REGIONAL MANAGEMENT®

RM
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NYSE

2Q 25
Earnings Presentation

July 30, 2025

Legal Disclosures

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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.

2Q 25 Highlights

Growth



579,100 Customer Accounts
Up 6.1% YoY

$70MM Sequential ENR Growth
Up $187MM, or 10.5% YoY

$510MM Origination Volume
Up $84MM, or 19.8% YoY

$5.6MM ENR per Branch
Up 7.7% YoY

$246MM Auto-Secured Portfolio
Up $66MM, or 36.9% YoY

Operating Effectiveness



6.6% 30+ Delinquency Rate
30 bps improvement YoY

11.9% Net Credit Loss Rate
80 bps improvement YoY

13.2% Operating Expense Ratio
Historic best, 60 bps improvement YoY

84% Fixed-Rate Debt
WAC of 4.5%

$534MM Unused Capacity
Substantial bandwidth to fund growth

Returns



$1.03 Diluted Earnings Per Share
Up 19.8% YoY

11.3% ROE / 2.1% ROA
Up 130 bps YoY / Up 20 bps YoY

4.1% Dividend Yield
2Q 25 $0.30 dividend per share

$18MM Capital Return and $5.9MM Increase in Stockholders' Equity (YTD)

$27MM Capital Generation (YTD) (1)

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

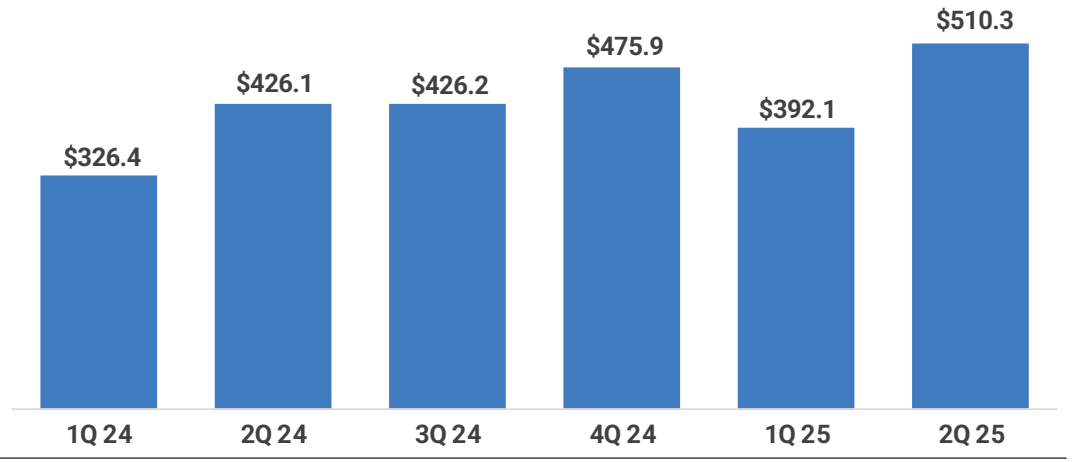
2Q 25 Financial Highlights

$ in millions *(except per share amounts)*	2Q 25	2Q 24	$ Chg B/(W)	% Chg B/(W)
Total revenue	$ 157.4	$ 143.0	$ 14.4	10.1%
Provision for credit losses	60.6	53.8	(6.8)	(12.6%)
G&A expense	62.9	60.1	(2.8)	(4.7%)
Interest expense	20.4	17.9	(2.6)	(14.3%)
Income taxes	3.3	2.8	(0.6)	(20.4%)
Net income	**$ 10.1**	**$ 8.4**	**$ 1.7**	**20.1%**
Diluted EPS	**$ 1.03**	**$ 0.86**	**$ 0.17**	**19.8%**
Ending net finance receivables	$ 1,960.4	$ 1,773.7	$ 186.6	10.5%
Average net finance receivables	$ 1,912.9	$ 1,748.8	$ 164.1	9.4%
Operating expense ratio	13.2%	13.8%		
Return on assets	2.1%	1.9%		
Return on equity	11.3%	10.0%		

- Significant improvements across key financial metrics, including net income, up 20.1% year-over-year
- Record total revenue of $157.4MM grew 10.1% year-over-year
- Operating expense ratio reached an all-time best of 13.2%, improving 60 bps year-over-year despite investment in innovation and growth, including 17 new branches opened since 2Q 24

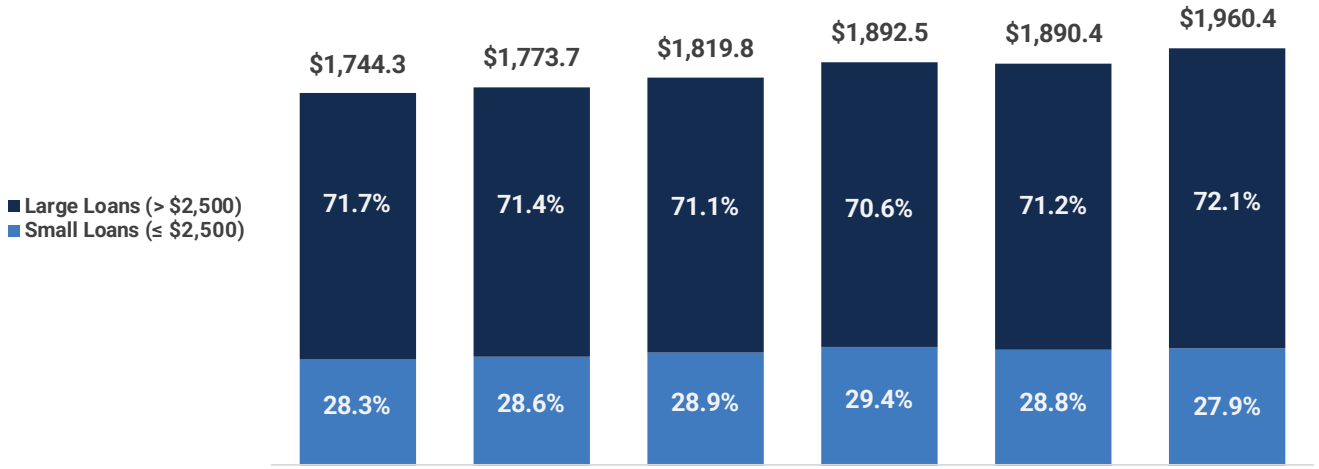
Accelerating Portfolio Growth

Quarterly Origination Trend *($ in millions)*



	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
% YoY Δ	7.6%	6.8%	0.3%	16.7%	20.2%	19.8%

