B2 Impact ASA

Arctic Nordic Debt Collection Webinar

12 January 2024

b2 impact

Today's presenter

Erik J. Johnsen

Chief Executive Officer

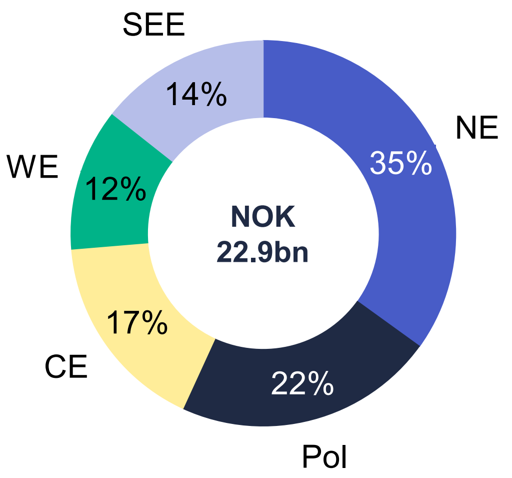
This is B2 Impact

NOK million	2023 9M	2022 9M	% Δ
Cash collections	4 259	3 704	15%
Net revenues	2 829	2 261	25%
Adj. EBIT	1 287	992	30%
Adj. EBIT %	45%	43%	2 pp
EBIT	1 216	725	68%
Adj. Net profit	378	471	-20%
Cash revenue	4 681	4 096	14%
Cash EBITDA	3 212	2 857	12%
Leverage ratio	2.15	2.41	-11%

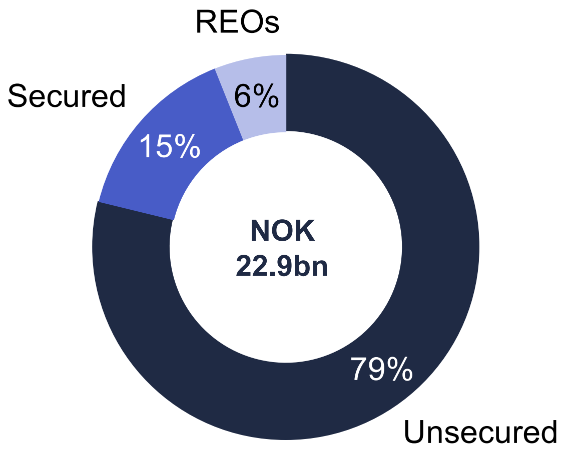
- One of the leading pan-European debt management companies
- Headquartered in Oslo and listed on the Oslo Stock Exchange under the ticker “B2I”

