

# FirstCash to Acquire American First Finance

## Transaction Snapshot

### TRANSACTION VALUE

~\$1.17B

~\$8.05M

shares of FCFS common stock

~\$406M

in cash, subject to net debt adjustment

Additional

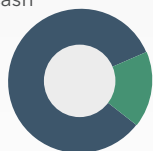
\$300M

payable if AFF achieves certain performance targets through 2H 2023

### OWNERSHIP

~83.4%

FirstCash



~16.6%

Doug Rippel (AFF Chairman & Founder)

### EXPECTED CLOSING



Late 2021 or early Q1 2022

## Building on Complementary Strengths to Drive New Avenues of Growth & Value Creation



### Entering Large and Growing Point-of-Sale Payments Market

Creates POS market leader tapping into AFF's nationwide network of over 6,500 active merchant partner stores and e-commerce platforms



### Expanding Product Offerings Enhance FirstCash's Core Pawn Business

Gains access to a broader set of retail financing products to significantly diversify business, expand pawn retail payment options and provide a new source of revenue



### Leveraging Integrated Technology, Data, e-Commerce and Mobile Capabilities to Accelerate Omnichannel Strategy

Incorporates AFF's enhanced technology, data and e-commerce capabilities to capitalize on growth opportunities, provide new digital payment options for pawn customers and create operational efficiencies

## About American First Finance

Fourth largest provider of POS payment solutions to underserved retail customers in the U.S.

6.5K+

Nationwide network of merchant partner stores & ecommerce platforms

50

State coverage including D.C. and Puerto Rico

3

Products offered LTO, Retail Installment Sales and Bank Loans

700+

Total employees & representatives

26

Verticals served and growing furniture and mattress, appliances, jewelry, electronics and auto products and repair

\$1.9B

Sales funded / originated with merchant partners since inception

20%+

Ecommerce sourced originations expected by Q4 2021

2013

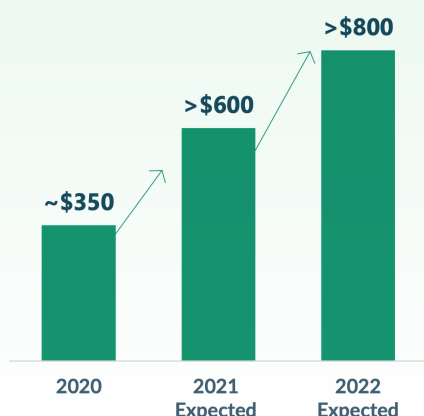
Year founded

Dallas, TX

Headquarters

## Compelling Financial Benefits

### AFF REVENUES (\$M)



### AFF EBITDA

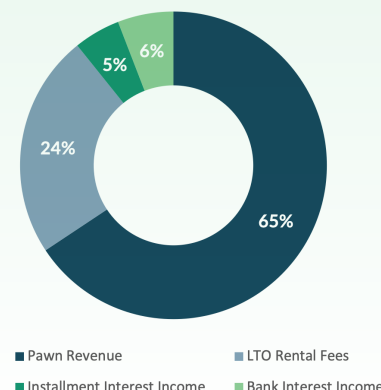
EXPECTED \$120M - \$140M in 2022

### ACCRETION

~15% to EPS in 2022<sup>1</sup>, with further expected accretion in 2023

~30% to EBITDA in 2022

### PRO FORMA REVENUE



<sup>1</sup> Adjusted EPS accretion excludes amortization of acquisition related intangible assets