



Q3 2024

October 2024

Agenda

Highlights

Financials

Summary and outlook

Highlights

- Continued positive operations, with a profit before tax adjusted for impairments that would have been MNOK 9.6
- Impairments of intangible assets impacted the result negatively by MNOK 85.3
- The trend of increasing CMS revenue continues with a total revenue of MNOK 185.2
- The income/cost plan introduced to the organization
- Reorganization of the company and changes in management; New Country Manager for Norway hired

Cash Revenues Q3, MNOK

545

Q3 2023: MNOK 561

EBITDA Q3, MNOK

122

Q3 2023: MNOK -94

Cash EBITDA Q3, MNOK

291

Q3 2023: MNOK 279

Adjusted EBIT Q3, MNOK

92

Q3 2023: MNOK 82



Adjusted EBIT

- Growth in 3PC revenues and lower operating costs in Q3 2024 than previous quarters
- Portfolio write-up of MNOK 6 on group level.

Adjusted EBIT (MNOK)

(Proforma numbers through Q3 2022)

■ Revaluations ■ Adjusted EBIT



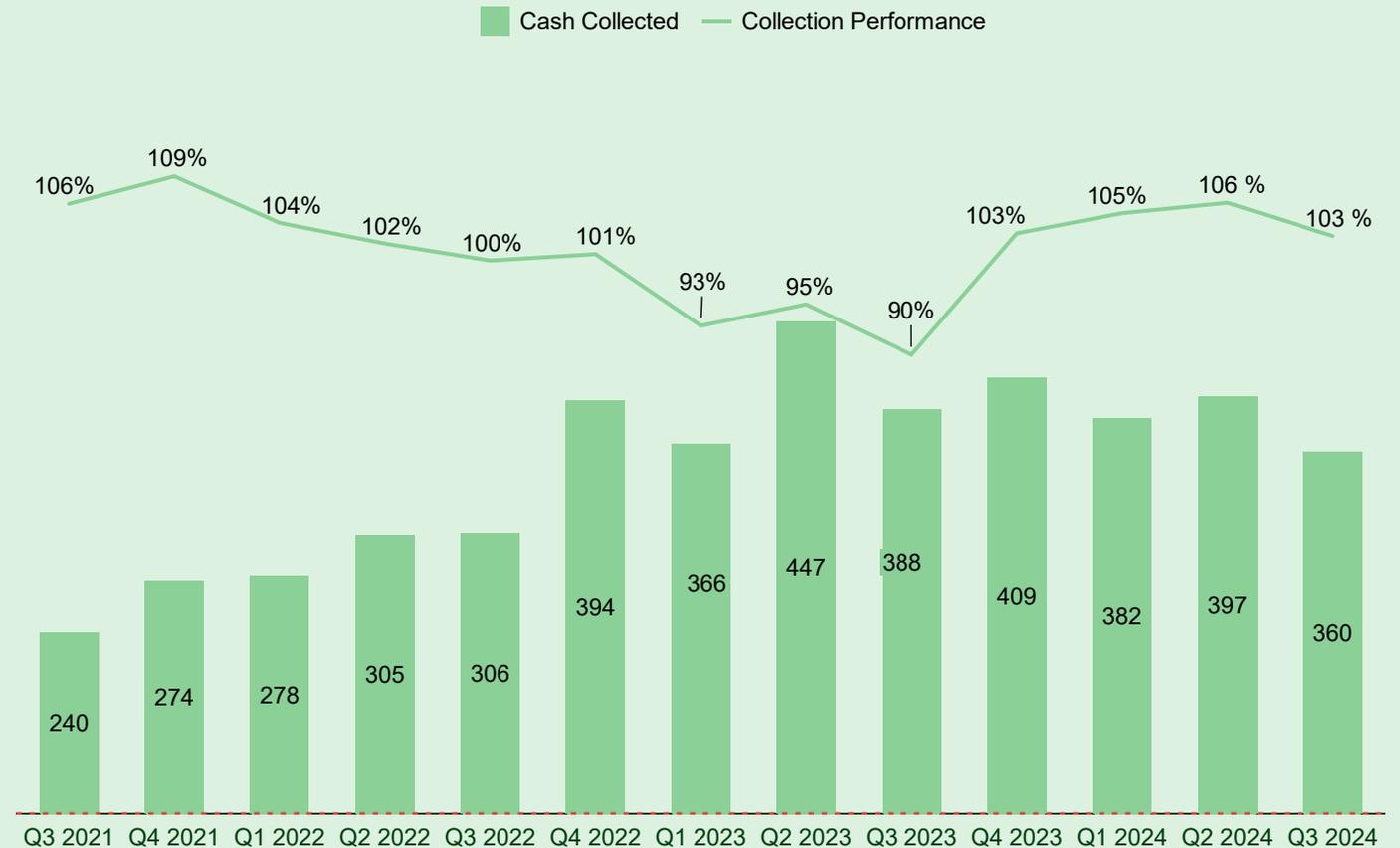
Adjusted EBIT refers to EBIT excluding revaluations and non-recurring items

