



NASDAQ: FCFS

Investor presentation

MAY 2021

FORT WORTH, TEXAS USA

FORWARD-LOOKING STATEMENTS

THIS PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS ABOUT THE BUSINESS, FINANCIAL CONDITION AND PROSPECTS OF FIRSTCASH, INC. AND ITS WHOLLY OWNED SUBSIDIARIES (TOGETHER, THE "COMPANY"). FORWARD-LOOKING STATEMENTS, AS THAT TERM IS DEFINED IN THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995, CAN BE IDENTIFIED BY THE USE OF FORWARD-LOOKING TERMINOLOGY SUCH AS "BELIEVES," "PROJECTS," "EXPECTS," "MAY," "ESTIMATES," "SHOULD," "PLANS," "TARGETS," "INTENDS," "COULD," "WOULD," "ANTICIPATES," "POTENTIAL," "CONFIDENT," "OPTIMISTIC" OR THE NEGATIVE THEREOF, OR OTHER VARIATIONS THEREON, OR COMPARABLE TERMINOLOGY, OR BY DISCUSSIONS OF STRATEGY, OBJECTIVES, ESTIMATES, GUIDANCE, EXPECTATIONS AND FUTURE PLANS. FORWARD-LOOKING STATEMENTS CAN ALSO BE IDENTIFIED BY THE FACT THESE STATEMENTS DO NOT RELATE STRICTLY TO HISTORICAL OR CURRENT MATTERS. RATHER, FORWARD-LOOKING STATEMENTS RELATE TO ANTICIPATED OR EXPECTED EVENTS, ACTIVITIES, TRENDS OR RESULTS. BECAUSE FORWARD-LOOKING STATEMENTS RELATE TO MATTERS THAT HAVE NOT YET OCCURRED, THESE STATEMENTS ARE INHERENTLY SUBJECT TO RISKS AND UNCERTAINTIES.

WHILE THE COMPANY BELIEVES THE EXPECTATIONS REFLECTED IN FORWARD-LOOKING STATEMENTS ARE REASONABLE, THERE CAN BE NO ASSURANCES SUCH EXPECTATIONS WILL PROVE TO BE ACCURATE. SECURITY HOLDERS ARE CAUTIONED SUCH FORWARD-LOOKING STATEMENTS INVOLVE RISKS AND UNCERTAINTIES. CERTAIN FACTORS MAY CAUSE RESULTS TO DIFFER MATERIALLY FROM THOSE ANTICIPATED BY THE FORWARD-LOOKING STATEMENTS MADE IN THIS PRESENTATION. SUCH FACTORS MAY INCLUDE, WITHOUT LIMITATION, THE RISKS, UNCERTAINTIES AND REGULATORY DEVELOPMENTS (1) RELATED TO THE COVID-19 PANDEMIC, INCLUDING THE UNKNOWN DURATION AND SEVERITY OF THE COVID-19 PANDEMIC, WHICH MAY BE IMPACTED BY VARIANTS OF THE COVID-19 VIRUS AND THE TIMING, AVAILABILITY AND EFFICACY OF THE COVID-19 VACCINES IN THE JURISDICTIONS IN WHICH THE COMPANY OPERATES, THE IMPACT OF GOVERNMENTAL RESPONSES THAT HAVE BEEN, AND MAY IN THE FUTURE BE, IMPOSED IN RESPONSE TO THE PANDEMIC, INCLUDING STIMULUS PROGRAMS WHICH COULD ADVERSELY IMPACT LENDING DEMAND AND REGULATIONS WHICH COULD ADVERSELY AFFECT THE COMPANY'S ABILITY TO CONTINUE TO FULLY OPERATE, POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR BOTH THE COMPANY'S PAWN LOAN AND RETAIL PRODUCTS, CHANGES IN THE ECONOMIC CONDITIONS IN THE UNITED STATES AND LATIN AMERICA, WHICH POTENTIALLY COULD HAVE AN IMPACT ON DISCRETIONARY CONSUMER SPENDING OR IMPACT DEMAND FOR PAWN LOAN PRODUCTS, AND CURRENCY FLUCTUATIONS, PRIMARILY INVOLVING THE MEXICAN PESO AND (2) THOSE DISCUSSED AND DESCRIBED IN THE COMPANY'S MOST RECENT ANNUAL REPORT ON FORM 10-K FILED WITH THE SECURITIES AND EXCHANGE COMMISSION (THE "SEC"), INCLUDING THE RISKS DESCRIBED IN PART 1, ITEM 1A, "RISK FACTORS" THEREOF, AND OTHER REPORTS FILED SUBSEQUENTLY BY THE COMPANY WITH THE SEC. MANY OF THESE RISKS AND UNCERTAINTIES ARE BEYOND THE ABILITY OF THE COMPANY TO CONTROL, NOR CAN THE COMPANY PREDICT, IN MANY CASES, ALL OF THE RISKS AND UNCERTAINTIES THAT COULD CAUSE ITS ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE INDICATED BY THE FORWARD-LOOKING STATEMENTS. THE FORWARD-LOOKING STATEMENTS CONTAINED IN THIS PRESENTATION SPEAK ONLY AS OF THE DATE OF THIS PRESENTATION, AND THE COMPANY EXPRESSLY DISCLAIMS ANY OBLIGATION OR UNDERTAKING TO REPORT ANY UPDATES OR REVISIONS TO ANY SUCH STATEMENT TO REFLECT ANY CHANGE IN THE COMPANY'S EXPECTATIONS OR ANY CHANGE IN EVENTS, CONDITIONS OR CIRCUMSTANCES ON WHICH ANY SUCH STATEMENT IS BASED, EXCEPT AS REQUIRED BY LAW.

COMPANY OVERVIEW

FIRSTCASH IS THE LEADING INTERNATIONAL OPERATOR OF PAWN STORES WITH OVER 2,770 RETAIL PAWN LOCATIONS AND 17,000 EMPLOYEES IN 24 U.S. STATES, THE DISTRICT OF COLUMBIA AND FOUR COUNTRIES IN LATIN AMERICA INCLUDING MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR...

PAWN INDUSTRY



Pawn stores are neighborhood-based retail locations that buy and sell pre-owned consumer products such as jewelry, electronics, tools, appliances, sporting goods and musical instruments, and make small consumer pawn loans

MISSION



Provide a quick and convenient location to buy and sell value-priced merchandise and obtain small secured consumer loans, also known as pawn loans, to unbanked, under-banked and credit-challenged customers

BUSINESS STRATEGY



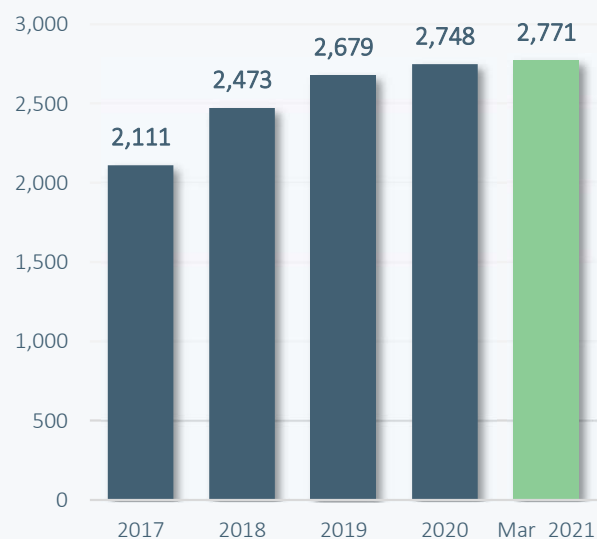
Grow revenues and income by opening new retail pawn locations, acquiring existing pawn stores in strategic markets and increasing revenue and operating profits in existing stores

CREATING GROWTH AND SHAREHOLDER VALUE



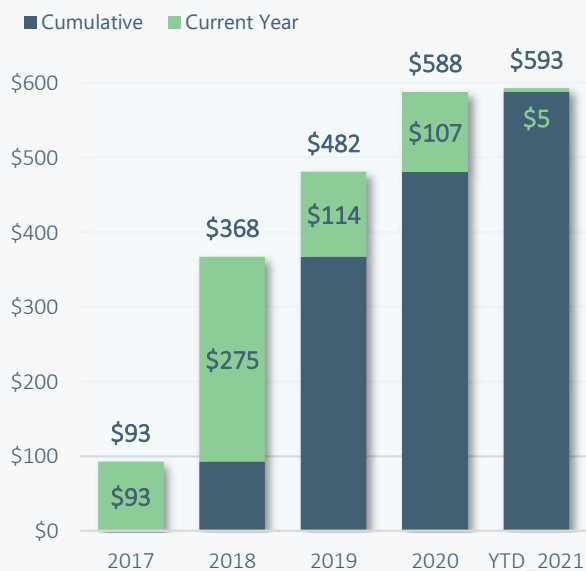
STORE GROWTH

21% compound annual growth rate over last 5 years –
Investing in new stores, acquisitions and real estate



