

# Interim report

## Second quarter, 2022

### Second quarter, 2022

- Seasonally strong second quarter, with cash EBIT up 13 per cent from Q1 2022 and Q2 2021
- Cash EPS up 99 per cent from Q1 2022 and 61 per cent from Q2 2021
- Continued strong performance in Strategic Markets and Portfolio Investments with record high collections
- Significantly improved fundamentals and outlook for CMS
- Temporarily elevated leverage ratio due to strong investment quarter, dividend payment and adverse FX impact
- Results consistent with fully normalised seasonal pattern, expect a seasonally slow summer quarter and strong finish to the year
- In the second quarter cash EBIT increased to SEK 1,595 M (1,413), cash RoIC increased to 8.4 per cent (8.0) and cash earnings per share (cash EPS) increased to SEK 9.12 (5.67). Net earnings for the period amounted to SEK 734 M (810)
- Cash EBIT for Credit Management Services decreased to SEK 342 M (411) and the adjusted operating margin decreased to 19 per cent (23). The segment cash RoIC for the quarter was 7.0 cent (8.6)
- Cash EBIT for Strategic Markets increased to SEK 834 M (572) and the adjusted operating margin increased to 35 per cent (26). The segment cash RoIC for the quarter was 22.5 per cent (14.6)
- Cash EBIT for Portfolio Investments increased to SEK 1,065 M (925), cash RoIC was 10.3 per cent (10.3) and total portfolio investments for the quarter amounted to SEK 3,141 M (2,051)

|                                                    | Second quarter |               |          | 6 months      |               |          | Rolling 12 months   | Full year |
|----------------------------------------------------|----------------|---------------|----------|---------------|---------------|----------|---------------------|-----------|
|                                                    | Apr–June 2022  | Apr–June 2021 | Change % | Jan–June 2022 | Jan–June 2021 | Change % | July 2021–June 2022 | 2021      |
| SEK M, unless otherwise indicated                  |                |               |          |               |               |          |                     |           |
| Revenues                                           | 4,879          | 4,424         | 10       | 9,357         | 8,625         | 8        | 18,521              | 17,789    |
| Adjusted revenues                                  | 4,825          | 4,422         | 9        | 9,296         | 8,620         | 8        | 18,332              | 17,656    |
| Operating earnings (EBIT)                          | 1,561          | 1,563         | 0        | 2,884         | 3,094         | -7       | 6,265               | 6,475     |
| Adjusted operating earnings (EBIT)                 | 1,701          | 1,594         | 7        | 3,173         | 3,126         | 2        | 7,061               | 7,014     |
| Net earnings for the period                        | 734            | 810           | -9       | 1,356         | 1,597         | -15      | 3,150               | 3,391     |
| Earnings per share, SEK                            | 5.50           | 6.48          | -15      | 10.07         | 12.54         | -20      | 23.40               | 25.88     |
| Adjusted earnings per share, SEK                   | 6.28           | 6.70          | -6       | 11.62         | 12.76         | -9       | 27.75               | 28.86     |
| Cash EBITDA                                        | 3,408          | 2,966         | 15       | 6,443         | 5,678         | 13       | 13,075              | 12,310    |
| Cash EBIT                                          | 1,595          | 1,413         | 13       | 3,004         | 2,778         | 8        | 6,569               | 6,343     |
| Cash EPS, SEK                                      | 9.12           | 5.67          | 61       | 13.70         | 11.34         | 21       | 31.34               | 28.98     |
| Cash RoIC, %                                       | 8.4            | 8.0           | 0.4 ppt  | 8.0           | 7.9           | -0.1 ppt | 9.0                 | 8.9       |
| Net debt/RTM cash EBITDA, x                        |                |               |          |               |               |          | 4.0                 | 3.9       |
| Cash EBIT: Credit Management Services              | 342            | 411           | -17      | 656           | 807           | -19      | 1,489               | 1,640     |
| Cash EBIT: Strategic Markets                       | 834            | 572           | 46       | 1,562         | 1,217         | 28       | 3,354               | 3,009     |
| Cash EBIT: Portfolio Investments                   | 1,065          | 925           | 15       | 2,007         | 1,754         | 14       | 3,814               | 3,561     |
| Total portfolio investments made                   | 3,141          | 2,051         | 53       | 4,925         | 3,790         | 30       | 9,241               | 8,106     |
| Carrying value of portfolio investments            | 41,869         | 35,629        | 18       | 41,869        | 35,629        | 18       | 41,869              | 38,231    |
| Adjusted return on portfolio investments, (ROI), % | 14             | 15            | -1 ppt   | 14            | 15            | -1 ppt   | 14                  | 14        |

# Seasonally strong quarter with record new sales

## Seasonally strong second quarter with more to come in the second half of the year

During the second quarter we delivered on the previously communicated seasonal performance step-up, whilst also continuing to execute our transformation trajectory. Compared to the same quarter last year, we grew cash revenues by 12 per cent with all segments contributing positively. This continued performance improvement was even more visible in cash EBIT, up 13 per cent, and cash EPS, up 61 per cent over the same period. Our leverage ratio at 4.0 times is temporarily elevated due to a strong investment quarter, the dividend payment and adverse FX impact.

The second quarter saw record new servicing sales, with the value of new recurring contracts up more than 60 per cent compared to the same quarter last year. We won net 555 new medium and large clients. We are particularly encouraged that this commercial success is also geographically very broad based.

While the overall macroeconomic picture is increasingly unsettled, we continue to deliver on organic growth and transformation towards ONE Intrum with no visible adverse impact from the rising economic uncertainty.

## We are well prepared to support our clients and capture increasing servicing opportunities

The second quarter saw a continued deterioration in the macroeconomic environment across Europe. Inflation continues to rise with consumer prices in the Euro area posting an annualised increase of 8.6 per cent. At the same time borrowing costs for households and businesses also sharply increased. Against this backdrop it is not surprising that consumer confidence in the EU continues to fall with households' outlook on their future financial situation hitting a record low in June. At the same time Stage 2 loans on banks' balance sheets continued to increase to 9.1 per cent at the end of the first quarter. Our recently published European Payment Report also indicates that businesses are expecting late payments to grow significantly in the coming months, following the rising inflation and interest rates. This picture is consistent with numerous client conversations pointing towards increasing new case inflows as well as an expanded need for our services going forward.

From a capacity and capability perspective and through our ongoing ONE Intrum program, we are ready to support our clients to help them resolve increasing volumes of late payments, finding equitable and sustainable solutions whilst returning customers to financial health.

## Strong performance in Strategic Market and Portfolio Investments, improving fundamentals in CMS

Strategic Markets continue to perform strongly with both performance improvements as well as increasing assets under management (AuM) driving results. During the first half of the year, we increased AuM in Italy and Spain by a gross total of c. SEK 40 bn, highlighting the strength of our franchise.

Portfolio Investments outperformed the active forecast by 15 per cent in the second quarter. Payment plans continue their solid performance trajectory with settlements becoming somewhat more difficult to complete. This development is consistent with the eventual, gradual normalisation in outperformance to our historical range of 5 to 10 per cent compared to active forecast we have mentioned since the beginning of the year.

CMS continues to be affected by lower like-for-like inflows compared to 2019 and the onset of the pandemic, particularly in higher value financial services claims, impacting the second quarter results. However, also given significant commercial wins over the last 12 months, overall AuM, value of cases and number of cases at the end of the quarter are significantly up across key geographies. While the challenging macro environment described above is expected to negatively impact collectability, revenue conversion and costs, these factors are expected to be substantially outweighed by the larger AuM as well as increasing case inflows, driving profitability and margin improvements in due course.

## Expect a slow summer quarter with a strong finish to the year

Looking forward we expect a seasonally slower summer quarter and a strong finish to the year in line with a fully normalised seasonality pattern. In the current turbulent environment Intrum's diversified and macro hedged business model delivers stability across the business cycle.

In Strategic Market, we foresee continued strong performance,



**“We continue to deliver on organic growth and transformation”**

particularly in the fourth quarter based on continued performance improvements and growing AuM. CMS is set to benefit from increasing new case inflows later in the year in the context of the more challenging macroeconomic environment and associated impact on consumer and small business finances. Portfolio Investments is also expected to perform well, including the above-mentioned normalised outperformance over time.

In the second half of the year, we expect a more moderate investment pace in light of increasing macro uncertainty, as well as a continued growth in cash EBITDA. This will become particularly evident in the fourth quarter where the leverage ratio is expected to be around 3.5 times, in line with our financial targets.

As always, we continue to execute our strategy of organic growth and ONE Intrum transformation with the full benefit realisation expected over the coming 18 months.

Stockholm, July 2022

**Anders Engdahl**  
President & CEO

# Key financial metrics

## Cash metrics

Cash metrics help us present a transparent view of performance for the business in which we operate. Our servicing business area is not capital intensive but in our investment business area we utilise capital in terms of our investments. These investments and our servicing activities generate cash revenues and require cash expenses. When adjusting for cash items like replenishment capex, other capex, cash net financials and cash tax, we have a performance measurement of cash return on invested capital (Cash RoIC) and cash earnings per share (Cash EPS) on a recurring basis.

Cash metrics are central to our financial targets set out at the Capital Markets Day in late 2020.

## Financial targets

**Returns:** Cash RoIC >10% medium term

**Growth:** Cash EPS > 10% p.a. on average medium term

**Leverage:** Net debt/Cash EBITDA 2.5–3.5x by end of 2022

**Shareholder remuneration:** Absolute annual increase in dividend per share

## Quarterly development

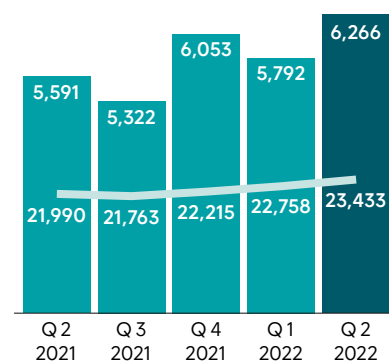
Q2 2022 was a seasonally strong quarter, in particular in Portfolio Investments and Strategic Markets, while CMS continues to be affected by lower like-for-like new case inflows compared to pre-pandemic levels. The leverage ratio is temporarily elevated due to a strong investment quarter, the dividend payment and adverse FX development.

In Q2 2022 cash revenues increased to SEK 6,266 M (5,591), cash EBITDA SEK 3,408 M (2,966) and cash EBIT to SEK 1,595 M (1,413). Cash EPS was SEK 9.12 (5.67), Cash RoIC stood at 8.4 (8.0) and leverage ratio at 4.0x (4.1x).

On a rolling 12-month basis cash revenues increased to SEK 23,433 M (21,990), cash EBITDA SEK 13,075 SEK (11,943) and cash EBIT to SEK 6,569 M (5,959). Cash EPS increased to SEK 31.34 (26.22), and cash RoIC increased to 9.0% (8.4).

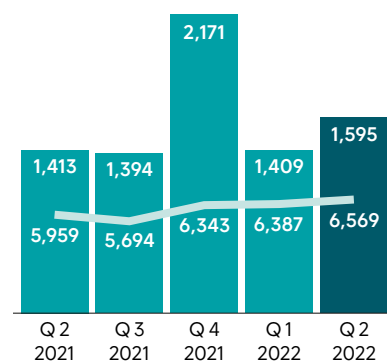
## Cash revenues, SEK M

Cash revenues rolling 12 months, SEK M



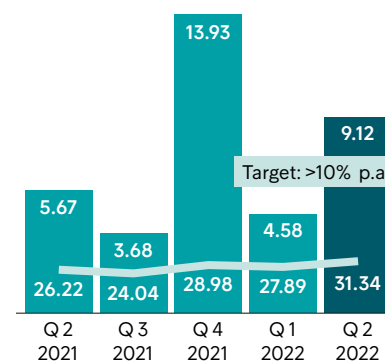
## Cash EBIT, SEK M

Cash EBIT rolling 12 months, SEK M



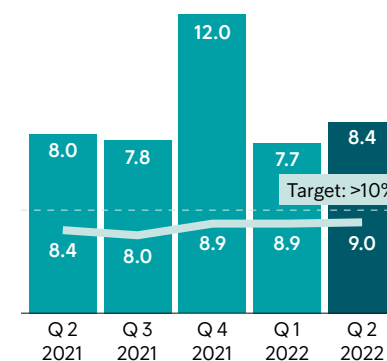
## Cash EPS, SEK M

Cash EPS rolling 12 months, SEK M

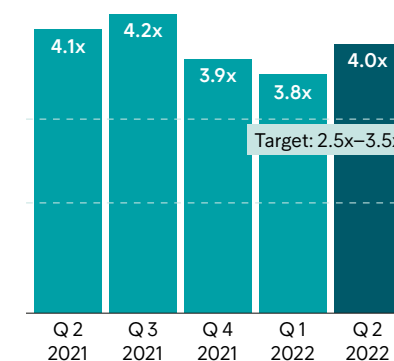


## Cash RoIC, %

Cash RoIC rolling 12 months, %



## Net Debt/RTM cash EBITDA



# ONE Intrum

## Transforming the operating model to reach full potential of scale and efficiency

Intrum has a solid foundation and proud heritage with over 80,000 clients across Europe, making us the market leader. However, the market we operate in is changing. To capture growth opportunities, we must act as ONE aligned company with modern IT infrastructure and a global operating model, adapting to current and future needs of our clients and customers. We will spend SEK 1 bn in the transformation to achieve SEK 1bn of net savings per annum.

As part of the transformation program, we are implementing ONE technology platform across all our markets and building a global operations footprint consisting of global front- and back-offices in Athens, Bucharest, Malaga, Mauritius, and Vilnius.

Through our ONE Intrum transformation program, we are establishing a simpler, more digital and scalable business model

making us more agile, cost-efficient and data-driven. The ONE Intrum transformation program allows us not only to maintain our market leading position – but to further strengthen it.

