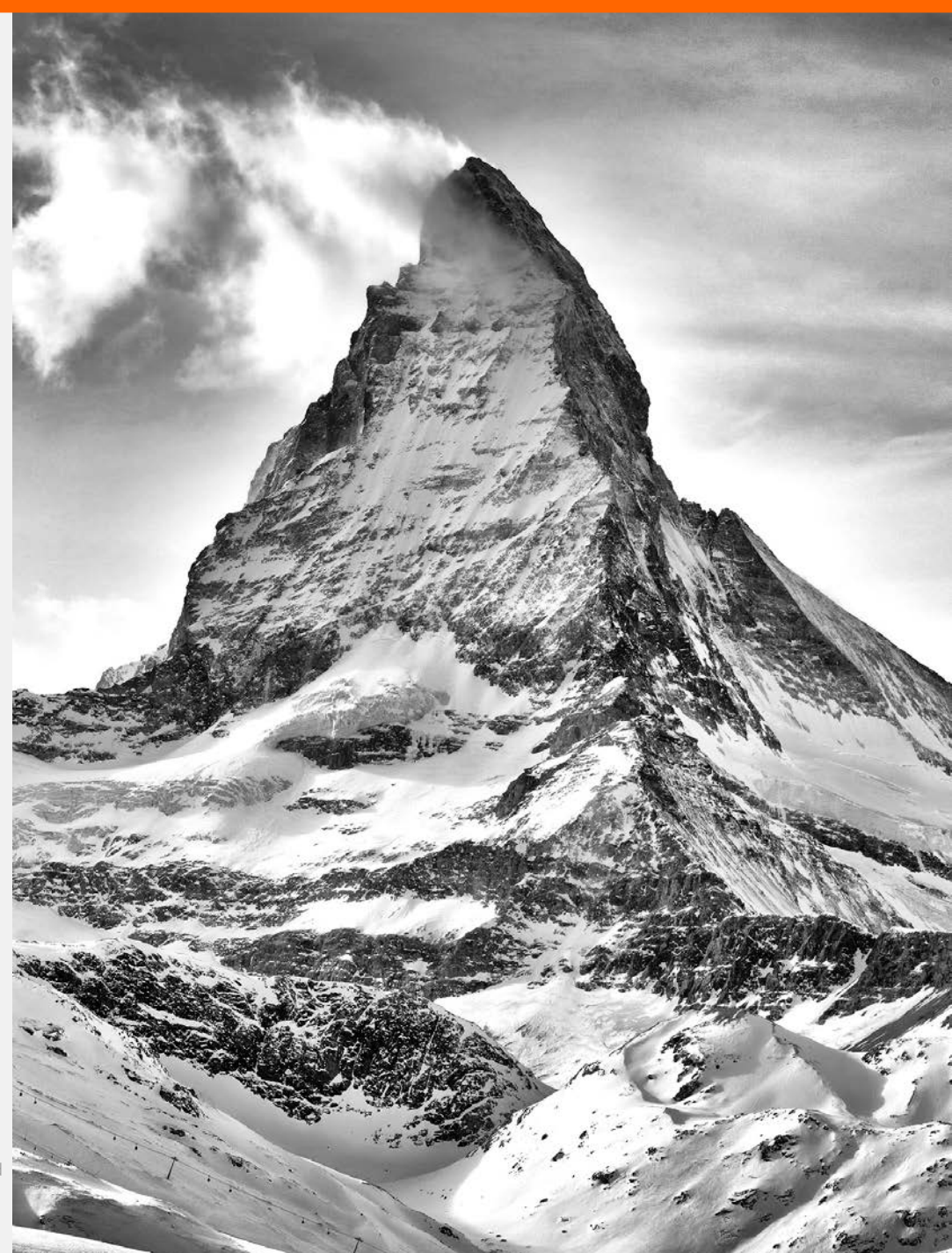




Q2 and half year 2018 report

31 July 2018

Presenters: Henrik Wennerholm, CEO, and
Fredrik Olsson, CFO



AGENDA

1. Key developments

2. Financials January - June 2018

3. Summary



Key developments: Q2 2018

Summarizing the quarter

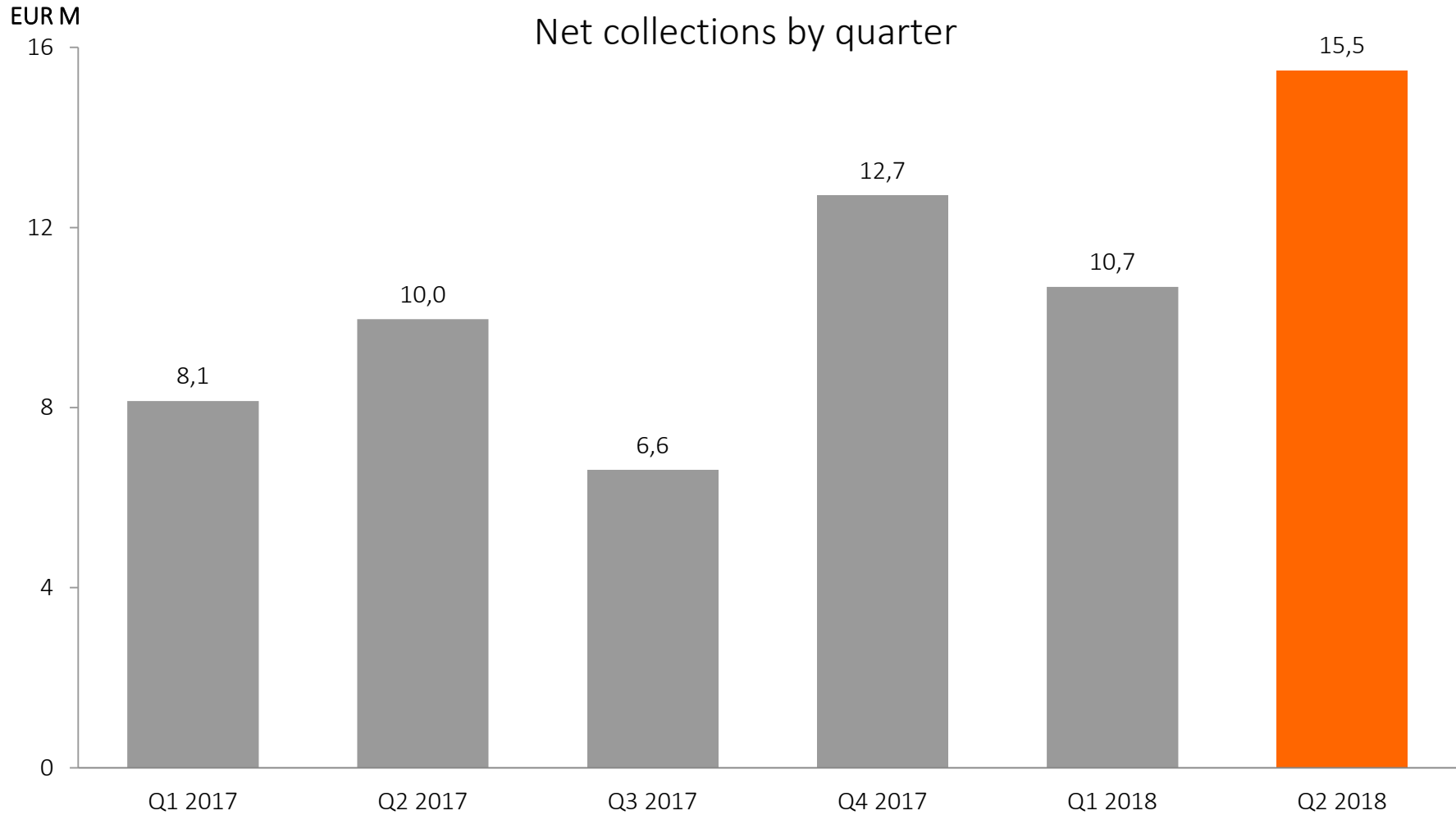
- Net collections increased significantly
 - +55% Q2 2018 vs. Q2 2017
 - +45% H1 2018 vs. H1 2017
 - Driven by collections in Greece, the Czech Republic, and from the larger Croatian portfolio acquired in H2 2017
 - Also benefitting from strong performance in Slovenia and the first collections from the sizeable portfolio in the Balkans acquired in 2018
- New Head of Business Development, Henrik Wennerholm, appointed as a member of the Executive Management Committee on 2 May, and appointed as CEO in July
 - Extensive industry experience from companies including Hoist, Aktiv Kapital (PRA Group), and B2Holding ASA
 - Background and experience to lead DDM in the next phase of its development
- Torgny Hellström appointed as Chairman of the Board of DDM Holding AG
- Investments in the Balkans and Czech Republic totaling approximately EUR 6M closed
 - Additional investment in the Balkans (agreed in Q1) of about EUR 8M pending regulatory approval
- Sizeable increase in ERC
 - Increase of 209% since 30 June 2017



