

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

August 3, 2020
(Date of Report - Date of Earliest Event Reported)



FIRSTCASH, INC.
(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction
of incorporation)

001-10960
(Commission
File Number)

75-2237318
(IRS Employer
Identification No.)

1600 West 7th Street **Fort Worth** **Texas** **76126**
(Address of principal executive offices, including zip code)

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

NONE
(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:

<u>Title of each class</u>	<u>Trading Symbol(s)</u>	<u>Name of each exchange on which registered</u>
Common Stock, par value \$.01 per share	FCFS	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, Inc. (the “Company”) has made available on its corporate website (investors.firstcash.com) its most recent investor presentation. This presentation, which is included as Exhibit 99.1, provides, among other things, certain updates regarding the impact of the COVID-19 pandemic on the Company’s business and outlook for the second half of 2020.

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, 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 thereunto duly authorized.

Dated: August 3, 2020

FIRSTCASH, INC.

(Registrant)

/s/ R. DOUGLAS ORR

R. Douglas Orr

Executive Vice President and Chief Financial Officer

(As Principal Financial and Accounting Officer)

EXHIBIT 99.1



INVESTOR PRESENTATION

AUGUST 2020

FORWARD-LOOKING STATEMENTS

2

THIS PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS ABOUT THE BUSINESS, FINANCIAL CONDITION AND PROSPECTS OF FIRSTCASH, 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 "OUTLOOK," "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.

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 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, THE RISKS, UNCERTAINTIES AND REGULATORY DEVELOPMENTS (1) RELATED TO THE COVID-19 PANDEMIC, WHICH INCLUDE RISKS AND UNCERTAINTIES RELATED TO THE CURRENT UNKNOWN DURATION OF THE COVID-19 PANDEMIC, THE IMPACT OF GOVERNMENTAL RESPONSES THAT HAVE BEEN, AND MAY IN THE FUTURE BE, IMPOSED IN RESPONSE TO THE PANDEMIC, INCLUDING STIMULUS PROGRAMS WHICH COULD ADVERSELY IMPACT LENDING DEMAND AND REGULATIONS WHICH COULD ADVERSELY AFFECT THE COMPANY'S ABILITY TO CONTINUE TO FULLY OPERATE, POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR BOTH THE COMPANY'S PAWN LOAN AND RETAIL PRODUCTS, THE DETERIORATION IN THE ECONOMIC CONDITIONS IN THE UNITED STATES AND LATIN AMERICA WHICH POTENTIALLY COULD HAVE AN IMPACT ON DISCRETIONARY CONSUMER SPENDING, AND CURRENCY FLUCTUATIONS, PRIMARILY INVOLVING THE MEXICAN PESO AND (2) THOSE DISCUSSED AND DESCRIBED IN THE COMPANY'S 2019 ANNUAL REPORT ON FORM 10-K FILED WITH THE SECURITIES AND EXCHANGE COMMISSION (THE "SEC") ON FEBRUARY 3, 2020, INCLUDING THE RISKS DESCRIBED IN PART 1, ITEM 1A, "RISK FACTORS" THEREOF, AND OTHER REPORTS FILED SUBSEQUENTLY BY THE COMPANY WITH THE SEC, INCLUDING THE COMPANY'S QUARTERLY REPORT ON FORM 10-Q FILED WITH THE SEC ON APRIL 27, 2020. 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.



"DURING THESE UNPRECEDENTED TIMES RELATED TO THE COVID-19 PANDEMIC, WE ARE FOCUSED ON ENSURING THE HEALTH AND SAFETY OF OUR EMPLOYEES AND CUSTOMERS. FIRSTCASH ALSO REMAINS COMMITTED TO PROVIDING ESSENTIAL FINANCIAL SERVICES AND AFFORDABLE CONSUMER PRODUCTS TO OUR CUSTOMERS, ESPECIALLY DURING UNCERTAIN ECONOMIC TIMES. WE ARE DOING OUR BEST TO CONTINUE SERVING ALL OF OUR CUSTOMERS AND COMMUNITIES SAFELY, WITH AS LITTLE DISRUPTION AS POSSIBLE"— RICK WESSEL, CEO

COVID-19 UPDATE:

- ✓ U.S. STORES – HAVE REMAINED OPEN AS AN ESSENTIAL BUSINESS
 - VERY LIMITED NUMBER OF TEMPORARY CLOSURES PRIMARILY RELATED TO LOCAL DECREES OR SAFETY PROTOCOLS
 - ✓ LATAM STORES - OVER 99% OF STORES CURRENTLY OPEN AND OPERATING
 - MEXICO: FULLY OPERATIONAL EXCLUDING SHORT-TERM CLOSINGS DUE TO REGULATORY DECREE OR SAFETY PROTOCOLS
 - RETAIL SALES IN ALL STORES WERE COMPLETELY PROHIBITED BY REGULATORS DURING THE LAST THREE WEEKS OF MAY
 - GUATEMALA: ALL STORES CURRENTLY OPEN
 - REGULATORS IMPOSED COUNTRY-WIDE LOCK-DOWNS ON MANY WEEKENDS AND TWO MALL-BASED LOCATIONS WERE CLOSED FOR EXTENDED PERIODS
 - COLOMBIA: STORES WERE CLOSED AS PART OF A BROAD GOVERNMENT IMPOSED LOCK-DOWN BEGINNING IN LATE MARCH AND CONTINUING THROUGH VARIOUS DATES IN JUNE AND EARLY JULY
 - EL SALVADOR: STORES WERE CLOSED AS PART OF A BROAD GOVERNMENT IMPOSED LOCK-DOWN FROM LATE MARCH THROUGH THE END OF MAY
-

