

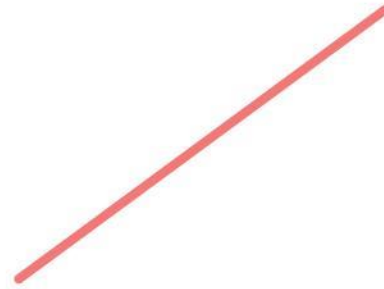


Q1

First quarter 2020

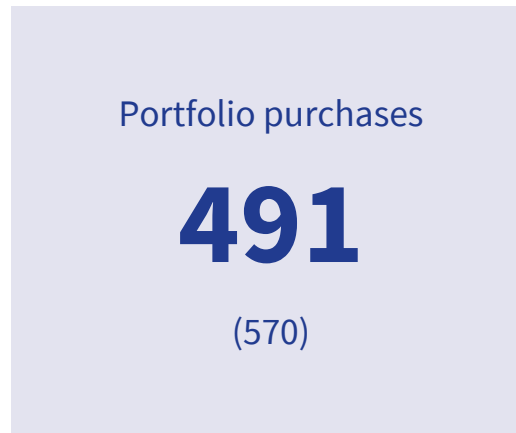
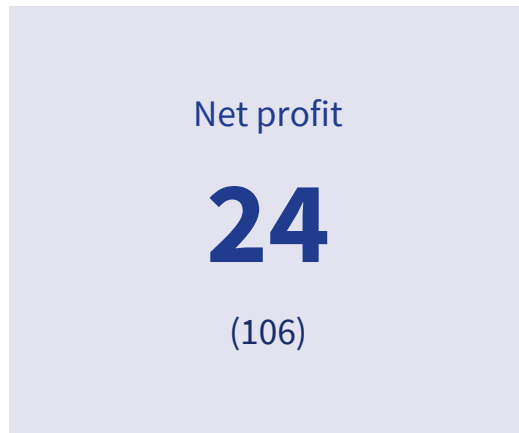
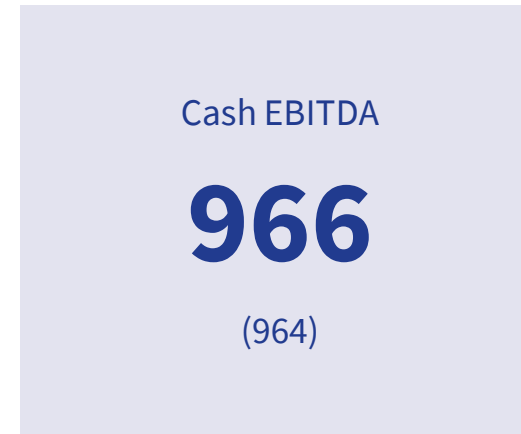
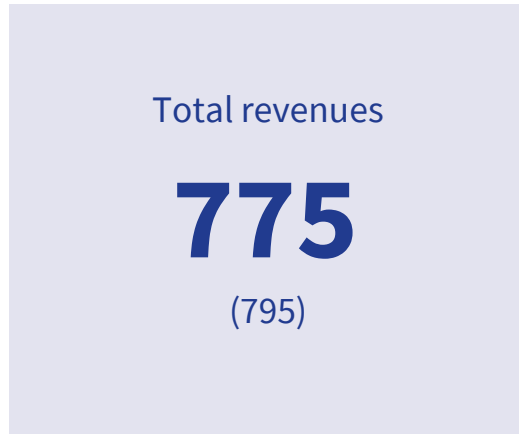
Oslo, 7 May 2020

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Key figures Q1 2020

NOKm



(Comparable numbers for Q1 2019 in brackets)

Highlights Q1 2020

Volume

- Modest purchase volume in Q1 and reduced planned purchase volume for the next quarters
- Portfolios mainly acquired in Northern Europe

Effectiveness & Efficiency

- Stable gross cash collections - able to uphold high efficiency under extraordinary circumstances
- Cost reductions and efficiency a priority

Capital & Funding

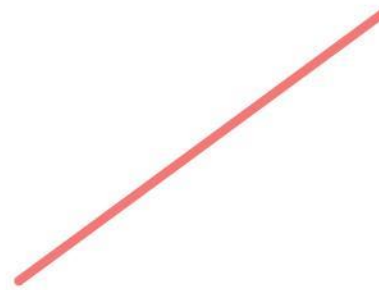
- Bond buy-back from B2H01 maturing in Dec 2020
- In line with RCF covenants despite FX fluctuation impacting the P&L and the balance sheet
- S&P downgrade from BB- (stable outlook) to B+ (negative outlook)

Operations

- Organization moved to remote office - all functions able to work from home

Business update

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Our Covid-19 priorities: Our people and operations

Our top priority has been the health and well-being of employees ...

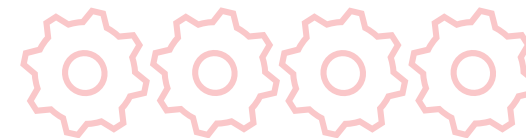


- Compliance with rules and recommendations from local and national authorities
- Swift and remarkable response from our employees
- Work from home established prior to government recommendations
 - Currently ~90 % of employees working from home
 - Operational impact limited to a minimum and all business activities continue to operate as before the crisis



... while upholding business continuity in all markets

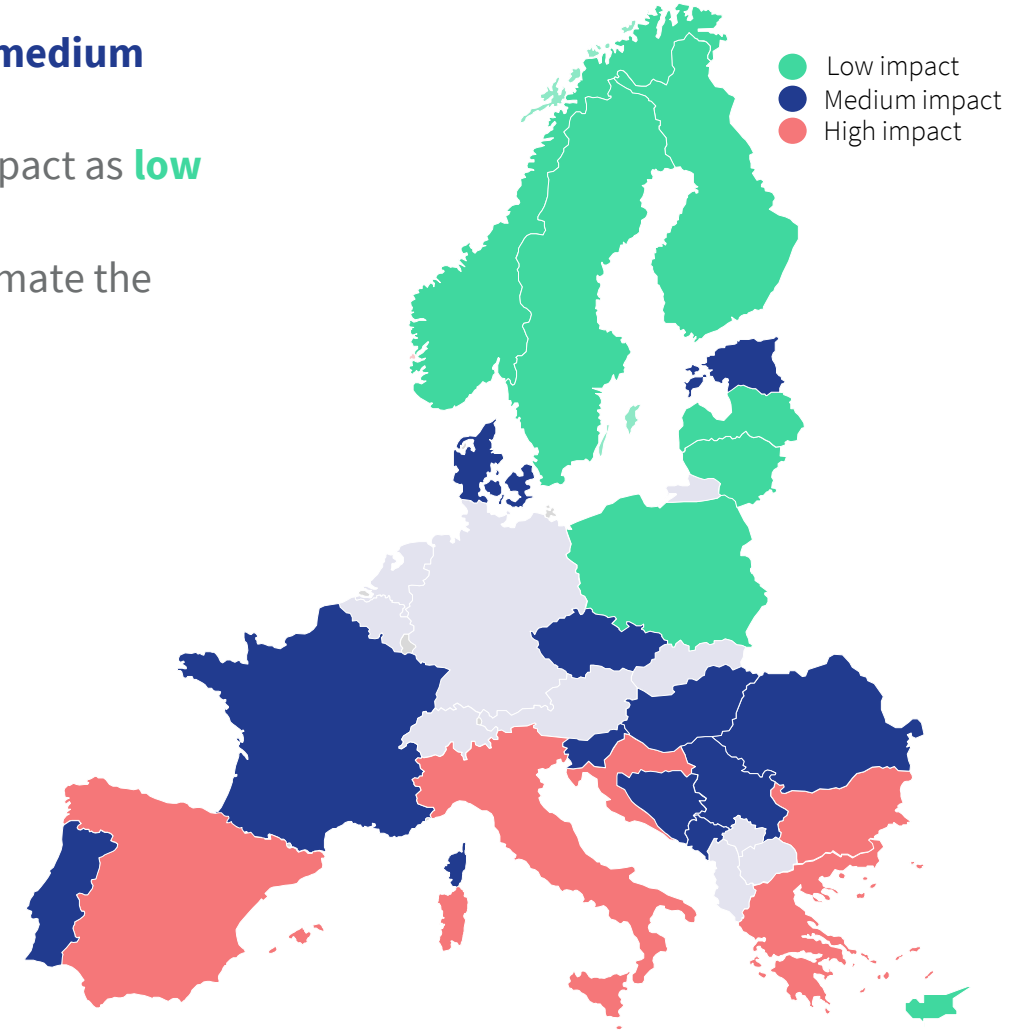
- High social and economic impact in Spain and Italy
- Nordic countries and Poland less affected
- Tracking local country developments and restrictions affecting our business;
 - Courts and bailiffs operating
 - Unemployment rates
 - Economic aid initiatives



Current Covid-19 business impact on our platforms

- Most of our platforms estimate current Covid-19 impact on daily business as **medium**
- Poland and Northern Europe, representing 54 % of total ERC, estimate the impact as **low**
- Most affected platforms of Italy and Spain, representing 7 % of total ERC, estimate the impact as **high**

→ **Need to collect more data over a longer period of time in order to observe trends and evaluate the effects of Covid-19 on our cash flow**



Covid-19 mitigating actions

Ethical and responsible collections

Measures include:

- Softer communication
- Promoting online platforms and digital payments
- Scoring adapted to a changing environment in order to increase precision and reduce costs for legal collection
- Sustainable payment plans

Introducing guidelines across all our markets to ensure that we fulfil our social responsibility with the required sensibility towards the needs of those customers that are most vulnerable.



