



2Q 2016 Earnings Call Presentation

July 26, 2016

Safe Harbor Statement

This presentation and the responses to various questions contain forward-looking statements, which reflect our current views with respect to, among other things, the Company's operations and financial performance. You can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. These factors include but are not limited to those described under "Risk Factors" in the Company's Annual Report on Form 10-K and Quarterly Reports on Form 10-Q. We cannot guarantee future events, results, actions, levels of activity, performance or achievements. Neither the Company nor any of its respective agents, employees or advisors undertake any duty or obligation to supplement, amend, update or revise any forward-looking statement, whether as a result of new information or otherwise.

This presentation also contains certain non-GAAP measures. Because they adjust for certain non-operating and non-cash items, the Company believes that non-GAAP measures are useful to investors as supplemental financial measures that, when viewed with the Company's GAAP financial information, provide information regarding trends in the Company's results of operations and credit metrics, which is intended to help investors meaningfully evaluate and compare the Company's results of operations and credit metrics between periods. Please refer to the Appendix accompanying this presentation for a reconciliation of non-GAAP measures to the most comparable GAAP measure.

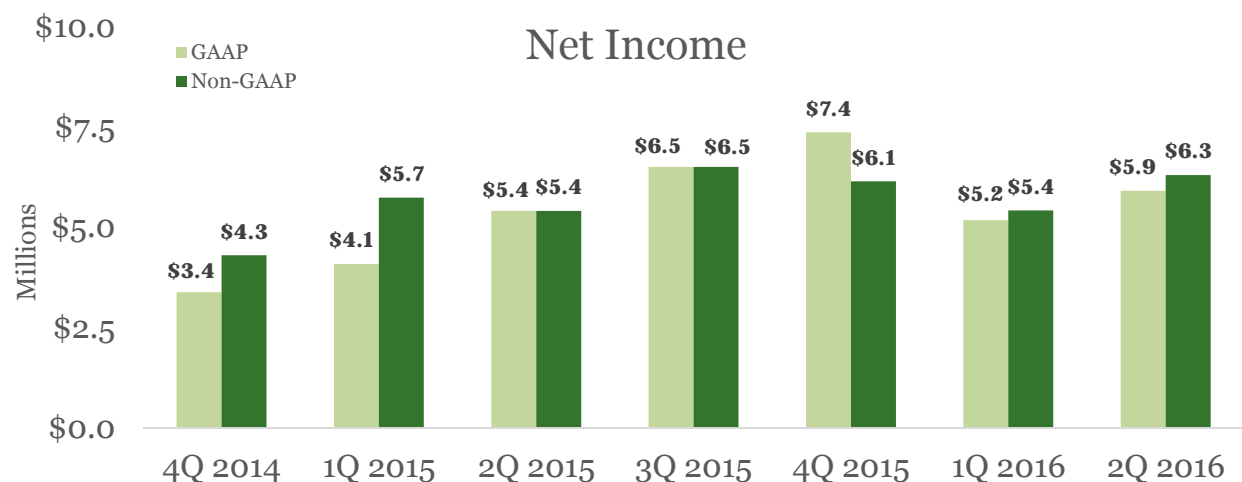
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2Q16 Highlights – A Solid Quarter

	GAAP				Non-GAAP	
(in millions, except EPS)	2Q16	2Q15	\$ Chg B/(W)	% Chg B/(W)	2Q16	% Chg B/(W)
Revenue	\$57.3	\$53.0	\$4.3	8%	\$57.3	8%
Provision for credit losses	\$13.4	\$12.1	(\$1.3)	(11%)	\$13.4	(11%)
G&A expense	\$29.5	\$28.2	(\$1.3)	(5%)	\$28.9	(2%)
Interest expense	\$4.8	\$3.9	(\$0.9)	(22%)	\$4.8	(22%)
Net income	\$5.9	\$5.4	\$0.5	9%	\$6.3	17%
Diluted EPS	\$0.49	\$0.41	\$0.08	20%	\$0.53	29%
ROA	3.8%	4.0%	(0.2%)	(5%)	4.0%	--
ROE	12.0%	11.5%	0.5%	4%	12.8%	11%

