

ALLIANCE DATA SYSTEMS CORP  
Form 10-Q  
August 05, 2013

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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

(Mark One)

R                    QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 2013

OR

£                    TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the transition period from            to

Commission File Number: 001-15749

ALLIANCE DATA SYSTEMS CORPORATION  
(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction of incorporation or  
organization)

31-1429215  
(I.R.S. Employer Identification No.)

7500 Dallas Parkway, Suite 700  
Plano, Texas 75024  
(Address of principal executive office, including zip code)

(214) 494-3000  
(Registrant's telephone number, including area code)

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Indicate by check mark whether the registrant: (1) has filed all reports required by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulations S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of “large accelerated filer,” “accelerated filer” and “smaller reporting company” in Rule 12b-2 of the Exchange Act.

Large accelerated filer

Accelerated filer

Non-accelerated filer  (Do not check if a smaller reporting company)  
Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of August 1, 2013, 48,742,778 shares of common stock were outstanding.

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## ALLIANCE DATA SYSTEMS CORPORATION

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## PART I

## Item 1. Financial Statements.

ALLIANCE DATA SYSTEMS CORPORATION  
UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

	June 30, 2013	December 31, 2012
	(In thousands, except per share amounts)	
<b>ASSETS</b>		
Cash and cash equivalents	\$ 749,821	\$ 893,352
Trade receivables, less allowance for doubtful accounts (\$4,339 and \$3,919 at June 30, 2013 and December 31, 2012, respectively)	337,458	370,110
Credit card receivables:		
Credit card receivables – restricted for securitization investors	6,074,037	6,597,120
Other credit card receivables	1,156,553	852,512
Total credit card receivables	7,230,590	7,449,632
Allowance for loan loss	(448,396)	(481,958)
Credit card receivables, net	6,782,194	6,967,674
Deferred tax asset, net	223,870	237,268
Other current assets	455,399	171,049
Redemption settlement assets, restricted	509,230	492,690
Total current assets	9,057,972	9,132,143
Property and equipment, net	265,534	253,028
Deferred tax asset, net	28,876	30,027
Cash collateral, restricted	47,501	65,160
Intangible assets, net	520,831	582,874
Goodwill	1,736,054	1,751,053
Other non-current assets	210,544	185,854
Total assets	\$ 11,867,312	\$ 12,000,139
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Accounts payable	\$ 241,437	\$ 215,470
Accrued expenses	243,882	274,625
Deposits	1,106,452	1,092,753
Asset-backed securities debt – owed to securitization investors	660,000	1,474,054
Current debt	1,131,374	803,269
Other current liabilities	133,298	117,283
Deferred revenue	968,517	1,055,323
Total current liabilities	4,484,960	5,032,777
Deferred revenue	173,610	193,738
Deferred tax liability, net	268,202	277,354
Deposits	1,148,914	1,135,658

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Asset-backed securities debt – owed to securitization investors	3,351,916	2,656,916
Long-term and other debt	1,724,670	2,051,570
Other liabilities	134,192	123,639
Total liabilities	11,286,464	11,471,652
Commitments and contingencies		
Stockholders' equity:		
Common stock, \$0.01 par value; authorized, 200,000 shares; issued, 95,376 shares and 94,963 shares at June 30, 2013 and December 31, 2012, respectively	954	950
Additional paid-in capital	1,466,331	1,454,230
Treasury stock, at cost, 46,635 shares and 45,360 shares at June 30, 2013 and December 31, 2012, respectively	(2,666,066)	(2,458,092)
Retained earnings	1,798,679	1,553,260
Accumulated other comprehensive loss	(19,050)	(21,861)
Total stockholders' equity	580,848	528,487
Total liabilities and stockholders' equity	\$ 11,867,312	\$ 12,000,139

See accompanying notes to unaudited condensed consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION  
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME

