

# Finbee performance report

2024 Q1



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# Finbee CEO insights



We started this year with a 40% growth in disbursed consumer loans. During the first quarter, the amount of disbursed loans reached **7.7M Eur**, and business loan originations grew by 24% and reached **7.8M Eur**.

As the loan portfolio grows, the quality remains good. In March of this year, we received more instalments compared to March in 2022 and 2023. As many as 85% of all customers paid their consumer loan installments **without any delay**.

**Darius Noreika, CFA**

# Tendencies of financing



At the end of the first quarter, the number of active investors **exceeded 7.000**, with a year-over-year growth of 12%. The amount of newly transferred funds by investors grew by 25% compared to the first quarter of last year.

Most investors have invested their funds using **AutoLend**. 75% of all consumer loans were financed using automatic lending.

This shows that investors seek to invest their money **as efficiently as possible**, without spending time manually choosing the loans they want to invest in.

**AutoLend takes precedence** over manual investing, so investors who choose to invest using automated lending portfolios can invest in smaller loans that are typically funded **only through automated lending**.

During 2024 Q1 together with you, **we invested 4.83M Eur** in consumer and business loans, part of which we transferred to the nordIX fund.

# Updates for the investors



Last quarter, we presented the following updates to investors:

- **Invite a friend program.** Invite a friend to invest and get 10 Eur each + 1% bonus!
- **Schedule of financed business loan:** from now on you can see the schedule of financed loans in a separate document next to the business loan in the main section Documents.
- **Retail store senukai.lt loans:** from now on the platform - even more small and short-term loans up to 36 months!
- We have updated the data of the [best P2P calculator ever](#). Are your lending settings still the most efficient?

In the first half of this year, we will focus more on investors, making the changes most investors want:

- We will **shorten the loading time of the account statement**, because especially for those who have invested for a long time or have a large amount of loans in their portfolio, generating the account statement may take a long time;
- We will work to **optimize other slower platform windows**, such as the monthly income graph and overview window.
- We will aim to **automate the approval process for new investors** and simplify the first payment process.







# Our investors

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A group of four people (three women and one man) are sitting on a log in a forest, talking. The background is a dense forest of tall trees. The scene is outdoors, and the lighting is natural, suggesting daytime. The people are dressed in casual attire. The man is wearing a denim jacket, and the women are wearing various styles of tops and skirts. They appear to be in a relaxed conversation.

## Investor: it's easy to control my investments.

“It is easy to manage and maintain your investments, and the recovery is good, on par with other platforms. I recommend it.”

– investor *Danielus Goriunovas*, the **author of the blog *Debesyla***, shares his experience.

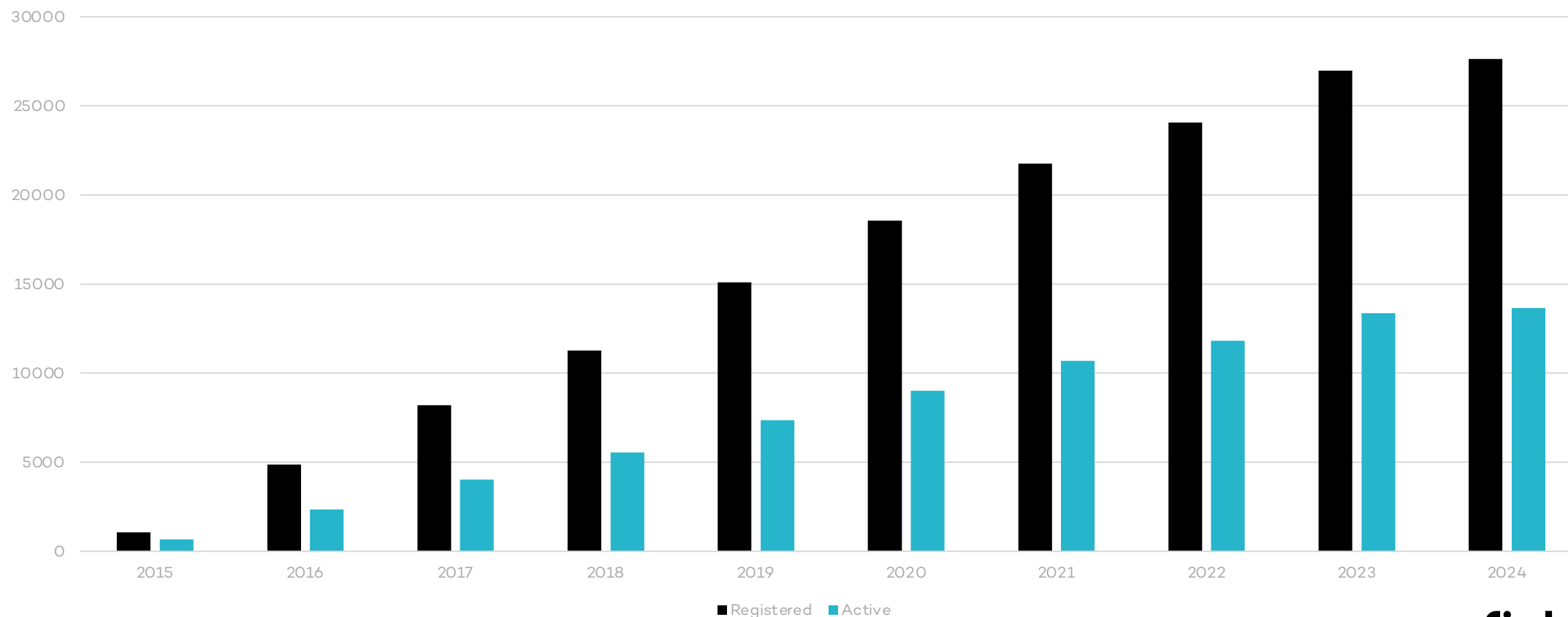
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# Our investors

# 27.625

Number of investors in 2024.03.31 More than **13.655** of our investors have made at least one investment



# Where do you rank?

Which place do you rank in terms of portfolio size?

Place	Portfolio size	Q4
TOP legal entity	<b>8.936.753 Eur</b>	+4%
TOP private investor	<b>543.236 Eur</b>	+2%
Top 10% active*	<b>8.260 Eur</b>	+20%
Top 50% active*	<b>946 Eur</b>	+34%

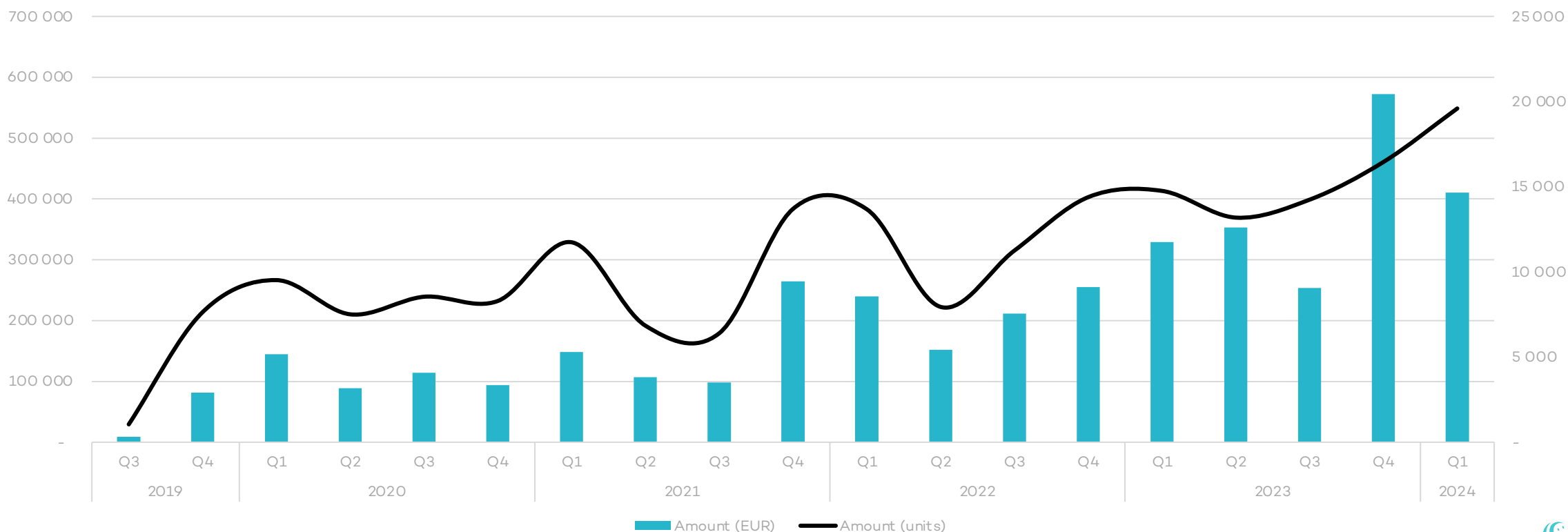
\*Among those who invested in at least one loan in 2024

