

# Finbee performance report

2024 Q4



finbee 

# Finbee CEO insights



The amount of consumer loans disbursed in 2024Y reached **34.1 million EUR**, 39% higher than in the same period of the previous year, while business loans fell by **29% to 16.3 million EUR**.

At the end of December, the share of customers more than 90 days overdue in our consumer loan portfolio was the lowest compared to the information publicly provided by other peer-to-peer lending platforms in Lithuania. This shows that our consumer loan portfolio is **of the highest quality** and our credit risk assessment and debt recovery processes are the most efficient.

**Darius Noreika, CFA**

# Tendencies of financing



Since June, we have again started offering long-term loans to clients with a maximum term of up to 120 months. These loans are only offered to **low-risk customers**.

Currently, **only 14 out of 604** long term loans issued **are in arrears**. These results show that long term loans allow investors to **lock in an interest rate for the long term**, while the low risk of long term loans allows them to expect to earn a stable investment return in the long term.

The decrease in new business loans is due to the fact that the majority of our business loans are not financed through crowdfunding, but through an investment of **35 million EUR** raised from Pollen Street Capital, an investment management company based in London.

# Updates for the investors



Last quarter, we presented the following updates to investors:

- **We have adjusted the terms of the "Invite a Friend" programme.** This programme gives Finbee investors the opportunity to earn extra money not only from their own investments, but also from the investments of friends who have started investing on the Finbee platform after your recommendation. **An investor who invites a friend to invest receives 1% and an invitee receives 1.5% of the amount invested within 60 days.** To date, the **highest bonus earned** by an investor has **already exceeded 1000 Eur.**
- We have updated the data of the [best P2P calculator ever](#). Are your lending settings still the most efficient?
- We have **separated** the secondary market premium and discount on the account statement to make it clearer to investors how much they have recovered from the sale of the loan and how much of the premium or discount they have received. In the statement of account, this entry is titled "**Loan sale/purchase discount/premium**"





**Our**  
**investors**

**finbee** 

An aerial view of a cruise ship deck featuring a vibrant water park area. The deck is filled with colorful water slides in shades of blue, pink, and green, winding across multiple levels. There are several swimming pools, including a large one with a waterfall feature. People are seen relaxing on lounge chairs and walking around the deck. The ship is sailing on a clear blue sea.

**Investor:**

**Investing in P2P periodically can help achieve financial independence:**

*„When my income from my P2P portfolio exceeded my monthly expenses, I quit my day job to devote more time to investing.“*

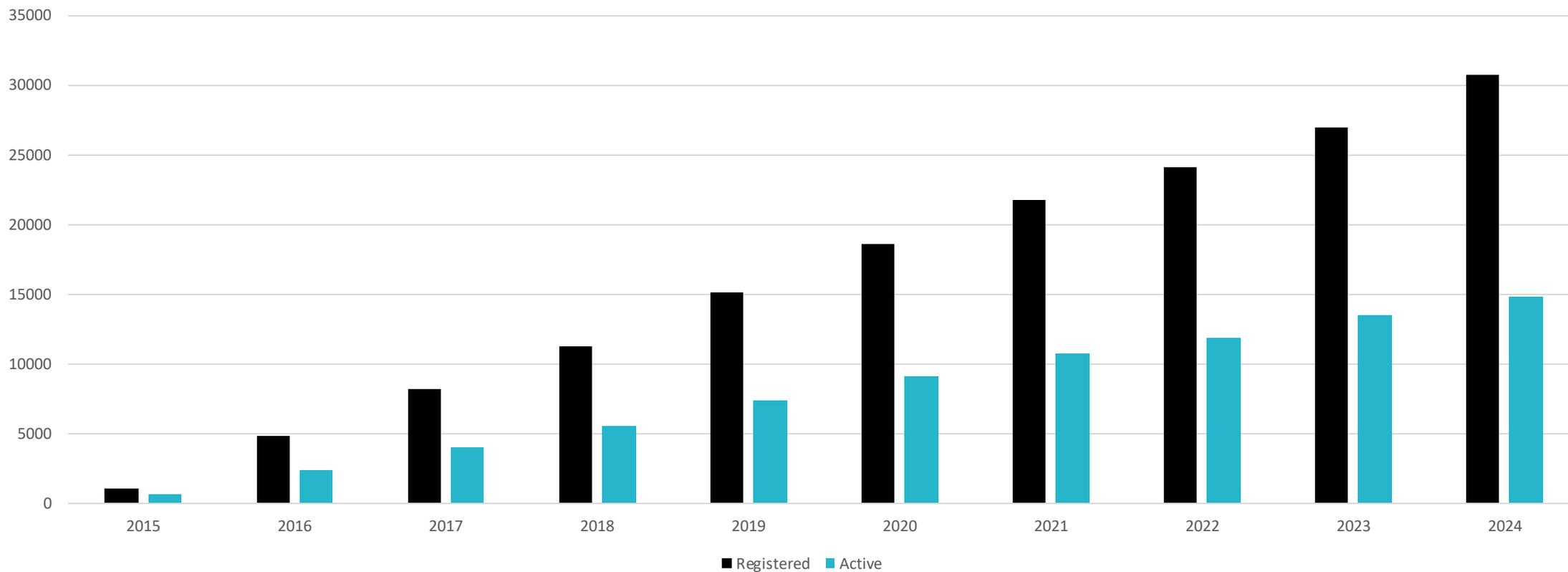
*Investor Andreas Tielmann shares his experience*

# Our investors

# 30.727

Number of investors in 2024.12.31

**14.831** 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     | 6.512.529 Eur  | +4%  |
| TOP private investor | 509.462 Eur    | -10% |
| Top 10% active*      | 7.948 Eur      | +3%  |
| Top 50% active*      | 740 Eur        | +1%  |

