Activity report

Q3 2026

SAVY

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SAVY

Most important events of Q3 2026

SAVY's managing company repaid its €8m bond issue ahead of schedule

This is the fourth bond issue the company has successfully placed and repaid to investors. "The early redemption of the bonds demonstrates our financial stability and consistent fulfilment of obligations, while continued investor interest in our bonds confirms trust in our operations," says SAVY CEO Audrius Žiugžda. 👉 Read more in the article here.

International investor week

This initiative is a reminder that financial literacy and investment knowledge are among the most important skills for achieving financial well-being. This week we organised a variety of activities, culminating in an open house day at the SAVY office.

Investor community meeting

At the latest meeting, the creator and host of the podcast "Tapk geresniu" Artur Lebedenko shared not only his successes but also the investments that let him down, and his path to financial peace of mind. 🎥 Watch the full conversation here.

We joined the Total defense association

A strong Lithuania starts with each of us. That is why SAVY joined the Total defense association. You can join the association here.
In addition, together with the investor community we supported the "Dronatonas" initiative, aimed at strengthening the defense capabilities of Ukraine and Lithuania.

Portfolio guarantees

SAVY was the first investment and financing platform to sign an agreement with ILTE on state portfolio guarantees for financing small and medium-sized businesses. The programme provides additional protection to investors and improves access to financing for businesses. €2.5m has already been financed through the platform for business growth and expansion. This is almost half of the €5.3m of loans planned under this instrument. Read more here.

Since the start of SAVY activities:

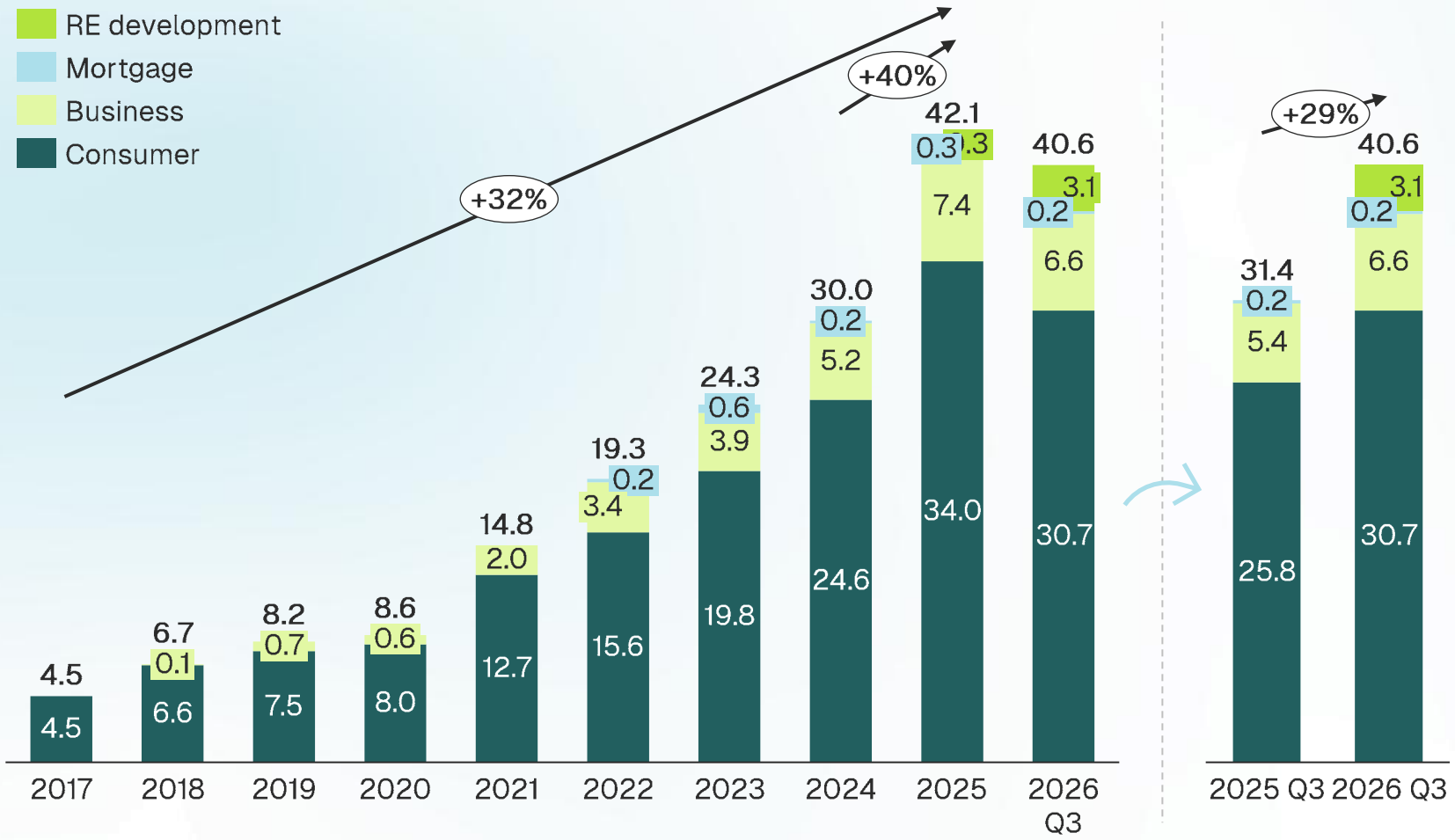
Gross issued loans	€206m
Registered investors	30 405
Registered borrowers	288 992
Weighted avg. interest rate of new loans	12.5%
Non-performing loans	4.71%

Main platform updates

- **Account top-up** - you can now do this directly in the app or self-service area without leaving the SAVY environment.
- **Auto-investment profiles for mortgage loans** – you can now invest automatically in all types of loans: consumer, mortgage, business and RE development.
- **The secondary market now shows the amount invested in a loan.**
- **Extended investments overview** – a new section, “Recovery results”, has been added.
- **Improved report structure** – information on discounts received on the secondary market has been moved to the Secondary market table.
- **Notifications section introduced** – there you will see the most important and relevant news.
- **Updated mobile app:** more features, easier navigation and a better investing experience.

