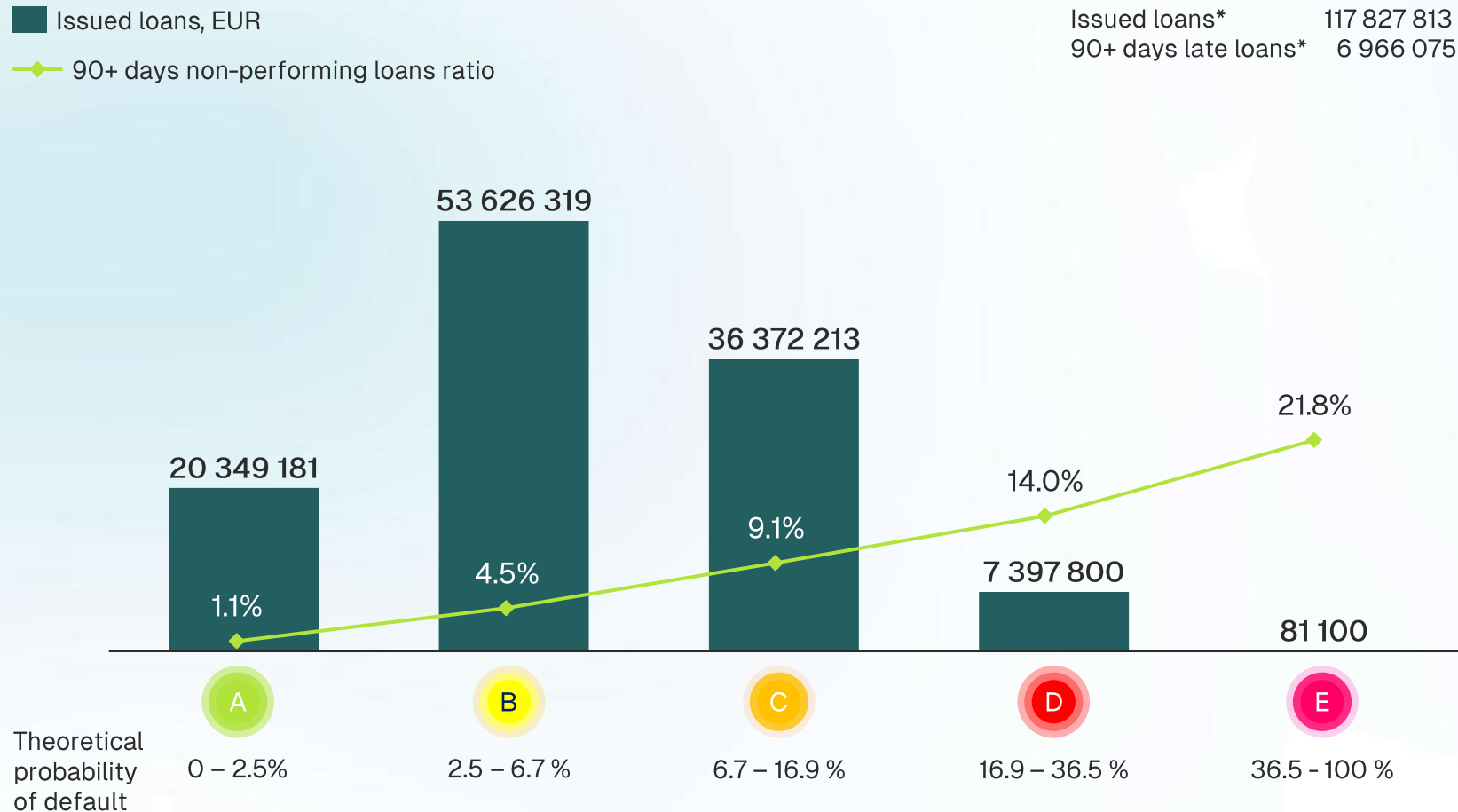
## Comments

- In the first quarter of 2025, investments with premium were sold for EUR 307 thousand (69% of total transactions), investments that match this amount were bought for EUR 71 thousand (16% of total transactions), investments sold with discount amounted to EUR 66 thousand (15% of total transactions). Total amount of transactions – EUR 443 thousand.

# Debt collection



## Consumer loan quality by ratings, 2025-06-30



## 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 109 deaths of borrowers were recorded and 39 loans were repaid by heirs. 22 agreements were made with heirs regarding payments on schedule, 49 heirs to the loan borrowers did not appear.
- In the second quarter of this year, a total of EUR 486 thousand were recovered and returned to investors.
- 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!