

S  V Y  
Activity report  
2023 Q3



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## Key Events of the Q3 2023

### Changes in SAVY leadership structure

In September, Danatas Čerjazdanovas took on the role of SAVY leader, bringing with him over 15 years of work experience in the fields of banking and financial technology. Audrius Žiugžda, who previously led the company, remains a shareholder and will now focus on the new bank project.

### Crowdfunding Service Provider license - another sign of platform's reliability

In August, "Savy" platform operator UAB "Bendras finansavimas" was granted a European Union (EU) Crowdfunding Service Provider license by allowing operations in all EU member states. The new regulation will ensure greater protection and transparency for investors and open international opportunities.

### Investors' community meeting

In July, an Investors' community meeting took place with Audrius Žiugžda and longtime platform investor Almantas Klimas. Almantas, with a portfolio value of over 100'000 Eur on the SAVY platform, shared his investment experience on balancing returns, risks and planning personal finances. Full recording of the meeting is available [here](#).

### P2P phenomenon - now also on mobile phones

We invite you to try the SAVY app designed for investing in consumer and business loans. We continuously update the app's features - you can already invest in loans manually and automatically, as well as easily register.

Don't miss out – try it now!



### Since the start of SAVY activities:

Gross issued loans	86.4m	Registered investors	41 705	Registered borrowers	194 777	Weighted average interest rate	16.2%	Non-performing loans ratio	5.3%
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# New loan issuance shows strong growth: +25% yoy

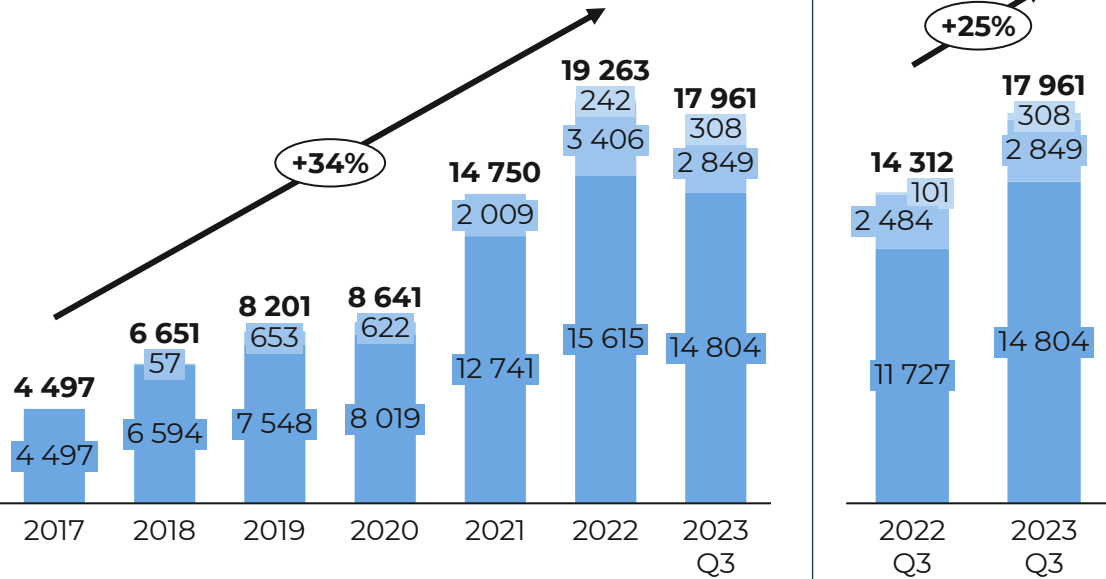
During the three quarters of 2023, we issued a total of Eur 17.96 million loans – a 25% increase compared to the three quarters of 2022:

- Eur 14.8 million in consumer loans (26% yearly increase)
- Eur 2.8 million in business loans (15% yearly increase)
- Eur 308 thousand in consumer loans secured by real estate (3 times more than in 2022 Q3).

In Q3, we issued Eur 6.3 million loans, marking a 5% increase compared to the second quarter of the year.

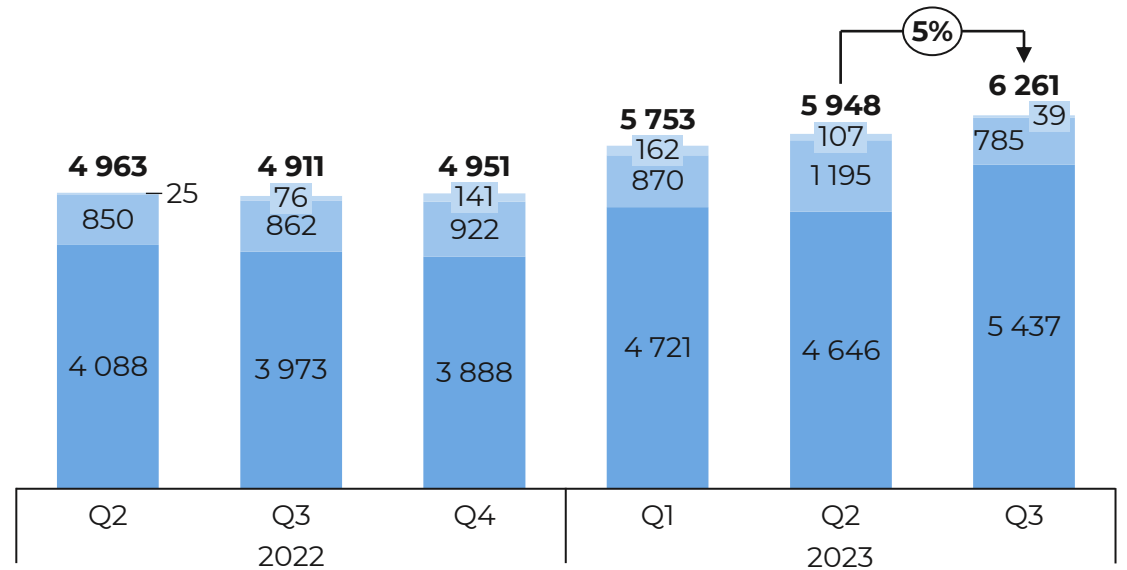
## Newly issued loans, 2016 – 2023 Q3, k Eur

- Loans with real estate collateral
- Business loans
- Consumer loans



## Newly issued loans, k Eur

- Loans with real estate collateral
- Business loans
- Consumer loans



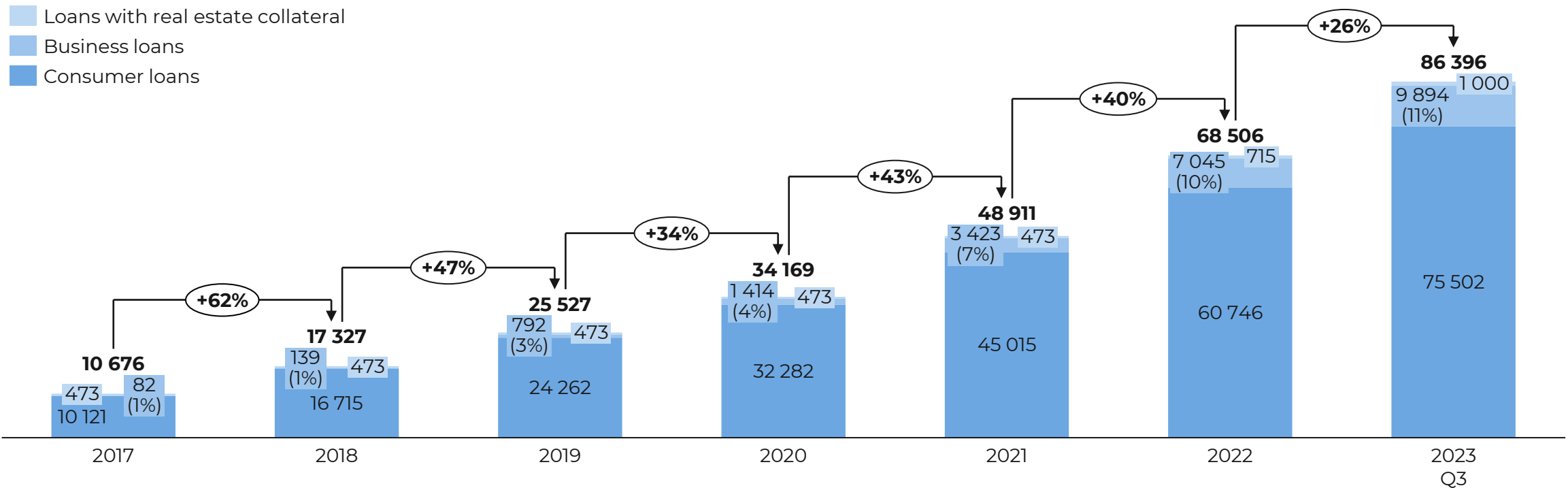
# Continued strong performance in new loan issuance

As of the end of the third quarter of 2023, the cumulative value of issued loans amounted to Eur 86.4 million:

- Eur 75.5 million consumer loans
- Eur 9.9 million business loans
- Eur 1 million loans with real estate collateral.

