

# NEO Finance, AB

## Q1 2025 sales and interim financial report

Vilnius  
30 April 2025



# NEO Finance, AB Confirmation of the responsible persons at the Company

NEO Finance, AB Confirmation of the responsible persons at the Company. We hereby confirm that, to the best of our knowledge, that sales and interim financial report for Q1 2025 is a true and fair representation of the quarterly performance.

NEO Finance, AB  
Head of Administration  
**Evaldas Remeikis**

NEO Finance, AB  
Chief Financial Officer  
**Tomas Savickas**

30 April 2025  
Vilnius

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# Comments by the Head of Administration at NEO Finance, AB



Evaldas Remeikis - NEO Finance, AB Head of Administration

**The first quarter of 2025 was a meaningful period for both me and NEO Finance. During Q1 we announced that this is my final quarter serving as the Head of Administration of NEO Finance. I am proud to reflect on what we have achieved together during this time.**

Over the past few years, we have successfully stabilized operations, strengthened our market leadership in payment initiation services,

and consistently delivered strong financial results. The team's efforts have allowed us to achieve the strategic goals we had set. With a solid foundation now in place, it is the right time to pass the leadership to a highly experienced professional who will drive NEO Finance toward even greater ambitions. We are currently waiting for the Bank of Lithuania to confirm that the chosen candidate is eligible to take up the position of Chief Executive Officer of the Company and for the Board to take a decision. I look forward to continuing to support the Company as Chairman of the Management Board, helping ensure a smooth leadership transition and the ongoing success of NEO Finance.

Talking about results of 2025 Q1 company's EBITDA reached EUR 493 224 reflecting a 100% increase from EUR 246 292 in Q1 2024. This increase was primarily driven by a 67% increase in income from e-money issuance and management.

NEO Finance's revenue increased by 20 %, reaching EUR 1 777 957, compared to EUR 1 481 315 in the same quarter of 2024.

#### **Breaking it down by segment:**

- Revenue from the peer-to-peer lending platform reached EUR 952 892 in Q1, compared to EUR 922 461 in the same period of 2024, marking a 3% increase.



- Revenue from e-money issuance and management grew by 67%, rising from EUR 409 251 in 2024 Q1 to EUR 685 379 in 2025 Q1

- Income from investment activity saw a decrease of 7%, decreasing from EUR 149 603 to EUR 139 686.

Regarding crowdfunding platform FinoMark, we are pleased to see continued growth. Loan issuance volumes through FinoMark increased by 44% in Q1 2025 compared to Q1 2024, demonstrating strong momentum and validating our efforts to expand this segment.

In line with its NEO Finance strategy to expand open banking product portfolio, Neopay together with technology partner RASO, introduced

a new self-service payment terminal solution for public and private sector institutions. The first terminals have already been installed in private medical clinics, and the partners are fully prepared to participate in public procurement tenders for medical and other institutions across Lithuania.

In the first quarter of 2025, NEO Finance was also recognized as the best investor relations equities issuer on the Nasdaq Baltic First North market. The Company received an award at the 2025 Nasdaq Baltic Awards event, where outstanding capital market participants are acknowledged. This award reflects NEO Finance's consistent efforts to ensure transparency and strong investor relations practices, upholding

good corporate governance standards, supporting active trading, and earning recognition from market analysts and professional investors.

Looking ahead, increasing loan issuance volumes remains one of our key priorities. Although the first quarter of 2025 showed slight improvement compared to the same period in 2024, we are committed to accelerating growth in this area. We have already prepared a clear action plan and are confident in the steps necessary to achieve our ambitious loan issuance targets.

In conclusion, we remain focused on continuous growth, operational excellence, and delivering long-term value for our clients, investors, and partners.



# NEO Finance, AB areas of activity

NEO Finance, AB currently owns 3 brands - Paskolų klubas, Neopay and FinoMark. In 2016, the company was the first to be added to the list of peer-to-peer lending platforms by the Bank of Lithuania. The Paskolų klubas brand, administered by NEO Finance, AB, provides peer-to-peer lending services in Lithuania, and is also available for investment in loans to citizens of the European Union, the Free Trade Association and the countries of the European Economic Area, who are familiar with the platform abroad under the NEO Finance brand.

In 2015, the company was granted a limited electronic money institution licence and in 2017 an electronic money institution licence, allowing it to provide services throughout the European Union.

2018 NEO Finance, AB was the first in Lithuania to obtain licences for payment initiation and account information services. The company provides payment initiation, account information and other payment services under the Neopay brand.

In 2019, NEO Finance B.V., a subsidiary in the Netherlands, was established to attract investors from the Benelux countries to invest in the

loans provided by the peer-to-peer lending platform.

In 2020, NEO Finance, AB acquired the crowdfunding platform FinoMark, UAB, which started operations in February 2021, following its inclusion by the Bank of Lithuania on the list of crowdfunding platform operators.

In 2023, the Bank of Lithuania issued a crowdfunding service provider licence under the CFR Regulation. The CFR licence allows FinoMark to provide services in all EU and EEA countries. NEO Finance, AB owns 95.42% of the shares of FinoMark, UAB. The company has no branches and/or representative offices.





## P2P Lending platform

Investing for natural people and legal entities:

- High return for investors 8-16%;
- No hidden commissions fees;
- Fast, convenient and online service;
- Investments per loan from EUR 20 to EUR 500;
- BuyBack option.

Consumer loans for natural people:

- Loan's interest from 5%;
- No upfront fees;
- Fast, convenient and online service;
- Amount up to EUR 35 000.



## Open banking

Payment initiation, account information and other payment services:

- Fast contract signing process and easy integration;
- Collection of payments from the banks;
- Instant payments;
- Application for customers business needs;
- API integration for more than 200 financial institutions;
- Automatic payouts and refunds;
- Recurring and bulk payments;
- Payments via active payment link and barcode;
- Card payments;
- Account information service;
- POS lending (NeopayPayForYou) and BNPL solutions (Neopay 3);
- BLIK payments.



## Crowdfunding platform

Investing for natural people and legal entities:

- Investments of more than 500 EUR per loan are possible;
- Average interest 13%;
- Personal consulting;
- BuyBack option;
- Investment period from 3 months to 3 years.

Business loans to legal entities:

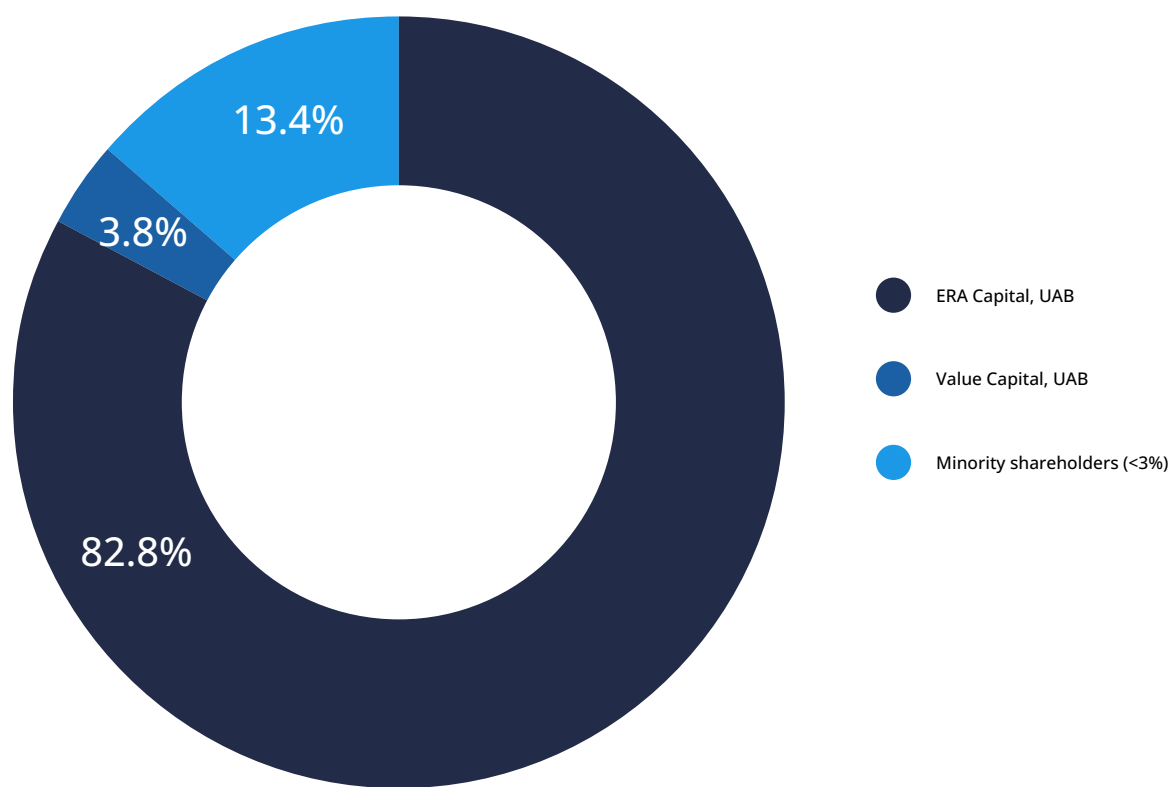
- SME loans up to 500 K EUR;
- Interest reimbursement under INVEGA instrument;
- Loans for more 12 months operating companies;
- Credit assessment of applications within 24 hours.



# The Company's share capital and shareholders

Company's authorised capital, EUR	EUR 1 848 934
Consisting of ordinary registered shares	4 202 122
They have a nominal value of, EUR	0.44

The shareholders of the Company as at 31 March 2025



# NEO Finance, AB management team



**Evaldas Remeikis**

*Head of Administration*

Member of the boards of various companies in Lithuania and Latvia with many years of business experience. His most interesting and important career achievements include participation in the creation of successful companies operating in the field of information technology and finance, and investments in start-up companies. Evaldas takes care not only of his own businesses, but also contributes to value creation in the financial technology sector and the startup ecosystem by sharing his best practices, actively participates in the Fintech Association, various commissions of the Lithuanian authorities related to financial technology, and financial literacy initiatives. He is responsible for IT strategic solutions in the Board of NEO Finance, AB.



**Mindaugas Vilkelis**

*Deputy Head of Administration*

Over the course of his nearly three-decade-long career, Mindaugas has held leadership positions in various financial institutions, accumulating extensive experience in banking, electronic payments, compliance, and operations management. During his 18-year tenure at AB Bank SNORAS, he progressed from a cashier-controller to the Director of the Finance Department. Later, he served as the Head of the Cash Management Division at the Bank of Lithuania.

Since 2016, he has been actively contributing to the emerging fintech sector—he developed the Foxpay electronic money institution platform, prepared European Merchant Bank for its operational launch, and served as Chief Administrative Officer (CAO), Country Manager, and Board Member at UAB Wittix.



**Jolanta Rudė**

*Head of Peer Lending*

After graduating from Mykolas Romeris University with a bachelor's degree in financial economics, Jolanta was invited to join the NEO Finance, AB team in 2015. During her more than 8 years with the company, she has worked her way up the career ladder from Loan Administration Manager to Head of Peer Lending. During these years, she has gained extensive experience in all aspects of the peer-to-peer lending platform, consumer credit market regulation, customer and investor services areas. Currently, Jolanta successfully manages the team of Paskolų klubas.





**Eugenijus Toleikis**

*Chief Commercial Officer at Neopay*

An experienced commercial leader with over 15 years in the finance and payments industry, Eugenijus has successfully led sales, business development, and strategic initiatives, driving growth in competitive markets.

For the past five years, he served as the Lithuanian Country Manager at Maksekeskus, where he played a key role in expanding payment solutions for e-commerce businesses, optimizing revenue models, and fostering long-term partnerships. His expertise in payment processing, fintech, and strategic planning has contributed to sustainable business scaling and improved commercial performance.

The combination of results-driven and analytical decision-making with a hands-on approach to leadership ensures operational efficiency and business growth at Neopay.



**Tomas Savickas**

*Head of Finance*

Tomas joined NEO Finance in 2019, starting his career as a Client Service Manager. After a two-year period of taking care of our clients' needs, he took up the position of Financial Analyst. He developed his skills while studying at Vilnius University, Bachelor and Master studies in Economics. In addition, he attended a Data Science course at CodeAcademy, deepening his knowledge of data analytics. Currently, Tomas is the CFO of NEO Finance.



**Aivara Masionienė**

*Head of Compliance and Risk Management*

Aivara has more than 11 years of experience in legal and compliance. Her career includes experience in financial and capital markets, brokerage and asset management, investment services, payment services, terrorist financing and anti-money laundering. Working for companies in the financial services sector, Aivara has been responsible for negotiating with business partners in major development projects, managing legal and compliance risks, representing the Bank of Lithuania and other state institutions, and assessing the compliance of new products with EU and Lithuanian legislation.



**Edita Makarevičė**

*Head of Operations Management*

Edita, who has been working in the lending sector for more than 9 years, has held various positions in the company before becoming the Head of Operations Management of the platform, and has been actively involved in most of the projects implemented by NEO Finance, AB since the beginning of the platform. After graduating from LSMU, Edita started her career in the credit sector as a customer service manager, then became a senior customer service specialist, after gaining extensive professional experience she was promoted to product specialist, customer service manager, and today, having accumulated a mature knowledge, Edita successfully manages the operations management department.



**Lukas Pankratovas**

*Head of the Money Laundering and Terrorist Financing Prevention Department*

Experienced professional in the field of AML/CFT with a master's degree in law and experience in intellectual property, compliance, data protection. He has gained his experience in international companies, banks, start-ups and fintech companies from specialist to MLRO positions. Lukas and his team at NEO Finance ensure the highest standards of PPTFP compliance.



**Eglė Ermanaitė**

*Head of HR and Office Management Manager*

With over 10 years of experience in HR, Egle has a proven track record of enhancing employee engagement, retention, and performance through innovative and effective HR solutions. Egle has successfully implemented a new performance management system, designed and delivered various training and development programs, and fostered a culture of collaboration and excellence across the organization.

She is passionate about creating a positive and inclusive work environment where everyone can thrive and grow. Egle brings a diverse perspective and experience to the team, having worked with different industries, such as entertainment, retail, and manufacturing, as well as with teams from different countries, including Estonia, Latvia, and others. She is always eager to learn new skills and best practices and to share her knowledge and insights with others.



**Domantas Bukauskas**  
*Head of Marketing and Communications*

With a strong background in digital marketing and customer acquisition, Domantas Bukauskas specializes in multi-channel strategies, brand growth, and performance optimization. Currently serving as Head of Marketing at NEO Finance, he focuses on digital and ATL campaigns, media partnerships, and improving user engagement. His expertise includes SEO, PPC, social media, and data-driven marketing, supporting business development and growth.



**Mantas Drakšas**  
*Head of Legal*

Mantas is an experienced legal professional specializing in commercial law, financial regulations, and corporate governance. Currently serving as the Head of Legal at NEO Finance, he plays a key role in ensuring regulatory compliance, managing legal risks, and overseeing corporate legal affairs. With over a decade of experience in the legal field, Mantas has held positions such as Senior Legal Counsel at NEO Finance and kevin., as well as Legal Team Lead, gaining extensive expertise in financial services, fintech regulations, and corporate law. Holding a Master's degree in Commercial Law from Vilnius University, he is committed to developing strategic legal solutions and supporting business growth within the financial sector.



**Mark Leenards**  
*Country Manager Benelux*

Mark joined NEO Finance in 2019 as an Investor Community Manager and has been an ambassador of the P2P lending and business lending platform ever since. He organizes events and webinars for Dutch and Belgian clients and plays a key role in establishing local investment vehicles for larger investors. Mark plays a crucial role in attracting investors from the region. Every year, he brings the most loyal investors to Lithuania, providing them with the opportunity to visit the NEO Finance headquarters and engage with key investment organizations such as NASDAQ and Invest Lithuania.



**Gražvydas Balčas**

*The CEO and Co-Founder of FinoMark*

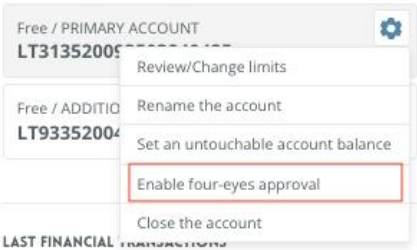
With over six years at the helm of FinoMark, Gražvydas has been instrumental in driving the company's growth, fostering innovation in financial technology, and expanding investment opportunities. His expertise spans executive management, business development, fintech, IT project and program management, and strategic planning.

With a strong background in technology and business strategy, Gražvydas combines technical expertise with leadership skills to enhance digital financial services and improve market accessibility for businesses and investors alike.

# Q1 2025 developments at NEO Finance, AB

Updated functionality: representatives of legal entities who do not have a personal account can now conveniently change their password when logged into the company's profile.

NEO Finance platform updated functionality: Legal entities investing on the NEO Finance platform can enable the four-eyes principle for payment authorization.



NEO Finance AB announced audited financial statements for 2024.

NEO Finance, AB announces a change in leadership as the Management Board has completed the selection process for a new CEO (Head of Administration), pending approval by the Bank of Lithuania.

NEO Finance, in collaboration with technology company RASO, has launched a self-service payment terminal solution for public and private sector institutions in Lithuania. The first terminals have already been installed in private medical clinics, and the companies are fully prepared to participate in public procurement tenders for national healthcare institutions.

The Ordinary General Meeting of Shareholders of NEO Finance, AB held on 31 March 2025.

