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:

- 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 external 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

be available approximately one hour after the call ends and will remain available for seven days. Investors can access the replay of the call by dialing 888-286-8010 for domestic callers or 617-801-6888 for international callers using the pass code 68599056.

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

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	Nin	е	Nine	
Months	Months	Mo	nths	Mon	ths
Ended	Ended	En	ded	Ende	ed
Septembe	er Septe	mber	Septe	ember	September
30,	30,	30,	30),	
2011	2010	201	1	2010	

Fee income

Income recognized on

finance receivables, net \$ 102,875 \$ 80,026 \$ 299,152 \$ 224,897 11,401 15,518 41,696

114,276 95,544 340,848 271,951 Total revenues

Operating expenses:

Compensation and employee 33,475 31,213 102,443 services 5,962 4,577 17,681 12,779 9,731 9,329 28,949 21,398 Legal collection fees Legal collection costs 21,398 Agent fees 1,643 2,842 6,005 9,39 Outside fees and services 6,222 3,470 13,702 2,842 9.396 5,865 4,000 17,884 Communications 13,160 Rent and occupancy 1,517 1,362 4,353 3,912 Depreciation and amortization 3,223 3,294 9,755 9,050 Other operating expenses 2,808 2,634 9,161

Total operating expenses 70,446 62,721 209,933 178,362

- - 1,157 Gain on sale of property

43,830 32,823 132,072 93,589 Income from operations

Other income and (expense):

Interest income (2,555) (2,178) (8,057) (6,535) Interest expense

Income before income

41,282 30,645 124,022 87,089

Provision for income

16,089 11,888 49,544 33,847 taxes

\$ 25,193 \$ 18,757 \$ 74,478 \$ 53,242 Net income

Less net (loss)/income attributable to redeemable noncontrolling

276 431 interest (313)277

Net income attributable

Net Illiconic accounts
to Portfolio Recovery

Associates, Inc. \$ 25,506 \$ 18,481 \$ 74,201 \$ 52,811

Activities (42,496) 39,669

Net (decrease)/increase in cash and cash equivalents (11,059) 32

Cash and cash equivalents, beginning of year 41,094 20,265

Net cash (used in)/provided by financing

Cash and cash equivalents, end of period \$ 30,035 \$ 20,297

Supplemental disclosure of cash flow information:
Cash paid for interest \$ 7,771 \$ 6,508
Cash paid for income taxes 19,058 89

Noncash investing and financing activities:
Adjustment of the noncontrolling interest
measurement amount
\$
Common stock issued for acquisition

3,175 \$ - 4,950

Net unrealized change in fair value of derivative instrument

- 4,950 164

FINANCIAL HIGHLIGHTS

Three Months Ended Nine Months Ended September 30, % September 30, % (dollars in thousands) 2011 2010 Change 2011 2010 Change
15,518 -27% 41,696 47,054 -11% Total revenues 114,276 95,544 20% 340,848 271,951 25% Operating expenses 70,446 62,721 12% 209,933 178,362 18% Income from
operations 43,830 32,823 34% 132,072 93,589 41% Net interest expense 2,548 2,178 17% 8,050 6,500 24% Net income 25,193 18,757 34% 74,478 53,242 40% Net
income attributable to Portfolio Recovery Associates, Inc. 25,506 18,481 38% 74,201 52,811 41%

FINANCIAL HIGHLIGHTS

PERIOD-END BALANCES ----------------- Cash and cash equivalents \$ 30,035 \$ 25,481 \$ 35,443 \$ 41,094 \$ 20,297 Finance receivables, net 919,478 879,515 866,992 831,330 807,239 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 260,000 250,000 290,000 300,000 288,500 Total liabilities 478,915 463,153 489,136 490,943 464,781 Total equity 568,305 542,396 515,710 490,516 468,425 -----------

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

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

Purchase Period								
Allowance Period		1996	5-2003	2004	2005	2006		
2005	\$	200	\$ -	\$ -	\$ -			
2006		275	-	825	-			
2007		235	470	1,88	5 340			
2008		(110)	1,29	0 3,04	10 7,17	70		
2009		(600)	(37	5) 4,19	0 4,86	0		
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	\$ 17,69	6 \$ 19,4	15		
	===							

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

Net Allowance Charges, Entire Portfolio

(\$ in thousands)

Allowance Perio		Purchas 2007	e Period 2008	3 20	009-2011	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		-	2,500	-	2,283	
Q3 11		(500)	500	-	741	
Total	\$:	18,215	\$ 26,945	\$	- \$ 83,4	71
	===	=====	== ===:	====		

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

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

			ırchase			
Allowance Period		1996	5-2003	2004	2005	2006
2007	\$	- \$	470	\$ 160	\$ 150	
2008		-	770	375	1,210	
2009		-	45	265	120	
Q1 10		-	-	95	50	
Q2 10		-	(30)	25	-	
Q3 10		-	(30)	-	(100)	
Q4 10		-	(10)	(18)	(30)	
Q1 11		-	(15)	(95)	(100)	
Q2 11		-	-	(17)	-	
Q3 11		-	-	(59)	(100)	
•						
Total	\$	- \$	1,200	\$ 731	\$ 1,200)
	===:		=== =:			

