FIRST CASH FINANCIAL SERVICES, INC. (Exact name of registrant as specified in its charter)

## Delaware

(State of Incorporation)
690 East Lamar, Suite 400 Arlington, Texas
(Address of principal executive offices)

75-2237318
(IRS Employers
Identification Number)

76011
(Zip Code)

```
(817) 460-3947
(Registrant's telephone number, including area code)
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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.
Yes x No

As of August 12, 1999, there were $8,631,034$ shares of Company common stock, par value $\$ .01$ per share ("Common Stock"), issued and outstanding.

Part I. Financial Information
Item 1. Financial Statements

FIRST CASH FINANCIAL SERVICES, INC. CONDENSED CONSOLIDATED BALANCE SHEETS

| June 30, | December 31, |
| :---: | :---: |
| 1999 | 1998 |
| ---- | ---- |
| (unaudited, amounts in thousands) |  |

ASSETS

| Cash and cash equivale | \$ | 5,466 | \$ | 4,458 |
| :---: | :---: | :---: | :---: | :---: |
| Service charges receivable |  | 2,875 |  | 2,707 |
| Receivables |  | 21,490 |  | 20,392 |
| Inventories |  | 18,321 |  | 17,403 |
| Income taxes receivable |  | 386 |  | 1,471 |
| Prepaid expenses and other current assets |  | 5,008 |  | 2,908 |
| Total current assets |  | 53,546 |  | 49,339 |
| Property and equipment, net |  | 9,826 |  | 9,146 |
| Intangible assets, net. |  | 54,427 |  | 54,494 |
| Other |  | 423 |  | 346 |
|  |  | 18,222 |  | 13,325 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Current portion of long-term debt and notes payable......................... | \$ | 2,135 | \$ | 2,177 |
| Accounts payable and accrued expenses |  | 6,681 |  | 6,752 |
| Income taxes payable.. |  | 846 |  | 989 |


| Total current liabilities. | $9,662$ | 9,918 |
| :---: | :---: | :---: |
| Revolving credit facility. | 35,900 | 33,450 |
| Long-term debt and notes payable, net of current portion. | 5,379 | 6,283 |
| Deferred income taxes | 3,266 | 2,966 |
|  | 54,207 | 52,617 |
| Stockholders' equity: |  |  |
| Preferred stock; \$.01 par value; 10,000,000 shares authorized; no shares issued or outstanding. | - | - |
| ```Common stock; $.01 par value; 20,000,000 shares authorized; 9,094,993 and 9,089,305 shares issued, respectively; 8,624,034 and 8,618,346 shares outstanding, respectively.``` | 91 | 91 |
| Additional paid-in capital | 49,039 | 49,026 |
| Retained earnings | 17,150 | 13,856 |
| Common stock held in treasury, at cost, 470,959 shares.................................. | $(2,265)$ | $(2,265)$ |
|  | 64,015 | 60,708 |
|  | \$118, 222 | \$113,325 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

## FIRST CASH FINANCIAL SERVICES, INC. CONDENSED CONSOLIDATED STATEMENTS OF INCOME

Three Months Ended Six Months Ended June 30, June 30, June 30, June 30, 1999199819991998
(unaudited, in thousands, except per share amounts)

| Revenues: |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Merchandise sales. | 12,173 | \$ | 9,535 | \$ | 25,928 | \$ | 19,160 |
| Service charges | 9,298 |  | 5,482 |  | 18,257 |  | 10,287 |
| Check cashing fees | 548 |  | 122 |  | 1,109 |  | 122 |
| Other | 501 |  | 87 |  | 1,032 |  | 202 |
|  | 22,520 |  | 15,226 |  | 46,326 |  | 29,771 |
| Cost of goods sold and expenses: |  |  |  |  |  |  |  |
| Cost of goods sold. | 8,223 |  | 6,240 |  | 17,339 |  | 12,772 |
| Operating expenses | 9,291 |  | 5,545 |  | 18,310 |  | 10,061 |
| Interest expense | 604 |  | 519 |  | 1,184 |  | 1,018 |
| Depreciation | 375 |  | 274 |  | 716 |  | 495 |
| Amortization | 374 |  | 225 |  | 744 |  | 397 |
| Administrative expenses.... | 1,367 |  | 1,110 |  | 2,758 |  | 2,115 |
|  | 20,234 |  | 13,913 |  | 41,051 |  | 26,858 |
| Income before income taxes | 2,286 |  | 1,313 |  | 5,275 |  | 2,913 |
| Provision for income taxes | 830 |  | 470 |  | 1,981 |  | 1,064 |
| Net income. . . . . . . . . . . . . . . . . . . . . . . . | 1,456 | \$ | 843 | \$ | 3,294 | \$ | 1,849 |
| Basic earnings per share.......Diluted earnings per share...... | 0.17 | \$ | 0.14 | \$ | 0.38 | \$ | 0.36 |
|  | 0.16 | \$ | 0.12 | \$ | 0.35 | \$ | 0.28 |



The accompanying notes are an integral part of these condensed consolidated financial statements.

