



WILLIAM BLAIR GROWTH STOCK CONFERENCE

Ashish Masih

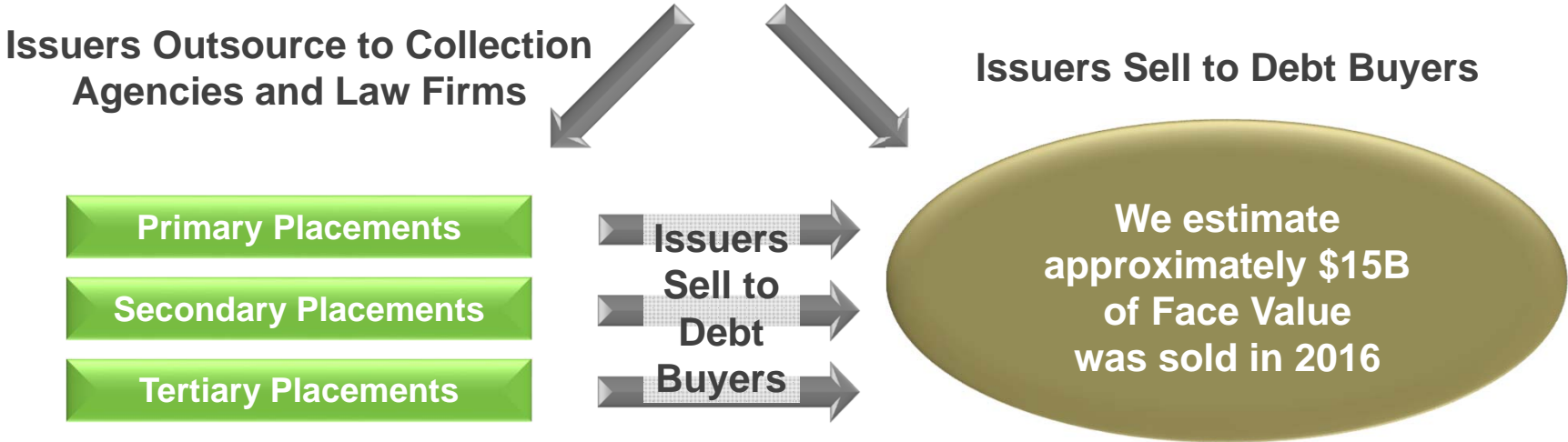
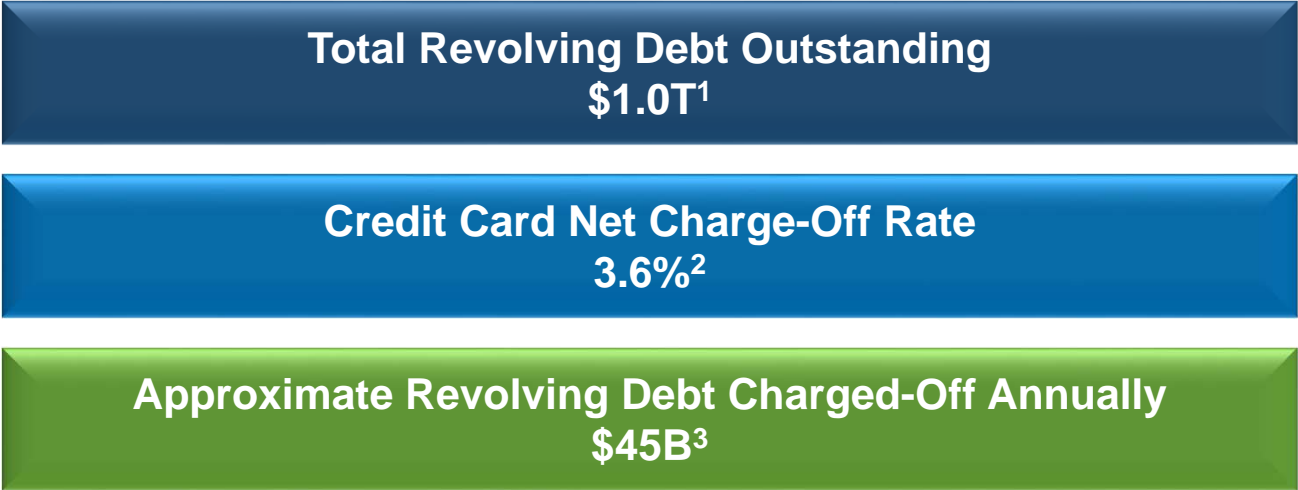
Tuesday, June 13, 2017



