REGIONAL® MANAGEMENT

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3Q 2023 Earnings Presentation

November 1st, 2023

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This presentation, the related remarks, and the responses to various questions may contain various "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are not statements of historical fact but instead represent the Company's expectations or beliefs concerning future events. Forward-looking statements include, without limitation, statements concerning financial outlook or future plans, objectives, goals, projections, strategies, events, or performance, and underlying assumptions and other statements related thereto. Words such as "may," "will," "should," "likely," "anticipates," "expects," "intends," "plans," "projects," "believes," "estimates," "outlook," and similar expressions may be used to identify these forward-looking statements. Such forward-looking statements speak only as of the date on which they were made and are about matters that are inherently subject to risks and uncertainties, many of which are outside of the control of the Company. As a result, actual performance and results may differ materially from those contemplated by these forward-looking statements. Therefore, investors should not place undue reliance on such statements.

Factors that could cause actual results or performance to differ from the expectations expressed or implied in forward-looking statements include, but are not limited to, the following: managing growth effectively, implementing Regional Management's growth strategy, and opening new branches as planned; Regional Management's convenience check strategy; Regional Management's policies and procedures for underwriting, processing, and servicing loans; Regional Management's ability to collect on its loan portfolio; Regional Management's insurance operations; exposure to credit risk and repayment risk, which risks may increase in light of adverse or recessionary economic conditions; the implementation of evolving underwriting models and processes, including as to the effectiveness of Regional Management's custom scorecards; changes in the competitive environment in which Regional Management operates or a decrease in the demand for its products; the geographic concentration of Regional Management's loan portfolio; the failure of third-party service providers, including those providing information technology products; changes in economic conditions in the markets Regional Management serves, including levels of unemployment and bankruptcies; the ability to achieve successful acquisitions and strategic alliances; the ability to make technological improvements as quickly as competitors; security breaches, cyber-attacks, failures in information systems, or fraudulent activity; the ability to originate loans; reliance on information technology resources and providers, including the risk of prolonged system outages; changes in current revenue and expense trends, including trends affecting delinquencies and credit losses; any future public health crises (including the resurgence of COVID-19), including the impact of such crisis on our operations and financial condition; changes in operating and administrative expenses; the departure, transition, or replacement of key personnel; the ability to timely and effectively implement, transition to, and maintain the necessary information technology systems, infrastructure, processes, and controls to support Regional Management's operations and initiatives; changes in interest rates; existing sources of liquidity may become insufficient or access to these sources may become unexpectedly restricted; exposure to financial risk due to asset-backed securitization transactions; risks related to regulation and legal proceedings, including changes in laws or regulations or in the interpretation or enforcement of laws or regulations; changes in accounting standards, rules, and interpretations and the failure of related assumptions and estimates; the impact of changes in tax laws and guidance, including the timing and amount of revenues that may be recognized; risks related to the ownership of Regional Management's common stock, including volatility in the market price of shares of Regional Management's common stock; the timing and amount of future cash dividend payments; and anti-takeover provisions in Regional Management's charter documents and applicable state law. The foregoing factors and others are discussed in greater detail in the Company's filings with the SEC. The Company will not update or revise forward-looking statements to reflect events or circumstances after the date of this presentation or to reflect the occurrence of unanticipated events or the non-occurrence of anticipated events, whether as a result of new information, future developments, or otherwise, except as required by law.

This presentation also contains certain non-GAAP measures. Please refer to the Appendix accompanying this presentation for a reconciliation of non-GAAP measures to the most comparable GAAP measures.

3Q 2023 Financial Highlights

$ in millions *(except per share amounts)*	3Q 23	3Q 22	$ Chg B/(W)	% Chg B/(W)
Interest & Fee Income	$ 125.0	$ 116.0	$ 9.0	7.8%
Insurance Income, Net	11.4	12.0	(0.6)	(5.0%)
Other Income	4.5	3.4	1.0	30.0%
Total Revenue	140.9	131.5	9.4	7.2%
Provision For Credit Losses	50.9	48.1	(2.9)	(5.9%)
G&A Expense	62.1	58.2	(3.9)	(6.8%)
Interest Expense	16.9	11.9	(5.1)	(42.9%)
Income Taxes	2.1	3.3	1.2	36.8%
Net Income	**$ 8.8**	**$ 10.1**	**$ (1.2)**	**(12.4%)**
Diluted EPS	**$ 0.91**	**$ 1.06**	**$ (0.15)**	**(14.2%)**
Ending Net Finance Receivables (ENR)	$ 1,751.0	$ 1,607.6	$ 143.4	8.9%
Average Net Finance Receivables (ANR)	$ 1,722.1	$ 1,566.2	$ 155.9	10.0%
Operating Expense Ratio (annualized)	14.4%	14.9%	0.5%	3.4%
ROA (annualized)	2.0%	2.5%	(0.5%)	(20.0%)
ROE (annualized)	10.8%	13.1%	(2.3%)	(17.6%)



Net income of $8.8 million and diluted EPS of $0.91

Total revenue increased $9.4 million, or 7.2%

- Interest and fee income up 7.8% due to a 10.0% increase in ANR
- Insurance income, net decreased by 5.0% due to lower premiums

Provision for credit losses increased $2.9 million, or 5.9%

- Net credit losses up $11.7 million from higher ANR and macro conditions
- Lower provision build of $8.8 million year-over-year

Operating expense ratio improved 0.5%

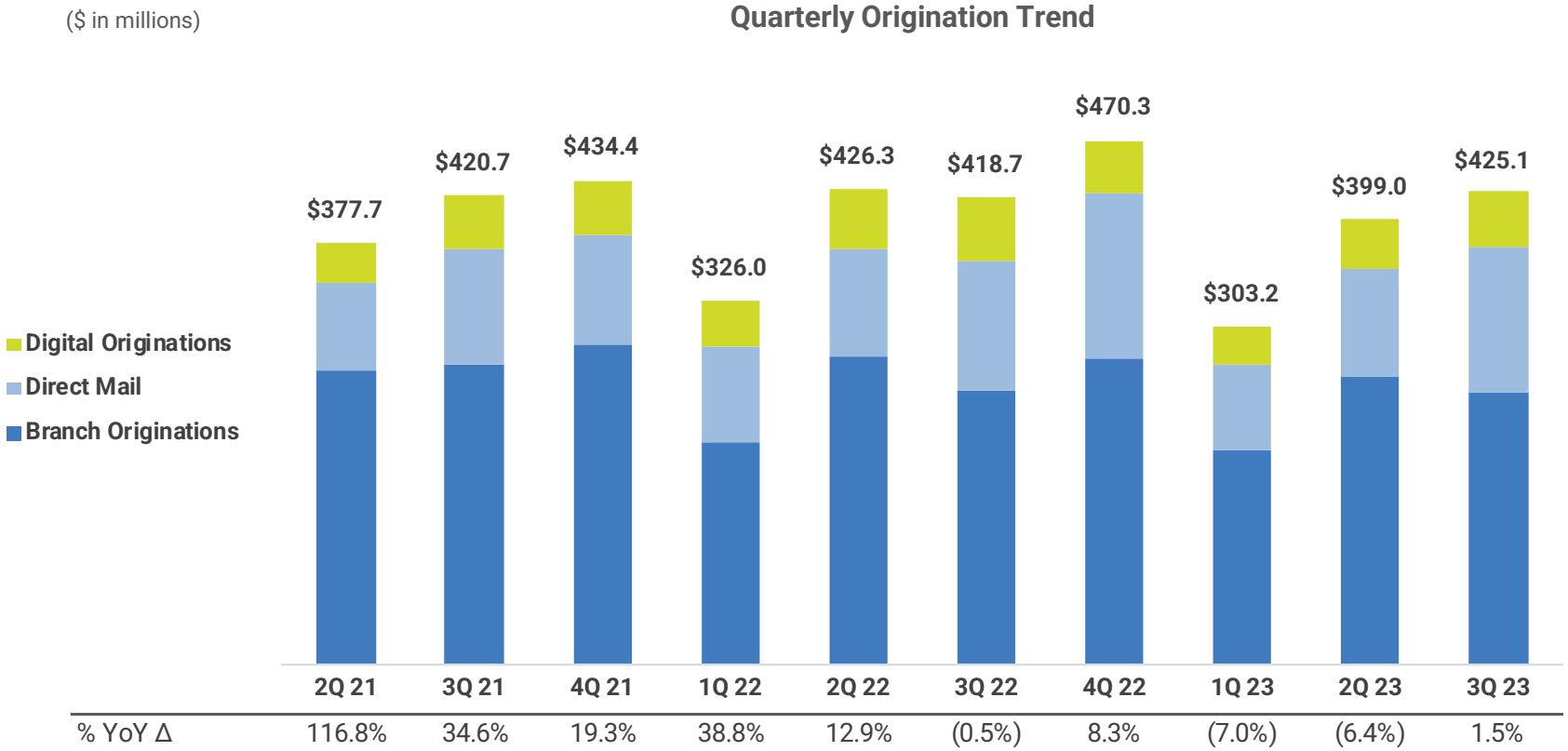
- Revenue growth outpaced G&A expense growth by 2.4x compared to the prior-year period

