



Q3 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 Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied in this presentation.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 \$488 million

Net income attributable to PRA Group of \$34 million

Portfolio purchases of \$392 million

Repurchased \$74 million of common stock



GLOBAL OPERATIONS CONTINUE TO PRODUCE GOOD RESULTS

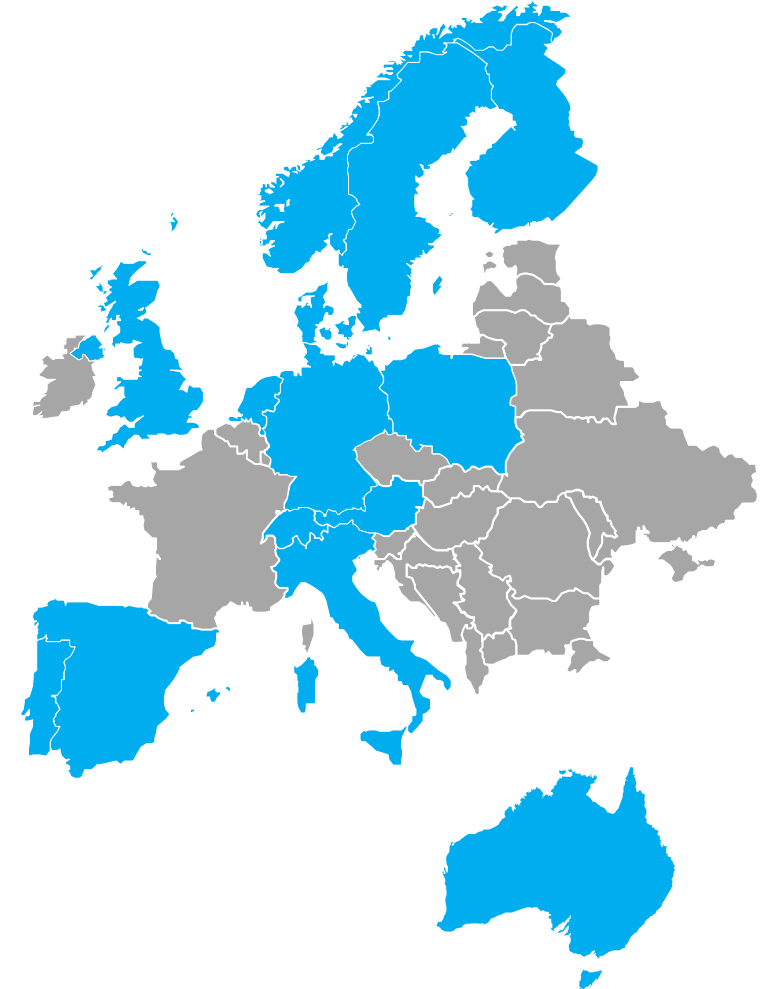


U.S. digital collections performing strongly

U.S. productivity continues at historically high levels

