

Consumer loans performance report

2021 03



finbee 

Consumer loans performance report

2021 03

6.4

million EUR of interest
paid to investors

We have disbursed 14 thousand units of loans with total value of 32m EUR till April 2021. 20m EUR of principal and 6.4m EUR of interest has been paid to investors.

16.6%

effective interest
rate 2021 Q1

Nominal interest rate was 17.9% effective interest rate was 16.6% in Q1 2021. Interest rate is in line with other P2P lending platforms operating in Lithuania.

11.1%

average default rate

Default rate of loans issued in 2020 was lower compared to loan issued in 2018-2019. Collection of loan originated in 2020 has improved.

114%

recovered of default of loans
that defaulted in 2016

We have recovered 114% of outstanding principal at the time of default of loans that defaulted in 2016 and 81% of loans that defaulted in 2017. Recovery exceeds 100% of principal outstanding due to recovered interest. Credit rating has no significant effect on recovery rate of defaulted loans.

14.7%

expected pre-tax return*

Based on current interest rate and historical recoveries investors can expect to earn pre-tax profit of 14.7%. Based on historical performance investors investing in lower credit score loans generated higher return on investments.

**Results of the past only reflect the performance of the loan portfolio for the previous period. Past results does not guarantee future results. Finbee does not guarantee the return on investment or make investment recommendations.*

