



Investor Presentation

August 2023

Cautionary Statement Regarding

Forward-Looking Statements

THIS QUARTERLY PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS ABOUT THE BUSINESS, FINANCIAL CONDITION, OUTLOOK AND PROSPECTS OF FIRSTCASH HOLDINGS, 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, OUTLOOK 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 THAT 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 QUARTERLY PRESENTATION. SUCH FACTORS MAY INCLUDE, WITHOUT LIMITATION, RISKS RELATED TO THE EXTENSIVE REGULATORY ENVIRONMENT IN WHICH THE COMPANY OPERATES; RISKS ASSOCIATED WITH THE LEGAL AND REGULATORY PROCEEDINGS THAT THE COMPANY IS A PARTY TO, OR MAY BECOME A PARTY TO IN THE FUTURE, INCLUDING THE CONSUMER FINANCIAL PROTECTION BUREAU (THE “CFPB”) LAWSUIT FILED AGAINST THE COMPANY; RISKS RELATED TO THE COMPANY’S ACQUISITIONS, INCLUDING THE FAILURE OF ANY MATERIAL ACQUISITION, INCLUDING THE AMERICAN FIRST

FINANCE (“AFF”) ACQUISITION, TO DELIVER THE ESTIMATED VALUE AND BENEFITS EXPECTED BY THE COMPANY AND THE ABILITY OF THE COMPANY TO CONTINUE TO IDENTIFY AND CONSUMMATE ACQUISITIONS ON FAVORABLE TERMS; POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR THE COMPANY’S PAWN LOAN, RETAIL, LEASE-TO-OWN (“LTO”) AND RETAIL FINANCE PRODUCTS, INCLUDING, AS A RESULT TO, CHANGES IN THE GENERAL ECONOMIC CONDITIONS; LABOR SHORTAGES AND INCREASED LABOR COSTS; A DETERIORATION IN THE ECONOMIC CONDITIONS IN THE UNITED STATES AND LATIN AMERICA, INCLUDING AS A RESULT OF INFLATION AND RISING INTEREST RATES, WHICH POTENTIALLY COULD HAVE AN IMPACT ON DISCRETIONARY CONSUMER SPENDING AND DEMAND FOR THE COMPANY’S PRODUCTS; CURRENCY FLUCTUATIONS, PRIMARILY INVOLVING THE MEXICAN PESO; COMPETITION THE COMPANY FACES FROM OTHER RETAILERS AND PROVIDERS OF RETAIL PAYMENT SOLUTIONS; THE ABILITY OF THE COMPANY TO SUCCESSFULLY EXECUTE ON ITS BUSINESS STRATEGIES; AND OTHER RISKS 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 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 QUARTERLY PRESENTATION SPEAK ONLY AS OF THE DATE OF THIS QUARTERLY 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.

WE ARE THE LEADING OPERATOR OF PAWN STORES IN THE U.S. AND LATIN AMERICA, AND WITH THE ACQUISITION OF AMERICAN FIRST FINANCE, ARE A LEADING PROVIDER OF RETAIL POINT-OF-SALE (“POS”) PAYMENT SOLUTIONS FOCUSED ON SERVING CREDIT-CONSTRAINED CONSUMERS

PAWN OPERATIONS



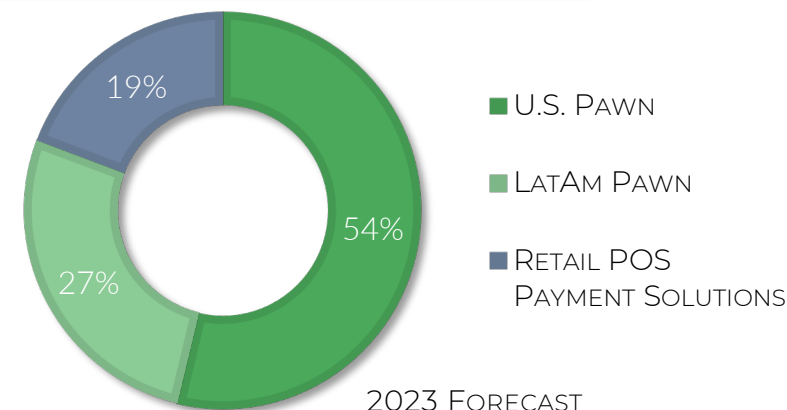
- U.S. Pawn: 25 States and the District of Columbia
- Latin America Pawn : Mexico, Guatemala, Colombia and El Salvador

RETAIL POS PAYMENT SOLUTIONS

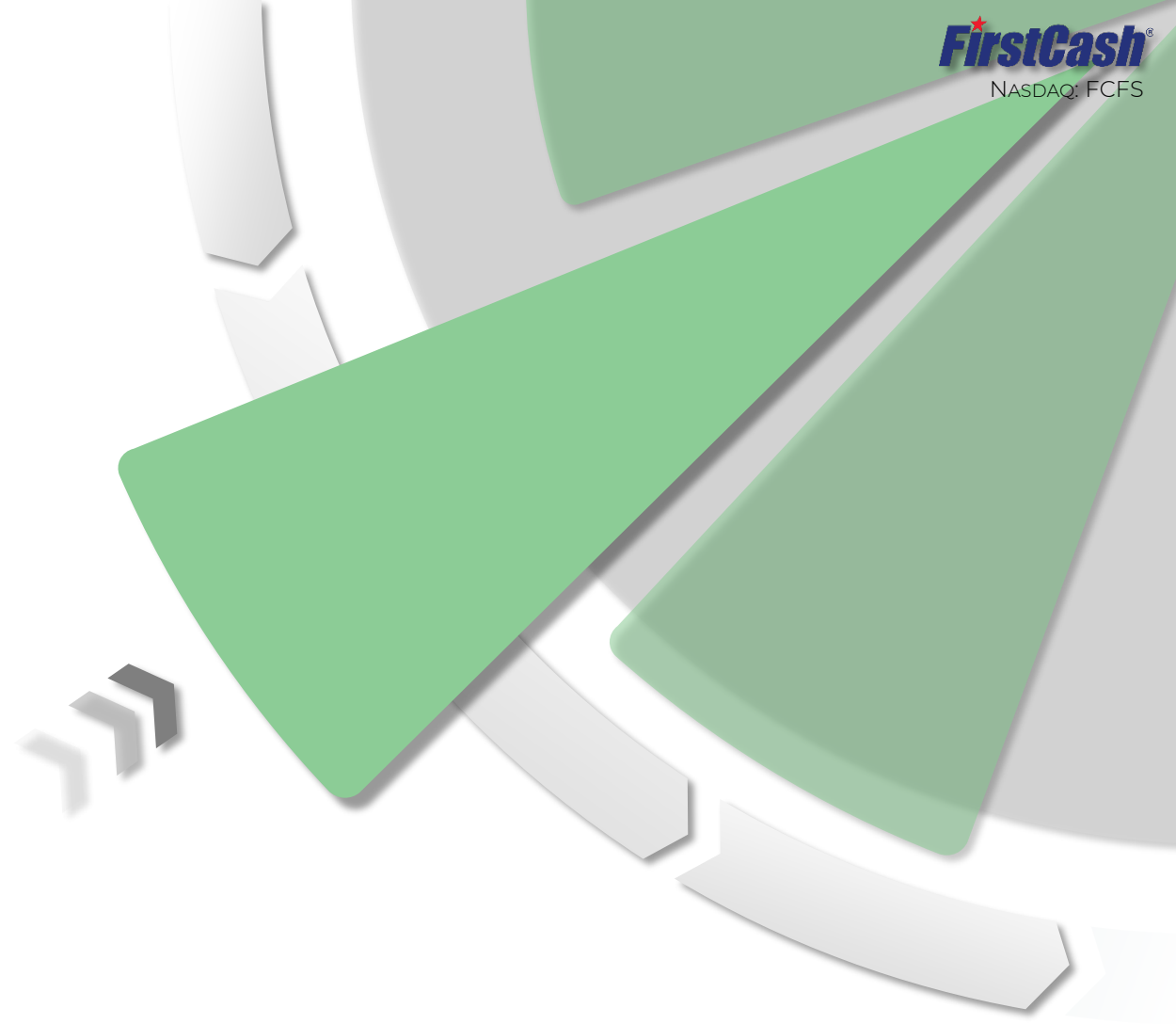


- AMERICAN FIRST FINANCE (“AFF”) PROVIDES LEASE-TO-OWN (“LTO”) PRODUCTS AND OTHER RETAIL FINANCING PAYMENT OPTIONS
- AVAILABLE IN ALL 50 STATES IN THE U.S., THE DISTRICT OF COLUMBIA AND PUERTO RICO

INCOME BY SEGMENT



PAWN OPERATIONS



FirstCash[®]

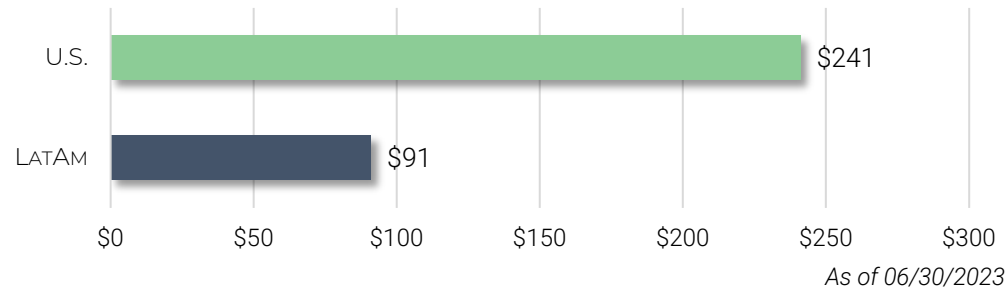
PAWN PRODUCT OVERVIEW

1 PAWN LOANS ARE CUSTOMER FRIENDLY

- NON-RECOURSE LOANS
- NO CREDIT CHECK OR BANK ACCOUNT REQUIRED
- NO COLLECTION ACTIVITY OR REPORTING TO CREDIT BUREAUS

2 PAWN LOANS ARE SMALL AND AFFORDABLE

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

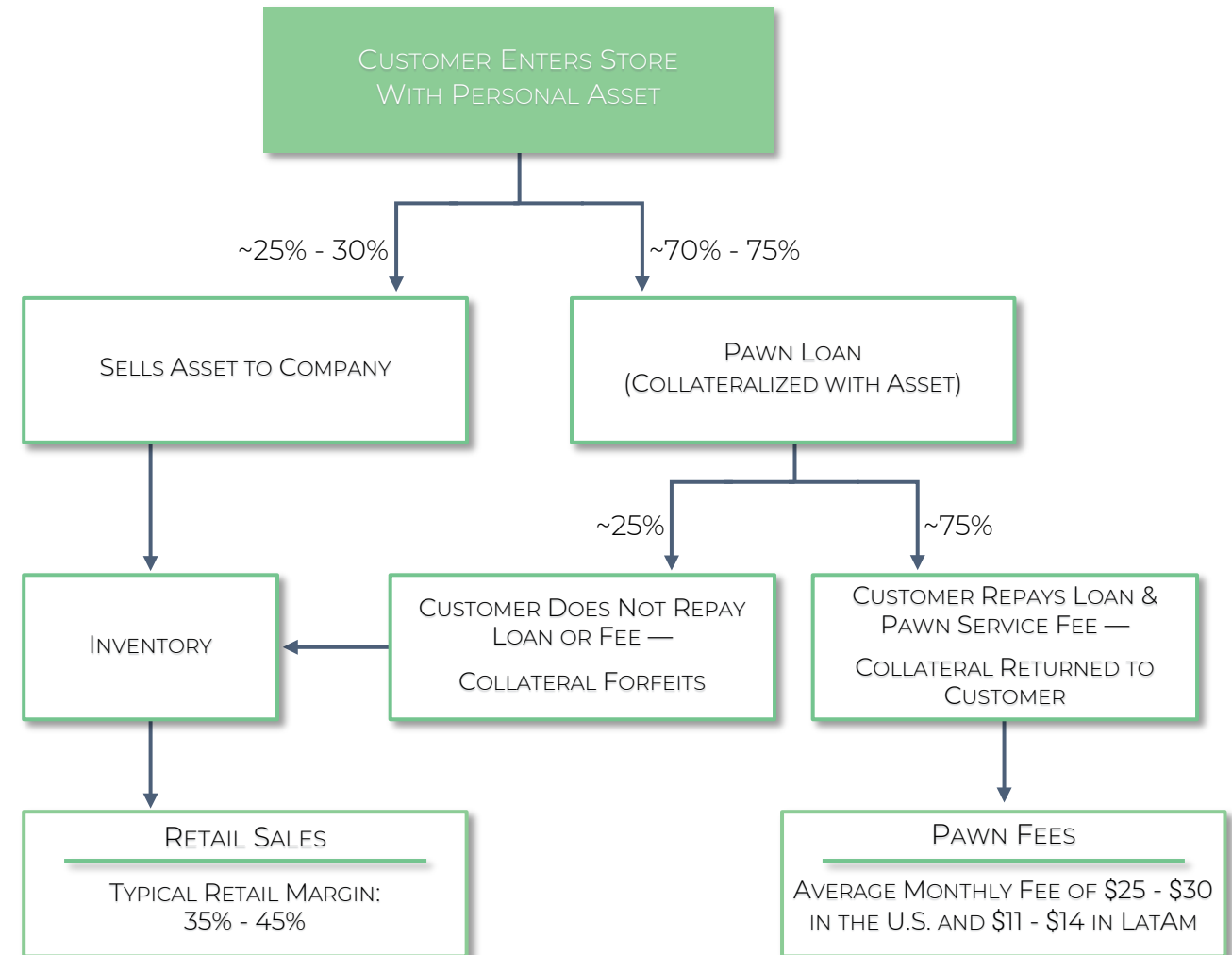


3 PAWN LOANS HAVE LIMITED CREDIT RISK

- FULLY COLLATERALIZED WITH PERSONAL PROPERTY
- COLLATERAL HELD IN SECURE BACKROOM OF STORE
- RAPID LIQUIDATION OF FORFEITED COLLATERAL THROUGH PAWNSHOP RETAIL OPERATIONS

