

# May 2023 Investor Presentation

A Global Leader in Acquiring and  
Collecting Nonperforming Loans



# 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 Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied in this presentation.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 the date of this presentation 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.

# Agenda

Industry Overview

Company Overview

Market Overview

Financial Overview

Investing in PRA Group

Appendix



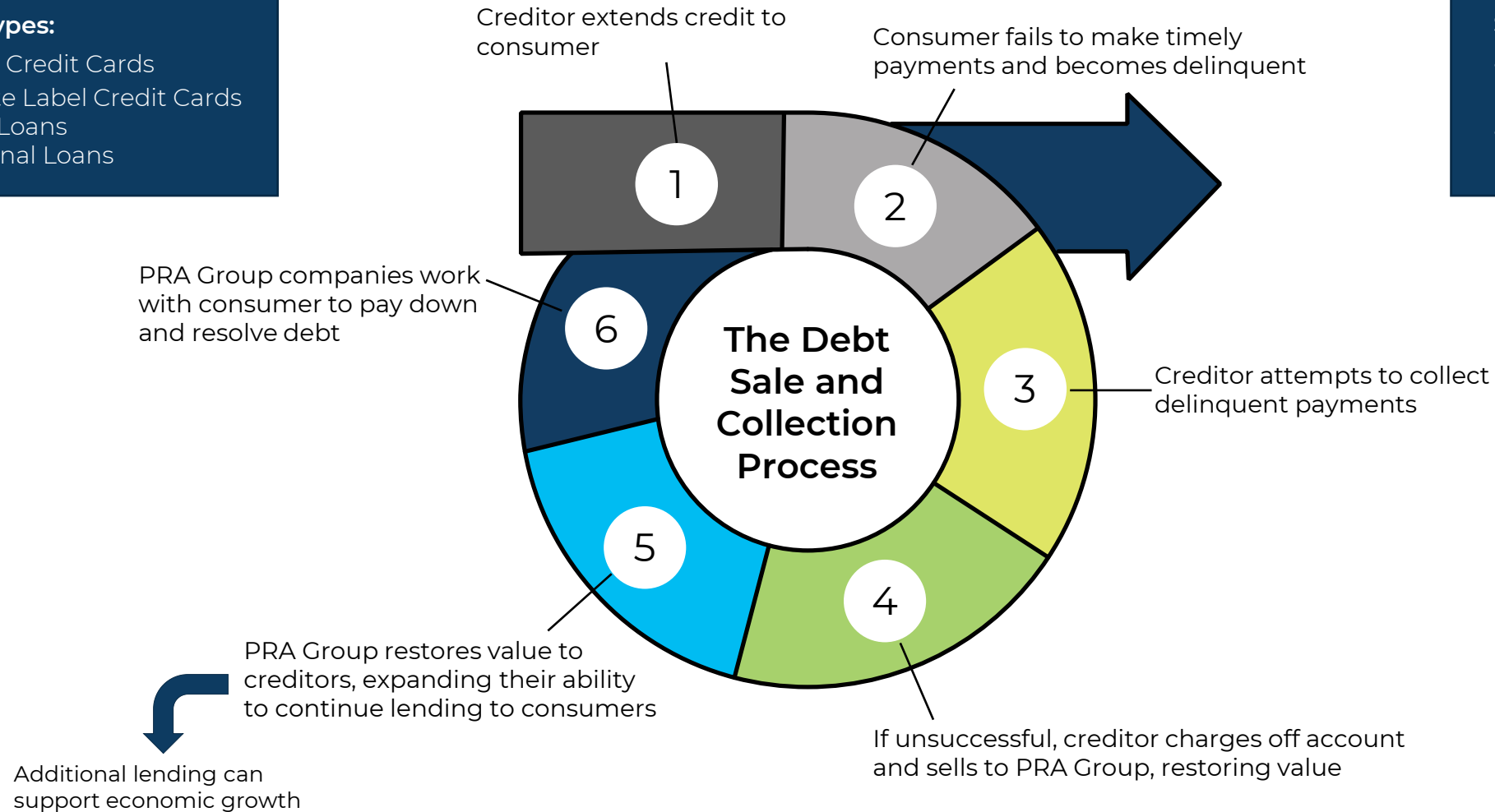
# PRA Group's Role in the Economy

## Asset Types:

- Major Credit Cards
- Private Label Credit Cards
- Auto Loans
- Personal Loans

## Steps 2-3:

- Creditor's lending behavior is affected
- Consumer's credit score is negatively impacted





# Agenda

Industry Overview

[Company Overview](#)

Market Overview

Financial Overview

Investing in PRA Group

Appendix



# A Global Leader with a Proven Track Record of Success

**3,000+**  
Employees Worldwide

**18**  
Countries

**\$933 million**  
LTM Portfolio Purchases

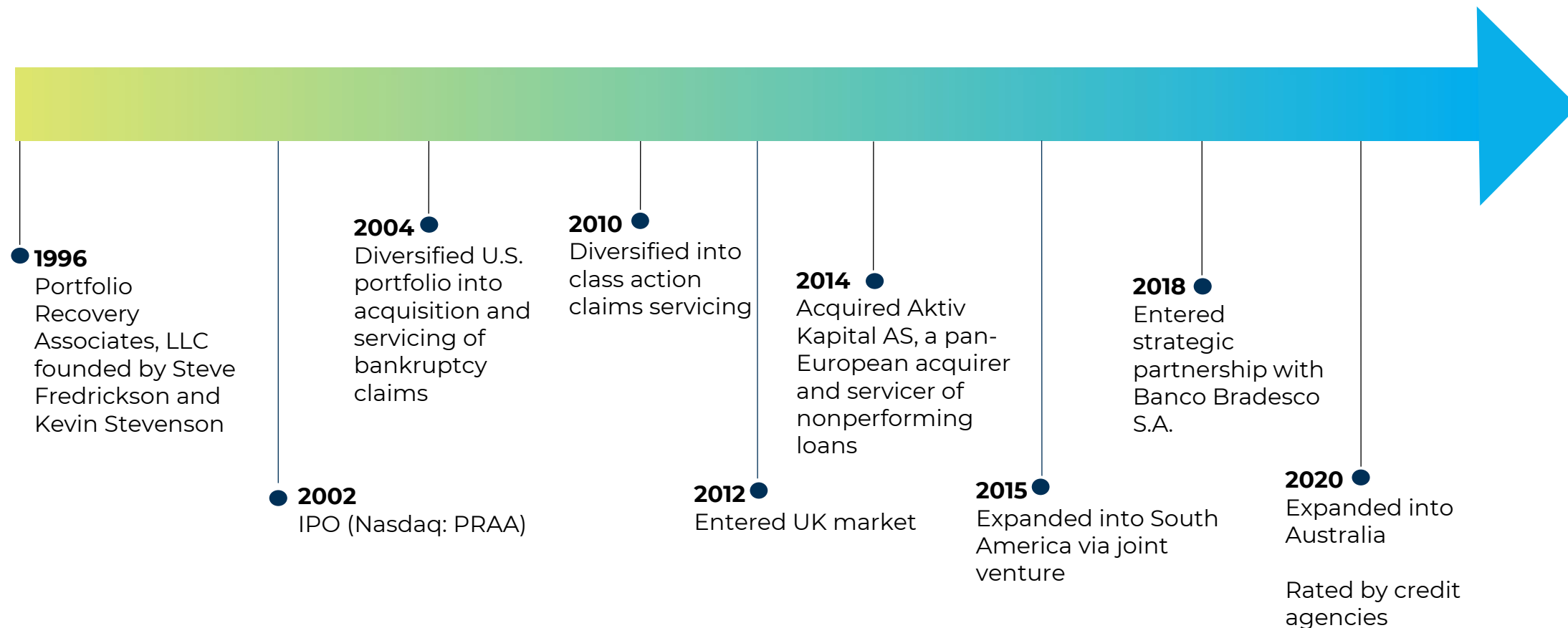
**\$5.7 billion**  
Estimated Remaining Collections (ERC)<sup>1</sup>

**25+**  
Years in Business



Note: All information in this presentation is as of March 31, 2023, unless specified otherwise.