SECOND QUARTER RESULTS

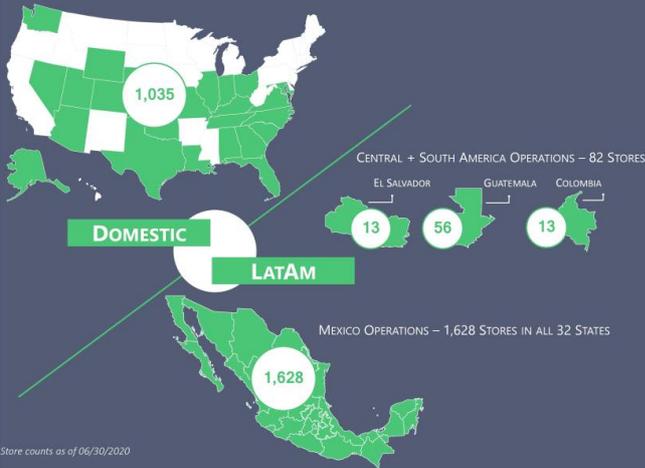
SECOND QUARTER BUSINESS:

- ✓ PAWN LOAN BALANCES DECLINED IN THE U.S. AND LATAM PRIMARILY DUE TO REDUCED LEVELS OF PERSONAL SPENDING ASSOCIATED WITH COVID-19 LOCKDOWNS
 - U.S. PAWN LOAN BALANCES FURTHER IMPACTED BY STIMULUS PAYMENTS, FORBEARANCE PROGRAMS AND ENHANCED UNEMPLOYMENT BENEFITS
 - LENDING TRENDS IN LATAM WERE SIMILAR, BUT SLIGHTLY LESS IMPACTED DUE TO LIMITED GOVERNMENT STIMULUS
 - LOAN ORIGINATION ACTIVITY, WHICH TROUGHED IN APRIL AND EARLY MAY, BEGAN TO REBOUND IN LATE MAY AND CONTINUES INTO JULY
 - IMPROVED YIELDS ON PAWN PORTFOLIO DRIVEN BY LOWER FORFEITURE RATES
 - ✓ STRONG RETAIL DEMAND FOR STAY-AT-HOME PRODUCTS INCLUDING ELECTRONICS, TOOLS AND SPORTING GOODS
 - U.S. RETAIL SALES WERE UP 24%; ENHANCED BY STIMULUS PAYMENTS WHICH DROVE DEMAND ACROSS ALL CATEGORIES INCLUDING HIGHER MARGIN JEWELRY SALES
 - MEXICO RETAIL SALES WERE IMPACTED BY SEVERE GOVERNMENT RESTRICTIONS IN MAY WITH PARTIAL RECOVERY IN JUNE
 - RETAIL MARGIN IMPROVEMENTS NOTED IN BOTH U.S. AND LATIN AMERICA
 - ✓ STRONG LIQUIDITY POSITION – PAID DOWN \$156 MILLION ON LINES OF CREDIT SINCE MARCH 31
 - CURRENT BALANCE OF UNSECURED CREDIT LINES STANDS AT \$200 MILLION WITH \$323 MILLION OF AVAILABILITY
-

KEY BUSINESS DRIVERS FOR THE SECOND HALF:

- ✓ PAWN RECEIVABLE GROWTH
 - PAWN FEE REVENUE IN THE SECOND HALF WILL BE CORRELATED TO THE LOWER LEVEL OF PAWN RECEIVABLES AT JULY 1, 2020
 - WHILE WE EXPECT PAWN ORIGINATIONS TO CONTINUE REBOUNDING WITH THE RE-OPENING OF THE ECONOMY, THE TIMING AND SLOPE OF RECOVERY REMAINS DIFFICULT TO PREDICT
 - IMPROVED YIELDS SHOULD PARTIALLY OFFSET LOWER BALANCES
 - ✓ RETAIL SALES
 - WHILE SALES VOLUMES MAY BE IMPACTED BY LOWER INVENTORY LEVELS...
 - INCREASED PERCENTAGE OF DIRECT PURCHASES OF MERCHANDISE FROM CUSTOMERS HELPING TO SUPPLEMENT INVENTORY LEVELS
 - CONTINUED IMPROVEMENT IN RETAIL TURNS AND MARGIN METRICS EXPECTED TO PROVIDE ADDITIONAL SUPPORT
 - ✓ EXPENSE CONTROL
 - CONTINUED FOCUS ON OPTIMIZING STORE LEVEL AND ADMINISTRATIVE EXPENSE STRUCTURE
-

U.S. OPERATIONS – 1,035 STORES IN 24 STATES AND THE DISTRICT OF COLUMBIA



WHO WE ARE

LEADING INTERNATIONAL PAWN OPERATOR WITH MORE THAN 2,700 RETAIL PAWN LOCATIONS AND APPROXIMATELY 19,000 EMPLOYEES IN 5 COUNTRIES



PAWN-FOCUSED BUSINESS MODEL

SMALL SECURED PAWN LOANS TO UNBANKED AND UNDERBANKED CONSUMERS — FULL-SERVICE LENDING AND RETAIL WITH STRONG MARGINS AND CASH FLOWS; RECESSION-RESISTANT BUSINESS MODEL



GROWTH STRATEGY

PROVEN MULTI-COUNTRY GROWTH STRATEGY WITH MATURE U.S. BUSINESS AND A LONG RUNWAY FOR GROWTH IN LATIN AMERICA



SHAREHOLDER VALUE

STRONG BALANCE SHEET TO FUND FUTURE GROWTH, ACQUISITIONS, SHARE BUYBACKS AND PAY DIVIDENDS

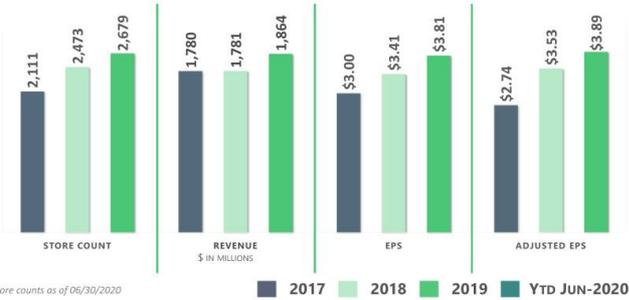
WHY INVEST IN FIRSTCASH?