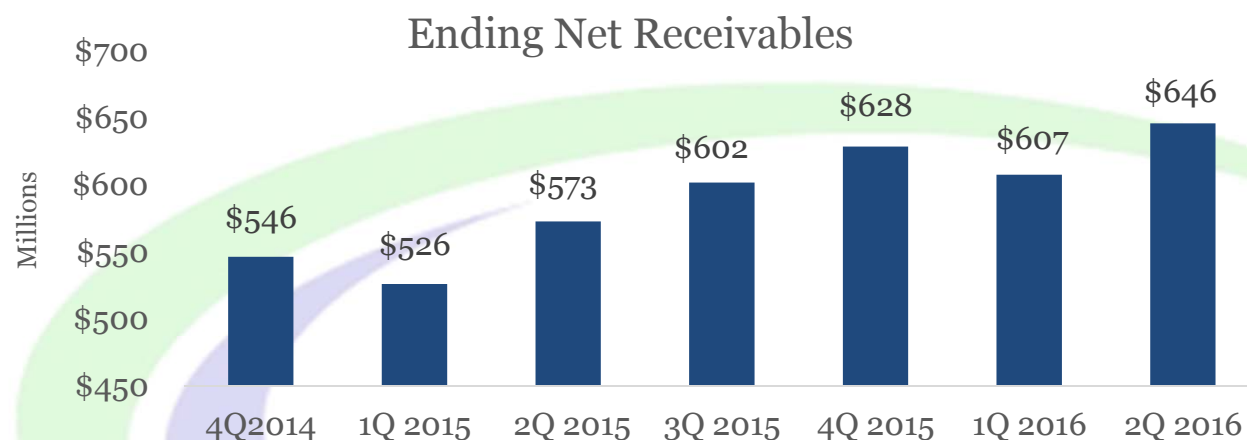
- Non-GAAP earnings exclude \$0.6 million of non-operating system conversion costs. For a reconciliation of non-GAAP financial measures to the nearest comparable GAAP financial measure, please refer to the Appendix of this presentation.

Net Income Follows Seasonal Pattern of Portfolio Growth



- Return to normal pattern of seasonal portfolio-driven performance

Non-GAAP							
NI YoY %	(54.4%)	21.0%	22.6%	110.1%	42.9%	(5.6%)	16.5%
EPS ⁽¹⁾	\$0.33	\$0.44	\$0.41	\$0.50	\$0.47	\$0.42	\$0.53



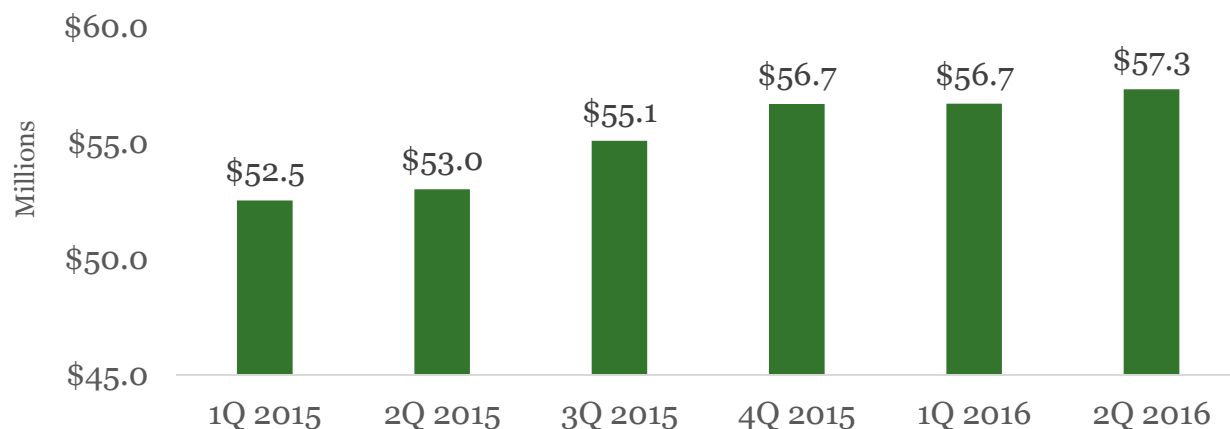
- Achieved double-digit portfolio growth over the prior-year period for the last five quarters

YoY Change	\$1.5	\$24.2	\$54.6	\$58.3	\$82.3	\$81.5	\$73.2
	0.3%	4.8%	10.5%	10.7%	15.1%	15.5%	12.8%

⁽¹⁾ Calculated using diluted share count; non-GAAP net income adjusted for non-operating items