# PRA Group History



# One of the Largest Debt Buyers in the U.S.

**25+ year track record** as a key buyer in one of the world's largest NPL markets

---

Strong seller relationships

---

Multifaceted and comprehensive focus on compliance





# Continuing To Expand With Discipline In Europe

Multiple locations with over 850 FTEs

---

Own portfolios in 13 countries, with UK as our largest market

---

Strong seller relationships

---

29-year track record<sup>1</sup>



# Agenda

Industry Overview

Company Overview

[Market Overview](#)

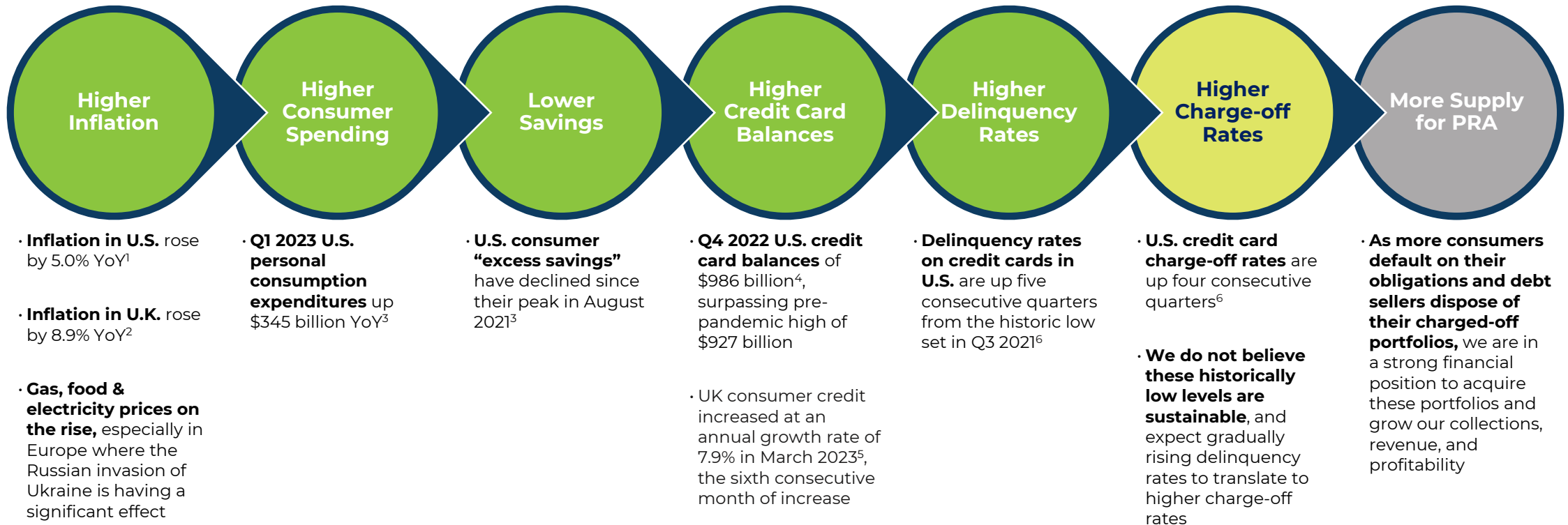
Financial Overview

Investing in PRA Group

Appendix



# Economic Data Suggest More Supply Is on The Way



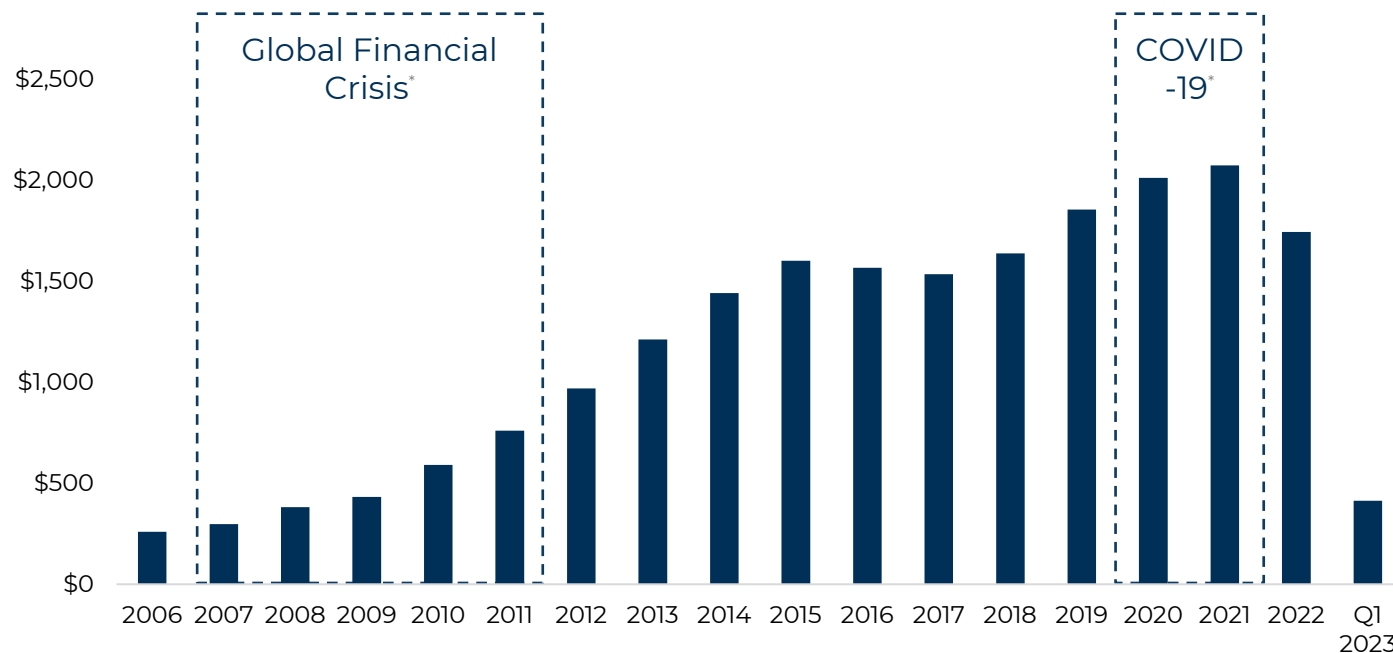
- Already taking place
- In progress
- Not yet in effect

1. Consumer Price Index for All Urban Consumers over the 12 months ended March 2023. Bureau of Labor Statistics.
2. Consumer Price Inflation including owner occupiers' housing costs (CPIH), UK: March 2023. Office for National Statistics.
3. Oxford Economics, “Consumer Spending Depends on Continued Savings Drawdown” (October 26, 2022). Data updated as of February 2, 2023.
4. Q4 2022 Household Debt and Credit Report. Federal Reserve Bank of New York.
5. Money and Credit March 2023, Bank of England.
6. Charge-Off and Delinquency Rates on Loans and Leases at Commercial Banks. Board of Governors of the Federal Reserve System.

# How We Have Performed in Past Recessions

(USD millions)

## Cash Receipts



- Our paying customers have *already* been through what we call a “personal recession”
  - When an economic recession occurs, **current customers continue to pay**
  - Collections are not materially impacted
- Recessions generally lead to **more charge-offs** and **more supply** for PRA to purchase



# Agenda

Industry Overview

Company Overview

Market Overview

Financial Overview

Investing in PRA Group

Appendix



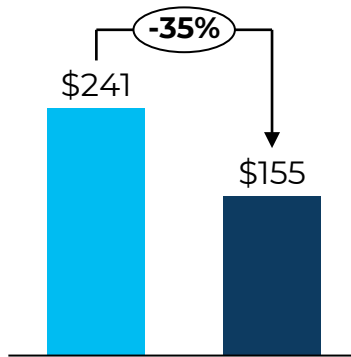


# Q1 2023 Financials

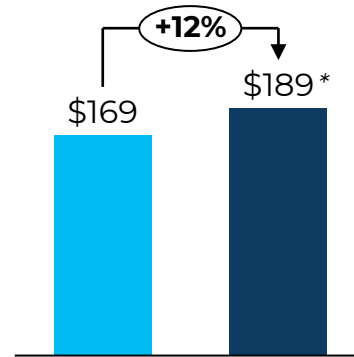
Revenues impacted by lower portfolio purchases in 2021 and 2022, as well as muted U.S. tax season, which led to a negative \$31 million net present value adjustment in the U.S.

