

# First Quarter 2026 Investor Presentation

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Encore Capital Group, Inc.

May 6, 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.

# Q1 2026 Financial Highlights

## Portfolio Purchases

**\$363M**  
down 1%

## Collections

**\$718M**  
up 19%

## Average Receivable Portfolios<sup>1</sup>

**\$4.40B**  
up 14%

## Leverage<sup>2</sup>

**2.3x**  
0.3x lower

## Net Income

**\$86.2M**  
up 84%

## EPS

**\$3.86**  
up 100%

- 1) Represents the average of receivable portfolios for the quarter (the sum of receivable portfolios at the beginning and end of the quarter 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.  
Note: All comparisons are between Q1 2026 and Q1 2025

# Our Strategy and Market Presence

## Our Strategy

- Market Focus
- Competitive Advantage
- Balance Sheet Strength



## Our Market Presence



Midland  
Credit  
Management™

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



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

# Encore's competitive advantage is driven by our value engine

## Buy well

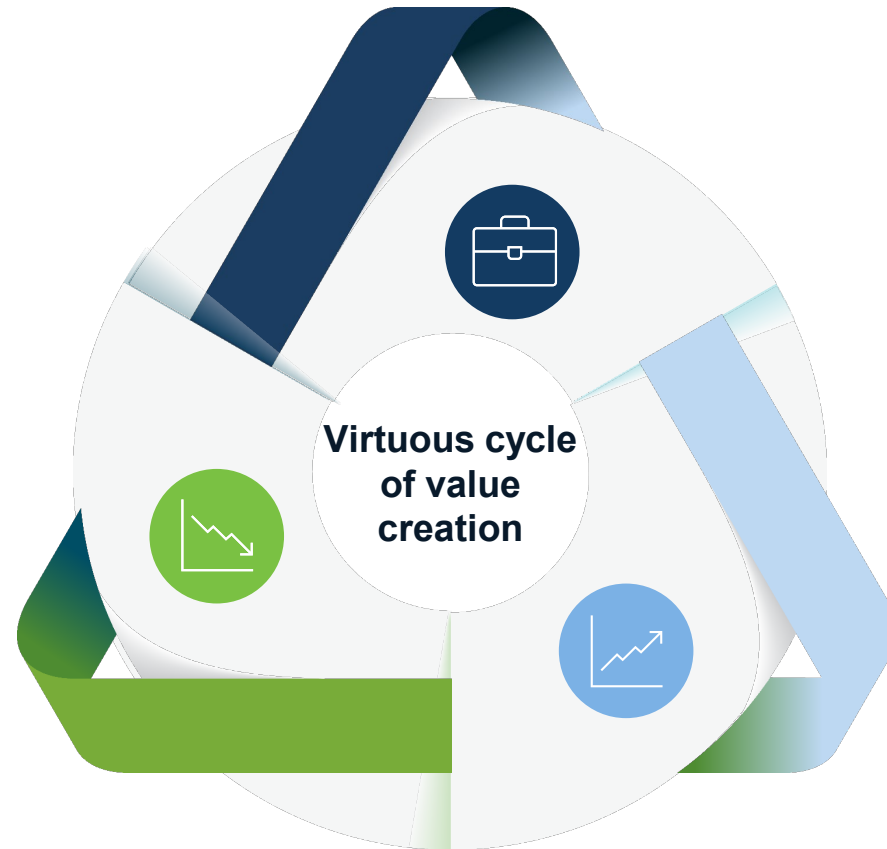
### Purchasing portfolios at attractive returns