During the third quarter, a total of Eur 6.3 million loans were issued.

## Gross issued loans, 2016 – 2023 Q3, k Eur



# Outstanding loan portfolio has grown by 29% over the course of the year

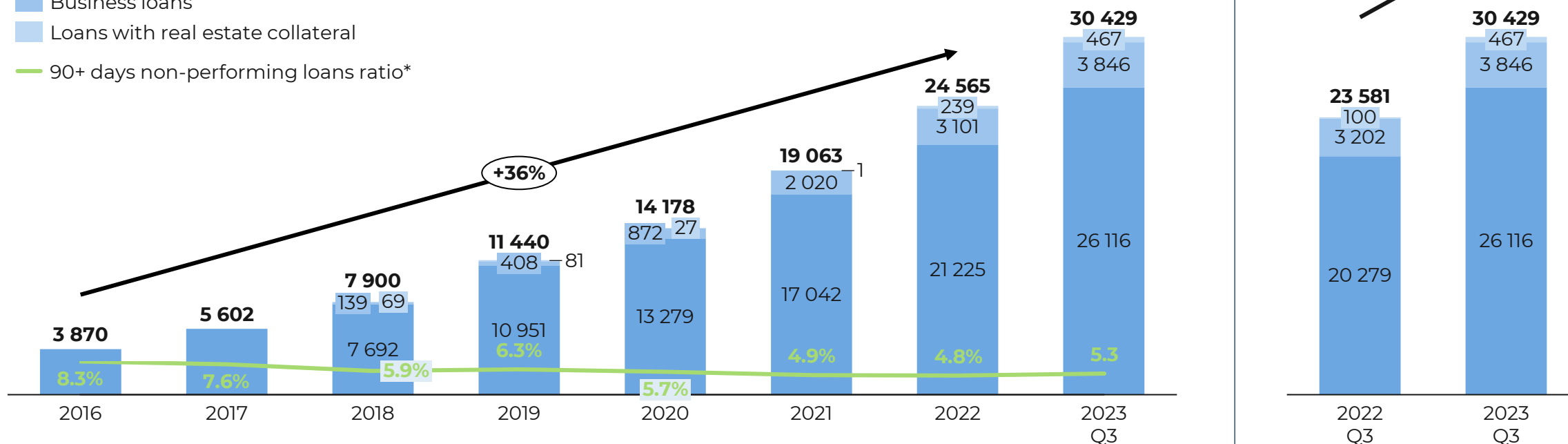


Since 2016, the total outstanding loan portfolio has exhibited an average annual growth rate of 36%. During the period from Q3 2022 to Q3 2023, the outstanding loan portfolio experienced a 29% increase, reaching Eur 30.4 million.

At the end of third quarter of 2023, the ratio of non-performing loans was 5.3%. At the beginning of this year, we updated and recalibrated the risk assessment model to make it even more accurate and reliable. We are committed to ensuring investors achieve a high-quality portfolio return.

## Total outstanding loan portfolio, 2016 – 2023 Q3, k EUR

- Consumer loans
- Business loans
- Loans with real estate collateral
- 90+ days non-performing loans ratio\*



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

# Over the course of the year, SAVY grew revenues by 23%

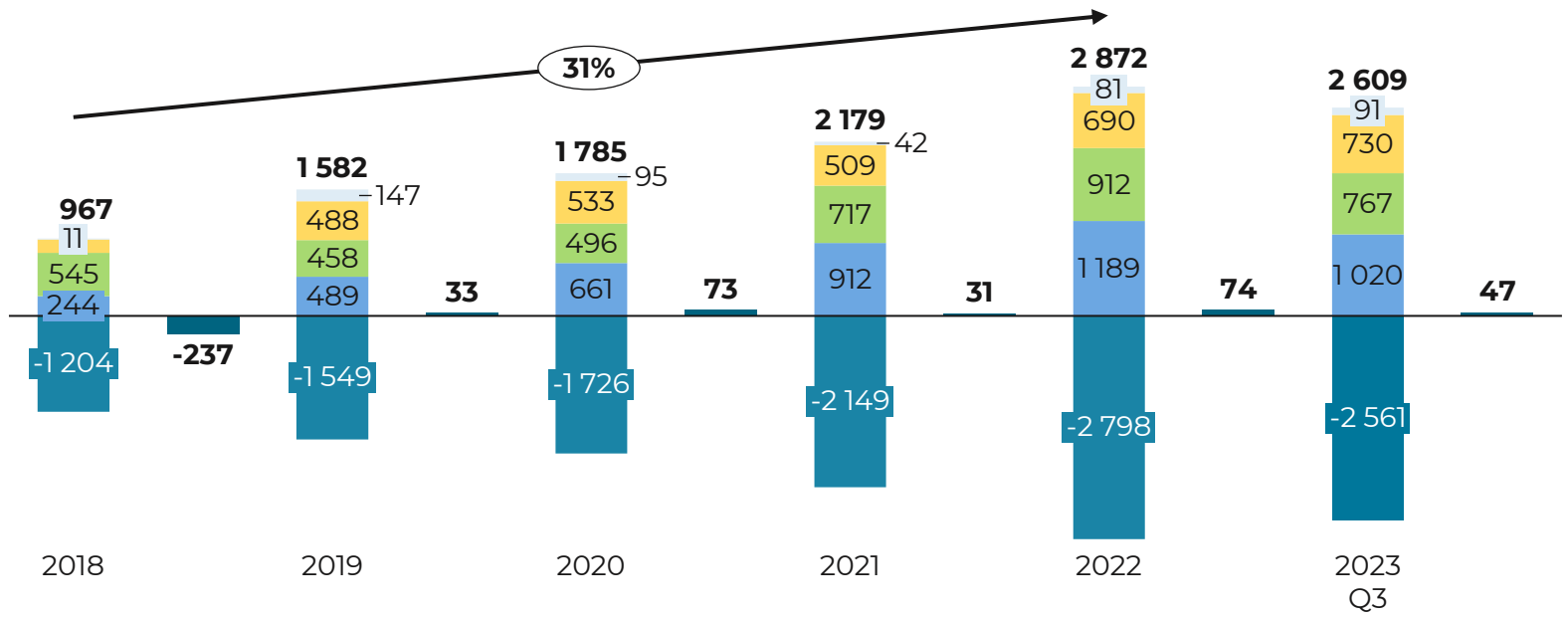


Through strategic diversification of income sources, SAVY has successfully created three sustainable and substantial revenue streams. Since 2018, income has consistently grown at an average annual rate of 31%. In the three quarters of 2023, the company achieved an income of Eur 2.6 million, reflecting a 23% increase compared to the three quarters of previous year.

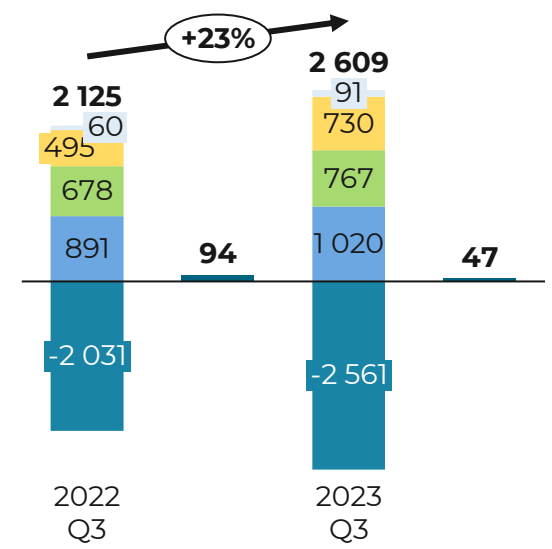
Among the various sources of income, monthly management fees accounted for the largest share in 2023, contributing to 39% of the total income.

