An abstract graphic on the left side of the slide consists of numerous thin, curved lines in shades of blue and green, creating a sense of movement and depth.

Presentation of KRUK's results for Q1–Q3 2023

25 years

OF EUROPEAN
KNOWLEDGE
& EXPERIENCE

KRUK reports record performance for Q1–Q3 2023



NET PROFIT

PLN 757m
(+12% y/y)



CASH EBITDA

PLN 1,620m
(+19% y/y)



RECOVERIES FROM
PURCHASED DEBT
PORTFOLIOS

PLN 2,286m
(+19% y/y)



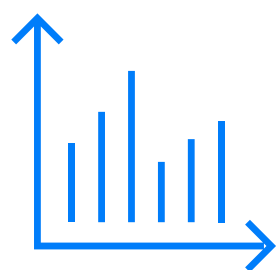
NEW DEBT
PORTFOLIO
PURCHASES

PLN 1,989m
(+47% y/y)



EPS

PLN 39.18
(+10% y/y)



ROE rolling
(LTM)*

24%



PORTFOLIO CARRYING
AMOUNT

PLN 8.2bn
(+33% y/y)



NET DEBT/CASH EBITDA

2.3x
(Q3 2022 1.9x)

* Last twelve months.

KRUK's Q1-Q3 2023 performance highlights



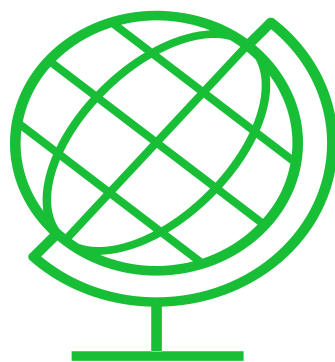
KRUK S.A. 25 YEARS OF CORPORATE EXISTENCE

FROM A START-UP CREATED IN 1998 TO A COMPANY WORTH PLN 8.9BN IN 2023*



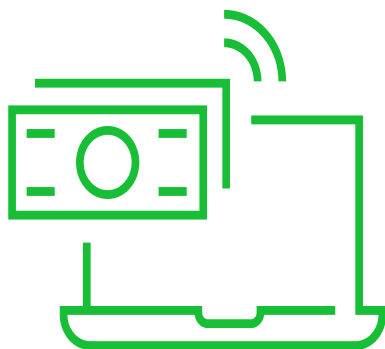
PLN 15 DIVIDEND PER SHARE FOR 2022

OVER 9 YEARS, KRUK PAID PLN 1.1BN OF PROFIT TO SHAREHOLDERS IN THE FORM OF DIVIDENDS AND SHARE BUYBACK



INTERNATIONAL EXPANSION

82% OF INVESTMENTS AND 55% OF RECOVERIES IN MARKETS OUTSIDE POLAND



TECHNOLOGY DEVELOPMENT

DIGITAL TRANSFORMATION OF THE KRUK GROUP, INCLUDING THROUGH THE DISCOVERY PROGRAMME



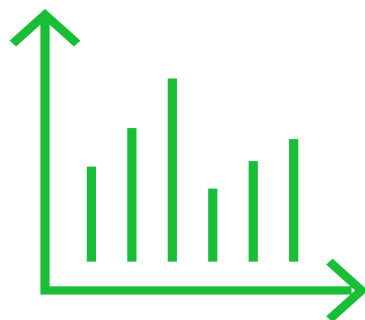
RECORD-HIGH CASH EBITDA

PLN 1.6BN AFTER FIRST THREE QUARTERS OF 2023



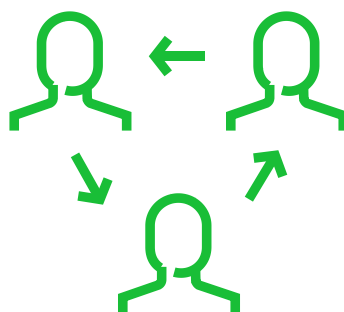
CREDIT RATING MOODY'S: BA1 S&P: BB-

ONE OF THE BEST CREDIT RATINGS AMONG DEBT COLLECTION COMPANIES WORLDWIDE



24%**

HIGHEST ROE AMONG THE WORLD'S LARGEST LISTED DEBT COLLECTION COMPANIES



58% OF SENIOR MANAGERIAL POSITIONS

AT THE KRUP GROUP HELD BY WOMEN

* Market capitalisation as at October 30th 2023
** Last twelve months.

Agenda



1. Summary
2. KRUK Group's results
3. Geographical and operating segments
4. Financials
5. Additional information

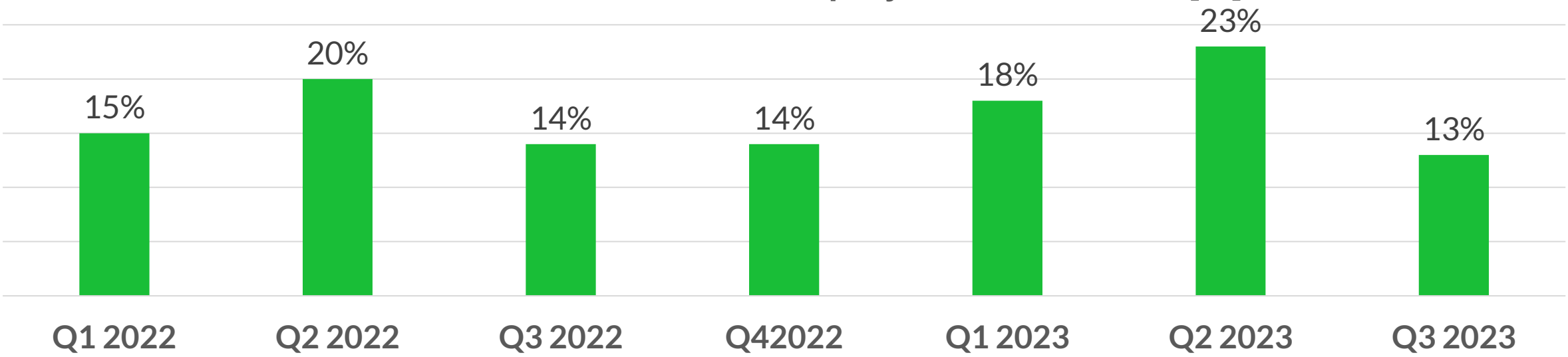
Record-high recoveries and investments in Q1–Q3 2023



Recoveries from
purchased portfolios
PLN 2.3bn
(+19% y/y)

- ✓ Recoveries from the KRUK Group’s purchased portfolios grew by PLN 358m y/y (up 19%), mainly on the back of improved recoveries reported in Italy (up PLN 107m y/y), Poland (up PLN 99m), and Spain (up PLN 95m y/y).
- ✓ Foreign markets accounted for 55% of the Group’s total recoveries.
- ✓ PLN 2bn (88%) was attributable to unsecured debt portfolios, mainly from the consumer sector.
- ✓ In each of KRUK’s markets actual amounts recovered were higher than the budgeted figures, both over the nine months to September 30th 2023 and in each quarter (the positive deviation in Q3 2023 was PLN 91m, or 13%).