MNOK



Collection Performance

- Overperformance on Group level in Q3
- Norway and Finland overperformed in Q3, while Sweden underperformed
- Rolling 12 months collection performance at 104.2% an improvement from 100.6% previous quarter

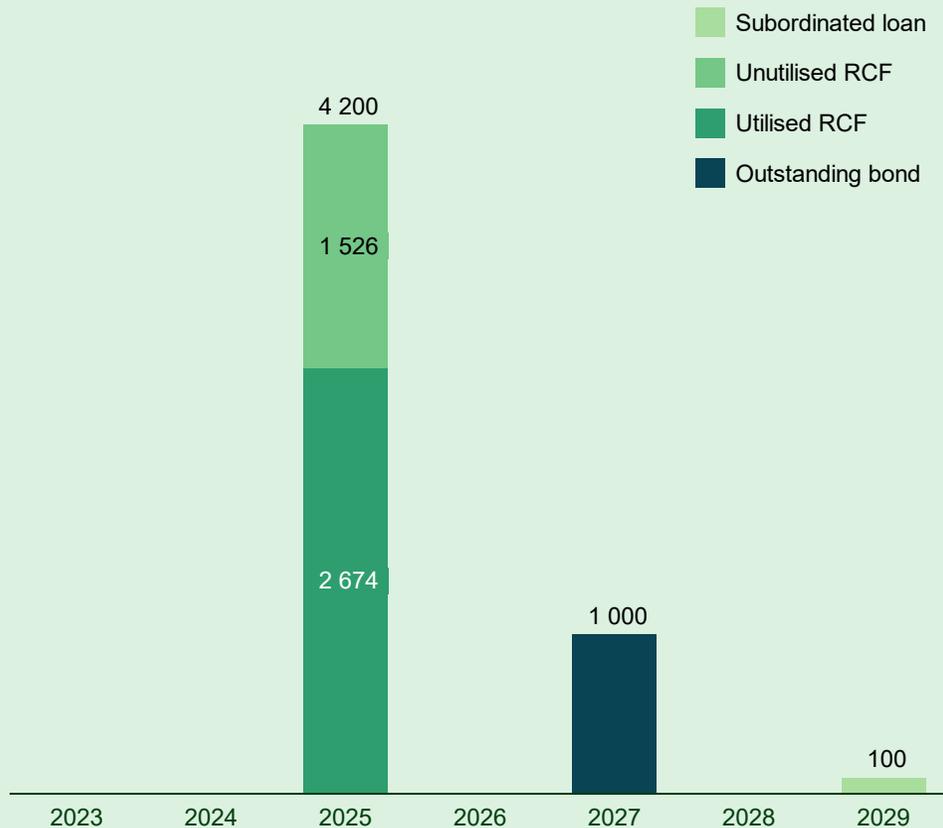


MNOK



Funding

Capital structure and maturity profile (MNOK)



Key figures (MNOK)

Total interest bearing debt with floating interest rate	3 774
Free cash	130
Total active swaps	2 488

- Portfolio acquisitions of MNOK 17 on group level in Q3, and we are active in multiple processes going forward. No forward flow commitments as of September
- 1.5 billion available liquidity in the RCF funding
- Comfortable headroom to covenants

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Key figures

- Operational revenues at the same level as Q3 2023 where growth in revenue from CMS is compensating for decreasing PI revenue.
- Adjusted EBIT is higher in Q3 2024 compared to same period last year. This is primarily due to lower other operating expenses.

