

ENCORE CAPITAL GROUP INC

Form 10-Q

October 28, 2008

Table of Contents

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended September 30, 2008

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from _____ to _____.

COMMISSION FILE NUMBER: 000-26489

ENCORE CAPITAL GROUP, INC.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of
incorporation or organization)

48-1090909
(IRS Employer
Identification No.)

8875 Aero Drive, Suite 200

San Diego, California
(Address of principal executive offices)

92123
(Zip code)

(877) 445 - 4581

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

(Registrant's telephone number, including area code)

(Not Applicable)

(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the last 90 days. Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer, and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company
Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class	Outstanding at October 20, 2008
Common Stock, \$0.01 par value	23,044,123 shares

Table of Contents

ENCORE CAPITAL GROUP, INC.

INDEX TO FORM 10-Q

	Page
<u>PART I FINANCIAL INFORMATION</u>	3
Item 1 <u>Condensed Consolidated Financial Statements (Unaudited)</u>	3
<u>Condensed Consolidated Statements of Financial Condition</u>	3
<u>Condensed Consolidated Statements of Operations</u>	4
<u>Condensed Consolidated Statement of Stockholders' Equity</u>	5
<u>Condensed Consolidated Statements of Cash Flows</u>	6
<u>Notes to Condensed Consolidated Financial Statements (Unaudited)</u>	7
Item 2 <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>	22
<u>Supplemental Performance Data</u>	31
<u>Liquidity and Capital Resources</u>	38
Item 3 <u>Quantitative and Qualitative Disclosures About Market Risk</u>	40
Item 4 <u>Controls and Procedures</u>	40
<u>PART II OTHER INFORMATION</u>	41
Item 1 <u>Legal Proceedings</u>	41
Item 1A <u>Risk Factors</u>	42
Item 6 <u>Exhibits</u>	44
<u>SIGNATURES</u>	45

Table of Contents**PART I. FINANCIAL INFORMATION****Item 1. Condensed Consolidated Financial Statements (Unaudited)
ENCORE CAPITAL GROUP, INC.****Condensed Consolidated Statements of Financial Condition**

(In Thousands, Except Par Value Amounts)

(Unaudited)

	September 30, 2008	December 31, 2007
Assets		
Cash and cash equivalents	\$ 5,403	\$ 4,900
Restricted cash	4,435	3,776
Accounts receivable, net	4,364	4,136
Investment in receivable portfolios, net	444,963	392,209
Deferred court costs	27,207	20,533
Property and equipment, net	5,182	4,390
Prepaid income tax	465	10,346
Forward flow asset	10,302	15,863
Other assets	7,109	8,800
Goodwill	15,985	15,985
Identifiable intangible assets, net	1,943	2,557
Total assets	\$ 527,358	\$ 483,495
Liabilities and stockholders equity		
Liabilities:		
Accounts payable and accrued liabilities	\$ 18,189	\$ 20,346
Deferred tax liabilities, net	14,431	13,669
Deferred revenue and purchased servicing obligation	4,897	3,898
Debt	292,943	272,420
Other liabilities	1,650	1,642
Total liabilities	332,110	311,975
Commitments and contingencies		
Stockholders equity:		
Convertible preferred stock, \$.01 par value, 5,000 shares authorized, no shares issued and outstanding		
Common stock, \$.01 par value, 50,000 shares authorized, 23,044 shares and 22,992 shares issued and outstanding as of September 30, 2008, and December 31, 2007, respectively	230	230
Additional paid-in capital	78,441	73,310
Accumulated earnings	117,578	98,975
Accumulated other comprehensive loss	(1,001)	(995)
Total stockholders equity	195,248	171,520
Total liabilities and stockholders equity	\$ 527,358	\$ 483,495

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

See accompanying notes to unaudited condensed consolidated financial statements

Table of Contents**ENCORE CAPITAL GROUP, INC.****Condensed Consolidated Statements of Operations**

(In Thousands, Except Per Share Amounts)

(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2008	2007	2008	2007
Revenues				
Revenue from receivable portfolios, net	\$ 62,557	\$ 59,415	\$ 192,900	\$ 185,589
Servicing fees and other related revenue	3,816	3,276	11,047	9,705
Total revenues	66,373	62,691	203,947	195,294
Operating expenses				
Salaries and employee benefits (excluding stock-based compensation expense)	14,963	17,138	45,503	50,388
Stock-based compensation expense	860	1,281	3,182	3,286
Cost of legal collections	25,390	20,868	69,525	59,649
Other operating expenses	6,018	4,987	17,656	16,970
Collection agency commissions	2,996	2,478	10,808	8,639
General and administrative expenses	4,864	4,462	13,905	12,965
Depreciation and amortization	674	833	2,162	2,541
Total operating expenses	55,765	52,047	162,741	154,438
Income before other (expense) income and income taxes	10,608	10,644	41,206	40,856
Other (expense) income				
Interest expense	(3,880)	(3,648)	(11,409)	(9,904)
Contingent interest expense				(4,123)
Pay-off of future contingent interest				(11,733)
Gain on repurchase of convertible notes, net			1,417	
Other (expense) income	(32)	79	341	153
Total other expense	(3,912)	(3,569)	(9,651)	(25,607)
Income before income taxes	6,696	7,075	31,555	15,249
Provision for income taxes	(2,923)	(1,717)	(12,952)	(5,055)
Net income	\$ 3,773	\$ 5,358	\$ 18,603	\$ 10,194
Weighted average shares outstanding:				
Basic	23,029	22,922	23,009	22,837
Diluted	23,675	23,473	23,531	23,420
Earnings per share:				
Basic	\$ 0.16	\$ 0.23	\$ 0.81	\$ 0.45
Diluted	\$ 0.16	\$ 0.23	\$ 0.79	\$ 0.44

See accompanying notes to unaudited condensed consolidated financial statements

Table of Contents

ENCORE CAPITAL GROUP, INC.

Condensed Consolidated Statement of Stockholders Equity

(Unaudited, In Thousands)

	Common Stock		Additional Paid-In Capital	Accumulated Earnings	Accumulated Other Comprehensive Loss	Total Equity	Comprehensive Income (loss)
	Shares	Par					
Balance at December 31, 2007	22,992	\$ 230	\$ 73,310	\$ 98,975	\$ (995)	\$ 171,520	
Net income				18,603		18,603	18,603
Other comprehensive loss:							
Unrealized loss on cash flow hedge, net of tax					(6)	(6)	(6)
Exercise of stock options	33		84			84	
Issuance of share-based awards	19		(47)			(47)	
Stock-based compensation			3,182			3,182	
Tax provision related to stock option exercises			(4)			(4)	
Tax benefit from convertible notes interest expense			1,612			1,612	
Tax benefit from repurchase of convertible notes			304			304	
Balance at September 30, 2008	23,044	\$ 230	\$ 78,441	\$ 117,578	\$ (1,001)	\$ 195,248	\$ 18,597

See accompanying notes to unaudited condensed consolidated financial statements

Table of Contents**ENCORE CAPITAL GROUP, INC.****Condensed Consolidated Statements of Cash Flows**

(Unaudited, In Thousands)

	Nine Months Ended September 30,	
	2008	2007
Operating activities:		
Net Income	\$ 18,603	\$ 10,194
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	2,162	2,541
Amortization of loan costs	989	912
Stock-based compensation expense	3,182	3,286
Gain on repurchase of convertible notes, net	(1,417)	
Deferred income tax expense	762	195
Other non-cash tax benefits, net	1,912	1,538
Tax provision (benefit) from stock-based payment arrangements	4	(683)
Provision for impairment on receivable portfolios, net	15,993	2,558
Changes in operating assets and liabilities		
Restricted cash	(659)	1,523
Other assets	1,091	(598)
Deferred court costs	(6,674)	(6,110)
Prepaid income tax	9,881	(1,304)
Accrued profit sharing arrangement		(6,869)
Deferred revenue and purchased service obligation	999	431
Accounts payable and accrued liabilities	(2,203)	(4,771)
Net cash provided by operating activities	44,625	2,843
Investing activities:		
Purchases of receivable portfolios, net of forward flow allocation	(160,940)	(125,224)
Collections applied to investment in receivable portfolios	95,144	81,267
Proceeds from put-backs of receivable portfolios	2,610	2,097
Purchases of property and equipment	(2,139)	(1,139)
Net cash used in investing activities	(65,325)	(42,999)
Financing activities:		
Proceeds from notes payable and other borrowings	57,000	53,000
Repayment of notes payable and other borrowings	(32,169)	(20,000)
Repurchase of convertible notes	(3,500)	
Proceeds from exercise of stock options	84	344
Tax (provision) benefit from stock-based payment arrangements	(4)	683
Repayment of capital lease obligations	(208)	(184)
Net cash provided by financing activities	21,203	33,843
Net increase (decrease) in cash	503	(6,313)
Cash and cash equivalents, beginning of period	4,900	10,791
Cash and cash equivalents, end of period	\$ 5,403	\$ 4,478

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Supplemental disclosures of cash flow information:

Cash paid for interest	\$ 10,928	\$ 32,917
Cash paid for income taxes	\$ 1,158	\$ 7,398

Supplemental schedule of non-cash investing and financing activities:

Fixed assets acquired through capital lease	\$ 201	\$
Allocation of forward flow asset to acquired receivable portfolios	\$ 5,561	\$ 9,168

See accompanying notes to unaudited condensed consolidated financial statements

Table of Contents

ENCORE CAPITAL GROUP, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

Note 1: Ownership, Description of Business and Summary of Significant Accounting Policies

Encore Capital Group, Inc. (Encore), through its subsidiaries (collectively, the Company), is a systems-driven purchaser and manager of charged-off consumer receivable portfolios and, through its wholly owned subsidiary Ascension Capital Group, Inc. (Ascension), a provider of bankruptcy services to the finance industry. The Company acquires its receivable portfolios at deep discounts from their face values using its proprietary valuation process that is based on the consumer attributes of the underlying accounts. Based upon the Company s ongoing analysis of these accounts, it employs a dynamic mix of collection strategies to maximize its return on investment. The receivable portfolios the Company purchases consist primarily of unsecured, charged-off domestic consumer credit card, auto deficiency and telecom receivables purchased from national financial institutions, major retail credit corporations, telecom companies and resellers of such portfolios. Acquisitions of receivable portfolios are financed by operations and by borrowings from third parties. See Note 7 for further discussion of the Company s debt.

Financial Statement Preparation

The accompanying interim condensed consolidated financial statements have been prepared by Encore, without audit, in accordance with the instructions to Form 10-Q, and Rule 10-01 of Regulation S-X promulgated by the Securities and Exchange Commission and, therefore, do not include all information and footnotes necessary for a fair presentation of its consolidated financial position, results of operations and cash flows in accordance with accounting principles generally accepted in the United States. The condensed consolidated statement of financial condition at December 31, 2007 was derived from the audited financial statements at that date but does not include all disclosures required by accounting principles generally accepted in the United States.

In the opinion of management, the unaudited financial information for the interim periods presented reflects all adjustments, consisting of only normal and recurring adjustments, necessary for a fair presentation of the Company s consolidated results of operations, financial position and cash flows. These condensed consolidated financial statements should be read in conjunction with the consolidated financial statements included in the Company s Annual Report on Form 10-K for the fiscal year ended December 31, 2007. Operating results for interim periods are not necessarily indicative of operating results for an entire fiscal year.

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts and the disclosure of contingent amounts in the Company s financial statements and the accompanying notes. Actual results could materially differ from those estimates.

Principles of Consolidation

The Company s condensed consolidated financial statements include the assets, liabilities and operating results of its wholly-owned subsidiaries. All significant intercompany accounts and transactions have been eliminated.

Reclassification

During the quarter ended September 30, 2008, the Company changed the presentation of its cash flows from the direct method to the indirect method, in order to conform to comparable industry presentations. As a result, the prior year consolidated statement of cash flows has been changed to the indirect method, to conform to the current year s presentation.

Certain reclassifications have been made to the 2007 condensed consolidated statement of operations to separately show contingent interest expense and to the condensed consolidated statement of cash flows to separately show provisions for impairment and to separately show the change in other assets and the change in deferred court costs.

Changes in Accounting Estimate

Effective January 1, 2008, the Company revised its Unified Collection Score (UCS) and Behavioral Liquidation Score (BLS) methodologies by extending the collection forecast from 72 months to 84 months. UCS is a proprietary forecasting tool that generates portfolio level expectations

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

of liquidation for portfolios that the Company has owned and serviced for greater than six months. BLS forecasts portfolio level expectations based on credit characteristics for portfolios owned and serviced less than six months. The Company has observed that receivable portfolios purchased in 2001 and prior have consistently experienced cash collections beyond 72 months from the date of purchase. When the Company first developed its cash forecasting models in 2001, limited historical

Table of Contents

collection data was available with which to accurately model projected cash flows beyond 60 months. During the quarter ended June 30, 2006, the Company determined there was enough additional collection data accumulated over the previous several years, in addition to improvements in its forecasting tools, allowing it to extend the collection forecast to 72 months. During the quarter ended March 31, 2008, the Company determined that there was enough additional collection data to accurately extend the collection forecast in both the UCS and BLS models to 84 months.