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

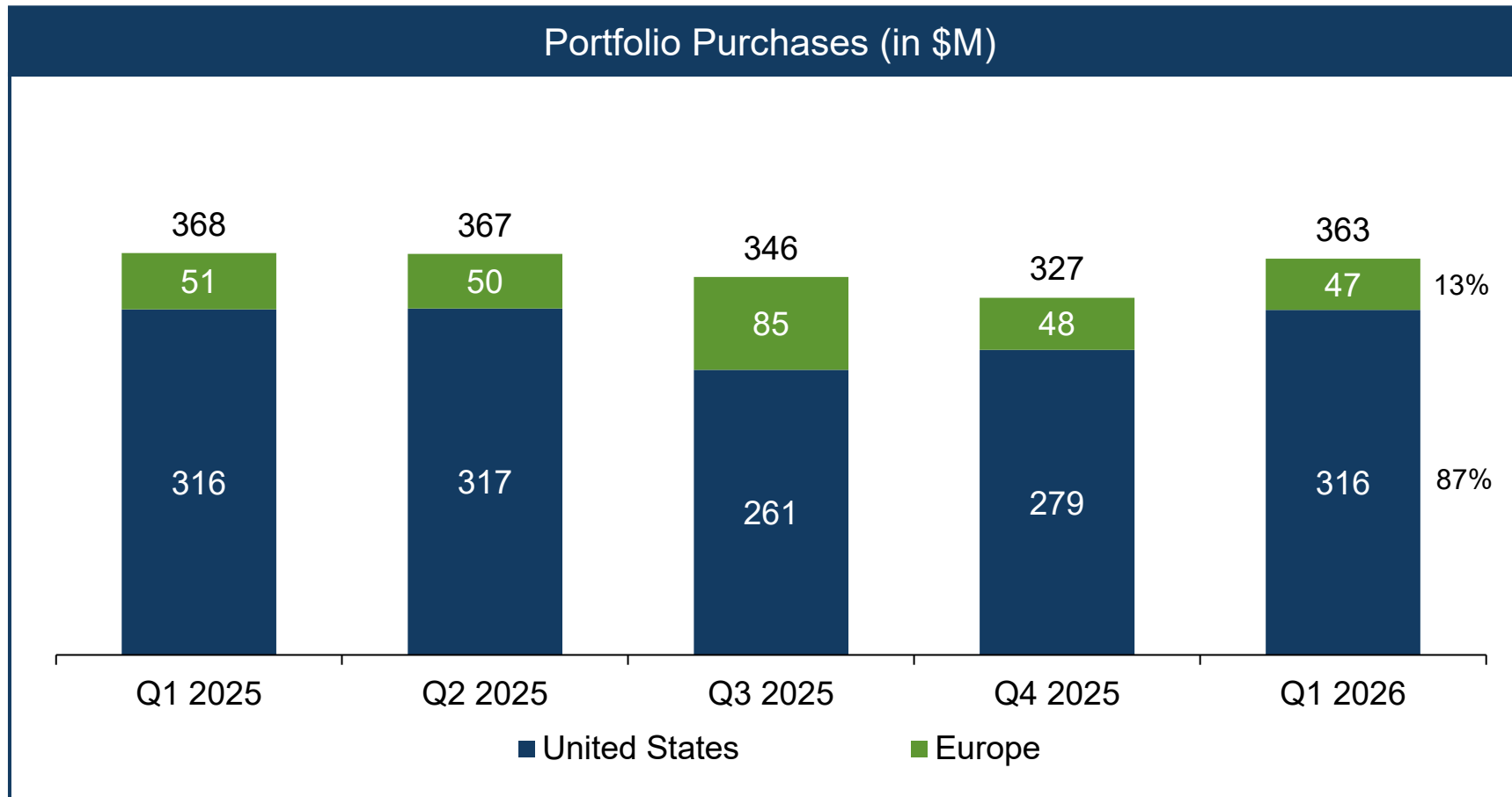


## Collect efficiently

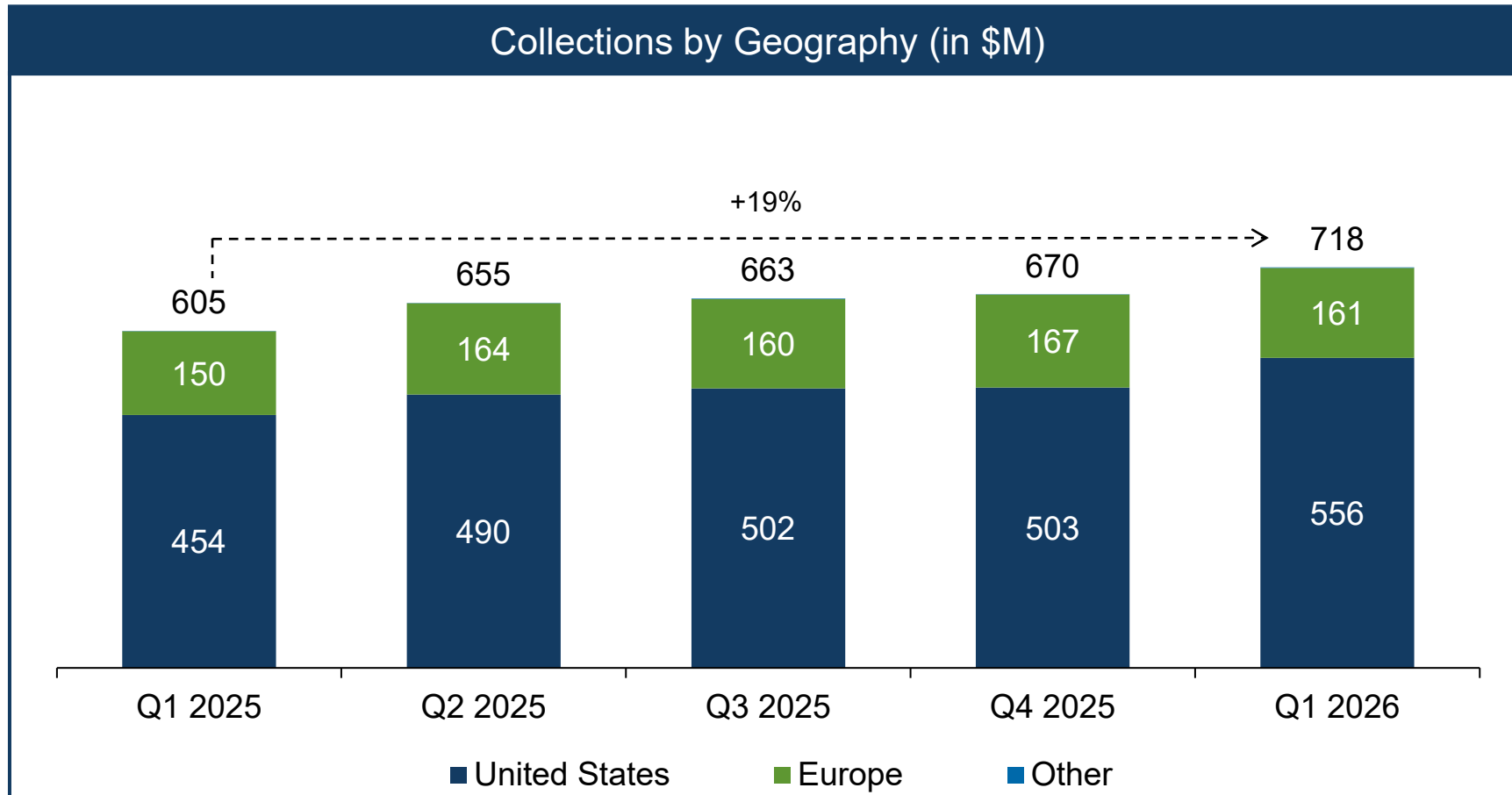
### Maximizing net collections to realize strong yields