Preparing for delays in collections and recoveries

- Monitoring operations through stress test analysis and forecasting
- Low impact on cash collections in Q1, but shift in curves to prepare for delays

■ Collections/recoveries for April

→ Unsecured collections moderately behind forecast

- Close to 90 % of forecasted cash collections for the Group
- Minor deviations from forecast in the Nordics and Poland
- Larger impact in southern Europe

→ Secured recoveries above forecast

- Positive development in Central Europe as a result of some large claims solved. However, we have a conservative approach going forward

SHORT-TERM

Implementing operating cost reducing measures with low/no business impact

- Office services
- Marketing activities
- Travel expenses
- External consultants and temporary employees

Approx. monthly cost savings of NOK 20 million from April 2020

LONG-TERM

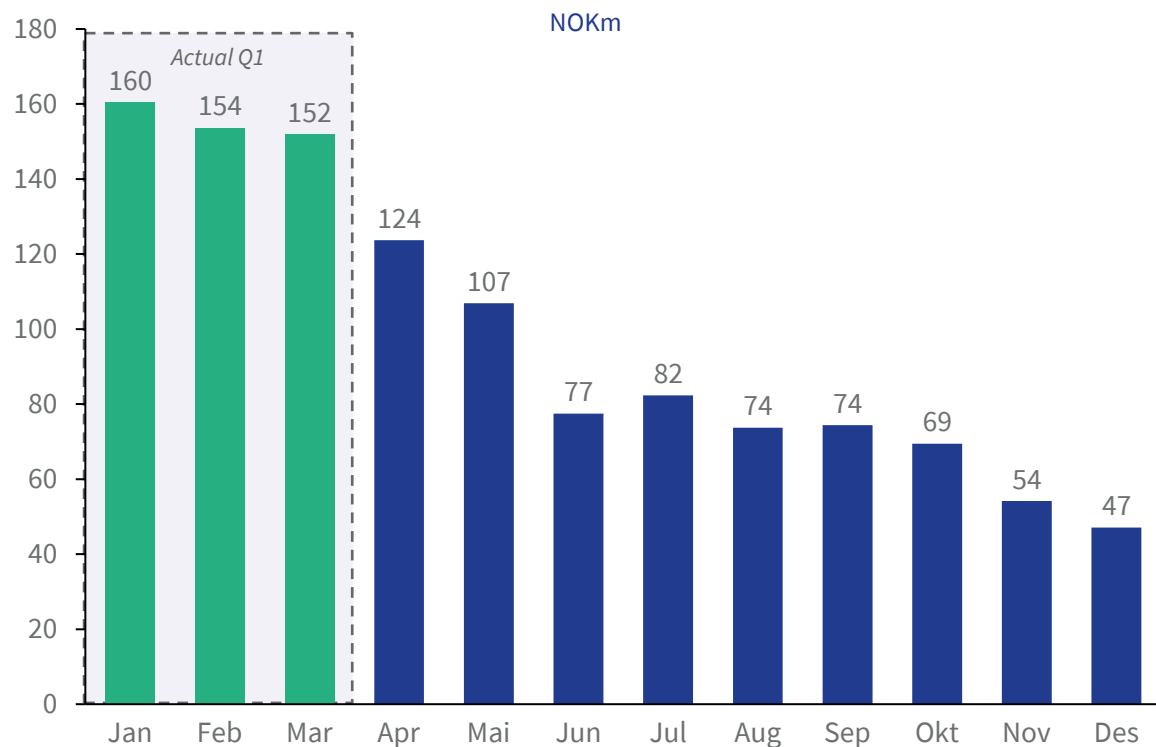
- Possible cost savings based on business impact on local level

Local cost saving programmes

Covid-19 mitigating actions

Reducing forward flow agreements

Committed Forward Flow contracts 2020



Committed volume of approx. NOK 700m as of Q1 2020

- B2Holding has actively approached vendors in order to put purchases on hold for a limited period or terminate contracts
- We focus on amicable solutions to maintain the business relationship
- Reduced investments partly replaced with servicing agreements until better visibility

Covid-19 mitigating actions

Preserving liquidity

Liquidity reserve

266

EUR million

- Currently good liquidity
- Portfolio purchases reduced to preserve liquidity

Equity ratio¹⁾

25.1

%

Changes affecting the equity ratio:

- Reduced portfolio purchases
- FX fluctuations
- Cost reductions

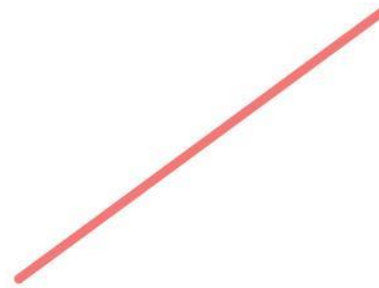
- Frequent dialogue with the RCF banks: Positive feedback from the banks on mitigating actions and transparency

- FX fluctuation in Q1'20 heavily impacted the FX gain and loss, balance sheet and consequently the financial covenants

¹⁾ Total Equity over Total Assets excluding book value of IFRS 16 right-of-use assets.

Financial performance

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First quarter 2020 summary

Financial summary

NOKm	Q1 2020	Q1 2019	% change
Total revenues excl. net credit gain/(loss)	837	793	6 %
Net credit gain/(loss) from purchased loan portfolios	-62	2	
Total revenues	775	795	-3 %
EBITDA	281	376	-25 %
Operating profit (EBIT)	255	350	-27 %
<i>Profit margin</i>	33 %	44 %	
Cash Revenue	1 448	1 383	5 %
Cash EBITDA	966	964	0 %
<i>Cash margin</i>	67 %	70 %	
Profit for the period after tax (PAT)	24	106	-77 %
Earnings per share (EPS)	0.06	0.26	-77 %
Cash flow from operating activities	620	712	-13 %
Operating cash flow per share	1.51	1.74	-13 %
Portfolio purchases ¹⁾	491	570	-14 %
Cash collection from portfolios	1 315	1 248	5 %

- Stable cash collection from portfolios
 - relatively low impact from Covid-19
 - close to the curves
- Net credit loss of NOK 62 million includes impairment on secured recoveries in Q1 2020
- EBITDA includes non-recurring expenses in the quarter of NOK 15 million mainly related to organizational changes

¹⁾ Including the Group's share of portfolios purchased in SPVs and joint ventures

Income statement

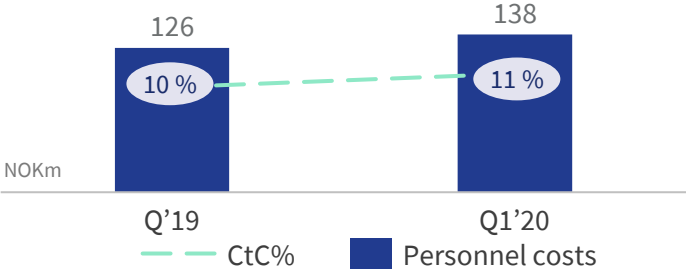
NOKm	2020 Q1	2019 Q1	2019 Full Year
Interest income from purchased loan portfolios	693	658	2 713
Net credit gain/loss purchased loan portfolios	-62	2	-400
Profit from shares, associated companies and JVs	3	15	64
Interest income from loan receivables	65	70	294
Net credit gain/(loss) from loan receivables	-30	-46	-178
Revenue from sale of collateral assets	12	-	-
Other operating revenues	94	97	381
Total revenues	775	795	2 874
External costs of services provided	-120	-102	-447
Personnel costs	-244	-216	-888
Other operating expenses	-119	-101	-446
Cost of collateral assets sold, including impairment	-11	-	-
Depreciation, amortisation and impairment losses	-27	-27	-134
Operating profit (EBIT)	255	350	959
Financial income	54	1	13
Financial expenses	-208	-190	-794
Net exchange gain (loss)	-76	-30	-12
Net financial items	-229	-219	-794
Profit before tax	25	131	165
Income tax expense	-1	-25	-58
Net profit	24	106	107
Cash revenue	1 448	1 383	5 763
Cash EBITDA	966	964	3 982
EBITDA	281	376	1 093

- Historically large FX fluctuations affecting P/L:
 - NOK 27m of the increase in operating expenses attributed to FX effects caused by weaker NOK
 - Net exchange loss of NOK 76m whereof NOK 73 million is unrealised:
 - Result of fluctuations in the FX rates for HRK (Croatia), CZK (Czech) and RON (Romania) versus EUR
 - Approx. NOK 9m in increased interest cost due to changes in FX rates

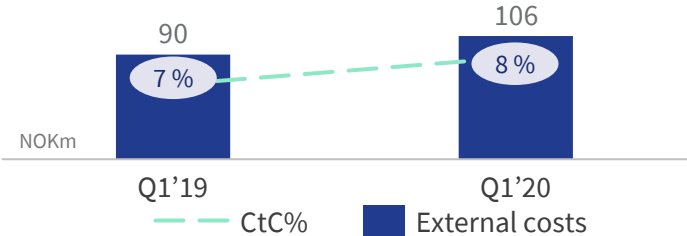
- Financial income increase from buy-back of outstanding bond loans below par value.