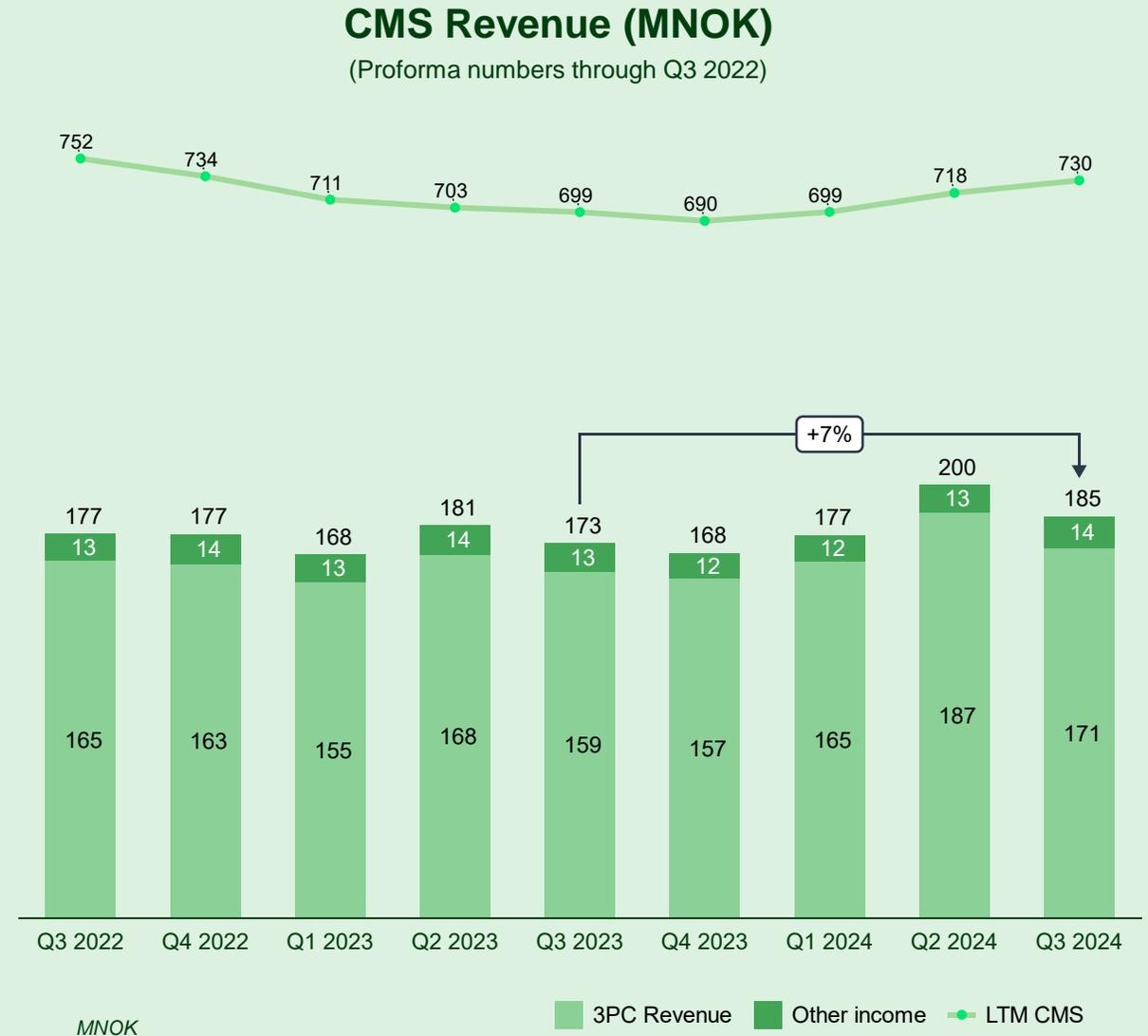
Key figures (MNOK)	This period		Year to date	
	Q3 2024	Q3 2023	Q3 2024	Q3 2023
Operational revenues	369	368	1 126	1 090
Adj. EBIT	92	82	234	261
Adj. EBIT %	25%	22%	21%	24%
EBIT	13	-171	177	-96
EBT	-76	-274	-143	-373
Cash Revenue	545	561	1 701	1 722
Cash EBITDA	291	279	881	922
Cash margin	53%	50%	52%	54%
Portfolio Investments	17	268	112	1 272
Carrying value of Portfolio Investments	5 850	6 184	5 850	6 184

