



# **FirstCash**<sup>®</sup>

Investor Presentation — July 2024



# CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

THIS 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 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 THE COMPANY’S ACQUISITIONS 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, IF AT ALL; 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; 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, ELEVATED INTEREST RATES AND HIGHER GAS PRICES, 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; CONTRACTION IN SALES ACTIVITY AT AFF’S MERCHANT PARTNERS; 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 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.

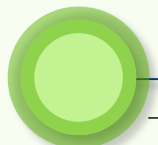


# FirstCash®

WE ARE THE LEADING OPERATOR OF PAWN STORES IN THE U.S. AND LATIN AMERICA, AND A LEADING PROVIDER OF RETAIL POINT-OF-SALE ("POS") PAYMENT SOLUTIONS..

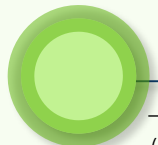


## OUR BUSINESS:



### PAWN OPERATIONS

- U.S. PAWN: 29 STATES AND THE DISTRICT OF COLUMBIA
- LATIN AMERICA PAWN : MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR

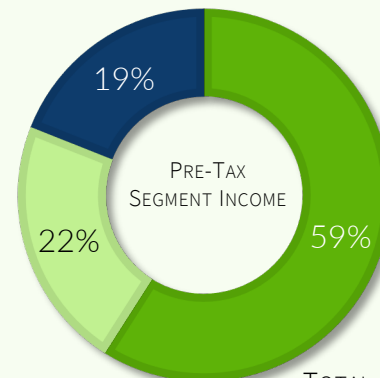


### RETAIL POS PAYMENT SOLUTIONS

- AMERICAN FIRST FINANCE ("AFF") PROVIDES LEASE-TO-OWN ("LTO") AND RETAIL POINT-OF-SALE PAYMENT SOLUTIONS
- AVAILABLE IN ALL 50 STATES IN THE U.S., THE DISTRICT OF COLUMBIA AND PUERTO RICO



### INCOME BY SEGMENT

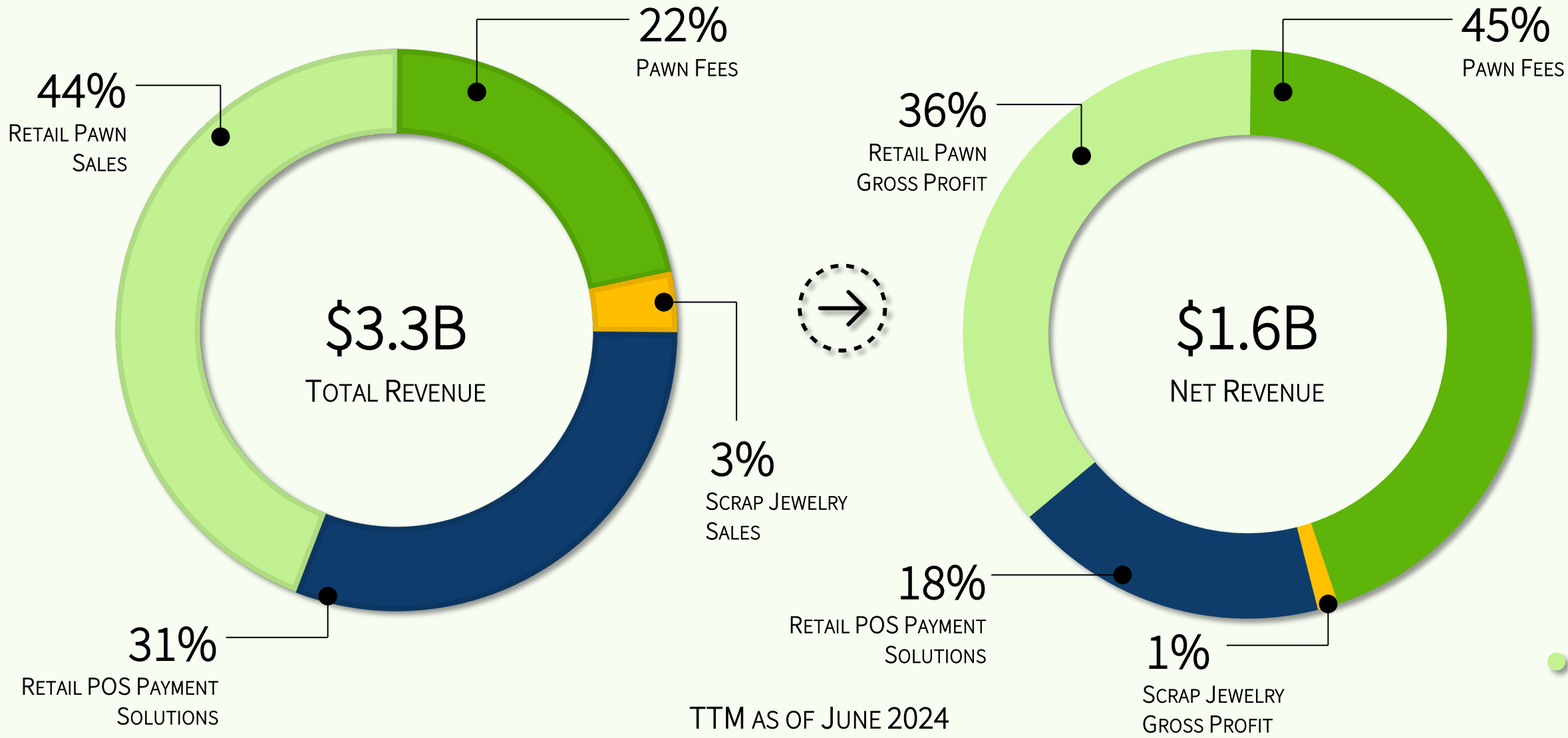


- U.S. PAWN
- LATAM PAWN
- RETAIL POS PAYMENT SOLUTIONS

YTD JUNE 2024

TOTAL PAWN = 81%

# DIVERSIFIED REVENUE STREAM







**FirstCash**<sup>®</sup>

PAWN OPERATIONS

# PAWN OVERVIEW

FIRSTCASH IS THE LEADING INTERNATIONAL OPERATOR OF PAWN STORES WITH MORE THAN 3,000 RETAIL PAWN LOCATIONS AND 19,000 EMPLOYEES IN 29 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 quick and convenient retail and credit solutions 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

*“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

## BRANDS OUR CUSTOMERS KNOW AND TRUST



# PAWN PRODUCT OVERVIEW

1

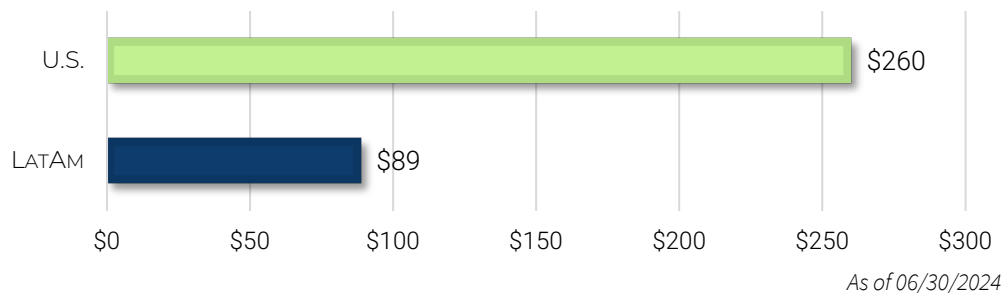
## PAWN LOANS ARE CUSTOMER FRIENDLY

- 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

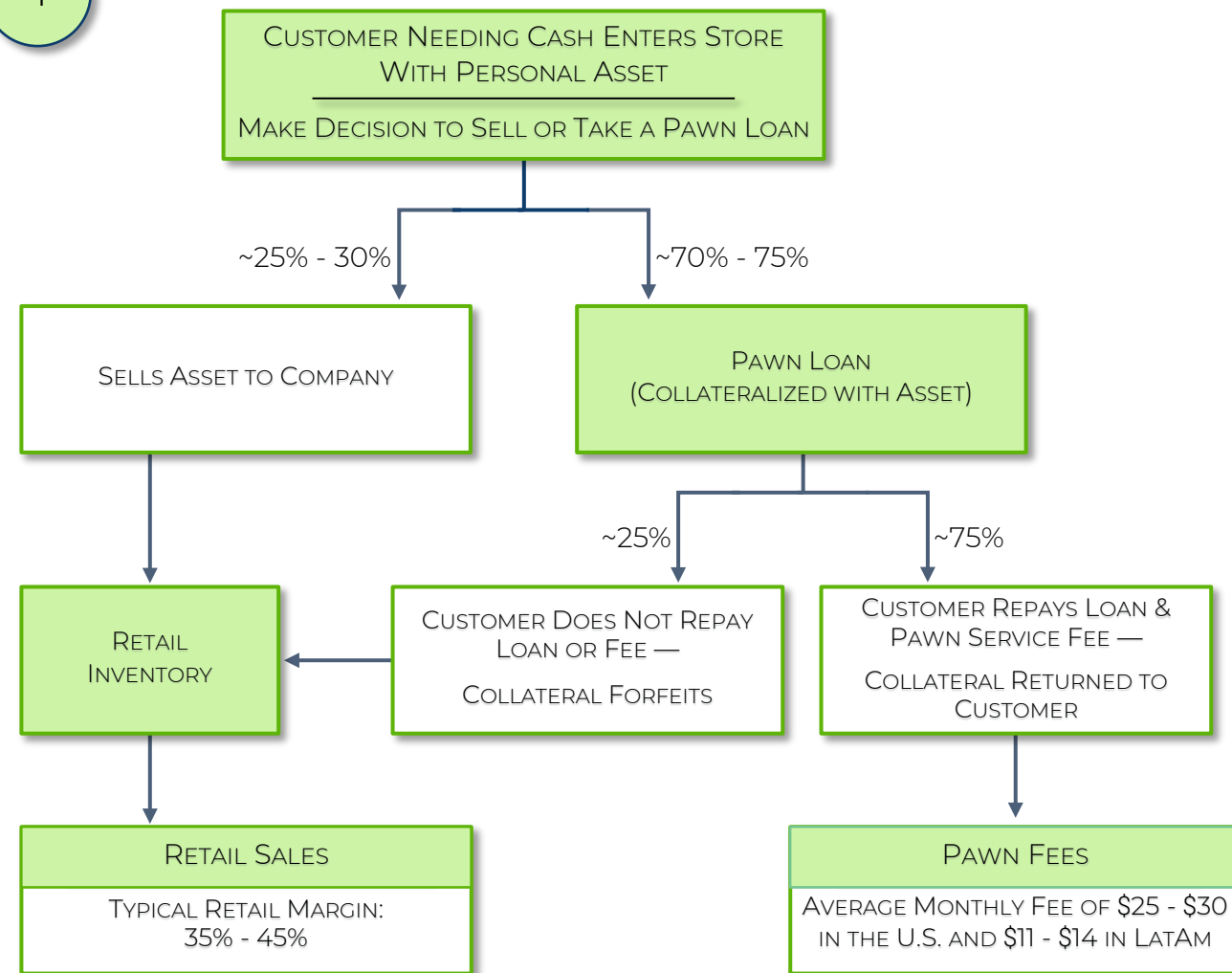
## PAWN LOANS HAVE LIMITED CREDIT RISK

- 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 GENERALLY LESS THAN 15 MINUTES



# DATA ANALYTICS DELIVER SCALABLE HIGH-PERFORMING OPERATING METRICS

1

DATA FROM OVER 3,000 LOCATIONS CONTINUALLY CAPTURED AND REFRESHED FROM MORE THAN 12 MILLION ANNUAL RETAIL TRANSACTIONS

- INVENTORY SALES DATABASE PROVIDES REAL-TIME PRICING, TURNOVER AND MARGIN DATA BY MERCHANDISE CATEGORY
- PAWN LENDING METRICS INCLUDING COLLATERAL MIX, LOAN-TO-VALUE AND REDEMPTION RATES ARE TRACKED CONTINUALLY

2

FIRSTCASH UTILIZES ITS PROPRIETARY DATA AND ALGORITHMS TO DETERMINE COLLATERAL VALUE AND EXPECTED RETAIL PRICING

3

ANALYTICS AND ALGORITHMS PROVIDE PRODUCT AND CUSTOMER PERFORMANCE METRICS THAT DRIVE PREDICTABLE YIELDS AND OPTIMIZED RETAIL SALES MARGINS