1 ATTRACTIVE INDUSTRY DYNAMICS

- CUSTOMER BASE IS UNDERSERVED - MOST LENDERS DO NOT OFFER LOANS OF \$150 OR LESS
- STABLE REGULATORY ENVIRONMENT
- PAWN LENDING PERFORMED WELL IN PAST CONSUMER CREDIT CONTRACTION CYCLES

2 HISTORICALLY STRONG GROWTH METRICS

- STORE COUNT
- REVENUE, NET INCOME AND EPS

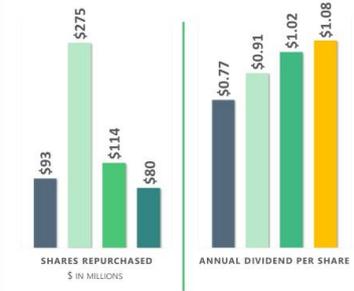


Store counts as of 06/30/2020

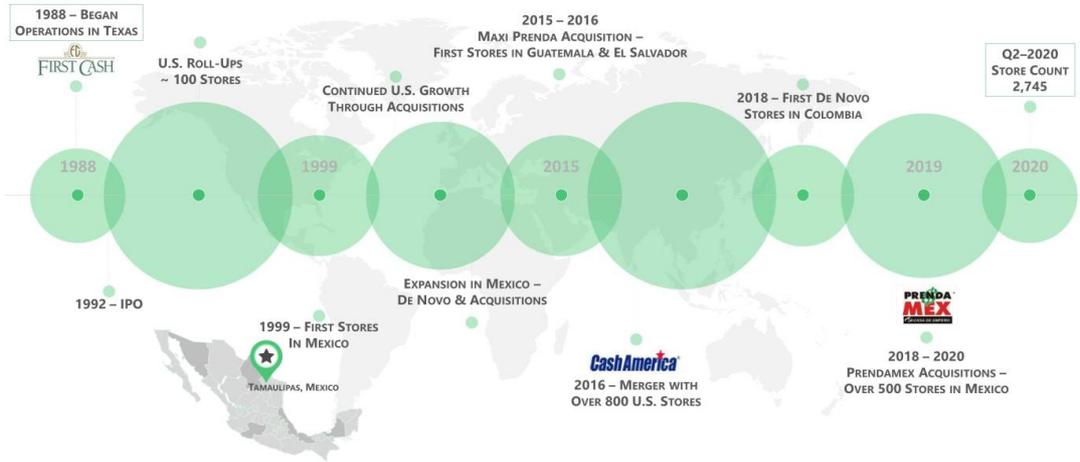
¹Future dividends are subject to approval by the Company's Board of Directors

3 ROBUST SHAREHOLDER RETURNS

- RISING DIVIDEND
- SHARE REPURCHASE PROGRAM

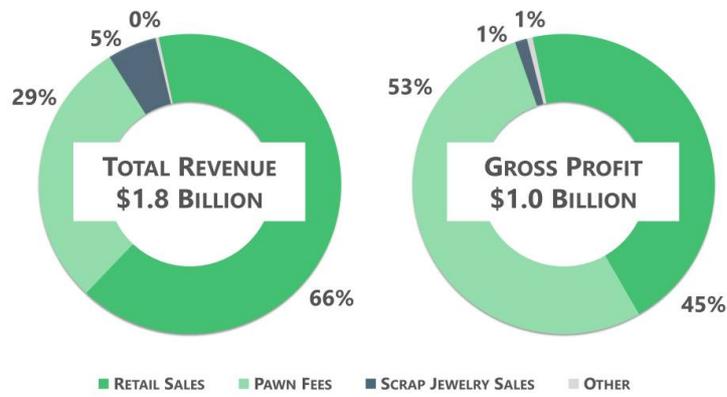


FIRSTCASH TIMELINE

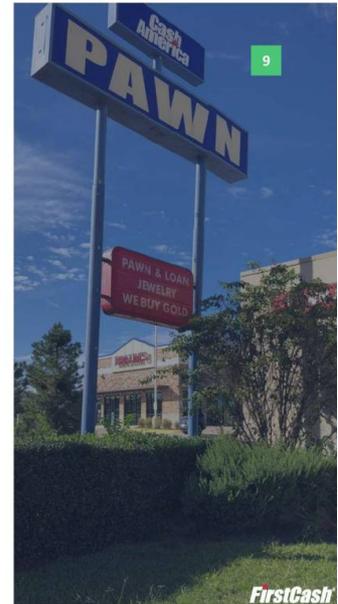


LARGEST PAWN OPERATOR IN THE AMERICAS

- ALMOST \$2 BILLION IN TOTAL REVENUE
- 2,745 STORE LOCATIONS



TTM results as of 06/30/2020



PAWN LOAN PRODUCT OVERVIEW

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✓ PAWN LOANS ARE SMALL AND AFFORDABLE WITH A SHORT DURATION

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

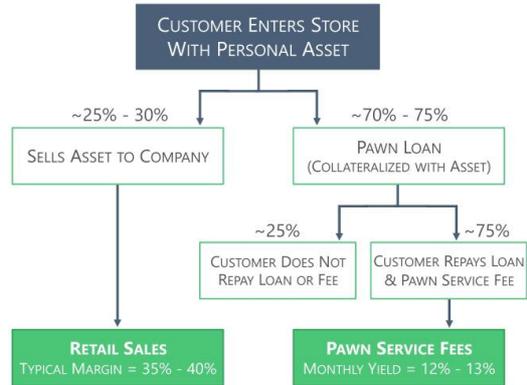


✓ LOANS FULLY COLLATERALIZED WITH PERSONAL PROPERTY

- COLLATERAL HELD IN SECURE BACKROOM OF STORE
- RAPID LIQUIDATION OF FORFEITED COLLATERAL THROUGH PAWNSHOP RETAIL OPERATIONS
- TYPICAL RETAIL MARGIN OF 35% TO 40% ON SALE OF FORFEITED COLLATERAL

