

Encore Overview

Encore Capital Group, Inc.

March 2026

Legal Disclaimers

The statements in this presentation that are not historical facts, including, most importantly, those statements preceded by, or that include, the words “will,” “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 (including portfolio purchase volumes, collections, earnings per share, cash generation and yields), performance, business plans or prospects, as well as statements regarding supply, portfolio pricing, returns, run rates, tax rates, interest expense, ability to access capital markets, the consumer credit cycle, interest rates and other macroeconomic factors. 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 its most recent report on Form 10-K, as it may be amended from time to time. The Company disclaims any intent or obligation to update these forward-looking statements.

Totals in this presentation may reflect slight differences due to rounding.

Who We Are


7350
 global colleagues

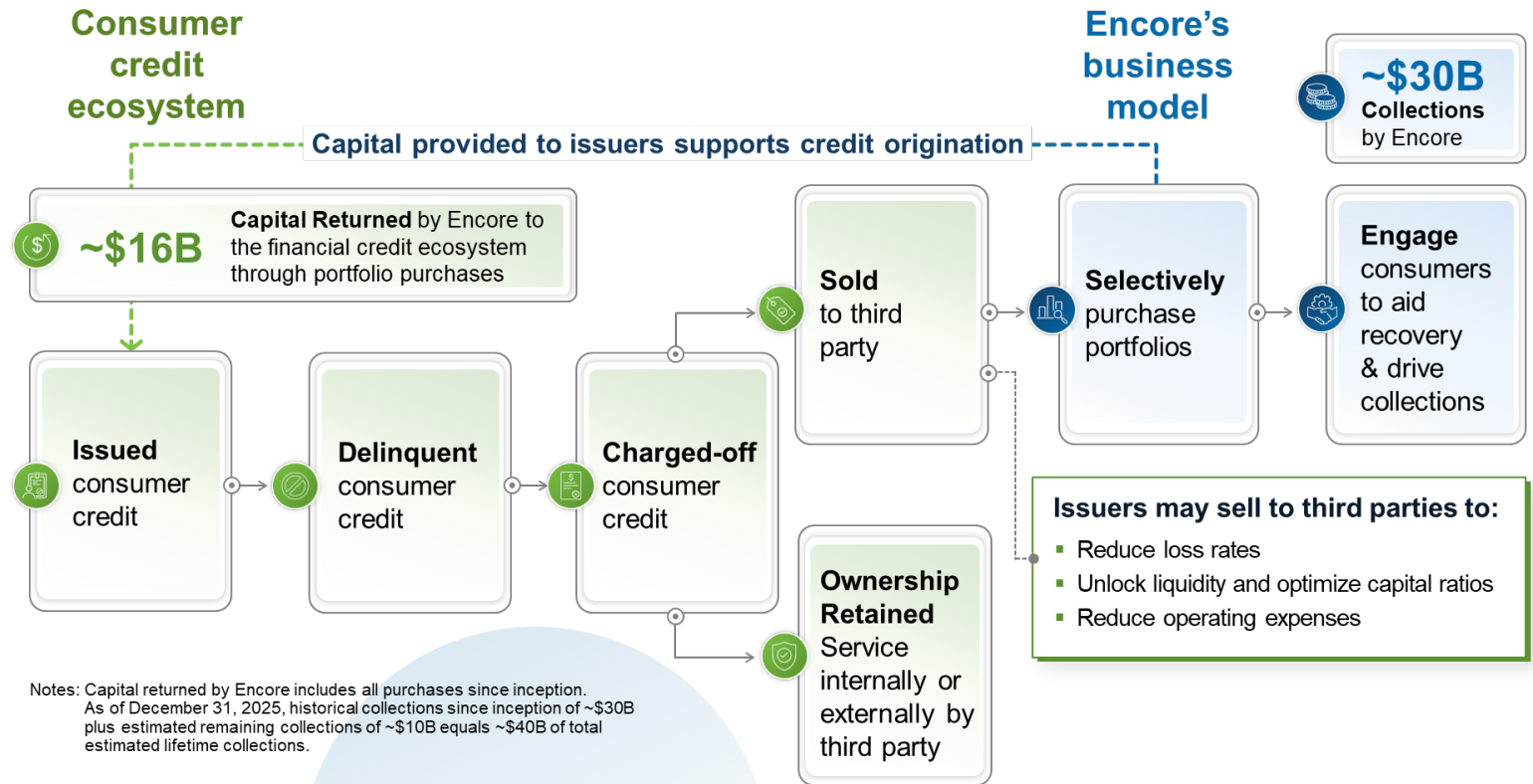

8
 countries where we operate


25+
 years in business

ENCORE ENABLES THE FUNCTIONING OF A HEALTHY CREDIT ECOSYSTEM

By purchasing NPL portfolios, we return capital to banks, enabling further lending and thus playing a key role in the consumer credit ecosystem. Our two largest operating units are Midland Credit Management (U.S.) and Cabot Credit Management (Europe).

Encore's primary business is the purchase and collection of charged-off consumer debt in the U.S. and Europe



Our Three Pillar Strategy

Our Strategy

- **Market Focus:** Concentrating on our most valuable markets with the highest risk-adjusted returns
- **Competitive Advantage:** Innovating and executing to enhance our competitive advantages
- **Balance Sheet Strength:** Continuing focus on the strength of our balance sheet

Our Businesses and Markets

Market Presence



Midland
Credit
Management™

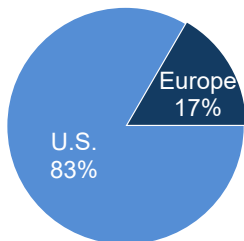
- Market leader in the United States
- 25+ years in operation



- One of the largest players in the U.K. (20+ years in operation)
- Building strength in select European markets (France and Spain)

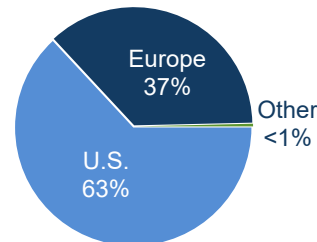
Capital Deployed

2025
Total \$1.4b



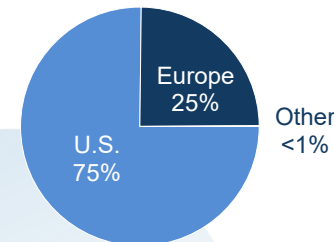
Avg Receivable Portfolios⁽¹⁾

2025
Avg Balance \$4.1b



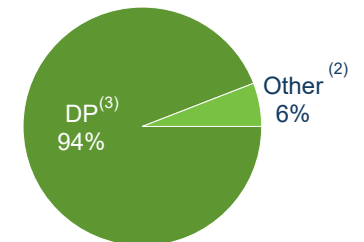
Collections

2025
Total \$2.6b



Revenues

2025
Total \$1.8b



Source: Company filings.

- 1) Represents the average of receivable portfolios for the year (the sum of receivable portfolios at the beginning and end of the year divided by 2).
- 2) Represents servicing revenue and other revenues.
- 3) DP (debt purchasing) represents revenues from owned receivable portfolios.

Encore's competitive advantage is driven by our value engine

Buy well

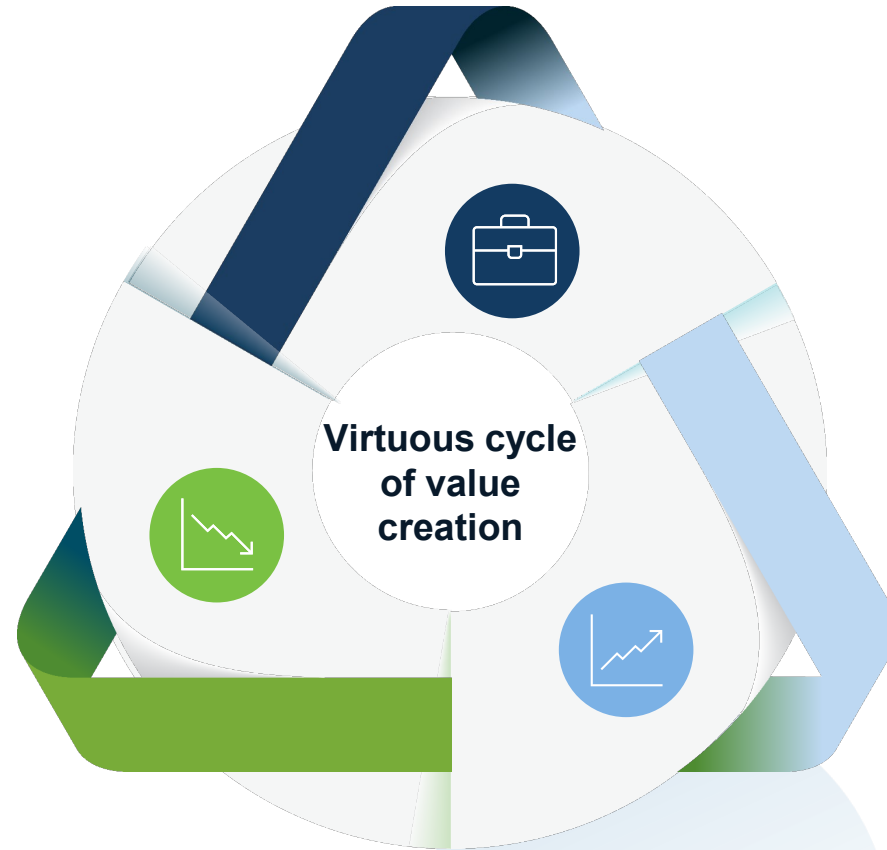
Purchasing portfolios at attractive returns

