

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

FORM 8-K

Current Report
Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): March 8, 2022



FIRSTCASH HOLDINGS, INC.

(Exact name of registrant as specified in its charter)

001-10960

(Commission File Number)

87-3920732

(IRS Employer Identification No.)

Delaware
(State or other jurisdiction of incorporation)

1600 West 7th Street, Fort Worth, Texas 76102
(Address of principal executive offices, including zip code)

(817) 335-1100
(Registrant's telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class
Common Stock, par value \$.01 per share

Trading Symbol(s)
FCFS

Name of each exchange on which registered
The Nasdaq Stock Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01 Regulation FD Disclosure.

FirstCash Holdings, Inc. (the “Company”) has made available on its corporate website (investors.firstcash.com) its most recent investor presentation. This presentation is included as Exhibit 99.1.

The information provided in this Item 7.01, including Exhibit 99.1 attached hereto, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by the specific reference in such filing.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits:

99.1	FirstCash Holdings, Inc. Investor Presentation
104	Cover Page Interactive Data File (embedded within the Inline XBRL document contained in Exhibit 101)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: March 8, 2022

FIRSTCASH HOLDINGS, INC.

(Registrant)

/s/ R. DOUGLAS ORR

R. Douglas Orr

Executive Vice President and Chief Financial Officer

(As Principal Financial and Accounting Officer)



INVESTOR PRESENTATION

— MARCH 2022

FORT WORTH, TEXAS
USA



Cautionary Statement Regarding Forward-Looking Statements

THIS PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS ABOUT THE BUSINESS, FINANCIAL CONDITION 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 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. THE FORWARD-LOOKING STATEMENTS CONTAINED IN THIS PRESENTATION INCLUDE, WITHOUT LIMITATION, STATEMENTS RELATED TO THE COMPANY'S EXPECTATIONS FOR ITS PERFORMANCE AND GROWTH IN 2022, THE ANTICIPATED BENEFITS OF THE AMERICAN FIRST FINANCE ("AFF") TRANSACTION, THE ANTICIPATED IMPACT OF THE TRANSACTION ON THE COMBINED COMPANY'S BUSINESS AND FUTURE FINANCIAL AND OPERATING RESULTS AND THE COMPANY'S GOALS, PLANS AND PROJECTIONS WITH RESPECT TO ITS OPERATIONS, FINANCIAL POSITION AND BUSINESS STRATEGY.

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 ASSOCIATED WITH THE CONSUMER FINANCIAL PROTECTION BUREAU ("CFPB") LAWSUIT FILED AGAINST THE COMPANY, INCLUDING THE INCURRENCE OF MEANINGFUL EXPENSES, REPUTATIONAL DAMAGE,

MONETARY DAMAGES AND OTHER PENALTIES, RISKS RELATING TO THE AFF TRANSACTION, INCLUDING THE FAILURE OF THE TRANSACTION TO DELIVER THE ESTIMATED VALUE AND BENEFITS EXPECTED BY THE COMPANY, THE INCURRENCE OF UNEXPECTED FUTURE COSTS, LIABILITIES OR OBLIGATIONS AS A RESULT OF THE TRANSACTION, THE EFFECT OF THE TRANSACTION ON THE ABILITY OF THE COMPANY TO RETAIN AND HIRE PERSONNEL AND MAINTAIN RELATIONSHIPS WITH RETAIL PARTNERS, CONSUMERS AND OTHERS WITH WHOM THE COMPANY AND AFF DO BUSINESS, THE ABILITY OF THE COMPANY TO SUCCESSFULLY INTEGRATE AFF'S OPERATIONS, THE ABILITY OF THE COMPANY TO SUCCESSFULLY IMPLEMENT ITS PLANS, FORECASTS AND OTHER EXPECTATIONS WITH RESPECT TO AFF'S BUSINESS, RISKS RELATED TO THE COVID-19 PANDEMIC, WHICH INCLUDE RISKS AND UNCERTAINTIES RELATED TO THE CURRENT UNKNOWN DURATION AND SEVERITY OF THE COVID-19 PANDEMIC, THE GOVERNMENTAL RESPONSES THAT HAVE BEEN, AND MAY IN THE FUTURE BE, IMPOSED IN RESPONSE TO THE PANDEMIC, INCLUDING STIMULUS PROGRAMS WHICH COULD ADVERSELY IMPACT DEMAND FOR PAWN LOANS AND AFF'S LEASE-TO-OWN AND RETAIL FINANCE PRODUCTS, POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR BOTH THE COMPANY'S PAWN LOAN, RETAIL LEASE-TO-OWN AND RETAIL FINANCE PRODUCTS, LABOR SHORTAGES AND INCREASED LABOR COSTS, INFLATION, A DETERIORATION IN THE ECONOMIC CONDITIONS IN THE UNITED STATES AND LATIN AMERICA WHICH POTENTIALLY COULD HAVE AN IMPACT ON DISCRETIONARY CONSUMER SPENDING, CURRENCY FLUCTUATIONS, PRIMARILY INVOLVING THE MEXICAN PESO AND THOSE OTHER RISKS DISCUSSED AND DESCRIBED IN PART I, ITEM IA, "RISK FACTORS" HEREOF, AND OTHER REPORTS FILED WITH THE SEC, INCLUDING THE COMPANY'S CURRENT REPORT ON FORM 8-K FILED WITH THE SEC ON DECEMBER 7, 2021. 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 OVERVIEW

