

---

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**  
Washington, D.C. 20549

---

**FORM 8-K**

---

**CURRENT REPORT**

**Pursuant to Section 13 OR 15(d) of The  
Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): June 16, 2010**

---

**ENCORE CAPITAL GROUP, INC.**

(Exact name of registrant as specified in its charter)

---

**Delaware**  
(State or other jurisdiction  
of incorporation)

**000-26489**  
(Commission  
File Number)

**48-1090909**  
(IRS Employer  
Identification No.)

**8875 Aero Drive, Suite 200, San Diego, California**  
(Address of principal executive offices)

**92123**  
(Zip Code)

**(877) 445-4581**  
Registrant's telephone number, including area code

(Former name or former address, if changed since last report.)

---

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
- 
-

**Item 7.01 Regulation FD Disclosure.**

On June 16, 2010, Encore Capital Group, Inc. (the "**Company**") made available an investor presentation following the Company's 2010 Annual Meeting. A copy of the slides used in the Company's presentation is attached as Exhibit 99.1 and incorporated herein by reference.

The information in this Current Report on Form 8-K, including the information contained in Exhibit 99.1, is being furnished to the Securities and Exchange Commission pursuant to Item 7.01, and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Act of 1934 or otherwise subject to the liabilities of that section, and shall not be deemed to be incorporated by reference into any filing under the Securities Act of 1933 or the Securities Exchange Act of 1934, except as shall be expressly set forth by a specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits

<u>Exhibit Number</u>	<u>Description</u>
99.1	Encore Capital Group, Inc. presentation dated June 16, 2010

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**ENCORE CAPITAL GROUP, INC.**

Date June 17, 2010

/s/ PAUL GRINBERG

---

**Paul Grinberg**  
**Executive Vice President,**  
**Chief Financial Officer and Treasurer**

## Exhibit Index

Exhibit  
Number

Description

99.1

Encore Capital Group, Inc. presentation dated June 16, 2010

# 2010 Investor Day

June 16, 2010

### FORWARD-LOOKING STATEMENTS

---

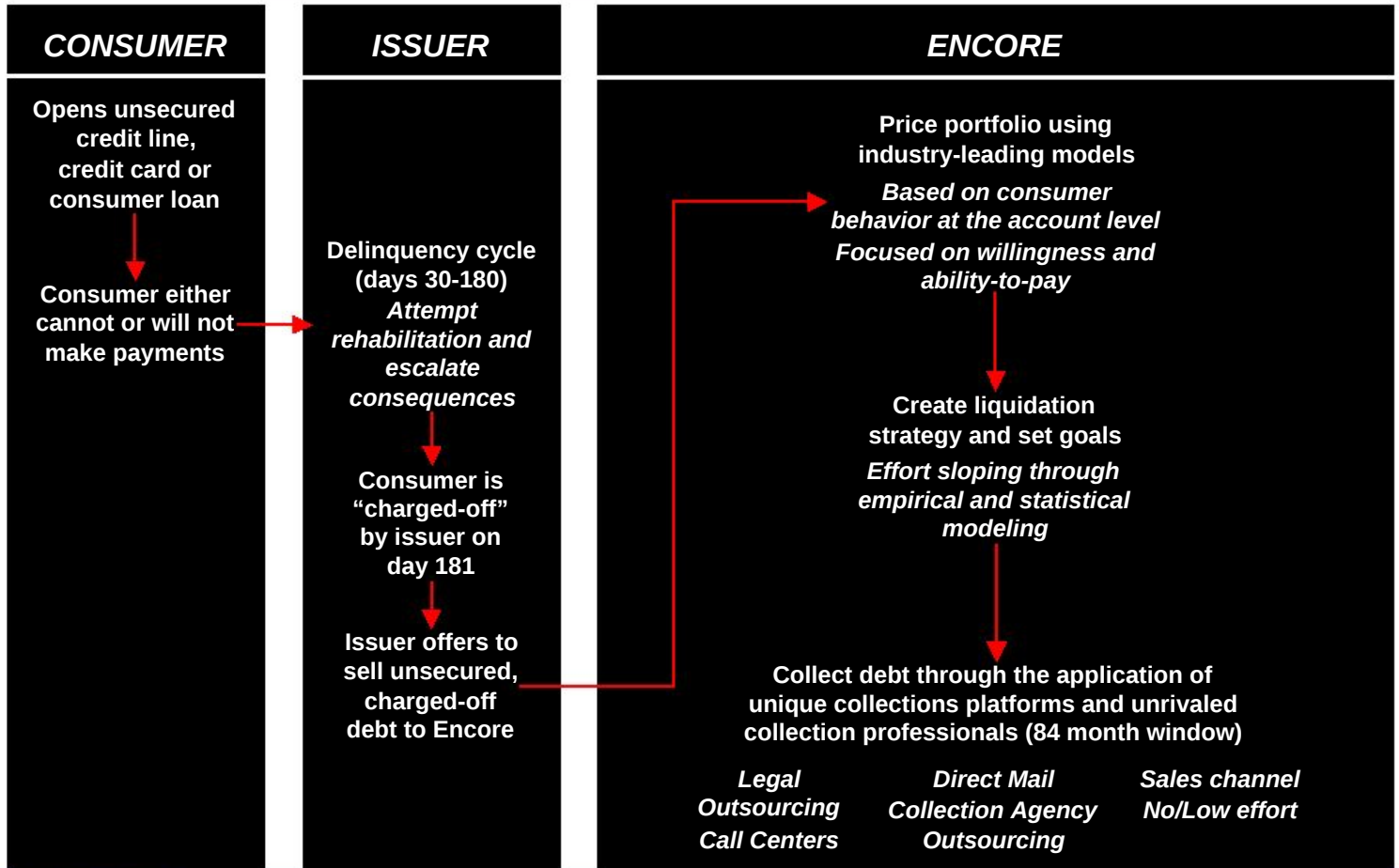
*The statements in this presentation that are not historical facts, including, most importantly, those statements preceded by, or that include, the words “may,” “believe,” “projects,” “expects,” “anticipates” or the negation thereof, or similar expressions, constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995 (the “Reform Act”). These statements may include, but are not limited to, statements regarding our future operating results and growth, ability to expand and utilize flexibility under our new credit facility, and the repurchase of our securities. For all “forward-looking statements,” the Company claims the protection of the safe harbor for forward-looking statements contained in the Reform Act. Such forward-looking statements involve risks, uncertainties and other factors which may cause actual results, performance or achievements of the Company and its subsidiaries to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These risks, uncertainties and other factors are discussed in the reports filed by the Company with the Securities and Exchange Commission, including the most recent reports on Forms 10-K, 10-Q and 8-K, each as it may be amended from time to time. The Company disclaims any intent or obligation to update these forward-looking statements.*

## HIGHLIGHTS

---

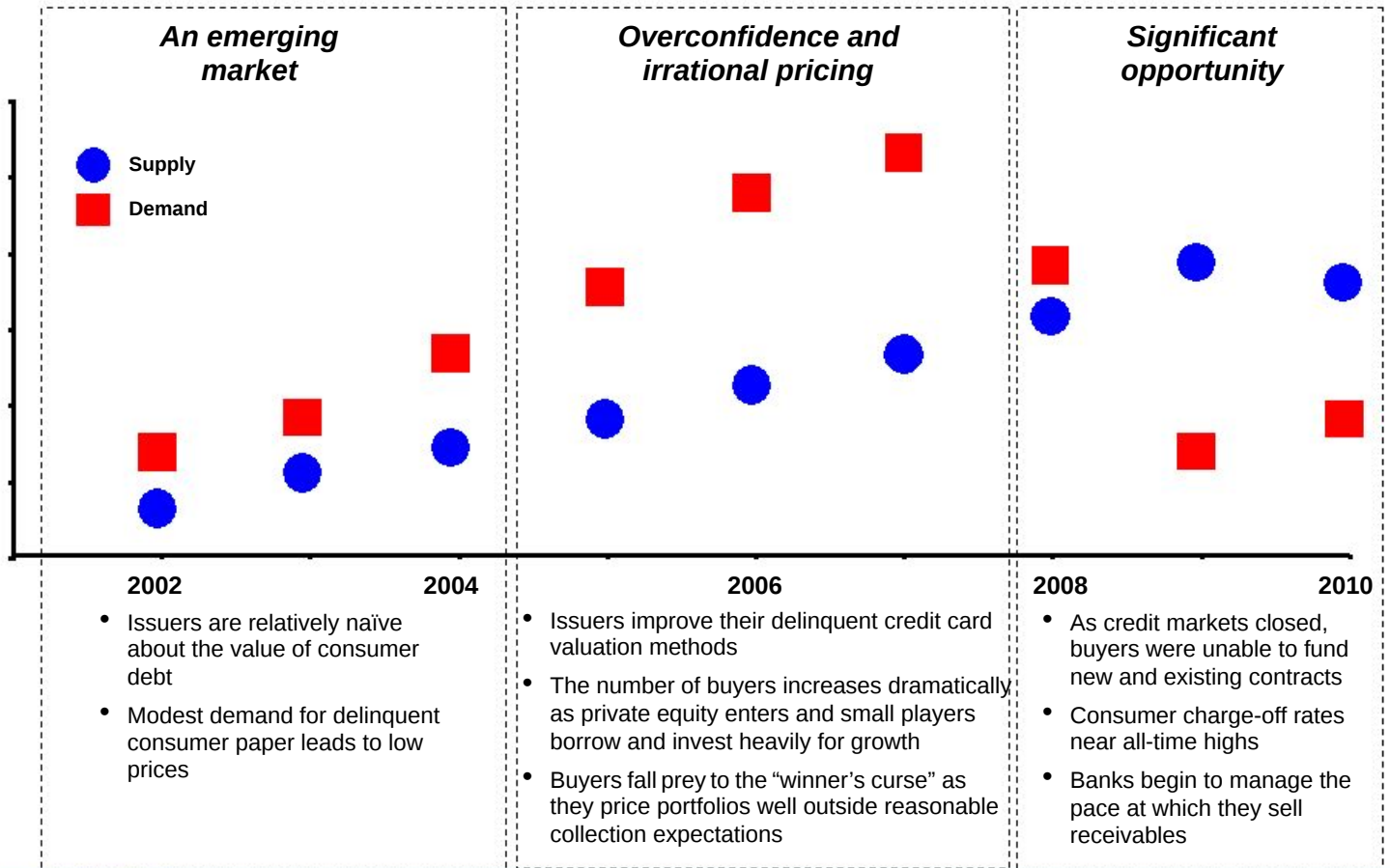
- Significant market opportunity
- Successful long-term track record
- Disciplined and conservative underwriting strategy
- Highly differentiated business model
- Well positioned to take advantage of growth prospects