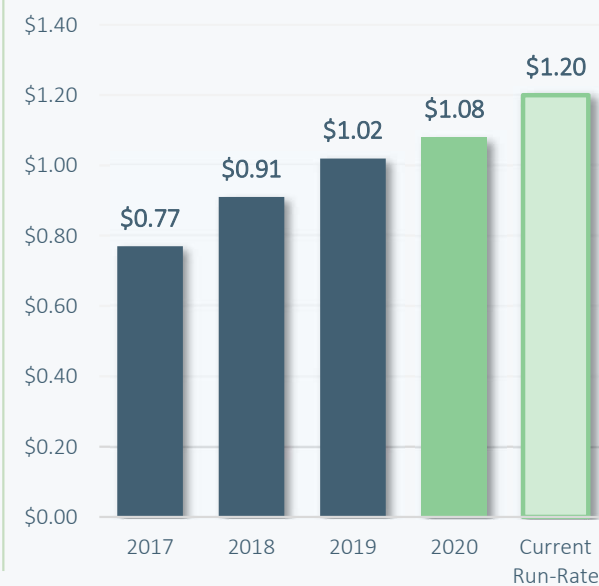
SHARE REPURCHASES

Since 2017 — in Millions



INCREASING DIVIDEND

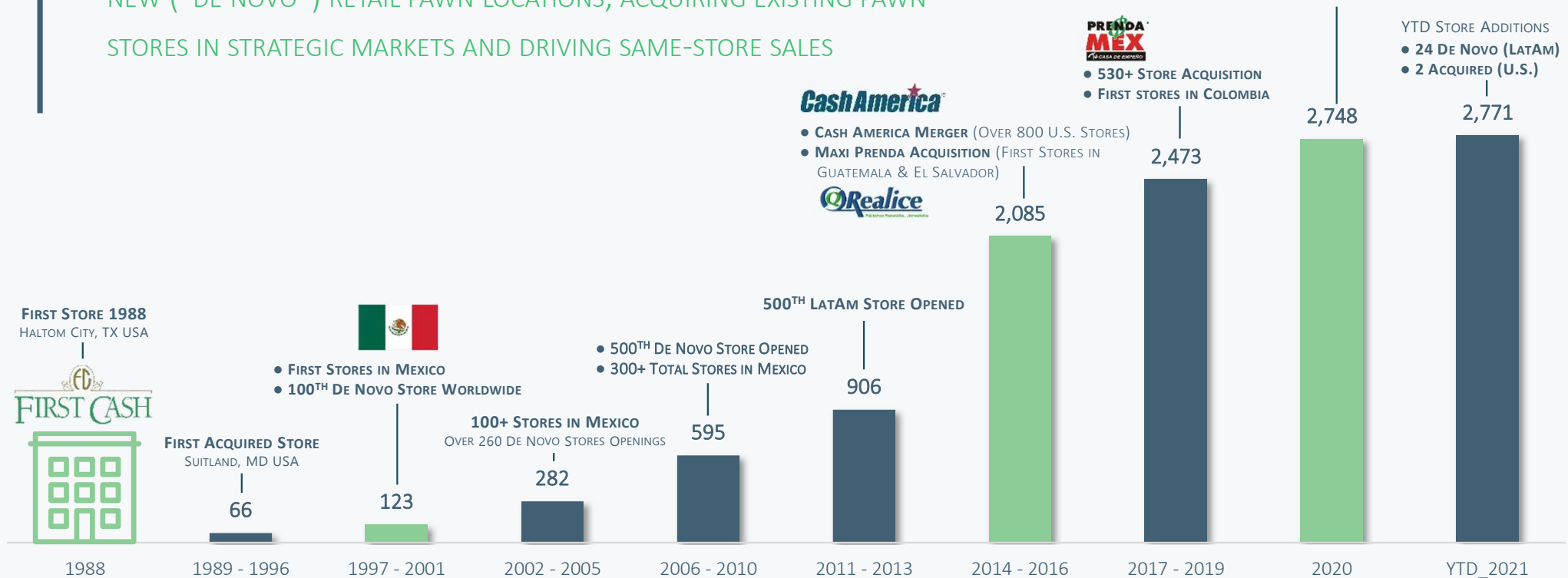
Annual dividend per share; Future cash dividends
subject to Board of Directors approval

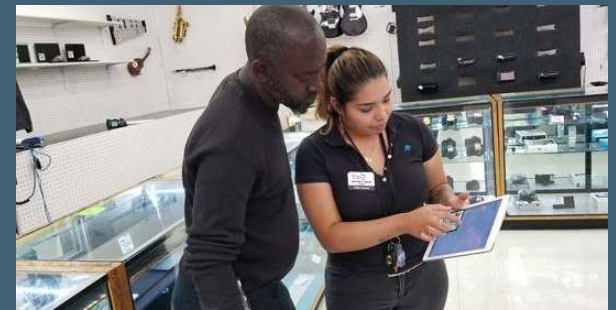


¹ Future dividends are subject to approval by the Company's Board of Directors

FIRSTCASH HISTORY

LONG-TERM BUSINESS PLAN IS TO GROW REVENUES AND INCOME BY OPENING NEW (“DE NOVO”) RETAIL PAWN LOCATIONS, ACQUIRING EXISTING PAWN STORES IN STRATEGIC MARKETS AND DRIVING SAME-STORE SALES





*“ABOUT 53 MILLION U.S. ADULTS **DON'T HAVE CREDIT SCORES**. ANOTHER ROUGHLY 56 MILLION **HAVE SUBPRIME SCORES**. SOME **HAVE A CHECKERED BORROWING HISTORY OR HIGH DEBT LOADS**. BUT OTHERS, BANKS POINT OUT, JUST **DON'T HAVE TRADITIONAL BORROWING BACKGROUNDS**, OFTEN BECAUSE THEY ARE NEW TO THE U.S. OR PAY FOR MOST EXPENSES WITH CASH”*

— **THE WALL STREET
JOURNAL**

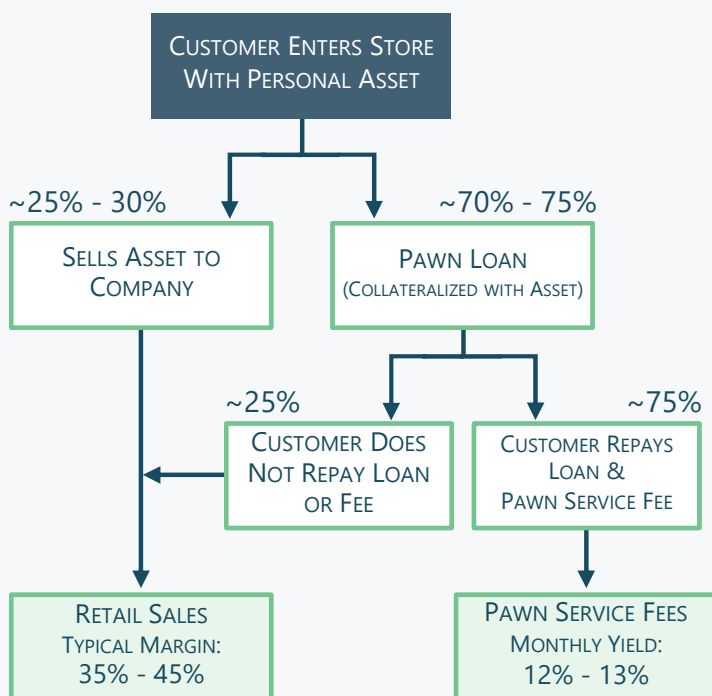
SEPTEMBER 2019

PAWN LOAN OVERVIEW

Non-Recourse Loans Fully Collateralized with Personal Property

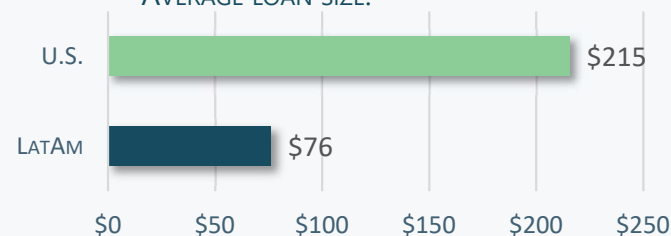
TYPICAL PAWN TRANSACTION CYCLE

Total transaction time less than 15 minutes



PAWN LOANS ARE SMALL AND AFFORDABLE WITH A SHORT DURATION

- TYPICALLY 30-TO-60-DAY TERM
- AVERAGE LOAN SIZE:



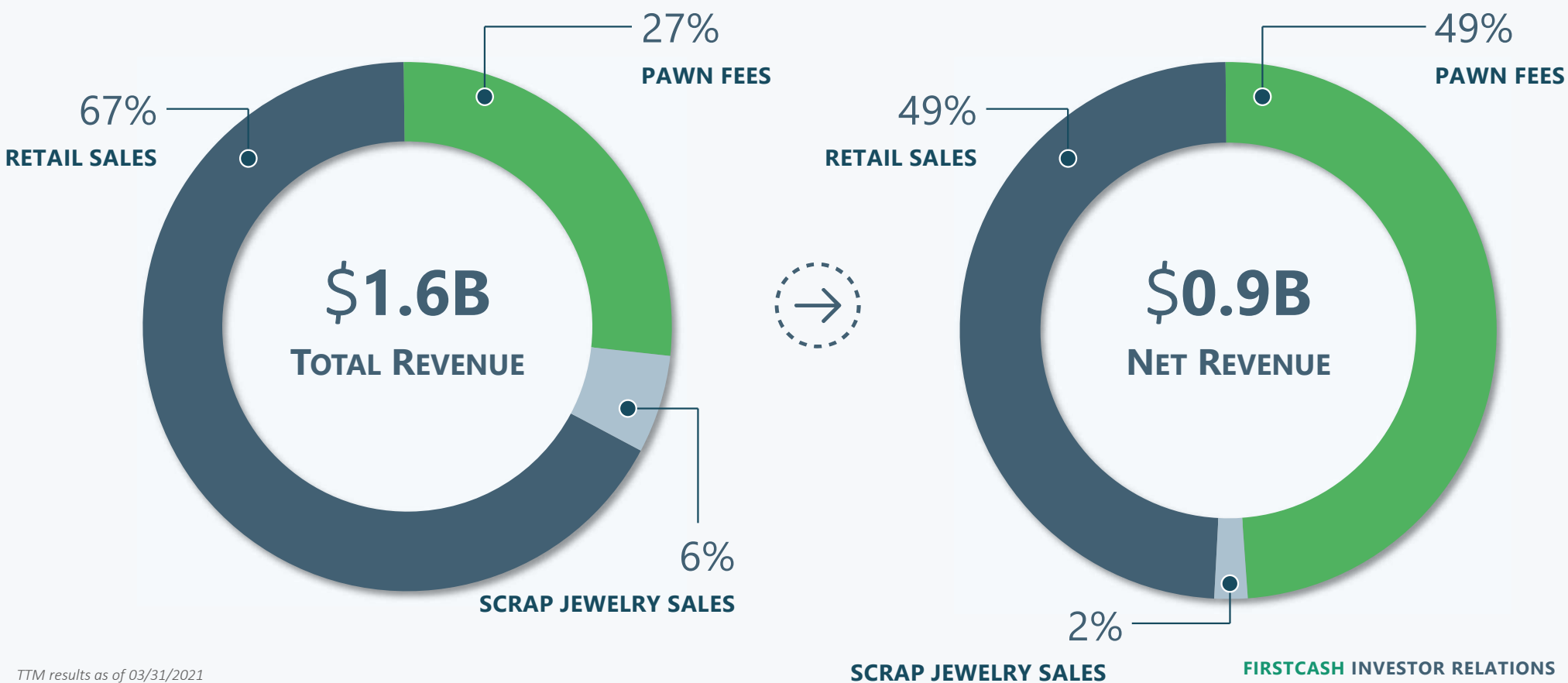
Results as of 03/31/2021

FIRSTCASH SERVES UNDERBANKED AND CASH CONSTRAINED CONSUMERS

- DESIGNATED ESSENTIAL BUSINESS IN MOST JURISDICTIONS
- COLLATERAL HELD IN SECURE BACKROOM OF STORE
- RAPID LIQUIDATION OF FORFEITED COLLATERAL THROUGH PAWNSHOP RETAIL OPERATIONS