Disciplined portfolio purchasing underpinned by superior data and analytics capabilities

Fund competitively

Low-cost funding and balance sheet strength

Long-term financial strength enabled by robust balance sheet and credit profile



Collect efficiently

Maximizing net collections to realize strong yields

Operational excellence, advanced analytics, and our consumer-centric approach drive industry-leading returns

Our Financial Priorities

Balance Sheet Objectives

- Preserve financial flexibility
- Target leverage¹ between 2.0x and 3.0x
- Maintain a strong BB debt rating



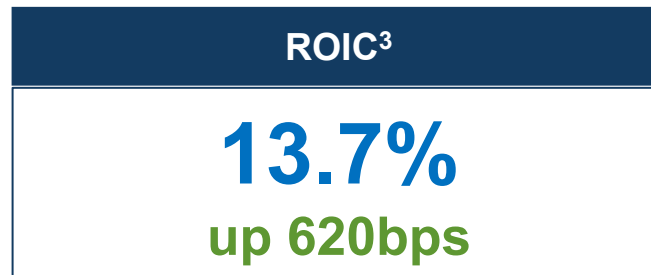
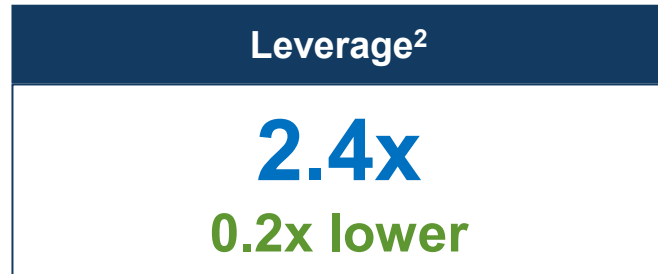
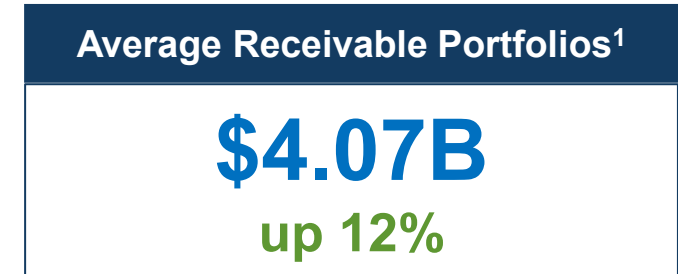
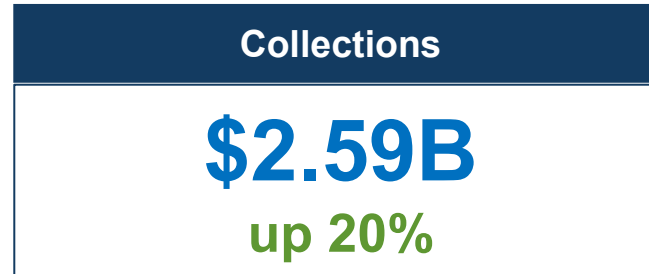
Capital Allocation Priorities

