

Activity report

Q1 2026



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Most important events of Q1 2026

Investor community meeting

💡 11 Years of experience: what is the investor's view on risk and delays? At an investor community event, Vaidas Radvila — a long-term SAVY investor of 11+ years — shared how his strategy has evolved over time and offered an open perspective on loan delays, both as an investor and a lawyer. Listen to the conversation [here](#).

VIP Investor Evening

In investing, success comes from thinking several moves ahead — the idea behind our chess-inspired loyalty program. Our VIP Investor Evening was dedicated to the most loyal members of our community. Together with Tadas Povilauskas, we discussed the economic outlook, Pavel Giliauskas shared insights on AI, and Aurelijus Rusteika brought stories from the world of Porsche and racing. Thank you for being with us. More to come. 🧑‍🤝‍🧑 ✨

SAVY to Provide €5.3m in Loans with ILTE Guarantees

SAVY has become the first crowdfunding platform included in the state-backed portfolio guarantee program. Under the agreement with the national development bank ILTE Lietuva, at least €5.3 million in loans will be provided to small and medium-sized businesses through the SAVY platform by 2032. Read more about the new financing opportunities for businesses [here](#).

How to Assess the Reliability of Real Estate Development Projects?

When investing in RE development, understanding project risk and financial viability is essential. In our “Investor Radar” webinar, we share practical insights into how projects are evaluated and selected. Speakers:

- **Natalja Kozikienė**, Head of Real Estate Development at SAVY, with 15+ years of experience in RE project financing
- **Simonas Saulis**, Head of Credit Risk at SAVY, with extensive banking experience. 📺 Watch the webinar recording [here](#).

Investor Survey

“We see investors increasingly choosing realistic, risk-adjusted return expectations. For many, the 10–12% range represents a rational balance between stability and attractive returns,” says Audra Kondrotė, Head of Investor Relations. Read more insights from the survey [here](#). At the same time, analysis by Crowdfunding Lietuva highlights a clear trend — SAVY continues to rank among the highest-rated platforms in the market. Read the full analysis [here](#).

Since the start of SAVY activities:

