

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

November 2, 2017
(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 76102
(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))

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. has made available on its corporate website (ir.firstcash.com) its most recent investor presentations. These presentations are included herein as Exhibits 99.1 and 99.2.

The information provided in this Item 7.01 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](#)
- 99.2 [FirstCash, Inc. Analyst And Banker Day Presentation](#)

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: November 2, 2017

FIRSTCASH, INC.

(Registrant)

/s/ R. DOUGLAS ORR

R. Douglas Orr

Executive Vice President and Chief Financial Officer

(As Principal Financial and Accounting Officer)



FirstCash[®]
INVESTOR PRESENTATION

NOVEMBER 2017

FORWARD LOOKING STATEMENTS

“This release 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 “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.

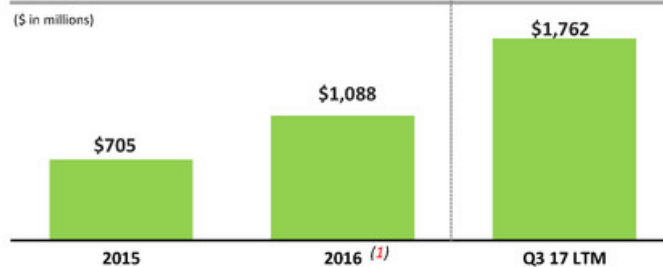
These forward-looking statements are made to provide the public with management’s current assessment of the Company’s business. Although the Company believes the expectations reflected in forward-looking statements are reasonable, there can be no assurances such expectations will prove to be accurate. 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 release. Such factors may include, without limitation, the risks, uncertainties and regulatory developments discussed and described in (i) the Company’s 2016 annual report on Form 10-K filed with the Securities and Exchange Commission (the “SEC”) on March 1, 2017, including the risks described in Part 1, Item 1A, “Risk Factors” thereof, (ii) the Company’s quarterly report on Form 10-Q filed with the SEC on November 1, 2017, including the risks described in Part II, Item 1A, “Risk Factors” thereof, and (iii) the 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 release speak only as of the date of this release, 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 AT A GLANCE

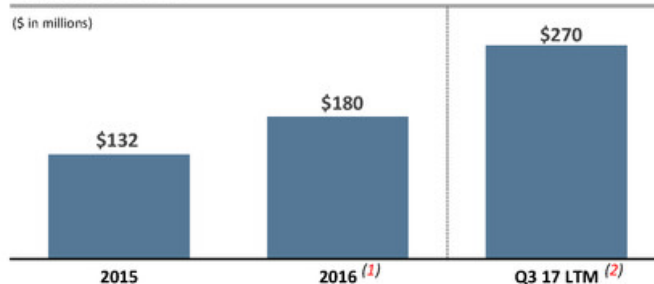
Overview

- A leading pawn operator with over 2,100 store locations in 26 U.S. states and Latin America, including Mexico, Guatemala and El Salvador
- Retailer of pre-owned consumer products including:
 - Consumer electronics & appliances
 - Jewelry, diamonds & watches
 - Power tools, musical instruments & sporting goods
- Source of small, short-term pawn loans
 - Fully collateralized
 - No collections / credit reporting
- Attractive industry dynamics
 - Steady demand across economic cycles – recession resistant
 - Customer base is underserved – most lenders don't offer loans of \$150 or less
 - Stable regulatory environment

Revenue



Adjusted EBITDA ⁽²⁾



¹ Merger with Cash America closed on September 1, 2016. Includes Cash America results for the last four months of 2016.

² See "Non-GAAP disclaimer" and the Appendix hereto.

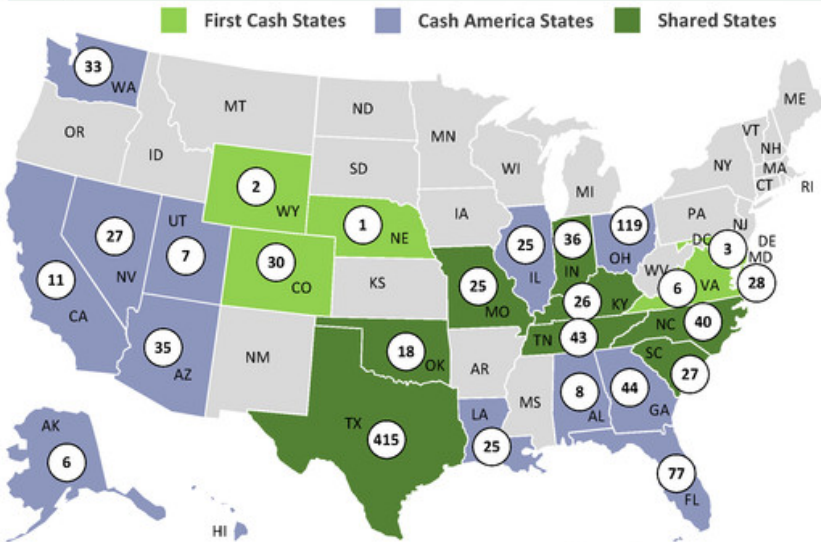
Source: Company filings.

LARGEST PAWN OPERATOR IN THE AMERICAS

Combined entity has over 2,100 stores

- 1,117 stores across 26 states in the U.S. with 989 stores in Latin America

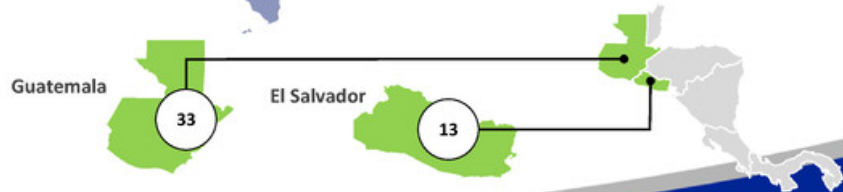
U.S. operations – 26 states



Mexico operations – all states

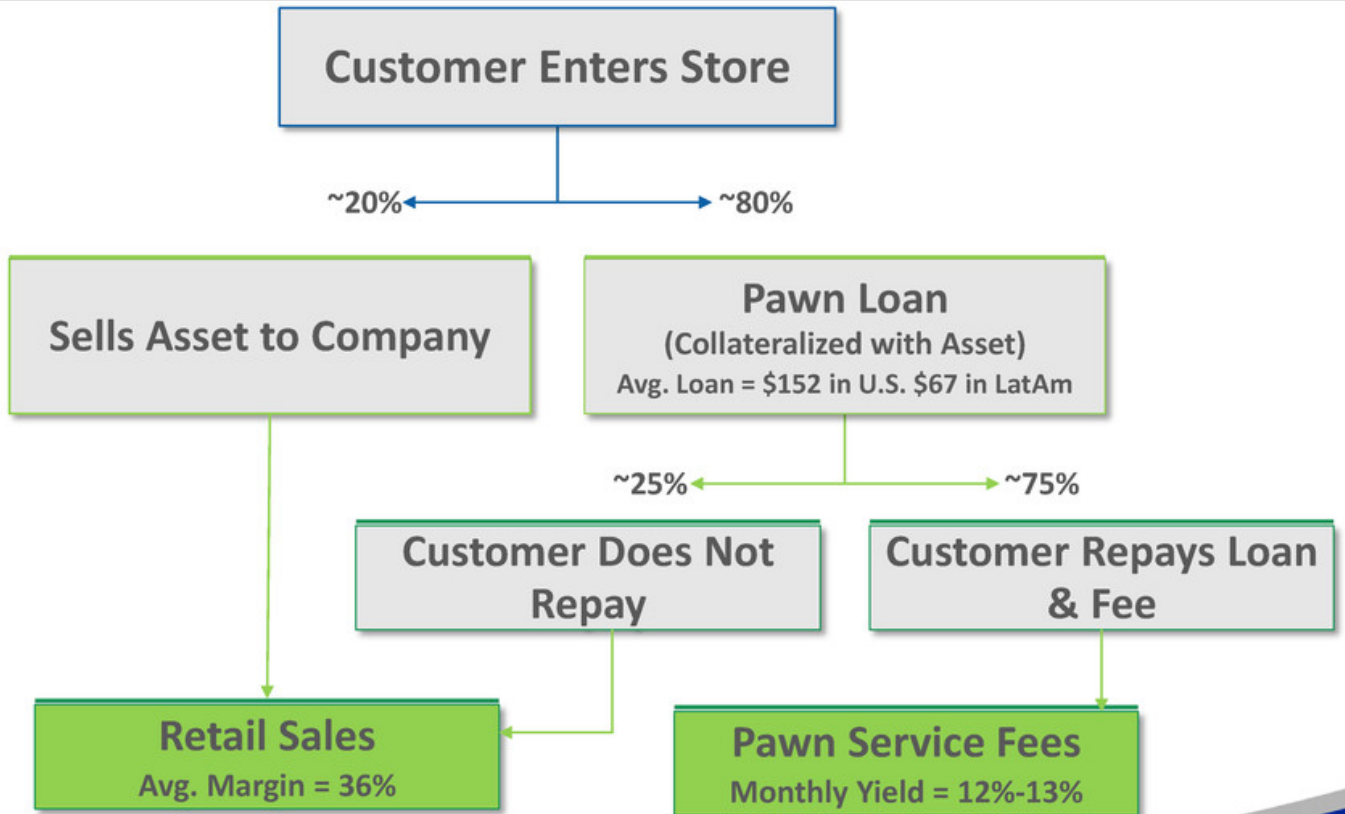


Central America operations



Note: As of 9-30-17

PAWN TRANSACTION CYCLE

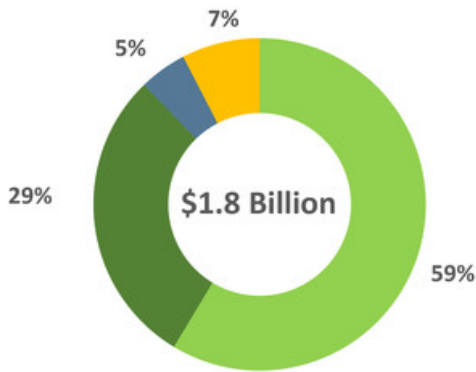


Note: As of 9/30/2017

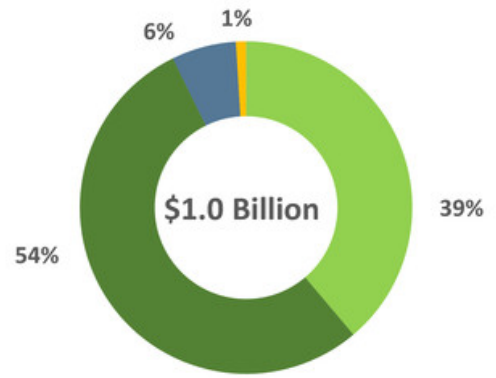
PRODUCT MIX

Last Twelve Months (LTM)

Total Revenue



Net Revenue



Gross Margin:

■ Retail Sales

36%

■ Pawn Fees

100%

■ Consumer Loans / Credit Services Fees

73%

■ Scrap Jewelry Sales

7%

Note: As of 9/30/2017

LIMITED IMPACT FROM INTERNET COMPETITION

- **Collateral requirements generally limit internet pawn lending to high value jewelry items**
 - In addition, internet lending platforms require customer to have a bank account
- **Most of our retail sales are made to our core customer base in their local markets**
 - Customers have limited access to credit to fund purchases of larger ticket items such as electronics, jewelry and appliances
 - Our in-store layaway programs are a significant draw for these customers
 - For many customers the lack of credit card/bank account makes it difficult for them to buy from online retailers
 - Internet fulfillment of unboxed merchandise is challenging for many large items such as electronics and appliances

RECAP OF CASH AMERICA MERGER

Transaction Overview (September 2016)

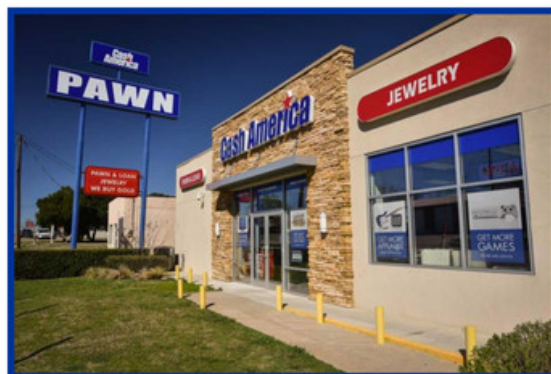
- 100% stock-for-stock tax free transaction, which creates \$2.4bn market capitalization pawn operator (\$1.4bn for FCFS, \$1.0bn for CSH)
- 0.840x FCFS shares for each CSH share
- Merged company renamed FirstCash, Inc. and headquartered in Fort Worth, Texas

Compelling Strategic Benefits

- Enhanced scale and geographic reach: creates leading operator of more than 2,100 retail pawn stores in the United States and Latin America with operations in four countries
- Strong cash flow and financial flexibility
 - Financial strength to enhance expansion plans in growing Latin American market
 - Leverage neutral transaction where synergies will significantly improve the credit profile of the business
- Proven leadership team with successful integration track record

Compelling Financial Benefits

- Financially attractive transaction to both companies' shareholders



INTEGRATION UPDATE

Corporate Office

- Completed headquarters consolidation of the First Cash Arlington, Texas operations into Cash America owned building in Fort Worth, Texas in Q1 2017
- Expect to reduce existing footprint in Fort Worth office and increase leasable space for income generating tenants
- Significant opportunities to consolidate corporate expenses and support functions

Stores

- Maintain existing large format footprints
- Maintain established First Cash and Cash America “brands” in local markets
- Integrate operations management over time
- Creates “tuck-in” acquisition opportunities in 25 states

Technology

- Standardize store operations on the FirstCash FirstPawn POS platform
- Complete integration of store POS systems expected by late 2017
- Consolidation of back office finance, HR and other support functions to follow

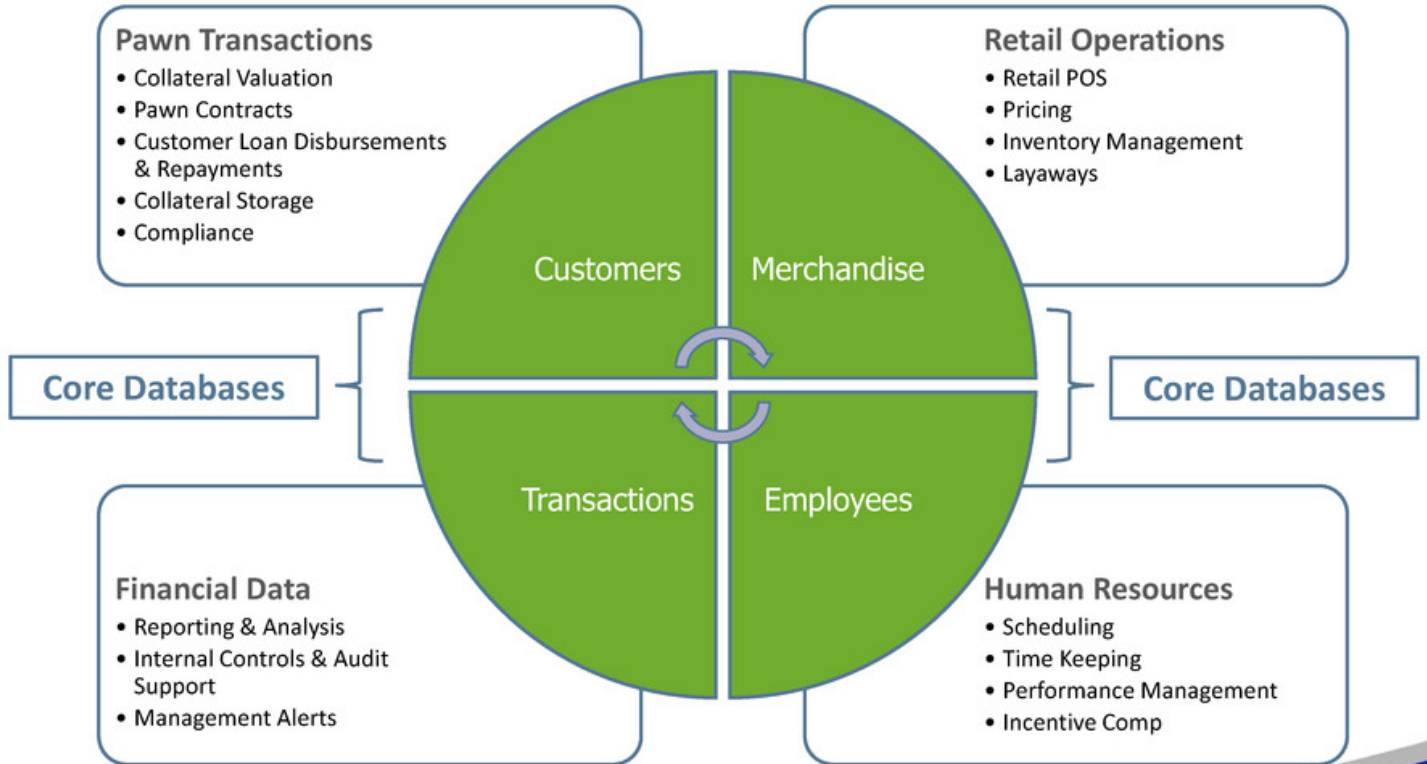
SIGNIFICANT SYNERGIES DRIVE ADDITIONAL ACCRETION

	Estimated Amounts	Achieved to Date	Expected Opportunities
Annual Operating Cost Synergies	<ul style="list-style-type: none"> • ~\$45 million primarily from technology, finance and other administrative synergies achieved by Mid 2018 • Minimal store closings 	<ul style="list-style-type: none"> • \$12 million achieved in 2016 • Expect to achieve \$35 – \$38 million in 2017 	<ul style="list-style-type: none"> • ~\$45 million of run rate synergies expected to be achieved by Mid 2018
Annual Depreciation and Amortization Savings	<ul style="list-style-type: none"> • ~\$17 – \$20 million primarily from technology platform synergies 	<ul style="list-style-type: none"> • \$20 million ⁽¹⁾ 	<ul style="list-style-type: none"> • Complete
One-Time Integration Costs	<ul style="list-style-type: none"> • Up to ~\$28 million 	<ul style="list-style-type: none"> • \$19 million incurred to date 	<ul style="list-style-type: none"> • Total costs expected to be below \$28 million • To be completed by 2018

¹ Based on annualizing CSH's D&A from Q3 2017 and comparing to full year 2015.