Total ERC as of Q3 2023

Geographical distribution



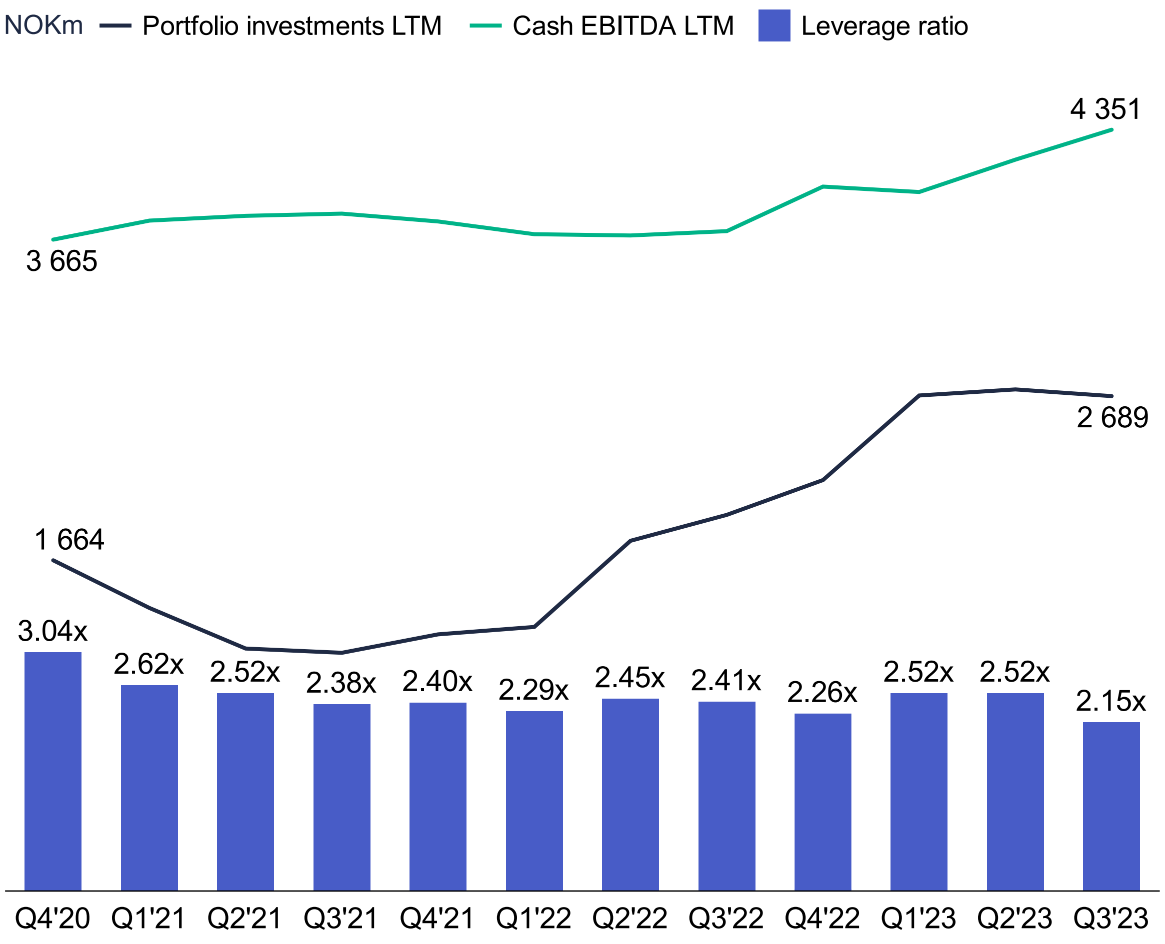
Asset class distribution



The Group’s strategy and focus since 2019

Reduce footprint	✓ Number of countries with continued operations reduced from 23 to 17 ✓ 3 countries in sales process and run-off and others under review ✓ FTEs decreased by 836 since end of 2019 to 1,681 at end Q3 2023
Focus on core unsecured businesses	✓ Investments 2020 to end Q3 2023 of NOK 7.4bn at constant FX ✓ 95% in Unsecured portfolios of which 69% in core markets Poland and Northern Europe
Reduce debt	✓ Net debt reduced by EUR 323m from EUR 1,154m at end 2019 to EUR 831m at end Q3 2023 ✓ Leveraging reduced from 3.04 at end 2020 to 2.15 at end Q3 2022 and below 2.0 expected at end 2023
Invest in technology	✓ Increased use of Data and Analytics and Data Warehouse build-up ✓ Increased use of Self-service platforms, chat bots, multi-channel customer communication, scoring models, AI powered automation
Profitable growth	✓ Significant deleveraging due to a prudent investment approach taken by the Group given the supply and pricing of portfolios available ✓ Current leverage caters for profitable growth in investments in an improving market going forward

Reduced leverage, growth in cash earnings and increasing investments



B2 Impact has carried out a substantial deleveraging since 2020. In the same period:

- Cash EBITDA (LTM) up 19%

  >NOK 4.7bn expected for 2023

- Investments (LTM) up 62%

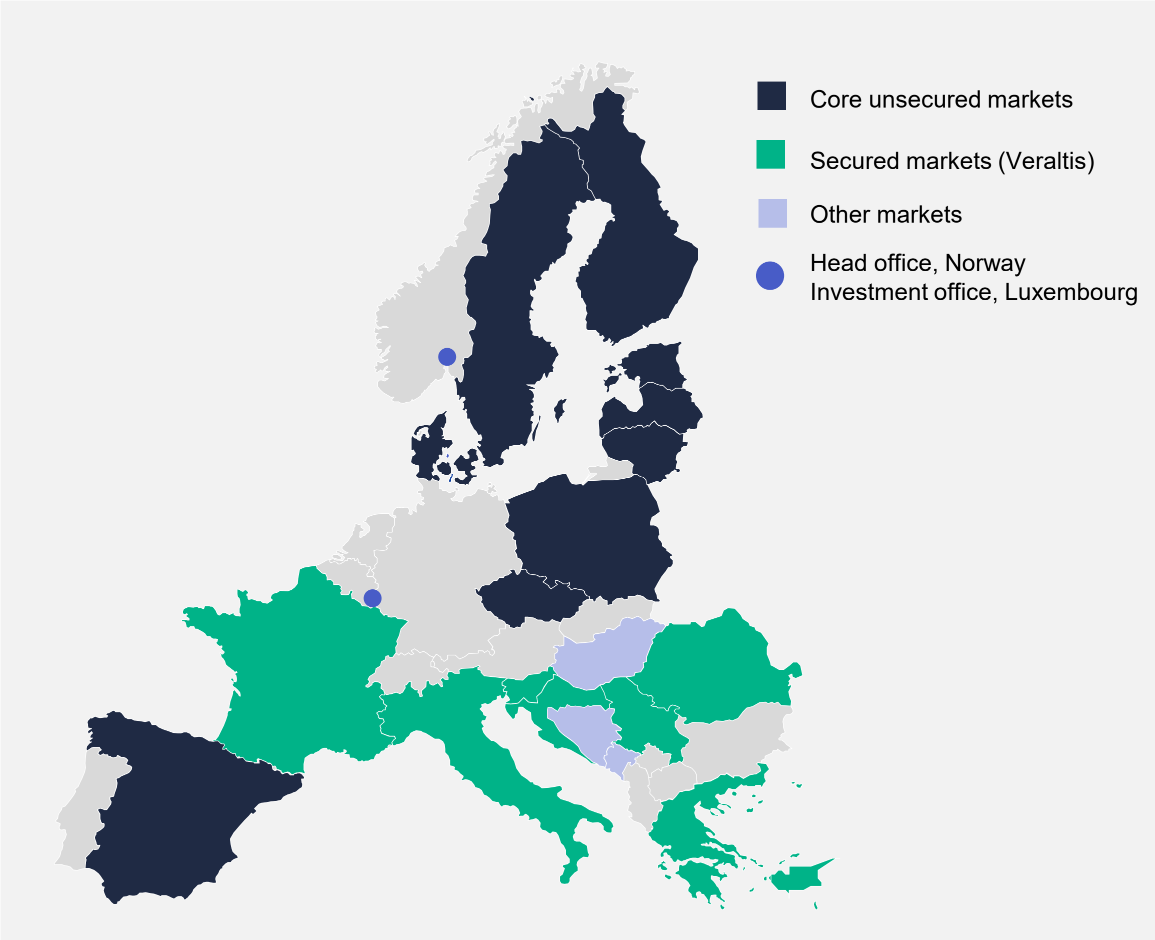
  >NOK 2.8bn expected for 2023

- Leverage ratio down 29%

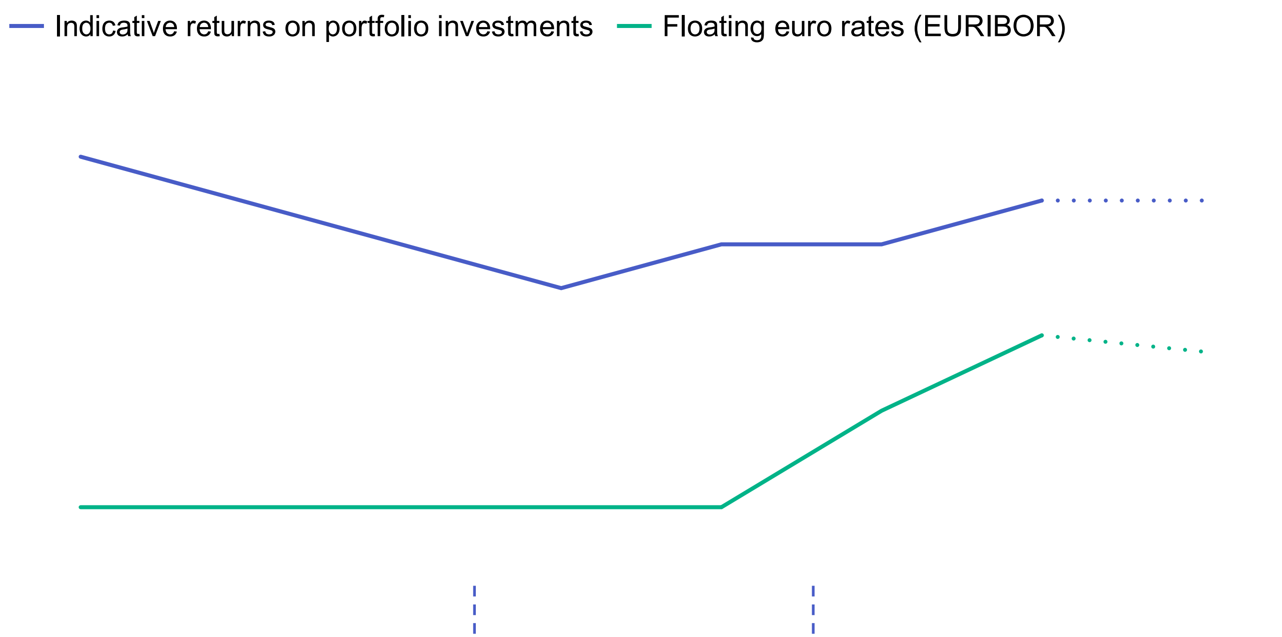
  < 2.0 expected at end 2023

Investments focused in 9 core unsecured markets to drive scalability and improved profitability

- Core unsecured markets – Growth
  - Continued investments for growth
  - Utilize economies of scale
  - Continued focus on increased efficiency and automation
- Secured markets (Veraltis)
  - Capital light revenues through servicing
  - Increase assets under management
  - Continued focus on cost efficiency
- Other markets
  - Outsourcing, run-off or divest



Improving returns and back to growth for CMS players with low leverage



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 funding in line with increased interest rates • Gradually softening competitive environment • Improved returns on portfolios • Cost of capital expected to decrease going forward

- B2 Impact currently boasts attractive credit metrics that are among the strongest in the industry
- Expected lower cost of funding going forward as a result of improved margin and decrease in long term interest rates
- B2 Impact has room for profitable growth going forward in combination with continued prudent leverage and good headroom to covenants
- B2 Impact's stable performance and strong cash flow in combination with reduced debt has been recognized by Moody's with a credit rating upgrade to Ba2

B2 Impact launched as new brand at Group level in Q3 2023

We build financial health

- One name and brand to underpin strategic, operational, commercial, financial, and cultural alignment across the Group
- B2 Impact will be rolled out in all core markets during 2024 with the aim to:
  - Increase brand recognition across markets
  - Strengthen internal culture and commercial activities
  - Establish a brand positioning that reflects our role in contributing to a healthier financial system

New board members with strong industry experience elected on 27 December 2023

Harald L. Thorstein
Chair of the Board

Adele Bugge Norman Pran

Trond Kristian Andreassen

Jessica Sparrfeldt

Ellen Hanetho

Anders Engdahl

Henrik Wennerholm

New board members

Positioned for profitable growth, improving dividend yield, and limited credit risk

Favourable market with expected higher returns

Expected lower cost of funding going forward

Latest trades in B2 Impact's bonds indicate a lower margin for new bond issues

Sufficient volume to grow our core unsecured markets and improve scalability

Lowest leverage ratio in the industry and improved credit rating

b2-impact.com

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