- Portfolio purchases at attractive returns
- Share repurchases
- Strategic M&A

Deliver strong ROIC through the credit cycle

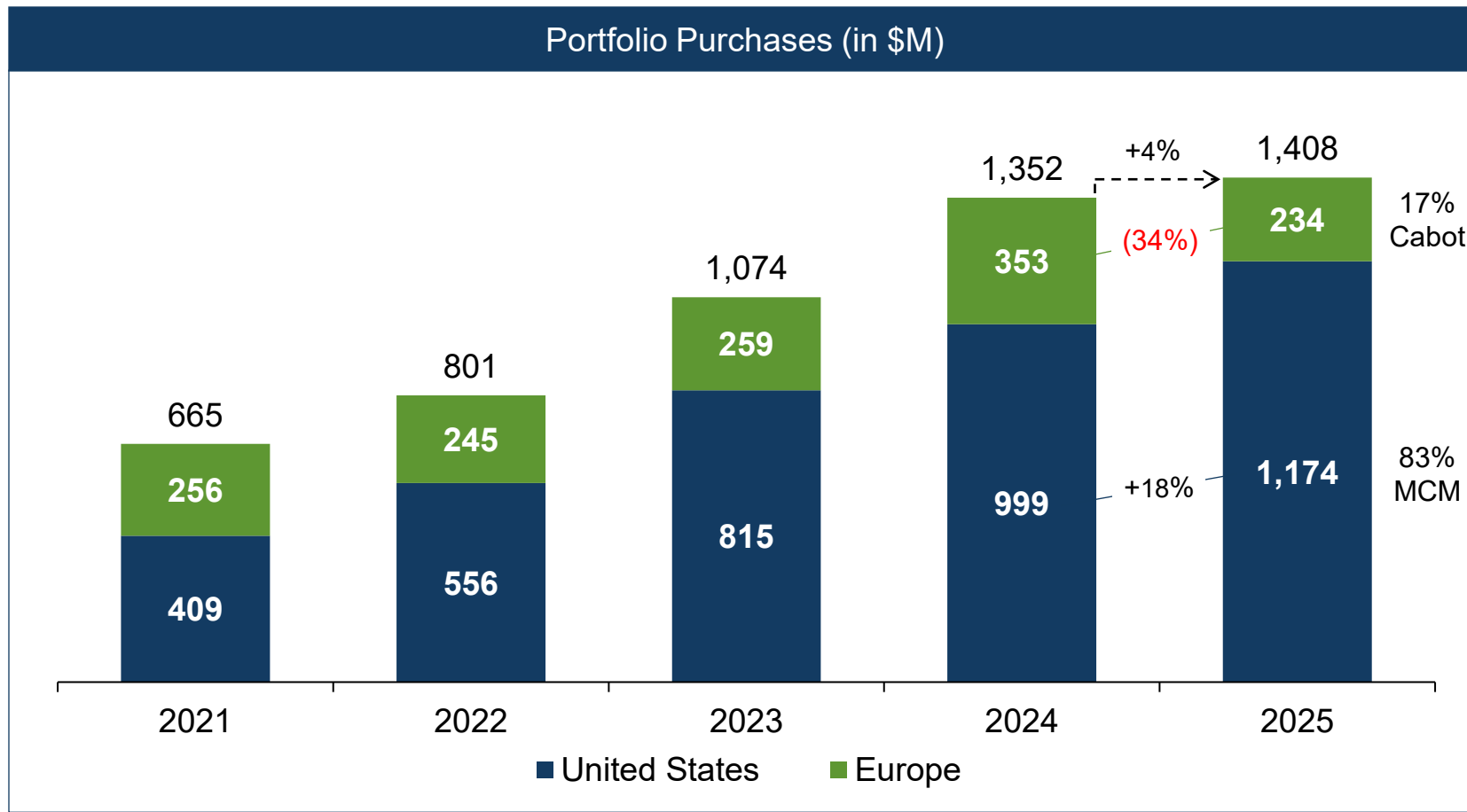
2025 in Review

2025 Financial Highlights

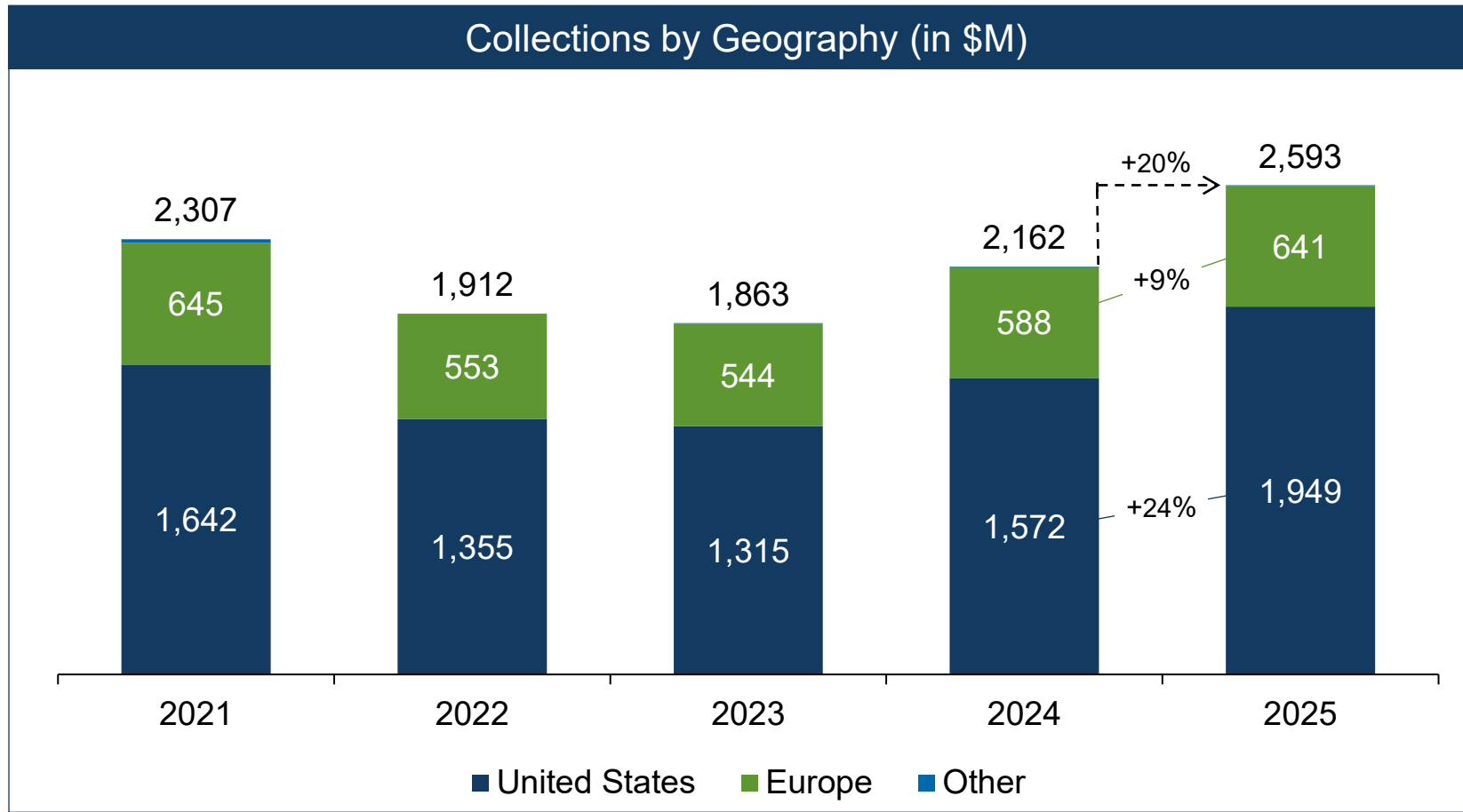


- 1) Represents the average of receivable portfolios for the year (the sum of receivable portfolios at the beginning and end of the year divided by 2).
 - 2) Leverage (or leverage ratio) utilizes non-GAAP metrics and is defined as Net Debt ÷ (LTM Adjusted EBITDA + LTM collections applied to principal balance). See appendix for calculation and a reconciliation to GAAP.
 - 3) Represents Pre-Tax ROIC. See appendix for calculation and a reconciliation of adjusted income from operations to GAAP income from operations.
 - 4) Percentage calculated as ECPG shares repurchased in 2025 divided by ECPG shares outstanding as of December 31, 2024.
- Note: All comparisons are between 2025 and 2024

Record portfolio purchasing driven by 18% growth in the U.S.

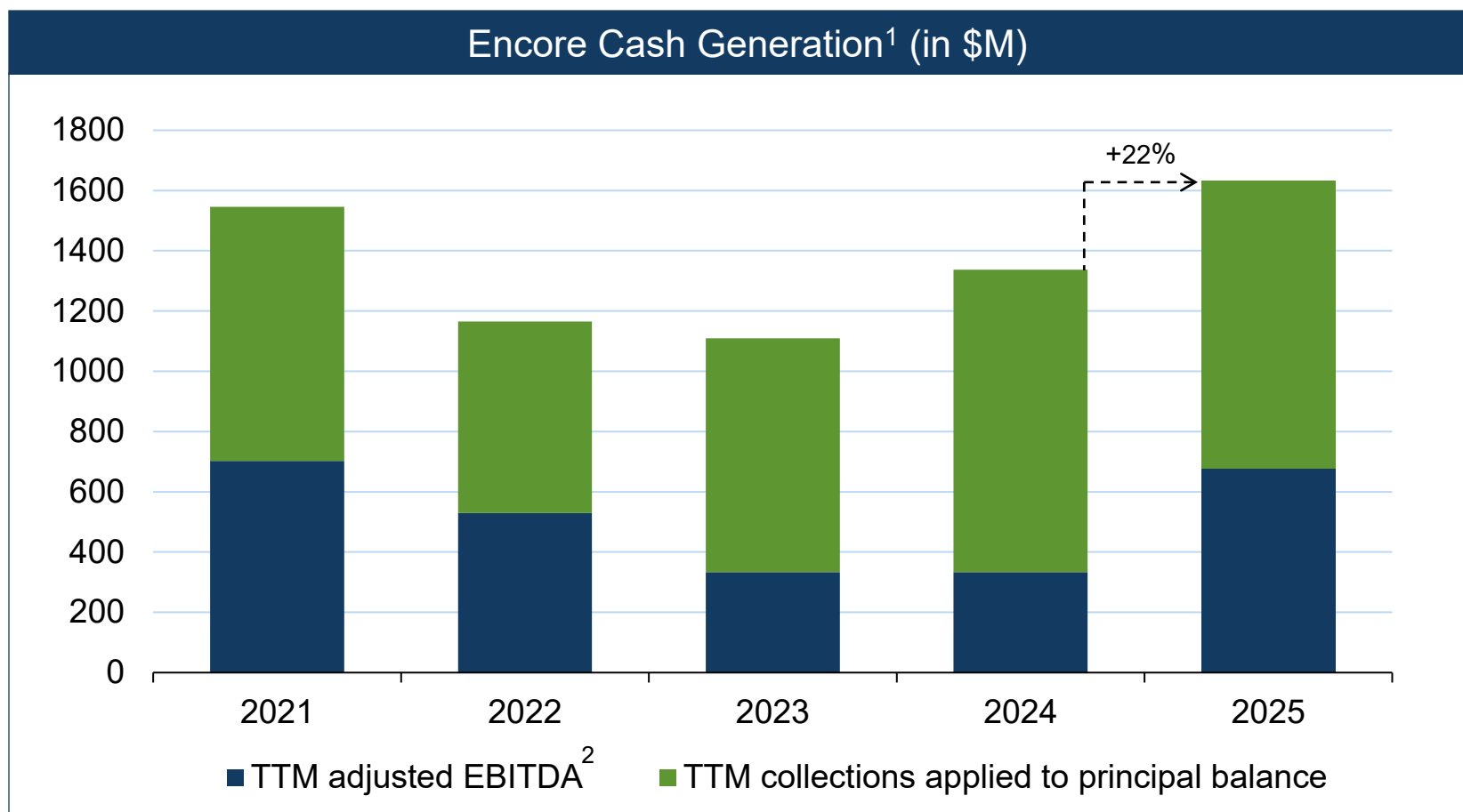


Collections increased by 20% in 2025



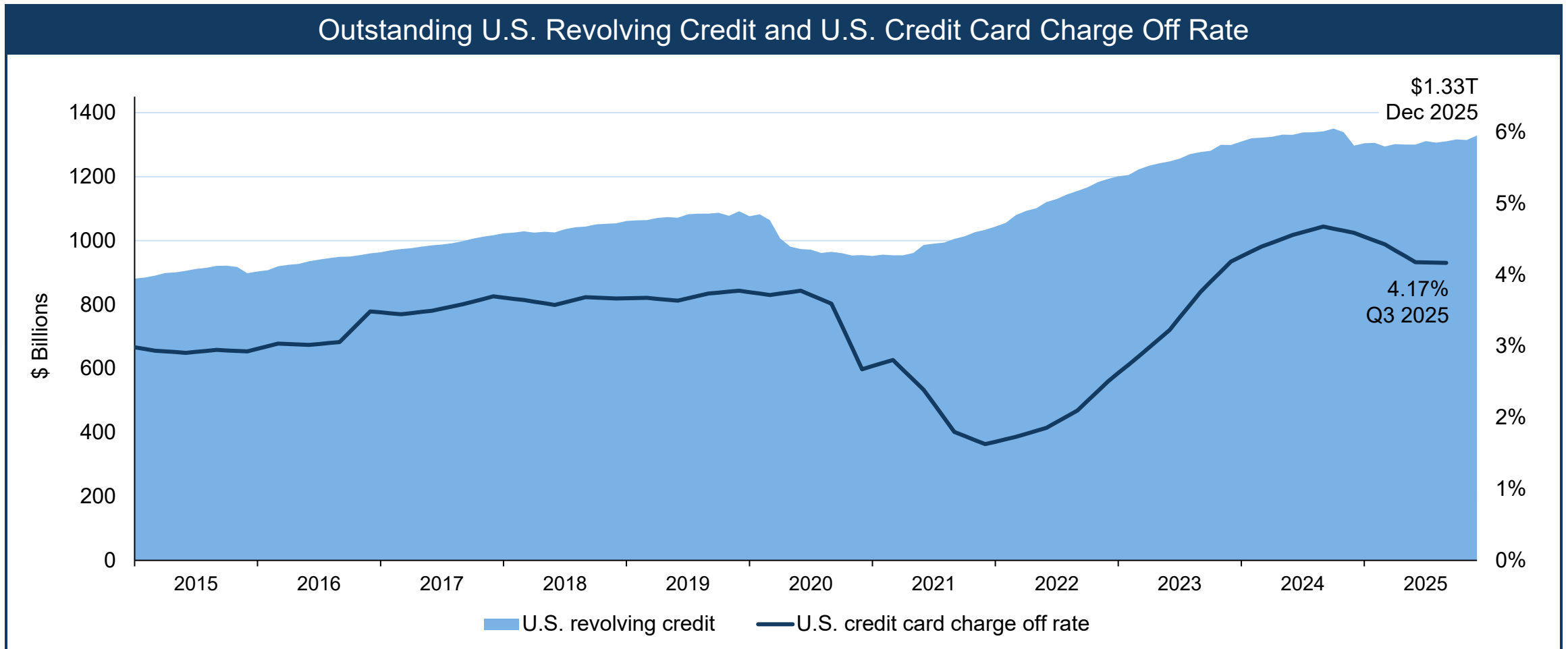
Note: Global, U.S. and Europe collections in 2025 were 109%, 108% and 112% (107%, 108% and 105% in constant currency), respectively, of the Dec 31, 2024 portfolio ERC forecasts for portfolios purchased prior to Dec 31, 2024.