## Q1 2022 vs Q1 2023

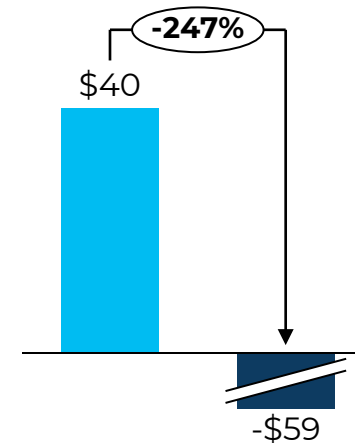
Total Revenues



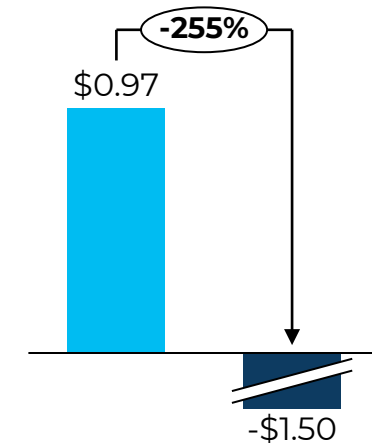
Operating Expenses



Net Income Attributable to PRA Group



Diluted Earnings Per Share

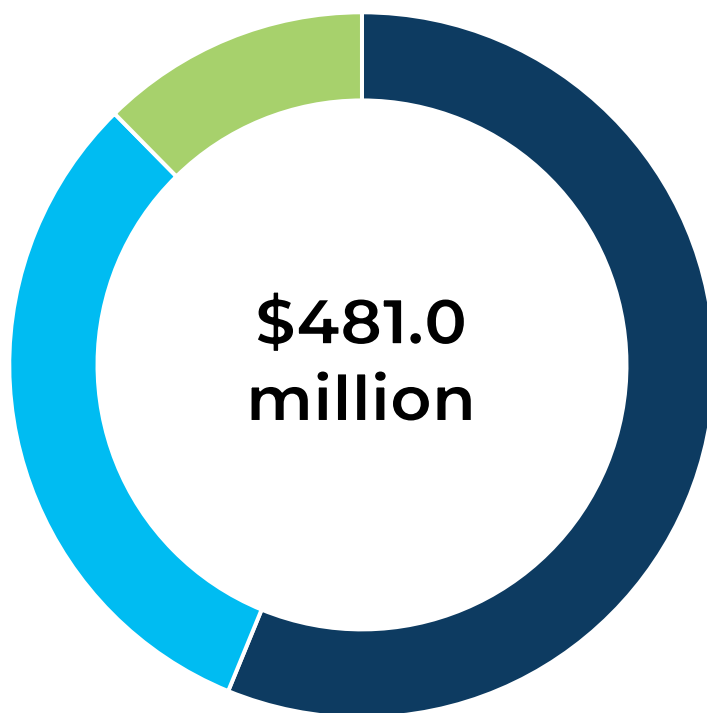


Q1 2022 Q1 2023

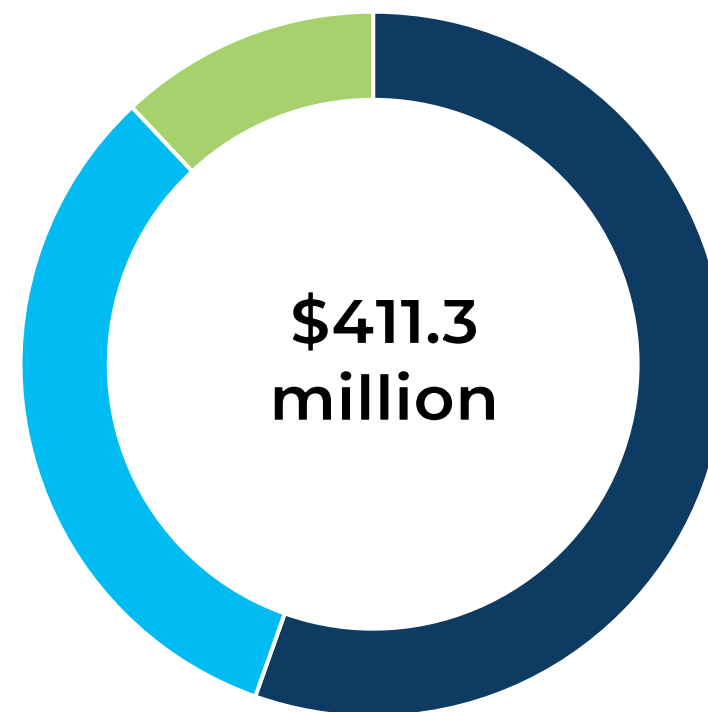
\$ in millions, except per share amounts

