

Report  
Q3 2022  
UNAUDITED

## At a Glance

### Q3 '22 highlights

- & Incoming payments from clients (collections) in Q3'22 up approx. 30% y-o-y to EUR 5.4 million adjusted for the Estonian II pillar pension scheme related effect of approx. EUR 1.2 million in Sep. '21
- & Cash EBITDA in Q3 '22 raised approx. 38% y-o-y to EUR 3.7 million adjusted for the Estonian II pillar pension scheme related effect in Q3' 21
- & Net profit in Q3 '22 amounted to EUR 0.1 million (Q3 '21: EUR 0.6 million)
- & ERC increased by 13.0% to EUR 183.5 million as of 30 Sep.'22 (31 Dec. '21: EUR 162.4 million)
- & Management team strengthened for future growth appointing experienced banking manager Krõõt Kilvet new board member and CEO from October 2022 and Rasmus Noormägi as CFO from September 2022

### 9M '22 highlights

- & Incoming payments from clients (collections) in 9M '22 up approx. 33% y-o-y to EUR 15.5 million adjusted for the Estonian II pillar pension scheme related effect of approx. EUR 1.2 million in Sep. '21
- & Cash EBITDA in 9M '22 raised approx. 147% y-o-y to EUR 11.4 million adjusted for the Estonian II pillar pension scheme related effect in Q3 '21
- & Net profit amounted in 9M '22 to EUR 1.6 million (9M '21: EUR 4.7 million)
- & EUR 70 million of senior secured bonds issued in July '22 offering conversion options to refinance existing bonds and for growth financing

### Recent developments

- & Restructuring offer for other debtors to roll over positions to 2026 Eurobond after Estonian note maturing 31 October 2022 was not redeemed as long-standing investors commitment from investors would not be renewed given the change in market conditions
- & As the total amount of the outstanding payments on the 2022 Estonian notes, including the redemption of the notes and interest payments, exceeded the amount of EUR 10 million PlusPlus Capital declared cross-default on the 2026 EUR bond (ISIN XS2502401552)

## Key figures

in EUR million	AC	FVTPL	AC	FVTPL	FVPTL
	Q3 '22	Q3 '21	9M '22	9M '21	FY '21
Incoming payments from clients (cash collection)***	5.4	5.3*	15.9	13.2*	17.5*
Cash EBITDA	3.7	3.9*	11.4	5.8	10.1
Operating revenue	4.8	6.0	14.9	20.8	26.5
Operating expenses (incl. salaries)	1.3	2.4	4.2	7.3	9.1
Interest coverage ratio (ICR)	1.25	1.38	1.25	0.72	1.01
Net profit	0.1	0.6	1.6	4.7	5.4
Expected remaining collections (ERC)	183.5	156.3	183.5	156.3	162.4
Total assets	132.6	110.7	131.9	110.7	113.5
Equity ****	43.8	28.3	43.8	28.3	39.9
Equity ratio	33.4%	25.5%	33.4%	25.5%	35.4%
Net debt/Cash EBITDA (Net leverage)	5.95	13.5	5.95	13.5	6.9
Net debt/ERC (Net LTV)	44.2%	50.2%	44.2%	50.2%	41.6%

\* including effect of September 2021 Estonian II pillar pension scheme of approx. EUR 1.2 million

\*\* preliminary data (unaudited)

\*\*\* including portfolios in Fresh Finance since '22 (EUR 3.3 million as of 30 Sep. '22)

\*\*\*\* including subordinated convertible loans

\*\*\*\*\* Change in accounting as of 1 Jan. '22 from Fair Value Through Profit and Loss (FVTPL) to Amortized Cost (AC) without effect on incoming payments from clients (collections) but on revenue and expenses recognition.

## Statement of the Management

Dear investors and readers,

PlusPlus Capital is very well positioned to benefit from the current macroeconomic development in its operating countries. While inflation rates are high in all EU countries and have already reached double-digits in the Baltics, consumers are feeling a rise in the cost of living. Moreover, higher interest rates on loans are putting a strain on households' disposable income, pushing people into unintentional and undeserved overdue payments on credit-financed purchases. Consequently, demand for PlusPlus Capital's range of payment solutions for private individuals is growing.

For PlusPlus Capital, an inflationary environment creates attractive portfolio purchasing opportunities. At the same time, the labour market situation in the Baltic countries mitigates the higher risk of future defaults associated with rising portfolio tenders. In fact, the Baltic countries continue to suffer from a shortage of labour rather than unemployment, and labour market statistics indicating the ability of clients to pay have not worsened.

