UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, DC 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 9, 2011

ENCORE CAPITAL GROUP, INC.
(Exact Name of Registrant as Specified in Charter)

Delaware	**000-26489**	**48-1090909**
(State or Other Jurisdiction of Incorporation)	**(Commission File Number)**	**(IRS Employer Identification No.)**

8875 Aero Drive, Suite 200, San Diego, California	**92123**
(Address of Principal Executive Offices)	**(Zip Code)**

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

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 9, 2011, Encore Capital Group, Inc. (the "Company") made available an investor presentation following the Company's 2011 Annual Meeting of Stockholders. A copy of the slides used in the Company's presentation is furnished as Exhibit 99.1 to this Current Report on Form 8-K and is 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 Exchange Act of 1934, as amended (the "Exchange Act") 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 Exchange Act, except as shall be expressly set forth by a specific reference in such filing.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit Number	Description
99.1	Encore Capital Group, Inc. presentation dated June 9, 2011.

SIGNATURE

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 9, 2011

/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 9, 2011

Exhibit 99.1

2011 Investor Day

June 9, 2011

CAUTIONARY NOTE ABOUT FORWARD-LOOKING STATEMENTS

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. 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.

INVESTMENT HIGHLIGHTS

- Investments made over the past few years have driven significant improvements in collections, cash flow and earnings
- Demonstrated ability to raise and profitably deploy capital in favorable and unfavorable business cycles
- Expanding presence in India, combined with new strategic initiatives, are expected to continue increasing cash flow from operations
- Difficult regulatory environment being managed proactively

PRESENTING TODAY

Brandon Black
President and Chief Executive Officer

Paul Grinberg
EVP, Chief Financial Officer

Amy Anuk
VP, Business Development

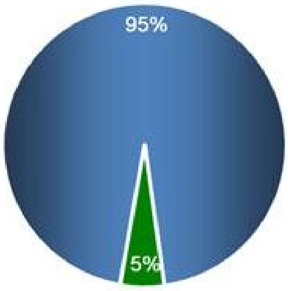
Manu Rikhye
Managing Director, India Operations

ENCORE IS A LEADER IN THE CONSUMER DEBT BUYING AND RECOVERY INDUSTRY

Revenue Composition

As of March 31, 2011

Debt Purchasing & Collections

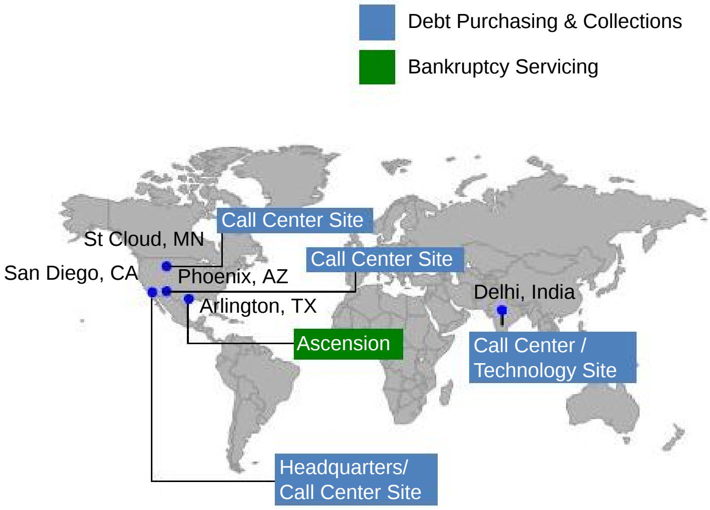


Bankruptcy Servicing

- Purchase and collection of charged-off unsecured consumer receivables (primarily credit card)
- Robust business model emphasizing consumer intelligence and operational specialization
- Invested ~$1.9 billion to acquire receivables with a face value of ~$58 billion since inception
- Acquired ~34 million consumer accounts since inception

- 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

Global Capabilities



THE COMPANY'S FINANCIAL RESULTS OVER THE PAST TWO YEARS HAVE BEEN STRONG

YOY Growth

($ millions, except EPS and ratios)

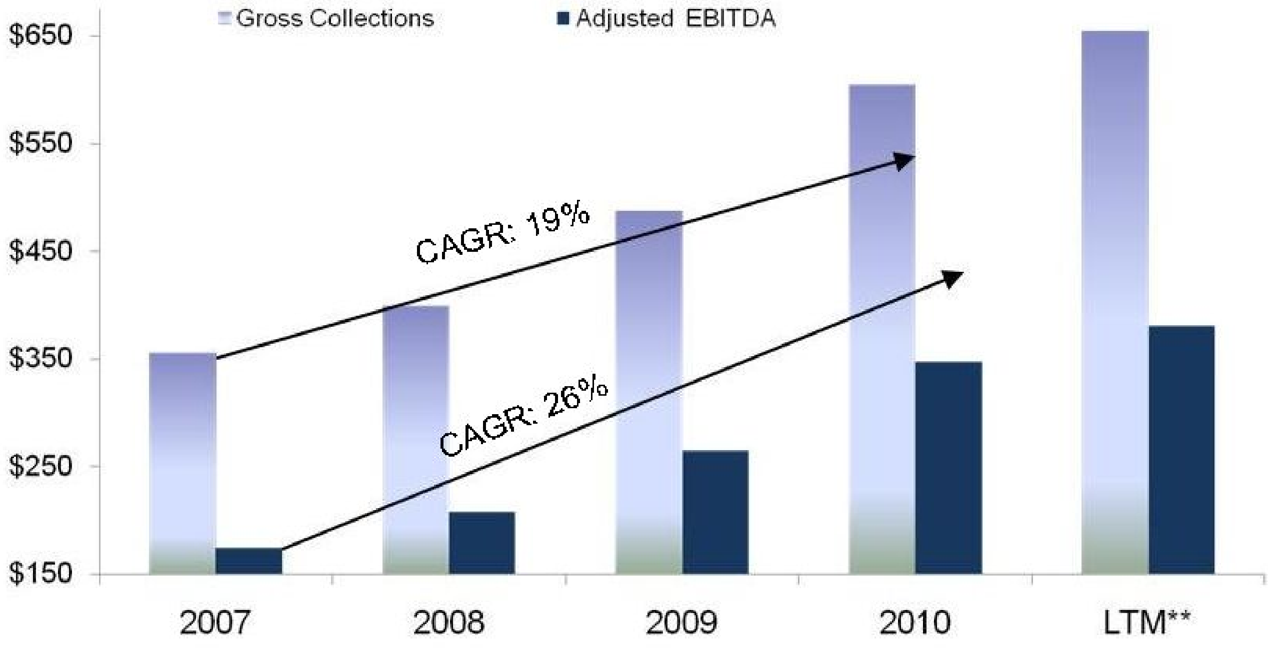
	Q1 10	Q1 11	2009	2010	Annual Variance	
Collections	$141	$191	$488	$605	$117	**24%**
Revenue	$87	$110	$316	$381	$65	**21%**
Adjusted EBITDA*	$83	$116	$265	$347	$82	**31%**
EPS	$0.44	$0.54	$1.37	$1.95	$0.58	**42%**
Purchases	$82	$91	$257	$362	$105	**41%**

* 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 this presentation.

WE HAVE GENERATED STRONG RESULTS DESPITE THE MACROECONOMIC DOWNTURN

Adjusted EBITDA* and Gross Collections by Year

($ millions)



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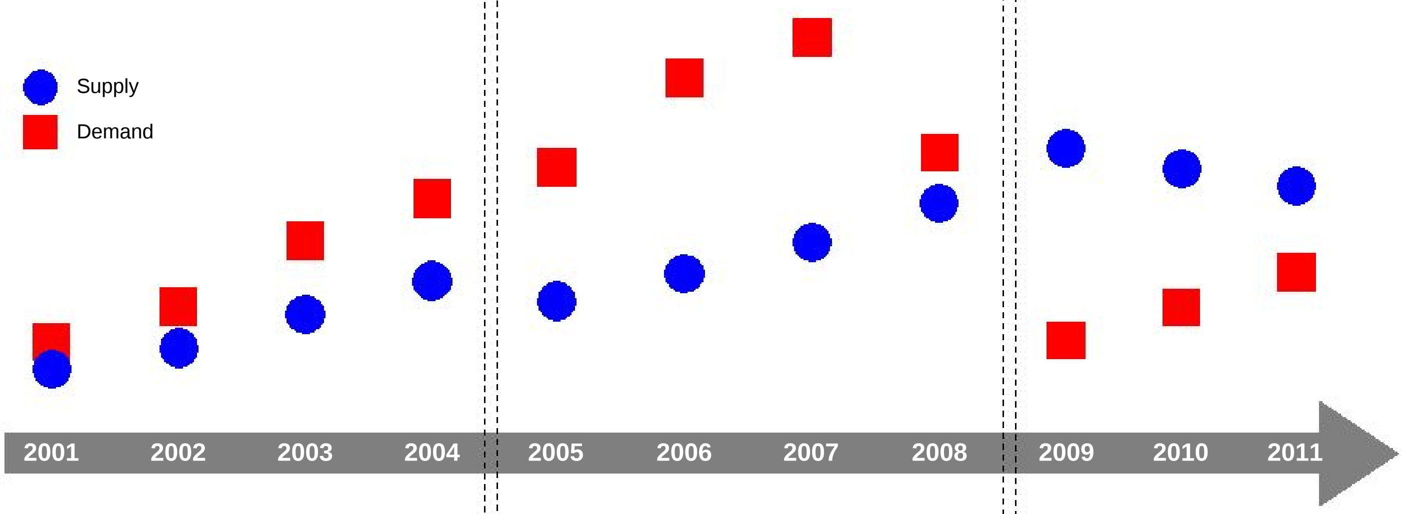
** LTM data as of 03/31/2011

STRATEGIC DECISIONS MADE OVER THE PAST DECADE DEMONSTRATE OUR ABILITY TO FORESEE AND ADAPT TO CHANGES

An Emerging Market

Overconfidence and Irrational Pricing

Attractive Opportunities



- **Created first generation consumer-level underwriting models**

- **Established our operating center in India**
- **Created an activity-level cost database**
- **Built and implemented the industry's first known ability-to-pay (capability) model**

- **Expanded access to capital**

WE HAVE ALSO POSITIONED OURSELVES TO ADDRESS REGULATORY CHALLENGES AS THEY EMERGE

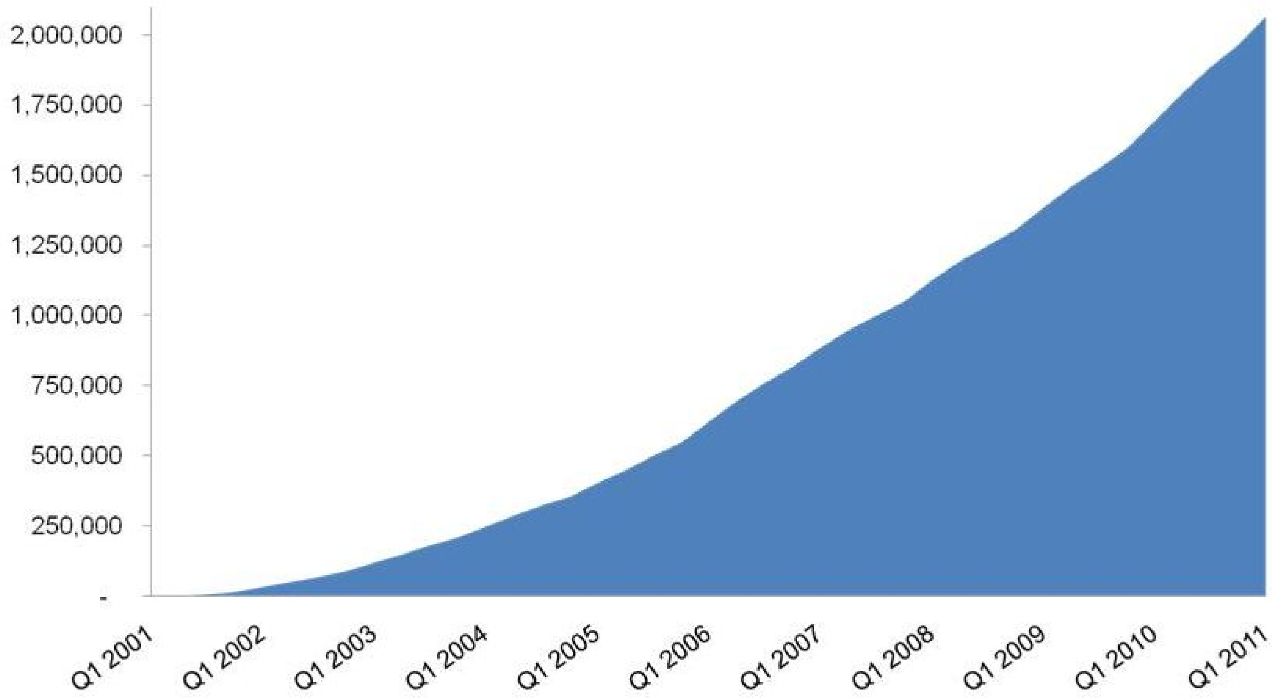
Consumer Alignment	**Revamped our consumer relations process and introduced a Consumer Bill of Rights**
Regulatory Outreach	**Met with leadership of the CFPB and the staff of key federal and state legislators**
Advisors	**Hired a government relations firm and lobbyists in key states**
Analytics	**Building a consumer intelligence platform, focused on financially distressed consumers, that can inform policy discussions and identify strategies to promote financial recovery**

