



Significant increase in ERC and new revolving credit facility supporting continued rapid expansion

2 November 2017

Q3 and YTD report January – September 2017

Presenters: Andreas Tuczka, CEO, and Fredrik Olsson, CFO

DDM Holding AG (Nasdaq First North, Stockholm: DDM) and

DDM Debt AB (publ) (Nasdaq Stockholm: DDM2)

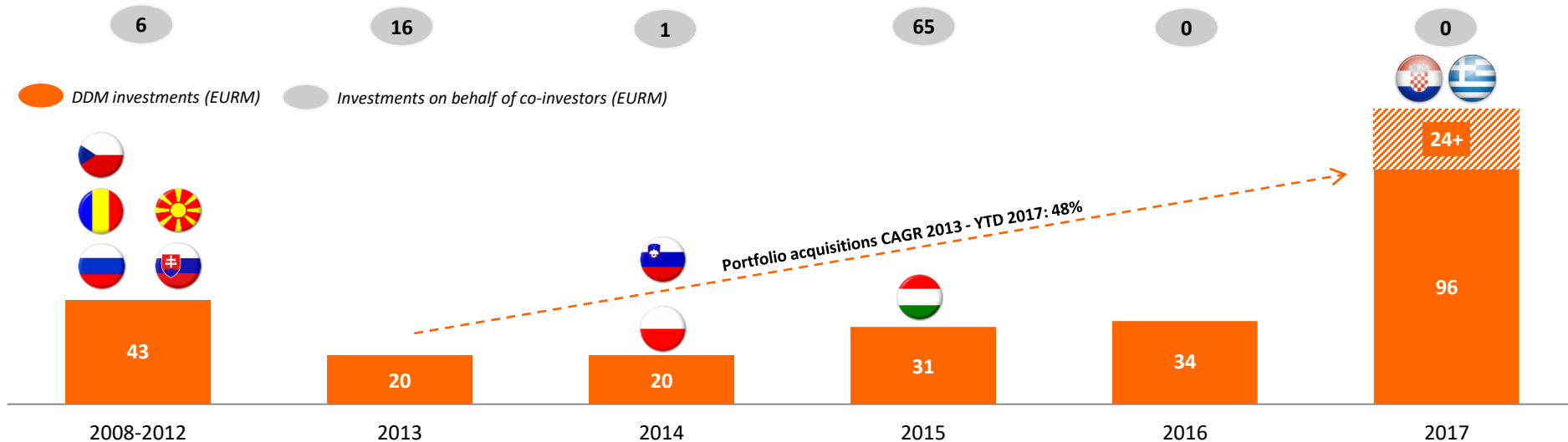


Company overview

Key developments

Financial recap January – September 2017

- Significant increase in Estimated Remaining Collections (ERC)
 - Increase of 219% since 31 December 2016
- Transactions completed:
 - Greece: EUR 50M
 - Czech Republic: EUR 12M
 - Croatia: second acquisition completed in October (EUR 21M)
- Secured a EUR 17M super senior revolving credit facility:
 - With a Swedish bank
 - Continuing to lower the cost of funding
 - Supporting continued rapid expansion



Start up and Build up phases

- 2007:** DDM founded
- 2008:** First external funding and initial investments made in Russia
- 2009-2012:** Build up of team, processes and IT system FUSION
DDM headcount from 3 to 10+ people, acquired 50 portfolios
- 2009:** Enters Romania, Czech Republic and Slovakia
- 2010:** Enters Macedonia