Interest expense increased $5.1 million, or 42.9%

- Increase due to higher interest rates and ANR growth of $155.9 million

Originations Trend

($ in millions)



	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
% YoY Δ	116.8%	34.6%	19.3%	38.8%	12.9%	(0.5%)	8.3%	(7.0%)	(6.4%)	1.5%

We continued to control growth, with originations up 1.5% over the prior-year period; originations were concentrated on programs to present and former borrowers, which perform better than new borrowers

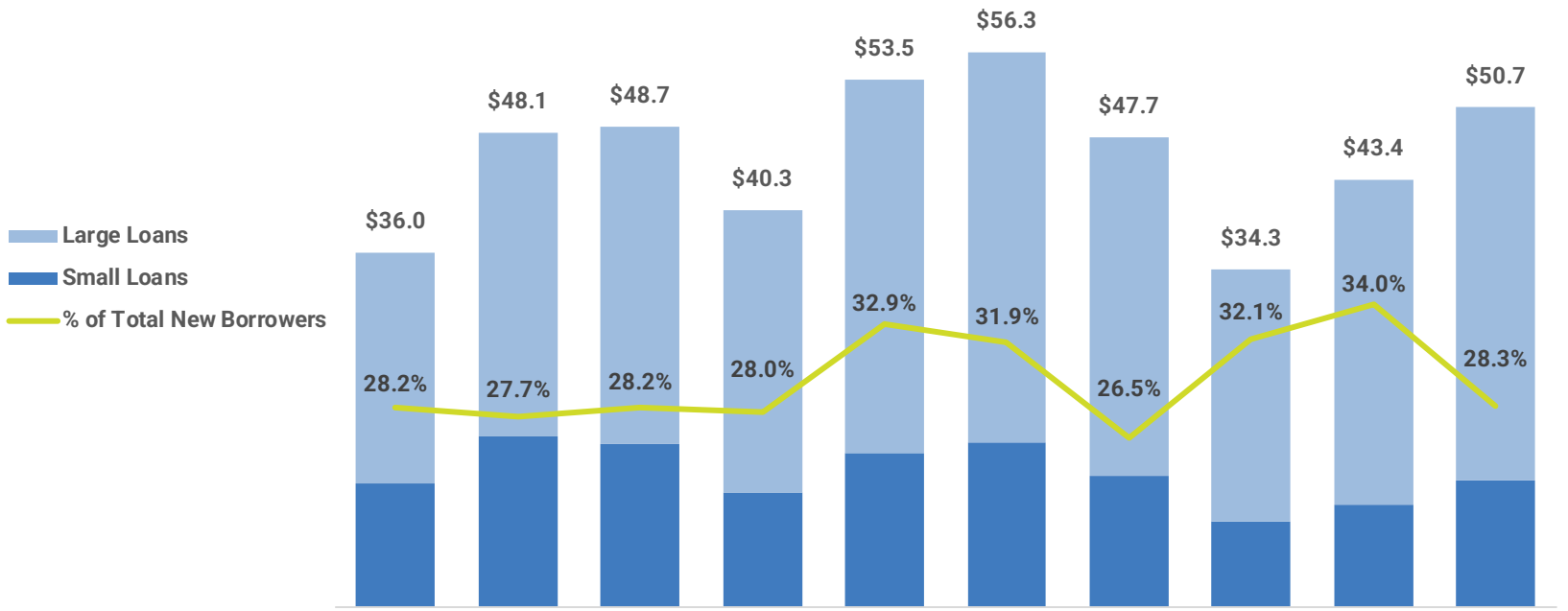
3Q 23 direct mail originations were up 12.0% year-over-year and digital and branch originations were down 9.9% and 0.8%, respectively, from tightened credit and a focus on present and former borrowers

Digitally Sourced Originations

- Digital originations are sourced from either our affiliate partnerships or directly from our website, underwritten by our custom credit scorecards, and serviced by our branches
- Digital volume represented 28.3% of our total new borrower volume in 3Q 23
- Large loans represented 73.0% of new borrower digitally sourced loans booked in 3Q 23
- 96% of 3Q 23 digital originations were 600+ FICO vs. 83% in 3Q 19

($ in millions)

