

### **Financial Tear Sheet**

### **Corporate Profile**

Encore Capital Group, an international specialty finance company, provides debt recovery solutions for consumers across a broad range of assets. Through its subsidiaries, the Company purchases portfolios of consumer receivables from major banks, credit unions, and utility providers, and partners with individuals as they repay their obligations and work toward financial recovery. Through its subsidiary in the United Kingdom, Cabot Credit Management, the Company is a market-leading acquirer and manager of consumer debt in the United Kingdom, Ireland and Spain. Through its Grove Capital Management subsidiary, the Company acquires and manages consumer non-performing loans, including insolvencies in the United Kingdom (in particular, individual voluntary arrangements, or IVAs) and non-bank receivables in Spain. Through its Refinancia subsidiary, the Company services distressed consumer debt in Colombia and Peru. Encore's success and future growth are driven by its sophisticated and widespread use of analytics, its broad investments in data and behavioral science, significant cost advantages provided by its highly efficient operating model and proven investment strategy, and the Company's demonstrated commitment to conducting business ethically and in ways that support its consumers' financial recovery.

### **Primary IR Contact**

Mr. Bruce Thomas

Vice President, Investor Relations

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#### **Stock Performance**

#### **ECPG (Common Stock)**

Exchange	NASDAQ (US Dollar)
Price	\$40.63
Change (%)	- 0.33 (0.78%)
Volume	85,874
52 Week Low	\$35.30
Market Cap	\$1,061,315,237
Rolling EPS	3.17
PE Ratio	12.9014
Shares Outstanding	25,917,344



## **Recent Press Releases & Upcoming Events**

05/08/18

Encore Announces Agreement to Acquire the Remaining Interest in Cabot

05/08/18

Encore Capital Group Announces First Quarter 2018 Financial Results

04/26/18

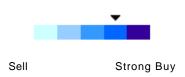
Encore Capital Group to Announce First Quarter 2018 Financial Results on May 8

There are currently no events scheduled.

# **Analyst Estimates / Ratings**

Mean Recommendation: 2.1

Unable to fulfill request.



SEC	Fil	ling	s
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Filing Date	Form
05/08/18	10-Q
04/30/18	DEFA14A
04/30/18	DEF 14A
02/21/18	10-K

## **Corporate Governance**

Jonathan C. Clark	Executive Vice President, Chief
	Financial Officer and Treasurer

Paul Grinberg	Group Executive, International
	and Corporate Development

Ashish Masih Director, President and Chief

**Executive Officer** 

Gregory L. Call Senior Vice President, General

Counsel, and Corporate

Secretary

## **Ownership Summary**

## Shareholders

	Holders	Value (\$MM)	% O/S	Shares
Institution	238	1,541.04	132.6	34,364,969
Mutual Fund	301	819.58	71.8	18,602,601
Insider *	12	22.91	2.2	560,838

<sup>\*</sup>Insider values reflect direct beneficial ownership.

# Top Holders

Broad Run Investment Management, LLC 2,932,158 11.3 47,469 03/31/18 BlackRock Institutional Trust Company, N.A. 2,915,312 11.3 86,649 03/31/18 William Blair Investment Management, LLC 2,853,410 11.0 454,843 03/31/18 The Vanguard Group, Inc. 2,485,430 9.6 67,943 03/31/18 RE Advisers Corporation 2,226,559 8.6 0 03/31/18 Allianz Global Investors U.S. Holdings LLC 1,911,505 7.4 1,911,505 12/31/18 Invesco Canada Ltd. 1,684,655 6.5 1,414 03/31/18 T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/18 Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18					
BlackRock Institutional Trust Company, N.A. 2,915,312 11.3 86,649 03/31/18 William Blair Investment Management, LLC 2,853,410 11.0 454,843 03/31/18 The Vanguard Group, Inc. 2,485,430 9.6 67,943 03/31/18 RE Advisers Corporation 2,226,559 8.6 0 03/31/18 Allianz Global Investors U.S. Holdings LLC 1,911,505 7.4 1,911,505 12/31/18 Invesco Canada Ltd. 1,684,655 6.5 1,414 03/31/18 T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/18 Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18		Shares Held	% O/S	Share Change	Filing Date
William Blair Investment Management, LLC       2,853,410       11.0       454,843       03/31/18         The Vanguard Group, Inc.       2,485,430       9.6       67,943       03/31/18         RE Advisers Corporation       2,226,559       8.6       0       03/31/18         Allianz Global Investors U.S. Holdings LLC       1,911,505       7.4       1,911,505       12/31/17         Invesco Canada Ltd.       1,684,655       6.5       1,414       03/31/18         T. Rowe Price Associates, Inc.       1,571,993       6.1       -11,208       03/31/18         Dimensional Fund Advisors, L.P.       1,324,251       5.1       37,931       03/31/18	Broad Run Investment Management, LLC	2,932,158	11.3	47,469	03/31/18
The Vanguard Group, Inc. 2,485,430 9.6 67,943 03/31/18 RE Advisers Corporation 2,226,559 8.6 0 03/31/18 Allianz Global Investors U.S. Holdings LLC 1,911,505 7.4 1,911,505 12/31/18 Invesco Canada Ltd. 1,684,655 6.5 1,414 03/31/18 T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/18 Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18	BlackRock Institutional Trust Company, N.A.	2,915,312	11.3	86,649	03/31/18
RE Advisers Corporation 2,226,559 8.6 0 03/31/18 Allianz Global Investors U.S. Holdings LLC 1,911,505 7.4 1,911,505 12/31/13 Invesco Canada Ltd. 1,684,655 6.5 1,414 03/31/18 T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/18 Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18	William Blair Investment Management, LLC	2,853,410	11.0	454,843	03/31/18
Allianz Global Investors U.S. Holdings LLC 1,911,505 7.4 1,911,505 12/31/12 Invesco Canada Ltd. 1,684,655 6.5 1,414 03/31/13 T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/13 Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/13	The Vanguard Group, Inc.	2,485,430	9.6	67,943	03/31/18
Invesco Canada Ltd. 1,684,655 6.5 1,414 03/31/18  T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/18  Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18	RE Advisers Corporation	2,226,559	8.6	0	03/31/18
T. Rowe Price Associates, Inc. 1,571,993 6.1 -11,208 03/31/18  Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18	Allianz Global Investors U.S. Holdings LLC	1,911,505	7.4	1,911,505	12/31/17
Dimensional Fund Advisors, L.P. 1,324,251 5.1 37,931 03/31/18	Invesco Canada Ltd.	1,684,655	6.5	1,414	03/31/18
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Red Mountain Capital Partners LLC 799,177 3.1 -341,541 03/31/18	Dimensional Fund Advisors, L.P.	1,324,251	5.1	37,931	03/31/18
	Red Mountain Capital Partners LLC	799,177	3.1	-341,541	03/31/18

Data provided by Nasdaq. Minimum 15 minutes delayed. View Attributions and Sources