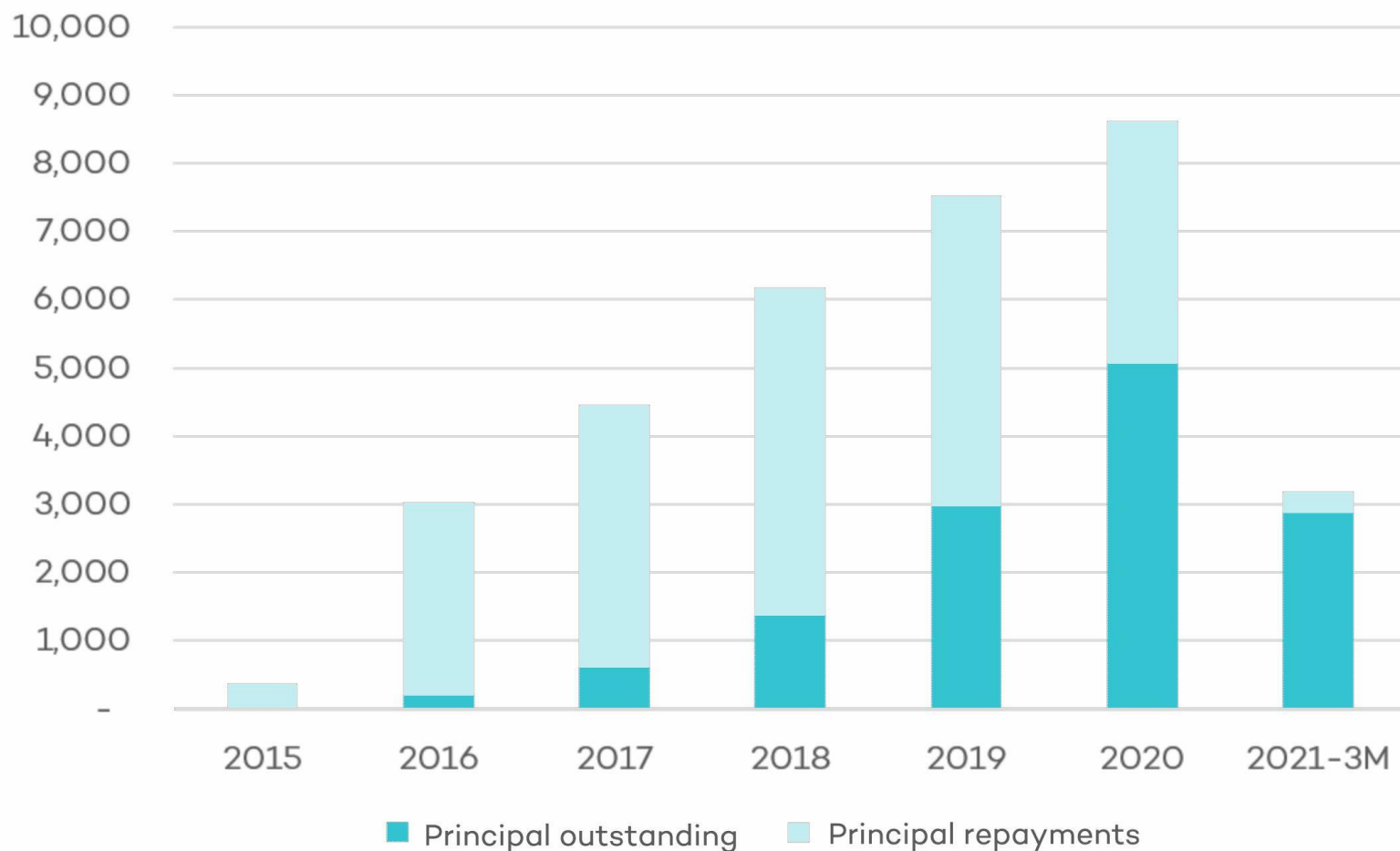
Loanbook performance

Year originated	Loans, units.	Loans, TEUR	Principal repayments	Principal outstanding	Principal repaid, %	Interest payments	Interest outstanding	Interest repaid, %	Number of defaults, units	Default rate
2015	216	360	336	24	93%	149	10	94%	25	11.6%
2016	1,318	3,019	2,833	186	94%	1,184	63	95%	181	13.7%
2017	2,162	4,463	3,858	605	86%	1,319	205	87%	271	12.5%
2018	3,161	6,179	4,814	1,365	78%	1,525	524	74%	485	15.3%