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

# We continue to allocate the majority of our capital to U.S. opportunities

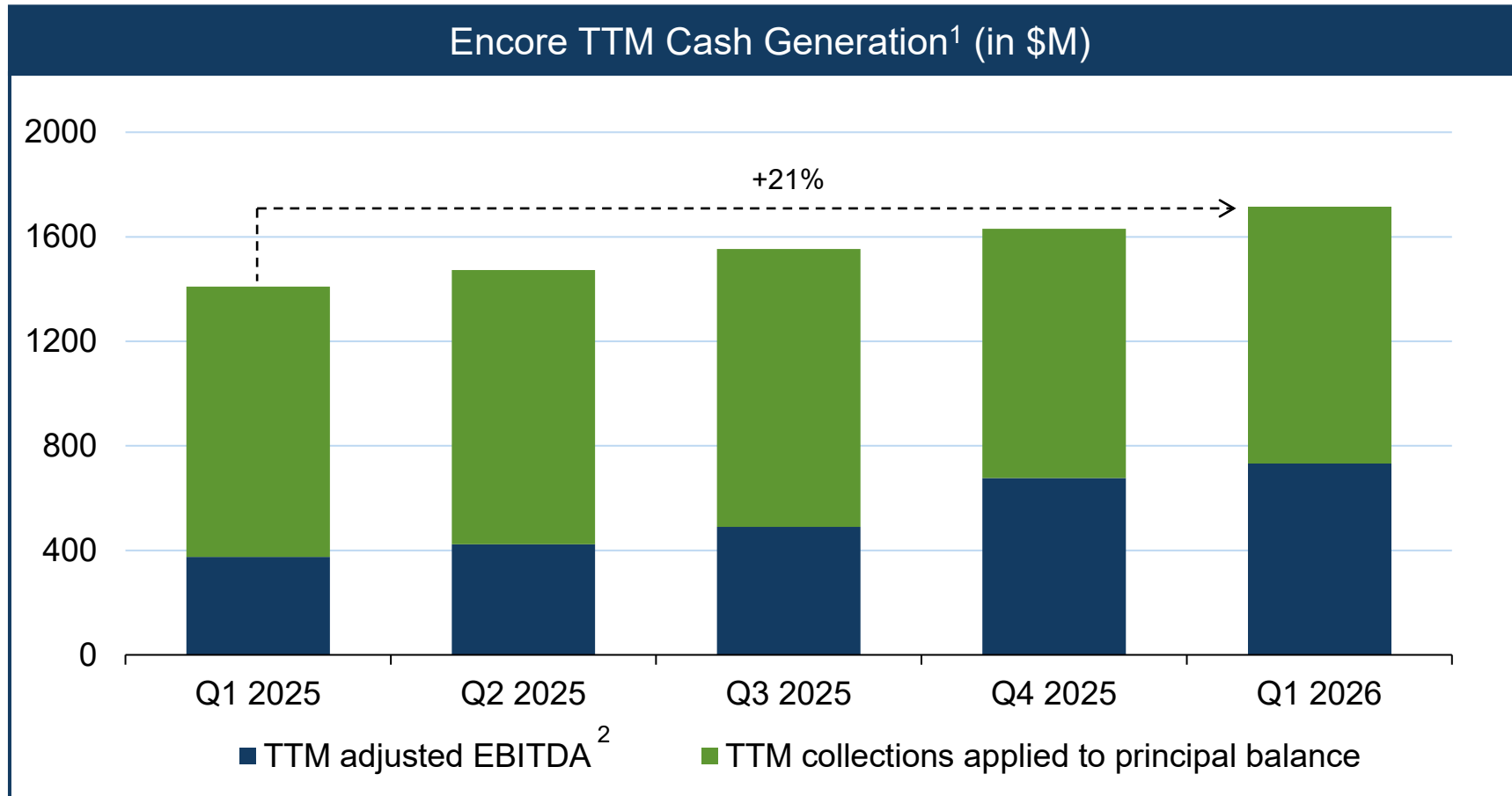


# Collections increased by 19% to a quarterly record \$718 million



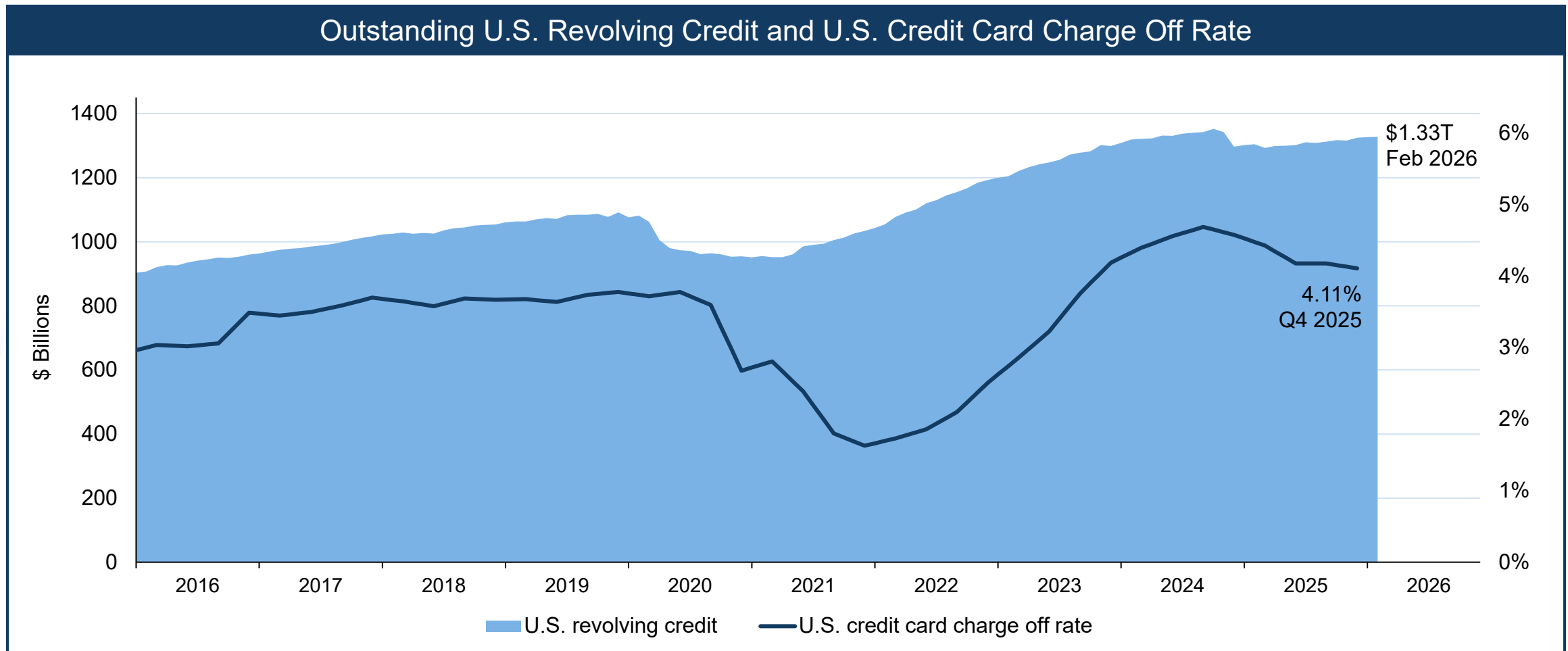
Note: Global, U.S. and Europe collections for Q1 2026 were 106%, 106% and 105% (106%, 106% and 105% also in constant currency), respectively, of the Dec 31, 2025 portfolio ERC forecasts for portfolios purchased prior to Dec 31, 2025.

