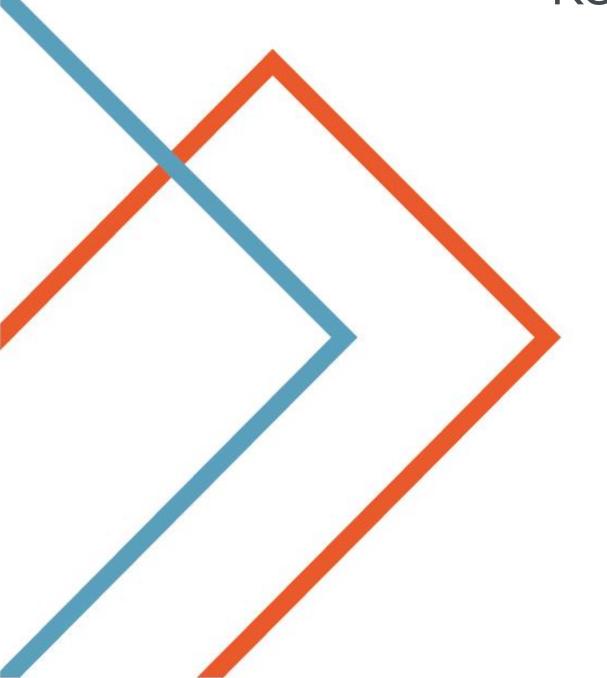


# Garfunkelux Holdco 2 S.A. QE 30 June 2019 Results





### 1. Highlights

- > 120 Month Estimated Remaining Collections ("ERC") at £3,295.5m as of 30 June 2019.
- > Portfolio investments acquired for the three months ending 30 June 2019 total £72.8m.
- > **Debt Purchase gross cash collections** of £192.1m in the three months ending 30 June 2019.
- **Cash income** of £237.0m in the three months ending 30 June 2019.
- > Cash EBITDA<sup>(1)</sup> for the three months ended 30 June 2019 of £123.1m.
- > Net debt to LTM Pro forma Cash EBITDA<sup>(2)</sup> is at 5.1x as at 30 June 2019.
- > Net secured debt to LTM Pro forma Cash EBITDA(2) is at 4.1x as at 30 June 2019.

<sup>(1)</sup> Cash EBITDA is defined as collections on owned portfolios plus other turnover, less collection activity costs and other expenses (which together equals servicing costs) and before exceptional items, depreciation and amortisation.

<sup>(2)</sup> Pro forma LTM Cash EBITDA as quoted is defined as Group Cash EBITDA for the twelve months ended 30 June 2019, adjusted for Pro forma cost adjustments.



### 1. Highlights (continued)

### Commenting on the results, Colin Storrar, CEO, said:

"I am really pleased to present another set of strong results, my first as Group CEO. Our excellent collections performance, widening margins and ability to continue to deploy capital at attractive returns are all once again evident in the results that we are presenting today.

We have again achieved good growth in each of our three key metrics, and have continued the trend of margin growth – underlining the strong financial foundations of our business. We have continued to grow our business the right way: seeking the best rates of return from portfolios, investing in our capability and driving efficiencies where we see opportunities, such as through robotic process automation.

With this backdrop of excellent financial performance and a positive market environment, I am also very pleased to announce that we have bought back £33.5m of our 2023 Senior Unsecured Notes, marking a step in evolving our capital structure. Looking forward, we remain confident of managing our leverage in line with guidance."

#### About Lowell:

Lowell is one of Europe's largest credit management companies with a mission to make credit work better for all. It operates in the UK, Germany, Austria, Switzerland, Denmark, Norway, Finland, Sweden and Estonia.

Lowell's unparalleled combination of data analytics insight and robust risk management provides clients with expert solutions in debt purchasing, third party collections and business process outsourcing. With its ethical approach to debt management, Lowell always looks for the most appropriate, sustainable and fair outcome for each customer's specific circumstances.

Lowell was formed in 2015 following the merger of the UK and German market leaders: the Lowell Group and the GFKL Group. In 2018, Lowell completed the acquisition of the Carve-out Business from Intrum, which has market leading positions in the Nordic region. It is backed by global private equity firm Permira and Ontario Teachers' Pension Plan.