Digitally Sourced Origination Volume Trend

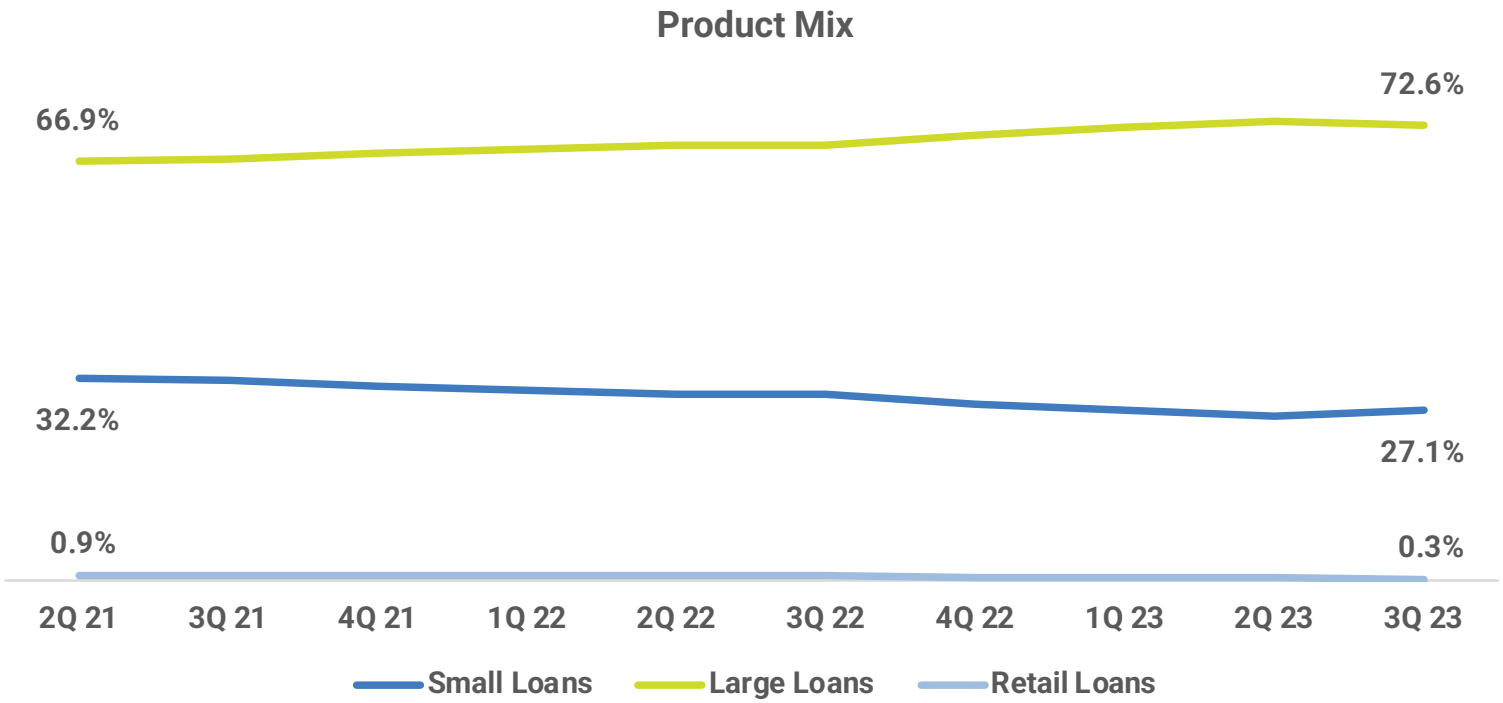


Total Digital Originations	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
% YoY Δ	694.0%	322.9%	134.8%	150.0%	48.6%	17.0%	(2.1%)	(14.9%)	(18.9%)	(9.9%)



Controlled Portfolio Growth and Solid Small Loan Growth

	Ending Net Receivables (ENR)										vs. 2Q 23		vs. 3Q 22	
($ in millions)	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23	$ Chg I/(D)	% Chg I/(D)	$ Chg I/(D)	% Chg I/(D)
Small Loans (≤ $2,500)	$381	$420	$445	$438	$455	$480	$482	$456	$445	$474	$30	6.7%	($6)	(1.3%)
Large Loans (> $2,500)	792	884	971	997	1,060	1,116	1,208	1,212	1,238	1,272	34	2.7%	155	13.9%
Retail Loans	11	10	11	11	11	11	10	8	6	5	(1)	(21.8%)	(6)	(54.9%)
Total	**$1,183**	**$1,314**	**$1,426**	**$1,446**	**$1,526**	**$1,608**	**$1,699**	**$1,676**	**$1,689**	**$1,751**	**$62**	**3.7%**	**$143**	**8.9%**
Total YoY Δ ($)	$161	$255	$290	$340	$342	$293	$273	$230	$163	$143				
Total YoY Δ (%)	15.7%	24.0%	25.5%	30.8%	28.9%	22.3%	19.2%	15.9%	10.7%	8.9%				



Generated sequential portfolio growth of $62 million, or 3.7%, in 3Q 23

Achieved year-over-year loan growth of $143 million, or 8.9%, in 3Q 23, down from 22.3% in 3Q 22 due to credit tightening for disciplined growth

Produced solid sequential small loan portfolio growth of $30 million, or 6.7%, in 3Q 23

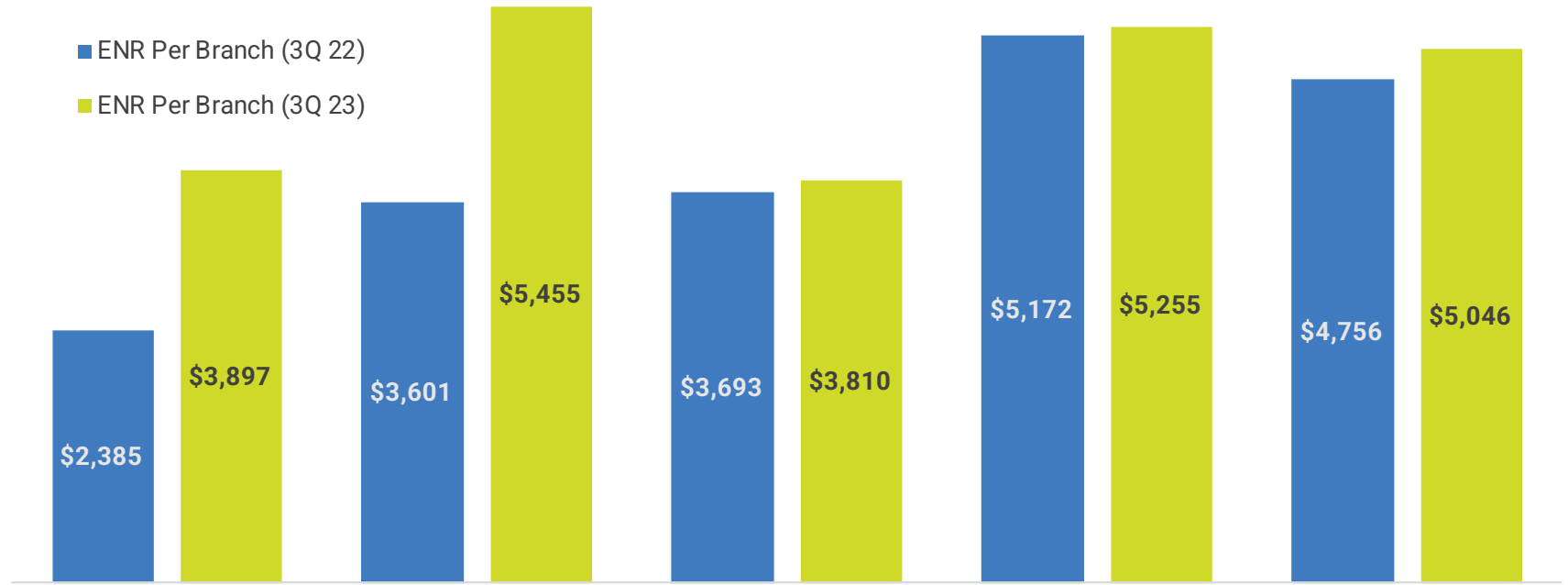
As of September 30, 2023, 85% of net finance receivables were at or below 36% APR

Higher ENR Per Branch is Driving Efficiency

- Branch consolidations and our new-state, lighter-footprint strategy with larger branches are driving higher ENR per branch
- Same store(1) year-over-year growth rate of 4.9% in 3Q 23 vs. 19.2% in the prior-year period

($ in thousands)