Portfolio Growth Trend *($ in millions)*



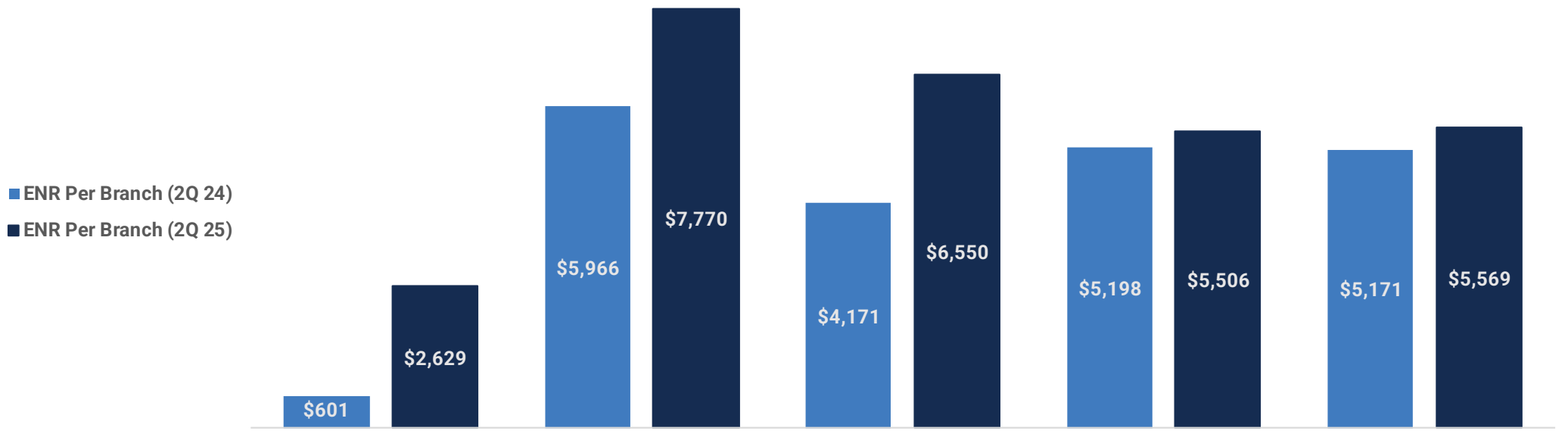
	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
% YoY Δ	4.1%	5.0%	3.9%	6.8%	8.4%	10.5%
Total sequential growth	($27.1)	$29.5	$46.0	$72.8	($2.2)	$70.0

- Record total originations, driven by strong performance from our digital channel, demand for our auto-secured products, and our 17 new branches opened since 2Q 24
- Achieved 10.5% year-over-year portfolio growth from new branch openings while strategically balancing growth of our high-quality auto-secured and higher-margin small loan portfolios
  - Auto-secured product portfolio grew $66.2MM to 12.5% of the total portfolio, compared to 10.1% in the prior-year period
  - Portfolio of loans with an APR greater than 36% grew $49.8MM to 18.1% of the portfolio, compared to 17.2% in the prior-year period

Increased ENR Per Branch is Driving Efficiency

- Our 17 new branches opened since 2Q 24 have generated $44.7MM, or 24.0%, of our $186.6MM year-over-year portfolio growth
- Same store receivables grew 8.1% year-over-year, outpacing 2Q 24 year-over-year growth of 4.5%

ENR Per Branch *($ in thousands)*

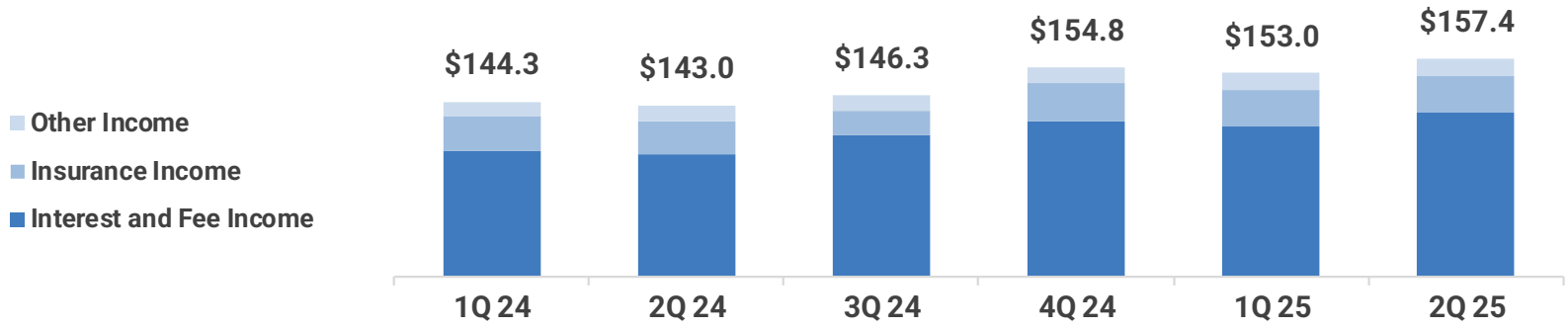


	< 1 Year (1)	1-3 Years	3-5 Years	5+ Years	All
# of branches (2Q 24)	2	36	27	278	343
# of branches (2Q 25)	17	19	27	289	352

(1) The less than 1 year branch cohort as of 2Q 25 consisted of branches with an average age of approximately 5 months compared to the cohort as of 2Q 24 with an average age of approximately 1 month

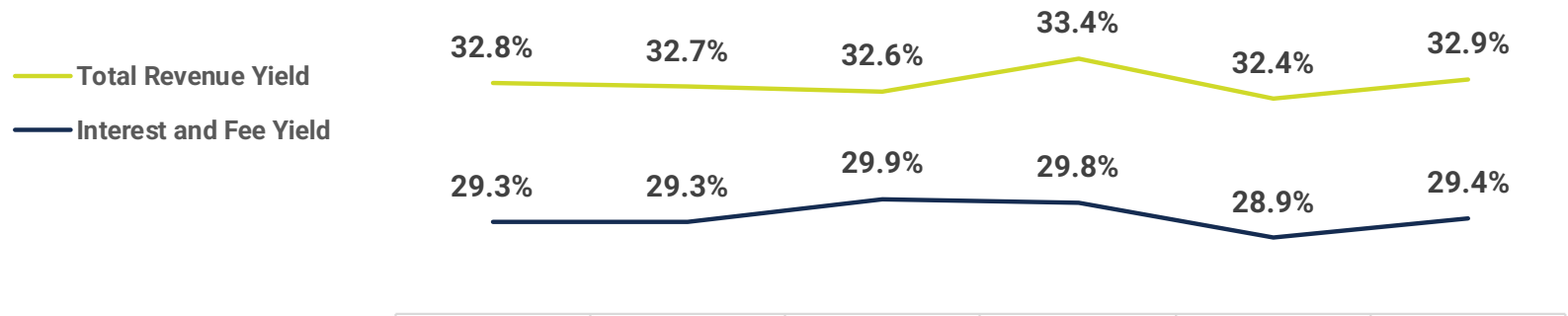
Revenue Up 10.1% on Accelerating Receivable Growth