For more information on Lowell, please visit our investor website: www.lowell.com



### 1. Highlights (continued)

#### Non-IFRS financial measures

We have included certain non-IFRS financial measures in this trading update, including **Estimated Remaining Collections** ("ERC"), **Cash EBITDA** and **Gross Money Multiples** ("GMMs").

We present ERC because it represents our expected gross cash proceeds of the purchased debt portfolios recorded on our balance sheet 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 debt portfolios at any point in time, which is an important supplemental measure for our board of directors and management to assess the gross 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. Our ERC projection, calculated by our proprietary analytical models, utilises historical portfolio collection performance data and assumptions about future collection rates. While we cannot guarantee that we will achieve such collections and while our ERC projection may not be comparable to similar metrics used by other companies in our industry, our ERC forecasts have historically proven to be somewhat conservative through all phases of the economic cycle.

We present Cash EBITDA because we believe it may enhance an investor's understanding of our underlying cash flow generation at a given point in time that can be used to service or pay down debt, pay income taxes, purchase new debt portfolios and for other uses. Cash EBITDA is defined as collections on owned portfolios plus other turnover, less collection activity costs and other expenses (which together equals servicing costs) and before exceptional items, depreciation and amortisation.

Our board of directors and management use Cash EBITDA to understand cash profit in a period, mindful it is neither a proxy for future periods (since it is a lagged measure which can be influenced by the volume and mix of purchases in the latter months of the reported period), nor is it an indication of run off cash generation as the current cost base is representative of our front loaded cost curves and recent purchasing activity. 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.

We present Gross Money Multiples ("GMMs") because it represents our expected gross cash return from purchased debt portfolios. In addition, GMMs are one of a number of return metrics that we use when making pricing and investment decisions. GMMs can be reported on a rolling basis or on a static basis. On a rolling basis, GMMs are calculated as the sum of gross collections achieved to date plus our ERC as at the reporting date, divided by purchase price. All things being equal and based on this rolling definition, GMMs should improve over time as portfolios and vintages mature. On a static basis, GMMs are calculated over a static time-period – for example, a static 120m GMM will be based upon either gross collections achieved to date plus the remaining months of ERC required to get to a 120m total period or the original priced 120m collection expectations, divided by purchase price.

ERC, Cash EBITDA and GMMs and all other non-IFRS measures 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 periods ended 30 June 2019 and 30 June 2018.

(£ in millions unless otherwise noted)	Three months ended or as at 30 June 2019	Three months ended or as at 30 June 2018
Portfolio investments acquired	72.8	109.4
Gross cash collections (in total)	454.9	466.4
Gross cash collections (DP 'debt purchase')	192.1	170.0
Gross cash collections (3PC 'third party collections')	262.8	296.4
3PC income	44.9	42.0
Cash income	237.0	213.8
Cash EBITDA <sup>(1)</sup>	123.1	105.7
84 month ERC	2,734.6	2,453.8
120 month ERC	3,295.5	2,909.2
180 month ERC	3,911.2	3,395.3

<sup>(1)</sup> Cash EBITDA is defined as collections on owned portfolios plus other turnover, less collection activity costs and other expenses (which together equals servicing costs) and before exceptional items, depreciation and amortisation.



### 2. Operating & financial review (continued)

#### Collections

Strong quarterly collections on DP Portfolios were achieved by the business totalling £192.1m in the three months ending 30 June 2019.

#### **Income**

Total income of £209.3m was generated in the three months ending 30 June 2019. Service revenue in the three months to 30 June 2019 of £57.8m included 3PC income of £44.9 m and lawyer service revenue of £12.8m (three months to 30 June 2018: 3PC income of £42.0m and lawyer service revenue of £12.6m).

#### **Operating expenses**

Operating expenses including exceptional costs of £11.2m were £149.6m for the period, of which £85.5m were collection activity costs. Collection costs include lawyer service costs which totalled £13.1m in the three months to 30 June 2019 (three months to June 2018: £12.8m).

#### **Finance costs**

Excluding foreign exchange effects, finance costs totalled £49.2m for the three months ended 30 June 2019, see note 3.

#### Cash flow

Net cash generated by operating activities after portfolio purchases and exceptional costs totalled £24.2m in the three months to 30 June 2019. Net cash generated from operating activities before portfolio purchases and income taxes paid totalled £103.2m in the 3 months to June 2019.