DIVERSIFIED REVENUE STREAM

Retail Sales and Pawn Lending



TTM results as of 03/31/2021

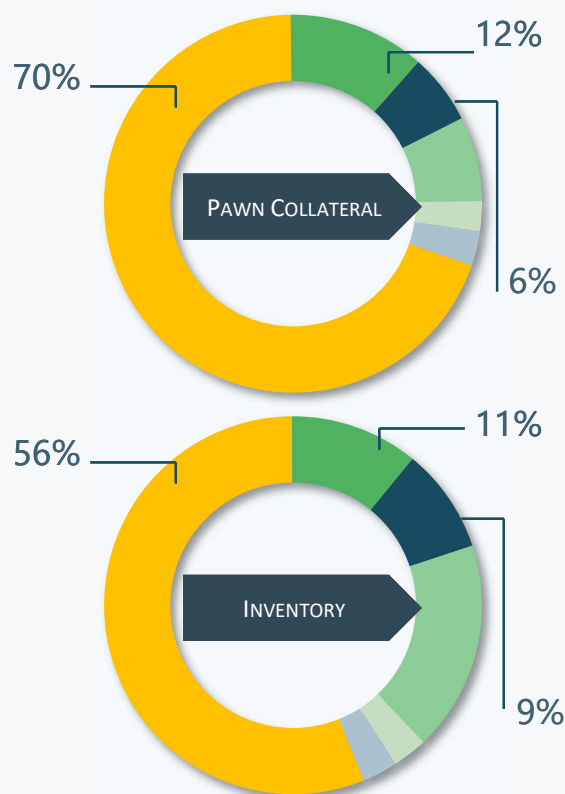
SCRAP JEWELRY SALES

FIRSTCASH INVESTOR RELATIONS

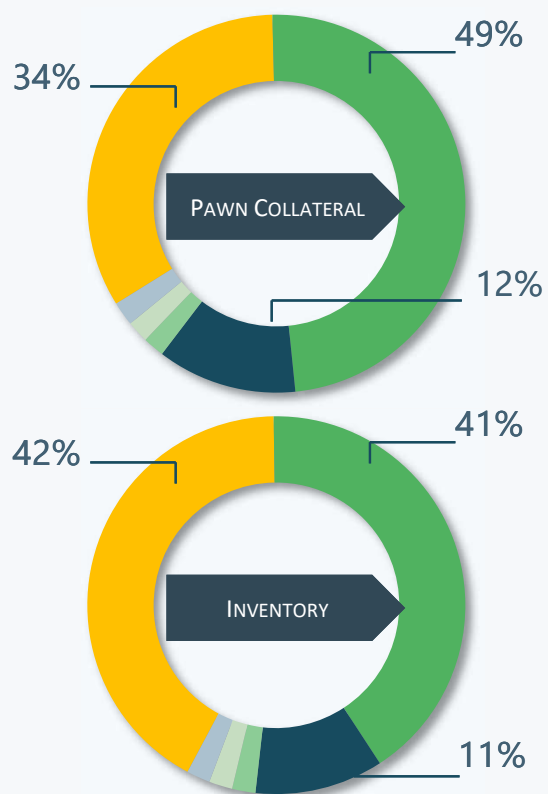
PAWN COLLATERAL AND INVENTORY COMPOSITION

JEWELRY ELECTRONICS TOOLS SPORTING GOODS MUSICAL INSTRUMENTS OTHER

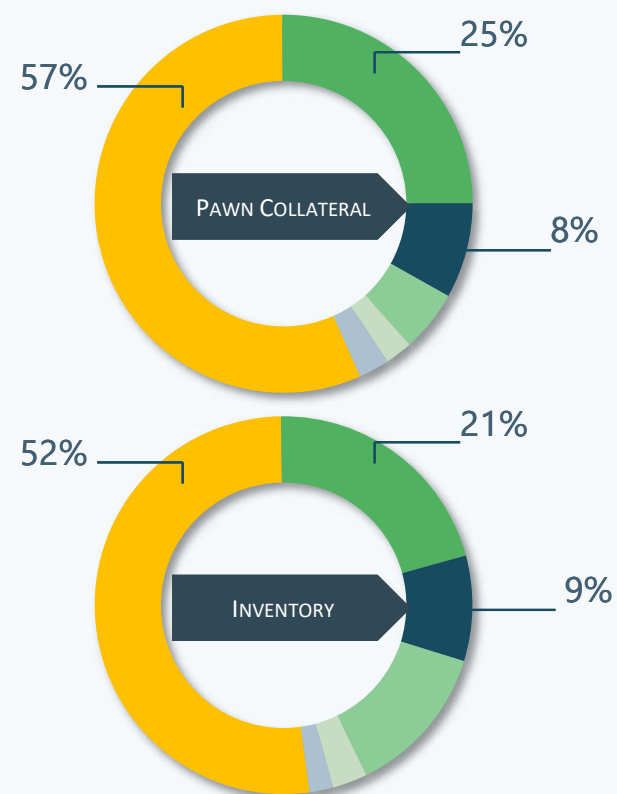
U.S. SEGMENT



LATAM SEGMENT



CONSOLIDATED



ESG: SUSTAINABILITY IS CORE TO FIRSTCASH

REPLACING TAKE → MAKE → DISPOSE WITH BUY → USE → RETURN

PAWNSHOPS PIONEERED CIRCULAR ECONOMY

NEIGHBORHOOD-BASED STORES CONTRIBUTE TO THE MODERN "CIRCULAR ECONOMY"

EXTENDING LIFE CYCLE OF CONSUMER PRODUCTS

INVENTORY IS PRE-OWNED MERCHANDISE WHICH IS SOURCED AND THEN RECYCLED WITHIN EACH STORE'S GEOGRAPHIC NEIGHBORHOOD



SAVING WATER AND CARBON EMISSIONS WITH NO PACKAGING OR HAZARDOUS WASTE

LOCAL SOURCING OF PRE-OWNED GOODS ELIMINATES CARBON FOOTPRINT OF MANUFACTURING FACILITIES, DISTRIBUTION CENTERS AND TRANSPORTATION SERVICES

SAFE ENVIRONMENT

BUY AND RESELL POPULAR CONSUMER PRODUCTS IN A SAFE AND SECURE ENVIRONMENT FOR EMPLOYEES AND CUSTOMERS

ESG: COMMITMENT TO SOCIAL RESPONSIBILITY



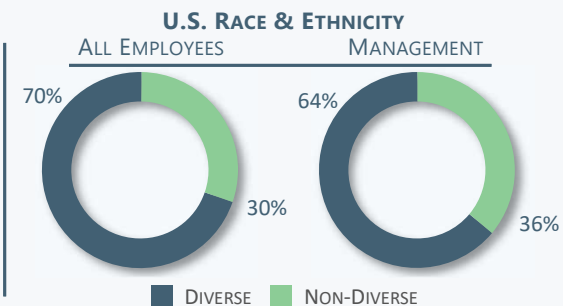
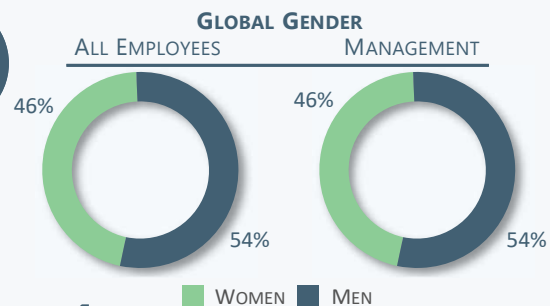
EMPLOYEE EMPOWERMENT

- **EMPLOYEE-TRAINING PROGRAMS** THAT PROMOTE CUSTOMER SERVICE AND PROFESSIONALISM
- **SPECIALIZED SKILL TRAINING PROGRAMS** IN LENDING PRACTICES, MERCHANDISE VALUATION AND REGULATORY COMPLIANCE
- **PROFIT SHARING, INCENTIVE AND BONUS PROGRAMS** WHICH PAY ON AVERAGE 4-5% OF GROSS PROFIT DIRECTLY TO EMPLOYEES

CUSTOMER AND EMPLOYEE PROTECTIONS

- STRICT COVID-19 SAFETY PROTOCOLS
- ROBUST CONSUMER AND CORPORATE COMPLIANCE PROGRAMS
- PRIVACY AND DATA PROTECTION POLICIES

DIVERSE WORKPLACE



All Demographics as of December 31, 2020

OVERVIEW

LATIN AMERICA

MEXICO, GUATEMALA, COLOMBIA
AND EL SALVADOR

OVER 1,700 LATIN AMERICA LOCATIONS IN
FOUR COUNTRIES

- LATIN AMERICA CONTINUES TO BE THE PRIMARY STORE GROWTH VEHICLE
- SUBSTANTIAL INFRASTRUCTURE AND CASH FLOWS TO ACCOMPLISH NEW ACQUISITIONS AND DE NOVO EXPANSION
- RUNWAY FOR CONTINUED STORE OPENINGS AND STRATEGIC ACQUISITIONS IN MEXICO