New loan issuance shows strong growth: +29% yoy

Newly issued loans, €m



Comments

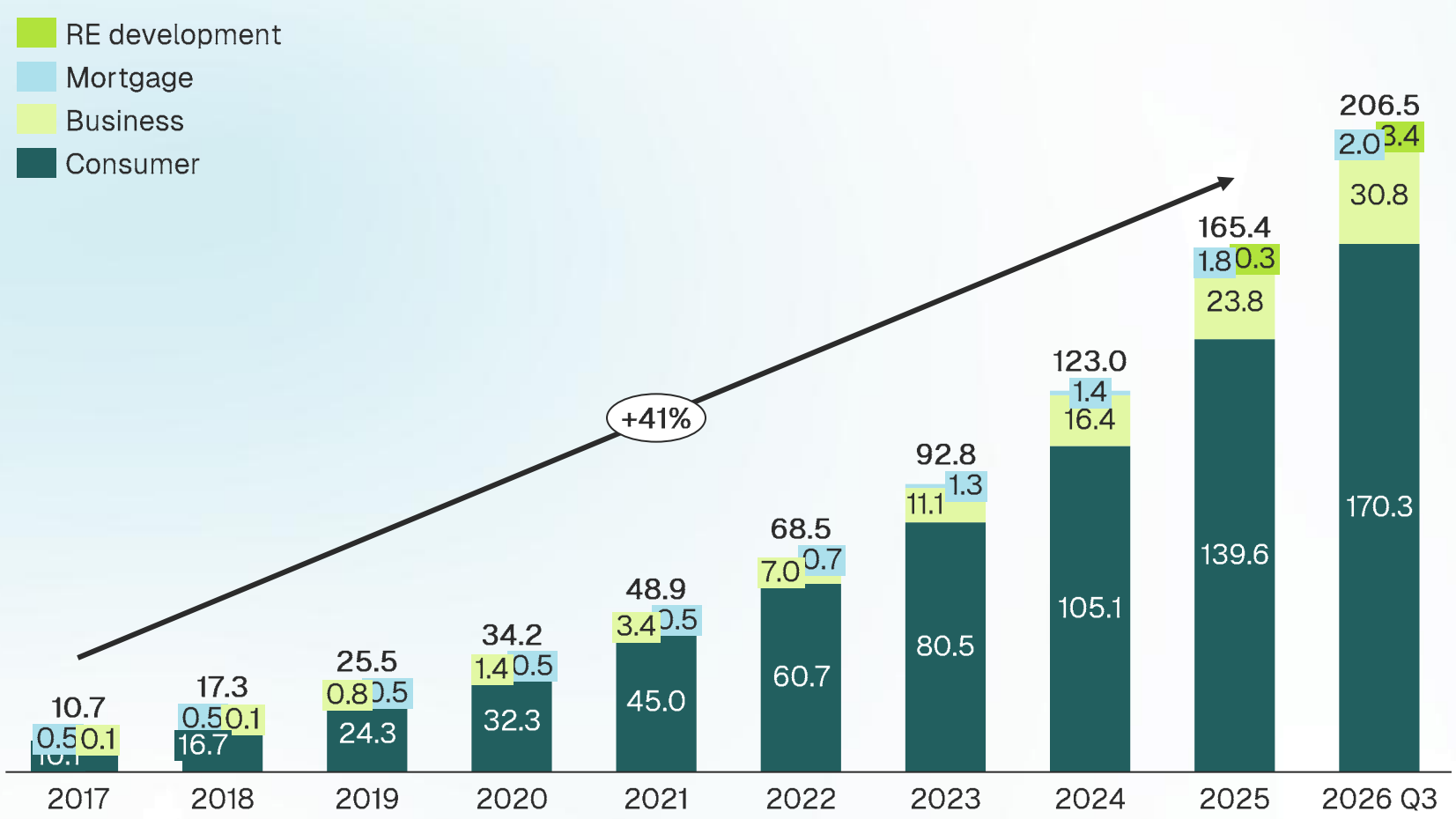
In the first three quarters of 2026, the total volume of newly issued loans reached €40.6m, 29% higher than in the same period of 2025.

Growth was driven by both the consistently strong consumer lending segment and the accelerating expansion of business financing. Consumer loans amounted to €30.7m (+19%), while business loan issuance grew to €6.6m (+23%). Mortgage loans totaled €0.2m (-12%).

The fastest growth is in financing for RE development projects – over the three quarters we issued loans worth €3.1m.

Since the start of the platform's operations we have issued a total of €206m in loans

Gross issued loans, €m



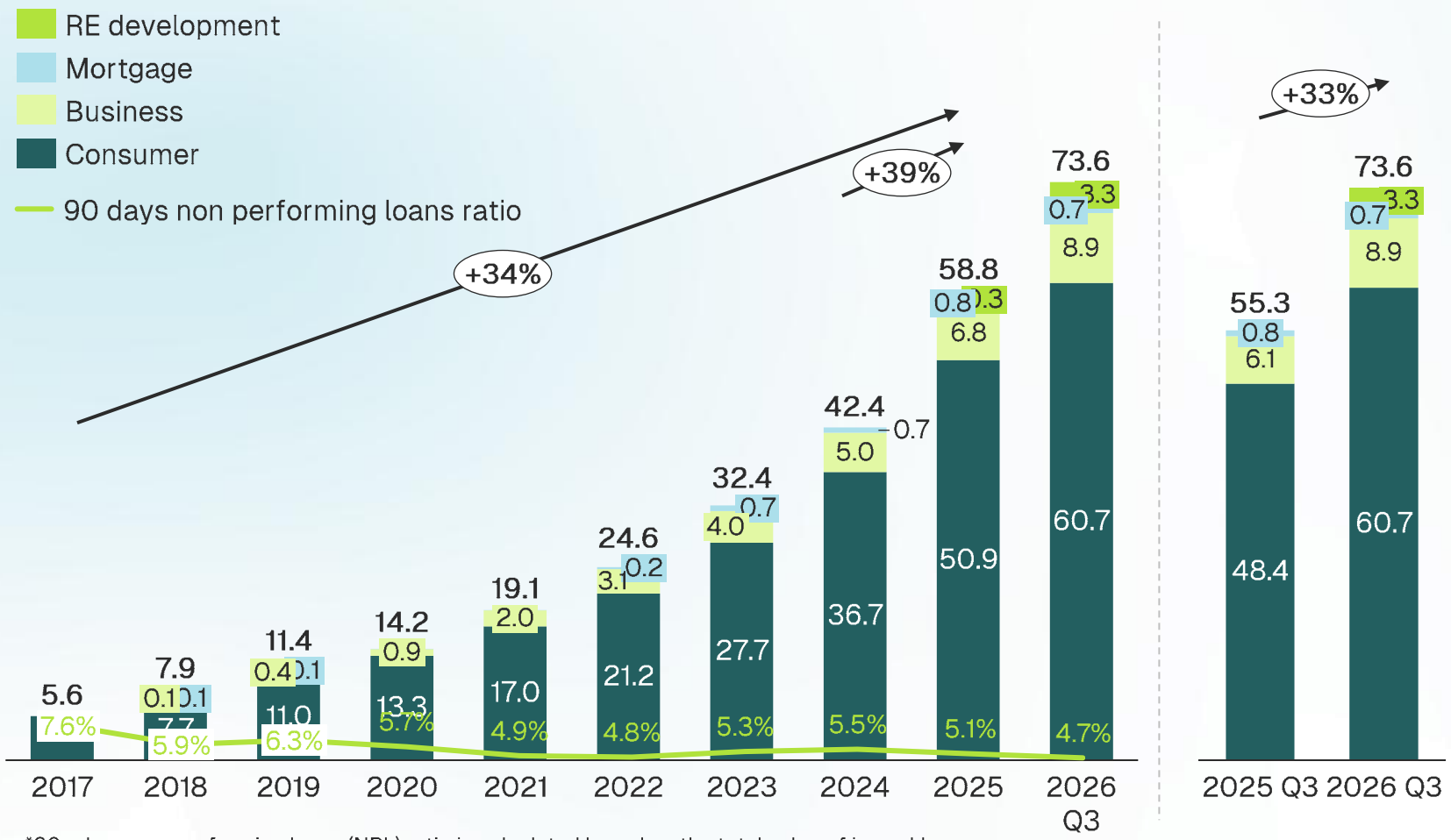
Comments

Since its inception, the platform has issued €206m of 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 (€170m), while the share of business and RE development loans continues to grow steadily.

