



INVESTOR PRESENTATION

— NOVEMBER 2022

FORT WORTH, TEXAS
USA



Cautionary Statement Regarding Forward-Looking Statements

THIS QUARTERLY 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.

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 QUARTERLY PRESENTATION. SUCH FACTORS MAY INCLUDE, WITHOUT LIMITATION, RISKS RELATED TO THE AMERICAN FIRST FINANCE (“AFF”) TRANSACTION, INCLUDING THE FAILURE OF 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 ASSOCIATED WITH THE LEGAL AND REGULATORY PROCEEDINGS THAT THE COMPANY IS A PARTY TO, OR MAY BECOME A PARTY TO IN THE FUTURE, INCLUDING THE CONSUMER FINANCIAL PROTECTION BUREAU (THE “CFPB”) LAWSUIT FILED AGAINST THE COMPANY, THE PUTATIVE SHAREHOLDER SECURITIES CLASS ACTION LAWSUIT FILED AGAINST THE COMPANY, AND THE CALIFORNIA PRIVATE LAWSUITS FILED AGAINST THE COMPANY; RISKS RELATED TO THE REGULATORY ENVIRONMENT IN WHICH THE COMPANY OPERATES; GENERAL ECONOMIC RISKS, INCLUDING THE CONTRIBUTORY EFFECTS OF THE COVID-19 PANDEMIC; POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR THE COMPANY’S PAWN LOAN, RETAIL, LEASE-TO-OWN AND RETAIL FINANCE PRODUCTS; LABOR SHORTAGES AND INCREASED LABOR COSTS; INFLATION; RISING INTEREST RATES; 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 OTHER RISKS DISCUSSED AND DESCRIBED IN THE COMPANY’S MOST RECENT ANNUAL REPORT ON FORM 10-K FILED WITH THE SECURITIES AND EXCHANGE COMMISSION (THE “SEC”), INCLUDING THE RISKS DESCRIBED IN PART 1, ITEM 1A, “RISK FACTORS” THEREOF, AND OTHER REPORTS FILED WITH THE SEC. MANY OF THESE RISKS AND UNCERTAINTIES ARE BEYOND THE ABILITY OF THE COMPANY TO CONTROL, NOR CAN THE COMPANY PREDICT, IN MANY CASES, ALL OF THE RISKS AND UNCERTAINTIES THAT COULD CAUSE ITS ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE INDICATED BY THE FORWARD-LOOKING STATEMENTS. THE FORWARD-LOOKING STATEMENTS CONTAINED IN THIS QUARTERLY PRESENTATION SPEAK ONLY AS OF THE DATE OF THIS QUARTERLY PRESENTATION, AND THE COMPANY EXPRESSLY DISCLAIMS ANY OBLIGATION OR UNDERTAKING TO REPORT ANY UPDATES OR REVISIONS TO ANY SUCH STATEMENT TO REFLECT ANY CHANGE IN THE COMPANY’S EXPECTATIONS OR ANY CHANGE IN EVENTS, CONDITIONS OR CIRCUMSTANCES ON WHICH ANY SUCH STATEMENT IS BASED, EXCEPT AS REQUIRED BY LAW.



FirstCash®

WE ARE THE LEADING OPERATOR OF PAWN STORES IN THE U.S. AND LATIN AMERICA, AND 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

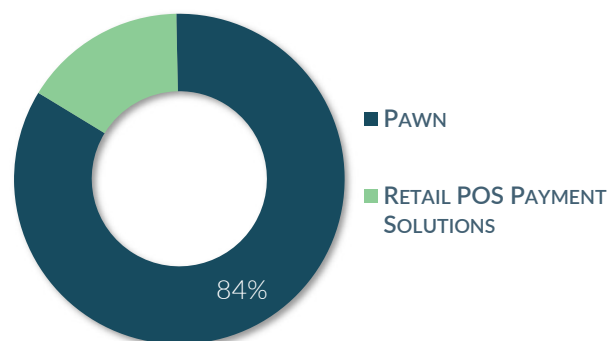


RENO, NEVADA
USA

Pawn Operations

- **U.S. PAWN SEGMENT**
 - ✓ OPERATIONS IN 25 STATES AND THE DISTRICT OF COLUMBIA
- **LATIN AMERICA PAWN SEGMENT**
 - ✓ OPERATIONS IN MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR
- **PAWN OPERATIONS REPRESENT APPROXIMATELY 80% OF SEGMENT EARNINGS**

Segment Income



SEGMENT INCOME: 2022 FORECAST

Retail POS Payment Solutions

- **RETAIL POS PAYMENT SOLUTIONS SEGMENT**
 - ✓ AMERICAN FIRST FINANCE ("AFF") PROVIDES LEASE-TO-OWN ("LTO") PRODUCTS AND OTHER RETAIL FINANCING PAYMENT OPTIONS
 - ✓ AVAILABLE IN ALL 50 STATES IN THE U.S., THE DISTRICT OF COLUMBIA AND PUERTO RICO



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



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
- ✓ ACQUIRED AMERICAN FIRST FINANCE TO ENTER LARGE AND GROWING POS PAYMENTS MARKET





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





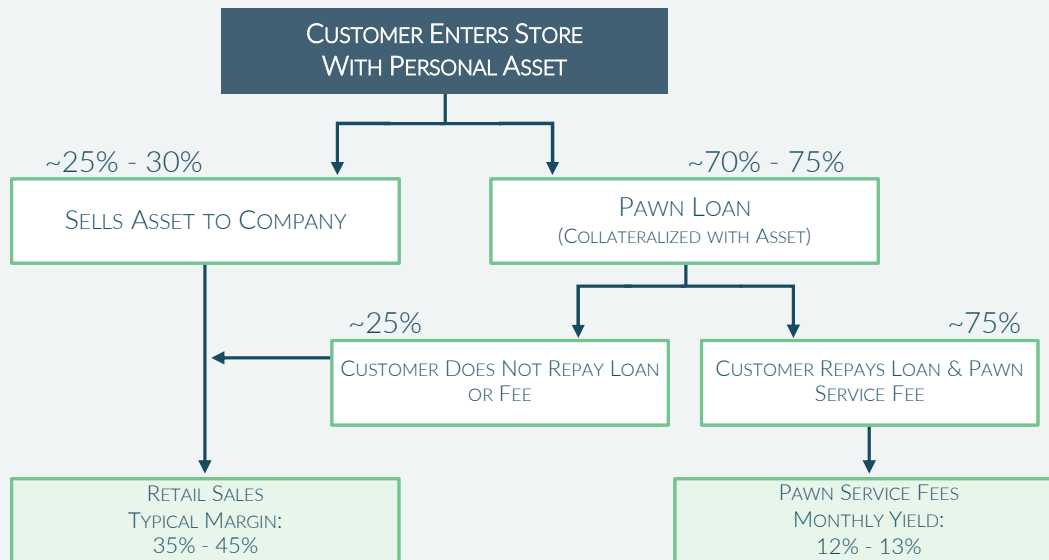
Pawn Overview

— FIRSTCASH HOLDINGS, INC.

Pawn Loans

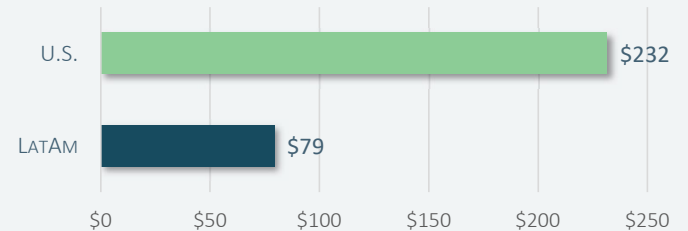
- NON-RECOURSE LOANS FULLY COLLATERALIZED WITH PERSONAL PROPERTY
- NON-RECOURSE LOANS ARE SAFE AND AFFORDABLE FOR THE CONSUMERS AND DON'T REQUIRE A CREDIT SCORE
- COLLATERAL HELD IN SECURE BACKROOM OF STORE
- RAPID LIQUIDATION OF FORFEITED COLLATERAL THROUGH PAWNSHOP RETAIL OPERATIONS

Typical Pawn Transaction Cycle Total transaction time less than 15 minutes



Pawn Loans are Small and Affordable with a Short Duration

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



As of 09/30/2022

FirstCash

Pawn Business Has Historically Performed Well Across Most Economic Cycles



PAWN RECEIVABLES ARE FULLY COLLATERALIZED AND NOT SUBJECT TO CONSUMER CREDIT RISK



CREDIT TIGHTENING BY UNSECURED LENDERS DRIVES INCREASED DEMAND FOR PAWN



DURING THE FINANCIAL CRISIS, LEGACY FIRST CASH STORES IN THE U.S. SAW A 50% INCREASE IN PAWN RECEIVABLES FROM 2007 TO 2012. LATAM STORES SAW GROWTH OF 31% OVER THE SAME PERIOD

