## Press Releases

## Portfolio Recovery Associates Reports Third Quarter 2011 Results

Portfolio Recovery Associates Reports Third Quarter 2011 Results
NORFOLK, VA, Oct 27, 2011 (MARKETWIRE via COMTEX) --
Portfolio Recovery Associates, Inc. (NASDAQ: PRAA), a specialized financial services company and market leader in the consumer debt purchase and collection industry, today reported results for the quarter ended September 30, 2011.

Third Quarter Highlights
-- Revenue increased $20 \%$ to $\$ 114.3$ million as cash collections grew $33 \%$ to a record $\$ 182.2$ million
-- Net income of $\$ 25.5$ million, an increase of $38 \%$ over the comparable
year-ago period
-- EPS totaled $\$ 1.48$ in the quarter, compared with EPS of $\$ 1.08$ in the third quarter of 2010
-- Portfolio acquisitions totaled $\$ 122.1$ million
"Our third quarter results are indicative of our efforts to drive the top line, identify and improve operational efficiencies and maintain a strong and flexible capital structure," said Steven D. Fredrickson, chairman, president and chief executive officer. "The key drivers of our results continue to be strong cash collections from both bankruptcy and core portfolios, supported by an impressive performance at our call centers. We were able to deliver these results despite a weak and volatile economy Looking ahead, we will continue to focus on strengthening our core business, reducing costs and allocating the necessary resources to support continued growth in our fee-for-service businesses."

Total revenues for the third quarter of 2011 grew $20 \%$ from the year-earlier period to $\$ 114.3$ million. Total revenues consist of cash collections reduced by amounts applied to principal on the Company's owned debt portfolios, plus fee income earned from our fee-for-service businesses. During the third quarter of 2011 , the Company applied $43.5 \%$ of cash collections to reduce the carrying value of its owned debt portfolios, up from $41.8 \%$ in the third quarter of 2010 . The third quarter 2011 principal amortization rate included a $\$ 741,000$ net allowance charge against certain pools of finance receivables accounts.

Financial and Operating Review
Kevin P. Stevenson, chief financial and administrative officer, said: "The earnings power of our debt purchase business was evident during Q3, as our strong results from both bankrupt and core portfolios more than overcame soft performance at our fee-for-service businesses."
-- Cash collections rose $33 \%$ to a record $\$ 182.2$ million in the third quarter of 2011, up from $\$ 137.4$ million in the year-ago period. Call center and other collections increased 24\%, external legal collections increased $35 \%$, internal legal collections grew $36 \%$, and purchased bankruptcy collections gained $40 \%$ when compared with the year-earlier period. The table below displays cash collections by source, by quarter for the past five quarters:
 Collections \$ 63,967 \$ 64,566 \$ 67,377 \$ 53,775 \$ 51,711 External Legal Collections 27,245 27,329 25,378 21,446 20,217 Internal Legal Collections 16,444 16,007 15,598 12,841 12,130 Purchased Bankruptcy Collections 74,512 68,379 58,364 56,301 53,319 -------- -------- ------------------- Total Cash Collections \$182 168 \$176,281
$\$ 166,717 \$ 144,363 \$ 137,377======================================$
-- Internal legal collections grew to $\$ 16.4$ million in the third quarter of 2011 from $\$ 12.1$ million in the year-ago quarter. Internal legal collections, in which the Company uses its own staff, represent an important, developing collections channel.
-- Productivity rose to a record $\$ 245$ per collector hour paid for the first nine months of 2011 from $\$ 194$ for all of 2010. Productivity, the Company's key measure of collector performance, is measured by cash collections per collector hour paid. Excluding the impact of trustee remittances on purchased bankrupt accounts, the comparison is $\$ 156$ for the first three quarters of 2011, compared to $\$ 129$ for all of 2010 . Excluding trustee remittances on purchased bankrupt accounts and externa legal collections, the comparison is $\$ 118$ for the first nine months of 2011 and $\$ 100$ for all of 2010.
-- In the third quarter of 2011, total revenues were $\$ 114.3$ million, up $20 \%$ compared with the same period a year ago. This was driven by record cash receipts of $\$ 193.6$ million in the third quarter, up $27 \%$ from $\$ 152.9$ million a year earlier. Cash receipts are comprised of both cash collections and revenues from the Company's fee-for-service businesses.
-- The Company's net allowance charge totaled $\$ 0.7$ million in the third quarter of 2011, representing $0.08 \%$ of net finance receivables at period-end and $0.41 \%$ of cash collections.
-- The Company purchased $\$ 5.68$ billion of face-value debt during the third quarter of 2011 for $\$ 122.1$ million. This was acquired in 95 portfolios from 12 different sellers.
-- The Company's fee-for-service businesses generated revenues of $\$ 11.4$ million in the third quarter of 2011, a decline of $27 \%$ from the same period a year ago due largely to a decrease in revenues generated by PRA Location Services. Together, the fee-for-service businesses accounted for $10 \%$ of the Company's overall revenues in the third quarter of 2011, down from $16 \%$ in the third quarter of 2010.
-- Cash balances were $\$ 30.0$ million as of September 30, 2011, down from
$\$ 41.1$ million as of December 31, 2010. During the third quarter of 2011, the Company had net borrowings of $\$ 10$ million on its line of credit, leaving it with $\$ 260$ million in outstanding borrowings at quarter end. Remaining borrowing availability under the line was $\$ 147.5$ million as of September 30, 2011.

