

S  V Y  
**Activity** report  
2022 Q1



# Contents

Most important events of 2022 Q1

3

Newly issued loans

4

Financial results

7

Investors and borrowers

9

Loan indicators

11

Paid interest

14

Investors' Fund

15

Secondary market

16

Debt collection

17



## Most important events of 2022 Q1

### Support for Ukraine

SAVY supports Ukraine - already on the first day of war, which was started by Russia, we have invited our investors' community to unite, express support and donate to NGO "Blue / Yellow". We have transferred more than 30 000 Eur, however, we continue collecting the funds and we will not stop until the victory of Ukraine! Together we can do even more, so you can join the fight of Ukraine for all our freedom [here](#).

### Investors' community meeting

In March, the first Investors' community of 2022 meeting took place with SAVY CEO Audrius Žiugžda.

### Application for Specialized bank licence

SAVY's holding company, Neverest Capital, has attracted 4.5 million euros of new investment and, together with its partners, has applied to the Bank of Lithuania for a specialized bank license.

## 2022 Q1 results

### Issued loans

Despite the war that has started in February, during the first quarter we have issued consumer loans for more than 3.67 M Eur, business loans – for more than 0.77 M Eur. In total during the Q1 we have issued loans for more than 4.44 M Eur.

In comparison with the same period in 2021, this quarter we have issued 52 % more loans – 36 % more consumer loans and 232% more business loans.

### Evaluated applications

In the first quarter we received and evaluated 16 137 consumer loan applications. In comparison with Q4, the amount of received applications decreased by 1.3%.

### New investors

In the first quarter 1 214 new investors have registered in our platform. The total number of registered investors at the end of Q1 was 38 188.

378 new investors became active investors. The total number of active investors at the end of Q4 was 12 418.

### Paid interest

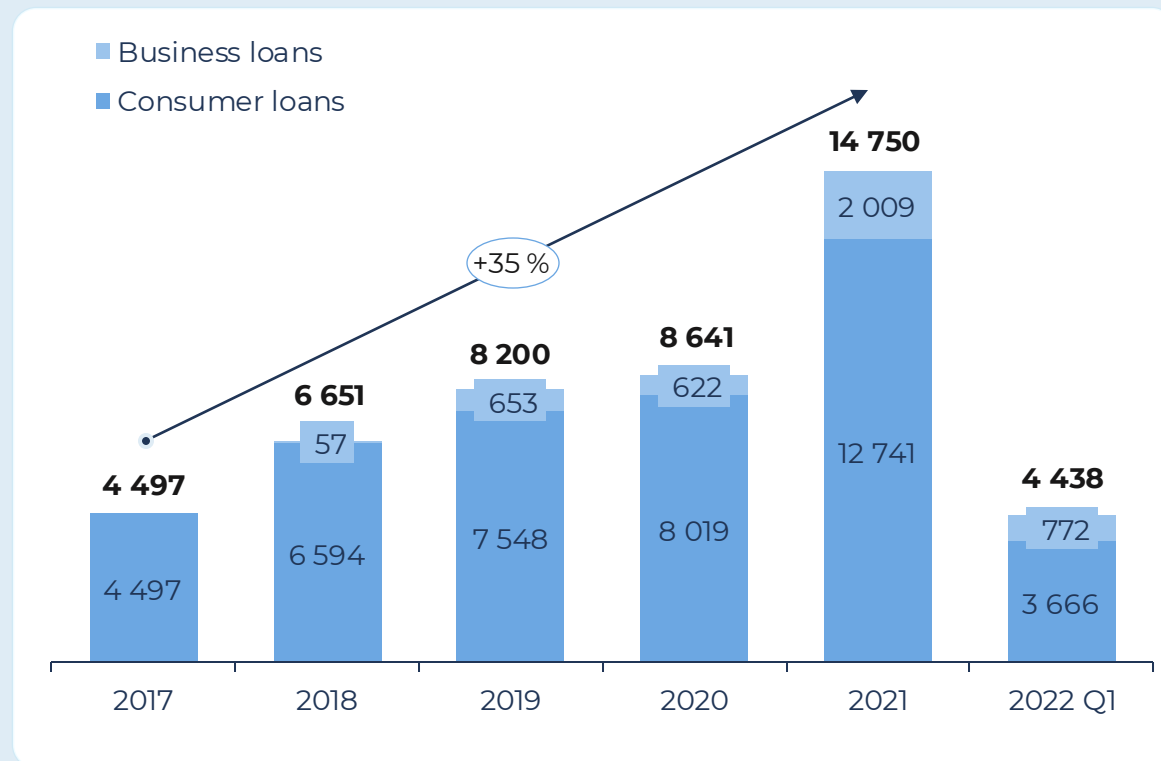
In the first quarter of 2022 we paid 0.61 M Eur of interest to investors. Until the end of 2022 Q1, in total we have paid 8.99 M Eur of interest.

## Nuo veiklos pradžios:

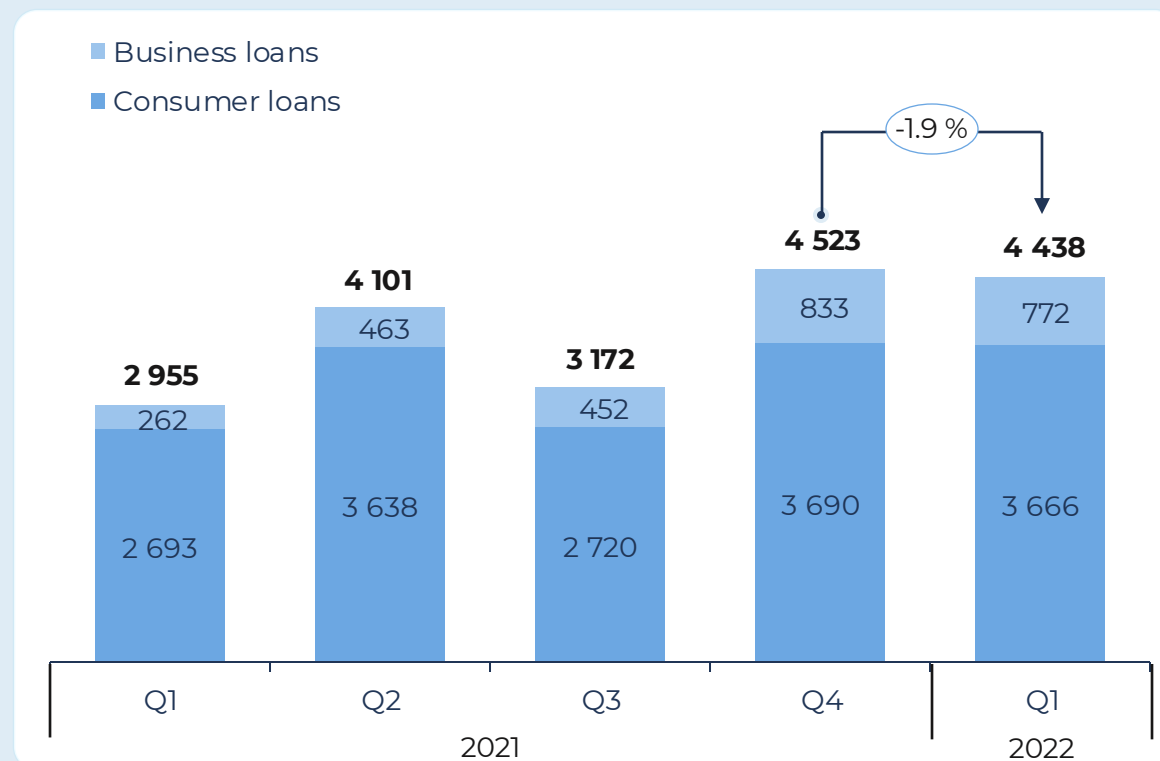
Gross issued loans	<b>53.4 M €</b>	Registered investors	<b>38 188</b>	Registered borrowers	<b>152 198</b>	Weighted average interest rate	<b>18.3 %</b>	Non-performing loans ratio	<b>4.89 %</b>
--------------------	-----------------	----------------------	---------------	----------------------	----------------	--------------------------------	---------------	----------------------------	---------------

During the first quarter of 2022 we have issued 1.9% less of new loans than in 2021 Q4 - 4 437 894 Eur. We have issued the most loans in January (1 528 030 Eur) however the amount was smaller in February and March. We have noticed that at the end of February after the start of war in Ukraine, we received a fewer amount of loan applications, therefore the amount of newly issued loans decreased.

