



FirstCash[®]

Investor Presentation — November 2024

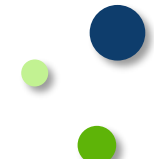


CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

THIS PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS ABOUT THE BUSINESS, FINANCIAL CONDITION, OUTLOOK 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, OUTLOOK 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.

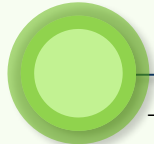
WHILE THE COMPANY BELIEVES THE EXPECTATIONS REFLECTED IN FORWARD-LOOKING STATEMENTS ARE REASONABLE, THERE CAN BE NO ASSURANCES SUCH EXPECTATIONS WILL PROVE TO BE ACCURATE. SECURITY HOLDERS ARE CAUTIONED THAT SUCH FORWARD-LOOKING STATEMENTS INVOLVE RISKS AND UNCERTAINTIES. CERTAIN FACTORS MAY CAUSE RESULTS TO DIFFER MATERIALLY FROM THOSE ANTICIPATED BY THE FORWARD-LOOKING STATEMENTS MADE IN THIS PRESENTATION. SUCH FACTORS MAY INCLUDE, WITHOUT LIMITATION, RISKS RELATED TO THE EXTENSIVE REGULATORY ENVIRONMENT IN WHICH THE COMPANY OPERATES; 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; RISKS RELATED TO THE COMPANY’S ACQUISITIONS, INCLUDING THE FAILURE OF THE COMPANY’S ACQUISITIONS TO DELIVER THE ESTIMATED VALUE AND BENEFITS EXPECTED BY THE COMPANY AND THE ABILITY OF THE COMPANY TO CONTINUE TO IDENTIFY AND CONSUMMATE ACQUISITIONS ON FAVORABLE TERMS, IF AT ALL; POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR THE COMPANY’S PAWN LOAN, RETAIL, LEASE-TO-OWN (“LTO”) AND RETAIL FINANCE PRODUCTS; LABOR SHORTAGES AND INCREASED LABOR COSTS; CHANGES IN ECONOMIC CONDITIONS IN THE UNITED STATES AND LATIN AMERICA, INCLUDING AS A RESULT OF INFLATION, INTEREST RATES AND GASOLINE PRICES, WHICH POTENTIALLY COULD HAVE AN IMPACT ON DISCRETIONARY CONSUMER SPENDING AND DEMAND FOR THE COMPANY’S PRODUCTS; CURRENCY FLUCTUATIONS, PRIMARILY INVOLVING THE MEXICAN PESO; CHANGES IN GOLD PRICES; COMPETITION THE COMPANY FACES FROM OTHER RETAILERS AND PROVIDERS OF RETAIL PAYMENT SOLUTIONS; THE ABILITY OF THE COMPANY TO SUCCESSFULLY EXECUTE ON ITS BUSINESS STRATEGIES; CONTRACTION IN SALES ACTIVITY AT MERCHANT PARTNERS OF THE COMPANY’S RETAIL POS PAYMENT SOLUTIONS BUSINESS; IMPACT OF STORE CLOSURES, FINANCIAL

DIFFICULTIES OR EVEN BANKRUPTCIES AT THE MERCHANT PARTNERS OF THE COMPANY’S RETAIL POS PAYMENT SOLUTIONS BUSINESS; THE ABILITY OF AFF TO CONTINUE TO GROW ITS BASE OF MERCHANT PARTNERS, INCLUDING THOSE OUTSIDE OF THE FURNITURE VERTICAL, 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 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.



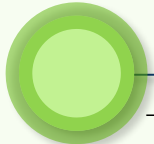


FirstCash[®]



OUR BUSINESS

- WE ARE THE LEADING OPERATOR OF PAWN STORES IN THE U.S. AND LATIN AMERICA
- OVER 3,000 PAWN LOCATIONS
- OPERATIONS IN FIVE COUNTRIES



OUR RESULTS

- PROVEN ABILITY TO GROW REVENUES AND EARNINGS
- STRONG FINANCIAL POSITION
- CONSISTENT SHAREHOLDER RETURNS

FIRSTCASH HIGHLIGHTS

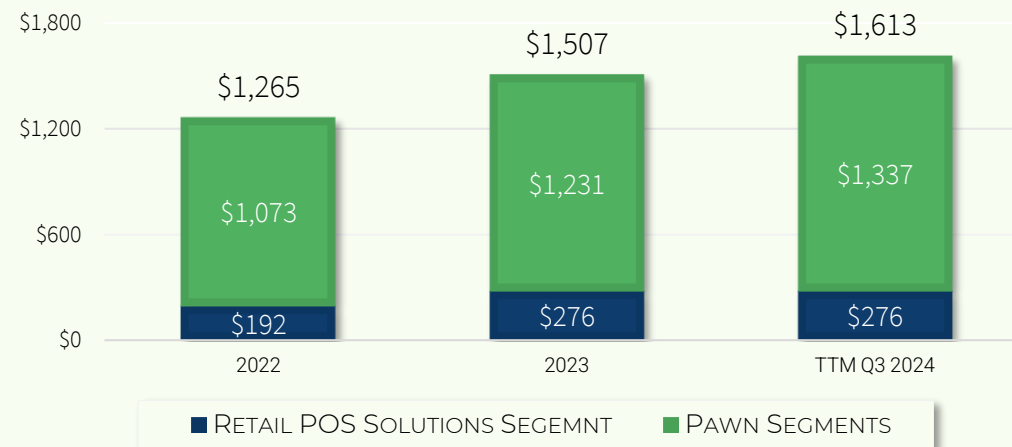
BY THE NUMBERS

TRAILING TWELVE-MONTHS AS OF SEPTEMBER 2024

- \$3.4 BILLION — REVENUE
- \$1.6 BILLION — NET REVENUE
- \$245 MILLION — GAAP NET INCOME
- \$300 MILLION — ADJUSTED NET INCOME
- \$554 MILLION — ADJUSTED EBITDA

CORE PAWN OPERATIONS DRIVE GROWTH

NET REVENUE (GROSS PROFIT) — \$ MILLIONS



PAWN STORE COUNT





FirstCash[®]

PAWN OPERATIONS

PAWN OVERVIEW

FIRSTCASH IS THE LEADING INTERNATIONAL OPERATOR OF PAWN STORES WITH MORE THAN 3,000 RETAIL PAWN LOCATIONS AND 19,000 EMPLOYEES IN 29 U.S. STATES, THE DISTRICT OF COLUMBIA AND FOUR COUNTRIES IN LATIN AMERICA INCLUDING MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR...

PAWN INDUSTRY



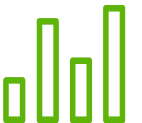
Pawn stores are neighborhood-based retail locations that buy and sell pre-owned consumer products such as jewelry, electronics, tools, appliances, sporting goods and musical instruments, and make small consumer pawn loans

MISSION



Provide quick and convenient retail and credit solutions to unbanked, under-banked and credit-challenged customers

BUSINESS STRATEGY



Grow revenues and income by opening new retail pawn locations, acquiring existing pawn stores in strategic markets and increasing revenue and operating profits in existing stores

“About 53 million U.S. adults don’t have credit scores. Another roughly 56 million have subprime scores. Some have a checkered borrowing history or high debt loads. But others, banks point out, just don’t have traditional borrowing backgrounds, often because they are new to the U.S. or pay for most expenses with cash”

— THE WALL STREET JOURNAL

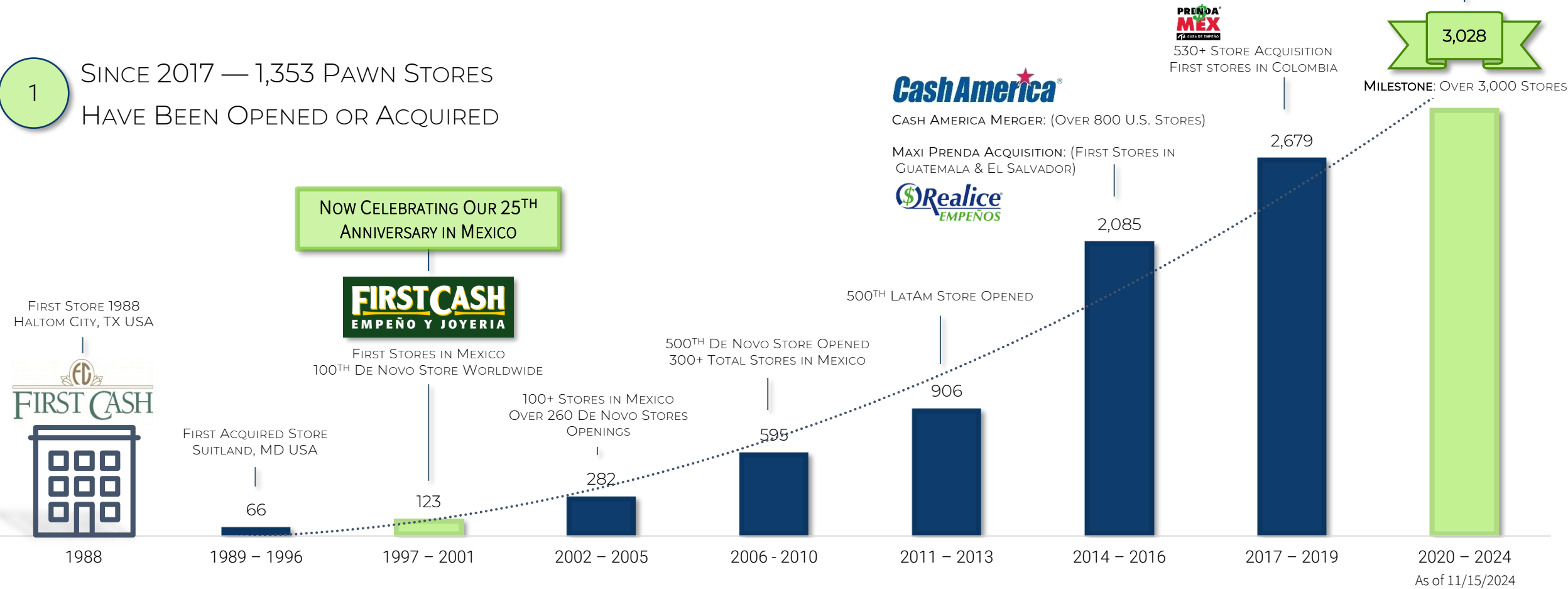
BRANDS OUR CUSTOMERS KNOW AND TRUST



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...

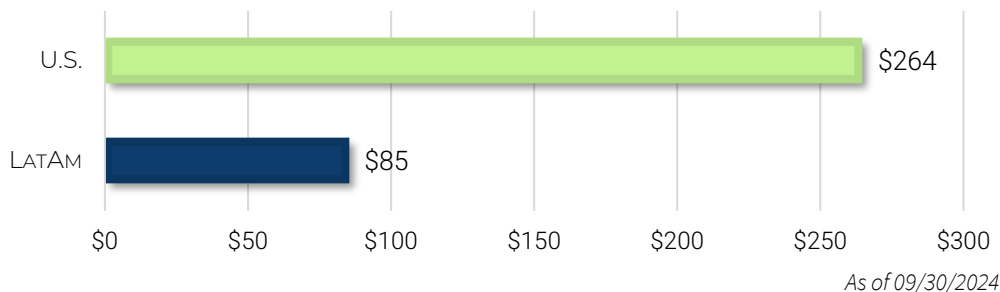
1 SINCE 2017 — 1,353 PAWN STORES HAVE BEEN OPENED OR ACQUIRED