The Company's earnings for the first nine months of 2011 totaled $\$ 74.2$ million, or $\$ 4.31$ per diluted share, compared with $\$ 52.8$ million, or $\$ 3.15$ per diluted share, for the first nine months of 2010. Year-to-date 2011 revenues were $\$ 340.8$ million, compared to $\$ 272.0$ million in the first nine months of 2010

Conference Call Information The Company will hold a conference call with investors this evening at 5:30 p.m. EDT, Thursday, October 27, 2011, to discuss its third-quarter results. Investors can access the call by dialing 888-679-8034 for domestic callers or 617-213-4847 for international callers using the pass code 49267189. The replay will

Investors may also listen to the conference call via webcast, both live and archived, at the Company's website,www.portfoliorecovery.com at the Investor Relations main page.

About Portfolio Recovery Associates, Inc.
Portfolio Recovery Associates, Inc. (NASDAQ: PRAA), a specialized financial services company, is a market leader in the consumer debt purchase and collection industry. The Company, which has purchased more than $\$ 63$ billion of face value defaulted consumer debt since its inception, has operations in 10 states, more than 27 million customer accounts and more than 2,500 employees. Portfolio Recovery Associates also provides a broad range of fee-based services through its subsidiaries: PRA Government Services, LLC; MuniServices, LLC; PRA Location Services, LLC; and Claims Compensation Bureau, LLC. Working every day with people in financial distress, the Company seeks to engage collaboratively with its customers to create realistic, affordable repayment plans. Portfolio Recovery Associates has a longstanding culture of compliance, and for five consecutive years has been named to the Forbes 100 Best Small Companies in America annual rankings list (2007-2011). Additional information about Portfolio Recovery Associates is available at www.portfoliorecovery.com.
Statements herein which are not historical, including Portfolio Recovery Associates' or management's intentions, hopes, beliefs, expectations, representations, projections, plans or predictions of the future, including future revenue and earnings growth, statements with respect to future contributions of its subsidiaries to earnings and future portfolio-purchase opportunities, are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements include references to Portfolio Recovery Associates' presentations and web casts. The forwardlooking statements in this press release are based upon management's beliefs, assumptions and expectations of the Company's future operations and economic performance, taking into account currently available information. These statements are not statements of historical fact. Forward-looking statements involve risks and uncertainties, some of which are not currently known to us. Actual events or results may differ from those expressed or implied in any such forward-looking statements as a result of various factors, including the risk factors and other risks that are described from time to time in the Company's filings with the Securities and Exchange Commission including but not limited to its annual reports on Form 10-K, its quarterly reports on Form 10-Q and its current reports on Form 8-K, filed with the Securities and Exchange Commission and available through the Company's website, which contain a more detailed discussion of the Company's business, including risks and uncertainties that may affect future results. Due to such uncertainties and risks, readers are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date hereof. Information in this press release may be superseded by more recent information or statements, which may be disclosed in later press releases, subsequent filings with the Securities and Exchange Commission or otherwise. The Company expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with regard thereto or to reflect any change in events, conditions or circumstances on which any such forward-looking statements are based, in whole or in part.