## Newly issued loans, 2016 – 2022 Q1, K Eur



## Newly issued loans, K Eur



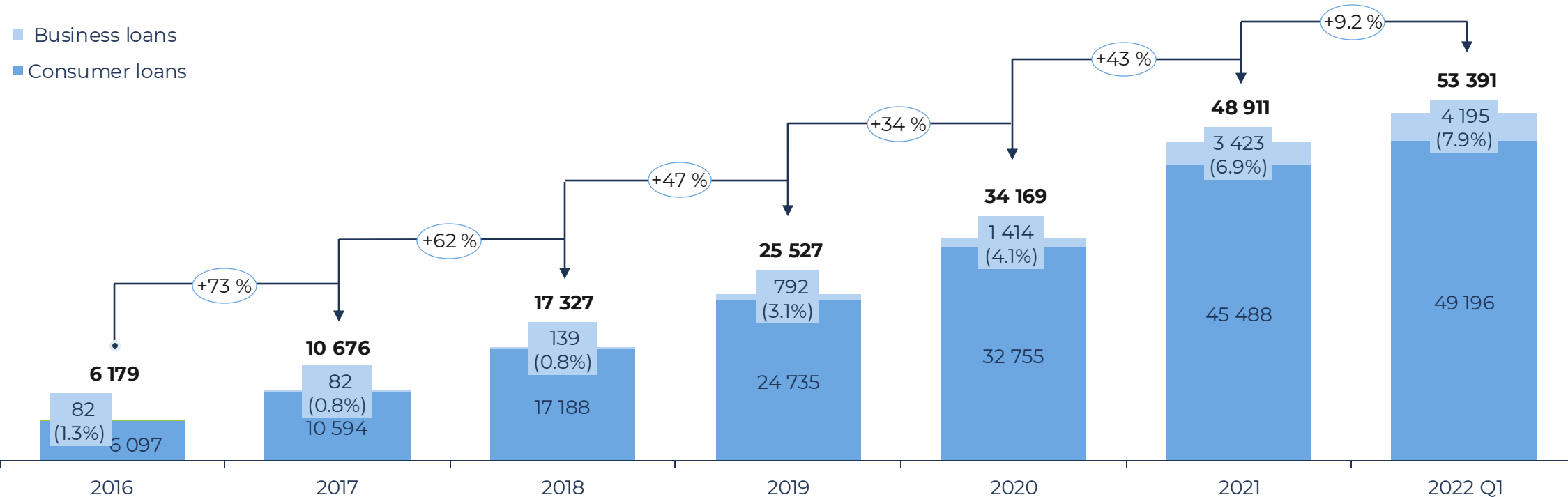
At the end of 2022 Q1, the total amount of issued loans was 53.39 M Eur:

- 49.2 M Eur consumer loans;
- 4.2 M Eur business loans.

Each quarter the share of business loans in the whole portfolio increases – in 2022 Q1, 7.9% of the portfolio were business loans.

Throughout the first quarter, 4.44 M Eur new loans were issued.

## Gross issued loans, 2016 – 2022 Q1, K Eur



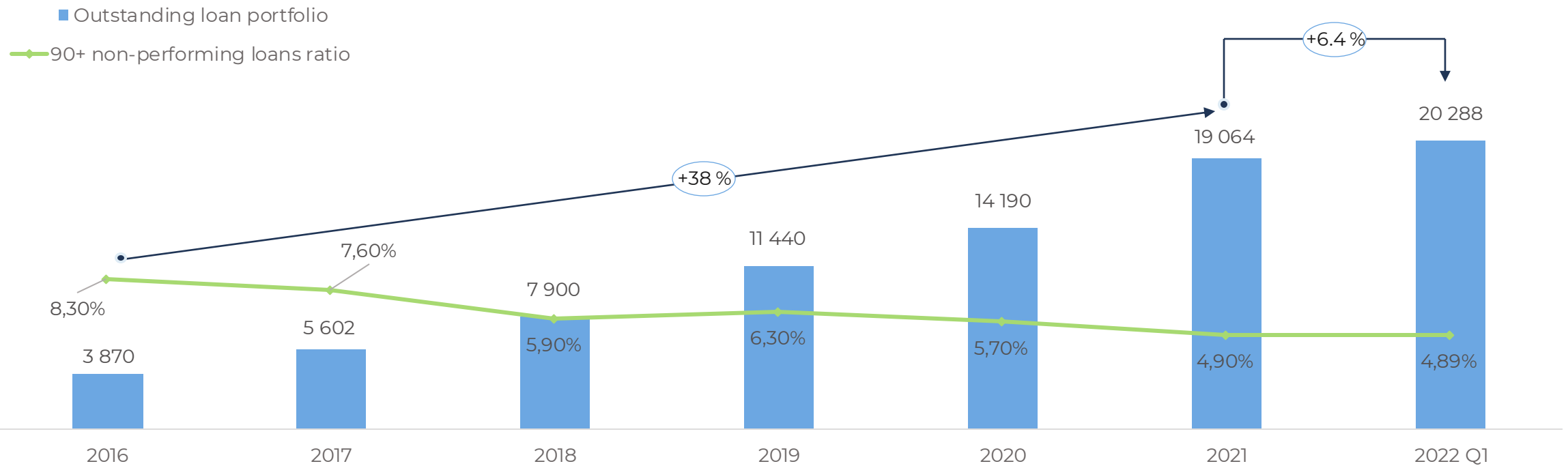
# Outstanding loan portfolio

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

Throughout the first quarter of 2022, portfolio increased by 6.4%.

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 2022 Q1 - decreased to 4.89%.

