



Garfunkelux HoldCo 2 S.A.

QE 31 March 2016

Results



## 1 Highlights

- 120 Month Estimated Remaining Collections ("ERC") at £1,453.5m as of 31 March 2016, up 31.6% since 31 March 2015.
- Portfolio investments acquired for the quarter up 79.2% to £70.6m compared to the quarter ended 31 March 2015.
- Debt Purchase gross cash collections of £90.7m in the quarter, up 18.7% compared to the quarter ended 31 March 2015.
- Cash EBITDA\* for the quarter ended 31 March 2016 of £59.3m.
- The number of owned accounts have increased to 23.4m as at 31 March 2016. This is an increase of 23.2% since 31 March 2015.
- As at 31 March 2016, the aggregate face value of debt purchased since inception totalled £19.3bn, a 19.9% increase from 31 March 2015.
- Loan to value ratio (net debt/(Lowell 120m ERC + GFKL 180m ERC)) of 68.1% at 31 March 2016.
- Net debt to LTM cash EBITDA is at 4.7x cover at 31 March 2016.
- Net secured debt to LTM cash EBITDA is at 3.6x cover at 31 March 2016.

Note: The year-on-year comparisons captured in this report are not directly comparable given that the ultimate parent company in the Group, Garfunkelux Holdco 2 S.A. did not exist as at 31 March 2015. Thus, the comparisons stated (being either the three months to March 2016 versus the three months to March 2015 or the position as at March 2016 versus the position as at March 2015) are based on:

<sup>1)</sup> The trading results of Garfunkelux Holdco 2 S.A. for the three months to March 2016 or as at March 2016;

<sup>2)</sup> The combined trading results of Metis Bidco Limited ("Lowell") and GFKL Financial Services GmbH ("GFKL") for the three months to March 2015 or as at March 2015.

<sup>\*</sup> Cash EBITDA as quoted is defined as Garfunkelux Holdco 2 S.A.'s operating profit plus exceptional items, depreciation and amortisation, acquired debt portfolio write ups and amortisation amounts.



## 1 Highlights (continued)

#### Colin Storrar, Chief Financial Officer, commented:

"We are delighted to present another strong set of results for this first quarter. The structural drivers for market growth exist across all of our markets. The integration of GFKL and Lowell continues to make good progress and with the acquisition of IS Inkasso Service in its final stages, the outlook for the future remains positive."

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#### Lowell GFKL Group:

The Lowell GFKL Group was created in October 2015 following the merger of German and UK market leaders GFKL and the Lowell Group. This union created one of the largest credit management companies in Europe. It benefits from the backing of global investment company Permira Funds and Ontario Teachers' Pension Plan (OTPP). The Group's experience, expertise and core strengths in data analytics and operational efficiency underpin its vision to be the most reputable and trusted partner in the European credit management sector. For more information on the Group, please visit our investor website: <a href="investors.garfunkelux.com">investors.garfunkelux.com</a>.

For information on the individual companies, please visit:

www.gfkl.com www.lowellgroup.co.uk.

### Non- IFRS financial measures

We have included certain non-IFRS financial measures in this set of results, including estimated remaining collections ("ERC") and Cash EBITDA.

We present ERC because it represents our expected gross cash proceeds of the purchased debt portfolios recorded on our balance sheet (the "Purchased Assets") over the 84-month, 120-month and 180-month periods. ERC is calculated as of a point in time assuming no additional purchases are made. ERC is a metric that is also often used by other companies in our industry. We present ERC because it represents our best estimate of the undiscounted cash value of our Purchased Assets at any point in time, which is an important supplemental measure for our board of directors and management to assess our performance, and underscores the cash generation capacity of the assets backing our business. In addition, the instruments governing our indebtedness use ERC to measure our compliance with certain covenants and, in certain circumstances, our ability to incur indebtedness. ERC is a projection, calculated by our proprietary analytical models, which utilize historical portfolio collection performance data and assumptions about future collection rates, and we cannot guarantee that we will achieve such collections. ERC, as computed by us, may not be comparable to similar metrics used by other companies in our industry.