Total Revenue *($ in millions)*



	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
Sequential Δ	1.9%	(0.9%)	2.3%	5.8%	(1.2%)	2.9%
YoY Δ	6.6%	7.1%	3.9%	9.3%	6.0%	10.1%

Total Revenue and Interest & Fee Yields



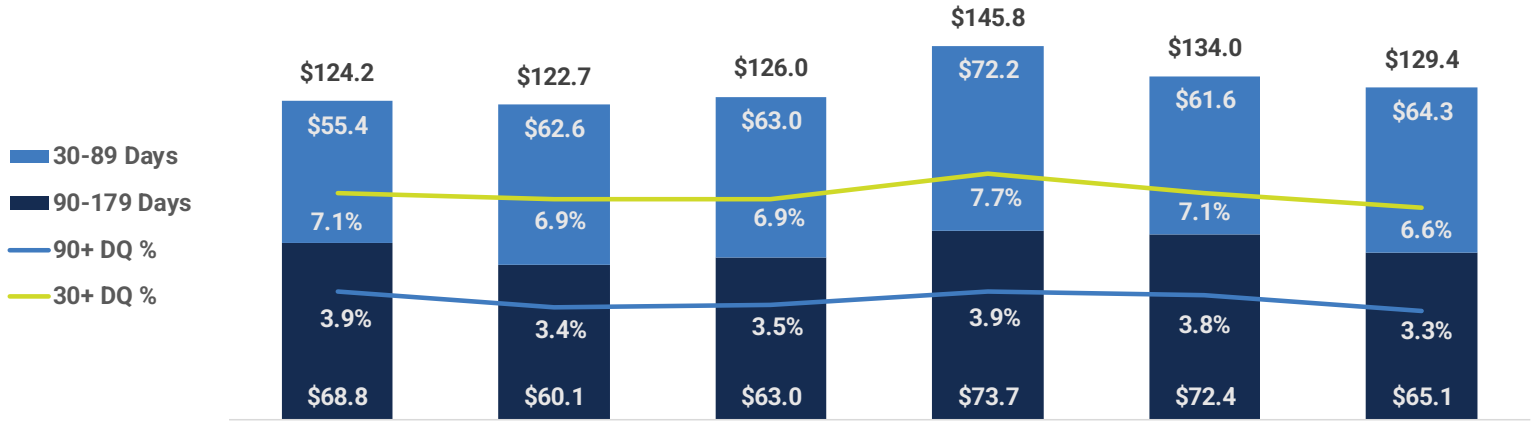
	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
Total revenue sequential Δ	0.5%	(0.1%)	(0.1%)	0.8%	(1.0%)	0.5%
Total revenue YoY Δ	0.8%	0.8%	(0.1%)	1.1%	(0.4%)	0.2%
Total revenue yield LS impacts (1)	0.5%					
Hurricane impact (2)			(0.8%)	0.2%	0.1%	0.1%

- Record total revenue of $157.4MM grew 10.1% year-over-year
- Total revenue yield up 20 bps year-over-year from improved credit performance and ancillary product revenue
- Total revenue yield and interest and fee yield each up 50 bps sequentially, in line with seasonal patterns

(1) The estimated favorable impact of the 4Q 23 loan sale on total revenue yield in 1Q 24
(2) The favorable/(unfavorable) impact from 3Q 24 hurricane activity on total revenue yield

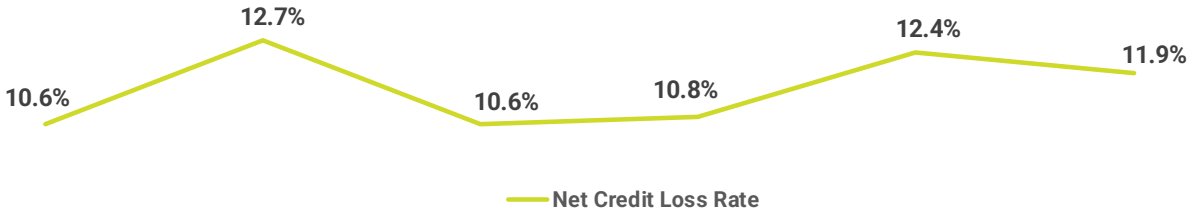
Credit Improvement Year-Over-Year

30+ & 90+ Delinquency Rates *($ in millions)*



30+ Delinquencies	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
Sequential Δ	0.2%	(0.2%)	-	0.8%	(0.6%)	(0.5%)
YoY Δ	(0.1%)	-	(0.4%)	0.8%	-	(0.3%)
90+ Delinquencies						
Sequential Δ	0.7%	(0.5%)	0.1%	0.4%	(0.1%)	(0.5%)
YoY Δ	(0.2%)	-	(0.1%)	0.7%	(0.1%)	(0.1%)