In the first quarter of 2025, NEO Finance was recognized as the best investor relations equities issuer on the Nasdaq Baltic First North market. The Company received an award at the 2025 Nasdaq Baltic Awards event, where outstanding capital market participants are acknowledged.





# 2025 Q1 NEO Finance, AB events

- Investment Account Seminar: The new tax regime in Lithuania raised many investor questions. During the seminar NEO Finance CEO Evaldas Remeikis presented the key changes at NEO Finance, discussed the previous quarter's results, and analyzed the main investor and loan trends on the platform. In the second part of seminar experts and investors, including Rūta Bilkštytė, Evaldas Remeikis, and Marius Navickas, discussed the necessity and practical use of the new investment regime in Lithuania.



# Key financial indicators of NEO Finance, AB in Q1 2025

## REVENUE

The company's revenue was EUR 1.778 thousand. Compared to Q1 2024, the company's revenue grew by 20%.

▲ +20%

## COST OF SALES

Cost of sales decreased by 7% from EUR 803 thousand to EUR 751 thousand.

▼ -7%

## OPERATING COSTS

Operating costs increased by 21%, from EUR 550 thousand to EUR 667 thousand.

▲ +21%

## EBITDA

EBITDA increased by 100% from EUR 246 thousand to EUR 493 thousand.

▲ +100%

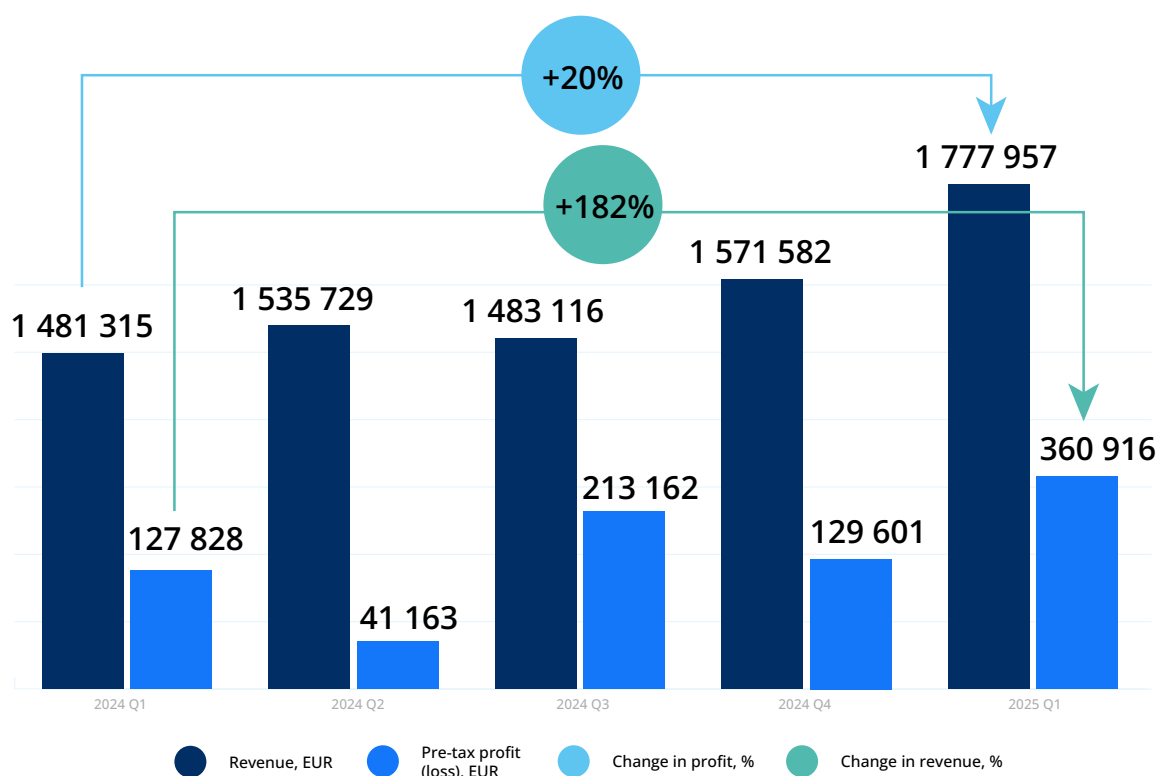
## PROFIT (LOSS) BEFORE TAX

Profit before tax increased by 182% to EUR 361 thousand, compared to EUR 128 thousand in Q1 2024.

▲ +182%

	2025 Q1	2024 Q1	2025 Q1 / 2024 Q1Δ, %	2023 Q1	2025 Q1 / 2023 Q1 Δ, %
Revenue, EUR	1 777 957	1 481 315	20%	1 013 626	75%
Income from peer-to-peer lending activities, EUR	952 892	922 461	3%	689 280	38%
Income from e-money issuance and management, EUR	685 379	409 251	67%	287 643	138%
Income from investment activity, EUR	139 686	149 603	(7%)	36 703	281%
Cost of sales, EUR	(751 071)	(803 307)	(7%)	(481 273)	56%
Gross profit, EUR	1 026 886	678 008	51%	532 353	93%
General and administrative, other operating and interest expenses (depreciation excluded), EUR	(666 561)	(549 833)	21%	(460 451)	45%
EBITDA, EUR	493 224	246 292	100%	166 559	196%
EBITDA margin, %	27,74%	16,6%	-	16,4%	-
Profit/loss before tax, EUR	360 916	127 828	182%	71 902	402%

## Key financial indicators of NEO Finance, AB in Q1 2025



# Financial reporting on the principle of business management

**Platform intermediary income is not generated at the time of transaction.**

The actual income is distributed over the entire loan period and is collected by repaying the monthly instalment to the borrower. Most of the costs

to earn this income (marketing, administration, etc.) are incurred in the year of the transaction. For a better comparability of costs and revenues, the total revenues received from financing transactions entered in the respective years and the costs for those years are presented below. NEO Finance, AB has granted loans

of EUR 11 311 thousand in Q1 2025. Comparing this result with Q1 2024 the intermediation fee income receivable increased mainly due to higher loan volumes and a higher brokerage fee percentage. The average brokerage fee was 11.56% in Q1 2025, compared to 9.7% in the same period of 2024.

	2025 Q1	2024 Q1	2025 Q1/ 2024 Q1 Δ. %	2023 Q1	2025 Q1/ 2023 Q1 Δ. %
Loans granted, thousand EUR	11 311	10 410	9%	9 956	14%
Intermediary fee income, thousand EUR	1 933	1 537	26%	1510	28%
Intermediary fee / Loans granted, %	0,17	0,15	14%	0,15	14%
Other income, thousand EUR	1 244	1 010	23%	487	155%
Cost of sales, thousand EUR	(751)	(803)	(6%)	(481)	56%
Operating costs, thousand EUR	(667)	(550)	21%	(460)	45%
EBITDA, thousand EUR	1 760	1 194	47%	1 055	67%

The intermediation fee receivable for future periods amounted to EUR 13.21 million at the end of Q1 2025 compared to EUR 11.46 million at the end of Q1 2024. These off-balance sheet receivables grew by 15.27% during the year.

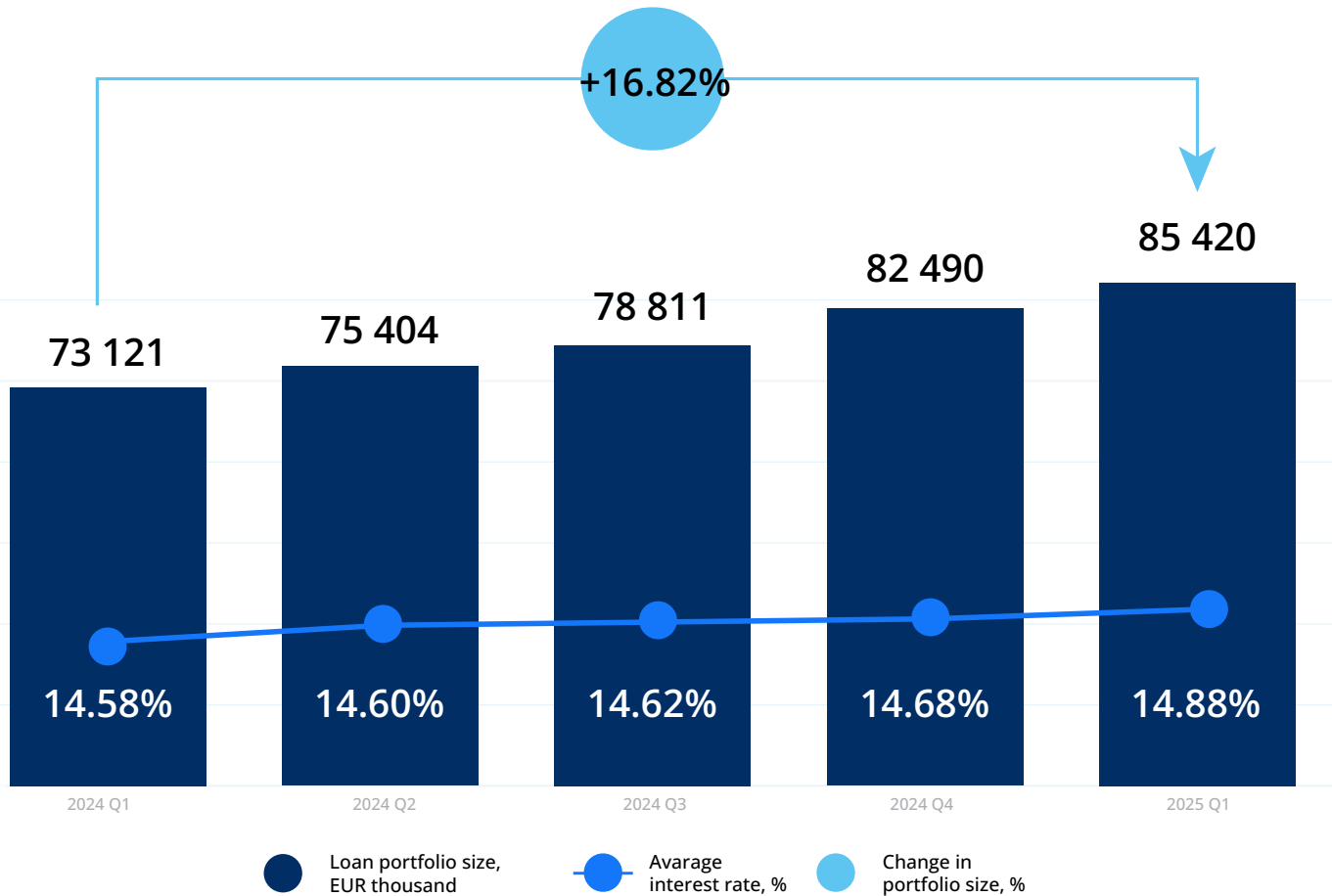
\*The table shows the intermediation fee generated in the year in consideration, which will be received over a full lending cycle.

# The consumer loan portfolio

Acting as a peer-to-peer lending platform, the Company facilitates the granting of consumer loans to natural person borrowers, which are financed by other natural and legal persons - investors. Interest is distributed and paid to the investors on their borrowings and the Company receives intermediation fee income from the borrower.

The consumer loan portfolio administered by the Company at the end of Q1 2025 amounted to EUR 85 420 thousand and grew by 16.82% since Q1 2024. The average interest rate during the same period increased from 14.60% to 14.83%.

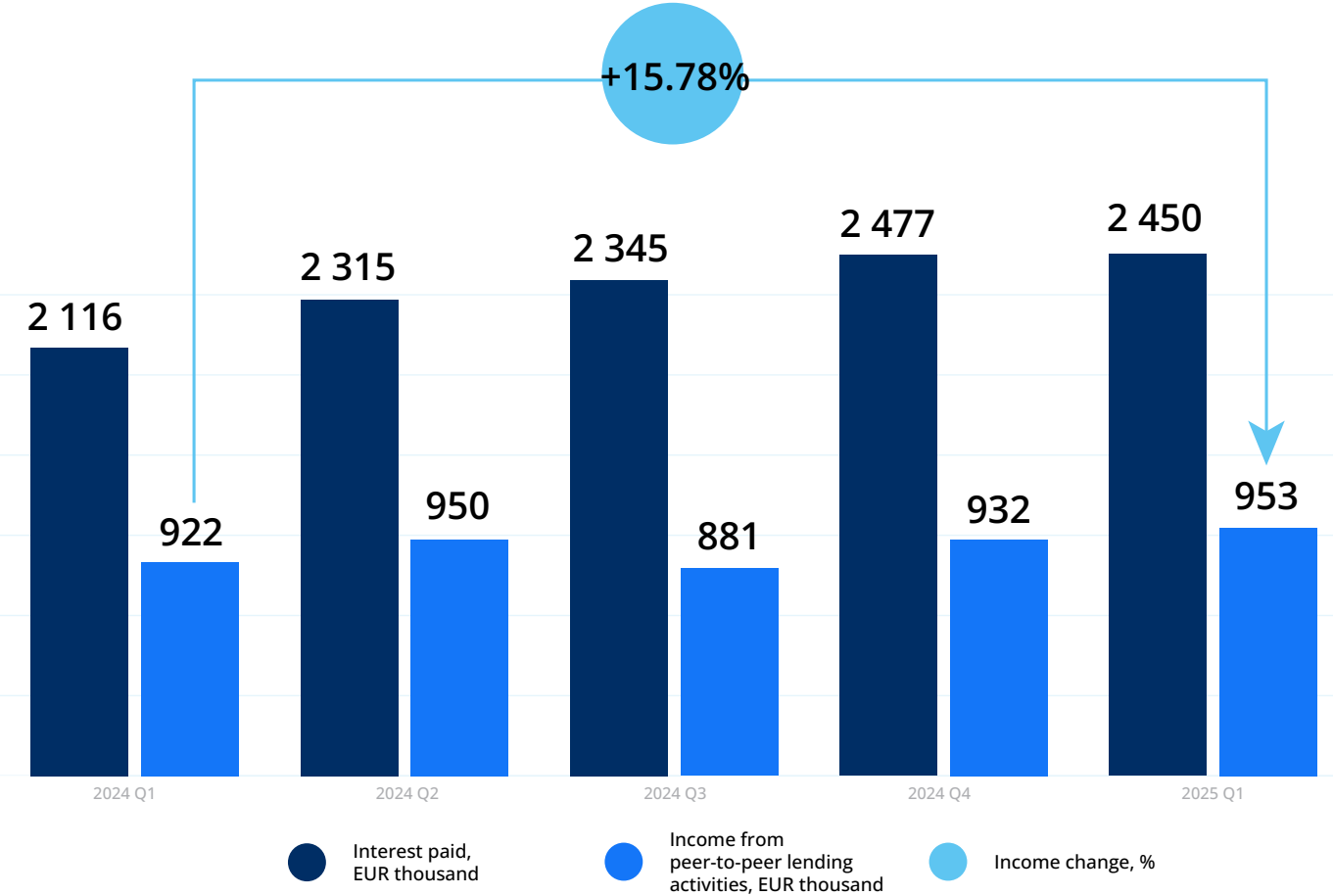
Consumer loan portfolio and average interest rate, EUR thousand





### Income from peer-to-peer lending activity between the Company and investors, EUR thousand

The income from peer-to-peer (P2P) lending activities between the company and investors has shown consistent growth from Q1 2024 to Q1 2025, increasing by 3%. In Q1 2025, paid brokerage fees grown to EUR 953 thousand from EUR 922 thousand in Q1 2024. Interest income also steadily increased, from EUR 2 116 thousand in Q1 2024 to 2 450 thousand by Q1 2025. This consistent rise in both income and interest payments suggests stable expansion of the business model and growing investor confidence, reflecting successful engagement in P2P lending activities and an increasing number of investors.



# Safeguarding of Clients' Funds

Since September 2023, the company has implemented a new method for safeguarding customer funds.

