

Finbee performance report

2024 Q3



finbee 

Finbee CEO insights



In the first nine months of the year, the amount of consumer loans disbursed reached **24.5 million EUR**, 33% higher than in the same period last year, while business loans fell by 16% to EUR **14.3 million EUR**.

At the end of June, 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



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.

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 8 out of 499** 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.

Updates for the investors



Last quarter, we presented the following updates to investors:

- **Invite a friend program.** Finbee offers 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 recommendation. To date, the highest **bonus earned by an investor has already exceeded €1000.**
- **Automatic approval of new investors:** most new investors will be able to invest even faster.
- We have updated the data of the [best P2P calculator ever](#). Are your lending settings still the most efficient?

In the last quarter 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.





Our investors

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Invetor:

Your goal can be achieved by slowly building up your assets.

„ I'm close to my goal because I'm just slowly accumulating wealth without jumping between many different investment tools “

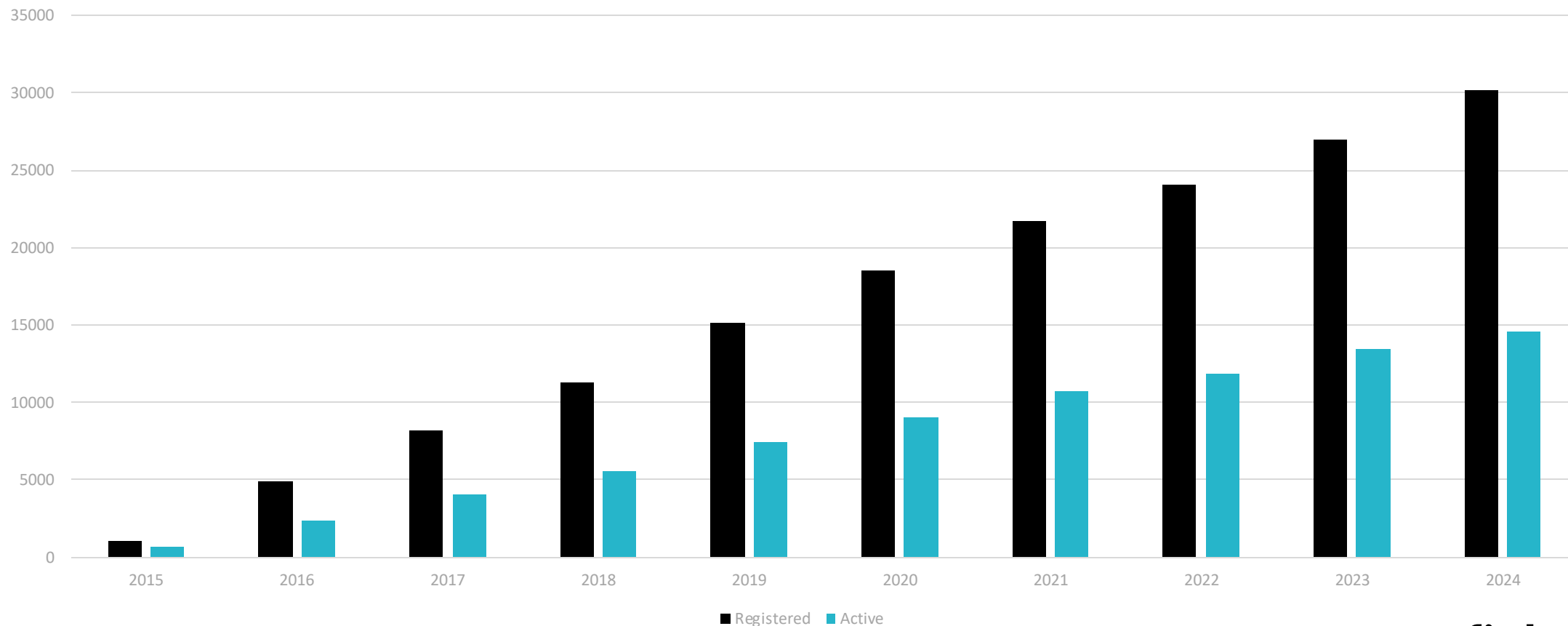
*–Danielius Goriunovas, investor and author of the blog „**Debesyla**“ shares his experience.*

Our investors

30.151

Number of investors in 2024.09.30

14.619 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	Q3
TOP legal entity	6.279.751 Eur	+3%
TOP private investor	562.963 Eur	+2%
Top 10% active*	7.725 Eur	-3%
Top 50% active*	735 Eur	-8%

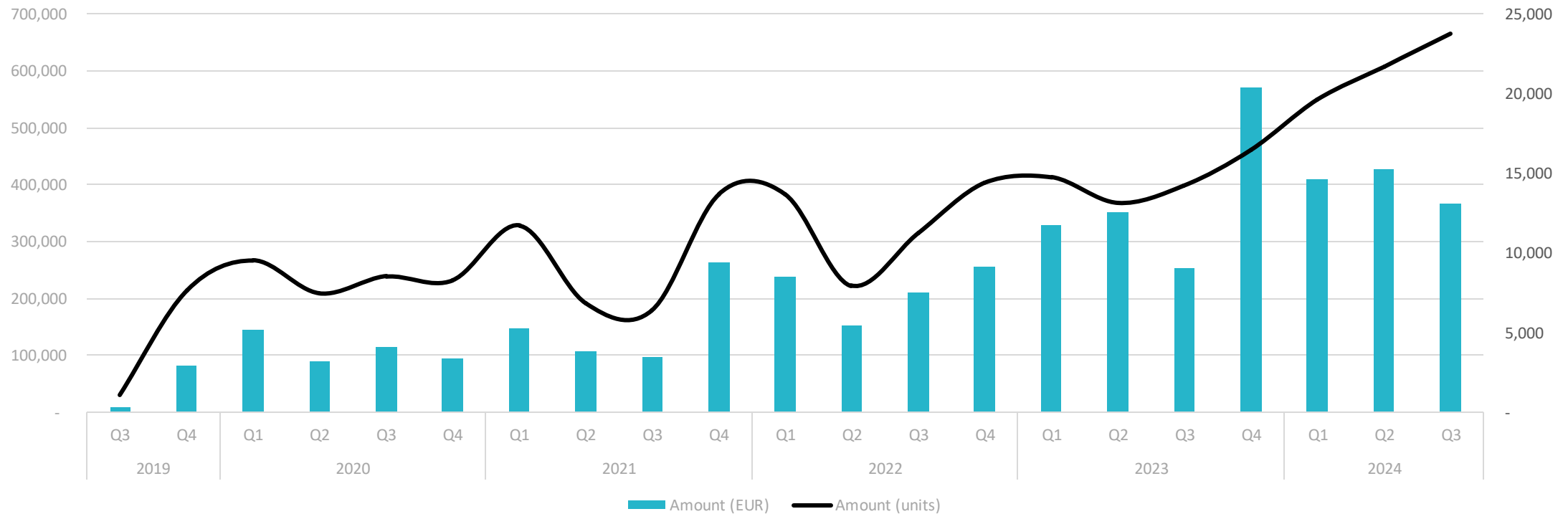
*Among those who invested in at least one loan in 2024

Secondary market statistics

367.062 Eur

That many loans were bought on the secondary market in 2024 Q3.