2019	3,169	7,514	4,539	2,975	60%	1,370	1,391	50%	431	13.6%
2020	3,191	8,618	3,549	5,069	41%	798	3,016	21%	176	5.5%
2021	886	3,179	315	2,864	10%	46	1,447	3%	0	0.0%
	14,103	33,332	20,245	13,087	61%	6,392	6,657	49%	1,569	11.1%

6.4m EUR

interest
paid to investors

Loan volumes, TEUR



33m EUR

consumer loans
were financed by investors

Performance by ratings

The loan portfolio is focused on medium-risk clients.

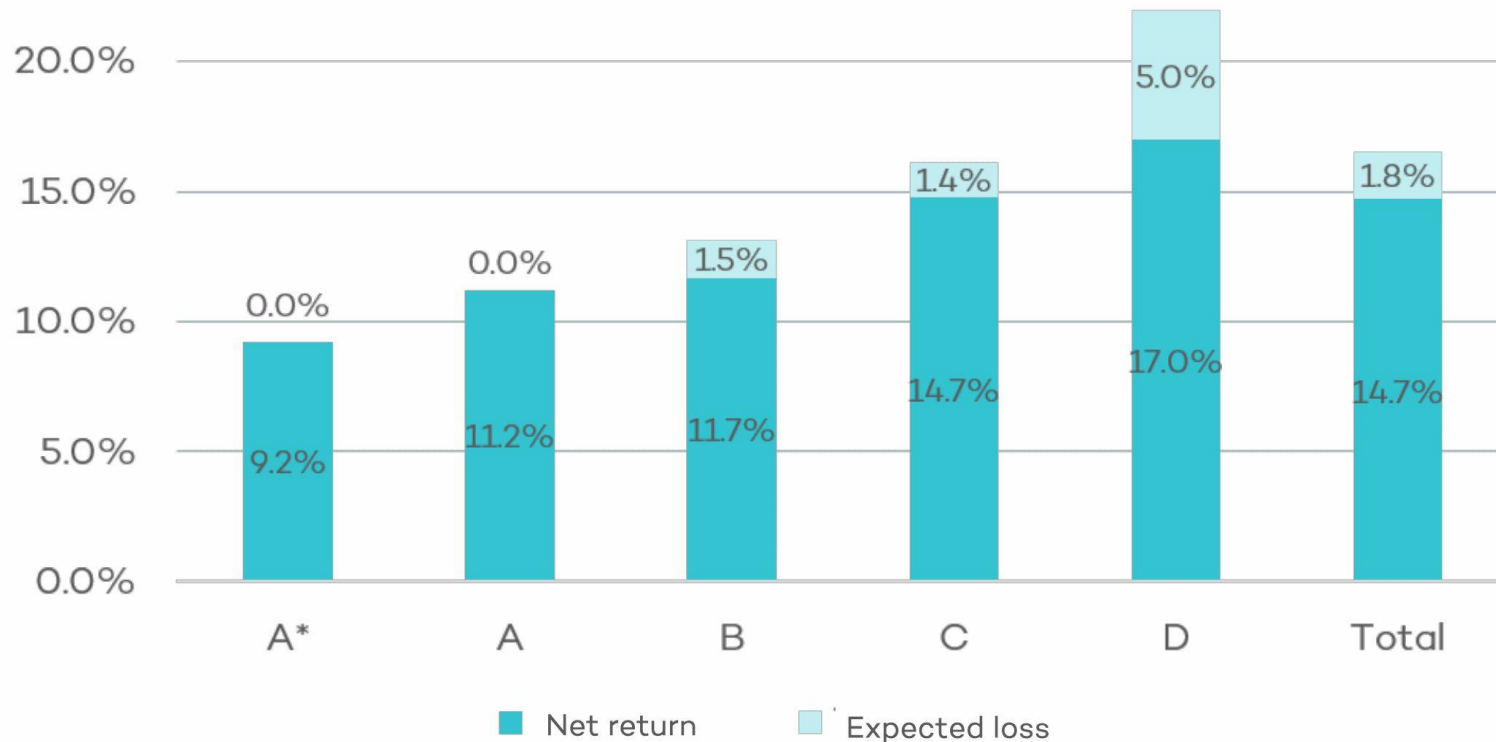
We issued 40% of all loans to B-rated clients.