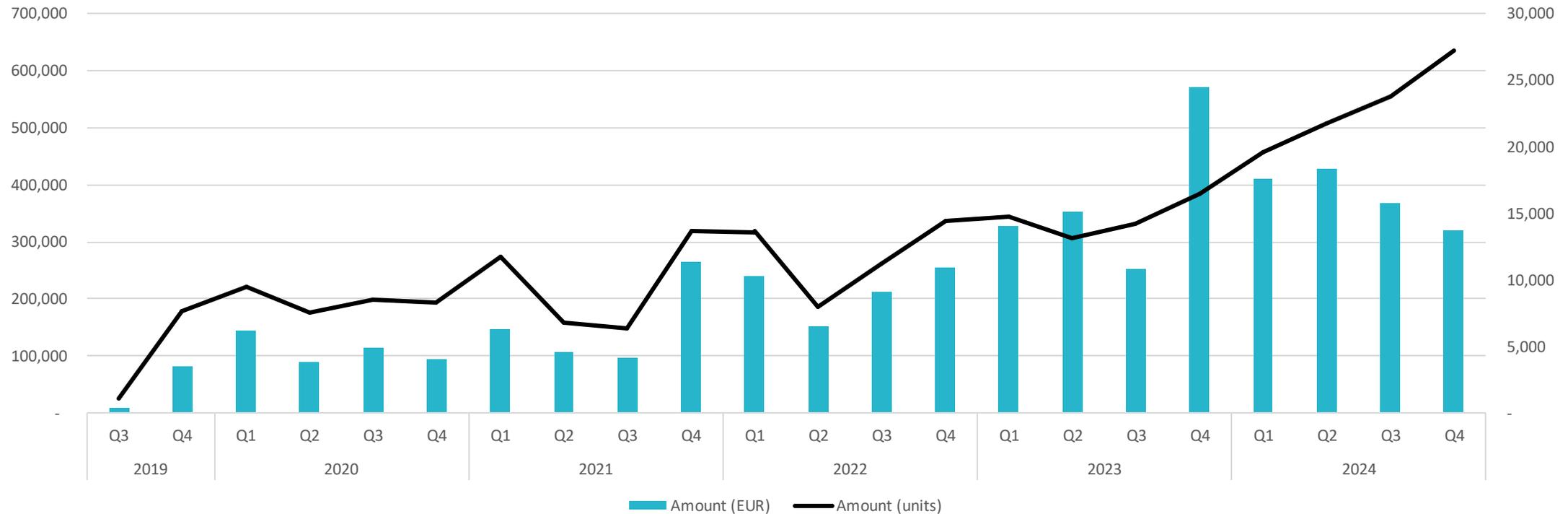
\*Among those who invested in at least one loan in 2024

# Secondary market statistics

# 319.558 Eur

That many loans were bought on the secondary market in 2024 Q4.

High liquidity



# Finbee co-financing

In 2024 Q4 together with you we financed:



**3,39** M EUR

to consumer loans



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



**9,01** M EUR

active portfolio



\*Compared to 2024.09.30



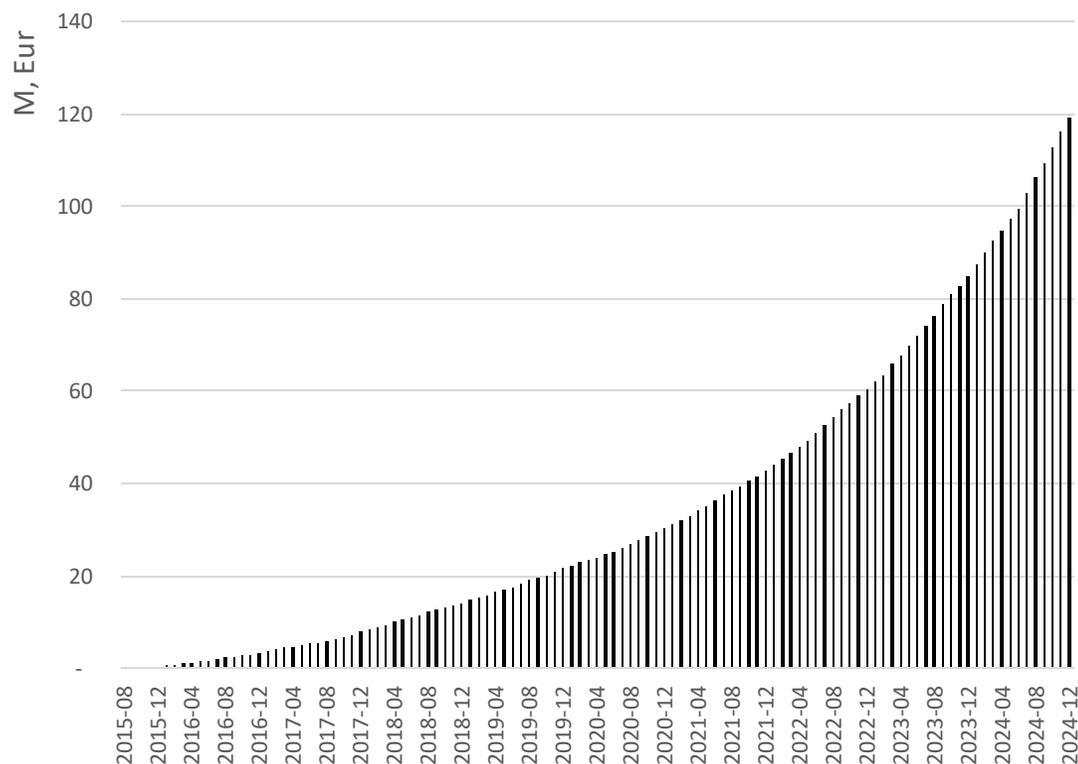
**Consumer loans**

finbee<sup>©</sup>

# Consumer loans

## 36%

YoY growth



9 years

in the market

40.774 units

loans issued

5%

119,1M EUR

loans issued in total

10%

2.922 EUR

average loan amount

4%

17,7M EUR

interest paid out to the investors

8%

\*Compared to 2024.09.30

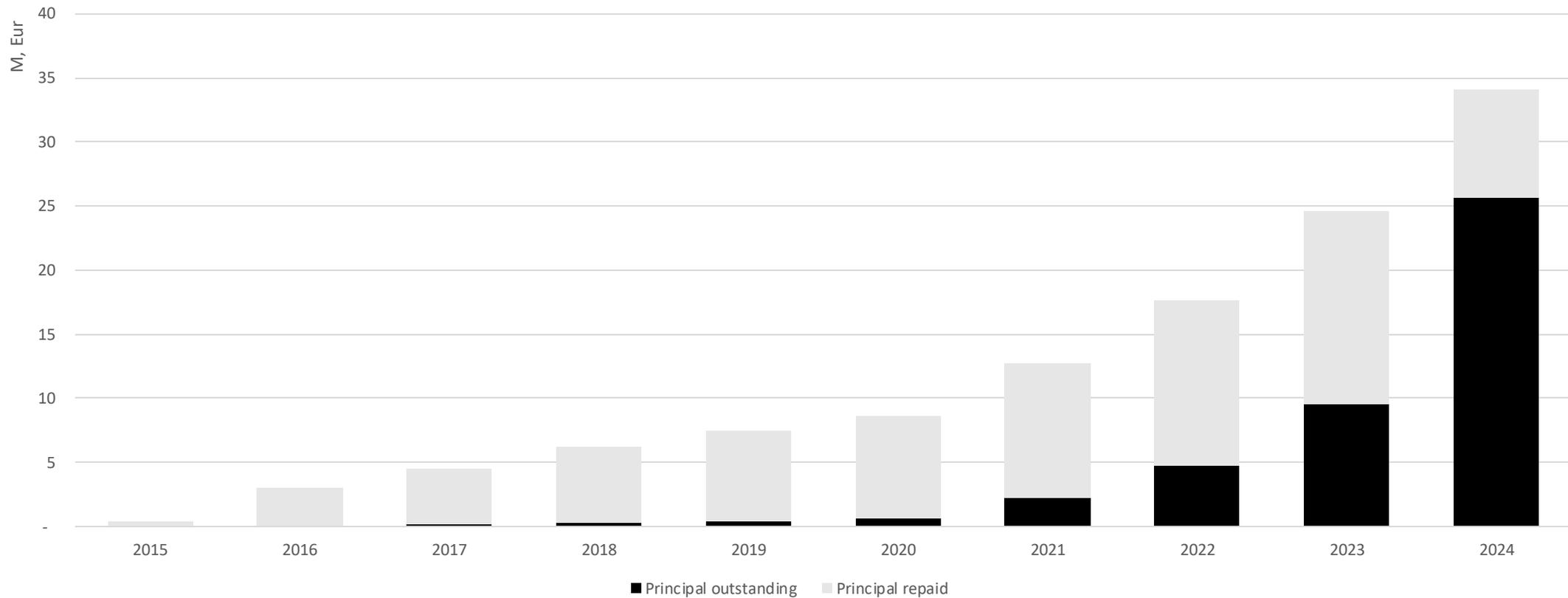
# Loans issued

43,8M EUR

\*  
11%

61% of the loans issued in 2023 have already been repaid

