

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 Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied in this presentation.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



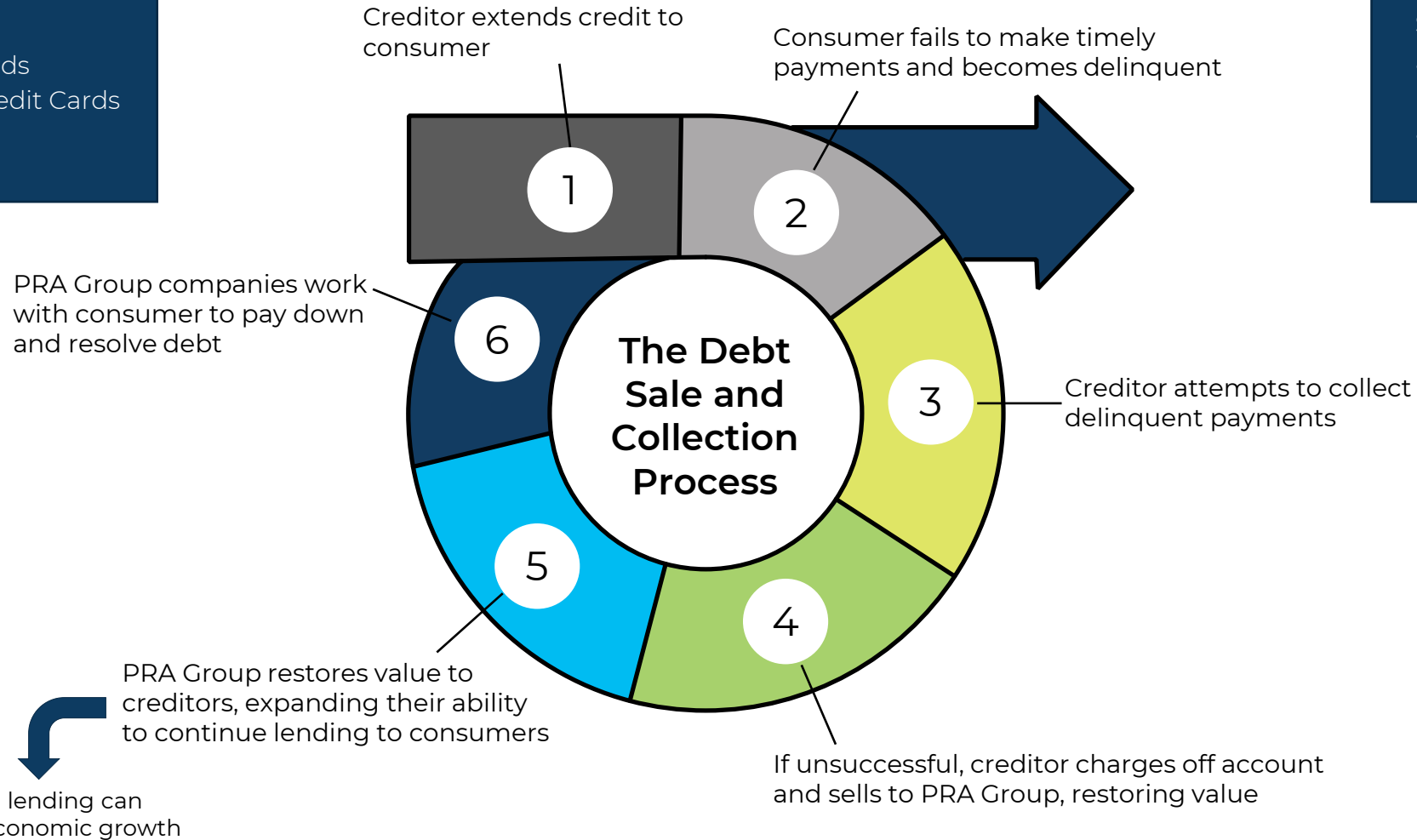
PRA Group's Role in the Economy

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



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A Global Leader with a Proven Track Record of Success