# PAWN HAS PERFORMED WELL ACROSS ECONOMIC CYCLES

1 PAWN RECEIVABLES ARE FULLY COLLATERALIZED AND SUBJECT TO VERY MINIMAL CONSUMER CREDIT RISK

2 CREDIT TIGHTENING BY UNSECURED LENDERS DRIVES INCREASED DEMAND FOR PAWN LOANS

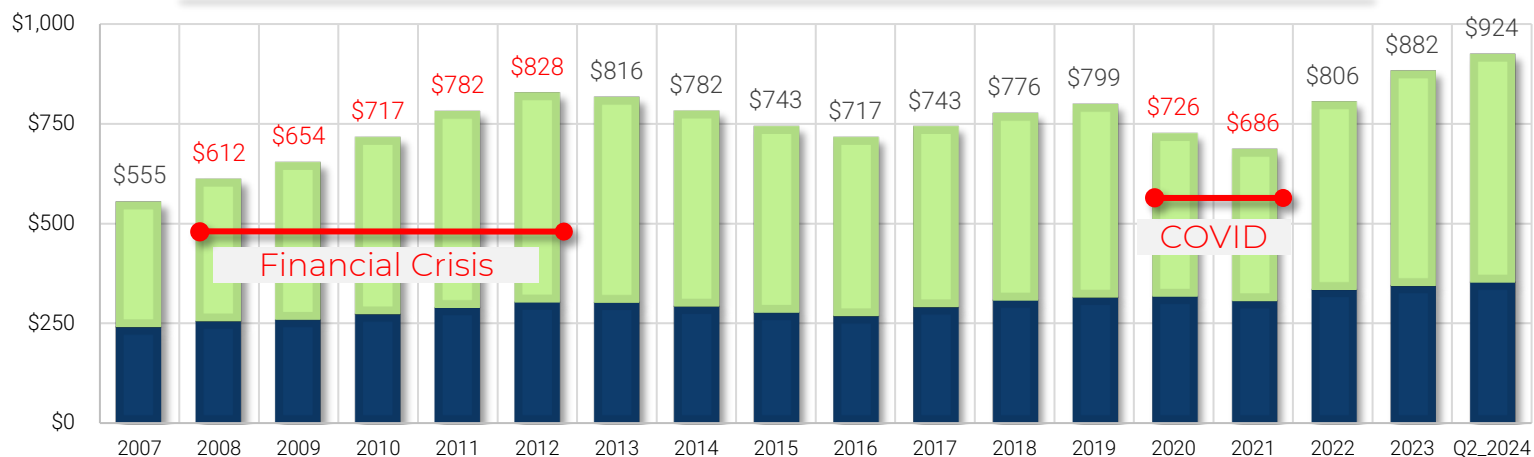
3 DURING THE FINANCIAL CRISIS:

- 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
- RETAIL GROSS PROFIT IN THE U.S. INCREASED 25% FROM 2007 TO 2012; LATAM STORES INCREASED 59% OVER THE SAME PERIOD

4 CURRENT TRAILING TWELVE-MONTH GROSS PROFIT PERFORMANCE IS NOW ABOVE RESULTS DURING THE GREAT FINANCIAL CRISIS

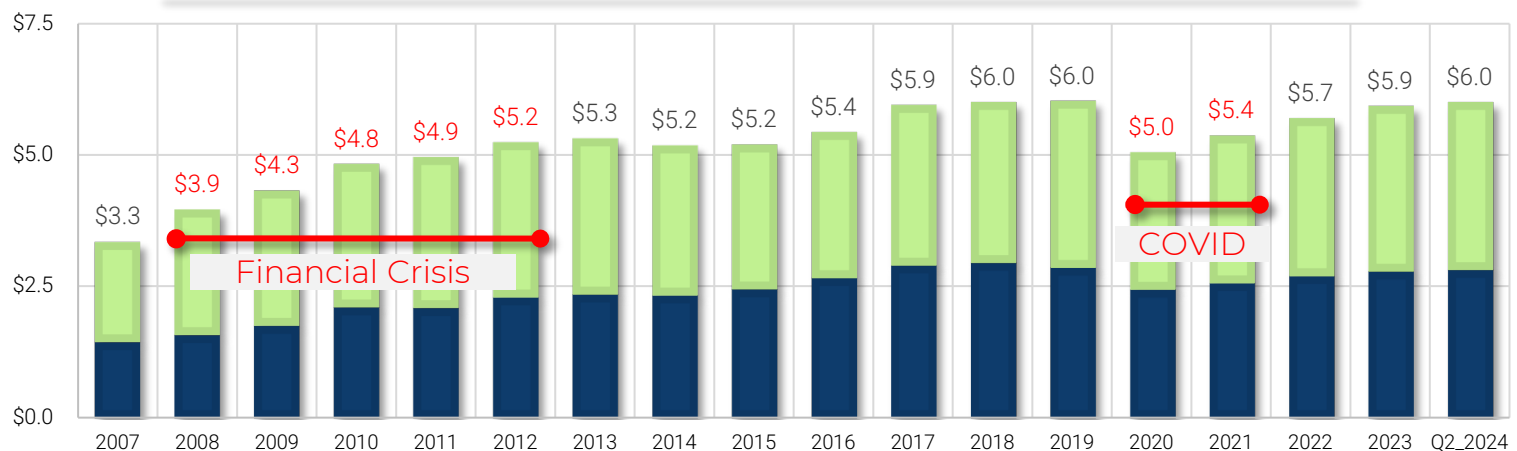
DOMESTIC LEGACY<sup>1</sup> CORE GROSS PROFIT

\$ IN THOUSANDS — AVG TTM PER STORE



LATAM LEGACY<sup>1</sup> CORE GROSS PROFIT

PESO \$ IN MILLIONS — AVG TTM PER STORE



■ RETAIL GROSS PROFIT

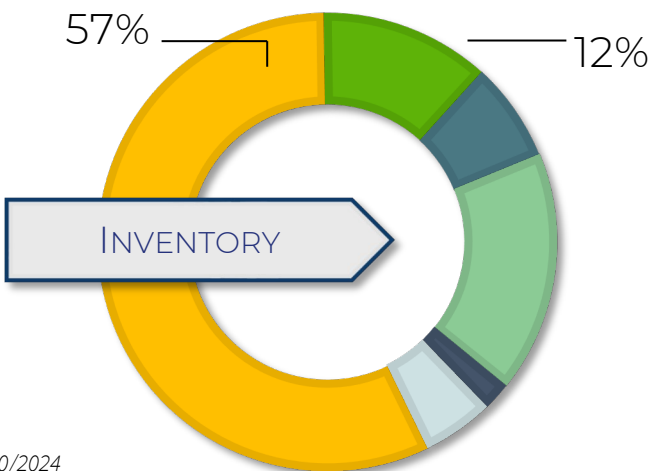
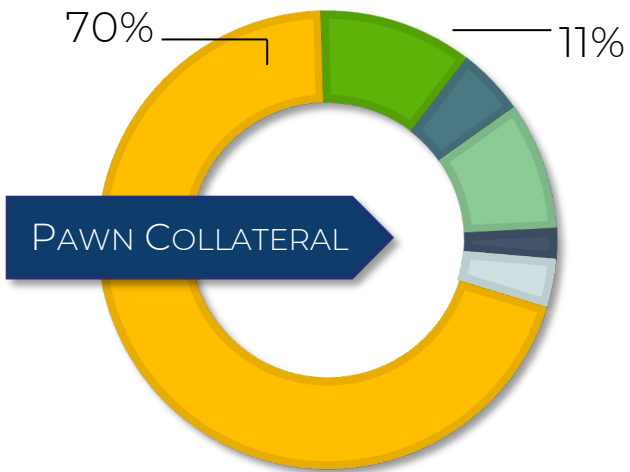
■ PAWN FEES

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

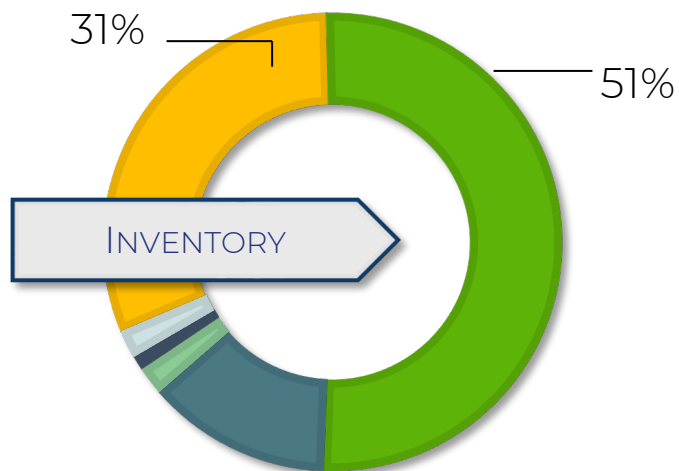
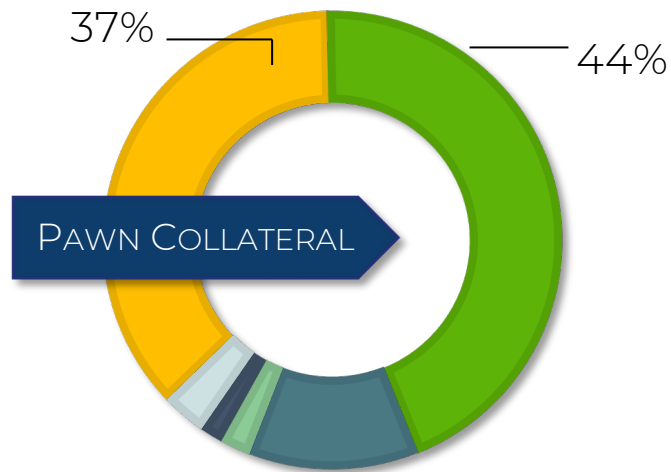
# PAWN COLLATERAL AND INVENTORY COMPOSITION

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

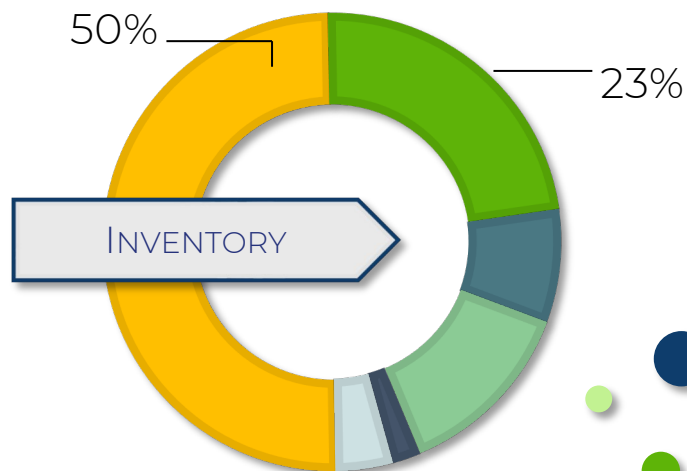
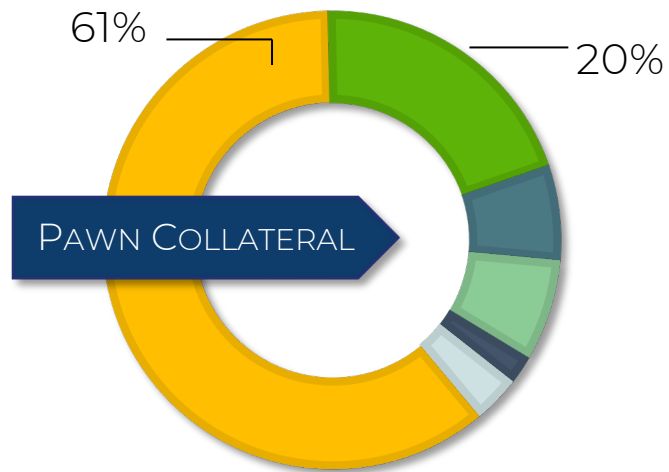
U.S. PAWN



