

NEO Finance, AB

Audited financial statements for the year 2024

Vilnius
2025-03-19



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 financial report for 2024 is a true and fair representation of the performance.

NEO Finance, AB
Head of Administration
Evaldas Remeikis

NEO Finance, AB
Chief Financial Officer
Tomas Savickas

19 March 2025
Vilnius

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Comments by the Head of Administration at NEO Finance, AB



Evaldas Remeikis - NEO Finance, AB Head of Administration

In 2024, NEO Finance total profit reached EUR 485 thousand, compared to EUR 260 thousand in 2023 — an 86% increase.

The year 2024 was marked by steady and sustainable growth for NEO Finance. Despite facing challenges in some business lines, NEO Finance team demonstrated resilience and adaptability in a dynamic financial and regulatory environment. We successfully strengthened our position, delivered solid financial results, and laid the groundwork for future growth.

This growth was achieved across all main business lines:

- Neopay: Revenues from e-money issuance and management grew by 35%, driven by an expanding client base and favorable market dynamics following reduced competition in the payments sector.
- Paskolų klubas (NEO Finance platform): Despite challenges in the consumer loan market, revenues increased 21%, demonstrating stability and resilience.
- Investment activity: Income surged by 87%.
- FinoMark: Revenue grew by 7%, with strong performance in Q4, where loan

issuance reached EUR 1.997 million, a 188% increase compared to Q4 2023, and the total loan portfolio rose to EUR 5.5 million, up 11% year-over-year.

Navigating Regulatory Changes and Ensuring Stability

In response to tightening regulations in the financial sector, we continued to make substantial investments in internal controls, IT security, compliance, and AML/CTF processes. These efforts are essential for ensuring long-term business sustainability and maintaining trust among investors, partners, and clients.

Within our peer-to-peer lending activities, regulatory changes and a more cautious investor environment presented challenges, particularly during the first three quarters when consumer loan financing slowed. To address this, we adjusted our operating model, partnering with institutional investors via NEO Invest1, NEO Invest2, and NEO Finance B.V. (Netherlands). This strategy enabled us to sustain lending volumes and demonstrates NEO Finance's ability to attract institutional capital and international investors, reinforcing our reputation for transparency and reliability.

We are also proud to be recognized at the Nasdaq Awards 2025. In the First North market, we earned the Best Investor Relations Award at Nasdaq First North. We truly appreciate this acknowledgment of our commitment to transparent and consistent communication with investors.

External Factors Influencing Operations

Although the ongoing war in Ukraine does not have a direct impact on our operations, we remain cautious and monitor geopolitical developments that could affect the broader financial markets.

In 2024, the Lithuanian economy demonstrated resilience and stability, which supported our business growth, particularly in the payments sector (Neopay). A strong domestic economy laid a solid foundation for our continued expansion.

Additionally, regulatory tightening in the financial sector required increased investments in internal controls, IT security, compliance, and AML/CTF prevention, significantly impacting operational expenses in

2024, as in previous years.

Although the Lithuanian fintech sector faced a reputational challenge in 2024 due to the repercussions surrounding Kevin and Foxpay, which impacted trust in the industry, NEO Finance's transparency, investor openness, and strong reputation helped us maintain solid relationships with clients and partners. Our recognition as the Best Investor Relations at Nasdaq First North further reinforces our commitment to integrity and open communication.

Impact of Business Environment on Performance

The favorable business environment in the payments sector, especially following reduced competition (Kevin and Foxpay), enabled Neopay's substantial growth in both revenues and profit.

Moreover, the growing share of electronic transactions in Lithuania contributed positively to Neopay's expansion and transaction volume increase.

In the peer-to-peer lending sector, consumer lending demand remained stable but slightly declined, affected by a slowdown in the housing market in 2024.

FinoMark benefited from stricter bank lending policies, which pushed more SMEs to seek alternative financing. As a result, FinoMark's revenue grew by 7%, supported by active business lending.

Additionally, regulatory changes influenced our lending operations, leading us to partner with institutional investors and operate via NEO Invest1, NEO Invest2, and NEO Finance B.V., ensuring stable loan issuance despite market challenges.

Outlook for 2025 and Business Environment Trends

Looking ahead to 2025, we remain vigilant about potential geopolitical tensions between Europe and the United States, which could impact economic stability. However, we believe that consumer and SME lending demand will remain strong, and we anticipate continued growth in both P2P and business lending segments.

The introduction of the "Investment Account" tax regime is expected to have a positive effect on Paskolų klubas and FinoMark, making these platforms more attractive to investors starting in 2025.

Finally, NEO Finance will continue seeking growth opportunities in consumer and SME lending, focusing on new financing products and platform enhancements. Neopay will also actively expand into Poland and other EU markets, strengthening its regional presence.

Final Thoughts

2024 was a year of meaningful progress, strategic adaptation, and preparation for future growth. Our achievements demonstrate NEO Finance resilience, reliability, and readiness for long-term value creation.

On behalf of the entire NEO Finance team, I would like to thank our investors, clients, and partners for their trust and continued support. We are committed to further growth, transparency, and responsible innovation, creating lasting value for all stakeholders in the years ahead.

Evaldas Remeikis
CEO, NEO Finance

Basic information about the Company

Company name	 NEO Finance, AB
Legal Form	 Joint stock company
Registration date	 21 January 2014
Company code	 303225546
Adress	 Ukmerges st. 126, Vilnius, Lithuania
Phone number	 +370 700 80075
Email	 info@neofinance.com
Website	 www.neofinancegroup.com

- 2014**  Paskolų klubas UAB has been established.
- 2015**  Peer-to-peer lending platform Paskolų Klubas has been launched.
- 2016**  The company was the first included in the list of peer-to-peer lending platforms administered by the Bank of Lithuania
- 2017**  An unlimited licence for electronic money institution has been obtained.
- 2018**  2016 Company name has been changed to NEO Finance UAB
- 2019**  The company has successfully completed the IPO.
- 2020**  The FinoMark crowdfunding platform has been acquired
- 2023**  FinoMark receives a crowdfunding service provider licence
- 2024**  Special purpose vehicles NEO Invest1, UAB and NEO Invest2, UAB were established for the purpose of raising capital to finance P2P loans.

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 m. 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.

In 2024 Special purpose vehicles NEO Invest1, UAB and NEO Invest2, UAB were established for the purpose of raising capital to finance P2P loans.





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:

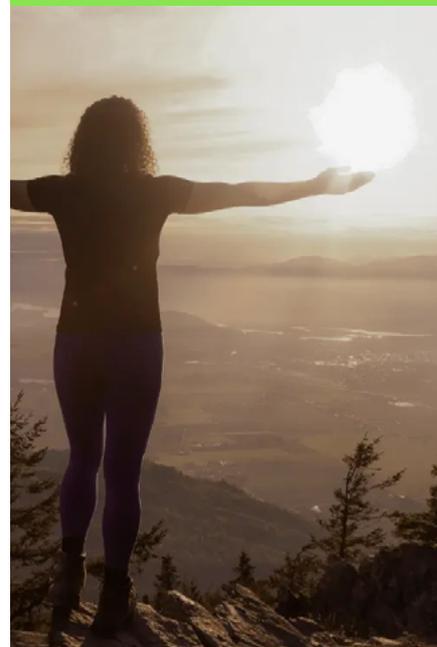
- Loan's interest from 5%;
- No upfront fees;
- Fast, convenient and online service;
- Amount up to EUR 35 000.



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.

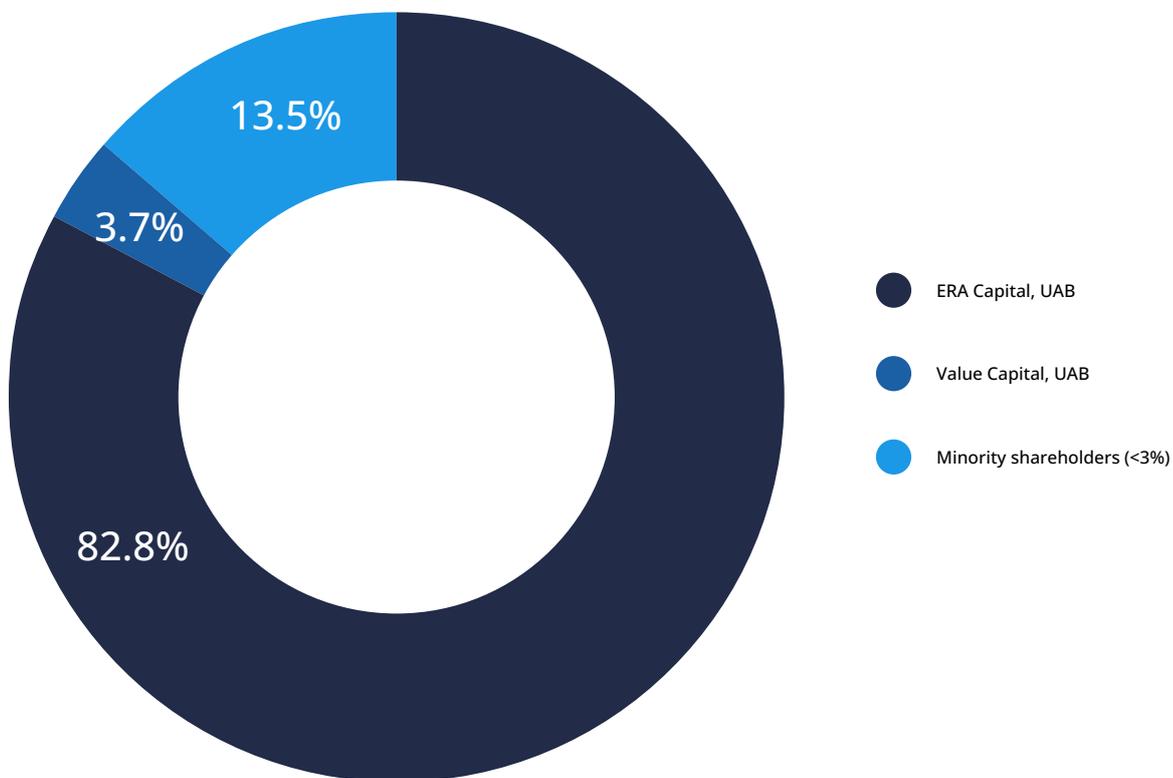
Business loans to legal entities:

- 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 December 2024



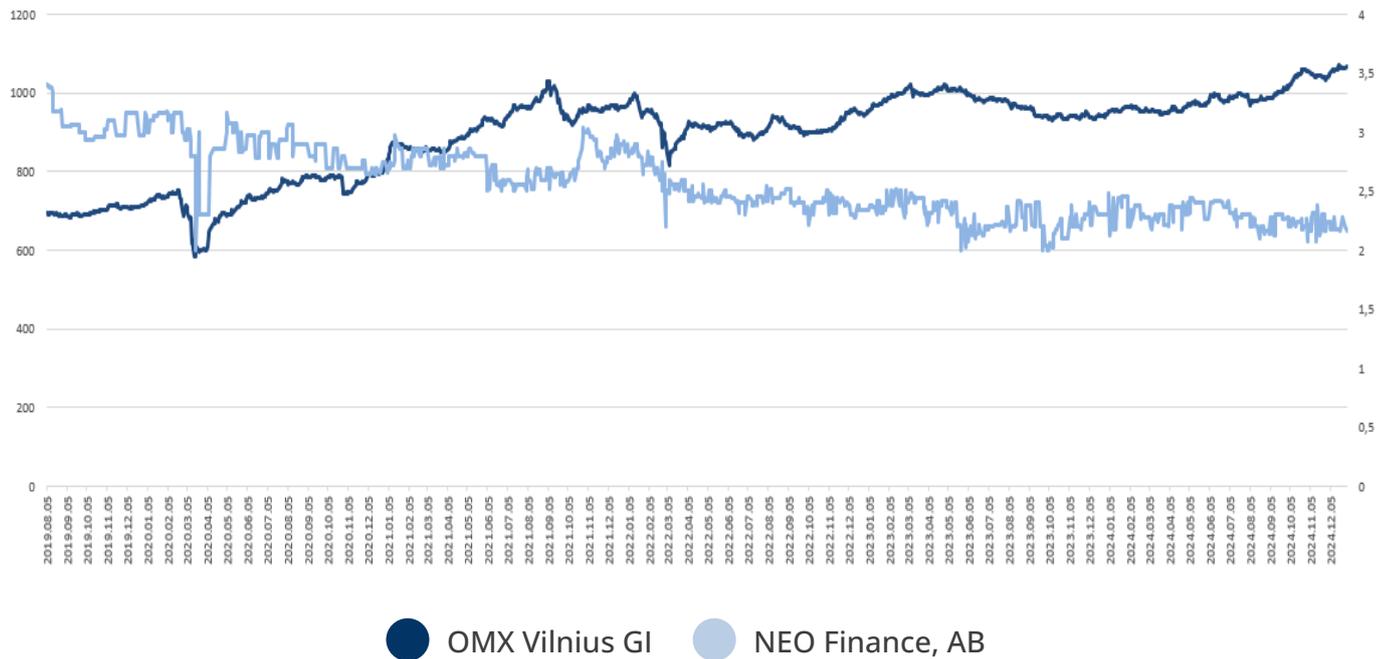
Information about NEO Finance, AB shares

NEO Finance AB is listed in the Baltic First North list. First North is an alternative market administered by stock exchanges within the Nasdaq business group. First North operates on the basis of a multilateral trading system, and companies whose financial instruments are traded on the First North market must comply with First North rules but are not subject to the legal requirements of a regulated market.

	2024	2023	2022	2021	2020	2019
Share price on the last day of the trading session, EUR	2.24	2.30	2.34	2.9	2.66	3.16
The highest share price in the reporting period, EUR	2.48	2.52	2.96	3.06	3.18	3.4
The lowest share price in the reporting period, EUR	2.04	1.9	2.18	2.5	2	2.94
Average share price in the reporting period, EUR	2.26	2.26	2.48	2.73	2.87	3.15
Turnover, million EUR	0.12	0.01	0.08	0.36	0.03	0.02
Market Capitalization, million EUR	9.41	9.56	9.83	11.76	10.32	11.6
Profit per share, EUR	0.12	0.06	0.02	0.04	(0.02)	(0.24)
Price-to-earnings-per-share ratio (P/E)	19.48	38.33	94.64	65.68	N/A	N/A

During 2023, the company did not take any dividend decisions and did not pay dividends to shareholders.

Share price dynamics since the beginning of public trading in shares

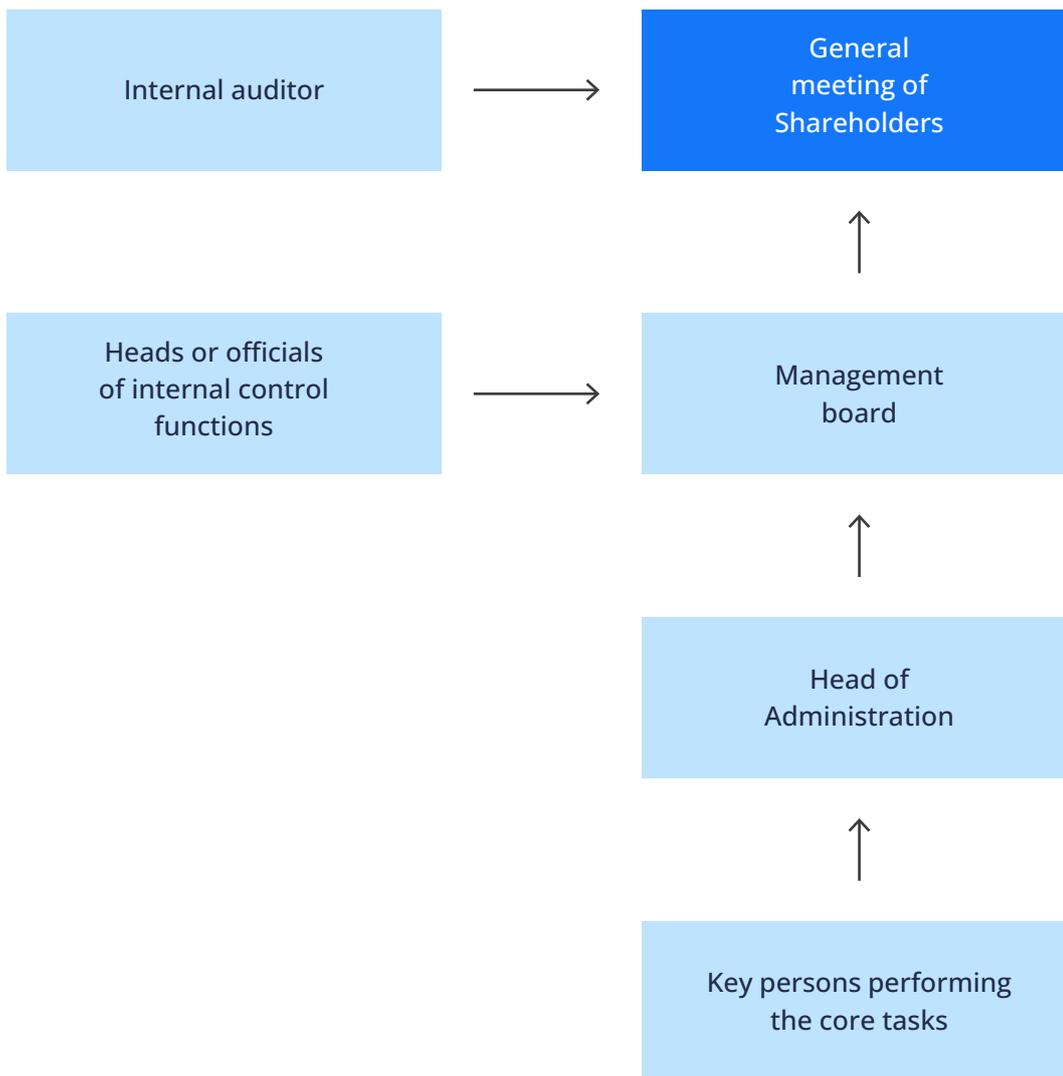


Company's key figures for the last 5 years

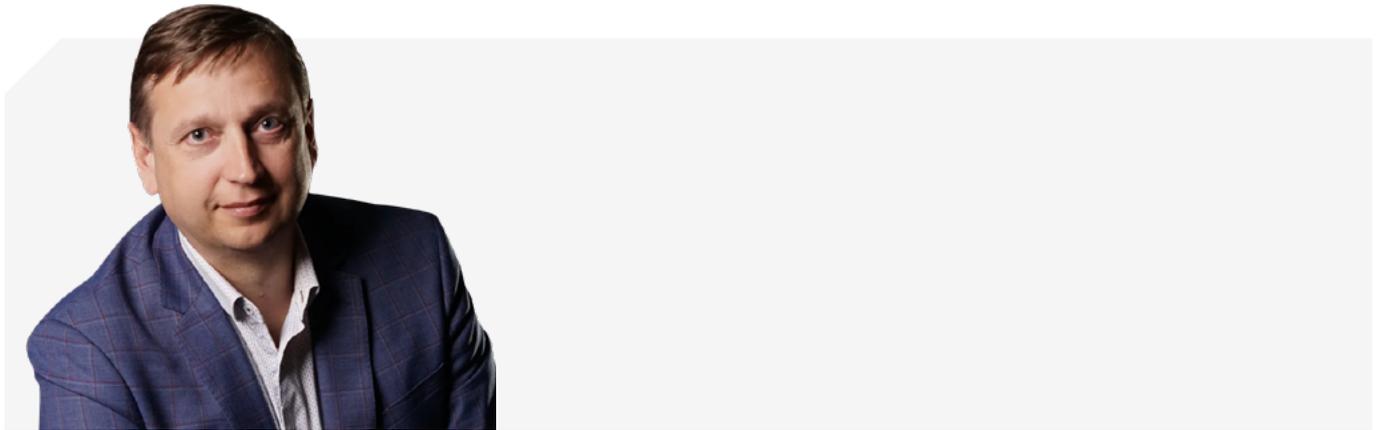
	2024	2023	2022	2021	2020
Revenue, EUR	6.56	4.63	3.53	3.44	2.48
Cost of Revenue, EUR	(3.14)	(2.34)	(1.65)	(1.77)	(1.60)
Gross Operating Profit	3.42	2.29	1.88	1.67	0.89
Operating expenses	(3.32)	(2.10)	(1.74)	(1.49)	(0.93)
Net Income	0.32	0.26	0.10	0.12	(0.12)

Management of the Company

In accordance with the requirements of the legislation and the principles of good governance practice, the company's organisational structure consists of a supervisory body - the General Meeting of Shareholders - and management bodies - the Board of Directors and the Chief Executive Officer. The company does not have a Supervisory Board.



NEO Finance, AB board members



Evaldas Remeikis

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, is a member of the board of LitBAN, 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 decisions in the Board of NEO Finance AB.

Main workplace:

NEO Finance AB (code 303225546, address Ukmerges st. 126, Vilnius, Lithuania), Head of Administration.