SAFE HARBOR

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, shareholder return, capital deployment 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 its most recent report on Form 10-K, and its subsequent reports on Form 10-Q, as they may be amended from time to time. The Company disclaims any intent or obligation to update these forward-looking statements.

IN Q1 2017, THE FEDERAL RESERVE REPORTED \$1 TRILLION OF U.S. REVOLVING DEBT, EXPECTED TO DRIVE \$45 BILLION IN CHARGE-OFFS



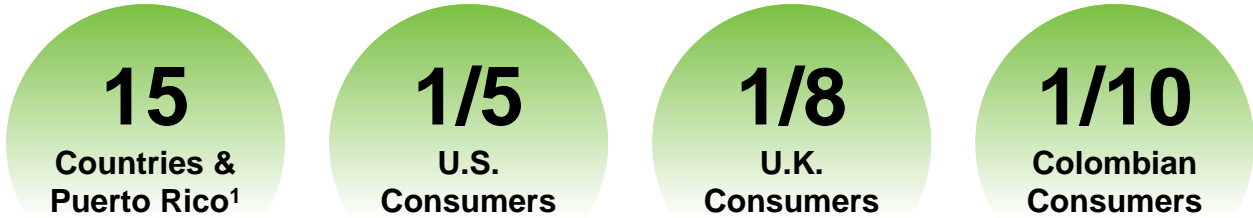
1. Federal Reserve – March 2017, excludes debt secured by real estate
 2. Federal Reserve – Q1 2017, not seasonally adjusted
 3. Assumes 20% Recovery Rate to Estimate Gross Charge-Offs