FIRST CASH FINANCIAL SERVICES, INC.
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

Note 1 - Basis of Presentation

The accompanying unaudited condensed consolidated financial statements, including the notes thereto, include the accounts of First Cash Financial Services, Inc. (the "Company") and its wholly-owned subsidiaries. Such unaudited consolidated financial statements are condensed and do not include all
disclosures and footnotes required by generally accepted accounting principles for complete financial statements. Such interim period financial statements should be read in conjunction with the Company's consolidated financial statements which are included in the Company's July 31, 1998 Annual Report to Stockholders. All significant intercompany accounts and transactions have been eliminated in consolidation. The consolidated financial statements as of June 30, 1999 and December 31, 1998 and for the periods ended June 30, 1999 and 1998 are unaudited, but in management's opinion, include all adjustments (consisting of only normal recurring adjustments) considered necessary to present fairly the financial position, results of operations and cash flows for such interim periods. Operating results for the period ended June 30, 1999 are not necessarily indicative of the results that may be expected for the full fiscal year.

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Note 2 - Revolving Credit Facility
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The Company currently maintains a $\$ 40,000,000$ long-term line of credit with its senior commercial lender (the "Credit Facility"). At June 30, 1999, $\$ 35,900,000$ was outstanding under this Credit Facility and an additional $\$ 4,100,000$ was available to the Company pursuant to the available borrowing base. The Credit Facility bears interest at the prevailing LIBOR rate (which was approximately 5.2\% at June 30, 1999) plus one percent, and matures on November 1, 2000. Amounts available under the Credit Facility are limited to $325 \%$ of the Company's earnings before income taxes, interest, depreciation and amortization for the trailing twelve months. Under the terms of the Credit Facility, the Company is required to maintain certain financial ratios and comply with certain technical covenants. The Company was in compliance with these requirements and covenants during the six months ended June 30, 1999 and as of August 12, 1999.

Note 3 - Business Acquisitions

During the six months ended June 30, 1999, the Company acquired two pawnshops in El Paso, Texas, and opened a start-up check cashing store in Oregon. These acquisitions and openings brought the company's total number of stores owned to 136 as of June 30, 1999. All acquisitions during the six months ended June 30, 1999 were financed primarily with proceeds from the Company's Credit Facility, and seller-financed debt.