## Total outstanding loan portfolio 2016 – 2022 Q1, K EUR



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

# Financial results, 2018 – 2022 Q1

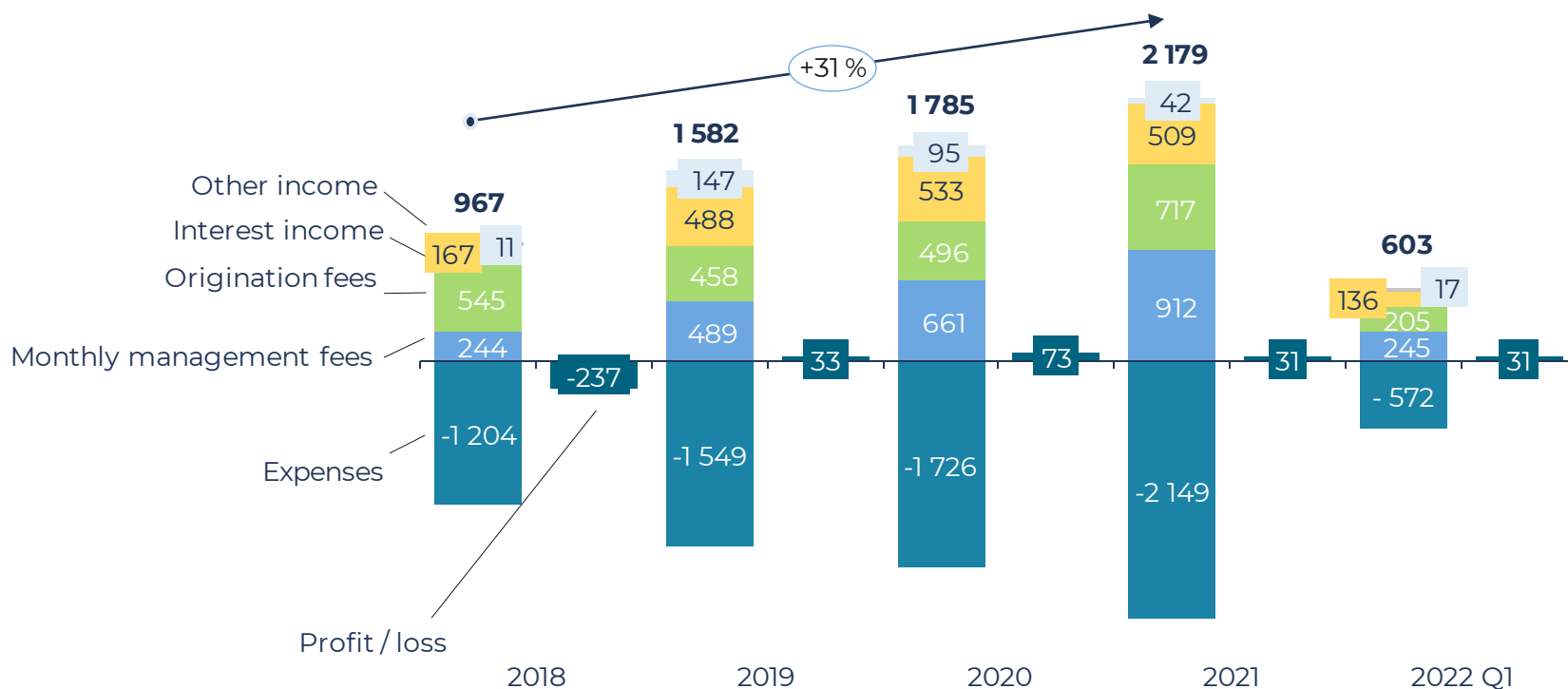


By diversifying income sources, SAVY created three sustainable and significant income streams – since 2018 income grew on average 31% annually. In 2022 Q1 income reached 603 K Eur - 28 % more than a year ago (2021 Q1).

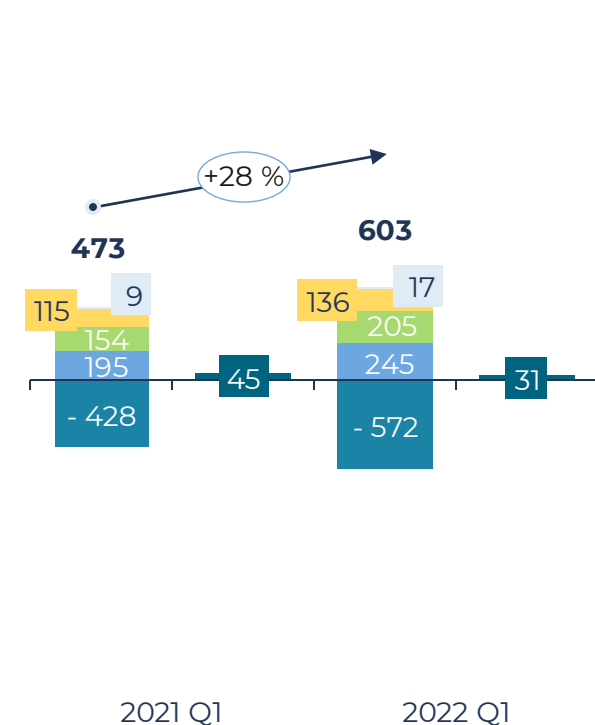
In 2022 Q1 monthly management fees generated the largest share of income – 41% of total income

Company generated net profit of 31 341 Eur in 2022 Q1.

## Income structure 2018 – 2022 Q1, K EUR



## 2021 Q1 and 2022 Q1, K EUR



# Financial results, 2022 Q1

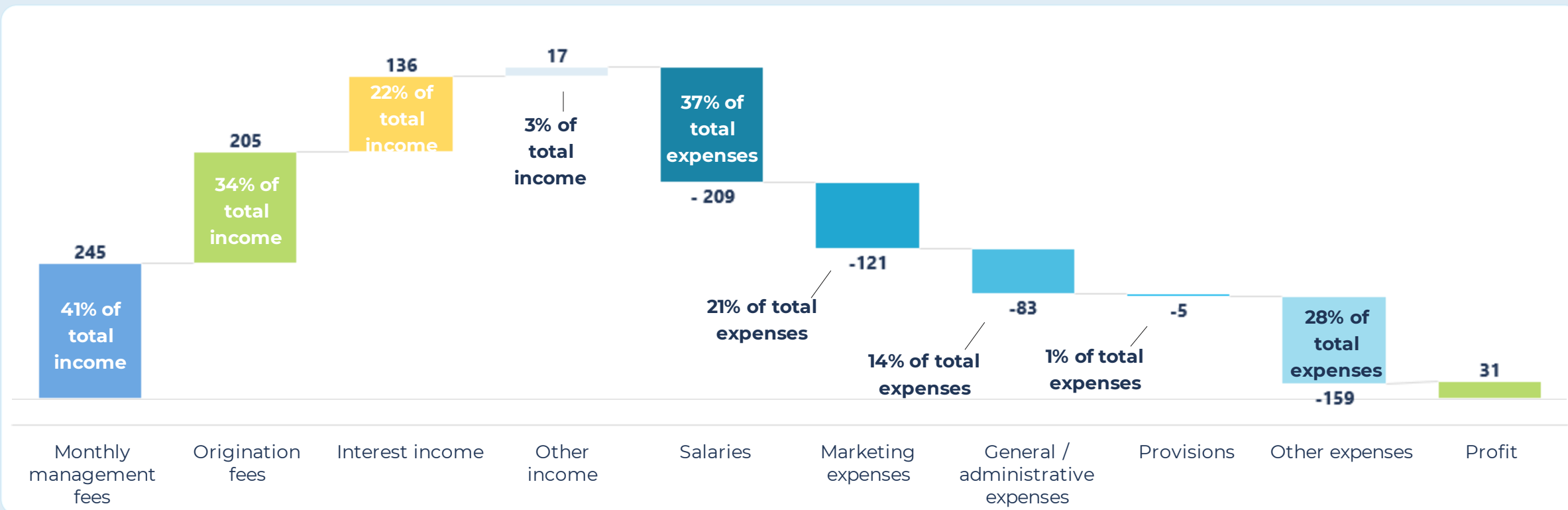


In 2022 Q1 the most significant source of income was monthly management fees which accounted for 40% of total income. In 2022 Q1 income from monthly management fees increased 1.7%.

Origination fees accounted for 34% of total income – in 2022 Q1 it increased by 8%.

Interest income accounted for 23% of total income – in the first quarter it increased by 7%.

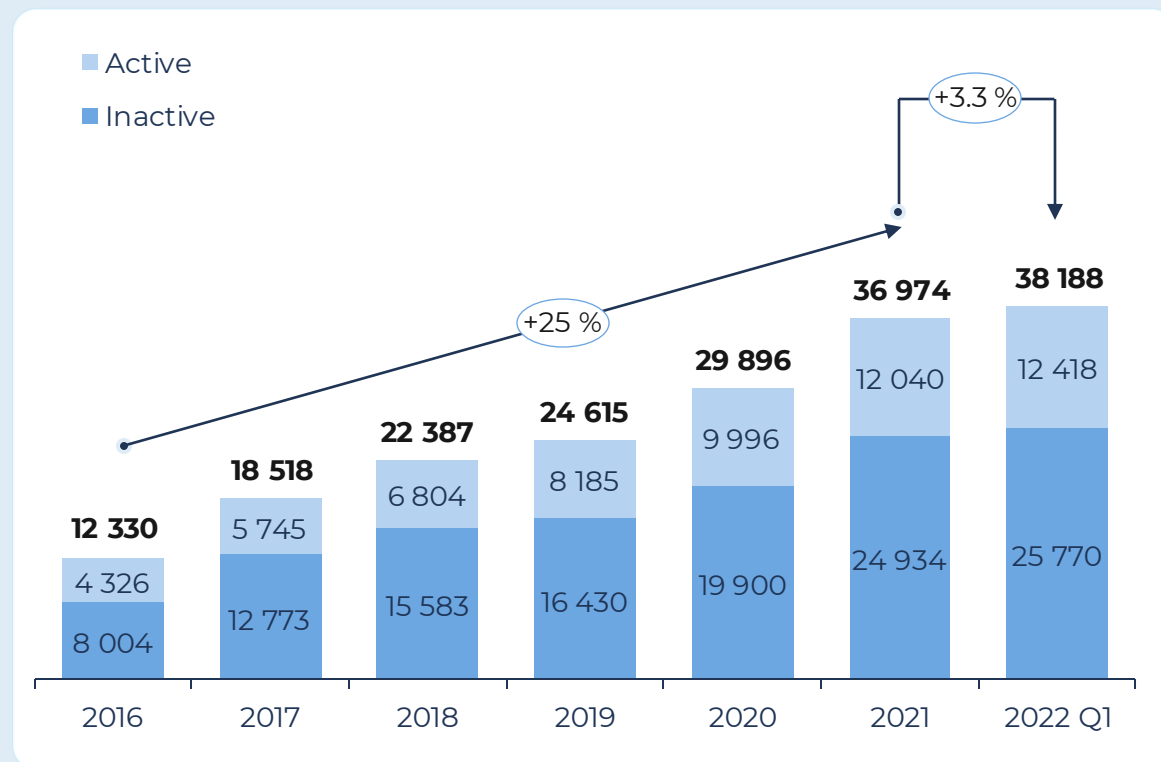
## Income and expense structure 2022 Q1, K EUR