Ending Net Finance Receivables Per Branch



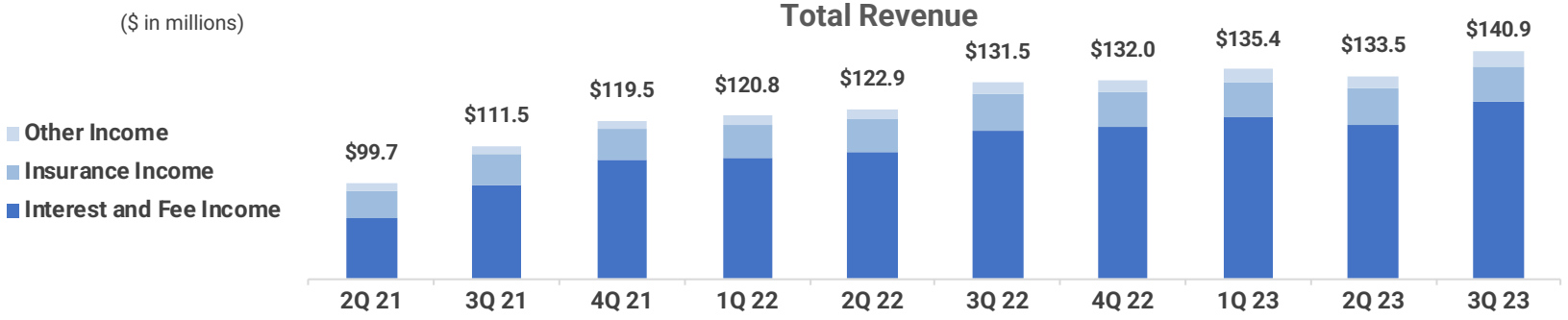
	< 1 Year	1-3 Years	3-5 Years	5+ Years	All
# of Branches (3Q 23)	17	27	38	265	347
# of Branches (3Q 22)	23	27	23	265	338

(1) Same store sales reflect the change in year-over-year sales for the comparable branch base. The comparable branch base includes those branches open for at least one year.

Revenue Up 7.2% on Controlled Receivable Growth

($ in millions)

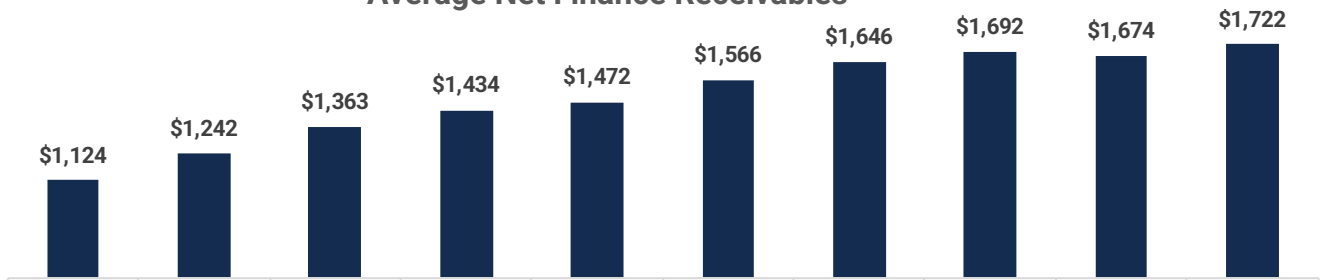
Total Revenue



	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
Sequential Δ	2.0%	11.8%	7.2%	1.1%	1.7%	7.0%	0.4%	2.5%	(1.4%)	5.5%
YoY Δ	10.9%	23.1%	22.6%	23.7%	23.3%	17.9%	10.5%	12.0%	8.6%	7.2%

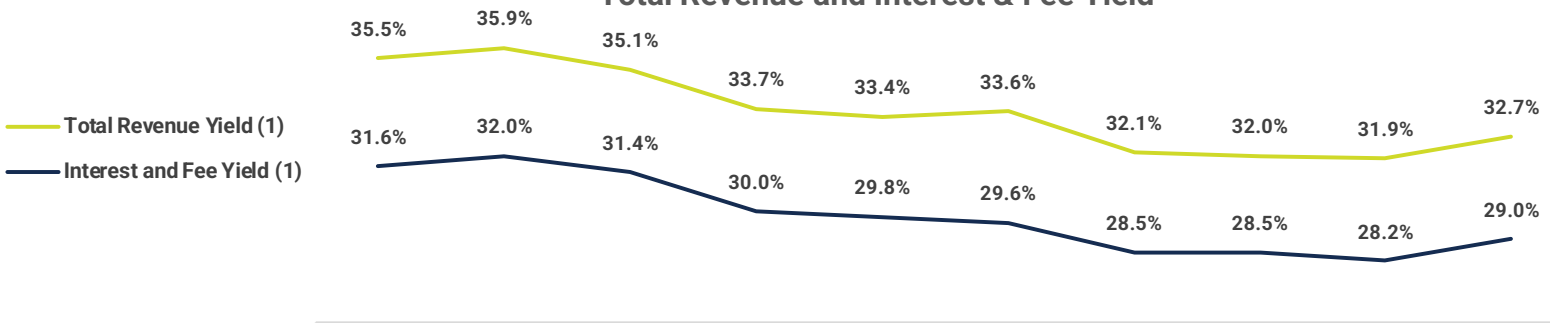
($ in millions)

Average Net Finance Receivables



	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
Sequential Δ	0.1%	10.4%	9.8%	5.2%	2.6%	6.4%	5.1%	2.8%	(1.1%)	2.9%
YoY Δ	7.1%	20.3%	25.0%	27.7%	30.9%	26.1%	20.7%	18.0%	13.8%	10.0%

Total Revenue and Interest & Fee Yield



Total Revenue Yield	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
Sequential Δ	0.7%	0.4%	(0.8%)	(1.4%)	(0.3%)	0.2%	(1.5%)	(0.1%)	(0.1%)	0.8%
YoY Δ	1.3%	0.8%	(0.6%)	(1.1%)	(2.1%)	(2.3%)	(3.0%)	(1.7%)	(1.5%)	(0.9%)

Revenue grew 7.2% year-over-year to a record $140.9 million in 3Q 23

Total revenue yield decreased 0.9% year-over-year due to continued mix shift towards larger, higher-quality loans, lower insurance premiums, and the credit impact from macro conditions on revenue reversals and non-accrual loans, partially offset by price increases

Total revenue and interest and fee yields increased 0.8% sequentially due to the impact of pricing changes flowing into the portfolio, seasonality, and lower revenue reversals due to lower net credit losses

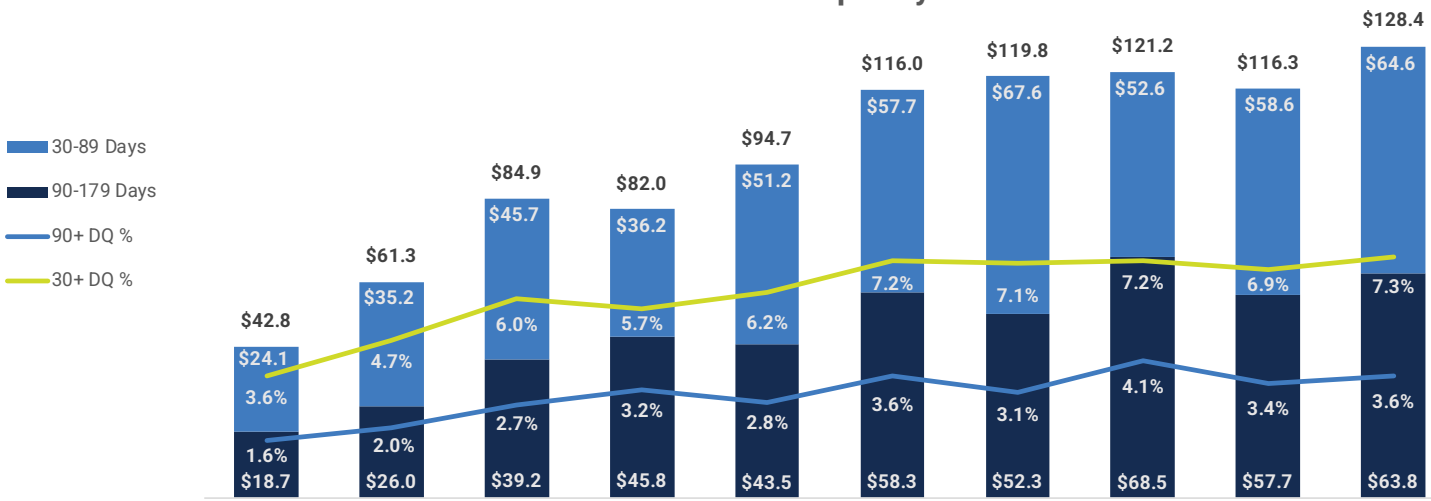
As of September 30, 2023, 85% of net finance receivables were at or below 36% APR

