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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549**

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**FORM 8-K**

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**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of  
the Securities Exchange Act of 1934**

**Date of report (Date of earliest event reported): August 8, 2013**

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**ENCORE CAPITAL GROUP, INC.**

**(Exact Name of Registrant as Specified in Charter)**

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**Delaware**  
**(State or Other Jurisdiction  
of Incorporation)**

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

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

**3111 Camino Del Rio North, Suite 1300, San Diego, California**  
**(Address of Principal Executive Offices)**

**92108**  
**(Zip Code)**

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

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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))
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**Item 2.02. Results of Operations and Financial Condition.**

On August 8, 2013, Encore Capital Group, Inc. posted a slide presentation on its website. A copy of the slide presentation is furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated by reference herein.

The information in Item 2.02 of 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 2.02, 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, as amended, 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.**

99.1 Slide presentation of Encore Capital Group, Inc. dated August 8, 2013

**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: August 8, 2013

/s/ Paul Grinberg

Paul Grinberg

Executive Vice President, Chief Financial Officer and Treasurer

EXHIBIT INDEX

Exhibit  
Number

Description

99.1 Slide presentation of Encore Capital Group, Inc. dated August 8, 2013



# Encore Capital Group, Inc.

Q2 2013 EARNINGS CALL

# CAUTIONARY NOTE ABOUT 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 “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, earnings per share, 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.



# ENCORE CONTINUED ITS STRONG PERFORMANCE ACROSS ALL KEY FINANCIAL METRICS

GAAP EPS	Adjusted EPS*	Collections	Adjusted EBITDA*	Cost to Collect**
<b>\$0.44</b>	<b>\$0.85</b>			
<b>GAAP Income</b>	<b>Adjusted Income*</b>	<b>\$278 million</b>	<b>\$177 million</b>	<b>38.8%</b>
<b>\$11 million</b>	<b>\$21 million</b>			

## Estimated Remaining Collections of \$2.7 billion

\* Please refer to Appendix for reconciliation of Adjusted EPS, Adjusted EBITDA, and Adjusted Income to GAAP

\*\* Cost to Collect is Adjusted Operating Cost / Dollar collected. See Appendix for definition of Adjusted Operating Cost.



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# WE MADE SEVERAL IMPORTANT STRATEGIC MOVES



## Asset Acceptance

- ▶ Largely satisfies our 2013 purchasing goals
- ▶ Better returns than we would have achieved in the market

## Cabot Credit Management

- ▶ Leading player in the UK debt recovery market
- ▶ Pent up supply expected to come to the market over the next 2-3 years
- ▶ Will leverage the use of our India call center

## Placement of \$172.5M of 7-year convertible notes at 3%

- ▶ Provides long-term financing at a favorable rate
- ▶ Includes an additional \$22.5 million of underwriters' over-allotment, which was recently exercised



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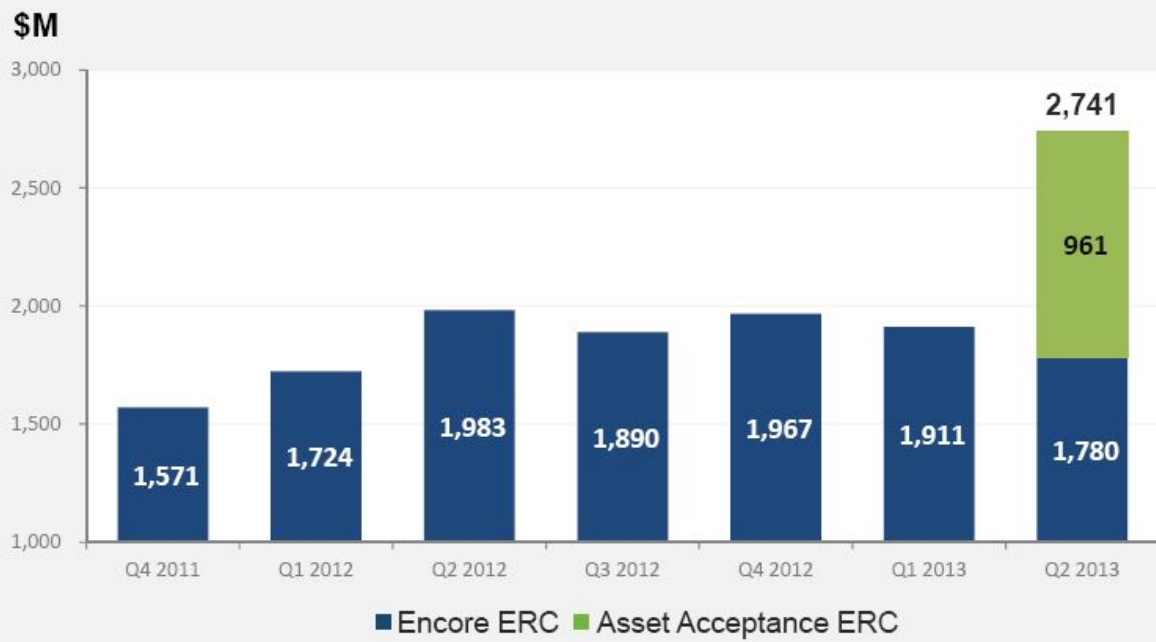