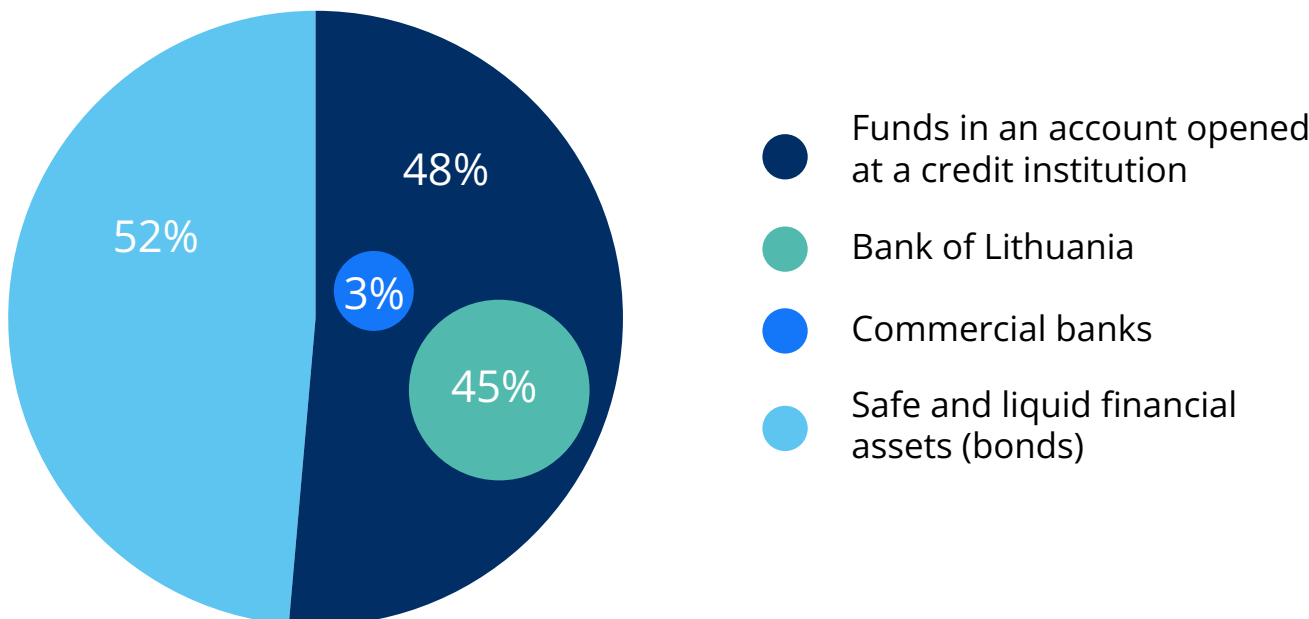
NEO Finance, AB, acting as an e-money institution, opens accounts and provides payment services to its customers - natural and legal persons who borrow or invest at Paskolų klubas and Neopay corporate customers. All customer e-money

funds are held in separate accounts with banks (the majority of customer funds are held with the Central Bank) and are not classified as assets of the Company. In accordance with applicable law, these funds are not subject to any form of recovery against the Company's debts, seizure, etc., so that the Company can redeem all customer e-money at any time, regardless of the amount.

Client funds are not only held in the central bank and trusted commercial

banks but also a portion of client funds is invested in safe, liquid, and particularly low-risk assets – high-security bonds. To achieve this goal, the Company has entered into an agreement with an investment banking consulting firm, which provides advice and services related to the acquisition, storage, and other related securities services.

## Distribution of customer funds by applied protection method 2025-03-31



# Capital of NEO Finance, AB

NEO Finance, AB, being an electronic money institution, must have a minimum of 350 thousand equity capital of EUR. As equity approaches this amount, shareholders must immediately make decisions on its increase. When calculating the capital adequacy of an e-money institution in accordance with the above-mentioned resolution of the Board of the Bank of Lithuania, the amount of intangible assets and deferred tax assets are subtracted from the amount of equity capital.

In 2025 Q1, the equity capital calculated in the company's balance sheet amounted to 3.6 million EUR, and to meet the capital requirements approved by the Board of the Bank of Lithuania, the company's own capital, which is calculated according to the requirements for calculating the own capital of an electronic money institution, amounted to 1 240 thousand. EUR and exceeded the minimum equity requirement.



At the end of 2025 Q1, the Company's authorized capital and share additions amounted to

**EUR 3 270 236**

The Company's capital was not increased during 2025 Q1

Equity capital, at the end of 2025 Q1 reached

**EUR 3 631 152**

# **P2P lending platform Paskolų Klubas**



# P2P lending platform Paskolų Klubas

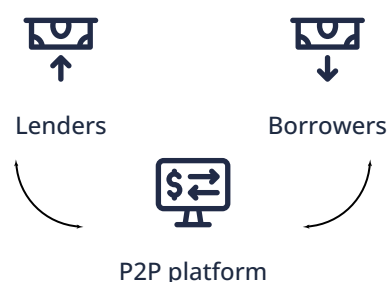


Paskolų klubas, operated by NEO Finance AB, is the largest peer-to-peer (P2P) lending platform in Lithuania. In the local market, the platform operates under the name Paskolų klubas, while in international markets and among foreign investors, it is recognized and branded as the NEO Finance platform. The platform connects individuals seeking loans with those willing to invest in consumer credit, offering an opportunity to earn returns.

The purpose of the peer-to-peer lending platform is to ensure compliance with the transaction between the two parties and

represent their interests. The Paskolų klubas platform provides consumer loans to Lithuanian citizens, which are financed by citizens or legal entities of European Union countries. The company receives a remuneration for ensuring the implementation of the transactions - an intermediation fee, which is paid by the borrower together with the instalments. If the default of the borrower is not repaid on time, Paskolų klubas invests its own funds in the debt collection process (pre-litigation and litigation), with the aim of recovering the investors' funds as well as the Company's earnings from the credit. This business model, in the view of

the management, ensures the highest level of representation of investors' rights and interests.





# Comment by Head of Peer-to-peer Lending



Jolanta Rudé - Head of Peer-to-peer Lending

**In the first quarter of 2025, EUR 11.3 million in loans were issued through the Paskolų klubas platform, marking an 8.7% year-over-year increase (Q1 2024: EUR 10.4 million).**

Of this amount, EUR 6.7 million comprised refinancing loans, reflecting a 13.56% increase from the same period last year. Consumer loans accounted for EUR 4.6 million, up 2.2% year-over-year. Refinancing remains a key offering, enabling borrowers to reduce their monthly

instalments and consolidate existing obligations more efficiently.

Following a targeted database cleanup, the number of registered users decreased to 151.7 thousand due to the removal of inactive accounts. Nevertheless, the platform maintained a strong investor base of 33.1 thousand, including 15.5 thousand investors with active portfolios. The average loan size issued to borrowers was EUR 3,937, while the average investor portfolio reached EUR 5,383, diversified across 304 loans.

As of the end of Q1 2025, out of a total EUR 225.96 million in loans

granted, EUR 21.95 million (or 9.71%) were more than 90 days overdue. The average interest rate on newly issued loans stood at 14.83%, while the return on investment remained stable, ranging between 11.3% and 12% throughout the quarter.

During the reporting period, investors sold EUR 107 thousand worth of defaulted investments through the Buyback service — a 27.71% increase compared to Q1 2024 (EUR 84 thousand). The increase in volume was primarily driven by the total value of investments repurchased, despite a lower number of units compared to the previous year.

In addition, we introduced enhancements to the secondary market's auto-invest functionality and implemented improvements in tax reporting tools. Regulatory changes related to wage garnishment are expected to affect debt recovery

dynamics in the longer term. Accordingly, we continue to refine our pricing strategy and risk segmentation models.



# Q1 2025 developments at Paskolų klubas

In February: Investment Account Seminar: The new tax regime in Lithuania raised many investor questions. During the seminar, experts and investors, including Rūta Bilkštytė, Evaldas Remeikis, and Marius Navickas, discussed the necessity and practical use of the new investment regime in Lithuania.

In March: NEO Finance peer-to-peer lending platform user agreement is confirmed - From 1 April 2025, the Investor Platform fee will be €1 per month.

In March: A group of Dutch investors visited Vilnius. The visit aimed to strengthen direct engagement with the NEO Finance team and included meetings with key financial institutions, including Nasdaq Baltic.

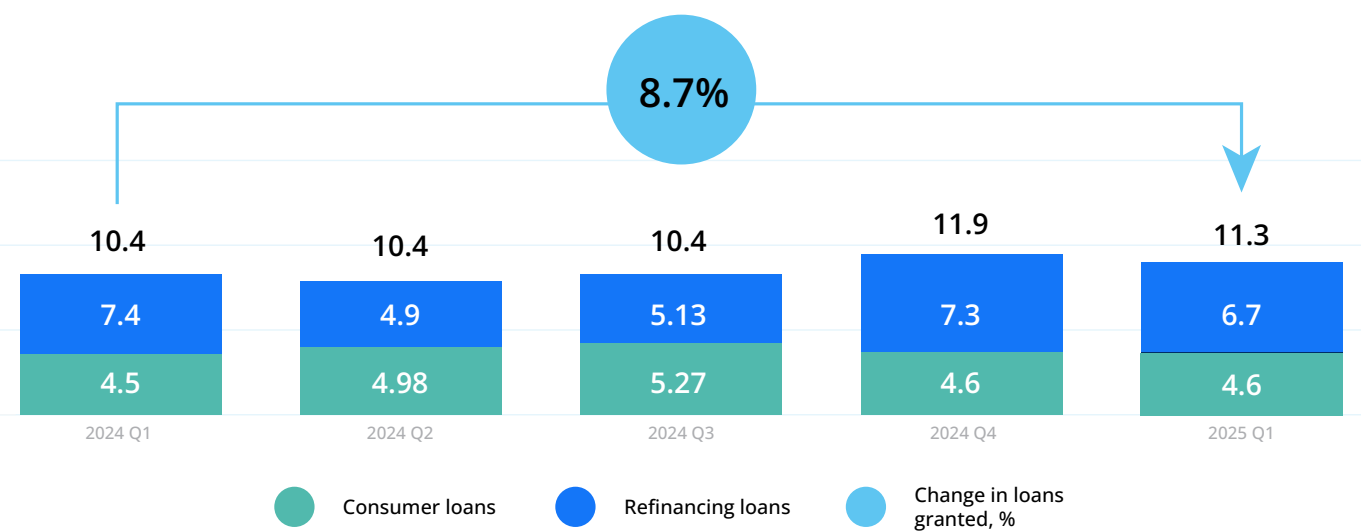
In January: Updated to secondary market auto-invest functionality. Investors creating or editing auto-invest rules on the secondary market had the option to invest in both active loans and those with terminated agreements due to overdue payments within a single rule. This setup allowed for broader diversification but limited control over loan status preferences.

In February: Inactive accounts were closed in accordance with the Payment Services Agreement. A €0.99 monthly fee applies to accounts unused for over a year, unless active investments are held.

In March: Starting from March, NEO Finance investors will be able to see their **portfolio size at the end of the taxable year** in the tax information report.

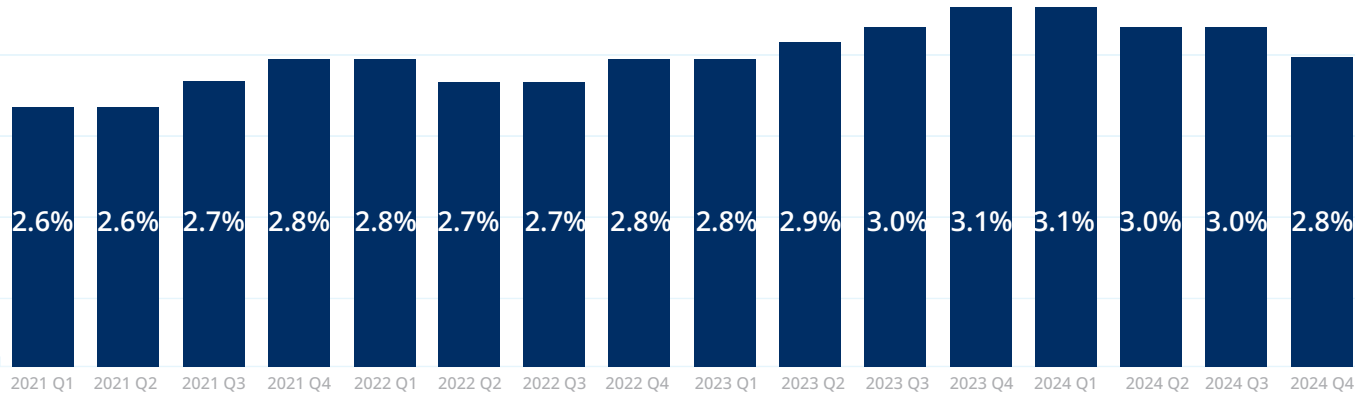
P2P lending platform, loans issued, M EUR

In Q1 2025, EUR 11.3 million worth of loans were granted through the Paskolų klubas platform, an increase of 8.7% compared to the EUR 10.4 million of consumer loans granted in Q1 2025. Loans amounting to 3.7 EUR million were granted in January and EUR 3.4 million in February. The highest volume of consumer loans through the Paskolų klubas was granted in March for EUR 4.2 million.



# Market share

NEO Finance’s platform Paskolų klubas holds a 2.8% share of the consumer loan portfolio market among major Lithuanian banks and other credit providers in Q4 2024. The company’s primary goal is to increase its consumer loan portfolio share among competitors. Sources: Bank of Lithuania statistics.





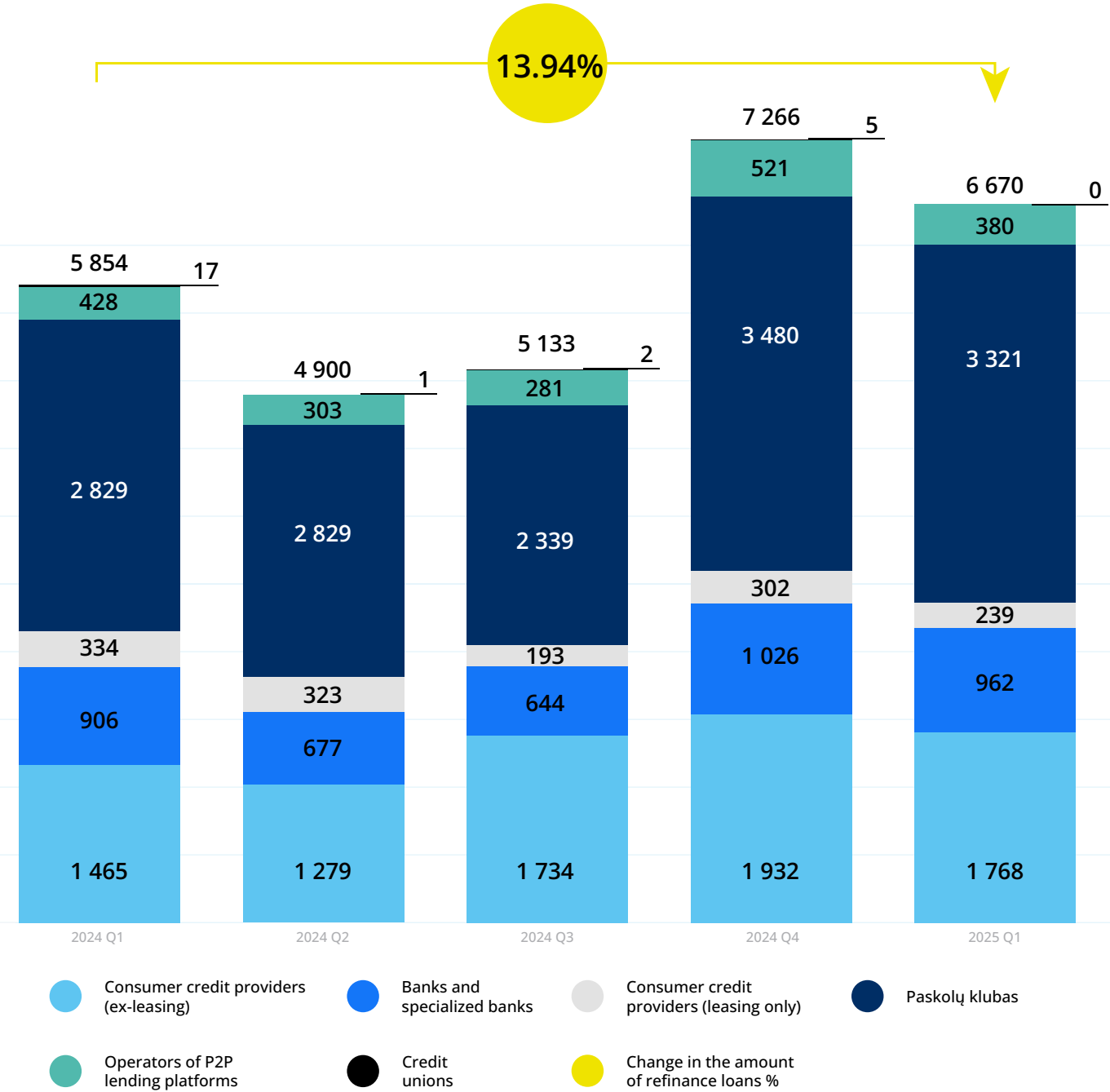
## Refinancing

Of the EUR 11.3 million of loans financed in Q1 2025, EUR 6.67 million was refinancing loans. In the case of a refinancing loan, the Paskolų klubas provides the loan and covers the person's existing liabilities with other lending institutions in Lithuania. For the borrowers of these loans, the Paskolų klubas has helped to

reduce the amount of the monthly instalments and/or interest they have been paying so far, and facilitates the administration of the existing loans if the client refinances more than one existing loan. In some cases, the company also refinances its own previous loans to save the client from refinancing with another credit

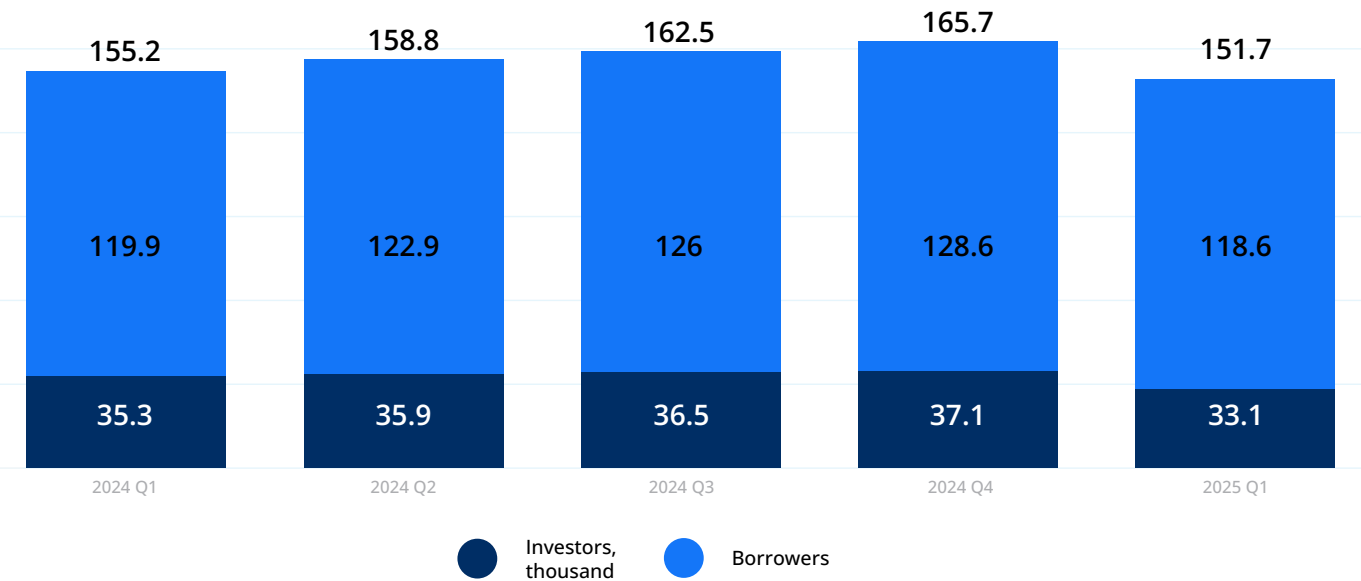
institution.  
The amount of refinanced loans in Q1 2025 amounted to EUR 6 670 thousand, an increase by 13.94% compared to the same quarter in 2024, where loans were refinanced for EUR 5 854 thousand.