4 PAWN TRANSACTION CYCLE

TOTAL TRANSACTION TIME LESS THAN 15 MINUTES



Extensive Data Analytics Deliver Best in Class Performance

- 1 DATA CONTINUALLY CAPTURED AND REFRESHED FROM MORE THAN 12 MILLION ANNUAL RESALE TRANSACTIONS IN OVER 2,900 STORES
 - MERCHANDISE SALES DATABASE PROVIDES REAL-TIME PRICING, TURNOVER & MARGIN DATA
 - DATA IS ANALYZED TO DETERMINE THE PROBABILITY OF LOAN PERFORMANCE AND OPTIMUM LOAN-TO-VALUE RATIOS
- 2 FIRSTCASH'S PAWNBROKERS UTILIZE AI-LIKE PROPRIETARY ALGORITHMS TO DETERMINE COLLATERAL VALUE, LOAN-TO-VALUE RATIOS AND RETAIL PRICING
- 3 ANALYTICS AND ALGORITHMS PROVIDE PRODUCT & CUSTOMER PERFORMANCE METRICS THAT DRIVE INDUSTRY LEADING YIELDS & SALES MARGINS



Pawn Performs Well Across Economic Cycles

1

PAWN RECEIVABLES ARE FULLY COLLATERALIZED AND NOT SUBJECT TO CONSUMER CREDIT RISK

2

CREDIT TIGHTENING BY UNSECURED LENDERS DRIVES INCREASED DEMAND FOR PAWN

3

DURING THE FINANCIAL CRISIS, LEGACY FIRST CASH STORES IN THE U.S. SAW A 50% INCREASE IN PAWN RECEIVABLES FROM 2007 TO 2012. LATAM STORES SAW GROWTH OF 31% OVER THE SAME PERIOD

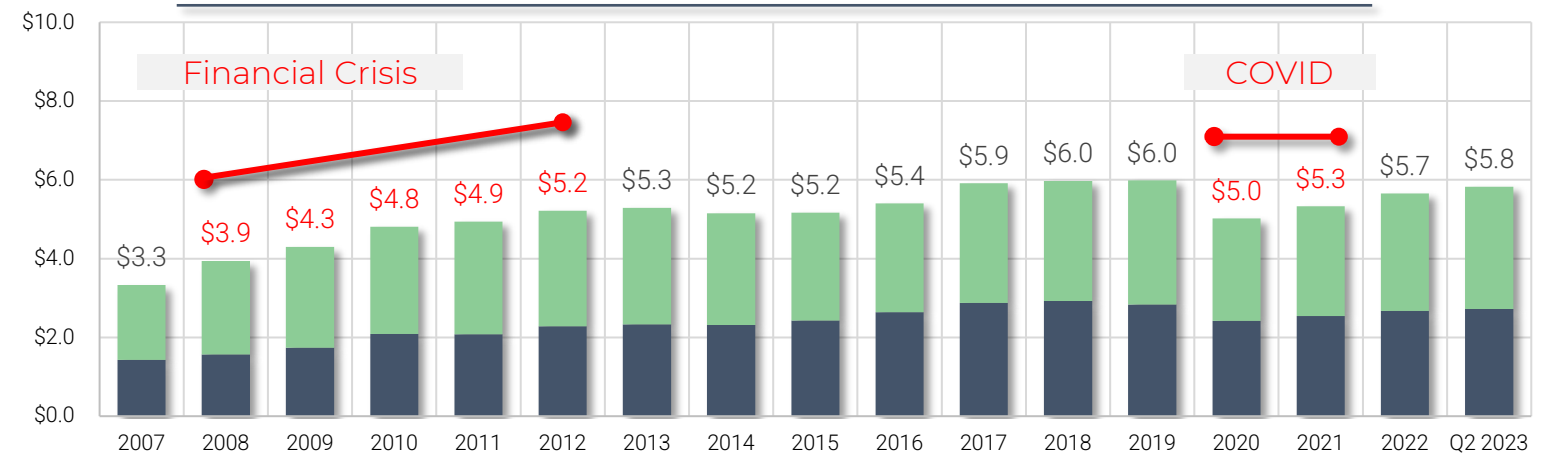
4

2022 PERFORMANCE WAS AT OR NEAR 2012 RESULTS DURING THE GREAT FINANCIAL CRISIS

DOMESTIC LEGACY¹ CORE GROSS PROFIT
\$ IN THOUSANDS — AVG ANNUAL PER STORE



LATAM LEGACY¹ CORE GROSS PROFIT
PESO \$ IN MILLIONS — AVG ANNUAL PER STORE



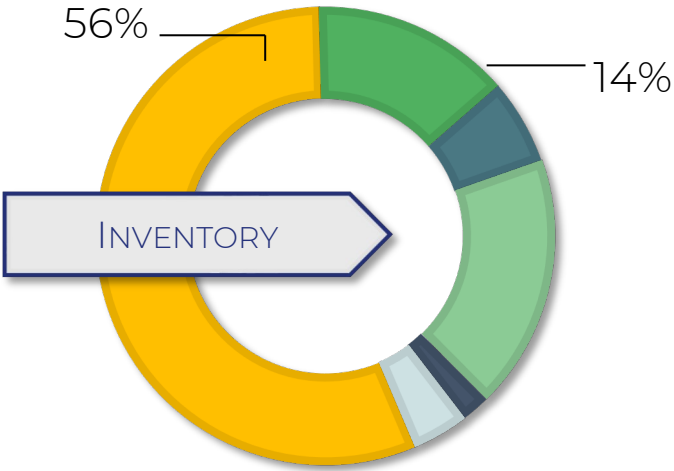
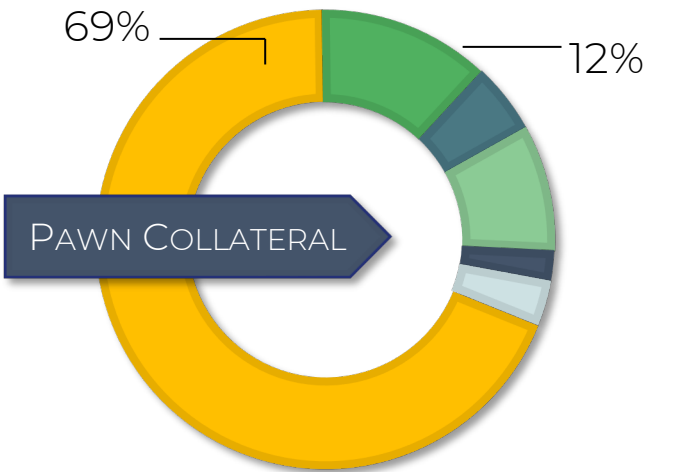
■ RETAIL GROSS PROFIT ■ PAWN FEES

¹ Core pawn GP from legacy U.S. and LatAm First Cash stores in operation since 2007

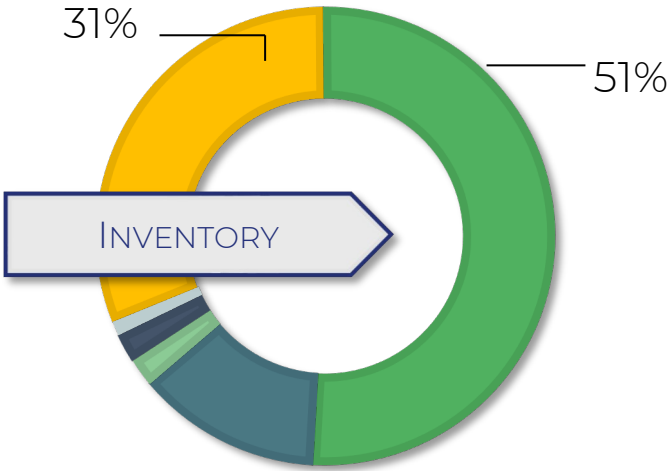
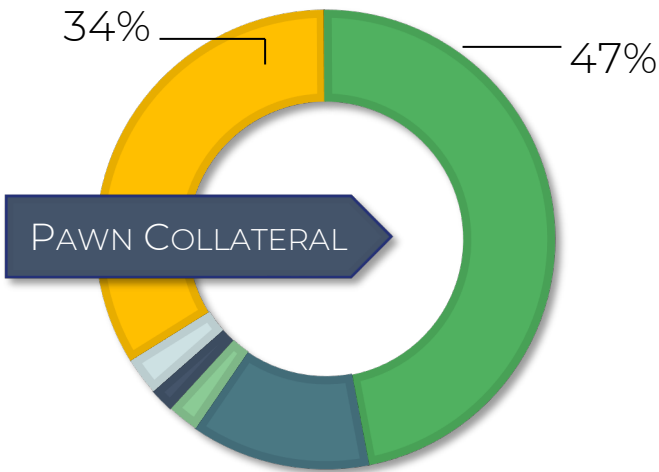
Pawn Collateral and Inventory Composition

■ JEWELRY
 ■ ELECTRONICS
 ■ TOOLS
 ■ SPORTING GOODS
 ■ MUSICAL INSTRUMENTS
 ■ OTHER

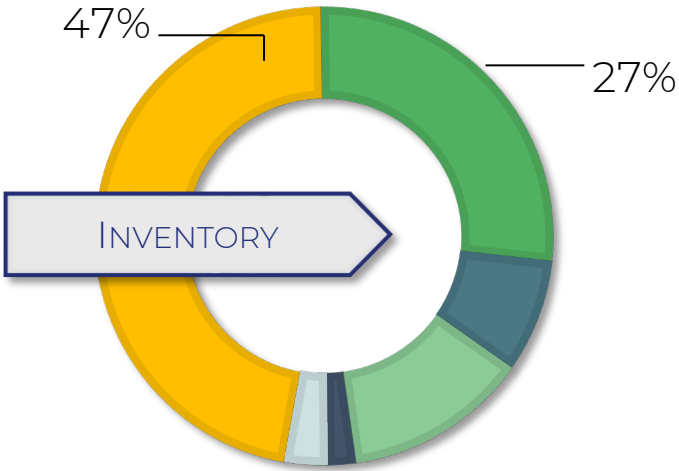
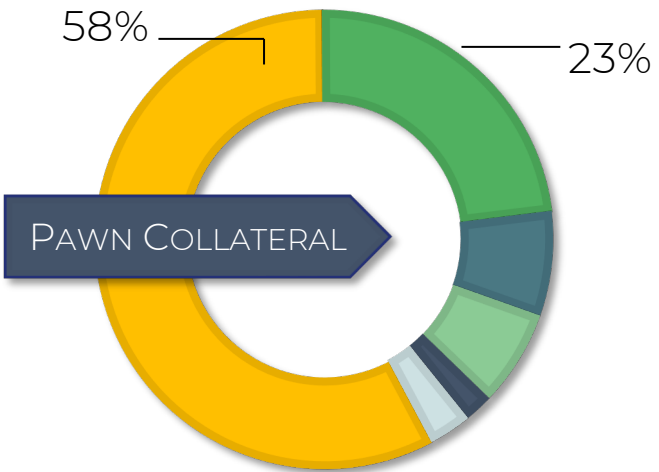
U.S. PAWN



