

## **INTERIM REPORT** JANUARY – JUNE 2009

### Second quarter 2009

- Consolidated revenues for the second quarter 2009 amounted to SEK 1,050.8 M (890.8), an increase of 18.0 percent. Organic growth was 4.0 percent (10.8).
- Operating earnings (EBIT) amounted to SEK 158.5 M (179.5). Revenues and earnings include net purchased debt revaluations of SEK –5.2 M (+0.1). Earnings were also charged with a loss of SEK 15.1 M on the sale of the Scottish operations. Earnings for the same quarter in 2008 included a gain of SEK 8.9 M on the sale of a credit information company in Switzerland. Excluding these items, operating earnings improved by 4.9 percent to SEK 178.8 M (170.5), corresponding to an operating margin of 16.9 percent (19.1).
- Net earnings decreased by 5.9 percent to SEK 105.4 M (112.0).
- Earnings per share before dilution amounted to SEK 1.32 (1.42).
- Investments in purchased debt amounted to SEK 368.9 M (250.6).

### Intrum Justitia Group - Interim Report January-June 2009

| SEK M<br>unless otherwise indicated       | April-June<br>2009 | April-June<br>2008 | Jan-June<br>2009 | Jan-June<br>2008 |
|---|--------------------|--------------------|------------------|------------------|
|   |                    |                    |                  |                  |
| Revenues                                  | 1,050.8            | 890.8              | 2,058.3          | 1,752.3          |
| Revenues excluding revaluations           | 1,056.0            | 890.7              | 2,083.8          | 1,746.5          |
| Organic growth, %                         | 4.0                | 10.8               | 4.4              | 10.7             |
| Operating earnings (EBIT)                 | 158.5              | 179.5              | 314.9            | 346.2            |
| Operating earnings excluding revaluations | 163.7              | 179.4              | 340.4            | 340.4            |
| Operating margin excluding revaluations   | 15.5               | 20.1               | 16.3             | 19.5             |
| Earnings before tax                       | 140.4              | 149.3              | 270.8            | 292.1            |
| Net earnings                              | 105.4              | 112.0              | 203.2            | 219.1            |
| Earnings per share before dilution, SEK   | 1.32               | 1.42               | 2.55             | 2.77             |
| Earnings per share after dilution, SEK    | 1.32               | 1.41               | 2.55             | 2.75             |
| Current collection cases, millions        | 16.6               | 16.2               | 16.6             | 16.2             |
| Return on purchased debt, %               | 16.5               | 15.9               | 13.6             | 15.4             |

18.0%

revenue increase

**4.0**%

organic growth

### **SEK 179 M**

operating earnings, excl. revaluations and divestments

16.9%

operating margin, excl. revaluations and divestments

### **SEK 140 M**

earnings before tax

**SEK 1.32** 

earnings per share

16.5%

return on purchased debt

111.5%

net debt/equity



### Comment by President and CEO Lars Wollung

"Our operating earnings for the period increased in total by 4.9 percent compared with the previous year, excluding divestment costs and portfolio revaluations.

Efforts to eliminate CMS losses in the UK & Ireland are progressing. The process has been completed in Scotland and Ireland. In England, consultation with staff about the consequences of continuing CMS losses on employees is ongoing and will continue until September. Restructuring costs during the third quarter are estimated at GBP 3 M. We feel certain that regional current operational earnings will be positive during the fourth quarter.

We are proud of and confident in our Purchased Debt operations. Actual collections during the second quarter exceeded our model's assumptions by 5 percent. The return on invested capital was 16.5 percent (15.8), including a net write-down of SEK 5.2 M, which is 0.2 percent of the balance sheet value. With investments of SEK

479.6 M during the first half-year, full-year investments are expected to exceed SEK 700 M.

Credit management services (CMS) are performing more weakly, partly because both external clients and the Purchased Debt service line pay fixed prices on collections even during periods when more work is needed per case to maintain the success rate.

On a regional level, the quarter followed earlier trends with the exception of Finland & the Baltic countries. We are gaining market share in Finland thanks to an attention to quality rather than price adjustments, although this has increased short-term operating costs in the region.

Intrum Justitia continues to aim for internal improvements and growth. The sometimes painful changes that are being made will allow us to focus on our established strategy, and this is strengthening our position long-term."

### Revenues and earnings

#### April-June 2009

Consolidated revenues during the second quarter of the year amounted to SEK 1,050.8 M (890.8). The revenue increase of 18.0 percent included organic growth of 4.0 percentage points, currency effects of 12.9 percentage points, acquisition effects of 1.7 percentage points and –0.6 percentage points related to revaluations of purchased debt. Operating earnings amounted to SEK 158.5 M (179.5). Revenues and operating earnings include net purchased debt revaluations of SEK –5.2 M (+0.1). Earnings included a loss of SEK 15.1 M on the sale of the Scottish operations. Earnings for the corresponding quarter of 2008 included a

gain of SEK 8.9 M on the sale of the operations of the Swiss credit information company Kiss Kredit-Info-Service-System AG. Excluding revaluations and divestment effects, operating earnings improved by 4.9 percent to SEK 178.8 M (170.5), corresponding to an operating margin of 16.9 percent (19.1). Operating earnings have also been charged with acquisition-related amortization of intangible assets of SEK –5.5 M (–2.6). Earnings before tax for the quarter decreased by 6.0 percent to SEK 140.4 M (149.3) and net earnings were SEK 105.4 M (112.0).

#### January-June 2009

Consolidated revenues for the first six months of the year amounted to SEK 2,058.3 M (1,752.3). The revenue increase of 17.5 percent included organic growth of 4.4 percentage points, currency effects of 13.1 percentage points, acquisition effects of 1.8 percentage points and –1.8 percentage points related to revaluations of purchased debt. Operating earnings amounted to SEK 314.9 M (346.2). Revenues and operating earnings include net purchased debt revaluations of SEK –25.5 M (+5.8). Earnings for the first half-year included a loss of SEK 15.1 M on the sale of the Scottish operations.

Earnings for the corresponding period of 2008 included a gain of SEK 8.9 M on the sale of the operations of the Swiss credit information company Kiss Kredit-Info-Service-System AG. Excluding revaluations and divestment effects, operating earnings amounted to SEK 355.5 M (331.5), corresponding to an operating margin of 17.1 percent (19.0). Operating earnings have also been charged with acquisition-related amortization of intangible assets of SEK –11.2 M (–4.1). Earnings before tax for the first half-year decreased by 7.3 percent to SEK 270.8 M (292.1) and net earnings were SEK 203.2 M (219.1).

### Comments on results and significant events during the quarter

As previously announced, a new accounting standard, IFRS 8 Operating Segments, is applied as of 2009. One effect is that, since the first quarter 2009, external reporting has been adapted to how operations in the regions are coordinated and managed. The new reported regions are: Sweden, Norway & Denmark;

the Netherlands & Belgium; Switzerland, Germany & Austria; France, Spain, Portugal & Italy; Finland, Estonia, Latvia & Lithuania; United Kingdom & Ireland; and Poland, Czech Republic, Slovakia & Hungary. The new regional breakdown represents a minor change compared with the financial reporting in previous years.

#### Share of revenues

17%

#### Share of earnings



#### Sweden, Norway & Denmark

Regional revenues excluding PD revaluations decreased during the quarter by 2.1 percent to SEK 179.5 M (183.3). Operating earnings excluding revaluations amounted to SEK 43.5 M (55.9), corresponding to a margin of 24.2 percent (30.5). Credit management services have been enhanced through the addition of Intrum Score, which provides more options to adapt activities to the needs of our clients' customers.

Improved client quality will also be achieved through the strategic IT upgrades that have been implemented, including One Interface and Transaction Broker, where clients can submit a case in any Scandinavian country, after which the system automatically transfers it to the appropriate country for processing.

### Share of



### Share of



### Netherlands & Belgium

Regional revenues increased during the quarter by 24.7 percent to SEK 170.2 M (136.5). Operating earnings amounted to SEK 28.2 M (23.7), corresponding to a margin of 16.6 percent (17.4).

The region is developing well, especially Belgium, where organic growth and the acquisition in the spring of 2008 have contributed to increased market shares. A legal amendment affecting collection fees has created more neutral competitive terms.