# OUR LONG-TERM FINANCIAL MODEL GIVES THE CONSUMER TIME TO RECOVER

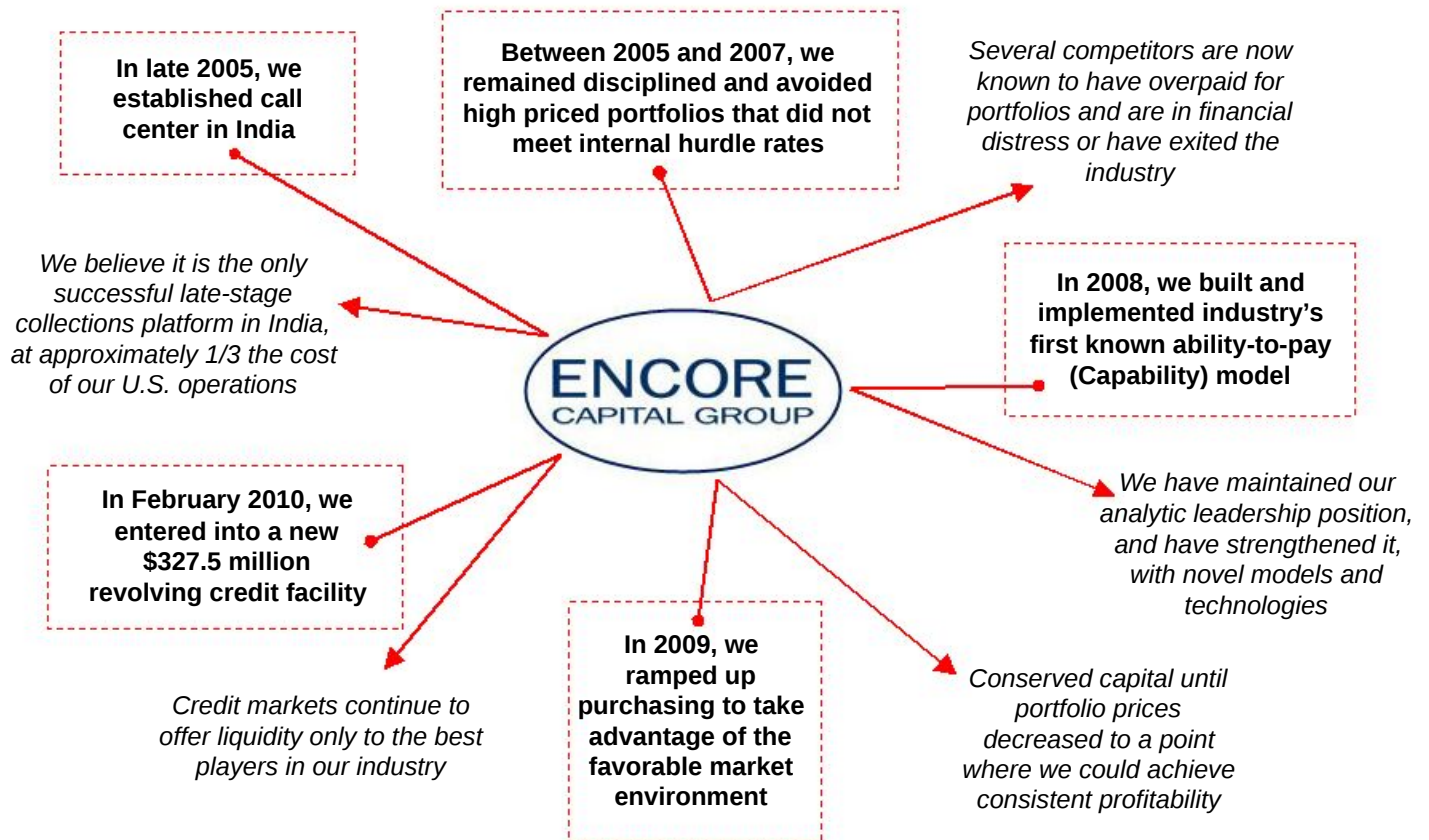




# THE INDUSTRY HAS GONE THROUGH SEVERAL DISTINCT STAGES OVER THE LAST 10 YEARS



# WE ARE WELL POSITIONED TODAY BECAUSE OF KEY STRATEGIC DECISIONS WE MADE



## OUR STRATEGIC DECISIONS LED TO STRONG Q1 RESULTS

### Q1 YOY Growth

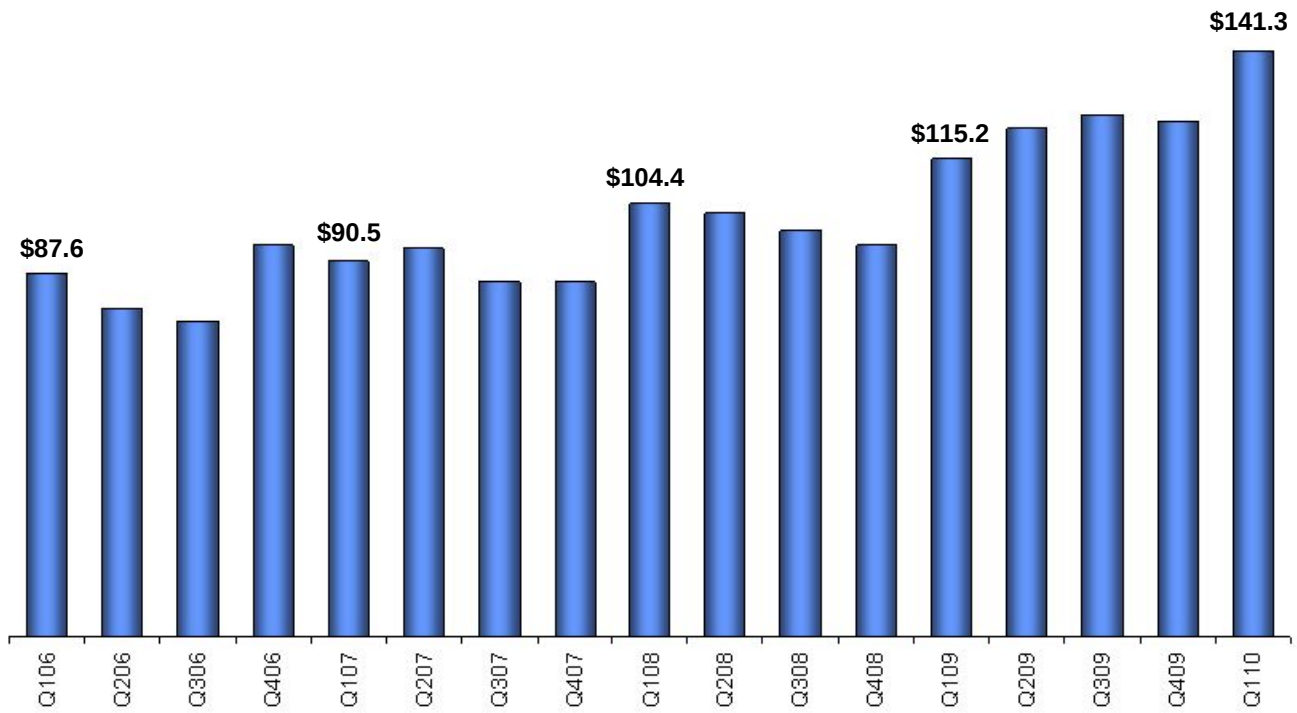
(\$000s, except EPS and ratios)	<u>2009 Q1</u>	<u>2010 Q1</u>	<u>Variance</u>	
Collections	\$115,233	\$141,267	\$26,034	<b>23%</b>
Revenue	\$76,446	\$87,338	\$10,892	<b>14%</b>
Adjusted EBITDA*	\$63,797	\$82,588	\$18,791	<b>29%</b>
EPS	\$0.38	\$0.44	\$0.06	<b>16%</b>
Purchases	\$55,913	\$81,632	\$25,719	<b>46%</b>

\* Adjusted EBITDA is a non-GAAP number. The Company considers Adjusted EBITDA to be a meaningful indicator of operating performance and uses it as a measure to assess the operating performance of the Company. See Reconciliation of Adjusted EBITDA to GAAP Net Income at the end of the presentation.

# 2010 MARKS OUR 10<sup>TH</sup> CONSECUTIVE YEAR OF INCREASING COLLECTIONS

## Quarterly gross collections

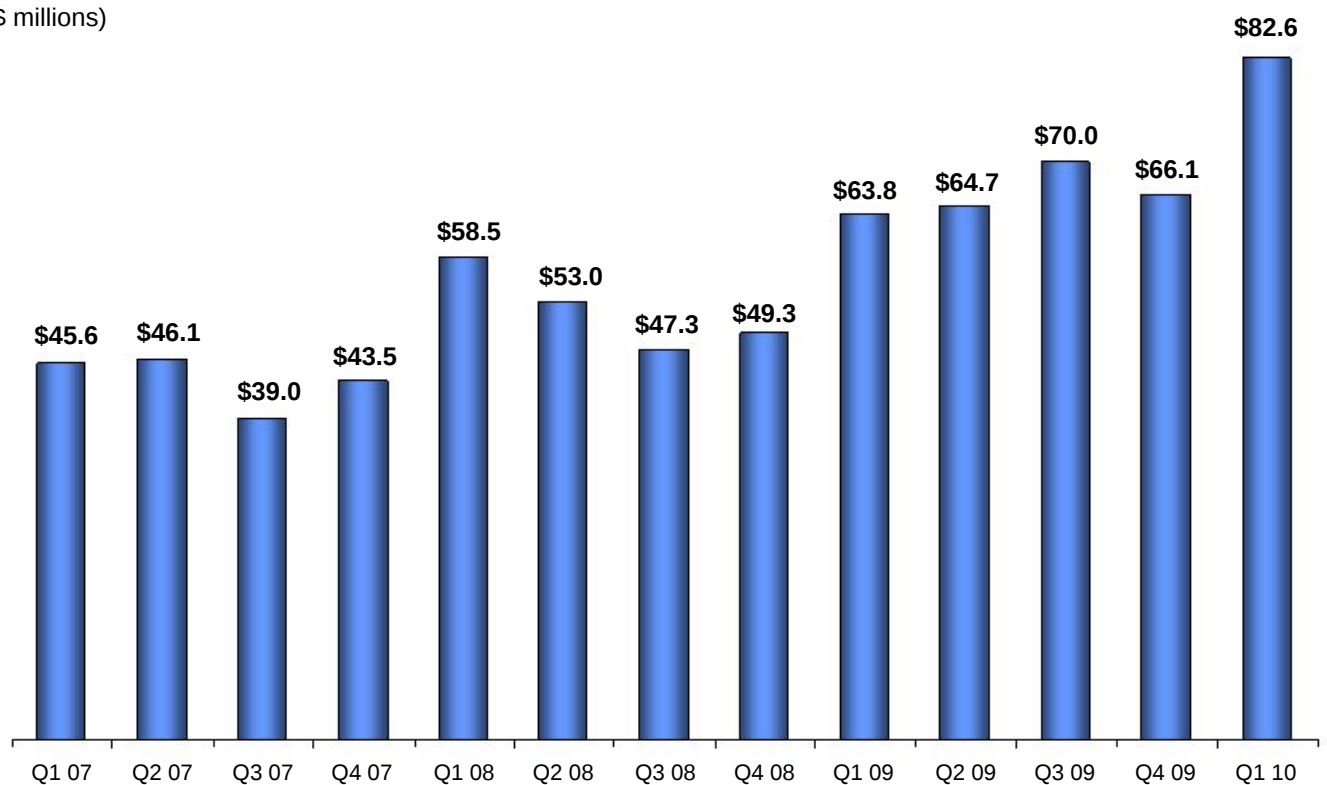
(\$ millions)



# WE ARE INCREASING OUR OPERATING CASH FLOWS (ADJUSTED EBITDA) AT A FASTER RATE THAN COLLECTIONS

## Adjusted EBITDA\* by quarter

(\$ millions)

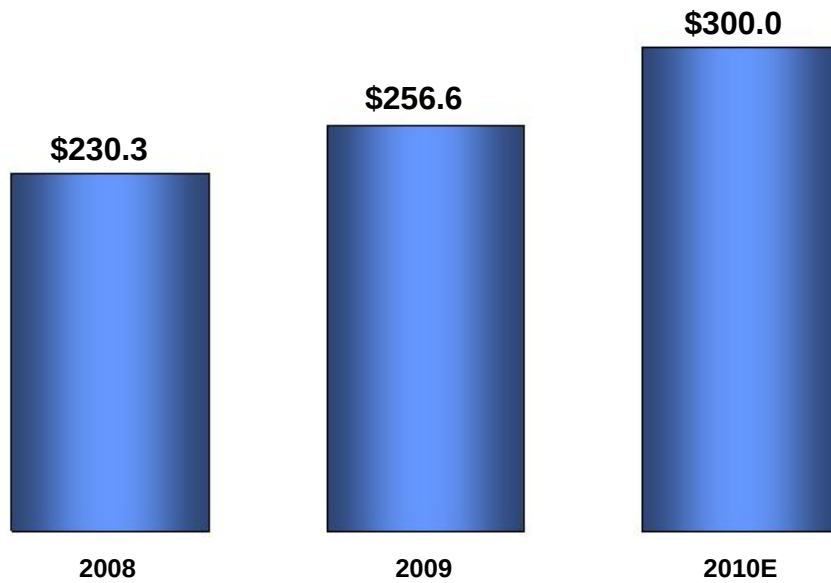


\* Adjusted EBITDA is a non-GAAP number. The Company considers Adjusted EBITDA to be a meaningful indicator of operating performance and uses it as a measure to assess the operating performance of the Company. See Reconciliation of Adjusted EBITDA to GAAP Net Income at the end of the presentation.

## WE ARE REINVESTING CASH BACK INTO THE BUSINESS THROUGH INCREASED PURCHASING VOLUMES

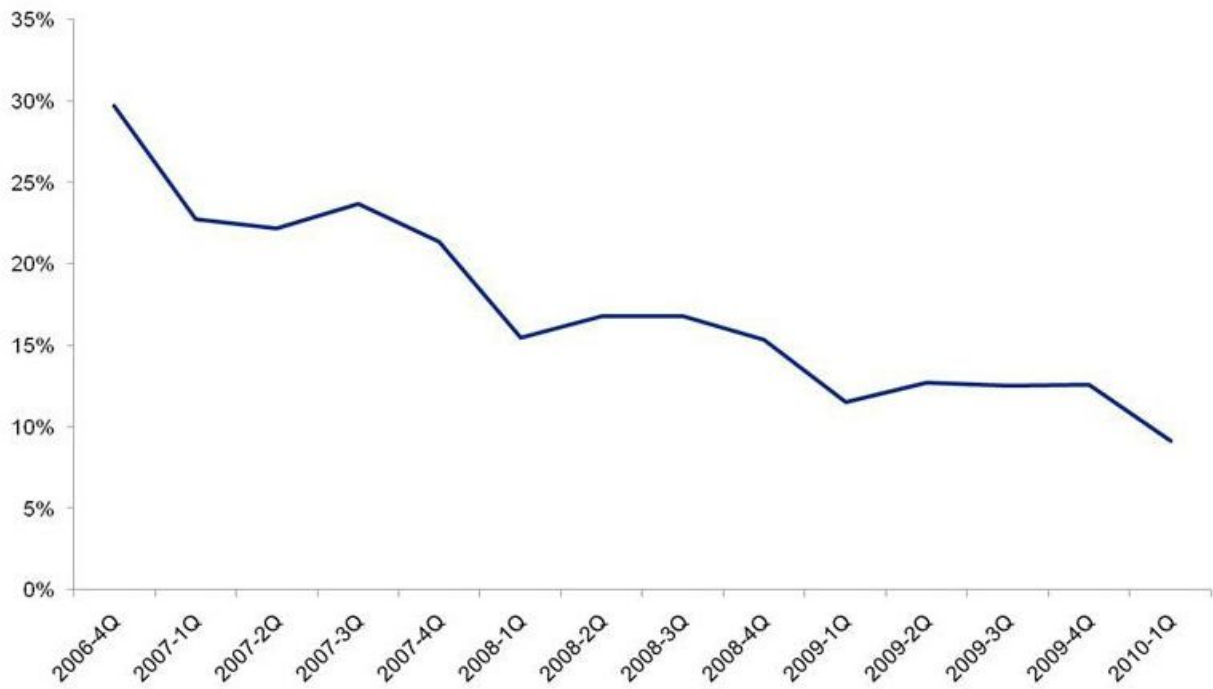
### Full year purchases for 2008 and 2009; Estimate for 2010

(\$ millions)



## A MAJOR CONTRIBUTOR TO THE IMPROVING CASH FLOW IS OUR LOWER CALL CENTER COST STRUCTURE, DRIVEN BY EXPANSION INTO INDIA

### Collection sites' direct cost per dollar collected

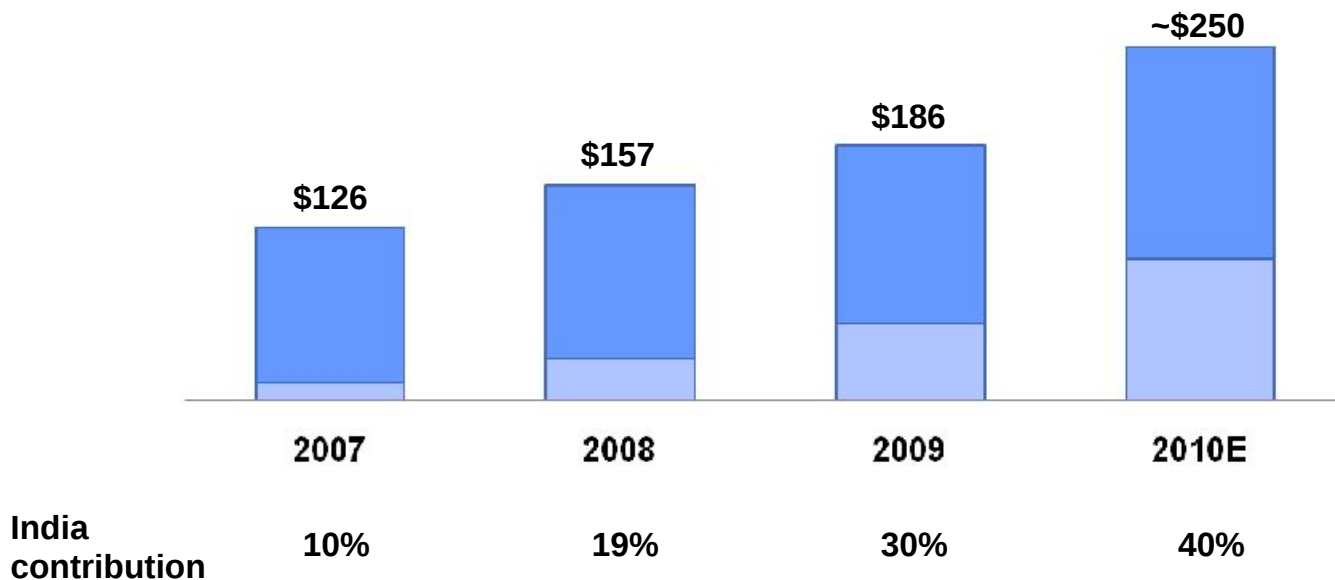


# THE INCREASED CONTRIBUTION FROM INDIA TRANSLATES INTO SIGNIFICANT ANNUAL COST SAVINGS

## Collections from all call centers

(\$ millions)

■ India ■ U.S.