## ONE Intrum transformation remains fully on track

The ONE Intrum transformation continued at full speed in the second quarter. We are very proud with the progress across all initiatives, particularly our ability to continuously increase volumes benefitting from our global footprint. Our 4 global front offices are now serving 17 Intrum markets and 18 per cent of all calls. All 4 sites are ISO 27001 certified, and we have engaged Qualtrics as a customer survey provider covering both local and global agents in the markets now being served.

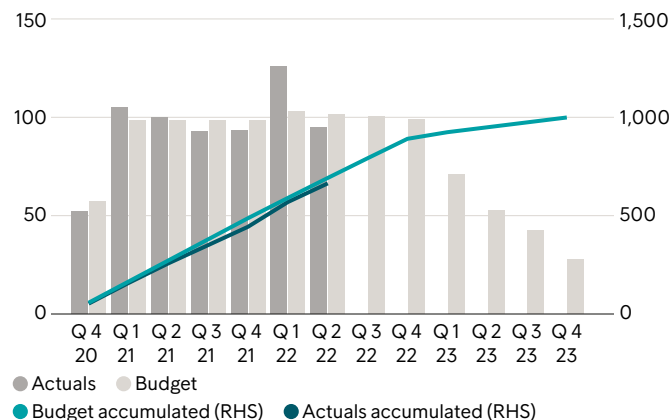
The new global operating platform is our largest collection system with 9.4 million cases, 25 per cent of all cases globally, across 7 markets. A milestone migration was achieved during the quar-

ter as the first servicing cases were migrated in Spain. We also migrated our first cases from Germany and UK during the quarter.

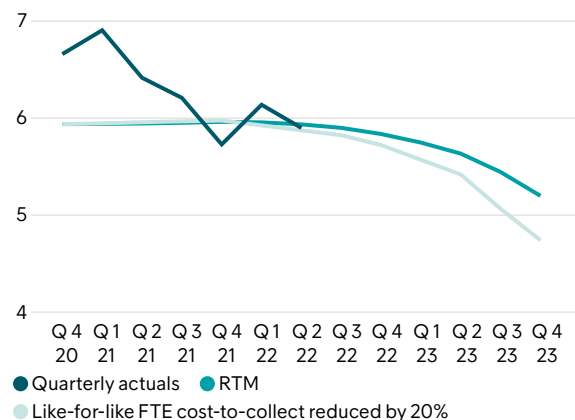
At the end of Q2 2022, our full year run-rate savings realised from the transformation program are at SEK 172 M, well on track toward our target of SEK 1 bn of recurring benefits. The run-rate savings are expected to decrease slightly during the coming months as we focus on further building up our global centers and ensuring proper knowledge transfer before increasing again towards the end of the year as we resize our local organisations.

We are very excited about the potential to apply advanced analytics and automation technology to our core operating processes and systems. We can already now see how our technology roadmap can bring substantial further benefits and savings above our stated targets as we continue into 2024 and beyond.

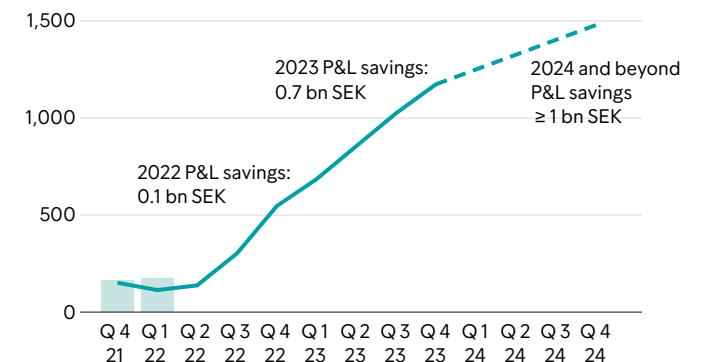
Transformation program spend, SEK M



FTE cost-to-collect RTM, %



Planned vs. realised program savings, run-rate SEK M



# Segment overview

## Credit Management Services, Strategic Markets and Portfolio Investments

### Key figures, Q2 2022

| SEK M                                       | Credit Management Services | Strategic Markets | Portfolio Investments | Group items | Group        |
|---------------------------------------------|----------------------------|-------------------|-----------------------|-------------|--------------|
| <b>Cash revenues</b>                        | <b>1,019</b>               | <b>1,557</b>      | <b>3,690</b>          | <b>–</b>    | <b>6,266</b> |
| Reported segment earnings                   | 272                        | 556               | 1,498                 | -765        | 1,561        |
| Depreciation and amortisation               | 46                         | 244               | 2                     | 57          | 350          |
| Portfolio amortisation                      | –                          | –                 | 1,329                 | –           | 1,329        |
| Adjustment earnings from joint ventures     | –                          | –                 | -88                   | –           | -88          |
| Adjustment cash flow from joint ventures    | –                          | –                 | 112                   | –           | 112          |
| Items affecting comparability               | 30                         | 50                | -36                   | 101         | 145          |
| <b>Cash EBITDA</b>                          | <b>348</b>                 | <b>851</b>        | <b>2,816</b>          | <b>-608</b> | <b>3,408</b> |
| Replenishment capex                         | –                          | –                 | -1,751                | –           | -1,751       |
| Other capex                                 | -6                         | -17               | –                     | -39         | -62          |
| <b>Cash EBIT</b>                            | <b>342</b>                 | <b>834</b>        | <b>1,065</b>          | <b>-647</b> | <b>1,595</b> |
| Cash financial items                        |                            |                   |                       |             | -397         |
| Cash tax normalised                         |                            |                   |                       |             | -98          |
| <b>Recurring consolidated cash earnings</b> |                            |                   |                       |             | <b>1,100</b> |
| Average number of shares outstanding        |                            |                   |                       |             | 121          |
| <b>Cash EPS, SEK</b>                        |                            |                   |                       |             | <b>9.12</b>  |
| Average invested capital                    | 19,449                     | 14,845            | 41,194                | 208         | 75,695       |
| <b>Cash RoIC, %</b>                         | <b>7.0</b>                 | <b>22.5</b>       | <b>10.3</b>           | <b>–</b>    | <b>8.4</b>   |
| Revenues                                    | 1,579                      | 1,683             | 2,303                 | -687        | 4,879        |
| Items affecting comparability               | –                          | –                 | -54                   | –           | -54          |
| <b>Adjusted revenues</b>                    | <b>1,579</b>               | <b>1,683</b>      | <b>2,249</b>          | <b>-687</b> | <b>4,825</b> |
| Reported segment earnings                   | 272                        | 556               | 1,498                 | -765        | 1,561        |
| Items affecting comparability               | 30                         | 41                | -32                   | 101         | 140          |
| <b>Adjusted segment earnings</b>            | <b>302</b>                 | <b>597</b>        | <b>1,466</b>          | <b>-664</b> | <b>1,701</b> |

Credit Management Services, Strategic Markets and Portfolio Investments, cont.

## Key figures, Q2 2021

| SEK M                                       | Credit Management Services | Strategic Markets | Portfolio Investments | Group items | Group        |
|---------------------------------------------|----------------------------|-------------------|-----------------------|-------------|--------------|
| <b>Cash revenues</b>                        | <b>1,012</b>               | <b>1,315</b>      | <b>3,265</b>          | –           | <b>5,591</b> |
| Reported segment earnings                   | 367                        | 370               | 1,303                 | -477        | 1,563        |
| Depreciation and amortisation               | 61                         | 216               | 2                     | 45          | 325          |
| Portfolio amortisation                      | –                          | –                 | 1,120                 | –           | 1,120        |
| Adjustment earnings from joint ventures     | –                          | –                 | -95                   | –           | -95          |
| Adjustment cash flow from joint ventures    | –                          | –                 | 50                    | –           | 50           |
| Items affecting comparability               | 1                          | 3                 | 22                    | -23         | 3            |
| <b>Cash EBITDA</b>                          | <b>429</b>                 | <b>589</b>        | <b>2,402</b>          | <b>-454</b> | <b>2,966</b> |
| Replenishment capex                         | –                          | –                 | -1,477                | –           | -1,477       |
| Other capex                                 | -18                        | -17               | –                     | -41         | -76          |
| <b>Cash EBIT</b>                            | <b>411</b>                 | <b>572</b>        | <b>925</b>            | <b>-495</b> | <b>1,413</b> |
| Cash financial items                        |                            |                   |                       |             | -368         |
| Cash tax normalised                         |                            |                   |                       |             | -361         |
| <b>Recurring consolidated cash earnings</b> |                            |                   |                       |             | <b>685</b>   |
| Average number of shares outstanding        |                            |                   |                       |             | 121          |
| <b>Cash EPS, SEK</b>                        |                            |                   |                       |             | <b>5.67</b>  |
| Average invested capital                    | 19,176                     | 15,674            | 35,888                | 235         | 70,971       |
| <b>Cash RoIC, %</b>                         | <b>8.6</b>                 | <b>14.6</b>       | <b>10.3</b>           | –           | <b>8.0</b>   |
| Revenues                                    | 1,572                      | 1,416             | 2,098                 | -661        | 4,424        |
| Items affecting comparability               | –                          | –                 | -3                    | –           | -3           |
| <b>Adjusted revenues</b>                    | <b>1,572</b>               | <b>1,416</b>      | <b>2,095</b>          | <b>-661</b> | <b>4,422</b> |
| Reported segment earnings                   | 367                        | 370               | 1,303                 | -477        | 1,563        |
| Items affecting comparability               | 1                          | 3                 | 50                    | -23         | 31           |
| <b>Adjusted segment earnings</b>            | <b>367</b>                 | <b>373</b>        | <b>1,353</b>          | <b>-499</b> | <b>1,594</b> |

## Credit Management Services

Credit management with a focus on late payments and collections. This segment includes 21 of the 24 European countries in which Intrum maintains credit management operations.

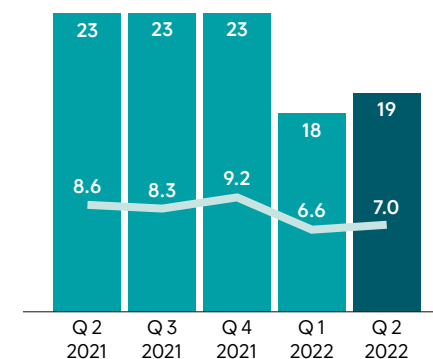
| SEK M                         | Second quarter |               |          | 6 months      |               |          | Full year |
|-------------------------------|----------------|---------------|----------|---------------|---------------|----------|-----------|
|                               | Apr–June 2022  | Apr–June 2021 | Change % | Jan–June 2022 | Jan–June 2021 | Change % | 2021      |
| Cash revenues                 | 1,019          | 1,012         | 1        | 2,072         | 2,050         | 1        | 4,102     |
| Cash EBITDA                   | 348            | 429           | -19      | 671           | 840           | -20      | 1,701     |
| Other capex                   | -6             | -18           | -67      | -15           | -33           | -55      | -61       |
| Cash EBIT                     | 342            | 411           | -17      | 656           | 807           | -19      | 1,640     |
| External revenues             | 1,019          | 1,012         | 1        | 2,072         | 2,050         | 1        | 4,102     |
| Internal revenues             | 561            | 560           | 0        | 1,081         | 1,106         | -2       | 2,197     |
| Total revenues                | 1,579          | 1,572         | 0        | 3,153         | 3,156         | 0        | 6,299     |
| Items affecting comparability | –              | –             | –        | –             | –             | –        | –         |
| Adjusted revenues             | 1,579          | 1,572         | 0        | 3,153         | 3,156         | 0        | 6,299     |
| Segment earnings              | 272            | 367           | -26      | 536           | 718           | -25      | 1,430     |
| Items affecting comparability | 30             | 1             | n.m.     | 42            | -1            | n.m.     | 17        |
| Adjusted segment earnings     | 302            | 367           | -18      | 578           | 717           | -19      | 1,447     |
| <b>KPI's</b>                  |                |               |          |               |               |          |           |
| Average invested capital      | 19,449         | 19,176        | 1        | 19,263        | 19,074        | 1        | 19,103    |
| Segment cash RoIC, %          | 7.0            | 8.6           | -1.6 ppt | 6.8           | 8.5           | -1.7 ppt | 8.6       |
| Cash revenues change, %       | 1              | -4            |          | 1             | -6            |          | -6        |
| – thereof organic change, %   | -3             | -1            |          | -3            | -3            |          | -4        |
| – thereof exchange rates, %   | 4              | -3            |          | 4             | -3            |          | -2        |
| – thereof acquired growth, %  | –              | –             |          | –             | –             |          | –         |
| Operating margin, %           | 17             | 23            | -6 ppt   | 17            | 23            | -6 ppt   | 23        |
| Adjusted operating margin, %  | 19             | 23            | -4 ppt   | 18            | 23            | -5 ppt   | 23        |

During the second quarter, CMS continued to be affected by the lower like-for-like inflows compared to 2019 and the onset of the pandemic, particularly in higher value financial services claims. On average we are experiencing significant increases of lower balance, lower commission invoice claims where cash collections are higher but come at a lower margin. This and the slower recovery in financial services claims are currently offsetting underlying growth attributable to new contracts signed as well as driving cost to collect. However, also given the significant commercial wins over the last 12 months, overall AuM, value of cases and number of cases at the end of the quarter are up signifi-

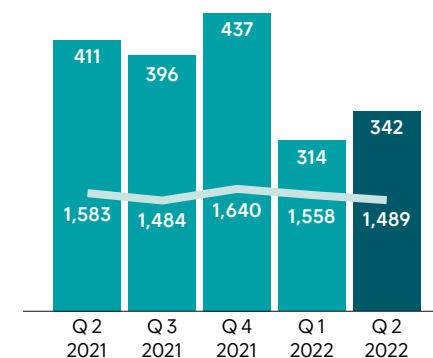
cantly across key geographies. While the challenging macro environment is expected to negatively impact collectability, revenue conversion and costs, these factors are expected to be substantially outweighed by the larger AuM as well as increasing case inflows, driving profitability and margin improvements later into the second half of 2022 as well as 2023.