High liquidity



Finbee co-financing

In 2024 Q3 together with you we financed:



3,52 M EUR

to consumer loans



*Compared to 2024.06.30

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



9,29 M EUR

active portfolio





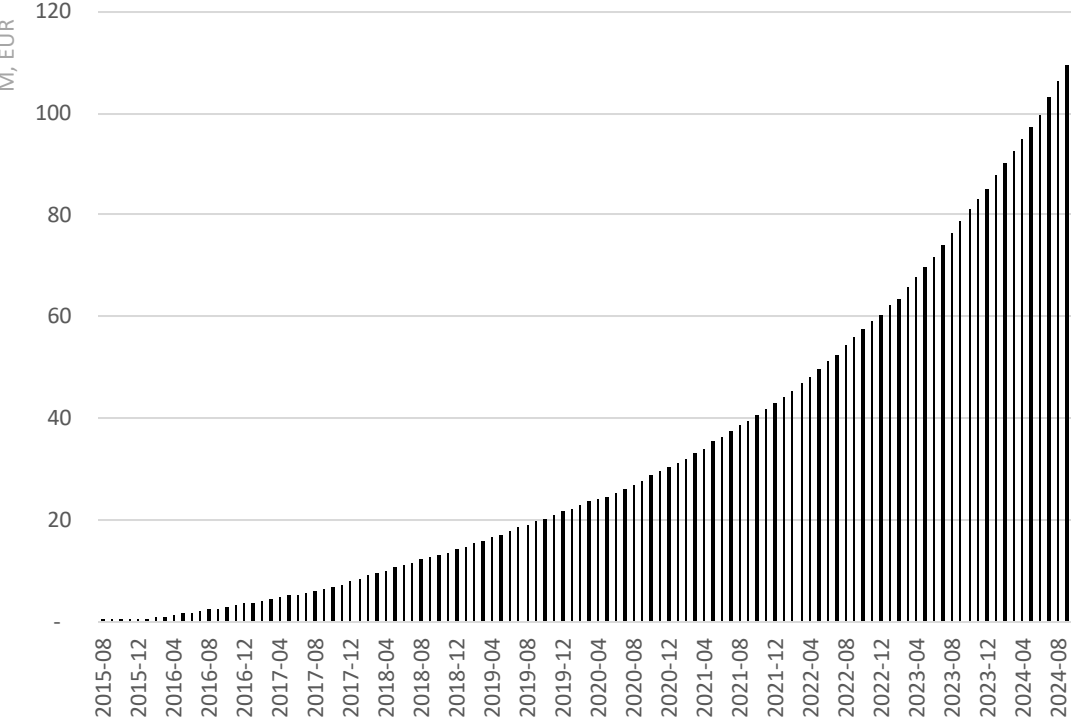
Consumer loans

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Consumer loans

35%

YoY growth



9 years

in the market

38.870 units

loans issued



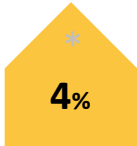
109,5M EUR

loans issued in total



2.817 EUR

average loan amount



16,4M EUR

interest paid out to the investors



*Compared to 2024.06.30

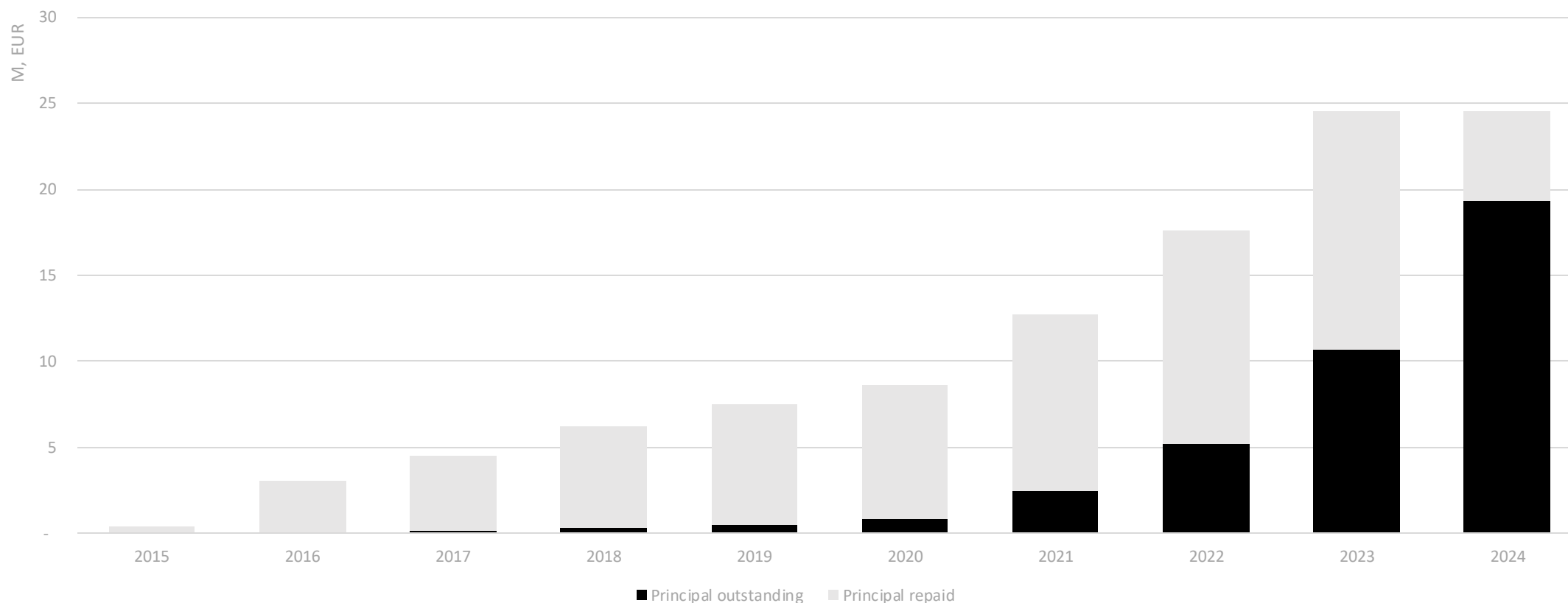
Loans issued

39,4M EUR