	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
(In thousands, except per share amounts)				
<b>Revenues</b>				
Transaction	\$ 79,573	\$ 77,502	\$ 161,921	\$ 160,246
Redemption	138,342	159,185	298,354	347,651
Finance charges, net	462,739	377,794	940,143	754,109
Database marketing fees and direct marketing services	309,495	219,530	605,101	433,126
Other revenue	37,943	32,474	76,010	62,922
<b>Total revenue</b>	<b>1,028,092</b>	<b>866,485</b>	<b>2,081,529</b>	<b>1,758,054</b>
<b>Operating expenses</b>				
Cost of operations (exclusive of depreciation and amortization disclosed separately below)	619,285	506,455	1,239,707	1,033,360
Provision for loan loss	57,796	52,552	124,444	101,879
General and administrative	28,255	27,532	50,547	51,531
Depreciation and other amortization	20,446	18,496	40,006	36,100
Amortization of purchased intangibles	33,130	20,907	66,420	42,022
<b>Total operating expenses</b>	<b>758,912</b>	<b>625,942</b>	<b>1,521,124</b>	<b>1,264,892</b>
<b>Operating income</b>	<b>269,180</b>	<b>240,543</b>	<b>560,405</b>	<b>493,162</b>
<b>Interest expense</b>				
Securitization funding costs	24,694	22,518	49,179	44,847
Interest expense on deposits	7,002	6,003	14,009	11,966
Interest expense on long-term and other debt, net	51,770	44,546	102,822	81,906
<b>Total interest expense, net</b>	<b>83,466</b>	<b>73,067</b>	<b>166,010</b>	<b>138,719</b>
<b>Income before income tax</b>	<b>\$ 185,714</b>	<b>\$ 167,476</b>	<b>\$ 394,395</b>	<b>\$ 354,443</b>
<b>Provision for income taxes</b>	<b>69,274</b>	<b>63,655</b>	<b>148,976</b>	<b>135,393</b>
<b>Net income</b>	<b>\$ 116,440</b>	<b>\$ 103,821</b>	<b>\$ 245,419</b>	<b>\$ 219,050</b>
<b>Basic income per share</b>	<b>\$ 2.37</b>	<b>\$ 2.07</b>	<b>\$ 4.96</b>	<b>\$ 4.37</b>
<b>Diluted income per share</b>	<b>\$ 1.71</b>	<b>\$ 1.63</b>	<b>\$ 3.62</b>	<b>\$ 3.49</b>
<b>Weighted average shares:</b>				
Basic	49,123	50,161	49,444	50,157
Diluted	68,167	63,731	67,746	62,790

See accompanying notes to unaudited condensed consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION  
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
	(In thousands)			
Net income	\$ 116,440	\$ 103,821	\$ 245,419	\$ 219,050
Other comprehensive income, net of tax				
Net unrealized gain (loss) on securities available-for-sale, net of tax benefits of \$(928), \$(90), \$(1,080) and \$(116) for the three and six months ended June 30, 2013 and 2012, respectively	(6,550)	352	(5,454)	1,836
Foreign currency translation adjustments	4,938	1,406	8,265	(1,660)
Other comprehensive (loss) income	(1,612)	1,758	2,811	176
Total comprehensive income, net of tax	\$ 114,828	\$ 105,579	\$ 248,230	\$ 219,226

See accompanying notes to unaudited condensed consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION  
UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	Six Months Ended June 30,	
	2013	2012
	(In thousands)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Net income	\$ 245,419	\$ 219,050
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	106,426	78,122
Deferred income taxes	1,594	68,865
Provision for loan loss	124,444	101,879
Non-cash stock compensation	28,015	25,186
Fair value gain on interest-rate derivatives	(8,511)	(15,184)
Amortization of discount on debt	45,102	40,050
Change in operating assets and liabilities, net of acquisitions:		
Change in trade accounts receivable	(5,223)	(43,872)
Change in other assets	(20,307)	26,684
Change in accounts payable and accrued expenses	11,510	(8,570)
Change in deferred revenue	(37,269)	(39,323)
Change in other liabilities	36,546	(19,638)
Excess tax benefits from stock-based compensation	(10,103)	(13,564)
Other	12,822	(2,247)
Net cash provided by operating activities	530,465	417,438
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Change in redemption settlement assets	(47,671)	41,440
Change in restricted cash	(271,132)	(438,665)
Change in credit card receivables	83,403	(61,375)
Purchase of credit card portfolios	(37,061)	(122,237)
Change in cash collateral, restricted	18,450	37,735