Cash revenues increased by 1 per cent to SEK 1,019 M compared to Q2 2021 while cash EBITDA and EBIT decreased by 19 and 17 per cent respectively due to higher operating expenses in the segment. Cash return on invested capital was 7.0 per cent (8.6) for the quarter.

Credit Management Services, adjusted operating margin, % and segment cash RoIC, %



Credit Management Services, Cash EBIT, SEK M  
Cash EBIT rolling 12 months, SEK M



## Strategic Markets

Credit management focusing on late payments and collections in Greece, Italy and Spain.

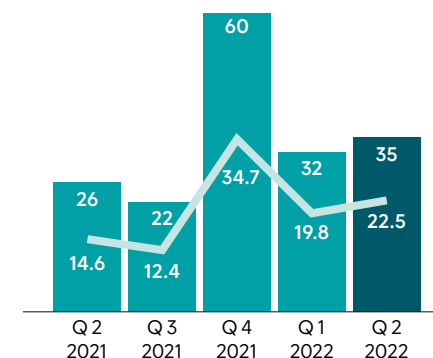
|                               | Second quarter   |                  |             | 6 months         |                  |             | Full year |
|-------------------------------|------------------|------------------|-------------|------------------|------------------|-------------|-----------|
|                               | Apr–June<br>2022 | Apr–June<br>2021 | Change<br>% | Jan–June<br>2022 | Jan–June<br>2021 | Change<br>% |           |
| SEK M                         |                  |                  |             |                  |                  |             |           |
| Cash revenues                 | 1,557            | 1,315            | 18          | 2,976            | 2,661            | 12          | 5,624     |
| Cash EBITDA                   | 851              | 589              | 44          | 1,589            | 1,246            | 28          | 3,080     |
| Other capex                   | -17              | -17              | -4          | -28              | -29              | -6          | -72       |
| Cash EBIT                     | 834              | 572              | 46          | 1,562            | 1,217            | 28          | 3,009     |
| External revenues             | 1,557            | 1,315            | 18          | 2,976            | 2,661            | 12          | 5,624     |
| Internal revenues             | 126              | 101              | 25          | 225              | 189              | 19          | 387       |
| Total revenues                | 1,683            | 1,416            | 19          | 3,201            | 2,851            | 12          | 6,011     |
| Items affecting comparability | –                | –                | –           | –                | –                | –           | –         |
| Adjusted revenues             | 1,683            | 1,416            | 19          | 3,201            | 2,851            | 12          | 6,011     |
| Segment earnings              | 556              | 370              | 50          | 983              | 809              | 22          | 1,974     |
| Items affecting comparability | 41               | 3                | n.m.        | 96               | 3                | n.m.        | 251       |
| Adjusted segment earnings     | 597              | 373              | 60          | 1,079            | 812              | 33          | 2,225     |
| KPI's                         |                  |                  |             |                  |                  |             |           |
| Average invested capital      | 14,845           | 15,674           | -5          | 14,782           | 15,686           | -6          | 15,504    |
| Segment cash RoIC, %          | 22.5             | 14.6             | 7.8 ppt     | 21.0             | 15.5             | 5.5 ppt     | 19.4      |
| Cash revenues change, %       | 18               | 9                |             | 12               | 15               |             | 4         |
| – thereof organic change, %   | 15               | 15               |             | 8                | 21               |             | 8         |
| – thereof exchange rates, %   | 3                | -6               |             | 4                | -6               |             | -4        |
| – thereof acquired growth, %  | –                | –                |             | –                | –                |             | –         |
| Operating margin, %           | 33               | 26               | 7 ppt       | 30               | 28               | 2 ppt       | 33        |
| Adjusted operating margin, %  | 35               | 26               | 9 ppt       | 33               | 28               | 5 ppt       | 37        |

Strategic Markets continued its strong performance trajectory in the second quarter with substantial improvements across all metrics compared to Q2 2021. We continue to improve performance and to add new third party volumes to our platforms with AuM in Italy and Spain increasing by a gross total of c. SEK 40 bn during the first half of the year. Despite the more challenging macroeconomic backdrop Strategic Markets continues to excel across all three markets. Regarding Spain, we have now started to offboard SAREB volumes with all transfers expected to be completed by

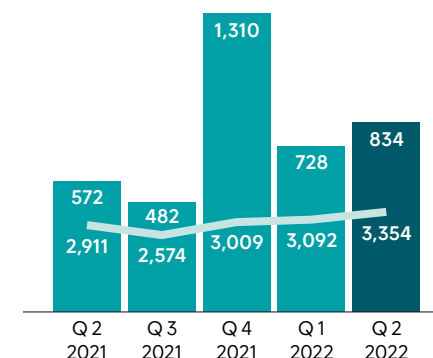
the end of Q3. While this is expected to reduce revenues by c. 7 per cent in 2022, we do not foresee any meaningful impact to the expected profit contribution from Spain.

Cash revenues came in 18 per cent above the second quarter of 2021 at SEK 1,557 M, while cash EBITDA and cash EBIT increased by 44 and 46 per cent, respectively, highlighting the operating leverage inherent in our Strategic Markets business. Cash RoIC was 22.5 per cent (14.6) for the quarter.

Strategic Markets,  
adjusted operating margin, %  
and segment cash RoIC, %



Strategic Markets,  
Cash EBIT, SEK M  
Cash EBIT rolling 12 months, SEK M



## Portfolio Investments

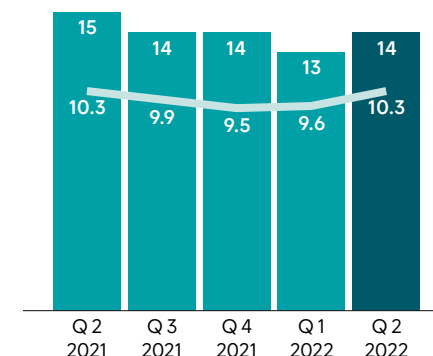
Intrum invests in portfolios of overdue receivables and similar claims, after which Intrum's servicing operations collect on the claims acquired.

| SEK M                                            | Second quarter 2022 |     |                    |                |               | Second quarter 2021 |     |                    |                |               |
|--------------------------------------------------|---------------------|-----|--------------------|----------------|---------------|---------------------|-----|--------------------|----------------|---------------|
|                                                  | Overdue receivables | REO | Financial services | Joint ventures | Segment total | Overdue receivables | REO | Financial services | Joint ventures | Segment total |
| Cash revenues                                    | 3,460               | 44  | 74                 | 112            | 3,690         | 3,109               | 68  | 38                 | 50             | 3,265         |
| Cash EBITDA                                      | 2,657               | 5   | 42                 | 112            | 2,816         | 2,327               | 7   | 18                 | 50             | 2,402         |
| Replenishment capex                              | -1,751              | –   | –                  | –              | -1,751        | -1,477              | –   | –                  | –              | -1,477        |
| Cash EBIT                                        | 907                 | 5   | 42                 | 112            | 1,065         | 849                 | 7   | 18                 | 50             | 925           |
| Total revenues                                   | 2,184               | 44  | 74                 | –              | 2,303         | 1,992               | 68  | 38                 | –              | 2,098         |
| Items affecting comparability                    | -54                 | –   | –                  | –              | -54           | -3                  | –   | –                  | –              | -3            |
| Adjusted segment revenues                        | 2,131               | 44  | 74                 | –              | 2,249         | 1,989               | 68  | 38                 | –              | 2,095         |
| Segment earnings                                 | 1,380               | 3   | 26                 | 88             | 1,497         | 1,209               | -19 | 18                 | 95             | 1,303         |
| Items affecting comparability                    | -54                 | 2   | 16                 | 4              | -32           | -3                  | 25  | –                  | 27             | 50            |
| Adjusted segment earnings                        | 1,326               | 5   | 42                 | 92             | 1,465         | 1,206               | 6   | 18                 | 122            | 1,353         |
| KPI's                                            |                     |     |                    |                |               |                     |     |                    |                |               |
| Average invested capital                         | 33,544              | 321 | 704                | 6,626          | 41,194        | 29,142              | 371 | 521                | 5,854          | 35,888        |
| Segment cash RoIC, %                             | 10.8                | 6.6 | 24.0               | 6.7            | 10.3          | 11.7                | 7.3 | 14.1               | 3.4            | 10.3          |
| Total portfolio investments made                 | 3,131               | 11  | –                  | –              | 3,141         | 1,739               | 32  | –                  | 280            | 2,051         |
| Money-on-money multiple (RTM)                    | 1.98                | –   | –                  | –              | 1.98          | 2.10                | –   | –                  | –              | 2.10          |
| Book value                                       | 34,827              | 310 | –                  | 6,732          | 41,869        | 29,300              | 347 | –                  | 5,983          | 35,629        |
| ERC                                              | 72,291              | 385 | –                  | 9,300          | 81,976        | 61,459              | 390 | –                  | 7,258          | 69,107        |
| Cost to collect, paid %                          | 23                  | 94  | –                  | –              | 24            | 25                  | 127 | –                  | –              | 27            |
| Amortisation ratio, %                            | 38                  | –   | –                  | –              | 38            | 36                  | –   | –                  | –              | 36            |
| Operating margin, %                              | 63                  | 6   | 35                 | –              | 65            | 61                  | -28 | 47                 | –              | 62            |
| Adjusted operating margin, %                     | 62                  | 11  | 56                 | –              | 65            | 61                  | 9   | 47                 | –              | 65            |
| Return on portfolio investments, ROI, %          | 16                  | 3   | –                  | 5              | 15            | 17                  | -20 | –                  | 6              | 15            |
| Adjusted return on portfolio investments, ROI, % | 16                  | 6   | –                  | 6              | 14            | 17                  | 6   | –                  | 8              | 15            |

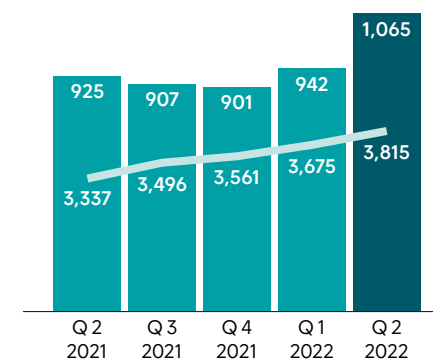
In Portfolio Investments we saw record high collections with strong collection performance at 15 per cent above active forecast for the second quarter. Payment plans continue their solid performance trajectory with settlements becoming somewhat more difficult to complete. This development is consistent with the eventual gradual normalisation in outperformance to our historical range of 5 to 10 per cent compared to active forecast we have mentioned since the beginning of the year.

The second quarter was also a strong quarter from a new investment perspective with SEK 3,141 M (2,051) deployed. In the context of a more challenging macroeconomic backdrop we have focused on portfolios offering a good risk adjusted return based on high cash conversion due to existing payers. While such portfolios typically come with lower headline returns and money on money multiples, they are also less sensitive to macro factors such as changes in inflation and employment thus offering

Portfolio Investments,  
Adjusted return, %, Cash RoIC, %



Portfolio Investments,  
Cash EBIT, SEK M  
Cash EBIT rolling 12 months, SEK M



good protection in the current environment. In the second half of the year, we expect a more moderate investment pace in light of increasing macro uncertainty.

During the quarter we collected SEK 3,459 M, up 11 per cent compared to the same quarter last year. Cash EBITDA for the segment was SEK 2,816 M and cash EBIT was SEK 1,065 M, up 17 per cent and 15 per cent, respectively, compared to the second quarter 2021. Cash RoIC was 10.3 per cent (10.3) for the quarter.

| SEK M                                            | 6 months 2022       |     |                    |                |               | 6 months 2021       |     |                    |                |               |
|--------------------------------------------------|---------------------|-----|--------------------|----------------|---------------|---------------------|-----|--------------------|----------------|---------------|
|                                                  | Overdue receivables | REO | Financial services | Joint ventures | Segment total | Overdue receivables | REO | Financial services | Joint ventures | Segment total |
| Cash revenues                                    | 6,595               | 93  | 123                | 200            | 7,011         | 5,851               | 102 | 82                 | 93             | 6,129         |
| Cash EBITDA                                      | 5,026               | 9   | 68                 | 200            | 5,303         | 4,346               | 9   | 43                 | 93             | 4,491         |
| Replenishment capex                              | -3,296              | –   | –                  | –              | -3,296        | -2,736              | –   | –                  | –              | -2,736        |
| Cash EBIT                                        | 1,730               | 9   | 68                 | 200            | 2,007         | 1,609               | 9   | 43                 | 93             | 1,754         |
| Total revenues                                   | 4,093               | 93  | 123                | –              | 4,309         | 3,729               | 102 | 82                 | –              | 3,913         |
| Items affecting comparability                    | -61                 | –   | –                  | –              | -61           | -5                  | –   | –                  | –              | -5            |
| Adjusted segment revenues                        | 4,033               | 93  | 123                | –              | 4,249         | 3,724               | 102 | 82                 | –              | 3,908         |
| Segment earnings                                 | 2,522               | 4   | 50                 | 215            | 2,790         | 2,222               | -21 | 42                 | 290            | 2,533         |
| Items affecting comparability                    | -61                 | 5   | 18                 | 4              | -34           | -5                  | 28  | –                  | 29             | 53            |
| Adjusted segment earnings                        | 2,461               | 8   | 68                 | 219            | 2,755         | 2,217               | 7   | 42                 | 320            | 2,586         |
| <b>KPI's</b>                                     |                     |     |                    |                |               |                     |     |                    |                |               |
| Average invested capital                         | 32,707              | 321 | 661                | 6,553          | 40,241        | 28,731              | 379 | 495                | 5,675          | 35,280        |
| Segment cash RoIC, %                             | 10.6                | 5.9 | 20.7               | 6.1            | 10.0          | 11.2                | 4.7 | 17.4               | 3.3            | 9.9           |
| Total portfolio investments made                 | 4,819               | 106 | –                  | –              | 4,925         | 3,241               | 69  | –                  | 480            | 3,790         |
| Money-on-money multiple (RTM)                    | 1.98                | –   | –                  | –              | 1.98          | 2.10                | –   | –                  | –              | 2.10          |
| Book value                                       | 34,827              | 310 | –                  | 6,732          | 41,869        | 29,300              | 347 | –                  | 5,983          | 35,629        |
| ERC                                              | 72,291              | 385 | –                  | 9,300          | 81,976        | 61,459              | 390 | –                  | 7,258          | 69,107        |
| Cost to collect, paid %                          | 24                  | 96  | –                  | –              | 25            | 26                  | 121 | –                  | –              | 27            |
| Amortisation ratio, %                            | 39                  | –   | –                  | –              | 39            | 36                  | –   | –                  | –              | 36            |
| Operating margin, %                              | 62                  | 4   | 41                 | –              | 65            | 59                  | -21 | 51                 | –              | 65            |
| Adjusted operating margin, %                     | 61                  | 9   | 55                 | –              | 65            | 60                  | 7   | 51                 | –              | 66            |
| Return on portfolio investments, ROI, %          | 15                  | 2   | –                  | 7              | 14            | 15                  | -11 | –                  | 10             | 14            |
| Adjusted return on portfolio investments, ROI, % | 15                  | 5   | –                  | 7              | 14            | 15                  | 4   | –                  | 11             | 15            |