# Secondary market statistics

# 410.297 Eur

That many loans were bought on the secondary market in 2024 Q1. This is the **second-best** quarterly record by amount, and the best by volume.

High liquidity



# Finbee co-financing

In 2024 Q1 together with you we financed:



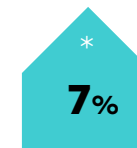
**2,63** M EUR  
to business loans



**2,20** M EUR  
to consumer loans



**12,30** M EUR  
active portfolio



We know that we  
generate good returns  
for the whole hive and  
invest together!

\*Compared to 2023.12.31



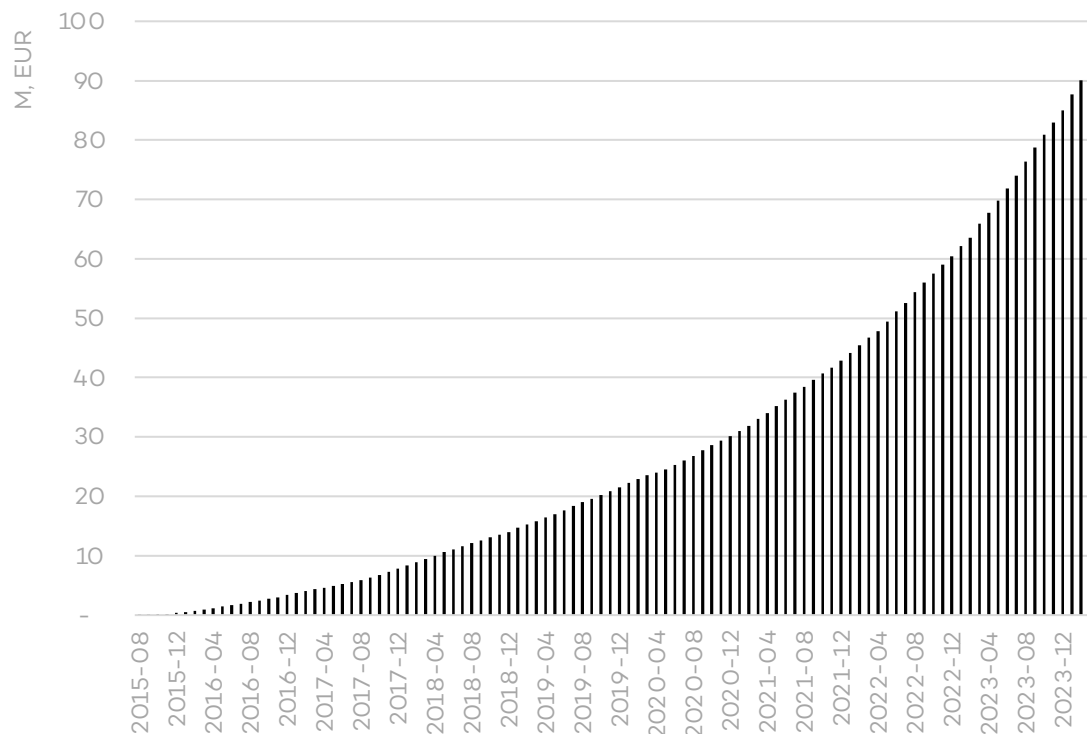
# Consumer loans

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# Consumer loans

# 32%

YoY growth



**8 years**

in the market

**34.248 units**

loans issued

**9%**

**92,6M EUR**

loans issued in total

**9%**

**2.705 EUR**

average loan amount

**0%**

**14,3M EUR**

interest paid out to the investors

**7%**

\*Compared to 2023.12.31



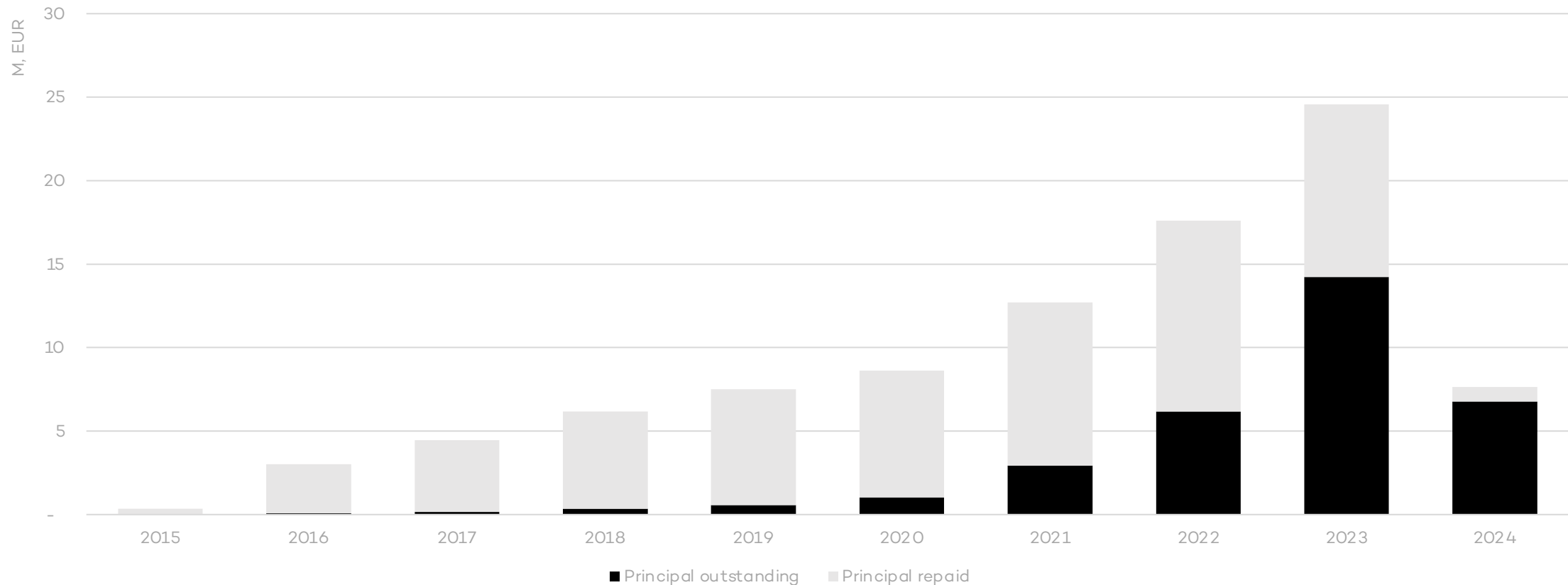
# Loans issued

32,3M EUR



42% of the loans issued in 2023 have already been repaid

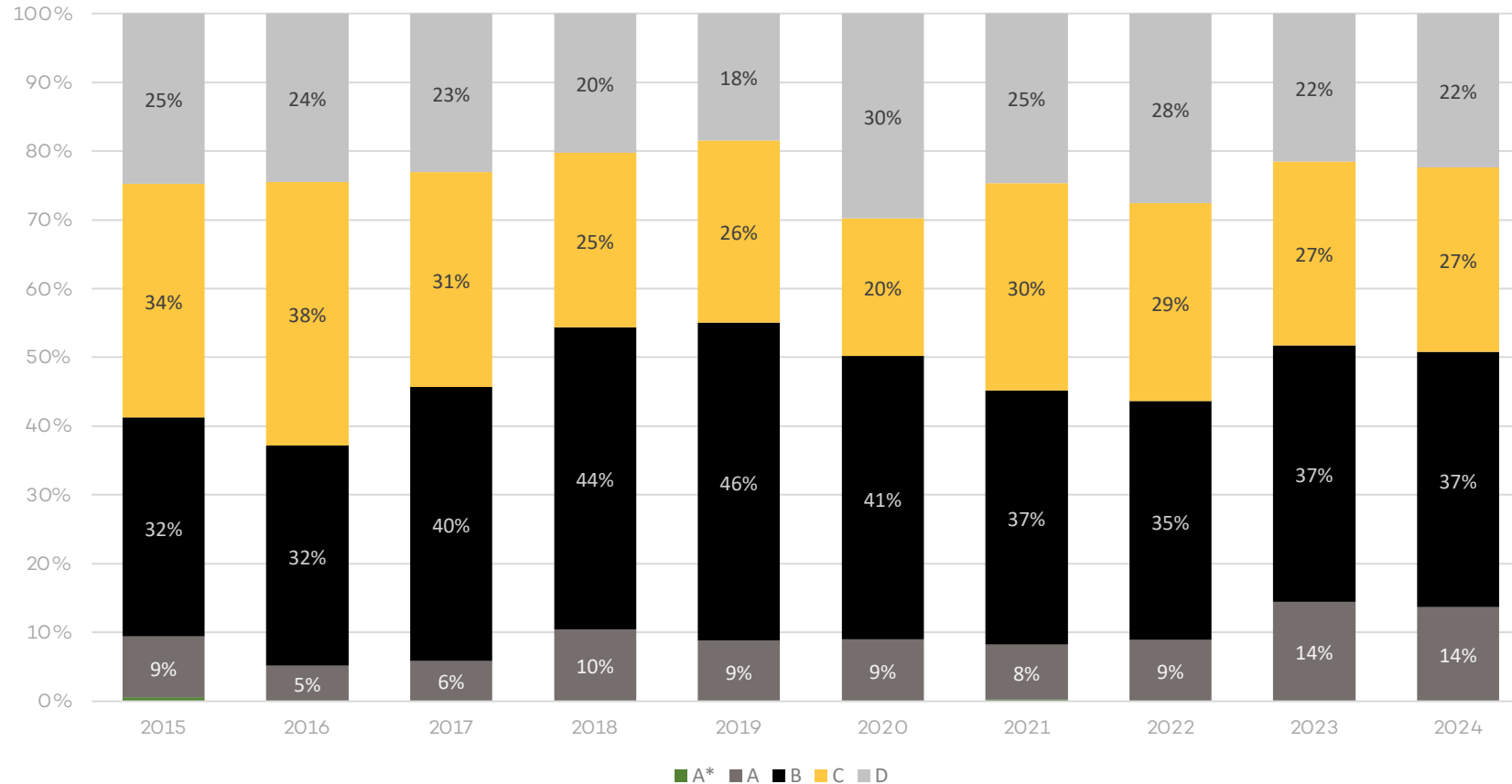
active loan portfolio at 2024.03.31  