Portfolio Recovery Associates, Inc.
Unaudited Consolidated Income Statements
(in thousands, except per share amounts)

| Three | Three | Nine | Nine |
| :---: | :---: | :---: | :---: |
| Months | Months | Months | Months |
| Ended | Ended | Ended | Ended |
| September | September September September |  |  |
| 30, | 30, | 30, | 30, |
| 2011 | 2010 | 2011 | 2010 |

Revenues:


Less net (loss)/income

| attributable to |
| :--- |
| redeemable |
| noncontrolling |
| interest |

位
to Portfolio Recovery
Associates, Inc. \$ 25,506 \$ 18,481 \$ 74,201 \$ 52,811
Weighted average number of
shares outstanding:
Basic
Biluted

Portfolio Recovery Associates, Inc. Unaudited Condensed Consolidated Balance Sheets (in thousands, except per share amounts)
September 30, December 31, ASSETS 20112010
Cash and cash equivalents $\$ 30,035 \$ 41,094$ Finance receivables, net $919,478831,330$ Accounts receivable, net $6,4628,932$ Property and equipment, net $22,97524,270$


Total assets \$ 1,064,104 \$ 995,908 $\qquad$
LIABILITIES AND STOCKHOLDERS' EQUITY
Liabilities: Accounts payable and accrued liabilities $\$ 25,064 \$ 23,576$ Net deferred tax liability 192,298 164,971 Line of credit 260,000 300,000 Long term debt 1,553 2,396

Total liabilities 478,915 490,943
Redeemable noncontrolling Interest 16,884 14,449
Stockholders' equity: Preferred stock, par value $\$ 0.01$, authorized shares, 2,000 , issued and outstanding shares - $0-$ - Common stock, par value $\$ 0.01$, authorized shares, $60,000,17,118$ issued and outstanding shares at September 30, 2011, and 17,064 issued and outstanding shares at December 31,2010171171 Additional paid-in capital 167,126 163,538 Retained earnings 401,008 326,807 --------------------------- Total stockholders' equity 568,305 490,516

Total liabilities and stockholders' equity \$ 1,064,104 \$ 995,908 $\qquad$

Portfolio Recovery Associates, Inc.
Unaudited Condensed Consolidated Statements of Cash Flows (in thousands)

| Nine Months | Nine Months |
| :--- | :--- |
| Ended | Ended |
| September 30 | September 30, |
| 2011 | 2010 |



Supplemental disclosure of cash flow information:
$\begin{array}{lccc}\text { Cash paid for interest } & \$ & 7,771 \$ & 6,508 \\ \text { Cash paid for income taxes } & & 19,058 & 89\end{array}$
Noncash investing and financing activities: Adjustment of the noncontrolling interest measurement amount \$ \$ 3,175 \$ Net unren stock issued for acquisition unrealized change in fair value of derivative instrument

## FINANCIAL HIGHLIGHTS

Three Months Ended Nine Months Ended September 30, \% September 30, \% (dollars in thousands) 20112010 Change 20112010 Change $\qquad$ --- ------------------------ EARNINGS ---------------- Income recognized on finance receivables, net \$ 102,875 \$ 80,026 29\% \$ 299,152 \$ 224,897 33\% Fee income 11,401 $15,518-27 \% 41,69647,054-11 \%$ Total revenues $114,27695,54420 \% 340,848271,95125 \%$ Operating expenses 70,44662,72112\% 209,933178,36218\% Income from operations $43,83032,82334 \% 132,07293,58941 \%$ Net interest expense 2,548 2,178 17\% 8,050 6,500 24\% Net income 25,193 18,757 34\% 74,47853,242 40\% Net income attributable to Portfolio Recovery Associates, Inc. 25,506 18,481 38\% 74,201 52,811 41\%

PERIOD-END BALANCES $\qquad$ Cash and cash equivalents \$ 30,035 \$ 20,297 48\% \$ 30,035 \$ 20,297 48\% Finance receivables, net 919,478 807,239 14\% 919,478 807,239 14\% Goodwill and intangible assets, net 76,426 81,610-6\% 76,426 81,610-6\% Total assets 1,064,104 947,737 12\% 1,064,104 947,737 12\% Line of credit $260,000288,500-10 \% 260,000288,500-10 \%$ Total liabilities 478,915 464,781 3\% 478,915 464,781 3\% Total equity 568,305 468,425 21\% 568,305 468,425 21\%