# Cash generation increased by 21%

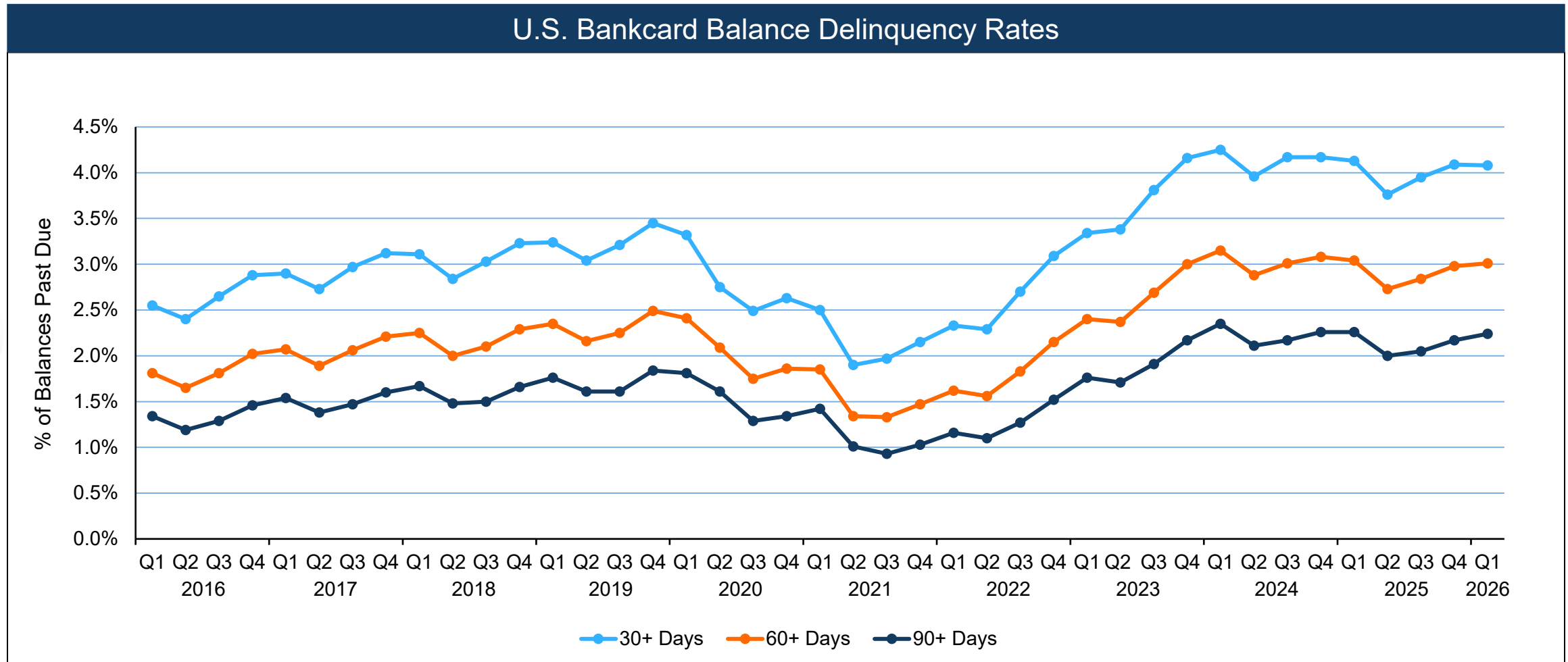


1) Trailing Twelve Month (“TTM”) cash generation defined as TTM adjusted EBITDA + TTM collections applied to principal balance.  
2) See appendix for reconciliation of Adjusted EBITDA to GAAP net income.

# 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

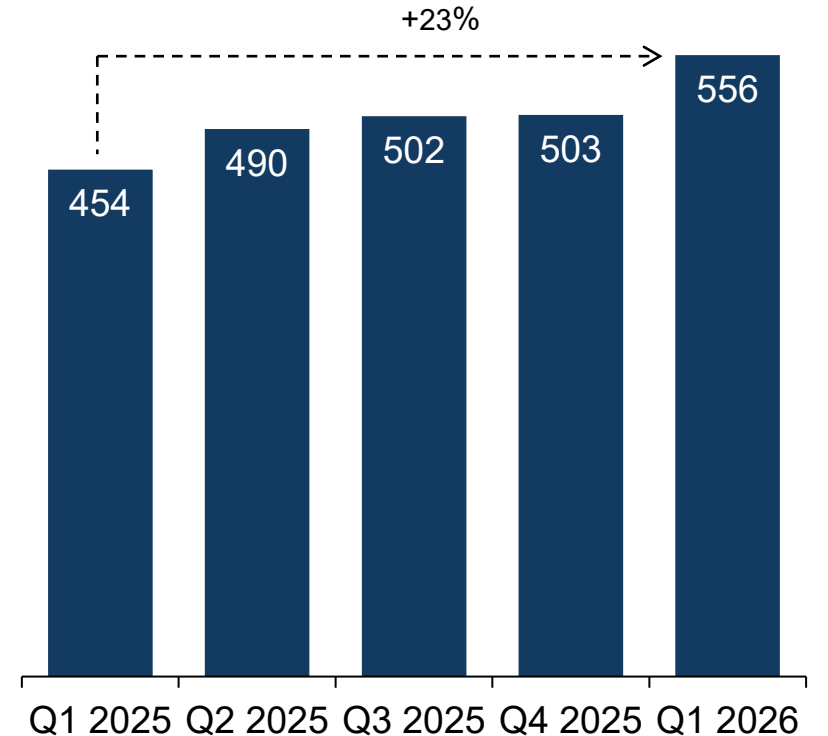


# MCM continues to deliver very strong results

## MCM (U.S.)

- Portfolio supply in the U.S. remains robust
- Solid MCM portfolio purchases of \$316M in Q1 2026
- Record MCM collections of \$556M in Q1 2026 increased by 23% compared to Q1 2025
- Collections performance 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)

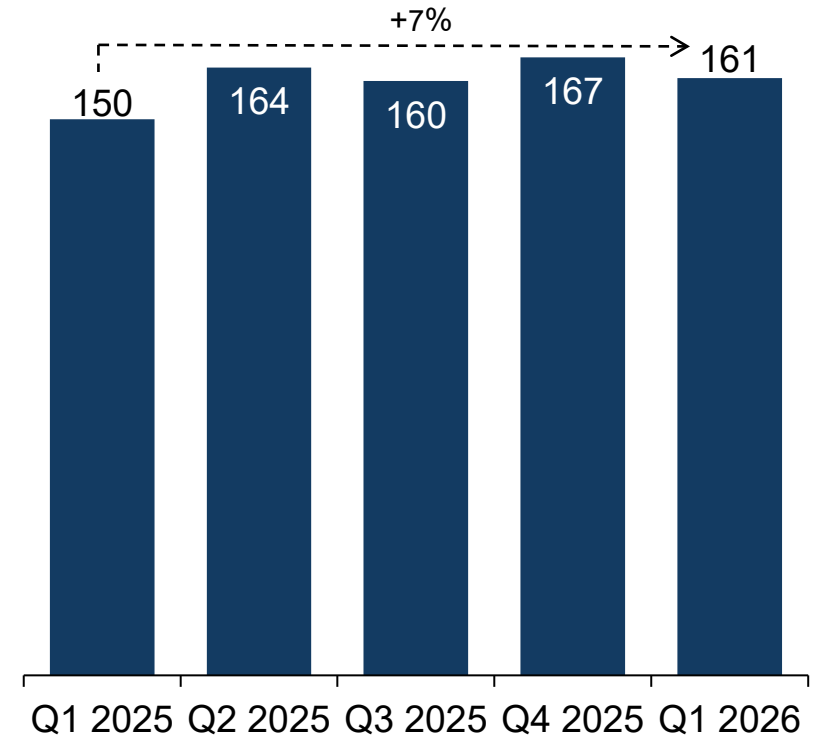


# Cabot delivered a solid Q1

## Cabot (Europe)

- Cabot portfolio purchases of \$47M in Q1 2026 in line with historical trend
- U.K. market remains impacted by subdued consumer lending, low delinquencies and robust competition
- Cabot collections in Q1 2026 of \$161M increased by 7% compared to Q1 2025.
- Cabot's focus on costs continues