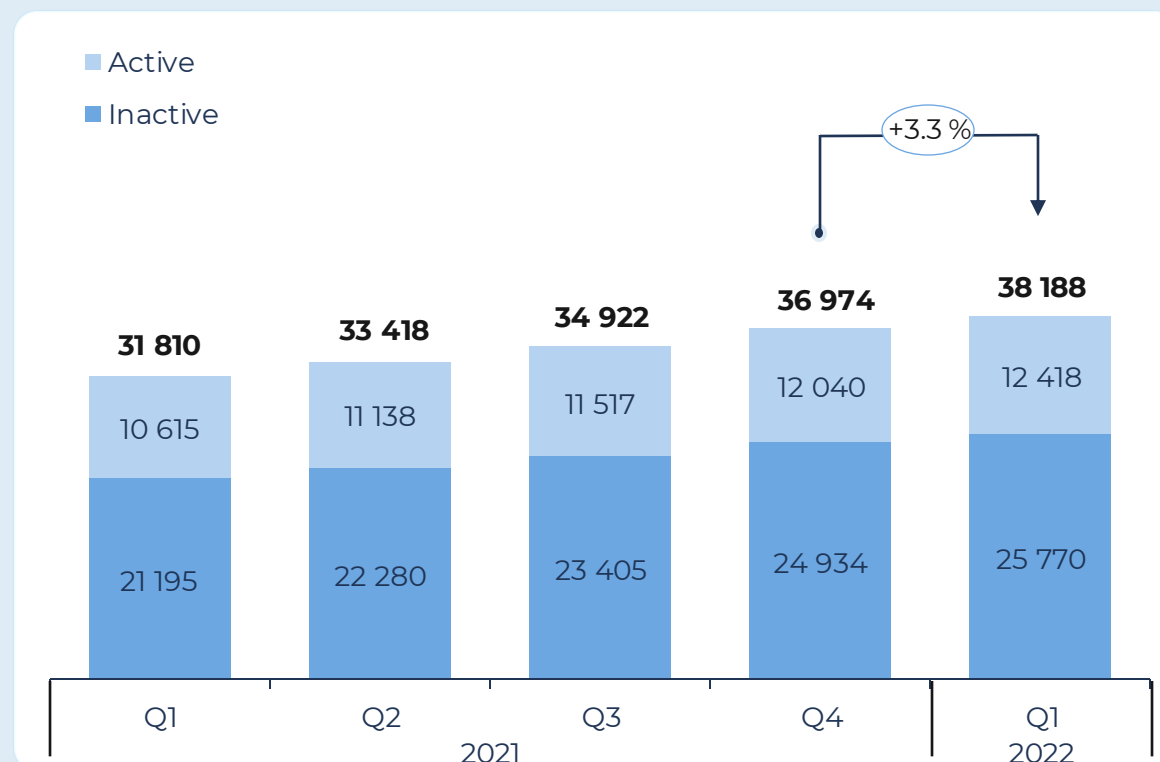


In the first quarter of 2022 the total number of investors increased by 3.3% - 1 214 new investors were attracted to the platform. 32.5% (12 418) of them are active investors who have made at least one investment.

