



Placement Analysis Report (PAR) Definitions

This document serves as a reference guide to facilitate your understanding of the Placement Analysis Report (PAR) by providing a definition for each category listed.

Category	Definition
AGING PERIOD	<p>This category represents the periods during which the accounts were placed. These periods are as follows:</p> <ul style="list-style-type: none">• 25 to 36 months - A 12-month summary total• 13 to 24 months - A month-by-month breakdown of account placement• 1 to 12 months - A month-by-month breakdown of account placement <p>NOTE: As a rule of thumb, recovery percentages will increase as accounts are collected in full and/or enter into repayment. For example, accounts in the first six months of placement will not reflect recovery rates as high as accounts placed 12-24 months ago.</p>
ACCOUNTS PLACED	<p>This category represents the number and dollar value of the accounts referred to GRC for collection including collection cost if applicable.</p>
CLIENT RECALLED	<p>This category represents the number and dollar value of the accounts referred to GRC for collection but were closed and returned for the following reasons:</p> <ul style="list-style-type: none">• Accounts placed in error• Accounts in which the debtor is:<ol style="list-style-type: none">1- Bankrupt2- Deceased3- Institutionalized4- Incarcerated5- Physically or Mentally ill or disabled6- Eligible for deferment• Placement is cancelled• Account is a duplicate placement• Contract Expired• Account is in Cohort Forbearance• Account is Out of Statute• Account is Recalled• Account cannot be validated when disputed• Account has been paid up to date (balance closed back to client)

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NET PLACEMENTS	<p>This category represents the number and the dollar value of net placements. The net placement data is a fixed amount. All collection activity is measured against this category of placements. The number and dollar value of net placements are calculated as follows:</p> <p>Number of Net Placements – Number of Accounts Placed – Number of Client Recalled</p> <p>Dollar Value of Net Placements = Dollar Value of Accounts Placed – Dollar Value of Client Recalled.</p> <p>NOTE: All percentages are factored against net placements to provide you with accurate recovery percentages.</p>
GROSS COLLECTIONS	<p>This category represents the total number of dollars collected and the percentage of the dollars collected. The percentage of dollars collected is calculated by dividing the dollar value of the gross collections by the dollar value of the Net Placements. This percentage may exceed 100% due to the updating of interest, principal, other charges and collection costs collected after account placement.</p> <p>Note: These figures may continue to increase as future months' collections are applied against net placements.</p>
PIF/SIF	This category represents paid-in-full or settled-in-full accounts for that particular period.
C&R	This category represents accounts that GRC has closed and returned as being uncollectible.
OPEN ACCOUNTS	<p>This category represents the number of open accounts in GRC inventory. The number is calculated as follows:</p> <p>Number of Accounts Placed – Client Recalls – PIF/SIF – C&R = Open Accounts</p>
TOTALS (at the bottom of the page)	<p>This line represents the total for <u>ALL</u> aging categories, from the oldest accounts (36 months) to the most recent accounts placed. Because this total includes all categories, the percentage of gross collections may fluctuate by those accounts placed during the 1-12-month aging period. In addition to providing a “total” number, the PAR also provides “individual” summaries for each of the aging periods (i.e. 1-12, 13-24, and 25-36) so that you may project success rates and cash flow for accounts in all aging categories.</p>

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