#### Share of



### Share of



#### Switzerland, Germany & Austria

Regional revenues increased during the quarter by 26.5 percent to SEK 222.3 M (175.8). Operating earnings amounted to SEK 59.7 M (62.0), corresponding to a margin of 26.9 percent (35.3). The region's newly developed banking solution, where banks' internal CMS

functions are compared with Intrum Justitia's services, have gotten off to a good start. The comparative figures for the second quarter of 2008 include a capital gain of SEK 8.9 M associated with the divestment of the operations of Kiss, Kredit-Info-Service-System AG.

#### Share of revenues



#### Share of earnings



#### France, Spain, Portugal & Italy

Regional revenues excluding PD revaluations increased during the quarter by 46.3 percent to SEK 225.2 M (153.9). Operating earnings excluding revaluations amounted to SEK 42.6 M (27.0), corresponding to a margin of 18.9 percent (17.5). The market share in France has grown, partly as a result of the successful acquisitions of Cronos and SSE in December

The synergies are exceeding expectations, and the integration of their operations is progressing according to plan. CMS operations in Spain and Italy are developing well. Purchased debt operations have weakened due to macroeconomic conditions, however.

Share of revenues

Share of earnings

34%

Share of revenues

5%

Share of earnings

neg

#### Finland, Estonia, Latvia & Lithuania

Regional revenues excluding PD revaluations increased during the quarter by 21.4 percent to SEK 155.9 M (128.4). Operating earnings excluding revaluations amounted to SEK 45.9 M (54.0), corresponding to a margin of 29.4 percent (42.1).

Regional market shares are on the rise. Investments have been made in operating improvements to raise the success rate and quality as well as in a new contact center in Tammerfors to handle further expansion and a higher level of activity.

#### United Kingdom & Ireland

Regional revenues amounted to SEK 53.4 M (58.1) during the quarter. Operating earnings amounted to SEK -25.8 M (-8.1) including a loss of SEK 15.1 M on the sale of the Scottish operations. Divestment losses amounted to GBP 1.1 M according to a June 11press release. This does not include consulting costs.

Purchased Debt operations are profitable. Efforts to eliminate CMS losses continue. The goal has been achieved in Scotland as the result of the divestment. In Ireland, staff levels have been reduced by 30 percent.

In England, attempts to adjust the commissions paid by clients were completed. The majority

of clients would not accept the adjustments necessary to make the CMS operations profitable. As a result, we are gradually terminating unprofitable contracts and have started a consultation process with the staff about the consequences of this. We have alerted the staff to the risk that 75-80 percent of our current employment positions in England are at risk as a result.

The restructuring costs to adapt operations to current conditions are preliminarily estimated at GBP 3 M, with severance and costs to modify leases constituting the biggest items.

Restructuring costs will be charged to the third quarter 2009.

Share of

4%

Share of earnings



#### Poland, Czech Republic, Slovakia & Hungary

Regional revenues excluding PD revaluations increased during the quarter by SEK 49.5 M (54.7). Operating earnings excluding revaluations amounted to SEK –3.1 M (3.5). Earnings for Czech Republic and Slovakia were positive during the quarter.

Regional Purchased Debt operations have reached breakeven for the first time since the first quarter of 2009. The macroeconomic situation is challenging, especially in Hungary. Among the measures being taken are operating improvements to legal services and further cost controls.

#### Service lines

### **Credit Management**

Service line revenues increased by 15.2 percent during the second quarter, from SEK 782.2 M to SEK 900.8 M. Operating earnings amounted to SEK 101.3 M (126.9) with an operating margin of 11.2 percent (16.2). The organic growth rate excluding acquisitions and currency effects was 1.0 percent (9.6). Growth was especially

strong in Southern Europe France and in the International business area. The service line is generally affected by macroeconomic conditions, with increasing costs for collection services and lower yields on incoming cases.

#### **Purchased Debt**

Service line revenues increased by 29.7 percent during the second quarter of the year, from SEK 191.8 M to SEK 248.8 M. Operating earnings amounted to SEK 96.0 M (78.5). In accordance with IFRS, Intrum Justitia applies an accounting model (the effective interest method) where the carrying amount of each debt portfolio, and thus quarterly earnings, is based on discounted future cash flows updated quarterly. The discount rate varies by portfolio based on the estimated effective interest rate at the time of acquisition. If estimated future cash flows change, the effective interest rate can be adjusted within the range 8–25 percent. In this way, the carrying amount is not affected by changes in cash flow projections as long as the effective interest rate falls within the stipulated range. A portfolio is never carried at higher than cost. In other words, the portfolios are not marked to market.

During the quarter the carrying amount of purchased debt was adjusted by a net of SEK – 5.2 M (+0.1) due to changes in estimates of future cash flows. For a specification by region, see page 17. Adjustments are reported as part of quarterly amortization, as a result of which revenues and operating earnings are affected equally. This is because Purchased Debt revenues are reported as the net of the collected amount less amortization.

Disbursements for investments in purchased debt amounted to SEK 368.9 M (250.6) during the quarter. The return on purchased debt was 16.5 percent (15.9) for the quarter. As of June 30, the Group's purchased debt portfolios had a carrying amount of SEK 2,406.6 M, against SEK 2.330.3 at the start of the year.

### Depreciation/amortization

Quarterly operating earnings were charged with depreciation/amortization of SEK 40.1 M (28.6). Operating earnings before depreciation/amortization therefore amounted to SEK 198.6 M (208.1).

Client relations carried in the balance sheet and attributable to revaluations to fair value in connection with acquisitions amounted to SEK 93.3 M (51.7) and were amortized by SEK 5.5 M (2.6) during the quarter.

### Net financial items

Quarterly net financial items amounted to SEK –18.1 M (–30.2), including translation differences of SEK -0.6 M (-2.0).

The net interest expense was affected negatively by the higher debt, but positively by a lower interest rate of 1.95 percent.

#### **Taxes**

The tax rate for the quarter was 25 percent. The Group's tax expense is dependent in part on how earnings are distributed between subsidiaries in different countries with different tax rates. As a whole, the determination for 2009 and beyond is that the tax expense will be around 25 percent of pre-tax earnings. This determination applies despite a negative ruling of the Supreme Administrative Court regarding Group contributions from Sweden to Italy, but does not include any potential effects of the Group's current tax dispute in Finland.

Against the backdrop of the so-called Marks & Spencer ruling, the company requested an advance ruling in April 2006, which was granted by the Council for Advance Tax Rulings in March 2007. Based on this advance ruling, Group contributions were paid by the Group's Swedish companies to its Italian companies, and deductions were claimed in the Swedish companies' tax returns for 2006 and 2007 of SEK 39.7 M and SEK 18.0 M,

respectively. In 2007, however, the tax authority appealed the advance ruling to the Supreme Administrative Court, which announced its decision in March 2009, according to which the deductions will not be permitted in Sweden, since the Italian Group company has not been liquidated. The Group's tax dispute in Finland relates to an amount of SEK 54.8 M. Fees and interest may be additional. The tax dispute concerns, among other things, the deductibility of interest expenses in a holding company after a restructuring of the Group in connection with its delisting from the London Stock Exchange in 1998. In the opinion of Intrum Justitia, the Finnish tax authority's claim runs counter to current practice, and the company has not reported any liabilities in the balance sheet for this dispute.

At year-end the Group had tax loss carryforwards totaling SEK 1,638.7 M, of which SEK 360.8 M serves as the basis of the deferred

tax assets of SEK 102.5 M recognized in the balance sheet, since the tax loss carryforwards are expected to be utilized against taxable

earnings in the years ahead; SEK 193.0 M of the loss carryforwards relates to the UK.

### Cash flow and investments

Cash flow from operating activities decreased to SEK 132.9 M (250.8) during the first half-year. Investments in purchased debt amounted to SEK 479.6 M (787.1).

During the first half-year SEK 114.7 M (96.9) was invested in tangible and intangible fixed assets. For the full-year 2009 the Group's investments in tangible and intangible fixed assets are estimated at SEK 190–210 M.

### **Financing**

Net debt as of June 30, 2009 amounted to SEK 2,630.0 M, compared with SEK 2,348.4 M at year-end 2008. Shareholders' equity including minority interests amounted to SEK 2,357.9 M, compared with SEK 2,395.3 at year-end 2008.

