Q4

Fourth quarter 2023

15 February 2024

b2 impact

Today's presenters

Erik J. Johnsen
Chief Executive Officer

André Adolfsen
Chief Financial Officer

Rasmus Hansson
Head of Investor Relations and M&A

Q&A moderator

2023 highlights

- ✓ New brand launched
- ✓ Focused on scalability in core unsecured markets
- ✓ Streamlined organizational structure to reduce costs
- ✓ Reduced footprint
- ✓ Portfolio investments within the guided range
- ✓ Committed investments of NOK 700m for 2024
- ✓ Leverage ratio down to 1.90x
- ✓ Improved credit rating
- ✓ Proposed dividend of NOK 0.70 per share

2024 priorities

- → Selective investment approach and improving returns
- → Further reduce cost of debt and extend maturity profile
- → Continued focus on concentration of footprint

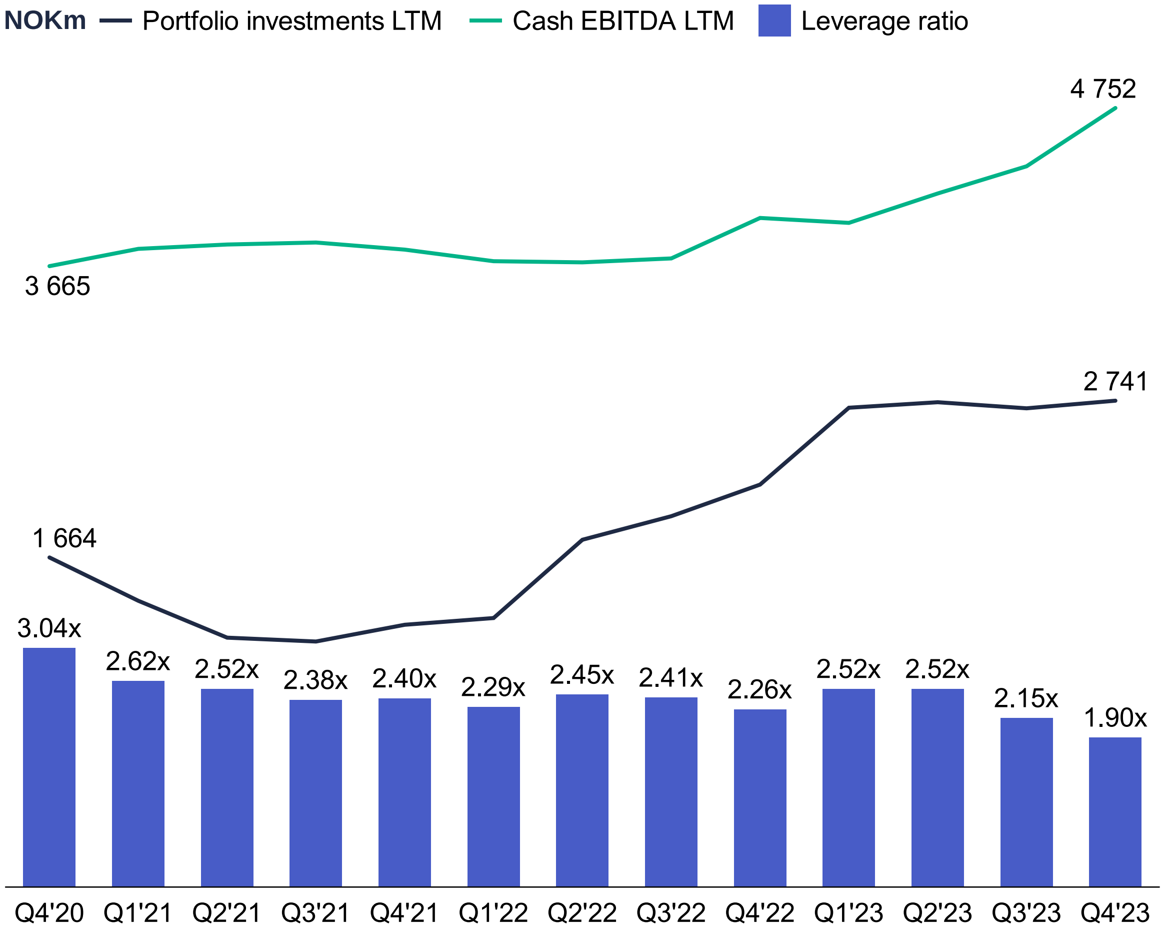
Key figures Q4 2023 (NOKm)

Cash collections	REO sales	Net revenues
1 906	151	946
1 458	173	824

Cash EBITDA	Adj. Net profit	Portfolio investments
1 540	105	821
1 140	92	769

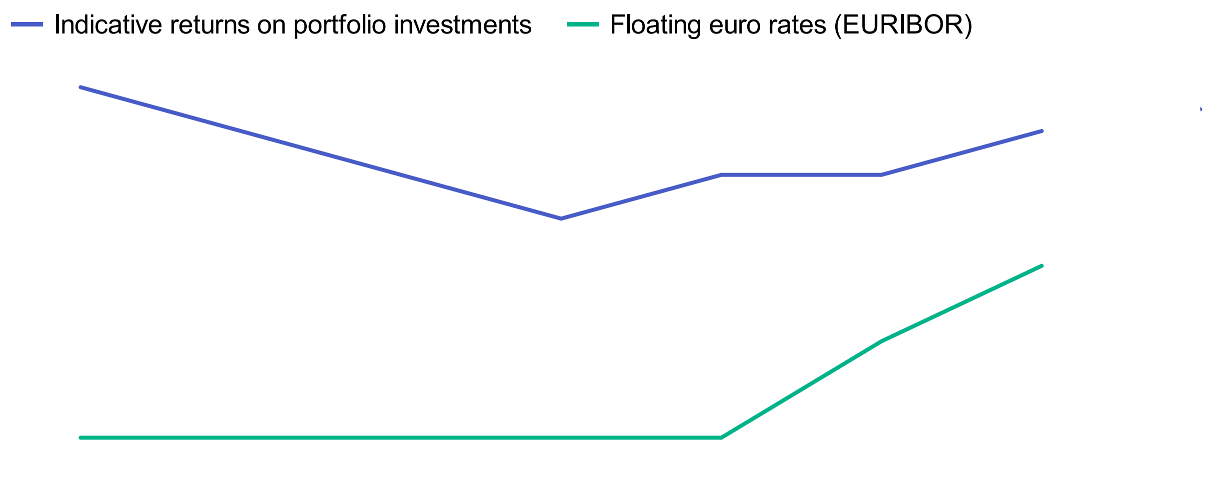
Comparable numbers for Q4 2022 below

Capital discipline in combination with strong cash flow and growth in investments



- Lowest leverage ratio in the industry
- Strong cash flow with Cash EBITDA of NOK 4.75bn
- Growth in investments with improved returns
- Solid balance sheet gives room for investment growth
- Positive development in cost of debt with latest bond issue