Adjusted EBIT excludes revaluations and NRIs



CMS Business Line

- CMS revenues have increased by 7.4% compared to Q3 2023, primarily driven by 3PC revenues. The 3PC revenues are MNOK 11.7 above forecast, where our four key clients have contributed with an additional MNOK 9.1 compared to the same period last year
- Additionally, other income grew by 10.4% (MNOK 1.4), mainly driven by analysis services. We expect further revenue growth in Q4 from Credit Management, supported by the onboarding of new clients.



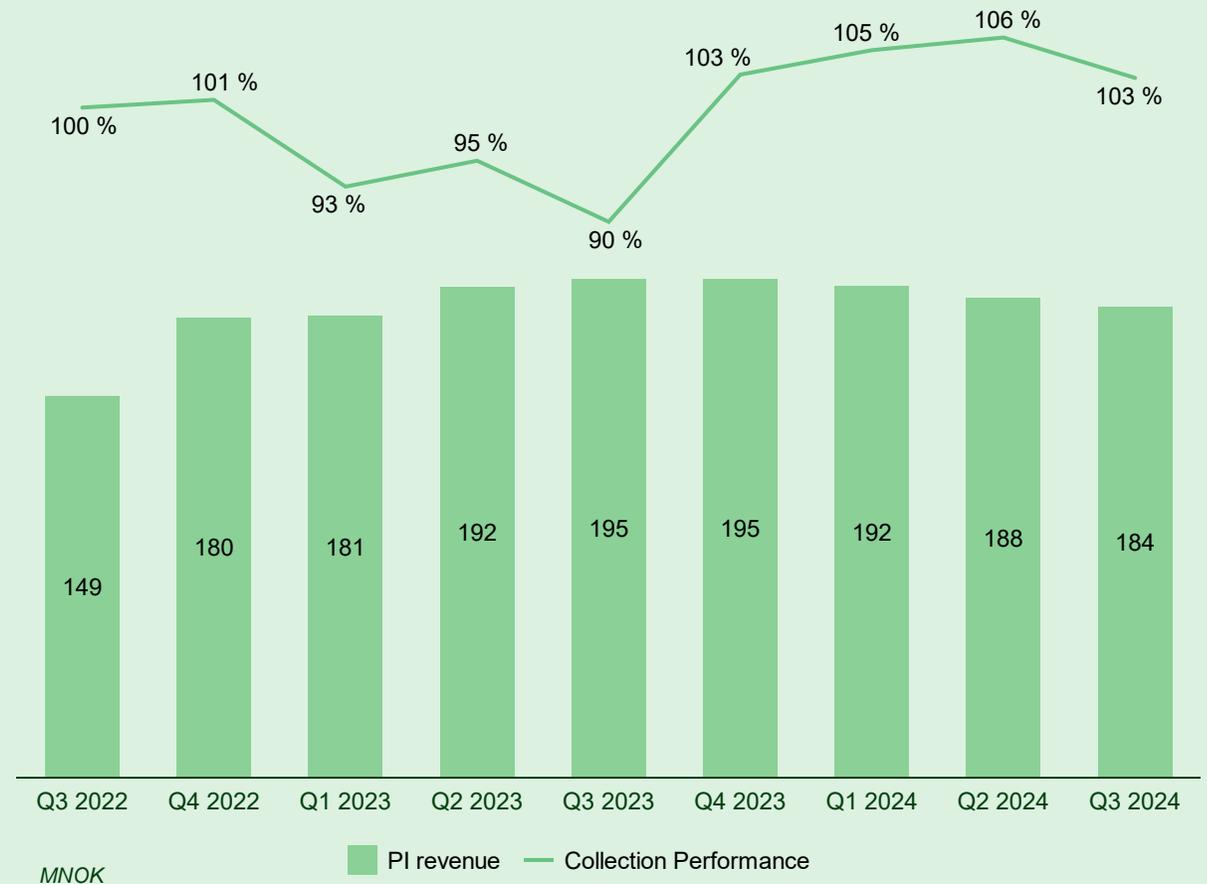


PI Business Line

- Revaluation of MNOK 6 in group total in Q3 2024
- Stable decline in PI revenues in accordance with lower investments last four quarters
- Q3 portfolio acquisitions of MNOK 17 (MNOK 268 in Q3 2023)