# OUR CAPITAL DEPLOYMENT WAS VERY STRONG



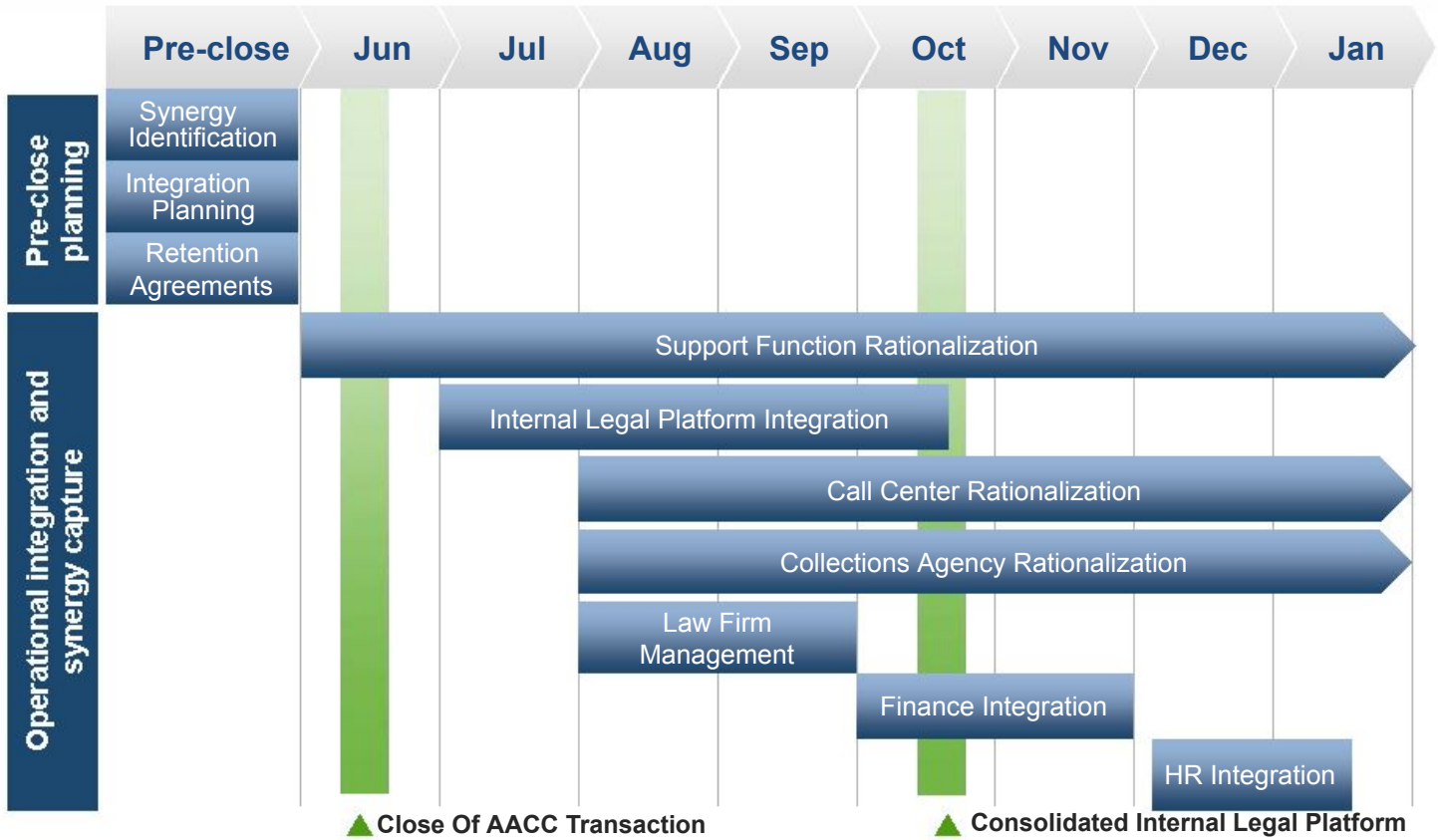
# WHICH LED TO SIGNIFICANT GROWTH IN ERC

