



Q1 2021 CONFERENCE CALL PRESENTATION

ABOUT FORWARD-LOOKING STATEMENTS

Statements in this presentation, 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 Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied in this presentation. 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 risks and other factors that could cause our actual results to differ materially from our expectations can be found in our most recent Annual Report on Form 10-K and in subsequent SEC filings, and should be considered in evaluating the forward looking statements in this presentation. Except as required by law, we assume no obligation to update or revise these statements to reflect changes in the events, conditions or circumstances upon which any such forward-looking statements are based.

RECORD GLOBAL CASH COLLECTIONS DRIVE FIRST QUARTER RESULTS

Record global cash collections of \$556 million

Net income attributable to PRA Group of \$58 million

Portfolio purchases of \$159 million

Estimated remaining collections of \$6.1 billion



GLOBAL OPERATIONS SHOW STRONG PRODUCTIVITY



Significant growth in digital

Continued to leverage data and analytics

Improved cash collected per hour paid in the U.S. by more than 60% versus Q1 2020

Portfolio investments helped drive record cash collections in Europe

Committed to keeping workforce safe, engaged, and productive

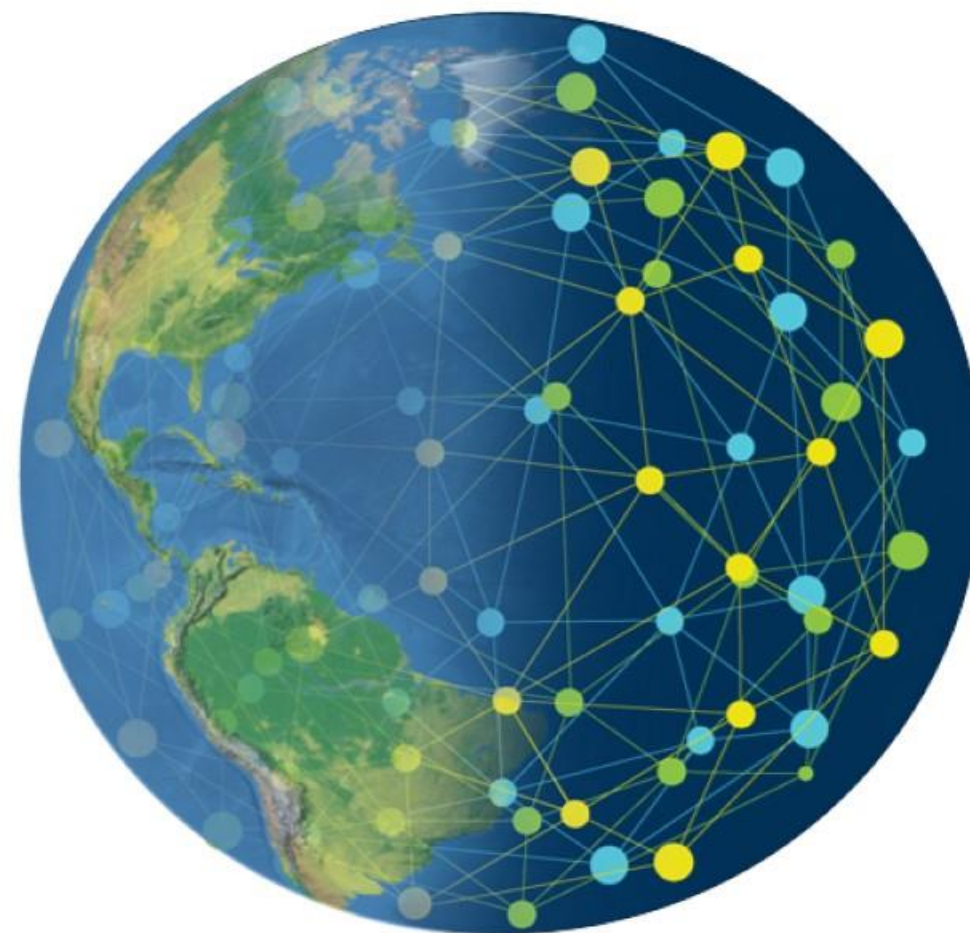


Q1 2021 GLOBAL PORTFOLIO PURCHASES INCLUDE FIRST AUSTRALIAN PORTFOLIO

Total purchases of \$159 million

European market expected to exceed that of 2020

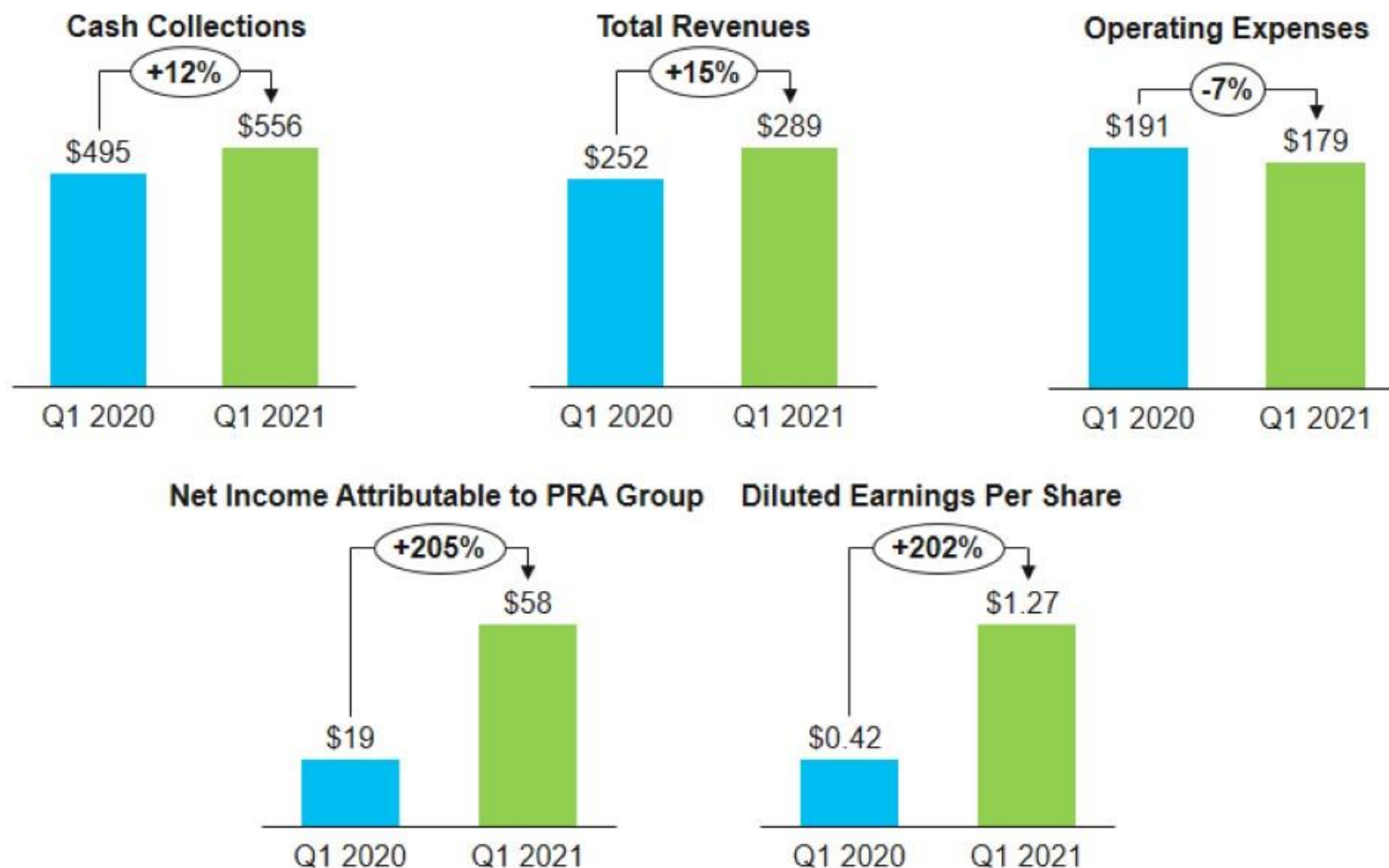
First Australian portfolio is a forward flow



