

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

February 13, 2018
(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 presentation. This presentation is included herein as Exhibits 99.1.

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](#)

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: February 13, 2018

FIRSTCASH, INC.

(Registrant)

/s/ R. DOUGLAS ORR

R. Douglas Orr

Executive Vice President and Chief Financial Officer

(As Principal Financial and Accounting Officer)



INVESTOR PRESENTATION

FEBRUARY 2018

FirstCash[®]



FORWARD LOOKING STATEMENTS

“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 “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, including the Company’s forthcoming Annual Report on Form 10-K. Many of these risks and uncertainties are beyond the ability of the Company to control, nor can the Company predict, in many cases, all of the risks and uncertainties that could cause its actual results to differ materially from those indicated by the forward-looking statements. The forward-looking statements contained in this presentation speak only as of the date of this presentation, and the Company expressly disclaims any obligation or undertaking to report any updates or revisions to any such statement to reflect any change in the Company’s expectations or any change in events, conditions or circumstances on which any such statement is based, except as required by law.”



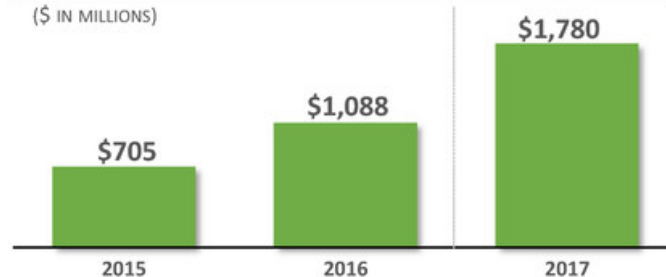
FirstCash[®] AT A GLANCE

OVERVIEW

- 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

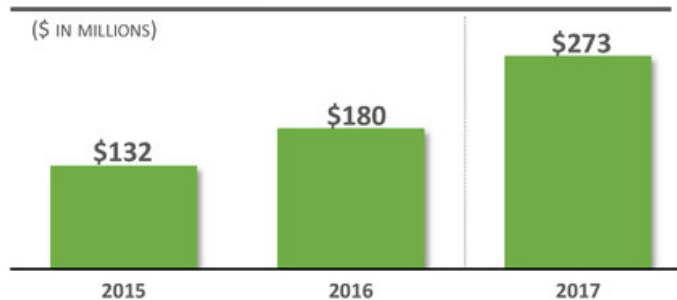
REVENUE

(\$ IN MILLIONS)



ADJUSTED EBITDA⁽¹⁾

(\$ IN MILLIONS)



¹ See "Non-GAAP Financial Information" and "Reconciliation of Net Income to EBITDA and Adjusted EBITDA in the Appendix.

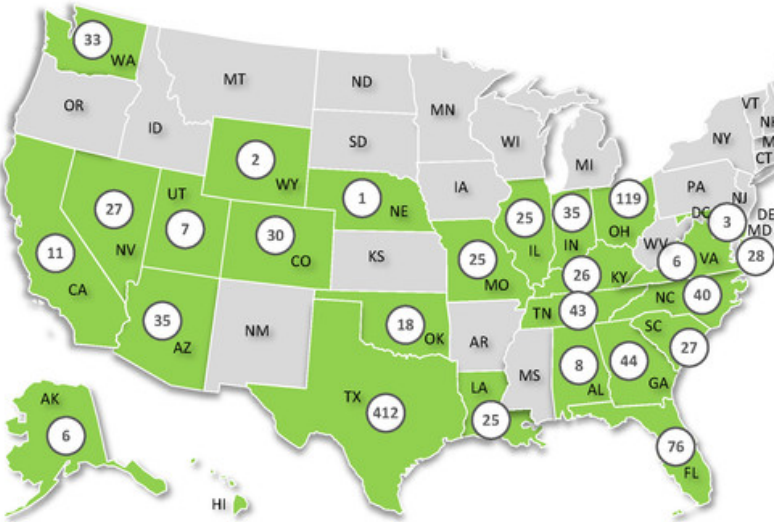
Source: Company filings.



LARGEST PAWN OPERATOR IN THE AMERICAS

OVER 2,100 STORES IN FOUR COUNTRIES

U.S. OPERATIONS – 1,112 STORES IN 26 STATES



MEXICO OPERATIONS – 953 STORES IN 32 STATES



CENTRAL AMERICA OPERATIONS – 46 STORES



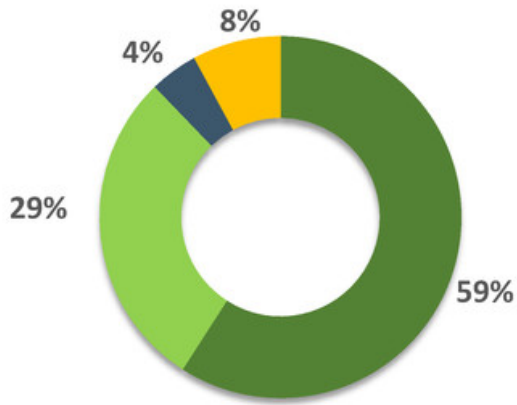
Note: As of 12-31-17



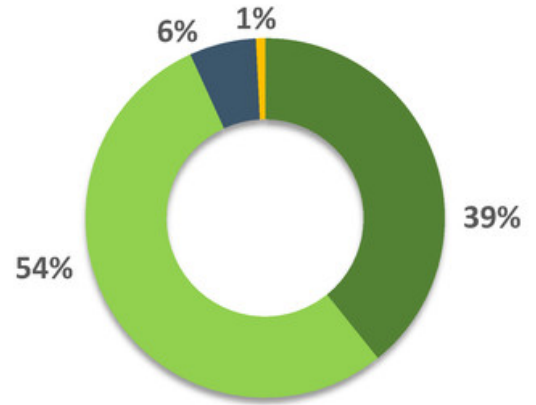
PAWN-FOCUSED PRODUCT MIX

TRAILING TWELVE MONTHS (TTM)

TOTAL REVENUE
\$1.8 BILLION



NET REVENUE
\$0.9 BILLION



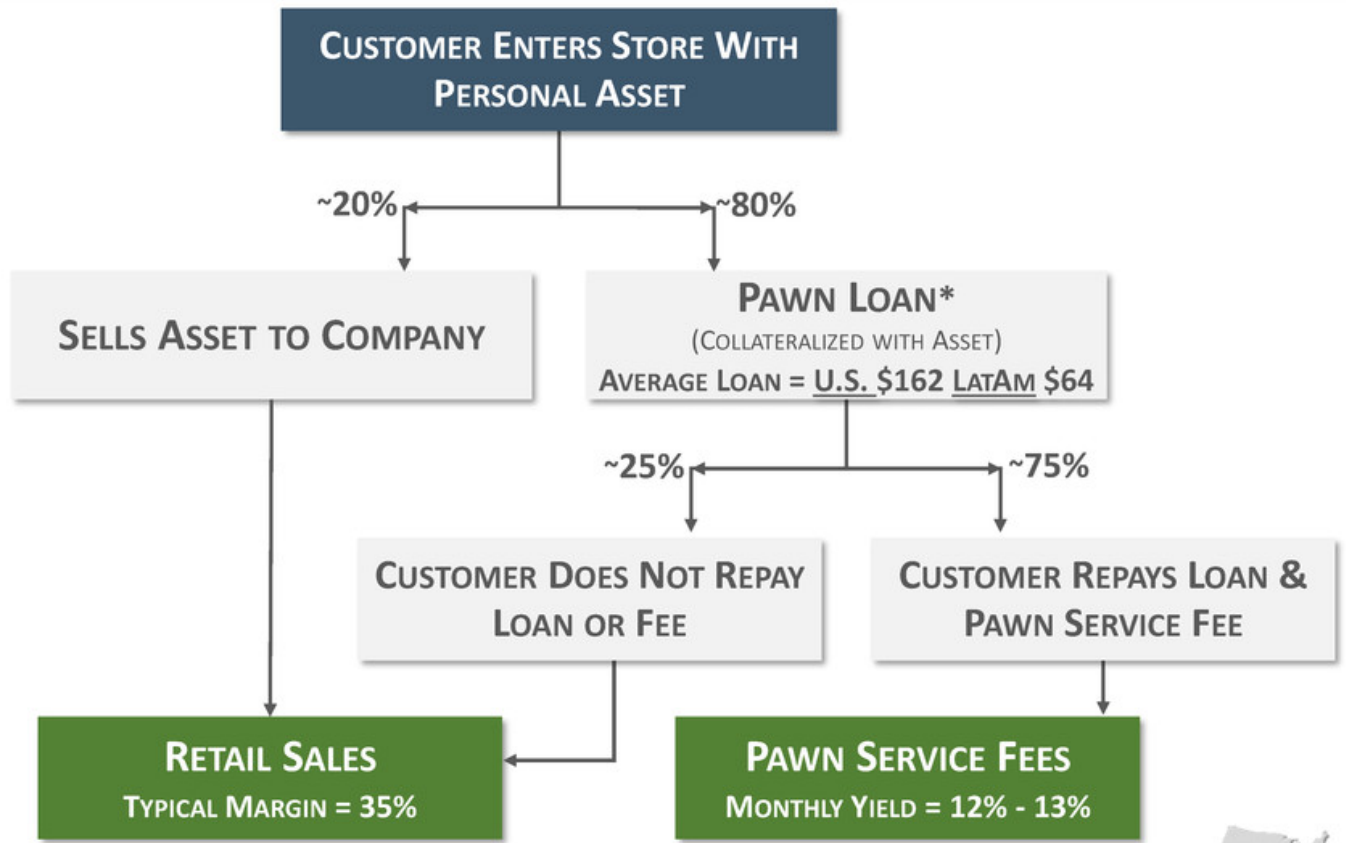
PAWN STORE RETAIL SALES	PAWN FEES	SCRAP JEWELRY SALES	CONSUMER LOAN/ SERVICE FEES
CONSOLIDATED GROSS MARGIN BY PRODUCT TYPE			
35%	100%	6%	74%