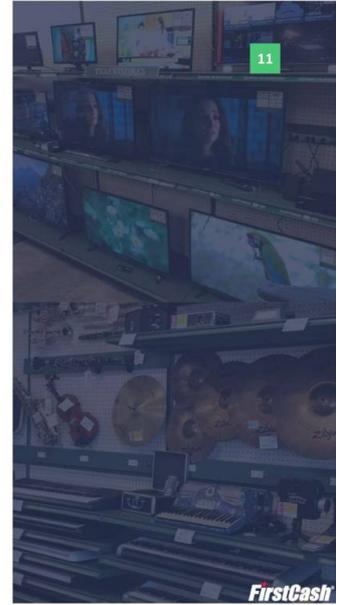
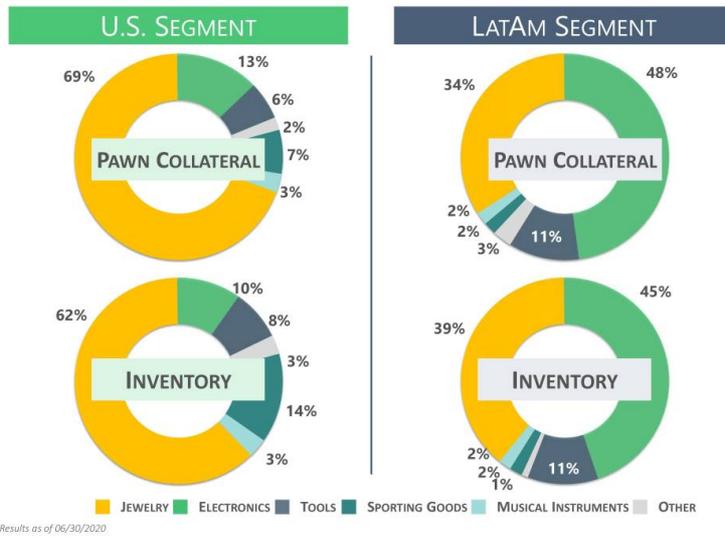
✓ TYPICAL PAWN TRANSACTION CYCLE

- TOTAL TRANSACTION TIME LESS THAN 15 MINUTES



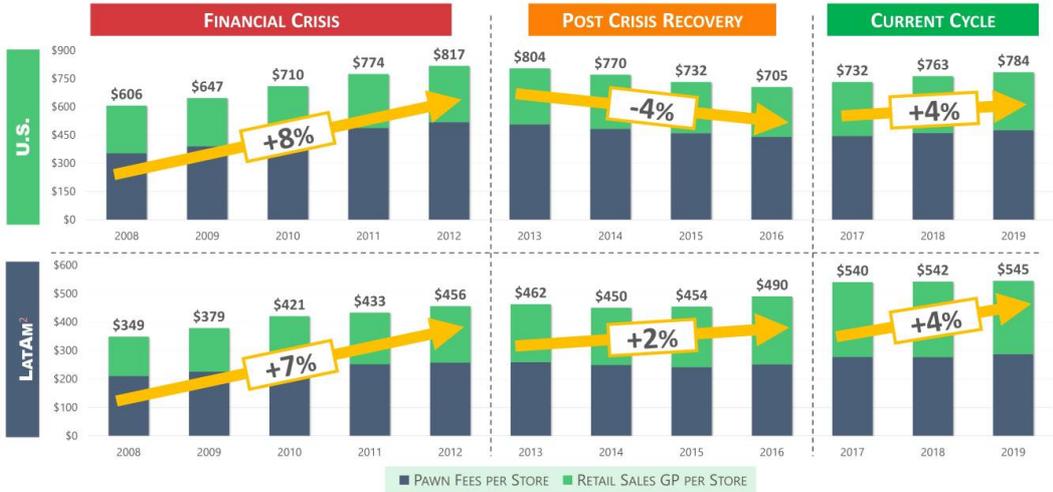
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PAWN COLLATERAL AND INVENTORY COMPOSITION



PAWN REVENUE GROWTH ACROSS ECONOMIC CYCLES

LEGACY FIRST CASH U.S. AND LATAM CORE GROSS PROFIT¹ PER STORE



¹Core pawn GP from legacy U.S. and LatAm stores in operation since 2006²CC Revenue, 2008 MXN @ 11.16 – Constant currency results are non-GAAP financial measures and are calculated by translating 2009 – 2019 amounts using the Avg. FX rate for the year ended December 31, 2008.



PAWNSHOPS SERVE UNBANKED AND UNDERBANKED CONSUMERS

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- ✓ PAWN LOANS CAN BE EASILY ACCESSED BY CUSTOMERS WITH LIMITED ACCESS TO TRADITIONAL CREDIT PRODUCTS
 - NO BANK ACCOUNT OR CREDIT HISTORY NECESSARY
 - ONLY A VALID GOVERNMENT ISSUED ID AND COLLATERAL REQUIRED
- ✓ TRUE MICROFINANCE PRODUCT
 - SMALL, AFFORDABLE AND LOWER COST ALTERNATIVE TO PAYDAY LOANS
- ✓ PAWNS ARE CUSTOMER FRIENDLY
 - NON-RECOURSE LOANS
 - NO LATE FEES
 - NO COLLECTIONS
 - NO NEGATIVE EXTERNAL CREDIT REPORTING