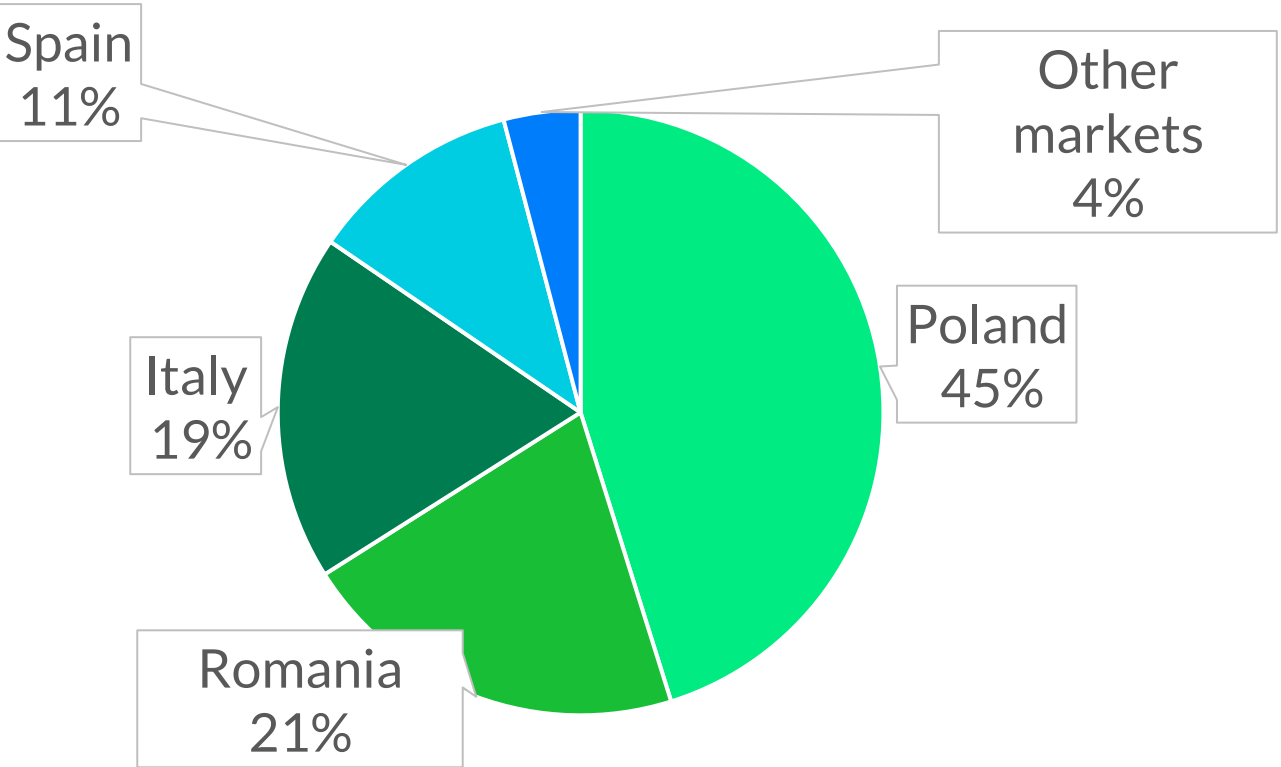
Deviation between actual and projected recoveries [%]*



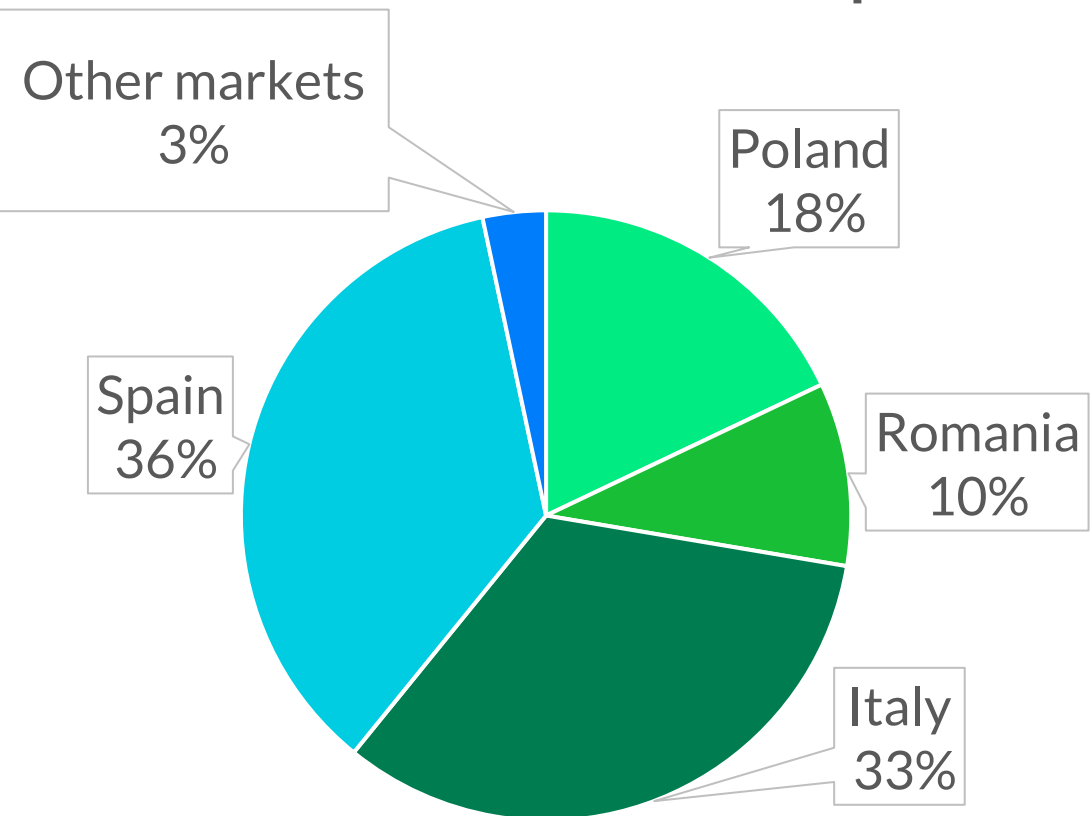
New debt portfolio
purchases
PLN 1.9bn
(+47% y/y)

- ✓ Expenditure on new debt portfolios in Q1–Q3 2023 rose by PLN 639m (up 47% y/y), reaching a level representing the highest ever amount of investments over the January–September period in the KRUK Group's history.
- ✓ The largest investments were made in Spain (PLN 712m) and Italy (PLN 660m).
- ✓ PLN 1.9bn (94%) of the total investment amount was spent on unsecured retail debts.
- ✓ In nominal terms, purchased debt totalled PLN 10.1bn (up 30% y/y).

Share of each market in total recoveries



Share of each market in total expenditure



The item ‘deviation between actual and projected recoveries’ includes the deviation of actual recoveries from budgeted figures, decreases on early collections in collateralised cases, and payments from the original creditor. The percentage deviation is determined as the ratio of ‘deviation between actual and projected recoveries’ to the difference between ‘actual recoveries’ and ‘deviation between actual and projected recoveries’.

ROE at 24% with net profit up 12% y/y



Net profit
PLN 757m
(+12% y/y)

- ✓ Net profit for Q1–Q3 2023 reached PLN 757m.
- ✓ Cash EBITDA for the period came in at PLN 1.6bn (up PLN 257m, or 19%, y/y), with the rise attributable primarily to the PLN 358m (19%) increase in recoveries y/y.
- ✓ Return on equity (ROE) was 24%.

Revenue
PLN 1,923m
(+19% y/y)

- ✓ Revenue from purchased debt portfolios for Q1–Q3 2023 amounted to PLN 1.7bn, up PLN +298m, or 21%, y/y.
- ✓ Revaluation of projected recoveries booked by the Group in the reporting period totalled PLN 319m, compared with PLN 305m in the previous year. The deviation between actual and projected recoveries* was PLN 344m, up from PLN 269m the year before. Interest income also rose year on year, from PLN 850m to PLN 1.1bn.
- ✓ 70% of the total revaluation of projected recoveries from unsecured retail portfolios as in the three months ended September 30th 2023 was attributable to the revaluation of projected recoveries until July 2027 (over the next 46 months).

Operating and
administrative expenses
PLN 851m
(+16% y/y)

- ✓ In Q1–Q3 2023, operating expenses excluding depreciation and amortisation (direct and indirect costs, administrative expenses and other expenses) increased by PLN 116m (16%) y/y.
- ✓ The increase was driven mainly by a rise in employee costs and salaries (up PLN 54m, or 16%, y/y), as well as court and bailiff fees (up PLN 59m, or 30%, y/y).

Finance costs
PLN 196m
(+54% y/y)

- ✓ The increase in net finance costs in Q1–Q3 2023 (up PLN 68m, or 54%, y/y) was driven mainly by a higher debt amount (up PLN 1,535m**), as well as elevated 1M/3M WIBOR rates (the average of quotations for the last day of each month in the period January–September 2022 was 5.39%/5.85%, compared with 6.75%/6.74% in the comparative period of 2023) and 1M/3M EURIBOR rates (up from -0.20%/-0.01% to 3.14%/3.34%, respectively).
- ✓ The effect of interest rate increases on the Group's finance costs was partly offset by the effect of interest rate hedges (PLN +21m and PLN +54m in the three and nine months to September 30th 2023, respectively).
- ✓ IRS and CIRS contracts used for hedging purposes and fixed-rate bonds (a total of PLN 3,414m) represented 70% of the Group's total debt as at September 30th 2023. WIBOR-sensitive debt accounted for 4% (PLN 193m) and EURIBOR-sensitive debt – for 26% (PLN 1,299m) of the Group's total debt as at September 30th 2023.
- ✓ The effect of exchange rate movements on the KRUK Group's profit or loss was PLN 4m both in the nine months ended September 30th 2023 and in the third quarter alone.