Outstanding loan portfolio has grown by 33% over the course of the year

Total outstanding loan portfolio, €m



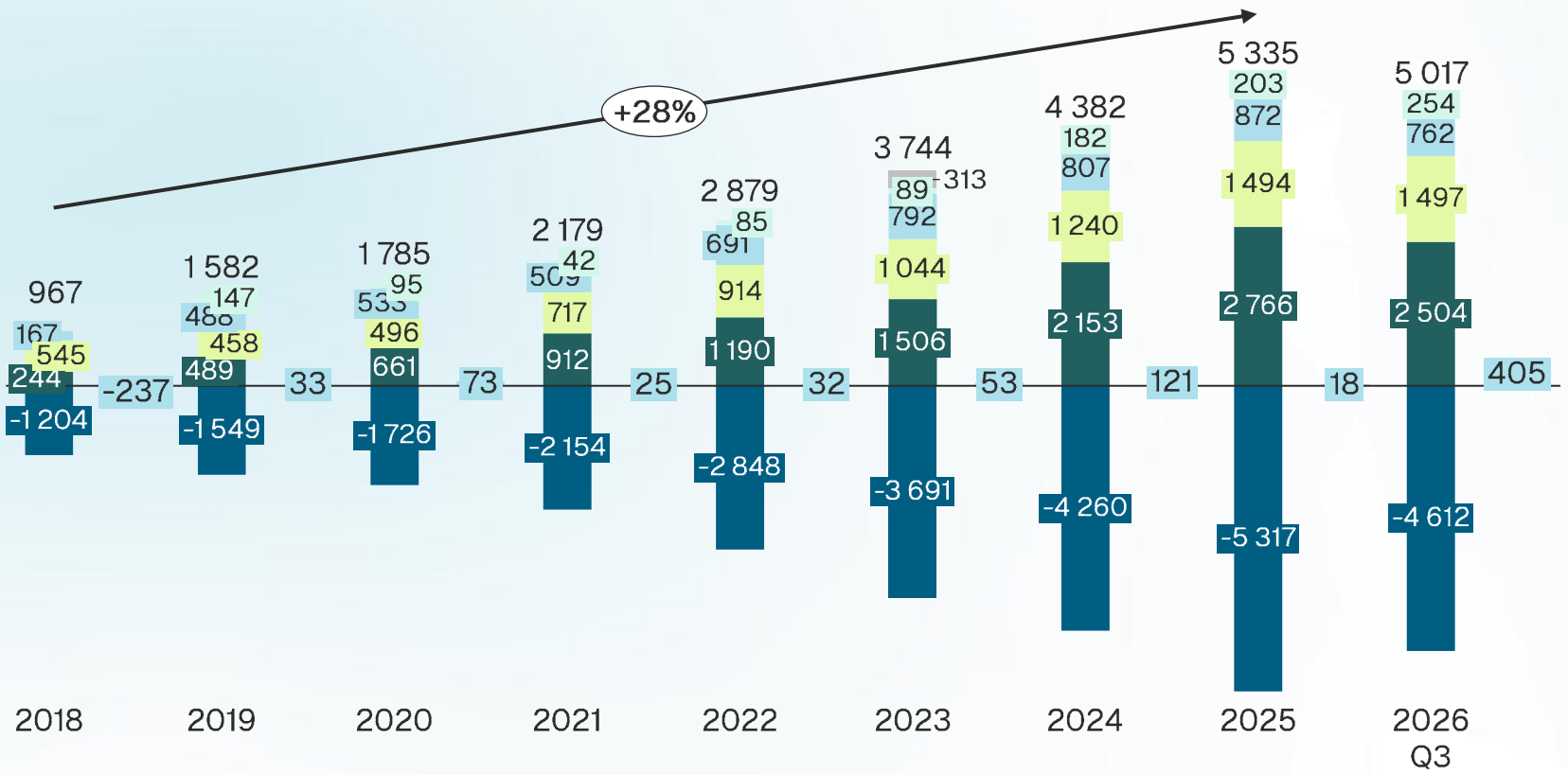
*90+ days non-performing loans (NPL) ratio is calculated based on the total value of issued loans.

Comments

- By the end of Q3 2026, the loan portfolio reached €73.6m, marking a 33% 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 (83%), 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 at the end of Q3 was 4.71%, 0.47 percentage points lower than a year earlier.

SAVY revenue grew by 23%

Income structure, €k



Comments

- By diversifying its revenue sources, SAVY has built three sustainable and substantial revenue streams – since 2018, income has grown by 28% a year. By the end of Q3 2026, income from regular operations reached €5m, 23% more than a year earlier.
- Monthly management fees make up the largest share of revenue – up 18% over the year. Origination fees grew by 32% and interest income from issued loans by 14%.
- Net profit for the first nine months of 2026 was €405 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