Cash efficiency ratio benefits from modernizing collections

Meaningful engagement during Global Inclusion Week

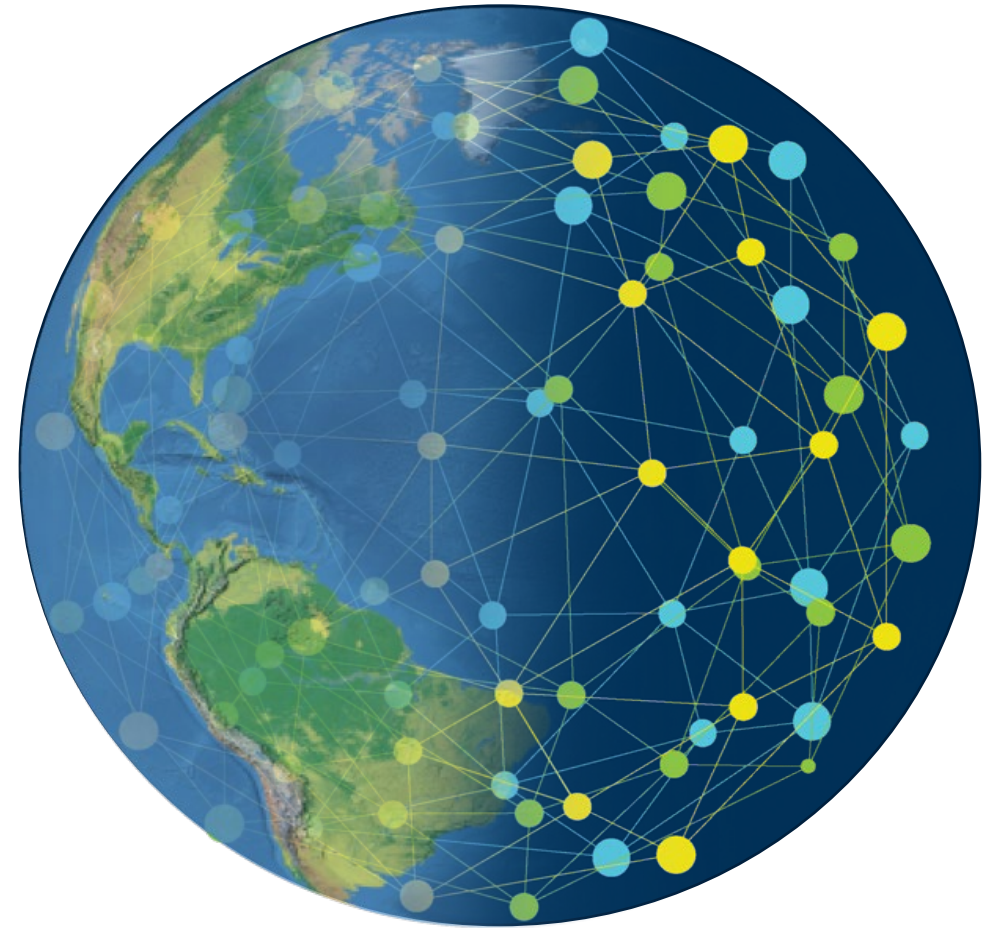


QUARTERLY GLOBAL PORTFOLIO PURCHASES INCREASED \$172 MILLION FROM Q2 2021

Total purchases of \$392 million

Diversity of Americas provided additional volume

Secured strong volumes in Europe and a multi-year forward flow

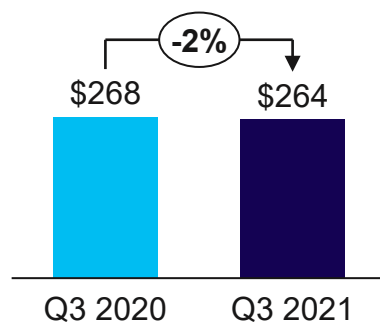


STRONG RESULTS DELIVER SOLID EPS

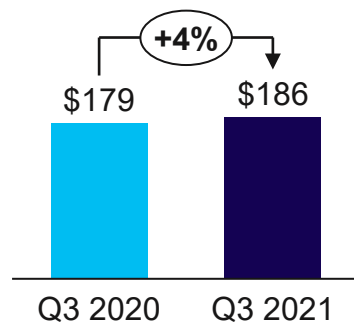
(\$ in millions, except per share results)