Revenue Growth Driven by Strong Portfolio Growth and Stabilizing Yields

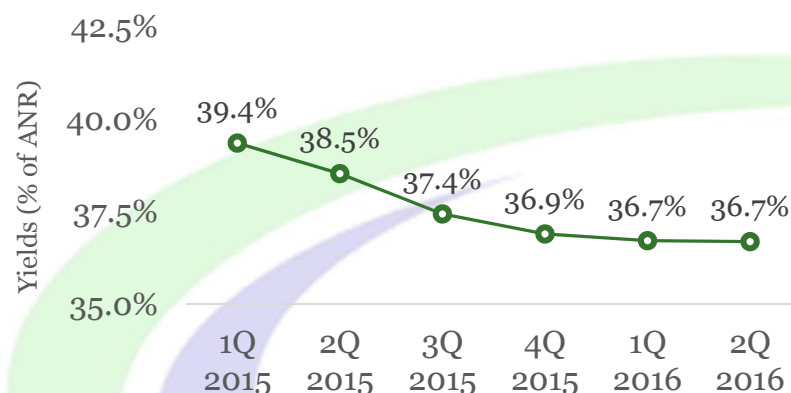
Total Revenue



Sequential Δ	(2.4%)	0.9%	4.0%	2.9%	0.0%	1.1%
Year / Year Δ	5.9%	11.7%	2.2%	5.4%	7.9%	8.2%

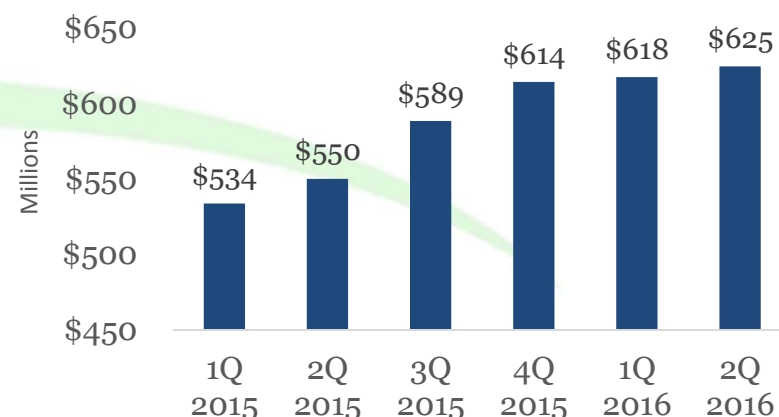
- 8.2% revenue growth is the highest in last four quarters
- Revenue growth continues to converge with growth in average net receivables
- Stable yields

Total Yields



Sequential Δ	(0.4%)	(0.9%)	(1.1%)	(0.5%)	(0.2%)	(0.0%)
Year / Year Δ	1.7%	1.1%	(2.7%)	(2.9%)	(2.7%)	(1.8%)

Average Net Receivables



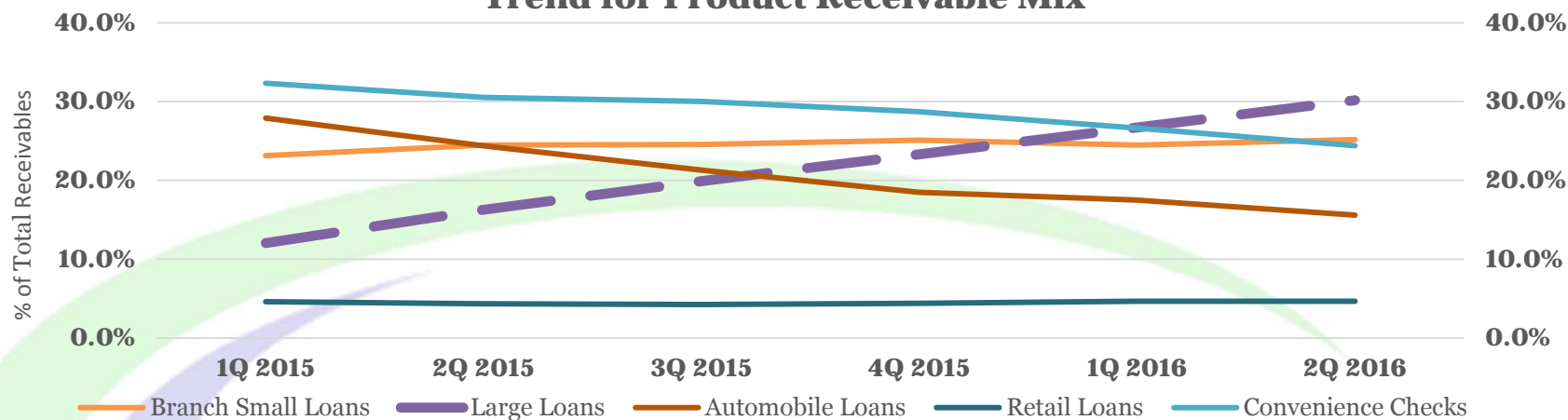
Sequential Δ	(1.4%)	3.1%	7.0%	4.4%	0.5%	1.2%
Year / Year Δ	1.5%	8.5%	9.4%	13.5%	15.7%	13.6%