As of June 30, 2009 the Group had liquid assets of SEK 399.9 M, compared with SEK 294.3 M at year-end 2008. Unutilized credit facilities

amounted to SEK 526.7 M, against SEK 959.0 M on December 31, 2008. The Group has a syndicated loan facility of EUR 310 M that expires in February 2010. The debt is therefore reported as short-term. An offer to extend the facility has been received. The average interest expense for utilized credit was

1.95 percent during the quarter.

### Goodwill

Consolidated goodwill amounted to SEK 1,899.4 M, compared with SEK 1,895.9 M at

year-end 2008. The increase is attributable to exchange rate differences.

### **Human Resources**

The average number of employees during the first six months of the year was 3,395, compared

with 3,099 during the same period 2008.

## **Share-based payment schemes**

The Employee Stock Option Program 2003/2009 provided 20 Group employees in senior positions the opportunity to acquire a total of 2,038,400 new shares at a strike price of SEK 54.60 per share during the period July 1, 2007–May 30, 2009. As of May 30, all of these options had been exercised.

A new performance-based share program introduced in 2008 in accordance with the resolution of the Annual General Meeting entitles 43 employees to acquire a total of not more than 144,473 shares at a strike price of SEK 10.00 per share during the periods May 15, 2010–May, 15, 2012 and May 15, 2011–May 15, 2013. The number of shares may be adjusted

for dividends, among other things, and is contingent on a predetermined growth rate in the Group's earnings per share. The Board of Directors' current estimation is that approximately 50 percent of performance shares could be utilized to subscribe for shares. The share-based payment schemes are recognized in accordance with accounting standard IFRS 2 Share-based Payment and statement UFR 7 from the Swedish Financial Reporting Board. Accordingly, the cost can vary between quarters depending on the share price, option value, actual social security costs when the options are exercised, etc. For the quarter, the schemes resulted in a cost of SEK 2.0 M, compared with a cost reduction of SEK 2.0 M during the same period of 2008.

### **Parent Company**

The publicly listed Parent Company, Intrum Justitia AB (publ), owns the subsidiaries, provides the Group's head office functions and handles certain Group-wide development work, services and marketing. The Parent Company reported revenues of SEK 36.2 M (28.7) and

earnings before tax of SEK 1,076.1 M (4,545.0) for the first six months. During the second quarter the Parent Company invested SEK 0.4 M (0.3) in fixed assets and had liquid assets of SEK 3.5 M (4.9) as of June 30. The average number of employees was 24 (25).

### **Accounting principles**

This interim report has been prepared in accordance with the Annual Accounts Act and *IAS 34 Interim Financial Reporting* for the Group and in accordance with the Annual Accounts Act for the Parent Company.

As of 2009 Intrum Justitia applies *IFRS 8 Operating Segments*, which requires, among other things, that financial information on operating segments is based on the same figures that are monitored internally by the Group's chief operating decision maker (the CEO). The CEO monitors operations based on geographical areas. In connection with the implementation of IFRS 8, a minor change has been made in the geographical regions.

In accordance with the way operations are monitored internally, operating earnings by region are reported both including and excluding the effect of revaluations of purchased debt. Continuous monitoring of the Group's assets and liabilities is normally done only at the Group level, not by region.

As of 2009 Intrum Justitia also applies a new version of *IAS 1 Presentation of Financial Statements*, as a result of which the Group's comprehensive income is presented in a separate statement and the statement of changes in consolidated equity only shows transactions with the owners.

### Significant risks and uncertainties

The Group's and the Parent Company's risks include strategic risks related to economic developments and acquisitions as well as operational risks related to, among other things, possible errors and omissions as well as operations in different countries. Moreover, there are risks related to the regulatory environment and financial risks such as market

risk, financing risk, credit risk, risks inherent in purchased debt and guarantees in conjunction with the screening of charge card applications. The risks are described in more detail in the Board of Directors' report in Intrum Justitia's annual report 2008. No significant risks are considered to have arisen besides those described in the annual report.

### Market outlook

#### This text is unchanged since the year-end report 2008

Since last fall the European and U.S. economies in particular have faced substantial financial turbulence. No improvement is yet in sight. Most experts predict continued low growth and rising unemployment in 2009 and into 2010.

Intrum Justitia's strategic focus on an expanded CMS offering is even better suited to the current macroeconomic environment. Our current and potential clients are becoming increasingly aware of the need for professional credit management in every customer relation long before an invoice is overdue, even as early as the sales prospecting and credit evaluation stage. This should increase our chances of both new and added sales throughout the entire CMS chain.

Though not contra-cyclical, Intrum Justitia's

operations, by their nature, are fairly resistant to economic downturns. The declining solvency of many in society is expected to lead to a larger inflow of cases for Intrum Justitia's collection and payment monitoring services. Poorer solvency means, however, that individual cases on average will require greater collection resources, which could adversely affect margins if not compensated by a volume increase.

Analogously, a larger selection of portfolios of written-off receivables is anticipated at lower prices than in 2008. Receivables in this business area also require greater collection resources, which could affect both margins and the valuation of existing portfolios. However, Intrum Justitia applies an accelerated amortization schedule in the total portfolio, which maintains a high turnover, at the same

time that consideration is given to continued weak macroeconomic development in the valuation of portfolios. As a whole, this implies a stable, conservative portfolio valuation even under current economic conditions. The Group's annual acquisitions of small and medium-sized portfolios are estimated at SEK

700 M in the long term. In addition to this guidance, we may acquire larger portfolios. Under current macroeconomic conditions, Intrum Justitia is exhibiting extreme caution with regard to purchased debt in order to maintain a low risk profile and financial capacity.

### The Intrum Justitia share

Intrum Justitia's market capitalization amounted to SEK 5,979 M on June 30, 2009, compared with SEK 6,247 M on December 31, 2008. During the period January 1–June 30, 2009 the share price fell by 7.5 percent, from SEK 80.25

to SEK 74.25. During the same period the OMX Stockholm 30 Index rose by 14.7 percent. The number of shareholders on June 30, 2009 was 7,325.

### Organizational changes

Bengt Lejdström was named the new Chief Financial Officer of Intrum Justitia on June 15. He succeeds Monika Elling, who became the Regional Managing Director for Scandinavia on June 1. Bengt Lejdström will take over his new post sometime in the late fall.

Per Christoffersson has been named Operations Director for the Group. He will assume his position in November. On July 10 Thomas Hutter was appointed the new Regional Managing Director for Switzerland, Germany and Austria, succeeding Benno E Oertig, who will assume the role of Senior Advisor to the Group Management Team and the CEO. Thomas Hutter will take over as Regional Managing Director on August 3, 2009. Gijsbert Wassink, Managing Director for Intrum Justitia Debt Finance AG, will become member of the Intrum Justitia Group Management Team as of August 3.

## Presentation of the interim report for the second quarter

The interim report and presentation material are available at www.intrum.com. President & CEO Lars Wollung and CFO Monika Elling will comment on the report on a teleconference today at 9:00 a.m. CET.

The presentation can be followed at www.intrum.com and/or www.financialhearings.com. To participate by phone, call +46 8 5051 3643 or +44 (0)20 7806 1968, followed by the code 4415665.

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### Reporting dates

The interim report for the third quarter (July-September) 2009 will be published Oct. 22, 2009.

The year-end report for 2009 will be published February 3, 2010.

This interim report has not been reviewed by the company's auditor.

The interim report and other financial information are available at Intrum Justitia's website: <a href="https://www.intrum.com">www.intrum.com</a>

Denna delårsrapport finns även på svenska.

### Declaration of the Board of Directors and the President

The Board of Directors and the President certify that the semi-annual report provides a fair and accurate overview of the operations, financial position and results of the Parent Company and the Group, and that it describes the significant risks and uncertainties faced by the Parent Company and the companies in the Group.