ENCORE IS A TOP-TIER, GLOBAL PLAYER IN THE CONSUMER DEBT PURCHASING AND RECOVERY INDUSTRY

Scale

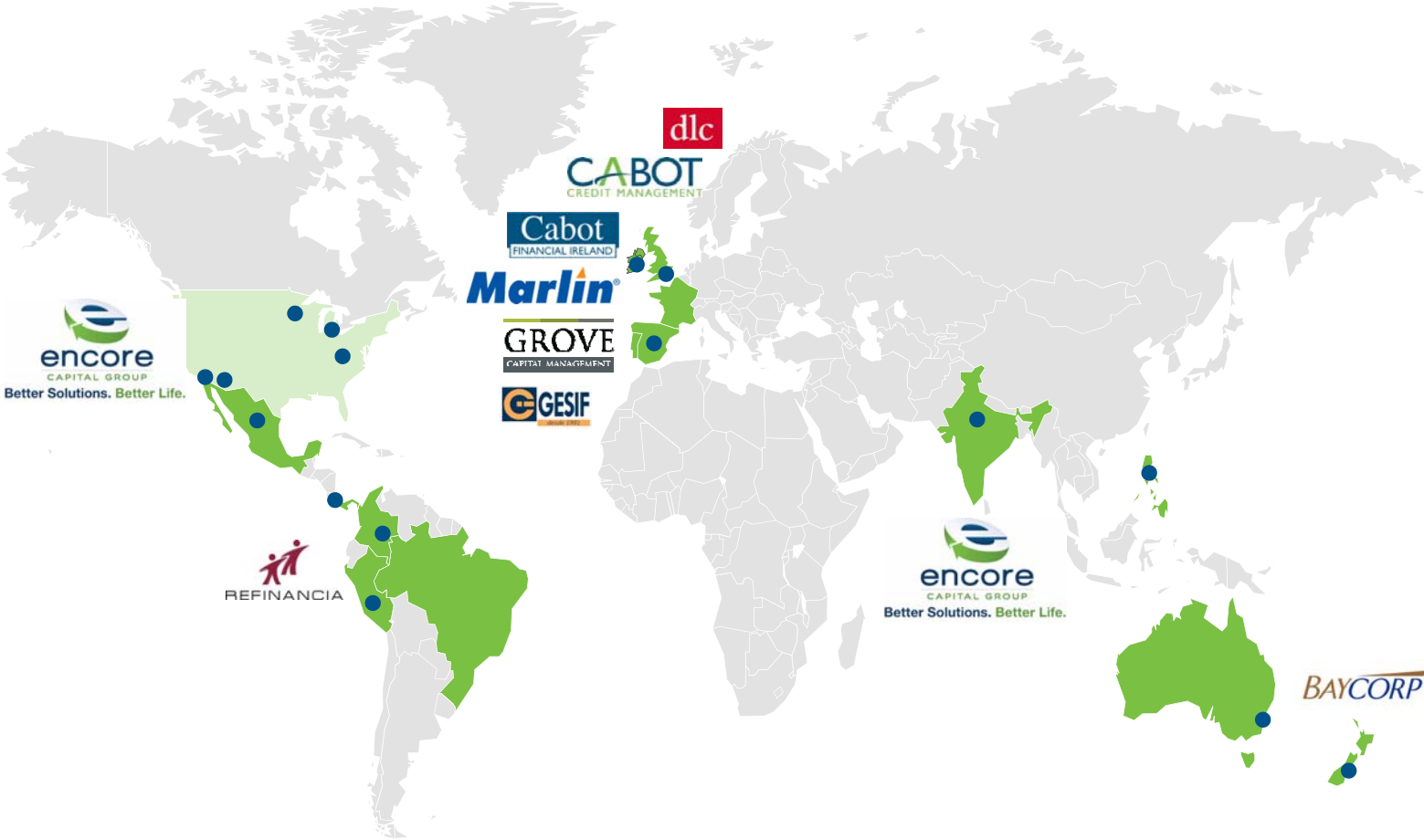


