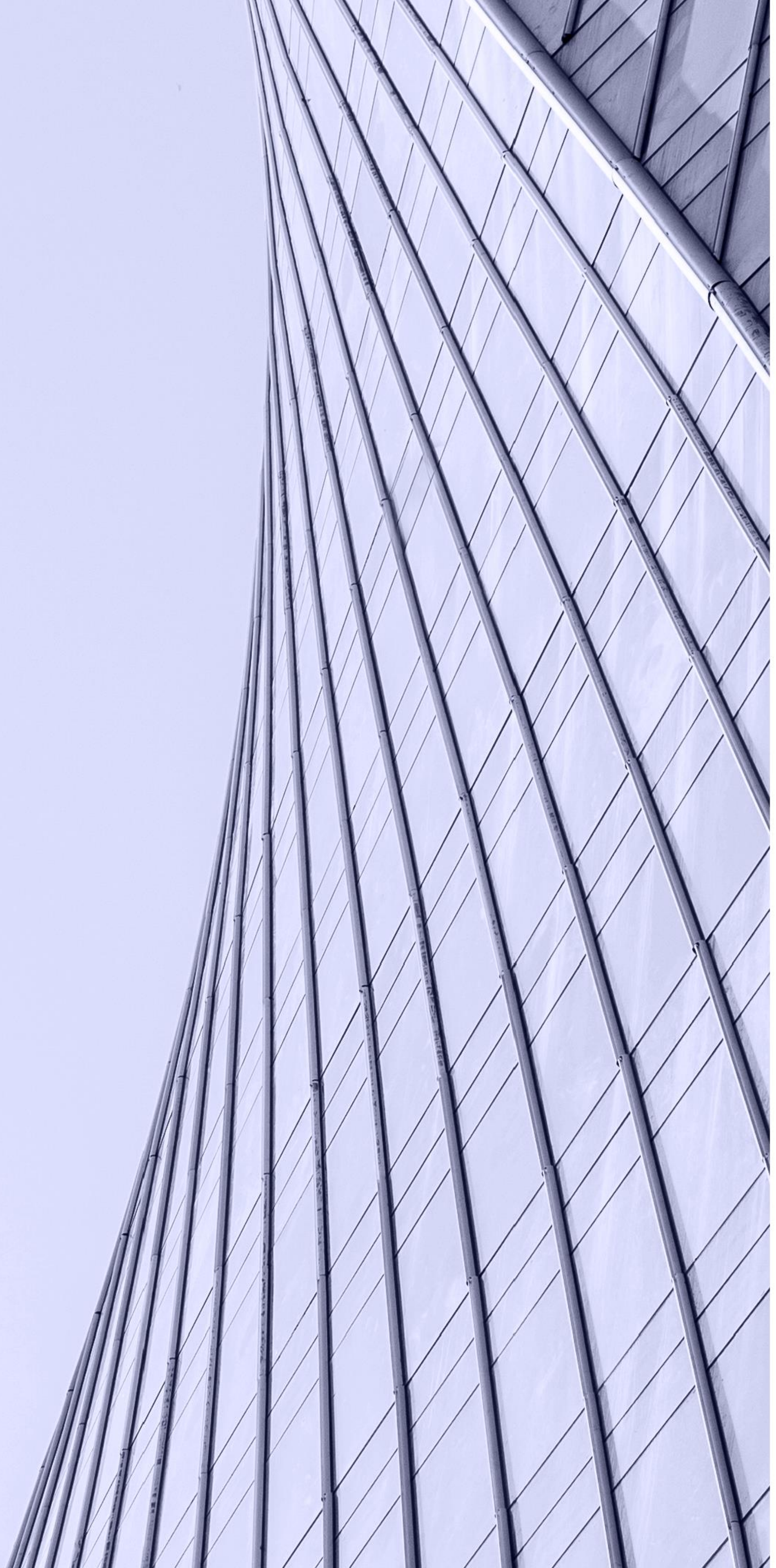
Q2

Second quarter 2023



B2HOLDING

Today's presenters

Q&A moderator

Erik J. Johnsen
Chief Executive Officer

André Adolfsen
Chief Financial Officer

Rasmus Hansson
Head of Commercial Strategy & IR

Q2 Highlights

Continued strong collection performance

- Unsecured collection performance at 107.6%
- Secured cash collections of NOK 326m including REO sales of NOK 104m at 45.3% margin

Continued focus on further cost reduction initiatives to mitigate inflation and increased cost of funding

Invested and committed NOK 2.2bn for 2023 YTD[1)]

Buy-back program progressing well, 3.3% of outstanding shares acquired as of today

Sound investment capacity in combination with low leverage

Amended RCF with increased flexibility

1)Includes investments of NOK 435m communicated in 2022 Q4 and reported in 2023 Q1

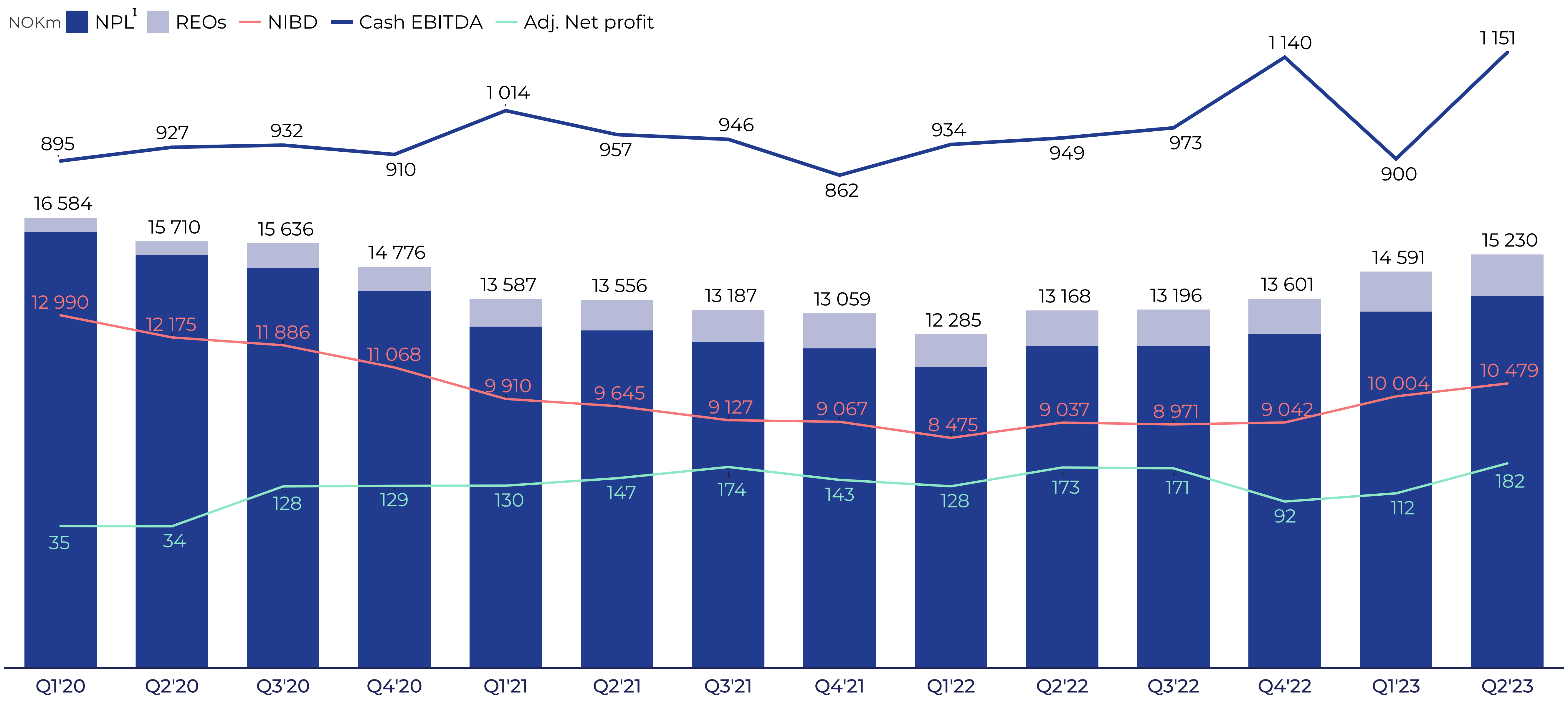
Key figures Q2 2023 (NOKm)

Cash collections	REO sales	Net revenues
1 513	**104**	**1 031**
1 246	103	748

Cash EBITDA	Adj. Net profit	Portfolio investments
1 151	**182**	**795**
949	173	758