Improving returns and lower cost of debt

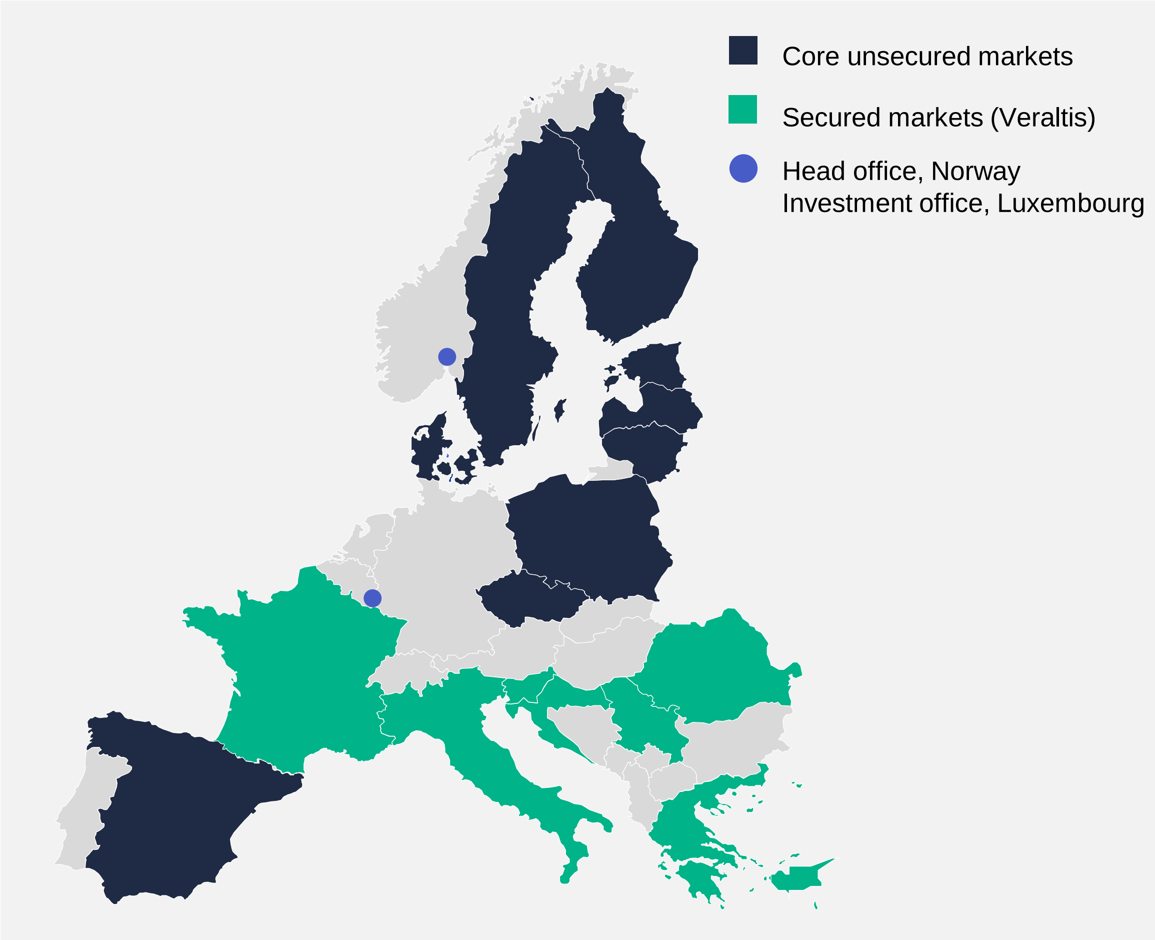


2017 2018 2019	2020 2021	2022 2023 2024E
• Period of easy access to capital and high M&A activity in the CMS industry • Competitive markets with pressure on portfolio returns	• A period with lower volume through the pandemic • Lower supply led to price pressure	• Increase in cost of debt in line with increased interest rates • Gradually softening competitive environment • Improved returns on portfolios • Cost of capital expected to decrease going forward

- The industry is expected to be at the beginning of a new attractive investment cycle
  - Latest reported numbers from European Banking Authority show an increase in NPL volumes after a period of decline
  - Increasing NPL volumes also expected from non-banking financial institutions
  - Additional NPL volumes from secondary trades by industry players and financial investors
- Less capital available for acquisition of NPL portfolios due to capital constraints in the industry
- Lower pricing of portfolios represents attractive investment opportunities for B2 Impact
- Selective investment approach

Continued focus on investments in core markets and reducing footprint

- Number of countries with continued operations reduced from 23 to 17
- Investments concentrated in 10-12 markets
- Investments 2020 to end 2023 of NOK 8.3bn[1)]
  - 95% in Unsecured portfolios of which 75% in core markets



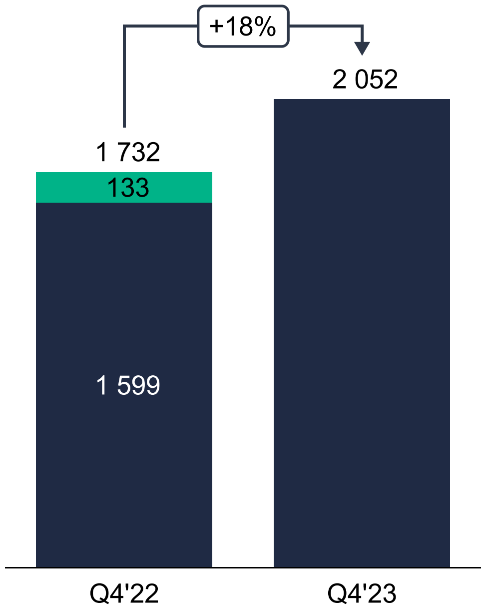
1) Constant FX

Financial performance

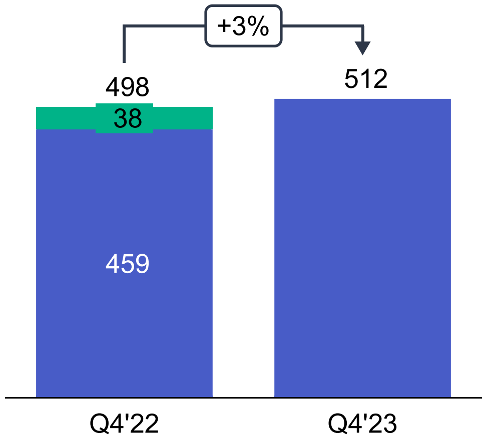
Key financial takeaways

- Deviations throughout the presentation in constant FX and proforma adjusted for sale of Bulgaria
- Strong cash collection and limited cost increases; personnel costs down YoY despite inflation
- Growth in ERC driven by unsecured investments and including the collection of our largest secured claim
- NIBD reduced by 7% and leverage consequently down to 1.90x

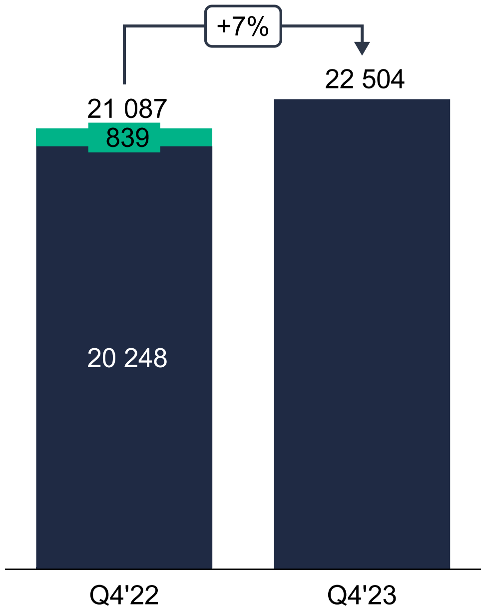
Cash revenue



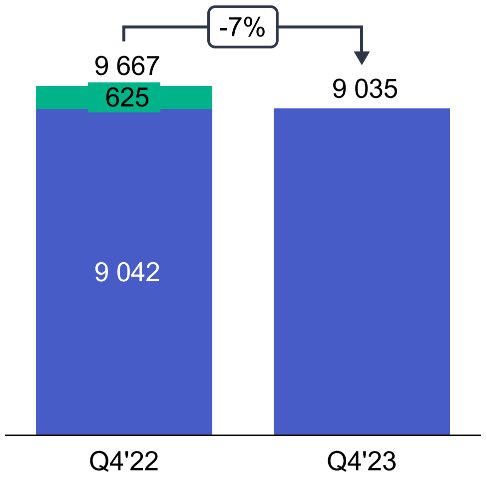
Opex



ERC



NIBD[1)]



Adj. FX & Bulgaria

1) Net interest-bearing debt - FX adjusted indicative based on EUR/NOK end rates

Strong cash collection, stable cost level, and lower leverage

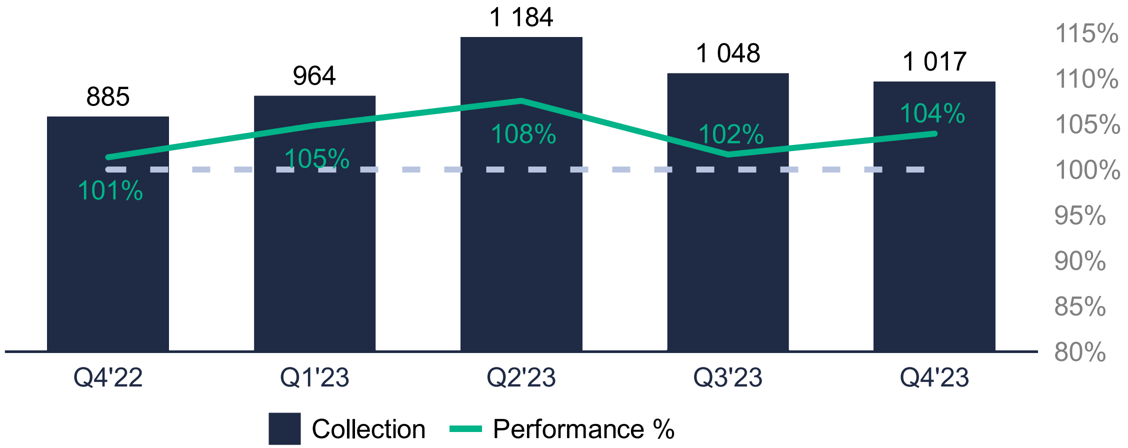
NOK million	2023 Q4	2022 Q4	% Δ	Constant FX % Δ	2023 YTD	2022 YTD	% Δ
Cash collections	1 906	1 458	31%	16%	6 164	5 161	19%
Net revenues	946	824	15%	-0%	3 775	3 085	22%
Adj. EBIT	410	343	20%	6%	1 696	1 334	27%
Adj. EBIT %	43%	42%	2 pp	2 pp	45%	43%	2 pp
EBIT	362	303	19%	9%	1 578	1 029	53%
Adj. Net profit	105	92	14%	-9%	483	564	-14%
Cash revenue	2 052	1 599	28%	13%	6 733	5 695	18%
Cash EBITDA	1 540	1 140	35%	20%	4 752	3 996	19%
Cash margin	75%	71%	4 pp	4 pp	71%	70%	0 pp
Gross collections[1)]	1 845	1 261	46%	30%	6 008	4 936	22%
Amortisation of own portfolios	-539	-520	4%	-9%	-2 209	-1 898	16%
Portfolio investments[2)]	821	769	7%	-7%	2 741	2 165	27%
Adj. EPS	0.28	0.23		N/A	1.27	1.41	
Adj. ROE (LTM)	8.9 %	10.7 %	-1.8 pp	N/A	8.9 %	10.7 %	-1.8 pp