Capital expenditures	(58,995)	(55,541)
Purchases of marketable securities	(18,339)	(4,719)
Maturities/sales of marketable securities	1,002	968
Other	(1,383)	(10,587)
Net cash used in investing activities	(331,726)	(612,981)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Borrowings under debt agreements	—	699,500
Repayments of borrowings	(43,887)	(494,691)
Issuances of deposits	732,754	659,227
Repayments of deposits	(705,799)	(360,050)
Borrowings from asset-backed securities	1,268,285	897,038
Repayments/maturities of asset-backed securities	(1,387,339)	(719,558)
Payment of capital lease obligations	(11)	(11)
Payment of deferred financing costs	(5,971)	(25,624)
Excess tax benefits from stock-based compensation	10,103	13,564
Proceeds from issuance of common stock	5,534	11,411
Purchase of treasury shares	(207,974)	(59,032)
Net cash (used in) provided by financing activities	(334,305)	621,774
Effect of exchange rate changes on cash and cash equivalents	(7,965)	(245)
Change in cash and cash equivalents	(143,531)	425,986
Cash and cash equivalents at beginning of period	893,352	216,213
Cash and cash equivalents at end of period	\$ 749,821	\$ 642,199
<b>SUPPLEMENTAL CASH FLOW INFORMATION:</b>		
Interest paid	\$ 111,633	\$ 99,257
Income taxes paid, net	\$ 95,108	\$ 98,243

See accompanying notes to unaudited condensed consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION  
NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## Basis of Presentation

The unaudited condensed consolidated financial statements included herein have been prepared by Alliance Data Systems Corporation (“ADSC” or, including its wholly owned subsidiaries and its consolidated variable interest entities, the “Company”), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”). Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) have been condensed or omitted pursuant to such rules and regulations. However, the Company believes that the disclosures are adequate to make the information presented not misleading. These unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and the notes thereto included in the Company’s Annual Report filed on Form 10-K for the year ended December 31, 2012, filed with the SEC on February 28, 2013.

The unaudited condensed consolidated financial statements included herein reflect all adjustments (consisting of normal, recurring adjustments) which are, in the opinion of management, necessary to state fairly the results for the interim periods presented. The results of operations for the interim periods presented are not necessarily indicative of the operating results to be expected for any subsequent interim period or for the fiscal year.

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect (1) the reported amounts of assets; (2) liabilities and disclosure of contingent assets and liabilities at the date of the financial statements; and (3) the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## Recently Issued Accounting Standards

In February 2013, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) 2013-02, “Reporting Amounts Reclassified Out of Accumulated Other Comprehensive Income,” which expands the disclosure requirements for items reclassified from accumulated other comprehensive income to net income by requiring the total changes of each component of other comprehensive income to be disaggregated and separately presenting current period reclassification adjustments from the remainder of other comprehensive income for the period. ASU 2013-02 is effective for interim and annual periods beginning after December 15, 2012 and requires prospective application. ASU 2013-02 had no impact on the Company’s financial condition, results of operations or cash flows, but did add certain disclosure requirements. The related disclosures are presented in Note 9, “Accumulated Other Comprehensive Income.”

## 2. SHARES USED IN COMPUTING NET INCOME PER SHARE

The following table sets forth the computation of basic and diluted net income per share for the periods indicated:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
	(In thousands, except per share amounts)			
Numerator:				
Net income	\$ 116,440	\$ 103,821	\$ 245,419	\$ 219,050

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Denominator:

Weighted average shares, basic	49,123	50,161	49,444	50,157
Weighted average effect of dilutive securities:				
Shares from assumed conversion of convertible senior notes	10,611	8,435	10,372	8,051
Shares from assumed conversion of convertible note warrants	7,818	4,399	7,336	3,844
Net effect of dilutive stock options and unvested restricted stock units	615	736	594	738
Denominator for diluted calculations	68,167	63,731	67,746	62,790
Basic net income per share	\$ 2.37	\$ 2.07	\$ 4.96	\$ 4.37
Diluted net income per share	\$ 1.71	\$ 1.63	\$ 3.62	\$ 3.49

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ALLIANCE DATA SYSTEMS CORPORATION  
 NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

The Company calculates the effect of its convertible senior notes, which can be settled in cash or shares of common stock, on diluted net income per share as if they will be settled in cash as the Company has the intent to settle the convertible senior notes for cash.

Concurrently with the issuance of its convertible senior notes, the Company entered into hedge transactions that are generally expected to offset the potential dilution of the shares from assumed conversion of convertible senior notes.

The Company is also party to prepaid forward contracts to purchase 1,857,400 shares of its common stock that are to be delivered over a settlement period in 2014. The number of shares to be delivered under the prepaid forward contracts is used to reduce weighted-average basic and diluted shares outstanding.