# Financial overview

## Alternative P&L

|                                      | Second quarter   |                  | 6 months         |                  | Rolling 12 months       |        | Full year |        |  |
|--------------------------------------|------------------|------------------|------------------|------------------|-------------------------|--------|-----------|--------|--|
| SEK M                                | Apr–June<br>2022 | Apr–June<br>2021 | Jan–June<br>2022 | Jan–June<br>2021 | July 2021–<br>June 2022 | 2021   | 2020      | 2019   |  |
| External revenues                    | 2,695            | 2,433            | 5,254            | 4,898            | 10,504                  | 10,148 | 10,082    | 9,191  |  |
| – thereof Credit Management Services | 1,019            | 1,012            | 2,072            | 2,050            | 4,124                   | 4,102  | 4,375     | 4,736  |  |
| – thereof Strategic Markets          | 1,557            | 1,315            | 2,976            | 2,661            | 5,939                   | 5,624  | 5,409     | 4,180  |  |
| – thereof Others                     | 119              | 107              | 206              | 187              | 441                     | 422    | 298       | 275    |  |
| Gross cash collections               | 3,459            | 3,108            | 6,604            | 5,848            | 12,574                  | 11,818 | 10,957    | 10,772 |  |
| Cash flow from joint ventures        | 112              | 50               | 200              | 93               | 355                     | 248    | 338       | 197    |  |
| Cash revenues                        | 6,266            | 5,591            | 12,058           | 10,840           | 23,433                  | 22,215 | 21,377    | 20,160 |  |
| Cash expenses                        | -2,858           | -2,625           | -5,616           | -5,162           | -10,359                 | -9,905 | -9,770    | -9,504 |  |
| – thereof personnel                  | -1,506           | -1,414           | -3,012           | -2,818           | -5,778                  | -5,584 | -5,434    | -5,215 |  |
| – thereof non-personnel              | -1,352           | -1,211           | -2,604           | -2,344           | -4,581                  | -4,321 | -4,336    | -4,289 |  |
| Cash EBITDA                          | 3,408            | 2,966            | 6,443            | 5,678            | 13,075                  | 12,310 | 11,607    | 10,656 |  |
| Replenishment capex                  | -1,751           | -1,477           | -3,296           | -2,736           | -6,214                  | -5,654 | -5,355    | -5,339 |  |
| Other capex                          | -62              | -76              | -143             | -163             | -294                    | -314   | -672      | -699   |  |
| Cash EBIT                            | 1,595            | 1,413            | 3,004            | 2,778            | 6,569                   | 6,343  | 5,580     | 4,618  |  |
| Cash financial items                 | -397             | -368             | -1,037           | -967             | -2,083                  | -2,013 | -1,974    | -1,875 |  |
| Cash tax normalised                  | -98              | -361             | -313             | -440             | -701                    | -828   | -474      | -802   |  |
| Recurring consolidated cash earnings | 1,100            | 685              | 1,654            | 1,371            | 3,785                   | 3,502  | 3,133     | 1,941  |  |
| Average number of shares outstanding | 121              | 121              | 121              | 121              | 121                     | 121    | 124       | 131    |  |
| Cash EPS, SEK                        | 9.12             | 5.67             | 13.70            | 11.34            | 31.34                   | 28.98  | 25.28     | 14.81  |  |

## Key balance sheet items

|                                         | Second quarter   |                  | 6 months         |                  | Rolling 12 months       |        | Full year |        |  |
|-----------------------------------------|------------------|------------------|------------------|------------------|-------------------------|--------|-----------|--------|--|
| SEK M                                   | Apr–June<br>2022 | Apr–June<br>2021 | Jan–June<br>2022 | Jan–June<br>2021 | July 2021–<br>June 2022 | 2021   | 2020      | 2019   |  |
| Total portfolio investments made        | 3,141            | 2,051            | 4,925            | 3,790            | 9,241                   | 8,106  | 5,129     | 7,556  |  |
| Carrying value of portfolio investments | 41,869           | 35,629           | 41,869           | 35,629           | 41,869                  | 38,231 | 33,305    | 35,429 |  |
| ERC                                     | 81,976           | 69,107           | 81,976           | 69,107           | 81,976                  | 74,337 | 65,457    | 64,995 |  |
| – thereof overdue receivables           | 72,291           | 61,459           | 72,291           | 61,459           | 72,291                  | 64,901 | 58,490    | 55,311 |  |
| – thereof joint ventures                | 9,300            | 7,258            | 9,300            | 7,258            | 9,300                   | 9,047  | 6,288     | 6,539  |  |
| – thereof REO                           | 385              | 390              | 385              | 390              | 385                     | 389    | 689       | 382    |  |
| Net debt                                |                  |                  |                  |                  |                         |        |           |        |  |
| Liabilities to credit institutions      | 8,472            | 3,851            | 8,472            | 3,851            | 8,472                   | 4,060  | 2,081     | 6,186  |  |
| Bond loans                              | 46,218           | 44,027           | 46,218           | 44,027           | 46,218                  | 44,443 | 43,706    | 41,644 |  |
| Provisions for pensions                 | 356              | 378              | 356              | 378              | 356                     | 329    | 381       | 387    |  |
| Commercial paper                        | 2,069            | 3,724            | 2,069            | 3,724            | 2,069                   | 3,998  | 2,916     | 2,794  |  |
| Cash and cash equivalents               | -4,903           | -2,672           | -4,903           | -2,672           | -4,903                  | -4,553 | -2,134    | -1,906 |  |
| Net debt at end of period               | 52,213           | 49,309           | 52,213           | 49,309           | 52,213                  | 48,277 | 46,951    | 49,105 |  |
| Net debt/RTM cash EBITDA                |                  |                  |                  |                  | 4.0                     | 3.9    | 4.0       | 4.3    |  |

## Adjusted Group figures

|                                                                                                  | Second quarter |               | 6 months      |               | Rolling 12 months   | Full year     |
|--------------------------------------------------------------------------------------------------|----------------|---------------|---------------|---------------|---------------------|---------------|
|                                                                                                  | Apr–June 2022  | Apr–June 2021 | Jan–June 2022 | Jan–June 2021 | July 2021–June 2022 | 2021          |
| SEK M                                                                                            |                |               |               |               |                     |               |
| <b>Items affecting comparability by earnings statement line</b>                                  |                |               |               |               |                     |               |
| Positive revaluations of portfolio investments                                                   | 426            | 468           | 680           | 786           | 1,683               | 1,789         |
| Negative revaluations of portfolio investments                                                   | -372           | -466          | -619          | -781          | -1,494              | -1,656        |
| Cost of sales                                                                                    | -89            | -29           | -160          | -30           | -429                | -299          |
| Sales, marketing and administration costs                                                        | -101           | 23            | -185          | 23            | -292                | -84           |
| Items affecting comparability joint ventures                                                     | -4             | -27           | -4            | -29           | -263                | -288          |
| <b>Total items affecting comparability in operating earnings</b>                                 | <b>-140</b>    | <b>-31</b>    | <b>-288</b>   | <b>-32</b>    | <b>-794</b>         | <b>-538</b>   |
| <b>Other items affecting comparability by segment</b>                                            |                |               |               |               |                     |               |
| Credit Management Services                                                                       | -30            | -1            | -42           | 1             | -60                 | -17           |
| Strategic Markets                                                                                | -41            | -3            | -96           | -3            | -344                | -251          |
| Portfolio Investments                                                                            | 32             | -50           | 34            | -53           | -98                 | -185          |
| Common costs                                                                                     | -101           | 23            | -185          | 23            | -293                | -85           |
| <b>Total other items affecting comparability</b>                                                 | <b>-140</b>    | <b>-31</b>    | <b>-288</b>   | <b>-32</b>    | <b>-794</b>         | <b>-538</b>   |
| <b>Adjusted revenues</b>                                                                         |                |               |               |               |                     |               |
| Revenues                                                                                         | 4,879          | 4,424         | 9,357         | 8,625         | 18,521              | 17,789        |
| Items affecting comparability                                                                    | -54            | -3            | -61           | -5            | -189                | -133          |
| <b>Adjusted revenues</b>                                                                         | <b>4,825</b>   | <b>4,422</b>  | <b>9,296</b>  | <b>8,620</b>  | <b>18,332</b>       | <b>17,656</b> |
| <b>Adjusted EBIT</b>                                                                             |                |               |               |               |                     |               |
| EBIT                                                                                             | 1,561          | 1,563         | 2,884         | 3,094         | 6,265               | 6,475         |
| Items affecting comparability                                                                    | 140            | 31            | 288           | 32            | 794                 | 538           |
| <b>Total adjusted EBIT</b>                                                                       | <b>1,701</b>   | <b>1,594</b>  | <b>3,173</b>  | <b>3,126</b>  | <b>7,061</b>        | <b>7,014</b>  |
| <b>Adjusted earnings per share</b>                                                               |                |               |               |               |                     |               |
| Net earnings for the period attributable to parent company's shareholders                        | 663            | 786           | 1,216         | 1,516         | 2,827               | 3,127         |
| Items affecting comparability attributable to the parent company's shareholders adjusted for tax | 95             | 24            | 188           | 25            | 524                 | 361           |
| Average number of outstanding shares                                                             | 121            | 121           | 121           | 121           | 121                 | 121           |
| <b>Adjusted earnings per share, SEK</b>                                                          | <b>6.28</b>    | <b>6.70</b>   | <b>11.62</b>  | <b>12.76</b>  | <b>27.75</b>        | <b>28.86</b>  |

|                                                                                       | Second quarter |               | 6 months      |               | Rolling 12 months   | Full year     |
|---------------------------------------------------------------------------------------|----------------|---------------|---------------|---------------|---------------------|---------------|
|                                                                                       | Apr–June 2022  | Apr–June 2021 | Jan–June 2022 | Jan–June 2021 | July 2021–June 2022 | 2021          |
| SEK M                                                                                 |                |               |               |               |                     |               |
| <b>Portfolio Investments segment earnings excluding items affecting comparability</b> |                |               |               |               |                     |               |
| Portfolio Investments segment earnings                                                | 1,471          | 1,285         | 2,741         | 2,491         | 5,188               | 4,938         |
| Items affecting comparability for investments                                         | -48            | 50            | -52           | 53            | 80                  | 185           |
| <b>Portfolio Investments segment earnings excluding items affecting comparability</b> | <b>1,423</b>   | <b>1,335</b>  | <b>2,689</b>  | <b>2,544</b>  | <b>5,267</b>        | <b>5,122</b>  |
| <b>Average carrying value</b>                                                         |                |               |               |               |                     |               |
| Average carrying value receivables                                                    | 33,544         | 29,142        | 32,707        | 28,731        | 31,411              | 29,423        |
| Average carrying value joint ventures                                                 | 6,626          | 5,854         | 6,553         | 5,675         | 6,332               | 5,893         |
| Average carrying value real estate                                                    | 321            | 371           | 322           | 379           | 325                 | 353           |
| <b>Total average carrying value</b>                                                   | <b>40,491</b>  | <b>35,367</b> | <b>39,581</b> | <b>34,785</b> | <b>38,068</b>       | <b>35,670</b> |
| <b>Return including items affecting comparability</b>                                 | <b>15</b>      | <b>15</b>     | <b>14</b>     | <b>14</b>     | <b>14</b>           | <b>14</b>     |
| <b>Return excluding items affecting comparability</b>                                 | <b>14</b>      | <b>15</b>     | <b>14</b>     | <b>15</b>     | <b>14</b>           | <b>14</b>     |
| <b>Cash EBITDA</b>                                                                    |                |               |               |               |                     |               |
| EBIT                                                                                  | 1,561          | 1,563         | 2,884         | 3,094         | 6,265               | 6,475         |
| Depreciation and amortisation                                                         | 350            | 325           | 740           | 651           | 1,589               | 1,500         |
| Portfolio amortisation                                                                | 1,329          | 1,120         | 2,562         | 2,127         | 4,745               | 4,310         |
| Portfolio revaluations                                                                | -54            | -3            | -61           | -5            | -189                | -133          |
| <b>Adjustments according to loan covenants:</b>                                       |                |               |               |               |                     |               |
| Adjustment earnings from joint ventures                                               | -88            | -95           | -215          | -290          | -216                | -293          |
| Adjustment cash flow from joint ventures                                              | 112            | 50            | 200           | 93            | 355                 | 248           |
| Items affecting comparability excluding portfolio revaluations                        | 203            | 33            | 337           | 36            | 790                 | 489           |
| Items affecting comparability joint ventures                                          | -4             | -27           | -4            | -29           | -263                | -288          |
| <b>Cash EBITDA</b>                                                                    | <b>3,408</b>   | <b>2,966</b>  | <b>6,443</b>  | <b>5,678</b>  | <b>13,075</b>       | <b>12,310</b> |