Other positions:

- ERA Capital UAB (code 300638657, address Ulonų st. 5, Vilnius, Lithuania), CEO
- UCS Baltic UAB (code 110825653, address Ulonų st. 5, Vilnius, Lithuania), chairman of the board
- Legal Balance UAB (code

302528679, address Žalgirio st. 90, Vilnius, Lithuania), chairman of the board

- BnP Finance UAB (code 302447985, address Žalgirio st. 90, Vilnius, Lithuania), member of the board
- UCS SIA (code 40003753650, address Lokomotīves iela 34, Rīga, Latvia), chairman of the board
- LITBAN, Lithuanian Business Angel Network (code 304811409, address L. Stuokos-Gucevičiaus st. 9-10, Vilnius, Lithuania) member of the board
- Mark ID UAB (code 305098955, address Žygio st. 97A, Vilnius, Lithuania) member of the board
- Be kredito UAB, (code 303107786, address Upės st. 5, Vilnius, Lithuania) member of the board.



Aiva Remeikienė

After 6 years of managing the largest and still consistently growing peer-to-peer lending platform in Lithuania, Aiva is currently contributing to the development of ERA Capital, UAB, leading the ERA Success management club, and is also a member of the Business Angels Network. She has played an important role in the development of various businesses and has nurtured many young

professionals who are today competitive professionals in their field. Currently, Aiva focuses on value-creating leadership and talent development across the Group. She is responsible for HR strategic issues in the Board of NEO Finance, AB.

Main workplace:

ERA Capital, UAB (company code 300638657, address Ulonų g. 5, Vilnius, Lithuania), Business Advisor

Other management positions:

- NEO Finance, AB (company code 303225546, address Ukmergės st. 126, Vilnius, Lithuania), Member of the Board.
- UCS Baltic, UAB (company code 110825653, address Ulonų g. 5, Vilnius, Lithuania), Member of the Board.



Marius Navickas

Marius, who has a masters in Economics, previously worked at a bank, where he held managerial positions of different departments in the field of risk management. He also gained professional experience while working in an external audit company. After passing the qualification exams of the "CFA Institute", Marius

is a member of the international association of financial analysts. One of Marius's aims at NEO Finance is to contribute to the development and improvement of services for users of the mutual lending platform. He is driven forward by the faith that it will be possible to stay at the forefront by keeping the team motivated, constantly improving and creating new possibilities in this fast-

developing market.

In the Board of NEO Finance AB, he is responsible for the coordination of risk, compliance, PPTF compliance management, strategic financial matters and budget.

Other positions:

- NEO Finance AB (code 303225546, address Ukmergės st. 126, Vilnius, Lithuania), member of the board.



Darius Samuolis

Having over 20 years of international experience in leading and developing various size organizations, business management processes, sales, finance and human resources, D. Samuolis is an experienced business consultant, innovator, board member, and team coacher. His most notable achievements include coaching more than 100 c-level executives, implementing more than 50 successful business strategies, and achieving a peak of EUR 1 billion of business turnover. Today, he is the founder of "Ledo

mintys", a management training and change-building company, and helps organizations to optimize their performance by implementing strategic change, team building and by setting new goals successfully.

In the Board of NEO Finance AB he is responsible for the development and implementation of strategic planning.

Main workplace:

Ledo mintys UAB (code 304802538, address Kalvarijų st. 23-10A, Vilnius, Lithuania), consultant.

Other positions:

• NEO Finance, AB (company code

303225546, address Ukmerges st. 126, Vilnius, Lithuania), Member of the Board.

• Ryterna Modul, UAB (Company code 302929565, address Agronomijos st. 45, Kaunas, Lithuania) Member of the Board.

• RASO, UAB (Company code 110018147, address Žirmūnų st. 67A, Vilnius, Lithuania), Member of the Board .

• UCS Baltic, UAB (Company code 110825653, address Ulonų st. 5, Vilnius, Lithuania), Member of the Board.

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.

NEO Finance, AB employees

The total number of employees in 2024 was 43.5. The company employed 19 women and 14 men. In 2024, the average salary was €2,723.18 for women and €3,115.50 for men.

Employee remuneration policy

The company's remuneration structure includes a fixed salary, variable remuneration options, performance-based bonuses, allowances, and both monetary and non-monetary fringe benefits. To support employee development, NEO Finance allocates dedicated

annual funds for training, prioritizing company needs first, followed by employees' professional growth requirements.

The company's holiday policy is based on the Labour Code of the Republic of Lithuania, ensuring compliance with national employment regulations.

All employees are informed about and have agreed to confidentiality agreements and personal data processing policies as part of their employment terms.

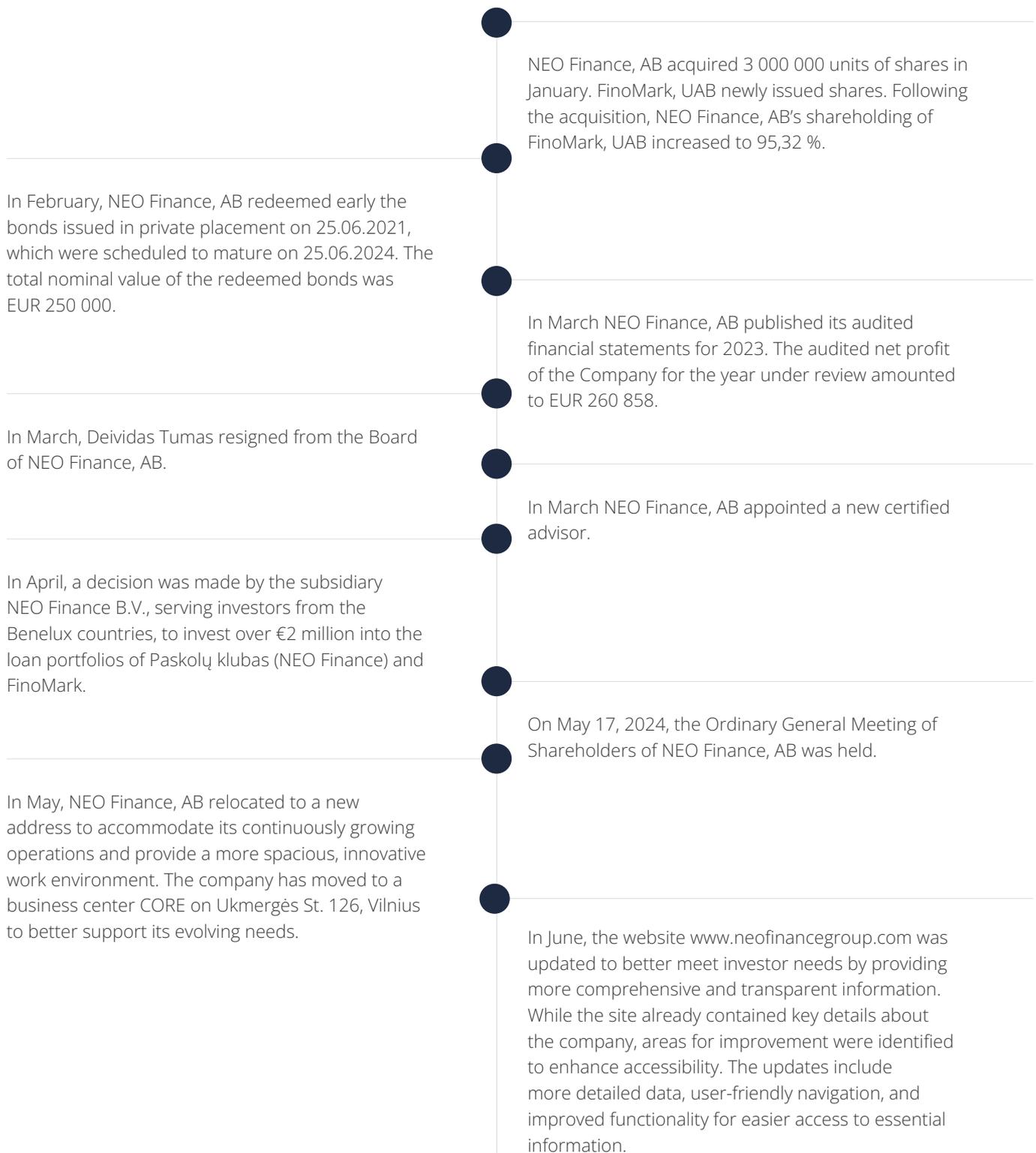
Employee performance evaluations are conducted annually using structured assessment forms to ensure a transparent and objective appraisal process.

Employees receive stock options and various fringe benefits, including health insurance, additional leave days for significant personal events (such as weddings, childbirth, bereavement, and graduation), as well as birthday investment gifts. The company also recognizes Mothers' and Fathers' Days in line with the Labour Code.

To foster a strong team culture, NEO Finance, AB. twice a year organizes company-wide team-building events. Additionally, a set budget is allocated per employee each year for team-building activities, which can be used at any time.



2024 developments at NEO Finance, AB



On June 28, 2024, the Board of Directors of NEO Finance, AB approved the Company's Dividend Policy, which requires allocating at least 10% of the consolidated net profit to dividends. This policy aims to enhance the Company's value, uphold shareholder interests, and maintain high standards of corporate governance. The first dividend payment is expected no earlier than 2025.

Talent Acquisition and Team Growth: as part of our commitment to nurturing young talent, a new junior financial analyst has joined the finance team following a successful two-month internship.

PDF Statements Now Available on Mobile: clients can now request and download their account statements in PDF format via the mobile platform, a feature previously only available on the web.

In Q4 2024, NEO Finance conducted a comprehensive Enterprise-Wide Risk Assessment (EWRA) within the AML framework to evaluate and strengthen risk management. This aligns with our commitment to proactive risk identification, mitigation, and regulatory compliance.

The employee adaptation process has been updated, incorporating structured forms, manager reminders, interim feedback discussions, HR involvement, a newcomer's guide, and post-adaptation surveys. Additionally, the performance evaluation process now includes competency assessments, career aspirations, and professional development planning.

Expansion of Group Structure: two new subsidiaries have been established to facilitate investment in consumer loans. These subsidiaries are crucial for attracting larger-scale investment to the platform.

Investor Growth in the Netherlands: through our subsidiary, we have already attracted EUR 1.48 million out of the targeted EUR 2 million in investments, as reported earlier this year.

Two-Factor Authentication (2FA) Improvements: for users with 2FA and Google Authenticator enabled, the system now uses an authenticator code both for logging into the platform and for signing documents, eliminating the need for SMS verification.

Loan borrowers will now receive enhanced notifications regarding overdue payments, including pop-up reminders in the self-service portal.

New positions have been introduced, including UX Specialist, Head of Marketing and Communications, and HR & Office Manager. A Marketing and Communications Department was also established in November.

The HR department has taken a more active role in recruitment, focusing on competency evaluation, soft skills, values, and motivation assessment. Furthermore, the Compensation Policy and organizational structure have been updated and approved.

NEO Finance has implemented structural changes in the Legal and Compliance Department. As of December 2024, Aivara Masionienė was appointed Head of Compliance and Risk, while Mantas Drakšas transitioned to Head of Legal from his previous role as Senior Lawyer. These changes will enhance the separation of responsibilities between legal, compliance, and risk management functions.

NEO Finance social initiative

NEO Finance Social Initiative: Spreading Holiday Warmth to Seniors

During the 2024 holiday season, NEO Finance employees joined the Order of Malta Relief Organisation in Lithuania (Maltiečiai) in their initiative “Padovanok senjorui lauknešėj Kalėdoms” (Gift a Holiday Package to a Senior). While receiving gifts brings joy, giving them is even more rewarding—and this initiative was a

way to bring warmth and kindness to those who need it most.

In addition, NEO Finance and FinoMark launched a fundraising campaign with the goal of raising EUR 3,000 to support Maltiečiai in providing essential assistance to seniors. These funds helped with home repairs, purchasing essential household appliances, covering unexpected expenses, and offering broader social support.

This initiative aimed to bring joy to seniors who often lack attention and support. Each donated holiday package, filled with long-lasting food products and festive treats, was delivered to the Order of Malta volunteers, ensuring that seniors received them in time for Christmas.



NEO Finance, AB events

- In February, Neopay team attended the ICE London event, where they interacted with leaders in the financial sector and explored the latest innovations and regulations in gaming. It is a the global event for the gambling industry, attended by more than 35,000 professionals and 600 service and solution providers. The event provided valuable networking opportunities and insights into Neopay's positioning in emerging markets.



- Also at the Stockholm Financial Technology Week in February, which brought together more than 1,200 participants from 600 companies in 40 countries. Neopay took part in the two-day conference, which focused on issues such as regulation, payment technology and artificial intelligence in financial technology. The event facilitated networking with startups, investors and government officials, fostering new partnerships and collaborations in the fintech sector.



- In March, at the Prague Gaming & TECH Summit, Neopay were awarded as the best payment service provider in Eastern Europe. This recognition underlines Neopay's commitment to quality and innovation in providing top-notch payment solutions to the gaming and technology sectors.



- NEO Finance, AB Chief Executive Officer Evaldas Remeikis participated in a Financial Services User Group (FSUG) meeting. He was assigned to deliver a presentation on the topic "From Financial Education to Digital Wallets: How the Fintech Revolution Benefits Microenterprises, Consumers, and Retail Investors." The presentation focused on investment accounts, crowdfunding, and children's accounts for saving and investing. FSUG members were particularly interested in the children's saving and investment accounts and how they could enhance financial literacy.



- On June 6, NEO Finance, AB hosted a webinar where CEO Evaldas Remeikis provided an in-depth overview of the latest results from both the Paskolų klubas and Finomark platforms. The webinar covered various key performance metrics, recent platform updates, and future developments. The session included a Q&A segment where participants could ask detailed questions about the platforms' functionalities.



- In May and June, NEO Finance B.V., the Dutch subsidiary of NEO Finance, AB, organized two webinars. The first webinar was designed for beginners, focusing on P2P lending model, explaining the platform's features, account creation in the NEO Finance platform. And the second one was tailored for advanced investors, diving deeper into more complex aspects of the platform and investment strategies.



- On September 28, NEO Finance B. V. hosted an investor event in Utrecht, Netherlands.

An event was attended by 50 platform investors. The event offered insights into the platform's latest updates, presented by Mark Leenards, Business Advisor of NEO Finance B.V., open Q&A with CEO Evaldas Remeikis.



- On November 27, NEO Finance B.V. organized a dedicated webinar for Dutch investors, featuring Mark Leenards, Tom Lassing, and Lars van 't Veen. The session covered key investment terms, strategies, and best practices to help newcomers navigate the P2P lending landscape with confidence. Experienced investors shared insights on how they have successfully used the NEO Finance platform to optimize their investment experience. This webinar provided clear guidance for Dutch investors looking to start or enhance their journey in P2P lending.



Key financial indicators for NEO Finance, AB in 2024

REVENUE

The company's revenue was EUR 6 073 thousand.
Compared to 2023, the company's revenue grew by 29%.

▲ +29%

COST OF SALES

Cost of sales increased by 31%, from EUR 2 340 thousand to EUR 3 055 thousand.

▲ +31%

OPERATING EXPENSES

Operating costs increased by 26%, from EUR 1 986 thousand to EUR 2 504 thousand.

▲ +26%

EBITDA

EBITDA grew by 31% from EUR 785 thousand to EUR 1026 thousand.

▲ +31%

PROFIT (LOSS) BEFORE TAXES

Profit before tax in 2024 increased by 39% to EUR 514 thousand compared to a profit before tax of EUR 371 thousand in 2023.

▲ +39%

NET PROFIT

Net profit in 2024 increased by 86% to EUR 486 thousand compared to a net profit of EUR 261 thousand in 2023.

▲ +86%

	2024	2023	2024/ 2023 Δ, %	2022	2024 / 2022 Δ, %
Revenue, EUR	6 071 742	4 696 825	29%	3 530 460	72%
<i>Income related to peer-to-peer lending, EUR</i>	<i>3 685 365</i>	<i>3 034 889</i>	<i>21%</i>	<i>2 352 114</i>	<i>57%</i>
<i>Income related to issuing and handling electronic money, EUR</i>	<i>1 802 641</i>	<i>1 349 404</i>	<i>34%</i>	<i>1 032 988</i>	<i>75%</i>
<i>Income from investment activities, EUR</i>	<i>583 735</i>	<i>312 532</i>	<i>87%</i>	<i>145 358</i>	<i>302%</i>
Sales cost price, EUR	(3 055 225)	(2 339 654)	31%	(1 650 676)	85%
Gross profit, EUR	3 016 517	2 357 171	28%	1 879 784	60%
General and administrative, other operating and interest expenses (depreciation excluded), EUR	(2 503 737)	(1 986 371)	26%	(1 721 176)	45%
EBITDA, EUR	1 024 757	784 957	31%	462 603	122%
EBIT, EUR	513 808	304 605	69%	159 300	223%
Pre-tax profit (loss), EUR	512 780	370 800	38%	158 608	223%
Net profit, EUR	485 711	260 858	86%	103 895	368%
EBITDA margin, %	17%	17%	-	13%	-
EBIT margin, %	8%	7%	-	5%	-
Net profit margin, %	7,99%	5,55%	-	2,94%	-
Return on Equity, %	15%	9%	-	4%	-
Return on Assets, %	1.5%	1.3%	-	0.6%	-
Quick ratio	1.026	1.119	-	1.037	-
Current ratio	1.028	1.119	-	1.038	-
Liquidity	1.028	1.119	-	1.038	-

Financial reporting on a business management basis

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 42 593 thousand in 2024. Comparing this result with 2023, the intermediation fee income receivable decreased by 3,3%. This decrease

occurred due to the application of a lower average brokerage fee to customers. To acquire new clients and maintain the existing client base, the average brokerage fee was 10,17% in 2024, compared to 10,89% in the same period of 2023.

	2024	2023	2024 / 2023 Δ, %	2024	2024 / 2022 Δ, %
Loans granted, thousand EUR	42 593	44 061	(3,3%)	37 182	14,6%
Intermediary fee income, thousand EUR	6 496	7 133	(8,9%)	5 488	18,3%
Intermediary fee / Loans granted, %	15,25%	16,19%	-	14,76%	-
Other income, thousand EUR	4 085	3 015	35,5%	2 104	94,2%
Cost of sales, thousand EUR	(3 055)	(2 340)	30,6%	(1 651)	85%
Operating costs, thousand EUR	(2 504)	(1 986)	26%	(1 721)	45,5%
EBITDA, thousand EUR	5 022	5 827	13,8%	4 220	19%

*The table shows the brokerage fee generated in the year in question, which will be received over a full loan cycle.

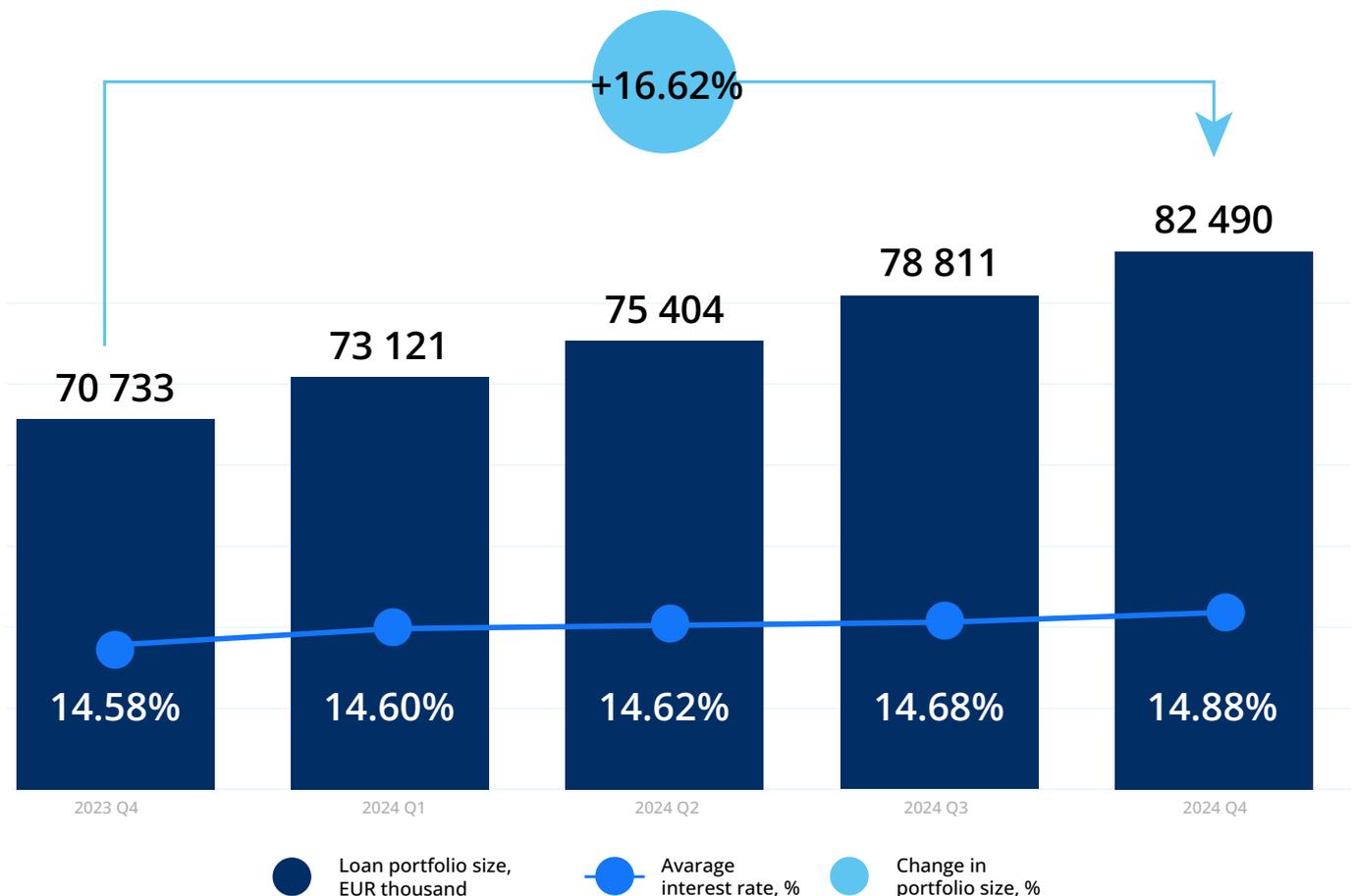
The intermediation fee receivable for future periods amounted to EUR 12.65 million at the end of 2024 compared to EUR 11,37 million at the end of 2023. These off-balance sheet receivables grew by 11,26% during the year.