Q3 2020 vs Q3 2021

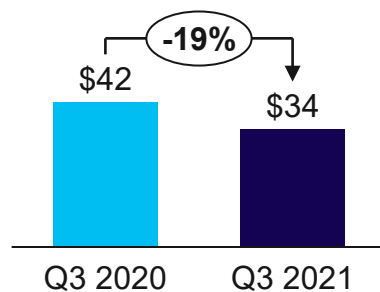
Total Revenues



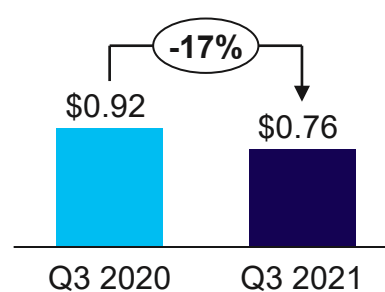
Operating Expenses



Net Income Attributable to PRA Group

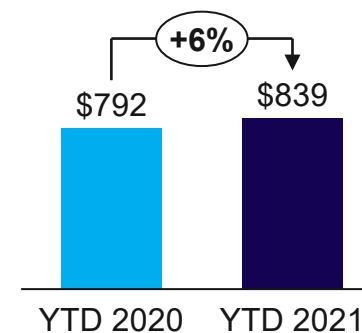


Diluted Earnings Per Share

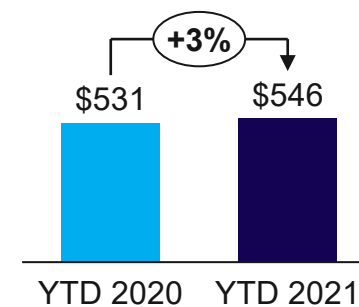


YTD 2020 vs YTD 2021

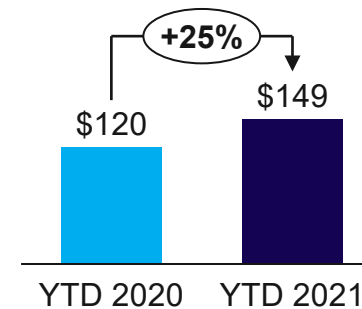
Total Revenues



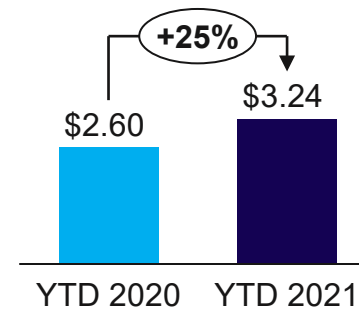
Operating Expenses



Net Income Attributable to PRA Group



Diluted Earnings Per Share

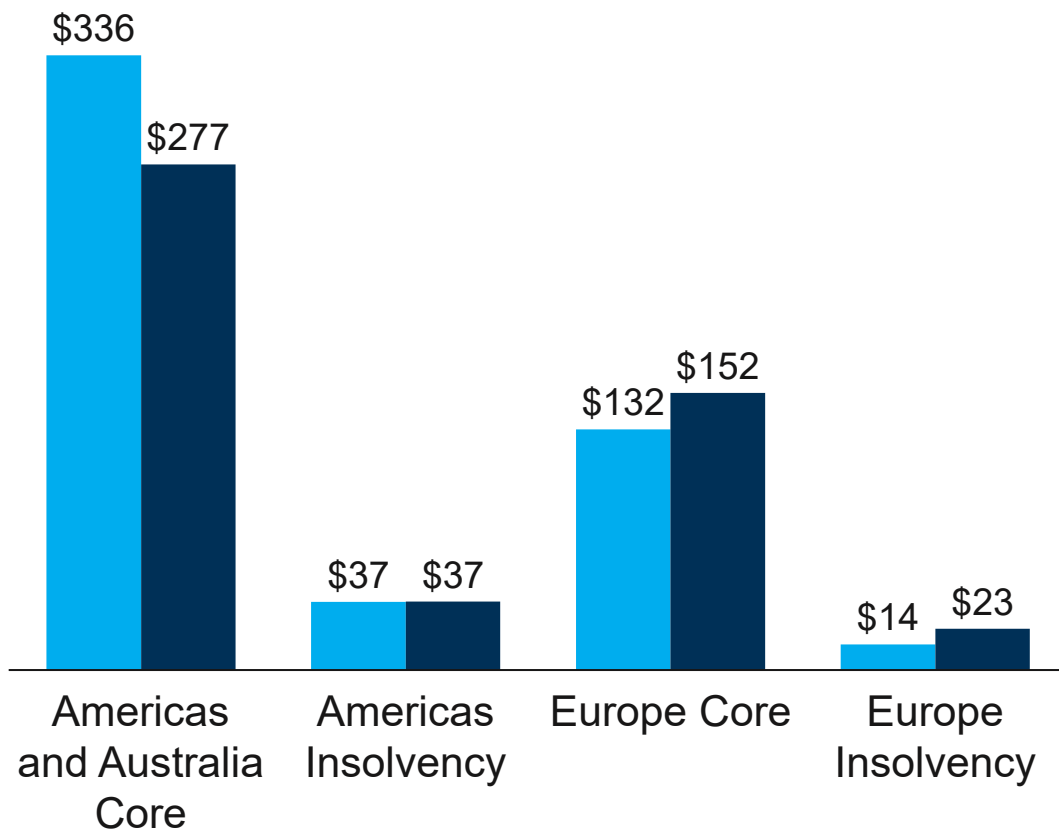


CONTINUED STRONG COLLECTIONS DRIVEN BY EUROPE

(\$ in millions)