Note 4 - Earnings Per Share

The following table sets forth the computation of basic and diluted earnings per share (in thousands, except per share data):

| M | End | Six M | En |
| :---: | :---: | :---: | :---: |
| June 30 | - | - | - |
| 1999 | 1998 | 1999 | 1998 |

Numerator:

Net income for calculating basic earnings per share

Plus interest expense, net of taxes, relating to convertible debentures

Net income for calculating diluted earnings per share

Denominator:
Weighted-average common shares for calculating basic earnings per share

Effect of dilutive securities:
Stock options and warrants
Contingently issuable shares
Stock options and warrants
Contingently issuable shares due to acquisitions Convertible debentures

Weighted-average common
shares for calculating diluted earnings per share
ffect of dilutive securities:
$\$ 1,456$ \$ 843 \$ 3,294 \$ 1,849

| \$ | 1,456 | \$ | 920 | \$ | 3,294 | \$ | 2,044 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| 8,624 | 5,886 | 8,621 | 5,176 |
| ---: | ---: | ---: | ---: |
| 474 | 906 | 516 | 907 |
| 227 | - | 212 | - |
| $--\quad 912$ | - | 1,157 |  |
| 9,325 | 7,704 | 9,349 | 7,240 |



The Company opened one store in Reynosa, Mexico on July 9, 1999, which was the Company's initial entry into the Mexico market. As of August 12, 1999 the Company is in various phases of construction on two other locations in Mexico which should open by mid- September 1999.

On July 22, 1999, the Company entered a joint venture with SSF, Ltd. to offer consumer financial services in convenience stores. Initially, the joint venture will open kiosks to provide these services in a group of 180 convenience stores in Texas and Oklahoma. First Cash Financial Services, Inc. is an equal partner with SSF, Ltd., and will share equally in the joint venture's profits and losses.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

GENERAL

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The Company's pawnshop revenues are derived primarily from service charges on pawn loans, and the sale of unredeemed goods, or "merchandise sales". Pawn loans are made for a 30 -day term with an automatic extension of 60 days in Texas, South Carolina and Missouri, 30 days in Oklahoma and 15 days in Maryland and Virginia. Pawn loans made in Washington, D.C. are made for a 30 day term with no automatic extension. All pawn loans are collateralized by tangible personal property placed in the custody of the Company. The annualized service charge rates on pawn loans are set by state laws and range between $12 \%$ and $240 \%$ in Texas and $36 \%$ and $240 \%$ in Oklahoma, depending on the size of the loan. Service charge rates are $144 \%$ to $240 \%$ on an annualized basis in Maryland, with a $\$ 6$ monthly minimum charge. In Washington, D.C., loans up to $\$ 40$ bear a flat $\$ 2$ charge per month, while loans over $\$ 40$ bear a $48 \%$ to $60 \%$ annualized rate. Missouri pawn loans bear service and storage charges totaling 240\% per year, Virginia rates range from $120 \%$ to $180 \%$ annually, and South Carolina rates range from 60\% to $300 \%$. In its Texas stores, the Company recognizes service charges at the inception of the pawn loan at the lesser of the amount allowed by the
 Oklahoma, Maryland, Virginia, South Carolina, Missouri and Washington, D.C., the Company recognizes service charges at the inception of the loan at the amount allowed by law for the first 30 days. Pawn service charge income applicable to the remaining term and/or extension period is not recognized until the loan is repaid or renewed. If a loan is not repaid prior to the expiration of the automatic extension period, if applicable, the property is forfeited to the Company and held for resale.

As a result of the Company's policy of accruing pawn service charges only for the initial 30-day term, unredeemed merchandise is transferred to inventory at a value equal to the loan principal plus one-month's accrued interest. The Company's accounting policy defers recognition of an amount of income equal to the amount of pawn service charges relating to the extension period until the loan is repaid or renewed, or until the merchandise is resold. This policy, in the Company's opinion, lessens the risk that the inventory's cost will exceed its realizable value when sold.

Revenues at the Company's check cashing stores are derived primarily from check cashing fees, fees on payday advances, and fees from the sale of money orders and wire transfers. Payday advances have a term of thirty days or less, and carry a 15\% service charge in California, Oregon and Washington, and a 10\% service charge in Illinois. The Company recognizes service charge income on payday advances at the inception of the advance. Bad debts on payday advances are charged to operating expense in the month that the items are returned by the bank, and are credited to operating expense in the period the items are subsequently collected.