* And decreases on early collections in collateralised cases, payments from original creditor.

** Debt reported at nominal value.

Strong balance sheet and good access to financing sources



Equity
PLN 3.7bn
(+19% y/y)

- ✓ Equity represents 41% of the KRUK Group's financing sources. The ratio of net interest-bearing debt to equity was 1.3x (maximum value: 3.0x) and the ratio of net interest-bearing debt to cash EBITDA was 2.3x (maximum value: 4.0x).
- ✓ The ratio of cash EBITDA to interest on debt was 8.0x (maximum value: 4.0x).
- ✓ As at September 30th 2023, available lines of credit totalled PLN 3.2bn, including undrawn facilities of PLN 684m.
- ✓ From January to September 2023, KRUK issued PLN 295m worth of Polish bonds and EUR 150m worth of Nordic bonds. On June 27th 2023, Nordic bonds were admitted to trading on NASDAQ in Sweden.
- ✓ Subsequent to the reporting period, KRUK issued Series AO2 bonds with a total nominal value of PLN 90m for retail investors and Series AL4 bonds with a total nominal value of PLN 450m for institutional investors.

Group's assets
PLN 9.2bn
(+30% y/y)

- ✓ The carrying amount of investments in debt portfolios reached PLN 8.2bn, accounting for 89% of the Group's assets. Unsecured debt represented 91% of the carrying amount of KRUK's debt holdings.
- ✓ The carrying amount of loans granted by Wonga and Novum was PLN 404m, i.e. 4% of the Group's assets.
- ✓ As at September 30th 2023, cash and cash equivalents amounted to PLN 194m.

Technology development



Digital transformation

- ✓ KRUK runs the Discovery programme addressing areas such as:
 - digitalisation of the amicable collection process (e.g. digital client touchpoints), automation of the legal enforcement processes;
 - data management (e.g. availability, quality, and security of data), improvement of analytical processes with a higher number and better quality of analytical models, enhanced accuracy of portfolio valuations and financial projections;
 - more effective deployment of IT changes and system architecture, development of 'no-code' tools and capabilities, accelerated innovation;
 - programmes to strengthen staff's digital competencies, as well as a constructive organisational culture and work environment reflecting the principle of 'Diversity, Equity, Inclusion'.
- ✓ KRUK has selected a platform developed by an external partner, which will speed up the process of setting up test and production environments, significantly shortening the time needed to deploy newly delivered applications.
- ✓ KRUK is carrying out the Starlight project, which aims to study the needs of its organisation and compare them with global technology trends. One of the deliverables will be the KRUK Group's digital maturity map indicating possible trajectories for the organisation's further development and adoption of technologies.

Rollout of online solutions

- ✓ In Spain, KRUK is focusing on replacing the existing system with the self-service e-kruk platform.
- ✓ In Poland, the Company has added to the e-kruk system a new instalment payment product, offering clients preferential repayment terms. The purpose of this latest addition is to further increase the number of settlement agreements executed by clients on the e-kruk self-service platform (this option accounted for more than half of all the settlements concluded in Q3 2023).
- ✓ Thanks to the KRUK Group's consistent efforts, the number of e-kruk active users has been growing, reaching 250 thousand in Q3 2023.

Development of cloud-based solutions

- ✓ KRUK continued cloud solution projects that are expected to drive the Group's fast-paced technological development, while ensuring digital and technological security.
- ✓ As part of its Microsoft 365 E5 subscription, KRUK continues to implement a wide range of E5 services and tools across the Group to enhance process automation and efficiency, improve management, and ultimately deliver better business performance.

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KRUK Group in Q1–Q3 2023, by segment



	Poland		Romania		Italy		Spain		Other markets		Unallocated		Head Office		KRUK Group	
	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022	Q1–Q3 2023	Q1–Q3 2022
(PLNm)																
Expenditure on debt portfolios	357	247	193	250	660	445	712	388	67	20	N/A		N/A		1,989	1,351
Recoveries	1,032	933	477	439	423	316	260	165	94	75	N/A		N/A		2,286	1,928
Carrying amount of purchased debt portfolios (PLNbn)	2.9	2.7	1.4	1.2	2.0	1.4	1.8	0.7	0.2	0.2	N/A		N/A		8,190	6,158
Revenue	896	803	432	416	312	267	223	75	41	46	19	4	N/A		1,923	1,611
Purchased debt portfolios	755	666	427	403	304	261	211	63	41	46	N/A		N/A		1,737	1,439
Credit management services	23	21	0	10	8	6	12	12			N/A		N/A		44	49
Wonga	100	94									N/A		N/A		100	94
Other activities	18	21	4	3							N/A		N/A		22	24
Gross profit	654	563	341	337	166	137	106	4	19	29	12	-3	N/A		1,298	1,067
EBITDA	590	512	319	317	139	116	88		8	22	12	-3	-85	-79	1,071	875
Cash EBITDA	867	779	368	353	259	171	137	-10	61	50	12	-3	-85	-79	1,620	1,363

Operations of the KRUK Group – Poland



(PLNm)	Q1-Q3 2023	Q1-Q3 2022	y/y	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
EXPENDITURE ON DEBT PORTFOLIOS	357	247	44%	638	10	127	110	218	86	197	74
RECOVERIES	1,032	933	11%	291	312	325	296	299	322	345	365
PORTFOLIO CARRYING AMOUNT	2,858	2,666	7%	2,668	2,584	2,653	2,666	2,770	2,754	2,895	2,858
REVENUE	896	803	12%	191	258	302	243	233	268	338	291
INCLUDING FROM PURCHASED DEBT PORTFOLIOS	755	666	13%	170	217	257	192	183	217	286	251
REVALUATION OF PROJECTED RECOVERIES	145	133	9%	14	37	69	28	23	31	64	50
CREDIT MANAGEMENT SERVICES	23	21	13%	6	7	7	7	8	9	8	7
WONGA	100	94	6%	9	27	31	36	34	36	38	26
OTHER ACTIVITIES	18	21	-16%	5	7	7	7	8	6	6	6
GROSS PROFIT	654	563	16%	-	-	-	-	-	187	259	208
EBITDA	590	512	15%	101	164	205	143	113	167	238	185
INCLUDING WONGA	54	52	5%	11	11	19	22	20	21	23	11
CASH EBITDA	867	779	11%	222	258	273	248	230	272	296	299
PORTFOLIO PROFITABILITY (LTM)*	34%	35%	-3%	33%	35%	35%	35%	31%	32%	32%	34%

- The KRUK Group's expenditure on portfolio purchases in Poland reached PLN 357m, representing 18% of all funds invested by the Group in Q1–Q3 2023. The nominal value of purchased portfolios was PLN 2.1bn. In Poland, KRUK invested primarily in unsecured retail debt.
- After the first three quarters of 2023, recoveries from the Polish market totalled PLN 1,032m (up 11% y/y), representing some 45% of the Group's total recoveries.
- The carrying amount of purchased debt portfolios as at September 30th 2023 was PLN 2.9bn. The Polish portfolios accounted for 35% of the carrying amount of all debt portfolios held by the KRUK Group.
- The PLN 94m year-on-year growth of revenue was due mainly to an increase in revenue from purchased portfolios (up PLN 89m y/y). The improvement in revenue from purchased portfolios was led primarily by a year-on-year increase in interest income and larger positive deviation between actual and projected recoveries.
- The year-on-year increase in gross profit (up 16% y/y) and EBITDA (up 15% y/y) was mainly driven by growing revenue.

