



Q2 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 Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied in this presentation.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.

ANOTHER QUARTER OF STRONG PERFORMANCE


Global cash collections of \$544 million

Net income attributable to PRA Group of \$56 million

Portfolio purchases of \$220 million



GLOBAL OPERATIONS CONTINUE TO PRODUCE GOOD RESULTS



Past investments and decisions continue to contribute to results

Powerful global enterprise

U.S. productivity increased 3%
when compared to Q2 2020

Europe is delivering record results

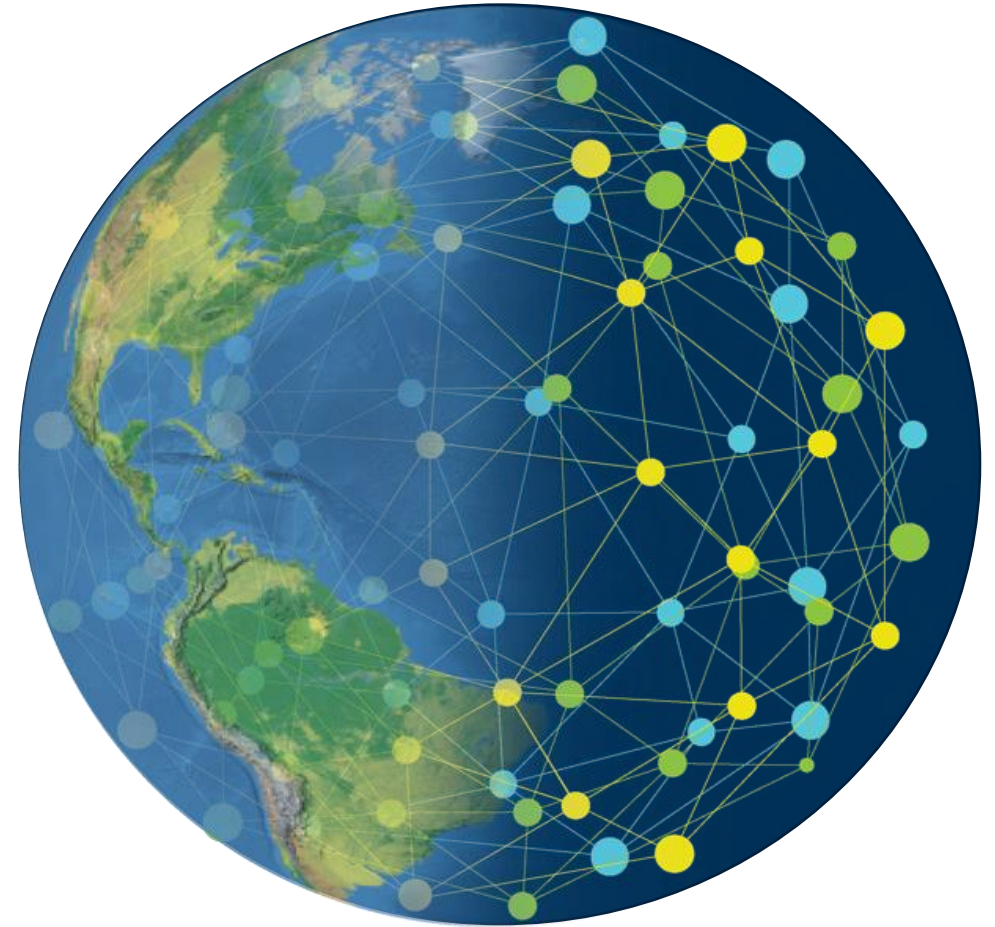


QUARTERLY GLOBAL PORTFOLIO PURCHASES INCREASED \$61 MILLION FROM Q1 2021

Total purchases of \$220 million

Monitoring credit trends in the U.S.