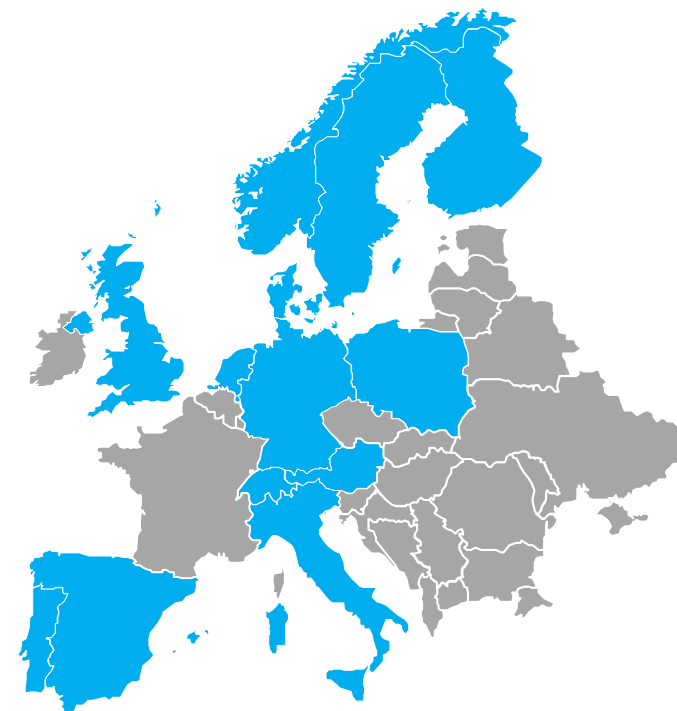
3,000+
Employees Worldwide

18
Countries

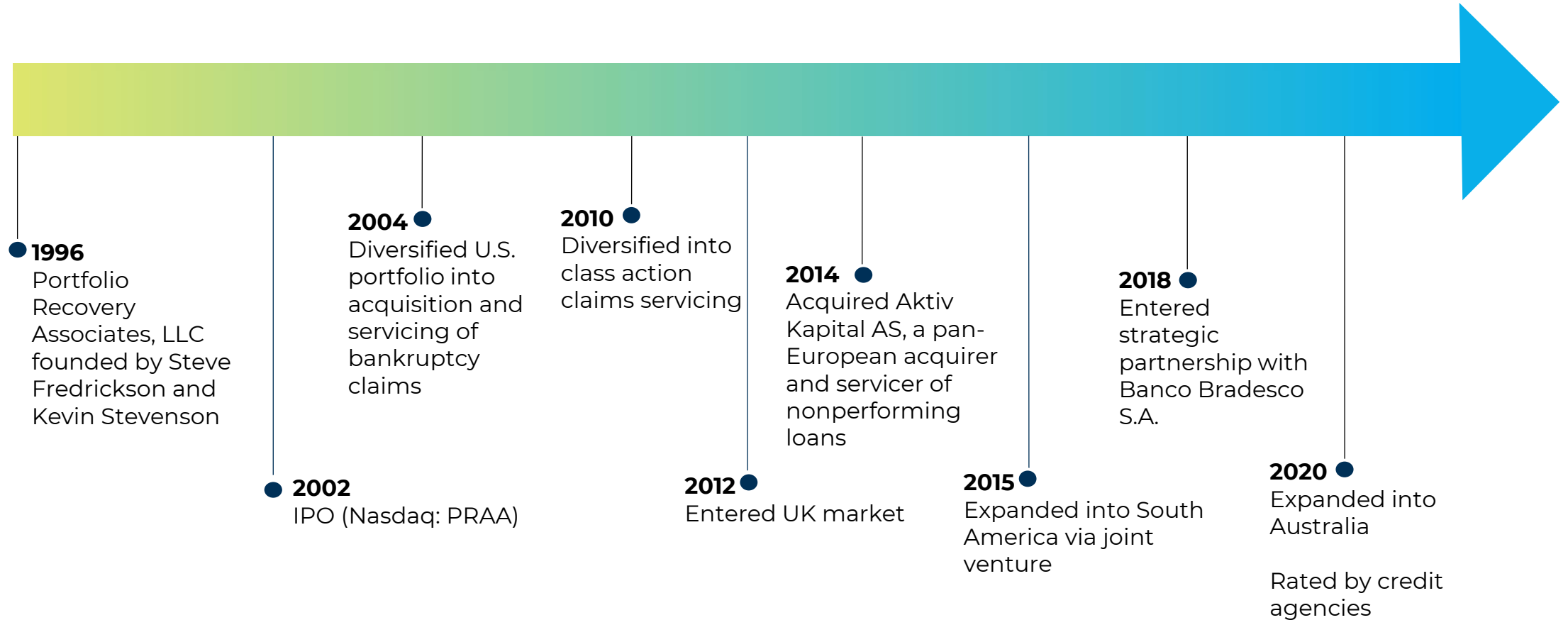
\$1.0 billion
LTM Portfolio Purchases

\$5.9 billion
Estimated Remaining Collections (ERC)¹

25+
Years in Business



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 record¹



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Economic Data Suggest More Supply Is on The Way



· **Inflation in U.K.** rose by 7.3% YoY¹

· **Gas, food & electricity prices on the rise**, especially in Europe where the Russian invasion of Ukraine is having a significant effect

· **Q2 2023 U.S. personal consumption expenditures** up \$192 billion YoY²

· **U.S. consumer “excess savings”** have declined since their peak in August 2021³

· **Q1 2023 U.S. credit card balances** of \$986 billion⁴


· **UK consumer credit** increased at an annual growth rate of 7.6% in June 2023⁵


· **Delinquency rates on credit cards in U.S.** are up six consecutive quarters from the historic low set in Q3 2021⁶