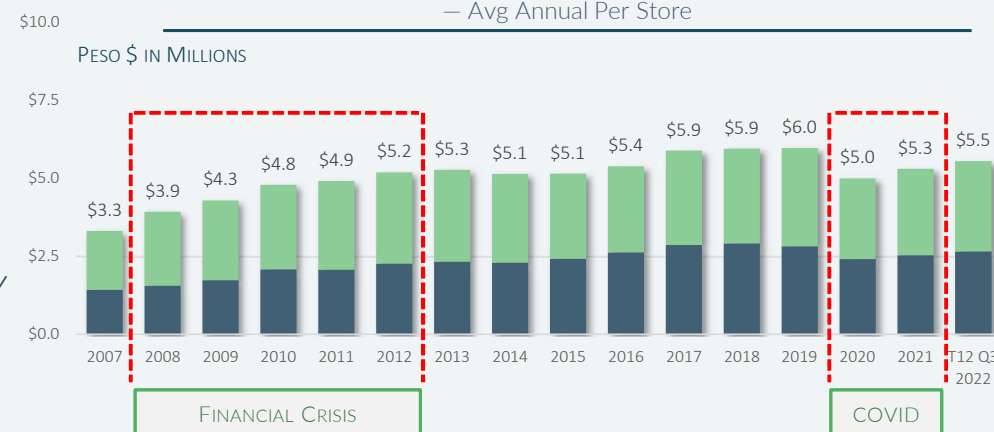


INFLATIONARY PRESSURES SUCH AS HIGHER GASOLINE AND FOOD PRICES HAVE HISTORICALLY DRIVEN INCREASED PAWN DEMAND AS WELL

U.S. Legacy¹ Core Gross Profit
— Avg Annual Per Store



LatAm Legacy¹ Core Gross Profit
— Avg Annual Per Store

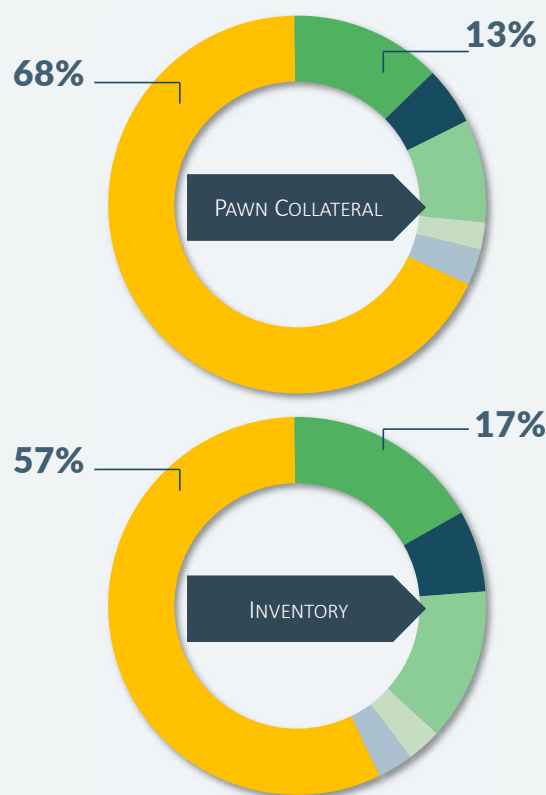




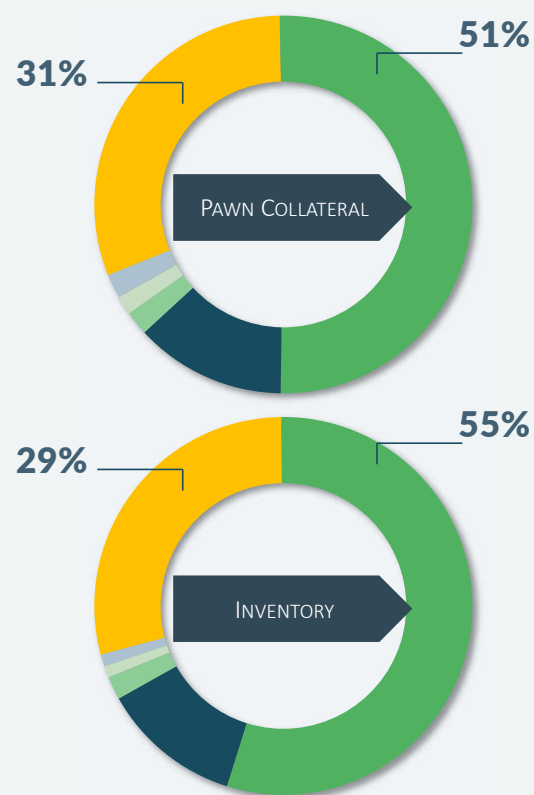
Pawn Collateral and Inventory Composition

JEWELRY ELECTRONICS TOOLS SPORTING GOODS MUSICAL INSTRUMENTS OTHER

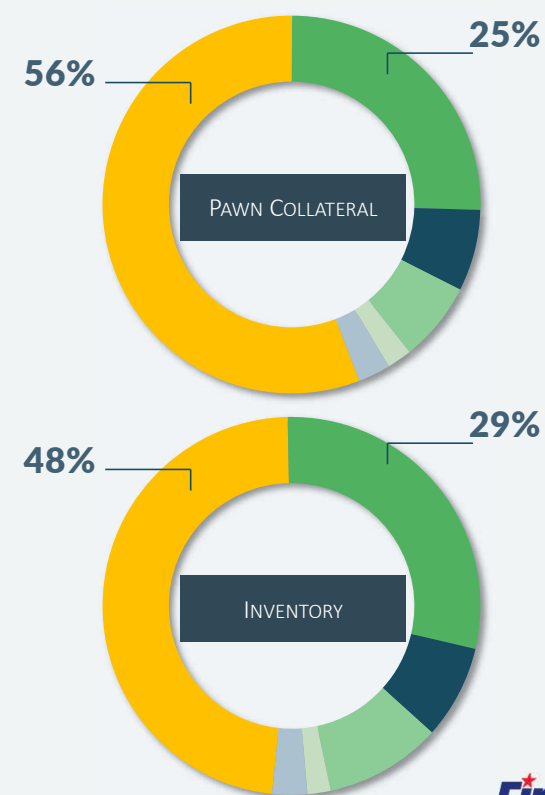
U.S. PAWN



LATAM PAWN



CONSOLIDATED PAWN



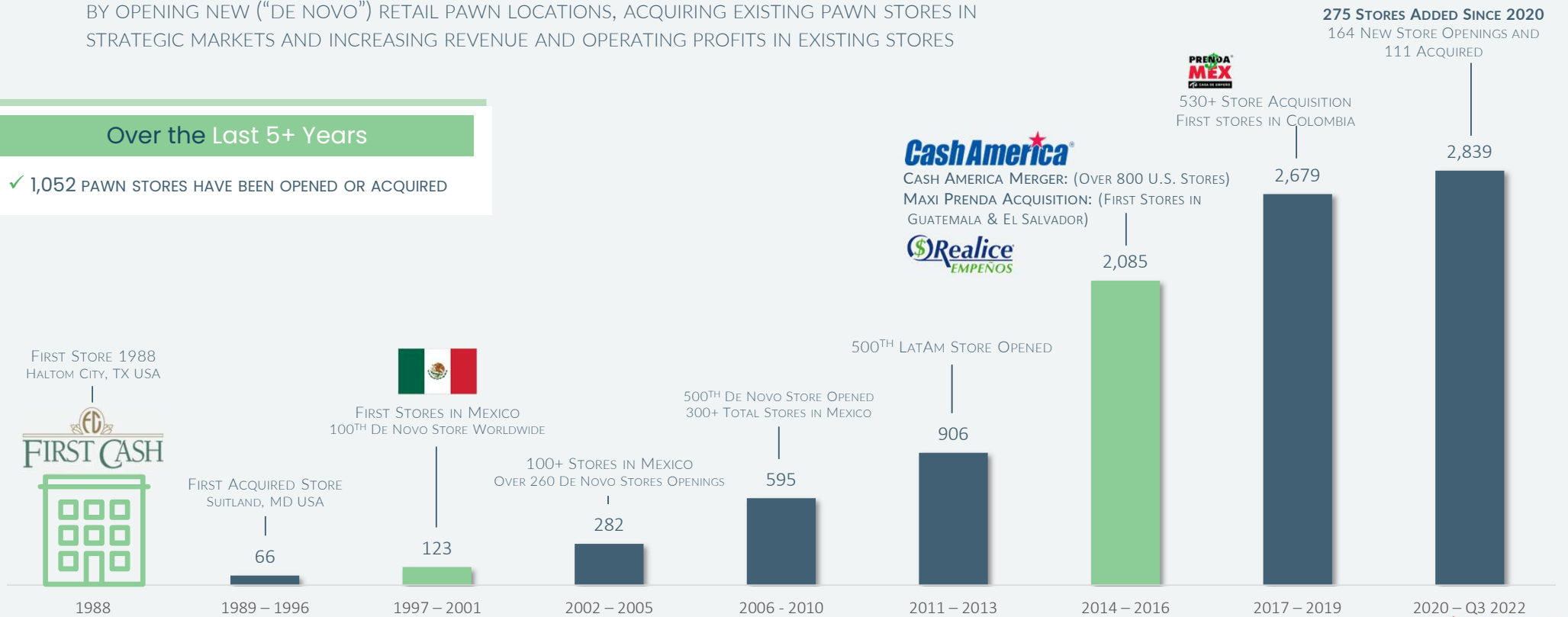


FirstCash Pawn Segment History

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 5+ Years

✓ 1,052 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



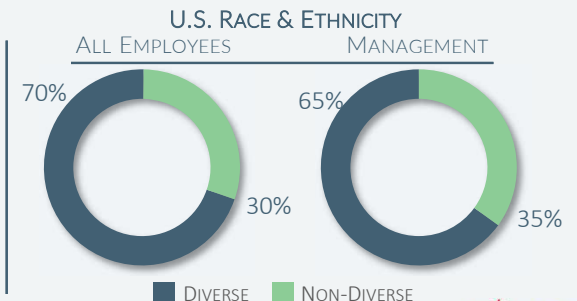
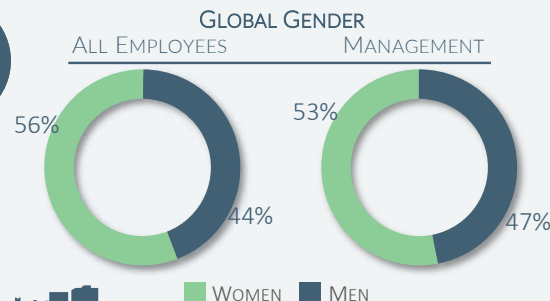
EMPLOYEE EMPOWERMENT