### 3. CREDIT CARD RECEIVABLES

The Company's credit card receivables are the only portfolio segment or class of financing receivables. Quantitative information about the components of total credit card receivables is presented in the table below:

	June 30, 2013	December 31, 2012
	(In thousands)	
Principal receivables	\$ 6,866,955	\$ 7,097,951
Billed and accrued finance charges	282,724	291,476
Other receivables	80,911	60,205
Total credit card receivables	7,230,590	7,449,632
Less credit card receivables – restricted for securitization investors	6,074,037	6,597,120
Other credit card receivables	\$ 1,156,553	\$ 852,512

#### Allowance for Loan Loss

The Company maintains an allowance for loan loss at a level that is appropriate to absorb probable losses inherent in credit card receivables. The allowance for loan loss covers forecasted uncollectible principal as well as unpaid interest and fees. The allowance for loan loss is evaluated monthly for appropriateness.

In estimating the allowance for principal loan losses, management utilizes a migration analysis of delinquent and current credit card receivables. Migration analysis is a technique used to estimate the likelihood that a credit card receivable will progress through the various stages of delinquency and to charge-off. The allowance is maintained through an adjustment to the provision for loan loss. Charge-offs of principal amounts, net of recoveries are deducted from the allowance. In estimating the allowance for uncollectible unpaid interest and fees, the Company utilizes historical charge-off trends, analyzing actual charge-offs for the prior three months. The allowance is maintained through an adjustment to finance charges, net. In evaluating the allowance for loan loss for both principal and unpaid interest and fees, management also considers factors that may impact loan loss experience, including seasoning, loan volume and amounts, seasonality, payment rates and forecasting uncertainties.

Net charge-offs include the principal amount of losses from credit cardholders unwilling or unable to pay their account balances, as well as bankrupt and deceased credit cardholders, less recoveries and exclude charged-off interest, fees and fraud losses. Charged-off interest and fees reduce finance charges, net while fraud losses are recorded as an expense. Credit card receivables, including unpaid interest and fees, are charged-off at the end of the

month during which an account becomes 180 days contractually past due, except in the case of customer bankruptcies or death. Credit card receivables, including unpaid interest and fees, associated with customer bankruptcies or death are charged-off at the end of each month subsequent to 60 days after the receipt of notification of the bankruptcy or death, but in any case, not later than the 180-day contractual time frame. The Company records the actual charge-offs for unpaid interest and fees as a reduction to finance charges, net. Actual charge-offs for unpaid interest and fees were \$55.0 million and \$44.3 million for the three months ended June 30, 2013 and 2012, respectively, and \$113.7 million and \$93.2 million for the six months ended June 30, 2013 and 2012, respectively.

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ALLIANCE DATA SYSTEMS CORPORATION  
 NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

The following table presents the Company's allowance for loan loss for the periods indicated:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
	(In thousands)			
Balance at beginning of period	\$ 471,016	\$ 447,483	\$ 481,958	\$ 468,321
Provision for loan loss	57,796	52,552	124,444	101,879
Recoveries	27,163	23,864	57,948	52,714
Principal charge-offs	(107,579)	(91,378)	(215,954)	(190,393)
Balance at end of period	\$ 448,396	\$ 432,521	\$ 448,396	\$ 432,521

## Delinquencies

A credit card account is contractually delinquent if the Company does not receive the minimum payment by the specified due date on the cardholder's statement. It is the Company's policy to continue to accrue interest and fee income on all credit card accounts beyond 90 days, except in limited circumstances, until the credit card account balance and all related interest and other fees are paid or charged off, typically at 180 days delinquent. When an account becomes delinquent, a message is printed on the credit cardholder's billing statement requesting payment. After an account becomes 30 days past due, a proprietary collection scoring algorithm automatically scores the risk of the account becoming further delinquent. The collection system then recommends a collection strategy for the past due account based on the collection score and account balance and dictates the contact schedule and collections priority for the account. If the Company is unable to make a collection after exhausting all in-house collection efforts, the Company may engage collection agencies and outside attorneys to continue those efforts.

