

# Activity report

2025

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**2025 was a breakthrough year for SAVY. We invested in our technological infrastructure, strengthened the investment ecosystem, and worked as a unified team with a clear ambition - to help shape the future of non-bank financing in Lithuania.**

**Loan volumes grew significantly, investors confidently expanded their portfolios, and our entry into real estate development financing sent a clear signal to the market: we aim to raise the standards of quality, reliability, and responsible financing.**

**Non-bank financing in Lithuania is becoming an increasingly strong alternative to the traditional banking system, and we are proud to be among the leaders driving this transformation.**

**On behalf of the entire team, I would like to thank our community for their trust and for being part of this journey. We will continue to grow with ambition and responsibility while strengthening the culture of non-bank financing.**

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**SAVY CEO  
Audrius Žiugžda**



# SAVY platform in 2025



Investor  
portfolio growth  
**+€15m**

**42%** annual  
growth



36% more interest  
paid to investors

**€6m**



Issued loans

**€42m**

**6 551** no. of  
loans

**40%** annual  
growth



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

**€9.8 m**



SAVY team has  
grown to

**41**

**3** social projects  
total  
raised

**€25 000**

We continued promoting financial literacy by delivering lectures at universities and schools and organizing open seminars. Together with the Bank of Lithuania, we hosted 8 activities during Investor Week, including lectures, games, competitions and an open house event, and in cooperation with the Lithuanian Police we raised awareness about protection against financial fraud.



The debt recovery from individuals  
and legal entities has increased by  
14% and reached

**€1.9m**



# We are building a more convenient and secure investment environment



## Convenience

We launched a new website featuring an updated return calculator and educational content.

4 auto-investment strategies were introduced, ranging from conservative to higher risk.

Real and historical return indicators were implemented to increase transparency.

Secondary market functionality was expanded, alongside the introduction of auto-investing.

The mobile application was significantly upgraded.



## Loyalty

We introduced an investor loyalty program to reward long-standing platform investors and provide additional incentives for new ones joining the platform. The larger an investor's active loan portfolio on the platform, the greater the benefits and privileges they receive.



## Security

To enhance account security, investors can log in using two-factor authentication via the SAVY app, Smart-ID, Mobile-ID, or an additional authentication code.

With a single login, investors can conveniently manage all investment accounts and assign them individual names.



# Most important events of 2025 Q4

## Investor community meetings

Investor community meetings featured special guests. We invite you to listen to the investing story of one of the kings of SAVY [here](#) and insights on the second-pillar pension reform presented by **Jonas Iržikevičius**, founder of Goindex. You can watch the meeting [here](#).

## Loyalty Program

The past year marked a period of change for the platform: new features, increased liquidity in the secondary market, and an improved mobile application - all culminating in the launch of the new Loyalty Program. Inspired by the strategy of chess, the program reflects a simple idea: investing, like chess, rewards those who think several moves ahead. Read more about the program [here](#).

## SAVY at conferences and industry events

In autumn, we participated in the [Financial Freedom Forum](#) for the fourth time. Each meeting with current and future investors reinforces our belief that financial awareness in Lithuania continues to grow. For the second consecutive year, we also took part in the [Housing Fair](#), where we discussed investing and long-term savings for retirement.

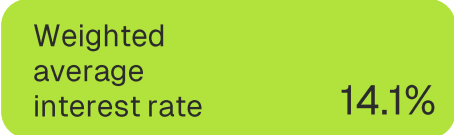
## Open House at the SAVY office

The first [Open House](#) at our office was another reminder of how important personal interaction is. Some visitors came to say thank you. Others came to check whether they were on the right investment path. One remark stayed with us: *“Now, when I want to buy a new pair of jeans, I first think – maybe it’s better to invest that €100 in SAVY so that one day it becomes €1 000.”*

## Introducing real estate development loans

In autumn, **Natalja Kozikienė** joined the SAVY management team. With more than 15 years of experience in real estate project financing and having previously worked at Rontgen, her focus is on selecting high-quality real estate projects and strengthening investor confidence in this asset class. We invite investors to follow upcoming opportunities and participate in these investments.

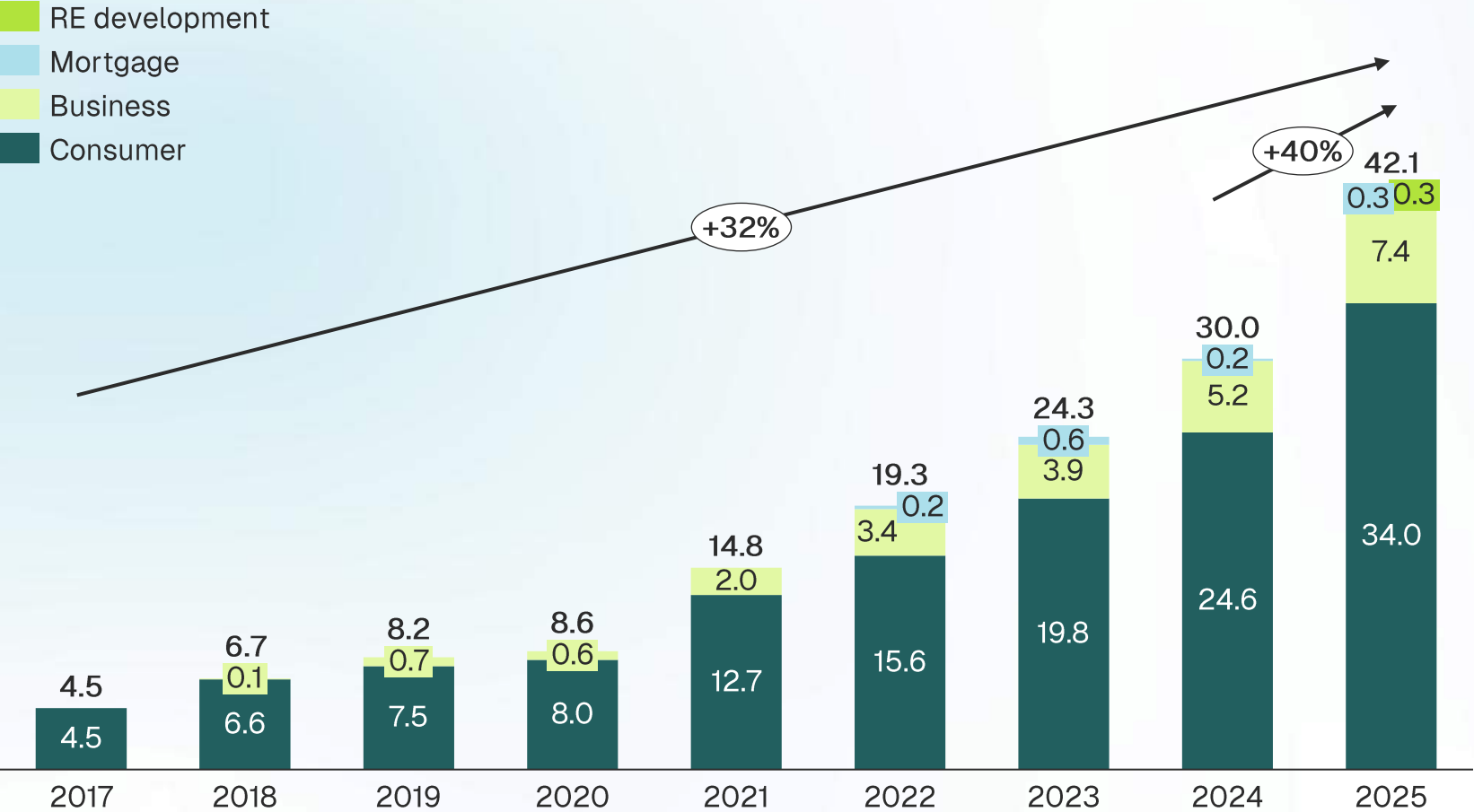
## Since the start of SAVY activities:



# New loan issuance shows strong growth: +40% yoy



Newly issued loans, €m



## Comments

In 2025, the total volume of loans issued reached €42.1m, representing a 40% increase compared to 2024.

