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**Resilience Through the Crisis**

Second Quarter Fiscal 2020 Earnings  
**May 12, 2020**

# Preliminary Statements

## **Forward Looking Statements**

This document contains certain forward-looking statements. These statements are based on the company's current expectations as to the outcome and timing of future events. All statements, other than statements of historical facts, that address activities or results that the company plans, expects, believes, projects, estimates or anticipates will, should or may occur in the future are forward-looking statements. Actual results for future periods may differ materially from those expressed or implied by these forward-looking statements due to a number of uncertainties and other factors, including operating risks, liquidity risks, legislative or regulatory developments, market factors and current or future litigation. For a discussion of these and other factors affecting the company's business and prospects, see the company's annual, quarterly and other reports filed with the Securities and Exchange Commission. The company undertakes no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to future operating results over time.

## **Other Available Information**

This information should be read in conjunction with, and not in lieu of, the company's annual, quarterly and other reports filed with the Securities and Exchange Commission. Those reports contain important information about the company's business and performance, including financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP), as well as a description of the important risk factors that may materially and adversely affect our business, financial condition or results of operations.

## **Adjusted Information**

Unless otherwise specified, all amounts in this presentation reflect certain non-GAAP adjustments for various discrete items and constant currency. For a discussion of the comparable GAAP amounts, see "EZCORP GAAP Results" and "GAAP to Non-GAAP Reconciliation" in the Appendix.

## **Market Comparisons**

All market comparisons are based on available information from similar publicly traded companies.

## **Defined Terms**

See Appendix for definition of terms and acronyms used in this presentation.

# Company Overview

Formed in 1989, EZCORP has grown into a leading provider of pawn loans in the United States and Latin America. We also sell merchandise through a broad network of retail locations. We are dedicated to building shareholder value by satisfying the short-term cash needs of our customers, focusing on an industry-leading experience that is fueled by continuous innovation.

**1,027 Stores**



## Ready to Meet Our Customers' Needs

- Sufficient cash on hand to fund loan demand
- Great selection of merchandise for working and learning from home

## Scale-Enabled

- 1,027 stores and 6,800 employees in 7 countries
- Strong and differentiated point of sale system

## Diversified

- USA - 512 stores
- Latin America - 493 stores
- Canada - 22 stores

## Positioned for Growth

- Strong balance sheet with high level of liquidity
- Able to operate successfully through cycles
- Differentiated digital and IT platform

# Management Actions in the Current Environment

## Resilience through the crisis

### Team Members

#### Valued and Protected

- Supporting the well-being of our team members
- No layoffs – we are committed to maintaining our workforce through this crisis. Store turnover is down 8% in the US and 4% in LatAm in F2Q20 vs. F1Q20
- Remote work options where possible
- Social distancing measures and stringent cleaning procedures in stores

### Customers

#### Ready to Safely Serve

- Pawn shops widely recognized as an essential service for an underserved customer base
  - Virtually all stores (95%) remain open (99% in the US & Mexico) as of 4/30/20
- Focused on continuing to meet customers' needs for cash
  - We are ready to lend as our customers have needs
- Provider of short-term cash and affordable merchandise for working and schooling from home
- Quickly launched “curbside” pawn and new payment options
- Accelerated the roll-out of Lana to provide remote loan management options

### Financial

#### Strength is a Differentiator

- Strong balance sheet with \$194M of cash as of 3/31/20 (cash has grown to greater than \$250M since 3/31/20)
- Continued free cash flow generation (We are ready to lend as our customers have needs)
- Controlling expenses and capex
  - Renegotiating supplier agreements
  - ~\$7M savings expected from reduced capex in FY20
- No near-term debt maturities or restrictive debt covenants
- Suspension of share repurchase program to maximize capacity for loan demand

# F2Q20 Highlights

Adjustments include \$47.1M of Impairment Charges<sup>1</sup>

## KEY FINANCIAL THEMES

## QUARTERLY HIGHLIGHTS

### Revenue Growth

- **Adjusted EBITDA up 14%** on strong revenue and ongoing expense management and control, especially through the March impact of COVID-19, which resulted in an estimated \$3.2M in lost net revenue
- Total revenue up 5% year-over-year driven by 8% sales growth
- Sales Gross Profit up 2% Y/Y reflecting improved inventory turns
- F2Q20 EPS of \$0.17

### Strong US Performance

- **US total revenue up 5% Y/Y and Sales Gross Profit up 4% Y/Y**
- Merchandise sales up 7% and EBITDA up 5%
- PLO yield up 70 bps, reflecting focus on quality lending via the point of sale system
- Proven FCF, with majority of firm-wide total cash coming from US operations

### Liquidity and Capital are Strong and Growing

- **\$194M cash balance at 3/31/20 (>\$250M in late April)** vs. \$143M in Q1
- \$69M of Free Cash Flow generated in F2Q20
- Controlled capital expenditures
- **Conservative balance sheet** positioned for the expected pickup in PLO
- PLO down 7.5% (4.6% constant currency) and has continued to decline since March 31, 2020

### Expense Control

- **Controlling Operating Expenses** (\$88.7M, down 1% Y/Y)
- Corporate Expenses of \$14.5M are flat Y/Y and down 17% from Q12020
- Reduced overhead (non-store) expenses by 16% Y/Y

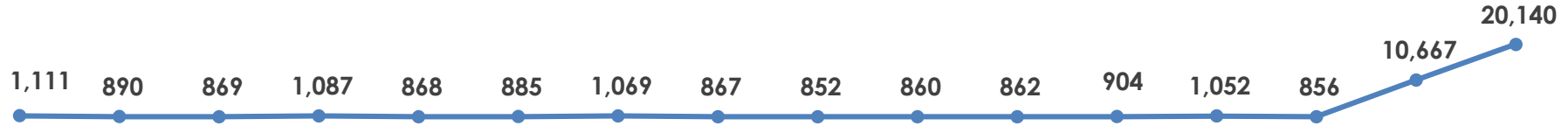
<sup>1</sup>F2Q20 results include an asset impairment charge of \$47.1 million, or \$0.85 per diluted share, primarily related to impairment of goodwill at U.S. Pawn and GPMX reporting units.

Accomplishments in F2Q20 on this slide unless otherwise stated. Amounts in this presentation are continuing operations only and comparisons are relative to same period in prior year unless otherwise stated. Amounts in this presentation are adjusted for discrete items and constant currency unless otherwise identified and reflect the correction of immaterial errors in prior periods, as discussed in the footnotes to the annual report on Form 10-K. EZCORP Same Store amounts in this presentation exclude pawn stores acquired unless outstanding for the entire periods presented. See "EZCORP GAAP Results" in "Additional Information" and "GAAP to Non-GAAP Reconciliation."

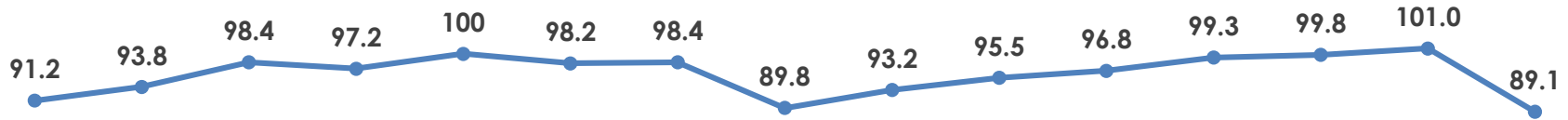
# State of the Consumer

## Recent Trends Expected to Drive Increased Cash Needs

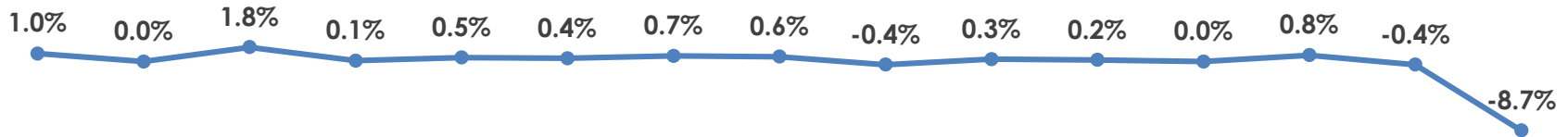
Jobless Claims<sup>1</sup>



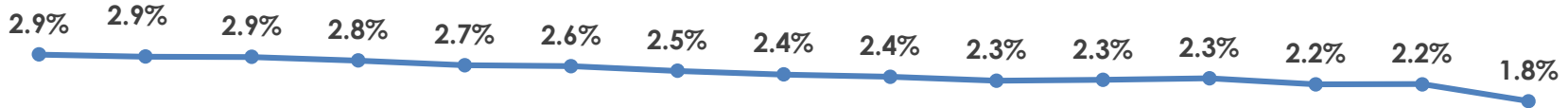
Consumer Confidence<sup>2</sup>



Retail Sales (MoM, SA)<sup>3</sup>



U.S. Monthly Real GDP (LTM, YoY SAAR)<sup>4</sup>



Jan '19 Feb '19 Mar '19 Apr '19 May '19 Jun '19 Jul '19 Aug '19 Sep '19 Oct '19 Nov '19 Dec '19 Jan '20 Feb '20 Mar '20 Apr '20

<sup>1</sup>Source: U.S. Bureau of Labor Statistics. Monthly data reflect approximate cumulative weekly data in thousands.

