



PRA
Group



Q1 2019

Conference Call Presentation

ABOUT FORWARD-LOOKING STATEMENTS

Statements herein, 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 Such statements involve uncertainties and risks, some of which are not currently known to us, and may be superseded by future events that could cause actual results to differ materially from those expressed or implied herein. 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 risk factors and other information that could change our projections or impact our actual results can be found in our most recent Annual Report on Form 10-K and in subsequent public filings, and should be considered in evaluating the forward looking statements herein. Except as required by law, we assume no obligation to update or revise these statements to reflect changes in events, conditions or circumstances on which any such forward-looking statements are based, in whole or in part.

Q1 2019 HIGHLIGHTS – CONSISTENT INVESTMENTS DRIVING RECORD ERC CONTINUE TO DELIVER RECORD CASH COLLECTIONS



Record cash collections of \$461 million



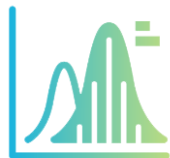
Legal cash collections increased 31% compared to Q1 2018



US Digital cash collections increased 50% compared to Q1 2018



Solid Q1 2019 investment of \$319 million



Record estimated remaining collections (ERC) of \$6.26 billion

THE AMERICAS

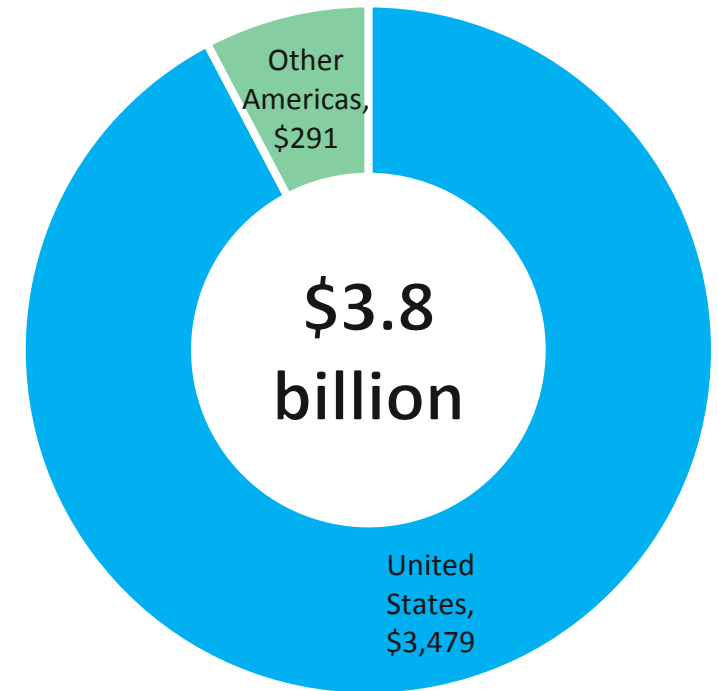


Record cash collections in Americas Core

Invested \$169 million in Americas Core

Invested \$48 million in Americas Insolvency

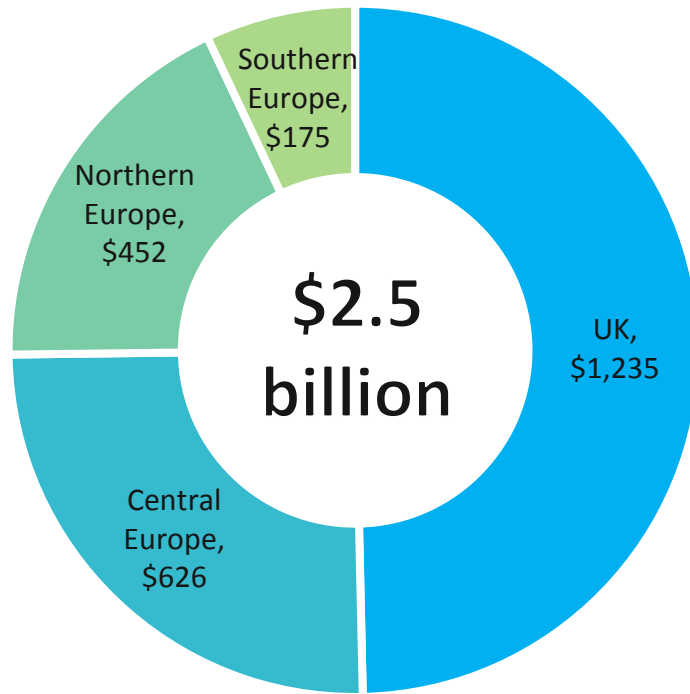
Americas ERC Breakdown



\$ in millions, as of March 31, 2019

EUROPE

Europe ERC Breakdown



\$ in millions, as of March 31, 2019

Europe Core currency adjusted cash collections increased by 7%

Investment in Europe Core was \$94 million, and more broadly distributed than in past quarters