Focus on costs reductions

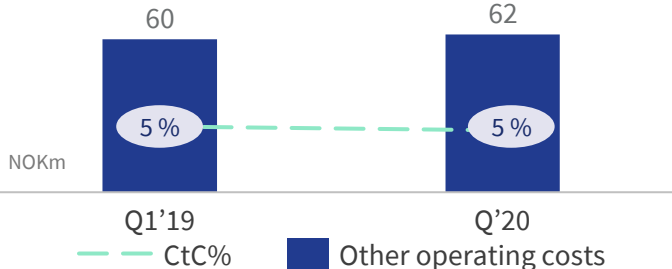
Personnel costs¹



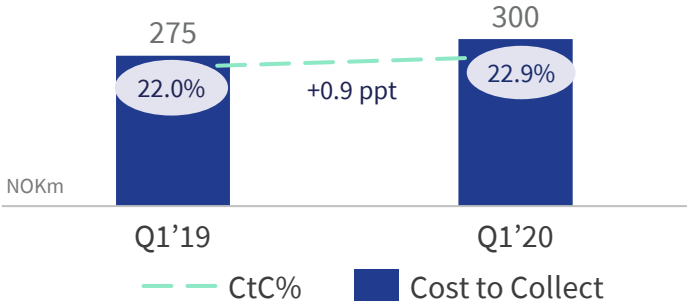
External costs¹



Other operating costs¹



Cost to Collect



- Cost to collect down 1.1 percentage points compared to previous quarter (Q4 2019)
- Several new cost reduction initiatives implemented due to the pandemic. Currently, these amount to approx. NOK 20m per month starting from Q2

1) Does not include intercompany transactions of NOK 6m

Balance sheet

NOKm	2020 31 Mar	2019 31 Mar	% change
Deferred tax asset	218	93	134 %
Goodwill	885	763	16 %
Tangible and intangible assets	395	382	4 %
Investments in associated companies and joint ventures	395	117	239 %
Purchased loan portfolios	15 077	12 900	17 %
Participation loan/notes	601	569	6 %
Other long-term financial assets	359	371	-3 %
Total non-current assets	17 930	15 194	18 %
Other short-term assets	360	205	75 %
Collateral assets	510	163	213 %
Cash & short-term deposits	396	406	-2 %
Total current assets	1 266	774	63 %
Total assets	19 196	15 969	20 %
Total equity	4 786	4 364	10 %
Deferred tax liabilities	188	144	30 %
Long-term interest-bearing loans and borrowings	11 651	10 378	12 %
Other long-term liabilities	171	195	-12 %
Total non-current liabilities	12 009	10 717	12 %
Short-term interest-bearing loans and borrowings	1 538	-	
Bank overdraft	197	210	-6 %
Other current liabilities (incl. Payable income tax & accounts payable)	666	678	-2 %
Total current liabilities	2 402	888	171 %
Total equity and liabilities	19 196	15 969	20 %

- Tangible equity ratio of 20.5 %¹⁾
- NOK 988 million of assets in portfolio co-investment structures
 - 6.2 % of total portfolio assets (which is reflected in ERC)
- Total debt has proportionately increased more than total assets due to FX fluctuation in Q1
 - Most of the debt is in EUR
 - Portfolios in HRK, CZK and RON are funded with EUR which has strengthened against those currencies

¹⁾ Tangible equity over tangible assets (of which both sides are adjusted for goodwill and intangible assets)

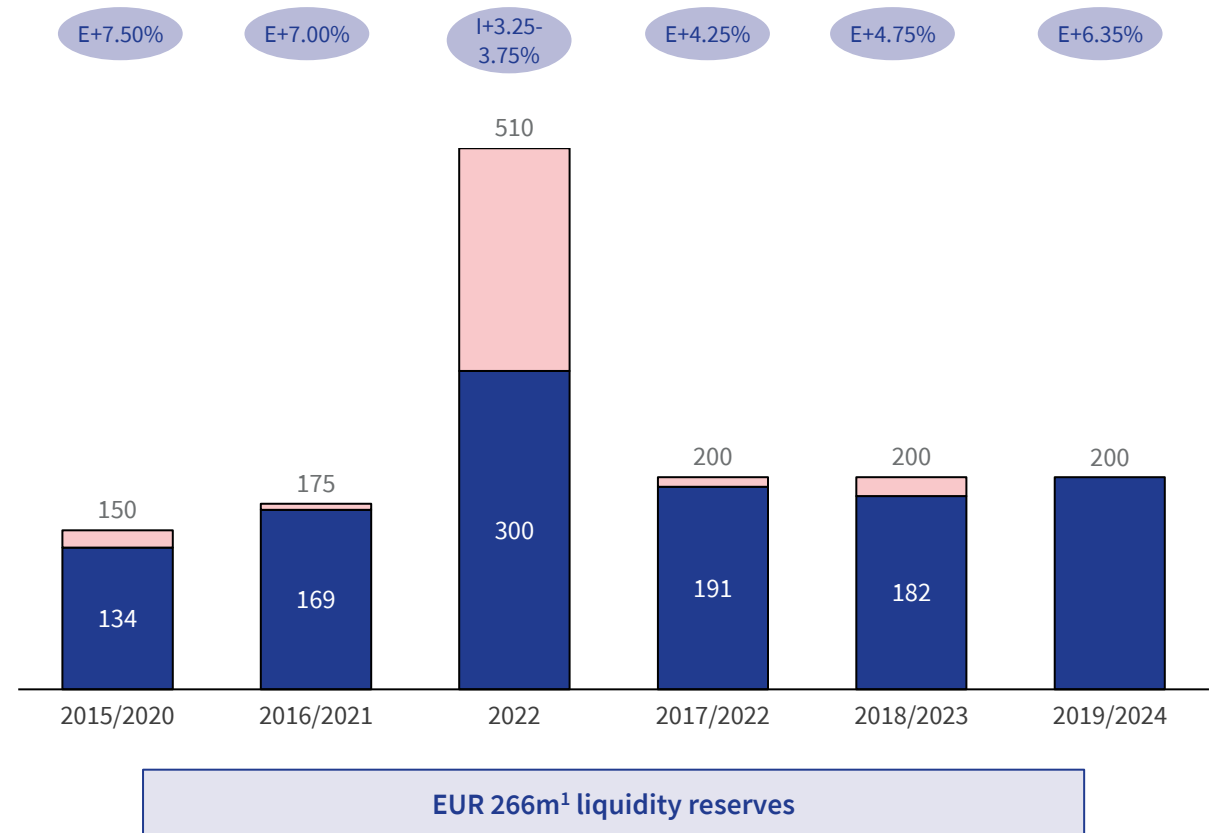
Capital structure

Funding

- Funding structure with sound leverage levels
 - EUR 266 million in liquidity reserves
- Public rating (Corporate Family Rating)
 - S&P: B+ and Moody's: Ba3
- Repurchased EUR 28.1 million of outstanding bonds in Q1
 - Reduces interest expenses going forward
 - Repurchases below par resulted in gain of NOK 54 million
 - The Group holds EUR 49 million in treasury bonds at quarter end