- Cash collection strong across all asset classes
  - Unsecured collection performance of 104%
  - Secured cash collections of NOK 876m
  - Cash from JVs of NOK 53m
- Underlying operating expenses up 2.8% with cash revenues up 18%
- Personnel expenses down 4%
- Invested NOK 2.7bn in 2023 & NOK 700m already committed for 2024
- Net interest-bearing debt down 7% and ERC up 7%
- Leverage ratio of 1.90x
- Proposed dividend of NOK 0.70 per share

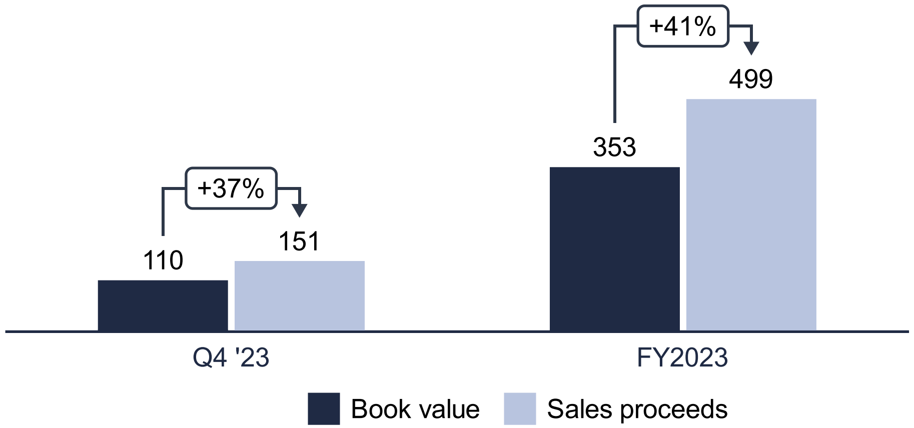
1) Includes the Group's share of gross collection for portfolios purchased and held in SPVs and joint ventures
2) Includes the Group's share of portfolios purchased in SPVs and joint ventures
3) Constant FX % Δ are not reported numbers and are for guidance only

Collection Performance excl. JVs

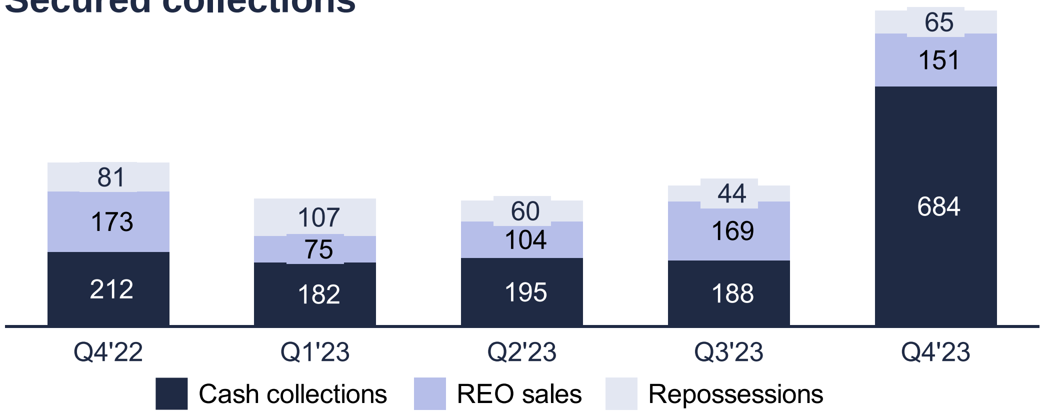
Unsecured collection performance



REO sales



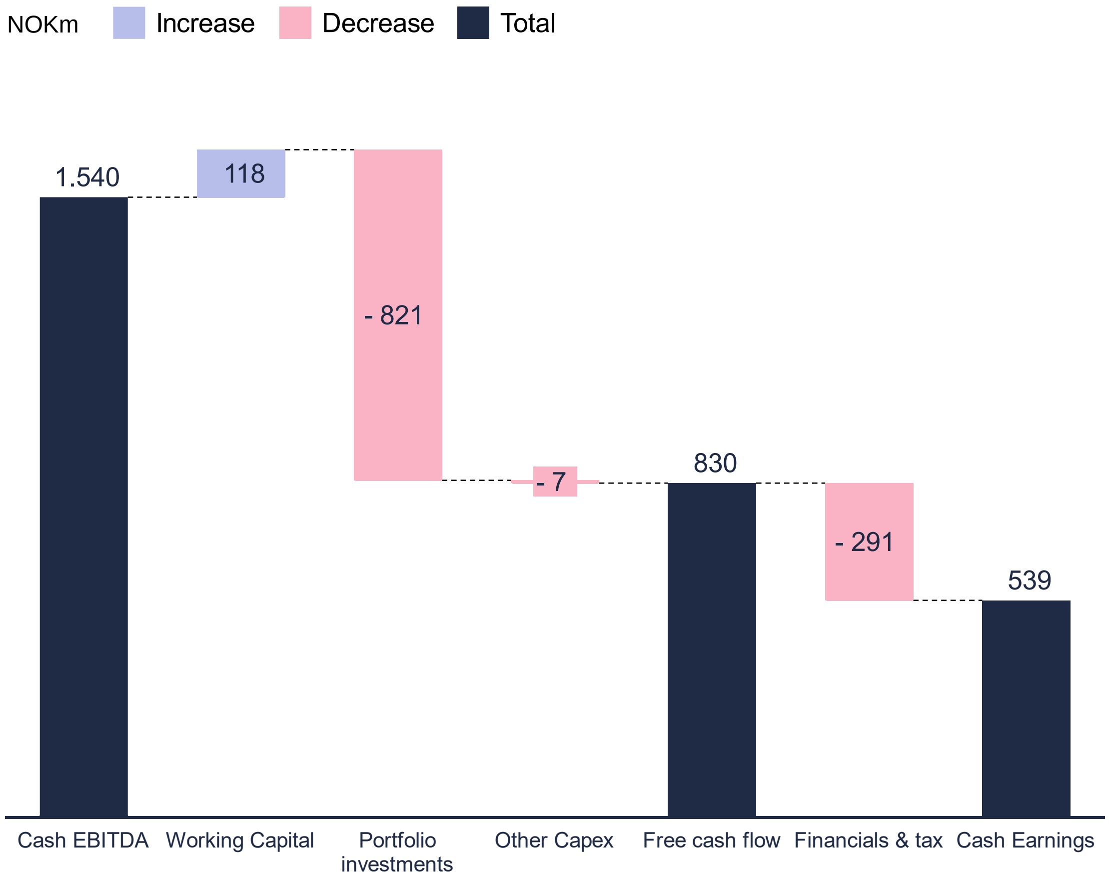
Secured collections



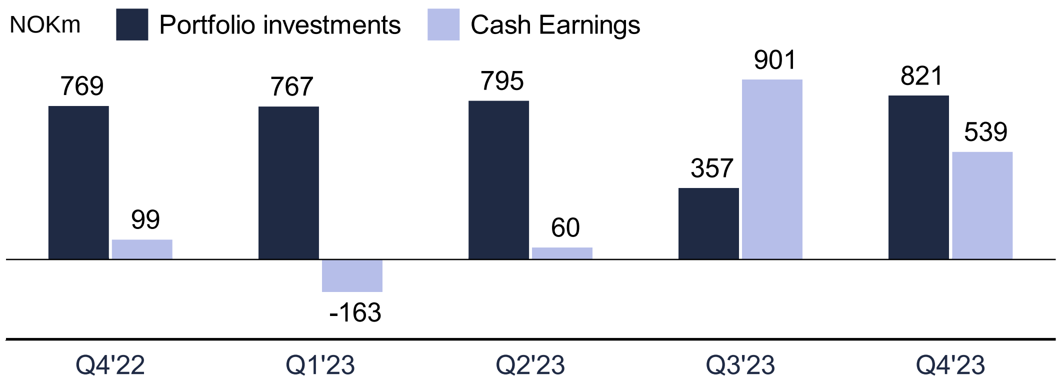
- Continued Unsecured overperformance
  - 105% of latest forecast LTM
- Strong secured cash collections at NOK 876m
  - Large claim of NOK ~500m collected in Q4
  - REO sales at 37% above book value
  - Cash from secured JVs of NOK 41m