- **EMPLOYEE-TRAINING PROGRAMS** THAT PROMOTE CUSTOMER SERVICE AND PROFESSIONALISM
- **SPECIALIZED SKILL TRAINING PROGRAMS** IN LENDING PRACTICES, MERCHANDISE VALUATION AND REGULATORY COMPLIANCE
- **PROFIT SHARING 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



■ WOMEN ■ MEN

■ DIVERSE ■ NON-DIVERSE

— All Demographics as of December 31, 2021



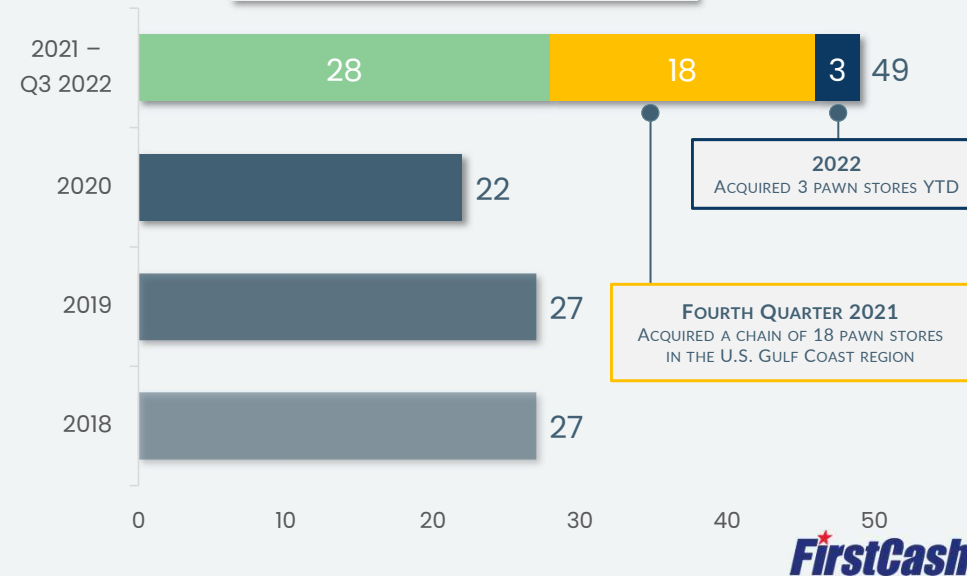
Domestic Pawn Segment

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)



FirstCash[®]

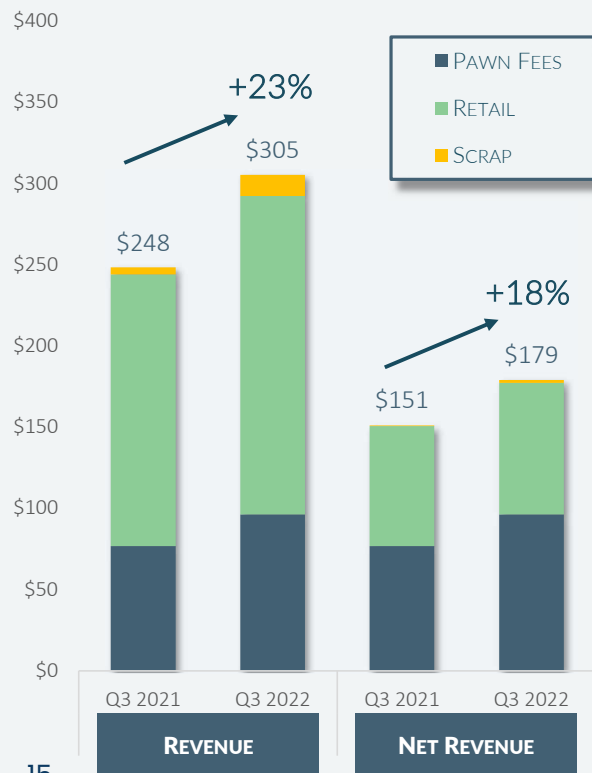




Q3 2022 U.S. Pawn Segment Highlights

SEGMENT REVENUE

— (\$ IN MILLIONS)



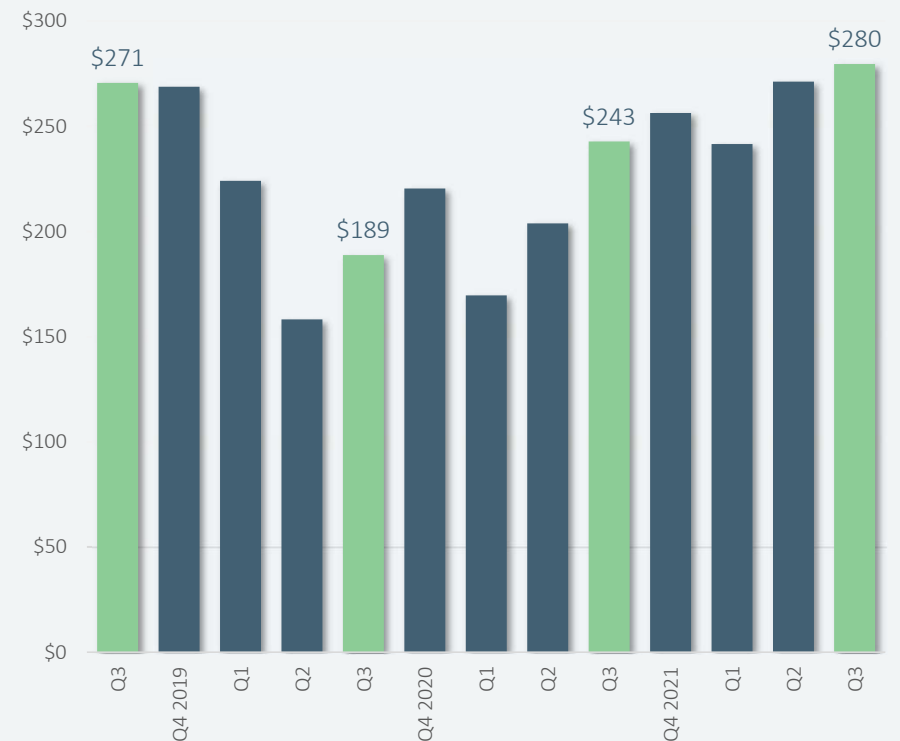
SEGMENT CONTRIBUTION

— (\$ IN MILLIONS)



TOTAL PAWN RECEIVABLES

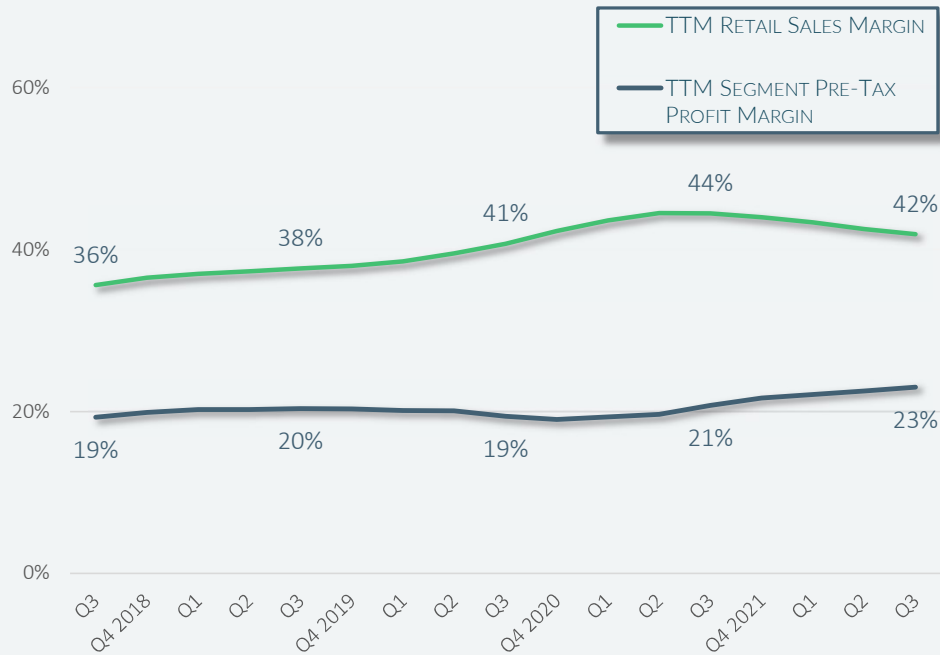
— (\$ IN MILLIONS)



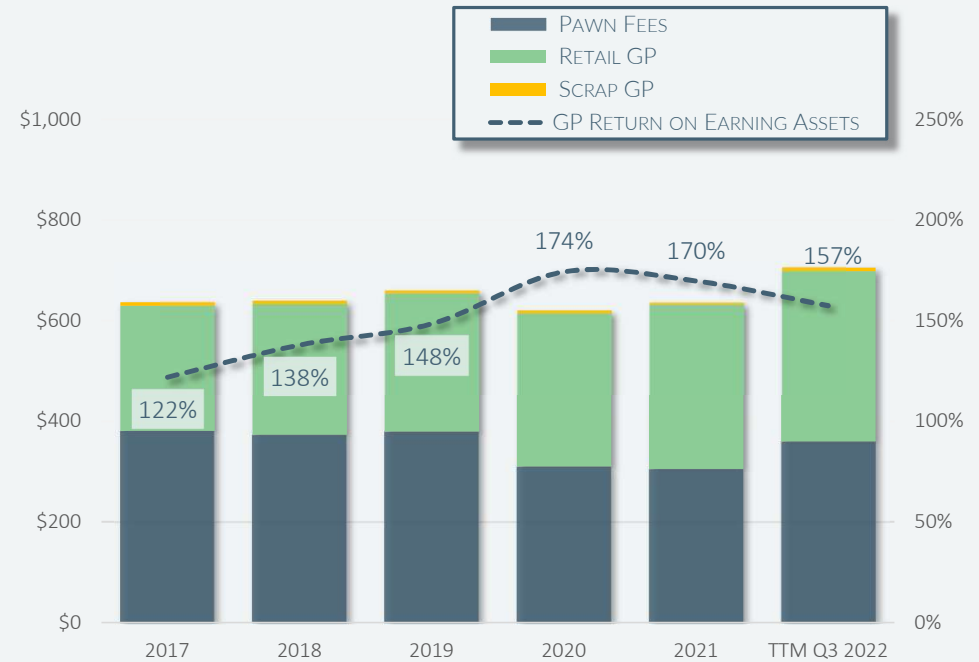


Q3 2022 U.S. Pawn Segment Highlights

Retail Sales Margin and Segment Profit Margin



Return on Earning Assets





Latin America Pawn Segment

— Mexico, Guatemala, Colombia and El Salvador



OVER 1,750 LATIN AMERICA LOCATIONS IN
FOUR COUNTRIES

- LATIN AMERICA CONTINUES TO BE THE SIGNIFICANT STORE GROWTH VEHICLE
- SUBSTANTIAL INFRASTRUCTURE AND CASH FLOWS TO ACCOMPLISH NEW ACQUISITIONS AND DE NOVO EXPANSION
- RUNWAY FOR CONTINUED STORE OPENINGS AND STRATEGIC ACQUISITIONS