<sup>2</sup>Source: University of Michigan.

<sup>3</sup>Retail Trade and Food Services: U.S. Total — Seasonally Adjusted Sales. Source: U.S. Census Bureau.

<sup>4</sup>Source: Macroeconomic Advisers, Bloomberg. GDP % change reflects LTM YoY rolling growth.

# Tactical Approach to Growth

Management actions are keeping EZCORP strong

## Stability and Liquidity

- **Strongly positioned balance sheet** allows EZCORP to remain well-funded and well-capitalized through stress scenarios
- 95% of stores remain open as of April 30 (99% in the US and Mexico)
- **Recession-resilient business** that can lend when others will not
- Stable IT systems
- Employee retention is strong (turnover is down, no layoffs)

## Efficiency / Process

- **Controlled expenses** and rationalized capital expenditures
- All processes across the company are being reviewed and enhanced
  - Improve new loan transaction speed
  - Provide convenient payment options
  - Enhance guidance on product and loan values
- We will emerge from this crisis in a stronger position than how we entered

## Flexibility

- **Engaging consumers digitally and with innovative services** to maximize customer choice (see next slide)
- Lana digital platform passed the 10,000 account mark in early April; in-app loan extensions up more than 2.8x from March to April
- Curbside pawn piloted on April 1<sup>st</sup> and launched in over 60 stores by the end of April – provides convenience and safety for our customers

## Growth

- **Reduced de novo growth to approximately 25 locations** in Latin America by the end of fiscal 2020
- Company continues to be positioned for opportunistic acquisitions
- Loan demand will increase post-stimulus, and we are well positioned to serve our customers

# Customer Choice

## Digitally-Enabled Innovation and Increased Options



### LANA

- Available in 357 stores, up from 159 at 3/31/20
- Over 8,000 accounts, up from ~4,000 at the end of F1Q20 (over 14,000 at the end of April)
- Over 4,600 extensions in April, more than 2.8x March



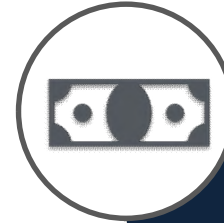
### CURBSIDE PAWN

- Quickly brought to market
- Longer-term benefits around enhanced customer loyalty
- From pilot to over 60 stores in the first month (April)



### SOCIAL MEDIA

- More than 600,000 consumers engaged in four weeks
- Promoting open stores in major cities and new curbside offering
- Impressive click-through-rate of 1.7-2.2%