(1) Total revenue and interest and fee income each as annualized percentages of average net receivables

Recent Credit Trends

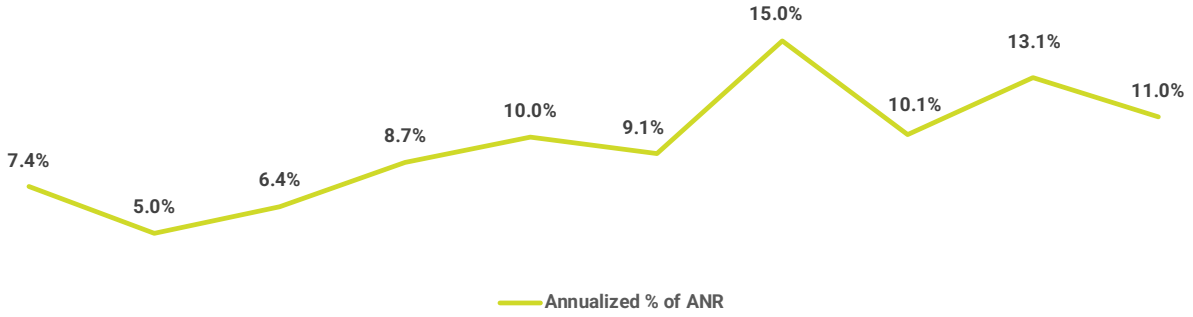
($ in millions)

30+ & 90+ Delinquency Rates



	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
30+ DQ										
Sequential Δ	(0.7%)	1.1%	1.3%	(0.3%)	0.5%	1.0%	(0.1%)	0.1%	(0.3%)	0.4%
YoY Δ	(1.2%)	-	0.7%	1.4%	2.6%	2.5%	1.1%	1.5%	0.7%	0.1%
90+ DQ										
Sequential Δ	(0.8%)	0.4%	0.7%	0.5%	(0.4%)	0.8%	(0.5%)	1.0%	(0.7%)	0.2%
YoY Δ	(0.8%)	(0.2%)	0.3%	0.8%	1.2%	1.6%	0.4%	0.9%	0.6%	-

Net Credit Loss Rates



	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
Sequential Δ	(0.3%)	(2.4%)	1.4%	2.3%	1.3%	(0.9%)	5.9%	(4.9%)	3.0%	(2.1%)
YoY Δ	(3.2%)	(2.8%)	(0.5%)	1.0%	2.6%	4.1%	8.6%	1.4%	3.1%	1.9%

30+ days past due of 7.3% increased 10 basis points versus prior year and 40 basis points sequentially

- 30+ days past due of $128.4 million compares favorably to loan loss reserves of $184.9 million as of 3Q 23

3Q 23 net credit loss rate of 11.0%, down 210 basis points sequentially

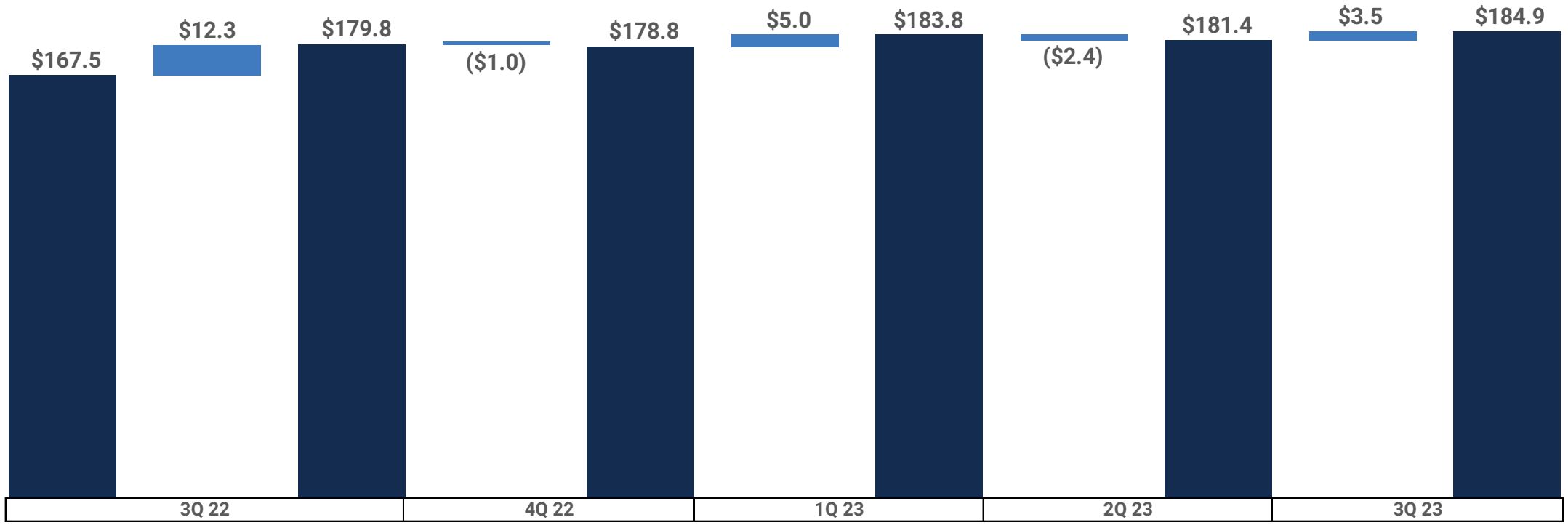
4Q 22 net credit loss rate of 15.0% included 3.2% related to accelerated charge-offs from the 4Q 22 loan sale; 1Q 23 rate of 10.1% was inclusive of an estimated benefit of 2.8% related to the loan sale

Reserved For Stressed Credit Losses

In 3Q 23, loan loss reserves increased due to portfolio growth, partially offset by changes in estimated future macroeconomic impacts on credit losses, resulting in a net increase in the reserve of $3.5 million

($ in millions)