Comparable numbers for Q2 2022 below

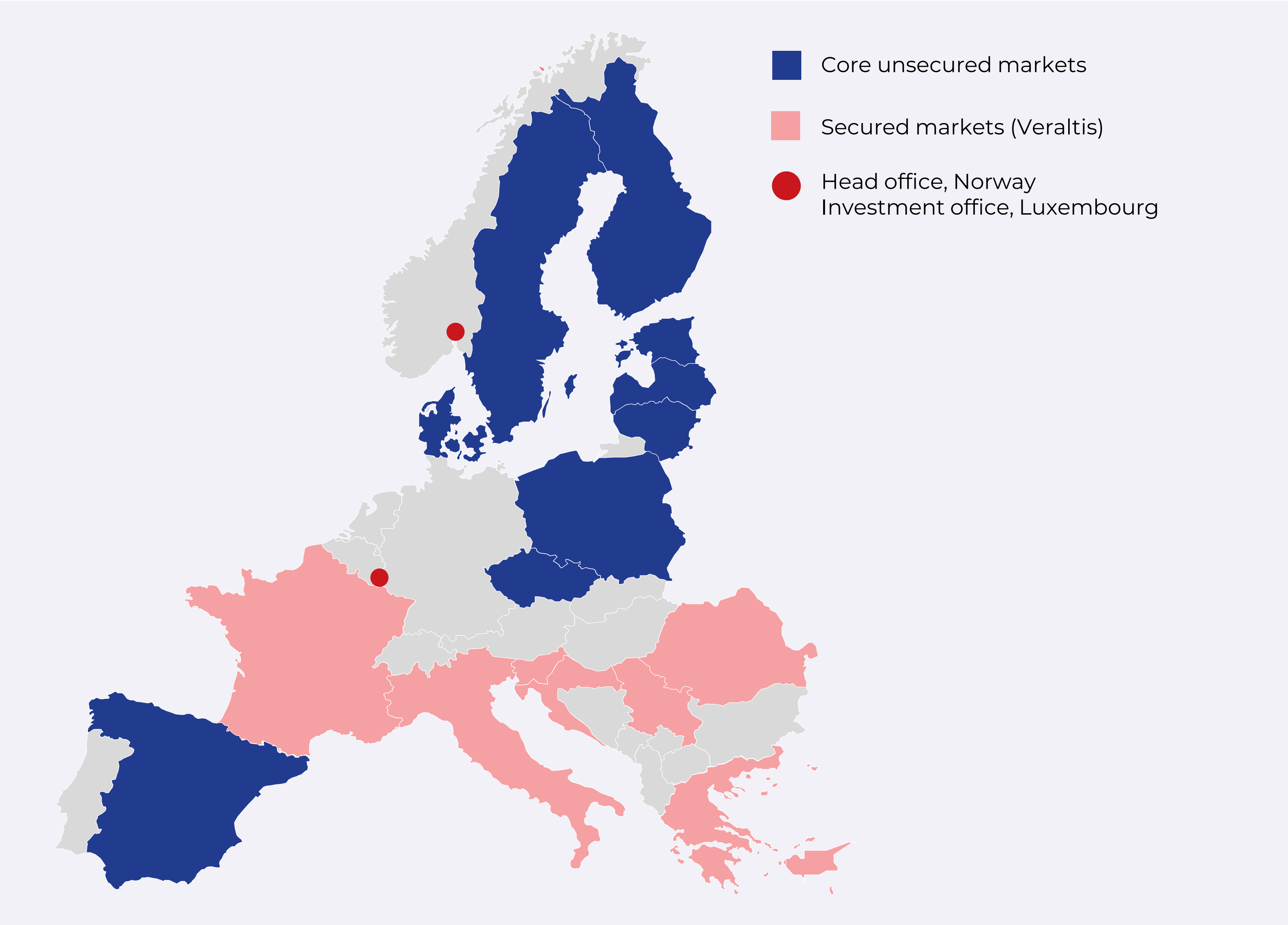
ERC growth combined with low leverage



1) Q4'22 includes NOK 435m signed late December, closed in January

Improved collection performance and focus on cost efficiency

- Higher collections driven by legal strategies through use of analytics and increased use of self-service channels
- Operating expenses stable despite increase in collection volume
- Focus on cost efficiency initiatives to mitigate inflation and increased cost of funding
- Executing on the strategy to reduce operational units and focus on scale in core markets
- Bulgaria sales process nearing completion



Financial performance

Second quarter 2023 summary

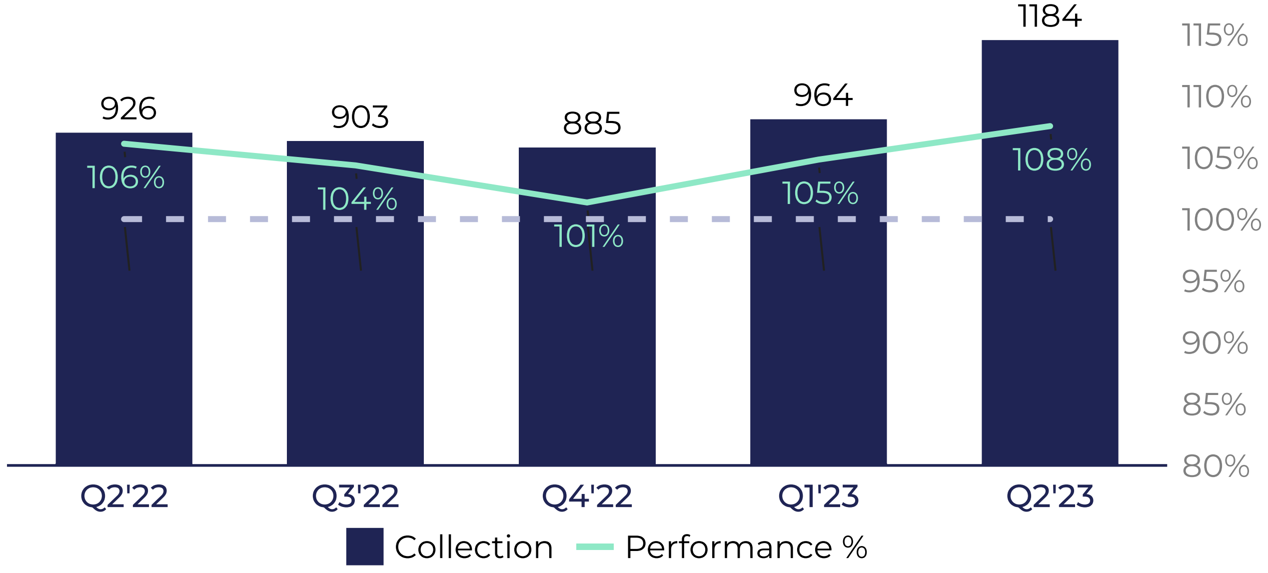
NOK million	2023 Q2	2022 Q2	% Δ	Constant FX % Δ [2)]
Cash collections	1 513	1 246	21%	5%
Net revenues	1 031	748	38%	20%
Adj. EBIT	496	330	50%	33%
Adj. EBIT %	48%	42%	6 pp	6 pp
EBIT	471	139	238%	211%
Adj. Net profit	182	173	5%	-10%
Cash revenue	1 665	1 379	21%	5%
Cash EBITDA	1 151	949	21%	6%
Cash margin	69%	69%	0 pp	0 pp
Gross collections[1)]	1 521	1 245	22%	7%
Amortisation of own portfolios	-633	-458	38%	21%
Portfolio investments[1)]	795	758	5%	-10%
Adj. EPS	0.48	0.43		N/A
Adj. ROE (LTM)	10.2%	12.5%	-2.2 pp	N/A

- Strong collection performance across all asset classes
  - Unsecured collection performance of 107.6% and up 11% YoY
  - Secured cash collections of NOK 326m
  - REO sales of NOK 104m at a premium to book value of 45.3%
- Strong Adj. EBIT growth driven by collections earlier and higher than expectations
- Operating expenses stable despite growth in collections…
- … and strong focus on further cost reductions to mitigate inflation and increased cost of funding
- Committed portfolio investments of NOK 2.2bn for 2023
- Increased interest expense driven by higher floating rates

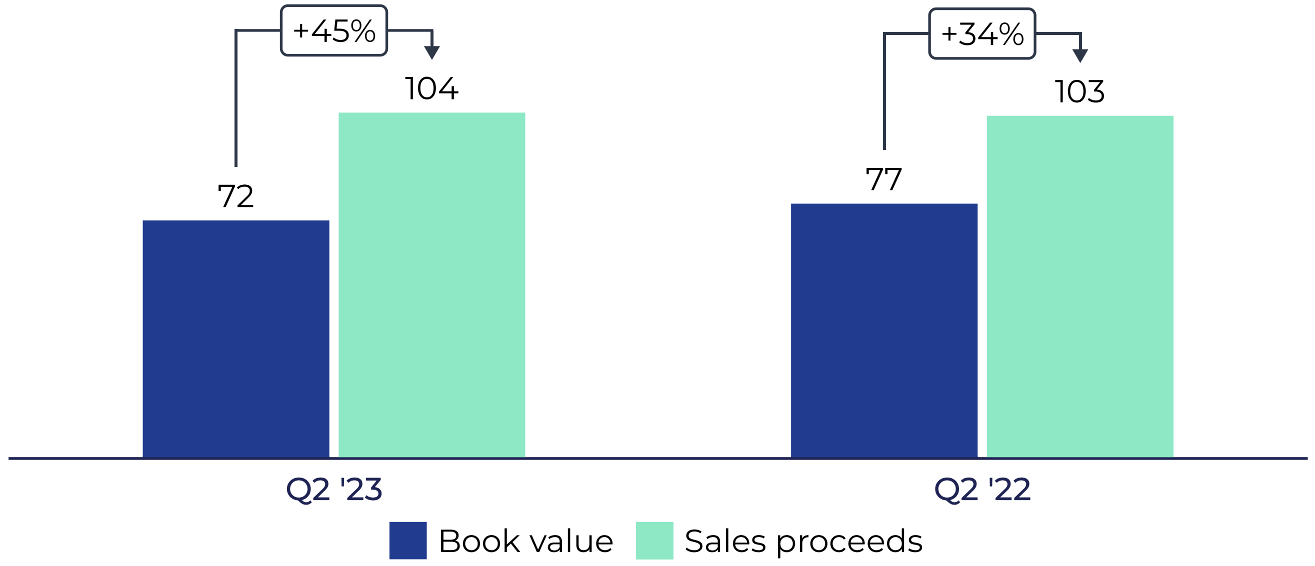
1) Includes the Group's share of gross collection for portfolios purchased and held in SPVs and joint ventures
2) Constant FX % Δ are not reported numbers and are for guidance only