RENO, NEVADA
USA

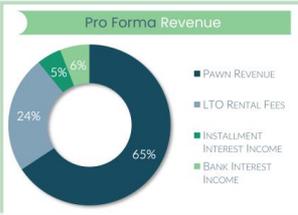


FirstCash®

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



FORT WORTH, TEXAS
USA



- ### Pawn Operations
- **U.S. PAWN SEGMENT**
 - ✓ CONSISTS OF ALL U.S. PAWN OPERATIONS IN 25 STATES AND THE DISTRICT OF COLUMBIA
 - **LATIN AMERICA PAWN SEGMENT**
 - ✓ CONSISTS OF ALL PAWN OPERATIONS IN MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR

- ### Retail POS Payment Solutions
- **RETAIL POS PAYMENT SOLUTIONS SEGMENT**
 - ✓ AVAILABLE IN ALL 50 STATES IN THE U.S., THE DISTRICT OF COLUMBIA AND PUERTO RICO
 - ✓ FOCUS ON LEASE-TO-OWN ("LTO") PRODUCTS AND OTHER RETAIL FINANCING PAYMENT OPTIONS
 - ✓ AFF'S RETAIL PARTNERS PROVIDE CONSUMER GOODS AND SERVICES TO THEIR CUSTOMERS AND USE AFF'S LTO AND RETAIL FINANCE SOLUTIONS



FirstCash's Journey

— FIRSTCASH HOLDINGS INC.



1988 – 2016
FOUNDED IN 1988 AND DEBUTED ON NASDAQ IN 1992

- ✓ BEGAN IN FORT WORTH TEXAS
- ✓ EXPANDED SCALE AND GEOGRAPHIC FOOTPRINT TO BETTER SERVE CUSTOMERS
- ✓ FIRST LARGE U.S. PAWN COMPANY TO ENTER NEW HIGH-GROWTH LATAM MARKETS



2016 – 2021
MERGER OF FIRST CASH AND CASH AMERICA TO CREATE THE LARGEST OPERATOR OF RETAIL PAWN STORES IN THE U.S. AND LATAM

- ✓ MERGER ADDED OVER 800 U.S. LOCATIONS
- ✓ SINCE MERGER, ADDED OVER 1,000 ADDITIONAL STORES ACROSS FOUR COUNTRIES, INCLUDING FIRST STORES IN COLOMBIA

JACKSONVILLE, TX — 1ST DOMESTIC DI NOVO AS "FirstCash"



TODAY
LEADING INTERNATIONAL PAWN STORE OPERATOR WITH STRONG TRACK RECORD OF GROWTH PERFORMANCE

- ✓ OPERATES OVER 2,800 BRICK AND MORTAR RETAIL STORES ACROSS THE U.S. AND LATAM
- ✓ SUCCESSFULLY EXECUTED MORE THAN 70 ACQUISITIONS OF OVER 1,900 PAWN STORES OVER THE LAST 10 YEARS



