

Enova International, Inc.
Selected Historical Data (Unaudited)
(In thousands, except per share data)



| | 2013 | | | | 2013 Total Year | 2014 | | | | 2014 Total Year |
|---|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|------------------|------------------|--------------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | |
| Statement of Income Data: | | | | | | | | | | |
| Revenue | \$ 182,312 | \$ 176,143 | \$ 198,098 | \$ 208,770 | \$ 765,323 | \$ 208,465 | \$ 201,482 | \$ 205,168 | \$ 194,722 | \$ 809,837 |
| Cost of Revenue | 67,998 | 70,160 | 90,389 | 86,505 | 315,052 | 66,436 | 66,840 | 72,919 | 60,592 | 266,787 |
| Gross Profit | 114,314 | 105,983 | 107,709 | 122,265 | 450,271 | 142,029 | 134,642 | 132,249 | 134,130 | 543,050 |
| Expenses | | | | | | | | | | |
| Marketing | 27,295 | 30,774 | 36,523 | 40,744 | 135,336 | 28,478 | 30,828 | 33,393 | 35,163 | 127,862 |
| Operations and technology | 17,457 | 17,089 | 17,959 | 18,271 | 70,776 | 17,885 | 17,123 | 19,362 | 19,203 | 73,573 |
| General and administrative | 23,881 | 20,007 | 17,991 | 22,541 | 84,420 | 24,427 | 26,931 | 31,167 | 25,350 | 107,875 |
| Depreciation and amortization | 4,443 | 4,585 | 3,958 | 4,157 | 17,143 | 4,118 | 4,316 | 5,338 | 4,960 | 18,732 |
| Total Expenses | 73,076 | 72,455 | 76,431 | 85,713 | 307,675 | 74,908 | 79,198 | 89,260 | 84,676 | 328,042 |
| Income from Operations | 41,238 | 33,528 | 31,278 | 36,552 | 142,596 | 67,121 | 55,444 | 42,989 | 49,454 | 215,008 |
| Interest expense | (5,025) | (4,804) | (4,909) | (5,050) | (19,788) | (4,754) | (7,311) | (13,136) | (13,273) | (38,474) |
| Foreign currency transaction (loss) gain | (355) | 69 | (737) | (153) | (1,176) | (101) | (299) | (155) | 520 | (35) |
| Income before Income Taxes | 35,858 | 28,793 | 25,632 | 31,349 | 121,632 | 62,266 | 47,834 | 29,698 | 36,701 | 176,499 |
| Provision for income taxes | 13,050 | 10,365 | 8,544 | 11,635 | 43,594 | 22,211 | 17,205 | 11,213 | 14,199 | 64,828 |
| Net Income | \$ 22,808 | \$ 18,428 | \$ 17,088 | \$ 19,714 | \$ 78,038 | \$ 40,055 | \$ 30,629 | \$ 18,485 | \$ 22,502 | \$ 111,671 |
| Earnings Per Share | | | | | | | | | | |
| Earnings per common share: | | | | | | | | | | |
| Basic | \$ 0.69 | \$ 0.56 | \$ 0.52 | \$ 0.60 | \$ 2.36 | \$ 1.21 | \$ 0.93 | \$ 0.56 | \$ 0.68 | \$ 3.38 |
| Diluted | \$ 0.69 | \$ 0.56 | \$ 0.52 | \$ 0.60 | \$ 2.36 | \$ 1.21 | \$ 0.93 | \$ 0.56 | \$ 0.68 | \$ 3.38 |
| Weighted average common shares outstanding: | | | | | | | | | | |
| Basic | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 |
| Diluted | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,000 | 33,031 | 33,008 |
| Balance Sheet Data (at period end): | | | | | | | | | | |
| Cash and cash equivalents | \$ 49,231 | \$ 50,210 | \$ 61,381 | \$ 47,480 | \$ 47,480 | \$ 56,241 | \$ 79,785 | \$ 104,241 | \$ 75,106 | \$ 75,106 |
| Consumer loans, net | 206,091 | 232,930 | 272,001 | 303,467 | 303,467 | 280,186 | 291,966 | 303,694 | 323,611 | 323,611 |
| Total assets | 596,030 | 620,674 | 676,847 | 692,152 | 692,152 | 673,078 | 727,613 | 760,438 | 759,583 | 759,583 |
| Long-term debt | 399,365 | 397,894 | 437,397 | 424,133 | 424,133 | 376,872 | 493,863 | 494,021 | 494,181 | 494,181 |
| Total stockholder's equity | 116,896 | 132,854 | 151,804 | 173,048 | 173,048 | 212,797 | 122,432 | 135,913 | 153,984 | 153,984 |