57% of the loans issued in 2023 have already been repaid

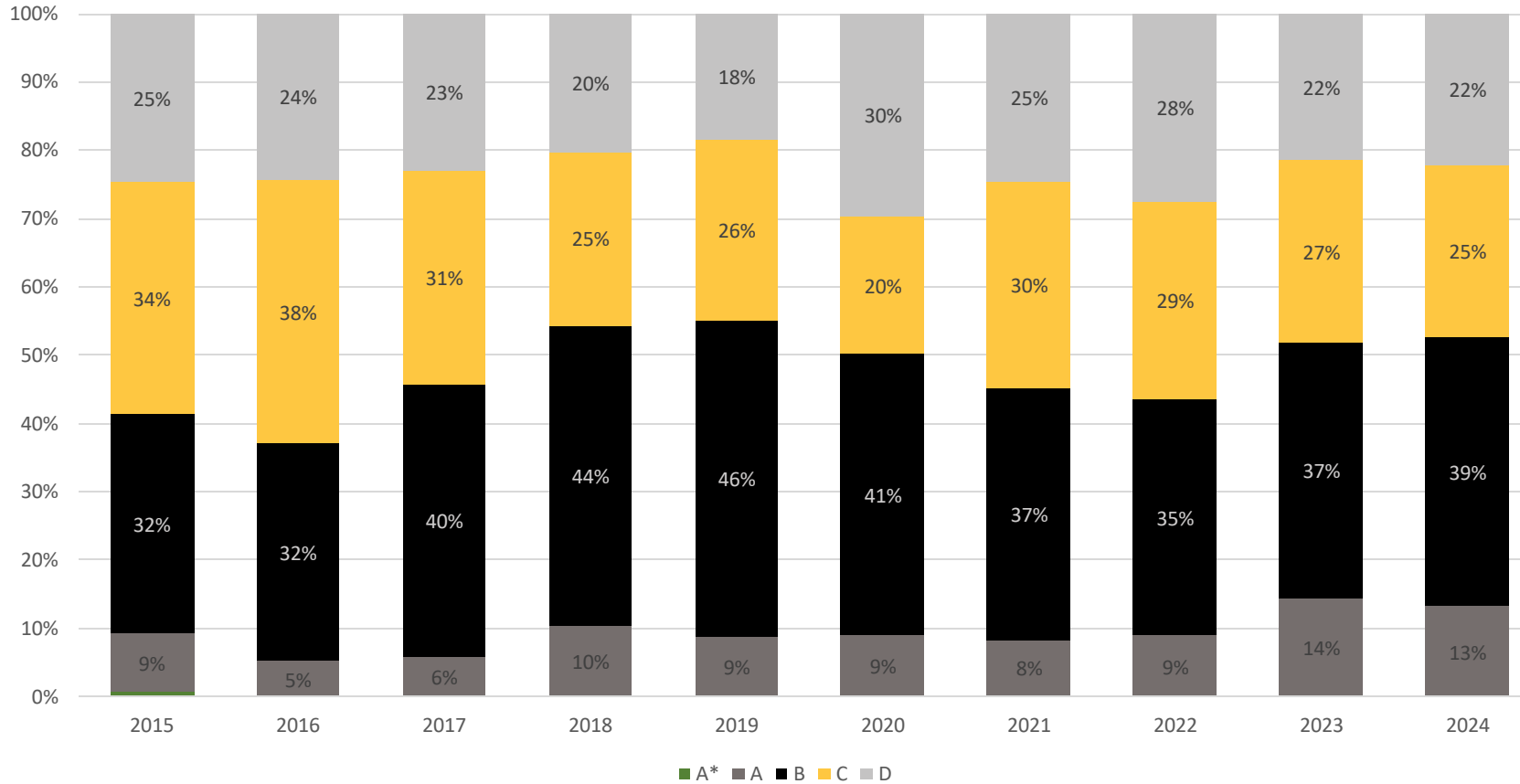
active loan portfolio at 2024.09.30
32 months average loan duration



*Compared to 2024.06.30

Distribution of loans by ratings, %

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



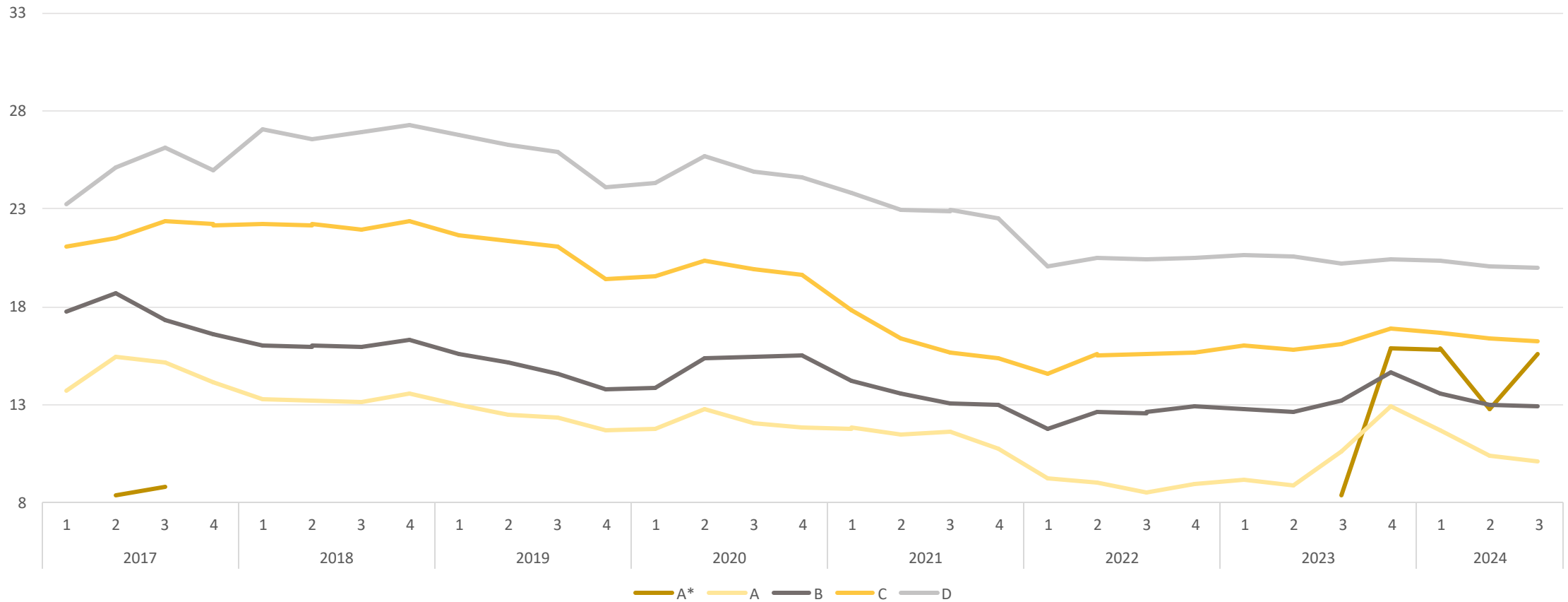
- A*** - lowest risk customers. Minimal chance of delays. Very low interest rate paid by customers.
- A** - very low risk customers. Low probability of default.
- B** - low risk customers. Small delays are likely, but offset by a higher interest rate.
- C** - medium risk customers. Higher delays and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

