

The Leader in Stock Valuation and Forecasting

RATING AND FORECAST REPORT

Company Name: REGIONAL MANAGE Ticker: RM

Feb. 29, 2016

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REGIONAL MANAGE (NYSE: RM)



DATA SUMMARY

Sector: Finance Industry: Finance-Consumer Loans

Last Close: \$15.20 Trade Date: Feb 26, 2016 1-Yr Forecast: 13.18% 1-Yr Momentum: -4.22%

Valuation: -8.38% Trailing P/E: 8.26 Market Cap (bil): 0.19 Forward P/E: 7.11 PEG Ratio: 0.51 **EPS Growth:** 16.12% **P/S Ratio: 0.89** M/B Ratio: 0.99 Volatility: 45.81% Sharpe Ratio: -0.13 **5-Yr Avg Return:** -6.17% Beta: 1.45 52-Wk High: \$20.27 52-Wk Low: \$11.77 Avg Volume: 70705 Alpha: -0.05

VALUENGINE RECOMMENDATION

NEGATIVE NEUTRAL POSITIVE underperform match outperform



ValuEngine recommendation covers more than 5000 companies. The recommendations are based on the proprietary ValuEngine one-year forecast return model output for each individual equity. ValuEngine's Five-Engine rating stocks have an averaged annual return of 19.99% since 2002.

FORECAST ANALYSIS

	Target Price	Exp. Return
1-Month	\$15.37	1.10%
3-Month	\$15.66	3.01%
6-Month	\$15.95	4.96%
1-Year	\$17.20	13.18%
2-Year	\$16.70	9.87%
3-Year	\$17.14	12.78%

The predictive variables used in Valuengine's forecast model include both proprietary and well-established variables derived from credible financial studies and publications. We use a distinct forecasting model for each time horizon and apply the most advanced statistical/econometric techniques to ensure that our stock return forecasts are as reliable as possible. Click for more information on ValuEngine's models.

PRICE AND RECOMMENDATION HISTORY



Most Recent Recommendation Changes

Feb 02, 2016
Downgrade to Buy
Jan 25, 2016
Upgrade to Strong Buy
Dec 18, 2015
Downgrade to Buy

Past Performance

Last One Month	9.99%
Last Three Month	-2.75%
Last Six Month	0.13%
Last One Year	-4.22%

CONTACT VALUENGINE

ValuEngine Inc.

PO Box 399 Melbourne, FL 32902 (800) 381-5576 (T) support@ValuEngine.com www.ValuEngine.com ValuEngine's fundamentally-based, quant-derived research is now available to private investors. ValuEngine's research will enhance your ability to evaluate individual stocks, manage your portfolio and allocate capital for maximum returns. ValuEngine currently covers @5500 US equities as well as most major Canadian stocks.

REGIONAL MANAGE (NYSE: RM)



VALUENGINE EVALUATION & RANKINGS

	Value	Rank
1-Yr Forecast	13.18%	99
Valuation	-8.38%	47
1-Yr Momentum	-4.22%	68
P/E Ratio	8.26	91
Market Cap	0.19B	47
EPS Growth	16.12%	57
5-Yr Avg Return	-6.17%	47
Volatility	45.81%	38
Sharpe Ratio	-0.13	50
P/S Ratio	0.89	65
M/B Ratio	0.99	72
Surprise	0.07	64

Just as important as the percentages shown for our predictive variables for each stock is the way they are ranked against @7000 stocks in our database. This is sometimes confusing to newcomers to ValuEngine. Each of these quantitative measurements is ranked on a scale of 1 to 100. Generally the higher the ranking, the more positive the influence each measurement has on the overall attractiveness of the stock. In other words a high rank is always better. For example: Forecast rank 99: 1% of stocks have higher forecast returns.

Valuation rank 47: 53% of stocks are more undervalued.

Momentum rank 68: 32% of stocks have higher momentum.

P/E rank 91: 9% of stocks have lower P/E ratios.

Size rank 47: 53% of stocks have higher market capitalization.

Volatility rank 38: 62% of stocks have less volatility.