| | 2013 | | | | 2013 Total Year | 2014 | | | | 2014 Total Year |
|--|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|------------------|------------------|--------------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | |
| Net Income | \$ 22,808 | \$ 18,428 | \$ 17,088 | \$ 19,714 | \$ 78,038 | \$ 40,055 | \$ 30,629 | \$ 18,485 | \$ 22,502 | \$ 111,671 |
| Depreciation and amortization expenses | 4,443 | 4,585 | 3,958 | 4,157 | 17,143 | 4,118 | 4,316 | 5,338 | 4,960 | 18,732 |
| Interest expense, net | 5,025 | 4,804 | 4,909 | 5,050 | 19,788 | 4,754 | 7,311 | 13,136 | 13,273 | 38,474 |
| Foreign currency transaction loss (gain) | 355 | (69) | 737 | 153 | 1,176 | 101 | 299 | 155 | (520) | 35 |
| Provision for income taxes | 13,050 | 10,365 | 8,544 | 11,635 | 43,594 | 22,211 | 17,205 | 11,213 | 14,199 | 64,828 |
| Adjustments: | | | | | | | | | | |
| Regulatory Penalty ^(a) | — | — | — | 2,500 | 2,500 | — | — | — | — | — |
| Adjusted EBITDA | <u>\$ 45,681</u> | <u>\$ 38,113</u> | <u>\$ 35,236</u> | <u>\$ 43,209</u> | <u>\$ 162,239</u> | <u>\$ 71,239</u> | <u>\$ 59,760</u> | <u>\$ 48,327</u> | <u>\$ 54,414</u> | <u>\$ 233,740</u> |
| Adjusted EBITDA margin calculated as follows: | | | | | | | | | | |
| Total Revenue | \$ 182,312 | \$ 176,143 | \$ 198,098 | \$ 208,770 | \$ 765,323 | \$ 208,465 | \$ 201,482 | \$ 205,168 | \$ 194,722 | \$ 809,837 |
| Adjusted EBITDA | \$ 45,681 | \$ 38,113 | \$ 35,236 | \$ 43,209 | \$ 162,239 | \$ 71,239 | \$ 59,760 | \$ 48,327 | \$ 54,414 | \$ 233,740 |
| Adjusted EBITDA as a percentage of total revenue | 25.1% | 21.6% | 17.8% | 20.7% | 21.2% | 34.2% | 29.7% | 23.6% | 27.9% | 28.9% |

(a) On November 20, 2013, Cash America International, Inc., Enova's former parent company, consented to the issuance of a Consent Order by the Consumer Financial Protection Bureau, or the CFPB, pursuant to which it agreed, without admitting or denying any of the facts or conclusions made by the CFPB from its 2012 review of Cash America and us, to pay a civil money penalty of \$5 million, of which we and Cash America agreed to allocate \$2.5 million of this penalty to us, or the Regulatory Penalty. For the three months and year ended December 31, 2013, this item represents the amount paid in connection with the Regulatory Penalty, which is nondeductible for tax purposes.