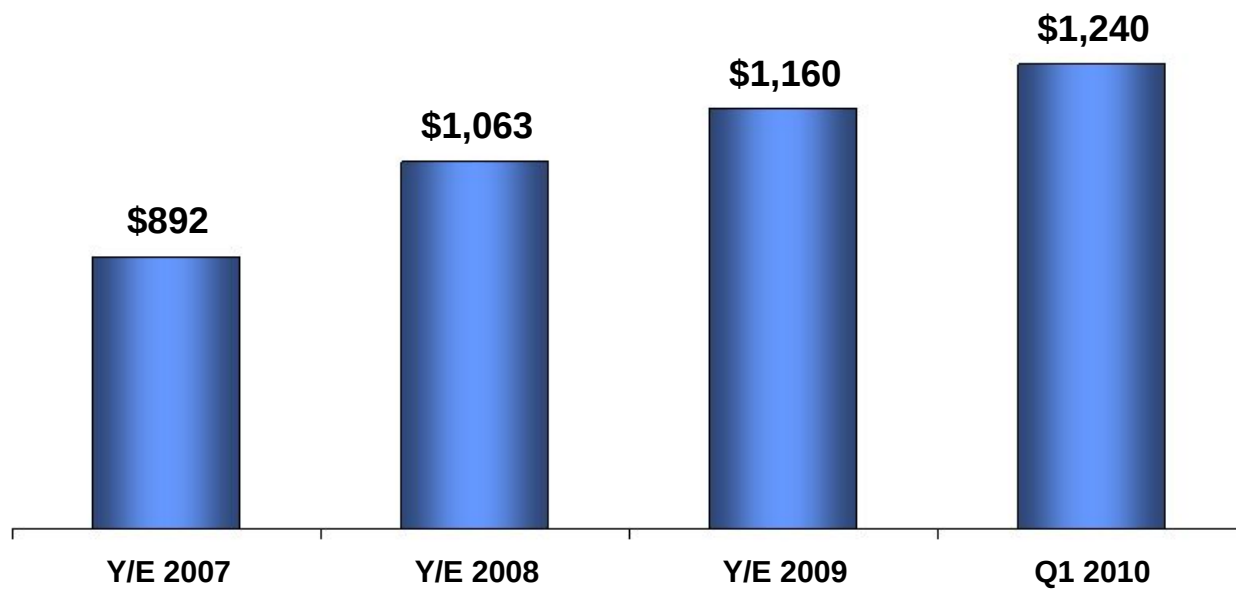




# NOT ONLY HAVE WE IMPROVED OPERATING RESULTS, WE HAVE ALSO ADDED SIGNIFICANTLY TO THE COMPANY'S EMBEDDED VALUE

## Estimated remaining gross collections

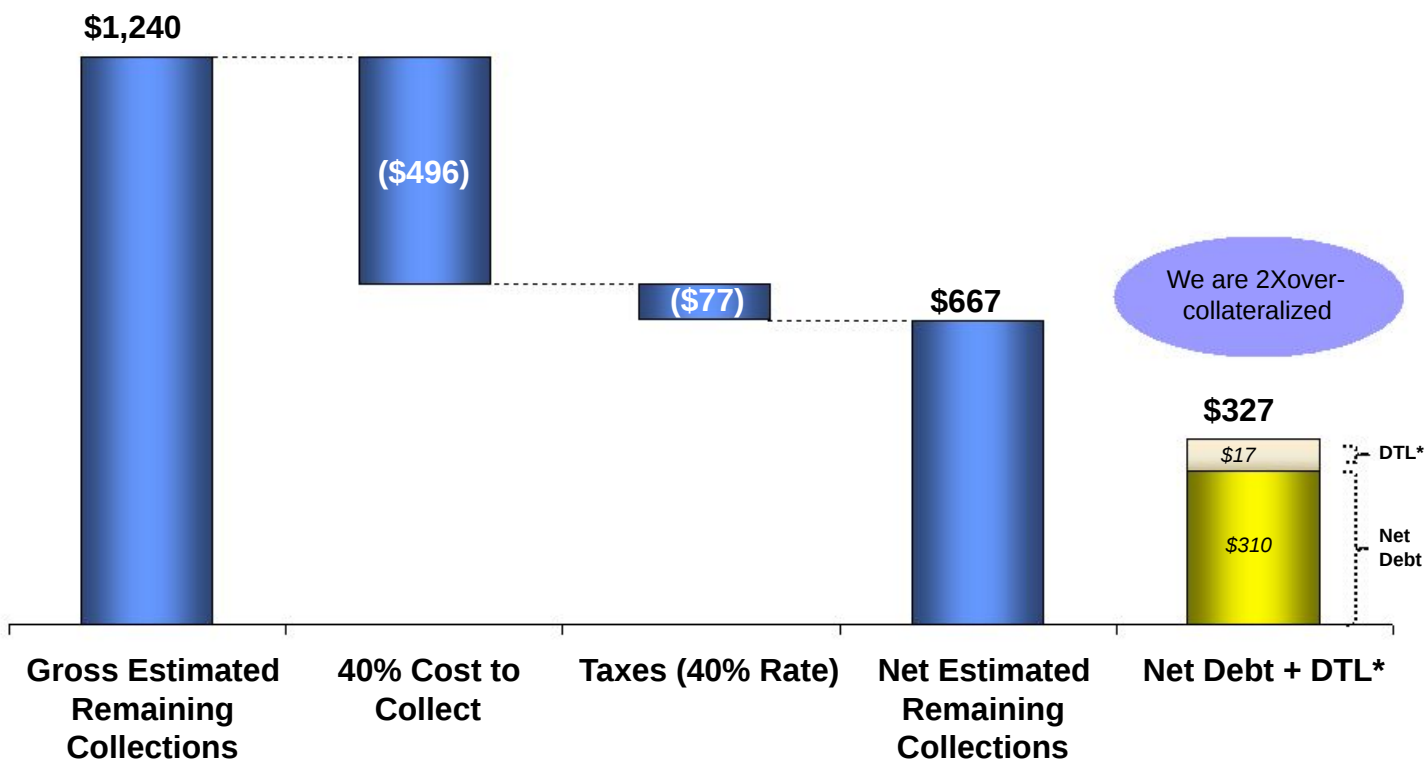
(\$ millions)



# WE HAVE BEEN ABLE TO ACCOMPLISH THIS WITH MODEST LEVERAGE, LEAVING ROOM FOR FUTURE EXPANSION

## Estimated remaining net collections

(\$ millions, Q1 2010)

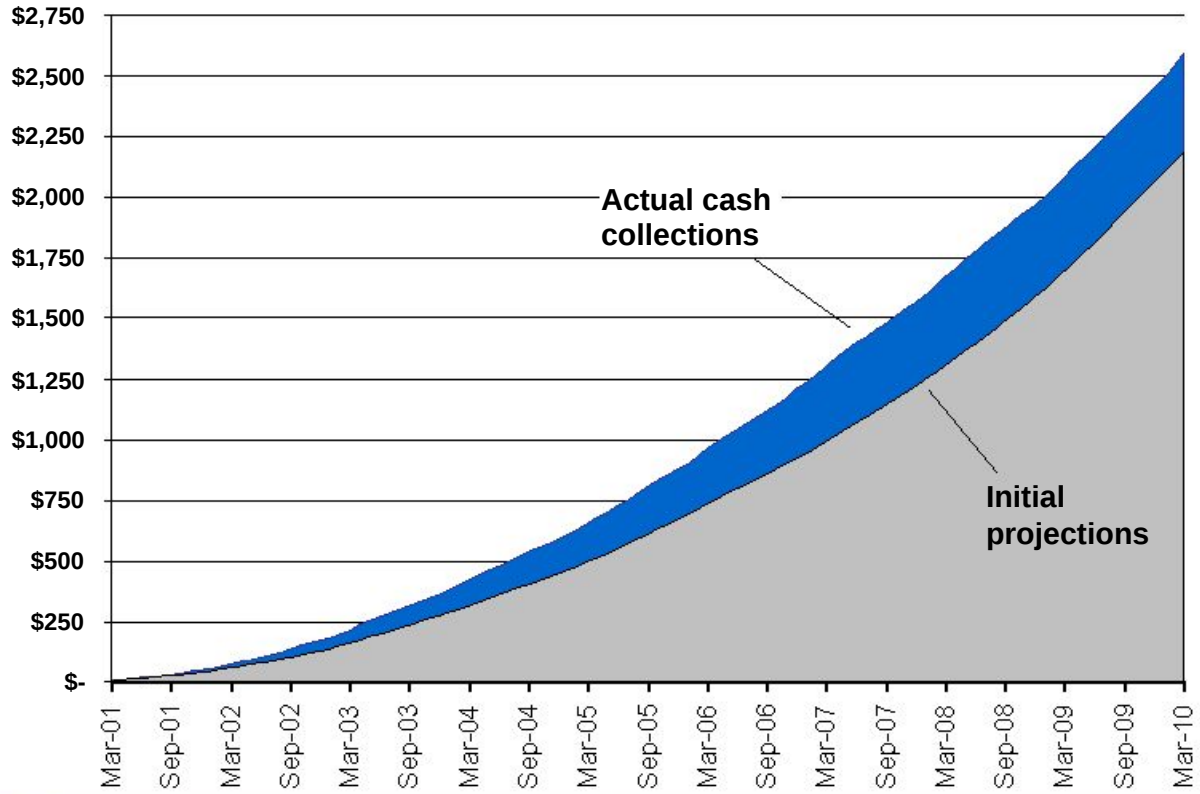


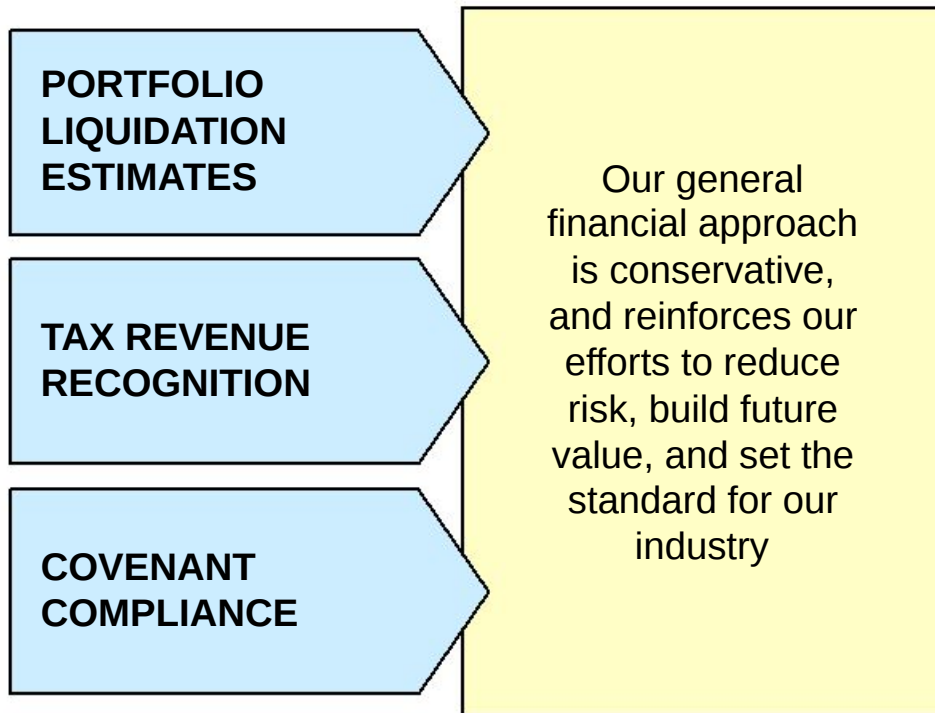
\* DTL = Deferred Tax Liability

# AND WE BELIEVE THAT OUR CURRENT ESTIMATE OF REMAINING COLLECTIONS IS CONSERVATIVE GIVEN OUR HISTORY

## Cumulative collections (initial expectation vs. actual)

(\$ millions, Jan 01 – Mar 10)





# WE HAVE SIGNIFICANT ROOM TO GROW THE BUSINESS

## Covenant analysis

(\$ millions)

	2008	2009	Q1 2010
<b>Cash flow leverage ratio</b>			
Debt *	311.3	303.1	318.0
Trailing 4-quarter adjusted EBITDA	211.1	264.6	283.4
<b>Debt/Adj. EBITDA [Maximum 1.75x]</b>	<b>1.47</b>	<b>1.15</b>	<b>1.12</b>
<b>Minimum net worth</b>			
Total stockholders' equity *	195.9	243.1	257.2
Minimum net worth	146.2	183.0	188.5
<b>Excess room</b>	<b>49.7</b>	<b>60.1</b>	<b>68.7</b>
<b>Interest coverage ratio</b>			
Trailing 4-quarter EBIT	47.2	<b>69.9</b>	<b>72.5</b>
Trailing 4-quarter consolidated interest expense *	15.6	16.2	16.4
<b>EBIT/Interest expense [Minimum 2.0x]</b>	<b>3.0</b>	<b>4.3</b>	<b>4.4</b>

Based on our cash flow and LTM Adj. EBITDA, our leverage ratio would allow us to increase total debt to \$495 million