COMPARISON TO INDUSTRY

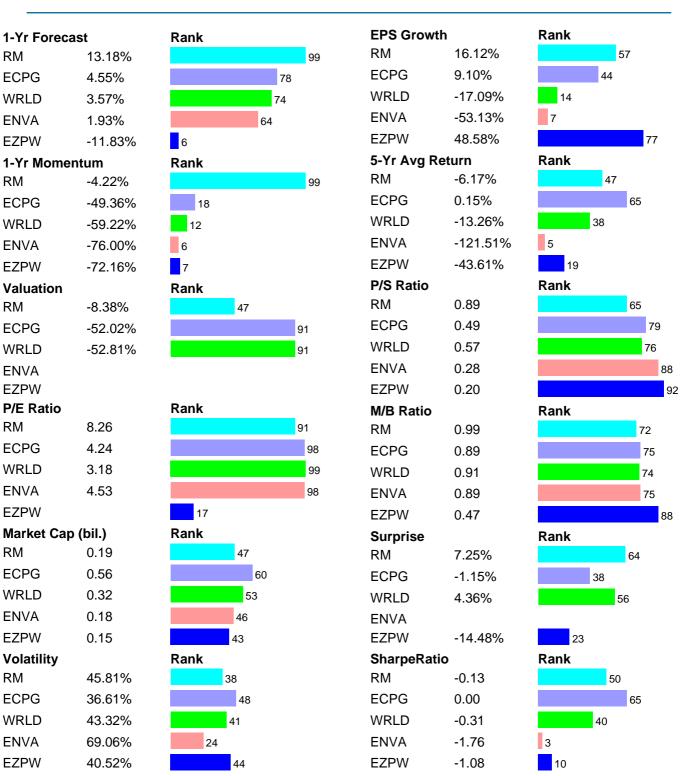
1-Yr Foreca	st	Rank	EPS Growth	1	Rank
RM	13.18%	99	RM	16.12%	57
Industry	3.56%	70	Industry	10.65%	42
Sector	3.60%	68	Sector	19.28%	44
1-Yr Momer	ntum	Rank	5-Yr Avg Re	turn	Rank
RM	-4.22%	68	RM	-6.17%	47
Industry	-22.72%	45	Industry	-6.34%	54
Sector	-10.60%	58	Sector	-1.21%	62
S&P 500	-7.71%	64	S&P 500	3.05%	71
Valuation		Rank	P/S Ratio		Rank
RM	-8.38%	47	RM	0.89	65
Industry	-19.81%	60	Industry	1.60	57
Sector	-9.46%	48	Sector	4.12	39
P/E Ratio		Rank	M/B Ratio		Rank
RM	8.26	91	RM	0.99	72
Industry	11.37	74	Industry	1.62	65
Sector	15.01	72	Sector	1.74	63
Market Cap	(bil.)	Rank	Surprise		Rank
RM	0.19	47	RM	7.25%	64
Industry	4.39	62	Industry	-2.38%	48
Sector	3.43	49	Sector	-7.63%	48
Volatility		Rank	SharpeRatio)	Rank
RM	45.81%	38	RM	-0.13	50
Industry	49.48%	48	Industry	-0.19	52
Sector	27.19%	68	Sector	0.03	61
S&P 500	19.24%	75	S&P 500	0.16	73

REGIONAL MANAGE (NYSE: RM)



COMPARISON WITH PEERS

		Return Forecast : Expected Return						
Ticker	Company Name	VE Rating	1-Mon	3-Mon	6-Mon	1-Yr	2-Yr	3-Yr
RM	REGIONAL MANAGE	5	1.10%	3.01%	4.96%	13.18%	9.87%	12.78%
ECPG	ENCORE CAP GRP	3	0.38%	0.62%	-1.03%	4.55%	-16.92%	-22.46%
WRLD	WORLD ACCEPTANC	3	0.30%	0.60%	-1.20%	3.57%	-16.83%	-20.52%
ENVA	ENOVA INTL INC	3	0.16%	1.78%	0.97%	1.93%	5.28%	13.67%
EZPW	EZCORP INC CL A	2	-0.99%	-2.48%	-5.21%	-11.83%	-11.37%	-3.54%



REGIONAL MANAGE (NYSE: RM)



ANALYST OPINIONS

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D	u	v

The mean recommendation was calculated from the numbers provided by Zacks.