FINANCE RECEIVABLE COLLECTIONS $\qquad$ - Cash collections \$ $182,168 \$ 137,37733 \%$ \$ $525,166 \$ 384,97836 \%$ Principal amortization without allowance charges $78,55250,83155 \% 218,950140,37256 \%$ Principal amortization with allowance charges 79,293 57,351 38\% 226,014 160,081 41\% Principal amortization w/ allowance charges as \% of cash collections: Including fully amortized pools 43.5\% 41.7\% 4\% 43.0\% 41.6\% 4\% Excluding fully amortized pools 45.7\% 44.7\% 2\% 45.6\% 45.0\% 1\% Estimated remaining collections - core \$1,154,406 \$ 934,942 23\% \$1,154,406 \$934,942 23\% Estimated remaining collections - bankruptcy 770,886 734,632 5\% 770,886 734,632 5\% Estimated remaining collections - total 1,925,292 1,669,574 15\% 1,925,292 1,669,574 15\%

ALLOWANCE FOR FINANCE RECEIVABLES ---------------- Balance at period-end \$ 83,471 \$ $70,96518 \%$ \$ 83,471 \$ 70,965 18\% Allowance charge $\$ 741$ \$ $6,520-89 \%$ \$ $7,064 \$ 19,710-64 \%$ Allowance charge to period-end net finance receivables $0.08 \% 0.81 \%-90 \% 0.77 \% 2.44 \%$ - $69 \%$ Allowance charge to net finance receivable income $0.72 \% 8.15 \%-91 \% 2.36 \% ~ 8.76 \%-73 \%$ Allowance charge to cash collections $0.41 \% 4.75 \%-91 \% 1.35 \% 5.12 \%-74 \%$ ---

PURCHASES OF FINANCE RECEIVABLES ---------------- Purchase price - core \$ $57,240 \$ 31,83180 \%$ \$ 170,857 \$ 105 , 145 62\% Face value - core $5,027,874588,551754 \%$ $7,071,5302,067,011242 \%$ Purchase price - bankruptcy $64,84860,6877 \% 148,659176,774-16 \%$ Face value - bankruptcy $654,508788,967-17 \% 1,515,5012,869,052$ $47 \%$ Purchase price - total $122,08892,51832 \% 319,516281,91913 \%$ Face value - total $5,682,3821,377,518313 \% 8,587,0314,936,06374 \%$ Number of portfolios - total 9568 40\% 250230 9\% -

PER SHARE DATA --------------- Net income per common share - diluted \$ 1.48 \$ $1.0837 \%$ \$ $4.31 \$ 3.1537 \%$ Weighted average number of shares outstanding - diluted


RATIOS AND OTHER DATA $\qquad$ - Return on average equity (1) $18.27 \% 16.04 \% 14 \% 18.57 \% 16.36 \% 14 \%$ Return on revenue (2) $22.05 \% 19.63 \% 12 \% 21.85 \%$ $19.58 \% 12 \%$ Operating margin (3) $38.35 \% 34.35 \% 12 \% 38.75 \% 34.41 \% 13 \%$ Operating expense to cash receipts (4) 36.39\% 41.02\% -11\% 37.03\% 41.28\% -10\% Debt to equity (5) $46.02 \% 61.80 \%-26 \% 46.02 \% 61.80 \%-26 \%$ Cash collections per collector hour paid: Core cash collections \$ 152 \$ $12720 \%$ \$ $156 \$ 12921 \%$ Total cash collections $\$ 249 \$ 20025 \% \$ 245 \$ 19029 \%$ Excluding external legal collections \$ $212 \$ 17025 \%$ \$ 207 \$ $16129 \%$ Excluding bankruptcy and external legal collections $\$$ $115 \$ 9719 \% \$ 118 \$ 10117 \%$ Number of collectors $1,5201,4227 \% 1,5201,4227 \%$ Number of employees 2,504 2,421 3\% 2,504 2,421 3\% Cash receipts (4) \$ 193,569 $\$ 152,89527 \% \$ 566,862 \$ 432,03231 \%$ Line of credit - unused portion at period end $147,50076,50093 \% 147,50076,50093 \%$
--- --------------- Notes: --------------- (1) Calculated as annualized net income divided by average equity for the period (2) Calculated as net income divided by total revenues (3) Calculated as income from operations divided by total revenues (4) "Cash receipts" is defined as cash collections plus fee income (5) For purposes of this ratio, "debt" equals the line of credit balance plus long-term debt