Cash generation increased by 22% in 2025

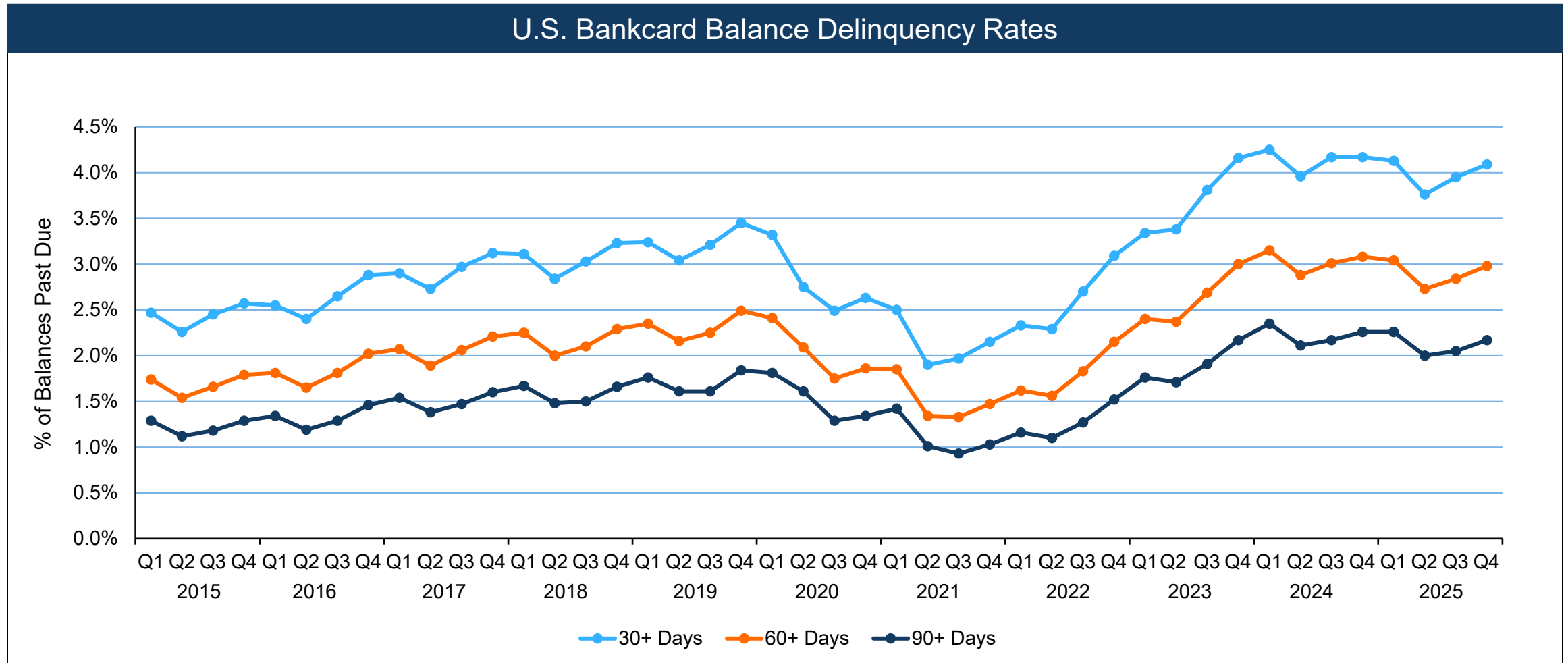


- 1) Cash generation defined as Adjusted EBITDA + collections applied to principal balance.
- 2) See appendix for reconciliation of Adjusted EBITDA to GAAP net income.

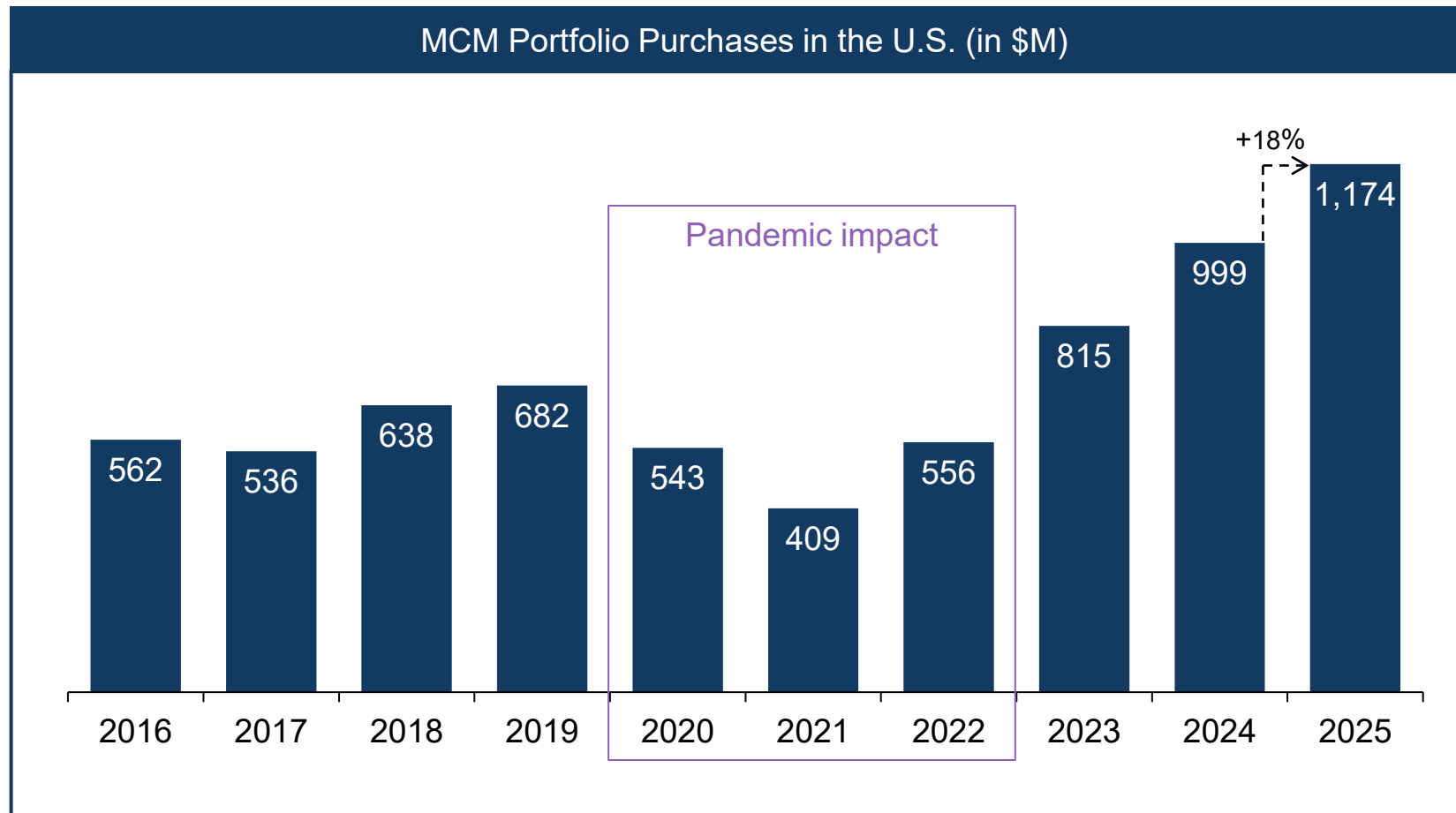
Robust U.S. portfolio supply driven by high charge off rate combined with continued strong lending



U.S. consumer credit card delinquency rates remain at high levels



2025 was a record year of portfolio purchasing for our U.S. business with deployments of \$1.2B, up 18% compared to 2024