## 1 Highlights (continued)

#### Non- IFRS financial measures (continued)

We present Cash EBITDA because we believe it may enhance an investor's understanding of our profitability and cash flow generation that could be used to service or pay down debt, pay income taxes, purchase new debt portfolios and for other uses, and because it is frequently used by securities analysts, investors and other interested parties in the evaluation of companies generally. In addition to ERC, our board of directors and management also use Cash EBITDA to assess our performance. Cash EBITDA is not a measure calculated in accordance with IFRS and our use of the term Cash EBITDA may vary from others in our industry. For a reconciliation of Cash EBITDA to operating profit, see page 20.

ERC and Cash EBITDA and all the other non-IFRS measures presented have important limitations as analytical tools and you should not consider them in isolation or as substitutes for analysis of our results as reported under IFRS.



## 2 Operating & financial review

The following table summarises key performance indicators at, and for the period ended 31 March 2016.

(£ in millions, except for percentages and ratios or unless otherwise noted)	Three months ended or as at 31 March 2016
Portfolio investments acquired	70.6
Number of owned accounts (in millions)	23.4
Gross cash collections (in total)	145.6
Gross cash collections (3PC 'third party collections')	54.9
Gross cash collections (DP 'debt purchase')	90.7
Cash EBITDA	59.3
84 month ERC	1,236.1
120 month ERC	1,453.5
180 month ERC	1,674.8

 $<sup>^{\</sup>star}$  Cash EBITDA as quoted is defined as Garfunkelux Holdco 2 S.A.'s operating profit plus exceptional items, depreciation and amortisation, acquired debt portfolio write ups and amortisation amounts.



## 2 Operating & financial review (continued)

## Estimated Remaining Collections (ERC)

The table below summarises the ERC over the 180-month outlook period, split by the financial year in which the portfolios were acquired. 33.9% of the 180 month ERC is likely to be recovered in the next 24 months, with 54.2% of these projected collections expected to be recovered in the next four years. 39.0% of the 120 month ERC is estimated to be recovered in the next 24 months.

## 180 month ERC on owned portfolios as of 31 March 2016 by year of purchase

	0 - 12	13 – 24	25 - 36	37 <b>– 48</b>	49 – 60	61-72	<b>73</b> – <b>84</b>	85 -120	121 -180	Total
£m	Months	Months	Months	Months	Months	Months	Months	Months	Months	
Financial Year of purchase										
2003	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.4
2004	1.2	1.1	1.0	0.9	0.9	0.8	0.8	2.1	2.8	11.6
2005	1.0	0.9	0.7	0.6	0.5	0.5	0.4	1.1	1.2	7.0
2006	3.3	2.8	2.5	2.1	1.9	1.8	1.6	4.1	5.0	25.2
2007	11.9	10.4	9.0	7.9	7.0	6.3	5.6	13.8	15.7	87.7
2008	4.7	3.7	2.9	2.3	1.9	1.7	1.5	3.5	3.5	25.8
2009	20.2	17.1	14.5	12.4	10.8	9.6	8.5	20.4	21.9	135.3
2010	10.6	8.4	6.6	5.2	4.3	3.6	3.1	7.0	6.8	55.7
2011	15.4	11.9	9.3	7.3	6.0	5.2	4.5	10.4	10.5	80.5
2012	27.9	21.8	17.1	13.5	11.2	9.8	8.7	20.5	21.0	151.4
2013	38.1	29.9	23.9	19.0	15.8	13.7	11.9	27.4	27.4	207.0
2014	63.9	46.6	35.8	27.9	22.9	19.6	17.1	39.3	39.1	312.0
2015	98.6	67.4	50.4	39.6	32.1	26.7	22.5	48.7	46.1	432.1
2016	27.5	20.9	15.5	12.6	10.5	8.9	7.7	19.1	20.4	143.1
Total	324.5	242.9	189.3	151.4	125.9	108.1	94.0	217.4	221.3	1,674.8
Cumulative %										
180 month	19.4%	33.9%	45.2%	54.2%	61.7%	68.2%	73.8%	86.8%	100.0%	
120 month	22.3%	39.0%	52.1%	62.5%	71.1%	78.6%	85.0%	100.0%		

### 180 month ERC on owned portfolios as of 31 March 2016 by year of purchase

	0 - 84	0 - 120	0-180
£m	Months	Months	Months
Financial Year			
of purchase			
2003	0.4	0.4	0.4
2004	6.8	8.9	11.6
2005	4.7	5.8	7.0
2006	16.1	20.2	25.2
2007	58.1	71.9	87.7
2008	18.8	22.3	25.8
2009	93.0	113.4	135.3
2010	41.8	48.9	55.7
2011	59.6	70.0	80.5
2012	109.9	130.4	151.4
2013	152.2	179.6	207.0
2014	233.7	273.0	312.0
2015	337.3	386.0	432.1
2016	103.6	122.6	143.1
Total	1,236.1	1,453.5	1,674.8
Percentage of 180 month ERC	73.8%	86.8%	100.0%



## 2 Operating & financial review (continued)

#### Collections

Strong quarterly collections on DP Portfolios of £90.7m were achieved by the business in the three months ending 31 March 2016 an increase of 18.7% on the corresponding three months to 31 March 2015.