**27 months** average loan duration



\*Compared to 2023.12.31

# Distribution of loans by ratings, %

Thanks to Klix loans\*, the share of customers with the lowest risk has increased significantly



- A\*** - lowest risk customers. Minimal chance of delays. Very low interest rate paid by customers.
- A** - very low risk customers. Low probability of default.
- B** - low risk customers. Small delays are likely, but offset by a higher interest rate.
- C** - medium risk customers. Higher delays and defaults are likely. This is compensated by customers paying a higher interest rate.
- D** - High risk customers. High likelihood of solvency problems for the customer, but the risk is compensated by a high interest rate. Historically generates the highest returns for investors.

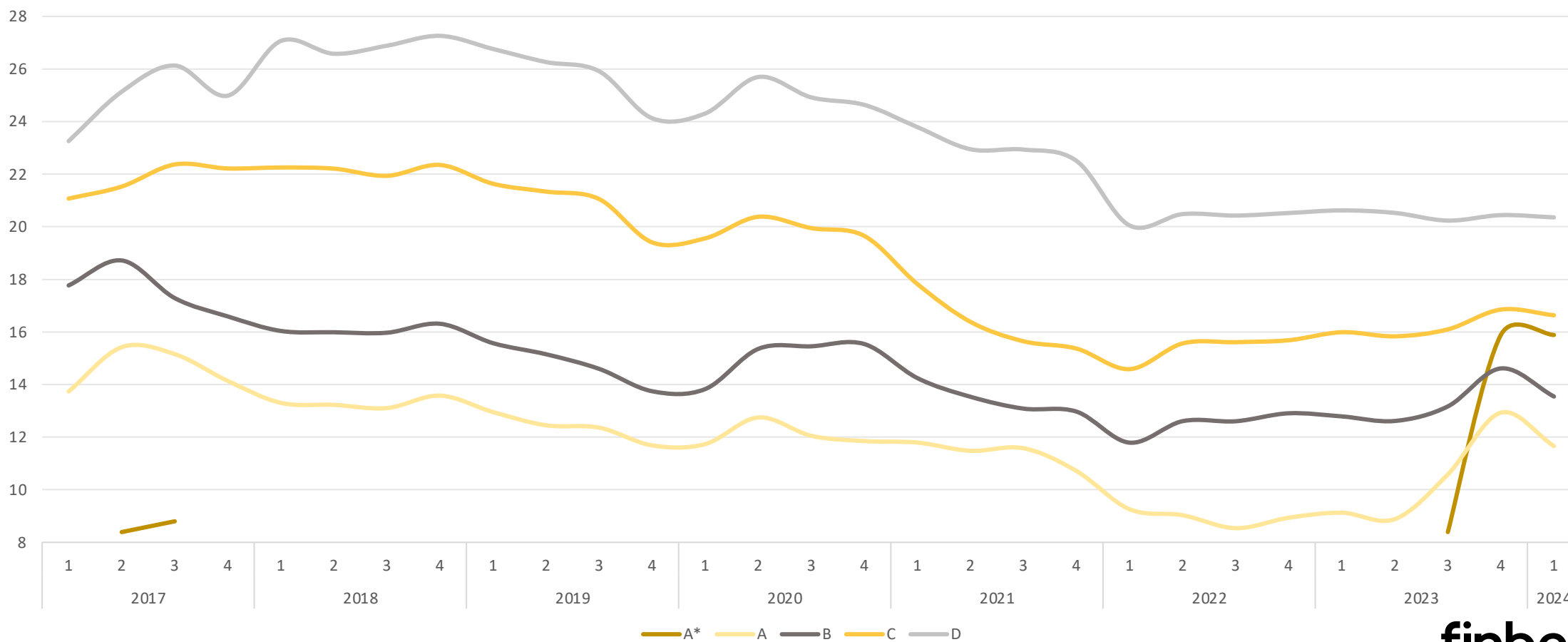
\*Loans when buying goods in partner e-stores.

# Interest rate, %

# 15,60%

effective interest rate at  
2024.03.31

Average loan interest  
rates **are**  
**significantly higher**  
than in 2021 Q4



# Active debt prevention

In Q1:

## Recovery

How do we deal with late borrowers?