Note: As of 12/31/2017



TYPICAL PAWN TRANSACTION CYCLE

TOTAL TRANSACTION TIME LESS THAN 15 MINUTES



Note: *As of 12/31/2017



CASH AMERICA MERGER UPDATE

- **TRANSFORMATIONAL MERGER WITH CASH AMERICA CLOSED IN SEPTEMBER 2016**
 - 100% STOCK-FOR-STOCK TAX FREE TRANSACTION, 0.840X FCFS SHARES FOR EACH CSH SHARE
 - COMPLETED HEADQUARTERS CONSOLIDATION OF CORPORATE OPERATIONS INTO CASH AMERICA OWNED BUILDING IN FORT WORTH, TEXAS IN Q1 2017
 - ADDITIONAL OPPORTUNITIES TO CONSOLIDATE CORPORATE EXPENSES AND SUPPORT FUNCTIONS
- **STORES**
 - ENHANCED SCALE AND GEOGRAPHIC REACH: CREATES LEADING OPERATOR OF APPROXIMATELY 1,100 RETAIL PAWN STORES IN THE UNITED STATES
 - MAINTAIN ESTABLISHED FIRST CASH AND CASH AMERICA “BRANDS” IN LOCAL MARKETS
 - INTEGRATE INCENTIVE COMPENSATION PLANS WITH FOCUS ON KEY PROFITABILITY METRICS
- **TECHNOLOGY**
 - COMPLETED INTEGRATION TO THE FIRSTCASH FIRSTPAWN POS PLATFORM IN DECEMBER 2017
 - CONSOLIDATION OF BACK OFFICE FINANCE AND HR COMPLETED 12/31/2017



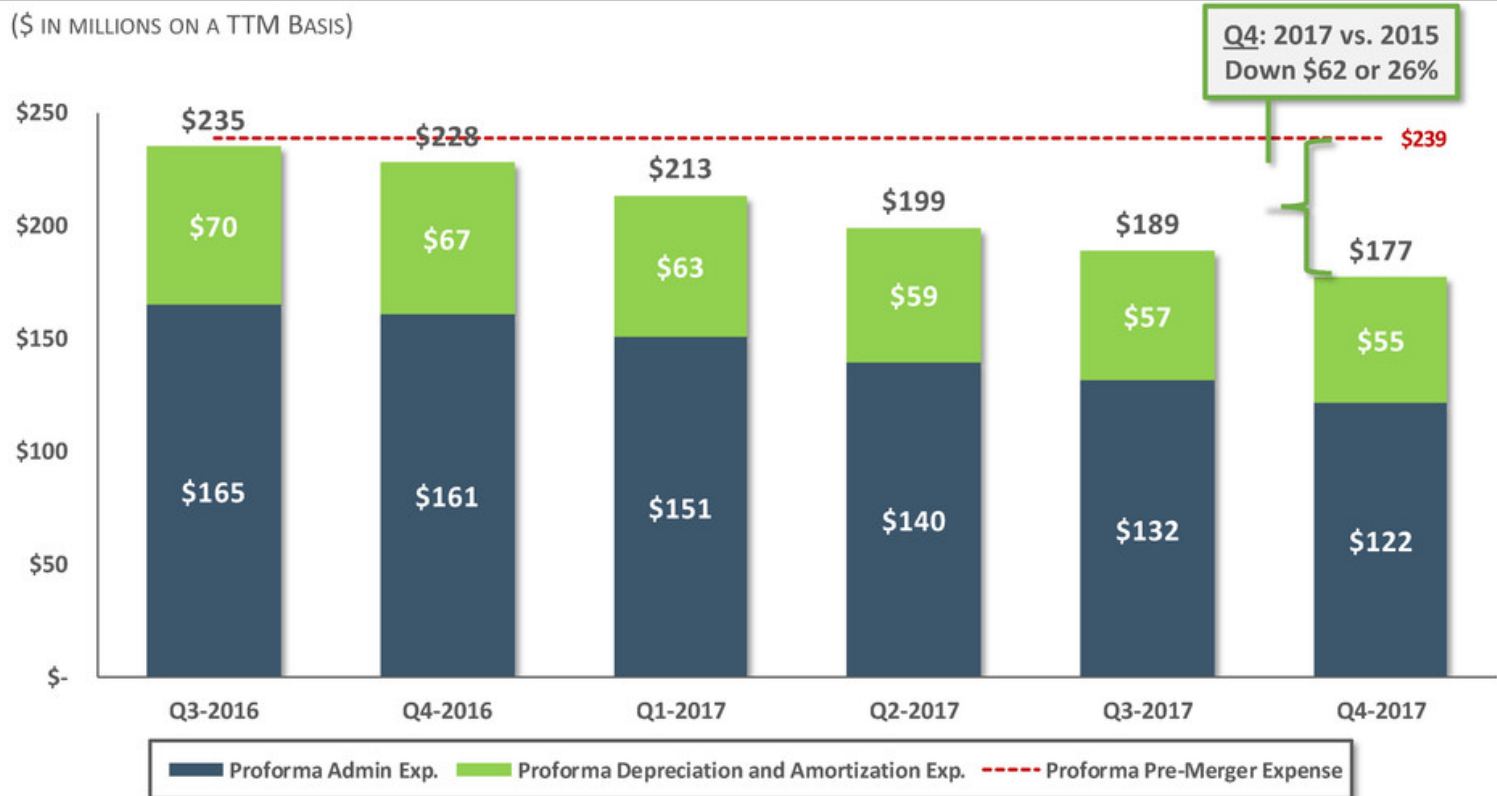
MERGER SYNERGIES DRIVE ADDITIONAL ACCRETION

	ESTIMATED AMOUNTS AT TIME OF MERGER	ACHIEVED AS OF DECEMBER 2017	EXPECTED OPPORTUNITIES IN 2018
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"> • \$43 MILLION IN 2017 	<ul style="list-style-type: none"> • ~\$70 MILLION OR MORE 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"> • \$19 MILLION IN 2017 	
TRANSACTION AND INTEGRATION COSTS	<ul style="list-style-type: none"> • UP TO ~\$28 MILLION 	<ul style="list-style-type: none"> • APPROXIMATELY \$24 MILLION 	<ul style="list-style-type: none"> • ADDITIONAL \$2-4 MILLION IN 2018



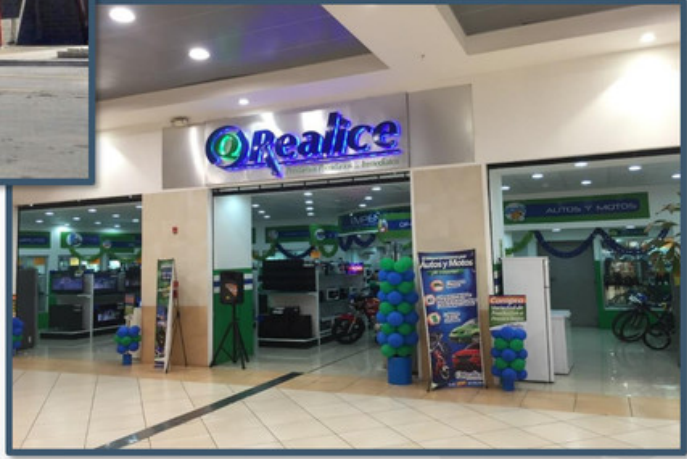
ANNUALIZED TTM ADMIN AND D&A EXPENSES

(\$ IN MILLIONS ON A TTM BASIS)