Gross issued loans €177m

Registered investors 29 676

Registered borrowers 274 013

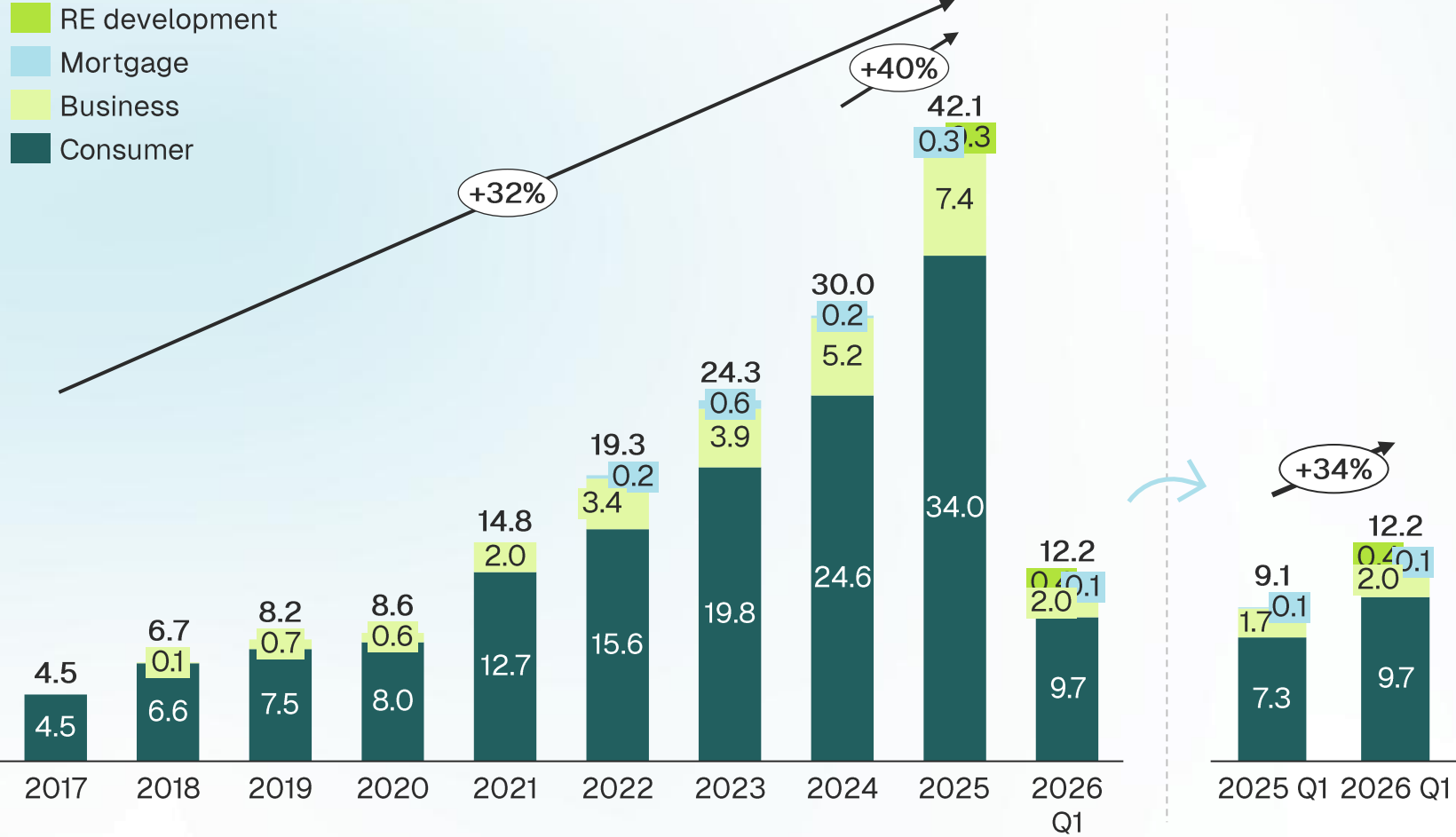
Weighted average interest rate 13.7%

Non-performing loans 5.2%

New loan issuance shows strong growth: +34% yoy



Newly issued loans, €m



Comments

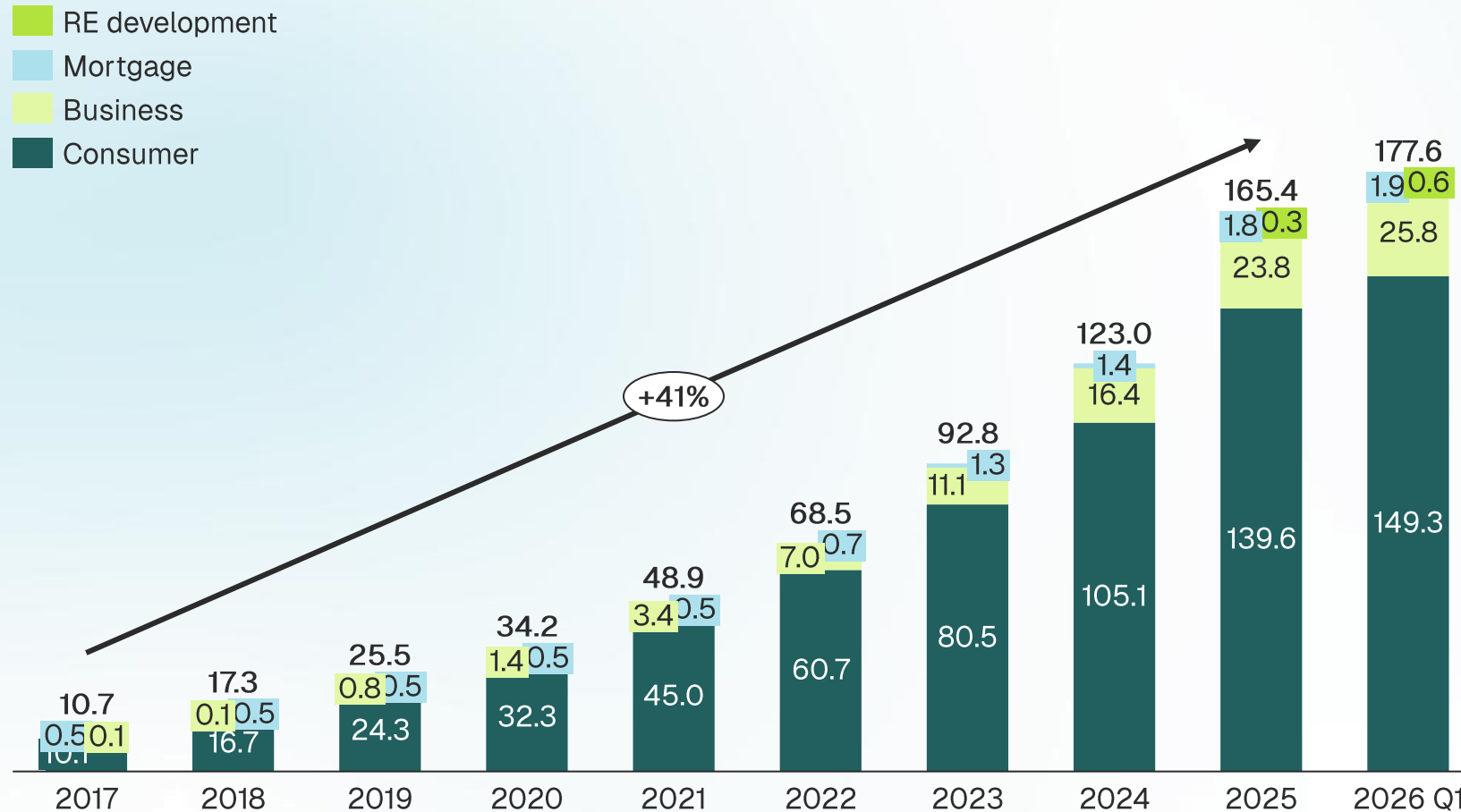
In Q1 2026, the total volume of loans issued reached €12.2m, representing a 34% increase compared to Q1 2025.

Growth was driven by both the consistently strong consumer lending segment and the accelerating expansion of business financing. Consumer loans amounted to €9.7m (+33%), while business loan issuance grew to €2m (+15%). Mortgage loans totaled €0.1m (+72%), while maintaining a conservative share within the overall portfolio. RE development loans amounted to €0.4m

We have issued a total of €177 million in loans since the start of our platform's operations



Gross issued loans, €m



Comments

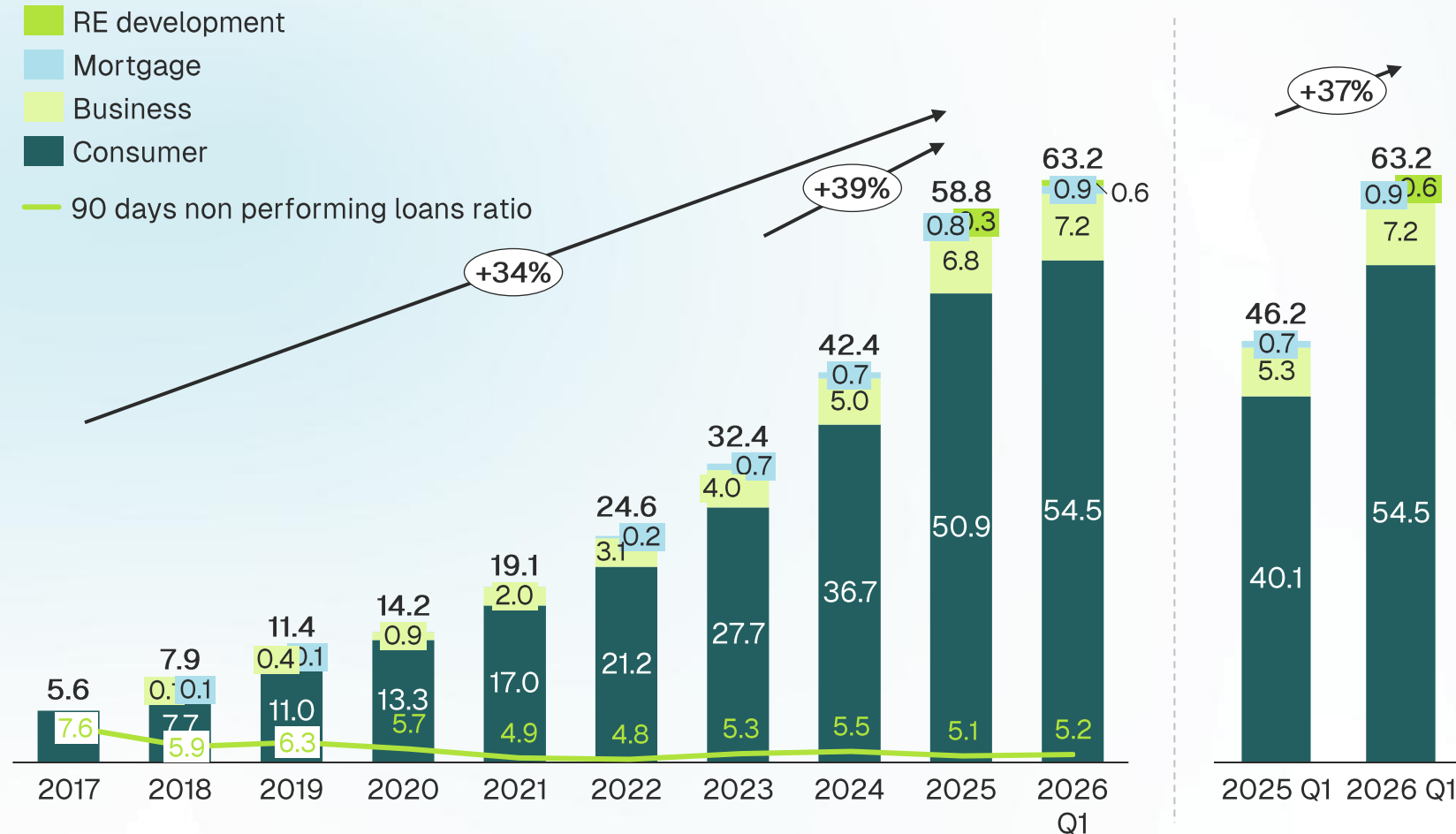
Since its inception, the platform has issued €177.6m loans. Over the entire period, the total loan volume has grown at an average annual rate of 41%, reflecting steady and consistent platform expansion.