REVENUE GROWTH WITH LOWER OPERATING EXPENSES DRIVES HIGHER DILUTED EPS

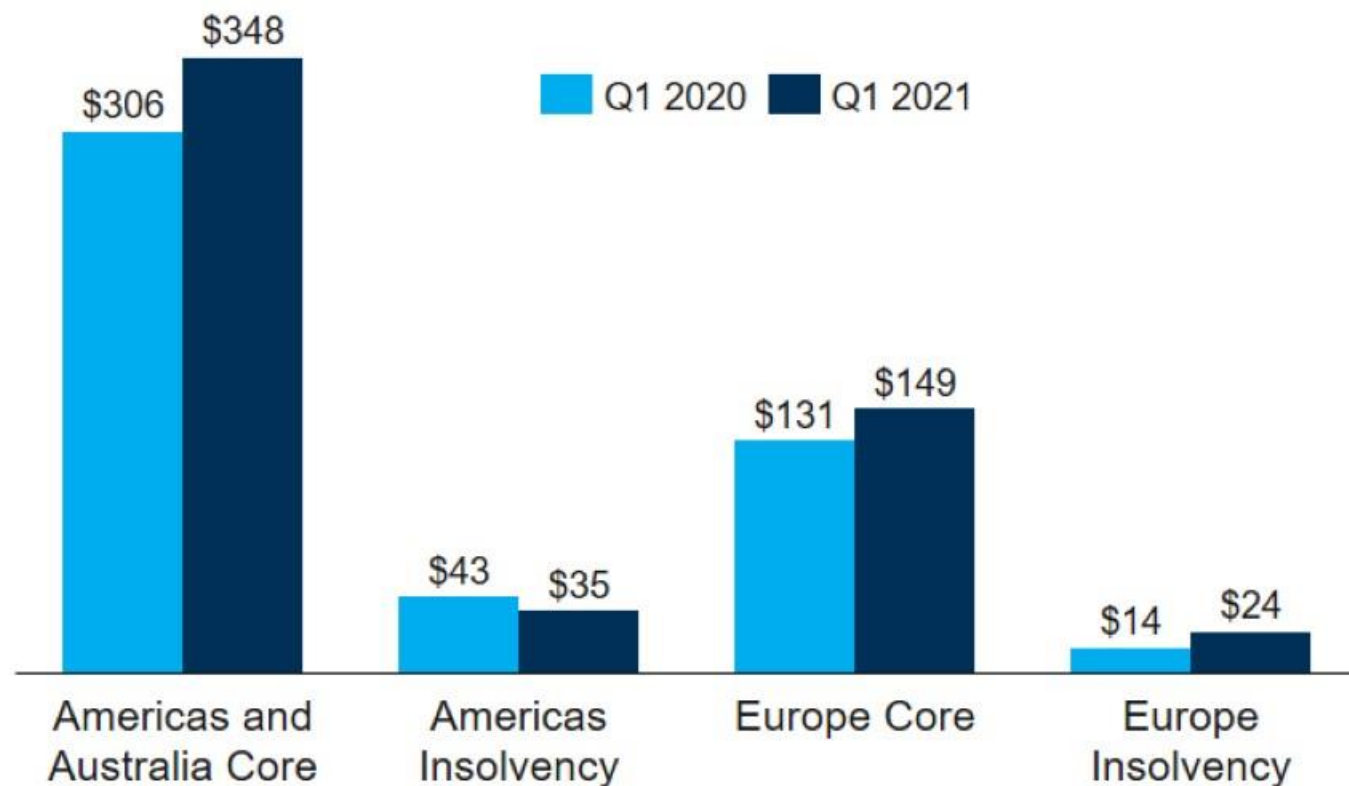
(\$ in millions, except per share results)