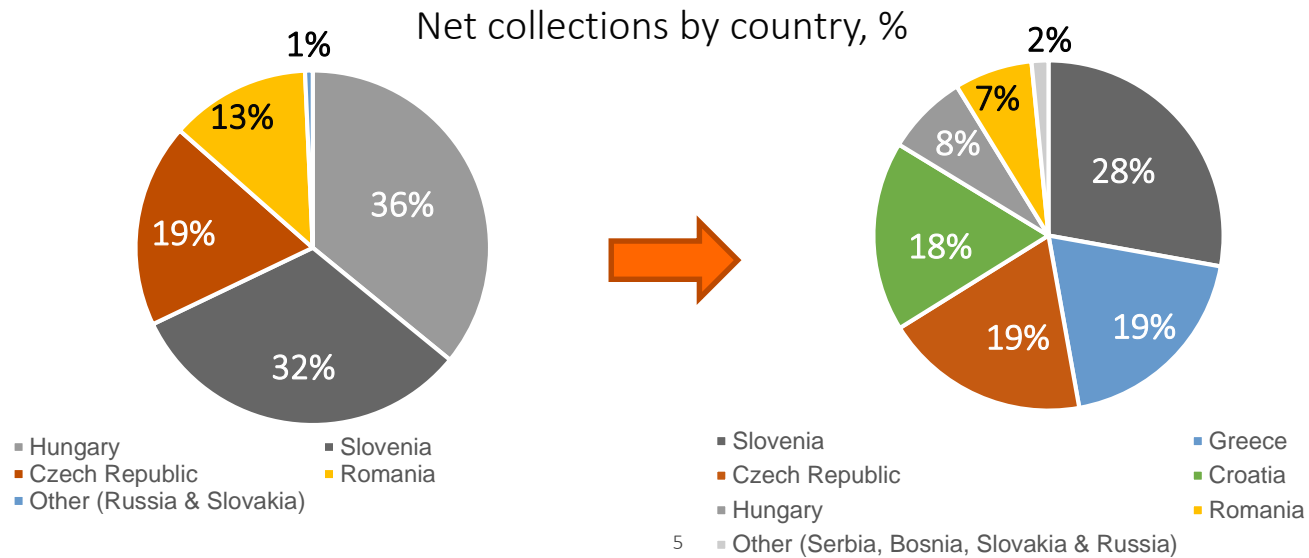
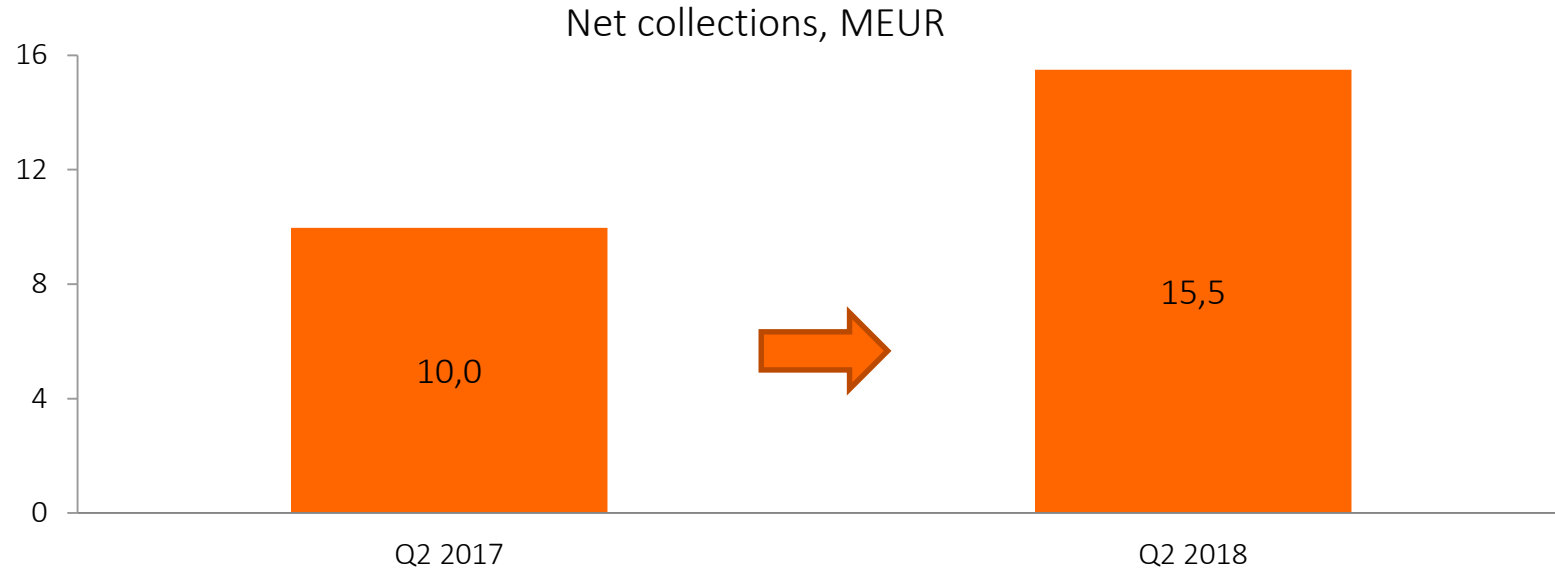
- Company headquarters in Switzerland
- Invested markets