Consumer loans remain the core product, totaling €149.3m, while the share of business and real estate development loans continues to grow steadily.

Outstanding loan portfolio has grown by 37% over the course of the year



Total outstanding loan portfolio, €m



Comments

By the end of Q1 2026, the loan portfolio reached €63.2m, marking a 37% 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 (86%), while the business and real estate loan segments have steadily increased their share, enhancing overall portfolio diversification.

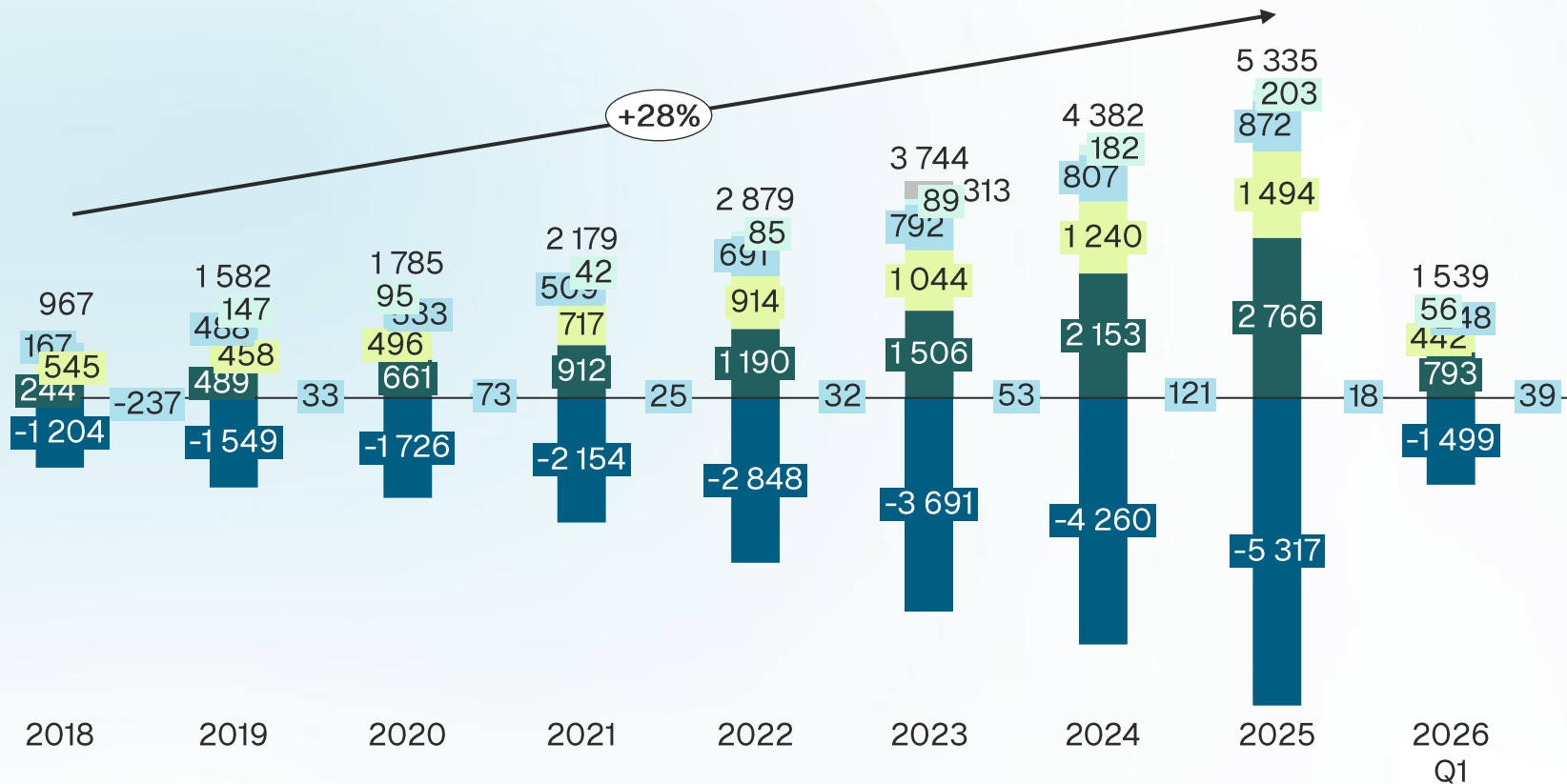
Notably, this growth was achieved while maintaining portfolio quality - the share of loans past due by more than 90 days was 5.2% at the end of the year, 0.25 percentage points lower than in Q1 2025.

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

In Q1 2026 SAVY revenue grew by 19%



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 Q1 2026, income amounted to €1.5 million, reflecting a 19% yearly increase.
- The largest share of revenue came from monthly management fees, which increased by 16% year-over-year. Revenue from origination fees grew by 27%, while interest income from issued loans increased by 15%.
- Furthermore, in Q1 2026 the company generated a net profit of €39 thousand.