Collection Performance excl. JVs

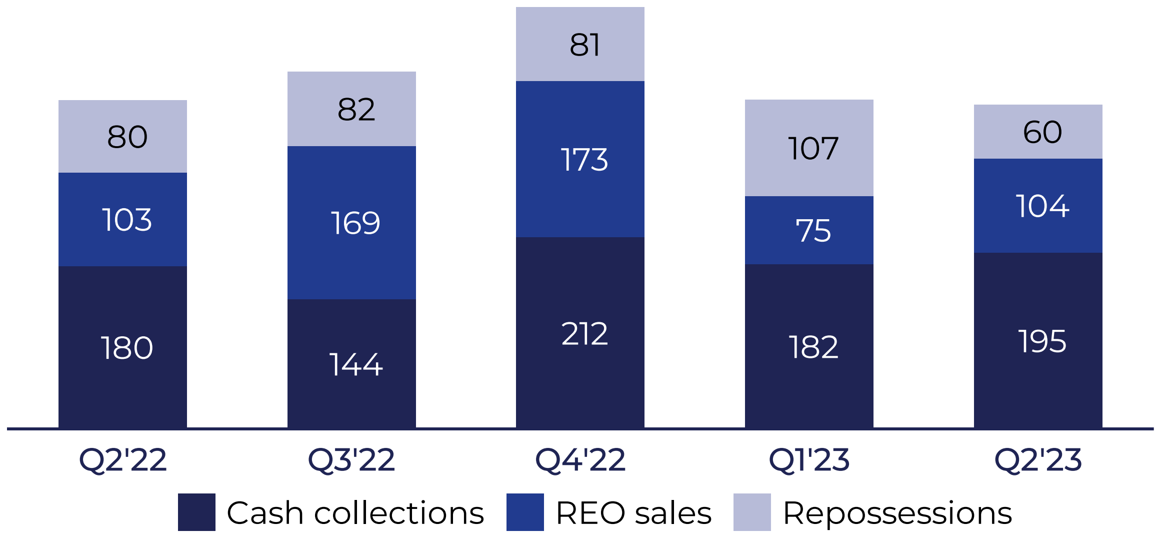
Unsecured collection performance



REO sales



Secured collections

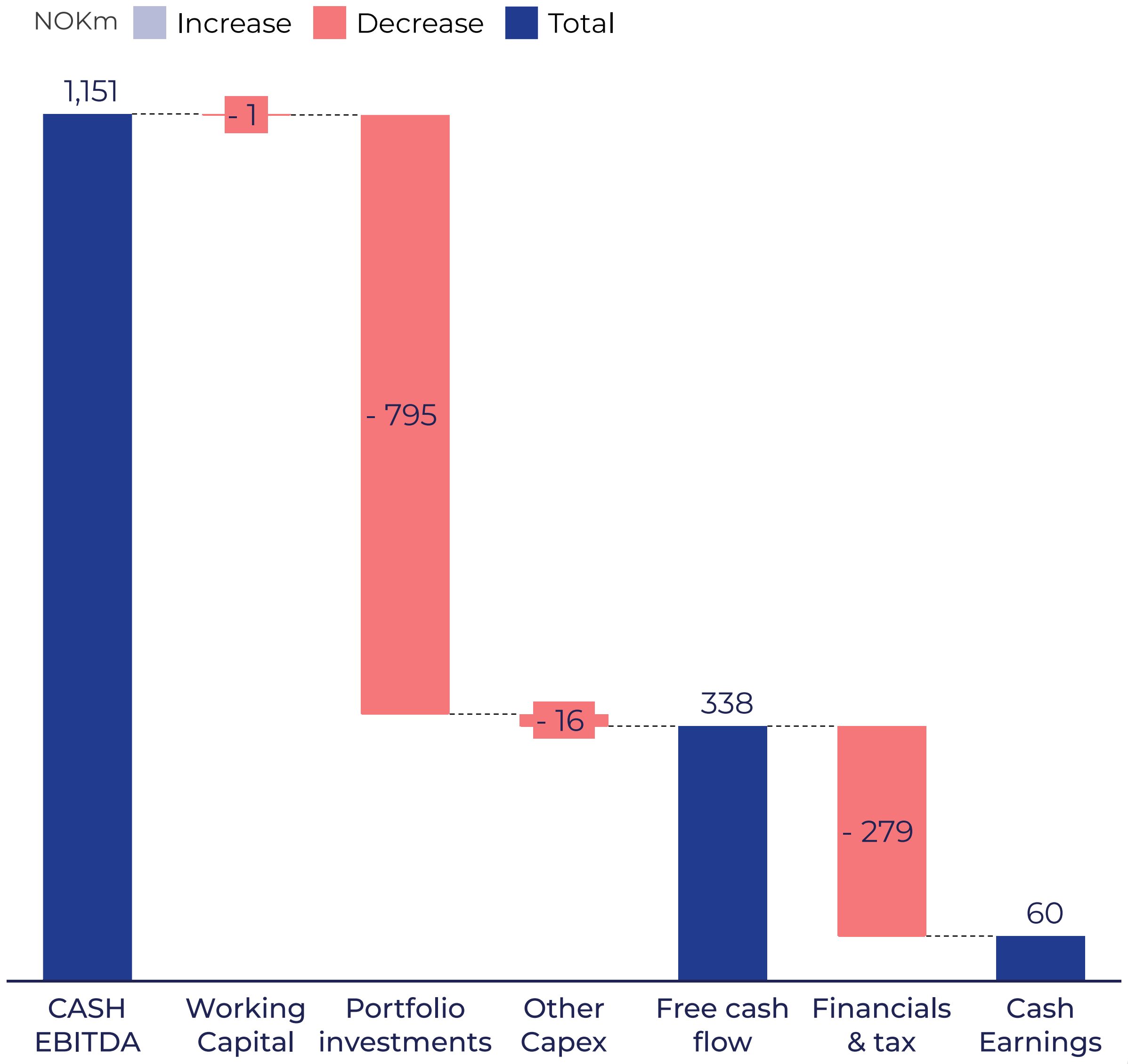


- Continued Unsecured overperformance – 107.6% for Q2 2023
- Stable secured cash collections
- REO sales at strong margins to book value