LOOKING AHEAD
ACQUIRED AMERICAN FIRST FINANCE TO ENTER LARGE AND GROWING POS PAYMENTS MARKET

- ✓ DIVERSIFIES EXPERTISE BEYOND PAWN RETAIL WITH POS PAYMENT PRODUCTS
- ✓ OVER 6,500 ACTIVE MERCHANT PARTNER STORES AND E-COMMERCE PLATFORMS
- ✓ CONTINUED GROWTH OF CORE PAWN BUSINESS WITH EXPANDED OFFERINGS



PAWN OPERATIONS



What Are Pawn Stores?

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

- ✓ PAWN STORES ALSO PROVIDE A QUICK AND CONVENIENT SOURCE OF SMALL, SECURED CONSUMER LOANS TO UNBANKED, UNDER-BANKED AND CREDIT-CONSTRAINED CUSTOMERS
- ✓ PAWN LOANS ARE SAFE AND AFFORDABLE NON-RECOURSE LOANS FOR WHICH THE CUSTOMER HAS NO LEGAL OBLIGATION TO REPAY
- ✓ PAWNSHOP CUSTOMERS ARE TYPICALLY VALUE-CONSCIOUS CONSUMERS WHO ARE NOT EFFECTIVELY OR EFFICIENTLY SERVED BY TRADITIONAL LENDERS SUCH AS BANKS, CREDIT UNIONS, CREDIT CARD PROVIDERS OR OTHER SMALL LOAN PROVIDERS



Note: Pawn Operations consists of two segments: U.S. Pawn and Latin America ("LatAm") Pawn





Pawn Loan Overview

— FIRSTCASH HOLDINGS INC.