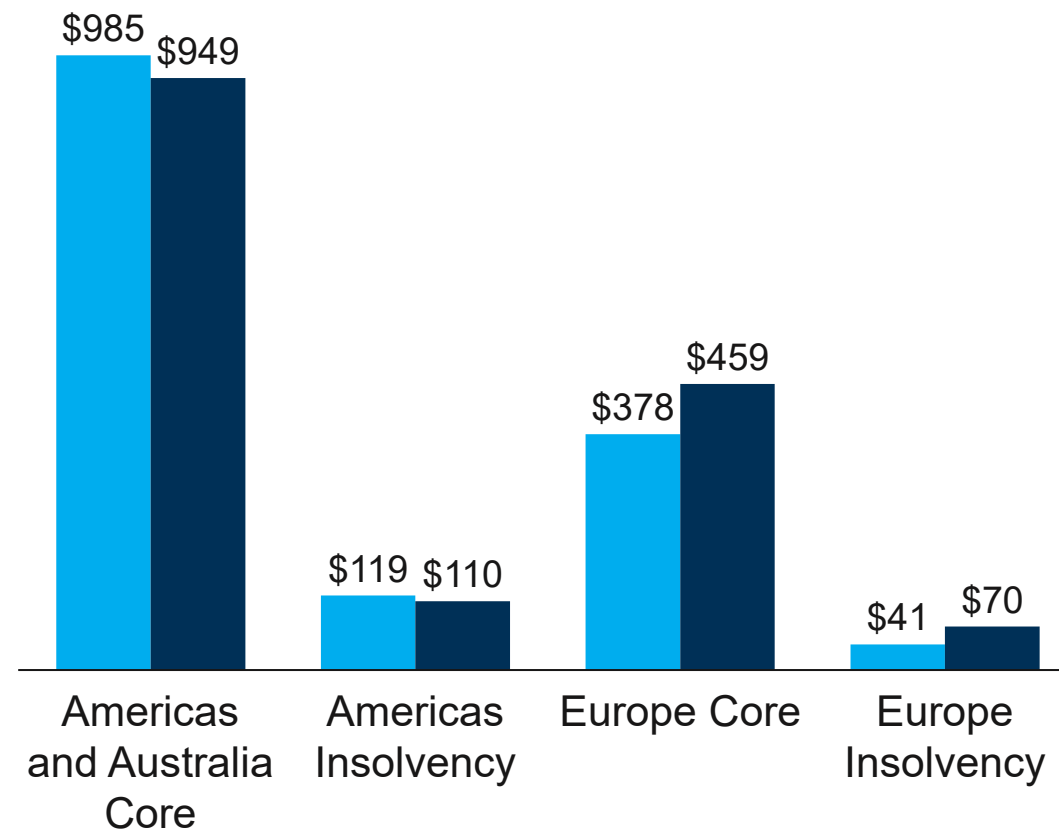
Q3 Cash Collections

Q3 2020 Q3 2021



YTD Cash Collections

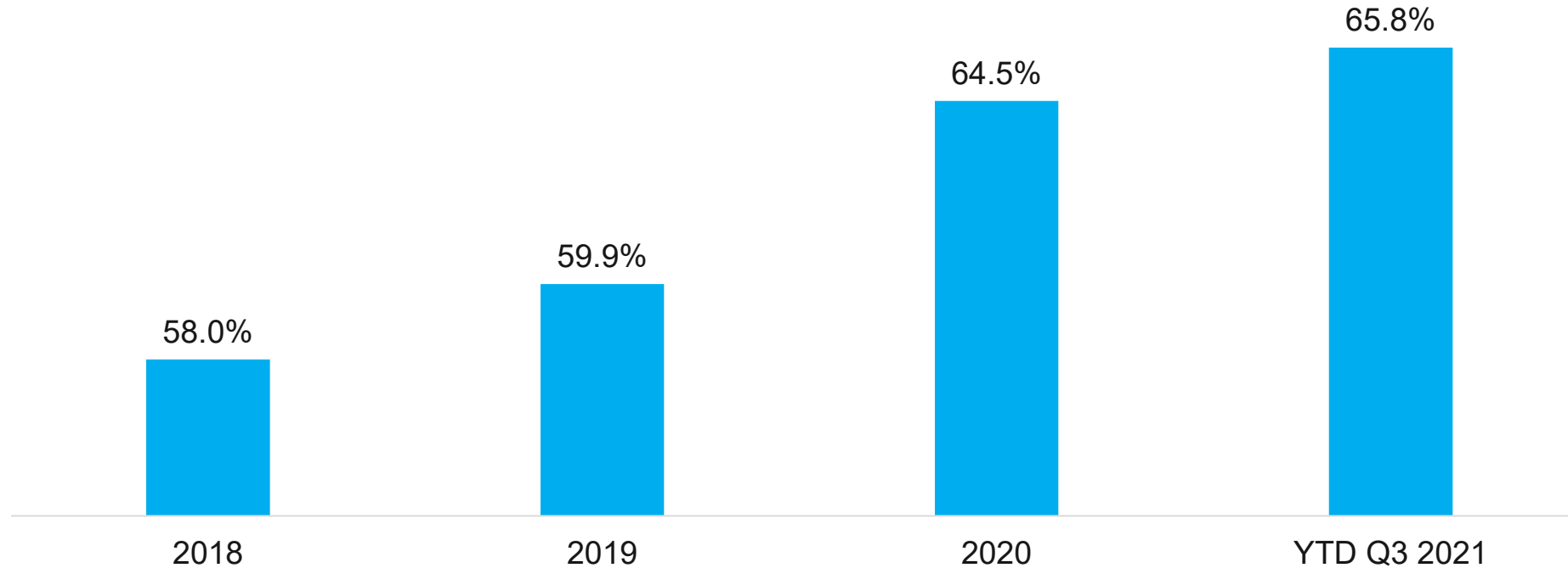
YTD 2020 YTD 2021