## Revenues by type

|                                              | Second quarter |               |           | 6 months      |               |           | Full year     |
|----------------------------------------------|----------------|---------------|-----------|---------------|---------------|-----------|---------------|
|                                              | Apr–June 2022  | Apr–June 2021 | Change %  | Jan–June 2022 | Jan–June 2021 | Change %  | 2021          |
| SEK M                                        |                |               |           |               |               |           |               |
| External servicing revenues                  | 2,576          | 2,327         | 11        | 5,048         | 4,711         | 7         | 9,726         |
| Gross cash collections                       | 3,459          | 3,108         | 11        | 6,604         | 5,848         | 13        | 11,818        |
| Other Portfolio Investments segment revenues | 119            | 107           | 11        | 206           | 187           | 10        | 423           |
| Cash flow from joint ventures                | 112            | 50            | 124       | 200           | 93            | 115       | 248           |
| <b>Cash revenues</b>                         | <b>6,266</b>   | <b>5,591</b>  | <b>12</b> | <b>12,058</b> | <b>10,840</b> | <b>11</b> | <b>22,215</b> |
| Portfolio amortisation                       | -1,329         | -1,120        | 19        | -2,562        | -2,127        | 20        | -4,311        |
| Portfolio revaluations                       | 54             | 3             | n.m.      | 61            | 5             | n.m.      | 133           |
| Adjustment cash flow from joint ventures     | -112           | -50           | 124       | -200          | -93           | 115       | -248          |
| <b>Total revenues</b>                        | <b>4,879</b>   | <b>4,424</b>  | <b>10</b> | <b>9,357</b>  | <b>8,625</b>  | <b>8</b>  | <b>17,789</b> |

## Change in revenues

|                        | Second quarter |               |  | 6 months      |               |  | Full year |
|------------------------|----------------|---------------|--|---------------|---------------|--|-----------|
|                        | Apr–June 2022  | Apr–June 2021 |  | Jan–June 2022 | Jan–June 2021 |  | 2021      |
| Change in revenues, %  |                |               |  |               |               |  |           |
| Organic growth         | 6              | 19            |  | 4             | 17            |  | 8         |
| Acquired growth        | –              | –             |  | –             | –             |  | –         |
| Portfolio revaluations | 1              | –             |  | 1             | 9             |  | 1         |
| Exchange rates         | 3              | -5            |  | 3             | -6            |  | -3        |
| <b>Total</b>           | <b>10</b>      | <b>14</b>     |  | <b>8</b>      | <b>19</b>     |  | <b>6</b>  |

## Items affecting comparability in operating earnings

|                                                                  | Second quarter |               |  | 6 months      |               |  | Full year   |
|------------------------------------------------------------------|----------------|---------------|--|---------------|---------------|--|-------------|
|                                                                  | Apr–June 2022  | Apr–June 2021 |  | Jan–June 2022 | Jan–June 2021 |  | 2021        |
| SEK M                                                            |                |               |  |               |               |  |             |
| Positive revaluations of portfolio investments                   | 426            | 468           |  | 680           | 786           |  | 1,789       |
| Negative revaluations of portfolio investments                   | -372           | -466          |  | -619          | -781          |  | -1,656      |
| Items affecting comparability joint ventures                     | -4             | -27           |  | -4            | -29           |  | -288        |
| Items affecting comparability depreciation and amortisations     | 9              | –             |  | -13           | –             |  | -179        |
| Transformation program                                           | -115           | –             |  | -237          | –             |  | -73         |
| Other items affecting comparability                              | -84            | -6            |  | -95           | -7            |  | -132        |
| <b>Total items affecting comparability in operating earnings</b> | <b>-140</b>    | <b>-31</b>    |  | <b>-288</b>   | <b>-32</b>    |  | <b>-538</b> |

## Net financial items specification

|                                                         | Second quarter |               |           | 6 months      |               |           | Full year     |
|---------------------------------------------------------|----------------|---------------|-----------|---------------|---------------|-----------|---------------|
|                                                         | Apr–June 2022  | Apr–June 2021 | Change %  | Jan–June 2022 | Jan–June 2021 | Change %  | 2021          |
| SEK M                                                   |                |               |           |               |               |           |               |
| Interest earnings                                       | 15             | 7             | 106       | 27            | 11            | 140       | 22            |
| Interest costs                                          | -537           | -448          | 20        | -1,023        | -891          | 15        | -1,832        |
| Interest cost on leasing liability according to IFRS 16 | -8             | -10           | -19       | -17           | -19           | -13       | -37           |
| Exchange rate differences                               | -16            | 2             | n.m.      | -14           | 4             | n.m.      | -11           |
| Amortisation of borrowing costs                         | -24            | -25           | -2        | -49           | -49           | -1        | -103          |
| Commitment fee                                          | -30            | -37           | -19       | -68           | -76           | -11       | -153          |
| Other financial items                                   | -20            | -7            | 184       | -1            | -13           | -89       | -60           |
| <b>Total net financial items</b>                        | <b>-620</b>    | <b>-517</b>   | <b>20</b> | <b>-1,146</b> | <b>-1,034</b> | <b>11</b> | <b>-2,174</b> |

## Group overview

### Yearly overview, Group

| SEK M                                              | 2021   | 2020   | 2019   | 2018   | 2017   |
|----------------------------------------------------|--------|--------|--------|--------|--------|
| Revenues                                           | 17,789 | 16,848 | 15,985 | 13,442 | 9,434  |
| Adjusted revenues                                  | 17,656 | 16,731 | 15,780 | 13,131 | 9,437  |
| EBIT                                               | 6,475  | 4,695  | 2,060  | 3,978  | 2,728  |
| Adjusted EBIT                                      | 7,014  | 5,738  | 6,208  | 4,500  | 3,128  |
| Net earnings                                       | 3,391  | 2,078  | −285   | 1,943  | 1,503  |
| Earnings per share, SEK                            | 25.88  | 15.18  | −2.76  | 14.18  | 14.62  |
| Return on equity, %                                | 15     | 9      | −2     | 8      | 11     |
| Equity per share, SEK                              | 183.33 | 154.28 | 168.12 | 195.16 | 170.59 |
| Cash flow from operating activities per share, SEK | 83.11  | 68.64  | 48.77  | 48.10  | –      |
| Average number of employees (FTEs)                 | 9,694  | 9,379  | 8,766  | 7,910  | 6,293  |

### Quarterly overview, Group

| SEK M                                              | Quarter 2<br>2022 | Quarter 1<br>2022 | Quarter 4<br>2021 | Quarter 3<br>2021 | Quarter 2<br>2021 | Quarter 1<br>2021 | Quarter 4<br>2020 | Quarter 3<br>2020 |
|----------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Cash revenues                                      | 6,266             | 5,792             | 6,053             | 5,322             | 5,591             | 5,249             | 5,601             | 5,549             |
| Cash EBITDA                                        | 3,408             | 3,035             | 3,726             | 2,906             | 2,966             | 2,712             | 3,124             | 3,142             |
| Cash EBIT                                          | 1,595             | 1,409             | 2,171             | 1,394             | 1,413             | 1,365             | 1,523             | 1,659             |
| Cash EPS, SEK                                      | 9.12              | 4.58              | 13.93             | 3.68              | 5.67              | 5.68              | 9.00              | 5.88              |
| Revenues                                           | 4,879             | 4,478             | 4,870             | 4,294             | 4,424             | 4,200             | 5,109             | 4,521             |
| Adjusted revenues                                  | 4,825             | 4,471             | 4,853             | 4,183             | 4,422             | 4,198             | 4,359             | 4,520             |
| Operating earnings (EBIT)                          | 1,561             | 1,323             | 2,040             | 1,341             | 1,563             | 1,531             | 1,200             | 1,688             |
| Adjusted EBIT                                      | 1,701             | 1,471             | 2,355             | 1,533             | 1,594             | 1,532             | 1,611             | 1,687             |
| Net earnings                                       | 734               | 622               | 1,251             | 541               | 810               | 787               | 576               | 864               |
| Earnings per share, SEK                            | 5.50              | 4.57              | 8.98              | 4.33              | 6.48              | 6.06              | 3.40              | 6.97              |
| Return on equity, %                                | 12                | 10                | 20                | 11                | 16                | 15                | 8                 | 16                |
| Equity per share, SEK                              | 186.20            | 188.25            | 183.38            | 168.72            | 162.54            | 171.12            | 158.05            | 166.15            |
| Cash flow from operating activities per share, SEK | 18.27             | 16.30             | 26.54             | 24.08             | 17.40             | 14.88             | 11.75             | 17.54             |
| Average invested capital                           | 75,695            | 73,299            | 72,224            | 71,405            | 70,971            | 69,578            | 70,057            | 71,565            |
| Cash RoIC, %                                       | 8.4               | 7.7               | 12.0              | 7.8               | 8.0               | 7.8               | 8.7               | 9.3               |
| Number of employees (FTEs)                         | 9,920             | 9,750             | 9,664             | 9,733             | 9,786             | 9,626             | 9,458             | 9,446             |

## Segment overview

### Credit Management Services

| SEK M                           | Quarter 2<br>2022 | Quarter 1<br>2022 | Quarter 4<br>2021 | Quarter 3<br>2021 | Quarter 2<br>2021 | Quarter 1<br>2021 | Quarter 4<br>2020 | Quarter 3<br>2020 |
|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Cash revenues                   | 1,019             | 1,054             | 1,056             | 996               | 1,012             | 1,038             | 1,099             | 1,089             |
| Cash EBIT                       | 342               | 314               | 437               | 396               | 411               | 396               | 281               | 495               |
| Revenues                        | 1,579             | 1,574             | 1,602             | 1,541             | 1,572             | 1,585             | 1,664             | 1,647             |
| – thereof external clients      | 1,019             | 1,054             | 1,056             | 996               | 1,012             | 1,038             | 1,099             | 1,089             |
| – thereof intercompany revenues | 561               | 520               | 546               | 545               | 560               | 546               | 565               | 559               |
| Adjusted revenues               | 1,579             | 1,574             | 1,602             | 1,541             | 1,572             | 1,585             | 1,664             | 1,647             |
| Segment earnings                | 272               | 264               | 355               | 356               | 367               | 352               | 328               | 482               |
| Adjusted segment earnings       | 302               | 276               | 374               | 356               | 367               | 350               | 328               | 482               |
| Items affecting comparability   | 30                | 12                | 19                | –                 | −1                | −2                | –                 | –                 |
| Adjusted operating margin, %    | 19                | 18                | 23                | 23                | 23                | 22                | 20                | 29                |
| Average invested capital        | 19,449            | 19,078            | 19,089            | 19,174            | 19,176            | 18,970            | 19,093            | 19,302            |
| Segment cash RoIC, %            | 7.0               | 6.6               | 9.2               | 8.3               | 8.6               | 8.4               | 5.9               | 10.3              |

### Strategic Markets

| SEK M                           | Quarter 2<br>2022 | Quarter 1<br>2022 | Quarter 4<br>2021 | Quarter 3<br>2021 | Quarter 2<br>2021 | Quarter 1<br>2021 | Quarter 4<br>2020 | Quarter 3<br>2020 |
|---------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Cash revenues                   | 1,557             | 1,418             | 1,802             | 1,160             | 1,315             | 1,346             | 1,461             | 1,637             |
| Cash EBIT                       | 834               | 728               | 1,310             | 482               | 572               | 645               | 875               | 819               |
| Revenues                        | 1,683             | 1,517             | 1,903             | 1,257             | 1,416             | 1,434             | 1,558             | 1,738             |
| – thereof external clients      | 1,557             | 1,418             | 1,802             | 1,160             | 1,315             | 1,346             | 1,461             | 1,637             |
| – thereof intercompany revenues | 126               | 99                | 101               | 97                | 101               | 88                | 97                | 101               |
| Adjusted revenues               | 1,683             | 1,517             | 1,903             | 1,257             | 1,416             | 1,434             | 1,558             | 1,738             |
| Segment earnings                | 556               | 427               | 901               | 265               | 370               | 439               | 585               | 515               |
| Adjusted segment earnings       | 597               | 482               | 1,142             | 271               | 373               | 439               | 691               | 515               |
| Items affecting comparability   | 41                | 55                | 242               | −6                | −3                | –                 | 106               | –                 |
| Adjusted operating margin, %    | 35                | 32                | 60                | 22                | 26                | 31                | 44                | 30                |
| Average invested capital        | 14,845            | 14,719            | 15,118            | 15,526            | 15,674            | 15,699            | 16,126            | 16,582            |
| Segment cash RoIC, %            | 22.5              | 19.8              | 34.7              | 12.4              | 14.6              | 16.4              | 21.7              | 19.8              |