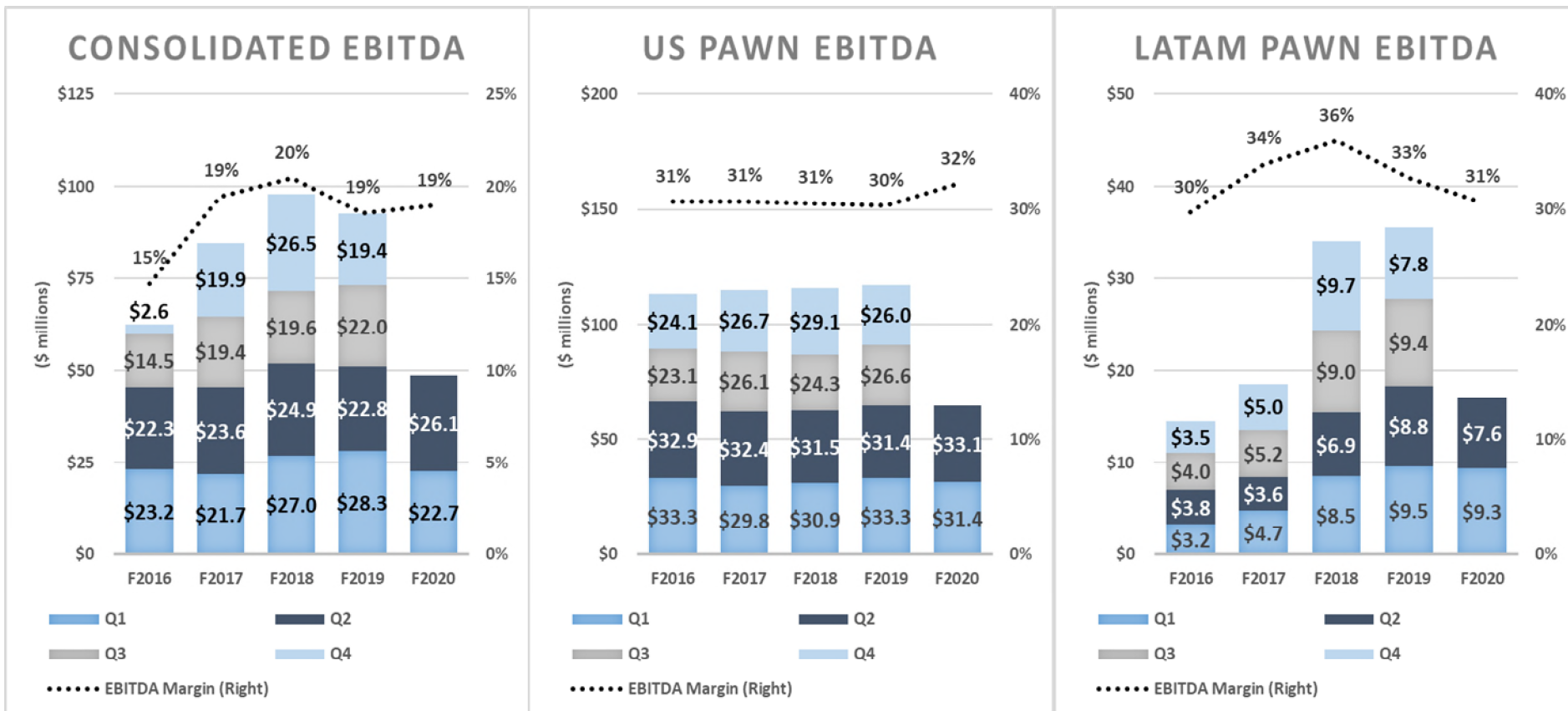
### MULTI-CHANNEL PAYMENTS

- Lana
- Curbside Pawn
- Cross-Store Payments
- Debit by Phone



# Long-Term EBITDA Growth/Margins

Favorably positioned for long-term growth



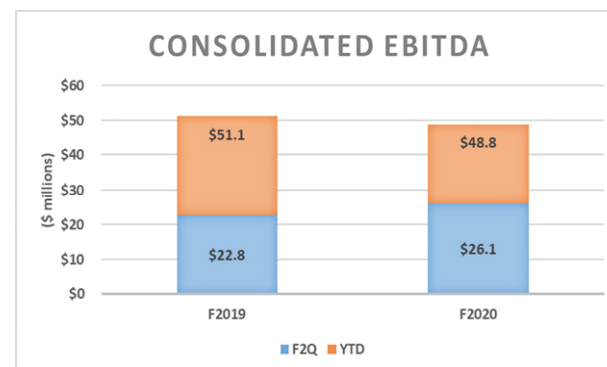
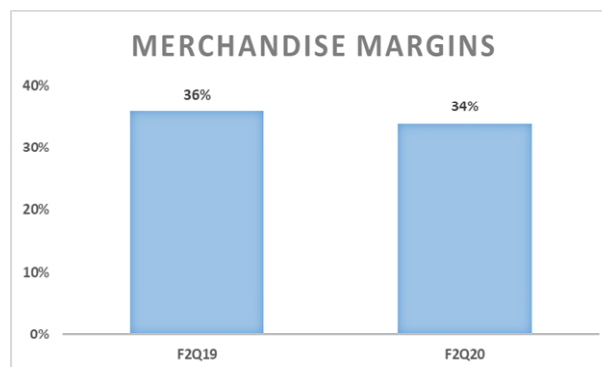
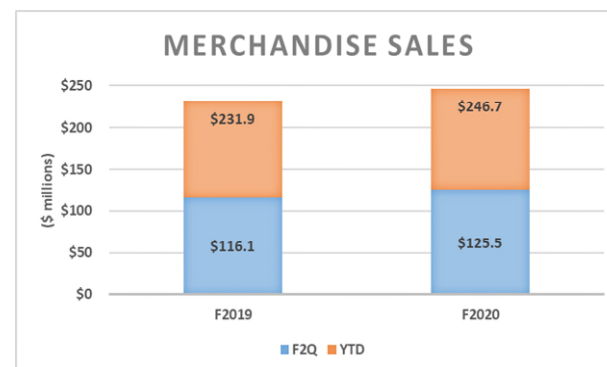
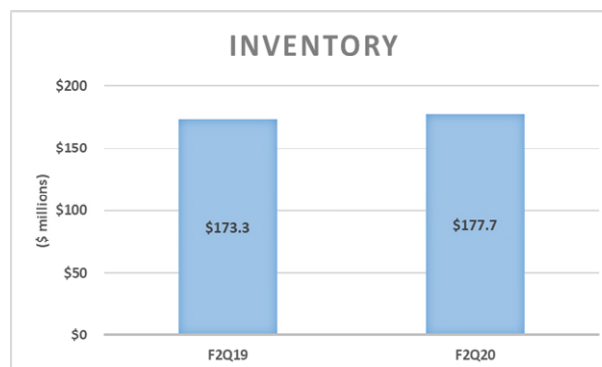
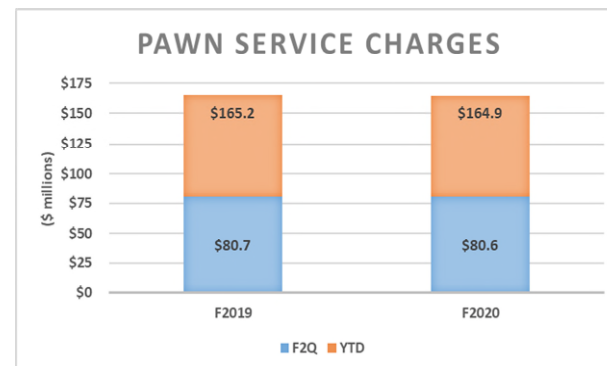
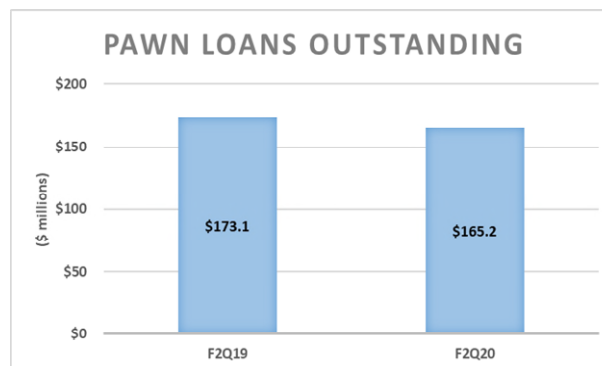
**Long-Term Growth**  
14% CAGR (F2016-F2019)

**Consistent EBITDA**  
1% CAGR (F2016-F2019)

**Growth Market**  
35% CAGR (F2016-F2019)

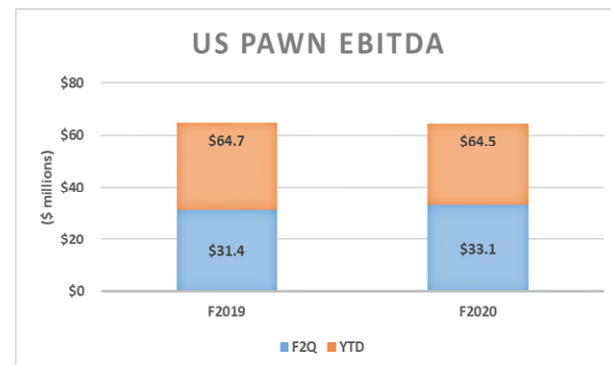
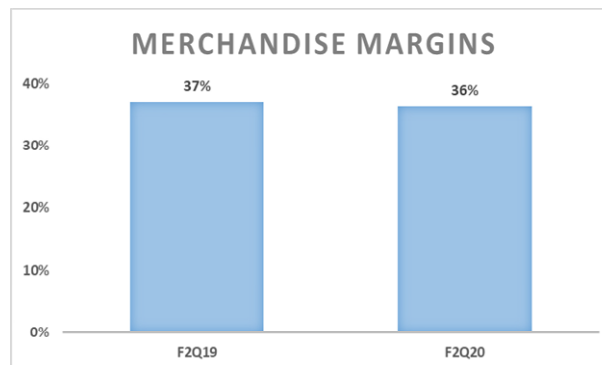
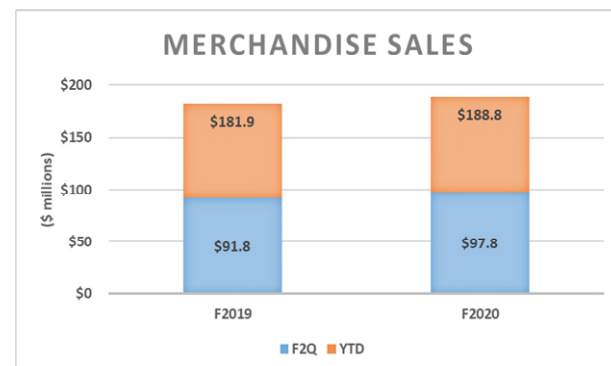
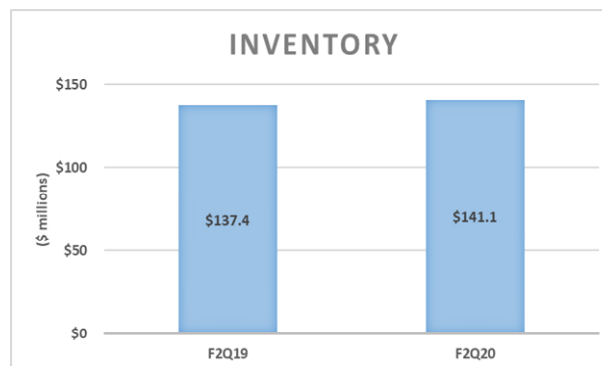
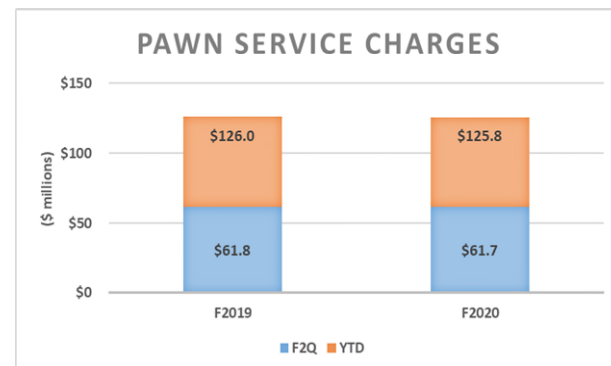
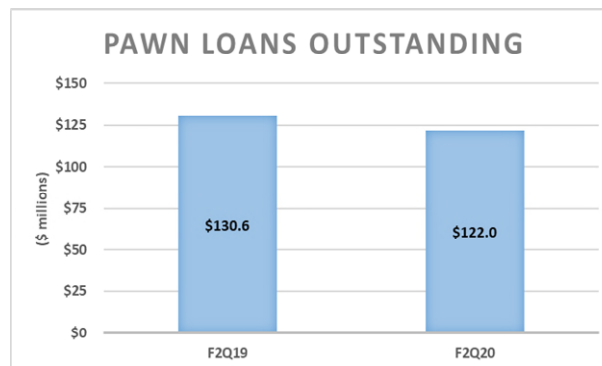
# Financial Highlights - Consolidated

- PLO balance of \$165m down 5% Y/Y largely reflecting macro headwinds from COVID-19
- Merchandise sales grew 8%
  - Same store sales growth (SSSG) of 6%
  - Led by merchandise helpful in a shelter-at-home situation
- Total inventory increase of 3% inclusive of de novo growth and GM expansion in Latin America
- Lower merchandise margins reflect liquidation of aged inventory
- F2Q20 EBITDA up 14% Y/Y primarily reflecting solid revenue growth and tightly managed operating expenses