\*Not adjusted for ASC 470-20, prior to 2009

### Charge-offs remain elevated

Consumer credit continues to experience losses at near record levels

Supply more closely managed by the issuers

### Demand increasing, albeit slowly

Few players with access to significant amounts of capital

Continued exit of large players, but others starting to gain traction

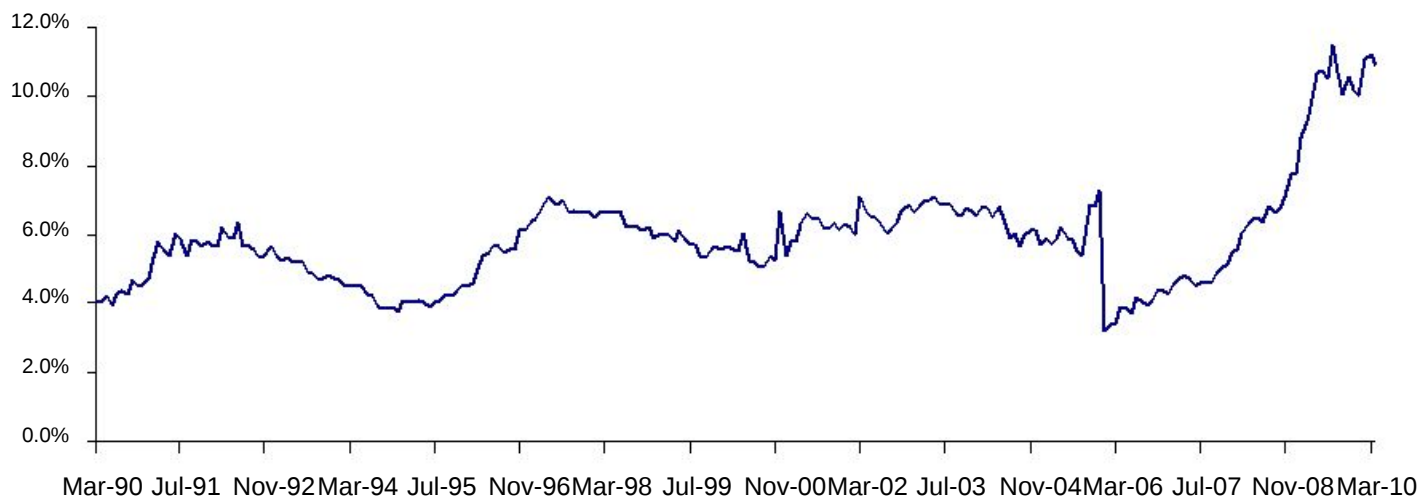
### Consumer performance remains predictable

Our models continue to predict consumer behavior with a high degree of accuracy

### Significant regulatory and legislative scrutiny

Both in our industry and in the financial services sector at large

## Moody's Credit Card Charge-off Index

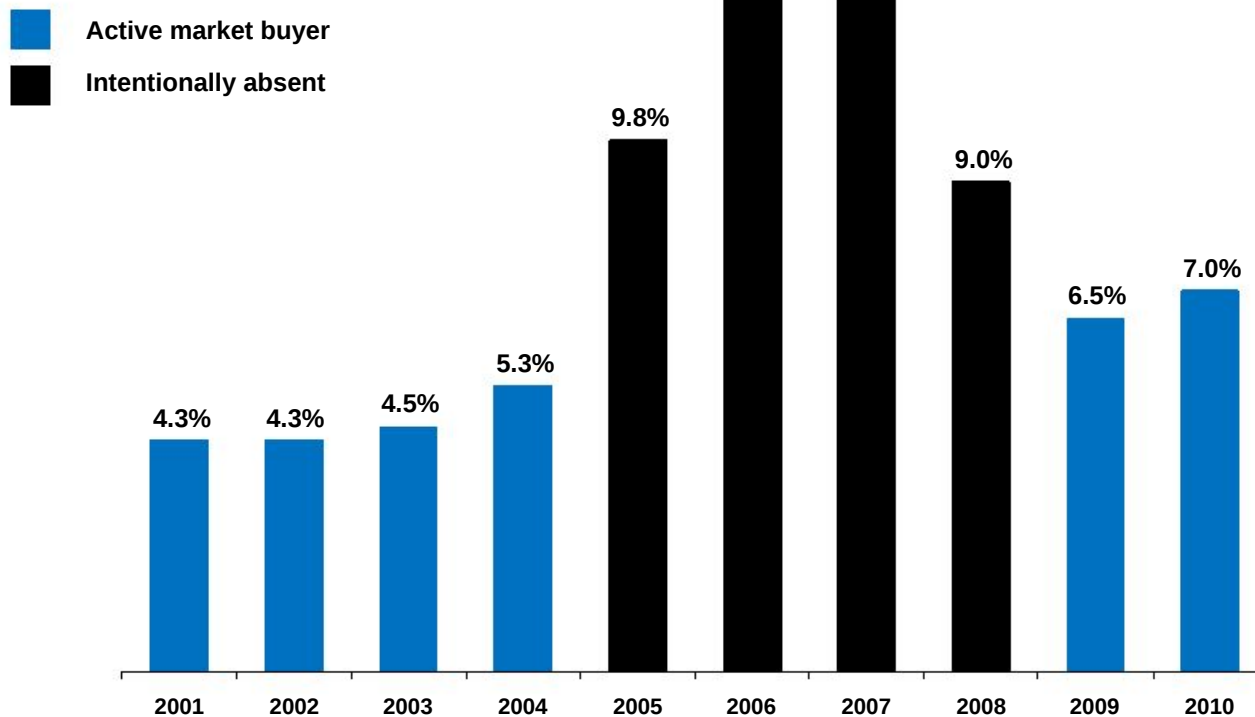


# PRICING IS UP MODERATELY IN 2010 AND WE ARE STILL DEPLOYING CAPITAL AT VERY PROFITABLE LEVELS

EXAMPLE

## Pricing trend from one issuer through time

(% on a dollar of face)



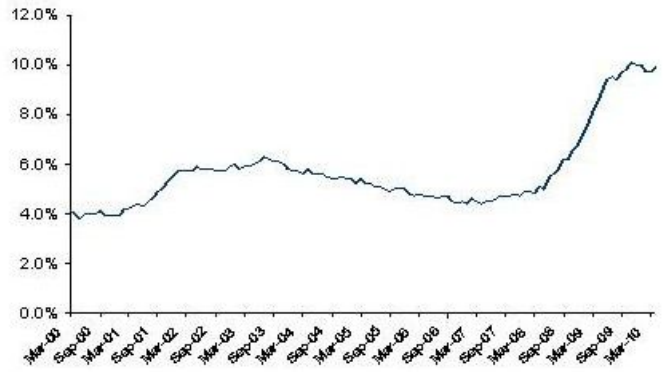


# THE AVAILABLE DATA AROUND THE AVERAGE CONSUMER SHOWS THAT THEY REMAIN CHALLENGED

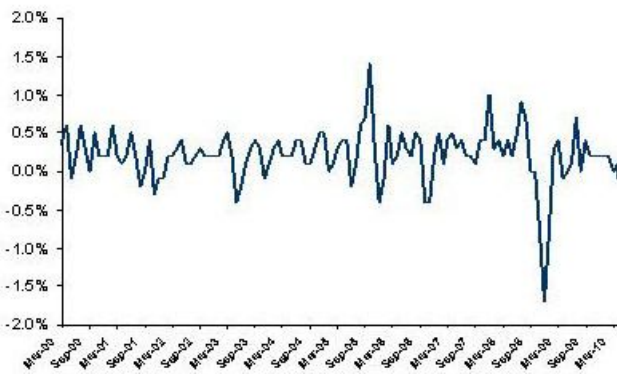
## High mortgage defaults



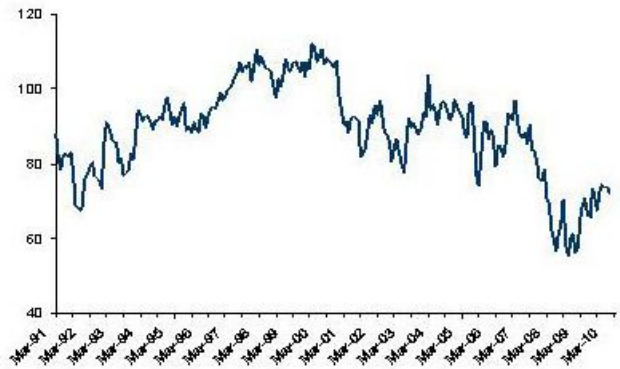
## Near all-time high unemployment rate



## Volatile consumer price index



## Low consumer sentiment



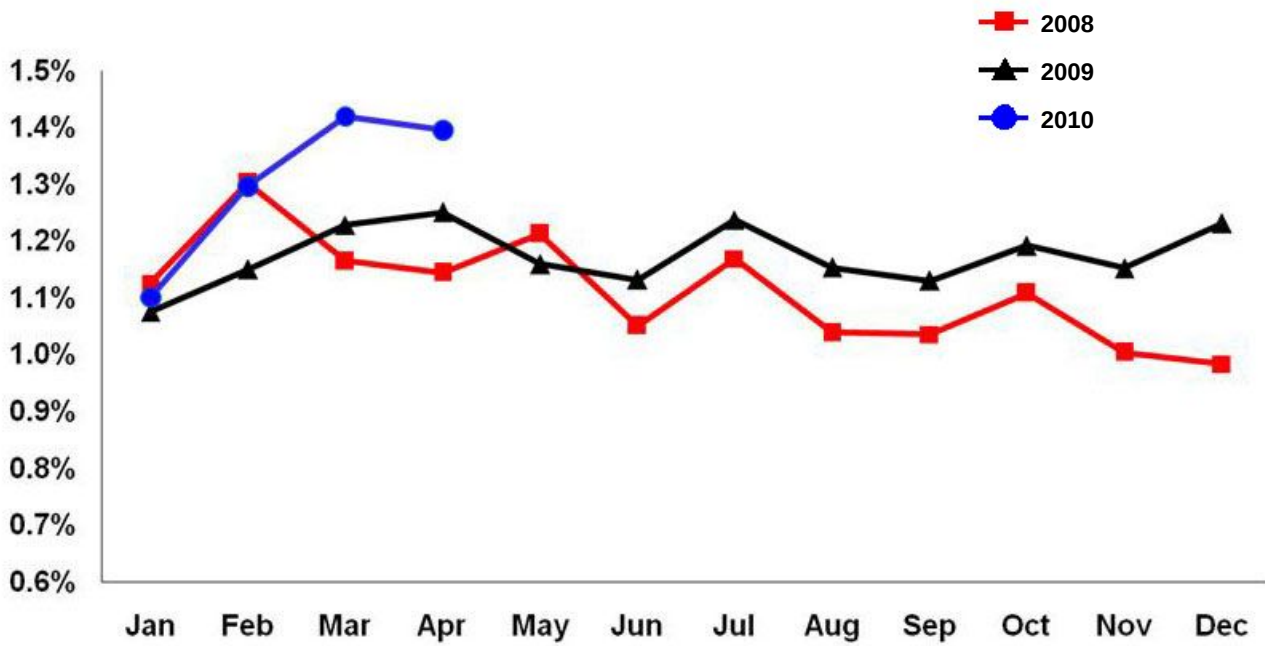
Source: Federal Reserve, University of Michigan, U.S. Bureau of Labor Statistics

## HOWEVER, OUR CONSUMERS' PAYMENT BEHAVIOR AND OUR PERFORMANCE REMAIN CONSISTENT

<i>Metric</i>	<i>Recent trend</i>
<ul style="list-style-type: none"><li>• Payer rates</li></ul>	<ul style="list-style-type: none"><li>• Slightly upward</li></ul>
<ul style="list-style-type: none"><li>• Average payment size</li></ul>	<ul style="list-style-type: none"><li>• Stable</li></ul>
<ul style="list-style-type: none"><li>• Single vs. multi-payers</li></ul>	<ul style="list-style-type: none"><li>• More payment plans</li></ul>
<ul style="list-style-type: none"><li>• Broken payer rates</li></ul>	<ul style="list-style-type: none"><li>• Mild improvement</li></ul>
<ul style="list-style-type: none"><li>• Settlement rates</li></ul>	<ul style="list-style-type: none"><li>• Upward trend</li></ul>

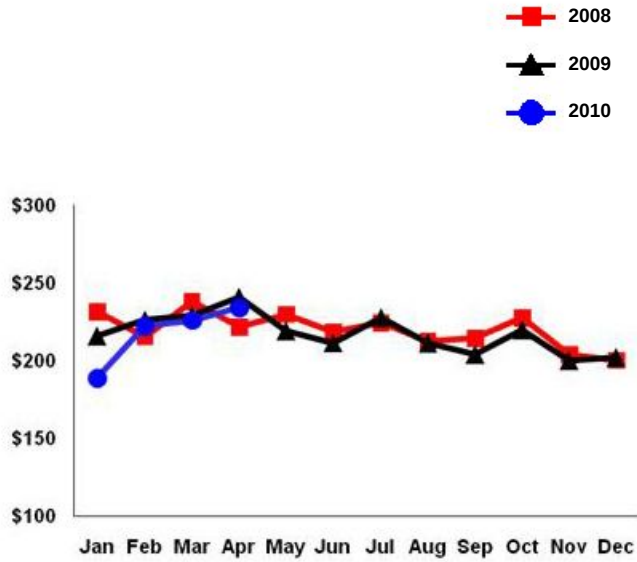
## OUR OVERALL PAYER RATES HAVE IMPROVED