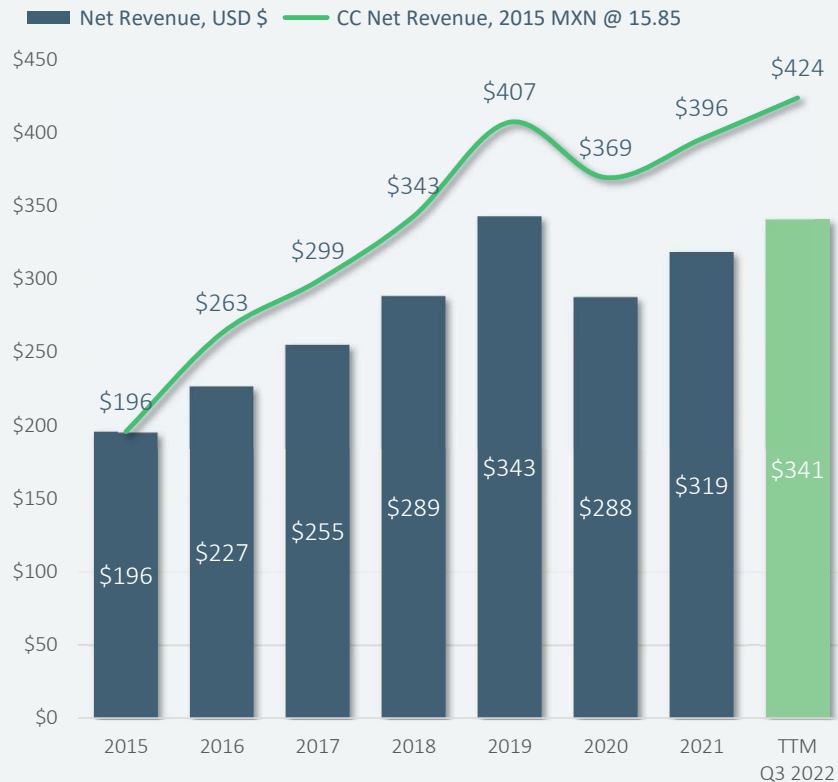
MONTERREY, NUEVO LEON
MEXICO

FirstCash

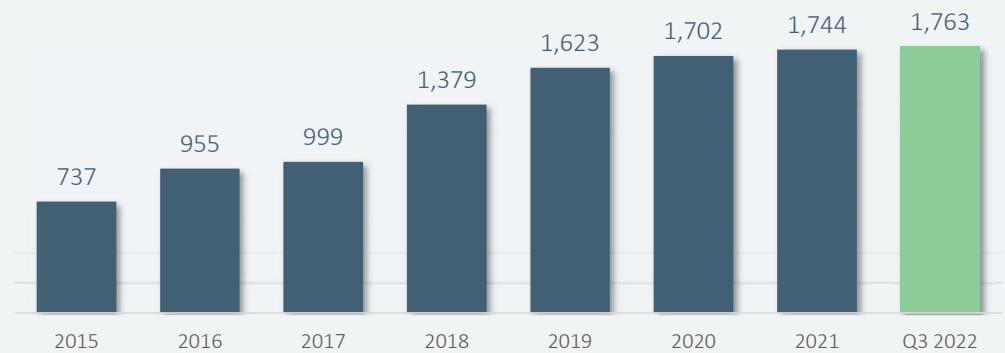
FirstCash LatAm Growth — Net Revenue and Store Count

NET REVENUE GROWTH

— (\$ IN MILLIONS)



STORE COUNT GROWTH

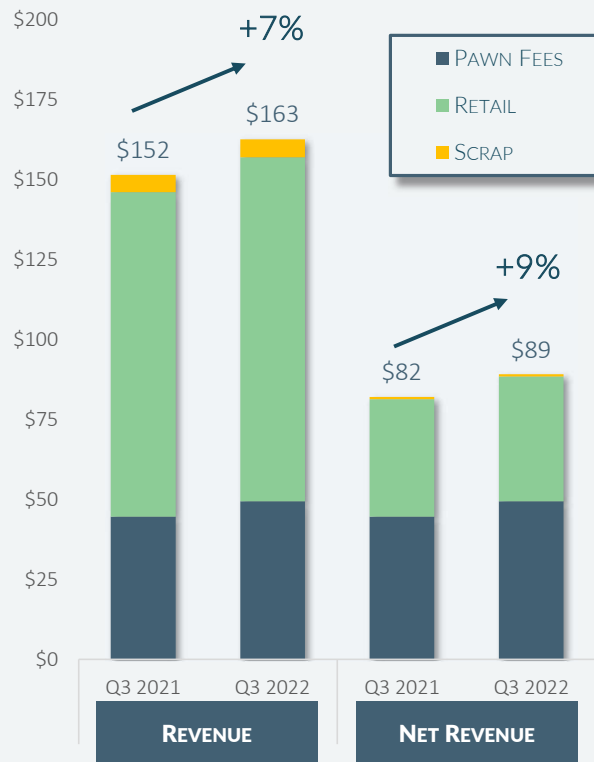




Q3 2022 LatAm Pawn Segment Highlights

SEGMENT REVENUE

— (\$ IN MILLIONS)



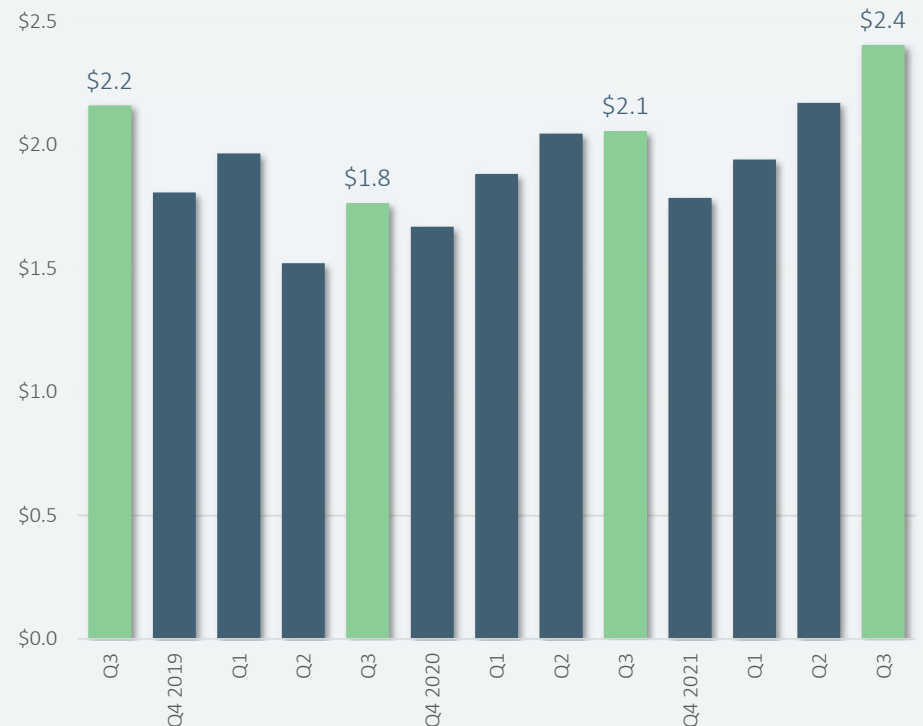
SEGMENT CONTRIBUTION

— (\$ IN MILLIONS)



MEXICO PAWN RECEIVABLES

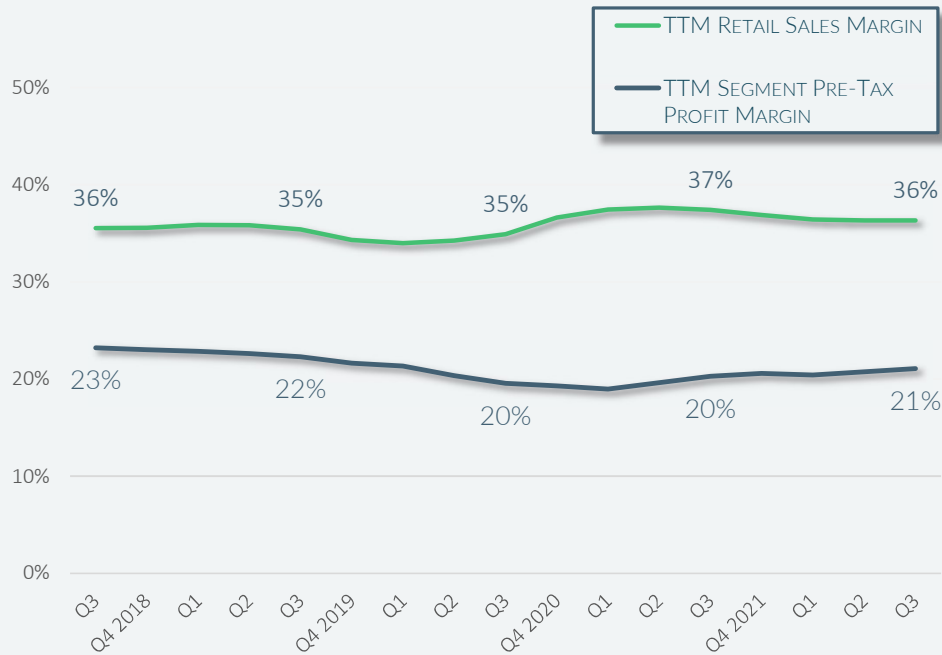
— (PESO \$ IN BILLIONS)