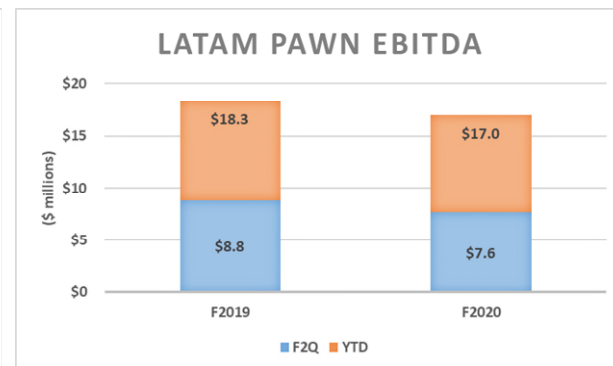
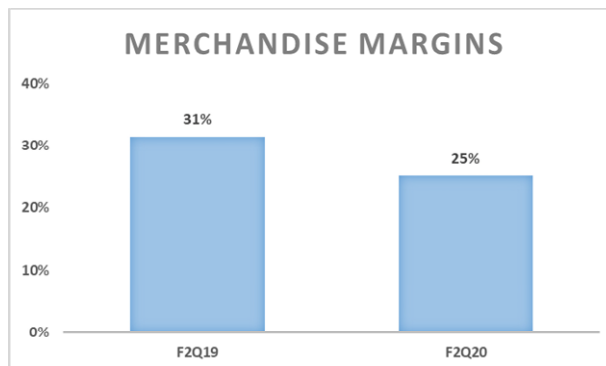
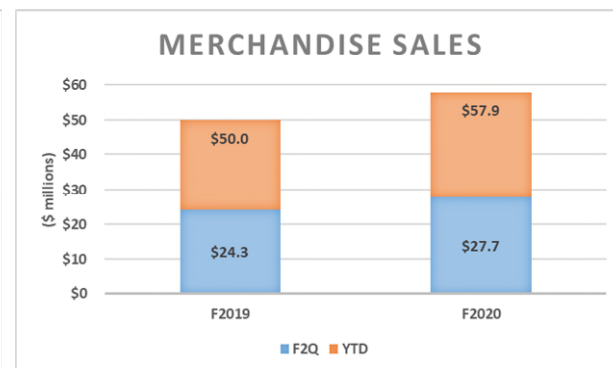
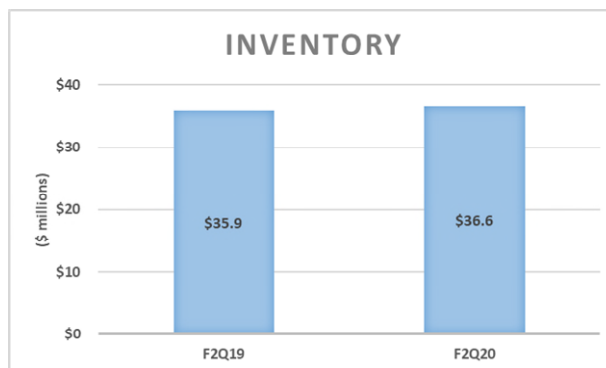
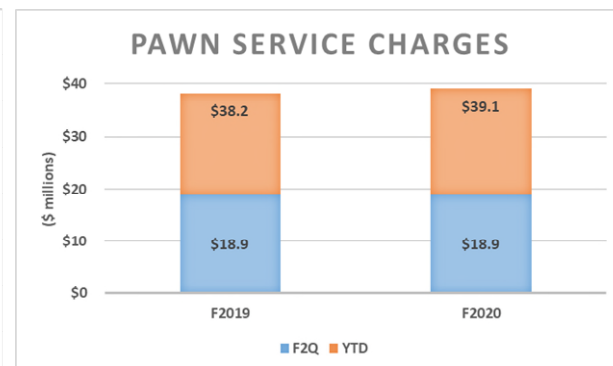
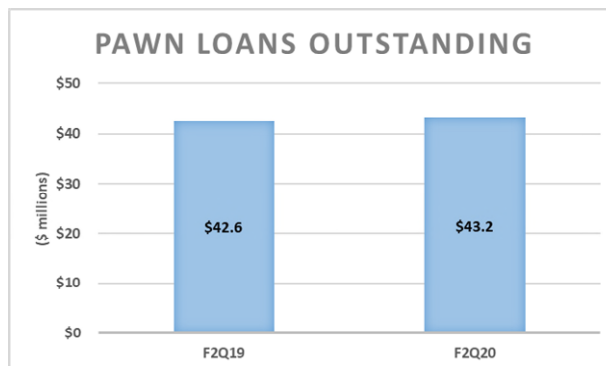
# Financial Highlights – US Pawn

- Quarter-end PLO down 7% YoY reflecting COVID headwinds
- PSC about flat Y/Y despite lower average PLO resulting from sustained Y/Y improvement in PLO yield
- Sales grew 6% Y/Y on both a total and same store basis
  - Annualized inventory turns grew 4% Y/Y to 2.0x
- Merchandise margin dip supports liquidation in aged inventory
- Aged GM inventory improved to 6.5% from 7.2% at 3/31/19
- Operating expenses well-managed with costs flat to prior year
- F2Q20 EBITDA up 5% Y/Y reflecting higher merchandise sales gross profits



# Financial Highlights – Latin America Pawn

- Latin America pawn performance was negatively impacted by store closures at GPMX, with large portions of Guatemala and Honduras closed, and our stores in El Salvador and Peru closed since March
- PLO grew 1% to \$43.2m
  - Same Store PLO down 0.5% largely reflecting continuing social welfare programs in Mexico as well as COVID-19 headwinds
- PSC flat Y/Y, with a higher average PLO balance offset by a lower yield due primarily to COVID store closures in GPMX
- Merchandise sales grew 14%
  - SSSG of 7%
- Merchandise margin declined 600 bps; focused on long-term inventory yield improvement (inventory turns increased from 2.3 to 2.5)
- EBITDA down 13% Y/Y primarily reflecting lower merchandise gross profit. Operating expense growth slightly exceeded the inflation rate



# Appendix

# Strong Revenue Growth

## EZCORP GAAP Results

\$ Millions	Q2			YTD		
	FY20	FY19	%Δ B/(W)	FY20	FY19	%Δ B/(W)
<b>Pawn Loans Outstanding</b>	<b>\$160.1</b>	<b>\$173.1</b>	<b>-8%</b>			
Total Revenue	\$223.3	\$214.7	4%	\$445.7	\$430.4	4%
<b>Net Revenue</b>	<b>\$127.4</b>	<b>\$127.7</b>	<b>(0)%</b>	<b>\$257.4</b>	<b>\$257.7</b>	<b>0%</b>
Equity in Net Income Investments	\$1.2	\$0.4	NM	\$(4.7)	\$(0.7)	NM
Operations Expenses	\$135.4	\$89.8	(51)%	\$226.1	\$180.6	(25)%
Corporate Expenses	\$14.7	\$15.0	2%	\$32.2	\$28.1	(15)%
Other (Income)/Expense	\$(0.2)	\$5.9	103%	\$0.6	\$23.2	NM
<b>EBITDA</b>	<b>\$ (21.4)</b>	<b>\$17.5</b>	<b>(222)%</b>	<b>\$ (6.2)</b>	<b>\$25.1</b>	<b>(125)%</b>
Depreciation/Amortization	\$7.8	\$7.0	(11)%	\$15.5	\$13.9	(12)%
Interest Expense, Net	\$4.9	\$5.5	11%	\$9.4	\$10.9	14%
<b>Profit Before Tax</b>	<b>\$ (34.1)</b>	<b>\$5.0</b>	<b>NM</b>	<b>\$ (31.1)</b>	<b>\$0.3</b>	<b>NM</b>
Income Taxes	\$6.7	\$2.4	NM	\$8.5	\$1.3	NM
Non-Controlling Interest	\$-	\$(0.8)	NM	\$-	\$(1.2)	(100)%
<b>Continuing Ops Net Income Attributable</b>	<b>\$ (40.9)</b>	<b>\$3.4</b>	<b>NM</b>	<b>\$(39.6)</b>	<b>\$0.2</b>	<b>NM</b>
<b>Continuing Ops Diluted EPS</b>	<b>\$ (0.74)</b>	<b>\$0.06</b>	<b>NM</b>	<b>\$ (0.71)</b>	<b>\$0.00</b>	<b>NM</b>

Total revenue growth driven by a 7% increase in merchandise sales partially offset by a 2% reduction in PSC. The COVID-19 pandemic led to a lower PLO that impacted PSC in the quarter.

F2Q20 includes \$47.1m of asset impairment charges primarily related to impairment of goodwill at U.S. Pawn and GPMX reporting units.

F2Q19 includes \$6.5m impairment of investment in CCV.

Decrease in net interest expense from June 2019 repayment of \$195m cash convertible notes offset by lower interest income on decreasing balance of note receivable arising from the FY16 sale of Grupo Finmart.

F2Q20 EPS impacted by impairment charges. F2Q19 EPS impacted by CCV impairment and other discrete items.