"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*

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ENVIRONMENTALLY FRIENDLY BUSINESS MODEL



CIRCULAR ECONOMY

NEIGHBORHOOD-BASED STORES WHICH CONTRIBUTE TO THE MODERN "CIRCULAR ECONOMY" – **BUY → USE → RETURN**



NO SUPPLY CHAIN

LOCAL SOURCING OF PRE-OWNED GOODS ELIMINATES NEED FOR 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



RECYCLE

INVENTORY IS PRE-OWNED MERCHANDISE WHICH IS SOURCED AND THEN RECYCLED WITHIN EACH STORE'S GEOGRAPHIC NEIGHBORHOOD



LATIN AMERICA OVERVIEW



FIRSTCASH LATAM GROWTH – REVENUE AND STORE COUNT



Presented constant currency results are non-GAAP financial measures and are calculated by translating 2016, 2017, 2018 and 2019 amounts using the average exchange rate for the year ended December 31, 2015



Q2 LATIN AMERICA OPERATING TRENDS:

17

✓ RETAIL SALES:

- RETAIL SALES DEMAND AND MARGINS IN LATIN AMERICA, WHILE STRONG FOR "ESSENTIAL" GENERAL MERCHANDISE CATEGORIES, WERE NEGATIVELY IMPACTED BY EXTENDED STORE CLOSURES IN CERTAIN MARKETS AND THE THREE WEEK SHUTDOWN OF ALL RETAIL OPERATIONS IN MEXICO DURING MAY
- Q2-2020 MARGIN OF 36% IN THE SECOND QUARTER COMPARED TO 35% IN BOTH THE PREVIOUS SEQUENTIAL QUARTER AND THE SECOND QUARTER OF THE PRIOR-YEAR, REFLECTING STRONG TURNS FOR ESSENTIAL PRODUCTS SUCH AS COMPUTERS, TABLETS AND PHONES

✓ SCRAP SALES:

- NET REVENUE FROM NON-CORE SCRAP JEWELRY SALES WAS \$3.3 MILLION FOR THE QUARTER COMPARED TO \$0.1 MILLION IN THE PRIOR-YEAR PERIOD WITH SALES MARGINS OF 25%, DRIVEN BY INCREASED DOLLAR-DENOMINATED GOLD PRICES

✓ PAWN YIELDS IMPROVEMENTS:

- AVERAGE MONTHLY EFFECTIVE YIELD ON PAWN LOANS FOR THE QUARTER WAS 14%, REFLECTING IMPROVEMENT COMPARED TO THE YIELD IN THE PRIOR-YEAR QUARTER



OVER 1,700 LATAM LOCATIONS IN 4 COUNTRIES

LATIN AMERICA CONTINUES TO BE THE PRIMARY STORE GROWTH VEHICLE - SIGNIFICANT UNTAPPED POTENTIAL IN THE REGION

- ✓ SUBSTANTIAL INFRASTRUCTURE AND CASH FLOWS TO ACCOMPLISH NEW ACQUISITIONS AND DE NOVO EXPANSION
- ✓ SIGNIFICANT RUNWAY FOR CONTINUED STORE OPENINGS AND STRATEGIC ACQUISITIONS IN MEXICO
- ✓ 13 STORES OPENED IN COLOMBIA SINCE 2018. COLOMBIA IS A SIGNIFICANT MARKET WITH A POPULATION OF ALMOST 50 MILLION
- ✓ 23 NEW STORES OPENED IN GUATEMALA SINCE 2018. THEY MARK THE INTRODUCTION OF THE COMPANY'S LARGE FORMAT FIRST CASH BRANDED STORES IN THE COUNTRY
- ✓ LOOK STRATEGICALLY FOR ADDITIONAL EXPANSION AND ACQUISITION OPPORTUNITIES IN OTHER LATIN AMERICAN MARKETS



Store counts as of 06/30/2020; Economic data sourced from World Bank, Forbes and Federal Reserve Bank of Boston



PRENDAMEX ACQUISITIONS

- ✓ **533 ACQUIRED PRENDAMEX STORES IN 2018–2020**
 - MOSTLY SMALLER FORMAT LOCATIONS (TYPICALLY LESS THAN 2,500 FT²) IN HIGH TRAFFIC AREAS
 - FOCUSED ON JEWELRY AND SMALL ELECTRONICS
- ✓ **SIMILAR TO THE SUCCESSFUL MAXI PRENDA ACQUISITION IN MEXICO IN EARLY 2016**
 - POTENTIAL TO INCREASE RETAIL SALES AND MARGINS
 - PAIRS WITH LARGE FORMAT FIRSTCASH STORES TO ACCESS MORE URBAN NEIGHBORHOODS
- ✓ **IMPROVED PERFORMANCE METRICS SINCE ACQUISITION**
 - CONSTANT CURRENCY SAME-STORE CORE REVENUES UP 17% IN THE FIRST QUARTER OF 2020
 - 21% INCREASE IN RETAIL SALES
 - 11% INCREASE IN PAWN FEES

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PROVEN NEW STORE OPENING PROCESS AND RAPID PAYBACK MODEL

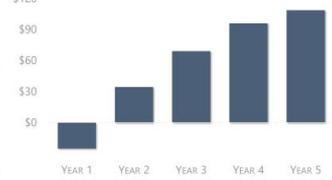
NEW STORE INVESTMENT (USD \$) ¹	
CAP EX	\$181,000
- LEASEHOLD IMPROVEMENTS & FIXTURES	
- COMPUTER & SECURITY EQUIPMENT	
START-UP LOSSES	\$26,000
- PRE-OPENING	
- FIRST SIX MONTHS OF OPERATION	
TOTAL STORE INVESTMENT	\$207,000
WORKING CAPITAL (USD \$)	
FIRST YEAR FOR NEW STORE	\$93,000
- OPERATING CASH	
- LOAN FUNDING	
- INVENTORY	

¹ Peso to dollar exchange rate of 19.3

TYPICAL MEXICO NEW STORE RAMP



STORE LEVEL INCOME (PRE-TAX)