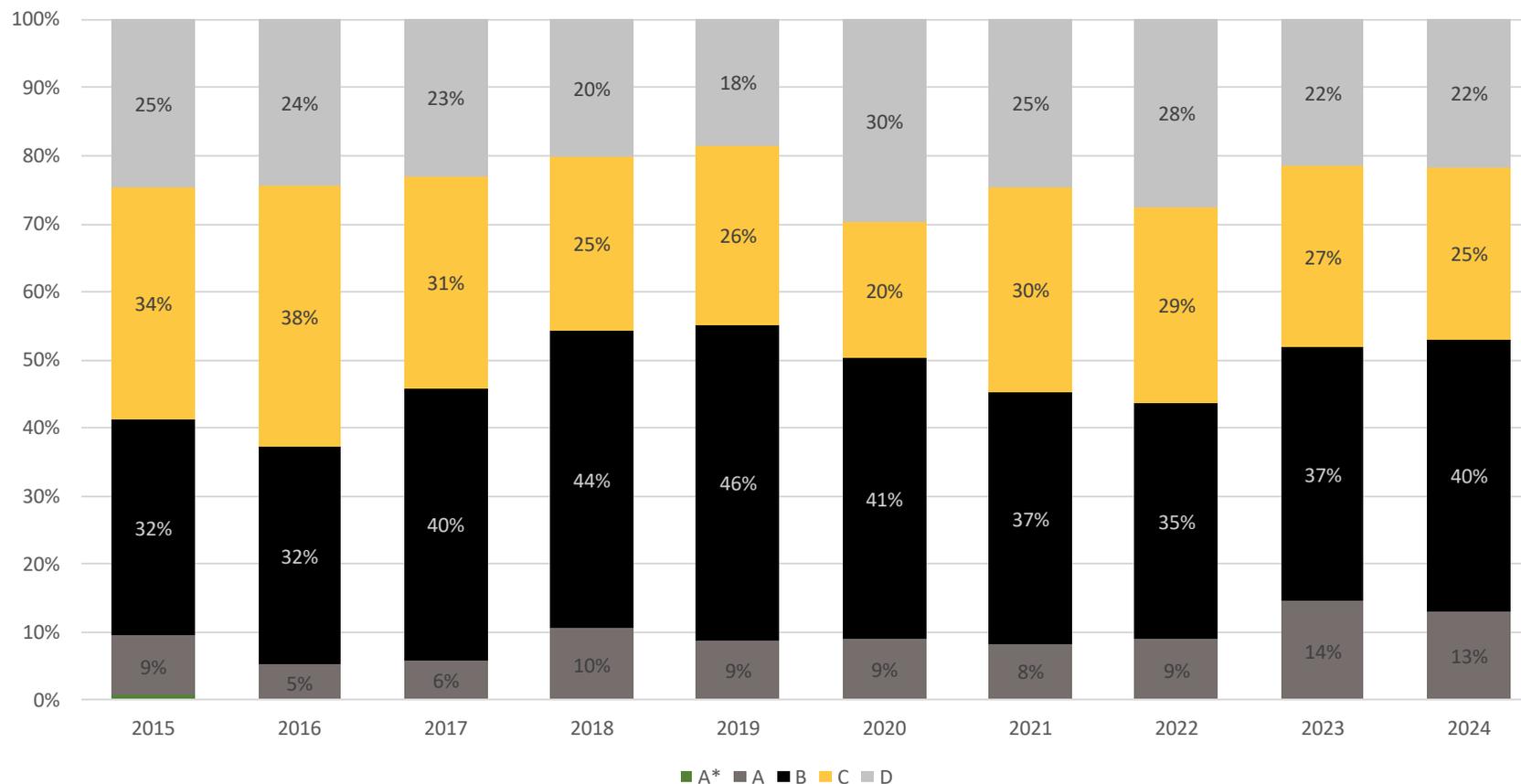
active loan portfolio at 2024.12.31  
27 months average loan duration



\*Compared to 2024.09.30

# Distribution of loans by ratings, %

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



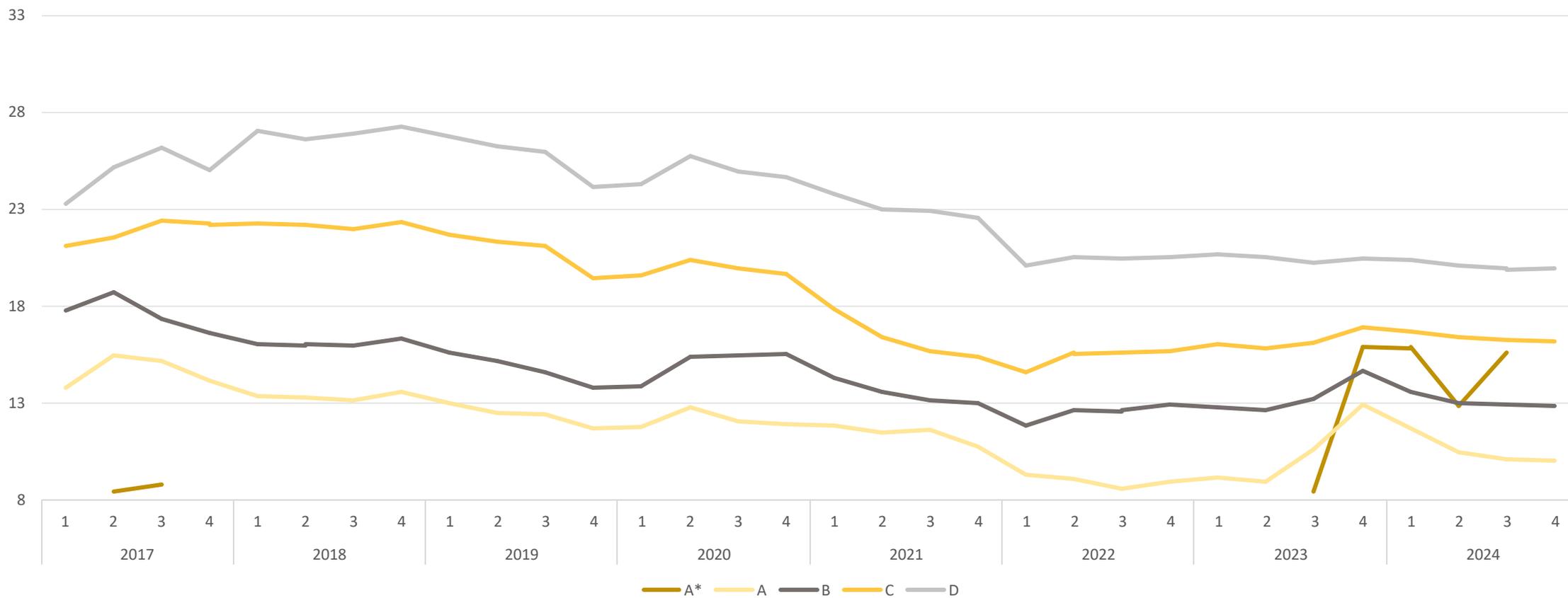
- A\*** - lowest risk customers. Minimal chance of delays. Very low interest rate paid by customers.
- A** - very low risk customers. Low probability of default.
- B** - low risk customers. Small delays are likely, but offset by a higher interest rate.
- C** - medium risk customers. Higher delays and 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, %

