



# AnaCap Financial Europe S.A. SICAV-RAIF

Presentation of the Portfolio  
Business Financial Results for the  
Six Months Ended 30 June 2017

**12 September 2017**

# Disclaimer

This presentation has been prepared by AnaCap Financial Europe S.A. SICAV-RAIF (the “Company”) solely for informational purposes. For the purposes of this disclaimer, the presentation shall mean and include the slides that follow, the oral presentation of the slides by the Company or any person on their behalf, any question-and-answer session that follows the oral presentation, hard copies of this document and any materials distributed in connection with the presentation. By attending the meeting at which the presentation is made, dialling into the teleconference during which the presentation is made or reading the presentation, you will be deemed to have agreed to all of the restrictions that apply with regard to the presentation and acknowledged that you understand the legal and regulatory sanctions attached to the misuse, disclosure or improper circulation of the presentation.

The Company may have included certain non-IFRS financial measures in this presentation, including but not limited to Estimated Remaining Collections (“ERC”), Adjusted EBITDA, Normalized Adjusted EBITDA, Pro Forma Normalized Adjusted EBITDA, Total Gross Collections, Gross Money-on-Money Multiple and certain other financial measures and ratios. These measurements may not be comparable to those of other companies and may be calculated differently from similar measurements under the indenture governing the Company’s Senior Secured Floating Rate Notes due 2024 (“Notes”). Reference to these non-IFRS financial measures should be considered in addition to IFRS financial measures, but should not be considered a substitute for results that are presented in accordance with IFRS.

Certain information contained in this presentation has not been subject to any independent audit or review. A significant portion of the information contained in this document, including all market data and trend information, is based on estimates or expectations of the Company, and there can be no assurance that these estimates or expectations are or will prove to be accurate. Our internal estimates have not been verified by an external expert, and we cannot guarantee that a third party using different methods to assemble, analyse or compute market information and data would obtain or generate the same results. We have not verified the accuracy of such information, data or predictions contained in this report that were taken or derived from industry publications, public documents of our competitors or other external sources. Further, our competitors may define our and their markets differently than we do. In addition, past performance of the Company is not indicative of future performance. The future performance of the Company will depend on numerous factors which are subject to uncertainty.

Certain statements contained in this document that are not statements of historical fact, including, without limitation, any statements preceded by, followed by or including the words “will,” “targets,” “believes,” “expects,” “aims,” “intends,” “may,” “anticipates,” “would,” “could” or similar expressions or the negative thereof, constitute forward-looking statements, notwithstanding that such statements are not specifically identified. In addition, certain statements may be contained in press releases, and in oral and written statements made by or with the approval of the Company that are not statements of historical fact and constitute forward-looking statements. Examples of forward-looking statements include, but are not limited to: (i) statements about future financial and operating results; (ii) statements of strategic objectives, business prospects, future financial condition, budgets, projected levels of production, projected costs and projected levels of revenues and profits of the Company or its management or board of directors; (iii) statements of future economic performance; and (iv) statements of assumptions underlying such statements. Forward-looking statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions which are difficult to predict and outside of the control of the management of the Company. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements. We have based these assumptions on information currently available to us, if any one or more of these assumptions turn out to be incorrect, actual market results may differ from those predicted. While we do not know what impact any such differences may have on our business, if there are such differences, our future results of operations and financial condition, and the market price of the Notes, could be materially adversely affected. You should not place undue reliance on these forward-looking statements. All subsequent written and oral forward-looking statements in this presentation are expressly qualified in their entirety by the cautionary statements referenced above. Forward-looking statements speak only as of the date on which such statements are made. The Company expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events.

The presentation does not constitute or form part of, and should not be construed as, an offer to sell or issue, or the solicitation of an offer to purchase, subscribe to or acquire the Company or the Company’s securities, or an inducement to enter into investment activity in any jurisdiction in which such offer, solicitation, inducement or sale would be unlawful prior to registration, exemption from registration or qualification under the securities laws of such jurisdiction. No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This presentation is not for publication, release or distribution in any jurisdiction where to do so would constitute a violation of the relevant laws of such jurisdiction nor should it be taken or transmitted into such jurisdiction.