LATAM PAWN



CONSOLIDATED PAWN

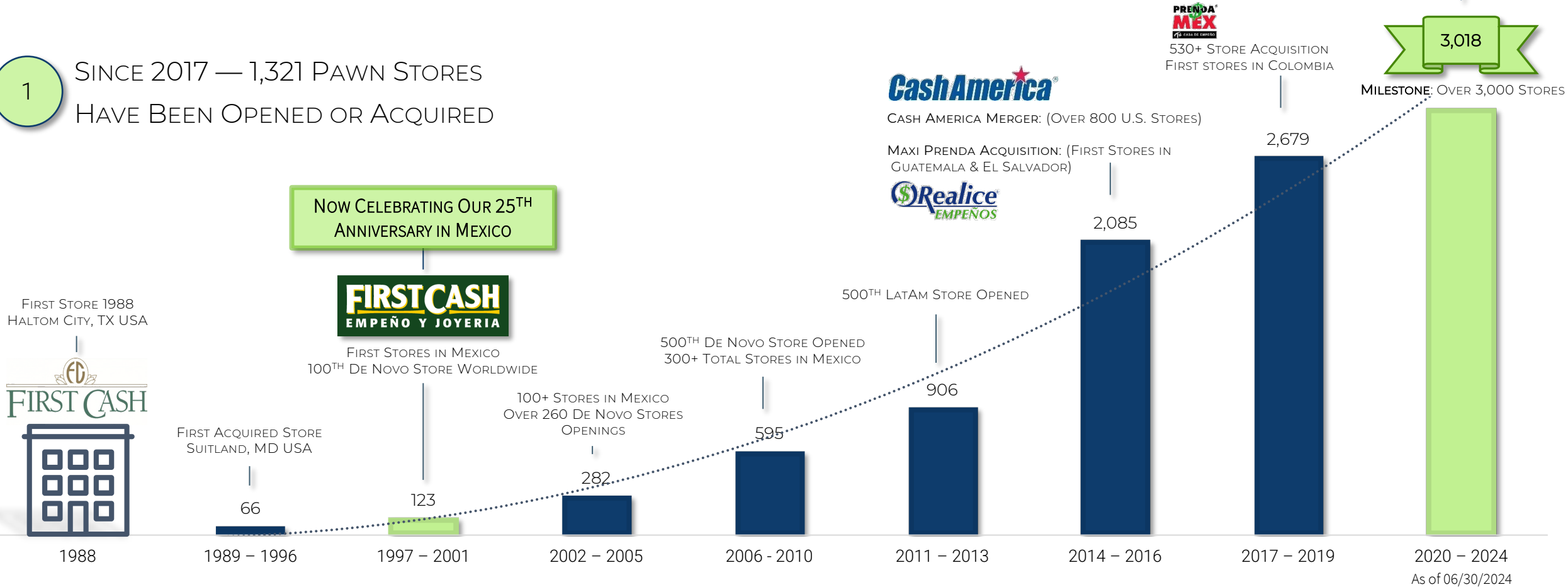


As of 06/30/2024

# 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...

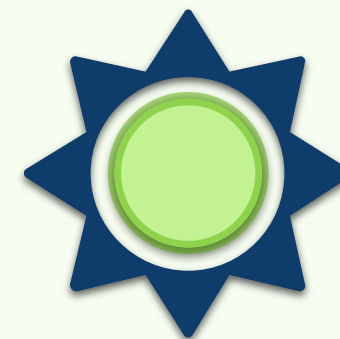
**1** SINCE 2017 — 1,321 PAWN STORES HAVE BEEN OPENED OR ACQUIRED



As of 06/30/2024

# 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





# COMMITMENT TO SOCIAL RESPONSIBILITY

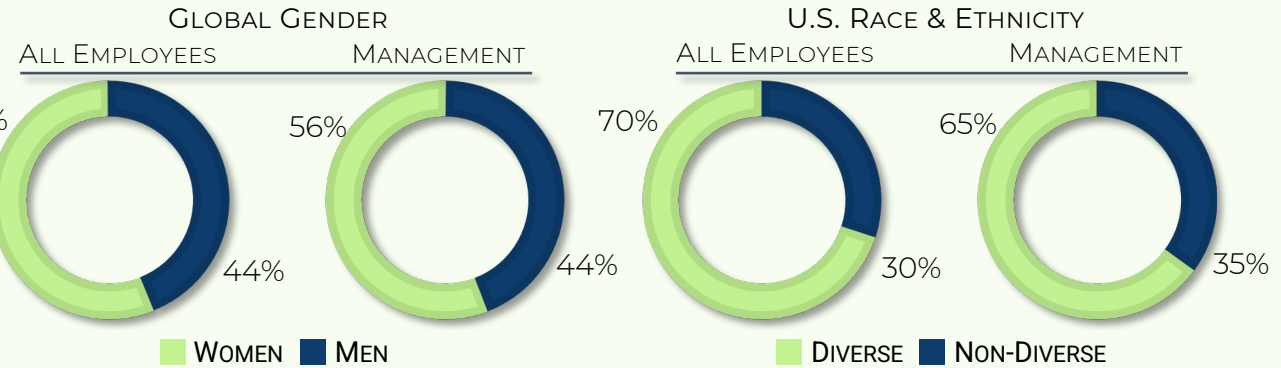
## EMPLOYEE EMPOWERMENT

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

## 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

## DIVERSE WORKPLACE



# FirstCash<sup>®</sup>

## U.S. PAWN SEGMENT

- OVER 1,200 FULL-SERVICE U.S. LOCATIONS
- 29 STATES AND THE DISTRICT OF COLUMBIA

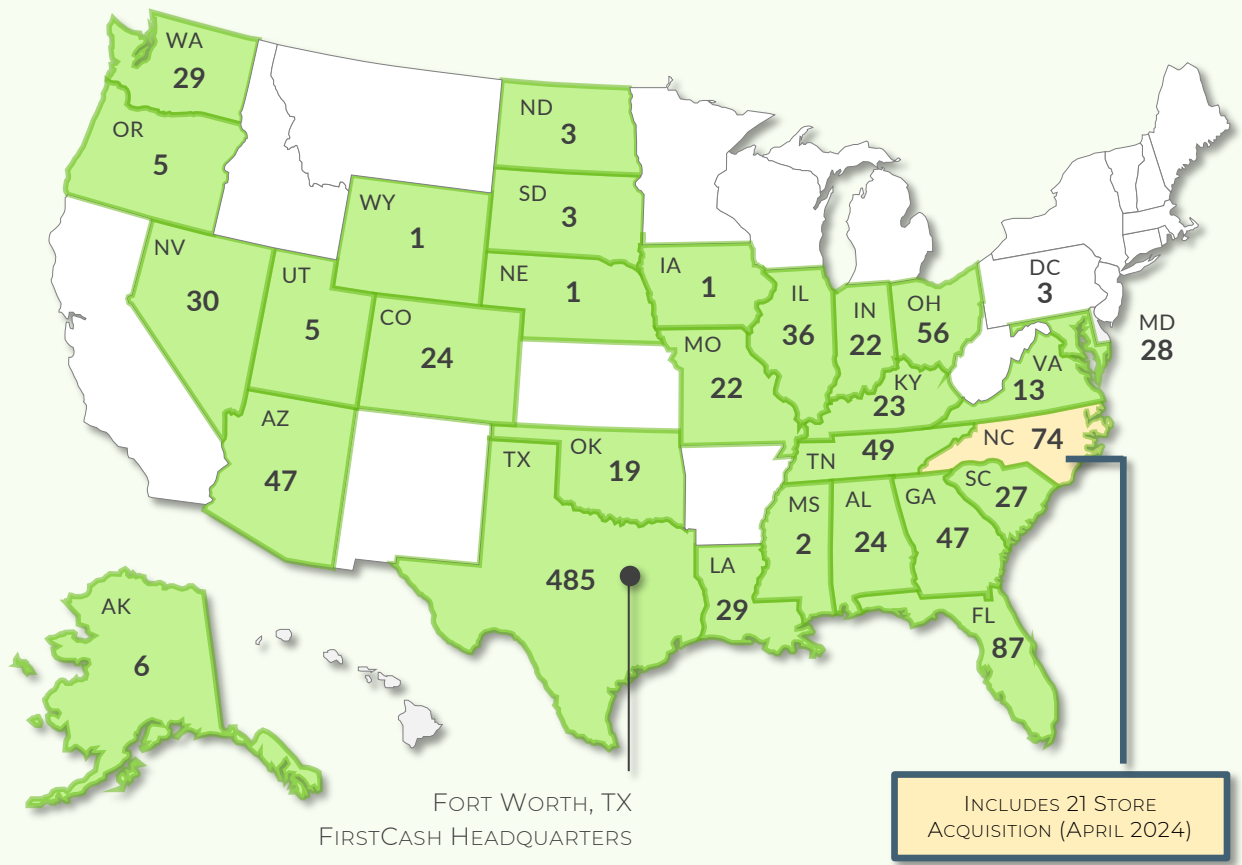


# U.S. PAWN SEGMENT

29 U.S. STATES AND THE DISTRICT OF COLUMBIA

OVER 1,200 LOCATIONS

CONTINUED GROWTH OPPORTUNITIES

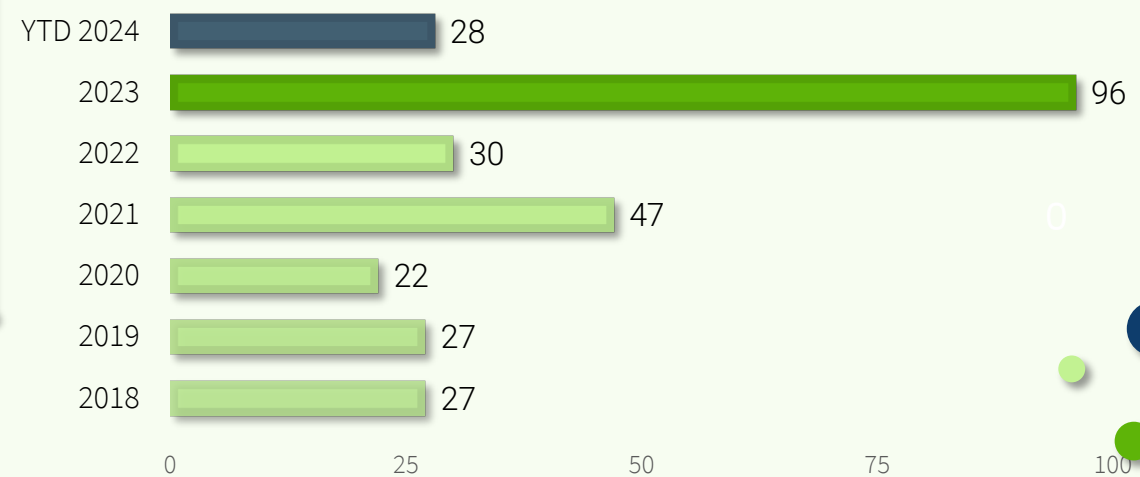


U.S. PAWN MARKET IS LARGE AND HIGHLY FRAGMENTED — OVER 12,000 ESTIMATED PAWN SHOPS IN U.S.