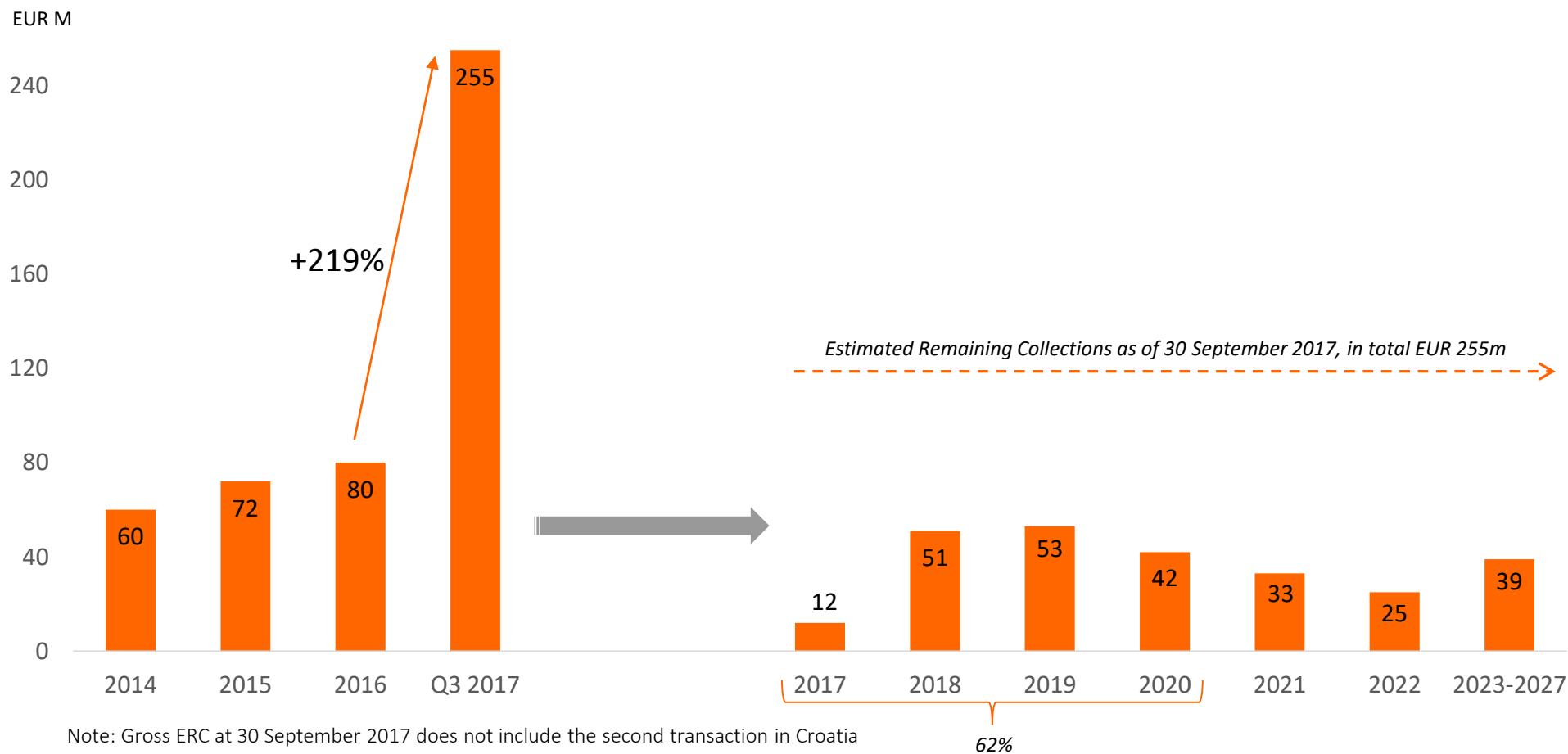
Scale up phase

- 2013:** First bond issue of SEK 300M
Starts co-investment discussions with a leading global financial institution
- 2014:** IPO on Nasdaq First North
Enters Poland and Slovenia

Growth (target pipeline)

- 2015:** Enters Hungary with two landmark transactions
- 2016 July:** Share capital increase of approx. EUR 7M and first Euro bond of EUR 11M issued
Landmark transaction in Slovenia
- 2017 roadmap:**
Refinanced existing debt with EUR 50M bond at 9.5%
Completed share issue of approximately EUR 11M
Completed a EUR 35M tap issue at 101.5%, representing a yield to maturity of c. 9%
Enters Croatia with two acquisitions
Enters Greece, investing EUR 50M
Secured a super senior revolving credit facility of EUR 17M
Continued focus on funding growth and lowering cost of capital
Capitalize on strong market opportunities in Southern, Central and Eastern Europe reflected in current pipeline

Historic 120-months gross ERC and projected future collection on existing portfolios, 30 September 2017



Agenda

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Summarizing the quarter

- Entered Greece
 - Investment of EUR 50M
 - Very large underlying portfolio with a nominal value of about EUR 1.3BN
- Further portfolio acquired in the Czech Republic for EUR 12M
 - Purchased from a repeat seller
- Significant increase in ERC
 - Increase of 219% since 31 December 2016
- Strengthened management team to support continued rapid expansion
- Secured a EUR 17M super senior revolving credit facility
 - With a Swedish bank
 - Continuing to lower our cost of funding



- Company headquarters in Switzerland
- Invested markets

Since the end of the quarter

- Closed the second investment in Croatia of EUR 21M in October
 - Secured corporate receivables
- Mikael Nachemson proposed to be elected as a new member of the Board of Directors
 - Solid experience from the finance industry
 - Experience as a Board member for listed companies
 - To be elected at an Extraordinary General Meeting
- EUR 10M bridge financing successfully raised
 - Increasing equity in the bond group
 - Providing the opportunity to issue further debt
- Capital Markets event in Stockholm on 15 November
- Future investments
 - A number of sizeable transactions are expected to close by year end