PAWN PRODUCT OVERVIEW

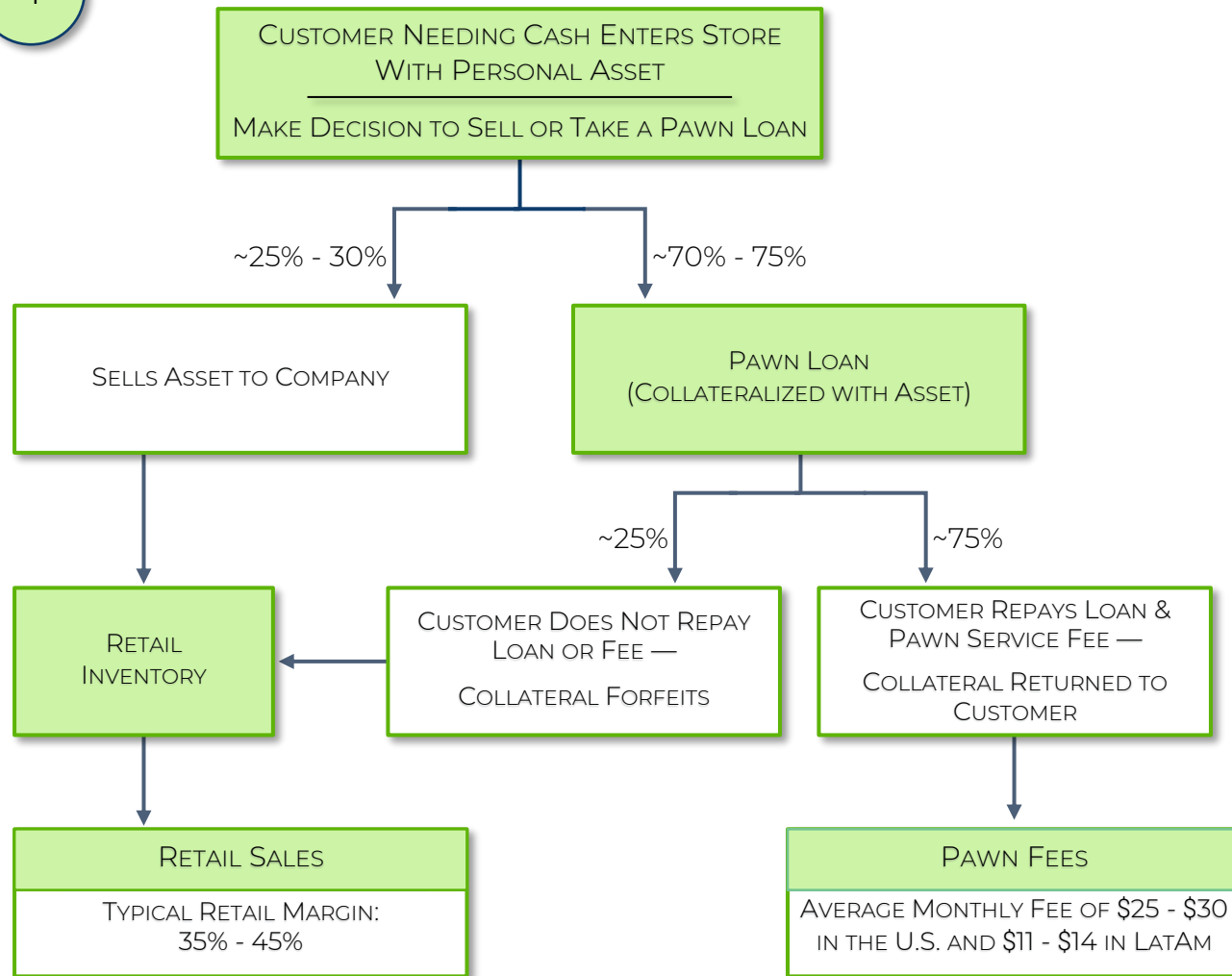
- 1** PAWN LOANS ARE CUSTOMER FRIENDLY
- NON-RECOURSE LOANS
 - NO CREDIT CHECK OR BANK ACCOUNT REQUIRED
 - NO COLLECTION ACTIVITY OR REPORTING TO CREDIT BUREAUS

- 2** PAWN LOANS ARE SMALL AND AFFORDABLE
- TYPICALLY, 30-TO-60-DAY TERM
 - AVERAGE LOAN SIZE:



- 3** PAWN LOANS HAVE LIMITED CREDIT RISK
- FULLY COLLATERALIZED WITH PERSONAL PROPERTY
 - COLLATERAL HELD IN SECURE BACKROOM OF STORE
 - RAPID LIQUIDATION OF FORFEITED COLLATERAL THROUGH PAWNSHOP RETAIL OPERATIONS

- 4** PAWN TRANSACTION CYCLE
TOTAL TRANSACTION TIME GENERALLY LESS THAN 15 MINUTES



DATA ANALYTICS DELIVER SCALABLE HIGH-PERFORMING OPERATING METRICS

1

DATA FROM OVER 3,000 PAWN LOCATIONS CONTINUALLY CAPTURED AND REFRESHED FROM MORE THAN 12 MILLION ANNUAL RETAIL TRANSACTIONS

- INVENTORY SALES DATABASE PROVIDES REAL-TIME PRICING, TURNOVER AND MARGIN DATA BY MERCHANDISE CATEGORY
- PAWN LENDING METRICS INCLUDING COLLATERAL MIX, LOAN-TO-VALUE AND REDEMPTION RATES ARE TRACKED CONTINUALLY

2

PROPRIETARY DATA AND ALGORITHMS ARE USED TO DETERMINE COLLATERAL VALUE AND EXPECTED RETAIL PRICING

3

ANALYTICS AND ALGORITHMS PROVIDE PRODUCT AND CUSTOMER PERFORMANCE METRICS THAT DRIVE PREDICTABLE YIELDS AND OPTIMIZED RETAIL SALES MARGINS



PAWN HAS PERFORMED WELL ACROSS ECONOMIC CYCLES

1 PAWN RECEIVABLES ARE FULLY COLLATERALIZED AND SUBJECT TO VERY MINIMAL CONSUMER CREDIT RISK

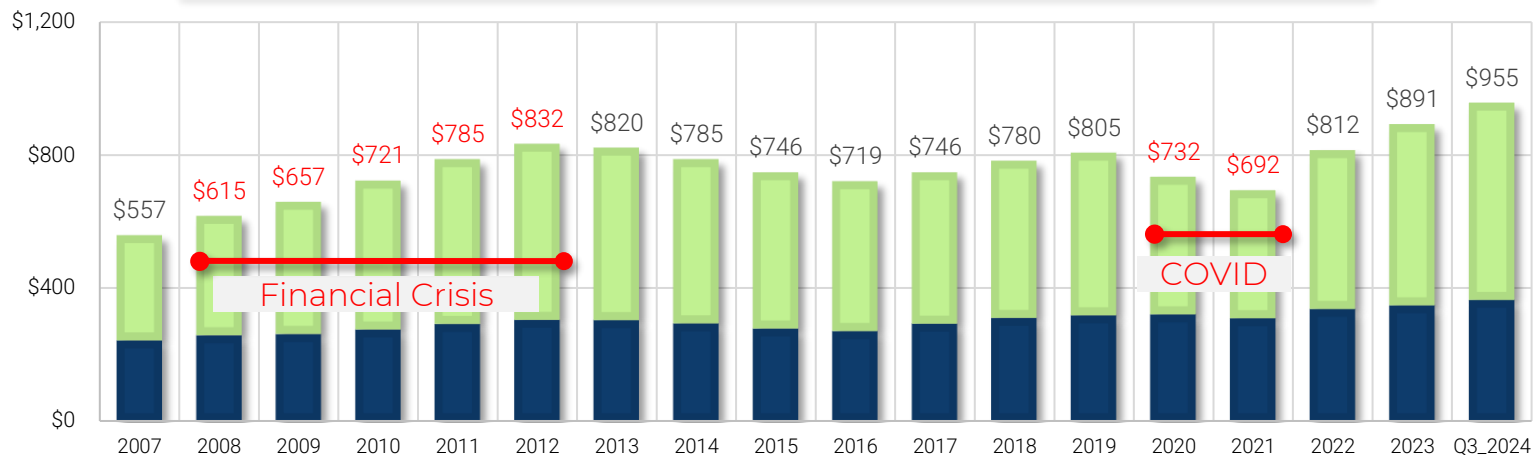
2 CREDIT TIGHTENING BY UNSECURED LENDERS DRIVES INCREASED DEMAND FOR PAWN LOANS

3 DURING THE FINANCIAL CRISIS:

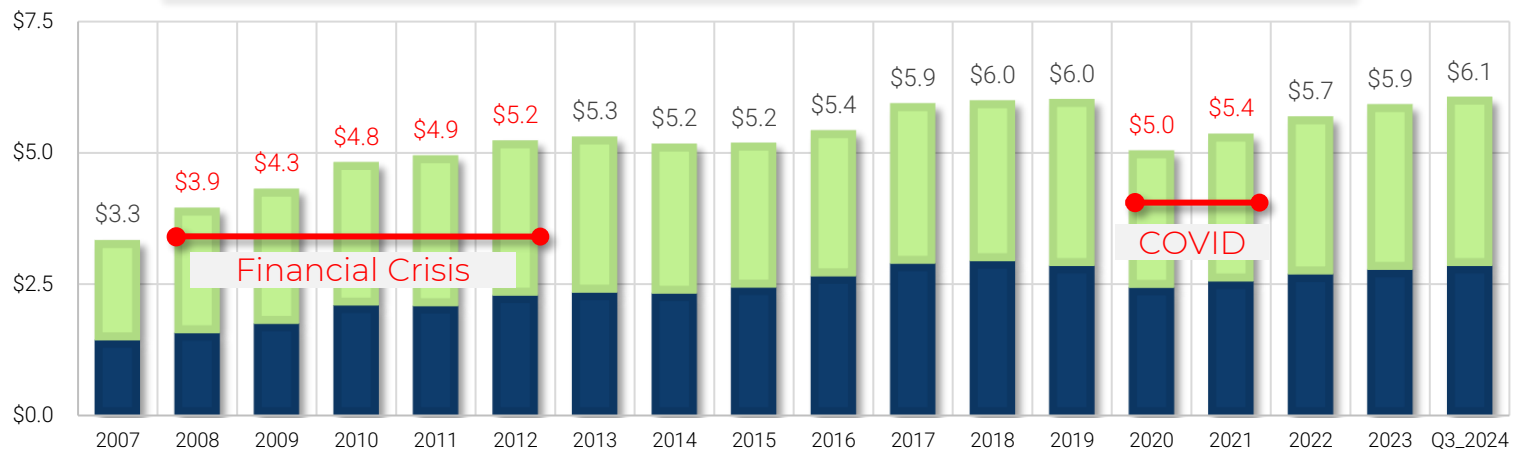
- STORES IN THE U.S. SAW A 50% INCREASE IN PAWN RECEIVABLES FROM 2007 TO 2012; LATAM STORES SAW GROWTH OF 31% OVER THE SAME PERIOD
- RETAIL GROSS PROFIT IN THE U.S. INCREASED 25% FROM 2007 TO 2012; LATAM STORES INCREASED 59% OVER THE SAME PERIOD

4 CURRENT TRAILING TWELVE-MONTH GROSS PROFIT PERFORMANCE IS NOW ABOVE RESULTS DURING THE GREAT FINANCIAL CRISIS

DOMESTIC LEGACY¹ CORE GROSS PROFIT
\$ IN THOUSANDS — AVG TTM PER STORE



LATAM LEGACY¹ CORE GROSS PROFIT
PESO \$ IN MILLIONS — AVG TTM PER STORE



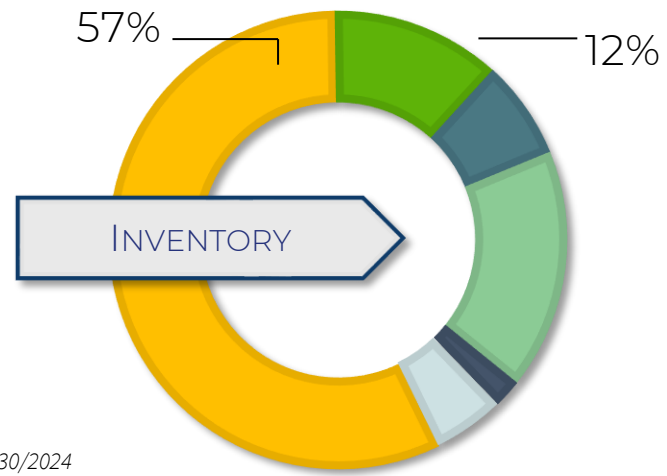
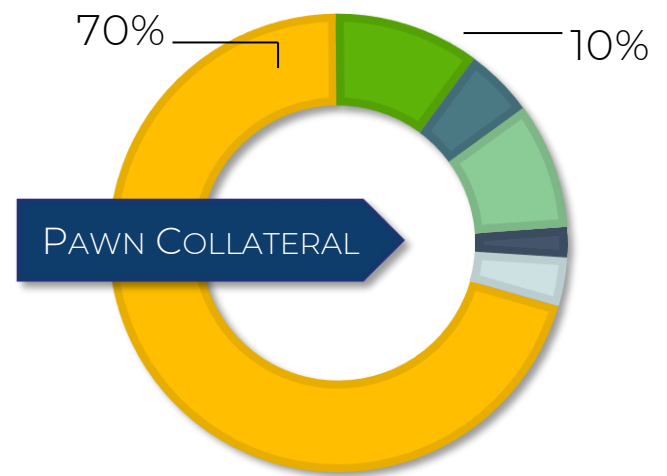
■ RETAIL GROSS PROFIT ■ PAWN FEES

¹ Core pawn GP from legacy U.S. and LatAm First Cash stores in operation since 2007