## Refinancing distribution, thousand EUR

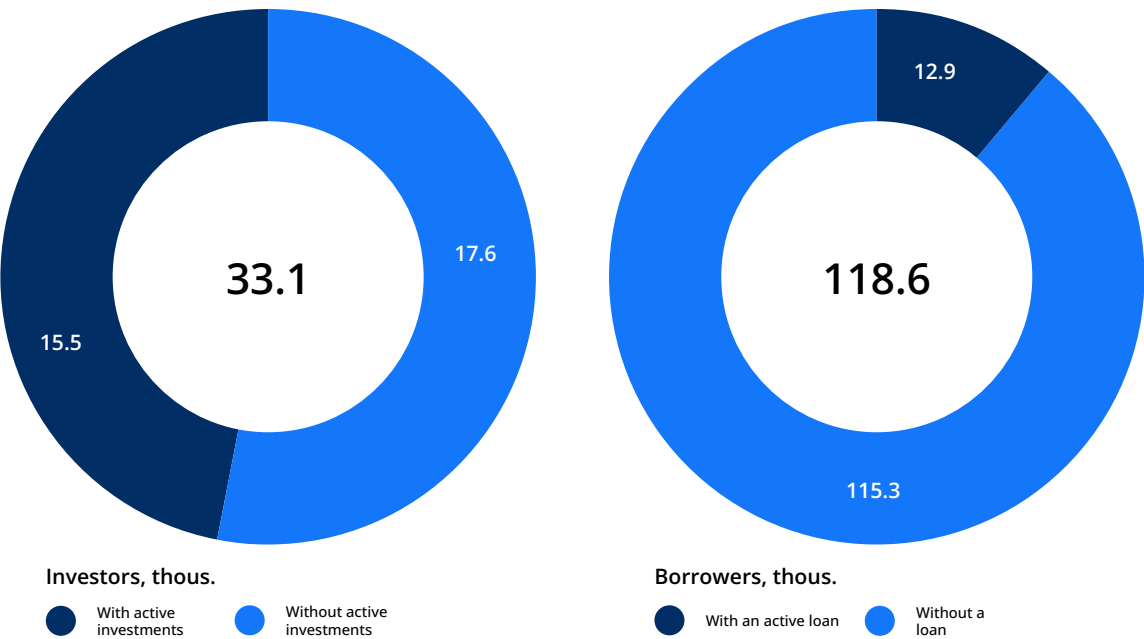


### Registered users, thousands

In Q1 of 2025, the total number of registered users decreased to 151.7 thousand. This decline was the result of a targeted cleanup of the database, where inactive customer accounts were removed. Many of these inactive users had opened electronic money accounts, the maintenance of which incurs costs to the company. Therefore, the cleanup was a cost-saving measure aimed at improving operational efficiency.



### Registered and active users, thousands, End of Q1 2025

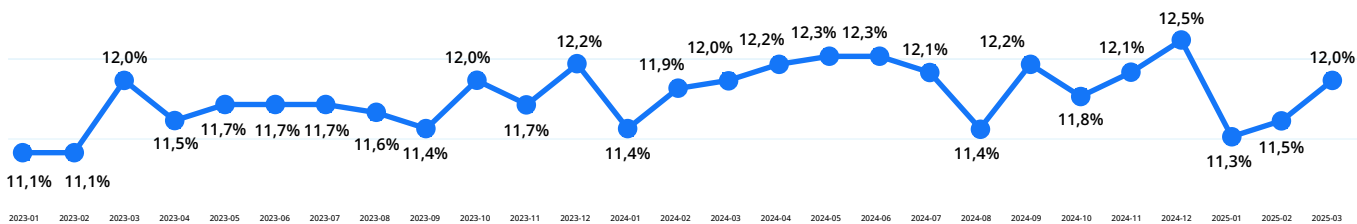


At the end of the reporting period, the average loan amount granted to the borrower Paskolų klubas was EUR 3 937 with an average duration of 68 months (5 years and 8 months). The average portfolio size of the investor was EUR 5 383 and the average number of loans in the portfolio was 304 units.

# Return on investment in NEO FINANCE consumer loans

One of the main arguments for attracting investors to the platform is its relatively stable earnings compared to other financial market instruments. Below is a graph of NEO Finance’s return on investment in consumer loans. The NEO Finance team aims to maintain stable investor earnings by responding in a timely manner to the need to update its clients’ credit risk assessment model, non-performing loan actions and interest pricing.

## Yearly return on investment (ROI) in NEO Finance



\* Return on investment calculated for the entire loan portfolio of the platform, before income taxes.

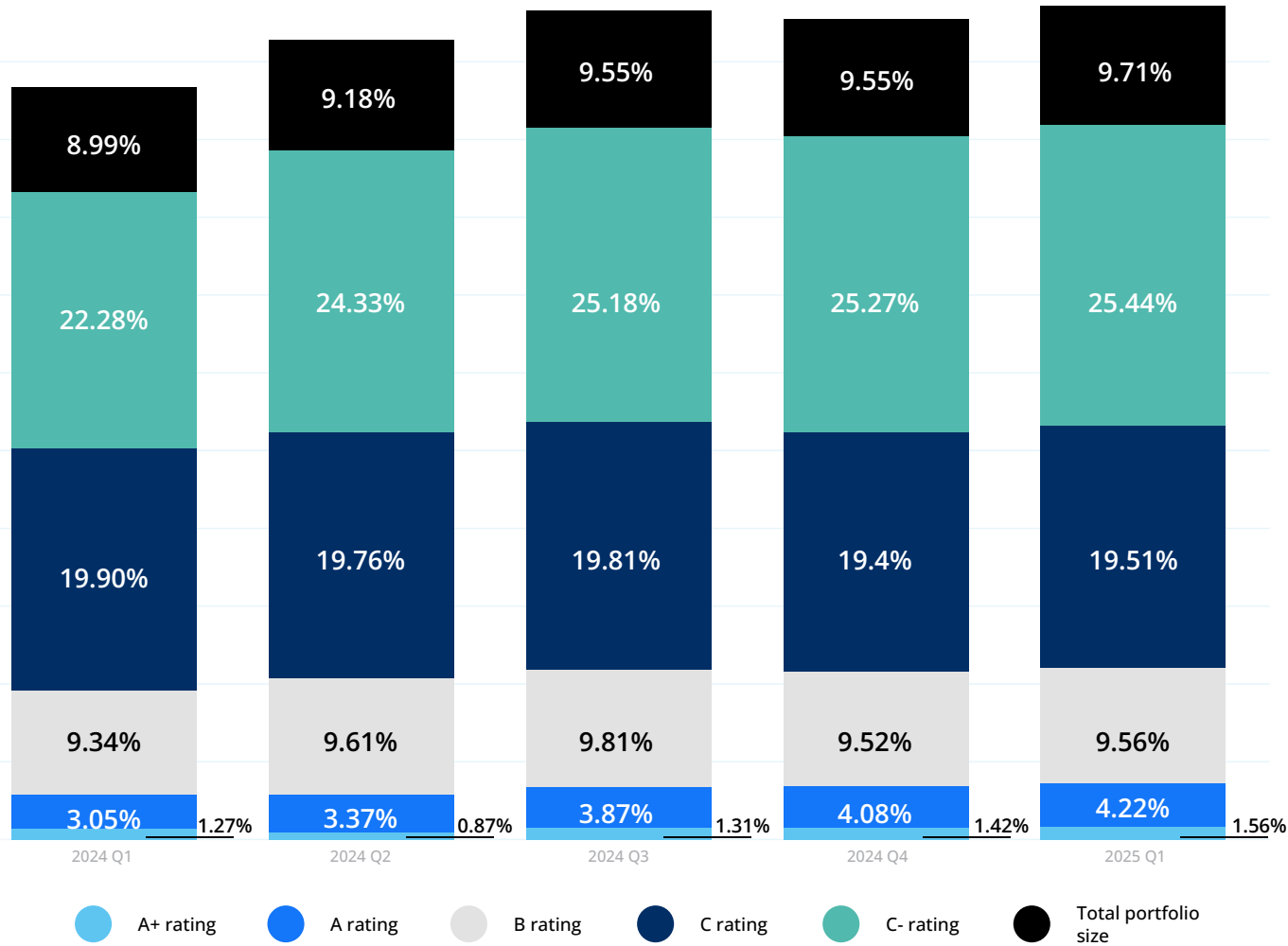
Overdue loans

The Company is constantly taking proactive approaches to reduce loan defaults, but in the case of medium- and higher-risk consumer loans, it is not possible to avoid defaults. The Company's objective is to keep the level of non-performing loans steady or reduce it.

Follow-up on overdue loans:

- 1) Borrowers who are late in paying at least one instalment are informed by email, phone calls, voice messages and SMS.
- 2) After 30 days of delay, the borrower's debt is registered with Creditinfo Lietuva UAB, and after 40 days of delay, the loan is transferred to a debt collection company.
- 3) From the 150th to the 180th day of default, Paskolų klubas terminates the consumer credit agreement with the borrower and, following the termination of the agreement (depending on the rating of the loan), offers to buy the debt from the investors, i.e. to make use of the "Buyback" service.
- 4) If the debt cannot be recovered before court, the debt is taken to court and bailiffs.

Loans, overdue >90 days, %



At the end of 2025 Q1, out of a total of EUR 225.96 million of loans granted, EUR 21 950 605 million (9.71%) were more than 90 consecutive days past due.

Newly originated loans during the year and their payment history provide additional information to the rating algorithm, which uses artificial intelligence to periodically update the rating rules. The continuous

improvement of the rating system algorithm ensures the management of the risk of non-performing loans within the Company.

Debt collection

Loans that are in default are handed over to a debt collection company and a bailiff appointed to collect the debt. Once the borrower is restored to viability. The Paskolų klubas distributes the recovered amounts to the investors and the Company. Under the terms and conditions of the agreement, the costs of the recovery platform, such as the costs of the claim, stamp duty and bailiff, are paid first, followed by a parallel payment of the loan arrears to the investors and a brokerage fee to the Company.

In Q1 2025, EUR 717 thousand were collected and allocated, an decrease of 0.31% compared to Q1 2024. EUR Total of 624 thousand was recovered and distributed to investors from default loans interest and credit instalments. The Company recovered EUR 93 thousand of recovery and intermediary fees from these loans.

At the end of Q1 2025, the total principal for loans in default amounted to EUR 23 410 thousand. During this quarter EUR 717 thousand were recovered representing a recovery rate of 3.06% during the quarter under review. The recovery rate of defaulted loans has dropped since a year ago.

As of July 1, 2024, amendments to the Code of Civil Procedure and other laws have come into effect, aimed at providing greater protection for debtors. Bailiffs will now deduct a smaller portion of wages from those with debts, leaving more income for living expenses. This change is also intended to encourage people to work legally and gradually reduce their debt burden.

Key changes include:

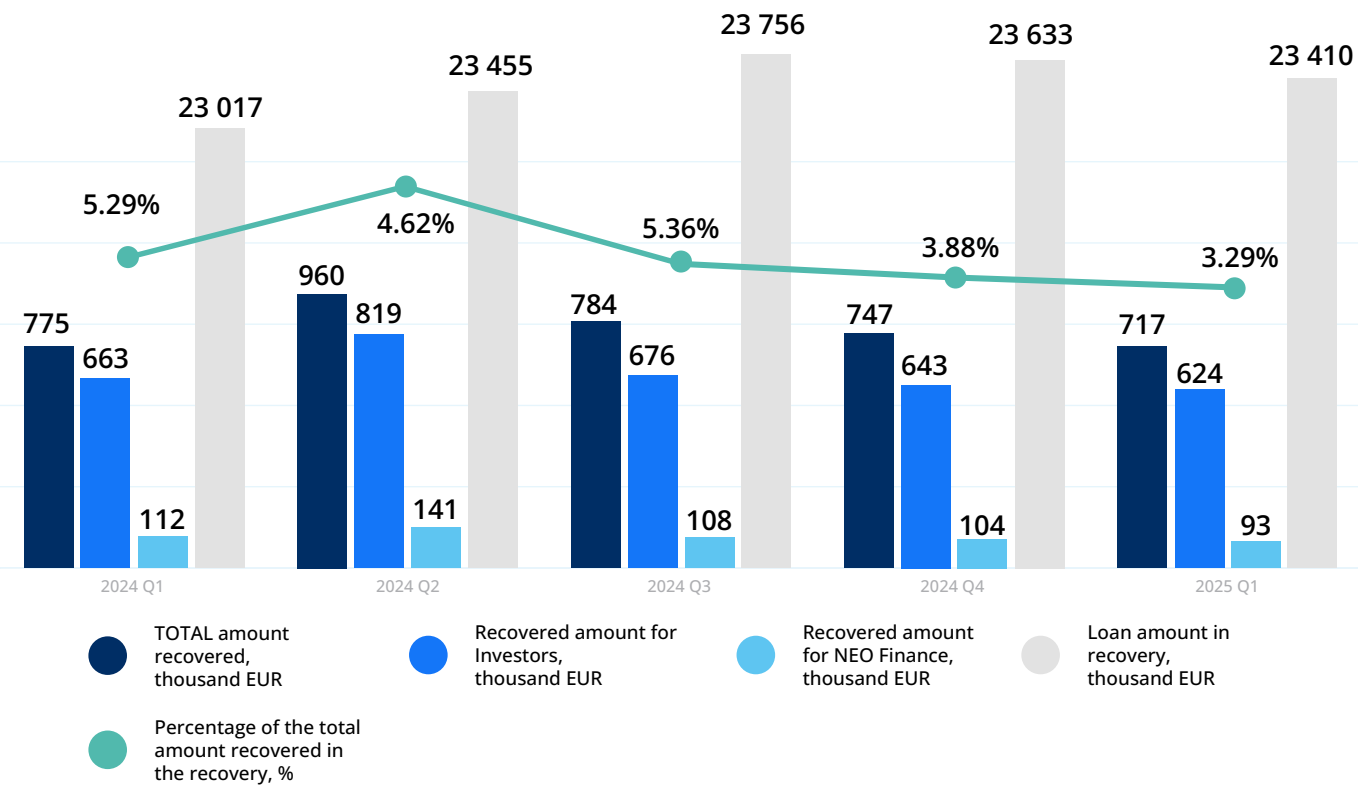
- The portion of the debt deducted from the minimum wage has been reduced to 10%, regardless of how

many debts a person has.

- For incomes above the minimum wage but not exceeding twice the minimum wage (from €924 to €1,848), 30% of the income will be deducted to cover the debt.
- For incomes exceeding twice the minimum wage (more than €1,848), 50% will be deducted, as before.

These changes aim to encourage people to re-enter the workforce and repay their debts legally. The Ministry of Social Security and Labor notes that previous wage deduction levels were not sustainable, leading debtors to hide their incomes and work illegally. Nearly 70% of unemployed debtors could not repay their debts under the old system. While this might slow down debt recovery for specific debtors, it could ultimately reduce the overall amount of unpaid debts for investors.