Although the Company has had significant increases in revenues due primarily to acquisitions and secondarily to new store openings, the Company has also incurred increases in operating expenses attributable to the additional stores and increases in administrative expenses attributable to building a management team and the support personnel required by the Company's growth. Operating expenses consist of all items directly related to the operation of the Company's stores, including salaries and related payroll costs, rent, utilities,
advertising, property taxes, licenses, supplies, security and net returned checks. Administrative expenses consist of items relating to the operation of the corporate office, including the salaries of corporate officers, area supervisors and other management, accounting and administrative costs, liability and casualty insurance, outside legal and accounting fees and stockholder related expenses.

RESULTS OF OPERATIONS

Six months ended June 30, 1999 compared to six months ended June 30, 1998

Total revenues increased $56 \%$ to $\$ 46,326,000$ for the six months ended June 30, 1999 (the "Six-Month 1999 Period") as compared to $\$ 29,771,000$ for the six months ended June 30, 1998 (the "Six-Month 1998 Period"). Of the $\$ 16,555,000$ increase in total revenues, $\$ 1,280,000$ relates to $5 \%$ same store increase at the 66 stores which were in operation throughout both the Six-Month 1998 Period and the Six-Month 1999 Period. The remaining increase of $\$ 15,275,000$ resulted from revenues generated by 70 stores which were acquired or opened subsequent to January 1, 1998. In addition, 41\% of the increase in total revenues, or $\$ 6,768,000$, was attributable to increased merchandise sales, $48 \%$, or $\$ 7,970,000$, was attributable to increased service charges, $6 \%$, or $\$ 987,000$ was attributable to increased check cashing fees, and the remaining increase of $\$ 830,000$, or $5 \%$, was attributable to the increase in other income. As a percentage of total revenues, merchandise sales decreased from 64\% to 56\% during the Six-Month 1999 Period compared to the Six-Month 1998 Period, while service charges increased from $35 \%$ to $39 \%$. Check cashing fees and other income increased from a combined $1 \%$ of total revenues in the Six-Month 1998 Period to a combined 5\% in the Six Month 1999 Period. The gross profit as a percentage of merchandise sales was 33\% during both the Six-Month 1998 Period and the Six-Month 1999 Period.

The aggregate receivables balance increased 31\% from $\$ 16,406,000$ at June 30,1998 to $\$ 21,490,000$ at June 30,1999 . Of the $\$ 5,084,000$ increase, $\$ 3,422,000$ was attributable to the addition of 41 stores since July 1, 1998. The remaining increase of $\$ 1,662,000$ was due to the $10 \%$ increase in same-store loan balances at the 95 stores in operation at both June 30, 1998 and June 30, 1999. The annualized yield on the average aggregate receivables balance increased from 138\% during the Six-Month 1998 Period to 174\% during the Six Month 1999 Period.

Operating expenses increased $82 \%$ to $\$ 18,310,000$ during the Six-Month 1999 Period compared to $\$ 10,061,000$ during the Six-Month 1998 Period, primarily as a result of the addition of 70 stores subsequent to January 1,1998 , as well as overall higher revenues at the Company's existing stores. Administrative expenses increased $30 \%$ to $\$ 2,758,000$ during the Six-Month 1999 Period compared to $\$ 2,115,000$ during the Six-Month 1998 Period. Interest expense increased to $\$ 1,184,000$ in the Six-Month 1999 Period compared to $\$ 1,018,000$ in the Six-Month 1998 Period.

For the Six-Month 1999 and 1998 Periods, the Company's tax provisions of $38 \%$ and $37 \%$, respectively, of income before income taxes differed from the statutory rate of $34 \%$ primarily due to state income taxes, net of the federal tax benefit.