Stockholm, July 20, 2009

Lars LundquistBo IngemarsonMatts EkmanHelen Fasth-GillstedtChairmanDeputy ChairmanBoard MemberBoard Member

Lars Förberg Charlotte Strömberg Fredrik Trägårdh
Board Member Board Member Board Member

Lars Wollung
President and CEO

## About the Intrum Justitia Group

Intrum Justitia is Europe's leading Credit Management Services (CMS) group, offering comprehensive services designed to measurably improve clients' cash flows and long-term profitability. Founded in 1923, Intrum Justitia has 3,400 employees in 23 countries. Consolidated revenues amounted to SEK 3.7 billion in 2008. Intrum Justitia AB is listed on NASDAQ OMX Stockholm since 2002. For further information, please visit www.intrum.com

# Intrum Justitia Group - Consolidated Income Statement

| SEK M                                     | April-June | April-June | Jan-June | Jan-June | Full Year |
|---|------------|------------|----------|----------|-----------|
|   | 2009       | 2008       | 2009     | 2008     | 2008      |
|   |            |            |          |          |           |
| Sales                                     | 809.6      | 705.0      | 1,639.9  | 1,403.2  | 2,921.3   |
| Collections on purchased debt             | 451.5      | 357.8      | 834.0    | 656.7    | 1,410.2   |
| Amortization of purchased debt            | -205.1     | -172.1     | -390.1   | -313.4   | -656.0    |
| Revaluation of purchased debt             | -5.2       | 0.1        | -25.5    | 5.8      | 2.2       |
| Revenues                                  | 1,050.8    | 890.8      | 2,058.3  | 1,752.3  | 3,677.7   |
| Cost of sales                             | -669.8     | -536.2     | -1,317.7 | -1,051.6 | -2,186.4  |
| Gross earnings                            | 381.0      | 354.6      | 740.6    | 700.7    | 1,491.3   |
| Sales and marketing expenses              | -87.5      | -74.2      | -173.6   | -146.2   | -307.3    |
| General and administrative expenses       | -120.1     | -109.8     | -237.2   | -217.4   | -426.8    |
| Disposal of operation/Goodwill impairment | -15.1      | 8.9        | -15.1    | 8.9      | -60.7     |
| Participation in associated companies     | 0.2        | 0.0        | 0.2      | 0.2      | 0.8       |
| Operating earnings (EBIT)                 | 158.5      | 179.5      | 314.9    | 346.2    | 697.3     |
| Net financial items                       | -18.1      | -30.2      | -44.1    | -54.1    | -127.6    |
| Earnings before tax                       | 140.4      | 149.3      | 270.8    | 292.1    | 569.7     |
| Tax                                       | -35.0      | -37.3      | -67.6    | -73.0    | -128.0    |
| Net earnings for the period               | 105.4      | 112.0      | 203.2    | 219.1    | 441.7     |
| Of which attributable to:                 |            |            |          |          |           |
| Parent company's shareholders             | 105.4      | 112.0      | 203.2    | 219.1    | 441.7     |
| Minority interests                        | 0.0        | 0.0        | 0.0      | 0.0      | 0.0       |
| Net earnings for the period               | 105.4      | 112.0      | 203.2    | 219.1    | 441.7     |
| Earnings per share before dilution        | 1.32       | 1.42       | 2.55     | 2.77     | 5.58      |
| Earnings per share after dilution         | 1.32       | 1.41       | 2.55     | 2.75     | 5.56      |

## Intrum Justitia Group - Statement of Comprehensive income

| SEK  | April-June | April-June | Jan-June | Jan-June | Full Year |
|--|------------|------------|----------|----------|-----------|
|  | 2009       | 2008       | 2009     | 2008     | 2008      |
|  |            |            |          |          |           |
| Net earnings for the period                  | 105.4      | 112.0      | 203.2    | 219.1    | 441.7     |
| Currency translation difference              | 9.5        | 9.7        | 15.9     | -22.2    | 334.2     |
| Tax impact of items taken directly to equity | 0.0        | 0.0        | 0.0      | 0.0      | 47.3      |
| Comprehensive income for the period          | 114.9      | 121.7      | 219.1    | 196.9    | 823.2     |
| Of which attributable to:                    |            |            |          |          |           |
| Parent company's shareholders                | 114.9      | 121.7      | 219.1    | 196.9    | 823.2     |
| Minority interests                           | 0.0        | 0.0        | 0.0      | 0.0      | 0.0       |
| Comprehensive income for the period          | 114.9      | 121.7      | 219.1    | 196.9    | 823.2     |

## Intrum Justitia Group - Data per Share

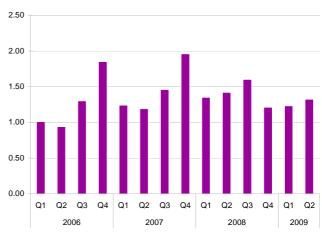
| SEK   | April-June | April-June | Jan-June | Jan-June | Full Year |
|---|------------|------------|----------|----------|-----------|
|   | 2009       | 2008       | 2009     | 2008     | 2008      |
|   |            |            |          |          |           |
| Share price at end of period                          | 74.25      | 109.75     | 74.25    | 109.75   | 78.50     |
| Earnings per share before dilution                    | 1.32       | 1.42       | 2.55     | 2.77     | 5.58      |
| Earnings per share after dilution                     | 1.32       | 1.41       | 2.55     | 2.75     | 5.56      |
| Shareholders equity (net asset value) before dilution | 29.57      | 22.32      | 29.57    | 22.32    | 30.19     |
| Average number of shares before dilution, '000        | 79,650     | 79,103     | 79,572   | 79,114   | 79,148    |
| Average number of shares after dilution, '000         | 79,669     | 79,552     | 79,606   | 79,565   | 79,446    |
| Number of shares at end of period                     | 79,745     | 79,141     | 79,745   | 79,141   | 79,592    |

The number of shares at the end of the period as of December 31, 2008 and June 30, 2009, respectively are reported including 250,000 treasury shares.

#### Operating earnings and margin, rolling 12 months



#### Earnings per share before dilutation, SEK



# Intrum Justitia Group - Consolidated Balance Sheet

| SEK M  | 30 Jun                  | 30 Jun           | 31 Dec                |
|--|-------------------------|------------------|-----------------------|
| OLK W  | 2009                    | 2008             | 2008                  |
|  |                         |                  |                       |
| ASSETS   |                         |                  |                       |
| Intangible fixed assets  |                         |                  |                       |
| Capitalized expenditure for IT development and other intangibles | 334.5                   | 212.0            | 289.9                 |
| Client relationships   | 93.3                    | 51.7             | 105.7                 |
| Goodwill   | 1,899.4                 | 1,757.6          | 1,895.9               |
| Total intangible fixed assets                                    | 2,327.2                 | 2,021.3          | 2,291.5               |
| Tangible fixed assets  | 95.1                    | 101.2            | 106.1                 |
| Financial fixed assets   |                         |                  |                       |
| Shares and participations in associated companies and            | 23.2                    | 19.4             | 23.3                  |
| Purchased debt   | 2,406.6                 | 2,048.9          | 2,330.3               |
| Deferred tax assets  | 131.8                   | 96.8             | 132.8                 |
| Other long-term receivables                                      | 120.7                   | 65.7             | 94.3                  |
| Total financial fixed assets                                     | 2,682.3                 | 2,230.8          | 2,580.7               |
| Total fixed assets   | 5,104.6                 | 4,353.3          | 4,978.3               |
| Current Assets   |                         |                  |                       |
| Accounts receivable  | 321.3                   | 282.4            | 315.2                 |
| Client funds   | 583.6                   | 516.0            | 618.7                 |
| Tax assets   | 84.4                    | 34.8             | 33.9                  |
| Other receivables  | 339.7                   | 301.1            | 333.0                 |
| Prepaid expenses and accrued income                              | 174.6                   | 176.7            | 167.6                 |
| Cash and cash equivalents  | 399.9                   | 230.9            | 294.3                 |
| Total current assets   | 1,903.5                 | 1,541.9          | 1,762.7               |
| TOTAL ASSETS   | 7,008.1                 | 5,895.2          | 6,741.0               |
|  |                         |                  |                       |
| SHAREHOLDERS' EQUITY AND LIABILITIES                             | •                       | 4 700 5          | 0.005.0               |
| Attributable to parent company's shareholders                    | 2,357.8<br>0.1          | 1,766.5<br>0.1   | 2,395.2               |
| Attributable to minority  Total shareholders' equity             | 2,357.9                 | 1,766.6          | 0.1<br><b>2.395.3</b> |
| Total shareholders equity  | 2,557.5                 | 1,700.0          | 2,333.3               |
| Long-term liabilities  |                         |                  |                       |
| Liabilities to credit institutions                               | 0.2                     | 2,377.8          | 2,440.9               |
| Other long-term liabilities                                      | 2.0                     | 3.5              | 2.3                   |
| Provisions for pensions  | 41.5                    | 36.3             | 39.4                  |
| Other long-term provisions                                       | 12.1                    | 27.7             | 20.8                  |
| Deferred tax liabilities   | 63.9                    | 53.4             | 60.5                  |
| Total long-term liabilities                                      | 119.7                   | 2,498.7          | 2,563.9               |
| Current liabilities  |                         |                  |                       |
| Liabilities to credit institutions                               | 2,987.7                 | 126.6            | 161.7                 |
| Client funds payable   | 583.6                   | 516.0            | 618.7                 |
| Accounts payable   | 165.0                   | 147.0            | 211.8                 |
| Income tax liabilities   | 114.1                   | 139.2            | 130.9                 |
| Advances from clients  | 33.8                    | 30.5             | 33.3                  |
| 0.1  | 192.1                   | 233.3            | 173.8                 |
| Other current liabilities  |                         |                  | 1516                  |
| Accrued expenses and prepaid income                              | 454.2                   | 437.3            | 451.6                 |
|  | 454.2<br><b>4,530.5</b> | 437.3<br>1,629.9 | 1,781.8               |