14,7%

effective interest rate at
2024.09.30



Active debt prevention

In Q3:



Sent **149.714** (+11%*) emails and **69.978** (+9%*) SMS to the borrowers



Terminated **147** (-4%*) loan contracts



Made **5.473** (+17%*) calls to the late borrowers



163 (+7%*) borrowers put to the court

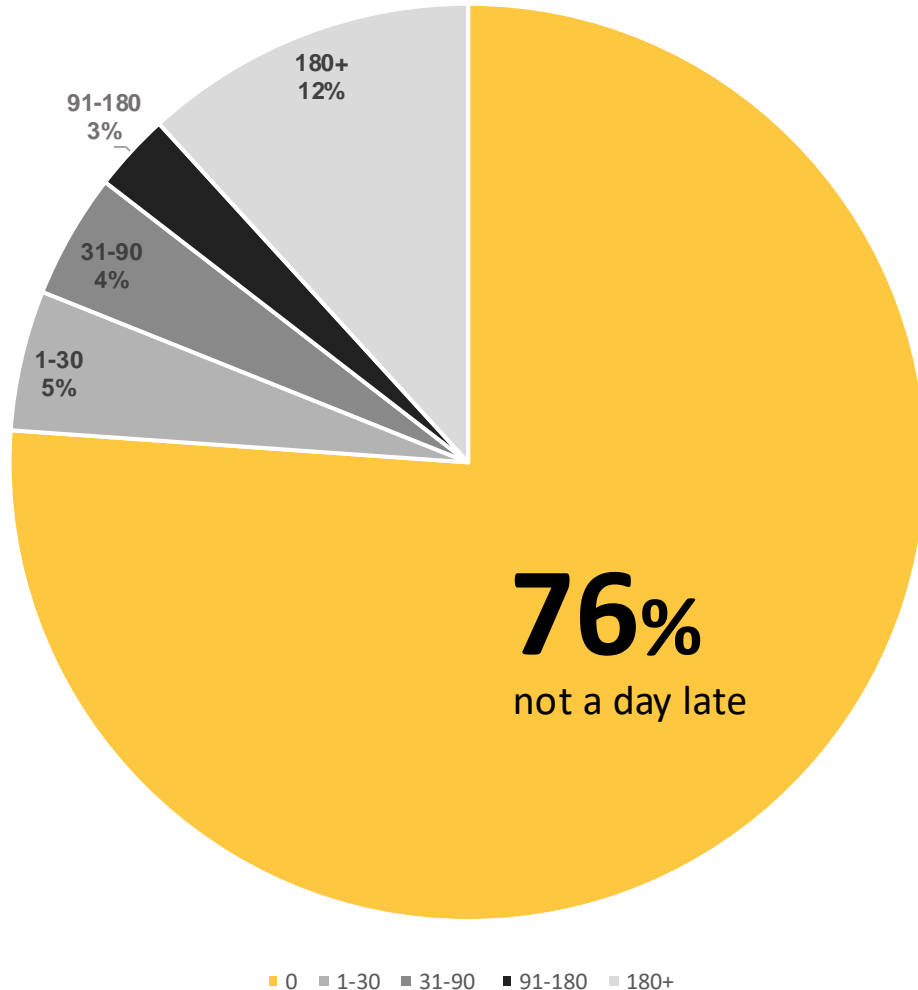
Recovery

How do we deal with late borrowers?