# Cash Collections

First Quarter 2022



First Quarter 2023



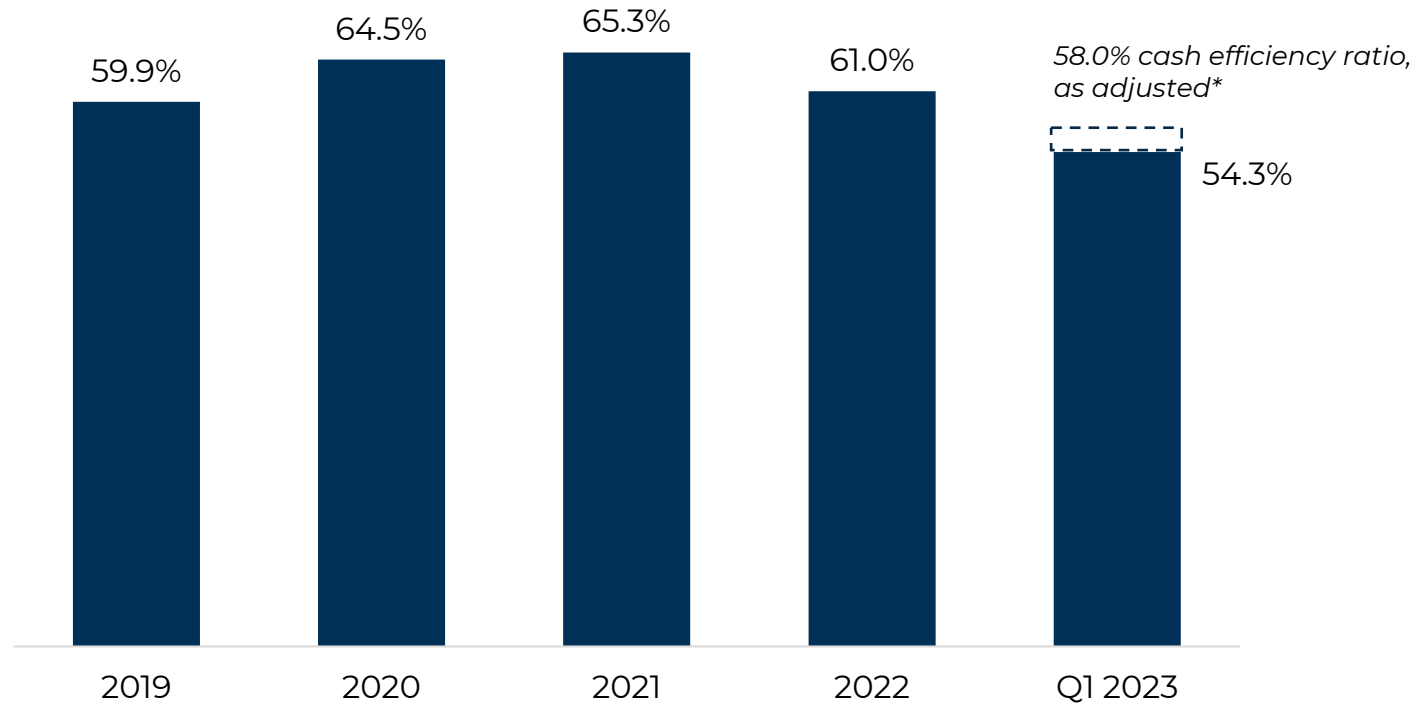
■ Americas & Australia Core

■ Europe Core

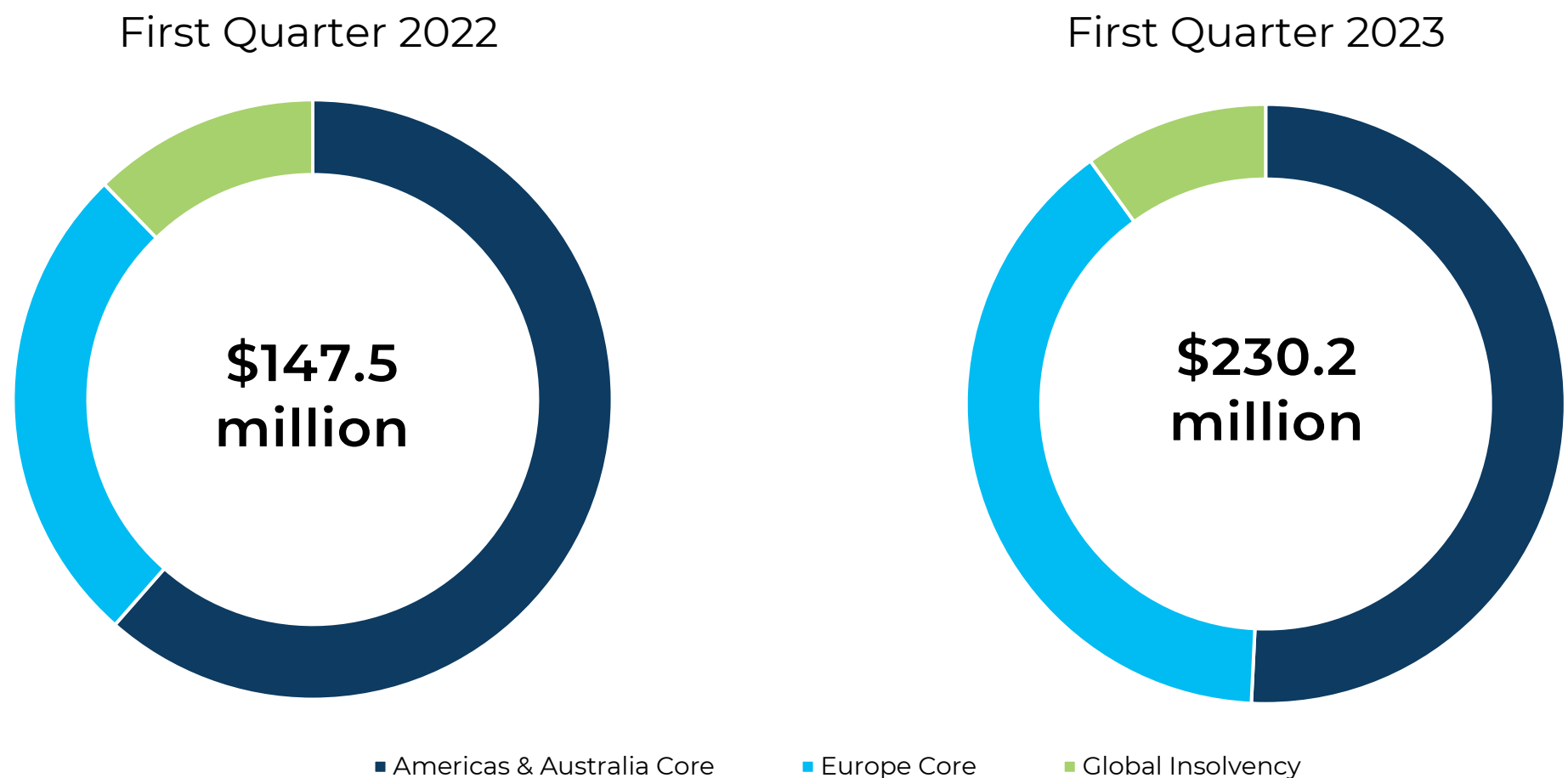
■ Global Insolvency

# Cash Efficiency Ratio Remained Strong on an Adjusted Basis in Q1

Cash efficiency ratio = (cash receipts – operating expenses)/cash receipts

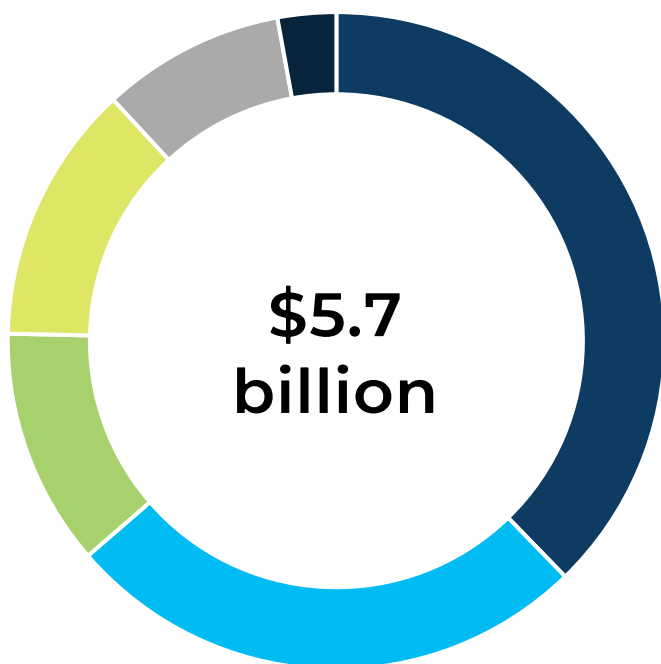


# Portfolio Investments Increased 56% Year-over-Year

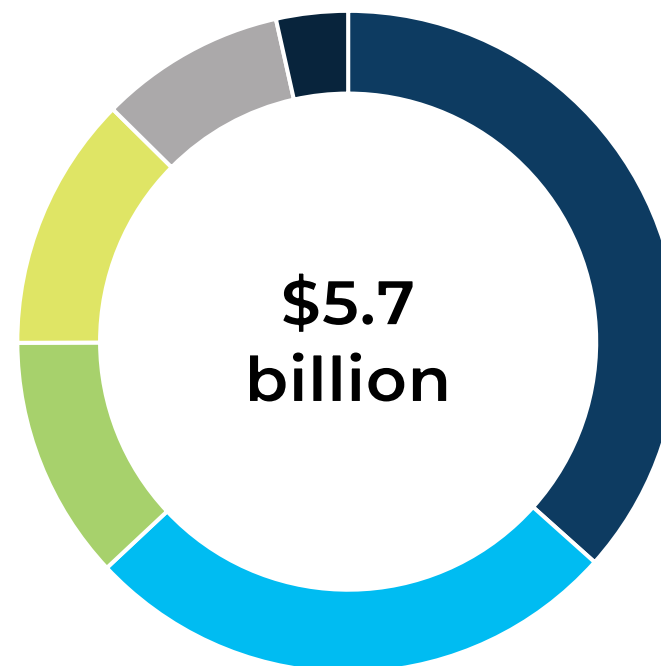


# ERC<sup>1</sup> is Diversified with 54% in Europe and 37% in U.S.

As of December 31, 2022



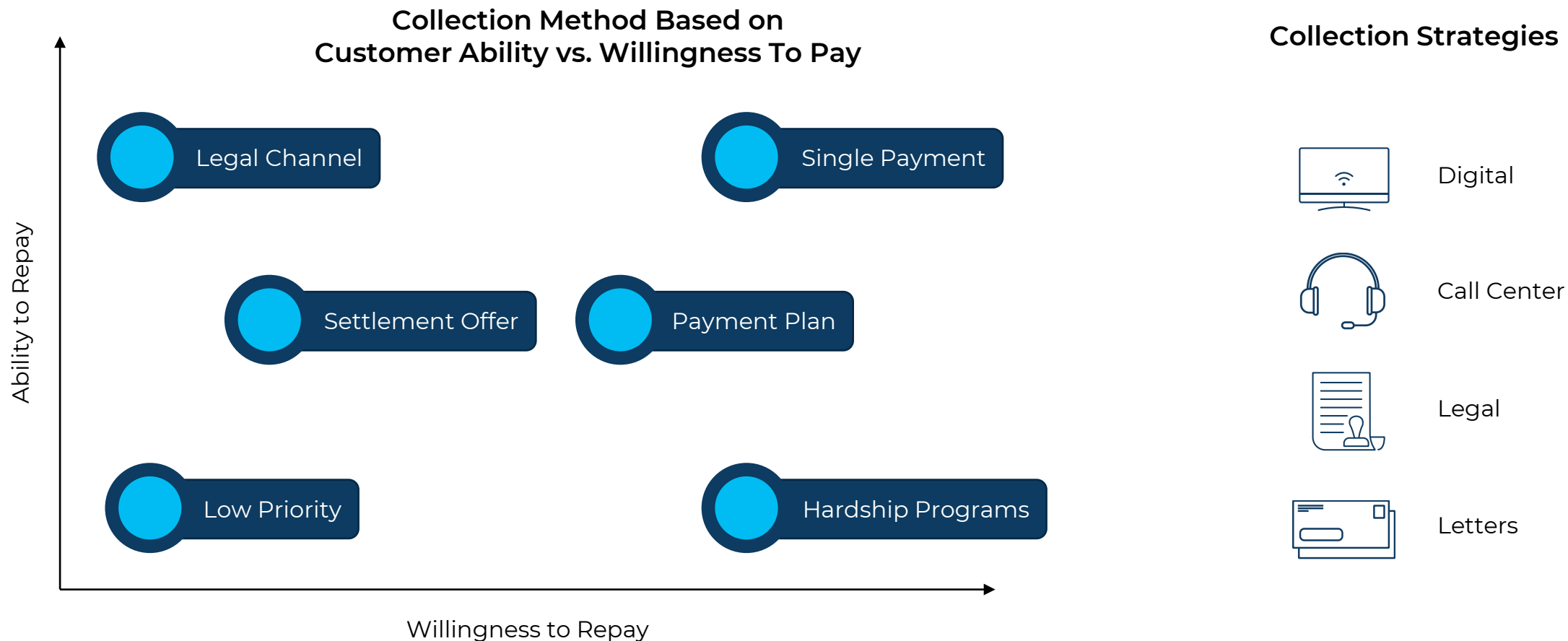
As of March 31, 2023