Pipeline remains active



FINANCIAL RESULTS - GAAP

(\$ in millions, except per share results)

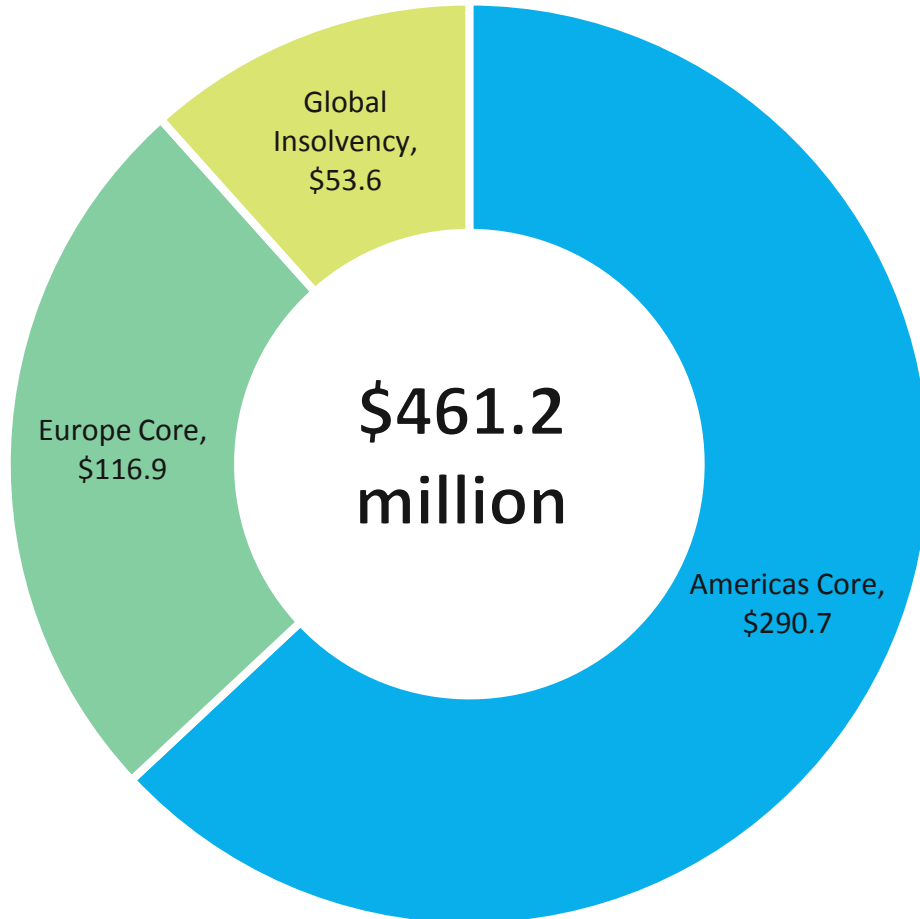
	Q1 2019	Q1 2018
Cash Collections	\$461.2	\$426.6
Total Revenues	\$245.9	\$224.1
Net Allowance Charges	\$6.1	\$0.9
Operating Expenses	\$190.9	\$169.6
Net Income Attributable to PRA Group, Inc.	\$15.2	\$21.1
Diluted EPS	\$0.34	\$0.47