Credit score	Loans, units	% by Number of Loans	Loans, TEUR	Principal repayments	Principal outstanding	Interest payments	Interest outstanding	Number of defaults, units	Default rate	Exposure at default	Recoveries	Recovery Rate
A*	8	0%	20	13	8	1	2	0	-	-	0	-
A	1,054	7%	2,772	1,591	1,182	401	309	19	1.8%	54%	9	36%
B	5,655	40%	13,722	8,530	5,192	2,379	1,995	341	6.0%	78%	239	31%
C	3,760	27%	8,751	5,560	3,192	1,991	1,760	505	13.4%	83%	487	44%
D	3,626	26%	8,066	4,552	3,514	1,621	2,590	704	19.4%	84%	459	39%
	14,103	100%	33,332	20,245	13,087	6,392	6,657	1,569	11.1%	82%	1,193	39%

Net return of current portfolio**

14.7%

expected pre-tax return



**Expected net return is calculated as:

Weighted average interest rate (%) - Expected Loss (%) from initial loan amount

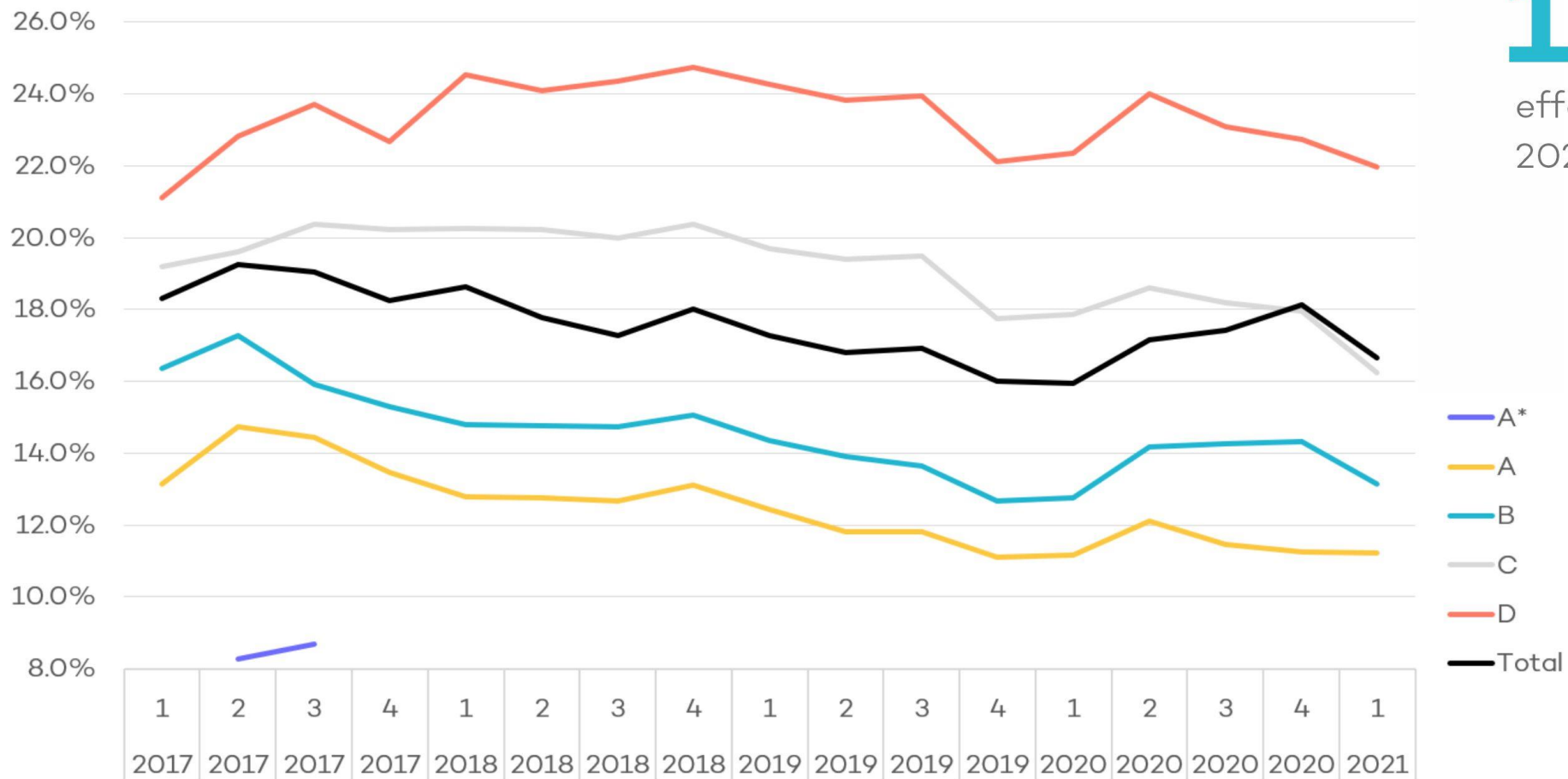
Expected loss (%) = PDw x EAD x (1-RR)

PDw: Weighted Probability of Default (%)= Number of defaulted loans / Total number of issued loans (€)

EAD: Exposure at Default (%)= Remaining balance of loan at the date of default / Initial loan amount

RR: Recovery rate (%)= Amount recovered after the date of default until now / EAD