Significant increase of collections from portfolios

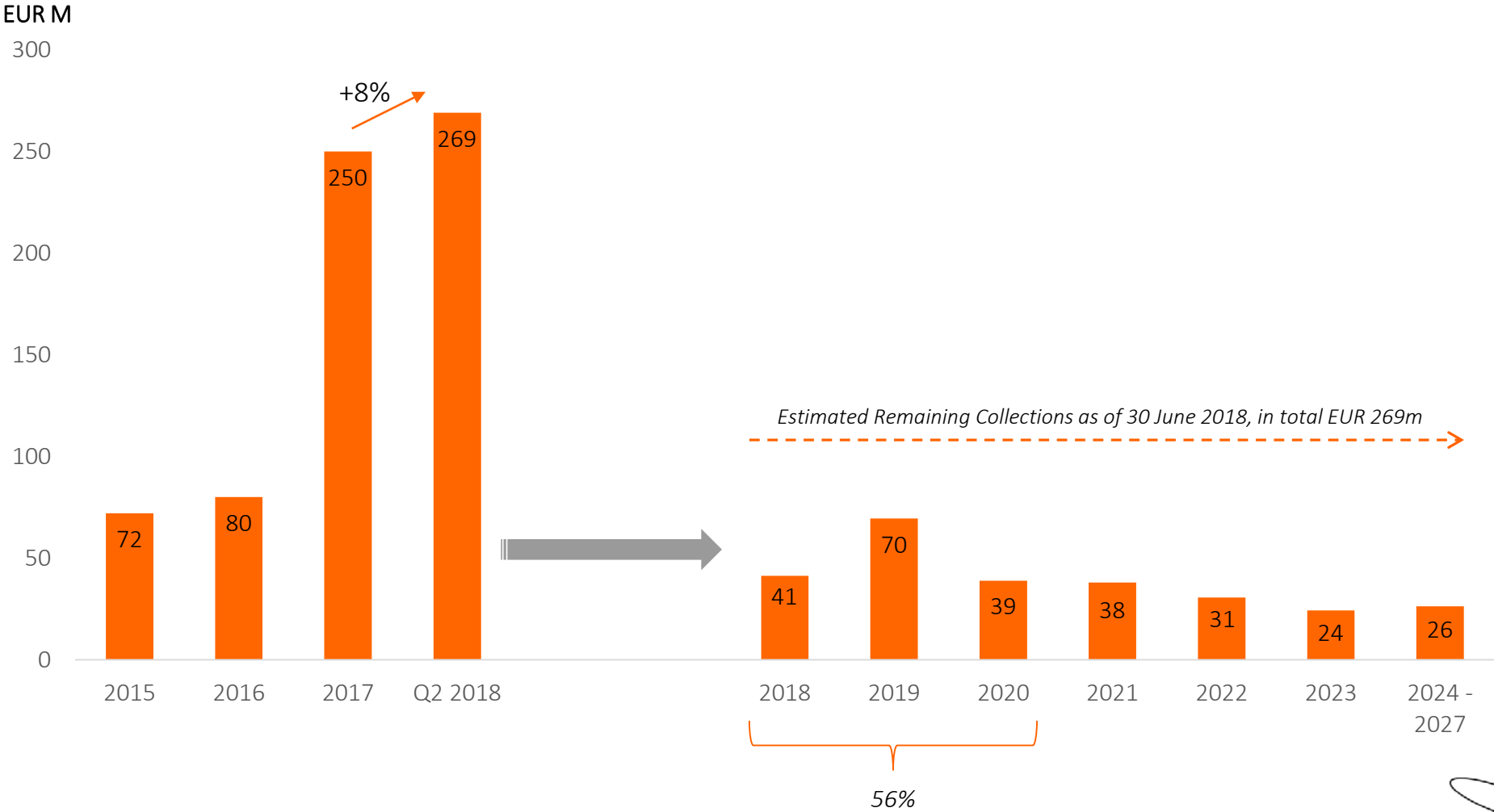


Collections are becoming increasingly diversified



Sizeable ERC balance shows the growth potential

Historic 120-months gross ERC and projected future collection on existing portfolios, 30 June 2018