The debt securities issued by the Company have not been, and will not be, registered under the U.S. Securities Act of 1933 (the “Securities Act”), or the securities laws of any state or other jurisdiction of the United States. The Company has not been and will not be registered under the U.S. Investment Company Act of 1940 (the “Investment Company Act”), in reliance on the exception provided by Section 3(c)(7) thereof. The securities may not be offered or sold within the United States or to or for the account or benefit of “U.S. persons” (as defined in Regulation S under the Securities Act) or “U.S. residents” (as defined for the purposes of the Investment Company Act), except to “qualified institutional buyers” in reliance on the exemption from registration provided by Rule 144A under the Securities Act (“Rule 144A”) that are also qualified purchasers (“Qualified Purchasers”) (as defined in Section 2(a)(51)(A) of the Investment Company Act) and to certain persons in offshore transactions in reliance on Regulation S under the Securities Act.

In addition, this presentation is only directed at, and being distributed: (A) in the United Kingdom, to persons (i) who have professional experience in matters relating to investments and who fall within the definition of “investment professionals” in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005, as amended (the “Order”), (ii) who fall within Article 49 of the Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity within the meaning of Section 21 of the Financial Services and Markets Act 2000, as amended, in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated, and (B) in any other EEA Member State, to persons who are “qualified investors” within the meaning of Article 2(1)(e) of Directive 2003/71/EC and any relevant implementing measure in each Member State of the European Economic Area.



## Today's Presenters



**Justin Sulger – Head of Credit Investments,  
AnaCap Financial Partners LLP**



**Chris Ross-Roberts – Director and CFO of  
AnaCap Financial Europe**



**Tim Ayerbe – Director of AnaCap Financial Europe,  
Head of Asset Management, AnaCap Financial Partners LLP**



# Agenda

1. Basis of preparation of financial results
2. Strategic overview
3. Key financial highlights for H1 2017
4. Bond closing
5. Outlook
6. Q&A



# Basis of Preparation of the Portfolio Business Financial Statements

This presentation captures the financial data & results of the Portfolio Business for the six months ended 30 June 2017. The Condensed Interim Combined Financial Statements for the six months ended 30 June 2017 (the “Financial Statements”) have been specifically prepared on a carve-out basis, and have been prepared on a basis that combines the results, assets and liabilities of the Portfolio Business by applying the principles underlying consolidation procedures of IFRS 10 Statement of Consolidated Financial Statements. For further details on the basis of preparation of the financial statements see Note [3] to the Financial Statements.

The Portfolio Business has not existed and will not exist as a separate legal entity, or combined group of entities. It comprises a number of direct and indirect subsidiaries, and via these subsidiaries a number of debt portfolios. As such the results do not necessarily reflect what the financial performance and cash flows would have been had the Portfolio Business existed as a separate legal entity. The Financial Statements have been prepared on a consistent basis as with the Offering Memorandum for the Notes.

AnaCap Financial Europe S.A. SICAV-RAIF (“AFE”) was formed on 28 June 2017 for the purpose of facilitating the acquisition at fair value of the Portfolio Business from AnaCap Credit Opportunities II Limited and AnaCap Credit Opportunities III Limited, direct subsidiaries of AnaCap Credit Opportunities II, L.P. and AnaCap Credit Opportunities III, L.P. respectively (the “Acquisition”), as detailed in the Offering Memorandum. The Acquisition was financed by the issuance of €325,000,000 Senior Secured Floating Rate Notes due 2024, and the Acquisition completed on 21 July 2017.

Following the completion of the Acquisition of the Portfolio Business by AFE on the 21 July 2017, the first set of interim accounts for AFE will be to the period from incorporation to 30 September 2017.



# Strategic Overview

AFE SUCCESSFULLY COMPLETED THE ACQUISITION OF THE PORTFOLIO BUSINESS ON 21 JULY 2017 AND ISSUED €325,000,000 SENIOR SECURED FLOATING RATE NOTES DUE 2024.





## Strategy of AFE is to:

1. Leverage origination, pricing and operational expertise of AnaCap
2. Target primarily non-performing debt in its core markets (Italy, Spain, Portugal, Romania, UK)
3. Continue to maintain a diverse mix of secured and unsecured consumer and SME portfolios
4. Continue to invest selectively in chosen markets with attractive gross money multiples
5. Continue to invest in IT/analytics and proactive servicing strategies in order to maximise recoveries over the long term



# Key financial highlights for H1 2017

STRONG MOMENTUM & GROWTH IN KEY FINANCIAL METRICS:

	H1 2016	H1 2017	Growth
<b>Revenue<sup>1</sup></b>	€31.2m	€40.9m	 +31.3% <sup>3</sup>
<b>Core Collections</b>	€37.1m	€50.2m	 +35.4%
<b>Normalised Adjusted EBITDA</b>	€20.8m	€36.2m	 +73.7%
<b>Normalised Adjusted EBITDA margin<sup>2</sup></b>	56.2%	72.2%	 +1600 bps

€40m capital deployed in March 2017 in attractive Italian portfolio (secured performing & NPL)

<sup>1</sup> Excluding profit from portfolio sales

<sup>2</sup> Based on Normalised Adjusted EBITDA as a percentage of Core Collections

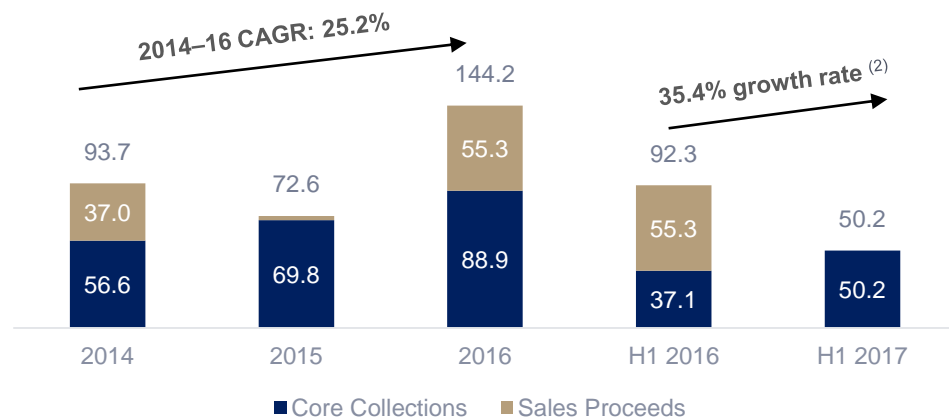
<sup>3</sup> Growth rate is based on the underlying figures in the Financial Statements

© AnaCap 2017. All rights reserved.

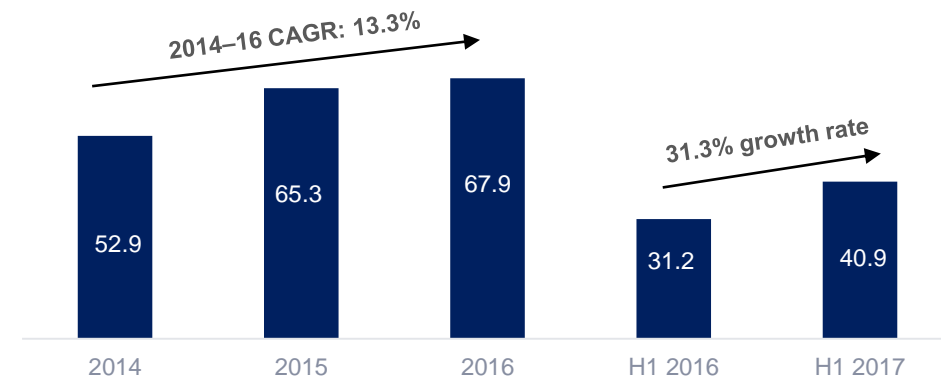


# Growth in Collections and Revenue

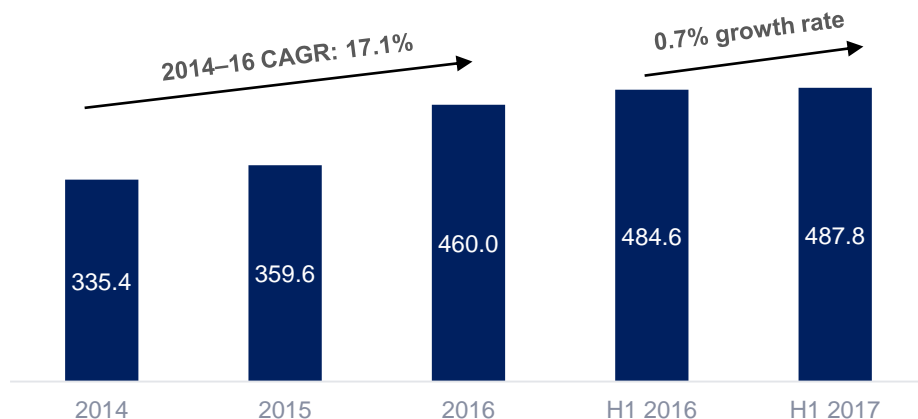
TOTAL GROSS COLLECTIONS (€M) <sup>(1)</sup>