In the nine-month period 2022, PlusPlus Capital has recorded a successful business performance. As such, payments from clients and various profitability ratios are at record levels. In the nine-month period of 2022, we achieved an increase in payments received from clients (collections) by almost 21% to EUR 15.9 million. Adjusted for one-time effect of the inflows from the Estonian II pillar pension scheme of approx. EUR 1.2 million in September of the previous year, the increase was even around 33%.

On the financing side, the outbreak of war in Ukraine, high inflation and depression fears weighed on economic development and restricted capital fund raising as a result of the build-up of cash positions in uncertain times. As a result, the total volume of the EUR 15 million Estonian notes (ISIN EE3300001726) originally outstanding for repayment could only be partially transferred to the EUR 2026 bond (ISIN XS2502401552), as a number of long-standing commitments from investors would not be renewed given the change in market conditions. Subsequent to asking holders of the aforementioned 2022 notes to vote on a redemption waiver by 18 November 2022, we suspended payments on our Baltic bonds. As the total amount of the outstanding payments on the 2022 Estonian notes, including the redemption of the notes and interest payments, exceeds the amount of EUR 10 million according to terms and

conditions of the 2026 Eurobond, PlusPlus Capital Financial S.à r.l. declared a cross-default on the 2026 EUR bond and has informed the bondholder agent without delay on 7 November 2022.

PlusPlus Capital in view of the successful operational business is committed to finding a sustainable and satisfactory solution with the involvement of the investors.



Krõõt Kilvet, Chief Executive Officer (CEO) and Member of the Management Board

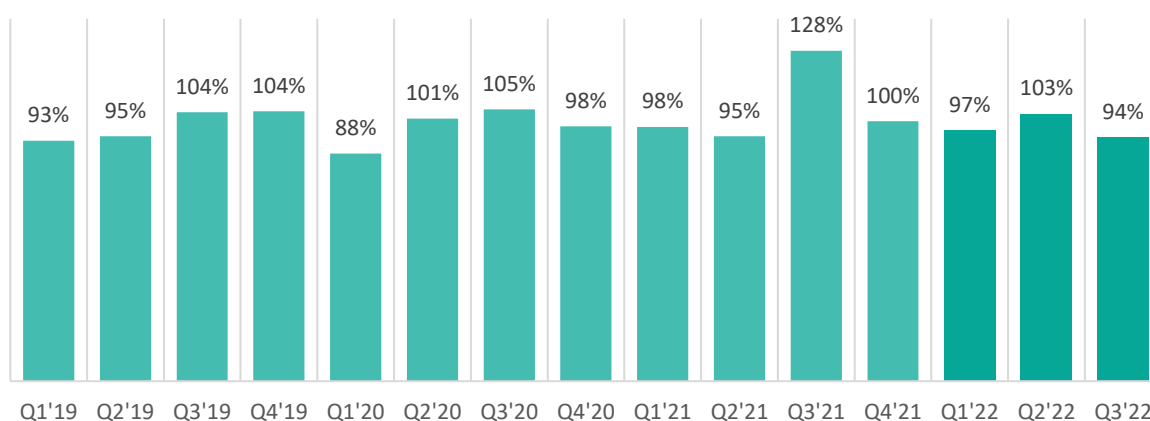
# Management Report

## Operations

### Incoming payments

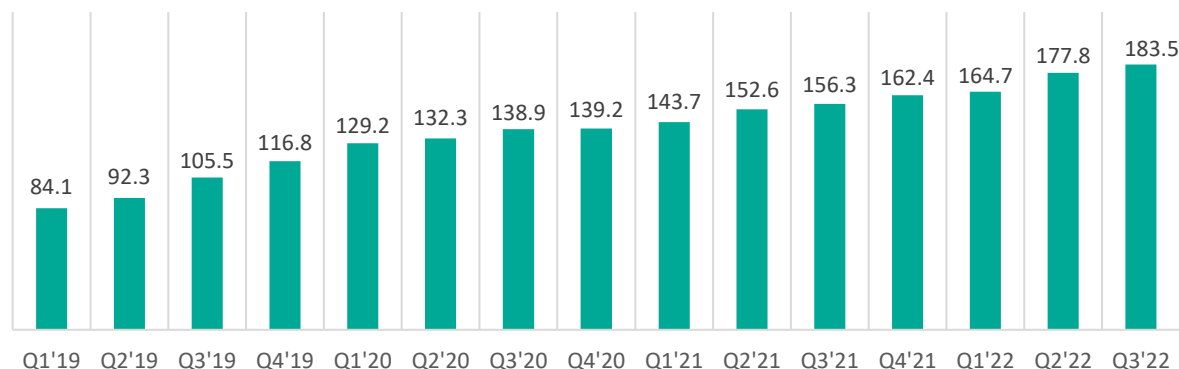
In Q3 '22, PlusPlus Group's incoming payments from clients, or collections, increased by 0.6% y-o-y to EUR 5.4 million. Adjusted for one-time effect of the inflows from the Estonian II pillar pension scheme of approx. EUR 1.2 million in September of the previous year, the increase was even 29.8%. With the possibility to have funds from the II pillar pension scheme paid out twice a year, more than EUR 1.2 billion were paid out to over 150,000 Estonian citizens with its introduction in September 2021. For the period January to September 2022, monthly incoming payments from EUR 1.4-2.0 million, compared to EUR 1.2-1.5 million in the same period of the previous year.