AGENDA

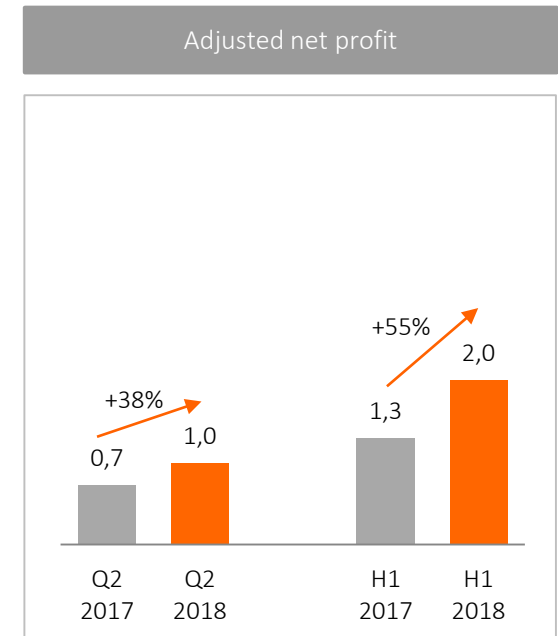
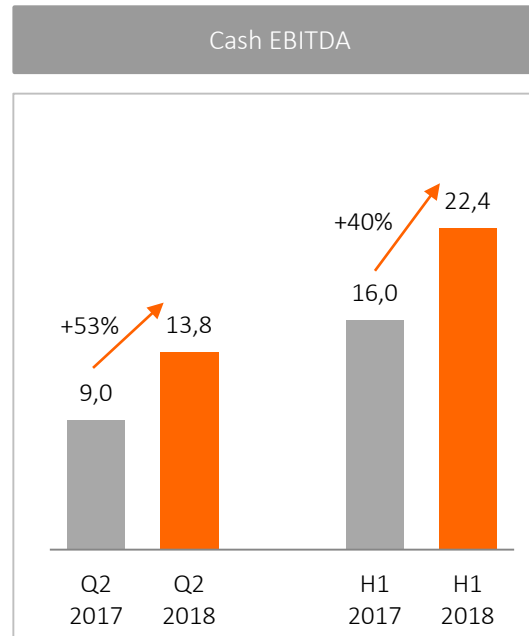
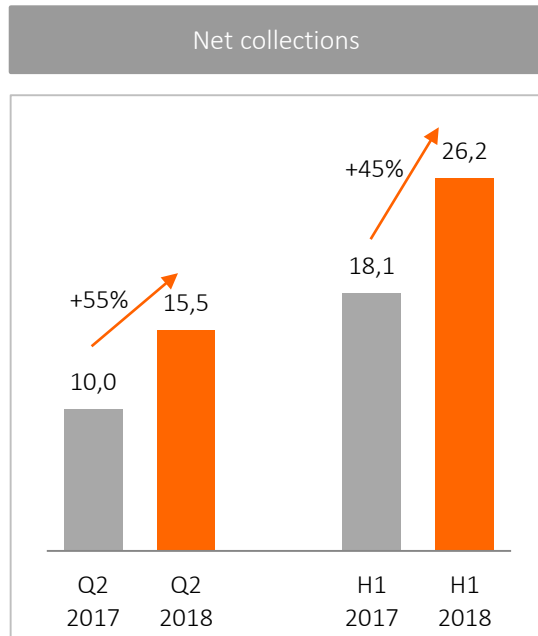
1. Key developments

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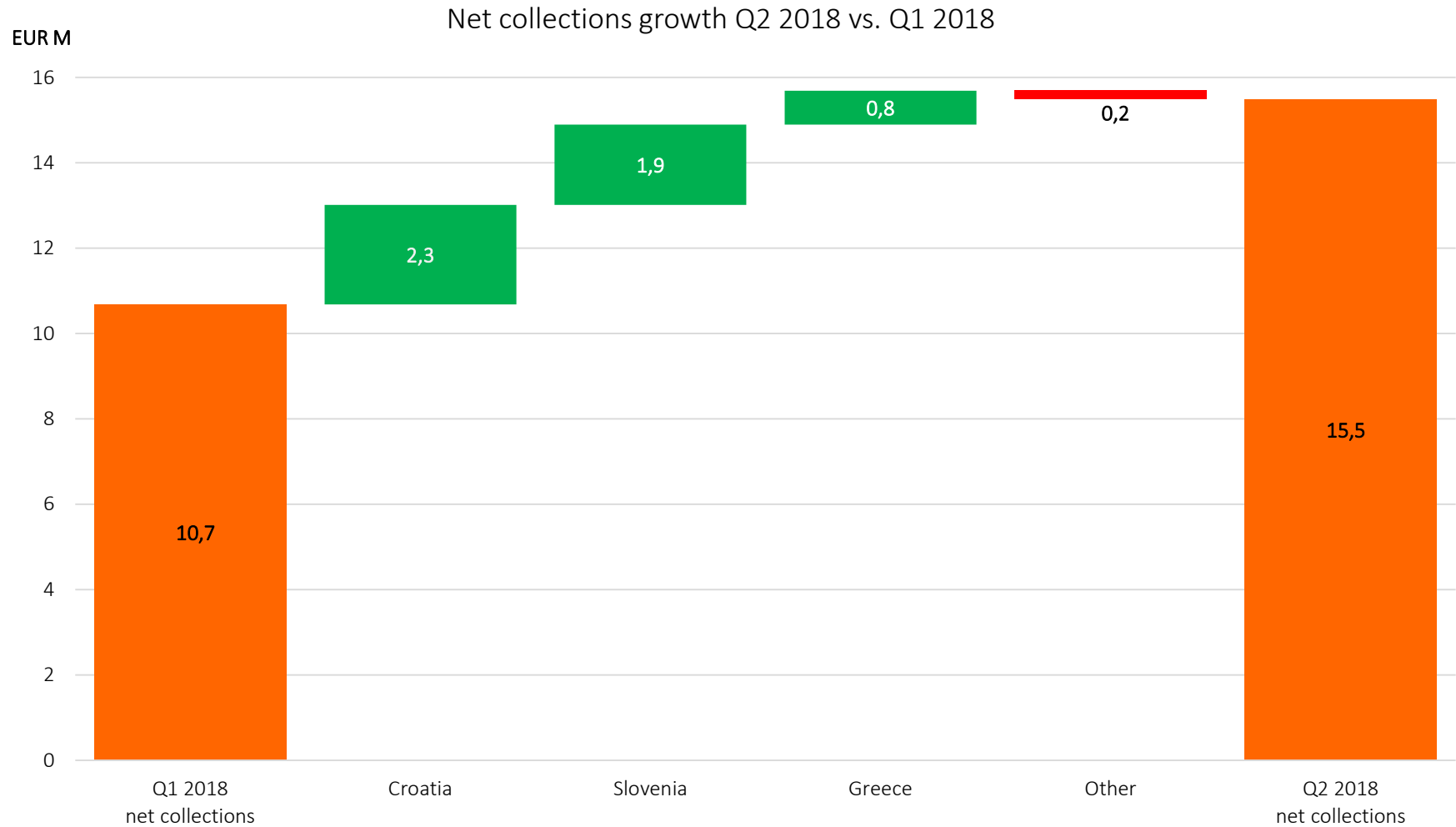