The increase in the collection forecast from 72 to 84 months was applied effective January 1, 2008, to each portfolio for which the Company could accurately forecast through such term and resulted in an increase in the aggregate total estimated remaining collections for the receivable portfolios by \$67.3 million, or 7.5%, as of March 31, 2008. The Company did not extend the forecast on telecom portfolios, as it did not anticipate significant collections past 72 months on these portfolios. The extension of the collection forecast was treated as a change in estimate and, in accordance with Statement of Financial Accounting Standard No. 154, *Accounting Changes and Error Corrections*, was recognized prospectively in the consolidated financial statements, effective January 1, 2008. In the quarter ended March 31, 2008, this prospective treatment resulted in a reduction in the Company's net impairment provision of \$3.1 million and an increase in revenue of \$0.1 million. The impact of the change in estimate resulted in an increase in net income of \$1.9 million and an increase in fully diluted earnings per share of \$0.08 for the three months ended March 31, 2008. The impact of the change in estimate for the quarters ended June 30, 2008 and September 30, 2008 was not material to the Company's condensed consolidated financial statements.

Earnings per Share

Basic earnings per share (EPS) is calculated by dividing net earnings applicable to common stockholders by the weighted average number of shares of common stock outstanding. Common stock outstanding includes shares of common stock and restricted stock units for which no future service is required as a condition to the delivery of the underlying common stock. Diluted EPS includes the determinants of basic EPS and, in addition, reflects the dilutive effect of the common stock deliverable pursuant to stock options and to restricted stock units for which future service is required as a condition to the delivery of the underlying common stock. Employee stock options to purchase approximately 1,159,000 and 1,246,000 shares of common stock during the three months and nine months ended September 30, 2008, respectively, and employee stock options to purchase approximately 1,123,000 and 1,049,000 shares of common stock during the three months and nine months ended September 30, 2007, respectively, were outstanding but not included in the computation of diluted earnings per share because the effect on diluted earnings per share would be anti-dilutive.

Effects of New Accounting Pronouncement

In December 2007, the Financial Accounting Standard Board (the FASB) issued Statements No. 141 (revised 2007), *Business Combinations*. The new standard requires the acquiring entity in a business combination to recognize all (and only) the assets acquired and liabilities assumed in the transaction, establishes the acquisition-date fair value as the measurement objective for all assets acquired and liabilities assumed and requires the acquirer to disclose to investors and other users all of the information they need to evaluate and understand the nature and financial effect of the business combination. The Company will adopt this new standard for its fiscal year beginning January 1, 2009.

In December 2007, the FASB issued Statement No. 160, *Noncontrolling Interests in Consolidated Financial Statements - an amendment of ARB No. 51*. This statement establishes accounting and reporting standards for the noncontrolling interest in a subsidiary and for the deconsolidation of a subsidiary. This statement is effective prospectively, except for certain retrospective disclosure requirements, for fiscal years beginning after December 15, 2008. The Company is currently analyzing the effects of the new standard and its potential impact, if any, on its consolidated financial statements.

In March 2008, the FASB issued Statement No. 161, *Disclosures about Derivative Instruments and Hedging Activities*. This new standard is intended to improve financial reporting about derivative instruments and hedging activities by requiring enhanced disclosures to enable investors to better understand their effects on an entity's financial position, financial performance, and cash flows. It is effective for financial statements issued for fiscal years and interim periods beginning after November 15, 2008. The Company expects to adopt this new standard and its required disclosures, in its consolidated financial statements for the fiscal year beginning January 1, 2009.

In May 2008, the FASB issued FASB Staff Position (FSP) No. APB 14-1, *Accounting for Convertible Debt Instruments That May Be Settled in Cash upon Conversion (Including Partial Cash Settlement)*. This FSP requires that issuers of convertible debt instruments that, upon conversion, may be settled fully or partially in cash, must separately account for the liability and equity components in a manner that will reflect the entity's nonconvertible debt borrowing rate when interest cost is recognized in subsequent periods. This FSP is effective for financial statements issued for fiscal years beginning after December 15, 2008, and interim periods within those fiscal years. This FSP is to be applied retrospectively to all past periods presented, even if the

Table of Contents

instrument has matured, converted, or otherwise been extinguished as of the FSP's effective date. The Company believes that this FSP will change the accounting treatment of its current outstanding convertible senior notes, and result in a reduction in the carrying value of debt, an increase in equity, an increase in interest expense and a reduction in earnings per share.

In October 2008, the FASB issued FSP No. 157-3, *Determining the Fair Value of a Financial Instrument When the Market for That Asset Is Not Active*. This FSP illustrates key considerations in determining a fair value of a financial asset when the market for that financial asset is not active. This FSP also provides clarification, among other things, how the reporting entity's own assumptions should be considered when measuring fair value when relevant observable inputs do not exist. This FSP is effective upon issuance, including prior periods for which financial statements have not been issued. There was no impact to the Company's consolidated financial statements as a result of this FSP.

Note 2: Fair Value Measurements

On January 1, 2008, the Company adopted Statement of Financial Accounting Standard No. 157, *Fair Value Measurements* (FAS 157), for financial assets and liabilities. FAS 157 defines fair value, provides guidance for measuring fair value and requires certain disclosures. It does not require any new fair value measurements, but rather applies to all other accounting pronouncements that require or permit fair value measurements. The Company will adopt the provisions of FAS 157 for non-financial assets and non-financial liabilities that are recognized and disclosed at fair value on a nonrecurring basis for its fiscal year beginning January 1, 2009.

The fair values of the Company's financial instruments reflect the amounts that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date (*i.e.* the exit price). The statement utilizes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The following is a brief description of those three levels:

Level 1: Observable inputs such as quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Inputs other than quoted prices that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets and quoted prices for identical or similar assets or liabilities in markets that are not active.

Level 3: Unobservable inputs that reflect the reporting entity's own assumptions.
The Company's financial instruments consist of the following:

Financial instruments with carrying value equal to fair value

Cash and cash equivalents

Accounts receivable

Hedged derivative instruments

The fair value of cash and cash equivalents and accounts receivable approximates their respective carrying value. Cash flow hedging instruments, which are considered over-the-counter derivatives, are also carried at their fair values. The Company's fair value estimate for such derivative instruments incorporates quoted market prices at the balance sheet date from the counter party using significant observable inputs and is considered a level 2 fair value measurement.

Financial instruments not required to be carried at fair value

Investment in receivable portfolios, net

Deferred court costs

Forward flow asset

Long term debt

The Company has elected not to adopt the provisions of Statements of Financial Accounting Standard No. 159, *Fair Value Option*, for its fiscal year ended December 31, 2008. Therefore, the above instruments are not required to be recorded at their fair value. However, for disclosure purposes, in connection with the provisions of Statements of Financial Accounting Standard No. 107, *Disclosures about Fair Value of Financial Instruments*, the Company is required to estimate the fair value of financial instruments when it is practical to do so. Borrowings under the Company's revolving credit facility are carried at historical cost, adjusted for additional borrowings less principal repayments, which approximates fair value. The Company's convertible senior notes are carried at a principal amount of \$95.0 million at September 30, 2008. Their fair value estimate incorporates quoted market prices at the balance sheet date. However, the market for these securities is not active, and, therefore, results in a level 2 fair value measurement.

Table of Contents

As of September 30, 2008, the fair value estimate of the Company's convertible senior notes based on quoted market prices amounts to approximately \$75.8 million. For investment in receivable portfolios, deferred court costs and the forward flow asset, there is no active market or observable inputs for the fair value estimation. The Company considers it not practical to attempt to estimate the fair value of such financial instruments due to the excessive costs that would be incurred in doing so.

Note 3: Stock-Based Compensation

On March 30, 2005, the Board of Directors of the Company adopted the 2005 Stock Incentive Plan (2005 Plan) for Board members, employees, officers, and executives of, and consultants and advisors to, the Company. The 2005 Plan provides for the granting of incentive stock options, nonqualified stock options, stock appreciation rights, restricted stock, performance shares, and performance-based awards to eligible individuals. Upon adoption, an aggregate of 1,500,000 shares of the Company's common stock were available for awards under the 2005 Plan, plus ungranted shares of stock that were available for future awards under the 1999 Equity Participation Plan (1999 Plan). In addition, shares subject to options granted under either the 1999 Plan or the 2005 Plan that terminate or expire without being exercised are available for grant under the 2005 Plan. The benefits provided under these plans represent share-based compensation subject to the provisions of FAS 123R.

In accordance with FAS 123R, compensation expense is recognized only for those shares expected to vest, net of estimated forfeitures based on the Company's historical experience and future expectations. For the nine months ended September 30, 2008, \$3.2 million was recognized as stock-based compensation expense.

The Company's stock-based compensation arrangements are described below:

Stock Options

The 2005 Plan permits the granting of stock options to certain employees and directors of the Company. Option awards are generally granted with an exercise price equal to the market price of the Company's stock at the date of issuance. Options generally vest based on three to five years of continuous service and have ten-year contractual terms.

The Company uses the Black-Scholes option-pricing model to determine the fair-value of stock-based awards. All options are amortized ratably over the requisite service periods of the awards, which are generally the vesting periods.

The fair value of options granted is estimated at the date of grant using a Black-Scholes option-pricing model with the following weighted-average assumptions:

	Nine Months Ended September 30, 2008	Nine Months Ended September 30, 2007
Weighted average fair value of options granted	\$ 5.37	\$ 6.82
Risk free interest rate	3.0%	4.5%
Dividend yield	0.0%	0.0%
Volatility factor of the expected market price of the Company's common stock	46.0%	70.7%
Weighted-average expected life of options	5 Years	5 Years

Unrecognized estimated compensation cost related to stock options as of September 30, 2008, was \$2.4 million, which is expected to be recognized over a weighted-average period of approximately 2.5 years.

A summary of the Company's stock option activity and related information is as follows for the nine months ended September 30, 2008:

	Number of Shares	Option Price Per Share	Weighted Average Exercise Price	Aggregate Intrinsic Value (in thousands)
Outstanding at December 31, 2007	2,126,852	\$ 0.35	\$ 20.09	\$ 9.30

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Granted	250,000		12.12	12.12		
Cancelled/forfeited	(158,566)	10.60	18.02	15.40		
Exercised	(32,760)	0.52	10.92	2.56		
Outstanding at September 30, 2008	2,185,526	\$ 0.35	\$20.09	\$ 9.28	\$	11,186
Exercisable at September 30, 2008	1,624,634	\$ 0.35	\$20.09	\$ 8.33	\$	10,124

Table of Contents

The total intrinsic value of options exercised during the nine months ended September 30, 2008 and 2007 was \$0.3 million and \$1.7 million, respectively. As of September 30, 2008, the weighted-average remaining contractual life of options outstanding and options exercisable was 6.06 years and 5.04 years, respectively.

Restricted Stock Units

Under the Company's 2005 Plan, certain employees and directors are eligible to receive restricted stock units. In accordance with FAS 123R, the fair value of restricted stock units is equal to the closing price of the Company's common stock on the date of issuance. The total number of restricted stock awards expected to vest is adjusted by estimated forfeiture rates. As of September 30, 2008, 117,600 of the non-vested shares are expected to vest over approximately three to five years based on certain performance goals (Performance Shares). The fair value of the Performance Shares is expensed over the expected vesting period based on the probability of performance goals being met. If performance goals are not expected to be met, the compensation expense previously recognized would be reversed. As of September 30, 2008, no reversals of compensation expense related to the Performance Shares have been made. The remaining 440,057 non-vested shares are not performance based, and will vest, and are being expensed over approximately two to five years.

For the nine months ended September 30, 2008, restricted stock unit activity and related information is as follows:

Restricted Stock Units	Non-Vested Shares	Weighted Average	
		Grant Date	Fair Value
Non-vested at December 31, 2007	671,900	\$	11.28
Awarded	34,390	\$	9.21
Vested	(54,434)	\$	10.19
Cancelled/forfeited	(94,199)	\$	11.94
Non-vested at September 30, 2008	557,657	\$	11.15

Unrecognized estimated compensation cost related to restricted stock units as of September 30, 2008, was \$3.1 million, which is expected to be recognized over a weighted-average period of approximately 2.6 years. The fair value of restricted stock units vested for the nine months ended September 30, 2008 and 2007 was \$0.2 million and less than \$0.1 million, respectively.