· **U.S. credit card charge-off rates** are up five consecutive quarters⁶

· **We do not believe these historically low levels are sustainable**, and expect gradually rising delinquency rates to translate to higher charge-off rates

· **As more consumers default on their obligations and debt sellers dispose of their charged-off portfolios**, we are in a strong financial position to acquire these portfolios and grow our collections, revenue, and profitability

 Already taking place

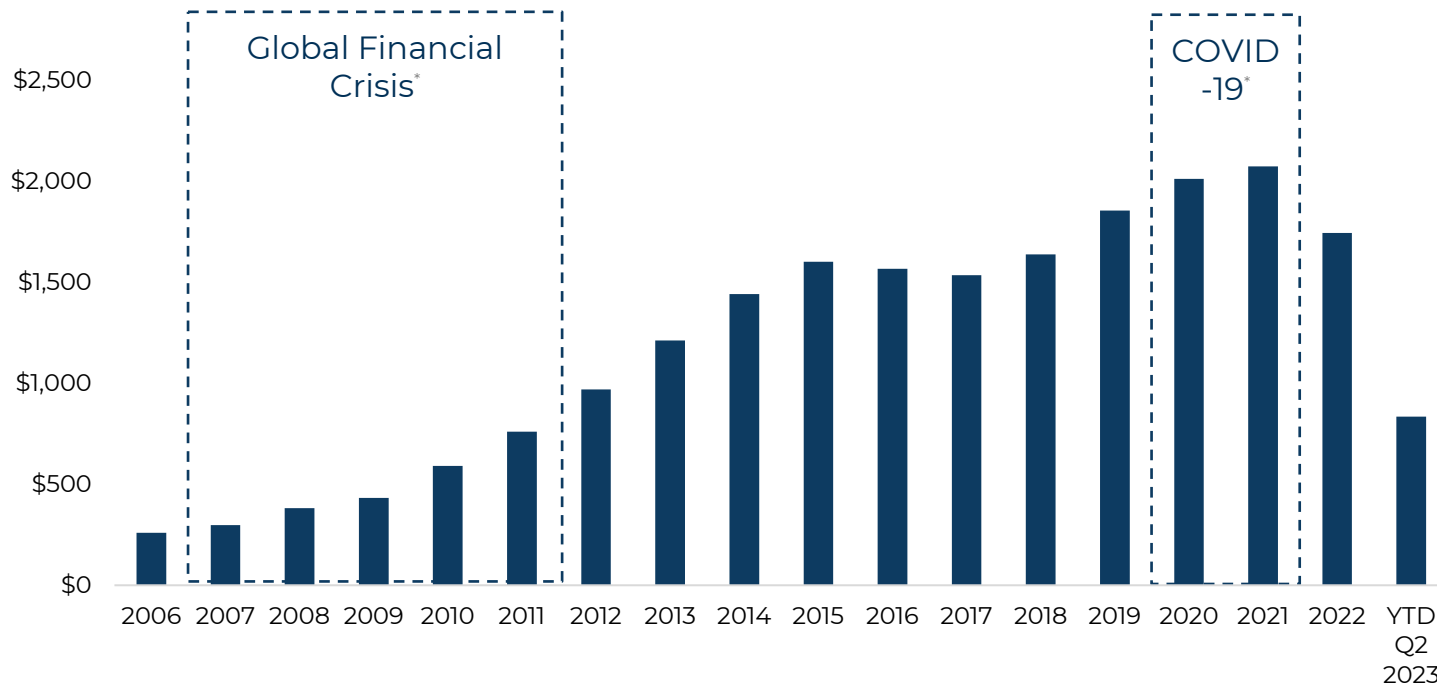
 In progress

1. Consumer Price Inflation including owner occupiers' housing costs (CPIH), UK: June 2023. Office for National Statistics.
2. Bureau of Economic Analysis
3. Oxford Economics, “Consumer Spending Depends on Continued Savings Drawdown” (October 26, 2022). Data updated as of February 2, 2023.
4. Q1 2023 Household Debt and Credit Report. Federal Reserve Bank of New York.
5. Money and Credit June 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