Net Credit Loss Rates



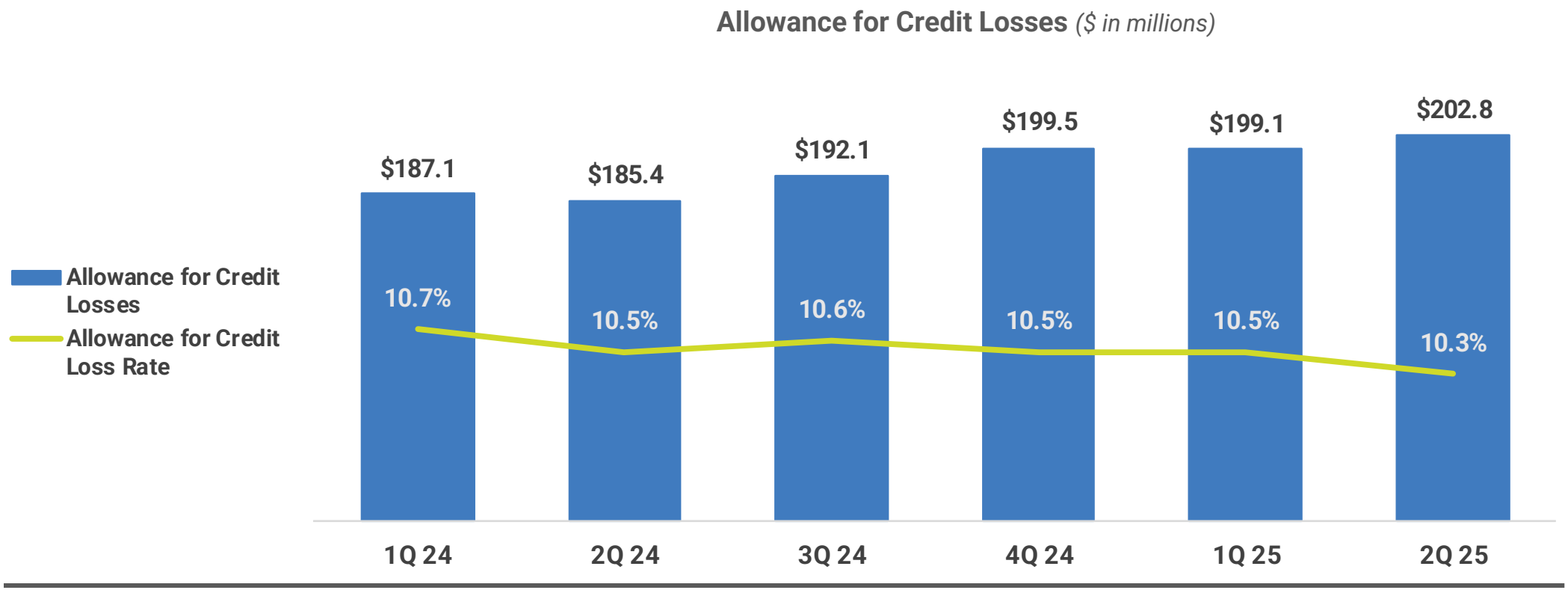
	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
Sequential Δ	(4.5%)	2.1%	(2.1%)	0.2%	1.6%	(0.5%)
YoY Δ	0.5%	(0.4%)	(0.4%)	(4.3%)	1.8%	(0.8%)
Loan Sale Impact (1)	(2.7%)					
Hurricane Impact (2)				(0.5%)		0.4%

(1) The estimated favorable impact of the 4Q 23 loan sale on net credit loss rates in 1Q 24
(2) 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 improved 50 bps sequentially and 30 bps year-over-year
- 30+ days past due of $129.4MM compares favorably to the allowance for credit losses of $202.8MM as of 2Q 25
- Net credit loss rate improved 80 bps year-over-year from credit tightening and effective portfolio management
  - Our net credit loss rate included a 40 bps impact from losses related to prior-year hurricane activity

Reserved For Stressed Credit Losses

- In 2Q 25, we increased our allowance for credit losses by $3.7MM due to portfolio growth partially offset by a lower rate of 10.3% from a release of remaining hurricane reserves against the related losses in 2Q 25.
- We are required to reserve for expected lifetime credit losses at origination of each loan, while the revenue benefits are recognized over the life of the loan.

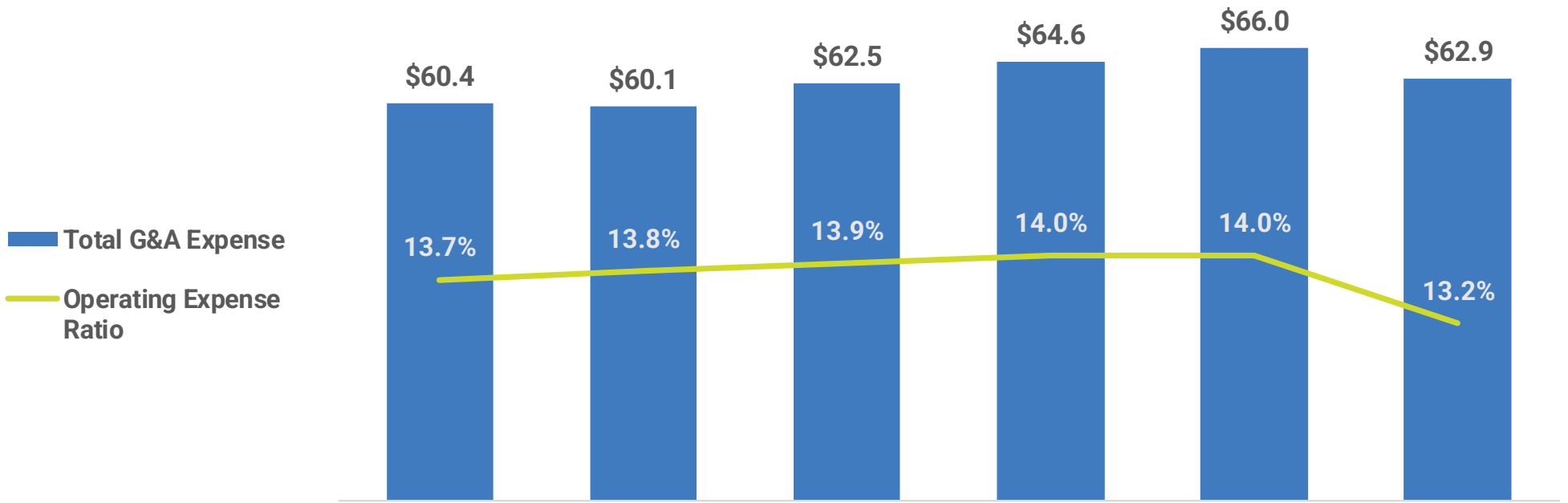


	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
Sequential $ Δ	($0.3)	($1.7)	$6.7	$7.4	($0.4)	$3.7

Continued Focus on Operating Leverage & Tight Expense Control

- Our operating expense ratio reached an all-time best of 13.2%, improving 60 bps year-over-year, despite investment in innovation and growth, including 17 new branches opened since 2Q 24
- Year-over-year total revenue growth outpaced G&A expense growth by 5.1x