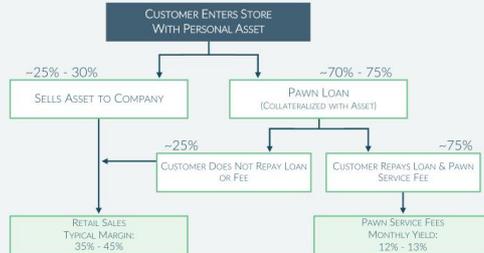
— NON-RECOURSE LOANS FULLY COLLATERALIZED WITH PERSONAL PROPERTY

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

Typical Pawn Transaction Cycle

Total transaction time less than 15 minutes



8



Pawn Loans are Small and Affordable with a Short Duration

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

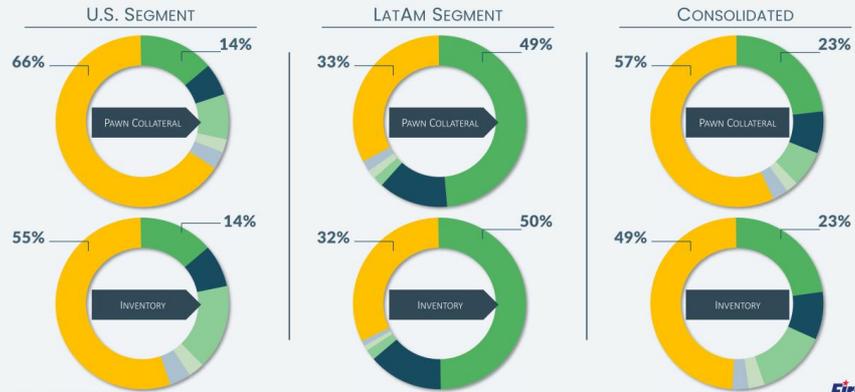


FirstCash



Pawn Collateral and Inventory Composition

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





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

Over the Last Five Years

✓ 1,021 PAWN STORES HAVE BEEN OPENED OR ACQUIRED





ESG: Sustainability is Core to FirstCash

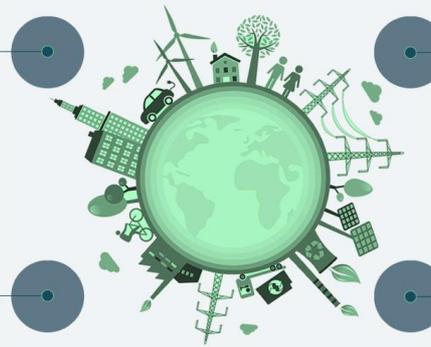
— REPLACING TAKE → MAKE → DISPOSE WITH BUY → USE → RETURN

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



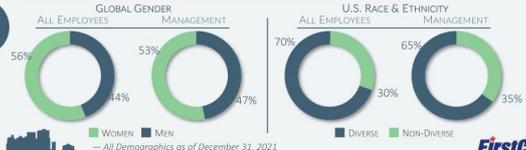
EMPLOYEE EMPOWERMENT

- 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, 2021



Domestic Pawn Segment

— OVER 1,000 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)

13



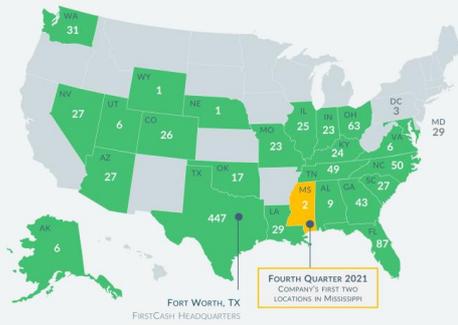
FirstCash



U.S. Pawn Segment — Over 1,000 Locations

1,081 RETAIL PAWN STORE LOCATIONS

— ACROSS 25 U.S. STATES AND THE DISTRICT OF COLUMBIA

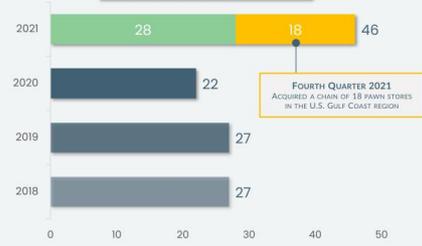


CONTINUED ATTRACTIVE ACQUISITION OPPORTUNITIES

— 46 PAWN STORES ACQUIRED IN 2021

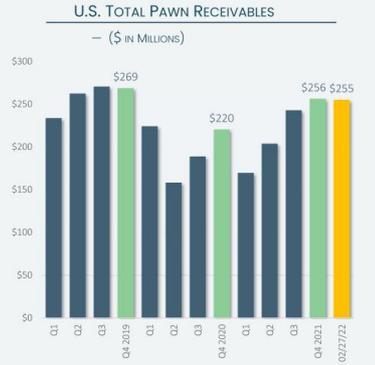
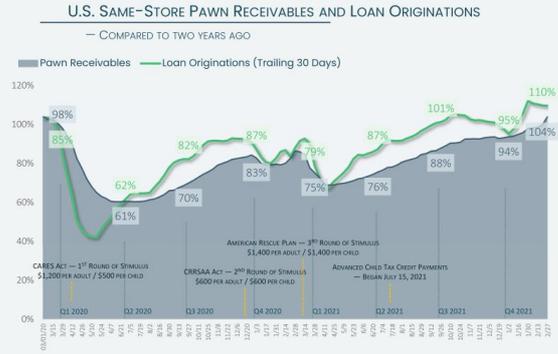
— 28 STORES IN TX, 12 IN FL, 3 IN LA, 2 IN MS AND 1 IN AL