Sent **89.872** (+1%\*) emails and **39.322** (+28%\*) SMS to the borrowers



Terminated **165** (-4%\*) loan contracts



Made **4.513** (+37%\*) calls to the late borrowers

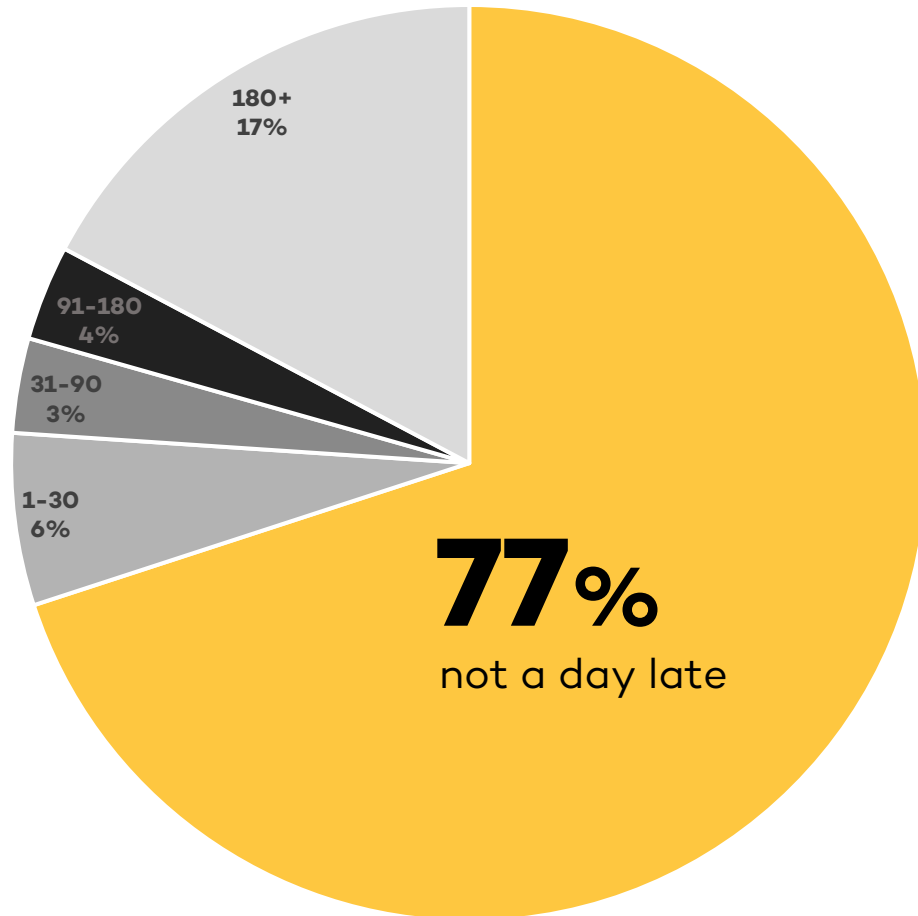


**135** (-18%\*) borrowers put to the court

\* Compared to 2023.12.31

# Portfolio composition

by days late, units



90%

of customers made a payment in the last 30 days

1,4%\*

2,46%

of loans issued in 2023 defaulted

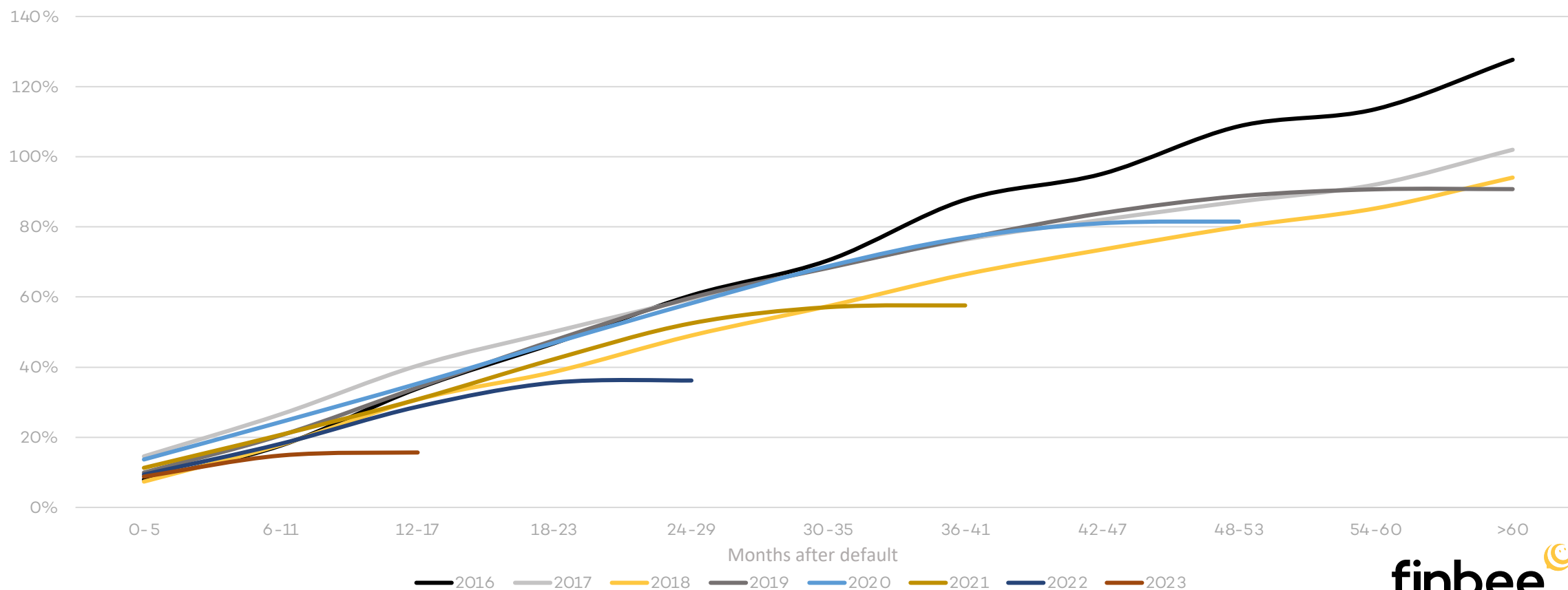
\* Compared to 2023.12.31

# Loans recovered

A recovery of more than 100% means that we have recovered not only the loan principal but also the interest