Furthermore, in 2023, the company generated a net profit of Eur 47 thousand.

### Income structure 2018 – 2023 Q3, k EUR



### 2022 Q3 and 2023 Q3, k EUR



■ Monthly management fees 
 ■ Origination fees 
 ■ Interest income 
 ■ Other income 
 ■ Expenses 
 ■ Profit / loss

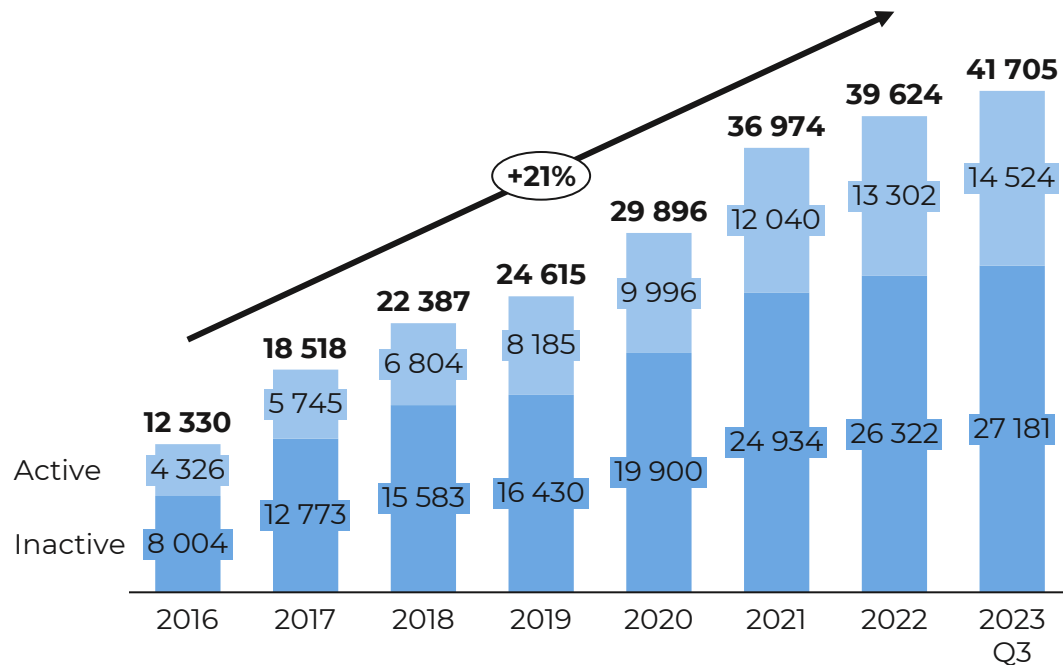
# SAVY platform attracted 1 100 new investors in the third quarter of 2023



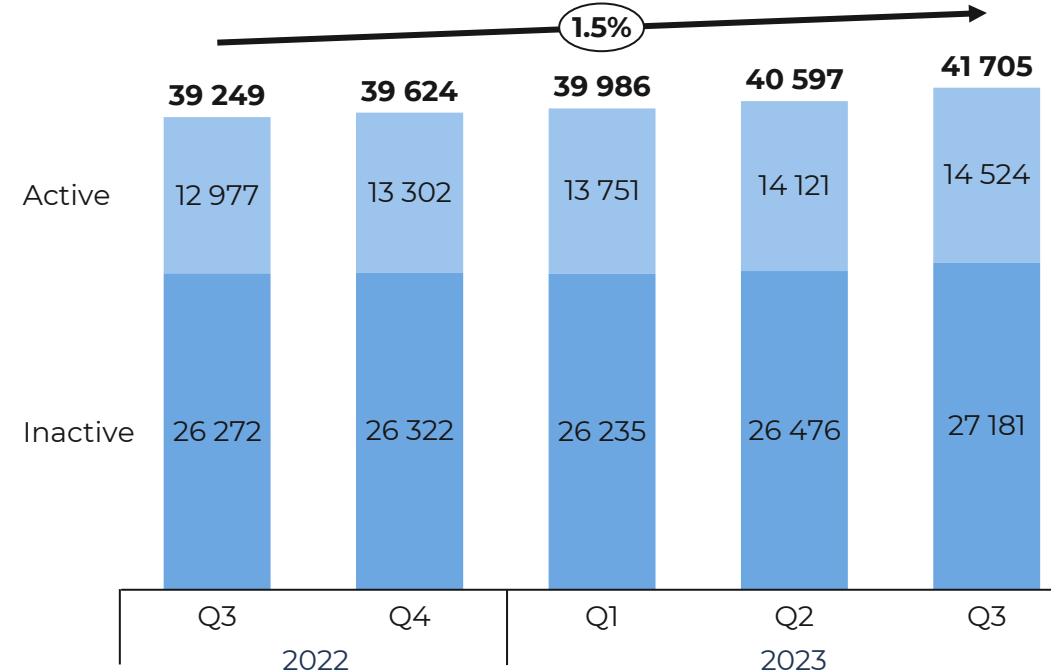
During the third quarter of 2023, SAVY platform witnessed a notable increase of 1 100 new registered investors, with 403 of them making at least one investment. As a result, the total number of registered investors reached 41.7 thousand.

Among the registered investors, approximately 35% (14 524 investors) are active, having made at least one investment on the SAVY platform.

### Investors, 2016 – 2023 Q3



### Investors, 2022 Q3 – 2023 Q3



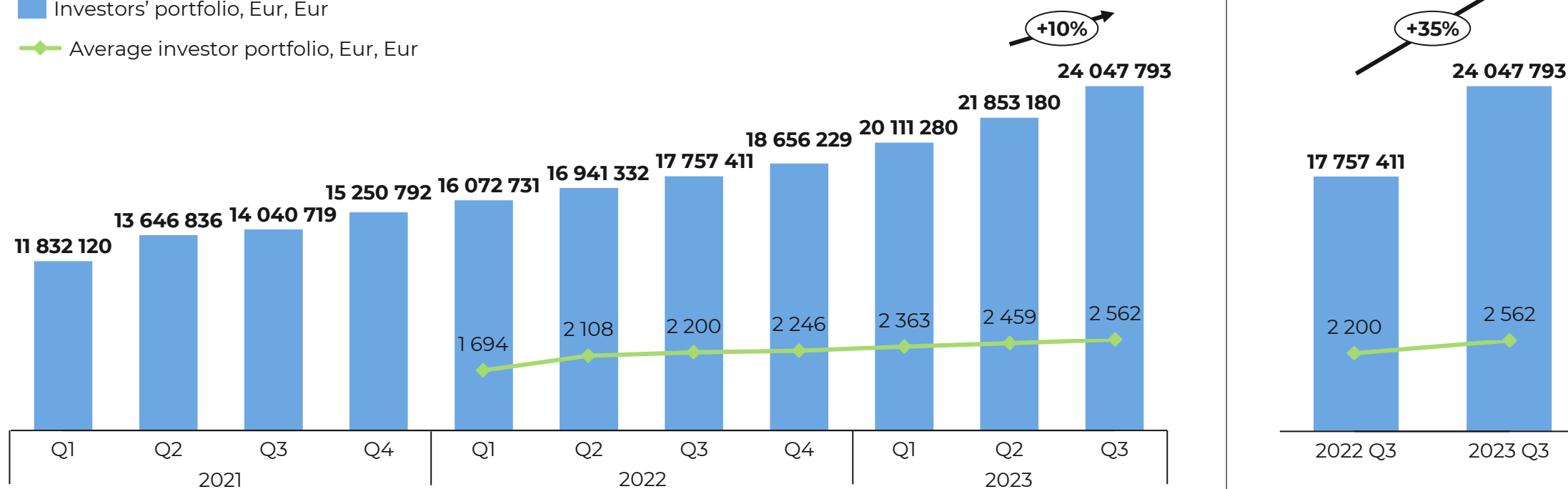


# The investors' portfolio grew by 35% over the course of the year

Not only is the number of investors continuously growing, but also the invested amounts - during the third quarter of 2023, the active investors' portfolio increased by Eur 2.2 million, reaching a total of Eur 24 million (annual growth rate - 35%). Throughout this year's third quarter, this portfolio has been growing on average by Eur 732 thousand per month, which is 40% higher than the 12-month average monthly increase.