LATAM PAWN



CONSOLIDATED PAWN

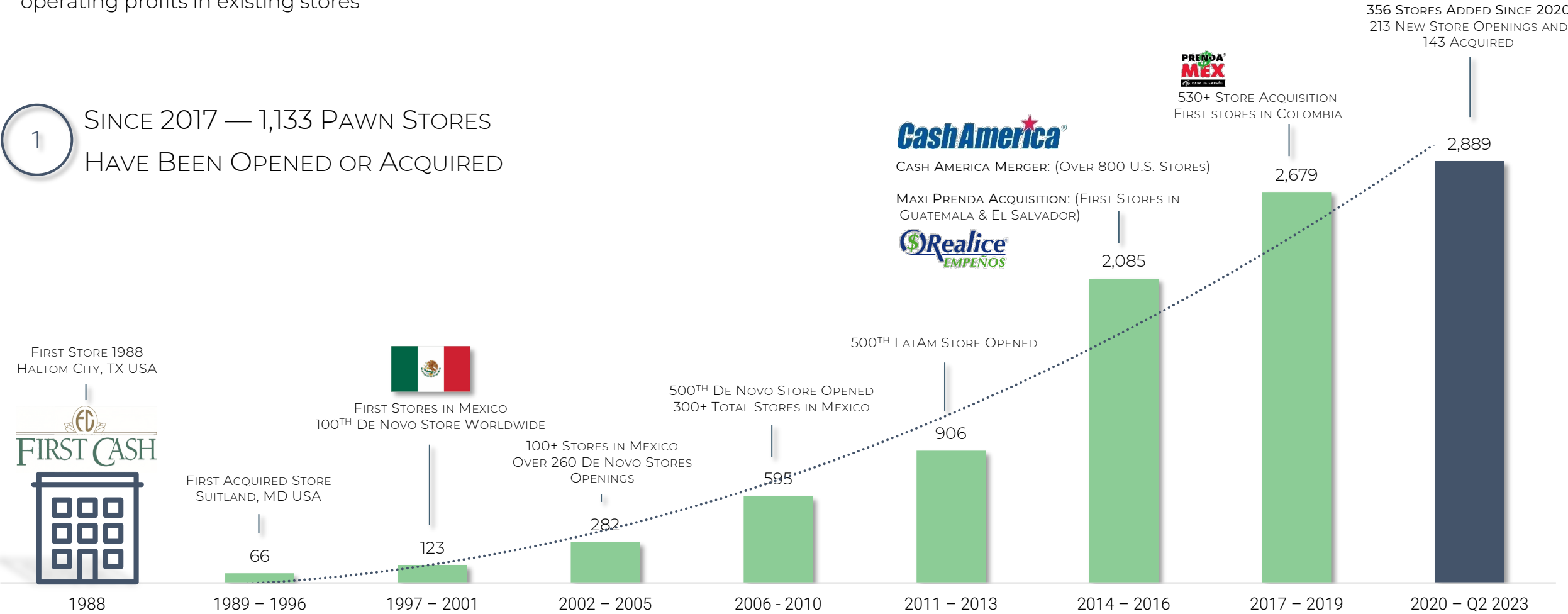


As of 06/30/2023

FirstCash Pawn Segment History

Primary long-term business plan is to continue growing pawn revenues and income by opening new (“de novo”) retail pawn locations, acquiring existing pawn stores in strategic markets and increasing revenue and operating profits in existing stores

1 SINCE 2017 — 1,133 PAWN STORES HAVE BEEN OPENED OR ACQUIRED



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

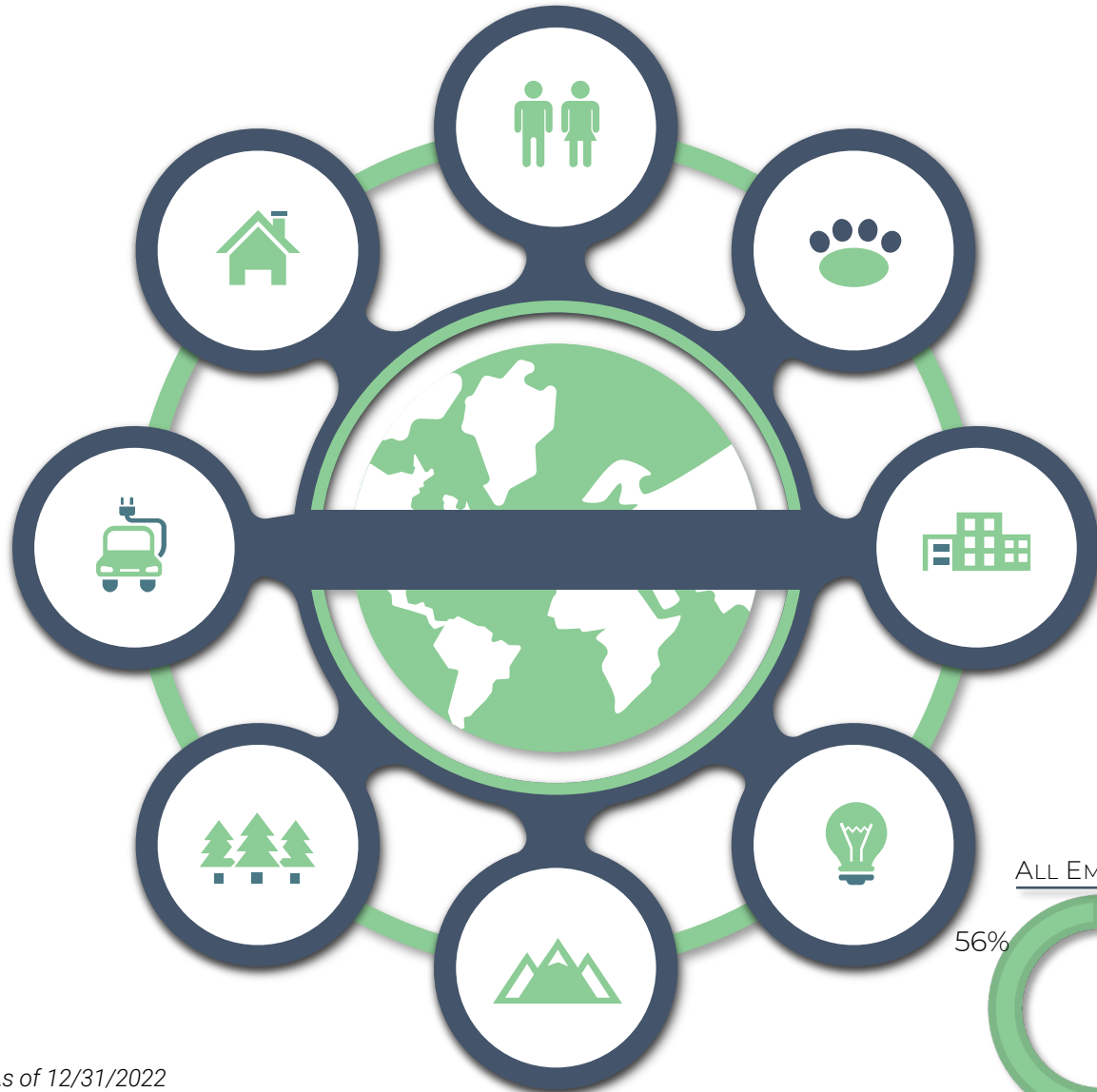
SAVING WATER AND CARBON EMISSIONS WITH NO PACKAGING OR HAZARDOUS WASTE

- 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



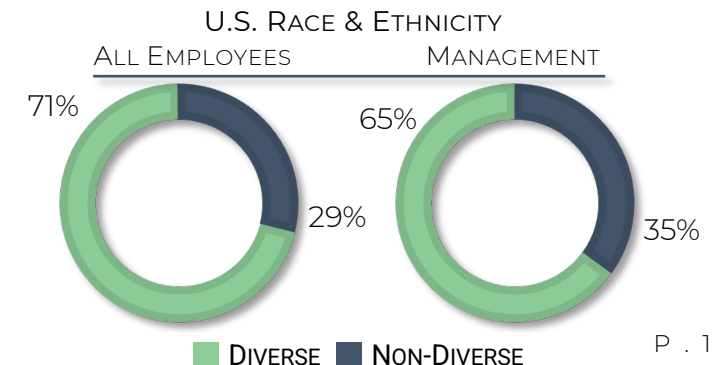
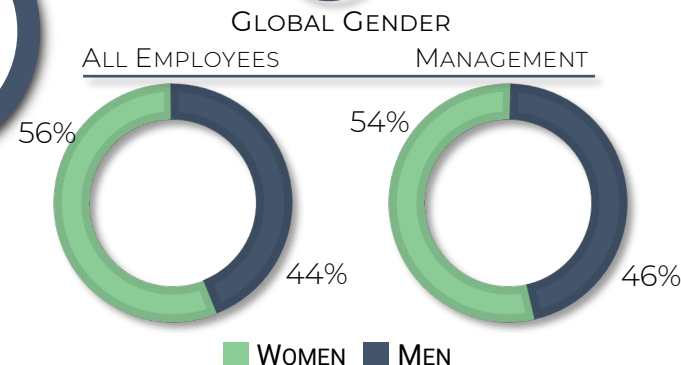
1 EMPLOYEE EMPOWERMENT

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

2 CUSTOMER AND EMPLOYEE PROTECTIONS

- COMMITTED TO HEALTH, SAFETY AND WELLNESS THROUGH EMPLOYEE BENEFIT PROGRAMS AND ROBUST PHYSICAL SECURITY INFRASTRUCTURE
- CONSUMER PROTECTION PROGRAMS FOCUSED ON PRIVACY, REGULATORY COMPLIANCE AND DATA SECURITY

3 DIVERSE WORKPLACE





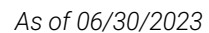
DOMESTIC PAWN SEGMENT

1,101 FULL-SERVICE U.S. LOCATIONS IN 25 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)



RETAIL PAWN STORE LOCATIONS



- 15 STORES IN ALABAMA (1 STORE IN 2023)
- 13 STORES IN TEXAS
- 3 STORES IN FLORIDA
- 3 STORES IN OKLAHOMA (ALL IN 2023)
- 2 STORES IN NEVADA (2 NEW STORES ALL IN 2023)