Growth was driven by both the consistently strong consumer lending segment and the accelerating expansion of business financing. Consumer loans amounted to €34m (+38%), while business loan issuance grew to €7.4m (+43%). Mortgage loans totaled €0.3m (+80%), while maintaining a conservative share within the overall portfolio.

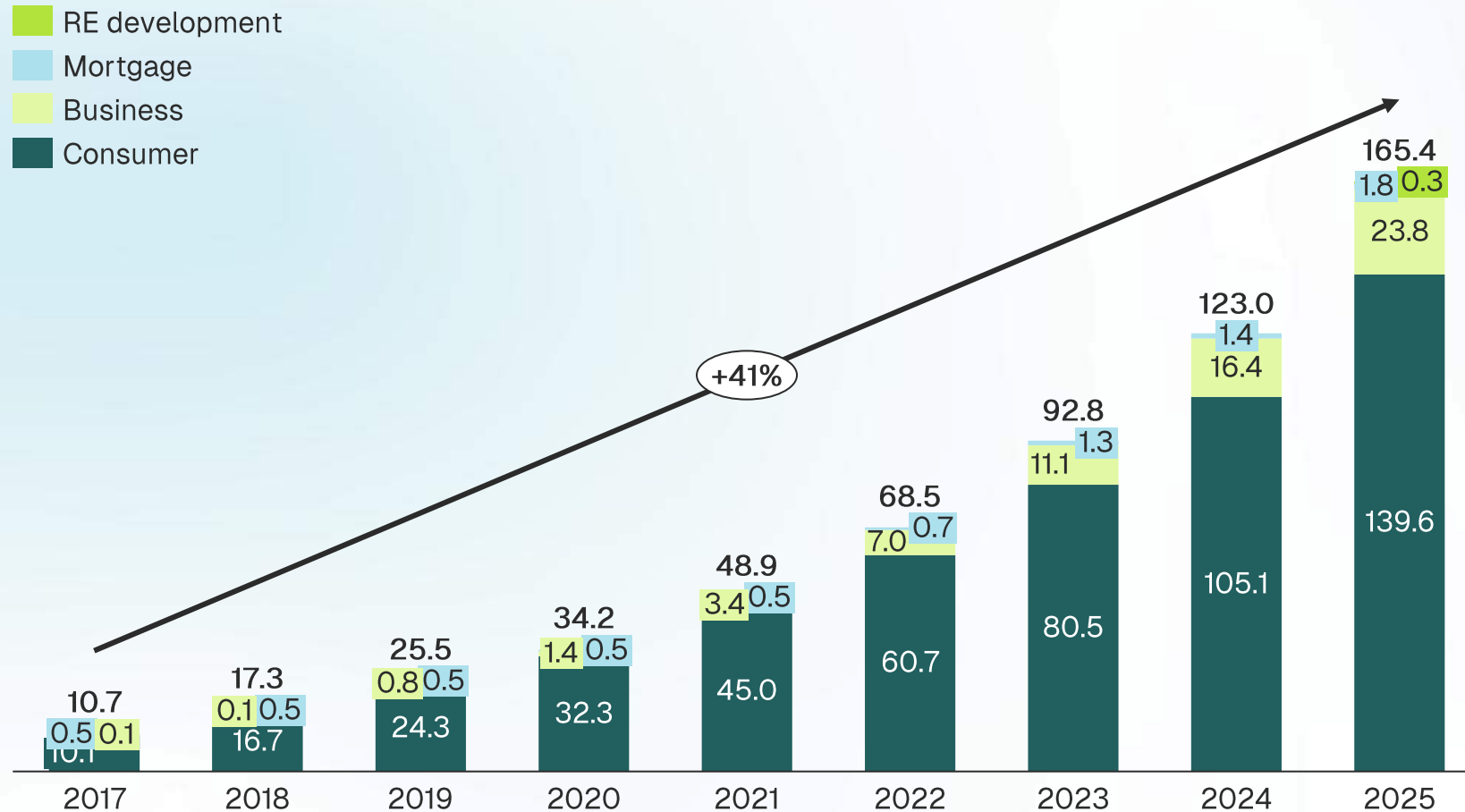
In December 2025, we introduced real estate development loans. Within the first month, two projects were successfully financed, with a total value of €255k.

This new product expands our range of real estate-backed investments and reflects the platform’s strategic objective to provide investors with broader portfolio diversification opportunities.

# We have issued a total of €165 million in loans since the start of our platform's operations



## Gross issued loans, €m



## Comments

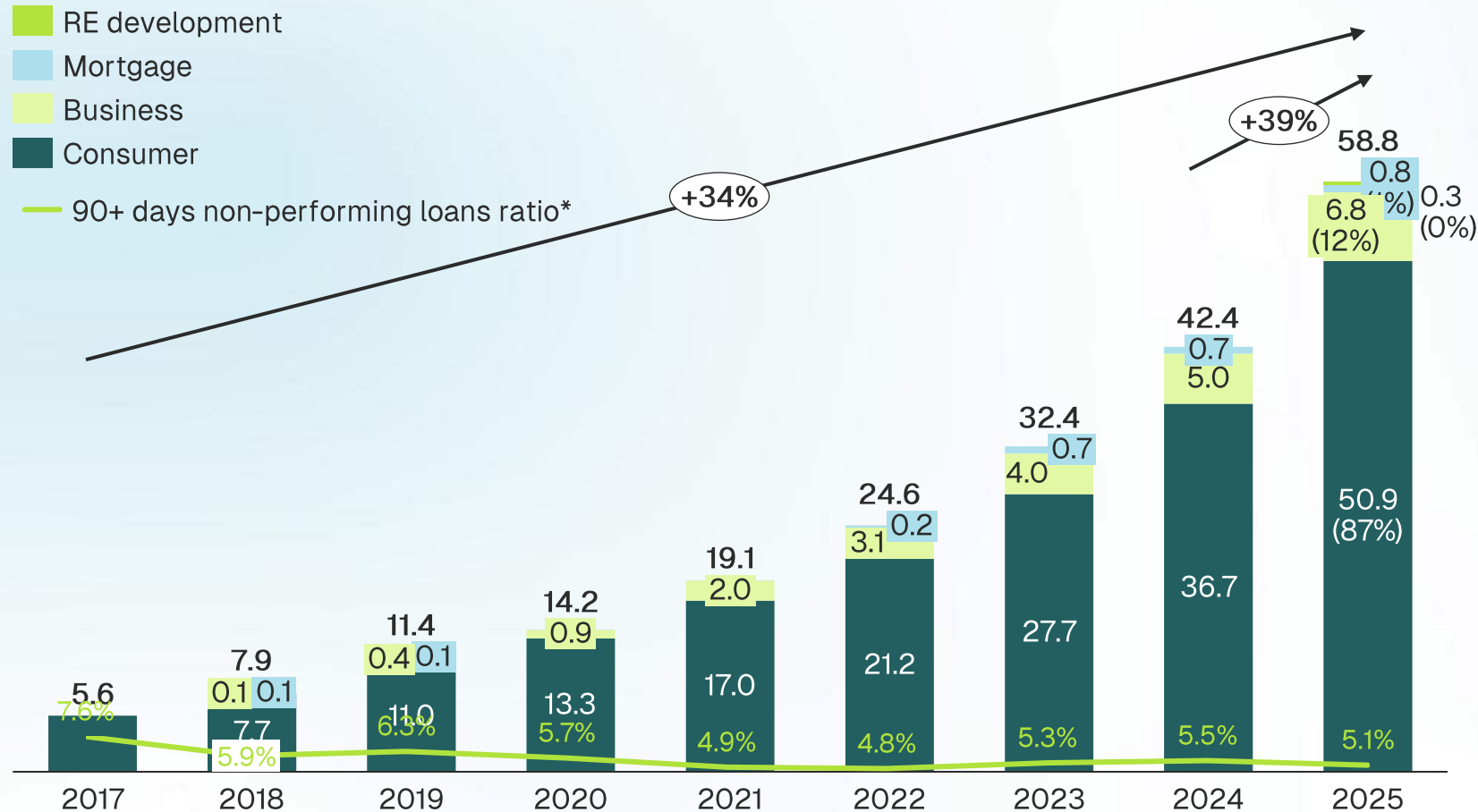
Since its inception, the platform has issued €165.4m loans. Over the entire period, the total loan volume has grown at an average annual rate of 41%, reflecting steady and consistent platform expansion.