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 2024 amounted to EUR 82 490 thousand and grew by 16,62% since Q4 2023. The average interest rate during the same period increased from 14.58% to 14.88%.

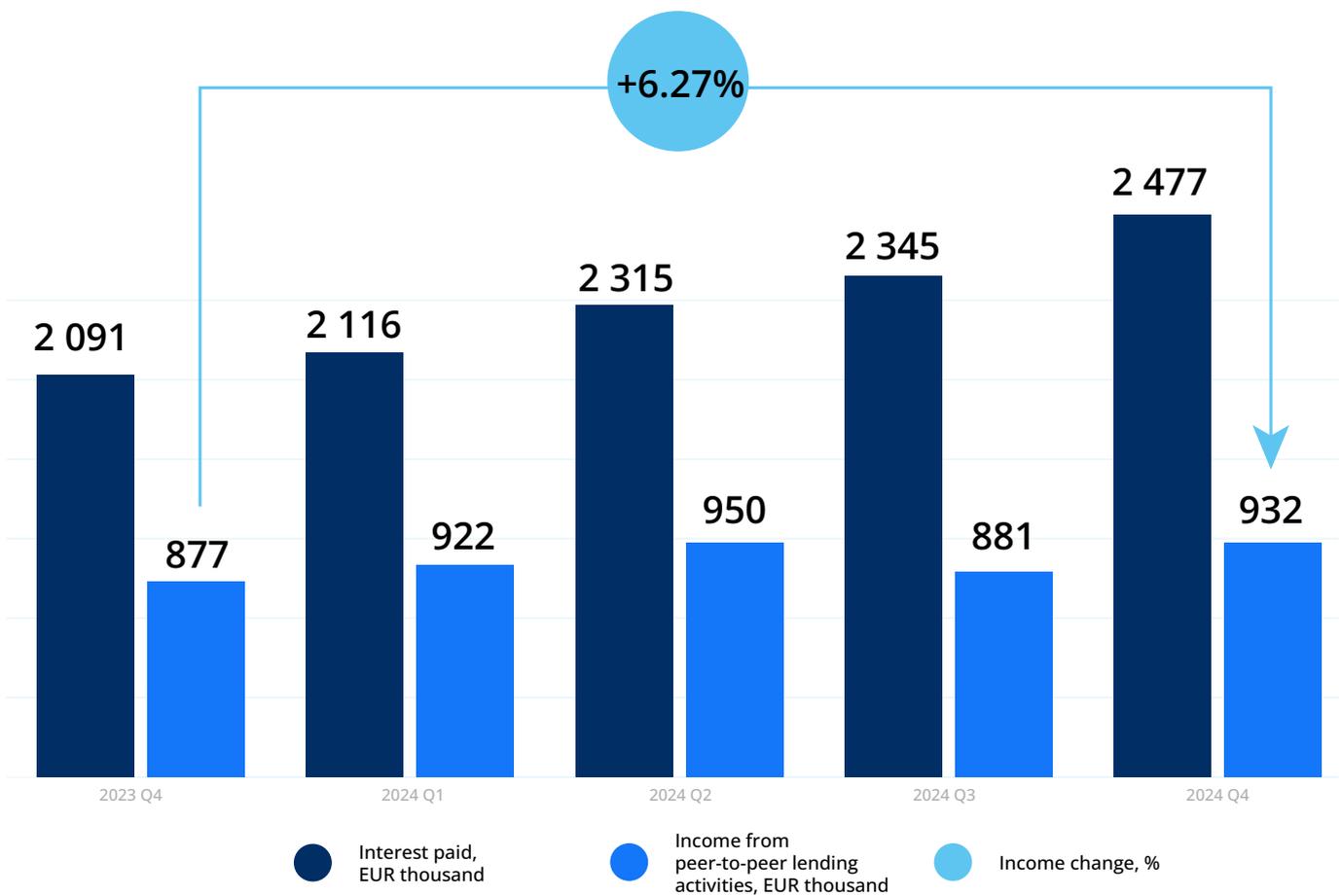
Consumer loan portfolio and average interest rate, EUR thousand



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 Q4 2023 to Q4 2024, increasing by 6.27%. In Q4 2024, paid brokerage fees grown to EUR 932 thousand from EUR 877 thousand in Q4 2023. Interest income also steadily increased, from EUR 2 091 thousand in Q4 2023 to EUR 2 477 thousand by Q4 2024.

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.



Security of clients' funds

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

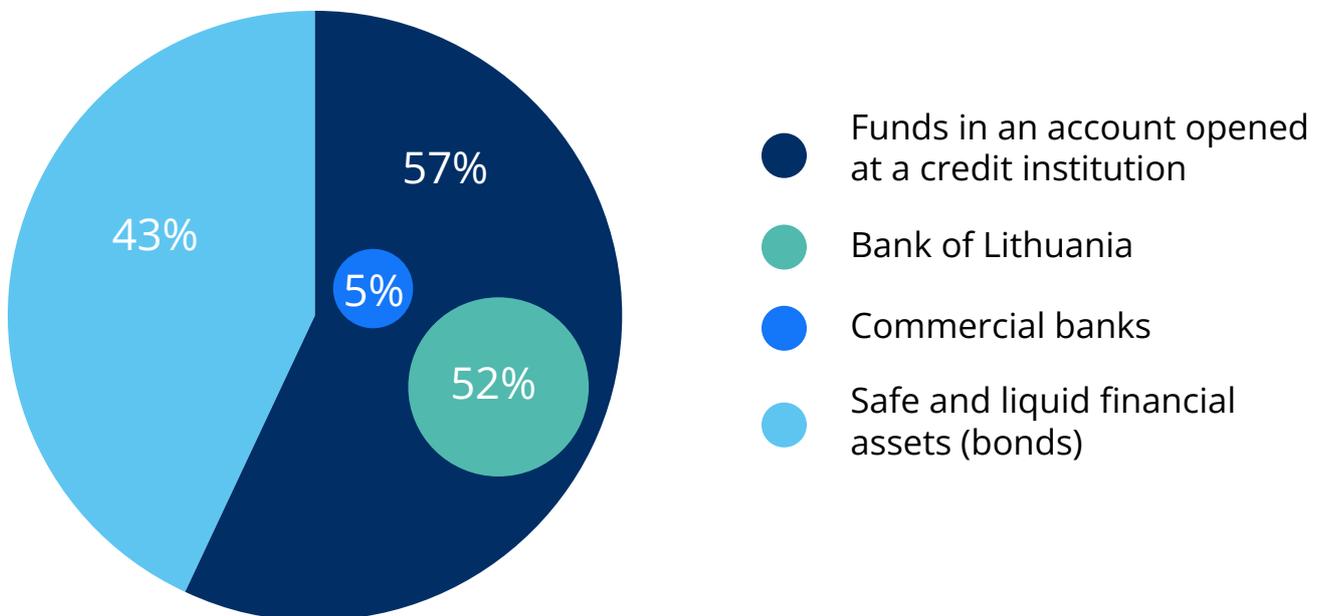
NEO Finance, AB, acting as an e-money institution, opens accounts and provides payment services to its customers - natural and legal persons who borrow or invest at "Paskolų klubas" and "Neopay" corporate customers. All customer e-money

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, 2024-12-31



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 2024, the equity capital calculated in the company's balance sheet amounted to 3.3 million EUR, and to meet the capital requirements approved by the Board of Lietuvos bankas, the company's own capital, which is calculated according to the requirements for calculating the own capital of an electronic money institution, amounted to 666 thousand EUR and exceeded the minimum equity requirement.



At the end of 2024, the Company's authorized capital and share additions amounted to

EUR 3 805 782

The Company's capital was not increased during 2024

Equity capital, at the end of 2024 reached

EUR 3 297 581

The Company's principal risks

Strategic and business risks	Financial risks	Non-financial risks
Business plan risks	Capital risks	Compliance risks
Legal risks	Liquidity risks	Operational risks
	Counterparty credit risks	
	Market risks	
	Concentration risks	

The Company classifies risks into financial and non-financial risks. Financial risks include: capital, liquidity, counterparty credit, market and concentration risks. Non-financial risks include compliance risks and operational risks, which are in turn broken down into more detailed risks.

The Company has in place and regularly updates a business continuity management plan to ensure its ability to continue its operations and to limit losses in the event of a serious disruption.

Strategic and business risks

Strategic risks are risks related to the Company's mission and strategic objectives, risks arising from unfavorable or erroneous business decisions, from inadequate implementation of decisions, or from inadequate responsiveness to

political and regulatory changes.

The Company manages strategic risks by adopting an effective governance structure with clear roles and responsibilities, ensuring that decisions of the Supervisory Body and the Company's Management Board are made in a sound and reasonable manner. There are two types of strategic and business risks: business plan risk and legal risk.

Non-financial risks

Compliance risk is the risk that the Company's activities will not comply with the laws, regulations, guidelines and positions of the European Banking Authority and the Bank of Lithuania regulating its activities.

Operational risk is the risk of loss due to inadequate or unimplemented internal control processes, employee errors and/or illegal actions and

malfunctions of information systems, or due to the impact of external events. Operational risks include: Information and Communication Technology (ICT) risks, employee actions, illegal actions of the Company's employees, external factors, money laundering and terrorist financing risks, violation of sanctions regime, errors by the Company's employees, process risks, business continuity risks, security risks of the electronic money system and the servers, risk of exposure to external events, risk of errors in the electronic money system, risk of unauthorized use of an electronic money account, risk of theft of account data, risk of disruption of external services, risk of breach of security of assets, risk of recovery of funds, risk of misattribution of accounts.

Financial risks

Capital risks	The risk that the required level of the Company's equity capital to cover the risks assumed by the Company in connection with the issuance of electronic money, the provision of payment services and closely related ancillary services will not be ensured.
Liquidity risks	The risk that the Company will not have sufficient funds to meet its financial obligations in the current period.
Counterparty credit risks	The likelihood of loss due to a counterparty's future inability to perform its obligations under the contract.
Markets risks	Risk of losses due to a decrease in the value of investments as a result of unfavourable changes in interest rates, share prices and exchange rates.
Concentration risks	The likelihood of losses arising from a highly unbalanced position within a given group of counterparties (client concentration, sector concentration, geographical concentration, etc.).

Credit risk

NEO Finance, AB is exposed to credit risk through its investments in both consumer and business loans. Credit risk arises from the possibility that borrowers—whether individuals or businesses—may fail to meet their financial obligations, potentially leading to losses. To manage this risk effectively, the company employs a rigorous credit assessment process, evaluating both consumer and business borrowers using internal scoring models, financial analysis, historical data, and risk-based pricing strategies. Business loan applicants undergo additional scrutiny, including the evaluation of financial statements, cash flow projections, and industry risks.

Risk diversification plays a crucial role in mitigating exposure by spreading investments across multiple borrowers, industries, and risk categories. Additionally, NEO Finance, AB actively monitors loan performance, implements

early warning systems, and takes proactive recovery measures such as debt collection and restructuring if necessary. The company also maintains provisions for potential credit losses to ensure financial stability and long-term sustainability.

Exchange rate risk

NEO Finance, AB operates exclusively in euros, eliminating exposure to foreign exchange rate fluctuations. As all transactions, investments, and financial obligations are conducted in a single currency, the company does not face direct currency risk. This approach ensures stability in financial planning, minimizes volatility in cash flows, and removes the need for hedging instruments or foreign exchange risk management strategies. By maintaining a euro-denominated balance sheet, NEO Finance, AB effectively mitigates currency-related uncertainties and focuses on optimizing financial performance within the Eurozone.

Interest rate risk

NEO Finance, AB is exposed to interest rate risk primarily through its investments in consumer loans and financial obligations. The company actively monitors interest rate trends within the Eurozone to assess potential impacts on loan profitability and funding costs. Since all operations are conducted in euros, interest rate fluctuations within the European market can affect net interest margins.

To mitigate this risk, NEO Finance, AB applies a structured approach to pricing its loan products, ensuring that interest rates reflect market conditions. Additionally, the company evaluates its loan portfolio's sensitivity to interest rate changes and adjusts its investment strategy accordingly. By maintaining a balanced approach to asset and liability management, NEO Finance, AB aims to safeguard its financial stability and optimize returns for stakeholders.

Risk management

The Company's internal policy and strategy for managing governance, risk and control define principles of internal governance and control, the magnitude of risk, limits for each type of risk, and procedures for identifying, assessing, monitoring, mitigating and controlling risk. The Company follows the principles of the Three Lines of Defence risk management model, which helps it determine what structures and processes best meet its objectives and strengthen its risk management.

FIRST LINE functions include business units and all staff responsible for identifying and understanding the risks inherent in the products, service processes and systems for which they are accountable.

SECOND LINE functions include independent control functions like the control and management of the Company's risks in a broad sense, the compliance function, the information security and personal data security

functions, and the risk management and oversight function for the outsourcing of operations.

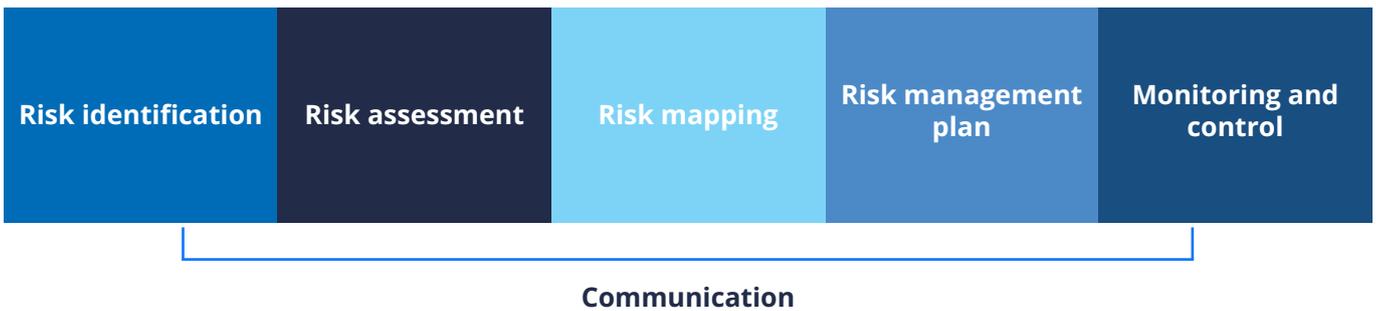
THIRD LINE functions are performed by internal audit, which provides independent and objective assurance and advice on the adequacy and effectiveness of the Company's governance and risk management.

The Company has designated persons responsible for control functions whose appointment process takes into account the requirements of the law and the nature, extent and complexity of the Company's risks:

- AML/CTF compliance officer (MLRO)
- An official responsible for risk management;
- An official responsible for compliance with the law and the Company's internal documents, including anti-money laundering and anti-terrorist financing requirements;

- An official responsible for the management of information and communication technology risks and security risks;
- An official responsible for the management of personal data risks;
- An official responsible for managing and overseeing the risk of transferring operations to third parties;
- A chief financial officer;
- A person responsible for organising internal audit.

The Company's risk management process comprises the following phases: risk identification; risk assessment including assessment of the likelihood and impact of the risk on the financial position, business continuity, reputation and achievement of strategic objectives; risk mapping; determination of risk appetite; preparation of a risk management action plan; and ongoing risk monitoring, control and communication.



Values and code of conduct

The implemented standards aim to mitigate the risks to the Company, in particular operational and reputational risks, which can have a significant negative impact on the Company's profitability and sustainability due to fines, litigation costs and restrictions imposed by competent authorities, other financial and criminal penalties and loss of goodwill and consumer confidence.

Conflicts of interest policy

The Company aims to take sufficient measures to prevent conflicts of interest from adversely affecting the interests of its clients.

The policy seeks to identify conflicts of interest of employees, including those of their immediate family members. The Company takes into account that conflicts of interest may arise not only from current, but also from previous personal or professional relationships. In the event of a conflict of interest, the Company shall assess its significance and decide on and implement appropriate mitigation measures.

Full legal information, business continuity plan and contracts can be found [here](#).



Company strategy, mission and values

NEO Finance, AB is supervised by the Central Bank of Lithuania, and therefore, the fundamental aspects of the Group's corporate strategy are shaped by the legal requirements governing its activities.

The primary objective is to provide safe and high-quality financial services to our clients.

To deliver services that meet the needs of both investors and borrowers while maintaining a competitive advantage in the market, the Group's team is guided by three core values: structured teamwork to enhance efficiency, drive to fuel growth, and continuous improvement to strengthen the expertise of our specialists.

The vision of the NEO Finance Group is to make innovative financial services based on the sharing economy a dominant force worldwide.

Our mission is to provide innovative and secure financial solutions to our customers.



ESG initiatives at NEO Finance

At NEO Finance, we recognize that integrating environmental, social, and governance (ESG) principles into our operations is essential for long-term sustainability in the financial sector. ESG is not just about environmental responsibility—it provides a holistic framework for managing risks and opportunities related to sustainability, ethical business practices, and social impact.

As a fintech company, we are in a unique position to contribute to financial transparency, responsible lending, and informed investing. That's why our communication focus on promoting responsible borrowing, informed investing. By embedding financial education into our operations, we foster a more transparent, ethical, and financially aware ecosystem.

Beyond financial education, our initiatives extends into our daily operations. We continuously strive to minimize our environmental impact by optimizing resource efficiency, implementing waste reduction initiatives, and using renewable energy. Our social impact initiatives reach beyond the company walls, as we actively engage in community-driven projects and employee well-being programs.

Below is an overview of NEO Finance's ESG initiatives in 2024:

- Eco-Friendly Printing: All printing

is carried out exclusively on environmentally friendly, recycled paper.

- Document Management: The implementation of a comprehensive document management system has significantly reduced our reliance on physical paper.
- Waste Reduction in Daily Operations: We have minimized the use of single-use plastic by opting for paper or reusable fabric bags. Hygiene paper is sourced exclusively from recycled materials.
- Waste Sorting: All waste generated is meticulously sorted in accordance with established recycling protocols.
- New Office Relocation: In April 2024, NEO Finance relocated to the CORE Business Center—a state-of-the-art A+ facility built in 2022, meeting high sustainability standards. The building's infrastructure, certified for its renewable energy use, reinforces our commitment to sustainability.
- Renewable Energy: Our office operates entirely on electricity generated from renewable energy sources (certified). Additionally, automated lighting is installed in occupied zones and is activated only during low-light conditions to conserve energy.
- Making a Social Impact: Every quarter, NEO Finance contributes to social initiatives. In Q4 2024, before

Christmas, we collected elderly care parcels and, together with FinoMark investors, raised €2,304 for Lithuania's Order of Malta Relief Organisation.

- Employee Presents Initiative: This year, our HR department introduced employee Christmas gifts—pine tree growing kits. This initiative encourages engagement with nature and lays the foundation for future tree-planting projects in public green spaces.
- Hybrid Work Model: NEO Finance supports a hybrid work environment, allowing employees to work up to three days per week from home. This approach reduces commuting-related emissions while promoting work-life balance.

NEO Finance's ESG efforts are an integral part of our long-term vision. Our newly established ESG Committee, formed in September 2024, is dedicated to further expanding and refining these initiatives. We remain committed to sustainable business practices, social responsibility, and strong corporate governance, ensuring that our impact continues to grow in the years ahead.