Debt maturity profile

EUR millions



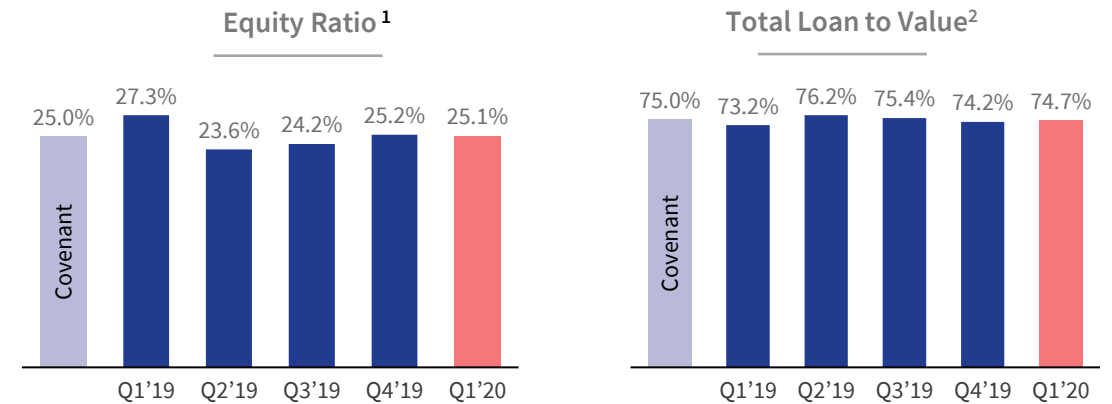
¹⁾ Calculated as EUR 187m undrawn existing RCF plus EUR 23m undrawn overdraft plus EUR 34m cash on balance sheet less NOK 200m (EUR 17m) in cash reserves less deferred payment for portfolio purchases of EUR 6m plus fair value of Treasury Bonds of EUR 45m.

Capital structure

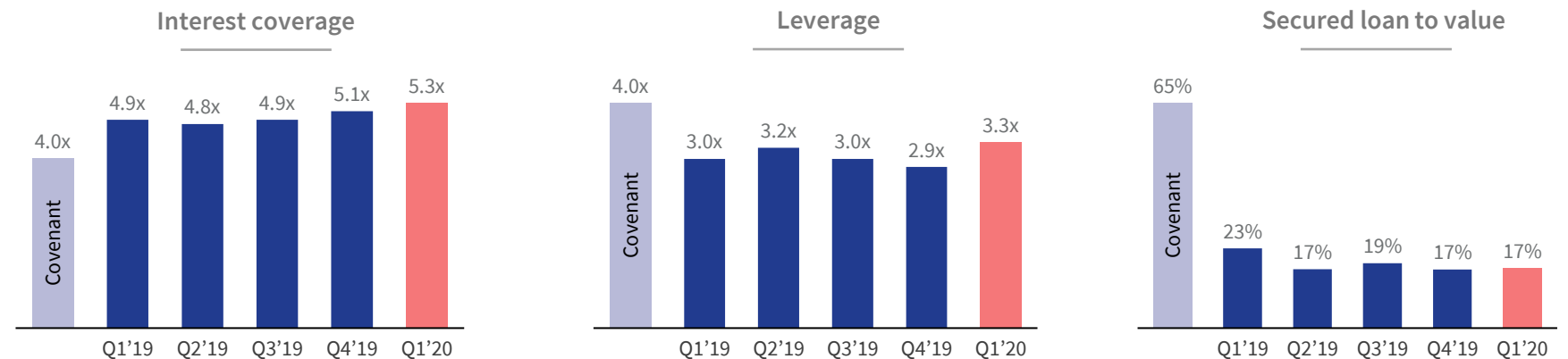
Covenants

- In line with original RCF covenants and expect compliance going forward
 - In dialogue with RCF banks to increase headroom even further due to Covid-19
- Covenants impacted by currency FX volatility
 - Using end of year 2019 FX, the leverage ratio corresponds to 2.86x and equity ratio has decreased with approx. 0.5 percentage points

RCF covenants



Bond Loan covenants

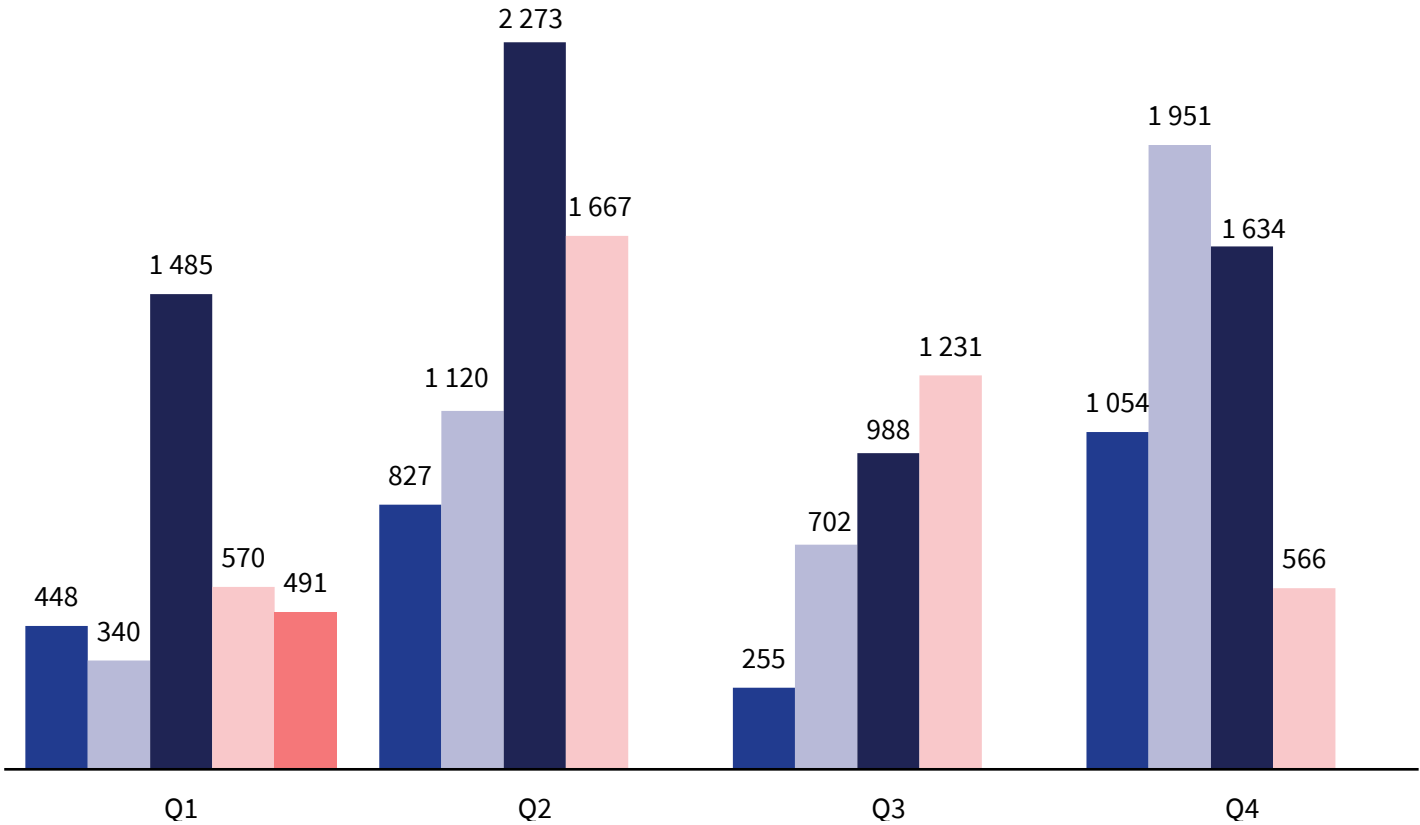


¹Total Equity over Total Assets excluding book value of IFRS 16 right-of-use assets. ²Net Debt adj. for Vendor Loan, Earn Out and FX Hedge MTM over Assets (Portfolio, JV, loan receivables, REO and goodwill)

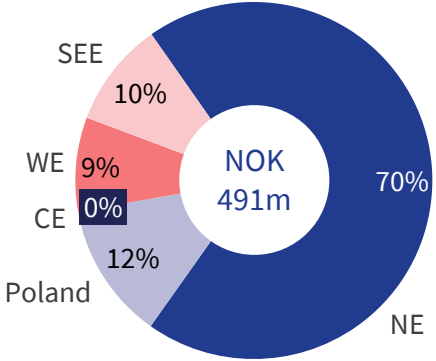
Modest portfolio purchase in first quarter