U.S. ACQUIRED STORES BY YEAR





Lending Trends – United States





Q4 2021 U.S. Pawn Segment Highlights

Q4 2021 U.S. Pawn Segment Results

\$ IN THOUSANDS



Retail Sales Margin and Segment Profit Margin



Return on Earning Assets





Latin America Pawn Segment

— 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



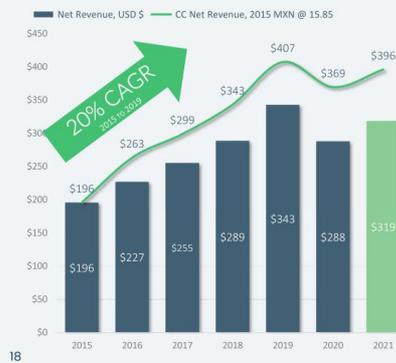
MONTERREY, AGUASCALIENTES
MEXICO

FirstCash

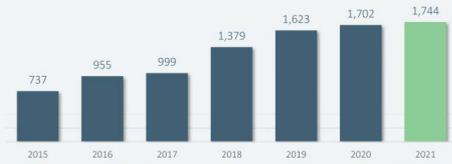


FirstCash LatAm Growth — Net Revenue and Store Count

NET REVENUE GROWTH



STORE COUNT GROWTH



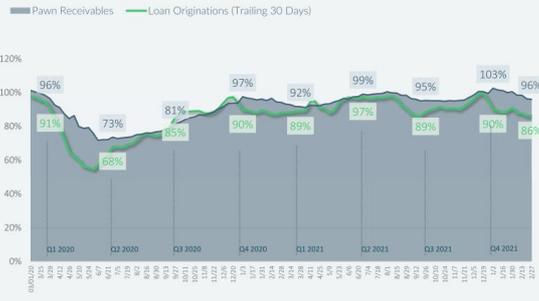
FirstCash



Lending Trends – Latin America

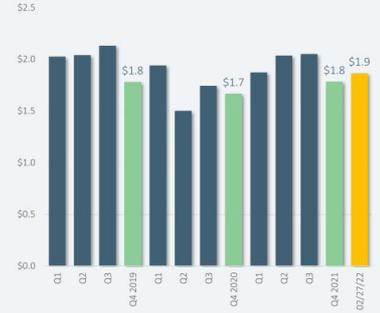
MEXICO SAME-STORE PAWN RECEIVABLES AND LOAN ORIGINATIONS

— COMPARED TO TWO YEARS AGO



MEXICO TOTAL PAWN RECEIVABLES

— (Pesos \$ IN BILLIONS)





Q4 2021 LatAm Pawn Segment Highlights

Q4 2021 LatAm Pawn Segment Results

\$ IN THOUSANDS



Retail Sales Margin and Segment Profit Margin



Return on Earning Assets





 | American First Finance
**RETAIL POS PAYMENT
SOLUTIONS OPERATIONS**

Retail POS Payment Solutions

RETAIL POS PAYMENT SOLUTIONS BUSINESS LINE CONSISTS SOLELY OF THE OPERATIONS OF AFF, WHICH FOCUSES ON LTO PRODUCTS AND FACILITATING OTHER RETAIL FINANCING PAYMENT OPTIONS ACROSS A LARGE NETWORK OF TRADITIONAL AND E-COMMERCE MERCHANT PARTNERS

- ✓ LARGE NETWORK OF TRADITIONAL AND E-COMMERCE MERCHANT PARTNERS IN ALL 50 STATES IN THE U.S., THE DISTRICT OF COLUMBIA AND PUERTO RICO
- ✓ AFF'S RETAIL PARTNERS PROVIDE CONSUMER GOODS AND SERVICES TO THEIR CUSTOMERS AND USE AFF'S LTO AND RETAIL FINANCE SOLUTIONS TO FACILITATE PAYMENTS
- ✓ AS ONE OF THE LARGEST OMNI-CHANNEL PROVIDERS OF "NO CREDIT REQUIRED" PAYMENT OPTIONS, AFF'S TECHNOLOGY SET PROVIDES CONSUMERS WITH SEAMLESS LEASING AND FINANCING EXPERIENCES IN-STORE, ONLINE, IN-CART AND ON MOBILE DEVICES





FirstCash Completes Acquisition of American First Finance

BUILDING ON COMPLEMENTARY STRENGTHS TO DRIVE NEW AVENUES OF GROWTH & VALUE CREATION

- **ENTERING LARGE AND GROWING POS 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.