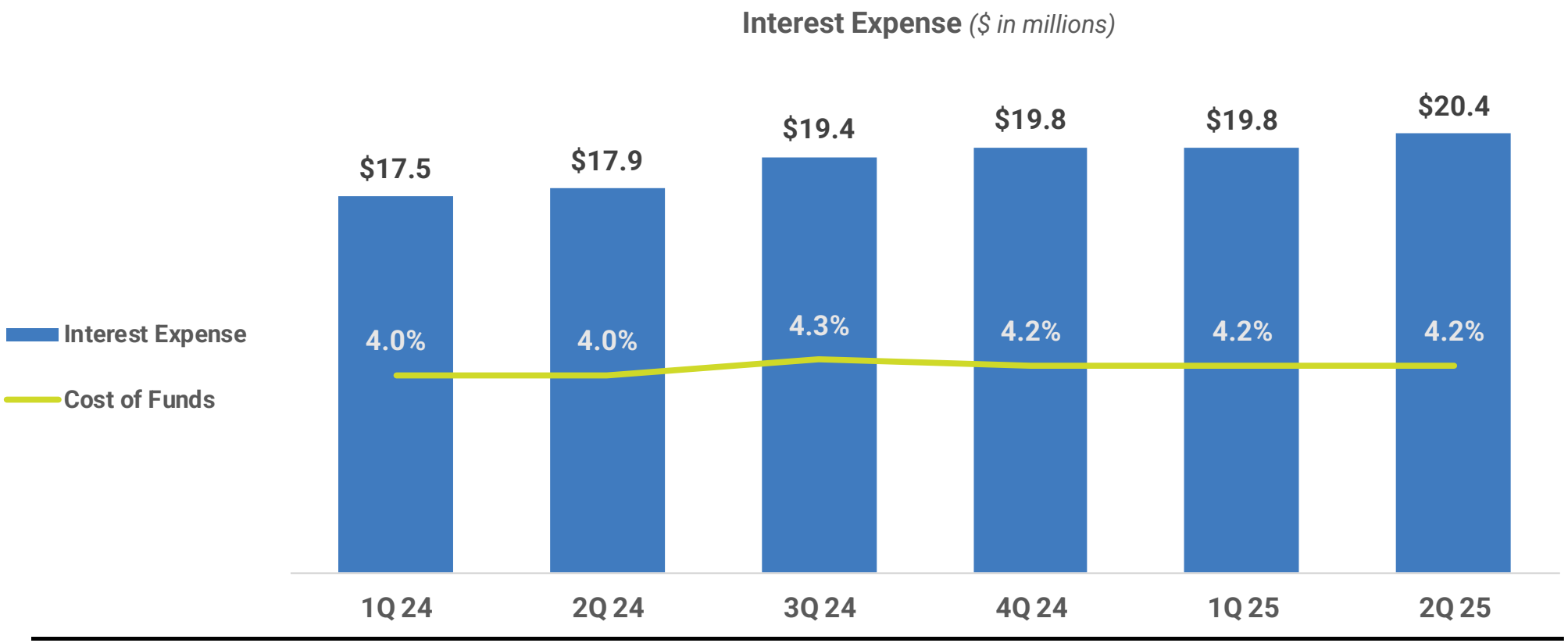
Operating Expense Ratio *($ in millions)*



Operating Expense Ratio	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
YoY Δ	(0.3%)	0.2%	(0.5%)	(0.8%)	0.3%	(0.6%)

Cost of Funds

- Cost of funds increased 20 bps year-over-year due to increased average debt and the maturation of lower-cost, fixed-rate debt
- Cost of funds has remained consistent the last several quarters due to effective treasury management



YoY Δ cost of funds	-	0.2%	0.3%	0.2%	0.2%	0.2%

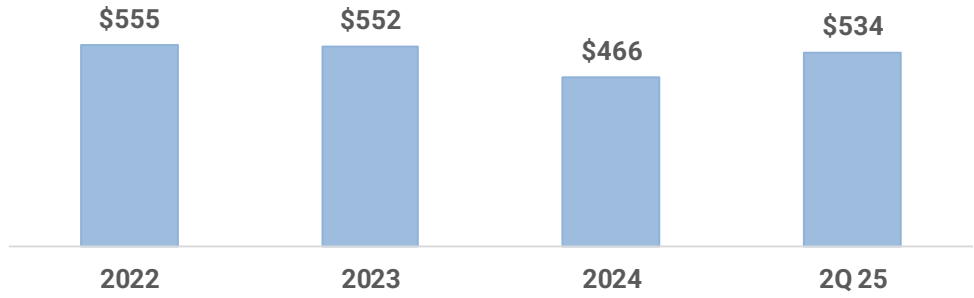
Strong Funding Profile

- Total unused capacity was $534MM (subject to borrowing base) as of June 30, 2025
- Available liquidity of $122MM as of June 30, 2025
- Fixed-rate debt represented 84% of total debt as of June 30, 2025, with WAC of 4.5% and a weighted-average revolving duration of 1.2 years

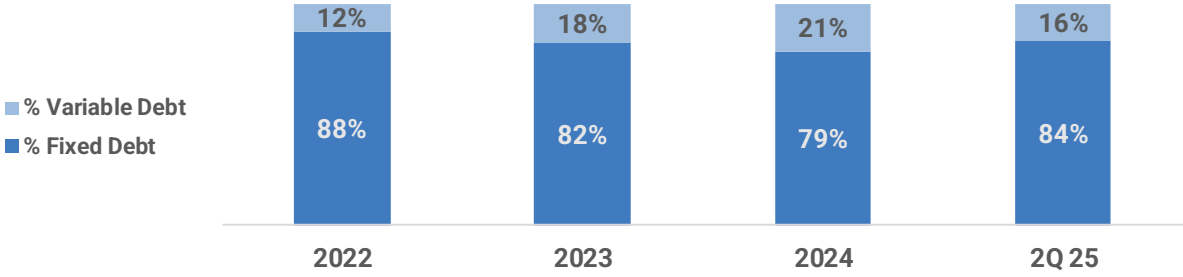
Securitizations as of June 30, 2025 *($ in millions)*

Transaction Period	Debt Balance	Revolving Maturity	Maturity	WAC
1Q 21	$54	Feb 2024	Mar 2031	3.5%
3Q 21	$200	Jul 2026	Aug 2033	2.3%
4Q 21	$125	Sep 2026	Oct 2033	3.9%
1Q 22	$178	Feb 2025	Mar 2032	3.8%
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%