## Investors' portfolio

- Investors' portfolio, Eur, Eur
- Average investor portfolio, Eur, Eur

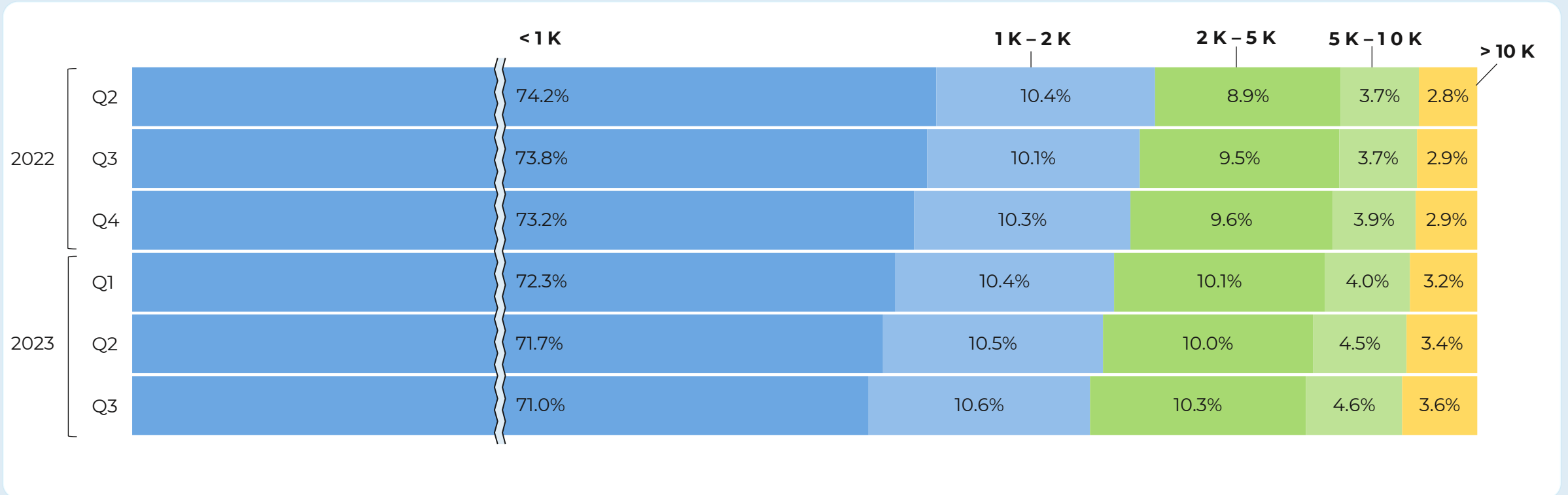


# Investors increasingly allocate funds to SAVY investments



It is worth noting that, by the end of third quarter of 2023, most investors opted to allocate up to Eur 1 000, representing 71% of the total investments. However, this proportion has been gradually decreasing as clients show an increasing preference for higher investment amounts. The fastest growing investor segment is allocating between Eur 2 000 and Eur 5 000, accounting for 10.3% of all investors at the end of September.

## Distribution of invested sums, EUR

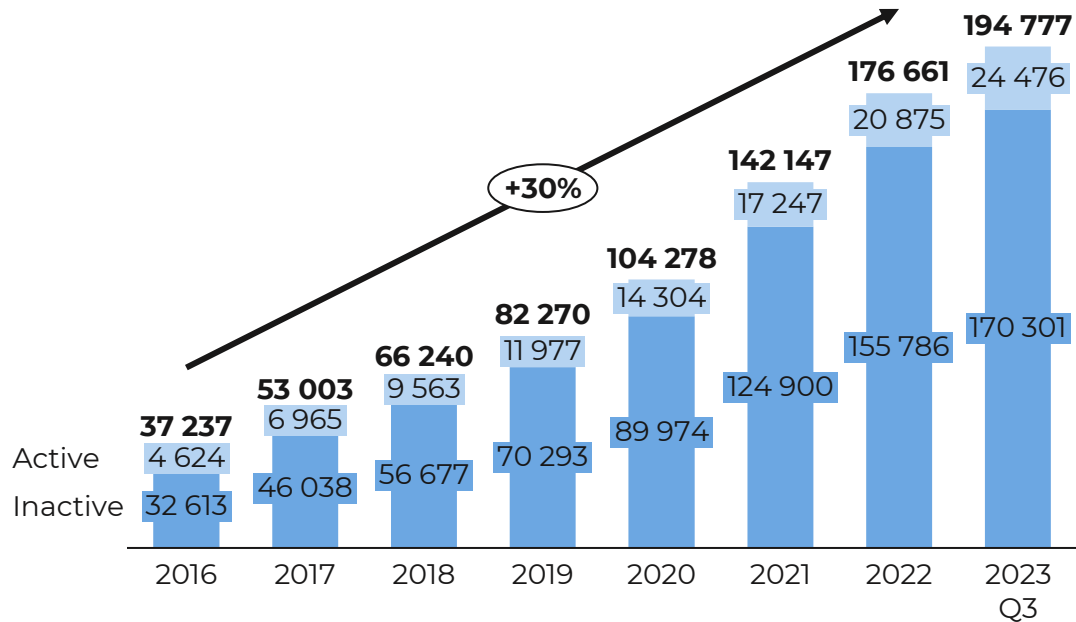


# The number of active borrowers grew by 23% over the course of the year

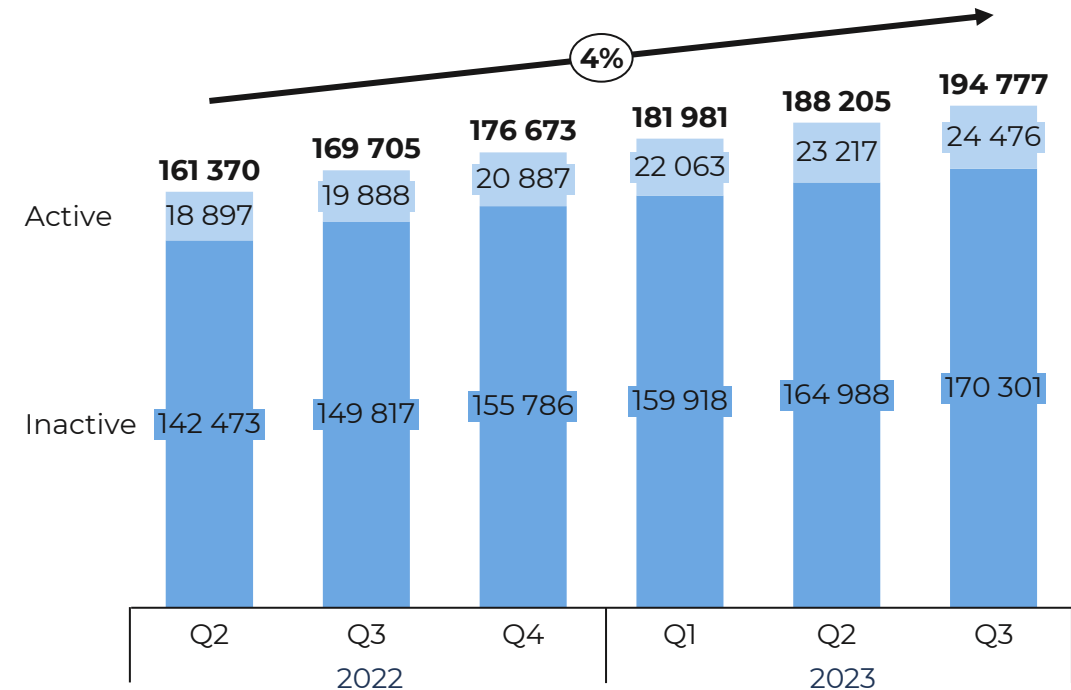


The third quarter of 2023 witnessed a significant rise in the number of active borrowers, with an increase of 1 269 borrowers. This represents a 23% growth compared to the three quarters of 2022, marking the highest growth rate observed in the past three years.