#### Revenue

Total revenue of £91.8m was generated in the three months ending 31 March 2016.

#### **Operating Profit**

Operating expenses including exceptional costs were £73.2m, including £41.5m of collection activity costs, in line with expectations.

#### **Finance Costs**

Finance costs totalled £51.3m for the three months ended 31 March 2016.

#### Cash flow

Net cash used in operating activities totalled £31.6m in the three months ended 31 March 2016, predominantly due to portfolio investment purchases in the period.

While returns achieved on an individual portfolio can vary, the business has a track record of generating strong and consistent unlevered returns on its aggregate purchased portfolios. Gross cash-on-cash multiple as at 31 March 2016 is shown below and is unchanged from 31 December 2015.

	Lowell (	Lowell (120 month)		80 month)	
	As of 31	March 2016	As of 31 March 2016		
	Invested (£ millions)	Gross cash-on- cash multiple (i)	Invested (€ millions)	Gross cash-on- cash multiple (i)	
Total	1036.7	2.4	386.6	3.3	

<sup>(</sup>i) Gross Cash-On-Cash Multiple presented in this quarterly report only includes actuals to date and forecast collections for the next 120 or 180 months, although collections can extend past that period.

Note: The year-on-year comparisons captured in this report are not directly comparable given that the ultimate parent company in the Group, Garfunkelux Holdco 2 S.A. did not exist as at 31 March 2015. Thus, the comparisons stated (being either the three months to March 2015 versus the three months to March 2016 or the position as at March 2016 versus the position as at March 2015) are based on:

<sup>1)</sup> The trading results of Garfunkelux Holdco 2 S.A. for the three months to March 2016 or as at March 2016;

<sup>2)</sup> The combined trading results of Metis Bidco Limited ("Lowell") and GFKL Financial Services GmbH ("GFKL") for the three months to March 2015 or as at March 2015.



## Unaudited consolidated interim statement of comprehensive income 3 months ended 31 March 2016

	Note	3 months to 31 March 2016 £000
Continuing operations		
Revenue		
Income from portfolio investments	3	45,851
Portfolio write up	3	10,708
Portfolio fair value release	3	(857)
Service Income		35,469
Other revenue		661
Total Revenue		91,832
Other income		1,368
Operating expenses		
Collection activity costs		(41,456)
Other expenses		(31,759)
Total operating expenses		(73,215)
Operating profit		19,985
Interest income		1,593
Finance costs	2	(51,263)
Loss before tax		(29,685)
Tax expense		(1,672)
Loss for the period		(31,357)
Loss for the period		(51,557)
Loss attributable to:		
Equity holders of the parent		(31,331)
Non-controlling interests		(26)
		(31,357)
Other comprehensive income/(expenditure)		
Items that will or may be reclassified subsequently to profit or loss		
Foreign operations – foreign currency translation differences		12,147
Other comprehensive income, net of tax		12,147
Total comprehensive expenditure for the period		(19,210)
Total comprehensive expenditure attributable to:		
Equity holders of the parent		(19,184)
Non-controlling interests		(26)
•		(19.210)