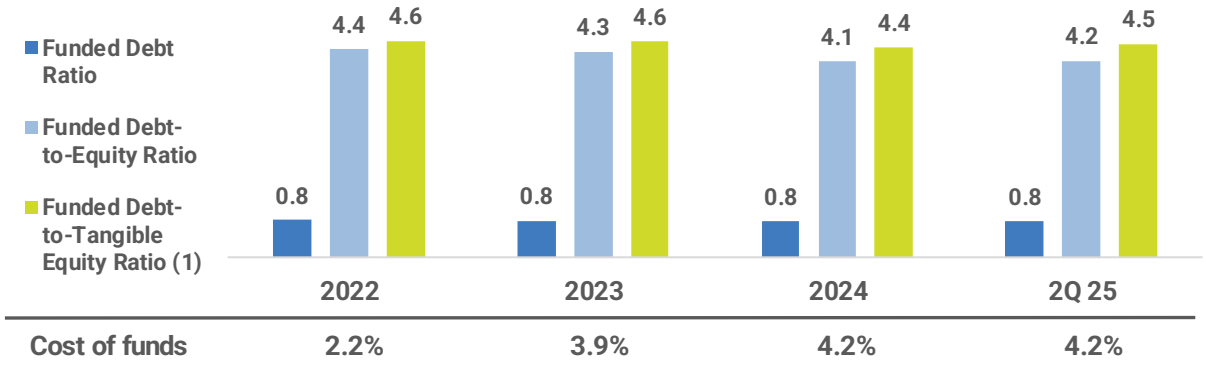
Unused Capacity *($ in millions)*



Fixed vs. Variable Debt



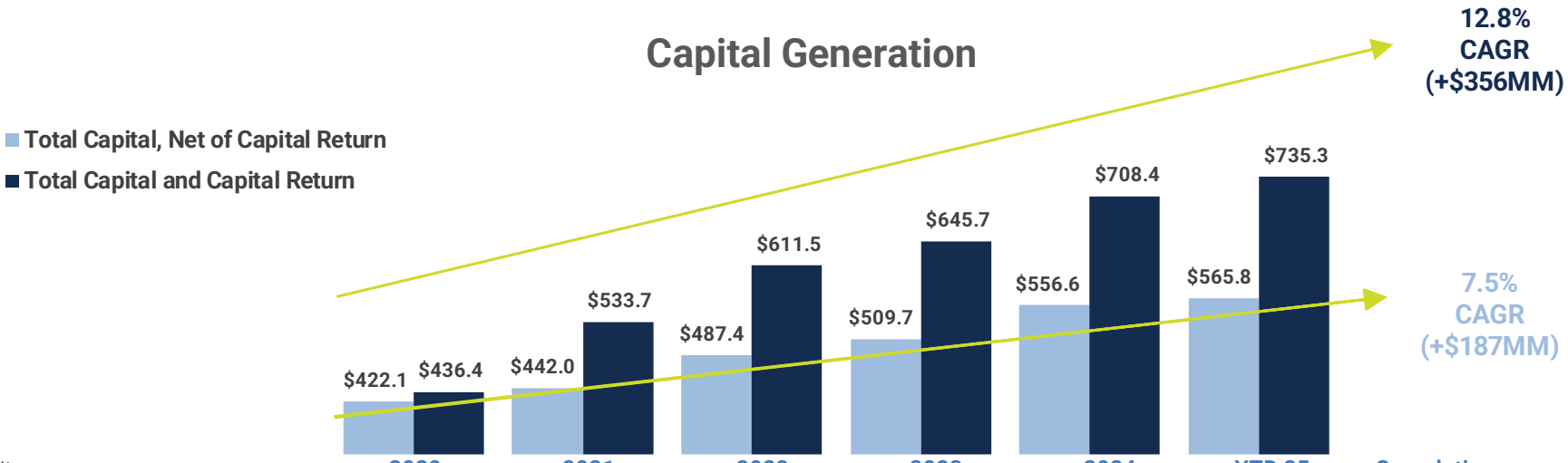
Funded Debt Ratios



	2022	2023	2024	2Q 25
Cost of funds	2.2%	3.9%	4.2%	4.2%

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

Excess Capital Consistently Returned to Stockholders



$ in millions	2020	2021	2022	2023	2024	YTD 25	Cumulative
Total capital, net of capital return:							
Stockholders' equity	$ 272.1	$ 282.7	$ 308.6	$ 322.3	$ 357.1	$ 363.0	$ 106.1
Allowance for credit losses	150.0	159.3	178.8	187.4	199.5	202.8	80.5
Total capital	**$ 422.1**	**$ 442.0**	**$ 487.4**	**$ 509.7**	**$ 556.6**	**$ 565.8**	**$ 186.6**
B/(W) vs prior period	$ 43.0	$ 19.9	$ 45.4	$ 22.2	$ 46.9	$ 9.2	
Capital return:							
Dividends to stockholders	$ 2.3	$ 9.9	$ 11.8	$ 11.9	$ 12.3	$ 6.1	$ 54.3
Stock repurchased	12.0	67.4	20.6	-	3.5	11.6	115.2
Cumulative capital return	**$ 14.3**	**$ 91.7**	**$ 124.1**	**$ 136.0**	**$ 151.9**	**$ 169.5**	**$ 169.5**
Total capital and capital return [1]	**$ 436.4**	**$ 533.7**	**$ 611.5**	**$ 645.7**	**$ 708.4**	**$ 735.3**	**$ 356.1**
Capital generation [1]	$ 57.3	$ 97.3	$ 77.8	$ 34.2	$ 62.8	$ 26.8	$ 356.1
Capital generation as % of average stockholders' equity [1] [2]	**21.4%**	**34.7%**	**25.8%**	**10.6%**	**18.2%**	**15.0%**	**21.0%**
Book value per share	$ 24.89	$ 28.89	$ 32.41	$ 33.02	$ 35.67	$ 36.43	

- **Capital Performance Since 2020**
  - $187MM total capital increase
  - $170MM returned to stockholders
  - $356MM capital generated
    - 12.8% CAGR
  - 21% ratio of capital generation to average stockholders' equity
- Proven track record of excess capital generation allowing returns to stockholders and reinvesting in strategic initiatives to generate sustainable, long-term profitable growth
- Significant capital generated even during recent periods of high inflation

(1) This is a non-GAAP measure. Refer to the Appendix for a reconciliation to the most comparable GAAP measure.
(2) YTD 25 is annualized.