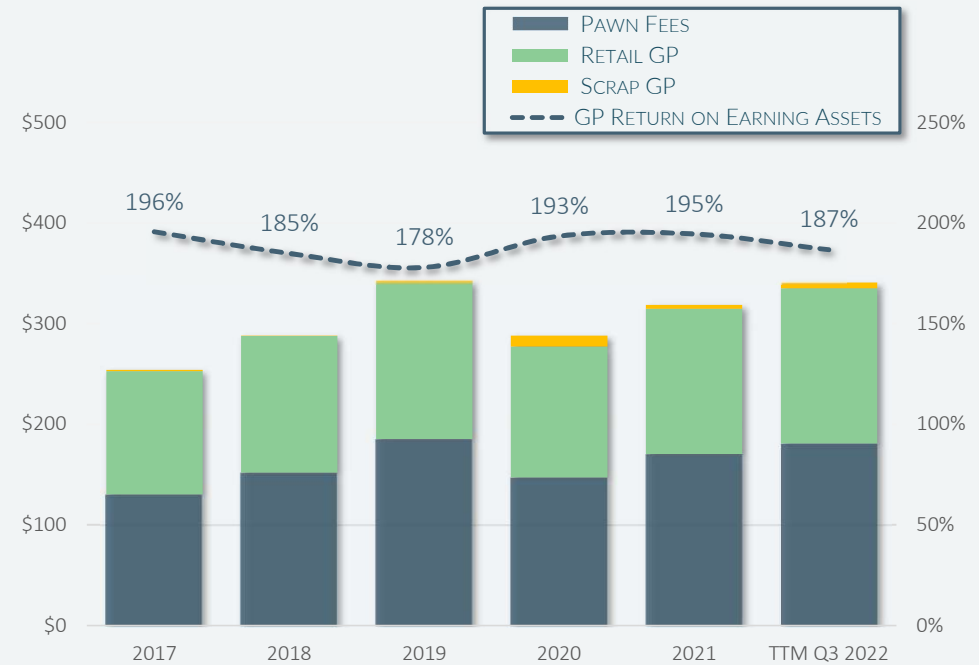


Q3 2022 LatAm Pawn Segment Highlights

Retail Sales Margin
and Segment Profit Margin



Return on Earning Assets





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

Retail POS Payment Solution Overview

PAYMENT SOLUTIONS FOR ALL 50 STATES

LEASE-TO-OWN

APPLY — IN STORE OR ONLINE



AVAILABLE AT OVER 8,600 MERCHANT PARTNER LOCATIONS

RETAIL INSTALLMENT

INSTANT DECISIONS — TOTAL TRANSPARENCY



DECISIONS ARE ISSUED QUICKLY UPON REVIEW OF APPLICATION

BANK LOANS

AUTO-PAYMENTS — PAY AS YOU GO



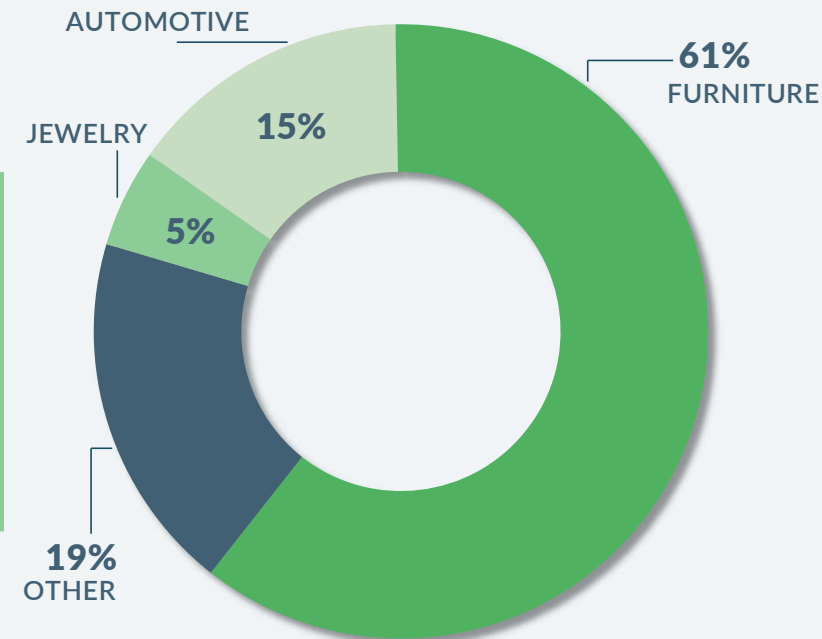
AUTO-PAY MANAGED ONLINE BY THE CUSTOMER

TAKE ITEMS HOME — SAME DAY!



CUSTOMERS TAKE ITEMS HOME SAME DAY OR ARRANGE FOR DELIVERY

ORIGINATIONS¹ BY PRODUCT CATEGORY



¹ 2021 proforma originations



Expanded Product Offerings Enhance FirstCash's Core Pawn Business



PROVIDES PRODUCT AND REVENUE DIVERSIFICATION
UTILIZING TECHNOLOGY DRIVEN PAYMENT SOLUTIONS



ADDED LTO PAYMENT OPTION TO ALL U.S. PAWN
STORES IN Q3 2022



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



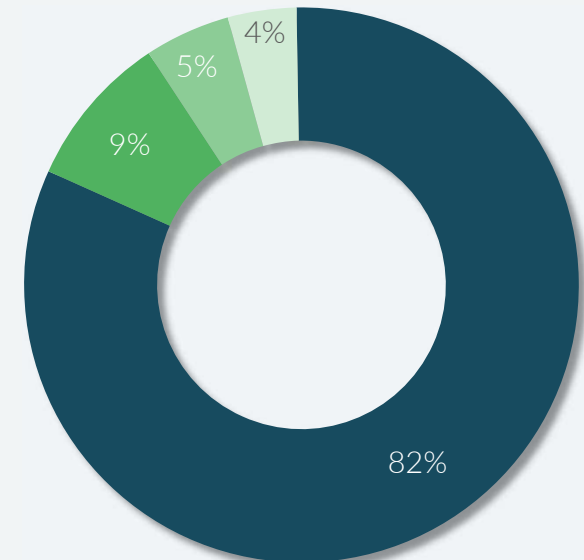
LONGER TERM, FIRSTCASH EXPECTS TO EXPLORE
OPPORTUNITIES FOR POTENTIAL LTO AND RETAIL
FINANCE PRODUCTS IN LATAM



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

CONSOLIDATED NET REVENUE (ADJUSTED)

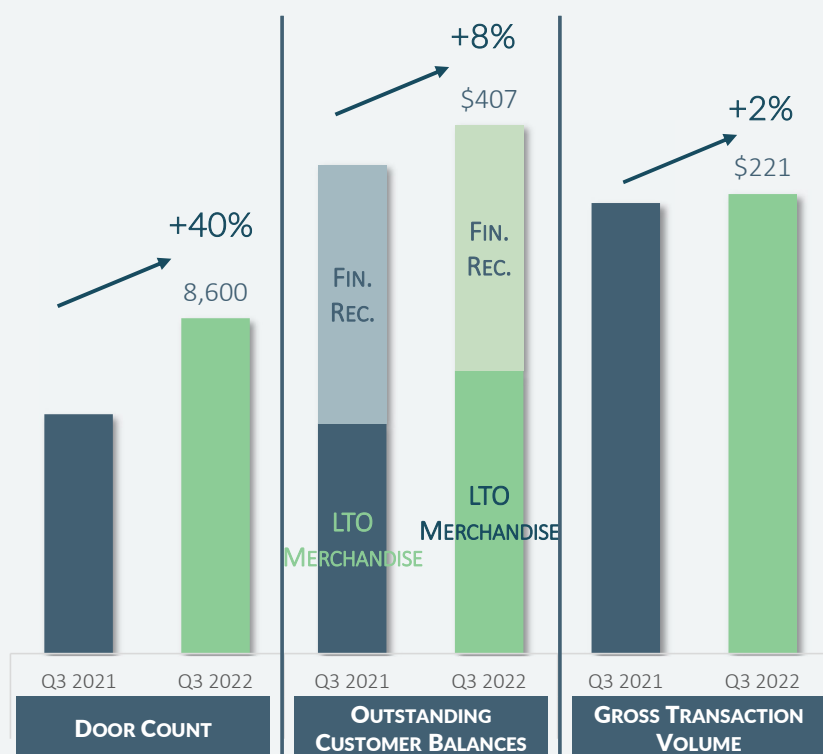
2022 COMPANY FORECAST



■ PAWN ■ LEASE-TO-OWN
■ RETAIL INSTALLMENT ■ BANK LOAN

Q3 2022 AFF POS Payment Solutions Segment Highlights

Q3 2022 POS Payment Solutions Segment Results — \$ IN MILLIONS



CONTINUED GROWTH

- AFF CONTINUED TO GROW MARKET SHARE IN THE RETAIL POS PAYMENT SOLUTIONS SPACE WITH A **40%** INCREASE IN DOOR COUNT

REVENUES

- SEGMENT REVENUES FROM LTO FEES AND CONSUMER FINANCE RECEIVABLES FOR THE THIRD QUARTER OF 2022 TOTALED \$207 MILLION ON A GAAP BASIS, OR \$214 MILLION ON AN ADJUSTED BASIS, WHICH EXCLUDES THE IMPACTS OF FAIR VALUE PURCHASE ACCOUNTING