## Unaudited consolidated interim statement of financial position As at 31 March 2016

	Note	31 March 2016 £000
Assets	Note	2000
Non-current assets		
Goodwill		883,952
Intangible assets		79,125
Property, plant and equipment		6.759
Portfolio investments	3	373,803
Other financial assets		3,204
Total non-current assets	_	1,346,843
Current assets		
Portfolio investments	3	285,219
Inventories.	3	32
Trade and other receivables	4	39,186
Other financial assets	,	11,282
Assets for current tax		4,378
Cash and cash equivalents		79,053
Total current assets	_	419,150
		,
Total assets	_	1,765,993
Equity		
Share capital		3,730
Share premium		357,233
Reserves		(2,062
Retained deficit		(99,906
Total Equity attributable to equity holders of the parent		258,99
Non-controlling interests		500
Total Equity	_	259,49
Liabilities		
Non-current liabilities		
Borrowings	6	1,261,461
Derivatives		450
Provisions		4,427
Other financial liabilities		61,192
Deferred tax liabilities		28,856
Total non-current liabilities		1,356,386
Current liabilities		
Trade and other payables	5	56,888
Derivatives		314
Borrowings	6	60,074
Provisions		10,493
Other financial liabilities		6,388
Current tax liabilities	_	15,955
Total current liabilities	_	150,112
Total equity and liabilities		17/5 000
I OLAL EQUILY AND MADIMUES		1,765,993



# Unaudited consolidated interim statement of changes in equity As at 31 March 2016

	Share capital	Share premium	Capital reserve	Translation Reserve	Valuation Reserve	Retained Earnings	Total	Non- Controlling Interest	Total Equity
	£000	£000	£000	£000	£000	£000	£000	£000	£000
Comprehensive Income/(Expenditure)									
Balance at 1 January 2016 Loss for the period	3,730 -	357,233 -	(8,443) -	(6,048) -	282	(68,575) (31,331)	278,179 (31,331)	526 (26)	278,705 (31,357)
Exchange differences	=	-	-	12,147	-	=	12,147	<u> </u>	12,147
Total comprehensive income/(expenditure)	-	-	-	12,147	-	(31,331)	(19,184)	(26)	(19,210)
Balance at 31 March 2016	3,730	357,233	(8,443)	6,099	282	(99,906)	258,995	500	259,495