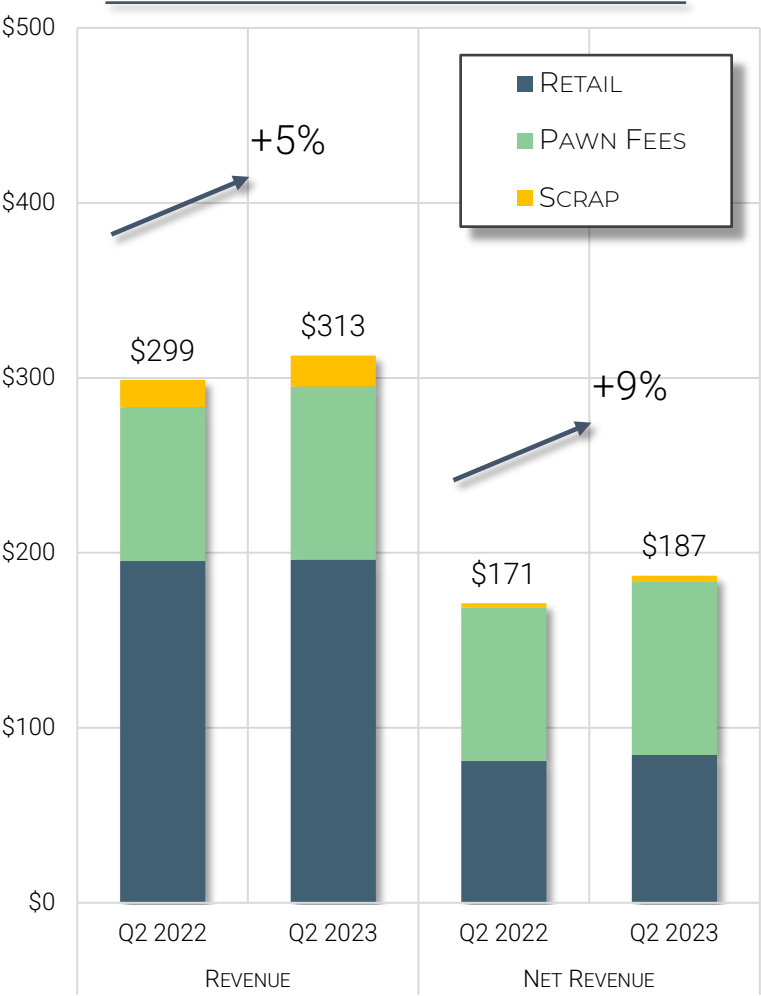
PAWN STORES ACQUIRED BY YEAR



Q2 2023 U.S. Pawn Segment Highlights

— \$ in Millions

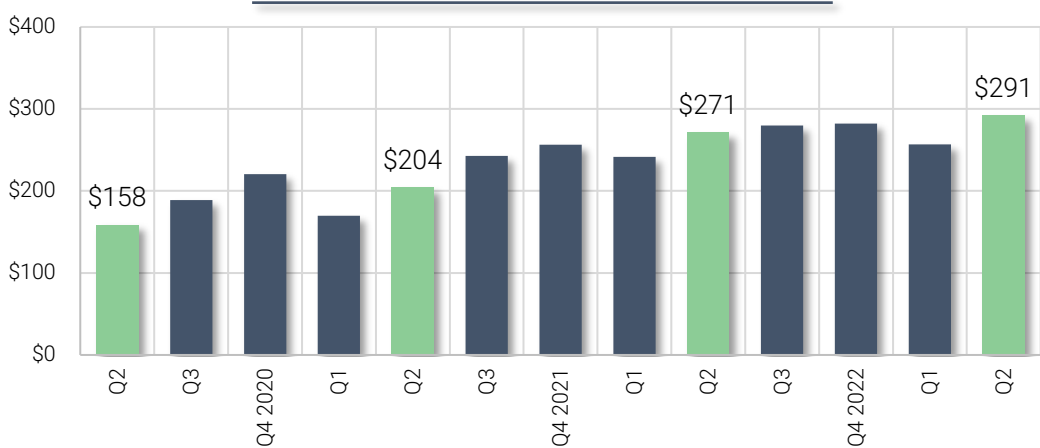
REVENUE



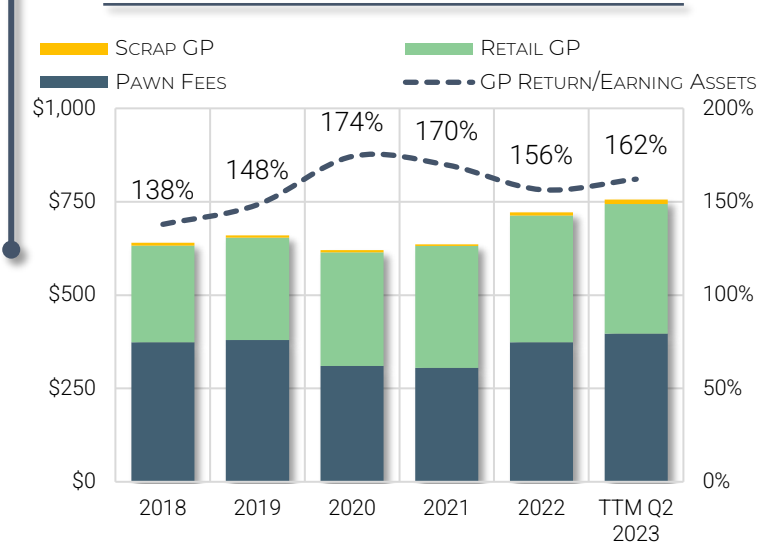
SEGMENT CONTRIBUTION



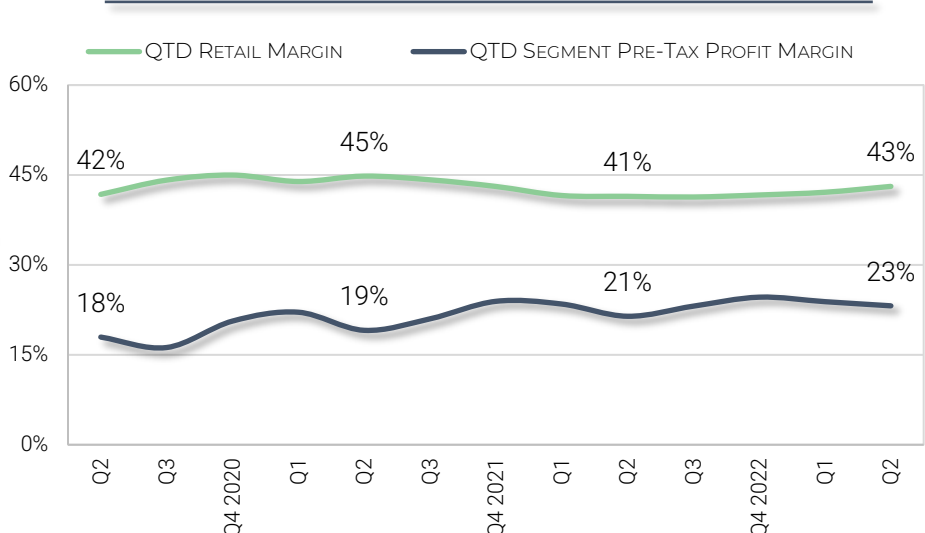
PAWN RECEIVABLES



RETURN ON EARNING ASSETS



MARGIN: RETAIL SALES & SEGMENT PROFIT



LATAM PAWN SEGMENT



1,788 LATIN AMERICA LOCATIONS IN FOUR COUNTRIES

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

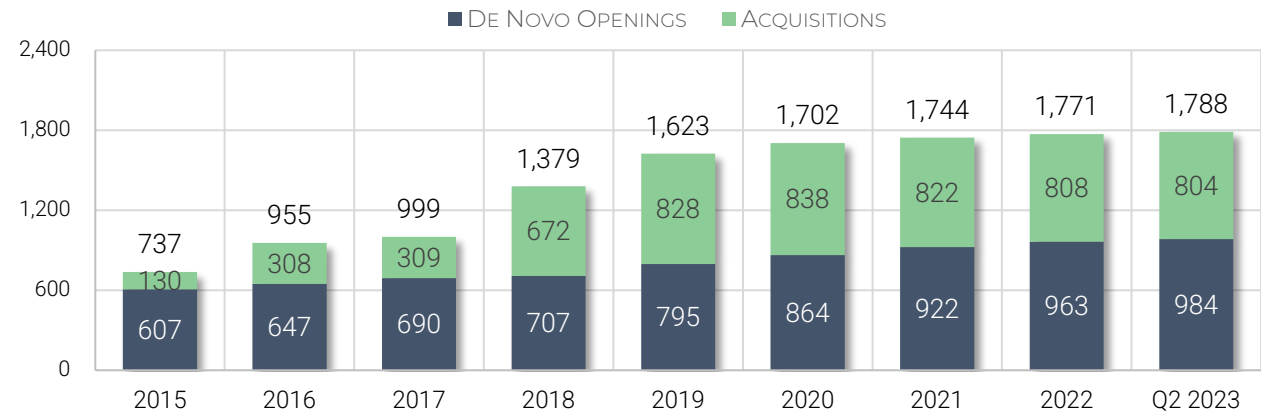


FirstCash LatAm Growth

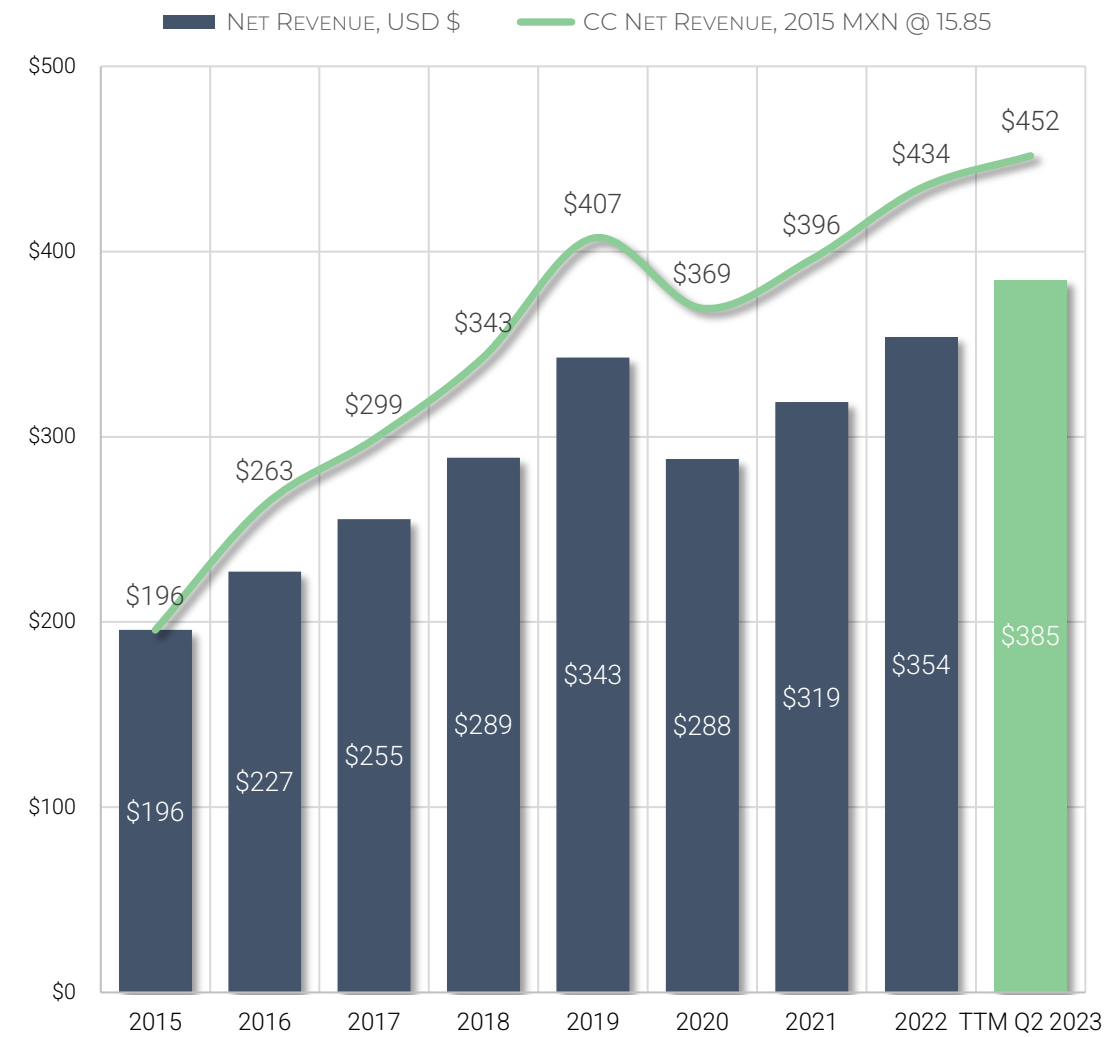
Store Count and Net Revenue — \$ in Millions