Note: Excludes merger related expenses





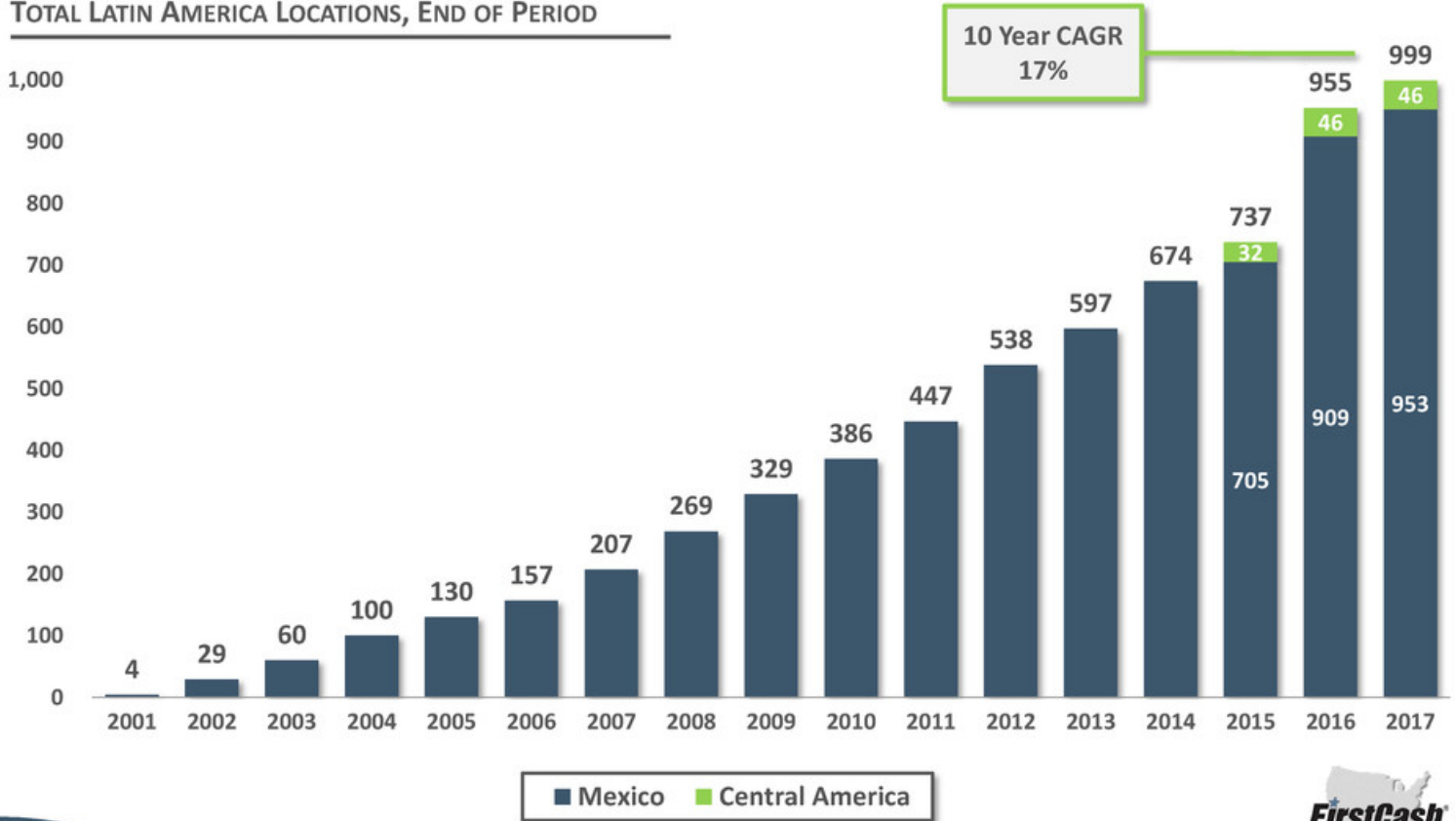
LATIN AMERICA OVERVIEW

MEXICO, GUATEMALA, EL SALVADOR
AND COLOMBIA

FirstCash

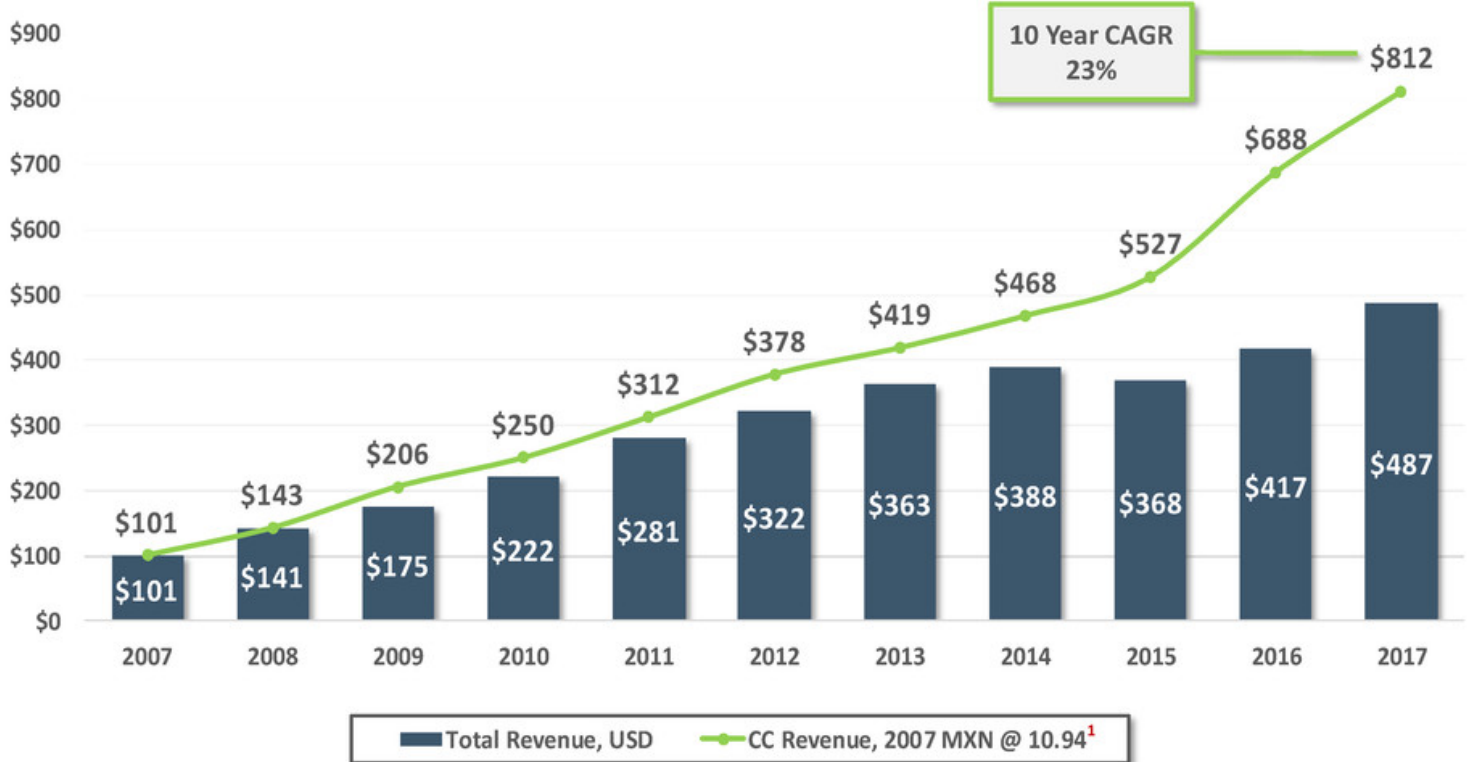
ALMOST 1,000 LATIN AMERICA LOCATIONS

TOTAL LATIN AMERICA LOCATIONS, END OF PERIOD



LATAM REVENUE GROWTH & CURRENCY IMPACT

(\$ IN MILLIONS)

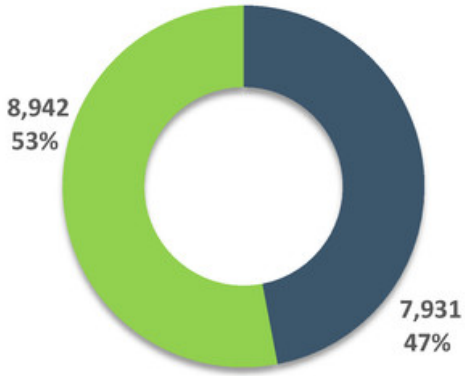


¹ Constant currency revenue is considered a non-GAAP measurement of financial performance

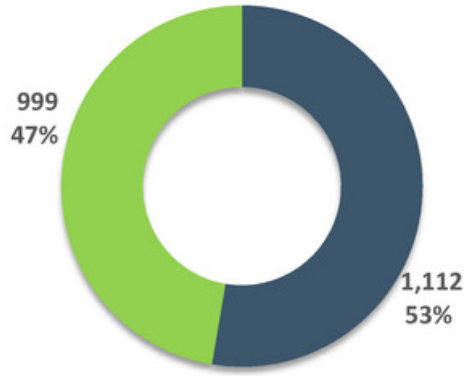


LATAM SEGMENTS REPRESENT A SIGNIFICANT % OF FIRSTCASH'S CONSOLIDATED OPERATIONS

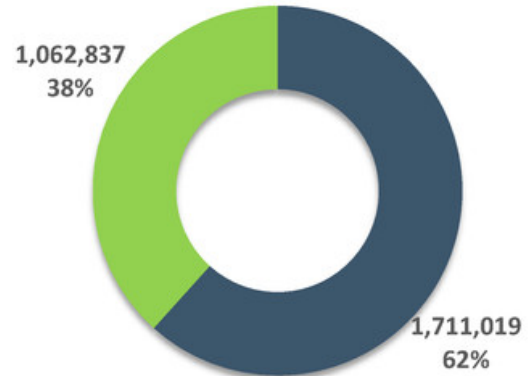
Employee Count¹



Store Count¹



Number of Pawn Loans Outstanding¹

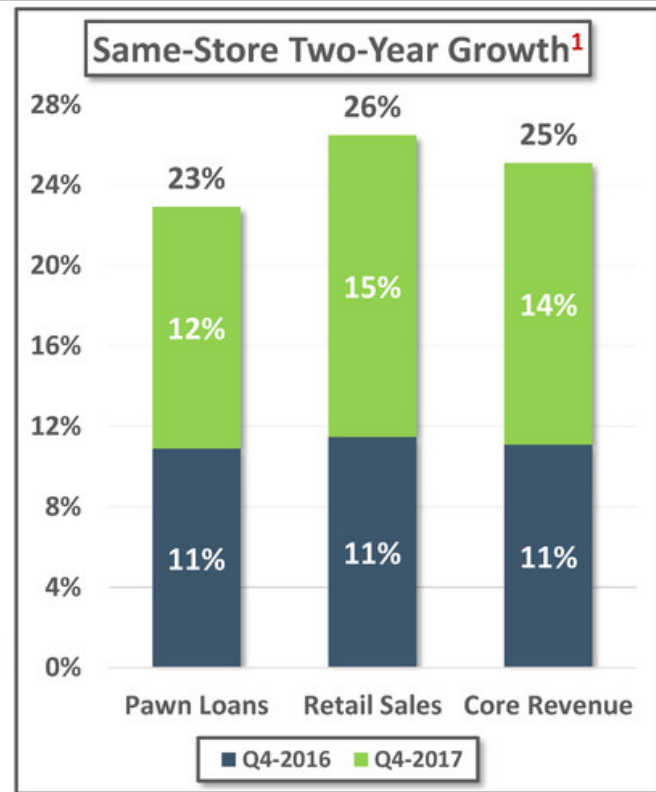


■ LatAm ■ U.S.

¹As of: 12/31/2017

LATAM OPERATING TRENDS: Q4-2017

- **STRONG GROWTH IN TOTAL REVENUE IN THE FOURTH QUARTER**
 - UP 22% ON A USD \$ TRANSLATED BASIS
 - UP 16% ON A CONSTANT CURRENCY BASIS
- **CONTINUED ACCELERATION OF SAME-STORE GROWTH METRICS**
- **36% RETAIL MARGINS REMAINED STRONG GIVEN HIGH CONCENTRATION OF GENERAL MERCHANDISE SALES**



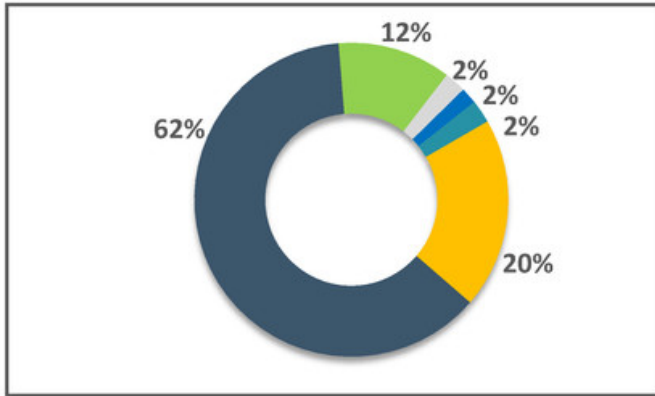
¹ Growth rates calculated on a constant currency basis, a non-GAAP measure defined in the 2/1/2018 press release and reconciled to the most comparable GAAP measures in the financial statements of the same release.