While returns achieved on an individual portfolio can vary, the business has a consistent and impressive track record of generating strong and sustainable unlevered returns on its aggregate purchased portfolios. Gross Money Multiple as at 30 June 2019 is shown below.

	U As at 30 J	K une 2019	DACH Nordics As at 30 June 2019 As at 30 June 201					
	Invested (£ millions)	Gross Money Multiple (1)	Invested (€ millions)	Gross Money Multiple (1)	Invested (€ millions)	Gross Money Multiple <sup>(1)</sup>		
Total 120 month	1,763	2.5x	586	3.1x	1,102	2.4x		
Total 180 month	1,763	2.6x	586	3.3x	1,102	2.5x		

<sup>(1)</sup> Gross Money 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.



# Garfunkelux Holdco 2 S.A. Unaudited condensed consolidated interim statement of comprehensive income As at 30 June 2019

	Note	3 months to 30 June 2019 £000	3 months to 30 June 2018 £000
Continuing operations			
Income			
Income from portfolio investments	4	92,374	89,920
Net portfolio write up	4	58,134	23,522
Portfolio fair value release	4	(391)	(497)
Service revenue	2	57,784	54,559
Other revenue		1,154	3,154
Other income		280	248
Total income		209,335	170,906
Oneveting evenence			
Operating expenses		(05 517)	(76.101)
Collection activity costs Other expenses		(85,517) (64,053)	(76,191) (59,826)
·			, , ,
Total operating expenses		(149,570)	(136,017)
Operating profit		59,765	34,889
Finance income		1,773	2,581
Finance costs	3	(49,028)	(45,438)
Profit/(loss) for the period, before tax		12,510	(7,968)
To the second to add		(4.254)	270
Tax (expense)/credit		(1,351)	278
Profit/(loss) for the period		11,159	(7,690)
Other comprehensive expenditure  Items that will or may be reclassified subsequently to profit or loss			
Foreign operations – foreign currency translation differences		(13,286)	(5,218)
Net fair value losses – cash flow hedges		(1)	-
Other comprehensive expenditure, net of tax		(13,287)	(5,218)
Total comprehensive expenditure for the period		(2,128)	(12,908)



# Garfunkelux Holdco 2 S.A. Unaudited condensed consolidated interim statement of financial position As at 30 June 2019

	Note	30 June 2019 £000	30 June 2018 £000
Assets			
Non-current assets			
Goodwill		1,216,416	1,209,740
Intangible assets		159,760	165,485
Property, plant and equipment		63,463	12,461
Portfolio investments	4	1,044,115	900,366
Other financial assets		9,416	8,714
Deferred tax assets		13,859	9,382
Total non-current assets		2,507,029	2,306,148
Current assets			
Portfolio investments	4	570,717	538,930
Inventories		108	106
Trade and other receivables	5	62,976	84,520
Other financial assets		6,873	8,863
Assets for current tax		4,239	2,278
Cash and cash equivalents		126,313	112,945
Total current assets		771,226	747,642
Total assets		3,278,255	3,053,790
Facility			
Equity Characteristics		4 205	4 205
Share capital		4,385	4,385
Share premium and similar premiums		516,721	516,721
Reserves		(101,672)	(95,114)
Retained deficit  Total equity		(238,145) <b>181,289</b>	(198,910) <b>227,082</b>
oquit,		302,200	
Liabilities			
Non-current liabilities			
Borrowings	7	2,573,068	2,369,916
Provisions		10,533	10,261
Other financial liabilities		49,772	147
Deferred tax liabilities		48,360	47,756
Total non-current liabilities		2,681,733	2,428,080
Current liabilities			
Trade and other payables	6	114,956	121,288
Provisions		16,999	13,494
Borrowings	7	237,251	220,220
Derivatives		2,895	4,166
Other financial liabilities		11,377	7,029
Current tax liabilities		31,755	32,431
Total current liabilities		415,233	398,628
Total equity and liabilities		3,278,255	3,053,790



# Garfunkelux Holdco 2 S.A. Unaudited condensed consolidated interim statement of changes in equity 3 months ended 30 June 2019

