



Investor Presentation

November 18th, 2025

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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 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 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.

This presentation also contains certain financial terms and abbreviations. Please refer to the Appendix accompanying this presentation for a glossary of terms and abbreviations.

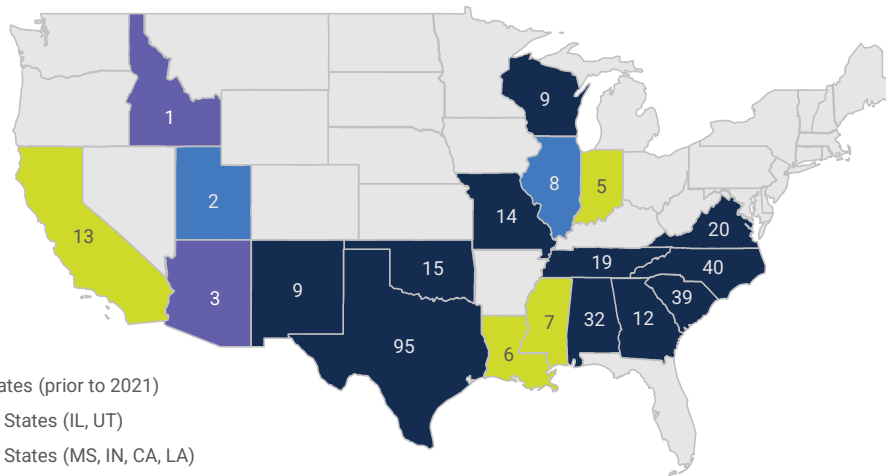
Company Overview

Diversified consumer finance company operating under the name “Regional Finance”

Provide installment loan products primarily to customers with limited access to consumer credit from banks, thrifts, credit card companies, and other lenders

Goal to consistently grow finance receivables and soundly manage portfolio risk, while providing customers with attractive, safe, easy-to-understand loan products serving their varied financial needs

	Founded 1987 NYSE Listed: RM		349 branches 19 states
	Total receivables of \$2.1 billion		Multi-channel marketing: branches, digital, and direct mail



- Legacy States (prior to 2021)
- 2021 New States (IL, UT)
- 2022 New States (MS, IN, CA, LA)
- 2023 New States (AZ) (ID – entered digitally in 2022 and branch in 2023)
- Potential Future State Expansion

Geographic footprint and net finance receivables as of 9/30/2025



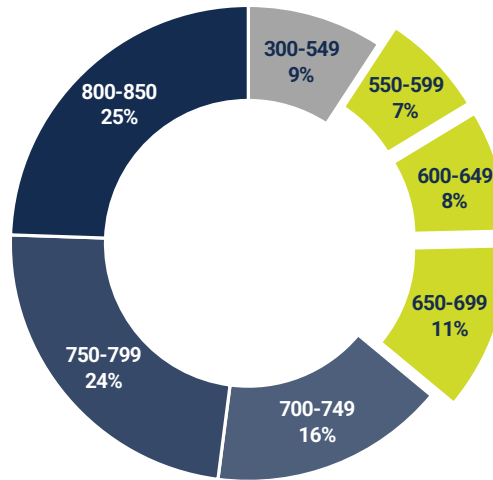
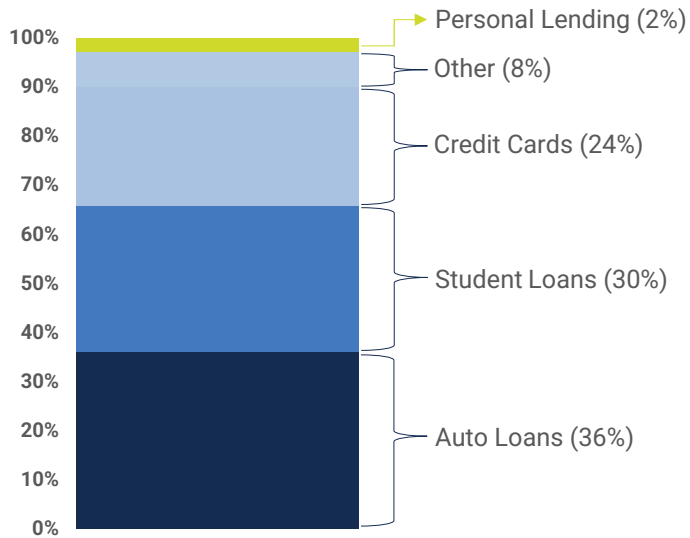
Abundant Total Addressable Market

Approximately **79 million** Americans generally align with Regional’s customer base⁽¹⁾⁽³⁾
\$95 billion market opportunity – RM has ~2% market share and increased our addressable market by over 80% since 2020; still significant runway for growth

\$4.7 Trillion Consumer Finance Market ⁽²⁾

26% of US Population with FICO Between 550 & 700 ⁽³⁾

Personal Installment Loans Account for ~\$97 billion ⁽²⁾



(1) Adult US Population sourced from US Census Bureau <https://www.census.gov/data/tables/time-series/demo/popest/2020s-national-detail.html>

(2) Sourced from Equifax US National Consumer Credit Trends Report; August 2025

(3) Sourced from Arkali, Can. "Average U.S. FICO® Score Stays Steady at 717" *FICO.com*, 09 Oct. 2024, <https://www.fico.com/blogs/average-u-s-fico-score-stays-717-even-consumers-are-faced-economic-uncertainty>



Serving Our Customers Best

Top-Notch Customer Service

90+% favorable ratings for key attributes⁽¹⁾:

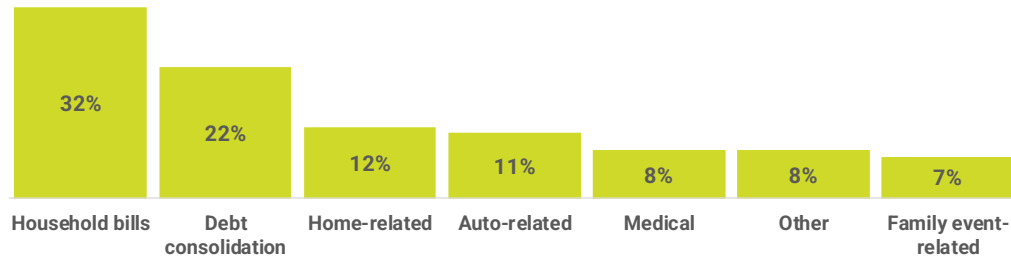
- Loan process was quick, easy, and understandable
- People are professional, responsive, respectful, knowledgeable, helpful, and friendly