FIRSTPAWN TECHNOLOGY PLATFORM

Proven, Propriety Pawn Store Operating System



TECHNOLOGY INTEGRATION PLAN

All Stores Will Standardize On The FirstCash FirstPawn System by Year-End

Benefits at the store

- Improved transaction times and system reliability
- Proprietary real-time pricing look-ups to determine optimum loan-to-value ratio
- Improved on-demand reporting of key performance indicators
- Reduced store-level costs for hardware and data networking

Corporate benefits

- Reduced support and maintenance costs
- Reduced development costs
- Streamlined back-office connectivity

Conversion of 673 or 84% of stores completed as of 9/30/2017

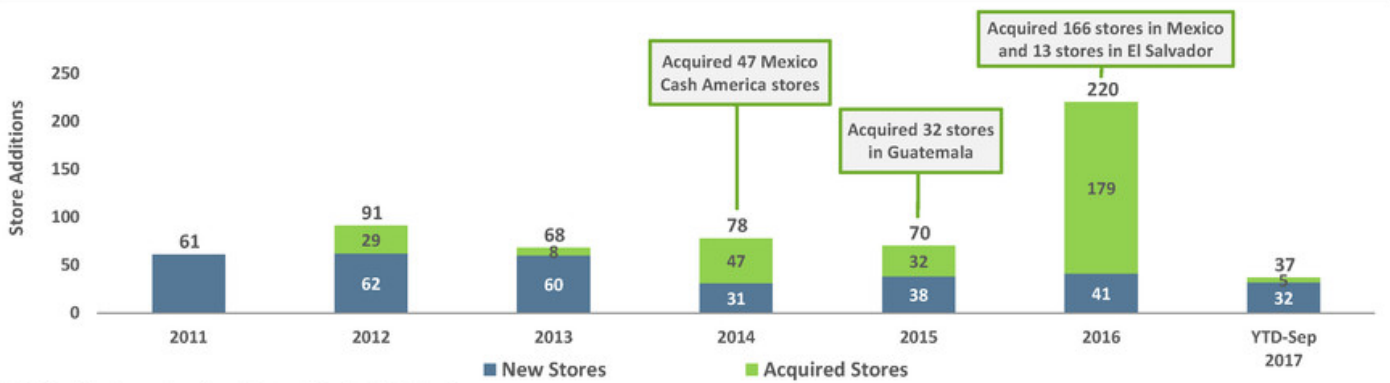
- South Carolina, North Carolina, Oklahoma, Missouri, Kentucky, Texas, Tennessee, Indiana, Florida, Alabama, Nevada, Utah, Arizona, Washington, Alaska, Illinois, Louisiana and Georgia successfully transitioned; Ohio in progress
- Remaining conversions expected to be completed by late 2017

LATIN AMERICA OPERATIONS

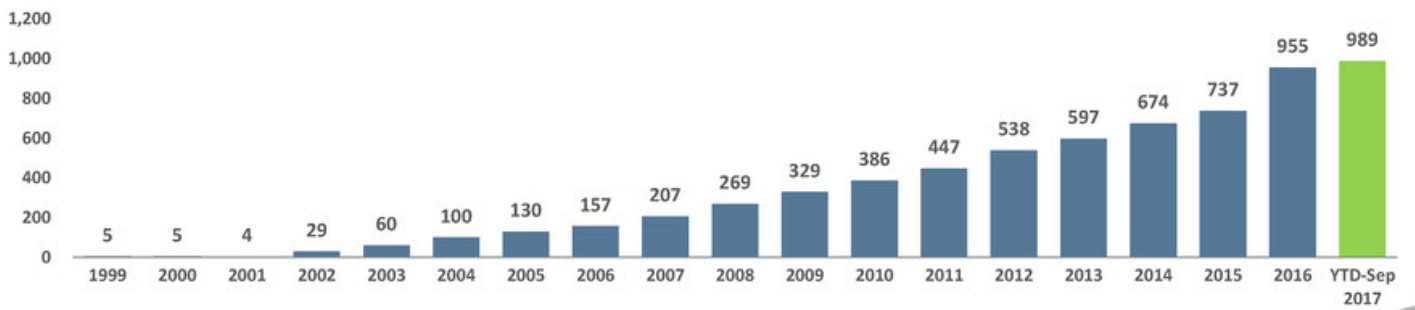
FirstCash[®]

989 LATIN AMERICA LOCATIONS

Latin American Store Additions by Year

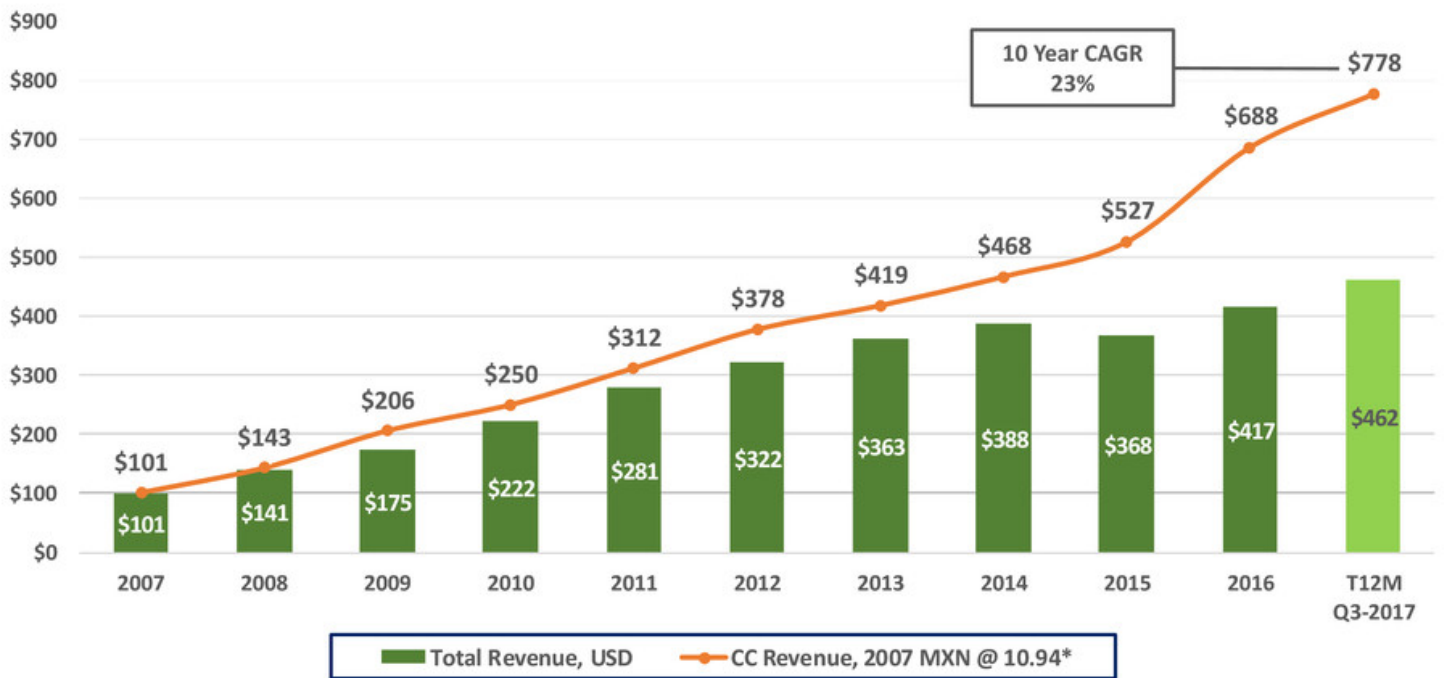


Total Latin America Locations, End of Period



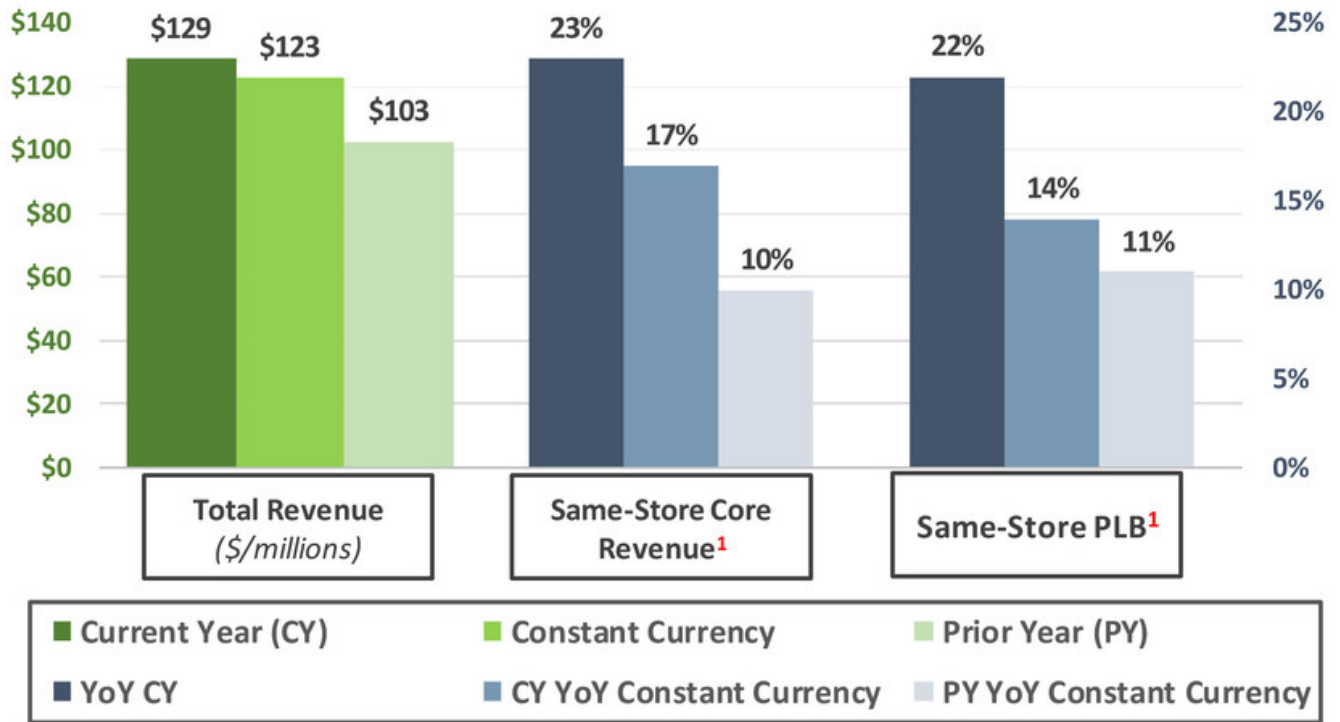
LATAM REVENUE GROWTH & CURRENCY IMPACT

(\$millions)



*Constant currency revenue is considered a non-GAAP measurement of financial performance

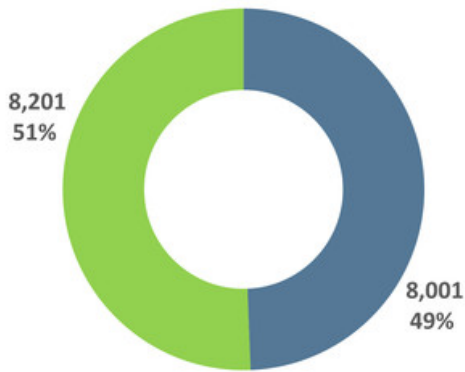
Q3 LATAM SEGMENT RESULTS



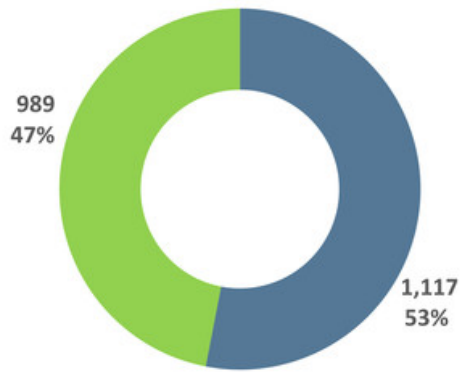
¹ Year-over-year change % in same-store Core Revenue and Pawn Loan Balance

LATAM SEGMENTS REPRESENT A SIGNIFICANT % OF FIRSTCASH'S CONSOLIDATED OPERATIONS

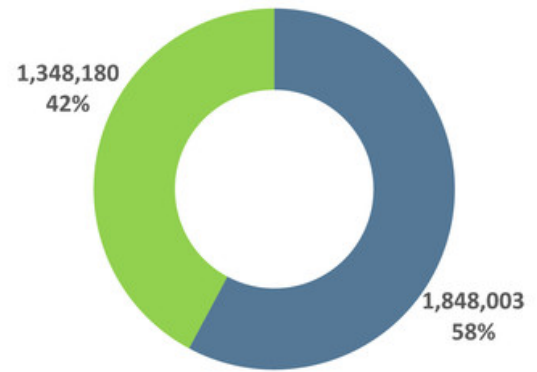
Employee Count¹



Store Count²



Number of Pawn Loans Outstanding²



■ LatAm ■ U.S.

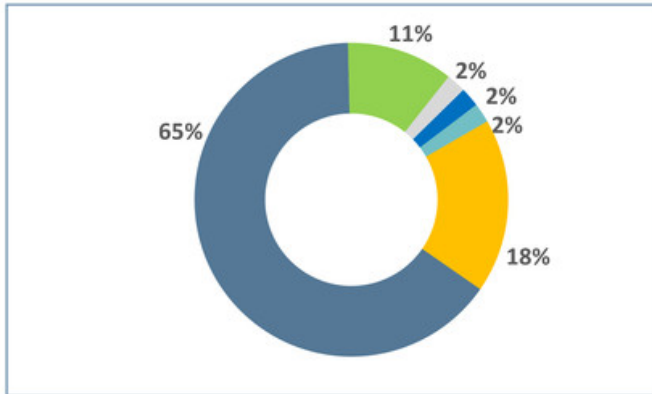
¹ As of 12/31/2016

² As of 9/30/2017

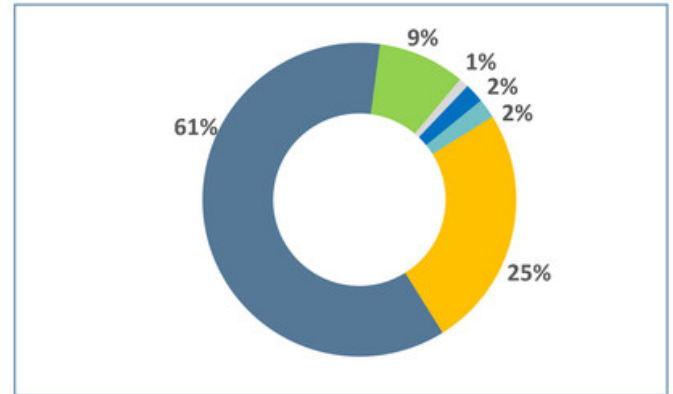
LATAM PAWN AND INVENTORY COMPOSITION

LatAm Operations Segment

Pawn Collateral



Pawn Inventory



Jewelry Electronics Tools Sporting Goods Musical Instruments Other

Note: As of 9-30-17

ONGOING GROWTH STRATEGY

- Latin America continues to be the primary store growth vehicle - significant untapped potential in the region