* Compared to 2024.06.30

Portfolio composition

by days late, units



84%

of customers made a payment in the last 30 days

5,5%

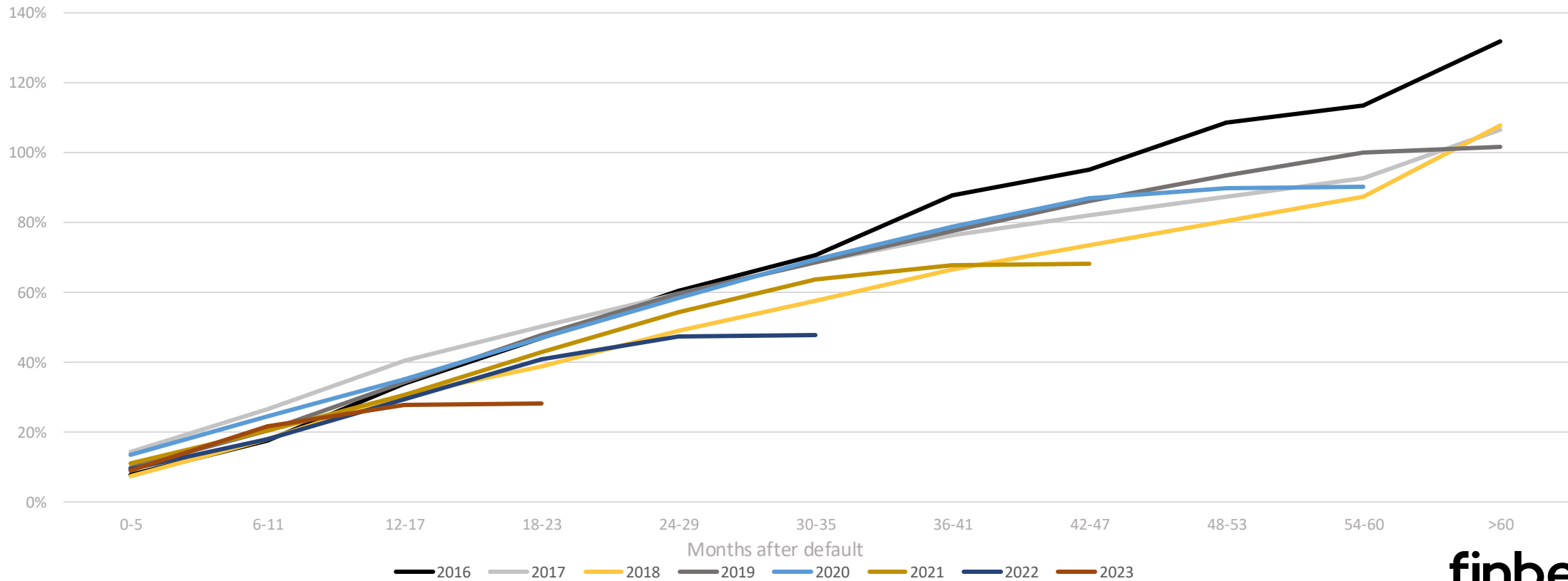
of loans issued in 2023 defaulted

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

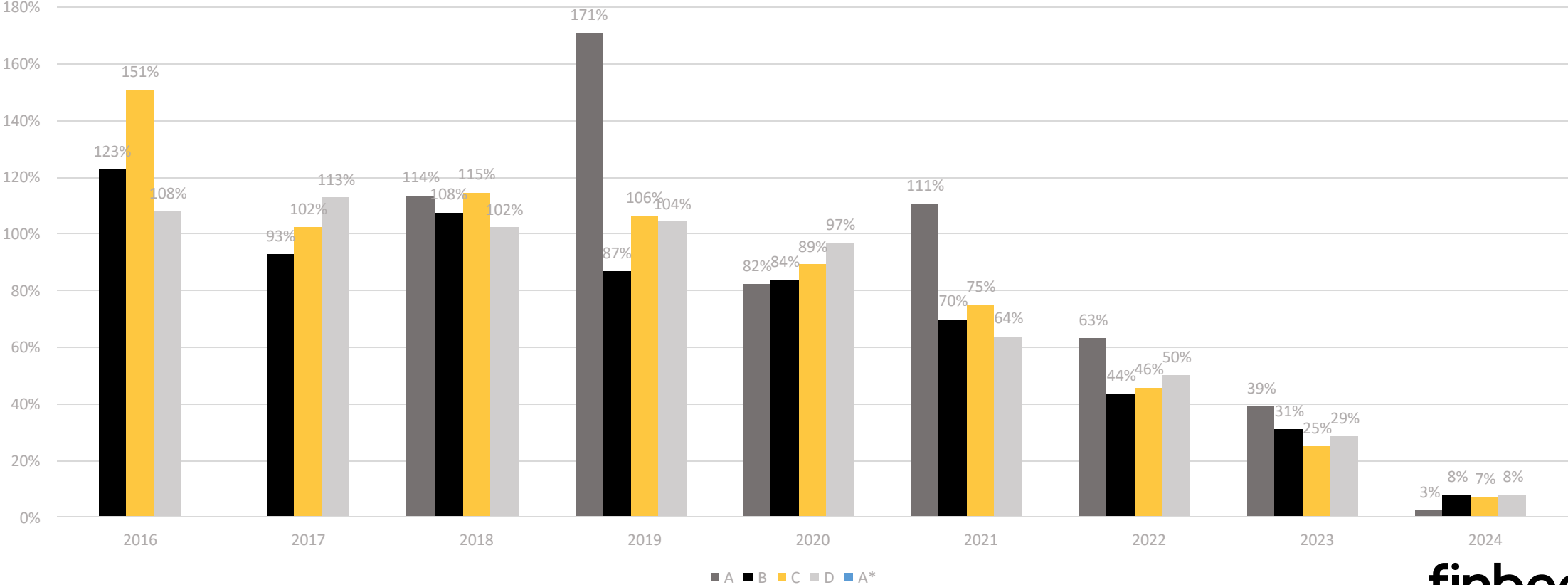


Debt collection performance, by rating

A rated

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

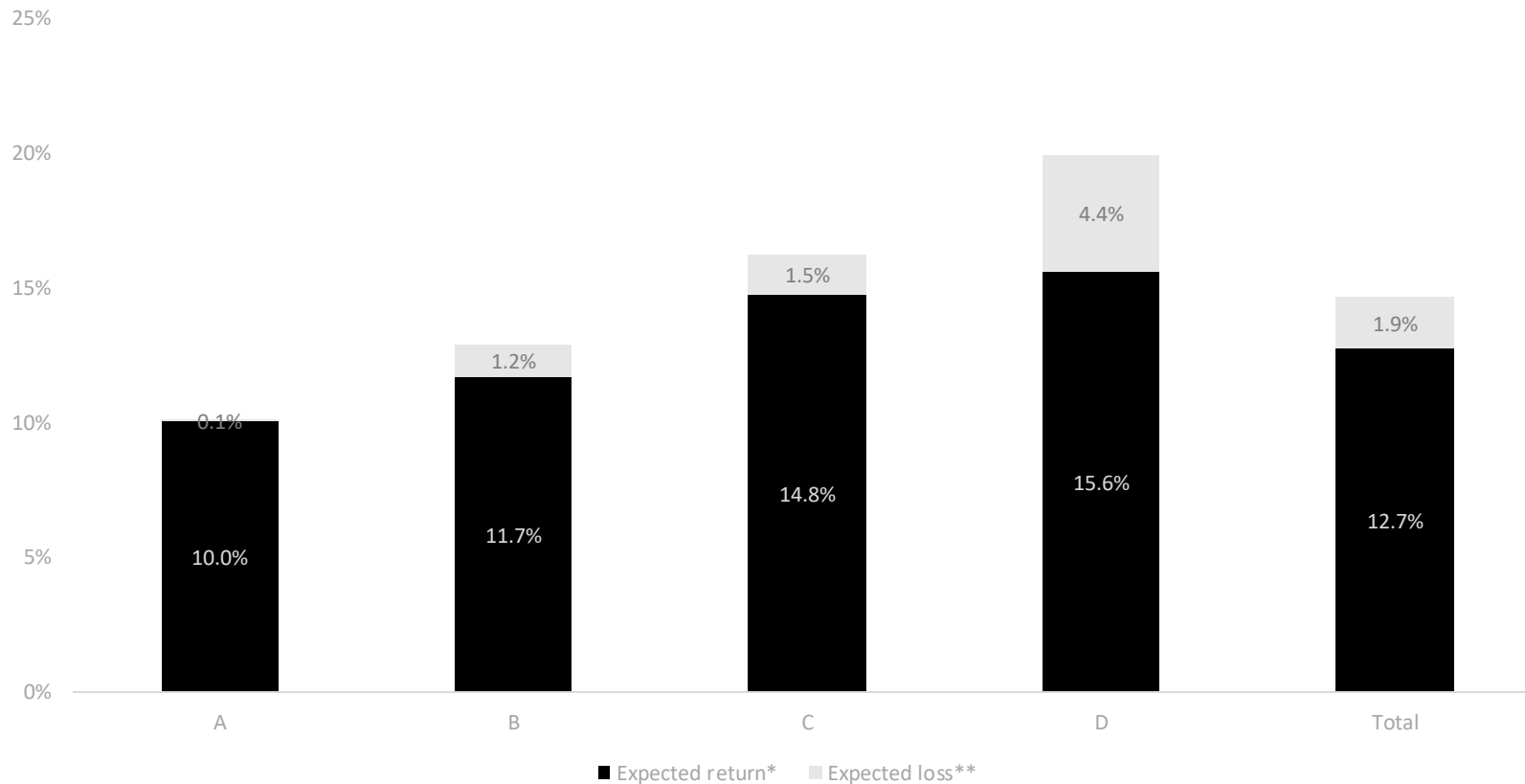
Debt collected, % of outstanding principal at default