OUR BUSINESS MODEL IS CRITICALLY IMPORTANT, AS IT PROVIDES THE CONSUMER WITH TIME TO RECOVER

	ORIGINAL CREDITOR	CONTINGENCY COLLECTION AGENCY	encore CAPITAL GROUP
Timeframe	• Charge-off threshold extends a maximum of 6 months	• Four-to-six month collection cycle	• Consumer has 84 months to recover financially
Process and relationship with consumers	**Transactional** • Attempt immediate resolution during delinquency cycle (days 30 – 180) • Consumer is “charged-off” by issuer on day 181	**Pressured** • Artificial deadlines • Multiple collection companies • Counterproductive incentive structure	**Partnership** • Create partnership strategy and set goals • Tailor work strategies to individual circumstances, giving them time for a consumer to recover
Outcome	• Issuer offers to sell unsecured, charged-off debt or service through 3rd party agencies	• Consumer is confused and frustrated	• Maximizes likelihood of repayment, creates consistency, and ensures that consumers are treated fairly

OUR LONG-TERM MODEL HAS ALLOWED MORE THAN TWO MILLION CONSUMERS TO MOVE TOWARD FINANCIAL RECOVERY

Consumers with Whom We Have Partnered to Retire Their Debt (Cumulative)



WE HAVE TAKEN A LEADERSHIP STANCE BY OUTLINING OUR CORE PRINCIPLES IN AN INDUSTRY-FIRST CONSUMER BILL OF RIGHTS

- Clearly states what our consumers should expect during the collection process
- Gives consumers concrete assurances about our conduct
  - No interest once payments are established, if maintained
  - No systematic messages left
  - Cessation of collections under certain circumstances
- Positions Encore as a company that governmental entities should consult with prior to enacting regulations that impact the industry

ENCORE CAPITAL GROUP

mcm

CONSUMER BILL OF RIGHTS

In all that we do, we strive to treat consumers with respect and integrity. We are committed to engaging in dialogue that is respectful and constructive, creating solutions for our consumers that resolve their debt, and ensuring that those who work on our behalf adhere to these same standards. We operate in compliance with the laws that regulate our industry, and we hope to play an important and productive role in people's lives.

Article 1: Contacting Consumers in a Timely and Effective Manner

a. At the outset of collection activity, we will send a debt validation notice informing the consumer that their account has been purchased, identifying the creditor that held the debt at default, clearly stating the balance owed, and giving the consumer an opportunity to both request further information and resolve the debt.

b. Before sending the debt validation notice, we will use reasonable efforts to verify the consumer's current address.

c. If any debt validation notice to a consumer is returned, we will disable that address, use reasonable efforts to verify the consumer's current address, and, if found, send another validation letter to the new address.

d. All collection letters we mail to a consumer will identify the creditor that held the debt at default, the creditor's account number, and the current balance owed, along with other identifying information, as appropriate.

Article 2: Resolving Accounts Quickly and Honestly

a. Our employees who interact with consumers will be trained on, and expected to comply with, applicable federal, state and local laws and regulations concerning fair and ethical collection practices. Employees' conduct in this regard will be monitored for compliance.

b. When interacting with consumers, our employees will listen and work hard to understand their consumers' needs.

c. Our employees will strive to develop and present innovative payment options that allow for the effective repayment of the obligation and accommodate the consumer's financial situation. Payment options will be discussed with the consumer in plain and simple language.

A Closer Look at Our Consumers and Our Financial Results

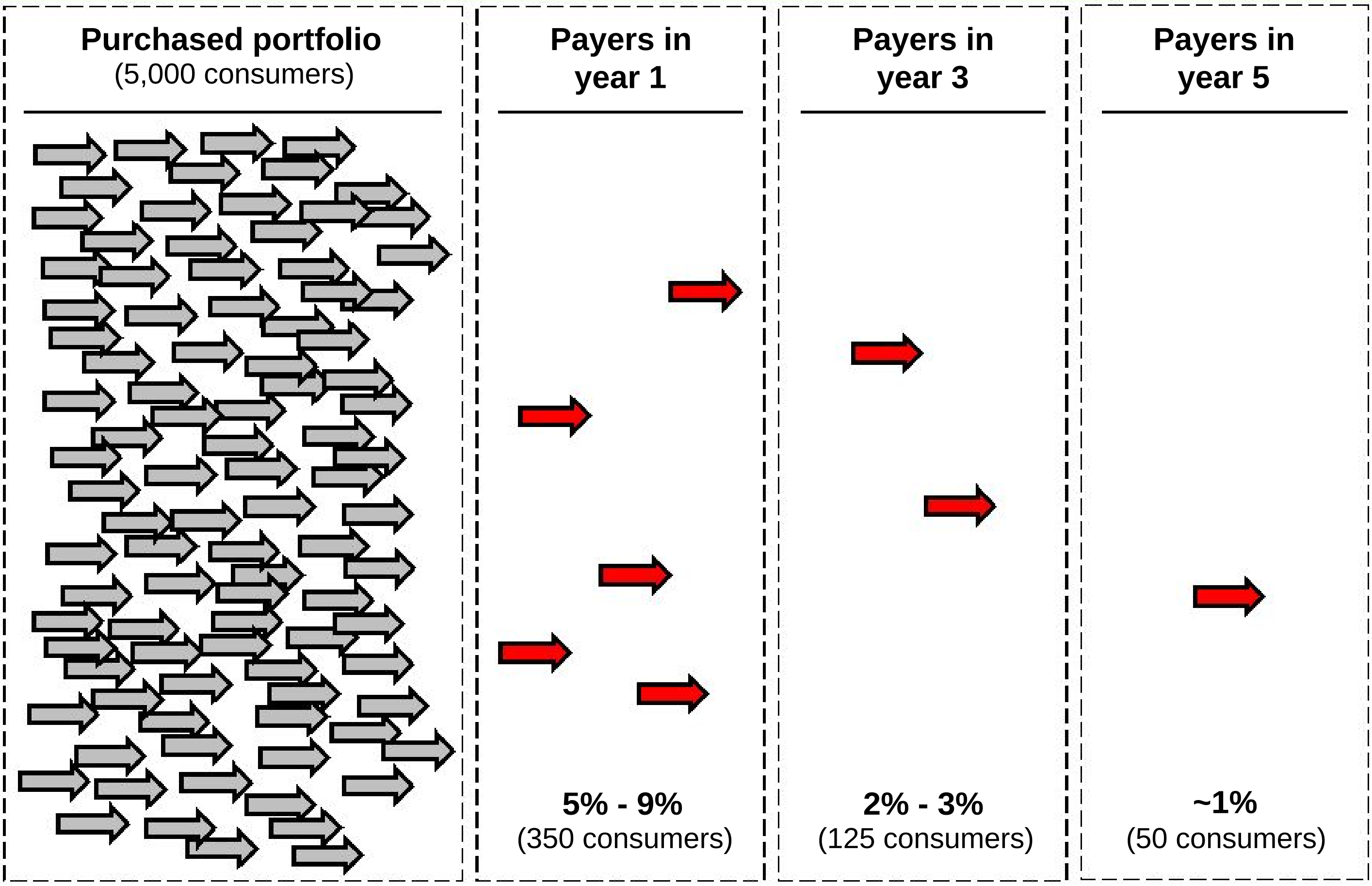
OUR BUSINESS MODEL DEPENDS UPON A VERY SMALL PERCENTAGE OF PAYERS

ILLUSTRATIVE

Portfolio Face Amount	*$15,000,000*
Average Balance	*$3,000*
Number of Accounts	*5,000*
Purchase Factor	*$0.05*
Purchase Price	*$750,000*
Projected Return (2.5x)	*$1,875,000*

As a result, we only need 19% of all consumers to pay us two-thirds of what they owe, over a seven year period, to achieve significant returns

TRYING TO UNDERSTAND AND PREDICT BEHAVIOR IS EVEN MORE DIFFICULT WHEN IT OCCURS INFREQUENTLY

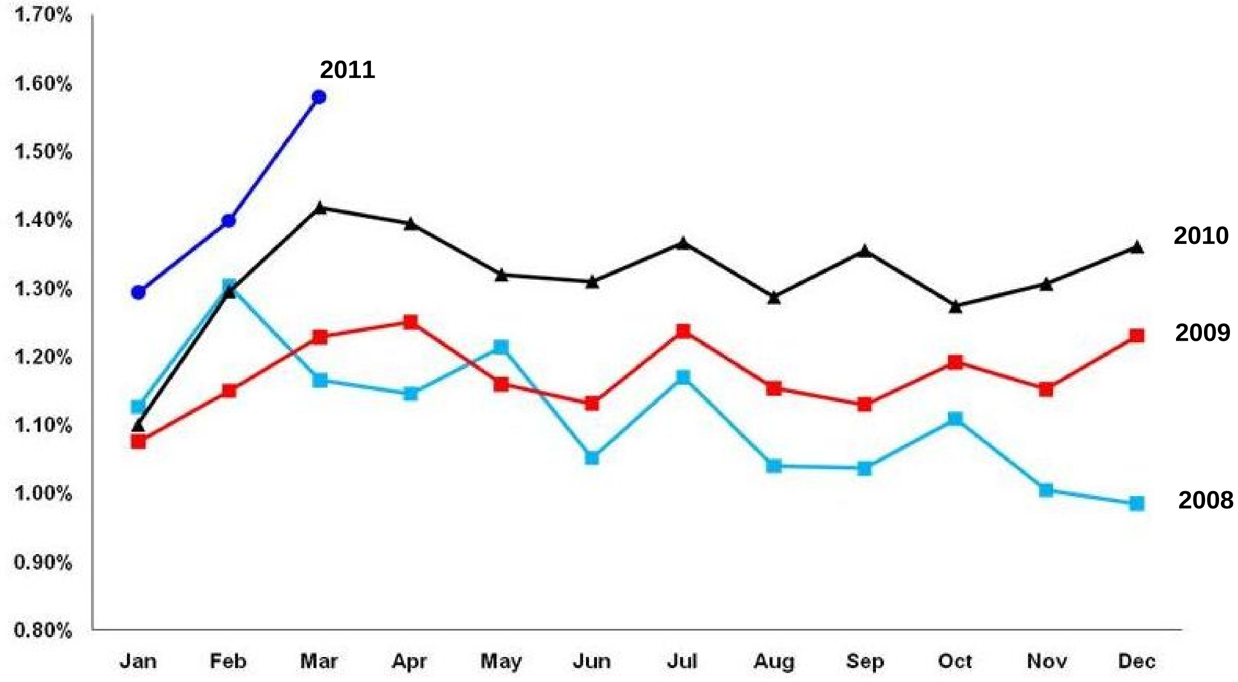


OUR CONSUMERS HAVE SHOWN THAT THEY ARE RESILIENT DESPITE THE MACROECONOMIC ENVIRONMENT

Metric	*Recent trend*
• Payer rates	• Upward
• Average payment size	• Stable
• Payment style	• More payment plans
• Broken payer rates	• Mild improvement
• Settlement rates	• Stable