Latin America growth strategy

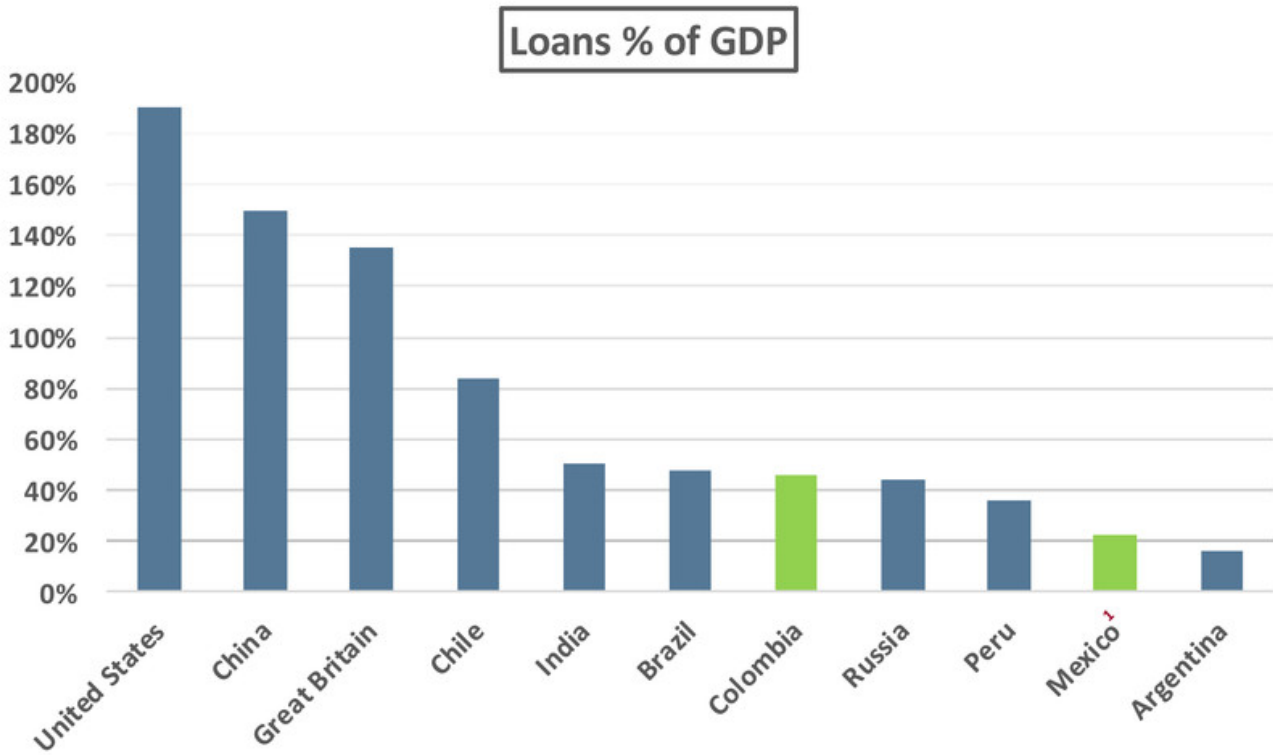
- Existing Latin American growth profile remains in place
- Substantial infrastructure and cash flows to accomplish new acquisitions and de novo expansion
- Significant runway for continued store openings and strategic acquisitions in Mexico & Guatemala
- First stores in Colombia scheduled to open in early 2018
- Look strategically for additional expansion and acquisition opportunities in other Latin American markets



U.S. growth strategy

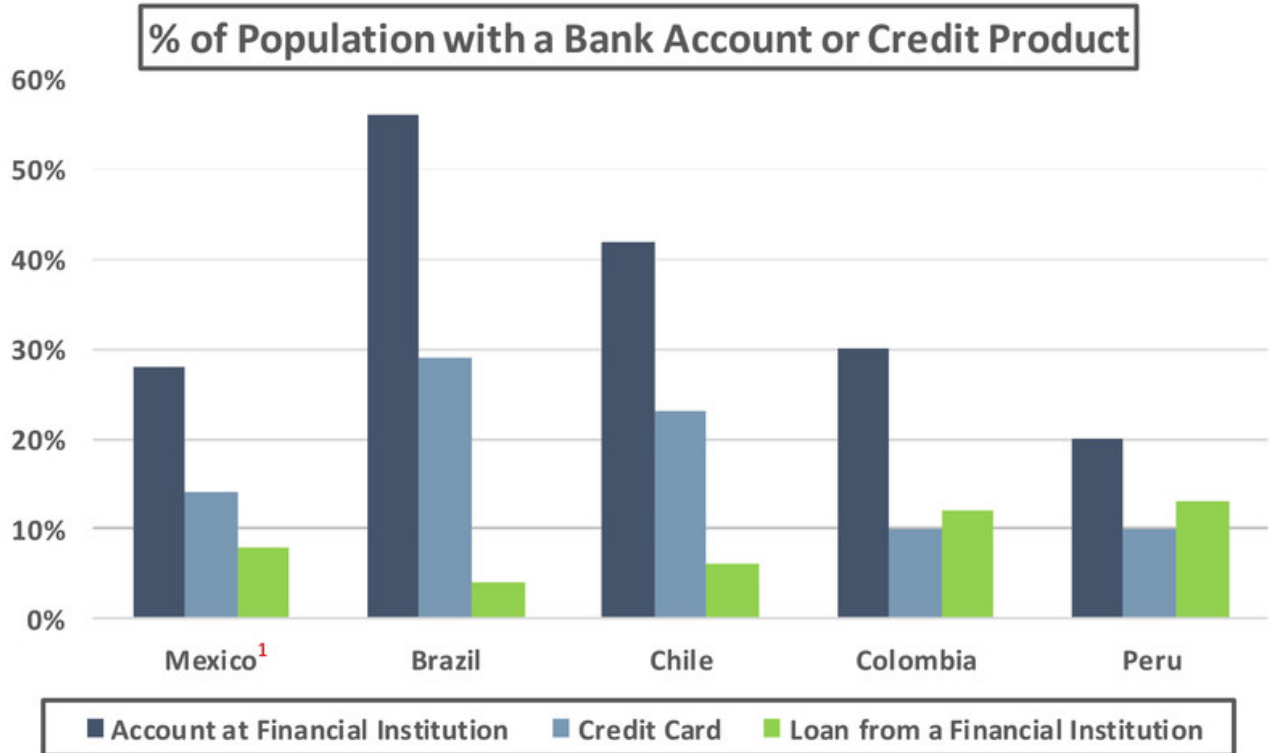
- Continued focus on growth in selected markets with favorable demographics
- U.S. growth will be driven by smaller opportunistic acquisitions

CREDIT PENETRATION OF SELECT COUNTRIES



¹ Mexico ranks amongst the lowest within LatAm countries with 22.2% of GDP
Source: J.P. Morgan and Central Bank of Brazil

FINANCIAL INCLUSION IN SELECT LATAM COUNTRIES



¹ According to the World Bank, Mexico has one of the lowest credit card penetration rates in LatAm, as only 14% of the population has one.
Source: World Bank

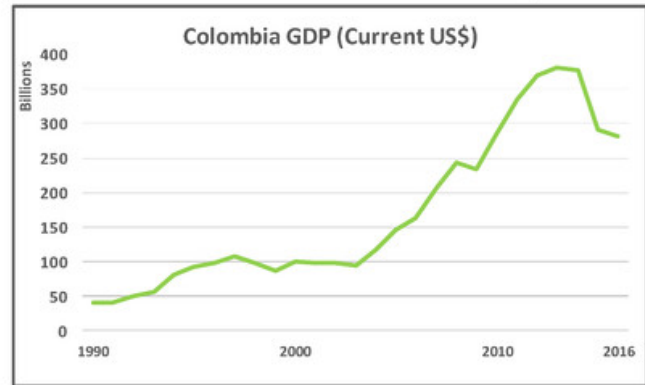
NEW MARKET UPDATE

Rational for Colombia Expansion



Note: ¹Early 2018 planned market entry

	Population mid-2017 (millions)	Pop. Projections	
		mid-2030	mid-2050
Brazil	207.9	223.9	231.1
Colombia	49.3	55.4	61.5
Argentina	44.3	49.0	54.1
Peru	31.8	36.4	41.2
Venezuela	31.4	36.1	40.5
Chile	18.4	20.0	21.1
Ecuador	16.8	19.7	23.2
U.S.	325.4	357.7	396.8



PROVEN MEXICO NEW STORE OPENING PROCESS

- Opened first stores in Mexico in 1999
- Experienced real estate development team
- Proven site selection strategy
- Standardized store layouts, fixtures and equipment
- State of the art security technology
- Consistent process ensures the new stores are delivered on time and budget

Undeveloped Site



Same Site After Redevelopment



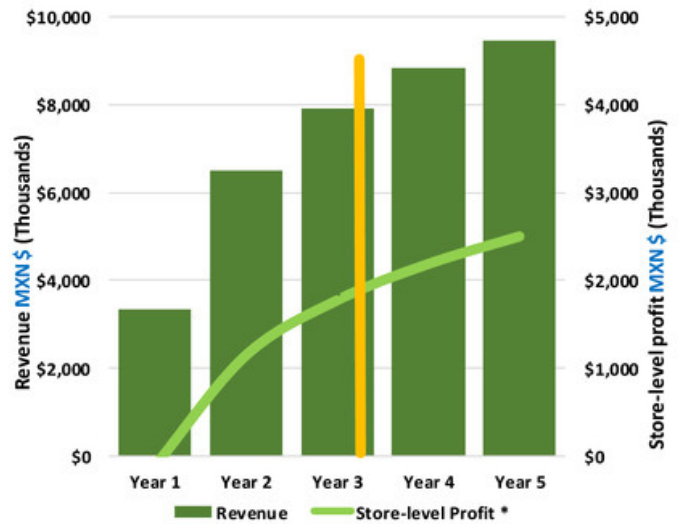
MEXICO NEW STORE PESO INVESTMENT – PROVEN RAPID PAYBACK MODEL

(\$/MXN)

Store Investment (MXN \$)	
Cap Ex	\$3,200,000
- Leasehold improvements & fixtures	
- Computer & security equipment	
Start-up Losses	\$500,000
- Pre-opening	
- First six months of operation	
Total Store Investment	\$3,700,000
Working Capital (MXN \$)	
First Year for New Store	\$2,100,000
- Operating cash	
- Loan funding	
- Inventory	

Typical Mexico New Store Ramp

	Year 1	Year 2	Year 3	Year 4	Year 5
Op Margin	(3%)	18%	22%	25%	26%



Cumulative Break-Even Point = Approximately 3 Years

*Store-Level Operating Profit Before Administrative Expense & Taxes

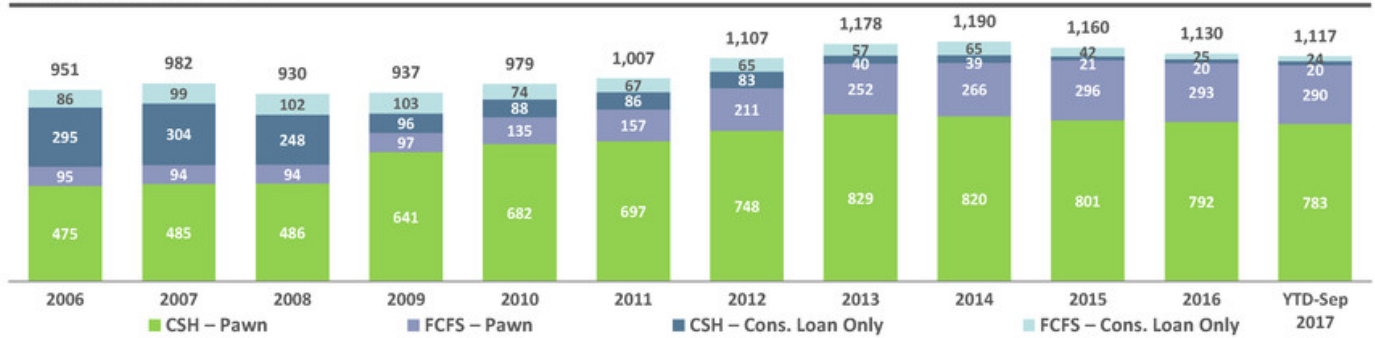
*Data is Based on NSO From 2005-2016

U.S. OVERVIEW

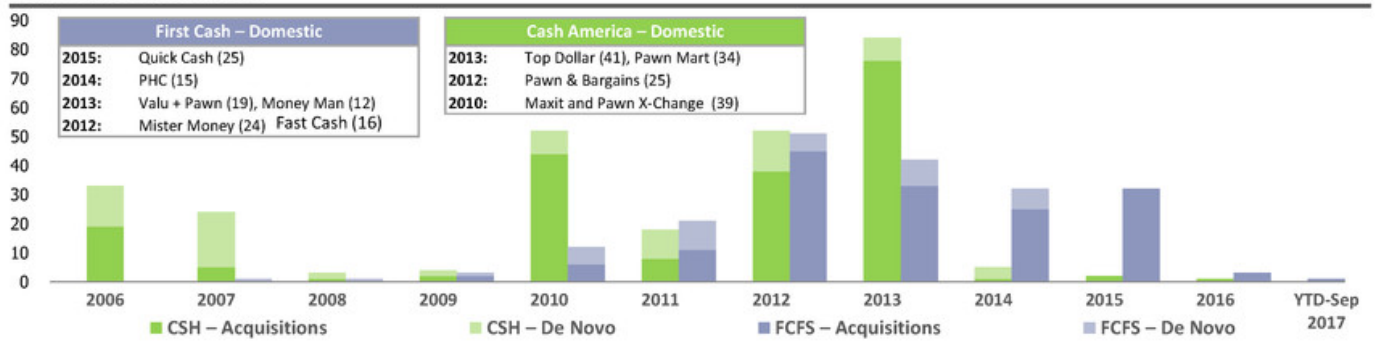
FirstCash[®]

U.S. DOMESTIC LOCATIONS

Store Count at End of Period

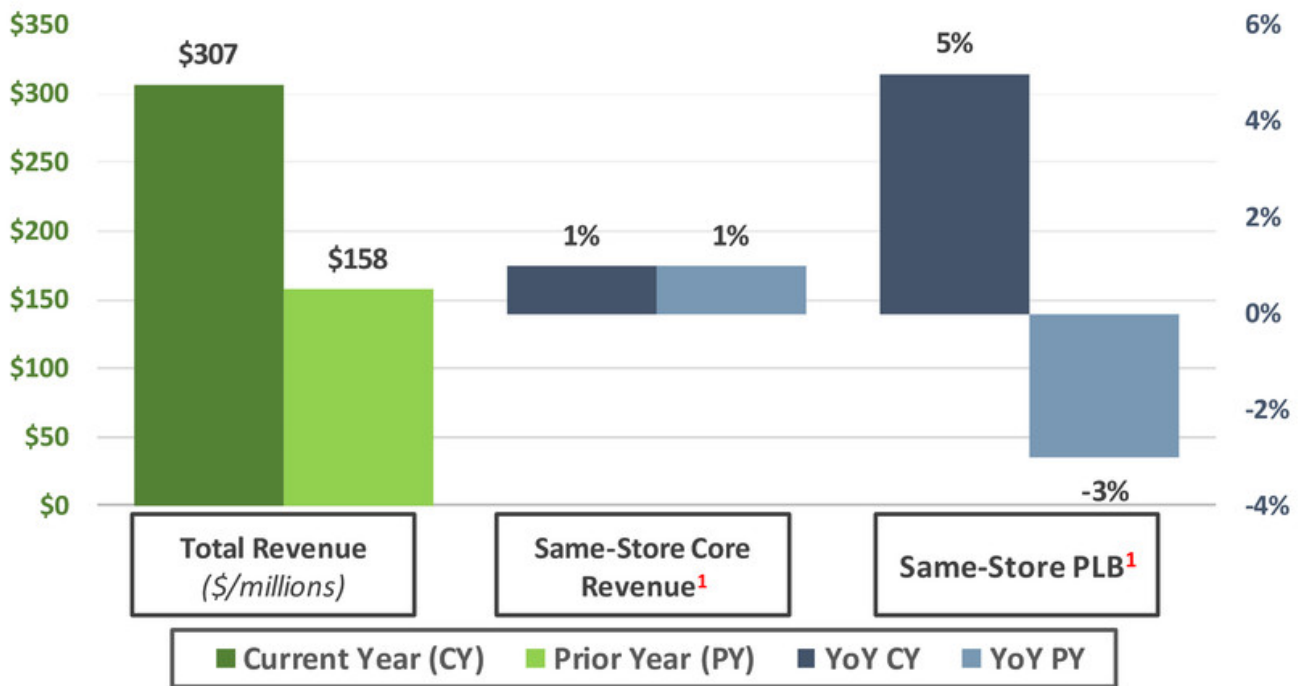


Acquisitions and Start-Ups



Note: Excludes previously discontinued locations.

Q3 U.S. SEGMENT RESULTS

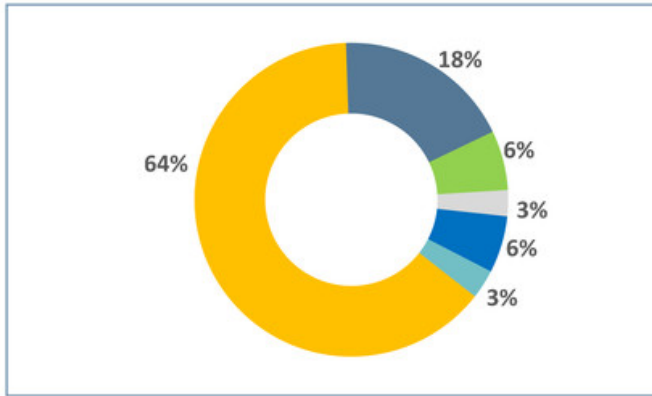


¹ Year-over-year change % in same-store Core Revenue and Pawn Loan Balance

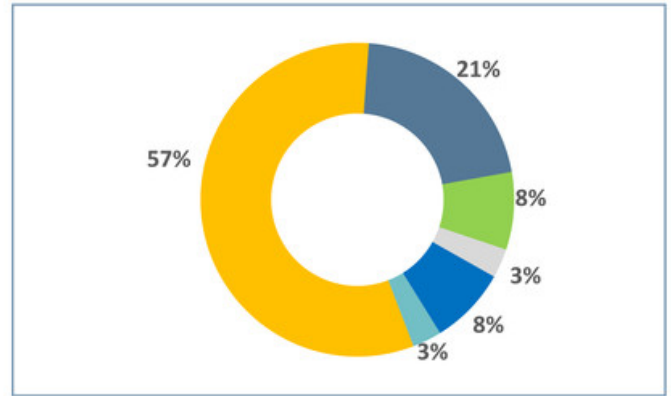
U.S. PAWN AND INVENTORY COMPOSITION

U.S. Operations Segment

Pawn Collateral



Pawn Inventory



Jewelry Electronics Tools Sporting Goods Musical Instruments Other

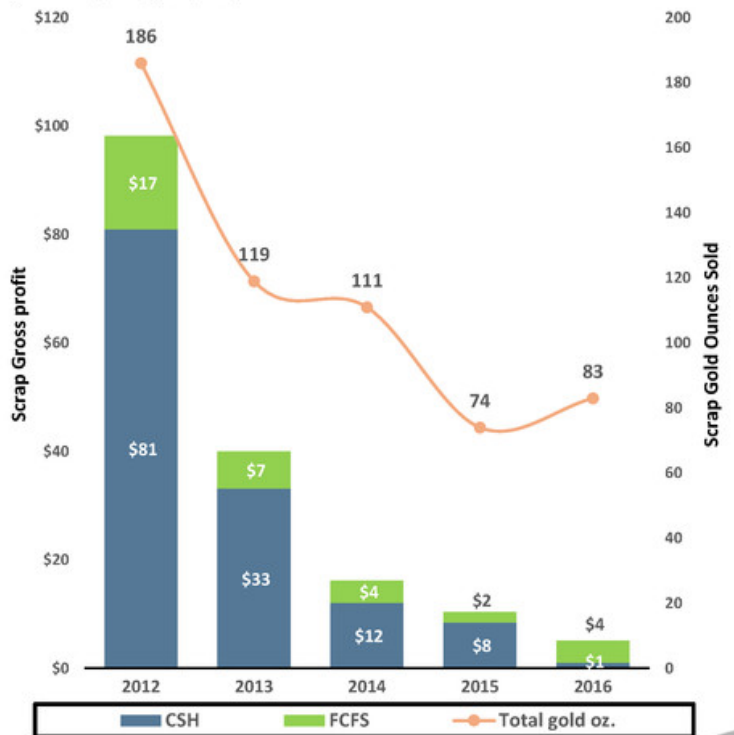
Note: As of 9-30-17

LIMITED EXPOSURE TO GOLD PRICE MOVEMENT

- **Lending values on gold can be adjusted rapidly**
 - Loans are typically only 30 days in duration
 - Significant cushion provided by conservative loan to value ratios
- **Scrap gold buy and sell volumes are down significantly from the peak levels of 2012**
 - Gross Profit contribution from selling scrap gold is now less than 1% of gross profit

Reduced Reliance on Scrap

(\$ in millions, except gold prices)



Note: Information refers to domestic operations.