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

Investors - the core of our platform's ecosystem



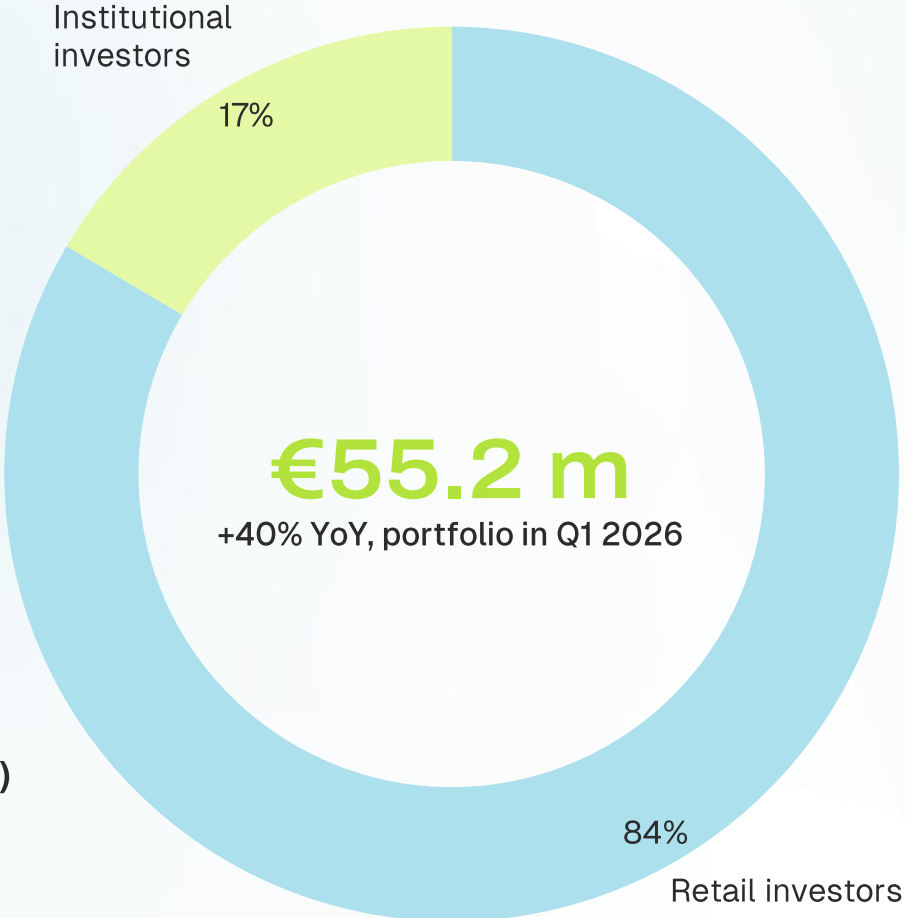
Portfolio growth by investor type

17.7 k (+7% YoY growth)
investor community

€3 400 (+28%)
average retail investor portfolio

14.9% (-0.5 p.p.)
average investor portfolio interest

21 400 (+12%)
auto-investment profiles



€9 260 552 (+89% annual growth)
institutional investors' portfolio

€45 891 535 (+33% annual growth)
retail investors' portfolio

Comments

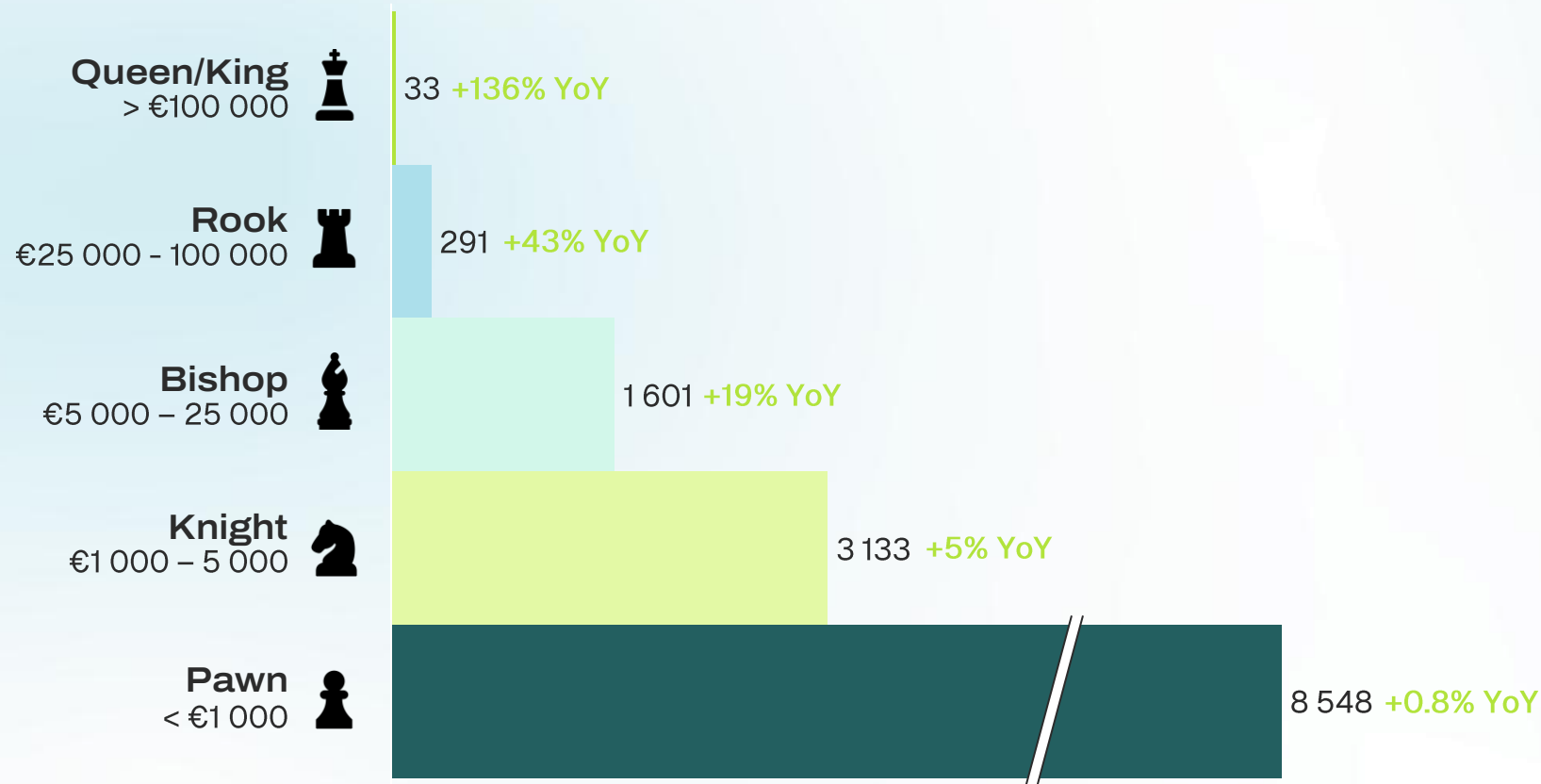
We are seeing an increasing number of investors choosing SAVY - in Q1 2026, investor portfolios grew by €15.7m (since Q1 2025) and reached €55.2m, marking a 40% annual growth.

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.