Operations of the KRUK Group – Romania



(PLNm)	Q1-Q3 2023	Q1-Q3 2022	y/y	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
EXPENDITURE ON DEBT PORTFOLIOS	193	250	-23%	49	103	57	91	162	18	100	75
RECOVERIES	477	439	9%	143	145	142	152	154	167	155	155
PORTFOLIO CARRYING AMOUNT	1,390	1,160	20%	887	1,016	1,076	1,160	1,256	1,244	1,275	1,390
REVENUE	432	416	4%	84	166	142	108	133	141	149	141
PURCHASED DEBT PORTFOLIOS	427	403	6%	79	162	137	104	130	140	148	140
REVALUATION OF PROJECTED RECOVERIES	145	161	-10%	15	88	57	16	46	39	58	48
CREDIT MANAGEMENT SERVICES	0	10	-97%	4	3	4	3	1	0	0	0
OTHER ACTIVITIES	4	3	52%	1	1	1	1	1	1	2	1
GROSS PROFIT	341	337	1%	-	-	-	-	-	112	119	110
EBITDA	319	317	1%	51	136	108	73	90	105	111	103
CASH EBITDA	368	353	4%	114	118	113	122	114	132	119	118
PORTFOLIO PROFITABILITY (LTM)*	44%	47%	-7%	45%	50%	47%	47%	50%	45%	44%	44%

- In Q1-Q3 2023, expenditure on portfolio purchases in Romania reached PLN 193m, down 23% y/y. KRUK was mainly active in the unsecured retail debt market. The nominal value of the debt purchased in the period was PLN 713m. Purchases made in Romania accounted for 10% of the Group's total investments in the first two quarters of 2023.
- Recoveries from Romanian debt portfolios amounted to PLN 477m (up 9% y/y) and represented 21% of the Group's total recoveries.
- At the end of the period, the carrying amount of purchased debt portfolios was PLN 1.4bn (up 20% y/y). The Romanian portfolios accounted for 17% of the carrying amount of all debt portfolios held by the KRUK Group.
- Revenue growth to PLN 432m (up 4% y/y) was mainly driven by an increase in interest income from purchased portfolios and a higher positive deviation between actual and projected recoveries relative to the comparative period.
- Gross profit (up 1% y/y) and EBITDA (up 1% y/y) remained broadly unchanged y/y.

Operations of the KRUK Group – Italy



(PLNm)	Q1-Q3 2023	Q1-Q3 2022	y/y
EXPENDITURE ON DEBT PORTFOLIOS	660	445	48%
RECOVERIES	423	316	34%
PORTFOLIO CARRYING AMOUNT	1,998	1,435	39%
REVENUE	312	267	17%
PURCHASED DEBT PORTFOLIOS	304	261	16%
REVALUATION OF PROJECTED RECOVERIES	23	43	-46%
CREDIT MANAGEMENT SERVICES	8	6	30%
GROSS PROFIT	166	137	21%
EBITDA	139	116	20%
CASH EBITDA	259	171	51%
PORTFOLIO PROFITABILITY (LTM)*	23%	29%	-19%

Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
78	147	69	228	140	341	183	137
87	96	112	108	140	142	147	135
972	1,117	1,176	1,435	1,472	1,774	1,826	1,998
76	82	97	88	93	111	104	96
74	80	95	86	91	108	102	94
11	12	19	11	7	16	7	1
2	2	2	2	2	3	3	3
-	-	-	-	-	65	52	49
28	37	43	36	34	57	42	40
41	53	61	58	83	90	87	82
32%	32%	31%	29%	29%	26%	26%	23%

- On the Italian market in Q1-Q3 2023, KRUK invested PLN 660m (up 48% y/y; 33% of total expenditure), purchasing debt worth nominally PLN 2.5bn.
- Amounts recovered in the Italian market came to PLN 423m (up 34% y/y), accounting for 19% of the Group's total recoveries.
- At the end of the reporting period, the carrying amount of debt portfolios purchased on that market was PLN 2bn, representing 24% of the total carrying amount of debt portfolios held by the KRUK Group.
- Revenue reached PLN 312m, up 17% y/y, despite a lower positive revaluation of projected recoveries. The revenue increase was due mainly to growth of interest income relative to the reference period.
- The increase in gross profit (up 21%) and EBITDA (up 20%) came mainly as a result of higher revenue.

Operations of the KRUK Group – Spain



(PLNm)	Q1-Q3 2023	Q1-Q3 2022	y/y	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
EXPENDITURE ON DEBT PORTFOLIOS	712	388	83%	0	0	235	153	411	35	161	516
RECOVERIES	260	165	58%	55	45	52	68	82	69	86	105
PORTFOLIO CARRYING AMOUNT	1,766	743	138%	420	400	580	743	1,101	1,123	1,217	1,766
REVENUE	223	75	198%	32	24	-3	54	61	64	78	81
PURCHASED DEBT PORTFOLIOS	211	63	233%	28	20	-7	50	56	60	73	78
REVALUATION OF PROJECTED RECOVERIES	5	-39	112%	3	-4	-39	4	2	-1	5	0
CREDIT MANAGEMENT SERVICES	12	12	5%	4	4	4	3	4	4	5	3
GROSS PROFIT	106	4	2,640%	-	-	-	-	-	28	37	41
EBITDA	88	-10	1,001%	1	-1	-32	23	4	23	31	35
CASH EBITDA	137	92	50%	28	24	27	40	29	32	43	61
PORTFOLIO PROFITABILITY (LTM)*	21%	15%	40%	25%	25%	13%	15%	16%	21%	27%	21%

- On the Spanish market in Q1-Q3 2023, KRUK invested PLN 712m (36% of total expenditure), purchasing debt worth nominally PLN 4.4bn. The investment was made in unsecured retail portfolios.
- Amounts recovered in Spain reached PLN 260m (up 58% y/y), accounting for 11% of the Group's total recoveries.
- At the end of the reporting period, the carrying amount of debt portfolios purchased on that market was PLN 1.8bn, representing 22% of the total carrying amount of debt portfolios held by the KRUK Group.
- Revenue in Spain increased to PLN 223m (up 198% y/y) on the recognition of a PLN 5m positive revaluation of projected recoveries (versus a negative revaluation of PLN 39m the year before) and an increase in interest income.
- Gross profit growth to PLN 106m (up 2,640% y/y) and EBITDA growth to PLN 88m (up 1,001% y/y) were driven primarily by higher revenue.