- Company headquarters in Switzerland
- Invested markets

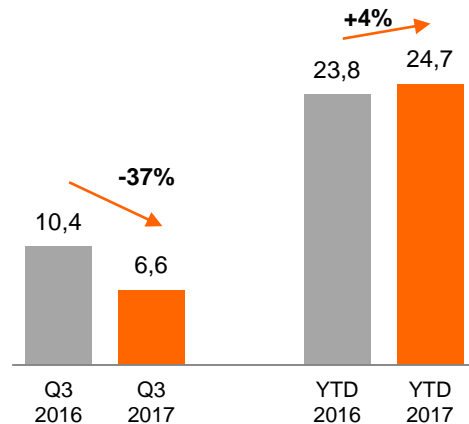
Agenda

Company overview

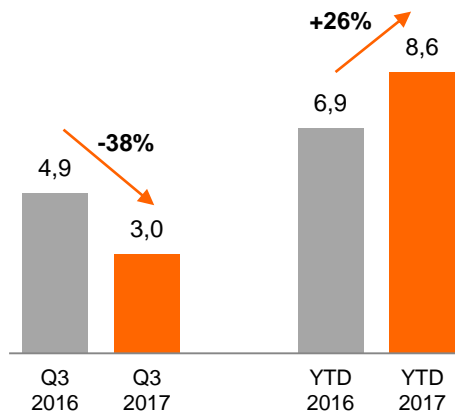
Key developments

Financial recap January – September 2017

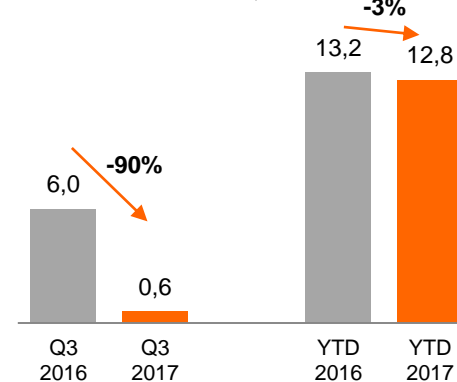
Net collections, EUR M



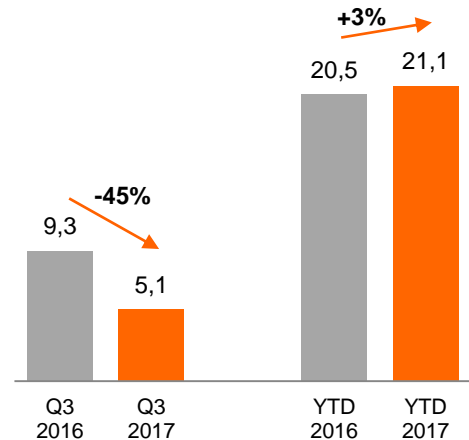
Operating profit, EUR M



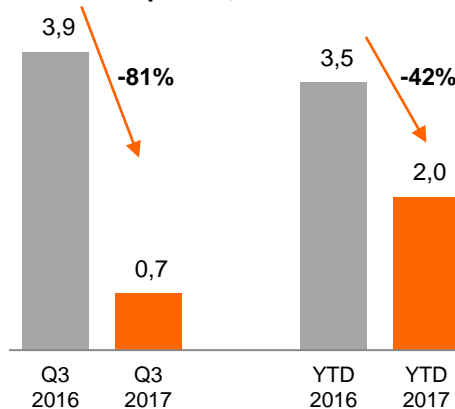
Cash flow from operating activities before working capital activities, EUR M