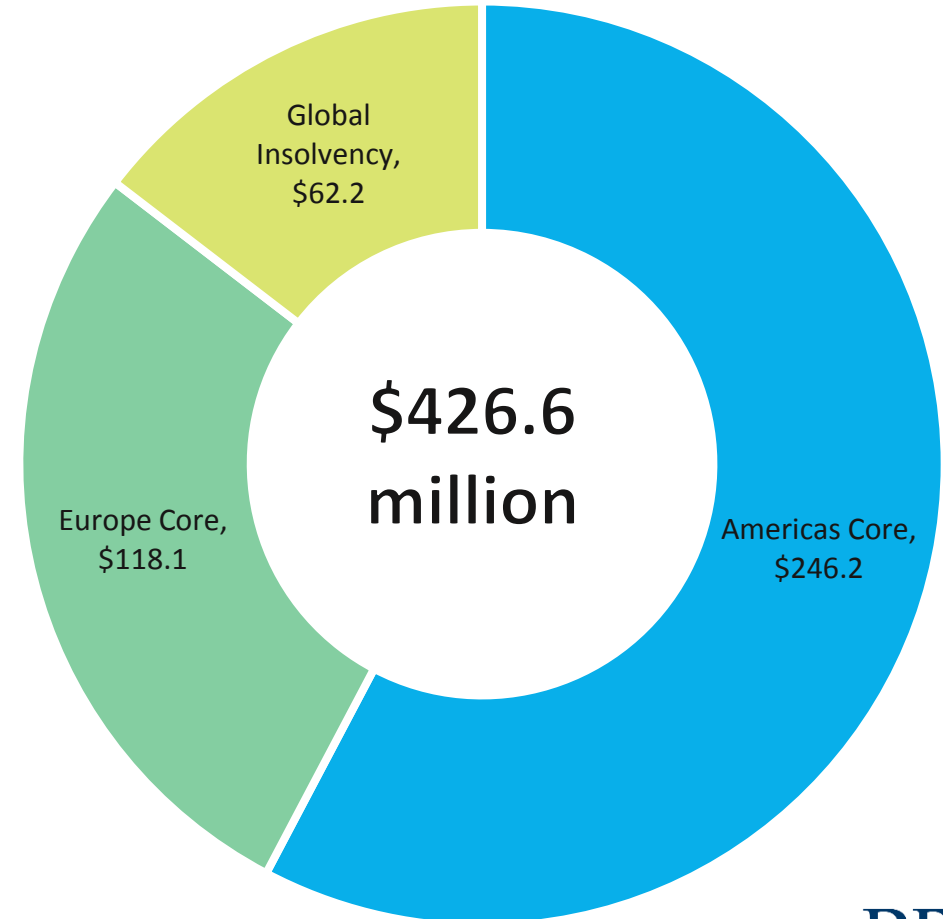
CASH COLLECTIONS

(\$ in millions)