Operations of the KRUK Group – Czech Republic, Slovakia and Germany

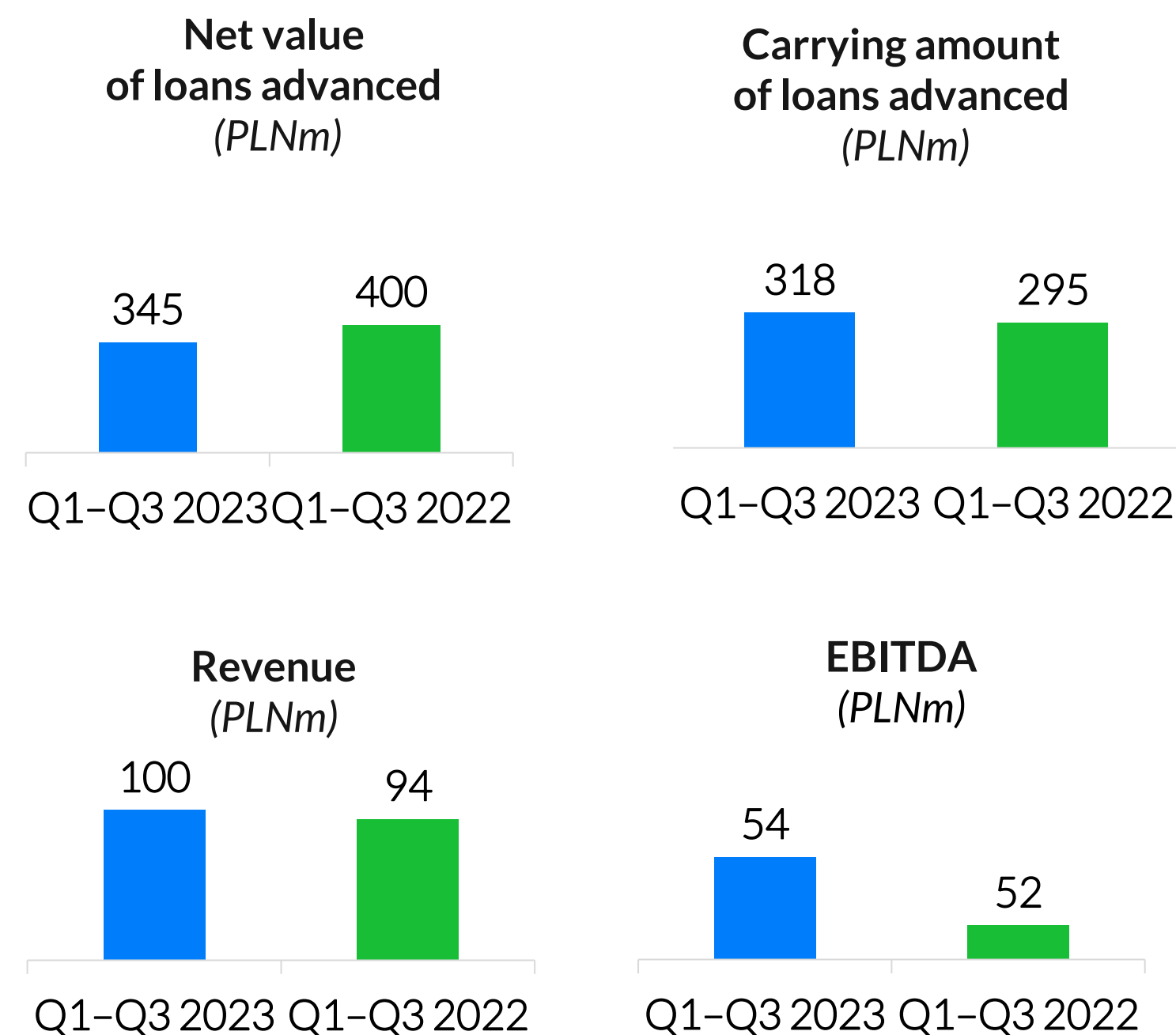


(PLNm)	Q1–Q3 2023	Q1–Q3 2022	y/y	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
EXPENDITURE ON DEBT PORTFOLIOS	67	20	241%	40	2	6	12	29	45	11	10
RECOVERIES	94	75	25%	25	25	26	24	24	24	44	25
PORTFOLIO CARRYING AMOUNT	177	154	15%	153	147	145	154	168	205	177	177
REVENUE	41	46	-12%	16	14	18	14	13	13	14	13
PURCHASED DEBT PORTFOLIOS	41	46	-12%	16	14	18	14	13	13	14	13
REVALUATION OF PROJECTED RECOVERIES	2	7	-75%	4	1	3	2	1	2	0	0
GROSS PROFIT	19	29	-34%	-	-	-	-	-	8	4	7
EBITDA	8	22	-61%	8	6	10	6	4	5	0	4
CASH EBITDA	61	50	22%	16	17	17	16	15	16	29	16
PORTFOLIO PROFITABILITY (LTM)*	32%	46%	-29%	45%	46%	51%	46%	37%	33%	34%	32%

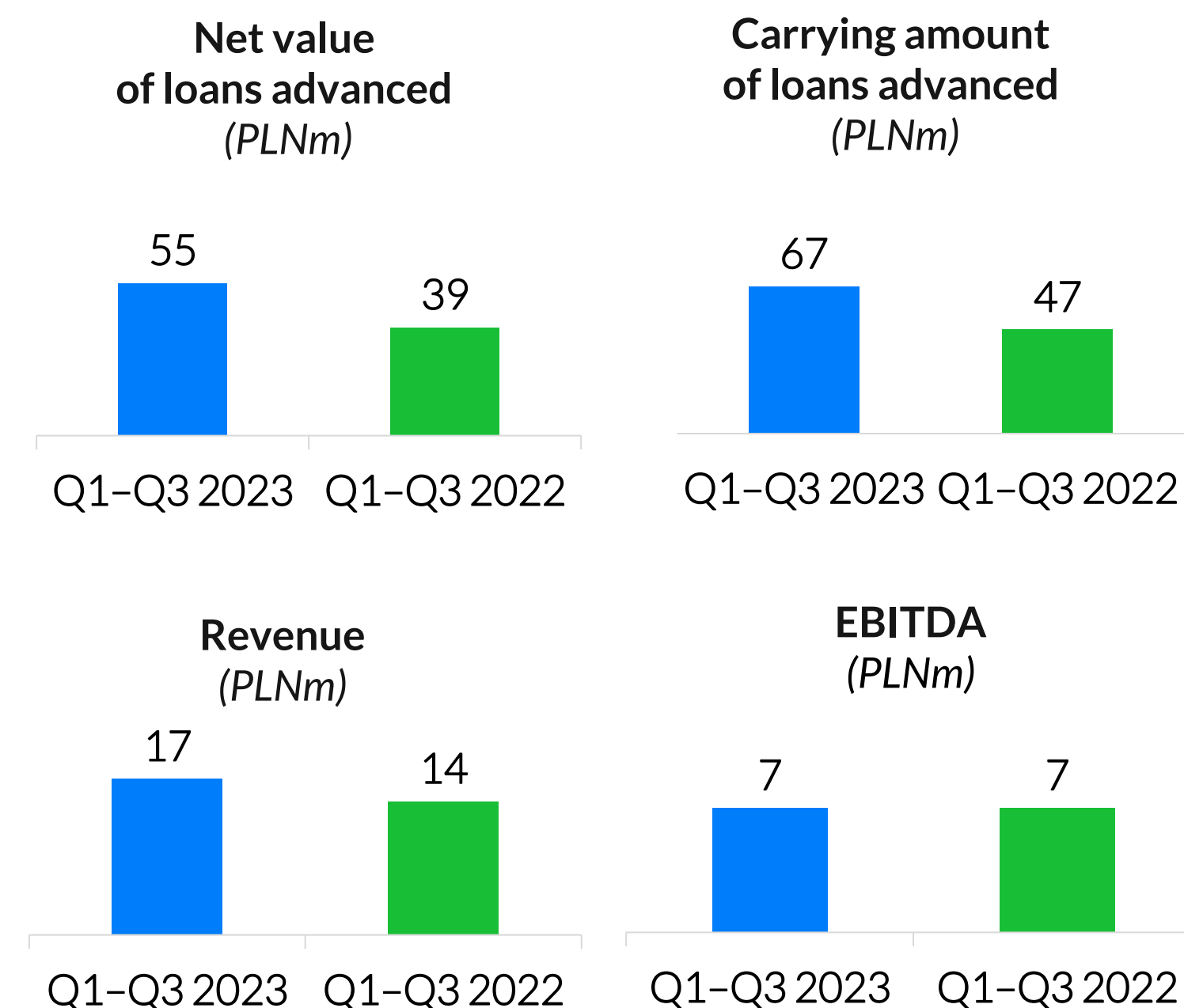
- Investments in the Czech Republic and Slovakia amounted to PLN 67m (3% of the Group's total expenditure) and involved unsecured retail portfolios.
- Recoveries reached PLN 94m, accounting for 4% of the Group's total recoveries.
- In Q1–Q3 2023, revenue came in at PLN 41m, down 12% y/y, with the fall due primarily to the recognition of a lower positive revaluation of projected recoveries relative to the reference period.
- EBITDA for the period January–September 2023 came in at PLN 8m, down 61% y/y, chiefly on account of a lower positive revaluation of projected recoveries (down PLN 5m, or 75%, y/y) and an increase in direct, indirect and administrative expenses (up PLN 5m, or 27%, y/y), due mainly to additional VAT charges in H1 2023. At the same time, cash EBITDA grew by 22% y/y, driven primarily by a 25% increase in recoveries.
- As at the end of the period, the carrying amount of purchased debt portfolios was PLN 177m, representing 2% of the total carrying amount of debt portfolios held by the KRUK Group.

* LTM portfolio profitability calculated as the sum of revenue from purchased portfolios for the last 12 months divided by the arithmetic mean of the portfolio value at the beginning and at the end of the last 12 months.

Operations of the KRUK Group – Wonga and Novum



- Wonga.pl disbursed 155 thousand cash loans in Poland, with a net amount of PLN 345m.
- As at September 30th 2023, the carrying amount of loans advanced by Wonga was PLN 318m, up 8% y/y.
- Wonga's revenue came in at PLN 100m (up 6% y/y), with EBITDA at PLN 54m (up 5% y/y).



- In Poland, Novum disbursed 11.4 thousand loans, with a net amount of PLN 55m.
- As at September 30th 2023, the carrying amount of loans advanced by Novum was PLN 67m, up 41% y/y.
- Novum's revenue in Poland totalled PLN 17m (up 16% y/y), with EBITDA at PLN 7m.