### Rolling quarterly ERC forecast vs actual of NPL (%)



Incoming payments in 9M '22 were in the expected range, with Q2 slightly exceeding the expectations (102% of ERC) and Q3 slightly below (94% of ERC), but all in all within the acceptable margin of error.

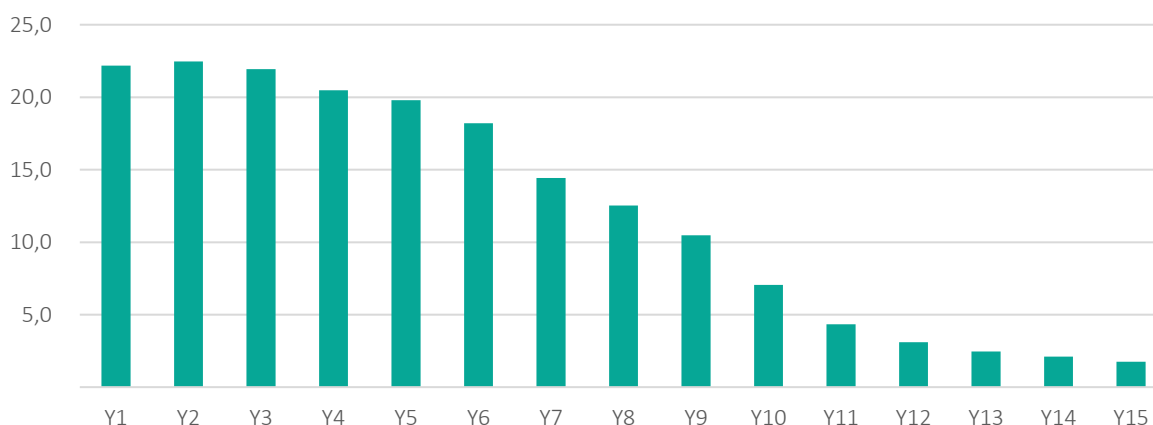
### Quarterly ERC development (EURm)



Expected remaining collections (ERC) at the end of Sep. '22 amounted to EUR 183.5 million, of which EUR 7.4 million (4% in total) in Finland, EUR 65.4 million (36% in total) in Estonia, EUR 49.7 million (27% of total) in Latvia, and EUR 61.0 (33% in total) million in Lithuania.

The expected annual incoming payments of EUR 183.5 million are expected to be received in the next 180 months. 80% of this which is approx. EUR 147.0 million is anticipated to be received within the next 7.5 years. By comparison, the total claim balance as of 30 Sept. '22 was around EUR 251.0 million for principal only.