# Strong Revenue Growth and Ongoing Expense Management

## EZCORP Continuing Operations Adjusted Results

\$ Millions	Q2		%Δ	YTD		%Δ
	FY20	FY19	B/(W)	FY20	FY19	B/(W)
<b>Pawn Loans Outstanding</b>	<b>\$165.2</b>	<b>\$173.1</b>	<b>-5%</b>			
Total Revenue	\$224.4	\$213.6	5%	\$445.5	\$429.3	4%
<b>Net Revenue</b>	<b>\$127.9</b>	<b>\$126.6</b>	<b>1%</b>	<b>\$257.3</b>	<b>\$256.6</b>	<b>0%</b>
Equity in Net Income Investments	\$1.2	\$0.4	200%	\$2.4	\$2.3	4%
Operations Expenses	\$88.8	\$89.6	1%	\$179.0	\$180.3	1%
Corporate Expenses	\$14.5	\$14.5	1%	\$31.9	\$27.6	(16)%
Other (Income)/Expenses	\$(0.2)	\$0.0	NM	\$0.0	\$(0.1)	NM
<b>EBITDA</b>	<b>\$26.1</b>	<b>\$22.8</b>	<b>14%</b>	<b>\$48.8</b>	<b>\$51.1</b>	<b>-5%</b>
Depreciation/Amortization	\$7.8	\$7.0	(11)%	\$15.5	\$13.9	(12)%
Interest Expense, Net	\$1.6	\$0.9	(67)%	\$3.1	\$2.2	(41)%
<b>Profit Before Tax</b>	<b>\$16.7</b>	<b>\$14.9</b>	<b>12%</b>	<b>\$30.2</b>	<b>\$35.1</b>	<b>(14)%</b>
Income Taxes	\$7.4	\$5.0	(48)%	\$11.7	\$10.2	(15)%
Non-Controlling Interest	\$0.0	\$(0.8)	NM	\$-	\$(1.2)	NM
<b>Continuing Ops Net Income Attributable</b>	<b>\$9.3</b>	<b>\$10.7</b>	<b>(13)%</b>	<b>\$18.5</b>	<b>\$26.1</b>	<b>(30)%</b>
<b>Adjusted Continuing Ops Diluted EPS</b>	<b>\$0.17</b>	<b>\$0.19</b>	<b>(11)%</b>	<b>\$0.33</b>	<b>\$0.47</b>	<b>-30%</b>

Q2 PSC flat in spite of a lower average PLO balance for the quarter due to a reduction in new loans made in the second half of March and other early COVID-19 impacts.

Q2 revenue growth driven by higher sales gross profit as we increased inventory turns.

Ongoing expense management across operations and corporate costs.

Q2 Adjusted EBITDA up on strong revenue growth and ongoing expense management and control, despite the March impact of COVID-19 to Net Revenue of approximately \$3.2 million.

# Definition of Terms

<b>PLO</b>	Pawn loan outstanding
<b>PSC</b>	Pawn service charges
<b>LatAm</b>	Latin America, including Mexico, Central America and South America
<b>POS2</b>	Second generation point-of-sale system
<b>SSLG</b>	Same store loan growth (stores open the entirety of comparable periods)
<b>SSSG</b>	Same store sales growth (stores open the entirety of comparable periods)
<b>CAGR</b>	Compound annual growth rate
<b>GM</b>	General merchandise (non-jewelry)
<b>Net Debt</b>	Par value of debt less cash and cash equivalents
<b>Leverage Ratio</b>	Net debt divided by adjusted EBITDA for the trailing twelve months
<b>FCF</b>	Free cash flow
<b>CCV</b>	Cash Converters International Limited, a publicly-traded company based in Australia, in which EZCORP holds a minority interest

$$\text{Monthly PLO Yield} = \frac{\left( \frac{\text{pawn service charges}}{\text{days in period}} \right) \times 365}{\text{average PLO}} / 12$$

$$\text{Inventory Yield} = \frac{\left( \frac{\text{sales gross profit}}{\text{days in period}} \right) \times 365}{\text{average net inventory}}$$

$$\text{Return on Earning Assets} = \frac{\left( \frac{\text{sales gross profit} + \text{PSC}}{\text{days in period}} \right) \times 365}{\text{average net inventory} + \text{average PLO}}$$

$$\text{Inventory Turnover} = \frac{\left( \frac{\text{total cost of sales}}{\text{days in period}} \right) \times 365}{\text{average net inventory}}$$

$$\text{EBITDA Margin} = \frac{\text{EBITDA}}{\text{net revenue}}$$



## GAAP to Non-GAAP Reconciliation

In addition to the financial information prepared in conformity with generally accepted accounting principles in the United States of America ("GAAP"), we provide certain other financial information that is adjusted to exclude the impact of restructuring and restatement charges and other discreet items and to reflect the results of our Latin America Pawn operations on a constant currency basis. We believe that presentation of the non-GAAP financial information is meaningful and useful in evaluating and comparing our operating results across accounting periods and understanding the operating and financial performance of our business. We believe that the non-GAAP financial information reflects an additional way of viewing aspects of our business that, *when viewed with our GAAP results*, provides a more complete understanding of factors and trends affecting our business. We provide non-GAAP financial information for informational purposes and to enhance understanding of our GAAP consolidated financial statements.

You should consider the non-GAAP information in addition to, but not instead of or superior to, our results prepared in accordance with GAAP. Non-GAAP financial information may be determined or calculated differently by other companies, limiting the usefulness of that information for comparative purposes.

# GAAP to Non-GAAP Reconciliation Q2 – Continuing Operations\*

	Actuals					Prior Year Actuals		
	Plus		Equals	Plus		Equals		
	Base	Discrete Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Discrete Item Adjustments	Adjusted
\$ Millions	FY20	FY20	FY20	FY20	FY20	FY19	FY19	FY19
<b>Revenues</b>	<b>223.3</b>	<b>0.0</b>	<b>223.3</b>	<b>1.1</b>	<b>224.4</b>	<b>214.7</b>	<b>(1.1)</b>	<b>213.6</b>
PSC Revenue	80.2	0.0	80.2	0.3	80.6	81.8	(1.1) <sup>(F)</sup>	80.7
Merchandise Gross Profit	44.1	0.0	44.1	0.2	44.3	43.5	0.0	43.5
<i>Merchandise Margin</i>	<i>34%</i>		<i>34%</i>		<i>34%</i>	<i>36%</i>		<i>36%</i>
Scrap Gross Profit	2.3	0.0	2.3	0.0	2.3	1.5	0.0	1.5
<i>Scrap Margin</i>	<i>19%</i>		<i>19%</i>		<i>19%</i>	<i>15%</i>		<i>15%</i>
Other Revenues, Net	0.8	0.0	0.8	0.0	0.8	0.9	0.0	0.9
<b>Net Revenue</b>	<b>127.4</b>	<b>0.0</b>	<b>127.4</b>	<b>0.5</b>	<b>127.9</b>	<b>127.7</b>	<b>(1.1)</b>	<b>126.6</b>
Operating Expenses	135.4	(47.1) <sup>(A)</sup>	88.4	0.4	88.7	89.8	(0.1) <sup>(G)</sup>	89.6
Corporate Expenses	14.7	(0.1) <sup>(B)</sup>	14.5	0.0	14.5	15.0	(0.4) <sup>(H)</sup>	14.5
Other Expenses	(1.4)	(0.1) <sup>(C)</sup>	(1.5)	0.0	(1.5)	5.5	(5.9) <sup>(I)</sup>	(0.4)
<b>EBITDA</b>	<b>(21.4)</b>	<b>47.4</b>	<b>26.0</b>	<b>0.1</b>	<b>26.1</b>	<b>17.5</b>	<b>5.3</b>	<b>22.8</b>
Depreciation and Amortization	7.8	0.0	7.8	0.0	7.8	7.0	0.0	7.0
<b>EBIT</b>	<b>(29.2)</b>	<b>47.4</b>	<b>18.2</b>	<b>0.1</b>	<b>18.3</b>	<b>10.5</b>	<b>5.3</b>	<b>15.8</b>
Interest	4.9	(3.4) <sup>(D)</sup>	1.6	(0.0)	1.6	5.5	(4.5) <sup>(J)</sup>	0.9
<b>Profit Before Tax</b>	<b>(34.1)</b>	<b>50.7</b>	<b>16.6</b>	<b>0.1</b>	<b>16.7</b>	<b>5.0</b>	<b>9.9</b>	<b>14.9</b>
Income Tax Expense	6.7	0.5 <sup>(E)</sup>	7.2	0.2	7.4	2.4	2.6 <sup>(K)</sup>	5.0
Non-Controlling Interest	0.0	0.0	0.0	0.0	0.0	(0.8)	0.0	(0.8)
<b>Net Income Attributable</b>	<b>(40.9)</b>	<b>50.3</b>	<b>9.4</b>	<b>(0.1)</b>	<b>9.3</b>	<b>3.4</b>	<b>7.2</b>	<b>10.7</b>
<b>Diluted EPS</b>	<b>(0.74)</b>	<b>0.91</b>	<b>0.17</b>	<b>(0.00)</b>	<b>0.17</b>	<b>0.06</b>	<b>0.13</b>	<b>0.19</b>
Diluted Shares Outstanding	55.5	55.5	55.5	55.5	55.5	55.4	0.0	55.4
<b>Pawn Loans Outstanding</b>	<b>160.1</b>	<b>0.0</b>	<b>160.1</b>	<b>5.1</b>	<b>165.2</b>	<b>173.1</b>	<b>0.0</b>	<b>173.1</b>
<b>Inventory, Net</b>	<b>173.3</b>	<b>0.0</b>	<b>173.3</b>	<b>4.5</b>	<b>177.7</b>	<b>173.3</b>	<b>0.0</b>	<b>173.3</b>
<b>Net Earning Assets</b>	<b>333.3</b>	<b>0.0</b>	<b>333.3</b>	<b>9.6</b>	<b>342.9</b>	<b>346.5</b>	<b>0.0</b>	<b>346.5</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$41.3 million goodwill impairment of our US and GPMX reporting unit, a \$5.6 million intangible asset impairment in LATAM, and a 1.1M long-lived asset impairment.