Product Category Trends

in millions

Ending Net Receivables	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016	2Q 2016	vs. 1Q 2016	vs. 2Q 2015
Branch Small Loans	\$121.6	\$140.2	\$147.7	\$157.8	\$148.7	\$162.6	\$13.9	\$22.4
Convenience Checks	170.0	174.8	180.5	180.4	161.8	157.5	(4.3)	(17.3)
Large Loans	63.3	93.2	119.7	146.6	162.3	194.9	32.6	101.7
Core Loans	\$355.0	\$408.2	\$447.9	\$484.7	\$472.8	\$514.9	\$42.1	\$106.8
Automobile Loans	146.7	139.6	128.1	116.1	106.3	100.7	(5.6)	(38.9)
Retail Loans	24.2	24.8	25.5	27.6	28.3	30.1	1.8	5.3
Total	\$525.9	\$572.5	\$601.6	\$628.4	\$607.4	\$645.7	\$38.4	\$73.2

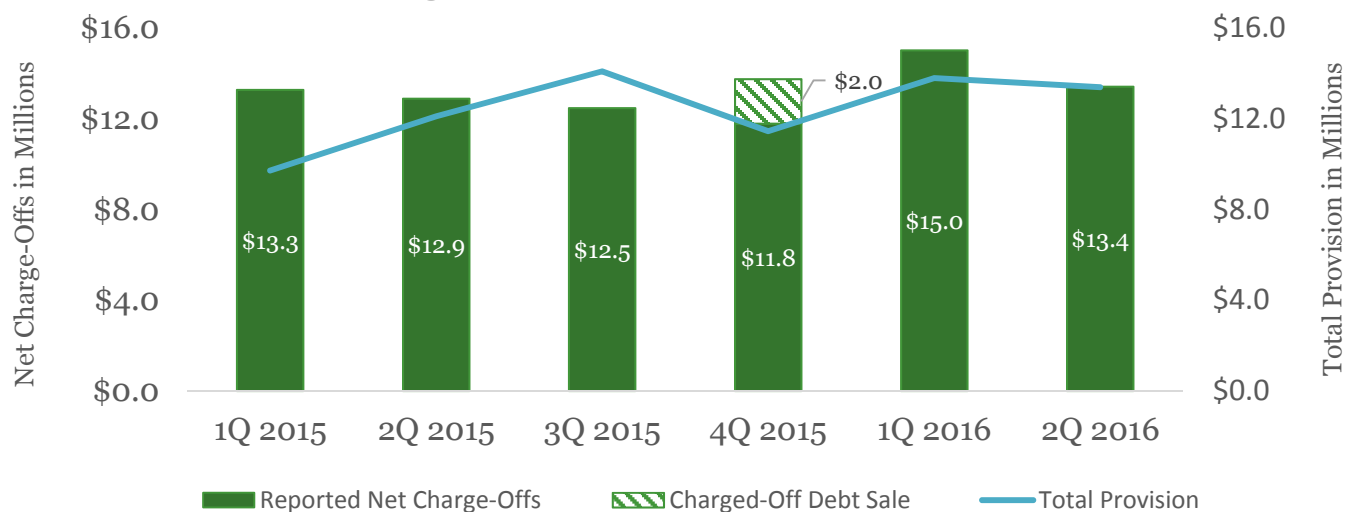
Trend for Product Receivable Mix



- Large loans continue to grow; now represent 30% of total loan portfolio
- Pace of automobile loan liquidation slowed in quarter
- Renewal of checks into small loans began during 2Q; reporting of convenience checks will change in 3Q