# 14,78%

effective interest rate at  
2024.12.31



# Active debt prevention

In Q4:



Sent **152.689** (+2%\*) emails and **70.668** (+1%\*) SMS to the borrowers



Terminated **155** (+5%\*) loan contracts



Made **5.887** (+8%\*) calls to the late borrowers



**130** (-20%\*) borrowers put to the court

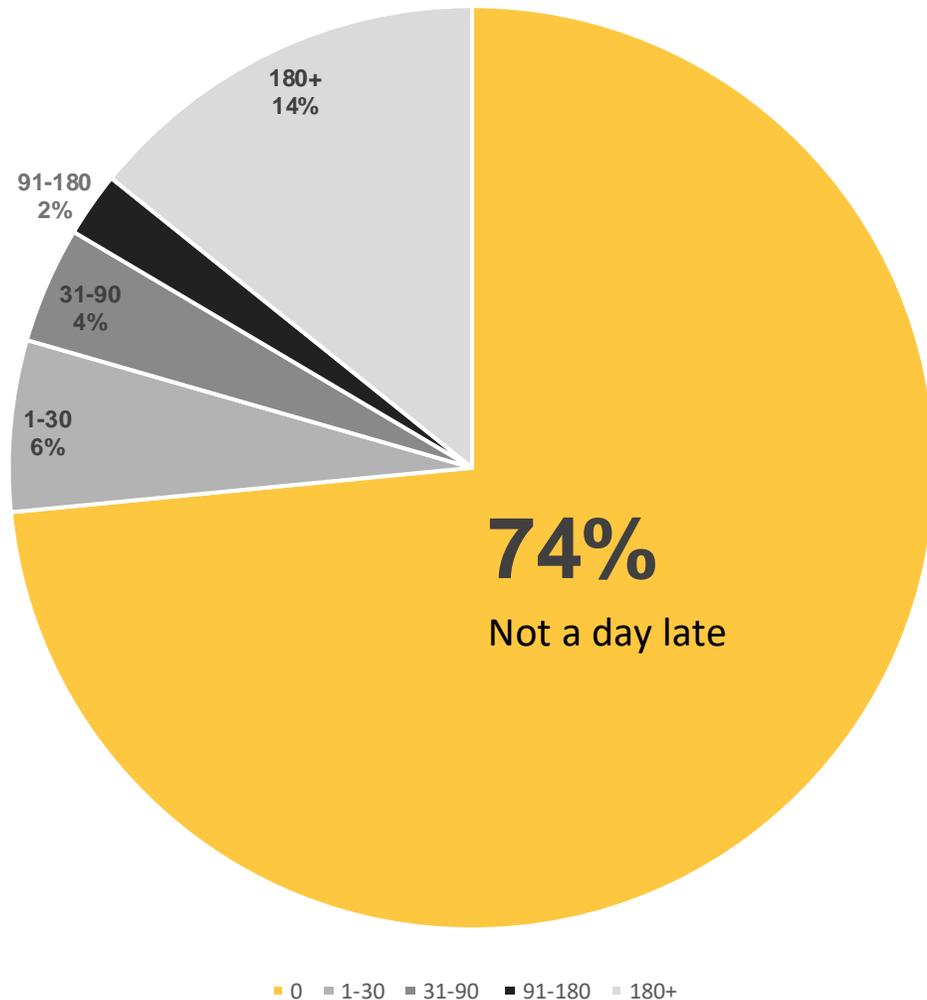
## Recovery

How do we deal with late borrowers?