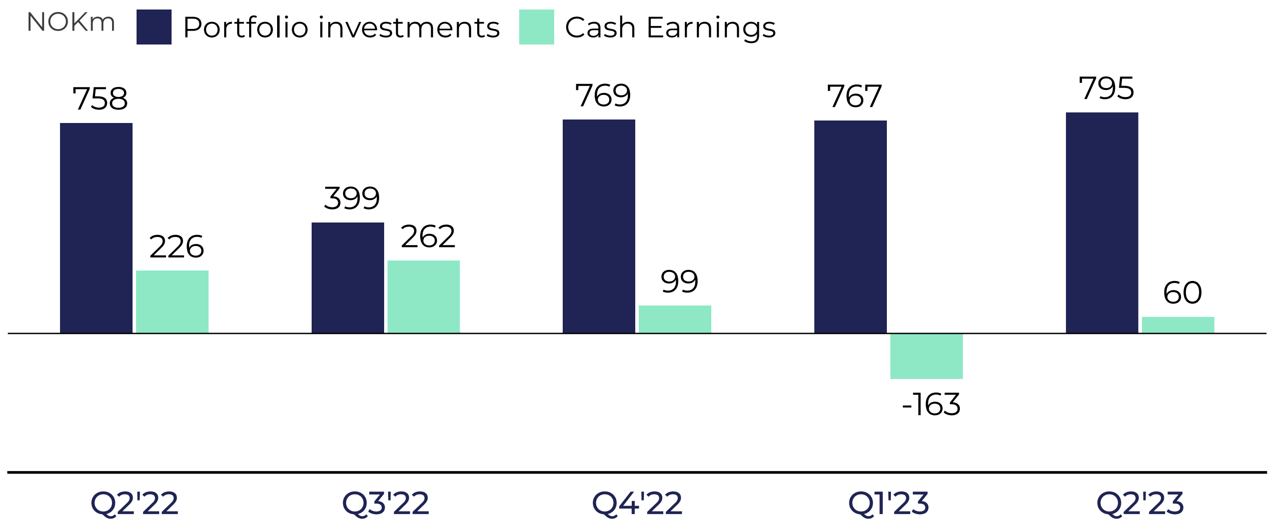
All numbers in NOK million

Favourable low leverage and strong cash flow in the quarter

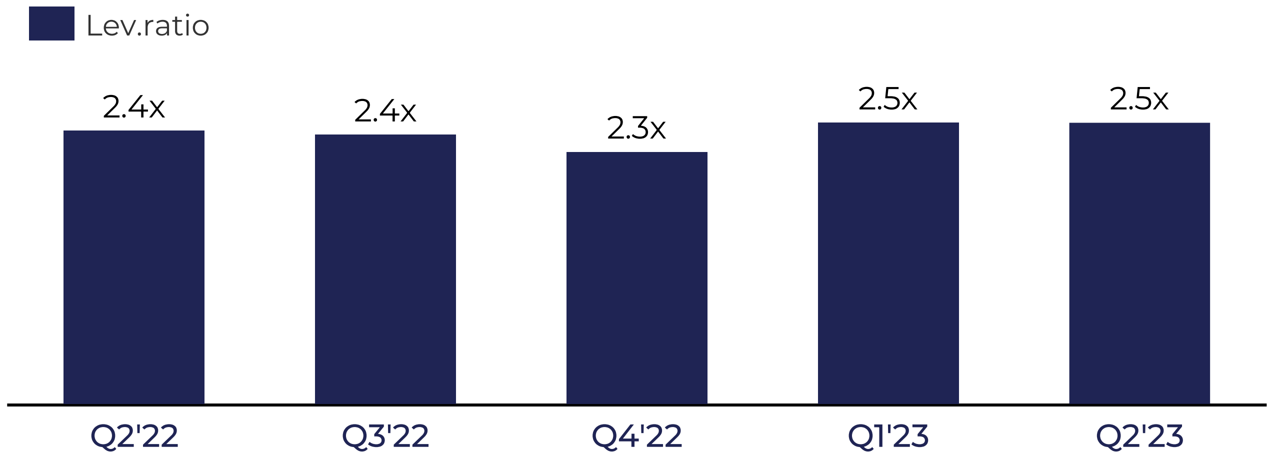
Cash flow Q2 2023



Additional investment capacity



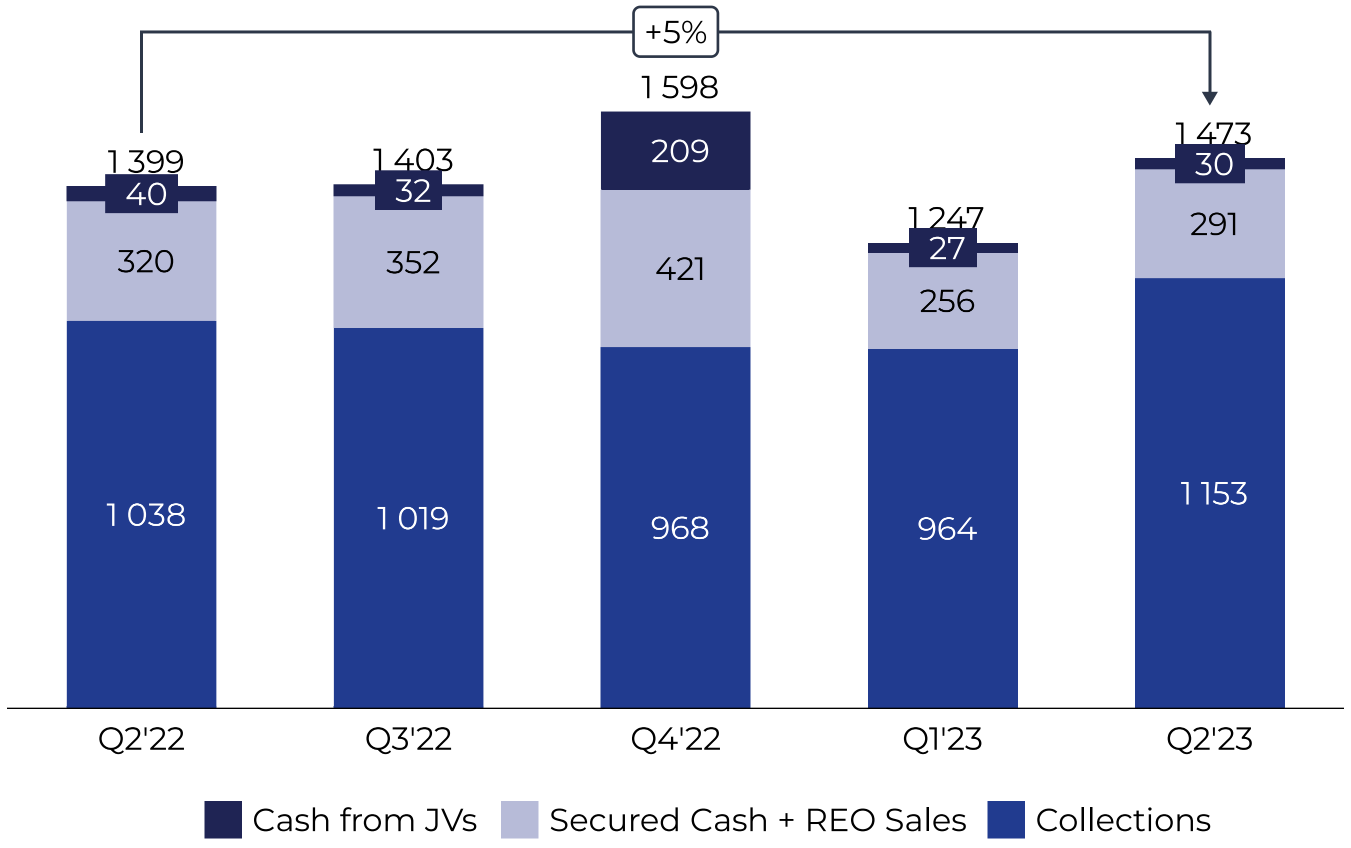
Stable underlying leverage ratio (2.3x constant FX)



Stable opex despite growth in collection and inflationary pressure

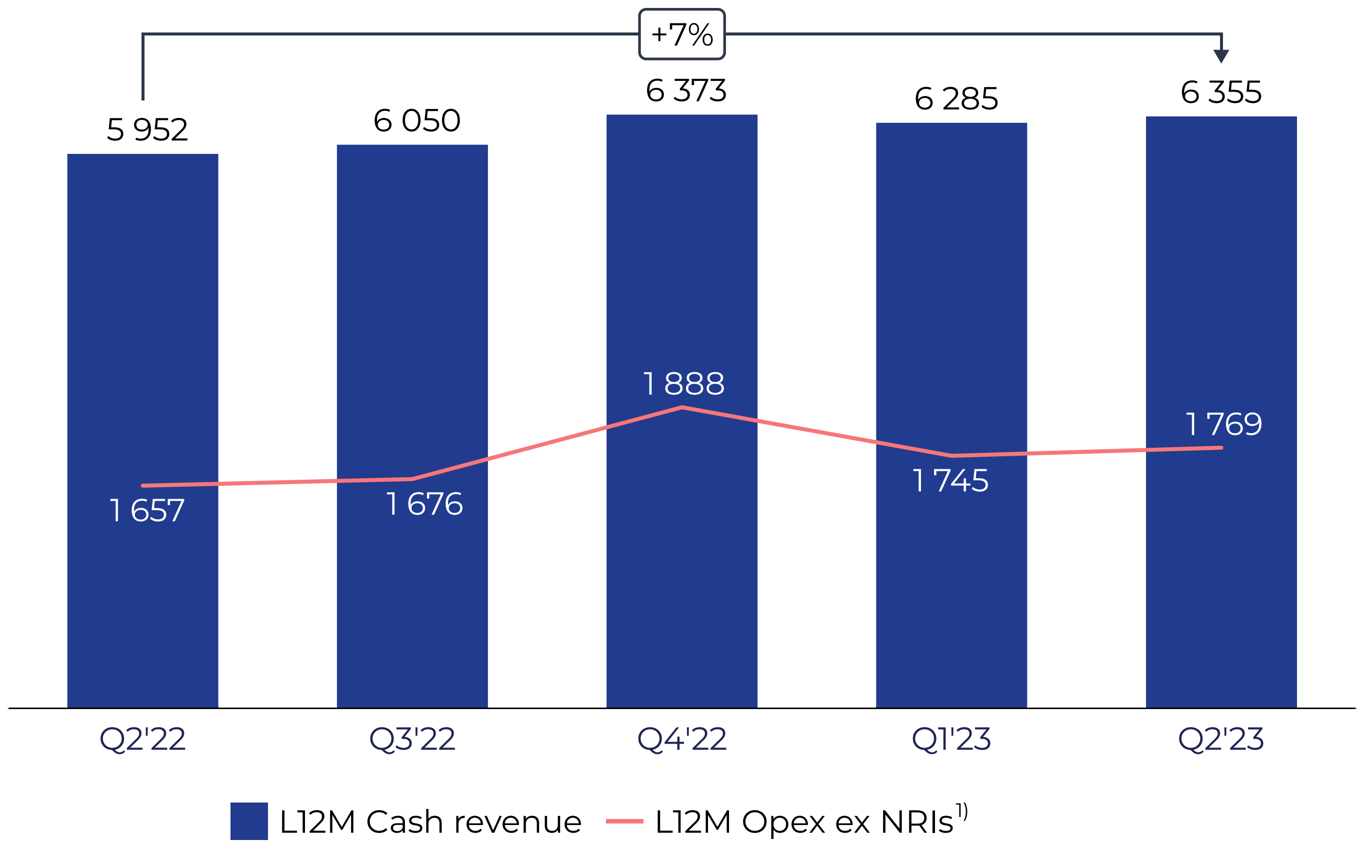
Cash collections (constant FX)

- Growth in unsecured collections
- Solid underlying cash contribution from Secured



Operating expenses (constant FX)

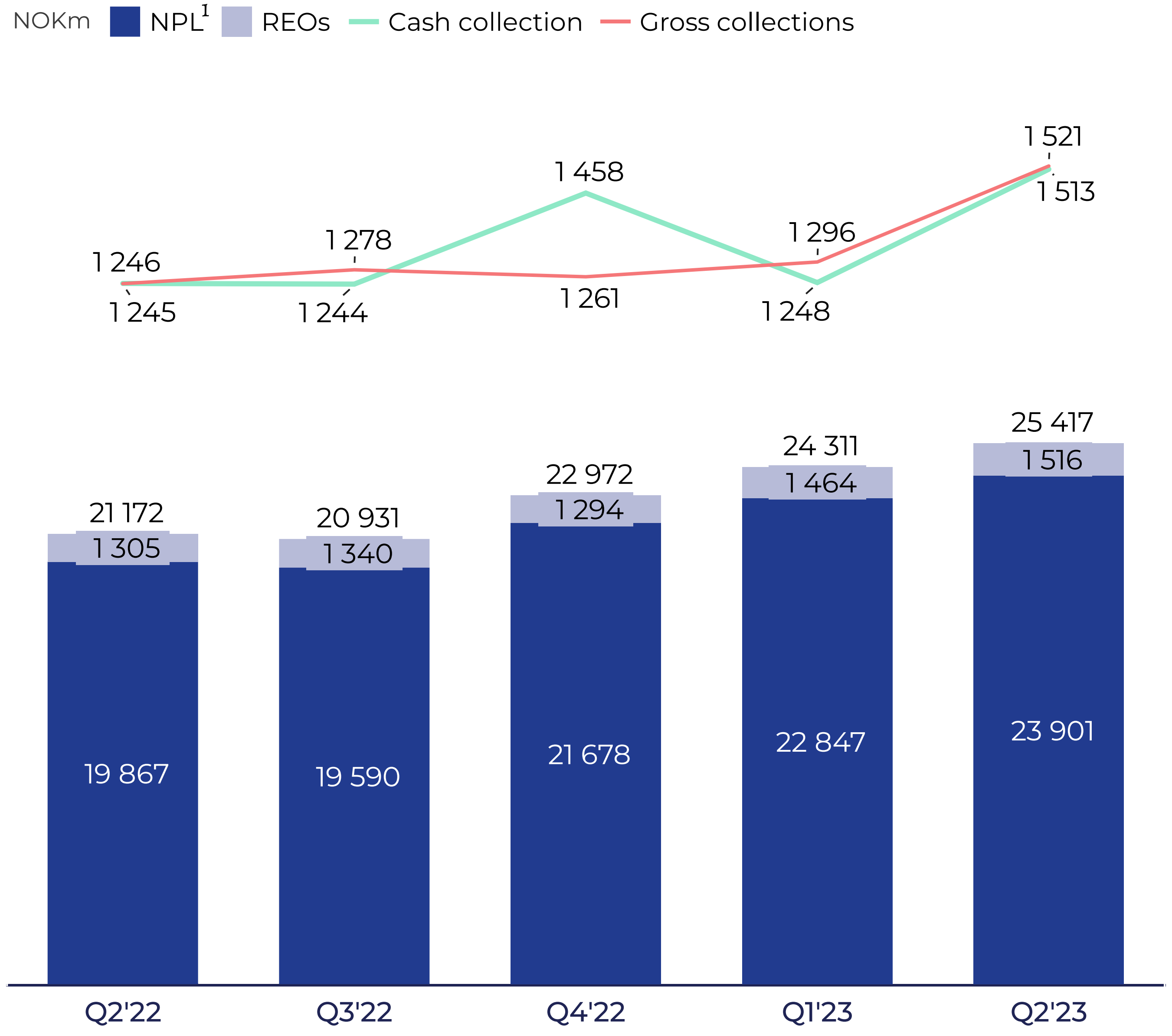
- Opex up 3% compared with Q2 2022 and 2% up sequentially
- Increase in opex driven by legal collection costs
- L12M Cash revenue and opex up 7%