Loan Loss Reserves

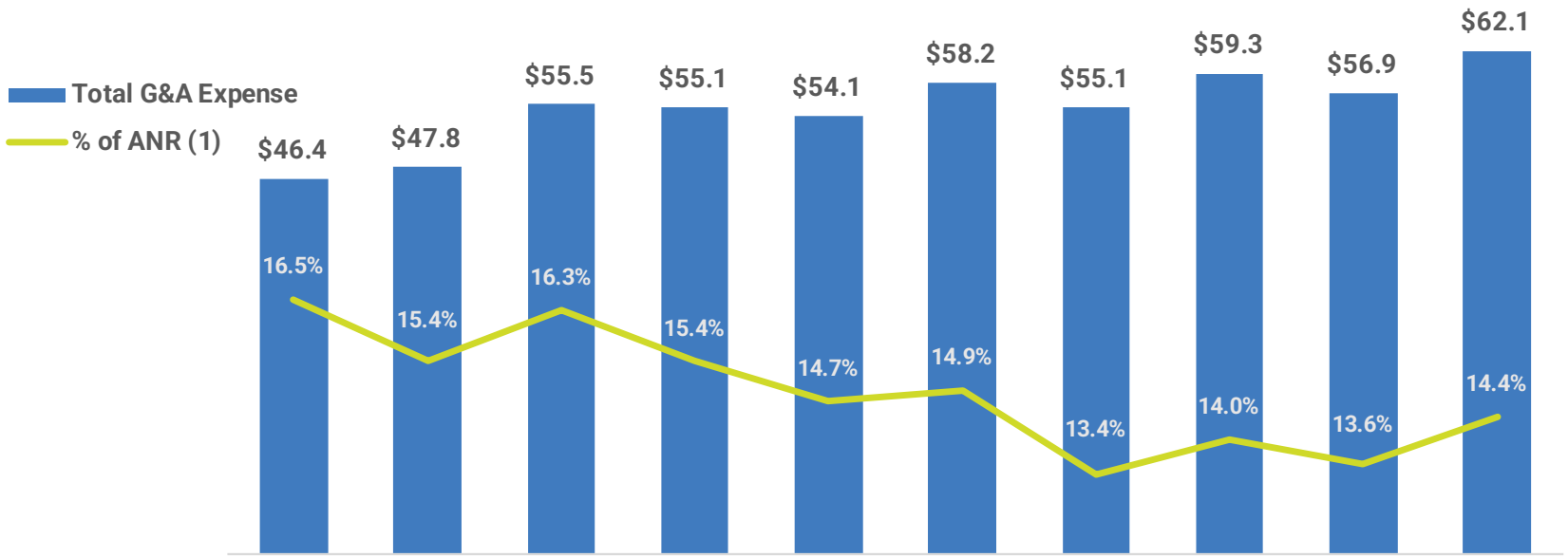


	3Q 22			4Q 22		1Q 23		2Q 23		3Q 23	
	Beginning Reserve	Increase/ (Decrease)	Ending Reserve	Increase/ (Decrease)	Ending Reserve	Increase/ (Decrease)	Ending Reserve	Increase/ (Decrease)	Ending Reserve	Increase/ (Decrease)	Ending Reserve
Reserves as % of ENR	11.0%		11.2%		10.5%		11.0%		10.7%		10.6%

Achieving Operating Leverage While Investing in Our Business

($ in millions)

Operating Expense Ratio



As % of ANR (1)	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
YoY Δ	0.7%	(1.6%)	(0.1%)	(0.9%)	(1.8%)	(0.5%)	(2.9%)	(1.4%)	(1.1%)	(0.5%)

Operating Expense Improvement

$ in millions	3Q 23	3Q 22	YoY Δ
Total Revenue	$140.9	$131.5	$9.4
G&A Expense	$62.1	$58.2	$3.9
Average Net Finance Receivables	$1,722.1	$1,566.2	$155.9
Operating Expense Ratio (annualized)	**14.4%**	**14.9%**	**(0.5%)**
Revenue-to-G&A Expense increase			**2.4x**

3Q 23 operating expense ratio improved 50 basis points from the prior-year period

3Q 23 year-over-year revenue growth outpaced G&A expense growth by 2.4x



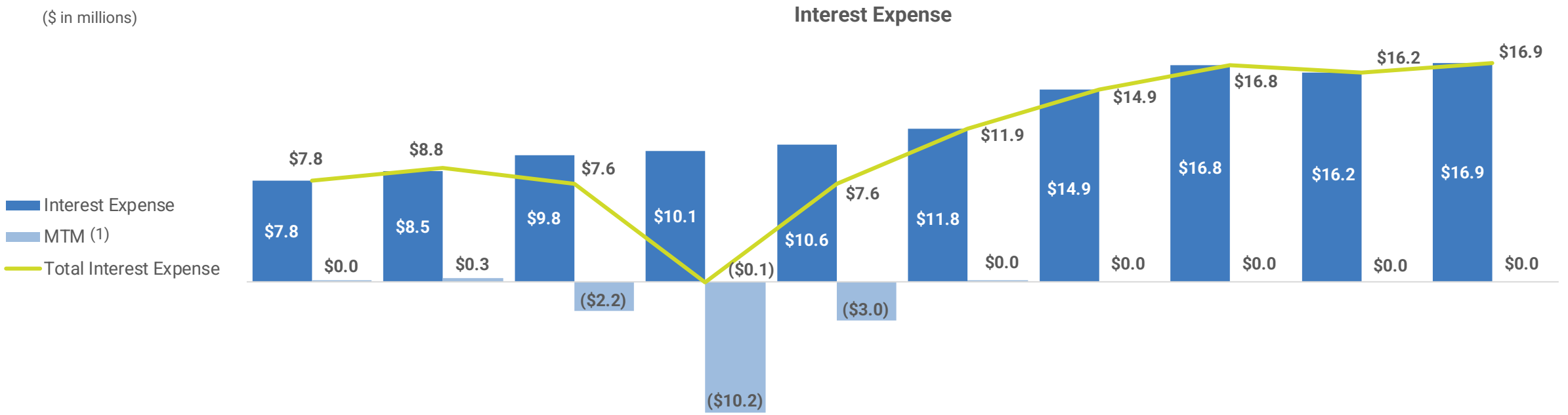
(1) Annualized general and administrative expenses as a percentage of average net finance receivables

Cost of Funds

3Q 23 interest expense as an annualized percentage of ANR increased 100 basis points year-over-year on higher interest rates and ENR growth

1Q 23 includes accelerated debt issue costs amortization of $0.6 million, or 10 basis points, related to the early payoff of a $75 million warehouse facility

($ in millions)



Interest Expense	2Q 21	3Q 21	4Q 21	1Q 22	2Q 22	3Q 22	4Q 22	1Q 23	2Q 23	3Q 23
% of ANR (annualized)	2.8%	2.8%	2.3%	-	2.1%	3.0%	3.6%	4.0%	3.8%	4.0%
YoY Δ	(0.6%)	(0.7%)	(1.0%)	(2.6%)	(0.7%)	0.2%	1.3%	4.0%	1.7%	1.0%

(1) Market value (increase) decrease on interest rate caps ("MTM" or mark-to-market value)

Strong Funding Profile

As of September 30, 2023, total unused capacity was $613 million (subject to borrowing base)

Available liquidity of $179 million as of September 30, 2023

Fixed-rate debt represented 87% of total debt as of September 30, 2023, and had a weighted-average revolving duration of 1.3 years

($ in millions)

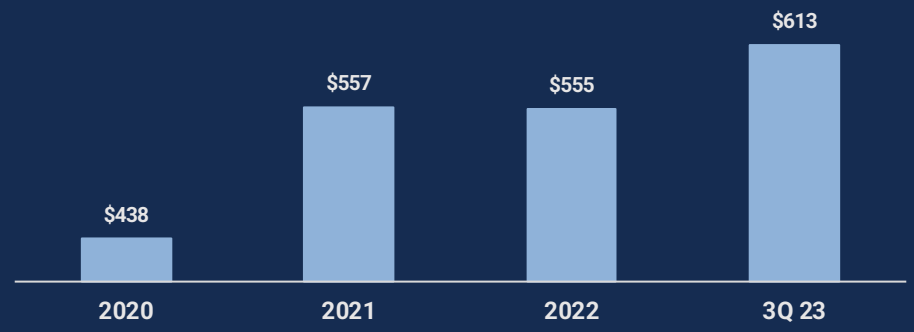
Current Securitizations

Period	Amount	Maturity	WAC (1)
3Q 20	$180	Oct 2030	2.85%
1Q 21	$249	Mar 2031	2.08%
3Q 21	$200	Aug 2033	2.30%
4Q 21	$125	Oct 2033	3.88% (2)
1Q 22	$250	Mar 2032	3.59%
4Q 22	$184	Nov 2031	7.51%