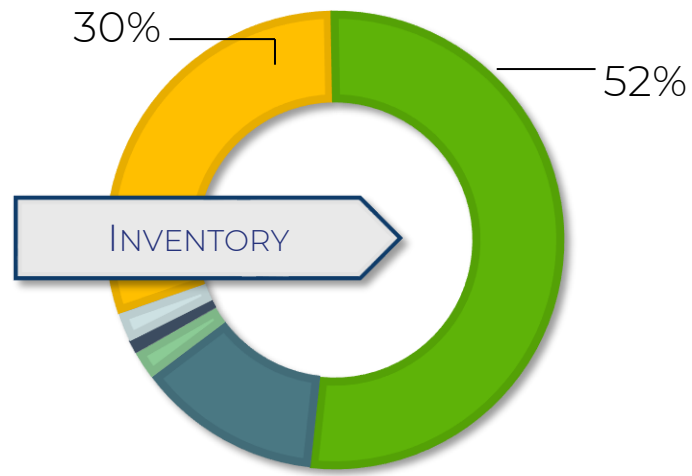
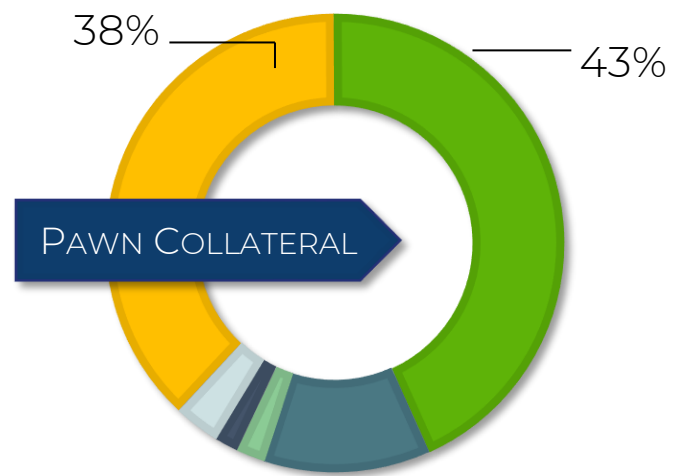
PAWN COLLATERAL AND INVENTORY COMPOSITION

■ JEWELRY
 ■ ELECTRONICS
 ■ TOOLS
 ■ SPORTING GOODS
 ■ MUSICAL INSTRUMENTS
 ■ OTHER

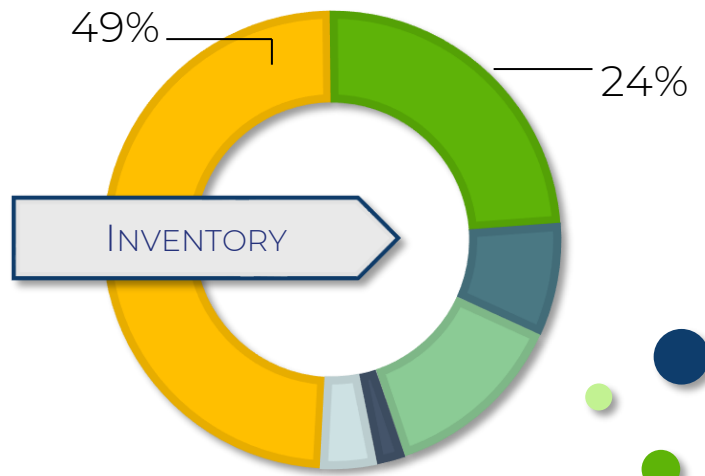
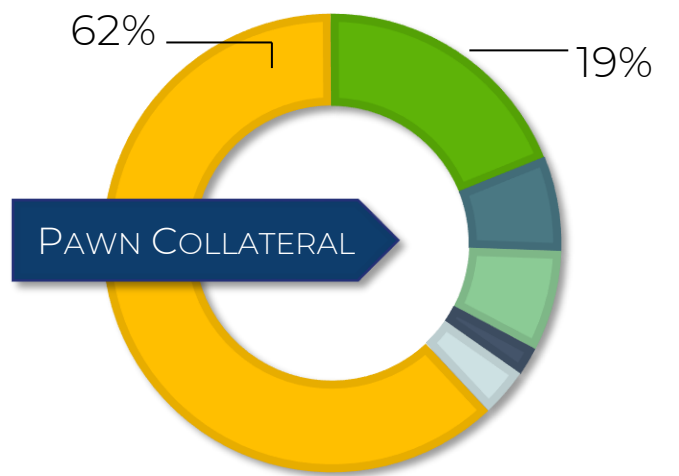
U.S. PAWN



LATAM PAWN



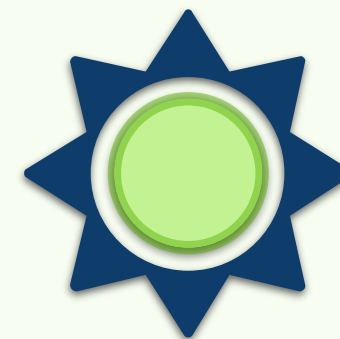
CONSOLIDATED PAWN



As of 09/30/2024

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



COMMITMENT TO SOCIAL RESPONSIBILITY

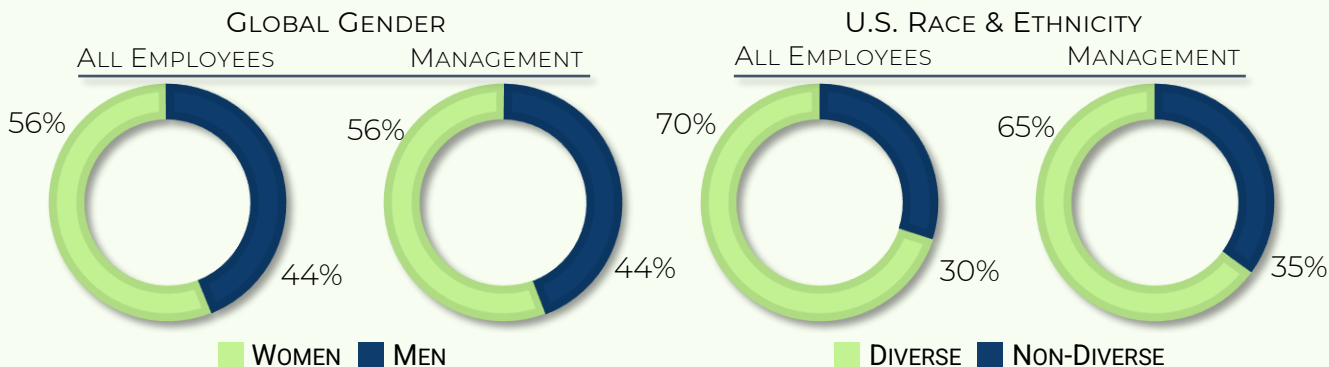
EMPLOYEE EMPOWERMENT

- 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

- COMMITTED TO HEALTH, SAFETY AND WELLNESS THROUGH EMPLOYEE BENEFIT PROGRAMS AND ROBUST PHYSICAL SECURITY INFRASTRUCTURE
- CONSUMER PROTECTION PROGRAMS FOCUSED ON PRIVACY, REGULATORY COMPLIANCE AND DATA SECURITY

DIVERSE WORKPLACE



FirstCash[®]

U.S. PAWN SEGMENT

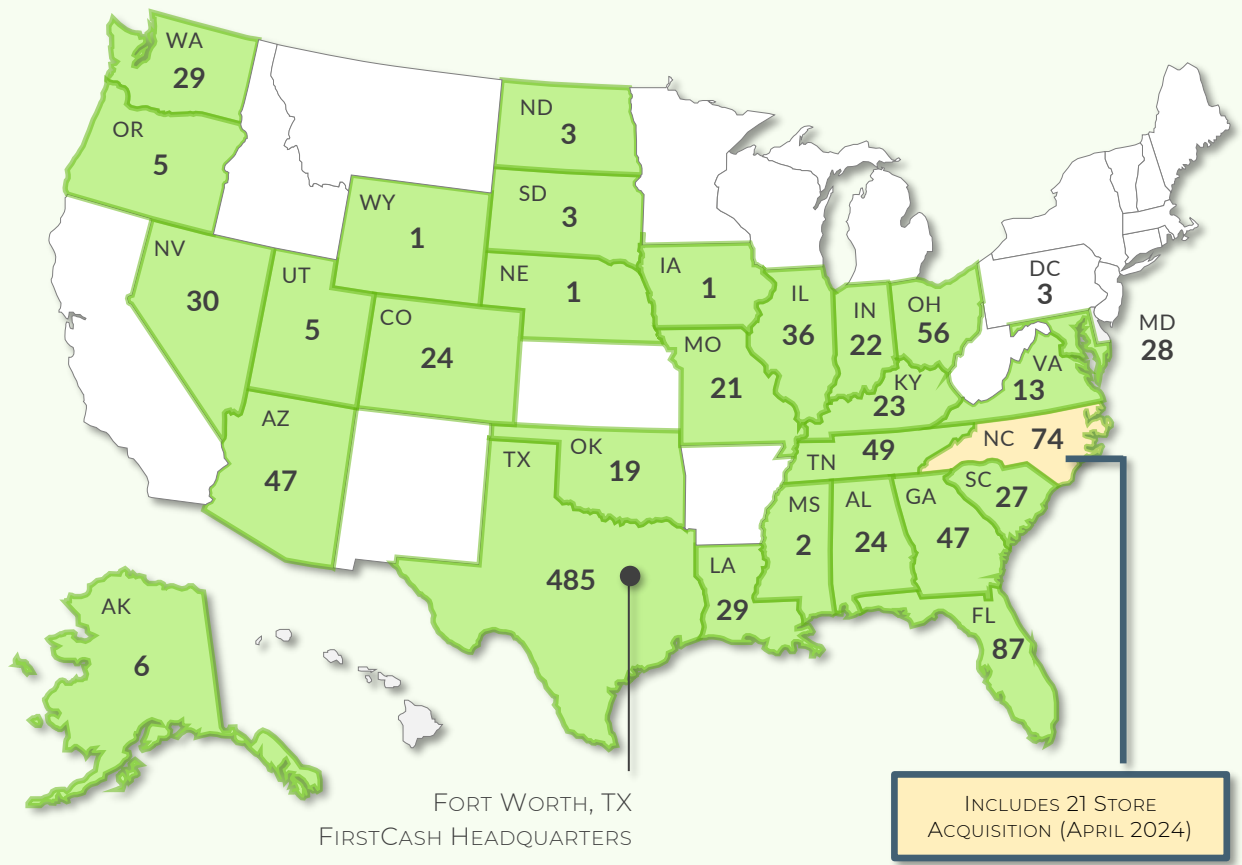
- 1,200 FULL-SERVICE U.S. LOCATIONS
- 29 STATES AND THE DISTRICT OF COLUMBIA



U.S. PAWN SEGMENT

29 U.S. STATES AND THE DISTRICT OF COLUMBIA

1,200 LOCATIONS



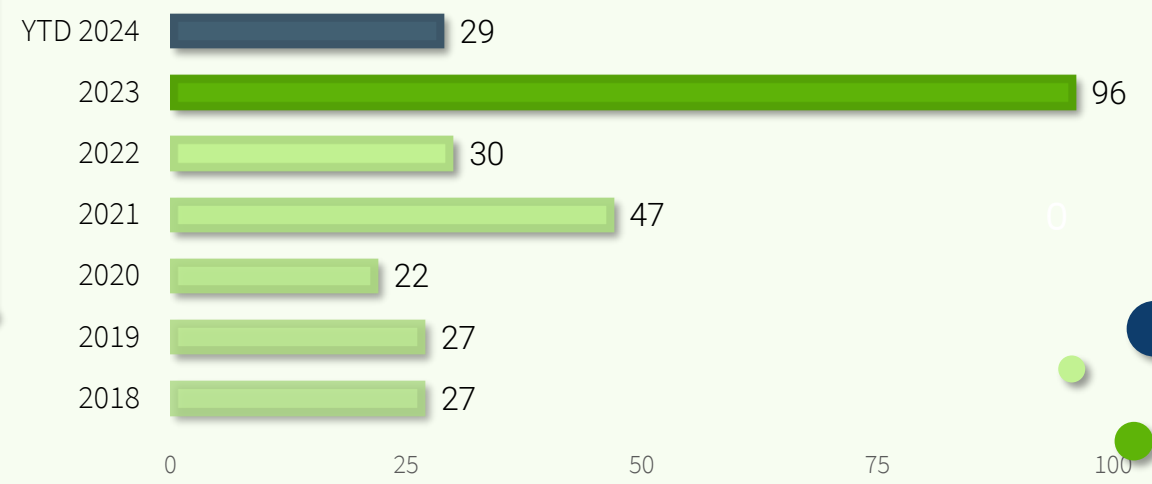
CONTINUED GROWTH OPPORTUNITIES

U.S. PAWN MARKET IS LARGE AND HIGHLY FRAGMENTED — OVER 12,000 ESTIMATED PAWN SHOPS IN U.S.