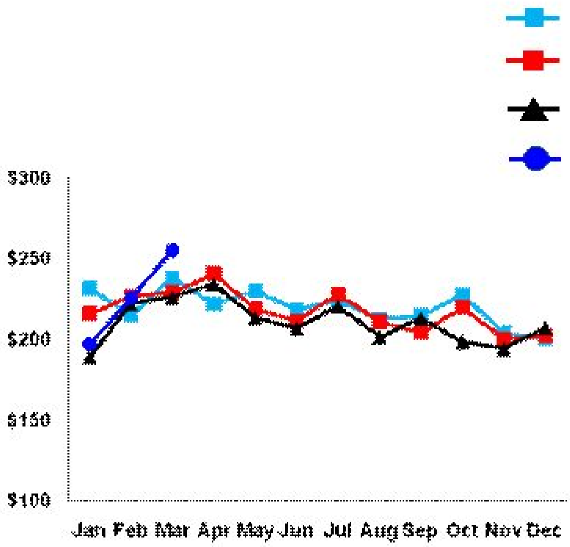
PAYER RATES HAVE ACTUALLY INCREASED OVER THE PAST FEW YEARS

Overall Payer Rate For All Active Inventory

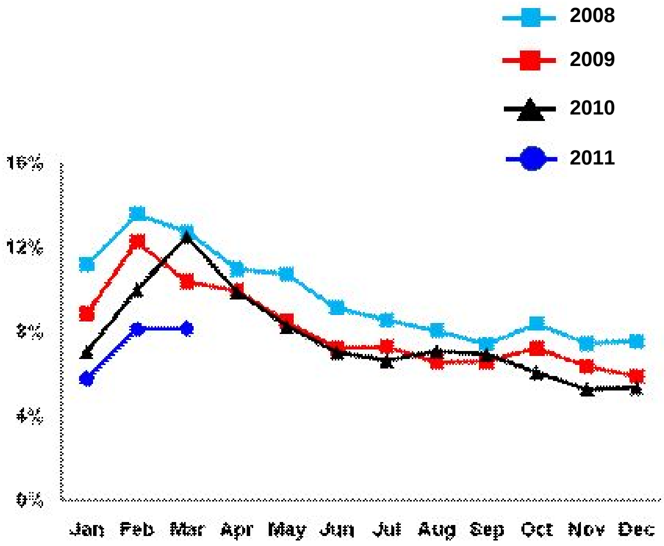


AVERAGE PAYMENT SIZE REMAINS CONSISTENT, EVEN AS PAYMENT PLANS CONTINUE TO BE THE NORM

Average Payment Size For All Paying Accounts

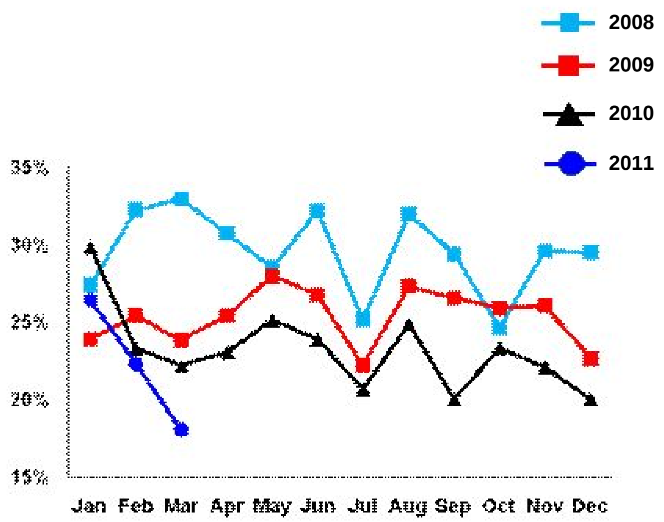


Single Settlement Payers as a Percentage of Total Payers

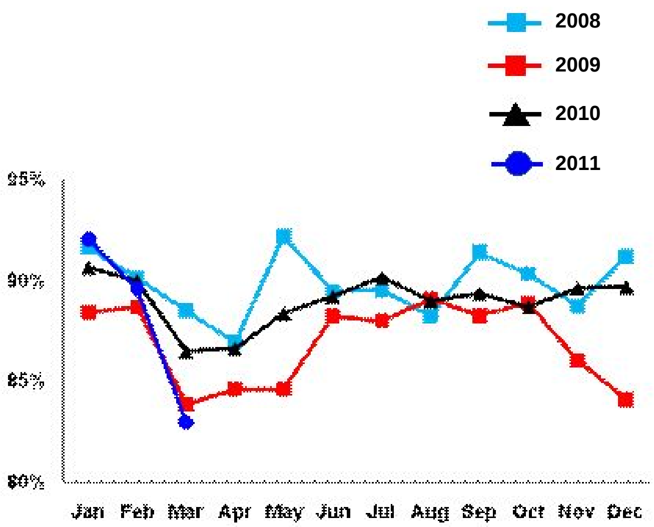


OUR CONSUMERS ARE HONORING THEIR OBLIGATIONS AND SETTLING THEIR ACCOUNTS AT RATES CONSISTENT WITH PAST PERIODS

Overall "Broken" Payer Rate, Excluding Settled Accounts Through Time



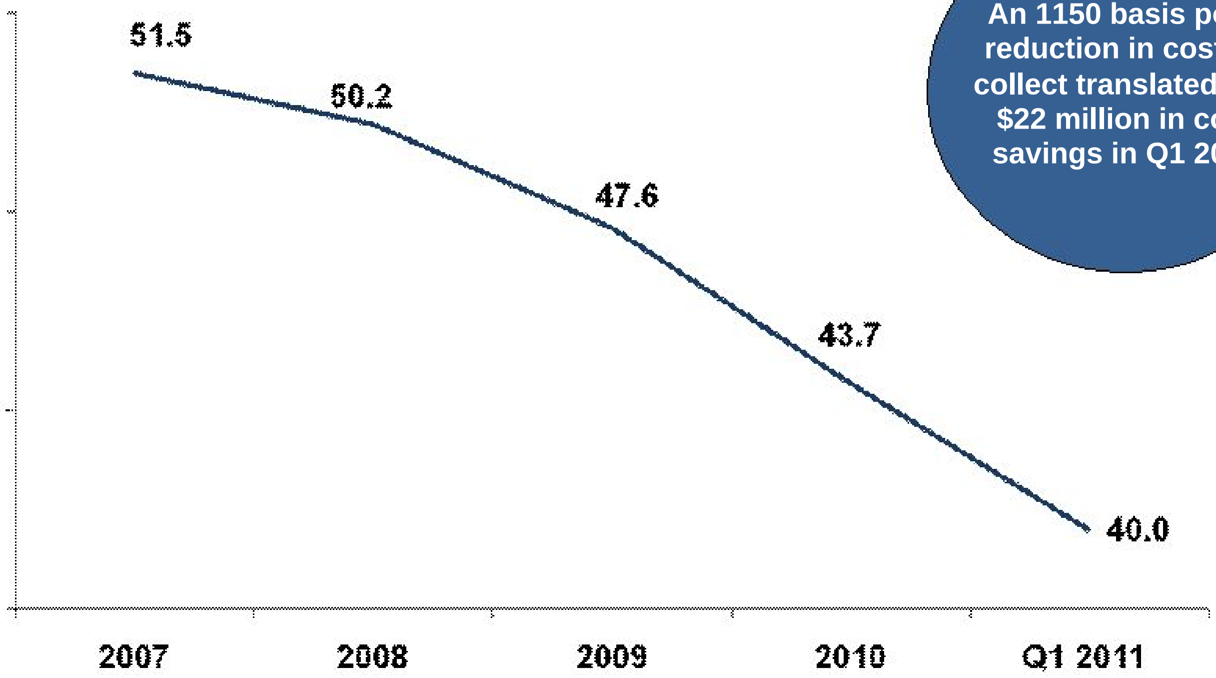
Legal Settlement Rate



WE HAVE FUNDAMENTALLY CHANGED THE COST STRUCTURE OF THE COMPANY OVER THE PAST FOUR YEARS

Overall Cost-to-Collect

(%)

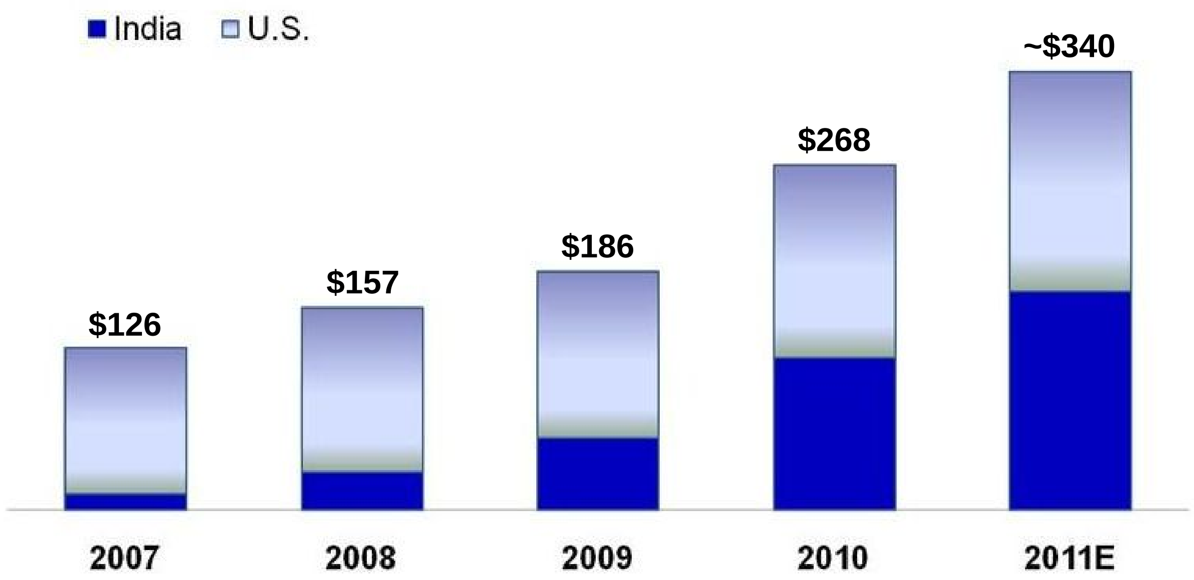


An 1150 basis point reduction in cost-to-collect translated into $22 million in cost savings in Q1 2011

LED BY OUR INDIA CENTER, WHICH IS EXPECTED TO PRODUCE HALF OF ALL 2011 CALL CENTER COLLECTIONS

Collections from all Call Centers

($ millions)

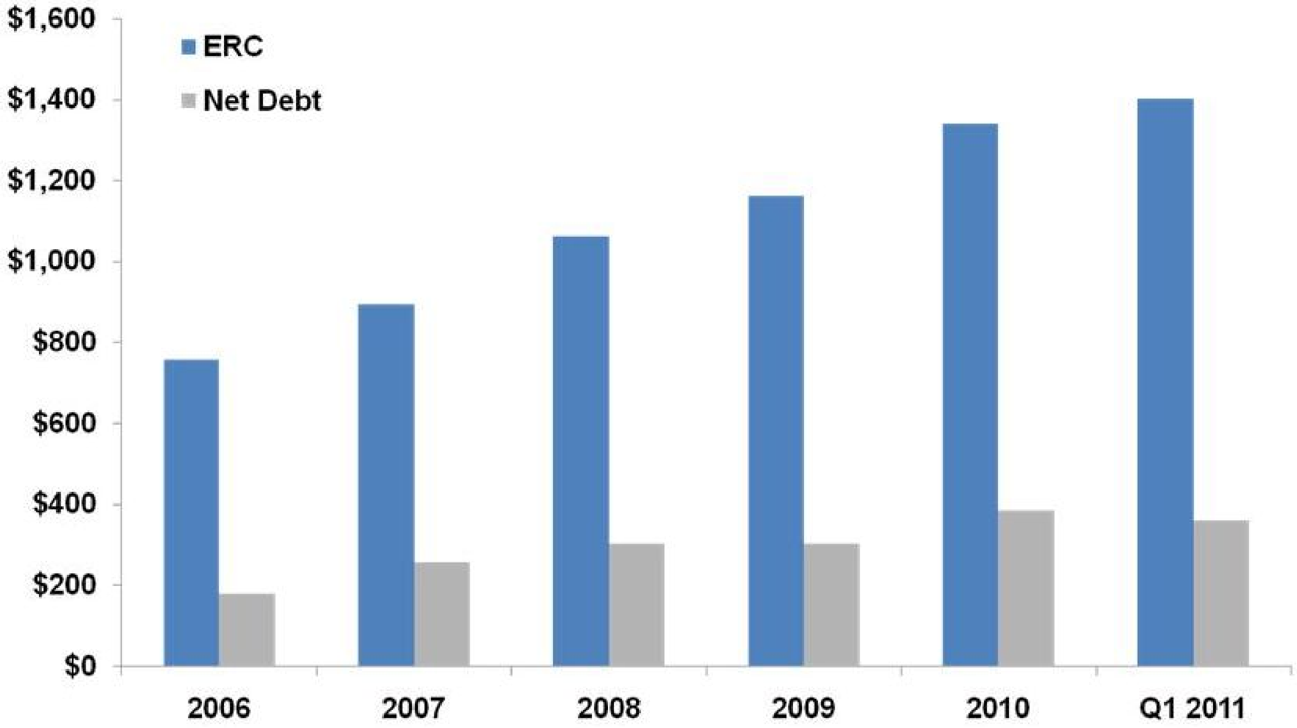


	2007	2008	2009	2010	2011E
Percent of Total:	**10%**	**19%**	**30%**	**44%**	**50%**