### Overall payer rate for all active inventory

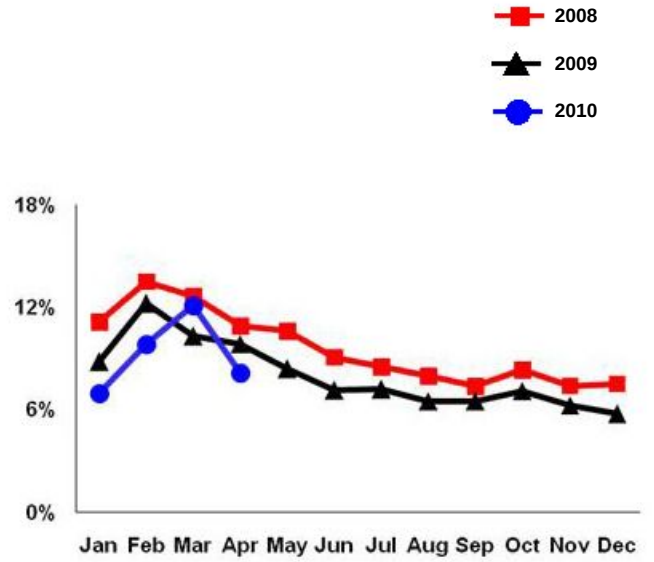


# AVERAGE PAYMENT SIZE REMAINS CONSISTENT, EVEN AS PAYMENT PLANS CONTINUE TO BE THE NORM

Average payment size for all paying accounts

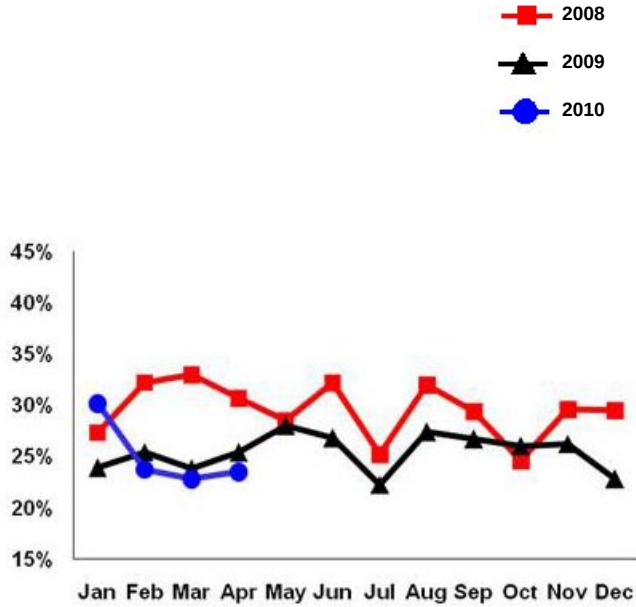


Single settlement payers as a percentage of total payers

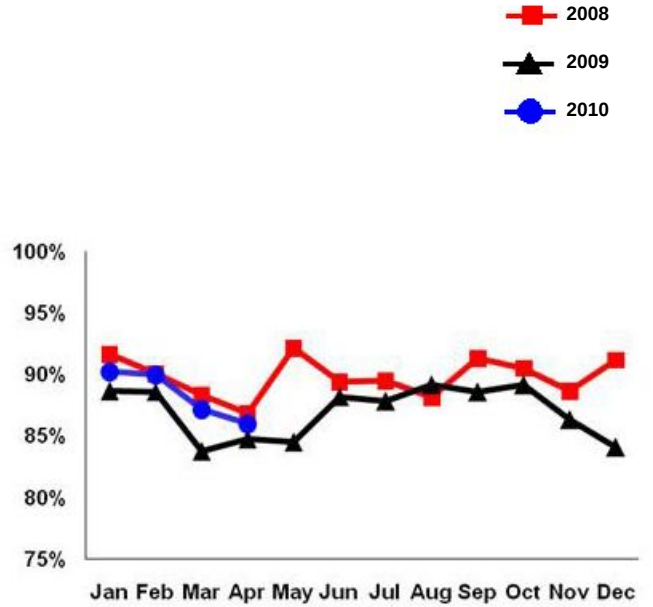


# OUR CONSUMERS ARE HONORING THEIR OBLIGATIONS AND SETTLING THEIR ACCOUNTS AT CONSTANT RATES

Overall broken payer rate, excluding settled accounts through time



Legal settlement rate



## WE ARE POSITIONED TO RESPOND TO THE CHANGING REGULATORY ENVIRONMENT

### Technology

Proprietary software platforms allow the company to make changes as new regulations and laws emerge

### Data management

Sophisticated software and analytics platforms ensure that all data-driven activities are compliant

### Training

Expanded legal and quality assurance teams partner with training department to keep account managers abreast of changes

### Self-discipline

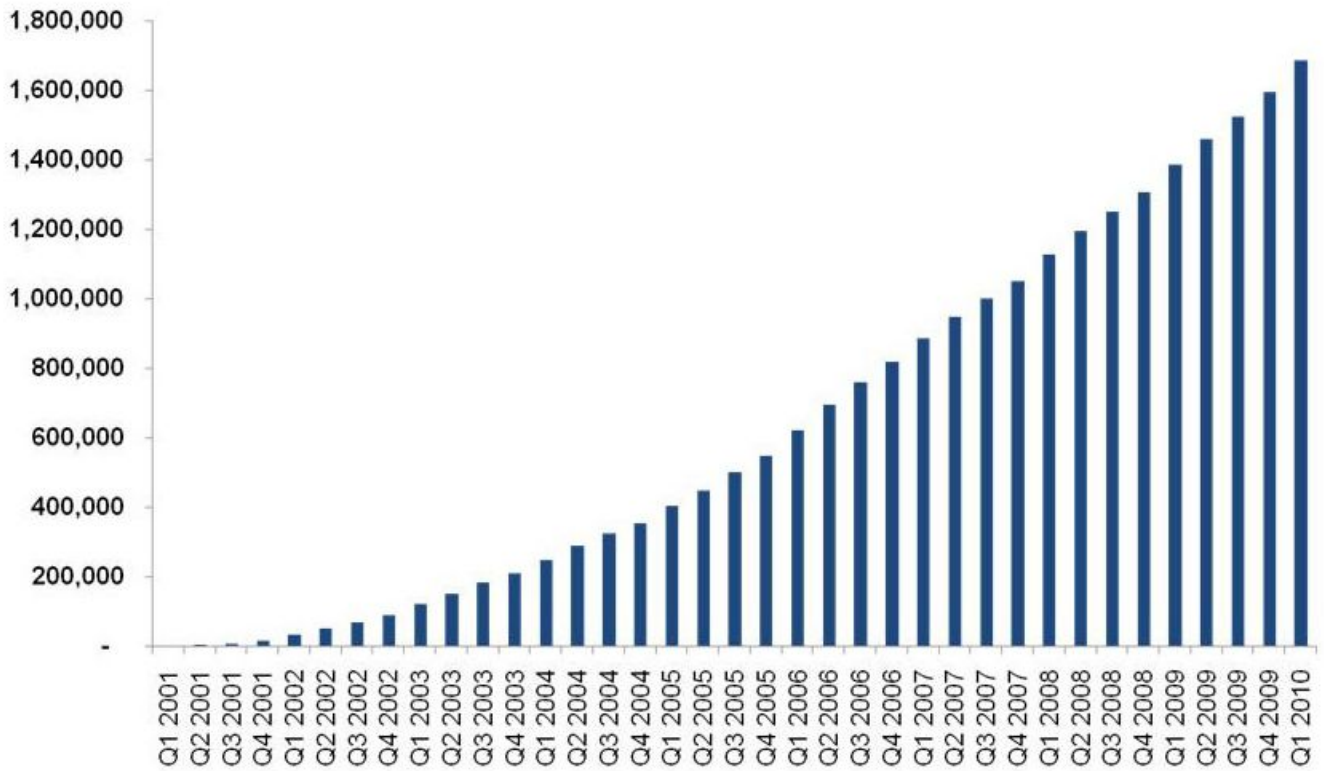
Zero tolerance policy in place to address errors by account managers

## WE ALSO LOOK FOR WAYS TO BOTH PROTECT AND PARTNER WITH OUR CONSUMERS ACROSS A RANGE OF OPERATIONAL ACTIVITIES

Operational practices	Activity
<ul style="list-style-type: none"><li>• Interest policy</li></ul>	<ul style="list-style-type: none"><li>• We do not charge interest during the course of payment plans to improve the likelihood that a consumer will be able to fulfill their obligations</li></ul>
<ul style="list-style-type: none"><li>• Discounts</li></ul>	<ul style="list-style-type: none"><li>• We consistently provide significant discounts to consumers in an effort to establish a mutually beneficial negotiation</li></ul>
<ul style="list-style-type: none"><li>• Outbound communication</li></ul>	<ul style="list-style-type: none"><li>• It is our policy not to leave messages on answering machines (unless previous contact made) or intentionally contact third-parties out of respect for our consumers' privacy</li></ul>
<ul style="list-style-type: none"><li>• Work segmentation</li></ul>	<ul style="list-style-type: none"><li>• We use our suite of powerful analytic scores to identify those consumers that are unable to repay their obligations, and we proactively choose to forgo all work effort either temporarily or permanently</li></ul>

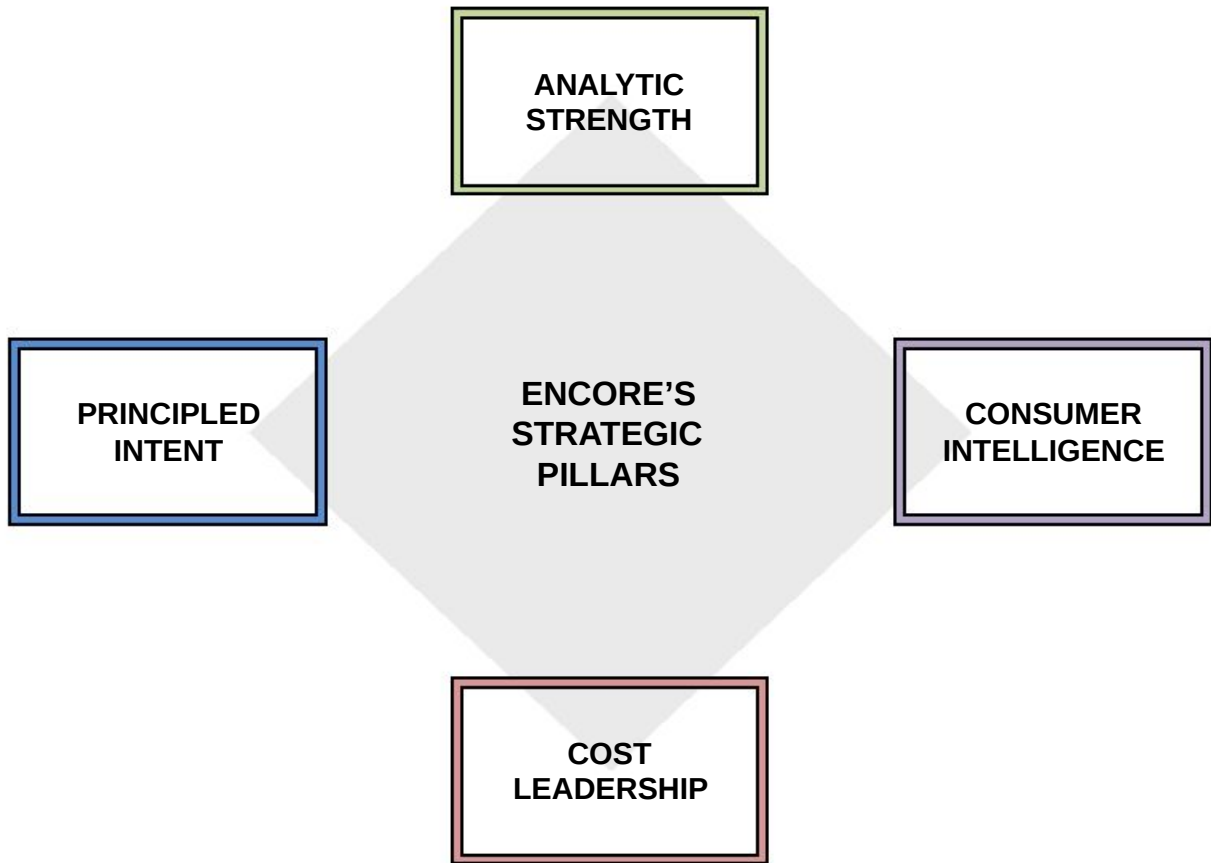
# THESE PRACTICES HAVE ALLOWED US TO EFFECTIVELY WORK WITH MILLIONS OF CONSUMERS