Note 4: Investment in Receivable Portfolios, Net

In accordance with the provisions of AICPA Statement of Position 03-3, *Accounting for Certain Debt Securities in a Transfer* (SOP 03-3), discrete receivable portfolio purchases during a quarter are aggregated into pools based on common risk characteristics. Once a pool is established, the portfolios with common risk characteristics are permanently assigned to that pool. The discount (*i.e.*, the difference between the cost of each pool and the related aggregate contractual receivable balance) is not recorded because the Company expects to collect a relatively small percentage of each pool's contractual receivable balance. As a result, receivable portfolios are recorded at cost at the time of acquisition. All portfolios with common risk characteristics purchased prior to the adoption of SOP 03-3 in the first quarter of 2005 were aggregated by quarter of purchase.

In compliance with SOP 03-3, the Company accounts for its investments in consumer receivable portfolios using either the interest method or the cost recovery method. The interest method applies an effective interest rate, or IRR, to the cost basis of the pool, which remains unchanged throughout the life of the pool unless there is an increase or decrease in subsequent expected cash flows. Effective January 1, 2008, the IRR is based on the Company's collection forecast up to 84 months from the date a portfolio is purchased. (See Note 1 for discussion of the Company's extension of its collection forecast). Subsequent increases in cash flows expected to be collected are generally recognized prospectively through an upward adjustment of the pool's IRR over its remaining life. Subsequent decreases in expected cash flows do not change the IRR, but are recognized as an impairment of the cost basis of the pool, and are reflected in the consolidated statements of operations as a reduction in revenue with a corresponding valuation allowance offsetting the investment in receivable portfolios in the consolidated statements of financial condition.

The Company accounts for each pool as a unit for the economic life of the pool (similar to one loan) for recognition of revenue from receivable portfolios, for collections applied to the cost basis of receivable portfolios and for provision for loss or impairment. Revenue from receivable portfolios is accrued based on each pool's effective interest rate applied to each pool's adjusted cost basis. The cost basis of each pool is increased

by revenue earned and decreased by gross collections and impairments.

Table of Contents

If the amount and timing of future cash collections on a pool of receivables are not reasonably estimable, the Company accounts for such portfolios on the cost recovery method (Cost Recovery Portfolios). The accounts in these portfolios have different risk characteristics than those included in other portfolios acquired during the same quarter, or the necessary information was not available to estimate future cash flows and, accordingly, they were not aggregated with other portfolios. Under the cost recovery method of accounting, no income is recognized until the purchase price of a Cost Recovery Portfolio has been fully recovered. In September 2007, the Company decided to exit its healthcare purchasing and collection activities. At that time, the Company anticipated either selling these healthcare portfolios or placing the underlying accounts with external agencies for collections. The Company no longer anticipates a sale of these receivable portfolios and has placed them with external collection agencies. Since the Company is no longer actively collecting on these accounts internally, it has classified them as Cost Recovery Portfolios. As of September 30, 2008, there were six portfolios accounted for using the cost recovery method, consisting of \$1.2 million in net book value representing all of the healthcare portfolios that the Company had acquired. The \$1.2 million is included in investment in receivable portfolios, net, which reflects the value the Company expects to realize through the collection activities of the external agencies.

Accretable yield represents the amount of revenue the Company expects to generate over the remaining life of its existing investment in receivable portfolios based on estimated future cash flows. Total accretable yield is the difference between future estimated collections and the current carrying value of a portfolio. All estimated cash flows on portfolios where the cost basis has been fully recovered are classified as zero basis cash flows.

The following tables summarize the Company's accretable yield and an estimate of zero basis cash flows at the beginning and end of the current period (*in thousands*):

	Nine Months Ended September 30, 2008		
	Accretable Yield	Estimate of Zero Basis Cash Flows	Total
Beginning balance at December 31, 2007	\$ 486,652	\$ 13,002	\$ 499,654
Revenue recognized, net	(61,510)	(2,558)	(64,068)
Reductions on existing portfolios	(50,898)	(1,015)	(51,913)
Additions for 12 months curve extension	67,287		67,287
Additions for current purchases	112,780		112,780
Balance at March 31, 2008	\$ 554,311	\$ 9,429	\$ 563,740
Revenue recognized, net	(63,652)	(2,623)	(66,275)
(Reductions) additions on existing portfolios	(3,206)	1,598	(1,608)
Additions for current purchases	79,159		79,159
Balance at June 30, 2008	\$ 566,612	\$ 8,404	\$ 575,016
Revenue recognized, net	(60,298)	(2,259)	(62,557)
(Reductions) additions on existing portfolios	(11,736)	2,752	(8,984)
Additions for current purchases	106,525		106,525
Balance at September 30, 2008	\$ 601,103	\$ 8,897	\$ 610,000

	Nine Months Ended September 30, 2007		
	Accretable Yield	Estimate of Zero Basis Cash Flows	Total
Beginning balance at December 31, 2006	\$ 417,981	\$ 38,967	\$ 456,948
Revenue recognized, net	(57,045)	(5,108)	(62,153)
Additions (reductions) on existing portfolios	20,438	(3,956)	16,482
Additions for current purchases	52,980		52,980
Balance at March 31, 2007	\$ 434,354	\$ 29,903	\$ 464,257

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Revenue recognized, net	(59,974)	(4,047)	(64,021)
Additions on existing portfolios	39,959	4,442	44,401
Additions for current purchases	58,837		58,837
Balance at June 30, 2007	\$ 473,176	\$ 30,298	\$ 503,474
Revenue recognized, net	(56,099)	(3,316)	(59,415)
Reductions on existing portfolios	(6,907)	(2,613)	(9,520)
Additions for current purchases	58,936		58,936
Balance at September 30, 2007	\$ 469,106	\$ 24,369	\$ 493,475

Table of Contents

During the three months ended September 30, 2008, the Company purchased receivable portfolios with a face value of \$1.8 billion for \$66.1 million, or a purchase cost of 3.6% of face value. The estimated future collections at acquisition for these portfolios amounted to \$172.9 million. During the nine months ended September 30, 2008, the Company purchased receivable portfolios with a face value of \$4.8 billion for \$166.5 million, or a purchase cost of 3.4% of face value. The estimated future collections at acquisition for these portfolios amounted to \$419.6 million.

All collections realized after the net book value of a portfolio has been fully recovered (Zero Basis Portfolios) are recorded as revenue (Zero Basis Revenue). During the three months ended September 30, 2008 and 2007, approximately \$2.3 million and \$3.3 million were recognized as Zero Basis Revenue, respectively. During the nine months ended September 30, 2008 and 2007, approximately \$7.4 million and \$12.5 million were recognized as Zero Basis Revenue, respectively.

During the quarter ended March 31, 2008, the Company revised the forecasting methodology it uses to value a portfolio by extending the collection forecast from 72 months to 84 months. This change was made as a result of the Company's increased confidence in its ability to forecast future cash collections to 84 months. Extending the collection forecast from 72 months to 84 months resulted in an increase in the aggregate total estimated remaining collections for the receivable portfolios as of March 31, 2008, by \$67.3 million, or 7.5%.

The following tables summarize the changes in the balance of the investment in receivable portfolios during the nine months ended September 30, 2008 and 2007 (in thousands, except percentages):

	For the Nine Months Ended September 30, 2008			
	Accrual Basis Portfolios	Cost Recovery Portfolios	Zero Basis Portfolios	Total
Balance, beginning of period	\$ 390,564	\$ 1,645	\$	\$ 392,209
Purchases of receivable portfolios	166,501			166,501
Gross collections ¹	(296,178)	(419)	(7,440)	(304,037)
Put-backs and recalls ²	(2,597)	(13)		(2,610)
Revenue recognized ³	201,453		7,440	208,893
Impairment, net ³	(15,993)			(15,993)
Balance, end of period	\$ 443,750	\$ 1,213	\$	\$ 444,963
Revenue as a percentage of collections ⁴	68.0%	0.0%	100.0%	68.7%

	For the Nine Months Ended September 30, 2007			
	Accrual Basis Portfolios	Cost Recovery Portfolios	Zero Basis Portfolios	Total
Balance, beginning of period	\$ 300,348	\$	\$	\$ 300,348
Purchases of receivable portfolios	134,392			134,392
Transfer of healthcare receivables	(3,241)	3,241		
Gross collections ¹	(256,943)		(12,471)	(269,414)
Put-backs and recalls ²	(2,097)			(2,097)
Revenue recognized	175,676		12,471	188,147
Impairment, net	(1,167)			(1,167)
Write-down of healthcare receivables		(1,391)		(1,391)
Balance, end of period	\$ 346,968	\$ 1,850	\$	\$ 348,818
Revenue as a percentage of collections ⁴	68.4%	0.0%	100.0%	69.8%

¹ Does not include amounts collected on behalf of others.

²

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Put-backs represent accounts that are returned to the seller in accordance with the respective purchase agreement (Put-Backs). Recalls represents accounts that are recalled by the seller in accordance with the respective purchase agreement (Recalls).

³ Reflects additional revenue of \$0.1 million and a lower net impairment of \$3.1 million, as a result of extending the collection curves from 72 to 84 months.

⁴ Revenue as a percentage of collections excludes the effects of net impairment or net impairment reversals.

Table of Contents

The following table summarizes the change in the valuation allowance for investment in receivable portfolios during the nine months ended September 30, 2008 (*in thousands*):

	Valuation Allowance
Balance at December 31, 2007	\$ 15,752
Provision for impairment losses	5,335
Reversal of prior allowance	
Balance at March 31, 2008	\$ 21,087
Provision for impairment losses	3,557
Reversal of prior allowance	(167)
Balance at June 30, 2008	\$ 24,477
Provision for impairment losses	8,065
Reversal of prior allowance	(797)
Balance at September 30, 2008	\$ 31,745

The Company utilizes various business channels for the collection of its receivable portfolios. The following table summarizes collections by collection channel (*in thousands*):

	Three Months Ended		Nine Months Ended	
	September 30, 2008	2007	September 30, 2008	2007
Collection sites	\$ 36,858	\$ 30,571	\$ 119,076	\$ 97,082
Legal collections	49,765	42,546	144,241	126,706
Collection agencies	7,881	6,894	28,851	23,397
Sales	3,166	4,992	11,013	20,261
Other	107	627	1,081	2,336
Gross collections for the period	\$ 97,777	\$ 85,630	\$ 304,262	\$ 269,782

Note 5: Deferred Court Costs

The Company contracts with a nationwide network of attorneys that specialize in collection matters. The Company generally refers charged-off accounts to its contracted attorneys when it believes the related debtor has sufficient assets to repay the indebtedness and has, to date, been unwilling to pay. In connection with the Company's agreement with the contracted attorneys, it advances certain out-of-pocket court costs (Deferred Court Costs). The Company capitalizes Deferred Court Costs in its consolidated financial statements and provides a reserve for those costs that it believes will ultimately be uncollectible. The Company determines the reserve based on its analysis of court costs that have been advanced and those that have been recovered. Deferred court costs not recovered within three years of placement are fully written off. Collections received from these debtors are first applied against related court costs with the balance applied to the debtors' account.

Deferred Court Costs consist of the following as of the dates presented (*in thousands*):

	September 30, 2008	December 31, 2007
Court costs advanced	\$ 132,636	\$ 88,385

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Court costs recovered	(34,262)	(21,749)
Court costs reserve	(71,167)	(46,103)
Deferred court costs, net	\$ 27,207	\$ 20,533

Table of Contents**Note 6: Other Assets**

Other assets consist of the following (*in thousands*):

	September 30, 2008	December 31, 2007
Debt issuance costs	\$ 2,846	\$ 3,177
Deferred compensation assets	1,407	3,158
Prepaid expenses	1,082	785
Other	1,774	1,680
	\$ 7,109	\$ 8,800

Note 7: Debt

The Company is obligated under borrowings as follows (*in thousands*):

	September 30, 2008	December 31, 2007
Convertible senior notes	\$ 95,000	\$ 100,000
Revolving credit facility	197,000	172,169
Capital lease obligations and other debt	943	251
	\$ 292,943	\$ 272,420

Convertible Senior Notes

In 2005, the Company issued \$100.0 million of 3.375% convertible senior notes due September 19, 2010 (the *Convertible Notes*). Interest on the *Convertible Notes* is payable semi-annually, in arrears, on March 19 and September 19 of each year. The *Convertible Notes* rank equally with the Company's existing and future senior indebtedness and are senior to the Company's potential future subordinated indebtedness. Prior to the implementation of the net-share settlement feature discussed below, the *Convertible Notes* were convertible, prior to maturity, subject to certain conditions described below, into shares of the Company's common stock at an initial conversion rate of 44.7678 per \$1,000 principal amount of notes, which represented an initial conversion price of approximately \$22.34 per share, subject to adjustment.