Continued investment in digital channels, remote servicing options, and focus on delivering positive customer experience has allowed us to maintain strong metrics

Excellent net promoter score of 61⁽¹⁾

91% of customers would apply to Regional Finance first the next time they need a loan⁽¹⁾

Origination Needs



Demographics



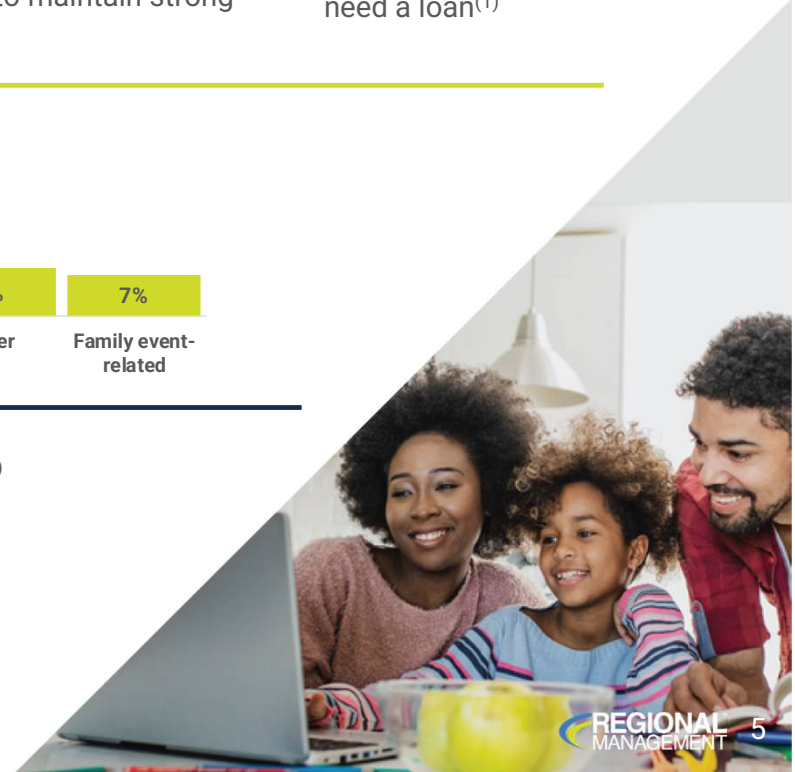
Average Age ⁽²⁾
56 Years



Annual Income ⁽²⁾
\$56,000



Some College or Advanced Degree ⁽¹⁾
57%




(1) Fall 2024 Customer Satisfaction Survey (performed by third-party and commissioned by RM)


(2) Based on 3Q 25 origination volume

Product Offerings


Multi-Channel Acquisition



In Branch
\$1.2B Originated
73% Large/27% Small



Direct Mail
\$506.5MM Originated
Convenience Check Loans



Digital
\$240.8MM Originated
Digital Lead Generation
Partnership Affiliates

Small Loans		
Customer Need	Characteristics	Portfolio
Short-term cash needs	Size: \$500 to \$2,500	Outstanding Balance: \$540.9MM # of Loans: 305,000
Bill payment	Average Origination: ~\$2,200	
Back-to-school expenses	Average Origination APR: 44.6%	
Auto repair		

Large Loans		
Customer Need	Characteristics	Portfolio
Debt consolidation	Size: \$2,501 to \$35,000	Outstanding Balance: \$1.5B # of Loans: 280,400
Medical expenses	Average Origination: ~\$6,400	
Home repairs	Average Origination APR: 30.7%	

Over the last several quarters, we deployed a barbell strategy of growth in auto-secured loans (a large loan segment) and higher-margin small loans (particularly loans with APRs greater than 36%)

Auto-secured loans are available for higher credit quality customers, carry lower APRs, and have the lowest loss rates of all product segments

Higher-margin small loans enable greater access to credit while generating a margin sufficient to address higher credit risk and to meet return hurdles

Originations metrics reflect trailing twelve months (4Q 24 - 3Q 25); portfolio data is as of 9/30/2025

Long-Term, Sustainable, and Profitable Growth



Geographic Expansion

Identified states with favorable economics for expansion

Continue to identify opportunities to optimize branch network within existing footprint

Continue to drive scale using centralized originations and servicing



Accelerated Innovation

Deploy new technology to further omni-channel experience

Leverage data and analytics to improve credit underwriting, customer acquisition and retention, and back-office capabilities



Product and Channel Expansion

Execute on distribution of larger auto-secured loans, higher-margin small loans, and end-to-end digital originations

Assess new product offerings in the marketplace

National scale should enable additional strategic partnerships

Strategic Imperatives



Maximize returns from loan portfolio

- Continued barbell strategy of growth in higher-quality, auto-secured loans and higher-margin small loans
- Optimize revenue yields through pricing, state and product mix, and improving credit performance
- Investment in data and analytics and improved credit decisioning will create better net credit loss outcomes



Execute on growth strategies to increase long term economic value

- Geographic expansion has increased addressable market by 80% since 2020; significant opportunities for growth remain in existing 19 states and from future new state entry
- Technological and digital investments widen the marketing funnel, improve the customer experience, and enhance the omni-channel operating model



Closely manage expenses and drive improved operating efficiency

- Continue to exercise expense discipline to improve operating leverage as the Company grows
- Investments in digital initiatives, technology, data and analytics, artificial intelligence, and centralized support create more efficient operations
- Geographic expansion, higher-balance auto-secured lending, and portfolio growth initiatives drive scale



Maintain a strong balance sheet, ample liquidity and borrowing capacity, and consistent capital return

- Diversified sources of funding with staggered revolving maturities support growth and protect against short-term disruptions in credit markets
- 89% of debt is at a fixed rate, with a weighted-average coupon of 4.7% and a weighted-average revolving duration of 1.2 years (1)
- Consistent capital return to shareholders through quarterly dividend and stock repurchases