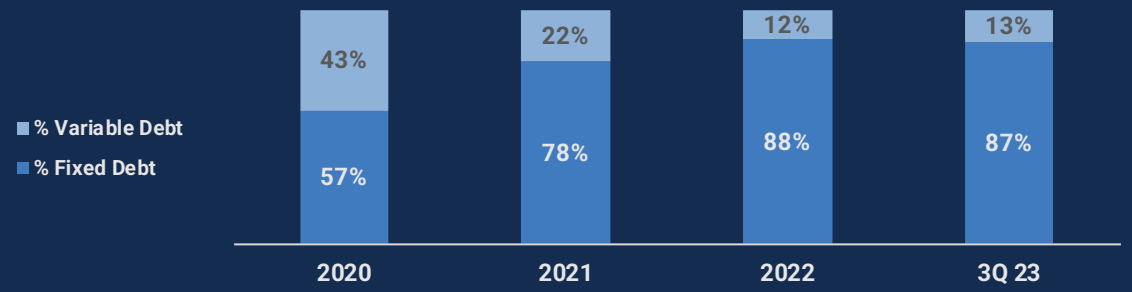
(1) Weighted-average coupon
(2) Private securitization that allows for fixed-rate funding of loans with APRs greater than 36%, resulting in a higher WAC than prior securitizations for funding of loans with APRs at or below 36%
(3) This is a non-GAAP measure. Refer to the Appendix for a reconciliation to the most comparable GAAP measure
(4) Annualized interest expense as a percentage of average net finance receivables

($ in millions)

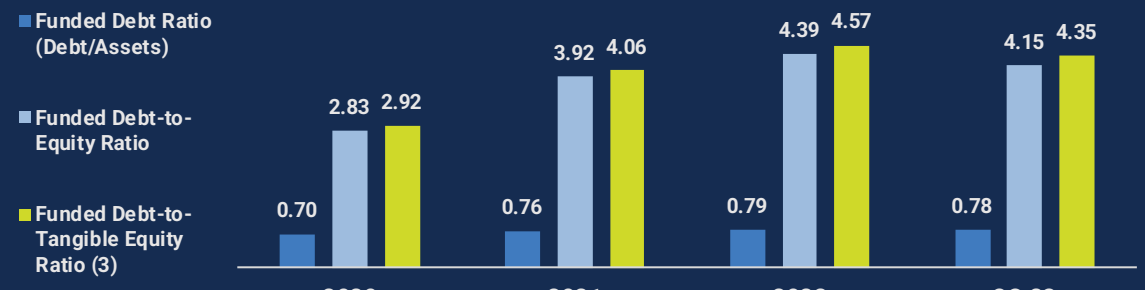
Unused Debt Capacity



Fixed vs. Variable Debt



Funded Debt Ratios



	2020	2021	2022	3Q 23
Interest Expense % (4)	3.6%	2.6%	2.2%	4.0%

4Q 23 Outlook

Key Metrics	3Q 2023 Results	4Q 2023 Outlook
ENR Growth	$62.1 million	**~$35.0 million**
Interest & Fee Yield	29.0%	**20 basis points sequential decrease**
Total Revenue Yield	32.7%	**50 basis points sequential decrease**
Net Credit Losses	$47.4 million	**~$52 million**
Reserves as % of ENR	10.6%	**10.4% - 10.6%**
G&A Expense	$62.1 million	**$64.0 - $65.0 million**
Interest Expense	$16.9 million	**~$18.0 million**
Effective Tax Rate	19.1%	**24.0%** (1)

(1) Prior to discrete items, such as any tax impacts of equity compensation



Appendix



Significant Capacity to Absorb Losses

$ in millions	3Q 23
Total stockholders' equity	$330.6
Allowance for credit losses	184.9
TTM[(1)] net income	25.9
Absorption capacity including TTM net income	**$541.4**
Absorption capacity as % of net finance receivables	**30.9%**
Total stockholders' equity	$330.6
Allowance for credit losses	184.9
TTM Pre-tax pre-provision income (non-GAAP)[(2)]	243.5
Absorption capacity including TTM PTPP (non-GAAP)	**$759.0**
Absorption capacity as % of net finance receivables (non-GAAP)	**43.3%**
TTM net credit loss rate[(3)]	12.3%
Ending net finance receivables (ENR)	$1,751.0

(1) Trailing twelve months (TTM) from 4Q 22 through 3Q 23
(2) Pre-tax pre-provision income (PTPP) is a non-GAAP measure and is defined as net income, plus income taxes and provision for credit losses. Refer to the Appendix for a reconciliation to the most comparable GAAP measure.
(3) Net credit losses as a percentage of average net finance receivables

Diversified Liquidity Profile

Long history of liquidity support from a strong group of banking partners

Diversified funding platform with a senior revolving facility, warehouse facilities, and securitizations

	Senior Revolver	Warehouse Facilities	Private Securitization	Securitizations
Size	$420 million	$375 million	$125 million	$1.1 billion
Interest Type	Floating	Floating	Fixed	Fixed
Maturity	Sep 2024	$100 million, Nov 2025 $125 million, May 2026 $75 million, Feb 2026 $75 million, Oct 2025	Oct 2033	2020-1, $180 million, Oct 2030 2021-1, $249 million, Mar 2031 2021-2, $200 million, Aug 2033 2022-1, $250 million, Mar 2032 2022-2B, $184 million, Nov 2031
Effective Rate (as of September 30, 2023)	8.43% [one-month SOFR plus a 3.00% margin and a 0.10% SOFR spread adjustment (with a SOFR floor of 0.50%)]	$100 million, 8.31% (the commercial paper rate plus a margin of 2.75%) $125 million, 8.23% (one-month SOFR plus a margin of 2.80% and a 0.10% SOFR spread adjustment) $75 million, 7.93% (one-month SOFR plus a margin of 2.50% and a 0.10% SOFR spread adjustment) $75 million, 8.43% (one-month SOFR plus a margin of 3.00% and a 0.10% SOFR spread adjustment)	3.88%	2020-1, $180 million, 2.85% 2021-1, $249 million, 2.08% 2021-2, $200 million, 2.30% 2022-1, $250 million, 3.59% 2022-2B, $184 million, 7.51%
Lenders	Wells Fargo Bank (Agent), BMO Harris, First Horizon, Texas Capital, Synovus, Bank United	JPMorgan Chase Bank - $100 million Wells Fargo Bank - $125 million Regions Bank - $75 million BMO Capital Markets Corp. - $75 million	Qualified institutional investor	Qualified institutional investors
Collateral	Allows for funding of all products and APRs	Allows for funding of all products with ≤ 36% APR (excluding retail)	Allows for the funding of all products, including > 36% APR loans (excluding retail)	Allows for funding of all products with ≤ 36% APR (excluding retail)