## Cabot Collections (in \$M)





# Detailed Financial Discussion

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# Financial Results

Summary earnings statement			Variance	
<i>\$ in millions, except EPS</i>	Q1 26	Q1 25	\$	%
Portfolio revenue	390.0	345.2	44.8	13.0%
Changes in recoveries	62.7	21.5	41.3	192.3%
<b>Debt purchasing revenues</b>	<b>452.8</b>	<b>366.7</b>	<b>86.1</b>	<b>23.5%</b>
Servicing & other revenues	22.7	26.1	(3.4)	(13.2)%
<b>Total revenues</b>	<b>475.4</b>	<b>392.8</b>	<b>82.6</b>	<b>21.0%</b>
Operating expenses	291.4	263.4	28.0	10.6%
<b>Income from operations</b>	<b>184.0</b>	<b>129.3</b>	<b>54.6</b>	<b>42.3%</b>
Interest expense & other income	(72.3)	(68.9)	(3.4)	4.9%
<b>Income before income taxes</b>	<b>111.7</b>	<b>60.5</b>	<b>51.3</b>	<b>84.8%</b>
Provision for income taxes	(25.5)	(13.7)	(11.8)	86.5%
<b>Net income</b>	<b>86.2</b>	<b>46.8</b>	<b>39.4</b>	<b>84.3%</b>
<b>EPS</b>	<b>\$3.86</b>	<b>\$1.93</b>	<b>\$1.93</b>	<b>100.0%</b>

Key financial measures			Variance	
<i>\$ in millions</i>	Q1 26	Q1 25	\$	%
Collections	718.4	604.8	113.6	18.8%
Portfolio purchases	362.8	367.9	(5.0)	(1.4)%
Average receivable portfolios <sup>1</sup>	4,404.5	3,864.5	540.0	14.0%
ERC	9,825.3	8,862.7	962.6	10.9%
Cash efficiency margin <sup>2</sup>	60.9%	58.3%	2.6%	NM
Leverage	2.3x	2.6x	(0.3x)	NM
Annualized yields			Variance	
Collections yield <sup>3</sup>	65.2%	62.6%	2.6%	NM
Portfolio yield <sup>4</sup>	35.4%	35.7%	(0.3)%	NM
Impact of changes in recoveries <sup>5</sup>	5.7%	2.2%	3.5%	NM
<b>Debt purchasing yield<sup>6</sup></b>	<b>41.1%</b>	<b>37.9%</b>	<b>3.2%</b>	<b>NM</b>

1) Represents the average of receivable portfolios for the quarter (the sum of receivable portfolios at the beginning and end of the quarter divided by 2)

2) Quarterly cash efficiency margin utilizes non-GAAP metrics. See appendix for calculation and a reconciliation to GAAP.

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

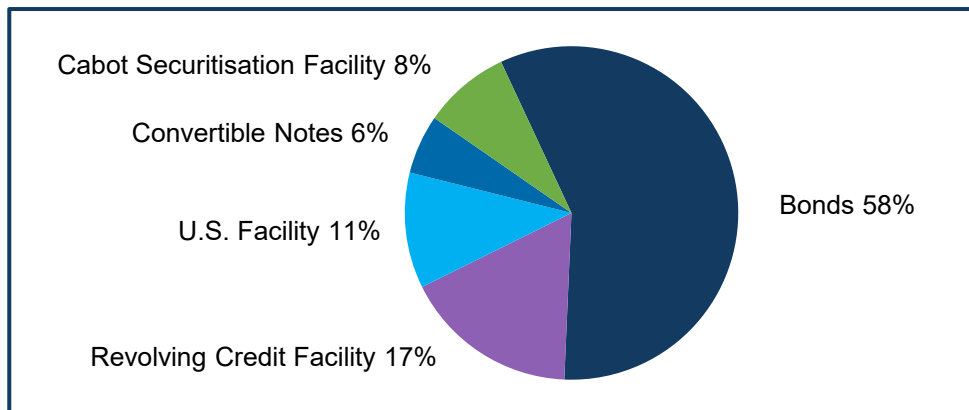
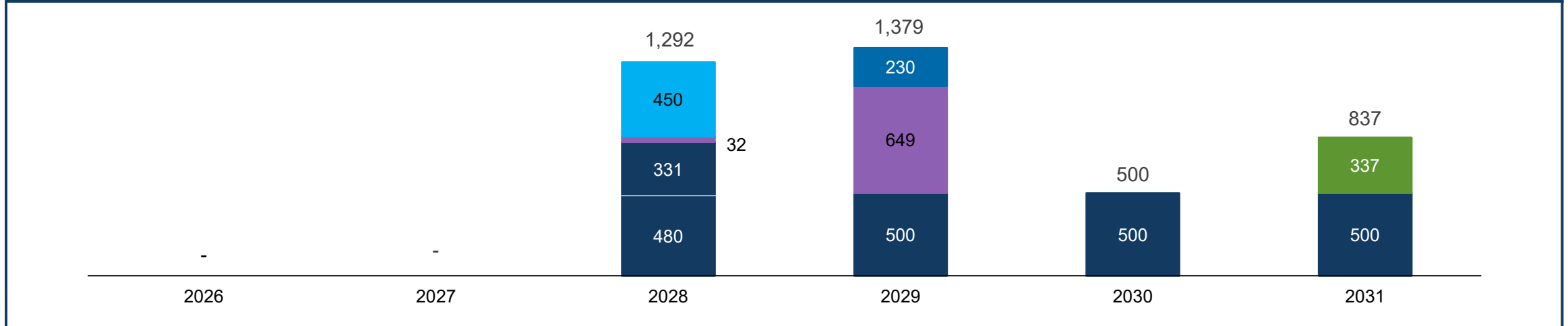
4) Portfolio yield = (portfolio revenue / average receivable portfolios) x 4

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

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

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

Debt Maturity Profile at March 31, 2026 (in \$M)<sup>1</sup>



- As of March 31, 2026, available liquidity was \$1,001M (available RCF of \$791M and cash<sup>2</sup> of \$210M).
- In March we extended the maturity date of our Cabot Securitisation Facility by one year to January 2031.