## FINANCIAL HIGHLIGHTS

For the Quarter Ended -------------------------------------------------------- September December September (dollars in 30 June 30 March 313130 thousands) 201120112011 20102010 $\qquad$ EARNINGS $\qquad$ Income recognized on finance receivables, net \$ $102,875 \$ 100,303$ \$ 95,974 \$ $84,783 \$ 80,026$ Fee income $11,40114,49215,80315,97215,518$ Total revenues $114,276114,795111,777100,75595,544$ Operating expenses $70,44670,41569,072$ $64,48062,721$ Income from operations $43,83045,53742,70536,27532,823$ Net interest expense 2,548 2,635 2, 867 2,488 2,178 Net income 25,193 $25,57623,709$ 20,631 18,757 Net income attributable to Portfolio Recovery Associates, Inc. 25,506 25,574 23,121 20,645 18,481

PERIOD-END BALANCES $\qquad$ - Cash and cash equivalents \$ 30,035 \$ 25,481 \$ 35,443\$41,094\$20,297 Finance receivables, net 919,478 879,515 866,992 $831,330807,239$ Goodwill and intangible assets, net 76,426 77,643 78,893 80,144 81,610 Total assets 1,064,104 1,021,617 1,020,099 995,908 947,737 Line of credit $260,000250,000290,000300,000288,500$ Total liabilities 478,915463,153489,136490,943464,781 Total equity 568,305 542,396515,710490,516468,425

FINANCE RECEIVABLE COLLECTIONS ---------------- Cash collections \$ 182,168 \$ 176,281 \$ 166,717 \$ 144,363 \$ 137,377 Principal amortization without allowance 78,552 $73,69566,70354,13950,831$ Principal amortization with allowance 79,293 75,978 70,743 59,580 57,351 Principal amortization w/ allowance as \% of cash collections: Including fully amortized pools 43.5\% 43.1\% 42.4\% 41.3\% 41.7\% Excluding fully amortized pools 45.7\% 45.7\% 45.3\% 44.3\% 44.7\% Estimated remaining collections - core $\$ 1,154,406 \$ 1,072,777 \$ 1,040,140 \$ 974,108 \$ 934,942$ Estimated remaining collections - bankruptcy 770,886 743,228 753,130 749,410 734,632 Estimated remaining collections - total 1,925,292 1,816,005 1,793,270 1,723,518 1,669,574

ALLOWANCE FOR FINANCE RECEIVABLES --------------- Balance at period-end \$ $83,471 \$ 82,730 \$ 80,447 \$ 76,407$ \$ 70,965 Allowance charge $\$ 741 \$ 2,283 \$ 4,040 \$$ $5,442 \$ 6,520$ Allowance charge to period-end net finance receivables $0.08 \% 0.26 \% 0.47 \% 0.65 \% 0.81 \%$ Allowance charge to net finance receivable income $0.72 \% 2.28 \%$ 4.21\% 6.42\% 8.15\% Allowance charge to cash collections 0.41\% 1.30\% 2.42\% 3.77\% 4.75\% -

PURCHASES OF FINANCE RECEIVABLES $\qquad$ Purchase price - core $\$ 57,240 \$ 52,323 \$ 61,294 \$ 44,852 \$ 31,831$ Face value - core 5,027,874 1,034,898 1,008,758 $1,357,301588,551$ Purchase price - bankruptcy $64,84837,20446,60740,67160,687$ Face value - bankruptcy $654,508378,051482,941511,588788,967$ Purchase price total $122,08889,527107,90185,52392,518$ Face value - total 5,682,382 1,412,9491,491,6991,868,8891,377,518 Number of portfolios - total 9576797568

PER SHARE DATA ---------------- Net income per common share - diluted \$ 1.48 \$ 1.48 \$ 1.34 \$ 1.20 \$ 1.08 Weighted average number of shares outstanding - diluted $17,22817,22517,19917,16517,093$ Closing market price $\$ 62.22 \$ 84.79 \$ 85.13 \$ 75.20 \$ 64.66$