P2P lending platform Paskolų Klubas



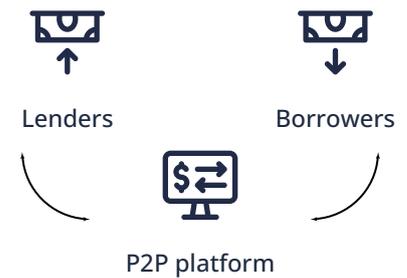
P2P lending platform Paskolų Klubas



Paskolų Klubas, which is operated by NEO Finance AB, is the largest P2P lending platform in Lithuania. The platform unites customers who want to borrow with those who can lend and want to invest in consumer credit and thus earn a return on investment.

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 Rudė - Head of Peer-to-peer Lending

In 2024, the active loan portfolio of “Paskolų klubas” grew by EUR 11.8 million, reaching EUR 82.5 million at the end of the year. This steady portfolio growth reflects the platform’s ability to maintain a strong position in Lithuania’s peer-to-peer (P2P) lending market, despite facing challenges in new loan issuance volumes.

Since intermediation fees earned by the Company are distributed over the entire loan term and collected through monthly borrower payments, a significant portion of sales revenue is deferred to future periods. As of the end of 2024, the total future receivable intermediation fee stood at EUR 12.65 million, compared to

EUR 11.37 million in 2023, reflecting an 11.37% year-over-year growth. It is important to note that this is an asset for the Company that is not reflected in the financial statements.

Loan Issuance and Market Dynamics

In 2024, Paskolų klubas issued EUR 42.5 million in new loans, compared to EUR 44 million in 2023, representing a slight 3% decrease, which is below our expectations. Recognizing this, our strategic goal for 2025 is to significantly increase loan issuance volumes to meet the demand from investors on the platform.

Nevertheless, we are pleased to highlight that we continue to deliver

stable returns for our investors, with the average return on investment (ROI) remaining around 12%, offering exclusive investment opportunities in the Lithuanian consumer credit market.

Loan Portfolio Quality and Delinquency Trends

In terms of loan portfolio quality, 2024 was marked by a temporary increase in loans overdue by more than 90 days. From Q1 to Q3 2024, the share of non-performing loans rose from 8.46% to 9.55%. However, we successfully stabilized this ratio in Q4 2024, maintaining it at 9.55%, the same level as in Q3.

We are fully aware that reducing the share of overdue loans remains a top priority for our investors, and we are committed to working proactively to improve this indicator in the coming year.

Strengthening International Investor Base

The past year was particularly successful in attracting foreign investors. By the end of 2024, investors from Benelux countries had invested over EUR 8 million via the "Paskolų klubas" platform. Recognizing growing interest from Dutch investors and their expanding portfolios on our platform, NEO Finance participated as a key sponsor at BeleggersFair, the largest annual investor event in the Netherlands, held on November 15,

2024, in Amsterdam.

At this event, NEO Finance stood alongside global financial market players such as eToro, Saxo Bank, and Societe Generale, further strengthening its presence among international investors.

Our Dutch subsidiary and a growing community of long-term investors in the Benelux region continue to accelerate our expansion in these markets.

We are also pleased to report that, for the first time, in December 2024, the number of active investors in "Paskolų klubas" exceeded 1,000 within a single month, reflecting both growing trust and increasing investment activity on the platform.

Looking ahead to 2025, we will focus

on significantly increasing loan issuance volumes to ensure that we meet the growing investor demand for quality investments on the "Paskolų klubas" platform. In addition, we are committed to maintaining and improving the quality of our loan portfolio, with particular attention to stabilizing and reducing default rates. We will also continue to enhance our loan recovery processes to achieve better performance of overdue loans and deliver higher returns for our investors. Furthermore, we aim to expand our international investor base, with a special focus on further developing the Dutch market, leveraging the presence of our local subsidiary and the already growing community of Benelux-based investors.



2024 developments at Paskolų klubas





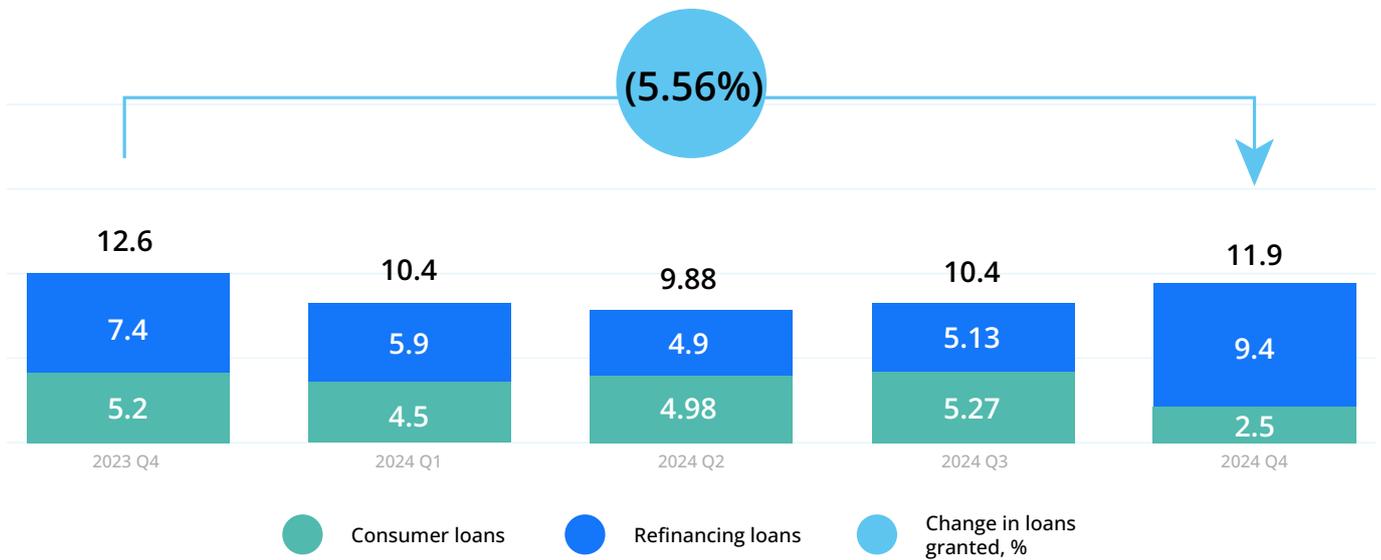
Increased Loan Limits for A+ Rating – The maximum loan amount for A+ rated borrowers was raised to EUR 35,000, expanding financing opportunities for top-rated clients.

Improved Notification Management – Investors can now subscribe or opt-out of notifications for buyback service opportunities and payment deferrals on existing investments.

Industry Engagement – Evaldas Remeikis participated in the “Mano Investicija” annual conference and hosted a webinar on portfolio analysis, discussing key metrics that influence investment returns.

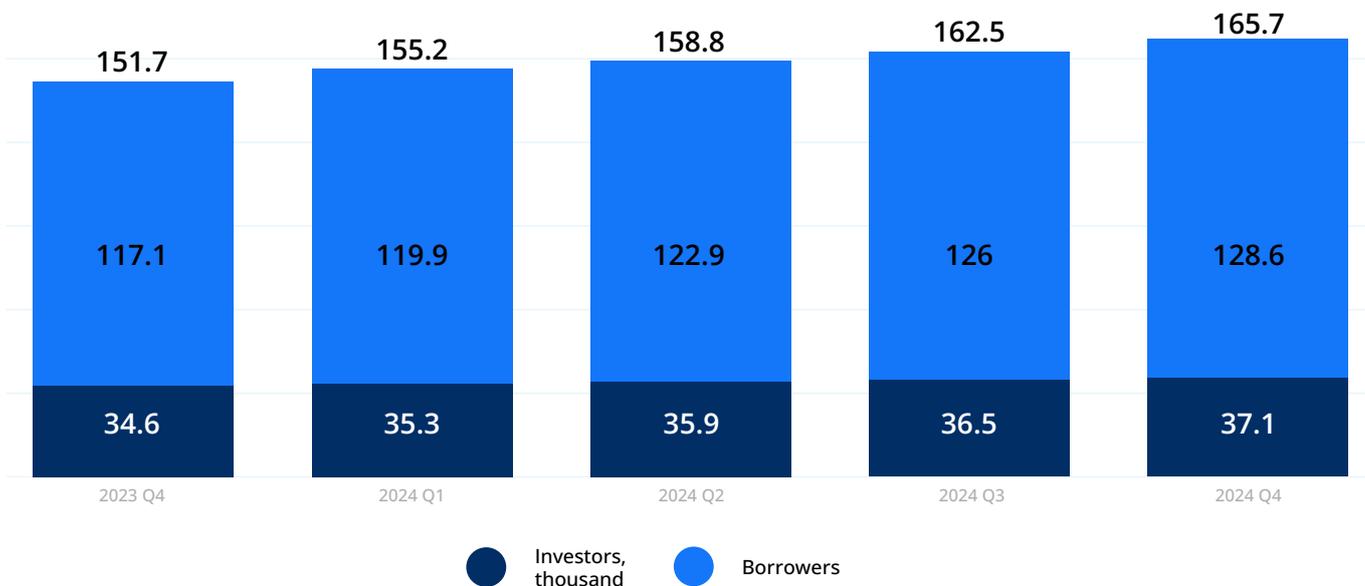
P2P lending platform, loans issued, M EUR

In Q4 2024, EUR 11.9 million worth of loans were granted through the “Paskolų klubas” platform, a decrease of 5,56% compared to the EUR 12.6 millions of consumer loans granted in Q4 2023. The highest volume of consumer loans through the “Paskolų klubas” was granted in October for EUR 4,1 million.



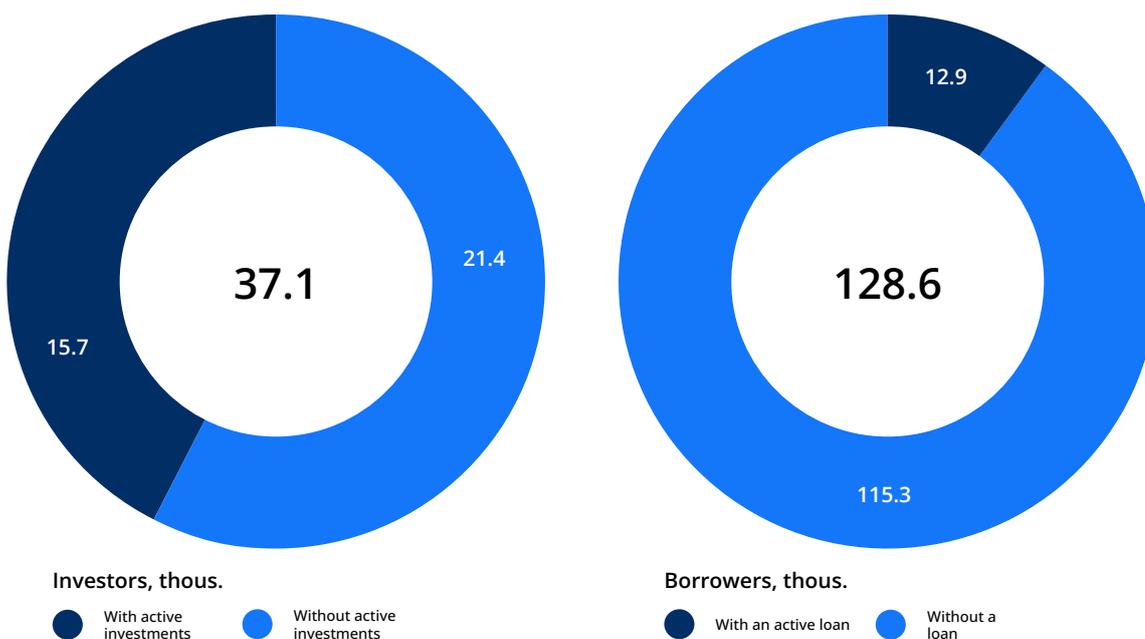
Registered users, thousands

In Q4 of 2024 "Paskolų klubas" attracted 3.2 thousand new customer registrations. This represents a 9,2% increase in the number of registered customers compared to the end of Q4 2023. The increase in investor and borrower registrations is due to active communication and advertising to attract more users to the platform.



In Q4 2024, the number of registered consumers grew by 9,2%, consumer credit borrowers by 9,8% and investors by 7,2%.

Registered and active users, thousands, 2024 End of Q4 2024

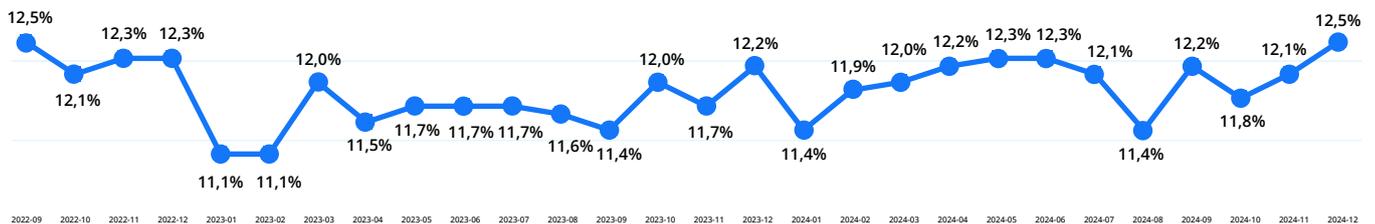


At the end of the reporting period, the average loan amount granted to the borrower "Paskolų klubas" was EUR 3 877 with an average duration of 68 months (5 years and 8 months). The average portfolio size of the investor was EUR 5 182 and the average number of loans in the portfolio was 297 units.

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.

Refinancing

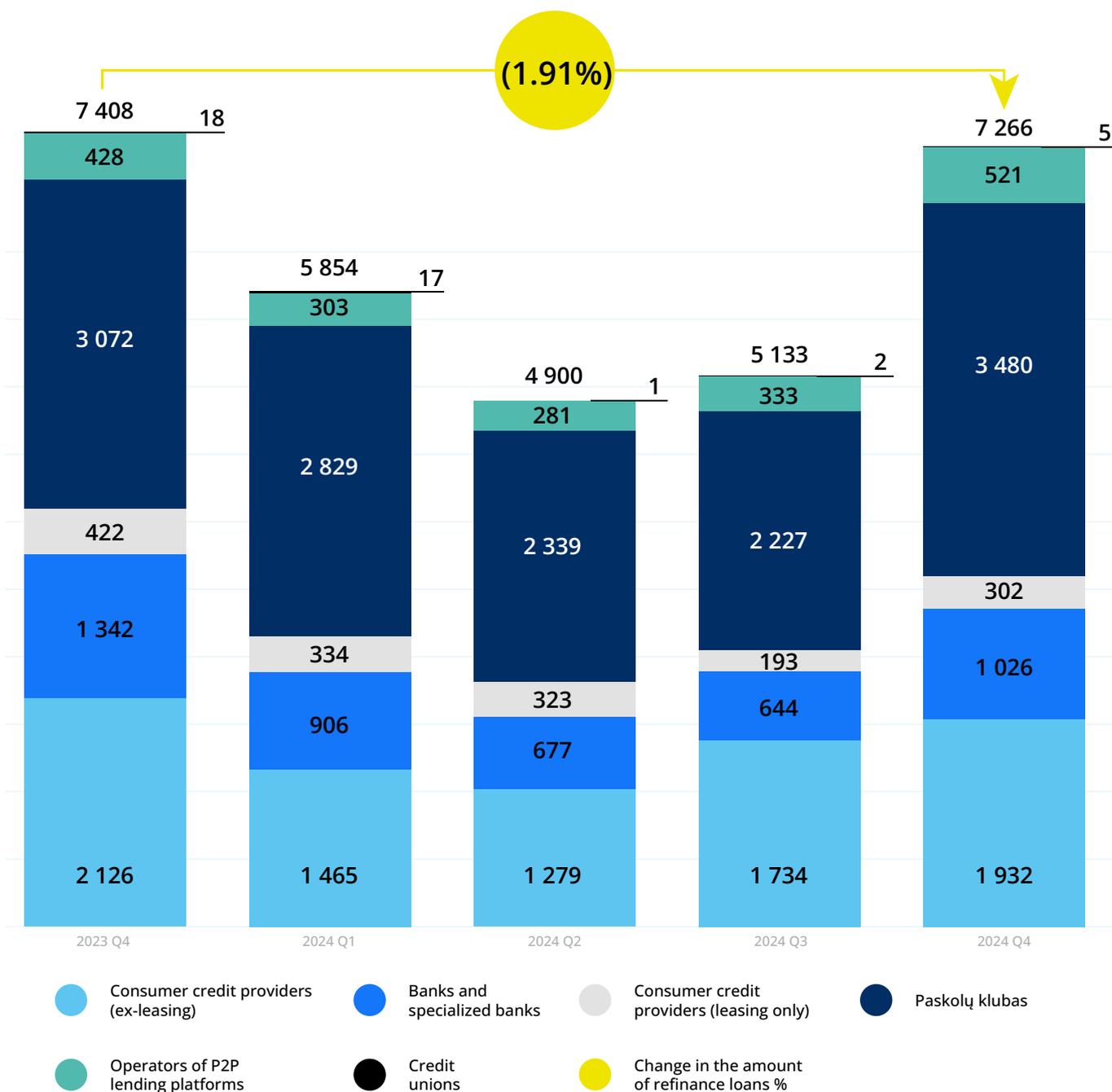
Of the EUR 11,9 million of loans financed in Q4 2024, EUR 7,27 million was refinancing loans. In the case of a refinancing loan, the "Paskolų klubas" provides the loan and covers the person's existing liabilities with other lending institutions in Lithuania. For the borrowers of these loans, the "Paskolų 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 Q4 2024 amounted to EUR 7 266 thousand, a decreased by 1.91% compared to the same quarter in 2023, where loans were refinanced for EUR 7 408 thousand.

Refinancing distribution, thousand EUR



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.

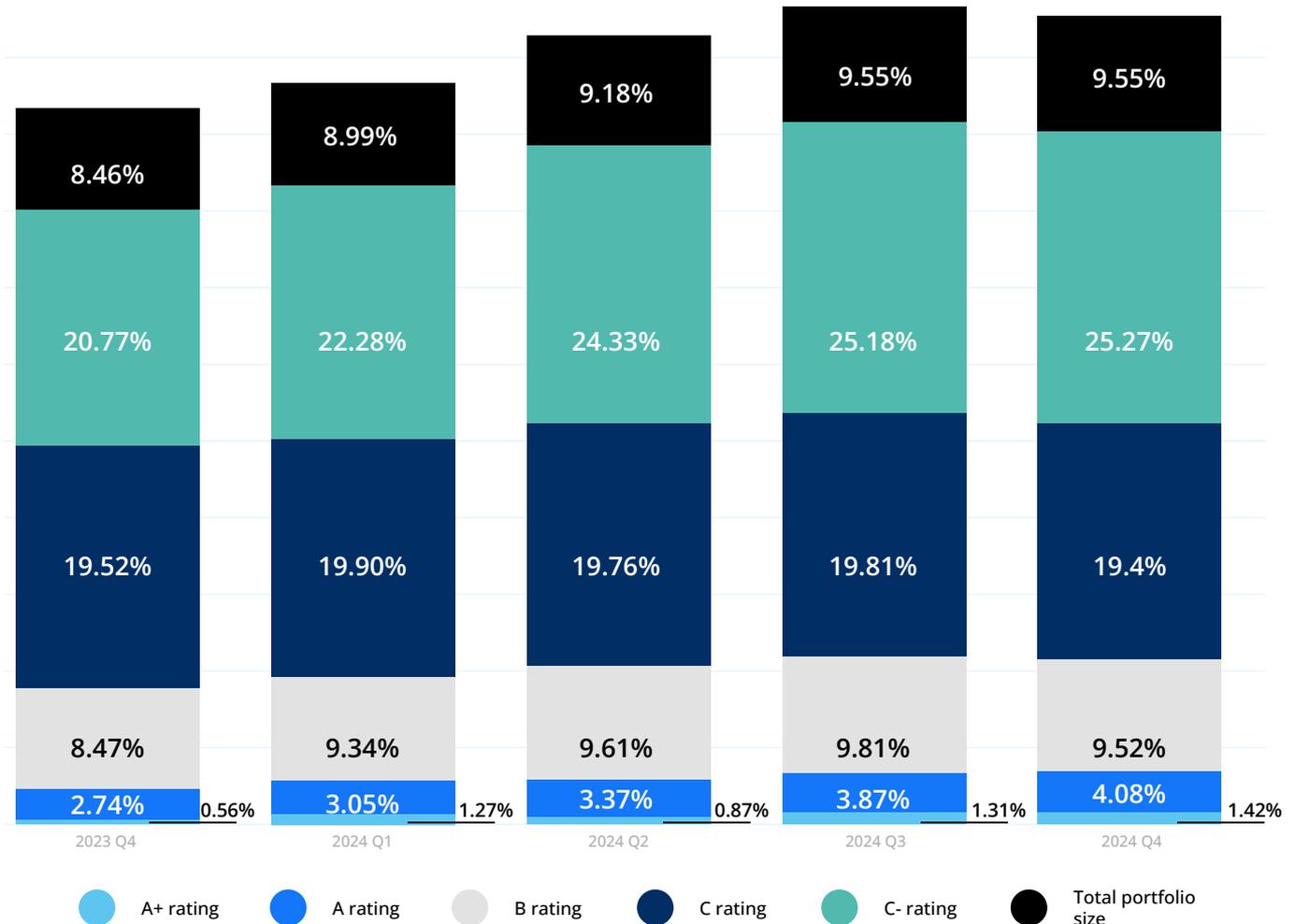
2) After 30 days of delay, the borrower's debt is registered with Creditinfo Lietuva UAB, and after 40 days of delay, the loan is transferred to a debt collection company.