### Expected annual incoming payments according to ERC (in EURm)

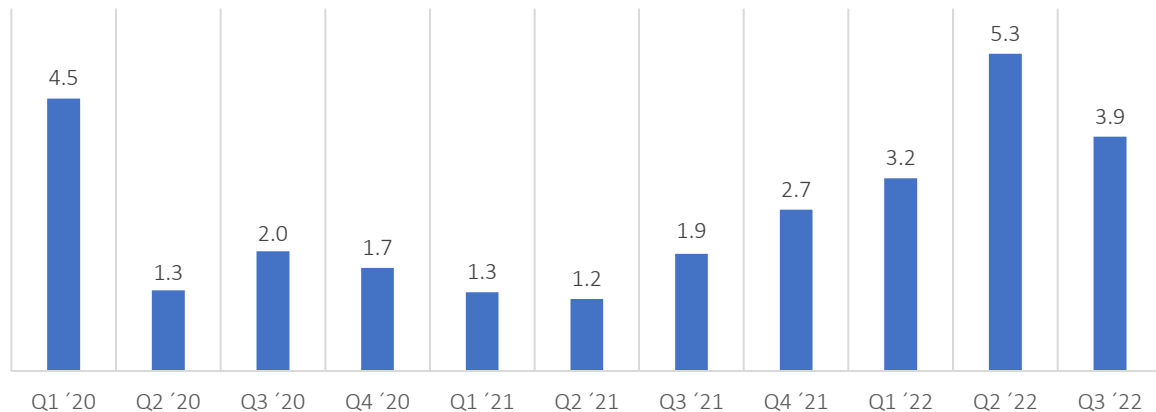


Asset allocation is in line with strategic target to hold comparable exposures in Estonia, Latvia and Lithuania while gradually strengthening positions in Finland. We also look forward to increasing our exposure in Finland in wake of good results demonstrated during the start-up period since autumn 2019.

## Portfolio investments

The NPL market in the operating countries remains active. As a result, the portfolio volume acquired by PlusPlus in Q3 '22 almost doubled y-o-y to EUR 3.9 million. In Q3 '22 in total 34 new portfolios were acquired including 19 in Estonia, 3 in Latvia and 12 in Lithuania.

### Quarterly portfolio acquisitions (in EURm)



## Earnings, financial and asset position

### Operating revenues

In Q3 '22, operating revenues amounted to EUR 4.8 million (9M '21: EUR 6.0 million). The difference is attributable to a change in accounting principles as of 1 Jan. '22 from Fair Value Through Profit and Loss (FVTPL) to Amortized Cost (AC) as the incoming payments from clients, or cash collections, as common in the industry, provide a better understanding of the operational performance.

### Operating expenses

Operating and administrative expenses, including salaries, in Q3 '22 amounted to EUR 1.3 million (Q3 '21: EUR 2.4 million). The difference is attributable to implementing cost capitalization from 1 Jan '22. Costs directly attributable to the main operations, debt restructuring and payment solutions for private persons, are capitalized for 5 years. Taking into account the capitalized costs in Q3 '22, operating and administrative expenses were slightly higher than in Q3 '21. Operating expenses essentially comprise restructuring expenses, general operating expenses. Restructuring expenses are recognized as operating expenses as adding value is generated through restructuring claims.



General administrative expenses break down into legal and consulting expenses, personnel expenses, and administrative expenses.

The operational expense ratio compared to revenues amounted to 27% in Q3 '22 (Q3 '21: 41%). The difference is attributable to a change in accounting principles as of 1 Jan. '22 from Fair Value Through Profit and Loss (FVTPL) to Amortized Cost (AC).

Depreciation and amortization costs were roughly at previous year's level of EUR 0.1 million. Depreciation and amortization costs are mostly related to the IT developments and office equipment.

## Operating Result

Adjusted EBITDA amounted to EUR 3.5 million in Q3 '22 (Q3 '21: EUR 3.5 million). The adjusted EBITDA margin in Q3 '22 stood at 72.8% (Q3 '21: 59.2%). The differences are attributable to a change in accounting principles as of 1 Jan. '22 from Fair Value Through Profit and Loss (FVTPL) to Amortized Cost (AC).

Cash EBITDA amounted to EUR 3.7 million in Q3 '22 (Q3 '21: EUR 3.9 million). However, cash EBITDA adjusted for one-time effect of the inflows from the Estonian II pillar pension scheme of approx. EUR 1.2 million in September of the previous year rose by 38%. The cash EBITDA margin stood at 69.5% (Q3 '21: 73.1%).

## Net financial items

Financial expenses increased by 5.7% y-o-y in Q3 '22 to EUR 3.0 million attributable mainly to the EUR 70 million of senior secured bonds issued in July '22.

Interest coverage ratio (Cash EBITDA/interest expenses) improvement is held back by the high financial expenses, from which interest expense are the most significant part. Interest coverage ratio calculated as of 30 Sep. '22 is on the level of PlusPlus Capital's Eurobond covenants of 1.25.

## Net profit

Net profit amounted to EUR 0.1 million in Q3 '22 (Q3 '21: EUR 0.6 million). The lower quarterly net profit is attributable to the income tax of the dividend payment decided by the Annual General Meeting held on 31 May '22, and paid out in Q3 '22 in the amount of EUR 1.4 million to the owners of the Company with the relevant income tax amounting to EUR 0.26 million.