6,500+ NATIONWIDE NETWORK OF MERCHANT PARTNER STORES & ECOMMERCE PLATFORMS	50 STATE COVERAGE — In Addition to D.C. and Puerto Rico	3 PRODUCTS OFFERED — LTO, Retail Installment Sales and Bank Loans	700+ TOTAL EMPLOYEES & SERVICE REPRESENTATIVES
26 VERTICALS SERVED AND GROWING — Furniture and mattress, appliances, jewelry, electronics and auto products and repair	\$2.0B+ SALES FUNDED / ORIGINATED WITH MERCHANT PARTNERS SINCE INCEPTION	2013 YEAR FOUNDED	Dallas, Tx HEADQUARTERS



Expanded Product Offerings Enhance FirstCash's Core Pawn Business



ADDING NEW POS PAYMENT OPTIONS INCLUDING LTO AND AFF ORIGINATED RETAIL FINANCING TO EXISTING PAWN RETAIL PAYMENT OPTIONS



POTENTIAL FOR AFF CUSTOMERS TO RETURN LEASED MERCHANDISE AT FIRSTCASH PAWN LOCATIONS

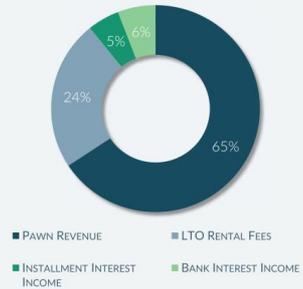


LONGER TERM, FIRSTCASH EXPECTS TO EXPLORE OPPORTUNITIES FOR POTENTIAL LTO AND RETAIL FINANCE PRODUCTS IN LATAM



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

PRO FORMA REVENUE (COMBINED COMPANY)





Accelerating Digitization



AFF'S INTEGRATED POS PAYMENTS TECHNOLOGY IS EASILY INCORPORATED INTO ITS MERCHANT PARTNERS' SYSTEMS
COMPELLING OPPORTUNITIES INCLUDE THOSE IN FURNITURE AND MATTRESS, APPLIANCES, JEWELRY, ELECTRONICS AND AUTOMOTIVE PRODUCTS AND REPAIR SERVICES



ADDITION OF ENHANCED TECHNOLOGY, DATA, E-COMMERCE AND MOBILE CAPABILITIES POSITIONS FIRSTCASH TO CAPITALIZE ON GROWTH OPPORTUNITIES IN EXISTING AND NEW PRODUCT AND SERVICE CATEGORIES
AFF CURRENTLY SUPPORTS NATIONAL NETWORK OF OVER 6,500 ACTIVE MERCHANT PARTNER STORES AND E-COMMERCE PLATFORMS



LONGER-TERM FOCUS ON INTEGRATING DIGITAL PAYMENT OPTIONS IN FIRSTCASH STORES
PROVIDING GREATER CONVENIENCE TO PAWN CUSTOMERS AND OPERATIONAL EFFICIENCIES





Operating Trends



AFF'S FULL FOURTH QUARTER RESULTS, INCLUDING THE PERIOD PRIOR TO THE ACQUISITION, SAW STRONG LEASE-TO-OWN AND RETAIL FINANCE TRANSACTION VOLUMES WITH THE CORRESPONDING REVENUE GROWTH DRIVEN BY THE INCREASE IN RECEIVABLE BALANCES. REPORTED GAAP EARNINGS FOR THE BRIEF STUB PERIOD FROM THE DECEMBER 17 ACQUISITION DATE THROUGH DECEMBER 31 INCLUDED IN THE COMPANY'S CONSOLIDATED RESULTS REFLECTED CERTAIN REQUIRED PURCHASE ACCOUNTING ENTRIES, PRIMARILY TO ESTABLISH LOSS RESERVES USING EXPECTED LIFETIME LOSS METHODOLOGIES. ON AN ADJUSTED BASIS, EXCLUDING PURCHASE ACCOUNTING ADJUSTMENTS, AFF EARNINGS FOR THE 15 DAYS POST CLOSING OF THE ACQUISITION WERE APPROXIMATELY \$0.07 PER SHARE, NET OF INTEREST AND TAXES



AFF'S ESTIMATED LEASE AND LOAN LOSS RESERVES AT YEAR-END REFLECT EXPECTED NORMALIZATION OF CREDIT TRENDS TO HIGHER PRE-PANDEMIC LOSS RATES BASED ON EXPECTED LIFETIME LOSSES (CECL)