PI Revenues and Collection Performance excluding revaluations

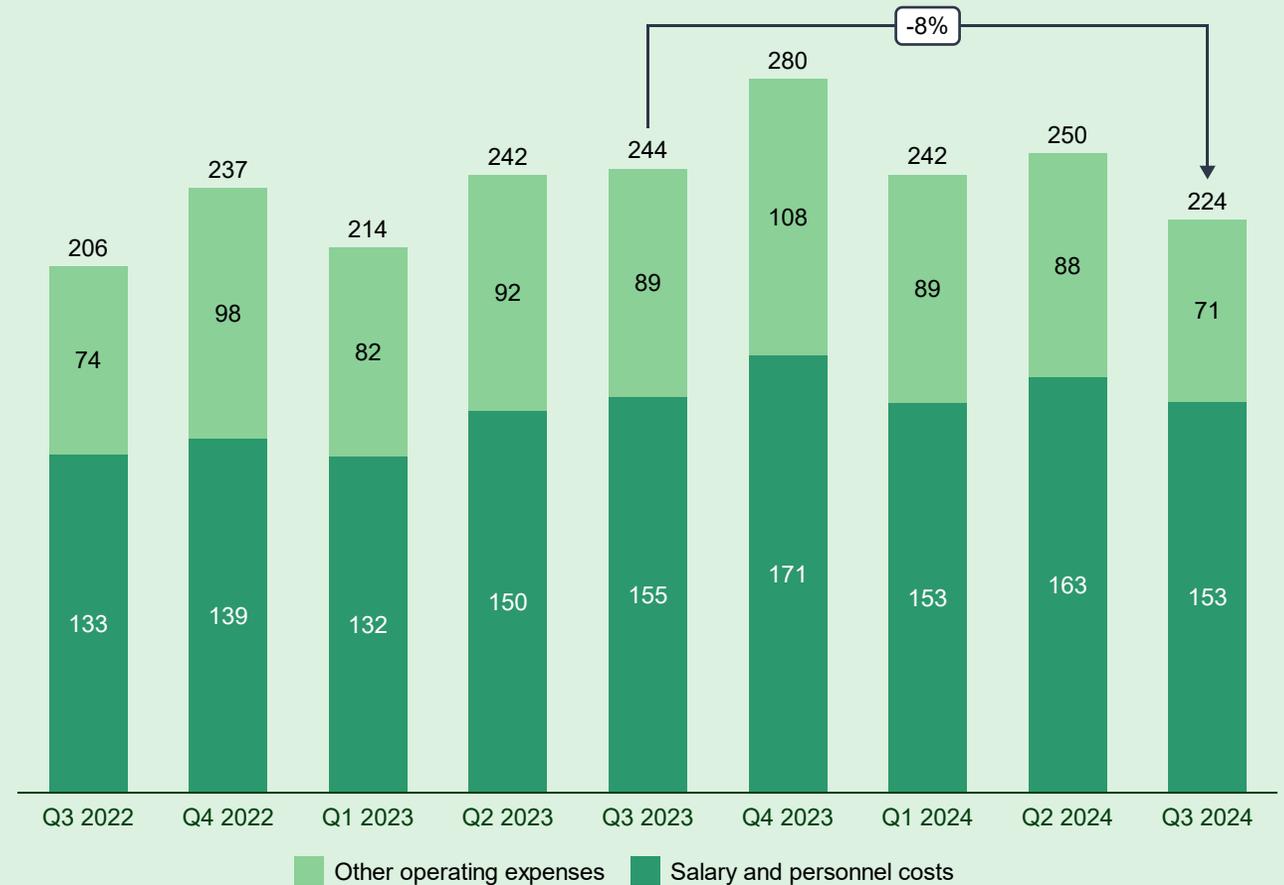
(Proforma numbers through Q3 2022)





Operating costs excl. legal fees and NRIs

- Personnel costs 1.3% lower than Q3 2023 despite cost inflation.
- Other OPEX 20.1% lower than Q3 2023. There is an overall reduction in costs, and mainly a reduction in consulting costs.