As of 06/30/2023

STORE COUNT



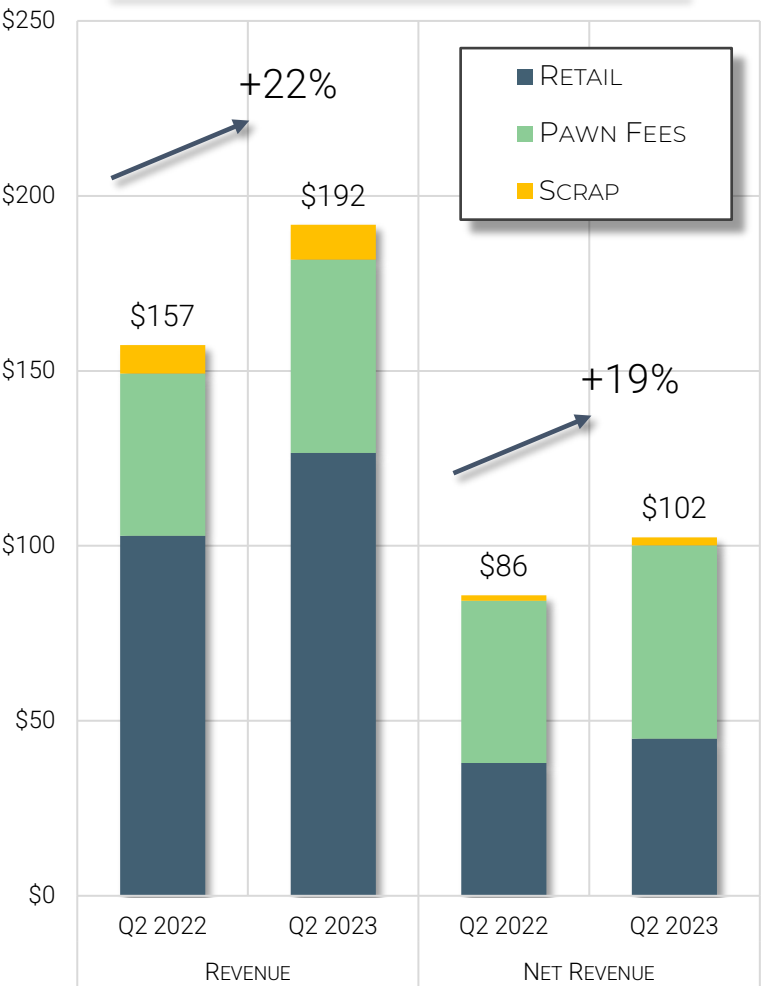
NET REVENUE GROWTH



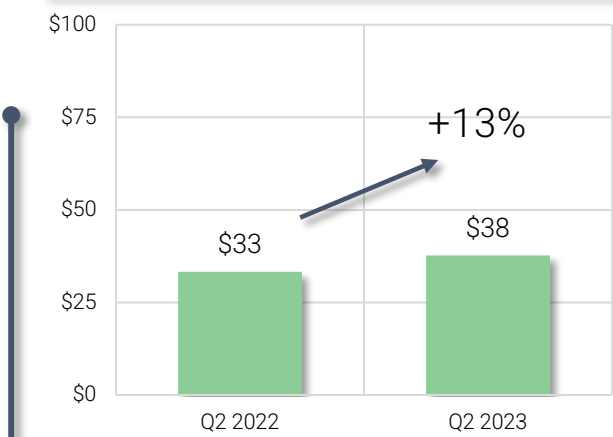
Q2 2023 LatAm Pawn Segment Highlights

— All in U.S \$ Millions

REVENUE



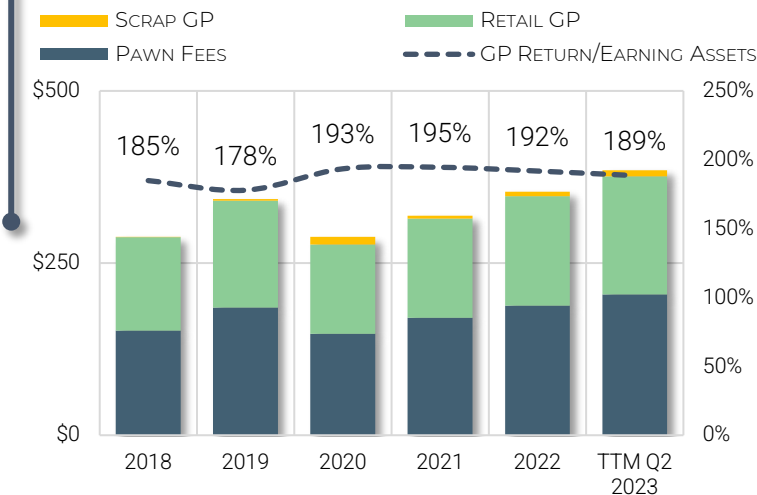
SEGMENT CONTRIBUTION



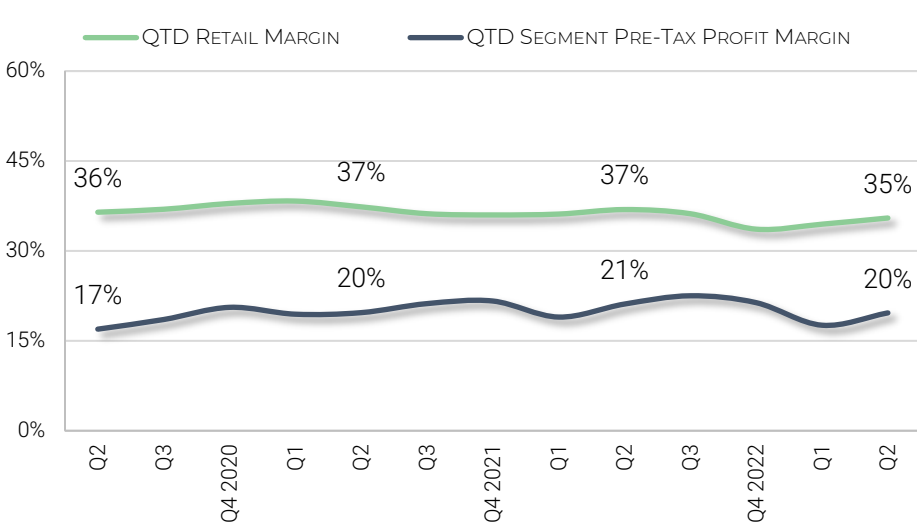
PAWN RECEIVABLES



RETURN ON EARNING ASSETS

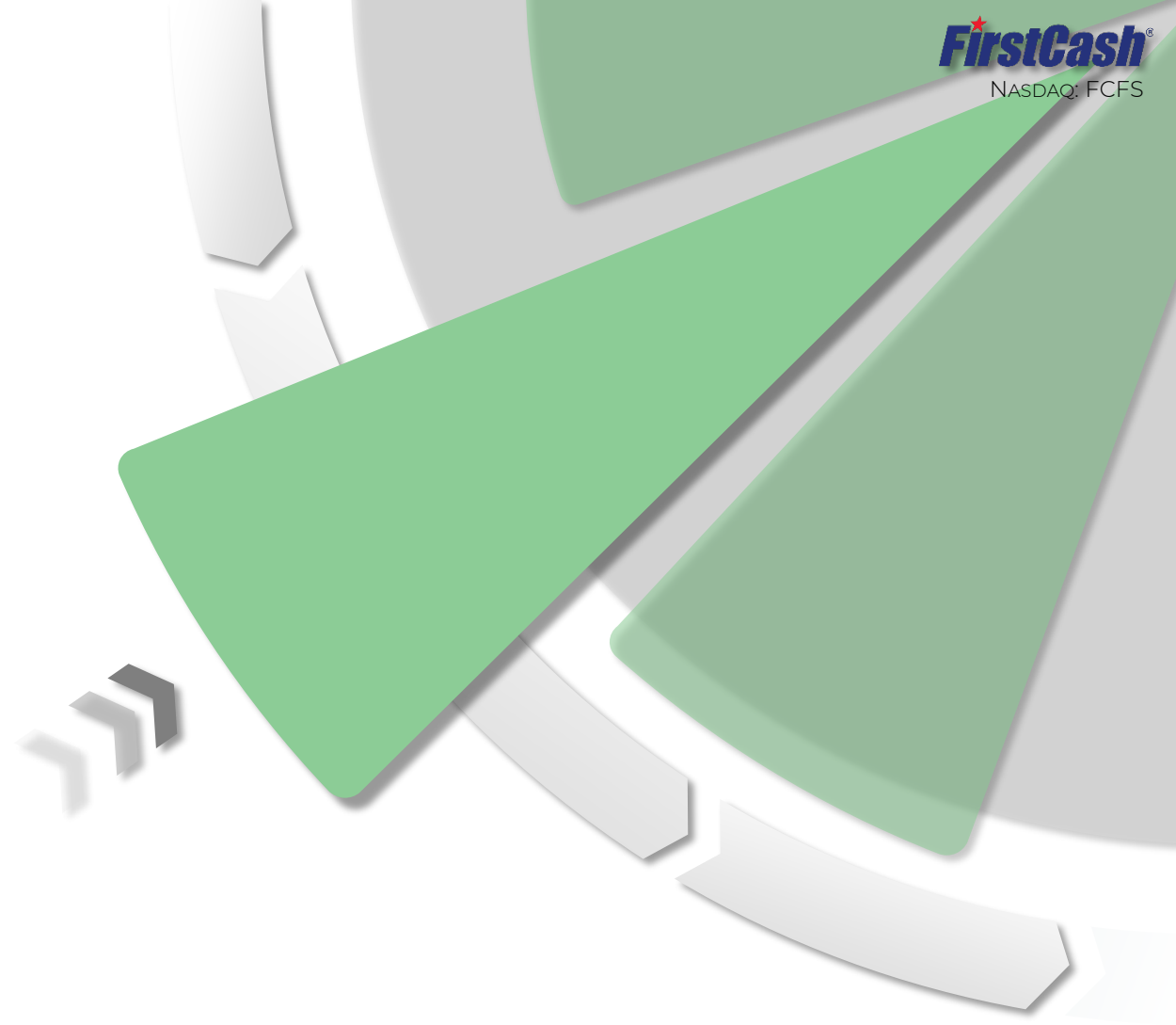


MARGIN: RETAIL SALES & SEGMENT PROFIT



RETAIL POS PAYMENT SOLUTIONS OPERATIONS

FirstCash[®]
NASDAQ: FCFS



FirstCash[®]

AFF Acquisition Expands Product Offerings

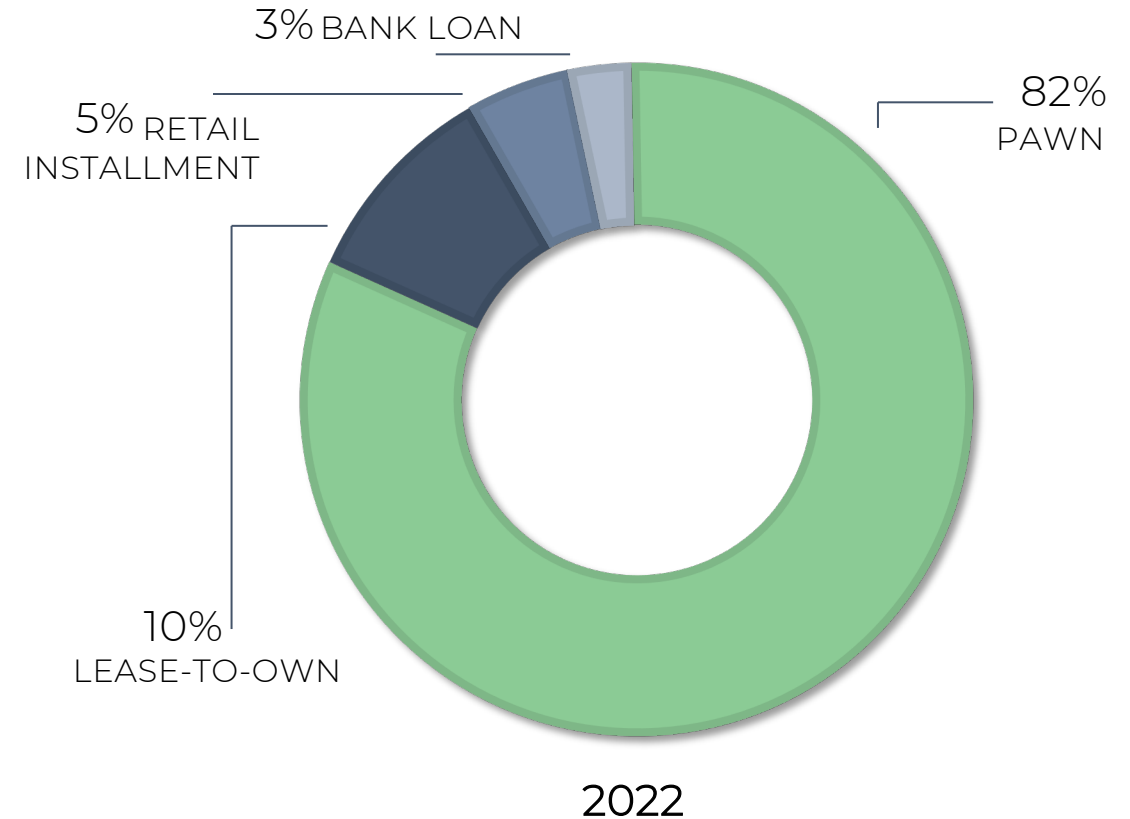
Enhances FirstCash's Core Pawn Business



SIGNIFICANTLY DIVERSIFYING FIRSTCASH'S BUSINESS AND PROVIDING A NEW SOURCE OF REVENUE GROWTH

- 1 PROVIDES PRODUCT AND REVENUE DIVERSIFICATION UTILIZING TECHNOLOGY DRIVEN PAYMENT SOLUTIONS
- 2 ADDED LTO PAYMENT OPTION TO ALMOST 1,100 U.S. PAWN STORES IN SECOND HALF 2022
- 3 POTENTIAL FOR AFF CUSTOMERS TO RETURN LEASED MERCHANDISE AT FIRSTCASH PAWN LOCATIONS
- 4 LONGER TERM, FIRSTCASH EXPECTS TO EXPLORE OPPORTUNITIES FOR POTENTIAL LTO AND RETAIL FINANCE PRODUCTS IN LATAM