Amount recovered, thousand EUR





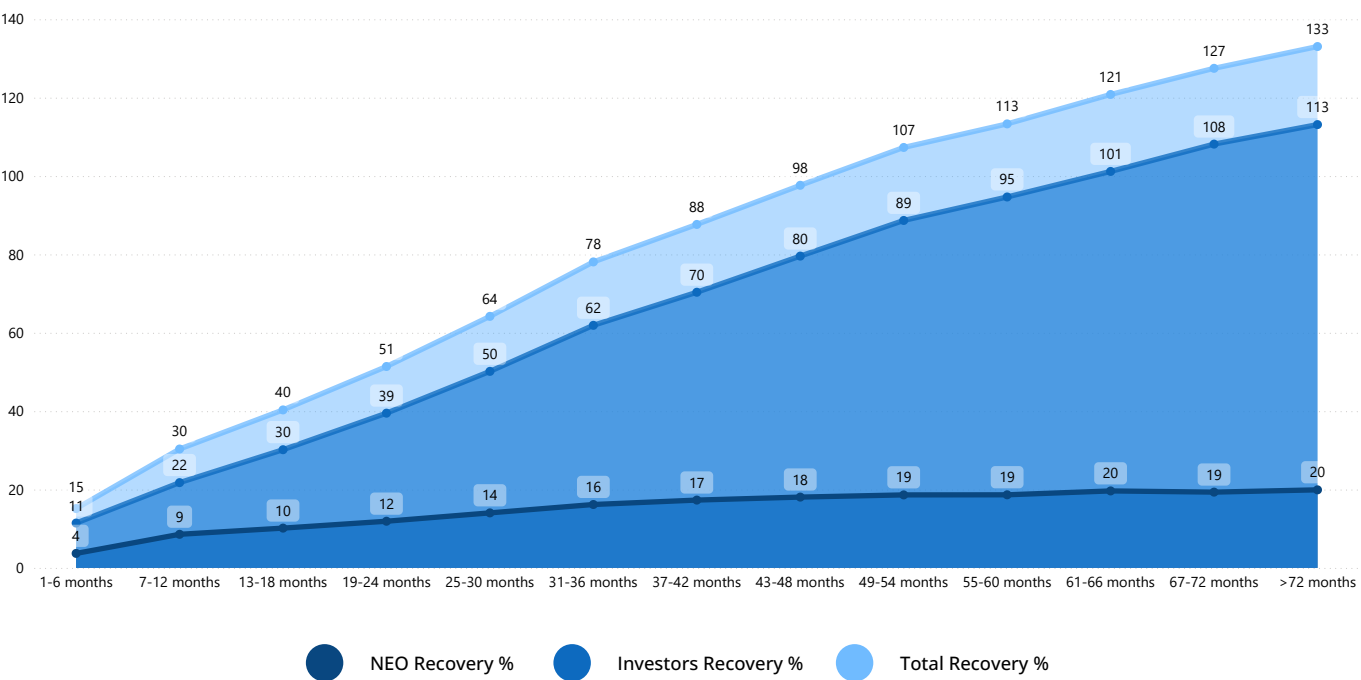
### Recovery statistics

In cases where the Company is unable to collect the overdue debt through pre-court recovery, the loan agreement with the borrower is terminated and the debt is taken

to court. The court process and enforced debt recovery by bailiffs may take time, but most of the overdue debts are recovered in time. For loans that were submitted for recovery 2

years ago, investors have recovered 39% of the outstanding amount at the time of termination. 62% 3 years ago, 95% 5 years ago and etc.

### Recovered % of principal outstanding at termination



### Buyback service

In Q1 2025, investors sold investments for EUR 107 thousand. This is a 27.71% increase compared to Q1 2024, when investors used the Buyback service and sold investments for EUR 84 thousand. The change is mainly due to the amount of investments bought back, as in units, fewer investments were bought back than at the same time a year ago.

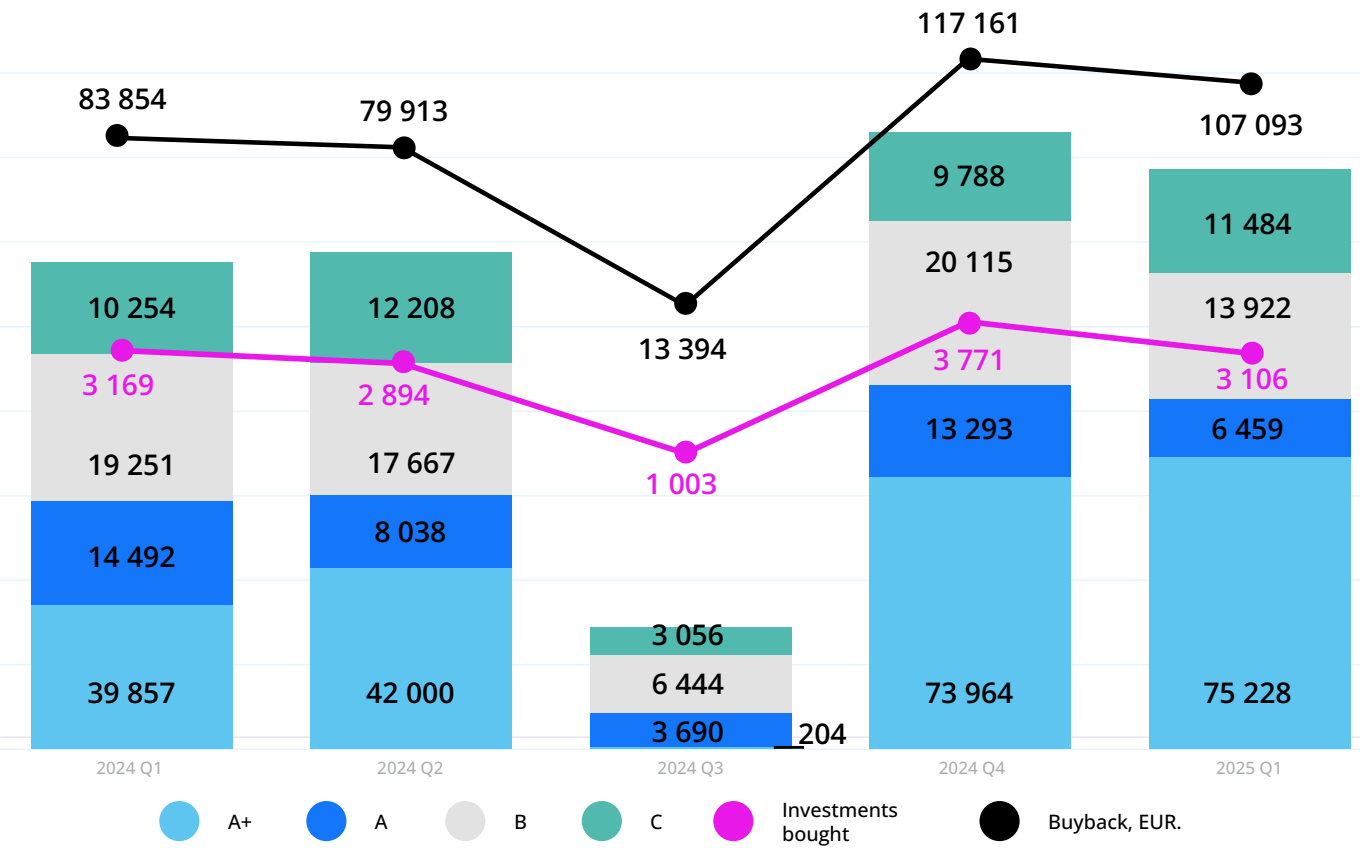
The Paskolų klubas offers investors a way to reduce the risk of non-performing loans by offering to buyback defaulted loans at market prices. In the event of the termination of the contract with the borrower, the Buyback service allows investors to sell an investment rated A, B or C to NEO Finance, AB within 30 days for 50% or 55% of its residual value, respectively, if the investor has

reached the VIP level of the portfolio (EUR 15 000). The buyback price depends on the rating of the loan and the duration of the offer. The company currently offers investors to buy back loans with the highest credit rating of A+ automatically, for 100% of the remaining value of the investment. Meanwhile, for the highest C- risk loans, the option is currently not available.

In the event of failure to recover the defaulted loan through pre-collection, 5 calendar days prior to the scheduled termination of the loan agreement, the Paskolų klubas will send a notice to each investor who has financed the defaulted loan, informing them of the possibility to sell their investment in the loan. If the borrower fails to pay all arrears by the scheduled date, the Paskolų klubas

will terminate the loan agreement with the borrower and offer the investors 30 days to pay the amount of the investment in the loan.

By providing this service to investors, the Company not only provides additional protection in managing the risk of defaults for its clients, but also invests in debt recovery. The Company incorporates the repurchased investments into its existing portfolio of consumer loans, with part of the investments being returned through future debt recovery and the other part being offered for purchase to investors on the secondary market of the Paskolų klubas. This provides an opportunity to invest in debt recovery for clients of the Paskolų klubas platform.



# NEO Finance AB's investments

**Important to mention, that From 1 June 2024 NEO Finance invests only in BNPL loans, while investments in consumer loans are made through NEO Finance B.V. NEO Finance also makes it possible to invest in loans through special purpose vehicles for those investors who prefer not to do so directly through the platform**

In the past, NEO Finance AB, as a provider of consumer credit, has been able to invest in loans on the Paskoly klubas P2P lending platform along with other registered lenders. By investing in loans, the company aimed to increase the speed at which loans were financed, thereby ensuring the platform's attractiveness for both borrowers and lenders.

To avoid conflicts of interest with investors, NEO Finance, AB followed

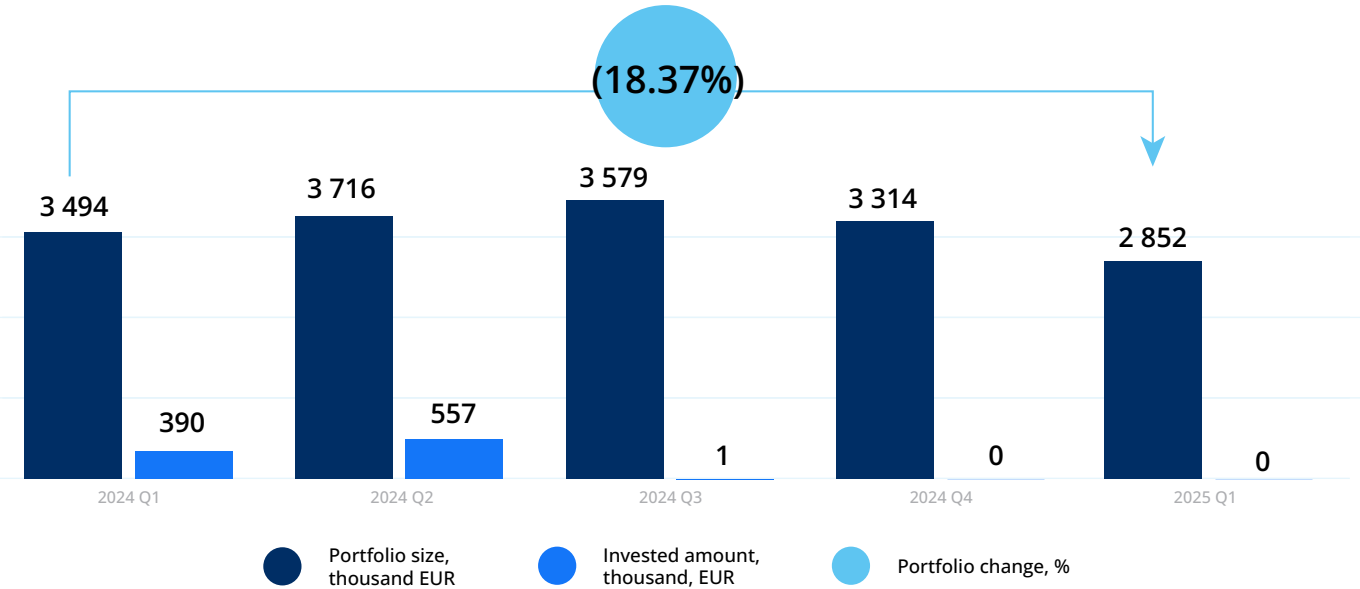
a pre-defined policy of interest management:

- NEO Finance, AB had the opportunity to finance up to 80% of the initial amount of a loan on its platform. For borrowers with a credit rating of A+ or A, NEO Finance, AB could immediately provide consumer credit of up to EUR 15,000, or up to EUR 8,800 for borrowers with a credit rating of B, up to a maximum of 80% of the initial amount of the credit.
- NEO Finance could deviate from the above maximum investment amounts and grant consumer credit to borrowers of all credit ratings, provided that investors had already financed at least 20% of the consumer credit amount and at least 24 hours had passed since the consumer loan application was submitted to the loan market.

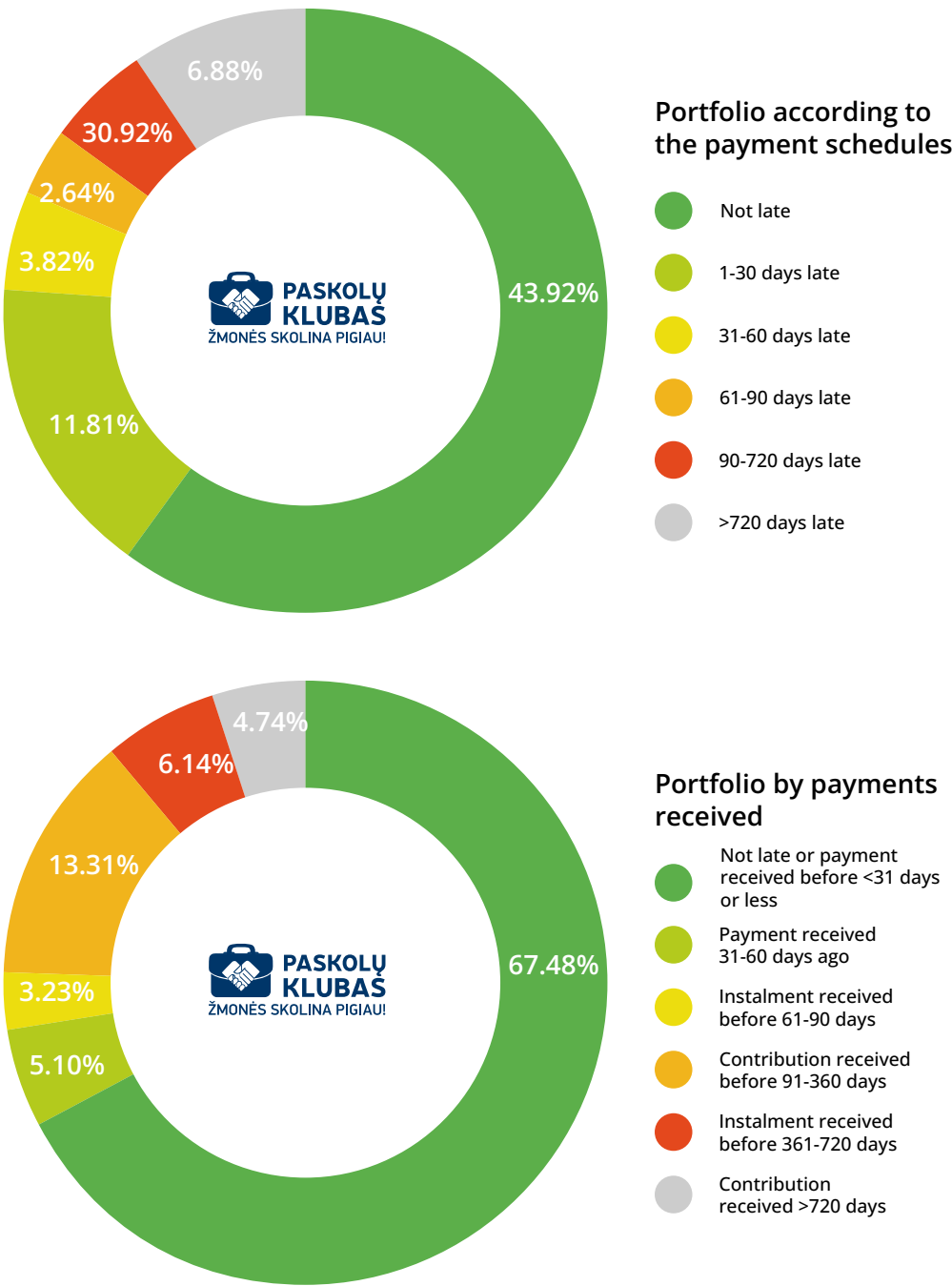
Q1 2025 The Company invested EUR 0 thousand in consumer loans. The decrease in the amount invested compared to the previous periods is mainly due to The Company's decision to invest using another legal entity - NEO Finance B. V. and NEO Invest1 and NEO Invest2.

In the first quarter of 2025, the company did not allocate any resources to consumer loans. This reflects a decrease in investment compared to the previous quarters of 2024. The decision to invest through other legal entities, NEO Finance B.V. and NEO Invest1 and NEO Invest2, was made by the company.

## NEO Finance, AB consumer loan portfolio, thousand EUR



NEO Finance, AB Consumer loan investment portfolio in end of Q1 2025, %



The Company's portfolio of investments in consumer loans is made up of three sources of investment acquisition:

- 1) The Company invests in loans funded in the current period.
- 2) The Company repurchases investments in non-performing loans for which it has guaranteed the solvency of the loans under Provision Fund service agreement.
- 3) The Company repurchases investments in defaulted loans when investors make use of the Buyback investment repurchase service.