## Unaudited consolidated interim statement of cash flows 3 months ended 31 March 2016

Adjustments for: Depreciation of property, plant and equipment		3 months to 31 March 2016 £000
Depreciation of property, plant and equipment     396       Amortisation of intangible assets     2296       Gain on disposal of a subsidiary     (1593)       Loss on sale of property, plant and equipment and intangible assets     44       Finance costs     5126       Unrealised losses from foreign exchange     (6,673)       Increase in portfolio investments     (35,003)       Increase in trade and other receivables     (16,514)       Increase in trade and other payables     42,00       Movement in other net assets     11       Cash used in operating activities     (157)       Net cash used in operating activities     (157)       Increase in trade and other payables     (157)       Net cash used in operating activities     (157)       Net cash used in operating activities     (257)       Income taxes paid     (157)       Net cash used in operating activities     277       Proceeds from sale of subsidiary     476       Purchase of property, plant and equipment     (789)       Purchase of intangible assets     (596)       Proceeds from sale of property, plant and equipment     12       Net cash used in investing activities     (3622)       Financing activities     (11,900)       Net cash from financing activities     (12,900)       Cash and cash equivalents at beginn	Loss for the period before tax	(29,685)
Amortisation of intangible assets. 2294 Gain on disposal of a subsidiary [299 Interest receivable. (1,593) Loss on sale of property, plant and equipment and intangible assets. 51,265 Unrealised losses from foreign exchange. (6,673) Increase in portfolio investments. (35,003) Increase in portfolio investments. (16,514) Increase in trade and other receivables. (16,514) Increase in trade and other payables. (20,514) Increase in trade and other payables. (16,514) Increase in trade and other payables. (17) Income taxes paid. (18) Income taxes paid. (18) Increase trade and other payables. (18) Increase tr	Adjustments for:	·
Gain on disposal of a subsidiary	Depreciation of property, plant and equipment	396
Interest receivable	Amortisation of intangible assets	2,294
Loss on sale of property, plant and equipment and intangible assets. Finance costs. Unrealised losses from foreign exchange. (5,673) Increase in portfolio investments. Increase in portfolio investments. (85,003) Increase in trade and other receivables. (86,514) Increase in trade and other payables. Movement in other net assets. (11)  Cash used in operating activities. (15,7)  Net cash used in operating activities. (15,7)  Net cash used in operating activities. (15,7)  Increase in trade and other payables. (15,7)  Net cash used in operating activities. (15,7)  Income taxes paid. (15,7)  Net cash used in operating activities. (15,7)  Increase traceived. (15,7)  Increase of property, plant and equipment. (17,8) Purchase of intangible assets. (17,9) Purchase of intangible assets. (17,9) Proceeds from sale of property, plant and equipment. (18,96) Proceeds from sale of property, plant. (18,96) Proceeds from loans and borrowings. (18,164)  Increase in cash used in investing activities. (18,96)  Net cash trom financing activities. (19,96)  Net cash from financing activities. (19,96)  Net decrease in cash and cash equivalents. (19,96)  Cash and cash equivalents at beginning of period. (10,900) Effect of movements in exchange rates on cash held. (10,900) Effect of movements in exchange rates on cash held. (10,900)		(299)
Finance costs Unrealised losses from foreign exchange. 51,263 Unrealised losses from foreign exchange. (6,673  Increase in portfolio investments. (15,5003) Increase in trade and other receivables (16,514) Increase in trade and other payables. 42,003 Movement in other net assets. (11)  Cash used in operating activities. (15,74) Income taxes paid. (15,77)  Net cash used in operating activities. (15,614) Interest received. 27,77 Proceeds from sale of subsidiary 47,77 Purchase of property, plant and equipment 77,78 Purchase of intanglibe assets 5,79 Purchase of property, plant and equipment 7,79 Purchase of intanglibe assets 7,79 Purchase of	Interest receivable	(1,593)
Unrealised losses from foreign exchange	Loss on sale of property, plant and equipment and intangible assets	44
Increase in portfolio investments. (35,003 Increase in trade and other receivables (16,514 Increase in trade and other payables. 4,205 Movement in other net assets. III  Cash used in operating activities. (157 Net cash used in operating activities (157 Net cash used in investing activities (158 Net cash used in investing activities (159 Net cash from loans and borrowings. (159 Net cash from financing activities (159 Net cash from financing ac	Finance costs	51,263
Increase in trade and other receivables	Unrealised losses from foreign exchange	(6,673)
Increase in trade and other receivables	Increase in portfolio investments	(35,003)
Movement in other net assets		(16,514)
Cash used in operating activities	Increase in trade and other payables	4,205
Income taxes paid	Movement in other net assets	111
Net cash used in operating activities (31,611)  Investing activities Interest received	Cash used in operating activities	(31,454)
Investing activities Interest received	Income taxes paid	(157)
Interest received	Net cash used in operating activities	(31,611)
Proceeds from sale of subsidiary	Investing activities	
Purchase of property, plant and equipment (789) Purchase of intangible assets (596) Proceeds from sale of property, plant (13) Net cash used in investing activities (622)  Financing activities Proceeds from loans and borrowings (11,900) Net cash from financing activities (11,900) Net cash from financing activities (30,969) Cash and cash equivalents at beginning of period (106,938) Effect of movements in exchange rates on cash held (3,086)	Interest received	272
Purchase of intangible assets	Proceeds from sale of subsidiary	478
Proceeds from sale of property, plant  Net cash used in investing activities  Financing activities  Proceeds from loans and borrowings	Purchase of property, plant and equipment	(789)
Financing activities Proceeds from loans and borrowings	Purchase of intangible assets	(596)
Financing activities Proceeds from loans and borrowings	Proceeds from sale of property, plant	13
Proceeds from loans and borrowings	Net cash used in investing activities	(622)
Proceeds from loans and borrowings	Financing activities	
Interest paid       (11,900)         Net cash from financing activities       1,264         Net decrease in cash and cash equivalents       (30,969)         Cash and cash equivalents at beginning of period       106,938         Effect of movements in exchange rates on cash held       3,084		13,164
Net cash from financing activities	,	(11,900)
Cash and cash equivalents at beginning of period	·	1,264
Cash and cash equivalents at beginning of period	Net decrease in cash and cash equivalents	(30,969)
Effect of movements in exchange rates on cash held	•	• • •
		3.084
Cash and cash equivalents at end of period	Cash and cash equivalents at end of period	79.053



#### Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 1. Accounting policies

#### General information and basis of preparation

These interim financial statements are prepared under the historical cost convention and in accordance with applicable International Financial Reporting Standards (IFRS) as adopted for use in the European Union (EU). Those standards have been applied consistently to the historical periods. As the Group was incorporated on 1 June 2015, no prior period comparatives are presented in these interim financial statements.

#### Basis of consolidation

The Group interim financial statements consolidate the interim financial statements of Garfunkelux 2 Holdco S.A. ("the Company") and all its subsidiary undertakings (together "the Group") for the three month period ending 31 March 2016.