■ United States ■ United Kingdom ■ Central Europe ■ Northern Europe ■ Other Americas and Australia ■ Southern Europe

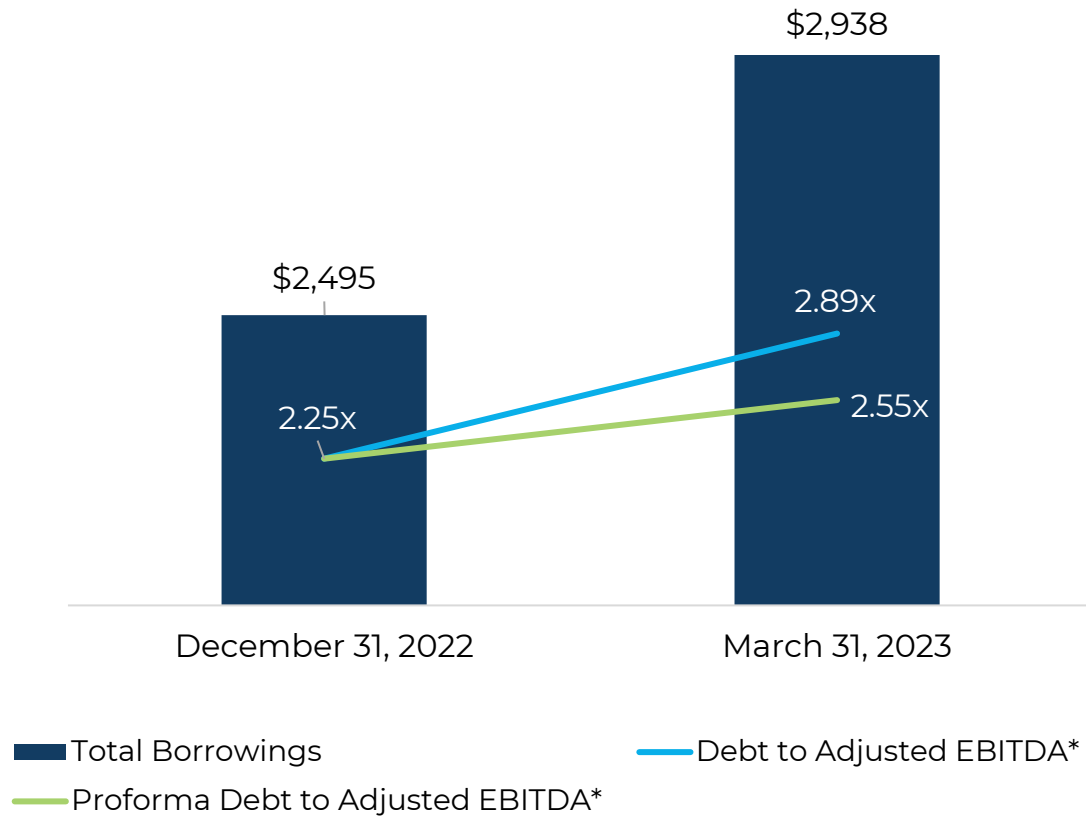


# We Use Data & Analytics to Determine the Most Efficient Collection Strategy



# Strong and Conservative Capital Structure

\$ in millions



- **\$1.6 billion** total available capacity under credit facilities
- **\$437 million** available capacity after considering borrowing base restrictions
- Debt to Adjusted EBITDA\* of **2.89x** as of March 31, 2023
- Within target Debt to Adjusted EBITDA\* of **between 2.0x and 3.0x**
- Pro forma Debt to Adjusted EBITDA\* of **2.55x** assuming we repaid our convertible notes as of March 31, 2023