FIRSTCASH LOCATIONS FOCUSED IN MARKETS WITH:

- GROWING POPULATIONS
- FAVORABLE CUSTOMER DEMOGRAPHICS
- STABLE REGULATIONS
- OPPORTUNITIES TO FURTHER ADD LOCATIONS

U.S. STORE ADDITIONS BY YEAR

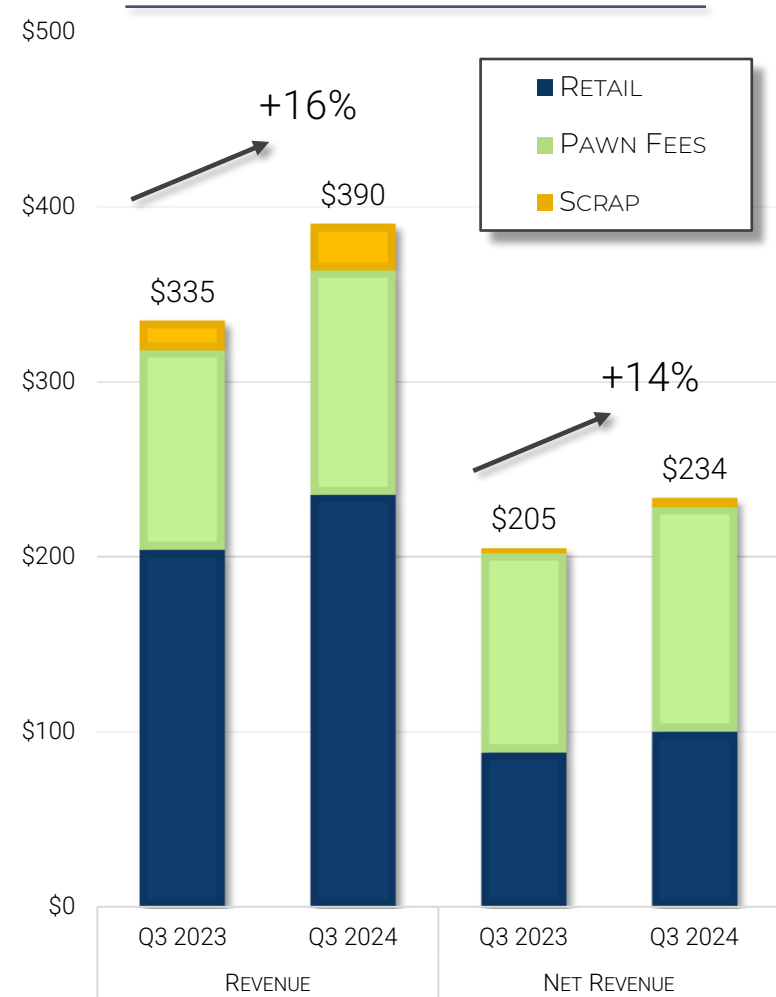


As of 11/15/2024

Q3 2024 U.S. PAWN SEGMENT HIGHLIGHTS

\$ IN U.S. MILLIONS

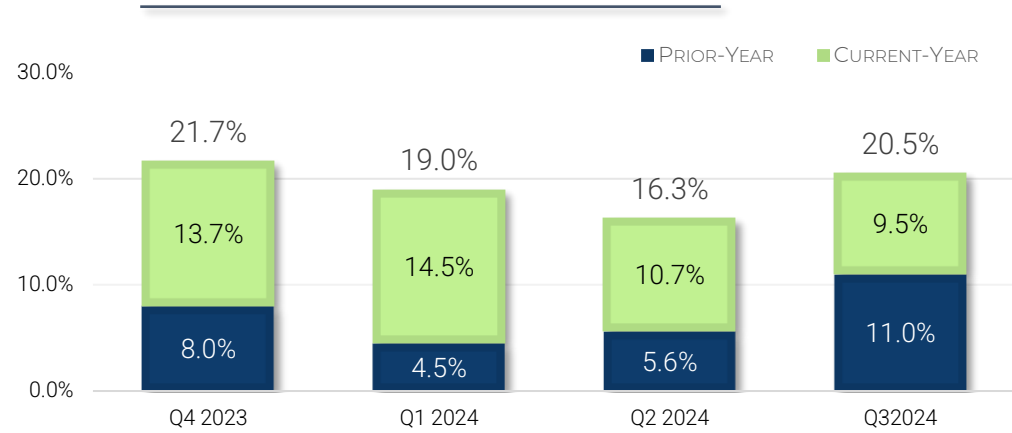
REVENUE



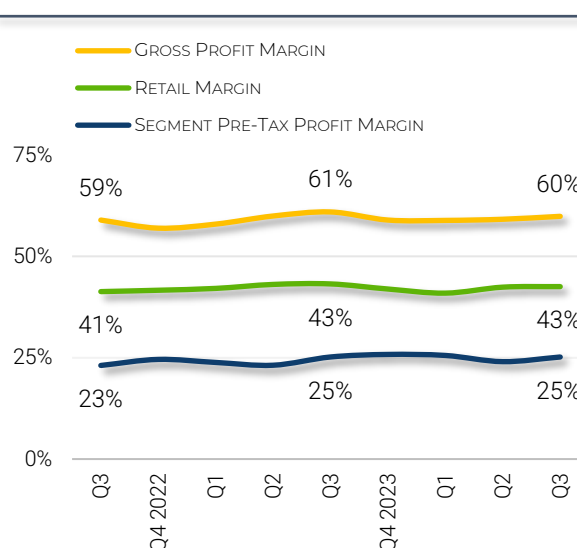
SEGMENT CONTRIBUTION



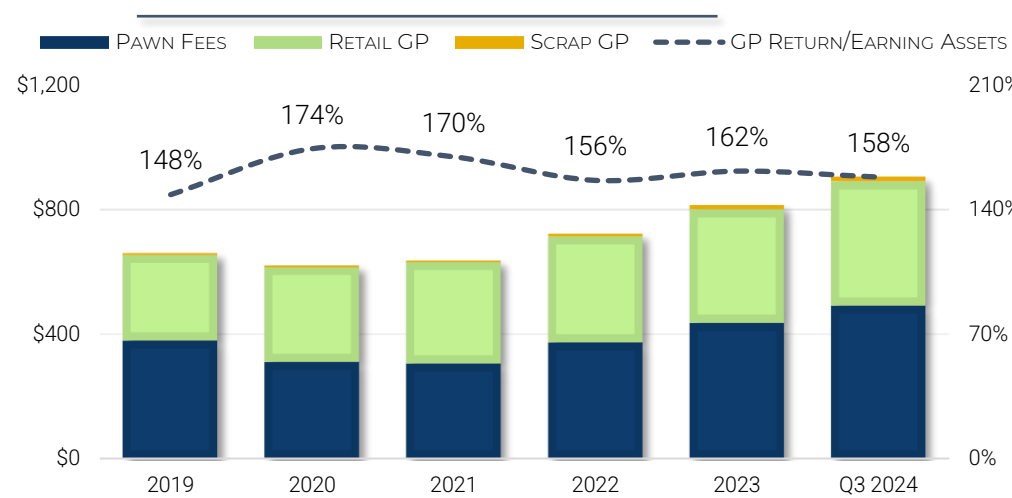
PAWN RECEIVABLES: SAME-STORE 2-YEAR STACKED GROWTH RATE



MARGINS



RETURN ON EARNING ASSETS





LATAM PAWN SEGMENT

OVER 1,800 LATIN AMERICA LOCATIONS
IN FOUR COUNTRIES

- LATIN AMERICAN MARKETS REMAIN RECEPTIVE TO PAWN GIVEN THE HIGH CONCENTRATION OF UNBANKED AND UNDERBANKED CONSUMERS
- FIRSTCASH'S WELL-ESTABLISHED LATIN AMERICAN INFRASTRUCTURE AND STRONG CASH FLOWS SUPPORT THE COMPANY'S LONG-TERM GROWTH STRATEGY IN THESE MARKETS
- SIGNIFICANT OPPORTUNITY FOR CONTINUED DE NOVO OPENINGS AND ACQUISITIONS ACROSS THE COMPANY'S EXISTING MARKETS IN LATIN AMERICA
- FIRSTCASH CONTINUES TO EVALUATE OPPORTUNITIES FOR EXPANSION INTO ADDITIONAL LATIN AMERICA MARKETS



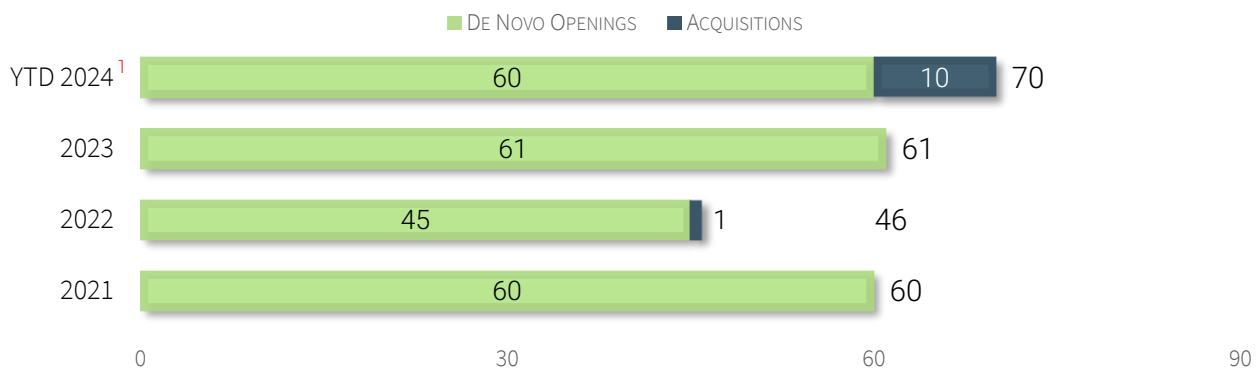
PAWN LOCATIONS BY COUNTRY



25 YEARS OF LATAM GROWTH

STORE COUNT AND NET REVENUE — \$ IN MILLIONS

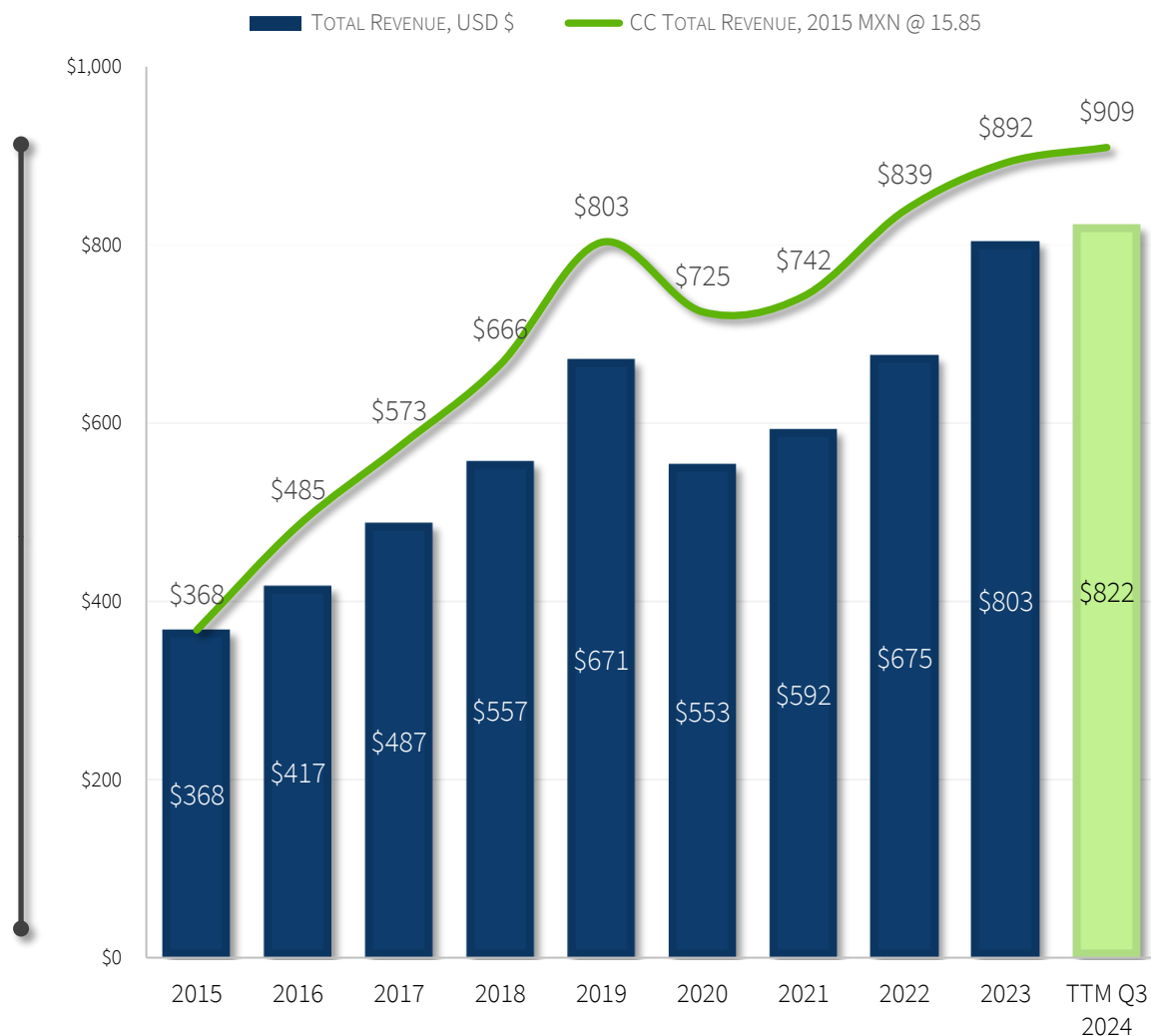
LATAM STORE ADDITIONS BY YEAR



¹ Year-to-date totals through 11/15/2024 which include the November acquisition of a ten-store chain in Mexico.