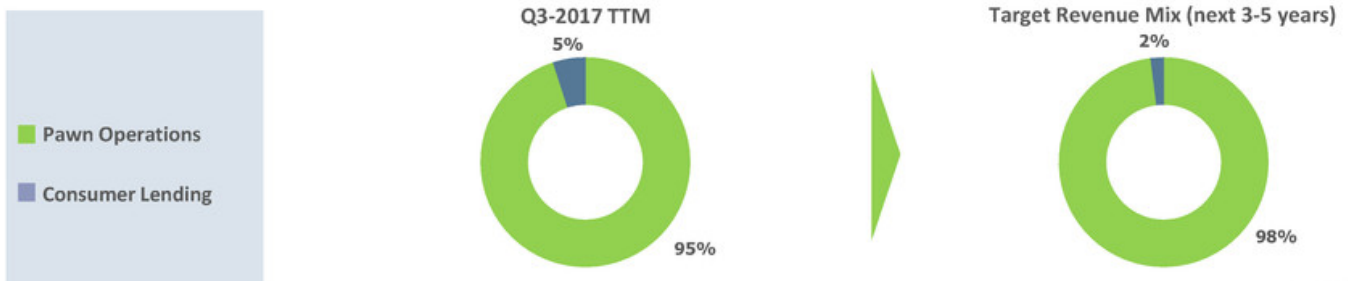
STABLE REGULATORY CLIMATE FOR PAWN

- **Pawn loans are different from traditional consumer loan products and not subject to the CFPB Small Dollar Loan rules because they:**
 - 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** (119 Stores): Enacted March 28, 2017
 - **Washington** (33 Stores): Enacted July 24, 2015
 - **Arizona** (35 Stores): Enacted July 24, 2015
 - **Nevada** (27 Stores): Enacted October 1, 2011

LIMITED EXPOSURE TO NEW CFPB RULES FOR PAYDAY LENDING

- On October 5, 2017, the CFPB released its small-dollar loan rule (the “SDL Rule”), which is scheduled to take effect in July 2019. If the SDL Rule takes effect, it will impact short-term small dollar loan products such as payday loans, auto title loans and certain installment loans. Importantly, the SDL Rule does not apply to non-recourse pawn loans.
 - The proposed rules include, among other things:
 - Additional underwriting requirements
 - Cooling-off periods between certain loans
 - Limitations to prevent the sustained use of certain loans such as capping the number of rollovers
 - Restrictions on collection practices
- Traditional pawn loans are excluded from the scope of the new CFPB rules

Revenue Mix is Primarily Pawn Related

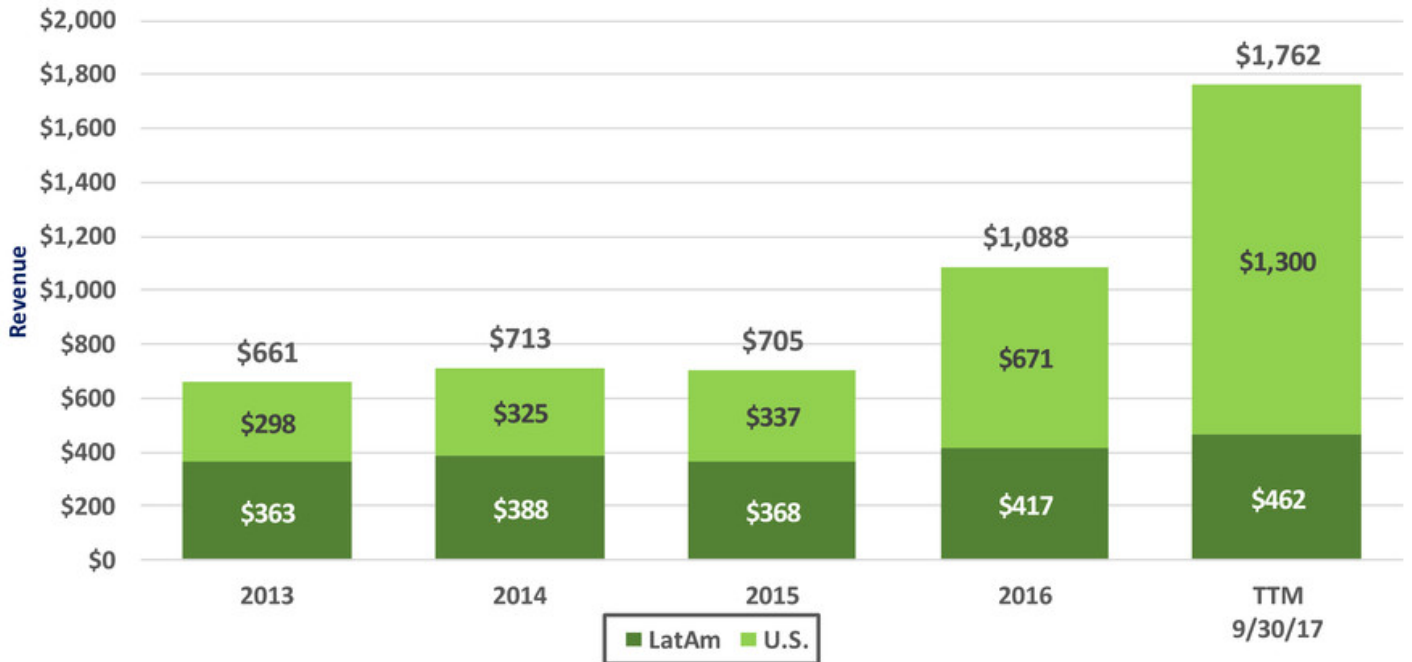


FINANCIAL INFORMATION

FirstCash[®]

REVENUE GROWTH

(\$/millions)

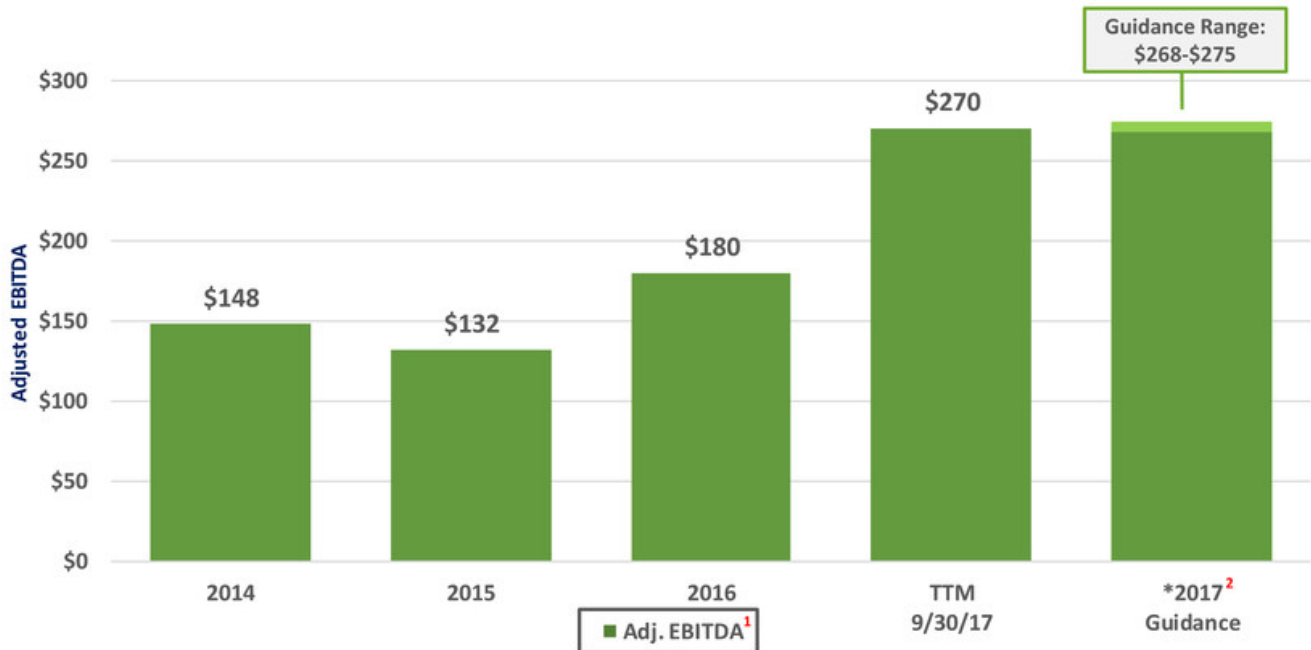


Note: Merger with Cash America closed on September 1, 2016. Includes Cash America results for the last four months of 2016.

Source: Company filings.

ADJUSTED EBITDA GROWTH

(\$/millions)

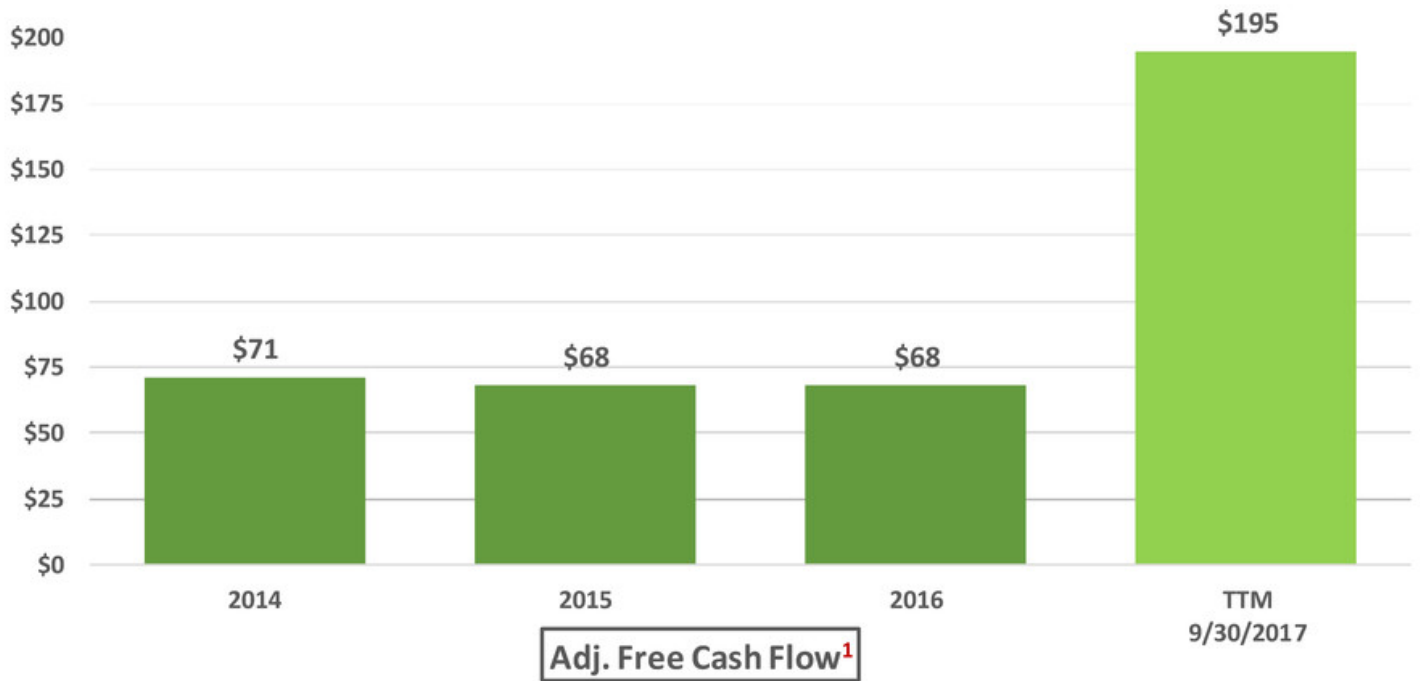


¹Adjusted EBITDA is a non-GAAP number. See appendix for reconciliation to Net Income.

²The guidance, announced on 10/26/2017, for fiscal 2017 is presented on a non-GAAP basis, as it does not include the impact of merger and other acquisition expenses or the loss on extinguishment of debt. Given the difficulty in predicting the amount and timing of future merger and other acquisition expenses, the Company cannot reasonably provide a full reconciliation of adjusted guidance to GAAP guidance

ADJUSTED FREE CASH FLOW

(\$/millions)



¹Adjusted Free Cash Flow is a non-GAAP number. See appendix for reconciliation to Adjusted Free Cash Flow from Operating Activities.

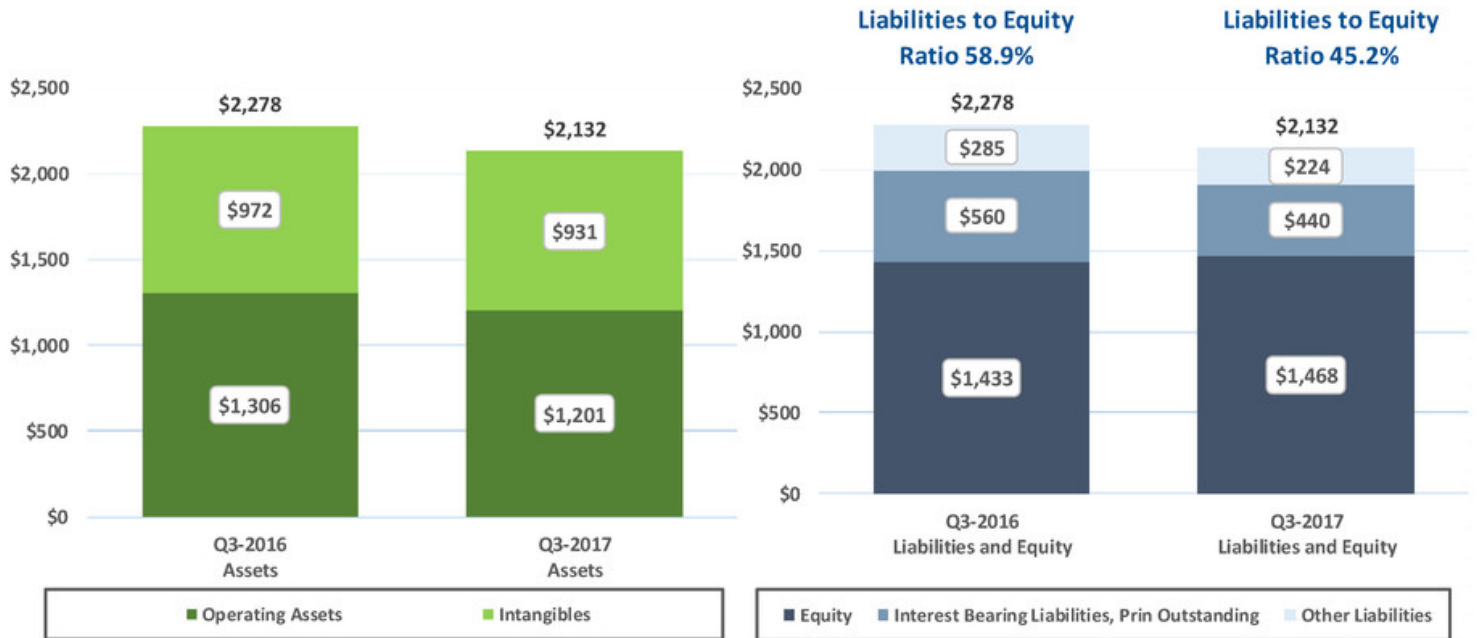
FIRSTCASH 2017 GUIDANCE*

- **Fiscal full-year 2017 guidance for adjusted earnings per share, a non-GAAP measure that excludes merger related expenses and the loss on extinguishment of debt, to be in the range of \$2.60 to \$2.70**
 - 2017 adjusted net income, a non-GAAP measure, is projected to be in the range of approximately \$124 million to \$129 million versus 2016 adjusted net income of \$85 million.
 - The 2017 earnings guidance range implies adjusted EBITDA, also a non-GAAP measure, to be in the range of approximately \$268 million to \$275 million for fiscal 2017. This compares to adjusted EBITDA of \$180 million in fiscal 2016 and \$132 million in fiscal 2015.