\* Compared to 2024.09.30

# Portfolio composition

by days late, units



5,9%

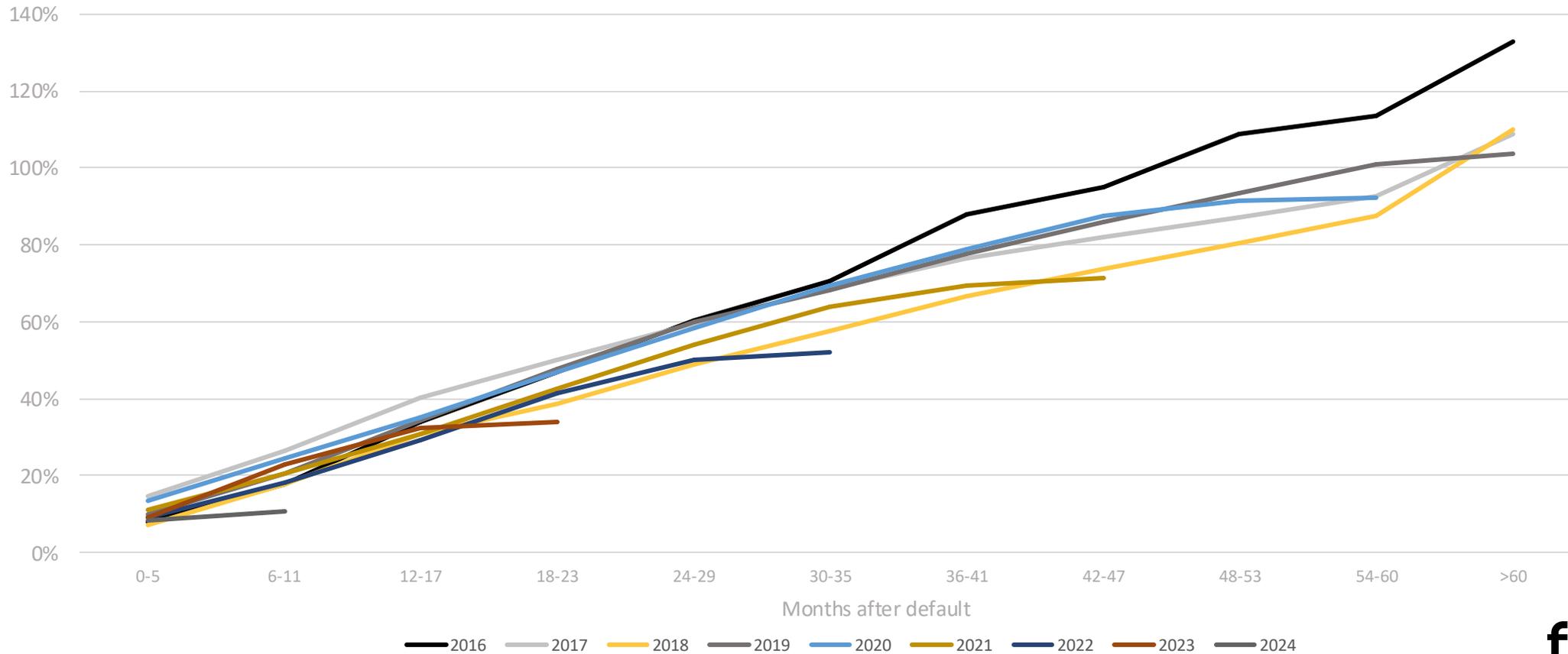
of loans issued in 2023 defaulted

# 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

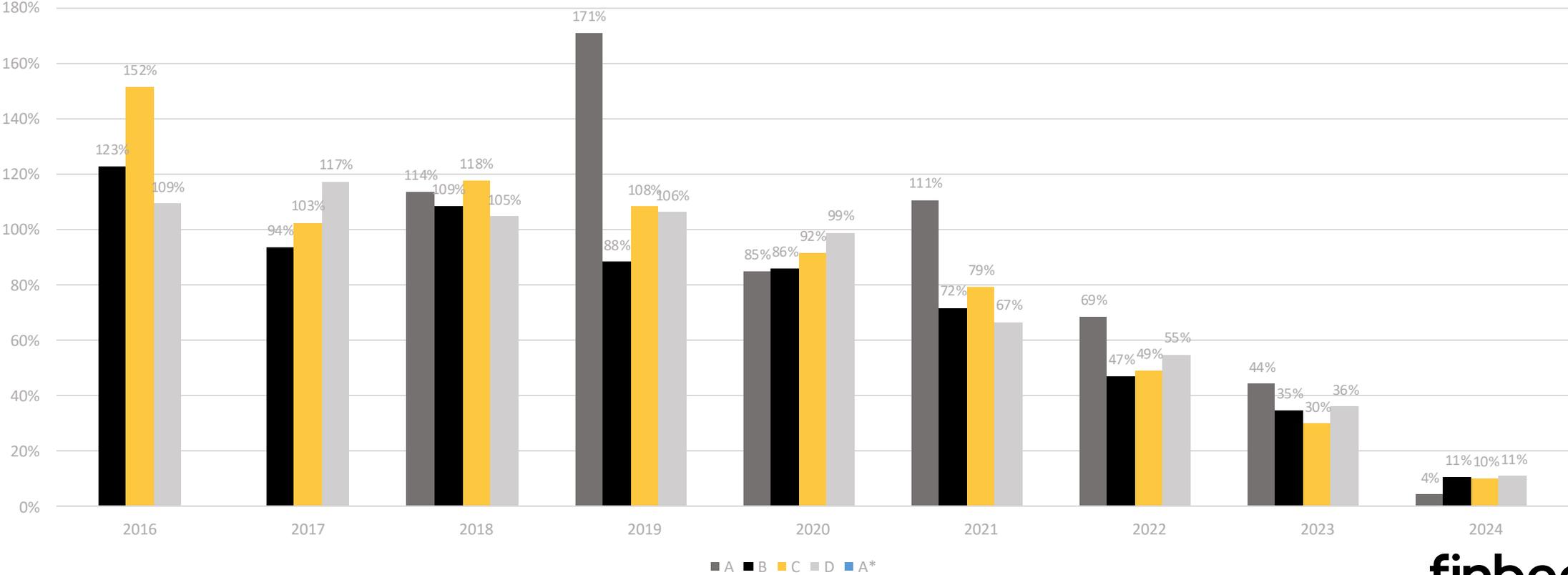


# Debt collection performance, by rating

Debt collected, % of outstanding principal at default

# A rated

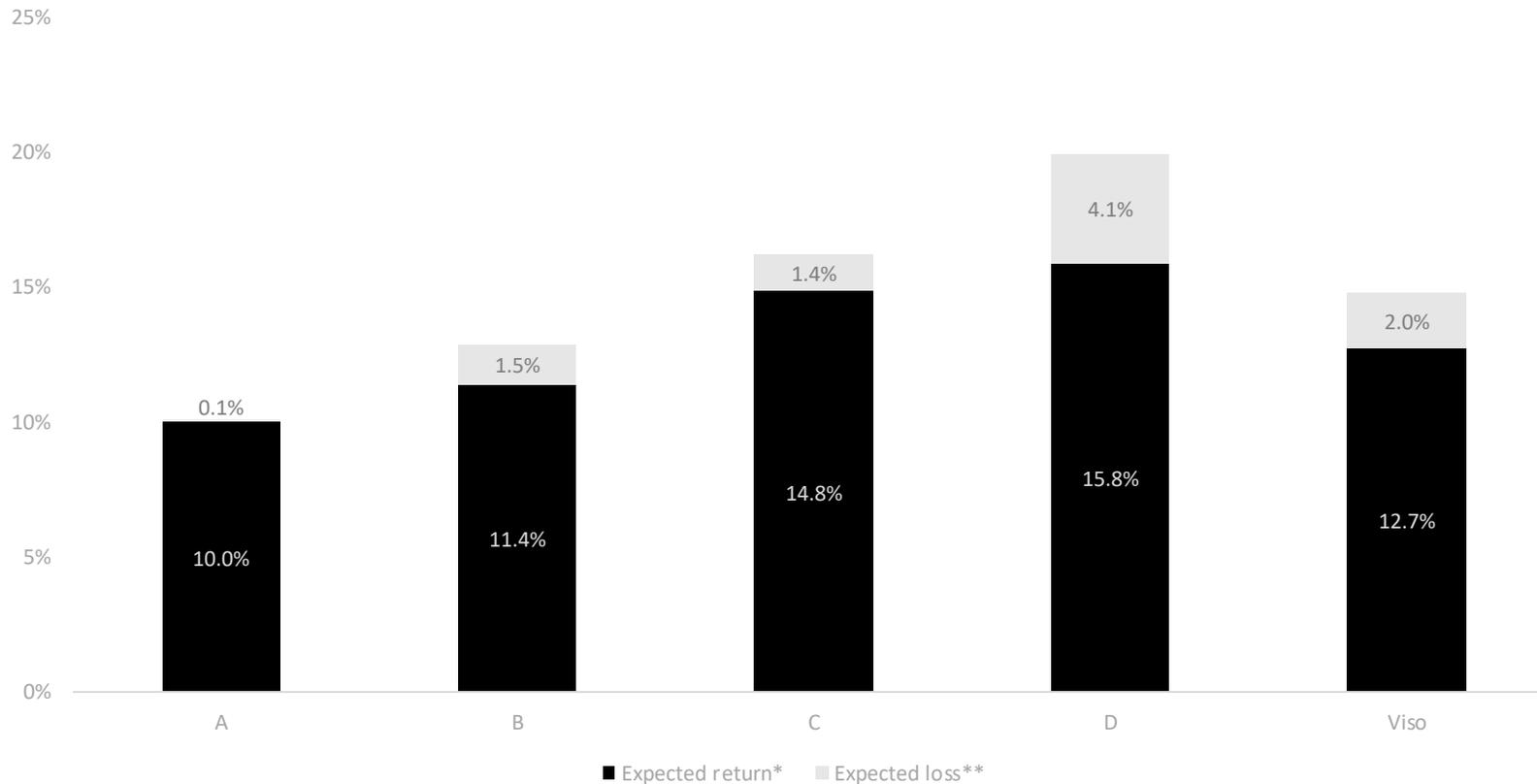
customers have the **best collection performance**, therefore low-risk customers pay lower interest on loans