## Cash flow and financing

Cash flow from operating activities in Q3 '22 decreased to EUR -2.8 million (Q3 '21: EUR 0.4 million) as a result of portfolio acquisitions. Portfolio investments in Q3 '22 nearly doubled to EUR 3.9 million (Q3 '21: EUR 1.9 million). Total net cash inflow in Q3 '22 amounted to EUR 0.9 million (Q3 '21: EUR -2.8 million). Accordingly, cash and cash equivalents as of 30 Sep. '22 amounted to EUR 1.5 million (31 Dec. '21: EUR 0.6 million).

## Assets

As of 30 Sep. '22, total assets increased by 16.2% to EUR 132.6 million (31 Dec. '21: EUR 113.5 million), mainly attributable to acquired portfolios, additional funding received both through equity and interest bearings loans and borrowings. Thereof, 90.7% or EUR 120.2 million were attributable to portfolios of receivables and cash compared to total assets of EUR 132.6 million (31 Dec. '21: 94.1% or EUR 106.9 million compared to total assets of EUR 113.5 million).

## Equity

As of 30 Sep. '22, equity increased by 9.7% to EUR 43.8 million (31 Dec. '21: EUR 39.93 million), mainly attributable to additional funding of EUR 3.6 million received from local equity investors in February 2021 and also retained earnings from the ongoing financial year in the amount of EUR 1.6 million. The corresponding equity ratio of 33.4% (31 Dec. '21: 35.4%) reflects the Group's strong capitalization, and exceeds PlusPlus Capital's Eurobond covenants of at least 20% significantly.

In Feb. '22, an equity increase of EUR 3.6 million was carried out by direct cash contribution from new shareholders to strengthen the equity base of the Group.

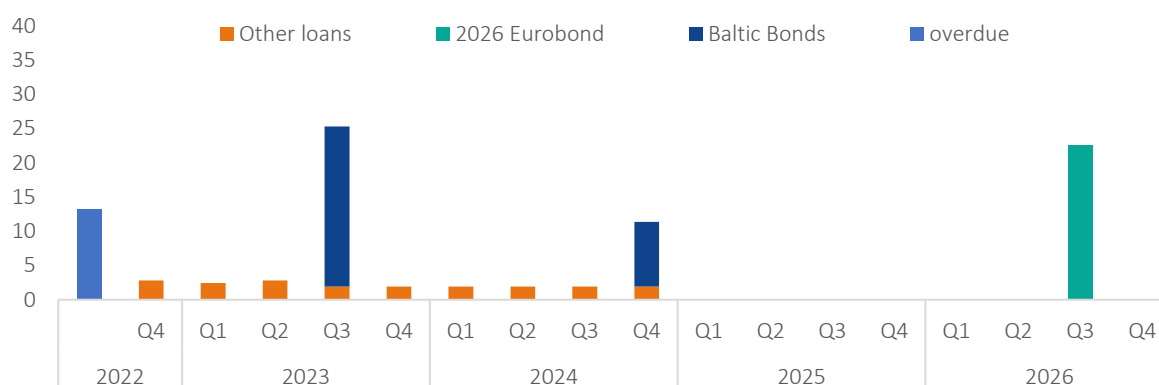
## Liabilities

As of 30 Sep. '22, total liabilities increased by 19.7% to EUR 88.8 million (31 Dec. '21: EUR 73.68 million). Net debt/ERC (Net LTV) improvement is attributable to rise in ERC through portfolio acquisitions and successful restructuring activities carried out by the main operations teams. Net debt/ERC (Net LTV) is significantly below PlusPlus Capital's Eurobond covenants of not more than 65%. The same applies to the net debt/ cash EBITDA (Net Leverage) of 5.95, which is below the covenant of a ratio of 6.

## Eurobond covenant ratios

As of	30 Sep. '22	31 Dec. '21	Δ
<b>Capitalization</b>			
Equity ratio (Equity/total assets less cash)	33.4%	35.4%	-2.0bps
Financial covenant at least	20.0%		
Net loan to value (LTV) (Net debt/expected remaining collections (ERC))	44.2%	41.6%	+2.6bps
Financial covenant not exceeding	65.0%		
<b>Trailing 12 month period ending on</b>			
	30 Sep. '22	30 Sep. '21	Δ
Net leverage ratio, times (Net debt to cash EBITDA)	5.95	6.9	-13.7%
Financial covenant not exceeding	6.0		
<b>Profitability</b>			
Interest coverage ratio (ICR), times (Cash EBITDA/interest expenses)	1.25	1.01	+22.9%
Financial covenant at least	1.25		

## Distribution of investor loans maturity profile



PlusPlus Capital AS intends to agree with all holders of Estonian notes and holders of other loan instruments on a rollover to 2026 Eurobond.