WE CONTINUE TO BUILD A SUBSTANTIAL RESERVOIR FOR THE FUTURE

Annual Estimated Remaining Gross Collection (ERC) and Total Debt

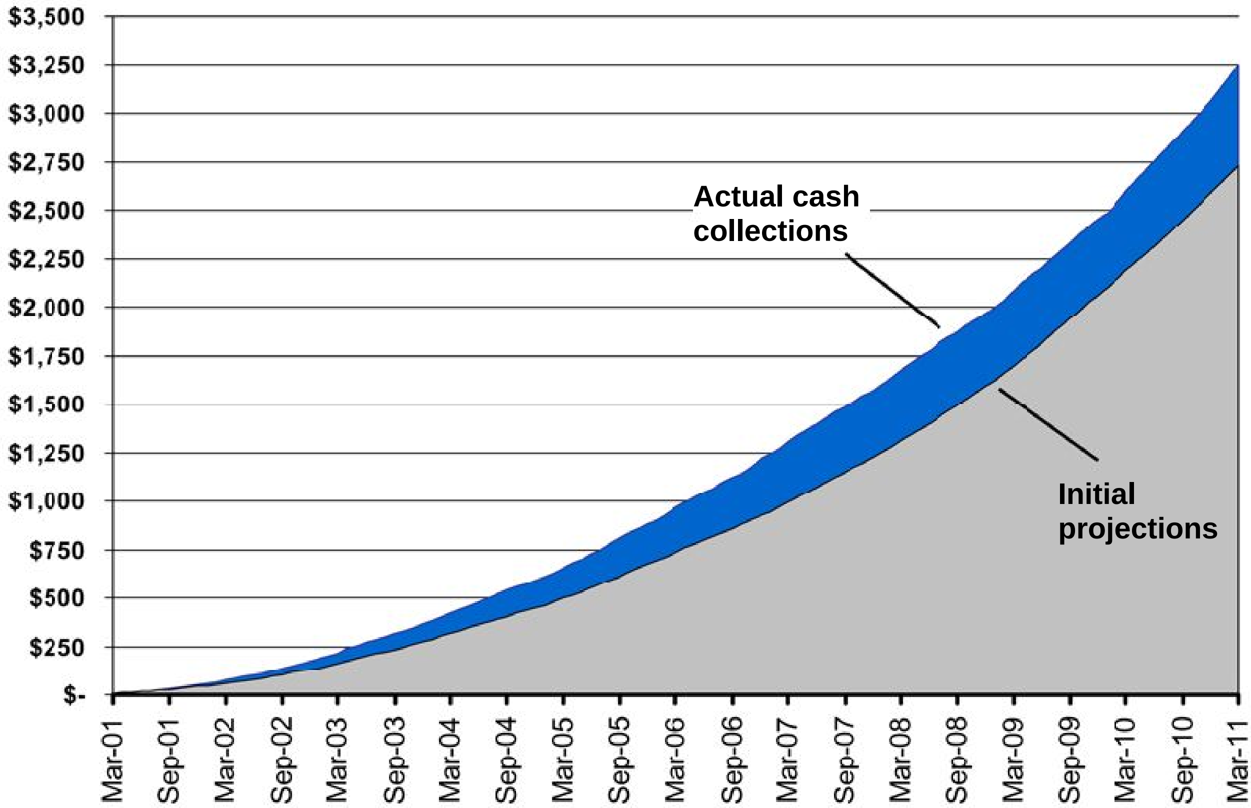
($ millions, at end of period)



WE BELIEVE THAT OUR CURRENT ESTIMATE OF REMAINING COLLECTIONS IS CONSERVATIVE

Cumulative Collections (initial expectation vs. actual)

($ millions, March 01 – March 11)



WE ADJUST IRRS OVER TIME TO REFLECT OVER-PERFORMANCE

Purchase Period	Q1 2009	Q2 2009	Q3 2009	Q4 2009
IRR at purchase	4.2%	4.4%	4.4%	4.4%
Current IRR*	5.8%	6.0%	8.0%	7.3%
Average life-to-date IRR*	4.9%	5.2%	6.2%	6.3%

*As of 3/31/2011

FROM A CAPITAL PERSPECTIVE, WE HAVE SIGNIFICANT ROOM TO GROW THE BUSINESS

Covenant Analysis

($ millions)

	2009	2010	Q1 2011
Cash flow leverage ratio			
Debt	303.1	385.3	382.4
Trailing 4-quarter adjusted EBITDA*	264.6	346.7	380.4
Debt/Adj. EBITDA [Maximum 2.0x]	1.15	1.11	1.01
Aggregate Revolving Loan Commitment	327.5	360.5	410.5
Drawn on Line of Credit	260.0	327.0	300.0
Minimum net worth			
Total stockholders' equity	243.1	302.7	318.8
Minimum net worth	183.0	207.6	214.4
Excess room	60.1	95.1	104.4
Interest coverage ratio			
Trailing 4-quarter EBIT	69.9	97.0	103.1
Trailing 4-quarter consolidated interest expense	16.2	19.3	20.4
EBIT/Interest expense [Minimum 2.0x]	4.3	5.0	5.1

Based on our cash flow and LTM Adj. EBITDA, our leverage ratio would allow us to increase total debt to $761 million, nearly double the present level

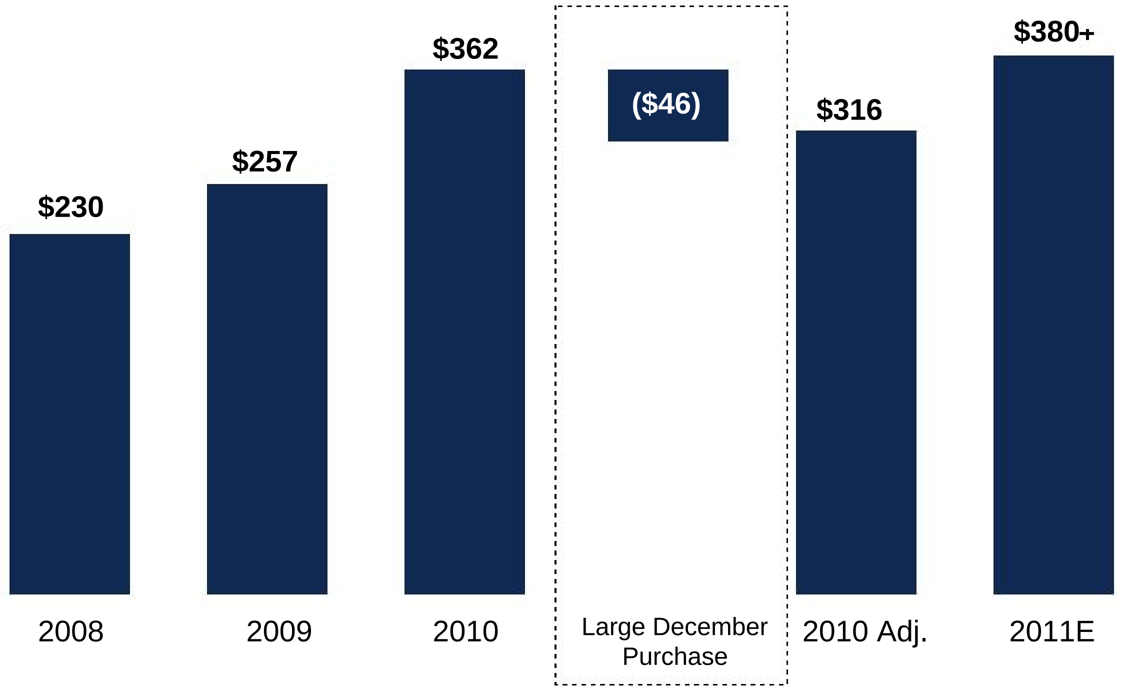
* Adjusted EBITDA is a non-GAAP number. See Reconciliation of Adjusted EBITDA to GAAP Net Income at the end of this presentation

We Continue to Invest in the Future

WE ARE EXPECTING 2011 TO BE ANOTHER YEAR OF STRONG PURCHASING GROWTH

Full Year Purchases for 2008 – 2010, 2011 Estimate

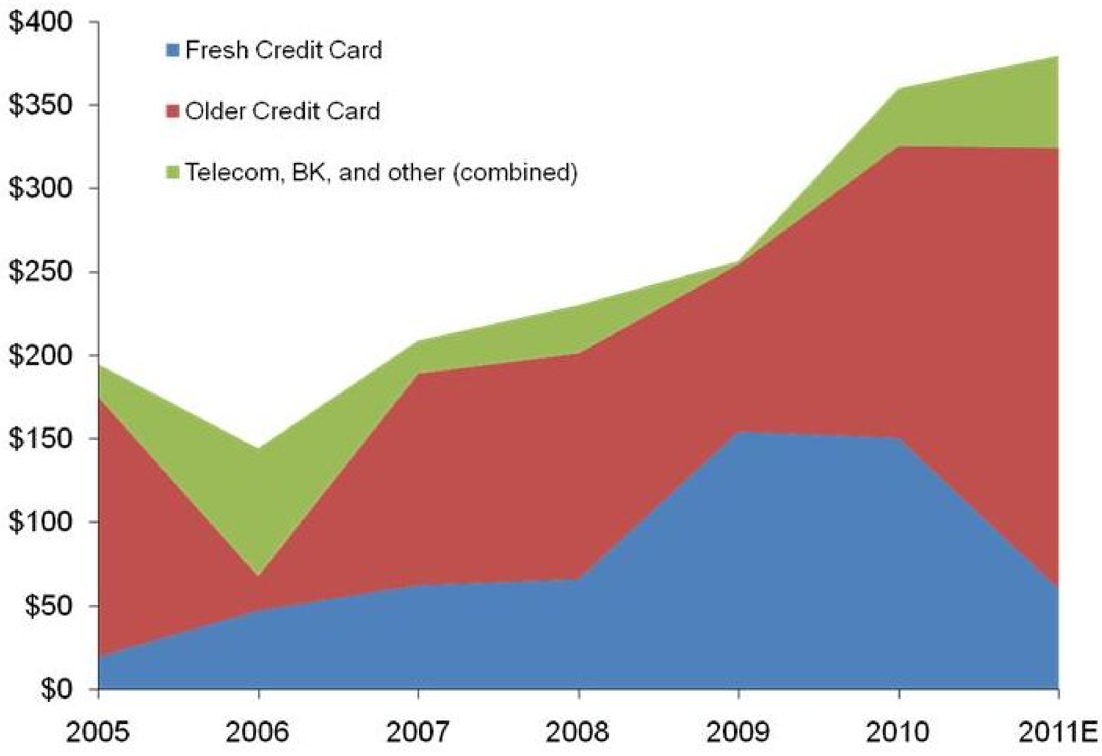
($ millions)



OUR ABILITY TO INCREASE PURCHASES IS A RESULT OF NOT BEING LIMITED TO A PARTICULAR ASSET CLASS OR AGE OF RECEIVABLE

Historical Purchase Mix by Year, 2011 Estimate

($ millions)