## Investors, 2016 – 2022 Q1

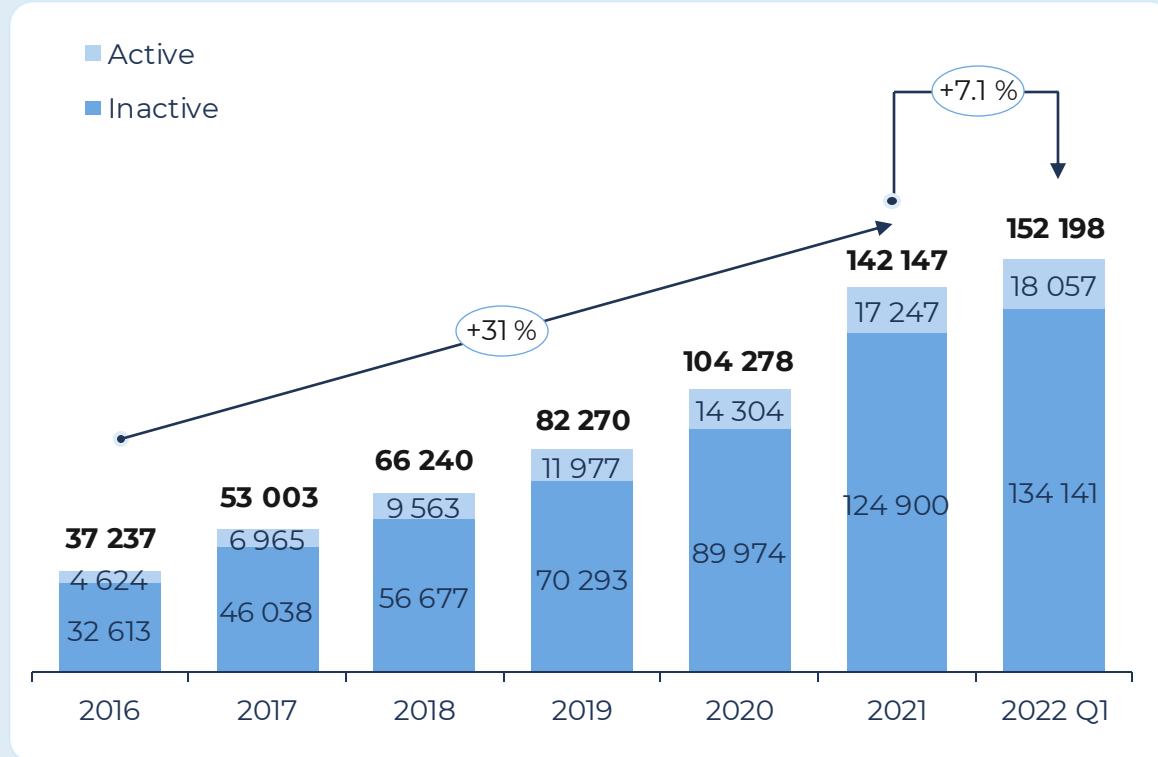


## Investors, 2021 Q1 – 2022 Q1

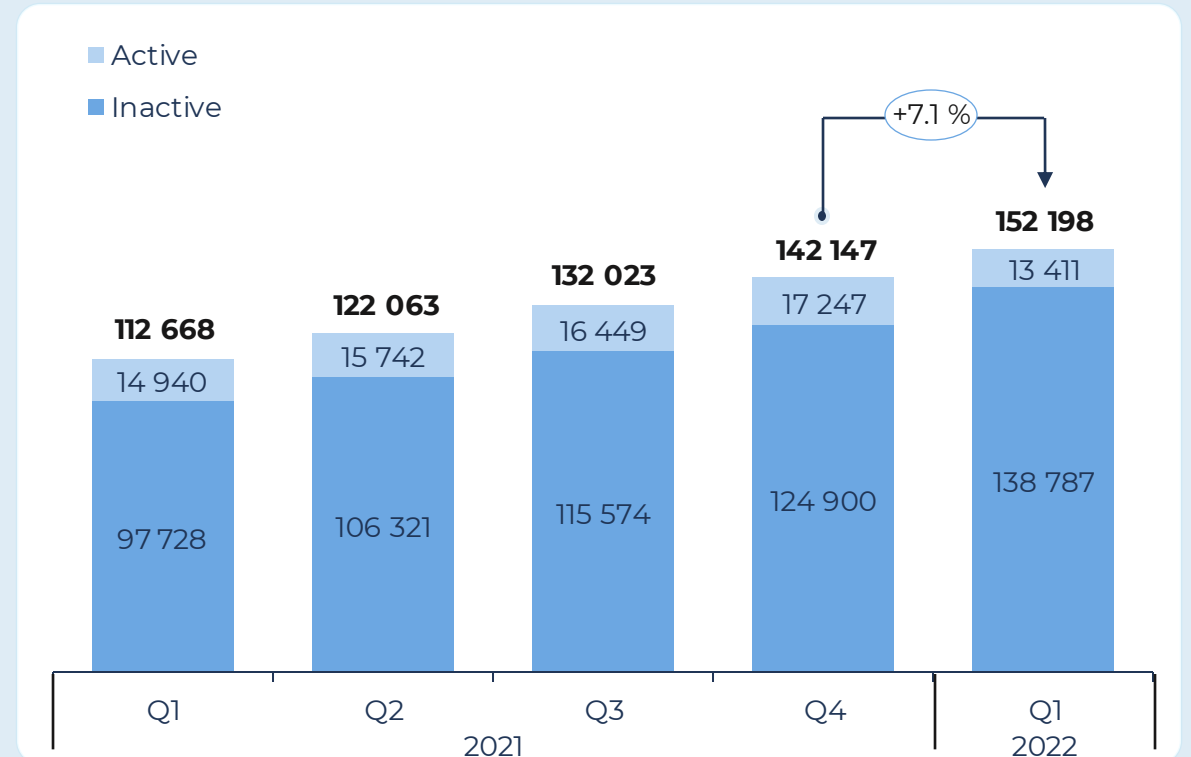


Throughout the first quarter of 2021 the number of borrowers increased by 7.1% - 10 051 new borrowers were attracted to the platform. 12% of them are active borrowers (18 057).

### Borrowers, 2016 – 2022 Q1



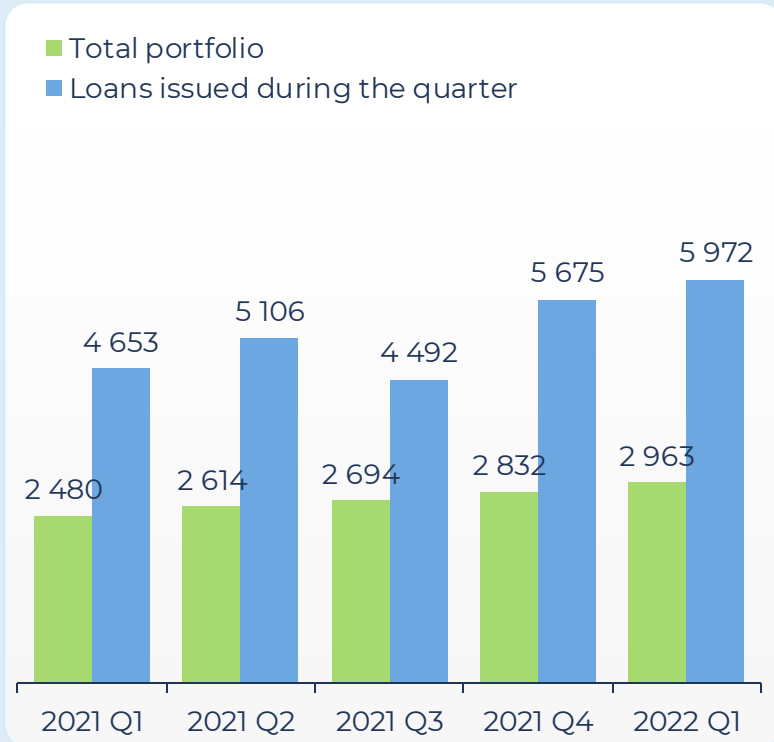
### Borrowers, 2021 Q1 – 2022 Q1



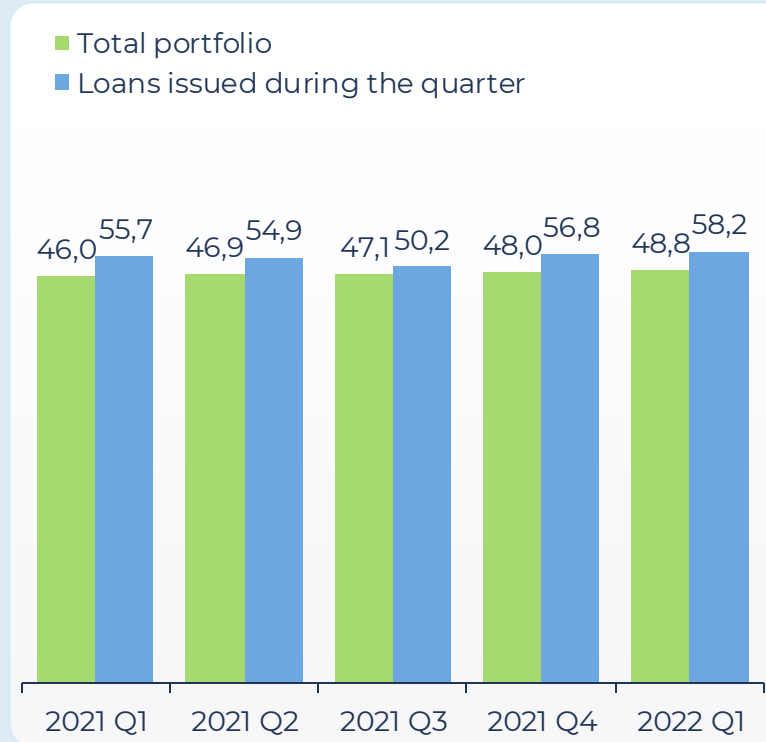
In the first quarter of 2022:

- average loan size of the total outstanding portfolio increased to 2 963 Eur and of the loans issued that quarter – 5 972 Eur;
- weighted average loan term of the total outstanding portfolio increased to 48.8 months, of the loans issued that quarter – 58.2 months;
- weighted average interest rate decreased to 18.3 %, of the loans issued that quarter – decreased to 14.4 %.