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

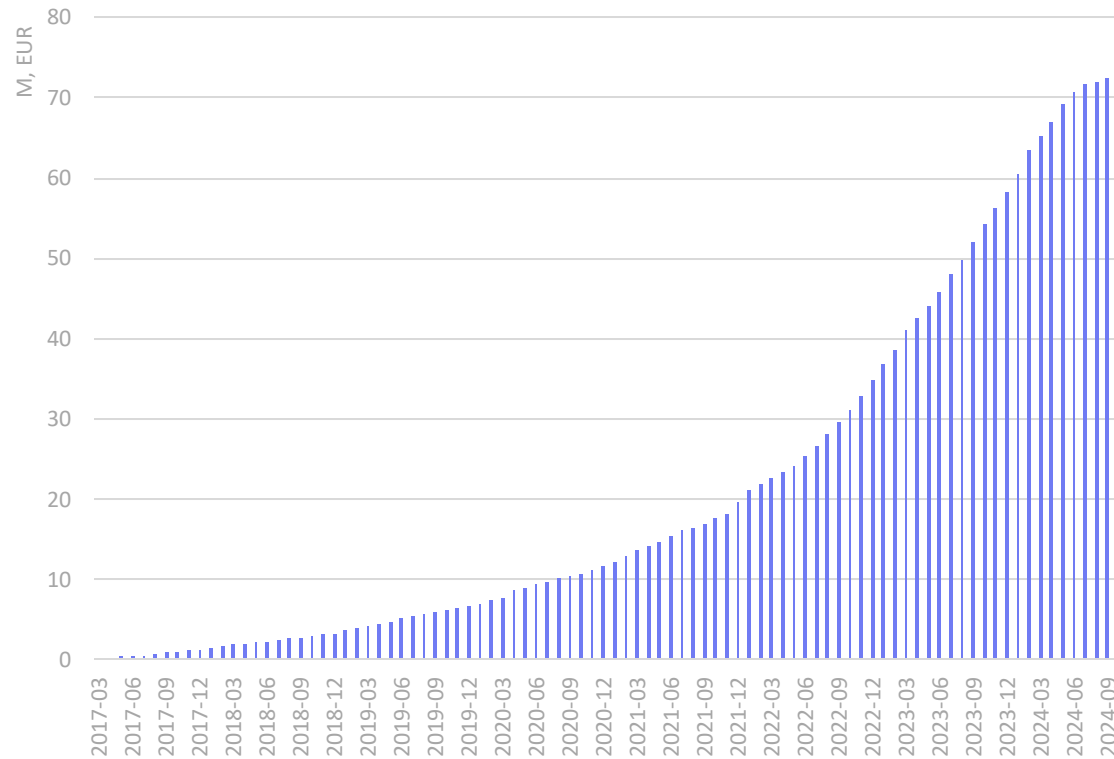


Business loans

Finbee business loans

-9%

YoY growth

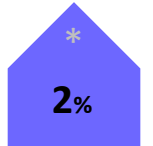


8 years

in the market

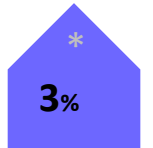
4.520 units

loans issued



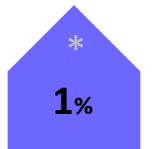
72,2M EUR

loans issued



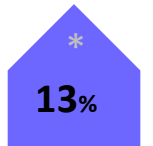
15.983 EUR

average loan amount



7,39M EUR

interest paid out to the investors



*Compared to 2024.06.30

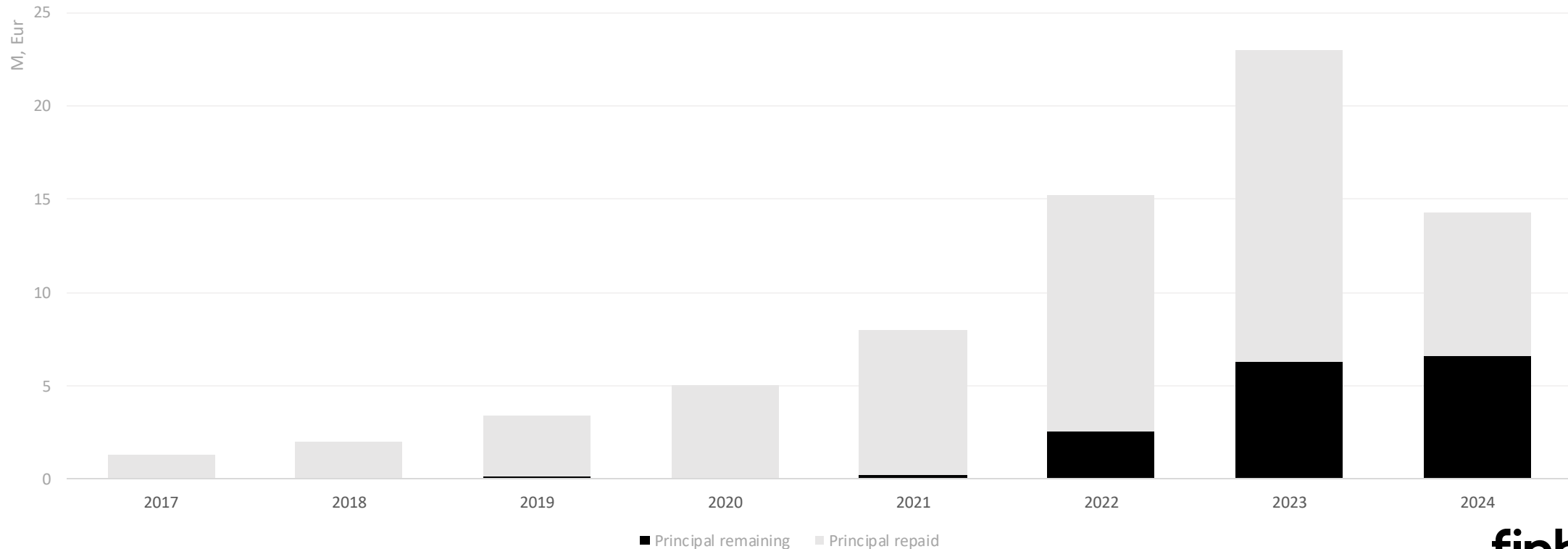