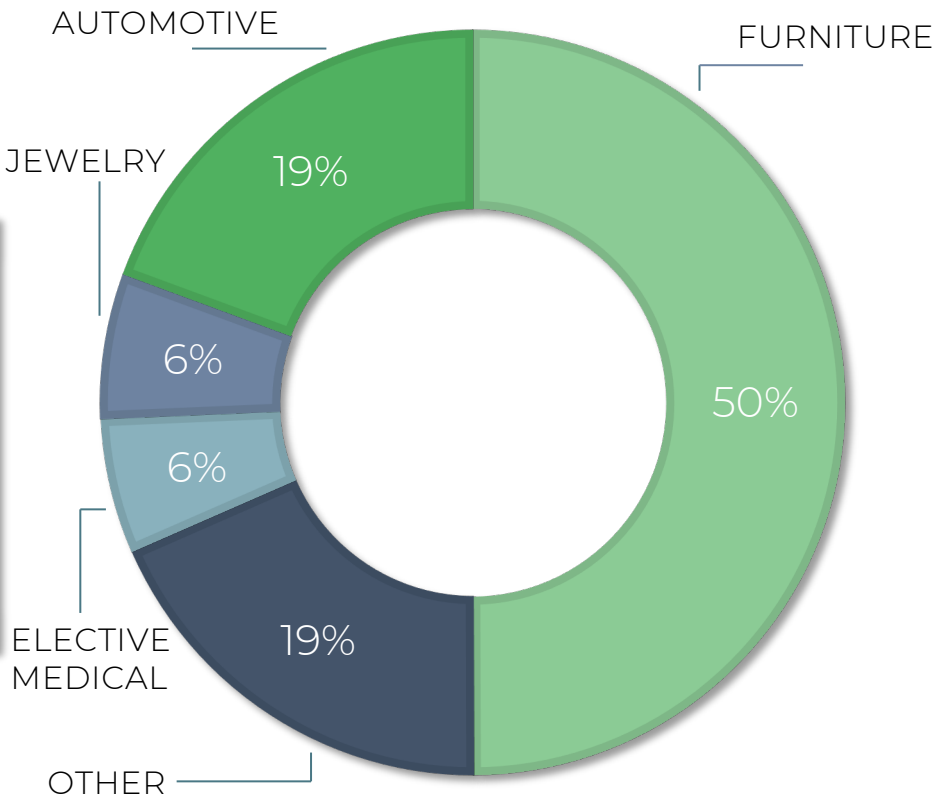
FIRSTCASH
CONSOLIDATED NET REVENUE MIX



Retail POS Payment Solution Overview

PAYMENT SOLUTIONS FOR ALL 50 STATES

POS PAYMENT TRANSACTION ORIGINATIONS BY PRODUCT CATEGORY

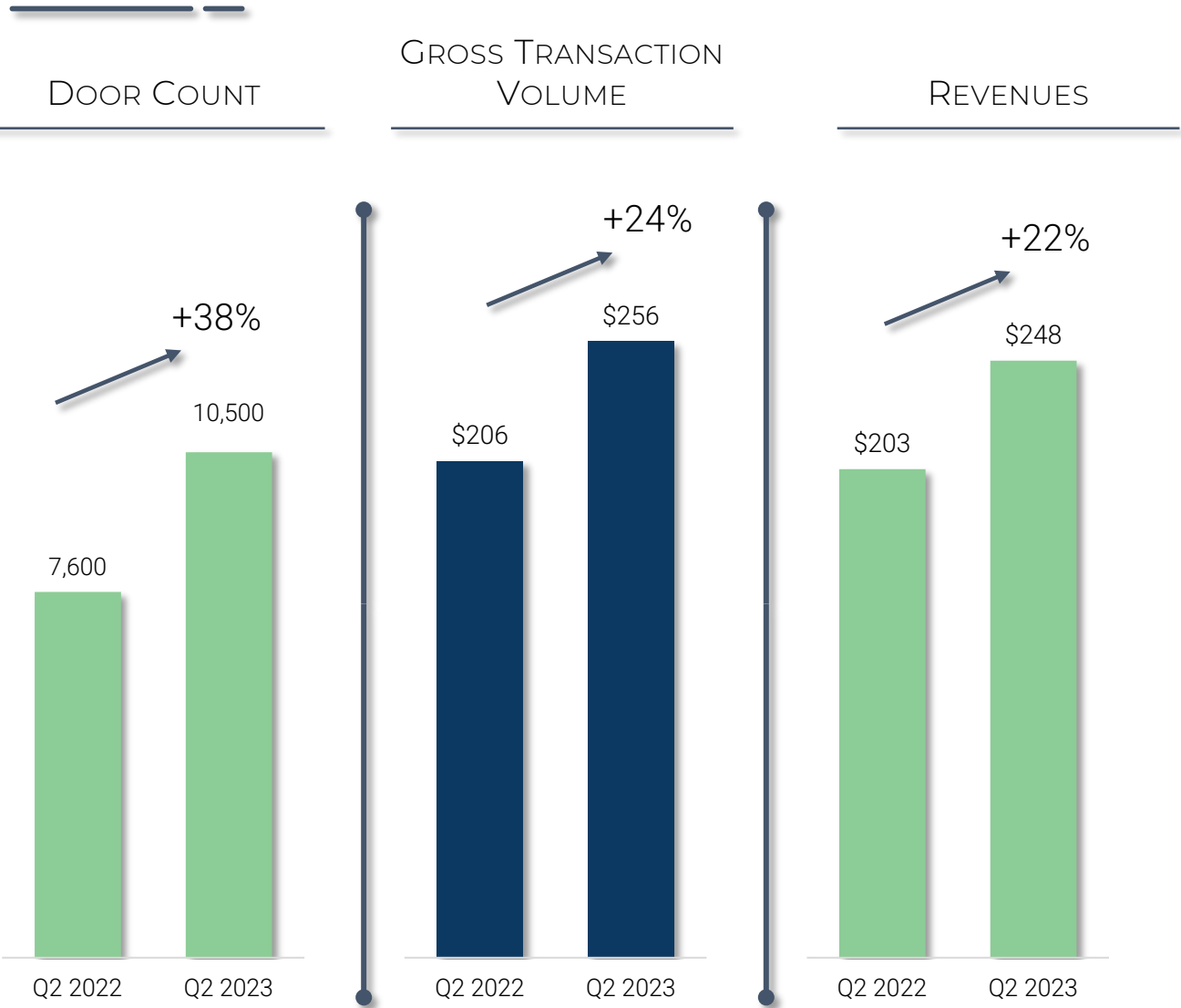


YTD – Q2 2023

As of 06/30/2023

Q2 2023 AFF POS Payment Solutions

Segment Highlights — \$ in Millions



1 REVENUE GROWTH

- SEGMENT REVENUES FROM LTO FEES AND CONSUMER FINANCE RECEIVABLES FOR THE SECOND QUARTER OF 2023 TOTALLED \$248 MILLION, UP 22% TO THE SAME PERIOD IN THE PRIOR-YEAR

2 PRE-TAX OPERATING INCOME

- SEGMENT PRE-TAX OPERATING INCOME FOR THE SECOND QUARTER OF 2023 TOTALLED \$26 MILLION (\$25 MILLION SECOND QUARTER 2022)
- SEGMENT PRE-TAX OPERATING INCOME FOR YEAR-TO-DATE 2023 TOTALLED \$49 MILLION (\$50 MILLION YEAR-TO-DATE 2022)

3 CREDIT METRICS

- STEADY TO IMPROVED CHARGE-OFF TRENDS IN THE SECOND QUARTER AND FIRST HALF OF 2023 COMPARED TO THE PRIOR-YEAR

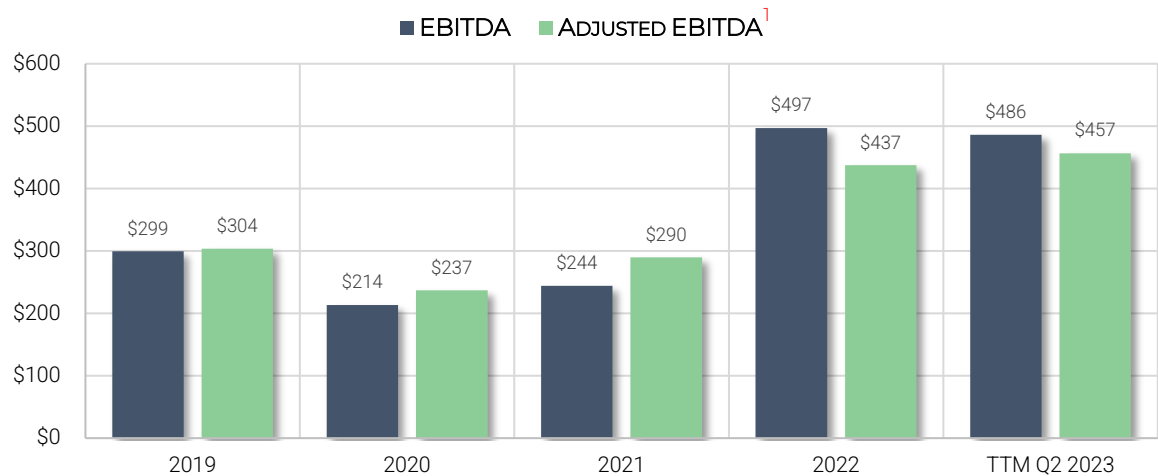
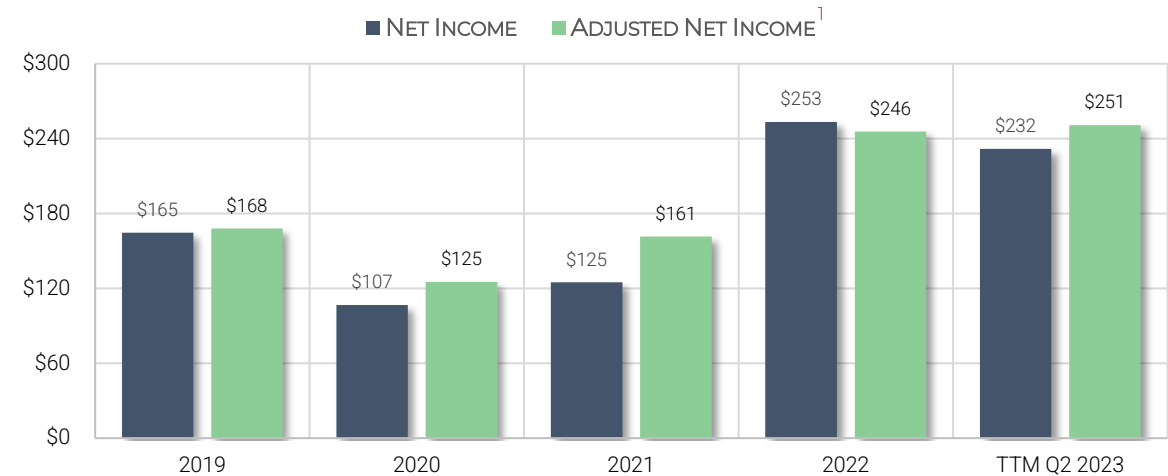
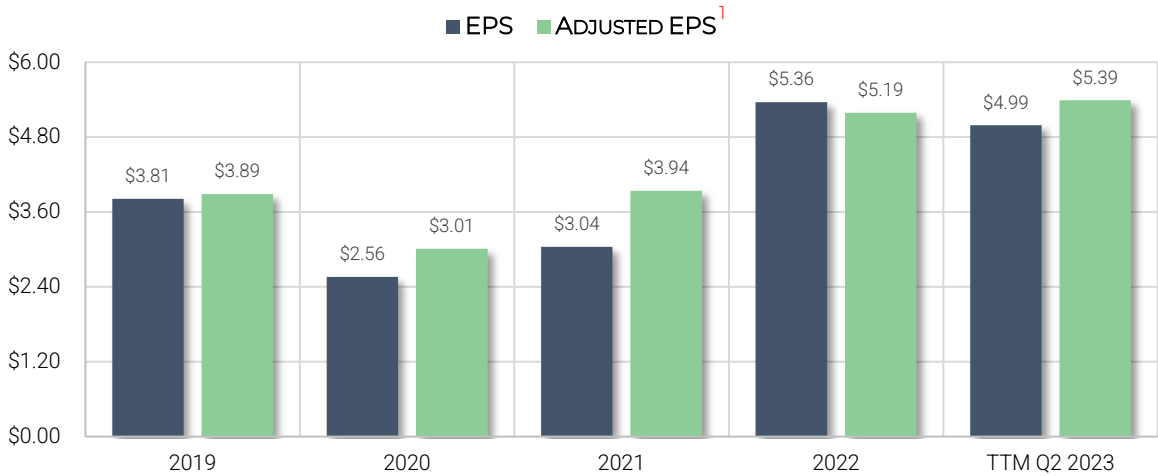
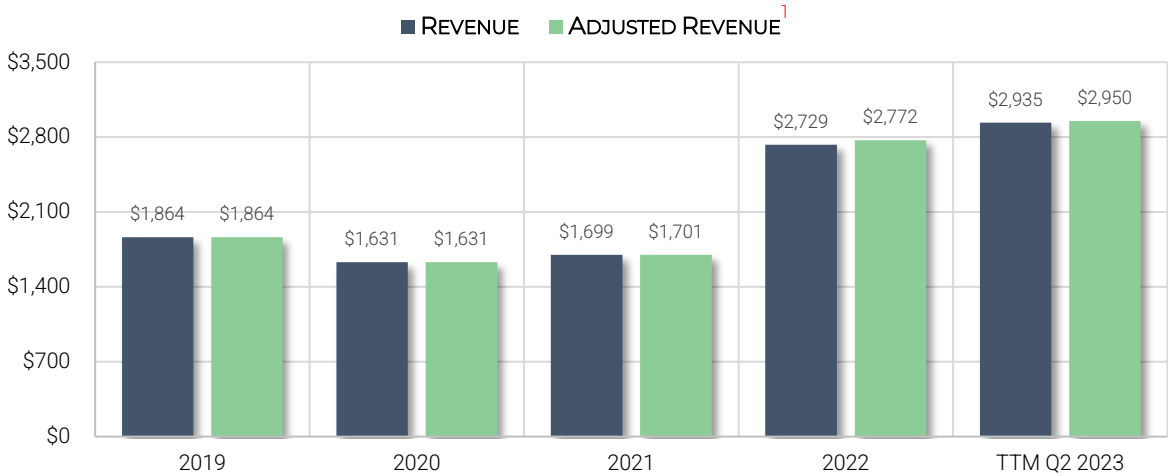
FINANCIAL HIGHLIGHTS



FirstCash[®]