## Estimated Remaining Collections in Core Receivables



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# WE ARE EXECUTING ON OUR PLAN FOR A SEAMLESS INTEGRATION WITH AACC



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# PROPEL CONTINUES TO GROW AND CONTRIBUTE TO ENCORE

- ▶ \$60 million capital deployed
  - ▶ Q1 & Q2 - heavy marketing expenditures
  - ▶ Q3 & Q4 - growing operating income



## ON JULY 1<sup>ST</sup>, WE CLOSED THE CABOT CREDIT MANAGEMENT TRANSACTION

**CABOT**  
CREDIT MANAGEMENT



- ▶ Pent up supply from issuers in the UK is expected to come to market over the next 2-3 years
- ▶ Expect to leverage Encore's expertise in secondary and tertiary collections
- ▶ Developing a plan to utilize Encore's India operational capacity during the day
- ▶ ERC has just surpassed £1 billion



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# THERE HAVE BEEN MANY DEVELOPMENTS ON THE REGULATORY FRONT



## Office of the Comptroller of the Currency (OCC)

- ▶ Statement on Oversight of Debt Collection and Debt Sales



## Consumer Financial Protection Bureau (CFPB)

- ▶ Oversight of original issuers
- ▶ Sample letters to assist consumers in collection process

# ENCORE IS WELL POSITIONED TO MAINTAIN ITS MOMENTUM & CONTINUE DELIVERING TOP QUARTILE TSR

## Top Quartile Total Shareholder Return

Growth, Margin Expansion, Free Cash Flow, PE Multiple Expansion

1	2	3	4
<b>Superior Analytics</b> <ul style="list-style-type: none"> <li>▶ Consumer intelligence</li> <li>▶ Data driven, predictive modeling</li> <li>▶ Portfolio valuation at consumer level</li> <li>▶ Consumer Credit Research Institute</li> </ul>	<b>Operational Scale &amp; Cost Leadership</b> <ul style="list-style-type: none"> <li>▶ Specialized call centers</li> <li>▶ Efficient international operations</li> <li>▶ Internal legal platform</li> </ul>	<b>Strong Capital Stewardship</b> <ul style="list-style-type: none"> <li>▶ Sustained success at raising capital                             <ul style="list-style-type: none"> <li>• Low cost of debt</li> <li>• Sustainable borrowing capacity and cash flow generation</li> </ul> </li> <li>▶ Prudent capital deployment</li> </ul>	<b>Extendable Business Model</b> <ul style="list-style-type: none"> <li>▶ Uniquely scalable platform</li> <li>▶ Strategic investment opportunities in near-in geographic and paper type adjacencies</li> </ul>

Management Team • Learning Organization • Principled Intent



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## Detailed financial discussion



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# WE HAVE PRELIMINARILY COMPLETED THE PURCHASE PRICE ALLOCATION FOR AACC

(Amounts in \$ thousands)

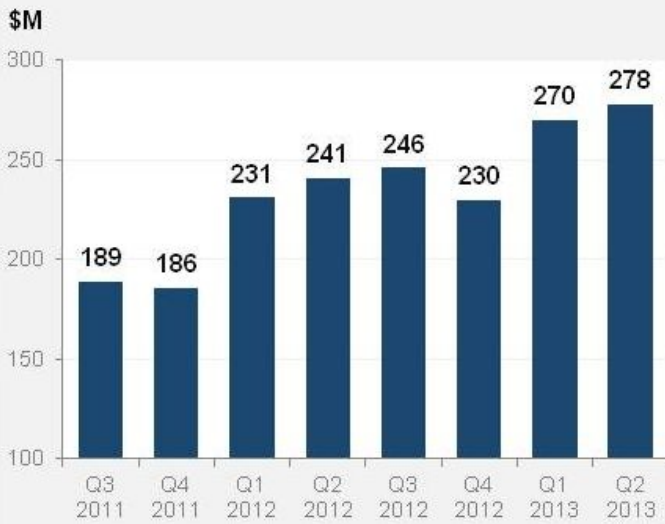
Purchase Price		Allocation	
Cash	\$316,485	Cash	\$23,156
Stock	<u>62,352</u>	Investment in receivable portfolios, net	381,233
Total	<u>\$378,837</u>	Deferred court costs, net	6,141
		Property plant and equipment, net	11,003
		Other assets	19,629
		Liabilities assumed	(132,166)
		Identifiable intangible assets	1,490
		Goodwill	<u>68,351</u>
		Total net assets acquired	<u>\$378,837</u>