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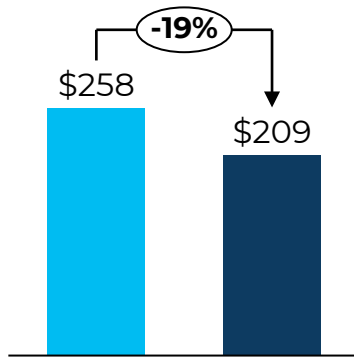


Q2 2023 Financials

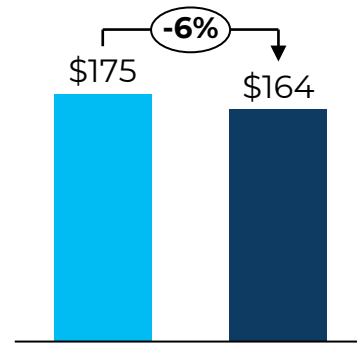
\$ in millions, except per share amounts

Q2 2022 vs Q2 2023

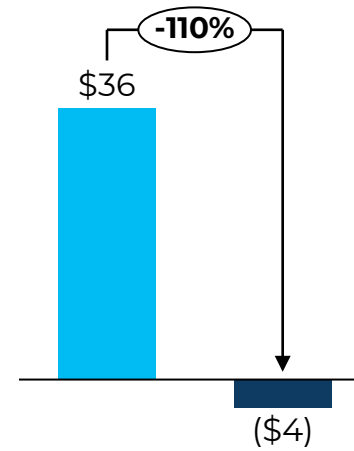
Total Revenues



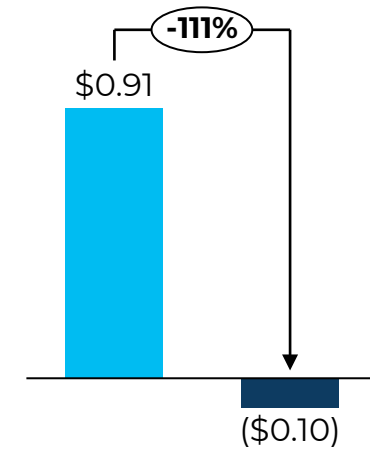
Operating Expenses



Net Income/(Loss) Attributable to PRA Group



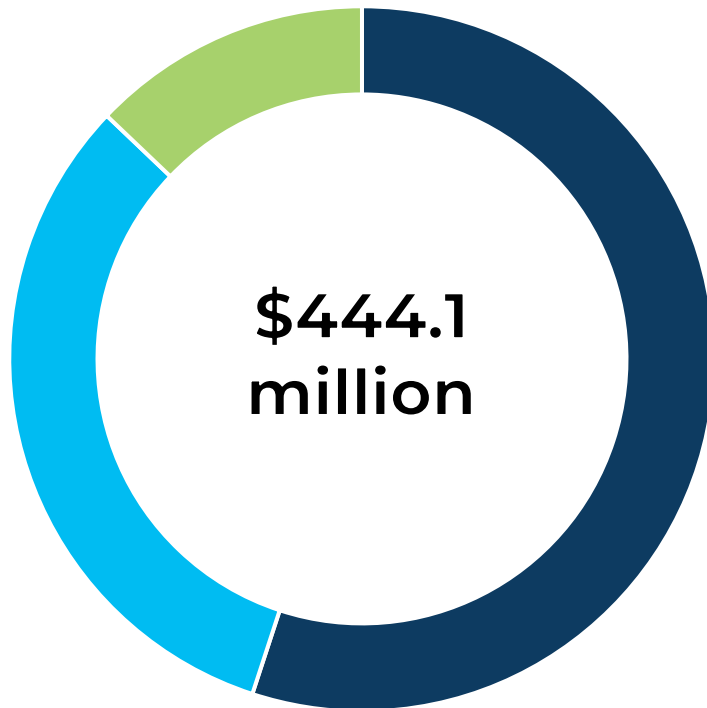
Diluted Earnings Per Share



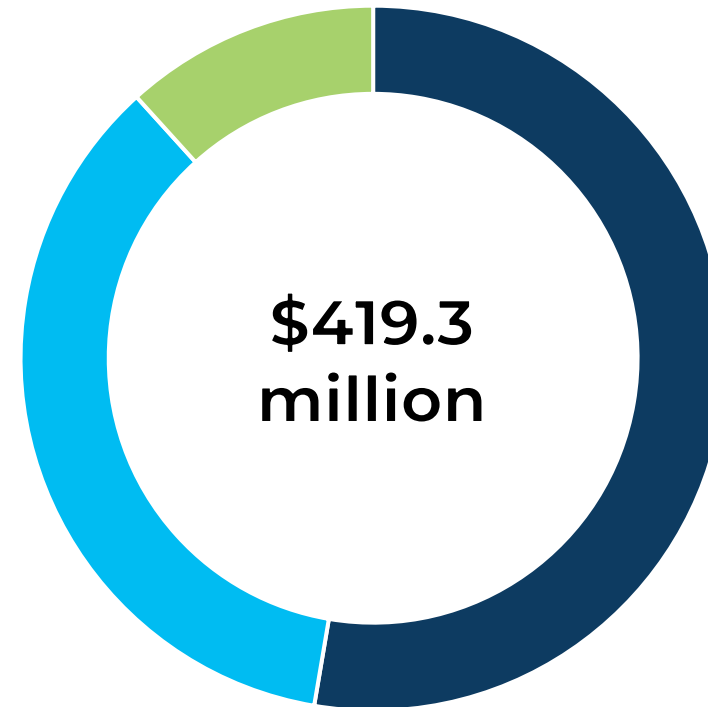
■ Q2 2022 ■ Q2 2023

Cash Collections

Second Quarter 2022



Second Quarter 2023



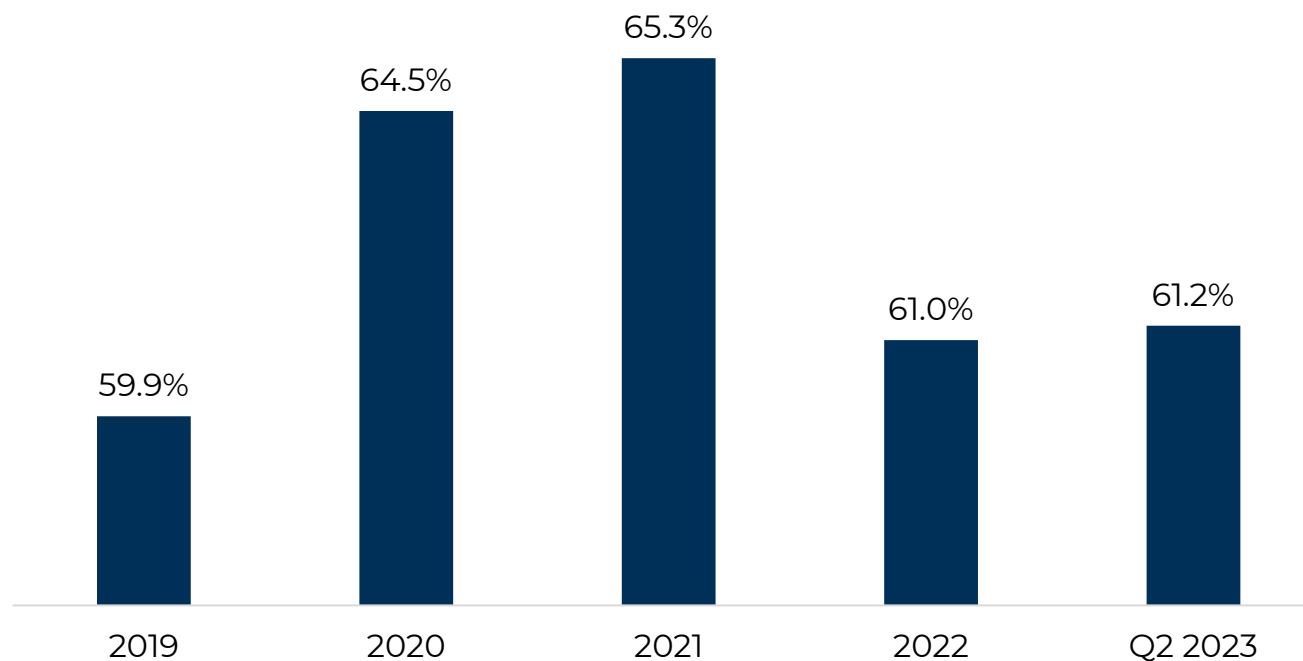