Footnote (B) Amount includes \$0.1m of impact from lobbying expenses.

Footnote (C) Amount includes \$0.5m of impact from termination of a non-core software project and \$0.3m of impact from foreign currency movements.

Footnote (D) Amount includes \$3.4m in net non-cash interest expense regarding our notes receivable & convertible debt instruments to reflect the underlying cash flows of our investments & debt.

Footnote (E) Amount includes tax impact of items listed above and \$1.9m nonrecurring tax expense.

Footnote (F) Amount includes \$1.1m of PSC Revenue for settlement of GPMX PSC-related indemnification claim.

Footnote (G) Amount includes \$0.1m of acquisition expense.

Footnote (H) Amount includes \$0.5m of costs related to board restructuring.

Footnote (I) Amount includes \$6.5m impairment on CCV investment, \$0.8m asset recovery from Republic Metals Corporation and \$0.3m of expense related to business deconsolidation.

Footnote (J) Amount includes \$4.5m in net non-cash interest expense regarding our notes receivable and convertible debt instruments to reflect the underlying cash flows of our investments and debt.

Footnote (K) Amount includes tax impact of items listed above.

# GAAP to Non-GAAP Reconciliation Q2 – U.S. Pawn\*

	Actuals			Prior Year Actuals		
	Plus	Item	Equals	Plus	Item	Equals
	Base	Adjustments	Adjusted	Base	Adjustments	Adjusted
<i>\$/Millions</i>	FY20	FY20	FY20	FY19	FY19	FY19
<b>Revenues</b>	<b>173.8</b>	<b>0.0</b>	<b>173.8</b>	<b>166.4</b>	<b>0.0</b>	<b>166.4</b>
PSC Revenues	61.7	0.0	61.7	61.8	0.0	61.8
Merchandise Gross Profit	37.2	0.0	37.2	35.7	0.0	35.7
<i>Merchandise Margin</i>	<i>36%</i>		<i>36%</i>	<i>37%</i>		<i>37%</i>
Scrap Gross Profit	1.9	0.0	1.9	1.3	0.0	1.3
<i>Scrap Margin</i>	<i>19%</i>		<i>19%</i>	<i>17%</i>		<i>17%</i>
Other Revenues, Net	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net Revenue</b>	<b>100.7</b>	<b>0.0</b>	<b>100.7</b>	<b>98.9</b>	<b>0.0</b>	<b>98.9</b>
Operating Expenses	77.6	(10.0) <sup>(A)</sup>	67.6	67.5	0.0	67.5
Other Expenses	0.0	0.0	0.0	0.0	0.0	0.0
<b>EBITDA</b>	<b>23.1</b>	<b>10.0</b>	<b>33.1</b>	<b>31.4</b>	<b>0.0</b>	<b>31.4</b>
Depreciation and Amortization	2.7	0.0	2.7	3.0	0.0	3.0
<b>EBIT</b>	<b>20.4</b>	<b>10.0</b>	<b>30.4</b>	<b>28.4</b>	<b>0.0</b>	<b>28.4</b>
Interest	0.0	0.0	0.0	0.0	0.0	0.0
<b>Profit Before Tax</b>	<b>20.4</b>	<b>10.0</b>	<b>30.4</b>	<b>28.4</b>	<b>0.0</b>	<b>28.4</b>
<b>Earning Assets.</b>						
Pawn Loans Outstanding	122.0	0.0	122.0	130.6	0.0	130.6
Inventory, Net	141.1	0.0	141.1	137.4	0.0	137.4
<b>Net Earning Assets</b>	<b>263.1</b>	<b>0.0</b>	<b>263.1</b>	<b>268.0</b>	<b>0.0</b>	<b>268.0</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding  
 Footnote (A) Amounts include \$10.0 million goodwill impairment of our US reporting unit

# GAAP to Non-GAAP Reconciliation Q2 – Latin America Pawn\*

	Actuals					Prior Year Actuals		
	Plus		Equals	Plus		Equals		
	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted
<i>\$ Millions</i>	FY20	FY20	FY20	FY20	FY20	FY19	FY19	FY19
<b>Revenues</b>	<b>48.1</b>	<b>0.0</b>	<b>48.2</b>	<b>1.0</b>	<b>49.2</b>	<b>47.1</b>	<b>(1.1)</b>	<b>46.0</b>
PSC Revenue	18.5	0.0	18.5	0.3	18.9	20.0	(1.1) <sup>(D)</sup>	18.9
Merchandise Gross Profit	6.9	0.0	6.9	0.2	7.1	7.8	0.0	7.8
<i>Merchandise Margin</i>	<i>25%</i>		<i>25%</i>		<i>25%</i>	<i>31%</i>		<i>31%</i>
Scrap Gross Profit	0.4	0.0	0.4	0.0	0.4	0.2	0.0	0.2
<i>Scrap Margin</i>	<i>18%</i>		<i>18%</i>		<i>18%</i>	<i>8%</i>		<i>8%</i>
Other Revenues, Net	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0	0.0	0.0
<b>Net Revenue</b>	<b>25.8</b>	<b>0.0</b>	<b>25.9</b>	<b>0.5</b>	<b>26.3</b>	<b>28.0</b>	<b>1.1</b>	<b>26.9</b>
Operating Expenses	54.4	(35.9) <sup>(A)</sup>	18.5	0.4	18.8	18.2	0.0	18.1
Other Expenses	(0.3)	0.3 <sup>(B)</sup>	(0.0)	(0.1)	(0.1)	(0.8)	0.8 <sup>(E)</sup>	(0.0)
<b>EBITDA</b>	<b>(28.3)</b>	<b>35.7</b>	<b>7.4</b>	<b>0.2</b>	<b>7.6</b>	<b>10.6</b>	<b>0.0</b>	<b>8.8</b>
Depreciation and Amortization	1.9	0.0	1.9	0.0	2.0	1.5	0.0	1.5
<b>EBIT</b>	<b>(30.2)</b>	<b>35.7</b>	<b>5.4</b>	<b>0.2</b>	<b>5.7</b>	<b>9.1</b>	<b>(1.8)</b>	<b>7.3</b>
Interest	0.0	(0.3) <sup>(C)</sup>	(0.3)	(0.0)	(0.3)	(0.4)	0.2 <sup>(F)</sup>	(0.2)
<b>Profit Before Tax</b>	<b>(30.3)</b>	<b>36.0</b>	<b>5.8</b>	<b>0.2</b>	<b>6.0</b>	<b>9.5</b>	<b>(1.9)</b>	<b>7.5</b>
Pawn Loans Outstanding	38.1	0.0	38.1	5.1	43.2	42.6	0.0	42.6
Inventory, Net	32.1	0.0	32.1	4.5	36.6	35.9	0.0	35.9
<b>Net Earning Assets</b>	<b>70.2</b>	<b>0.0</b>	<b>70.2</b>	<b>9.6</b>	<b>79.8</b>	<b>78.5</b>	<b>0.0</b>	<b>78.5</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$31.3 million goodwill impairment of our GPMX reporting unit and \$4.6 million intangible impairment

Footnote (B) Amount includes \$0.3m of impact from foreign currency movements.

Footnote (C) Amount includes \$0.3m in non-cash interest income regarding our notes receivable to reflect the underlying cash flows of our investment.

Footnote (D) Amount includes \$1.1m of PSC Revenue for settlement of GPMX PSC-related indemnification claim.