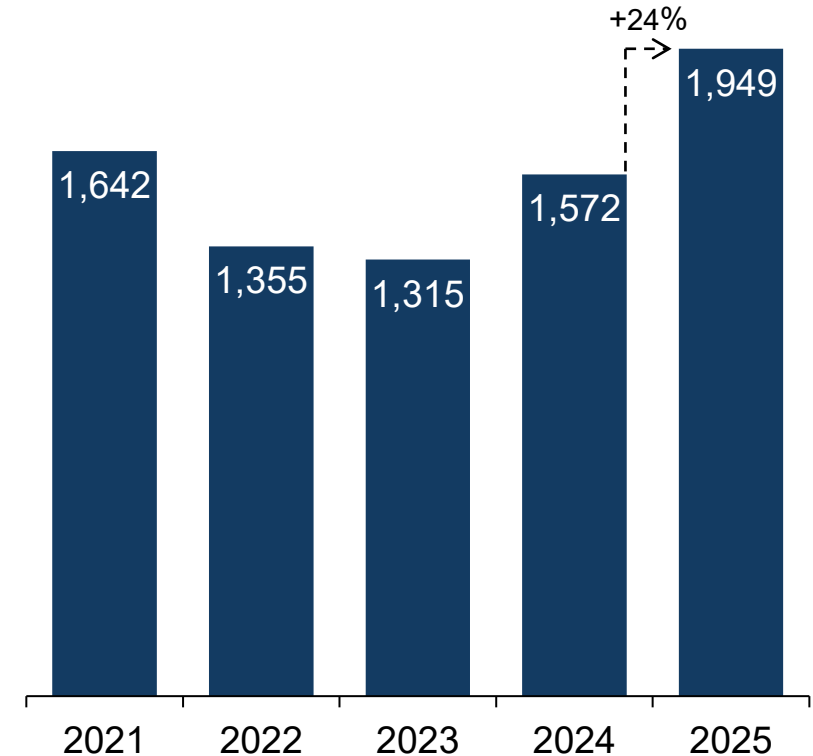


MCM continues to deliver very strong results across the board

MCM (U.S.)

- Portfolio supply in the U.S. remains robust
- Record MCM portfolio purchases of \$1.17B in 2025 increased by 18% compared to 2024
- Record MCM collections of \$1.95B in 2025 increased by 24% compared to 2024
- Collections overperformance driven by:
 - Deployment of new technologies
 - Enhanced digital capabilities
 - Continued operational innovation
 - Growing and resilient payer book
- Consumer payment behavior remains stable

MCM Collections (in \$M)

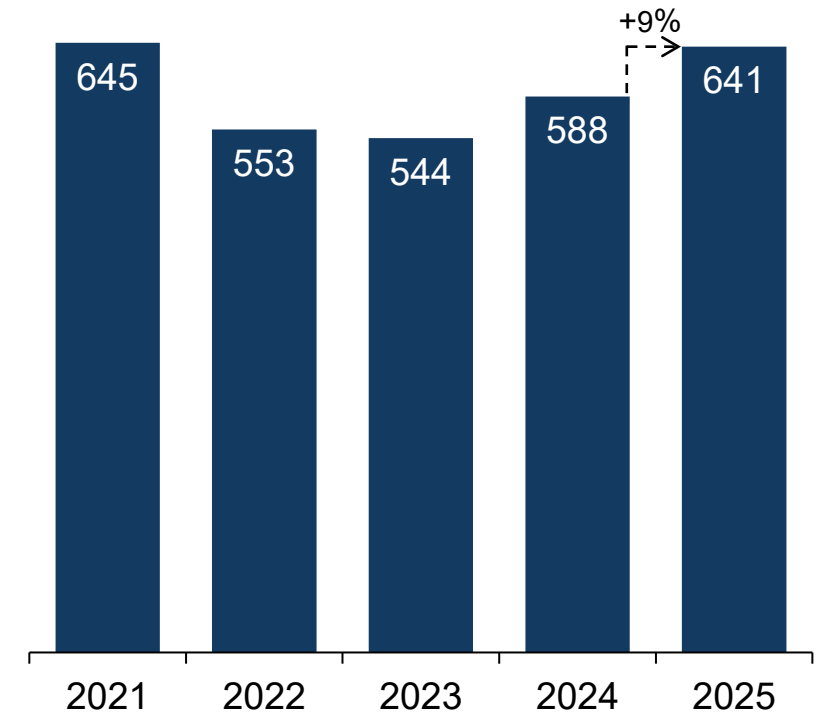


Cabot delivered a solid year of performance

Cabot (Europe)

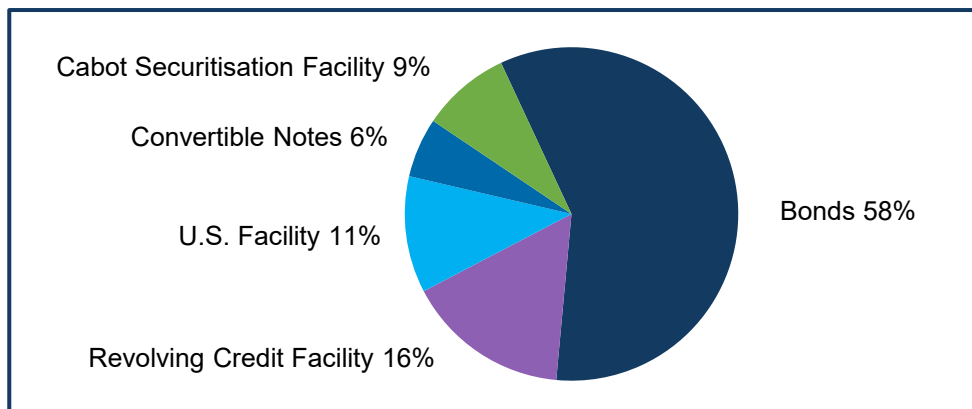
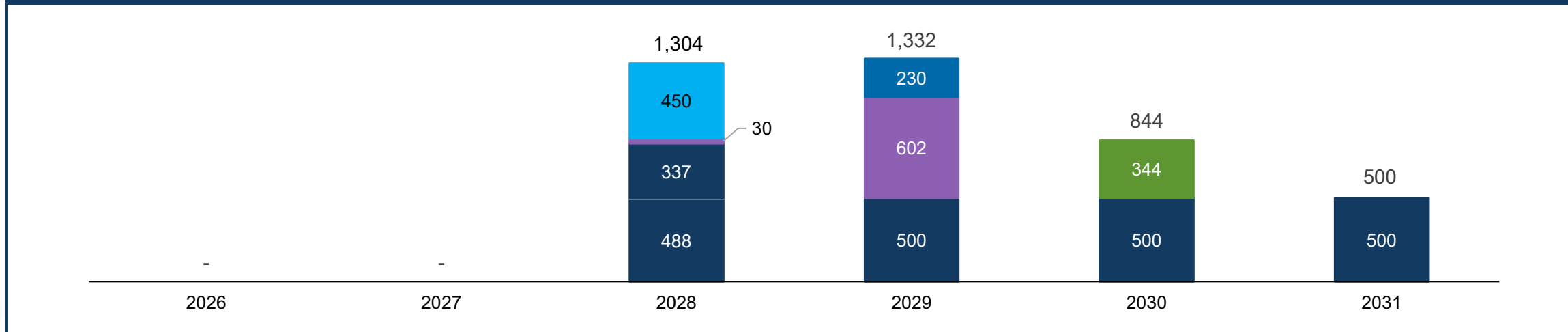
- Cabot collections of \$641M in 2025 increased by 9% compared to 2024
- Cabot portfolio purchases of \$234M in 2025 were lower than in 2024 due to the higher-than-normal Q4 2024 purchases of \$200M that included large spot-market portfolios
- U.K. market remains impacted by subdued consumer lending, low delinquencies and robust competition

Cabot Collections (in \$M)



We continue to proactively manage our balance sheet and have no significant maturities until 2028

Debt Maturity Profile at December 31, 2025 (in \$M)¹



- As of December 31, 2025, available liquidity was \$949M (available RCF of \$814M and cash² of \$134M).
- In October we issued \$500M of 6.625% Senior Secured Notes due April 2031.
- Also in October, we settled \$100M of 2025 Convertible Notes entirely in cash.
- In November, we repaid €100M (approximately \$118M) of the principal outstanding under the Encore 2028 Floating Rate Notes.

1) Does not include other borrowings of approximately \$54M.
 2) Excludes client cash that was collected on behalf of, and remains payable to, third party clients.