Portfolio purchase volumes¹⁾

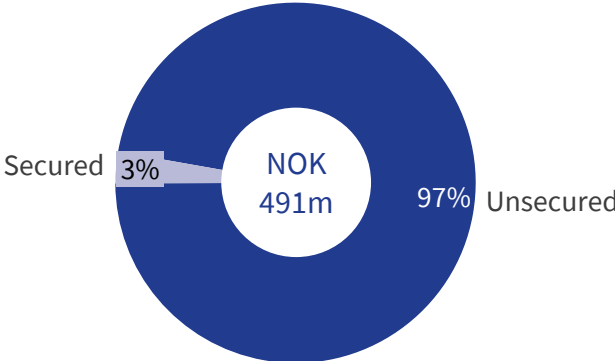
2016 2017 2018 2019 2020
NOKm



Geography distribution



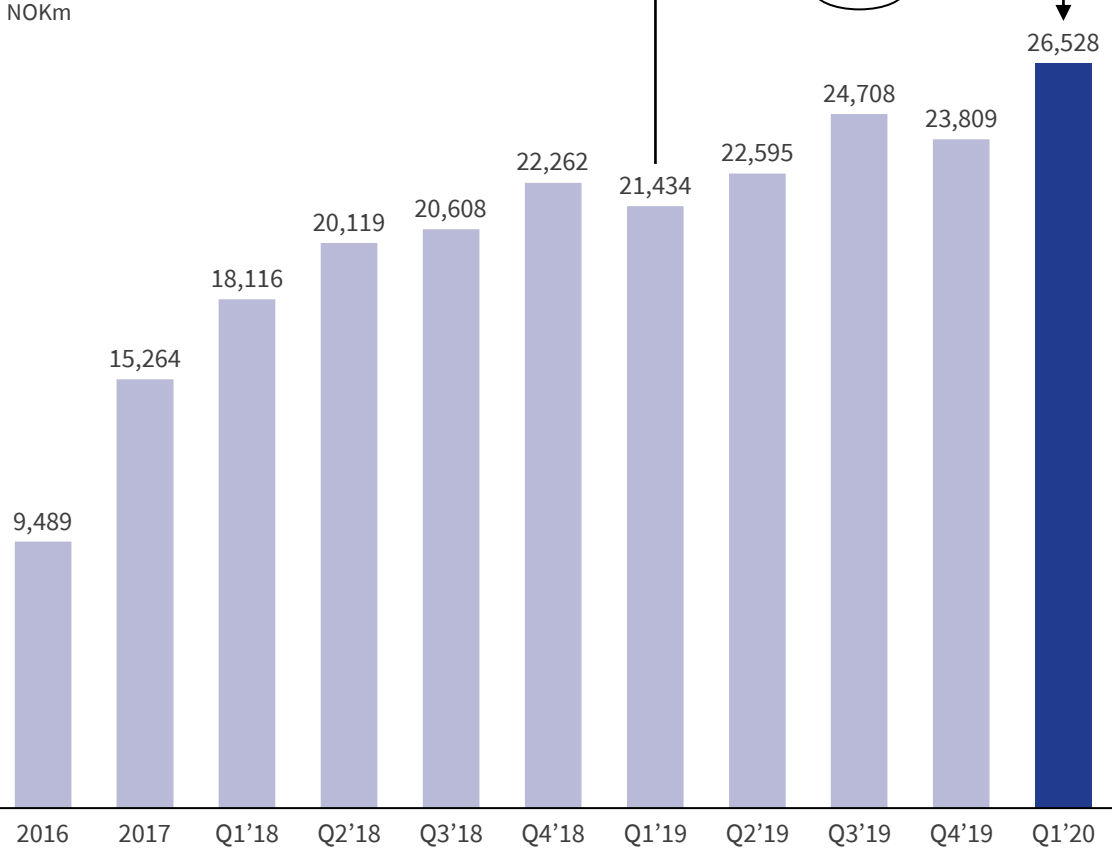
Distribution by type



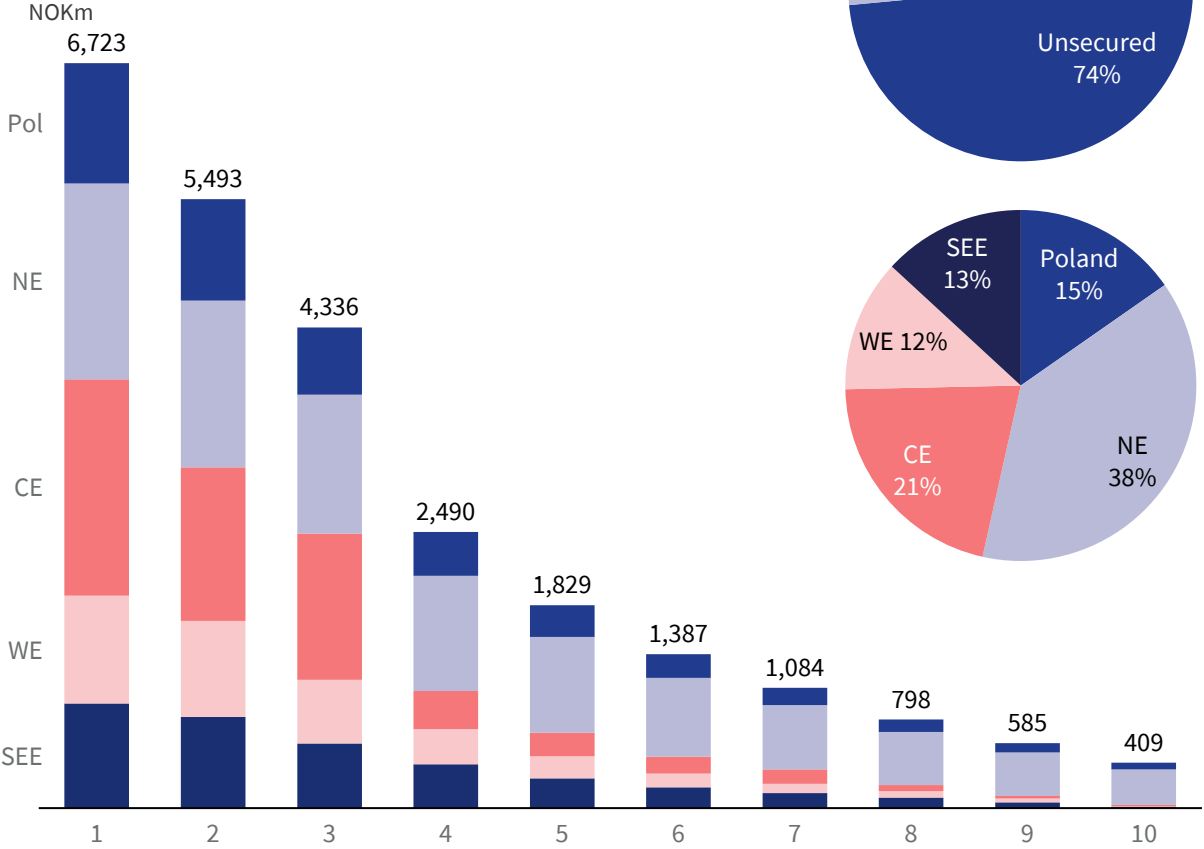
1) Including the Group's participation notes issued to joint venture for portfolio purchases in 2019.

Increase in ERC attributed to FX effects

Development in total gross ERC¹⁾



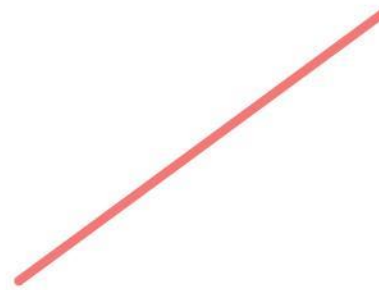
Forward 120m ERC profile by year¹⁾



1) Including the Group's share of portfolios acquired and held in joint ventures.
 Disclaimer: B2Holding ASA emphasizes that every assessment of future conditions necessarily involves an element of uncertainty.

Summary

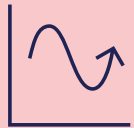
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Summary



The organization proved agile and sustainable in an extraordinary situation



Limited Covid-19 impact on cash collections in Q1 – preparing for a delay in collections/recoveries in the upcoming months, but need more data to forecast the impact



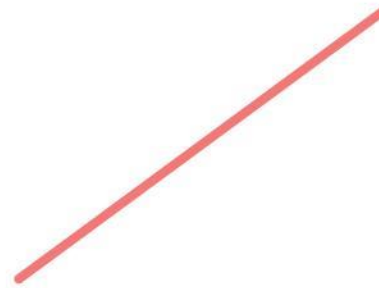
Focus on cost reductions and reduced investments to preserve capital



Positive market outlook post Covid-19: Expected increase in NPL volumes with potential positive effect on pricing of portfolios and increased yields