Investment growth driven by strong operational cash flow

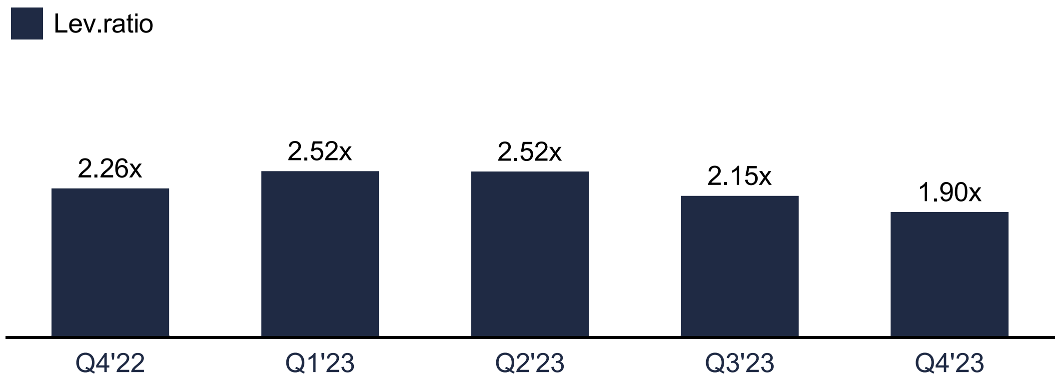
Cash flow Q4 2023



Additional investment capacity



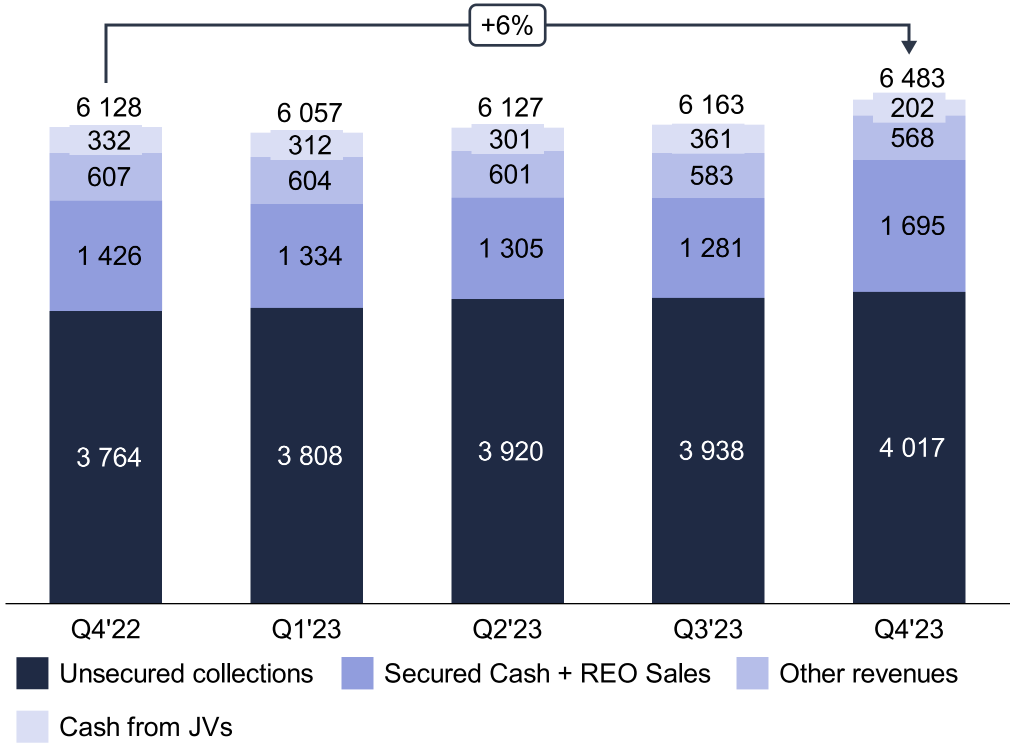
Stable underlying leverage ratio



Improving OPEX ratio despite growth in collection and inflationary pressure

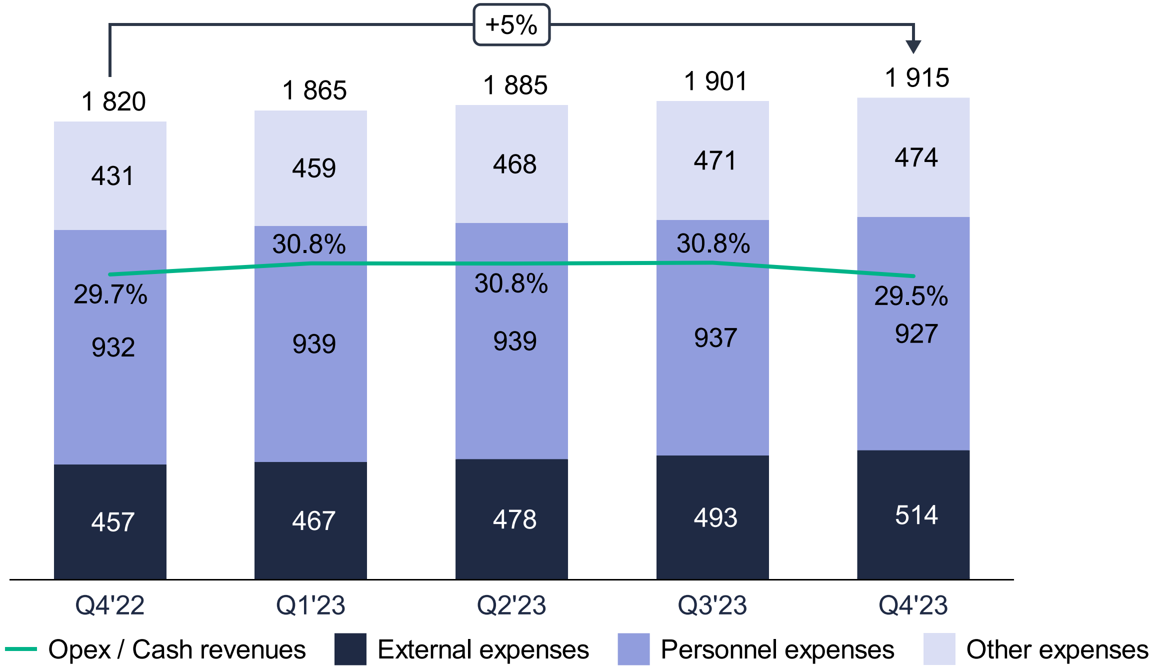
Cash revenue LTM[1)]

- Continued growth in unsecured collections
- Solid cash contribution from Secured



Operating expenses LTM[1,2)]

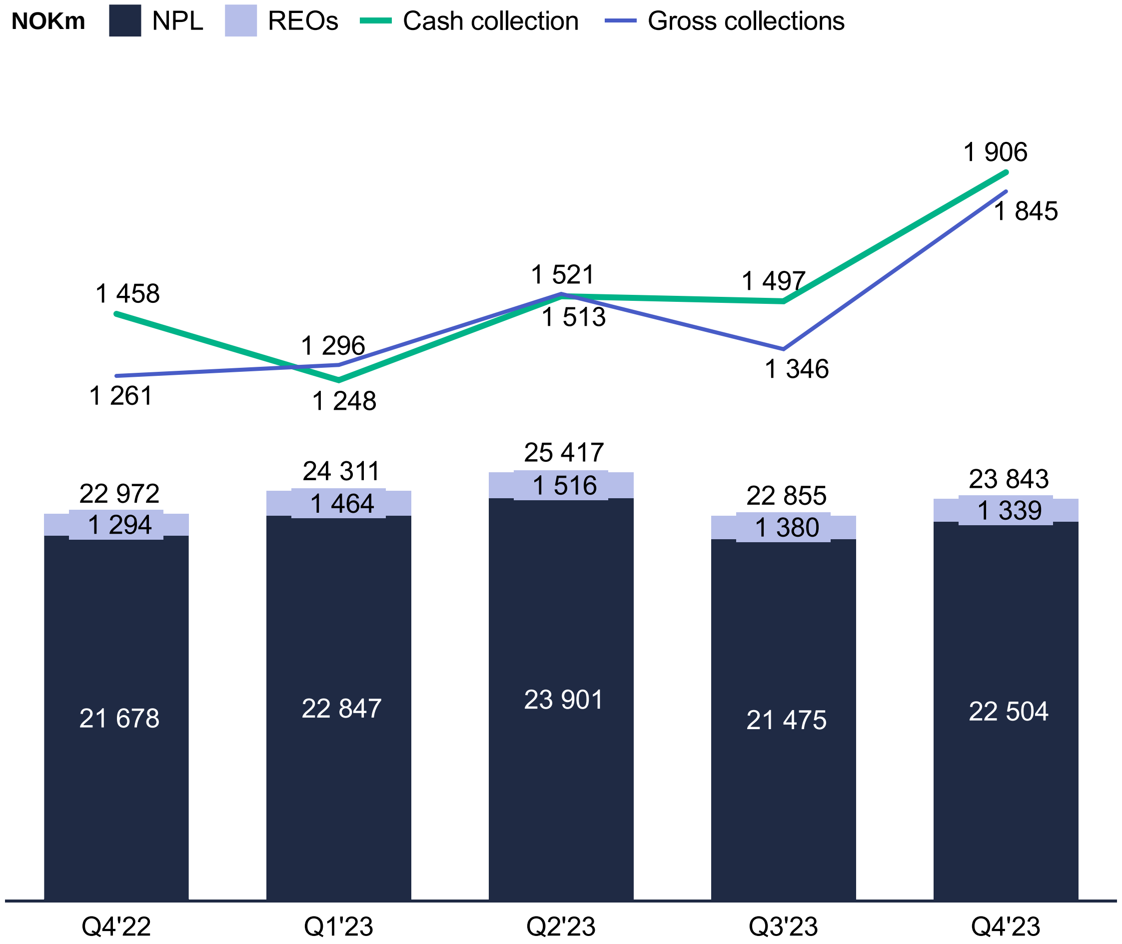
- Cash and opex development in the quarter
- Opex increase driven by variable cost to collect while personnel costs are down 4% in the quarter