** The guidance, announced on 10/26/2017, for fiscal 2017 is presented on a non-GAAP basis, as it does not include the impact of merger and other acquisition expenses or the loss on extinguishment of debt. Given the difficulty in predicting the amount and timing of future merger and other acquisition expenses, the Company cannot reasonably provide a full reconciliation of adjusted guidance to GAAP guidance.*

BALANCE SHEET

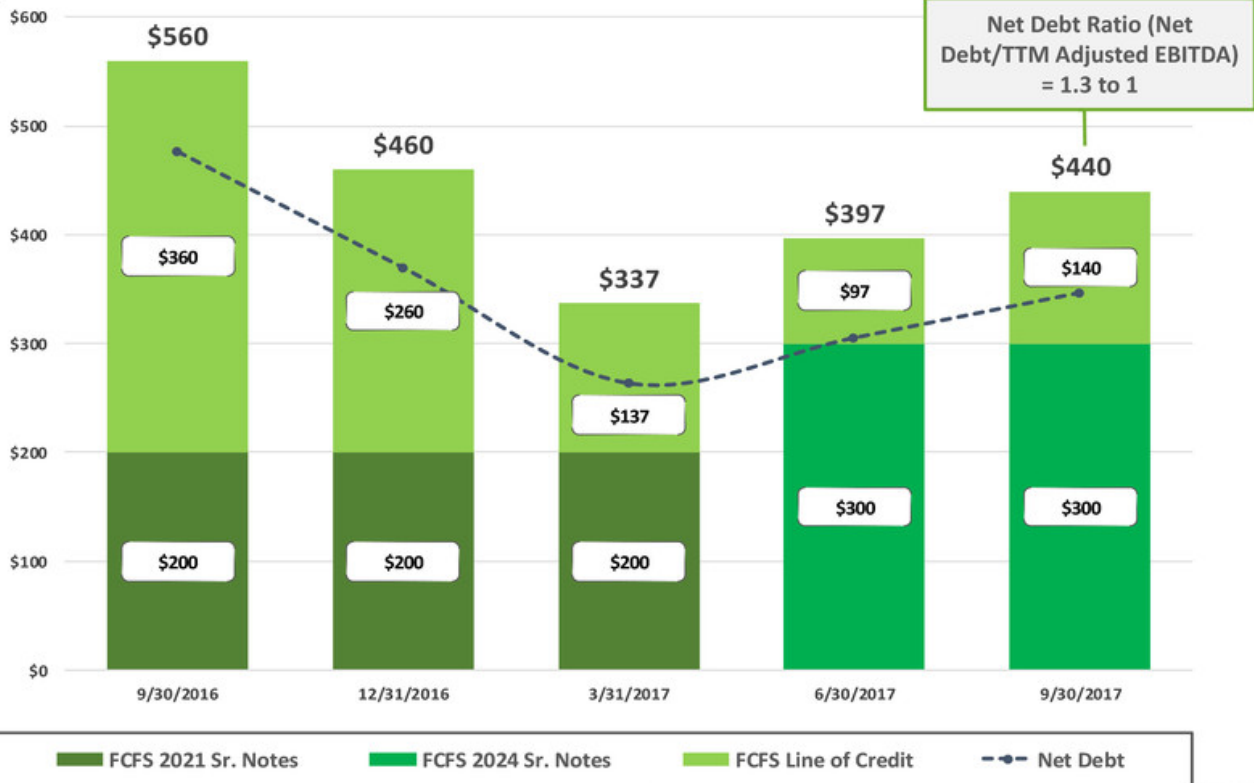
(\$/millions)



Note: As of 9-30-17

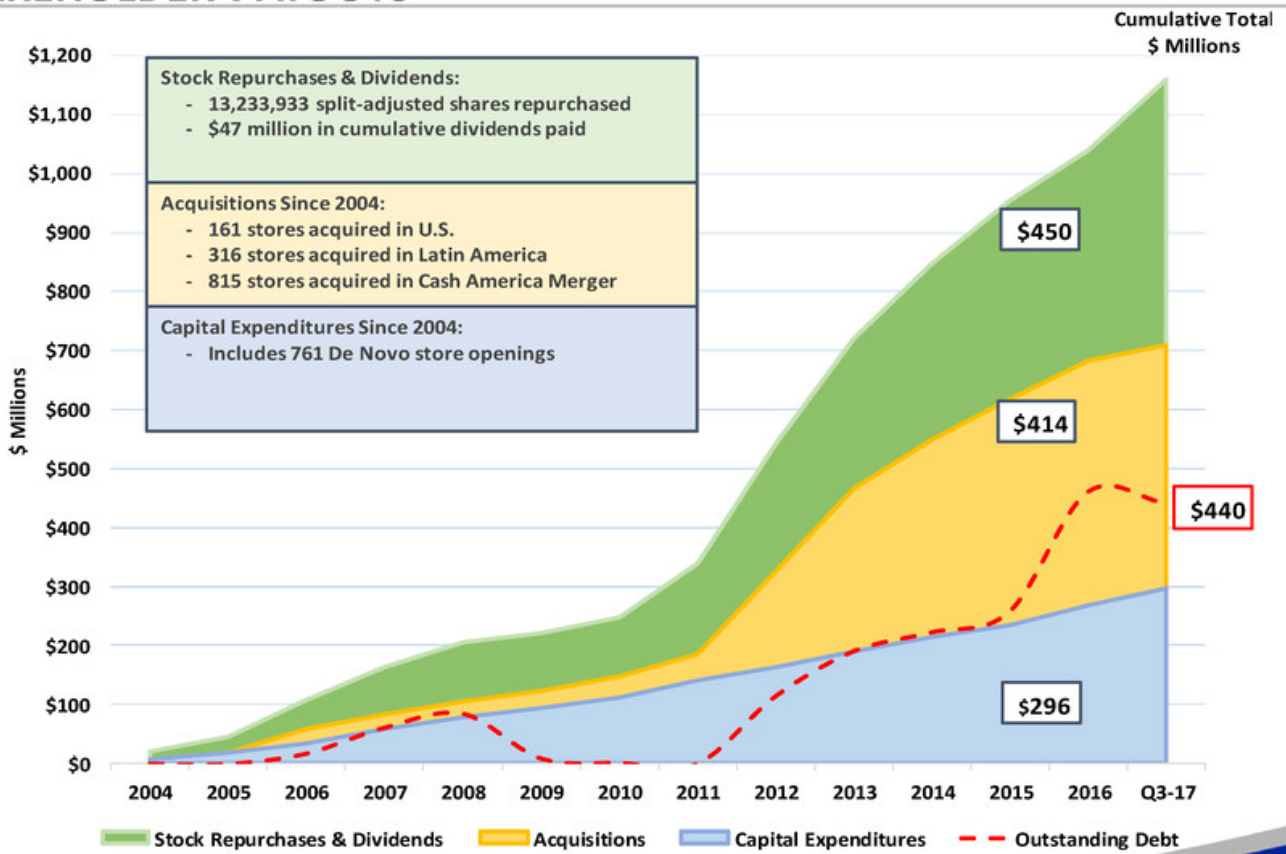
LEVERAGE PROFILE

(\$/millions)



¹Net Debt Ratio is a non-GAAP number. See Company Q3-2017 10-Q filing from November 1, 2017 for reconciliation to Adjusted EBITDA from Net Income.

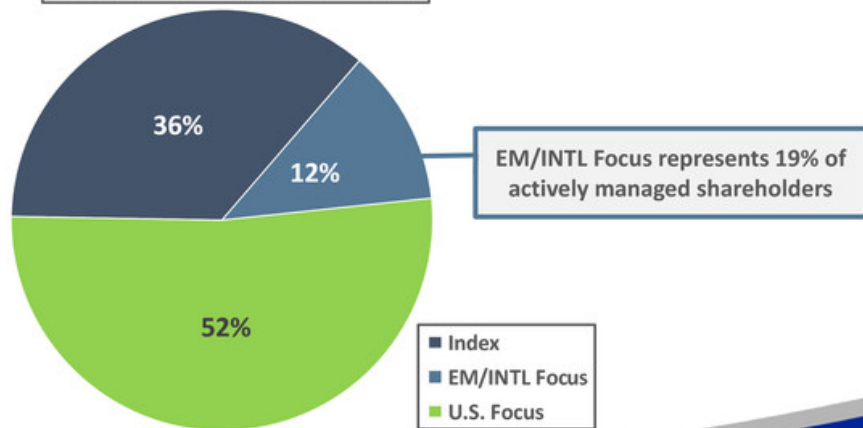
OVER \$1.1 BILLION IN CUMULATIVE INVESTMENTS & SHAREHOLDER PAYOUTS



TOP 10 SHAREHOLDERS AND SHAREHOLDERS BREAKDOWN

Institution Name	Shares (FCFS)	% S/O (FCFS)	Dominant Style
● BlackRock Fund Advisors (U.S.)	5,417,993	11.4	Index ●
● The Vanguard Group, Inc. (U.S.)	4,199,210	8.8	Index ●
● Fiduciary Management, Inc. (U.S.)	3,026,526	6.3	Value ●
● Dimensional Fund Advisors, L.P. (U.S.)	2,160,845	4.5	Index ●
● Genesis Investment Management, LLP (London)	2,074,817	4.3	Growth ●
● William Blair & Company, LLC (U.S.)	1,903,076	4.0	Aggressive Growth ●
● GIC Asset Management Pte., LTD (Singapore)	1,516,164	3.2	Value ●
● EARNEST Partners, LLC (U.S.)	1,451,425	3.0	Value ●
● FIAM, LLC (U.S.)	1,314,641	2.8	Growth ●
● Wellington Management Company, LLP (U.S.)	1,249,551	2.6	Value ●

Top 25 Shareholder Breakdown



Note: As of 8/31/2017

FIRSTCASH INVESTMENT RECAP

- **International pawn-focused business model**

- Focused on small secured loans to underbanked consumers with limited access to traditional credit products
- Focus on large format, full-service model is a significant competitive advantage
- Strong margins & cash flows allow for dividend and share buybacks

- **Proven growth strategy**

- Long runway for growth in Latin America where competition is limited

- **Strong balance sheet to fund future growth, acquisitions, share buybacks and pay dividends**

APPENDIX

NON-GAAP FINANCIAL INFORMATION

The Company uses certain financial calculations, such as adjusted net income, adjusted net income per share, EBITDA, adjusted EBITDA, free cash flow, adjusted free cash flow and constant currency results (collectively "Non-GAAP Measures"), which are not considered measures of financial performance under U.S. generally accepted accounting principles ("GAAP"). Items excluded from the calculation of Non-GAAP Measures are significant components in understanding and assessing the Company's financial performance. Since Non-GAAP Measures are not measures determined in accordance with GAAP and are thus susceptible to varying calculations, Non-GAAP Measures, as presented, may not be comparable to other similarly titled measures of other companies. Non-GAAP Measures should not be considered as alternatives to net income, cash flow provided by or used in operating, investing or financing activities or other financial statement data presented in the Company's consolidated financial statements as indicators of financial performance or liquidity. Non-GAAP Measures should be evaluated in conjunction with, and are not a substitute for, GAAP financial measures.

RECONCILIATION OF NET INCOME TO EBITDA AND ADJUSTED EBITDA

(\$/millions)

	Year Ended December 31,			
	TTM 9/30/2017	2016	2015	2014
Net Income	\$112,850	\$60,127	\$60,710	\$85,166
Income taxes	58,544	33,320	26,971	31,542
Depreciation and amortization ⁽¹⁾	57,504	31,865	17,446	17,476
Interest expense	24,288	20,320	16,887	13,527
Interest Income	(1,253)	(751)	(1,566)	(682)
EBITDA	251,933	144,881	120,448	147,029
Adjustments:				
Merger related expenses	5,657	36,220	-	-
Other acquisition expenses	300	450	2,875	998
Loss on extinguishment of debt	14,114	-	-	-
Restructuring expenses related to U.S. consumer loan ops	-	-	8,878	-
Net gain on sale of common stock of Enova	(1,552)	(1,299)	-	-
Adjusted EBITDA	\$270,452	\$180,252	\$132,201	\$148,027

¹For fiscal year 2015, excludes \$493 of depreciation and amortization, which is included in the restructuring expenses related to U.S. consumer loan operations

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

(\$/millions)

	Year Ended December 31,				Trailing Twelve Months Ended September 30,	
	2013	2014	2015	2016	2017	2016
Cash flow from operating activities	\$ 106,718	\$ 97,679	\$ 92,749	\$ 96,854	\$ 205,226	\$ 68,101
Cash flow from investing activities:						
Loan receivables, net of cash repayments	(411)	(2,470)	(3,716)	(16,072)	20,675	(12,903)
Purchases of property and equipment	(26,672)	(23,954)	(21,073)	(33,863)	(37,032)	(28,971)
Free cash flow	79,635	71,255	67,960	46,919	188,869	26,227
Merger related expenses paid, net of tax	0	0	0	20,939	5,667	19,715
Adjusted free cash flow	\$ 79,635	\$ 71,255	\$ 67,960	\$ 67,858	\$ 194,536	\$ 45,942

INVESTOR CONTACT INFORMATION



Investor Relations	Gar Jackson
investorrelations@firstcash.com	Global IR Group
ir.firstcash.com	gar@globalirgroup.com
(817) 258-2650	(949) 873-2789



ANALYST AND BANKER DAY

NOVEMBER 2017



FORWARD LOOKING STATEMENTS

“This release 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 “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.

These forward-looking statements are made to provide the public with management’s current assessment of the Company’s business. Although 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 release. Such factors may include, without limitation, the risks, uncertainties and regulatory developments discussed and described in (i) the Company’s 2016 annual report on Form 10-K filed with the Securities and Exchange Commission (the “SEC”) on March 1, 2017, including the risks described in Part 1, Item 1A, “Risk Factors” thereof, (ii) the Company’s quarterly report on Form 10-Q filed with the SEC on November 1, 2017, including the risks described in Part II, Item 1A, “Risk Factors” thereof, and (iii) the 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 release speak only as of the date of this release, 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”