### Average loan size, Eur



### Weighted average loan term\*, months



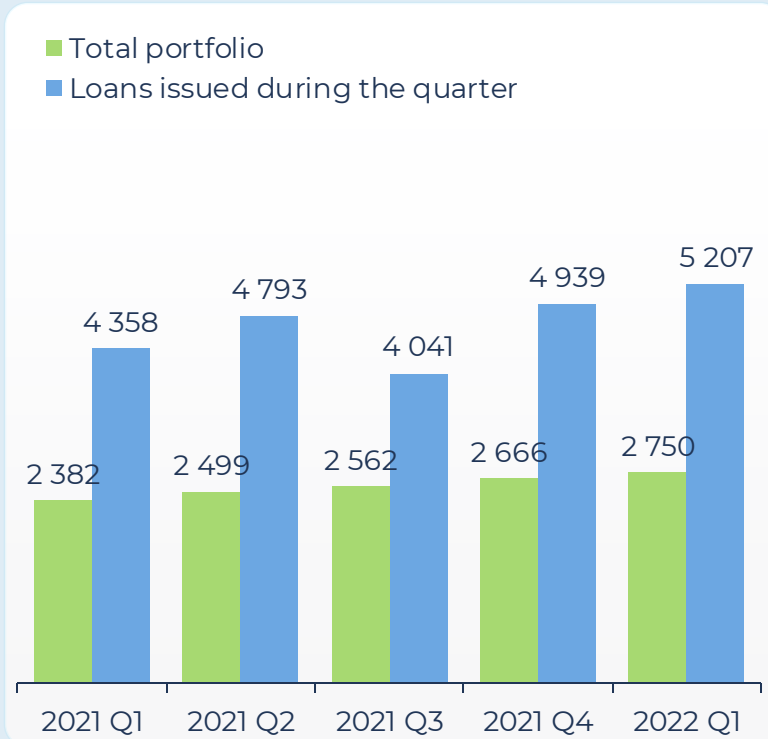
### Weighted average interest rate\*, %



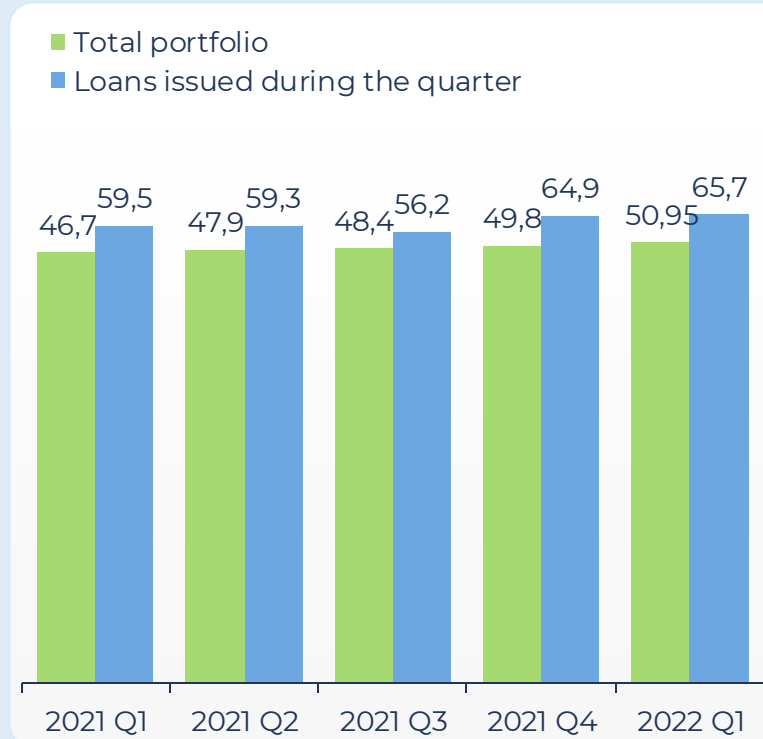
In the first quarter of 2022:

- average loan size of the total outstanding portfolio increased to 2 750 Eur and of the loans issued that quarter – 5 207 Eur;
- weighted average loan term of the total outstanding portfolio increased to 50.95 months, of the loans issued that quarter – 65.7 months;
- weighted average interest rate decreased to 18.8%, of the loans issued that quarter – decreased to 14.7%.

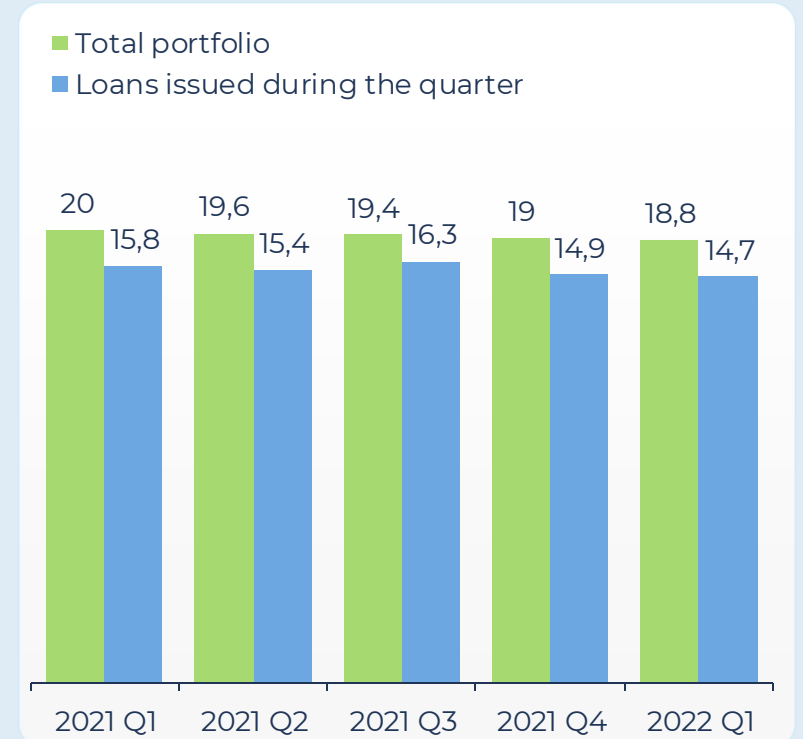
## Average loan size, Eur



## Weighted average loan term\*, months



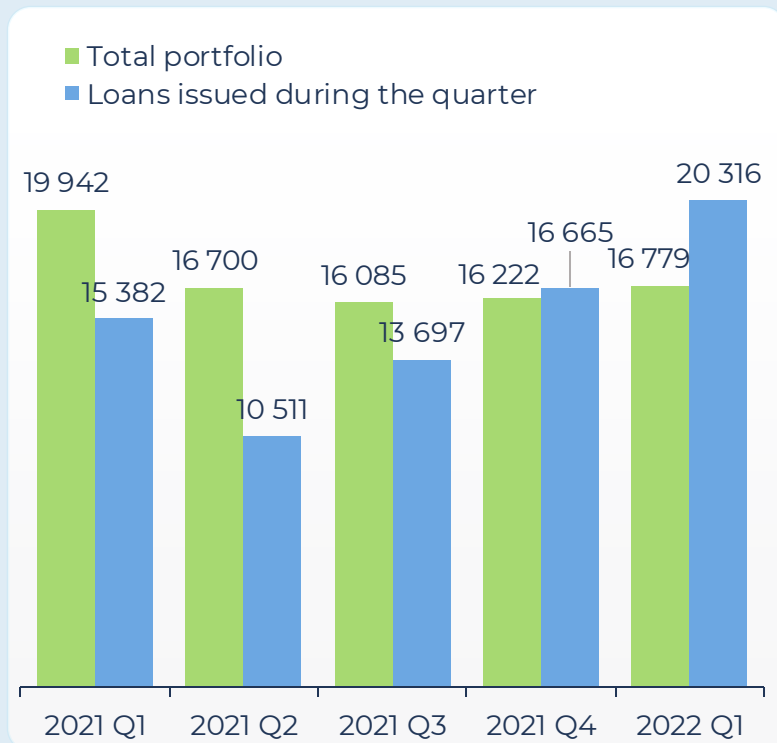
## Weighted average interest rate\*, %



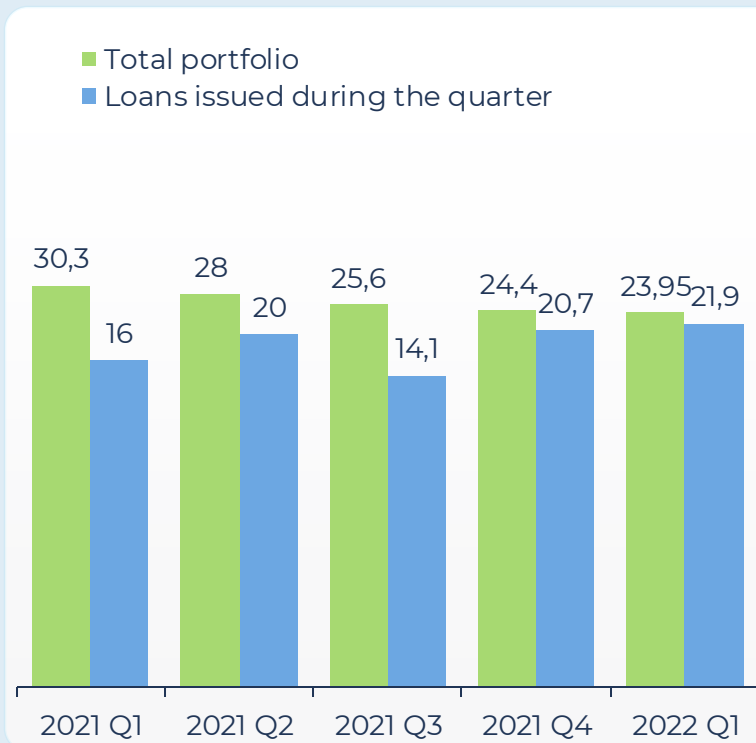
In the first quarter of 2022:

- average loan size of the total outstanding portfolio increased to 16 779 Eur and of the loans issued that quarter – 20 316 Eur;
- weighted average loan term of the total outstanding portfolio increased to 23.95 months, of the loans issued that quarter – 21.9 months;
- weighted average interest rate decreased to 13.8%, of the loans issued that quarter – decreased to 12.7%.