Looking Forward

Our Full-Year 2026 Guidance

	2025 Result	2026 Guidance ¹
Portfolio purchases	\$1.4B	\$1.4B to \$1.5B
Collections	\$2.6B	Increase 5% to \$2.7B
Earnings per share	\$10.91	Increase 10% to \$12.00

- Interest expense + other income of \$300M
- Effective tax rate to be in the mid-20's %

Our Mission, Vision and Values



Mission

Creating pathways to economic freedom



Vision

We help make credit accessible by partnering with consumers to restore their financial health



Values



We Care

We put people first and engage with honesty, empathy and respect



We Find a Better Way

We deliver our best in everything we do, find ways to make a positive difference, and achieve impactful results



We are Inclusive and Collaborative

We embrace our differences and work together to ensure every individual can thrive

Appendix

Financial Results – Full Year 2025

Summary earnings statement			Variance	
<i>\$ in millions, except EPS</i>	2025	2024	\$	%
Portfolio revenue	1,455.8	1,302.6	153.2	11.8%
Changes in recoveries	208.8	(89.7)	298.5	NM
Debt purchasing revenues	1,664.6	1,212.8	451.7	37.2%
Servicing & other revenues	104.2	103.5	0.7	0.7%
Total revenues	1,768.8	1,316.4	452.4	34.4%
Operating expenses	1,142.2	1,159.0	(16.9)	(1.5)%
Income from operations	626.6	157.3	469.3	298.3%
Interest expense & other income	(290.5)	(253.5)	(36.9)	14.6%
Income before income taxes	336.2	(96.2)	432.4	NM
Provision for income taxes	(79.3)	(43.0)	(36.3)	84.4%
Net income	256.8	(139.2)	396.1	NM
EPS	\$10.91	(\$5.83)	\$16.74	NM

Key financial measures			Variance	
<i>\$ in millions</i>	2025	2024	\$	%
Collections	2,592.8	2,162.5	430.3	19.9%
Portfolio purchases	1,408.1	1,352.0	56.1	4.1%
Average receivable portfolios ¹	4,074.0	3,622.4	451.6	12.5%
ERC	9,684.3	8,501.4	1,183.0	13.9%
Cash efficiency margin ²	57.8%	54.6%	3.2%	NM
Leverage	2.4	2.6	(0.2)	NM
Annual yields			Variance	
Collections yield ³	63.6%	59.7%	3.9%	NM
Portfolio yield ⁴	35.7%	36.0%	(0.3)%	NM
Impact of changes in recoveries ⁵	5.1%	(2.5)%	7.5%	NM
Debt purchasing yield⁶	40.8%	33.5%	7.3%	NM

- 1) Represents the average of receivable portfolios for the year (the sum of receivable portfolios at the beginning and end of the year divided by 2)
- 2) Full-year cash efficiency margin utilizes non-GAAP metrics. See appendix for calculation and a reconciliation to GAAP.
- 3) Full-year collections yield = (collections / average receivable portfolios)
- 4) Full-year portfolio yield = (portfolio revenue / average receivable portfolios)
- 5) Full-year impact of changes in recoveries = (changes in recoveries / average receivable portfolios)
- 6) Debt purchasing yield = portfolio yield + impact of changes in recoveries

Receivable portfolios and annualized yields

Receivable portfolios							
\$ in millions	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	2024	2025
Balance, beginning of period	3,719.3	3,776.4	3,952.5	4,184.8	4,270.0	3,468.4	3,776.4
Portfolio purchases	495.1	367.9	367.1	346.1	327.1	1,352.0	1,408.1
Collections	(554.6)	(604.8)	(655.0)	(663.0)	(670.0)	(2,162.5)	(2,592.8)
Portfolio revenue	336.7	345.2	361.2	370.1	379.3	1,302.6	1,455.8
Changes in recoveries	(95.8)	21.5	55.6	63.6	68.1	(89.7)	208.8
Other	(124.3)	46.4	103.4	(31.6)	(2.9)	(94.4)	115.3
Balance, end of period	3,776.4	3,952.5	4,184.8	4,270.0	4,371.5	3,776.4	4,371.5
Average balance	3,747.8	3,864.5	4,068.7	4,227.4	4,320.8	3,622.4	4,074.0

Annualized/annual yields	Q4 24	Q1 25	Q2 25	Q3 25	Q4 25	2024	2025
Collections yield	59.2%	62.6%	64.4%	62.7%	62.0%	59.7%	63.6%
Portfolio yield	35.9%	35.7%	35.5%	35.0%	35.1%	36.0%	35.7%
Impact of changes in recoveries	(10.2)%	2.2%	5.5%	6.0%	6.3%	(2.5)%	5.1%
Debt purchasing yield	25.7%	37.9%	41.0%	41.0%	41.4%	33.5%	40.8%

Definitions for quarterly results:

Collections yield =
(collections / average receivable portfolios) x 4

Portfolio yield =
(portfolio revenue / average receivable portfolios) x 4

Impact of changes in recoveries =
(changes in recoveries / average receivable portfolios) x 4

Debt purchasing yield =
(portfolio yield + impact of changes in recoveries)

Definitions for annual results:

Collections yield =
(collections / average receivable portfolios)

Portfolio yield =
(portfolio revenue / average receivable portfolios)

Impact of changes in recoveries =
(changes in recoveries / average receivable portfolios)

Debt purchasing yield =
(portfolio yield + impact of changes in recoveries)

Note: 2026 guidance is provided on portfolio purchases and collections to facilitate roll forward of receivable portfolios average balance

Supporting financial modeling formulas

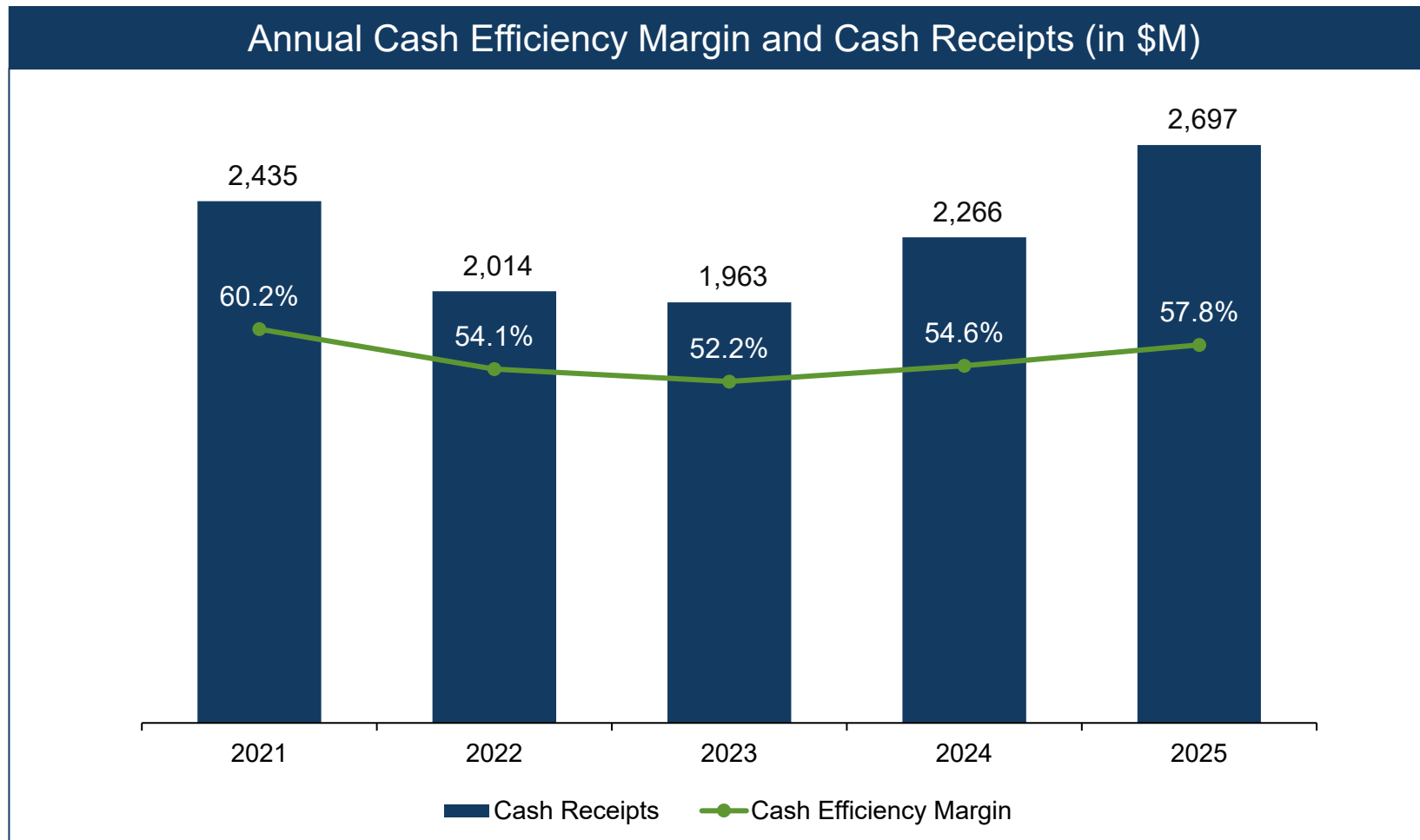
$$\text{Average receivable portfolios} \times \text{Portfolio yield} = \text{Portfolio revenue}$$

$$\text{Average receivable portfolios} \times \text{Collections yield} = \text{Collections}$$