## Portfolio Investments

|                                                     | Quarter 2<br>2022 | Quarter 1<br>2022 | Quarter 4<br>2021 | Quarter 3<br>2021 | Quarter 2<br>2021 | Quarter 1<br>2021 | Quarter 4<br>2020 | Quarter 3<br>2020 |
|-----------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| SEK M                                               |                   |                   |                   |                   |                   |                   |                   |                   |
| Cash revenues                                       | 3,690             | 3,320             | 3,195             | 3,166             | 3,265             | 2,864             | 3,041             | 2,823             |
| Cash EBITDA                                         | 2,816             | 2,486             | 2,375             | 2,350             | 2,402             | 2,089             | 2,243             | 2,065             |
| Cash EBIT                                           | 1,065             | 942               | 901               | 907               | 925               | 830               | 834               | 748               |
| Gross cash collections                              | 3,459             | 3,145             | 3,008             | 2,961             | 3,108             | 2,740             | 2,937             | 2,700             |
| Portfolio amortisation                              | -1,329            | -1,233            | -1,111            | -1,072            | -1,120            | -1,007            | -1,063            | -972              |
| Portfolio revaluation                               | 54                | 7                 | 17                | 112               | 3                 | 2                 | 599               | 1                 |
| Other Portfolio Investments<br>segment revenues     | 119               | 87                | 98                | 138               | 107               | 80                | 76                | 66                |
| <b>Revenues</b>                                     | <b>2,303</b>      | <b>2,006</b>      | <b>2,012</b>      | <b>2,138</b>      | <b>2,098</b>      | <b>1,816</b>      | <b>2,549</b>      | <b>1,795</b>      |
| Segment earnings                                    | 1,497             | 1,293             | 1,312             | 1,198             | 1,303             | 1,231             | 751               | 1,094             |
| Adjusted segment earnings                           | 1,465             | 1,290             | 1,337             | 1,305             | 1,353             | 1,234             | 1,063             | 1,093             |
| Portfolio investments                               | 3,131             | 1,689             | 2,683             | 1,420             | 1,739             | 1,503             | 1,258             | 837               |
| Total carrying value of portfolio<br>investments    | 41,869            | 39,113            | 38,231            | 36,179            | 35,629            | 35,104            | 33,305            | 34,940            |
| – thereof purchased receivables                     | 34,827            | 32,262            | 31,478            | 29,840            | 29,300            | 28,984            | 27,658            | 27,966            |
| – thereof joint ventures                            | 6,732             | 6,520             | 6,438             | 6,013             | 5,983             | 5,726             | 5,266             | 6,557             |
| – thereof real estate                               | 310               | 331               | 315               | 326               | 347               | 394               | 381               | 416               |
| Adjusted return on portfolio<br>investments, ROI, % | 14                | 13                | 14                | 14                | 15                | 14                | 12                | 12                |
| Amortisation ratio, %                               | 38                | 39                | 37                | 36                | 36                | 37                | 36                | 36                |
| ERC                                                 | 81,976            | 76,092            | 74,337            | 70,322            | 69,107            | 68,263            | 65,467            | 64,393            |
| Replenishment capex                                 | -1,751            | -1,545            | -1,474            | -1,443            | -1,477            | -1,259            | -1,409            | -1,317            |
| Money-on-money multiple<br>(RTM)                    | 1.98              | 2.04              | 2.04              | 2.05              | 2.10              | 2.18              | 2.08              | 2.05              |
| Average invested capital                            | 41,194            | 39,289            | 37,798            | 36,478            | 35,888            | 34,673            | 34,602            | 35,440            |
| Segment cash RoIC, %                                | 10.3              | 9.6               | 9.5               | 9.9               | 10.3              | 9.6               | 9.6               | 8.4               |

## Money-on-money multiple

|                                                     | Quarter 2<br>2022 | Quarter 1<br>2022 | Quarter 4<br>2021 | Quarter 3<br>2021 | Quarter 2<br>2021 | Quarter 1<br>2021 | Quarter 4<br>2020 | Quarter 3<br>2020 |
|-----------------------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Purchase price of portfolios<br>acquired in quarter | 3,120             | 1,675             | 2,133             | 1,445             | 1,680             | 1,443             | 1,256             | 837               |
| ERC 180 months of portfolios<br>acquired in quarter | 5,589             | 3,667             | 4,239             | 2,794             | 3,414             | 3,190             | 2,554             | 1,791             |
| <b>Quarterly MoM</b>                                | <b>1.79</b>       | <b>2.19</b>       | <b>1.99</b>       | <b>1.93</b>       | <b>2.03</b>       | <b>2.21</b>       | <b>2.03</b>       | <b>2.14</b>       |
| <b>RTM MoM (average of<br/>quarterly MoM)</b>       | <b>1.98</b>       | <b>2.04</b>       | <b>2.04</b>       | <b>2.05</b>       | <b>2.10</b>       | <b>2.18</b>       | <b>2.08</b>       | <b>2.05</b>       |
| In quarter collections                              | 3,459             | 3,145             | 3,008             | 2,961             | 3,108             | 2,740             | 2,937             | 2,700             |
| RTM MoM (average of quarterly<br>MoM)               | 1.98              | 2.04              | 2.04              | 2.05              | 2.10              | 2.18              | 2.08              | 2.05              |
| <b>Replenishment capex</b>                          | <b>-1,751</b>     | <b>-1,545</b>     | <b>-1,474</b>     | <b>-1,443</b>     | <b>-1,477</b>     | <b>-1,259</b>     | <b>-1,409</b>     | <b>-1,317</b>     |
|                                                     |                   | Full year<br>2021 |                   |                   |                   | Full year<br>2020 |                   |                   |
| <b>Replenishment capex</b>                          |                   | <b>-5,654</b>     |                   |                   |                   | <b>-5,355</b>     |                   |                   |

# Financial report

## Condensed consolidated income statement

|                                                                                    | Second quarter   |                  | 6 months         |                  | Full year     |
|------------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|---------------|
|                                                                                    | Apr–June<br>2022 | Apr–June<br>2021 | Jan–June<br>2022 | Jan–June<br>2021 | 2021          |
| SEK M                                                                              |                  |                  |                  |                  |               |
| Revenues from clients                                                              | 2,695            | 2,434            | 5,254            | 4,898            | 10,149        |
| Revenues from portfolio investments calculated using the effective interest method | 2,130            | 1,988            | 4,042            | 3,722            | 7,507         |
| Positive revaluations of portfolio investments                                     | 426              | 468              | 680              | 786              | 1,789         |
| Negative revaluations of portfolio investments                                     | -372             | -466             | -619             | -781             | -1,656        |
| <b>Total revenues</b>                                                              | <b>4,879</b>     | <b>4,424</b>     | <b>9,357</b>     | <b>8,625</b>     | <b>17,789</b> |
| Cost of sales                                                                      | -2,739           | -2,446           | -5,372           | -4,810           | -9,555        |
| <b>Gross earnings</b>                                                              | <b>2,140</b>     | <b>1,979</b>     | <b>3,985</b>     | <b>3,814</b>     | <b>8,233</b>  |
| Sales, marketing and administrative expenses                                       | -668             | -510             | -1,316           | -1,011           | -2,051        |
| Participation in associated companies and joint ventures                           | 88               | 95               | 215              | 290              | 293           |
| <b>Operating earnings (EBIT)</b>                                                   | <b>1,561</b>     | <b>1,563</b>     | <b>2,884</b>     | <b>3,094</b>     | <b>6,475</b>  |
| Net financial items                                                                | -620             | -517             | -1,146           | -1,034           | -2,174        |
| <b>Profit before tax</b>                                                           | <b>940</b>       | <b>1,045</b>     | <b>1,738</b>     | <b>2,060</b>     | <b>4,301</b>  |
| Taxes                                                                              | -207             | -235             | -382             | -464             | -910          |
| <b>Net earnings for the period</b>                                                 | <b>734</b>       | <b>810</b>       | <b>1,356</b>     | <b>1,597</b>     | <b>3,391</b>  |
| Of which attributable to:                                                          |                  |                  |                  |                  |               |
| Parent company's shareholders                                                      | 663              | 783              | 1,216            | 1,516            | 3,127         |
| Non-controlling interest                                                           | 71               | 27               | 140              | 81               | 265           |
| <b>Net earnings for the period</b>                                                 | <b>734</b>       | <b>810</b>       | <b>1,356</b>     | <b>1,597</b>     | <b>3,391</b>  |
| Average no of shares before dilution, '000                                         | 120,656          | 120,850          | 120,738          | 120,860          | 120,828       |
| Average no of shares after dilution, '000                                          | 120,672          | 120,887          | 120,753          | 120,897          | 120,830       |
| <b>Earnings per share before dilution</b>                                          |                  |                  |                  |                  |               |
| Profit from continuing operations, SEK                                             | 5.50             | 6.48             | 10.07            | 12.54            | 25.88         |
| <b>Total earnings per share before dilution, SEK</b>                               | <b>5.50</b>      | <b>6.48</b>      | <b>10.07</b>     | <b>12.54</b>     | <b>25.88</b>  |
| <b>Total earnings per share after dilution, SEK</b>                                | <b>5.49</b>      | <b>6.48</b>      | <b>10.07</b>     | <b>12.54</b>     | <b>25.88</b>  |

## Condensed consolidated statement of comprehensive income

|                                                                                              | Second quarter   |                  | 6 months         |                  | Full year    |
|----------------------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|--------------|
|                                                                                              | Apr–June<br>2022 | Apr–June<br>2021 | Jan–June<br>2022 | Jan–June<br>2021 | 2021         |
| SEK M                                                                                        |                  |                  |                  |                  |              |
| Net earnings for the period                                                                  | 734              | 810              | 1,356            | 1,597            | 3,391        |
| <i>Other comprehensive earnings, items that will be reclassified to profit and loss:</i>     |                  |                  |                  |                  |              |
| Currency translation difference                                                              | 1,419            | -364             | 2,112            | 507              | 1,753        |
| Comprehensive income for the year attributable to hedging of currency and other              | -543             |                  | -714             |                  | -411         |
| <i>Other comprehensive earnings, items that will not be reclassified to profit and loss:</i> |                  |                  |                  |                  |              |
| Remeasurement of pension liability                                                           | 1                |                  | -3               |                  | 51           |
| <b>Comprehensive income for the period</b>                                                   | <b>1,610</b>     | <b>446</b>       | <b>2,750</b>     | <b>2,104</b>     | <b>4,785</b> |
| Of which attributable to:                                                                    |                  |                  |                  |                  |              |
| Parent company's shareholders                                                                | 1,419            | 455              | 2,466            | 2,020            | 4,446        |
| Non-controlling interest                                                                     | 192              | -9               | 285              | 84               | 338          |
| <b>Comprehensive income for the period</b>                                                   | <b>1,610</b>     | <b>446</b>       | <b>2,750</b>     | <b>2,104</b>     | <b>4,785</b> |

## Condensed consolidated balance sheet

| SEK M                                                            | 30 June<br>2022 | 30 June<br>2021 | 31 Dec<br>2021 | SEK M                                             | 30 June<br>2022 | 30 June<br>2021 | 31 Dec<br>2021 |
|------------------------------------------------------------------|-----------------|-----------------|----------------|---------------------------------------------------|-----------------|-----------------|----------------|
| <b>ASSETS</b>                                                    |                 |                 |                | <b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>       |                 |                 |                |
| <b>Intangible fixed assets</b>                                   |                 |                 |                |                                                   |                 |                 |                |
| Goodwill                                                         | 34,051          | 32,127          | 32,758         | Attributable to parent company's shareholders     | 22,466          | 19,202          | 21,698         |
| Capitalised expenditure for IT development and other intangibles | 897             | 943             | 917            | Attributable to non-controlling interest          | 3,079           | 2,819           | 2,989          |
| Client relationships                                             | 3,892           | 4,605           | 4,136          | <b>Total shareholders' equity</b>                 | <b>25,545</b>   | <b>22,020</b>   | <b>24,687</b>  |
| <b>Total intangible fixed assets</b>                             | <b>38,840</b>   | <b>37,675</b>   | <b>37,811</b>  |                                                   |                 |                 |                |
| <b>Tangible fixed assets</b>                                     |                 |                 |                | <b>Long-term liabilities</b>                      |                 |                 |                |
| Right-of-use assets                                              | 696             | 792             | 756            | Liabilities to credit institutions                | 8,472           | 3,851           | 4,060          |
| Other tangible fixed assets                                      | 211             | 213             | 218            | Bond loans                                        | 45,468          | 42,927          | 43,693         |
| <b>Total tangible fixed assets</b>                               | <b>908</b>      | <b>1,005</b>    | <b>974</b>     | Long-term leasing liabilities                     | 519             | 612             | 582            |
| <b>Other fixed assets</b>                                        |                 |                 |                | Other long-term liabilities                       | 426             | 515             | 478            |
| Shares in joint ventures                                         | 6,732           | 5,983           | 6,438          | Provisions for pensions                           | 356             | 378             | 329            |
| Portfolio investments                                            | 34,827          | 29,300          | 31,478         | Other long-term provisions                        | 55              | 64              | 42             |
| Deferred tax assets                                              | 1,696           | 1,392           | 1,748          | Deferred tax liabilities                          | 1,149           | 1,083           | 1,103          |
| Long-term interest-bearing receivables                           | 10              | –               | 10             | <b>Total long-term liabilities</b>                | <b>56,445</b>   | <b>49,430</b>   | <b>50,288</b>  |
| Other long-term receivables                                      | 80              | 91              | 79             |                                                   |                 |                 |                |
| <b>Total other fixed assets</b>                                  | <b>43,345</b>   | <b>36,766</b>   | <b>39,754</b>  | <b>Current liabilities</b>                        |                 |                 |                |
| <b>Total fixed assets</b>                                        | <b>83,092</b>   | <b>75,446</b>   | <b>78,539</b>  | Bond loans                                        | 750             | 1,100           | 750            |
| <b>Current assets</b>                                            |                 |                 |                | Commercial paper                                  | 2,069           | 3,724           | 3,998          |
| Accounts receivable                                              | 1,237           | 1,091           | 1,299          | Client funds payable                              | 972             | 1,054           | 1,063          |
| Inventory of real estate                                         | 310             | 347             | 315            | Accounts payable                                  | 436             | 452             | 504            |
| Client funds                                                     | 972             | 1,054           | 1,063          | Earnings tax liabilities                          | 1,175           | 902             | 1,198          |
| Tax assets                                                       | 136             | 206             | 170            | Advances from clients                             | 36              | 44              | 29             |
| Other receivables                                                | 1,553           | 1,305           | 1,578          | Short-term leasing liabilities                    | 229             | 223             | 223            |
| Prepaid expenses and accrued earnings                            | 1,644           | 1,224           | 1,366          | Other current liabilities                         | 2,044           | 1,908           | 1,908          |
| Cash and cash equivalents                                        | 4,903           | 2,672           | 4,553          | Accrued expenses and prepaid earnings             | 4,139           | 2,472           | 4,225          |
| <b>Total current assets</b>                                      | <b>10,756</b>   | <b>7,897</b>    | <b>10,334</b>  | Other short-term provisions                       | 7               | 14              | 10             |
| <b>TOTAL ASSETS</b>                                              | <b>93,848</b>   | <b>83,343</b>   | <b>88,883</b>  | <b>Total current liabilities</b>                  | <b>11,857</b>   | <b>11,893</b>   | <b>13,908</b>  |
|                                                                  |                 |                 |                | <b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b> | <b>93,848</b>   | <b>83,343</b>   | <b>88,883</b>  |