Consolidated Income Statements

$ in thousands	3Q 23	3Q 22	2022	2021	2020	2019
Revenue						
Interest and fee income	$ 125,018	$ 116,020	$ 450,854	$ 382,544	$ 335,215	$ 321,169
Insurance income, net	11,382	11,987	43,502	35,482	28,349	20,817
Other income	4,478	3,445	12,831	10,325	10,342	13,727
Total revenue	140,878	131,452	507,187	428,351	373,906	355,713
Expenses						
Provision for credit losses	50,930	48,071	185,115	89,015	123,810	99,611
Personnel	39,832	36,979	141,243	119,833	109,560	94,000
Occupancy	6,315	5,848	23,809	24,126	22,629	22,576
Marketing	4,077	3,940	15,378	14,405	10,357	8,206
Other	11,880	11,397	42,098	37,150	33,770	32,202
Total general and administrative	62,104	58,164	222,528	195,514	176,316	156,984
Interest expense	16,947	11,863	34,223	31,349	37,852	40,125
Income before income taxes	10,897	13,354	65,321	112,473	35,928	58,993
Income taxes	2,077	3,286	14,097	23,786	9,198	14,261
Net income	**$ 8,820**	**$ 10,068**	**$ 51,224**	**$ 88,687**	**$ 26,730**	**$ 44,732**

Consolidated Balance Sheets

$ in thousands	3Q 23	3Q 22	2022	2021	2020	2019
Cash	$ 7,413	$ 3,140	$ 3,873	$ 10,507	$ 8,052	$ 2,263
Net finance receivables	1,751,009	1,607,598	1,699,393	1,426,257	1,136,259	1,133,404
Unearned insurance premiums	(48,764)	(49,789)	(51,008)	(47,837)	(34,545)	(28,591)
Allowance for credit losses	(184,900)	(179,800)	(178,800)	(159,300)	(150,000)	(62,200)
Net finance receivables, less unearned insurance premiums and allowance for credit losses	1,517,345	1,378,009	1,469,585	1,219,120	951,714	1,042,613
Restricted cash	117,029	113,865	127,926	138,682	63,824	54,164
Lease assets	34,864	30,153	34,521	28,721	27,116	26,438
Restricted available-for-sale investments	22,510	20,290	20,416	-	-	-
Intangible assets	15,048	11,305	12,122	9,517	8,689	9,438
Property and equipment	14,157	12,370	14,526	12,938	14,008	15,301
Deferred tax assets, net	14,140	16,836	13,810	18,420	14,121	619
Other assets	22,834	20,582	28,208	21,757	16,332	7,704
Total assets	**$ 1,765,340**	**$ 1,606,550**	**$ 1,724,987**	**$ 1,459,662**	**$ 1,103,856**	**$ 1,158,540**
Debt	$ 1,372,748	$ 1,241,039	$ 1,355,359	$ 1,107,953	$ 768,909	$ 808,218
Unamortized debt issuance costs	(5,647)	(9,647)	(9,512)	(11,010)	(6,661)	(9,607)
Net debt	1,367,101	1,231,392	1,345,847	1,096,943	762,248	798,611
Lease liabilities	37,095	32,468	36,712	30,700	29,201	28,470
Accounts payable and accrued expenses	30,559	34,237	33,795	49,283	40,284	28,676
Total liabilities	**1,434,755**	**1,298,097**	**1,416,354**	**1,176,926**	**831,733**	**855,757**
Common stock	1,464	1,439	1,433	1,416	1,385	1,350
Additional paid-in capital	119,507	111,530	112,384	104,745	105,483	102,678
Retained earnings	360,155	346,083	345,545	306,105	227,343	248,829
Accumulated other comprehensive loss	(398)	(456)	(586)	-	-	-
Treasury stock	(150,143)	(150,143)	(150,143)	(129,530)	(62,088)	(50,074)
Total stockholders' equity	**330,585**	**308,453**	**308,633**	**282,736**	**272,123**	**302,783**
Total liabilities and stockholders' equity	**$ 1,765,340**	**$ 1,606,550**	**$ 1,724,987**	**$ 1,459,662**	**$ 1,103,856**	**$ 1,158,540**

Non-GAAP Financial Measures

In addition to financial measures presented in accordance with generally accepted accounting principles ("GAAP"), this presentation contains certain non-GAAP financial measures. The Company's management utilizes non-GAAP measures as additional metrics to aid in, and enhance, its understanding of the Company's financial results. The Company believes that these non-GAAP measures provide useful information by excluding certain material items that may not be indicative of our operating results. As a result, the Company believes that the non-GAAP measures that it has presented will aid in the evaluation of the operating performance of the business. Pre-tax pre-provision income and absorption capacity including pre-tax pre-provision income are non-GAAP measures that adjust GAAP measures to exclude income taxes and provision for credit losses. Management uses these absorption measures to evaluate and manage the Company's position to absorb losses. The Company also believes that these absorption measures provide useful information to users of the Company's financial statements in the evaluation of its capacity to absorb losses. Furthermore, tangible equity and the funded debt-to-tangible equity ratio are non-GAAP measures that adjust GAAP measures to exclude intangible assets. Management uses these equity measures to evaluate and manage the company's capital and leverage position. The Company also believes that these equity measures are commonly used in the financial services industry and provide useful information to users of the Company's financial statements in the evaluation of its capital and leverage position.

As a result, the Company also believes that these adjusted measures will aid users of its financial statements in the evaluation of its operating performance. This non-GAAP financial information should be considered in addition to, not as a substitute for or superior to, measures of financial performance prepared in accordance with GAAP. In addition, the Company's non-GAAP measures may not be comparable to similarly titled non-GAAP measures of other companies. The following tables provide reconciliations of GAAP measures to non-GAAP measures.

Non-GAAP Financial Measures (Cont'd)

$ in millions	TTM[1]
Pre-Tax Pre-Provision Income (Non-GAAP) Reconciliation	
Net income	$25.9
Income taxes	5.6
Provision for credit losses	211.9
Pre-tax pre-provision income (non-GAAP)	$243.5

$ in millions	3Q 23	% of ENR
Absorption Capacity Non-GAAP Reconciliation		
Absorption capacity including TTM net income	$541.4	30.9%
Income taxes	5.6	
Provision for credit losses	211.9	
Absorption capacity including TTM PTPP (non-GAAP)	$759.0	43.3%
Ending net finance receivables	$1,751.0	

(1) Trailing twelve months (TTM) from 4Q 22 through 3Q 23

Non-GAAP Financial Measures (Cont'd)

$ in thousands	3Q 23	3Q 22	2022	2021	2020	2019
Total assets	$ 1,765,340	$ 1,606,550	$ 1,724,987	$ 1,459,662	$ 1,103,856	$ 1,158,540
Less: Intangible assets	15,048	11,305	12,122	9,517	8,689	9,438
Tangible assets (non-GAAP)	1,750,292	1,595,245	1,712,865	1,450,145	1,095,167	1,149,102
Debt	1,372,748	1,241,039	1,355,359	1,107,953	768,909	808,218
Total stockholders' equity	330,585	308,453	308,633	282,736	272,123	302,783
Less: Intangible assets	15,048	11,305	12,122	9,517	8,689	9,438
Tangible common equity (non-GAAP)	$ 315,537	$ 297,148	$ 296,511	$ 273,219	$ 263,434	$ 293,345
Shares outstanding	9,835	9,584	9,523	9,788	10,932	11,013
Funded debt-to-equity ratio	4.15	4.02	4.39	3.92	2.83	2.67
Funded debt-to-tangible equity ratio (non-GAAP)	4.35	4.18	4.57	4.06	2.92	2.76
Total stockholders' equity to total assets	18.7%	19.2%	17.9%	19.4%	24.7%	26.1%
Tangible equity to tangible assets (non-GAAP)	18.0%	18.6%	17.3%	18.8%	24.1%	25.5%
Book value per share	$ 33.61	$ 32.18	$ 32.41	$ 28.89	$ 24.89	$ 27.49
Tangible book value per share (non-GAAP)	$ 32.08	$ 31.00	$ 31.14	$ 27.91	$ 24.10	$ 26.64