## Borrowers, 2016 – 2023 Q3



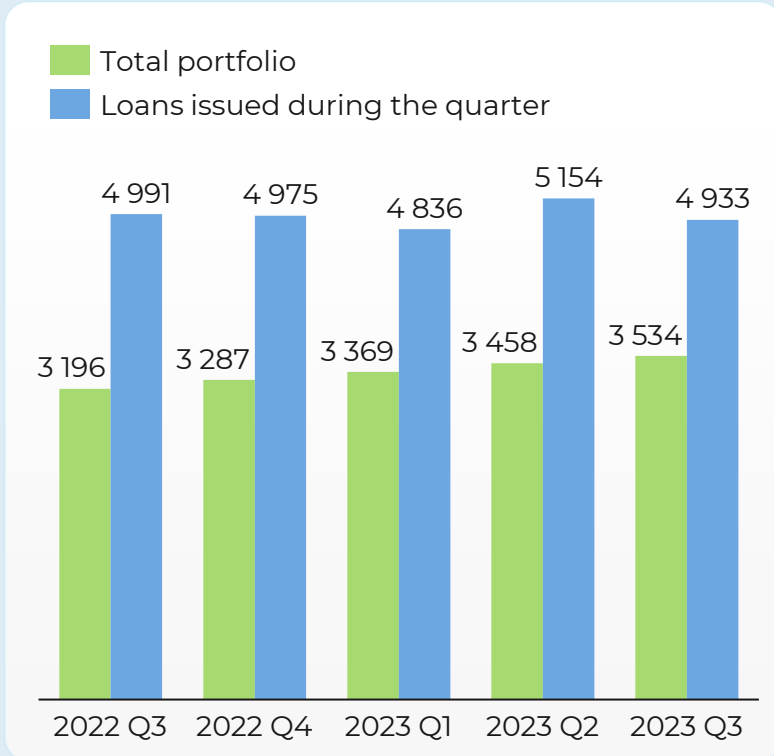
## Borrowers, 2022 Q1 – 2023 Q3



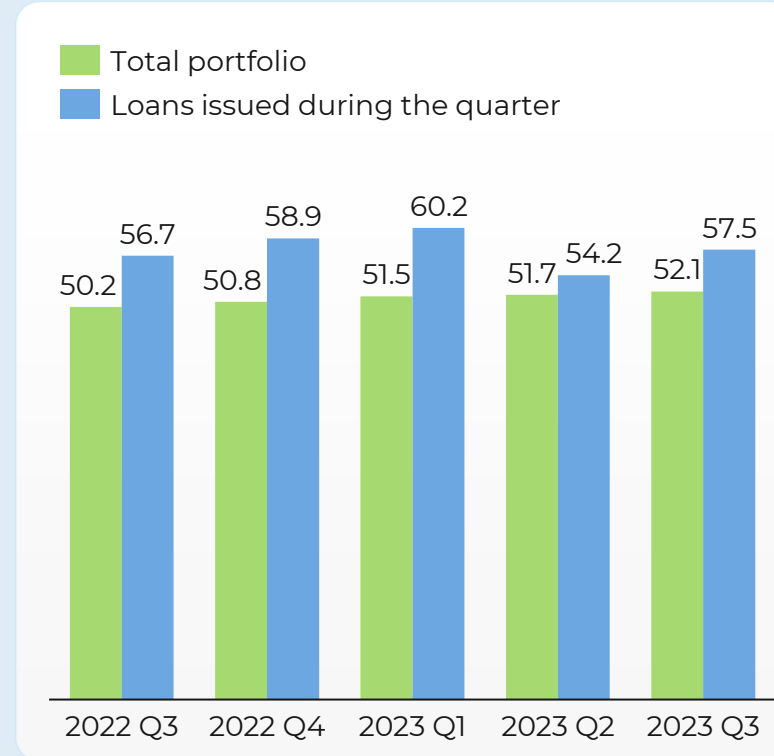
In the third quarter of 2023:

- average loan size of the total outstanding portfolio increased to Eur 3 534, of loans issued that quarter decreased to Eur 4 933;
- weighted average loan term of the total outstanding portfolio increased to 52.1 months, of loans issued that quarter increased to 57.5 months;
- weighted average interest rate of total portfolio did not change and was 17.3%, of loans issued that quarter increased to 16.2%.