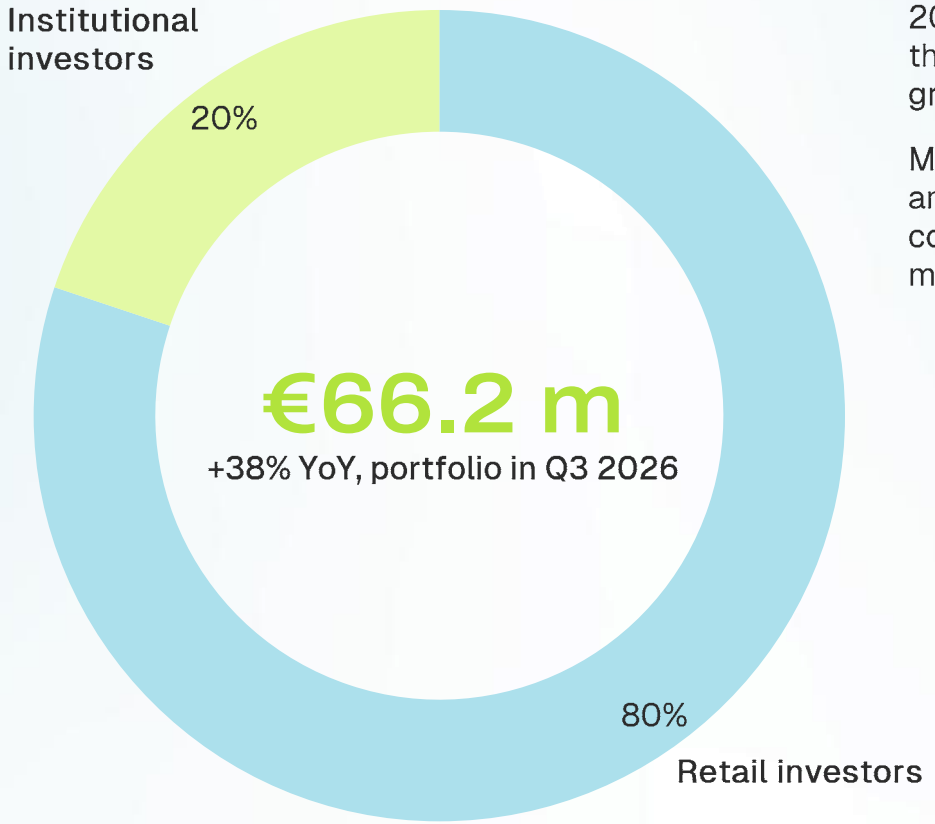
Portfolio growth by investor type

18.3 k (+8% YoY growth)
investor community

€3 800 (+27%)
average retail investor portfolio

14.5% (-0.7 p.p.)
average investor portfolio interest

22 800 (+14%)
auto-investment profiles



€13 155 822 (+67% annual growth)
institutional investors' portfolio

€53 041 072 (+32% annual growth)
retail investors' portfolio

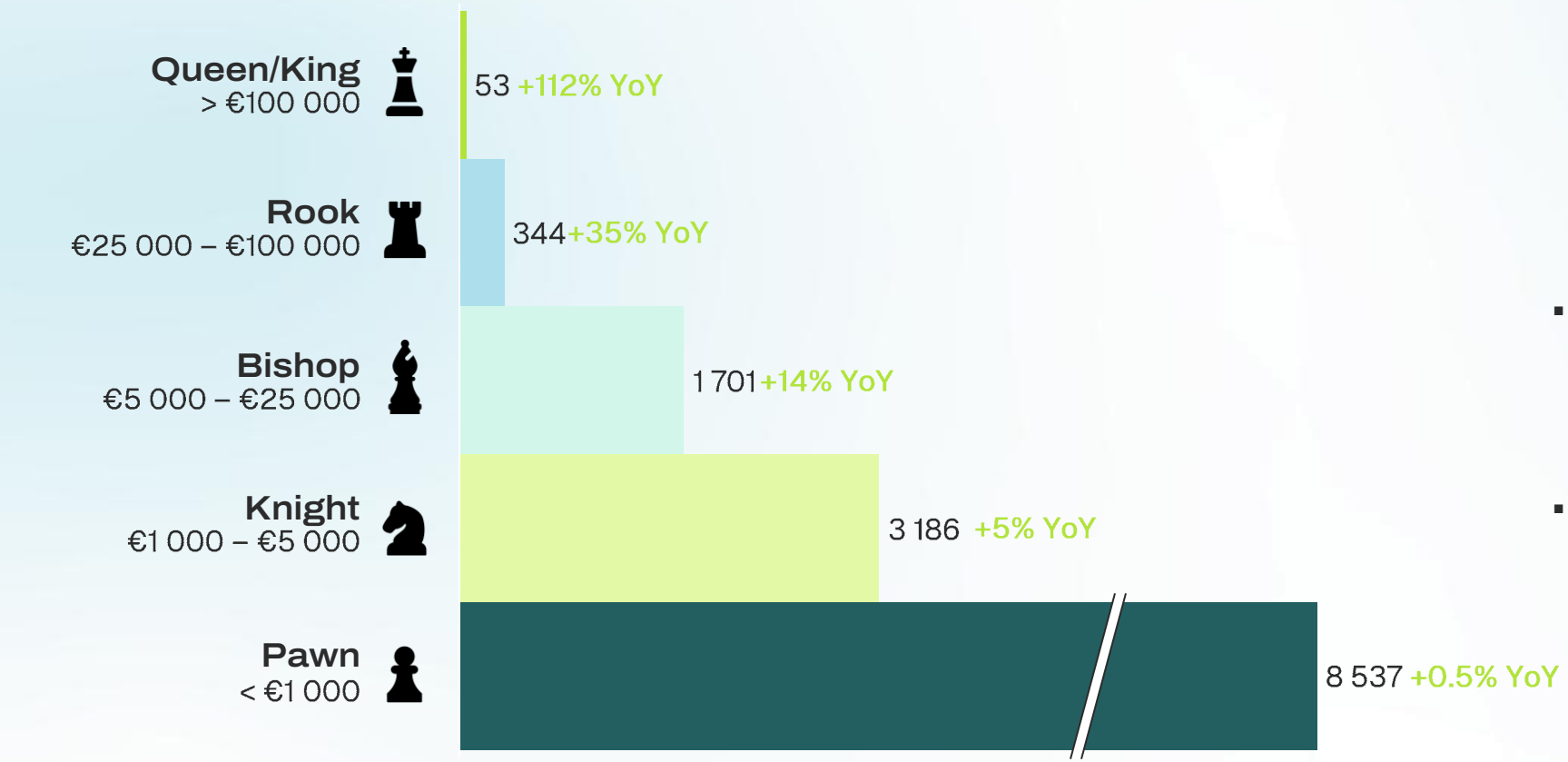
Comments

We are seeing an increasing number of investors choosing SAVY - at the end of Q3 2026, investor portfolio was €18.2m larger than a year earlier and reached 38% 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



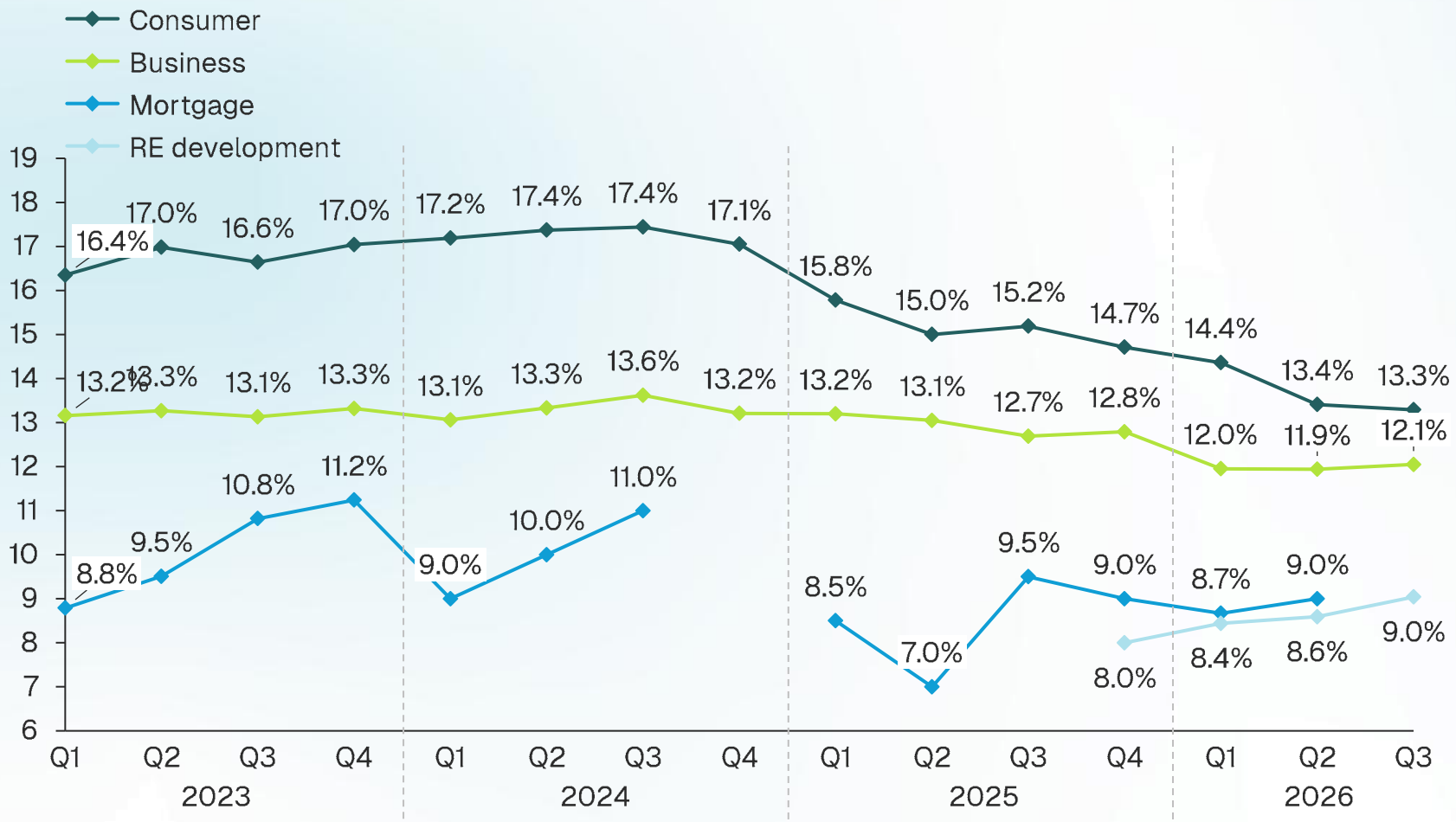
YoY – Annual change: Compares how the value has changed over the course of one year.

Comments

- In 2025, we introduced a loyalty program 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 Q3 2026, the largest share of investors - 62%, 8 537 investors - were in the Pawn tier, with portfolios up to €1 000. However, the share of Pawns is gradually decreasing.
- 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 204 investors over the year and accounted for 12% of all investors.

Each investor will find a suitable investment on the platform according to their risk appetite

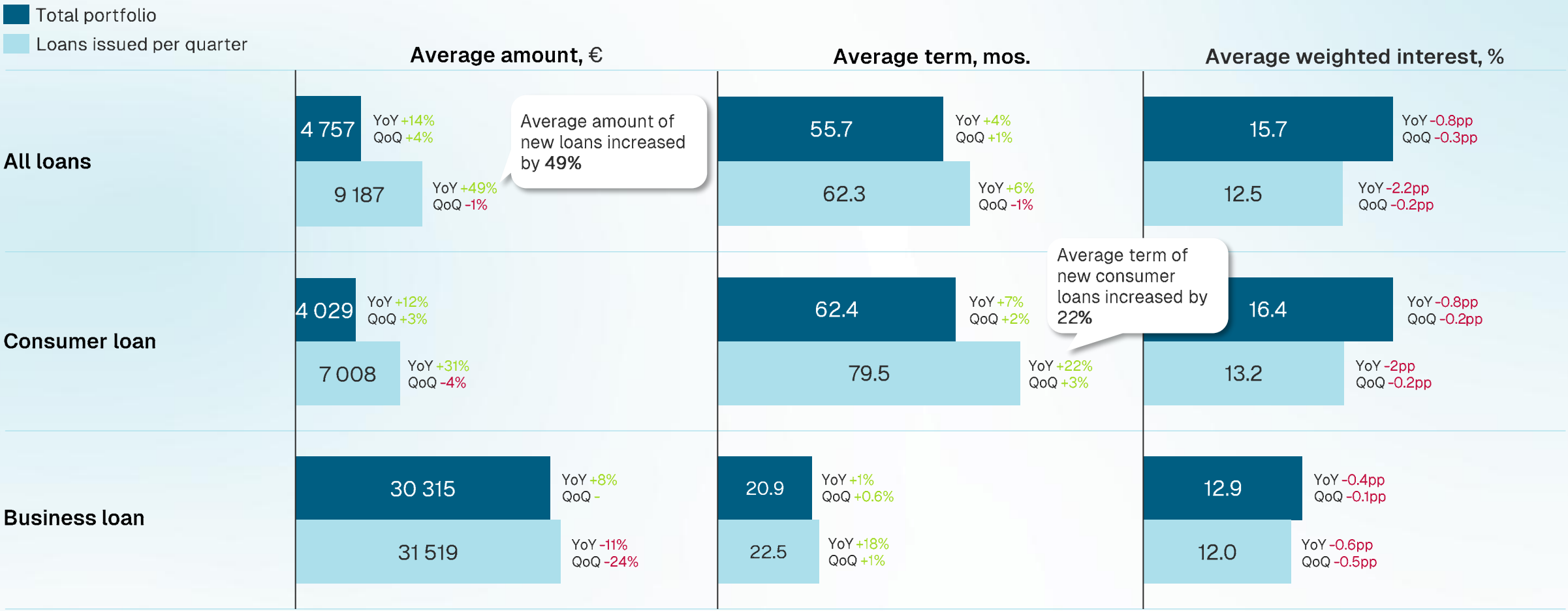
Average weighted interest rate of loans issued per quarter, %