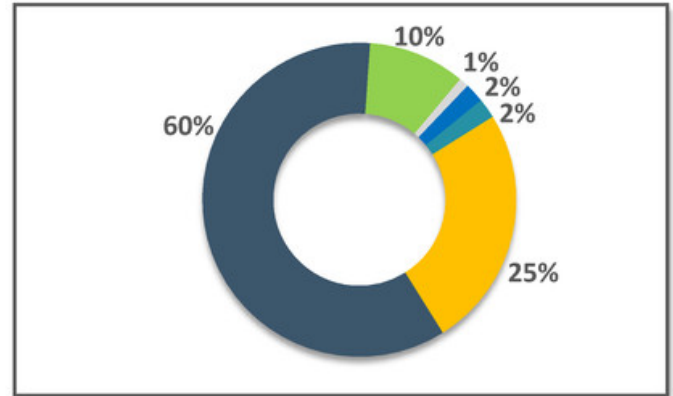
LATAM PAWN AND INVENTORY COMPOSITION

LATAM OPERATIONS SEGMENT

PAWN COLLATERAL



INVENTORY



JEWELRY ELECTRONICS TOOLS SPORTING GOODS MUSICAL INSTRUMENTS OTHER

Note: As of 12-31-17

LATAM GROWTH STRATEGY

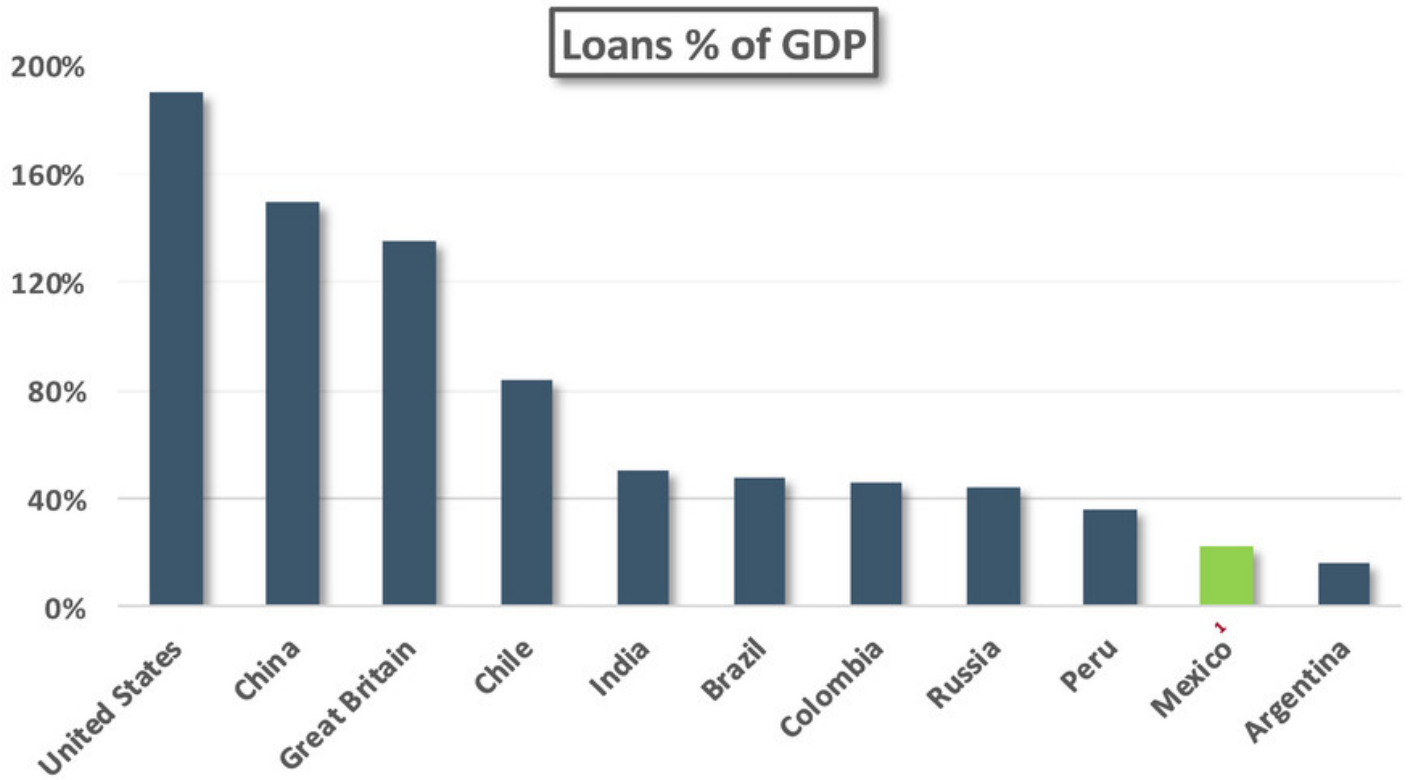
LATIN AMERICA CONTINUES TO BE THE PRIMARY STORE GROWTH VEHICLE - SIGNIFICANT UNTAPPED POTENTIAL IN THE REGION

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



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

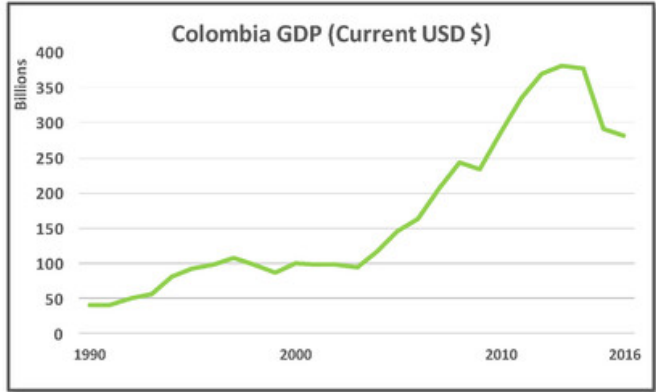


NEW MARKET UPDATE

RATIONALE FOR COLOMBIA EXPANSION



Note: † Early 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 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 WITHIN BUDGET

UNDEVELOPED SITE



SAME SITE AFTER REDEVELOPMENT



MEXICO NEW STORE USD \$ INVESTMENT – PROVEN RAPID PAYBACK MODEL

(\$ IN USD)

Store Investment (USD \$)	
Cap Ex	\$160,000
- Leasehold improvements & fixtures	
- Computer & security equipment	
Start-up Losses	\$25,000
- Pre-opening	
- First six months of operation	
Total Store Investment	\$185,000
Working Capital (USD \$)	
First Year for New Store	\$90,000
- Operating cash	
- Loan funding	
- Inventory	

Typical Mexico New Store Ramp

	Year 1	Year 2	Year 3	Year 4	Year 5
Op Margin	(4%)	17%	22%	24%	26%



¹ Store-Level Operating Profit Before Administrative Expense & Taxes; Data is Based on NSO From 2005-2017





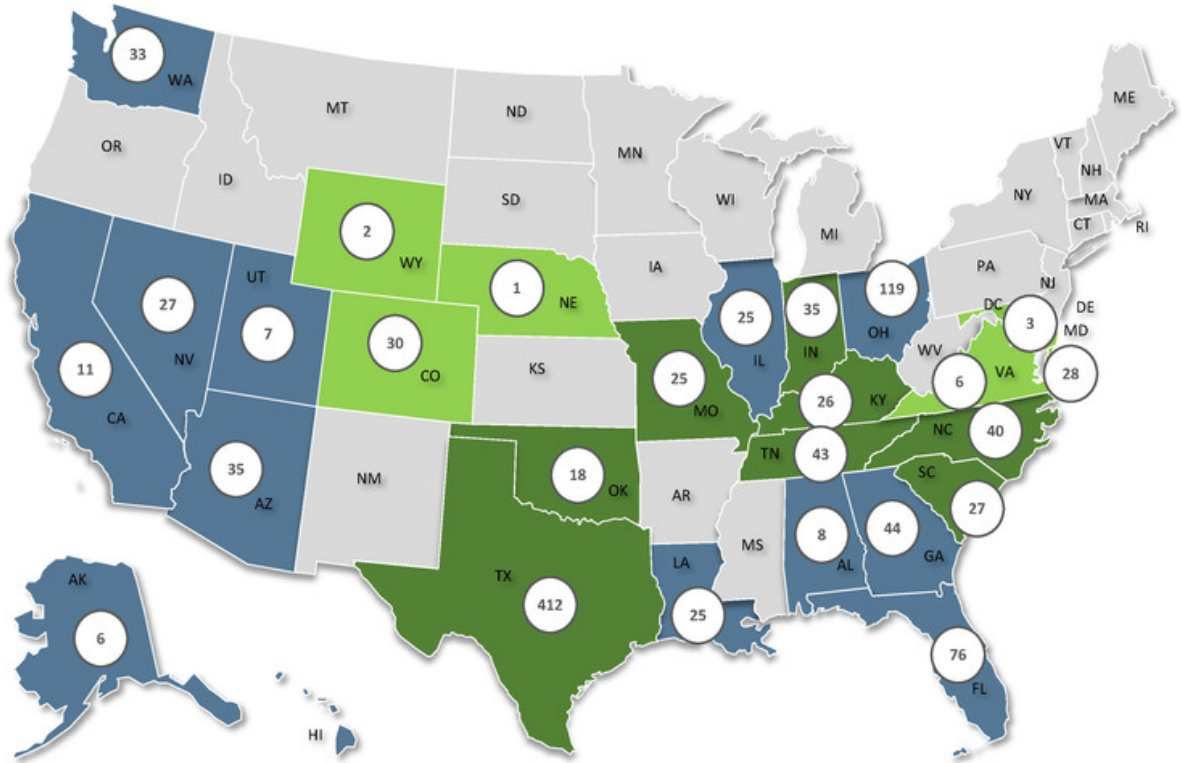
UNITED STATES OVERVIEW

LOCATIONS IN 26 STATES

FirstCash[®]

U.S. – Over 1,100 LOCATIONS IN 26 STATES

LEGACY FIRST CASH LEGACY CASH AMERICA SHARED MARKETS



Note: As of 12-31-17



U.S. OPERATING TRENDS: Q4-2017

- **LEGACY FIRST CASH STORES CONTINUE TO SEE SOLID SAME-STORE INCREASES:**
 - SAME-STORE PAWN LOANS UP 6%
 - SAME-STORE PAWN FEE REVENUE UP 3%
- **INVENTORIES LEVELS REFLECTED SIGNIFICANT REDUCTIONS IN AGED INVENTORIES – ESPECIALLY IN CASH AMERICA LOCATIONS WHERE AGED INVENTORIES:**
 - WERE 14% AT Q2-2017
 - IMPROVED TO 11% AT Q3-2017
 - FURTHER IMPROVED TO 7% AT Q4-2017