In April 2008, the Company repurchased \$5.0 million principal amount of its outstanding *Convertible Notes*, for a total price of \$3.5 million, plus accrued interest. This transaction left \$95.0 million principal amount of the Company's *Convertible Notes* outstanding, and resulted in a net gain of \$1.4 million in the second quarter of 2008. As of September 30, 2008, the Company is making the required interest payments on the *Convertible Notes* and no other changes in the balance or structure of the *Convertible Notes* has occurred.

In October 2005, the Company obtained stockholder approval of a net-share settlement feature that allows the Company to settle conversion of the *Convertible Notes* through a combination of cash and stock. Based on the provisions of Emerging Issues Task Force No. 90-19, *Convertible Bonds with Issuer Option to Settle for Cash upon Conversion* (EITF 90-19), and Emerging Issues Task Force No. 00-19, *Accounting for Derivative Financial Instruments Indexed to, and Potentially Settled In, a Company's Own Stock* (EITF 00-19), the net-settlement feature is accounted for as convertible debt and is not subject to the provisions of Statement of Financial Accounting Standards No. 133, *Accounting for Derivative Instruments and Hedging Activities* (FAS 133). As a result of the net-settlement feature, the Company will be able to substantially reduce the number of shares issuable in the event of conversion of the *Convertible Notes* by repaying principal in cash instead of issuing shares of common stock for that amount. Additionally, the Company will not be required to include the underlying shares of common stock in the calculation of the Company's diluted weighted average shares outstanding for earnings per share until the Company's common stock price exceeds \$22.34.

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

The aggregate underwriting commissions and other debt issuance costs incurred with respect to the issuance of the Convertible Notes were \$3.4 million, which have been capitalized as debt issuance costs on the Company's consolidated statements of financial condition and are being amortized using the effective interest rate method over the term of the Convertible Notes.

Table of Contents

The Convertible Notes also contain a restricted convertibility feature that does not affect the conversion price of the Convertible Notes but, instead, places restrictions on a holder's ability to convert their Convertible Notes into shares of the Company's common stock. A holder may convert the Convertible Notes prior to March 19, 2010, only if one or more of the following conditions are satisfied:

the average of the trading prices of the Convertible Notes for any five consecutive trading day period is less than 103% of the average of the conversion values of the Convertible Notes during that period;

the Company makes certain significant distributions to holders of the Company's common stock;

the Company enters into specified corporate transactions; or

the Company's common stock ceases to be approved for listing on the NASDAQ National Market and is not listed for trading on a U.S. national securities exchange or any similar U.S. system of automated securities price dissemination.

Holders may also surrender their Convertible Notes for conversion anytime on or after March 19, 2010, until the close of business on the trading day immediately preceding September 19, 2010, regardless of whether any of the foregoing conditions have been satisfied. Upon the satisfaction of any of the foregoing conditions, on the last day of a reporting period, or during the twelve months prior to September 19, 2010, the Company would write off to expense all remaining unamortized debt issuance costs in that period.

If the Convertible Notes are converted in connection with certain fundamental changes that occur prior to March 19, 2010, the Company may be obligated to pay an additional make-whole premium with respect to the Convertible Notes converted.

Convertible Notes Hedge Strategy. Concurrent with the sale of the Convertible Notes, the Company purchased call options to purchase from the counterparties an aggregate of 4,476,780 shares of the Company's common stock at a price of \$22.34 per share. The cost of the call options totaled \$27.4 million. The Company also sold warrants to the same counterparties to purchase from the Company an aggregate of 3,984,334 shares of the Company's common stock at a price of \$29.04 per share and received net proceeds from the sale of these warrants of \$11.6 million. Taken together, the call option and warrant agreements have the effect of increasing the effective conversion price of the Convertible Notes to \$29.04 per share. The call options and warrants must be settled in net shares, except in connection with certain termination events, in which case they would be settled in cash based on the fair market value of the instruments. On the date of settlement, if the market price per share of the Company's common stock is above \$29.04 per share, the Company will be required to deliver shares of its common stock representing the value of the call options and warrants in excess of \$29.04 per share.

The warrants have a strike price of \$29.04 and are generally exercisable at any time. The Company issued and sold the warrants in a transaction exempt from the registration requirements of the Securities Act of 1933, as amended, because the offer and sale did not involve a public offering. There were no underwriting commissions or discounts in connection with the sale of the warrants. In accordance with EITF No. 00-19 and Statement of Financial Accounting Standards No. 150, *Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity*, the Company recorded the net call options and warrants as a reduction in additional paid in capital as of December 31, 2005, and will not recognize subsequent changes in fair value of the call options and warrants in its consolidated financial statements.

Revolving Credit Facility

During 2005, the Company entered into a three-year revolving credit facility (*Revolving Credit Facility*), to be used for the purposes of purchasing receivable portfolios and for general working capital needs. This Revolving Credit Facility has been amended several times to meet the needs of the Company, and is due to expire in May 2010.

Effective February 27, 2007 and May 9, 2008, the Company amended the Revolving Credit Facility to allow for the Company to repurchase up to \$50 million of a combination of its common stock and Convertible Notes, subject to compliance with certain covenants and available borrowing capacity.

Effective May 7, 2007, the Company amended the Revolving Credit Facility in connection with an agreement reached with the lender under the Company's Secured Financing Facility. This amendment allows the Company to exclude the expense associated with a one-time payment of

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

\$16.9 million in connection with its termination of all future obligations under its Secured Financing Facility as further discussed below.

Effective October 19, 2007, the Company amended the Revolving Credit Facility to change the definition of "change of control" to exclude from that definition acquisitions of stock by Red Mountain Capital Partners LLC ("Red Mountain"), JCF FPK I LP ("JCF FPK") and their respective affiliates. The amendment was entered into in contemplation of a shareholders' agreement between Red Mountain affiliates and JCF FPK. That shareholders' agreement was subsequently executed between Red Mountain affiliates and JCF FPK.

Table of Contents

Effective July 3, 2008, the Company amended the Revolving Credit Facility to expand the capacity from \$230.0 million to \$335.0 million. This amendment added three additional lenders and increased the applicable margin under certain circumstances between 25 and 75 basis points.

Other provisions of the amended Revolving Credit Facility include:

Interest at a floating rate equal to, at the Company's option, either: (a) reserve adjusted LIBOR plus a spread that ranges from 225 to 275 basis points, depending on the Company's leverage; or (b) the higher of the federal funds rate then in effect plus a spread of 50 basis points or the prime rate plus a spread that ranges from 25 to 75 basis points.

\$5.0 million sub-limits for swingline loans and letters of credit.

A borrowing base that provides for an 85.0% initial advance rate for the purchase of qualified receivable portfolios. The borrowing base reduces for each qualifying portfolio by 3% per month beginning after the third complete month subsequent to the initial purchase. The aggregate borrowing base is equal to the lesser of (a) the sum of all of the borrowing bases of all qualified receivable portfolios under this facility, as defined above, or (b) 95% of the net book value of all receivable portfolios acquired on or after January 1, 2005.

Restrictions and covenants, which limit, among other things, the payment of dividends and the incurrence of additional indebtedness and liens.

Events of default which, upon occurrence, may permit the lenders to terminate the Revolving Credit Facility and declare all amounts outstanding to be immediately due and payable.

Collateralization by all assets of the Company.

At September 30, 2008, the outstanding balance on the Revolving Credit Facility was \$197.0 million, which bore a weighted average interest rate of 5.84%. The aggregate borrowing base was \$258.1 million, of which \$61.1 million was available for future borrowings.

Secured Financing Facility

The Company repaid in full the principal balance of the Secured Financing Facility at the end of 2006 and will make no further borrowings under that facility. Prior to May 7, 2007, the Company and the lender shared the residual collections, net of servicing fees paid to the Company. The residual collections paid to the lender were classified as contingent interest (Contingent Interest).

On May 7, 2007, the Company entered into an agreement with the lender under its Secured Financing Facility to eliminate all future Contingent Interest payments, for a one-time payment of \$16.9 million. This agreement released the lender's security interests in the remaining receivables originally financed under the Secured Financing Facility. Subsequent to the second quarter of 2007, the Company is no longer obligated to make any Contingent Interest payments under the Secured Financing Facility and, as a result, no longer records such interest in its statements of operations.

Derivative Instruments

On April 11, 2007, the Company entered into two separate interest rate swap agreements intended to more effectively manage interest rates by establishing a set level of fixed rates associated with a portion of the borrowings under its Revolving Credit Facility. The first agreement is for a notional amount of \$25.0 million, a term of three years and a fixed interest rate of 4.99%. The second agreement is for a notional amount of \$25.0 million, a term of four years and a fixed interest rate of 5.01%. Giving effect to these hedges, the interest rate the Company will pay on \$50.0 million of the outstanding balance under the Revolving Credit Facility will be the fixed interest rates mentioned above plus the required credit spread. In accordance with FAS 133, the Company designates its interest rate swap instruments as cash flow hedges.

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

FAS 133 requires companies to recognize derivative instruments as either an asset or liability measured at fair value in the statement of financial position. The effective portion of the change in fair value of the derivative is recorded in other comprehensive income. The ineffective portion of the change in fair value of the derivative, if any, is recognized in interest expense in the period of change. From the inception of the hedging program, the Company has determined that the hedging instruments are highly effective. Accordingly, no gain or loss has been recognized in earnings for the three and nine months ended September 30, 2008. The change in fair value recognized in accumulated other comprehensive loss was a gain of less than \$0.1 million and a loss of less than \$0.1 million for the three and nine months ended September 30, 2008, respectively. As of September 30, 2008, the fair value of the hedges represented a liability of \$1.7 million.

Table of Contents***Capital Lease Obligations and Other Debt***

The Company has capital lease obligations for certain computer equipment. These lease obligations require monthly payments aggregating approximately \$21,000 through November 2008 and have implicit interest rates ranging from 2.9% to 3.1%.

The Company finances certain leasehold improvement projects with its lessors in its Phoenix and St. Cloud facilities. These projects are currently under construction and, as of September 30, 2008, the Company's obligation was approximately \$0.9 million. Commencing in October 2008, these financing agreements require monthly principal and interest payments, accrue interest at 8% to 9% per annum and will mature in June and September 2013.

Note 8: Income Taxes

The Company recorded an income tax provision of \$2.9 million, reflecting an effective rate of 43.7% of pretax income during the three months ended September 30, 2008. The effective tax rate for the three months ended September 30, 2008, consists primarily of a provision for Federal income taxes of 31.9% (which is net of a benefit for state taxes of 3.1%), a provision for state taxes of 8.8% and a provision for the effect of permanent book versus tax differences of 3.0%. For the three months ended September 30, 2007, the Company recorded an income tax provision of \$1.7 million, reflecting an effective rate of 24.3% of pretax income. The effective tax rate for the three months ended September 30, 2007, primarily consisted of an expense for Federal income taxes of 32.6% (which is net of a provision for state taxes of 2.4%), an expense for state taxes of 6.8%, a provision for the effect of permanent book versus tax differences of 0.1%, and a one-time benefit of 15.2% related to state taxes. The 15.2% benefit was primarily due to a new effective state tax rate resulting from the receipt of a favorable ruling from a state tax authority granting the Company the right to a more favorable filing methodology, a net beneficial adjustment to the state and Federal tax payables resulting from the completion of the Company's 1999-2006 state tax returns, a beneficial adjustment to the Company's deferred taxes and the recognition of the benefit of certain state net operating losses generated in 2006.

The Company recorded an income tax provision of \$13.0 million, reflecting an effective rate of 41.0% of pretax income during the nine months ended September 30, 2008. The effective tax rate for the nine months ended September 30, 2008, consists primarily of a provision for Federal income taxes of 31.9% (which is net of a benefit for state taxes of 2.1%), a provision for state taxes of 8.8% and a provision for the effect of permanent book versus tax differences of 0.3%. For the nine months ended September 30, 2007, the Company recorded an income tax provision of \$5.1 million, reflecting an effective rate of 33.1% of pretax income. The effective tax rate for the nine months ended September 30, 2007, primarily consisted of a provision for Federal income taxes of 32.6% (which is net of a benefit for state taxes of 2.4%), a provision for state taxes of 6.8%, a provision for the effect of permanent book versus tax differences of 0.1%, and a one-time benefit of 6.4% related to state taxes. The 6.4% benefit was primarily due to a new effective state tax rate resulting from the receipt of a favorable ruling from a state tax authority granting the Company the right to a more favorable filing methodology, a net beneficial adjustment to the state and Federal tax payables resulting from the completion of the Company's 1999-2006 state tax returns, a beneficial adjustment to the Company's deferred taxes and the recognition of the benefit of certain state net operating losses generated in 2006.