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 differ in return, risk, terms and collateral.
- The highest interest rates on the platform in Q3 2026 were for consumer loans – the average weighted interest rate for consumer loans issued during the quarter was 13.3%, while the lowest were for RE development loans (9%). The average weighted interest rate for business loans was 12.1%.

Average loan issued on the platform

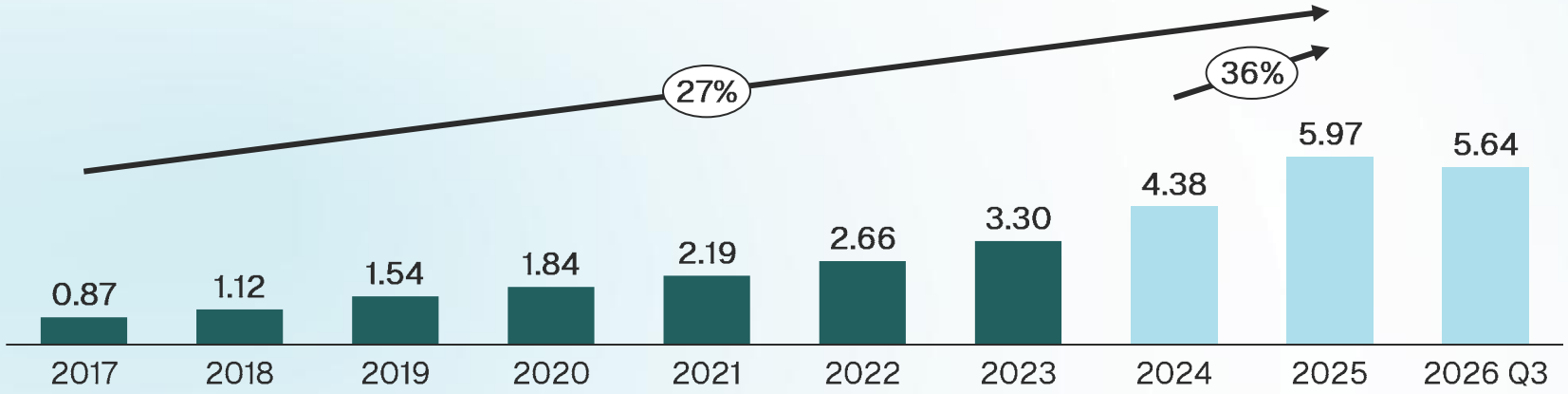


2026-09-30

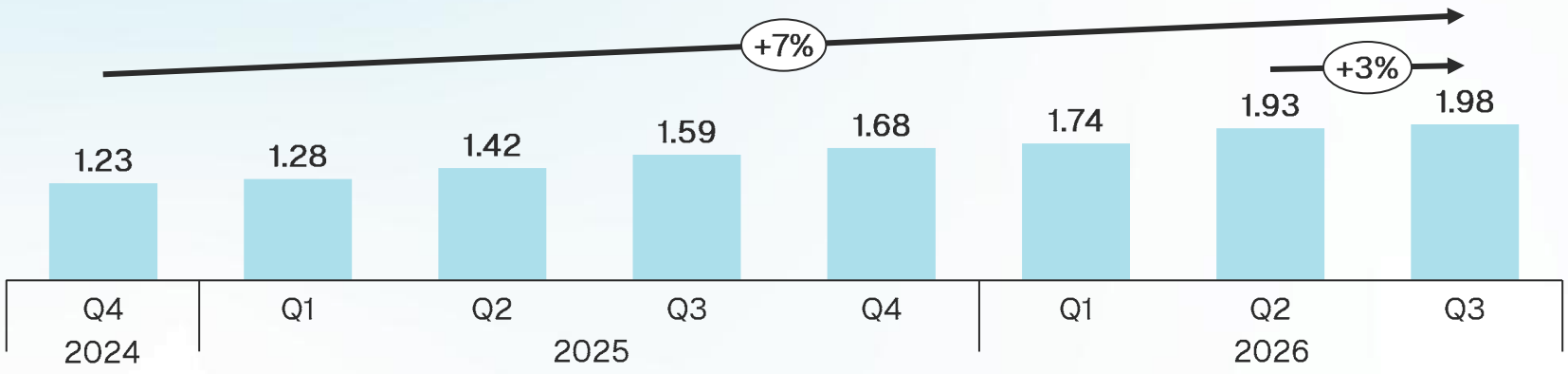
YoY – Annual change: Compares how the value has changed over the course of one year.
QoQ – Quarterly change: Compares how the value has changed over the course of one quarter.
Excluding real estate development loans because of limited historical data.