## 5-6 years

Historical duration until defaulted principal is fully recovered

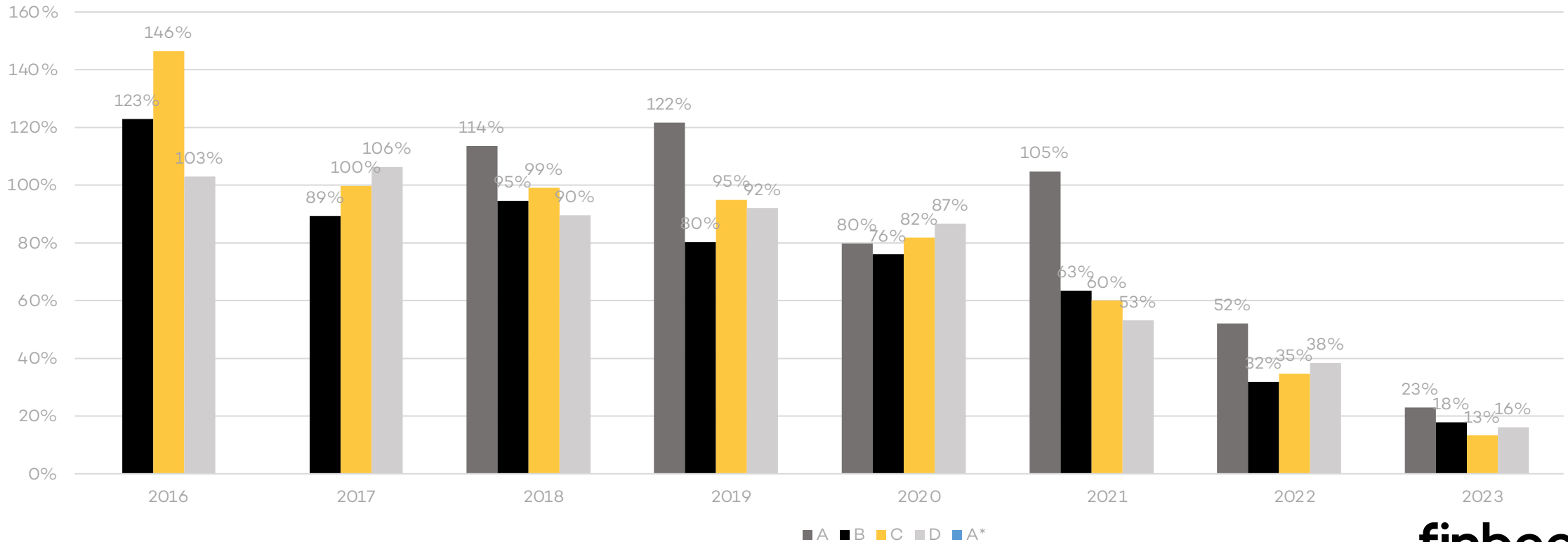


# Debt collection performance, by rating

Debt collected, % of outstanding principal at default

## A rated

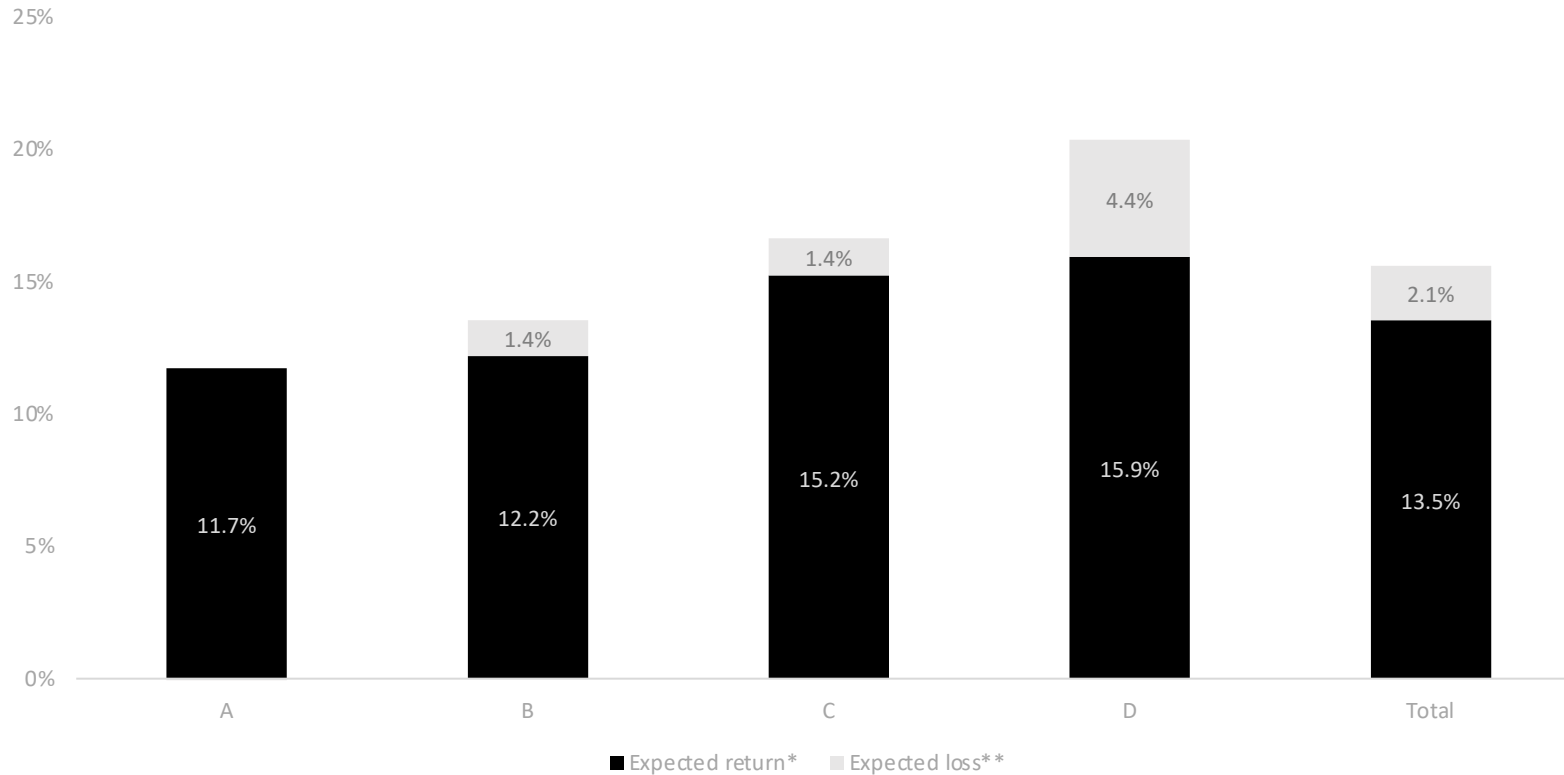
customers have the **best collection performance**, therefore low-risk customers pay lower interest on loans



# Return on loan portfolio

# 13,5%

Return on consumer loan portfolio



\* **The expected return is calculated as :**  
Weighted average interest rate (%) –  
expected loss (%) on the original loan  
amount

\*\* **Expected loss (%) = PDw x EAD x (1-  
RR)**

**PDw:** Probability of default (%) = Number  
of defaulted loans at origination / Number  
of total loans originated

**EAD:** Loan balance at the date of the first  
default moment (%) = Loan balance at  
the time of default / Loan amount at  
origination

**RR:** Recovery rate, the proportion (%),  
that is recovered on the loan balance at  
the time of default = Amount recovered  
after default events / EAD