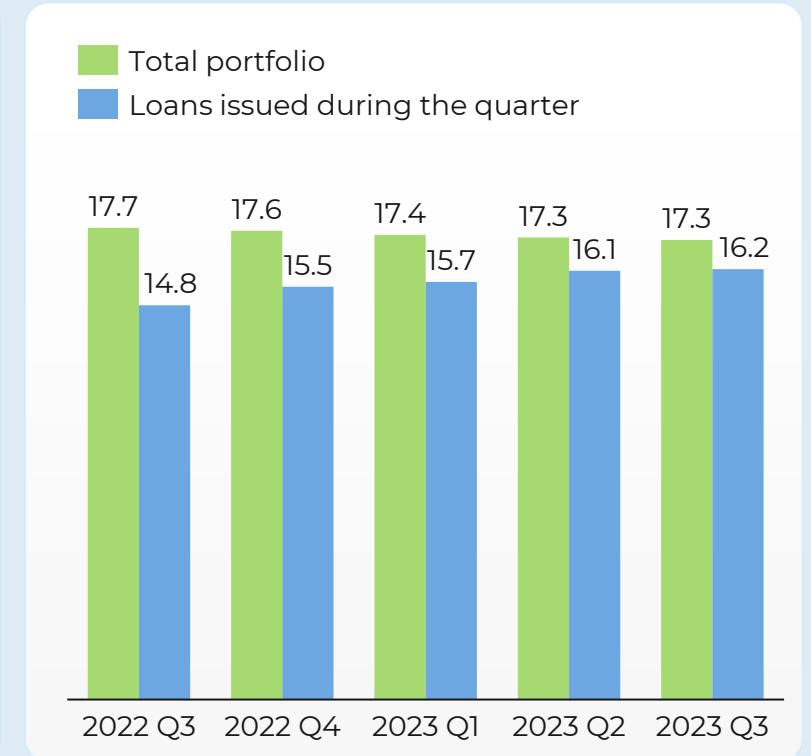
### Average loan size, Eur



### Weighted average loan term, months



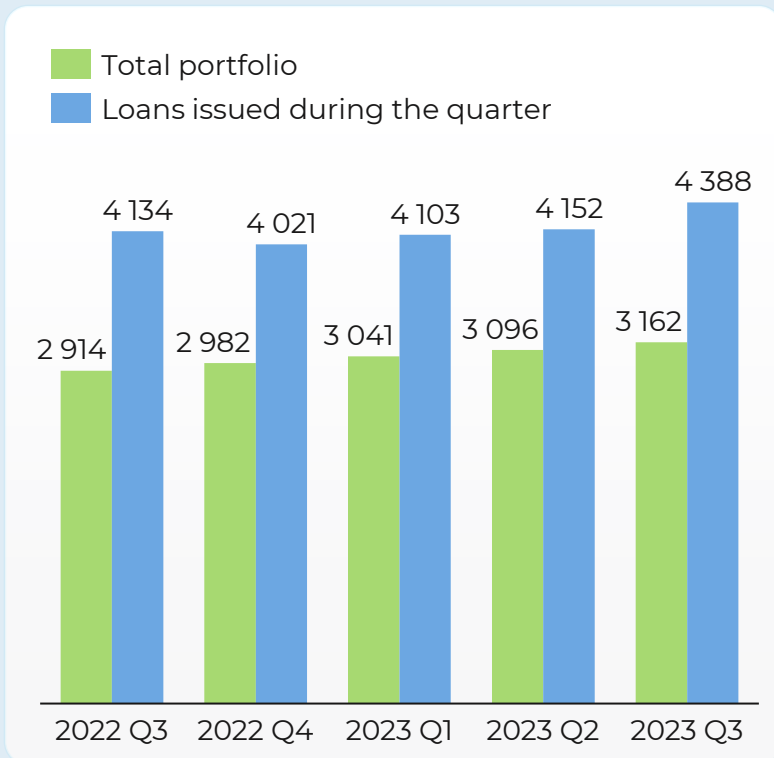
### Weighted average interest rate, %



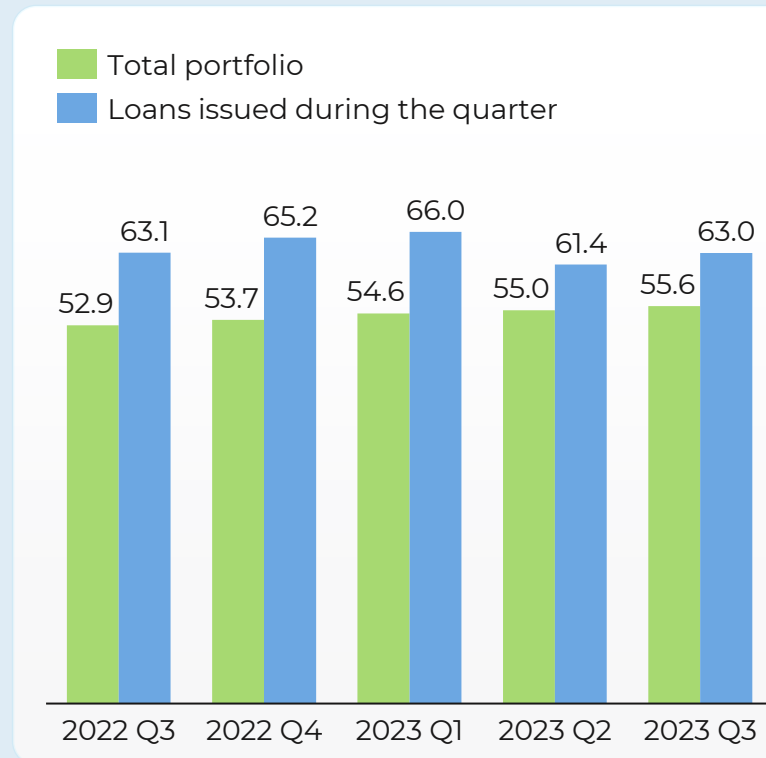
In the third quarter of 2023:

- average loan size of the total outstanding portfolio increased to Eur 3 162, of loans issued that quarter increased to Eur 4 388;
- weighted average loan term of the total outstanding portfolio increased to 55.6 months, of loans issued that quarter increased to 63 months;
- weighted average interest rate of total portfolio decreased to 17.8%, of loans issued that quarter decreased to 16.6%.

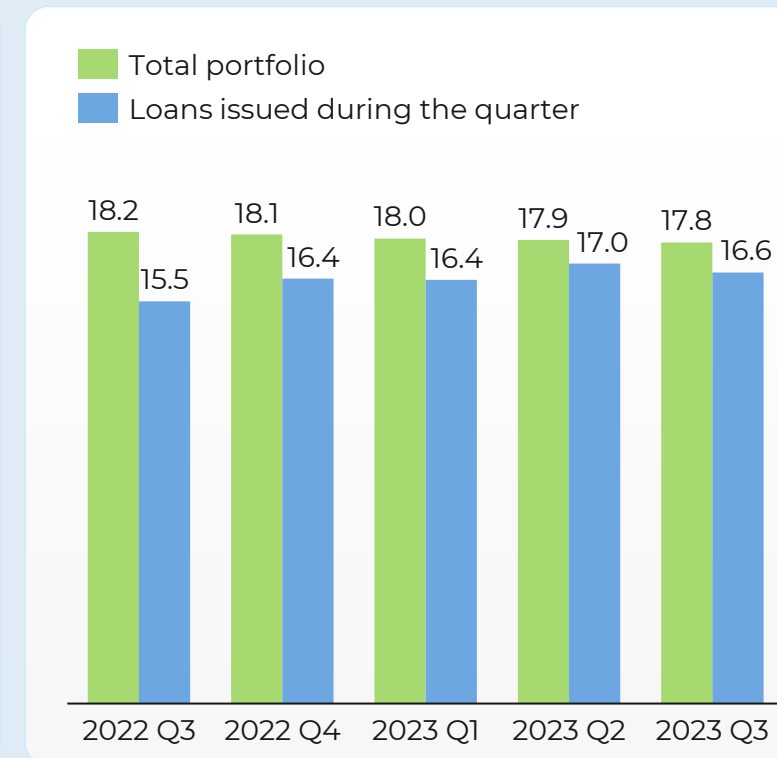
### Average loan size, Eur



### Weighted average loan term, months



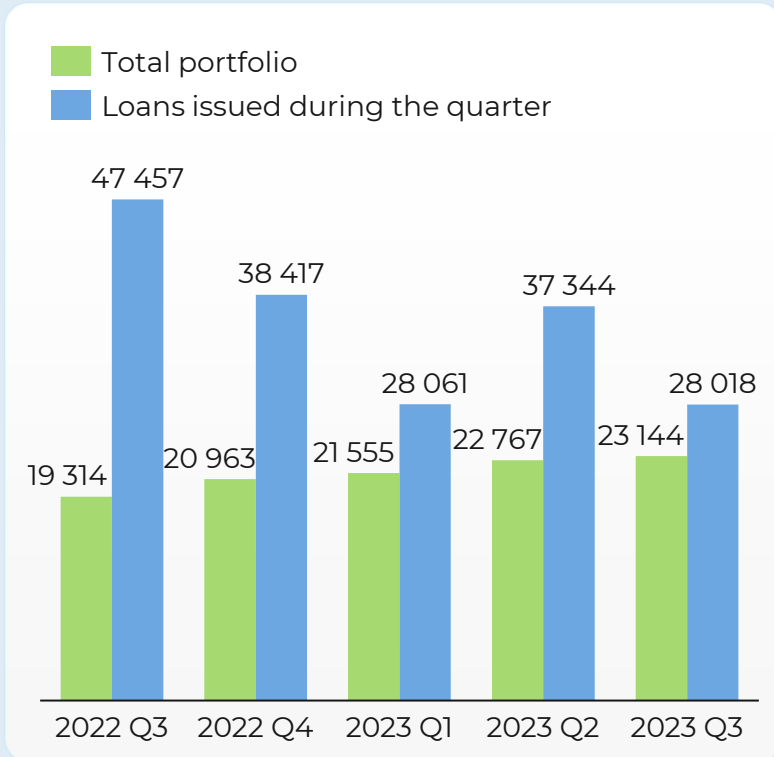
### Weighted average interest rate, %



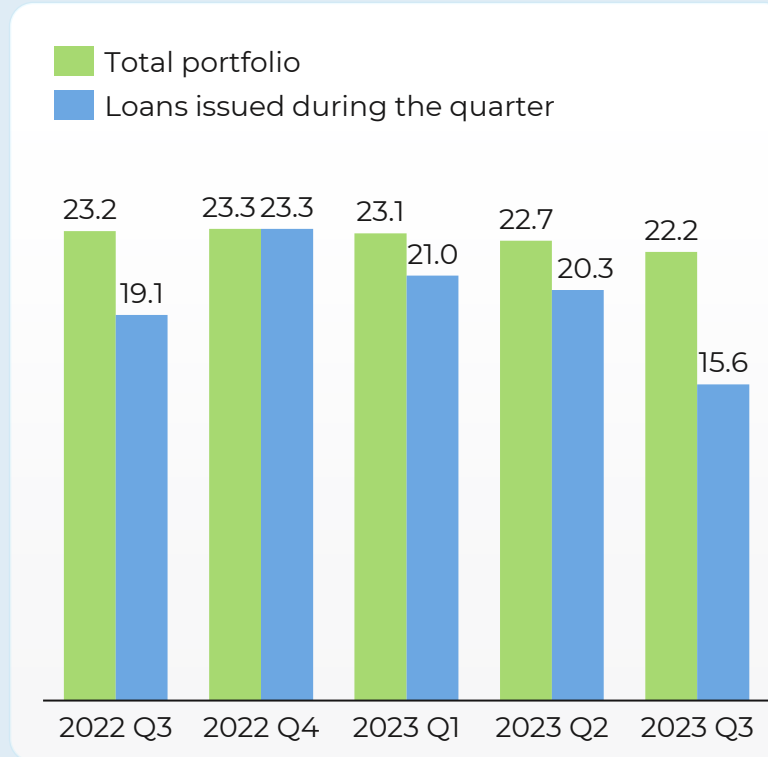
In the third quarter of 2023:

- average loan size of the total outstanding portfolio increased to Eur 23 144, of loans issued that quarter decreased to Eur 28 018;
- weighted average loan term of the total outstanding portfolio decreased to 22.2 months, of loans issued that quarter decreased to 15.6 months;
- weighted average interest rate of total portfolio did not change and was 13.6%, of loans issued that quarter decreased to 13.0%.