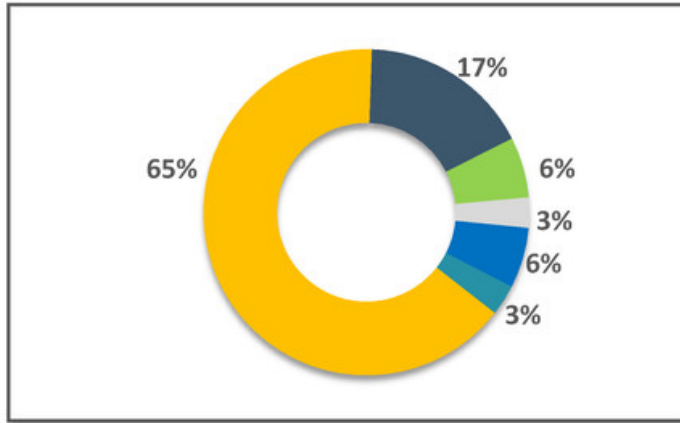
¹ Aged inventory defined as inventory aged 361+ days



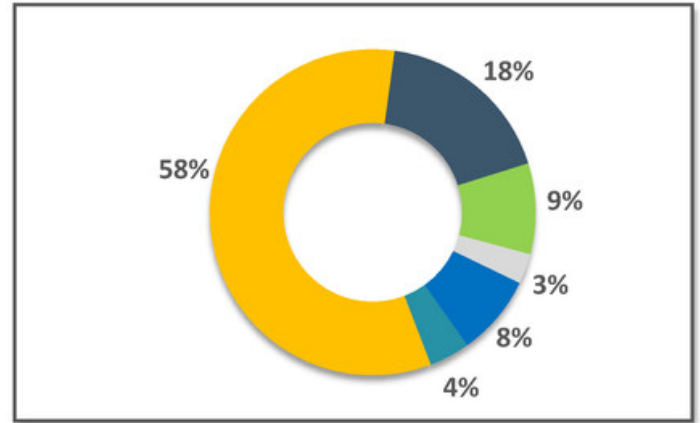
U.S. PAWN AND INVENTORY COMPOSITION

U.S. OPERATIONS SEGMENT

PAWN COLLATERAL



INVENTORY



JEWELRY ELECTRONICS TOOLS SPORTING GOODS MUSICAL INSTRUMENTS OTHER

Note: As of 12-31-17

U.S. EARNINGS GROWTH STRATEGY

- **CONTINUE SCOUTING ACQUISITIONS IN EXISTING STATES**
 - ORGANIC DEMAND AS UNBANKED AND UNDERBANKED DEMOGRAPHICS CONTINUE TO GROW
 - CONTINUED OPPORTUNITIES FOR SMALLER “TUCK-IN” ACQUISITIONS
- **DRIVE FURTHER MERGER SYNERGIES & MARGIN IMPROVEMENT**
 - ADDITIONAL SYNERGIES EXPECTED IN 2018
 - INCREASED RETAIL MARGINS, ESPECIALLY IN LEGACY CASH AMERICA LOCATIONS
 - EXPECTING PAWN LOAN GROWTH IN SECOND HALF OF 2018 AND BEYOND

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, 2014**
 - **NEVADA (27 STORES): ENACTED OCTOBER 1, 2011**

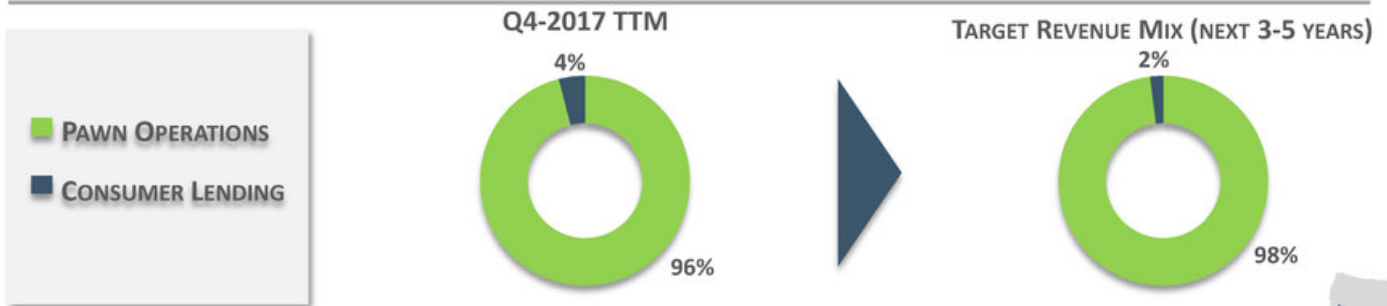
Note: As of 12-31-17



LIMITED EXPOSURE TO CFPB RULES FOR PAYDAY LENDING

- IN OCTOBER 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



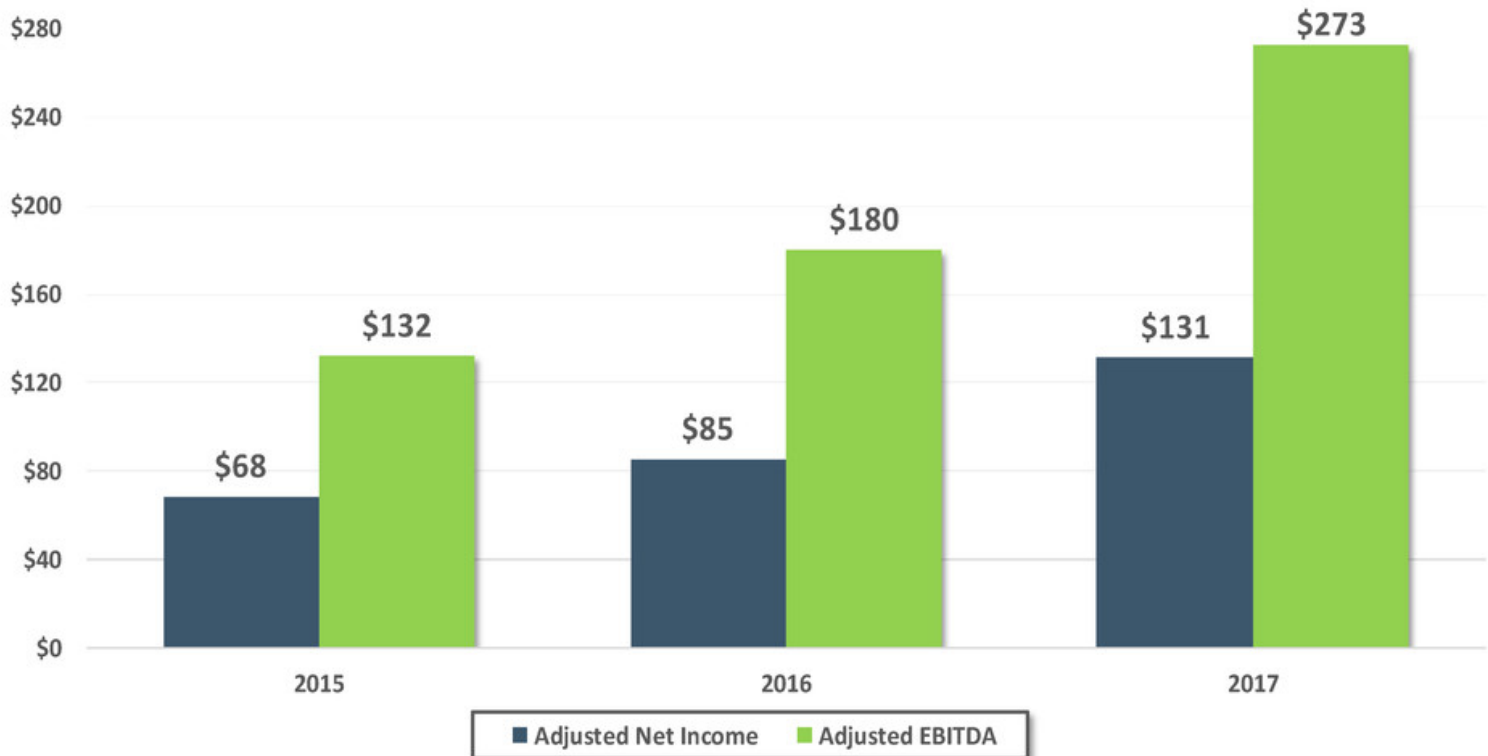


FINANCIAL HIGHLIGHTS

FirstCash[®]

ADJUSTED NET INCOME AND ADJUSTED EBITDA

(\$ IN MILLIONS)