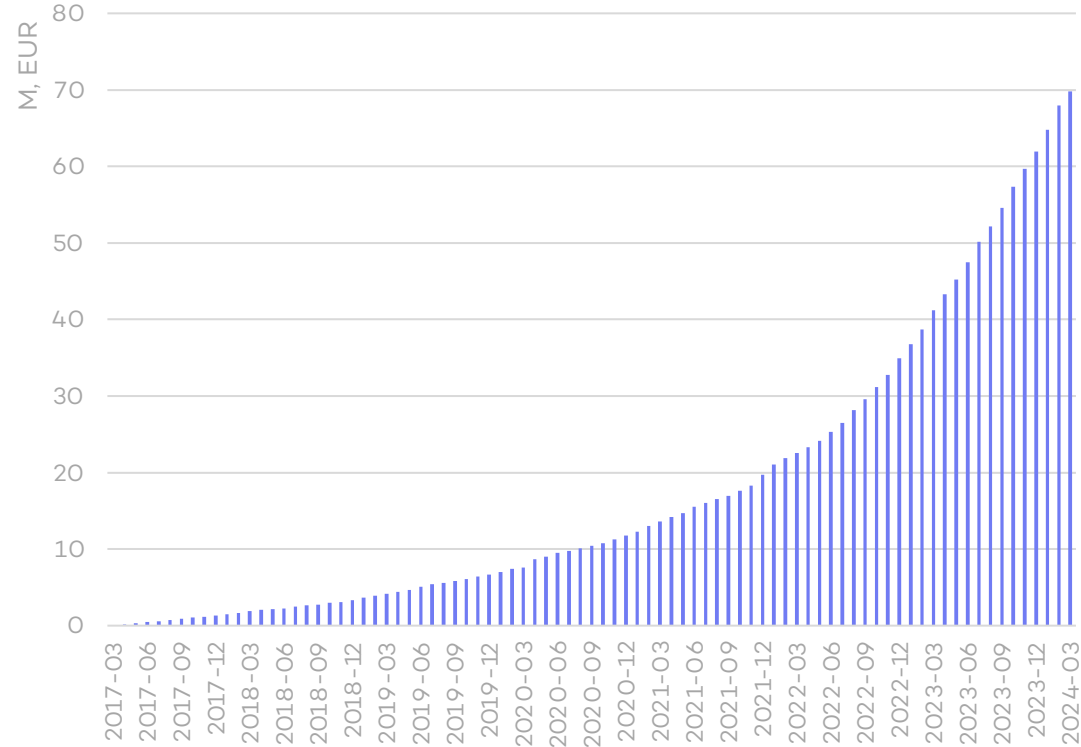
# Business loans

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# Finbee business loans

## 87%

YoY growth



8 years

in the market

4.396 units

loans issued

6%

69,7M EUR

loans issued

10%

15.869 EUR

average loan amount

3%

6,12M EUR

interest paid out to the investors

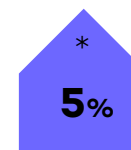
15%

\*Compared to 2023.12.31

# Loan volume

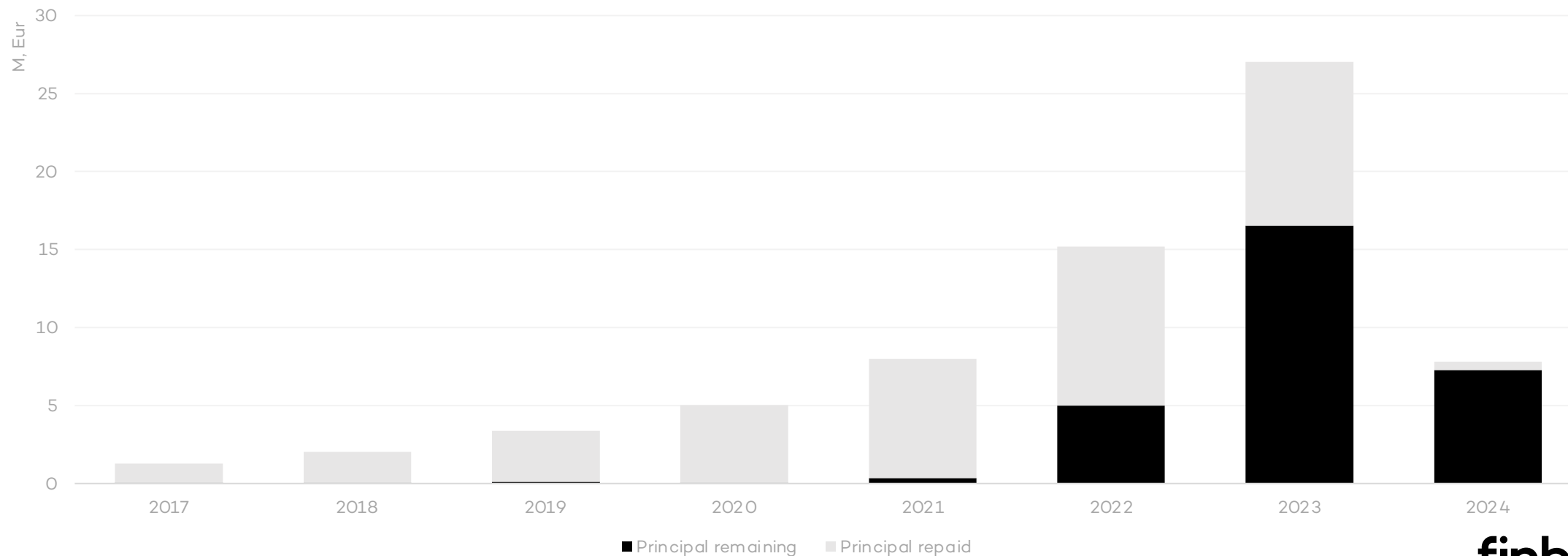
Already 39% of the loans issued in 2023 have been repaid

## 29,4M EUR



active loan portfolio at 2024.03.31

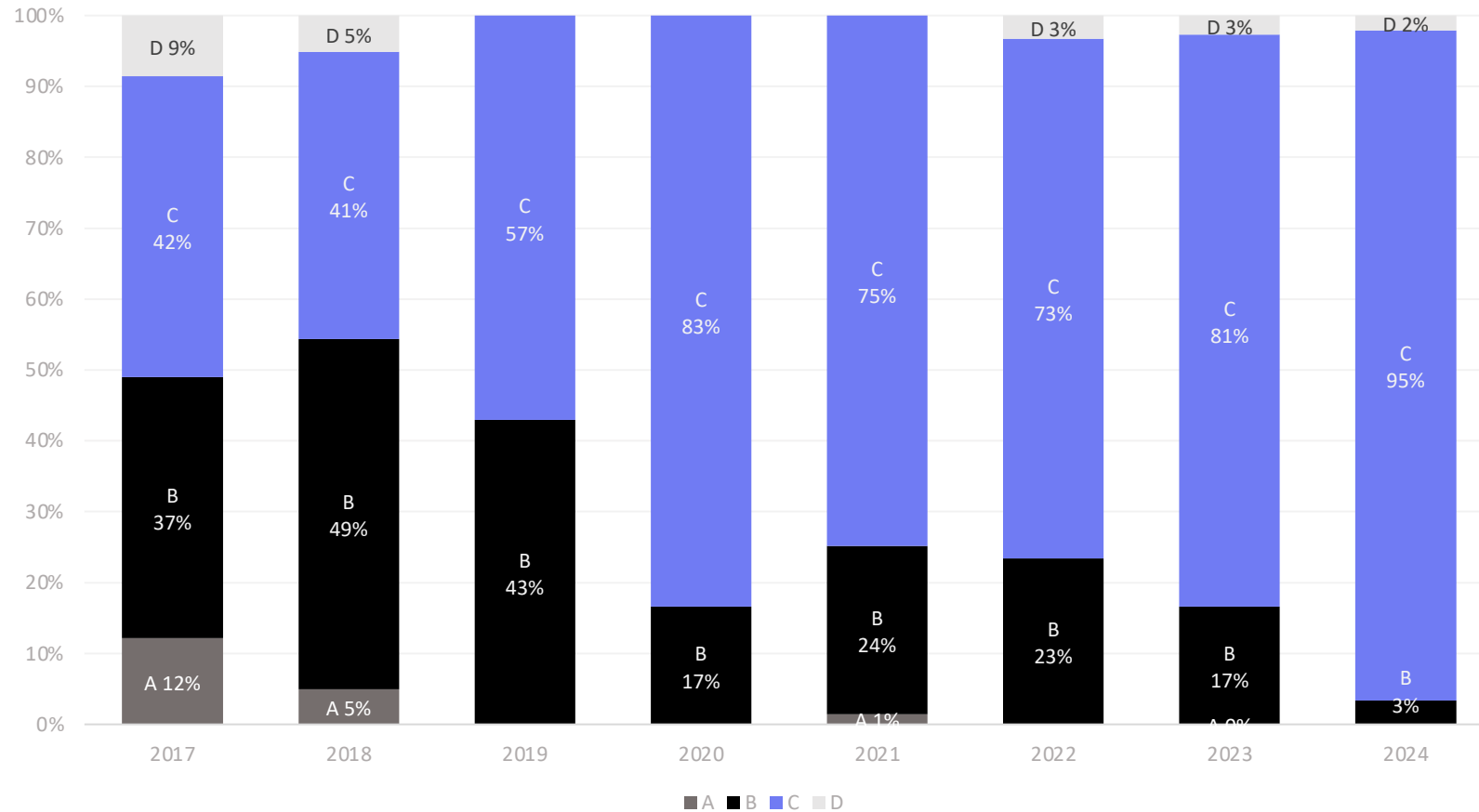
**20 months** average loans duration



\*Compared to 2023.12.31

# Business loans by rating, %

A reduction in B-rated loans due to customer demand for amounts exceeding our funding capabilities