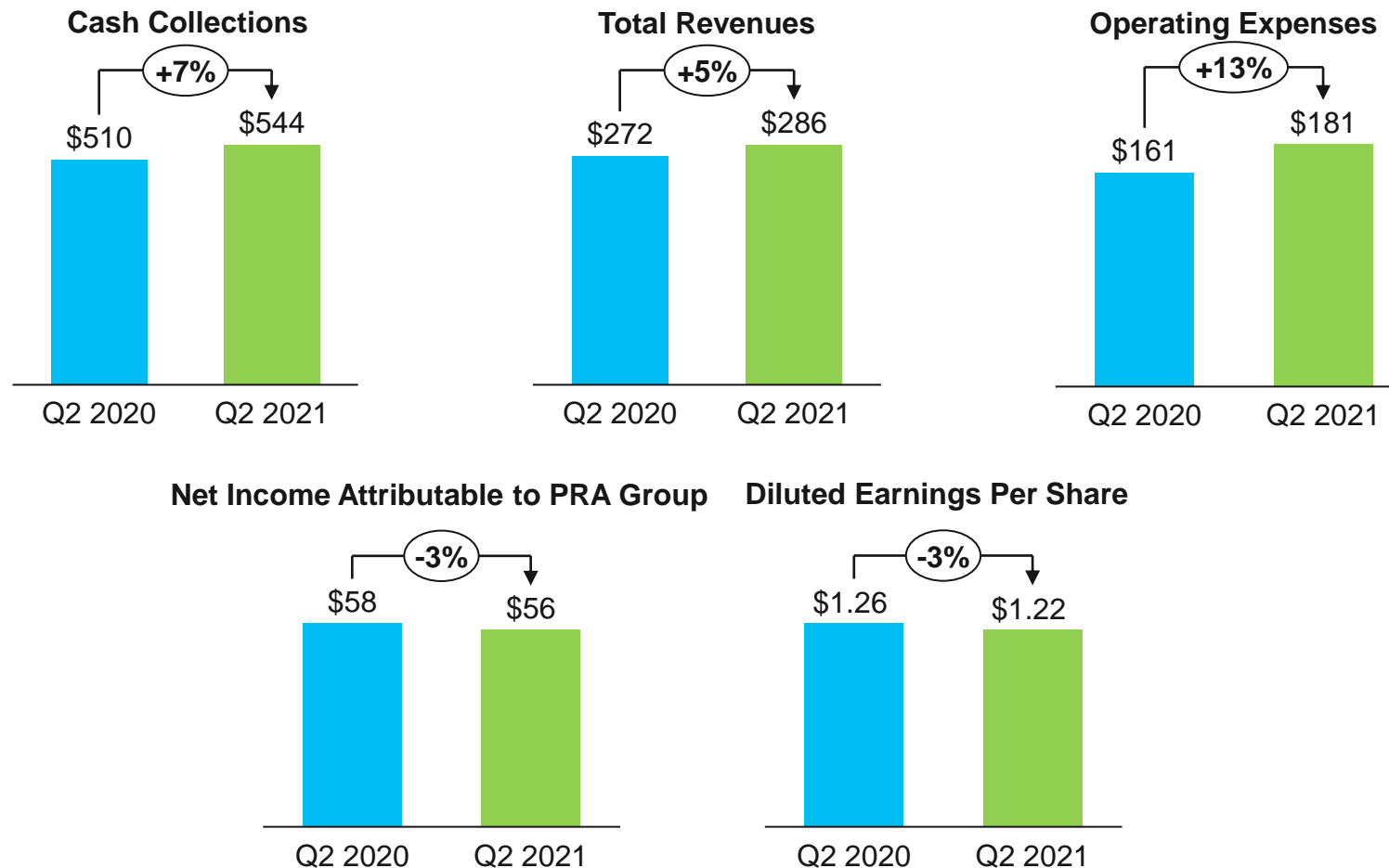
European pipeline continues to look strong for remainder of year



CASH COLLECTIONS AND REVENUE GROWTH DELIVER SOLID EPS

(\$ in millions, except per share results)