TTM REVENUE GROWTH

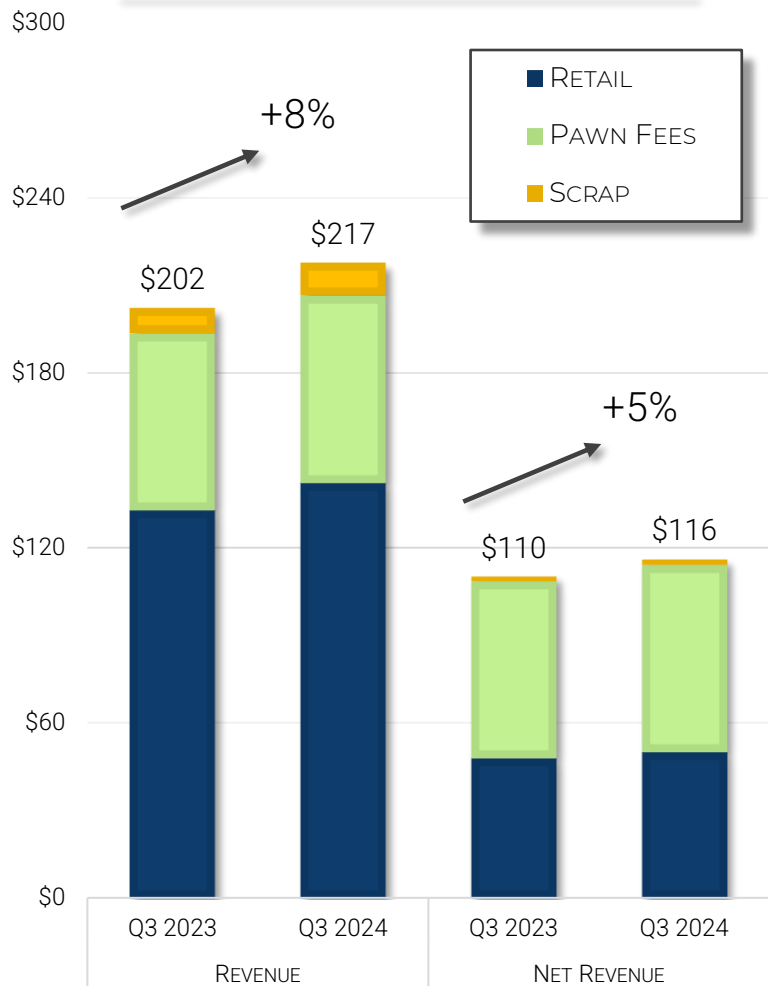


Q3 2024 LATAM PAWN SEGMENT HIGHLIGHTS

\$ IN CONSTANT CURRENCY¹ MILLIONS, EXCEPT AS OTHERWISE NOTED

¹ Constant currency results are non-GAAP financial measures, which exclude the effects of foreign currency translation and are calculated by translating current-year results at prior-year average exchange rates

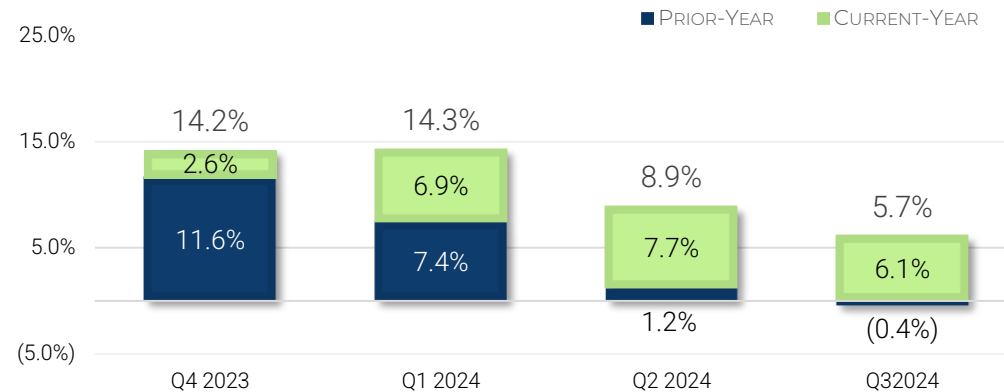
REVENUE¹



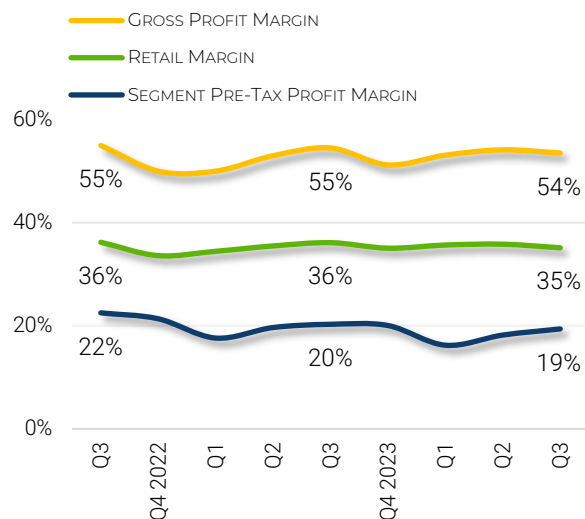
SEGMENT CONTRIBUTION¹



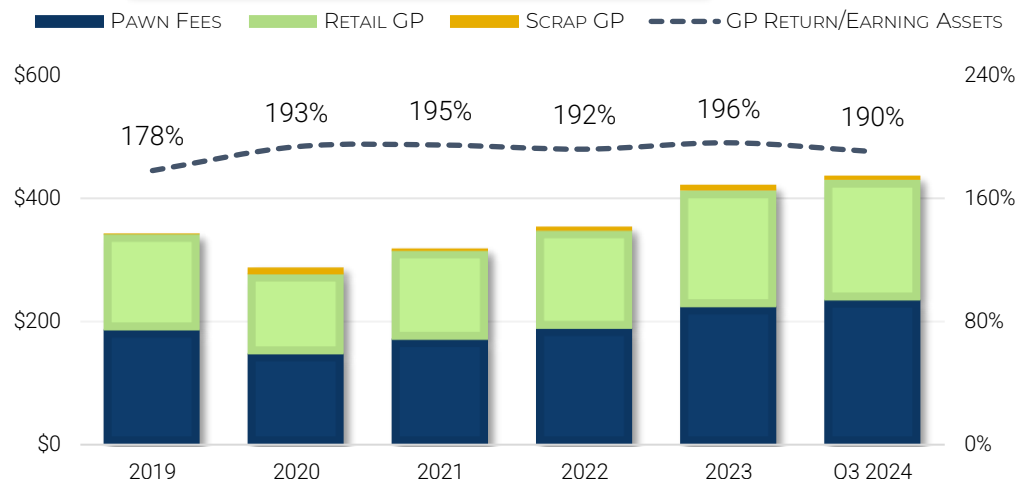
PAWN RECEIVABLES: SAME-STORE 2-YEAR STACKED GROWTH RATE¹



MARGINS (CALC'D FROM \$ IN USD)



RETURN ON EARNING ASSETS (\$ IN U.S. MILLIONS)





FirstCash[®]

RETAIL POS PAYMENT SOLUTIONS

RETAIL POS PAYMENT SOLUTION OVERVIEW

PROVIDES PAYMENT SOLUTIONS FOR THIRD-PARTY RETAILERS AND SERVICE PROVIDERS

LEASE-TO-OWN

RETAIL INSTALLMENT

BANK LOANS

APPLY — IN STORE OR ONLINE



AVAILABLE AT APPROXIMATELY 13,500 MERCHANT PARTNER LOCATIONS

INSTANT DECISIONS — TOTAL TRANSPARENCY



DECISIONS ARE ISSUED QUICKLY UPON REVIEW OF APPLICATION

PAY AS YOU GO

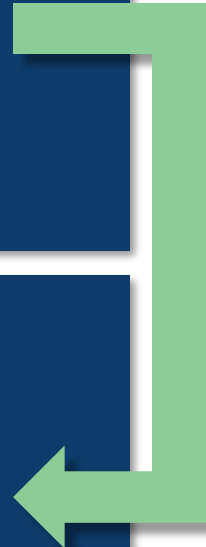


AUTO-PAY OPTION MANAGED ONLINE BY THE CUSTOMER

TAKE ITEMS HOME — SAME DAY!