UNDEVELOPED SITE



20

- OPENED FIRST STORES IN MEXICO IN 1999
- EXPERIENCED REAL ESTATE DEVELOPMENT TEAM
- PROVEN SITE SELECTION STRATEGY

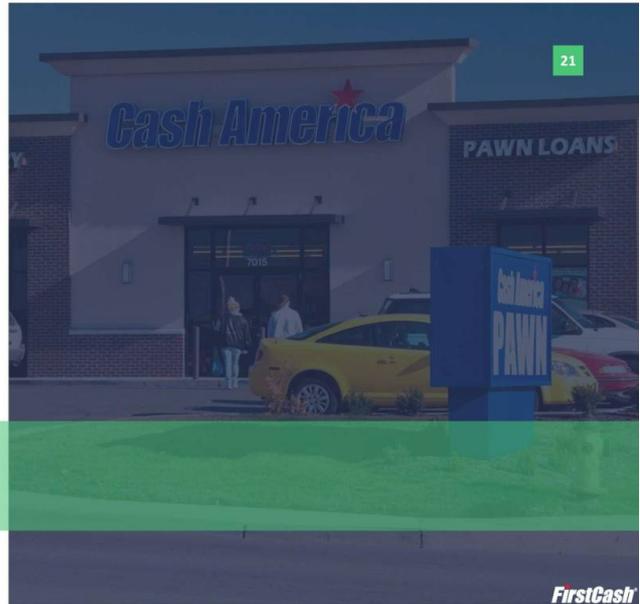
SAME SITE AFTER REDEVELOPMENT



- STANDARDIZED STORE LAYOUTS, FIXTURES AND EQUIPMENT
- STATE OF THE ART SECURITY TECHNOLOGY
- CONSISTENT PROCESS ENSURES THE NEW STORES ARE DELIVERED ON TIME AND WITHIN BUDGET

FirstCash

UNITED STATES OVERVIEW



OVER 1,000 U.S. LOCATIONS IN 24 STATES AND THE DISTRICT OF COLUMBIA

✓ OPERATIONS FOCUSED IN STATES WITH:

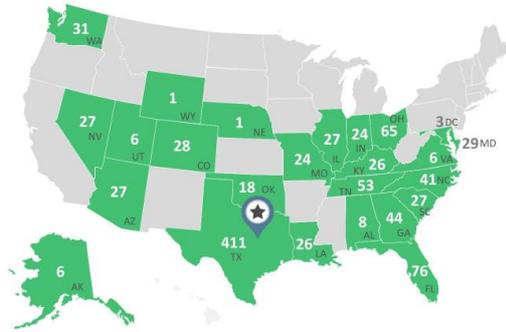
- GROWING POPULATIONS
- FAVORABLE DEMOGRAPHICS
- STABLE REGULATIONS

✓ SIGNIFICANT UNDERBANKED DEMOGRAPHICS

✓ CONTINUE SCOUTING SMALL ACQUISITIONS IN EXISTING MARKETS

- HIGHLY FRAGMENTED INDUSTRY
- OPPORTUNITY FOR CONTINUED ROLLUPS OF SMALL INDEPENDENT OPERATORS (1 TO 20 STORES)

✓ RECENT ACQUISITIONS BY YEAR



FirstCash headquarters located in Fort Worth, Texas — Store counts as of 06/30/2020



Q2 U.S. OPERATING TRENDS:

23

✓ REVENUE GROWTH:

- REVENUES FROM PAWN OPERATIONS INCREASED 6%
- RETAIL SALES INCREASE OF 24% OFFSET LOWER PAWN FEES DUE TO IMPACT OF COVID-19

✓ RETAIL MARGIN IMPROVEMENTS:

- Q2-2020 MARGIN OF 42% COMPARED TO 38% IN THE PRIOR-YEAR PERIOD REFLECTING THE STRONG RETAIL DEMAND AND LOWER LEVELS OF AGED INVENTORY WHICH LIMITED THE NEED FOR NORMAL DISCOUNTING
- COUPLED WITH THE 24% INCREASE IN TOP-LINE RETAIL SALES, TOTAL GROSS PROFIT FROM RETAIL OPERATIONS INCREASED 36% FOR THE QUARTER

✓ PAWN YIELD IMPROVEMENTS:

- AVERAGE MONTHLY EFFECTIVE YIELD ON PAWN LOANS FOR THE QUARTER WAS 15%, AN IMPROVEMENT OF 300 BASIS POINTS COMPARED TO THE YIELD IN THE PRIOR-YEAR QUARTER