## Subsequent events

After the end of the reporting period, experienced bank manager and former CEO of the subsidiary Fresh Finance Group OÜ Mrs. Krõõt Kilvet was appointed as the new CEO at the

beginning of Oct. '22. The strengthening of the Management Board through the appointment of a new Board member and more differentiated responsibilities supports future growth of the Company. Mr. Kaarel Raik and Ms. Linda Visocka will continue to serve as members of the Management Board and will focus more on the strategic development of ESG, portfolio management and country office activities, respectively.

The total volume of the EUR 15 million Estonian notes (ISIN EE3300001726) originally outstanding for repayment could only be partially transferred to the EUR 2026 bond (ISIN XS2502401552), as a number of long-standing commitments from investors would not be renewed given the change in market conditions. Subsequent to asking holders of the aforementioned 2022 notes to vote on a redemption waiver by 18 November 2022, we suspended payments on our Baltic bonds. As the total amount of the outstanding payments on the 2022 Estonian notes, including the redemption of the notes and interest payments, exceeds the amount of EUR 10 million according to terms and conditions of the 2026 Eurobond, PlusPlus Capital Financial S.à r.l. declared a cross-default on the 2026 EUR bond and has informed the bondholder agent without delay on 7 November 2022.

## Outlook

Activity in the NPL acquisition market remains high. Given the restructuring efforts of the interest-bearing borrowings, portfolio acquisition opportunities remain constrained until a permanent solution for the restructuring has been found.

Rising interest rates will have an impact on PlusPlus Capital's financing costs. Although all PlusPlus Capital's borrowings are with fixed interest rates, the overall increase in the market either has put the investors on the sidelines or increased the interest rates significantly.

PlusPlus Capital's main operations have so far seen increasing incoming payments on a quarterly basis, thus so far, the impacts on collection from the high inflation and increasing interest rates observed over the past months have been limited. Nevertheless, there were indications that fewer large one-time payments were being made and that debtors were requesting longer payment plans with lower monthly instalments or payment deferrals. A supporting factor to the main operations of the Group have been low unemployment numbers in the Estonia, Latvia, Lithuania. Should unemployment numbers rise, we could see a change in the trend witnessed until now in incoming payments from clients. A related possible further decline in debtors' real disposable income could have a negative impact on their ability to repay their debts. At the same time, higher default rates among credit providers could result in more non-performing loans being available for purchase.

## Financial Statements

### Balance sheet

in EUR thousand	30 Sep. '22	31 Dec. '21
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	1 488	1 707
Intangible assets	2 757	2 133
Acquired debt receivable portfolios	97 075	87 933
Trade and other receivables	4 746	1 480
<b>Total non-current assets</b>	<b>106 065</b>	<b>93 253</b>
<b>Current assets</b>		
Acquired debt receivable portfolios	21 645	18 350
Trade and other receivables	3 384	1 339
Cash and cash equivalents	1 501	566
<b>Total non-current assets</b>	<b>26 529</b>	<b>20 256</b>
<b>TOTAL ASSETS</b>	<b>132 594</b>	<b>113 509</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	17 109	15 666
Share premium	8 409	6 216
Legal reserve	1 100	500
Subordinated convertible loans	0	0
Retained earnings	17 169	17 545
<b>Total equity</b>	<b>43 787</b>	<b>39 928</b>
<b>Non-current liabilities</b>		
Subordinated convertible loans	0	1 486
Interest-bearing loans and liabilities	57 521	42 582
<b>Total non-current liabilities</b>	<b>57 521</b>	<b>44 068</b>
<b>Current liabilities</b>		
Trade and other receivables	4 059	1 969
Subordinated convertible loans	2 135	2 000
Interest-bearing liabilities	25 092	25 543
<b>Total current liabilities</b>	<b>31 286</b>	<b>29 513</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>132 594</b>	<b>113 509</b>