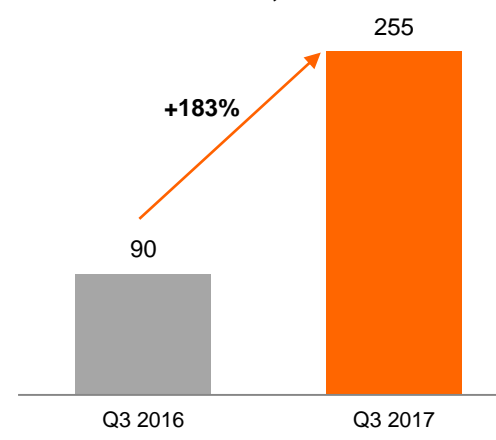
Cash EBITDA, EUR M



Adjusted net profit for the period, EUR M

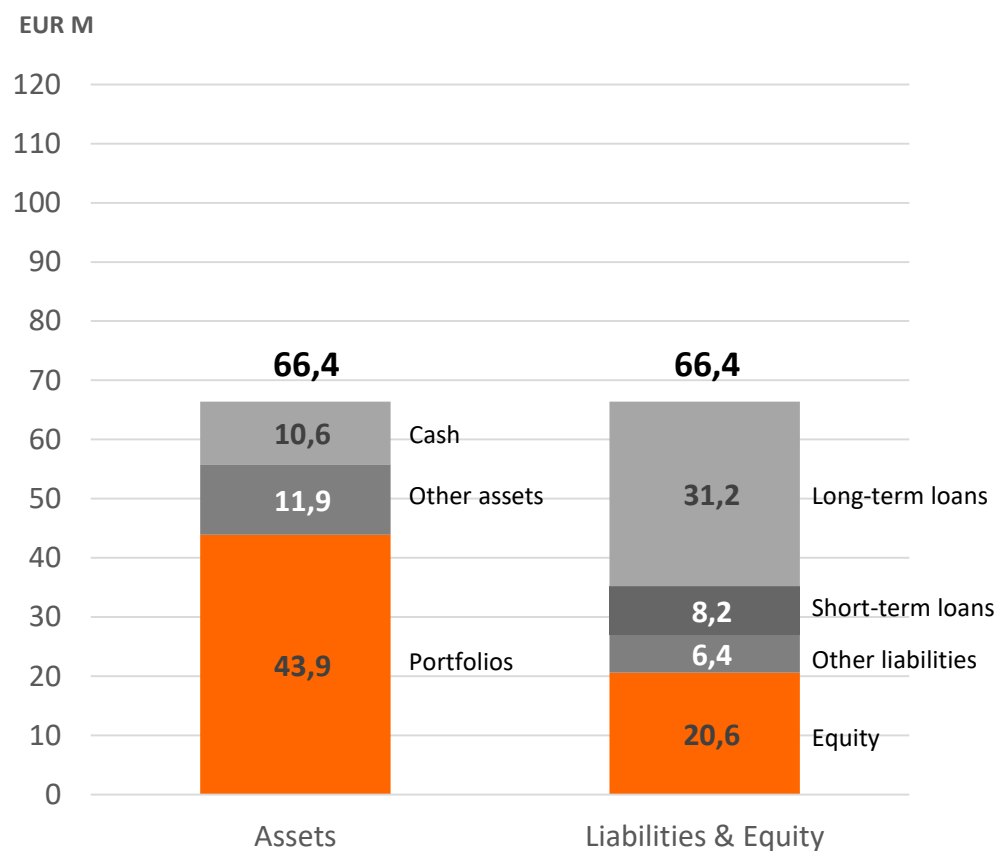


Gross ERC, EUR M

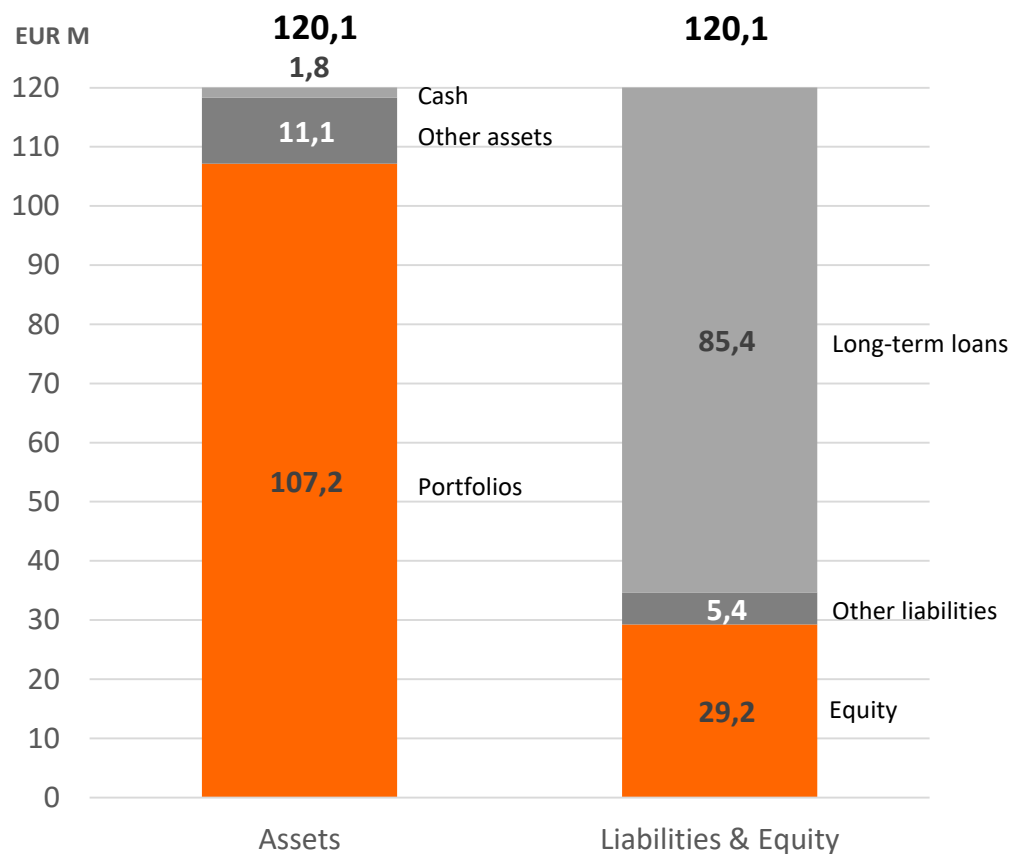


Balance sheet structure at 30 September 2017 compared to 31 December 2016

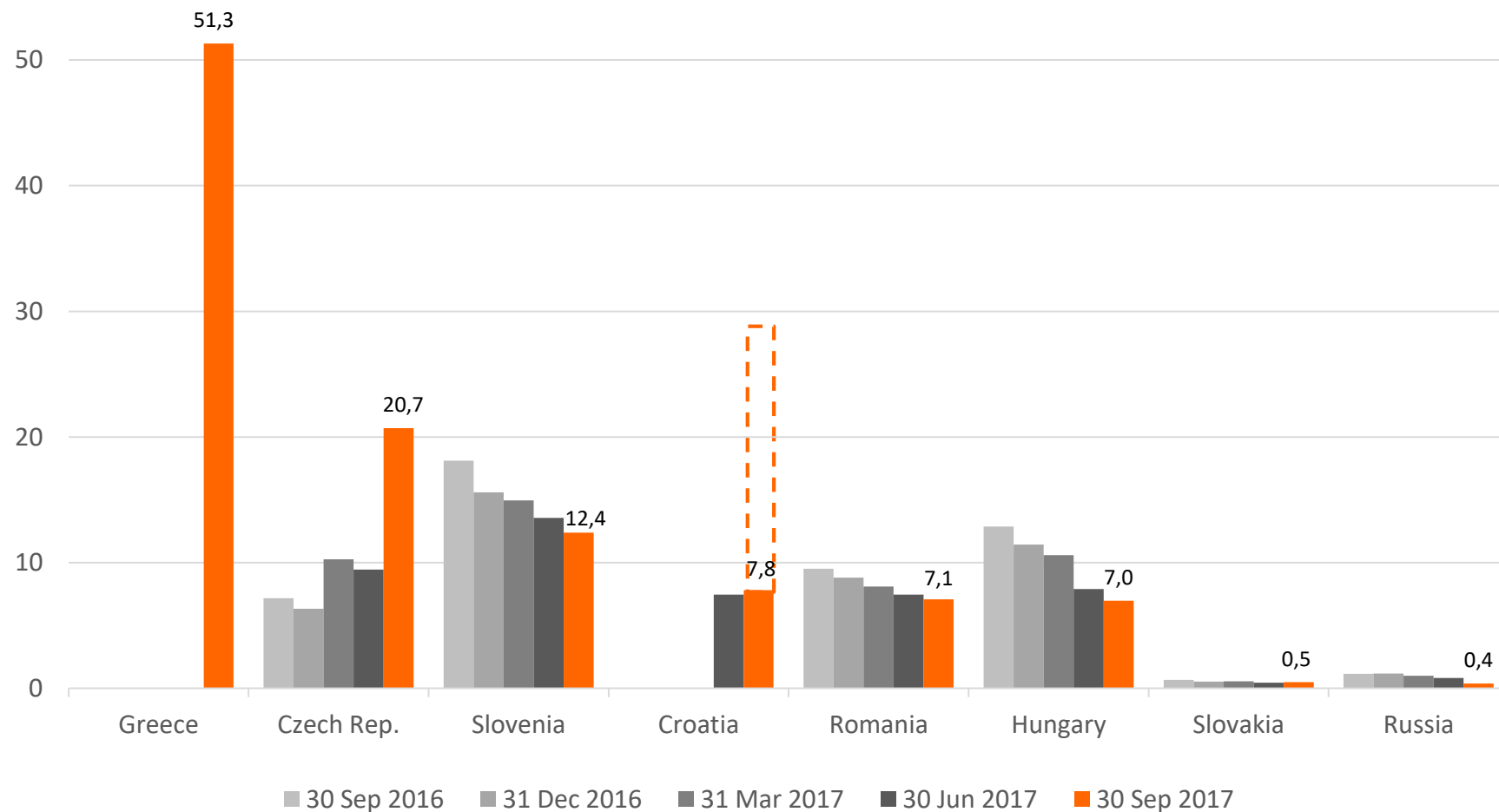
31 December 2016



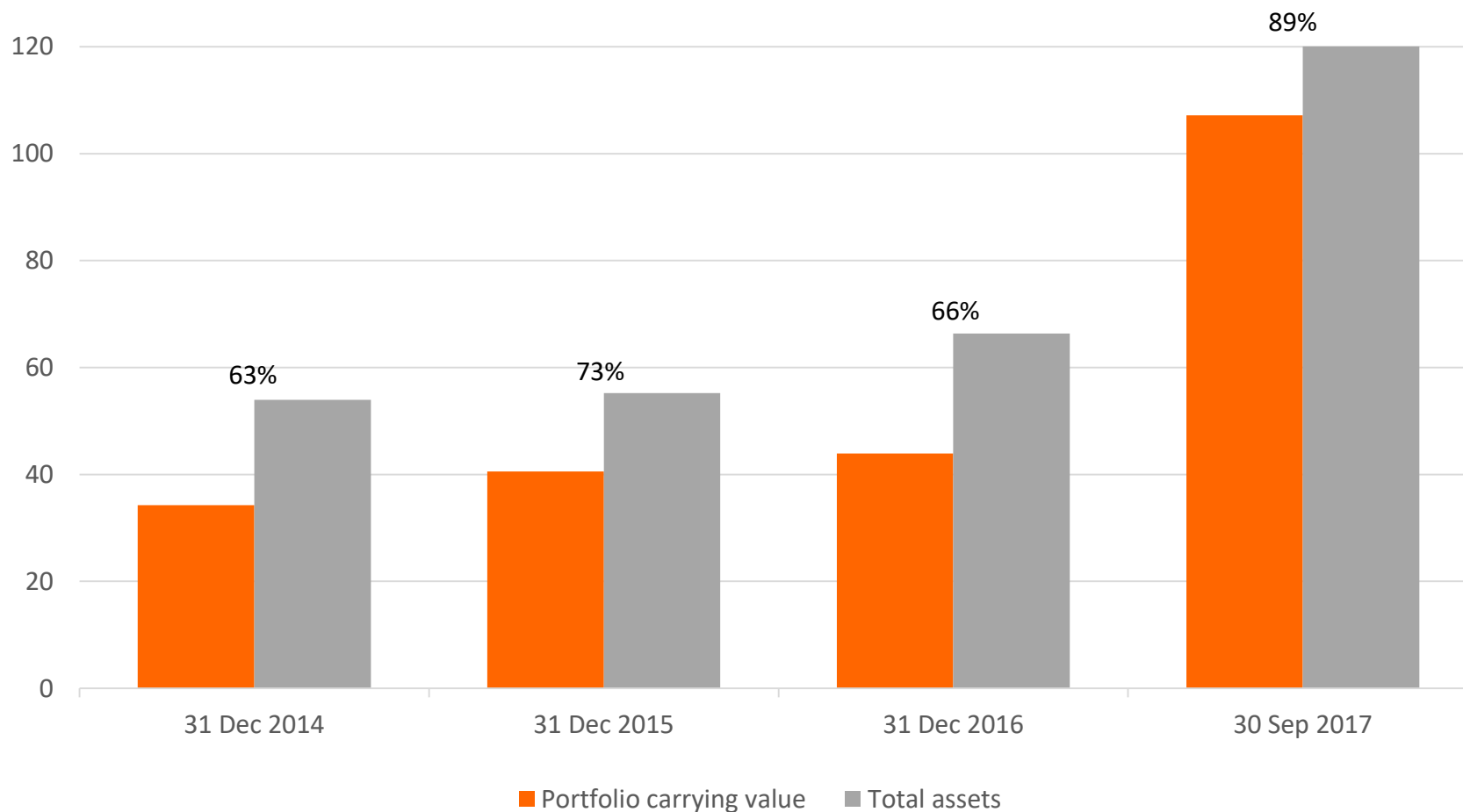
30 September 2017



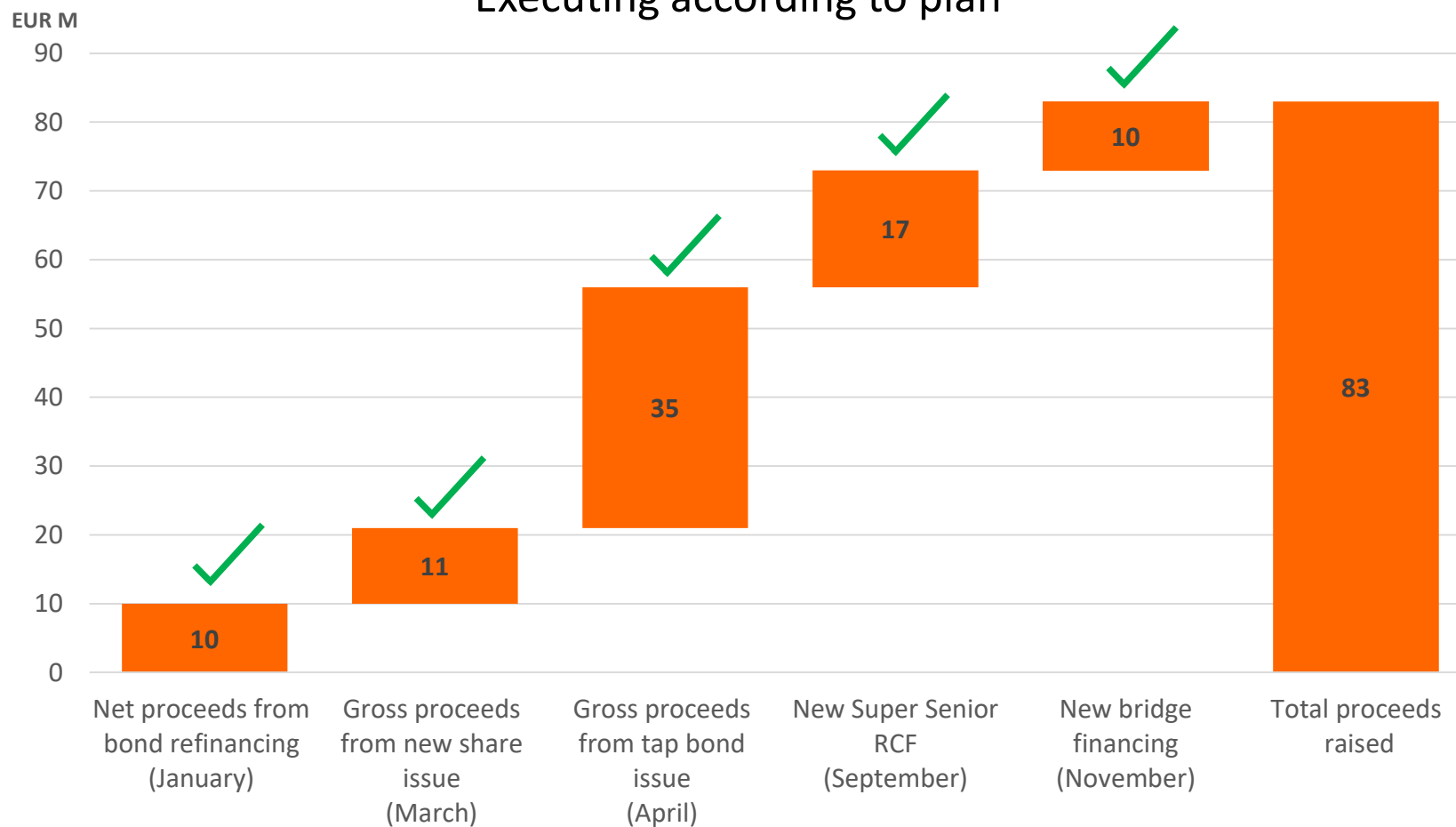