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 2024 Q4, out of a total of EUR 214,6 million of loans granted, EUR 19,48 million (9%) were more than 90 consecutive days past due. The overall share of defaulted loans increased by 1,09% compared to the

same period a year ago.

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 2024, a total of EUR 673 thousand was recovered and distributed to investors from defaulted loan interest and credit installments.

The company recovered EUR 138 thousand of recovery and intermediary fees from these loans. At the end of Q4 2024, the total amount passed for collection amounted to EUR 24,625 thousand.

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:

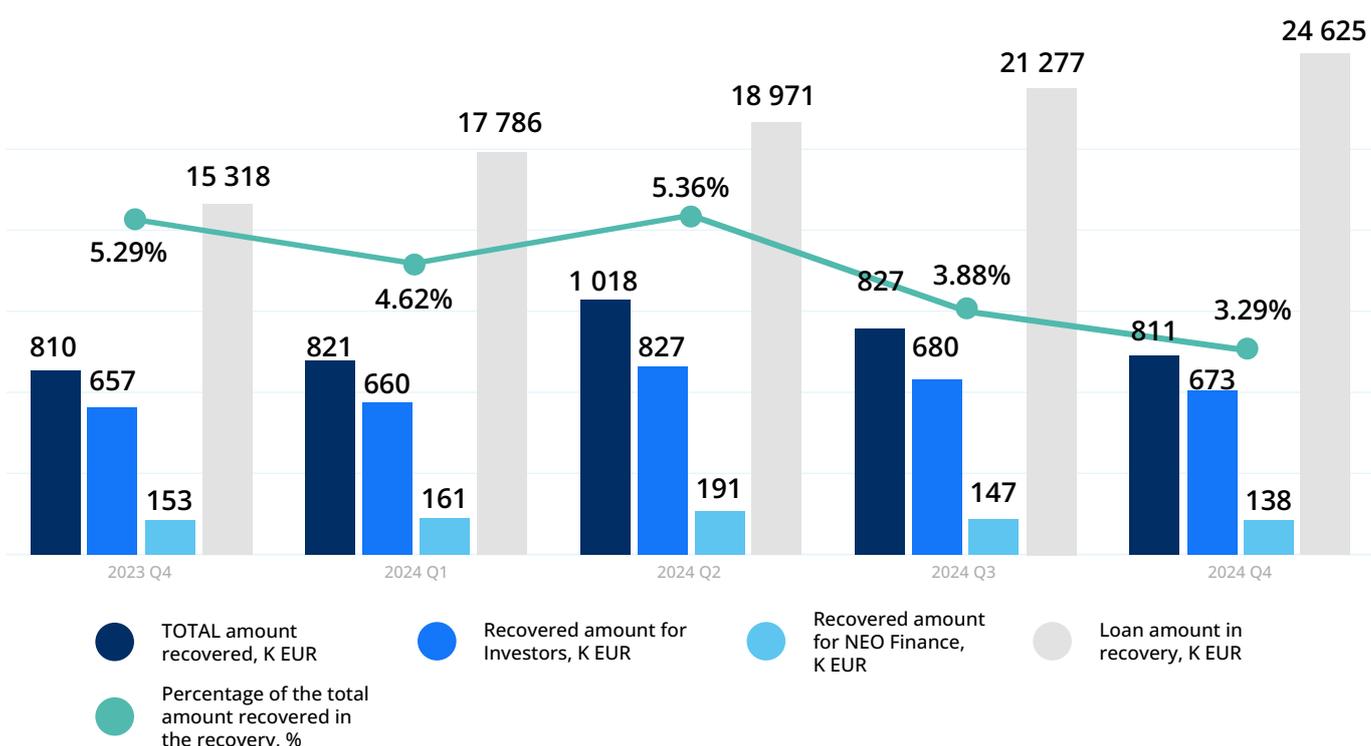
- The portion of the debt deducted from the minimum wage has been reduced to 10%, regardless of how many debts a person has.

- 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, K EUR



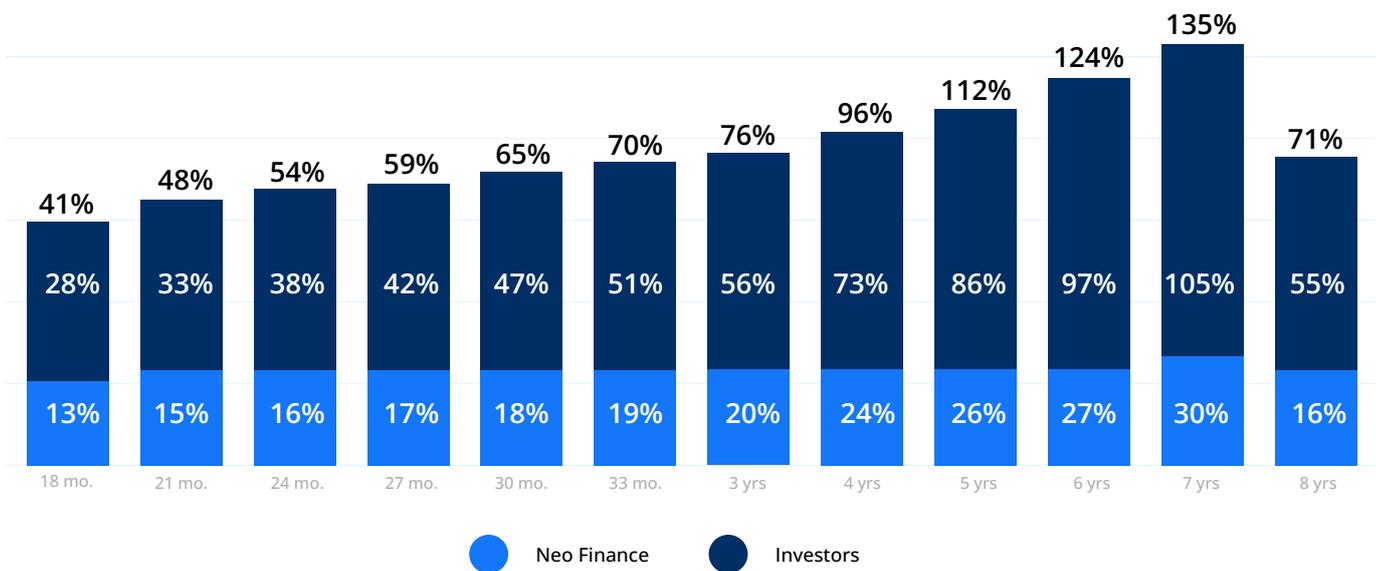
Recovery statistics

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

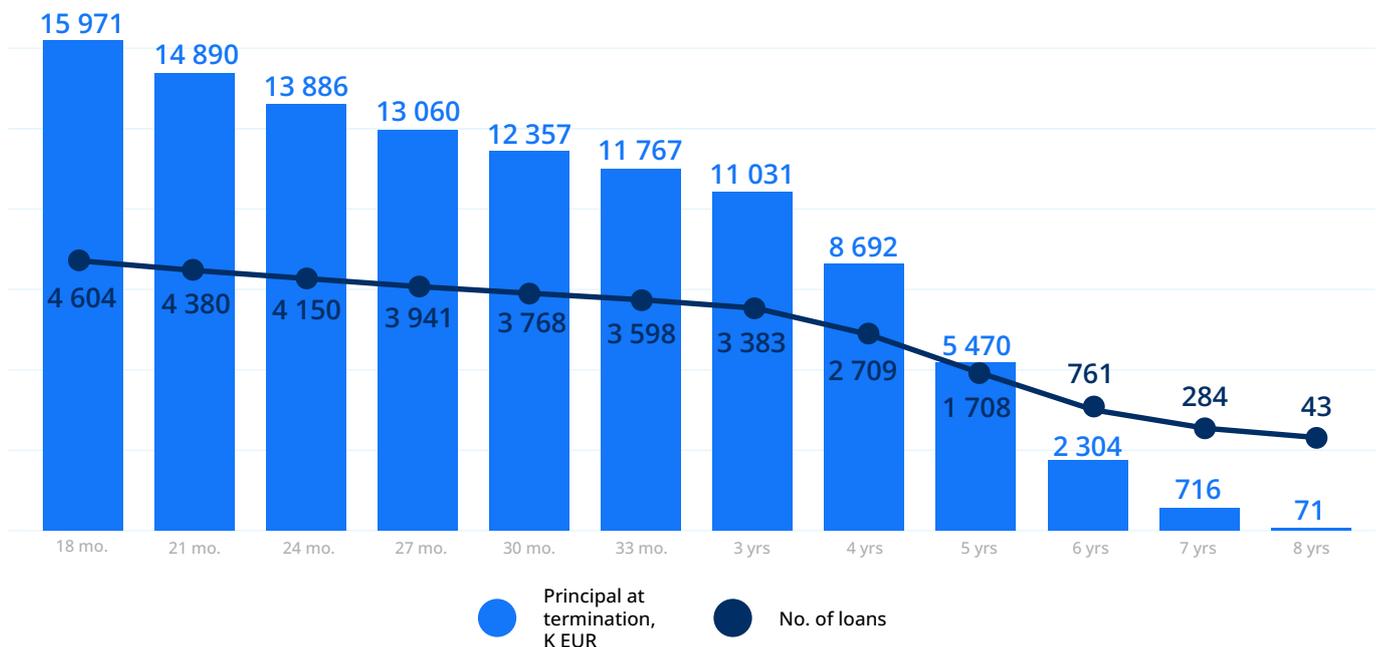
to court. The court process and enforced debt recovery by bailiffs may take time, but most of the overdue debts are recovered in time. For loans that were submitted for recovery 2

years ago, investors have recovered 38% of the outstanding amount at the time of termination, 56% 3 years ago, 86% 5 years ago and etc.

Recovered % of principal outstanding at termination



The amount of credit outstanding at the time of termination in K, EUR and the number of loan agreements transferred for collection.



Provision fund

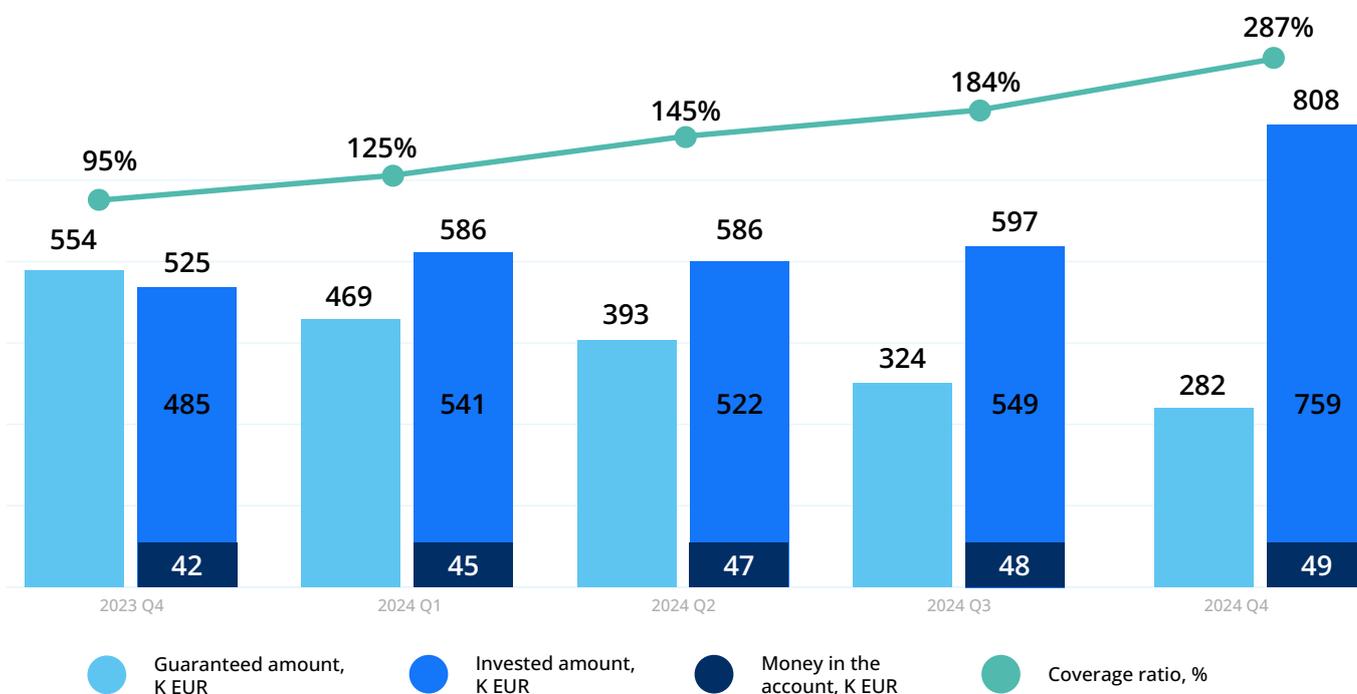
At the beginning of the platform's launch, Paskoly klubas offered investors the option to use a paid service of a Provision Fund, thus further reducing the investment risk. If you choose to invest using the Provision Fund, you sign a contract with the Company under which it agrees to act as a guarantor for the borrower of the consumer loan.

This means that if the borrower is one day late, the Company pays the repayments directly to the investor and then collects them itself from the borrower. For this purpose, the Company keeps money in a separate account and uses this money to make the payments to the investors.

At present, no further Provision fund agreements can be concluded. The provision fund service for new investments is discontinued as from 1 March 2022.

During Q4 of 2024, the Provision Fund paid out EUR 20 thousand to investors, compared to EUR 44 thousand in the same period in 2023.

Provision fund, thousand EUR



To manage liquidity risk, NEO Finance, AB calculates the sufficiency of the funds available to cover the liabilities of the Provision Fund. As of Q3 2019, part of the funds are invested in loans. The amount invested consists of the net value of investments in loans held by NEO Finance, AB, and

from this amount is deducted all liabilities of NEO Finance, AB (bonds issued, loans taken out). The other part is held in a separate bank account. The purpose of this account is to ensure the management of the company's internal cash flow. The company may use its other assets to

meet its obligations to investors.

At the end of Q4 2024, the amount accumulated in the provision fund account was EUR 808 K and the total guaranteed amount was EUR 282 K. The coverage ratio was thus 287%.

Buyback service

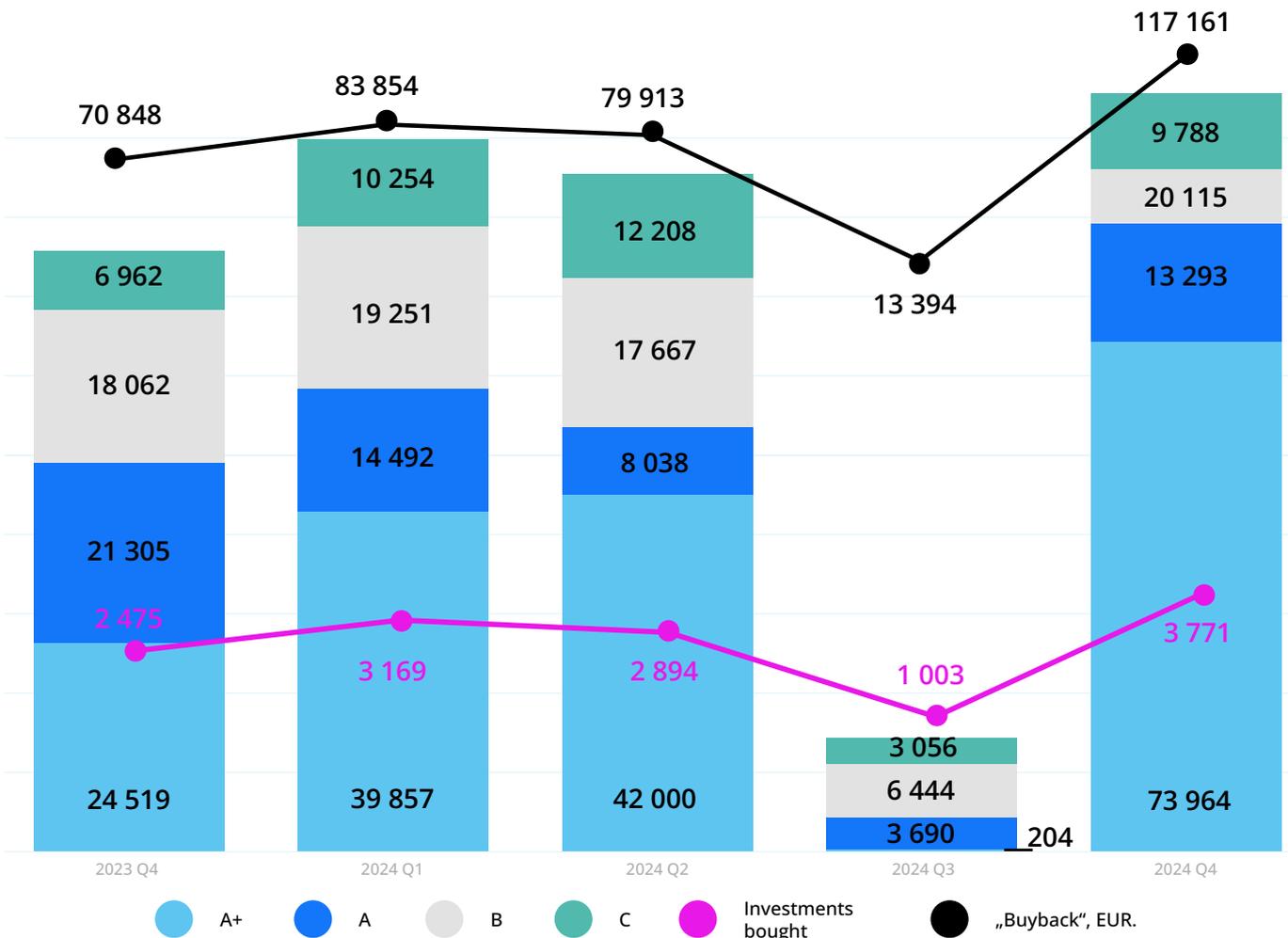
The “Paskolų klubas” offers investors a way to reduce the risk of non-performing loans by offering to buyback defaulted loans at market prices. In the event of the termination of the contract with the borrower, the Buyback service allows investors to sell an investment rated A, B or C to NEO Finance, 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.



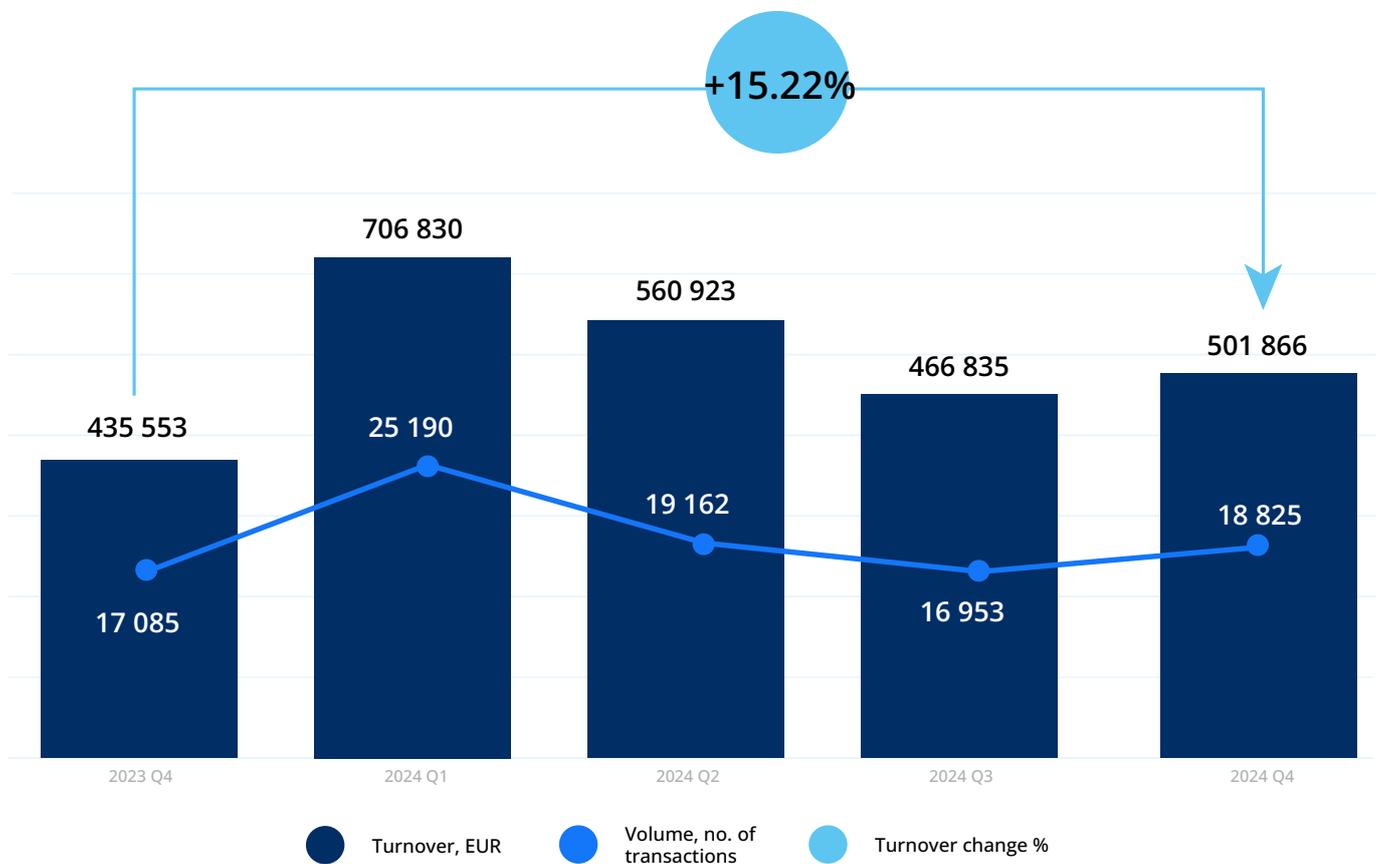
Secondary market

In the secondary market, lenders can buy and sell investments. The secondary market allows lenders to actively manage investments along with credit and liquidity risks.