FIRSTCASH LOCATIONS FOCUSED IN MARKETS WITH:

- GROWING POPULATIONS
- FAVORABLE CUSTOMER DEMOGRAPHICS
- STABLE REGULATIONS
- OPPORTUNITIES TO FURTHER ADD LOCATIONS

## U.S. STORE ADDITIONS BY YEAR



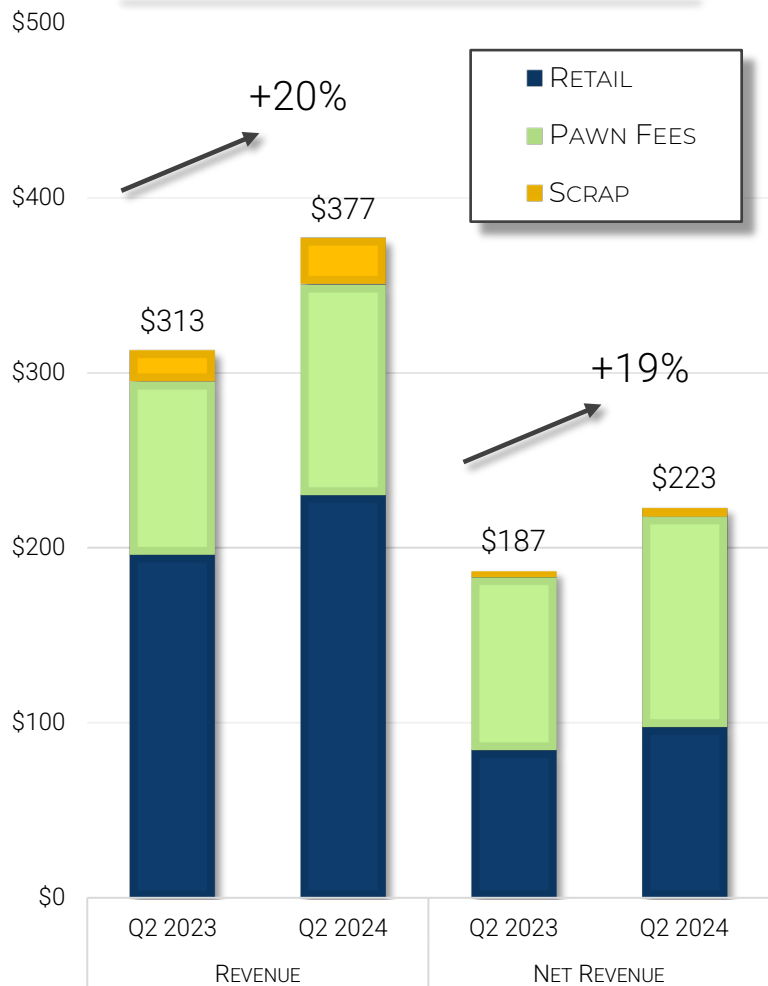
As of 06/30/2024



# Q2 2024 U.S. PAWN SEGMENT HIGHLIGHTS

\$ IN U.S. MILLIONS

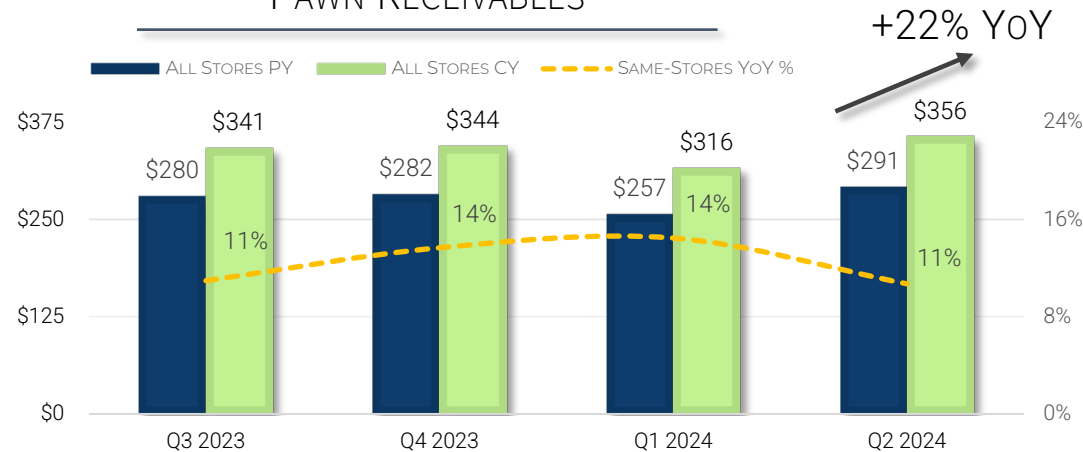
## REVENUE



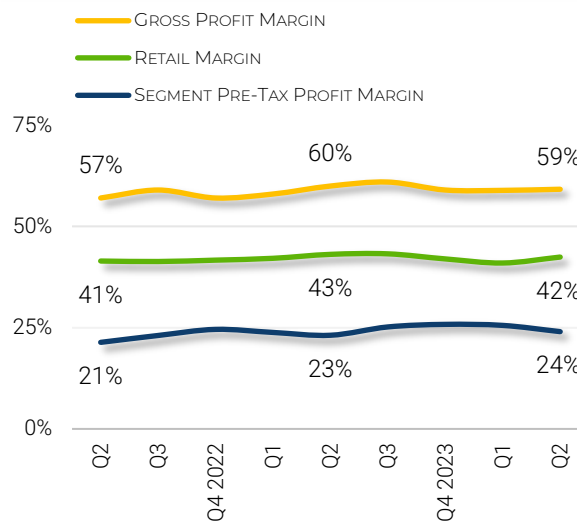
## SEGMENT CONTRIBUTION



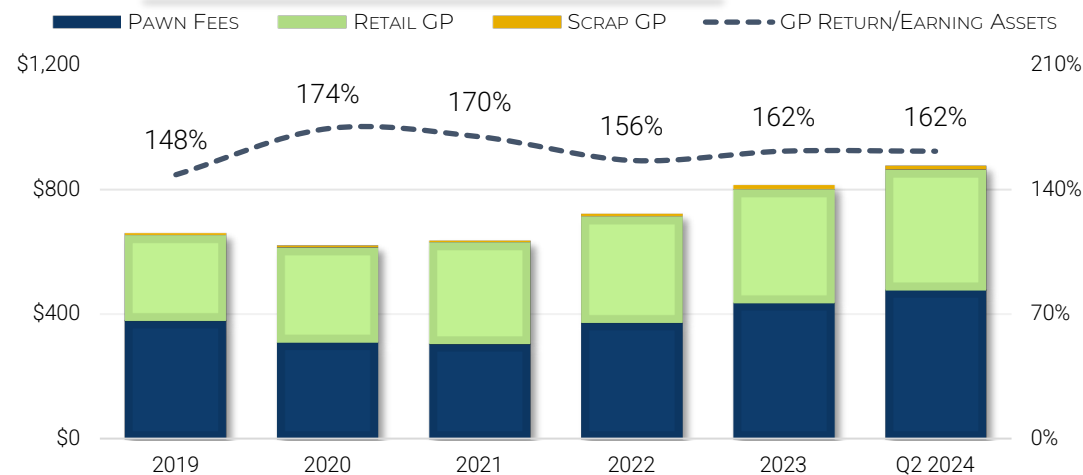
## PAWN RECEIVABLES



## MARGINS



## RETURN ON EARNING ASSETS





# FirstCash®

## LATAM PAWN SEGMENT

OVER 1,800 LATIN AMERICA LOCATIONS  
IN FOUR COUNTRIES

- LATIN AMERICAN MARKETS REMAIN RECEPTIVE TO PAWN GIVEN THE HIGH CONCENTRATION OF UNBANKED AND UNDERBANKED CONSUMERS
- FIRSTCASH'S WELL-ESTABLISHED LATIN AMERICAN INFRASTRUCTURE AND STRONG CASH FLOWS SUPPORT THE COMPANY'S LONG-TERM GROWTH STRATEGY IN THESE MARKETS
- SIGNIFICANT OPPORTUNITY FOR CONTINUED DE NOVO OPENINGS AND ACQUISITIONS ACROSS THE COMPANY'S EXISTING MARKETS IN LATIN AMERICA
- FIRSTCASH CONTINUES TO EVALUATE OPPORTUNITIES FOR EXPANSION INTO ADDITIONAL LATIN AMERICA MARKETS