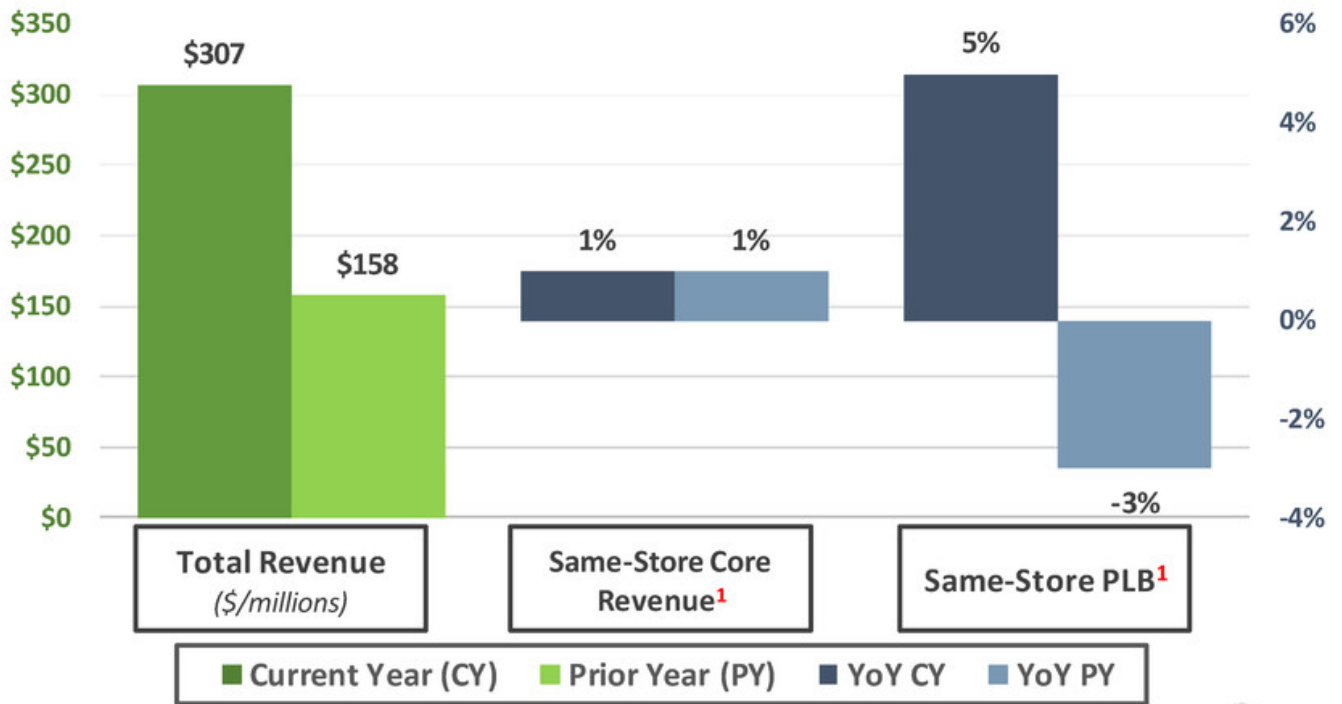


UNITED STATES UPDATE

LOCATIONS IN 26 STATES

FirstCash

Q3 U.S. SEGMENT RESULTS

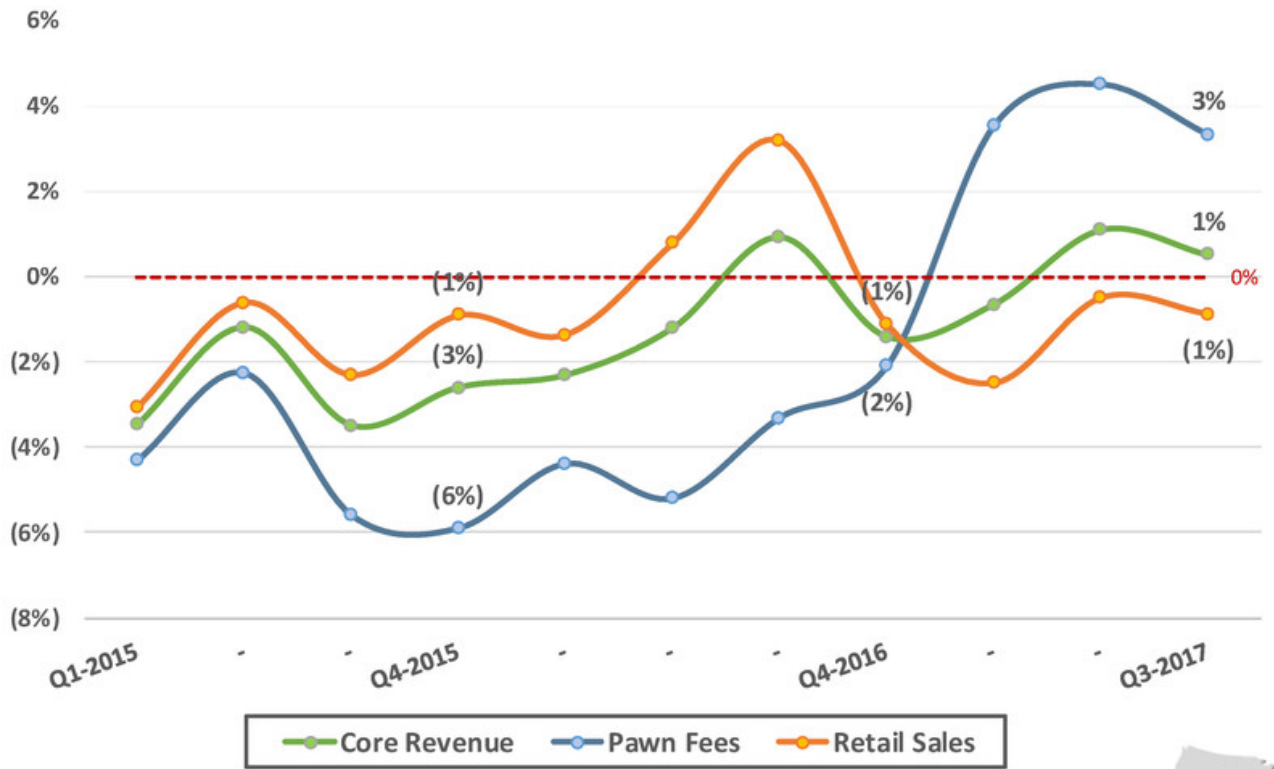


¹ Year-over-year change % in same-store Core Revenue and Pawn Loan Balance



U.S. SAME-STORE CORE REVENUE

YEAR-OVER-YEAR GROWTH RATE



MERGER UPDATES

- **POS conversion on schedule for completion in 2017**
- **Back-office financial and HRIS/Payroll systems consolidated beginning January 2018**
- **Cost Synergies expected to meet or exceed target of \$65 million**
- **Store level integration activities continue on track**
 - Adopt FirstCash incentive compensation plan in 2018 which will increase focus on profitability metrics and quality of earnings
 - Focus on operating improvements around inventory management and retail strategies



CASH AMERICA IT CONVERSION UPDATE

Store Conversions

Completed - 673

2016 Q4 - 65 Stores

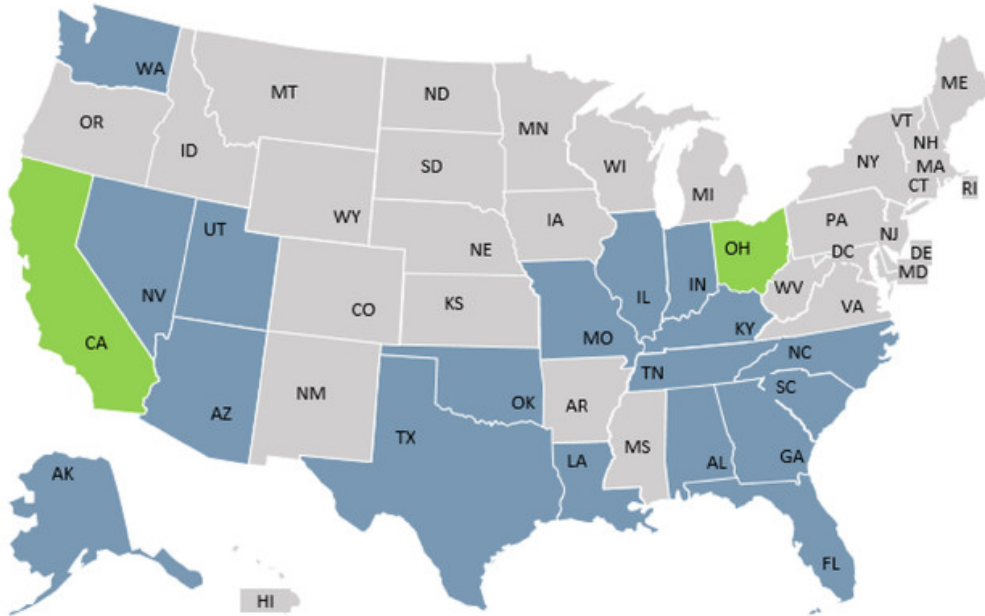
2017 Q1 - 224 Stores

2017 Q2 - 240 Stores

2017 Q3 - 144 Stores

Scheduled

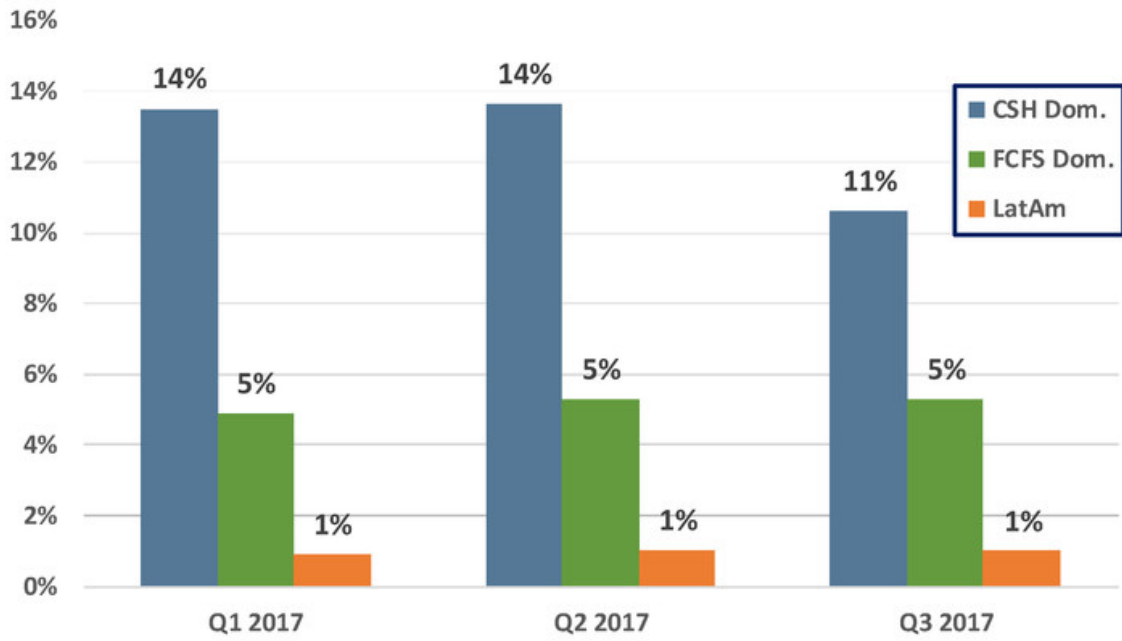
2017 Q4 - 130 Stores



Note: As of 9/30/2017



FOCUS ON REDUCING AGED INVENTORY LEVELS



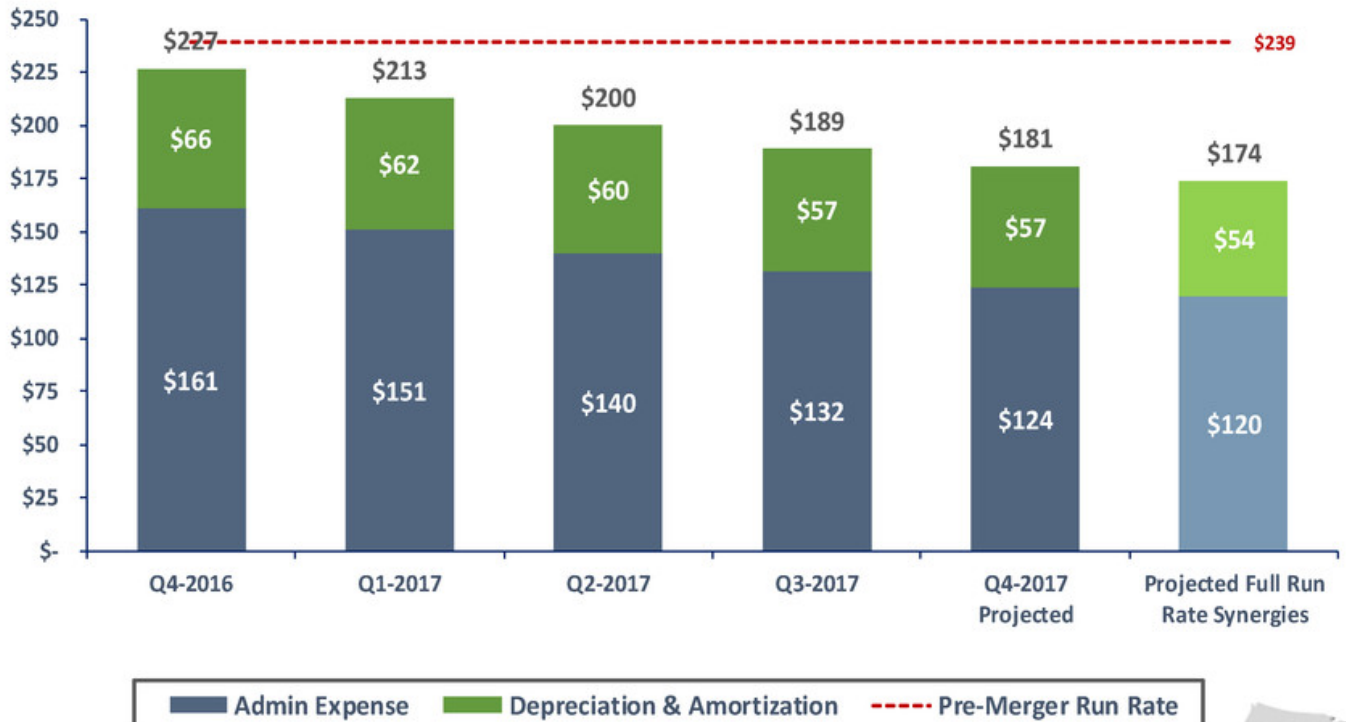
Aged Inventory (361+ Days) as a % of Total Inventory



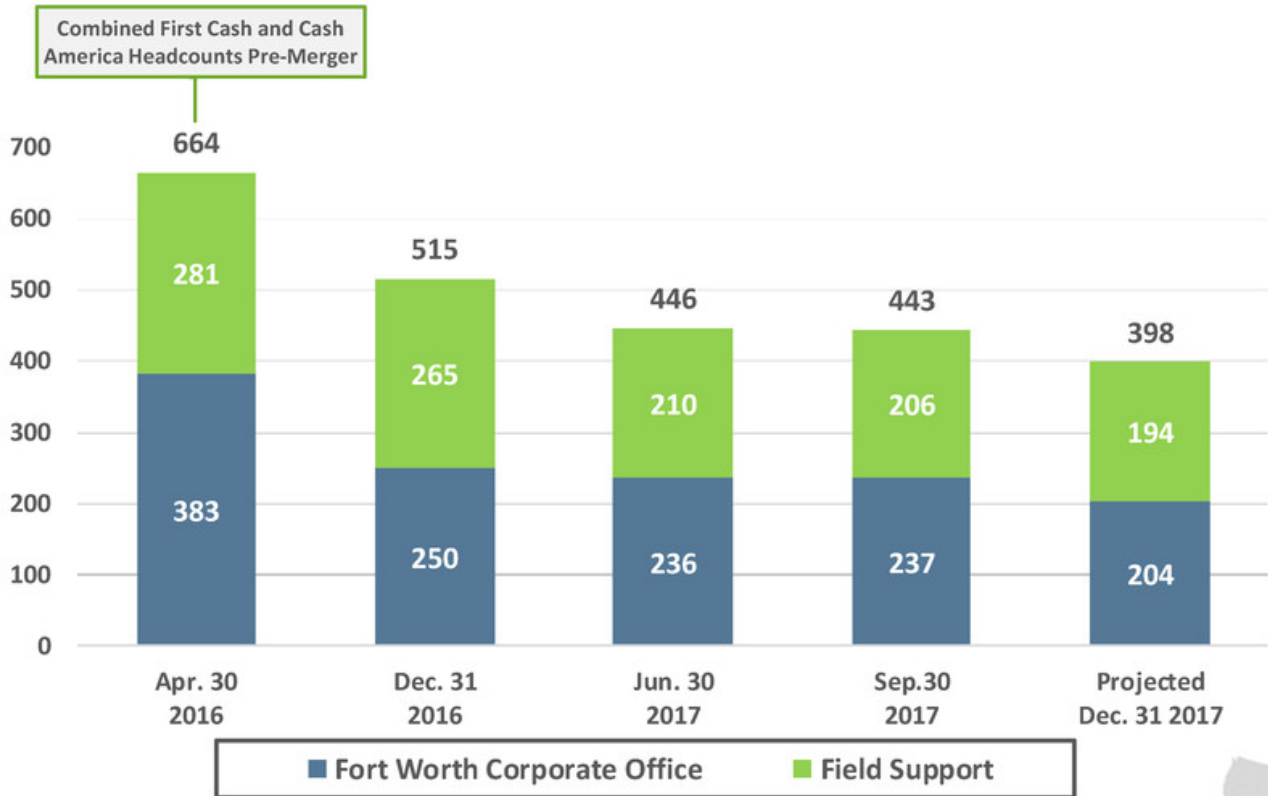
ADMIN SYNERGIES TRACKING (PRO FORMA TTM BASIS)

INCLUDES DEPRECIATION, AMORTIZATION

(\$/millions)



ADMINISTRATIVE HEADCOUNT REDUCTIONS



¹Field Support includes internal audit, collections and jewelry processing.