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2. KRUK Group's results
3. Geographical and operating segments
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KRUK Group – P&L by business segment (presentation format)



PLNm	Q1-Q3 2023	Q1-Q3 2022	y/y	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
PURCHASED DEBT PORTFOLIOS												
Expenditure on debt portfolios	1,989	1,351	47%	289	805	262	495	594	961	524	653	812
Recoveries	2,286	1,928	19%	550	601	623	657	648	700	724	776	785
STATEMENT OF PROFIT OR LOSS												
Operating income	1,923	1,611	19%	445	401	545	557	509	535	615	685	623
Purchased debt portfolios	1,737	1,439	21%	396	367	493	500	446	473	538	624	576
Revaluation of projected recoveries	319	305	5%	89	46	135	109	61	79	87	134	99
Income from difference between projected and actual recoveries and other items*	344	269	28%	58	56	79	109	82	84	111	143	91
Credit management services	44	49	-10%	15	16	16	17	16	16	16	15	13
Other products and services	142	122	16%	34	18	36	40	47	46	61	46	34
EBITDA	1,071	875	22%	235	164	317	305	253	219	344	393	335
EBITDA margin	56%	54%		53%	41%	58%	55%	50%	41%	56%	56%	54%
Finance income / costs	-196	-127	-54%	-30	-29	-40	-38	-49	-52	-61	-62	-73
of which: net foreign exchange gains/(losses)	10	5	92%	-2	0	-2	7	0	1	1	4	5
Profit before tax	833	711	17%	193	123	265	254	191	153	269	317	248
Tax expense	-75	-34	-125%	-23	6	-21	-9	-3	-25	-34	-23	-19
Tax %	9%	5%		12%	-5%	8%	4%	1%	16%	13%	13%	8%
Net profit	757	677	12%	170	130	244	245	188	128	235	294	229
Net profit margin	39%	42%		38%	32%	45%	44%	37%	24%	38%	38%	37%
ROE rolling (LTM)	24%	26%		25%	27%	28%	27%	26%	25%	23%	23%	24%
Cash EBITDA	1,620	1,363	19%	389	397	447	462	455	446	530	545	544

KRUK Group – P&L by geographical segment (presentation format)



PLNm	Q1-Q3 2023	Q1-Q3 2022	y/y	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Operating income	1,923	1,611	19%	445	401	545	557	509	535	615	685	623
Poland	896	803	12%	222	191	258	302	243	233	268	338	291
Romania	432	416	4%	107	84	166	142	108	133	141	149	141
Italy	312	267	17%	87	76	82	97	88	93	111	104	96
Spain	223	75	198%	13	32	24	-3	54	61	64	78	81
Other countries	41	46	-12%	16	16	14	18	14	13	13	14	13
EBITDA	1,071	875	22%	235	164	317	305	253	219	344	393	335
EBITDA margin	56%	54%		53%	41%	58%	55%	50%	41%	56%	57%	54%
Finance income/costs	-196	-127	-54%	-30	-29	-40	-38	-49	-52	-61	-62	-73
Income tax	-75	-34	-125%	-23	6	-21	-9	-3	-25	-34	-23	-19
Net profit	757	677	12%	170	130	244	245	188	128	235	294	229
Net profit margin	39%	42%		38%	32%	45%	44%	37%	24%	38%	43%	37%

KRUK Group – cash flows (presentation format)



PLNm	Q1-Q3 2023	Q1-Q3 2022	y/y	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
Cash flows from operating activities	1,238	997	24%	294	336	348	350	299	408	394	502	342
Recoveries – purchased debt portfolios	2,286	1,928	19%	550	601	623	657	648	700	724	776	785
Operating costs – purchased debt portfolios	-536	-453	-18%	-129	-161	-139	-157	-156	-200	-168	-186	-182
Operating margin – credit management	11	11	-3%	3	4	4	3	3	-5	4	4	2
Administrative expenses	-227	-193	-18%	-52	-60	-58	-67	-68	-76	-72	-76	-79
Other operating cash flow	-296	-297	0%	-79	-47	-82	-87	-129	-9	-95	-16	-185
Cash flows from investing activities	-2,024	-1,365	-48%	-292	-811	-265	-503	-596	-970	-527	-676	-820
Expenditure on debt portfolio purchases	-1,989	-1,351	-47%	-289	-805	-262	-495	-594	-961	-524	-653	-812
Other investing cash flow	-33	-14	-135%	-3	-6	-3	-8	-3	-10	-2	-23	-8
Cash flows from financing activities	783	366	114%	-353	497	39	9	318	567	167	108	508
Issue of shares	0	10	-	0	23	0	10	0	16	0	0	0
Dividend /share repurchase	-290	-249	-	-206	0	0	-249	0	0	0	0	-290
Increase in borrowings and lease liabilities	2,721	2,163	26%	451	981	602	941	619	1,169	806	828	1,087
Issue of bonds	981	510	92%	65	50	400	50	60	35	175	731	75
Decrease in borrowings and lease liabilities	-2,689	-1,713	-13%	-552	-447	-800	-542	-371	-616	-849	-1,465	-374
Redemption of bonds	0	-391	-	-35	-140	-150	-241	0	-75	0	0	0
Other financing cash flow	60	36	-2,005%	-76	30	-14	40	10	38	35	15	10
Net cash flows	-3	-2	4%	-351	22	122	-144	20	5	33	-65	29

* Including proceeds from the issue of Series AN2 bonds deposited in a technical account held with the broker, credited in the Group's bank account after the reporting date, on January 10th 2023.

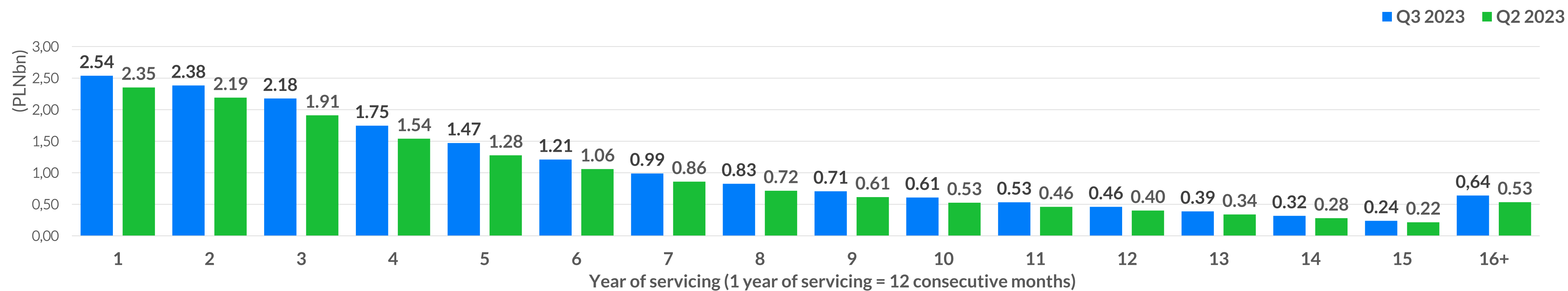
KRUK Group – selected items of the statement of financial position (presentation format)



PLNm	Sep 30 2023	Jun 30 2023	Mar 31 2023	Dec 31 2022	Sep 30 2022	Jun 30 2022	Mar 31 2022	Dec 31 2021	Sep 30 2021	Jun 30 2021
ASSETS										
Cash and cash equivalents	194	164	229	202	197	177	321	199	177	528
Investments in debt portfolios and loans	8,594	7,792	7,482	7,138	6,518	5,980	5,593	5,417	4,836	4,601
Other assets	408	449	350	341	327	309	319	294	270	244
Total assets	9,196	8,405	8,061	7,681	7,043	6,466	6,232	5,909	5,283	5,373
EQUITY AND LIABILITIES										
Equity	3,725	3,449	3,505	3,253	3,132	2,883	2,881	2,600	2,425	2,207
of which: Retained earnings	3,056	2,827	2,823	2,589	2,461	2,273	2,277	2,034	1,903	1,734
Liabilities	5,471	4,957	4,556	4,428	3,911	3,584	3,351	3,309	2,857	3,167
of which: Bank borrowings and leases	2,600	1,879	2,521	2,564	2,015	1,754	1,361	1,564	1,032	1,137
Bonds	2,371	2,267	1,556	1,382	1,423	1,362	1,560	1,305	1,395	1,360
Total equity and liabilities	9,196	8,405	8,061	7,681	7,043	6,466	6,232	5,909	5,283	5,373
METRICS										
Interest-bearing debt	4,971	4,146	4,077	3,946	3,438	3,116	2,921	2,869	2,427	2,497
Net interest-bearing debt	4,777	3,982	3,848	3,744	3,241	2,939	2,600	2,670	2,250	1,969
Net interest-bearing debt to equity	1,3	1.2	1.1	1.2	1.0	1.0	0.9	1.0	0.9	0.9



Estimated remaining collections by years of servicing as at the end of period



- Estimated remaining collections as at September 30th 2023 were PLN 17.2bn, up PLN 2bn q/q. The increase was driven primarily by Q1-Q3 2023 investments of PLN 1,989m (including PLN 812m in Q3 2023 alone) in debt portfolios with a nominal value of PLN 10,093m (including PLN 4,616m in Q3 2023 alone), and a revaluation of projected recoveries as at September 30th 2023, with a discounted value of PLN 319m.
- 70% of the total revaluation of projected recoveries from unsecured retail portfolios as in the three months ended September 30th 2023 was attributable to the revaluation of projected recoveries until July 2027 (over the next 46 months).