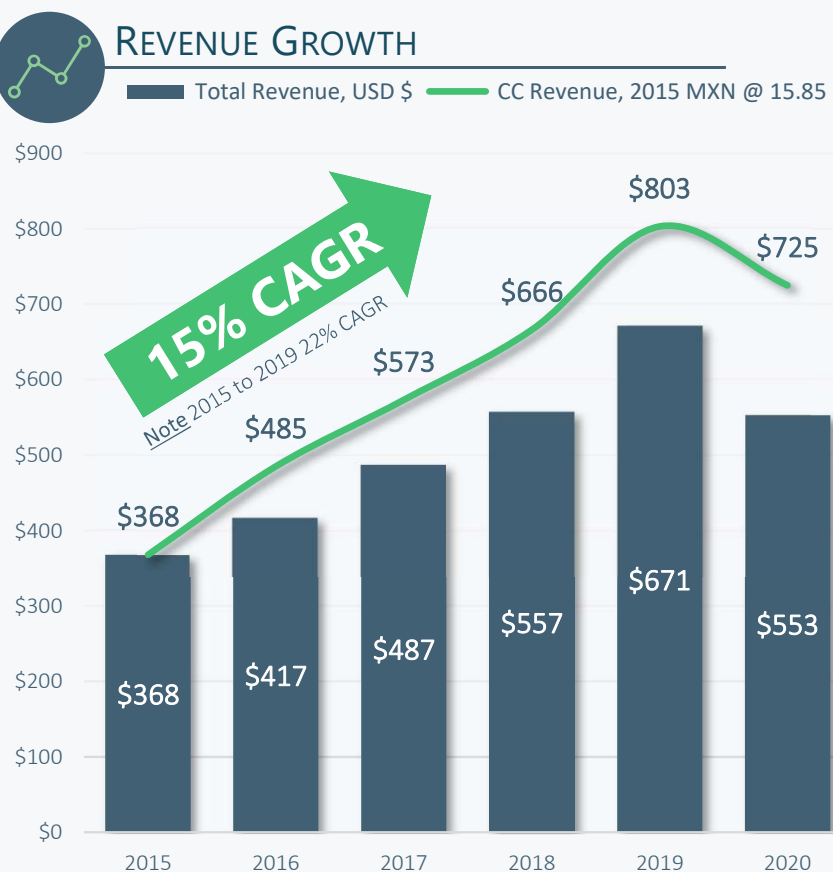
BOGOTA, COLOMBIA

FIRSTCASH INVESTOR RELATIONS

12

FIRSTCASH LATAM GROWTH — REVENUE AND STORE COUNT

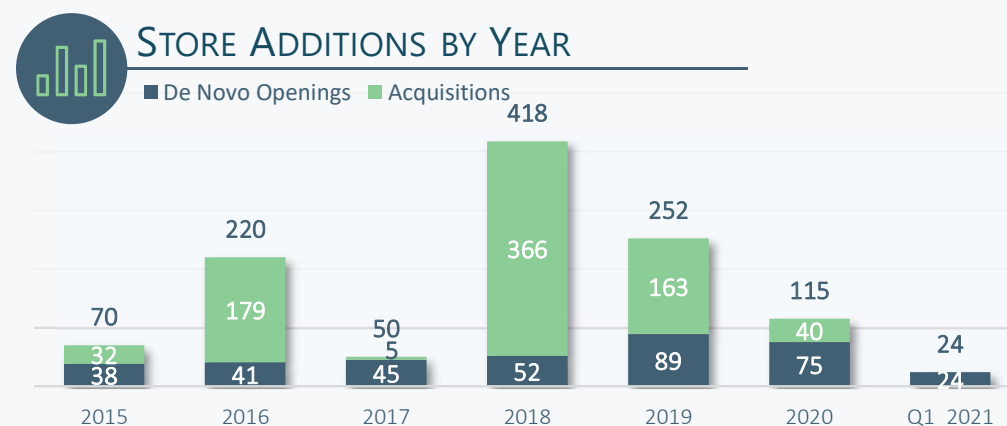
REVENUE GROWTH



STORE COUNT



STORE ADDITIONS BY YEAR

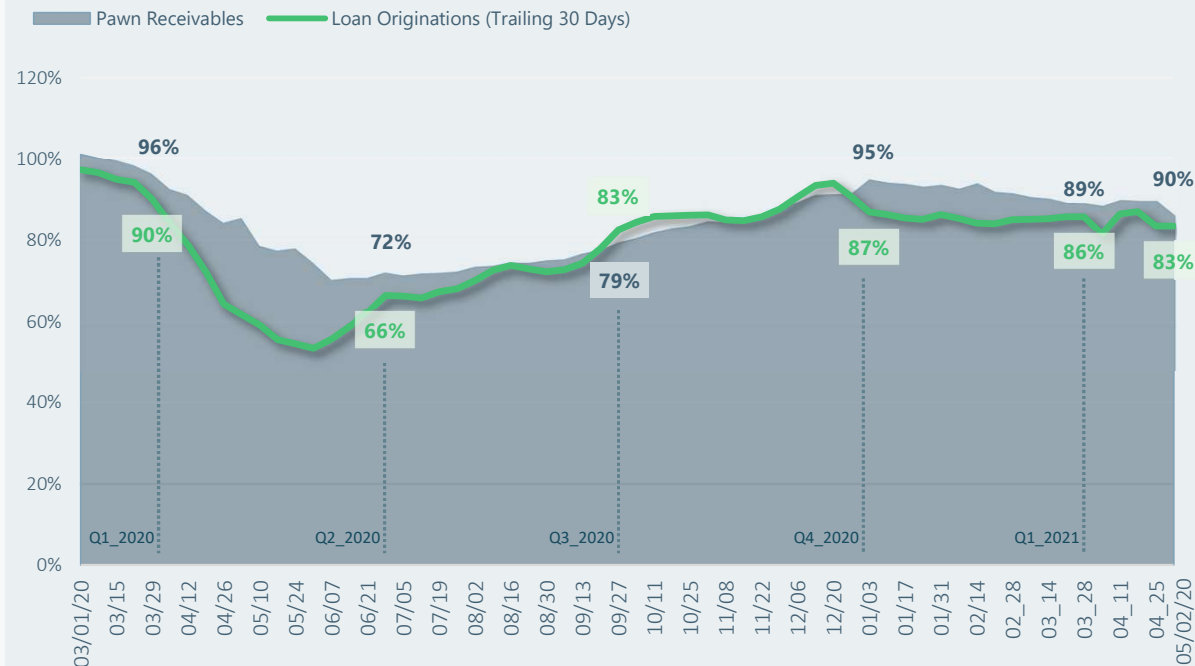


Presented constant currency results are non-GAAP financial measures and are calculated by translating 2016, 2017, 2018, 2019 and 2020 amounts using the average exchange rate for the year ended December 31, 2015

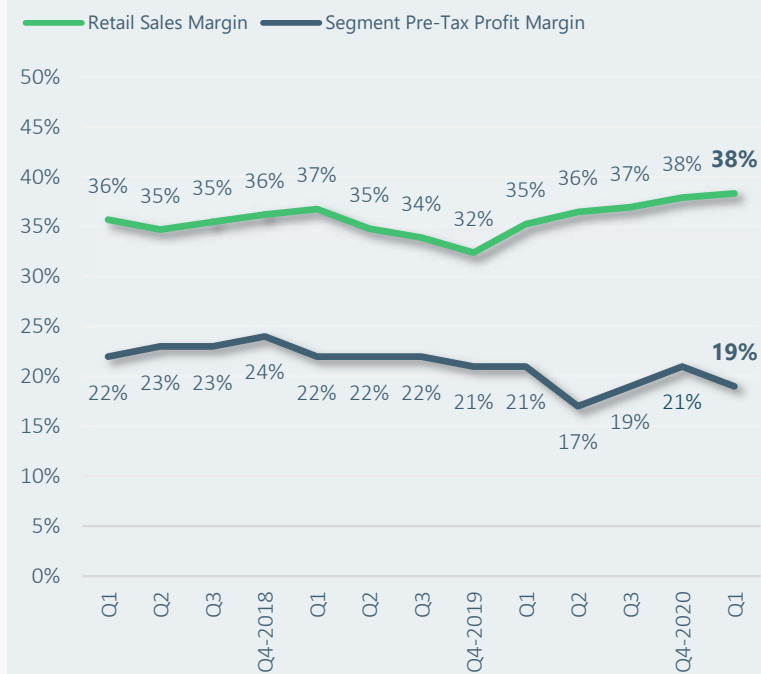
KEY OPERATING TRENDS – LATIN AMERICA OPERATIONS

Results in Constant Currency

MEXICO SAME-STORE PAWN RECEIVABLES AND LOAN ORIGINATIONS (COMPARED TO YEAR 2019)



LATAM RETAIL SALES MARGIN AND SEGMENT PROFIT MARGIN BY QUARTER

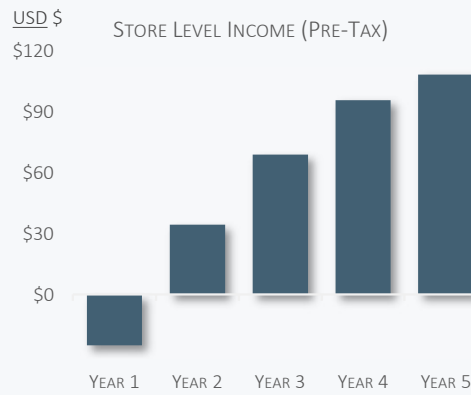


PROVEN NEW STORE OPENING PROCESS AND RAPID PAYBACK MODEL

TYPICAL MEXICO NEW STORE RAMP



TYPICAL MEXICO NEW STORE RAMP



UNDEVELOPED SITE



- OPENED FIRST STORES IN MEXICO IN 1999
- EXPERIENCED REAL ESTATE DEVELOPMENT TEAM
- PROVEN SITE SELECTION STRATEGY

SAME SITE AFTER REDEVELOPMENT



- STANDARDIZED STORE LAYOUTS, FIXTURES AND EQUIPMENT
- STATE OF THE ART SECURITY TECHNOLOGY
- CONSISTENT PROCESS ENSURES THE NEW STORES ARE DELIVERED ON TIME AND WITHIN BUDGET

NEW STORE INVESTMENT (USD \$)¹

CAP EX	\$181,000
— LEASEHOLD IMPROVEMENTS & FIXTURES	
— COMPUTER & SECURITY EQUIPMENT	
START-UP LOSSES	\$26,000
— PRE-OPENING	
— FIRST SIX MONTHS OF OPERATION	
TOTAL STORE INVESTMENT	\$207,000
WORKING CAPITAL (USD \$)	
FIRST YEAR FOR NEW STORE	\$93,000
— OPERATING CASH — LOAN FUNDING	
— INVENTORY	