Q2 2020 vs Q2 2021

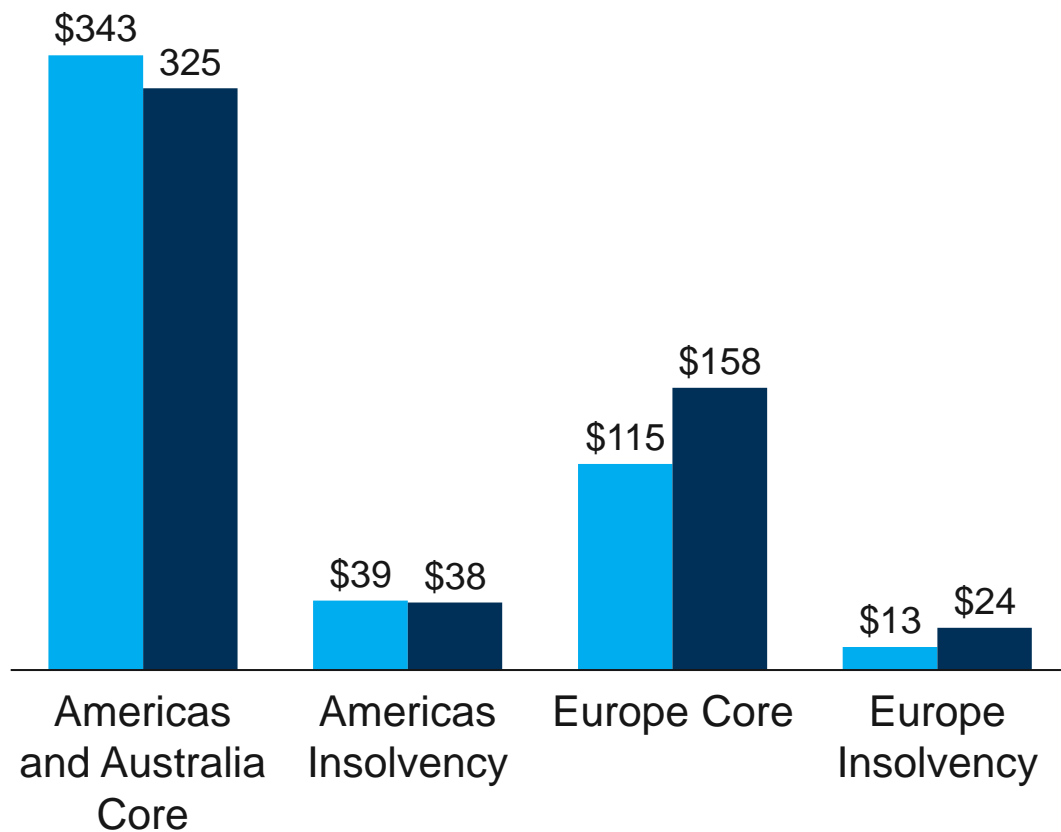


CONTINUED STRONG COLLECTIONS DRIVEN BY EUROPE RECORD IN Q2

(\$ in millions)