2Q 25 Results and Outlook

- Full year net income outlook range of $42MM - $45MM and a minimum of 10% year-over-year receivable growth

Key Metrics	2Q 25 Results	3Q 25 Outlook
Net Income	$10.1MM	~$14.5MM
ENR Growth	$70.0MM	~$55.0 - $60.0MM
ANR Growth	$23.8MM	~$75.0MM
Total Revenue Yield	50 bps sequential increase	~32.8%
Net Credit Losses/ Net Credit Loss Rate	$56.9MM / 11.9%	~$51.0MM / ~10.3%
Allowance for Credit Loss Rate	10.3%	~10.3%
G&A Expense	$62.9MM	~$65.0 - $66.0MM
Interest Expense	$20.4MM	~$22.0MM
Effective Tax Rate	24.8%	~24.5%(1)

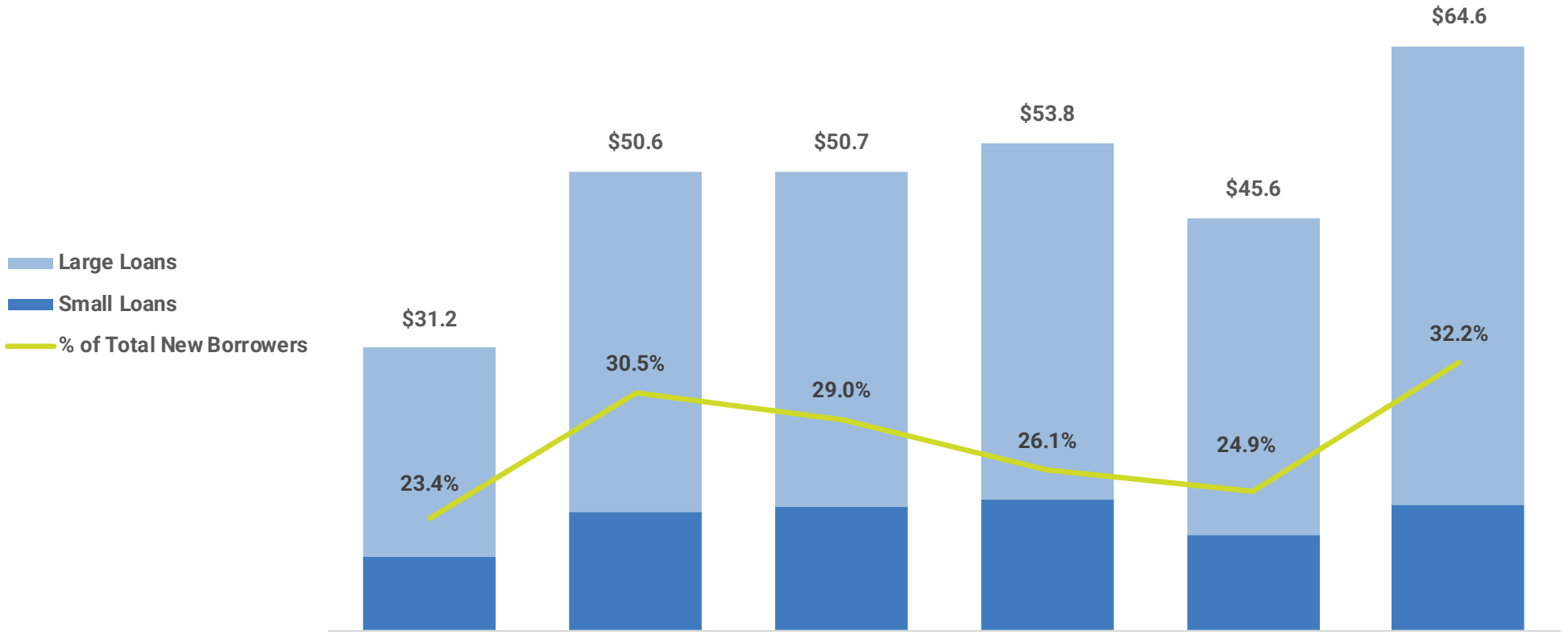
(1) Prior to discrete items, such as any tax impacts of equity compensation

Appendix

Digitally Sourced Originations – Record High

- Record high digital volume driven by seasonal demand and geographic expansion
- Digital volume represented 32.2% of our total new borrower volume
- Large loans represented 76.3% of new borrower digitally sourced loans booked in 2Q 25

Digitally Sourced Origination Volume *($ in millions)*



Total Digital Originations	1Q 24	2Q 24	3Q 24	4Q 24	1Q 25	2Q 25
% YoY Δ	(9.2%)	16.7%	(0.1%)	34.9%	46.1%	27.5%

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	$355MM	$425MM	$125MM	$1,136MM
Interest type	Floating	Floating	Fixed	Fixed
Maturity	Sep 2025	$125MM, May 2027 $125MM, Oct 2026 $100MM, Nov 2027 $75MM, Feb 2028	Oct 2033	2021-1, $54MM, Mar 2031 2021-2, $200MM, Aug 2033 2022-1, $178MM, Mar 2032 2024-1, $188MM, Jul 2036 2024-2, $251MM, Dec 2033 2025-1, $266MM, April 2034
Effective rate (as of June 30, 2025)	7.4% (one-month SOFR plus a 3.0% margin and a 0.1% SOFR spread adjustment with a SOFR floor of 0.5%)	$125MM, 6.6% (one-month SOFR plus a margin of 2.3%) $125MM, 6.7% (one-month SOFR plus a margin of 2.4%) $100MM, 6.7% (the commercial paper rate plus a margin of 2.1%) $75MM, 6.4% (one-month SOFR plus a margin of 2.1%)	3.9%	2021-1, $54MM, 3.5% 2021-2, $200MM, 2.3% 2022-1, $178MM, 3.8% 2024-1, $188MM, 6.2% 2024-2, $251MM, 5.3% 2025-1, $266MM, 5.3%
Lenders	Wells Fargo Bank (Agent), BMO Harris, First Horizon, Texas Capital	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 ≤ 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 ≤ 36% APR

Consolidated Income Statements

$ in thousands	2Q 25	2Q 24	2024	2023	2022	2021
Revenue						
Interest and fee income	$ 140,695	$ 127,898	$ 528,894	$ 489,698	$ 450,854	$ 382,544
Insurance income, net	11,499	10,507	40,695	44,529	43,502	35,482
Other income	5,248	4,620	18,914	17,172	12,831	10,325
Total revenue	157,442	143,025	588,503	551,399	507,187	428,351
Expenses						
Provision for credit losses	60,587	53,802	212,200	220,034	185,115	89,015
Personnel	38,584	37,097	153,789	156,872	141,243	119,833
Occupancy	6,911	6,149	25,823	25,029	23,809	24,126
Marketing	5,059	4,836	19,006	15,774	15,378	14,405
Other	12,391	12,054	49,080	45,444	42,098	37,150
Total general and administrative	62,945	60,136	247,698	243,119	222,528	195,514
Interest expense	20,426	17,865	74,530	67,463	34,223	31,349
Income before income taxes	13,484	11,222	54,075	20,783	65,321	112,473
Income taxes	3,344	2,777	12,848	4,825	14,097	23,786
Net income	**$ 10,140**	**$ 8,445**	**$ 41,227**	**$ 15,958**	**$ 51,224**	**$ 88,687**