■ Americas & Australia Core

■ Europe Core

■ Global Insolvency

Cash Efficiency Ratio

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

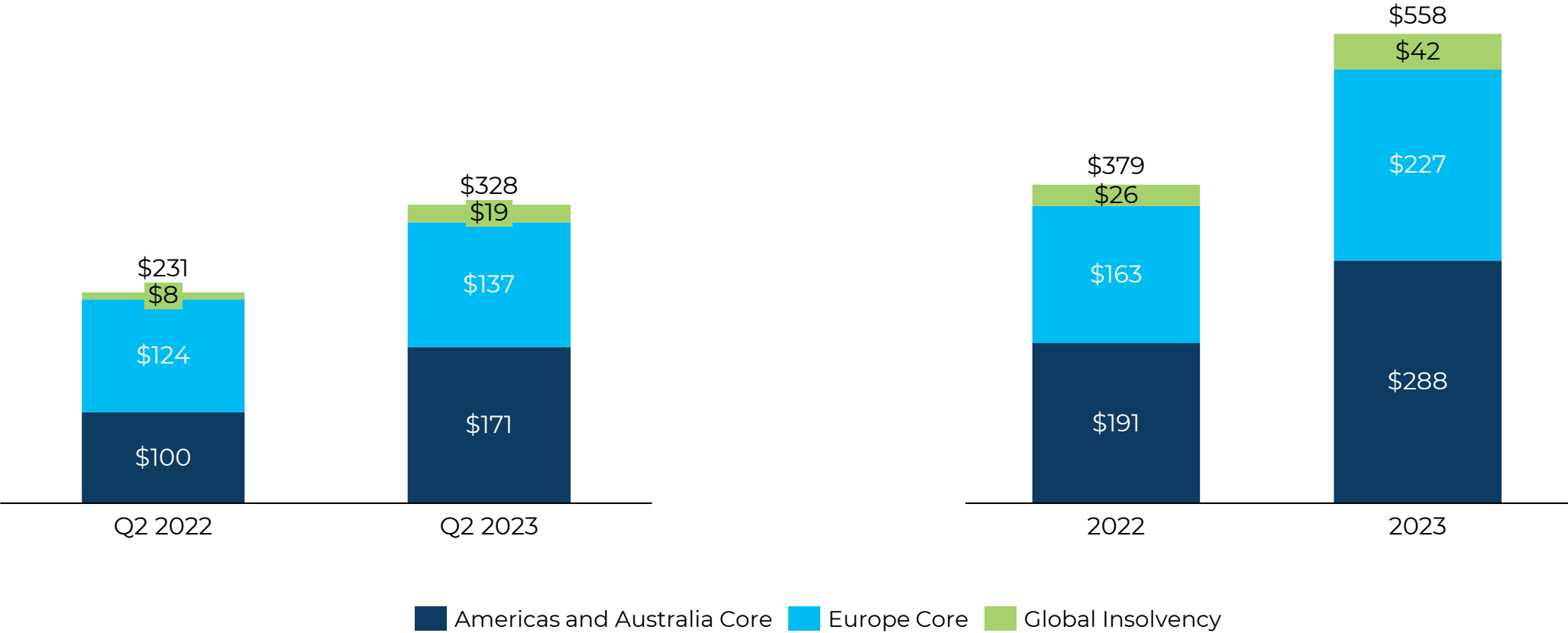


Q2 Portfolio Investments Increased 42% Year-over-Year

\$ in millions

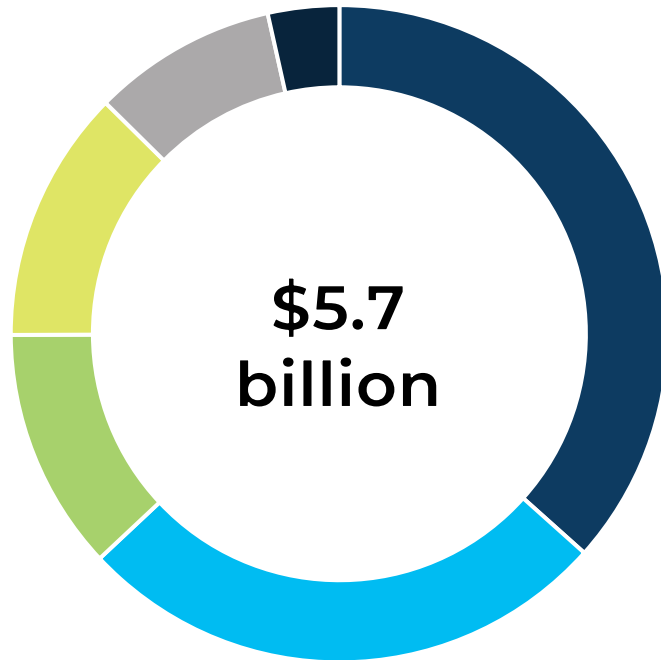
Q2 Portfolio Investments

YTD Portfolio Investments

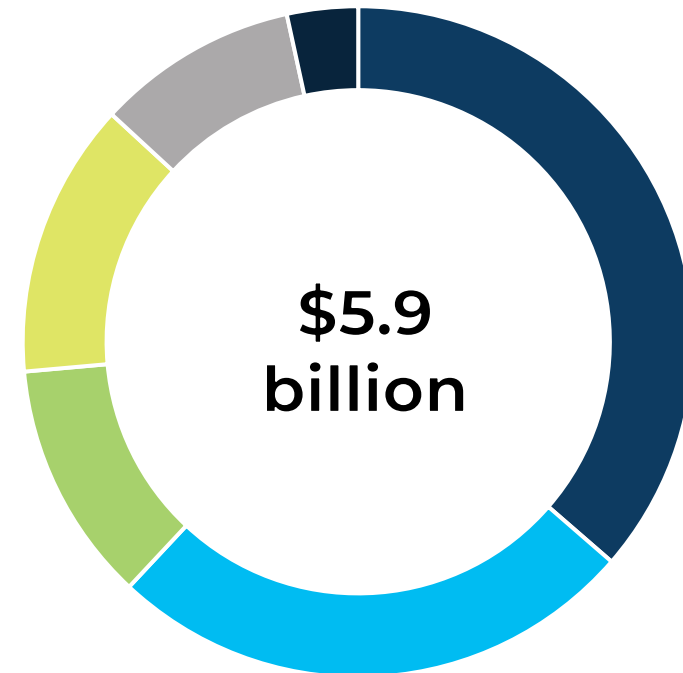


ERC¹ is Diversified with 36% in U.S. and 54% in Europe

As of March 31, 2023

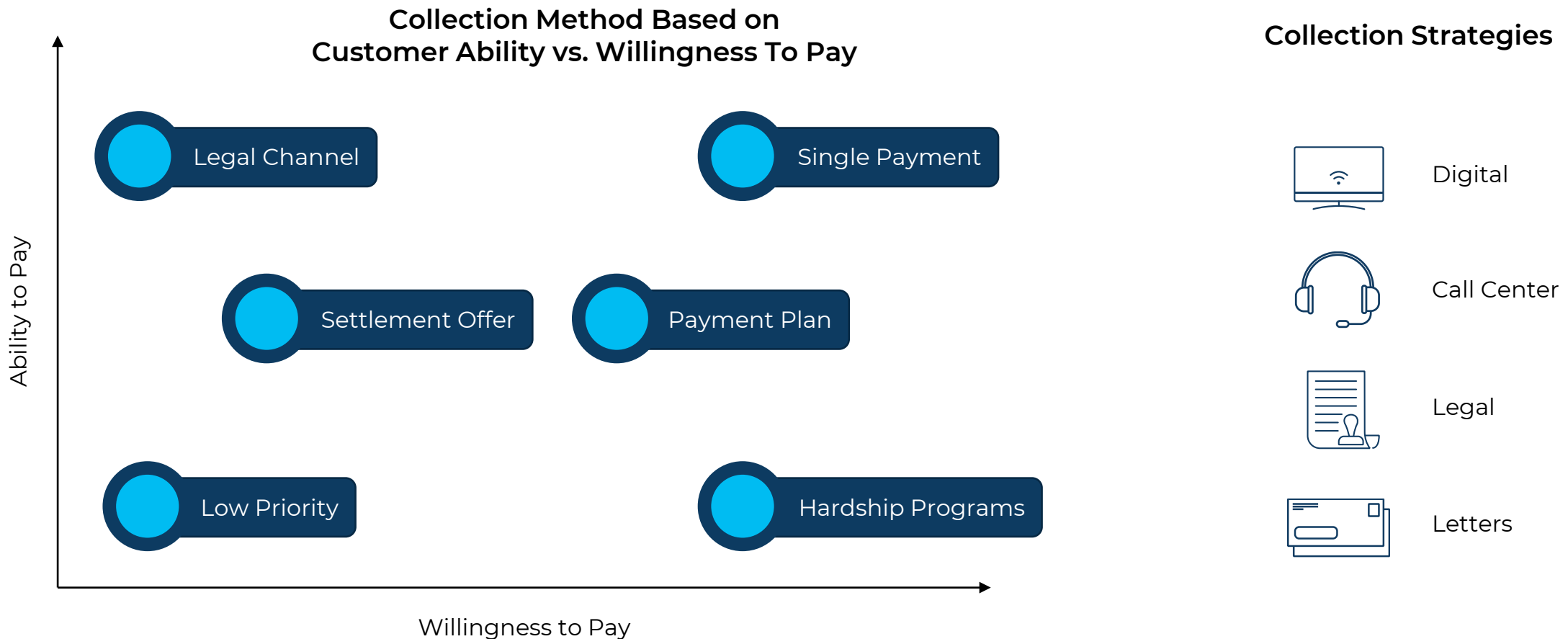


As of June 30, 2023



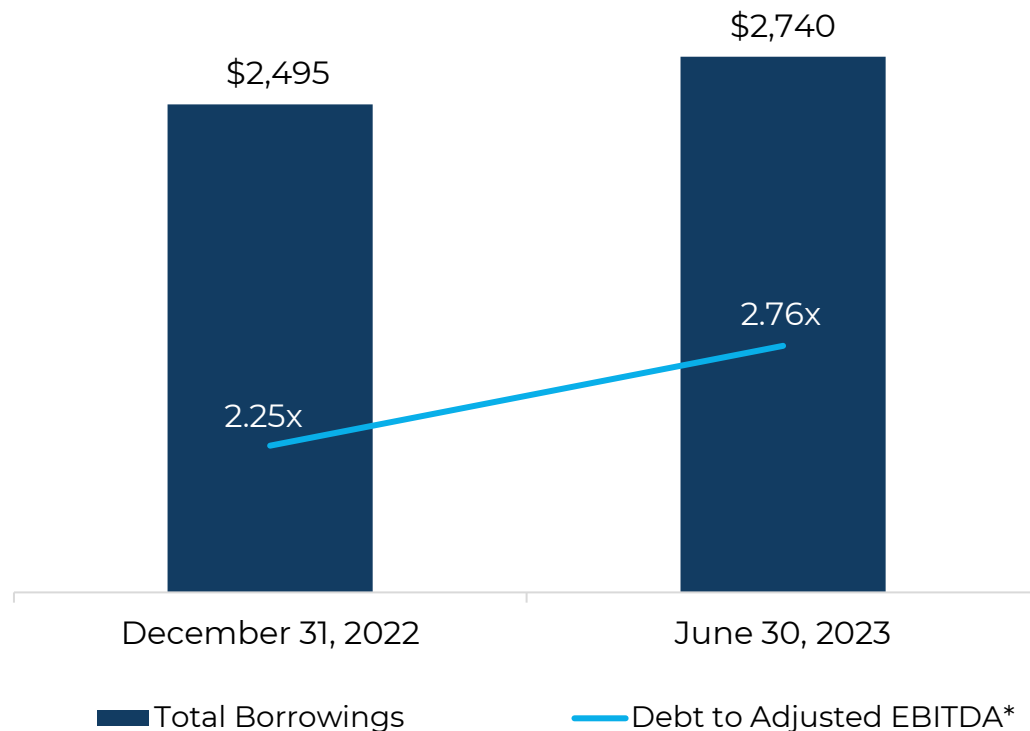
■ United States ■ United Kingdom ■ Central Europe ■ Northern Europe ■ Other Americas and Australia ■ Southern Europe

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



Strong and Conservative Capital Structure

\$ in millions



- **\$1.4 billion** total available capacity under credit facilities
- **\$332 million** available capacity after considering borrowing base restrictions
- Debt to Adjusted EBITDA* of **2.76x** as of June 30, 2023
- Within target Debt to Adjusted EBITDA* of **between 2.0x and 3.0x**

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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