First Quarter 2019



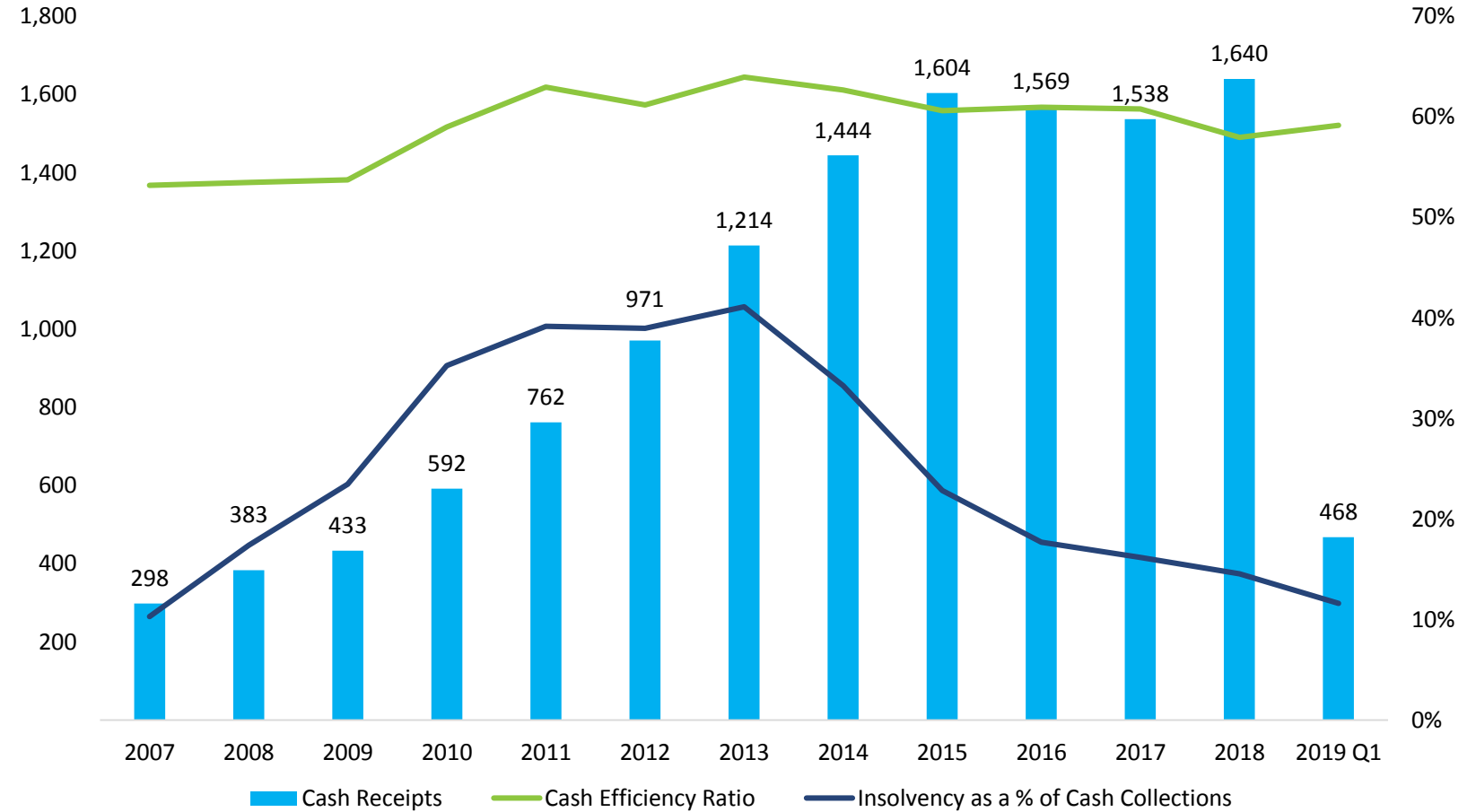
First Quarter 2018



OPERATING EXPENSES AND CASH EFFICIENCY RATIO

(\$ in millions)

- \$191 million in operating expenses
- Primarily driven by increases in legal collection expenses
- Cash efficiency ratio of 59.2% for the first quarter

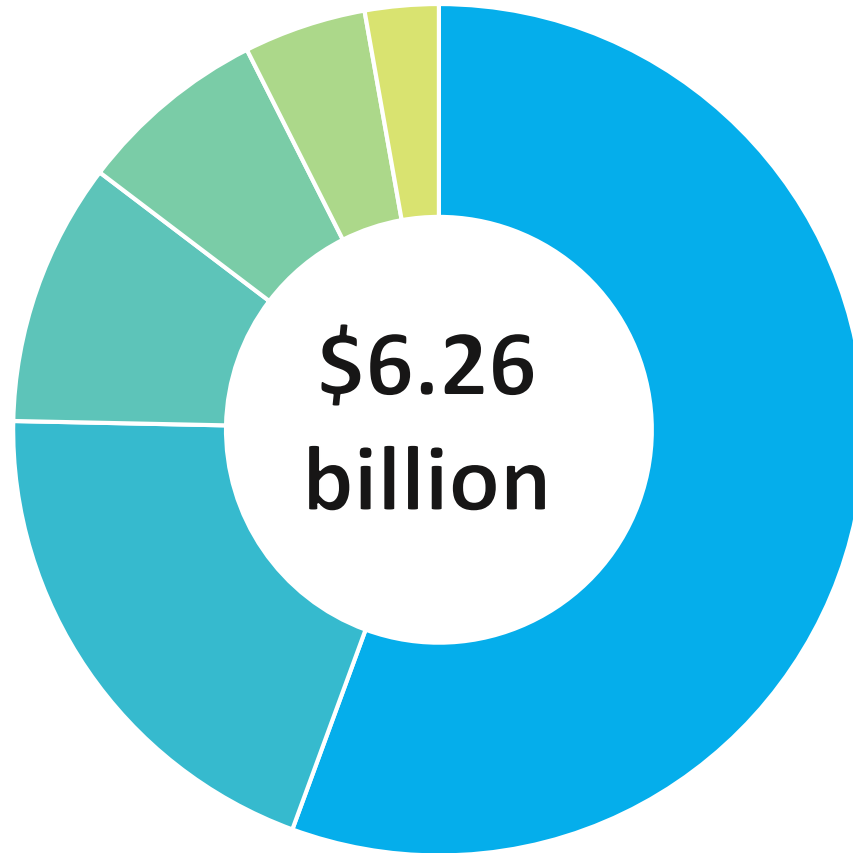


* Cash efficiency ratio = (cash receipts – operating expenses)/cash receipts

ESTIMATED REMAINING COLLECTIONS AND AVAILABLE CAPITAL

(\$ in millions)

as of March 31, 2019



Estimated Remaining Collections

- United States - \$3,479
- United Kingdom - \$1,235
- Central Europe - \$626
- Northern Europe - \$452
- Other Americas - \$291
- Southern Europe - \$175

\$710 Million Available for Portfolio Purchases

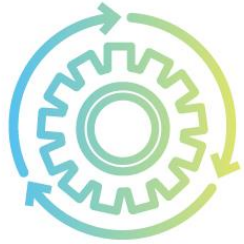
REGULATORY ENVIRONMENT UPDATE

PRA Group is in full support of the creation and uniform enforcement of one set of rules