## Financial Statements

### Income statement

	AC	FVTPL	AC	FVTPL
in EUR thousand	3Q '22	3Q '21	9M '22	9M '21
Operating revenue	4 755	5 968	14 943	20 851
Interest income				
Net fee and commission income				
Other income			10	3
Net charge for expected credit loss				
<b>Total operating revenue</b>	<b>4 755</b>	<b>5 968</b>	<b>14 953</b>	<b>20 854</b>
Operating expenses	533	1 112	1 927	3 686
Personnel expenses	759	1 253	2 239	3 625
Depreciation and amortization	139	143	431	429
Other expenses	0	70	13	70
<b>Total operating expense</b>	<b>1 430</b>	<b>2 578</b>	<b>4 610</b>	<b>7 810</b>
<b>Operating profit</b>	<b>3 325</b>	<b>3 391</b>	<b>10 343</b>	<b>13 044</b>
Financial income	0	0	0	3
Financial expenses	2 988	2 828	8 507	8 091
<b>Profit before tax</b>	<b>337</b>	<b>563</b>	<b>1 836</b>	<b>4 955</b>
Income tax	262	0	262	233
<b>Net profit for the period</b>	<b>75</b>	<b>563</b>	<b>1 574</b>	<b>4 723</b>

## Financial Statements

### Cash flow statement

in EUR thousand	Q3 '22	Q3 '21	9M '22	9M '21
<b>Cash flow from operating activities</b>				
Profit before income tax	337	563	1 836	4 955
Adjustments for non-cash items:				
Depreciation and amortization	139	143	431	429
Changes in working capital:				
Change in trade and other receivables	-418	-48	-2 785	197
Change in trade and other payables	101	-662	-802	-1 515
Change in acquired debt receivable portfolios	-4362	-2 374	-12 436	-11 826
Change in loans and advances to customers	-1 541	-74	-2 513	69
Other adjustments:				
Interest expenses	2 988	2 817	8 634	8 081
Other financial income and expenses	0	10	0	13
<b>Net cash flow from operating activities</b>	<b>-2 757</b>	<b>376</b>	<b>-7 636</b>	<b>403</b>
<b>Cash flow from investing activities</b>				
Acquisition of tangible and intangible assets	-342	-64	-884	-165
Business loans issued	-	-	-	-
Repayments received for business loans issued	-	-	-	1
Interests received	-	-	-	65
Acquisition of other investments	-	-	-	-
<b>Net cash flow from investing activities</b>	<b>-342</b>	<b>-64</b>	<b>-884</b>	<b>-99</b>
<b>Cash flow from financing activities</b>				
Loans received and bonds issued	10 466	4 895	23 195	16 670
Repayments of loans and bonds issued	-2 626	-6 015	-9 420	-8 689
Repayments of financial lease liabilities	-5	-13	-31	-33
Proceeds from subordinated loans	-	-	-	-
Paid-in equity contribution	-	-	3 635	-
Paid dividend	-1 350	-	-1 350	-1 000
Income tax paid	-262	-	-262	-233
Interests paid on loans and borrowings	-2 182	-1 942	-6 314	-5 958
Interest paid on financial lease liabilities	-	-	-	-
Other financing activities	-	-	-	-
<b>Net cash flow from financing activities</b>	<b>4 041</b>	<b>-3 076</b>	<b>9 454</b>	<b>757</b>
<b>Cash and cash equivalent at beginning of period</b>	<b>558</b>	<b>4 565</b>	<b>566</b>	<b>740</b>
Change in cash and cash equivalents	942	-2 764	934	1 061
<b>Cash and cash equivalent at end of period</b>	<b>1 501</b>	<b>1 801</b>	<b>1 501</b>	<b>1 801</b>

## Financial Statements

### Statement of changes in equity

in EUR thousand	Share capital	Share premium	Legal reserve	Subordinated convertible loan	Retained earnings	Total
<b>As at 1 Jan. '21</b>	5 000	0	500	436	18 617	24 553
Subordinated convertible loans	0	0	0	-436	2	-435
Dividend	0	0	0	0	-2 000	-2 000
Non-monetary contribution	6 216	6 216	0	0	0	12 433
Bonus issue	4 450	0	0	0	-4 450	0
<b>Total transactions with owners</b>	<b>10 666</b>	<b>6 216</b>	<b>0</b>	<b>-436</b>	<b>-6 450</b>	<b>9 997</b>
Net profit for the period	0	0	0	0	5 378	5 378
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5 378</b>	<b>5 378</b>
<b>As at 30 Sep. '21</b>	<b>15 666</b>	<b>6 216</b>	<b>500</b>	<b>0</b>	<b>17 545</b>	<b>39 928</b>
<b>As at 1 Jan. '22</b>	<b>15</b>	<b>6 216</b>	<b>500</b>	<b>0</b>	<b>17 545</b>	<b>39 928</b>
Paid-in equity contribution	1 442	2 193	0	0	0	3 635
Dividend	0	0	0	0	-1 350	-1 350
Increase of legal reserve	0	0	600	0	-600	0
<b>Total transactions with owners</b>	<b>1 442</b>	<b>2 193</b>	<b>600</b>	<b>0</b>	<b>-1 950</b>	<b>2 285</b>
Net profit for the period	0	0	0	0	1 574	1 574
<b>Total comprehensive income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1 574</b>	<b>1 574</b>
<b>As at 30 Sep. '22</b>	<b>17 109</b>	<b>8 409</b>	<b>1 100</b>	<b>0</b>	<b>17 169</b>	<b>43 787</b>