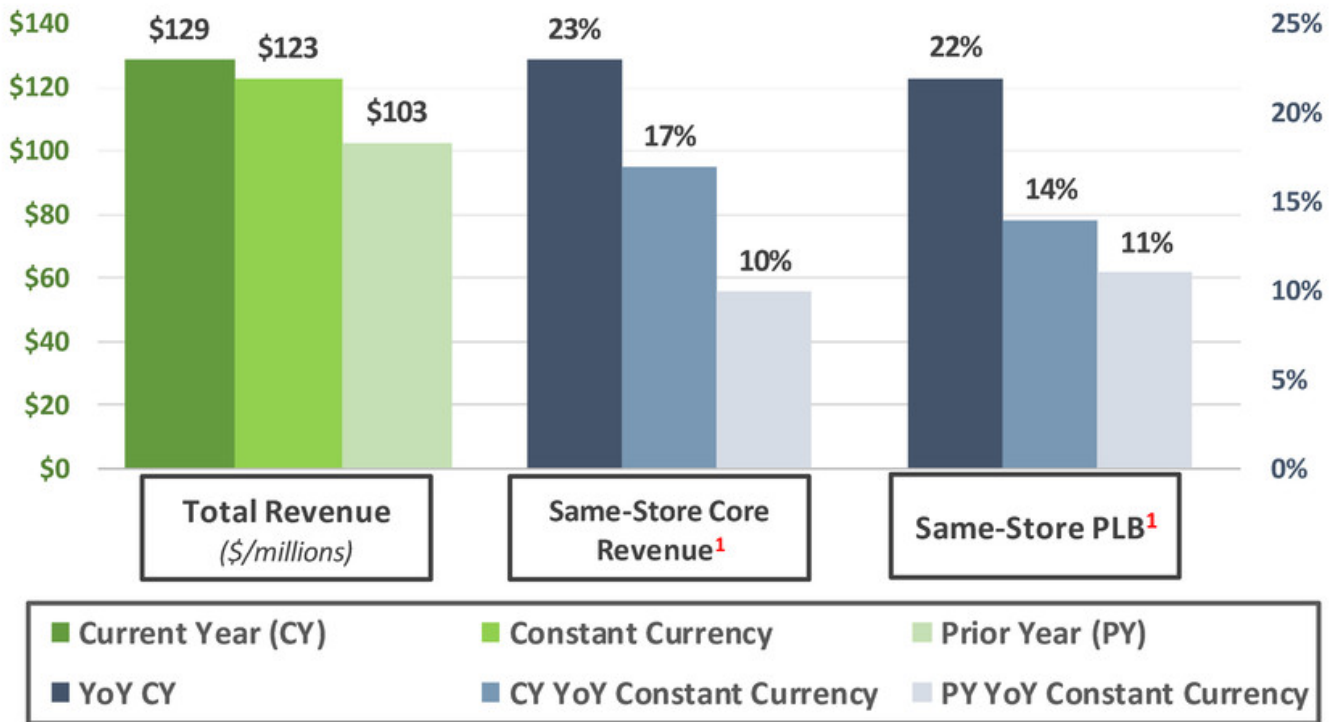


LATIN AMERICA UPDATE

MEXICO, GUATEMALA, EL SALVADOR
AND COLOMBIA

FirstCash

Q3 LATAM SEGMENT RESULTS

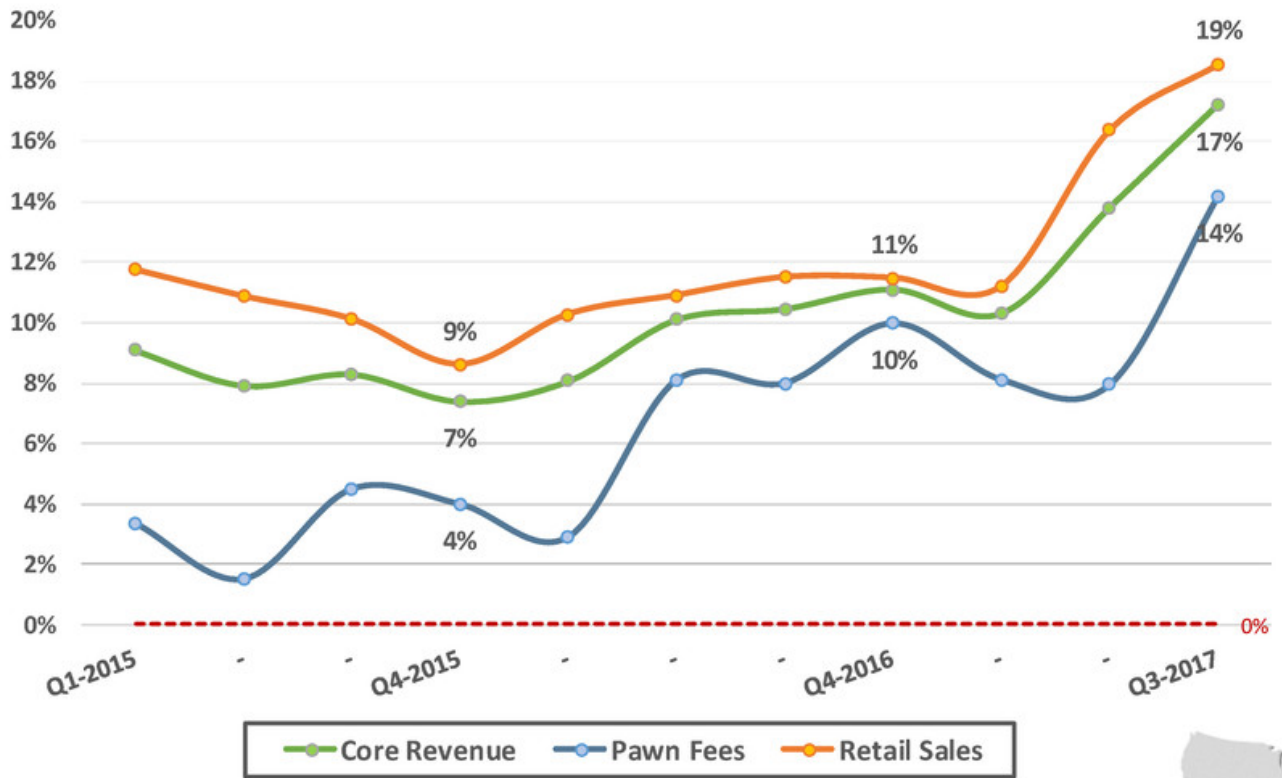


¹ Year-over-year change % in Same-Store Core Revenue and Pawn Loan Balance

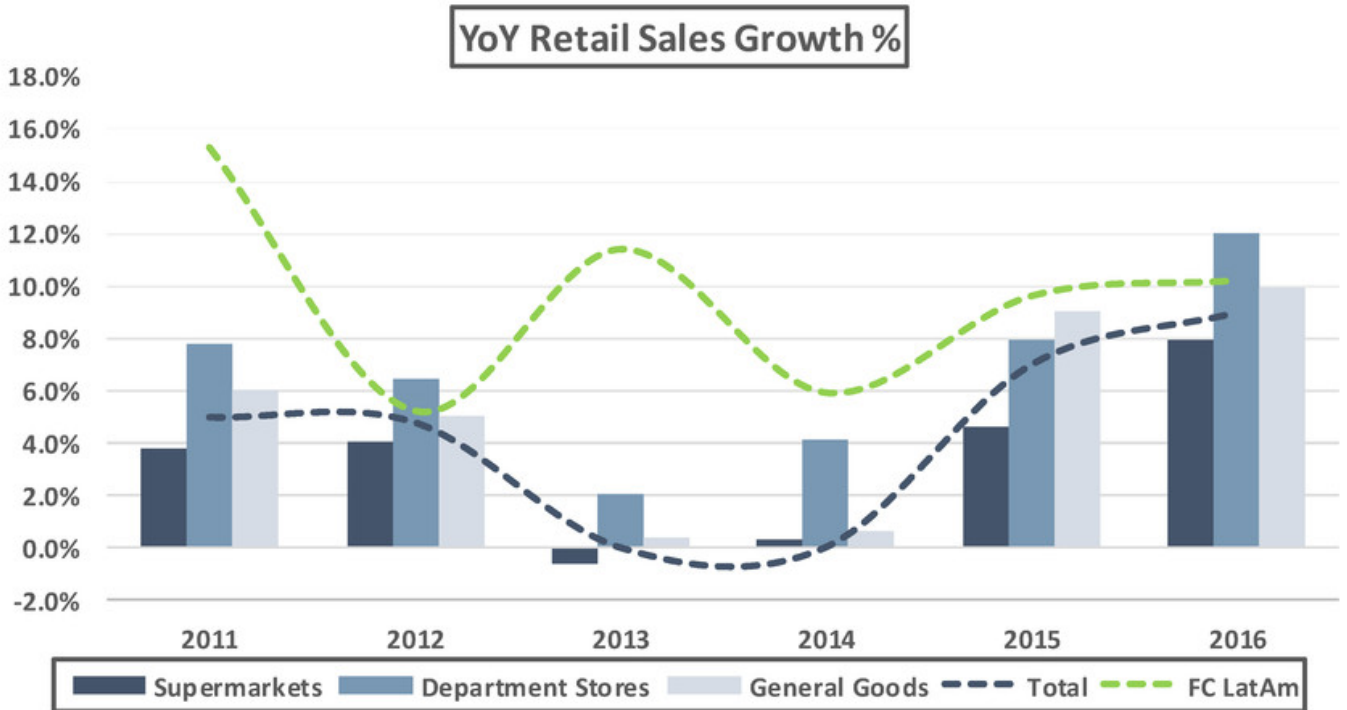


LATAM SAME-STORE CORE REVENUE

YEAR-OVER-YEAR GROWTH RATE, CONSTANT CURRENCY



ANTAD¹ HISTORICAL SAME-STORE SALES GROWTH BY RETAILER TYPE



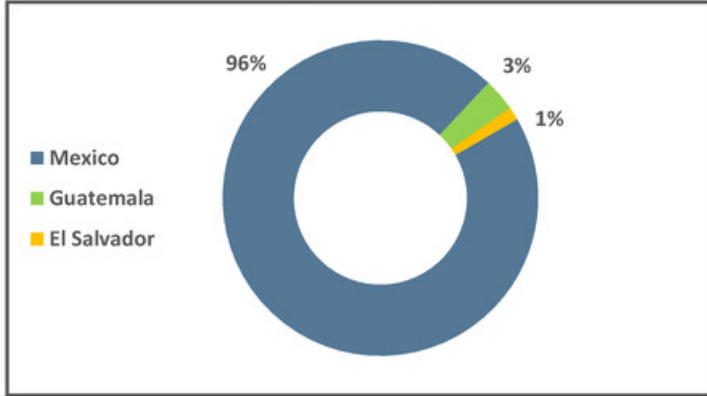
¹ ANTAD (Asociación Nacional de Tiendas de Autoservicio y Departamentales) is the National Retailers Association of Mexico.
Source: ANTAD



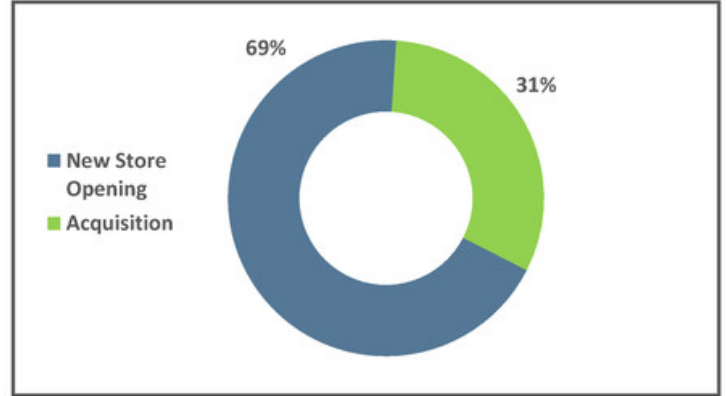
LATIN AMERICA LOCATIONS

Latin America Locations Ratios

By Country



By Store Type

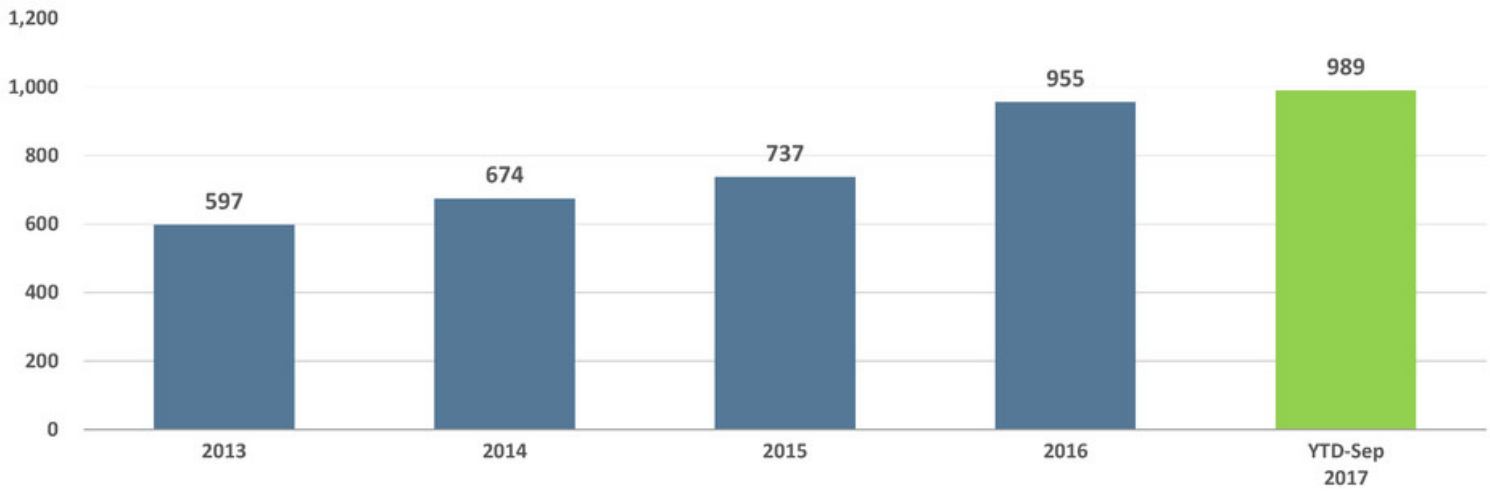


Note: As of 9/30/2017



LATIN AMERICA STORE GROWTH

Latin American Locations, End of Period



MAXI PRENDA UPDATE

- **Completed acquisition in early 2016**

- **Store counts at acquisition date**

- Mexico 166
- Guatemala 32
- El Salvador 13
- 3 stores closed since acquisition



- **Most locations were smaller footprint stores than traditional FirstCash model**

- **Q3 results (constant currency basis)**

- Same-Store Retail Sales +52%
- Same-Store Pawn Fees +18%
- Increase in Net Store Contribution +22%



LATAM STORE METRICS

	Maxi Prenda	Cash America Mexico	First Cash 2012 Vintage
Revenue per Store ¹ <i>(fx Rate: 1 USD = 19 MXN)</i>	\$370,000	\$460,000	\$480,000
YoY Loan Balance Growth Rate ²	19%	11%	13%
Retail Sales Margin ¹	34%	36%	37%

¹Results for the trailing 12 months ended 9/30/17

²As of 9/30/17



MEXICAN PAWN INDUSTRY OVERVIEW

(BASED ON PROFECO REGISTRATION DATA)

- **Approximately 7,000 total registered stores**
- **First Cash has the most locations (989) representing approximately 15% of the total**
- **Non-profit foundations such as Monte de Piedad, Luz Savinon and Donde have approximately 850 locations**
- **There are 9 other large operators (75 stores or more) that represent approximately 25% of the market**
- **Smaller operators (less than 75 stores) control 50% of the market**

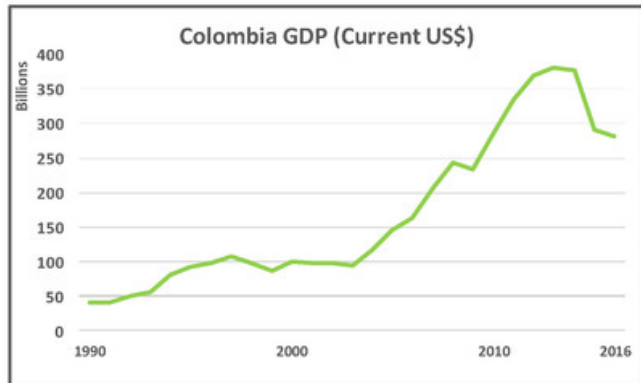


NEW MARKET UPDATE

RATIONAL FOR COLOMBIA EXPANSION



	Population mid-2017 (millions)	Pop. Projections	
		mid-2030	mid-2050
Brazil	207.9	223.9	231.1
Colombia	49.3	55.4	61.5
Argentina	44.3	49.0	54.1
Peru	31.8	36.4	41.2
Venezuela	31.4	36.1	40.5
Chile	18.4	20.0	21.1
Ecuador	16.8	19.7	23.2
U.S.	325.4	357.7	396.8



Note: ¹Early 2018 planned market entry
Source: ²World Bank



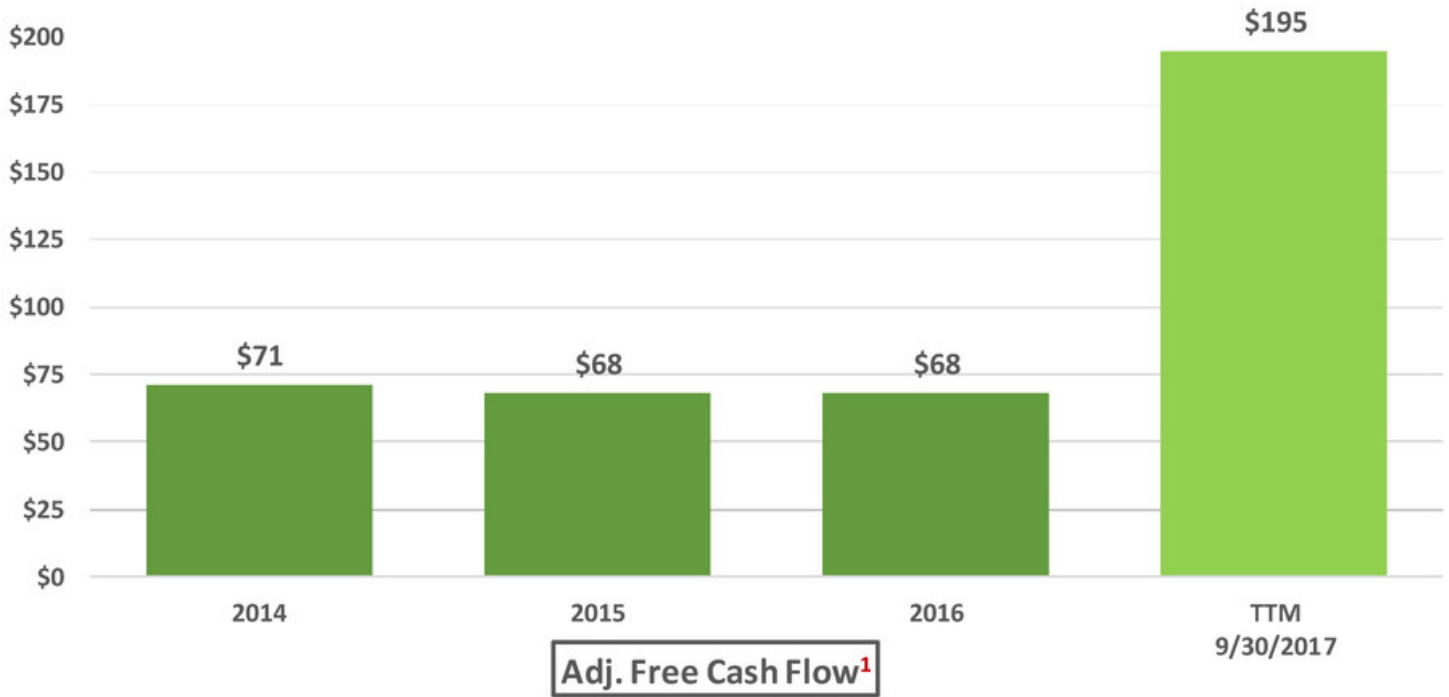


CASH FLOW AND CREDIT METRICS



ADJUSTED FREE CASH FLOW

(\$/millions)