Secondary market – the possibility for investors to buy and sell investments in consumer credits. Only investments owned by the investor under the ownership rights can be sold in the secondary market,

i.e. the consumer credit, in which the investor had invested, is already financed and the consumer credit funds are already paid out to the recipient of the consumer credit. If the investment is sold for less than it was bought for, it is deemed that the loan is being sold with a discount. If it is sold for more, it is considered that the investment is being sold with a premium.

In Q4 2024, the secondary market turnover amounted to EUR 502 thousand. Compared to the same period in 2023, turnover increased by 15,22%. The record investment sales this quarter can be attributed to the lower number of loan offers on the loan market, which allowed more investors to discover the opportunity to invest their funds more quickly by acquiring claim rights on loans funded in previous periods.



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 Paskolų 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

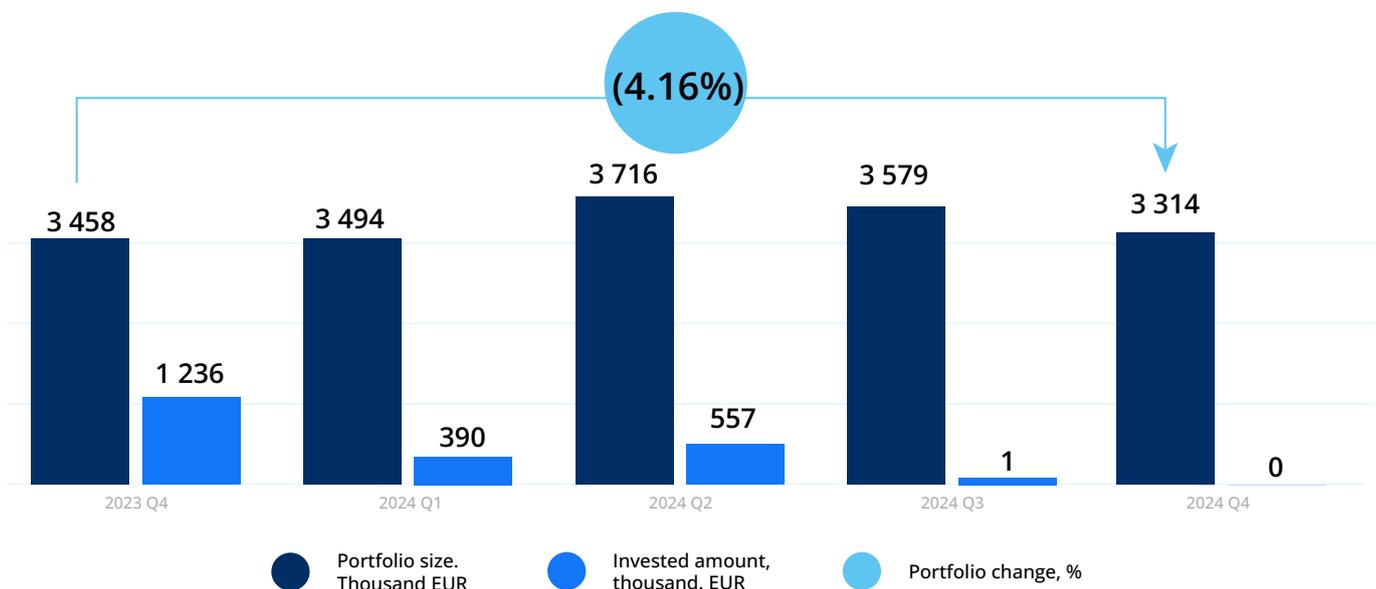
a pre-defined policy of interest management:

- 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.

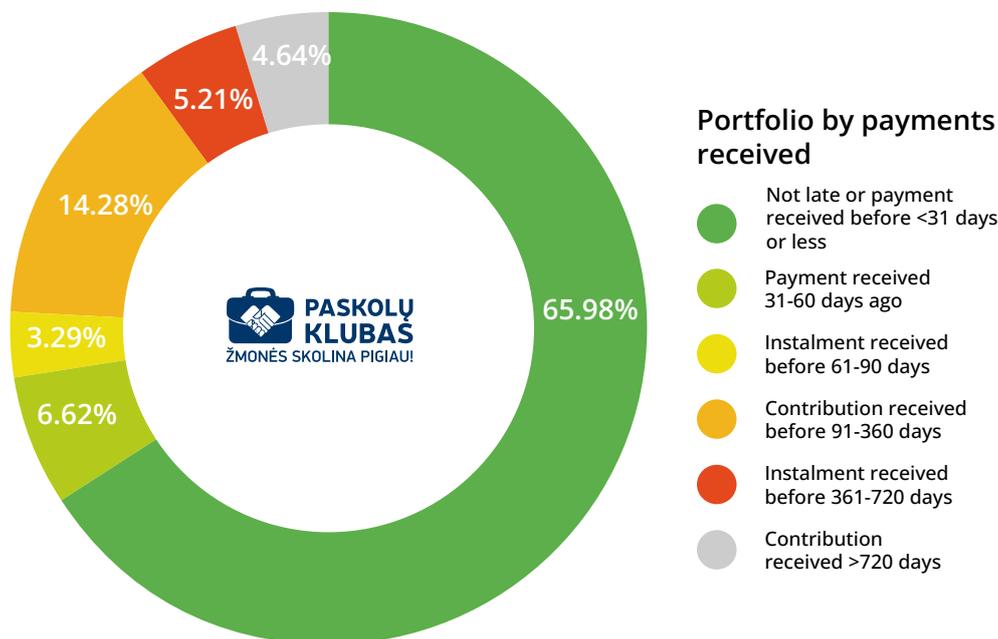
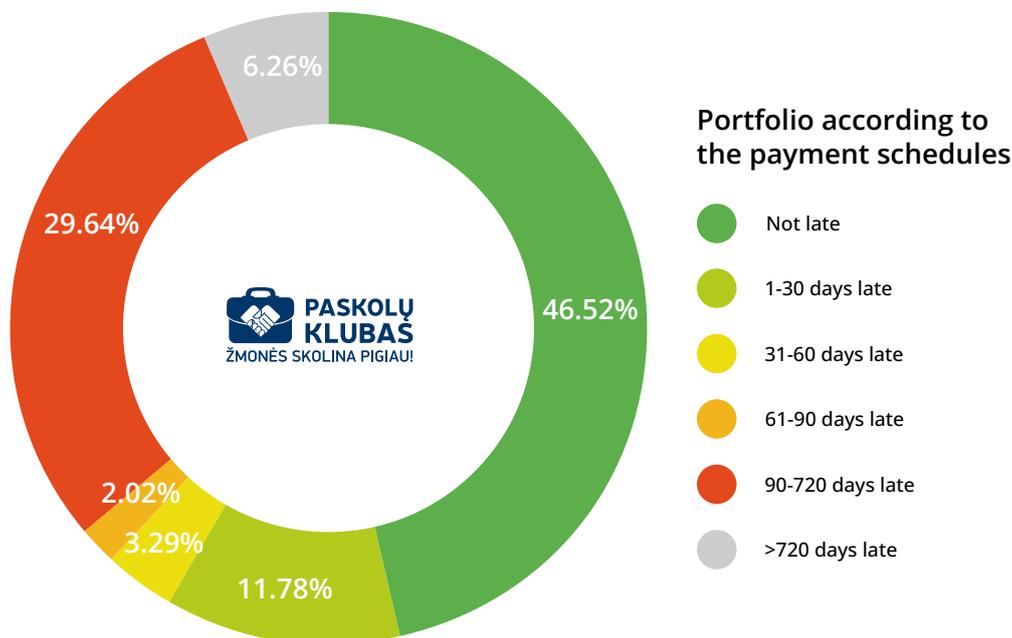
Q4 2024 The Company invested EUR 0 thousand in consumer loans. The decrease in the amount invested compared to the previous periods of 2023 is mainly due to The Company's decision to invest using another legal entity - NEO Finance B. V.. and NEO Invest1 and NEO Invest2.

In the fourth quarter of 2024, the company did not allocate any resources to consumer loans. This reflects a decrease in investment compared to the previous quarters of 2023. 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 of 2024, %



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

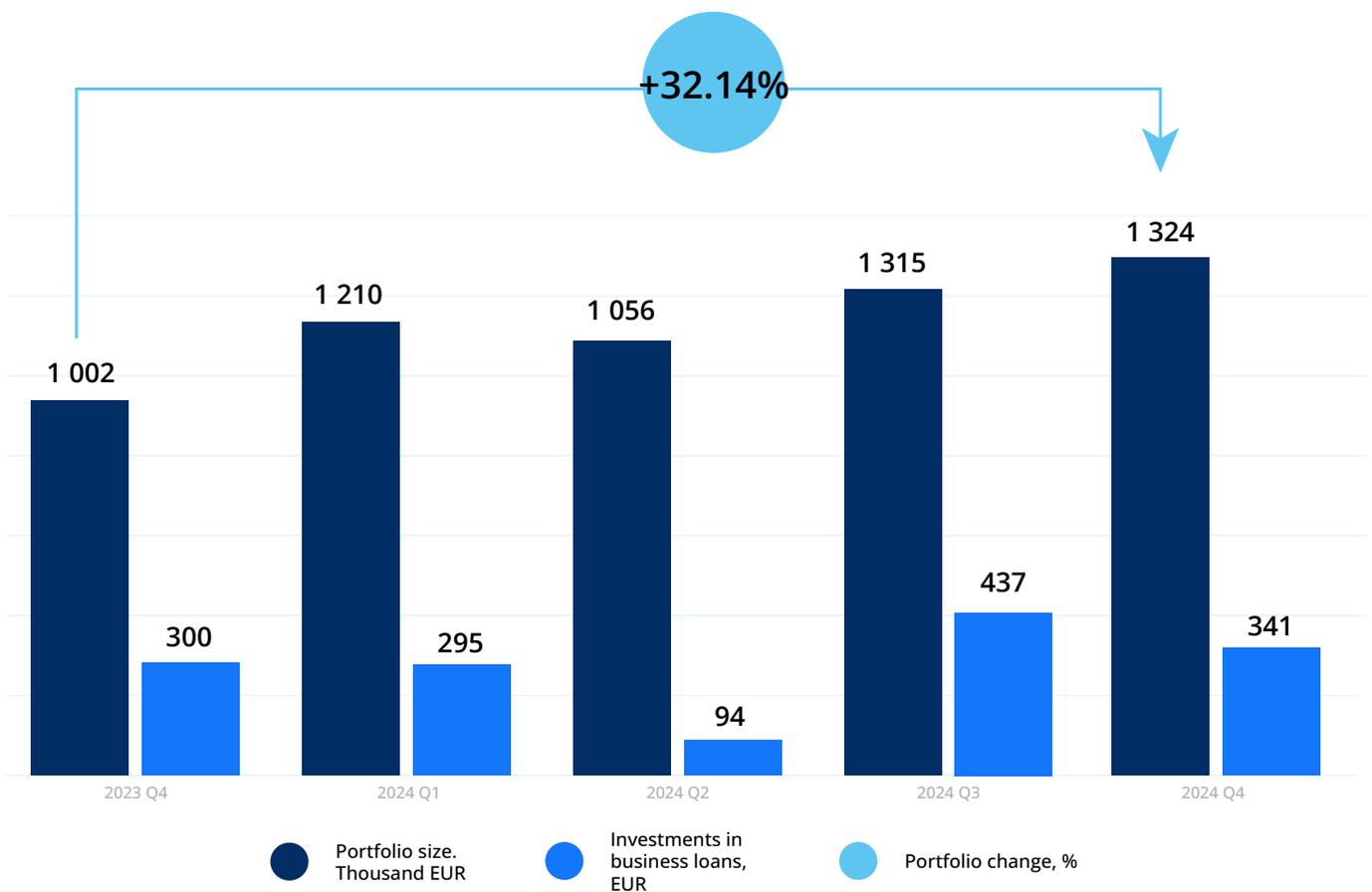
NEO Finance, AB invests in business loans on the FinoMark crowdfunding platform with other registered investors. When investing in business loans, the Company, as with consumer loans, aims to ensure timely funding of the loans

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

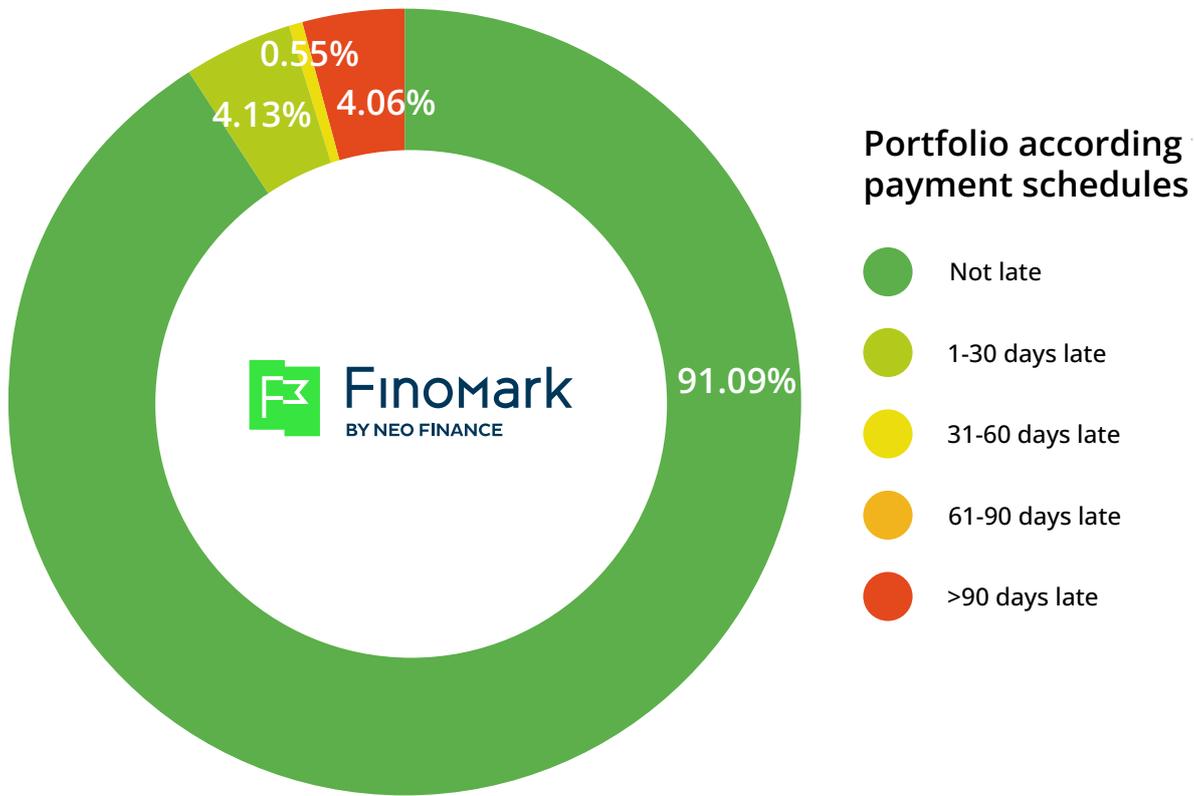
The regulation of crowdfunding is different from peer-to-peer lending. In these operations, unlike peer-to-

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



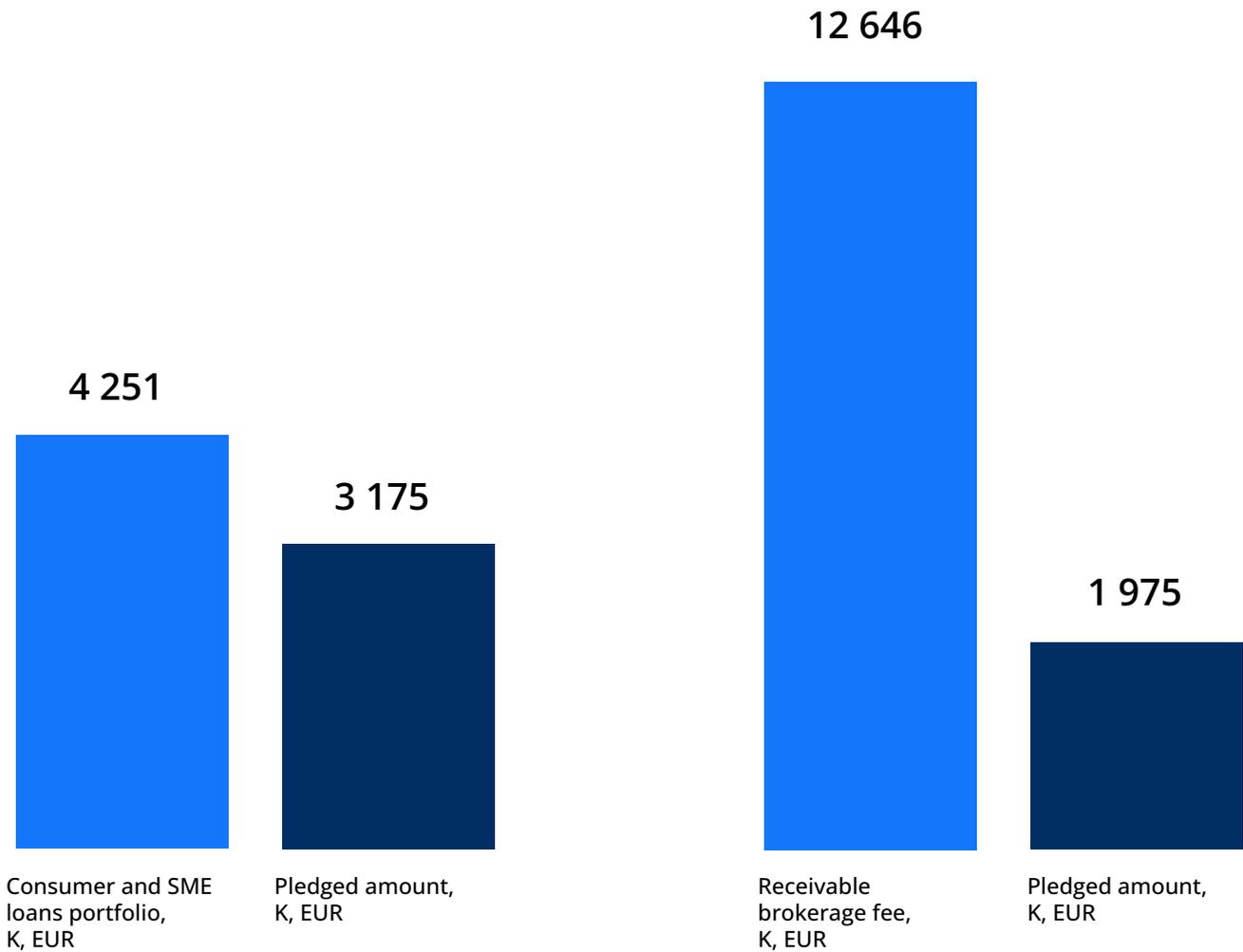
NEO Finance, AB Portfolio of investments in business loans, 2024 %



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 Q4 2024 was EUR 10.2 million.