# Intrum Justitia Group - Cash Flow Statement

| SEK M   | Jan-June | Jan-June | Full Year |
|---|----------|----------|-----------|
|   | 2009     | 2008     | 2008      |
|   |          |          |           |
| Operating activities  |          |          |           |
| Operating earnings (EBIT)   | 314.9    | 346.2    | 697.3     |
| Depreciation/amortization and goodwill impairment                     | 79.5     | 54.9     | 182.2     |
| Adjustment for expenses not included in cash flow                     | 10.1     | -17.3    | -25.3     |
| Interest received   | 6.9      | 9.1      | 31.1      |
| Interest paid and other financial expenses                            | -103.3   | -62.6    | -93.5     |
| Income tax paid   | -130.7   | -54.1    | -136.1    |
| Cash flow from operating activities before changes in working capital | 177.4    | 276.2    | 655.7     |
| Changes in working capital  | -44.5    | -25.4    | -48.2     |
| Cash flow from operating activities                                   | 132.9    | 250.8    | 607.5     |
| Investing activities  |          |          |           |
| Purchases of tangible and intangible fixed assets                     | -114.7   | -96.9    | -193.6    |
| Debt purchases  | -479.6   | -787.1   | -1,204.1  |
| Amortization of Purchased Debt  | 415.6    | 307.6    | 653.8     |
| Purchases of shares in subsidiaries and other companies               | 0.0      | -149.8   | -207.3    |
| Business disposals  | 7.6      | 6.5      | 15.5      |
| Other cash flow from investing activities                             | -26.3    | -31.4    | -57.4     |
| Cash flow from investing activities                                   | -197.4   | -751.1   | -993.1    |
| Financing activities  |          |          |           |
| Borrowings and amortization   | 426.6    | 735.4    | 655.8     |
| Proceeds received from the exercise of employee stock options         | 22.0     | 16.5     | 27.4      |
| Acquisition of treasury shares  | 0.0      | -25.7    | -25.7     |
| Share dividend to Parent Company's shareholders                       | -278.4   | -257.2   | -257.2    |
| Cash flow from financing activities                                   | 170.2    | 469.0    | 400.3     |
| Change in liquid assets   | 105.7    | -31.3    | 14.7      |
| Opening balance of liquid assets                                      | 294.3    | 259.8    | 259.8     |
| Exchange rate differences in liquid assets                            | -0.1     | 2.4      | 19.8      |
| Closing balance of liquid assets                                      | 399.9    | 230.9    | 294.3     |

# Intrum Justitia Group - Consolidated Statement of Changes in Shareholders' Equity

| SEK M   |  | 2009                     |         |  | 2008                     |         |  |  |  |
|---|--|--------------------------|---------|--|--------------------------|---------|--|--|--|
|   | Attributable to<br>Parent<br>Company's | Attributable to minority | Total   | Attributable to<br>Parent<br>Company's | Attributable to minority | Total   |  |  |  |
| Opening Balance, January 1                                    | 2,395.2                                | 0.1                      | 2,395.3 | 1,842.4                                | 0.1                      | 1,842.5 |  |  |  |
| Comprehensive income for the period                           | 219.1                                  |                          | 219.1   | 196.9                                  |                          | 196.9   |  |  |  |
| Effect of employee stock option                               | -0.1                                   |                          | -0.1    | -6.4                                   |                          | -6.4    |  |  |  |
| Proceeds received from the exercise of employee stock options | 22.0                                   |                          | 22.0    | 16.5                                   |                          | 16.5    |  |  |  |
| Purchase of treasury shares                                   | 0.0                                    |                          | 0.0     | -25.7                                  |                          | -25.7   |  |  |  |
| Dividend  | -278.4                                 |                          | -278.4  | -257.2                                 |                          | -257.2  |  |  |  |
| Closing Balance, June 30                                      | 2,357.8                                | 0.1                      | 2,357.9 | 1,766.5                                | 0.1                      | 1,766.6 |  |  |  |

# Intrum Justitia Group - Quarterly Overview

|   | Quarter 2 | Quarter 1 | Quarter 4 | Quarter 3 | Quarter 2 |
|---|-----------|-----------|-----------|-----------|-----------|
|   | 2009      | 2009      | 2008      | 2008      | 2008      |
|   |           |           |           |           |           |
| Revenues excluding revaluations, SEK M                | 1,056.0   | 1,027.8   | 1,024.0   | 905.0     | 890.7     |
| Operating earnings (EBIT) excluding revaluations, SEK | 163.7     | 176.7     | 211.2     | 210.4     | 182.0     |
| Organic growth, %                                     | 4.0       | 4.8       | 6.2       | 10.3      | 10.8      |
| Collection cases in stock, Million                    | 16.6      | 16.4      | 16.6      | 16.2      | 16.2      |
| Total collection value, SEK Billion                   | 129.5     | 126.0     | 126.3     | 112.8     | 107.3     |