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

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

Allowance Period		Purchas 2007	e Period ' 200		2009-2011	Total		
2007 2008 2009 Q1 10 Q2 10 Q3 10 Q4 10 Q1 11 Q2 11 Q3 11	\$	- \$ - 110 1,200 - 600 950 1,150	- \$ - - - - - 1,300 500	- \$ - - - - -	780 2,355 540 1,345 (5) 470 892 - 2,240 483 (159)			
Total	\$ ====	4,010 \$		\$	 -\$ 8,94: -======	1	=====	.====

(\$ in thousands)

		Pı	ırchase	Period		
Allowance Period		1996	5-2003	2004	2005	2006
2005	\$	200	\$ -	\$ -	\$ -	
2006		275	-	825	-	
2007		235	-	1,725	190	
2008		(110)	520	2,66	5 5,960	
2009		(600)	(420)) 3,92	5 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)

Allowance Period	Purchase Period 2007 2008 2009-2011 Total
2005 2006 2007 2008 2009 Q1 10 Q2 10 Q3 10 Q4 10 Q1 11	\$ - \$ - \$ - \$ 200 2,150 - 7,380 620 - 17,035 3,325 16,125 - 27,095 1,700 - 5,525 - 700 2,000 - 6,325 2,150 150 - 6,050 200 1,750 - 4,550 (750) 2,000 - 1,800 - 2,000 - 1,800
Q3 11	(500) 500 - 900
Total	\$ 14,205 \$ 25,145 \$ -\$ 74,530

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

Purchase Price Multiples at September 30, 2011, Entire Portfolio

(\$ in thousands) Total

Estimat

Net Finance Actual Cash

Receivables Collections Collect
Total Balance at Including Estimated ions to

Purchase Purchase Estimated September Cash Remaining Purchas
Period Price Collections 30, 2011 Sales Collections e Price

1996	\$	3,080 \$	10,244 \$	- \$	10	,133 \$	1	11	333	%
1997		7,685	25,542	- :	25,2	76	266	33	32%	
1998		11,089	37,372	-	36,8	370	502	3	37%	
1999		18,898	69,217	-	67,9	958	1,25	9 :	366%	
2000		25,020	115,723	-	112	,831	2,8	92	4639	%
2001		33,481	173,562	-	169	,712	3,8	50	5189	%
2002		42,325	194,567	-	189	,071	5,49	96	4609	%
2003		61,448	258,690	-	250	,428	8,2	62	4219	%
2004		59,177	193,917	-	185	,401	8,5	16	3289	%
2005		143,169	309,864	13,37	7	284,29	5 2	25,5	69	216%
2006		107,704	218,184	19,983	3	183,55	5	34,6	29	203%
2007		258,401	507,831	70,61	1	388,57	3 1	19,2	258	197%
2008		275,162	531,849	114,07	70	339,45	58	192,	391	193%
2009		281,442	744,873	146,07	78	377,59	99 :	367,	274	265%
2010		358,349	793,259	252,62	28	251,19	98 !	542,	061	221%
YTD 201	1	317,787	654,370	302,	731	41,	414	61	2,956	206%

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)

Total Estimat

Net Finance Actual Cash ed
Receivables Collections Collect
Total Balance at Including Estimated ions to
Purchase Purchase Estimated September Cash Remaining Purchas
Period Price Collections 30, 2011 Sales Collections e Price

1996- 2003 \$	- \$	- \$	- \$	-\$ -	0%	
2004	7,468	14,383	-	14,273	110 193%	
2005	29,301	43,326	79	43,146	180 148%	
2006	17,645	31,189	141	30,279	910 177%	
2007	78,547	111,082	15,83	7 92,058	19,024 141%	
2008	108,609	184,083	49,64	115,115	68,968 169%)

```
156,061 367,213 95,034 174,834 192,379 235% 209,284 386,164 160,891 115,781 270,383 185%
 2009
 2010
                                                      270,383 185%
YTD 2011 146,417 225,631 144,687
                                            6,699
                                                      218,932 154%
 Total $ 753,332 $ 1,363,071 $ 466,310 $ 592,185 $ 770,886 181%
   Purchase Price Multiples at September 30, 2011, Core Portfolio
($ in thousands)
                                           Total
                                          Estimat
                    Net Finance Actual Cash
                                                      ed
                    Receivables Collections
                                                   Collect
Total Balance at Including Estimated ions to
Purchase Purchase Estimated September Cash Remaining Purchas
Period Price Collections 30, 2011 Sales Collections e Price
                                  1996 $
1997
           3,080 $ 10,244 $ 7,685 25,542
 1998
           11,089
                     37,372
 1999
           18,898
                     69,217
          25,020 115,723
33,481 173,562
 2000
 2001
 2002
           42,325
                     194,567
                                  - 250,428
- 171,128
 2003
           61,448
                    258,690
                                                   8,262 421%
                                - 171,128 8,406 347%
13,298 241,149 25,389 234%
19,842 153,276 33,719 208%
          51,709
113,868
                    179,534
266,538
 2004
 2005
                     186,995
 2006
           90,059
 2007
          179,854
                     396,749
                                 54,774
                                          296,515
                                                      100,234 221%
 2008
          166,553
125,381
                    347,766
377,660
                                 64,429
51,044
                                         224,343 123,423 209%
202,765 174,895 301%
 2009
 2010
          149,065
                    407,095
                                 91,737 135,417 271,678 273%
YTD 2011 171,370 428,739 158,044 34,715 394,024 250%
```

Total \$ 1,250,885 \$ 3,475,993 \$ 453,168 \$ 2,321,587 \$ 1,154,406 278%

SOURCE: Portfolio Recovery Associates, Inc.