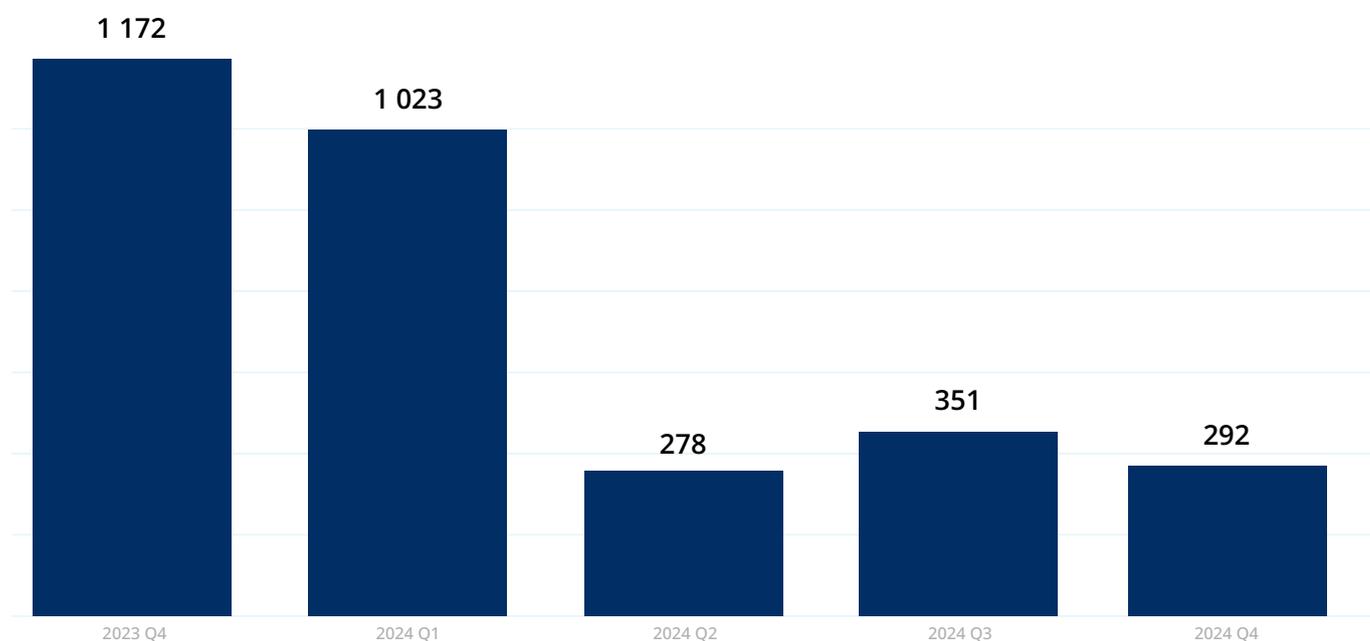
In August 2021, the company began collaborating with the institutional investor nordIX, a German fixed income asset manager.

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.



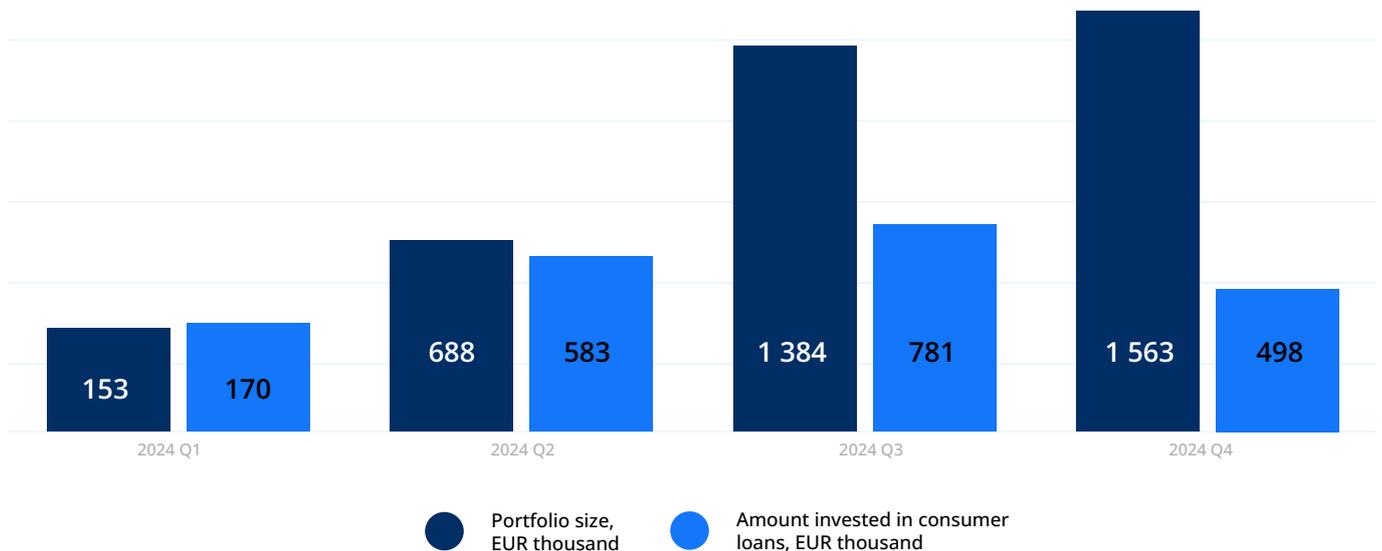
Starting in December 2023, NEO Finance, AB started investing in the peer-to-peer lending platform “Paskolų klubas” through its Dutch subsidiary NEO Finance B.V. This company, which until now has acted as a representative office to spread the NEO Finance name amongst investors in the Benelux, has a specific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

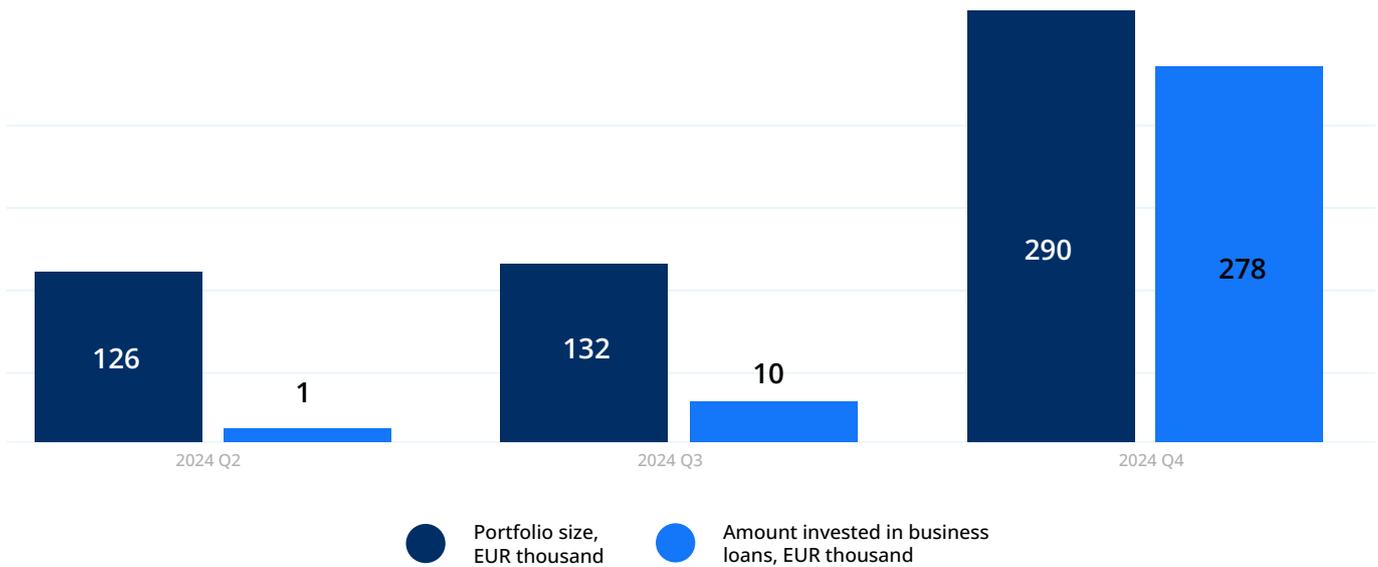
investments will be directed into consumer loans issued through the through the ‘Paskolų klubas’ (known to foreigners as NEO Finance) platform and Finomark platforms (known to foreigners as NEO Finance) platform, financed in accordance with the approved Conflict of Interest Resolution Policy.

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.



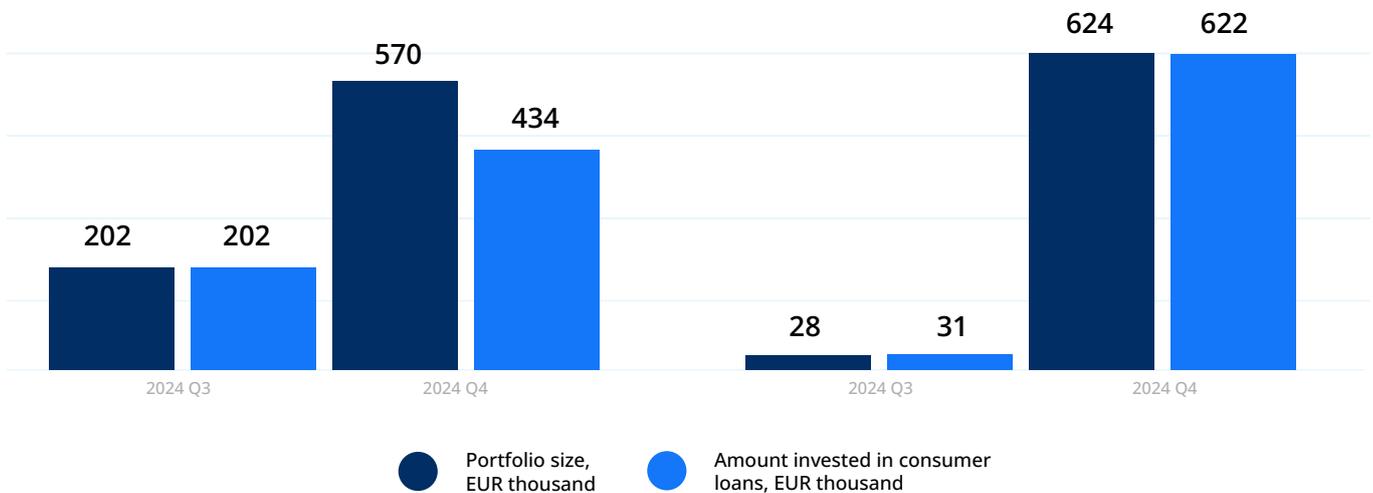
Subsidiaries NEO Invest1 & NEO Invest2

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.

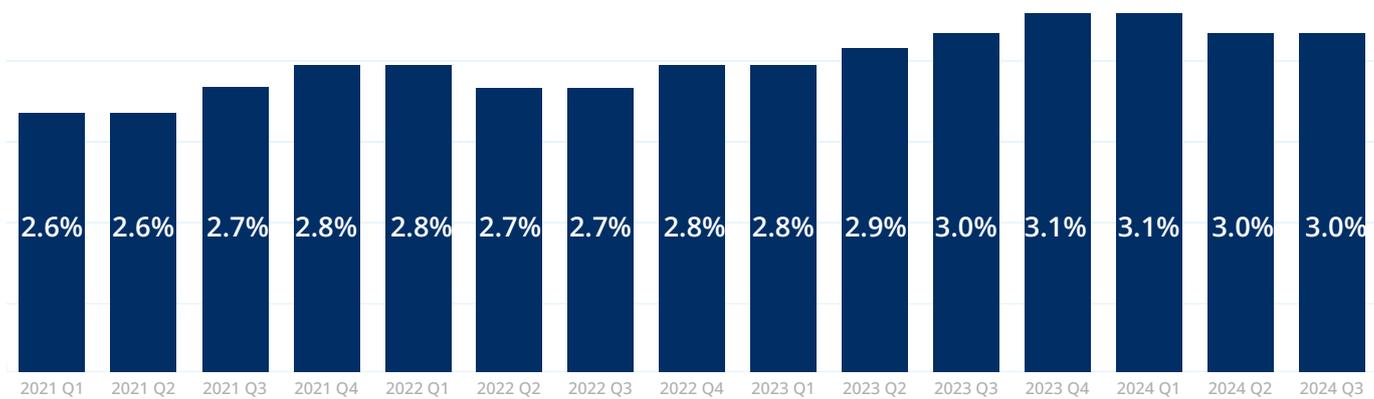
Portfolio and invested amounts of NEO Invest1 UAB

Portfolio and invested amounts of NEO Invest2 UAB



Market share

NEO Finance's platform Paskolų klubas holds a 3% share of the consumer loan portfolio market among major Lithuanian banks and other credit providers in Q3 2024. The company's primary goal is to increase its consumer loan portfolio share among competitors. Sources: Bank of Lithuania statistics.



**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 2024, Neopay continued to strengthen its position as one of the leading payment service providers in the Baltic region and beyond, focusing on technological innovation, international expansion, and enhanced customer experience. Throughout the year, we implemented a wide range of new solutions and features that brought tangible benefits to both merchants

and end-users.

Among the key achievements, Neopay introduced advanced tools to improve transaction visibility and success rates, including bank conversion rate tracking, enabling merchants to monitor user behavior across multiple payment attempts. We also enhanced our Account Information Service (AISP), expanding access to

consolidated account data in the Baltics, Finland, and Czechia, thus helping users better manage their finances across different providers. A notable milestone was the launch of 12Play, a tailored solution for online casino platforms, streamlining player onboarding and improving security through integrations like Smart ID and Mobile ID.

Additionally, by enabling payer name receipt for PIS transactions and introducing decoupled flow for one-click payments, we further improved transparency, security, and user convenience.

Neopay also significantly broadened its banking integrations and partnerships in 2024. We expanded our Payer Code Identification Service (PCSP), established a strategic partnership with global payments leader Adyen, and deepened collaboration with BNP Paribas, enabling us to offer an even wider array of payment solutions, including Apple Pay, Google Pay, and card processing, while improving transaction speed and security. Our entry into the Polish market marked a key step in our regional growth

strategy. Through direct connections to Polish banks, virtual IBAN issuance, and partnerships like BLIK and BNP Paribas, Neopay now offers fully integrated PLN payment solutions, already onboarding significant Polish clients.

Looking ahead, 2025 will be a year of scaling and further technological advancement. Having seen over 30% growth in PIS transactions in 2024, we aim to continue expanding our payment initiation services, particularly focusing on Poland and other EU markets. We will also maintain strong emphasis on security and compliance, following multiple system upgrades to enhance data protection and transaction safety in 2024.

Overall, Neopay remains committed to delivering innovative, secure, and flexible payment solutions, supporting merchants and users across Europe, and driving forward our vision of seamless, user-centric financial services.



2024 developments at Neopay

The 2024 brought exciting developments at Neopay. Here's a brief overview of the features and solutions introduced and updated:

Expansion of AISP Service: Neopay expands its Account Information Service (AISP) in Baltics, Finland, and Czechia, allowing users to access consolidated information about their payment accounts from various providers in one place. This expansion improves financial management and accessibility for users across multiple regions.

Payer Name Reveal with PIS Transactions: Neopay enables the reveal of payer names after successful Payment Initiation Service (PIS) transactions with Wise (Europe) and Coop (EE) banks, enhancing transactional transparency and record-keeping for merchants.

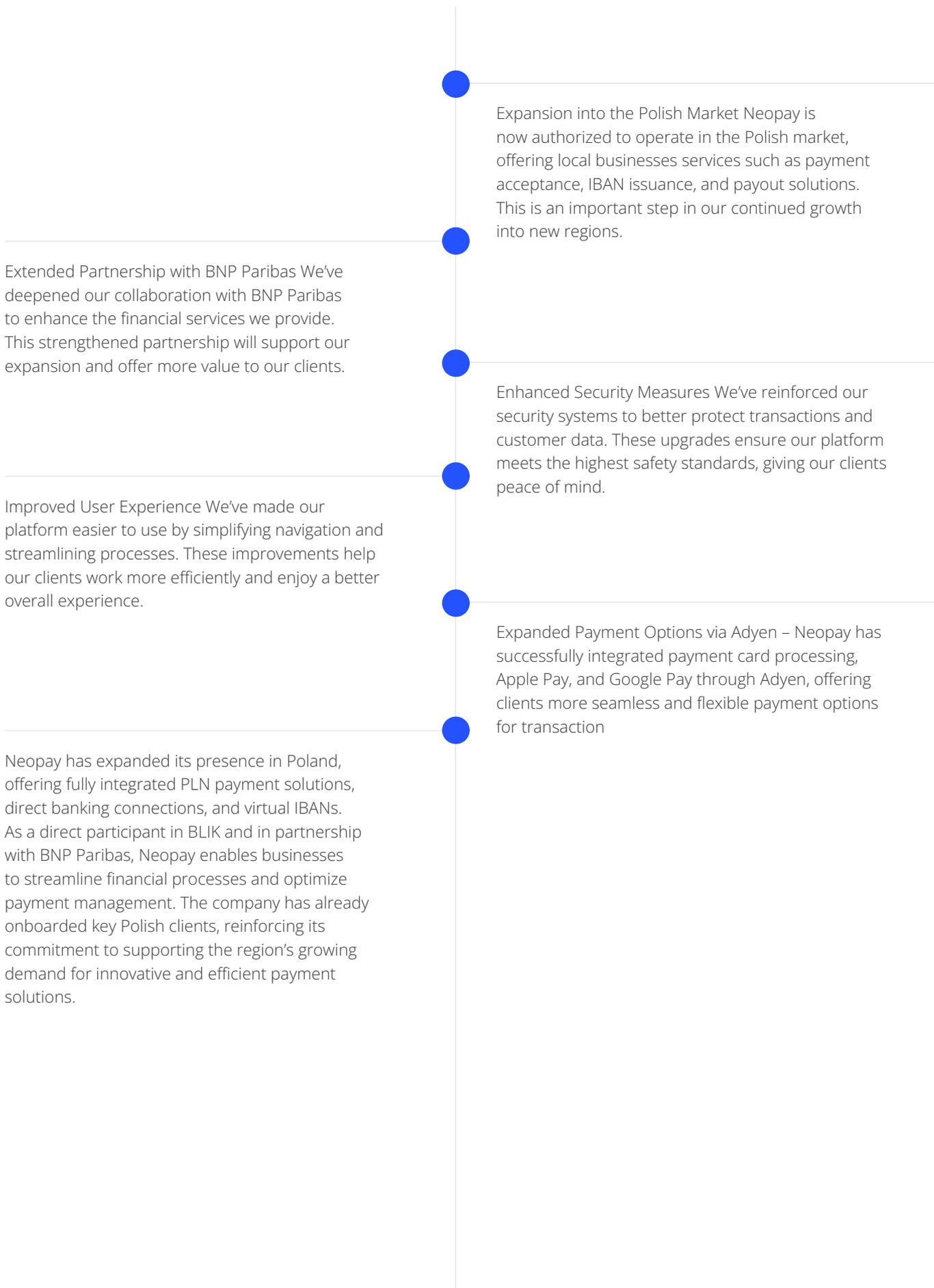
Expansion of PCSP Service: Neopay expands its Payer Code Identification Service (PCSP) to Urbo (LT) and LHV (EE) banks, further enhancing payment security and identity verification for businesses and customers. Neopay Partners with Adyen – Neopay has established a strategic partnership with Adyen, a leading global payments platform. This collaboration aims to expand payment solutions and enhance transaction efficiency for clients.

Bank Conversion Rate Tracking: Neopay introduces a feature enabling merchants to track user transactions across different attempts, particularly valuable when successful payments are not achieved on the first try. This tool allows merchants to monitor how many payment attempts users needed to successfully pay an order, enhancing transaction visibility and analysis.

12Play Product: Neopay introduces the 12Play product, a solution tailored for online casino platforms. It enables quick collection of basic player information using Smart ID or Mobile ID, enhancing compliance, security, and user experience while streamlining player onboarding processes.

Decoupled Flow for One-Click Payments: Neopay introduces decoupled flow for one-click payments, offering users a seamless payment confirmation experience within the Neopay widget without redirection to the bank. This feature streamlines the payment process and improves user convenience.





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.

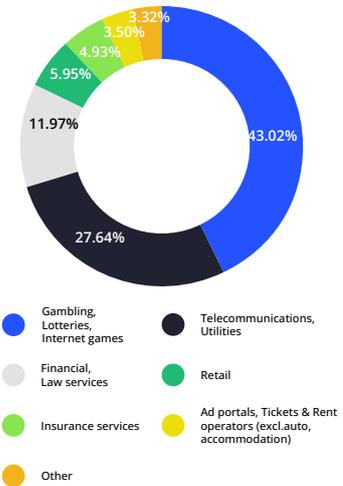
12Play Personal Confirmation

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.