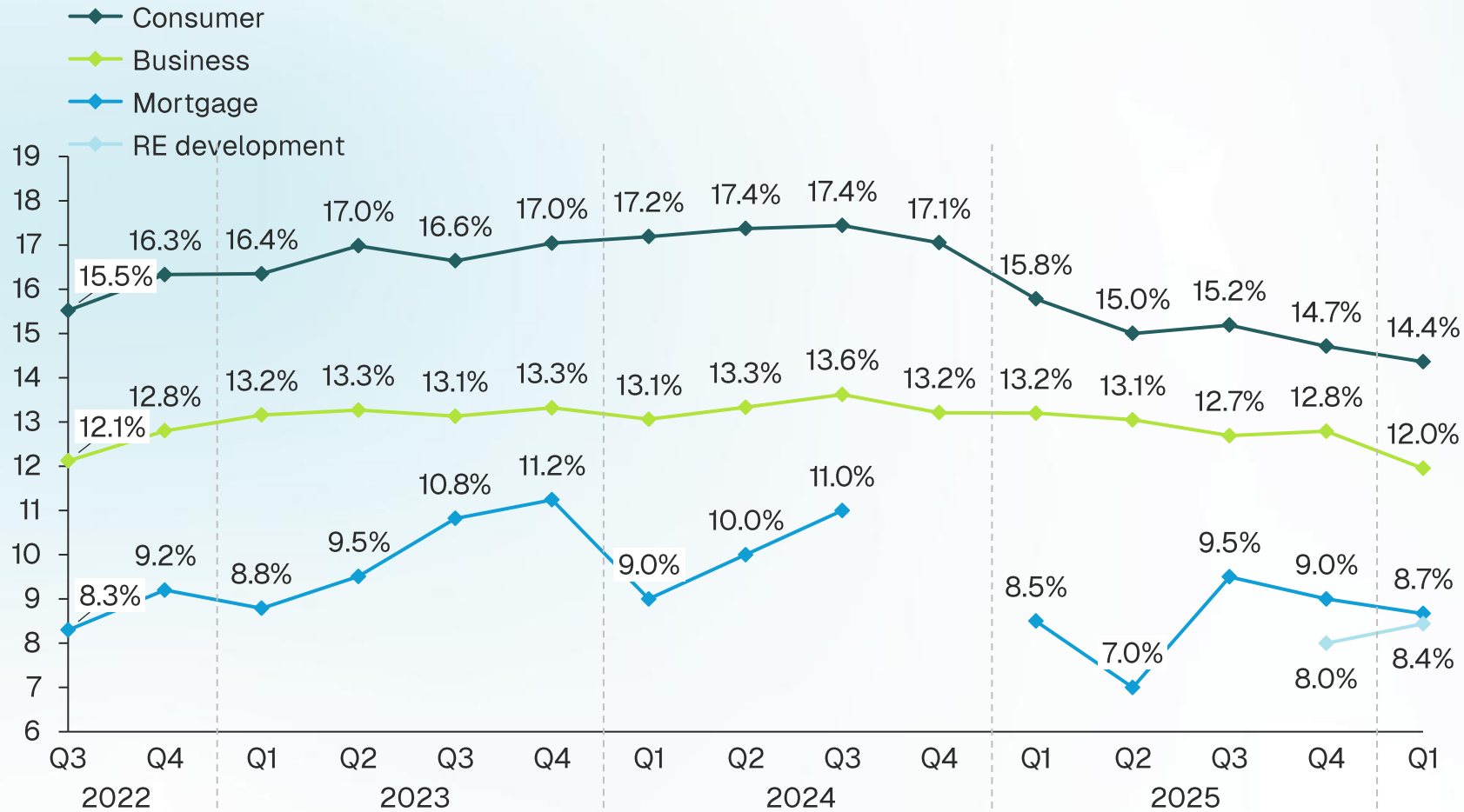
Comments

- 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 Q1 2026, the largest share of investors - 63%, 8 548 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 257 investors over the year and accounted for 12% 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, %



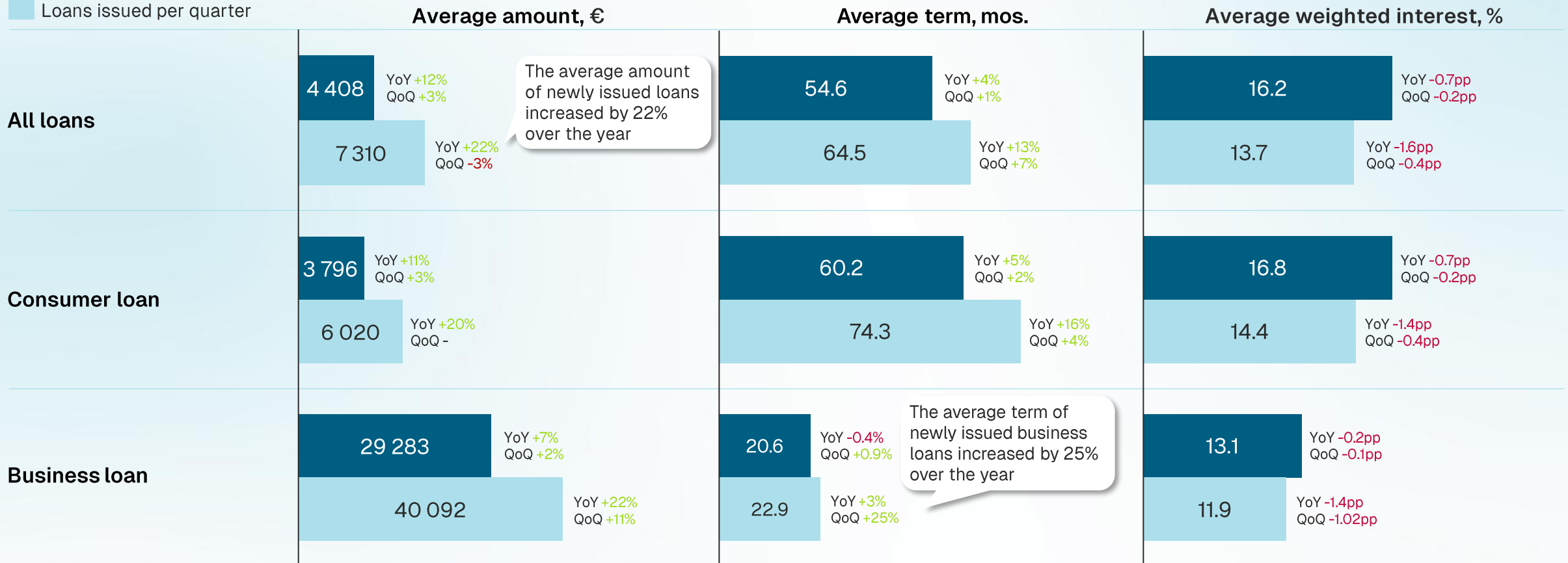
Comments

- 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 Q1 2026 were for consumer loans – the average weighted interest rate for consumer loans issued during the quarter was 14.4%, while the lowest were for RE development loans (8.4%). The average weighted interest rate for business loans was 12%, mortgage – 8.7%.