(1) Following the closing of our October 2025 securitization

Growth and Capabilities

Continued investment in strategic initiatives will drive continued and sustainable receivables growth, improved credit performance, enhanced productivity, and operating efficiency over the long-term



Market Expansion

- Expect to open 5 new branches before year-end, and another 5-10 new branches in the first half of 2026
- New branches opened between one and three years are averaging \$7.8 million of receivables vs. the Company average of \$5.9 million ⁽¹⁾
- Plan to enter an additional 1 to 2 states in 2026
- Significant runway for growth through market expansion due to addressable market



Data and Analytics

- Deployed machine-learning loan origination model for better credit decisions and outcomes
- Deployed customer lifetime value profitability model to improve economics of mailable universe
- Deployed next-generation risk and response acquisition model to optimize direct mail programs
- Expanded corporate data mart for enhanced analytics and improved efficiencies



Technology

- Hybrid Cloud Strategy: Leveraging top platforms for scalability, resilience, and cost efficiency
- Modern Data Platforms: Secure, centralized foundation for enterprise analytics, AI, and real-time insights
- Modern Applications: Transitioning to microservices for loan origination to boost speed, innovation, and productivity
- Security & Governance: Embedding cybersecurity and compliance to ensure trust and resilience
- AI Enablement: Applying AI tools and exploring use in operations and analytics



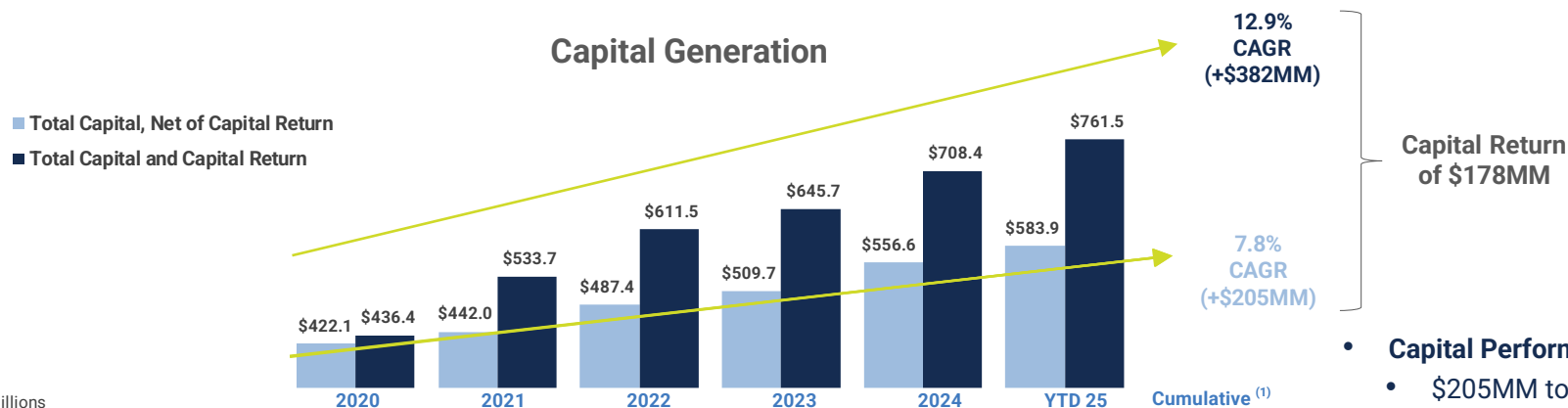
Digital

- 37% of new customer originations were sourced digitally and closed in the branch in 3Q 25
- Continue testing end-to-end digital loan origination platform with plans to responsibly expand into additional states
- Continue to enhance our digital customer contact through texting, emailing, and auto-dialer capabilities

(1) Based on September 30, 2025 ending net finance receivables

Excess Capital Consistently Returned to Stockholders

Capital Generation



\$ in millions

Total capital, net of capital return:

Stockholders' equity	\$ 272.1	\$ 282.7	\$ 308.6	\$ 322.3	\$ 357.1	\$ 371.9	\$ 115.1
Allowance for credit losses	150.0	159.3	178.8	187.4	199.5	212.0	89.7
Total capital	\$ 422.1	\$ 442.0	\$ 487.4	\$ 509.7	\$ 556.6	\$ 583.9	\$ 204.8
B/(W) vs prior period	\$ 43.0	\$ 19.9	\$ 45.4	\$ 22.2	\$ 46.9	\$ 27.3	

Capital return:

Dividends to stockholders	\$ 2.3	\$ 9.9	\$ 11.8	\$ 11.9	\$ 12.3	\$ 9.1	\$ 57.4
Stock repurchased	12.0	67.4	20.6	-	3.5	16.6	120.2
Cumulative capital return	\$ 14.3	\$ 91.7	\$ 124.1	\$ 136.0	\$ 151.9	\$ 177.6	\$ 177.6

Total capital and capital return (2)

Total capital and capital return (2)	\$ 436.4	\$ 533.7	\$ 611.5	\$ 645.7	\$ 708.4	\$ 761.5	\$ 382.4
Capital generation (2)	\$ 57.3	\$ 97.3	\$ 77.8	\$ 34.2	\$ 62.8	\$ 53.1	\$ 382.4

Capital generation as % of average stockholders' equity (2)(3)

Capital generation as % of average stockholders' equity (2)(3)	21.4%	34.7%	25.8%	10.6%	18.2%	19.6%	21.4%
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Book value per share

Book value per share	\$ 24.89	\$ 28.89	\$ 32.41	\$ 33.02	\$ 35.67	\$ 37.94	
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(1) Cumulative change since year-end 2019 through the period ended 3Q 25.

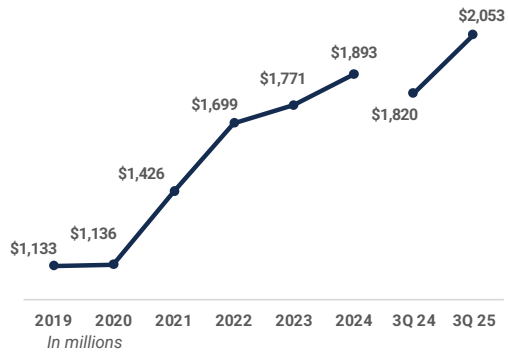
(2) This is a non-GAAP measure. Refer to the Appendix for a reconciliation to the most comparable GAAP measure.