## NEO Finance, AB investment in FinoMark

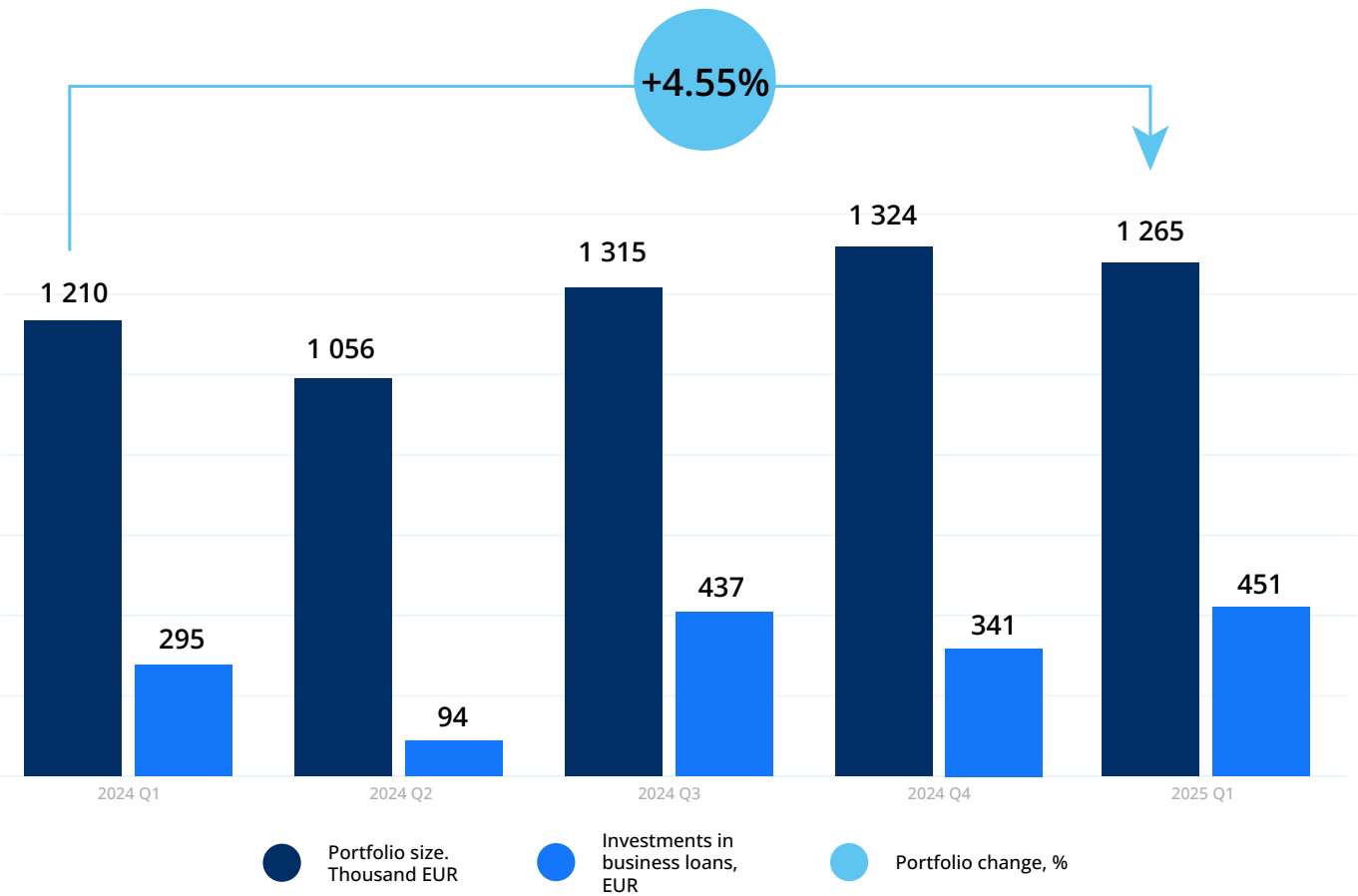
NEO Finance, AB invests in business loans on the FinoMark crowdfunding platform with other registered investors. When investing in business loans, the Company, as with consumer loans, aims to ensure timely funding of the loans

by ensuring the attractiveness of the FinoMark platform to both borrowers and investors.

The regulation of crowdfunding is different from peer-to-peer lending. In these operations, unlike peer-to-

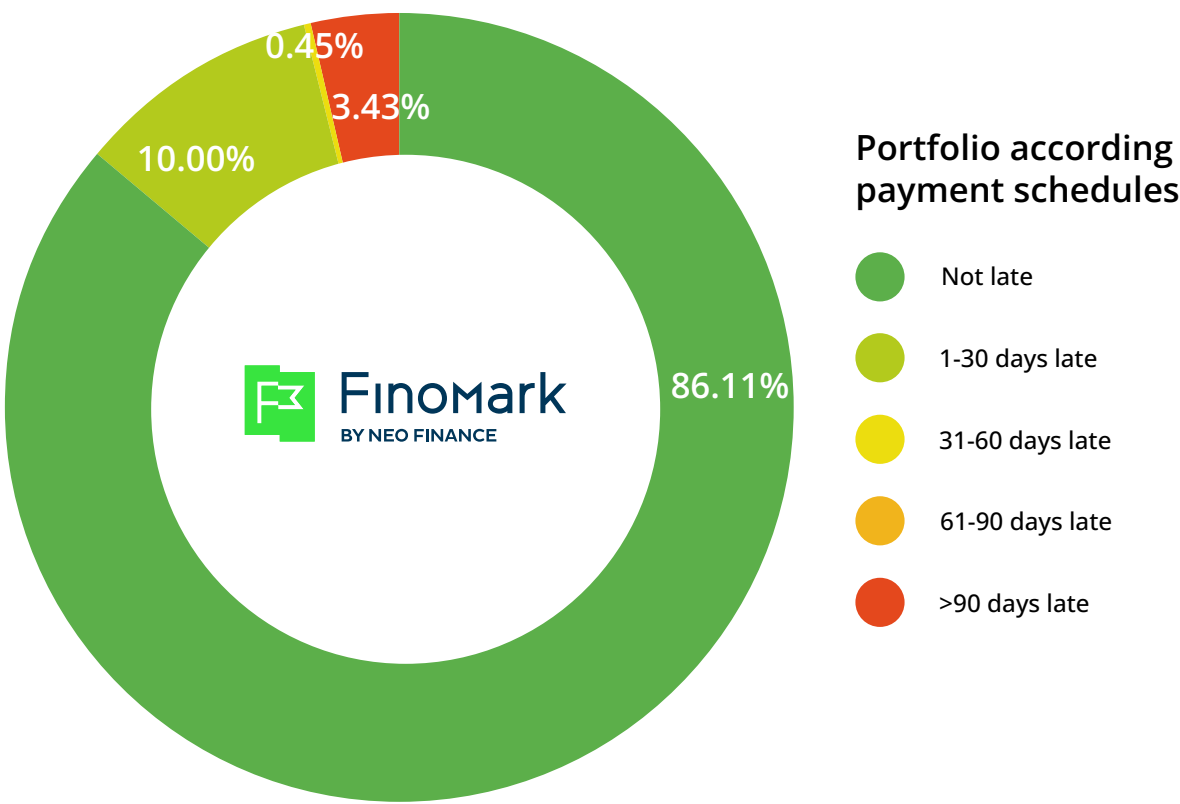
peer lending, there is no limit on the amount that can be loaned to retail investors. NEO Finance, AB does not compete with other investors on the FinoMark platform and invests on an equal basis in business loans.

## NEO Finance, AB Portfolio of investments in business loans, EUR thousand





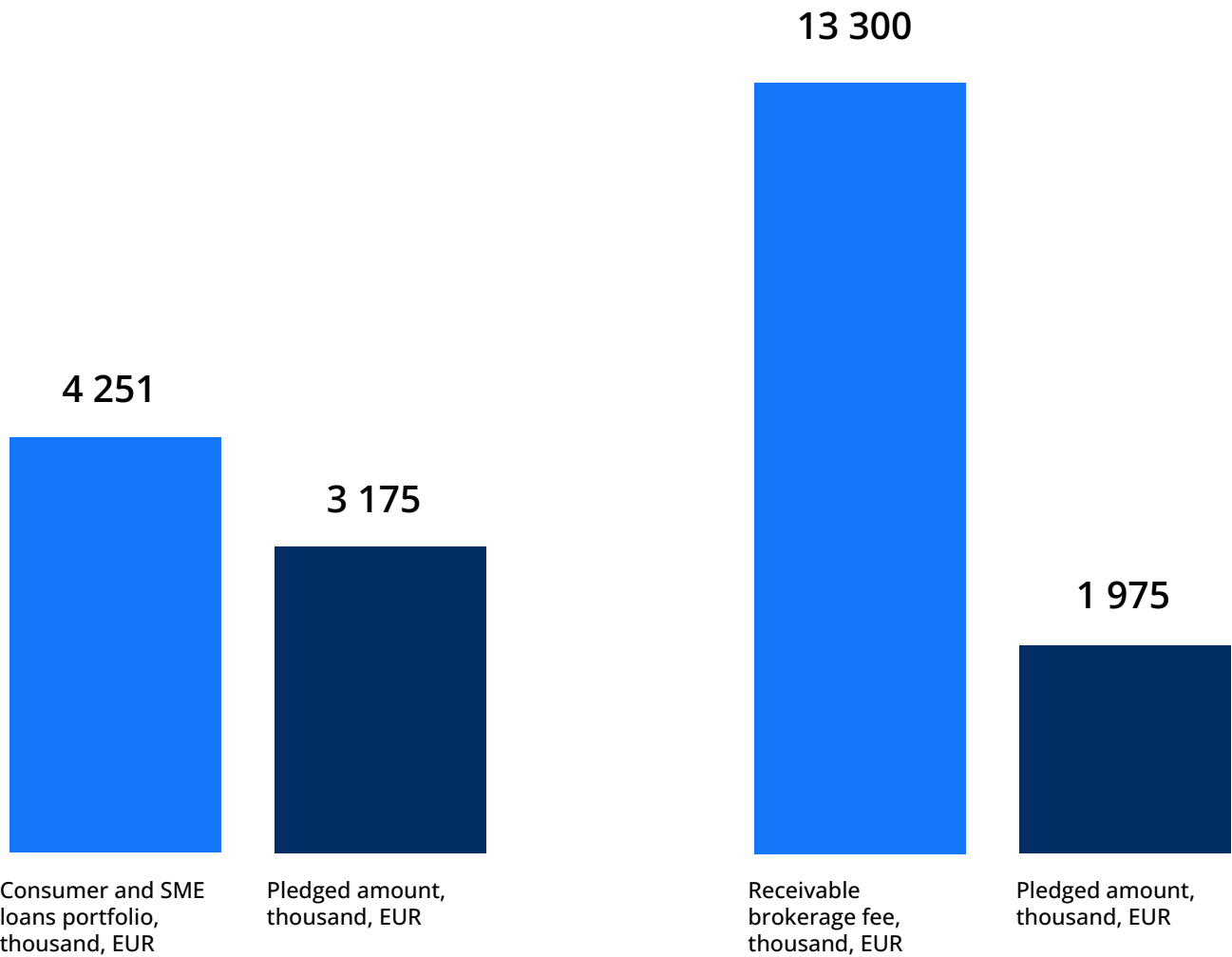
NEO Finance, AB Portfolio of investments in business loans, Q1 2025 %



## NEO Finance, AB pledged assets

The Company's consumer and business loan portfolio is formed primarily from the Company's existing debt: loans and bonds. To protect the interests of investors, NEO Finance, AB pledges its assets as collateral for

the borrowed funds. Currently, the Company has pledged part of its on-balance sheet assets - investments in business and consumer loans and part of its off-balance sheet assets - future intermediation fee receivable.



The company's policy on avoiding conflicts of interest is available [here](#)

# Institutional investor nordIX



The total portfolio acquired by nordIX from NEO Finance. AB at the end of Q1 2025 was EUR 10.3 million.

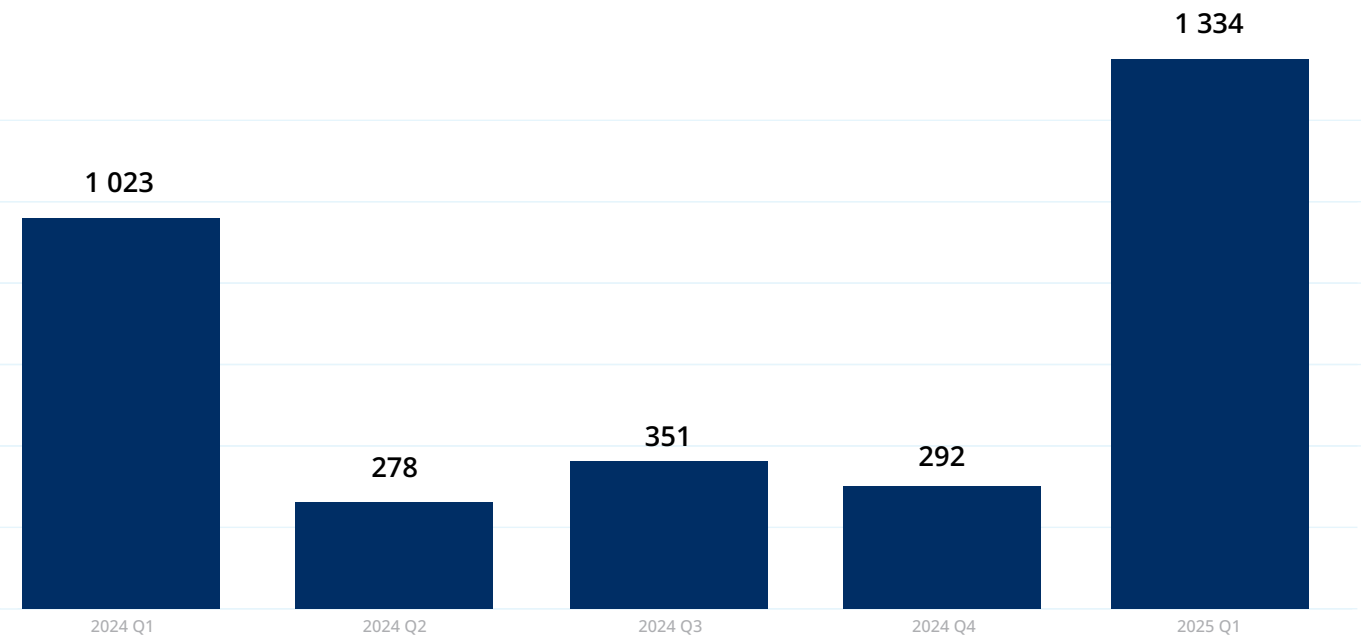
In August 2021, the company began collaborating with the institutional investor nordIX, a German fixed income asset manager.

According to the agreement, nordIX invests by acquiring a portfolio of loans that NEO Finance, AB forms on the Paskolų klubas platform according to criteria agreed in advance with the institutional investor.

Hamburg, Germany-based nordIX specializes in fixed income investments, with a focus on bonds and derivatives. The company manages several mutual and special

funds and develops intelligent investment opportunities. Besides its asset management work, nordIX also advises institutional customers regarding bonds and other fixed income products. The company supports institutional investors in Germany, Austria and Switzerland and manages several hundred million euros in a variety of different investment funds.

nordIX investments, thousand, EUR



# Institutional investor NEO Finance B.V.

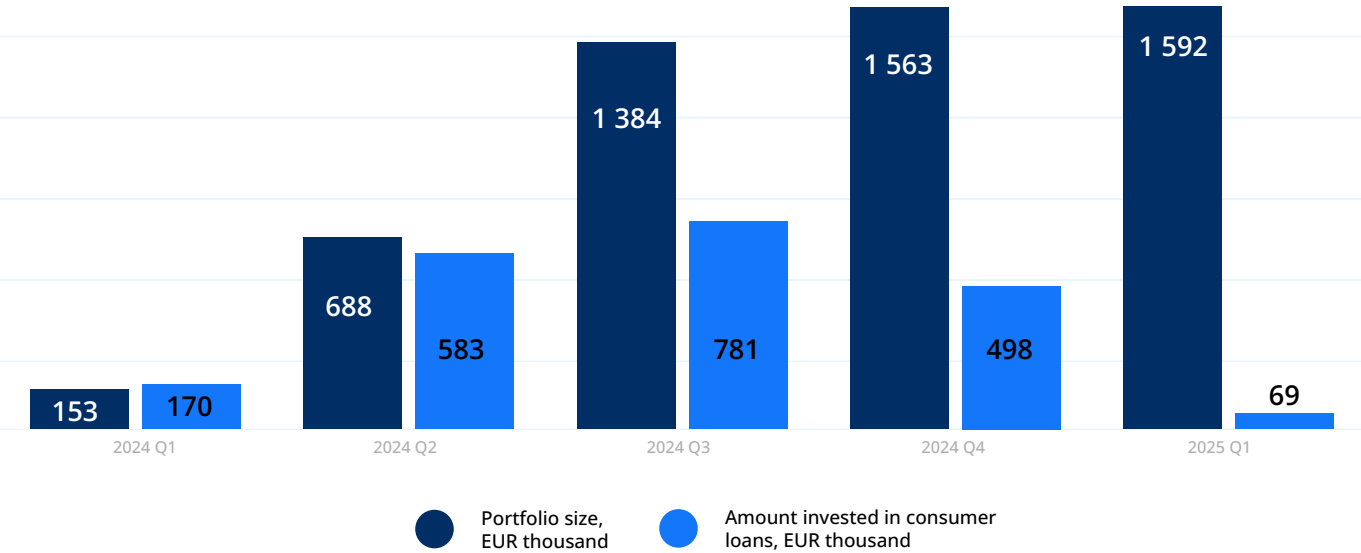


Starting in December 2023, NEO Finance, AB started investing in the peer-to-peer lending platform Paskolų klubas through its Dutch subsidiary NEO Finance B.V. This company, which until now has acted as a representative office to spread the NEO Finance name amongst investors in the Benelux, has a specific purpose: financing consumer

and business loans on platforms operated by NEO Finance, AB. Since 2019, NEO Finance, AB has established a subsidiary, NEO Finance, B.V., in the Netherlands, which aids in attracting capital from investors in the Benelux countries and intends to invest over 2 million EUR in the upcoming year. The