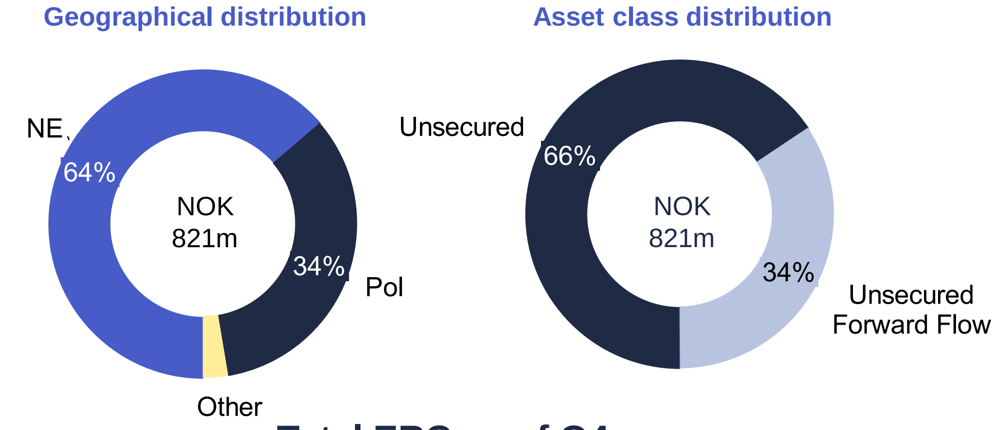
Numbers in NOK million
1) In constant FX, ex. Bulgaria, ex. NRIs
2) Operating expenses ex. Depreciation, Amortisation, Impairment and NRIs

Portfolio investments and Estimated Remaining Collections (ERC)

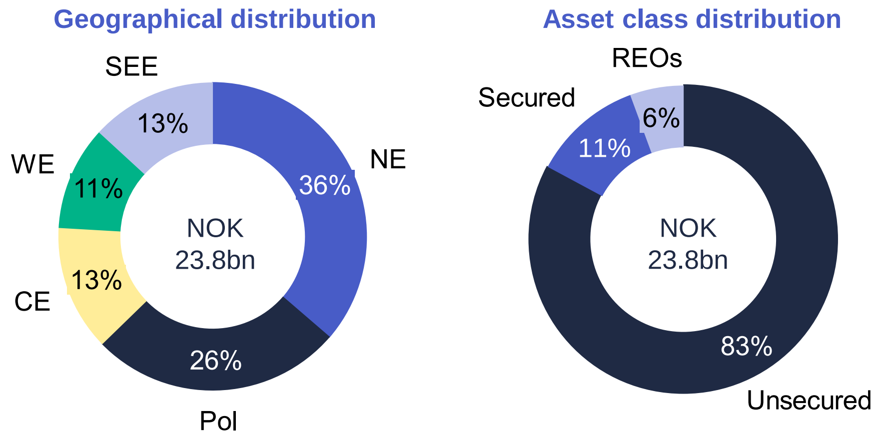
Growing cash collections and growth in ERC