The Group controls an investee if and only if the Group has:

- Power over the investee (i.e. existing voting rights that give it the current ability to direct the relevant activities of the investee);
- Exposure, or rights, to variable return from its involvement with the investee; and
- The ability to use its power over the investee to affect its return.

Generally, there is a presumption that a majority of voting rights results in control. To support its presumption and when the Group has less than a majority of voting rights or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee including:

- The contractual arrangements with the other vote of the investee;
- Rights arising from the contractual arrangements; and
- The Group voting rights and potential voting rights.

All intra-group transactions, balances, income and expenses are eliminated on consolidation.

#### Going concern

There are long-term business plans and short-term forecasts in place, which are reviewed and updated on an ongoing regular basis by management.

The directors have a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. They consequently adopt the going concern basis of accounting in preparing these interim financial statements.

#### Foreign currency

The Group entities are initially recording all their transactions in the Functional Currency of each entity and items included in the financial statements of these entities are measured using their Functional Currency.

Transactions in foreign currencies are translated to the respective Functional Currencies of Group entities at the foreign exchange rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are retranslated to the Functional Currency at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the income statement. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are retranslated to the Functional Currency at foreign exchange rates ruling at the dates the fair value was determined.



#### Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 1. Accounting policies (continued)

#### Foreign currency (continued)

The assets and liabilities of foreign operations, including goodwill and fair value adjustments arising on consolidation, are translated to the Group's Presentational Currency (Sterling) at foreign exchange rates ruling at the balance sheet date. The revenues and expenses of foreign operations are translated at an average rate for the period where this rate approximates to the foreign exchange rates ruling at the dates of the transactions. Exchange differences arising from this translation of foreign operations are reported as an item of other comprehensive income and accumulated in the translation reserve or non-controlling interest, as the case may be.

#### **Business combinations**

Acquisitions of subsidiaries and businesses are accounted for using the acquisition method. The consideration for each acquisition is measured at the aggregate of the fair values (at the date of exchange) of assets given, liabilities incurred or assumed, and equity instruments issued by the Group in exchange for control of the acquiree. Acquisition-related costs are recognised in the statement of comprehensive income ("SCI") as incurred.

#### Goodwill

Goodwill arising in a business combination is recognised as an asset at the date that control is acquired (the acquisition date). Goodwill is measured as the excess of the sum of the consideration transferred, the amount of any non-controlling interest in the acquiree and the fair value of the acquirer's previously held equity interest (if any) in the entity over the net of the acquisition date amounts of the identifiable assets acquired and the liabilities assumed.

Total goodwill is tested for impairment annually. Additionally, if there is evidence of impairment in any cash-generating unit ("CGU"), goodwill allocated to that CGU is also tested for impairment.

#### Revenue recognition and effective interest rate method

Finance revenue on portfolio investments

Income from portfolio investments represents the yield from portfolio investments, net of VAT where applicable. Acquired portfolio investments are financial instruments that are accounted for using IAS 39, and are measured at amortised cost using the effective interest method.

The effective interest rate ("EIR") is the rate that exactly discounts estimated future cash receipts of the acquired portfolio asset to the net carrying amount at initial recognition, (i.e. the price paid to acquire the asset). These estimated future cash receipts are reflective of the conditions within the markets which the Group operates and range from 84 months to 120 months. An initial EIR is determined at the acquisition of the portfolio investment, following this there is a short period that is required to adjust the EIR due to the complexity of the portfolios acquired.

Acquired portfolio investments are acquired at a deep discount and as a result the estimated future cashflows reflect the likely credit losses within each portfolio.

Increases in portfolio carrying values can and do occur should forecasted cashflows be deemed greater than previous estimates. The difference in carrying value following an enhanced collection forecast is recognised in the portfolio write up line within revenue, with subsequent reversals also recorded in this line. If these reversals exceed cumulative revenue recognised to date, an impairment is recognised as a separate line item in the SCI.

As part of the acquisition accounting around the purchase of Metis Bidco Limited by Simon Bidco Limited on 13 October 2015 the portfolio investments were uplifted to their fair value at the date of acquisition. The portfolio fair value release represents the unwinding of this fair value uplift. This uplift is being unwound in line with the profile of gross ERC over an 84 month period, in keeping with a standard collection curve profile.



#### Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 1. Accounting policies (continued)

#### Revenue recognition and effective interest rate method (continued)

Service Income

Service income represents amounts receivable for tracing and debt collecting services (commissions) provided to third party clients, net of VAT where applicable. The revenue is recognised when the service is provided (accruals basis).