### Average loan size, Eur



### Weighted average loan term, months



### Weighted average interest rate, %

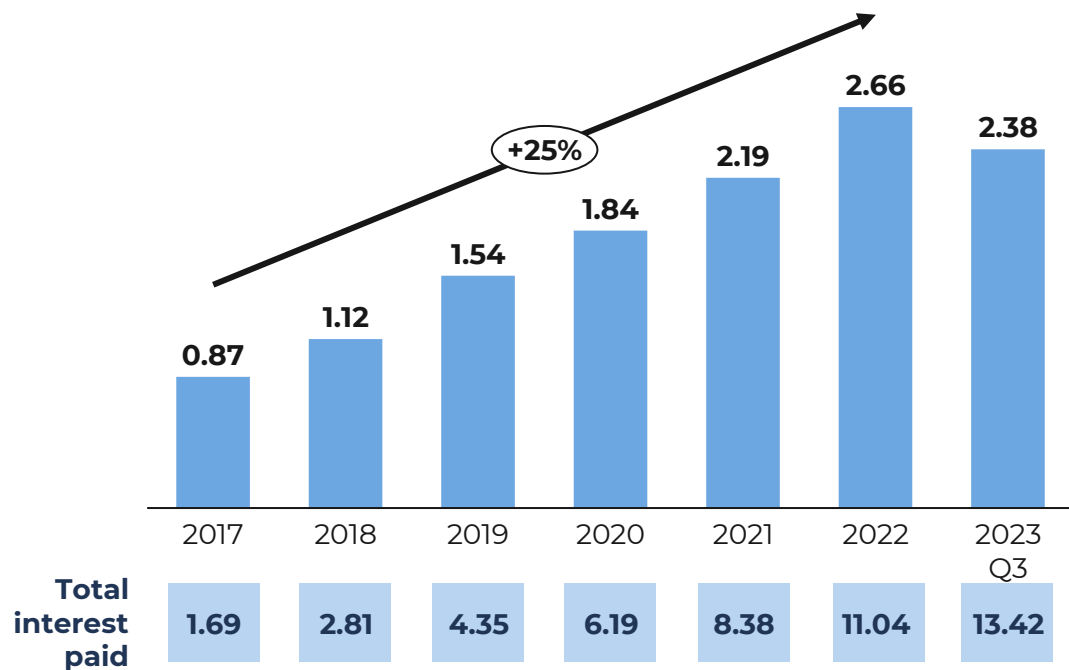


# SAVY investors have collectively earned over Eur 13.4 million in interest

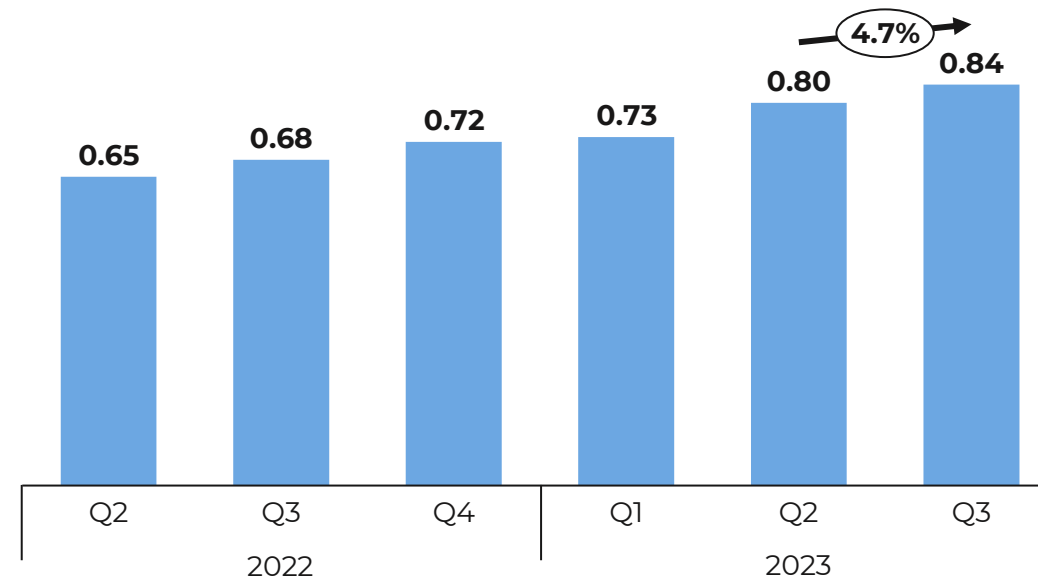
Since 2016, the amount of interest paid per year has exhibited a steady growth, averaging 25% annual increase. Comparing the interest payments in Q3 2023 to those in Q2, investors received an increase of 5% in their interest earnings.

At the end of Q3, the total amount of interest paid accounted for 15.5% of the total issued loans (the interest rates have decreased since the start of SAVY activities; therefore, this indicator has been decreasing by 1% for a few years).

### Paid interest, 2017 – 2023 Q3, m Eur



### Interest paid per quarter, m Eur

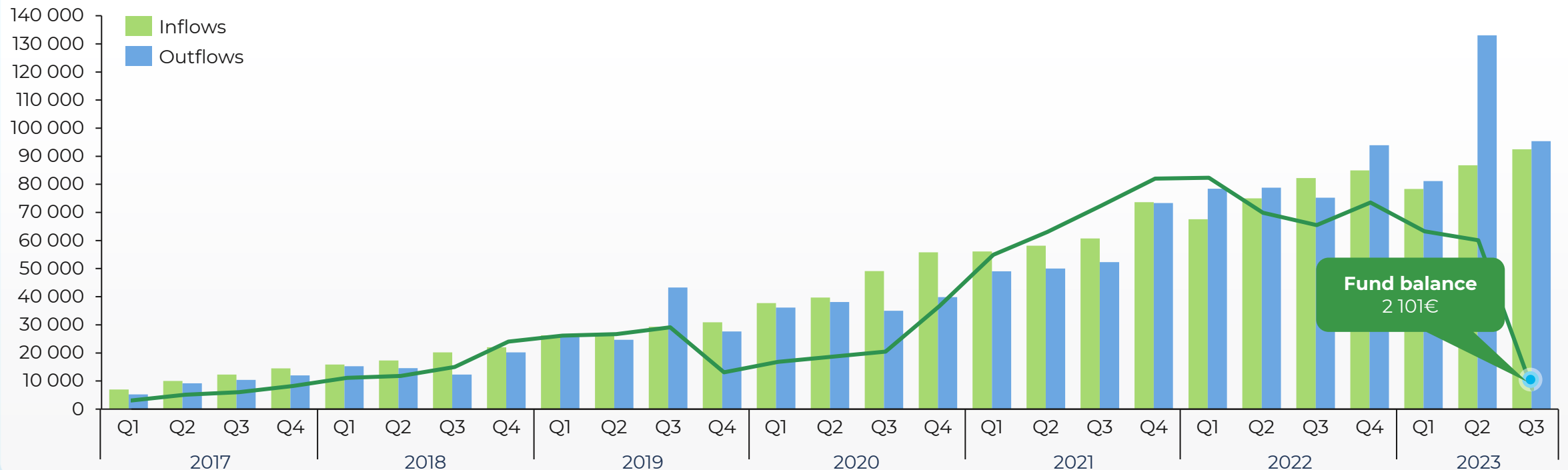


# Since the start of the Investor's Fund, it has compensated for over Eur 1.23 million of non-performing loans



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 1.23 million of non-performing loans. In the Q3 the fund compensated Eur 95 thousand losses, balance at the end of the period was a bit more than Eur 2 thousand. We observe that the trend remains unchanged and contributions to the fund are increasing – in the Q3, over Eur 92 thousand were contributed to the fund, almost 6 thousand more than in the Q2.