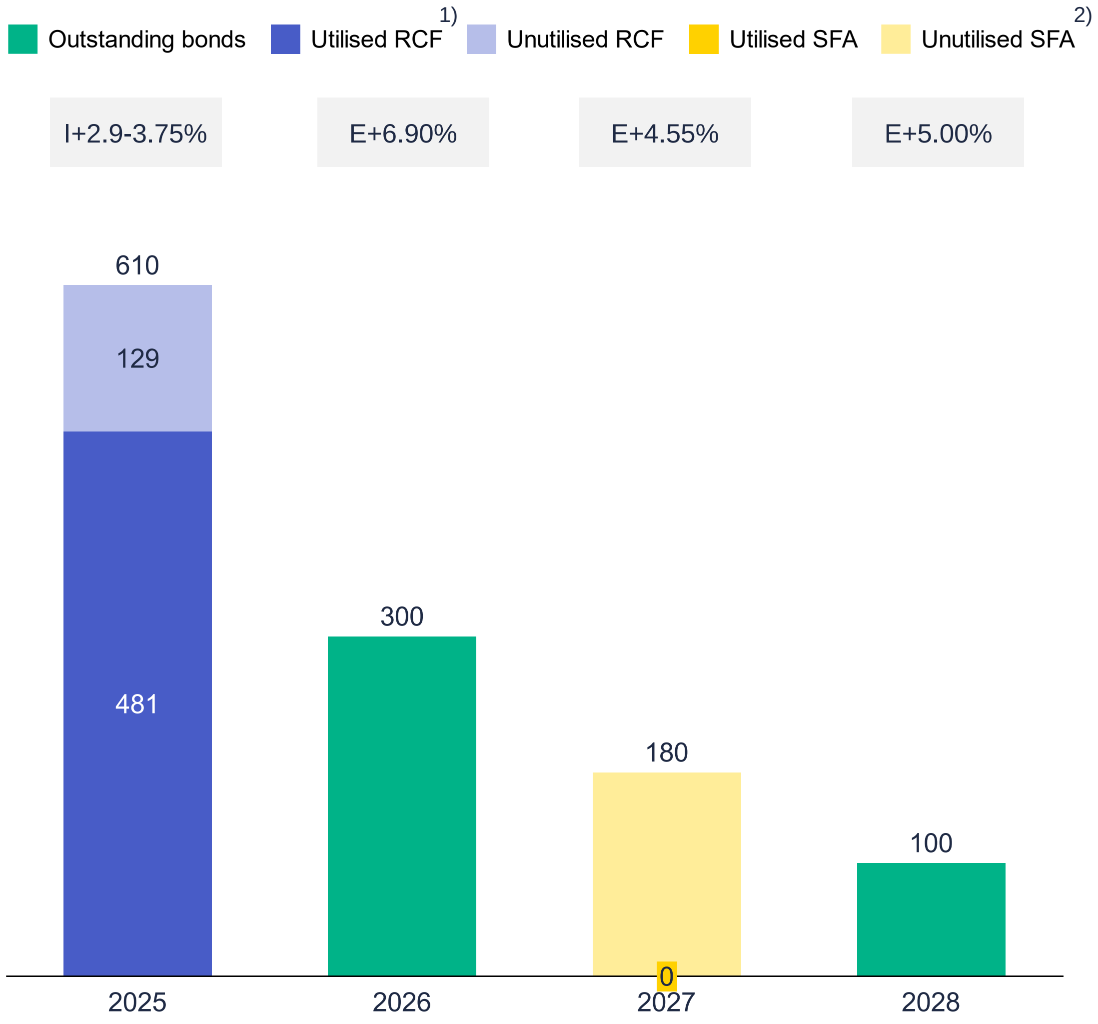
Portfolio investments in Q4



Total ERC as of Q4



Lower leverage and lower cost of debt

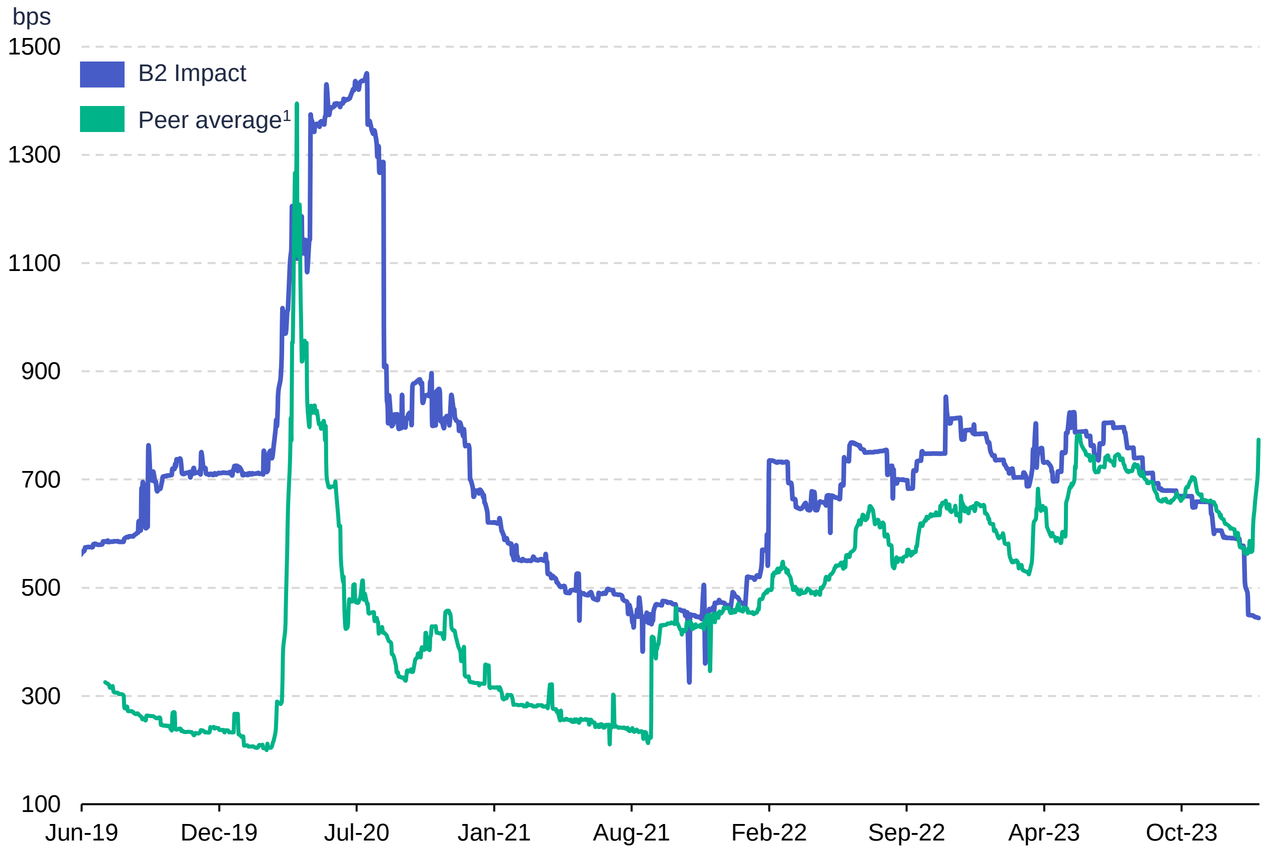


- Leverage Ratio of 1.90x
- Bond refinancing in Q1 2024
  - New Bond issue of EUR 100m at 5.00% margin
  - Repaid Bond 5 of EUR 200m at 6.35% margin
- SFA fully repaid in January 2024
- Blended interest rate down around 50bps
  - Hedging ratio maintained above 50%
- Liquidity of EUR ~350m in addition to operational cashflow

1) RCF: EUR 426m + EUR 55m (Bond 5 repayment) = EUR 481m
2) SFA: EUR 16m – EUR 16m (IPD on 26 Jan) = EUR 0m

Successful deleveraging coupled with strong financials drives improved credit spread

Positive credit spread development compared to peers

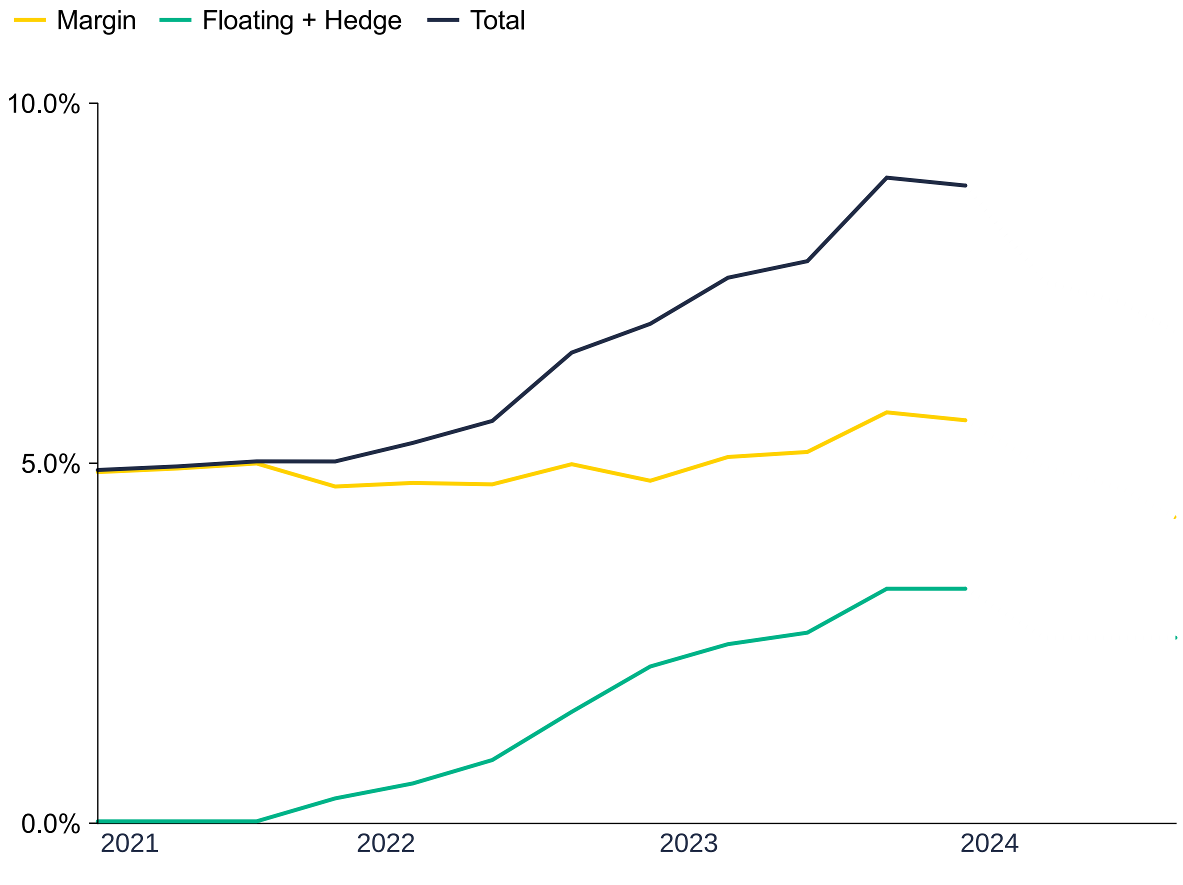


Improved credit spread following new bond issue

- Spread historically lagging peer group
- Step by step improved comparable metrics through long term focus on deleveraging and investment discipline
- New benchmark curve set following recent bond issue
- Target to move the curve further through consistent and transparent investment strategy and discipline

1) Sample include sr unsecured bonds NOK/SEK/EUR/USD

Target significantly lower cost of debt during 2024



- Blended interest cost down 50 bps following new bond issue
- Target more than NOK 200m lower interest costs annually during 2024 compared to 2023 levels
  - Extension of RCF
  - Utilizing improved credit curve
  - Increased hedging ratio from current 50% level