## Consumers with whom we have partnered to retire their debt (cumulative)

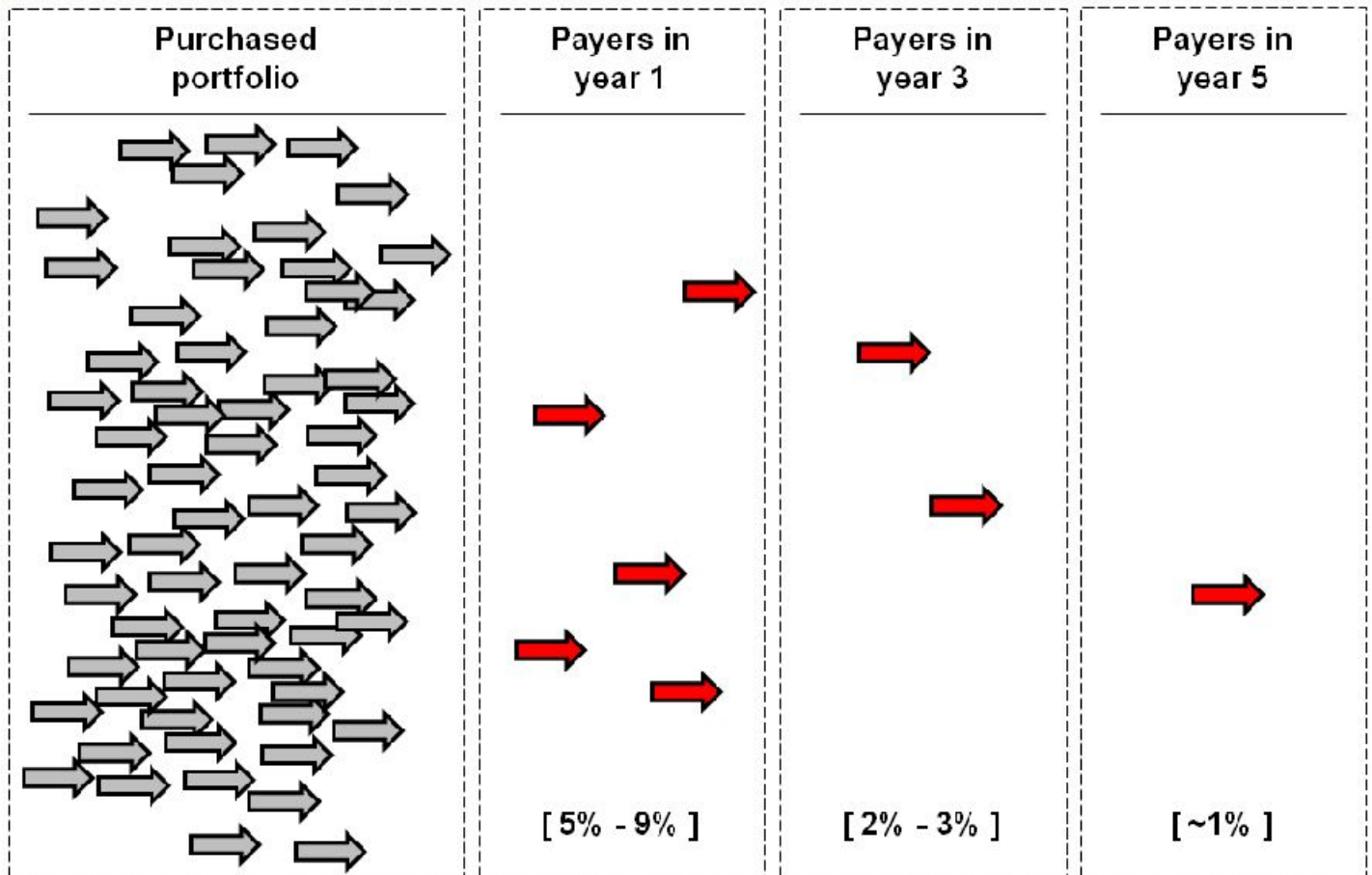




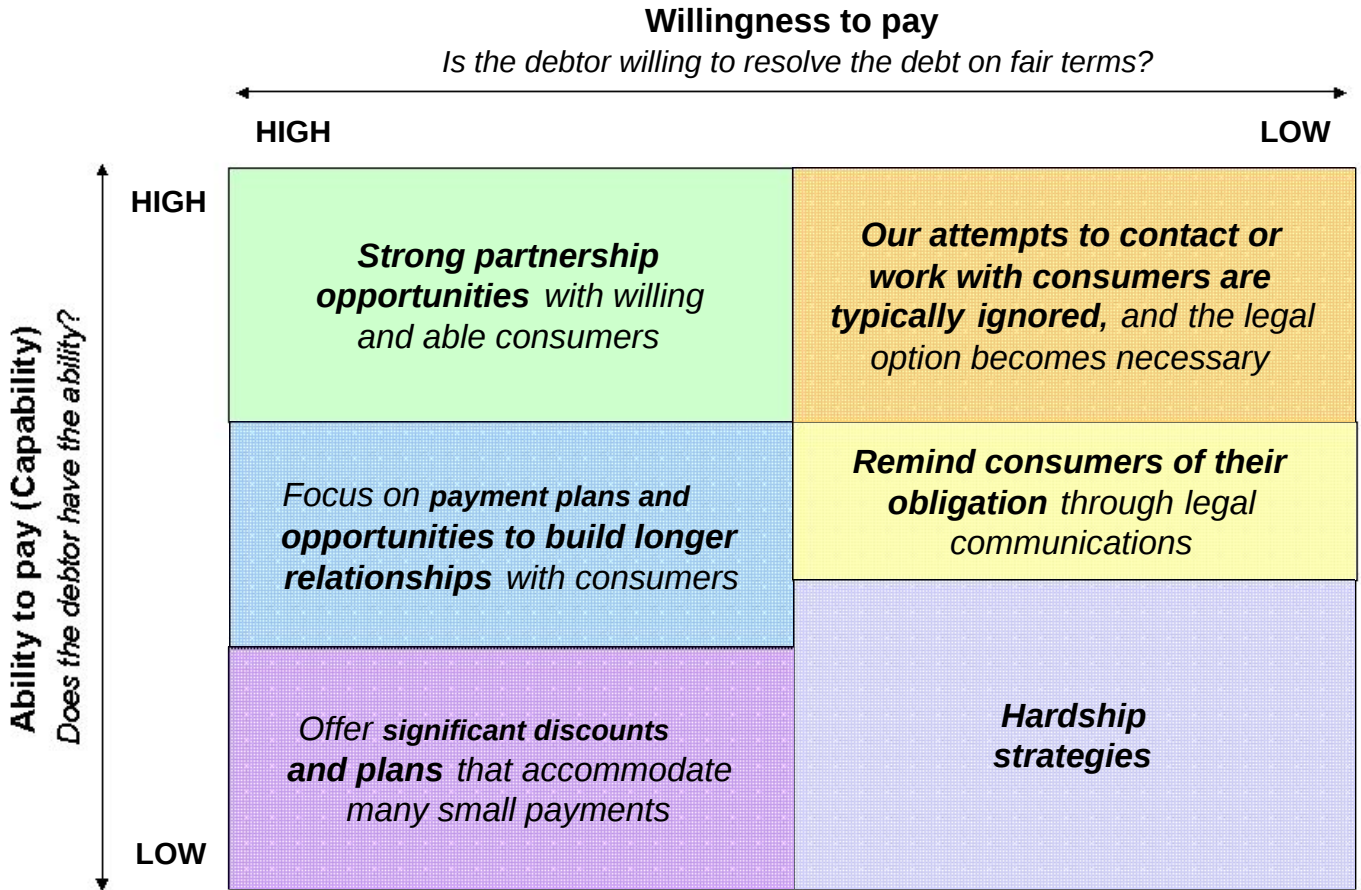
# OUR OPERATIONAL SUCCESS IS BASED UPON FOUR STRATEGIC PRIORITIES



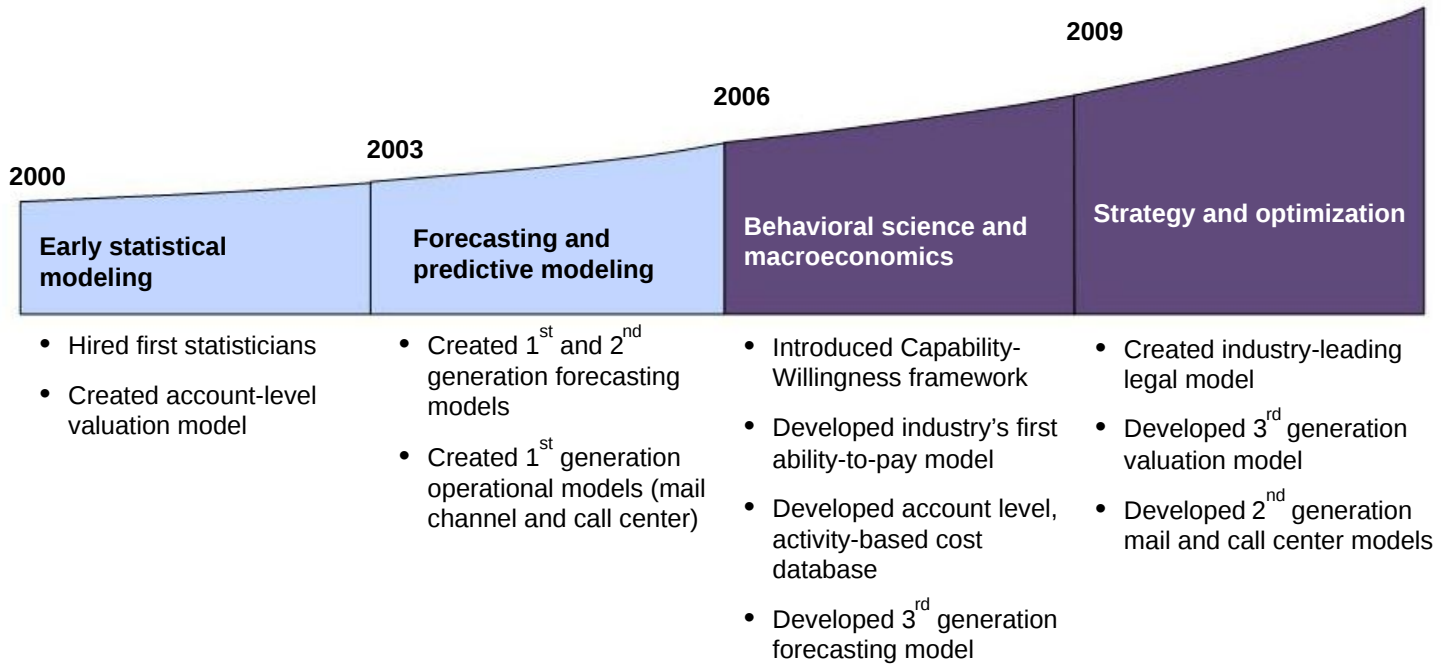
# TRYING TO UNDERSTAND AND PREDICT BEHAVIOR IS VERY DIFFICULT WHEN IT OCCURS INFREQUENTLY



**OUR ANALYTIC INSIGHT ALLOWS US TO MATCH OUR COLLECTION APPROACH TO THE INDIVIDUAL CONSUMER'S PAYMENT BEHAVIOR**

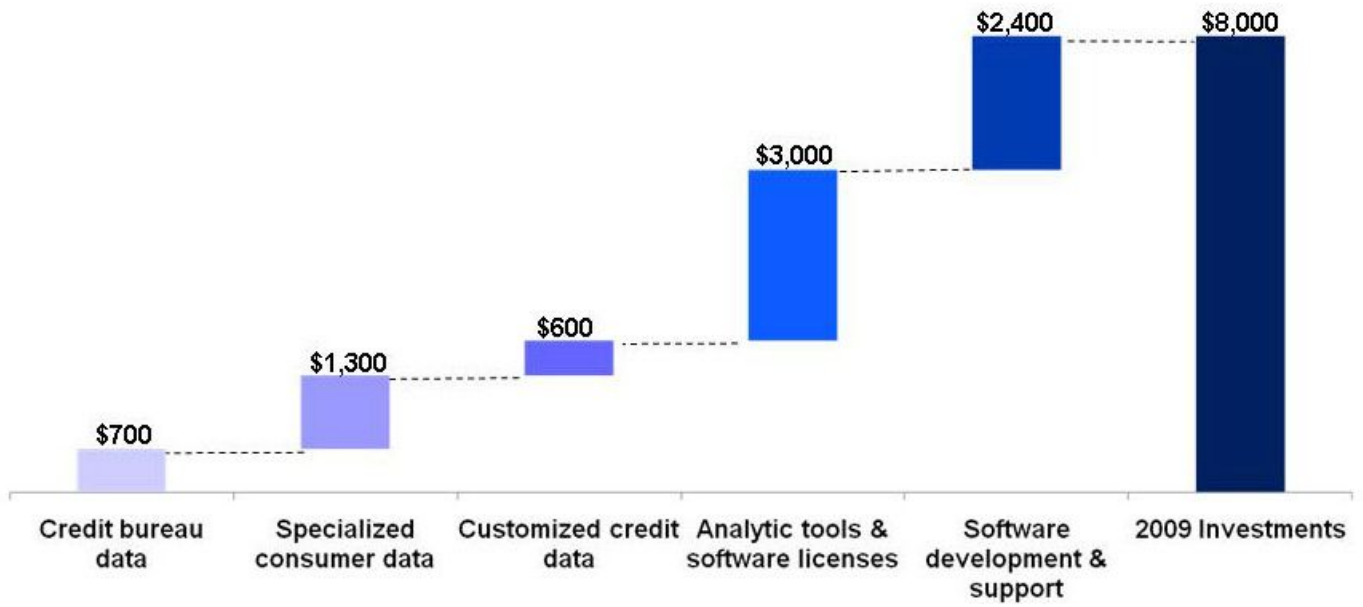


# OUR LEVEL OF SOPHISTICATION HAS SIGNIFICANTLY INCREASED OUR COMPETITIVE ADVANTAGE

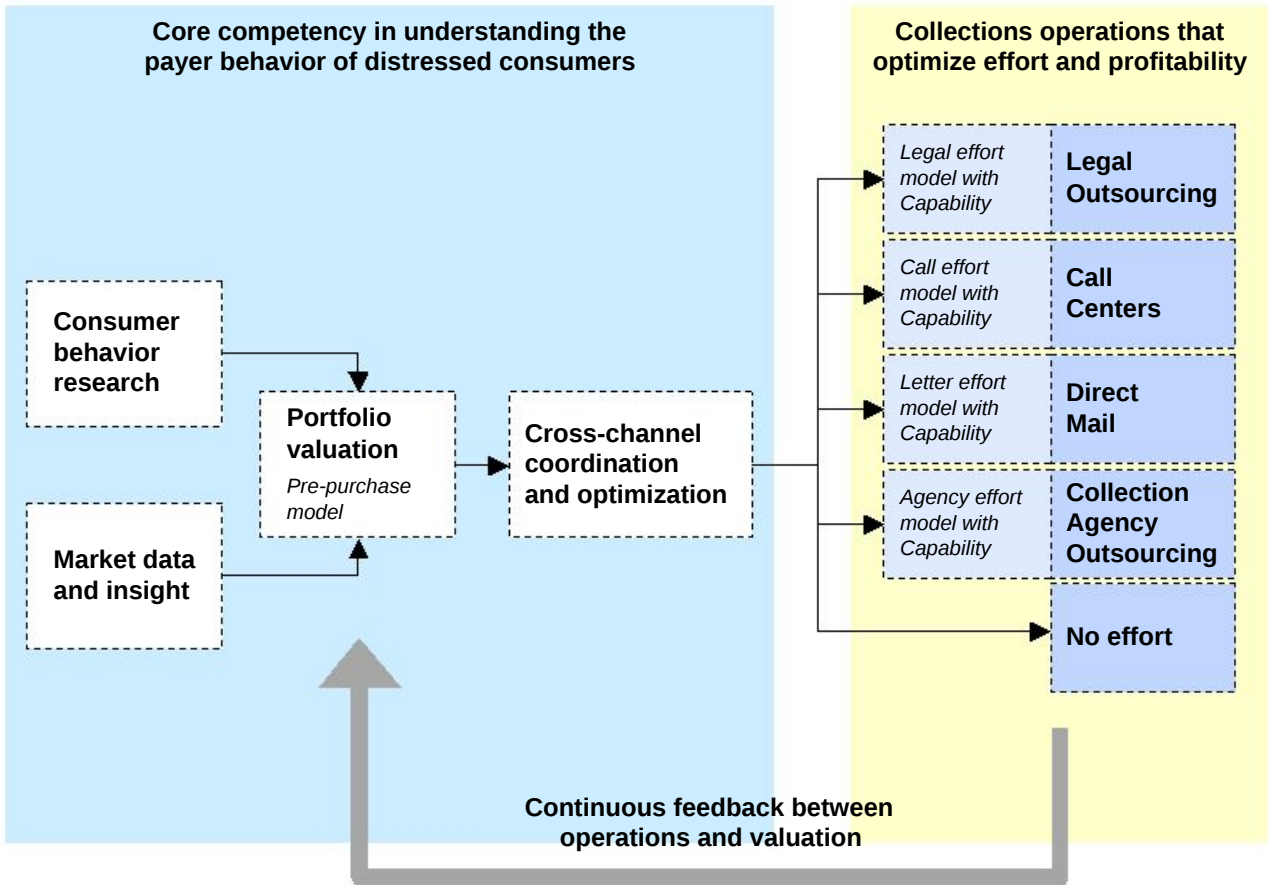


## Investments to support consumer analytics (2009 only)

(\$000s)