# Agenda

Industry Overview

Company Overview

Market Overview

Financial Overview

Investing in PRA Group

Appendix



# Strategies That Will Continue to Drive Our Future



**Expanding products  
and market share**



**Modernizing  
collections and  
improving efficiency  
at all levels**



**Being a recognized  
and trusted brand**



**Fostering a  
high-performing  
workforce**

# Seasoned Management Team with a Long Tenure and Strong Track Record of Success



**Vikram Atal**

President, CEO



**Pete Graham**

Chief Financial Officer  
*6 years at PRA*



**Owen James**

Global Investments  
Officer  
*13 years at PRA*



**Jan Husby**

Chief Information  
Officer  
*17 years at PRA*



**Martin Sjölund**

President,  
PRA Group Europe  
*11 years at PRA*



McKinsey  
& Company



**Laura White**

Chief Risk and  
Compliance Officer  
*8 years at PRA*

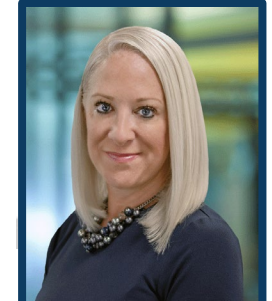


**Federal Reserve  
Bank of  
Richmond**



**LaTisha Tarrant**

Chief Human  
Resources Officer  
and General Counsel  
*7 years at PRA*



**Elizabeth Kersey**

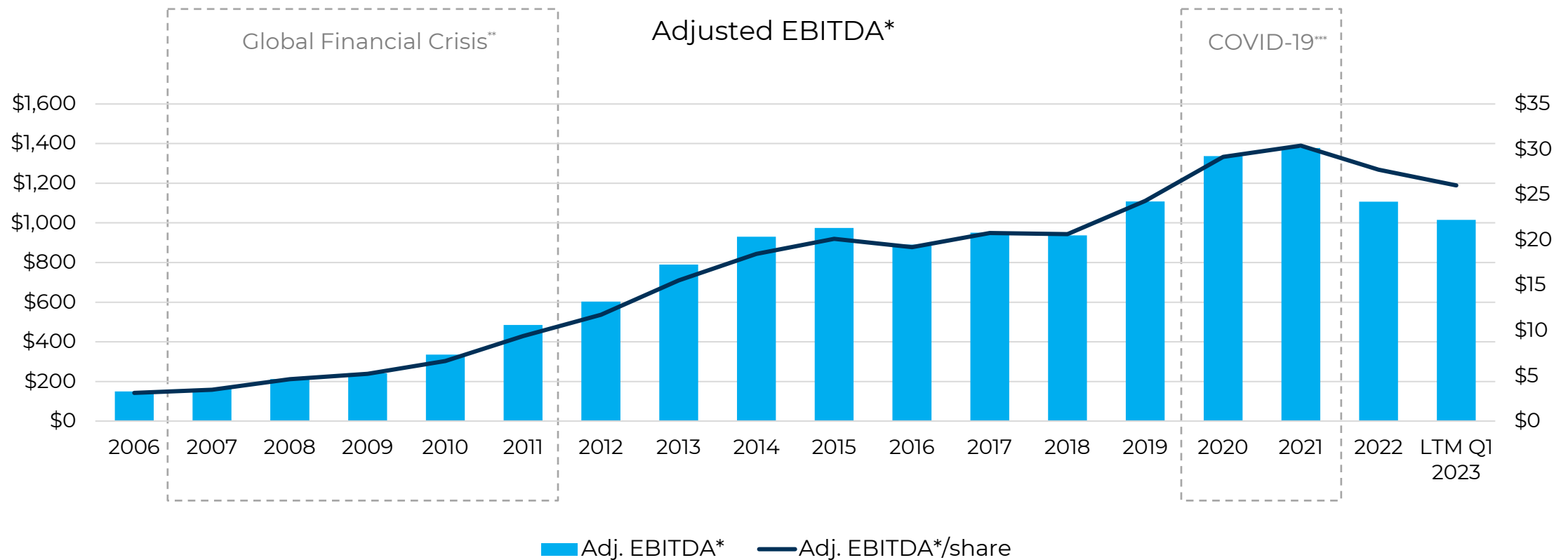
SVP, Communications  
and Public Policy  
*5 years at PRA*





# How We Have Grown Shareholder Value Over Time

\$ in millions, Adjusted EBITDA per share = Adjusted EBITDA/diluted shares outstanding as of the end of the applicable period



\*A reconciliation of net income, the most directly comparable financial measure calculated and reported in accordance with GAAP, to Adjusted EBITDA can be found at the end of this presentation.

\*\*Timing defined by the Federal Reserve Bank of St. Louis - <https://www.stlouisfed.org/financial-crisis/full-timeline>.

\*\*\*COVID-19 pandemic resulted in government lockdowns and excess consumer liquidity.

# Why Invest Now In PRA?

## Global Footprint

- ✓ Geographical diversification enables **effective allocation of capital across the globe** when opportunities arise

## Experienced and Tenured Management

- ✓ **Tenured leadership team** with decades of experience

## 25+ Years in Business

- ✓ **Experienced multiple economic cycles** with a long history of substantial cash receipts

## Strong Balance Sheet

- ✓ **Low leverage** relative to peers
- ✓ **Capable of deploying significant capital** as supply continues to increase