LaTisha Tarrant

General Counsel and
Chief Human
Resources Officer
7 years at PRA



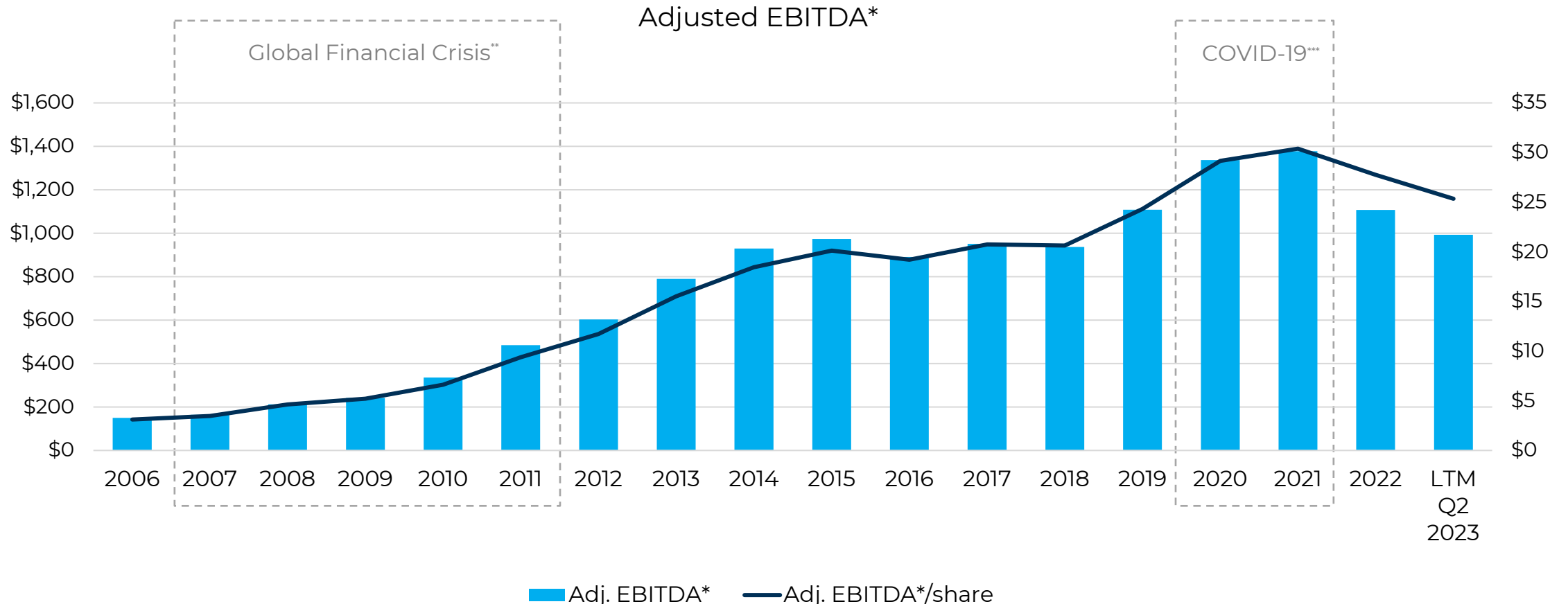
Elizabeth Kersey

SVP, Communications
and Public Policy
5 years at PRA



Consistent Cash Generation 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

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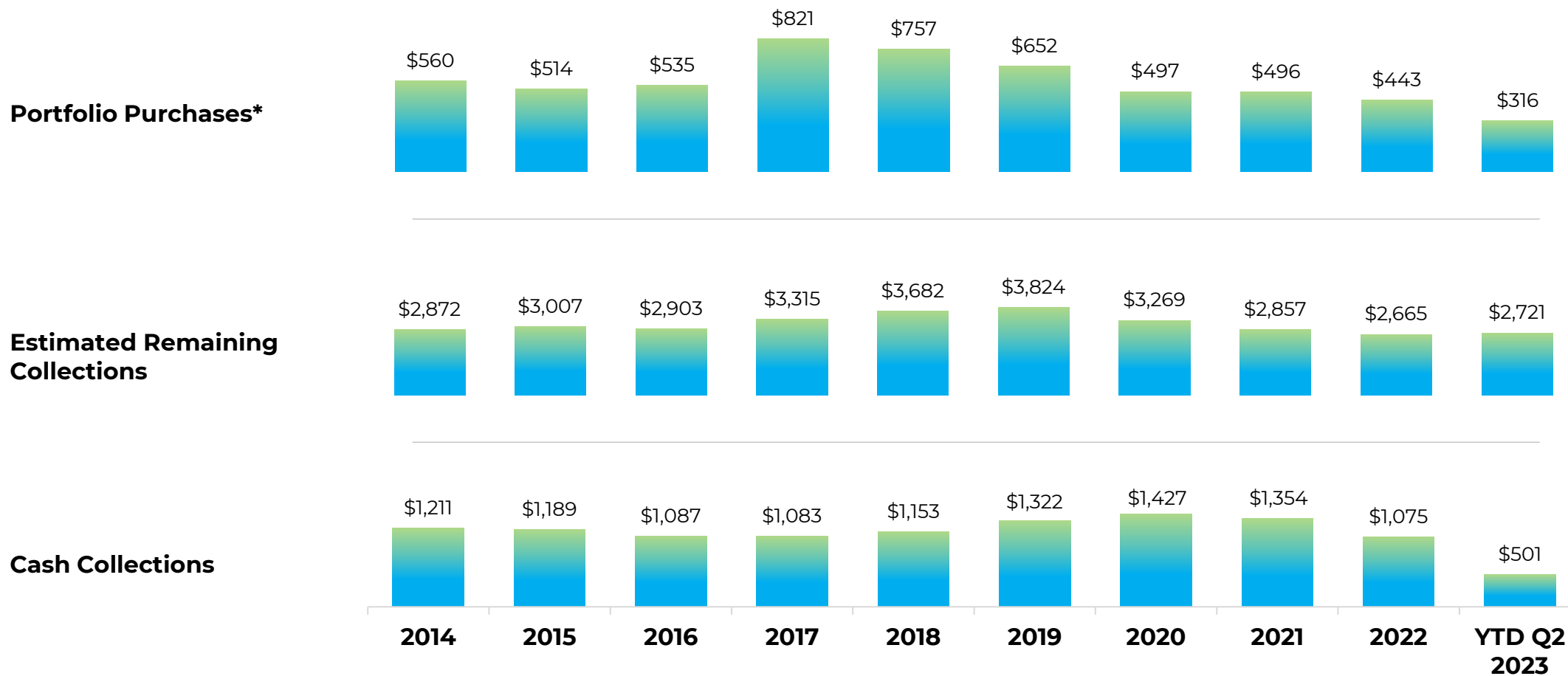
Appendix