	Share Capital £000	Share premium & similar premiums £000	Capital Reserve £000	Translation reserve £000	Valuation reserve £000	Hedging reserve £000	Retained deficit £000	Total £000
Balance at 1 April 2018	4,385	516,721	(7,946)	(81,588)	(362)	-	(191,220)	239,990
Loss for the period	-	-	-	-	-	-	(7,690)	(7,690)
Exchange Differences	-	-	-	(5,218)	-	-	-	(5,218)
Total comprehensive expenditure	-	-	-	(5,218)	-	-	(7,690)	(12,908)
Balance at 30 June 2018	4,385	516,721	(7,946)	(86,806)	(362)	-	(198,910)	227,082
Loss for the period	-	-	-	-	-	-	(11,618)	(11,618)
Actuarial gains on pension	-	-	-	-	457	-	-	457
Deferred tax on pensions	-	-	-	-	(149)	-	-	(149)
Exchange differences	-	-	-	(2,808)	-		-	(2,808)
Total comprehensive income/ (expenditure)	-	-	-	(2,808)	308	-	(11,618)	(14,118)
Balance at 31 December 2018	4,385	516,721	(7,946)	(89,614)	(54)	-	(210,528)	212,964
Loss for the period	-	-	-	-	-	-	(38,776)	(38,776)
Exchange differences	-	-	-	9,541	-	-	-	9,541
Net fair value losses – cash flow hedges	_	-	_	-	-	(312)	-	(312)
Total comprehensive income/ (expenditure)	-	-	-	9,541	-	(312)	(38,776)	(29,547)
Balance at 31 March 2019	4,385	516,721	(7,946)	(80,073)	(54)	(312)	(249,304)	183,417
Profit for the period	-	-	-	-	-	-	11,159	11,159
Exchange Differences	-	-	-	(13,286)	-	-	-	(13,286)
Net fair value losses – cash flow hedges	-	-	-	-	-	(1)	-	(1)
Total comprehensive expenditure	-	-	-	(13,286)	-	(1)	11,159	(2,128)
Balance at 30 June 2019	4,385	516,721	(7,946)	(93,359)	(54)	(313)	(238,145)	181,289



# Garfunkelux Holdco 2 S.A. Unaudited condensed consolidated interim statement of cash flows 3 months ended 30 June 2019

	Note	3 months to 30 June 2019 £000	3 months to 30 June 2018 £000
Net cash generated by/(used in) operating activities	8	24,202	(16,103)
Investing activities			
Purchase of property, plant and equipment		(1,434)	(1,228)
Purchase of intangible assets		(5,486)	(4,254)
Net cash used in investing activities		(6,920)	(5,482)
Financing activities			
Proceeds from loans and borrowings		106,592	74,520
Transaction costs related to loans and borrowings		(358)	(2,942)
Repayment of borrowings		(79,568)	(4,031)
Payment of lease liabilities		(1,317)	-
Interest paid		(55,628)	(49,407)
Net cash (used in)/ generated by financing activities		(30,279)	18,140
Net decrease in cash and cash equivalents		(12,997)	(3,445)
Cash and cash equivalents at beginning of period		134,734	114,987
Effect of movements in exchange rates on cash held		4,576	1,403
Cash and cash equivalents at end of period		126,313	112,945



#### 1. Accounting policies

#### General information and basis of preparation

These interim financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union. These interim financial statements have been prepared on a historical cost basis except for derivative financial instruments that have been measured at fair value. Those standards have been applied consistently to the historical periods.

#### **Basis of consolidation**

The Group interim financial statements consolidate the interim financial statements of Garfunkelux Holdco 2 S.A. ("the Company") and its subsidiaries (together "the Group") for the three month period ending 30 June 2019.

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 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.



### 1. Accounting policies (continued)

#### Foreign currency

The Group entities initially record 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 Statement of Comprehensive Income ("SCI"). 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.

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.

#### **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 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.



#### 1. Accounting policies (continued)

#### Revenue recognition and effective interest rate method

Finance revenue on portfolio investments

Income from portfolio investments represents the yield from acquired portfolio investments, net of VAT where applicable. Acquired portfolio investments are financial instruments that are accounted for using IFRS 9, 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.

Acquired portfolio investments are acquired at a deep discount and classified as purchased or credit impaired ("POCI") in line with IFRS 9. As a result the estimated future cash flows, and hence EIR, reflect the likely credit losses within each portfolio.