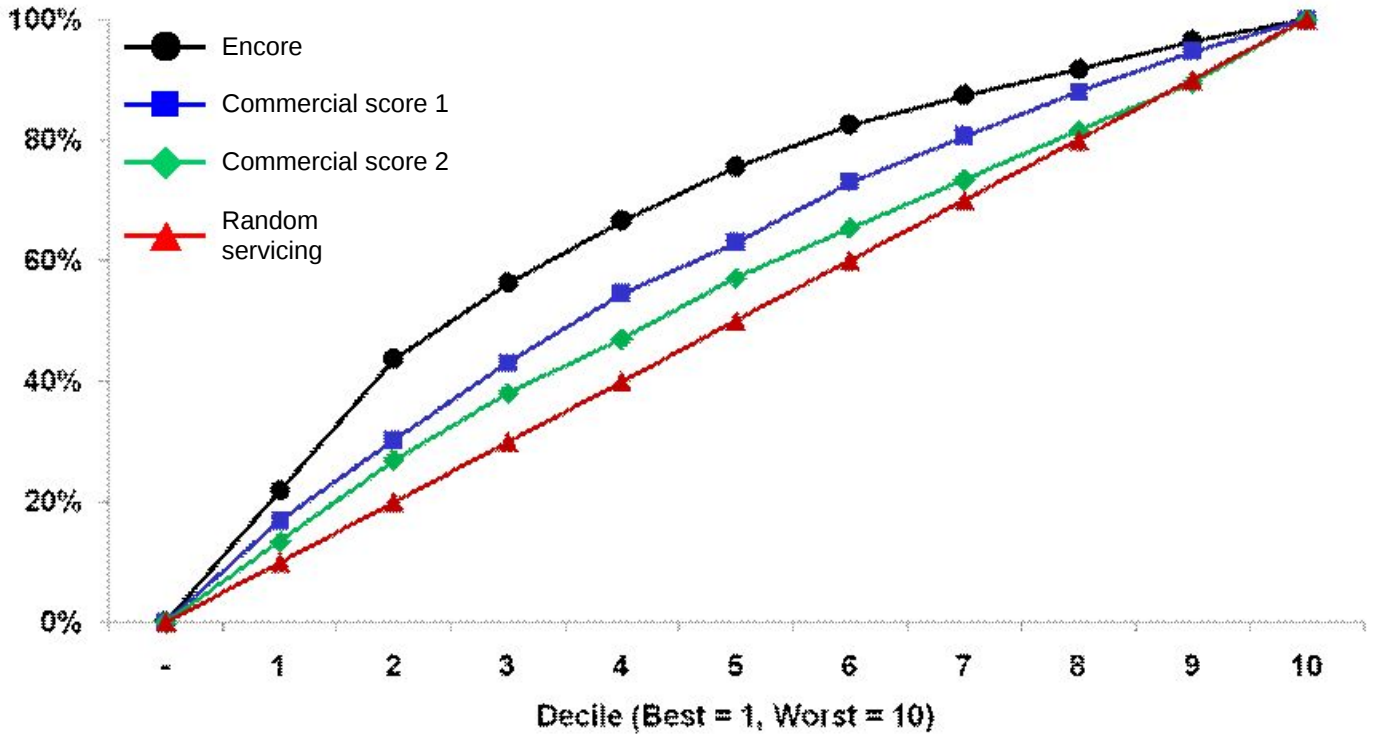


# OUR ANALYTIC REACH EXTENDS FROM PRE-PURCHASE THROUGHOUT OUR ENTIRE OWNERSHIP PERIOD



# AND IS SUPERIOR TO WHAT CAN BE ACQUIRED COMMERCIALLY

Collections lift over deciles, comparing Encore's ability-to-pay model against both competitor scores and random servicing strategies





# OUR SUCCESS IN INDIA IS A TESTAMENT TO OUR PERSEVERANCE

**2005**  
*Journey begins*



**33 staff**

**2006**  
*Year of growing pains*



- Only working low balance accounts
- Limited connection to the U.S.
- High attrition and low performance

**147 staff**

**2007**  
*First taste of success*

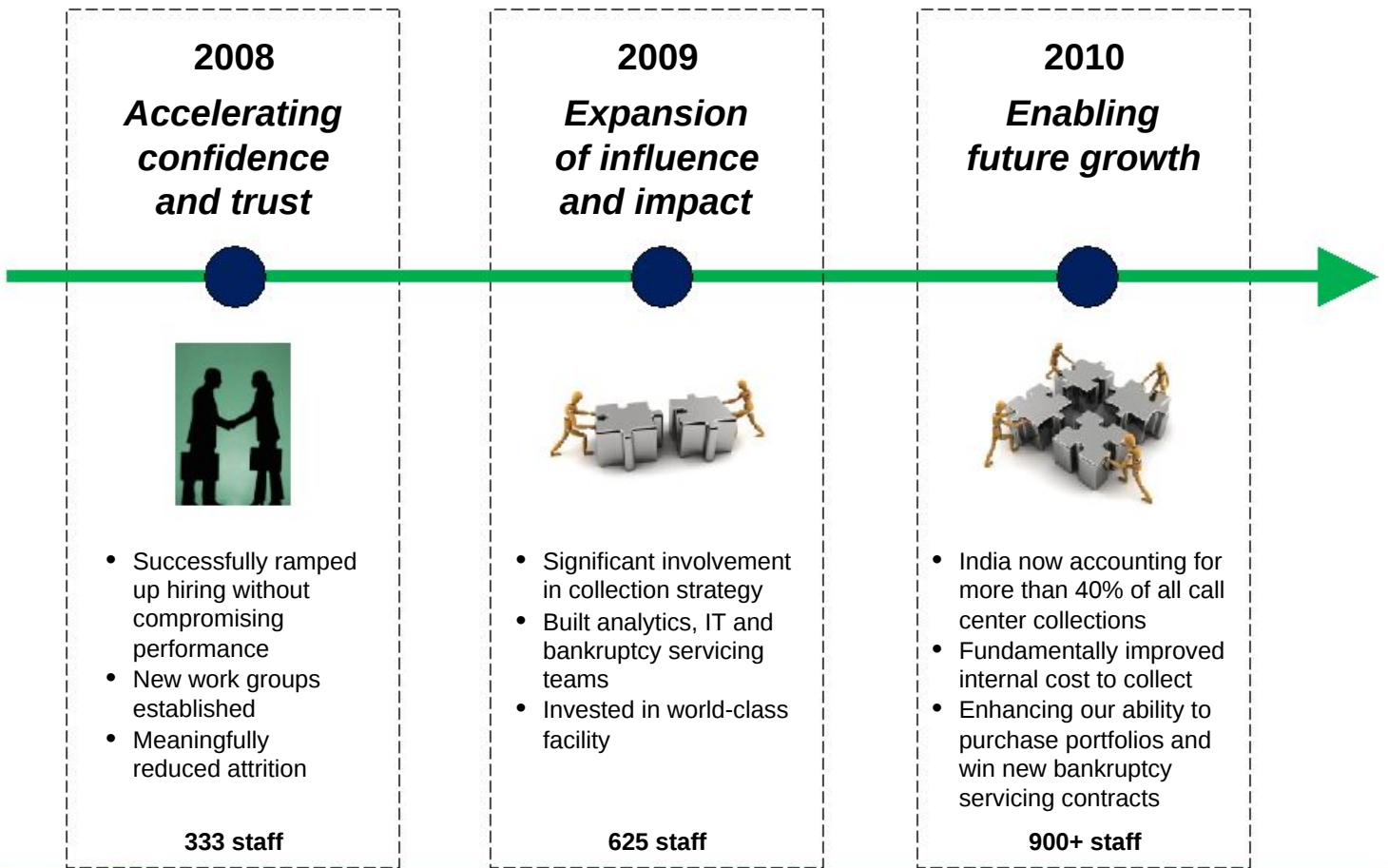


- Shifted to higher balance accounts drives strong performance
- Started competing with U.S. on paper of similar balance and age

**207 staff**



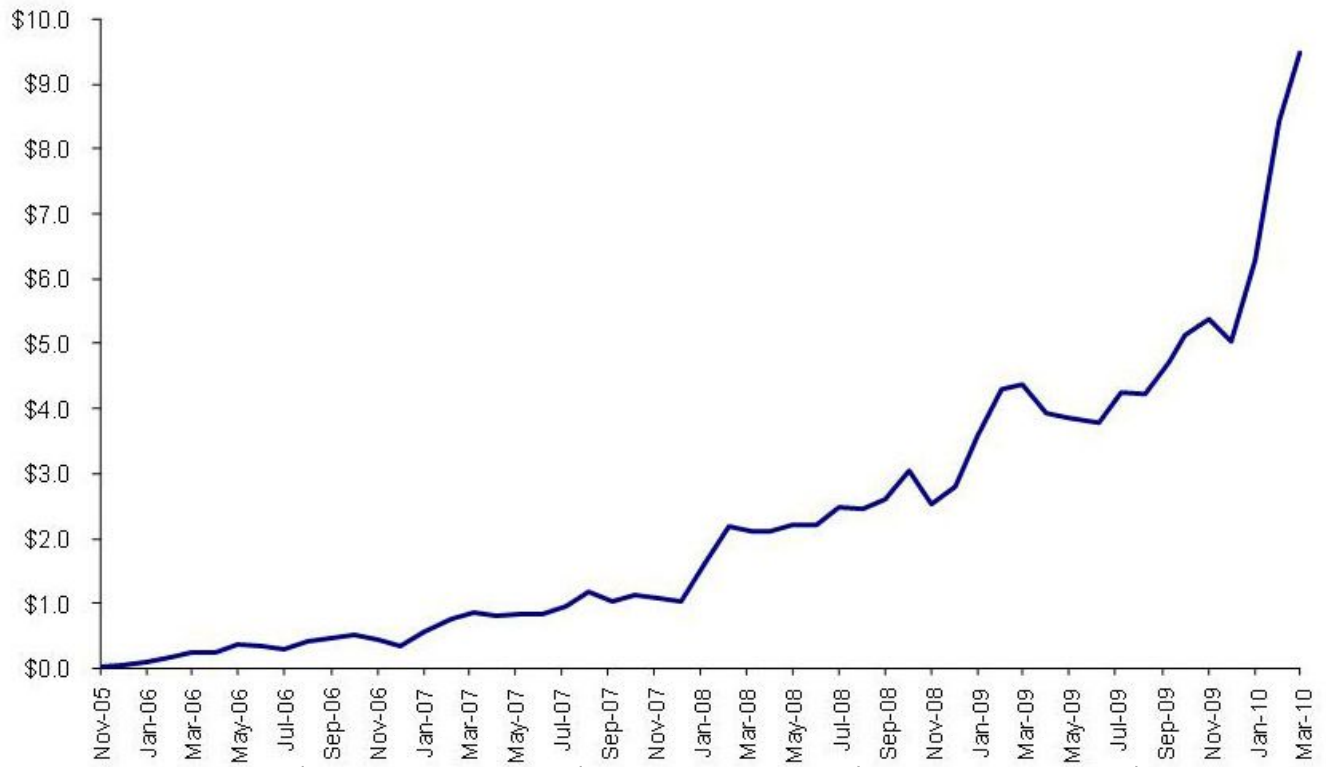
# AS A RESULT, THE INDIA TEAM IS NOW AN INTEGRAL PART OF THE COMPANY



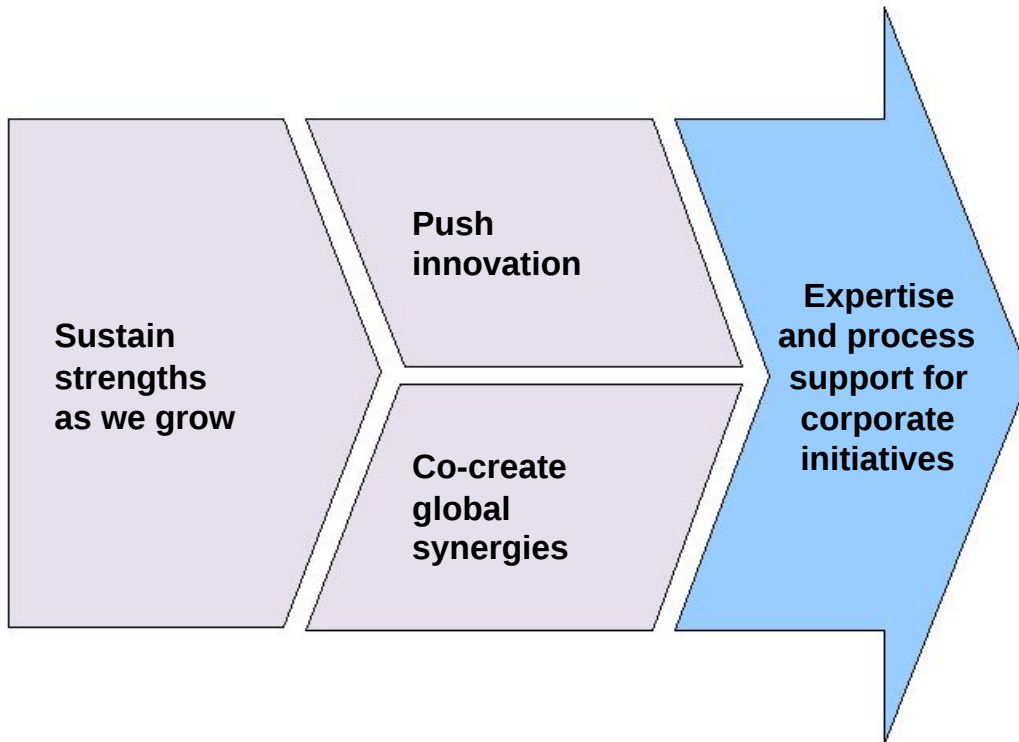
# THE GREATEST EVIDENCE OF THIS CAN BE SEEN IN THE DRAMATIC INCREASE IN MONTHLY CONTRIBUTION