RATIOS AND OTHER DATA $\qquad$ Return on average equity (1) $18.27 \% 19.20 \% 18.25 \% 17.09 \% 16.04 \%$ Return on revenue (2) $22.05 \% 22.28 \% 21.21 \% 20.48 \%$ $19.63 \%$ Operating margin (3) $38.35 \% 39.67 \% 38.21 \% 36.00 \% 34.35 \%$ Operating expense to cash receipts (4) $36.39 \% 36.91 \% 37.84 \% 40.22 \% 41.02 \%$ Debt to equity (5) $46.02 \% 46.43 \% 56.64 \% 61.65 \%$ 61.80\% Cash collections per collector hour paid: Core cash collections \$ 152 \$ 154 \$ 162 \$ 129 \$ 127 Total cash collections $\$ 249$ \$ 243 \$ 241 \$ 204 \$ 200 Excluding external legal collections \$ 212 \$ 205 \$ 204 \$ 174 \$ 170 Excluding bankruptcy and external legal collections $\$ 115 \$ 116$ \$ $125 \$ 98$ \$ 97 Number of collectors $1,5201,5171,4861,4721,422$ Number of employees $2,5042,5042,4822,4732,421$ Cash receipts (4) \$ 193,569 \$ 190,773 \$ $182,520 \$ 160,335 \$$ 152,895 Line of credit - unused portion at period end $147,500157,500117,500107,50076,500$ $\qquad$ Notes: $\qquad$ -- (1) Calculated as annualized net income divided by average equity for the period (2) Calculated as net income divided by total revenues (3) Calculated as income from
operations divided by total revenues (4) "Cash receipts" is defined as cash collections plus fee income (5) For purposes of this ratio, "debt" equals the line of credit balance plus long-term debt

|  | Purchase Period |  |  |  | 2005 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance Period |  | 1996 | -2003 | 2004 |  |
| 2005 | \$ | 200 | \$ - \$ | \$ - \$ | - |
| 2006 |  | 275 | - | 825 | - |
| 2007 |  | 235 | 470 | 1,885 | 340 |
| 2008 |  | (110) | 1,290 | 3,040 | 7,170 |
| 2009 |  | (600) | (375) | ) 4,190 | -4,860 |
| Q1 10 |  | - | - | 2,795 | 1,175 |
| Q2 10 |  | - | (80) | 1,600 | 2,100 |
| Q3 10 |  | - | (80) | 1,650 | 2,050 |
| Q4 10 |  | - | (10) | 832 | 1,720 |
| Q1 11 |  | - | (15) | 455 | (100) |
| Q2 11 |  | - | - | (217) | - |
| Q3 11 |  | - | - | 641 | 100 |
| Total | \$ | - \$ | 1,200 \$ | \$ 17,696 | \$ 19,415 |

Portfolio Purchases, net $\$ 203,026$ \$ 59,177 \$ 143,169 \$ 107,704

Net Allowance Charges, Entire Portfolio
(\$ in thousands)

| Purchase Period |  |  |  |
| :---: | :---: | :---: | :---: |
| Allowance Period | 2007 | 2008 | 2009-2011 Total |
| 2005 | \$ - \$ | - \$ | - \$ 200 |
| 2006 | - | - - | 1,100 |
| 2007 | - | - - | 2,930 |
| 2008 | 7,380 | 620 | - 19,390 |
| 2009 | 3,435 | 16,125 | - 27,635 |
| Q1 10 | 2,900 | - | - 6,870 |
| Q2 10 | 700 | 2,000 | - 6,320 |
| Q3 10 | 2,750 | 150 | - 6,520 |
| Q4 10 | 1,150 | 1,750 | - 5,442 |
| Q1 11 | 400 | 3,300 | - 4,040 |
| Q2 11 | - 2 | 2,500 | - 2,283 |
| Q3 11 | (500) | 500 | - 741 |
| Total | \$ 18,215 \$ | \$ 26,945 \$ | \$ - \$ 83,471 |

Portfolio Purchases, net $\$ 258,401$ \$ 275,162 \$ 957,578 \$2,004,217

Net Allowance Charges, Purchased Bankruptcy Portfolio (\$ in thousands)