1) Does not include other borrowings of approximately \$55M.

2) Excludes client cash that was collected on behalf of, and remains payable to, third party clients.

# Our Objectives and Priorities

## Balance Sheet Objectives

- Preserve financial flexibility
- Target leverage<sup>1</sup> 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

# Updating our full-year 2026 guidance

	2025 Result	Updated 2026 Guidance <sup>1</sup>
Portfolio purchases	\$1.4B	Between \$1.4B and \$1.5B
Collections	\$2.6B	Increase 8% to \$2.8B
Earnings per share	\$10.91	Increase 19% to \$13.00

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

# Appendix

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# Receivable portfolios and annualized yields

Receivable portfolios					
<i>\$ in millions</i>	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26
Balance, beginning of period	3,776.4	3,952.5	4,184.8	4,270.0	4,371.5
Portfolio purchases	367.9	367.1	346.1	327.1	362.8
Collections	(604.8)	(655.0)	(663.0)	(670.0)	(718.4)
Portfolio revenue	345.2	361.2	370.1	379.3	390.0
Changes in recoveries	21.5	55.6	63.6	68.1	62.7
Other	46.4	103.4	(31.6)	(2.9)	(31.3)
<b>Balance, end of period</b>	<b>3,952.5</b>	<b>4,184.8</b>	<b>4,270.0</b>	<b>4,371.5</b>	<b>4,437.4</b>
<b>Average balance</b>	<b>3,864.5</b>	<b>4,068.7</b>	<b>4,227.4</b>	<b>4,320.8</b>	<b>4,404.5</b>

Annualized/annual yields	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26
Collections yield	62.6%	64.4%	62.7%	62.0%	65.2%
Portfolio yield	35.7%	35.5%	35.0%	35.1%	35.4%
Impact of changes in recoveries	2.2%	5.5%	6.0%	6.3%	5.7%
<b>Debt purchasing yield</b>	<b>37.9%</b>	<b>41.0%</b>	<b>41.0%</b>	<b>41.4%</b>	<b>41.1%</b>

## Definitions:

Collections yield =  
 $(\text{collections} / \text{average receivable portfolios}) \times 4$

Portfolio yield =  
 $(\text{portfolio revenue} / \text{average receivable portfolios}) \times 4$

Impact of changes in recoveries =  
 $(\text{changes in recoveries} / \text{average receivable portfolios}) \times 4$

Debt purchasing yield =  
 $(\text{portfolio yield} + \text{impact of changes in recoveries})$

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

# Supporting financial modeling formulas

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

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

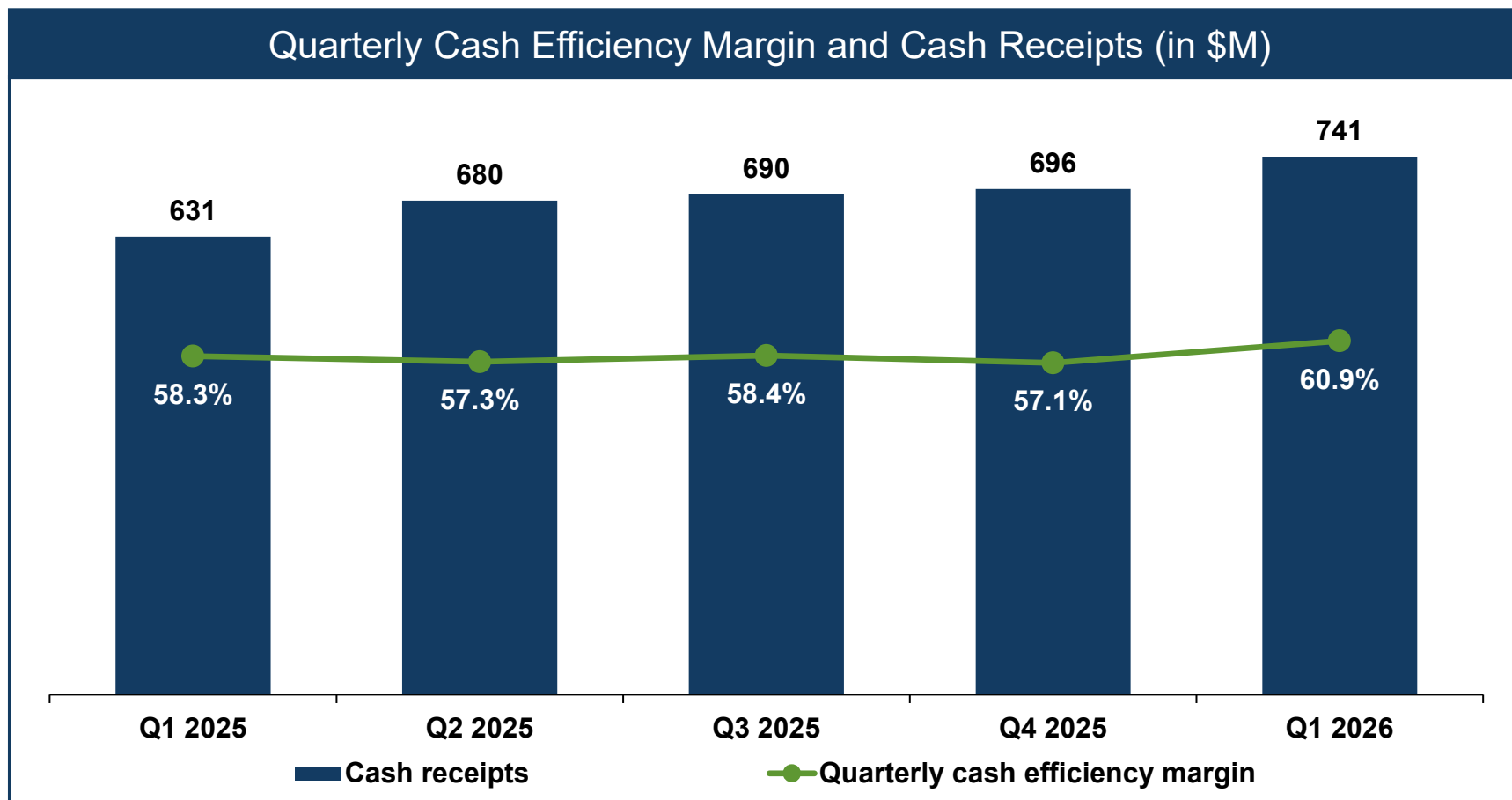
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$$\text{Collections} + \text{Servicing \& other revenue} = \text{Cash receipts}$$