(3) YTD 25 is annualized.

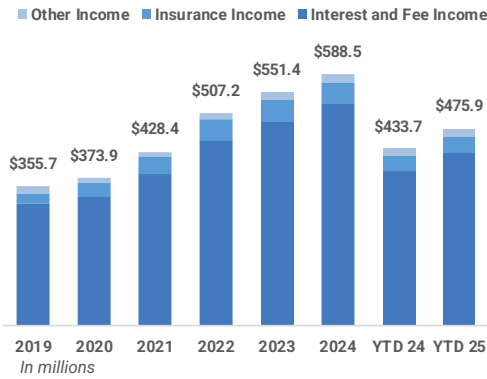
- **Capital Performance Since 2020**
 - \$205MM total capital increase
 - \$178MM returned to stockholders
 - \$382MM capital generated
 - 12.9% CAGR
 - 21.4% ratio of capital generation to average stockholders' equity
- Proven track record of excess capital generation allowing returns to stockholders and reinvestment in strategic initiatives to generate sustainable, long-term profitable growth
- Significant capital generated even during recent periods of high inflation

Key Financial Results

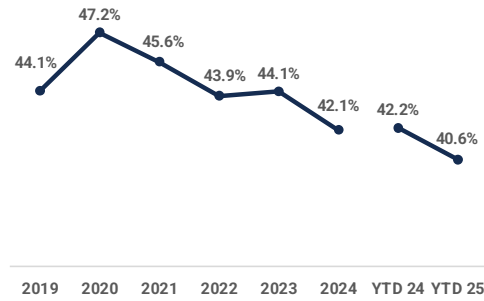
Net Finance Receivables



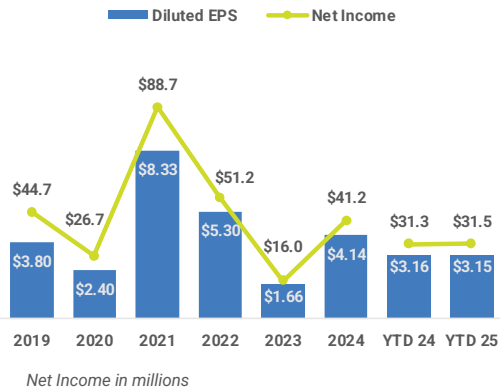
Revenue



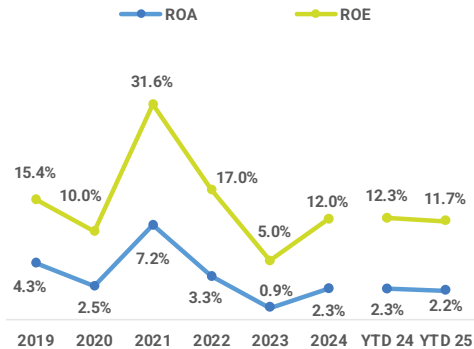
Efficiency Ratio



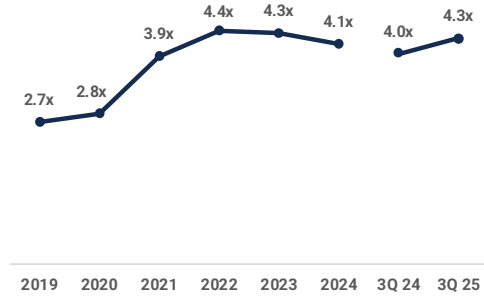
Diluted EPS and Net Income



ROA and ROE



Funded Debt-to-Equity



Continued growth in account base and portfolio in controlled and profitable manner

3Q 25 YTD total revenue growth outpaced G&A expense growth by 4.2x from the prior-year period

Enhanced prequalification capabilities and tighter integration with digital affiliate partners drive better digital leads

Digital initiatives, new state expansion, and new product development have driven strong growth

3Q 25 Highlights

Growth



585,400 Customer Accounts

Up 5.0% YoY

\$2.1B ENR Milestone Achieved

\$93MM sequential growth and \$233MM YoY

\$522MM Origination Volume

Up \$96MM, or 22.5% YoY

\$5.9MM ENR per Branch

Up 9.9% YoY

\$275MM Auto-Secured Portfolio

Up \$80MM, or 40.6% YoY

Operating Effectiveness



7.0% 30+ DQ %

30 bps improvement YoY after adjusting for 3Q 24 hurricane impact

10.2% Net Credit Loss Rate

40 bps improvement YoY

12.8% Operating Expense Ratio

Historic best, 110 bps improvement YoY

76% Fixed-Rate Debt

WAC of 4.6%

\$400MM Unused Capacity

Substantial bandwidth to fund growth

Returns



\$1.42 Diluted Earnings Per Share

Up 86.8% YoY

15.6% ROE / 2.9% ROA

Up 690 bps YoY / Up 120 bps YoY

3.1% Dividend Yield

3Q 25 \$0.30 dividend per share

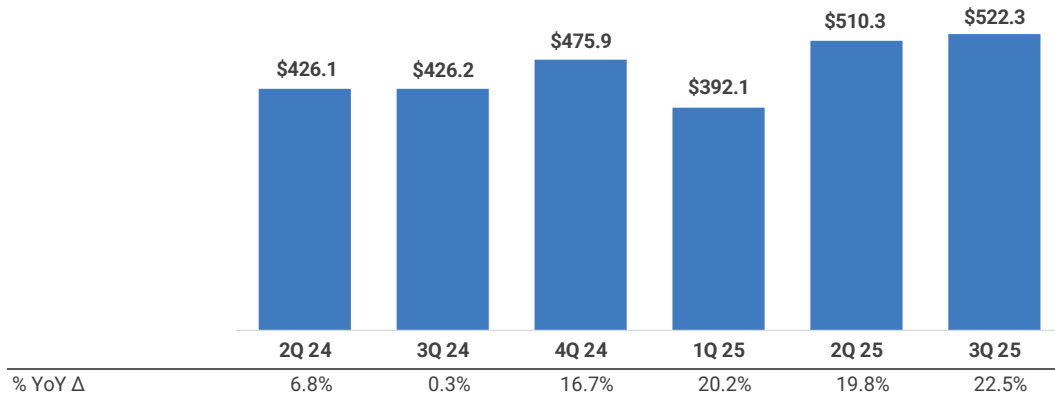
\$26MM Capital Return and \$15MM Increase in Stockholders' Equity (YTD)