PRE-TAX OPERATING INCOME

- SEGMENT PRE-TAX OPERATING INCOME FOR THE THIRD QUARTER OF 2022 TOTALED \$20 MILLION ON A GAAP BASIS, OR \$28 MILLION ON AN ADJUSTED BASIS, EXCLUDING NON-CASH PURCHASE ACCOUNTING IMPACTS



EVERETT, WASHINGTON
USA

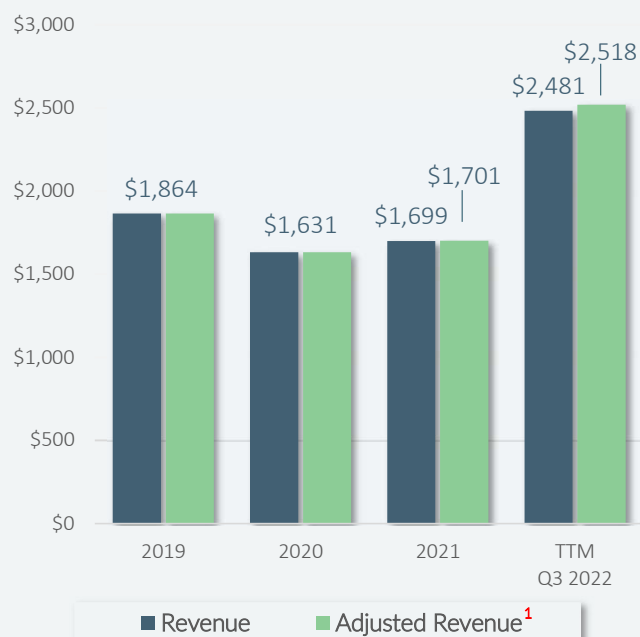
FINANCIAL HIGHLIGHTS



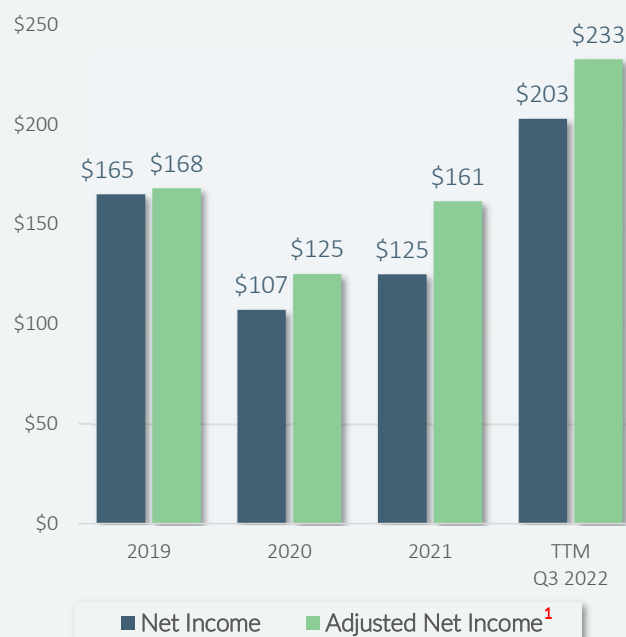
Consolidated Operating Results

— \$ in Millions, Except per Share Amounts

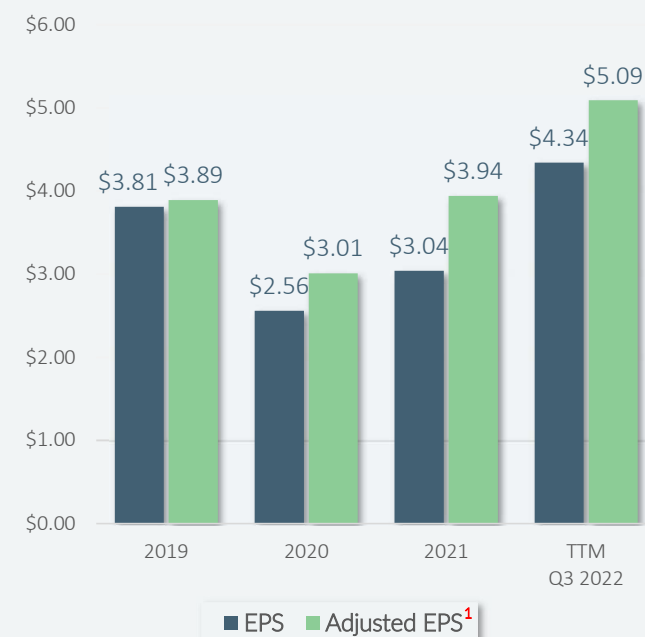
Revenue



Net Income



Earnings Per Share



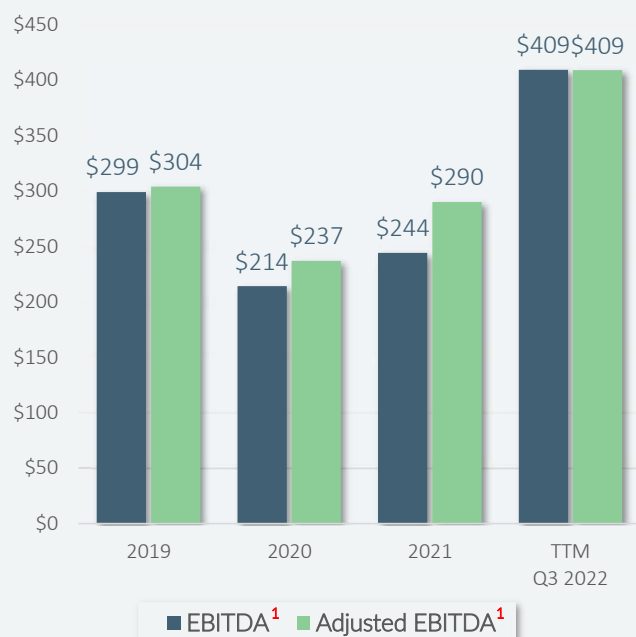
¹ Non-GAAP financial measure. See reconciliation of non-GAAP financial measures elsewhere in this presentation