# Return on loan portfolio

# 12,7%

Return on consumer loan portfolio



\* The expected return is calculated as :

Weighted average interest rate (%) – expected loss (%) on the original loan amount

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

**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

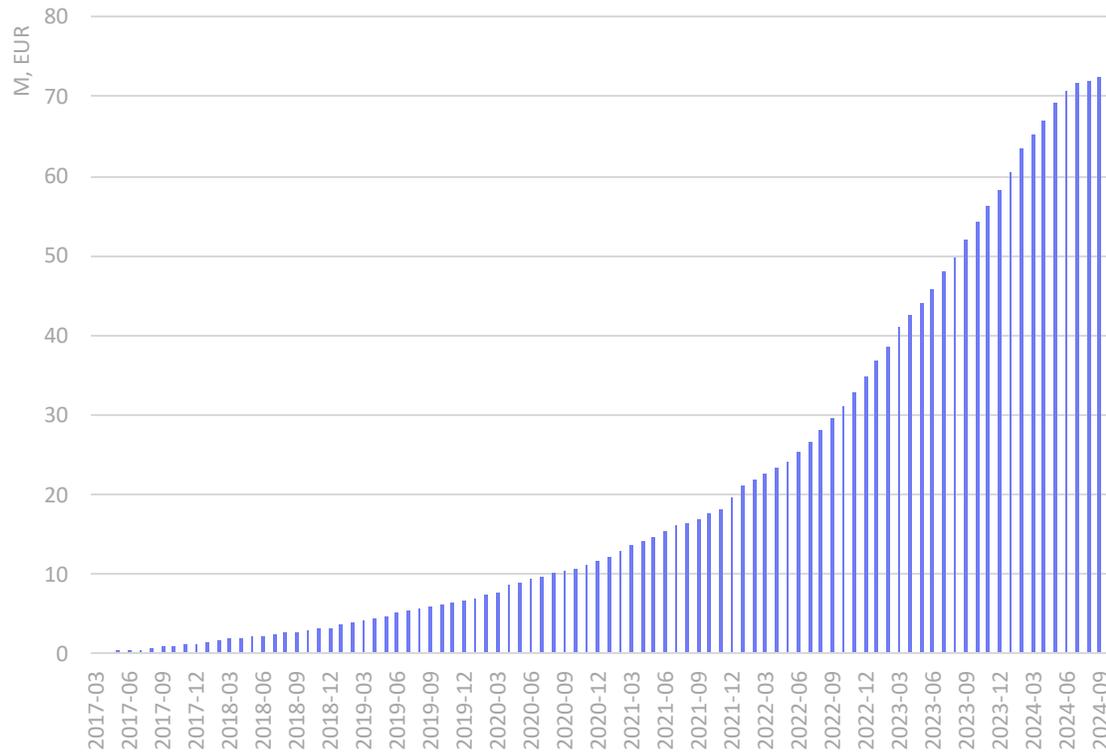


# Business loans

# Finbee business loans

# 49%

Average yearly growth



## 8 years

in the market

## 4.624 units

loans issued



## 74,3M EUR

loans issued



## 16.071 EUR

average loan amount



## 7,83M EUR

interest paid out to the investors



\*Compared to 2024.09.30

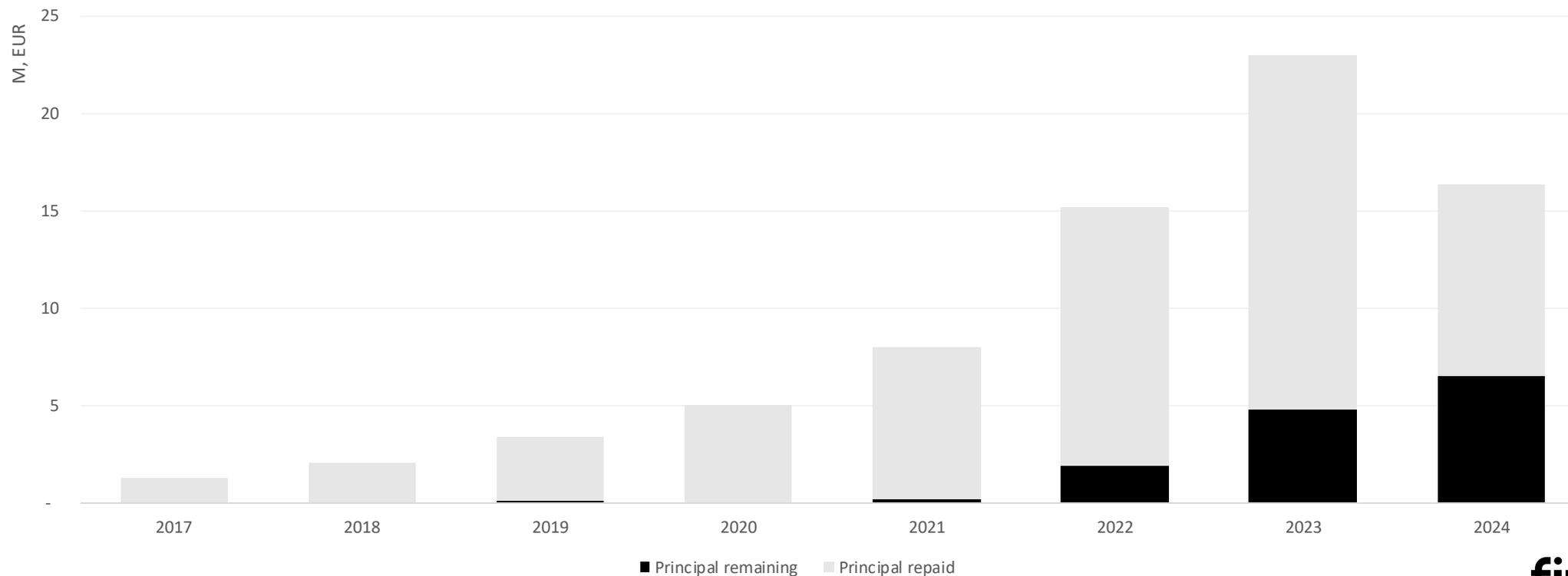
# Loan volume

Already 79% of the loans issued in 2023 have been repaid

# 13,57 M EUR

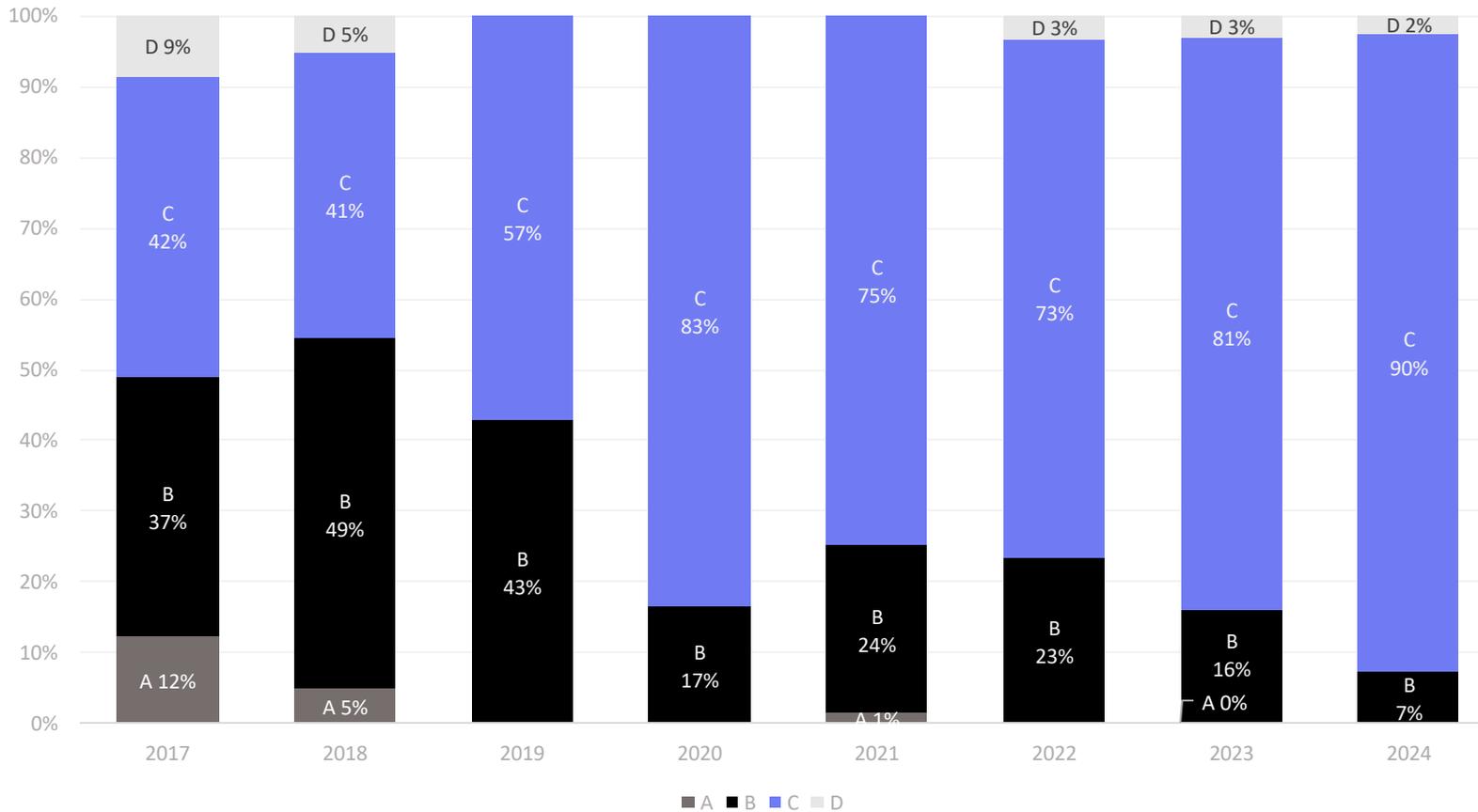
active loan portfolio at 2024.12.31

**18 months** average loans duration



# Business loans by rating, %

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

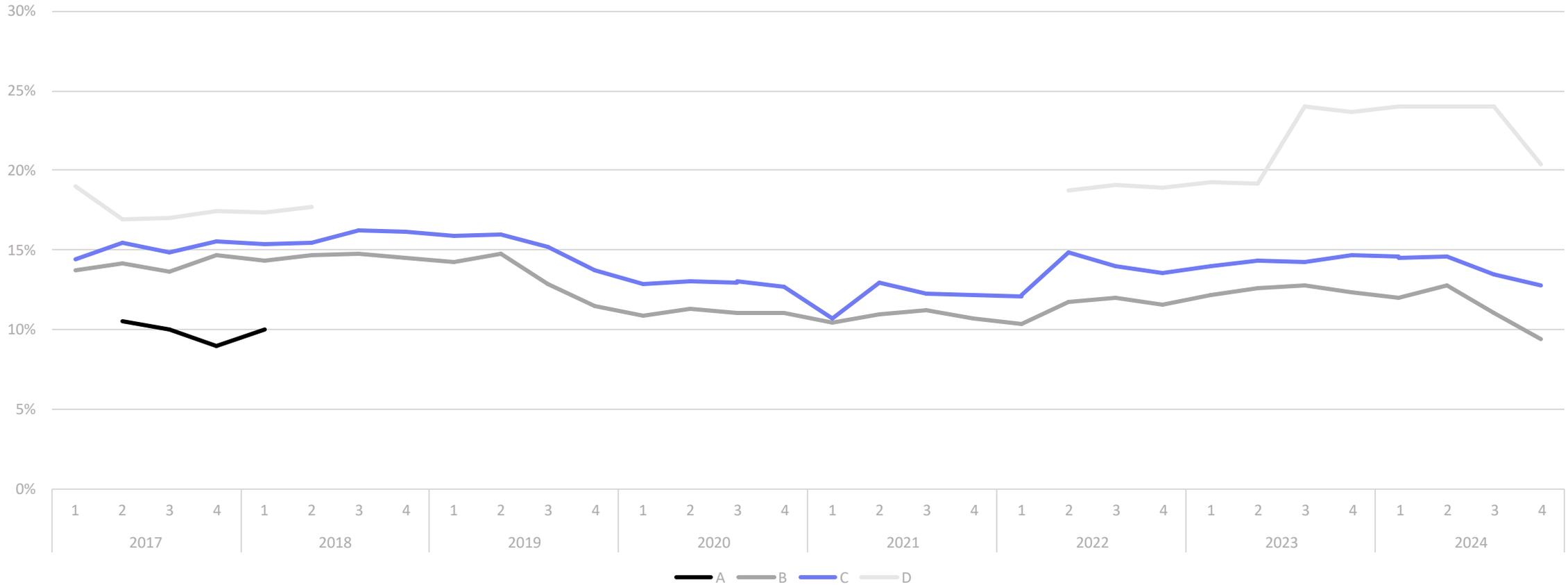


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# Interest rate, %

# 12,7%

average interest rate at 2024.12.31



# Active loan prevention

In Q4:

## Recovery

How do we deal with late borrowers?