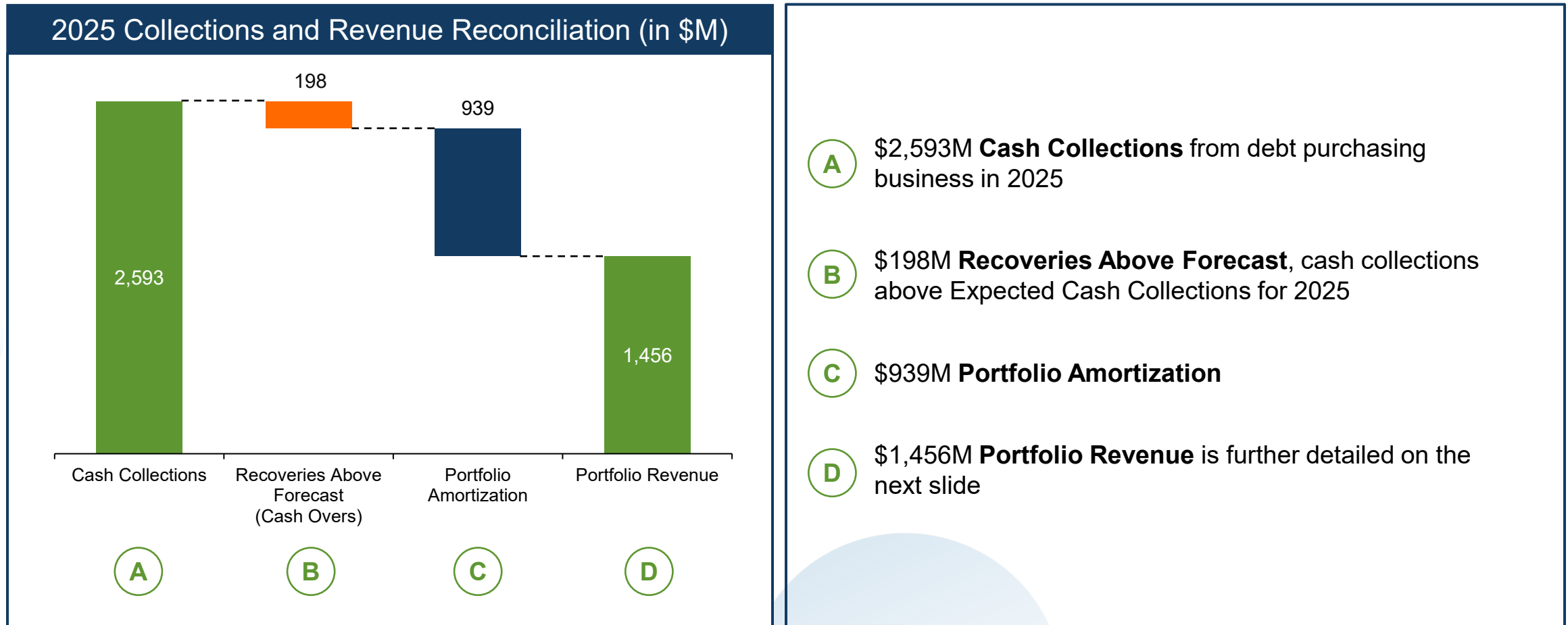
$$\text{Collections} + \text{Servicing \& other revenue} = \text{Cash receipts}$$

$$\text{Cash receipts} \times \left(1 - \text{Cash efficiency margin} \right) = \text{Operating expenses}$$

Annual Cash Efficiency Margin

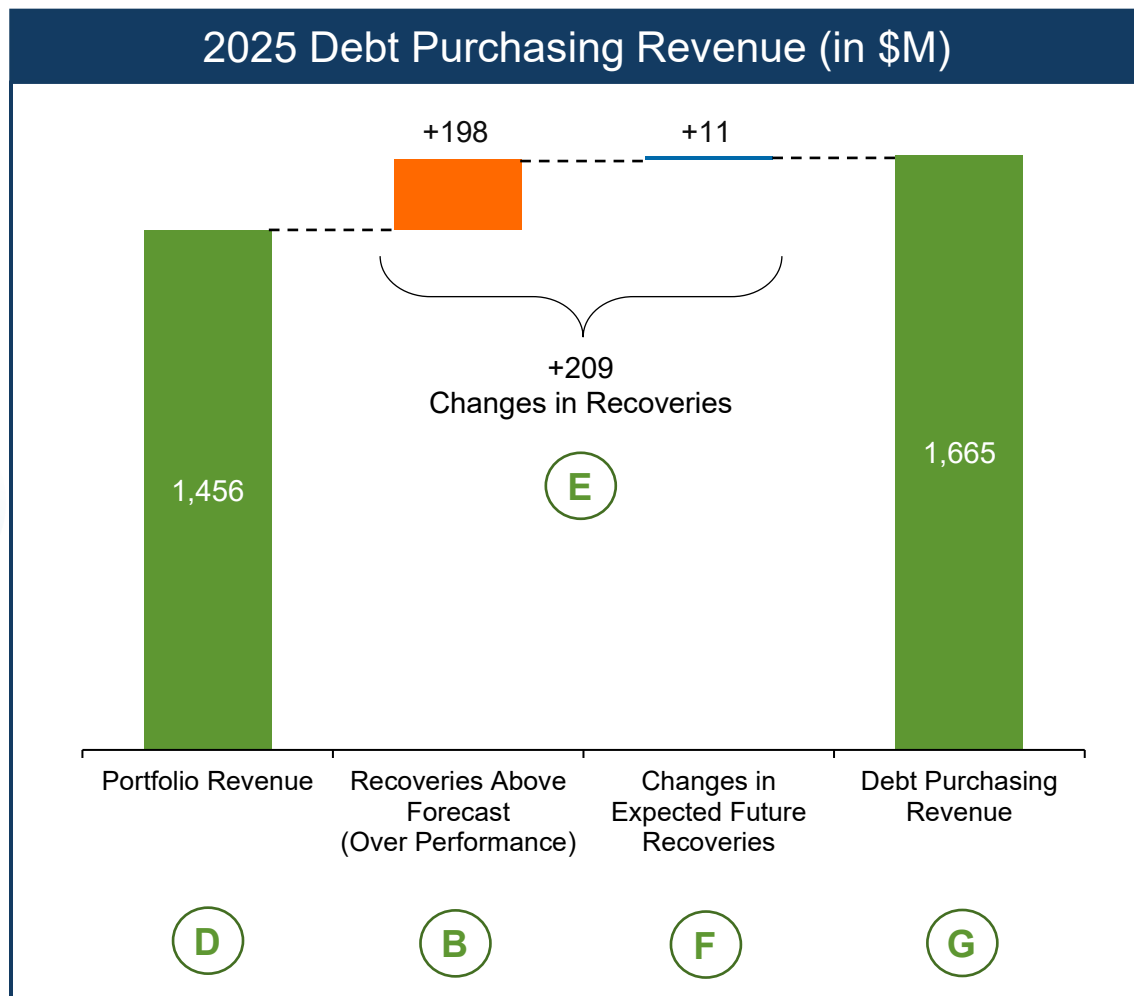


2025 Cash Collections and Revenue Reconciliation



Note: Portfolio Amortization represents the reduction of the receivable portfolio balance from collections and is calculated as cash collections less portfolio revenue less recoveries above forecast.

Components of Debt Purchasing Revenue in 2025



D Portfolio Revenue is revenue from expected collections and is a formulaic calculation based on the investment in receivable balance and an effective interest rate (EIR) that is established at the time of the purchase of each portfolio.

E Changes in Recoveries is the sum of **B + F**

B Recoveries Above/Below Forecast is the amount collected as compared to forecast for the period and represents over/under performance for the period. Colloquially referred to as “cash-overs” or “cash-under”.

F Changes in Expected Future Recoveries¹ is the present value of changes to future ERC, which generally consists of:

- Collections “pulled forward from” or “pushed out to” future periods (amounts either collected early or expected to be collected later); and
- Magnitude and timing changes to estimates of expected future collections (which can be increases or decreases)

G Debt Purchasing Revenue is the sum of **D + E**

Debt Purchasing Revenue in the Financial Statements

Revenues	Year Ended December 31,	
	2025	2024
Portfolio revenue	\$ 1,455,795	\$ 1,302,567
Changes in recoveries	208,771	(89,740)
Total debt purchasing revenue	1,664,566	1,212,827

Non-GAAP Financial Measures

This presentation includes certain financial measures that exclude the impact of certain items and therefore have not been calculated in accordance with U.S. Generally Accepted Accounting Principles (“GAAP”). The Company has included information concerning Adjusted EBITDA because management utilizes this information in the evaluation of its operations and believes that this measure, when added to collections applied to principal balance, is a useful indicator of the Company’s ability to generate cash collections in excess of operating expenses through the liquidation of its receivable portfolios. The Company has included Pre-Tax ROIC as management uses this measure to monitor and evaluate operating performance relative to our invested capital and because the Company believes it is a useful measure for investors to evaluate effective use of capital. The Company has included Net Debt and Leverage as management uses these measures to monitor and evaluate its ability to incur and service debt. The Company has included Adjusted Operating Expenses in order to calculate Cash Efficiency Margin, which can be used as a measure of expense efficiency. The Company has included impacts from foreign currency exchange rates to facilitate a comparison of operating metrics that are unburdened by variations in foreign currency exchange rates over time.