Increases in portfolio carrying values can and do occur should forecasted cash flows be deemed greater than previous estimates and because of the rolling nature of the period to derive future cash receipts. The difference in carrying value following an enhanced collection forecast is recognised in the net portfolio write up line within income, with subsequent reversals also recorded in this line. This line represents the net impairment gains on portfolio investments.

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 standard profile of a gross collection curve of these portfolios.

#### Service Revenue

Service revenue represents amounts receivable for tracing and debt collecting services (commissions and fees) provided to third party clients including collection lawyers, net of VAT where applicable. Performance obligations within service contracts are the collection of cash and hence these are satisfied when the Group collects on debt. Payment is due from clients shortly after cash is collected on their behalf. Revenue is recognised when performance obligations are satisfied.

#### 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 the IFRS 9 forward looking expected credit loss ("ECL") model. As the Group's portfolio investments are classified as POCI assets, lifetime ECL is included in the calculation of EIR. The estimation of expected credit losses includes an assessment of forward-looking economic assumptions. Impairment represents changes to carrying values, discounted at the EIR, of the portfolio investments as a result of reassessments of the estimated future cash flows. These are recognised in net portfolio write up in the SCI.

The impairment adjustment is calculated by discounting regularly revised cash flow forecasts developed for each individual portfolio investment, at the initially set EIR. The cash flow forecasts, which represent the undiscounted value of the ERC of the Group's portfolio investments at a given point in time, are calculated over the portfolio expected useful life, based on previous month's collections and portfolio performance information collated within our proprietary valuation model.



#### 1. Accounting policies (continued)

#### **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.

#### 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 EIR 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.

Portfolio investments include litigation costs which represent upfront fees paid during the litigation process, expected to be recoverable from the customer and added to the customer account balance to be recovered at a later date.

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 EIR 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.

#### 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 EIR 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.



#### 1. Accounting policies (continued)

#### **Collection activity costs**

Collection activity costs represents direct staff costs and the direct third party costs 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 costs.

#### **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.

#### 2. Service revenue

	3 months to 30 June 2019 £000	3 months to 30 June 2018 £000
3PC income	44,947	41,970
Lawyer service revenue	12,837	12,589
	57,784	54,559



#### 3. Finance costs

	3 months to 30 June 2019 £000	3 months to 30 June 2018 £000
Interest payable on the Senior Secured Notes	27,677	27,794
Interest payable on the Senior Unsecured Notes	6,325	6,325
Fees payable on the notes	6,789	1,947
Interest and fees payable on Revolving credit facility	1,853	1,607
Interest payable on shareholder loan	8,584	7,941
Net gain on financial instruments designated as FVTPL	(5,427)	(1,398)
Interest payable on securitisation	2,036	99
Other interest payable	750	1,123
Net foreign exchange loss	(178)	-
Interest expense from lease liabilities	619	-
	49,028	45,438

4. Portfolio investments		
	30 June 2019 £000	30 June 2018 £000
Non-current	1,044,115	900,366
Current	570,717	538,930
Total	1,614,832	1,439,296
	30 June 2019	30 June 2018
	£000	£000
At start of the period	<b>£000</b> 1,558,074	<b>£000</b> 1,381,014
At start of the period  Portfolios acquired during the period		
•	1,558,074	1,381,014
Portfolios acquired during the period	1,558,074 72,842	1,381,014 109,440
Portfolios acquired during the period  Collections in the period	1,558,074 72,842 (192,103)	1,381,014 109,440 (170,021)
Portfolios acquired during the period  Collections in the period  Income from portfolio investments	1,558,074 72,842 (192,103) 92,374	1,381,014 109,440 (170,021) 89,920
Portfolios acquired during the period  Collections in the period  Income from portfolio investments  Net portfolio write up	1,558,074 72,842 (192,103) 92,374 58,134	1,381,014 109,440 (170,021) 89,920 23,522



#### 5. Trade and other receivables

	30 June 2019 £000	30 June 2018 £000
Trade receivables	20,467	14,030
Prepayments and accrued income	21,244	18,727
Other receivables	18,440	51,130
Tax receivable	2,825	633
	62,976	84,520

#### 6. Trade and other payables

	30 June 2019 £000	30 June 2018 £000
Trade payables	15,102	19,420
Other taxes and social security	6,362	5,808
Accruals and deferred income	44,404	34,743
Other payables	49,088	61,317
	114,956	121,288

Other payables includes amounts due of £7.3m in respect of portfolios purchased but not yet paid for as at 30 June 2019 (30 June 2018: £14.8m).