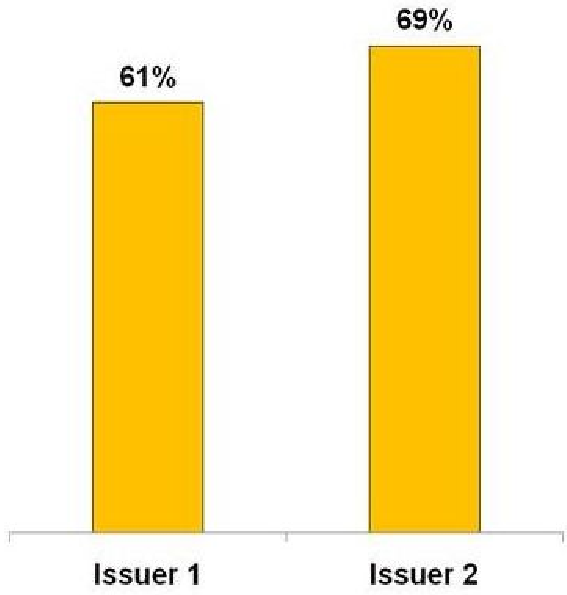
TELECOM RECEIVABLES WILL BE AN AREA OF PURCHASING FOCUS IN 2011, WHICH WE HAVE EVOLVED INTO A COMPETITIVE STRENGTH

- Historical telecom challenges
  - U.S. based servicing inflated cost-to-collect
  - Long-term liquidation was over-estimated
  - Prices were higher

- As a result, our early investments yielded lower-than-expected IRRs

Historical Telecom Cost-to-Collect

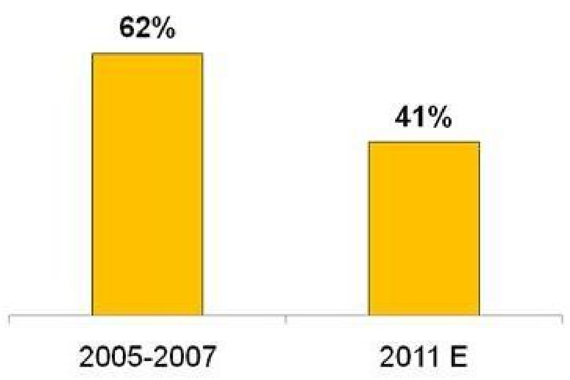
2005 - 2007 Purchases



LOWER SERVICING COSTS AND TARGETED COLLECTION EFFORTS HAVE DRAMATICALLY IMPROVED TELECOM PROFITABILITY

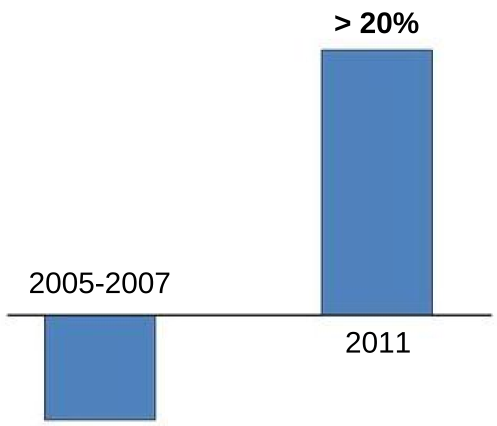
Telecom Servicing Costs

Cost-to-collect



Telecom IRRs

%



Shorter collection curve duration

Servicing in India

Better operational models

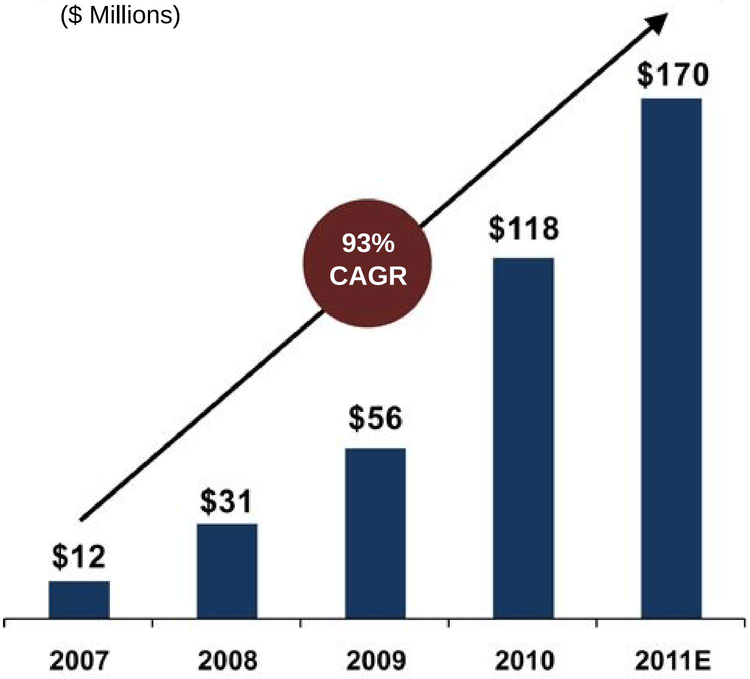
Expect to deploy $30 million in 2011

Our India Operation Continues to be a Competitive Advantage

2011 IS SHAPING UP TO BE ANOTHER YEAR OF SUBSTANTIAL COLLECTIONS GROWTH FOR OUR OPERATIONS IN INDIA

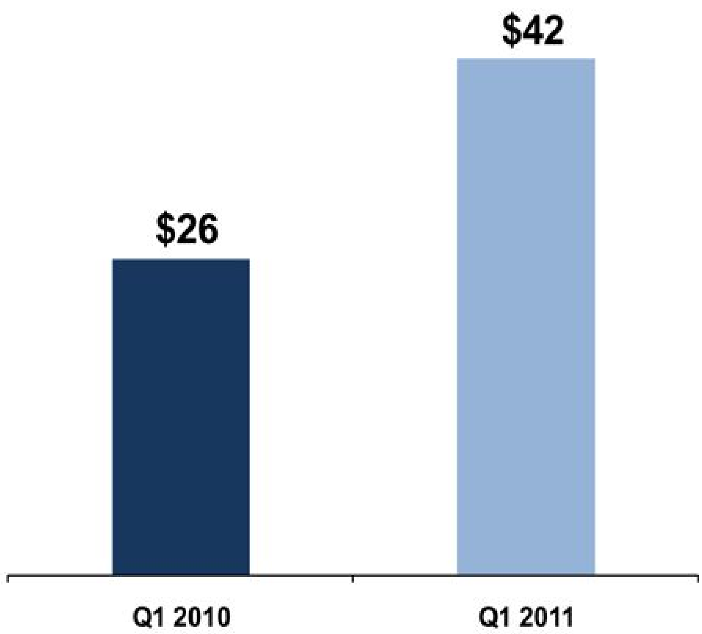
India Collections*

($ Millions)



QoQ India Collections

($ millions)

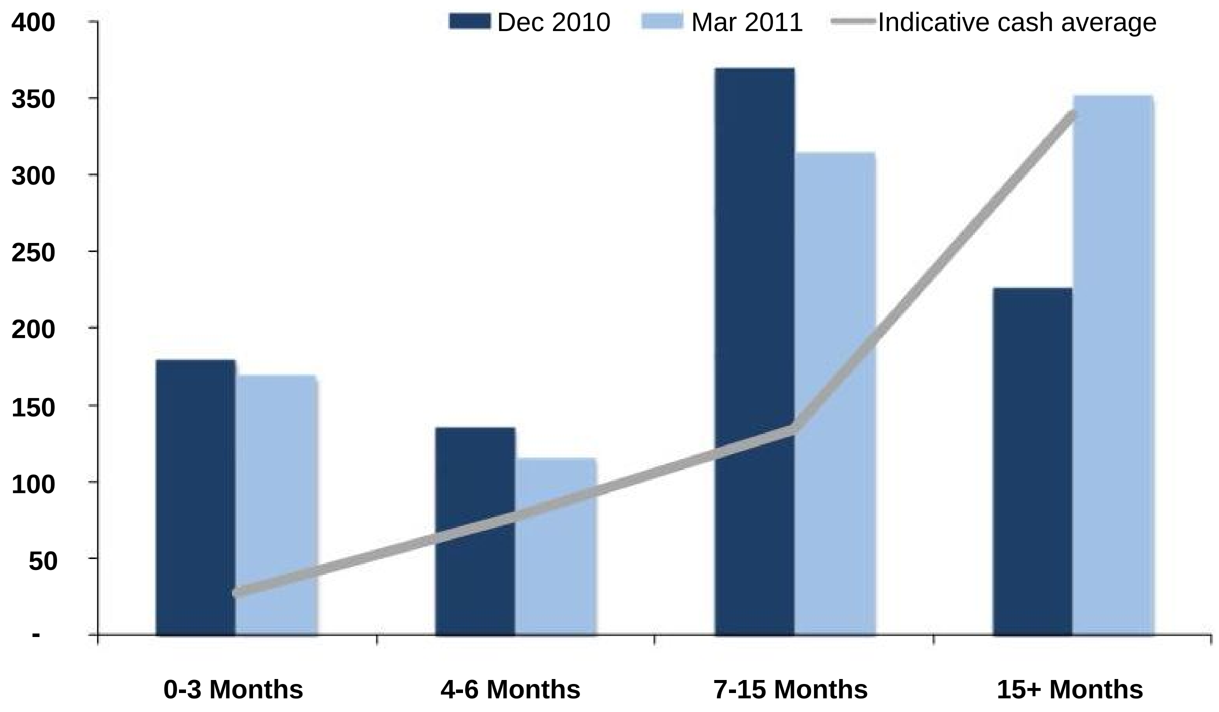


* Includes all collections on accounts maintained by the India site

MUCH OF THE GROWTH IS DRIVEN BY OUR MATURING WORKFORCE

Encore India Account Manager Headcount and Indicative Cash Average

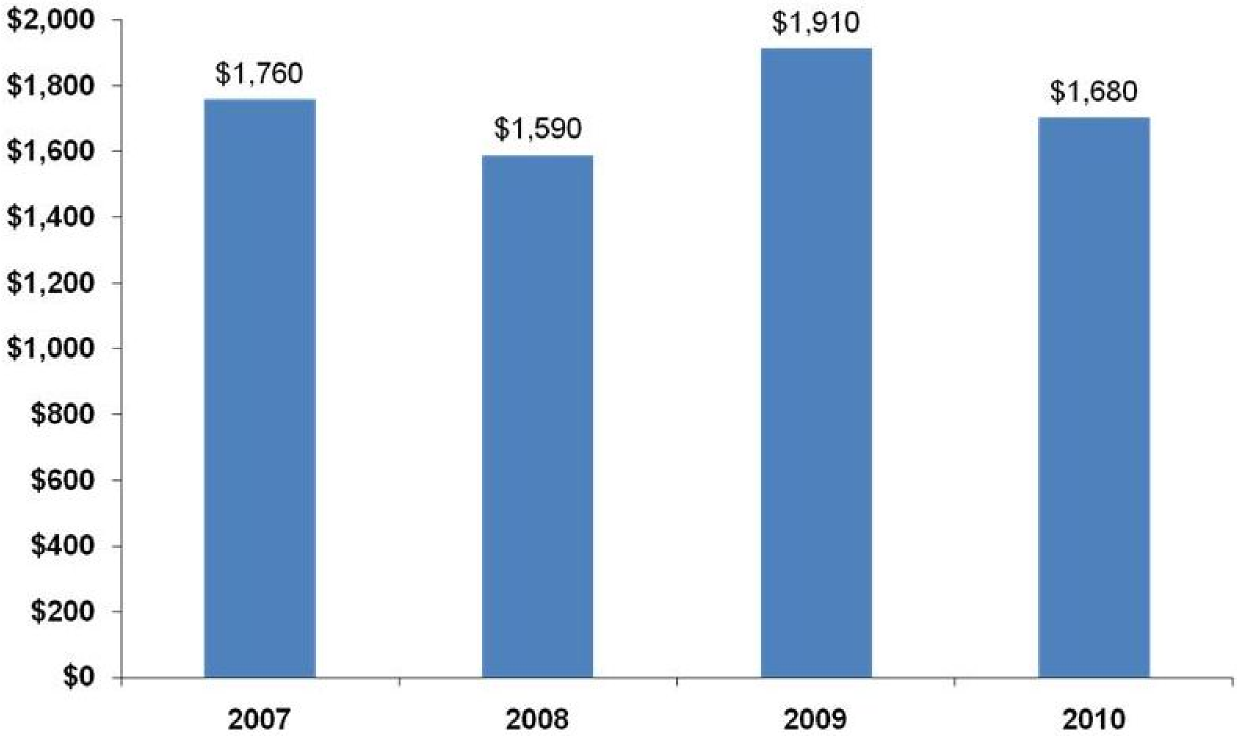
Headcount (number); Cash average (indicative)