Global Reach



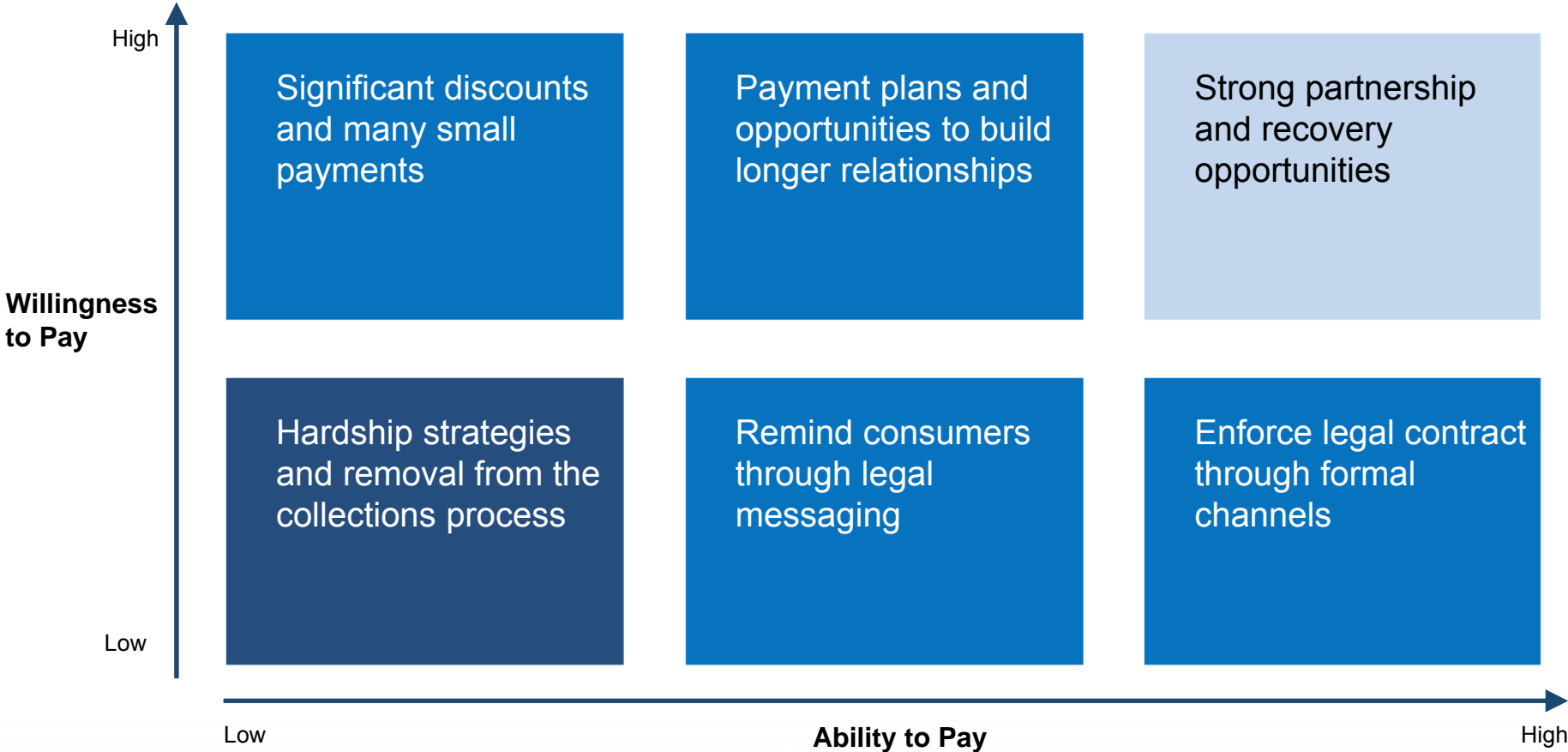
1. Includes countries where the Company has operations or has purchased portfolios