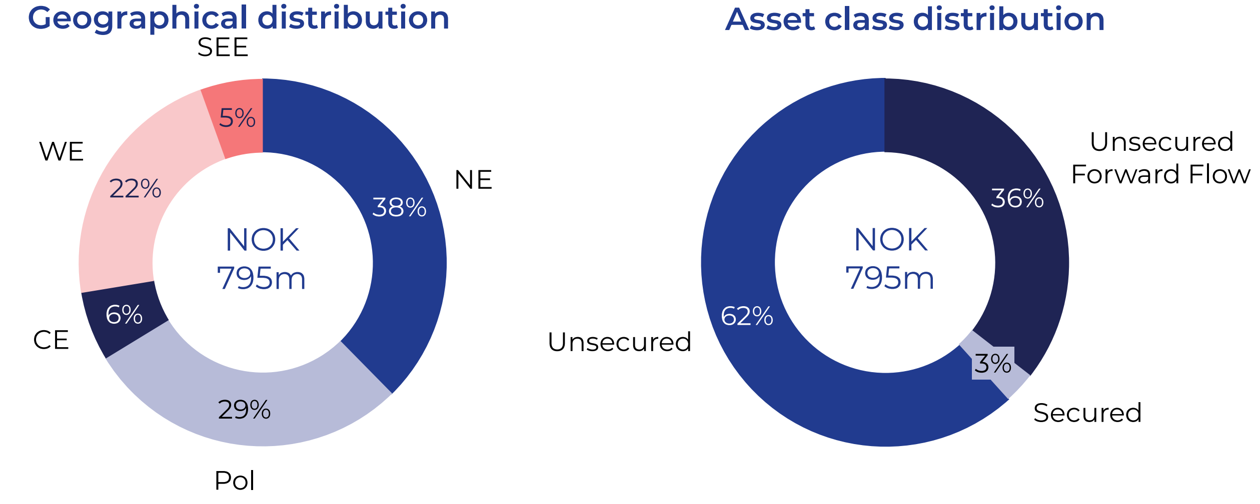
Numbers in NOK million
1) Operating expenses excluding Depreciation, Amortisation, Impairment and Non-Recurring Items

Portfolio investments and Estimated Remaining Collections (ERC)

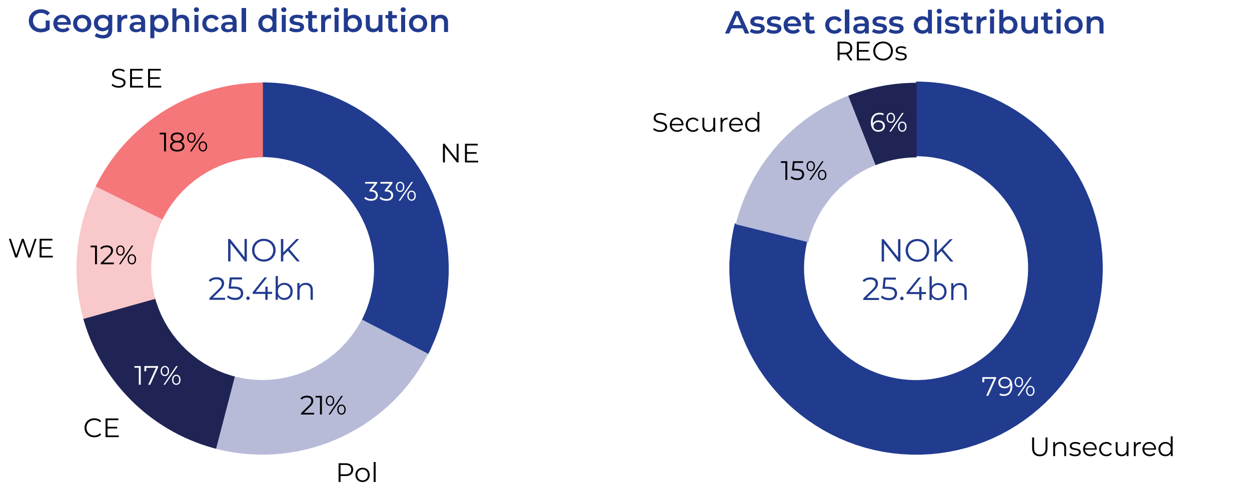
Growing cash collections and growth in ERC



Portfolio investments in Q2



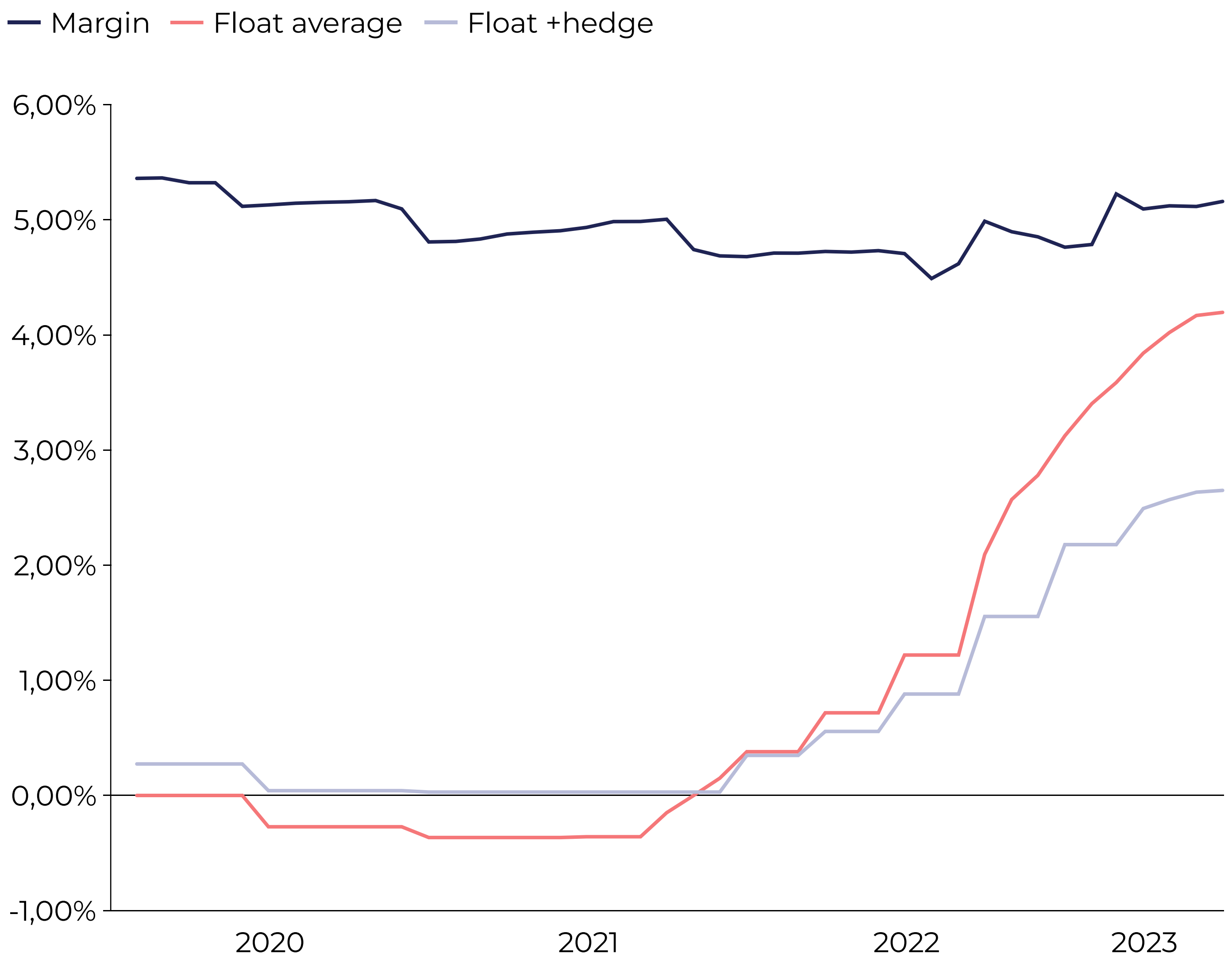
Total ERC as of Q2



1) Q4'22 includes ERC in connection with NOK 435m of Portfolio investments signed late December but closed in January and reported in Q1 Portfolio investments.

Increased cost of capital driven by higher floating interest rate

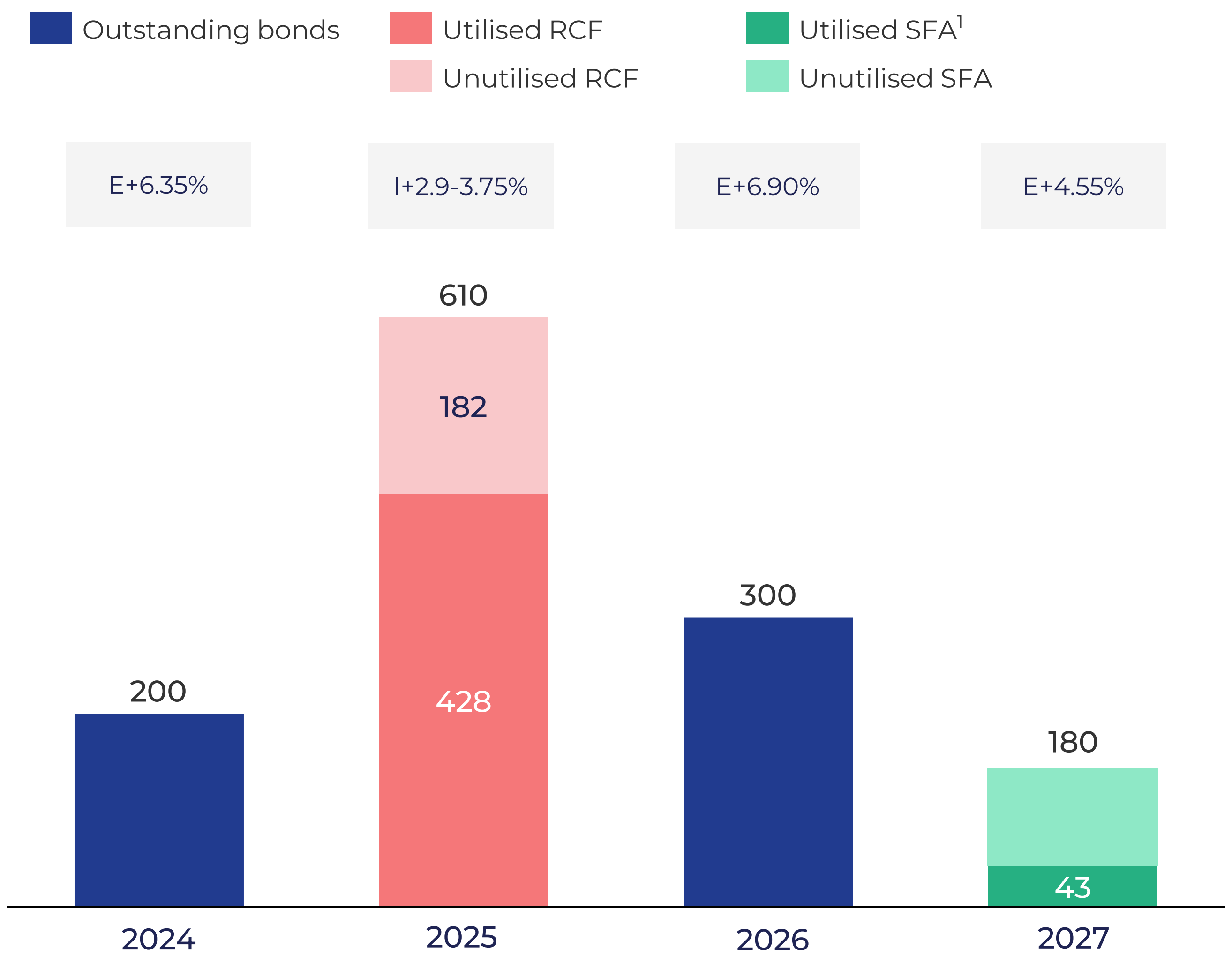
Stable margin, but increase in floating interest rate