DESPITE LOCAL WAGE INFLATION, WE HAVE BEEN ABLE TO MAINTAIN OUR TOTAL COST PER EMPLOYEE

Monthly Cost per Account Manager (FTE)*

($)

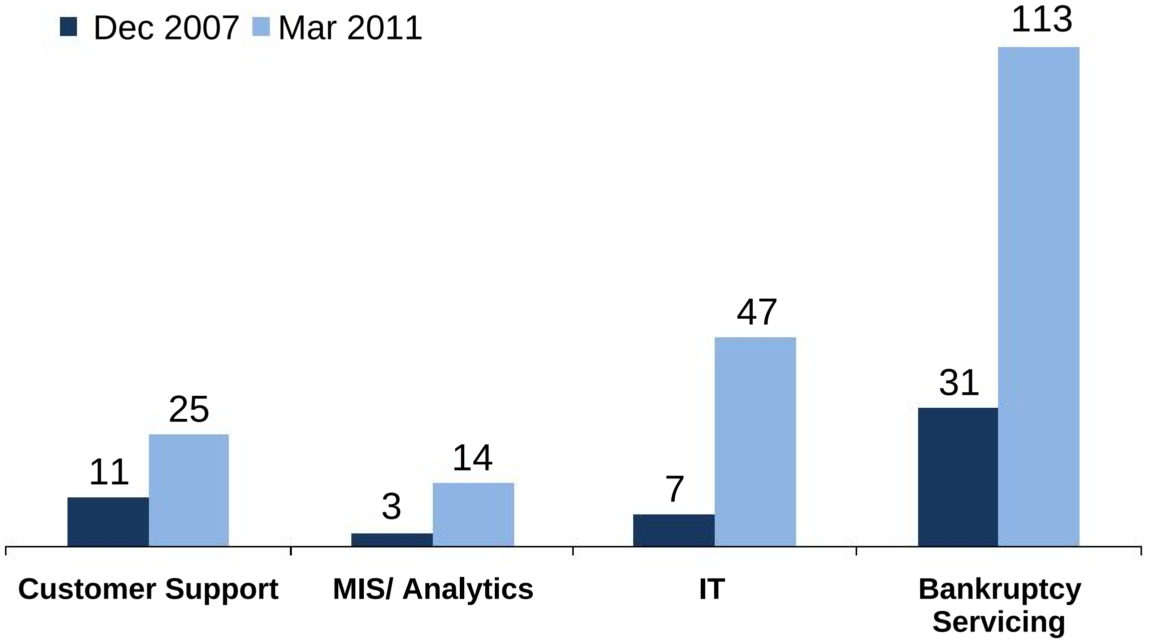


* Cost per FTE includes all India site costs

TODAY, INDIA IS MUCH MORE THAN A CALL CENTER

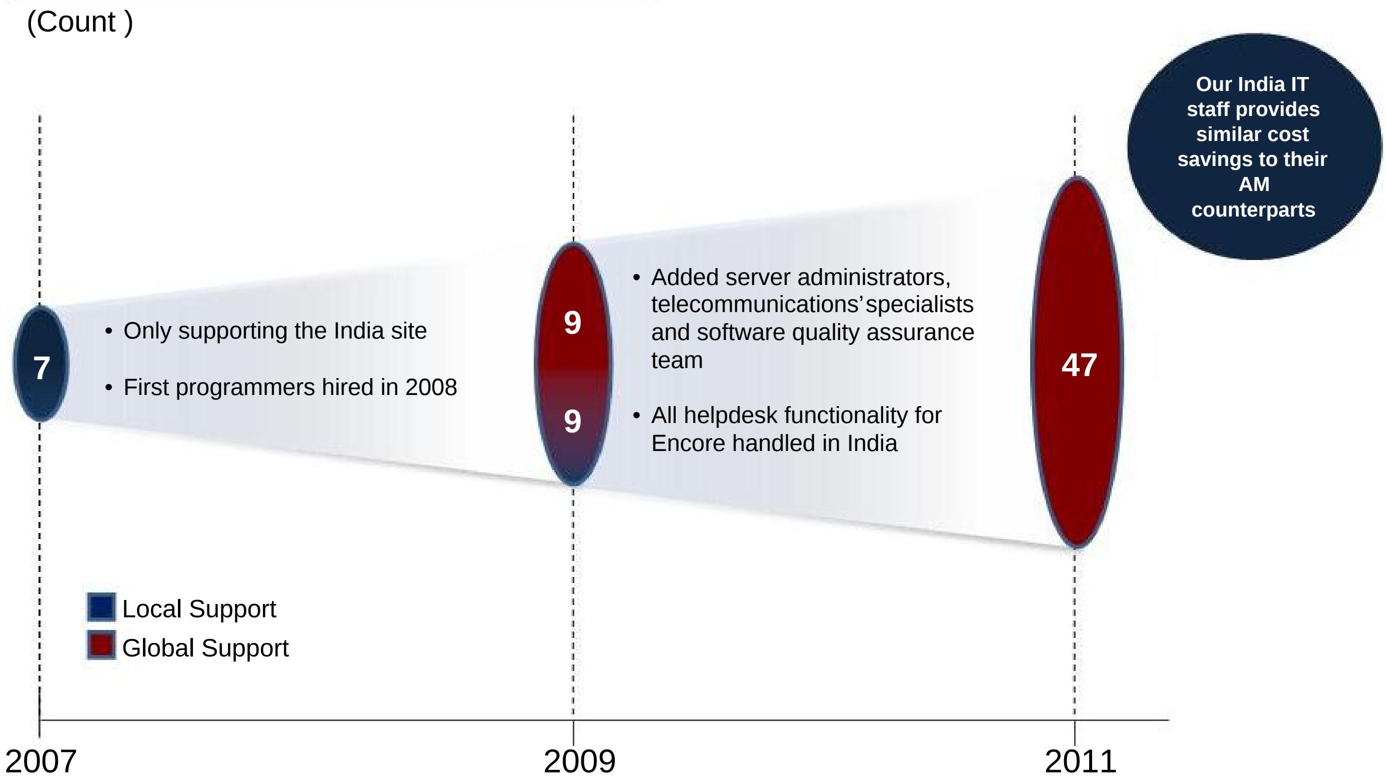
Encore India Non-Collection Headcount Growth

(Count)

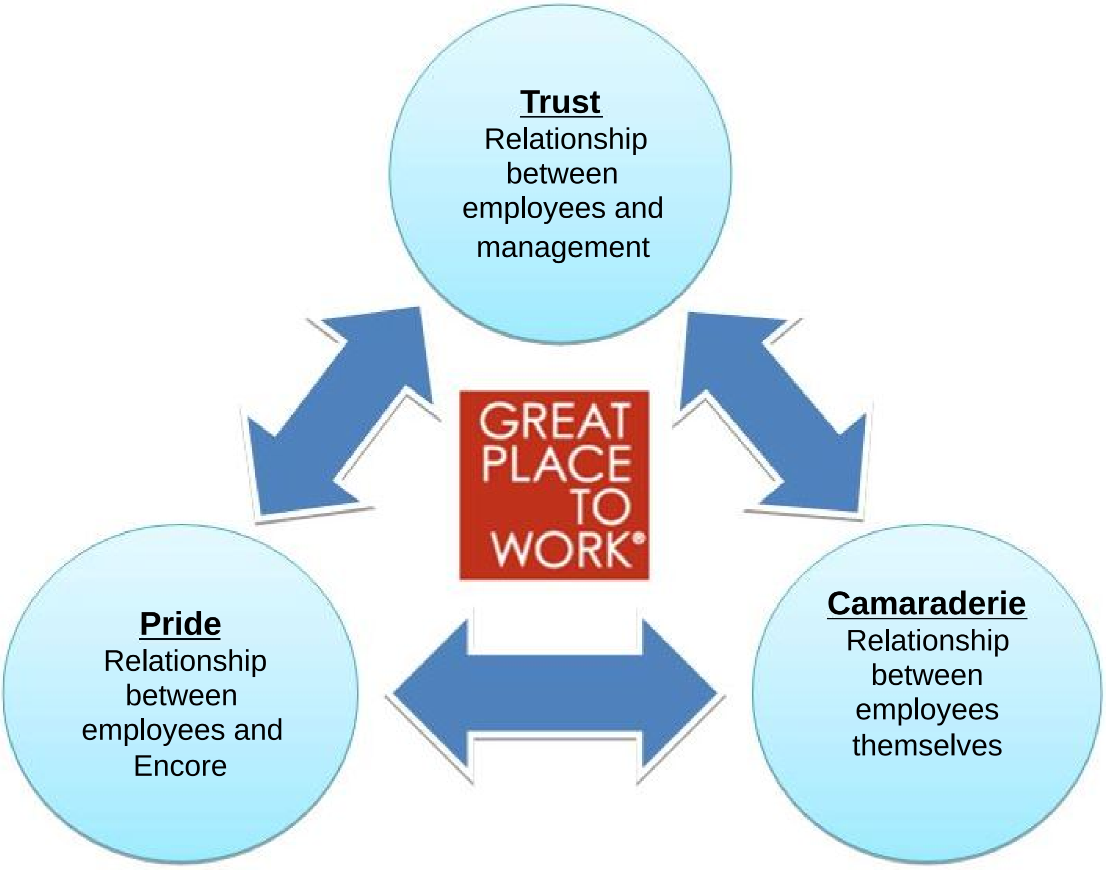


AND IS SUPPORTING OUR TECHNOLOGY NEEDS IN BOTH THE U.S. AND INDIA

India IT Diversification



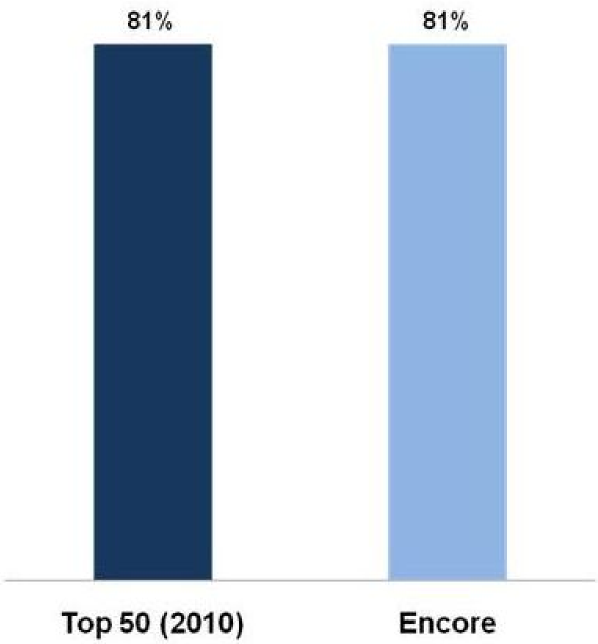
WE ASPIRE TO BECOME ONE OF INDIA'S LEADING EMPLOYERS, AS DEFINED BY THE GREAT PLACE TO WORK INSTITUTE (GPTW)