Consumer loans remain the core product, totaling €139.6m, while the share of business and real estate development loans continues to grow steadily.

# Outstanding loan portfolio has grown by 39% over the course of the year



Total outstanding loan portfolio, €m



## Comments

By the end of 2025, the loan portfolio reached €58.8m, marking a 39% increase over the year. Since 2017, the portfolio has grown at an average annual rate of 34%, with its size nearly doubling over the past three years.

Consumer loans continue to make up most of the portfolio (87%), while the business and real estate loan segments have steadily increased their share, enhancing overall portfolio diversification.

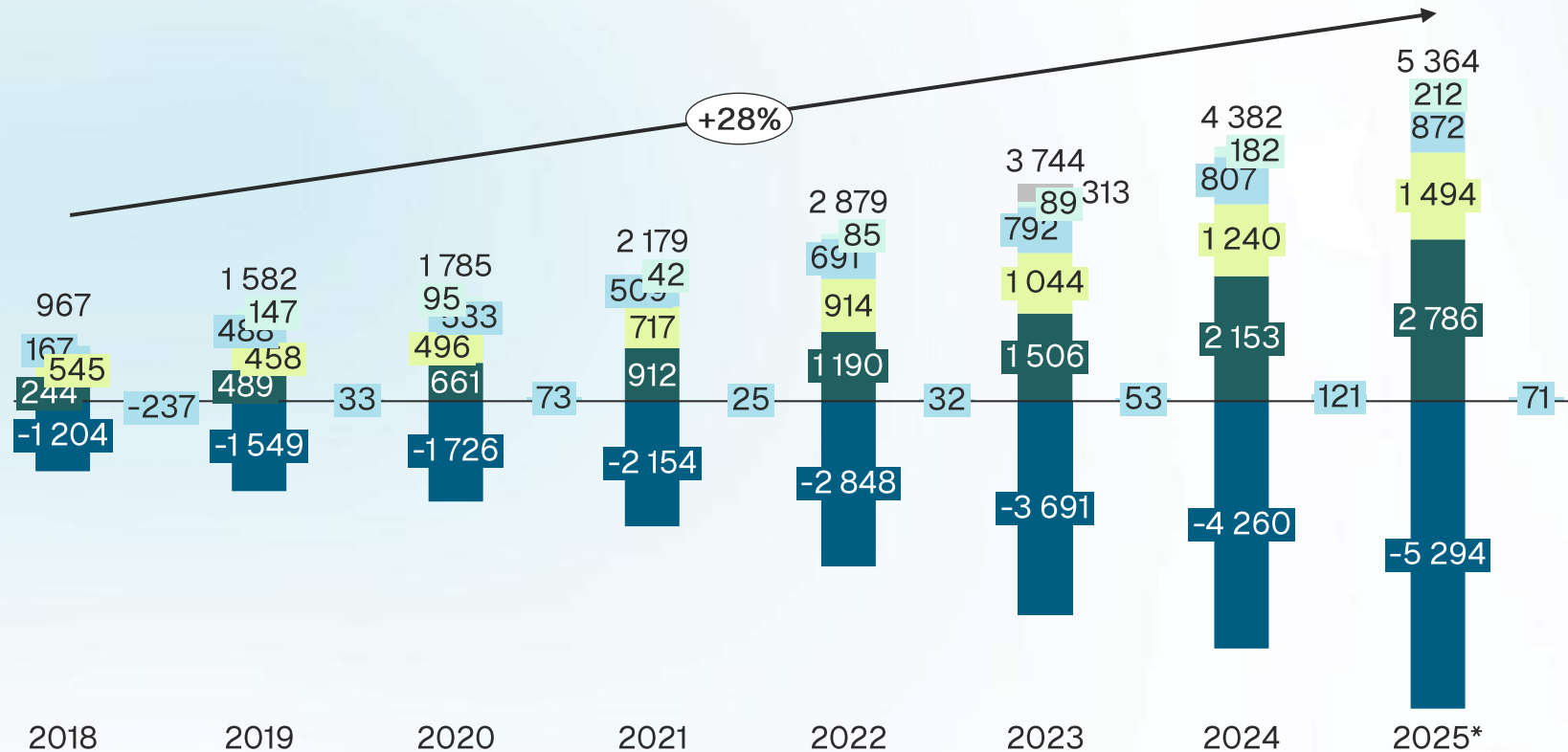
Notably, this growth was achieved while maintaining portfolio quality - the share of loans past due by more than 90 days was 5.08% at the end of the year, 0.4 percentage points lower than the previous year.

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

# In 2025 SAVY revenue grew by 22%



Income structure, €k



## 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 28%. In 2025, income amounted to €5.4 million, reflecting a 22% yearly increase.
- Among the various sources of income, monthly management fees accounted for the largest share in 2025, contributing to 52% of the total income.
- Furthermore, the company generated a net profit of €71 thousand.