Current Mean: 3.50 Number of Analyst: 4



LTG

Sell: 0
Strong Sell: 1

Recommendation Mean Trend

Three Month Ago: 3.50
Two Month Ago: 3.50
One Month Ago: 3.50
Current: 3.50

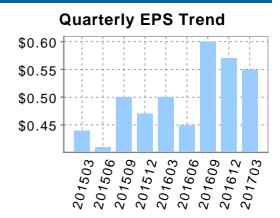
EPS CONSENSUS EXPECTATIONS

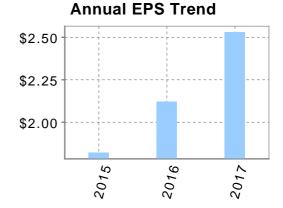
Quarter	201603	201606	201609	201612	201703
Mean	\$0.50	\$0.45	\$0.60	\$0.57	\$0.55
# of Estimates	3	3	3	3	2
High	\$0.55	\$0.48	\$0.61	\$0.63	\$0.55
Low	\$0.42	\$0.41	\$0.58	\$0.52	\$0.54
Same Qtr Last Yr	\$0.44	\$0.41	\$0.50	\$0.47	\$0.50
% Growth	13.64	8.94	20.00	21.99	9.00



Year/LTG	2016	2017	2018	2019	LTG
Mean	\$2.12	\$2.53			
# of Estimates	3	3	0	0	0
High	\$2.16	\$2.57			
Low	\$2.07	\$2.48			
Previous Year	\$1.82	\$2.12	\$2.53		
% Growth	16.48	19.18			

Quarter	201503	201506	201509	201512
Estimated EPS	\$0.36	\$0.37	\$0.51	\$0.48
Actual EPS	\$0.44	\$0.41	\$0.50	\$0.47
Difference	\$0.08	\$0.04	\$-0.01	\$-0.01
% Surprise	22.22	10.81	-1.96	-2.08





BUSINESS SUMMARY

Regional Management Corp. is a diversified specialty consumer finance company engaged in providing loan products primarily to customers with limited access to consumer credit from banks, thrifts, credit card companies and other traditional lenders. It offers Small Installment Loans, Large Installment Loans, Automobile Purchase Loans, Furniture and Appliance Purchase Loans and Insurance Products. The Company has operations primarily in South Carolina, Texas, North Carolina, Tennessee and Alabama. Regional Management Corp. is headquartered in Greenville, South Carolina.



ANNUAL FINANCIALS (All numbers in millions)									
Balance Sheet	201012	201112	201212	201312	201412				
Cash	0.86	4.85	3.30	4.12	4.01				
Marketable Securities									
Receivables	229.25	287.29	413.94	514.60	505.68				
Inventory									
Raw Materials									
Work in Progress									
Finished Goods									
Notes Receivable									
Other Current Assets									
Total Current Assets	230.10	292.14	417.24	518.72	509.69				
Property, Plant & Equipment	9.94	12.52	14.68	18.42	21.08				
Accumulated Depreciation	6.87	8.07	9.57	11.32	12.17				
Net Property, Plant & Equipment	3.07	4.45	5.11	7.10	8.91				
Investment & Advances									
Other non-current Assets									
Deferred Charges	4.38	0.02			1.87				
Intangibles			2.18	2.10	1.56				
Deposits & other assets	3.81	7.55	10.46	5.97	8.24				
TOTAL ASSETS	241.36	304.15	434.99	533.89	530.27				
Notes Payable									
Accounts Payable	7.97	7.45	6.10	7.31	10.53				
Current Portion of Long-term Debt									
Current Portion of Capital Leases									
Accrued Expenses									
Income Taxes Payable									
Other Current Liabilities									
Total Current Liabilities	7.97	7.45	6.10	7.31	10.53				
Mortgages									
Deferred Charges (taxes/income)			5.95	2.65					
Convertible Debt									
Long Term Debt	164.13	206.01	292.38	362.75	341.42				
Non-Current Capital Leases									
Other Long-Term Liabilities	25.81	25.81							
TOTAL LIABILITIES	197.91	239.27	304.42	372.72	351.95				
Minority Interest (liabilities)									
Preferred Stock									
Common Stock, Net	0.93	0.93	1.25	1.27	1.28				
Capital Surplus	27.96	28.15	80.16	83.32	85.66				
Retained Earnings	2.55	23.80	49.16	76.59	91.39				
Treasury Stock									
Other Liabilities	12.00	12.00							
SHAREHOLDERS' EQUITY	43.44	64.88	130.57	161.17	178.32				
TOTAL LIABILITES & SHAREHOLDERS EQUITY	241.36	304.15	434.99	533.89	530.27				