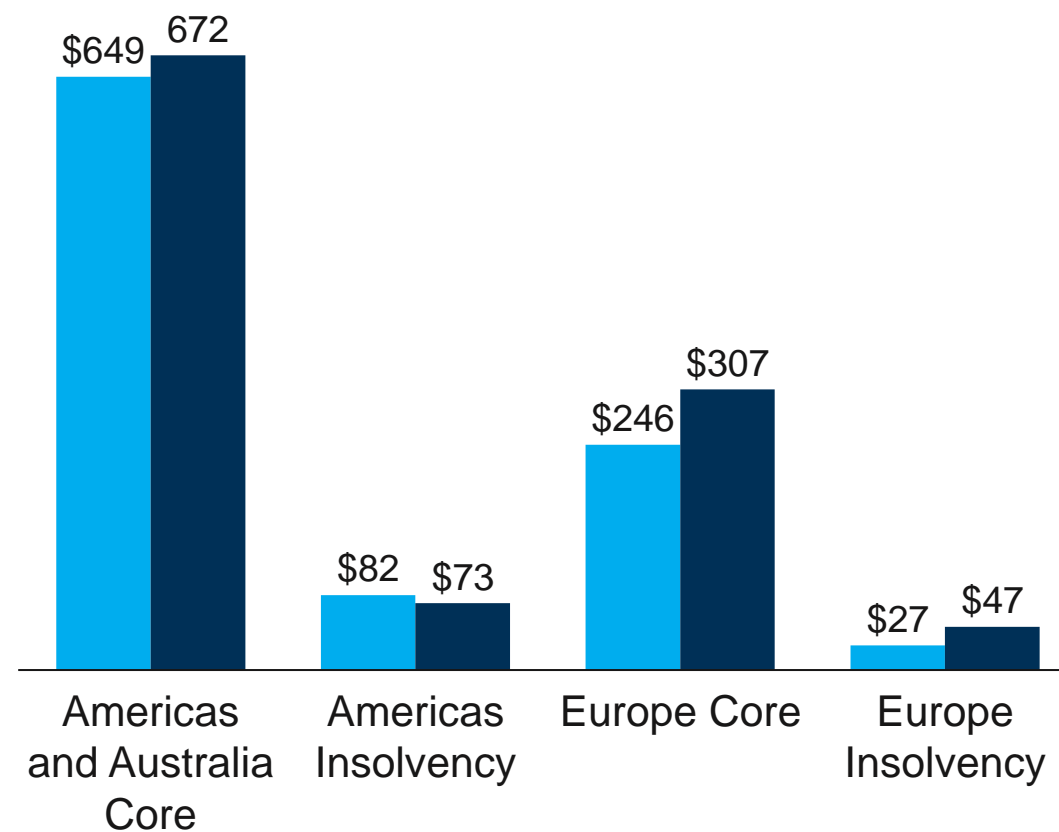
Q2 Cash Collections

Q2 2020 Q2 2021



YTD Cash Collections

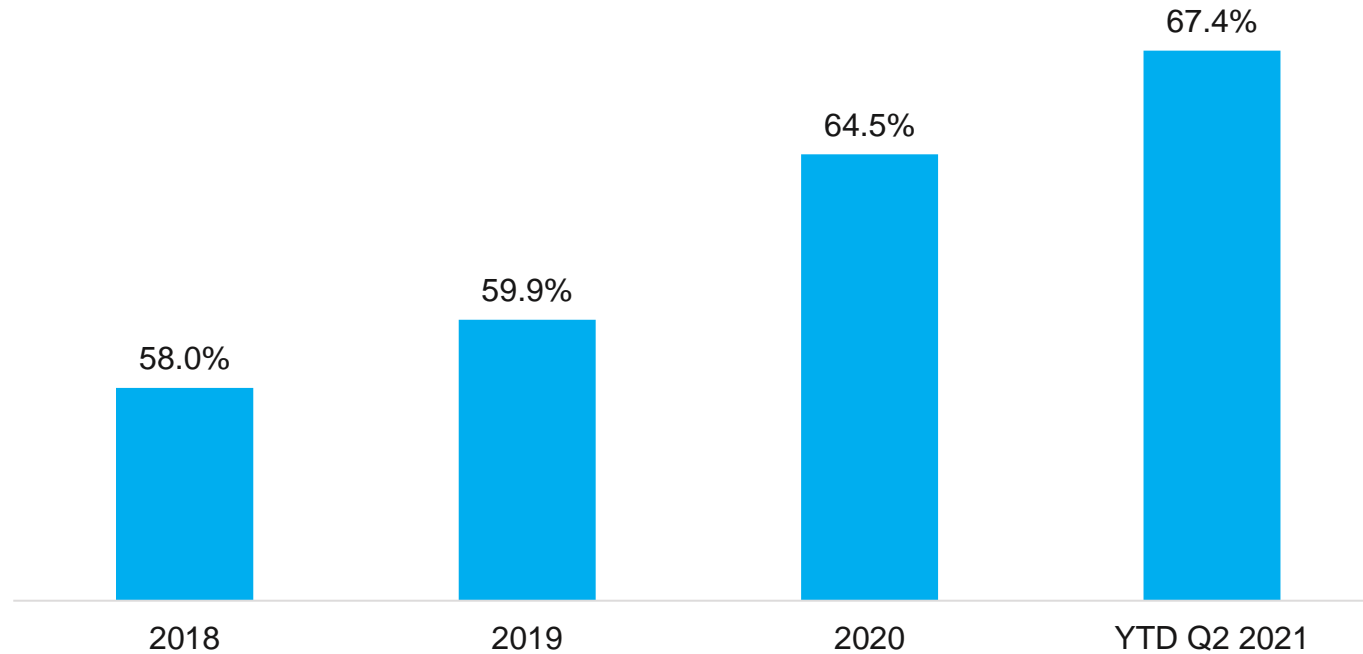
YTD 2020 YTD 2021