Continued profitable growth

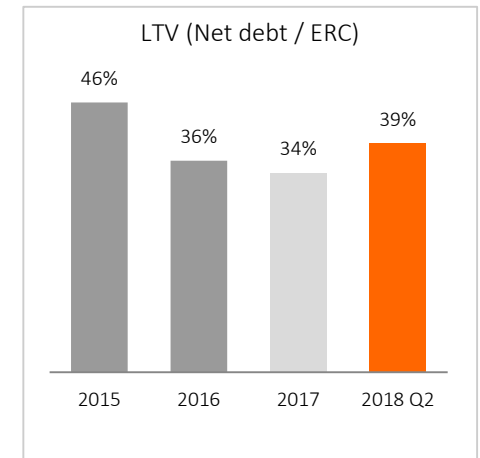
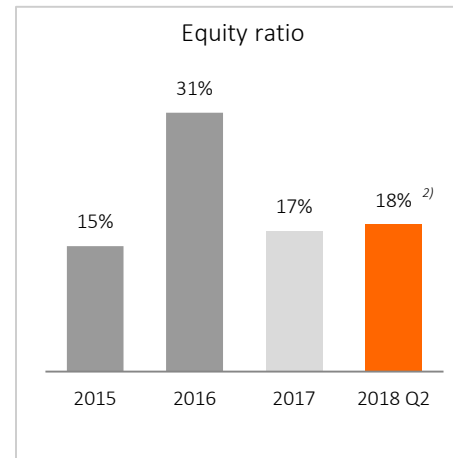
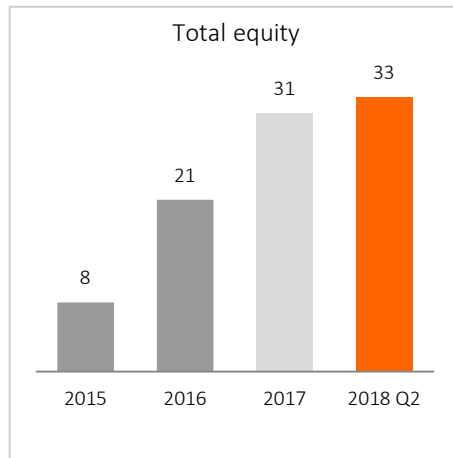
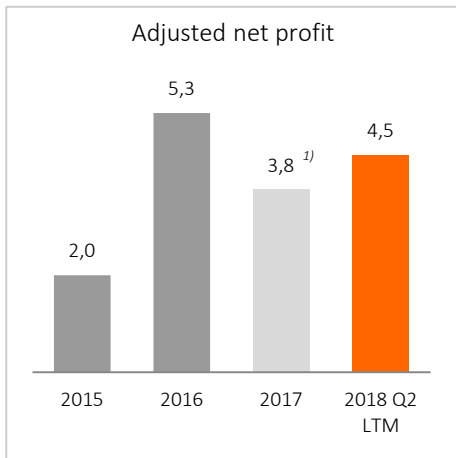
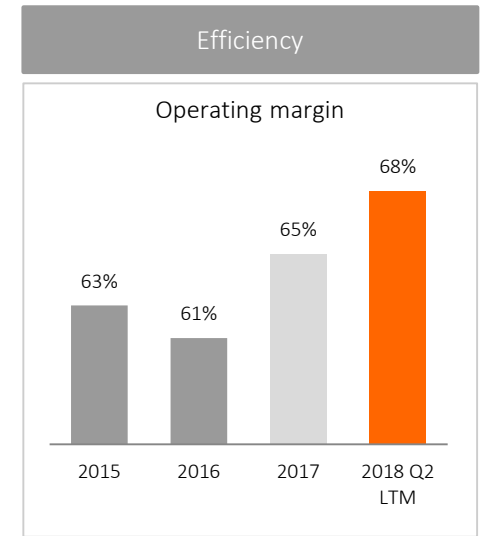
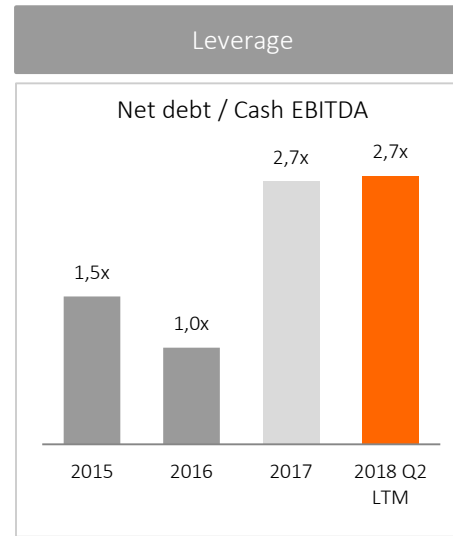
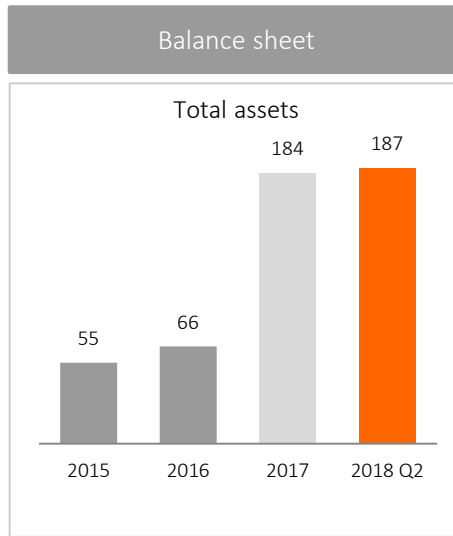
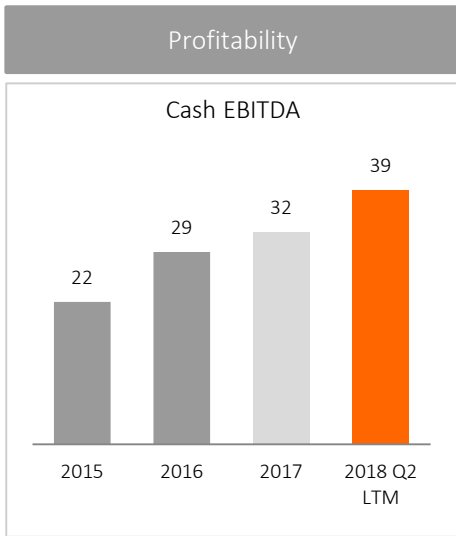


Note: All figures are in EURm.