ANNUAL FINANCIALS (All nur	nbers ir	million	s)					
Income Statement	200812	200912	201012	201112	201212	201312	201412	201512
Net Sales or Revenues	66.74	72.81	86.83	105.22	136.05	170.63	204.72	217.31
Cost of Goods Sold								
Gross Profit	66.74	72.81	86.83	105.22	136.05	170.63	204.72	
Research & Development Expense								
Selling, General, & Admin. Expense	46.88	49.78	51.33	59.46	84.50	110.23	165.83	
Income Before Deprec., Depletion, Amort.	19.86	23.02	35.51	45.76	51.54	60.40	38.89	
Depreciation, Depletion, Amortization								
Non-Operating Income								
Interest Expense	11.10	8.68	9.88	12.34	11.61	14.14	14.95	
Pretax Income	8.75	14.34	25.62	33.41	39.93	46.25	23.94	
Provision for Income Taxes	2.27	4.47	9.18	12.17	14.57	17.46	9.14	
Minority Interest								
Investment Gains (Losses)								
Other Income								
Income Before Extraordinaries & Disc	6.47	9.87	16.44	21.24	25.37	28.79	14.80	23.37
Extraordinary Items & Discontinued								
Net Income	6.47	9.87	16.44	21.24	25.37	28.79	14.80	23.37
EPS - Basic, net	0.69	1.06	1.76	2.28	2.17	2.29	1.17	1.82
EPS - Diluted, net	0.68	1.03	1.70	2.21	2.12	2.23	1.14	1.79
EPS - Diluted, before non-recurring items	0.68	1.03	1.70	2.21	2.12	2.35	1.22	1.82
Cash Flow Statement		200812	200912	201012	201112	201212	201312	201412
Net Income (Cash Flow)		6.47	9.87	16.44	21.24	25.37	28.79	14.80
Depreciation, Depletion, Amortization-CF		1.60	1.50	1.74	1.54	3.12	5.03	6.10
Net Increase (decrease) in		2.21	0.31	2.55	-4.20	-4.68	3.30	0.17
Cash from (used in) Discontinued								
Other Adjustments - Net		16.36	19.53	20.48	22.47	33.75	35.47	64.45
Net Cash from (used by) Operating		26.65	31.23	41.22	41.05	57.57	72.59	85.52
(increase) Decrease in Prop,Plant,&		-1.34	-0.55	-1.21	-2.58	-2.00	-4.15	-4.44
Acquisition/disposition of subsidiaires,othr			-0.80	-0.04		-28.39	-0.58	-0.13
Increase (decrease) in investments								
Other Cash inflow from investment		-39.85	-39.35	-49.35	-76.35	-129.07	-137.95	-59.96
Net Cash from (used by) invesment		-41.19	-40.71	-50.60	-78.93	-159.46	-142.68	-64.53
Issuance (purchase) of equity shares						39.78		
Issuance (repayment) of debt securities		-1.63	-0.39	7.01	42.24	60.56	70.37	-21.33
Increase (decrease) in bank & other		16.39	11.67	7.01	42.70	86.37		
Payment of dividends & other cash								
Other cash from (used by) financing		-0.33	-0.21	0.22	-0.36		0.54	0.23
Net Cash from (used by) Financing		14.42	11.06	7.22	41.88	100.34	70.91	-21.10
Effect of Exchange Rate Changes on								
Net Change in Cash & Cash Equivalents		-0.11	1.58	-2.16	3.99	-1.55	0.82	-0.11
0 105 11 1 11 1 1								
Cash & Equivalents at beginning of year		1.54	1.43	3.02	0.86	4.85	3.30	4.12
Cash & Equivalents at beginning of year Cash & Equivalents at year end		1.54 1.43	1.43 3.01	3.02 0.86	0.86 4.85	4.85 3.30	3.30 4.12	4.12