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

\*Preliminary financial statements

# Investors - the core of our platform's ecosystem



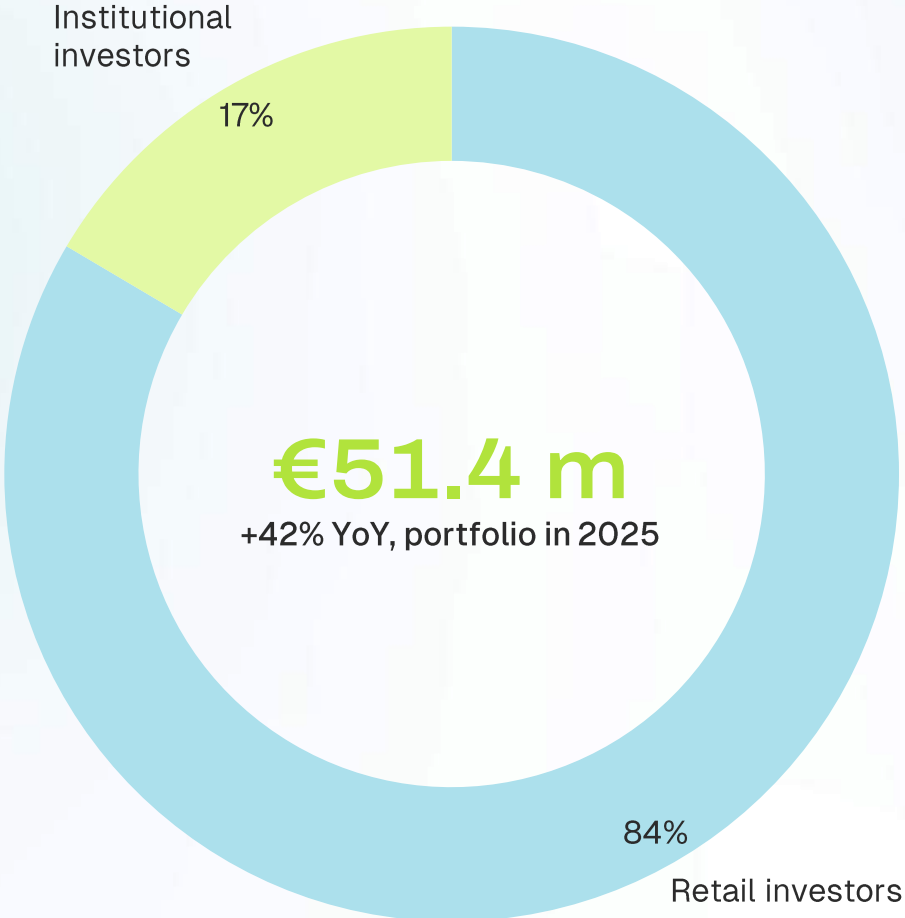
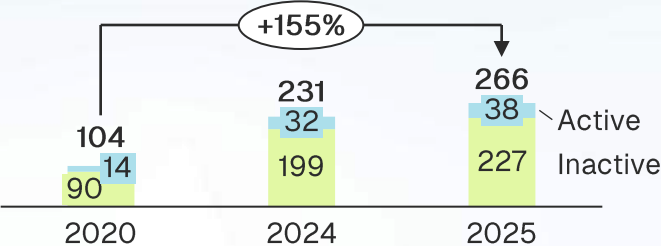
## Portfolio growth by investor type

17.4 k (+7% YoY growth)  
investor community

€3 200 (+29%)  
average retail investor portfolio

20 800 (+9%)  
auto-investment profiles

## Borrowers, k



## Comments

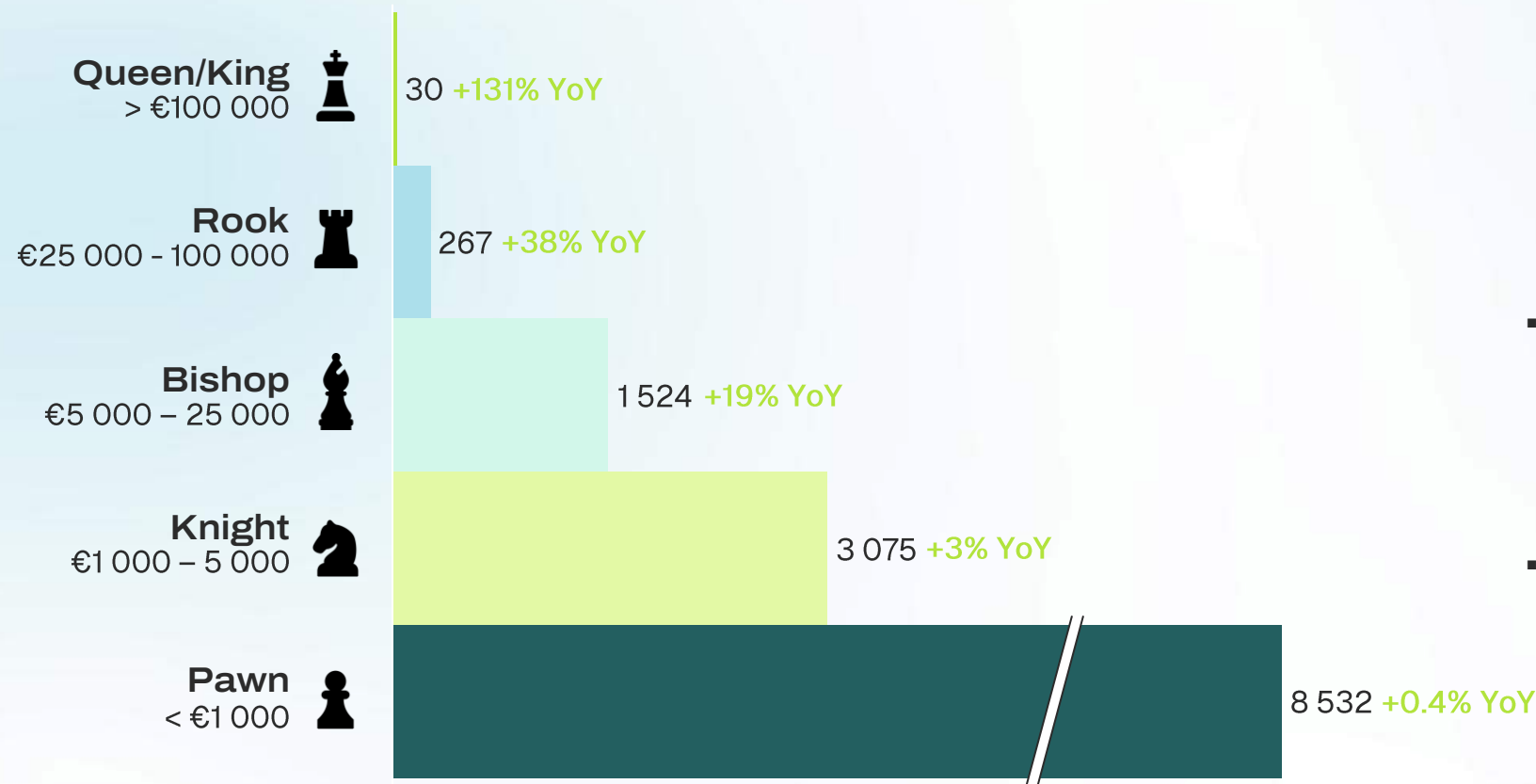
We are seeing an increasing number of investors choosing SAVY - in 2025, investor portfolios grew by €15.1m and reached €51.4m, marking a record 42% annual growth.

More investors are opting for larger portfolios and automated solutions, reflecting growing confidence in the platform and its investment model.