Average loan issued on the platform



■ Total portfolio
■ Loans issued per quarter



2026-03-31

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

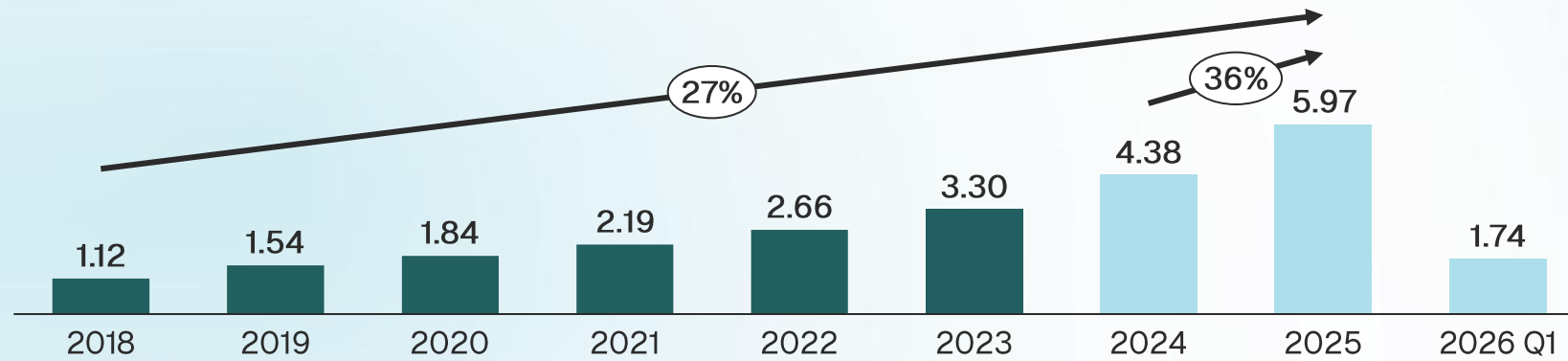
QoQ – Quarterly change: Compares how the value has changed over the course of one quarter.

Excluding real estate development loans because of limited historical data.

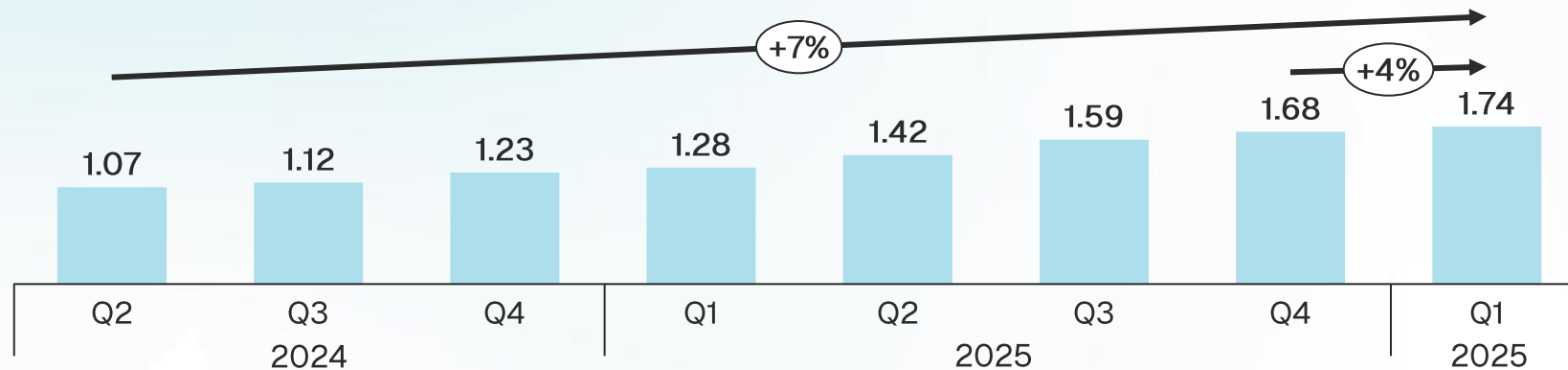
SAVY investors have earned over €26 million in interest



Paid interest, €m



Paid interest, €m



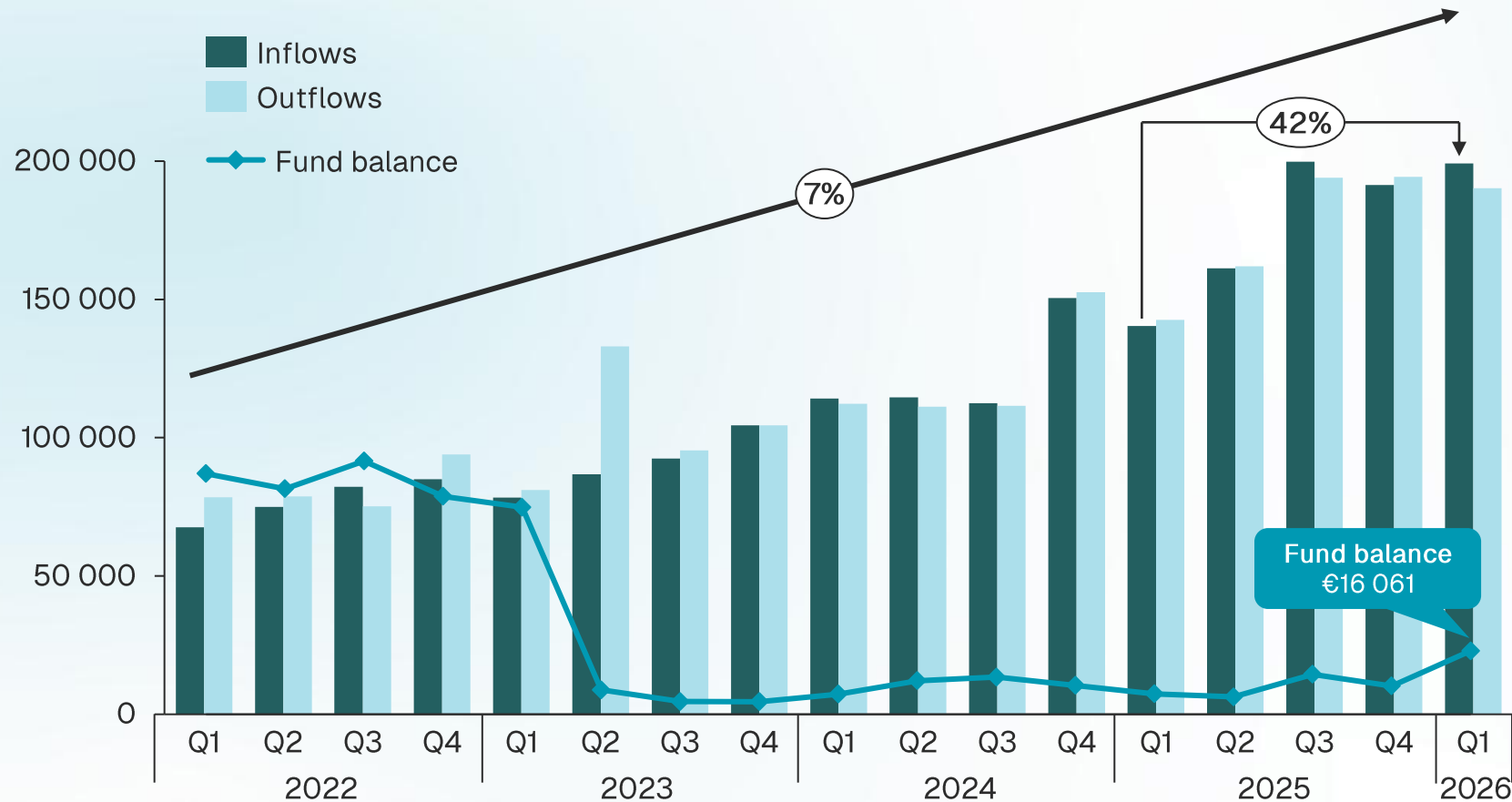
Comments

- 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 €2.7 million of non-performing loans