Loan volume

Already 72% of the loans issued in 2023 have been repaid

16,0_M EUR

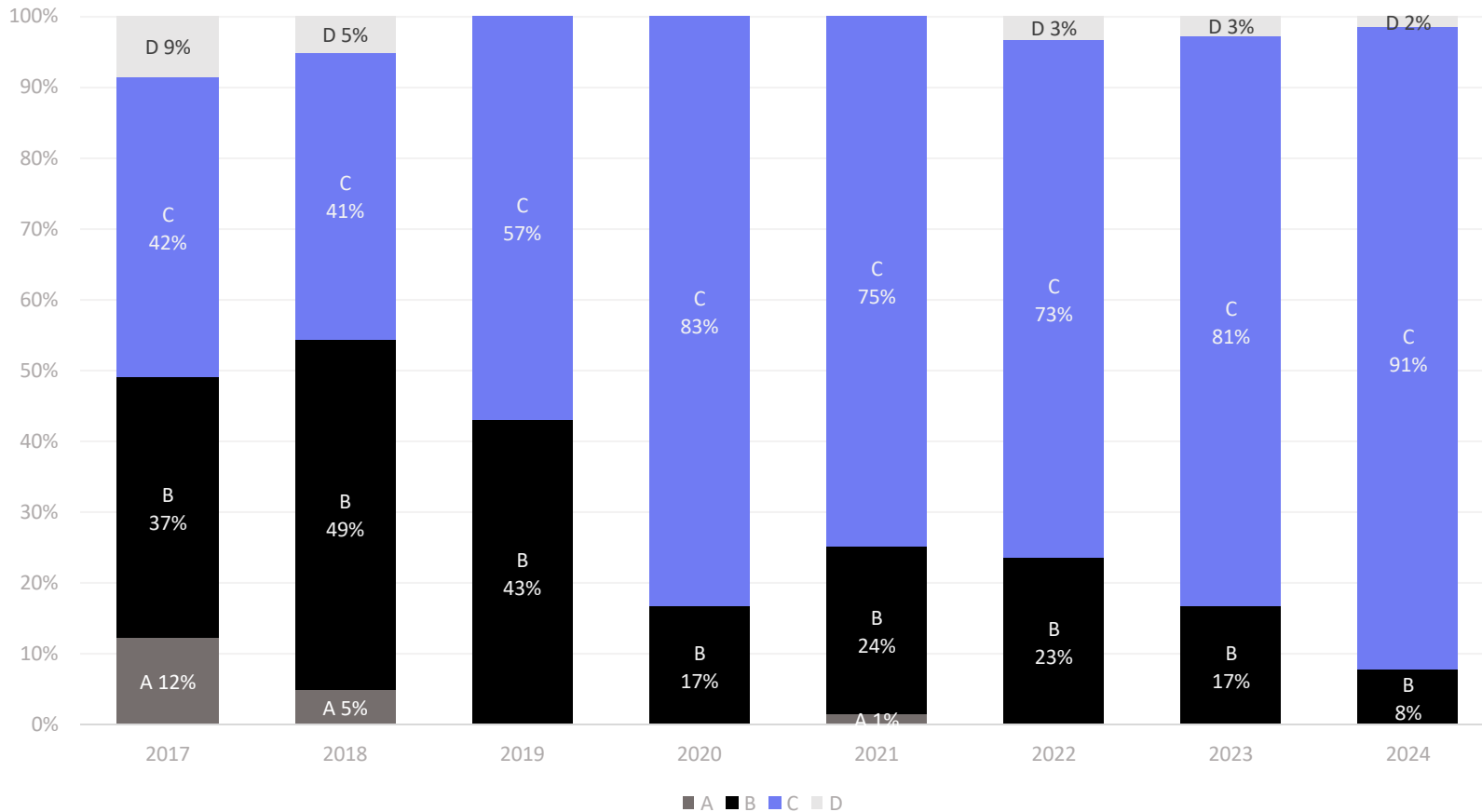
active loan portfolio at 2024.09.30

21 months average loans duration



Business loans by rating, %

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

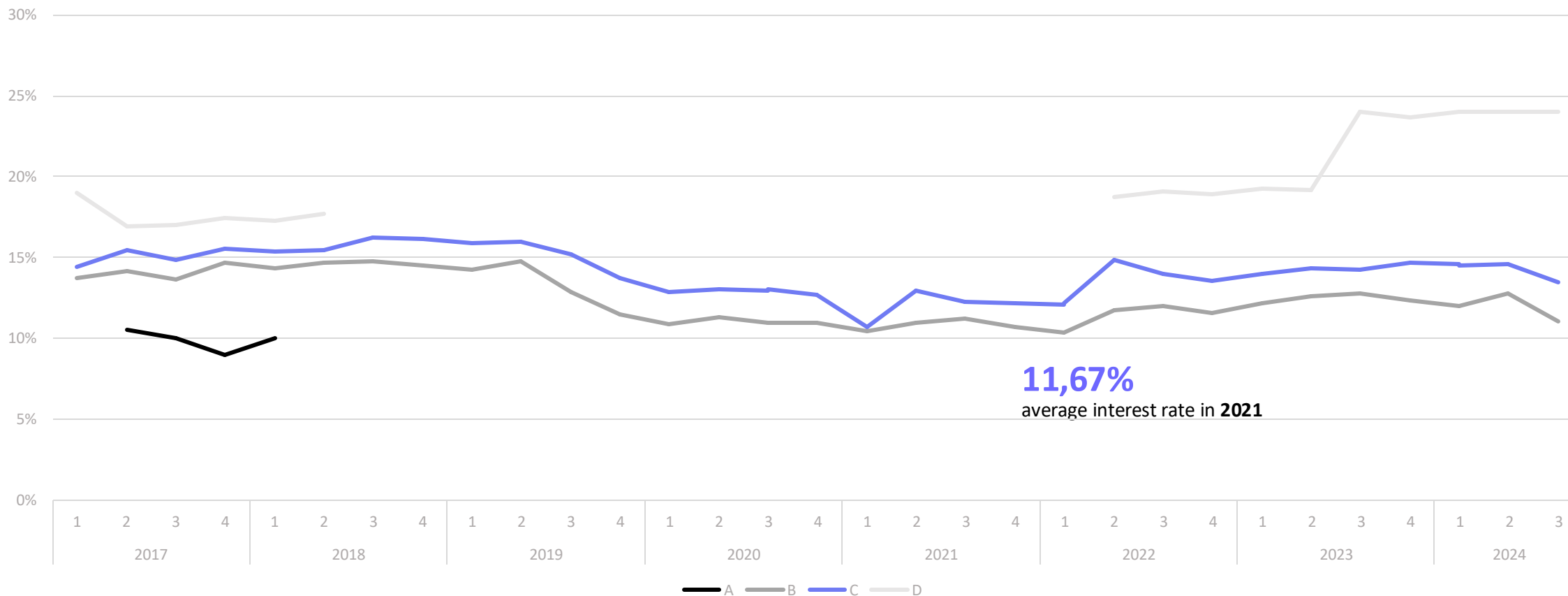


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Interest rate, %

13,7%

average interest rate at 2024.09.30



11,67%

average interest rate in 2021

Active loan prevention

In Q3:

Recovery

How do we deal with late borrowers?