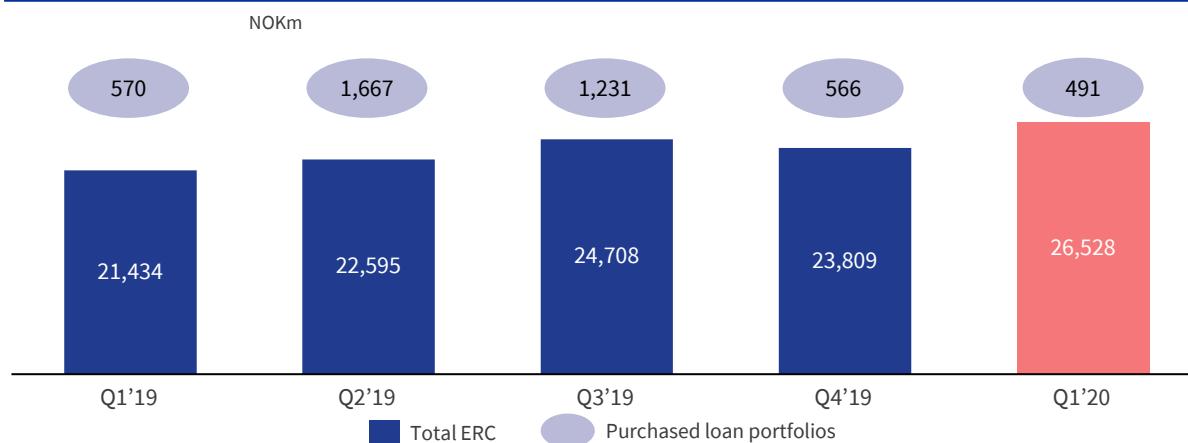
Q&A

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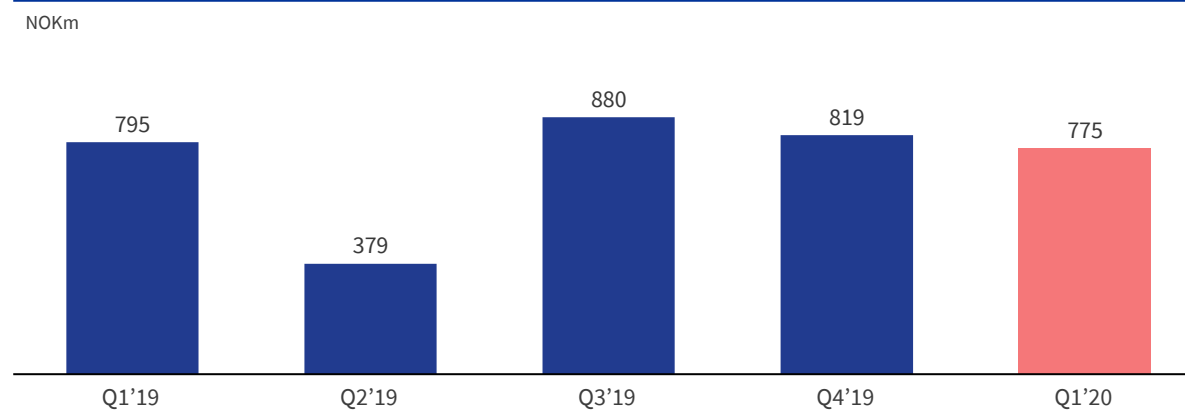


Quarterly financial performance

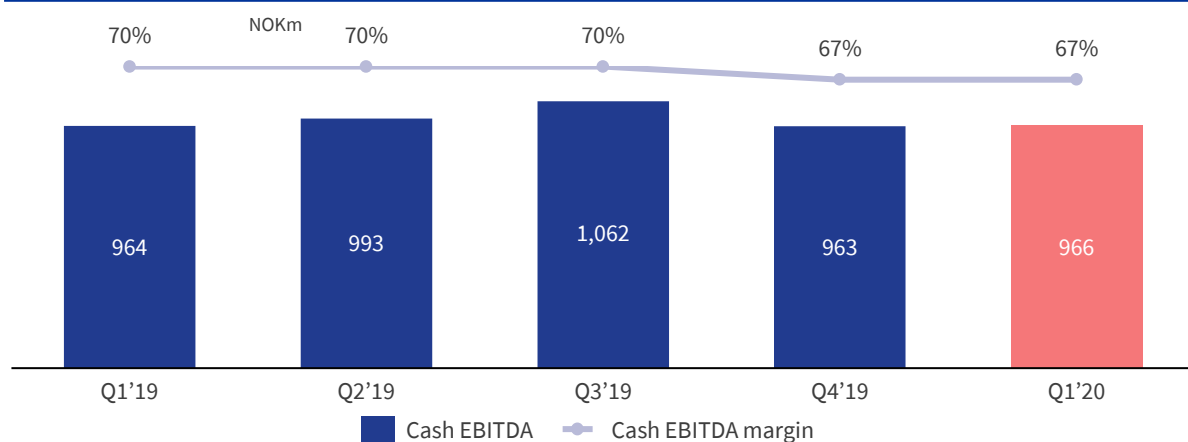
Total ERC¹⁾ and portfolio purchases



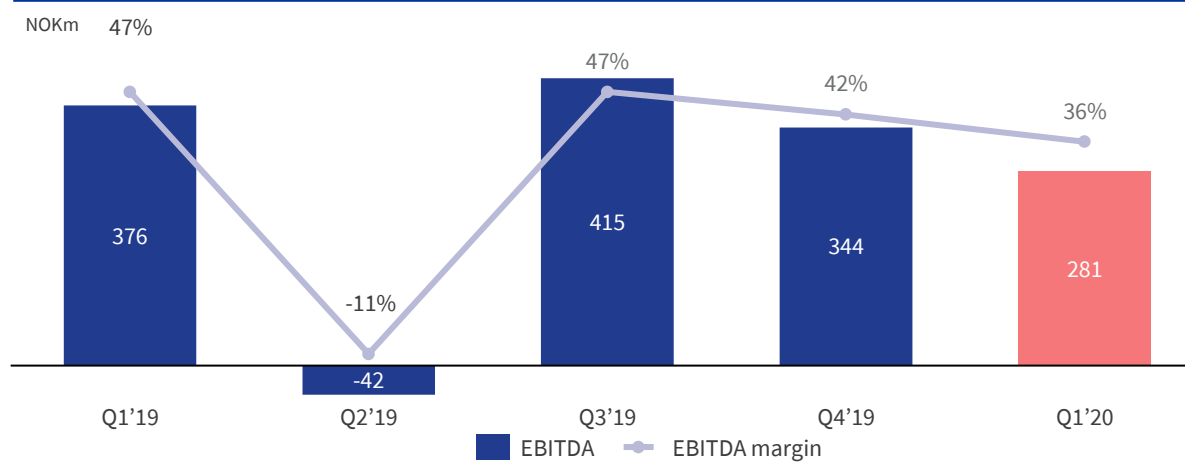
Total revenues



Cash EBITDA



EBITDA



1) Including the Group's share of portfolio acquired and held in joint ventures

Diversified portfolio

Unsecured	Year										120m ERC	Total ERC
	1	2	3	4	5	6	7	8	9	10		
Pol	997	777	531	387	284	209	154	111	81	61	3,592	3,742
NE	1,758	1,496	1,249	1,034	859	707	579	477	391	318	8,869	10,077
CE	394	337	283	233	188	145	93	53	22	12	1,759	1,777
WE	263	235	183	155	120	91	64	44	22	7	1,183	1,185
SEE	654	551	441	345	259	186	133	92	51	6	2,719	2,719
Sum	4,065	3,396	2,687	2,155	1,709	1,338	1,023	776	568	404	18,121	19,500

Secured	Year										120m ERC	Total ERC
	1	2	3	4	5	6	7	8	9	10		
Poland	90	136	74	6	2	2	1	1	1	1	315	317
NE	10	9	6	5	4	3	3	3	3	2	49	58
CE	1,558	1,048	1,036	110	27	8	36	2	1	1	3,827	3,833
WE	710	632	391	163	78	33	19	15	12	0	2,052	2,052
SEE	289	272	142	50	9	2	2	2	1	-	768	768
Sum	2,657	2,097	1,649	335	119	49	62	22	17	5	7,011	7,028

Total	6,723	5,493	4,336	2,490	1,829	1,387	1,084	798	585	409	25,132	26,528
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ERC including the Group's share of portfolios acquired and held in joint ventures.

Disclaimer: B2Holding ASA emphasizes that every assessment of future conditions necessarily involves an element of uncertainty.