## Condensed consolidated statement of changes in shareholders' equity

|                                       | 2022                                         |                          |               | 2021                                         |                          |               |
|---------------------------------------|----------------------------------------------|--------------------------|---------------|----------------------------------------------|--------------------------|---------------|
|                                       | Attributable to Parent Company's shareholder | Non-controlling interest | Total         | Attributable to Parent Company's shareholder | Non-controlling interest | Total         |
| SEK M                                 |                                              |                          |               |                                              |                          |               |
| <b>Opening balance, January 1</b>     | <b>21,698</b>                                | <b>2,989</b>             | <b>24,687</b> | <b>18,676</b>                                | <b>2,915</b>             | <b>21,591</b> |
| Dividends paid                        | -1,632                                       | -195                     | -1,826        | -1,453                                       | -180                     | -1,634        |
| Treasury shares                       | -72                                          |                          | -72           | -41                                          |                          | -41           |
| Share base payment                    | 6                                            |                          | 6             |                                              |                          |               |
| Comprehensive earnings for the period | 2,466                                        | 285                      | 2,750         | 2,020                                        | 84                       | 2,104         |
| <b>Closing balance, June 30</b>       | <b>22,466</b>                                | <b>3,079</b>             | <b>25,545</b> | <b>19,202</b>                                | <b>2,819</b>             | <b>22,020</b> |

## Condensed consolidated cash flow statement

|                                                                              | Second quarter |               | 6 months      |               | Full year     |
|------------------------------------------------------------------------------|----------------|---------------|---------------|---------------|---------------|
|                                                                              | Apr–June 2022  | Apr–June 2021 | Jan–June 2022 | Jan–June 2021 | 2021          |
| <b>Operating activities</b>                                                  |                |               |               |               |               |
| EBIT                                                                         | 1,561          | 1,563         | 2,884         | 3,094         | 6,475         |
| Depreciation/amortisation and impairment                                     | 350            | 325           | 740           | 651           | 1,500         |
| Amortisation/revaluation of portfolio investments                            | 1,276          | 1,117         | 2,502         | 2,122         | 4,178         |
| Other adjustment for items not included in cash flow                         | -139           | -116          | -249          | -312          | -263          |
| Interest received                                                            | 15             | 7             | 27            | 11            | 22            |
| Interest paid                                                                | -386           | -331          | -986          | -889          | -1,822        |
| Other financial expenses paid                                                | -26            | -44           | -78           | -89           | -213          |
| Earnings tax paid                                                            | -98            | -294          | -313          | -505          | -893          |
| <b>Cash flow from operating activities before changes in working capital</b> | <b>2,552</b>   | <b>2,228</b>  | <b>4,527</b>  | <b>4,084</b>  | <b>8,985</b>  |
| Changes in factoring receivables                                             | -73            | -66           | -124          | -108          | -115          |
| Other changes in working capital                                             | -275           | -59           | -230          | -75           | 1,172         |
| <b>Cash flow from operating activities</b>                                   | <b>2,204</b>   | <b>2,103</b>  | <b>4,173</b>  | <b>3,901</b>  | <b>10,042</b> |
| <b>Investing activities</b>                                                  |                |               |               |               |               |
| Purchases of intangible fixed assets                                         | -54            | -55           | -126          | -129          | -72           |
| Purchases of tangible fixed assets                                           | -11            | -19           | -21           | -33           | -262          |
| Sale of tangible and intangible fixed assets                                 |                | 2             | 1             | 2             | 3             |
| Portfolio investments in receivables                                         | -3,770         | -1,998        | -4,738        | -3,133        | -7,038        |
| Property holdings                                                            | 24             | 47            | 10            | 40            | 70            |
| Other cash flow from investing activities                                    | 97             | -134          | 196           | -71           | -710          |
| <b>Cash flow from investing activities</b>                                   | <b>-3,713</b>  | <b>-2,157</b> | <b>-4,679</b> | <b>-3,324</b> | <b>-8,009</b> |
| <b>Financing activities</b>                                                  |                |               |               |               |               |
| Borrowings and repayment of loans                                            | 2,761          | 2,223         | 2,138         | 1,577         | 2,139         |
| Repurchase of shares                                                         | 0              | -42           | 0             | -42           | -41           |
| Share dividend to parent company's shareholders                              | -1,632         | -1,454        | -1,632        | -1,454        | -1,451        |
| Dividend to non-controlling shareholders                                     | -190           | -180          | -190          | -180          | -244          |
| <b>Cash flow from financing activities</b>                                   | <b>940</b>     | <b>547</b>    | <b>317</b>    | <b>-99</b>    | <b>401</b>    |
| <b>Total change in liquid assets</b>                                         | <b>-569</b>    | <b>494</b>    | <b>-189</b>   | <b>479</b>    | <b>2,434</b>  |
| <b>Opening balance of liquid assets</b>                                      | <b>4,977</b>   | <b>2,252</b>  | <b>4,553</b>  | <b>2,134</b>  | <b>2,134</b>  |
| Exchange rate differences in liquid assets                                   | 495            | -74           | 539           | 59            | -15           |
| <b>Closing balance of liquid assets</b>                                      | <b>4,903</b>   | <b>2,672</b>  | <b>4,903</b>  | <b>2,672</b>  | <b>4,553</b>  |
| <b>Group total</b>                                                           |                |               |               |               |               |
| Cash flow from operating activities                                          | 2,204          | 2,103         | 4,173         | 3,901         | 10,042        |
| Cash flow from investing activities                                          | -3,713         | -2,157        | -4,679        | -3,324        | -8,009        |
| Cash flow from financing activities                                          | 940            | 547           | 317           | -99           | 401           |

## Condensed income statement – parent company

|                                                                                                      | 6 months         |                  | Full year   |
|------------------------------------------------------------------------------------------------------|------------------|------------------|-------------|
| SEK M                                                                                                | Jan–June<br>2022 | Jan–June<br>2021 | 2021        |
| Revenues                                                                                             | 355              | 459              | 690         |
| <b>Gross earnings</b>                                                                                | <b>355</b>       | <b>459</b>       | <b>690</b>  |
| Sales and marketing expenses                                                                         | -17              | -22              | -33         |
| Administrative expenses                                                                              | -783             | -692             | -1,037      |
| <b>EBIT</b>                                                                                          | <b>-445</b>      | <b>-255</b>      | <b>-380</b> |
| Earnings from subsidiaries                                                                           | 0                | 0                | 0           |
| Exchange rate differences on monetary items classified as expanded investment and hedging activities | 307              | -178             | -316        |
| Net financial items                                                                                  | -215             | 239              | 912         |
| <b>Earnings before tax</b>                                                                           | <b>-354</b>      | <b>-194</b>      | <b>216</b>  |
| Tax                                                                                                  | -6               | 0                | 0           |
| <b>Net earnings for the period</b>                                                                   | <b>-360</b>      | <b>-194</b>      | <b>216</b>  |

Net earnings for the period corresponds to comprehensive earnings for the period.

## Condensed balance sheet – parent company

| SEK M                                             | 30 June<br>2022 | 30 June<br>2021 | 31 Dec<br>2021 |
|---------------------------------------------------|-----------------|-----------------|----------------|
| <b>ASSETS</b>                                     |                 |                 |                |
| <b>Fixed assets</b>                               |                 |                 |                |
| Intangible fixed assets                           | 537             | 373             | 507            |
| Tangible fixed assets                             | 8               | 12              | 10             |
| Financial fixed assets                            | 82,291          | 72,721          | 73,991         |
| <b>Total fixed assets</b>                         | <b>82,835</b>   | <b>73,106</b>   | <b>74,508</b>  |
| <b>Current assets</b>                             |                 |                 |                |
| Current receivables                               | 1,186           | 249             | 1,930          |
| Cash and cash equivalents                         | 383             | 884             | 602            |
| <b>Total current assets</b>                       | <b>1,569</b>    | <b>1,133</b>    | <b>2,532</b>   |
| <b>TOTAL ASSETS</b>                               | <b>84,405</b>   | <b>74,239</b>   | <b>77,040</b>  |
| <b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>       |                 |                 |                |
| Restricted equity                                 | 818             | 285             | 786            |
| Unrestricted equity                               | 7,506           | 10,547          | 10,212         |
| <b>Total shareholders' equity</b>                 | <b>8,324</b>    | <b>10,832</b>   | <b>10,998</b>  |
| Long-term liabilities                             | 67,009          | 55,088          | 55,498         |
| Current liabilities                               | 9,071           | 8,319           | 10,544         |
| <b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b> | <b>84,405</b>   | <b>74,239</b>   | <b>77,040</b>  |

# Notes

## Accounting principles

This interim report has been prepared in accordance with the Annual Accounts Act and IAS 34 Interim Financial Reporting for the Group and in accordance with Chapter 9 of the Annual Accounts Act for the Parent Company. In addition to appearing in the financial statements, disclosures in accordance with IAS 34.16A also appear in other parts of the interim report.

The accounting principles applied by the Group and the Parent Company are essentially unchanged compared with the 2021 Annual Report.

## Parent Company

The Group's publicly listed Parent Company, Intrum AB (publ), owns the subsidiaries, provides the Group's head office functions and handles certain Group-wide development work, services and marketing.

The Parent Company reported revenues of SEK 335 M (459) for the second quarter and earnings before tax of SEK -354 M (-194). The Parent Company invested SEK 34 M (35) in fixed assets for the quarter and at the end of the quarter held SEK 383 M (844) in cash and cash equivalents. The average number of employees was 72 (62).

## Development in the period

Total assets in the first half of the year increased by SEK 4,943 M to SEK 93,848 M at the end of June 2022 from SEK 88,905 M at the end of 2021.

The increase was mainly due to the additional investments in Portfolio Investments of SEK 4,819 M (see also Portfolio Investment section within this report for further details) partially offset by the amortisation of the period for SEK 2,502 M.

Net FX movement was mainly due to SEK/EUR exposure which changed by a positive SEK 1,398 M the first six months of 2022. Working capital was SEK -1,015 M at the end of June 2022 compared to the SEK -1,244 M at the end of December 2021. The change was mainly due to the FX movement during the period.

## Transactions with related parties

During the quarter no significant transactions occurred between the Group and other closely related companies, board members or the Group management team.

## Investments in joint ventures

IAS 28 requires recognition of impairment losses relating to joint ventures if objective evidence is available to support such losses. Such assessment ordinarily includes significant management judgement and forward looking assumptions with limited observable data. Objective evidence considered can include for example continued underperformance compared to forecasts and/or comparable transactions completed by third parties at arm's length.

## Market development and outlook

The Group's integrated business model consists of credit management services and portfolio investments and benefits from favourable medium term development prospects in both areas. The Group continues to execute its Transformation program and will gradually standardise, globalise and improve its collections processes. The Group anticipates the actions being taken in this area will continue to improve efficiency and margins, as well as enabling sustainable and organic growth.

## Significant risks and uncertainties

Risks to which the Group and Parent Company are exposed include but are not strictly limited to any and all risks relating to economic developments, compliance and changes in regulations, reputation risks, tax risks, risks attributable to IT and information management, epidemic and pandemic risks, geopolitical risks such as political risks, civil unrest, disruption, or conflicts including armed conflicts and war directly or indirectly affecting locations where Intrum or its clients maintain or conduct business, risks attributable to acquisitions, market risks, liquidity risks, credit risks, risks inherent in and associated with portfolio investments and payment guarantees, as well as financing risks. The

risks are described in more detail in the Board of Directors' report in Intrum's 2021 Annual and Sustainability report. No new significant risks have arisen besides those described in the Annual and Sustainability report.

## Fair value of financial instruments

Most of the Group's financial assets and liabilities (portfolio investments, accounts receivable, other receivables, cash and cash equivalents, liabilities to credit institutions, bonds, commercial paper, accounts payable and other liabilities) are carried at amortised cost in the consolidated financial statements. For most of these financial instruments, the carrying amount is deemed to be a good estimate of fair value. For outstanding bonds with a total carrying value of SEK 46,218 M (44,270) at the end of the quarter, fair value is, however, estimated at SEK 40,988 M (44,807). The Group also holds forward exchange contracts and other financial assets of SEK 239 M (35), as well as financial liabilities of SEK 278 M (116) carried at fair value through the income statement.

## Assets and financing

Total assets at the end of the quarter amounted to SEK 93,848 M, compared to SEK 83,343 M at the end of the second quarter of the preceding year. Net debt amounted to SEK 52,213 M (49,309), the share of fixed rate debt amounts to 72 per cent of net debt and is principally composed of EUR bonds with maturities between 2024 and 2027. Net debt in relation to the RTM cash EBITDA stands at 4.0x compared to 4.1x at the end of the second quarter 2021. By the end of the second quarter, Intrum had SEK 2,072 M (3,732) outstanding commercial paper, the decrease reflects a more negative short term credit sentiment. Drawings under the revolving credit facility have been used to cover for this. At the end of the quarter SEK 8,562 M (3,975) of Intrum's revolving credit facility was utilised.

## Events after the balance sheet date

No events after the balance sheet date.