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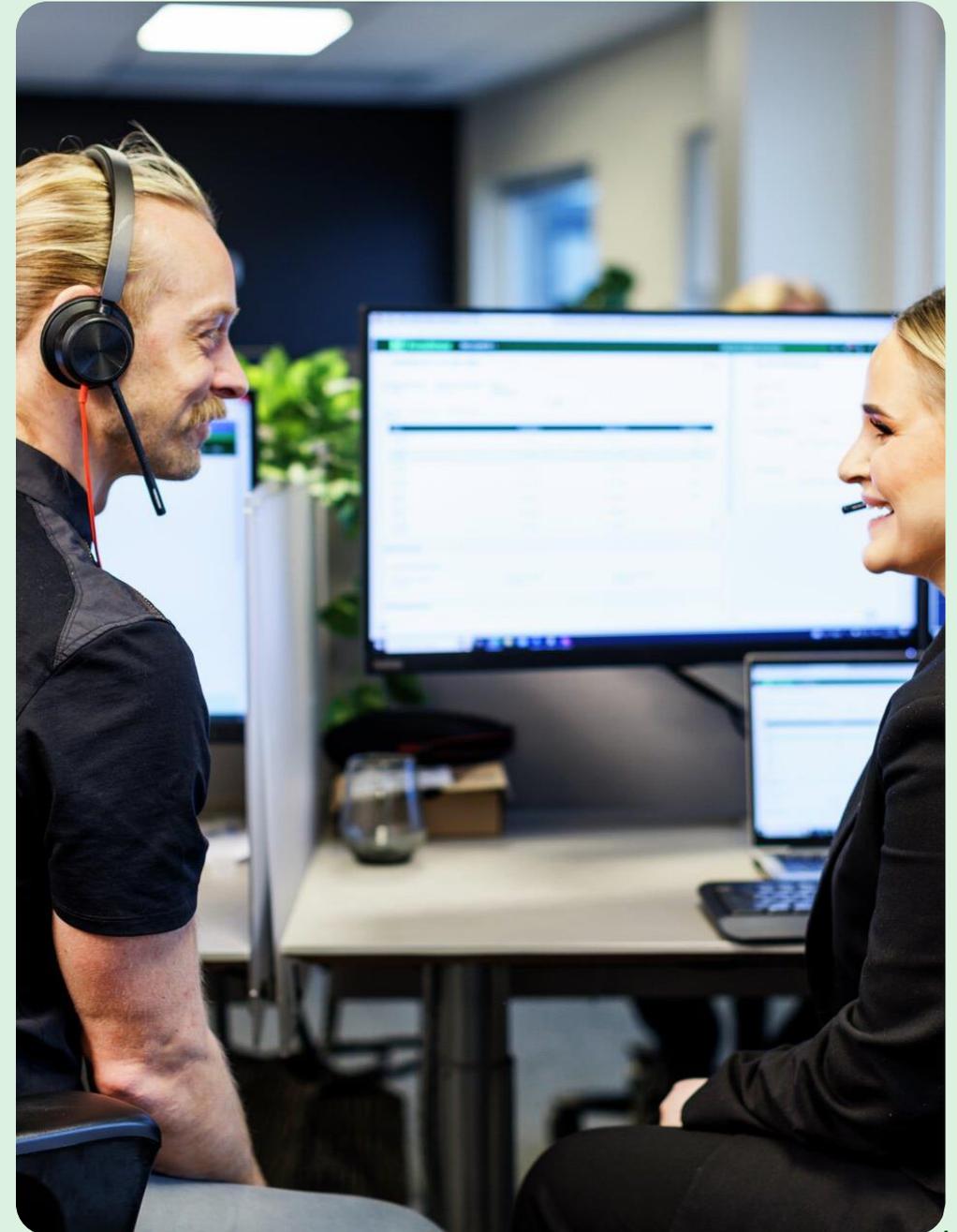
Summary and outlook

Q&A



Summary and outlook

- We will focus on core business and operational cost, and a return to profitability.
- The positive trend in collection performance continues
- We expect a gradually healthier environment for collection; improving collection performance and CMS profitability are important parts of the plan we are now following
- Resume investments in new NPL portfolios
- Awaiting regulatory changes in Norway; securitization, NPL directive