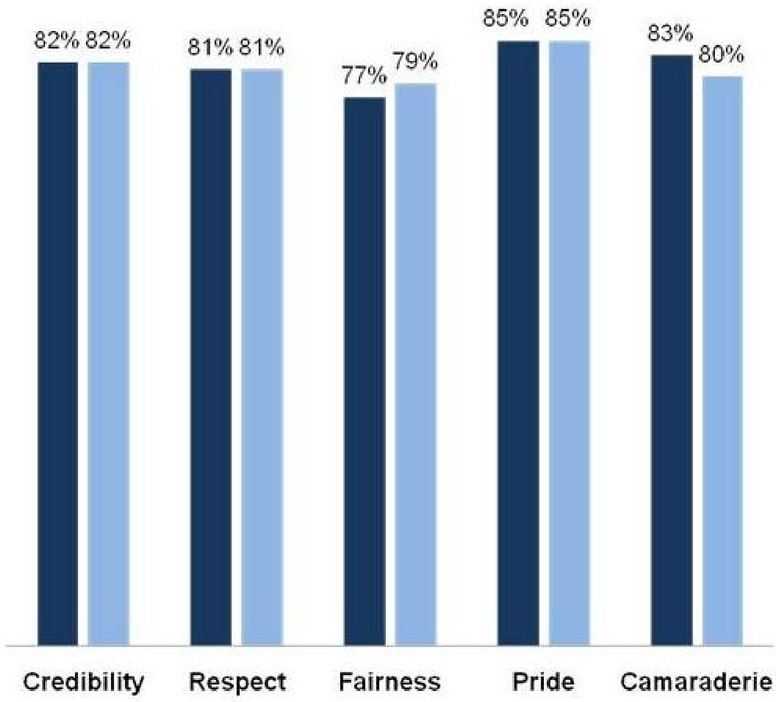


WHILE THE RESULTS HAVE NOT BEEN ANNOUNCED, OUR SCORES COMPARE FAVORABLY TO THE TOP 50 EMPLOYERS

GPTW Survey Results Comparing Encore's 2011 Results to the 2010 Winners

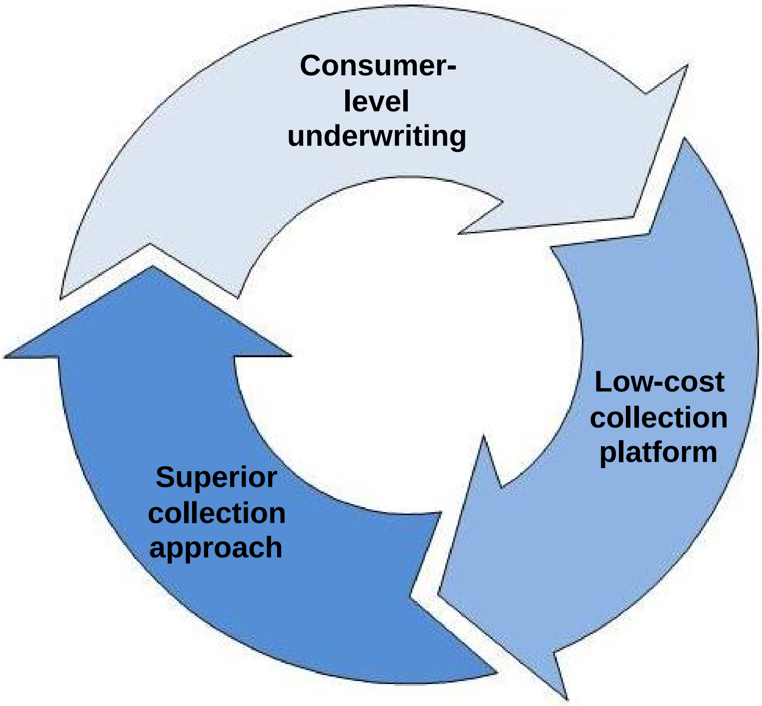
(% favorable)



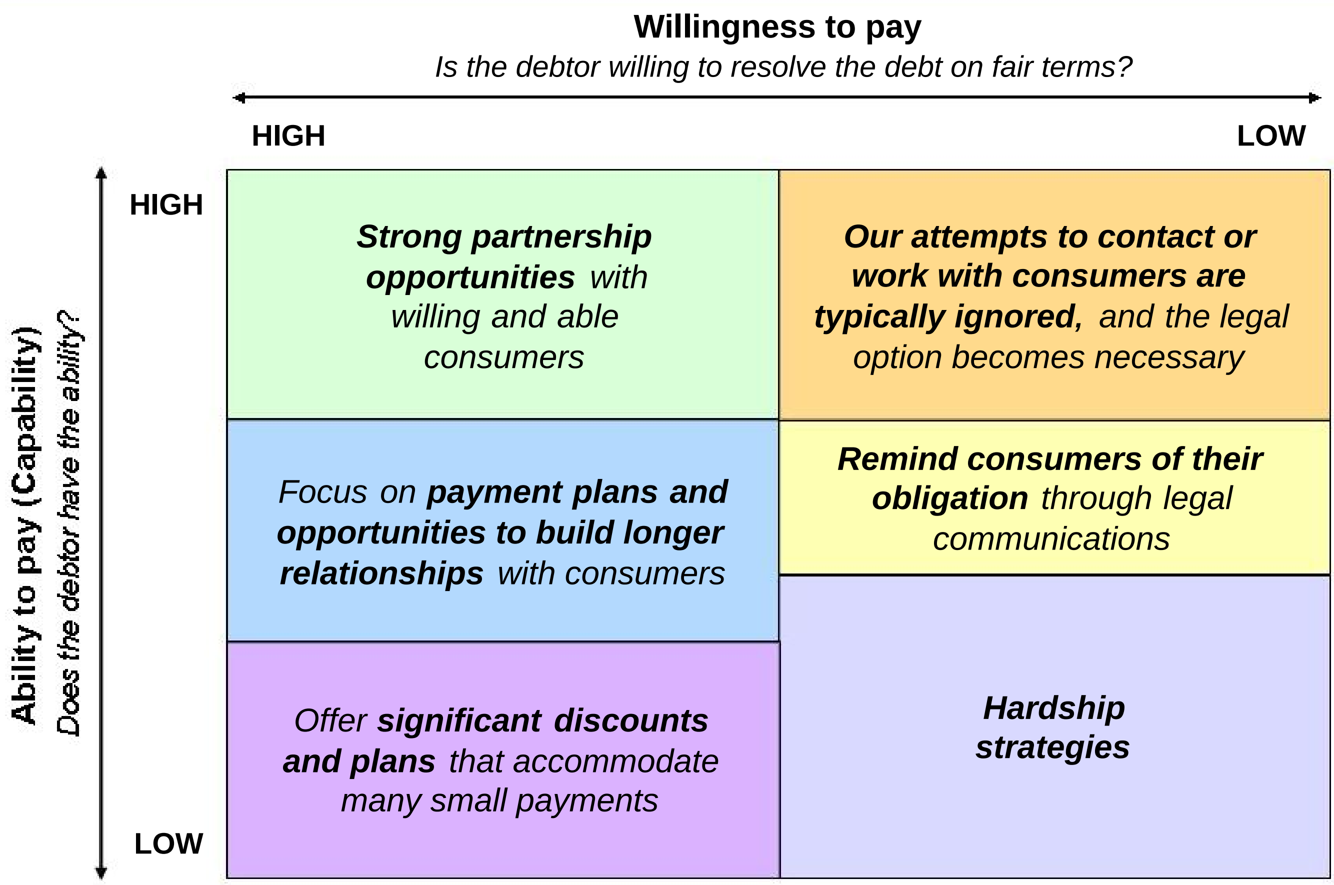


Analytic-based Insights Driving Performance

WE BELIEVE LONG-TERM PROFITABILITY IN THIS INDUSTRY WILL BE DRIVEN BY EXCELLENCE IN THREE KEY AREAS



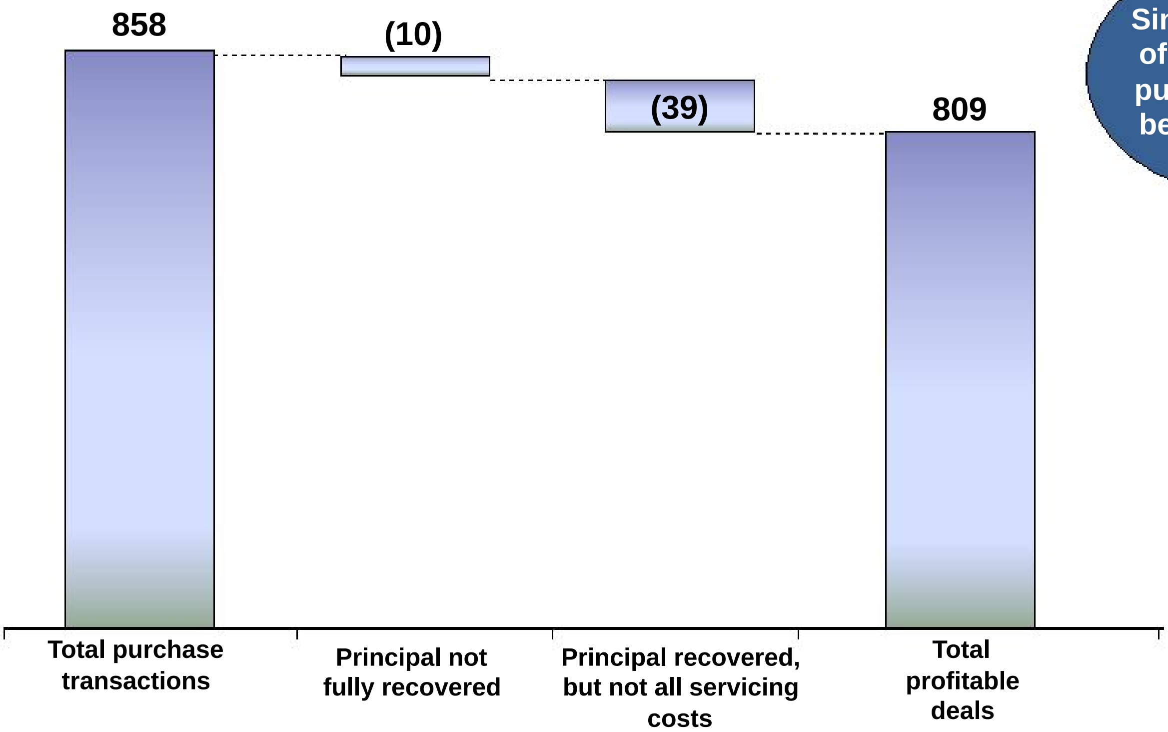
TO SUCCEED IN THOSE AREAS, YOU MUST UNDERSTAND THE CONSUMER



OUR STRONG PORTFOLIO PURCHASING TRACK RECORD IS DRIVEN BY AN UNDERWRITING MODEL FOCUSED ON INDIVIDUAL CONSUMERS

Deal Accuracy Since 2000

(Count based on actual results plus forecast)

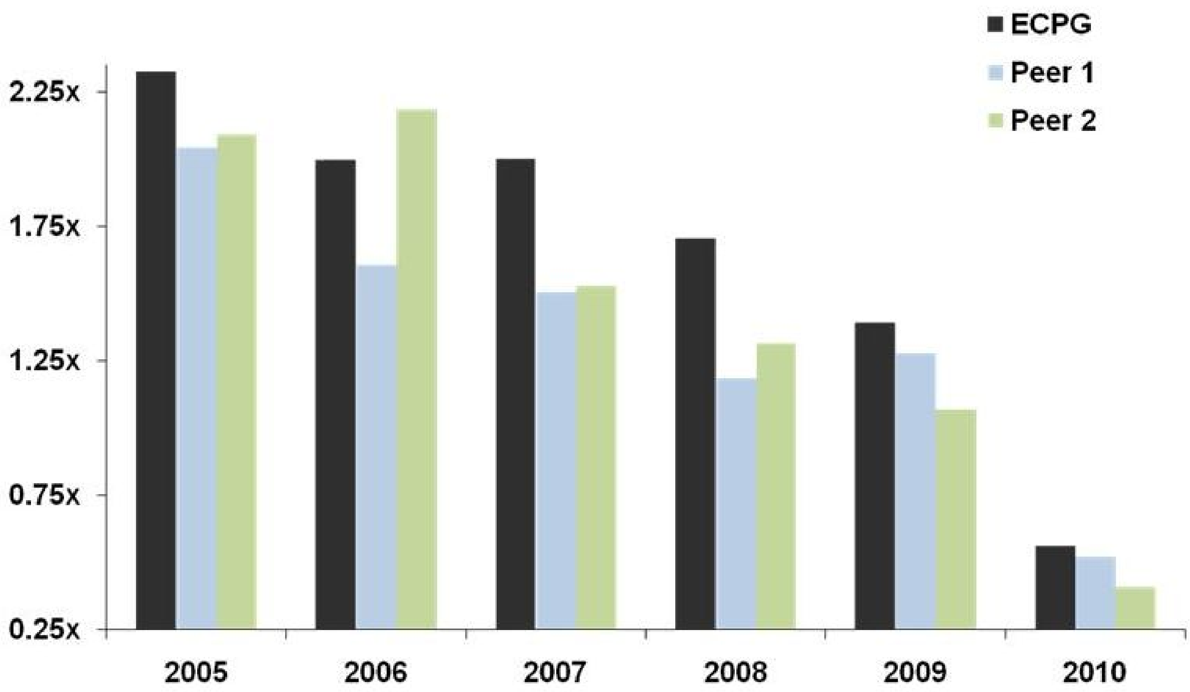


Since 2000, 94% of our portfolio purchases have been profitable

PURCHASING ACCURACY AND OUR ANALYTIC OPERATING MODEL HAVE LED US TO CONSISTENTLY OUTPERFORM OUR PEERS

Cumulative Actual Collection Multiples by Vintage Year as of March 31, 2011

(Total Collections / Purchase Price)