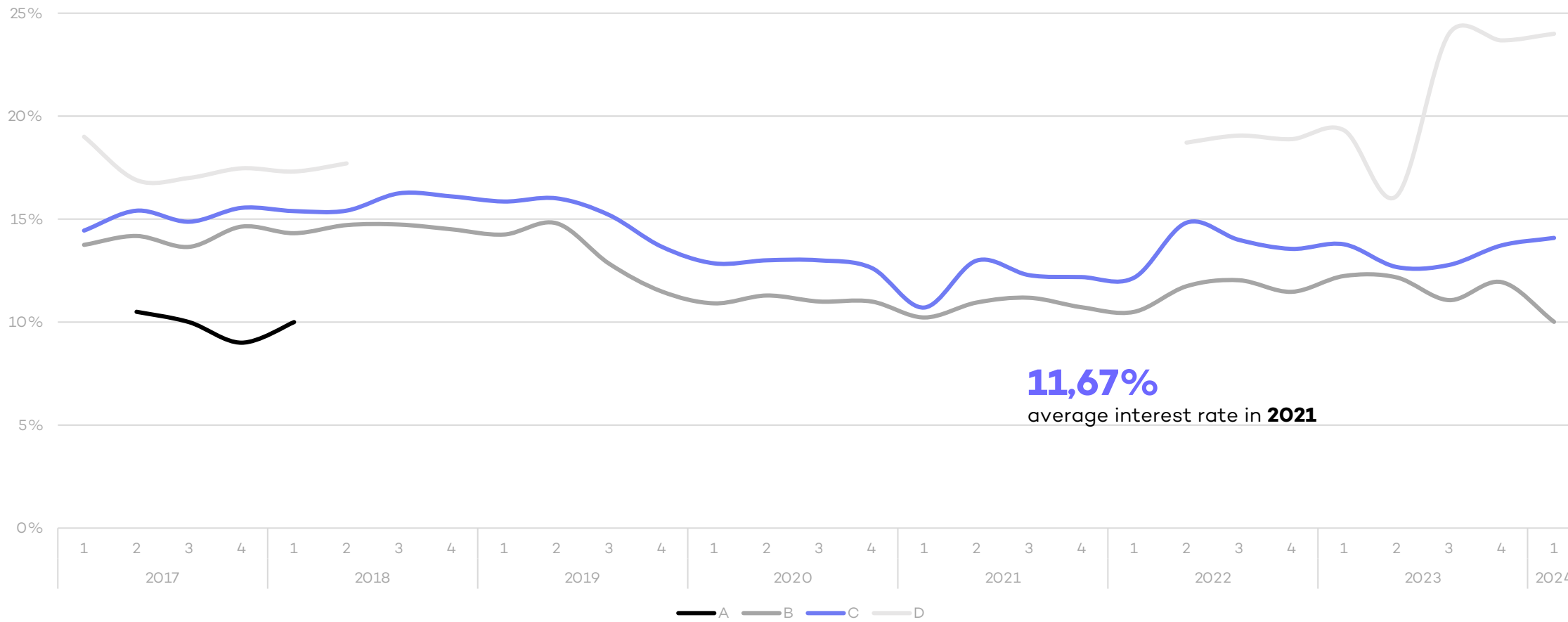
**A\*** - žemiausios rizikos klientai. Vėlavimo tikimybė minimali. Labai žema klientų mokama palūkanų norma.  
**A** - labai žemos rizikos klientai. Vėlavimo tikimybė maža.  
**B** - žemos rizikos klientai. Tikėtini nedideli vėlavimai, tačiau juos kompensuoja didesnė palūkanų norma.  
**C** - vidutinės rizikos klientai. Tikėtini didesni vėlavimai ir įsipareigojimų nevykdymo atvejai. Tai kompensuojama klientams mokant didesnę palūkanų normą.  
**D** - aukštos rizikos klientai. Didelė tikimybė klientui susidurti su mokumo problemomis, tačiau rizika kompensuojama taikant aukštą palūkanų normą. Istoriskai generuojama didžiausia grąža investuotojams.



# Interest rate, %

# 14,16%

average interest rate at **2024.03.30**



# Active loan prevention

In Q1:

## Recovery

How do we deal with late borrowers?



We sent **26.927** (+2%\*) emails and **8.982** (+6%\*) text messages to the borrowers



Terminated **70** (+94%\*) loan contracts



Made **2.854** (+105%\*) calls to late borrowers



Put **84** (+121%\*) borrowers to court

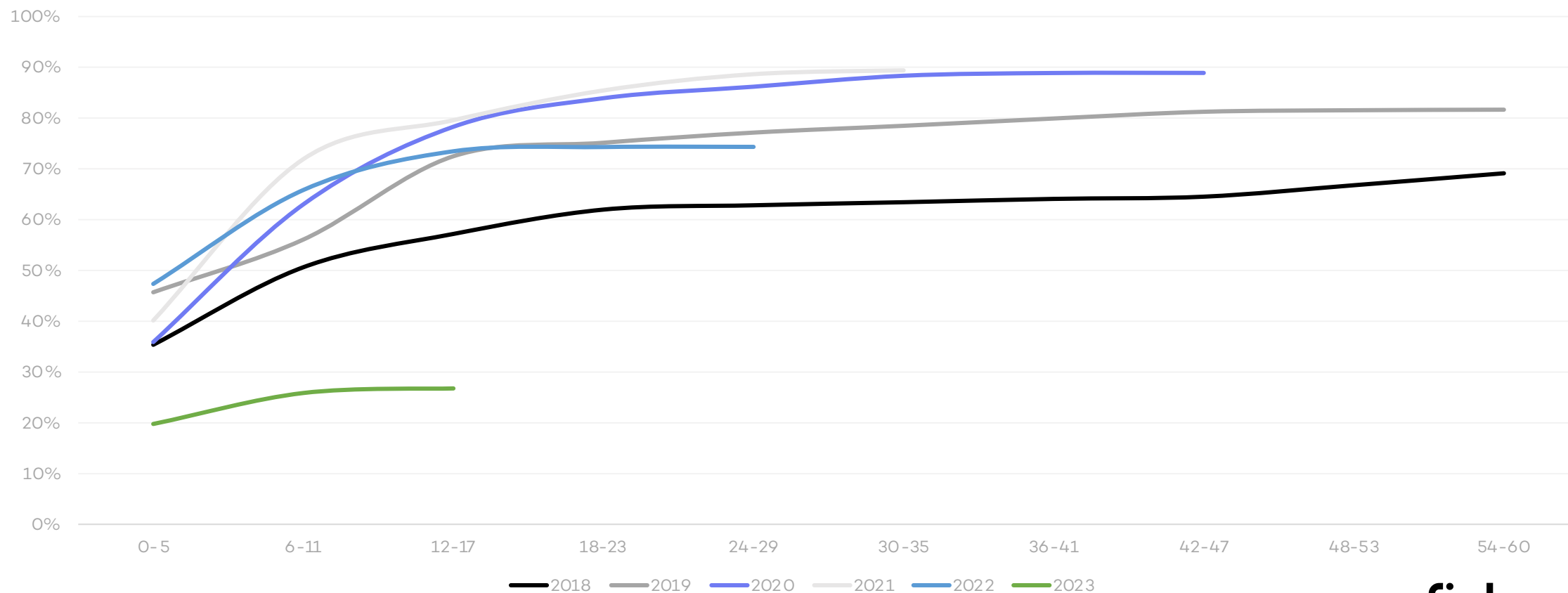
\*Compared to 2023.12.31

# Loans recovered

during equal number of months after the start of recovery, % of outstanding principal at default