REVENUE (EXCL. PROFIT FROM PORTFOLIO SALES) (€M) <sup>(1)</sup>



84-MONTH ERC (€M) <sup>(1)</sup>



- Strong collections and revenue growth over H1 2016
- Deployment in the period of €40m on attractive Italian portfolio
- ERC in line with 2016
- Currently performing ahead of expectations

Sources: Company Information <sup>(1)</sup> H1 figure represents results for the 6 months ended at 30 June 2016/2017

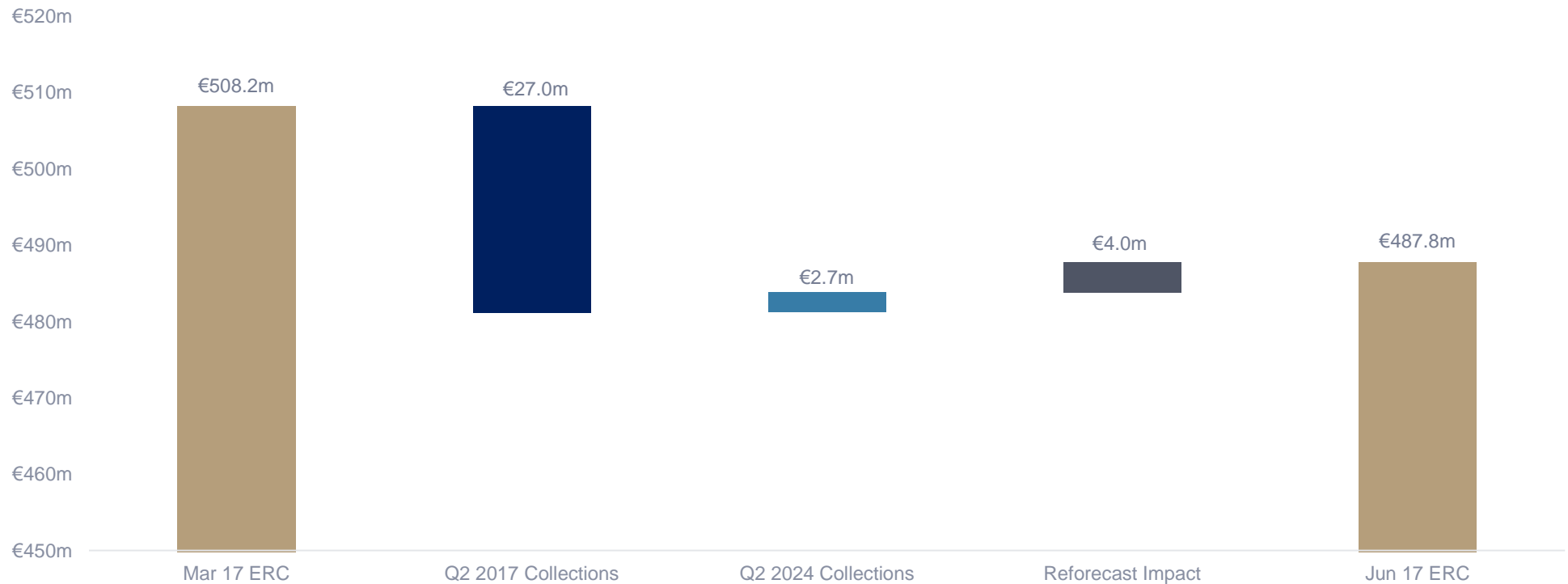
© AnaCap 2017. All rights reserved. <sup>(2)</sup> Growth rate relates to core collections only