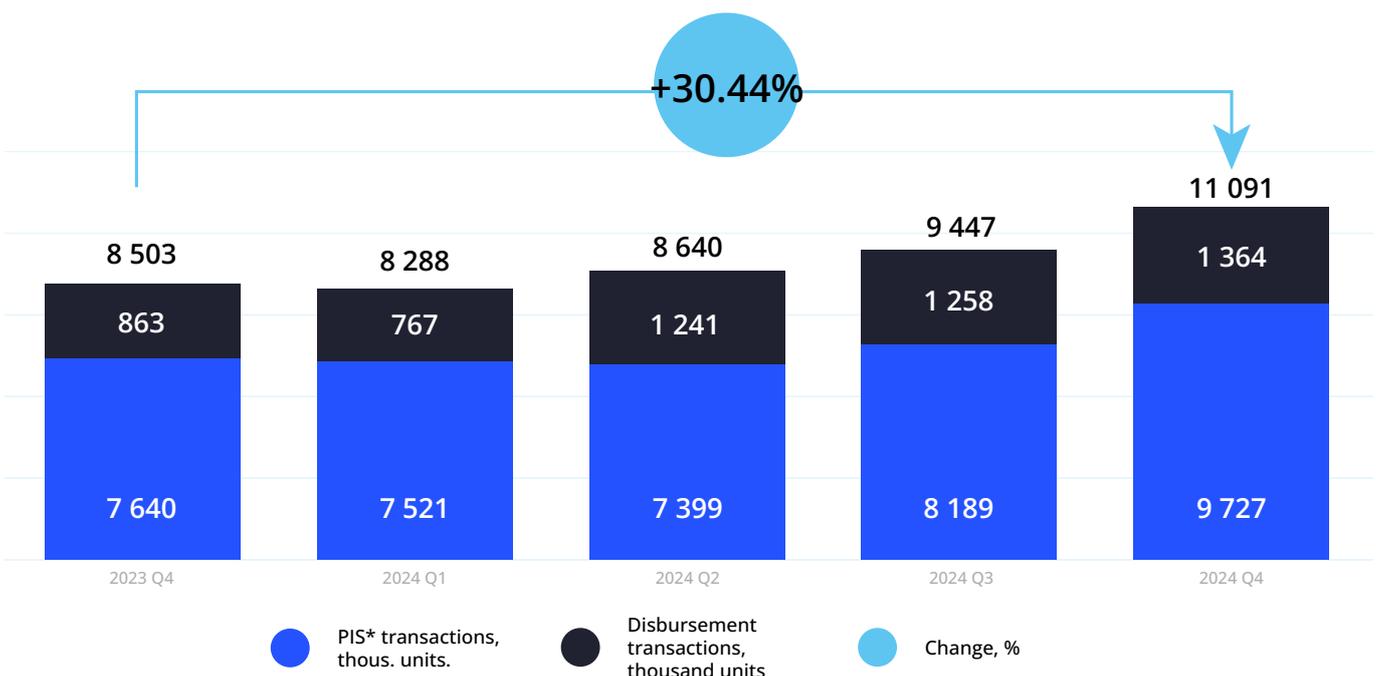
Neopay transaction statistics

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

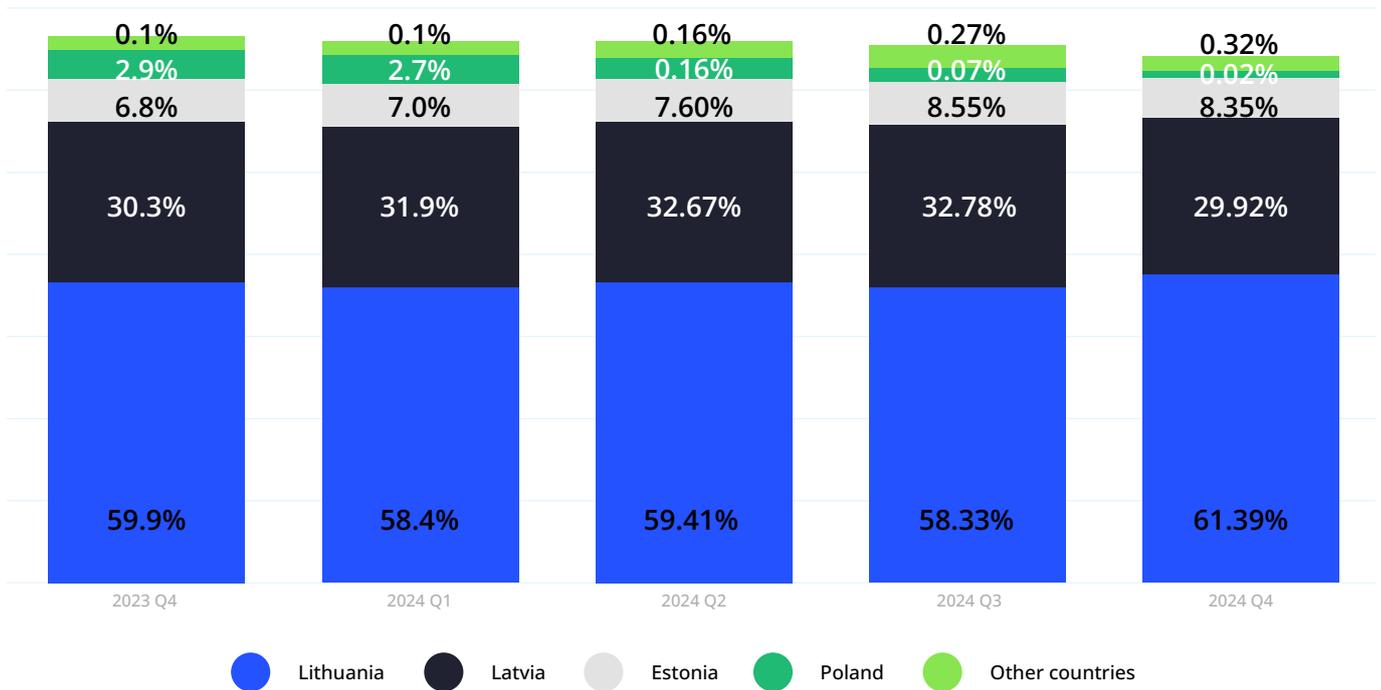
be used either by e-shops for refunds on goods returned by customers or by iGaming and gambling companies to pay out winnings to their customers.

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



The year 2024 was a transformative period for FinoMark. Over the course of the year, team focused on optimizing platform efficiency and enhancing the experience of both investors and borrowers. These efforts contributed to strong performance and FinoMark's record-breaking achievements.

Financial Performance

In 2024, FinoMark's revenue grew 7% to EUR 326,967 in 2024, with gross profit rising 7% to EUR 271,680, reflecting market expansion and investor trust. Cost of sales increased 8% to EUR 55,287 due to platform enhancements. Pre-tax losses rose to EUR 93,676, driven by investments in technology, borrower assessment, and security. These strategic

investments positions FnoMark for future profitability and sustainable growth.

Key Developments & Achievements

Throughout the year, we enhanced platform security and investment options by increasing BuyBack protection to EUR 1,500, introducing penalties for collateral delays, and refining credit assessments.

In August, we launched short-term loans, expanded collateral options, and began developing a secondary market for greater liquidity. Additionally, we automated payment processing, improved borrower monitoring, and enhanced investor insights with clearer portfolio data and structured investment documents.

New Partnership

FinoMark initiated a collaboration with BNI (Business Network International), which has enhanced visibility within the business community. This partnership allows to attract high-quality borrowers

while providing investors with access to a diverse range of vetted investment opportunities. Additionally, membership fees for BNI are now financed directly to the organization's designated account, ensuring seamless transactions and reinforcing commitment to facilitating business growth through strategic partnerships.

Record-Breaking Q4 Performance

The fourth quarter of 2024 was the most successful in FinoMark's history. Loan issuance surged by 187.5%, reaching EUR 1.997M, and portfolio expanded by 11.09%, surpassing

EUR 5.5M. The quarter also marked lowest default rate ($\leq 4\%$), reinforcing its position as a low-risk crowdfunding platform.

Outlook for 2025

Looking ahead, FinoMark will continue to build on this momentum by scaling secondary market feature, further enhancing borrower evaluation methods, and expanding investor base. Ongoing focus on technological innovation, security, and regulatory compliance will ensure that platform will remain at the forefront of the crowdfunding industry.



2024 developments at FinoMark



In April additional fees in favour of Investors:
Additional FinoMark fees in favour of Investors in case of late submission of collateral by the borrower. This provides even more security and responsibility when investing.

In April improvements to the list of investments:
The list of investments provides Investors with an additional marker to distinguish which loans have been invested in with BuyBack protection. This provides a quicker and clearer view of the security of the investment.

In May updates to project photos: we now have the opportunity to show Investors even more of the projects we are proposing to invest in, with more detailed and higher quality photos. This will help us to better understand the investment potential and select the most suitable projects.

In May application completion enhancements.
This will facilitate the data submission process and ensure greater accuracy.

In May, the list of companies utilizing the FinoMark crowdfunding platform for business funding was updated.

In May, the FinoMark platform's loan market feed was optimized to save clients time and ensure a smoother browsing experience.

In June improved FAQ: Improved FAQ for FinoMark users, both Investors and borrowers. It is now even more user-friendly and informative so that you can find answers to your questions faster.

In July, Enhanced Data Protection: Updated login measures have been implemented to ensure better protection for borrowers' and investors' data.

In July, Secondary Market Feature: FinoMark has begun developing a secondary market feature, providing investors with additional opportunities to diversify their investments.

In July, Optimization of credit assessment algorithms:
We have optimized our credit assessment algorithms to provide more accurate information and perform more precise assessments, benefiting investors.

In August, Statistics Updates: We expanded and updated FinoMark's statistical data to offer investors more insights into the platform's performance and results.

In August, New Service for Borrowers: We are testing and developing new products for investors, including short-term loans on the marketplace. This offers more investment diversification options and attracts more unique projects.

In August, Expansion of Collateral Options: The list of collateral options has been updated, allowing vehicles to now be used as collateral on the platform.

In September, Monitoring of Financial Statements: We have streamlined the system for more efficient monitoring, analysis, and verification of borrowers' financial statements.

In September, Launch of oAuth: FinoMark, in collaboration with NEO Finance (Paskolų klubas), launched the oAuth feature, enabling investors from Paskolų klubas to seamlessly migrate to FinoMark with just one click if they already have an account.

In September, Document Submission for Borrowers: Additional system updates have been implemented to ensure faster and higher-quality document submission and credit assessment processes, enhancing data protection and delivering more value to investors.

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Reliable Borrower Information – Additional details on borrowers with a successful repayment history are now available on the marketplace, helping investors better assess borrower reliability.

Team Expansion – A third committee member joined the team, ensuring faster decision-making and more effective risk management.

Registration via NEO Finance – A new registration option through NEO Finance has been introduced, offering users a simplified and faster onboarding process.

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Portfolio Value Transparency – Investors now receive clearer and more detailed insights into their portfolio value and performance.

New Fee for Non-Compliance – A penalty fee has been introduced for borrowers who fail to comply with loan agreement terms, encouraging better contract adherence.

BNI Partnership – A collaboration with BNI (Business Network International) has been initiated, with membership fees financed directly to the organization's designated account.

Financial Reports Integration – Loan managers now enter borrowers' financial statements before submitting a project to the committee. Automated calculations help determine the maximum loan amount, improving risk assessment.

Ongoing Financial Monitoring – Borrowers' financial situations are continuously monitored throughout the loan period to ensure stability.

Enhanced Borrower Evaluation Form – The borrower risk assessment form has been improved to provide a faster and more accurate evaluation process.

Key Investment Information Document – Investors now receive a structured document with essential details on each investment, helping them make informed decisions.

Notifications for Expired Access Consent – Investors now receive alerts when their access consent expires, ensuring uninterrupted account balance updates and accurate reporting.

Automated Payment Processing – Work has begun on automating the allocation of payments made outside of the Payment Initiation Service (PIS), improving efficiency and processing speed.

Project Information for Non-Logged-In Investors – Visitors to finomark.It can now view available marketplace projects without logging in, gaining insights into companies, loan requirements, and pricing.

Custom Payment Date for Borrowers – A new feature is being developed to allow borrowers to choose their preferred payment date, helping them manage repayments more effectively.

Enhanced Client Identification Questionnaire – The Client Identification Questionnaire has been updated to include more comprehensive data, ensuring a better understanding of client needs, financial situations, and regulatory compliance.

Maximum Loan Amount Limit – A defined cap on the maximum loan amount per legal entity has been introduced, supporting risk management and transparent lending practices.

Social Finance Project – A social finance initiative was successfully implemented, where FinoMark and investors contributed to the Order of Malta Relief Organisation, supporting community-driven projects and social well-being.

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:

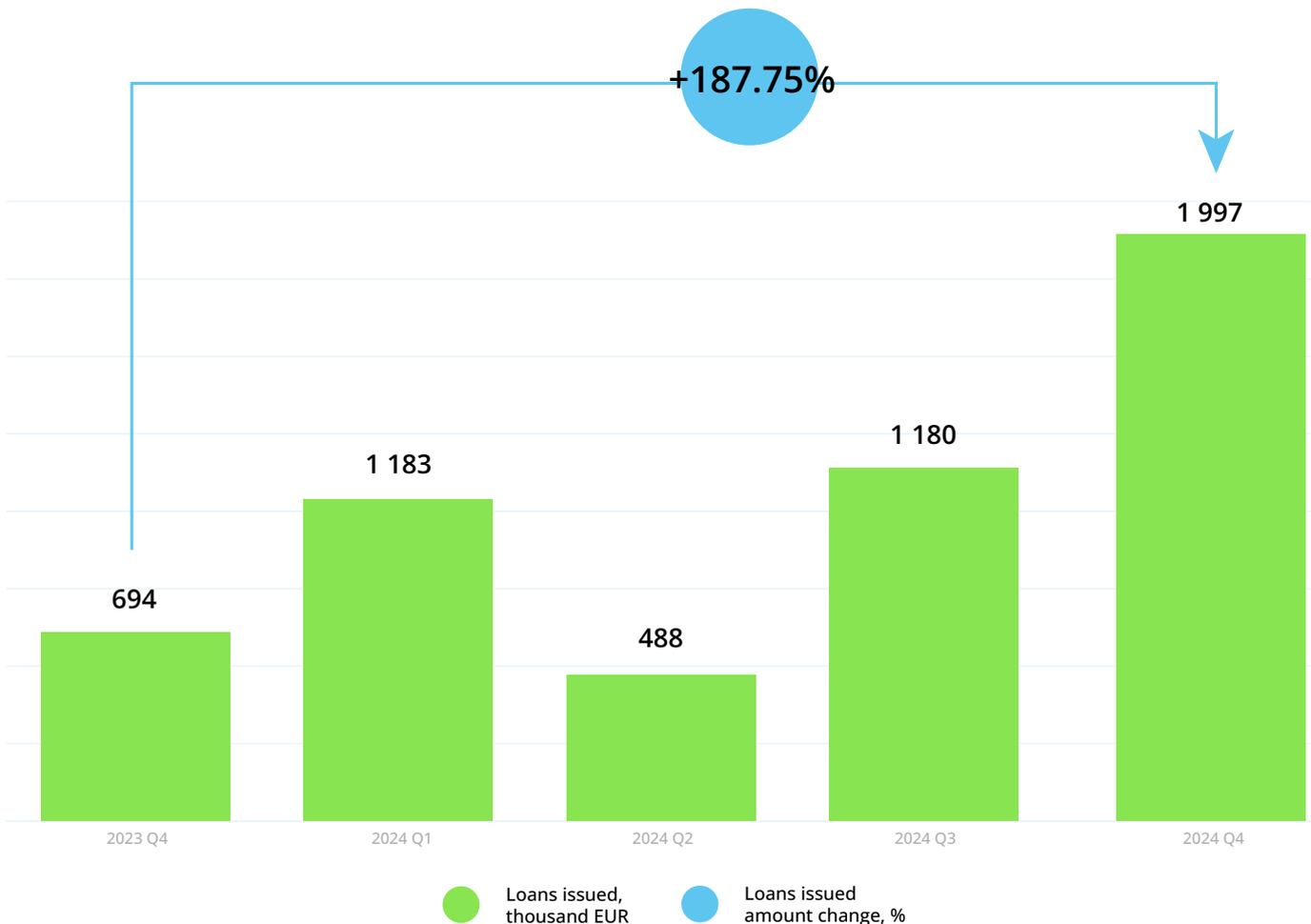
- Guarantees from individuals and legal entities;
- Pledging of real estate by way of first mortgage;
- Pledge of the property complex with a first mortgage;
- Pledge of transport/equipment/equipment by way of first mortgage.

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

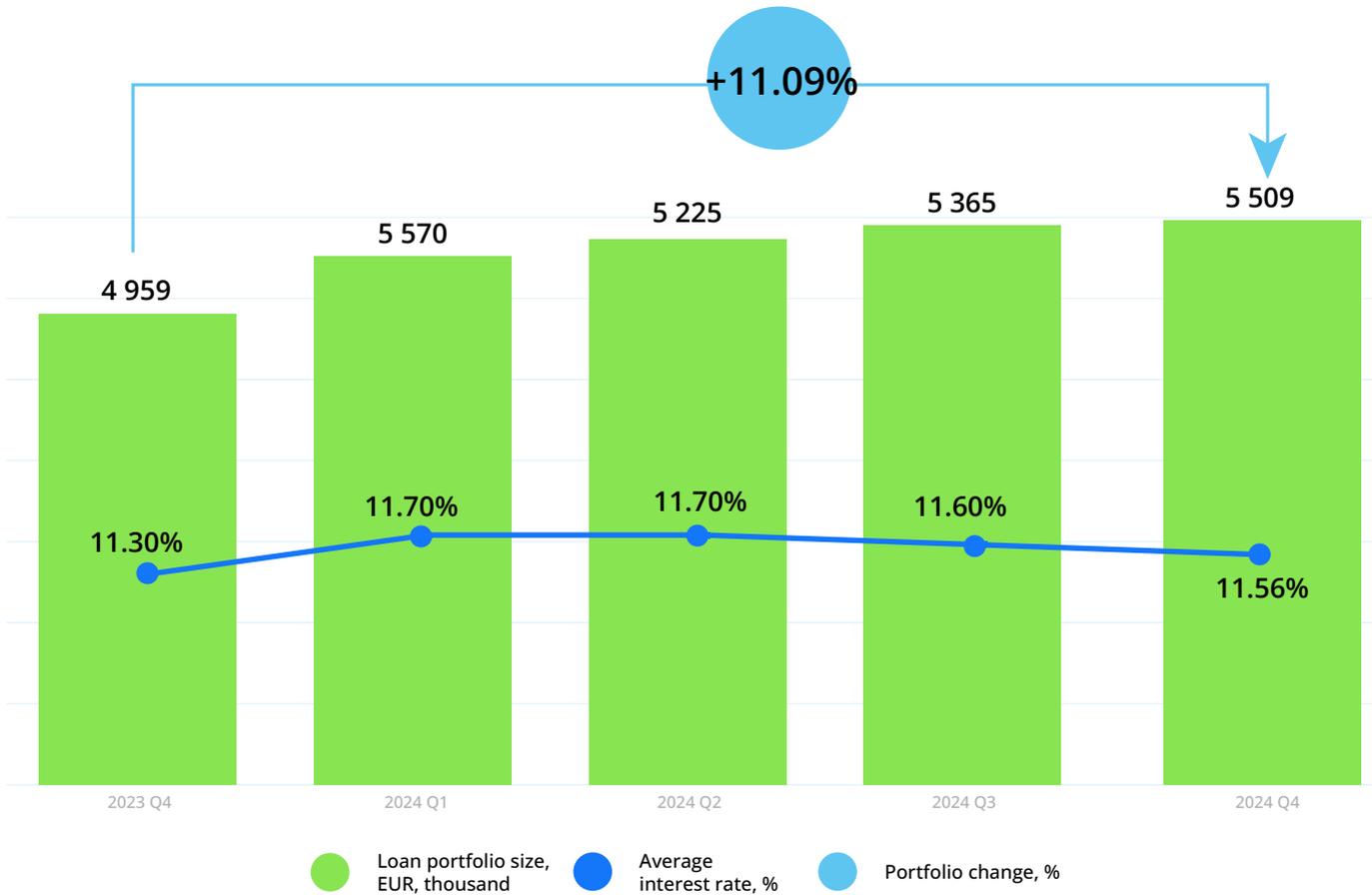
The company's vision is to provide specialised financing solutions for different business sectors. FinoMark's lending volumes vary over time in order to position itself in the market and to find the most favourable options for its clients and the highest value for investors.

In the fourth quarter of 2024, FinoMark issued EUR 1 997 thousands of loans, which was 188% 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, growing by 11% year-on-year.

FinoMark issued business loans, thousand, EUR



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





Historical average
loan term

25.94 months

Over the whole
period, the interest
paid amounted to

EUR 1 229 576

Historical average
loan amount

EUR 29 415

Historical average
interest rate

11.56%

Number of investors

4 471