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Profit and Loss

PnL (MNOK)	This period		Year to date	
	Q3 2024	Q3 2023	Q3 2024	Q3 2023
3PC revenue	171	159	522	482
Revenue from portfolio investments	184	195	564	568
Net gain/(loss) from purchased loan portfolios	6	-180	29	-268
Other income	14	13	39	40
Total revenue and other income	376	188	1 154	822
Salary and personnel costs	153	155	469	437
Other operating expenses	71	89	248	263
Net legal fee expenses	29	26	103	77
Non-recurring items	0	12	0	23
Total operating expenses	254	282	820	800
EBITDA	122	-94	334	22
Depreciation and impairment	109	77	157	118
EBIT	13	-171	177	-96
Net financial expenses	89	103	320	277
EBT	-76	-274	-143	-373
Income tax expense	0	-60	0	-82
Net profit or loss for the year	-76	-214	-144	-291



Balance Sheet

Reported

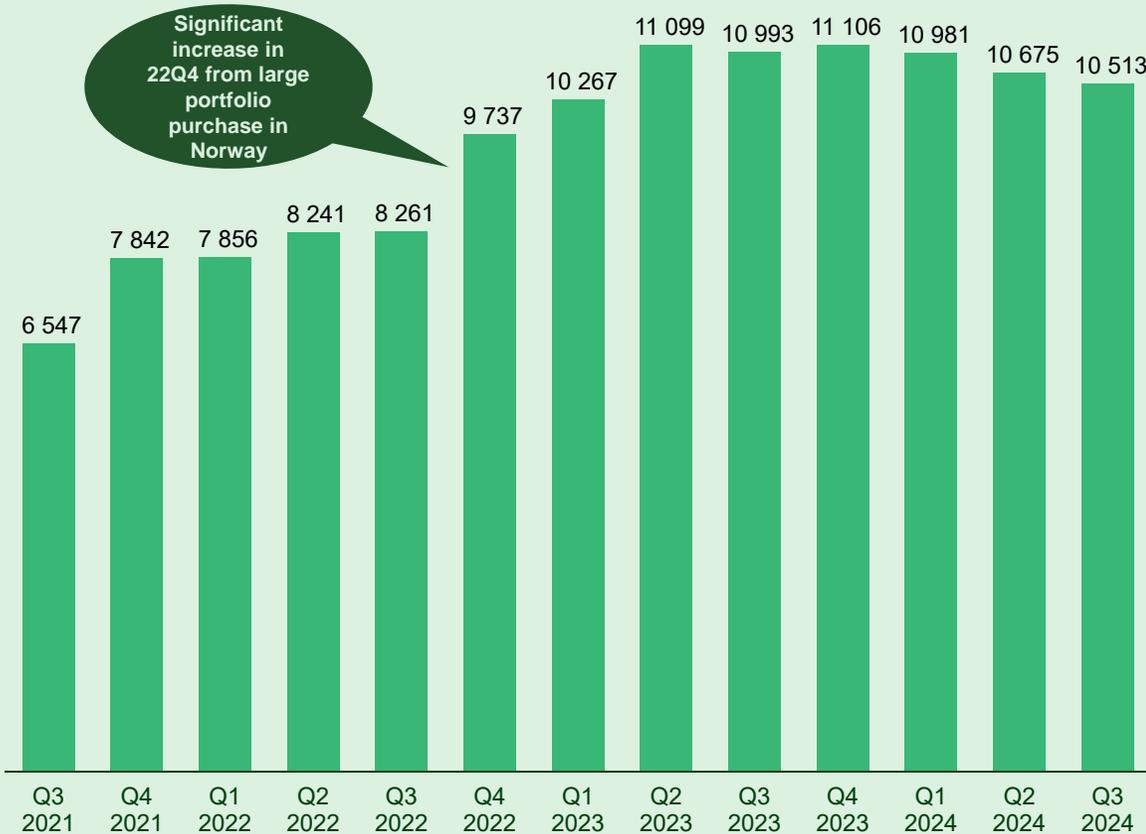
Assets (MNOK)	Q3 2024	Q3 2023
Goodwill	351	351
Intangible assets	219	197
Deferred tax assets	-	90
Right-of-use assets	186	182
Property, plant and equipment	24	98
Purchased loan portfolio	5 850	6 184
Other non-current financial assets	54	29
Other non-current receivables	0	5
Total non-current assets	6 683	7 135
Trade and other receivables	60	26
Other current assets	17	18
Cash and cash equivalents	212	318
Total current assets	288	361
Total assets	6 972	7 496