KRUK Group – actual vs projected recoveries and revaluation of projected recoveries



Deviation between actual and projected recoveries and related items *

PLNm	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
A. Recoveries	623	657	648	700	724	776	785
B. Deviation between actual and projected recoveries and related items *	79	109	82	84	111	143	91
C. Percentage deviation* (B / (A-B))	15%	20%	14%	14%	18%	23%	13%

- In recent quarters, KRUK has been delivering from 113% to 123% of projected recoveries*.

- Concurrently, KRUK has booked an upward revaluation of projected recoveries for the coming periods in each quarter (in Q3 2023, 70% of the revaluation was attributable to the revaluation of projected recoveries over the next 46 months).

Revaluation of projected recoveries

PLNm	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023
A. Revaluation of projected recoveries	135	109	61	79	87	134	99
B. Portfolio carrying amount	5,265	5,630	6,158	6,768	7,100	7,390	8,190
C. Revaluation relative to carrying amount [%] (A/B)	2.6%	1.9%	1.0%	1.2%	1.2%	1.8%	1.2%

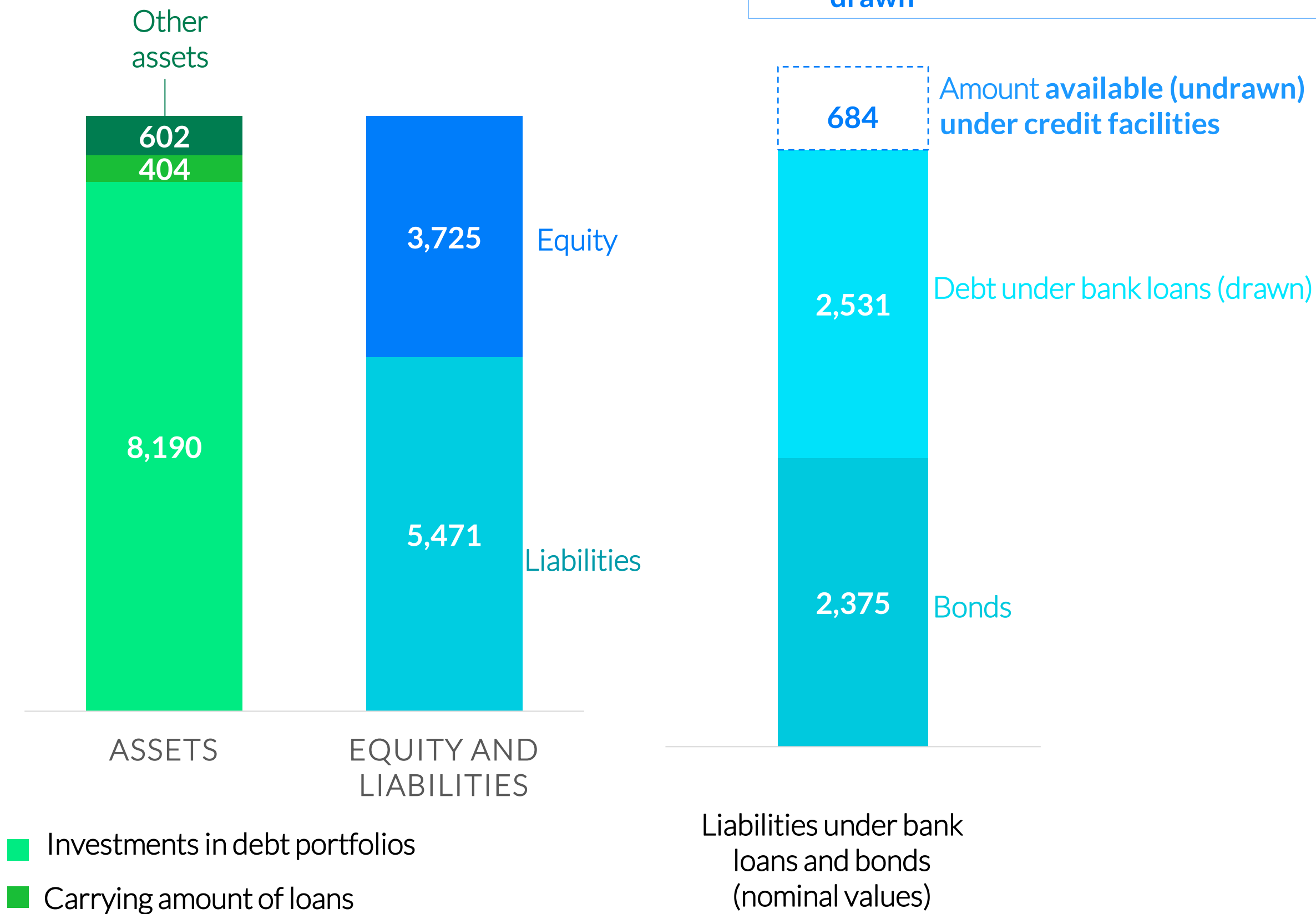
- Despite the regular upward revaluation of projected recoveries (averaging PLN 100m quarterly since the beginning of 2022), KRUK has maintained a positive deviation between actual and projected recoveries*, achieving an average surplus of PLN 100m since 2022*.