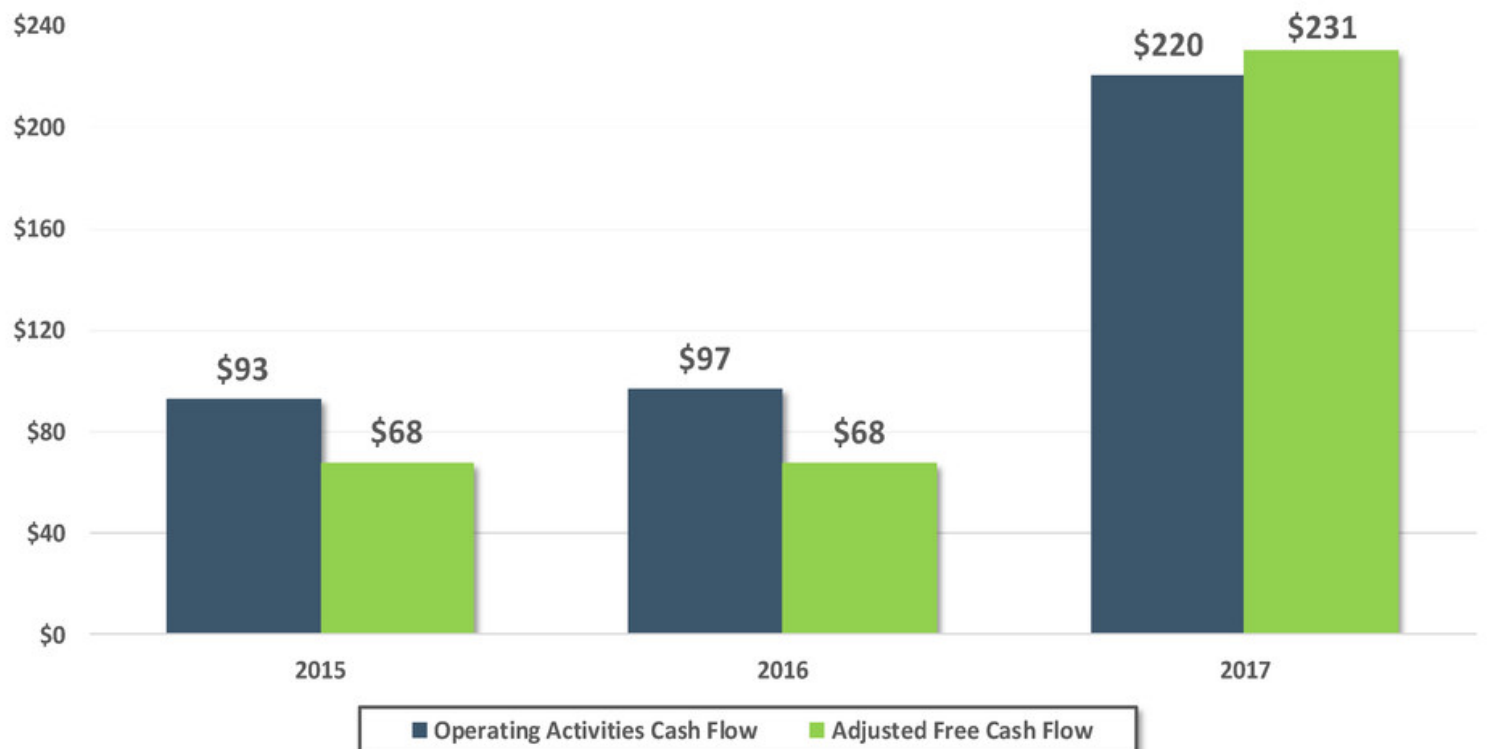


Note: Adjusted Net Income and Adjusted Net EBITDA are non-GAAP numbers. See appendix for reconciliation to Net Income.



OPERATING CASH FLOW AND ADJUSTED FREE CASH FLOW

(\$ IN MILLIONS)



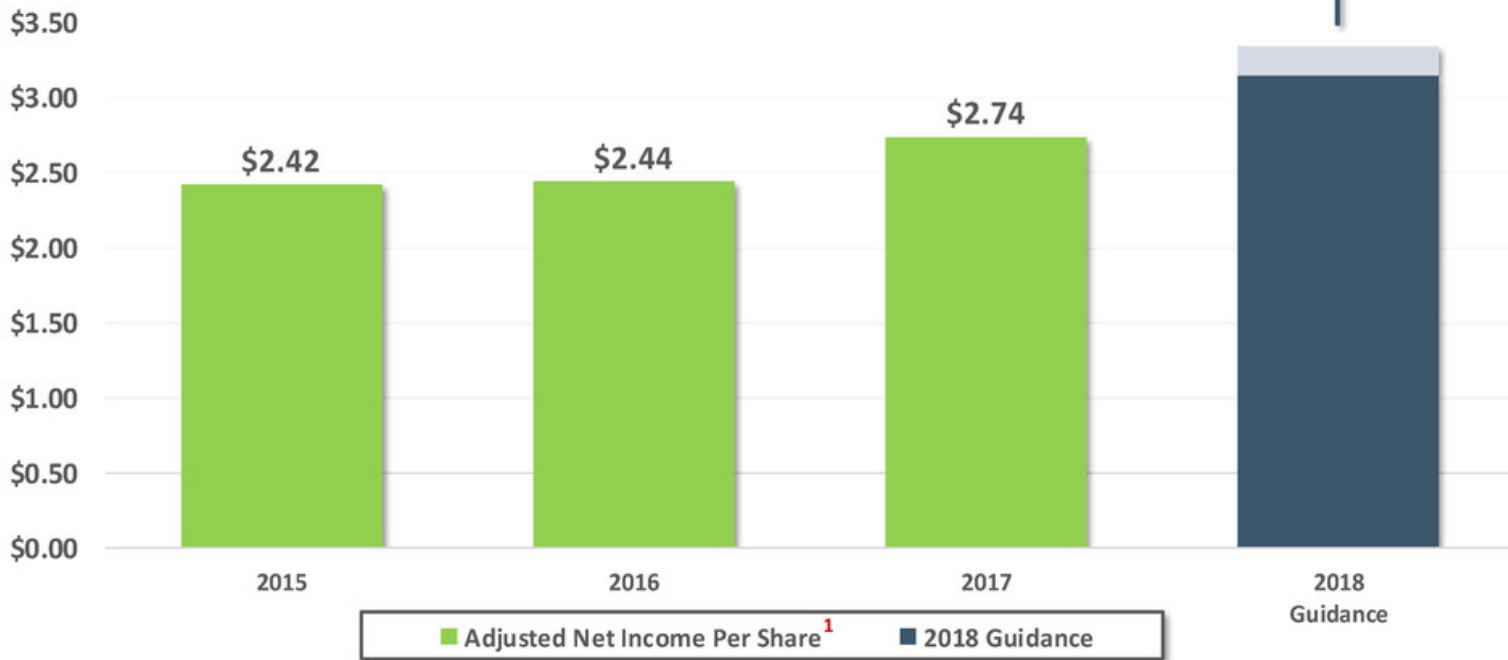
Note: Adjusted Free Cash Flow is a non-GAAP number. See appendix for reconciliation to Adjusted Free Cash Flow from Operating Activities.



ADJUSTED EARNINGS PER SHARE

GUIDANCE AS PROVIDED ON FEBRUARY 1, 2018

GUIDANCE RANGE²:
\$3.15 - \$3.35



¹ Adjusted earnings measures for 2017 exclude the impact of the Tax Act, merger and acquisition related expenses and the loss on extinguishment of debt from the senior notes refinancing, which are further described, along with the adjustments for 2016 results, in the detailed reconciliations of adjusted earnings provided elsewhere in this presentation ² The guidance for fiscal 2018 is presented on a non-GAAP basis, as it does not include the impact of Merger expenses. Given the difficulty in predicting the amount and timing of future ongoing Merger expenses, the Company cannot reasonably provide a full reconciliation of adjusted guidance to GAAP guidance. However, the Company expects Merger expenses to be within a range of \$0.03 to \$0.06 per share, net of tax, for fiscal 2018.

FirstCash

FIRSTCASH FISCAL 2018 OUTLOOK

- **THE COMPANY IS INITIATING ITS FISCAL FULL-YEAR 2018 GUIDANCE FOR ADJUSTED DILUTED EARNINGS PER SHARE TO BE IN THE RANGE OF \$3.15 TO \$3.35¹**

- **REPRESENTS ADJUSTED EARNINGS PER SHARE GROWTH TO BE IN A RANGE OF 15% TO 22%**

- **KEY ASSUMPTIONS:**

- **AN ESTIMATED EXCHANGE RATE OF APPROXIMATELY 20.0 MEXICAN PESOS / U.S. DOLLAR REPRESENTS EARNINGS HEADWIND OF APPROXIMATELY \$0.08 TO \$0.10 PER SHARE FOR 2018**

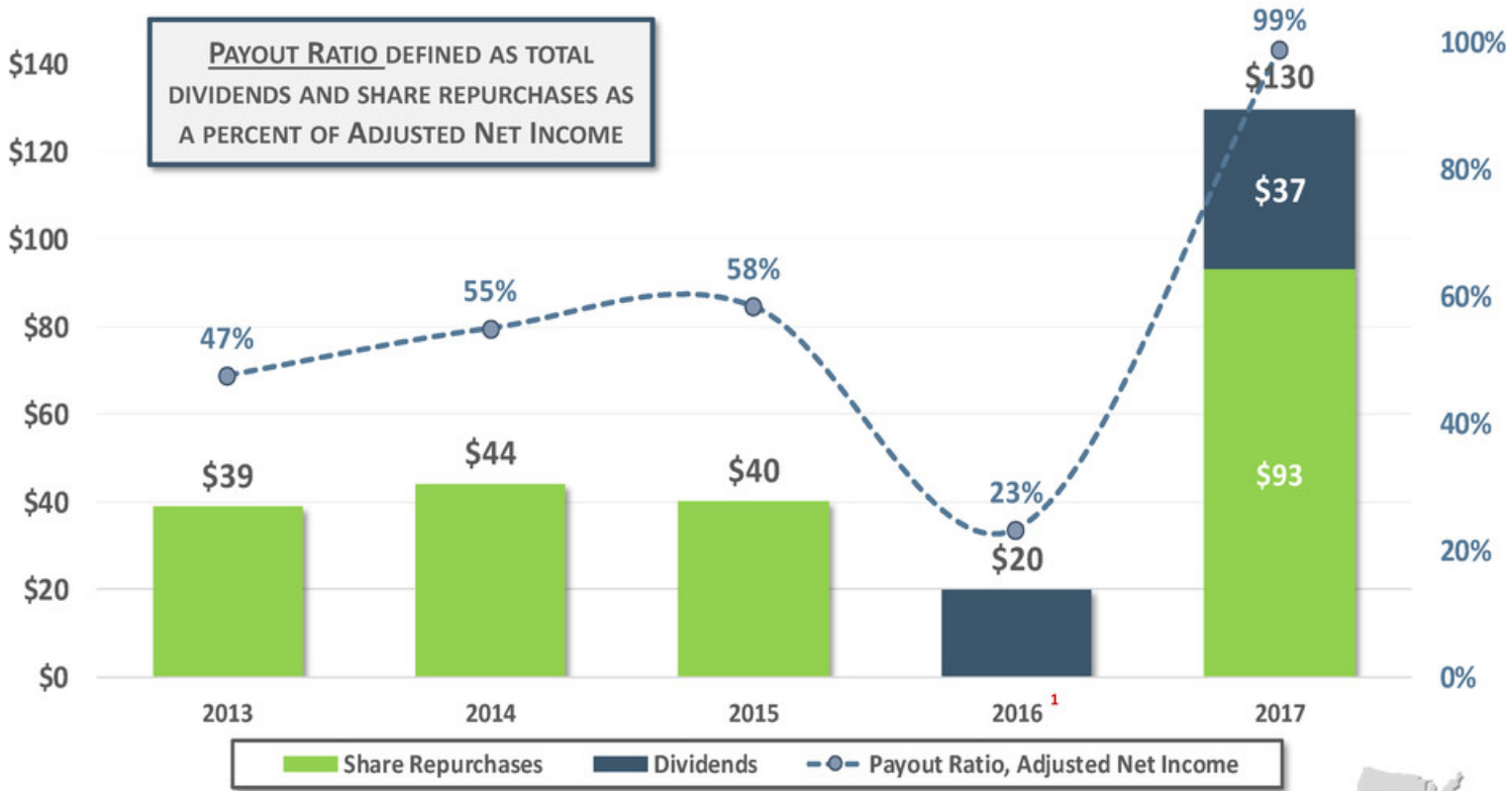
- **AN EXPECTED EFFECTIVE INCOME TAX RATE FOR FISCAL 2018 OF APPROXIMATELY 26.5% TO 27.5%**

- **AN ANTICIPATED EARNINGS DRAG OF APPROXIMATELY \$0.14 TO \$0.17 PER SHARE DUE TO EXPECTED STRATEGIC REDUCTIONS IN CONSUMER LENDING OPERATIONS**

¹ The guidance, announced on 2/1/2018, for fiscal 2018 is presented on a non-GAAP basis, as it does not include the impact of Merger expenses. Given the difficulty in predicting the amount and timing of future ongoing Merger expenses, the Company cannot reasonably provide a full reconciliation of adjusted guidance to GAAP guidance. However, the Company expects Merger expenses to be within a range of \$0.03 to \$0.06 per share, net of tax, for fiscal 2018.