Northern Europe (NE)

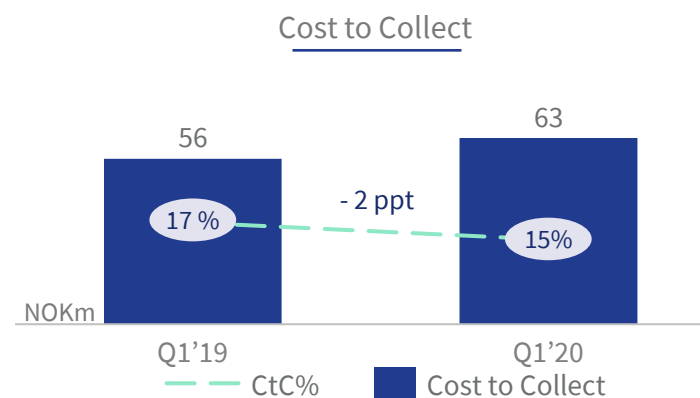
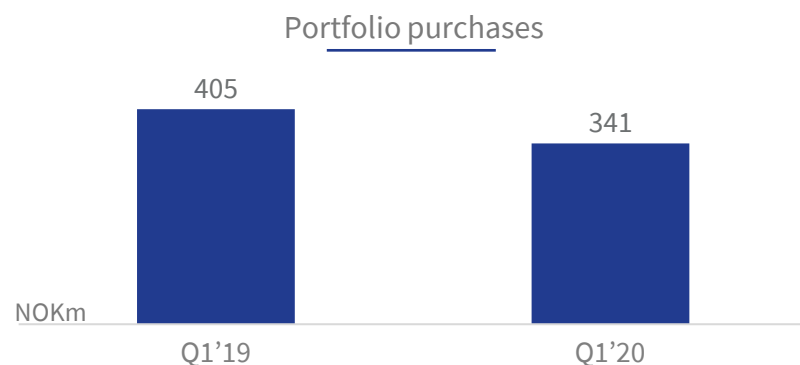
Norway, Sweden, Denmark,
Finland, Estonia, Latvia and Lithuania



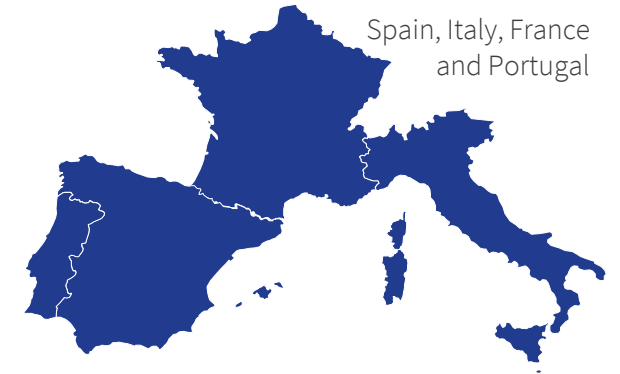
NOKm	2020 Q1	2019 Q1	Change (%)
Total revenues	257	204	26 %
EBIT	149	115	29 %
Profit margin (%)	58 %	57 %	
ERC	10,135	6,907	47 %

Highlights & KPIs

- Portfolio purchase volume of NOK 341m in the quarter
- Gross cash collection of NOK 428m in Q1
- Cash EBITDA was NOK 366m, up 33% from NOK 275m in Q1 2019



Western Europe (WE)



NOKm	2020 Q1	2019 Q1	Change (%)
Total revenues	112	136	-18 %
EBIT	16	52	-68 %
Profit margin (%)	15 %	38 %	
ERC	3,236	2,511	29 %

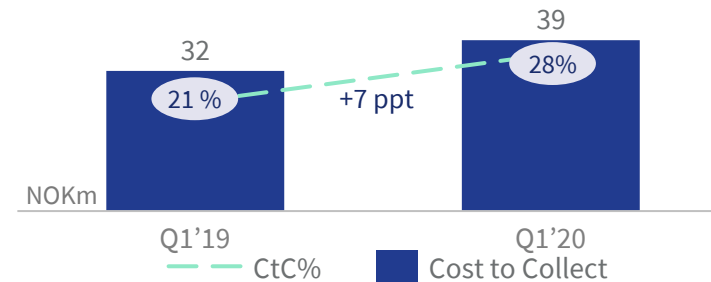
Highlights & KPIs

- Portfolio purchases of NOK 42m in the quarter
- Gross cash collection in Q1 of NOK 138m
- Cash EBITDA was NOK 94m, down 24 % from Q1 2019

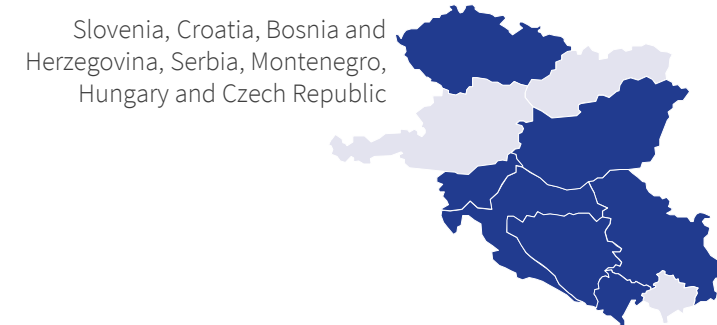
Portfolio purchases



Cost to Collect



Central Europe (CE)



NOKm	2020 Q1	2019 Q1	Change (%)
Total revenues	125	180	-30 %
EBIT	52	120	-56 %
Profit margin (%)	42 %	67 %	
ERC	5,611	5,206	11 %

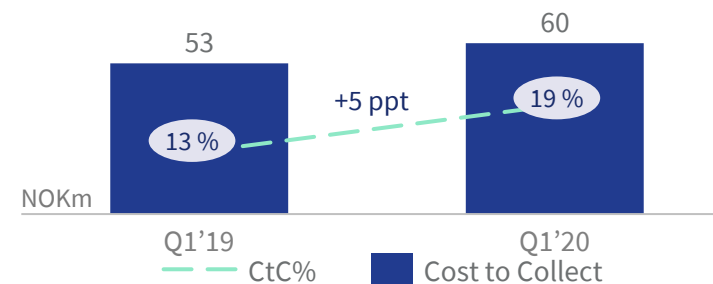
Highlights & KPIs

- No portfolio purchases in the quarter
- Gross cash collection in Q1 of NOK 325m
- Cash EBITDA was NOK 261m, down 23 % from Q1 2019

Portfolio purchases



Cost to Collect



South East Europe (SEE)

Romania, Bulgaria,
Greece and Cyprus



NOKm	2020 Q1	2019 Q1	Change (%)
Total revenues	92	111	-17 %
EBIT	6	46	-87 %
Profit margin (%)	6 %	41 %	
ERC	3,487	3,302	6 %

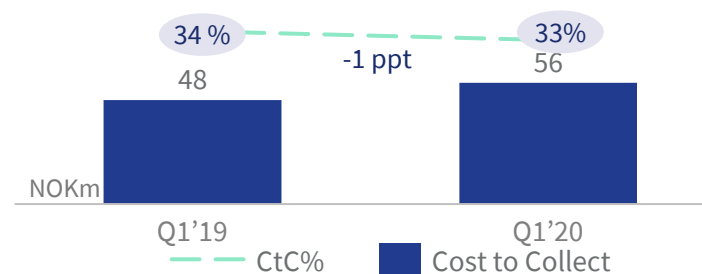
Highlights & KPIs

- Portfolio purchases of NOK 47m in the quarter
- Gross cash collection in Q1 of NOK 170m
- Cash EBITDA was NOK 101m, down 3 % from Q1 2019

Portfolio purchases



Cost to Collect



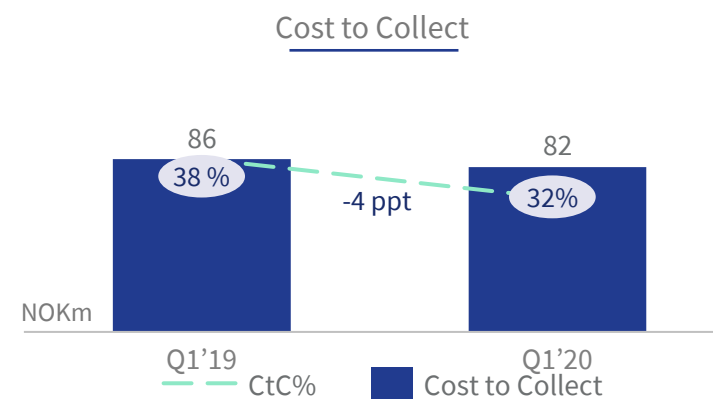
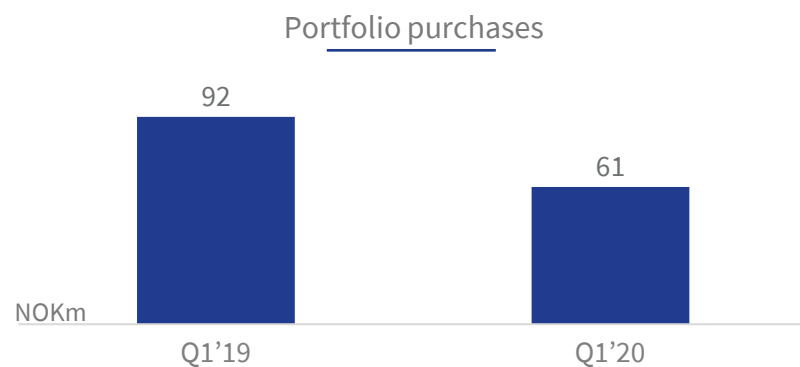
Poland