Financing structure

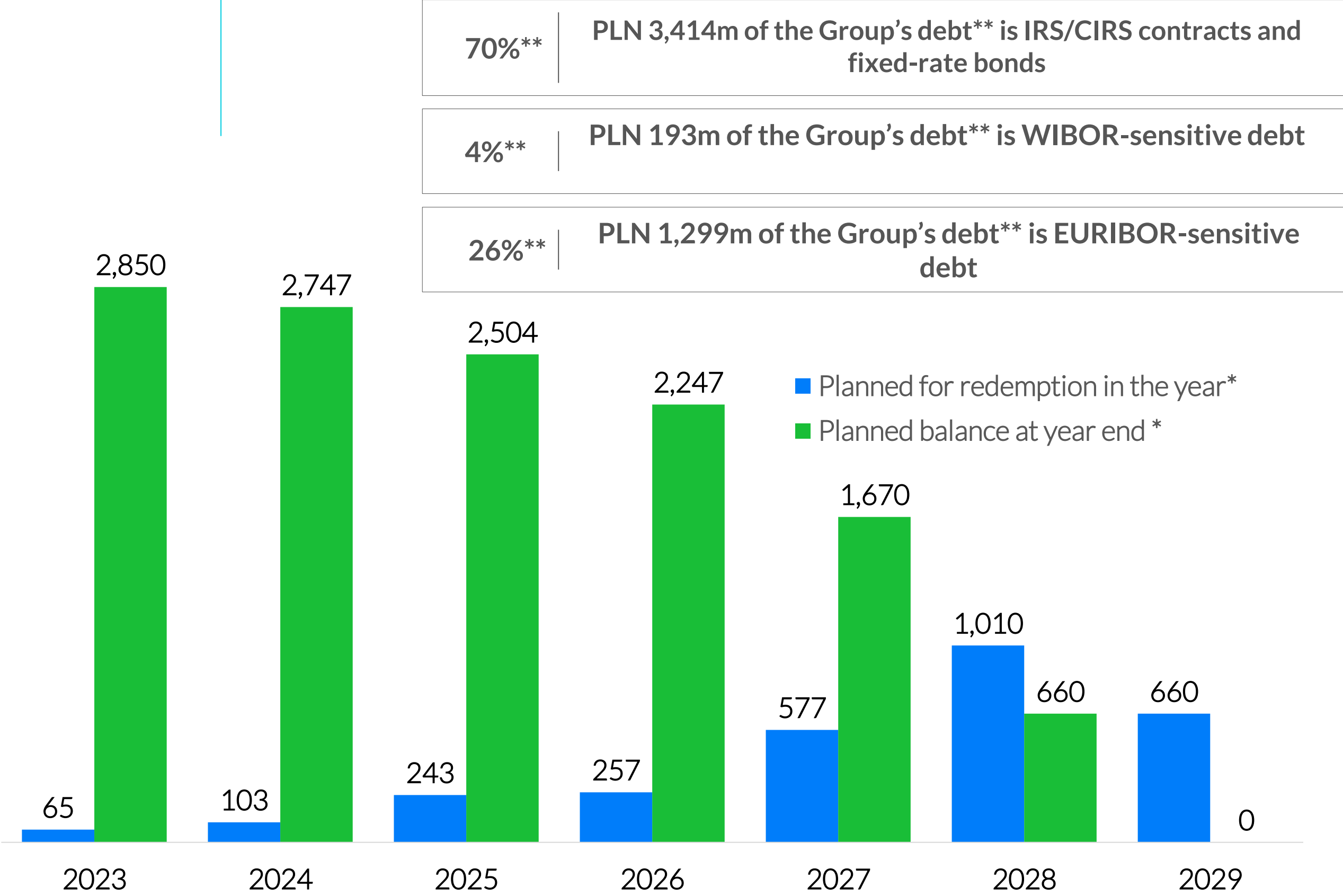


Bank loans drawn	%	1M/3M WIBOR + 1.8–2.7pp 1M EURIBOR + 2.2–2.55pp	PLN 258mbased on WIBOR PLN 2,273m based on EURIBOR
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Bonds	%	3M WIBOR + 3.2–4.5pp fixed for PLN: 4.0–4.8pp 3M EURIBOR + 6.5pp	in PLN, with variable rate: PLN 1,500m* in PLN, with fixed rate: PLN 180m* in EUR, with variable rate: PLN 695m
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Net debt/equity: 1.3x (maximum level: 3.0x)
Net debt/cash EBITDA: 2.3x (maximum level: 4.0x)
Cash EBITDA/interest on debt: 8.0x (minimum level: 4.0x)



* Nominal amounts as at September 30th 2023, including issues of PLN 90m worth of Series AO2 bonds and PLN 450m worth of Series AL4 bonds.

** Debt presented at nominal amounts.

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Implementation of the KRUK Group’s ESG Strategy in Q3 2023

KRUK Group’s strategic commitments towards the UN Sustainable Development Goals

EMPLOYEES

- Maintaining gender equality
 - **62% proportion of women in the total workforce, with 58% proportion of women in top managerial positions** (objective: at least 50%)
- Close the gender pay gap
 - **1.5% in favour of men** (objective: 0% by 2025)
- Employees with disabilities
 - **2.2% employees with disabilities** (objective: 4% by 2025)
- Share of women on corporate boards
 - **42% proportion of women on the Supervisory and Management Boards** (objective: at least 40%)
- As part of its **Diversity, Equity, Inclusion programme**, the KRUK Group implemented an updated diversity policy across its Polish subsidiaries. The policy is slated for implementation at the Group’s foreign companies in the fourth quarter of 2023.

ENVIRONMENT

- Completion of a project to test the first electric vehicles in the Group’s fleet with a view to decarbonising its operations



SOCIETY

- Supporting the public benefit organisation of the Nobel Prize laureate Olga Tokarczuk, which engages in various forms of human rights advocacy, environmental protection, preventing discrimination, promoting women’s rights, and civil society development.
- Development of the Kapitalni.org financial education portal, visited by **120,000 unique users** in Q3 2023

GOVERNANCE

- **GDPR**
 - Development of a process to ensure that the principles of privacy by design and privacy by default are applied in practice at the KRUK Group, including designing new internal regulations. Recommendations for the application of the Council of Europe’s guidelines on data protection for the processing of personal data for anti-money laundering purposes were implemented.
- **Compliance**
 - Systematizing the principles we follow, implementing the Code of Ethics at KRUK in the Czech Republic and Slovakia.
 - Comprehensive communications aimed at fostering a sound compliance culture by emphasising its importance in supporting Group companies in delivering their strategies and objectives, while upholding customer rights and the highest standards of ethical business conduct.



Investor Relations

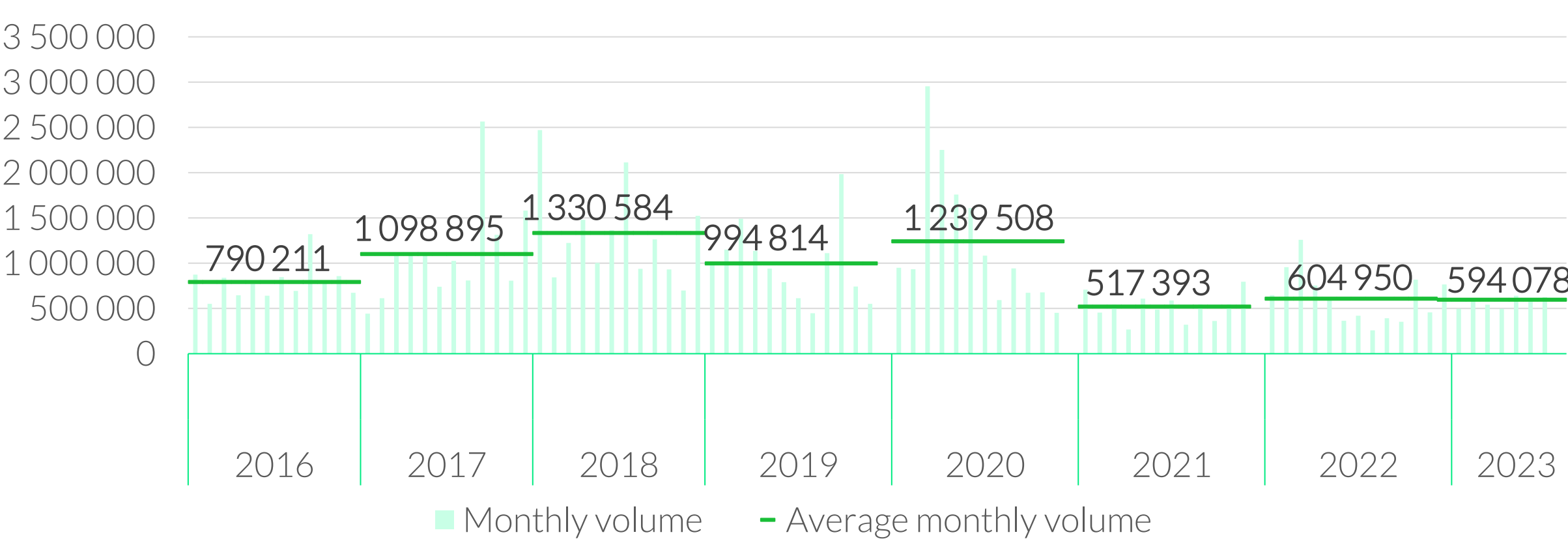
Selected IR events planned for 2023

Date	Event
September 6th	Publication of H1 2023 results
September 12th	BM Pekao Emerging Europe Investment Conference
September 26th	mBank/Commerzbank European Financials Conference
September 27th	DNB NPL Conference
September 27th	PKO by the Sea
October 10th	ERSTE The Finest CEElection Investor Conference 2023
November 8th	Publication of Q3 2023 results
November 16th	DNB Nordic Credit Conference
December 5th–8th	WOOD's Winter Wonderland EMEA Conference

Equity analyst recommendations

Date	Author	Recommendation	Price target
October 2023	Bank Pekao BM	buy	PLN 524.00
October 2023	DM Trigon	buy	PLN 525.00
October 2023	DM mBanku	buy	PLN 493.25

KRUK as the 17th most liquid stock on the WSE



Shareholders with ownership interests above 3%*

Ownership interest

Shareholder

Nationale-Nederlanden Pension Fund	14.30%
Allianz Polska Pension Fund	12.20%
Piotr Krupa	9.12%
Generali Pension Fund	8.41%
PZU Złota Jesień Pension Fund	7.80%
Aegon Pension Fund	6.03%
UNIQA Pension Fund	3.57%
Norges Bank (Government of Norway)	3.54%

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* Source: stooq.pl as at September 30th 2023.

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25 years
OF EUROPEAN
KNOWLEDGE
& EXPERIENCE