We sent **30.799** (-24%\*) emails and **15.221** (+53%\*) text messages to the borrowers



Terminated **58** (-16%\*) loan contracts



Made **2.954** (+75%\*) calls to late borrowers



Put **38** (-47%\*) borrowers to court

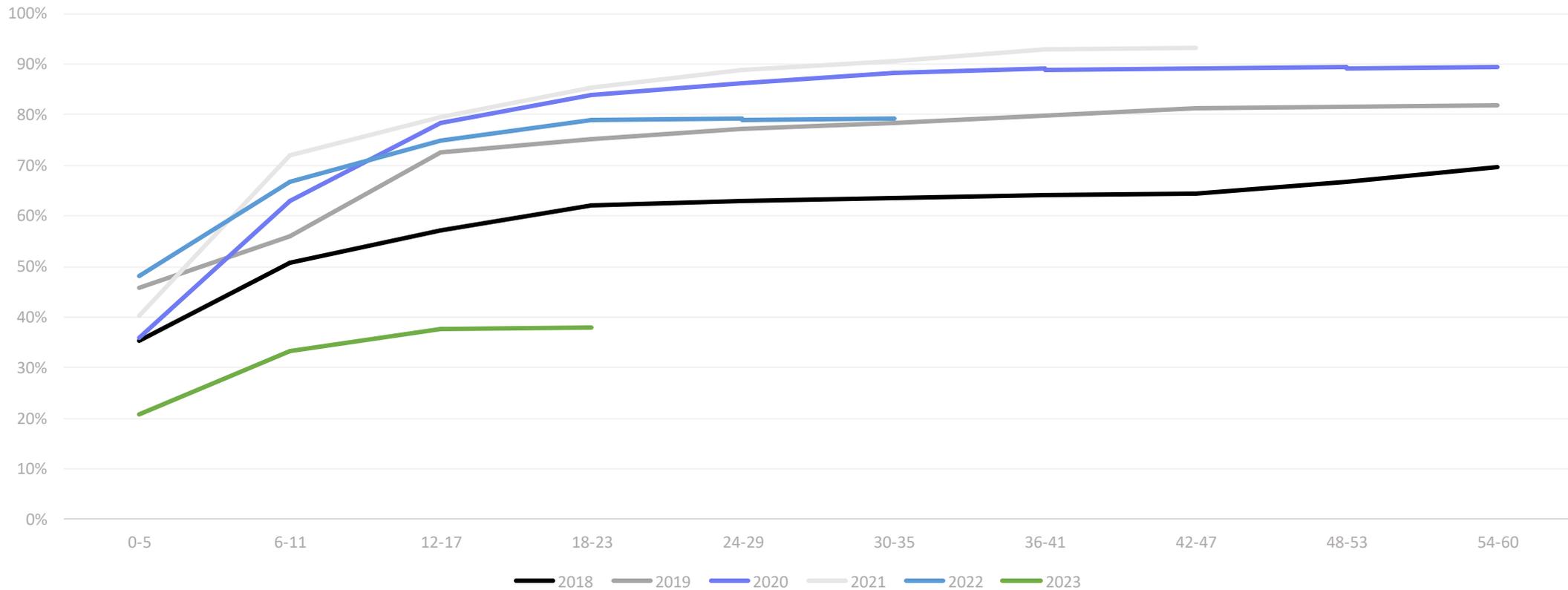
\*Compared to 2024.09.30

# Loans recovered

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

# 93%

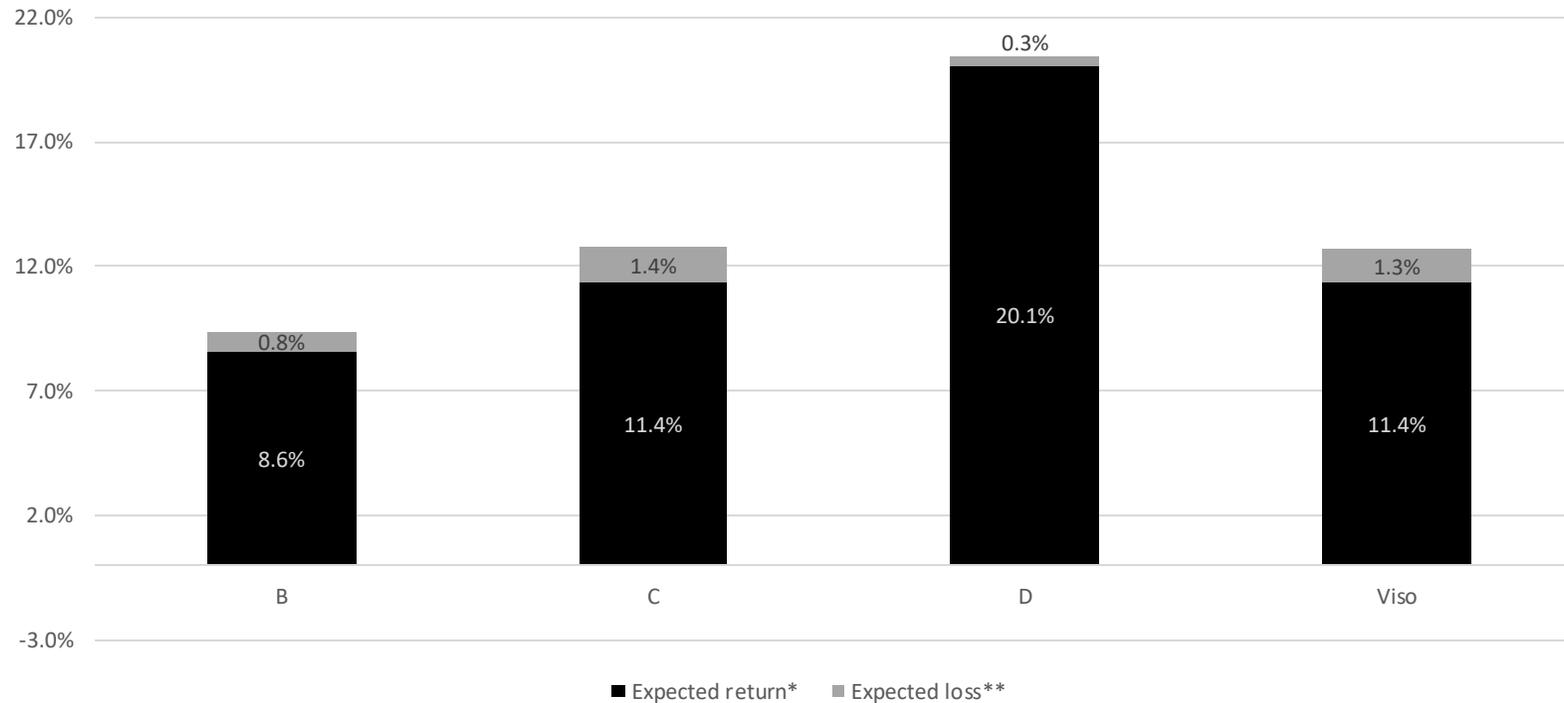
of outstanding principal recovered of loans that defaulted in 2021



# Return on loan portfolio

# 12,1%

Business loans return



\* The expected return is calculated as :

Weighted average interest rate (%) – expected loss (%) on the original loan amount

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# 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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