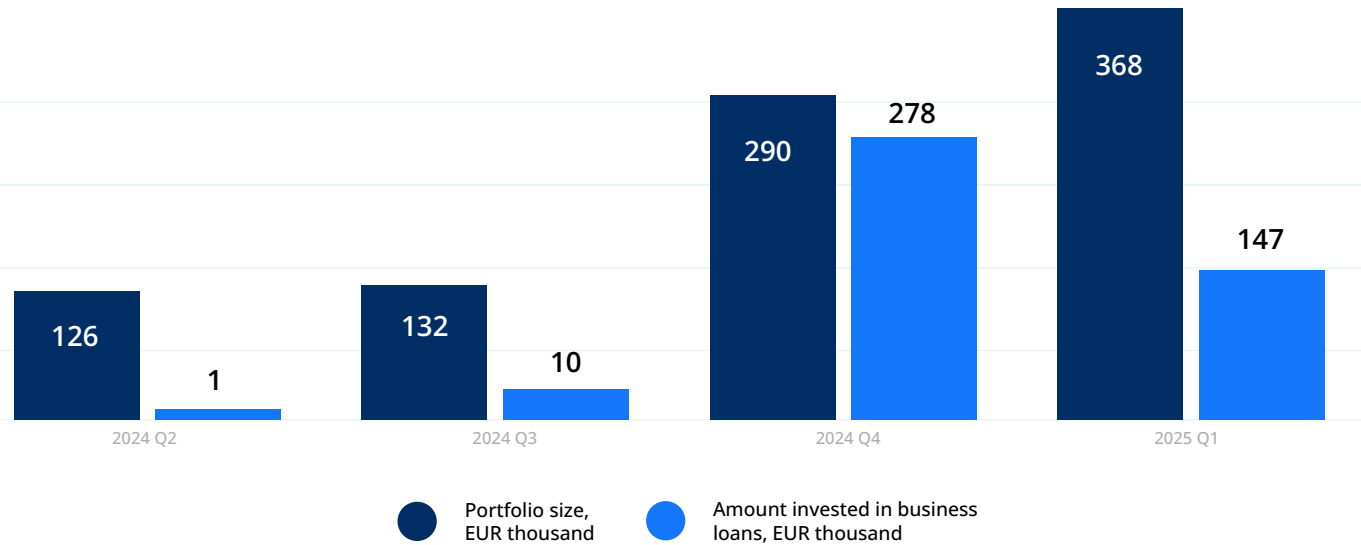
investments will be directed into consumer loans issued through the through the Paskolų klubas (known to foreigners as NEO Finance) platform and Finomark platforms (known to foreigners as NEO Finance) platform, financed in accordance with the approved Conflict of Interest Resolution Policy.

## NEO Finance, B.V. Portfolio of investments in consumer loans, EUR thousand



### NEO Finance, B.V. Portfolio of investments in business loans, EUR thousand

Another portion of the investments will be allocated to finance small and medium-sized business loans through the FinoMark crowd-funding platform. In implementing these investments, measures stipulated in the ‘FinoMark’ Conflict of Interest Avoidance, Identification, and Management Policy will be followed, to ensure that the investments are made under the same conditions as for other investors.

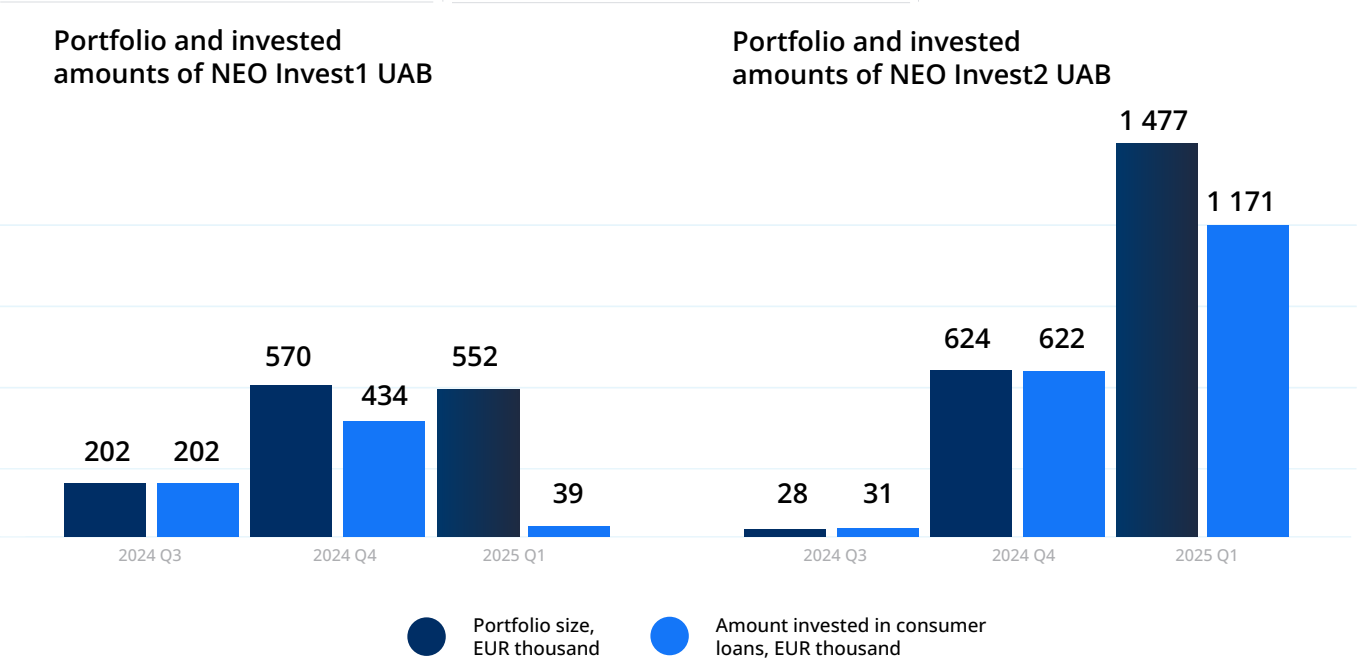




# Subsidiaries NEO Invest1 & NEO Invest2

Since the third quarter of this year NEO Finance, AB has established two more subsidiaries. NEO Invest1 and NEO Invest2 are new subsidiaries of NEO Finance with the aim of raising leverage for investment in consumer loans on a peer-to-peer lending platform.

NEO Finance's objective is to build investment portfolios of EUR 2-3 million in the subsidiaries with contributions from external private and institutional investors. In this cooperation model, NEO Finance, AB will also invest its own funds, financing 15-20% of the total portfolio of subsidiaries.



# **Open banking Neopay**



# Neopay



NEO Finance, AB is a licensed provider of payment initiation, account information services and other payment solutions. These services are provided under the Neopay brand.

Neopay provides payment initiation, account information services and

other payment solution services through secure open APIs with banks and other financial institutions as required by the Law on Payments of the Republic of Lithuania and the Payment Services Directive 2 (PSD2).

At the end of the first quarter of 2024, Neopay services were

available in Lithuania, Latvia, Estonia, Finland, Sweden, Norway, Denmark, the Netherlands, Poland, Greece, Romania, Spain, Croatia, Bulgaria and Slovakia, integrated with more than 200 financial institutions. The latest list by country can be found [here](#).

## Comment by Eugenijus Toleikis, Chief Commercial Officer at Neopay



In the first quarter of 2025, Neopay processed 11,735 thousand payment transactions, a 41.59% increase year-over-year. Of these, 10,342 thousand were payment initiation transactions — up by 37.5% from 7,521 thousand in Q1 2024 — while payout transactions reached 1,393 thousand, reflecting stable cross-segment activity.

Transaction distribution remained largely unchanged, with Lithuania

accounting for 62.23%, Estonia rising to 8.70%, and Latvia declining to 28.64%. Activity in Poland and other regions remained limited.

Sector-wise, nearly half (49.89%) of all transactions were generated by the gambling and iGaming sector. Telecommunications (24.08%) and financial services (11.17%) followed, indicating continued reliance on a few dominant verticals.

During the quarter, we implemented automated reconciliation for card payments, Apple Pay, Google Pay, and BLIK in Poland—targeting higher accuracy and operational efficiency.

Our focus for the coming quarters includes strengthening technical infrastructure, improving API performance, and exploring selective growth in sectors such as hospitality and transportation, where payment integration remains a key challenge.

# Q1 2025 developments at Neopay

Here's a brief overview of the features and developments made during Q1 of 2025, introduced and updated:

## February

Appointed new Chief Commercial Officer – Eugenijus Toleikis joined Neopay to lead commercial strategy and accelerate growth.

Launched the YZY Order application in partnership with USC – a new solution for food ordering and bill payments in restaurants.

## January

Developed automated reconciliation functionality for card payments. Apple Pay and Google Pay – improving the reconciliation process for our merchants.

## March

Expanded sales team with the hiring of an additional salesperson to support faster company growth.

Developed automated reconciliation functionality for BLIK payments in Poland – enabling smoother money flow handling for our Polish merchants.

## Products overview

### Payment initiation service (PIS)

PIS allows businesses to significantly reduce costs compared to traditional payment methods such as cards or bank links. It provides secure payments across Europe, allowing up to 100 payments to be made at the same time with a single confirmation. In addition, it offers customisable payment widgets tailored to the brand's design for better conversion rates, along with a dashboard for transaction tracking and settings management. This service is useful for businesses looking for efficient and cost-effective payment solutions.

### Active Payment Link

The Active Payment Link simplifies the payment process for users by supporting a variety of methods, including "Buy Now, Pay Later" options. It offers simple link integrations and a user-friendly payment process, improving accessibility and speed for users when making payments. This service is valuable for any business looking to simplify payment processes and improve user experience.

### Automated Refunds

Automated Returns simplifies the repayment process by minimising manual involvement and reducing the chance of errors compared to traditional methods. Businesses can choose to refund all or part of the payment amount, and both unit and bulk refunds are supported. This service is ideal for businesses looking to improve efficiency in managing returns and increase customer satisfaction across a wide range of business areas in the industry.

### Recurring Payments

Recurring Payments allows you to automate the scheduling and support of a variety of payment schemes, particularly suitable for businesses operating on subscription models. This feature benefits subscription-based businesses by offering flexibility and convenience to customers, ultimately improving customer retention and revenue generation.

### Buy Now, Pay Later (BNPL)

BNPL provides a flexible payment solution for online purchases, allowing customers to split the cost of their purchase into monthly interest-free instalments. The service benefits both merchants and consumers, offering financial flexibility without additional fees for on-time payments and ensuring immediate payments to businesses.

### POS Lending

POS Lending offers consumers in-store lending options, allowing for a flexible monthly payment schedule over a pre-defined financing period. It provides customers with financial flexibility and transparency and facilitates immediate payments to businesses, especially in retail environments.

### Account Information Service (AIS)

The AIS allows users to get concentrated information about their payment accounts from different providers in one place. It simplifies financial management, saves time and offers personalised financial insights for people looking for a convenient and comprehensive overview of their

finances.

### Automated Payments

Automated Payments are ideal for organisations that require frequent or bulk payments, such as salary payments or rewards. This service allows you to quickly transfer money to bank accounts across Europe, improving efficiency and reducing administrative work for businesses.

### User Confirmation Service

User Validation automates and simplifies the process of user registration and validation, improving security and reducing disruption in corporate engagement processes. It verifies the identity of users based on their bank account details, useful for businesses in a wide range of industries looking for secure and simplified user authentication.

### PCSP (Payer Code Identification Service)

The PCSP confirms the identity of payers by confirming that the IBAN account used for the payment belongs to the intended payer. This adds an extra layer of security, reduces the risk of fraud and increases customer confidence in payment processes.

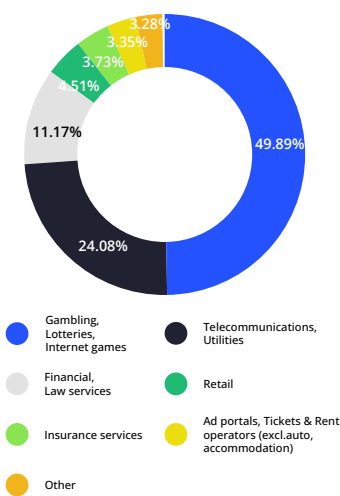
### 12Play Personal Confirmation

Specifically designed for online iGaming platforms, 12Play Personal Verification allows you to quickly collect basic player information using Smart ID or Mobile ID. This improves compliance, security and user experience for businesses, while streamlining player engagement processes.

## Neopay's business segments

Neopay has a wide distribution of its customer base across a wide range of businesses that require innovative payment services. At the end of the reporting period, the largest volume of payment transactions is carried out by the gaming segment, which covers 43.02% of customers. This demonstrates its ability to meet the needs of iGaming companies in the area of payment solutions. The second largest business segment is the Telecommunication and the Utilities sector. Here, Neopay provides 27.64% of payments, optimising bill payment processes

and increasing responsiveness for municipal service. In the Finance & Law sector, the Company has a 11.97% share of total turnover, driving innovation in payment solutions and supporting digital banking initiatives. Despite a relatively lower customer share of 5.95% in Retail and 4.93 % in Insurance Services, Neopay is focusing its development in these segments. The company's goal is to expand while promoting the ability of online merchants to provide seamless and secure payment experiences for their customers.



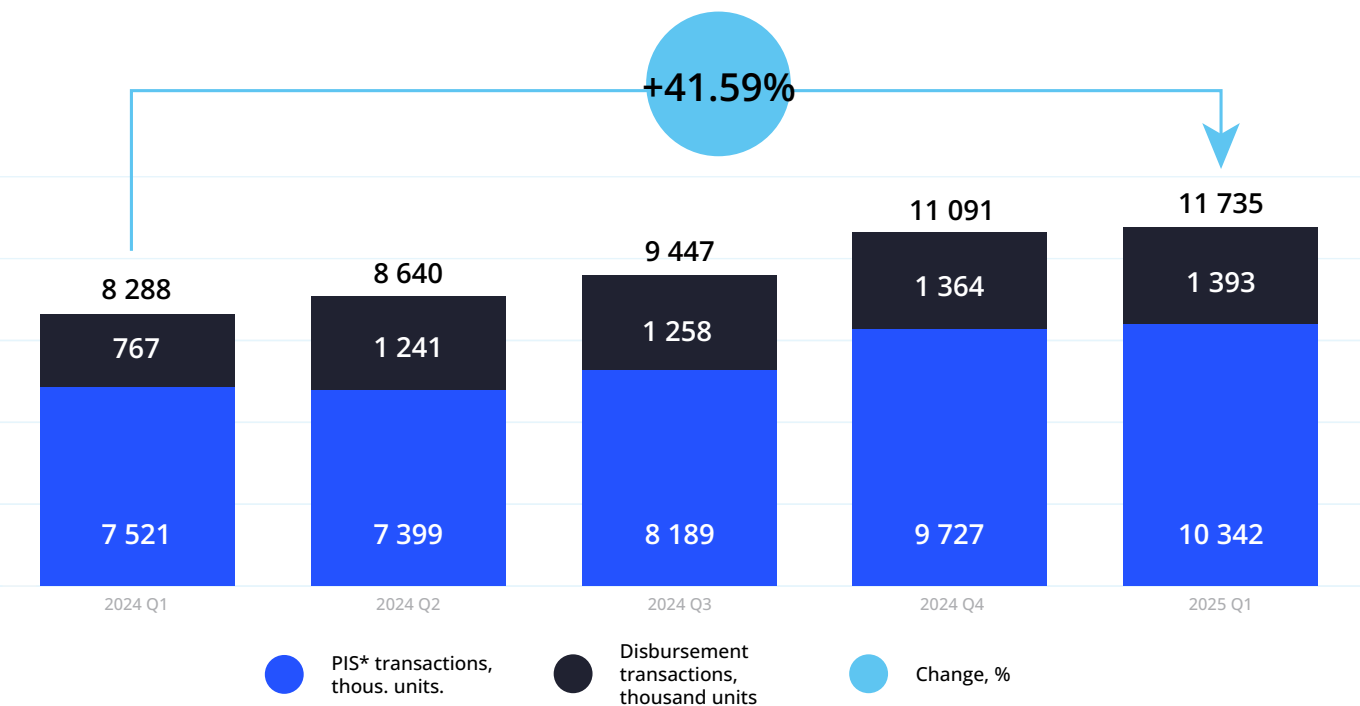
## Neopay transaction statistics

The main performance indicator for the provision of payment services is payments made. "Neopay's payment initiation service allows business customers to securely and easily collect payments from their

customers. Meanwhile, Disbursement Transactions indicate another, reverse service - a secure and innovative way to make multi-purpose disbursements, refunds or winnings to your customers. This service can

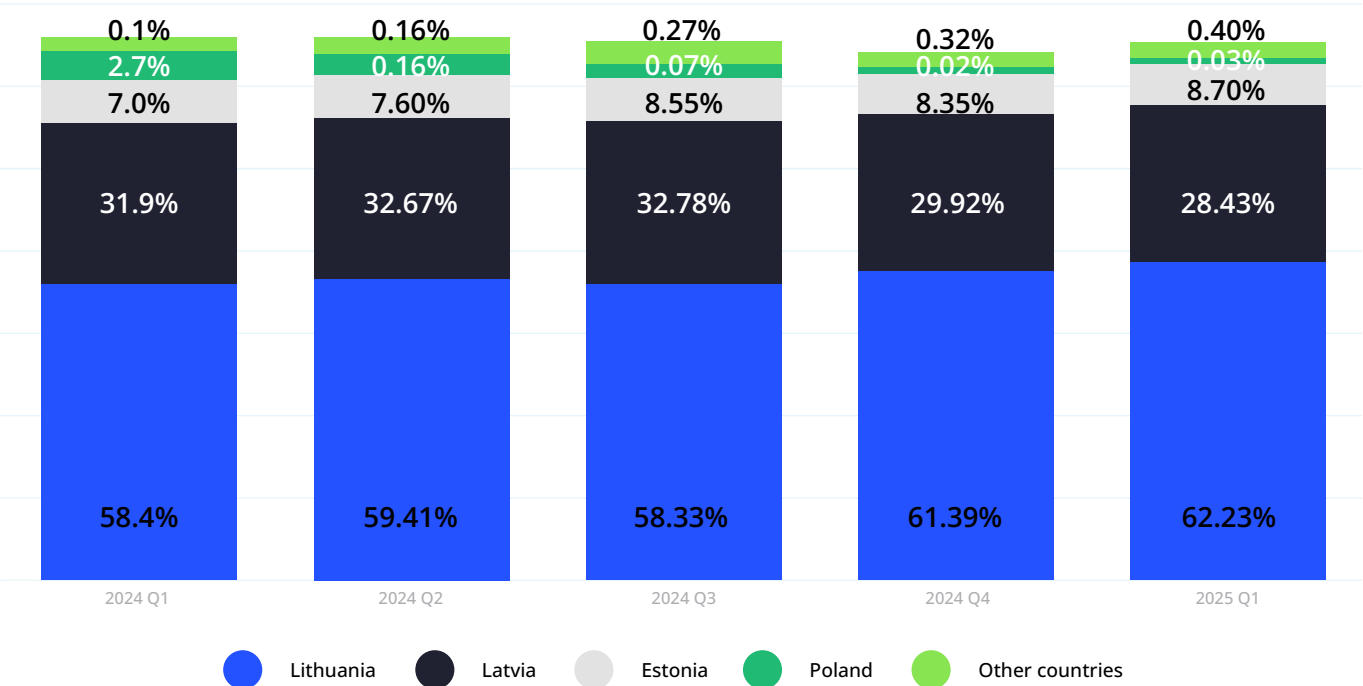
be used either by e-shops for refunds on goods returned by customers or by iGaming and gambling companies to pay out winnings to their customers.