| | 2013 | | | | 2013 Total Year | 2014 | | | | 2014 Total Year |
|--|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|------------------|------------------|--------------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | |
| Net Income | \$ 22,808 | \$ 18,428 | \$ 17,088 | \$ 19,714 | \$ 78,038 | \$ 40,055 | \$ 30,629 | \$ 18,485 | \$ 22,502 | \$ 111,671 |
| Adjustments (net of tax): | | | | | | | | | | |
| Regulatory Penalty ^(a) | — | — | — | 2,500 | 2,500 | — | — | — | — | — |
| Intangible asset amortization | 29 | 24 | 18 | 17 | 88 | 13 | 6 | 4 | 5 | 28 |
| Non-cash equity-based compensation | (41) | 90 | 57 | 54 | 160 | 55 | 54 | 55 | 256 | 420 |
| Foreign currency transaction loss (gain) | 226 | (44) | 479 | 94 | 755 | 65 | 192 | 97 | (332) | 22 |
| Adjusted earnings | \$ 23,022 | \$ 18,498 | \$ 17,642 | \$ 22,379 | \$ 81,541 | \$ 40,188 | \$ 30,881 | \$ 18,641 | \$ 22,431 | \$ 112,141 |
| Diluted earnings per share | \$ 0.69 | \$ 0.56 | \$ 0.52 | \$ 0.60 | \$ 2.36 | \$ 1.21 | \$ 0.93 | \$ 0.56 | \$ 0.68 | \$ 3.38 |
| Adjusted earnings per share | \$ 0.70 | \$ 0.57 | \$ 0.53 | \$ 0.68 | \$ 2.47 | \$ 1.22 | \$ 0.94 | \$ 0.56 | \$ 0.68 | \$ 3.40 |

(a) On November 20, 2013, Cash America International, Inc., Enova's former parent company, consented to the issuance of a Consent Order by the Consumer Financial Protection Bureau, or the CFPB, pursuant to which it agreed, without admitting or denying any of the facts or conclusions made by the CFPB from its 2012 review of Cash America and us, to pay a civil money penalty of \$5 million, of which we and Cash America agreed to allocate \$2.5 million of this penalty to us, or the Regulatory Penalty. For the three months and year ended December 31, 2013, this item represents the amount paid in connection with the Regulatory Penalty, which is nondeductible for tax purposes.

| | 2013 | | | | 2014 | | | |
|---|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Short-term consumer loans: | | | | | | | | |
| Cost of revenue | \$ 39,604 | \$ 37,069 | \$ 33,606 | \$ 25,678 | \$ 16,316 | \$ 19,670 | \$ 18,936 | \$ 14,984 |
| Charge-offs (net of recoveries) | 41,267 | 37,656 | 42,922 | 35,863 | 19,156 | 19,755 | 19,630 | 17,803 |
| Average short-term combined consumer loans and fees receivable, gross ^{(a)(b)} | 175,607 | 157,563 | 143,983 | 121,020 | 106,007 | 94,426 | 90,890 | 83,544 |
| Ending short-term combined consumer loans and fees receivable, gross ^(b) | 158,102 | 157,306 | 131,633 | 122,165 | 95,553 | 95,055 | 86,211 | 92,561 |
| Ending allowance and liability for losses | \$ 41,346 | \$ 40,772 | \$ 32,514 | \$ 22,513 | \$ 19,726 | \$ 19,829 | \$ 18,857 | \$ 15,899 |
| Short-term consumer loan ratios: | | | | | | | | |
| Cost of revenue as a % of average short-term combined consumer loans and fees receivable, gross ^{(a)(b)} | 22.6% | 23.5% | 23.3% | 21.2% | 15.4% | 20.8% | 20.8% | 17.9% |
| Charge-offs (net of recoveries) as a % of average short-term combined consumer loans and fees receivable, gross ^{(a)(b)} | 23.5% | 23.9% | 29.8% | 29.6% | 18.1% | 20.9% | 21.6% | 21.3% |
| Gross profit margin | 65.6% | 64.0% | 63.7% | 67.6% | 77.6% | 70.1% | 69.4% | 73.5% |
| Allowance and liability for losses as a % of combined consumer loans and fees receivable, gross ^{(b)(c)} | 26.2% | 25.9% | 24.7% | 18.4% | 20.6% | 20.9% | 21.9% | 17.2% |

(a) The average short-term combined consumer loans and fees receivable is the average of the month-end balances during the period.

(b) Non-GAAP measure.