Q3 2021 CASH EFFICIENCY RATIO WAS 62.4%, YTD WAS 65.8%

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

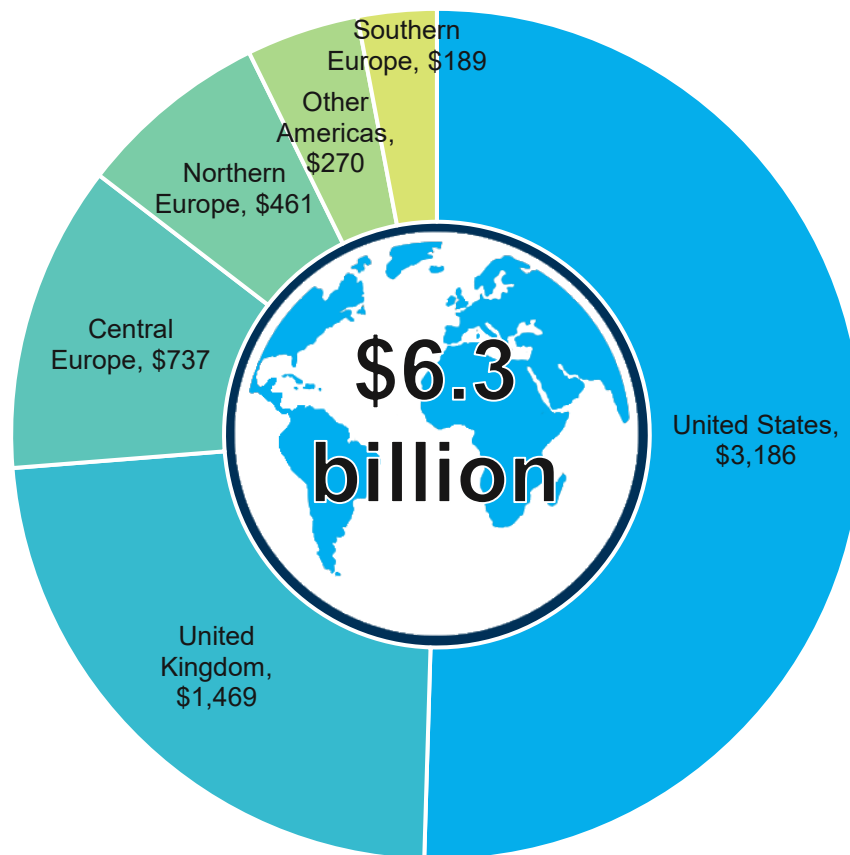
Cash Efficiency Ratio Full Year Expectation of 64%