DE NOVO STORE OPENING – COLIMA CITY, COLIMA MEXICO



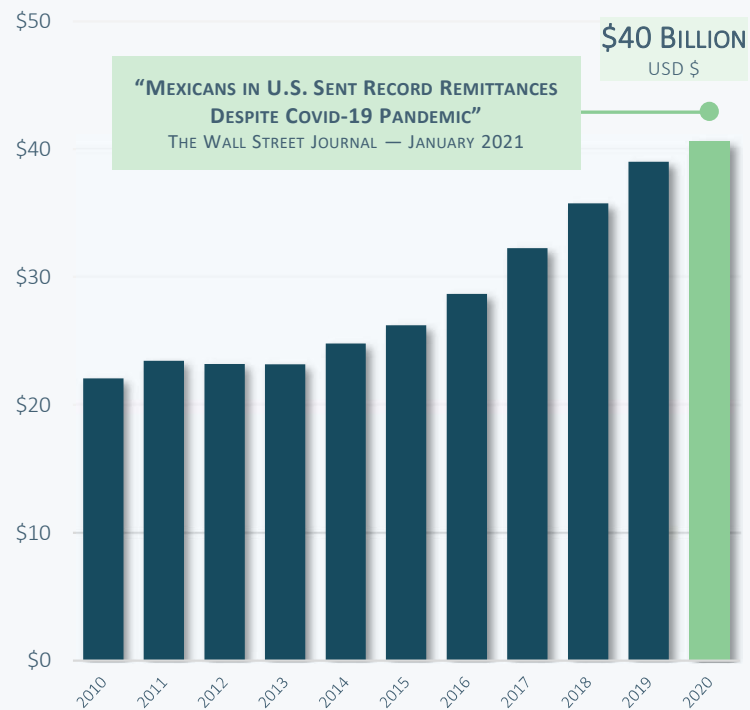
¹ Peso to dollar exchange rate of 19.3

MEXICO CONSUMER ECONOMY



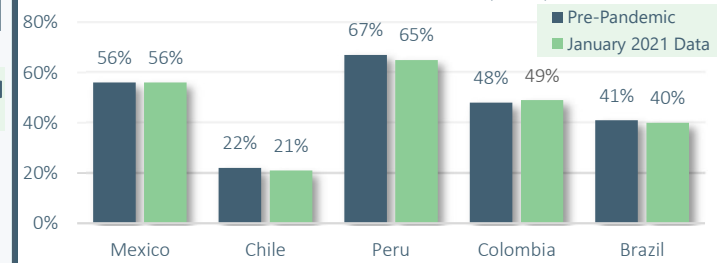
MEXICO REMITTANCE DOLLARS (IN USD \$ BILLIONS)

SOURCES: THE WORLD BANK AND BANK OF MEXICO



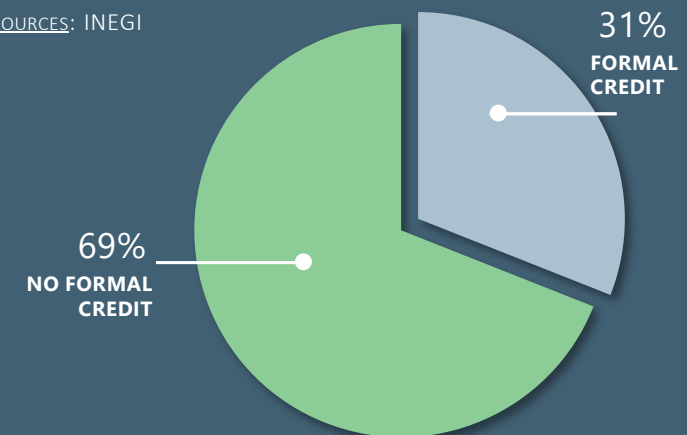
MEXICO EMPLOYMENT INFORMALITY VS. PEERS

SOURCE: NATIONAL INSTITUTE OF STATISTIC AND GEOGRAPHY (INEGI)



MEXICO CONSUMER CREDIT PENETRATION

SOURCES: INEGI



OVERVIEW UNITED STATES

OVER 1,000 U.S. LOCATIONS IN 24 STATES
AND THE DISTRICT OF COLUMBIA

- **OPERATIONS FOCUSED IN STATES WITH:**
 - GROWING POPULATIONS
 - FAVORABLE DEMOGRAPHICS
 - STABLE REGULATIONS
- **SIGNIFICANT UNDERBANKED DEMOGRAPHICS**
- **CONTINUED OPPORTUNITIES FOR ACQUISITIONS IN EXISTING MARKETS**
 - HIGHLY FRAGMENTED INDUSTRY
 - PRIMARILY ROLLUPS OF SMALL INDEPENDENT OPERATORS (1 TO 30 STORES)



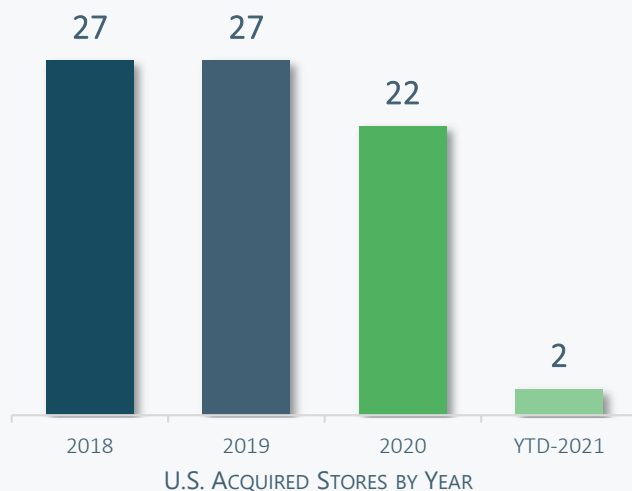
ATLANTA, GEORGIA USA

U.S. OPERATIONS — OVER 1,000 LOCATIONS

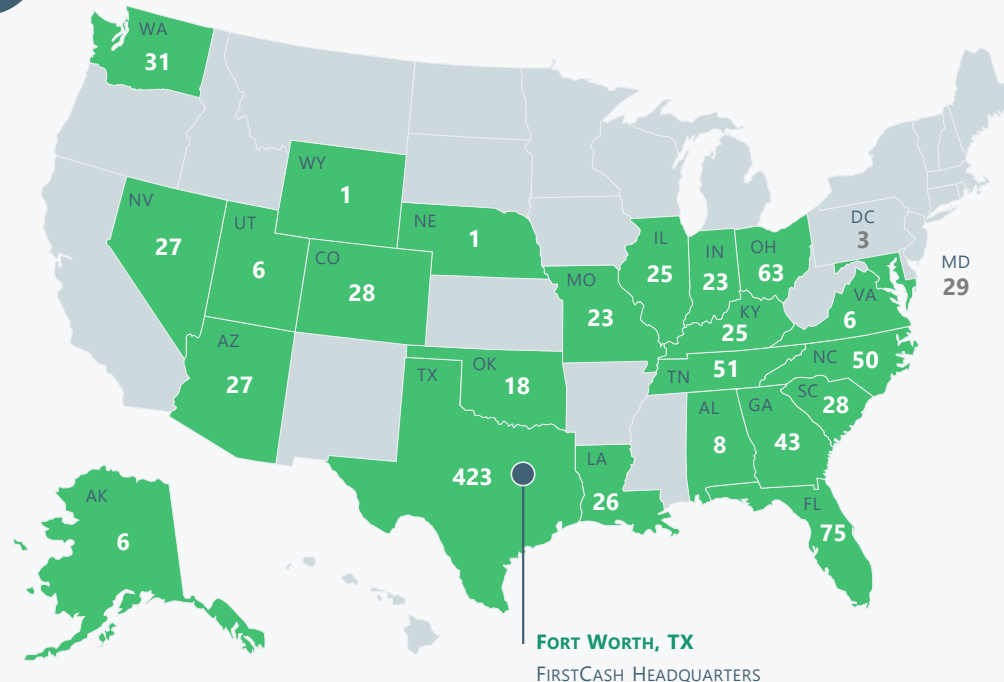


RECENT U.S. ACQUISITIONS

- 2 PAWN STORES IN Q1 OF 2021
 - ✓ 2 STORES IN TX
- 22 PAWN STORES IN Q4 OF 2020
 - ✓ 12 STORES IN TX, 9 IN NC AND 1 IN SC