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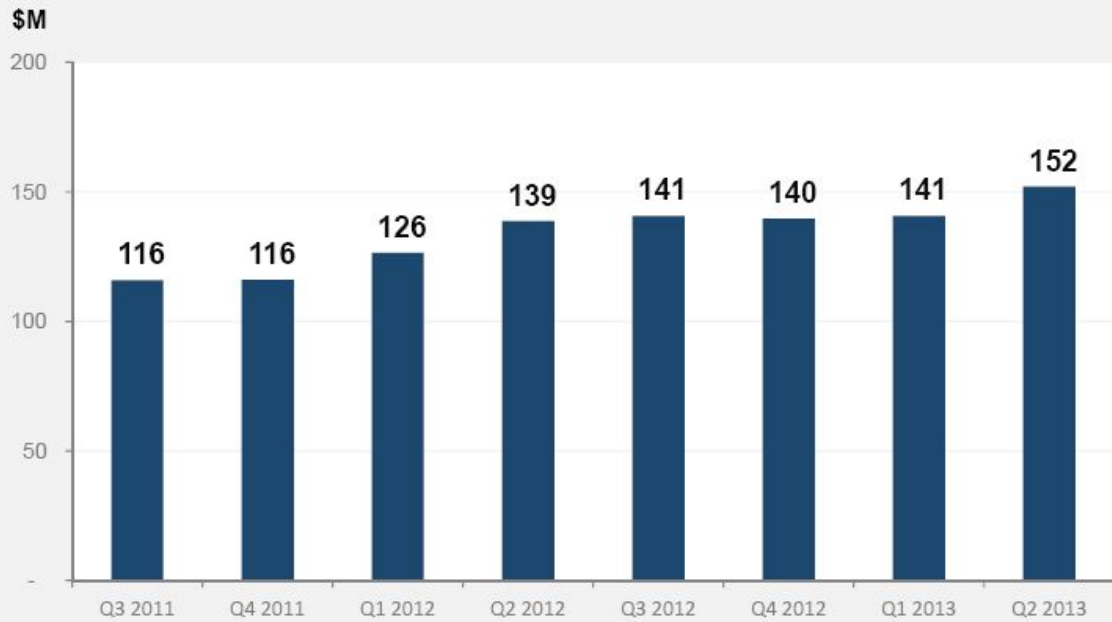
# DESPITE LOW PURCHASING IN Q1 AND Q2, COLLECTIONS IN THE QUARTER WERE STRONG