Consolidated Operating Highlights

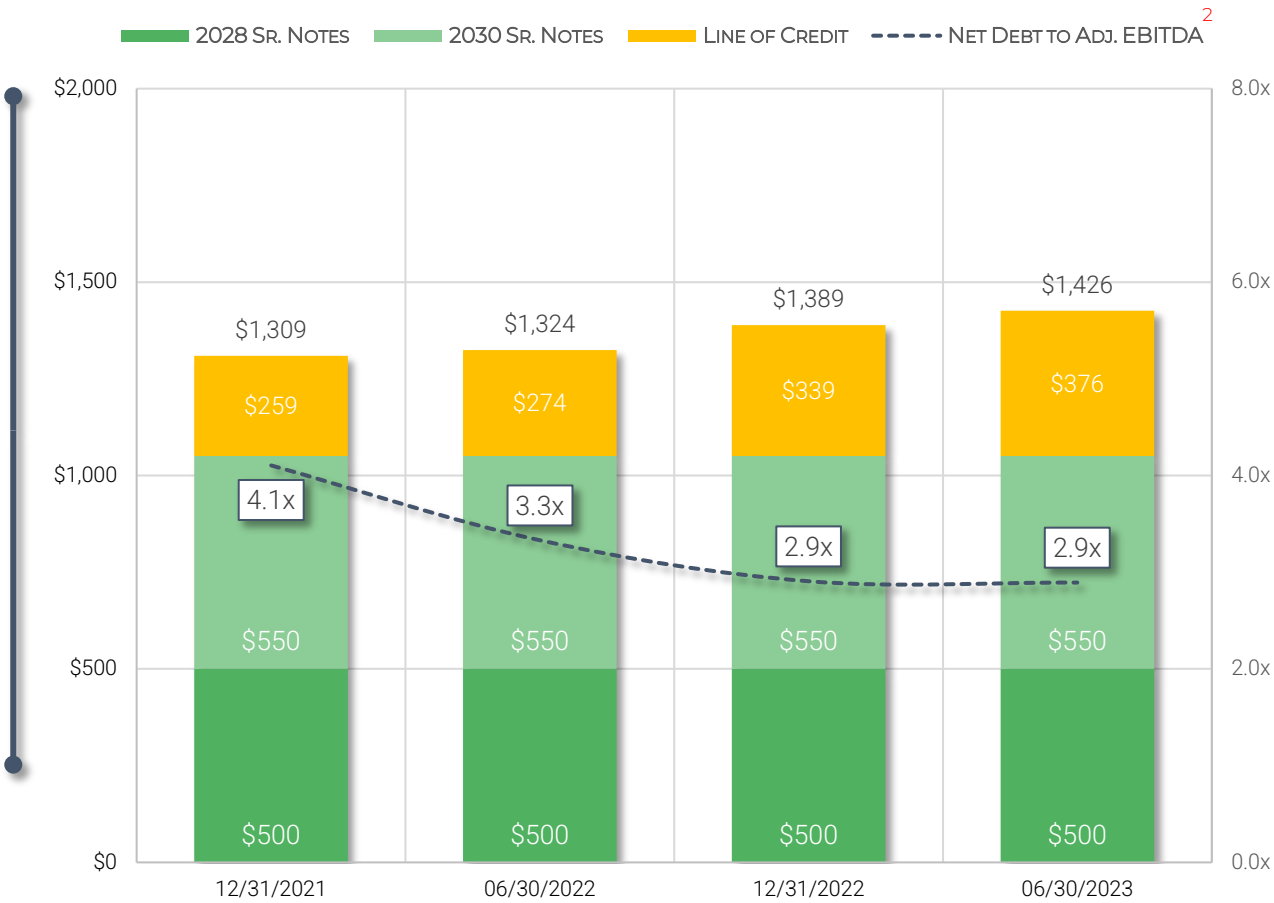
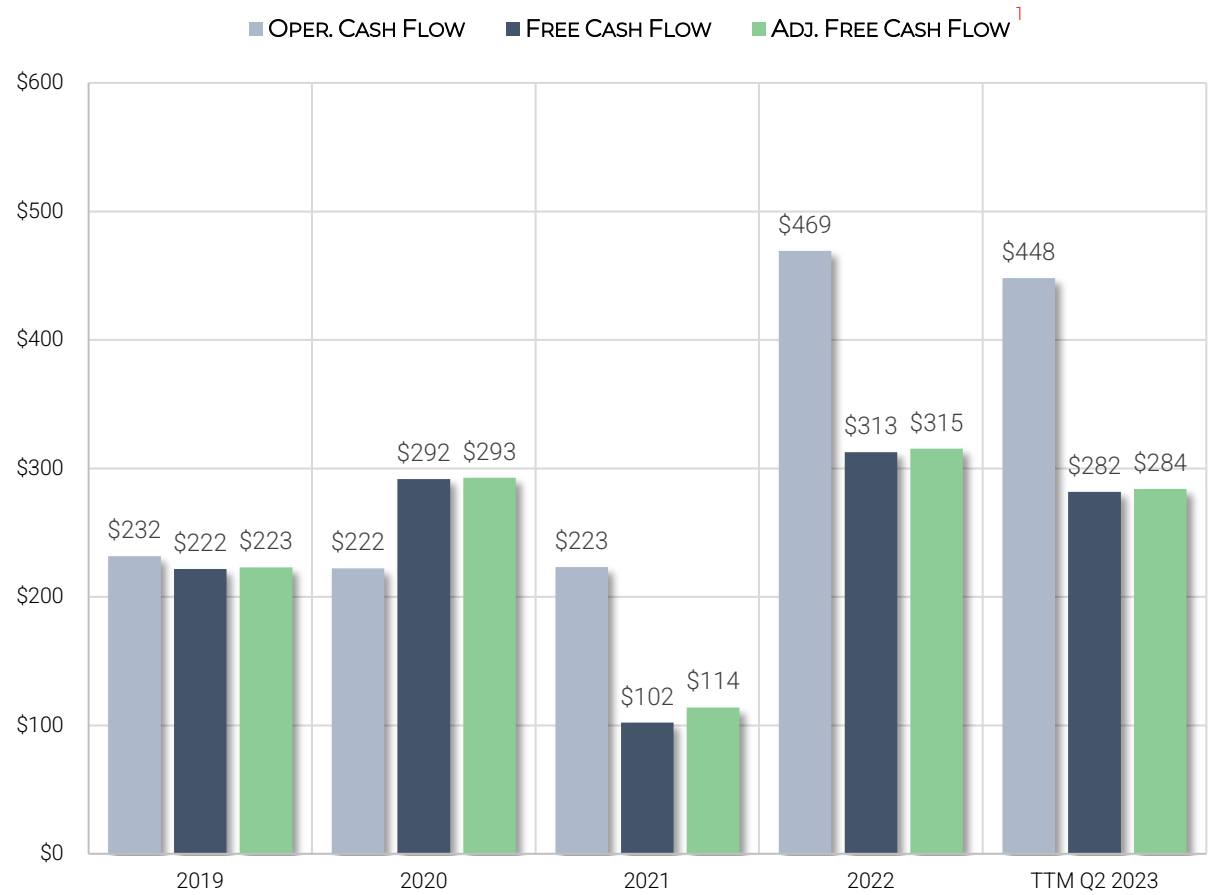
— \$ in Millions, Except per Share Amounts



¹ Non-GAAP financial measure. See reconciliation of non-GAAP financial measures elsewhere in this presentation

Cash Flows Drive Reduction in Leverage Ratio

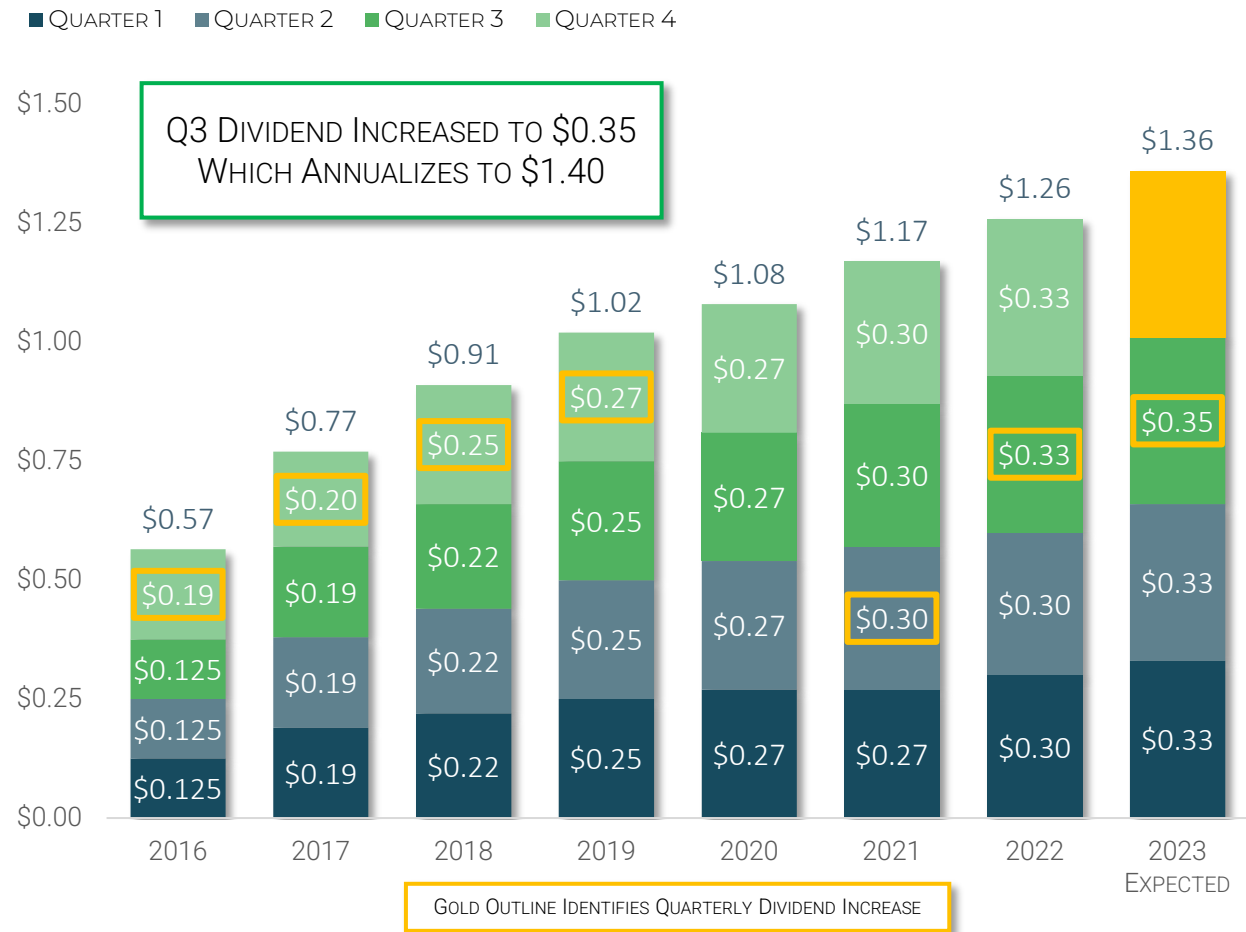
— \$ in Millions, Except per Share Amounts



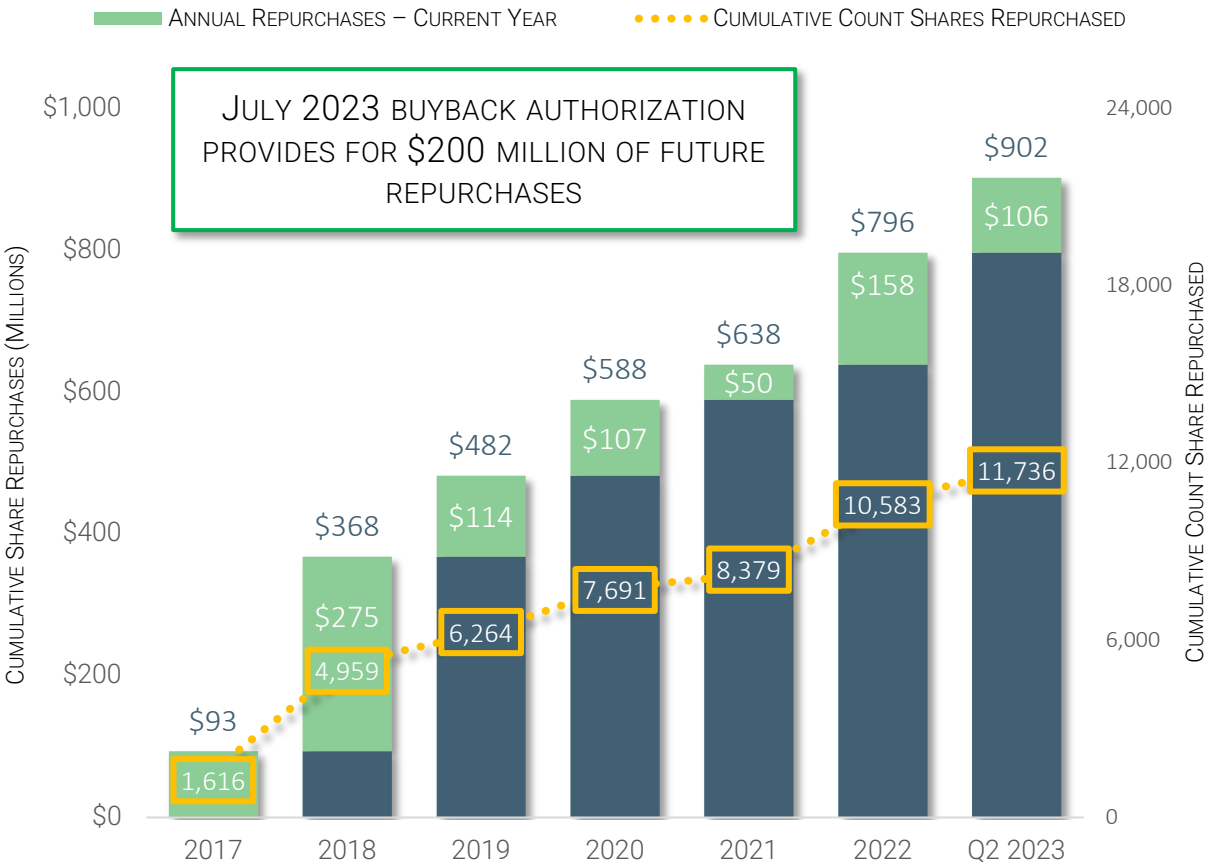
¹ Non-GAAP financial measure. See reconciliation of non-GAAP financial measures elsewhere in this presentation
² Adjusted EBITDA, which is a component used in the calculation of the Net Debt Ratio, is a non-GAAP financial measure