WE HAVE GROWN OUR GLOBAL FOOTPRINT CONSIDERABLY SINCE WE BEGAN BUYING DEBT IN THE LATE 1990'S

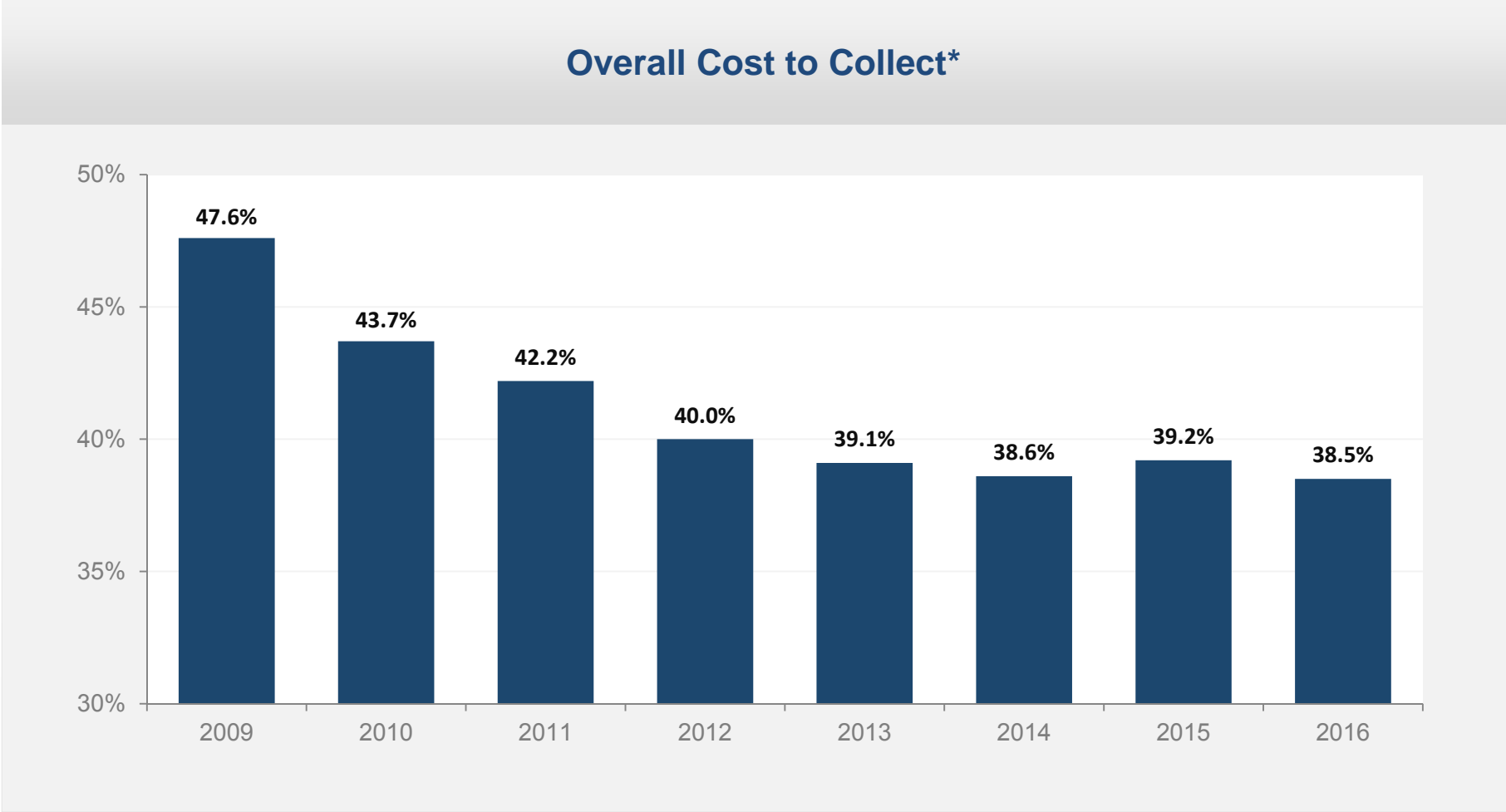


OUR SUPERIOR ANALYTICS AND DECISION SCIENCE ALLOW US TO BETTER UNDERSTAND CONSUMERS

Encore's individual underwriting approach to portfolio valuation accommodates our specialized operational strengths



WE MAINTAIN A SIGNIFICANT FOCUS ON DRIVING OPERATIONAL EFFICIENCIES AND REDUCING COSTS



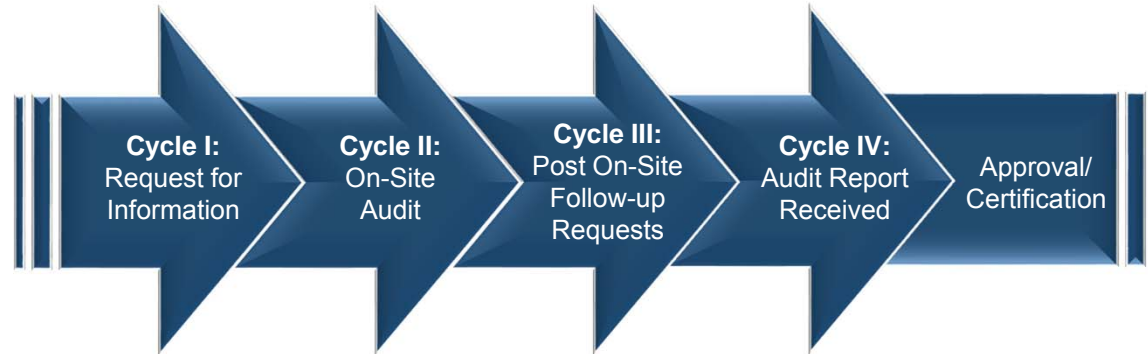
* Cost to Collect is defined and provided in Encore’s annual and quarterly filings with the SEC.