NOKm	2020 Q1	2019 Q1	Change (%)
Total revenues	189	164	15 %
EBIT	76	49	54 %
Profit margin (%)	40 %	30 %	
ERC	4,059	3,508	16 %

Highlights & KPIs

- Portfolio purchases of NOK 61m in the quarter
- Gross cash collection in Q1 of NOK 254m
- Cash EBITDA was NOK 188m, up 23 % from Q1 2019



20 largest shareholders

#	Shareholder	No of shares	Percentage
1	PRIORITET GROUP AB	52 913 000	12.91 %
2	RASMUSSENGRUPPEN AS	43 073 236	10.51 %
3	VALSET INVEST AS	26 000 000	6.34 %
4	STENSHAGEN INVEST AS	18 893 376	4.61 %
5	K11 INVESTOR AS	9 766 680	2.38 %
6	DNB MARKETS AKSJEHANDEL/-ANALYSE	9 244 035	2.26 %
7	BRYN INVEST AS	8 676 690	2.12 %
8	RUNE BENTSEN AS	8 191 680	2.00 %
9	VPF DNB AM NORSKE AKSJER	7 569 123	1.85 %
10	ARCTIC FUNDS PLC	6 905 291	1.68 %
11	VERDIPAPIRFONDET DNB NORGE	6 439 892	1.57 %
12	VERDIPAPIRFONDET ALFRED BERG NORGE	6 175 885	1.51 %
13	STATE STREET BANK AND TRUST COMP	6 101 457	1.49 %
14	VERDIPAPIRFONDET PARETO INVESTMENT	6 099 405	1.49 %
15	VERDIPAPIRFONDET ALFRED BERG GAMBA	5 992 890	1.46 %
16	STOREBRAND NORGE I VERDIPAPIRFOND	5 826 375	1.42 %
17	GREENWAY AS	5 802 368	1.42 %
18	VERDIPAPIRFONDET ALFRED BERG AKTIV	4 939 465	1.20 %
19	ARCTIC FUNDS PLC	4 575 734	1.12 %
20	PORTIA AS	3 550 000	0.87 %
	OTHER	163 196 016	39.81 %
	Total	409 932 598	100 %

Definitions

■ 120-month ERC

Estimated remaining collection, which expresses the gross cash collection in face value expected to be collected in the future over a 120-month period from the purchased portfolios owned at the reporting date. The 120-month ERC is a common measure in the debt purchasing industry; however it may be calculated differently by other companies and may not be comparable. These projections have been prepared for illustrative purposes only and may differ from the forecast we use to calculate the carrying value of our portfolio purchases as recognized in the Audited Financial Statements. We can provide no assurance that we will achieve such collections within the specified time period, or at all.

■ Actualisation

Actualisation is the difference between actual and forecasted collections for purchased loan portfolios for the reporting period.

■ Administration & management costs

Administration and management cost include Head Office and other Group costs such as Investment Office.

■ Amortisation

Amortisation is the reduction in the current value of the purchased loan portfolios during the period, which is attributable to collection taking place as planned.

■ Available investment capacity/Liquidity reserve

Cash and short-term deposit (less NOK 200 million to cover working capital) plus unutilised bank overdraft, plus unutilised multi-currency revolving credit facility, plus fair value of treasury bonds and less short-term vendor loans. Cash flow from future operations is not included in the number.

■ Cash EBITDA

Cash EBITDA consists of EBIT added back depreciation and amortisation of tangible and intangible assets and added back amortisation and revaluation of purchased loan portfolios. Cash EBITDA is a measure of actual performance from the collection business (cash business) and other business areas.

■ Cash EBITDA margin (cash margin)

Consists of cash EBITDA expressed as a percentage of cash revenue.

■ Cash revenue

Cash revenue consists of “Total revenues” added back amortisation and revaluation of purchased loan portfolios. Cash revenue is a measure of actual revenues (cash business) from the collection business and other business areas. Cash revenue is an alternative performance measure used by the Company in order to reflect the performance of its purchased loan portfolios and external collection and consumer lending businesses. Cash revenue is an alternative performance measure frequently used by securities analysts, investors and other interested parties in the evaluation of companies in the debt collection industry.

■ Cost to collect

All external and internal operating costs related to the Group’s collection business.

■ EBITDA

Operating profit before depreciation and amortisation (EBITDA) consists of operating profit (EBIT) adding back depreciation and amortisation of tangible and intangible assets.

■ EBITDA margin

EBITDA over total operating revenues.

■ ERC

Estimated remaining collection (ERC) expresses the gross cash collection in nominal values expected to be collected in the future from the purchased loan portfolios owned at the reporting date and the Group’s share of gross cash collection on portfolios purchased and held in joint ventures. ERC includes ERR. The Total ERC is a common measure in the debt purchasing industry; however it may be calculated differently by other companies and may not be comparable.

■ ERR

Estimated remaining recoveries (ERR) expresses the gross cash collection in nominal values expected to be recovered in the future from the purchased secured loan portfolios owned at the reporting date and the Group’s share of gross cash collection on secured portfolio purchased and held in joint ventures.

Definitions (cont'd)

■ **Forward flow agreements**

Forward flow agreements are agreements where the Group agrees with the portfolio provider that it will, over some period in fixed intervals, transfer its non-performing loans of a certain characteristics to the Group.

■ **Gross cash collection**

Gross cash collection is the actual cash collected and assets recovered from purchased portfolios before costs related to collect the cash received.

■ **Interest income from purchased portfolios**

Interest income from purchased loan portfolios is the calculated amortised cost interest revenue from the purchased loan portfolios using the credit-adjusted effective interest rates set at initial acquisition.

■ **Interest Coverage**

The ratio of Cash EBITDA divided by net interest expenses.

■ **Leverage ratio**

Net Interest-bearing debt over Cash EBITDA calculated for the last 12 months.

■ **Net debt**

Net debt consist of nominal value of interest-bearing loans and borrowings plus utilised bank overdraft less cash and short-term deposits.

■ **Net credit gain/(loss) from purchased loan portfolios**

The Group's exposure to credit risk from the purchased loan portfolios is related to actual gross cash collection deviating from collection estimates and from changes in future cash collection estimates. The Group regularly evaluates the current collection estimates at the individual portfolio level and the estimate is adjusted if collection is determined to deviate from current estimate over time. The adjusted collection estimate is discounted by the initial rate of return at acquisition of the portfolio. Changes from current estimate adjust the book value of the portfolio and are included in the profit and loss statement in the line item "Net credit gain/(loss) from purchased loan portfolios". Cash collection above collection estimates and upward adjustments of future collection estimates increase revenue. Cash collection below collection estimates and downward adjustments of future collection estimates decrease revenue. Net credit gain/(loss) equals net actualisation/revaluation.

■ **Operating cash flow per share**

Operating cash flow per share is operating cash flow from consolidated statement of cash flows divided on the weighted average number of shares outstanding in the reporting period. Operating cash flow per share is a measure on actual cash earned from operating business per share.

■ **Other revenues**

Other revenues includes revenue from external collection, interest on loan receivables as well as subscription income for credit information, telemarketing and other services which is recognised proportionately over the term of the underlying service contract which is usually one year.

■ **Participation loan/notes**

Participation loan/notes consist of investment agreements with co-investors for the purchase of loan portfolios through SPVs. The contractual arrangement of the participation loan/notes is directly related to the performance of the portfolios purchased in the SPVs.

■ **Portfolio purchases**

Portfolio purchases are the investments for the period in secured (with collateral) and unsecured (without collateral) loan portfolios.

■ **Profit margin**

Profit margin consists of operating profit (EBIT) expressed as a percentage of total operating revenues.

■ **Revaluation**

Revaluation is the period's increase or decrease in the current value of the purchased loan portfolios attributable to changes in forecasts of future collection.

■ **Secured Loan to Value Ratio**

Net interest-bearing debt of secured facilities plus any vendor loans less cash and short-term deposits over Assets (portfolio, JV, loan receivables, REO and goodwill).

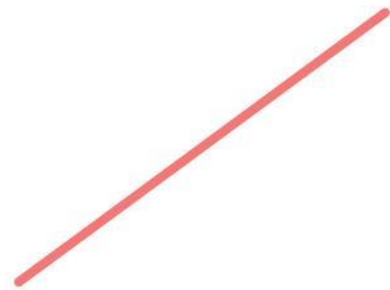
■ **Total Loan to Value (TLTV)**

Net debt adjusted for vendor loan, earn out and FX hedge MTM over Assets (portfolio, JV, loan receivables, REO and goodwill).



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