## Investors' Fund, Eur



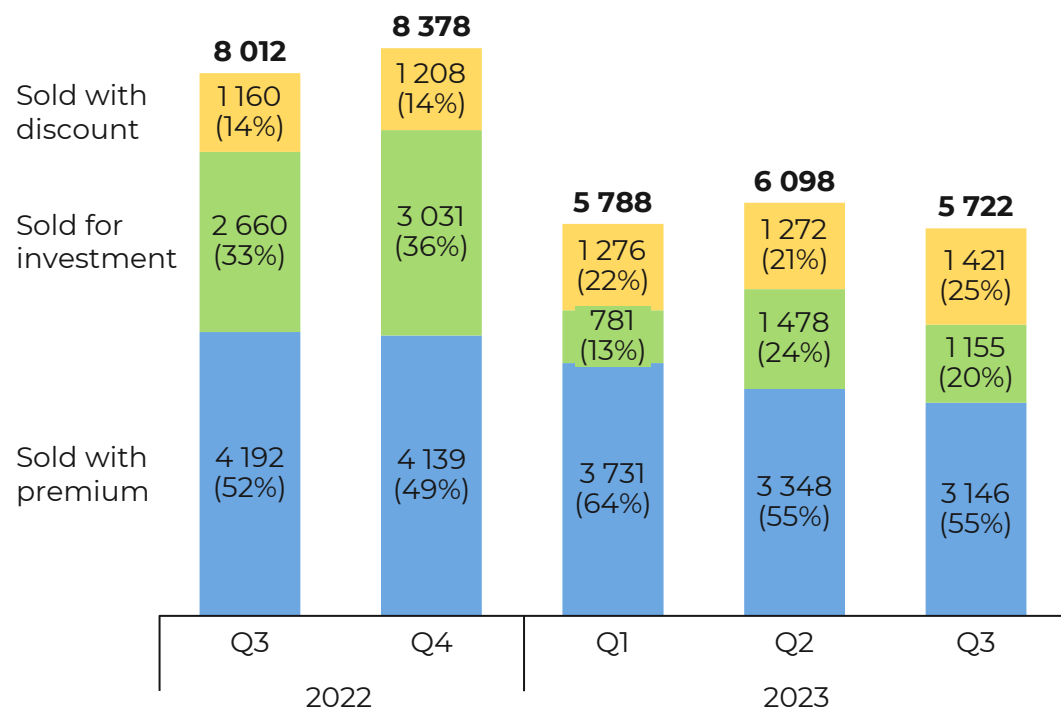


# Secondary market remains active

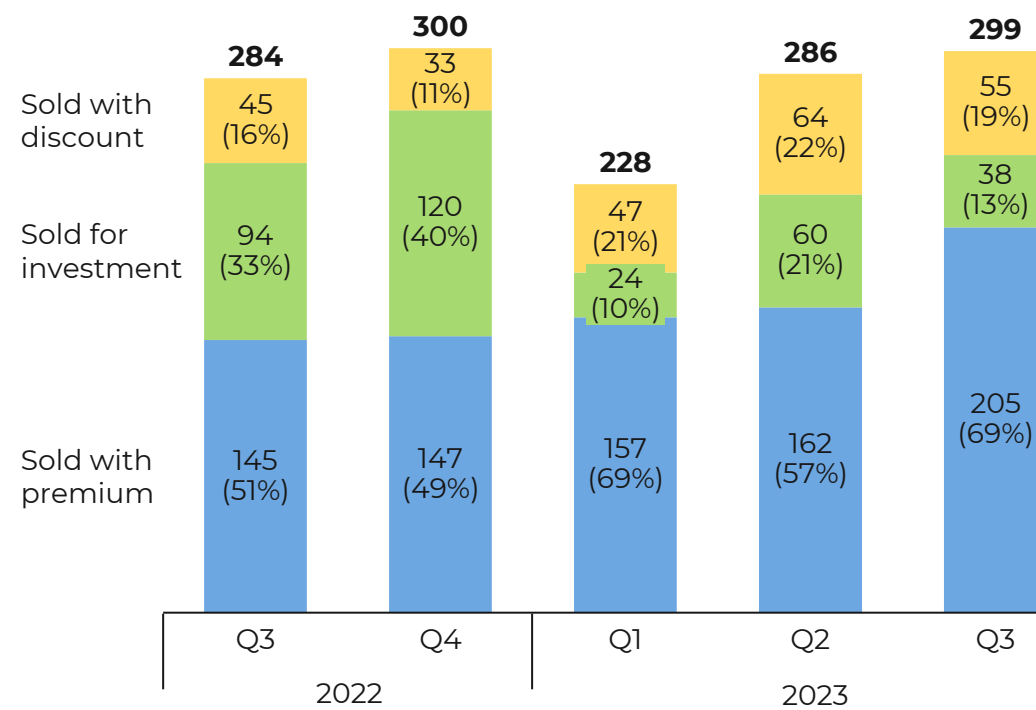
In the Q3 of 2023, investments with premium were sold for Eur 205 thousand (69% of total transactions), investments that match this amount were bought for Eur 38 thousand (13% of total transactions), investments sold with discount amounted to Eur 55 thousand (19% of total transactions). **Total amount of transactions – Eur 299 thousand.**

In Q3 secondary market activity increased by 4% in its total value. We have noticed that the market changed by the distribution of transactions – this quarter the share of investments sold with premium has increased.

## Secondary market activity, number



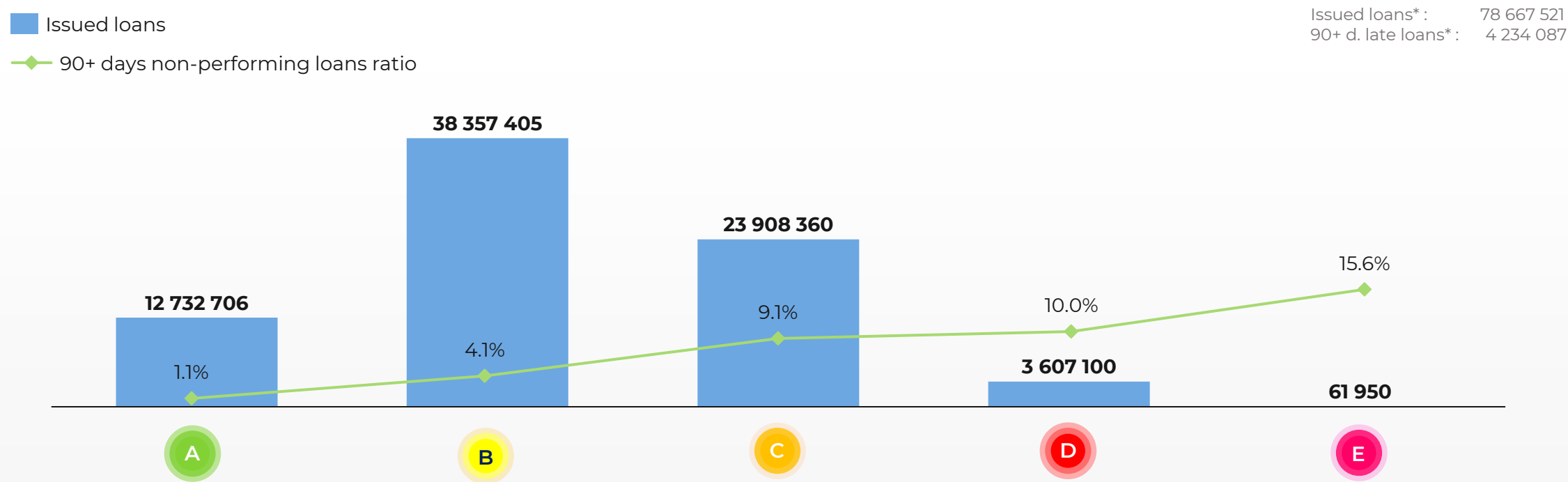
## Secondary market activity, k Eur



The share of consumer loans which are late for more than 90 days at the end of 2023 Q3 was 5.3%. 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. According to the population register 42 of debtors have declared departure abroad, 25 of them concluded agreements of payments, the remaining 17 are being contacted. A total of 78 deaths of borrowers were recorded and 26 loans were repaid by heirs. 16 agreements were made with heirs regarding payments on schedule, 36 heirs to the loan borrowers did not appear.

In the third quarter of this year, a total of Eur 347 thousand were recovered and returned to investors – a 6% increase compared to the first quarter

## 90+ days overdue consumer loans as part of total issued loans by rating\*, 2023-09-30



\* 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!

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