PAWN LOCATIONS BY COUNTRY

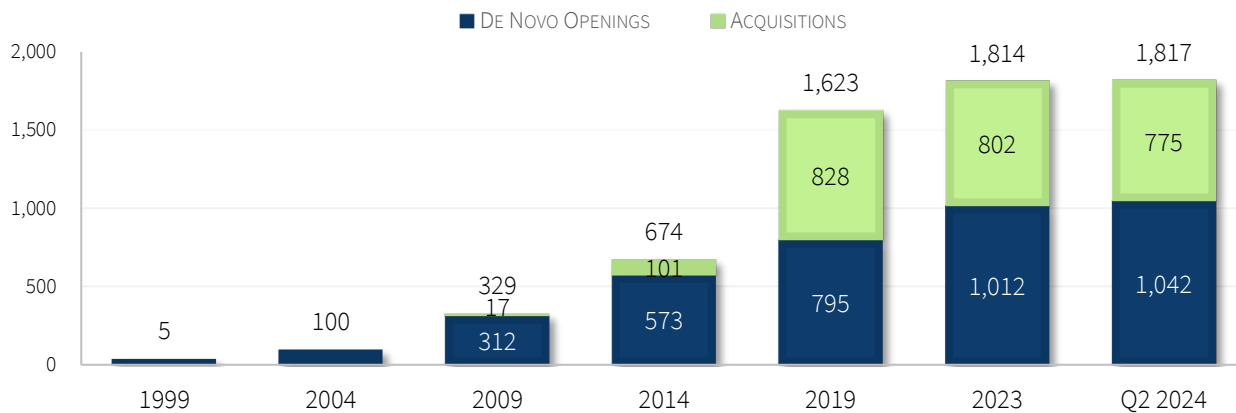


As of 06/30/2024

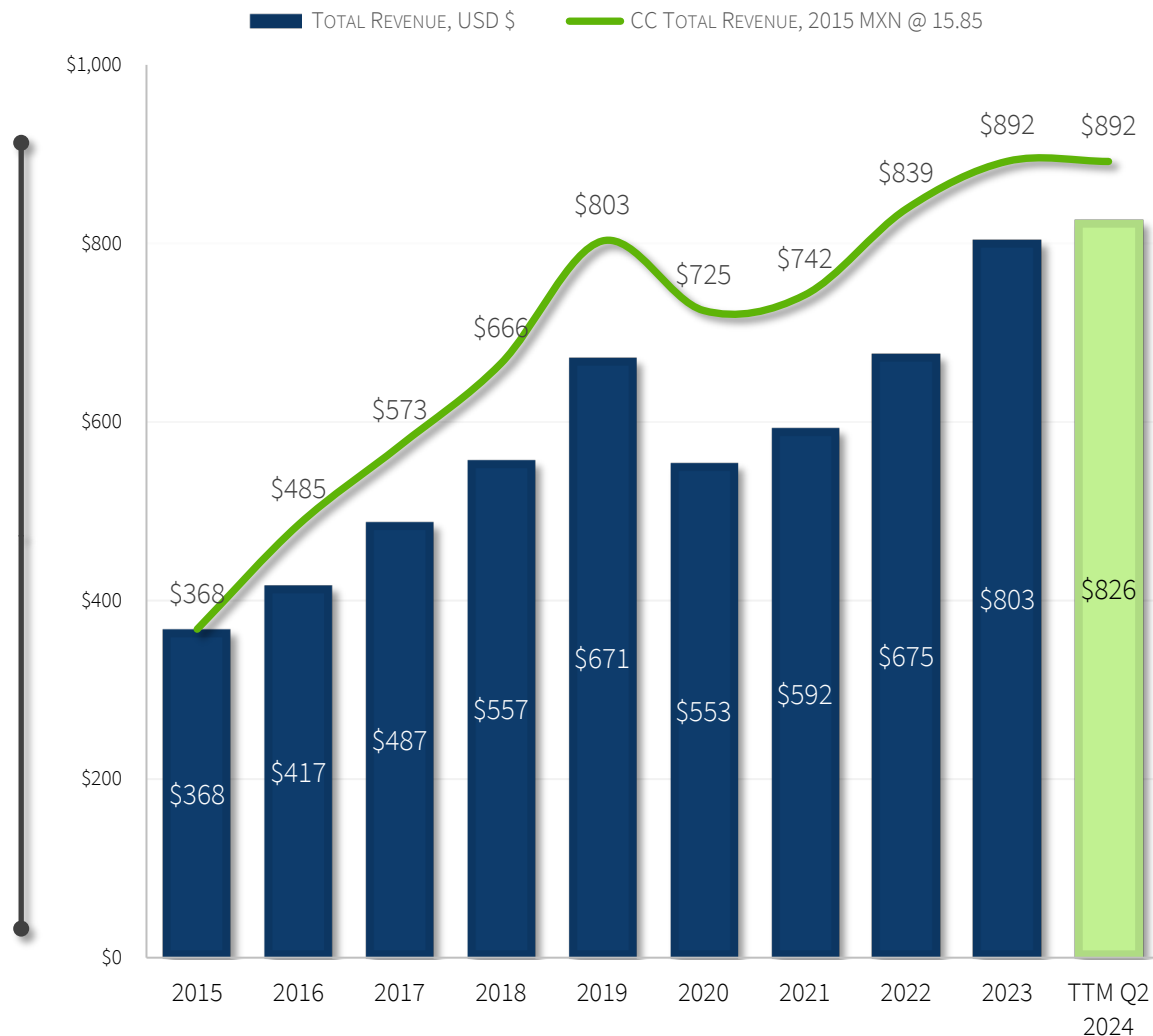
# 25 YEARS OF LATAM GROWTH

STORE COUNT AND NET REVENUE — \$ IN MILLIONS

## STORE COUNT



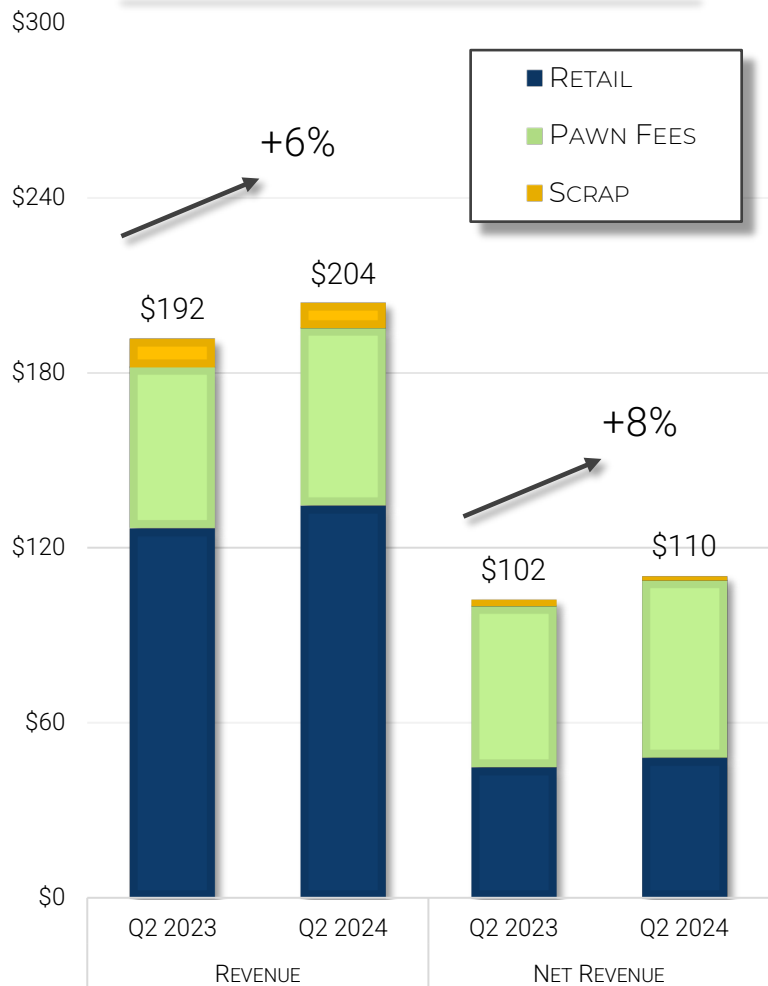
## TTM REVENUE GROWTH



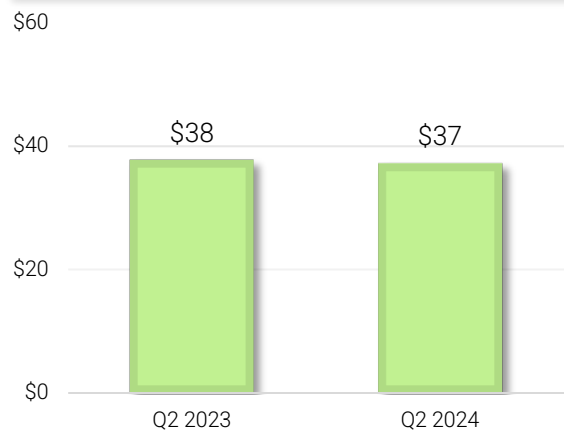
# Q2 2024 LATAM PAWN SEGMENT HIGHLIGHTS

\$ IN U.S. MILLIONS

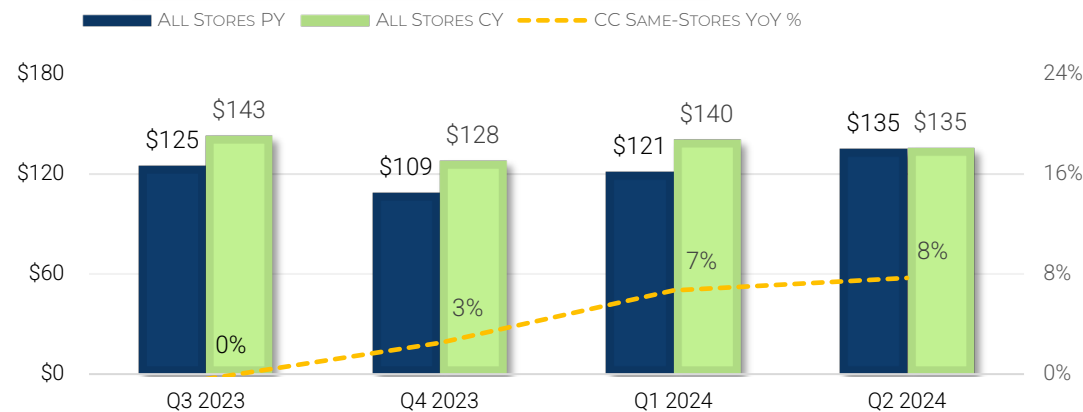
## REVENUE



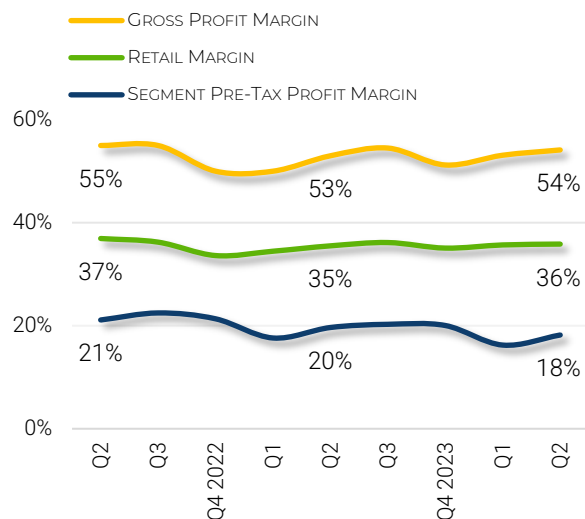
## SEGMENT CONTRIBUTION



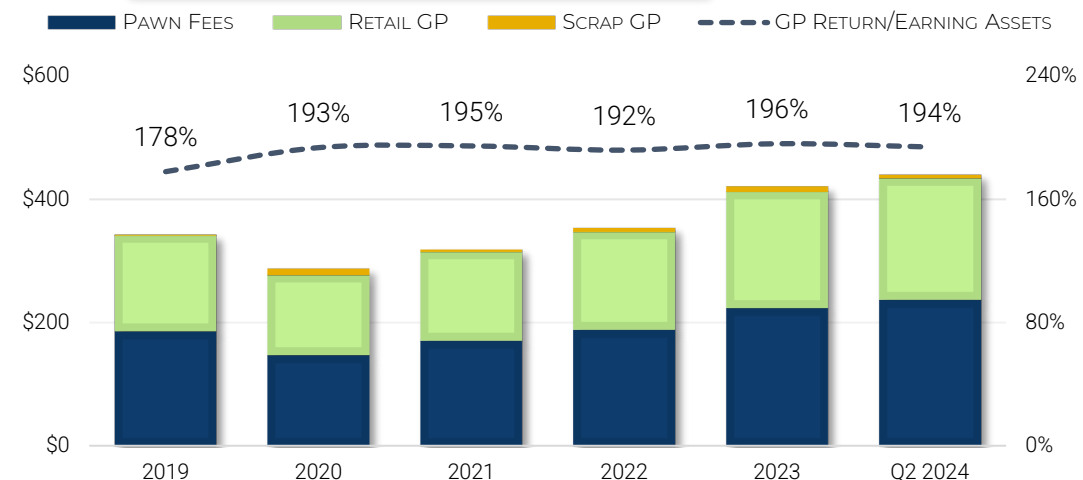
## PAWN RECEIVABLES



## MARGINS



## RETURN ON EARNING ASSETS







# **FirstCash**<sup>®</sup>

RETAIL POS PAYMENT SOLUTIONS  
OPERATIONS



# AFF ACQUISITION EXPANDS PRODUCT OFFERINGS

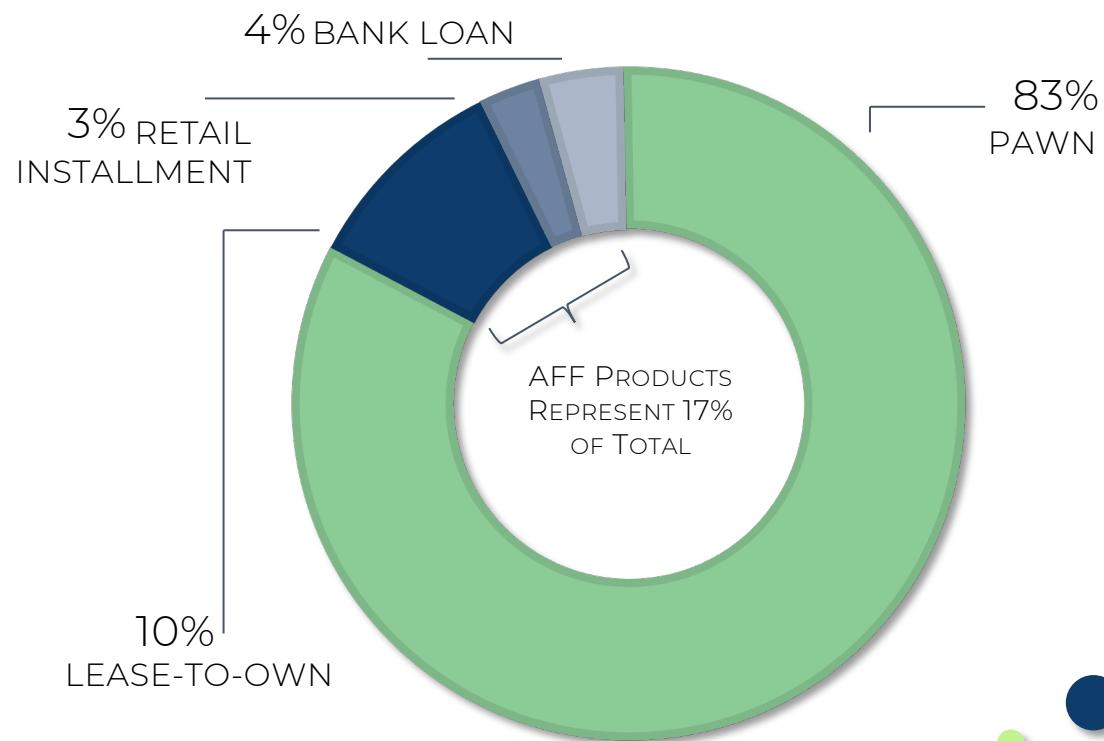
ENHANCES FIRSTCASH'S CORE PAWN BUSINESS