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

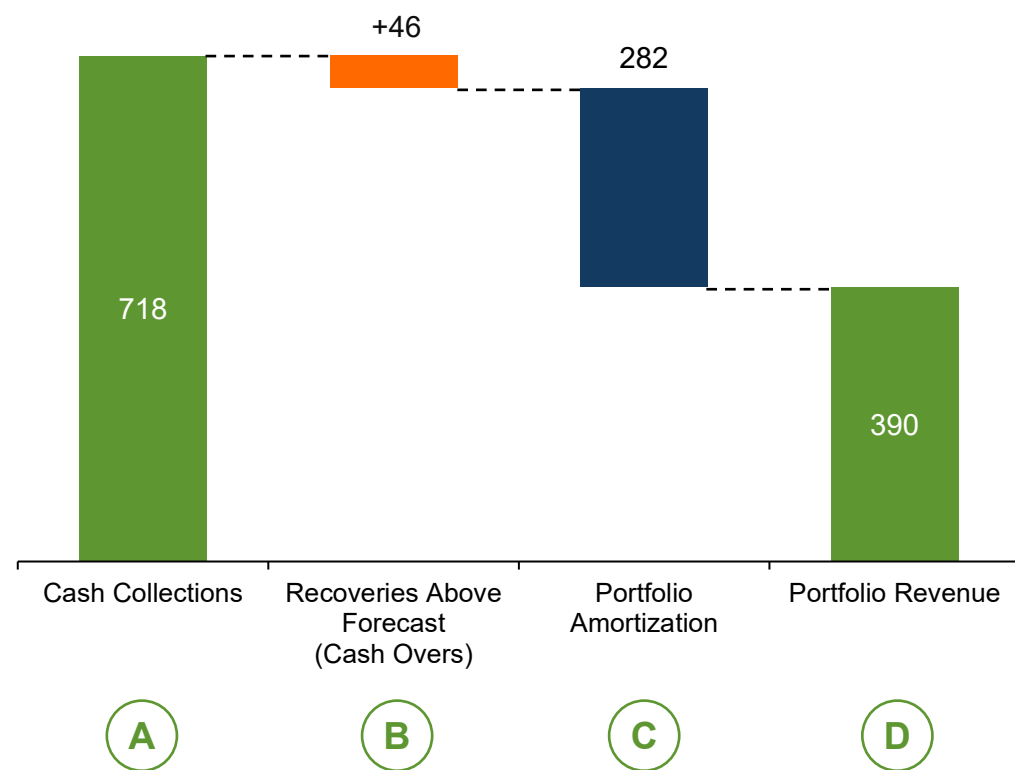
# Quarterly Cash Efficiency Margin



Note: Quarterly cash efficiency margin utilizes non-GAAP metrics defined as  $(\text{cash receipts} - \text{adjusted operating expenses}) \div \text{cash receipts}$ , where cash receipts = collections + servicing revenues + other revenues. See appendix for calculation and a reconciliation to GAAP.

# Q1 2026 Cash Collections and Revenue Reconciliation

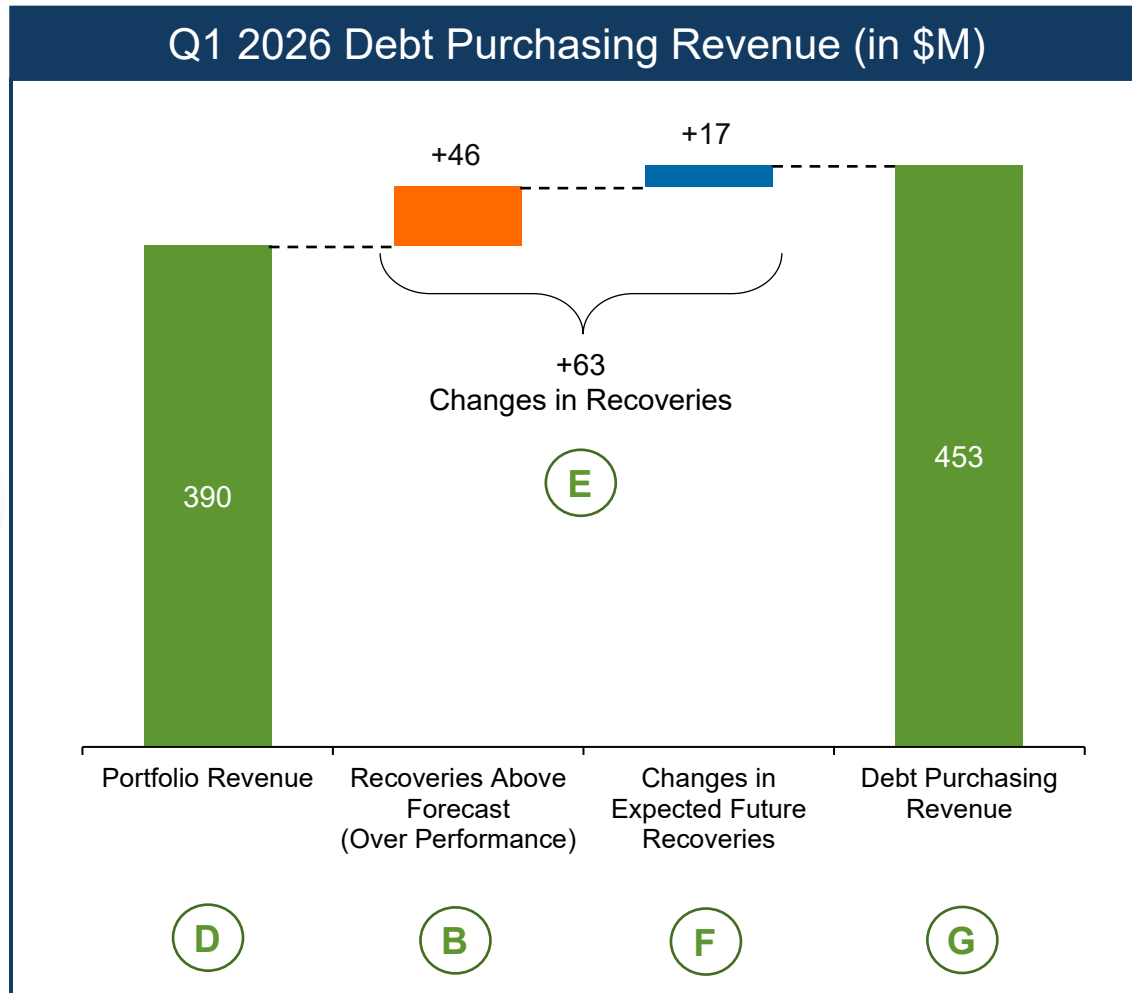
## Q1 2026 Collections and Revenue Reconciliation (in \$M)