OUR ISSUER CERTIFICATION PROGRAM IS A KEY DIFFERENTIATOR

In 2016, Encore successfully completed 41 audits and is approved by all major domestic issuers

- The certifications received through these audits are a prerequisite for purchasing debt from issuers
- Encore has achieved certification from all major domestic issuers who sell their charged-off accounts

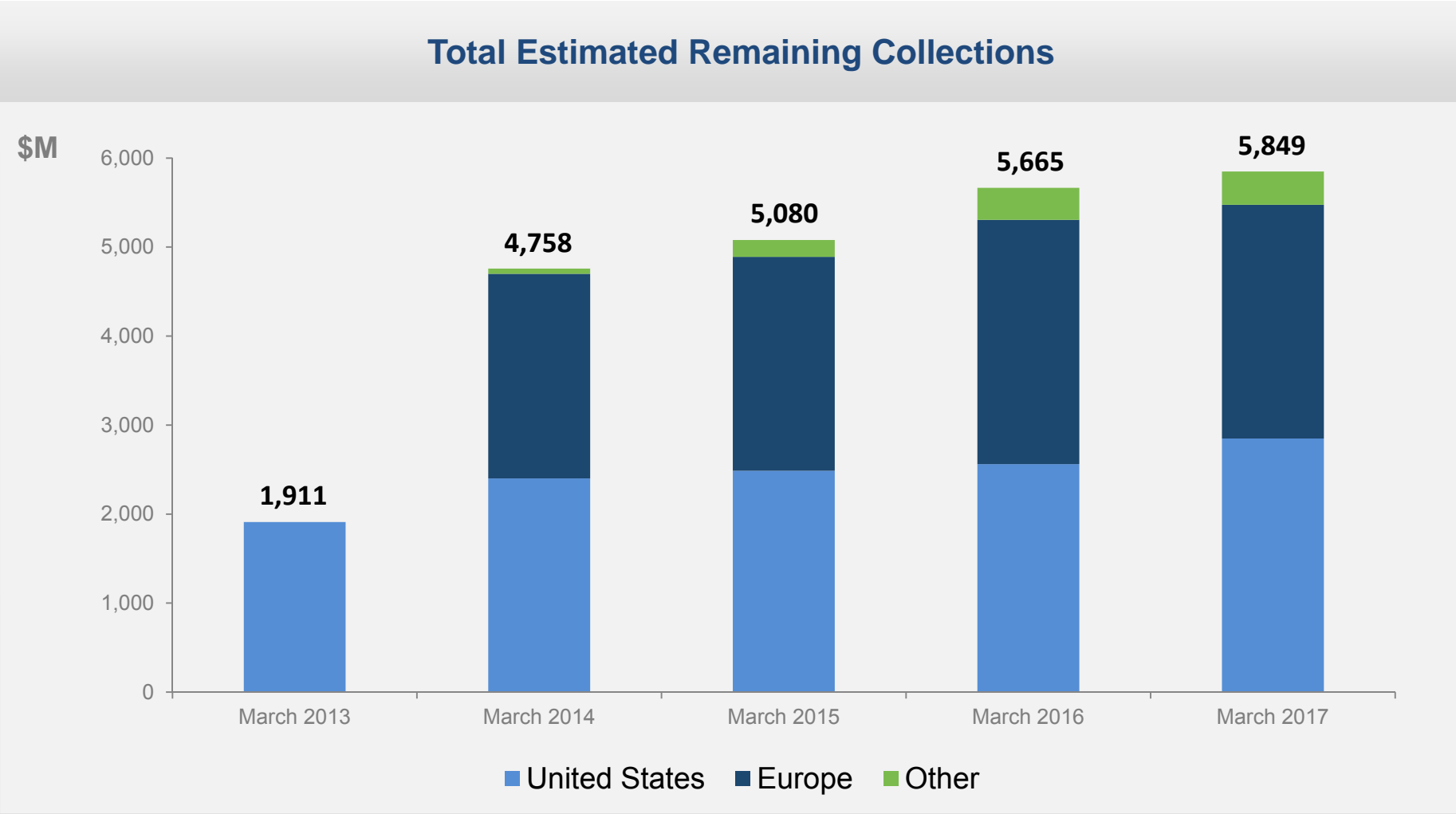
Issuer Review/Audit Process



“Encore by far is the most transparent, prepared, and buttoned up of any debt buyer we’ve audited. You have raised and set a new bar in the industry.”