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

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

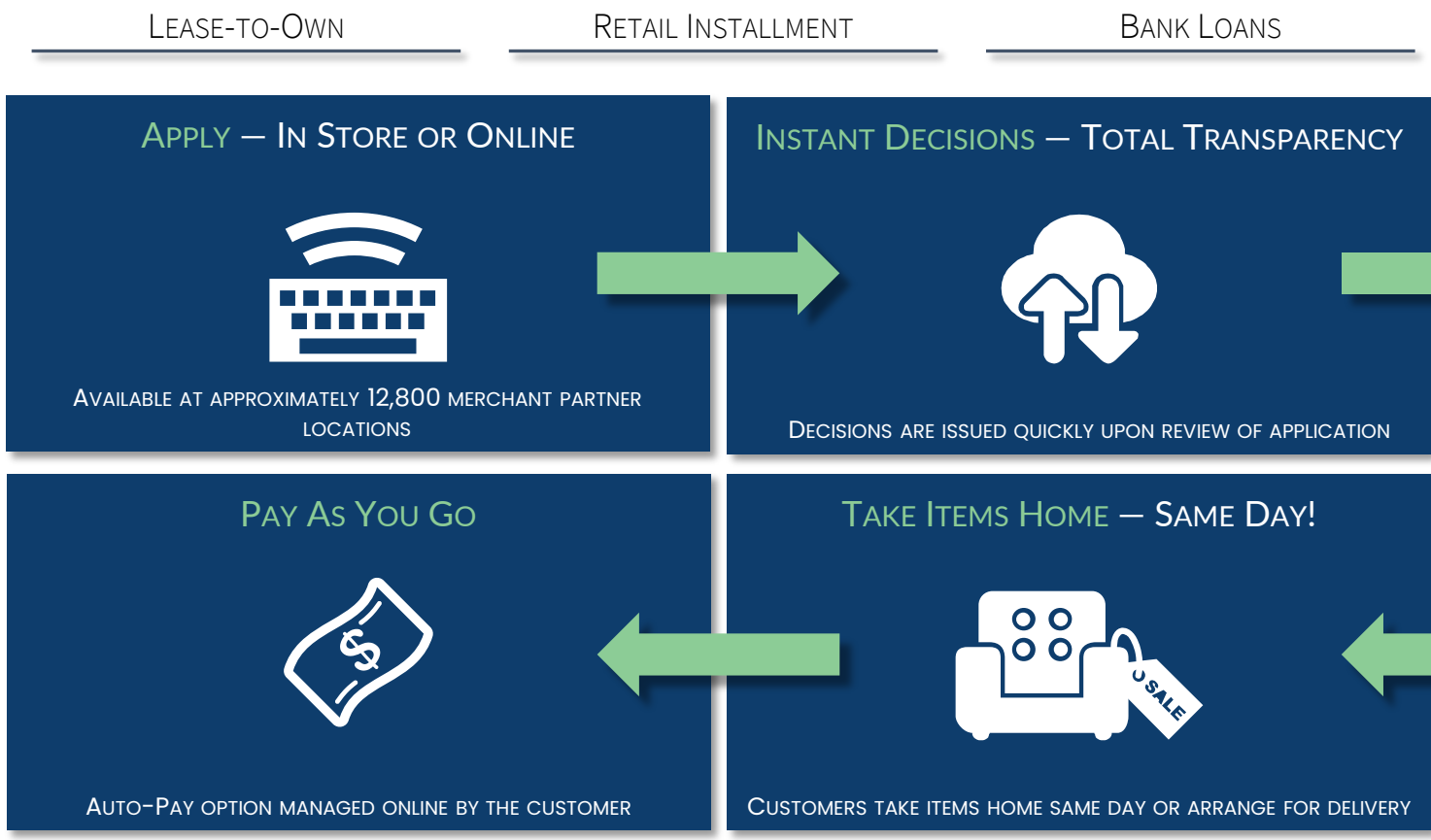
## FIRSTCASH CONSOLIDATED NET REVENUE MIX



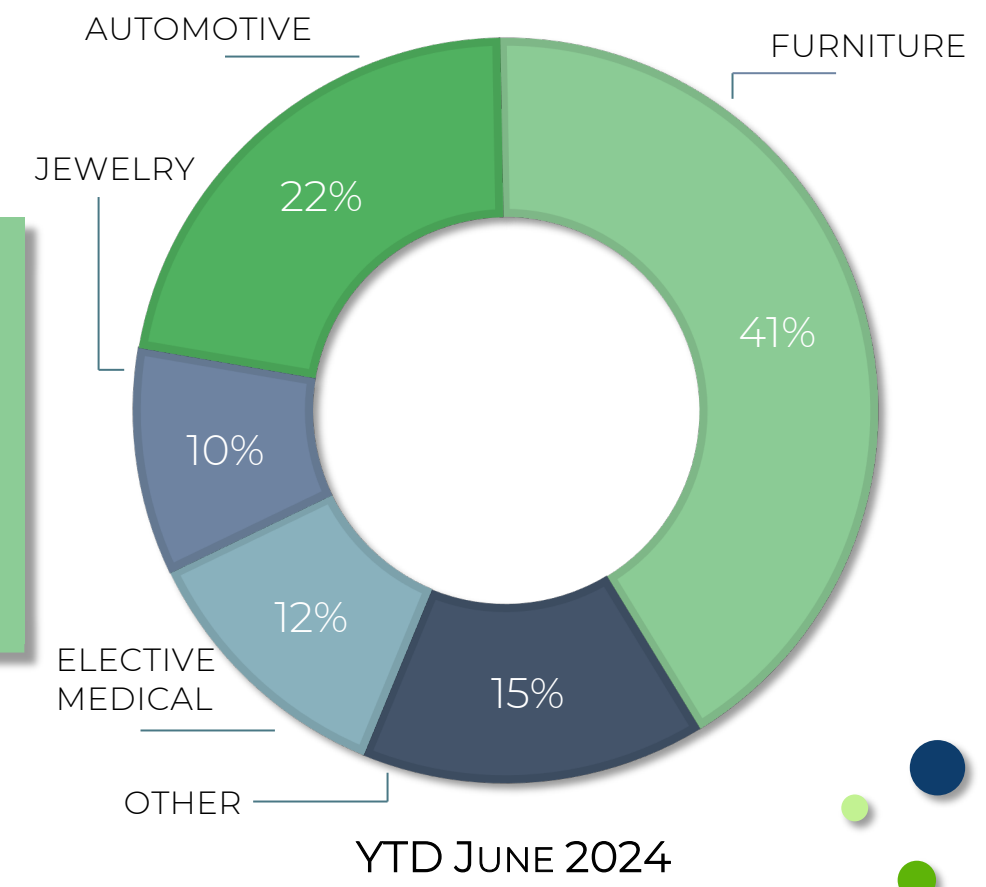
YTD JUNE 2024

# RETAIL POS PAYMENT SOLUTION OVERVIEW

## PAYMENT SOLUTIONS FOR ALL 50 STATES



## POS PAYMENT TRANSACTION ORIGINATIONS BY PRODUCT CATEGORY



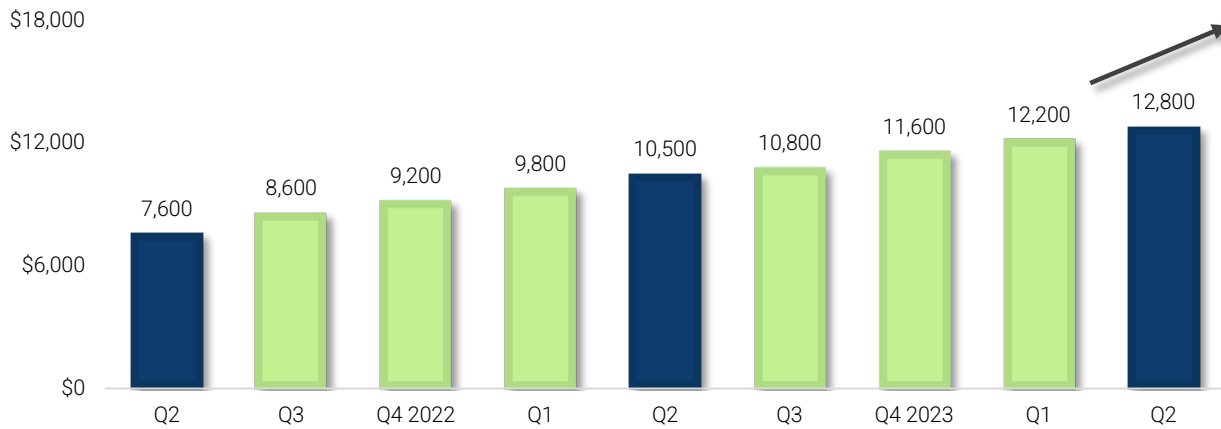
As of 06/30/2024

# Q2 2024 AFF POS PAYMENT SOLUTIONS

\$ IN MILLIONS

### DOOR COUNT

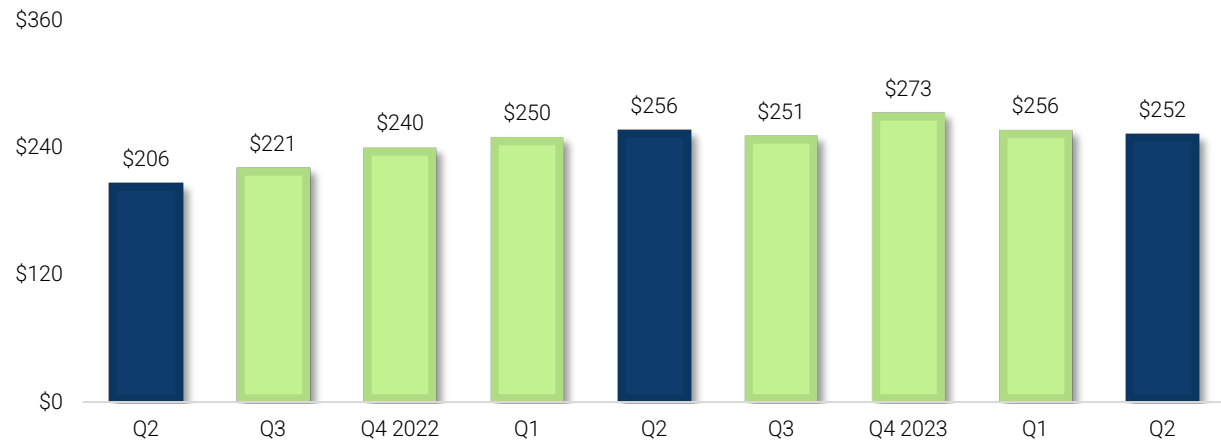
+22% YoY



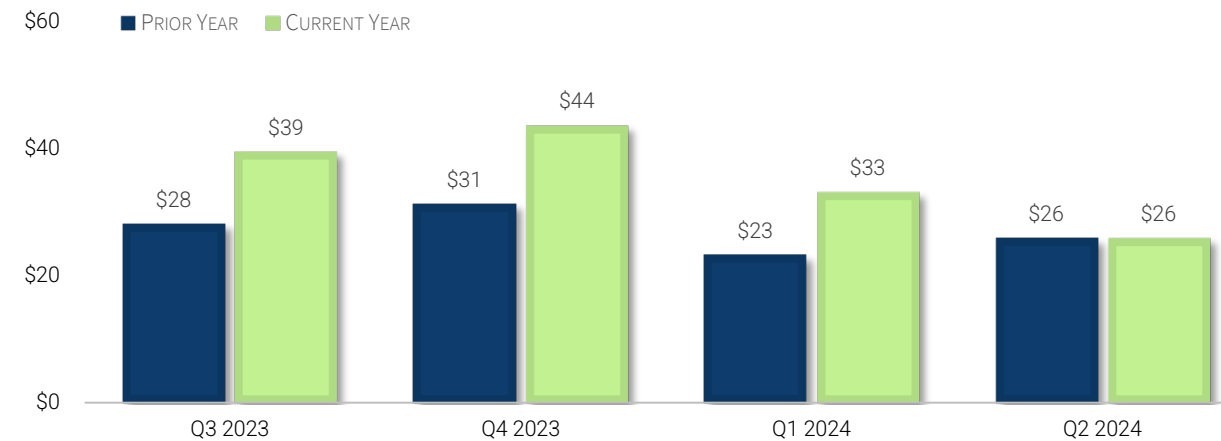
### REVENUES<sup>1</sup>



### GROSS TRANSACTION VOLUME



### SEGMENT CONTRIBUTION<sup>1</sup>



<sup>1</sup> 2022 results are adjusted non-GAAP financial measures. See reconciliation of non-GAAP financial measures elsewhere in this presentation