Adjusted EBITDA, Adjusted Income from Operations (used in Pre-Tax ROIC), Net Debt, Leverage, Adjusted Operating Expenses (used in Cash Efficiency Margin) and impacts from foreign currency exchange rates have not been prepared in accordance with GAAP. These non-GAAP financial measures should not be considered as alternatives to, or more meaningful than, net income, income from operations, or operating expenses as indicators of the Company’s operating performance or liquidity. Further, these non-GAAP financial measures, as presented by the Company, may not be comparable to similarly titled measures reported by other companies. The Company has attached to this presentation a reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures.

Constant Currency figures are calculated by employing Q4 2024 foreign currency exchange rates to recalculate Q4 2025 results or 2024 foreign currency exchange rates to recalculate 2025 results. Constant Currency values for operating metrics are calculated based on the average exchange rates during the respective periods.

Calculation of Annual Cash Efficiency Margin

Annual cash efficiency margin ¹					
<i>\$ in millions, except percentages</i>	2021	2022	2023	2024	2025
Collections	2,307.4	1,911.5	1,862.6	2,162.5	2,592.8
Servicing revenues	120.8	94.9	83.1	84.8	88.4
Other revenues	6.9	7.9	17.6	18.8	15.8
Cash receipts (A)	2,435.0	2,014.4	1,963.3	2,266.0	2,697.0
Operating expenses	981.2	936.2	1,206.1	1,159.0	1,142.2
Acquisition, integration and restructuring related expenses	(13.1)	(7.2)	(11.5)	(10.7)	(3.2)
Goodwill impairment ²	-	-	(238.2)	(100.6)	-
Impairment of assets ²	-	(4.1)	(18.7)	(18.5)	-
Adjusted operating expenses (B)	968.1	924.9	937.8	1,029.2	1,139.0
Annual cash efficiency margin (A-B) / A	60.2%	54.1%	52.2%	54.6%	57.8%

- 1) Annual cash efficiency margin defined as (cash receipts – adjusted operating expenses) ÷ cash receipts, where cash receipts = collections + servicing revenues + other revenues
 Note: Beginning with the investor presentation covering the period ending December 31, 2024, we modified the adjustments to operating expenses used in the calculation of cash efficiency margin to enhance the comparability to prior periods, anticipated future periods, and our competitors' results. Beginning with the investor presentation covering the period ending March 31, 2025, we also include other revenues in calculating cash receipts. We have updated prior periods for comparability.
- 2) During the years ended December 31, 2024, and 2023, we recorded non-cash goodwill impairment charges of \$100.6 million and \$238.2 million, respectively. We recorded a non-cash impairment of long-lived assets of \$18.5 million and a non-cash impairment of intangible assets of \$18.7 million during the years ended December 31, 2024, and 2023, respectively. We believe these non-cash impairment charges are not indicative of ongoing operations, therefore adjusting for these expenses enhances comparability to prior periods, anticipated future periods, and our competitors' results.

Calculation of Annual Cash Generation

Reconciliation of Adjusted EBITDA to Net Income

Annual Adjusted EBITDA					
<i>\$ in millions</i>	2021	2022	2023	2024	2025
Net income, as reported	351.2	194.6	(206.5)	(139.2)	256.8
Adjustments:					
Interest expense	169.6	153.3	201.9	252.5	293.9
Interest income	(1.7)	(1.8)	(4.7)	(7.0)	(5.0)
Provision for income taxes	85.3	116.4	26.2	43.0	79.3
Depreciation and amortization	50.1	46.4	41.7	32.4	28.8
Stock-based compensation expense	18.3	15.4	13.9	14.0	18.3
Net gain on derivative instruments ¹	-	-	(3.2)	(0.3)	-
Acquisition, integration and restructuring related expenses ²	20.6	1.2	7.4	10.5	3.2
Loss on extinguishment of debt	9.3	-	-	7.8	1.6
Goodwill impairment ³	-	-	238.2	100.6	-
Impairment of assets ³	-	4.1	18.7	18.5	-
Adjusted EBITDA	702.7	529.6	333.6	332.9	677.0
Collections applied to principal balance⁴	843.1	635.3	776.3	1,004.2	953.5

1) Amount represents a gain or loss recognized on derivative instruments that are not designated as hedging instruments or a gain or loss recognized on derivative instruments upon dedesignation of hedge relationships. We adjust for this amount because we believe the gain or loss on derivative contracts is not indicative of ongoing operations.

2) Amount represents acquisition, integration and restructuring related expenses. We adjust for this amount because we believe these expenses are not indicative of ongoing operations; therefore, adjusting for these expenses enhances comparability to prior periods, anticipated future periods, and our competitors' results.

3) During the years ended December 31, 2024 and 2023, we recorded non-cash goodwill impairment charges of \$100.6 million and \$238.2 million, respectively. We recorded a non-cash impairment of long-lived assets of \$18.5 million and a non-cash impairment of intangible assets of \$18.7 million during the years ended December 31, 2024, and 2023, respectively. We believe these non-cash impairment charges are not indicative of ongoing operations, therefore adjusting for these expenses enhances comparability to prior periods, anticipated future periods, and our competitors' results.

4) Amount represents (a) gross collections from receivable portfolios less (b) debt purchasing revenue, plus (c) proceeds applied to basis from sales of real estate owned ("REO") assets, exit activities and, when applicable, other receivable portfolios.

* Totals may reflect slight differences due to rounding

Calculation of Annual Net Debt and Leverage

Net debt and leverage					
<i>\$ in millions, except leverage</i>	2021	2022	2023	2024	2025
GAAP Borrowings	2,997.3	2,898.8	3,318.0	3,672.8	4,001.3
Debt issuance costs and debt discounts	58.3	42.4	40.5	37.3	32.1
Cash & cash equivalents	(189.6)	(143.9)	(158.4)	(199.9)	(156.8)
Client cash	29.3	17.8	16.0	21.5	22.5
Net debt (A)	2,895.4	2,815.1	3,216.2	3,531.6	3,899.2
LTM adjusted EBITDA (B)	702.7	529.6	333.6	332.9	677.0
LTM collections applied to principal balance (C)	843.1	635.3	776.3	1,004.2	953.5
Leverage A / (B+C)	1.9x	2.4x	2.9x	2.6x	2.4x

Calculation of Annual ROIC

Reconciliation of Adjusted Income from Operations

Adjusted income from operations and ROIC					
<i>\$ in millions, except percentages</i>	2021	2022	2023	2024	2025
Numerator					
Income from operations	633.3	462.2	16.5	157.3	626.6
Adjustments:					
Acquisition, integration and restructuring related expenses ¹	5.7	1.2	8.0	10.7	3.2
Amortization of certain acquired intangible assets ²	7.4	6.0	3.5	-	-
Goodwill impairment ³	-	-	238.2	100.6	-
Impairment of assets ⁴	-	4.1	18.7	18.5	-
Changes in recoveries related to exit activities ⁵	-	-	-	30.1	-
Adjusted income from operations	646.4	473.5	284.9	317.3	629.8
Denominator					
Average net debt	3,050.0	2,855.2	3,015.6	3,373.9	3,715.4
Average equity	1,202.7	1,182.4	1,058.1	851.9	872.0
Total average invested capital	4,252.6	4,037.7	4,073.7	4,225.8	4,587.4
Pre-tax ROIC	15.2%	11.7%	7.0%	7.5%	13.7%

- 1) Amount represents acquisition, integration and restructuring related expenses. We adjust for this amount because we believe these expenses are not indicative of ongoing operations; therefore, adjusting for these expenses enhances comparability to prior periods, anticipated future periods, and our competitors' results.
- 2) We have acquired intangible assets, such as trade names and customer relationships, as a result of our acquisition of debt solution service providers. These intangible assets are valued at the time of the acquisition and amortized over their estimated lives. We believe that amortization of acquisition-related intangible assets, especially the amortization of an acquired company's trade names and customer relationships, is the result of pre-acquisition activities. In addition, the expense related to these acquired intangibles is a non-cash static expense that is not affected by operations during any reporting period.
- 3) We recorded non-cash goodwill impairment charges of \$100.6 million and \$238.2 million related to our Cabot business during the years ended December 31, 2024 and December 31, 2023, respectively. We believe these non-cash impairment charges are not indicative of ongoing operations, therefore adjusting for these expenses enhances comparability to prior periods, anticipated future periods, and our competitors' results.
- 4) We recorded a non-cash impairment of assets of \$18.5 million in the year ended December 31, 2024. We also recorded non-cash impairments of intangible assets of \$4.1 million and \$18.7 million in the years ended December 31, 2022 and December 31, 2023, respectively. We believe these non-cash impairment charges are not indicative of ongoing operations, therefore adjusting for these expenses enhances comparability to prior periods, anticipated future periods, and our competitors' results.
- 5) Amount represents the net present value of ERC eliminated as a result of the sale of portfolios associated with Cabot's exit from the Italian NPL market and Spanish secured NPL market in the year ending December 31, 2024. We have adjusted for this amount because we do not believe this is indicative of ongoing operations.