Three months ended June 30, 1999 compared to three months ended June 30, 1998

Total revenues increased $48 \%$ to $\$ 22,520,000$ for the three month period ended June 30, 1999 ("the Second Quarter of 1999") as compared to $\$ 15,226,000$ for the three month period ended June 30, 1998 ("the Second Quarter of 1998"). Of the $\$ 7,294,000$ increase in total revenues, $\$ 780,000$ relates to the $6 \%$ same store revenue increase at the 77 stores which were in operation throughout both the Second Quarter of 1998 and the Second Quarter of 1999. The remaining increase of $\$ 6,514,000$ resulted from revenues generated by 59 stores which were opened subsequent to April 1, 1998. In addition, $36 \%$ or $\$ 2,638,000$ of the increase in total revenues was attributable to increased merchandise sales, $52 \%$ or $\$ 3,816,000$ was attributable to increased service charges, $6 \%$ or $\$ 426,000$ was attributable to increased check cashing fees, and the remaining increase of $6 \%$, or $\$ 414,000$ was attributable to the increase in other income. As a percentage of total revenues, merchandise sales decreased from 63\% to 54\%, and service charges increased from $36 \%$ to $41 \%$, during the Second Quarter of 1999 as compared to the Second Quarter of 1998, while check cashing fees and other income increased from a combined $1 \%$ of total revenues to a combined $5 \%$ during the same periods. The gross profit as a percentage of merchandise sales decreased from $35 \%$ during the Second Quarter of 1998 to $32 \%$ during the Second Quarter of 1999.

The aggregate receivables balance increased 31\% from $\$ 16,406,000$ at June 30, 1998 to $\$ 21,490,000$ at June 30,1999 . Of the $\$ 5,084,000$ increase, $\$ 3,422,000$ was attributable to the addition of 41 stores since July 1, 1998. The remaining increase of $\$ 1,662,000$ was due to the $10 \%$ increase in same-store
loan balances at the 95 stores in operation at both June 30, 1998 and June 30, 1999. The annualized yield on the average aggregate receivables balance increased from 153\% during the Second Quarter of 1998 to 185\% during the Second Quarter of 1999.

Operating expenses increased 68\% to \$9,291,000 during the Second Quarter of 1999 compared to $\$ 5,545,000$ during the Second Quarter of 1998 , primarily as a result of the 59 stores added subsequent to April 1, 1998, and higher overall revenues at the Company's existing stores. Administrative expenses increased $23 \%$ to $\$ 1,367,000$ during the Second Quarter of 1999 compared to $\$ 1,110,000$ during the Second Quarter of 1998. Interest expense increased to $\$ 604,000$ in the Second Quarter of 1999 compared to $\$ 519,000$ in the Second Quarter of 1998.

For the Second Quarters of 1999 and 1998, the Company's tax provisions of $36 \%$ of income before income taxes differed from the statutory rate of $34 \%$ primarily due to state income taxes, net of the federal tax benefit.

LIQUIDITY AND CAPITAL RESOURCES

The Company's operations and acquisitions have been financed with funds generated from operations, bank borrowings, and seller-financed indebtedness.

The Company currently maintains a $\$ 40,000,000$ long-term line of credit with its senior commercial lender (the "Credit Facility"). At June 30, 1999, $\$ 35,900,000$ was outstanding under this Credit Facility and an additional $\$ 4,100,000$ was available to the Company pursuant to the available borrowing base. The Credit Facility bears interest at the prevailing LIBOR rate (which was approximately $5.2 \%$ at June 30 , 1999) plus one percent, and matures on November 1, 2000. Amounts available under the Credit Facility are limited to $325 \%$ of the Company's earnings before income taxes, interest, depreciation and amortization for the trailing twelve months. Under the terms of the Credit Facility, the Company is required to maintain certain financial ratios and comply with certain technical covenants. The Company was in compliance with these requirements and covenants during the six months ended June 30, 1999 and as of August 12, 1999.

During the six months ended June 30, 1999, the Company acquired two pawnshops in El Paso, Texas, and opened one check cashing store in Oregon. These acquisitions and openings brought the Company's total number of stores owned to 136 as of June 30, 1999. These acquisitions were financed primarily with proceeds from the Company's Credit Facility, and seller-financed debt.