DIVIDENDS, SHARE REPURCHASES AND PAYOUT RATIO

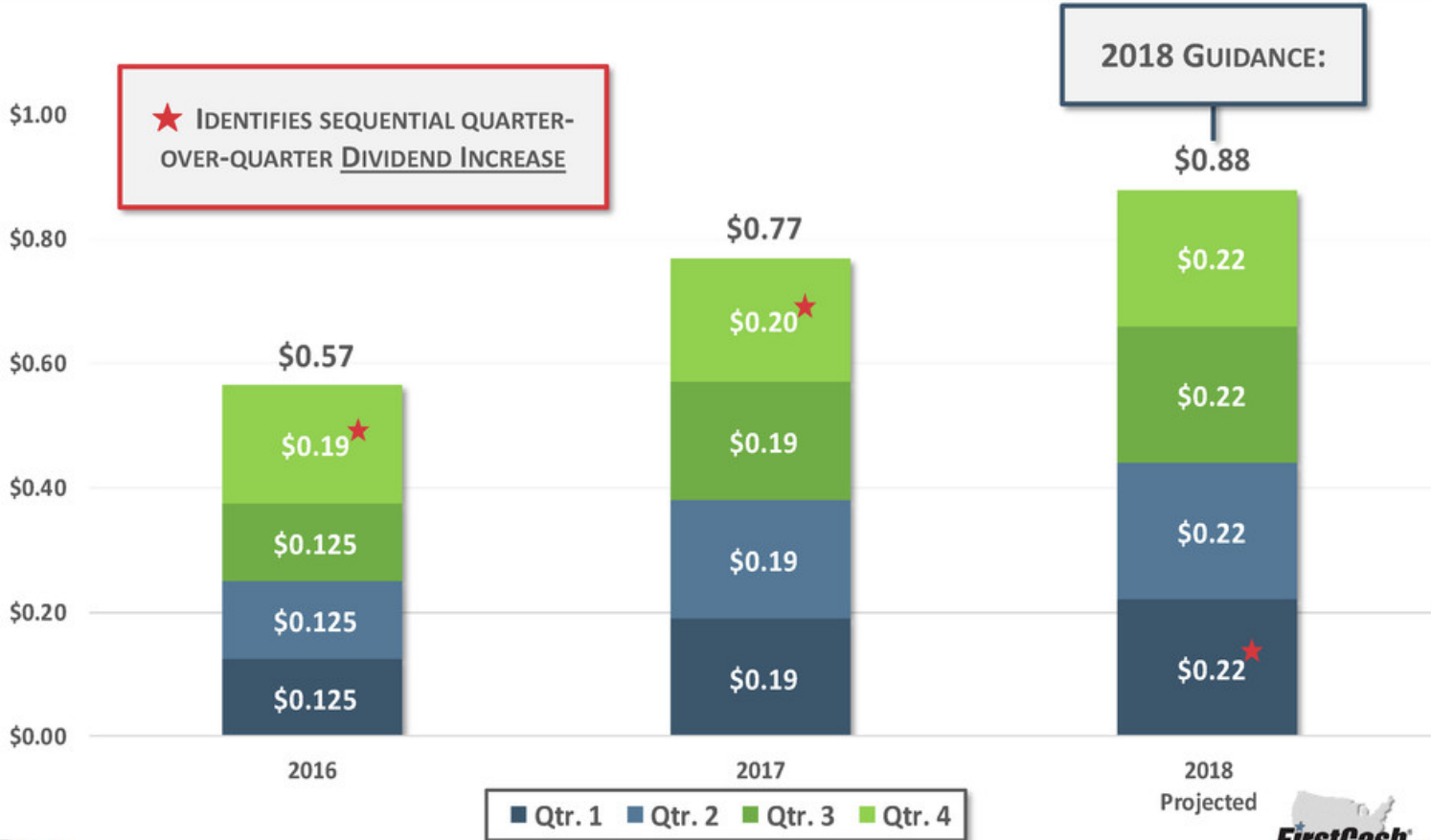
(\$ IN MILLIONS)



¹ Temporarily suspended share repurchases due to merger activity.