Summary

Key takeaways

Solid balance sheet gives room for investment growth

Selective investment approach and improving returns

Further reduce cost of debt

Q&A

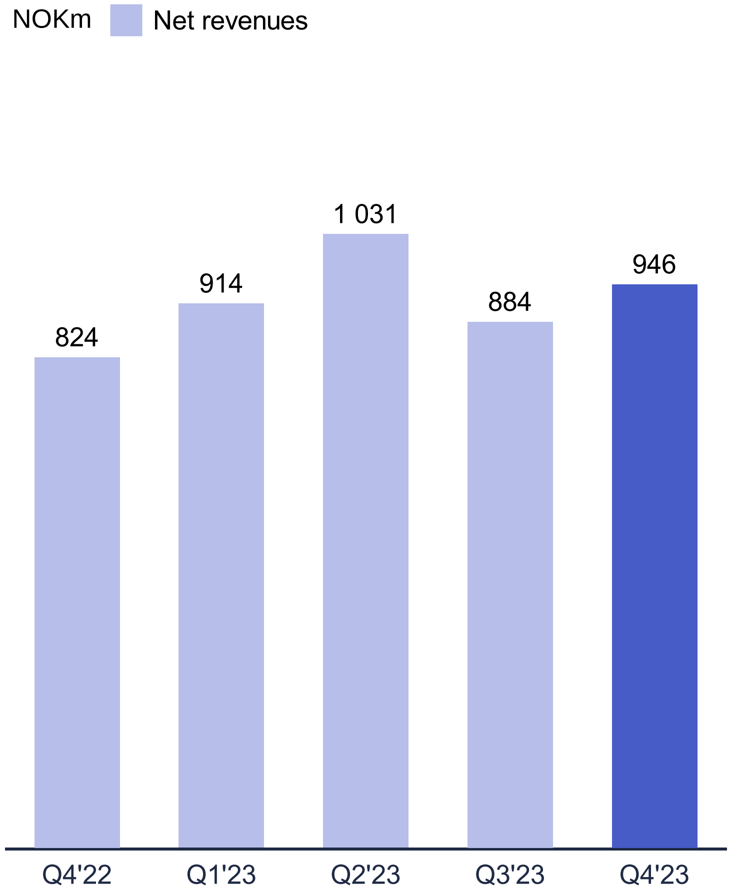
Quarterly trends

NOK million	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3	2023 Q4
Cash collections	1 301	1 229	1 191	1 136	1 214	1 246	1 244	1 458	1 248	1 513	1 497	1 906
Net revenues	762	756	792	726	716	748	797	824	914	1 031	884	946
Adj. EBIT	330	321	385	297	289	330	373	343	402	496	389	410
Adj. EBIT %	43%	43%	49%	41%	40%	42%	47%	42%	44%	48%	44%	43%
EBIT	330	341	370	267	249	139	337	303	375	471	370	362
Adj. Net profit	130	147	174	143	128	173	171	92	112	182	84	105
Cash revenue	1 424	1 369	1 341	1 268	1 341	1 379	1 377	1 599	1 384	1 665	1 631	2 052
Cash EBITDA	1 014	957	946	862	934	949	973	1 140	900	1 151	1 160	1 540
Cash margin	71%	70%	71%	68%	70%	69%	71%	71%	65%	69%	71%	75%
Gross collections[1)]	1 494	1 407	1 269	1 266	1 152	1 245	1 278	1 261	1 296	1 521	1 346	1 845
Amortisation of own portfolios	-862	-647	-537	-564	-465	-458	-455	-520	-490	-633	-548	-539
Portfolio purchases[2)]	192	220	237	552	239	758	399	769	767	795	357	821
Adj. EPS	0.32	0.36	0.42	0.35	0.32	0.43	0.43	0.23	0.29	0.48	0.22	0.28
Adj. ROE (LTM)	9.0 %	11.2 %	11.8 %	12.2 %	12.5 %	12.5 %	12.0 %	10.7 %	10.3 %	10.2 %	8.7 %	8.9 %

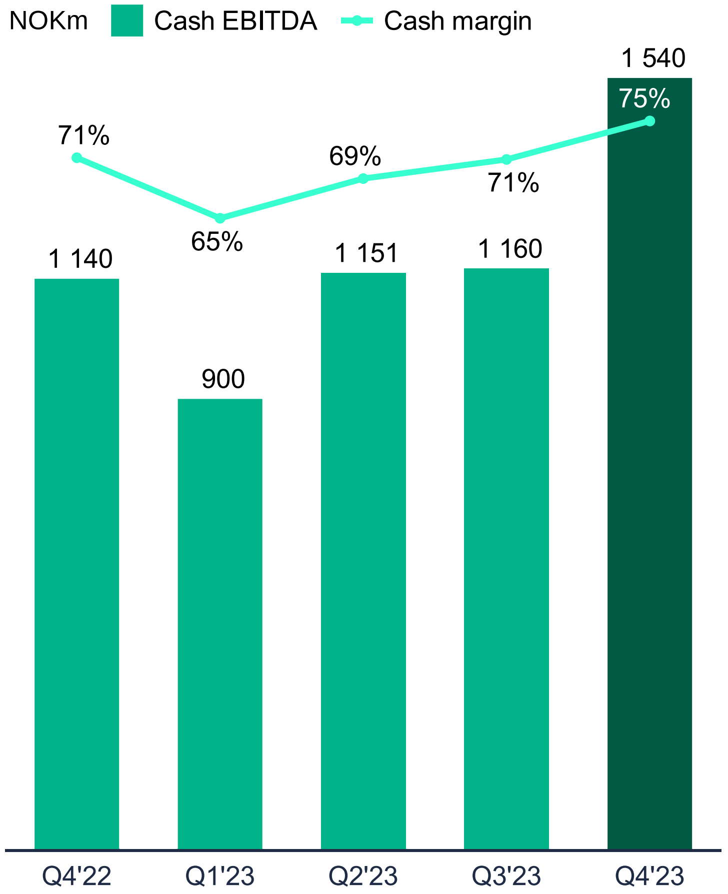
1) Includes the Group’s share of gross collection for portfolios purchased and held in SPVs and joint ventures
2) Including the Group’s share of portfolios purchased in SPVs and joint ventures

