

# Successful refinancing, strong pipeline and reduction of costs

20 August 2015

Q2 Interim report (1 April – 30 June 2015)

Presenters: Gustav Hultgren, CEO, and Fredrik Olsson, CFO

DDM Holding AG (Nasdaq First North Stockholm: DDM) and DDM Treasury Sweden AB (publ) (NGM: DDM1)





















# Agenda



## Company overview

Financial Recap January – June 2015

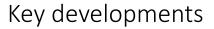
Supporting slides



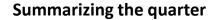


- Net collections, Q2 2015 vs Q2 2014 + 20%
  - EUR M (+30%) increase of Cash EBITDA in Q2 2015 vs Q2 +0.5 2014
    - EUR M of investments in distressed asset portfolios 0.4
- 120-month ERC, increase compared to Q2 2014 +55%
- Opex decreased compared to Q1 2015 - 25%





Q2 2015



- Continued strong pipeline of investment opportunities
  - ~70 portfolios with an estimated total acquisition price of EUR 1.2 billion across our markets
  - Expect to close several in 2015 with positive contribution to full-year results
- Successful refinancing of SEK 300M senior secured notes
  - Amended and restated terms and conditions
  - Added subsidiaries increasing equity in the Treasury group
- Reduction of costs
  - Initiated in Q1
  - Effects to continue during H2





#### The business model

### Knowledge and relations builds our success

Consumer and corporate assets

Distressed assets

Acquisition and collection of distressed assets

Acquisition of distressed assets

Asset management

Collection through 3 <sup>rd</sup> party

Deal sourcing: Opportunistic approach the key value driver, both for profitability and growth

Relations: Strong relationships across the region and a credible buyer.

Scalable processes: DDM manages the collection process through its proprietary IT system and outsources the collection to the optimal partner

20 August 2015 DDM HOLDING AG





### The build-up of a leading company



#### 2014-

Broaden the geographic scope Strengthen relationships with collection agencies & co-investors Continued focus on the capital structure



#### 2013-2014

Leverage on the solid platform established Shift to institutional financing and establish an efficient, long-term, capital structure First bond issue completed in H1 2013

New share issue, listed on Nasdaq First North in Q3 2014



#### 2009-2012

Build team, process, IT system Leverage on data from initial investments Funding from family offices, hedge funds and high-net-worth individuals



#### 2007-2008

Replicating / improving a business model from Western Europe New markets / New sellers / New agencies First investments First external funding July 2008

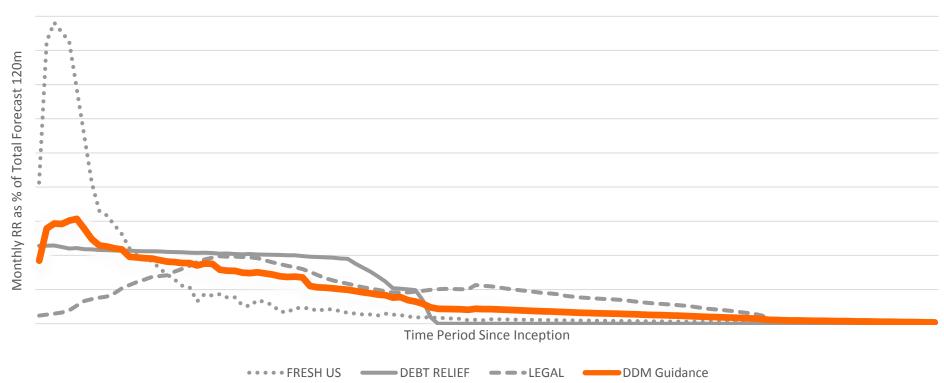
- Multinational investor and manager of distressed assets
- Focusing on sustainable return and relations



### Presentation tile

## DDM collection curve types

#### Illustration of DDM collection curve types



- Weighting of future investments has significant impact
- Similar assets have different curves in different countries
- New investments will, over time, have incrementally less impact
- Guidance is forward-looking



# Agenda



Company overview

Financial Recap January – June 2015

Supporting slides



# Q2 2015 Financial Summary

EUR M	6 M 2015	6 M 2014	Change, %	Q2 2015	Q2 2014	Change, %	Full-year 2014
Net collections	9.2	5.7	+ 61	3.5	2.9	+ 21	14.7
Cash EBITDA	6.4	3.5	+ 82	2.3	1.7	+ 35	9.9
Operating profit / (loss) – EBIT	1.4	2.7	- 48	0.6	1.2	- 50	1.8
Net result for the period *	(1.3)	0.3	- 533	(1.6)	0.6	- 350	(6.3)
Cash flow from operating activities before working	2.0	2.0	. 20	1.6	1.2	. 22	2.0
capital changes	3.9	3.0	+ 30	1.6	1.3	+ 23	3.8
Portfolio acquisitions	(4.6)	(7.1)	- 35	(0.4)	(5.9)	- 95 %	(15.6)

<sup>\*</sup> Net result for the period in Q2 2015 includes negative impact from hedging activities of about EUR 400k and negative impact of about EUR 600k from foreign exchange.