## Collections in Core Receivables



# STRONG COLLECTIONS LED TO SOLID REVENUE GROWTH

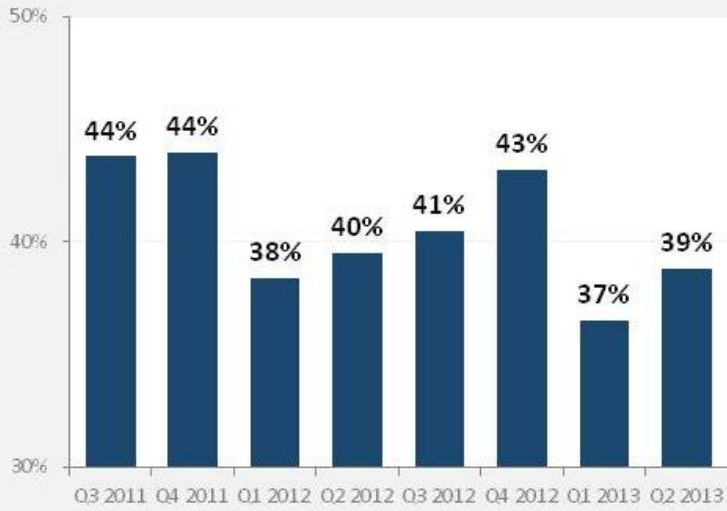
## Revenue From Core Collections



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# WE CONTINUE TO MAKE IMPROVEMENTS IN OUR COST TO COLLECT

### Overall Cost to Collect\*



### Site CTC\*



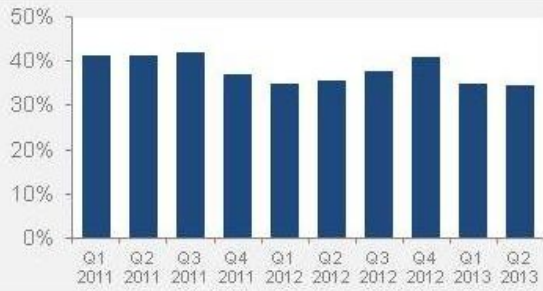
### Legal CTC\*



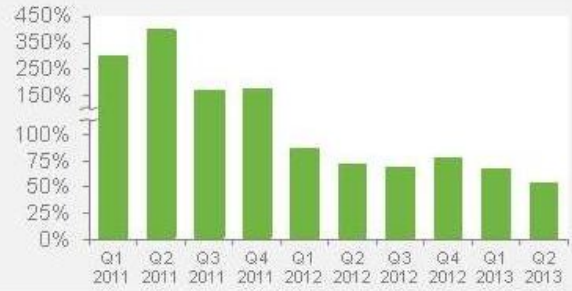
\* Cost to Collect is Adjusted Operating Cost / Dollar collected. See Appendix for definition of Adjusted Operating Cost.

# AFTER SEVERAL QUARTERS OF INVESTMENT, COST TO COLLECT IN INTERNAL LEGAL IS DECLINING

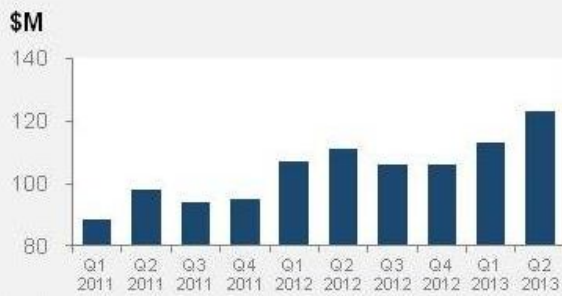
**Legal Outsourcing Cost to Collect\***



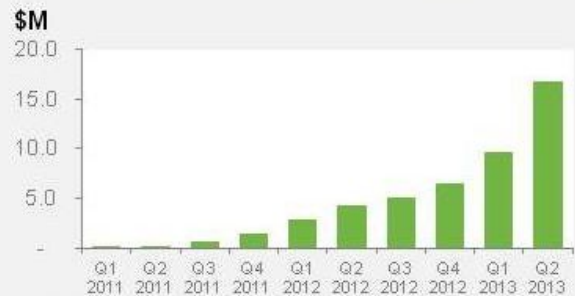
**Internal Legal Cost to Collect\***



**Legal Outsourcing Collections**



**Internal Legal Collections**

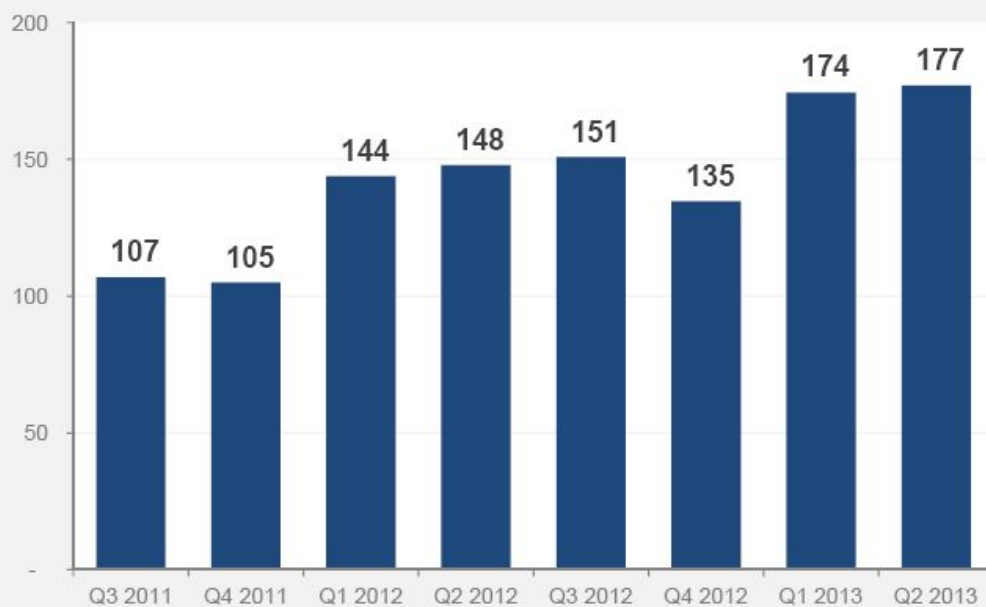


\* Cost to Collect is Adjusted Operating Cost / Dollar collected. See Appendix for definition of Adjusted Operating Cost.