# Investors increasingly allocate funds to SAVY investments



## Distribution of investment portfolios



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

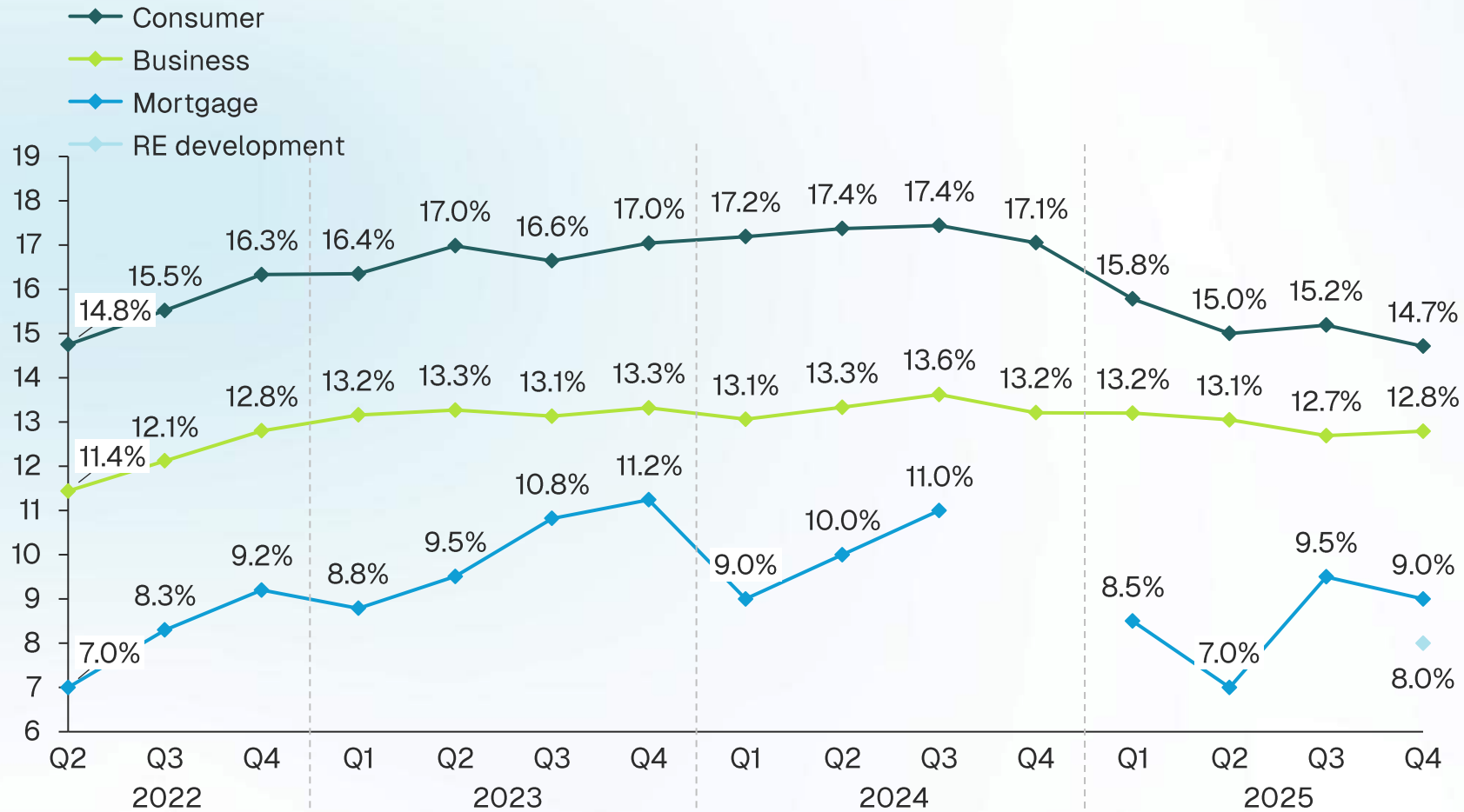
## Comments

- 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. All investors with at least one active investment participate in the loyalty program.
- At the end of 2025, the largest share of investors - 63%, 8 532 investors - were in the Pawn tier, with portfolios up to €1 000. However, the share of Pawns is gradually decreasing - down by 2 p.p. over the past year.
- The fastest growing group is the Bishop tier, consisting of investors with individual portfolios ranging from €5 000 to €25 000. This segment grew by 236 investors over the year and accounted for 11% at the end of the 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, %



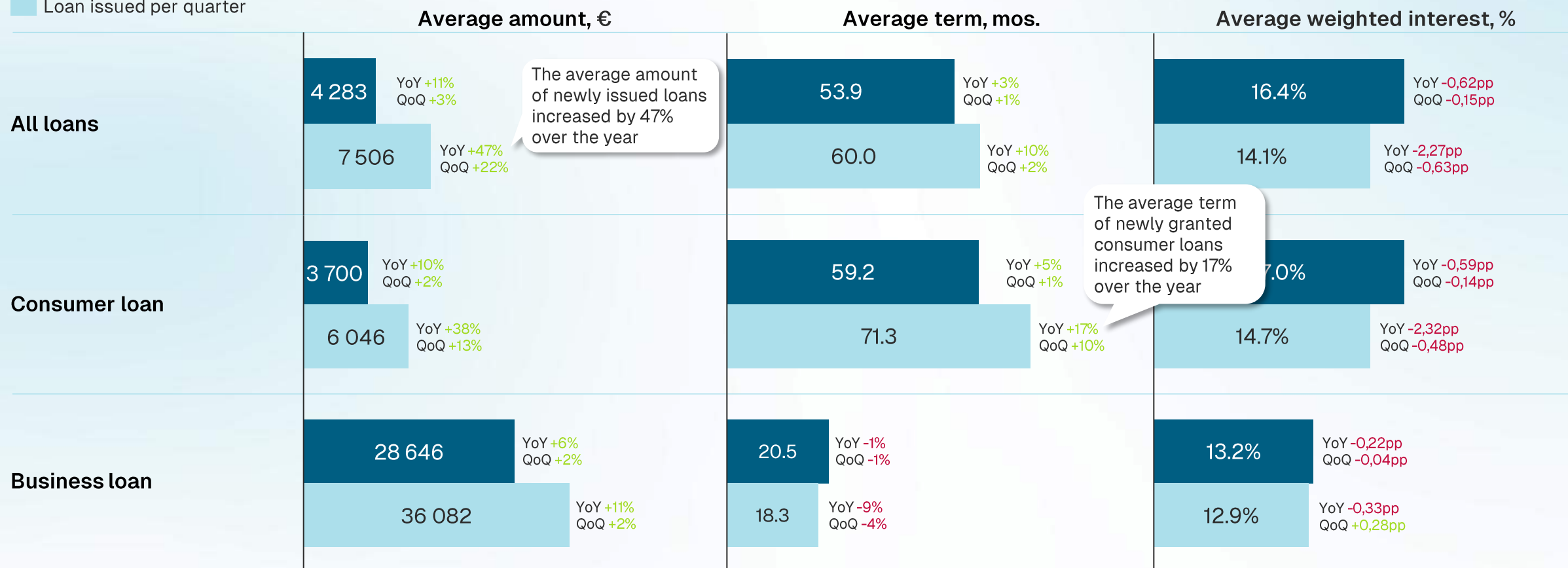
## Comments

- SAVY offers the widest range of loan types across the entire peer-to-peer lending and crowdfunding market.
- Investors can choose from consumer, business, mortgage and RE development loans. These four 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 2025 were for consumer loans – the average weighted interest rate for consumer loans issued during the fourth quarter was 14.7%, while the lowest were for RE development loans (8%). The average weighted interest rate for business loans was 12.8%, mortgage - 9%.