\$53MM Capital Generation (YTD) ⁽¹⁾

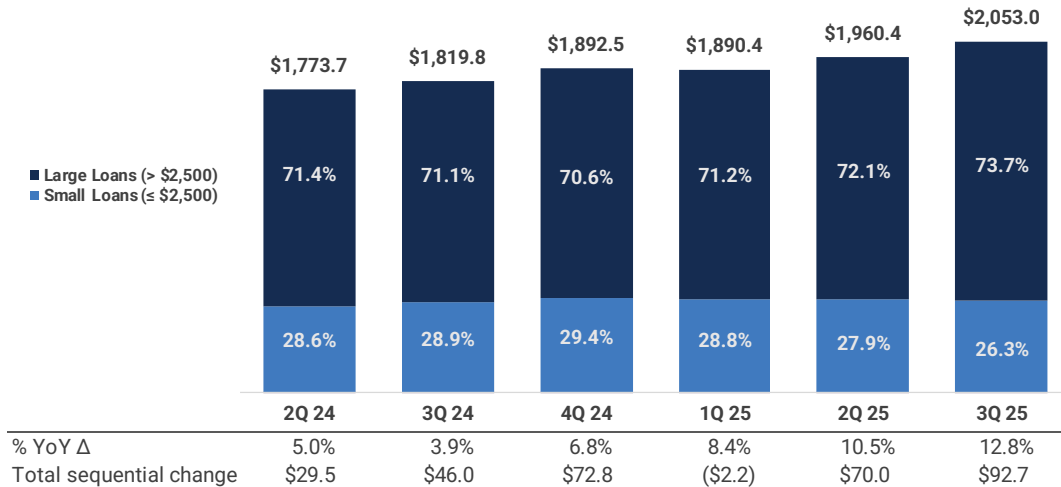
(1) This is a non-GAAP measure. Refer to the Appendix for a reconciliation to the most comparable GAAP measure.

Accelerating Portfolio Growth

Quarterly Origination Trend (\$ in millions)



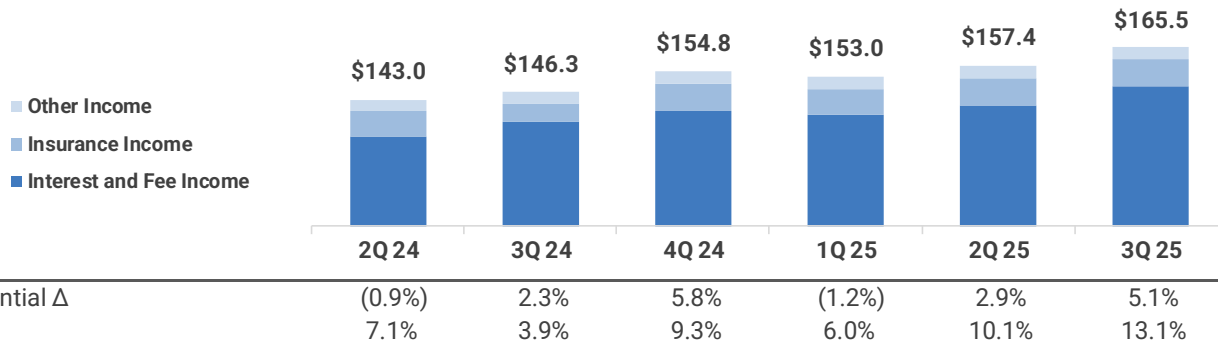
Portfolio Growth Trend (\$ in millions)



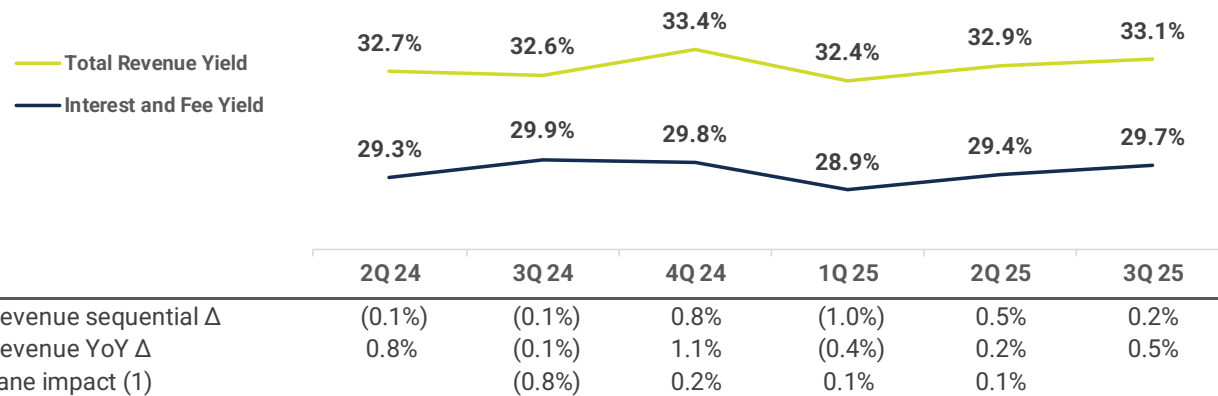
- Record total originations, driven by strong performance from the digital channel, demand for auto-secured products, and 16 new branches opened since 3Q 24
- Achieved 12.8% YoY portfolio growth from new branch openings while strategically balancing growth of high-quality auto-secured and higher-margin small loan portfolios
- Auto-secured product portfolio grew \$79.6MM to 13.4% of the total portfolio, compared to 10.8% in the prior-year period
- Portfolio of loans with an APR greater than 36% grew \$41.8MM while remaining consistent at 17.8% of the portfolio, compared to the prior-year period

Revenue Up 13.1% on Accelerating Receivable Growth

Total Revenue (\$ in millions)