# COLLECTIONS GROWTH AND COST IMPROVEMENT LED TO IMPROVED CASH FLOWS

## Adjusted EBITDA\*

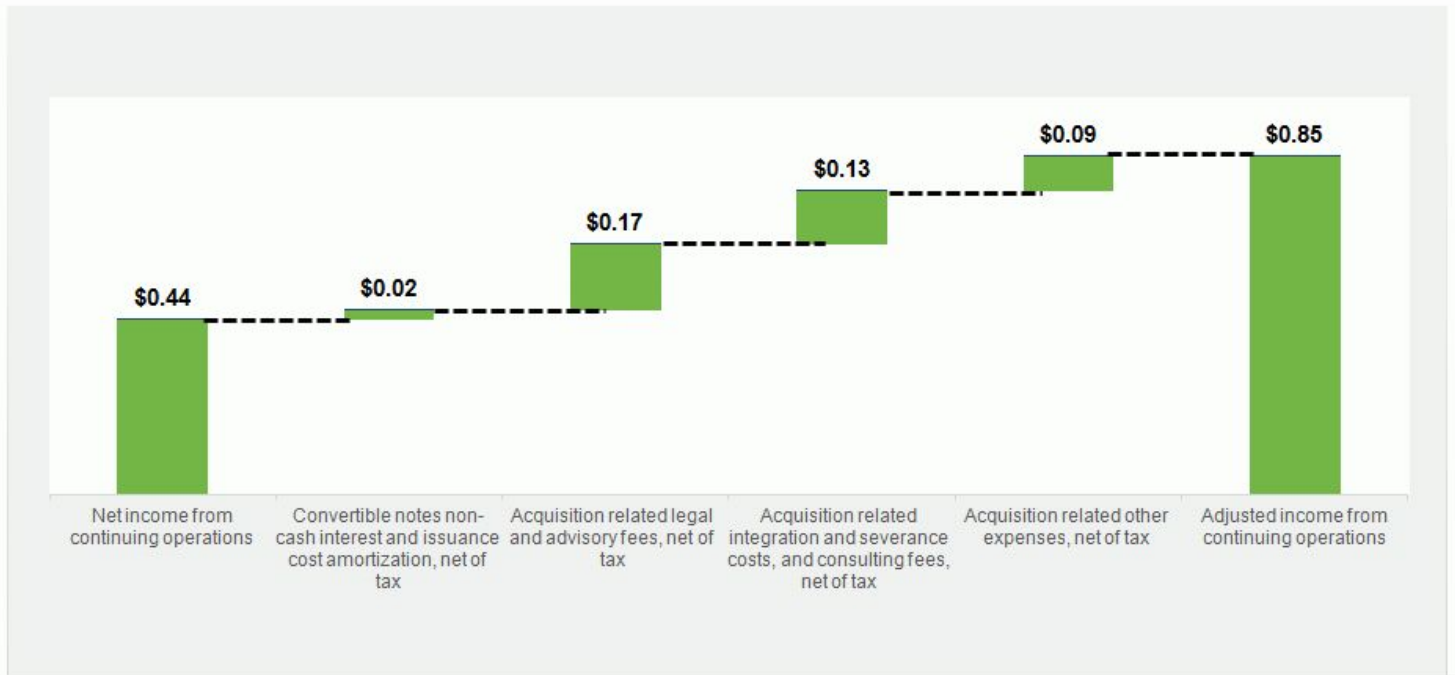


\* Please refer to Appendix for reconciliation of Adjusted EBITDA to GAAP



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# WITHOUT THESE ONE-TIME EXPENSES, EPS WAS STRONG



## ON THE FINANCING FRONT, WE COMPLETED A CONVERTIBLE NOTE OFFERING ON FAVORABLE TERMS

Term	7 years
Coupon	3%
<b>Convertible Terms</b>	
Initial Offering Size	\$115.0 million
Additional market interest	\$35.0 million
Underwriters' Overallotment	<u>\$22.5 million</u>
Total offering	<u>\$172.5 million</u>
Conversion price	\$45.72
Capped calls strike price	\$61.55