Q1 2020 vs Q1 2021



SIGNIFICANT CASH COLLECTIONS GROWTH IN AMERICAS AND AUSTRALIA CORE AND EUROPE

(\$ in millions)



Record global cash collections
of \$556 million

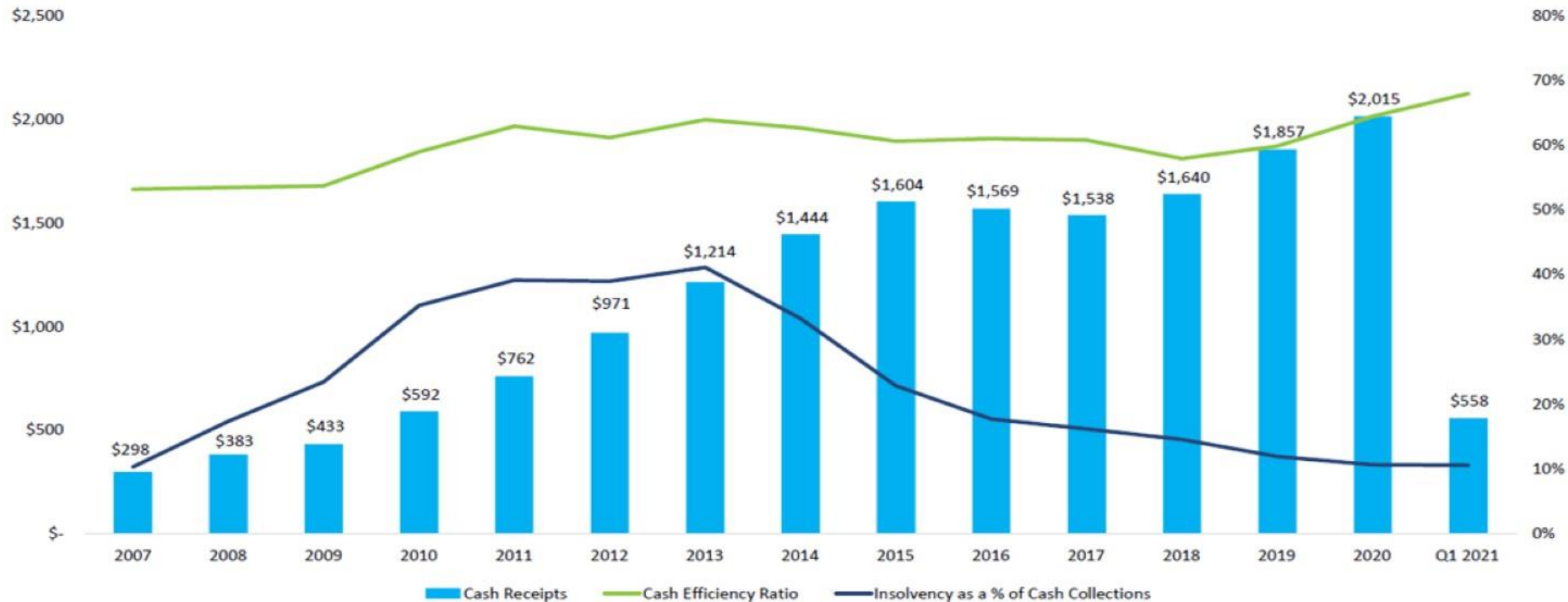
Shift to call centers and digital
platforms continues in U.S.