The following table presents the delinquency trends of the Company's credit card portfolio:

	June 30, 2013	% of Total	December 31, 2012	% of Total
	(In thousands, except percentages)			
Receivables outstanding – principal	\$ 6,866,955	100.0%	\$ 7,097,951	100.0%
Principal receivables balances contractually delinquent:				
31 to 60 days	98,208	1.5%	100,479	1.4%
61 to 90 days	62,331	0.9	62,546	0.9
91 or more days	105,003	1.5	120,163	1.7
Total	\$ 265,542	3.9%	\$ 283,188	4.0%

## Modified Credit Card Receivables

The Company holds certain credit card receivables for which the terms have been modified. The Company's modified credit card receivables include credit card receivables for which temporary hardship concessions have been granted and credit card receivables in permanent workout programs. These modified credit card receivables include concessions consisting primarily of a reduced minimum payment and an interest rate reduction. The temporary programs' concessions remain in place for a period no longer than twelve months, while the permanent programs remain in place through the payoff of the credit card receivables if the credit cardholder complies with the terms of the program. These concessions do not include the forgiveness of unpaid principal, but may involve the reversal of certain

unpaid interest or fee assessments. In the case of the temporary programs, at the end of the concession period, credit card receivable terms revert to standard rates. These arrangements are automatically terminated if the customer fails to make payments in accordance with the terms of the program, at which time their account reverts back to its original terms.

Credit card receivables for which temporary hardship and permanent concessions were granted are both considered troubled debt restructurings and are collectively evaluated for impairment. Modified credit card receivables are evaluated at their present value with impairment measured as the difference between the credit card receivable balance and the discounted present value of cash flows expected to be collected. Consistent with the Company's measurement of impairment of modified credit card receivables on a pooled basis, the discount rate used for credit card receivables is the average current annual percentage rate the Company applies to non-impaired credit card receivables, which approximates what would have been applied to the pool of modified credit card receivables prior to impairment. In assessing the appropriate allowance for loan loss, these modified credit card receivables are included in the general pool of credit cards with the allowance determined under the contingent loss model of Accounting Standards Codification ("ASC") 450-20, "Loss Contingencies." If the Company applied accounting under ASC 310-40, "Troubled Debt Restructurings by Creditors," to the modified credit card receivables in these programs, there would not be a material difference in the allowance for loan loss.

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ALLIANCE DATA SYSTEMS CORPORATION  
NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

The Company had \$116.4 million and \$117.0 million, respectively, as a recorded investment in impaired credit card receivables with an associated allowance for loan loss of \$36.4 million and \$39.7 million, respectively, as of June 30, 2013 and December 31, 2012. These modified credit card receivables represented less than 3% of the Company's total credit card receivables as of June 30, 2013 and December 31, 2012, respectively.

The average recorded investment in the impaired credit card receivables was \$117.5 million and \$111.8 million for the three months ended June 30, 2013 and 2012, respectively, and \$117.5 million and \$115.6 million for the six months ended June 30, 2013 and 2012, respectively.

Interest income on these modified credit card receivables is accounted for in the same manner as other accruing credit card receivables. Cash collections on these modified credit card receivables are allocated according to the same payment hierarchy methodology applied to credit card receivables that are not in such programs. The Company recognized \$3.2 million and \$2.9 million for the three months ended June 30, 2013 and 2012, respectively, and \$6.3 million and \$6.1 million for the six months ended June 30, 2013 and 2012, respectively, in interest income associated with modified credit card receivables during the period that such credit card receivables were impaired.

The following tables provide information on credit card receivables that are considered troubled debt restructurings as described above, which entered into a modification program during the specified periods:

	Three Months Ended June 30, 2013			Six Months Ended June 30, 2013		
	Pre-modification		Post-modification	Pre-modification		Post-modification
	Number of Restructurings	Outstanding Balance	Outstanding Balance	Number of Restructurings	Outstanding Balance	Outstanding Balance
Troubled debt restructurings – credit card receivables	35,100	\$ 32,135	\$ 32,120	72,895	\$ 66,101	\$ 66,062

(Dollars in thousands)

	Three Months Ended June 30, 2012			Six Months Ended June 30, 2012		
	Pre-modification		Post-modification	Pre-modification		Post-modification
	Number of Restructurings	Outstanding Balance	Outstanding Balance	Number of Restructurings	Outstanding Balance	Outstanding Balance
Troubled debt restructurings – credit card receivables	28,499	\$ 25,917	\$ 25,839	60,039	\$ 54,155	\$ 54,068

(Dollars in thousands)

The tables below summarize troubled debt restructurings that have defaulted in the specified periods where the default occurred within 12 months of their modification date:

Three Months Ended June 30, 2013		Six Months Ended June 30, 2013	
Number of Restructurings	Outstanding Balance	Number of Restructurings	Outstanding Balance
(Dollars in thousands)			



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Troubled debt restructurings that subsequently defaulted – credit card receivables	15,698	\$	14,938	31,193	\$	29,421
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	Three Months Ended June 30, 2012		Six Months Ended June 30, 2012	
	Number of Restructurings	Outstanding Balance	Number of Restructurings	Outstanding Balance

(Dollars in thousands)

Troubled debt restructurings that subsequently defaulted – credit card receivables	13,187	\$	12,699	29,207	\$	28,161
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NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

## Age of Credit Card Receivables

The following tables set forth, as of June 30, 2013 and 2012, the number of active credit card accounts with balances and the related principal balances outstanding, based upon the age of the active credit card accounts from origination:

Age of Accounts Since Origination	June 30, 2013			
	Number of Active Accounts with Balances	Percentage of Active Accounts with Balances	Principal Receivables Outstanding	Percentage of Principal Receivables Outstanding
	(In thousands, except percentages)			
0-12 Months	4,162	26.3%	\$ 1,567,355	22.8%
13-24 Months	2,132	13.5	868,822	12.7
25-36 Months	1,492	9.4	656,544	9.6
37-48 Months	1,188	7.5	570,969	8.3
49-60 Months	939	5.9	481,828	7.0
Over 60 Months	5,920	37.4	2,721,437	39.6
Total	15,833	100.0%	\$ 6,866,955	100.0%

Age of Accounts Since Origination	June 30, 2012			
	Number of Active Accounts with Balances	Percentage of Active Accounts with Balances	Principal Receivables Outstanding	Percentage of Principal Receivables Outstanding
	(In thousands, except percentages)			
0-12 Months	3,469	26.5%	\$ 1,198,107	22.0%
13-24 Months	1,728	13.2	660,098	12.1
25-36 Months	1,335	10.2	605,357	11.1
37-48 Months	1,023	7.8	504,946	9.2
49-60 Months	851	6.5	396,614	7.3
Over 60 Months	4,683	35.8	2,086,155	38.3
Total	13,089	100.0%	\$ 5,451,277	100.0%

## Credit Quality

The Company uses proprietary scoring models developed specifically for the purpose of monitoring the Company's obligor credit quality. The proprietary scoring models are used as a tool in the underwriting process and for making credit decisions. The proprietary scoring models are based on historical data and require various assumptions about future performance. Information regarding customer performance is factored into these proprietary scoring models to determine the probability of an account becoming 90 or more days past due at any time within the next 12 months. Obligor credit quality is monitored at least monthly during the life of an account. The following table reflects composition of the Company's credit card receivables by obligor credit quality as of June 30, 2013 and 2012:

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Probability of an Account Becoming 90 or More Days Past Due or Becoming Charged-off (within the next 12 months)	June 30, 2013		June 30, 2012	
	Total Principal Receivables Outstanding	Percentage of Principal Receivables Outstanding	Total Principal Receivables Outstanding	Percentage of Principal Receivables Outstanding
	(In thousands, except percentages)			
No Score	\$ 143,497	2.1%	\$ 112,731	2.1%
27.1% and higher	304,557	4.4	232,278	4.2
17.1% - 27.0%	618,805	9.0	478,551	8.8
12.6% - 17.0%	718,748	10.5	551,539	10.1
3.7% - 12.5%	2,782,404	40.5	2,197,155	40.3
1.9% - 3.6%	1,483,852	21.6	1,236,673	22.7
Lower than 1.9%	815,092	11.9	642,350	11.8
Total	\$ 6,866,955	100.0%	\$ 5,451,277	100.0%

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## Credit Card Portfolio Acquisition

In March 2013, the Company acquired the existing private label credit card portfolio of Barneys New York. The purchase price was \$37.1 million, which is subject to customary purchase price adjustments, and consisted of \$35.3 million of credit card receivables and \$1.8 million of intangible assets that are included in the June 30, 2013 unaudited condensed consolidated balance sheet.