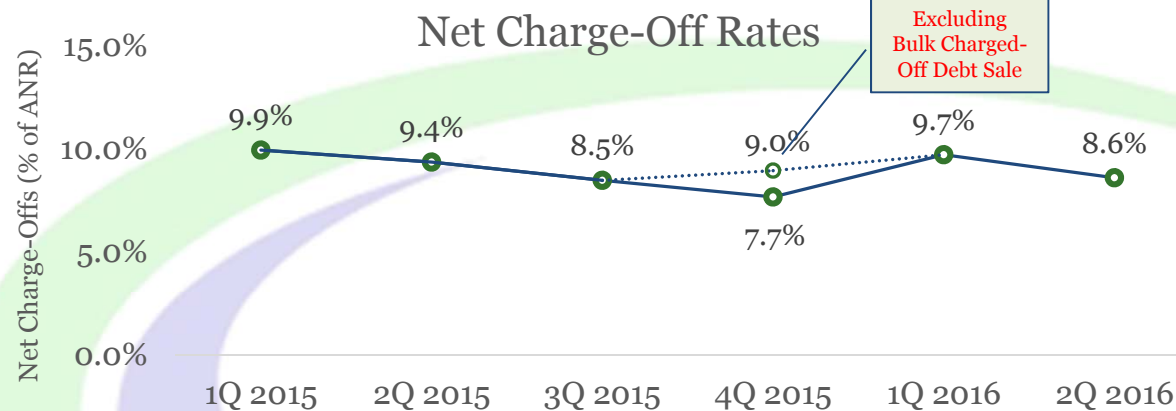
Net Charge-Offs Improve; Credit Quality Stable

Net Charge-Offs & Provision for Credit Losses



- 2Q16 charge-offs reflect roll through of 1Q16 delinquency profile

Sequential Δ	(29.2%)	(3.0%)	(3.2%)	(5.5%)	27.4%	(10.6%)
Year / Year Δ	4.4%	(3.6%)	(9.8%)	(37.1%)	13.1%	4.2%