## Average loan size, Eur



## Weighted average loan term\*, months

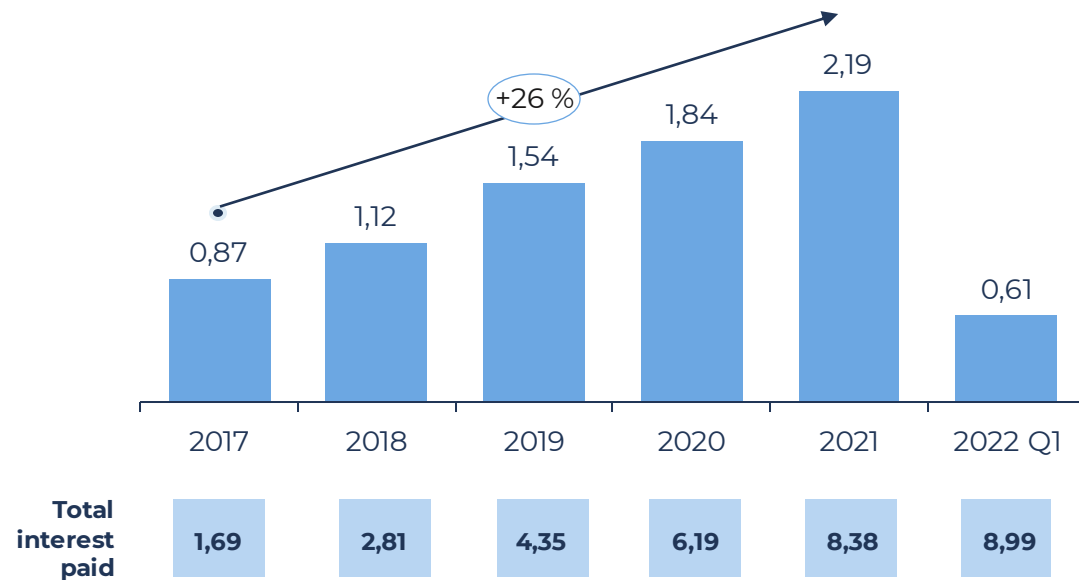


## Weighted average interest rate\*, %

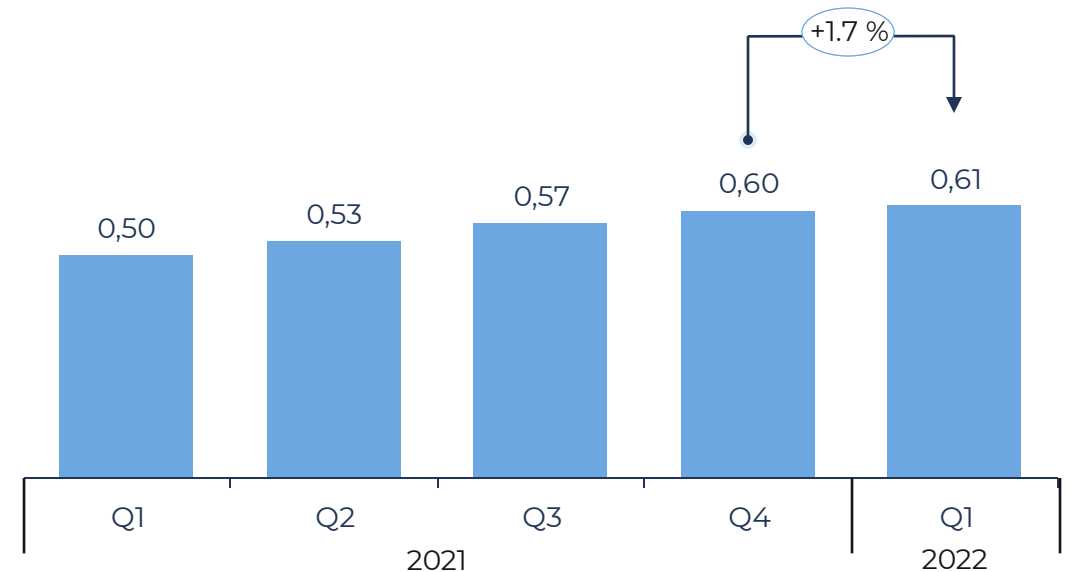


Since 2016, the amount of interest paid per one year grew on average 26% annually.  
 Comparing 2022 Q1 with 2021 Q4, amount of interest paid per quarter increased 1.7%.  
 At the end of 2021, the amount of interest paid accounted for 16.8% of total issued loans.

## Interest paid per one year / quarter, 2017 – 2022 Q1, M Eur



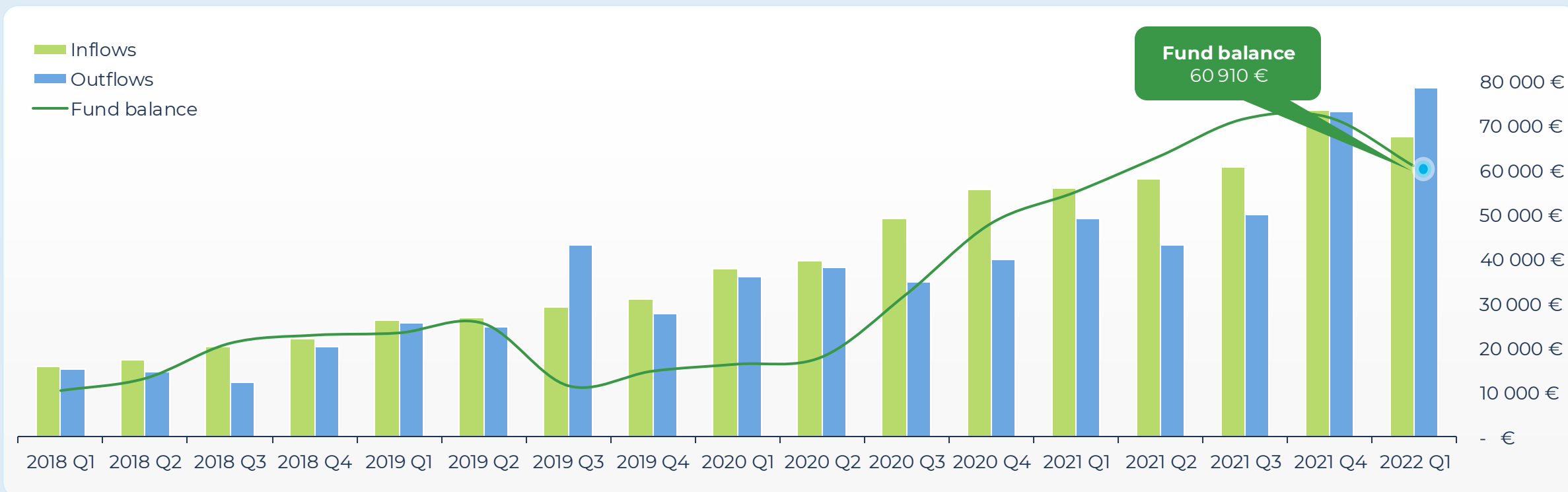
## Interest paid per quarter, M Eur



At the start of 2022 due to heating season and other reasons, delayed payments had increased but we are glad that Investors' fund has worked well as an additional safety instrument. Investors' fund became a good instrument to compensate for possible losses, reduce the risks and receive stable income. At the end of 2022 Q1 balance of the fund was 60 910 Eur.