## Securitized Credit Card Receivables

The Company regularly securitizes its credit card receivables through its credit card securitization trusts. As of June 30, 2013, these trusts consisted of World Financial Network Credit Card Master Trust, World Financial Network Credit Card Master Note Trust (“Master Trust I”) and World Financial Network Credit Card Master Trust III (“Master Trust III”) (collectively, the “WFN Trusts”), and World Financial Capital Credit Card Master Note Trust (the “WFC Trust”). The Company continues to own and service the accounts that generate credit card receivables held by the WFN Trusts and the WFC Trust. In its capacity as a servicer, each of the respective banks earns a fee from the WFN Trusts and the WFC Trust to service and administer the credit card receivables, collect payments, and charge-off uncollectible receivables. These fees are eliminated and therefore are not reflected in the unaudited condensed consolidated statements of income for the three and six months ended June 30, 2013 and 2012.

The WFN Trusts and the WFC Trust are variable interest entities (“VIEs”), and the Company is deemed to be the primary beneficiary for the WFN Trusts and the WFC Trust, as it is the servicer for each of the trusts and is a holder of the residual interest. The Company, through its involvement in the activities of the trusts, has the power to direct the activities that most significantly impact the economic performance of the trust, and the obligation (or right) to absorb losses (or receive benefits) of the trust that could potentially be significant. The assets of these consolidated VIEs include certain credit card receivables that are restricted to settle the obligations of those entities and are not expected to be available to the Company or its creditors. The liabilities of the consolidated VIEs include asset-backed secured borrowings and other liabilities for which creditors or beneficial interest holders do not have recourse to the general credit of the Company.

The tables below present quantitative information about the components of total securitized credit card receivables, delinquencies and net charge-offs:

	June 30, 2013	December 31, 2012
	(In thousands)	
Total credit card receivables – restricted for securitization investors	\$ 6,074,037	\$ 6,597,120
Principal amount of credit card receivables – restricted for securitization investors, 90 days or more past due	\$ 92,031	\$ 112,203
	(In thousands)	
	Three Months Ended June 30,	
	2013	2012
	Six Months Ended June 30,	
	2013	2012
Net charge-offs of securitized principal	\$ 74,595	\$ 123,445
	\$ 60,640	\$ 148,689



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## 4. REDEMPTION SETTLEMENT ASSETS

Redemption settlement assets consist of cash and cash equivalents and securities available-for-sale and are designated for settling redemptions by collectors of the AIR MILES® Reward Program in Canada under certain contractual relationships with sponsors of the AIR MILES Reward Program. These assets are primarily denominated in Canadian dollars. There were no realized gains or losses from the sale of investment securities for the three and six months ended June 30, 2013 and 2012. The principal components of redemption settlement assets, which are carried at fair value, are as follows:

	June 30, 2013				December 31, 2012			
	Cost	Unrealized Gains	Unrealized Losses	Fair Value	Cost	Unrealized Gains	Unrealized Losses	Fair Value
	(In thousands)							
Cash and cash equivalents	\$ 31,650	\$ —	\$ —	\$ 31,650	\$ 40,266	\$ —	\$ —	\$ 40,266
Government bonds	—	—	—	—	5,064	53	—	5,117
Corporate bonds	470,761	7,881	(1,062)	477,580	436,846	10,560	(99)	447,307
Total	\$ 502,411	\$ 7,881	\$ (1,062)	\$ 509,230	\$ 482,176	\$ 10,613	\$ (99)	\$ 492,690

The following tables show the gross unrealized losses and fair value for those investments that were in an unrealized loss position as of June 30, 2013 and December 31, 2012, aggregated by investment category and the length of time that individual securities have been in a continuous loss position:

	June 30, 2013					
	Less than 12 months		12 Months or Greater		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
	(In thousands)					
Corporate bonds	\$ 95,059	\$ (1,062)	\$ —	\$ —	\$ 95,059	\$ (1,062)
Total	\$ 95,059	\$ (1,062)	\$ —	\$ —	\$ 95,059	\$ (1,062)

	December 31, 2012					
	Less than 12 months		12 Months or Greater		Total	
	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses	Fair Value	Unrealized Losses
	(In thousands)					
Corporate bonds	\$ 36,518	\$ (99)	\$ —	\$ —	\$ 36,518	\$ (99)
Total	\$ 36,518	\$ (99)	\$ —	\$ —	\$ 36,518	\$ (99)

Market values were determined for each individual security in the investment portfolio. When evaluating the investments for other-than-temporary impairment, the Company reviews factors such as the length of time and extent to which fair value has been below cost basis, the financial condition of the security's issuer, and the Company's intent to sell the security and whether it is more likely than not that the Company will be required to sell the security before recovery of its amortized cost basis. The Company typically invests in highly-rated securities with low probabilities of default and has the ability to hold the investments until maturity. As of June 30, 2013, the Company does not consider

the investments to be other-than-temporarily impaired.