- Blended margin of 5.16% at the end of the quarter
- Total interest rate 8.6% including hedging ratio at 52%
  - 4.20% floating if no hedge
  - 2.65% floating adjusted for 52% hedge

Sound investment capacity in combination with low leverage

Debt maturity profile (EURm)



Healthy maturity profile and flexibility

- RCF amendment with increased flexibility and longer duration
  - Full flexibility to refinance bond maturing in May 2024
  - EUR 100m facility line extended to RCF maturity in 2025
- SFA line increased to EUR 180m in April
  - Loan reduced from 80mEUR to 43mEUR in July 2023
- Liquidity reserve of EUR ~400m in addition to operational cash flow
- Sales proceeds from Bulgaria expected during Q3
- Leverage ratio of 2.52x (2.29x in constant FX)

1) Adjusted for repayment of SFA in July EUR 37m

Summary

Key takeaways

Continued strong collection performance

Operating expenses stable despite increase in collection volume

On track to reach NOK 2.5 to 3bn in investments in 2023

Sound investment capacity in combination with low leverage

Amended RCF with increased flexibility

Q&A

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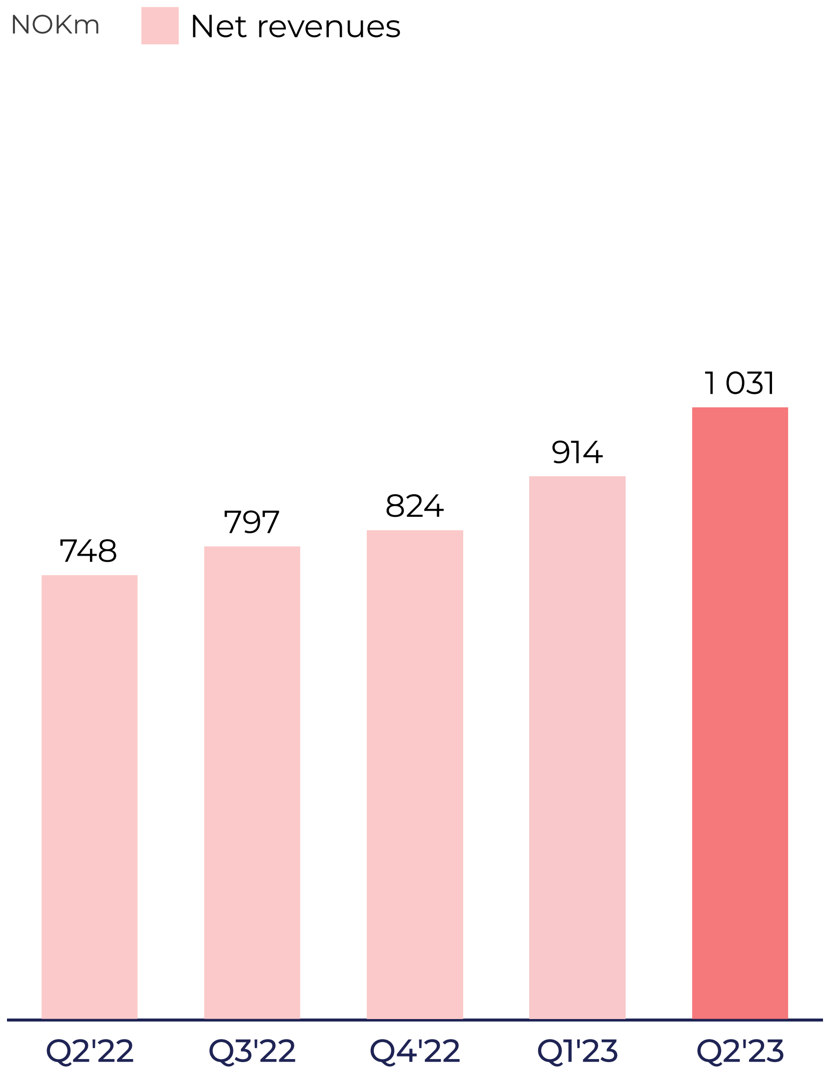
Quarterly trends

NOK million	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2
Cash collections	1 301	1 229	1 191	1 136	1 214	1 246	1 244	1 458	1 248	1 513
Net revenues	762	756	792	726	716	748	797	824	914	1 031
Adj. EBIT	330	321	385	297	289	330	373	343	402	496
Adj. EBIT %	43%	43%	49%	41%	40%	42%	47%	42%	44%	48%
EBIT	330	341	370	267	249	139	337	303	375	471
Adj. Net profit	130	147	174	143	128	173	171	92	112	182
Cash revenue	1 424	1 369	1 341	1 268	1 341	1 379	1 377	1 599	1 384	1 665
Cash EBITDA	1 014	957	946	862	934	949	973	1 140	900	1 151
Cash margin	71%	70%	71%	68%	70%	69%	71%	71%	65%	69%
Gross collections[1)]	1 494	1 407	1 269	1 266	1 152	1 245	1 278	1 261	1 296	1 521
Amortisation of own portfolios	-862	-647	-537	-564	-465	-458	-455	-520	-490	-633
Portfolio purchases[2)]	192	220	237	552	239	758	399	769	767	795
Adj. EPS	0.32	0.36	0.42	0.35	0.32	0.43	0.43	0.23	0.29	0.48
Adj. ROE	9.0 %	11.2 %	11.8 %	12.2 %	12.5 %	12.5 %	12.0 %	11.0 %	10.3 %	10.2 %

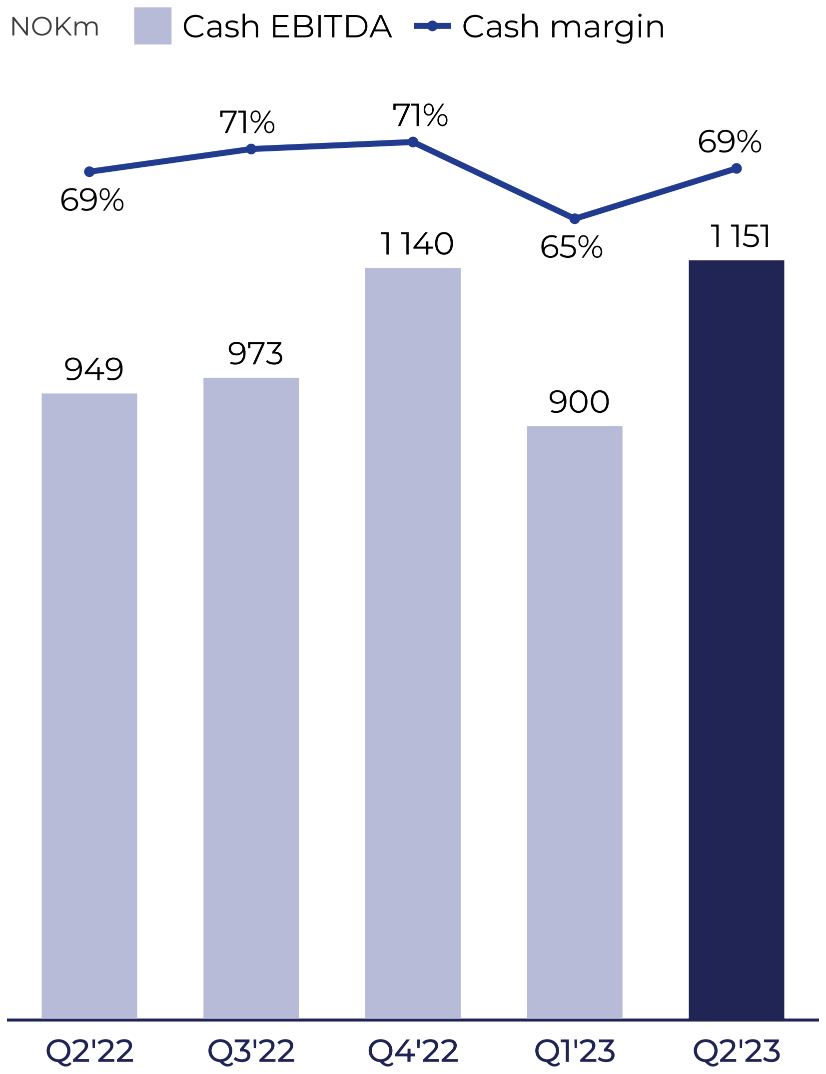
1) Includes the Group's share of gross collection for portfolios purchased and held in SPVs and joint ventures
2) Including the Group's share of portfolios purchased in SPVs and joint ventures