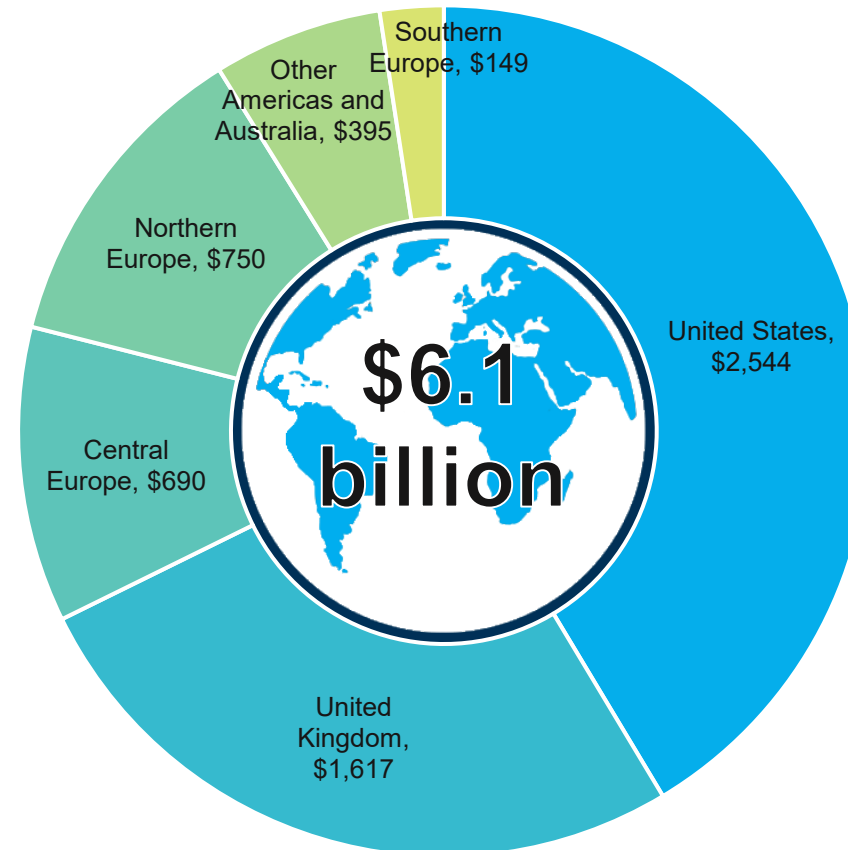
ERC IS DIVERSIFIED WITH 52% IN EUROPE AND 41% IN U.S.

(\$ in millions)