The amortized cost and estimated fair value of the securities at June 30, 2013 by contractual maturity are as follows:

	Amortized Cost	Estimated Fair Value
	(In thousands)	
Due in one year or less	\$ 106,162	\$ 106,783
Due after one year through five years	396,249	402,447
Total	\$ 502,411	\$ 509,230

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## 5. INTANGIBLE ASSETS AND GOODWILL

## Intangible Assets

Intangible assets consist of the following:

	Gross Assets	June 30, 2013 Accumulated Amortization (In thousands)	Net	Amortization Life and Method
<b>Finite Lived Assets</b>				
Customer contracts and lists	\$ 440,200	\$ (155,851)	\$ 284,349	3-12 years—straight line
Premium on purchased credit card portfolios	239,561	(126,177)	113,384	5-10 years—straight line, accelerated
Customer database	161,700	(112,468)	49,232	4-10 years—straight line 30 years—15% declining balance
Collector database	66,543	(60,859)	5,684	
Tradenames	59,039	(13,027)	46,012	4-15 years—straight line 1-5 years—straight line, accelerated
Purchased data lists	15,988	(10,340)	5,648	
Favorable lease	3,291	(202)	3,089	10 years—straight line
Noncompete agreements	1,300	(217)	1,083	3 years—straight line
	\$ 987,622	\$ (479,141)	\$ 508,481	
<b>Indefinite Lived Assets</b>				
Tradenames	12,350	—	12,350	Indefinite life
Total intangible assets	\$ 999,972	\$ (479,141)	\$ 520,831	

	Gross Assets	December 31, 2012 Accumulated Amortization (In thousands)	Net	Amortization Life and Method
<b>Finite Lived Assets</b>				
Customer contracts and lists	\$ 440,200	\$ (124,351)	\$ 315,849	3-12 years—straight line
Premium on purchased credit card portfolios	237,800	(108,227)	129,573	5-10 years—straight line, accelerated
Customer database	161,700	(102,706)	58,994	4-10 years—straight line 30 years—15% declining balance
Collector database	70,550	(63,980)	6,570	
Tradenames	59,102	(10,139)	48,963	4-15 years—straight line 1-5 years—straight line, accelerated
Purchased data lists	14,540	(8,527)	6,013	
Favorable lease	3,291	(29)	3,262	10 years—straight line
Noncompete agreements	1,300	—	1,300	3 years—straight line
	\$ 988,483	\$ (417,959)	\$ 570,524	
<b>Indefinite Lived Assets</b>				
Tradenames	12,350	—	12,350	Indefinite life



Total intangible assets                   \$   1,000,833   \$   (417,959)   \$    582,874

Goodwill

The changes in the carrying amount of goodwill for the six months ended June 30, 2013 are as follows:

	LoyaltyOne®	Epsilon®	Private Label Services and Credit	Corporate/ Other	Total
	(In thousands)				
December 31, 2012	\$ 248,070	\$ 1,241,251	\$ 261,732	\$ —	\$ 1,751,053
Effects of foreign currency translation	(13,446)	(1,553)	—	—	(14,999)
June 30, 2013	\$ 234,624	\$ 1,239,698	\$ 261,732	\$ —	\$ 1,736,054

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## 6. DEBT

Debt consists of the following:

Description	June 30, 2013	December 31, 2012	Maturity	Interest Rate
	(Dollars in thousands)			
Long-term and other debt:				
2011 credit facility	\$ —	\$ —	May 2016	—
2011 term loan	874,453	885,928	May 2016 or May 2017	(1)
Convertible senior notes due 2013	767,265	768,831	August 2013	1.75%
Convertible senior notes due 2014	318,207	304,333	May 2014	4.75%
Senior notes due 2017	396,117	395,734	December 2017	5.250%
Senior notes due 2020	500,000	500,000	April 2020	6.375%
Capital lease obligations and other debt	2	13	July 2013	7.10%
Total long-term and other debt	2,856,044	2,854,839		
Less: current portion	(1,131,374)	(803,269)		
Long-term portion	\$ 1,724,670	\$		