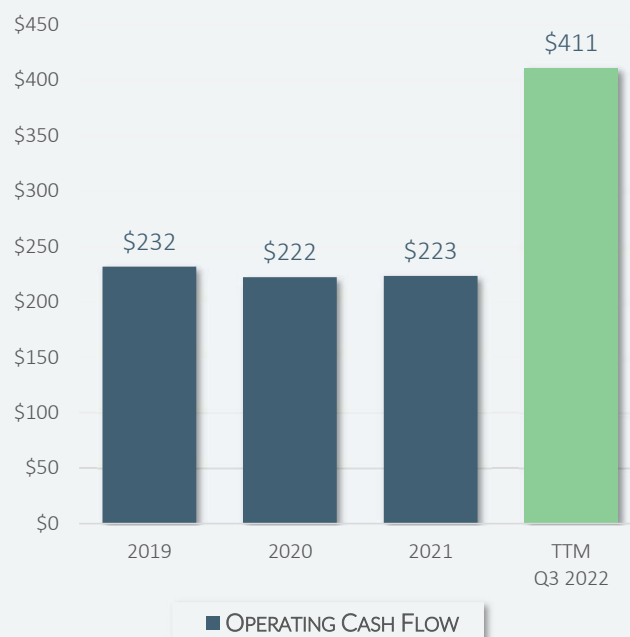
Consolidated Operating Results

— \$ in Millions

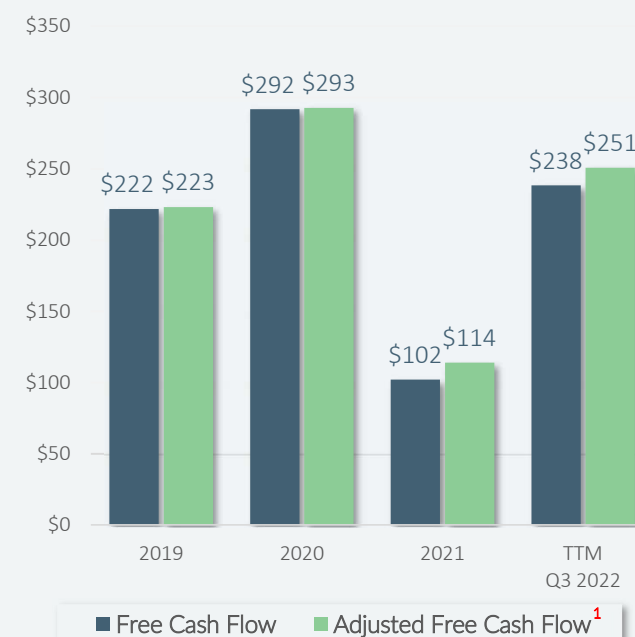
EBITDA



Operating Cash Flow



Free Cash Flow



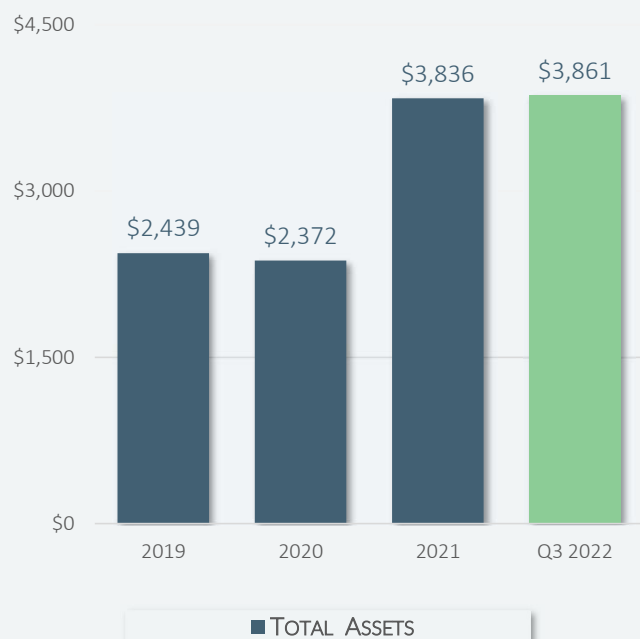
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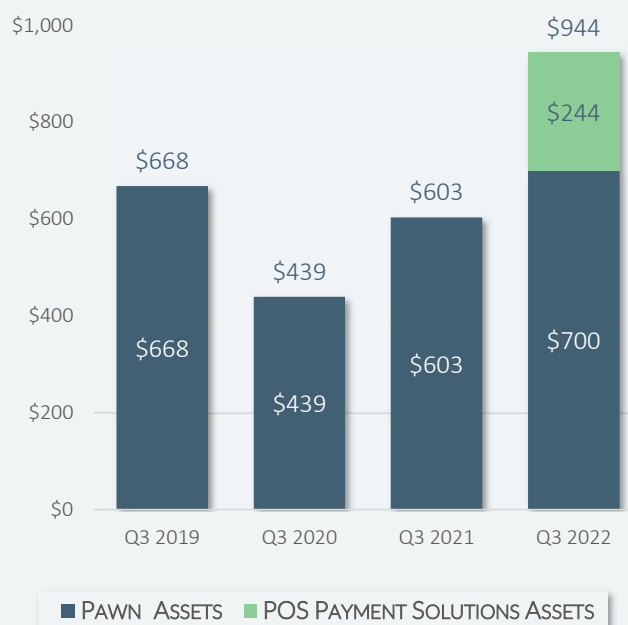
Consolidated Balance Sheet Highlights

— \$ in Millions

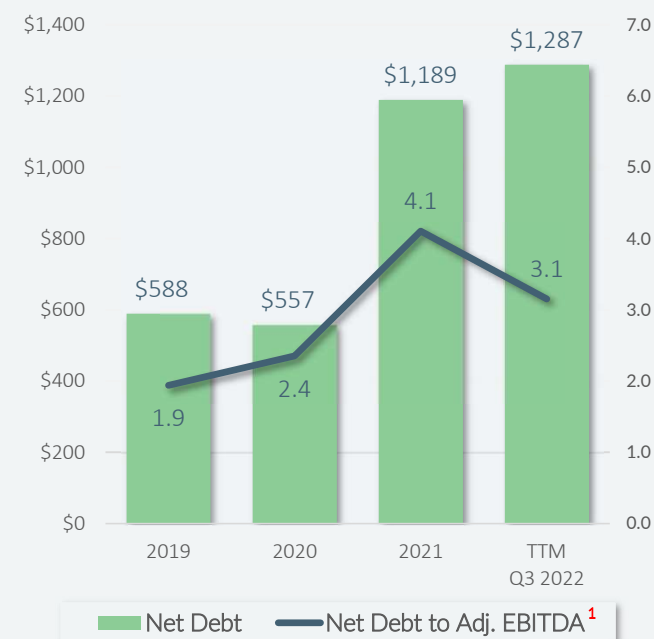
Total Assets



Earning Assets



Net Debt & Leverage Ratio

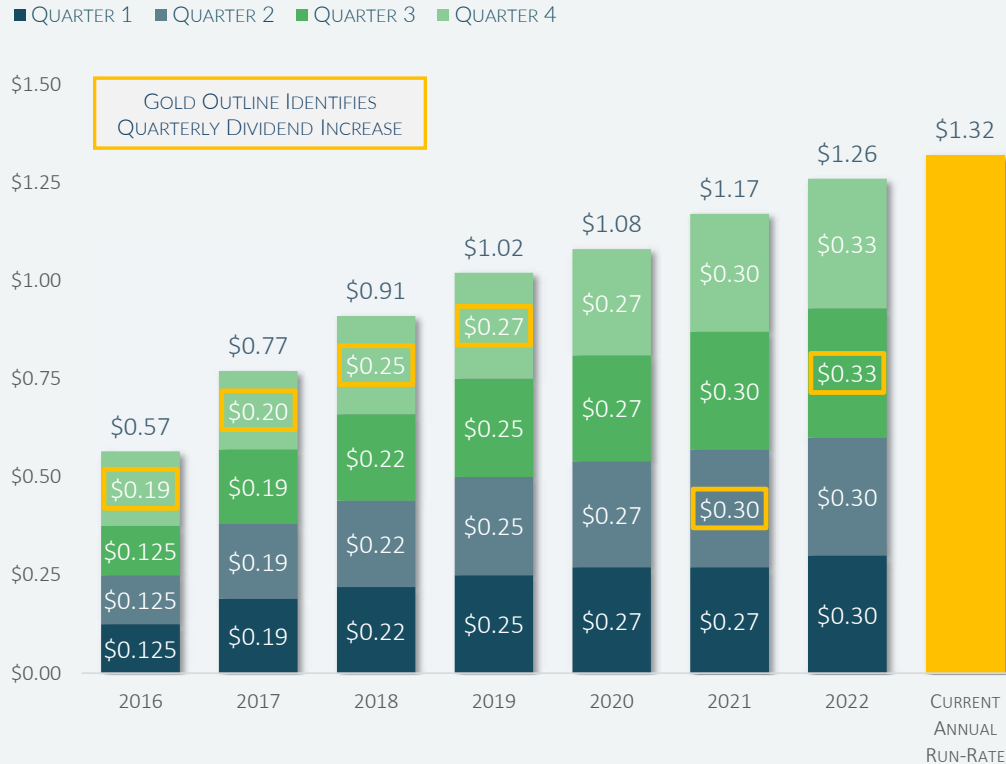


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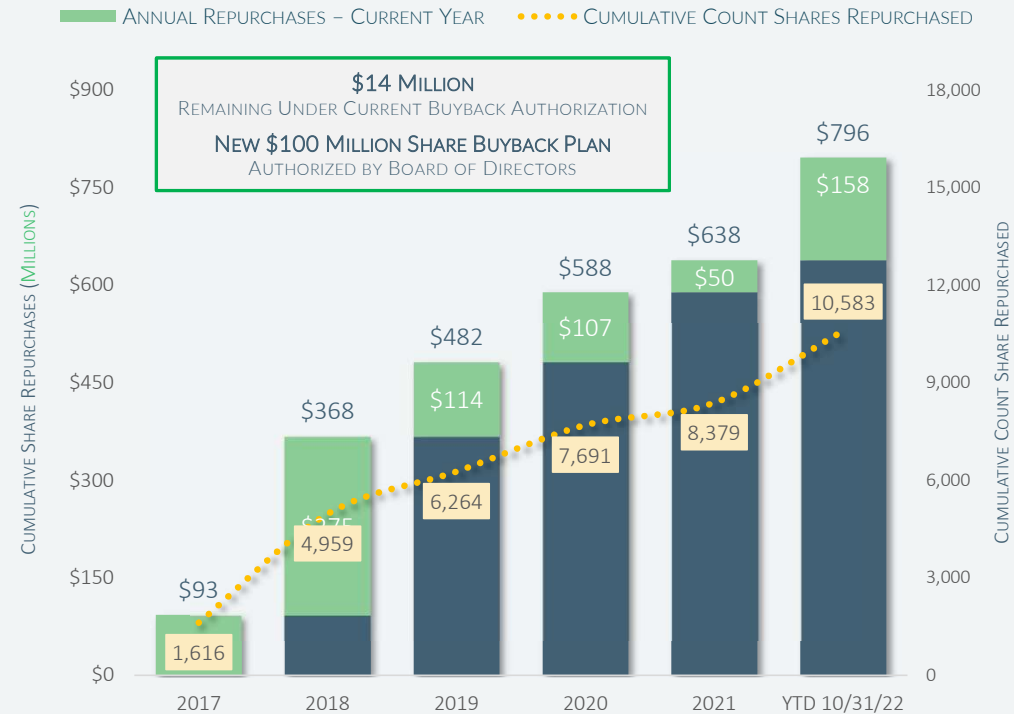