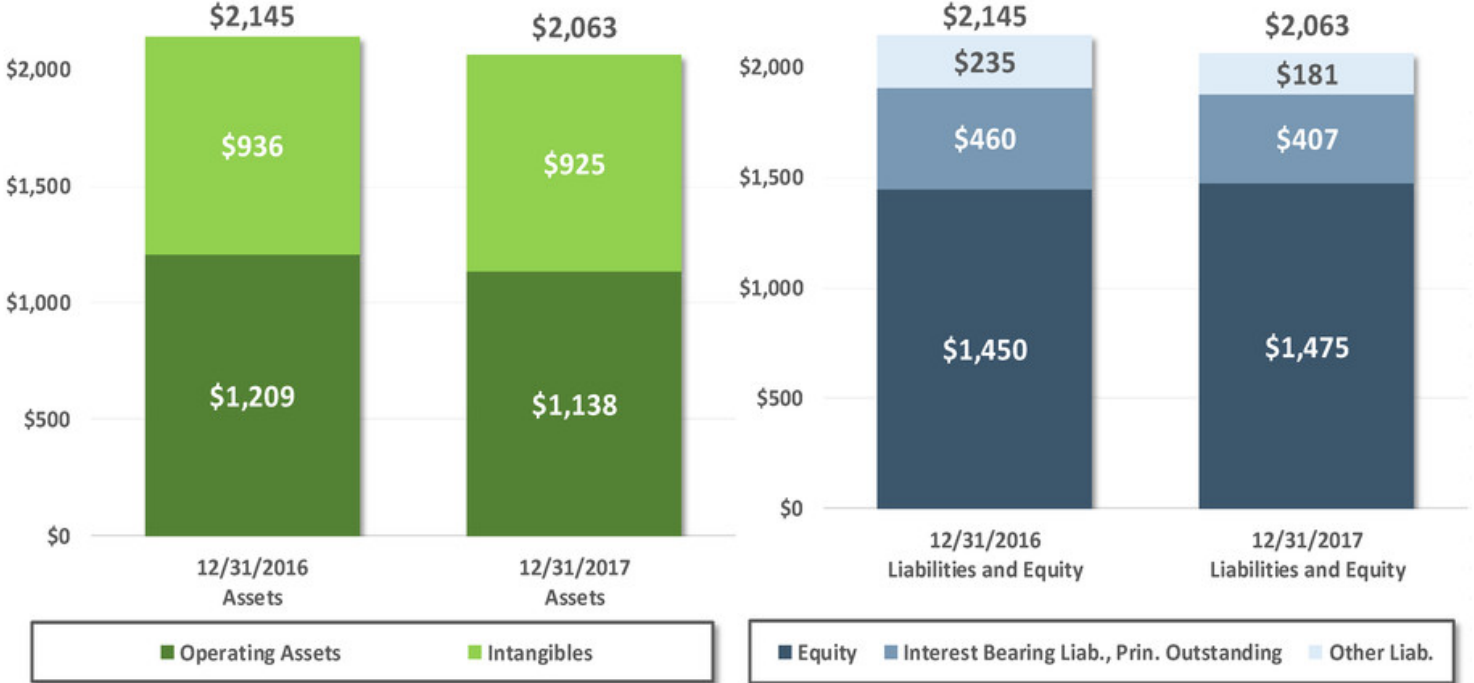


DIVIDENDS CONTINUE TO GROW PER SHARE AMOUNTS

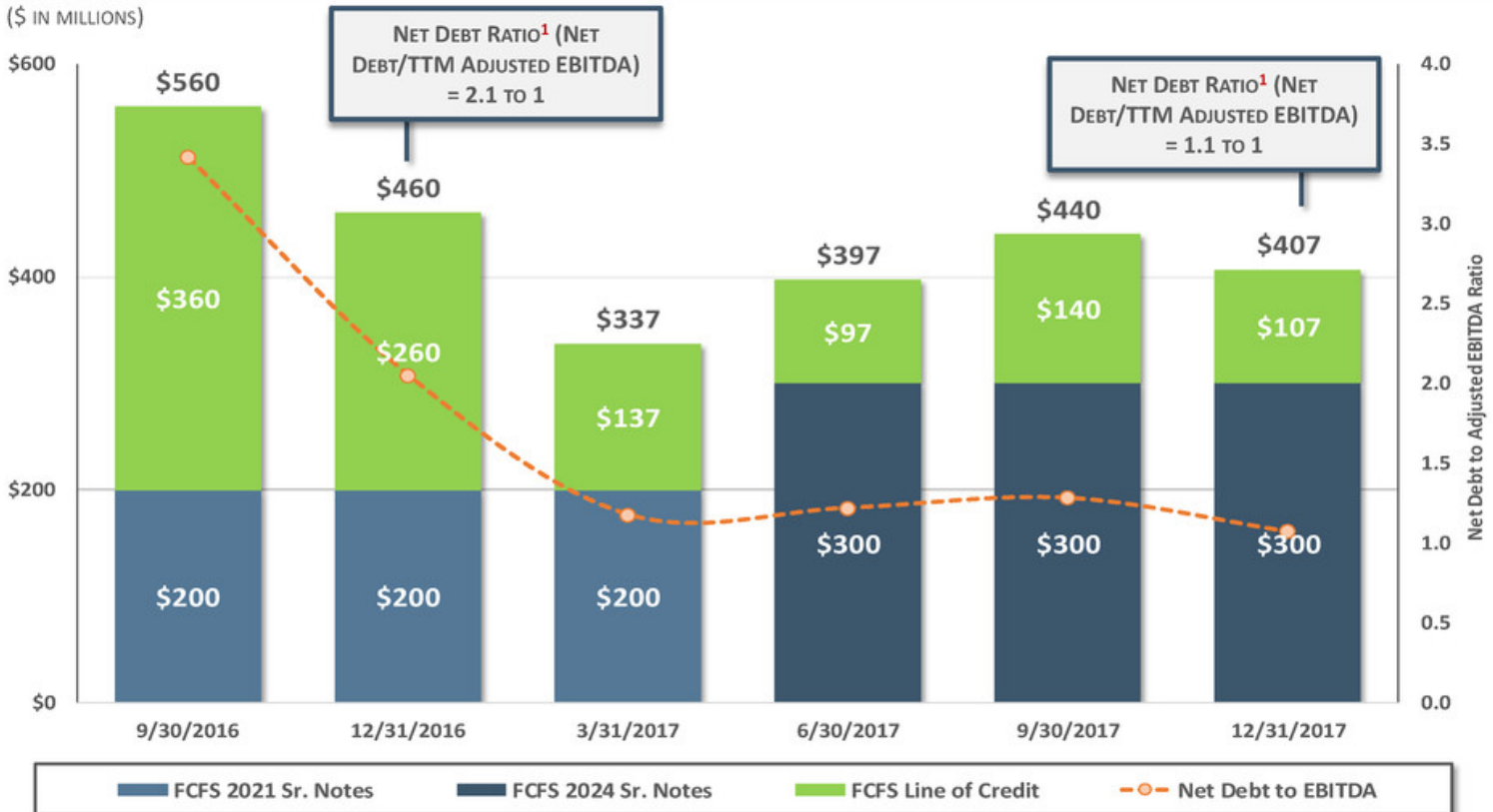


BALANCE SHEET

(\$ IN MILLIONS)



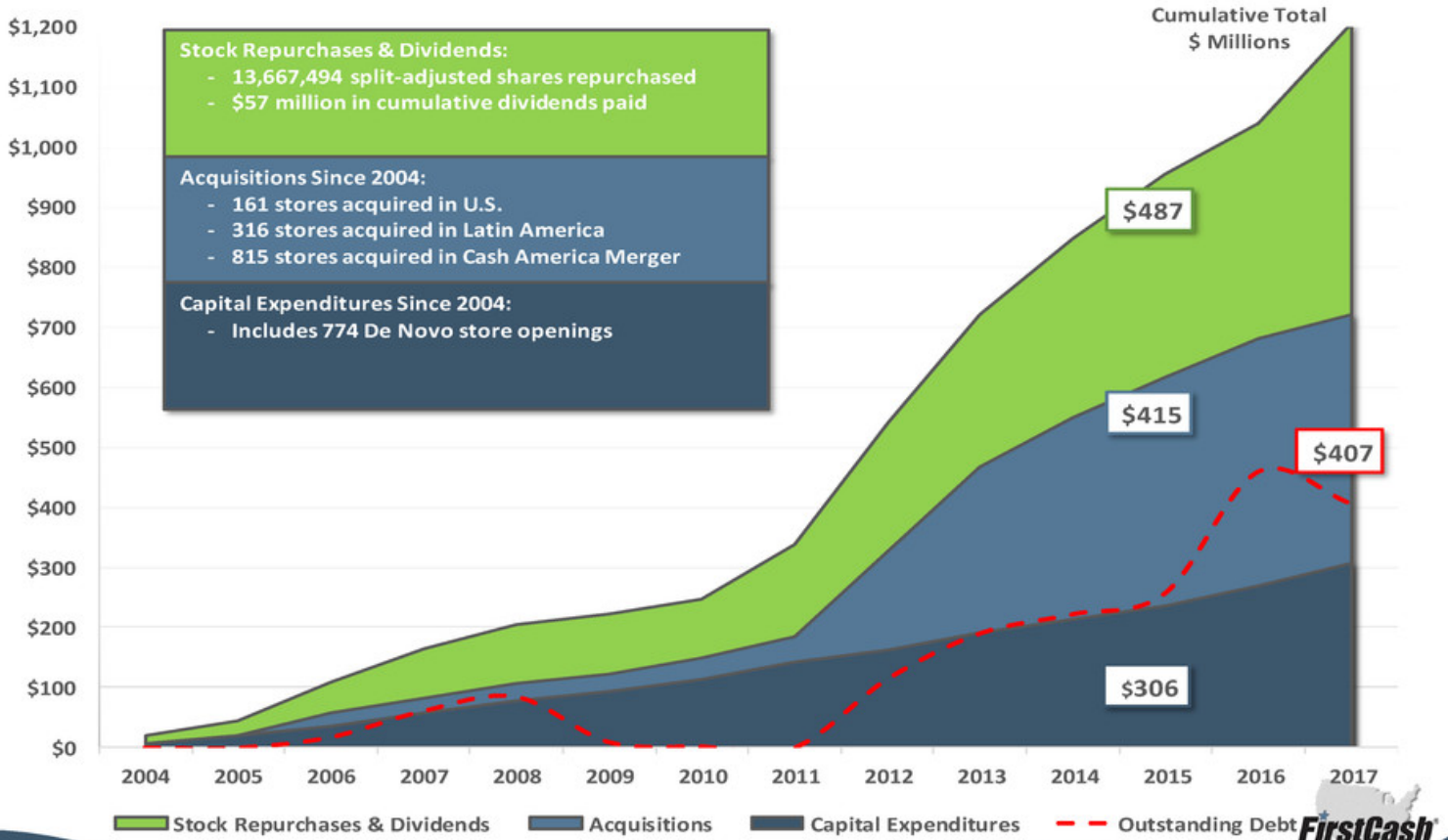
LEVERAGE PROFILE – POST MERGER



¹ Net Debt Ratio is a non-GAAP number. See Company's 2/1/2018 press release for reconciliation to Adjusted EBITDA from Net Income.



OVER \$1.2 BILLION IN CUMULATIVE INVESTMENTS & SHAREHOLDER PAYOUTS



- **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 MULTI-COUNTRY 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**



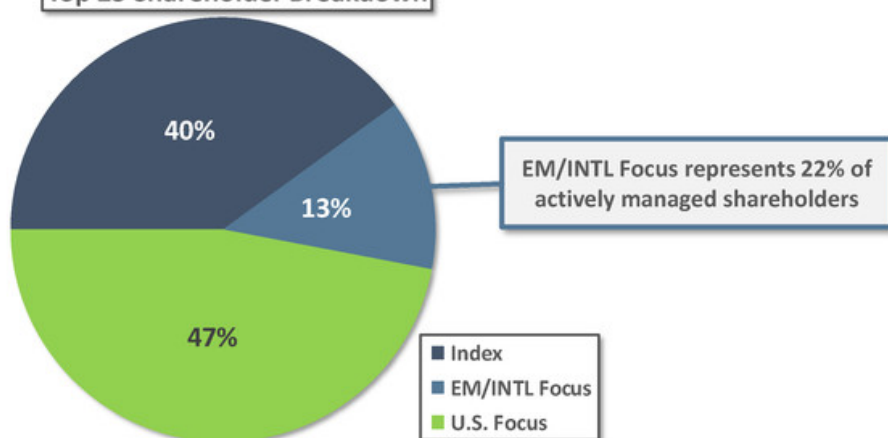
APPENDIX

FirstCash[®]

TOP 10 SHAREHOLDERS AND SHAREHOLDERS BREAKDOWN

Institution Name	Shares (FCFS)	% S/O (FCFS)	Dominant Style
● BlackRock Fund Advisors	5,474,255	11.6	Index ●
● The Vanguard Group, Inc.	4,245,526	9.0	Index ●
● Fiduciary Management, Inc.	2,737,819	5.8	Value ●
● Dimensional Fund Advisors, L.P. (U.S.)	2,159,679	4.6	Index ●
● William Blair & Company, LLC (Investment Management)	1,931,197	4.1	Aggressive Growth ●
● Genesis Investment Management, LLP	1,863,517	3.9	GARP ●
● GIC Asset Management Pte., LTD	1,516,164	3.2	Value ●
● EARNEST Partners, LLC	1,474,115	3.1	Value ●
● Wellington Management Company, LLP	1,190,088	2.5	Value ●
● Vaughan Nelson Investment Management, L.P.	1,164,791	2.5	GARP ●

Top 25 Shareholder Breakdown



Note: As of 9/30/2017

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.

The Company has adjusted the applicable financial measures to exclude, among other expenses and benefits, Merger related expenses because it generally would not incur such costs and expenses as part of its continuing operations. The Merger related expenses are predominantly incremental costs directly associated with the Merger and integration of Cash America, including professional fees, legal expenses, severance and retention payments, accelerated vesting of certain equity compensation awards, contract breakage costs and costs related to consolidation of technology systems and corporate facilities



RECONCILIATION OF NET INCOME TO EBITDA AND ADJUSTED EBITDA

(\$ IN MILLIONS)

	YEAR ENDED DECEMBER 31,		
	2015 ¹	2016	2017
NET INCOME	\$60,710	\$60,127	\$143,892
INCOME TAXES	26,971	33,320	28,420
DEPRECIATION AND AMORTIZATION	17,446	31,865	55,233
INTEREST EXPENSE	16,887	20,320	24,035
INTEREST INCOME	(1,566)	(751)	(1,597)
EBITDA	120,448	144,881	249,983
ADJUSTMENTS:			
MERGER AND OTHER ACQUISITION EXPENSES	2,875	36,670	9,062
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	-	(1,299)	-
ADJUSTED EBITDA	\$132,201	\$180,252	\$273,159

¹ For 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

(\$ IN MILLIONS)

	YEAR ENDED DECEMBER 31,		
	2015	2016	2017
CASH FLOW FROM OPERATING ACTIVITIES	\$92,749	\$96,854	\$220,357
CASH FLOW FROM INVESTING ACTIVITIES:			
LOAN RECEIVABLES, NET OF CASH REPAYMENTS	(3,716)	(16,072)	40,735
PURCHASES OF PROPERTY AND EQUIPMENT	(21,073)	(33,863)	(37,135)
FREE CASH FLOW	67,960	46,919	223,957
MERGER RELATED EXPENSES PAID, NET OF TAX	-	20,939	6,659
ADJUSTED FREE CASH FLOW	\$67,960	\$67,858	\$230,616

INVESTOR CONTACT INFORMATION



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