Strong portfolio purchases in
Europe help drive growth

CASH EFFICIENCY RATIO FOR Q1 2021 WAS 68.0%

INCREASING FULL YEAR EXPECTATION TO 63%

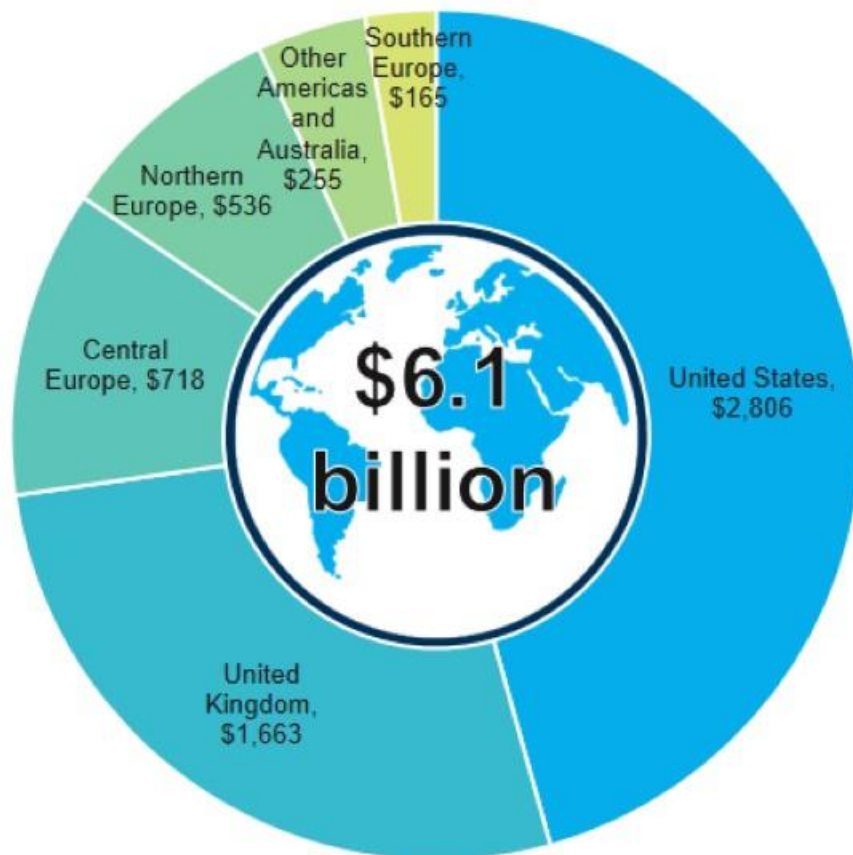
(\$ in millions, Cash efficiency ratio = (cash receipts – operating expenses)/cash receipts)



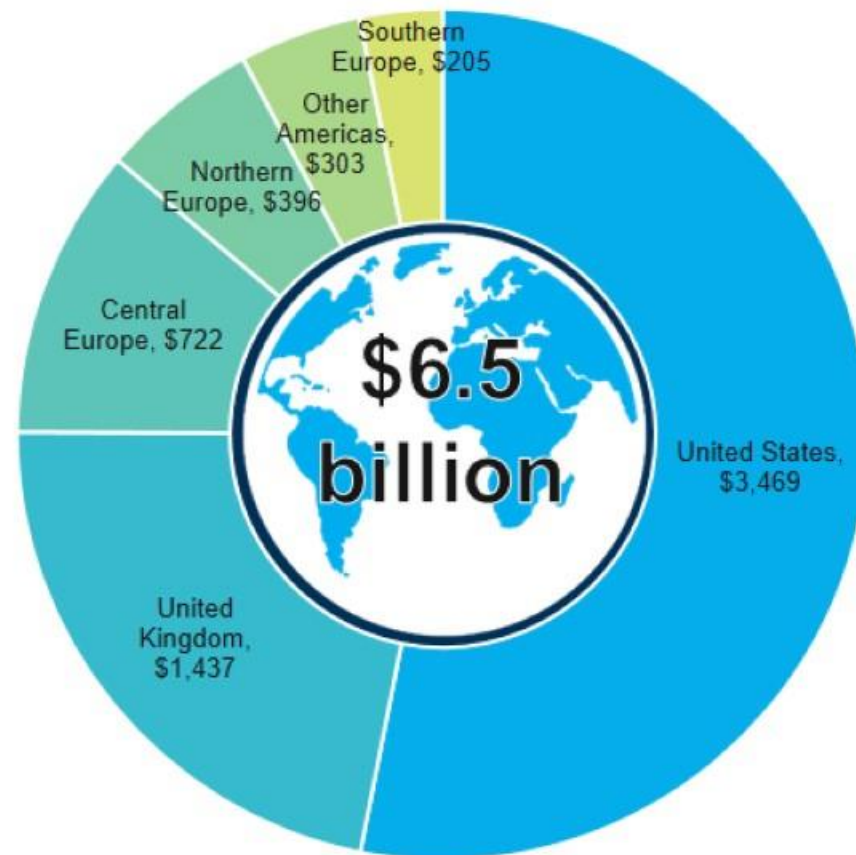
ERC IS DIVERSIFIED WITH 46% IN U.S. AND 50% IN EUROPE