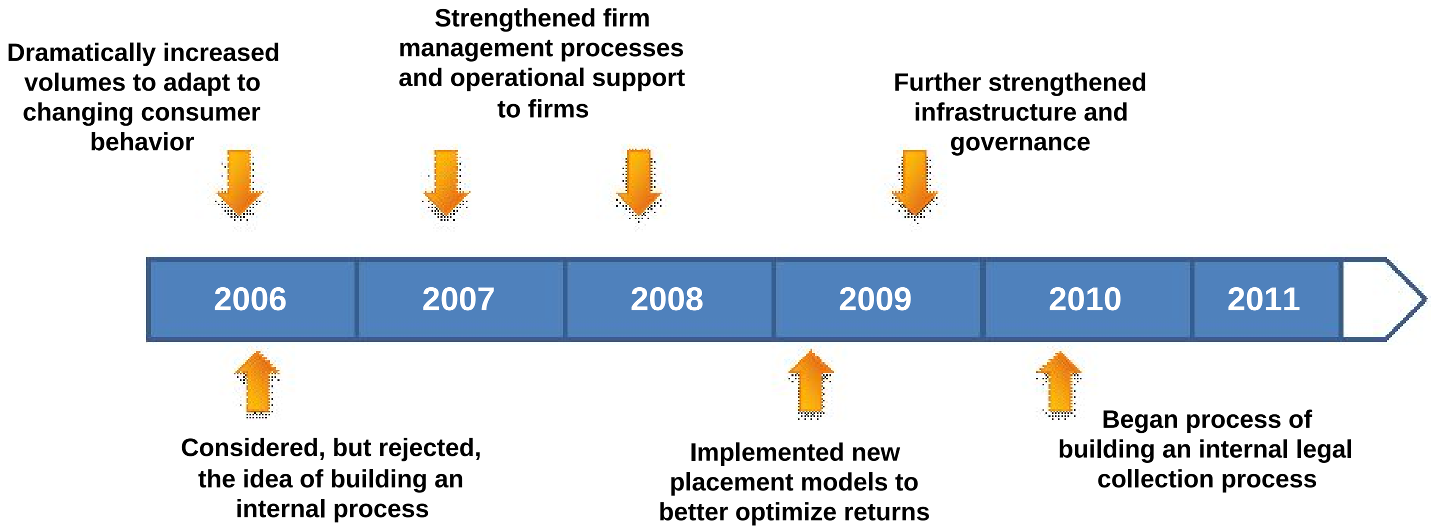
Source: SEC Filings, Encore Capital Group Inc.

New Strategic Initiatives That Will Leverage Our Strengths

WE ARE IN THE PROCESS OF BUILDING UPON OUR PRIOR SUCCESSES WITH POWERFUL STRATEGIC INITIATIVES

1. Diversify our legal platform	Drive a meaningful portion of our legal collections through internal resources
2. Capture incremental value through increased offshore activities	Create a world class near-shore facility
3. Develop new insights about our consumers	Collaborate with accomplished academics to extend our deep consumer knowledge

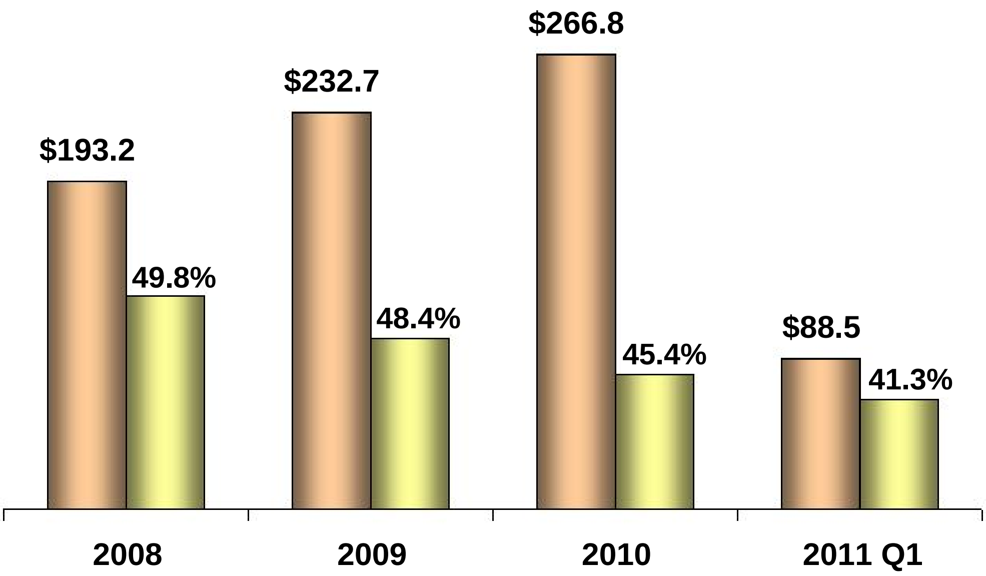
WE HAVE CONSISTENTLY ENHANCED OUR LEGAL COLLECTION INFRASTRUCTURE



THESE IMPROVEMENTS HAVE DRAMATICALLY IMPROVED BOTH COLLECTIONS AND COST TO COLLECT

Legal Collections and Costs as a Percentage of Legal Collections

($ millions)



SEVERAL FACTORS DURING LATE 2009 AND EARLY 2010 DROVE THE DECISION TO BUILD AN INTERNAL LEGAL CAPABILITY

Legal/regulatory environment

- State-level legal requirements changing rapidly
- Limited number of firms who are able to scale their operations
- Flaws exposed in the traditional model, including limited oversight of service providers
- Financial instability led to the failure of some firms, including the largest firm at the time

Rationale for internal legal

- Increased control over consumer and court interaction
- Reduced risk from firm failures
- Ability to deploy our account-level analytics against legal workflows
- Champion / challenger approach to improve performance
- A 5% collection increase will generate an incremental $15 million in annual collections
- We gain $0.06 in EPS for every 1% reduction in overall cost

SINCE THEN, WE HAVE MADE SIGNIFICANT PROGRESS

- Developed and deployed a customized litigation technology platform
- Hired dedicated legal teams in 4 states
- Launched back-office and collections teams
- Built a reliable service provider network

We plan to operate in 6 states by the end of 2011

IT WILL TAKE SOME TIME BEFORE THIS INITIATIVE CONTRIBUTES TO THE BOTTOM LINE

Placements, Collections

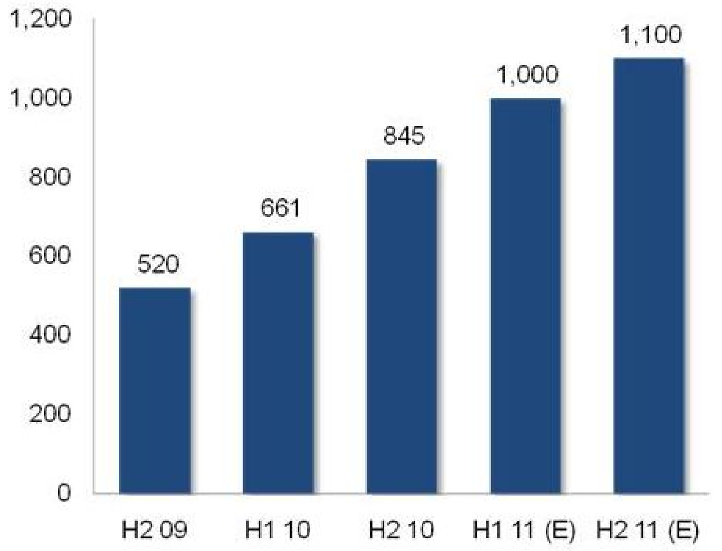
(#, $ millions)

Number of states	6	16	25	25
EoY headcount	80-90	225-250	350-375	350-400

WE ARE ALSO ADDRESSING OUR GROWING POPULATION OF SPANISH-SPEAKING CONSUMERS

Spanish Account Inventory

(in thousands)



Our presence in San Diego and Phoenix provides us with a natural hiring pool, but hiring cannot keep pace with inventory growth

US-based Spanish servicing is challenging because of labor availability and cost

THE SOLUTION IS BUILDING A NEAR-SHORE CALL CENTER BY LEVERAGING INSIGHTS FROM OUR SUCCESS IN INDIA

We are focused on Costa Rica and Panama because of their proven ability to effectively address the U.S. marketplace

We expect this site to increase overall call center capacity by as many as 300 AMs, at a cost-to-collect under 20%

We expect to have the facility up and running in early 2012

FINALLY, WE ARE CREATING A CENTER OF EXCELLENCE DEDICATED TO UNDERSTANDING FINANCIALLY DISTRESSED CONSUMERS

Accelerating industry maturation

Leading companies now capable of making investments in R&D and integrating their discoveries

Confusing policy environment

Consumer decisions are poorly understood, many voices confuse the issues, and discussions often substitute anecdotes for data

A new demographic segment has emerged

It has unique features, is growing, and has needs that are only marginally served by existing business models

Unique consumer demographics

Focus on broader population confounds efforts to understand and respond to new population

Clear educational opportunities

Strengthen personal finance, planning, and credit skills through focused outreach and expert instruction

ENCORE'S DEBT RESEARCH INSTITUTE WILL SERVE MULTIPLE CONSTITUENCIES

DEBT RESEARCH INSTITUTE

Promote financial literacy

Create and manage a tailored suite of programs that provide significant, measureable benefit to consumers

Increase collection efficacy

Integrate experimental psychology and behavioral finance into collection practices

Enhance consumer intelligence

Conduct research to understand financially distressed consumers' choice, consumptive, and financial behaviors

SUMMARY

- Investments made over the past few years have driven significant improvements in collections, cash flow and earnings
- Demonstrated ability to raise and profitably deploy capital in favorable and unfavorable business cycles
- Expanding presence in India, combined with new strategic initiatives, are expected to continue increasing cash flow from operations
- Difficult regulatory environment being managed proactively

APPENDIX

APPENDIX A: CUMULATIVE COLLECTIONS BY PORTFOLIO VINTAGE

Cumulative Collections through March 31, 2011 (000's)

Year of Purchase	Purchase Price	<2005	2005	2006	2007	2008	2009	2010	2011	Total	CCM
<2005	$385,479	$749,791	$224,620	$164,211	$85,333	$45,893	$27,708	$19,986	$4,352	$1,321,894	3.4
2005	192,585		66,491	129,809	109,078	67,346	42,387	27,210	5,510	447,831	2.3
2006	141,029			42,354	92,265	70,743	44,553	26,201	5,316	281,432	2.0
2007	204,114				68,048	145,272	111,117	70,572	13,460	408,469	2.0
2008	227,885					69,049	165,164	127,799	26,645	388,657	1.7
2009	253,449						96,529	206,773	49,738	353,040	1.4
2010	359,843							125,853	77,752	203,605	0.6
2011	90,355								8,262	8,262	0.1
Total	**$1,854,739**	**$749,791**	**$291,111**	**$336,374**	**$354,724**	**$398,303**	**$487,458**	**$604,394**	**$191,035**	**$3,413,190**	**1.8**

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	6/30/10	9/30/10	12/31/10	3/31/11
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	11,730	12,290	14,171	13,679
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	4,880	4,928	5,003	5,593
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	6,749	6,632	9,075	8,601
Depreciation and amortization	869	840	833	810	722	766	674	652	623	620	652	697	673	752	816	958	1,053
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	64,901	63,507	53,427	85,709
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	1,446	1,549	1,254	1,765
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	90,458	89,722	83,888	116,400

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