# Average loan issued on the platform



■ Total portfolio  
■ Loan issued per quarter



2025-12-31

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

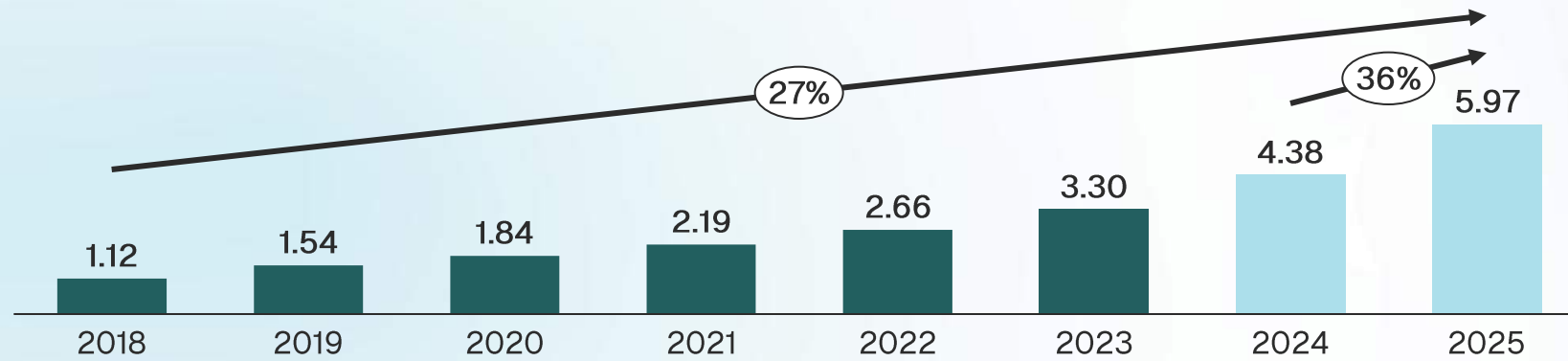
QoQ – Quarterly change: Compares how the value has changed over the course of one quarter.

Excluding real estate development loans because of limited historical data.

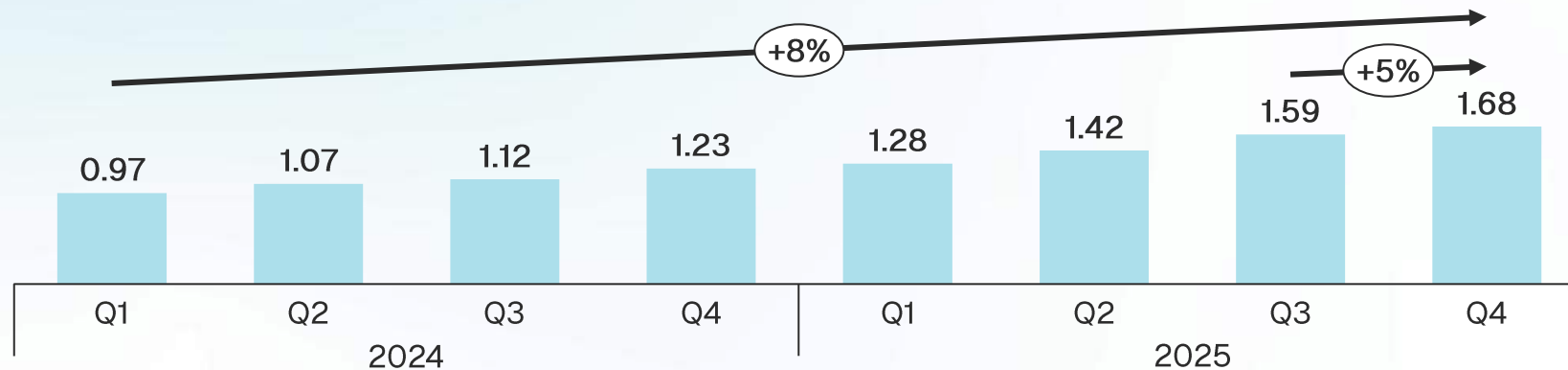
# SAVY investors have earned over €23 million in interest



Paid interest, €m



Paid interest, €m



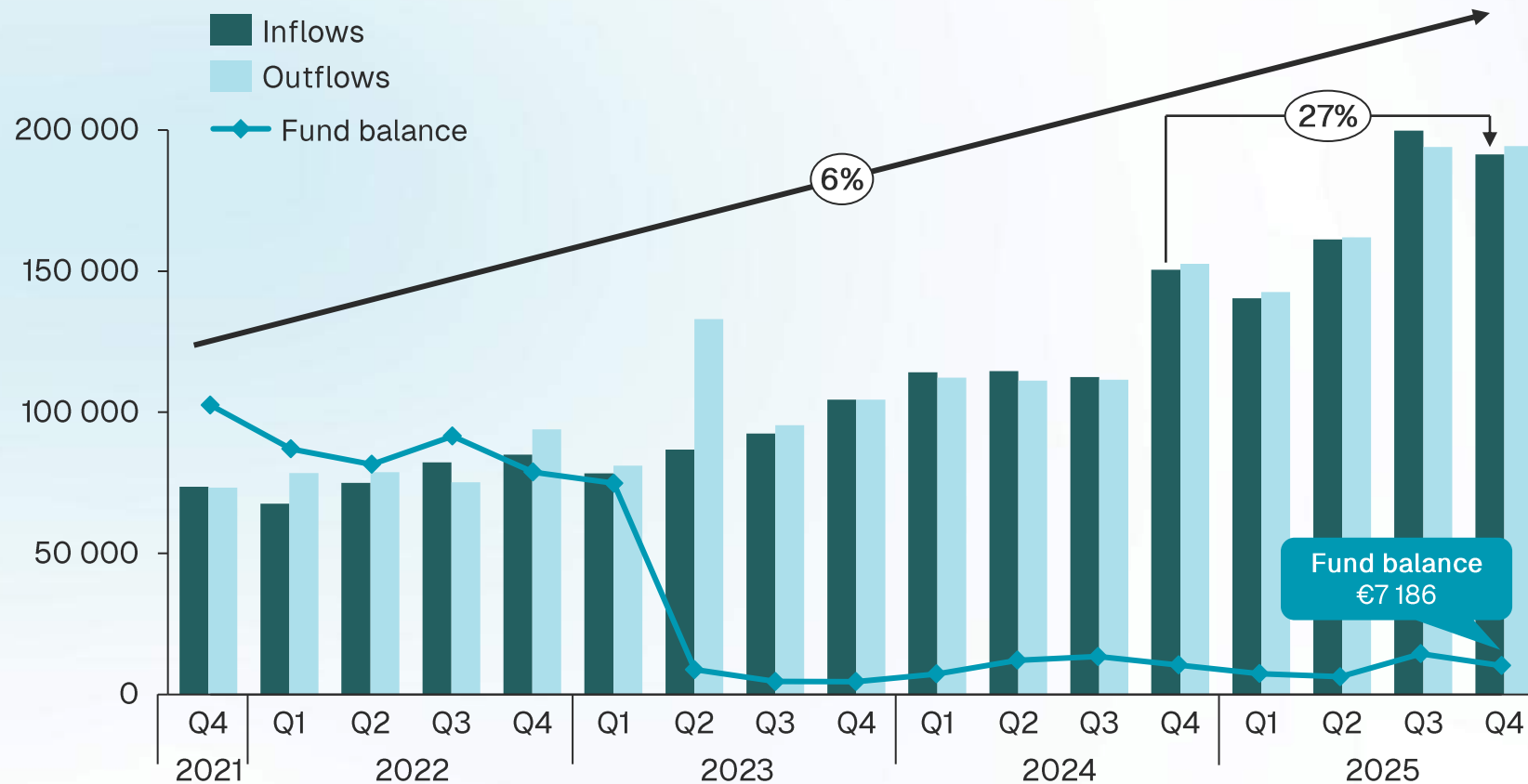
## Comments

- Since 2018, the amount of interest paid per year has exhibited a steady growth, averaging 27% annual increase. In 2025, this growth accelerated even further, reaching 36%.
- 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 €2.5 million of non-performing loans