Investors' Fund, €



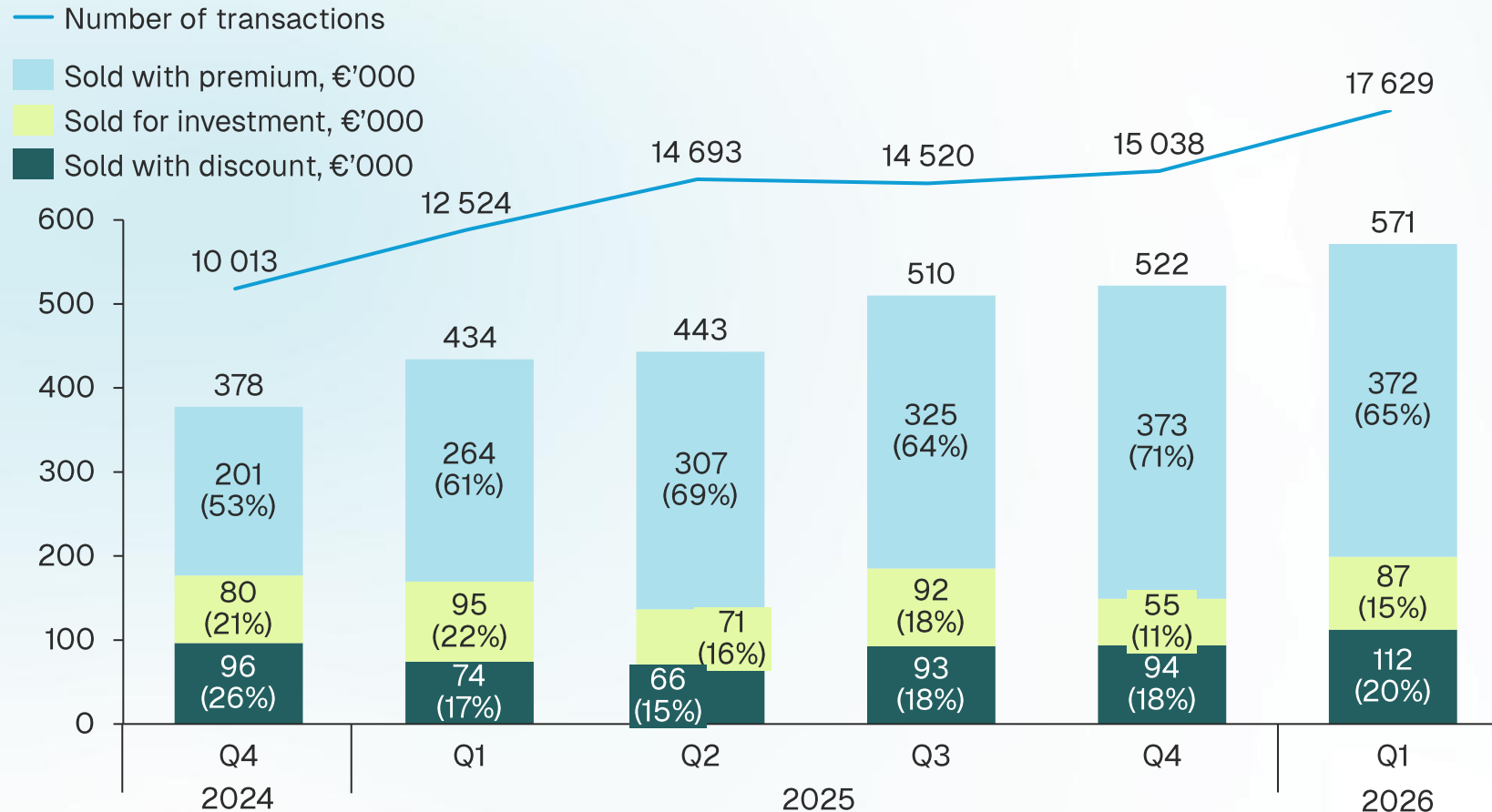
Comments

- 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 €2.7 million of non-performing loans.
- Inflows to the fund are growing every year - in the first quarter of 2026 there were €199 thousand inflows. This is 42% more than in the first quarter of 2025.
- In the first quarter the fund compensated €190 thousand late loans.