SAVY investors have earned over €30 million in interest

Paid interest, €m



Paid interest, €m

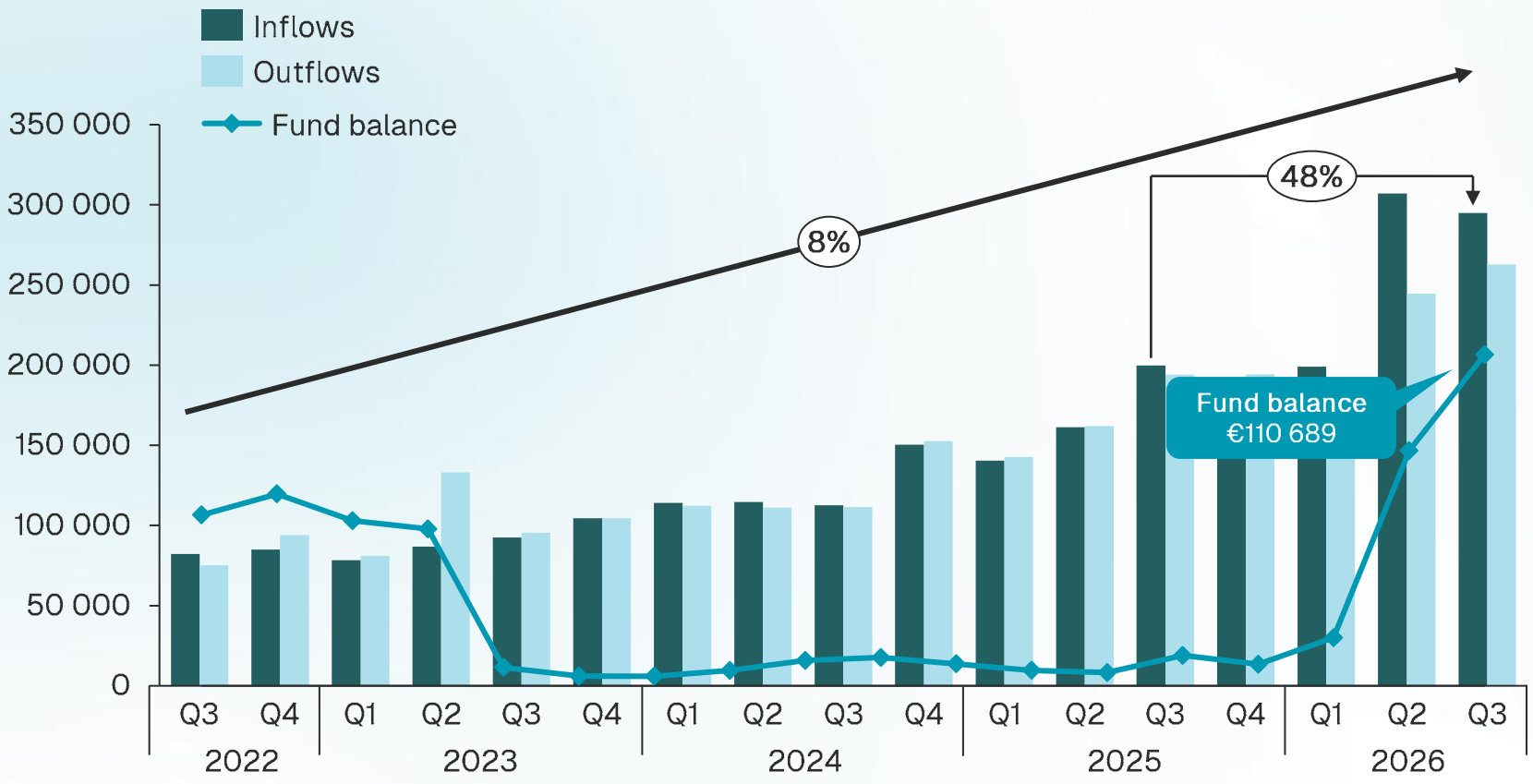


Comments

- Since 2018, the amount of interest paid per year has grown by 27% annually on average. 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.

Investors' fund has compensated over €3.2m of non-performing loans

Investors' fund, €

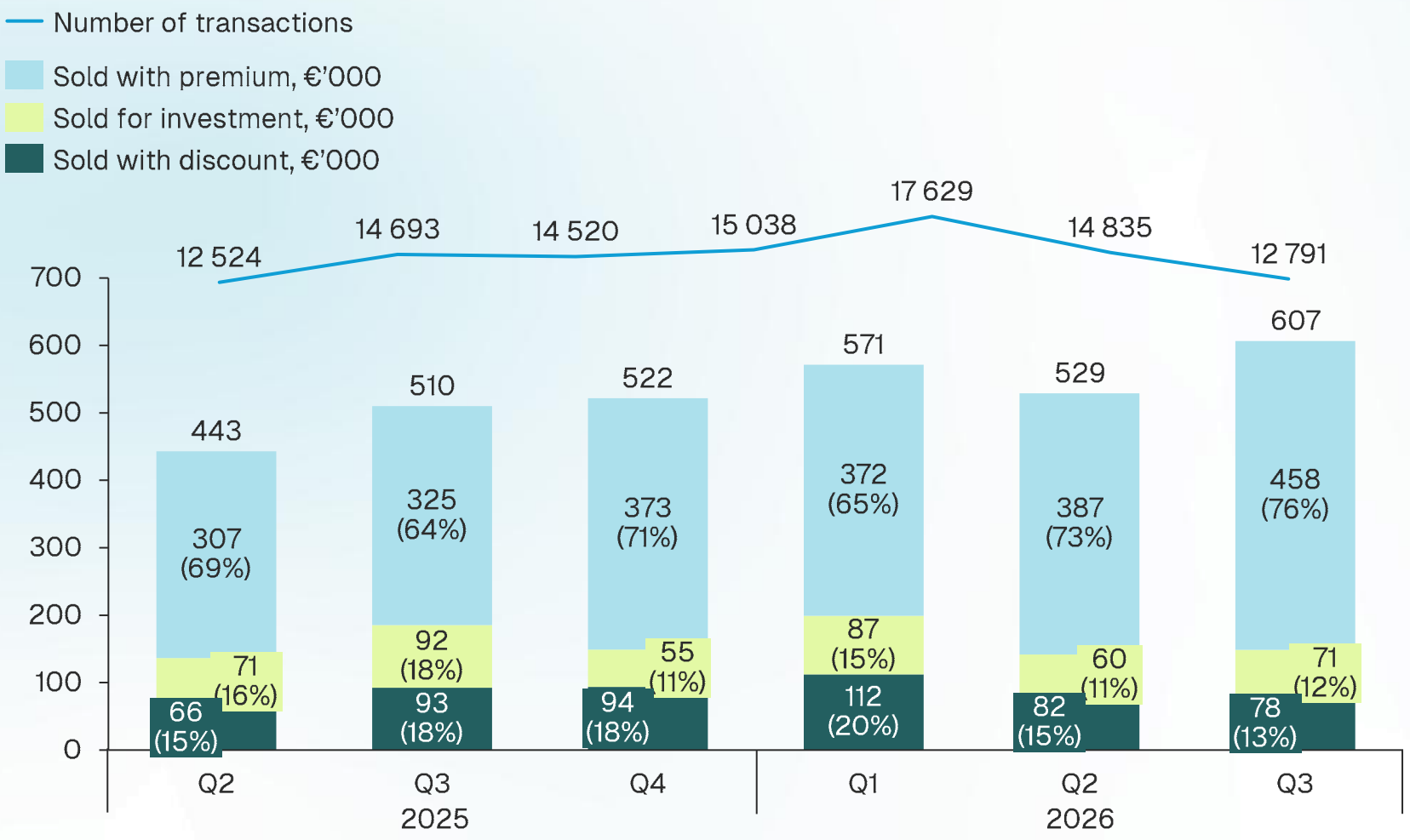


Comments

- The Investors' fund has become an excellent instrument for reducing investment risk and compensating for possible losses - since the start of SAVY's activities, the fund has compensated for over €3.2 million of non-performing loans.
- Inflows to the fund are growing every year - in Q3 2026 there were €295 thousand in inflows. This is 48% more than in the same period last year.
- In Q3 the fund compensated over €263 thousand of late loans.