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

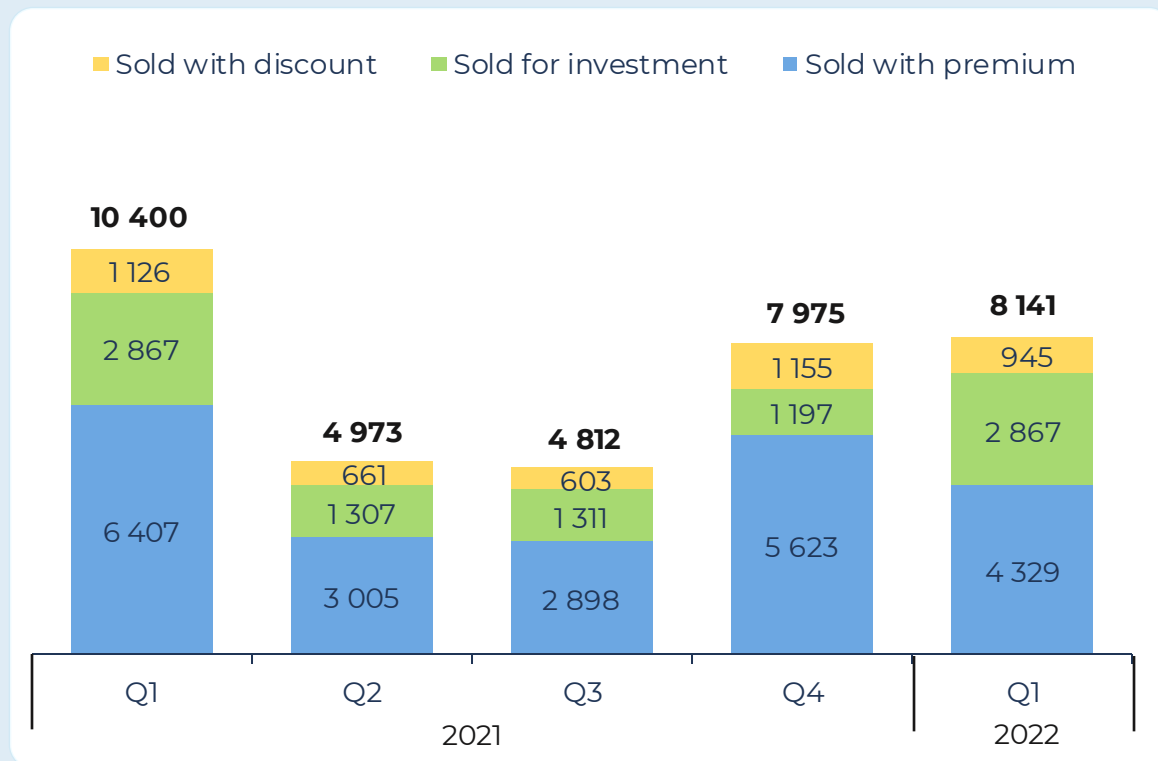
## Investors' Fund, Eur



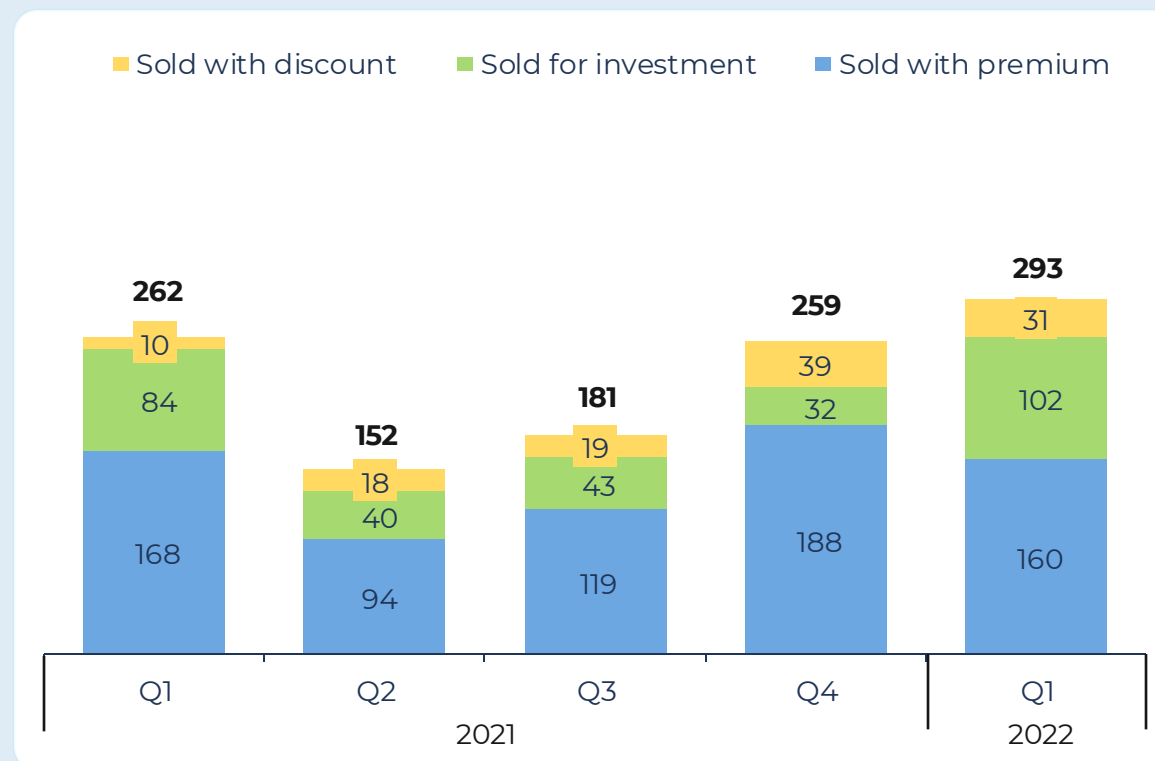
In 2022 Q1, investments with premium were sold for 159 874 Eur (54.6% of total transactions), investments that match this amount were bought for 101 683 Eur (34.7% of total transactions), investments sold with discount amounted to 31 471 Eur (10.7% of total transactions). Total amount of transactions in 2022 Q1 – 293 027 Eur.

Secondary market is more active than the Q3-4 of 2021, however by the number of transactions the secondary market activity does not exceed the activity of 2021 Q1. We have noticed the changes in the distribution of transactions – in Q1 the share of transactions for an investment has increased, while other types of transactions decreased.

## Secondary market activity, number



## Secondary market activity, K Eur

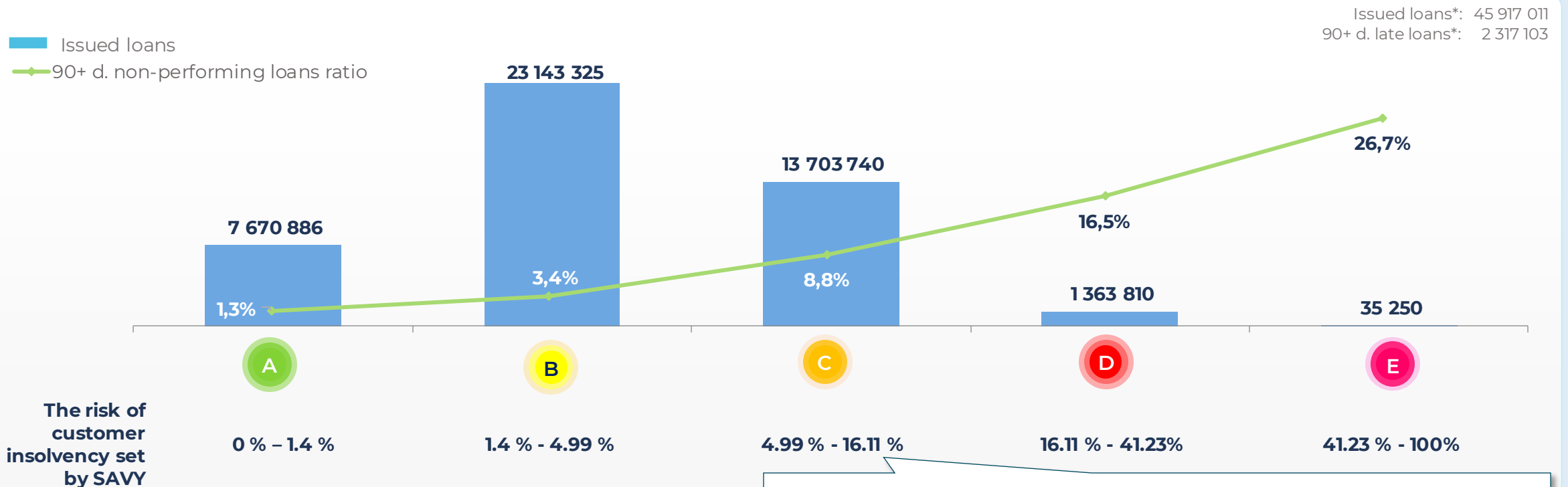




The share of loans which are late for more than 90 days in total issued consumer loans portfolio was 5%. We would like to highlight that loans with ratings A and B account for 67.1% of all issued loans, C – 30%, D – 0.3%, E – 0.07%.

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 53 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, 2022-03-31



\* Only those loans are included, which have a rating

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](mailto:labas@savy.lt); [hello@gosavy.com](mailto:hello@gosavy.com)

Telephone: +370 (5) 272 0151; +44 2037 693039

[WWW.SAVY.LT](http://WWW.SAVY.LT)