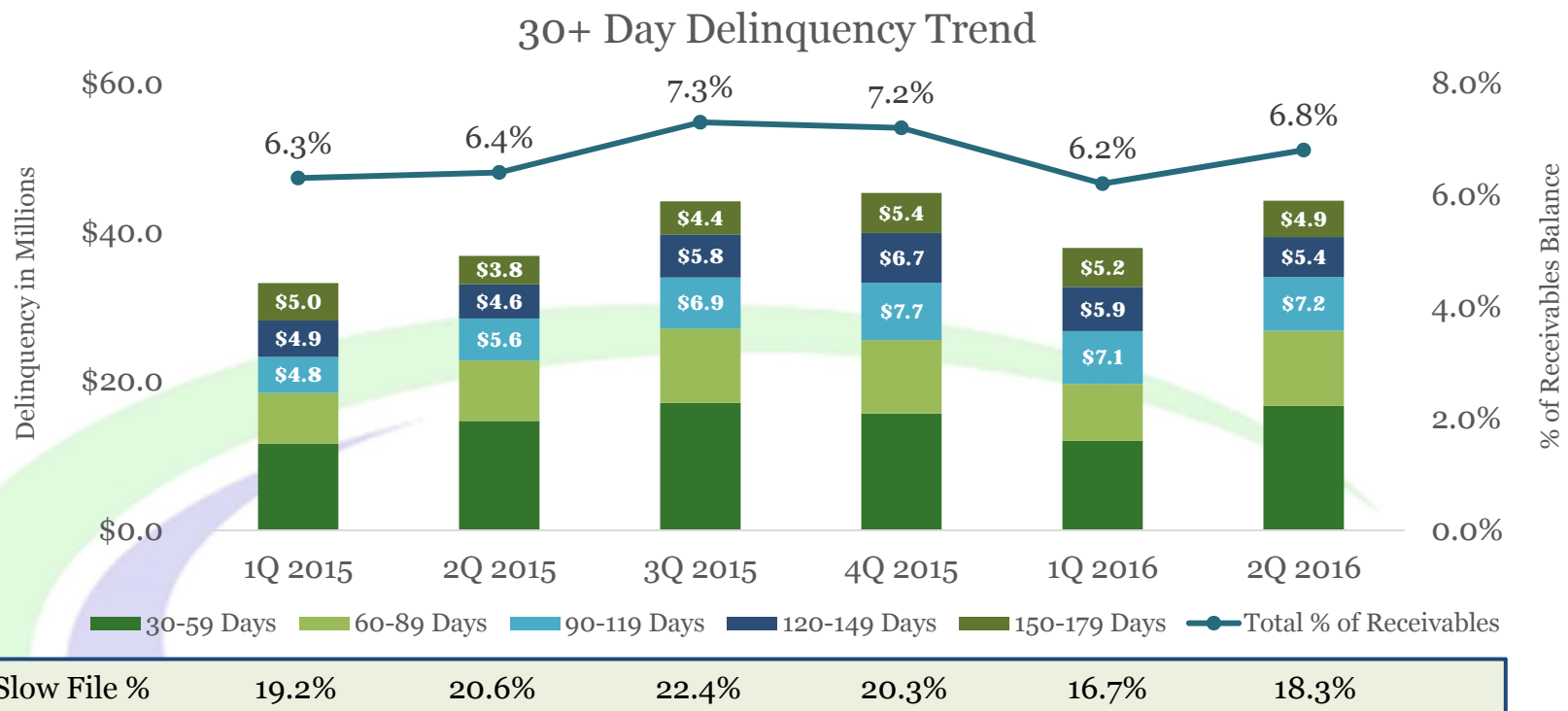


- NCO rate on improving trend line

Sequential Δ	(4.0%)	(0.5%)	(0.9%)	0.5%	0.7%	(1.1%)
Year / Year Δ	0.2%	(1.1%)	(1.8%)	(4.9%)	(0.2%)	(0.8%)

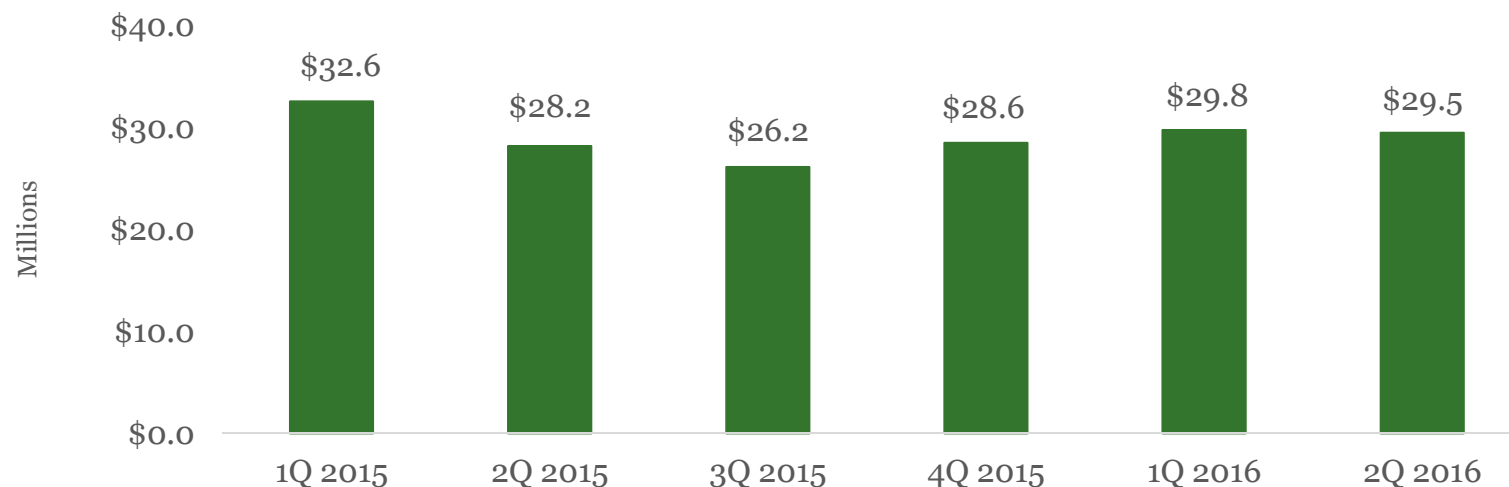
Seasonal Pattern of Delinquency

- 2Q 2016 30+ day delinquency level increased to 6.8%
 - Total delinquencies in 2Q 2016 remained low at 18.3%
- Current profile normally indicative of next two quarters of loss
 - Last three delinquency buckets expected to roll through in third quarter