Equity and liabilities (MNOK)	Q3 2024	Q3 2023
Share capital	228	143
Share premium	3 086	2 458
Other equity	(620)	(195)
Total equity	2 695	2 406
Interest-bearing liabilities	3 728	4 444
Deferred tax liabilities	-	-
Lease liabilities	164	154
Other non-current liabilities	-	1
Total non-current liabilities	3 892	4 598
Trade and other payables	24	63
Income tax payable	(1)	8
Lease liabilities	34	39
Other current financial liabilities	-	25
Other current liabilities	327	357
Total current liabilities	384	492
Total liabilities	4 277	5 090
Total equity and liabilities	6 972	7 496

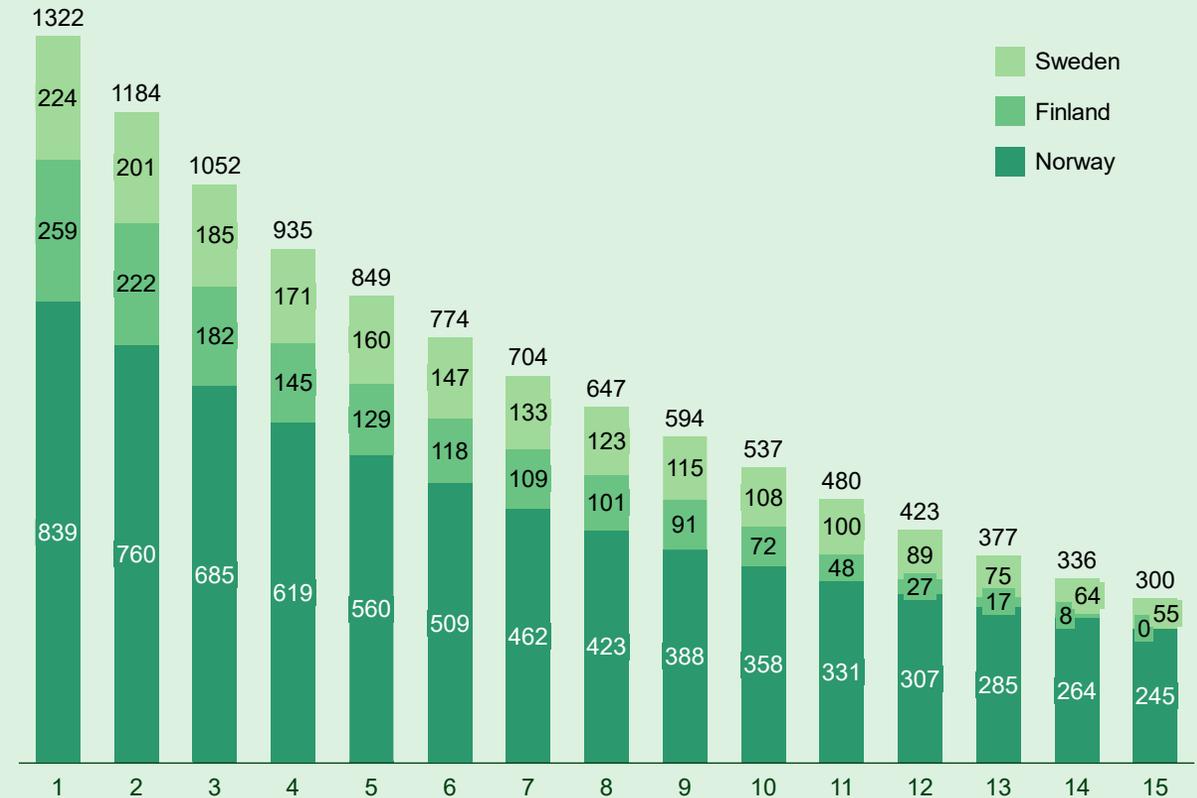


ERC curve reduced in Q3 2024 due to lower portfolio investments

Development in total ERC per quarter (NOKm)



Forward 15-year ERC profile by country (NOKm)



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