



Q1 2020

CONFERENCE CALL PRESENTATION

## ABOUT FORWARD-LOOKING STATEMENTS

Statements herein, other than statements of historical fact, are forward-looking statements, which are based on our current beliefs, projections, assumptions and expectations concerning future operations and financial performance. Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied herein. You are cautioned not to place undue reliance on forward-looking statements, which speak only as of today, and are qualified in their entirety by these cautionary statements. Information regarding risk factors and other information that could change our projections or impact our actual results can be found in our most recent Annual Report on Form 10-K and in subsequent public filings, and should be considered in evaluating the forward looking statements herein. Except as required by law, we assume no obligation to update or revise these statements to reflect changes in events, conditions or circumstances on which any such forward-looking statements are based, in whole or in part.

# PRA HAS A SIGNIFICANT ROLE TO PLAY IN THIS ENVIRONMENT

- Our thoughts go out to those affected by COVID-19
- PRA has a significant role to play by ushering people through financial challenges
- A stressed economic environment is where PRA becomes more important





## 2020 BEGAN WITH STRONG RESULTS

Record global cash collections of \$495 million

Portfolio purchases of \$273 million

Estimated remaining collections of \$6.5 billion

# AMERICAS Q1 2020 RESULTS



Record cash collections of \$349 million

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Increasing productivity

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Invested \$193 million in Americas Core and Insolvency

# AMERICAS OPERATIONAL UPDATE



## ■ Mid-March

- U.S. staffing was reduced to 60%-70% in U.S. call centers
- Took measures to keep our employees safe
- Enacted existing policies and procedures to help customers
- Canadian and South American employees working from home

## ■ Today

- Accommodated a select number of U.S. call center employees to work from home
- Eight remaining U.S. call centers are open and operating within each state's guidelines
- U.S. staffing has returned to more normal levels
- Canadian and South American employees remain working from home

# EUROPE Q1 2020 RESULTS

Record cash collections of \$146 million in Europe

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Invested \$80 million in Europe Core and Insolvency



# EUROPE OPERATIONAL UPDATE

- To keep employees safe – we are operating in a combination work from home and in office status according to local regulations
- Countries are starting to relax travel restrictions
- Different operating requirements across Europe

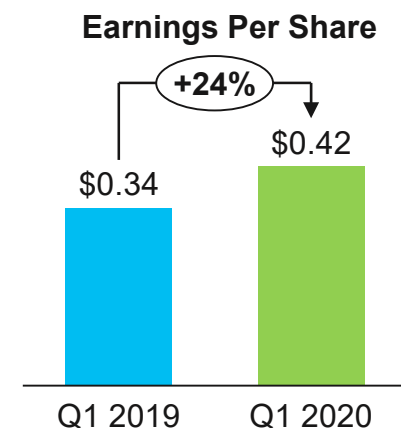
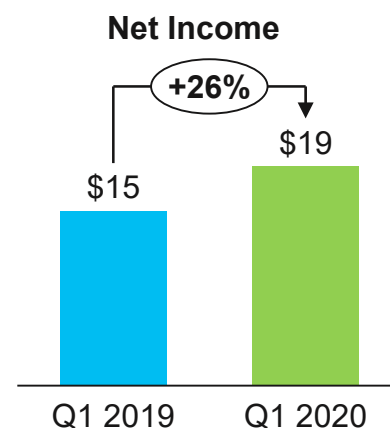
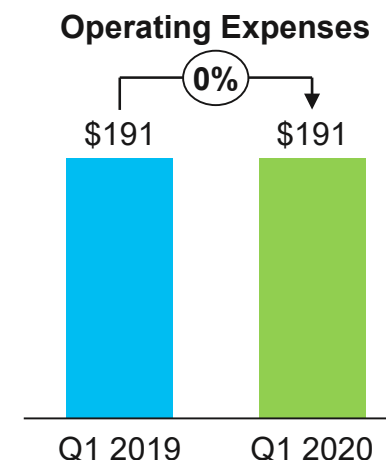




# FINANCIAL RESULTS

(\$ in millions, except per share results)