Carrying value by country, EUR M

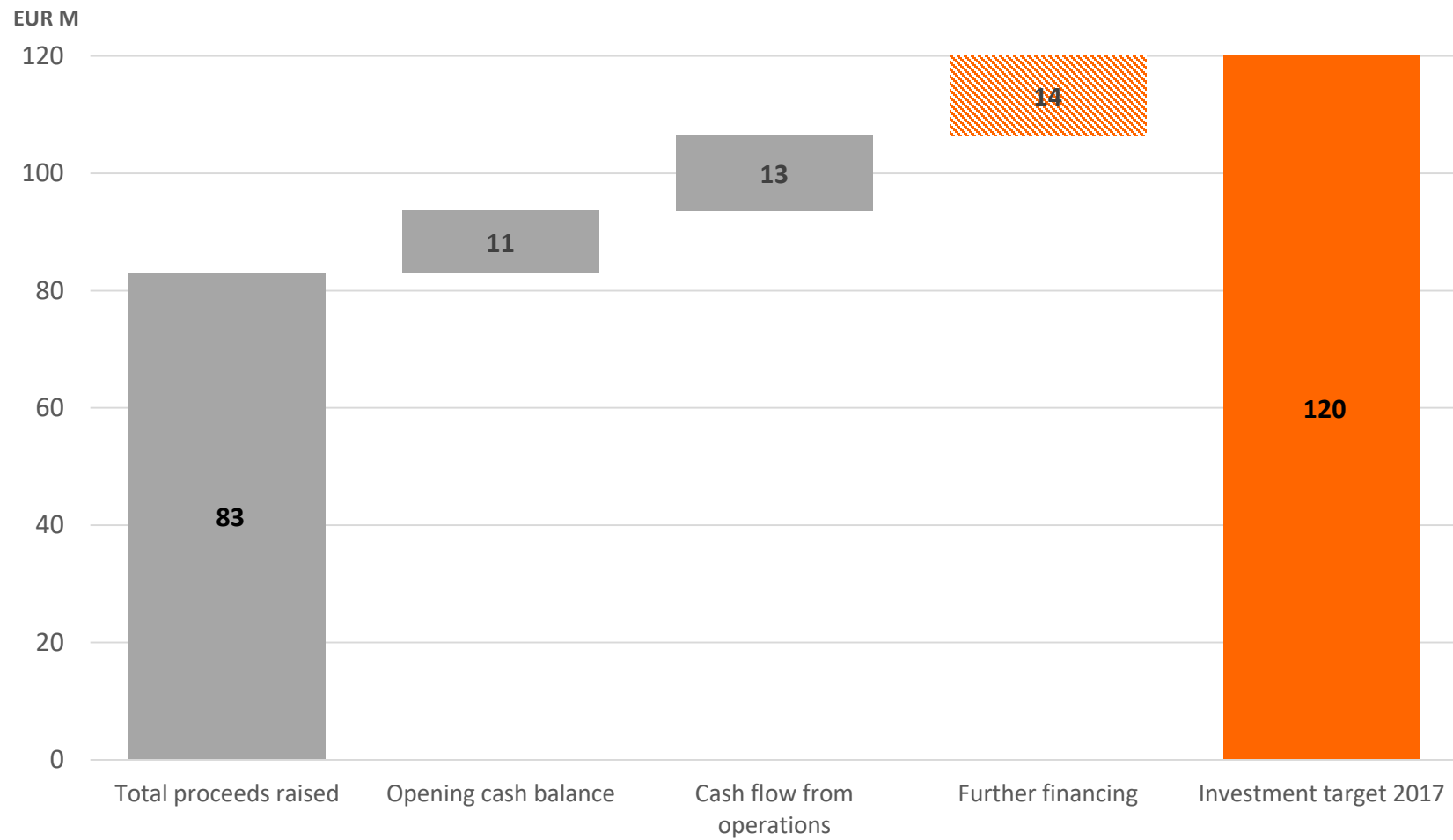


Portfolio carrying value and total assets, EUR M



Executing according to plan





Guidance	<p><i>Portfolio investments of EUR 120M for 2017</i></p> <p><i>Operating expenses of EUR 6M for 2017</i></p>
YTD 9M 2017	<p><i>Portfolio investments of approximately EUR 96M YTD</i></p> <p><i>Operating expenses of EUR 4.9M</i></p>
Financial targets	<p><i>Maintain an EBIT margin (LTM EBIT / LTM Revenue on invested assets and Revenue from management fees) above 50%</i></p> <p><i>Gross Estimated Remaining Collections (ERC) growth year-on-year above 25%</i></p>
LTM Q3 2017	<p><i>EBIT margin of 62%</i></p> <p><i>Gross ERC growth year-on-year of 183%</i></p>

LTM = Last twelve months

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Capital Markets Event

- Wednesday 15 November, 08:30 until about 11:00
- Location: Carnegie Investment Bank, Regeringsgatan 56, Stockholm
- Provide further insight into DDM's strategy, development, markets, investments and financials
- Introduction of the Company's principal owner Aldridge EDC Specialty Finance
- Presentations by the Chairman of the Board Kent Hansson, CEO Andreas Tuczka and CFO Fredrik Olsson
- Q&A to follow presentations
- Please register by email at: investor@ddm-group.ch