## Payment transactions, thousand



\*PIS- Payment initiation service

Breakdown of transactions by country, %





# **Crowdfunding platform FinoMark**



# FinoMark



FinoMark is a crowdfunding platform with a modern fundraising and investment model for both companies and a growing community of investors. FinoMark offers unique solutions that modernise the funding process, providing more efficient and value-adding opportunities not only for businesses but also for investors looking for attractive investment opportunities.

## Comment by FinoMark CEO, Gražvydas Balčas



In the first quarter of 2025, FinoMark issued EUR 1,702 thousand in business loans, representing a 43.87% year-over-year increase. The total loan portfolio remained stable at EUR 5,536 thousand, with an average interest rate of 11.53%.

Revenue for the quarter amounted to EUR 85,398, up 2% compared to Q1 2024. However, the pre-tax loss widened to EUR 21,609, primarily

due to a 106% increase in cost of sales, along with modest growth in administrative and operating expenses.

The average loan size reached EUR **48615,23**, with a term of **23,66** months, reflecting a balanced risk-return profile. Total interest paid to investors amounted to EUR **111 656**, with 4,570 active investors at the end of the quarter.

On the operational side, we streamlined the loan assessment process through automation and real-time financial data sourcing. Borrowers were offered greater flexibility with newly introduced repayment date options, and we enabled automatic origination for smaller loans up to EUR 5,000.



Investor-focused enhancements included a revised KYC process and the development of a step-up interest model to allow for more customized return structures. To

increase platform transparency, we implemented the 'Raspberry Investment' and 'Trusted Partner' labels.

Our focus going forward remains on automation, product transparency, and strategic partnerships to expand investment opportunities and drive sustainable growth.



# Q1 2025 developments at FinoMark

Updated and automated loan assessment process: Overhauled the loan evaluation procedure by integrating automated scoring rules and calculations. Financial data is now pulled directly from rekvizitai.lt, enabling faster and more consistent decisions.

Enabled automatic loan origination up to EUR 5,000: Established predefined criteria for automatic same-day loan disbursement of up to EUR 5,000, enhancing access for small business clients.

Introduced 'Raspberry Investment' label: Added a visible tag to loans partially funded by Avietė, increasing transparency by showing where the company itself is co-invested.

Introduced flexible payment date for borrowers: Implemented a feature allowing borrowers to choose a preferred repayment date from predefined options, aiming to improve repayment discipline and borrower experience.

Revised KYC process for investors: Adjusted the Know Your Customer (KYC) process to ensure regulatory compliance while improving the onboarding flow for both investors and borrowers.

Developed step-up interest model: Started the design of a tiered (staircase) interest rate system for investors, providing more flexible return structures and tailored investment opportunities.

Launched 'Trusted Partner' label for borrowers: Implemented a badge system to highlight borrowers with a strong repayment history, helping investors identify reliable lending opportunities.

## FinoMark's key financial indicators for 2025 Q1

	2025 Q1	2024 Q1	2025 Q1 / 2024 Q1 Δ. %	2023 Q1	2025 Q1/ 2023 Q1 Δ. %
Revenue, EUR	85 398	83 782	2%	82 950	3%
Cost of sales, EUR	(20 345)	(9 888)	106%	(16 655)	22%
Gross profit, EUR	65 053	73 894	(12%)	66 295	(2%)
General and administrative, other operating and interest expenses, EUR	(86 662)	(84 004)	3%	(117 661)	(26%)
Pre-tax profit/loss, EUR	(21 609)	(10 110)	114%	(51 366)	(58%)



FinoMark Business Loans

FinoMark lends to small and medium-sized businesses up to EUR 500 000 for a period of 36 months. To be eligible for a loan on the FinoMark platform, a company, firm or other legal entity must be registered in the territory of the Republic of Lithuania and have at least 12 months of operating experience.

FinoMark applies an expert assessment to business loans to best identify potential default risks. To achieve this, most of FinoMark's loans are secured by collateral. The main collateral instruments used by the FinoMark platform include, but are

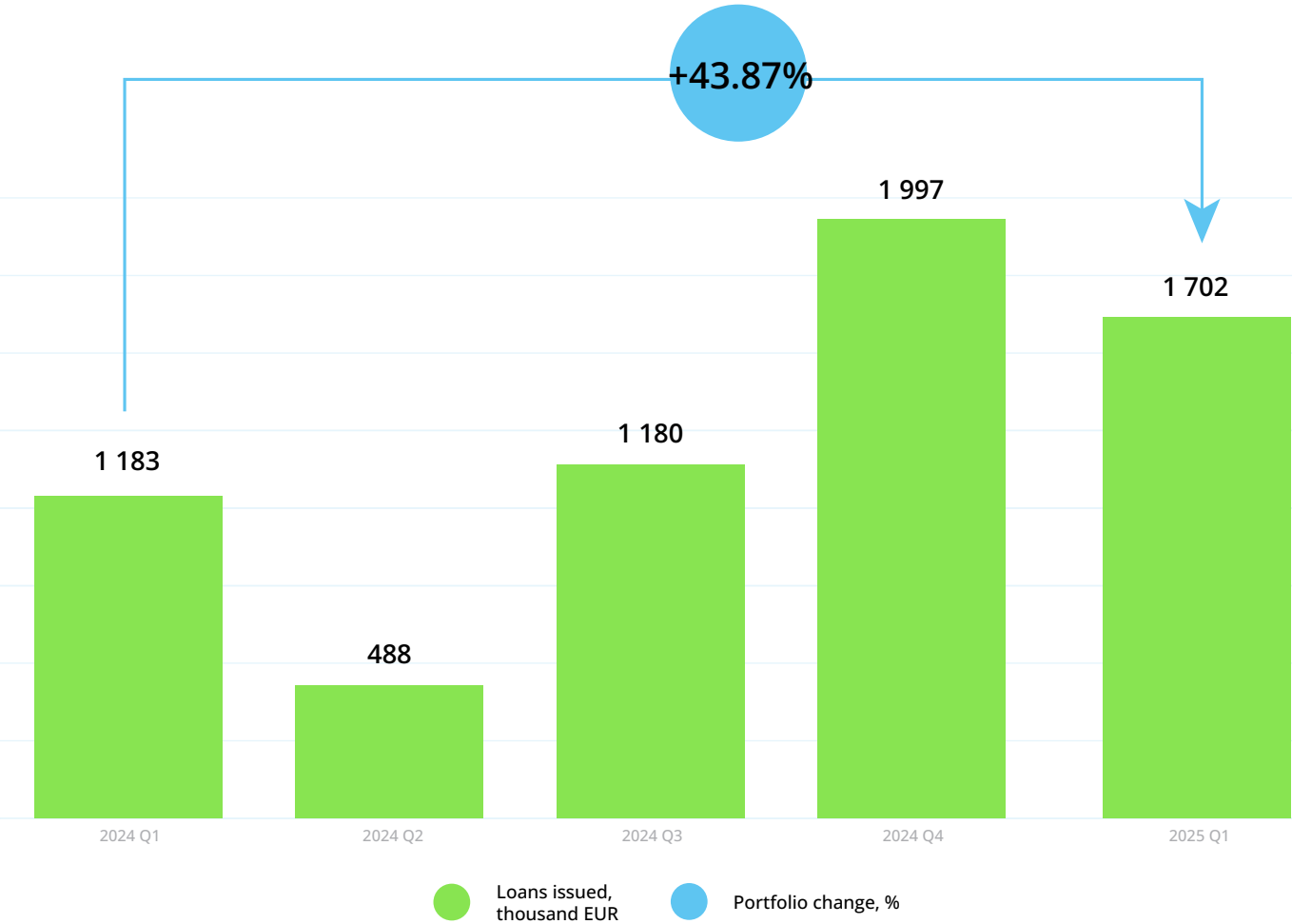
- not limited to, the following:
- Guarantees from individuals and legal entities;
  - Pledging of real estate by way of first mortgage;
  - Pledge of the property complex with a first mortgage;
  - Pledge of transport/equipment/ equipment by way of first mortgage.

The size and scope of the security measures depend on the value of the project, credit rating and other criteria.

The company's vision is to provide specialised financing solutions for different business sectors. FinoMark's lending volumes vary over time in order to position itself in the market and to find the most favourable options for its clients and the highest value for investors.

In the first quarter of 2025, FinoMark issued EUR 1 702 thousands of loans, which was 44% higher than in the same period a year ago. In addition, the total loan portfolio on the platform reached EUR 5.5 million at the end of the quarter.

FinoMark issued business loans, thousand, EUR



Total size of investors' portfolio (thousand. EUR)  
and average interest rate







Historical average  
loan term

25.8 months

Over the whole  
period, the interest  
paid amounted to

EUR 1 341 141

Historical average  
loan amount

EUR 29 843

Historical average  
interest rate

11.53%

Number of investors

4 570

# **NEO FINANCE, AB FINANCIAL STATEMENTS**

## 2025 Q1 balance sheet, EUR

	2025 Q1	2024
<b>ASSETS</b>		
FIXED ASSETS	5 114 300	4 930 276
Intangible assets	1 067 138	1 079 776
Tangible assets	68 779	73 896
Financial assets	3 728 301	3 526 522
Other fixed assets	250 083	250 083
CURRENT ASSETS	23 698 917	27 164 705
Inventory	124 743	29 262
Amounts receivable within one year	2 504 632	2 512 576
Short-term investments	12 142 079	10 361 781
Cash and cash equivalents	8 927 463	14 261 086
EXPENSES OF FUTURE PERIODS AND ACCRUED INCOME	47 521	29 659
<b>TOTAL ASSETS</b>	<b>28 860 739</b>	<b>32 124 640</b>
<b>EQUITY AND LIABILITIES</b>		
EQUITY	3 631 152	3 270 236
Capital	1 848 934	1 848 934
Share premium	1 421 302	1 956 848
Revaluation reserve	-	-
Reserves	-	-
Retained earnings (losses)	360 916	(535 546)
GRANTS. SUBSIDIES	-	-
PROVISIONS	13 818	15 944
PAYABLES AND OTHER LIABILITIES	25 161 056	28 797 847
Long-term payables and other long-term liabilities	1 770 000	2 395 000
Short-term payables and other short-term liabilities	23 391 056	26 402 847
ACCRUED EXPENSES AND DEFERRED INCOME	54 713	40 612
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>28 860 739</b>	<b>32 124 640</b>

## 2025 Q1 profit and loss statement, EUR

	2025 Q1	2024
Sales revenue	1 778 547	6 071 742
Cost of Sales	(751 071)	(3 055 444)
GROSS PROFIT (LOSS)	1 027 476	3 016 298
Sales expenses	-	(841)
General and administrative expenses	(741 937)	(2 793 842)
Other activities	89	(15 511)
Other loans granted interest income	80 874	328 082
Financial asset and short-term investment impairment costs	(5 352)	(21 403)
Interest expenses	(234)	(1 029)
PROFIT (LOSS) BEFORE TAX	360 916	511 754
Income tax	-	(26 043)
NET PROFIT/LOSS	360 916	485 711

## NEO Finance, AB statement of changes in equity

	Paid up authorised or primary capital	Share premium account	Retained profit (loss)	Minority interest	Total
1. Balance at the end of the reporting (yearly) period before previous	1 848 934	1 956 848	(1 021 257)	2 784 525	1 821 883
2. Result of changes in accounting policies	-	-	-	-	-
3. Result of correcting material errors	-	-	-	-	-
4. Recalculated balance at the end of the report- ing (yearly) period before previous	1 848 934	1 956 848	(1 021 257)	2 784 525	1 821 883
5. Net profit (loss) of the reporting period	-	-	485 711	485 711	230 709
6. Increase (decrease) of other authorised or primary capital	-	-	-	-	-
7. Balance at the end of the previous reporting (yearly) period	1 848 934	1 956 848	(535 546)	3 270 236	-
8. Net profit (loss) of the reporting period	-	-	360 916	360 916	2 052 592
9. Increase (decrease) of other authorised or primary capital	-	(535 546)	535 546	-	318 721
10. Balance at the end of the reporting period	1 848 934	1 421 302	360 916	3 631 152	-

## NEO Finance, AB cash flow statement

Article	2025 Q1	2024
Cash flows from operating activities		
Net profit (loss)	360 916	485 711
Depreciation and amortisation expenses	132 898	533 934
Elimination of results of disposals of fixed tangible and intangible assets	-	-
Elimination of results of financing and investing activities	(75 288)	(305 650)
Elimination of results of other non-cash transactions	-	-
Decrease (increase) in other amounts receivable after one year	48 221	899 933
Decrease (increase) in assets of the deferred tax on profit	-	4 384
Decrease (increase) in stocks, except advance payments	-	-
Decrease (increase) in advance payments	(95 237)	(560)
Decrease (increase) in trade debtors	(58 210)	(62 489)
Decrease (increase) in other debtors	65 970	(697 673)
Decrease (increase) in short-term investments	-	-
Decrease (increase) in prepayments and accrued income	(17 863)	(24 939)
Increase (decrease) in provisions	(2 127)	(16 839)
Increase (decrease) in trade of long-term creditors and prepayments received on account	-	(9 698)
Increase (decrease) in trade with short-term creditors and prepayments received on account	(17 415)	275 258
Increase (decrease) in liabilities of tax on profit	-	9 986
Increase (decrease) in liabilities related to employment relations	12 926	23 638
Increase (decrease) in other amounts payable and liabilities	(3 580 954)	4 527 445
Increase (decrease) in accruals and deferred income	14 101	22 967
<b>Net cash flows from operating activities</b>	<b>(3 212 063)</b>	<b>5 665 408</b>
Acquisition of fixed assets (excluding investments)	(115 143)	(594 076)
Disposal of fixed assets (excluding investments)	-	7 863
Acquisition of long-term investments	(100 000)	(94 600)
Loans granted	(150 000)	(525 000)
Dividends and interest received	-	324 284
<b>Other decreases in cash flows from investing activities</b>	<b>(1 701 018)</b>	<b>(5 326 054)</b>
Net cash flows from investing activities	(2 066 161)	(6 207 583)
Cash flows related to entity's owners	-	-
Issue of shares	-	-
Cash flows related to other financing sources	(55 352)	(615 000)
Increase in financial debts	-	240 000
Loans received	-	240 000
Decrease in financial debts	(55 352)	(855 000)
Loans returned	(50 000)	(605 000)
Redemption of bonds	-	(250 000)
Interest paid	-	-
Other decreases in cash flows from financing activities	(5 352)	-
Net cash flows from financing activities	(55 352)	(615 000)
<b>Adjustments due to exchange rates on the balance of cash and cash equivalents</b>	<b>(46)</b>	<b>(1 028)</b>
<b>Increase (decrease) of net's cash flows</b>	<b>(5 333 622)</b>	<b>(1 158 203)</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>14 261 086</b>	<b>15 419 289</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>8 927 464</b>	<b>14 261 086</b>