## Q1 2019 vs Q1 2020

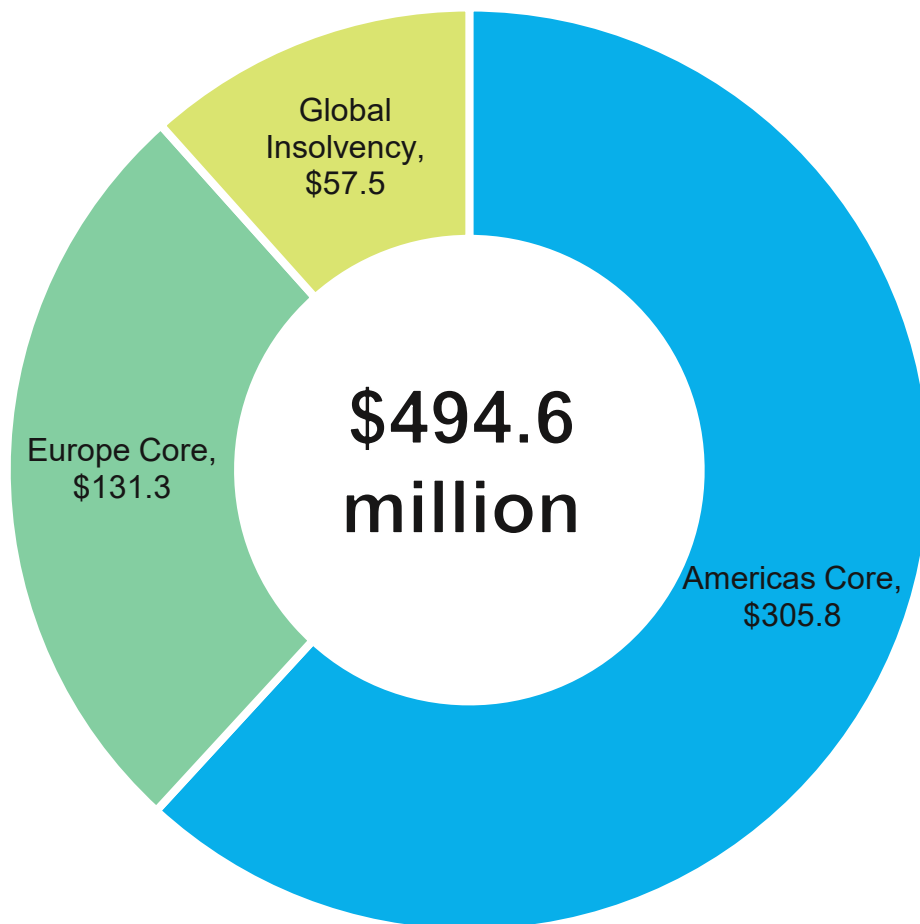


\*Q1 2019 Total Revenues include allowance charges for better comparison to Q1 2020, please refer to the reconciliation of this metric to the most applicable GAAP metric on slide 15 of this presentation.

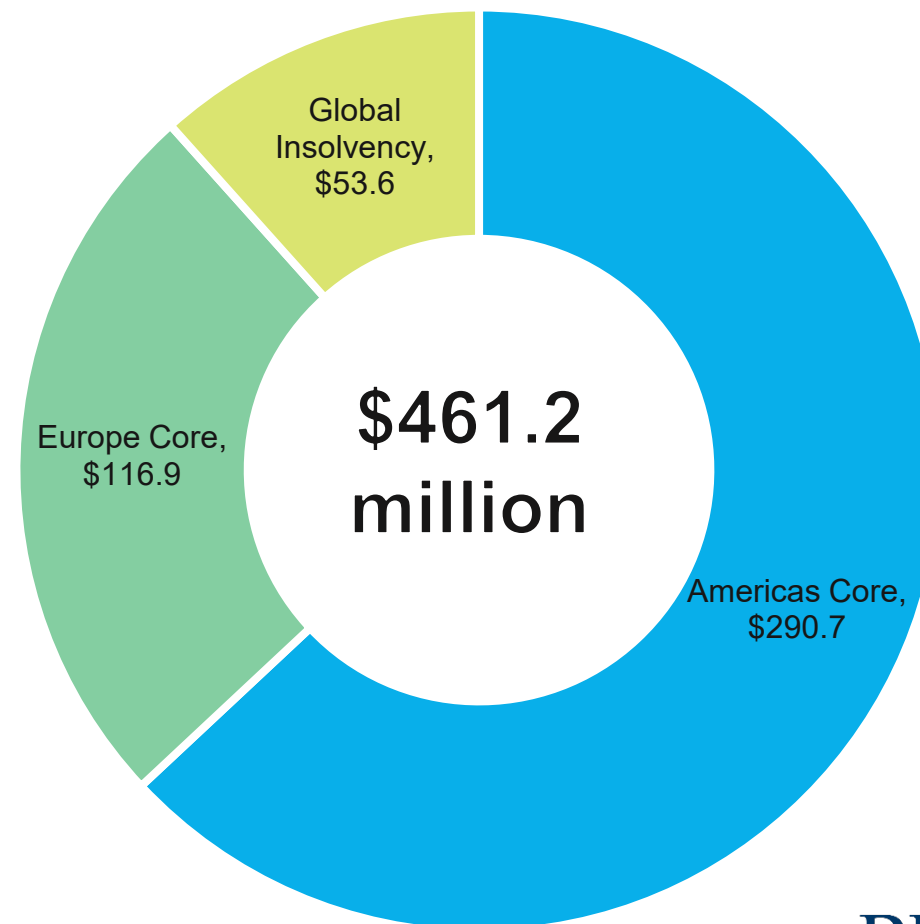
# CASH COLLECTIONS

(\$ in millions)