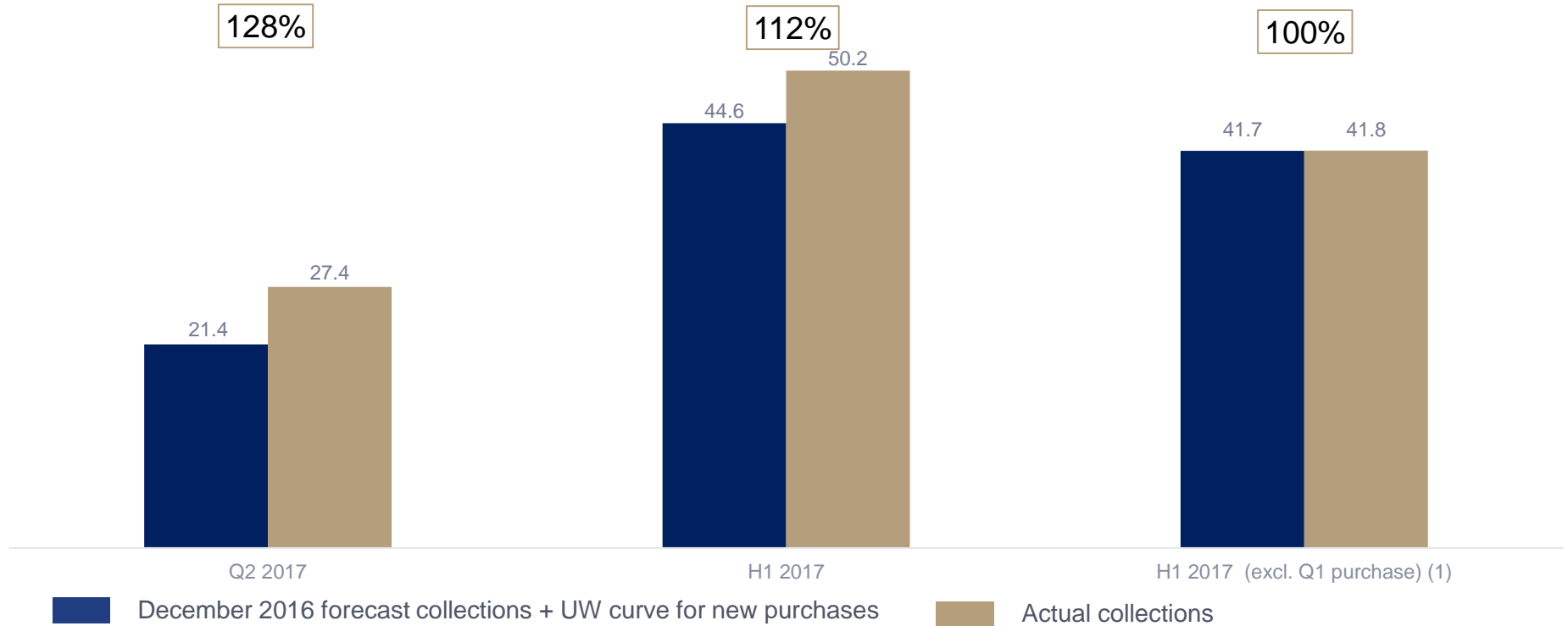
# ERC Bridge – Increased ERC by €6.7m from roll forward and revised forecast

## 84-MONTH ERC BRIDGE – 2017 Q1 TO Q2



# Accuracy in Collections Forecast

AFE 2017 TOTAL GROSS COLLECTIONS PERFORMANCE (€M)