(c) Allowance and liability for losses as a % of combined consumer loans and fees receivable, gross, is determined using period-end balances.

| | 2013 | | | | 2014 | | | |
|--|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Line of credit accounts: | | | | | | | | |
| Cost of revenue | \$ 6,510 | \$ 9,964 | \$ 26,152 | \$ 29,682 | \$ 23,913 | \$ 21,786 | \$ 25,913 | \$ 20,849 |
| Charge-offs (net of recoveries) | 9,596 | 7,321 | 14,211 | 25,159 | 26,602 | 27,211 | 24,292 | 23,381 |
| Average consumer loan balance ^(a) | 39,558 | 45,629 | 79,757 | 110,439 | 121,457 | 120,228 | 126,908 | 121,950 |
| Ending consumer loan balance | 37,120 | 58,071 | 99,606 | 125,802 | 119,004 | 122,409 | 128,275 | 118,680 |
| Ending allowance for losses balance | \$ 9,479 | \$ 12,109 | \$ 24,405 | \$ 29,244 | \$ 26,669 | \$ 21,579 | \$ 22,672 | \$ 19,749 |
| Line of credit account ratios: | | | | | | | | |
| Cost of revenue as a % of average consumer loan balance ^(a) | 16.5% | 21.8% | 32.8% | 26.9% | 19.7% | 18.1% | 20.4% | 17.1% |
| Charge-offs (net of recoveries) as a % of average consumer loan balance ^(a) | 24.3% | 16.0% | 17.8% | 22.8% | 21.9% | 22.6% | 19.1% | 19.2% |
| Gross profit margin | 72.0% | 64.8% | 48.2% | 56.7% | 67.3% | 70.9% | 68.0% | 72.7% |
| Allowance for losses as a % of consumer loan balance ^(b) | 25.5% | 20.9% | 24.5% | 23.2% | 22.4% | 17.6% | 17.7% | 16.6% |

(a) The average consumer loan balance for line of credit accounts is the average of the month-end balances during the period.

(b) Allowance for losses as a % of consumer loan balance is determined using period-end balances.

| | 2013 | | | | 2014 | | | |
|--|---------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Installment loans: | | | | | | | | |
| Cost of revenue | \$ 21,884 | \$ 23,127 | \$ 30,631 | \$ 31,145 | \$ 26,203 | \$ 25,384 | \$ 28,070 | \$ 24,759 |
| Charge-offs (net of recoveries) | 22,329 | 23,025 | 26,089 | 30,866 | 29,899 | 26,818 | 25,620 | 23,509 |
| Average installment combined consumer loans and fees receivable, gross ^{(a)(b)} | 120,035 | 122,339 | 146,142 | 168,588 | 175,198 | 171,043 | 186,308 | 201,821 |
| Ending installment combined consumer loans and fees receivable, gross ^(b) | 116,727 | 130,217 | 162,944 | 179,230 | 169,552 | 177,211 | 194,636 | 213,588 |
| Ending allowance and liability for losses | \$ 26,403 | \$ 26,555 | \$ 32,077 | \$ 32,608 | \$ 29,084 | \$ 27,967 | \$ 29,914 | \$ 30,876 |
| Installment loan ratios: | | | | | | | | |
| Cost of revenue as a % of average installment combined consumer loans and fees receivable, gross ^{(a)(b)} | 18.2% | 18.9% | 21.0% | 18.5% | 15.0% | 14.8% | 15.1% | 12.3% |
| Charge-offs (net of recoveries) as a % of average installment combined consumer loans and fees receivable, gross ^{(a)(b)} | 18.6% | 18.8% | 17.9% | 18.3% | 17.0% | 15.7% | 13.8% | 11.6% |
| Gross profit margin | 49.8% | 48.0% | 44.1% | 49.0% | 58.0% | 58.3% | 54.6% | 59.8% |
| Allowance and liability for losses as a % of combined consumer loans and fees receivable, gross ^{(b)(c)} | 22.6% | 20.4% | 19.7% | 18.2% | 17.2% | 15.8% | 15.4% | 14.5% |

(a) The average installment combined consumer loan and fees receivable is the average of the month-end balances during the period.

(b) Non-GAAP measure.