Effective January 1, 2007, the Company adopted the provisions of Interpretation No. 48, *Accounting for Uncertainty in Income Taxes* (FIN 48). As of December 31, 2007, the Company had a gross unrecognized tax benefit of \$1.3 million that, if recognized, would result in a net tax benefit of approximately \$1.0 million and would have a positive effect on the Company's effective tax rate. During the three and nine months ended September 30, 2008, there were no material changes to the unrecognized tax benefit.

For the three months ended September 30, 2008, the Company has not provided for the United States income taxes or foreign withholding taxes on the quarterly undistributed earnings from continuing operations of its subsidiary operating outside of the United States. Undistributed earnings of the subsidiary for the three and nine months ended September 30, 2008, were approximately \$0.1 million and \$0.4 million, respectively. Such undistributed earnings are considered permanently reinvested.

The Company's subsidiary operating outside of the United States is currently operating under a tax holiday in India. The tax holiday is due to expire on March 31, 2010. The impact of the tax holiday on the Company's consolidated financial statements is immaterial.

Table of Contents**Note 9: Purchase Concentrations**

The following table summarizes the concentration of the Company's purchases by seller sorted by total aggregate costs for the nine months ended September 30, 2008 (in thousands, except percentages):

	Concentration of Initial Purchase Cost by Seller for the Nine Months Ended September 30, 2008	
	Cost	%
Seller 1	\$ 41,414	24.9%
Seller 2	36,182	21.7%
Seller 3	33,334	20.0%
Seller 4	18,377	11.1%
Seller 5	9,695	5.8%
Other	27,499	16.5%
	\$ 166,501	100.0%
Adjustments ¹	(355)	
Purchases, net	\$ 166,146	

¹ Adjusted for Put-backs and Recalls.

Note 10: Commitments and Contingencies**Litigation**

On October 18, 2004, Timothy W. Moser, one of the Company's former officers, filed an action in the United States District Court for the Southern District of California against the Company, and certain individuals, including several of the Company's officers and directors. On February 14, 2005, the Company was served with an amended complaint in this action alleging defamation, intentional interference with contractual relations, breach of contract, breach of the covenant of good faith and fair dealing, intentional and negligent infliction of emotional distress and civil conspiracy arising out of certain statements in the Company's Registration Statement on Form S-1 originally filed in September 2003 and alleged to be included in the Company's Registration Statement on Form S-3 originally filed in May 2004. The amended complaint seeks injunctive relief, economic and punitive damages in an unspecified amount plus an award of profits allegedly earned by the defendants and alleged co-conspirators as a result of the alleged conduct, in addition to attorney's fees and costs. On May 2, 2006, the court denied the Company's special motion to strike pursuant to California's anti-SLAPP statute, denied in part and granted in part the Company's motion to dismiss, denied a variety of *ex parte* motions and applications filed by the plaintiff and denied the plaintiff's motion for leave to conduct discovery or file supplemental briefing. The court granted the plaintiff 30 days in which to further amend his complaint, and on June 1, 2006, the plaintiff filed a second amended complaint in which he amended his claim for negligent infliction of emotional distress. On May 25, 2006, the Company filed a notice of appeal of the court's order denying the anti-SLAPP motion and on June 16, 2006, the Company filed a motion to stay the case pending the outcome of the appeal, which was granted. Oral argument on the appeal was heard on July 17, 2008, and on July 28, 2008, the appellate court affirmed the trial court's denial of the Company's anti-SLAPP motion. The appellate court denied the Company's request for a rehearing and the case has been returned to the district court where it will proceed from the point at which it was stayed. Management of the Company believes the claims are without merit and intends to vigorously defend the action. Although the outcome of this matter cannot be predicted with certainty, management does not currently believe that this matter will have a material adverse effect on the Company's consolidated financial position or results of operations.

On September 7, 2005, Mr. Moser filed a related action in the United States District Court for the Southern District of California against Triarc Companies, Inc. (Triarc), which at the time was a significant stockholder of the Company, alleging intentional interference with contractual relations and intentional infliction of emotional distress. The case arises out of the same statements made or alleged to have been made in the Company's Registration Statements mentioned above. On January 7, 2006, Triarc was served with an amended complaint seeking injunctive relief, an order directing Triarc to issue a statement of retraction or correction of the allegedly false statements, economic and punitive damages in an unspecified amount and attorney's fees and costs. Triarc tendered the defense of this action to the Company, and the Company accepted the

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

defense and will indemnify Triarc, pursuant to the indemnification provisions of the Registration Rights Agreements dated as of October 31, 2000 and February 21, 2002, and the Underwriting Agreements dated September 25, 2004 and January 20, 2005 to which Triarc is a party. Although the outcome of this matter cannot be predicted with certainty, management does not currently believe that this matter will have a material adverse effect on the Company's consolidated financial position or results of operations.

Table of Contents

Claims based on the Fair Debt Collection Practices Act (FDCPA) and comparable state statutes may result in class action lawsuits, which can be material to the Company due to the remedies available under these statutes, including punitive damages. A number of cases styled as class actions have been filed against the Company. A class has been certified in several of these cases. Several of these cases present novel issues on which there is no legal precedent. As a result, the Company is unable to predict the range of possible outcomes. There are a number of other lawsuits, claims and counterclaims pending or threatened against the Company. In general, these lawsuits, claims or counterclaims have arisen in the ordinary course of business and involve claims for actual damages arising from alleged misconduct or improper reporting of credit information by the Company or its employees or agents. Although litigation is inherently uncertain, based on past experience, the information currently available and the possible availability of insurance and/or indemnification in some cases, management of the Company does not believe that the currently pending and threatened litigation or claims will have a material adverse effect on the Company's consolidated financial position or results of operations. However, future events or circumstances, currently unknown to management, will determine whether the resolution of pending or threatened litigation or claims will ultimately have a material effect on the Company's consolidated financial position, liquidity or results of operations in any future reporting periods.

Purchase Commitments

In the normal course of business, the Company enters into forward flow purchase agreements and other purchase commitment agreements. As of September 30, 2008, the Company has entered into agreements to purchase receivable portfolios with a face value of approximately \$1.0 billion for a purchase price of approximately \$58.0 million. Certain of these agreements allow the Company to terminate the commitment with 60 days notice or by paying a one-time cancellation fee. The Company has no purchase commitments extending past one year, except as discussed below.

In connection with the Company's acquisition of certain assets of Jefferson Capital Group in June 2005, the Company entered into a forward flow agreement to purchase a minimum of \$3.0 billion in face value of credit card charge-offs over a five-year period at a fixed price. As of June 30, 2008, future purchase commitments under this agreement were approximately \$51.3 million.

On July 15, 2008, the Company gave Jefferson Capital Group and its parent Company, CompuCredit Corporation, notice of breach by Jefferson Capital and CompuCredit of the Asset Purchase and Forward Flow Agreement dated June 2, 2005, as amended, as well as a related Collection Agreement dated the same date. On July 16, 2008, the Company initiated arbitration as a result of the breach, pursuant to the arbitration provisions of the Agreements. The Company asserts that the litigation initiated by the Federal Trade Commission (the FTC) on June 11, 2008, wherein the FTC alleges that Jefferson Capital and CompuCredit have violated the FTC Act with deceptive marketing practices when issuing credit cards, among other allegations, violates the Asset Purchase and Forward Flow Agreement and Collection Agreement. The Company seeks an arbitral award that (i) Jefferson Capital and CompuCredit are in material breach of the Agreements, (ii) declares the Company's obligations to purchase forward flow accounts under the Agreements is thereby excused or discharged, (iii) confirms the Company's rights to cause Jefferson Capital to repurchase certain accounts previously sold to the Company under the Agreements, and other appropriate relief, including return of prepaid amounts relating to forward flow purchases, (iv) confirms the Company's rights to indemnity by Jefferson Capital and CompuCredit and (v) awards compensatory damages, attorney fees, interest, arbitration costs and other appropriate relief.

The Company has commenced Arbitration proceedings and the Arbitrators have just been identified. The Company has ceased forward flow purchases of accounts from Jefferson Capital, the sale of bankrupt accounts to Jefferson Capital and participation in a balance transfer program with CompuCredit. In response to the Notice of Breach from the Company, Jefferson Capital and CompuCredit delivered its own Notice of Default to the Company alleging the breach by the Company of the Company's forward flow purchase, bankruptcy sale and balance transfer obligations and initiated a separate arbitration of the Company's alleged breach of its bankruptcy sale obligations.

This matter is in the early stages of development and any impact on the recoverability of the Company's forward flow asset, currently stated at \$10.3 million, is uncertain. The consolidated financial statements do not include any adjustment that might result from the outcome of this uncertainty.

Table of Contents

Note 11: Securities Repurchase Program

On February 27, 2007, the Company's board of directors authorized a securities repurchase program under which the Company may buy back up to \$50 million of a combination of its common stock and Convertible Notes. The purchases may be made from time to time in the open market or through privately negotiated transactions and will be dependent upon various business and financial considerations. Securities repurchases are subject to compliance with applicable legal requirements and other factors. During April 2008, the Company repurchased \$5.0 million principal amount of its outstanding Convertible Notes, for a total of \$3.5 million, plus accrued interest. No repurchases were made during the three months ended September 30, 2008.

Table of Contents**Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations**

This information should be read in conjunction with the condensed consolidated financial statements and the notes thereto included in Item 1 of Part I of this Quarterly Report on Form 10-Q and the audited consolidated financial statements and notes thereto and Management's Discussion and Analysis of Financial Condition and Results of Operations for the year ended December 31, 2007 contained in our 2007 Annual Report on Form 10-K. The Form 10-K contains a general description of our industry and a discussion of recent trends affecting the industry. Certain statements herein may constitute forward-looking statements under the Private Securities Litigation Reform Act of 1995 (the Reform Act), for which we claim the protection of the safe harbor of the Reform Act. See Part II, Item 1A Risk Factors for more discussion on our forward-looking statements.

Introduction

We are a systems-driven purchaser and manager of charged-off consumer receivable portfolios and a provider of bankruptcy services to the finance industry. We acquire receivable portfolios at deep discounts from their face values using our proprietary valuation process that is based on the consumer attributes of the underlying accounts. Based upon the ongoing analysis of these accounts, we employ a dynamic mix of collection strategies to maximize our return on investment.

Purchases and Collections***Purchases by Paper Type***

The following table summarizes the types of charged-off consumer receivable portfolios we purchased for the three and nine months ended September 30, 2008 and 2007 (*in thousands*):

	Three Months		Nine Months Ended	
	Ended September 30, 2008	2007	September 30, 2008	2007
Credit card	\$ 57,107	\$ 40,971	\$ 142,552	\$ 121,232
Other	9,000	6,898	23,949	13,160
	\$ 66,107	\$ 47,869	\$ 166,501	\$ 134,392

During the three months ended September 30, 2008, we invested \$66.1 million for portfolios with face values aggregating \$1.8 billion for an average purchase price of 3.6% of face value. This is an increase of \$18.2 million, or 38.1%, in the amount invested, compared with the \$47.9 million invested during the three months ended September 30, 2007, to acquire portfolios with a face value aggregating \$1.3 billion, for an average purchase price of 3.7% of face value.

During the nine months ended September 30, 2008, we invested \$166.5 million for portfolios with face values aggregating \$4.8 billion for an average purchase price of 3.4% of face value. This is an increase of \$32.1 million, or 23.9%, in the amount invested, compared with the \$134.4 million invested during the nine months ended September 30, 2007, to acquire portfolios with a face value aggregating \$5.1 billion, for an average purchase price of 2.6% of face value.

During the twelve months ended September 30, 2008, we invested \$241.1 million for portfolios with face values aggregating \$6.6 billion for an average purchase price of 3.7% of face value. This is an increase of \$43.1 million, or 21.8%, in the amount invested, compared with the \$198.0 million invested during the twelve months ended September 30, 2007, to acquire portfolios with a face value aggregating \$6.6 billion, for an average purchase price of 3.0% of face value.

Subsequent to July 2008, we ceased forward flow purchases of accounts from Jefferson Capital Group. Management believes that the supply of available credit card receivable portfolios for purchase in the markets will provide us with opportunities to purchase other portfolios that will generate returns at least comparable to that which we have been purchasing under the agreement with Jefferson Capital.

Table of Contents**Collections by Channel**

During the three and nine months ended September 30, 2008 and 2007, we utilized several business channels for the collection of charged-off credit card receivables and other charged-off receivables. The following table summarizes gross collections by collection channel (*in thousands*):

	Three Months		Nine Months Ended	
	Ended September 30, 2008	2007	September 30, 2008	2007
Collection sites	\$ 36,858	\$ 30,571	\$ 119,076	\$ 97,082
Legal collections	49,765	42,546	144,241	126,706
Collection agencies	7,881	6,894	28,851	23,397
Sales	3,166	4,992	11,013	20,261
Other	107	627	1,081	2,336
Gross collections for the period	\$ 97,777	\$ 85,630	\$ 304,262	\$ 269,782

Gross collections increased \$12.1 million, or 14.2%, to \$97.8 million during the three months ended September 30, 2008, from \$85.6 million during the three months ended September 30, 2007.