Interest rate, %

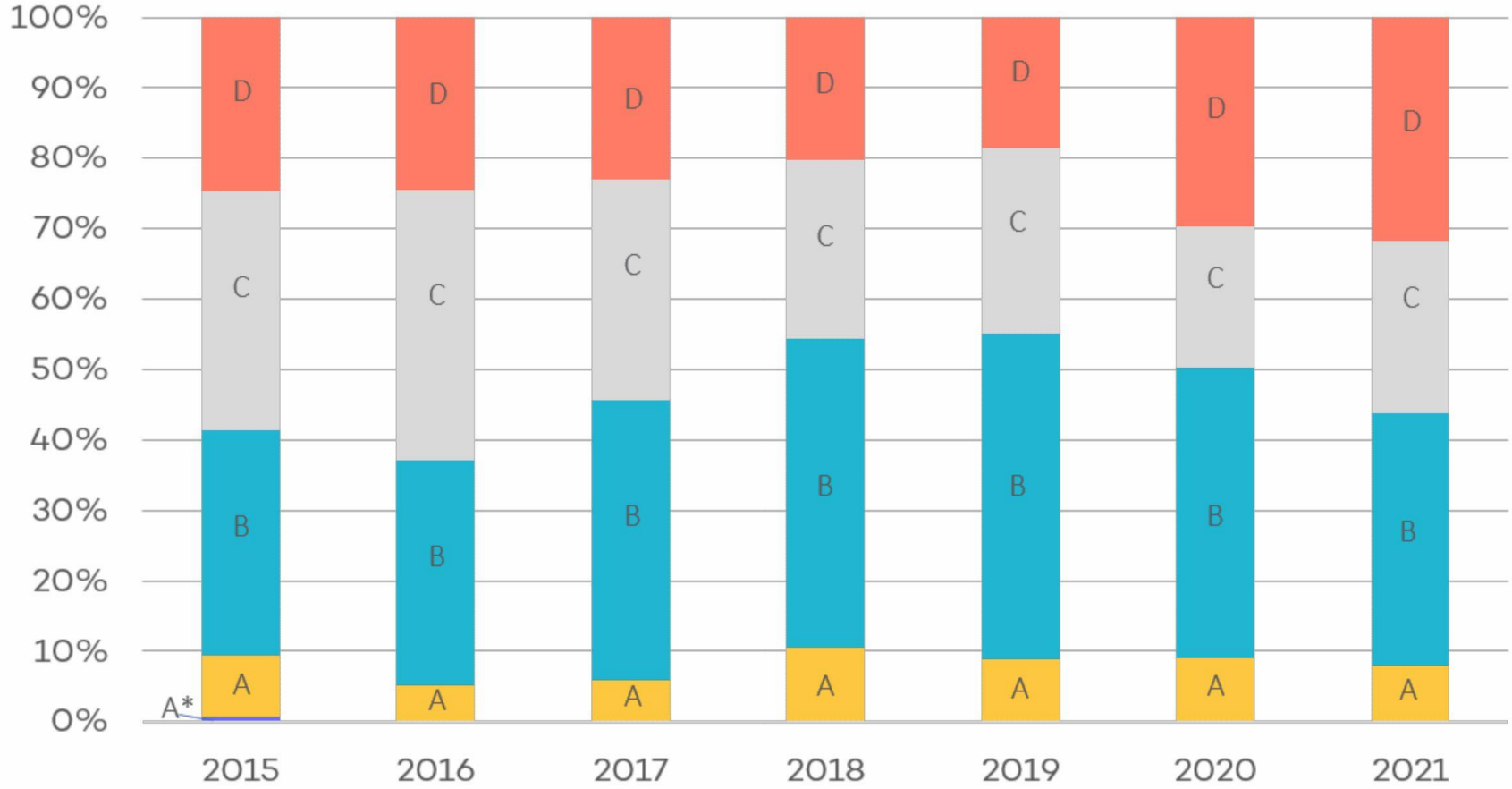


16.6%

effective interest rate
2021 Q1

- A*
- A
- B
- C
- D
- Total

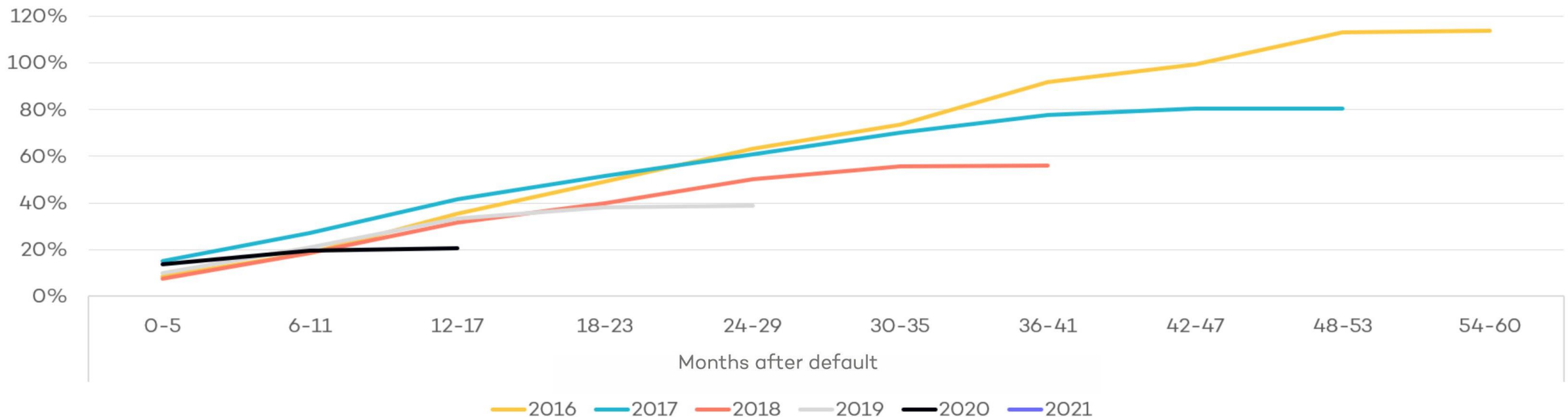