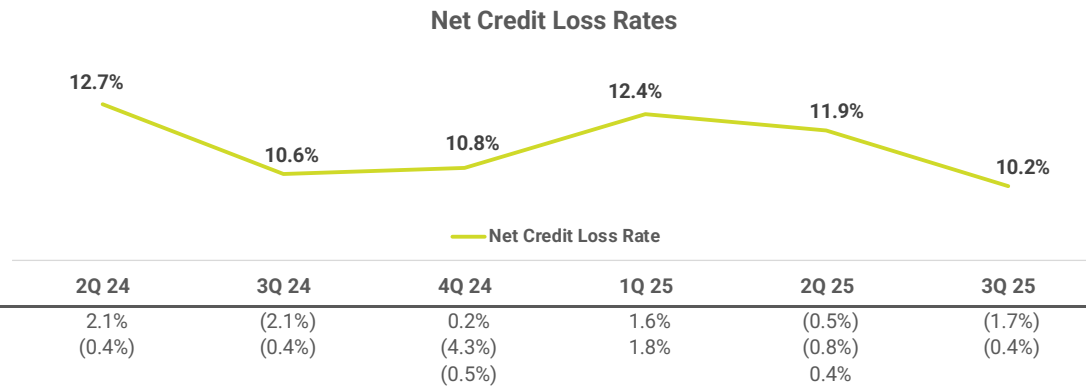
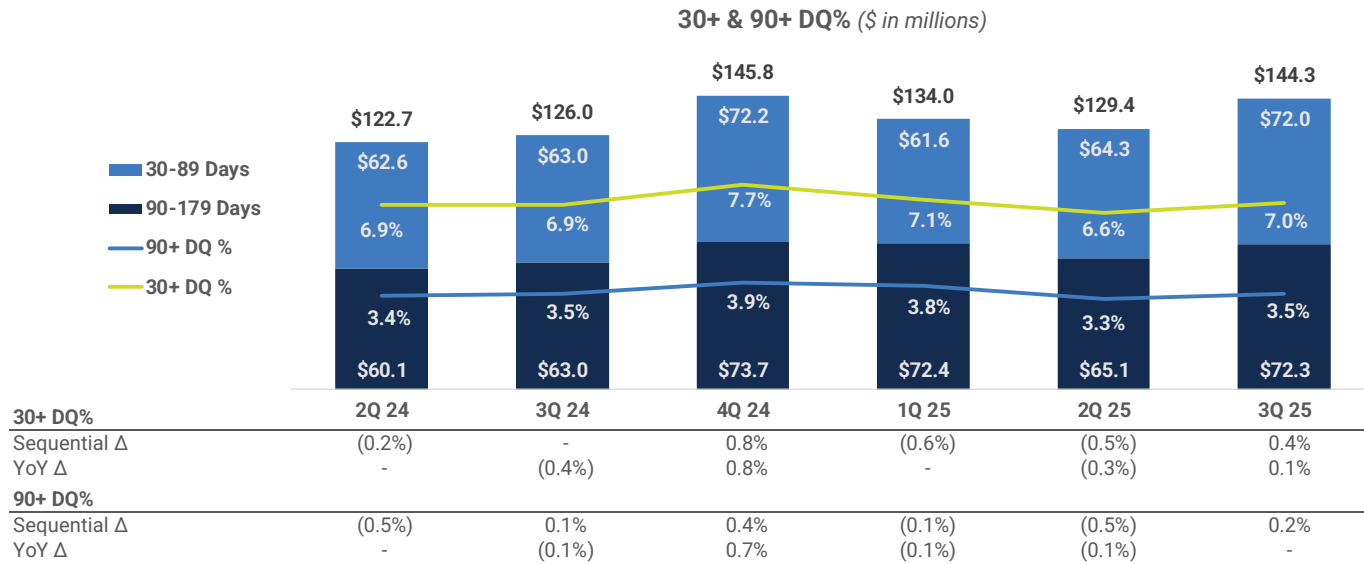
Total Revenue and Interest & Fee Yields



(1) The favorable/(unfavorable) impact from 3Q 24 hurricane activity on total revenue yield

- Record total revenue of \$165.5MM grew 13.1% YoY
- Total revenue yield up 50 bps YoY
 - Prior year inclusive of lower revenue from personal property insurance claims and reserves of \$3.5MM, or 80 bps, related to hurricane activity
 - Total revenue yield 30 bps lower YoY after adjusting for the hurricane impact, due to mix shift to larger loans
- Total revenue yield and interest and fee yield up sequentially 20 bps and 30 bps, respectively, in line with seasonal patterns