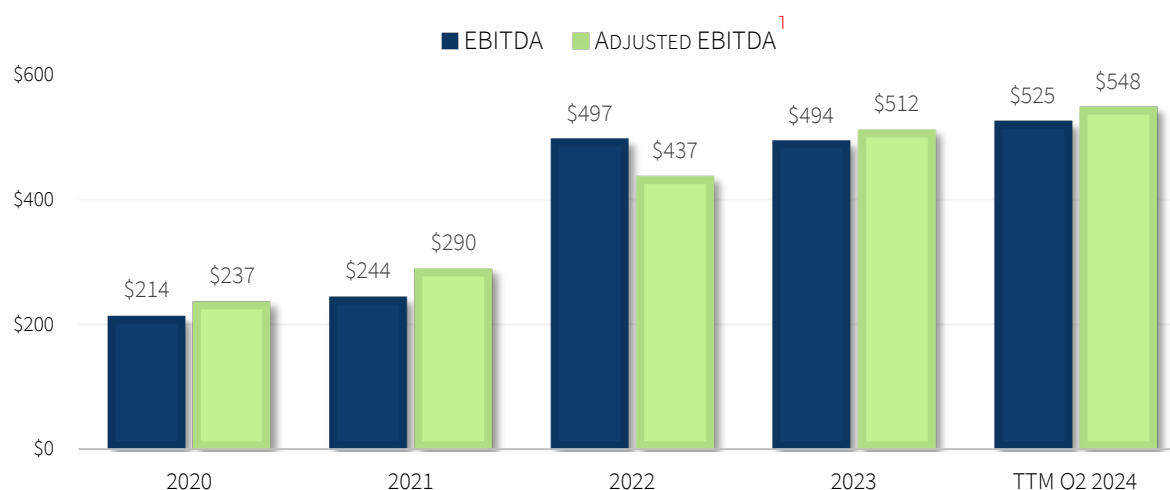
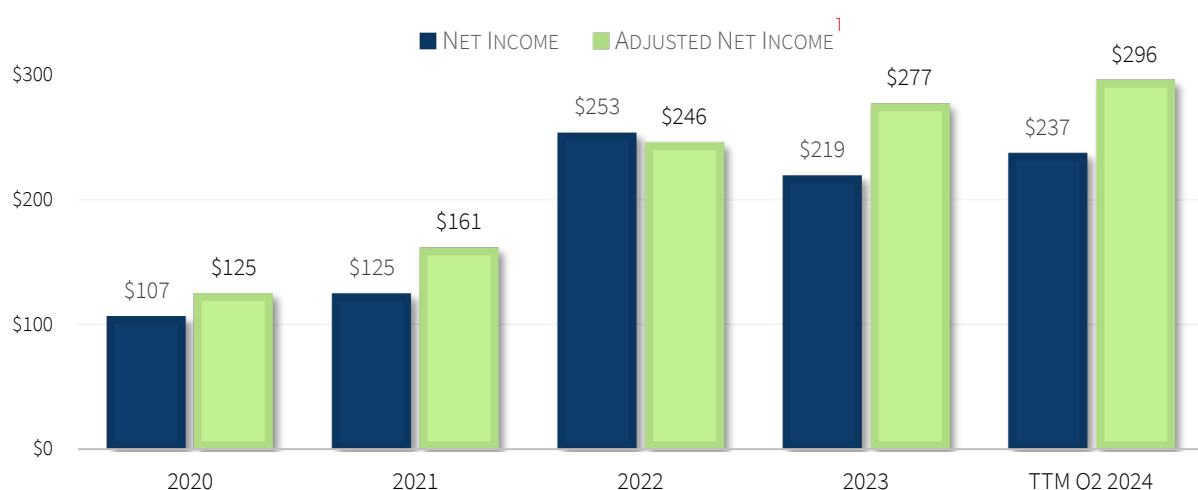
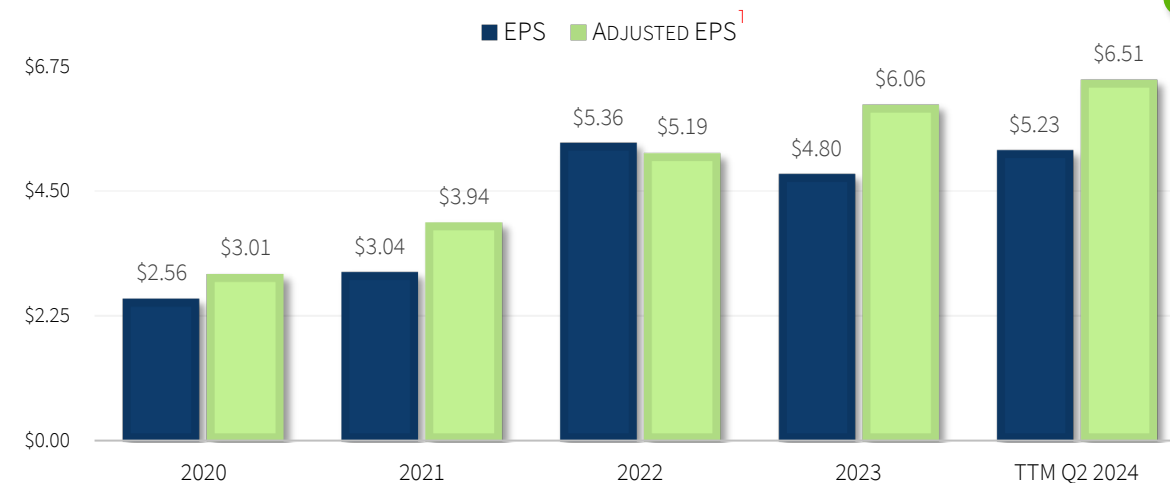
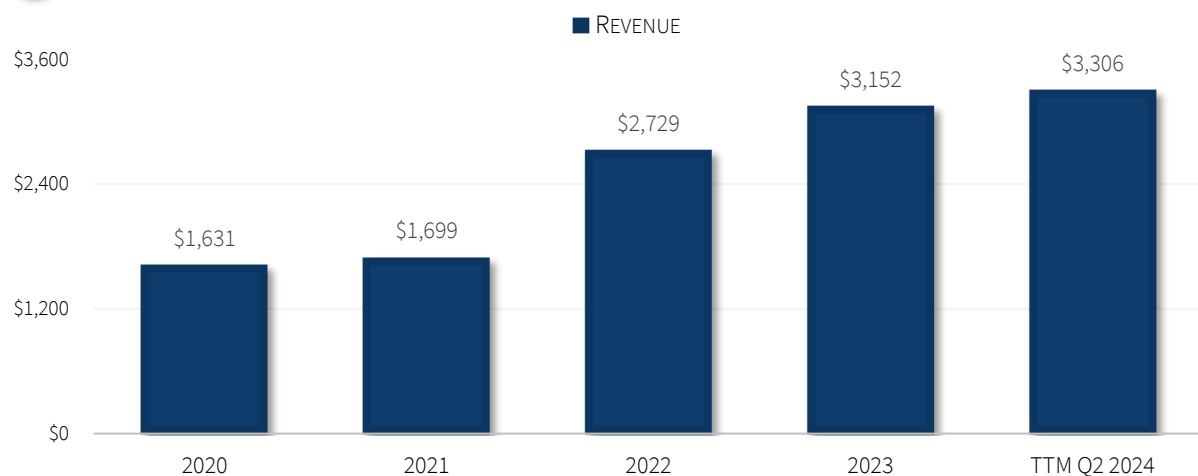
# **FirstCash**<sup>®</sup>

## FINANCIAL HIGHLIGHTS



# CONSOLIDATED OPERATING HIGHLIGHTS

\$ IN MILLIONS, EXCEPT PER SHARE AMOUNTS



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



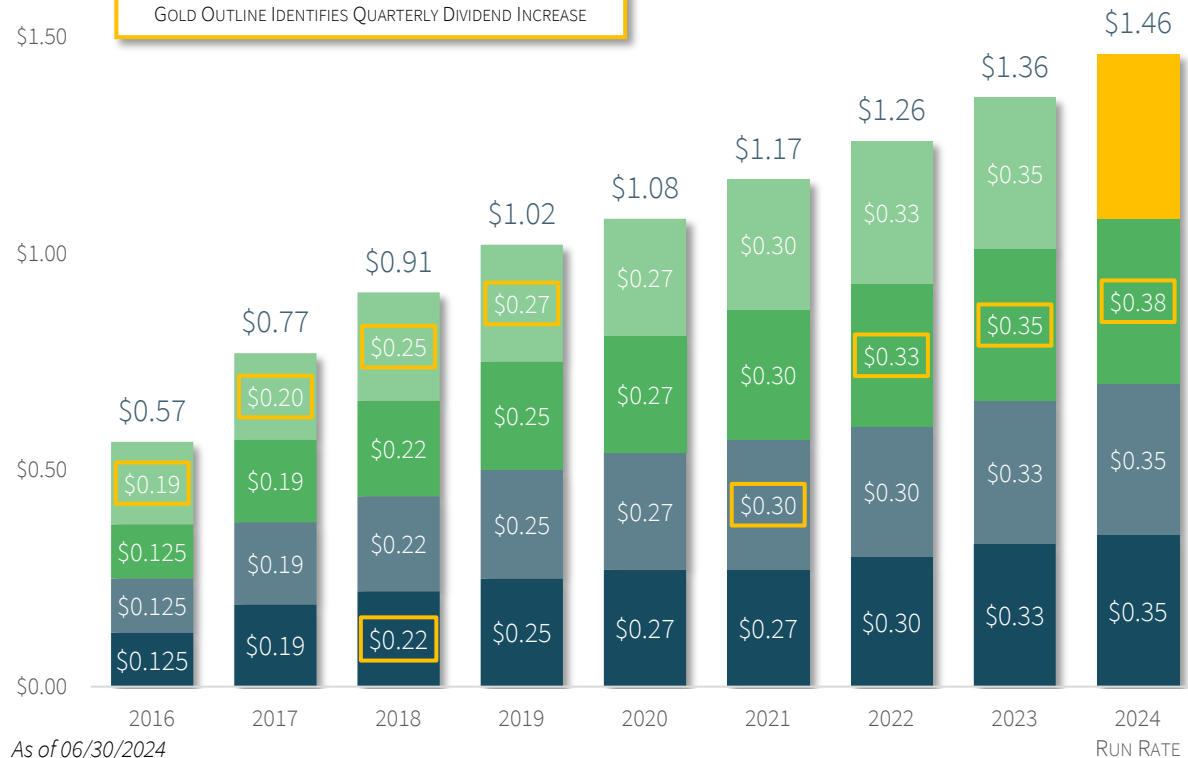
# CASH DIVIDENDS & SHARE REPURCHASES

## CASH DIVIDEND HISTORY

Q3 2024 DIVIDEND INCREASED TO \$0.38;  
ANNUALIZES TO \$1.52 PER SHARE

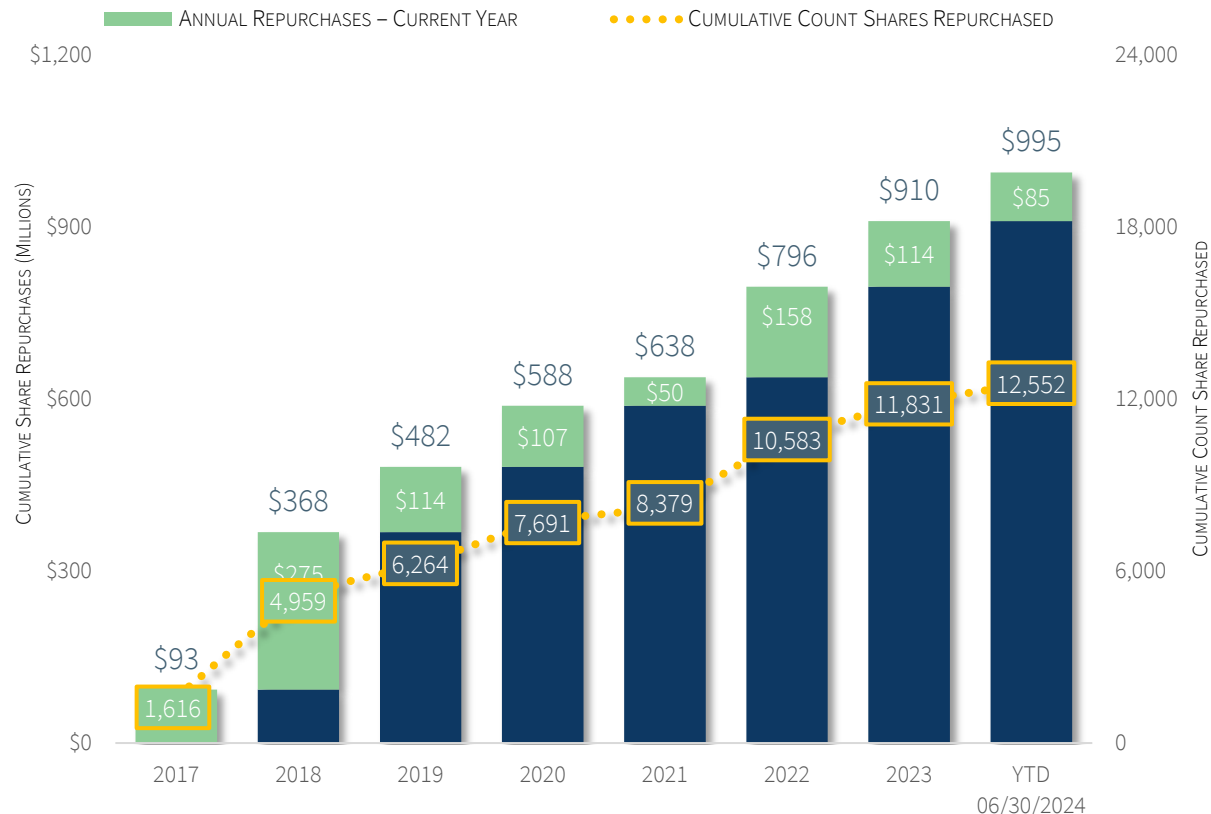
■ QUARTER 1 ■ QUARTER 2 ■ QUARTER 3 ■ QUARTER 4