First Quarter 2020

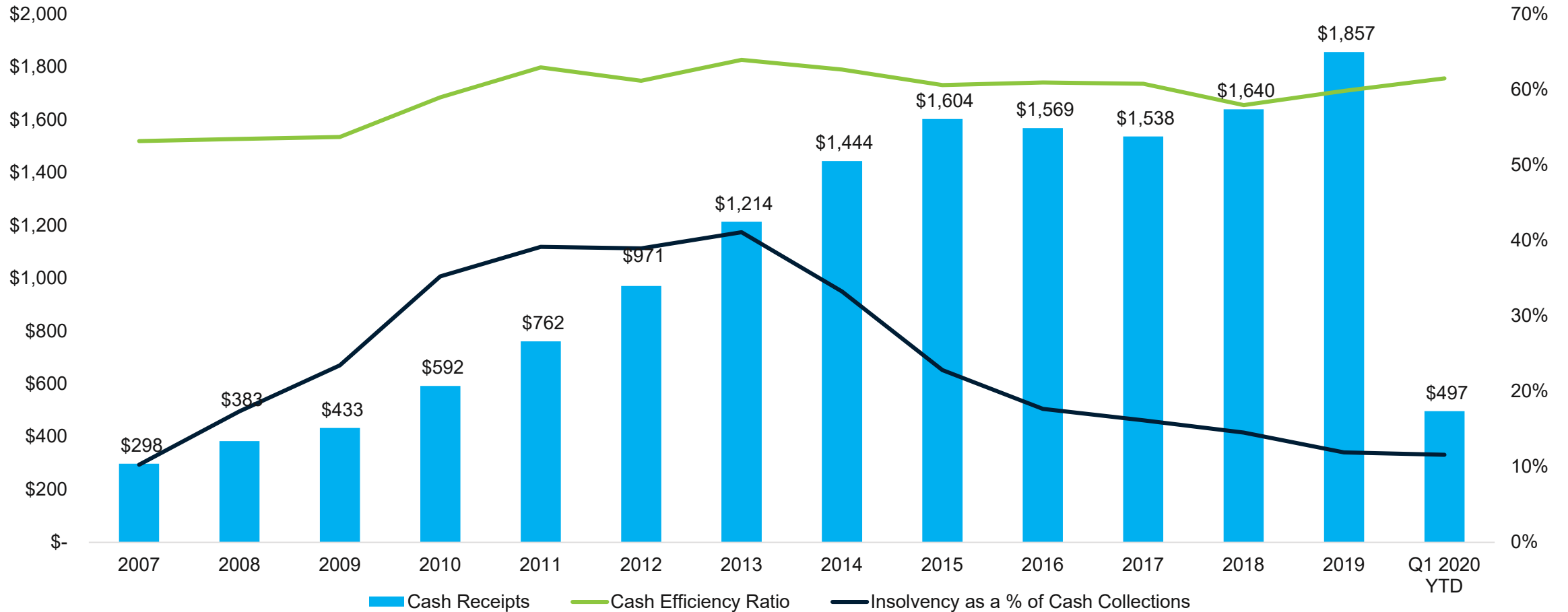


First Quarter 2019



# Q1 2020 CASH EFFICIENCY RATIO OF 61.5%

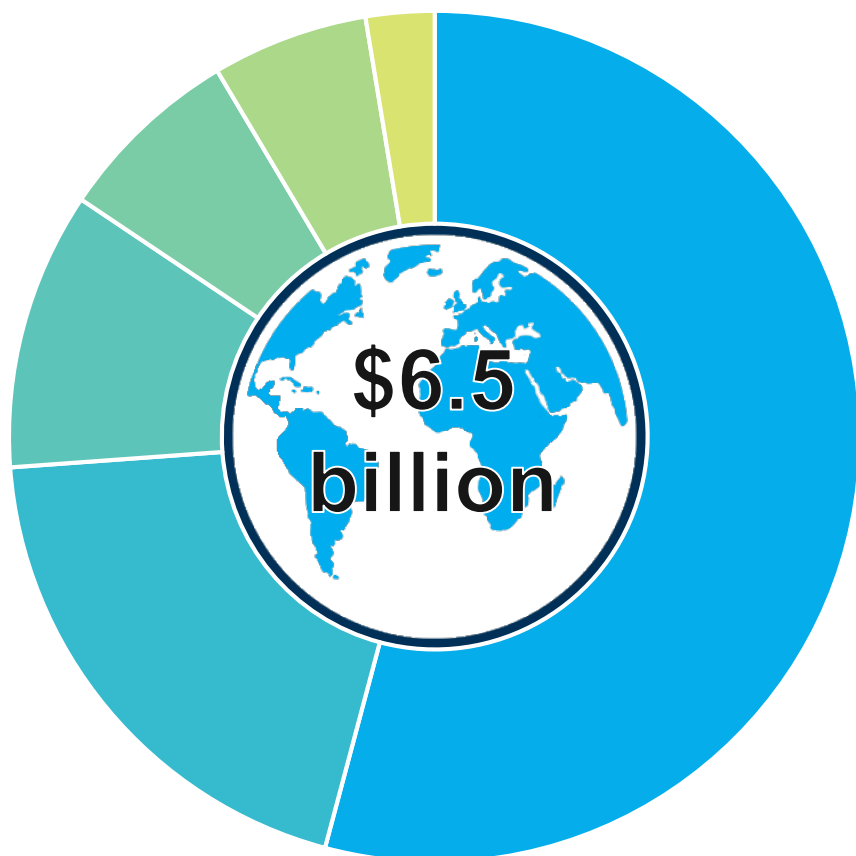
(\$ in millions, Cash efficiency ratio = (cash receipts – operating expenses)/cash receipts)



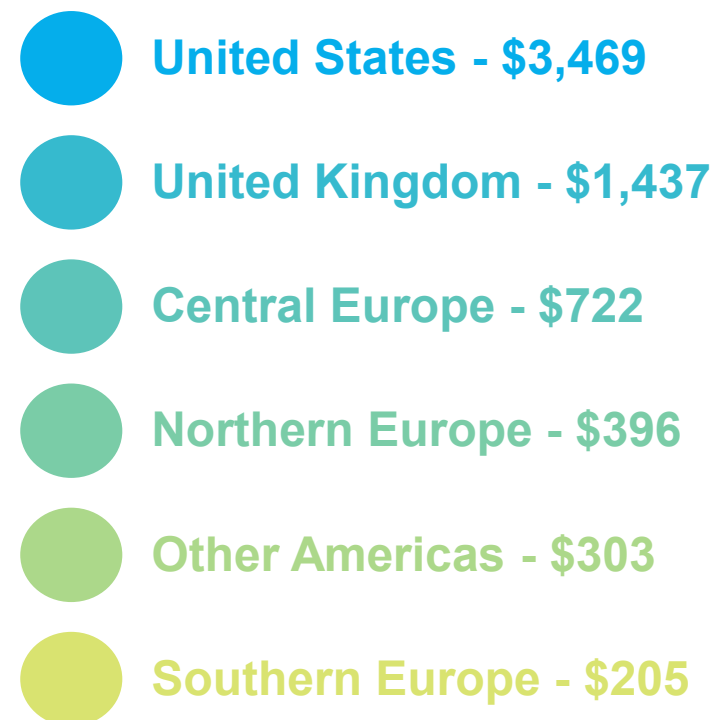
# ESTIMATED REMAINING COLLECTIONS AND AVAILABLE CAPITAL

(\$ in millions)

as of March 31, 2020



## ***Estimated Remaining Collections***



***\$846 Million Available for Portfolio Acquisitions***

# PRA GROUP IS IN A STRONG COMPETITIVE POSITION

Very active in the Government Relations space

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April results are promising

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Sellers continue sale process

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2020 began with very strong results







PRA  
Group



Q&A



# RECONCILIATION OF NON-GAAP FINANCIAL MEASURE TO GAAP

(\$ in thousands)

## Use of Non-GAAP Financial Measure

PRA Group, Inc. reports financial results in accordance with U.S. generally accepted accounting principles (GAAP). However, the Company believes that the use of Adjusted Total Revenues assists with the meaningful comparison between current year results and prior periods. The reconciliation of Adjusted Total Revenues, which is non-GAAP, to the most directly comparable GAAP financial measure is provided below. Adjusted Total Revenues should be viewed in addition to, not as an alternative for, reported GAAP results.

	Three Months Ended March 31, 2019
Income recognized on finance receivables	\$ 238,836
Fee income	6,374
Other income	667
Total revenues	245,877
<i>Adjustments</i>	
Net allowance charges	(6,095)
Adjusted total revenues	\$ 239,782