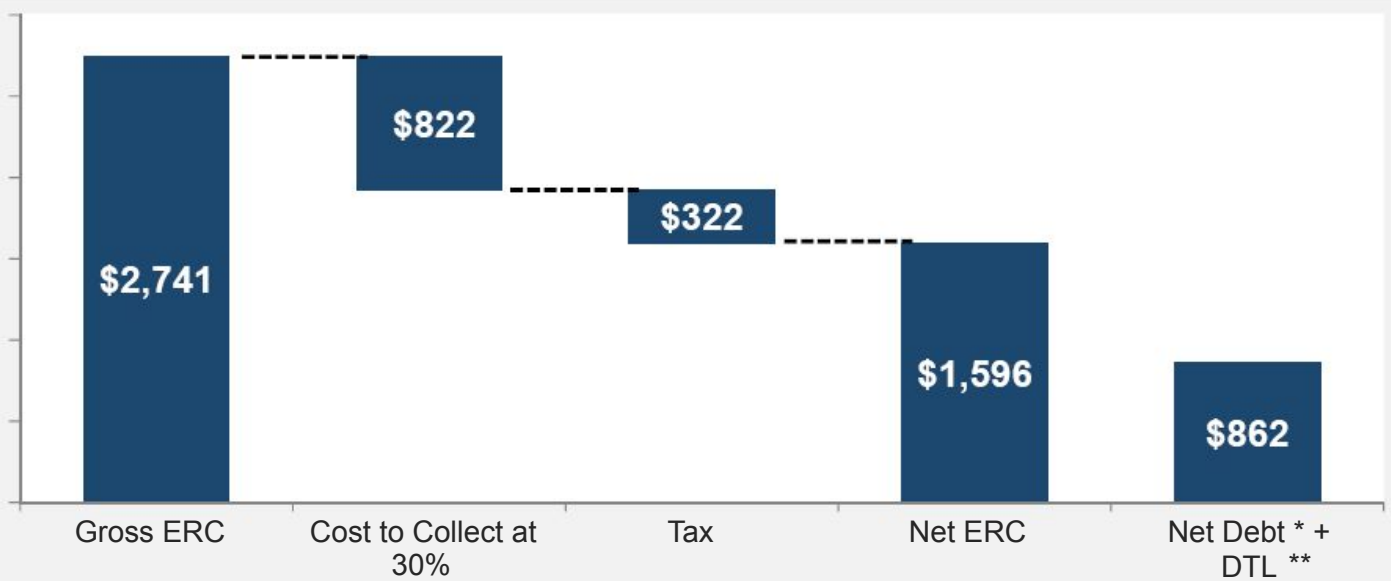


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# WE CONTINUE TO BE SUBSTANTIALLY (1.9x) OVER COLLATERALLIZED ON OUR DEBT

Estimated Remaining Net Collections (\$M, Q2 2013)



\* Net Debt = Total Debt (Excluding Propel Facilities plus convertible debt discount) minus Cash

\*\* DTL = Deferred Tax Liability



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# WE CONTINUE TO EXPAND OUR CREDIT FACILITY TO SUPPORT OUR GROWTH

## The May 9, 2013 amendment allowed for:

- ▶ Increased the total facility to \$975 million and replenished accordion, currently at \$162.5 million
- ▶ Included a basket to allow for investments in unrestricted subsidiaries to facilitate Propel growth
- ▶ Increased the subordinated debt basket to \$300.0 million to allow for our recent convertible debt issue

Covenant analysis	\$M
Q2 2013 Total Debt	1,107.7
Q2 TTM Pro Forma EBITDA with AACC	813.7
2.0x TTM EBITDA covenant	1,627.4
Available room	519.8

## The May 29, 2013 amendment allowed for the Cabot Acquisition



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# ENCORE'S LONG-TERM PROSPECTS CONTINUE TO BE FAVORABLE

## Operating Results & Deployment

Operating results and deployment continue to be strong

## Liquidity & Capital Access

Strong liquidity and access to capital enhance our ability to take advantage of market opportunities

## Solid Cash Flows

As we build ERC and continue to execute efficiently, we expect solid cash flows to continue

## Geographic & Asset Class Diversification

Our geographic and asset class diversification will position us for strong earnings growth going forward



# APPENDIX



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# 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, which is materially similar to a financial measure contained in covenants used in the Company's revolving credit facility, in the evaluation of its operations and believes that this measure 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 information concerning Adjusted Operating Expenses in order to facilitate a comparison of approximate cash costs to cash collections for the portfolio purchasing and recovery business in the periods presented. The Company has included Adjusted Income from Continuing Operations per Share because management believes that investors regularly rely on this measure to assess operating performance, in order highlight trends in the Company's business that may not otherwise be apparent when relying on financial measures calculated in accordance with GAAP. Adjusted EBITDA, Adjusted Operating Expenses and Adjusted Income from Continuing Operations per Share 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 and total operating expenses as indicators of the Company's operating performance. 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.