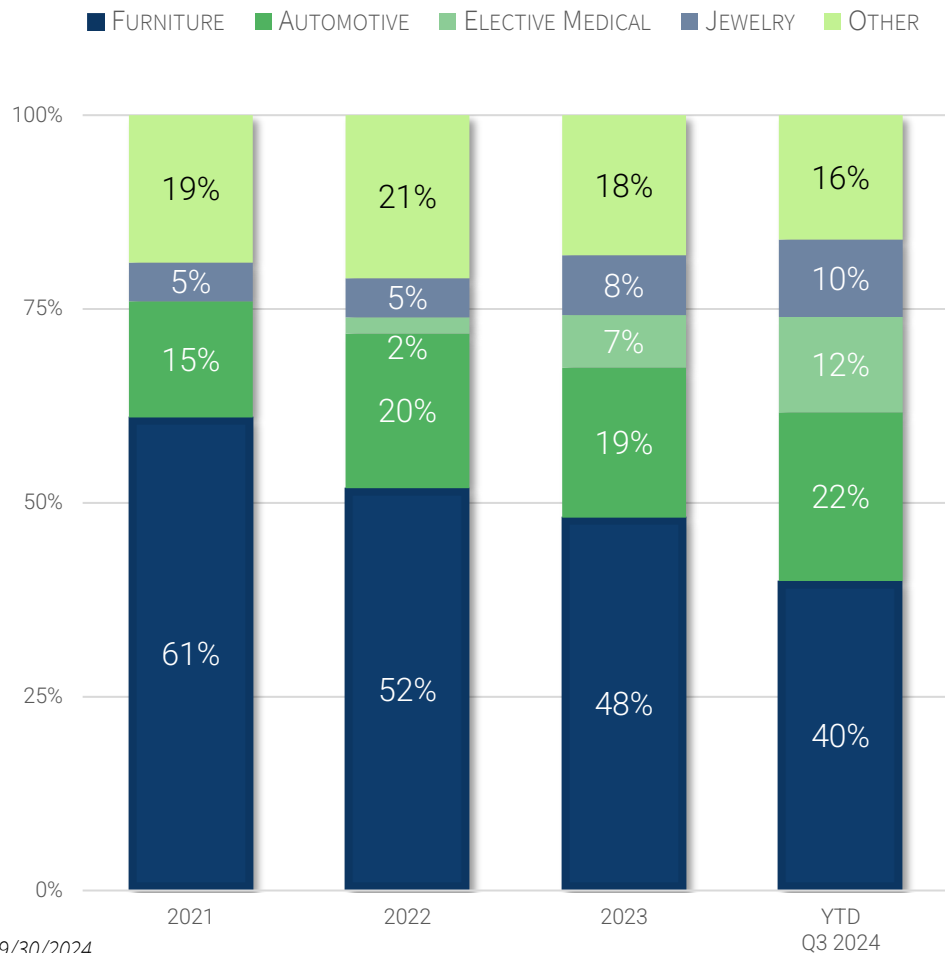


CUSTOMERS TAKE ITEMS HOME SAME DAY OR ARRANGE FOR DELIVERY



DOOR COUNT GROWTH & MERCHANT DIVERSIFICATION

POS PAYMENT TRANSACTION
ORIGINATIONS BY PRODUCT CATEGORY



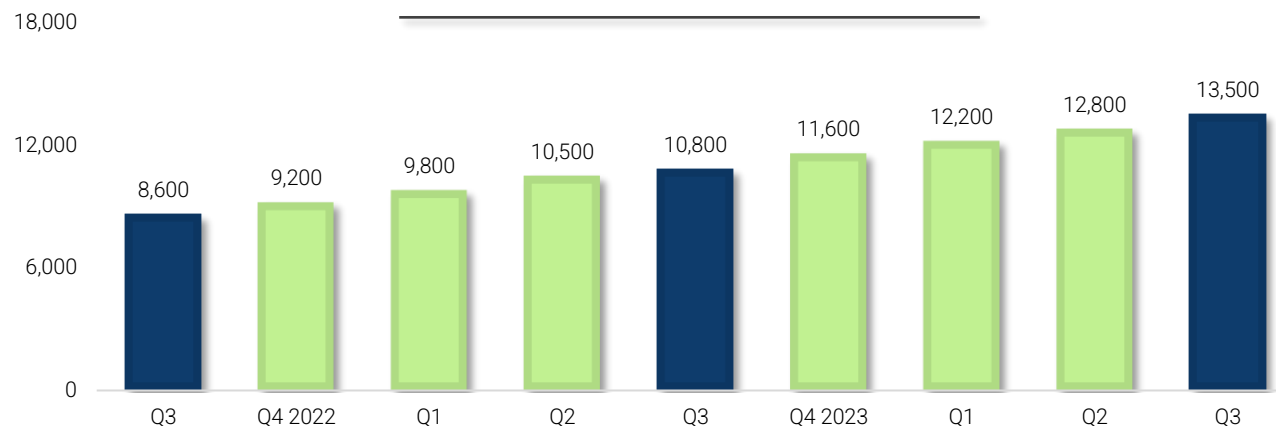
1

TOTAL THIRD QUARTER ORIGINATION VOLUME INCREASED 14%; EXCLUDING ORIGINATIONS FROM FURNITURE RETAILERS, THIRD QUARTER VOLUME INCREASED APPROXIMATELY 35% DRIVEN BY CONTRIBUTIONS FROM BOTH NEW DOORS AND EXPANDING NON-FURNITURE MERCHANT RELATIONSHIPS

2

AT SEPTEMBER 30, 2024, AFF HAD APPROXIMATELY 13,500 ACTIVE RETAIL AND E-COMMERCE MERCHANT PARTNER LOCATIONS, REPRESENTING A 25% INCREASE IN THE NUMBER OF ACTIVE MERCHANT LOCATIONS COMPARED TO A YEAR AGO

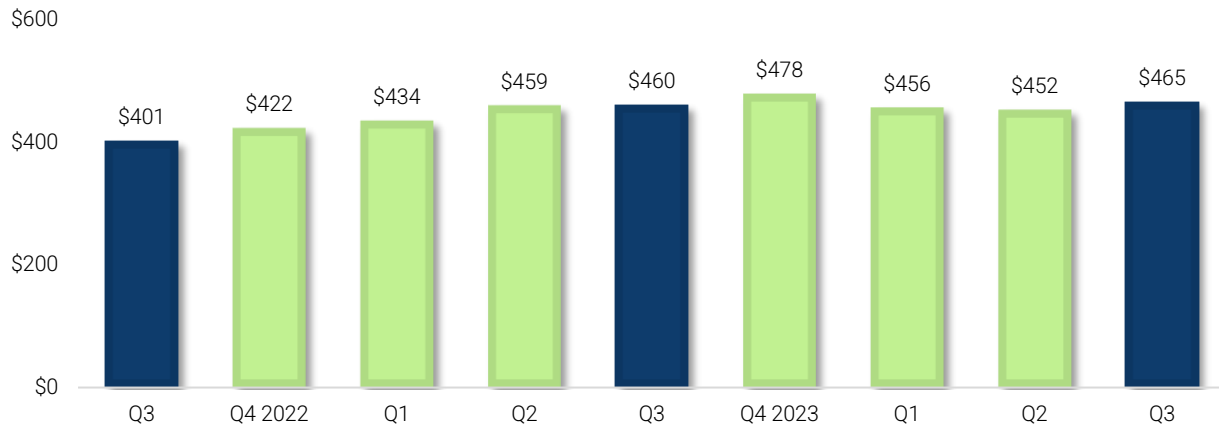
DOOR COUNT



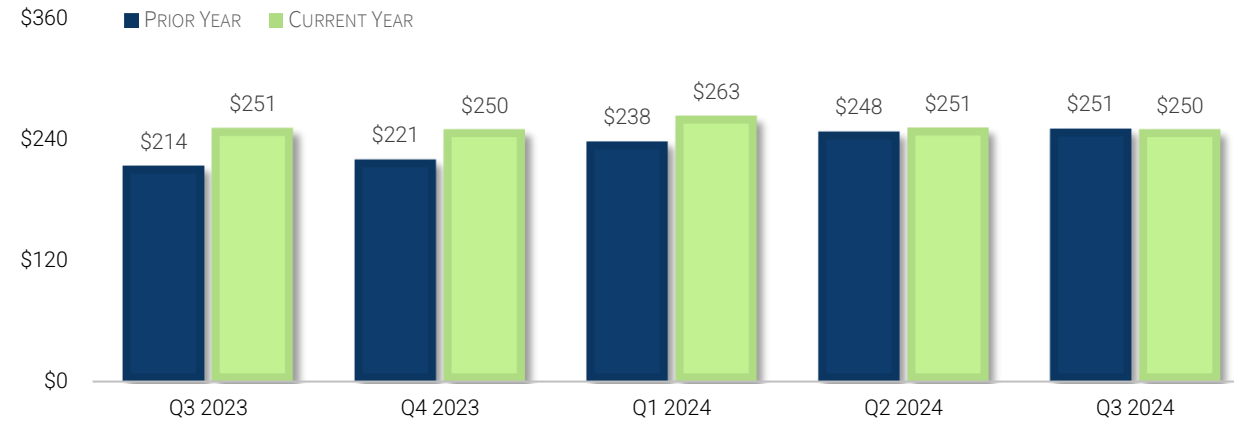
Q3 2024 AFF POS PAYMENT SOLUTIONS

\$ IN MILLIONS

TOTAL LEASED MERCHANDISE & FINANCE RECEIVABLES

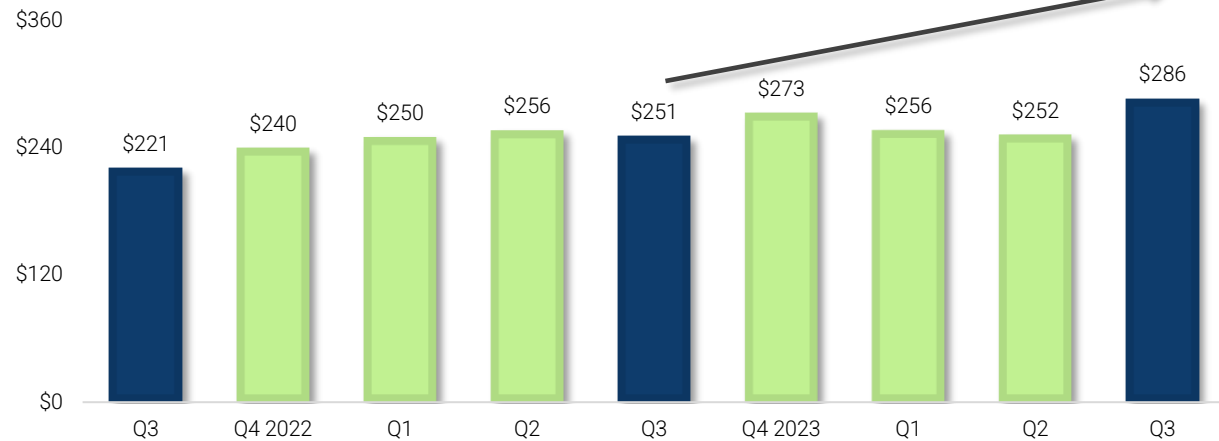


REVENUES¹

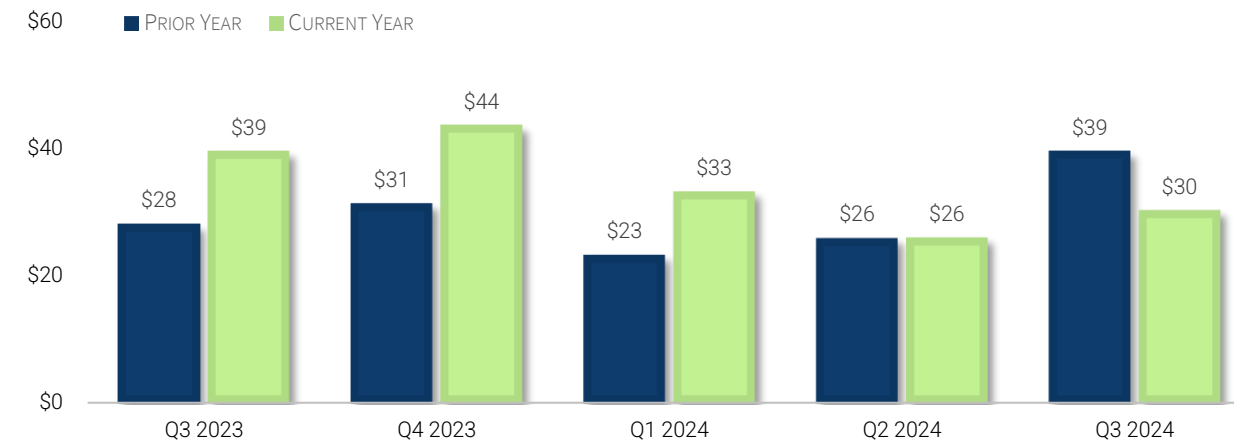


GROSS TRANSACTION VOLUME

+14% YoY



SEGMENT CONTRIBUTION¹



¹ 2022 results are adjusted non-GAAP financial measures. See reconciliation of non-GAAP financial measures elsewhere in this presentation