- Top 5 Credit Card Issuer

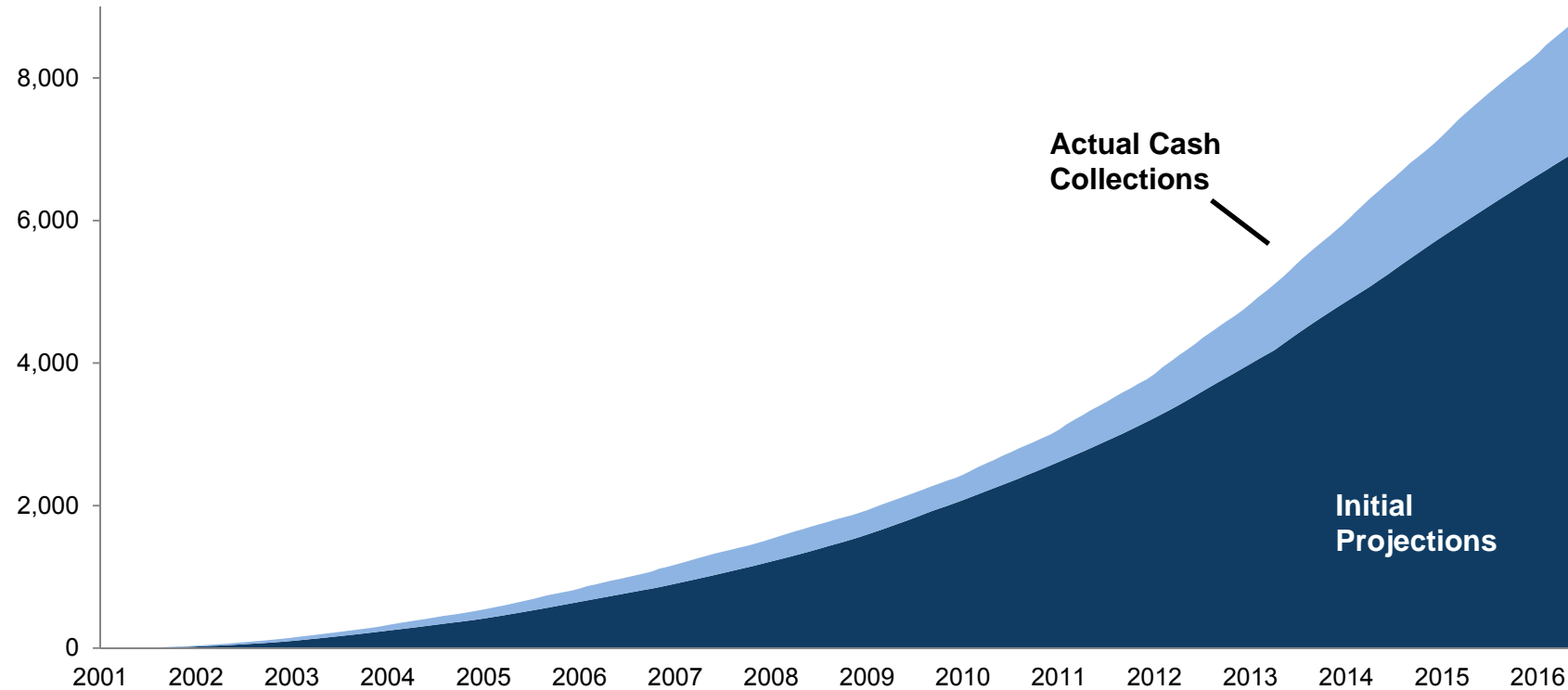
ERC CONTINUES TO GROW, WITH END OF Q1 REPRESENTING OUR HIGHEST LEVEL TO DATE



ACTUAL CASH COLLECTIONS EXCEED OUR INITIAL PROJECTIONS

Cumulative Collections - U.S. Core

(\$MM)



Note: U.S. Core market is defined as all non-bankruptcy direct from issuer unsecured credit card and personal installment loan sales

ENCORE IS A GLOBAL MARKET LEADER IN THE DEBT PURCHASING AND RECOVERY INDUSTRY