Cash Dividends & Share Repurchases

CASH DIVIDEND HISTORY

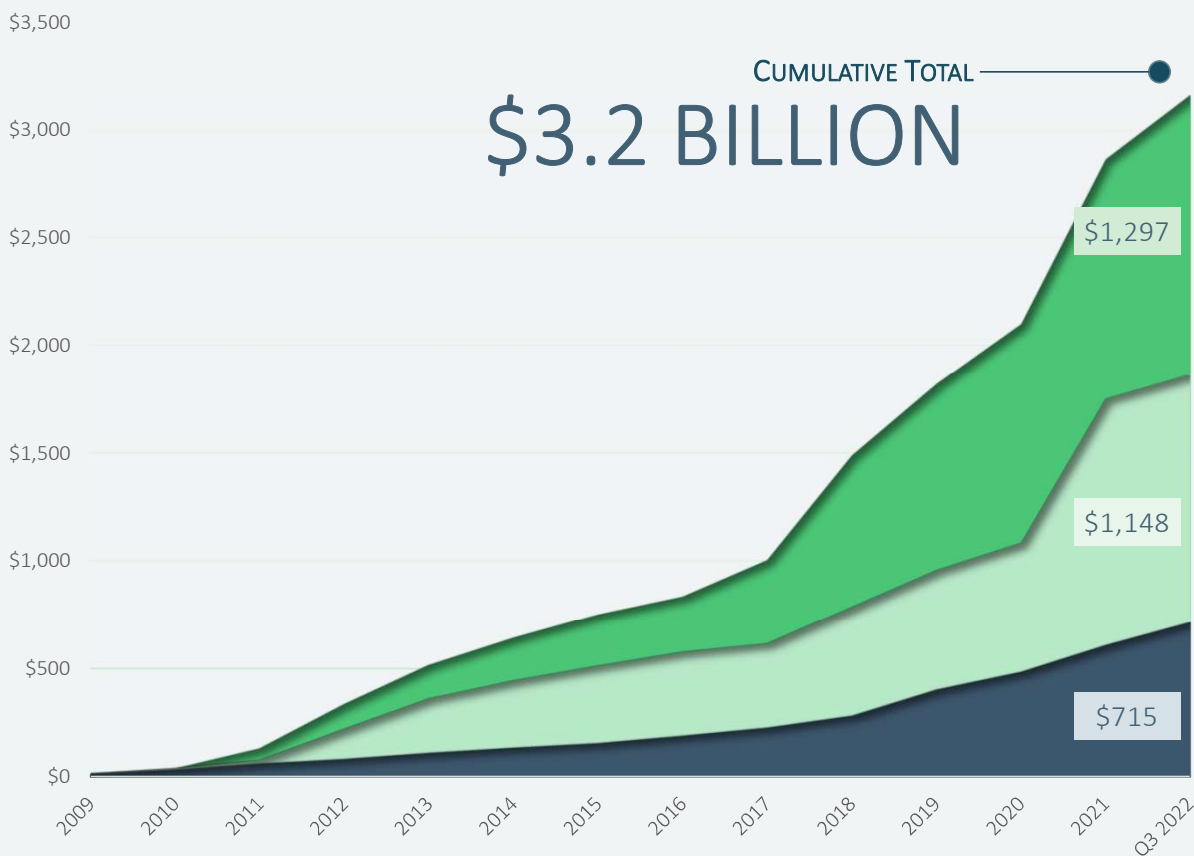


ACTIVE SHARE REPURCHASE PROGRAM



Growth Investments & Shareholder Payouts

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



STOCK REPURCHASES & DIVIDENDS

- 16 MILLION SHARES REPURCHASED
- \$278 MILLION IN CUMULATIVE DIVIDENDS PAID

ACQUISITION INVESTMENTS

- 286 PAWN STORES ACQUIRED IN U.S.
- 869 PAWN STORES ACQUIRED IN LATIN AMERICA
- \$462M CASH PORTION OF AFF ACQUISITION

CAPITAL EXPENDITURES

- 805 DE NOVO STORE OPENINGS
- 286 PROPERTIES PURCHASED (SINCE 2009)
- 292 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 PAWN FOCUSED BUSINESS MODEL, WITH LIMITED 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
- ADDITIONAL GROWTH EXPECTED FROM RETAIL POS PAYMENT SOLUTION REVENUES



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

	Y/E 2019	Y/E 2020	Y/E 2021	T12M Q3 2022
Net Income	\$164,618	\$106,579	\$124,909	\$202,800
Income Taxes	59,993	37,120	41,593	56,357
Depreciation and Amortization	41,904	42,105	45,906	90,670
Interest Expense	34,035	29,344	32,386	60,746
Interest Income	(1,055)	(1,540)	(696)	(1,380)
EBITDA	\$299,495	\$213,608	\$244,098	\$409,193
ADJUSTMENTS:				
Merger and Acquisition Expenses	1,766	1,316	15,449	15,897
Non-Cash Foreign Currency (Gain) Loss Related to Lease liability	(933)	1,249	644	(72)
AFF Purchase Accounting Adjustments, Net ¹	—	—	43,362	87,956
Gain on Revaluation of Contingent acquisition consideration	—	—	(17,871)	(100,660)
Other Expenses (Income), Net	3,454	9,064	949	(3,412)
Loss on Extinguishment of Debt	—	11,737	—	—
ADJUSTED EBITDA	\$303,782	\$236,974	\$289,631	\$408,902

¹ Excludes \$2.1 million and \$44.6 million of amortization expense related to identifiable intangible assets as a result of the AFF acquisition for the trailing twelve months ended December 31, 2021 and September 30, 2022, respectively, which is included in the add back of depreciation and amortization to net income used to calculate EBITDA.

	Y/E 2019	Y/E 2020	Y/E 2021	T12M Q3 2022
Total Revenue, as Reported	\$1,864,439	\$1,631,284	\$1,698,965	\$2,481,372
AFF Purchase Accounting Adjustments	0	0	2,112	36,910
ADJUSTED TOTAL REVENUE	\$1,864,439	\$1,631,284	\$1,701,077	\$2,518,282
	Y/E 2019	Y/E 2020	Y/E 2021	T12M Q3 2022
Cash Flow From Operating Activities	\$231,596	\$222,264	\$223,304	\$411,252
Cash Flow From Investing Activities:				
Pawn Loans, Net ²	21,650	105,418	(73,340)	(77,410)
Finance Receivables, Net	12,756	1,590	(5,844)	(55,478)
Purchase of Furniture, Fixtures, Equipment and Improvements	(44,311)	(37,543)	(42,022)	(40,044)
FREE CASH FLOW	\$221,691	\$291,729	\$102,098	\$238,320
Merger and Acquisition Expenses Paid, Net of Tax Benefit	1,276	991	11,872	12,239
ADJUSTED FREE CASH FLOW	\$222,967	\$292,720	\$113,970	\$250,559

² 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.

Reconciliations of Non-GAAP Financial Measures to GAAP Financial Measures (cont.)

	YEAR ENDED DECEMBER 31,						T12M	
	2019		2020		2021		Q3 2022	
	DOLLARS	PER SHARE	DOLLARS	PER SHARE	DOLLARS	PER SHARE	DOLLARS	PER SHARE
Net Income and Diluted Earnings per Share, as Reported	\$164,618	\$3.81	\$106,579	\$2.56	\$124,909	\$3.04	\$202,800	\$4.34
ADJUSTMENTS, NET OF TAX:								
Merger and Acquisition Expenses	1,276	0.03	991	0.02	11,872	0.29	12,239	0.30
Non-Cash Foreign Currency (Gain) Loss Related to Lease Liability	(653)	(0.01)	874	0.02	451	0.01	(50)	(0.01)
AFF Purchase Accounting Adjustments, Net	—	—	—	—	37,278	0.91	102,050	2.27
Gain on Revaluation of Contingent Acquisition Consideration	—	—	—	—	(13,761)	(0.33)	(81,844)	(1.76)
Other Expenses (Income), Net	2,659	0.06	7,672	0.19	730	0.02	(2,628)	(0.05)
Loss on Extinguishment of Debt	—	—	9,037	0.22	—	—	—	—
ADJUSTED NET INCOME	\$167,900	\$3.89	\$125,153	\$3.01	\$161,479	\$3.94	\$232,567	\$5.09

	AS OF SEPTEMBER 30, 2022		
	AS REPORTED (GAAP)	ADJUSTMENTS	ADJUSTED (NON-GAAP)
Leased Merchandise, Before Allowance for Lease Losses ¹	\$210,703	\$6,709	\$217,412
Less Allowance for Lease Losses	(78,020)	(7,610)	(85,630)
LEASED MERCHANDISE, NET²	\$132,683	(\$901)	\$131,782

¹ As reported acquired leased merchandise was recorded at fair value (which includes estimates for charge-offs) in conjunction with purchase accounting. Adjustment represents the difference between the original depreciated cost and fair value of the remaining acquired leased merchandise.

² Includes \$0.6 million of intersegment transactions related to U.S. pawn stores offering AFF's LTO payment solution as a payment option in its stores that are eliminated upon consolidation.

	AS OF SEPTEMBER 30, 2022		
	AS REPORTED (GAAP)	ADJUSTMENTS	ADJUSTED (NON-GAAP)
Finance Receivables, Before Allowance for Loan Losses ³	\$190,358	(\$7,858)	\$182,500
Less Allowance for Loan Losses	(78,413)	—	(78,413)
FINANCE RECEIVABLES, NET	\$111,945	(\$7,858)	\$104,087

³ As reported acquired finance receivables was recorded at fair value in conjunction with purchase accounting. Adjustment represents the difference between the original amortized cost basis and fair value of the remaining acquired finance receivables.



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 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 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, INCLUDING THE COMPANY'S TRANSACTION EXPENSES INCURRED IN CONNECTION WITH ITS ACQUISITION OF AFF AND THE IMPACTS OF PURCHASE ACCOUNTING WITH RESPECT TO THE AFF ACQUISITION, IN ORDER TO ALLOW MORE ACCURATE COMPARISONS OF THE

FINANCIAL RESULTS TO PRIOR PERIODS. IN ADDITION, THE COMPANY DOES NOT CONSIDER THESE MERGER AND ACQUISITION EXPENSES TO BE RELATED TO THE ORGANIC OPERATIONS OF THE ACQUIRED BUSINESSES OR ITS CONTINUING OPERATIONS, AND SUCH EXPENSES ARE GENERALLY NOT RELEVANT TO ASSESSING OR ESTIMATING THE LONG-TERM PERFORMANCE OF THE ACQUIRED BUSINESSES. MERGER AND ACQUISITION EXPENSES INCLUDE INCREMENTAL COSTS DIRECTLY ASSOCIATED WITH MERGER AND ACQUISITION ACTIVITIES, INCLUDING PROFESSIONAL FEES, LEGAL EXPENSES, SEVERANCE, RETENTION AND OTHER EMPLOYEE-RELATED COSTS, CONTRACT BREAKAGE COSTS AND COSTS RELATED TO THE CONSOLIDATION OF TECHNOLOGY SYSTEMS AND CORPORATE FACILITIES, AMONG OTHERS.

THE COMPANY HAS CERTAIN LEASES IN MEXICO WHICH ARE DENOMINATED IN U.S. DOLLARS. THE LEASE LIABILITY OF THESE U.S. DOLLAR DENOMINATED LEASES, WHICH IS CONSIDERED A MONETARY LIABILITY, IS REMEASURED INTO MEXICAN PESOS USING CURRENT PERIOD EXCHANGE RATES, RESULTING IN THE RECOGNITION OF FOREIGN CURRENCY EXCHANGE GAINS OR LOSSES. THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL MEASURES TO EXCLUDE THESE REMEASUREMENT GAINS OR LOSSES 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.

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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