GOLD OUTLINE IDENTIFIES QUARTERLY DIVIDEND INCREASE



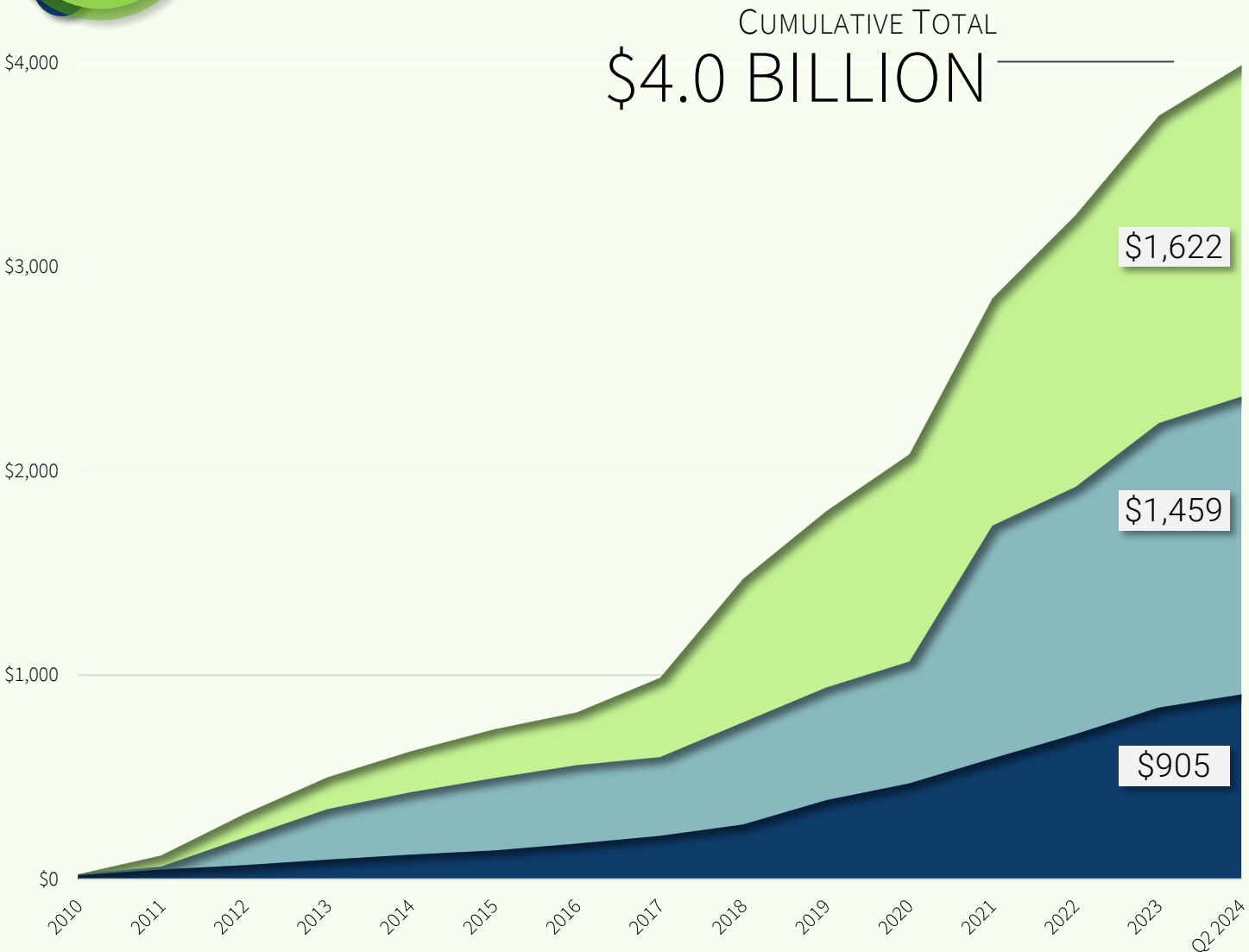
## ACTIVE SHARE REPURCHASE PROGRAM

\$115 MILLION REMAINING FOR FUTURE  
SHARE REPURCHASES UNDER THE  
CURRENT AUTHORIZATION (JULY 2023)



# GROWTH INVESTMENTS & SHAREHOLDER PAYOUTS

SINCE 2010 — \$ IN MILLIONS



- 1** STOCK REPURCHASES & DIVIDENDS

  - OVER 17 MILLION SHARES REPURCHASED
  - \$387 MILLION IN CUMULATIVE DIVIDENDS PAID
  
- 2** ACQUISITION INVESTMENTS

  - 429 PAWN STORES ACQUIRED IN U.S.
  - 870 PAWN STORES ACQUIRED IN LATIN AMERICA
  - \$487M CASH PORTION OF AFF ACQUISITION
  
- 3** CAPITAL EXPENDITURES

  - 865 DE NOVO STORE OPENINGS
  - 361 PROPERTIES PURCHASED

# 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 SMALL 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 CASH FLOWS AND BALANCE SHEET SUPPORT:

- EARNING ASSET GROWTH
- ACQUISITIONS
- SHARE BUYBACKS
- 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...*







# **FirstCash**<sup>®</sup>

## FINANCIAL APPENDIX



# NON-GAAP FINANCIAL INFORMATION

Please reference the Form 10-Q filed on 07/29/2024 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 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 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.

THE COMPANY'S REPORTING CURRENCY IS THE U.S. DOLLAR, HOWEVER, CERTAIN PERFORMANCE METRICS DISCUSSED IN THIS REPORT 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. SEE THE LATIN AMERICA PAWN SEGMENT TABLES IN "RESULTS OF OPERATIONS" ABOVE FOR ADDITIONAL RECONCILIATION OF CERTAIN CONSTANT CURRENCY AMOUNTS TO AS REPORTED GAAP AMOUNTS.

# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES

## TO GAAP FINANCIAL MEASURES

	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q2 2024
NET INCOME	\$106,579	\$124,909	\$253,495	\$219,301	\$237,174
INCOME TAXES	37,120	41,593	70,138	73,548	80,001
DEPRECIATION AND AMORTIZATION <sup>1</sup>	42,105	45,906	103,832	109,161	107,574
INTEREST EXPENSE	29,344	32,386	70,708	93,243	101,880
INTEREST INCOME	(1,540)	(696)	(1,313)	(1,469)	(1,548)
<b>EBITDA</b>	<b>\$213,608</b>	<b>\$244,098</b>	<b>\$496,860</b>	<b>\$493,784</b>	<b>\$525,081</b>
ADJUSTMENTS:					
MERGER AND ACQUISITION EXPENSES	1,316	15,449	3,739	7,922	9,600
NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY	1,249	644	(1,329)	(2,540)	1,391
AFF PURCHASE ACCOUNTING ADJUSTMENTS	—	43,362	50,354	13,968	13,968
GAIN ON REVALUATION OF CONTINGENT ACQUISITION CONSIDERATION	—	(17,871)	(109,549)	—	—
OTHER EXPENSES (INCOME), NET	9,064	949	(2,731)	(1,402)	(1,877)
LOSS ON EXTINGUISHMENT OF DEBT	11,737	—	—	—	—
<b>ADJUSTED EBITDA</b>	<b>\$236,974</b>	<b>\$289,631</b>	<b>\$437,344</b>	<b>\$511,732</b>	<b>\$548,163</b>

<sup>1</sup> Includes \$53 million, \$57 million, \$57 million and \$2 million of amortization expense related to identifiable intangible assets as a result of the AFF Acquisition for the twelve months ended June 30, 2024, December 31, 2023, 2022 and 2021, respectively, which is included in the add back of depreciation and amortization to net income used to calculate EBITDA.

	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q2 2024
CASH FLOW FROM OPERATING ACTIVITIES	\$222,264	\$223,304	\$469,305	\$416,142	\$439,192
CASH FLOW FROM INVESTING ACTIVITIES:					
PAWN LOANS, NET <sup>2</sup>	105,418	(73,340)	(35,817)	(34,978)	(56,053)
FINANCE RECEIVABLES, NET	1,590	(5,844)	(85,353)	(115,442)	(95,880)
PURCHASE OF FURNITURE, FIXTURES, EQUIPMENT AND IMPROVEMENTS	(37,543)	(42,022)	(35,586)	(60,148)	(74,464)
<b>FREE CASH FLOW</b>	<b>\$291,729</b>	<b>\$102,098</b>	<b>\$312,549</b>	<b>\$205,574</b>	<b>\$212,795</b>
MERGER AND ACQUISITION EXPENSES PAID, NET OF TAX BENEFIT	991	11,872	2,878	6,089	7,380
<b>ADJUSTED FREE CASH FLOW</b>	<b>\$292,720</b>	<b>\$113,970</b>	<b>\$315,427</b>	<b>\$211,663</b>	<b>\$220,175</b>

<sup>2</sup> 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.

	IN THOUSANDS					PER SHARE				
	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q2 2024	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q2 2024
NET INCOME AND DILUTED EARNINGS PER SHARE, AS REPORTED	\$106,579	\$124,909	\$253,495	\$219,301	\$237,174	\$2.56	\$3.04	\$5.36	\$4.80	\$5.23
ADJUSTMENTS, NET OF TAX:										
MERGER AND ACQUISITION EXPENSES	991	11,872	2,878	6,089	7,380	0.02	0.29	0.06	0.13	0.15
NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY	874	451	(930)	(1,778)	973	0.02	0.01	(0.02)	(0.04)	0.02
AFF PURCHASE ACCOUNTING ADJUSTMENTS	—	37,278	82,432	54,341	51,497	—	0.91	1.74	1.19	1.13
GAIN ON REVALUATION OF CONTINGENT ACQUISITION CONSIDERATION	—	(13,761)	(90,035)	—	—	—	(0.33)	(1.91)	—	—
OTHER EXPENSES (INCOME), NET	7,672	730	(2,103)	(1,079)	(1,316)	0.19	0.02	(0.04)	(0.02)	(0.02)
LOSS ON EXTINGUISHMENT OF DEBT	9,037	—	—	—	—	0.22	—	—	—	—
<b>ADJUSTED NET INCOME</b>	<b>\$125,153</b>	<b>\$161,479</b>	<b>\$245,737</b>	<b>\$276,874</b>	<b>\$295,708</b>	<b>\$3.01</b>	<b>\$3.94</b>	<b>\$5.19</b>	<b>\$6.06</b>	<b>\$6.51</b>

	QTD Q3 2022	QTD Q4 2022	QTD Q1 2023	QTD Q2 2023	QTD Q3 2023	QTD Q4 2023	QTD Q1 2024	QTD Q2 2024
AFF REVENUE, AS REPORTED	\$206,935	\$212,668	\$238,080	\$247,997	\$250,795	\$249,628	\$263,058	\$251,369
AFF PURCHASE ACCOUNTING ADJUSTMENTS <sup>3</sup>	7,111	7,859	—	—	—	—	—	—
<b>AFF ADJUSTED REVENUE</b>	<b>\$214,046</b>	<b>\$220,527</b>	<b>\$238,080</b>	<b>\$247,997</b>	<b>\$250,795</b>	<b>\$249,628</b>	<b>\$263,058</b>	<b>\$251,369</b>

	QTD Q3 2022	QTD Q4 2022	QTD Q1 2023	QTD Q2 2023	QTD Q3 2023	QTD Q4 2023	QTD Q1 2024	QTD Q2 2024
AFF SEGMENT CONTRIBUTION, AS REPORTED	\$20,091	\$22,496	\$23,197	\$25,831	\$39,449	\$43,539	\$33,149	\$25,909
AFF PURCHASE ACCOUNTING ADJUSTMENTS <sup>3</sup>	7,950	8,760	—	—	—	—	—	—
<b>AFF ADJUSTED SEGMENT CONTRIBUTION</b>	<b>\$28,041</b>	<b>\$31,256</b>	<b>\$23,197</b>	<b>\$25,831</b>	<b>\$39,449</b>	<b>\$43,539</b>	<b>\$33,149</b>	<b>\$25,909</b>

<sup>3</sup> As a result of purchase accounting, AFF's as reported amounts contain significant fair value adjustments. The adjusted amounts exclude these fair value purchase accounting adjustments.



# **FirstCash**<sup>®</sup>



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