Quarterly financial performance

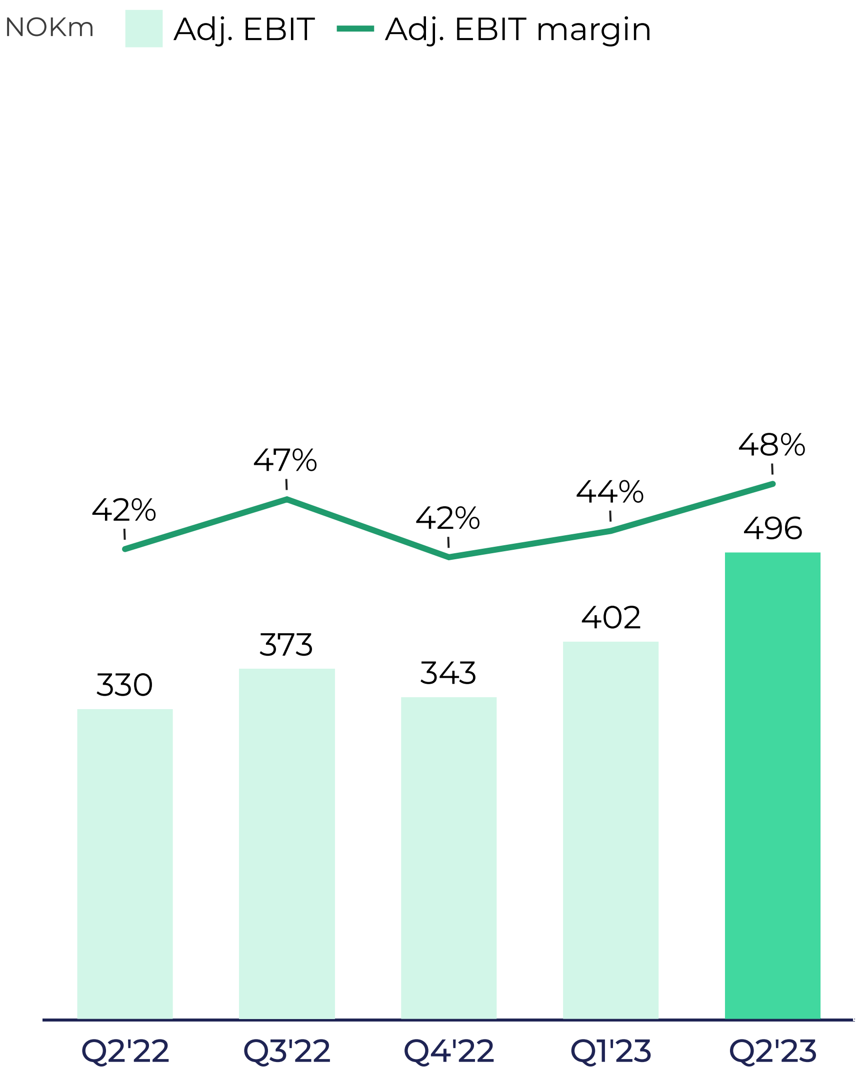
Net revenues



Cash EBITDA

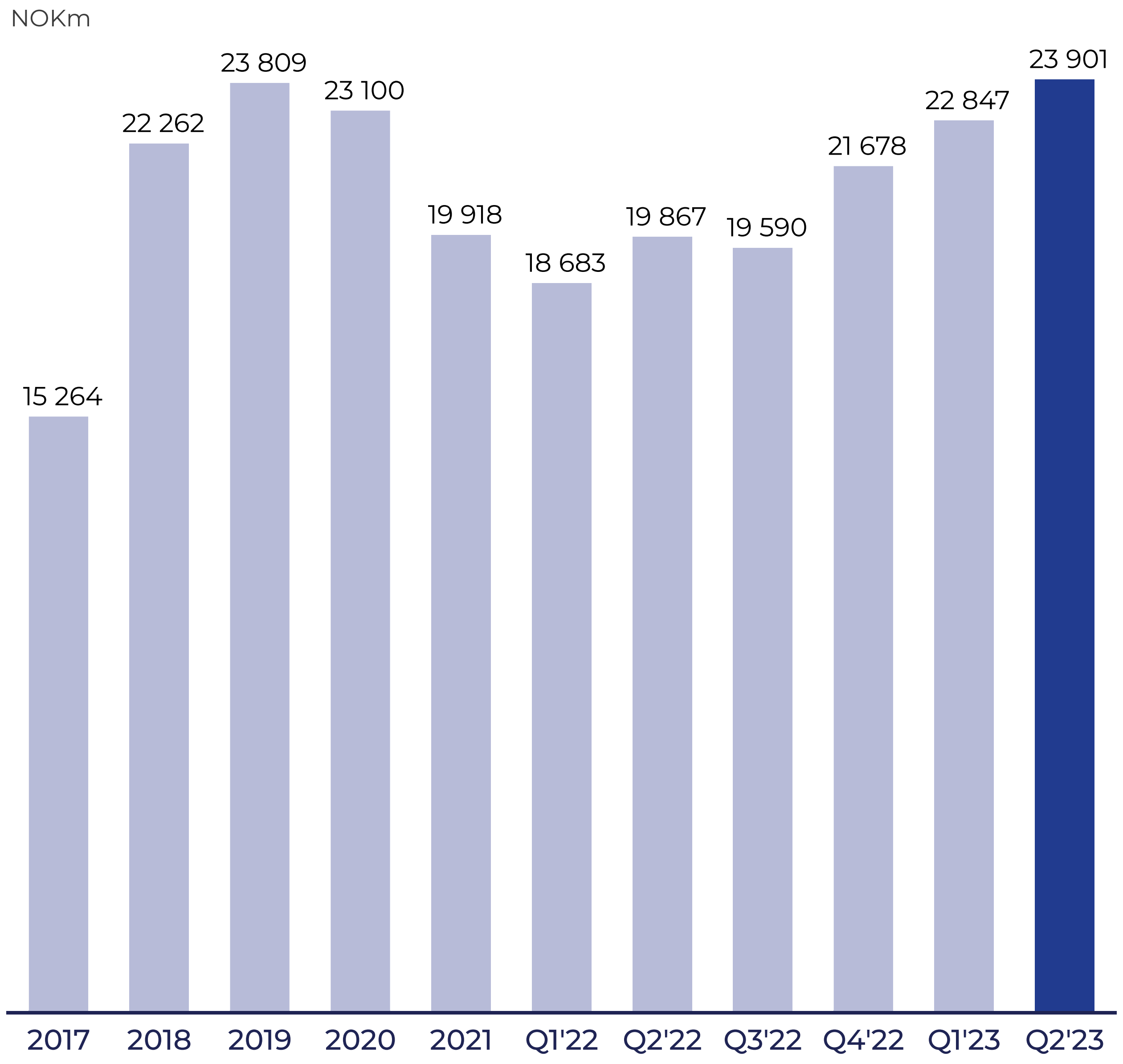


Adjusted EBIT

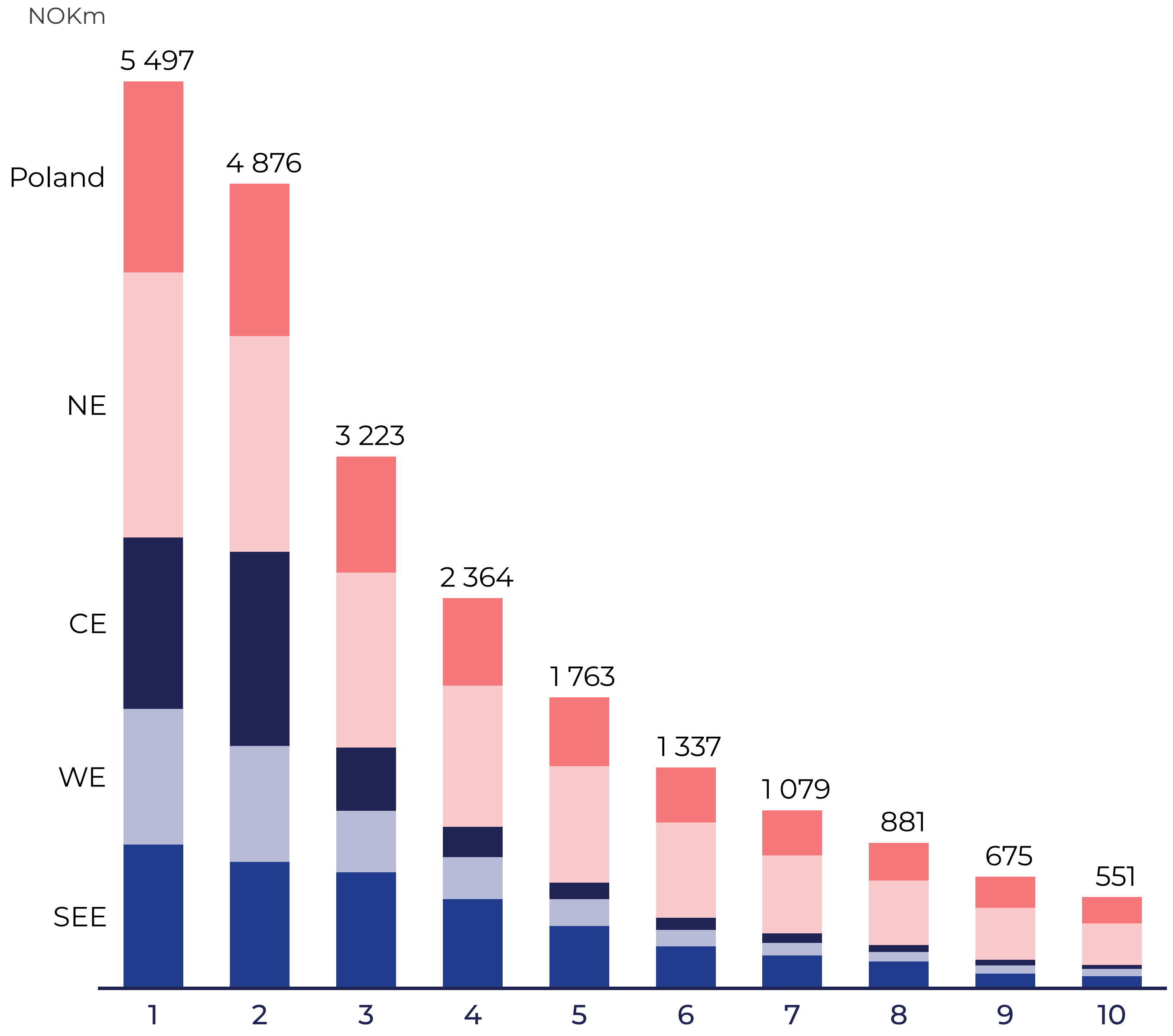


ERC development

Development in total gross ERC[1) 2)]



Forward 120m ERC profile by year



1) Including the Group's share of portfolios acquired and held in SPVs and joint ventures and NOK 912m in Bulgaria
2) Q4'22 includes ERC in connection with NOK 435m of Portfolio investments signed late December but closed in January and reported in Q1 Portfolio investments.