Q2 2021 CASH EFFICIENCY RATIO WAS 66.8%, YTD WAS 67.4%

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

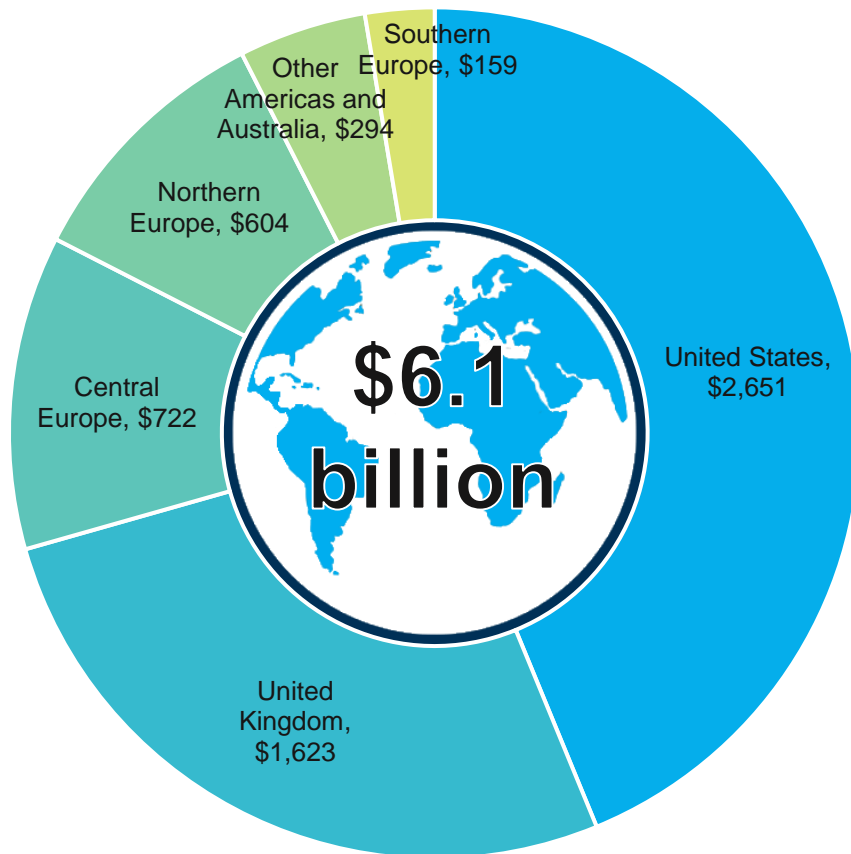
Cash Efficiency Ratio Increasing Full Year Expectation to 64%