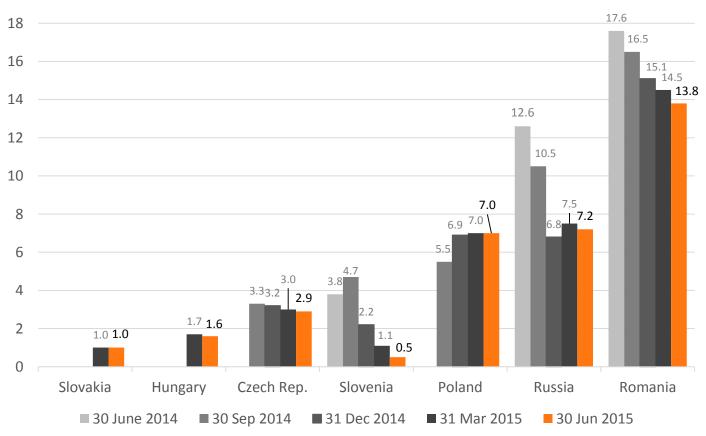
# Financial Summary

EUR M	30 June <b>201</b> 5	31 December 2014*	Change, %
Total assets	46.3	54.0	14
Cash	3.0	9.0	- 67
Distressed asset portfolios	33.9	34.2	- 1
Total liabilities and shareholders equity	46.3	54.0	- 14
Total liabilities	40.7	47.2	- 14
Total shareholder's equity	5.5	6.8	- 19
Net Debt	37.7	38.2	- 1
	30 June 2015	31 Dec 2014	Change, %
Gross ERC 120 month	59.7	60.4	- 1



# DDM Geographical diversification in line with plan

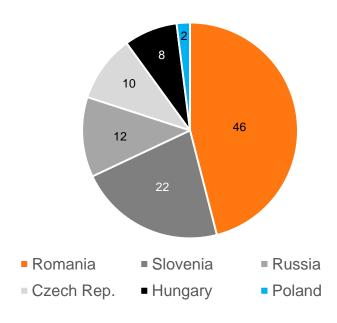
### Carrying value by country, EUR M





# DDM Geographical diversification

# Net collections by country, % Q2 2015





## Bond Terms & Conditions | As of 23 June 2015

### Increasing issuance capability and extend the tenor.

Maturity extension

New maturity December 2018

Covenants

Removal of cash-covenant that hinders growth; equity covenant remains unchanged at 15%

Framework size

Increase to SEK 700M to facilitate taps from current SEK 300M outstanding

Future funding

Intercreditor Agreement introduced to facilitate new bonds from the same issuer.

**Process** 

Strong support by owner in voting process



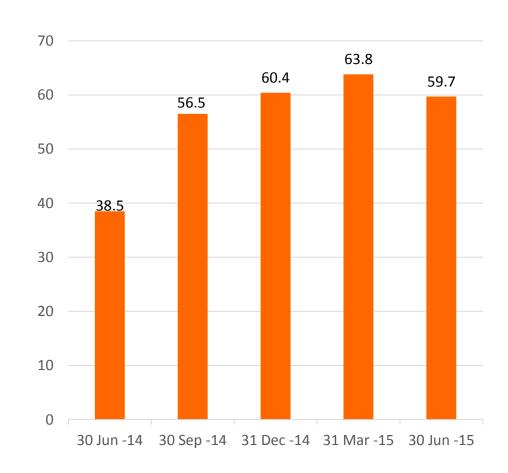
### ERC

## 120-months gross Estimated Remaining Collections

#### **Estimated Remaining Collections (ERC)**

Estimated Remaining Collections refers to the sum of all future projected cash collections from acquired portfolios.

- +55% vs. Q2 2014
- Continued focus on growth
- Primary KPI for portfolio growth
- Industry measure





# Q&A Thank you for your attention

# Interim report January -September 2015 expected to be published on 12 November 2015 Year-end Report for 2015: February 2016



















DDM Holding AG
Schochenmühlestrasse 4
CH-6340 Baar
Switzerland
Telephone: +41 41 766 1420
investor@ddm-group.ch

This presentation has been prepared by DDM Holding AG ("DDM") solely for information purposes only and as per the indicated date. DDM does not undertake any obligation to correct or update the information or any statements made therein. Certain statements in this presentation are forward-looking and are subject to risks and uncertainties. Nothing contained herein shall constitute any representation or warranty as to accuracy or completeness. DDM has not made any independent verification of the information obtained from third parties. Nothing in this material shall be construed as an offer or solicitation to buy or sell any security or product, or to engage in or refrain from engaging in any transaction. DDM does not accept any liability whatsoever arising from or in connection with the use of this information. Save as by prior approval in writing, this material may not be copied, transmitted or disclosed, whether in print, electronic or any other format. All rights to the material are reserved.



# Agenda



Company overview

Financial Recap January – June 2015

Supporting slides



# Investment curve

## Illustrative example



	Y1	Y2	<b>Y3</b>	<b>Y4</b>	<b>Y</b> 5	Y6-Y10
Gross Collections (cumulative)	61	105	140	163	178	206

Gross cash multiple (120 months)
2.06x

Gross break-even (months)
23

- Increasing transparency for investors
- Market-driven illustration

- Composite curve
- Shows attractiveness to peers



# Unique, competitive business model

#### allowing for opportunistic deal sourcing and optimized returns

#### Competitive advantages

Opportunistic deal sourcing

Key value driver in target markets

Scalability and flexibility

Outsourcing to multiple collection agencies allows scale and flexibility compared to collection in-house

Tailored collector selection

Selection of the local collector best suited to collect on a particular portfolio – rather than applying the one-size-fits-all collection approach of larger competitors with in-house collection agencies

Best-practice implementation

DDM improves agency performance through best-practice implementation and management of its selected agencies through its state-of-the-art FUSION IT system

Proprietary IT system

Tailor made for DDM / supports all DDM activities / Scalable / Language and country indifferent

Credible buyer of distressed assets

DDM has during 7 years established strong relationships with banks and financial institutions to acquire distressed assets. Recent listing on Nasdaq further strengthens credibility.

Strong team and track record

Highly experienced and committed team (50+ years); invested over EUR 100M since 2007