As of June 30, 1999, the Company's primary sources of liquidity were $\$ 5,466,000$ in cash and cash equivalents, $\$ 2,875,000$ in service charges receivable, $\$ 21,490,000$ in receivables, $\$ 18,321,000$ in inventories and $\$ 4,100,000$ of available and unused funds under the Company's Credit Facility. The Company had working capital as of June 30 , 1999 of $\$ 43,884,000$ and a total liabilities to equity ratio of 0.85 to 1 . During the six months ended June 30, 1999, the Company received proceeds of $\$ 26,000$ from the issuance of 5,688 shares of common stock relating to the exercise of outstanding common stock options.

Net cash provided by operating activities for the Company during the Six Month 1999 Period was $\$ 2,841,000$ as compared with $\$ 6,668,000$ provided by operating activities during the Six-Month 1998 Period. Net cash used for investing activities during the Six-Month 1999 Period was $\$ 2,827,000$ as compared with $\$ 10,812,000$ used for investing activities during the Six-Month 1998 Period. Net cash provided by for financing activities of $\$ 994,000$ during the Six-Month 1999 Period compares to net cash provided by financing activities of $\$ 4,774,000$ during the Six-Month 1998 Period.

The profitability and liquidity of the Company are affected by the amount of loans outstanding, which is controlled in part by the Company's loan decisions. The Company is able to influence the frequency of forfeiture of collateral by increasing or decreasing the amount loaned in relation to the resale value of the pledged property. Tighter credit decisions generally result in smaller loans in relation to the estimated resale value of the pledged property and can thereby decrease the Company's aggregate loan balance and, consequently, decrease pawn service charges. Additionally, small loans in relation to the pledged property's estimated sale value tend to increase loan redemptions and improve the Company's liquidity. Conversely, providing larger loans in relation to the estimated sale value of the pledged property can result in an increase in the Company's pawn service charge income. Also larger average loan balances can result in an increase in loan forfeitures, which increases the quantity of goods on hand and, unless the Company increases inventory turnover, reduces the Company's liquidity. In each of the Company's last three fiscal years, at least $70 \%$ of the amounts loaned were either paid in full or renewed. The Company's renewal policy allows customers to renew pawn loans by repaying all accrued interest on such pawn loans. In addition to these factors, the Company's liquidity is affected by merchandise sales and the pace of store expansions.

Management believes that the Credit Facility, current assets and cash generated from operations will be sufficient to accommodate the Company's current operations for at least the next twelve months. The Company has no significant capital commitments as of August 12, 1999. The Company currently has no written commitments for additional borrowings or future acquisitions; however, the Company intends to continue to grow and will likely seek additional capital to facilitate expansion. The Company will evaluate acquisitions, if any, based upon opportunities, acceptable financing, purchase price, strategic fit and qualified management personnel.

The Company intends to continue to engage in a plan of expansion through existing store acquisitions and new store openings. While the Company continually looks for, and is presented with, potential acquisition candidates, the Company has no definitive plans or commitments for further acquisitions. If the Company encounters an attractive opportunity to acquire or open a new store in the near future, the Company will seek additional financing, the terms of which will be negotiated on a case-by-case basis. Between July 1, 1999 and August 12, 1999, the Company opened one new pawnshop in Mexico. All store openings and acquisitions during and after the six months ended June 30, 1999 were financed with proceeds from the Company's Credit Facility and with seller financed debt.

YEAR 2000 ISSUE

The "Year 2000 Issue" is the result of computer programs that use two digits instead of four to record the applicable year. Computer programs that have date-sensitive software might recognize a date using "00" as the Year 1900 instead of the Year 2000. This could result in a system failure or miscalculations causing disruptions of operations, including among other events, a temporary inability to process transactions or engage in similar normal business activities. The Year 2000 is a leap year, which may also lead to incorrect calculations, functions or system failure. The Company has established a committee to gather, test, and produce information about the Company's operations systems impacted by the Year 2000 transition. The Company has utilized both internal and external resources to identify, correct or reprogram, and test systems for Year 2000 compliance.

Management currently believes that the Company has achieved Year 2000 compliance of the hardware and software components of its own internally developed point-of-sale operating system. The costs associated with this Year 2000 remediation project totalled approximately $\$ 50,000$. The Company's contingency plan in the event of a widespread Year 2000 failure includes operating the Company's stores on a manual, non-computerized basis.