Loan volumes by rating



Debt collection

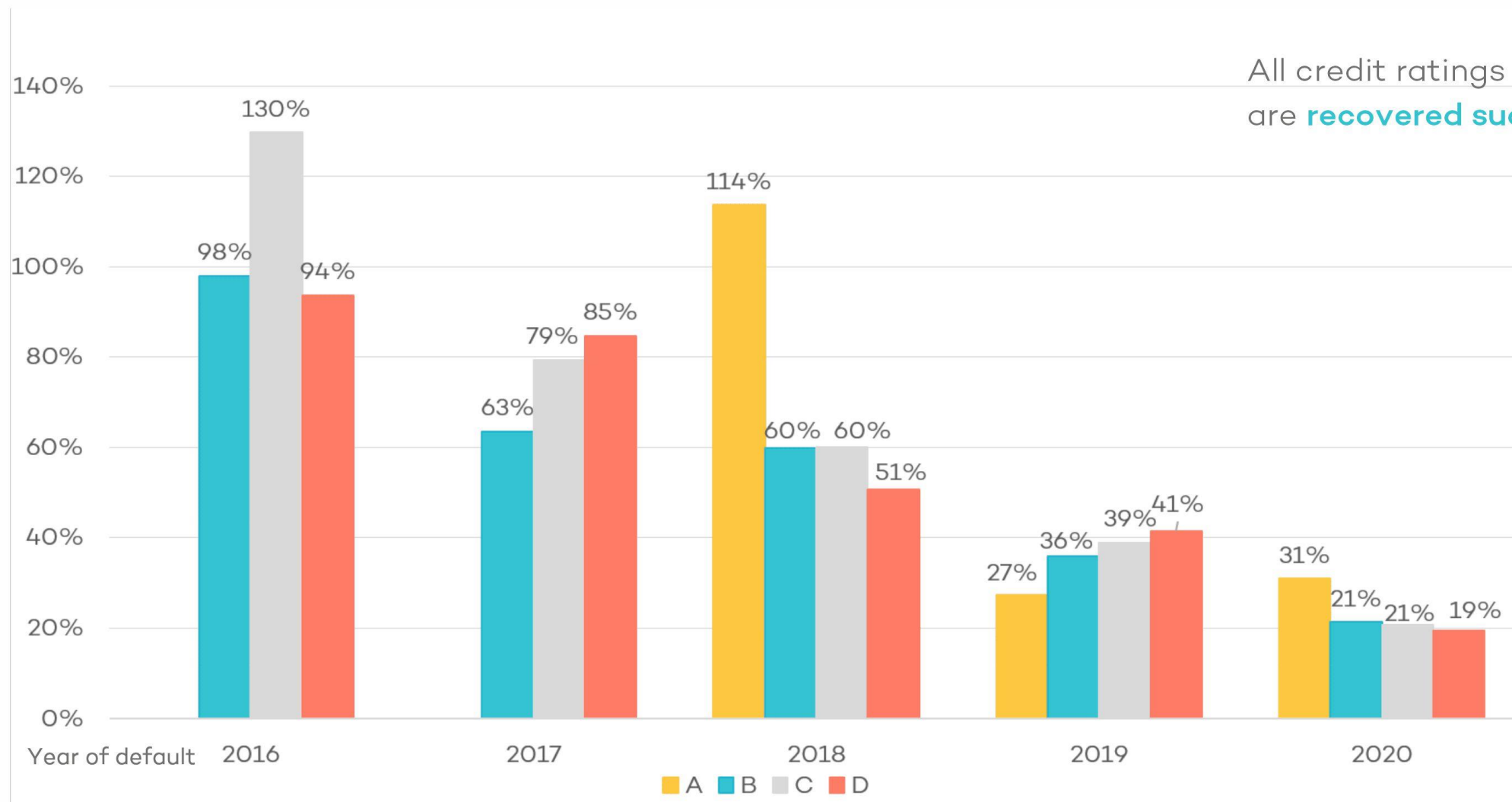
within the same number of months after the default, % of principal outstanding