Footnote (E) Amount includes \$0.8m asset recovery from Republic Metals Corporation

Footnote (F) Amount includes \$0.2m in non-cash interest expense regarding our notes receivable to reflect the underlying cash flows of our investment

# GAAP to Non-GAAP Reconciliation YTD – Continuing Operations\*

\$ Millions	Actuals					Prior Year Actuals		
	Plus		Equals	Plus		Equals		Adjusted
	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	
FY20	FY20	FY20	FY20	FY20	FY19	FY19	FY19	
<b>Revenues</b>	<b>445.7</b>	<b>0.0</b>	<b>445.8</b>	<b>(0.3)</b>	<b>445.5</b>	<b>430.4</b>	<b>(1.1)</b>	<b>429.3</b>
PSC Revenue	164.9	0.0	164.9	(0.1)	164.9	165.3	(1.1) <sup>(F)</sup>	164.2
Merchandise Gross Profit	86.7	0.0	86.8	(0.1)	86.7	87.4	0.0	87.4
<i>Merchandise Margin</i>	<i>34%</i>		<i>34%</i>		<i>34%</i>	<i>36%</i>		<i>36%</i>
Scrap Gross Profit	4.0	0.0	4.0	0.0	4.0	2.8	0.0	2.8
<i>Scrap Margin</i>	<i>19%</i>		<i>19%</i>		<i>19%</i>	<i>14%</i>		<i>14%</i>
Other Revenues, Net	1.7	0.0	1.7	0.0	1.8	2.3	0.0	2.3
<b>Net Revenue</b>	<b>257.4</b>	<b>0.0</b>	<b>257.5</b>	<b>(0.2)</b>	<b>257.3</b>	<b>257.7</b>	<b>(1.1)</b>	<b>256.6</b>
Operating Expenses	226.1	(47.1) <sup>(A)</sup>	179.0	(0.0)	179.0	180.6	(0.3) <sup>(G)</sup>	180.3
Corporate Expenses	32.2	(0.2) <sup>(B)</sup>	32.0	0.0	32.0	28.1	(0.6) <sup>(H)</sup>	27.6
Other Expenses	5.4	(7.8) <sup>(C)</sup>	(2.4)	0.0	(2.4)	23.9	(26.3) <sup>(I)</sup>	(2.4)
<b>EBITDA</b>	<b>(6.2)</b>	<b>55.1</b>	<b>48.9</b>	<b>(0.1)</b>	<b>48.8</b>	<b>25.1</b>	<b>26.1</b>	<b>51.1</b>
Depreciation and Amortization	15.5	0.0	15.5	(0.0)	15.5	13.9	0.0	13.9
<b>EBIT</b>	<b>(21.7)</b>	<b>55.1</b>	<b>33.4</b>	<b>(0.1)</b>	<b>33.3</b>	<b>11.2</b>	<b>26.1</b>	<b>37.3</b>
Interest	9.4	(6.3) <sup>(D)</sup>	3.1	(0.0)	3.1	10.9	(8.7) <sup>(J)</sup>	2.2
<b>Profit Before Tax</b>	<b>(31.1)</b>	<b>61.4</b>	<b>30.3</b>	<b>(0.1)</b>	<b>30.2</b>	<b>0.3</b>	<b>34.8</b>	<b>35.1</b>
Income Tax Expense	8.5	3.1 <sup>(E)</sup>	11.6	0.1	11.7	1.3	8.9 <sup>(K)</sup>	10.2
Non-Controlling Interest	0.0	0.0	0.0	0.0	0.0	(1.2)	0.0	(1.2)
<b>Net Income Attributable</b>	<b>(39.6)</b>	<b>58.3</b>	<b>18.7</b>	<b>(0.2)</b>	<b>18.5</b>	<b>0.2</b>	<b>25.9</b>	<b>26.1</b>
<b>Diluted EPS</b>	<b>(0.71)</b>	<b>1.05</b>	<b>0.33</b>	<b>(0.00)</b>	<b>0.33</b>	<b>0.00</b>	<b>0.46</b>	<b>0.46</b>
Diluted Shares Outstanding	55.6	55.6	55.6	55.6	55.6	55.2	55.2	55.2
<b>Pawn Loans Outstanding</b>	<b>160.1</b>	<b>0.0</b>	<b>160.1</b>	<b>5.1</b>	<b>165.2</b>	<b>173.1</b>	<b>0.0</b>	<b>173.1</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$41.3 million goodwill impairment of our US and GPMX reporting unit, a \$5.6 million intangible asset impairment in LATAM, and a 1.1M long-lived asset impairment

Footnote (B) Amount includes \$0.1m of impact from lobbying expenses.

Footnote (C) Amount includes \$0.3m of impact from foreign currency movements, \$7.1m impact on CCV earnings from litigation settlement and \$1.1m of impact from termination of a non-core software project.

Footnote (D) Amount includes \$6.3m in net non-cash interest income regarding our notes receivable & convertible debt instruments to reflect the underlying cash flows of our investments & debt. Footnote (E) Amount includes tax impact of items listed above and \$1.9m nonrecurring tax expense.

Footnote (F) Amount includes \$1.1m of PSC Revenue for settlement of GPMX PSC-related indemnification claim.

Footnote (G) Amount includes \$0.3m of acquisition and investment expense.

Footnote (H) Amount includes \$0.1m of acquisition expense and \$0.5m of costs related to board restructuring.

Footnote (I) Amount includes \$19.8m impairment on CCV investment, \$2.9m impact on CCV earnings from litigation settlement, \$4.4m reserve on exposure to Republic Metals Corporation bankruptcy, \$0.2m in FX gain, \$0.8m asset recovery from Republic Metals Corporation and \$0.3m of expense related to business deconsolidation.

Footnote (J) Amount includes \$8.7m in net non-cash interest income regarding our notes receivable and convertible debt instruments to reflect the underlying cash flows of our investments and debt.

Footnote (K) Amount includes tax impact of items listed above.

# GAAP to Non-GAAP Reconciliation YTD – U.S. Pawn\*

	Actuals			Prior Year Actuals		
	Plus		Equals	Plus		Equals
	Base	Item Adjustments	Adjusted	Base	Item Adjustments	Adjusted
<i>\$ Millions</i>	FY20	FY20	FY20	FY19	FY19	FY19
<b>Revenues</b>	<b>339.4</b>	<b>0.0</b>	<b>339.4</b>	<b>332.3</b>	<b>0.0</b>	<b>332.3</b>
PSC Revenues	125.8	0.0	125.8	126.0	0.0	126.0
Merchandise Gross Profit	71.2	0.0	71.2	71.7	0.0	71.7
<i>Merchandise Margin</i>	<i>36%</i>		<i>36%</i>	<i>37%</i>		<i>37%</i>
Scrap Gross Profit	3.2	0.0	3.2	2.4	0.0	2.4
<i>Scrap Margin</i>	<i>20%</i>		<i>20%</i>	<i>17%</i>		<i>17%</i>
Other Revenues, Net	0.1	0.0	0.1	0.1	0.0	0.1
<b>Net Revenue</b>	<b>200.2</b>	<b>0.0</b>	<b>200.2</b>	<b>200.2</b>	<b>0.0</b>	<b>200.2</b>
Operating Expenses	145.7	(10.0) <sup>(A)</sup>	135.7	135.4	0.0	135.4
Other Expenses	0.0	0.0	0.0	2.9	(2.9) <sup>(B)</sup>	0.0
<b>EBITDA</b>	<b>54.5</b>	<b>10.0</b>	<b>64.5</b>	<b>61.9</b>	<b>2.9</b>	<b>64.7</b>
Depreciation and Amortization	5.6	0.0	5.6	6.0	0.0	6.0
<b>EBIT</b>	<b>49.0</b>	<b>10.0</b>	<b>59.0</b>	<b>55.9</b>	<b>2.9</b>	<b>58.7</b>
Interest	0.0	0.0	0.0	0.0	0.0	0.0
<b>Profit Before Tax</b>	<b>49.0</b>	<b>10.0</b>	<b>59.0</b>	<b>55.9</b>	<b>2.9</b>	<b>58.7</b>
<b>Earning Assets.</b>						
Pawn Loans Outstanding	122.0	0.0	122.0	130.6	0.0	130.6
Inventory, Net	141.1	0.0	141.1	137.4	0.0	137.4
<b>Net Earning Assets</b>	<b>263.1</b>	<b>0.0</b>	<b>263.1</b>	<b>268.0</b>	<b>0.0</b>	<b>268.0</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$10.0 million goodwill impairment of our US reporting unit

Footnote (B) Amount includes \$2.9m reserve on exposure to Republic Metals Corporation bankruptcy.