(\$ in millions)

as of March 31, 2021

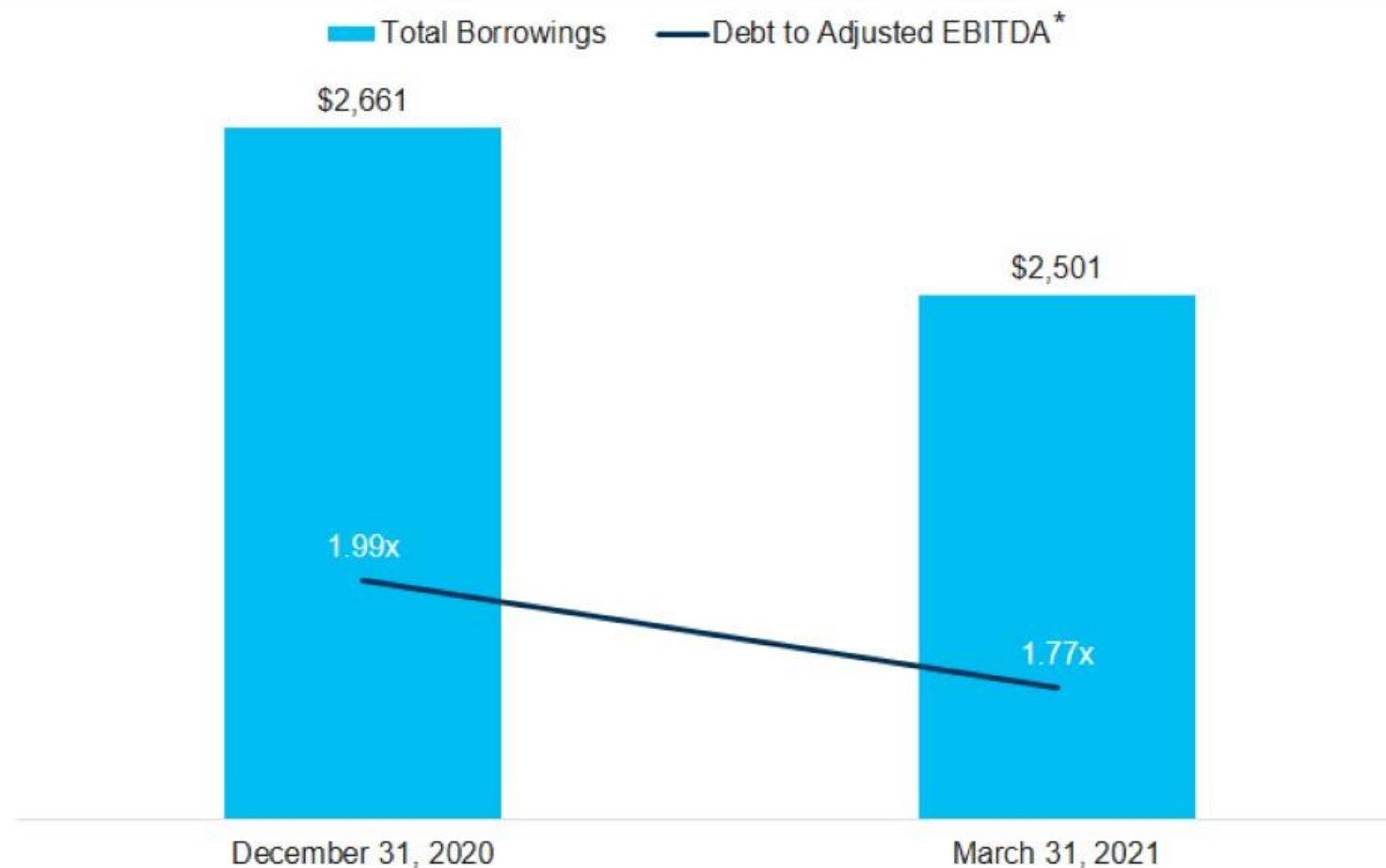


as of March 31, 2020



STRONG RESULTS AND LEVERAGE POSITION PUT PRA IN GOOD POSITION TO PURCHASE PORTFOLIOS

(\$ in millions)



\$1.2 Billion Available for Portfolio Acquisitions

*Please refer to the reconciliation of this metric to the most applicable GAAP metric at the end of this presentation.

PRA GROUP HAD AN INCREDIBLE 15 MONTHS

Set four quarterly global cash records

Grew net income more than 30% in four of last five quarters

Expanded and improved digital websites resulting in strong digital performance across the globe





PRA
Group



Q&A

RECONCILIATION OF NON-GAAP FINANCIAL MEASURE TO GAAP

Use of Non-GAAP Financial Measures

PRA Group, Inc. reports financial results in accordance with U.S. generally accepted accounting principles (GAAP). However, management uses certain non-GAAP financial measures, including Adjusted EBITDA, internally to evaluate the Company's performance and to set performance goals. Adjusted EBITDA is calculated as net income attributable to PRA Group, Inc. plus income tax expense; less foreign exchange gain (or plus foreign exchange loss); plus interest expense, net; plus other expense; plus depreciation and amortization; plus adjustment for net income attributable to noncontrolling interests; and plus recoveries applied to negative allowance less changes in expected recoveries. Adjusted EBITDA is a supplemental measure of performance that is not required by, or presented in accordance with, GAAP. PRA Group, Inc. presents Adjusted EBITDA because the Company considers it an important supplemental measure of operations and financial performance. Management believes Adjusted EBITDA