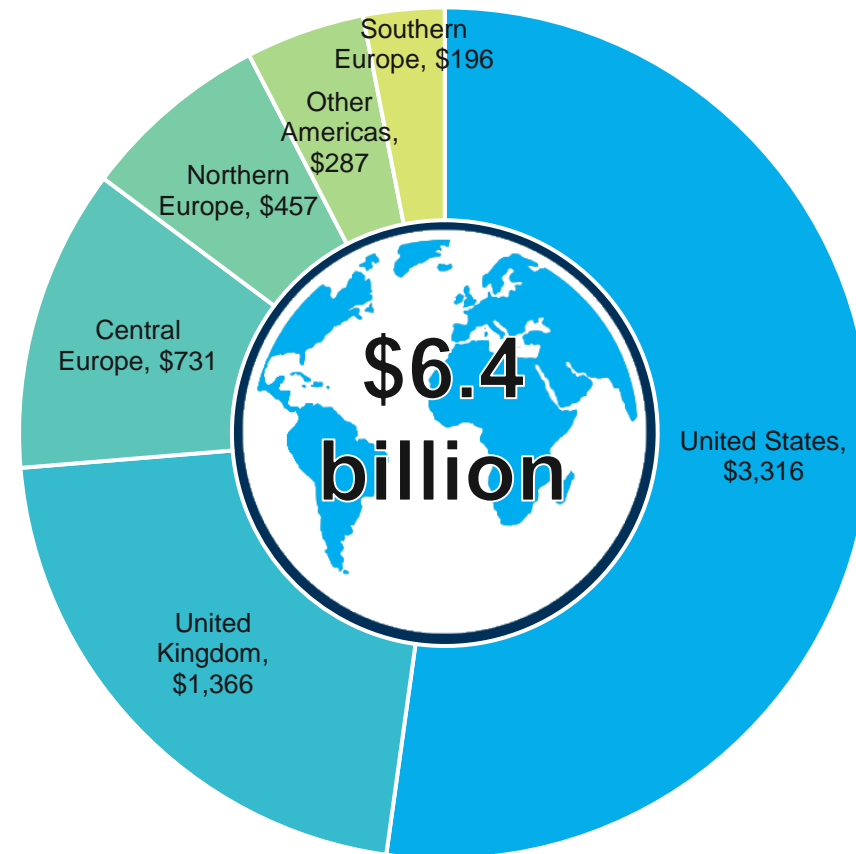
ERC IS DIVERSIFIED WITH 44% IN U.S. AND 51% IN EUROPE

(\$ in millions)