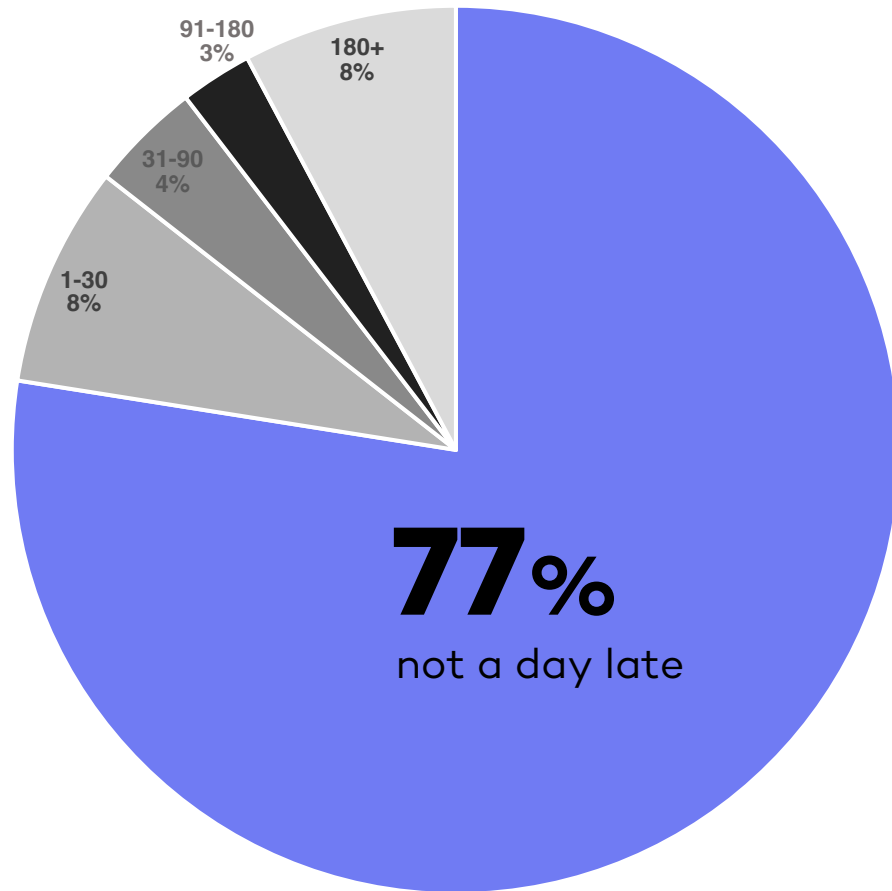
# 89%

of outstanding principal recovered of loans that defaulted in 2021



# Portfolio composition

By days late, units



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**85,5%**

borrowers made a payment in the last 30 days

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**5,59%**

loans originated in 2023 have defaulted

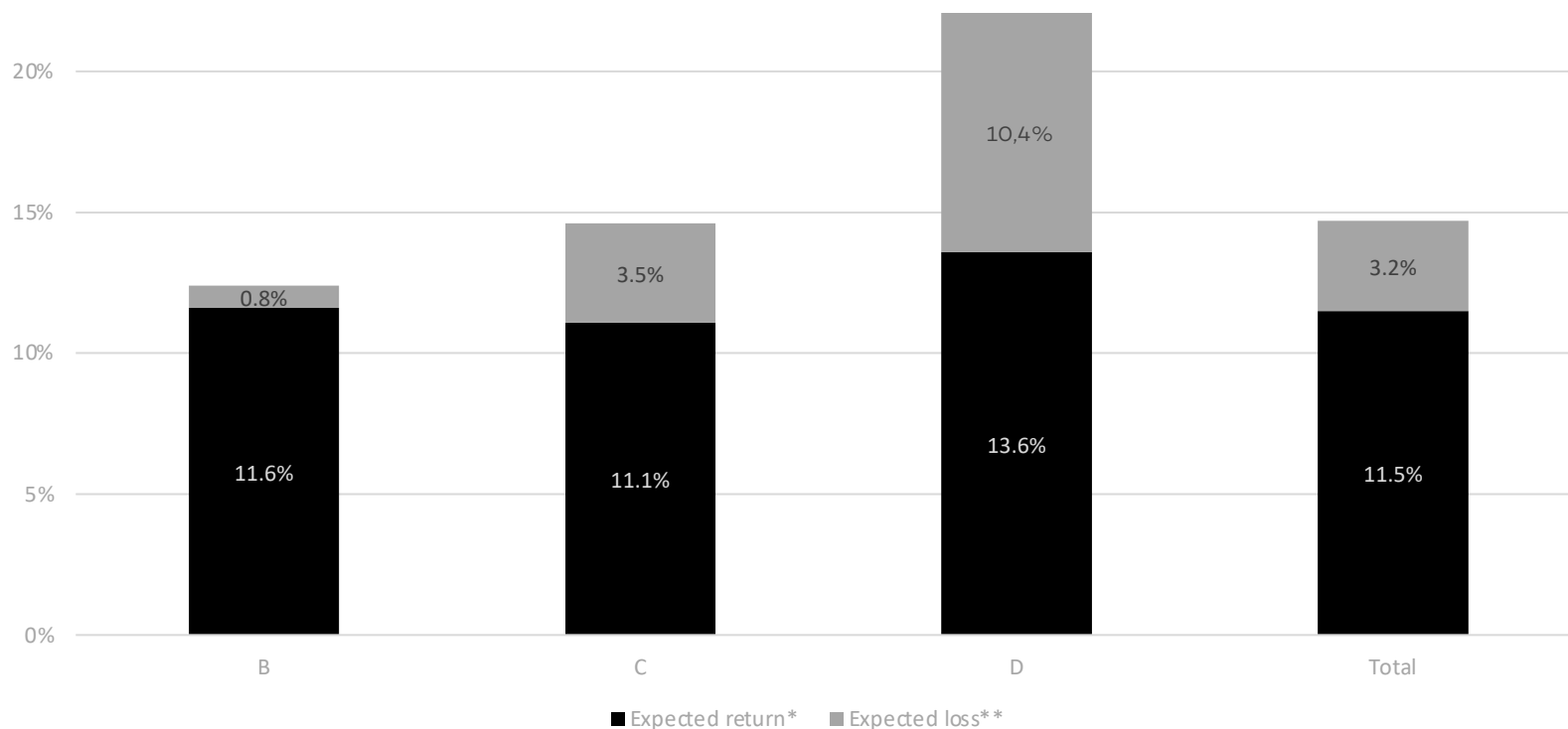
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# Return on loan portfolio

# 11,5%

Business loans return



\* **The expected return is calculated as :**  
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amount

\*\* **Expected loss (%) = PDw x EAD x (1-  
RR)**

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**RR:** Recovery rate, the proportion (%),  
that is recovered on the loan balance at  
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after default events / EAD

# Important!

Investing through crowdfunding platform, as well as investing in other financial instruments, involves risk taking. Therefore, before you start investing in loans, you must properly assess your financial situation, as well as financial situation of your family or your business, your investment experience and knowledge of risks associated with investing. If you think you do not understand the potential risks associated with the financing transaction you are making, consider contacting specialists.

Investments made through the platform are not covered by the law of deposits and liabilities to investors of Lithuanian Republic, nor is it guaranteed that the client to whom you borrowed the money will properly fulfil its financial obligations, therefore each investor assumes the risks associated with the investment when making a financing transaction on the platform, including partial or full loss of all invested funds, loss of expected profit as well as limited or no liquidity.

Finbee and Finbee Verslui does not assume any liability for losses incurred by investors but seeks to ensure the security of invested funds and the return on investment in every possible way.

**Thank you for your  
friendship!**

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[www.finbee.it](http://www.finbee.it)



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