Portfolio Purchases, net $\$ \quad-\$ \quad 7,468$ \$ 29,301 \$ 17,645

Net Allowance Charges, Purchased Bankruptcy Portfolio
(\$ in thousands)

| Purchase Period |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance Period |  | 2007 | 2008 | 2009-2011 | Total |
| 2007 | \$ | - \$ | - \$ | \$ 780 |  |
| 2008 |  | - | - - | 2,355 |  |
| 2009 |  | 110 | - | 540 |  |
| Q1 10 |  | 1,200 | - | - 1,345 |  |
| Q2 10 |  | - | - - | (5) |  |
| Q3 10 |  | 600 | - | 470 |  |
| Q4 10 |  | 950 | - | 892 |  |
| Q1 11 |  | 1,150 | 1,300 | - 2,240 |  |
| Q2 11 |  | - | 500 | - 483 |  |
| Q3 11 |  | - | - - | (159) |  |
| Total | \$ | 4,010 \$ | 1,800 \$ | - \$ 8,941 |  |


|  | Purchase Period |  |  |  |  | 2006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance Period |  | 1996 | -2003 | 2004 | 2005 |  |
| 2005 | \$ | 200 | \$ - | \$ - \$ | - |  |
| 2006 |  | 275 | - | 825 | - |  |
| 2007 |  | 235 | - | 1,725 | 190 |  |
| 2008 |  | (110) | 520 | 2,665 | 5,960 |  |
| 2009 |  | (600) | (420) | ) 3,925 | 4,740 |  |
| Q1 10 |  | - | - | 2,700 | 1,125 |  |
| Q2 10 |  | - | (50) | 1,575 | 2,100 |  |
| Q3 10 |  | - | (50) | 1,650 | 2,150 |  |
| Q4 10 |  | - | - | 850 | 1,750 |  |
| Q1 11 |  | - | - | 550 | - |  |
| Q2 11 |  | - |  | (200) | - |  |
| Q3 11 |  | - | - | 700 | 200 |  |
| Total | \$ | - \$ | - \$ | 16,965 \$ | \$ 18,215 |  |

Portfolio Purchases, net $\$ 203,026$ \$ 51,709 \$ 113,868 \$ 90,059

Net Allowance Charges, Core Portfolio
(\$ in thousands)

| Purchase Period |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Allowance Period |  | 2007 | 2008 | 2009-2011 | Total |
| 2005 | \$ | - \$ | - \$ | - \$ 200 |  |
| 2006 |  | - | - - | 1,100 |  |
| 2007 |  | - | - - | 2,150 |  |
| 2008 |  | 7,380 | 620 | - 17,035 |  |
| 2009 |  | 3,325 | 16,125 | - 27,095 |  |
| Q1 10 |  | 1,700 | - | - 5,525 |  |
| Q2 10 |  | 700 | 2,000 | - 6,325 |  |
| Q3 10 |  | 2,150 | 150 | - 6,050 |  |
| Q4 10 |  | 200 | 1,750 | - 4,550 |  |
| Q1 11 |  | (750) | 2,000 | - 1,800 |  |
| Q2 11 |  | - 2 | 2,000 | - 1,800 |  |
| Q3 11 |  | (500) | 500 | - 900 |  |
| Total | \$ | 14,205 \$ | \$ 25,145 \$ | \$ - \$ 74,53 |  |

Portfolio Purchases, net \$ 179,854 \$ 166,553 \$ 445,816 \$1,250,885

Purchase Price Multiples at September 30, 2011, Entire Portfolio (\$ in thousands)


Total \$ 2,004,217 \$ 4,839,064 \$ 919,478 \$ 2,913,772 \$ 1,925,292 241\%

Purchase Price Multiples at September 30, 2011, Purchased Bankruptcy Portfolio
(\$ in thousands)

$2009 \quad 156,061 \quad 367,213 \quad 95,034 \quad 174,834 \quad 192,379 \quad 235 \%$
$\begin{array}{lllllll}2010 & 209,284 & 386,164 & 160,891 & 115,781 & 270,383 & 185 \%\end{array}$

Total \$ 753,332 \$ 1,363,071 \$ $466,310 \$ 592,185 \$ 770,886 \quad 181 \%$

Purchase Price Multiples at September 30, 2011, Core Portfolio
(\$ in thousands)


