### Earnings Predictability

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>12/31/11</th>
<th>12/31/12</th>
<th>12/31/13</th>
<th>12/31/14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (MILL)</td>
<td>.45</td>
<td>.48</td>
<td>.49</td>
<td>.52</td>
</tr>
<tr>
<td>Earnings (MILL)</td>
<td>.70</td>
<td>.62</td>
<td>.65</td>
<td>.70</td>
</tr>
<tr>
<td>Book Value</td>
<td>21.0%</td>
<td>25.0%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Returns to Shareholders

#### Dividends and Net Prof

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>12/31/11</th>
<th>12/31/12</th>
<th>12/31/13</th>
<th>12/31/14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dividends (MILL)</td>
<td>.89</td>
<td>.85</td>
<td>.78</td>
<td>.87</td>
</tr>
<tr>
<td>Retained to COM EQ</td>
<td>18.0%</td>
<td>20.5%</td>
<td>16.0%</td>
<td>13.2%</td>
</tr>
<tr>
<td>Net PROF ($MILL)</td>
<td>5.1</td>
<td>5.5</td>
<td>6.0</td>
<td>6.4</td>
</tr>
<tr>
<td>Net PROF Margin</td>
<td>23.6%</td>
<td>21.9%</td>
<td>17.2%</td>
<td>15.8%</td>
</tr>
</tbody>
</table>

### Portfolio Recovery Associates, Inc.

- **BUSINESS:** Portfolio Recovery Associates, Inc. is engaged in the purchase, collection, and management of portfolios of defaulted consumer receivables in the United States and the United Kingdom. It detects, collects, and processes unpaid and normal-course accounts receivables owed to credit grantors, governments, and retailers. The company also acquires receivables of Visa and MasterCard for direct sale to investors. In addition, it originates and acquired receivables for commercial and institutional lenders. The company also acquires receivables of Visa and MasterCard for direct sale to investors. In addition, it operates a business-to-business portfolio as well as a portfolio of post-collections accounts.

#### Equity Methods

- **STOCKHOLDERS' EQUITY ($MILL):**
  - Common Stock: 5,060,000 shares
  - Additional Paid-In Capital: $53,507
  - Retained Earnings: $37,794

#### Indicators

- **Likelihood of Insolvency:** None in '13 vs. None in '12
- **Pfd Div'd Paid:** None
- **Dividends plus Appreciation:** $3.997 Mill as of 6/30/2014

**INDUSTRY: Financial Services (Div.)**

- **Receivables:** $450.3 Mill
- **Total Assets:** $1,289.0 Mill
- **Total Liabilities:** $612.6 Mill
- **Net Prof:** $21.0 Mill
- **Return on SHR. EQUITY:** 23.6%
- **Operating Margin:** 18.0%
- **Net PROF:** $5.1 Mill
- **Return on SHR. EQUITY:** 16.0%

**TOTAL SHAREHOLDER RETURN**

- **3 Mos.:** 2.89%
- **6 Mos.:** 12.66%
- **1 Yr.:** 16.25%
- **3 Yrs.:** 110.63%
- **5 Yrs.:** 361.12%

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