FirstCash

STABLE REGULATORY CLIMATE FOR PAWN

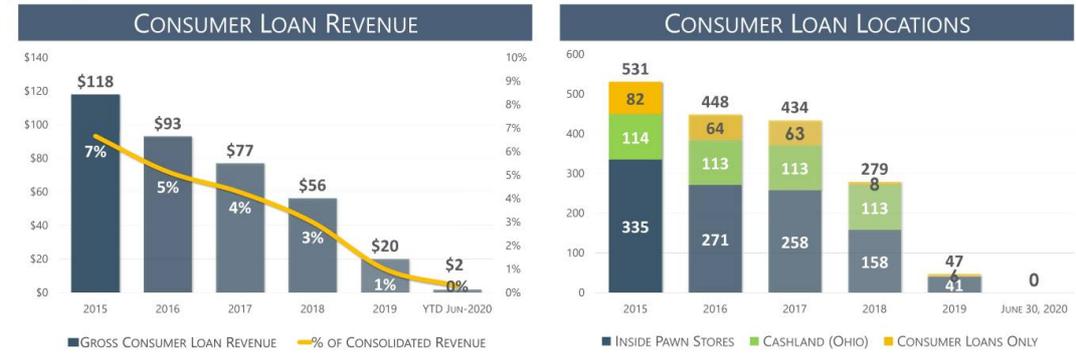
24

- ✓ PAWN LOANS ARE DIFFERENT FROM TRADITIONAL CONSUMER LOAN PRODUCTS AND NOT SUBJECT TO THE CFPB SMALL DOLLAR LOAN RULES BECAUSE THEY:
 - ARE COLLATERALIZED WITH A TANGIBLE ASSET
 - ARE NON-RECOURSE LOANS
 - HAVE SIGNIFICANTLY SMALLER AVERAGE LOAN SIZES
 - DO NOT INVOLVE CREDIT CHECKS, COLLECTION ACTIVITIES, ACH TRANSACTIONS OR NEGATIVE CREDIT REPORTING
- ✓ REGULATIONS ARE PRIMARILY AT THE STATE LEVEL IN THE U.S. AND THE FEDERAL LEVEL IN LATIN AMERICA
 - NO SIGNIFICANT NEGATIVE REGULATORY CHANGES IN THE LAST 25 YEARS
 - STATES WITH A POSITIVE RATE CHANGE INCLUDE:
 - OHIO: ENACTED MARCH 28, 2017
 - WASHINGTON: ENACTED JULY 24, 2015
 - ARIZONA: ENACTED JULY 24, 2014
 - NEVADA: ENACTED OCTOBER 1, 2011



WIND-DOWN OF NON-CORE CONSUMER LENDING PRODUCTS AND STORES 25

PRO FORMA INCLUDING CASH AMERICA
(\$ IN MILLIONS)



FINANCIAL HIGHLIGHTS



FirstCash

REVENUE AND EARNINGS HISTORY

(\$ IN MILLIONS)



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

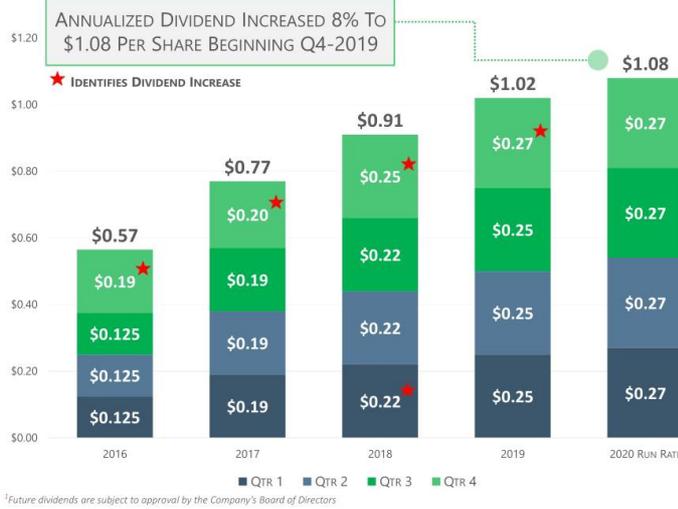
EARNINGS PER SHARE



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



DIVIDEND GROWTH



STRONG LIQUIDITY IN SECOND QUARTER OF 2020 USED TO REDUCE DEBT



¹ Non-GAAP financial measure. See reconciliation of non-GAAP financial measures elsewhere in this presentation.
² Adjusted EBITDA, which is a component used in the calculation of the Net Debt Ratio, is a non-GAAP financial measure; See Company's 07/22/2020 press release for a calculation of the Net Debt Ratio.

\$2.0 BILLION IN GROWTH INVESTMENTS & SHAREHOLDER PAYOUTS

THE LAST 10 YEARS (SINCE 2009)
(\$ IN MILLIONS)



INVESTMENT RECAP

✓ PAWN EXCLUSIVE BUSINESS MODEL

- SMALL SECURED PAWN LOANS TO UNBANKED AND UNDERBANKED CONSUMERS WITH LIMITED ACCESS TO TRADITIONAL CREDIT PRODUCTS
- FULL-SERVICE LENDING AND RETAIL MODEL IS A SIGNIFICANT COMPETITIVE ADVANTAGE WITH STRONG MARGINS AND CASH FLOWS
- RECESSION-RESISTANT BUSINESS MODEL

✓ PROVEN MULTI-COUNTRY GROWTH STRATEGY

- MATURE U.S. BUSINESS GENERATES SIGNIFICANT CASH FLOW
- LONG RUNWAY FOR GROWTH IN LATIN AMERICA WHERE CUSTOMER DEMOGRAPHICS ARE FAVORABLE AND COMPETITION IS LIMITED

✓ STRONG BALANCE SHEET FUNDS GROWTH, ACQUISITIONS, SHARE BUYBACKS AND DIVIDENDS

APPENDIX



Non-GAAP Financial Information

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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 GENERALLY ACCEPTED ACCOUNTING PRINCIPLES ("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 IN 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 OTHER ACQUISITION EXPENSES TO ALLOW MORE ACCURATE COMPARISONS OF THE FINANCIAL RESULTS TO PRIOR PERIODS AND BECAUSE THE COMPANY DOES NOT CONSIDER THESE MERGER AND OTHER 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 OTHER 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 DUE TO THE ADOPTION OF ASC 842 ON JANUARY 1, 2019.