## Declaration of the Management Board

The financial and other additional information published in the Interim Report of PlusPlus Capital group for the third quarter 2022 is true and complete. The consolidated main financial statements give a true and fair view of the actual financial position, results of operations and cash flows of the group.

PlusPlus Capital group has prepared its annual accounts since financial year 2017 in accordance with the International Financial Reporting Standards as adopted by the EU (IFRS EU). The consolidated annual accounts of PlusPlus Capital group for 2021 based on the IFRS EU were audited by 12 April 2022 and are published at our homepage.

The consolidated financial statements accompanying the report for the period from July to September 2022 (and other additional information) are not audited as at interim reporting date. The financial information in Interim Report is prepared based on the International Financial Reporting Standards as adopted by the EU (IFRS EU).



Krõõt Kilvet

Aktsiaselts PlusPlus Capital, Member of the Management Board Tallinn, 15 November 2021

## Glossary

### **Amortized cost**

Accounting methodology, where financial assets are recognized at their acquisition cost adjusted by discounts or premiums minus their principal repayments

### **Cash EBITDA**

Cash and cash equivalents generated within the relevant period minus the consolidated operating expenses for the Group

### **Claim**

Legal right to receive payments from debtor based on agreed-upon contractual relationship

### **CRM**

Client relationship system

### **EBITDA**

Operating profit plus depreciation and amortization, non-recurring costs and exceptional items, and portfolio fair value adjustments (where applicable)

### **ERC**

Estimated remaining collections

### **ESG**

Environmental, Social and Governance framework

### **Forward-flow (portfolio)**

Commitment for periodical acquisition of receivables portfolios with pre-agreed specific terms

### **GMM**

Gross money multiple, which is calculated as total collections divided by purchase price of a portfolio (see also MOIC)

### **IFRS**

International financial reporting standards

### **Invested Capital**

Purchase cost of an acquired debt portfolio

### **IRR**

Internal rate of return

### **ISCR**

Interest service coverage ratio, which is the ratio of Cash EBITDA to net finance charges

### **MOIC**

Multiple of invested capital, which is calculated as gross return divided by investment (see also GMM)

### **Net debt**

Interest bearing debts less cash

### **LTV**

Loan to value, calculated as outstanding loan balance divided by value of relevant assets

### **NPL**

Non-performing loans

### **One-off (portfolio)**

Single commitment for acquisition of a debt receivable portfolio

### **OPEX**

Operating expenses (direct, administrative and payroll expense)

### **Portfolio**

A set of claims acquired in one transaction

### **Replacement cost**

Investment amount needed to maintain ERC at the level of the beginning of the period

### **Self-service**

Receivables management IT solution, where clients can manage their relations with the Company

### **Special (portfolio)**

A one-off commitment for acquisition of a receivable portfolio originating from irregular circumstances

### **Standard (portfolio)**

Forward-flow and regular one-off portfolios

### **Tender**

Sales process of portfolios, usually arranged as an auction

## About PlusPlus Capital

PlusPlus is a pan-Baltic and Finnish technology-driven receivables management company with offices in Tallinn, Riga, Vilnius, and Helsinki. The Company acquires overdue loans and other non-performing exposures from financial institutions and non-financial sector merchants. With its core competence in handling claims against private individuals, PlusPlus prefers diversified portfolios balanced by geography, portfolio type, and other metrics.

Since its inception in 2010, PlusPlus has bought over 100 thousand claims with nominal value of approximately EUR 274 million as at 30 June 2022. The Company offers its clients affordable recovery solutions and aims to avoid litigious scenarios. In doing so, PlusPlus pursues win-win solutions that allow sellers to focus on their core business, provide affordable solutions for borrowers, and ensure adequate returns for investors.

PlusPlus is a transparent and socially responsible company set to assist people in resolving problems connected with their insufficient solvency. The ambition of PlusPlus is to increase its market share and further strengthen its position as a leading player in its regional market.

[pluspluscapital.eu](https://pluspluscapital.eu)

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## Imprint

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