Gross collections increased \$34.5 million, or 12.8%, to \$304.3 million during the nine months ended September 30, 2008, from \$269.8 million during the nine months ended September 30, 2007.

Results of Operations

Results of operations in dollars and as a percentage of revenue were as follows (*in thousands, except percentages*):

	Three Months Ended September 30,			
	2008	2007		
Revenue				
Revenue from receivable portfolios, net	\$ 62,557	94.3%	\$ 59,415	94.8%
Servicing fees and other related revenue	3,816	5.7%	3,276	5.2%
Total revenue	66,373	100.0%	62,691	100.0%
Operating expenses				
Salaries and employee benefits	14,963	22.5%	17,138	27.3%
Stock-based compensation expense	860	1.3%	1,281	2.0%
Cost of legal collections	25,390	38.3%	20,868	33.3%
Other operating expenses	6,018	9.1%	4,987	8.0%
Collection agency commissions	2,996	4.5%	2,478	4.0%
General and administrative expenses	4,864	7.3%	4,462	7.1%
Depreciation and amortization	674	1.0%	833	1.3%
Total operating expenses	55,765	84.0%	52,047	83.0%
Income before other (expense) income and income taxes	10,608	16.0%	10,644	17.0%
Other (expense) income				
Interest expense	(3,880)	(5.9)%	(3,648)	(5.8)%
Other (expense) income	(32)	(0.0)%	79	0.1%

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Total other expense	(3,912)	(5.9)%	(3,569)	(5.7)%
Income before income taxes	6,696	10.1%	7,075	11.3%
Provision for income taxes	(2,923)	(4.4)%	(1,717)	(2.7)%
Net income	\$ 3,773	5.7%	\$ 5,358	8.6%

Table of Contents

	Nine Months Ended September 30,			
	2008		2007	
Revenue				
Revenue from receivable portfolios, net	\$ 192,900	94.6%	\$ 185,589	95.0%
Servicing fees and other related revenue	11,047	5.4%	9,705	5.0%
Total revenue	203,947	100.0%	195,294	100.0%
Operating expenses				
Salaries and employee benefits	45,503	22.3%	50,388	25.8%
Stock-based compensation expense	3,182	1.6%	3,286	1.7%
Cost of legal collections	69,525	34.1%	59,649	30.6%
Other operating expenses	17,656	8.7%	16,970	8.7%
Collection agency commissions	10,808	5.3%	8,639	4.4%
General and administrative expenses	13,905	6.8%	12,965	6.6%
Depreciation and amortization	2,162	1.0%	2,541	1.3%
Total operating expenses	162,741	79.8%	154,438	79.1%
Income before other (expense) income and income taxes	41,206	20.2%	40,856	20.9%
Other (expense) income				
Interest expense	(11,409)	(5.6)%	(9,904)	(5.1)%
Contingent interest expense		0.0%	(4,123)	(2.1)%
Pay-off of contingent interest		0.0%	(11,733)	(6.0)%
Gain on repurchase of debt, net	1,417	0.7%		0.0%
Other income	341	0.2%	153	0.1%
Total other expense	(9,651)	(4.7)%	(25,607)	(13.1)%
Income before income taxes	31,555	15.5%	15,249	7.8%
Provision for income taxes	(12,952)	(6.4)%	(5,055)	(2.6)%
Net income	\$ 18,603	9.1%	\$ 10,194	5.2%

Comparison of Results of Operations**Revenue**

Our revenue consists primarily of portfolio revenue and bankruptcy servicing revenue. Portfolio revenue consists of accretion revenue and zero basis revenue. Accretion revenue represents revenue derived from pools (quarterly groupings of purchased receivable portfolios) with a cost basis that has not been fully amortized. Revenue from pools with a remaining unamortized cost basis is accrued based on each pool's effective interest rate applied to each pool's remaining unamortized cost basis. The cost basis of each pool is increased by revenue earned and decreased by gross collections and impairments. The effective interest rate is the internal rate of return derived from the timing and amounts of actual cash received and anticipated future cash flow projections for each pool. All collections realized after the net book value of a portfolio has been fully recovered (Zero Basis Portfolios) are recorded as revenue (Zero Basis Revenue). We account for our investment in receivable portfolios utilizing the interest method in accordance with the provisions of the AICPA's Statement of Position 03-3, *Accounting for Certain Debt Securities Acquired in a Transfer* (SOP 03-3). Servicing fee revenue is revenue primarily associated with bankruptcy servicing fees earned from our wholly-owned subsidiary, Ascension Capital Group, Inc. (Ascension), a provider of bankruptcy services to the finance industry.

Effective January 1, 2008, we revised our Unified Collection Score (UCS) and Behavioral Liquidation Score (BLS) methodologies by extending our collection forecast from 72 months to 84 months. UCS is a proprietary forecasting tool that generates portfolio level expectations of liquidation for portfolios that we have owned and serviced for more than six months. BLS forecasts portfolio level expectations based on credit characteristics for portfolios owned and serviced less than six months. We have observed that receivable portfolios purchased in 2001 and prior have consistently experienced cash collections beyond 72 months from the date of purchase. When we first developed our cash forecasting models in 2001, limited historical collection data was available with which to accurately model projected cash flows beyond 60 months. During

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

the quarter ended June 30, 2006, we determined there was enough additional collection data accumulated over the previous several years, in addition to improvements in our forecasting tools,

Table of Contents

allowing us to extend the collection forecast to 72 months. During the quarter ended March 31, 2008, we determined that there was enough additional collection data to accurately extend the collection forecast in both our UCS and BLS models to 84 months. The increase in the collection forecast from 72 to 84 months was applied effective January 1, 2008, to each portfolio for which we could accurately forecast through such term and resulted in an increase in the aggregate total estimated remaining collections for the receivable portfolios by \$67.3 million, or 7.5%, as of March 31, 2008. We did not extend the forecast on telecom portfolios as we do not anticipate significant collections past 72 months on these portfolios. The extension of the collection forecast was treated as a change in estimate and, in accordance with Statement of Financial Accounting Standard No. 154, *Accounting Changes and Error Corrections*, was recognized prospectively in our consolidated financial statements, effective January 1, 2008. In the quarter ended March 31, 2008, this prospective treatment resulted in a reduction in our net impairment provision of \$3.1 million and an increase in revenue of \$0.1 million. The impact of the change in estimate resulted in an increase in net income of \$1.9 million and an increase in fully diluted earnings per share of \$0.08 for the three months ended March 31, 2008. The impact of the change in estimate for the quarters ended June 30, 2008, and September 30, 2008, was not material to our condensed consolidated financial statements.

The following tables summarize collections, revenue, end of period receivable balance and other related supplemental data by year of purchase (in thousands, except percentages):

	For the Three Months Ended September 30, 2008				As of September 30, 2008		
	Collections ¹	Gross Revenue ²	Revenue Recognition Rate ³	Net (Impairment) Reversal	Revenue % of Total Revenue	Unamortized Balances	Monthly IRR
ZBA	\$ 2,259	\$ 2,259	100.0%	\$	3.2%	\$	
2002	1,276	872	68.3%	220	1.2%	895	29.1%
2003	3,327	2,730	82.1%	440	3.9%	2,808	30.7%
2004	4,310	3,584	83.2%	(1,426)	5.1%	14,420	7.9%
2005	15,048	10,805	71.8%	(4,235)	15.5%	61,044	5.6%
2006	16,268	11,418	70.2%	(1,932)	16.4%	72,214	5.1%
2007	36,020	22,798	63.3%	(335)	32.7%	138,876	5.2%
2008	19,189	15,359	80.0%		22.0%	154,706	4.8%
Total	\$ 97,697	\$ 69,825	71.5%	\$ (7,268)	100.0%	\$ 444,963	5.4%

	For the Three Months Ended September 30, 2007				As of September 30, 2007		
	Collections ¹	Gross Revenue ²	Revenue Recognition Rate ³	Net (Impairment) Reversal	Revenue % of Total Revenue	Unamortized Balances	Monthly IRR
ZBA	\$ 3,316	\$ 3,316	100.0%	\$	5.2%	\$	
2002	2,140	2,127	99.4%	(368)	3.4%	2,649	25.7%
2003	5,717	5,754	100.6%	(834)	9.1%	5,958	30.6%
2004	7,863	6,194	78.8%	(1,131)	9.8%	24,311	8.0%
2005	25,373	17,287	68.1%	(1,362)	27.3%	96,531	5.6%
2006	22,096	15,269	69.1%	30	24.2%	102,959	4.7%
2007	19,023	13,289	69.9%	(156)	21.0%	116,410	4.2%
Total	\$ 85,528	\$ 63,236	73.9%	\$ (3,821)	100.0%	\$ 348,818	5.6%

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

- ¹ Does not include amounts collected on behalf of others.
- ² Gross revenue excludes the effects of net impairment or net impairment reversals.
- ³ Revenue recognition rate excludes the effects of net impairment or net impairment reversals.

Table of Contents

	For the Nine Months Ended September 30, 2008					As of September 30, 2008	
	Collections ¹	Gross Revenue ²	Revenue Recognition Rate ³	Net (Impairment) Reversal	Revenue % of Total Revenue	Unamortized Balances	Monthly IRR
ZBA	\$ 7,440	\$ 7,440	100.0%	\$	3.6%	\$	
2002	4,544	3,331	73.3%	291	1.6%	895	29.1%
2003	11,396	9,681	85.0%	127	4.6%	2,808	30.7%
2004	15,663	12,376	79.0%	(3,003)	5.9%	14,420	7.9%
2005	54,560	37,164	68.1%	(8,880)	17.8%	61,044	5.6%
2006	57,340	37,966	66.2%	(4,086)	18.2%	72,214	5.1%
2007	113,111	72,392	64.0%	(442)	34.6%	138,876	5.2%
2008	39,983	28,543	71.4%		13.7%	154,706	4.8%
Total	\$ 304,037	\$ 208,893	68.7%	\$ (15,993)	100.0%	\$ 444,963	5.4%

	For the Nine Months Ended September 30, 2007					As of September 30, 2007	
	Collections ¹	Gross Revenue ²	Revenue Recognition Rate ³	Net (Impairment) Reversal	Revenue % of Total Revenue	Unamortized Balances	Monthly IRR
ZBA	\$ 12,471	\$ 12,471	100.0%	\$	6.6%	\$	
2002	8,338	7,460	89.5%	(36)	4.0%	2,649	25.7%
2003	22,013	20,011	90.9%	(936)	10.6%	5,958	30.6%
2004	28,199	20,773	73.7%	(1,381)	11.0%	24,311	8.0%
2005	86,447	54,800	63.4%	760	29.1%	96,531	5.6%
2006	71,320	49,070	68.8%	(809)	26.1%	102,959	4.7%
2007	40,626	23,562	58.0%	(156)	12.6%	116,410	4.2%
Total	\$ 269,414	\$ 188,147	69.8%	\$ (2,558)	100.0%	\$ 348,818	5.6%

¹ Does not include amounts collected on behalf of others.

² Gross revenue excludes the effects of net impairment or net impairment reversals.

³ Revenue recognition rate excludes the effects of net impairment or net impairment reversals.

Total revenue was \$66.4 million for the three months ended September 30, 2008, an increase of \$3.7 million, or 5.9%, compared to total revenue of \$62.7 million for the three months ended September 30, 2007. Portfolio revenue was \$62.6 million for the three months ended September 30, 2008, an increase of \$3.2 million, or 5.3%, compared to portfolio revenue of \$59.4 million for the three months ended September 30, 2007.

Total revenue was \$203.9 million for the nine months ended September 30, 2008, an increase of \$8.6 million, or 4.4%, compared to total revenue of \$195.3 million for the nine months ended September 30, 2007. Portfolio revenue was \$192.9 million for the nine months ended September 30, 2008, an increase of \$7.3 million, or 3.9%, compared to portfolio revenue of \$185.6 million for the nine months ended September 30, 2007.

The increase of portfolio revenue for the three and nine months ended September 30, 2008, was primarily the result of additional accretion revenue associated with higher purchasing volumes and, as discussed above, from the extension of our collection forecast from 72 to 84 months. The increase was partially offset by a greater portion of our revenues coming from our 2004 to 2008 portfolio purchases that have lower effective accretion rates than our 2003 and prior purchases, due to a more competitive pricing environment since 2004, and the recording of a larger impairment provision on certain portfolios during the quarter. During the three months ended September 30, 2008, we recorded a net impairment provision of \$7.3 million, compared to a net impairment provision of \$2.4 million and a write-down of our healthcare receivable portfolios of \$1.4 million associated with exiting our healthcare purchasing and collection activities during the three months ended

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

September 30, 2007. During the nine months ended September 30, 2008, we recorded a net impairment provision of \$16.0 million, compared to a net impairment provision of \$1.2 million and a write-down of our healthcare receivable portfolios of \$1.4 million associated with exiting our healthcare purchasing and collection activities during the same period in the prior year.