Secondary market remains active

Secondary market activity

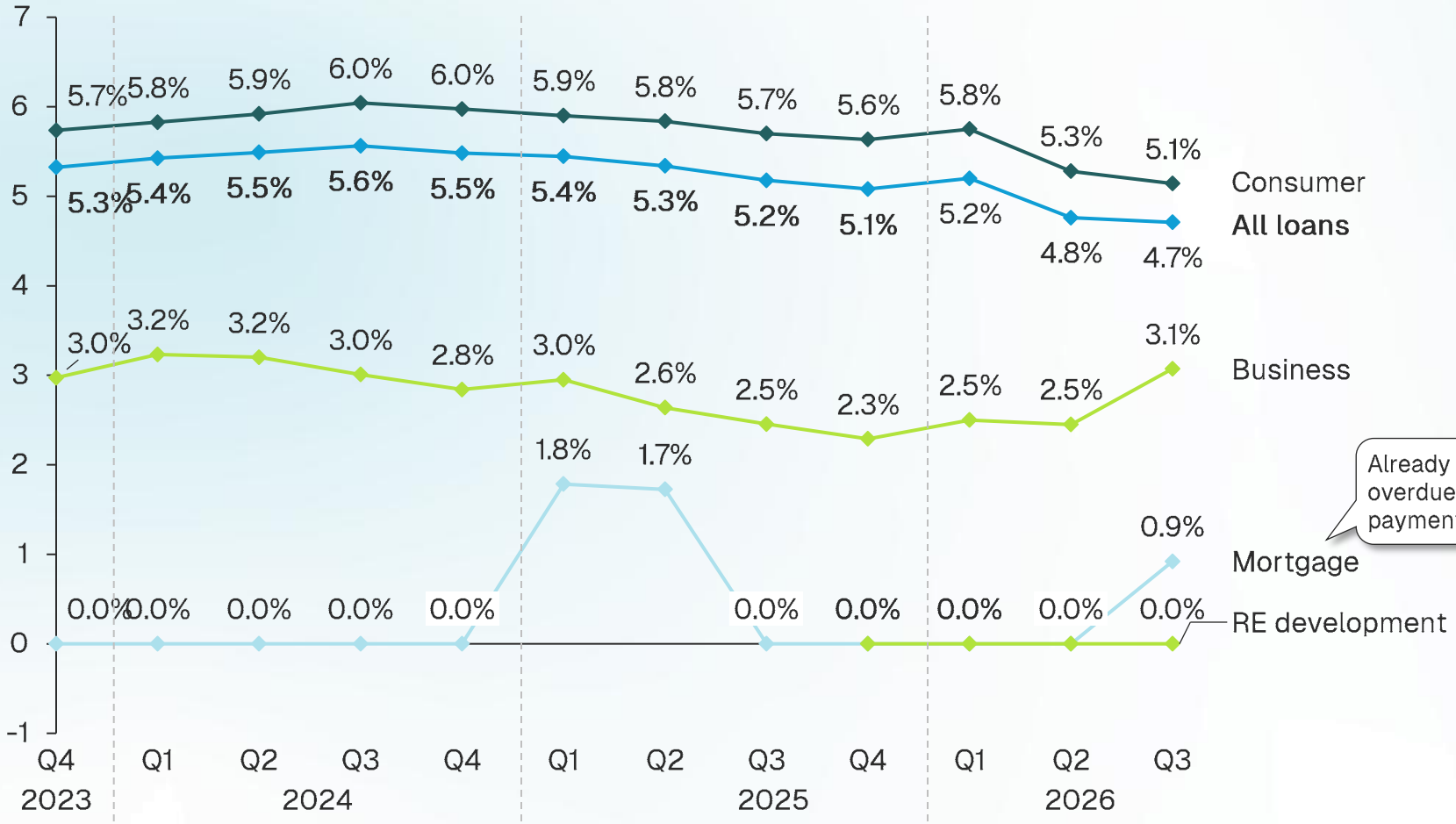


Comments

- In Q3 2026, investments with premium were sold for €458 thousand (76% of total transactions), investments sold for the initial investment price - €71 thousand (12% of total transactions), investments sold with discount amounted to €78 thousand (13% of total transactions). Total amount of transactions - €607 thousand, 15% more than in the previous quarter.
- To further encourage secondary market activity, in August and September SAVY bought investments on the secondary market for €107 270.

Active recovery keeps risk and return balanced

Share of loans overdue by more than 90 days



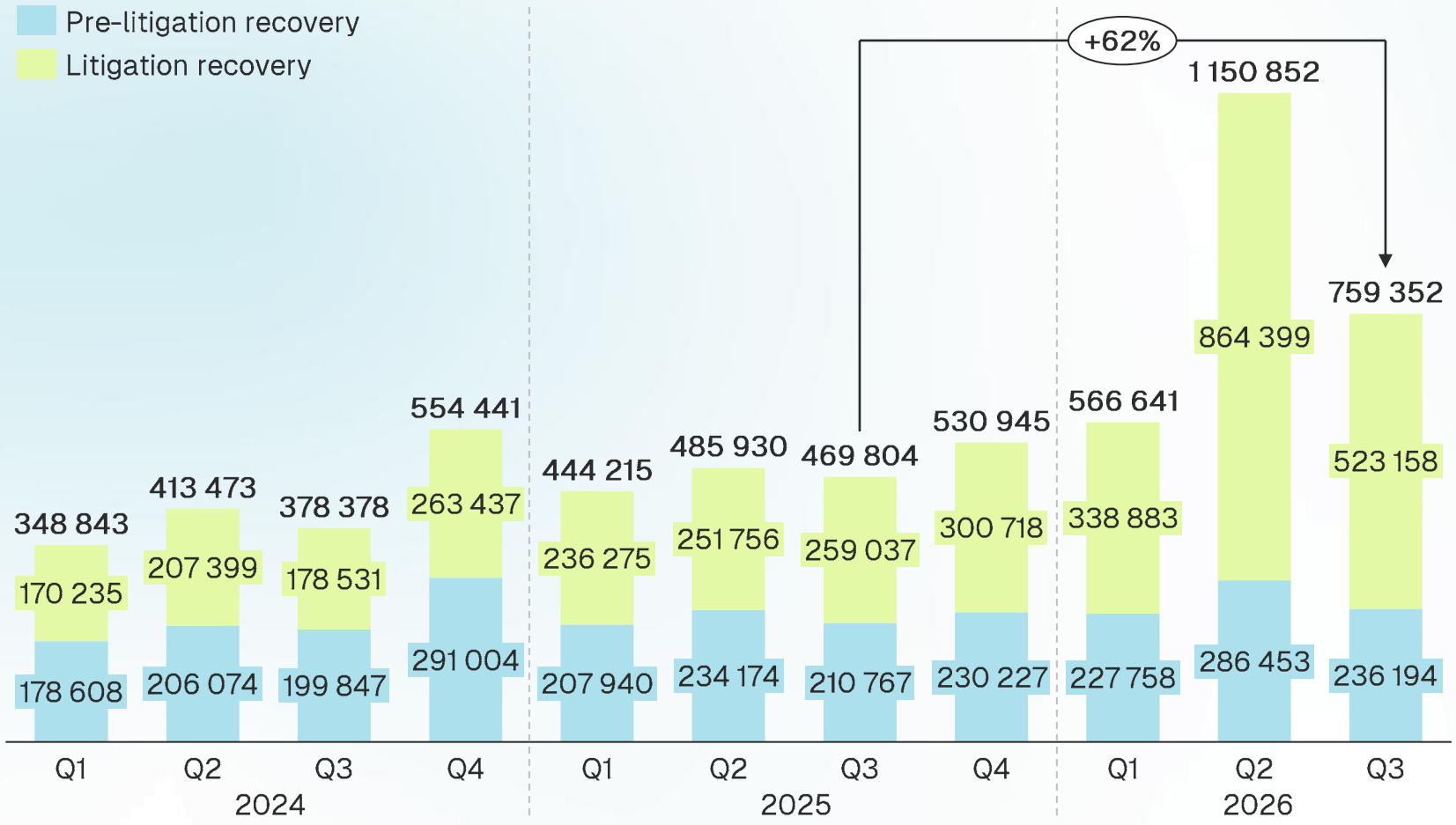
*90+ days non-performing loans (NPL) ratio is calculated based on the total value of issued loans.

Comments

- In Q3 2026, the share of consumer loans overdue by more than 90 days decreased, while RE development loans had no overdue payments. At the end of the quarter, the overdue rates* were:
  - Consumer: 5.1% (-0.56 pp YoY)
  - Business: 3.1% (+0.62 pp YoY)
  - Mortgage: 0.9%
  - RE development: 0%.