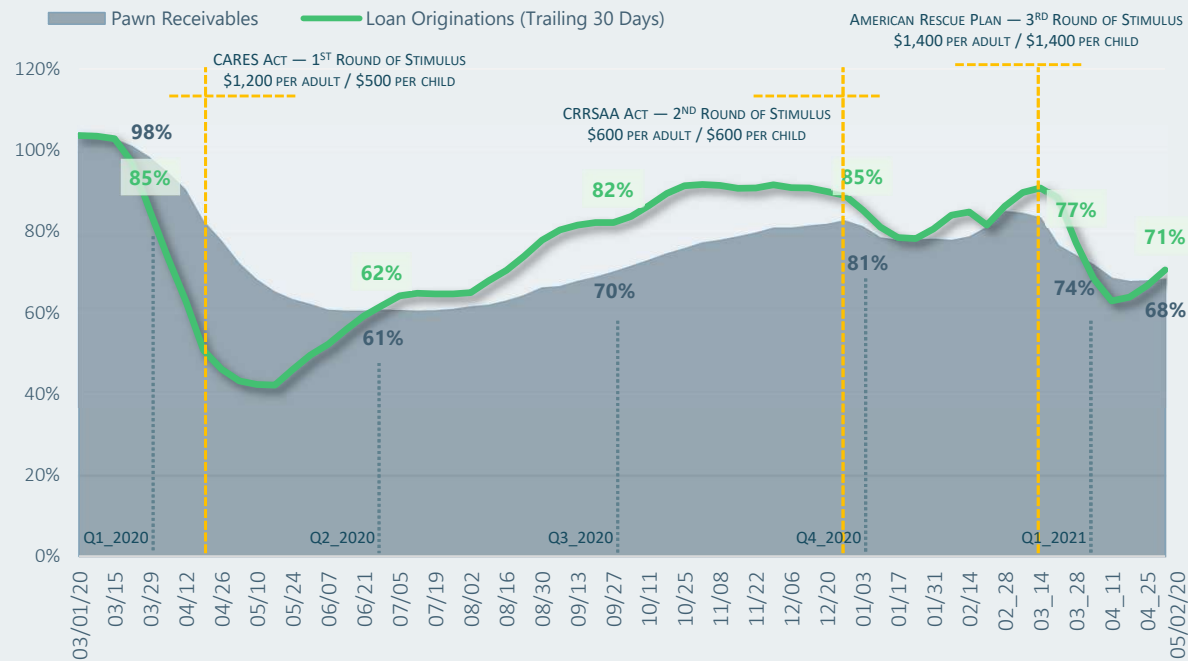


1,046 RETAIL PAWN STORE LOCATIONS

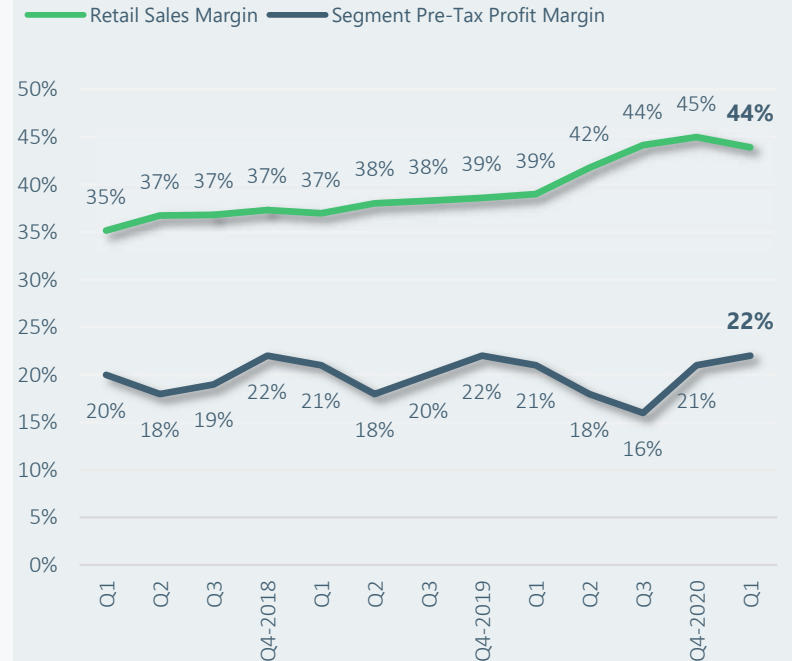


KEY OPERATING TRENDS – U.S. OPERATIONS

U.S. SAME-STORE PAWN RECEIVABLES AND LOAN ORIGINATIONS
(COMPARED TO YEAR 2019)



U.S. RETAIL SALES MARGIN AND
SEGMENT PROFIT MARGIN BY QUARTER



STABLE REGULATORY CLIMATE FOR PAWN



PAWN LOANS ARE DIFFERENT FROM TRADITIONAL CONSUMER LOAN PRODUCTS AND NOT SUBJECT TO THE CFPB SMALL DOLLAR LOAN RULES BECAUSE THEY:

- ARE COLLATERALIZED WITH A TANGIBLE ASSET
- ARE NON-RECOURSE LOANS
- HAVE SIGNIFICANTLY SMALLER AVERAGE LOAN SIZES
- DO NOT INVOLVE CREDIT CHECKS, COLLECTION ACTIVITIES, ACH TRANSACTIONS OR NEGATIVE CREDIT REPORTING



REGULATIONS ARE PRIMARILY AT THE STATE LEVEL IN THE U.S. AND THE FEDERAL LEVEL IN LATIN AMERICA

- MINIMAL REGULATORY CHANGES OVER THE LAST 25 YEARS
- STATES WITH POSITIVE RATE CHANGES INCLUDE:
 - OHIO: ENACTED MARCH 28, 2017
 - WASHINGTON: ENACTED JULY 24, 2015
 - ARIZONA: ENACTED JULY 24, 2014
 - NEVADA: ENACTED OCTOBER 1, 2011

FINANCIAL HIGHLIGHTS



MERIDA, YUCATAN MEXICO

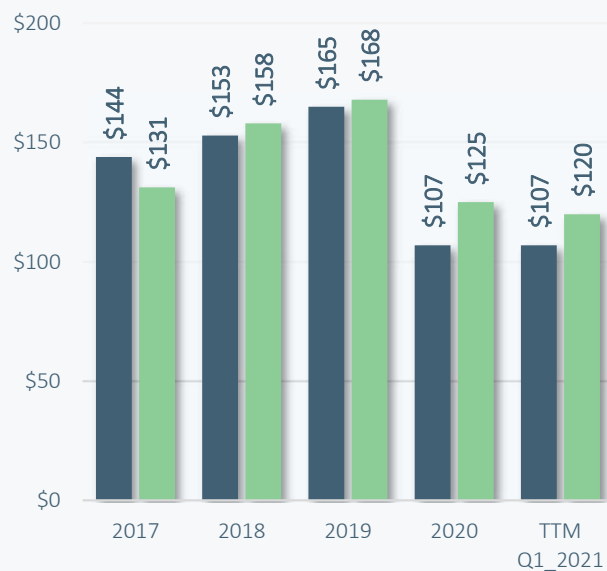
OPERATING RESULTS

\$ in Millions, Except per Share Amounts



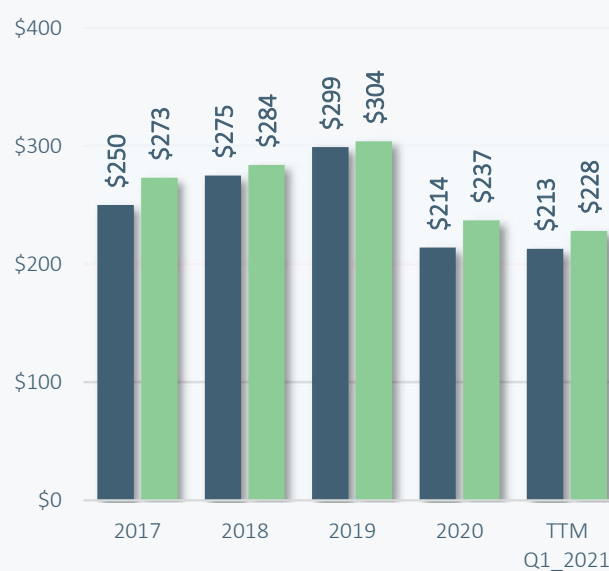
NET INCOME

■ Net Income ■ Adjusted Net Income



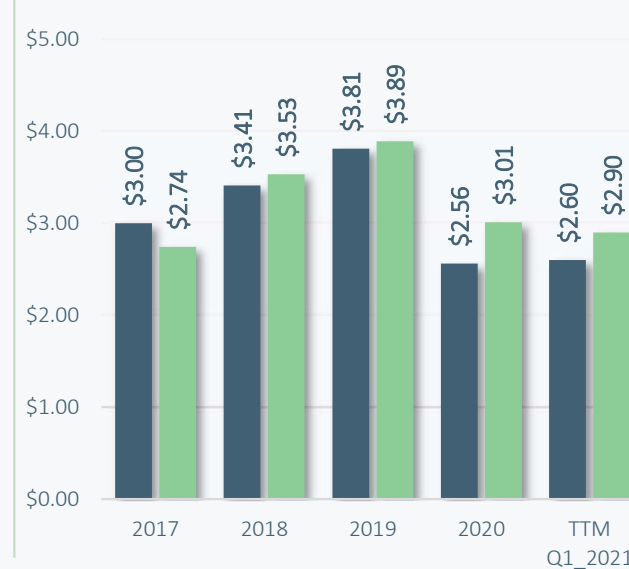
EBITDA

■ EBITDA ■ Adjusted EBITDA



DILUTED EARNINGS PER SHARE

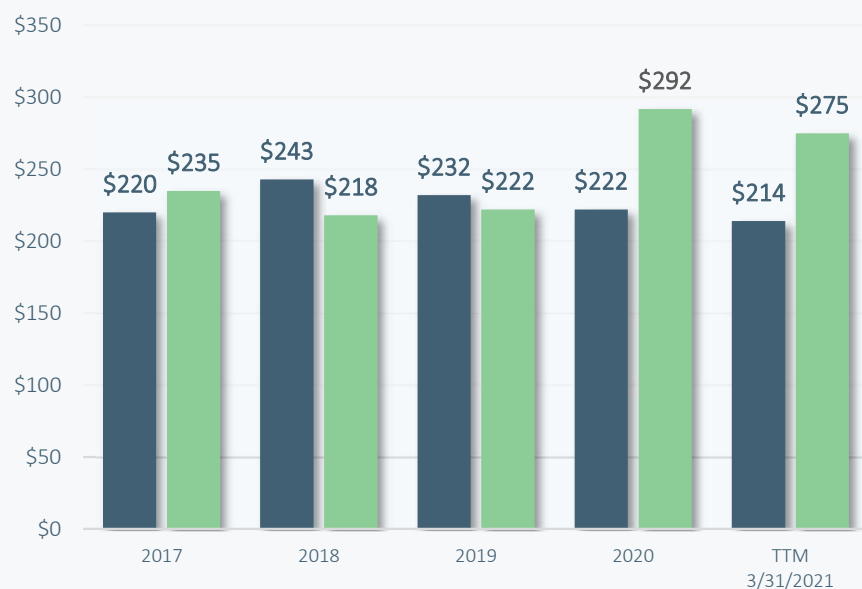
■ GAAP EPS ■ Adjusted EPS



CASH FLOW AND LEVERAGE

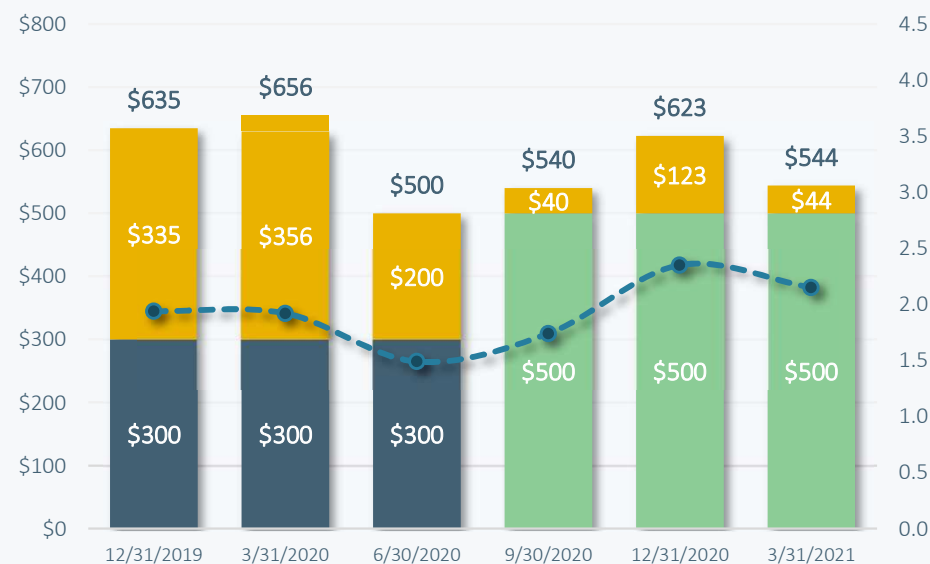
CASH FLOW FROM OPERATING ACTIVITIES AND FREE CASH FLOW¹

■ Cash Flow from Operating Activities ■ Free Cash Flow



LEVERAGE HISTORY

■ 2024 5.375% Sr. Notes ■ 2028 4.625% Sr. Notes ■ Bank Lines of Credit
 -●- Net Debt to Adjusted EBITDA²