Significant growth in net collections



Our Financial KPIs show our solid development



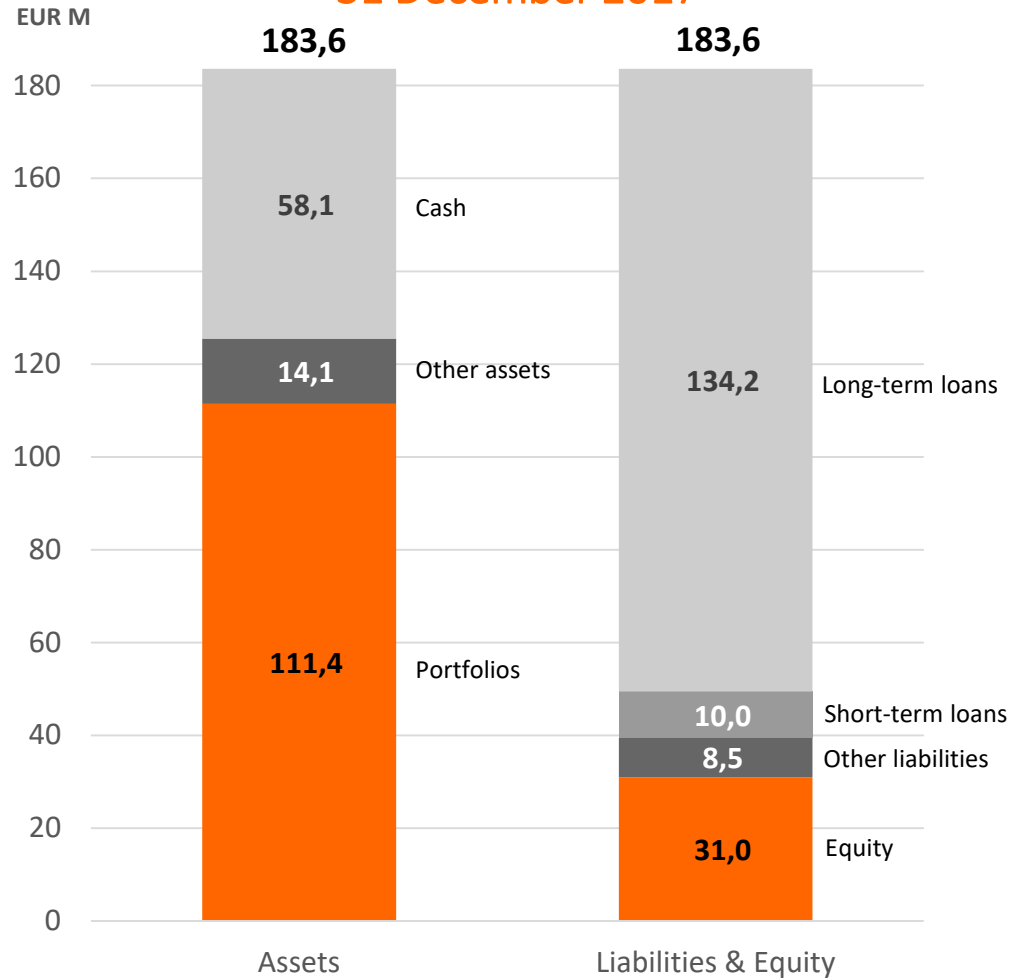
Note: All figures are in EURm.

1) Adjusted net profit is adjusted for EUR ~ 3.1m of non-recurring items due to the bond refinancing in Q1 2017

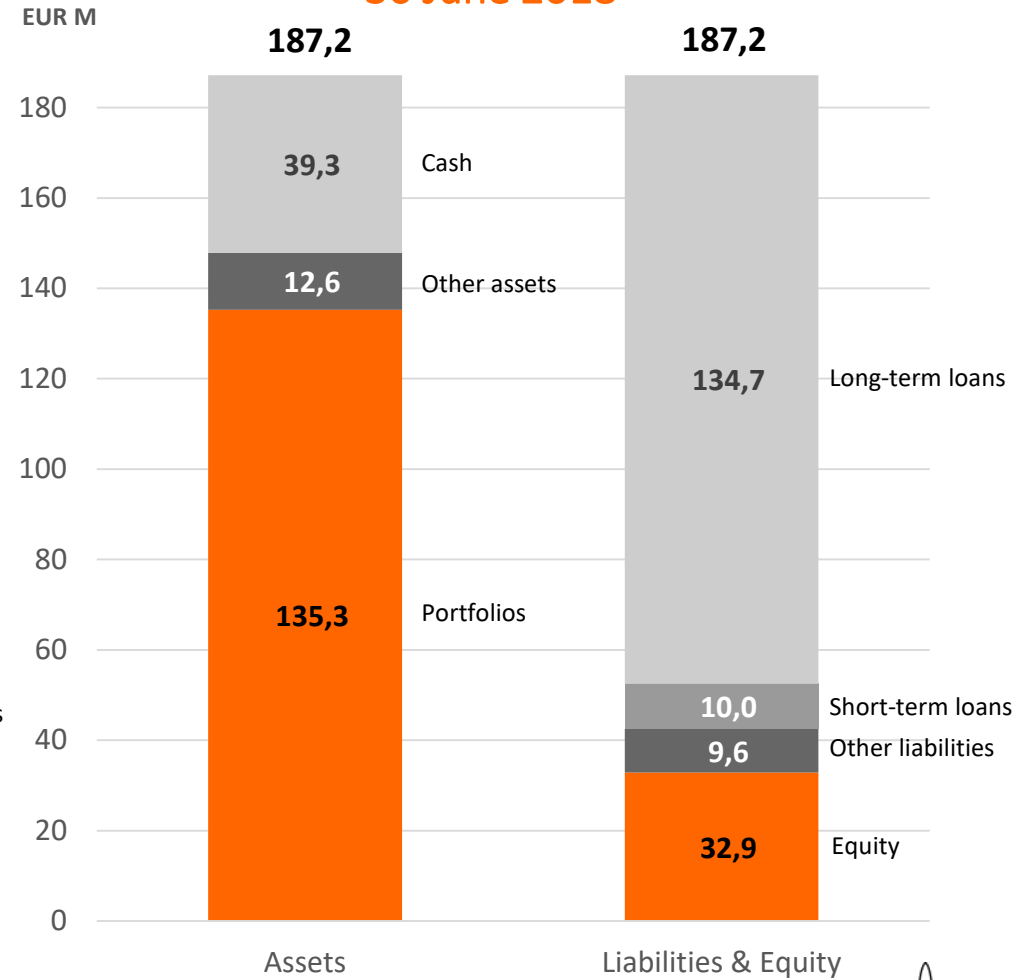
2) The equity ratio of the DDM Debt Group according to the senior secured bond terms is 20.5%