Good Sequential and Year-Over-Year Expense Management

Total G&A Expenses



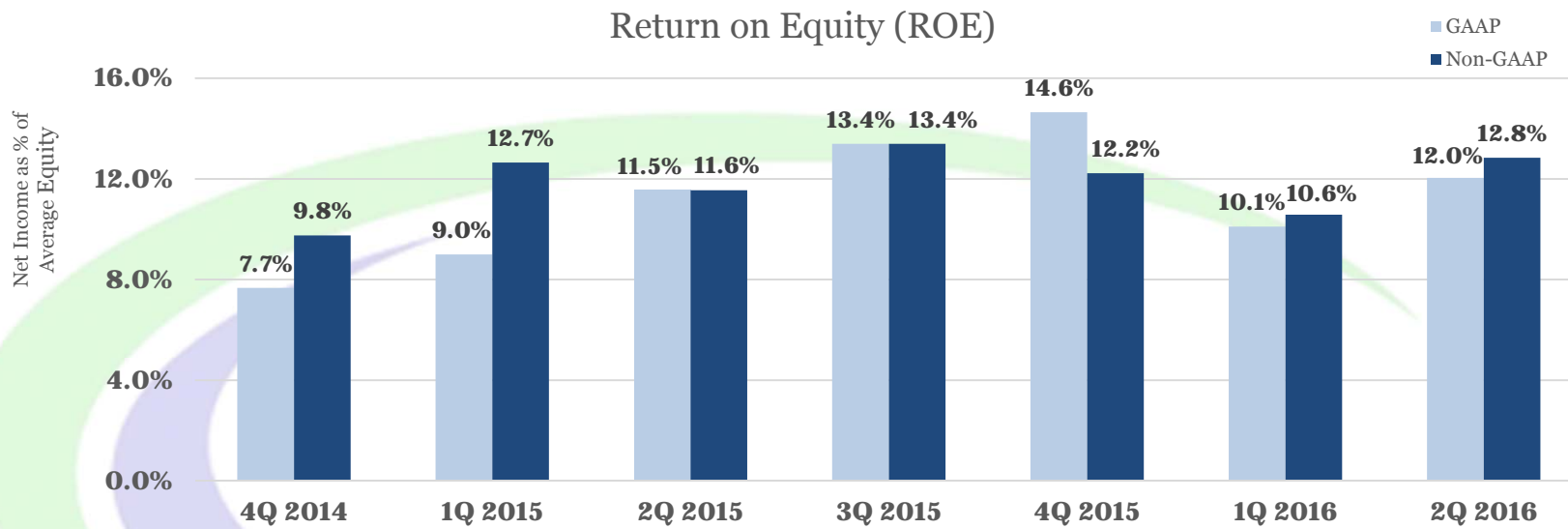
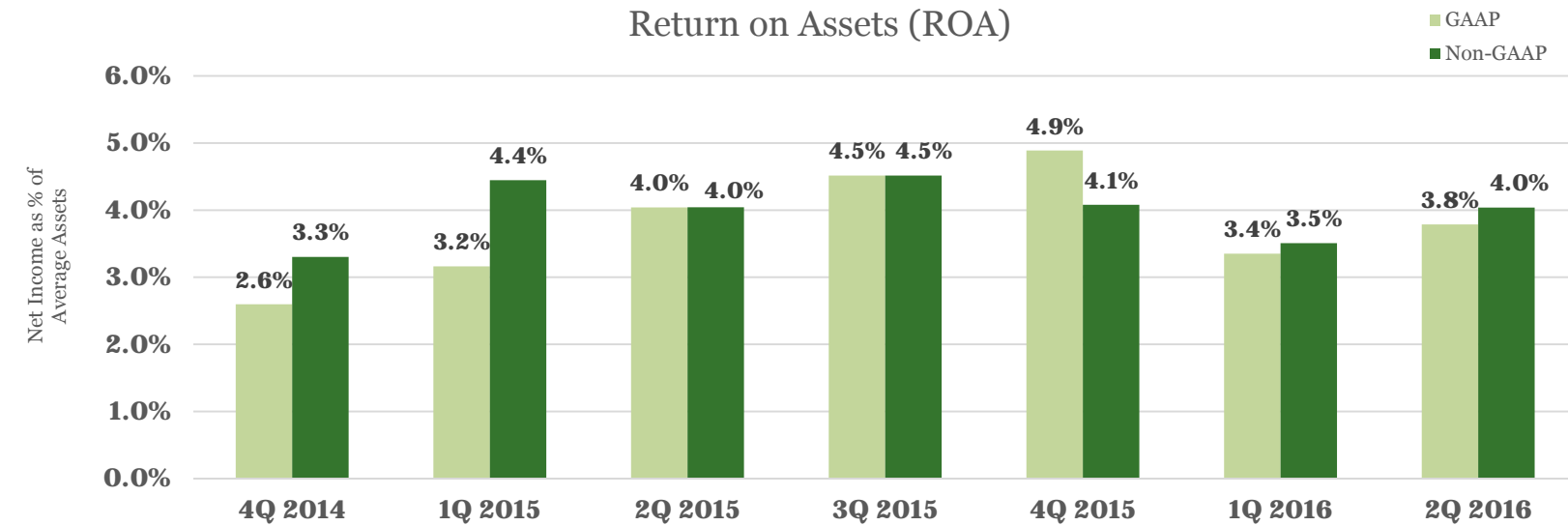
Sequential Δ	14.9%	(13.4%)	(7.3%)	9.0%	4.4%	(0.9%)
Year / Year Δ	64.0%	21.7%	3.6%	0.5%	(8.6%)	4.6%