Cash Dividends & Share Repurchases

CASH DIVIDEND HISTORY

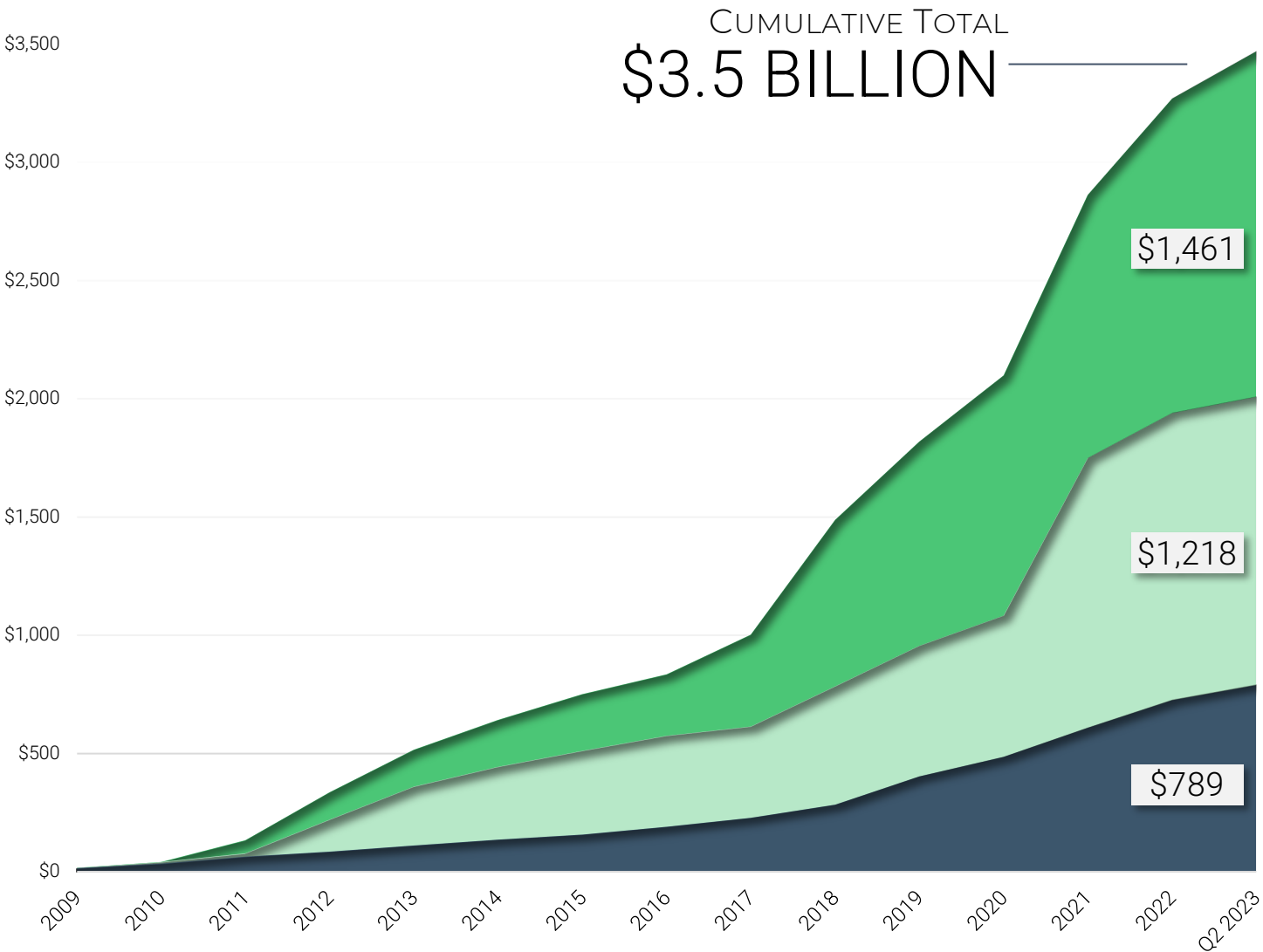


ACTIVE SHARE REPURCHASE PROGRAM



Growth Investments & Shareholder Payouts

Since 2009 — \$ in Millions



- 1 STOCK REPURCHASES & DIVIDENDS**
 - 17 MILLION SHARES REPURCHASED
 - \$324 MILLION IN CUMULATIVE DIVIDENDS PAID
- 2 ACQUISITION INVESTMENTS**
 - 317 PAWN STORES ACQUIRED IN U.S.
 - 870 PAWN STORES ACQUIRED IN LATIN AMERICA
 - \$487M CASH PORTION OF AFF ACQUISITION
- 3 CAPITAL EXPENDITURES**
 - 854 DE NOVO STORE OPENINGS
 - 306 PROPERTIES PURCHASED (SINCE 2009)
 - 312 PROPERTIES CURRENTLY OWNED

As of 06/30/2023

INVESTMENT RECAP



1 PAWN FOCUSED 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 PAWN FOCUSED BUSINESS MODEL, WITH LIMITED CREDIT RISK

2 PROVEN MULTI-COUNTRY GROWTH STRATEGY

- MATURE U.S. BUSINESS GENERATES SIGNIFICANT CASH FLOW WITH CONTINUED GROWTH THROUGH ROLL-UP ACQUISITIONS
- RUNWAY FOR GROWTH IN LATIN AMERICA WHERE CUSTOMER DEMOGRAPHICS ARE FAVORABLE AND LARGE FORMAT COMPETITION IS LIMITED
- ADDITIONAL GROWTH EXPECTED FROM RETAIL POS PAYMENT SOLUTION REVENUES

3 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...



FINANCIAL APPENDIX



FirstCash[®]

Non-GAAP Financial Information

Please reference the Form 10-Q filed on 07/31/2023 for further explanation



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, ADJUSTED RETAIL POS PAYMENT SOLUTIONS SEGMENT METRICS 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.

WHILE ACQUISITIONS ARE AN IMPORTANT PART OF THE COMPANY'S OVERALL STRATEGY, THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL CALCULATIONS TO EXCLUDE MERGER AND ACQUISITION EXPENSES, INCLUDING THE COMPANY'S TRANSACTION EXPENSES INCURRED IN CONNECTION WITH ITS ACQUISITION OF AFF AND THE IMPACTS OF PURCHASE ACCOUNTING WITH RESPECT TO THE AFF ACQUISITION, IN ORDER TO ALLOW MORE ACCURATE COMPARISONS OF THE FINANCIAL RESULTS TO PRIOR PERIODS. IN ADDITION, THE COMPANY DOES NOT CONSIDER THESE MERGER AND ACQUISITION EXPENSES TO BE RELATED TO THE ORGANIC OPERATIONS OF THE ACQUIRED BUSINESSES OR ITS CONTINUING OPERATIONS, AND SUCH EXPENSES ARE GENERALLY NOT RELEVANT TO ASSESSING OR ESTIMATING THE LONG-TERM PERFORMANCE OF THE ACQUIRED BUSINESSES. MERGER AND ACQUISITION EXPENSES INCLUDE INCREMENTAL COSTS DIRECTLY ASSOCIATED WITH MERGER AND ACQUISITION ACTIVITIES, INCLUDING PROFESSIONAL FEES, LEGAL EXPENSES, SEVERANCE, RETENTION AND OTHER EMPLOYEE-RELATED COSTS, CONTRACT BREAKAGE COSTS AND COSTS RELATED TO THE CONSOLIDATION OF TECHNOLOGY SYSTEMS AND CORPORATE FACILITIES, AMONG OTHERS.



THE COMPANY HAS CERTAIN LEASES IN MEXICO WHICH ARE DENOMINATED IN U.S. DOLLARS. THE LEASE LIABILITY OF THESE U.S.-DOLLAR DENOMINATED LEASES, WHICH IS CONSIDERED A MONETARY LIABILITY, IS REMEASURED INTO MEXICAN PESOS USING CURRENT PERIOD EXCHANGE RATES, RESULTING IN THE RECOGNITION OF FOREIGN CURRENCY EXCHANGE GAINS OR LOSSES. THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL MEASURES TO EXCLUDE THESE REMEASUREMENT GAINS OR LOSSES (i) BECAUSE THEY ARE NON-CASH, NON-OPERATING ITEMS THAT COULD CREATE VOLATILITY IN THE COMPANY'S CONSOLIDATED RESULTS OF OPERATIONS DUE TO THE MAGNITUDE OF THE END OF PERIOD LEASE LIABILITY BEING REMEASURED AND (ii) TO IMPROVE COMPARABILITY OF CURRENT PERIODS PRESENTED WITH PRIOR PERIODS.

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THE COMPANY'S REPORTING CURRENCY IS THE U.S. DOLLAR, HOWEVER, 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 TRANSACTED IN LOCAL CURRENCIES IN MEXICO, GUATEMALA AND COLOMBIA. THE COMPANY ALSO HAS OPERATIONS IN EL SALVADOR, WHERE THE REPORTING AND FUNCTIONAL CURRENCY IS THE U.S. DOLLAR.

THE COMPANY BELIEVES CONSTANT CURRENCY RESULTS PROVIDE 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.

Reconciliations of Non-GAAP Financial Measures

to GAAP Financial Measures

	Y/E 2019		Y/E 2020		Y/E 2021		Y/E2022		TTM Q2 2023	
	DOLLARS	PER SHARE	DOLLARS	PER SHARE	DOLLARS	PER SHARE	DOLLARS	PER SHARE	DOLLARS	PER SHARE
Net Income and Diluted Earnings per Share, as Reported	\$164,618	\$3.81	\$106,579	\$2.56	\$124,909	\$3.04	\$253,495	\$5.36	\$231,950	\$4.99
ADJUSTMENTS, NET OF TAX:										
Merger and Acquisition Expenses	1,276	0.03	991	0.02	11,872	0.29	2,878	0.06	2,338	0.05
Non-Cash Foreign Currency (Gain) Loss Related to Lease Liability	(653)	(0.01)	874	0.02	451	0.01	(930)	(0.02)	(2,047)	(0.05)
AFF Purchase Accounting Adjustments	—	—	—	—	37,278	0.91	82,432	1.74	56,685	1.22
Gain on Revaluation of Contingent Acquisition Consideration	—	—	—	—	(13,761)	(0.33)	(90,035)	(1.91)	(38,181)	(0.83)
Other Expenses (Income), Net	2,659	0.06	7,672	0.19	730	0.02	(2,103)	(0.04)	214	0.01
Loss on Extinguishment of Debt	—	—	9,037	0.22	—	—	—	—	—	—
ADJUSTED NET INCOME	\$167,900	\$3.89	\$125,153	\$3.01	\$161,479	\$3.94	\$245,737	\$5.19	\$250,959	\$5.39

Reconciliations of Non-GAAP Financial Measures

to GAAP Financial Measures

	Y/E 2019	Y/E 2020	Y/E 2021	Y/E 2022	TTM Q2 2023
Net Income	\$164,618	\$106,579	\$124,909	\$253,495	\$231,950
Income Taxes	59,993	37,120	41,593	70,138	68,788
Depreciation and Amortization	41,904	42,105	45,906	103,832	106,469
Interest Expense	34,035	29,344	32,386	70,708	80,209
Interest Income	(1,055)	(1,540)	(696)	(1,313)	(1,340)
EBITDA	\$299,495	\$213,608	\$244,098	\$496,860	\$486,076
Adjustments:					
Merger and Acquisition Expenses	1,766	1,316	15,449	3,739	3,043
Non-Cash Foreign Currency (Gain) Loss Related to Lease Liability	(933)	1,249	644	(1,329)	(2,925)
AFF Purchase Accounting Adjustments ¹	—	—	43,362	50,354	16,710
Gain on Revaluation of Contingent Acquisition Consideration	—	—	(17,871)	(109,549)	(46,560)
Other Expenses (Income), Net	3,454	9,064	949	(2,731)	278
Loss on Extinguishment of Debt	—	11,737	—	—	—
Adjusted EBITDA	\$303,782	\$236,974	\$289,631	\$437,344	\$456,622

¹ Excludes \$56.7 million and \$2.1 million of amortization expense related to identifiable intangible assets as a result of the AFF Acquisition for the twelve months ended December 31, 2022 and 2021, respectively, which is already included in the add-back of depreciation and amortization to net income used to calculate EBITDA.

Excludes \$56.9 million of amortization expense related to identifiable intangible assets as a result of the AFF acquisition for the trailing twelve months ended June 30, 2023, which is included in the add back of depreciation and amortization to net income used to calculate EBITDA.

	Y/E 2019	Y/E 2020	Y/E 2021	Y/E 2022	TTM Q2 2023
Cash Flow From Operating Activities	\$231,596	\$222,264	\$223,304	\$469,305	\$448,207
Cash Flow From Investing Activities:					
Pawn Loans, Net ¹	21,650	105,418	(73,340)	(35,817)	(3,364)
Finance Receivables, Net	12,756	1,590	(5,844)	(85,353)	(118,932)
Purchase of Furniture, Fixtures, Equipment and Improvements	(44,311)	(37,543)	(42,022)	(35,586)	(44,248)
FREE CASH FLOW	\$221,691	\$291,729	\$102,098	\$312,549	\$281,663
Merger and Acquisition Expenses Paid, Net of Tax Benefit	1,276	991	11,872	2,878	2,338
ADJUSTED FREE CASH FLOW	\$222,967	\$292,720	\$113,970	\$315,427	\$284,001

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.

	Y/E 2019	Y/E 2020	Y/E 2021	Y/E 2022	TTM Q2 2023
Total Revenue, as Reported	\$1,864,439	\$1,631,284	\$1,698,965	\$2,728,942	\$2,934,848
AFF Purchase Accounting Adjustments ¹	0	0	1,708	42,657	14,970
ADJUSTED TOTAL REVENUE	\$1,864,439	\$1,631,284	\$1,700,673	\$2,771,599	\$2,949,818

¹ Adjustment relates to the net amortization of the fair value premium on acquired finance receivables, which is recognized as an adjustment to interest income on an effective yield basis over the lives of the acquired finance receivables.





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