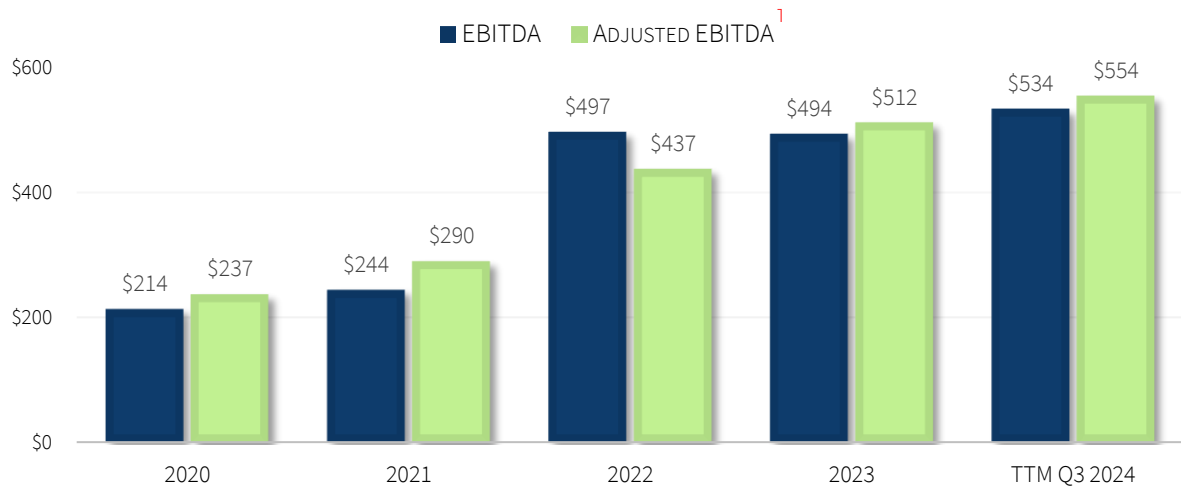
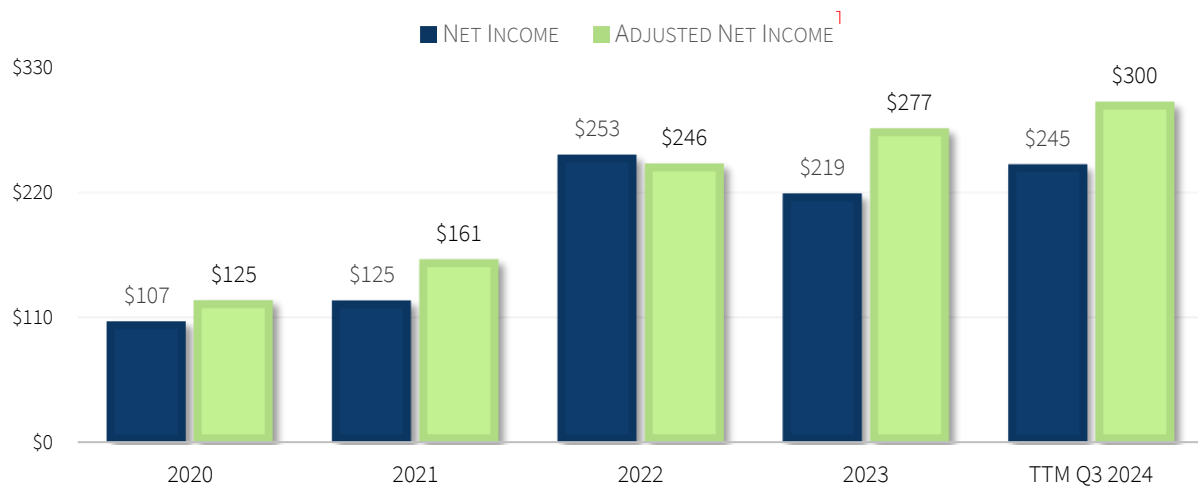
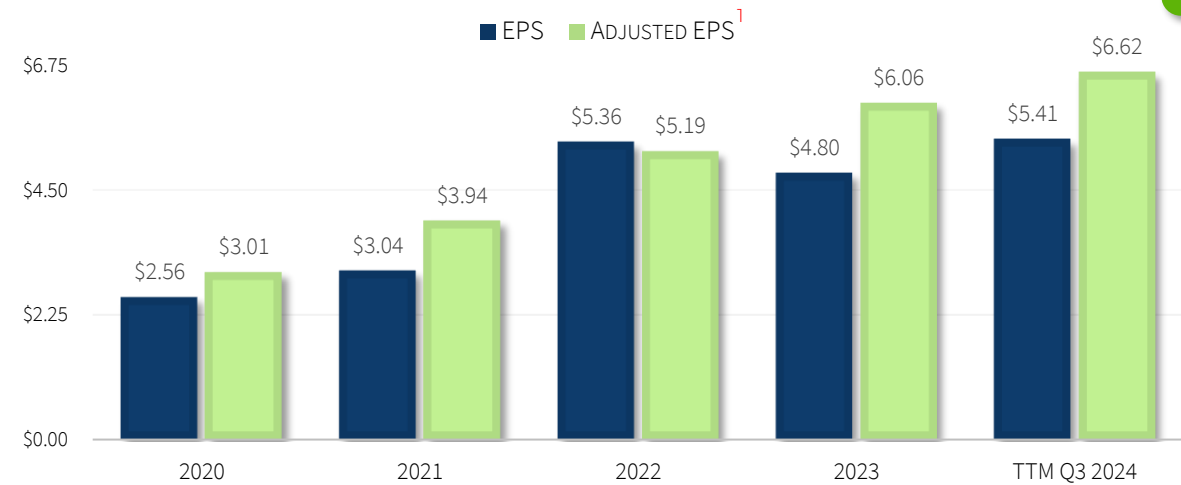
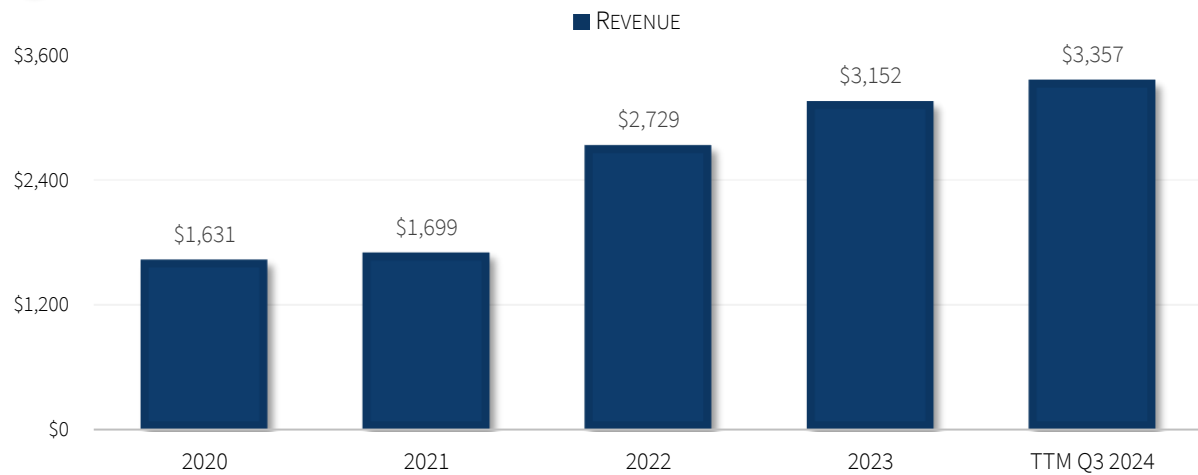
FirstCash[®]

FINANCIAL HIGHLIGHTS



CONSOLIDATED OPERATING HIGHLIGHTS

\$ IN MILLIONS, EXCEPT PER SHARE AMOUNTS



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

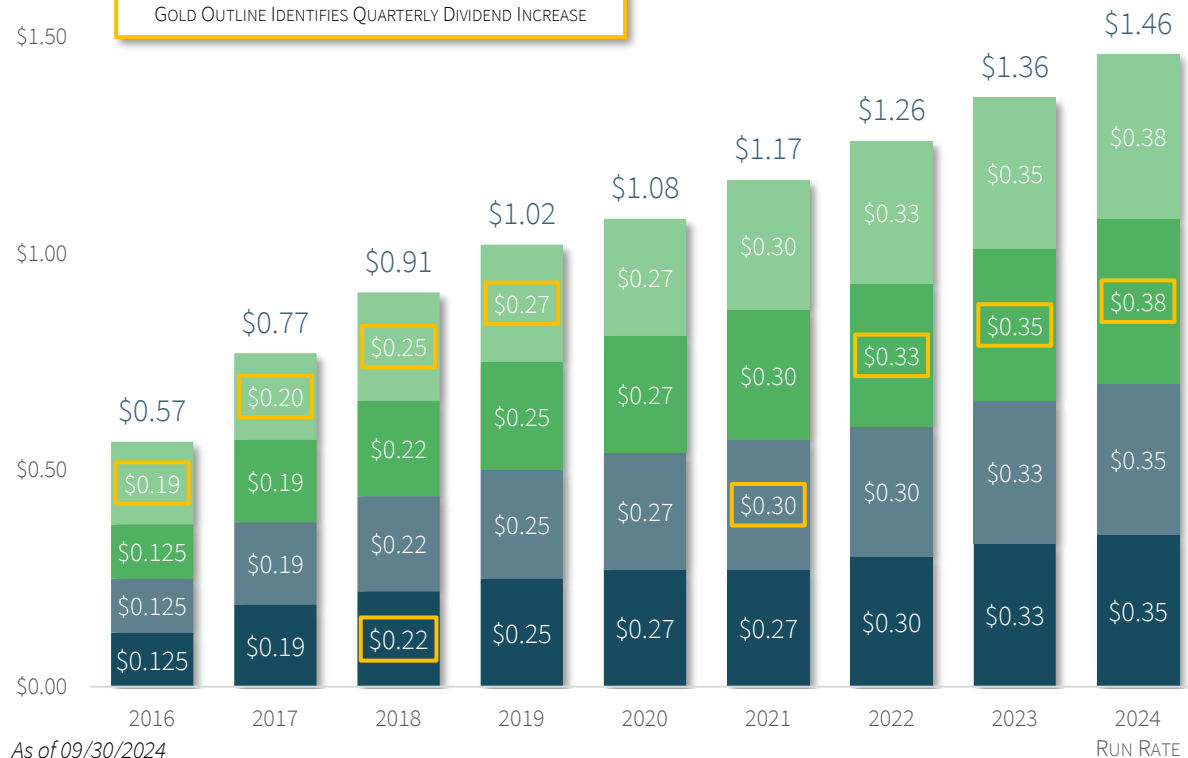
CASH DIVIDENDS & SHARE REPURCHASES

CASH DIVIDEND HISTORY

Q3 2024 DIVIDEND INCREASED TO \$0.38;
ANNUALIZES TO \$1.52 PER SHARE

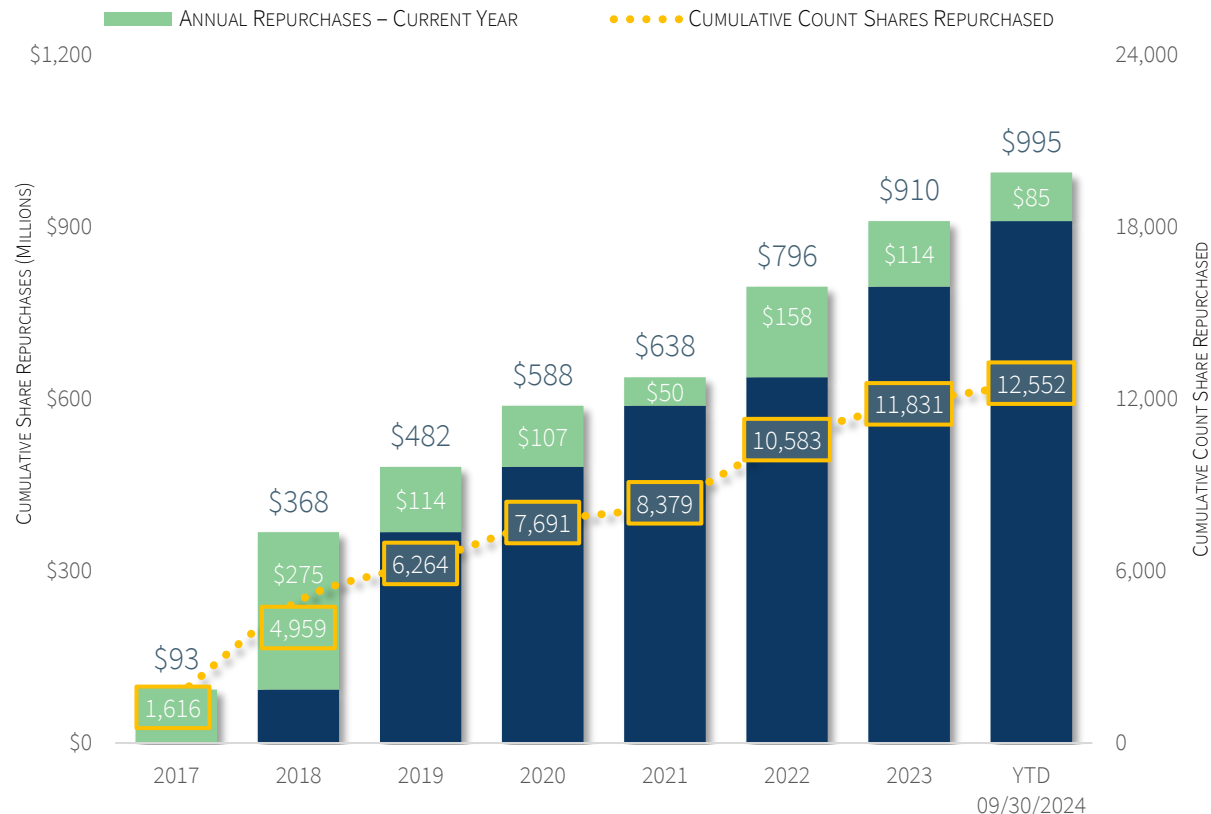
■ QUARTER 1 ■ QUARTER 2 ■ QUARTER 3 ■ QUARTER 4