# Intrum Justitia Group - Five-Year Overview

|   | 2008       | 2007       | 2006       | 2005       | 2004       |
|---|------------|------------|------------|------------|------------|
|   | Full Year  |
|   |            |            |            |            |            |
| Revenues, SEK M                                       | 3,677.7    | 3,225.2    | 2,939.6    | 2,823.2    | 2,740.5    |
| Revenues excluding revaluations, SEK M                | 3,675.5    | 3,213.7    | 2,932.4    | 2,808.8    | 2,740.5    |
| Organic growth, %                                     | 9.3        | 10.4       | 4.3        | -0.2       | 0.0        |
| Operating earnings (EBIT), SEK M                      | 697.3      | 667.8      | 586.7      | 503.6      | 430.6      |
| Operating earnings (EBIT) excluding revaluations, SEK | 695.1      | 656.3      | 579.5      | 489.2      | 430.6      |
| Operating margin excl revaluations, %                 | 18.9       | 20.4       | 19.8       | 17.4       | 15.7       |
| Earnings before tax, SEK M                            | 569.7      | 595.7      | 527.1      | 472.2      | 394.2      |
| Net earnings, SEK M                                   | 441.7      | 462.0      | 407.5      | 333.6      | 323.4      |
| Earnings per share before dilution, SEK               | 5.58       | 5.86       | 5.09       | 3.84       | 3.68       |
| Interest coverage ratio, multiple                     | 4.6        | 7.5        | 8.1        | 11.2       | 9.3        |
| Return on total capital, %                            | 12.0       | 13.9       | 14.0       | 13.4       | 12.1       |
| Return on capital employed, %                         | 16.8       | 20.2       | 20.5       | 20.5       | 19.2       |
| Return on operating capital, %                        | 17.2       | 21.1       | 21.5       | 22.3       | 21.6       |
| Return on shareholders equity, %                      | 20.8       | 27.8       | 28.9       | 23.0       | 23.2       |
| Return on purchased debt, %                           | 16.6       | 17.0       | 14.4       | 16.1       | 21.0       |
| Equity/assets ratio, %                                | 35.5       | 34.2       | 33.5       | 31.8       | 42.3       |
| Dividend, SEK   | 3.50       | 3.25       | 2.75       | 2.25       | -          |
| Average number of employees                           | 3,318      | 3,093      | 2,954      | 2,863      | 2,945      |
|   |            |            |            |            |            |
|   | 2008       | 2007       | 2006       | 2005       | 2004       |
|   | April-June | April-June | April-June | April-June | April-June |
|   |            | ·          | · ·        | · ·        | <u> </u>   |
| Revenues, SEK M                                       | 890.8      | 786.9      | 707.2      | 713.2      | 681.9      |
| Revenues excluding revaluations, SEK M                | 890.7      | 784.9      | 707.2      | 700.7      | 681.9      |
| Organic growth, %                                     | 10.8       | 11.7       | 1.1        | 1.0        | 0.0        |
| Operating earnings (EBIT), SEK M                      | 179.5      | 147.7      | 111.8      | 143.9      | 90.4       |
| Operating earnings (EBIT) excluding revaluations, SEK | 179.4      | 145.7      | 111.8      | 131.4      | 90.4       |
| Operating margin excl revaluations, %                 | 20.1       | 18.6       | 15.8       | 18.8       | 13.3       |
| Earnings before tax, SEK M                            | 292.1      | 255.9      | 206.8      | 228.2      | 169.4      |
| Net earnings, SEK M                                   | 219.1      | 191.9      | 155.1      | 171.2      | 144.0      |
| Earnings per share before dilution, SEK               | 2.77       | 2.43       | 1.94       | 1.20       | 0.89       |
| Interest coverage ratio, multiple                     | 5.2        | 5.7        | 7.2        | 15.0       | 7.7        |
| Return on total capital, %                            | 12.8       | 13.0       | 11.3       | 16.2       | 10.0       |
| Return on capital employed, %                         | 18.0       | 18.2       | 16.6       | 25.2       | 15.4       |
| Return on operating capital, %                        | 18.5       | 18.9       | 17.6       | 26.2       | 16.6       |
| Return on shareholders equity, %                      | 24.3       | 23.9       | 22.6       | 24.6       | 23.2       |
| Return on purchased debt, %                           | 15.9       | 18.8       | 14.2       | 31.1       | 21.9       |
| Equity/assets ratio, %                                | 30.0       | 31.6       | 31.8       | 45.9       | 36.8       |
| Average number of employees                           | 3,157      | 2,978      | 2,808      | 2,882      | 2,952      |
|   | ٠,٠٠١      | _,5.5      | _,000      | _,00_      | _,552      |

## **Operating Segments**

## Intrum Justitia Group - Revenues from external clients by region

| SEK M                                      | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|--|------------|------------|--------|----------|----------|--------|-----------|
|  | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|  |            |            |        |          |          |        |           |
| Sweden, Norway & Denmark                   | 179.2      | 182.8      | -2.0   | 355.3    | 351.5    | 1.1    | 712.3     |
| Netherlands & Belgium                      | 170.2      | 136.5      | 24.7   | 319.5    | 255.4    | 25.1   | 543.4     |
| Switzerland, Germany & Austria             | 222.3      | 175.8      | 26.5   | 454.8    | 358.2    | 27.0   | 778.1     |
| France, Spain, Portugal & Italy            | 222.3      | 147.1      | 51.1   | 414.6    | 299.3    | 38.5   | 644.7     |
| Finland, Estonia, Latvia & Lithuania       | 155.9      | 135.6      | 15.0   | 317.5    | 252.1    | 25.9   | 549.1     |
| United Kingdom & Ireland                   | 53.4       | 58.1       | -8.1   | 108.4    | 117.9    | -8.1   | 223.9     |
| Poland, Czech Republic, Slovakia & Hungary | 47.5       | 54.9       | -13.5  | 88.2     | 117.9    | -25.2  | 226.2     |
| Total revenues from external clients       | 1,050.8    | 890.8      | 18.0   | 2,058.3  | 1,752.3  | 17.5   | 3,677.7   |
|  |            |            |        |          |          |        |           |

## Intrum Justitia Group - Intercompany revenues by region

| SEK M                                      | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|--|------------|------------|--------|----------|----------|--------|-----------|
|  | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|  |            |            |        |          |          |        |           |
| Sweden, Norway & Denmark                   | 4.4        | 6.8        | -35.3  | 9.1      | 12.8     | -28.9  | 29.4      |
| Netherlands & Belgium                      | 4.2        | 3.0        | 40.0   | 8.4      | 5.9      | 42.4   | 12.7      |
| Switzerland, Germany & Austria             | 48.2       | 29.7       | 62.3   | 87.2     | 55.8     | 56.3   | 127.6     |
| France, Spain, Portugal & Italy            | 22.5       | 16.9       | 33.1   | 43.0     | 32.5     | 32.3   | 71.0      |
| Finland, Estonia, Latvia & Lithuania       | 13.1       | 14.7       | -10.9  | 25.8     | 30.0     | -14.0  | 63.6      |
| United Kingdom & Ireland                   | 5.3        | 5.5        | -3.6   | 9.1      | 10.3     | -11.7  | 18.2      |
| Poland, Czech Republic, Slovakia & Hungary | 5.7        | 5.4        | 5.6    | 11.7     | 10.3     | 13.6   | 21.0      |
| Eliminations                               | -103.4     | -82.0      | 26.1   | -194.3   | -157.6   | 23.3   | -343.5    |
| Total intercompany revenues                | 0.0        | 0.0        |        | 0.0      | 0.0      |        | 0.0       |
|  |            |            |        |          |          |        |           |

## Inrum Justitia Group - Operating earnings (EBIT) by region

| SEK M                                      | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|--|------------|------------|--------|----------|----------|--------|-----------|
|  | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|  |            |            |        |          |          |        |           |
| Sweden, Norway & Denmark                   | 43.2       | 55.4       | -22.0  | 79.4     | 92.2     | -13.9  | 190.9     |
| Netherlands & Belgium                      | 28.2       | 23.7       | 19.0   | 50.2     | 37.9     | 32.5   | 96.9      |
| Switzerland, Germany & Austria             | 59.7       | 62.0       | -3.7   | 131.1    | 119.8    | 9.4    | 267.2     |
| France, Spain, Portugal & Italy            | 39.7       | 20.2       | 96.5   | 46.4     | 48.8     | -4.9   | 109.7     |
| Finland, Estonia, Latvia & Lithuania       | 45.9       | 61.2       | -25.0  | 107.3    | 106.3    | 0.9    | 231.6     |
| United Kingdom & Ireland                   | -25.8      | -8.1       | 218.5  | -36.3    | -14.7    | 146.9  | -117.0    |
| Poland, Czech Republic, Slovakia & Hungary | -5.1       | 3.7        | -237.8 | -15.2    | 19.9     | -176.4 | 21.7      |
| Participation in associated companies      | 0.2        | 0.0        | -      | 0.2      | 0.2      | 0.0    | 0.8       |
| Central costs                              | -27.5      | -38.6      | -28.8  | -48.2    | -64.2    | -24.9  | -104.5    |
| Total operating earnings (EBIT)            | 158.5      | 179.5      | -11.7  | 314.9    | 346.2    | -9.0   | 697.3     |
| Net financial items                        | -18.1      | -30.2      | -40.1  | -44.1    | -54.1    | -18.5  | -127.6    |
| Earnings before tax                        | 140.4      | 149.3      | -6.0   | 270.8    | 292.1    | -7.3   | 569.7     |

# Intrum Justitia Group - Revaluations of purchased debt

| SEK M                                      | April-June | April-June | Change   | Jan-June | Jan-June | Change  | Full Year |
|--|------------|------------|----------|----------|----------|---------|-----------|
|  | 2009       | 2008       | %        | 2009     | 2008     | %       | 2008      |
|  |            |            |          |          |          |         |           |
| Sweden, Norway & Denmark                   | -0.3       | -0.5       | -40.0    | -0.3     | -0.5     | -40.0   | -0.9      |
| Netherlands & Belgium                      | 0.0        | 0.0        | -        | 0.0      | 0.0      | -       | 0.0       |
| Switzerland, Germany & Austria             | 0.0        | 0.0        | -        | 2.4      | 0.2      | 1,100.0 | -0.1      |
| France, Spain, Portugal & Italy            | -2.9       | -6.8       | -57.4    | -29.1    | -6.7     | 334.3   | -14.8     |
| Finland, Estonia, Latvia & Lithuania       | 0.0        | 7.2        | -100.0   | 5.7      | 7.2      | -20.8   | 14.6      |
| United Kingdom & Ireland                   | 0.0        | 0.0        | -        | 0.0      | 0.0      | -       | -2.6      |
| Poland, Czech Republic, Slovakia & Hungary | -2.0       | 0.2        | -1,100.0 | -4.2     | 5.6      | -175.0  | 6.0       |
| Total revaluation                          | -5.2       | 0.1        | -5,300.0 | -25.5    | 5.8      | -539.7  | 2.2       |
|  |            |            |          |          |          |         |           |