Portfolio diversification[1)]

Unsecured ERC	Year 1	2	3	4	5	6	7	8	9	10	120m ERC	Total ERC
Poland	1 052	868	666	521	416	331	272	226	187	157	4 696	5 239
NE	1 602	1 302	1 058	855	702	577	474	391	314	250	7 524	8 257
CE	287	219	172	132	97	70	55	43	32	25	1 132	1 181
WE	265	226	187	150	109	79	61	51	44	39	1 212	1 270
SEE	765	724	681	531	372	253	198	162	90	74	3 850	4 098
Total	**3 971**	**3 340**	**2 764**	**2 188**	**1 696**	**1 310**	**1 060**	**872**	**667**	**545**	**18 413**	**20 045**

Secured ERC	Year 1	2	3	4	5	6	7	8	9	10	120m ERC	Total ERC
Poland	105	54	38	8	1	1	1	0	0	0	208	208
NE	5	5	3	2	2	2	2	1	1	1	25	28
CE	752	959	209	49	3	2	2	0	0	0	1 977	1 978
WE	558	476	186	107	54	23	14	8	6	4	1 435	1 453
SEE	106	43	24	10	6	0	0	0	0	0	189	189
Total	**1 526**	**1 537**	**460**	**176**	**67**	**28**	**19**	**10**	**7**	**5**	**3 834**	**3 856**

Total	**5 497**	**4 876**	**3 223**	**2 364**	**1 763**	**1 337**	**1 079**	**881**	**675**	**551**	**22 248**	**23 901**

1) ERC including the Group's share of portfolios acquired and held in SPVs and joint ventures and NOK 912m in Bulgaria

Segment overview Q2 2023

Investments

NOK million	2023 Quarter 2	2022 Quarter 2	Var. %
Total collections	1 439	1 187	21%
Total NPL revenue	803	609	32%
Net revenue	**885**	**649**	**36%**
Direct opex	-358	-208	72%
Segment earnings	**527**	**441**	**19%**
Segment earnings in %	60%	68%	-8 pp

- Unsecured collection performance of 107.6%
- Secured collection performance of 151.6%
- Strong revenue growth from investments driven by over-performance in unsecured and secured

Servicing

NOK million	2023 Quarter 2	2022 Quarter 2	Var. %
Net revenue	**337**	**273**	**23%**
Direct opex	-211	-189	11%
Segment earnings	**126**	**84**	**50%**
Segment earnings in %	37%	31%	7 pp

- Higher servicing revenue mainly driven by growth in unsecured collections
- 3PC in line with last year in constant FX

20 largest shareholders

#	Shareholder	No. of shares	Percentage
1	PRIORITET GROUP AB	52 913 000	13.67 %
2	RASMUSSENGRUPPEN AS[1)]	51 373 266	13.27 %
3	STENSHAGEN INVEST AS	30 500 143	7.88 %
4	VALSET INVEST AS	26 000 000	6.72 %
5	DNB MARKETS AKSJEHANDEL/-ANALYSE	22 190 036	5.73 %
6	SKANDINAVISKA ENSKILDA BANKEN AB	13 089 968	3.38 %
7	B2HOLDING ASA	12 821 289	3.31 %
8	DUNKER AS	8 207 124	2.12 %
9	RUNE BENTSEN AS	8 191 680	2.12 %
10	VERDIPAPIRFONDET STOREBRAND NORGE	8 059 305	2.08 %
11	VERDIPAPIRFONDET DNB NORGE	6 136 116	1.58 %
12	GREENWAY AS	5 802 368	1.50 %
13	VPF DNB AM NORSKE AKSJER	5 172 336	1.34 %
14	LIN AS	3 500 000	0.90 %
15	F2KAPITAL AS	3 000 000	0.77 %
16	JPMORGAN CHASE BANK, N.A., LONDON	2 849 230	0.74 %
17	RANASTONGJI AS	2 847 048	0.74 %
18	STIFTELSEN KISTEFOS-MUSEETS DRIFTS	2 700 000	0.70 %
19	DIRECTMARKETING INVEST AS	2 405 100	0.62 %
20	VALOREM AS	2 350 000	0.61 %
	OTHER	117 072 815	30.24 %
	TOTAL	**387 180 824**	**100.00 %**

Updated per 21 August 2023
1) Total shareholdings of Rasmussengruppen AS includes shareholdings of its fully owned subsidiaries Portia AS, Cressida AS and Viola AS

Definitions

- **Actualisation:** Actualisation is the difference between actual and forecasted collections for purchased loan portfolios for the reporting period.
- **Adjusted EBIT (Adj. EBIT):** Adjusted EBIT consists of Operating profit/(loss) (EBIT) adjusted for Non-recurring items.
- **Adjusted EBIT % (Adj. EBIT %):** Adjusted EBIT % is Adjusted EBIT expressed as a percentage of Net revenues excluding Non-recurring items.
- **Adjusted EPS (Adj. EPS)):** Adjusted earnings per share is calculated based on Adjusted Net profit (Adj. Net profit) for the period divided by the weighted average number of outstanding shares during the respective period.
- **Adjusted Net profit (Adj. Net profit):** Adjusted Net profit consists of Profit/(loss) after tax adjusted for Non-recurring items reduced by the tax rate for the period.
- **Adjusted Return on equity (Adj. ROE):** Adjusted Return on equity is calculated based on rolling 12-months Adjusted Net profit divided by the average equity attributable to parent company shareholders, with average equity calculated as a simple average based on opening and closing balances for the respective 12-month period.
- **Administration & management costs:** Administration and management cost include Head Office and other Group costs such as Investment Office.
- **Amortisation:** Amortisation is the amount of the gross collections that are used to reduce the book value of the purchased portfolios.
- **Cash collections:** Cash collections include unsecured collections, secured cash recoveries, cash received from SPVs and joint ventures, and REO sales proceeds.
- **Cash EBITDA:** Cash EBITDA consists of EBIT added back amortisation and revaluation of purchased loan portfolios, depreciation, amortisation and impairment of tangible and intangible assets and cost of collateral assets sold, adjusted for repossession of collateral assets and the difference between cash received and recognised profit from shares in associated parties/joint ventures and participation loan/notes. Cash EBITDA is a measure of actual performance from the collection business (cash business) and other business areas. Cash EBITDA is adjusted for Non-recurring items.
- **Cash 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 and adjusted for repossession of collateral asset and the difference between cash received and recognised profit from shares in associated parties/joint ventures and participation loan/notes. Cash revenue is a measure of actual revenues (cash business) from the collection business and other business areas. Cash Revenue is adjusted for Non-recurring items.
- **Collateral asset:** In connection with the acquisition and recovery of purchased loan portfolios, the Group may become owner of assets such as land, buildings or other physical goods. These assets are only acquired as part of the recovery strategy for the purpose of being divested within the Group's ongoing operations to maximize the value of recoveries. Such assets are classified as inventories and recognised in the balance sheet at the lower of cost and net realisable value in accordance with IAS 2 Inventories.
- **Cost other revenues:** Cost other revenues is all external and internal operating costs excluding Administration and management costs and not related to the collections of B2Holding's purchased loan portfolios.
- **Cost to collect:** Cost to collect is all external and internal operating costs related to the collections of B2Holding's purchased loan portfolios.
- **EBITDA:** Operating profit before depreciation and amortisation (EBITDA) consists of operating profit (EBIT) adding back depreciation, amortisation and impairment of tangible and intangible assets.
- **Estimated Remaining Collections (ERC):** Estimated remaining collections (ERC) expresses the gross collections 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 collections on portfolios purchased and held in joint ventures. ERC includes ERR.
- **Estimated Remaining Recoveries (ERR):** Estimated remaining recoveries (ERR) expresses the gross collections 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 collections on secured portfolios purchased and held in joint ventures.
- **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.

Definitions (cont'd)

- **Gross collections:** Gross collections are the actual cash collected and assets recovered from purchased portfolios.
- **Interest income from loan receivables:** Interest income from loan receivables is the calculated amortised cost interest revenue from the loan receivable using the original effective interest rate.
- **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.
- **Leverage ratio:** Net interest-bearing debt over Cash EBITDA calculated for the last 12 months.
- **Liquidity reserve**: Cash and short-term deposits (less NOK 200 million to cover working capital) plus unutilised credit facility lines, plus fair value of treasury bonds and less short-term vendor loans. Cash flow from future operations is not included in the number.
- **Net debt:** Net debt consists of nominal value of interest-bearing loans and borrowings plus utilised bank overdraft less cash and short-term deposits.
- **Net interest-bearing debt:** Net interesting-bearing debt consist of carrying 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 collections deviating from collections estimates and from changes in future collections estimates. The Group regularly evaluates the current collections estimates at the individual portfolio level and the estimate is adjusted if collections is determined to deviate from current estimate over time. The adjusted collections 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". Collections above collections estimates and upward adjustments of future collections estimates increase revenue. Collections below collections estimates and downward adjustments of future collections estimates decrease revenue. Net credit gain/(loss) equals net actualisation/revaluation.
- **Net credit gain/(loss) from loan receivables:** The Group's exposure to credit risk from loan receivables is related to actual instalments deviating from loan schedules. The Group measures the impairment loss on loan receivables using a 3-stage model for expected credit loss (ECL) according to IFRS 9. Changes from current estimate adjust the book value of the loan receivables and are included in the profit and loss statement in the line item "Net credit gain/(loss) from loan receivables".
- **Non-recurring items:** Significant profit and loss items that are not included in the Group's normal recurring operations, which are difficult to predict and are considered to have low forecast value for the future earnings trend. Non-recurring items may include but are not limited to restructuring costs, acquisition and divestment costs, advisory costs for discontinued acquisition projects, integration costs, termination costs for Group Management and country managers, non-portfolio related write offs, unusual legal expenses, extraordinary projects, and material income or expenses relating to prior years.
- **Net revenues:** Net revenues are the Total revenues reported less the Cost of collateral assets sold, including impairment.
- **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 include revenue from external collections, 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 are 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.
- **Return on equity (ROE):** Return on equity is calculated based on rolling 12-months Net profit for the Group divided by the average equity attributable to parent company shareholders, with average equity calculated as a simple average based on opening and closing balances for the respective 12-month period.
- **Revaluation:** Revaluation is the period's increase or decrease in the carrying value of the purchased loan portfolios attributable to changes in forecasts of future collections.
- **Total Loan to Value (TLTV):** Total loan to value is net debt adjusted for vendor loan, earn out and FX hedge MTM over assets (portfolio, JV, loan receivables, real estate owned and goodwill).

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