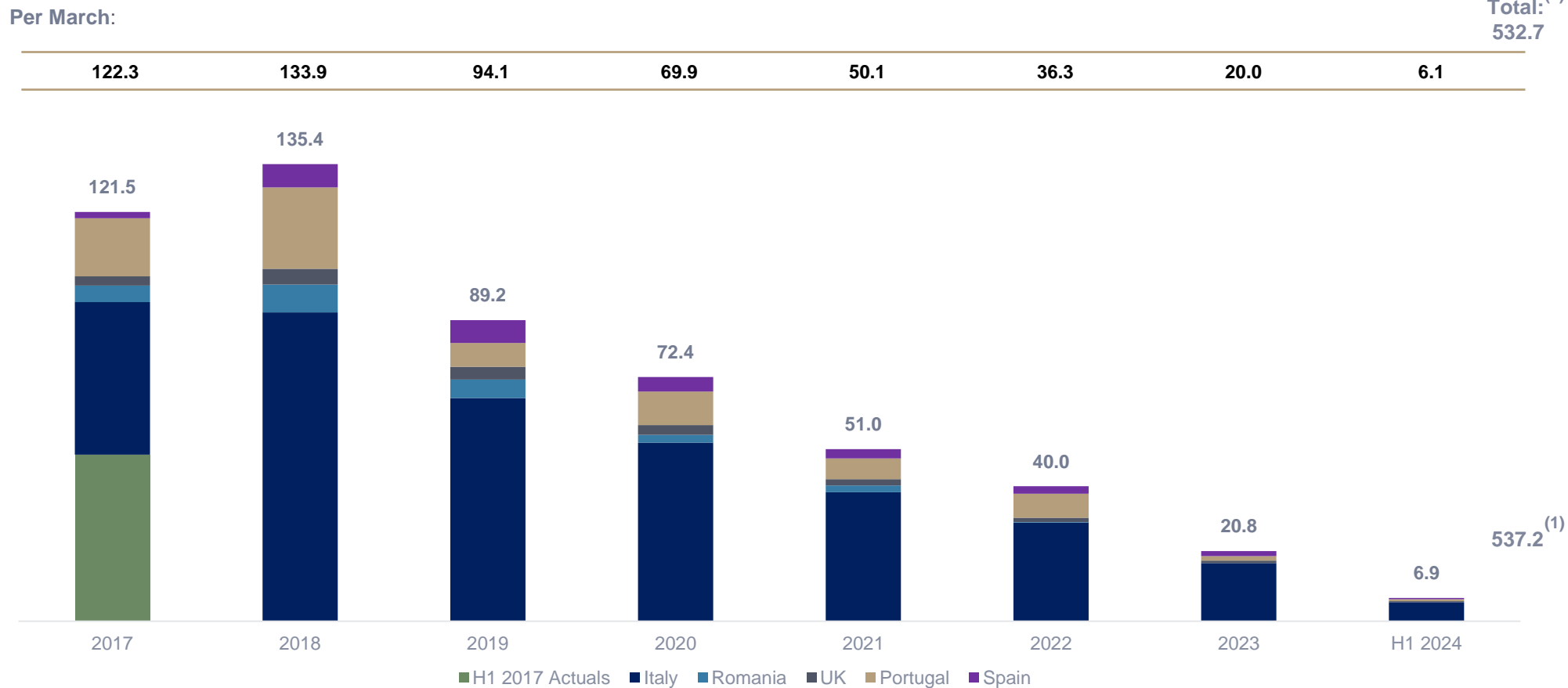


(1) This excludes the portfolio acquisition in Q1 due to there being a large acceleration of cash in Q2 from this portfolio. At underwriting this cash was prudently not forecast to be collected until a later date.



# 30 June 2017 forecast of ERC - overall increase but minor timing differences

84-MONTH ERC BY EXPECTED YEAR OF COLLECTION (€M, COLLECTIONS)



(1) Includes actual core collections for the six months to 30 June 2017



## Impairment charge

SHORT TERM VOLATILITY HAS DRIVEN THE IMPAIRMENT CHARGE IN Q2 2017

Purchased Loan Portfolios and Purchased Loan Notes	Six months ended 30 June 2017 (€'000)	Six months ended 30 June 2016 (€'000)
Impairment – charge/(credit)	5,985	(5,897)
Secured loan notes share of impairment	(1,553)	471
Total impairment for the period	4,432	(5,426)
Revaluation movement recognised in revenue	(2,879)	1,503
<b>Net charge/(credit) to profit</b>	<b>1,553</b>	<b>(3,923)</b>

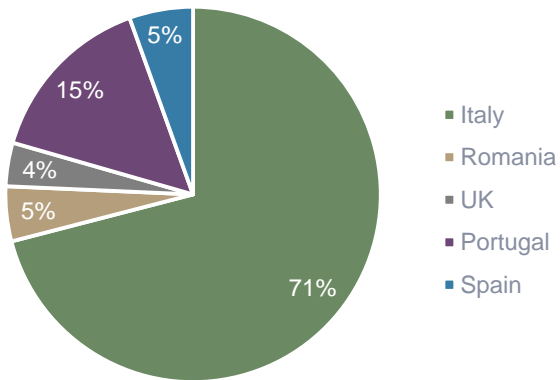
- The Portfolio Business currently accounts for each portfolio separately with no groupings (and restricts uplifts on new portfolios)
- Overall the reforecast at 30 June 2017 saw an increase of €4.0m in ERC
- Impairment in Q2 has no impact on Adjusted EBITDA
- Main driver behind the impairment is a Spanish portfolio where the collections curve has prudently been extended to capture the impact from potential delay due to suspension of some mortgage foreclosures across a number of regional courts in Spain