114% We have recovered 114% of the outstanding principal of loans that defaulted in 2016



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

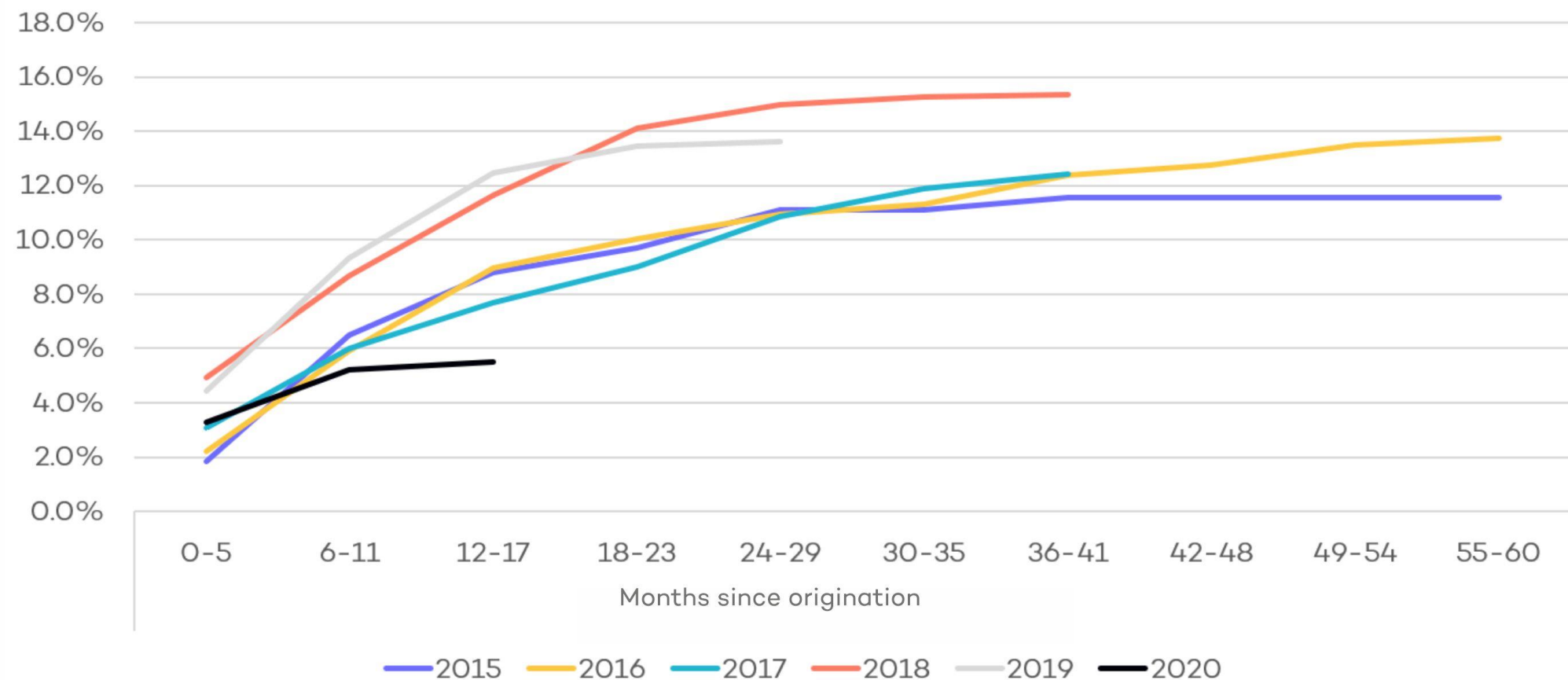
Recovery rate by ratings, %



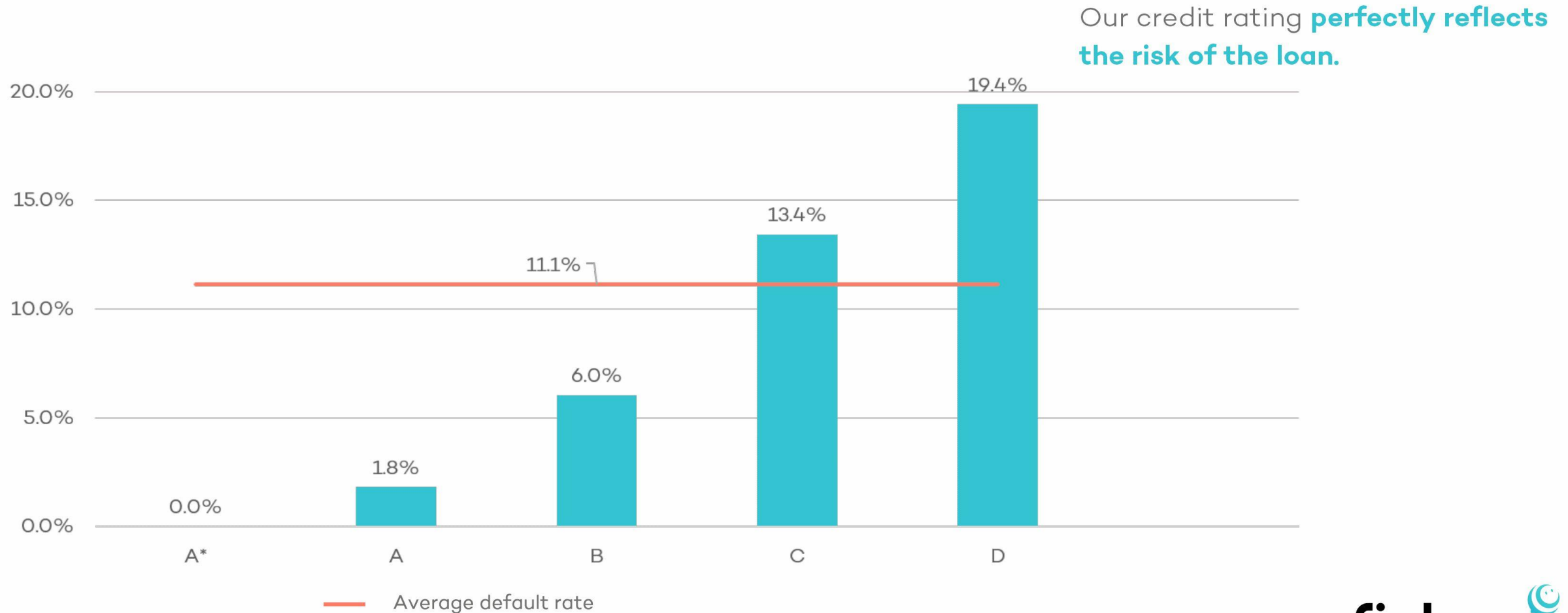
All credit ratings are **recovered successfully**.

Default rate, % of loan units

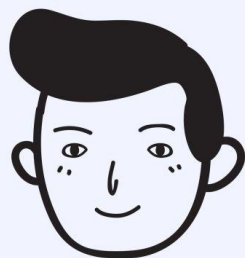
The risk of loans issued in 2020 decreased compared to loans originated in 2018-2019.



Default rate by ratings



Our values



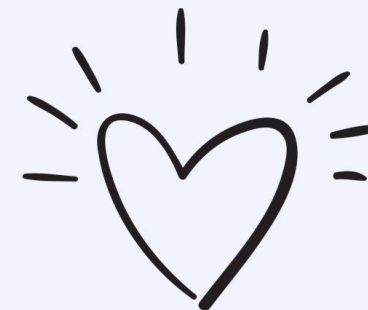
Happy clients

We believe that by finding borrowers who will be able to repay the loans,
We will have happy clients – both borrowers and lenders.



Transparency

If all our clients are happy – we can be 100% transparent.
transparency will build trust with the people around us.



Team

We believe that our values will help us to attract best colleagues.
and with the team we built we will make our company grow.

Important!

Investing through peer to peer lending 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 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!**