Americas and Australia Selected Results

2014 Through June 30, 2023

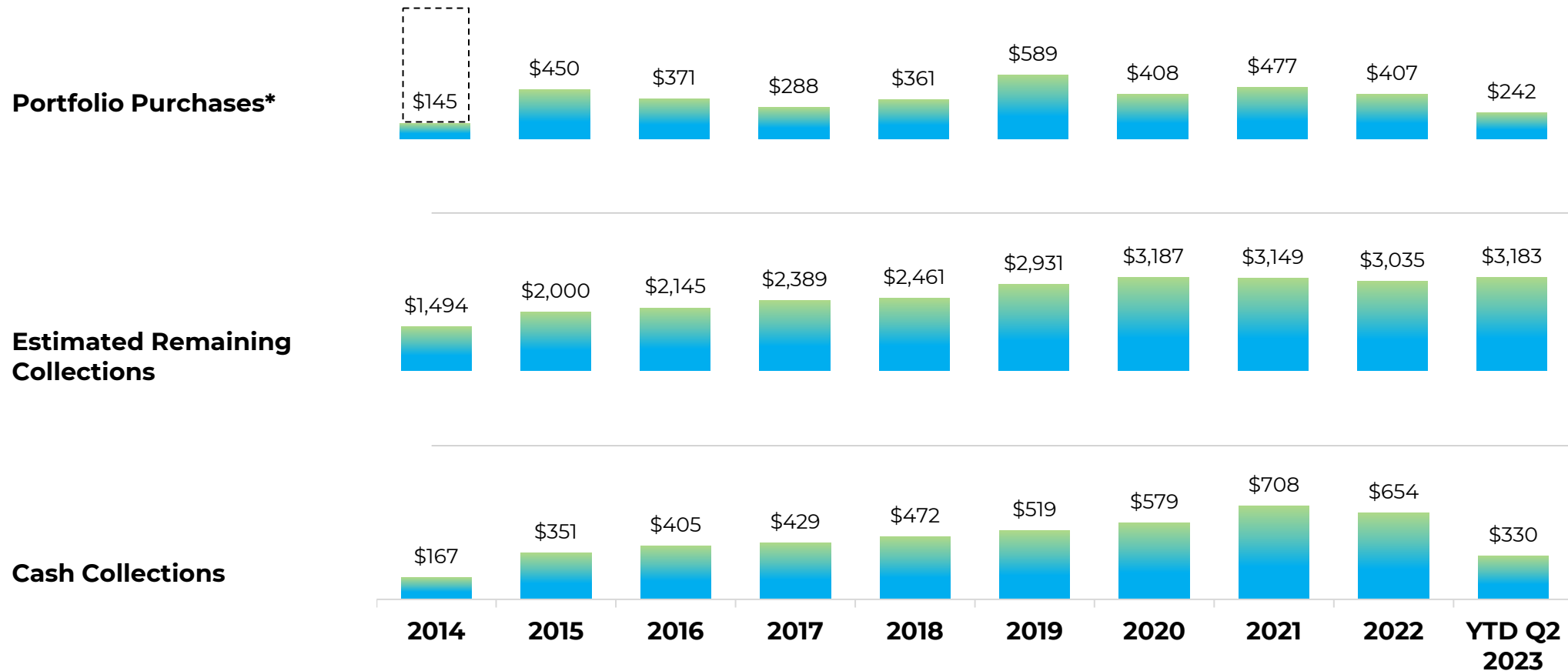
\$ in millions



Europe Selected Results

2014 Through June 30, 2023

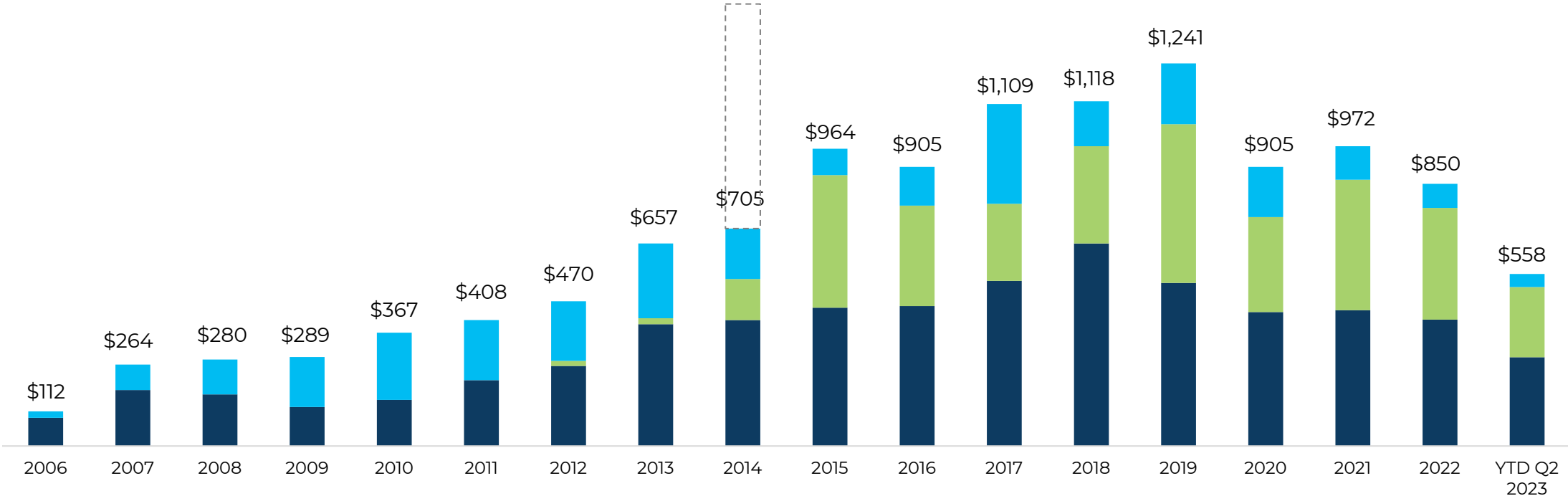
\$ in millions



Deploying Capital to Purchase NPLs

\$ in millions

■ Americas and Australia Core ■ Europe Core ■ Global Insolvency □ Aktiv Kapital



Components of Total Portfolio Revenue

Total Portfolio Revenue

Portfolio Income

Changes in Expected Recoveries

Effective interest rate
x
Finance receivables,
net

Recoveries in excess of
forecast¹

Changes in expected
future recoveries²

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 June 30,	
	2023	2022
Revenues:		
Portfolio income	\$ 184,290	\$ 194,009
Changes in expected recoveries	21,136	56,567
Total portfolio revenue	205,426	250,576
Other revenue	3,810	7,686
Total revenues	209,236	258,262

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%											

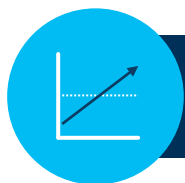
2. Accounting treatment if cash is collected as expected

- 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	-	

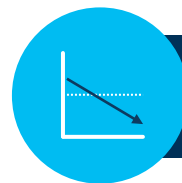
What Happens When Cash IS NOT Collected As Expected

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

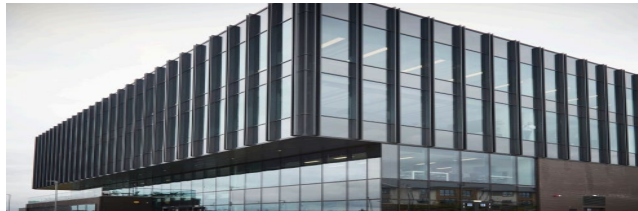
Mission, Vision, & Core Values

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 June 30, 2023 and for the years ended December 31, 2006 through 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 June 30, 2023 and for the year ended December 31, 2022.

	Fiscal Year Ended December 31,																	LTM June 30,
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Net Income/(Loss) Attributable to PRA Group	\$44	\$48	\$45	\$44	\$73	\$101	\$127	\$175	\$177	\$168	\$86	\$164	\$66	\$86	\$149	\$183	\$117	(\$22)
(+) Interest Expense, Net and Other	(0)	3	11	8	9	11	9	14	35	60	87	101	121	142	142	124	132	150
(+) Income Tax Expense	28	30	28	28	47	66	81	106	125	89	44	(11)	14	20	41	55	37	1
(+) Depreciation and Amortization	5	6	7	9	12	13	15	14	18	20	24	20	19	17	18	15	15	15
(+) Collections Applied to Principal on Finance Receivables	73	77	120	152	195	293	371	481	576	645	647	717	733	843	968	988	806	837
(-) Gain on Sale of Subsidiaries/Property	--	--	--	--	--	1	--	--	--	--	--	(48)	(27)	--	--	--	--	--
(+) Foreign Exchange Loss (Gain)	--	--	--	--	--	--	--	--	6	(8)	(3)	1	1	(12)	(2)	1	(1)	(1)
(+) Adjustment for Net Income Attributable to Noncontrolling Interests	--	--	--	--	--	--	--	--	--	0	6	7	10	12	18	12	1	13
Adjusted EBITDA	\$150	\$164	\$212	\$242	\$336	\$485	\$603	\$790	\$937	\$975	\$891	\$951	\$938	\$1,108	\$1,337	\$1,378	\$1,107	\$993

	LTM	For the Year Ended
(\$ in millions)	June 30, 2023	December 31, 2022
Borrowings	\$2,740	\$2,495
Adjusted EBITDA	993	1,107
Debt to Adjusted EBITDA	2.76	2.25



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