Consolidated Balance Sheets

$ in thousands	2Q 25	2Q 24	2024	2023	2022	2021
Cash	$ 4,272	$ 4,323	$ 3,951	$ 4,509	$ 3,873	$ 10,507
Net finance receivables	1,960,364	1,773,743	1,892,535	1,771,410	1,699,393	1,426,257
Unearned insurance premiums	(49,046)	(46,081)	(48,068)	(47,892)	(51,008)	(47,837)
Allowance for credit losses	(202,800)	(185,400)	(199,500)	(187,400)	(178,800)	(159,300)
Net finance receivables, less unearned insurance premiums and allowance for credit losses	1,708,518	1,542,262	1,644,967	1,536,118	1,469,585	1,219,120
Restricted cash	117,658	138,891	131,684	124,164	127,926	138,682
Lease assets	42,665	35,144	38,442	34,303	34,521	28,721
Intangible assets	28,810	19,264	24,524	15,846	12,122	9,517
Restricted available-for-sale investments	22,122	2,157	21,712	22,740	20,416	-
Property and equipment	13,328	13,411	13,677	13,787	14,526	12,938
Deferred tax assets, net	8,367	12,376	9,286	13,641	13,810	18,420
Other assets	21,391	21,224	20,866	29,419	28,208	21,757
Total assets	**$ 1,967,131**	**$ 1,789,052**	**$ 1,909,109**	**$ 1,794,527**	**$ 1,724,987**	**$ 1,459,662**
Debt	$ 1,509,133	$ 1,378,449	$ 1,478,336	$ 1,399,814	$ 1,355,359	$ 1,107,953
Unamortized debt issuance costs	(6,862)	(5,616)	(6,338)	(4,578)	(9,512)	(11,010)
Net debt	1,502,271	1,372,833	1,471,998	1,395,236	1,345,847	1,096,943
Lease liabilities	44,768	37,286	40,579	36,576	36,712	30,700
Other liabilities	57,141	34,030	39,454	40,442	33,795	49,283
Total liabilities	**1,604,180**	**1,444,149**	**1,552,031**	**1,472,254**	**1,416,354**	**1,176,926**
Common stock	1,522	1,496	1,492	1,457	1,433	1,416
Additional paid-in capital	137,129	126,373	130,725	121,752	112,384	104,745
Retained earnings	389,557	367,216	378,482	349,579	345,545	306,105
Accumulated other comprehensive income (loss)	(2)	(39)	62	(372)	(586)	-
Treasury stock	(165,255)	(150,143)	(153,683)	(150,143)	(150,143)	(129,530)
Total stockholders' equity	**362,951**	**344,903**	**357,078**	**322,273**	**308,633**	**282,736**
Total liabilities and stockholders' equity	**$ 1,967,131**	**$ 1,789,052**	**$ 1,909,109**	**$ 1,794,527**	**$ 1,724,987**	**$ 1,459,662**

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, tangible book value per share, 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	YTD 25
Beginning stockholders' equity	$ 256.9	$ 272.1	$ 282.7	$ 308.6	$ 322.3	$ 357.1	$ 357.9	$ 357.1
Ending stockholders' equity	272.1	282.7	308.6	322.3	357.1	357.9	363.0	363.0
Change in stockholders' equity	15.3	10.6	25.9	13.6	34.8	0.8	5.1	5.9
Beginning allowance for credit losses	122.3	150.0	159.3	178.8	187.4	199.5	199.1	199.5
Ending allowance for credit losses	150.0	159.3	178.8	187.4	199.5	199.1	202.8	202.8
Change in allowance for credit losses	27.7	9.3	19.5	8.6	12.1	(0.4)	3.7	3.3
Change in stockholders' equity	15.3	10.6	25.9	13.6	34.8	0.8	5.1	5.9
Change in allowance for credit losses	27.7	9.3	19.5	8.6	12.1	(0.4)	3.7	3.3
Total change in capital	43.0	19.9	45.4	22.2	46.9	0.4	8.8	9.2
Total change in capital	43.0	19.9	45.4	22.2	46.9	0.4	8.8	9.2
Dividends to stockholders	2.3	9.9	11.8	11.9	12.3	3.0	3.1	6.1
Stock repurchased	12.0	67.4	20.6	-	3.5	6.5	5.0	11.6
Capital generation (non-GAAP)	**$ 57.3**	**$ 97.3**	**$ 77.8**	**$ 34.2**	**$ 62.8**	**$ 9.9**	**$ 16.9**	**$ 26.8**

Non-GAAP Financial Measures (Cont'd)

$ in thousands	2Q 25	2Q 24	2024	2023	2022	2021
Total assets	$ 1,967,131	$ 1,789,052	$ 1,909,109	$ 1,794,527	$ 1,724,987	$ 1,459,662
Less: intangible assets	28,810	19,264	24,524	15,846	12,122	9,517
Tangible assets (non-GAAP)	1,938,321	1,769,788	1,884,585	1,778,681	1,712,865	1,450,145
Debt	1,509,133	1,378,449	1,478,336	1,399,814	1,355,359	1,107,953
Total stockholders' equity	362,951	344,903	357,078	322,273	308,633	282,736
Less: intangible assets	28,810	19,264	24,524	15,846	12,122	9,517
Tangible common equity (non-GAAP)	$ 334,141	$ 325,639	$ 332,554	$ 306,427	$ 296,511	$ 273,219
Shares outstanding	9,962	10,156	10,010	9,759	9,523	9,788
Funded debt-to-equity ratio	4.2	4.0	4.1	4.3	4.4	3.9
Funded debt-to-tangible equity ratio (non-GAAP)	4.5	4.2	4.4	4.6	4.6	4.1
Total stockholders' equity to total assets	18.5%	19.3%	18.7%	18.0%	17.9%	19.4%
Tangible equity to tangible assets (non-GAAP)	17.2%	18.4%	17.6%	17.2%	17.3%	18.8%
Book value per share	$ 36.43	$ 33.96	$ 35.67	$ 33.02	$ 32.41	$ 28.89
Tangible book value per share (non-GAAP)	$ 33.54	$ 32.06	$ 33.22	$ 31.40	$ 31.14	$ 27.91

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, 2019
- Debt balance – the balance for each respective debt agreement, composed of principal balance and accrued interest
- Dividend yield – annualized dividends per share divided by the closing share price as of the last day of the quarter
- Delinquency rate (DQ %) – delinquent loans outstanding as a percentage of ending net finance receivables
- 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
- Same store – comparison of branches with a comparable branch base; the comparable branch base includes those branches open for at least 1 year
- 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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