Q4 and full year report January – December 2017: 28 February 2018

Annual report 2017: 29 March 2018

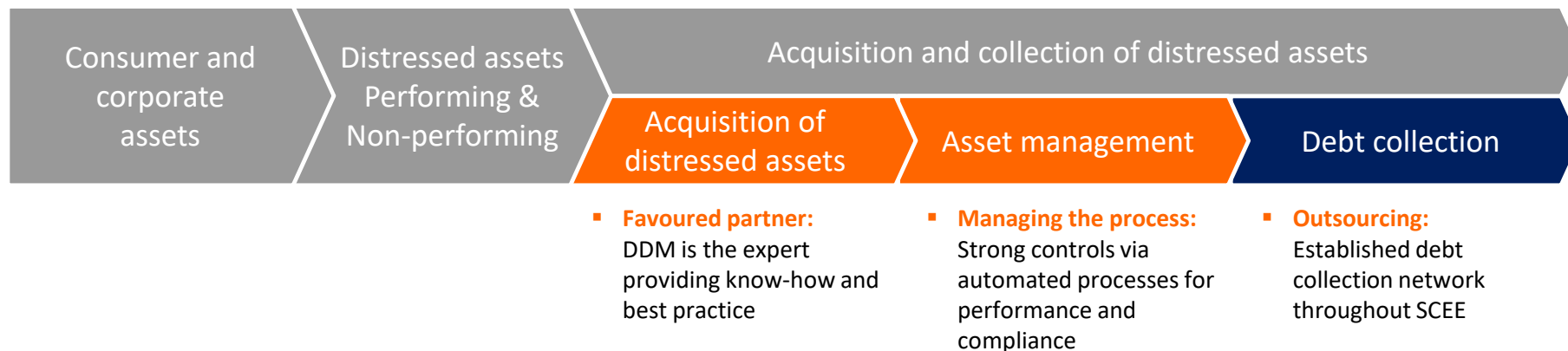


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Appendix

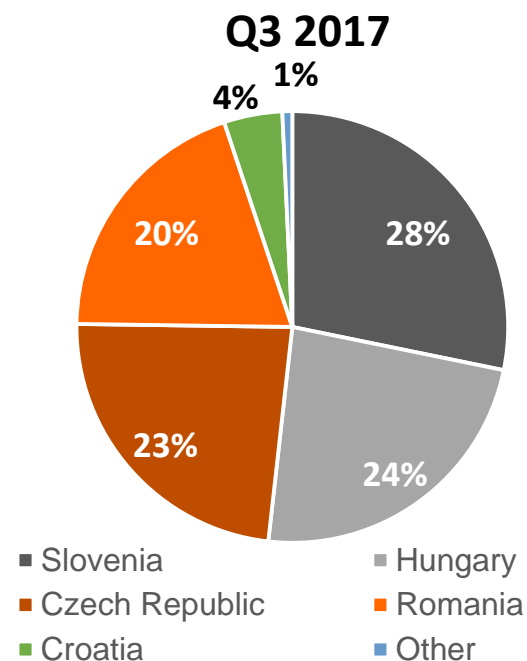
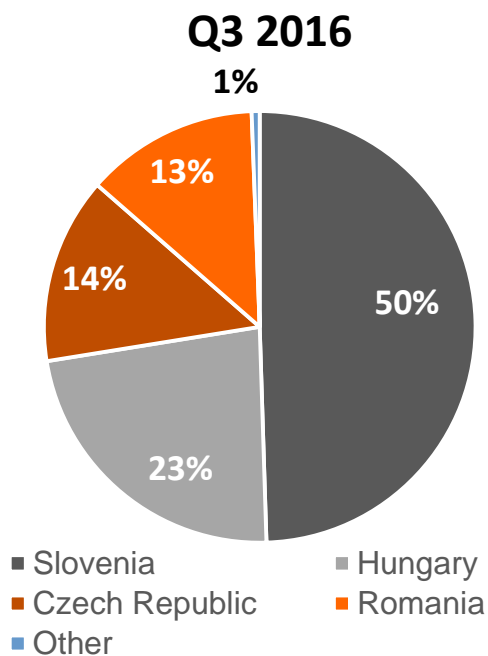


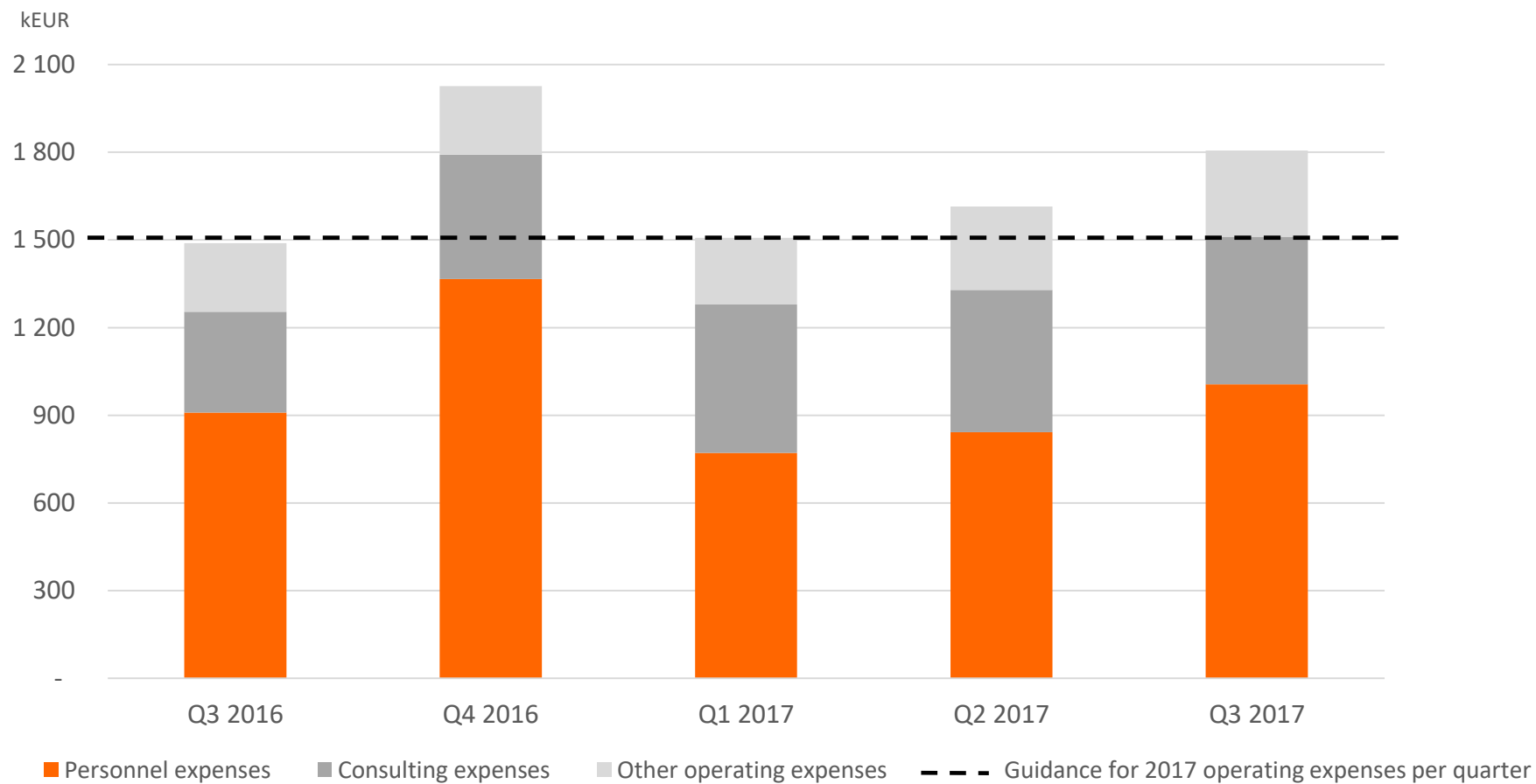
Knowledge	Extensive local sector experience across the internal organisation
Deal sourcing	Structured yet opportunistic approach the key value driver, both for profitability and growth
Relations	Strong relationships with reputable sellers of debt portfolios across the region and a credible buyer
Processes	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

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

Net collections by country, % Q3 2016 vs. Q3 2017





DDM | A significant share of the portfolio is EUR denominated

Carrying value by currency, % of total