## RECONCILIATION OF ADJUSTED EPS TO GAAP EPS

	Three Months Ended June 30,			
	2013		2012	
	\$	Per Diluted Share	\$	Per Diluted Share
Net income from continuing operations	11,012	\$0.44	18,988	\$0.74
<b>Adjustments:</b>				
Convertible notes non-cash interest and issuance cost amortization, net of tax	529	\$0.02		
Acquisition related legal and advisory fees, net of tax	4,205	\$0.17	2,251	\$0.09
Acquisition related integration and severance costs, and consulting fees, net of tax	3,304	\$0.13		
Acquisition related other expenses, net of tax	2,198	\$0.09		
Adjusted income from continuing operations	21,248	\$0.85	21,239	\$0.83



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# RECONCILIATION OF ADJUSTED EBITDA

## Reconciliation of Adjusted EBITDA to GAAP Net Income (Unaudited, In Thousands) Three Months Ended

	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	6,162	3,028	(2,095)	8,997	6,641	9,004	8,405	10,861	11,730	12,290	14,171	13,679
(Gain) loss from discontinued operations, net of tax	(89)	46	(483)	(457)	(365)	(410)	(901)	(687)	(684)	(315)	28	(397)
Interest expense	4,831	5,140	5,401	4,273	3,958	3,970	3,959	4,538	4,880	4,928	5,003	5,593
Provision for income taxes	4,161	2,429	(1,781)	5,670	3,936	5,676	4,078	6,080	6,356	6,474	9,057	8,349
Depreciation and amortization	482	396	391	410	402	443	516	522	591	650	789	904
Amount applied to principal on receivable portfolios	35,785	35,140	46,364	42,851	48,851	49,188	47,384	58,265	64,901	63,507	53,427	85,709
Stock-based compensation expense	1,288	860	382	1,080	994	1,261	1,049	1,761	1,446	1,549	1,254	1,765
<b>Adjusted EBITDA</b>	<b>52,560</b>	<b>47,039</b>	<b>48,179</b>	<b>62,824</b>	<b>63,869</b>	<b>69,132</b>	<b>64,490</b>	<b>81,340</b>	<b>89,220</b>	<b>89,083</b>	<b>83,729</b>	<b>115,602</b>

	6/30/11	9/30/11	12/31/11	3/31/12	6/30/12	9/30/12	12/31/12	3/31/13	6/30/13
GAAP net income, as reported	14,775	15,310	17,134	11,406	16,598	21,308	20,167	19,448	11,012
(Gain) loss from discontinued operations, net of tax	(9)	(60)	101	6,702	2,392	-	-	-	-
Interest expense	5,369	5,175	4,979	5,515	6,497	7,012	6,540	6,854	7,482
Provision for income taxes	9,475	9,834	10,418	11,660	12,846	13,887	13,361	12,571	7,267
Depreciation and amortization	958	1,054	1,165	1,240	1,420	1,533	1,647	1,846	2,158
Amount applied to principal on receivable portfolios	83,939	73,187	69,462	104,603	101,813	105,283	90,895	129,487	131,044
Severance and Stock-based compensation expense	1,810	2,405	1,729	2,266	2,539	1,905	2,084	3,001	5,455
Acquisition related expense	-	-	-	489	3,774	-	-	1,276	12,757
<b>Adjusted EBITDA</b>	<b>116,317</b>	<b>106,905</b>	<b>104,988</b>	<b>143,881</b>	<b>147,877</b>	<b>150,928</b>	<b>134,694</b>	<b>174,483</b>	<b>177,175</b>

Note: The periods 3/31/08 through 12/31/08 have been adjusted to reflect the retrospective application of ASC 470-20. All periods have been adjusted to show discontinued ACG operations.



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# RECONCILIATION OF ADJUSTED OPERATING COST

## Reconciliation of Adjusted Operating Cost to GAAP Operating Cost (Unaudited, In Thousands) Three Month Ended

	Three Months Ended June 30, 2013
GAAP total operating expenses, as reported	\$126,238
<b>Adjustments:</b>	
Stock-based compensation expense	(2,179)
Tax lien business segment operating expenses	(3,504)
Acquisition related legal and advisory fees	(6,948)
Acquisition related integration and severance costs, and consulting fees	(5,455)
Adjusted operating expenses	\$108,152



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