ORIGINATION ACTIVITY FOR AFF'S RETAIL MERCHANT PARTNERS HAS BEEN IMPACTED IN EARLY 2022 AS A RESULT OF ABNORMALLY LOWER RETAIL TRAFFIC FROM THE JANUARY OMICRON COVID SPIKES, STAFFING CONSTRAINTS, SUPPLY CHAIN DELAYS, WEATHER EVENTS, AND THEIR IMPACT TO CONSUMER CONFIDENCE. APPLICATION VOLUMES AND CONVERSION ARE ON THE RISE WITH TAX REFUND SEASON — LIKE OTHER LTO AND RETAIL FINANCE PROVIDERS, AFF HAS TIGHTENED CREDIT POLICY AND UNDERWRITING STANDARDS TO ANTICIPATE FOR INFLATION, POTENTIAL TAX REFUND VARIANCES FROM PRIOR YEARS, AND AN ARTIFICIALLY INFLATED CREDIT-WORTHINESS RESULTING FROM THE PRIOR TWO YEARS OF STIMULUS FUNDS IN THE MARKET. AS A RESULT, FIRST PAY DEFAULT AND DELINQUENCY TRENDS HAVE STABILIZED



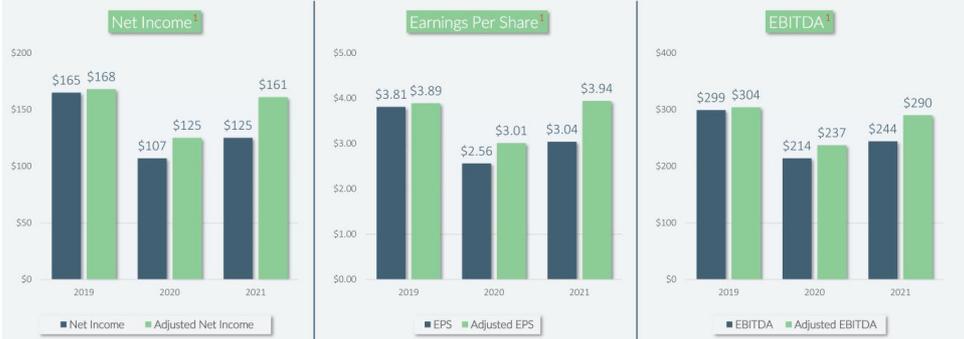
EVERETT, WASHINGTON
USA

FINANCIAL HIGHLIGHTS



Consolidated Operating Results

\$ in Millions, Except per Share Amounts



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



Cash Dividends & Share Repurchases

CASH DIVIDEND HISTORY



29 As of 12/31/2021

ACTIVE SHARE REPURCHASE PROGRAM

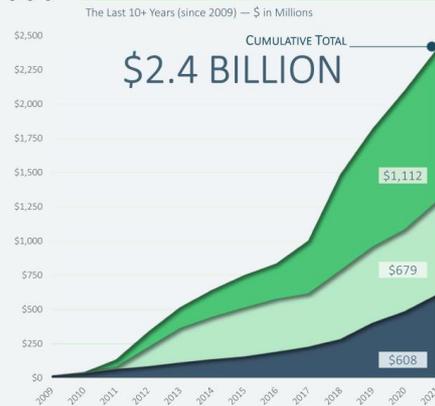
— 8.4 Million shares repurchased represents 17% of share count at merger



FirstCash



Growth Investments & Shareholder Payouts



STOCK REPURCHASES & DIVIDENDS

- 13,589,607 SPLIT-ADJUSTED SHARES REPURCHASED
- \$234 MILLION IN CUMULATIVE DIVIDENDS PAID



ACQUISITIONS

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



CAPITAL EXPENDITURES

- 777 DE NOVO STORE OPENINGS
- 248 PROPERTIES PURCHASED (SINCE 2009)
- 254 PROPERTIES CURRENTLY OWNED

INVESTMENT RECAP



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 BUSINESS MODEL, NO CREDIT RISK