Our balance sheet composition continues to develop favourably

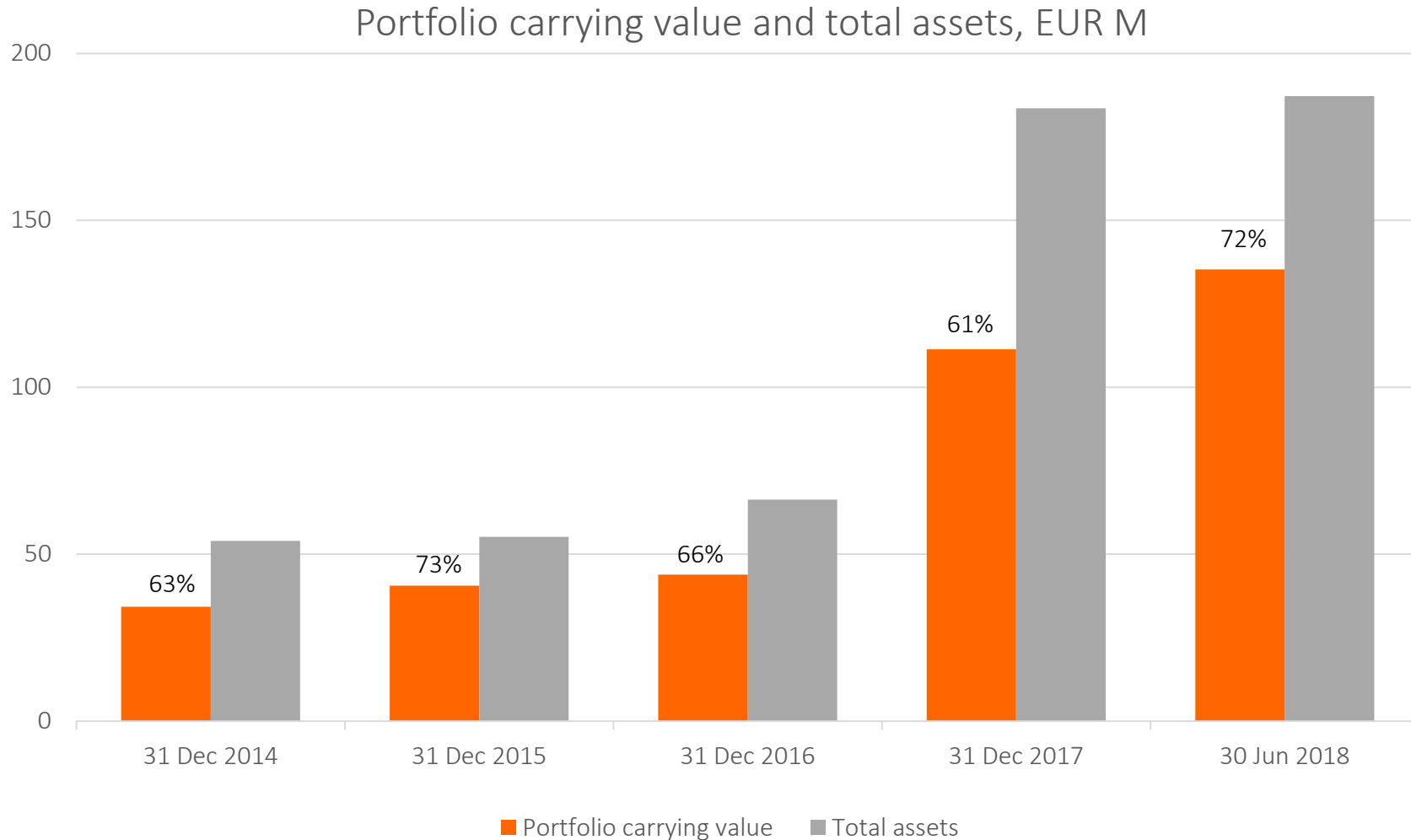
31 December 2017



30 June 2018

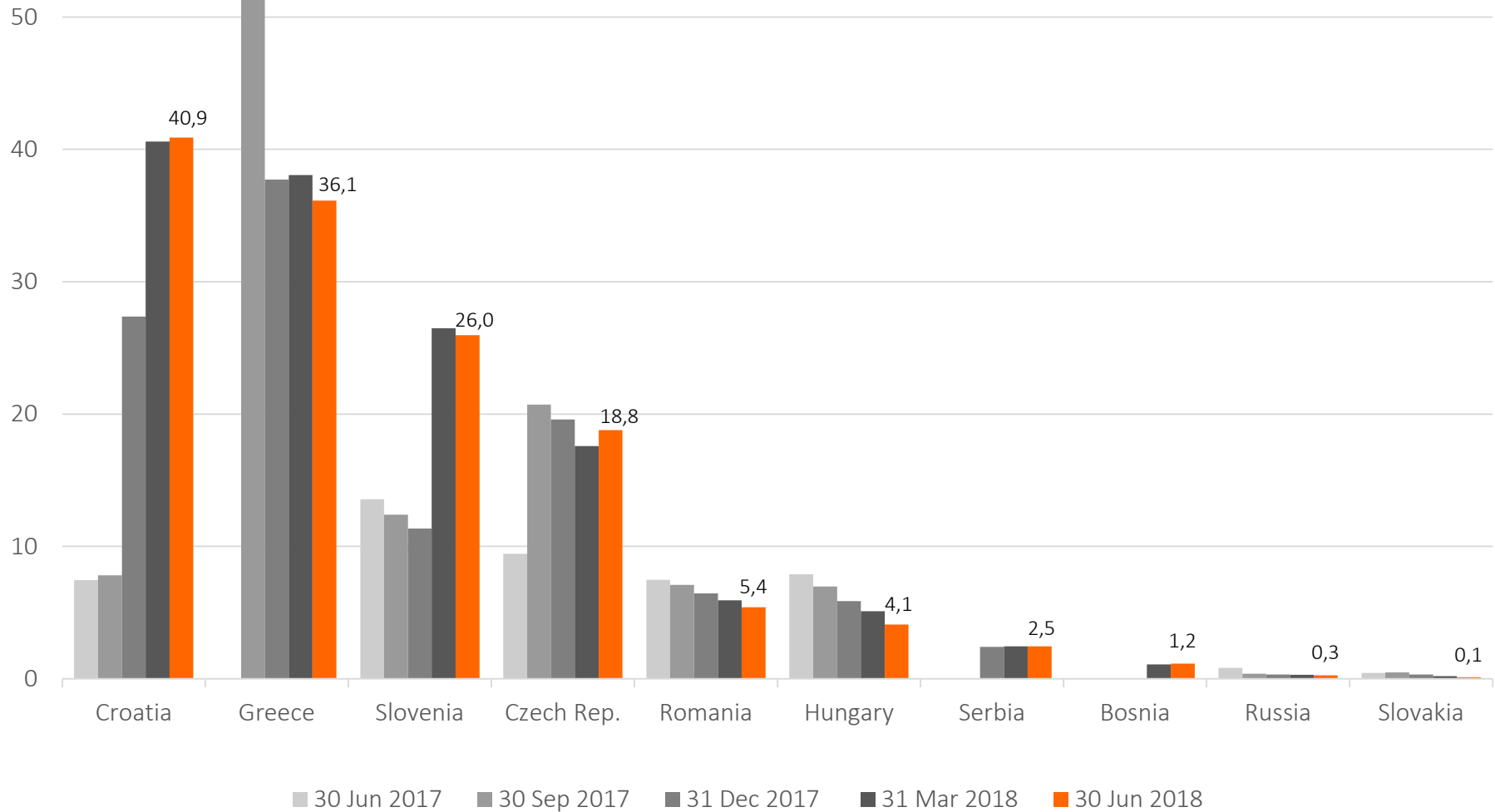


Portfolio value is a significantly higher share of total assets



Increasingly diversified portfolio following recent transactions

Carrying value by country, EUR M



AGENDA

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Key takeaways: Positioned for strong growth

