



PRESS RELEASE

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ANNUAL RESULTS 2019

A structuring year of continued growth for iQera

iQera, a leading player in the acquisition and the servicing debt management in France, announces its annual results for the financial year 2019. This year's milestones were:

- **the creation of the new group, resulting from the merger between MCS Groupe and DSOgroup**
- **continued internationalization, with the strengthening of iQera's presence in Italy**
- **sustained growth, with a 14% increase in cash revenues as compared to financial year 2018⁽¹⁾**

Key 2019 figures

The results for 2019, the first full year of activity for the combined group after the completion of the MCS Groupe and DSOgroup merger, reflect sustained development across our activities and markets.

- €271 million in cash revenues⁽¹⁾ (+14% compared to 2018).
- €134 million in cash EBITDA⁽¹⁾ (+28% compared to 2018)
- €197 million of portfolio acquisitions (c. x 5 compared to 2018)
- €542 million 120 month ERC (+34% compared to 2018)
- 2,180 employees (+21% compared to 2018)
- 16 offices around the world

2019 Highlights

In 2019, iQera underwent a profound transformation to lay the foundations for an integrated group. This transformation included the creation of a new name, a common culture, shared practices, optimized and enriched internal organization and a unified business model, as well as a new approach to client relations and customer experience.

iQera also strengthened its presence in Italy with the acquisition of Sistemina in July 2019, which complemented the December 2018 acquisition of Serfin. iQera is now able to support its historical partners (including certain major French banking groups) in Italy, with coverage in Italy mirroring that of iQera in France under the iQera Italia umbrella.

Jean-Fran ois Bensahel, President of iQera Group, said: "In 2019, we gained continued to grow and evolve, becoming a Franco-Italian player. I am proud of what we have achieved with our teams and I want to thank them. We have successfully met the challenge of transforming ourselves, creating a new group, conquering new

¹ Pro forma figure including Sistemina.



markets, while performing well across our activities. We were able to achieve this in markets that are undergoing profound changes".

Navigating in a COVID-19 environment

In response to the COVID-19 crisis, iQera quickly took appropriate measures to protect the health of its staff. iQera management and teams remain mobilized to ensure consistent service to customers and has adapted its approach to collections as needed, while preparing for the resumption of business activities as well as mitigating the economic consequences of this crisis for the Group.

It is not currently possible to fully assess the overall impact of this crisis on iQera. However, our objective remains to further establish our presence in our two markets - France and Italy – as a major operator in our two core businesses, the acquisition and the servicing of non-performing debt. We aim to become the trusted partner of French and Italian companies and financial institutions.

We intend to continue developing our businesses to meet the needs of our customers, by providing socially responsible solutions to a necessary financial service.

Jérémie Dyen, President of the iQera Holding, who is also in charge of capital allocation, concludes: "In this uncertain context, I am confident in our ability to adapt. We see this period as an opportunity to discuss and exchange views with our clients concerning our role in accompanying and helping them and their customers get through this crisis, by deepening the nature and foundations of our partnership".

About iQera Group

French leader in management & debt repurchase, iQera helps companies and financial institutions in France and Italy across the client financial cycle by combining human and artificial intelligence. iQera puts the customer experience at the heart of its strategy to "create the difference" and meet the challenges of transforming its clients' finance, credit and customer relations functions. iQera aims to activate new levers for growth, empowerment and relationships that are both agile and sustainable for all its stakeholders.

iQera

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