## Robust Track Record of Cash Generation

- ✓ **Adjusted EBITDA per share increased** over 8x from 2006 to 2023\*

## Disciplined Capital Allocation Strategy

- ✓ **Returns-based strategy** of buying portfolios, M&A, and share repurchases

# Agenda

Industry Overview

Company Overview

Market Overview

Financial Overview

Investing in PRA Group

Appendix

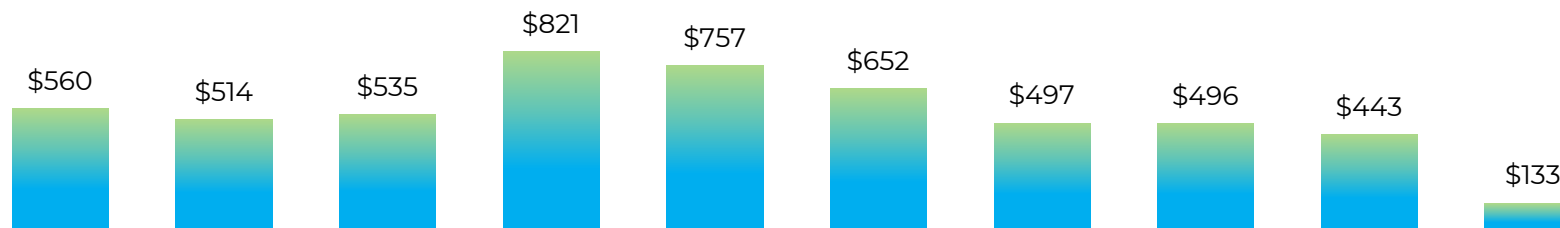


# Americas and Australia Selected Results

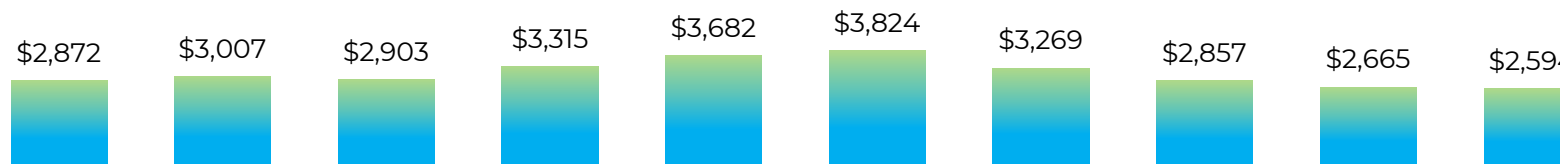
2014 Through March 31, 2023

\$ in millions

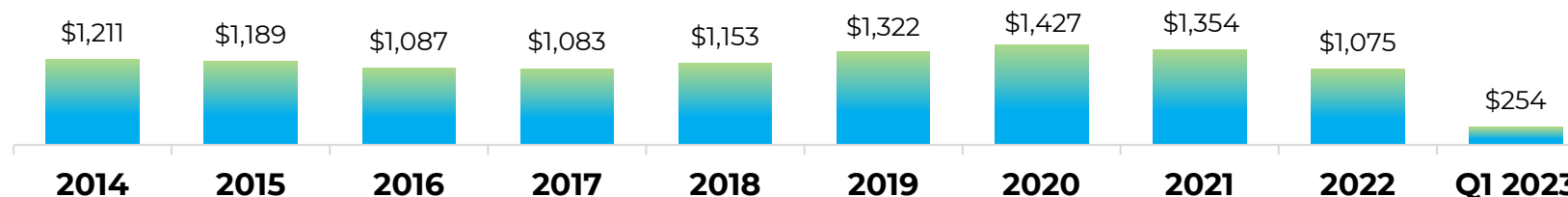
## Portfolio Purchases\*



## Estimated Remaining Collections



## Cash Collections

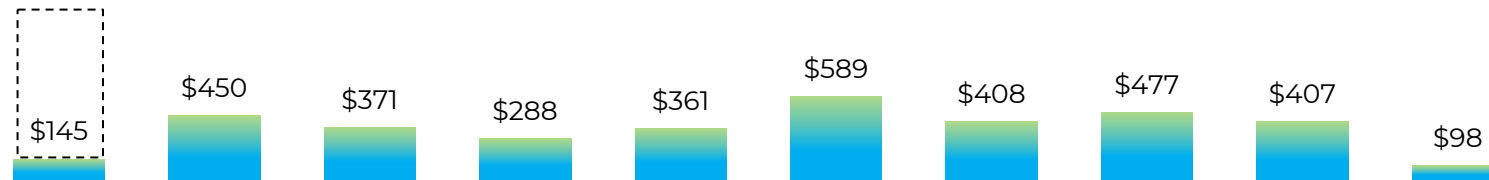


# Europe Selected Results

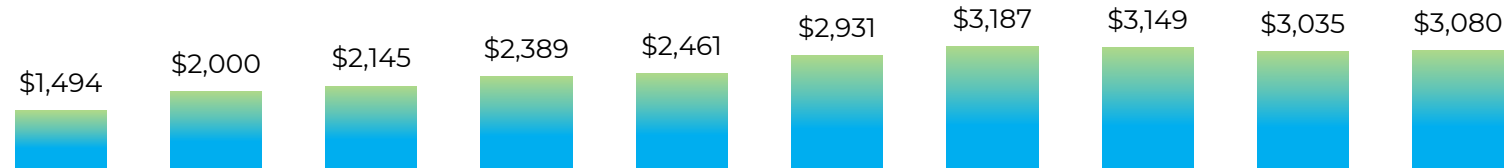
2014 Through March 31, 2023

\$ in millions

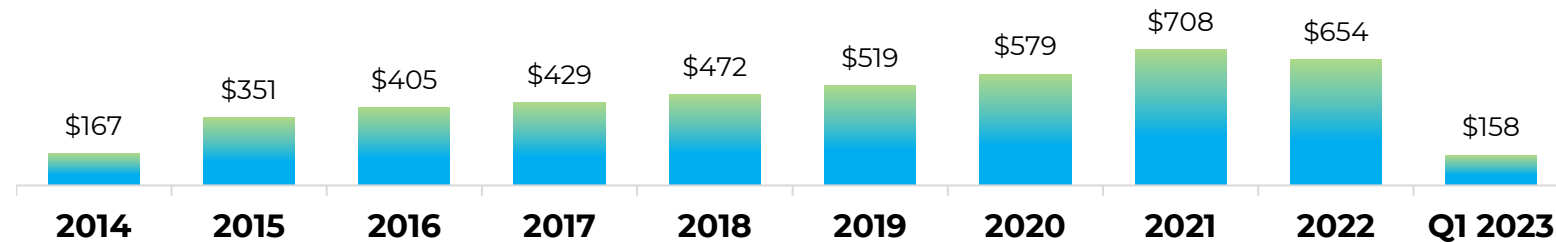
## Portfolio Purchases\*



## Estimated Remaining Collections

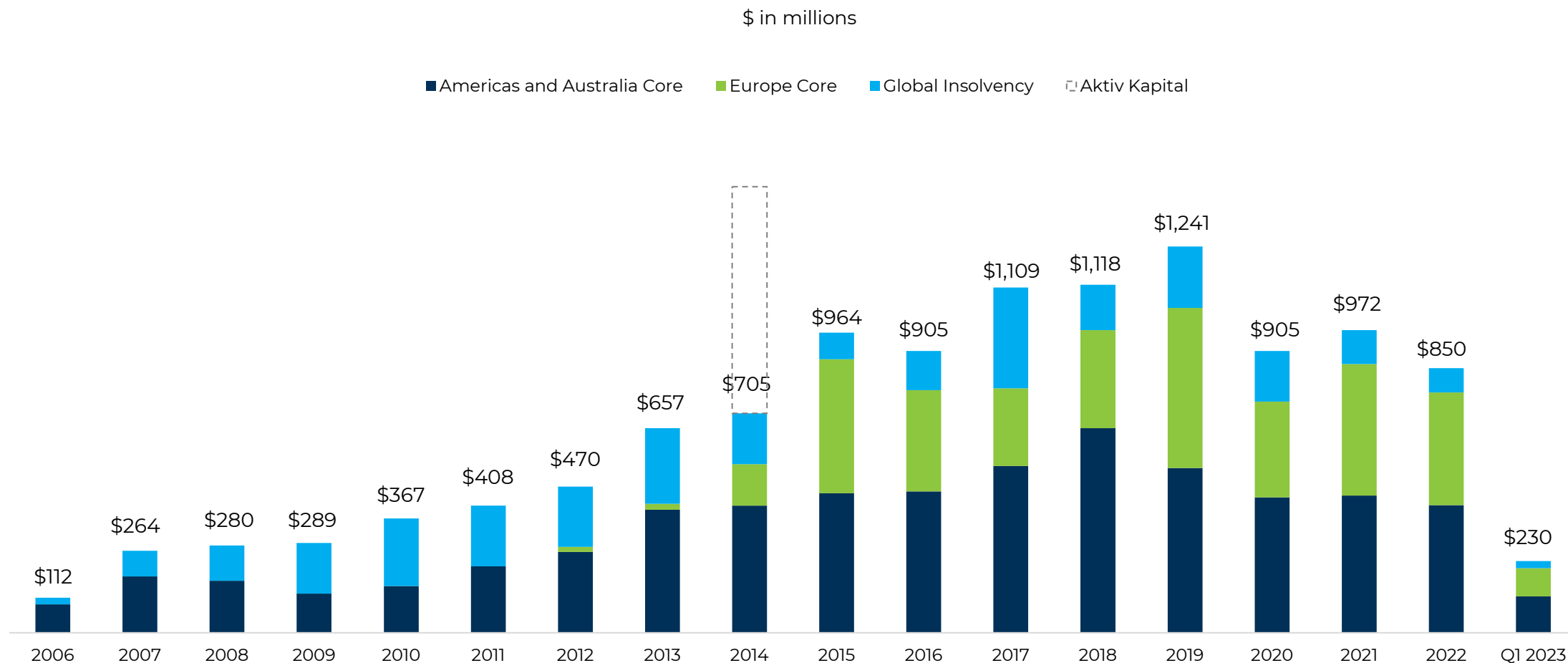


## Cash Collections

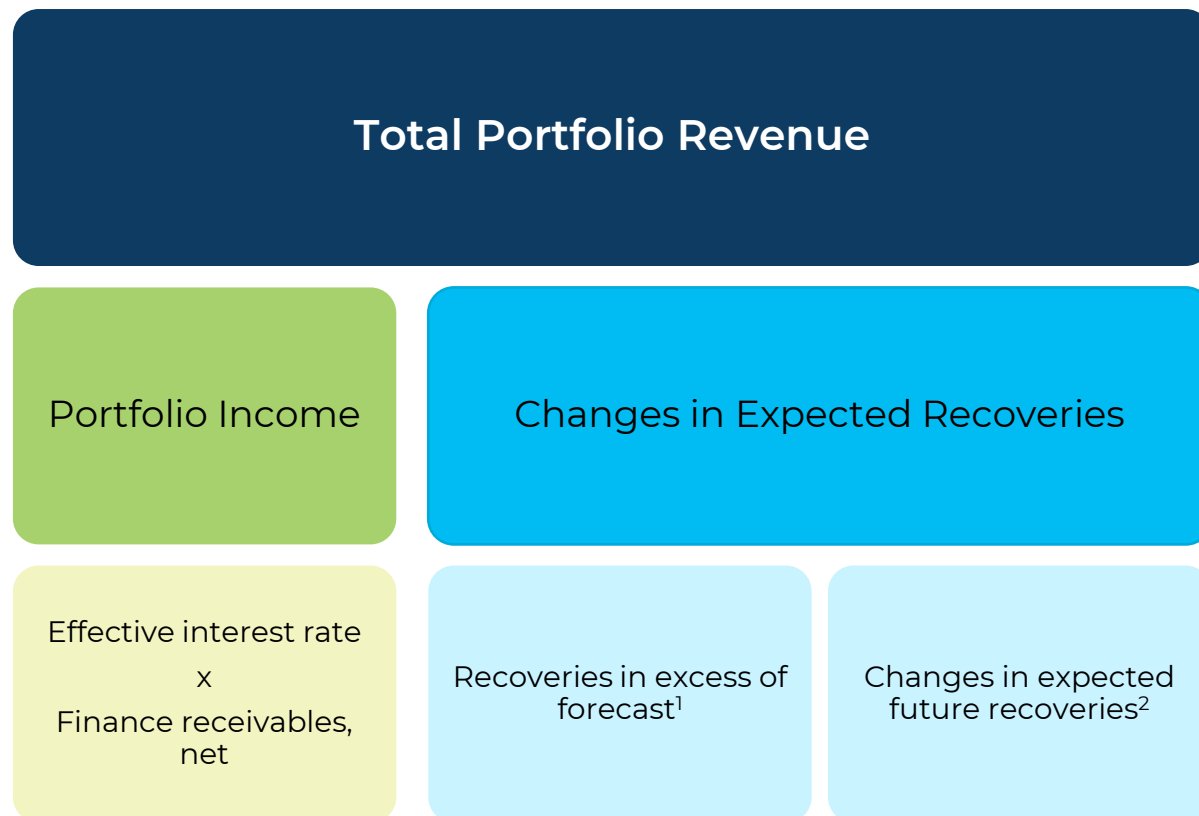




# Deploying Capital to Purchase NPLs



# Components of Total Portfolio Revenue



## Total Portfolio Revenue has two components:

- **Portfolio Income** is the yield component of our revenue
- **Changes in Expected Recoveries** are the changes to total expected collections (current performance and ERC)

	Three Months Ended March 31,	
	2023	2022
Revenues:		
Portfolio income	\$ 188,242	\$ 207,532
Changes in expected recoveries	(36,912)	29,914
Total portfolio revenue	151,330	237,446
Other revenue	4,140	3,159
Total revenues	155,470	240,605

1. Represents the current period collections vs. the collections expected from prior period ERC forecast.  
 2. Represents the net present value (NPV) of changes in the ERC forecast.

