

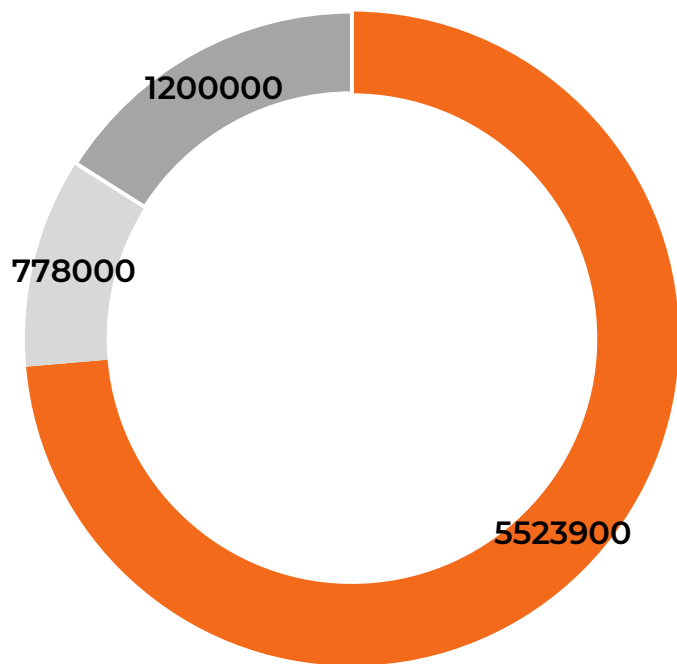
NORDSTREET

2023 year in review

Annual report

Throughout 2023 funded **107 projects** worth **7,4 mln.**

The average annual interest rate **12,38 %**



7.498.300

During 2023 attracted over **7.498.300** investments of which:

- business loans secured by real estate **5.523.900 mln**
- business loans **778.000**
- remaining amount is BTL with almost **1,20 mln**

Main data of crowdfunding platform

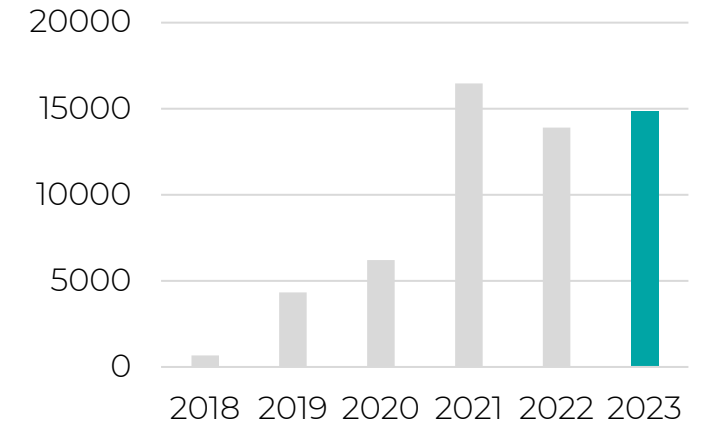
Used recommendations 2102

First time platform investments 714,844 Eur

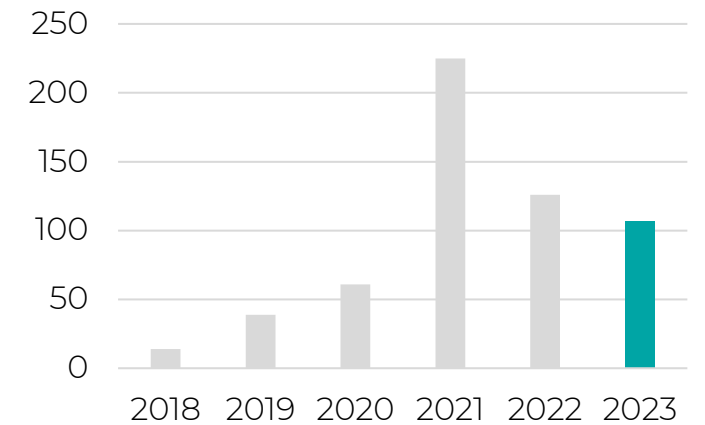
Total value of funded projects	2018	2019	2020	2021	2022	2023
	€ 956 000	€ 3 484 000	€ 6 321 000	€ 13 650 000	€8 455 000	€6 310 000

"Nordstreet's" technical department has grown into a separate company – „Crowdsoft."