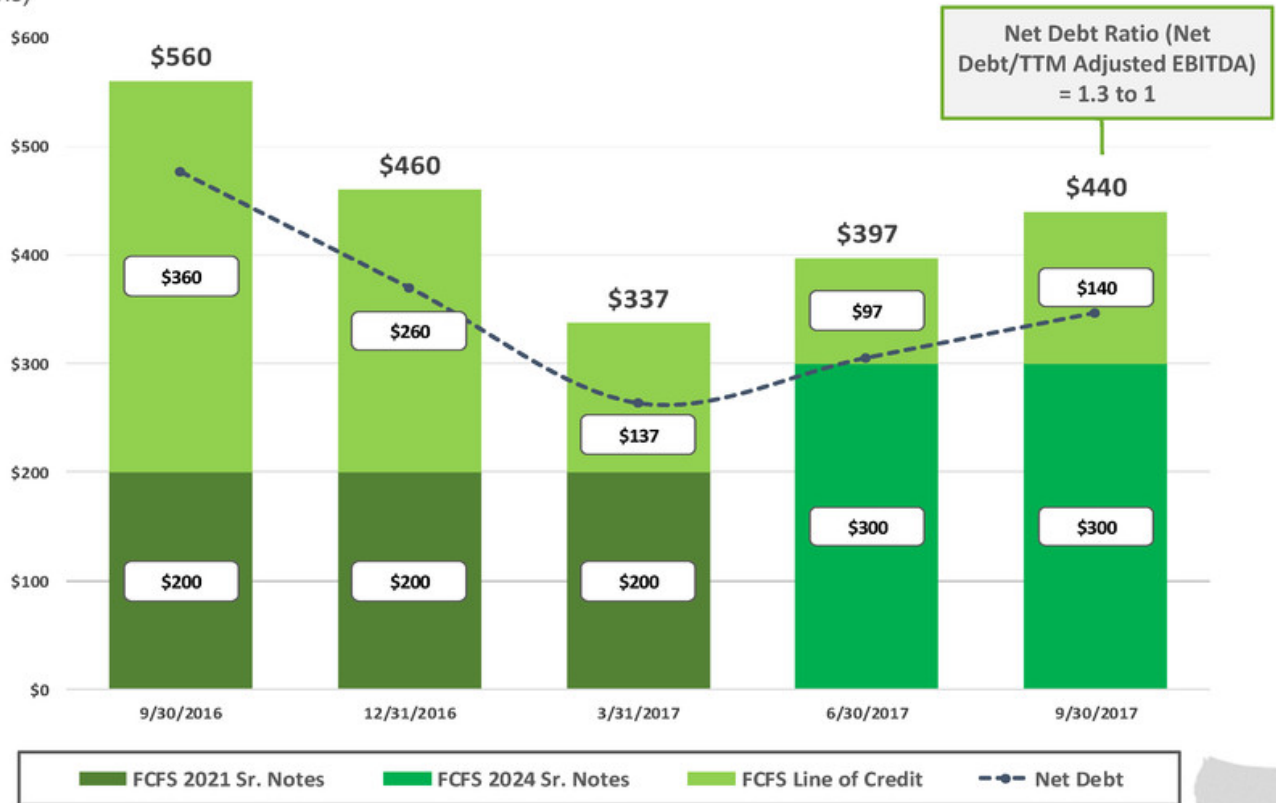


¹Adjusted Free Cash Flow is a non-GAAP number. See appendix for reconciliation to Adjusted Free Cash Flow from Operating Activities.



LEVERAGE PROFILE

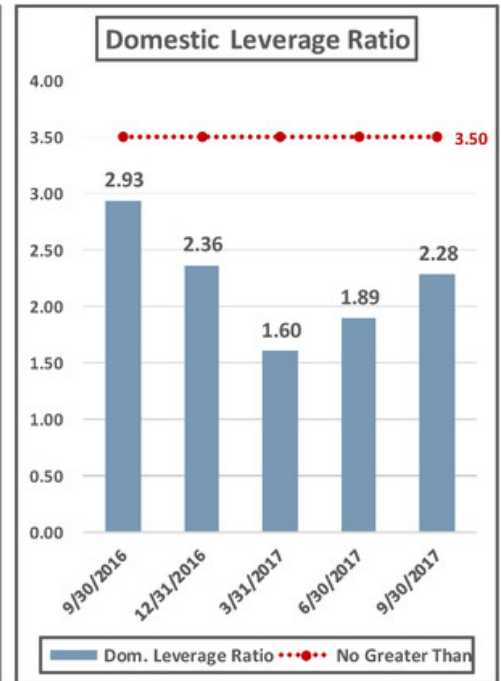
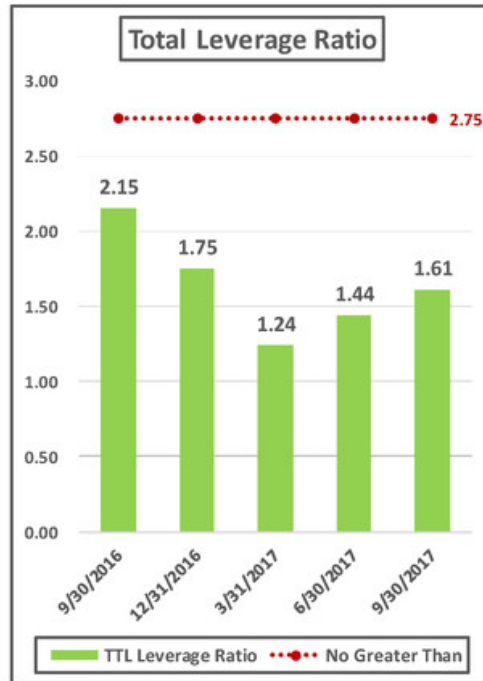
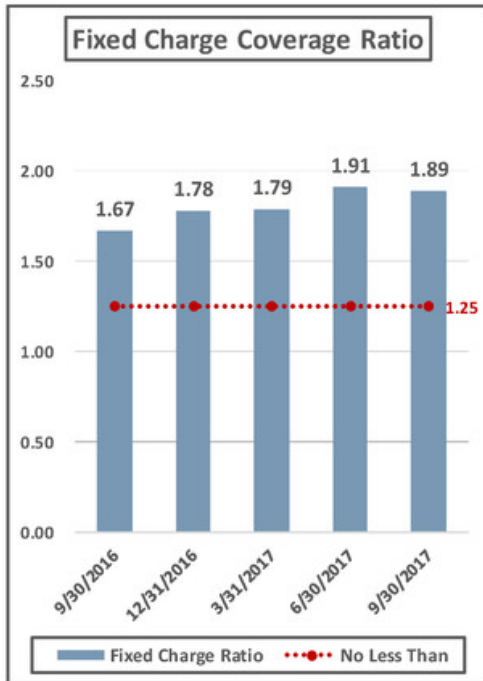
(\$/millions)



¹Net Debt Ratio is a non-GAAP number. See Company Q3-2017 10-Q filing from November 1, 2017 for reconciliation to Adjusted EBITDA from Net Income.

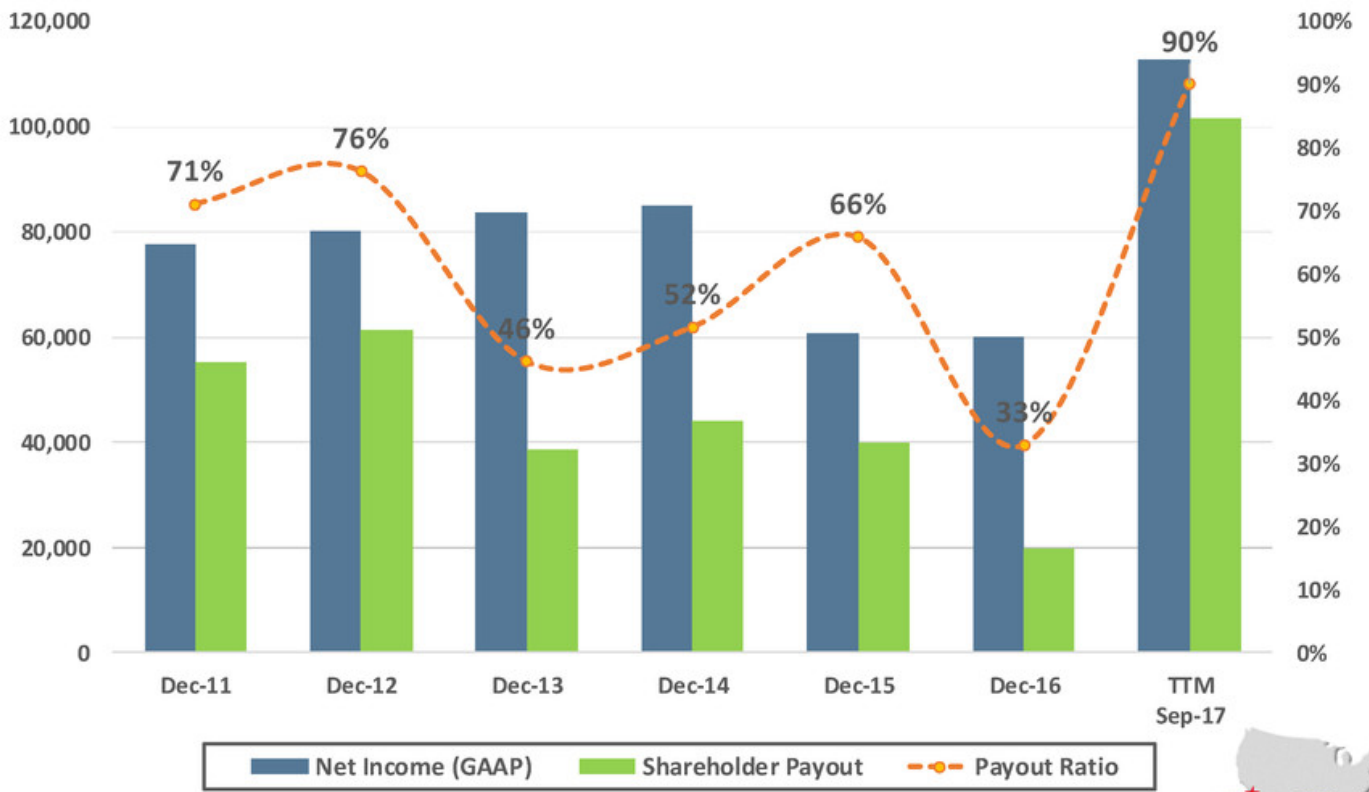


FINANCIAL COVENANTS – LINE OF CREDIT

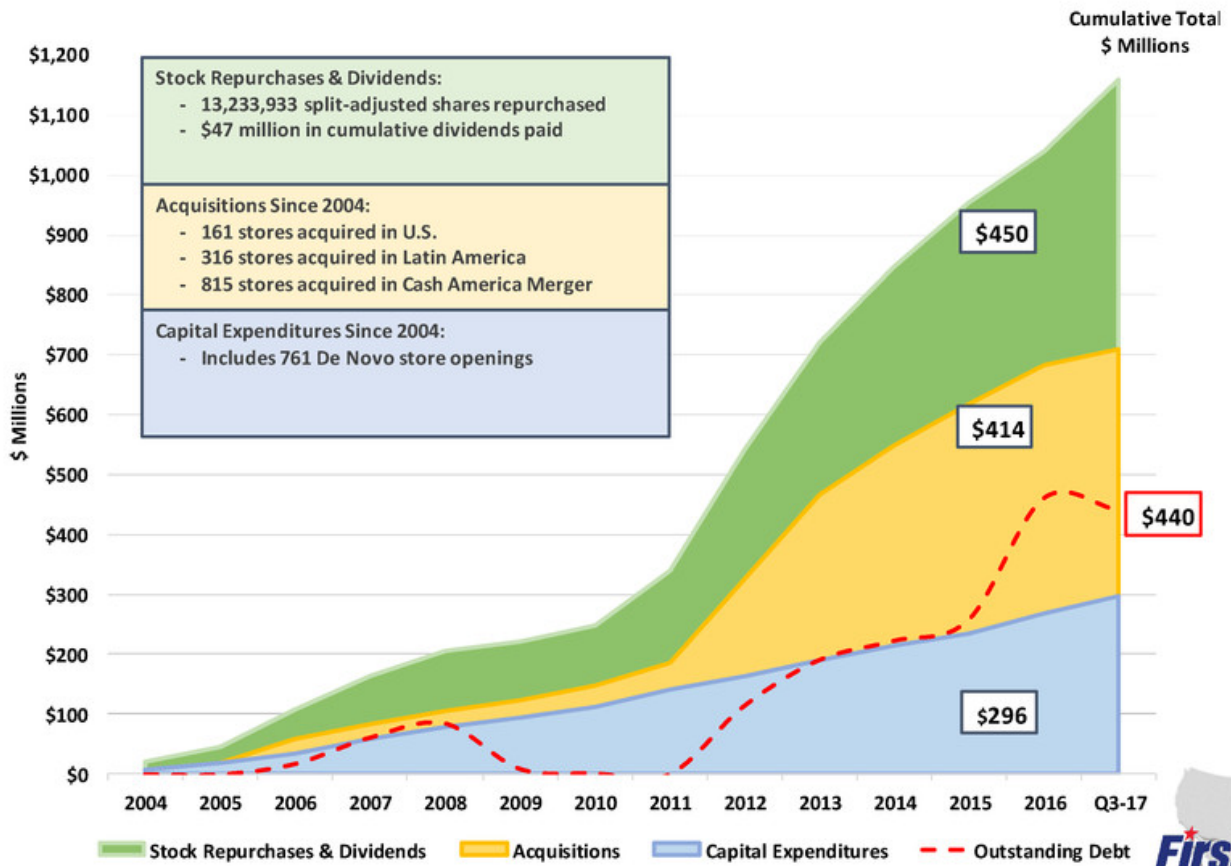


SHAREHOLDER PAYOUT AS % OF NET INCOME

(\$/millions)



OVER \$1.1 BILLION IN CUMULATIVE INVESTMENTS & SHAREHOLDER PAYOUTS





APPENDIX

NON-GAAP FINANCIAL INFORMATION

The Company uses certain financial calculations, such as adjusted net income, adjusted net income per share, EBITDA, adjusted EBITDA, free cash flow, adjusted free cash flow and constant currency results (collectively "Non-GAAP Measures"), which are not considered measures of financial performance under U.S. generally accepted accounting principles ("GAAP"). Items excluded from the calculation of Non-GAAP Measures are significant components in understanding and assessing the Company's financial performance. Since Non-GAAP Measures are not measures determined in accordance with GAAP and are thus susceptible to varying calculations, Non-GAAP Measures, as presented, may not be comparable to other similarly titled measures of other companies. Non-GAAP Measures should not be considered as alternatives to net income, cash flow provided by or used in operating, investing or financing activities or other financial statement data presented in the Company's consolidated financial statements as indicators of financial performance or liquidity. Non-GAAP Measures should be evaluated in conjunction with, and are not a substitute for, GAAP financial measures.



RECONCILIATION OF NET INCOME TO EBITDA AND ADJUSTED EBITDA

(\$/MILLIONS)

	Year Ended December 31,			
	TTM 9/30/2017	2016	2015	2014
Net Income	\$112,850	\$60,127	\$60,710	\$85,166
Income taxes	58,544	33,320	26,971	31,542
Depreciation and amortization ⁽¹⁾	57,504	31,865	17,446	17,476
Interest expense	24,288	20,320	16,887	13,527
Interest Income	(1,253)	(751)	(1,566)	(682)
EBITDA	251,933	144,881	120,448	147,029
Adjustments:				
Merger related expenses	5,657	36,220	-	-
Other acquisition expenses	300	450	2,875	998
Loss on extinguishment of debt	14,114	-	-	-
Restructuring expenses related to U.S. consumer loan ops	-	-	8,878	-
Net gain on sale of common stock of Enova	(1,552)	(1,299)	-	-
Adjusted EBITDA	\$270,452	\$180,252	\$132,201	\$148,027

¹For fiscal year 2015, excludes \$493 of depreciation and amortization, which is included in the restructuring expenses related to U.S. consumer loan operations



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

(\$/millions)

	Year Ended December 31,				Trailing Twelve Months Ended September 30,	
	2013	2014	2015	2016	2017	2016
Cash flow from operating activities	\$ 106,718	\$ 97,679	\$ 92,749	\$ 96,854	\$ 205,226	\$ 68,101
Cash flow from investing activities:						
Loan receivables, net of cash repayments	(411)	(2,470)	(3,716)	(16,072)	20,675	(12,903)
Purchases of property and equipment	(26,672)	(23,954)	(21,073)	(33,863)	(37,032)	(28,971)
Free cash flow	79,635	71,255	67,960	46,919	188,869	26,227
Merger related expenses paid, net of tax	0	0	0	20,939	5,667	19,715
Adjusted free cash flow	\$ 79,635	\$ 71,255	\$ 67,960	\$ 67,858	\$ 194,536	\$ 45,942