(c) Allowance and liability for losses as a % of combined consumer loans and fees receivable, gross, is determined using period-end balances.

| | 2013 | | | | 2013 Total Year | 2014 | | | | 2014 Total Year |
|----------------------|---------------|----------------|---------------|----------------|--------------------|---------------|----------------|---------------|----------------|--------------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | |
| Domestic | | | | | | | | | | |
| Revenue | \$ 91,075 | \$ 87,858 | \$ 105,199 | \$ 111,417 | \$ 395,549 | \$ 109,087 | \$ 108,786 | \$ 126,130 | \$ 130,712 | \$ 474,715 |
| Cost of Revenue | 29,759 | 33,400 | 50,232 | 43,953 | 157,344 | 29,103 | 38,731 | 55,058 | 48,906 | 171,798 |
| Gross Profit | 61,316 | 54,458 | 54,967 | 67,464 | 238,205 | 79,984 | 70,055 | 71,072 | 81,806 | 302,917 |
| Gross Profit Margin | 67.3% | 62.0% | 52.3% | 60.6% | 60.2% | 73.3% | 64.4% | 56.3% | 62.6% | 63.8% |
| International | | | | | | | | | | |
| Revenue | \$ 91,237 | \$ 88,285 | \$ 92,899 | \$ 97,353 | \$ 369,774 | \$ 99,378 | \$ 92,696 | \$ 79,038 | \$ 64,010 | \$ 335,122 |
| Cost of Revenue | 38,239 | 36,760 | 40,157 | 42,552 | 157,708 | 37,333 | 28,109 | 17,861 | 11,686 | 94,989 |
| Gross Profit | 52,998 | 51,525 | 52,742 | 54,801 | 212,066 | 62,045 | 64,587 | 61,177 | 52,324 | 240,133 |
| Gross Profit Margin | 58.1% | 58.4% | 56.8% | 56.3% | 57.4% | 62.4% | 69.7% | 77.4% | 81.7% | 71.7% |
| Total | | | | | | | | | | |
| Revenue | \$ 182,312 | \$ 176,143 | \$ 198,098 | \$ 208,770 | \$ 765,323 | \$ 208,465 | \$ 201,482 | \$ 205,168 | \$ 194,722 | \$ 809,837 |
| Cost of Revenue | 67,998 | 70,160 | 90,389 | 86,505 | 315,052 | 66,436 | 66,840 | 72,919 | 60,592 | 266,787 |
| Gross Profit | 114,314 | 105,983 | 107,709 | 122,265 | 450,271 | 142,029 | 134,642 | 132,249 | 134,130 | 543,050 |
| Gross Profit Margin | 62.7% | 60.2% | 54.4% | 58.6% | 58.8% | 68.1% | 66.8% | 64.5% | 68.9% | 67.1% |

| | 2013 | | | | 2014 | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Short-term consumer loan balances, gross: | | | | | | | | |
| Company owned | \$ 128,100 | \$ 121,890 | \$ 96,505 | \$ 80,753 | \$ 65,910 | \$ 60,140 | \$ 50,822 | \$ 56,298 |
| Guranteed by the Company | 30,002 | 35,416 | 35,128 | 41,412 | 29,643 | 34,915 | 35,389 | 36,263 |
| Combined | <u>158,102</u> | <u>157,306</u> | <u>131,633</u> | <u>122,165</u> | <u>95,553</u> | <u>95,055</u> | <u>86,211</u> | <u>92,561</u> |
| Installment loan balances, gross: | | | | | | | | |
| Company owned | \$ 116,727 | \$ 130,217 | \$ 162,944 | \$ 179,230 | \$ 169,552 | \$ 177,211 | \$ 194,596 | \$ 213,581 |
| Guranteed by the Company | — | — | — | — | — | — | 40 | 7 |
| Combined | <u>116,727</u> | <u>130,217</u> | <u>162,944</u> | <u>179,230</u> | <u>169,552</u> | <u>177,211</u> | <u>194,636</u> | <u>213,588</u> |
| Total consumer loan balances, gross: | | | | | | | | |
| Company owned | \$ 281,947 | \$ 310,178 | \$ 359,055 | \$ 385,785 | \$ 354,466 | \$ 359,760 | \$ 373,693 | \$ 388,559 |
| Guranteed by the Company | 30,002 | 35,416 | 35,128 | 41,412 | 29,643 | 34,915 | 35,429 | 36,270 |
| Combined | <u>311,949</u> | <u>345,594</u> | <u>394,183</u> | <u>427,197</u> | <u>384,109</u> | <u>394,675</u> | <u>409,122</u> | <u>424,829</u> |