# Intrum Justitia Group - Amortization and impairment related to acquisitions

| SEK M                                      | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|--|------------|------------|--------|----------|----------|--------|-----------|
|  | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|  |            |            |        |          |          |        |           |
| Sweden, Norway & Denmark                   | 0.0        | 0.0        | -      | 0.0      | 0.0      | -      | 0.0       |
| Netherlands & Belgium                      | -1.2       | -1.0       | 20.0   | -2.5     | -1.0     | 150.0  | -3.2      |
| Switzerland, Germany & Austria             | 0.0        | 0.0        | -      | 0.0      | 0.0      | -      | 0.0       |
| France, Spain, Portugal & Italy            | -2.6       | 0.0        | -      | -5.2     | 0.0      | -      | -0.8      |
| Finland, Estonia, Latvia & Lithuania       | -0.1       | -0.1       | 0.0    | -0.2     | -0.2     | 0.0    | -0.3      |
| United Kingdom & Ireland                   | -1.2       | -1.1       | 9.1    | -2.5     | -2.2     | 13.6   | -65.2     |
| Poland, Czech Republic, Slovakia & Hungary | -0.4       | -0.4       | 0.0    | -0.8     | -0.7     | 14.3   | -1.5      |
| Total amortization and impairment          | -5.5       | -2.6       | 111.5  | -11.2    | -4.1     | 173.2  | -71.0     |
|  |            |            |        |          |          |        |           |

## Intrum Justitia Group - Revenues excluding revaluations

| SEK M                                      | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|--|------------|------------|--------|----------|----------|--------|-----------|
|  | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|  |            |            |        |          |          |        |           |
| Sweden, Norway & Denmark                   | 179.5      | 183.3      | -2.1   | 355.6    | 352.0    | 1.0    | 713.2     |
| Netherlands & Belgium                      | 170.2      | 136.5      | 24.7   | 319.5    | 255.4    | 25.1   | 543.4     |
| Switzerland, Germany & Austria             | 222.3      | 175.8      | 26.5   | 452.4    | 358.0    | 26.4   | 778.2     |
| France, Spain, Portugal & Italy            | 225.2      | 153.9      | 46.3   | 443.7    | 306.0    | 45.0   | 659.5     |
| Finland, Estonia, Latvia & Lithuania       | 155.9      | 128.4      | 21.4   | 311.8    | 244.9    | 27.3   | 534.5     |
| United Kingdom & Ireland                   | 53.4       | 58.1       | -8.1   | 108.4    | 117.9    | -8.1   | 226.5     |
| Poland, Czech Republic, Slovakia & Hungary | 49.5       | 54.7       | -9.5   | 92.4     | 112.3    | -17.7  | 220.2     |
| Total revenues excluding revaluations      | 1,056.0    | 890.7      | 18.6   | 2,083.8  | 1,746.5  | 19.3   | 3,675.5   |

## Intrum Justitia Group - Operating earnings excluding revaluations

| SEK M                                      | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|--|------------|------------|--------|----------|----------|--------|-----------|
|  | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|  |            |            |        |          |          |        |           |
| Sweden, Norway & Denmark                   | 43.5       | 55.9       | -22.2  | 79.7     | 92.7     | -14.0  | 191.8     |
| Netherlands & Belgium                      | 28.2       | 23.7       | 19.0   | 50.2     | 37.9     | 32.5   | 96.9      |
| Switzerland, Germany & Austria             | 59.7       | 62.0       | -3.7   | 128.7    | 119.6    | 7.6    | 267.3     |
| France, Spain, Portugal & Italy            | 42.6       | 27.0       | 57.8   | 75.5     | 55.5     | 36.0   | 124.5     |
| Finland, Estonia, Latvia & Lithuania       | 45.9       | 54.0       | -15.0  | 101.6    | 99.1     | 2.5    | 217.0     |
| United Kingdom & Ireland                   | -25.8      | -8.1       | 218.5  | -36.3    | -14.7    | 146.9  | -114.4    |
| Poland, Czech Republic, Slovakia & Hungary | -3.1       | 3.5        | -188.6 | -11.0    | 14.3     | -176.9 | 15.7      |
| Participations in associated companies     | 0.2        | 0.0        | -      | 0.2      | 0.2      | 0.0    | 0.8       |
| Central costs                              | -27.5      | -38.6      | -28.8  | -48.2    | -64.2    | -24.9  | -104.5    |
| Total operating earnings excluding         | 163.7      | 179.4      | -8.8   | 340.4    | 340.4    | 0.0    | 695.1     |

## Intrum Justitia Group - Operating margin excluding revaluations

| %  | April-June | April-June | Jan-June | Jan-June | Full Year |
|--|------------|------------|----------|----------|-----------|
|  | 2009       | 2008       | 2009     | 2008     | 2008      |
|  |            |            |          |          |           |
| Sweden, Norway & Denmark                   | 24.2       | 30.5       | 22.4     | 26.3     | 26.9      |
| Netherlands & Belgium                      | 16.6       | 17.4       | 15.7     | 14.8     | 17.8      |
| Switzerland, Germany & Austria             | 26.9       | 35.3       | 28.4     | 33.4     | 34.3      |
| France, Spain, Portugal & Italy            | 18.9       | 17.5       | 17.0     | 18.1     | 18.9      |
| Finland, Estonia, Latvia & Lithuania       | 29.4       | 42.1       | 32.6     | 40.5     | 40.6      |
| United Kingdom & Ireland                   | -48.3      | -13.9      | -33.5    | -12.5    | -50.5     |
| Poland, Czech Republic, Slovakia & Hungary | -6.3       | 6.4        | -11.9    | 12.7     | 7.1       |
| Operating margin for the Group             | 15.5       | 20.1       | 16.3     | 19.5     | 18.9      |

## Intrum Justitia Group - Revenues by Service Line

| SEK M                                     | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|---|------------|------------|--------|----------|----------|--------|-----------|
|   | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|   |            |            |        |          |          |        |           |
| Credit Management                         | 900.8      | 782.2      | 15.2   | 1,801.1  | 1,549.0  | 16.3   | 3,217.9   |
| Purchased Debt                            | 248.8      | 191.8      | 29.7   | 438.3    | 361.4    | 21.3   | 783.6     |
| Elimination of inter-service line revenue | -98.8      | -83.2      | 18.8   | -181.1   | -158.1   | 14.5   | -323.8    |
| Total revenues                            | 1,050.8    | 890.8      | 18.0   | 2,058.3  | 1,752.3  | 17.5   | 3,677.7   |

## Intrum Justitia Group - Operating earnings by Service Line

| SEK M                                     | April-June | April-June | Change | Jan-June | Jan-June | Change | Full Year |
|---|------------|------------|--------|----------|----------|--------|-----------|
|   | 2009       | 2008       | %      | 2009     | 2008     | %      | 2008      |
|   |            |            |        |          |          |        |           |
| Credit Management                         | 101.3      | 126.9      | -20.2  | 219.1    | 245.9    | -10.9  | 509.9     |
| Purchased Debt                            | 96.0       | 78.5       | 22.3   | 161.5    | 151.1    | 6.9    | 349.3     |
| Disposal of operation/Goodwill impairment | -15.1      | 8.9        | -269.7 | -15.1    | 8.9      | -269.7 | -60.7     |
| Participations in associated companies    | 0.2        | 0.0        | -      | 0.2      | 0.2      | 0.0    | 0.8       |
| Central costs                             | -23.9      | -34.8      | -31.3  | -50.8    | -59.9    | -15.2  | -102.0    |
| Total operating earnings                  | 158.5      | 179.5      | -11.7  | 314.9    | 346.2    | -9.0   | 697.3     |