## Monthly gross collections (India)

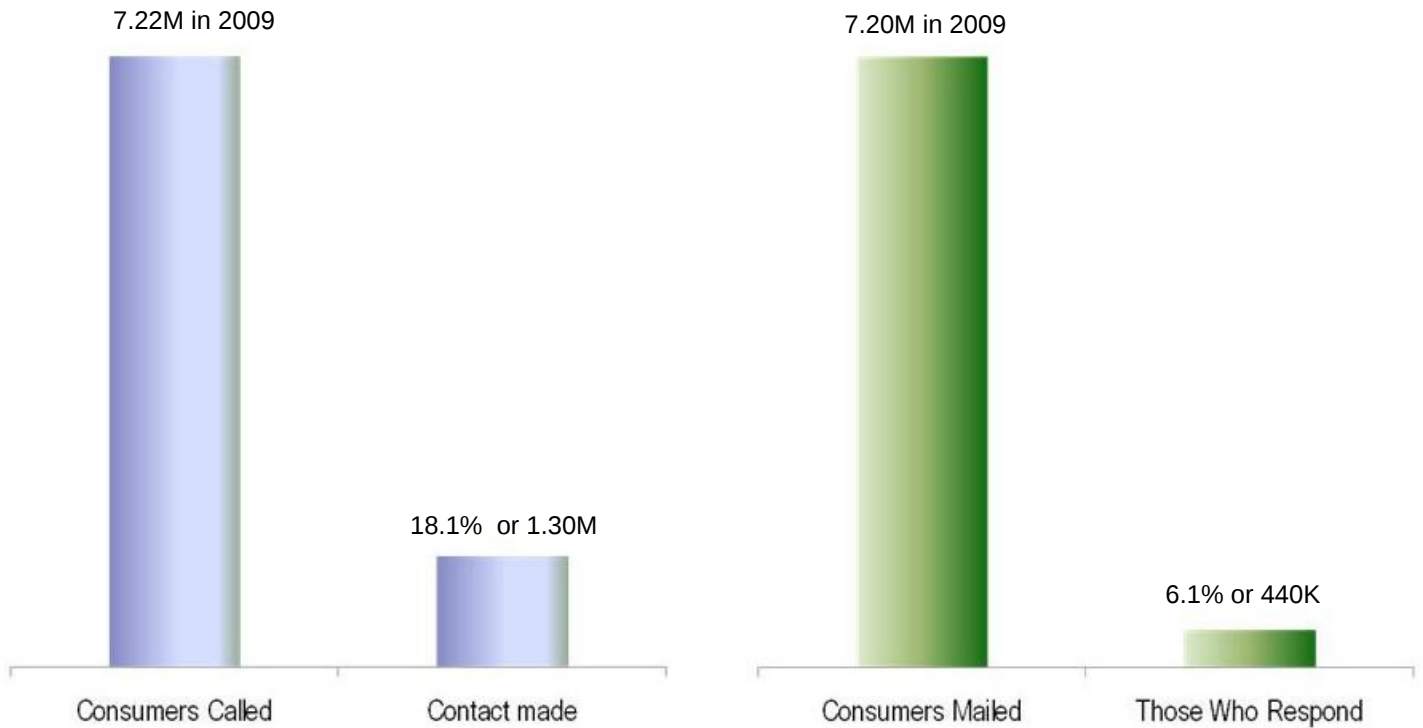
(\$ millions)



# GOING FORWARD, WE ARE FOCUSED ON MAINTAINING PERFORMANCE AND TAKING A LEADING ROLE IN COLLECTION INNOVATION



# ONE OF OUR GREATEST CHALLENGES IS THAT OUR CONSUMERS GENERALLY DO NOT RESPOND TO OUR ATTEMPTS TO CONTACT THEM

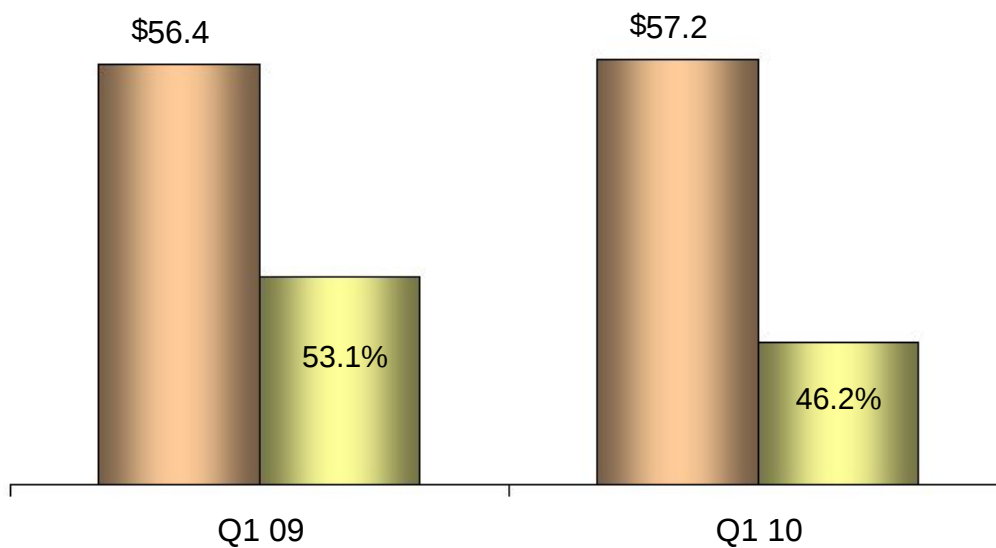


**As a result, we often find ourselves with no recourse other than to pursue litigation, a decision we do not take lightly**

# OUR SUCCESS IN THE CHANNEL VALIDATES OUR DECISION TO PURSUE THIS STRATEGY AND WE ARE BECOMING MORE EFFICIENT OVER TIME

## Legal collections and costs as a percentage of collections

(\$ millions)



## SUMMARY

---

- Favorable supply and demand dynamics are expected to drive a strong purchasing year
- Insights revealed through rigorous analytics inform our strategy and allow for a closer partnership with consumers
- Operational and financial leverage is increasing, largely due to our successful operating center in India
- Strong financial performance is expected to continue

## **QUESTIONS & ANSWERS**



# APPENDIX





## APPENDIX: ENCORE IS A LEADING PLAYER IN THE DEBT RECOVERY INDUSTRY

### Distressed consumer debt purchasing

*(95% of revenue)*

- Purchase and collection of charged-off consumer receivables (primarily credit card)
- Robust business model emphasizing consumer intelligence and operational specialization
- Invested ~\$1.5B to acquire receivables with a face value of ~\$46B
- Acquired ~29MM consumer accounts since inception



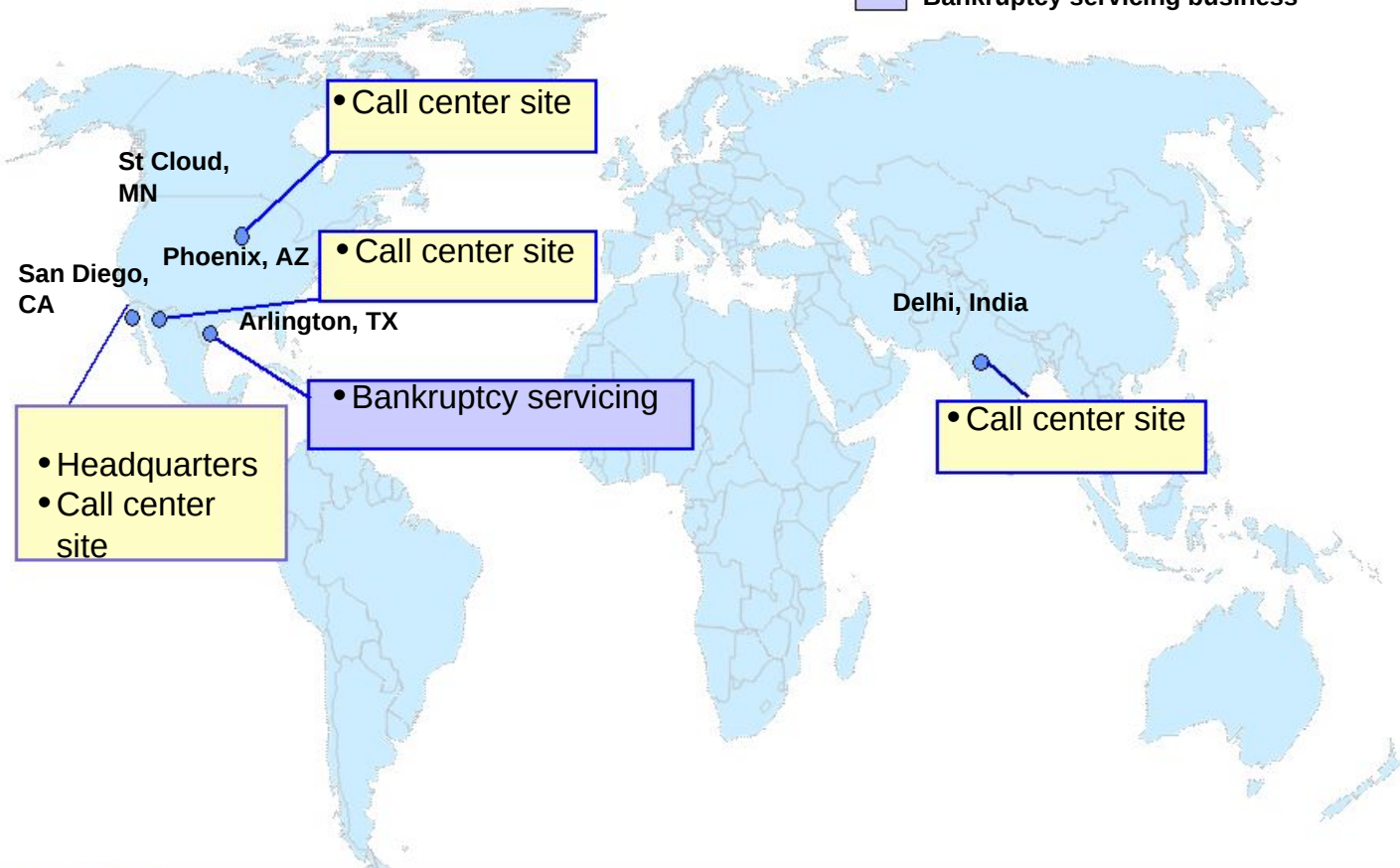
### Bankruptcy servicing

*(5% of revenue)*

- Process secured consumer bankruptcy accounts for leading auto lenders and other financial institutions
- Proprietary software dedicated to bankruptcy servicing
- Operational platform that integrates lenders, trustees, and consumers

# APPENDIX: WE OPERATE IN FIVE DIFFERENT SITES ACROSS THE U.S. AND INDIA

- Defaulted consumer debt purchasing
- Bankruptcy servicing business



## APPENDIX: AT THE PEAK OF THE CYCLE, WE WILL GENERATE PAYMENTS FROM FEWER THAN 1% OF OUR ACCOUNTS PER MONTH

ILLUSTRATIVE

<b>Portfolio Face Amount</b>	<b>\$15,000,000</b>
<b>Average Balance</b>	<b>\$3,000</b>
<b>Number of Accounts</b>	<b>5,000</b>
<b>Purchase Factor</b>	<b>\$0.05</b>
<b>Purchase Price</b>	<b>\$750,000</b>
<b>Projected Return (2.7x)</b>	<b>\$2,025,000</b>

Only requires 20% payers, at a 67.5% settlement rate, to achieve expected returns over a seven year period. This equates to:

- Year 1: ~ 7.0% (350 consumers)
- Year 2: ~ 5.5% (270 consumers)
- Year 3: ~ 4.5% (220 consumers)
- Year 4: ~ 2.0% (100 consumers)
- Years 5+: ~1.0% (60 consumers)

## APPENDIX A: CUMULATIVE COLLECTIONS BY PORTFOLIO VINTAGE

### Cumulative Collections through March 31, 2010 (000's)

Year of Purchase	Purchase Price	<2004	2004	2005	2006	2007	2008	2009	2010	Total	CCM
<2004	\$284,164	\$517,451	\$192,940	\$144,775	\$109,379	\$50,708	\$26,777	\$16,345	\$3,139	\$1,061,514	3.7
2004	101,329		39,400	79,845	54,832	34,625	19,116	11,363	2,140	241,321	2.4
2005	192,591			66,491	129,809	109,078	67,346	42,387	7,721	422,832	2.2
2006	141,969				42,354	92,265	70,743	44,553	7,425	257,340	1.8
2007	204,298					68,048	145,272	111,117	20,888	345,325	1.7
2008	227,935						69,049	165,164	35,578	269,791	1.2
2009	254,127							96,529	55,927	152,456	0.6
2010	81,621								8,354	8,354	0.1
<b>Total</b>	<b>\$1,488,034</b>	<b>\$517,451</b>	<b>\$232,340</b>	<b>\$291,111</b>	<b>\$336,374</b>	<b>\$354,724</b>	<b>\$398,303</b>	<b>\$487,458</b>	<b>\$141,172</b>	<b>\$2,758,933</b>	<b>1.9</b>

## APPENDIX B: RECONCILIATION OF ADJUSTED EBITDA

### Reconciliation of Adjusted EBITDA to GAAP Net Income

(Unaudited, In Thousands)

Three Months Ended

	3/31/07	6/30/07	9/30/07	12/31/07	3/31/08	6/30/08	9/30/08	12/31/08	3/31/09	6/30/09	9/30/09	12/31/09	3/31/10
GAAP net income, as reported	4,991	(1,515)	4,568	4,187	6,751	6,162	3,028	(2,095)	8,997	6,641	9,004	8,405	10,861
Interest expense	4,042	4,506	4,840	5,260	5,200	4,831	5,140	5,401	4,273	3,958	3,970	3,959	4,538
Contingent interest expense	3,235	888	-	-	-	-	-	-	-	-	-	-	-
Pay-off of future contingent interest	-	11,733	-	-	-	-	-	-	-	-	-	-	-
Provision for income taxes	3,437	(1,031)	1,315	2,777	4,509	4,225	2,408	(1,442)	5,973	4,166	5,948	4,609	6,490
Depreciation and amortization	869	840	833	810	722	766	674	652	623	620	652	697	673
Amount applied to principal on receivable portfolios	28,259	29,452	26,114	29,498	40,212	35,785	35,140	46,364	42,851	48,303	49,188	47,384	58,265
Stock-based compensation expense	801	1,204	1,281	1,001	1,094	1,228	860	382	1,080	994	1,261	1,049	1,761
Adjusted EBITDA	45,634	46,077	38,951	43,533	58,488	52,997	47,250	49,262	63,797	64,682	70,023	66,103	82,588

Note: The periods 3/31/07 through 12/31/08 have been adjusted to reflect the retrospective application of ASC 470-20