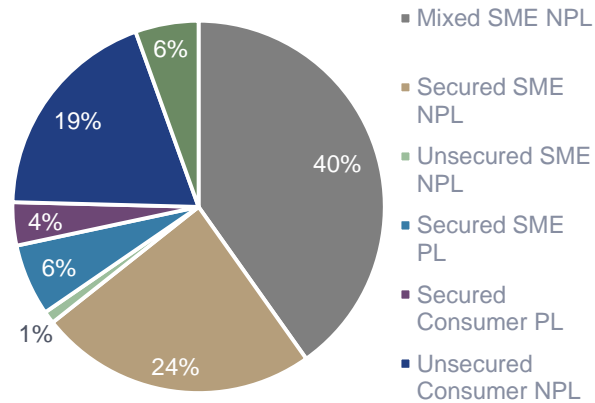
# Seasoned backbook with good diversification

- Strong outperformance in Q2 driven by a number of performing secured SME loans repaying earlier than forecast in the Italian portfolios
- Excluding this impact, aggregate performance across remaining portfolios in line with expectations at end of H1 2017
- However some timing volatility at individual portfolio level, particularly in Spain and Italy
- ERC of €487.8m diversified across geographies and asset types with significant collateral backing, with mix broadly unchanged since March 2017

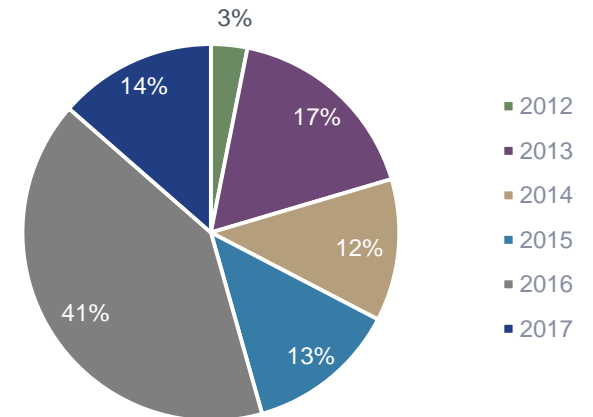
84-MONTH ERC BY GEOGRAPHY



84-MONTH ERC BY ASSET TYPE



84-MONTH ERC BY YEAR OF PURCHASE

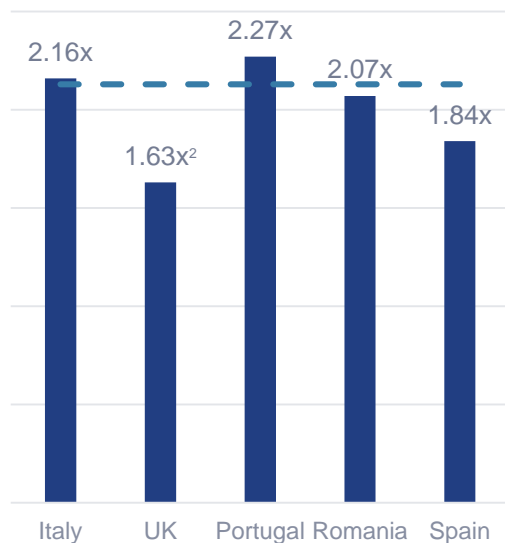


# Strong Returns Across Geographies

## GMM BY GEOGRAPHY<sup>1</sup>

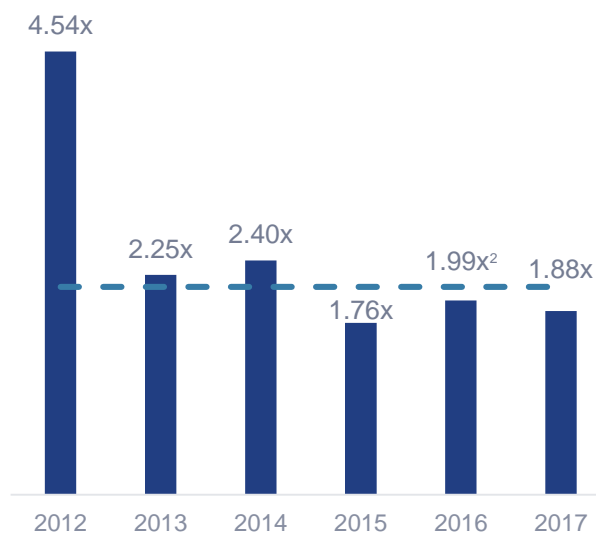
Per March:

**2.14x**   **1.44x**   **2.22x**   **2.10x**   **1.89x**



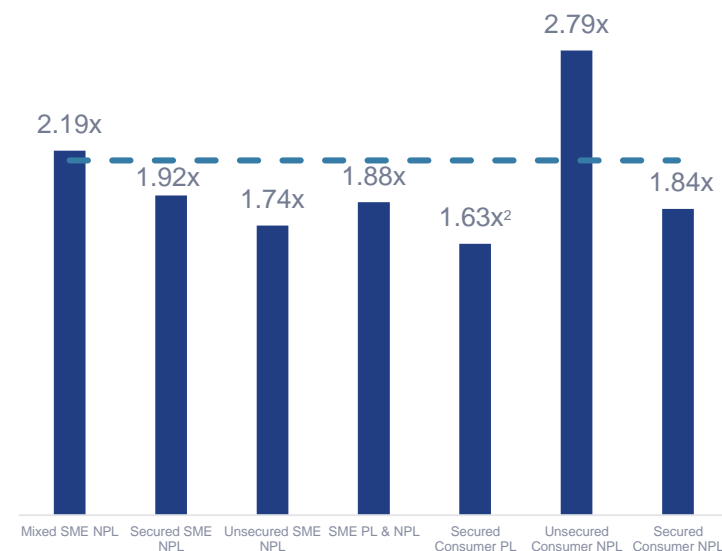
## GMM BY YEAR<sup>1</sup>

**4.24x**   **2.26x**   **2.41x**   **1.77x**   **1.97x**   **1.75x**



## GMM BY ASSET TYPE<sup>1</sup>

**2.21x**   **1.93x**   **1.73x**   **1.75x**   **1.44x**   **2.72x**   **1.89x**



- Consistently strong returns across geographies and asset type with average Gross MMs increased by 0.02x to 2.13x at June-end
- Increase in Italy Gross MM driven by outperformance in new portfolio acquired in March 2017
- Reduction in Spain Gross MM solely due to additional collections extending beyond 84-months

<sup>1</sup> All figures excluding fully sold deals  
<sup>2</sup> UK portfolio GMM is calculated using local currency



## Update on Bond closing

AFE ISSUED €325,000,000 SENIOR SECURED FLOATING RATE NOTES DUE 2024 (“THE NOTES”) ON 21 JULY 2017. THE PROCEEDS OF WHICH WERE USED, TOGETHER WITH CASH ON BALANCE SHEET, TO:

i.	pay the consideration for the acquisition of the Portfolio Business	Initial consideration of c.€297.2m was paid on 21 July 2017, being the estimated fair value of the Portfolio Business as at 30 June 2017
ii.	pay the estimated total attributable collections for the three months ended 30 June 2017	A further amount of c.€19.6m was paid on 14 August 2017, representing Q2 collections attributable to the Funds Group for the 3 months ended 30 June 2017 plus a ‘true-up’ amount of the initial consideration
iii.	fund cash on AFE’s balance sheet for general corporate purposes	Cash use for working capital in line with expectations
iv.	pay certain fees and expenses in relation to the transactions, including the offering of the Notes	Fees and expenses in line with expectations and budgets

- In addition, AFE entered into a super senior revolving facility agreement dated 7 July 2017 to provide for a €45m revolving credit facility for future working capital/liquidity needs (the “Facility”). In connection with the Notes and the Facility and to govern certain rights of creditors, AFE entered into an intercreditor agreement dated 10 July 2017.
- The Facility remains undrawn as of today.
- On 25 August 2017 the securitisation notes held by two subsidiaries of AFE, Alpha Credit Solutions 1 S.a r.l and Prime Credit 3 S.a r.l were transferred to AFE. These notes were previously held by Augustus SPV S.r.l., Aurora SPV S.r.l., Iustitia Futura S.r.l., Thor SPV S.r.l. and Tiberius SPV S.r.l. (special purpose vehicles incorporated in Italy).



# Outlook

---

- Current market opportunities remain significant with continued growth in pipeline across all core geographies
- Market increase in competition, particularly in the Italian market
- Continue to invest in additional origination, IT/analytics and servicing capabilities
- Pipeline for Q4 2017 looks strong and is building, including a diverse mix of geographies and asset types
- Clear evidence of a particularly large spike in supply coming to market for Q4 completion





## Q&A

---

ANY QUESTIONS?

**Website:** <http://www.anacapfe.com/>  
**Email:** [info@anacapfe.com](mailto:info@anacapfe.com)  
**Telephone:** 020 7070 5263