Secondary market remains active



Secondary market activity



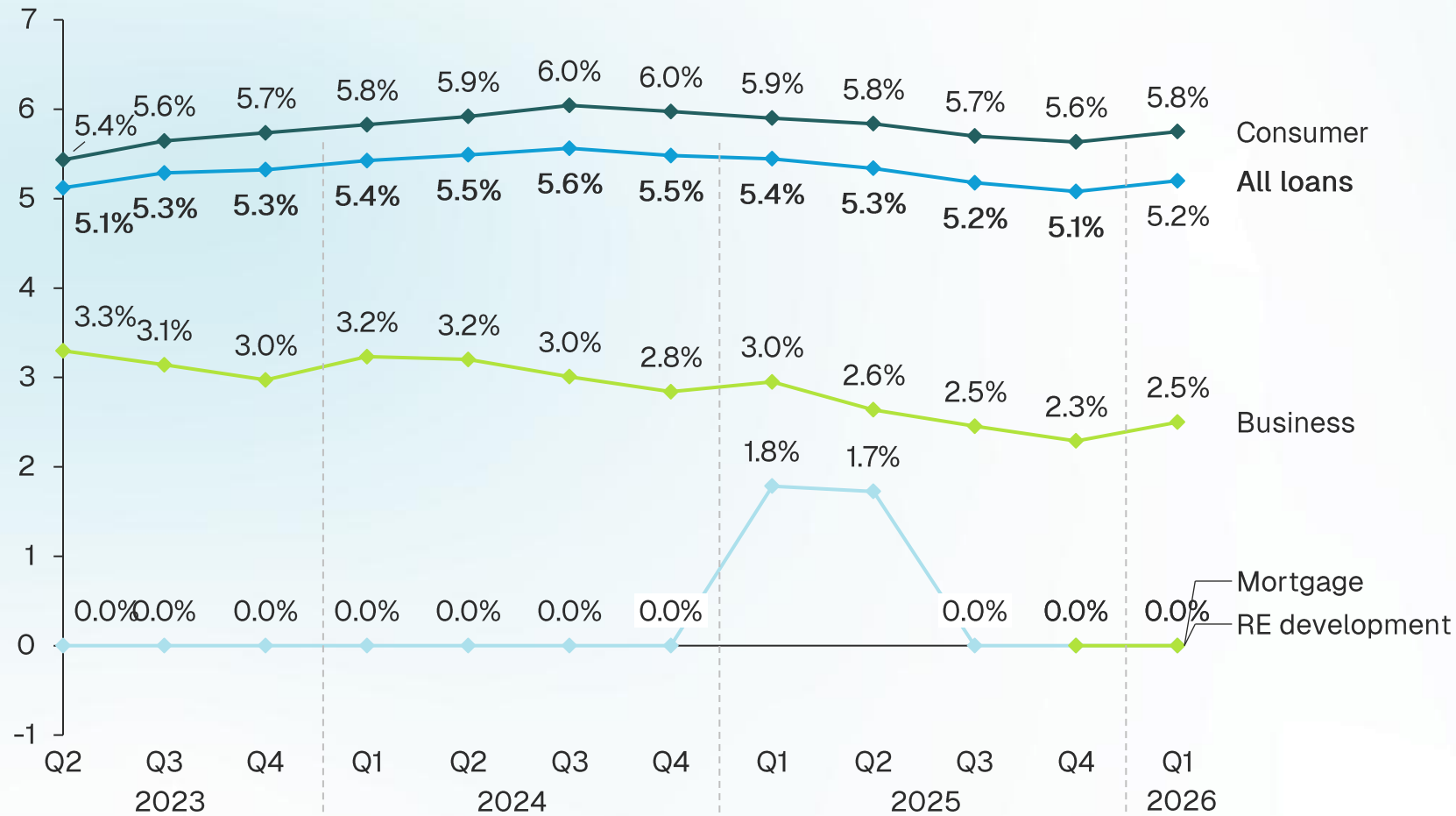
Comments

- In the first quarter of 2026, investments with premium were sold for €372 thousand (65% of total transactions), investments sold for the initial investment price - €87 thousand (15% of total transactions), investments sold with discount amounted to €112 thousand (20% of total transactions). Total amount of transactions - €571 thousand.
- We share the risk together with our investors - in March, SAVY purchased investments on the secondary market for a total of €63 900. 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

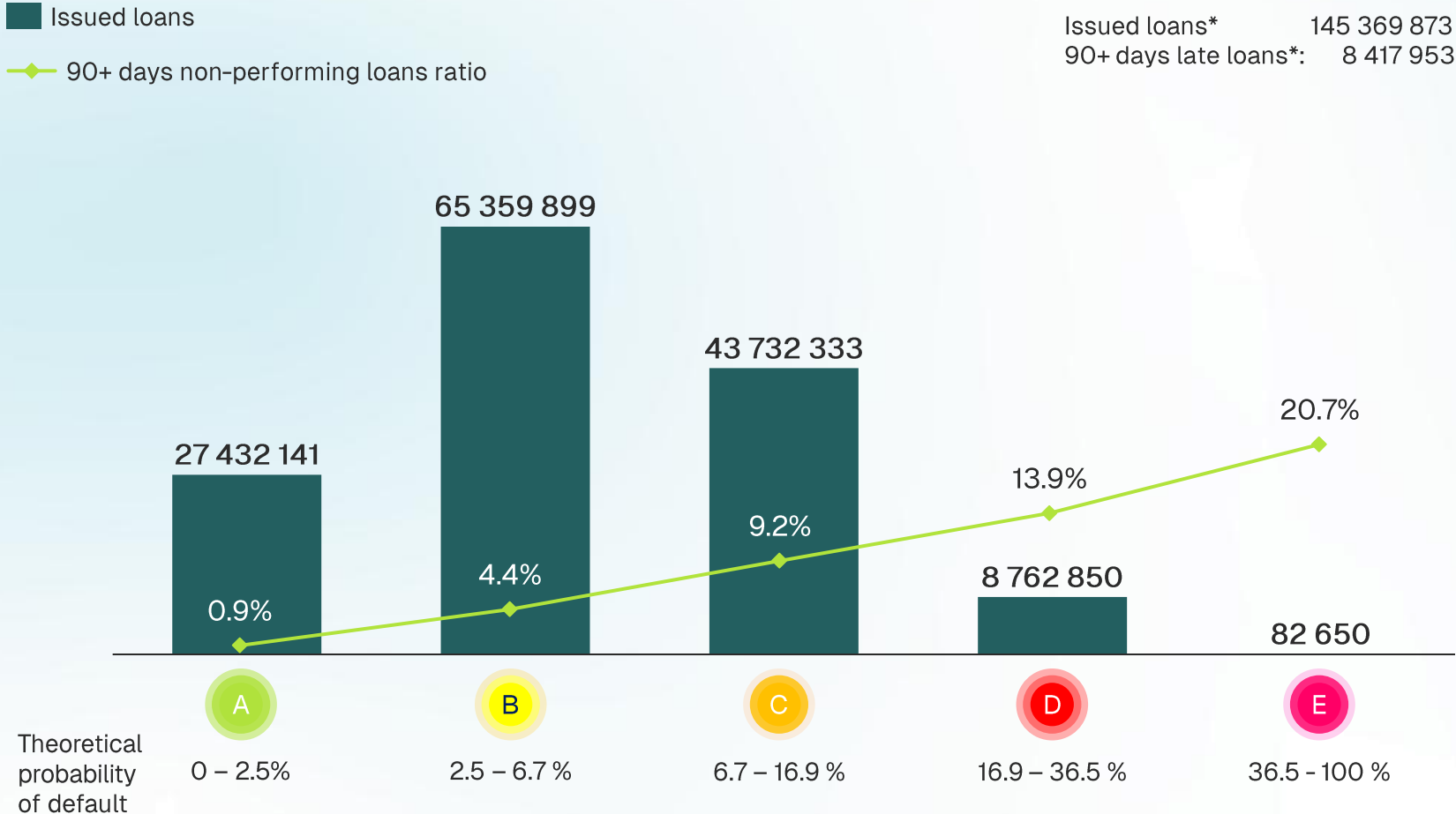
- In Q1 2026, the share of consumer and business loans overdue by more than 90 days slightly increased, while mortgage and real estate development loans had no overdue payments. At the end of Q1 2026, the overdue rates* were:

 - Consumer: 5.8% (-0.15 pp YoY)
 - Business: 2.5% (-0.45 pp YoY)
 - Mortgage & RE development: 0%
- We continue to strengthen loan assessment and recovery processes. In the first quarter, a total of €567k was recovered and returned to investors through pre-litigation and litigation efforts, representing a 27.6% increase compared to the same period last year.
- In the first quarter, SAVY's recovery team, working to reach agreements with borrowers who were not meeting their obligations, conducted a total of 1 680 phone calls, 256 registered letters, 5 264 SMS messages, 148 contract termination notices and 48 844 emails.

Debt collection



Consumer loan quality by ratings, 2026-03-31



*Only those loans are included, which have a rating

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 142 deaths of borrowers were recorded, and 79 loans were repaid by heirs. 20 agreements were made with heirs regarding payments on schedule, 43 heirs to the loan borrowers did not appear.

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!