Quarterly financial performance

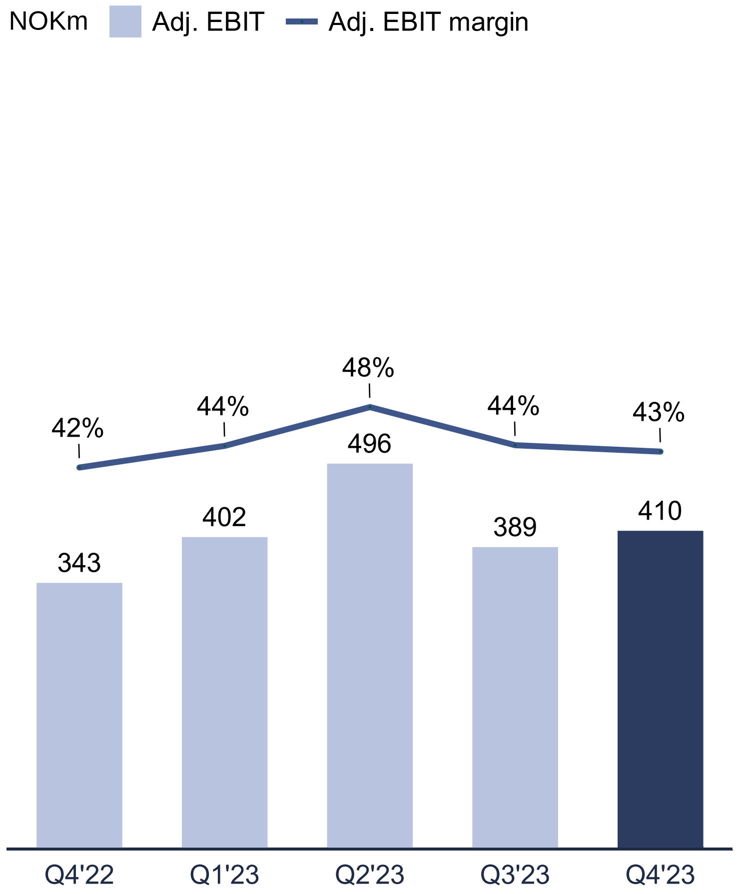
Net revenues



Cash EBITDA



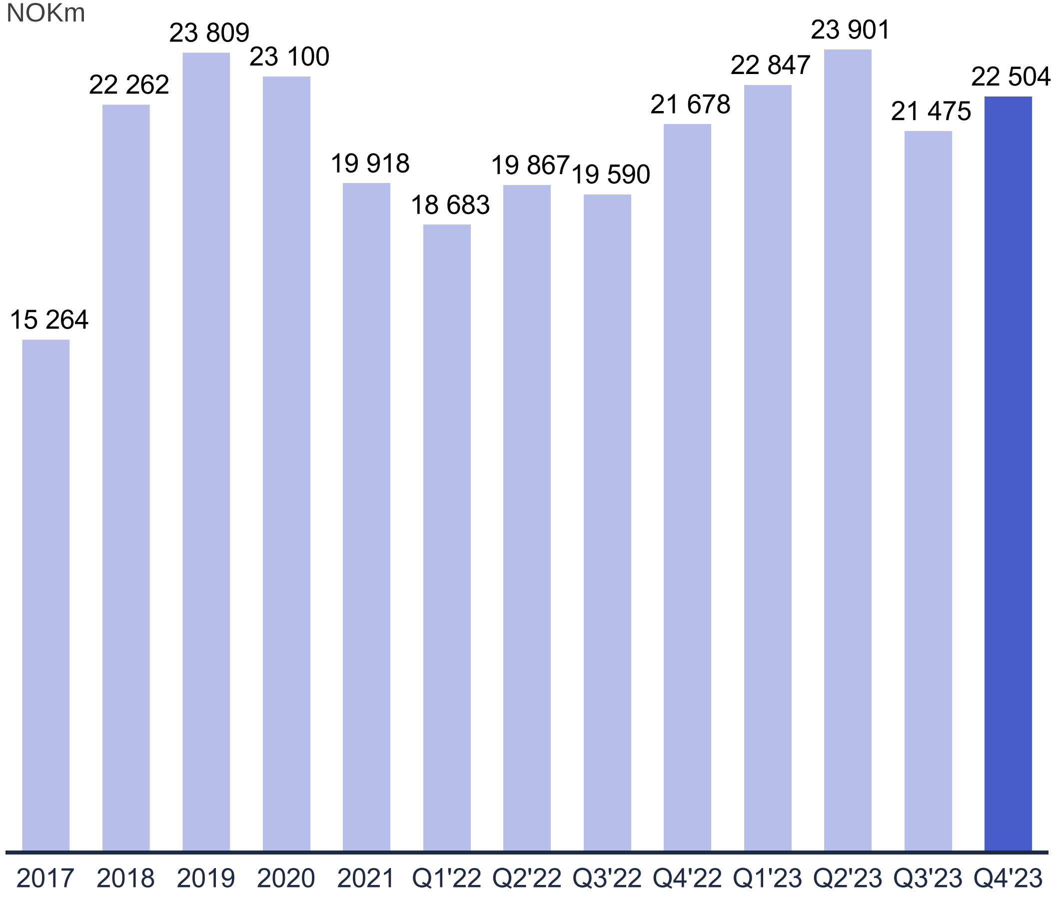
Adjusted EBIT



ERC development

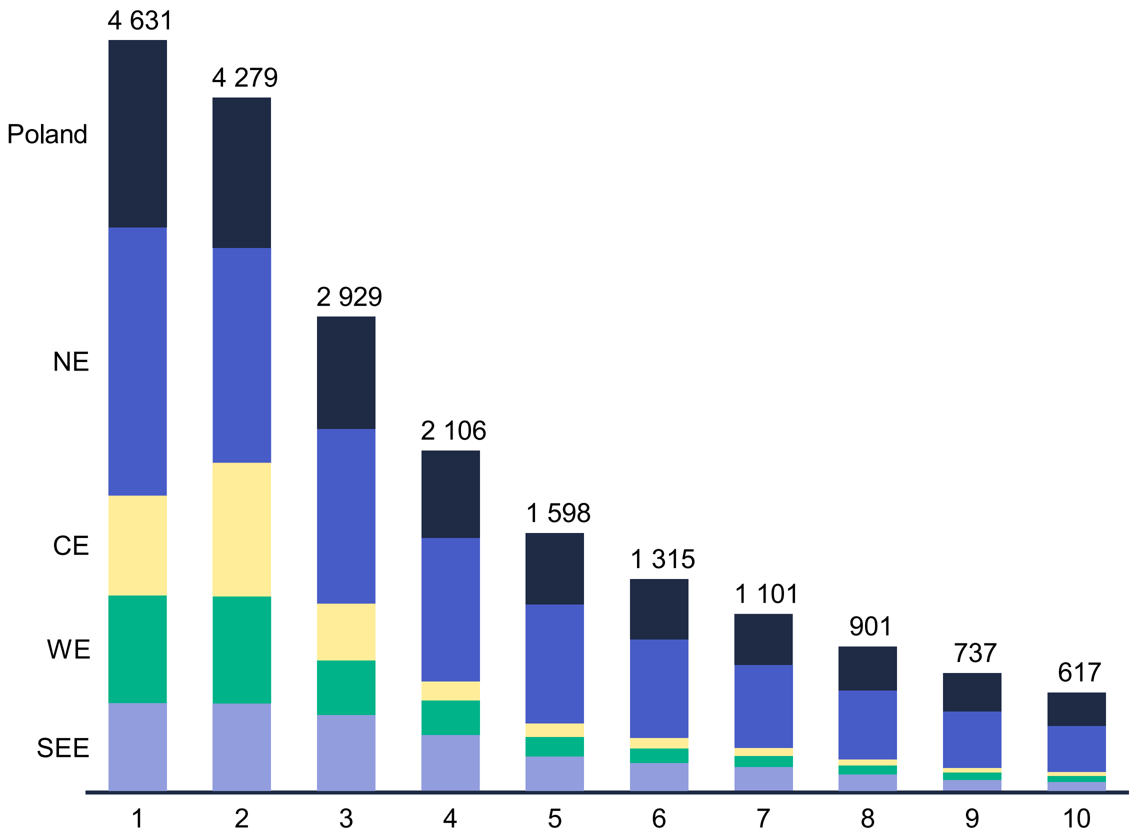
Development in total gross ERC[1] [2]

NOKm



Forward 120m ERC profile by year

NOKm



1) Including the Group’s share of portfolios acquired and held in SPVs and joint ventures
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	1 081	860	659	528	438	369	314	270	234	205	4 959	6 110
NE	1 646	1 319	1 073	879	729	606	509	425	347	285	7 819	8 636
CE	239	186	149	111	81	63	49	37	28	22	967	1 010
WE	226	196	162	129	91	70	55	47	41	36	1 054	1 097
SEE	509	525	475	354	223	183	160	113	79	66	2 685	2 901
Total	**3 702**	**3 087**	**2 518**	**2 001**	**1 562**	**1 290**	**1 087**	**892**	**730**	**613**	**17 484**	**19 754**

Secured ERC	Year 1	2	3	4	5	6	7	8	9	10	120m ERC	Total ERC
Poland	70	64	30	10	2	1	1	0	0	0	178	179
NE	5	4	3	2	2	2	1	1	1	1	22	25
CE	376	636	200	8	3	1	1	0	0	0	1 225	1 225
WE	436	463	175	82	30	20	10	7	5	3	1 231	1 249
SEE	42	24	3	3	0	0	0	-	-	-	72	72
Total	**929**	**1 192**	**411**	**104**	**36**	**24**	**13**	**9**	**6**	**4**	**2 729**	**2 750**

Total	**4 631**	**4 279**	**2 929**	**2 106**	**1 598**	**1 315**	**1 101**	**901**	**737**	**617**	**20 213**	**22 504**

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

Segment overview Q4 2023

Investments

NOK million	2023 Quarter 4	2022 Quarter 4	Var. %
Total collections	1 767	1 178	50%
Total NPL revenue	678	566	20%
Net revenue	**806**	**690**	**17%**
Direct opex	-404	-264	53%
Segment earnings	**401**	**426**	**-6%**
Segment earnings in %	50%	62%	-12 pp

- Unsecured collection performance of 104%
- Secured collection performance of 437%

Servicing

NOK million	2023 Quarter 4	2022 Quarter 4	Var. %
Net revenue	**303**	**266**	**14%**
Direct opex	-150	-150	-0%
Segment earnings	**153**	**116**	**32%**
Segment earnings in %	51%	44%	7 pp

- Higher servicing revenue driven by collections

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	VALSET INVEST AS	32 000 000	8.26 %
4	STENSHAGEN INVEST AS	30 500 143	7.88 %
5	B2 IMPACT ASA	18 648 672	4.82 %
6	DNB MARKETS AKSJEHANDEL/-ANALYSE	16 073 580	4.15 %
7	SKANDINAVISKA ENSKILDA BANKEN AB	13 389 968	3.46 %
8	GULEN INVEST AS	10 000 527	2.58 %
9	DUNKER AS	8 207 124	2.12 %
10	RUNE BENTSEN AS	8 191 680	2.12 %
11	VERDIPAPIRFONDET STOREBRAND NORGE	7 964 051	2.06 %
12	GREENWAY AS	5 802 368	1.50 %
13	VPF DNB AM NORSKE AKSJER	4 072 336	1.05 %
14	STIFTELSEN KISTEFOS	4 000 000	1.03 %
15	LIN AS	3 500 000	0.90 %
16	F2KAPITAL AS	3 000 000	0.77 %
17	RANASTONGJI AS	2 847 048	0.74 %
18	JPMORGAN CHASE BANK, N.A., LONDON	2 739 230	0.71 %
19	DIRECTMARKETING INVEST AS	2 405 100	0.62 %
20	ARTEL AS	2 300 000	0.59 %
	OTHER	107 252 731	27.70 %
	TOTAL	**387 180 824**	**100.00 %**

Updated per 13 February 2024

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 return on equity (Adj. ROE):** Adjusted return on equity is calculated based on rolling 12-months Adjusted Net profit (Adj. 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.
- **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.
- **Central costs:** Administration and management cost related to 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 collections, 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 and 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 collection 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 collection strategy for the purpose of being divested within the Group's ongoing operations to maximize the value of collections. 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 to collect:** Cost to collect is all external and internal operating costs related to the collections of B2 Impact'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.
- **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 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.

Definitions (cont'd)

- **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 are 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. Other revenues includes Interest income from loan receivables and Net credit gain/(loss) from loan receivables.
- **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 investments:** The investments for the period in unsecured (without collateral) and in secured (with 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 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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