Investors' Fund, €



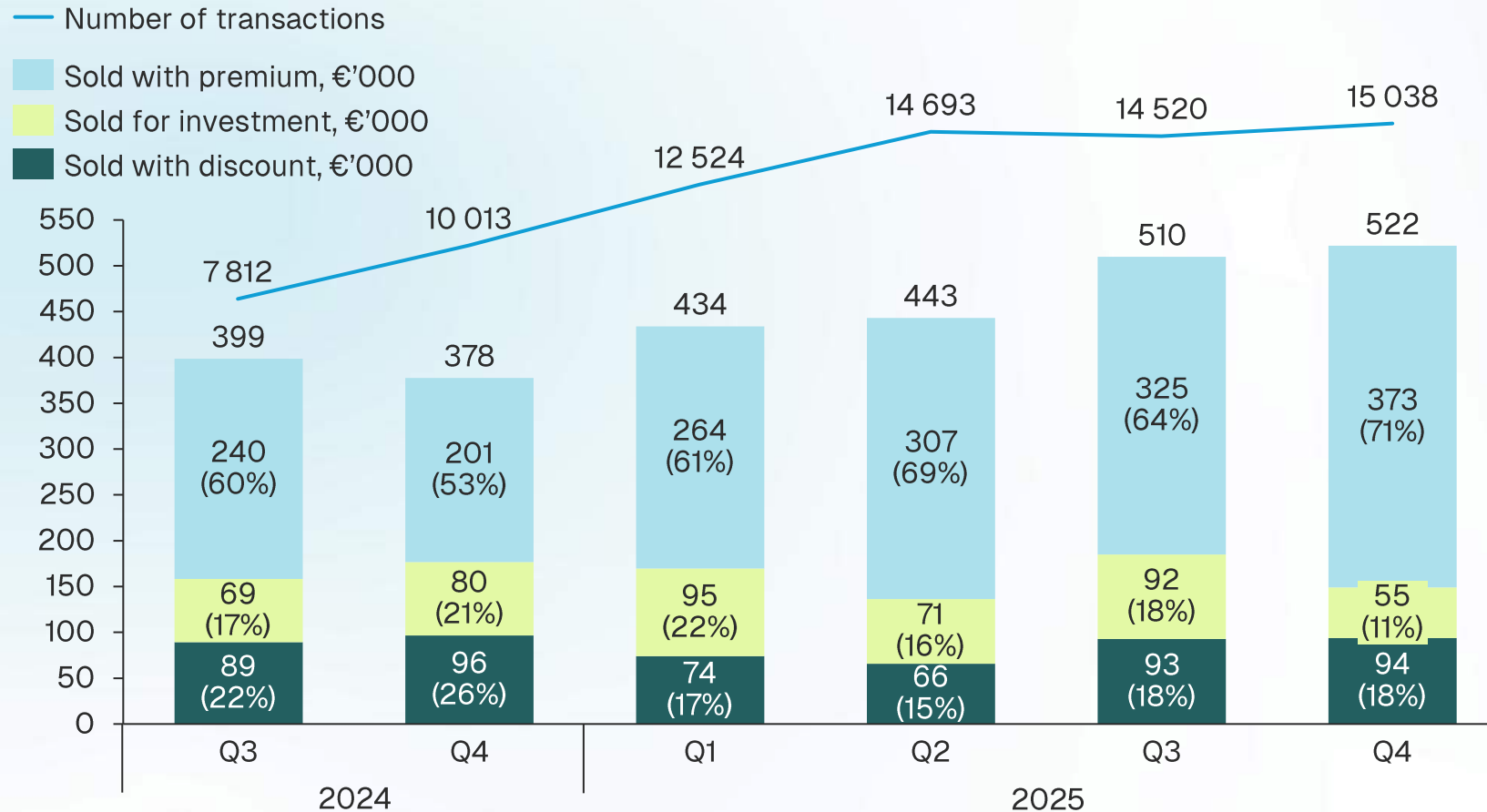
## Comments

- 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 €2.5 million of non-performing loans.
- Inflows to the fund are growing every year - in the fourth quarter of 2025 there were €191 thousand inflows. This is 27% more than in the fourth quarter of 2024.
- In the fourth quarter the fund compensated €194 thousand late loans.