1

Increasing collections

2

Continued strong pipeline

3

Funding will continue to be a focus area:

- Increased funding to finance investments
- Aim to further improve flexibility
- Targeting a lower cost of capital

4

Management team to be further strengthened



Q&A

Upcoming IR events

Interim report January – September 2018:

Q4 and full year report 2018:

Annual report 2018:

8 November 2018

21 February 2019

March 2019

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APPENDICES



Knowledge and relations build our success



- Favoured partner:**
 DDM is the expert providing know-how and best practice
- Managing the process:**
 Strong controls via automated processes for performance and compliance
- Outsourcing:**
 Established debt collection network throughout SCEE

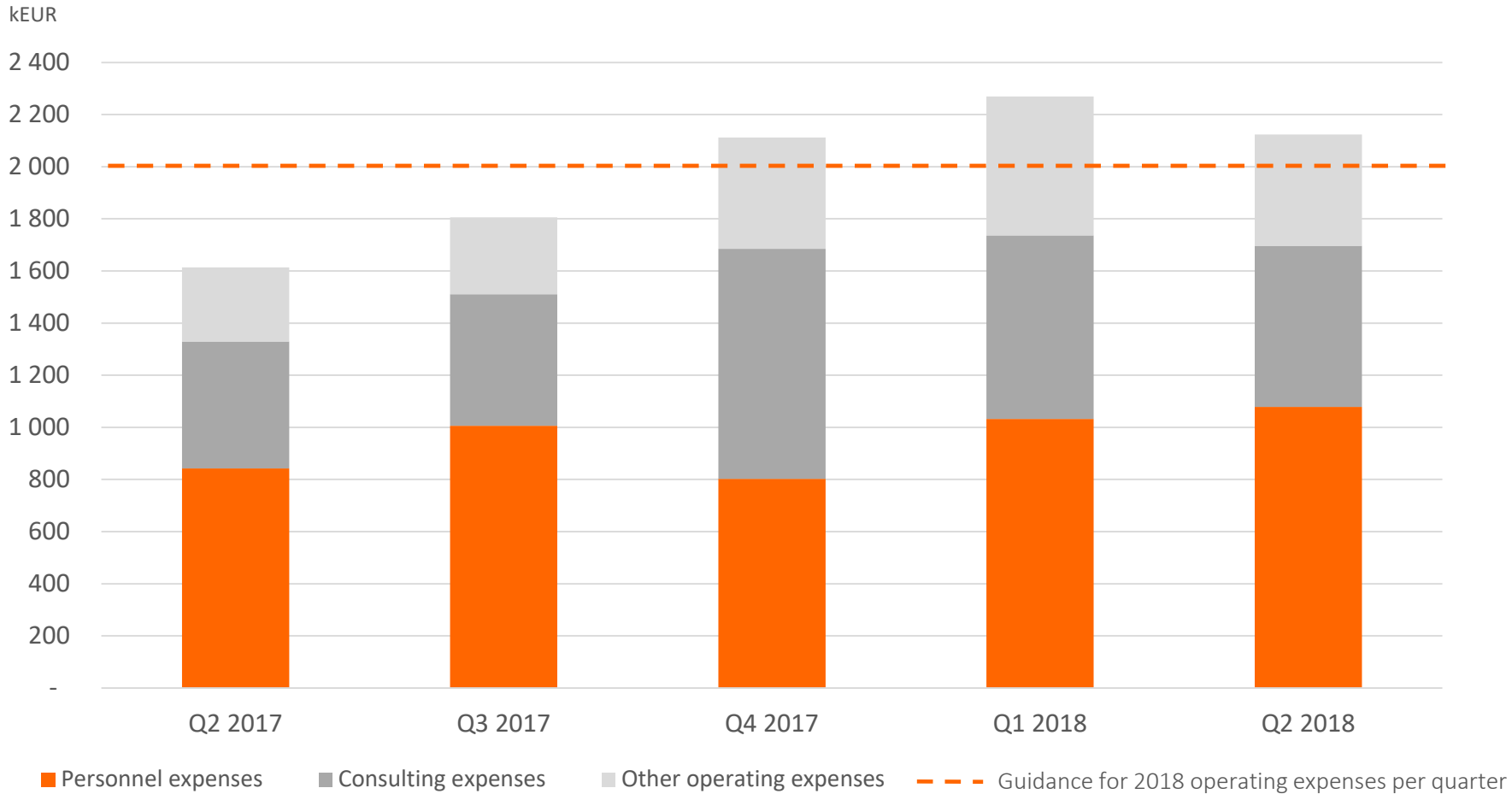
Knowledge	Extensive local sector experience across the internal organisation
Deal sourcing	Structured yet opportunistic approach the key value driver, both for profitability and growth
Relations	Strong relationships with reputable sellers of debt portfolios across the region and a credible buyer
Processes	DDM manages the collection process through its proprietary IT system and outsources collections to the optimal partner
Scalability	Cross regional relationships for quick market entry and flexibility

Competitive landscape

DDM's key market & segments						
Geography	W Europe	SCE Europe	Africa	N America	S America	Asia
Seller	Utility companies	Financial institutions	Telecom companies	Other		
Type	Consumer			Corporate		
Collateral	Secured			Un-secured		
Underlying assets	Performing			Non-performing		
Structure	Plain vanilla			Complex / off-market		
Size	< EUR 5M	EUR 5 – 50M	EUR 51 – 100 M	EUR 101 - 500 M	> EUR 500 M	
Collection method	In-house			Outsourced		

DDM's activities are shown in orange

Operating expenses



A significant share of the portfolio is EUR denominated

Carrying value by currency, % of total