Credit Improvement YoY

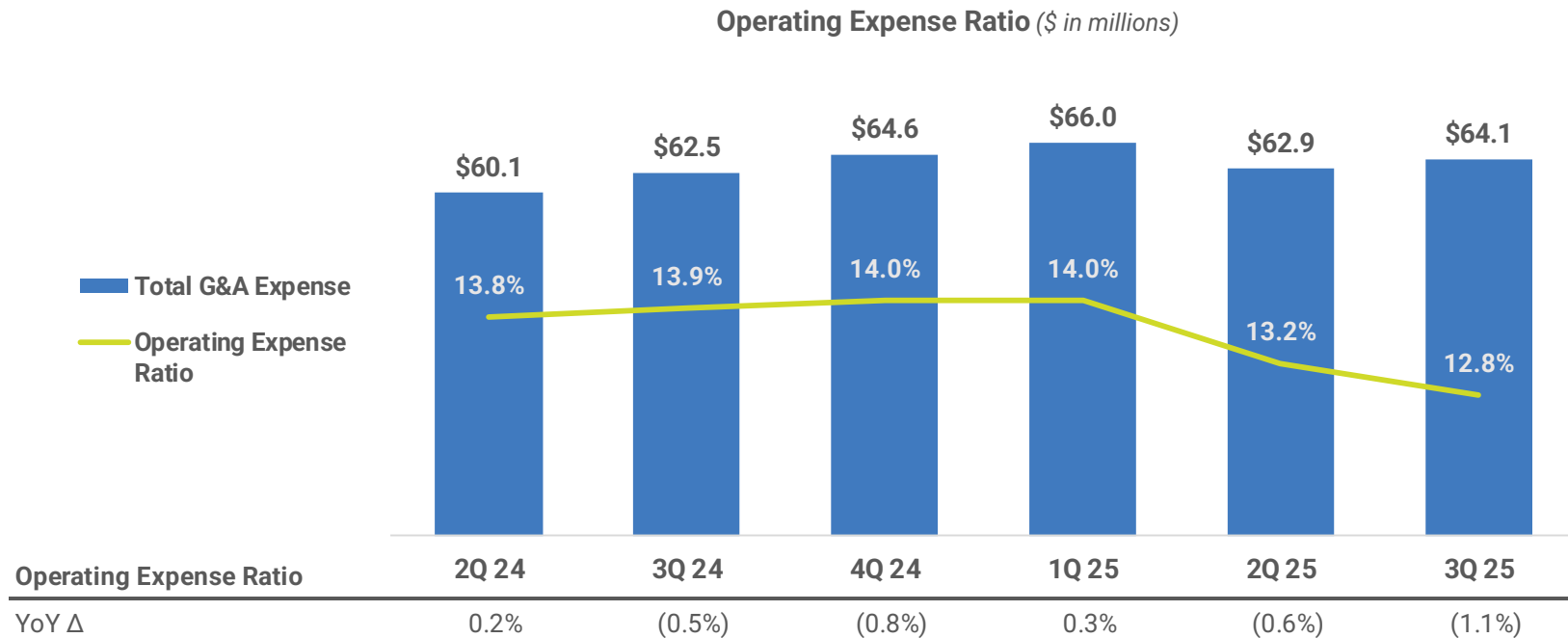


(1) The favorable impact on the net credit loss rate in 4Q 24 from 3Q 24 hurricane activity, and the unfavorable impact to 2Q 25

- Delinquency rate increased 10 bps YoY
 - 3Q 24 30+ DQ% was inclusive of an estimated 40 bps benefit from special borrower assistance programs related to hurricane activity
- 30+ days past due of \$144.3MM compares favorably to the allowance for credit losses of \$212.0MM as of 3Q 25
- Net credit loss rate improved 170 bps sequentially and 40 bps YoY from credit tightening, effective portfolio management, and product mix

Improving Operating Leverage While Investing in Our Business

- All-time best operating expense ratio of 12.8%, YoY improvement of 110 bps, despite investment in innovation and growth, including 16 new branches opened since 3Q 24
- YoY total revenue growth outpaced G&A expense growth by 12.0x



Strong Funding Profile

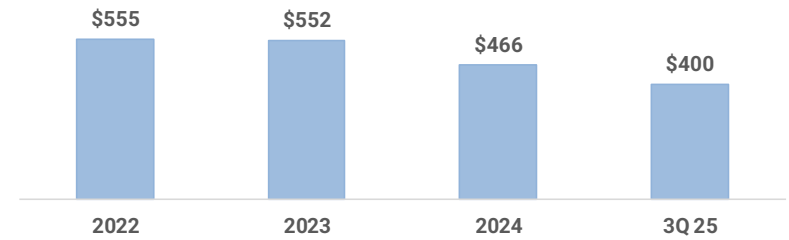
- Total unused capacity was \$400MM (subject to borrowing base) as of September 30, 2025
- Available liquidity of \$155MM as of September 30, 2025
- Fixed-rate debt represented 76% of total debt as of September 30, 2025, with WAC of 4.6% and a weighted-average revolving duration of 1.1 years
- Closed a \$253MM securitization in October 2025 with WAC of 4.8%, down 50 bps from 1Q 25 securitization WAC of 5.3%
- Following the closing of the October securitization, fixed-rate debt now represents 89% of total debt, with WAC of 4.7% and a weighted-average revolving duration of 1.2 years

Securitizations as of September 30, 2025 (\$ in millions)

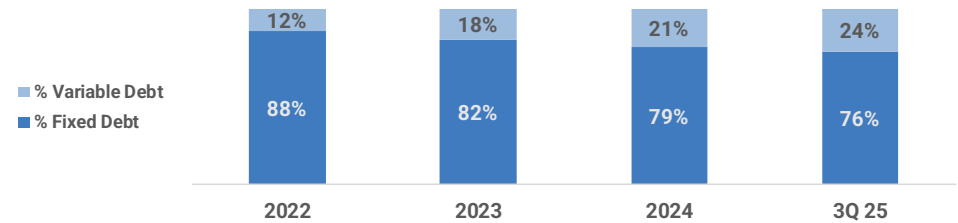
Transaction Period	Debt Balance	Revolving Maturity	Maturity	WAC
1Q 21	\$38	Feb 2024	Mar 2031	4.2%
3Q 21	\$200	Jul 2026	Aug 2033	2.3%
4Q 21	\$125	Sep 2026	Oct 2033	3.9%
1Q 22	\$132	Feb 2025	Mar 2032	4.1%
2Q 24	\$188	May 2027	Jul 2036	6.2%
4Q 24	\$251	Nov 2026	Dec 2033	5.3%
1Q 25	\$266	Mar 2027	Apr 2034	5.3%

(1) This is a non-GAAP measure. Refer to the Appendix for a reconciliation to the most comparable GAAP measure.

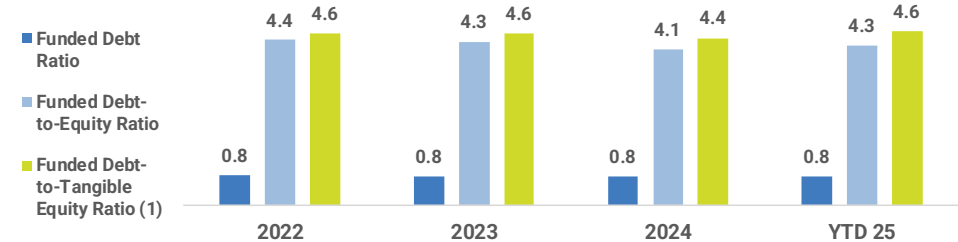
Unused Capacity (\$ in millions)



Fixed vs. Variable Debt



Funded Debt Ratios



Cost of funds

2.2% 3.9% 4.2% 4.3%

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
- In October 2025, issued \$253MM securitization with WAC of 4.8% and revolving maturity of October 2027