- Relatively flat expense profile despite 22 net additional branches 2Q16 vs. 2Q15, ~ \$1.2 million
- System conversion expense of \$0.4 million in 1Q16 and \$0.6 million in 2Q16

Estimated Incremental Costs From 2016 Initiatives

in millions	Actual 1Q16	Actual 2Q16	Estimated 3Q16	Estimated 4Q16
Loan system conversion costs	\$0.4	\$0.6	\$0.8	\$0.5
After-tax impact	\$0.2	\$0.4	\$0.5	\$0.3

Normalized Return Ratios Trends - Fluctuate with Seasonal Results



Strategic Updates

Nortridge loan management system

- 8 Virginia branches on system
- Converted all 18 New Mexico branches in July
- Incurring higher IT costs in 2016 for system implementation

Marketing / Online lending update

- LendingTree channel – call transfer extended to all markets in 3Q
- South Carolina online lending functionality test completed
 - Adding new states in 3Q
 - Adding new products to channel

CFPB Proposed “Small Dollar” Lending Rule – Highlights

Certain key elements of the proposed rule include:

- The proposal requires **underwriting of covered loans** at the inception of the loan—an “**ability to repay**” determination. Lenders must make a reasonable determination that the consumer will have enough after-tax income during the loan term to repay the full amount of each payment of the covered loan, fulfill the consumer’s “major financial obligations” (e.g. housing, debt obligations, and child support), and meet basic living expenses.
- Definition of “**covered loan**” **includes** loans with a total cost of credit (or “all-in APR”) above 36% AND
 - Collateral is a non-purchase money security interest in a vehicle, OR
 - Lender obtains a “leveraged payment mechanism” (e.g. ability to initiate repayment through a consumer’s account or paycheck)
- The **all-in APR** includes the cost of credit insurance and other ancillary products, finance charges, and fees.
- Definition of “**covered loan**” **excludes** purchase money loans (e.g. RM’s automobile and retail loan portfolios)
- **Estimated Effectiveness of Final Rule: 2018**

CFPB Proposed “Small Dollar” Lending Rule – Impact

RM’s business practices and estimated impact of proposed rule:

- RM estimates that **4% to 5%** of its current portfolio would qualify as covered loans under the proposed rule based on an all-in APR above 36% and a non-purchase money security interest in a vehicle.
- RM does not obtain a “leveraged payment mechanism” through access to a consumer’s account or paycheck.
- RM currently underwrites all branch loans to a customer’s ability to repay.
- RM’s automobile and retail loan portfolios (purchase money loans) will not be covered by the proposed rule.
- RM’s rollout of electronic payment options will only support customer-initiated payment transactions in compliance with rules.

Appendix

Non-GAAP Reconciliation

Because they adjust for certain non-operating and non-cash items, the Company believes that non-GAAP measures are useful to investors as supplemental financial measures that, when viewed with the Company's GAAP financial information, provide information regarding trends in the Company's results of operations and credit metrics, which is intended to help investors meaningfully evaluate and compare the Company's results of operations and credit metrics between periods.

in millions

Non-GAAP Reconciliation	4Q 2014	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016	2Q 2016
GAAP net income	\$3.4	\$4.1	\$5.4	\$6.5	\$7.4	\$5.2	\$5.9
Adjustments	1.5	2.7	—	—	(2.0)	0.4	0.6
Tax effect	(0.6)	(1.0)	—	—	0.7	(0.2)	(0.2)
Non-GAAP net income	\$4.3	\$5.7	\$5.4	\$6.5	\$6.1	\$5.4	\$6.3

in millions

Adjustments	4Q 2014	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016	2Q 2016
Loan system conversion	\$0.3	\$0.6	\$ —	\$ —	\$ —	\$0.4	\$0.6
CEO separation	1.2	—	—	—	—	—	—
Executive retirement	—	0.5	—	—	—	—	—
CEO stock award	—	1.5	—	—	—	—	—
Bulk sale of charged-off loans	—	—	—	—	(2.0)	—	—
Total adjustments	\$1.5	\$2.7	\$ —	\$ —	(\$2.0)	\$0.4	\$0.6