### Impairment of acquired portfolio investments

Acquired portfolio investments are reviewed for indications of impairment at the Statement of Financial Position ("SFP") date in accordance with IAS 39. Where portfolios exhibit objective evidence of impairment, an adjustment is recorded to the carrying value of the portfolio investment. If the forecast portfolio collections exceed initial estimates, a portfolio basis adjustment is recorded as an increase to the carrying value of the portfolio investment and is included in revenue. If the forecast portfolio collections are lower than previous forecasts the revenue from previous upward revaluations are reversed and this reversal is recognised in revenue, up to the point that the reversals equal the previously recognised cumulative revenue. If these reversals exceed the previously recognised cumulative revenue then an impairment is recognised as a separate SCI line item.

#### Financial instruments

Financial assets and financial liabilities are recognised in the Group's Consolidated SFP when the Group becomes a party to the contractual provisions of the instrument.

Financial assets and liabilities at fair value through profit or loss

This category relates to financial assets and liabilities that must be recognised at fair value through profit or loss. Such assets or liabilities are initially recognised at cost, which at this point equates to fair value. They must be measured subsequently at fair value.

The main assets and liabilities in the Group falling into this category are derivative financial instruments that do not fall under the scope of hedge accounting in accordance with IAS 39.

Loans and receivables

Acquired portfolio investments are acquired from institutions at a substantial discount from their face value. The portfolios are initially recorded at their fair value, being their acquisition price, and are subsequently measured at amortised cost using the effective interest method.

The portfolio investment is analysed between current and non-current in the SFP. The current asset is determined using the expected cash flows arising in the next twelve months after the SFP date. The residual amount is classified as non-current.

Trade receivables, loans, and other receivables that have fixed or determinable payments that are not quoted in an active market are classified as 'Trade and other receivables'. Trade and other receivables are measured at amortised cost using the effective interest method, less any impairment. Interest income is recognised by applying the effective interest rate, except for short-term receivables (including Trade receivables) when the recognition of interest would be immaterial.

The Group has forward flow agreements in place in relation to the future acquisition of portfolio investments. The fair value and subsequent amortised cost of portfolios acquired under these agreements are determined on the same basis as the Group's other portfolio investments.

Impairment of financial assets

Financial assets, other than those held at fair value through profit or loss / SCI (FVTPL), are assessed for indicators of impairment at each period end. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected.



#### Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 1. Accounting policies (continued)

### Financial instruments (continued)

Financial liabilities and equity

Debt and equity instruments are classified as either financial liabilities or as equity in accordance with the substance of the contractual arrangement.

Financial liabilities

All financial liabilities held by the Group are measured at amortised cost using the effective interest rate method, except for those measured at fair value through the SCI, e.g. derivative liabilities. The Group derecognises financial liabilities when, and only when, the Group's obligations are discharged, cancelled or they expire.

Derivative financial instruments

The Group does not hold derivative instruments for trading purposes.

Derivative financial instruments are used for hedging. As of the balance sheet date, they relate both to hedging the risk of a change in the fair value of a recognised asset or a recognised liability and to hedging the risk of variability in cash flows.

Derivatives are initially recognised at fair value on the date on which the derivative contract is entered into, and subsequently re-measured at their fair value at each reporting date. The resulting gain or loss is recognised in the SCI immediately. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

#### Financial liability in respect of the purchase of non controlling interest

The Group has provided a financial liability in respect of the purchase of the remaining 25% of the shares in Simon Holdco Limited. At the time of the Metis Bidco Limited transaction on the 13 October 2015 a legal obligation was created to acquire the remaining shares in Simon Holdco Limited within a certain time frame. This transaction occurred on 17 May 2016. The financial liability at 31 March 2016 is recognised at the amounts expected to arise at the future date discounted to present value.

#### Litigation costs

Litigation costs represent upfront fees paid during the litigation process, expected to be recoverable from the customer. Release to the SCI is in line with the collection profile.

#### Collection activity costs

Collection activity costs represents the direct third party costs incurred in providing services as a debt collection agency or collecting debts on acquired portfolio investments; examples include printing and postage, third party commissions, search and trace costs, litigation, telephone and SMS text costs. They are recognised as the costs are incurred (accruals basis).



#### Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 1. Accounting policies (continued)

#### **Taxation**

The tax expense represents the sum of the tax currently payable and deferred tax.