### 7. Borrowings

	30 June 2019 £000	30 June 2018 £000
Non-current		
Unsecured borrowing at amortised cost		
Senior Notes	230,000	230,000
Prepaid costs on unsecured borrowings	(6,214)	(5,844)
Shareholder loan owed to Garfunkelux Holdco 1 S.à r.l.	390,564	352,251
Total unsecured	614,350	576,407
Secured borrowing at amortised cost		
Senior Secured Notes	1,843,560	1,829,457
Prepaid costs on secured borrowings	(32,439)	(39,925)
Securitisation loans	147,597	3,977
Total secured	1,958,718	1,793,509
Total borrowings due for settlement after 12 months	2,573,068	2,369,916
Current		
Unsecured borrowing at amortised cost		
Interest on Senior Notes	4,217	4,218
Other interest payable	1,004	584
Total unsecured	5,221	4,802
Secured borrowing at amortised cost		
Interest on Senior Secured Notes	21,181	22,021
Revolving credit facility	134,856	171,892
Securitisation loans	75,993	21,505
Total secured	232,030	215,418
Total borrowings due for settlement before 12 months	237,251	220,220



#### 8. Note to the statement of cashflows

	Note	3 months to 30 June 2019 £000	3 months to 30 June 2018 £000
Profit/(loss) for the period before tax		12,510	(7,968)
Adjustments for:			
Income on portfolio investments	4	(92,374)	(89,920)
Net portfolio write up	4	(58,134)	(23,522)
Portfolio fair value release	4	391	497
Collections on owned portfolios	4	192,103	170,021
Depreciation and amortisation		10,126	7,262
Finance income		(1,773)	(2,581)
Loss on sale of property, plant and equipment and intangible assets		-	54
Finance costs	3	49,028	45,438
Unrealised losses from foreign exchange		(5,198)	(3,238)
(Increase)/ decrease in trade and other receivables		(6,802)	3,642
Increase/ (decrease) in trade and other payables		1,463	(3,879)
Movement in other net assets		1,871	(5,668)
Cash generated by operating activities before portfolio acquisitions		103,211	90,138
Portfolios acquired <sup>(1)</sup>		(79,042)	(103,880)
Net cash generated by/ (used in) operating activities		24,169	(13,742)
Income taxes received/(paid)		33	(2,361)
Net cash generatd by/ (used in) operating activities		24,202	(16,103)

<sup>(1)</sup> Portfolios acquired represents the amount paid for portfolio purchases in the period, taking into account timing differences.

### 9. SUBSEQUENT EVENTS

The Group purchased £33.5m of its 11% senior unsecured notes due 2023 in the open market between July and August 2019 using cash on balance sheet.



### Reconciliations

Profit to Cash EBITDA	3 months to 30 June 2019 £000
Profit for the period	11,159
Net finance costs	47,255
Taxation charge	1,351
Operating profit	59,765
Portfolio amortisation	99,729
Net portfolio write up	(58,134)
Portfolio fair value release	391
Non-recurring costs / exceptional items, net of exceptional income	11,175
Depreciation and amortisation	10,126
Cash EBITDA	123,052

Cash collections to Cash EBITDA	3 months to 30 June 2019 £000
Cash collections	192,103
Other income	59,218
Operating expenses	(149,570)
Non-recurring costs / exceptional items, net of exceptional income	11,175
Depreciation and amortisation	10,126
Cash EBITDA	123,052

Net cash flow to Cash EBITDA	3 months to 30 June 2019 £000
Decrease in cash in the period	(12,997)
Movement in debt	(27,024)
Portfolios acquired	79,042
Interest paid	55,628
Taxation servicing	(33)
Transaction costs related to loans and borrowings	358
Capital expenditure and financial investment	6,920
Payment of lease liabilities	1,317
Cash flow before interest, portfolio purchases, tax expenses and capital expenditure	103,211
Working capital adjustments	8,666
Non-recurring costs /exceptional items, net of exceptional income	11,175
Cash EBITDA	123.052