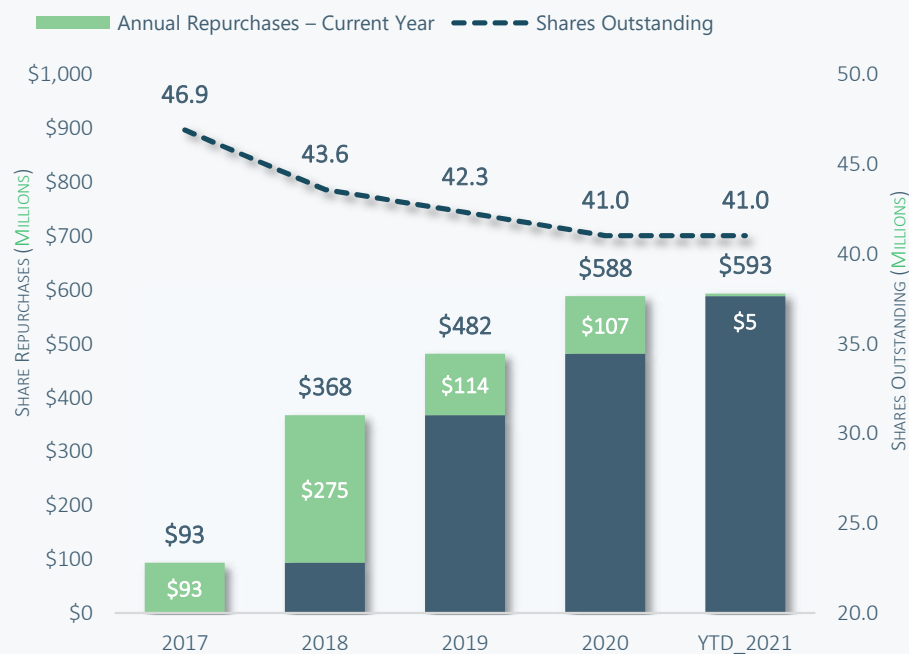
¹ Non-GAAP financial measure. See reconciliation of non-GAAP financial measures elsewhere in this presentation ² Adjusted EBITDA, which is a component used in the calculation of the Net Debt Ratio, is a non-GAAP financial measure; See Company's 04/21/2021 press release for a calculation of the Net Debt Ratio

CASH DIVIDENDS & SHARE REPURCHASES

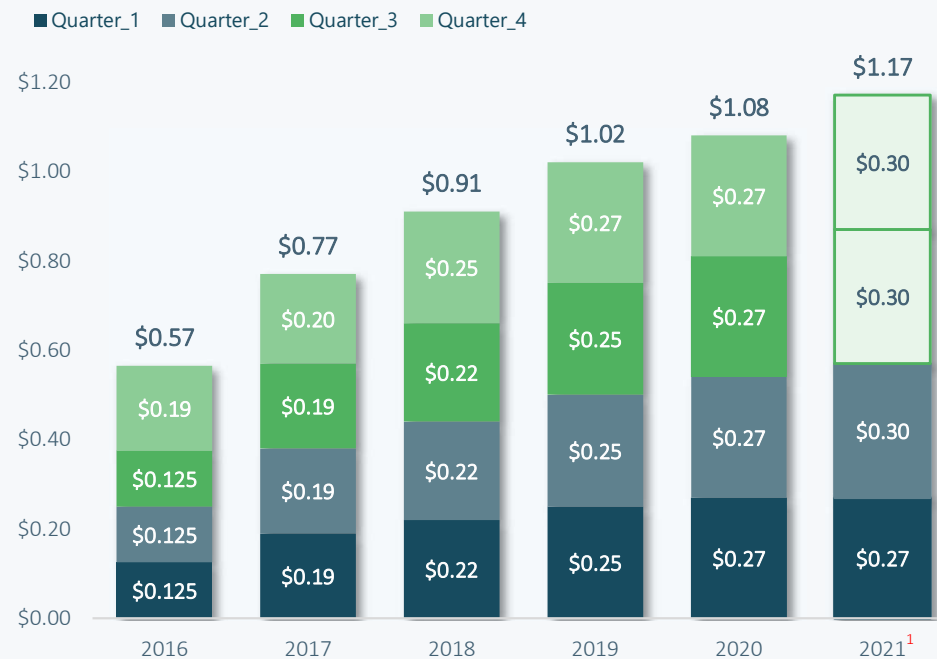


ACTIVE SHARE REPURCHASE PROGRAM

7.8 Million shares repurchased represents **16%** of share count at merger



CASH DIVIDEND HISTORY

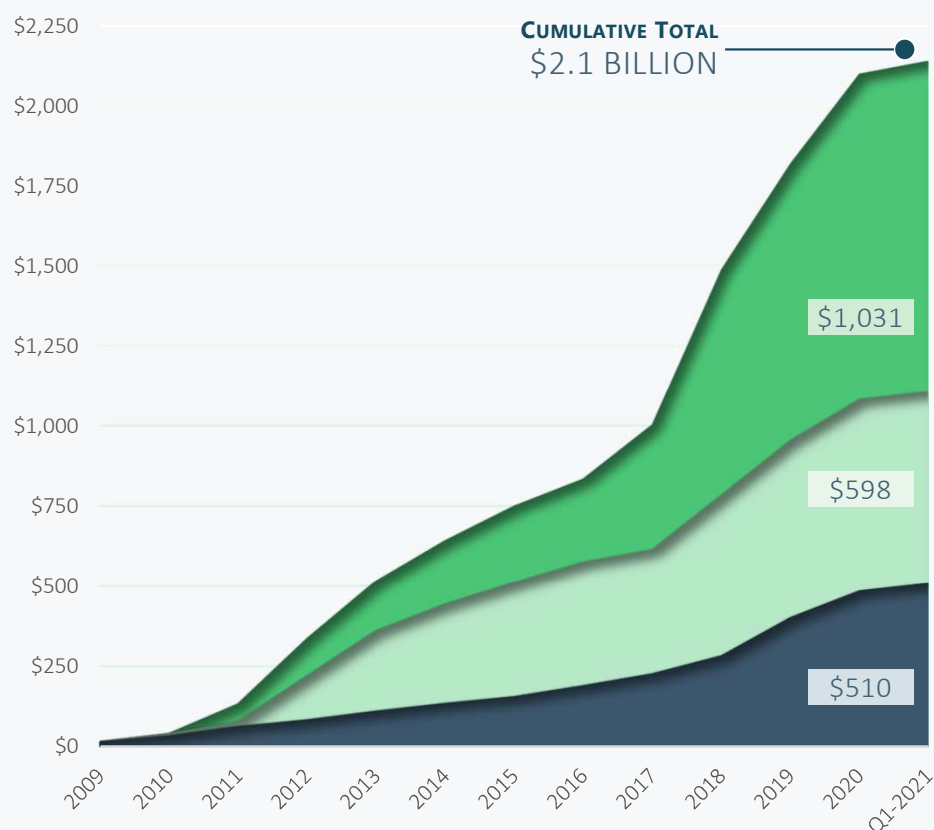


¹ Future dividends are subject to approval by the Company's Board of Directors



GROWTH INVESTMENTS & SHAREHOLDER PAYOUTS

The Last 10+ Years (since 2009) — \$ in Millions



\$2.1 BILLION (SINCE 2009)



STOCK REPURCHASES & DIVIDENDS

- 12,985,608 SPLIT-ADJUSTED SHARES REPURCHASED
- \$197 MILLION IN CUMULATIVE DIVIDENDS PAID



ACQUISITIONS

- 239 STORES ACQUIRED IN U.S.
- 869 STORES ACQUIRED IN LATIN AMERICA



CAPITAL EXPENDITURES

- 740 DE NOVO STORE OPENINGS
- 211 PROPERTIES PURCHASED (SINCE 2009)
- 214 PROPERTIES CURRENTLY OWNED

INVESTMENT RECAP



PAWN EXCLUSIVE BUSINESS MODEL

- SMALL SECURED PAWN LOANS TO UNBANKED AND UNDERBANKED CONSUMERS WITH LIMITED OR NO ACCESS TO TRADITIONAL CREDIT PRODUCTS
- DIVERSIFIED LENDING AND RETAIL MODEL IS A SIGNIFICANT COMPETITIVE ADVANTAGE WITH STRONG MARGINS AND CASH FLOWS
- RESILIENT BUSINESS MODEL, NO CREDIT RISK



PROVEN MULTI-COUNTRY GROWTH STRATEGY

- MATURE U.S. BUSINESS GENERATES SIGNIFICANT CASH FLOW
- RUNWAY FOR GROWTH IN LATIN AMERICA WHERE CUSTOMER DEMOGRAPHICS ARE FAVORABLE AND LARGE FORMAT COMPETITION IS LIMITED



STRONG BALANCE SHEET FUNDS GROWTH, ACQUISITIONS, SHARE BUYBACKS AND DIVIDENDS

With over 12 million individual pre-owned items sold annually, we believe we are one of the largest resellers of recycled consumer products in the Americas...