QUARTERLY FINANCIALS (AII	numbe	rs in mi	llions)					
Balance Sheet	201312	201403	201406	201409	201412	201503	201506	201509
Cash	4.12	6.27	3.56	3.83	4.01	2.06	4.79	4.92
Marketable Securities								
Receivables	514.60	467.41	483.39	500.05	505.68	488.96	536.35	563.82
Inventory								
Raw Materials								
Work in Progress								
Finished Goods								
Notes Receivable								
Other Current Assets								
Total Current Assets	518.72	473.67	486.95	503.88	509.69	491.02	541.15	568.74
Property, Plant & Equipment	18.42				21.08			
Accumulated Depreciation	11.32				12.17			
Net Property, Plant & Equipment	7.10	7.37	7.93	8.55	8.91	8.21	8.65	9.38
Investment & Advances	1.10	7.07	7.00	0.00	0.01	0.21	0.00	0.00
Other non-current Assets								
Deferred Charges				2.92	1.87	1.37	2.31	0.27
Intangibles	2.10	1.94	1.78	1.69	1.56	1.46	1.37	1.28
Deposits & other assets	5.97	5.63	7.33	5.78	8.24	5.68	7.51	9.30
TOTAL ASSETS	533.89	488.61	504.00	522.82	530.27	507.74	560.98	588.97
TOTAL ASSETS	333.09	400.01	304.00	322.02	330.21	307.74	300.90	300.91
Notes Payable								
Accounts Payable	7.31	9.32	6.72	9.86	10.53	10.91	10.73	11.75
Current Portion of Long-term Debt								
Current Portion of Capital Leases								
Accrued Expenses								
Income Taxes Payable								
Other Current Liabilities								
Total Current Liabilities	7.31	9.32	6.72	9.86	10.53	10.91	10.73	11.75
Mortgages								
Deferred Charges (taxes/income)	2.65	1.80	0.85					
Convertible Debt								
Long Term Debt	362.75	310.32	324.57	339.32	341.42	312.54	359.49	379.62
Non-Current Capital Leases								
Other Long-Term Liabilities								
TOTAL LIABILITIES	372.72	321.44	332.14	349.19	351.95	323.44	370.22	391.37
Minority Interest (liabilities)								
Preferred Stock								
Common Stock, Net	1.27	1.27	1.27	1.27	1.28	1.29	1.29	1.29
Capital Surplus	83.32	83.71	83.98	84.35	85.66	87.54	88.58	88.91
Retained Earnings	76.59	82.20	86.62	88.01	91.39	95.48	100.88	107.39
Treasury Stock	10.00	02.20	00.02	00.01	31.00	33.40	.00.00	107.03
Other Liabilities								
SHAREHOLDERS' EQUITY	161.17	167.17	171.86	173.63	178.32	184.30	190.76	197.60
TOTAL LIABILITES & SHAREHOLDERS	533.89	488.61	504.00	522.82	530.27	507.74	560.98	588.97