# Intrum Justitia Group - Operating margin by Service Line

| %                 | April-June | April-June | Jan-June | Jan-June | Full Year |
|-------------------|------------|------------|----------|----------|-----------|
|                   | 2009       | 2008       | 2009     | 2008     | 2008      |
|                   |            |            |          |          |           |
| Credit Management | 11.2       | 16.2       | 12.2     | 15.9     | 15.8      |
| Purchased Debt    | 38.6       | 40.9       | 36.8     | 41.8     | 44.6      |
| Group total       | 15.1       | 20.2       | 15.3     | 19.8     | 19.0      |

### Intrum Justitia Group - Additional Data

| Key Figures                                | April-June | April-June | Jan-June | Jan-June | Helår   |
|--|------------|------------|----------|----------|---------|
|  | 2009       | 2008       | 2009     | 2008     | 2008    |
|  |            |            |          |          |         |
| Revenue growth, %                          | 18.0       | 13.2       | 17.5     | 13.4     | 14.0    |
| Organic growth, %                          | 4.0        | 10.8       | 4.4      | 10.7     | 9.3     |
| Growth in operating earnings, %            | -11.7      | 21.5       | -9.0     | 19.9     | 4.4     |
| Growth in earnings before tax, %           | -6.0       | 19.5       | -7.3     | 14.1     | -4.4    |
| Operating margin excluding revaluations, % | 15.5       | 20.1       | 16.3     | 19.5     | 18.9    |
| Return on total capital, %                 | 9.4        | 12.8       | 9.4      | 12.6     | 12.0    |
| Return on operating assets employed, %     | 12.4       | 18.0       | 12.4     | 18.0     | 16.8    |
| Return on operating capital, %             | 13.0       | 18.5       | 12.9     | 18.6     | 17.2    |
| Return on shareholders equity, %           | 17.1       | 24.3       | 17.3     | 24.3     | 20.8    |
| Return on purchased debt, %                | 16.5       | 15.9       | 13.6     | 15.4     | 16.6    |
| Net debt, SEK M                            | 2,630.0    | 2,310.7    | 2,630.0  | 2,310.7  | 2,348.4 |
| Net debt/Equity ratio, %                   | 111.5      | 130.8      | 111.5    | 130.8    | 98.0    |
| Equity/Assets ratio, %                     | 33.6       | 30.0       | 33.6     | 30.0     | 35.5    |
| Interest coverage ratio, multiple          | 7.2        | 5.2        | 6.2      | 5.5      | 4.6     |
| Collection cases in stock, Million         | 16.6       | 16.2       | 16.6     | 16.2     | 16.6    |
| Total collection value, SEK Billion        | 129.5      | 107.3      | 129.5    | 107.3    | 126.0   |
| Average number of employees                | 3,416      | 3,157      | 3,395    | 3,099    | 3,318   |

#### **Definitions**

Increases in revenues, operating earnings and earnings before tax refer to the percentage increase in each income statement item year-over-year.

Organic growth refers to the average increase in revenues in local currency, adjusted for revaluations of purchased debt portfolios and the effects of acquisitions and divestments of Group companies.

Consolidated *revenues* include variable collection commissions, fixed collection fees, debtor fees, guarantee commissions, subscription revenue and income from purchased debt operations. Income from purchased debt consists of collected amounts less amortization, i.e., the decrease in the portfolios' book value for the period.

Operating margin is operating earnings as a percentage of revenues.

Return on total capital is operating earnings plus financial income, recalculated on a full-year basis, divided by average total

*Return on capital employed* is operating earnings plus financial income, recalculated on a full-year basis, divided by average operating capital employed. Capital employed is the sum of shareholders' equity including minority shares, interest-bearing liabilities and pension provisions.

Return on operating capital is operating earnings, recalculated on a full-year basis, divided by average operating capital. Operating capital consists of the sum of shareholders' equity including minority interests, interest-bearing liabilities and pension provisions less liquid assets and interest-bearing receivables.

Return on shareholders' equity is net earnings for the period attributable to the Parent Company's shareholders, recalculated on a full-year basis, as a percentage of average equity attributable to the Parent Company's shareholders.

Return on purchased debt is the service line's operating earnings for the period, recalculated on a full-year basis, as a percentage of the average carrying amount of the balance-sheet item purchased debt.

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

Equity/assets ratio is shareholders' equity including minority interests as a percentage of total assets.

Interest coverage ratio is earnings after financial items plus financial expenses divided by financial expenses.

## Intrum Justitia Group - Ownership Structure

| 30 June 2009                            | Number of  | Capital and |
|---|------------|-------------|
|   |            | Votes, %    |
| NBI hf (formerly Landsbanki Islands hf) | 9,129,784  | 11.4        |
| Cevian Capital                          | 6,761,479  | 8.5         |
| SEB Funds                               | 4,694,780  | 5.9         |
| Swedbank Robur Funds                    | 3,440,797  | 4.3         |
| Lannebo Funds                           | 2,465,300  | 3.1         |
| State of New Jersey Pension Fund        | 2,000,000  | 2.5         |
| Parkerhouse Investments BV              | 2,000,000  | 2.5         |
| Länsförsäkringar Funds                  | 1,963,103  | 2.5         |
| SHB Funds                               | 1,396,052  | 1.7         |
| Öresund Investment AB                   | 1,240,911  | 1.6         |
| Total, ten largest shareholders         | 35,092,206 | 43.9        |

Total number of shares:

79,994,651

Swedish ownership accounted for 45.2 percent (institutions 14.4 percentage points, mutual funds 23.2 percentage points, retail 7.6 percentage points) Source: SIS Aktieägarservice

# Intrum Justitia AB (Parent Company) - Income Statement

| SEK M                                     | Jan-June | Jan-June | Full Year |
|---|----------|----------|-----------|
|   | 2009     | 2008     | 2008      |
|   |          |          |           |
| Revenues                                  | 36.2     | 28.7     | 60.9      |
| Gross earnings                            | 36.2     | 28.7     | 60.9      |
|   |          |          |           |
| Sales and marketing expenses              | -11.7    | -12.8    | -20.9     |
| General and administrative expenses       | -48.5    | -50.0    | -88.4     |
| Operating earnings (EBIT)                 | -24.0    | -34.1    | -48.4     |
| Dividends from subsidiaries               | 0.0      | 4,693.7  | 4,728.7   |
| Income on intercompany shares transaction | 1,150.8  | 0.0      | 0.0       |
| Net financial items                       | -50.7    | -114.6   | -296.0    |
| Earnings before tax                       | 1,076.1  | 4,545.0  | 4,384.3   |
| Tax                                       | 0.0      | 41.6     | 35.1      |
| Net earnings for the period               | 1,076.1  | 4,586.6  | 4,419.4   |

# Intrum Justitia AB (Parent Company) - Balance Sheet

| SEK M                                      | 30 Jun   | 30 Jun   | 31 Dec   |
|--|----------|----------|----------|
|  | 2009     | 2008     | 2008     |
|  |          |          |          |
| ASSETS                                     |          |          |          |
| Fixed assets                               |          |          |          |
| Intangible fixed assets                    | 0.6      | 0.8      | 0.4      |
| Tangible fixed assets                      | 0.2      | 0.4      | 0.3      |
| Financial fixed assets                     | 13,078.2 | 12,293.3 | 12,360.1 |
| Total fixed assets                         | 13,079.0 | 12,294.5 | 12,360.8 |
|  |          |          |          |
| Current assets                             |          |          |          |
| Current receivables                        | 2,120.6  | 2,293.3  | 2,284.7  |
| Cash and bank balances                     | 3.5      | 4.9      | 16.0     |
| Total current assets                       | 2,124.1  | 2,298.2  | 2,300.7  |
| TOTAL ASSETS                               | 15,203.1 | 14,592.7 | 14,661.5 |
| SHAREHOLDERS' EQUITY AND LIABILITIES       | 1        |          |          |
| Total shareholders' equity                 | 4,887.8  | 5,181.1  | 4,377.7  |
| Long-term liabilities and provisions       | 6,864.5  | 8,802.4  | 9,576.3  |
| Current liabilities                        | 3,450.8  | 609.2    | 707.5    |
| TOTAL SHAREHOLDERS* EQUITY AND LIABILITIES | 15,203.1 | 14,592.7 | 14,661.5 |