As of September 30, 2025	Senior Revolver	Warehouse Facilities	Private Securitization	Securitizations
Size	\$355MM	\$425MM	\$125MM	\$1,074MM
Interest type	Floating	Floating	Fixed	Fixed
Maturity	Aug 2028	\$125MM, May 2027 \$125MM, Oct 2026 \$100MM, Nov 2027 \$75MM, Feb 2028	Oct 2033	2021-1, \$38MM, Mar 2031 2021-2, \$200MM, Aug 2033 2022-1, \$132MM, Mar 2032 2024-1, \$188MM, Jul 2036 2024-2, \$251MM, Dec 2033 2025-1, \$266MM, April 2034
Effective rate	7.0% (one-month SOFR plus a 2.8% margin with a SOFR floor of 0.5%)	\$125MM, 6.5% (one-month SOFR plus a margin of 2.3%) \$125MM, 6.7% (one-month SOFR plus a margin of 2.4%) \$100MM, 6.5% (the commercial paper rate plus a margin of 2.1%) \$75MM, 6.3% (one-month SOFR plus a margin of 2.1%)	3.9%	2021-1, \$38MM, 4.2% 2021-2, \$200MM, 2.3% 2022-1, \$132MM, 4.1% 2024-1, \$188MM, 6.2% 2024-2, \$251MM, 5.3% 2025-1, \$266MM, 5.3%
Lenders	BMO Harris (Agent), Banc of California, Texas Capital, EverBank, First Horizon	Wells Fargo Bank - \$125MM BMO Capital Markets Corp. - \$125MM JPMorgan Chase Bank - \$100MM Regions Bank - \$75MM	Qualified institutional investor	Qualified institutional investors
Collateral	Allows for funding of all products and APRs	All facilities allow for funding of all products with \leq 36% APR; BMO facility also allows for funding of $>$ 36% APR loans	Allows for the funding of all products, including $>$ 36% APR loans	Allows for funding of all products with \leq 36% APR

Investment Highlights



Appendix

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. Total capital and capital return, capital generation, and capital generation as a % of average stockholders' equity are non-GAAP measures to include stock repurchases and dividends returned to stockholders with total capital. Management uses these measures to evaluate the Company's ability to generate capital to return to stockholders, reinvest in strategic initiatives, and evaluate its capacity to absorb losses. The Company also believes that these capital and absorption measures provide useful information to users of the Company’s financial statements in the evaluation of its ability to generate capital to return to stockholders, reinvest in strategic initiatives, and evaluate 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	2020	2021	2022	2023	2024	1Q 25	2Q 25	3Q 25	YTD 25
Beginning stockholders' equity	\$ 256.9	\$ 272.1	\$ 282.7	\$ 308.6	\$ 322.3	\$ 357.1	\$ 357.9	\$ 363.0	\$ 357.1
Ending stockholders' equity	272.1	282.7	308.6	322.3	357.1	357.9	363.0	371.9	371.9
Change in stockholders' equity	15.3	10.6	25.9	13.6	34.8	0.8	5.1	9.0	14.8
Beginning allowance for credit losses	122.3	150.0	159.3	178.8	187.4	199.5	199.1	202.8	199.5
Ending allowance for credit losses	150.0	159.3	178.8	187.4	199.5	199.1	202.8	212.0	212.0
Change in allowance for credit losses	27.7	9.3	19.5	8.6	12.1	(0.4)	3.7	9.2	12.5
Change in stockholders' equity	15.3	10.6	25.9	13.6	34.8	0.8	5.1	9.0	14.8
Change in allowance for credit losses	27.7	9.3	19.5	8.6	12.1	(0.4)	3.7	9.2	12.5
Total change in capital	43.0	19.9	45.4	22.2	46.9	0.4	8.8	18.2	27.3
Total change in capital	43.0	19.9	45.4	22.2	46.9	0.4	8.8	18.2	27.3
Dividends to stockholders	2.3	9.9	11.8	11.9	12.3	3.0	3.1	3.1	9.1
Stock repurchased	12.0	67.4	20.6	-	3.5	6.5	5.0	5.1	16.6
Capital generation (non-GAAP)	\$ 57.3	\$ 97.3	\$ 77.8	\$ 34.2	\$ 62.8	\$ 9.9	\$ 16.9	\$ 26.3	\$ 53.1

Non-GAAP Financial Measures (Cont'd)

\$ in thousands	3Q 25	3Q 24	2024	2023	2022	2021
Debt	\$ 1,581,992	\$ 1,395,892	\$ 1,478,336	\$ 1,399,814	\$ 1,355,359	\$ 1,107,953
Total stockholders' equity	371,918	352,928	357,078	322,273	308,633	282,736
Less: intangible assets	30,385	22,250	24,524	15,846	12,122	9,517
Tangible equity (non-GAAP)	\$ 341,533	\$ 330,678	\$ 332,554	\$ 306,427	\$ 296,511	\$ 273,219
Shares outstanding	9,803	10,164	10,010	9,759	9,523	9,788
Funded debt-to-equity ratio	4.3	4.0	4.1	4.3	4.4	3.9
Funded debt-to-tangible equity ratio (non-GAAP)	4.6	4.2	4.4	4.6	4.6	4.1

Glossary

- Allowance for credit loss rate – allowance for credit losses as a percentage of ending net finance receivables
- ANR – average net finance receivables
- Bps – basis points
- Capital generation – the year-to-date change in total capital and capital return from the prior year-end
- Cost of funds – annualized interest expense as a percentage of average net finance receivables
- Cumulative capital return – dividend and common stock repurchase activity that has occurred since December 31, 2020
- Debt balance – the balance for each respective debt agreement, composed of principal balance and accrued interest
- Delinquency rate (DQ %) – delinquent loans outstanding as a percentage of ending net finance receivables
- Dividend yield – annualized dividends per share divided by the closing share price as of the last day of the quarter
- ENR – ending net finance receivables
- Funded debt ratio – total debt divided by total assets
- Interest and fee yield – annualized interest and fee income as a percentage of average net finance receivables
- Net credit loss rate – annualized net credit losses as a percentage of average net finance receivables
- Operating expense ratio – annualized general and administrative expenses as a percentage of average net finance receivables
- Return on assets (ROA) – annualized net income as a percentage of average total assets
- Return on equity (ROE) – annualized net income as a percentage of average stockholders' equity
- Total capital – stockholders' equity plus allowance for credit losses
- Total revenue yield – annualized total revenue as a percentage of average net finance receivables
- WAC – weighted-average coupon
- YoY – year-over-year



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