The CFPB issued their Notice of Proposed Rules for the debt collection industry



PRA GROUP IS WELL POSITIONED FOR THE FUTURE



Strong cash production and portfolio investment



Better than expected cash efficiency ratio



Progress in digital and Europe operations



U.S. remains steady while Europe shows signs of improvement



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Q&A

Q2 2019 REVENUE MODEL - \$ IN THOUSANDS

Americas Core	1996-2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Total
Q1 2019 Gross NFR Revenue (Q1 2019 Earnings Press Release)	2,353	1,789	2,204	4,025	3,821	7,576	10,884	14,919	23,291	33,808	52,025	7,023	
Q1 2019 NFR (Q1 2019 Earnings Press Release)	8,460	642	4,239	9,231	18,385	44,602	73,574	122,428	176,337	330,760	588,009	166,465	
Q4 2018 NFR (Q4 2018 Earnings Press Release)	9,108	653	4,644	10,434	19,643	50,555	81,050	134,024	196,236	371,366	630,508	-	
Average Q1 2019 and Q4 2018 NFR	8,784	648	4,442	9,833	19,014	47,579	77,312	128,226	186,287	351,063	609,259	83,233	
Quarterly Yield (Q1 2019 Gross NFR Revenue/Average Q1 2019 and Q4 2018 NFR)	27%	276%	50%	41%	20%	16%	14%	12%	13%	10%	9%	8%	
Q2 2019 Estimated Revenue (Q1 2019 NFR * Quarterly Yield)	2,266	1,774	2,104	3,779	3,695	7,102	10,358	14,244	22,047	31,853	50,210	14,046	163,477
Americas Insolvency	1996-2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Total
Q1 2019 Gross NFR Revenue (Q1 2019 Earnings Press Release)	68	151	189	224	579	1,061	3,051	959	1,052	5,108	1,727	625	
Q1 2019 NFR (Q1 2019 Earnings Press Release)	-	-	-	-	-	-	5,226	12,929	26,671	139,471	90,015	47,935	
Q4 2018 NFR (Q4 2018 Earnings Press Release)	-	-	-	-	-	-	7,493	16,234	30,580	155,609	95,194	-	
Average Q1 2019 and Q4 2018 NFR	-	-	-	-	-	-	6,360	14,582	28,626	147,540	92,605	23,968	
Quarterly Yield (Q1 2019 Gross NFR Revenue/Average Q1 2019 and Q4 2018 NFR)							48%	7%	4%	3%	2%	3%	
Q2 2019 Estimated Revenue (Q1 2019 NFR * Quarterly Yield)	-	-	-	-	-	-	2,507	850	980	4,829	1,679	1,250	12,095
Europe Core	1996-2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Total
Q1 2019 Gross NFR Revenue (Q1 2019 Earnings Press Release)					402	178	30,356	7,932	7,261	4,058	6,571	576	
Q1 2019 NFR (Q1 2019 Earnings Press Release)					-	8	225,367	181,626	215,547	181,807	310,988	92,656	
Q4 2018 NFR (Q4 2018 Earnings Press Release)					-	100	240,603	189,588	225,044	188,893	325,907	-	
Average Q1 2019 and Q4 2018 NFR					-	54	232,985	185,607	220,296	185,350	318,448	46,328	
Quarterly Yield (Q1 2019 Gross NFR Revenue/Average Q1 2019 and Q4 2018 NFR)						330%	13%	4%	3%	2%	2%	1%	
Q2 2019 Estimated Revenue (Q1 2019 NFR * Quarterly Yield)					-	26	29,363	7,762	7,104	3,980	6,417	1,152	55,806
Europe Insolvency	1996-2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Total
Q1 2019 Gross NFR Revenue (Q1 2019 Earnings Press Release)							268	482	1,106	605	495	34	
Q1 2019 NFR (Q1 2019 Earnings Press Release)							692	4,621	17,448	30,359	43,606	7,125	
Q4 2018 NFR (Q4 2018 Earnings Press Release)							985	5,059	19,002	31,688	44,577	-	
Average Q1 2019 and Q4 2018 NFR							839	4,840	18,225	31,024	44,092	3,563	
Quarterly Yield (Q1 2019 Gross NFR Revenue/Average Q1 2019 and Q4 2018 NFR)							32%	10%	6%	2%	1%	1%	
Q2 2019 Estimated Revenue (Q1 2019 NFR * Quarterly Yield)							221	460	1,059	592	490	68	2,890
Total Q2 2019 Estimated NFR Revenue based on SEC filings													234,268