# Secondary market remains active



## Secondary market activity



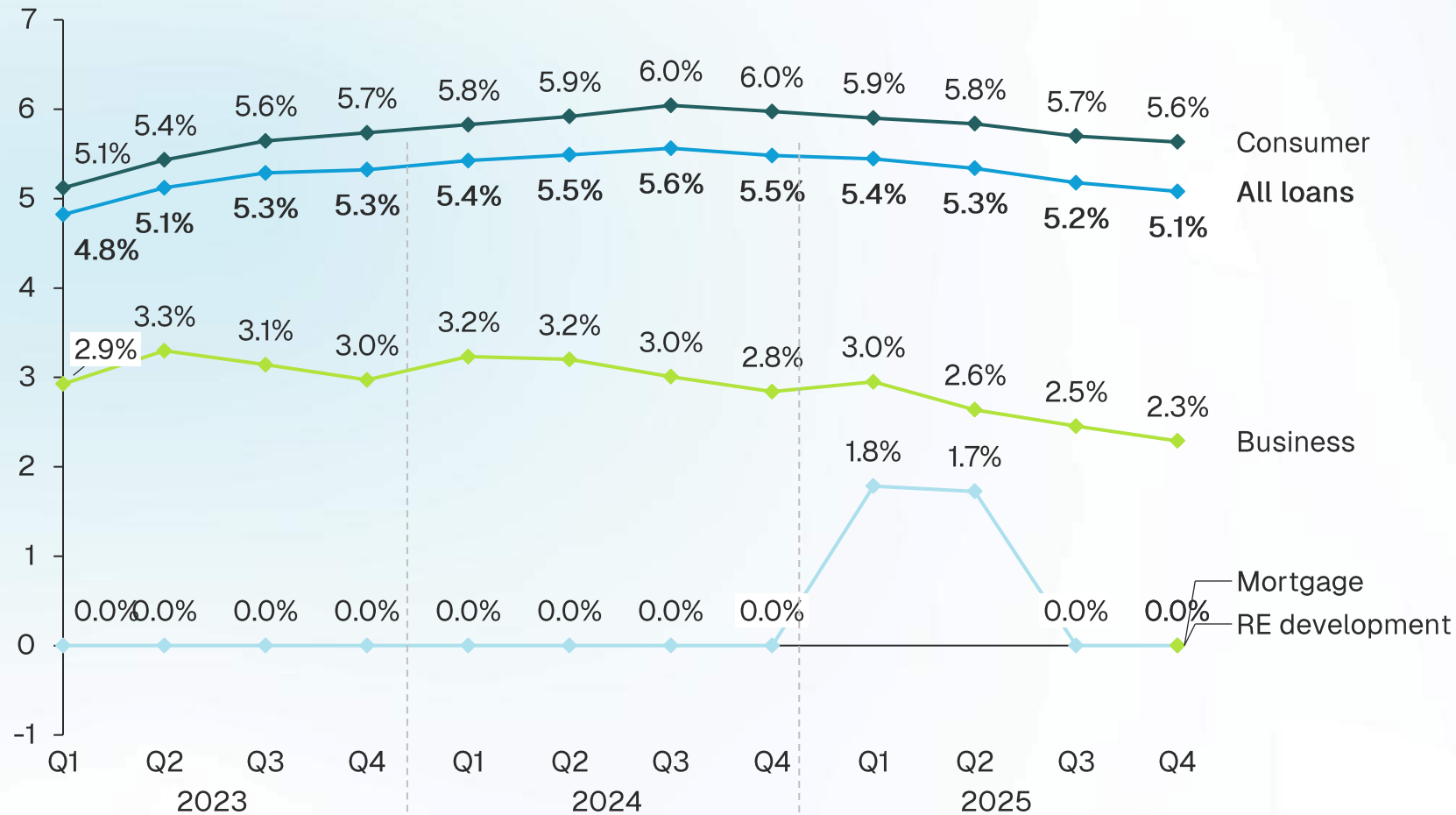
## Comments

- In the fourth quarter of 2025, investments with premium were sold for €373 thousand (71% of total transactions), investments that match this amount were bought for €55 thousand (11% of total transactions), investments sold with discount amounted to €94 thousand (18% of total transactions). Total amount of transactions - €522 thousand.
- We share the risk together with our investors - in November and December, SAVY purchased investments on the secondary market for a total of €124 329. Most of the purchased loans were B-rated, as this rating dominates the primary market.

# Active portfolio recovery helps maintain a balanced risk-return profile



Share of loans overdue by more than 90 days



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

## Comments

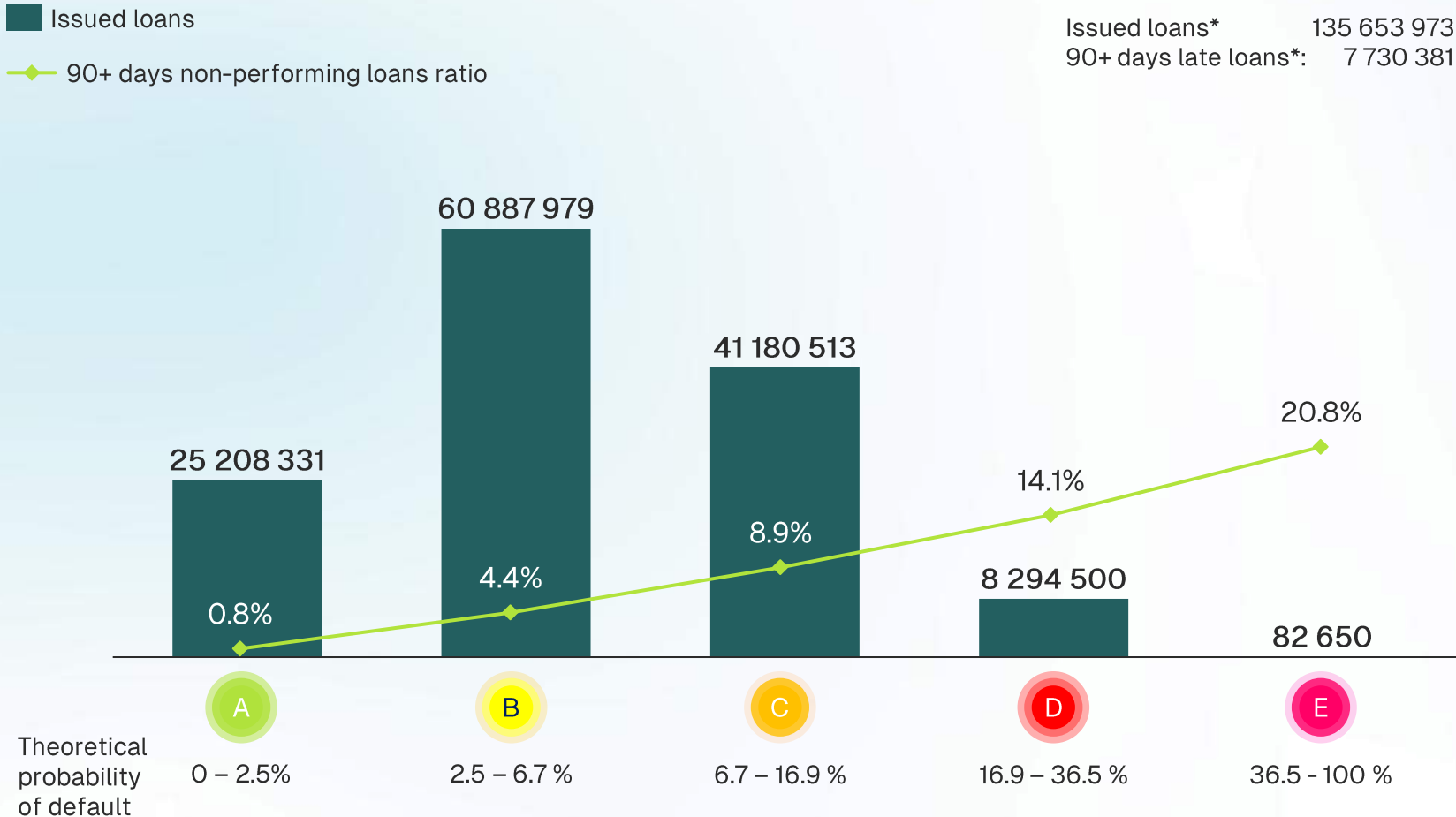
- In 2025, the share of consumer and business loans overdue by more than 90 days declined, while mortgage and real estate development loans had no overdue payments. At the end of 2025, the overdue rates\* were:

  - Consumer: 5.6% (-0.4 pp YoY)
  - Business: 2.3% (-0.5 pp YoY)
  - Mortgage & RE development: 0%
- We continue to strengthen loan assessment and recovery processes. In the fourth quarter, a total of €531k was recovered and returned to investors through pre-litigation and litigation efforts, representing a 5.8% increase compared to the same period last year.
- In the fourth quarter, SAVY's recovery team, working to reach agreements with borrowers who were not meeting their obligations, conducted a total of 1 215 phone calls, 384 registered letters, 7 230 SMS messages, 138 contract termination notices and 28 381 emails.

# Debt collection



## Consumer loan quality by ratings, 2025-12-31



## Comments

- SAVY accurately assesses borrower risk – the non-performing loans ratio for each rating does not exceed the established theoretical probability of default.
- The share of defaulted loans remains very low - at 0.1%. From the beginning of SAVY activity, 12 physical person bankruptcy cases were recorded, 7 of them are paying according to court-approved solvency recovery plan, 1 bankruptcy case was terminated, 4 cases were finished. A total of 139 deaths of borrowers were recorded, and 79 loans were repaid by heirs. 20 agreements were made with heirs regarding payments on schedule, 40 heirs to the loan borrowers did not appear.

\*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!