Recovery results

Recovered debts, EUR

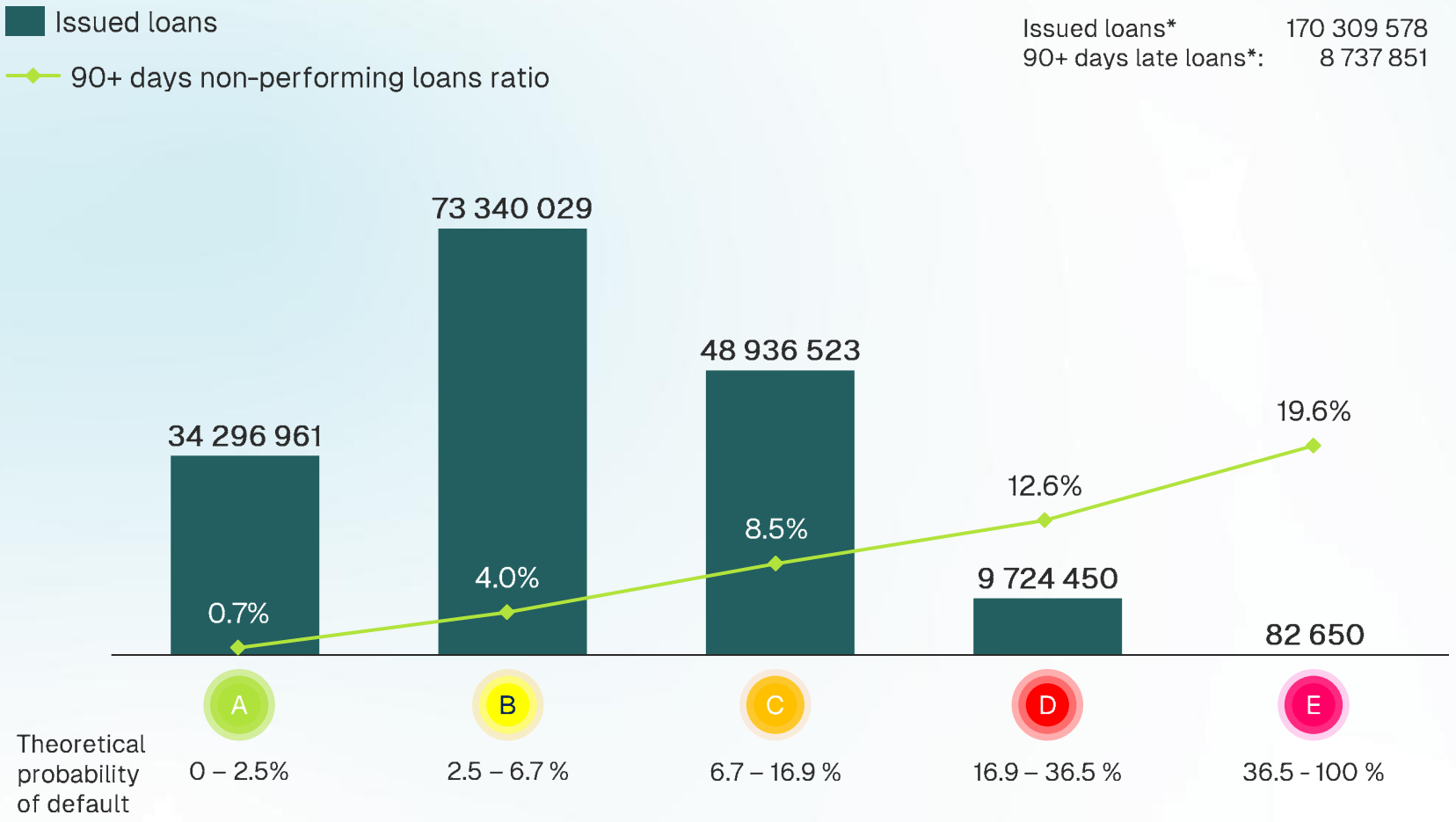


Comments

- We continue to strengthen loan assessment and recovery processes. In Q3 2026, a total of €759 thousand was recovered and returned to investors through pre-litigation and litigation efforts. Compared to the same period last year, the recovery rate increased by 62%.
- In Q3 2026, SAVY's recovery team, working to reach agreements with borrowers who were not meeting their obligations, conducted a total of 1 352 phone calls, 232 registered letters, 4 781 SMS messages, 145 contract termination notices and 43 213 emails.

Debt collection

Consumer loan quality by ratings, 2026-09-30



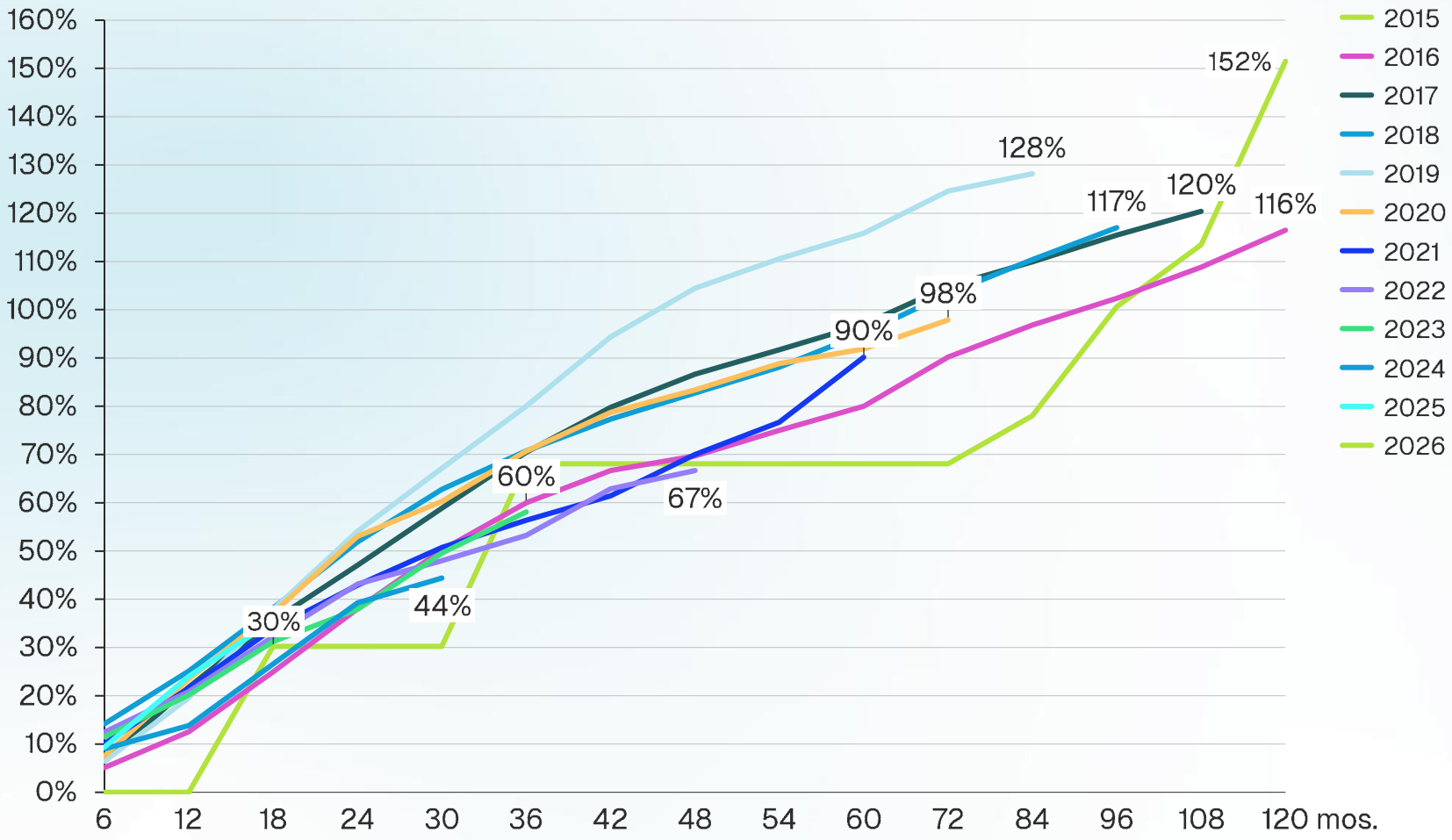
*Only those loans are included, which have a rating

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%. Since the beginning of SAVY's activity, 13 private individual bankruptcy cases have been recorded, 6 of which are paying under a court-approved solvency recovery plan, 3 bankruptcy cases were terminated and 4 cases were completed. A total of 146 deaths of borrowers were recorded, and 79 loans were repaid in full by heirs. 21 agreements were made with heirs on payments according to schedule, while for 46 loans no heirs have appeared so far.

Recovery results for defaulted loans

Recovery of defaulted loans after contract termination



Comments

Upon termination of a loan agreement, the debt recovery process begins. Where an agreement can be reached with the borrower on repayment in instalments, legal recovery is generally not pursued. Otherwise, the debt is recovered through court proceedings.

Most funds are typically recovered within the first 3–5 years, while, on average, the full outstanding principal at the time of default is recovered within 6 years. Recovery may continue beyond this period, meaning that total recoveries can exceed 100% of the outstanding principal, as they may also include interest, late payment charges and other amounts awarded by the court. A defaulted loan therefore does not necessarily result in a permanent loss of investment.

For example, for loans terminated in 2017, approximately 97% of the outstanding principal had been recovered after five years. After nine years, total recoveries had reached approximately 120%, reflecting the recovery of principal as well as interest and other amounts awarded.

Thoughtful investments with SAVY!

Me and You. Thoughtful Lithuania. We were not born millionaires, therefore we fight for our future ourselves. We learn. We work. We do not repeat our parents' financial mistakes. Banks did not believe in us – now they cannot convince us! Expensive loans make us smile, 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!

UAB „Bendras finansavimas“

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