FirstCash

RECONCILIATION OF NET INCOME TO ADJUSTED NET INCOME

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(\$ IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	YEAR ENDED DECEMBER 31,						TRAILING SIX MONTHS		TRAILING TWELVE MONTHS	
	2017		2018		2019		JUNE 30, 2020		JUNE 30, 2020	
	IN THOUSANDS	PER SHARE	IN THOUSANDS	PER SHARE	IN THOUSANDS	PER SHARE	IN THOUSANDS	PER SHARE	IN THOUSANDS	PER SHARE
NET INCOME	\$143,892	\$3.00	\$153,206	\$3.41	\$164,618	\$3.81	\$58,791	\$1.41	\$147,706	\$3.48
ADJUSTMENTS, NET OF TAX:										
MERGER AND OTHER ACQUISITION EXPENSES	5,710	0.12	5,412	0.12	1,276	0.03	146	-	892	0.02
CONSUMER LENDING WIND-DOWN COSTS AND ASSET IMPAIRMENTS	-	-	1,166	0.03	2,659	0.06	71	-	771	0.01
NET TAX BENEFIT FROM TAX ACT	(27,269)	(0.57)	(1,494)	(0.03)	-	-	-	-	-	-
NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY	-	-	-	-	(653)	(0.01)	2,761	0.07	2,482	0.07
NON-CASH WRITE-OFF OF CERTAIN MERGER RELATED LEASE INTANGIBLES ¹	-	-	-	-	-	-	2,935	0.07	2,935	0.07
NON-CASH IMPAIRMENT OF CERTAIN OTHER ASSETS ²	-	-	-	-	-	-	1,463	0.04	1,463	0.04
LOSS ON EXTINGUISHMENT OF DEBT	8,892	0.19	-	-	-	-	-	-	-	-
ADJUSTED NET INCOME	\$131,225	\$2.74	\$158,290	\$3.53	\$167,900	\$3.89	\$66,167	\$1.59	\$156,249	\$3.69

¹ Certain above/below market store lease intangibles, recorded in conjunction with the Cash America merger in 2016, were written-off as a result of the Company purchasing the real estate from the landlords of the respective stores

² Impairment related to a non-operating asset in which the Company determined that an other than temporary impairment existed as of March 31, 2020

FirstCash

RECONCILIATION OF NET INCOME TO EBITDA AND ADJUSTED EBITDA

(\$ IN THOUSANDS)

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	YEAR ENDED DECEMBER 31,			TTM
	2017	2018	2019	Q2-2020
NET INCOME	\$143,892	\$153,206	\$164,618	\$147,706
INCOME TAXES	28,420	52,103	59,993	55,682
DEPRECIATION AND AMORTIZATION	55,233	42,961	41,904	42,518
INTEREST EXPENSE	24,035	29,173	34,035	32,509
INTEREST INCOME	(1,597)	(2,444)	(1,055)	(1,406)
EBITDA	249,983	274,999	299,495	277,009
ADJUSTMENTS:				
MERGER AND OTHER ACQUISITION EXPENSES	9,062	7,643	1,766	1,263
NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY	-	-	(933)	3,546
NON-CASH WRITE-OFF OF CERTAIN MERGER RELATED LEASE INTANGIBLES	-	-	-	3,812
NON-CASH IMPAIRMENT OF CERTAIN OTHER ASSETS	-	-	-	1,900
CONSUMER LENDING WIND-DOWN COSTS AND ASSET IMPAIRMENTS	-	1,514	3,454	1,002
LOSS ON EXTINGUISHMENT OF DEBT	14,114	-	-	-
ADJUSTED EBITDA	\$273,159	\$284,156	\$303,782	\$288,532

FirstCash

RECONCILIATION OF CASH FLOW FROM OPERATING ACTIVITIES
TO FREE CASH FLOW & ADJUSTED FREE CASH FLOW

(\$ IN THOUSANDS)

	YEAR ENDED DECEMBER 31,			THREE MONTHS ENDED JUNE 30,		SIX MONTHS ENDED JUNE 30,		TTM ENDED JUNE 30,	
	2017	2018	2019	2019	2020	2019	2020	2019	2020
CASH FLOW FROM OPERATING ACTIVITIES	\$220,357	\$243,429	\$231,596	\$34,276	\$65,914	\$105,973	\$143,299	\$229,435	\$268,922
CASH FLOW FROM INVESTING ACTIVITIES:									
LOAN RECEIVABLES, NET ¹	40,735	10,125	34,406	(22,642)	126,000	19,574	178,279	(1,214)	193,111
PURCHASES OF FURNITURE, FIXTURES, EQUIPMENT AND IMPROVEMENTS	(25,971)	(35,677)	(44,311)	(13,246)	(9,895)	(22,904)	(20,476)	(44,113)	(41,883)
FREE CASH FLOW	235,121	217,877	221,691	(1,612)	182,019	102,643	301,102	184,108	420,150
MERGER AND OTHER ACQUISITION EXPENSES PAID, NET OF TAX BENEFIT	6,659	7,072	1,276	426	96	530	146	4,503	892
ADJUSTED FREE CASH FLOW	\$241,780	\$224,949	\$222,967	(\$1,186)	\$182,115	\$103,173	\$301,248	\$188,611	\$421,042

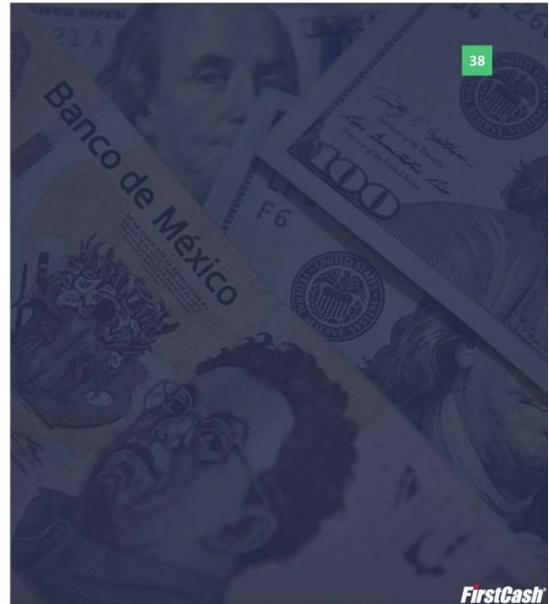
¹ Includes the funding of new loans net of cash repayments and recovery of principal through the sale of inventories acquired from forfeiture of pawn collateral

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 INVESTORS WITH 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, RESPECTIVELY. THE COMPANY ALSO HAS OPERATIONS IN EL SALVADOR WHERE THE REPORTING AND FUNCTIONAL CURRENCY IS THE U.S. DOLLAR.





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