# The Basis of Portfolio Income

## If Cash is Collected as Expected in Original Underwriting

### 1. Purchase of Portfolio

- Purchase Price of \$1,000 with Total Estimated Collections of \$2,200 = Purchase Price Multiple of 2.20x
- Effective Interest Rate (EIR) = 28.8% (Gross IRR of purchase price and projected cash collections)
- Finance Receivables, net on the balance sheet reflects the purchase price = \$1,000

### Example of Estimated Cash Collections and Effective Interest Rate Calculation

	Purchase	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Expected Cash Collections	(1,000)	376	478	374	289	224	173	117	82	55	32	2,200
Effective Interest Rate Expected Based on Cash Flows	28.8%											

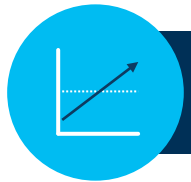
### 2. Accounting treatment if cash is collected as expected

- Portfolio Income for each year is calculated as effective interest rate (28.8%) multiplied by the Finance Receivables, net balance
- Expected cash collections minus portfolio income reduces the Finance Receivables, net balance, effectively amortizing the purchase price\*

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Cash Collections	376	478	374	289	224	173	117	82	55	32	2,200
Effective Interest Rate	28.8%	28.8%	28.8%	28.8%	28.8%	28.8%	28.8%	28.8%	28.8%	28.8%	
Portfolio Income (Finance Receivables, net x Effective Interest Rate)	288	263	201	151	111	78	51	32	18	7	1,200
Beginning Finance Receivables, net	1,000	912	697	524	386	273	178	112	62	25	
-(Expected Cash Collections - Portfolio Income = Purchase Price)	88	215	173	138	113	95	66	50	37	25	1,000
Ending Balance Finance Receivables, net	912	697	524	386	273	178	112	62	25	-	

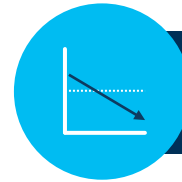
# What Happens When Cash **IS NOT** Collected As Expected

There is Always Some Level of Changes in Expected Recoveries



## Collecting **More** Cash Than Expected (Overperformance)

- Cash in excess of expectations is recognized as an increase to revenue through **changes in expected recoveries**
- **If** we expect the same total expected cash over the life of the curve, this overperformance is a timing difference where collections are realized earlier in the life of the curve (**acceleration**):
  - A reduction in projected cash flows resulting in a negative NPV adjustment in the current period
  - This NPV adjustment will not fully offset the increase in current period revenue because of time value of money
- **If** we expect higher total expected cash over the life of the curve (**betterment**):
  - An increase in future cash flows (**write-up**)
  - Any change to future cash flows results in a current period impact equal to the NPV of the change in ERC



## Collecting **Less** Cash Than Expected (Underperformance)

- Cash lower than expectations is recognized as a reduction to revenue through **changes in expected recoveries**
- **If** we expect the same total expected cash over the life of the curve, this underperformance is a timing difference where collections are expected to be realized later in the life of the curve (**delay**):
  - An increase in projected cash flows resulting in a positive NPV adjustment in the current period
  - This NPV adjustment will not fully offset the decrease in current period revenue because of time value of money
- **If** we expect lower total expected cash over the life of the curve (**impairment**):
  - A reduction in future cash flows (**write-down**)
  - Any change to future cash flows results in a current period impact equal to the NPV of the change in ERC

# PRA Cares

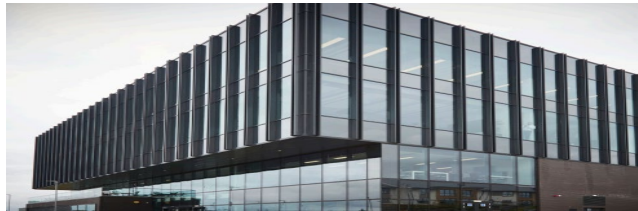
## Mission, Vision, & Core Values

**Our mission** is to deliver nonperforming loan solutions that drive success through a long-term focus and customer care.

**Our vision** is to be the trusted leader, changing the world's perception of the nonperforming loan industry.



# Our ESG Approach



## Environmental

We manage our operations and resources in a manner that promotes sustainable practices, including minimizing harm to the environment and the communities in which we operate



- Energy efficiency
- Waste reduction
- Water conservation
- Indoor air quality
- Greenhouse Gas (GHG) emissions mitigation



## Social

We continue to foster a sense of belonging by working together to build an equitable and inclusive culture



- Employee engagement
- Community engagement
- Talent development
- Diversity, Equity, and Inclusion (DEI)
- Equitable compensation
- Employee health and safety
- Customer care



## Governance

We are committed to maintaining a culture that is focused on risk management, compliance, and ethical business practices



- Business ethics
- Data security and privacy
- Risk management
- Corporate governance



# Reconciliation of Non-GAAP Financial Measures to GAAP

## Use of Non-GAAP Financial Measures

PRA Group, Inc. reports its 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 (or less other income); 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 net income, the most directly comparable financial measure calculated and reported in accordance with GAAP, to Adjusted EBITDA for the last twelve months (LTM) ended March 31, 2023 and for the year ended December 31, 2022. 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 its business using certain ratios that use Adjusted EBITDA. Debt to Adjusted EBITDA is calculated by dividing borrowings by Adjusted EBITDA. The second table reflects the Company's Debt to Adjusted EBITDA for the LTM as of March 31, 2023, for the LTM as of March 31, 2023 assuming repayment of our 2023 convertible notes on March 31, 2023, and for the year ended December 31, 2022:

	LTM	For the Year Ended
Adjusted EBITDA for PRA Group (\$ in millions)	March 31, 2023	December 31, 2022
<b>Net income attributable to PRA Group, Inc.</b>	<b>\$19</b>	<b>\$117</b>
<u>Adjustments:</u>		
Income tax expense	14	37
Foreign exchange gains	(2)	(1)
Interest expense, net	137	131
Other expense/(income)	1	1
Depreciation and amortization	15	15
Adjustment for net income attributable to noncontrolling interests	11	1
Recoveries applied to negative allowance less Changes in expected recoveries	820	806
<b>Adjusted EBITDA</b>	<b>\$1,015</b>	<b>\$1,107</b>

	LTM	LTM	For the Year Ended
(\$ in millions)	March 31, 2023	March 31, 2023 <sup>1</sup>	December 31, 2022
Borrowings	\$2,938	\$2,593	\$2,495
Adjusted EBITDA	1,015	1,015	1,107
<b>Debt to Adjusted EBITDA</b>	<b>2.89</b>	<b>2.55</b>	<b>2.25</b>

1. For the LTM as of March 31, 2023, as adjusted, assuming repayment of our 2023 Notes on March 31, 2023.



# Reconciliation of Cash Efficiency Ratio

Cash efficiency ratio = (cash receipts – operating expenses)/cash receipts

	<u>As Reported</u>	
(\$ in millions)	Q1 2022	Q1 2023
Cash Collections	\$ 481	\$ 411
Fee Income	\$ 2	\$ 3
Operating Expenses	\$ 169	\$ 189
<b>Cash Efficiency As Reported</b>	<b>65.1%</b>	<b>54.3%</b>

	<u>As Adjusted</u>	
(\$ in millions)	Q1 2022	Q1 2023
Cash Collections	\$ 481	\$ 411
Fee Income	\$ 2	\$ 3
Operating Expenses	\$ 169	\$ 174 *
<b>Cash Efficiency As Adjusted</b>	<b>65.1%</b>	<b>58.0%</b>



**Najim Mostamand, CFA**

VP, Investor Relations

(757) 431-7913

[IR@pragroup.com](mailto:IR@pragroup.com)

[IR.PRAGROUP.COM](http://IR.PRAGROUP.COM)