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



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 SECTION

TECAMACHALCO, PUEBLA
MEXICO



Reconciliations of Non-GAAP Financial Measures To GAAP Financial Measures

	YEAR ENDED DECEMBER 31,		
	2019	2020	2021
Net Income	\$164,618	\$106,579	\$124,909
Income Taxes	59,993	37,120	41,593
Depreciation and Amortization	41,904	42,105	45,906
Interest Expense	34,035	29,344	32,386
Interest Expense Income	(1,055)	(1,540)	(696)
EBITDA	\$299,495	\$213,608	\$244,098
ADJUSTMENTS:			
Merger and Acquisition Expenses	1,766	1,316	15,449
Non-Cash Foreign Currency (Gain) Loss Related to Lease liability	(933)	1,249	644
AFF Purchase Accounting Adjustments, Net ¹	—	—	28,491
Impairments and Dispositions of Certain Other Assets	3,454	9,064	949
Loss on Extinguishment of Debt	—	11,737	—
ADJUSTED EBITDA	\$303,782	\$236,974	\$289,631

¹ Excludes \$2.1 million of amortization expense related to identifiable intangible assets for the twelve months ended December 31, 2021, which is already included in the add back of depreciation and amortization to calculate EBITDA.

	YEAR ENDED DECEMBER 31,					
	2019		2020		2021	
	DOLLARS	PER SHARE	DOLLARS	PER SHARE	DOLLARS	PER SHARE
Net Income	\$164,618	\$3.81	\$106,579	\$2.56	\$124,909	\$3.04
ADJUSTMENTS:						
Merger and Acquisition Expenses	1,276	0.03	991	0.02	11,872	0.29
Non-Cash Foreign Currency Loss (Gain) Related to Lease liability	(653)	(0.01)	874	0.02	451	0.01
AFF Purchase Accounting Adjustments, Net ²	—	—	—	—	23,517	0.58
Impairments and Dispositions of Certain Other Assets	2,659	0.06	6,979	0.17	730	0.02
Loss on Extinguishment of Debt	—	—	9,037	0.22	—	—
Accrual of pre-merger Cash America income tax liability	—	—	693	0.02	—	—
ADJUSTED NET INCOME	\$167,900	\$3.89	\$125,153	\$3.01	\$161,479	\$3.94

² Includes \$34.1 million related to the establishment of the initial allowance for expected lifetime credit losses for purchased AFF finance receivables that are not considered credit deteriorated (non-RD loans), which is recorded as an expense in the provision for loan losses, \$1.6 million related to the amortization of acquired intangible assets and \$1.6 million related to other non-cash purchase accounting adjustments, partially offset by the \$13.8 million gain on revaluation of AFF contingent acquisition consideration (all shown net of tax).



Non-GAAP Financial Information

— PLEASE REFERENCE THE FORM 10-K FILED ON 02/28/2022 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 TO ALLOW MORE ACCURATE COMPARISONS OF THE FINANCIAL RESULTS TO PRIOR PERIODS, WHICH INCLUDE THE COMPANY'S TRANSACTION EXPENSES INCURRED IN CONNECTION

WITH ITS ACQUISITION OF AFF. 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 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 TO IMPROVE COMPARABILITY OF CURRENT PERIODS PRESENTED WITH PRIOR PERIODS.

IN CONJUNCTION WITH THE CASH AMERICA MERGER IN 2016, THE COMPANY RECORDED CERTAIN LEASE INTANGIBLES RELATED TO ABOVE OR BELOW MARKET LEASE LIABILITIES OF CASH AMERICA WHICH ARE INCLUDED IN THE OPERATING LEASE RIGHT OF USE ASSET ON THE CONSOLIDATED BALANCE SHEETS. AS THE COMPANY CONTINUES TO OPPORTUNISTICALLY PURCHASE REAL ESTATE FROM LANDLORDS AT CERTAIN CASH AMERICA STORES, THE ASSOCIATED LEASE INTANGIBLE, IF ANY, IS WRITTEN-OFF AND GAIN OR LOSS IS RECOGNIZED. THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL MEASURES TO EXCLUDE THESE GAINS OR LOSSES GIVEN THE VARIABILITY IN SIZE AND TIMING OF THESE TRANSACTIONS AND BECAUSE THEY ARE NON-CASH, NON-OPERATING GAINS OR LOSSES. THE COMPANY BELIEVES THIS IMPROVES COMPARABILITY OF OPERATING RESULTS FOR CURRENT PERIODS PRESENTED WITH PRIOR PERIODS.

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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 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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