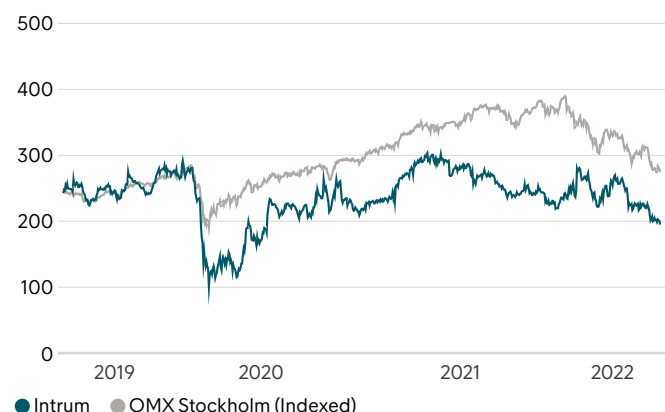
# Other information

## The share

Intrum AB's (publ) share is included in Nasdaq Stockholm's Large Cap list. During the period 1 April–30 June 2022, 16,678,843 shares were traded for a total value of SEK 3,846 M, corresponding to 14 per cent of the total number of shares at the end of the period.

The highest price paid during the period 1 April–30 June 2022 was SEK 273.8 (5 April) and the lowest was SEK 192.4 (30 June). On the last trading day of the period, 30 June 2022, the price was SEK 195.2 (latest paid). During the period 1 April–30 June 2022, Intrum AB's (publ) share price fell by 24 per cent, while Nasdaq OMX Stockholm fell by 17 per cent.

## Share price, SEK (1 July 2019 – 30 June 2022)



## Shareholders

| 30 June 2022                                            | No of shares       | Capital and Votes, % |
|---------------------------------------------------------|--------------------|----------------------|
| Nordic Capital through companies                        | 47,728,956         | 39.2                 |
| AMF Pension & Fonder                                    | 9,243,542          | 7.6                  |
| Swedbank Robur Fonder                                   | 5,407,909          | 4.4                  |
| Handelsbanken Fonder                                    | 3,852,193          | 3.2                  |
| Första AP-fonden                                        | 2,931,960          | 2.4                  |
| Vanguard                                                | 2,540,410          | 2.1                  |
| Länsförsäkringar Fonder                                 | 2,452,997          | 2.0                  |
| C WorldWide Asset Management                            | 2,073,411          | 1.7                  |
| TIAA - Teachers Advisors                                | 1,748,999          | 1.4                  |
| Capital Group                                           | 1,700,000          | 1.4                  |
| BlackRock                                               | 1,197,863          | 1.0                  |
| Intrum AB                                               | 1,183,983          | 1.0                  |
| State Street Global Advisors                            | 1,031,220          | 0.8                  |
| Avanza Pension                                          | 953,478            | 0.8                  |
| Norges Bank                                             | 912,756            | 0.7                  |
| <b>Total fifteen largest shareholders</b>               | <b>84,959,677</b>  | <b>69.8</b>          |
| <b>Total number of shares excluding treasury shares</b> | <b>120,536,935</b> |                      |

Source: Modular Finance Holdings and Intrum

Treasury holdings of 1,183,983 shares are not included in the number of shares outstanding. The proportion of Swedish ownership amounted to 39.2 per cent (institutions 9.1 percentage points, mutual funds 18.8 percentage points and private individuals 11.3 percentage points).

## Currency exchange rates

|           | Closing rate<br>30 June<br>2022 | Closing rate<br>30 June<br>2021 | Average rate<br>Apr–June<br>2022 | Average rate<br>Apr–June<br>2021 | Average rate<br>Jan–Dec<br>2021 |
|-----------|---------------------------------|---------------------------------|----------------------------------|----------------------------------|---------------------------------|
| 1 EUR=SEK | 10.73                           | 10.11                           | 10.48                            | 10.65                            | 10.48                           |
| 1 CHF=SEK | 10.77                           | 9.21                            | 10.15                            | 10.04                            | 9.80                            |
| 1 NOK=SEK | 1.04                            | 0.99                            | 1.05                             | 0.97                             | 0.98                            |
| 1 HUF=SEK | 0.0270                          | 0.0287                          | 0.0279                           | 0.0303                           | 0.0299                          |

## For further information, please contact

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**Michael Ladurner**, Investor Relations, tel: +46 8 546 102 02

Michael Ladurner is the contact under the EU Market Abuse Regulation.

The information in this interim report is such as Intrum AB (publ) is required to disclose pursuant to the EU's markets abuse directive and the Securities Markets Act.

The information was provided under the auspices of the contact person above for publication on 21 July 2022 at 07.00 a.m. CET.

Year-end reports, interim reports and other financial information are available on [www.intrum.com](http://www.intrum.com).

*Denna delårsrapport finns även på svenska.*

Stockholm, 21 July 2022

**Anders Engdahl**  
President and CEO

# Definitions

Result concepts, key figures and alternative indicators

## Acquired growth

Growth in cash revenues related to mergers and acquisitions of Group companies.

## Adjusted earnings per share

Net earnings for the period attributable to parent company's shareholders adjusted for IACs attributable to the parent company's shareholders and the corresponding tax amount divided by average number of outstanding shares for the period.

## Adjusted revenues

Revenues excluding portfolio revaluations and other items affecting comparability.

## Adjusted operating earnings (EBIT)

Adjusted operating earnings (EBIT) is operating earnings excluding revaluations of portfolio investments and other items affecting comparability.

## Adjusted operating margin

Adjusted operating earnings (EBIT) in relation to adjusted revenues.

## Adjusted segment earnings

Adjusted segment earnings is segment earnings excluding revaluations of portfolio investments and other items affecting comparability.

## Amortisation percentage

Amortisation on portfolio investments during the period, as a percentage of collections.

## Cash EBIT

Cash EBITDA less replenishment capex and other capex.

## Cash EBITDA

Cash EBITDA is adjusted operating earnings (EBIT) adding back depreciation and amortisations and portfolio amortisations. In addition, the EBIT contribution from joint ventures is replaced by the actual cash contribution from the joint venture.

## Cash EPS

Cash EBIT minus cash net financial items and cash net tax normalised divided by the average number of outstanding shares.

## Cash return on invested capital (RoIC)

Annualised cash EBIT divided by average invested capital for the period. Average invested capital calculated using quarterly opening and closing balances for the relevant period. Year to date and RTM is calculated using the opening and closing balances of the quarters in the period.

## Cash revenues

Revenues excluding non-cash revenues such as portfolio amortisation and earnings from joint ventures.

## Cash tax normalised

Earnings tax paid adjusted for non recurring items.

## Cash flow from joint ventures

The cash flow received by Intrum in form of distributions and dividends from investments in non-consolidated joint ventures.

## EBITDA

EBITDA is defined as operating earnings (EBIT) adding back depreciation and amortisations of tangible and intangible assets.

## Estimated remaining collections, ERC

The estimated remaining collections represent the nominal value of the expected future collection on the Group's portfolio investments, including Intrum's anticipated cash flows from investments in joint ventures.

## Exchange rates

Growth in cash revenues related to the effects of changes in exchange rates.

## External revenues

Revenues from Intrum's external clients and revenues generated from Real Estate Owned assets (REO).

## Internal revenues

Predominantly related to revenues paid by the Portfolio Investment segment to Credit Management Services and Strategic Markets segments for collection activities made on the behalf of Intrum's own portfolios.

## Items affecting comparability

Significant items that impact comparability of key metrics are adjusted from IFRS reported numbers to provide more relevant information to external users. Items Affecting Comparability ("IAC") are based on three sub-groups: Group Restructurings ("Restructurings"), Non-Recurring Items ("NRIs") and Non-Cash Items ("NCIs"). Restructurings are costs relating to group-wide business transformation programs and M&A transactions. Incremental temporary incurred costs over and above anticipated net fixed costs are reported as an IAC. NRIs are one-off costs or income that weren't incurred in previous reporting periods and are not expected to recur in future reporting periods. An item that is part of core operations is not reported as an NRI irrespective how infrequent it could be occurring in business operations. For cash metrics, NCIs represent all valuation, estimates and provisions which are non-cash in nature and relates to future periods. For non-cash metrics, NCIs represent items that enhances periodic comparability, like adjustments to prospective accounting changes, measurement adjustments to match revenue and costs that are interconnected or recognition of partial impairment losses that relate to the current reporting period. NCI excludes normal working capital changes. NCIs could arise from Restructurings or NRIs.

## Net debt

Net debt is interest-bearing liabilities and pension provisions less liquid assets and interest-bearing receivables.

### Net debt/cash EBITDA

This key figure refers to net debt divided by Cash EBITDA on a rolling 12-month basis. The key figure is included among the Group's financial targets, it is an important measure for assessing the level of the Group's borrowings and is a widely accepted measure of financial capacity among lenders. This key figure is calculated in accordance with the definitions stated in the terms of the Group's revolving syndicated loan facility, which means, among other things, that participations in non-consolidated joint ventures is only included to the extent that earnings are distributed to Intrum and that operations acquired during the period are included on a pro forma-basis throughout the 12-month period.

### Operating earnings (EBIT)

Operating earnings consist of revenues less operating expenses as shown in the income statement.

### Operating margin

The operating margin consists of operating earnings expressed as a percentage of revenues.

### Operating margin, segment

The operating margin, segment consists of service line earnings expressed as a percentage of revenues.

### Organic growth

Organic growth refers to the average increase in cash revenues in local currency, adjusted for revaluations of portfolio investments and the effects of acquisitions and divestments of Group companies. Organic growth is a measure of the development of the Group's existing operations that management has the ability to influence.

### Other capex

Investments made to maintain and grow the business. For example, IT and tangible assets.

### Portfolio investments – collected amounts, amortisations and revaluations

Portfolio investments consist of portfolios of delinquent consumer debts purchased at prices below the nominal receivable. These are recognised at amortised cost applying the effective interest method, based on a collection forecast established at the acquisition date of each portfolio. Revenues attributable to portfolio investments consist of collected amounts less amortisation for the period and revaluations. The amortisation represents the period's reduction in the portfolio's current value, which is attributable to collection taking place as planned. Revaluation is the period's increase or decrease in the current value of the portfolios attributable to the period's changes in forecasts of future collection.

### Total portfolio investments made

The investments for the period in portfolios of overdue receivables, with and without collateral, investments in real estate and in joint ventures whose operations entail investing in portfolios of receivables and properties.

### Replenishment capex

The estimated portfolio investments required to maintain the ERC in a steady state. Calculated by dividing the in quarter gross cash collections by the RTM MoM multiple.

### REO

Real estate owned.

### Return on Portfolio Investments (ROI)

Return on portfolio investments is the service line earnings for the period, excluding operations in factoring and payment guarantees (financial services), recalculated on a full-year basis, as a percentage of the average carrying amount of the balance-sheet item purchased debt. The ratio sets the segment's earnings in relation to the amount of capital tied up and is included in the Group's financial targets. The definition of average book value is based on using average values for the quarters. Year to date and RTM is calculated using the opening and closing balances of the quarters in the period.

### Revenues

Consolidated revenues include external servicing earnings (variable collection commissions, fixed collection fees, debtor fees, guarantee commissions, subscription earnings, etc.), earnings from portfolio investments operations (collected amounts less amortisation and revaluations for the period) and other earnings from financial services (fees and net interest from financing services).

### RTM

Rolling Twelve Months, RTM, refers to figures on a last 12-month basis.

### RTM MoM multiple

The average quarterly underwriting money-on-money multiple for the past 12 months. Calculated by dividing the lifetime ERC of acquired portfolios with the purchase price of the portfolios.

### Segment earnings

Segment earnings relate to the operating earnings of each segment, Credit Management Services, Strategic Markets, Portfolio Investments and Group items.

# About Intrum

Intrum is the industry-leading credit management company in Europe with presence in 24 markets. We help companies prosper by offering solutions designed to improve cash flow as well as long-term profitability and by caring for their customers. Our focus is to create shared value for business and society, which both benefit from companies being paid on time and citizens getting out of debt. Intrum has around 10,000 dedicated professionals who serve around 80,000 companies across Europe. In 2021, the company generated revenues of SEK 17.8 billion. Intrum is headquartered in Stockholm, Sweden, and the Intrum AB (publ) share is listed on the Nasdaq Stockholm exchange. For further information, please visit [www.intrum.com](http://www.intrum.com).

## Business model

We ensure that companies are paid by offering a full range of services covering companies' entire credit management chain. In our Credit Management Services and Strategic Markets segments we act as agents, collect late payments on our clients' behalf and generate a commission. In our Portfolio Investments segment we act as principals and invest in portfolios of overdue receivables as well as similar claims and collect on our own behalf.

## Intrum as an investment

**Growing market** – The market for our services is growing, supported by our clients' desire to manage their balance sheets, also aided by regulation, focus on their core businesses as well as ongoing NPL generation. Digitisation and changes in customer behaviour lead to new types of receivables being generated. This market backdrop is a strong foundation for sustainable organic growth.

**Market-leading position** – Intrum is the industry leader in Europe, with a presence in 24 countries. We also work with partners to cover approximately 160 countries across the world. Given our comprehensive footprint we can partner with clients across several markets. Our broad knowledge spans multiple industries and our scale enables us to invest in the newest technologies and innovative solutions.

**A complete range** – Intrum offers a complete range of credit management services, covering companies' complete credit management chain.

**Considerable trust and 100 years of experience** – Our work can only be performed if we have our clients' complete trust and conduct our operations ethically and with respect for the end-customer. Our 100 years of experience demonstrate the strength of our business model. We build long-term partnerships with our clients.

**Intrum leads the way towards a sound economy** – A functioning credit market is a prerequisite for the business community and consequently for society as a whole. Intrum plays an important role in this context.

## Financial targets

**Returns:** Cash RoIC >10% medium term

**Growth:** Cash EPS >10% p.a. on average medium term

**Leverage:** Net debt/Cash EBITDA 2.5–3.5x by end of 2022

**Shareholder remuneration policy:** Absolute annual increase in dividend per share

For further details and definitions, see <https://www.intrum.com/investors/financial-info/financial-targets/>

## Financial calendar 2022

**27 October**   Interim report for the third quarter

**26 January 2023**   Full-year report 2022



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