APPENDIX



CORPUS CHRISTI, TEXAS USA

NON-GAAP FINANCIAL INFORMATION

THE COMPANY USES CERTAIN FINANCIAL CALCULATIONS SUCH AS ADJUSTED NET INCOME, ADJUSTED DILUTED EARNINGS PER SHARE, EBITDA, ADJUSTED EBITDA, FREE CASH FLOW, ADJUSTED FREE CASH FLOW AND CONSTANT CURRENCY RESULTS AS FACTORS IN THE MEASUREMENT AND EVALUATION OF THE COMPANY'S OPERATING PERFORMANCE AND PERIOD-OVER-PERIOD GROWTH. THE COMPANY DERIVES THESE FINANCIAL CALCULATIONS ON THE BASIS OF METHODOLOGIES OTHER THAN GAAP, PRIMARILY BY EXCLUDING FROM A COMPARABLE GAAP MEASURE CERTAIN ITEMS THE COMPANY DOES NOT CONSIDER TO BE REPRESENTATIVE OF ITS ACTUAL OPERATING PERFORMANCE. THESE FINANCIAL CALCULATIONS ARE "NON-GAAP FINANCIAL MEASURES" AS DEFINED UNDER THE SEC RULES. THE COMPANY USES THESE NON-GAAP FINANCIAL MEASURES IN OPERATING ITS BUSINESS BECAUSE MANAGEMENT BELIEVES THEY ARE LESS SUSCEPTIBLE TO VARIANCES IN ACTUAL OPERATING PERFORMANCE THAT CAN RESULT FROM THE EXCLUDED ITEMS, OTHER INFREQUENT CHARGES AND CURRENCY FLUCTUATIONS. THE COMPANY PRESENTS THESE FINANCIAL MEASURES TO INVESTORS BECAUSE MANAGEMENT BELIEVES THEY ARE USEFUL TO INVESTORS IN EVALUATING THE PRIMARY FACTORS THAT DRIVE THE COMPANY'S CORE OPERATING PERFORMANCE AND PROVIDE GREATER TRANSPARENCY INTO THE COMPANY'S RESULTS OF OPERATIONS. HOWEVER, ITEMS THAT ARE EXCLUDED AND OTHER ADJUSTMENTS AND ASSUMPTIONS THAT ARE MADE IN CALCULATING THESE NON-GAAP FINANCIAL MEASURES ARE SIGNIFICANT COMPONENTS IN UNDERSTANDING AND ASSESSING THE COMPANY'S FINANCIAL PERFORMANCE. THESE NON-GAAP FINANCIAL MEASURES SHOULD BE EVALUATED IN CONJUNCTION WITH, AND ARE NOT A SUBSTITUTE FOR, THE COMPANY'S GAAP FINANCIAL MEASURES. FURTHER, BECAUSE THESE NON-GAAP FINANCIAL MEASURES ARE NOT DETERMINED IN ACCORDANCE WITH GAAP AND ARE THUS SUSCEPTIBLE TO VARYING CALCULATIONS, THE NON-GAAP FINANCIAL MEASURES, AS PRESENTED, MAY NOT BE COMPARABLE TO OTHER SIMILARLY TITLED MEASURES OF OTHER COMPANIES.

PLEASE REFERENCE THE FORM 10-Q FILED ON 04/26/2021 FOR FURTHER EXPLANATION.

RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES TO GAAP FINANCIAL MEASURES

ADJUSTED FREE CASH FLOW

Reconciliation of Cash Flow From Operating Activities to Free Cash Flow & Adjusted Free Cash Flow

	YEAR ENDED DECEMBER 31,				TRAILING TWELVE ENDED MARCH 31,	
	2017	2018	2019	2020	2020	2021
CASH FLOW FROM OPERATING ACTIVITIES	\$220,357	\$243,429	\$231,596	\$222,264	\$237,284	\$214,053
CASH FLOW FROM INVESTING ACTIVITIES:						
LOAN RECEIVABLES, NET ¹	40,735	10,125	34,406	107,008	44,469	97,123
PURCHASES OF FURNITURE, FIXTURES, EQUIPMENT AND IMPROVEMENTS	(25,971)	(35,677)	(44,311)	(37,543)	(45,234)	(36,453)
FREE CASH FLOW	235,121	217,877	221,691	291,729	236,519	274,723
MERGER AND ACQUISITION EXPENSES PAID, NET OF TAX BENEFIT	6,659	7,072	1,276	991	1,222	1,057
ADJUSTED FREE CASH FLOW	\$241,780	\$224,949	\$222,967	\$292,720	\$237,741	\$275,780

¹ Includes the funding of new loans net of cash repayments and recovery of principal through the sale of inventories acquired from forfeiture of pawn collateral

ADJUSTED EBITDA

Reconciliation of Net Income to EBITDA and Adjusted EBITDA

	YEAR ENDED DECEMBER 31,				TRAILING TWELVE ENDED MARCH 31,
	2017	2018	2019	2020	2021
NET INCOME	\$143,892	\$153,206	\$164,618	\$106,579	\$107,376
INCOME TAXES	28,420	52,103	59,993	37,120	36,877
DEPRECIATION AND AMORTIZATION	55,233	42,961	41,904	42,105	42,043
INTEREST EXPENSE	24,035	29,173	34,035	29,344	28,156
INTEREST INCOME	(1,597)	(2,444)	(1,055)	(1,540)	(1,513)
EBITDA	249,983	274,999	299,495	213,608	212,939
ADJUSTMENTS:					
MERGER AND ACQUISITION EXPENSES	9,062	7,643	1,766	1,316	1,414
NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY	-	-	(933)	1,249	(2,533)
NON-CASH WRITE-OFF OF CERTAIN CASH AMERICA MERGER RELATED LEASE INTANGIBLES	-	-	-	7,055	4,303
NON-CASH IMPAIRMENT OF CERTAIN OTHER ASSETS	-	-	-	1,900	-
CONSUMER LENDING WIND-DOWN COSTS AND ASSET IMPAIRMENTS	-	1,514	3,454	109	109
LOSS ON EXTINGUISHMENT OF DEBT	14,114	-	-	11,737	11,737
ADJUSTED EBITDA	\$273,159	\$284,156	\$303,782	\$236,974	\$227,969

RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES TO GAAP FINANCIAL MEASURES (CONTINUED)

ADJUSTED NET INCOME

Reconciliation of Net Income to Adjusted Net Income

YEAR ENDED DECEMBER 31,

TRAILING TWELVE
ENDED MARCH 31,

2017

2018

2019

2020

2021

IN THOUSANDS

PER SHARE

IN THOUSANDS

PER SHARE

IN THOUSANDS

PER SHARE

IN THOUSANDS

PER SHARE

IN THOUSANDS

PER SHARE

NET INCOME

\$143,892

\$3.00

\$153,206

\$3.41

\$164,618

\$3.81

\$106,579

\$2.56

\$107,376

\$2.60

ADJUSTMENTS, NET OF TAX:

MERGER AND ACQUISITION
EXPENSES

5,710

0.12

5,412

0.12

1,276

0.03

991

0.02

1,057

0.02

CONSUMER LENDING WIND-DOWN COSTS AND ASSET
IMPAIRMENTS

1,166

0.03

2,659

0.06

84

84

NET TAX BENEFIT FROM TAX ACT

(27,269)

(0.57)

(1,494)

(0.03)

-

-

-

-

-

-

NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO
LEASE LIABILITY

-

-

(653)

(0.01)

874

0.02

(1,774)

(0.04)

NON-CASH WRITE-OFF OF CERTAIN CASH AMERICA MERGER
RELATED LEASE INTANGIBLES

-

-

-

-

5,432

0.13

3,313

0.08

NON-CASH IMPAIRMENT OF CERTAIN OTHER ASSETS¹

-

-

-

-

1,463

0.04

-

-

ACCRUAL OF PRE-MERGER CASH AMERICA INCOME TAX
LIABILITY

-

-

-

-

693

0.02

693

0.02

LOSS ON EXTINGUISHMENT OF DEBT

8,892

0.19

-

-

-

-

9,037

0.22

9,037

0.22

ADJUSTED NET INCOME

\$131,225

\$2.74

\$158,290

\$3.53

\$167,900

\$3.89

\$125,153

\$3.01

\$119,786

\$2.90

¹ Impairment related to a non-operating asset in which the Company determined that an other than temporary impairment existed as of March 31, 2020

CONSTANT CURRENCY

CERTAIN PERFORMANCE METRICS DISCUSSED IN THIS PRESENTATION ARE PRESENTED ON A "CONSTANT CURRENCY" BASIS, WHICH IS CONSIDERED A NON-GAAP FINANCIAL MEASURE. THE COMPANY'S MANAGEMENT USES CONSTANT CURRENCY RESULTS TO EVALUATE OPERATING RESULTS OF BUSINESS OPERATIONS IN LATIN AMERICA, WHICH ARE PRIMARILY TRANSACTED IN LOCAL CURRENCIES.

THE COMPANY BELIEVES CONSTANT CURRENCY RESULTS PROVIDE INVESTORS WITH VALUABLE SUPPLEMENTAL INFORMATION REGARDING THE UNDERLYING PERFORMANCE OF ITS BUSINESS OPERATIONS IN LATIN AMERICA, CONSISTENT WITH HOW THE COMPANY'S MANAGEMENT EVALUATES SUCH PERFORMANCE AND OPERATING RESULTS. CONSTANT CURRENCY RESULTS REPORTED HEREIN ARE CALCULATED BY TRANSLATING CERTAIN BALANCE SHEET AND INCOME STATEMENT ITEMS DENOMINATED IN LOCAL CURRENCIES USING THE EXCHANGE RATE FROM THE PRIOR-YEAR COMPARABLE PERIOD, AS OPPOSED TO THE CURRENT COMPARABLE PERIOD, IN ORDER TO EXCLUDE THE EFFECTS OF FOREIGN CURRENCY RATE FLUCTUATIONS FOR PURPOSES OF EVALUATING PERIOD-OVER-PERIOD COMPARISONS. BUSINESS OPERATIONS IN MEXICO, GUATEMALA AND COLOMBIA ARE TRANSACTED IN MEXICAN PESOS, GUATEMALAN QUETZALES AND COLOMBIAN PESOS. THE COMPANY ALSO HAS OPERATIONS IN EL SALVADOR WHERE THE REPORTING AND FUNCTIONAL CURRENCY IS THE U.S. DOLLAR.



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