We sent **40.604** (+25%*) emails and **9.963** (-5%*) text messages to the borrowers



Terminated **69** (-17%*) loan contracts



Made **1.689** (+37%*) calls to late borrowers



Put **72** (+29%*) borrowers to court

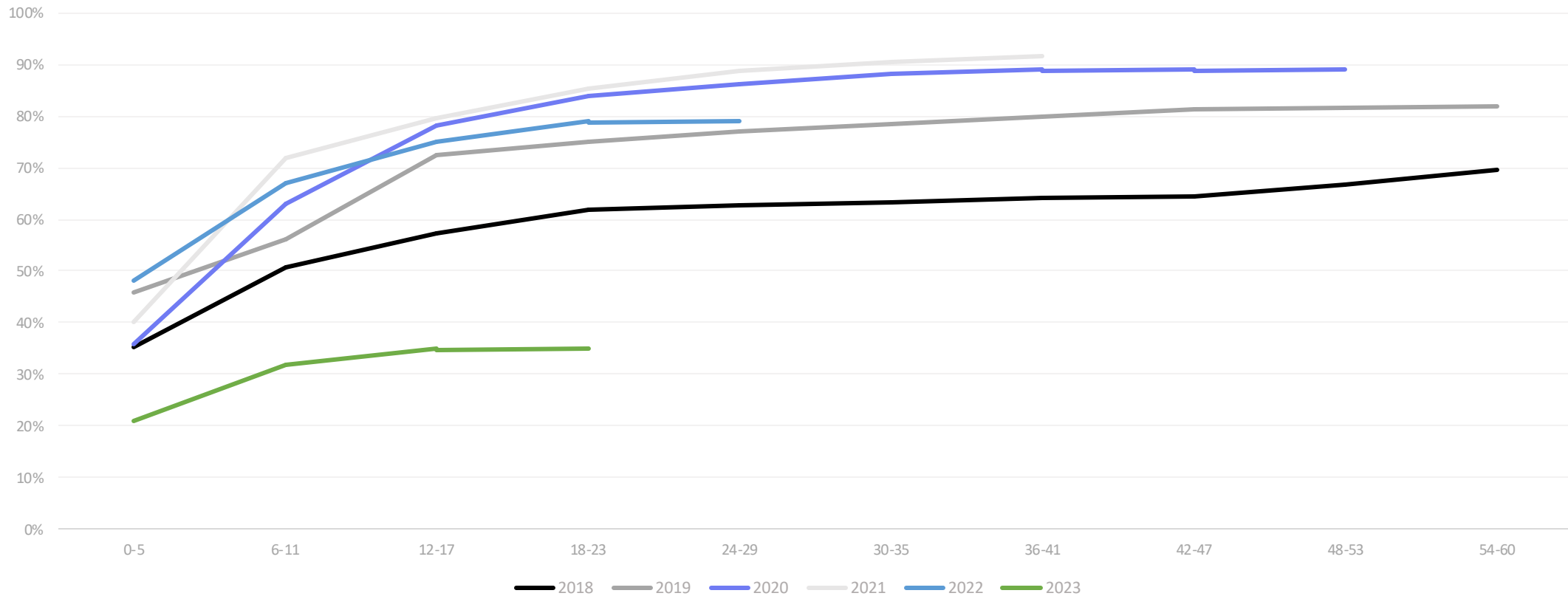
*Compared to 2024.06.30

Loans recovered

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

92%

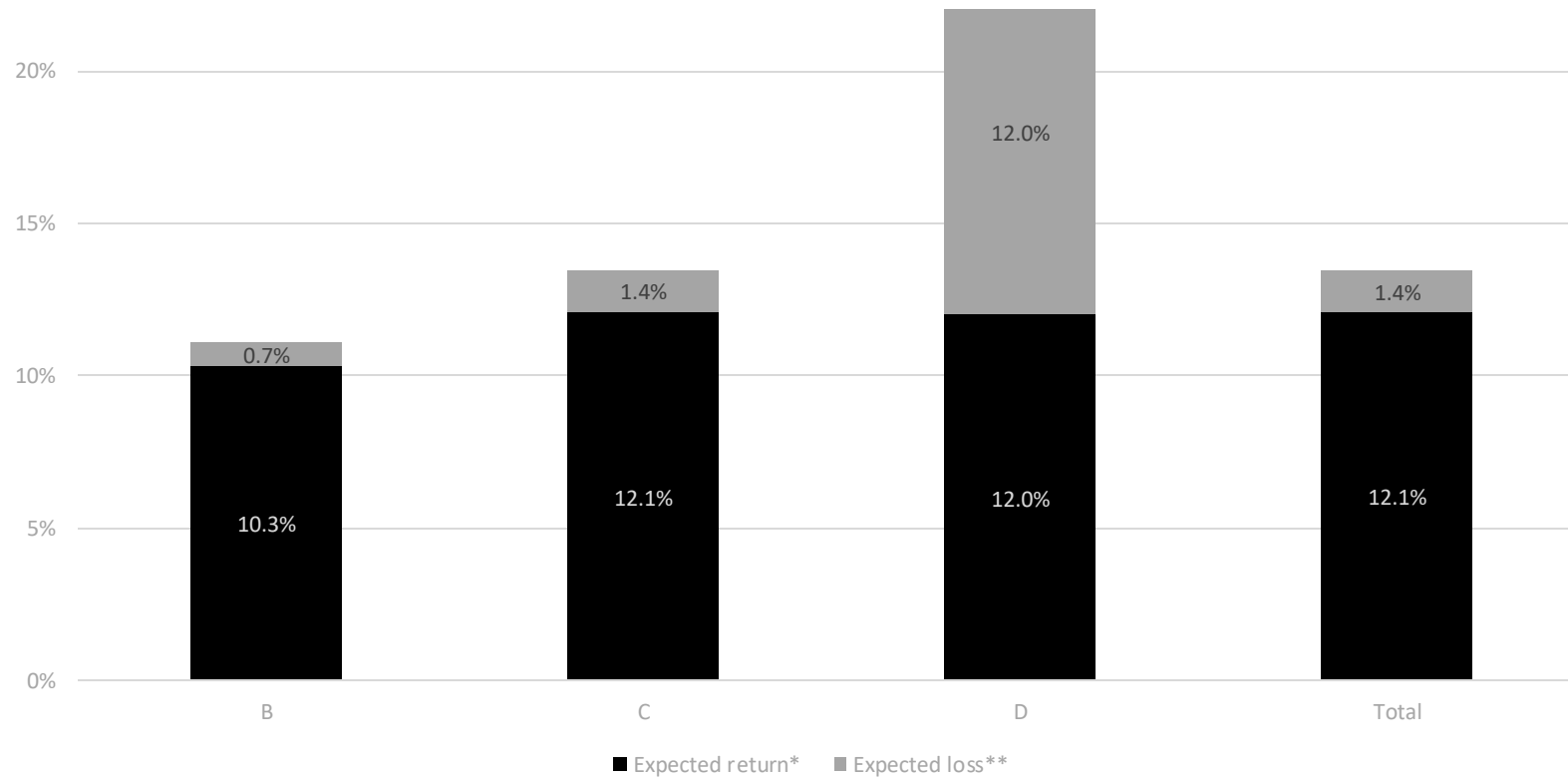
of outstanding principal recovered of loans that defaulted in 2021



Return on loan portfolio

12,1%

Business loans return



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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!

investuok@finbee.it
www.finbee.it



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