Investment operations



Financed projects



Investor

The average investment **738 Eur**

1299

First time investors

130000

Largest investment of one investor

x2,3

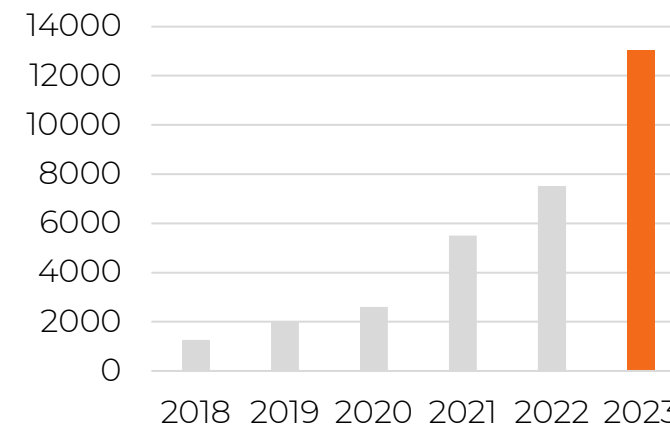
Men invest 2.3 times more than women

31-40 m

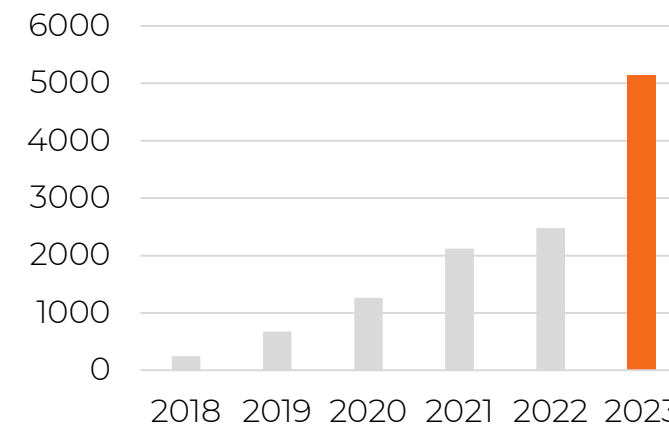
The largest group of investors is aged 31-40, however, the 51+ age group constitutes 15%, while those younger than 20 years old make up about 2% of investors.

The majority of investors are citizens of Lithuania, the United Kingdom, and Italy.

Registered Users



Active investors



Projects

The projects are being developed in Lithuania, Estonia, and Spain in 2023.



Largest project:

One stage **243500 Eur**

Storage facility, Lietuva

Largest project:

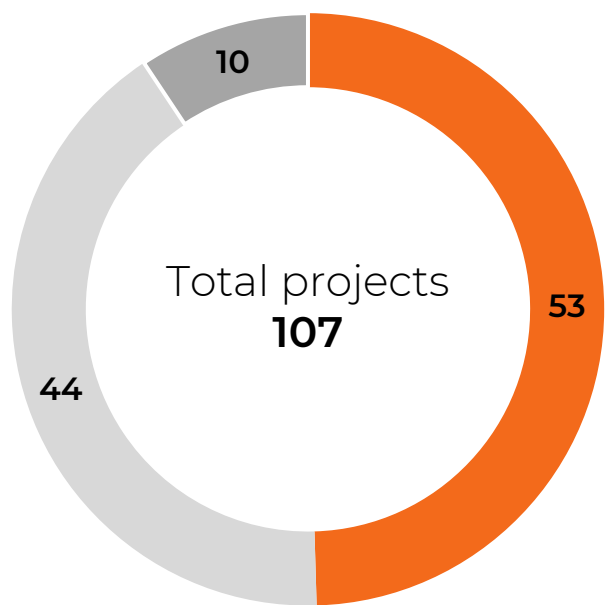
Several stages **977600 Eur**

Commercial premises complex: storage, retail, exhibition spaces, offices, etc., Lithuania.

Largest amount of investors in one project **489**

Solar power plant park, BTL, Lithuania

Projects analysis



■ RE ■ Business Loans ■ BTL

The highest interest rates (including penalties and compensatory interest) - **22,3 %**

Secondary market investments - **229.317**

	RE	Business Loans	BTL
Amount	5523900	778000	1196400
Investitions	9721	3014	2090
Average interest rate	12 %, (min 10, max 14 %)	14%, (min 12, max 16 %)	5 %, (min 3, max 7 %)

Problem solving

In 2023, successful closure or recovery was achieved through peace agreements or collections

20 projects, and recovered **2.064.000** Eur.


The annual return from the largest recovered project (including penalties, compensations) reached **22%** and **19%** instead of the planned 12%.

In the category of business loans, only **1** loan out of those issued in 2023 is overdue.

Market analysis and forecast (cons)

- In 2022, only 10 competing platforms were actively operating. In 2023, there are already more than 20 registered platforms. All of these platforms compete for the same investors and projects.
- The ECB's 10 consecutive increases in the base interest rates had a negative impact on the real estate market. During 2023, the interest rates for new mortgage loans increased from 4.42% to 5.64%, while the average of 12-month loans issued per month decreased from 179.5 to 167 million euros.
- The 9.1% annual inflation raised living costs and reduced residents' expectations.
- The change in the volume of residential construction works, adjusted for comparable prices, is 4%.

Market analysis and forecast (pluses)

- + The EU license will help Nordstreet expand both its list of investors and investments.
 - + Almost all segments experienced their lowest market activity points in the first quarter of 2023, with subsequent increases in activity recorded later. Growth is expected to continue in 2024.
 - + In 2024, deflation is projected.
 - + It is expected that the ECB will reduce interest rates in April 2024, and the interest rate cut in June is fully accounted for.
 - + A projected increase of 6.8% in wages is planned.
 - + „Nordstreet“ is starting to work with microloans and credits for e-commerce. This is aimed at breaking away from the constraints of a stagnant and overly competitive market.
 - + By mid-2023, there were approximately 80,000 Ukrainian citizens living in Lithuania. It is unlikely that the war in Ukraine will end in the near future, so the growing demand is expected to remain sustainable.
 - + The level of housing affordability in Lithuania is expected to increase.
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