#### Current tax

The tax currently payable is based on taxable profit for the period. Taxable profit differs from net profit as reported in the SCI because it excludes items of income or expense that are taxable or deductible in other periods and it further excludes items that are never taxable or deductible. The Group's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the period end.

#### Deferred tax

Deferred tax is the tax expected to be payable or recoverable on differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit, and is accounted for using the balance sheet liability method.

#### **Provisions**

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event, if it is probable that the Group will be required to settle that obligation and if a reliable estimate of the amount of the obligation can be made.



## Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 2. Finance costs

	3 months to 31 March 2016 £000
Interest payable on the senior secured notes	17,344
Interest payable on the senior unsecured notes	6,327
Fees payable on the notes	1,104
Interest and fees payable on Revolving Credit Facility	654
Interest payable on shareholder loan	4,876
Other interest payable	479
Notional interest on financial liabilities relating to non-controlling interest	1,554
Foreign exchange losses	18,925
	51,263

## 3. Portfolio investments

	31 March 2016 £000
As at 1 January 2016	616.461
Portfolios acquired during the period	70,606
Collections in the period	(90,739)
Income from portfolio investments	45,851
Portfolio fair value release	(857)
Portfolio write-up	10,708
Other	6,992
	659,022

## 4. Trade and other receivables

	31 March 2016 £000
Trade receivables	7,441
Prepayments and accrued income	6,388
Other receivables	25,357
	39,186



## Notes to the unaudited interim financial statements 3 months ended 31 March 2016

## 5. Trade and other payables

	31 March 2016 £000
Trade payables	6,603
Other taxes and social security	3,082
Accruals and deferred income	13,159
Other payables	34,044
	56,888

## 6. Borrowings

	31 March 2016 £000
Non-current	
Unsecured borrowing at amortised cost	
Senior Notes	230,000
Prepaid costs on Senior Notes	(9,059)
Shareholder loan owed to Garfunkelux Holdco 1 S.A.R.L	218,189
Total unsecured	439,130
Secured borrowing at amortised cost	
Senior Secured Notes	853,715
Prepaid costs on Senior Secured Notes	(31,384)
Total secured	822,331
Total borrowings due for settlement after 12 months	1,261,461
Current	
Unsecured borrowing at amortised cost	
Interest on Senior Notes	11,388
Revolving credit facility	23,164
Other interest payable	302
Total unsecured	34,854
Secured borrowing at amortised cost	
Interest on Senior Secured Notes	25,220
Total secured	25,220
Total borrowings due for settlement before 12 months	60,074



#### Notes to the unaudited interim financial statements 3 months ended 31 March 2016

#### 7. Subsequent Events

On the 28 April, the Group announced the acquisition of 100% share of IS Group Management GmbH, a group of companies trading as IS Inkasso Service. IS Inkasso Service is a market leading credit management company offering a range of services across the spectrum of risk management, receivables management and debt collection. The company's primary geographical focus is in Austria, although it also provides services in Switzerland and to a limited extent the fast-growing economies of Eastern Europe. Given that the acquisition of IS Group Management GmbH remains subject to regulatory approval, there are no current values for purchase price allocation, this will be undertaken in due course.

As at 31 March 2016, the Company indirectly owned 75% of Simon Holdco Limited and all of its subsidiaries, both direct and indirect. The results of Simon Holdco Limited and all of its direct and indirect subsidiaries are consolidated at an effective 100% ownership as a legal obligation was created at the point of acquisition on 13 October 2015 that all remaining shares would be acquired at a later date. On 17 May 2016, the Group settled the financial liability to acquire the remaining 25% of the shares in Simon Holdco Limited.



## Reconciliations

## Operating Profit to Cash EBITDA

	3 months to 31 March 2016 £000
Loss for the period	(31,357)
Loss for the period Net finance costs	49,670
Taxation charge	1,672
Operating profit	19,985
Portfolio amortisation	44,888
Portfolio write up	(9,897)
Portfolio fair value adjustment	857
Non recurring costs	795
Depreciation and amortisation	2,690
Cash EBITDA	59,318

## Cash Collections to Cash EBITDA

	3 months to 31 March 2016 £000
Cash collections	90,739
Other income	37,498
Operating expenses	(73,215)
Non recurring costs	795
Direct write-down of portfolios	811
Depreciation and amortisation	2,690
Cash EBITDA	59,318