Management currently believes, based on available information, that it will incur no additional material expenditures related to the Year 2000 Issue, and that it will not have a material adverse impact on the Company's financial position or it's results of operations. In addition, the Company has contacted its significant vendors and suppliers to determine the extent to which the Company may be vulnerable to those parties' failure to remediate their own Year 2000 issues. While there can be no guarantee that the systems of other companies with which the Company's systems interface will be timely converted, or that a failure to convert by another company, or a conversion that is incompatible with the Company's systems would not require the Company to spend more time or money than anticipated, or even have a material adverse effect on the Company, management currently believes that all of its significant vendors and suppliers have achieved Year 2000 compliance.

FORWARD LOOKING INFORMATION

This report contains certain statements that are "forward-looking statements" within the meaning of Section 27A of the Securities Act and Section 21E of the Exchange Act. Forward-looking statements can be identified by the use of forward-looking terminology such as "believes," "expects," "may," "estimates," "will," "should," "plans," or "anticipates" or the negative thereof, or other variations thereon, or comparable terminology, or by discussions of strategy. Such statements include, but are not limited to, the discussions of the Company's operations, liquidity, and capital resources. Forward-looking statements are included in the "Liquidity and Capital Resources" section of this annual report. Although the Company believes that the expectations reflected in forward-looking statements are reasonable, there can be no assurances that such expectations will prove to be accurate. Generally, these statements relate to business plans, strategies, anticipated strategies, levels of capital expenditures, liquidity and anticipated capital funding needed to effect the business plan. All phases of the Company's operations are subject to a number of uncertainties, risks and other influences, many of which are outside the control of the Company and cannot be predicted with any degree of accuracy. Factors such as changes in regional or national economic
conditions, changes in governmental regulations, unforeseen litigation, changes in interest rates or tax rates, significant changes in the prevailing market price of gold, future business decisions and other uncertainties may cause results to differ materially from those anticipated by some of the statements made in this report. In light of the significant uncertainties inherent in the forward-looking statements made in this report, the inclusion of such statements should not be regarded as a representation by the Company or any other person that the objectives and plans of the Company will be achieved. Security holders are cautioned that such forward-looking statements involve risks and
uncertainties. The forward-looking statements contained this report speak only as of the date of this report and the Company expressly disclaims any obligation or undertaking to release any updates or revisions to any such statement to reflect any change in the Company's expectations or any change in events, conditions or circumstance on which any such statement is based.

## PART II. OTHER INFORMATION

ITEM 2. Changes in securities
b. During the six months ending June 30, 1999, the Company issued 5,688 shares of common stock relating to the exercise of outstanding stock options for an aggregate exercise price of $\$ 26,000$.

ITEM 4. Submission of matters to a vote of security holders

ITEM 6. Exhibits and reports on Form 8-K
a. Exhibits
27.0 Financial Data Schedules (Edgar version only).

## 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 thereunto duly authorized.

FIRST CASH FINANCIAL SERVICES, INC.
(Registrant)

## /s/ Rick L. Wessel


Rick L. Wessel
Chief Accounting Officer
/s/ Phillip E. Powell

Phillip E. Powell
Chairman of the Board and
Chief Executive Officer

This schedule contains summary financial information extracted from the condensed consolidated balance sheets and condensed consolidated statements of income found in the company's Form 10-Q for the year to date, and is qualified in its entirety by reference to such financial statements.

1,000

$$
6-\mathrm{MOS}
$$

DEC-31-1999
JUN-30-1999

5,466
0
24,365
0
18,321
53,546

0
118,222
9,662
0
0
91
63,924
118,222

$$
\begin{gathered}
46,326 \quad 25,928 \\
17,339 \\
22,528 \\
0 \\
1,184,339 \\
5,275 \\
1,981 \\
3,294 \quad 0 \\
0 \\
1,184 \\
3,294 \\
0.38 \\
0.35
\end{gathered}
$$