Table of Contents

The increase in impairment for the three and nine months ended September 30, 2008, was primarily due to a shortfall in collections in certain pool groups against our forecast, primarily our 2004, 2005 and 2006 vintages. We believe that this is the result of the broadening pressure on our consumers due to a weakening economy. Economic and financial market conditions have deteriorated in the last two months, which, we believe, have resulted in a decrease in our collections and a corresponding increase in our impairment provision. Until economic conditions improve, we may continue to experience a shortfall in collections against our UCS forecast which, depending on the magnitude of the shortfall and the pool groups that experience such shortfall, may result in future provisions for impairment. In accordance with SOP 03-3, an impairment provision to reduce the book value and therefore, maintain a level yield on a pool group's internal rate of return, is only recorded when current information and events indicate that it is probable that an entity will be unable to collect all of its expected future cash flows, or when the timing of such cash flows is delayed. Since we cannot presently determine the future impact of the current economic conditions on our collections, we cannot conclude that further reductions in cash flows are probable or that the timing of cash flows has changed in a manner that would significantly impact any pool groups' internal rate of return and, therefore, have not recorded a related additional impairment.

Revenue associated with bankruptcy servicing fees earned from Ascension was \$3.8 million for the three months ended September 30, 2008, an increase of \$0.5 million, or 16.8%, compared to revenue of \$3.3 million for the three months ended September 30, 2007. Revenue associated with bankruptcy servicing fees earned from Ascension was \$11.0 million for the nine months ended September 30, 2008, an increase of \$1.3 million, or 14.1%, compared to revenue of \$9.7 million for the nine months ended September 30, 2007. The increase in Ascension revenue for the three and nine months ended September 30, 2008 was due to the slightly higher volume of bankruptcy placements.

Operating Expenses

Total operating expenses were \$55.8 million for the three months ended September 30, 2008, an increase of \$3.8 million, or 7.1%, compared to total operating expenses of \$52.0 million for the three months ended September 30, 2007.

Total operating expenses were \$162.7 million for the nine months ended September 30, 2008, an increase of \$8.3 million, or 5.4%, compared to total operating expenses of \$154.4 million for the nine months ended September 30, 2007.

Operating expenses are explained in more detail as follows:

Salaries and employee benefits

Total salaries and employee benefits decreased by \$2.1 million, or 12.7%, to \$15.0 million during the three months ended September 30, 2008, from \$17.1 million during the three months ended September 30, 2007. The decrease was the result of a decrease of \$0.4 million in health and life insurance costs and a decrease of \$2.1 million in salaries and related payroll taxes and benefits, resulting from the reduction in our workforce, associated with our cost savings initiatives implemented in September 2007, when we recorded a one-time restructuring charge of \$1.4 million. The decrease was partially offset by an increase of \$0.4 million in other employee benefits.

Total salaries and employee benefits decreased by \$4.9 million, or 9.7%, to \$45.5 million during the nine months ended September 30, 2008, from \$50.4 million during the nine months ended September 30, 2007. The decrease was the result of a decrease of \$0.2 million in health and life insurance costs and a decrease of \$5.4 million in salaries and related payroll taxes and benefits, resulting from the reduction in our workforce, associated with our cost savings initiatives implemented in September 2007, when we recorded a one-time restructuring charge of \$1.4 million. The decrease was partially offset by a net increase of \$0.7 million in other employee benefits.

Stock-based compensation expenses

Stock-based compensation expense decreased by \$0.4 million, or 32.9%, to \$0.9 million during the three months ended September 30, 2008, from \$1.3 million for the three months ended September 30, 2007. The decrease was primarily attributable to certain grants becoming fully vested prior to the quarter and a decrease in the fair value of stock options granted in recent years.

Stock-based compensation expense decreased by \$0.1 million, or 3.2%, to \$3.2 million during the nine months ended September 30, 2008, from \$3.3 million for the nine months ended September 30, 2007. The decrease was a result of a reduction in expenses as a result of fewer grants and the decreased fair value of stock options granted in recent years. The decrease was partially offset by a

Table of Contents

one-time reduction in expense in the nine months ended September 30, 2007, due to a change in assumptions used during that period. This change in assumptions resulted in a cumulative adjustment reducing stock-based compensation expense by \$0.4 million for the nine months ended September 30, 2007.

Cost of legal collections

The cost of legal collections increased \$4.5 million, or 21.7%, to \$25.4 million during the three months ended September 30, 2008, compared to \$20.9 million during the three months ended September 30, 2007. These costs represent contingent fees paid to our nationwide network of attorneys and costs of litigation. The increase in the cost of legal collections was primarily the result of an increase of \$7.3 million, or 17.0%, in gross collections through our legal channel and upfront litigation costs. Gross legal collections amounted to \$49.8 million during the three months ended September 30, 2008, compared to \$42.5 million collected during the three months ended September 30, 2007. The cost of legal collections as a percent of gross collections through this channel, increased to 51.0% during the three months ended September 30, 2008, from 49.0% during the three months ended September 30, 2007. This increase is primarily attributable to an increase in upfront litigation costs.

The cost of legal collections increased \$9.9 million, or 16.6%, to \$69.5 million during the nine months ended September 30, 2008, compared to \$59.6 million during the nine months ended September 30, 2007. These costs represent contingent fees paid to our nationwide network of attorneys and costs of litigation. The increase in the cost of legal collections was primarily the result of an increase of \$17.5 million, or 13.8%, in gross collections through our legal channel and upfront litigation costs. Gross legal collections amounted to \$144.2 million during the nine months ended September 30, 2008, compared to \$126.7 million collected during the nine months ended September 30, 2007. The cost of legal collections as a percent of gross collections through this channel increased to 48.2% during the nine months ended September 30, 2008, from 47.1% during the nine months ended September 30, 2007. This increase is primarily attributable to an increase in upfront litigation costs.

Other operating expenses

Other operating expenses increased \$1.0 million, or 20.7%, to \$6.0 million during the three months ended September 30, 2008, from \$5.0 million during the three months ended September 30, 2007. The increase was primarily the result of an increase of \$0.5 million related to direct mail campaign expenses, an increase of \$0.3 million in Ascension legal expenses due to the addition of litigation only clients, and a net increase of \$0.6 million in various other operating expenses. The increase was partially offset by a decrease of \$0.2 million in skip tracing expenses and a decrease of \$0.2 million in the amortization of a previously acquired deferred revenue asset.

Other operating expenses increased \$0.7 million, or 4.0%, to \$17.7 million during the nine months ended September 30, 2008, from \$17.0 million during the nine months ended September 30, 2007. The increase was primarily the result of an increase of \$1.3 million related to direct mail campaign expenses, an increase of \$0.5 million in Ascension legal expenses due to the addition of litigation only clients, and a net increase of \$0.3 million in various other operating expenses. The increase was partially offset by a decrease of \$0.7 million in skip tracing expenses and a decrease of \$0.7 million in the amortization of a previously acquired deferred revenue asset.

Collection agency commissions

During the three months ended September 30, 2008, we incurred \$3.0 million in commissions to third party collection agencies, or 38.0% of the related gross collections of \$7.9 million compared to \$2.5 million in commissions, or 35.9% of the related gross collections of \$6.9 million, during the three months ended September 30, 2007. The increase in commissions was consistent with the increase in collections through this channel. The increase in the commission rate as a percentage of the related gross collections is primarily due to the mix of accounts placed with the agencies. Commissions, as a percentage of collections in this channel, vary from period to period depending on, among other things, the time from charge-off of the accounts placed with an agency. Generally, freshly charged-off accounts have a lower commission rate than accounts that have been charged off for a longer period of time.

During the nine months ended September 30, 2008, we incurred \$10.8 million in commissions to third party collection agencies, or 37.5% of the related gross collections of \$28.9 million, compared to \$8.6 million in commissions, or 36.9% of the related gross collections of \$23.4 million, during the nine months ended September 30, 2007. The increase in commissions was consistent with the increase in collections through this channel. The increase in the commission rate as a percentage of the related gross collections is primarily due to the mix of accounts placed with the agencies. Commissions, as a percentage of collections in this channel, vary from period to period depending on, among other things, the time from charge-off of the accounts placed with an agency. Generally, freshly charged-off accounts have a lower commission rate than accounts that have been charged off for a longer period of time.

Table of Contents**General and administrative expenses**

General and administrative expenses increased \$0.4 million, or 9.0%, to \$4.9 million during the three months ended September 30, 2008, from \$4.5 million during the three months ended September 30, 2007. The increase was primarily the result of an increase of \$0.4 million in corporate legal expenses.

General and administrative expenses increased \$0.9 million, or 7.3%, to \$13.9 million during the nine months ended September 30, 2008, from \$13.0 million during the nine months ended September 30, 2007. The increase was primarily the result of an increase of \$1.1 million in corporate legal expenses and litigation settlement costs and an increase of \$0.3 million in various corporate insurance costs compared to the same period of the prior year, which included a \$0.6 million release of reserves in the previously self insured workers compensation plan. The increase was partially offset by a decrease of \$0.5 million in accounting and consulting service fees incurred in the prior year related to the filing of our 1999-2005 state tax returns.

Depreciation and amortization

Depreciation and amortization expense decreased \$0.1 million, or 19.1%, to \$0.7 million during the three months ended September 30, 2008, from \$0.8 million during the three months ended September 30, 2007. Depreciation expense was \$0.5 million for the three months ended September 30, 2008, compared to \$0.6 million for the three months ended September 30, 2007. Amortization expense relating to intangible assets acquired in conjunction with the acquisition of Ascension, remained consistent at \$0.2 million during the three months ended September 30, 2008 and 2007.

Depreciation and amortization expense decreased \$0.3 million, or 14.9%, to \$2.2 million during the nine months ended September 30, 2008, from \$2.5 million during the nine months ended September 30, 2007. Depreciation expense was \$1.6 million for the nine months ended September 30, 2008, compared to \$1.7 million for the nine months ended September 30, 2007. Amortization expense relating to intangible assets acquired in conjunction with the acquisition of Ascension was \$0.6 million for the nine months ended September 30, 2008, compared to \$0.8 million for the nine months ended September 30, 2007.

Interest expense

Total interest expense increased \$0.2 million, or 6.4%, to \$3.9 million during the three months ended September 30, 2008, from \$3.6 million during the three months ended September 30, 2007.

Total interest expense decreased \$14.4 million, or 55.7%, to \$11.4 million during the nine months ended September 30, 2008, from \$25.8 million during the nine months ended September 30, 2007.

The following tables summarize our interest expense (*in thousands, except percentages*):

	For the Three Months Ended September 30,			
	2008	2007	\$ Change	% Change
Stated interest on debt obligations	\$ 3,345	\$ 3,277	\$ 68	2.1%
Amortization of loan fees and other loan costs	535	371	164	44.2%
Total interest expense	\$ 3,880	\$ 3,648	\$ 232	6.4%

	For the Nine Months Ended September 30,			
	2008	2007	\$ Change	% Change
Stated interest on debt obligations	\$ 10,151	\$ 8,752	\$ 1,399	16.0%
Amortization of loan fees and other loan costs	1,258	1,152	106	9.2%
Subtotal	11,409	9,904	1,505	15.2%
Contingent interest		4,123	(4,123)	(100.0)%
Pay-off of future contingent interest		11,733	(11,733)	(100.0)%

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Total interest expense	\$ 11,409	\$ 25,760	\$ (14,351)	(55.7)%
------------------------	-----------	-----------	-------------	---------

As of December 31, 2004, we no longer made borrowings under our Secured Financing Facility. As of December 31, 2006, we repaid in full the principal balance of our Secured Financing Facility. Prior to May 7, 2007, we shared with the lender the residual collections on purchases made under this facility, net of servicing fees paid to us. The residual collections paid to the lender were

Table of Contents

classified as contingent interest. On May 7, 2007, we entered into an agreement with the lender under our Secured Financing Facility to eliminate all future Contingent Interest payments for a one-time payment of \$16.9 million. This agreement effectively eliminated all future Contingent Interest payments and released our lender's security interests in the remaining receivables originally financed under our Secured Financing Facility. Subsequent to the second quarter of 2007, we no longer are required to pay any Contingent Interest expense under the Secured Financing Facility.

We have financed portfolio purchases subsequent to December 31, 2004 using our Revolving Credit Facility, which does not require the sharing of residual collections with the lender. See Note 7 to the unaudited condensed consolidated financial statements for a further discussion of our Revolving Credit Facility.