helps provide enhanced period-to-period comparability of operations and financial performance and is useful to investors as other companies in the industry report similar financial measures. Adjusted EBITDA should not be considered as an alternative to net income determined in accordance with GAAP. Set forth below is a reconciliation of Adjusted EBITDA for the last twelve months (LTM) ended March 31, 2021 and for the year ended December 31, 2020, to net income, the most directly comparable financial measure calculated and reported in accordance with GAAP. The calculation of Adjusted EBITDA below may not be comparable to the calculation of similarly titled measures reported by other companies. Additionally, The Company evaluates our business using certain ratios that use Adjusted EBITDA. Debt to Adjusted EBITDA is calculated by dividing borrowings by Adjusted EBITDA. The following table reflects our Debt to Adjusted EBITDA for LTM as of March 31, 2021 and for the year ended December 31, 2020 (amounts in millions):

	LTM	For the Year Ended
Adjusted EBITDA for PRA Group (\$ in millions)	March 31, 2021	December 31, 2020
Net income attributable to PRA Group, Inc.	\$ 189	\$ 149
<u>Adjustments:</u>		
Income tax expense	55	41
Foreign exchange losses/(gains)	—	(2)
Interest expense, net	136	142
Other expense	1	1
Depreciation and amortization	18	18
Adjustment for net income attributable to noncontrolling interests	19	18
Recoveries applied to negative allowance less Changes in expected recoveries	997	968
Adjusted EBITDA	\$ 1,416	\$ 1,337
Debt to Adjusted EBITDA		
	LTM	For the Year Ended
	March 31, 2021	December 31, 2020
Borrowings	\$ 2,501	\$ 2,661
LTM Adjusted EBITDA	1,416	1,337
Debt to LTM Adjusted EBITDA	1.77	1.99