as of September 30, 2020

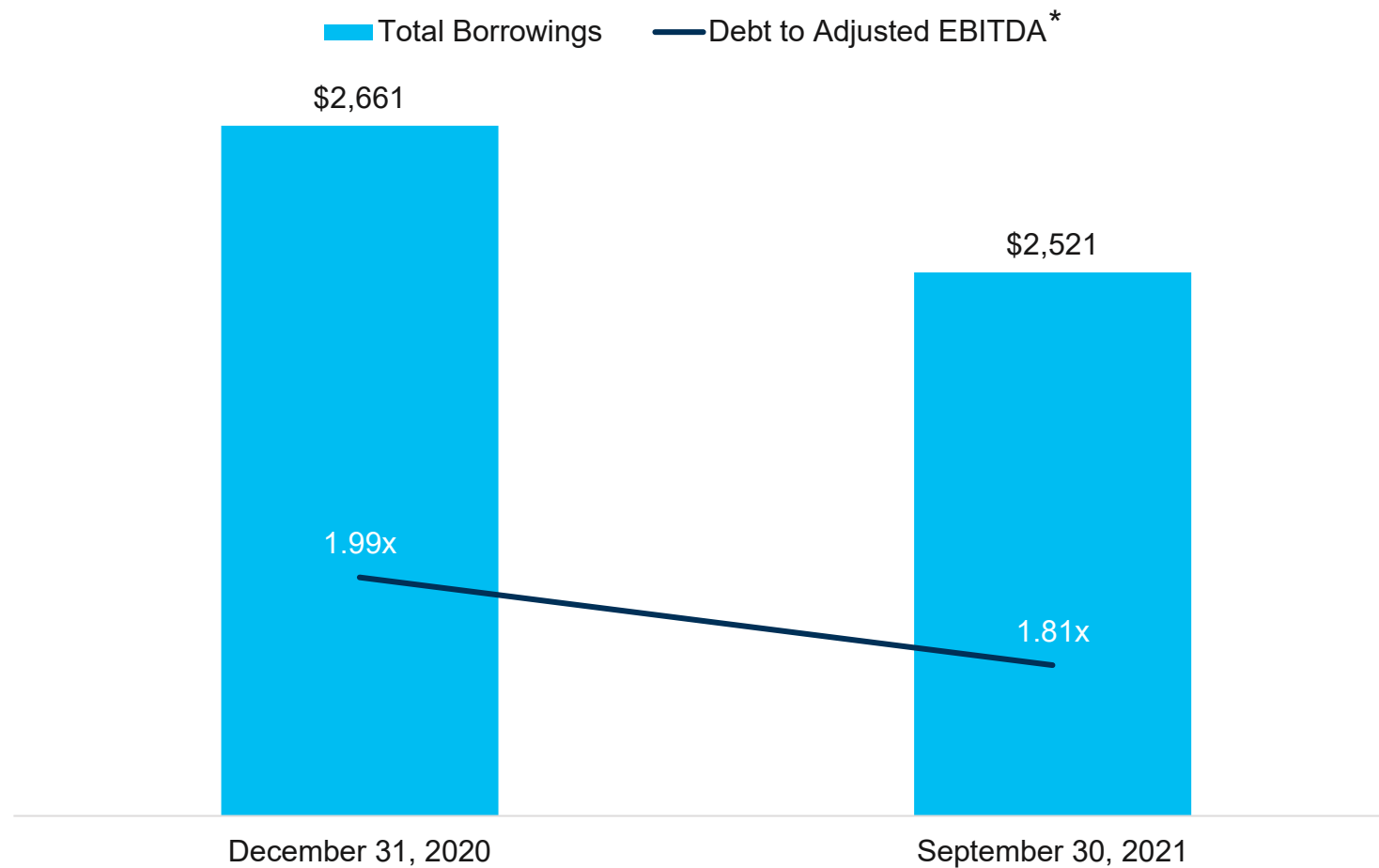


as of September 30, 2021



STRONG AND CONSERVATIVE CAPITAL STRUCTURE

(\$ in millions)



\$1.4 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.

FROM STRENGTH TO STRENGTH

Strong balance sheet

Substantial portfolio investments

Diversification from a global enterprise

Delivering additional shareholder value

Exceptional workforce





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 September 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 September 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)	September 30, 2021	December 31, 2020
Net income attributable to PRA Group, Inc.	\$ 179	\$ 149
<u>Adjustments:</u>		
Income tax expense	58	41
Foreign exchange losses/(gains)	1	(2)
Interest expense, net	127	142
Other expense	(1)	1
Depreciation and amortization	17	18
Adjustment for net income attributable to noncontrolling interests	17	18
Recoveries applied to negative allowance less Changes in expected recoveries	993	968
Adjusted EBITDA	\$ 1,392	\$ 1,337

Debt to Adjusted EBITDA

	LTM	For the Year Ended
	September 30, 2021	December 31, 2020
Borrowings	\$ 2,521	\$ 2,661
LTM Adjusted EBITDA	1,392	1,337
Debt to LTM Adjusted EBITDA	1.81	1.99