Gain on repurchase of debt, net

In April 2008, we repurchased \$5.0 million principal amount of our outstanding convertible senior notes, for a total price of \$3.5 million, plus accrued interest. This transaction left \$95.0 million principal amount of our convertible senior notes outstanding. This repurchase also resulted in a pre-tax gain of \$1.5 million, which was partially offset by a \$0.1 million write-off of the debt issuance costs related to the portions of the senior convertible notes repurchased. The net gain of \$1.4 million was recognized in our consolidated statement of operations for the nine months ended September 30, 2008.

Other income and expense

During the three months ended September 30, 2008, total other expense was less than \$0.1 million, compared to other income of less than \$0.1 million for the three months ended September 30, 2007.

During the nine months ended September 30, 2008, total other income was \$0.3 million, compared to other income of \$0.2 million for the nine months ended September 30, 2007.

Provision for income taxes

During the three months ending September 30, 2008, we recorded an income tax provision of \$2.9 million, reflecting an effective rate of 43.7% of pretax income. Our effective tax rate for the three months ended September 30, 2008, differed from the Federal statutory rate primarily due to the net effect of state taxes and the effect of permanent book versus tax differences. For the three months ended September 30, 2007, we recorded an income tax provision of \$1.7 million, reflecting an effective rate of 24.3% of pretax income. Our effective tax rate for the three months ended September 30, 2007, primarily consisted of an expense for Federal income taxes of 32.6% (which is net of a provision for state taxes of 2.4%), an expense for state taxes of 6.8%, a provision for the effect of permanent book versus tax differences of 0.1%, and a one-time benefit of 15.2% related to state taxes. The 15.2% benefit was primarily due to a new effective state tax rate resulting from the receipt of a favorable ruling from a state tax authority granting us the right to a more favorable filing methodology, a net beneficial adjustment to the state and Federal tax payables resulting from the completion of our 1999-2006 state tax returns, a beneficial adjustment to our deferred taxes and the recognition of the benefit of certain state net operating losses generated in 2006.

During the nine months ended September 30, 2008, we recorded an income tax provision of \$13.0 million, reflecting an effective rate of 41.0% of pretax income. Our effective tax rate for the nine months ended September 30, 2008, differed from the Federal statutory rate primarily due to the net effect of state taxes. For the nine months ended September 30, 2007, we recorded an income tax provision of \$5.1 million, reflecting an effective rate of 33.1% of pretax income. Our effective tax rate for the nine months ended September 30, 2007, primarily consisted of a provision for Federal income taxes of 32.6% (which is net of a benefit for state taxes of 2.4%), a provision for state taxes of 6.8%, a provision for the effect of permanent book versus tax differences of 0.1%, and a one-time benefit of 6.4% related to state taxes. The 6.4% benefit was primarily due to a new effective state tax rate resulting from the receipt of a favorable ruling from a state tax authority granting us the right to a more favorable filing methodology, a net beneficial adjustment to the state and Federal tax payables resulting from the completion of our 1999-2006 state tax returns, a beneficial adjustment to our deferred taxes and the recognition of the benefit of certain state net operating losses generated in 2006.

Table of Contents**Supplemental Performance Data****Cumulative Collections to Purchase Price Multiple**

The following table summarizes our purchases and related gross collections by year of purchase (*in thousands, except multiples*):

Cumulative Collections through September 30, 2008												
Year of Purchase	Purchase Price ¹	<2001	2001	2002	2003	2004	2005	2006	2007	2008	Total ²	CCM ³
<1999	\$ 41,117	\$ 88,629	\$ 22,545	\$ 15,007	\$ 7,546	\$ 4,202	\$ 2,042	\$ 1,513	\$ 989	\$ 410	\$ 142,883	3.5
1999	48,805	29,163	19,174	16,259	11,508	8,654	5,157	3,513	1,954	924	96,306	2.0
2000	6,153	5,489	7,172	4,542	4,377	2,293	1,323	1,007	566	274	27,043	4.4
2001	38,186		21,197	54,184	33,072	28,551	20,622	14,521	5,644	2,448	180,239	4.7
2002	61,495			48,322	70,227	62,282	45,699	33,694	14,902	6,505	281,631	4.6
2003	88,513				59,038	86,958	69,932	55,131	26,653	11,415	309,127	3.5
2004	101,337					39,400	79,845	54,832	34,625	15,662	224,364	2.2
2005	192,850						66,491	129,809	109,078	55,119	360,497	1.9
2006	142,043							42,354	92,265	57,340	191,959	1.4
2007	204,430								68,048	113,111	181,159	0.9
2008	166,146									40,829	40,829	0.2
Total	\$ 1,091,075	\$ 123,281	\$ 70,088	\$ 138,314	\$ 185,768	\$ 232,340	\$ 291,111	\$ 336,374	\$ 354,724	\$ 304,037	\$ 2,036,037	1.9

¹ Adjusted for put-backs, account recalls, purchase price rescissions, and the impact of an acquisition in 2000. Put-backs represent accounts that are returned to the seller in accordance with the respective purchase agreement (Put-Backs). Recalls represents accounts that are recalled by the seller in accordance with the respective purchase agreement (Recalls).

² Cumulative collections from inception through September 30, 2008.

³ Cumulative Collections Multiple (CCM) through September 30, 2008 collections as a multiple of purchase price.

⁴ From inception through December 31, 1998.

Total Estimated Collections to Purchase Price Multiple

The following table summarizes our purchases, resulting historical gross collections, and estimated remaining gross collections by year of purchase (*in thousands, except multiples*):

	Purchase Price ¹	Historical Gross Collections ²	Estimated Remaining Collections ^{3,4}	Total Estimated Gross Collections	Total Estimated Gross Collections to Purchase Price
<1999	\$ 41,117	\$ 142,883	\$ 211	\$ 143,094	3.5
1999	48,805	96,306	560	96,866	2.0
2000	6,153	27,043	228	27,271	4.4
2001	38,186	180,239	1,653	181,892	4.8
2002	61,495	281,631	5,042	286,673	4.7
2003	88,513	309,127	13,849	322,976	3.6
2004	101,337	224,364	34,973	259,337	2.6
2005	192,850	360,497	135,052	495,549	2.6
2006	142,043	191,959	170,334	362,293	2.6
2007	204,430	181,159	309,290	490,449	2.4
2008	166,146	40,829	383,771	424,600	2.6

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

Total	\$ 1,091,075	\$ 2,036,037	\$ 1,054,963	\$ 3,091,000	2.8
-------	--------------	--------------	--------------	--------------	-----

¹ Adjusted for Put-Backs, Recalls, purchase price rescissions, and the impact of an acquisition in 2000.

² Cumulative collections from inception through September 30, 2008.

³ Includes \$1.2 million in expected collections for the healthcare portfolios on cost recovery.

⁴ Effective January 1, 2008, we revised our UCS and BLS methodologies by extending our collection forecast from 72 months to 84 months.

⁵ From inception through December 31, 1998.

Table of Contents**Estimated Remaining Gross Collections by Year of Purchase**

The following table summarizes our estimated remaining gross collections by year of purchase (*in thousands*):

	Estimated Remaining Gross Collections by Year of Purchase								Total
	2008 ²	2009	2010	2011	2012	2013	2014	2015	
<1999 ¹	\$ 67	\$ 144	\$	\$	\$	\$	\$	\$	\$ 211
1999 ¹	228	253	79						560
2000 ¹	70	158							228
2001 ¹	413	1,134	106						1,653
2002 ¹	1,448	3,460	134						5,042
2003	2,660	8,593	2,596						13,849
2004	3,787	15,948	10,426	4,812					34,973
2005	14,636	51,757	35,380	24,209	9,070				135,052
2006	15,489	54,446	39,328	29,526	21,479	10,066			170,334
2007	32,786	111,685	68,716	44,363	29,872	17,359	4,509		309,290
2008	25,181	121,258	89,286	59,605	40,842	27,100	15,903	4,596	383,771
Total	\$ 96,765	\$ 368,836	\$ 246,051	\$ 162,515	\$ 101,263	\$ 54,525	\$ 20,412	\$ 4,596	\$ 1,054,963

¹ Estimated remaining collections for Zero Basis Portfolios can extend beyond the 84-month accrual basis collection forecast.

² 2008 amount consists of three months data, from October 1, 2008 to December 2008.

Unamortized Balances of Portfolios

The following table summarizes the remaining unamortized balances of our purchased receivable portfolios by year of purchase as of September 30, 2008 (*in thousands, except percentages*):

	Unamortized Balance as of September 30, 2008 ¹		Purchase Price ²	Unamortized Balance as a Percentage of Purchase Price		Unamortized Balance as a Percentage of Total	
	\$						
2002	\$ 895		\$ 61,495	1.5%		0.2%	
2003	2,808		88,513	3.2%		0.6%	
2004	14,420		101,337	14.2%		3.3%	
2005	61,044		192,850	31.7%		13.7%	
2006	72,214		142,043	50.8%		16.2%	
2007	138,876		204,430	67.9%		31.2%	
2008	154,706		166,146	93.1%		34.8%	
Total	\$ 444,963		\$ 956,814	46.5%		100.0%	

¹ Includes \$1.2 million for healthcare portfolios being accounted for on the cost recovery method.

² Purchase price refers to the cash paid to a seller to acquire a portfolio less Put- Backs, plus allocation of our forward flow asset (if applicable), and less the purchase price for accounts that were sold at the time of purchase to another debt purchaser.

Collections by Channel

During the three and nine months ended September 30, 2008 and 2007, we utilized several business channels for the collection of charged-off credit card receivables and other charged-off receivables. The following table summarizes gross collections by collection channel (*in thousands*):

Edgar Filing: ENCORE CAPITAL GROUP INC - Form 10-Q

	Three Months Ended		Nine Months Ended	
	September 30, 2008	September 30, 2007	September 30, 2008	September 30, 2007
Collection sites	\$ 36,858	\$ 30,571	\$ 119,076	\$ 97,082
Legal collections	49,765	42,546	144,241	126,706
Collection agencies	7,881	6,894	28,851	23,397
Sales	3,166	4,992	11,013	20,261
Other	107	627	1,081	2,336
Gross collections for the period	\$ 97,777	\$ 85,630	\$ 304,262	\$ 269,782

Table of Contents**External Collection Channels and Related Direct Costs**

The following tables summarize our external collection channel performance and related direct costs (*in thousands, except percentages*):

	Legal Collections				Collection Agencies			
	Three Months Ended September 30, 2008		Three Months Ended September 30, 2007		Three Months Ended September 30, 2008		Three Months Ended September 30, 2007	
Collections	\$ 49,765	100.0%	\$ 42,546	100.0%	\$ 7,881	100.0%	\$ 6,894	100.0%
Commissions	\$ 14,452	29.0%	\$ 12,072	28.4%	\$ 2,996	38.0%	\$ 2,478	35.9%
Court cost expense ¹	10,361	20.8%	8,285	19.4%				
Other ²	577	1.2%	511	1.2%				
Total Costs	\$ 25,390	51.0%	\$ 20,868	49.0%	\$ 2,996	38.0%	\$ 2,478	35.9%

	Legal Collections				Collection Agencies			
	Nine Months Ended September 30, 2008		Nine Months Ended September 30, 2007		Nine Months Ended September 30, 2008		Nine Months Ended September 30, 2007	
Collections	\$ 144,241	100.0%	\$ 126,706	100.0%	\$ 28,851	100.0%	\$ 23,397	100.0%
Commissions	\$ 41,437	28.7%	\$ 36,366	28.7%	\$ 10,808	37.5%	\$ 8,639	36.9%
Court cost expense ¹	26,377	18.3%	21,848	17.3%				
Other ²	1,711	1.2%	1,435	1.1%				
Total Costs	\$ 69,525	48.2%	\$ 59,649	47.1%	\$ 10,808	37.5%	\$ 8,639	36.9%

¹ In connection with our agreement with contracted attorneys, we advance certain out-of-pocket court costs. We capitalize these costs in our consolidated financial statements and provide a reserve and corresponding court cost expense for the costs that we believe will be ultimately uncollectible. This amount includes changes in our anticipated recovery rate of court costs expensed.

² Other costs consist primarily of costs related to counter claims.

Legal Outsourcing Collections and Related Costs

The following tables summarize our legal outsourcing collection channel performance and related direct costs (*in thousands, except percentages*):

Placement Year	Gross Collections by Year of Collection ¹						Total Collections
	2003	2004	2005	2006	2007	2008	
2003	\$ 10,750	\$ 27,192	\$ 17,212	\$ 9,566	\$ 5,561	\$ 2,524	\$ 72,805
2004		\$ 23,455	\$ 37,674	\$ 21,676	\$ 12,029	\$ 4,856	\$ 99,690
2005			\$ 21,694	\$ 40,762	\$ 22,152	\$ 8,763	