QUARTERLY FINANCIALS (AI	l numbe	rs in mi	llions)					
Income Statement	201403	201406	201409	201412	201503	201506	201509	201512
Net Sales or Revenues	49.58	47.44	53.91	53.79	52.52	53.00	55.10	56.69
Cost of Goods Sold								
Gross Profit	49.58	47.44	53.91	53.79	52.52	53.00	55.10	
Research & Development Expense								
Selling, General, & Admin. Expense	36.84	36.82	47.83	44.35	42.34	40.35	40.27	
Income Before Deprec., Depletion, Amort.	12.74	10.62	6.08	9.45	10.19	12.66	14.83	
Depreciation, Depletion, Amortization								
Non-Operating Income								
Interest Expense	3.76	3.56	3.85	3.78	3.60	3.93	4.34	
Pretax Income	8.98	7.06	2.24	5.67	6.59	8.72	10.49	
Provision for Income Taxes	3.37	2.65	0.84	2.29	2.50	3.32	3.99	
Minority Interest								
Investment Gains (Losses)								
Other Income								
Income Before Extraordinaries & Disc	5.61	4.41	1.40	3.38	4.08	5.41	6.51	7.37
Extraordinary Items & Discontinued								
Net Income	5.61	4.41	1.40	3.38	4.08	5.41	6.51	7.37
EPS - Basic, net	0.44	0.35	0.11	0.27	0.32	0.42	0.51	0.57
EPS - Diluted, net	0.43	0.34	0.11	0.26	0.31	0.41	0.50	0.56
EPS - Diluted, before non-recurring items	0.36	0.34	0.11	0.33	0.44	0.41	0.50	0.47
Cash Flow Statement	201312	201403	201406	201409	201412	201503	201506	201509
Net Income (Cash Flow)	28.79	5.61	10.02	11.42	14.80	4.08	9.49	16.00
Depreciation, Depletion, Amortization-CF	5.03	1.20	2.51	3.72	6.10	2.77	1.77	2.72
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in								
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued	5.03 3.30	1.20 2.19	2.51 -2.25	3.72 2.33	6.10 0.17	2.77 3.01	1.77 0.52	2.72 1.09
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net	5.03 3.30 35.47	1.20 2.19 16.06	2.51 -2.25 28.70	3.72 2.33 47.46	6.10 0.17 64.45	2.77 3.01 10.56	1.77 0.52 25.10	2.72 1.09 41.84
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net Net Cash from (used by) Operating	5.03 3.30 35.47 72.59	1.20 2.19 16.06 25.06	2.51 -2.25 28.70 38.98	3.72 2.33 47.46 64.94	6.10 0.17 64.45 85.52	2.77 3.01 10.56 20.43	1.77 0.52 25.10 36.89	2.72 1.09 41.84 61.65
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net Net Cash from (used by) Operating (increase) Decrease in Prop, Plant, &	5.03 3.30 35.47 72.59 -4.15	1.20 2.19 16.06	2.51 -2.25 28.70	3.72 2.33 47.46 64.94 -3.47	6.10 0.17 64.45 85.52 -4.44	2.77 3.01 10.56	1.77 0.52 25.10	2.72 1.09 41.84
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net Net Cash from (used by) Operating (increase) Decrease in Prop, Plant, & Acquisition/disposition of subsidiaires, othr	5.03 3.30 35.47 72.59	1.20 2.19 16.06 25.06	2.51 -2.25 28.70 38.98	3.72 2.33 47.46 64.94	6.10 0.17 64.45 85.52	2.77 3.01 10.56 20.43	1.77 0.52 25.10 36.89	2.72 1.09 41.84 61.65
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net Net Cash from (used by) Operating (increase) Decrease in Prop, Plant, & Acquisition/disposition of subsidiaires, othr Increase (decrease) in investments	5.03 3.30 35.47 72.59 -4.15 -0.58	1.20 2.19 16.06 25.06 -0.95	2.51 -2.25 28.70 38.98 -2.25	3.72 2.33 47.46 64.94 -3.47 -0.13	6.10 0.17 64.45 85.52 -4.44 -0.13	2.77 3.01 10.56 20.43 -0.30	1.77 0.52 25.10 36.89 -1.43	2.72 1.09 41.84 61.65 -2.92
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net Net Cash from (used by) Operating (increase) Decrease in Prop, Plant, & Acquisition/disposition of subsidiaires, othr Increase (decrease) in investments Other Cash inflow from investment	5.03 3.30 35.47 72.59 -4.15 -0.58	1.20 2.19 16.06 25.06 -0.95	2.51 -2.25 28.70 38.98 -2.25	3.72 2.33 47.46 64.94 -3.47 -0.13	6.10 0.17 64.45 85.52 -4.44 -0.13	2.77 3.01 10.56 20.43 -0.30	1.77 0.52 25.10 36.89 -1.43	2.72 1.09 41.84 61.65 -2.92
Depreciation, Depletion, Amortization-CF Net Increase (decrease) in Cash from (used in) Discontinued Other Adjustments - Net Net Cash from (used by) Operating (increase) Decrease in Prop, Plant, & Acquisition/disposition of subsidiaires, othr Increase (decrease) in investments Other Cash inflow from investment Net Cash from (used by) invesment	5.03 3.30 35.47 72.59 -4.15 -0.58	1.20 2.19 16.06 25.06 -0.95	2.51 -2.25 28.70 38.98 -2.25	3.72 2.33 47.46 64.94 -3.47 -0.13 -38.39 -41.99	6.10 0.17 64.45 85.52 -4.44 -0.13	2.77 3.01 10.56 20.43 -0.30	1.77 0.52 25.10 36.89 -1.43	2.72 1.09 41.84 61.65 -2.92
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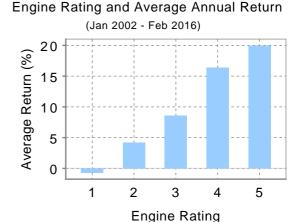
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