GOLD OUTLINE IDENTIFIES QUARTERLY DIVIDEND INCREASE



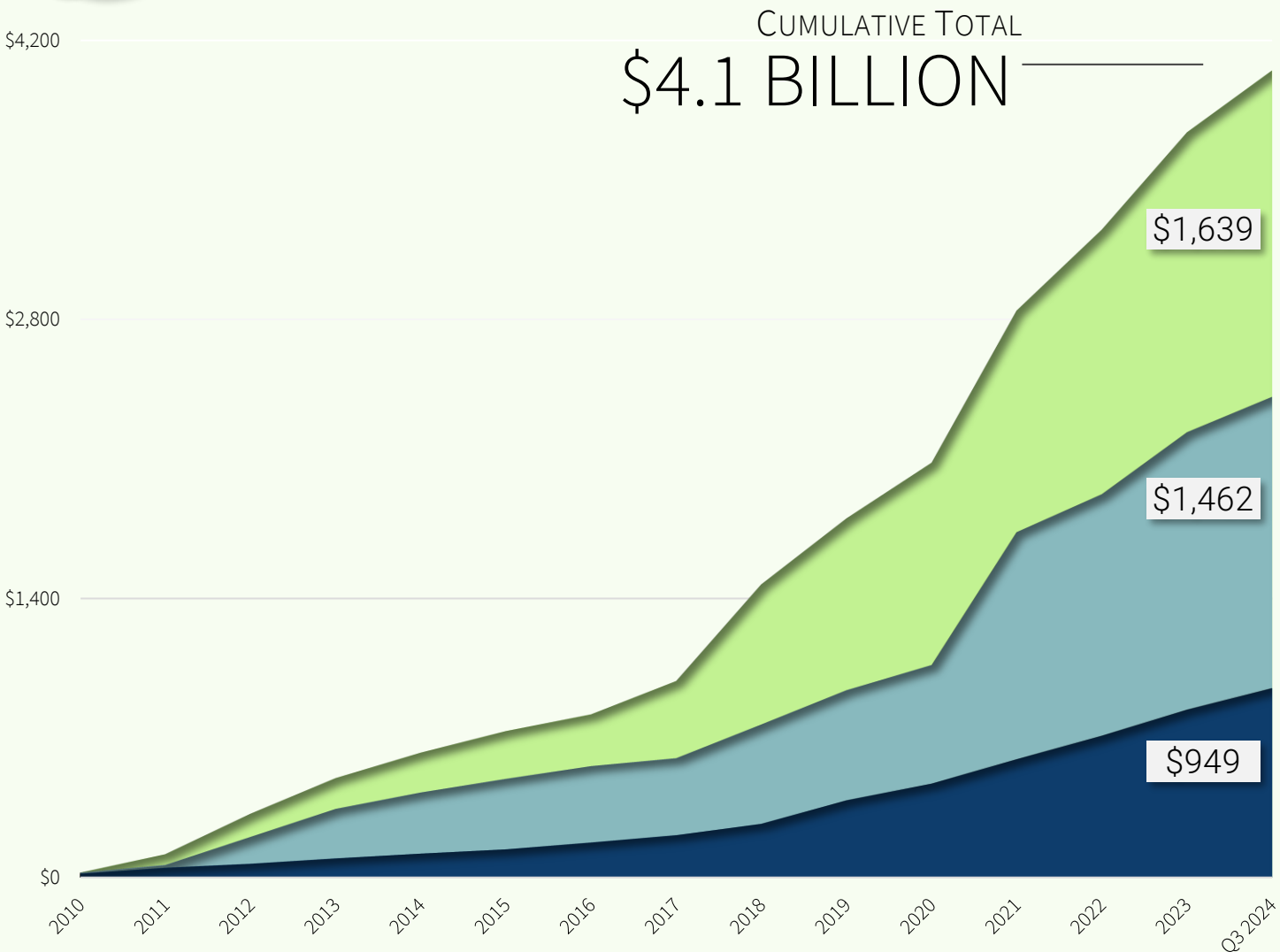
ACTIVE SHARE REPURCHASE PROGRAM

\$115 MILLION REMAINING FOR FUTURE
SHARE REPURCHASES UNDER THE
CURRENT AUTHORIZATION (JULY 2023)



GROWTH INVESTMENTS & SHAREHOLDER PAYOUTS

SINCE 2010 — \$ IN MILLIONS



1 STOCK REPURCHASES & DIVIDENDS

- OVER 17 MILLION SHARES REPURCHASED
- \$404 MILLION IN CUMULATIVE DIVIDENDS PAID



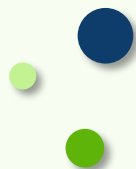
2 ACQUISITION INVESTMENTS

- 430 PAWN STORES ACQUIRED IN U.S.
- 870 PAWN STORES ACQUIRED IN LATIN AMERICA
- \$487M CASH PORTION OF AFF ACQUISITION



3 CAPITAL EXPENDITURES

- 880 DE NOVO STORE OPENINGS
- 385 PROPERTIES PURCHASED



INVESTMENT RECAP

1 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

2 PROVEN MULTI-COUNTRY GROWTH STRATEGY

- MATURE U.S. BUSINESS GENERATES SIGNIFICANT CASH FLOW WITH CONTINUED GROWTH THROUGH SMALL 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

3 STRONG CASH FLOWS AND BALANCE SHEET SUPPORT:

- EARNING ASSET GROWTH
- ACQUISITIONS
- SHARE BUYBACKS
- 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...





FirstCash[®]

FINANCIAL APPENDIX

NON-GAAP FINANCIAL INFORMATION

Please reference the Form 10-Q filed on 10/28/2024 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 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 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 AND AMORTIZATION OF ACQUIRED AFF INTANGIBLE ASSETS. THE COMPANY DOES NOT CONSIDER THESE ITEMS TO BE RELATED TO THE ORGANIC OPERATIONS OF THE ACQUIRED BUSINESSES OR ITS CONTINUING OPERATIONS AND ARE GENERALLY NOT RELEVANT TO ASSESSING OR ESTIMATING THE LONG-TERM PERFORMANCE OF THE ACQUIRED BUSINESSES. IN ADDITION, EXCLUDING THESE ITEMS ALLOWS FOR MORE ACCURATE COMPARISONS OF THE FINANCIAL RESULTS TO PRIOR PERIODS. 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 (I) 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 (II) TO IMPROVE COMPARABILITY OF CURRENT PERIODS PRESENTED WITH PRIOR PERIODS.

THE COMPANY'S REPORTING CURRENCY IS THE U.S. DOLLAR, HOWEVER, CERTAIN PERFORMANCE METRICS DISCUSSED IN THIS REPORT 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 TRANSACTED IN LOCAL CURRENCIES IN MEXICO, GUATEMALA AND COLOMBIA. THE COMPANY ALSO HAS OPERATIONS IN EL SALVADOR, WHERE THE REPORTING AND FUNCTIONAL CURRENCY IS THE U.S. DOLLAR.

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.

RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES

TO GAAP FINANCIAL MEASURES

| | Y/E 2020 | Y/E 2021 | Y/E 2022 | Y/E 2023 | TTM Q3 2024 |
|--|------------------|------------------|------------------|------------------|------------------|
| NET INCOME | \$106,579 | \$124,909 | \$253,495 | \$219,301 | \$244,857 |
| INCOME TAXES | 37,120 | 41,593 | 70,138 | 73,548 | 79,874 |
| DEPRECIATION AND AMORTIZATION ¹ | 42,105 | 45,906 | 103,832 | 109,161 | 106,142 |
| INTEREST EXPENSE | 29,344 | 32,386 | 70,708 | 93,243 | 104,615 |
| INTEREST INCOME | (1,540) | (696) | (1,313) | (1,469) | (1,623) |
| EBITDA | \$213,608 | \$244,098 | \$496,860 | \$493,784 | \$533,865 |
| ADJUSTMENTS: | | | | | |
| MERGER AND ACQUISITION EXPENSES | 1,316 | 15,449 | 3,739 | 7,922 | 6,438 |
| NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY | 1,249 | 644 | (1,329) | (2,540) | 2,168 |
| AFF PURCHASE ACCOUNTING ADJUSTMENTS | — | 43,362 | 50,354 | 13,968 | 13,968 |
| GAIN ON REVALUATION OF CONTINGENT ACQUISITION CONSIDERATION | — | (17,871) | (109,549) | — | — |
| OTHER EXPENSES (INCOME), NET | 9,064 | 949 | (2,731) | (1,402) | (1,983) |
| LOSS ON EXTINGUISHMENT OF DEBT | 11,737 | — | — | — | — |
| ADJUSTED EBITDA | \$236,974 | \$289,631 | \$437,344 | \$511,732 | \$554,456 |

¹ Includes \$51 million, \$57 million, \$57 million and \$2 million of amortization expense related to identifiable intangible assets as a result of the AFF Acquisition for the twelve months ended September 30, 2024, December 31, 2023, 2022 and 2021, respectively, which is included in the add back of depreciation and amortization to net income used to calculate EBITDA.

| | Y/E 2020 | Y/E 2021 | Y/E 2022 | Y/E 2023 | TTM Q3 2024 |
|---|------------------|------------------|------------------|------------------|------------------|
| CASH FLOW FROM OPERATING ACTIVITIES | \$222,264 | \$223,304 | \$469,305 | \$416,142 | \$440,914 |
| CASH FLOW FROM INVESTING ACTIVITIES: | | | | | |
| PAWN LOANS, NET ² | 105,418 | (73,340) | (35,817) | (34,978) | (45,275) |
| FINANCE RECEIVABLES, NET | 1,590 | (5,844) | (85,353) | (115,442) | (113,634) |
| PURCHASE OF FURNITURE, FIXTURES, EQUIPMENT AND IMPROVEMENTS | (37,543) | (42,022) | (35,586) | (60,148) | (69,457) |
| FREE CASH FLOW | \$291,729 | \$102,098 | \$312,549 | \$205,574 | \$212,548 |
| MERGER AND ACQUISITION EXPENSES PAID, NET OF TAX BENEFIT | 991 | 11,872 | 2,878 | 6,089 | 4,946 |
| ADJUSTED FREE CASH FLOW | \$292,720 | \$113,970 | \$315,427 | \$211,663 | \$217,494 |

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.

| | IN THOUSANDS | | | | | PER SHARE | | | | |
|--|------------------|------------------|------------------|------------------|------------------|---------------|---------------|---------------|---------------|----------------|
| | Y/E 2020 | Y/E 2021 | Y/E 2022 | Y/E 2023 | TTM Q3 2024 | Y/E 2020 | Y/E 2021 | Y/E 2022 | Y/E 2023 | TTM Q3 2024 |
| NET INCOME AND DILUTED EARNINGS PER SHARE, AS REPORTED | \$106,579 | \$124,909 | \$253,495 | \$219,301 | \$244,847 | \$2.56 | \$3.04 | \$5.36 | \$4.80 | \$5.41 |
| ADJUSTMENTS, NET OF TAX: | | | | | | | | | | |
| MERGER AND ACQUISITION EXPENSES | 991 | 11,872 | 2,878 | 6,089 | 4,946 | 0.02 | 0.29 | 0.06 | 0.13 | 0.11 |
| NON-CASH FOREIGN CURRENCY (GAIN) LOSS RELATED TO LEASE LIABILITY | 874 | 451 | (930) | (1,778) | 1,517 | 0.02 | 0.01 | (0.02) | (0.04) | 0.04 |
| AFF PURCHASE ACCOUNTING ADJUSTMENTS | — | 37,278 | 82,432 | 54,341 | 50,189 | — | 0.91 | 1.74 | 1.19 | 1.10 |
| GAIN ON REVALUATION OF CONTINGENT ACQUISITION CONSIDERATION | — | (13,761) | (90,035) | — | — | — | (0.33) | (1.91) | — | — |
| OTHER EXPENSES (INCOME), NET | 7,672 | 730 | (2,103) | (1,079) | (1,397) | 0.19 | 0.02 | (0.04) | (0.02) | (0.04) |
| LOSS ON EXTINGUISHMENT OF DEBT | 9,037 | — | — | — | — | 0.22 | — | — | — | — |
| ADJUSTED NET INCOME | \$125,153 | \$161,479 | \$245,737 | \$276,874 | \$300,112 | \$3.01 | \$3.94 | \$5.19 | \$6.06 | \$6.62 |

| | QTD Q3 2022 | QTD Q4 2022 | QTD Q1 2023 | QTD Q2 2023 | QTD Q3 2023 | QTD Q4 2023 | QTD Q1 2024 | QTD Q2 2024 | QTD Q3 2024 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| AFF REVENUE, AS REPORTED | \$206,935 | \$212,668 | \$238,080 | \$247,997 | \$250,795 | \$249,628 | \$263,058 | \$251,369 | \$249,758 |
| AFF PURCHASE ACCOUNTING ADJUSTMENTS ³ | 7,111 | 7,859 | — | — | — | — | — | — | — |
| AFF ADJUSTED REVENUE | \$214,046 | \$220,527 | \$238,080 | \$247,997 | \$250,795 | \$249,628 | \$263,058 | \$251,369 | \$249,758 |
| | QTD Q3 2022 | QTD Q4 2022 | QTD Q1 2023 | QTD Q2 2023 | QTD Q3 2023 | QTD Q4 2023 | QTD Q1 2024 | QTD Q2 2024 | QTD Q3 2024 |
| AFF SEGMENT CONTRIBUTION, AS REPORTED | \$20,091 | \$22,496 | \$23,197 | \$25,831 | \$39,449 | \$43,539 | \$33,149 | \$25,909 | \$30,186 |
| AFF PURCHASE ACCOUNTING ADJUSTMENTS ³ | 7,950 | 8,760 | — | — | — | — | — | — | — |
| AFF ADJUSTED SEGMENT CONTRIBUTION | \$28,041 | \$31,256 | \$23,197 | \$25,831 | \$39,449 | \$43,539 | \$33,149 | \$25,909 | \$30,186 |

³ As a result of purchase accounting, AFF's as reported amounts contain significant fair value adjustments. The adjusted amounts exclude these fair value purchase accounting adjustments.



FirstCash[®]



GET IN TOUCH
WITH US

INVESTOR RELATIONS

INVESTORRELATIONS@FIRSTCASH.COM

INVESTORS.FIRSTCASH.COM

817 258 2650

GAR JACKSON

GLOBAL IR GROUP

GAR@GLOBALIRGROUP.COM

817 886 6998