as of June 30, 2021

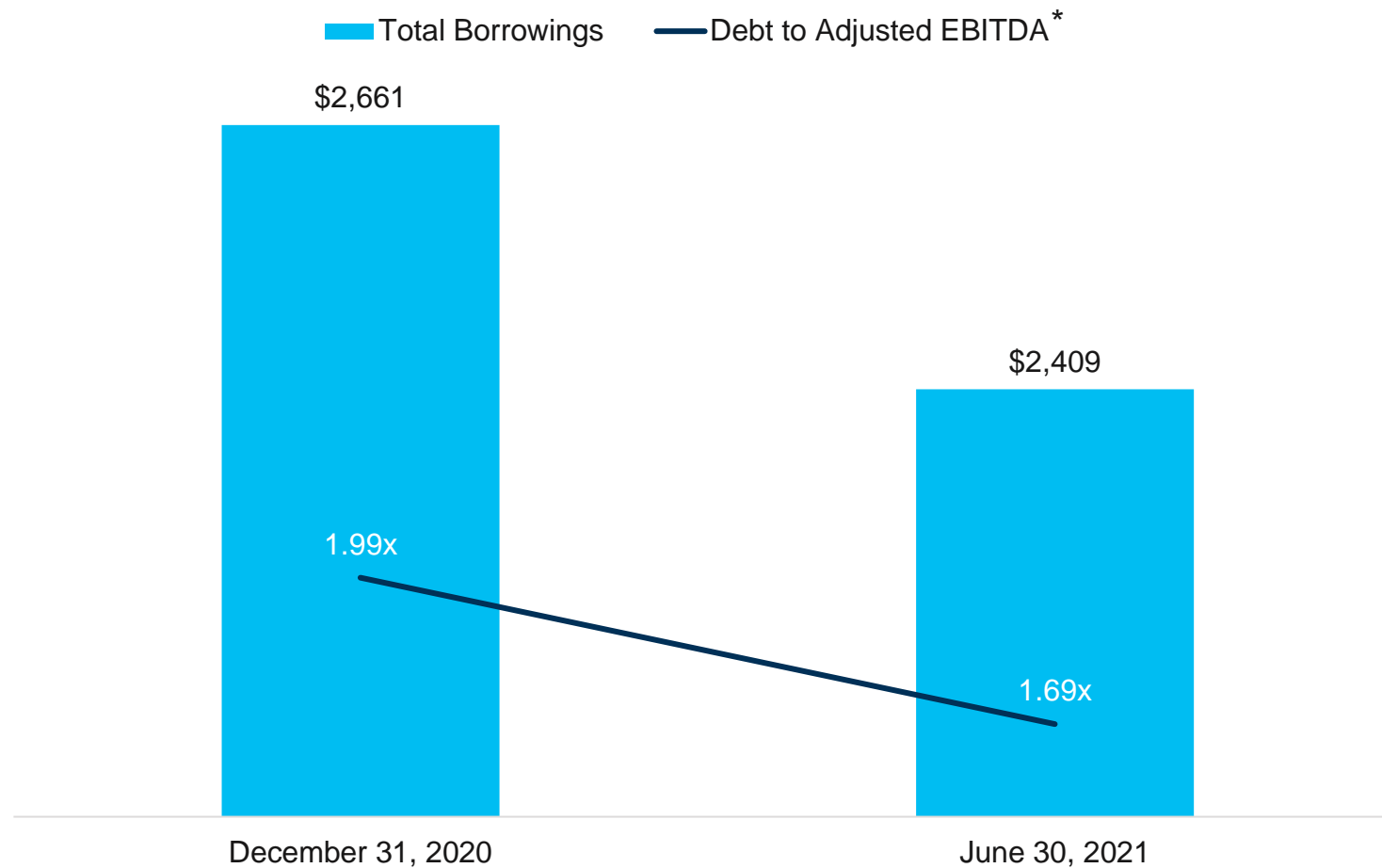


as of June 30, 2020



STRONG AND CONSERVATIVE CAPITAL STRUCTURE

(\$ 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.

STRATEGIES THAT WILL CONTINUE TO DRIVE THE FUTURE

Expand market share and products

Modernize collections

Improve cash efficiency

Become a recognized and trusted brand

Foster a high performing workforce





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 June 30, 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, management evaluates the Company's business using certain ratios that use Adjusted EBITDA, including Debt to Adjusted EBITDA, which is calculated by dividing borrowings by Adjusted EBITDA. The following table reflects our Debt to Adjusted EBITDA for LTM as of June 30, 2021 and for the year ended December 31, 2020 (amounts in millions):

| Reconciliation of Non-GAAP Financial Measures | | | |
|--|---------------|-------|--------------------|
| | LTM | | For the Year Ended |
| Adjusted EBITDA for PRA Group (\$ in millions) | June 30, 2021 | | December 31, 2020 |
| Net income attributable to PRA Group, Inc. | \$ | 187 | \$ 149 |
| <u>Adjustments:</u> | | | |
| Income tax expense | | 53 | 41 |
| Foreign exchange losses/(gains) | | 2 | (2) |
| Interest expense, net | | 131 | 142 |
| Other expense | | (1) | 1 |
| Depreciation and amortization | | 18 | 18 |
| Adjustment for net income attributable to noncontrolling interests | | 20 | 18 |
| Recoveries applied to negative allowance less Changes in expected recoveries | | 1,017 | 968 |
| Adjusted EBITDA | \$ | 1,428 | \$ 1,337 |
| Debt to Adjusted EBITDA | | | |
| | LTM | | For the Year Ended |
| | June 30, 2021 | | December 31, 2020 |
| Borrowings | \$ | 2,409 | \$ 2,661 |
| LTM Adjusted EBITDA | | 1,428 | 1,337 |
| Debt to LTM Adjusted EBITDA | | 1.69 | 1.99 |