- A** \$718M **Cash Collections** from debt purchasing business in Q1 2026
- B** \$46M **Recoveries Above Forecast**, cash collections above expected cash collections for Q1 2026
- C** \$282M **Portfolio Amortization**
- D** \$390M **Portfolio Revenue** is further detailed on the next slide

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 Q1 2026



**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 Recoveries<sup>1</sup>** 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

	Three Months Ended March 31,	
	2026	2025
Revenues		
Portfolio revenue	\$ 390,019	\$ 345,218
Changes in recoveries	62,740	21,464
<b>Total debt purchasing revenue</b>	<b>452,759</b>	<b>366,682</b>
Servicing revenue	20,638	22,547

# 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 Q1 2025 foreign currency exchange rates to recalculate Q1 2026 results. Constant Currency values for operating metrics are calculated based on the average exchange rates during the respective periods.

# Calculation of Quarterly Cash Efficiency Margin

Quarterly cash efficiency margin					
<i>\$ in millions, except percentages</i>	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26
Collections	604.8	655.0	663.0	670.0	718.4
Servicing revenues	22.5	22.3	22.2	21.4	20.6
Other revenues	3.5	3.0	4.4	4.8	2.0
Cash receipts (A)	630.9	680.3	689.6	696.2	741.1
Operating expenses	263.4	291.4	287.2	300.2	291.4
Acquisition, integration and restructuring related expenses	(0.2)	(1.0)	(0.2)	(1.7)	(1.5)
Adjusted operating expenses (B)	263.2	290.3	287.0	298.4	290.0
<b>Quarterly cash efficiency margin (A-B) / A</b>	<b>58.3%</b>	<b>57.3%</b>	<b>58.4%</b>	<b>57.1%</b>	<b>60.9%</b>

- 1) Quarterly 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.

# Calculation of Cash Generation

## Reconciliation of Adjusted EBITDA to Net Income

<b>LTM Adjusted EBITDA</b>					
<i>\$ in millions</i>	<b>Q1 25</b>	<b>Q2 25</b>	<b>Q3 25</b>	<b>Q4 25</b>	<b>Q1 26</b>
LTM net income, as reported	(115.7)	(89.1)	(45.1)	256.8	296.3
Adjustments:					
Interest expense	267.3	279.9	287.2	293.9	296.4
Interest income	(7.2)	(6.8)	(5.9)	(5.0)	(4.5)
Provision for income taxes	49.4	58.4	73.5	79.3	91.2
Depreciation and amortization	31.9	31.8	30.8	28.8	28.3
Stock-based compensation expense	14.1	14.7	15.3	18.3	19.4
Net gain on derivative instruments <sup>1</sup>	(0.1)	0.0	(0.0)	-	-
Acquisition, integration and restructuring related expenses <sup>2</sup>	8.4	7.5	7.5	3.2	4.4
Loss on extinguishment of debt	7.8	7.8	7.8	1.6	1.6
Goodwill impairment <sup>3</sup>	100.6	100.6	100.6	-	-
Impairment of assets <sup>3</sup>	18.5	18.5	18.5	-	-
<b>LTM adjusted EBITDA</b>	<b>375.2</b>	<b>423.4</b>	<b>490.3</b>	<b>677.0</b>	<b>733.1</b>
<b>LTM collections applied to principal balance<sup>4</sup></b>	<b>1,034.0</b>	<b>1,049.7</b>	<b>1,062.7</b>	<b>953.5</b>	<b>978.6</b>

- 1) Amount represents gain or loss recognized on derivative instruments that are not designated as hedging instruments or 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 quarter ended December 31, 2024, we recorded a non-cash goodwill impairment charge of \$100.6 million and a non-cash impairment of long-lived assets of \$18.5 million. 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 and exit activities.

# Calculation of Net Debt and Leverage

Net debt and leverage					
<i>\$ in millions, except leverage</i>	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26
GAAP Borrowings	3,790.7	3,965.5	3,933.9	4,001.3	4,033.3
Debt issuance costs and debt discounts	34.2	33.1	30.5	32.1	30.4
Cash & cash equivalents	(187.1)	(172.9)	(172.5)	(156.8)	(227.2)
Client cash	22.2	23.4	24.5	22.5	17.1
<b>Net debt (A)</b>	<b>3,659.9</b>	<b>3,849.0</b>	<b>3,816.4</b>	<b>3,899.2</b>	<b>3,853.6</b>
LTM adjusted EBITDA (B)	375.2	423.4	490.3	677.0	733.1
LTM collections applied to principal balance (C)	1,034.0	1,049.7	1,062.7	953.5	978.6
<b>Leverage A / (B+C)</b>	<b>2.6x</b>	<b>2.6x</b>	<b>2.5x</b>	<b>2.4x</b>	<b>2.3x</b>

# Calculation of ROIC

## Reconciliation of Adjusted Income from Operations

Adjusted income from operations and ROIC					
<i>\$ in millions, except percentages</i>	Q1 25	Q2 25	Q3 25	Q4 25	Q1 26
<b>Numerator</b>					
<b>LTM income from operations</b>	<b>203.1</b>	<b>252.0</b>	<b>319.1</b>	<b>626.6</b>	<b>681.3</b>
Adjustments:					
Acquisition, integration and restructuring related expenses <sup>1</sup>	8.4	7.5	7.5	3.2	4.4
Goodwill impairment <sup>2</sup>	100.6	100.6	100.6	-	-
Impairment of assets <sup>2</sup>	18.5	18.5	18.5	-	-
Changes in recoveries related to exit activities <sup>3</sup>	30.1	30.1	22.3	-	-
LTM adjusted income from operations	360.8	408.8	468.1	629.8	685.7
<b>Denominator</b>					
Average net debt	3,595.8	3,754.5	3,832.7	3,857.8	3,876.4
Average equity	793.2	857.5	924.4	964.8	1,005.8
Total average invested capital	4,345.2	4,504.1	4,595.4	4,587.4	4,683.7
<b>Pre-tax ROIC</b>	<b>8.3%</b>	<b>9.1%</b>	<b>10.2%</b>	<b>13.7%</b>	<b>14.6%</b>

- 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) During the quarter ended December 31, 2024, we recorded a non-cash goodwill impairment charge of \$100.6 million and a non-cash impairment of long-lived assets of \$18.5 million. 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.
- 3) 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.