# GAAP to Non-GAAP Reconciliation YTD – Latin America Pawn\*

	Actuals					Prior Year Actuals			
	Plus	Item	Equals	Plus	Equals	Less	Item	Equals	
	Base	Adjustments	Adjusted	Constant	Adjusted	Base	Mezico	Adjusted	
\$ Millions	Base	Adjustments	Adjusted	Constant	Adjusted	Base	Mezico	Adjusted	
	FY20	FY20	FY20	FY20	FY20	FY19	Buy/Sell	FY19	FY19
<b>Revenues</b>	<b>103.6</b>	<b>0.0</b>	<b>103.6</b>	<b>(0.3)</b>	<b>103.4</b>	<b>95.1</b>	<b>0.0</b>	<b>(1.1)</b>	<b>94.0</b>
PSC Revenue	39.2	0.0	39.2	(0.1)	39.1	39.3	0.0	(1.1) <sup>(D)</sup>	38.2
Merchandise Gross Profit	15.6	0.0	15.6	(0.1)	15.5	15.7	0.0	0.0	15.7
<i>Merchandise Margin</i>	<i>26%</i>		<i>27%</i>		<i>26%</i>	<i>31%</i>	<i>0%</i>		<i>31%</i>
Scrap Gross Profit	0.8	0.0	0.8	0.0	0.8	0.4	0.0	0.0	0.4
<i>Scrap Margin</i>	<i>14%</i>		<i>14%</i>		<i>14%</i>	<i>8%</i>	<i>0%</i>		<i>8%</i>
Other Revenues, Net	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.1
<b>Net Revenue</b>	<b>55.5</b>	<b>0.0</b>	<b>55.6</b>	<b>(0.2)</b>	<b>55.4</b>	<b>55.5</b>	<b>0.0</b>	<b>1.1</b>	<b>54.4</b>
Operating Expenses	74.4	(35.9) <sup>(A)</sup>	38.5	(0.0)	38.4	36.4	0.0	0.3 <sup>(E)</sup>	36.1
Other Expenses	(0.6)	0.3 <sup>(B)</sup>	(0.3)	0.3	0.0	0.7	0.0	(0.7) <sup>(F)</sup>	(0.1)
<b>EBITDA</b>	<b>(18.2)</b>	<b>35.7</b>	<b>17.4</b>	<b>(0.5)</b>	<b>17.0</b>	<b>18.4</b>	<b>0.0</b>	<b>(0.1)</b>	<b>18.3</b>
Depreciation and Amortization	3.8	0.0	3.8	(0.0)	3.8	2.9	0.0	0.0	2.9
<b>EBIT</b>	<b>(22.0)</b>	<b>35.7</b>	<b>13.6</b>	<b>(0.5)</b>	<b>13.2</b>	<b>15.5</b>	<b>0.0</b>	<b>(0.1)</b>	<b>15.4</b>
Interest	(0.3)	(0.3) <sup>(C)</sup>	(0.6)	(0.0)	(0.6)	(0.8)	0.0	0.4 <sup>(G)</sup>	(0.4)
<b>Profit Before Tax</b>	<b>(21.7)</b>	<b>36.0</b>	<b>14.2</b>	<b>(0.5)</b>	<b>13.8</b>	<b>16.2</b>	<b>0.0</b>	<b>(0.4)</b>	<b>15.8</b>
Pawn Loans Outstanding	38.1	0.0	38.1	5.1	43.2	42.6	0.0	0.0	42.6
Inventory, Net	32.1	0.0	32.1	4.5	36.6	35.9	0.0	0.0	35.9
<b>Net Earning Assets</b>	<b>70.2</b>	<b>0.0</b>	<b>70.2</b>	<b>9.6</b>	<b>79.8</b>	<b>78.5</b>	<b>0.0</b>	<b>0.0</b>	<b>78.5</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote [A] Amounts include \$31.3 million goodwill impairment of our GPMX reporting unit and \$4.6 million intangible impairment

Footnote [B] Amount includes \$0.1m of acquisition and investment expense and \$0.3m of impact from foreign currency movements.

Footnote [C] Amount includes \$0.3m in non-cash interest income regarding our notes receivable to reflect the underlying cash flows of our investment.

Footnote [D] Amount includes \$1.1m of PSC Revenue for settlement of GPMX PSC-related indemnification claim.

Footnote [E] Amount includes \$0.3m of acquisition and investment expense.

Footnote [F] Amount includes \$1.5m reserve on exposure to Republic Metals Corporation bankruptcy and \$0.8m asset recovery from Republic Metals Corporation

Footnote [G] Amount includes \$0.4m in non-cash interest expense regarding our notes receivable to reflect the underlying cash flows of our investment.

# Consolidated Growth FY17-FY19 Reconciliation\*

	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY17 Full Year	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY18 Full Year
<b>Continuing Ops PBT</b>	<b>13.0</b>	<b>13.7</b>	<b>8.8</b>	<b>7.2</b>	<b>42.7</b>	<b>19.7</b>	<b>17.5</b>	<b>15.5</b>	<b>2.9</b>	<b>55.5</b>
Add Back Net Interest	2.9	3.4	3.6	5.8	15.7	1.6	1.6	3.0	4.6	10.8
Add Back Depreciation and Amortization	6.4	6.0	5.8	5.4	23.7	5.7	6.5	6.1	7.2	25.5
<b>Continuing Ops EBITDA</b>	<b>22.4</b>	<b>23.1</b>	<b>18.2</b>	<b>18.4</b>	<b>82.0</b>	<b>27.0</b>	<b>25.5</b>	<b>24.7</b>	<b>14.7</b>	<b>91.8</b>
Discrete Adjustments	-0.4	0.2	1.4	1.9	3.1	0.4	-0.2	-5.1	12.0	7.1
<b>Adjusted EBITDA</b>	<b>21.9</b>	<b>23.3</b>	<b>19.6</b>	<b>20.3</b>	<b>85.1</b>	<b>27.4</b>	<b>25.3</b>	<b>19.6</b>	<b>26.7</b>	<b>98.9</b>
Constant Currency	-0.2	0.3	-0.2	-0.4	-0.4	-0.4	-0.4	0.0	-0.2	-0.9
<b>Currency Adjusted Continuing Ops EBITDA</b>	<b>21.7</b>	<b>23.6</b>	<b>19.4</b>	<b>19.9</b>	<b>84.7</b>	<b>27.0</b>	<b>24.9</b>	<b>19.6</b>	<b>26.5</b>	<b>98.0</b>
<b>Continuing Ops Net Revenue</b>	<b>112.0</b>	<b>109.9</b>	<b>105.5</b>	<b>108.1</b>	<b>435.5</b>	<b>122.1</b>	<b>120.3</b>	<b>114.7</b>	<b>124.5</b>	<b>481.5</b>
Discrete Adjustments	0.0	0.0	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0
<b>Adjusted Net Revenue</b>	<b>112.0</b>	<b>109.9</b>	<b>105.5</b>	<b>108.3</b>	<b>435.7</b>	<b>122.1</b>	<b>120.3</b>	<b>114.7</b>	<b>124.5</b>	<b>481.5</b>
Constant Currency	0.0	0.7	-0.4	-1.3	-0.9	-1.1	-0.7	0.0	-0.5	-2.4
<b>Currency Adjusted Continuing Ops Net Revenue</b>	<b>112.0</b>	<b>110.6</b>	<b>105.2</b>	<b>107.0</b>	<b>434.8</b>	<b>121.0</b>	<b>119.6</b>	<b>114.8</b>	<b>123.9</b>	<b>479.2</b>
<b>EBITDA Margin</b>	<b>19%</b>	<b>21%</b>	<b>18%</b>	<b>19%</b>	<b>19%</b>	<b>22%</b>	<b>21%</b>	<b>17%</b>	<b>21%</b>	<b>20%</b>

	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 Full Year	FY20 Q1	FY20 Q2
<b>Continuing Ops PBT</b>	<b>-4.7</b>	<b>5.0</b>	<b>3.5</b>	<b>0.4</b>	<b>4.2</b>	<b>3.0</b>	<b>-34.1</b>
Add Back Net Interest	5.5	5.5	6.7	4.0	21.6	4.5	4.9
Add Back Depreciation and Amortization	6.8	7.0	7.3	7.7	28.8	7.7	7.8
<b>Continuing Ops EBITDA</b>	<b>7.6</b>	<b>17.5</b>	<b>17.4</b>	<b>12.1</b>	<b>54.5</b>	<b>15.2</b>	<b>-21.4</b>
Discrete Adjustments	20.7	5.3	4.6	7.3	38.0	7.7	47.4
<b>Adjusted EBITDA</b>	<b>28.3</b>	<b>22.8</b>	<b>22.0</b>	<b>19.4</b>	<b>92.5</b>	<b>22.9</b>	<b>26.0</b>
Constant Currency	0.0	0.0	0.0	0.0	0.0	-0.2	0.1
<b>Currency Adjusted Continuing Ops EBITDA</b>	<b>28.3</b>	<b>22.8</b>	<b>22.0</b>	<b>19.4</b>	<b>92.5</b>	<b>22.7</b>	<b>26.1</b>
<b>Continuing Ops Net Revenue</b>	<b>130.0</b>	<b>127.7</b>	<b>115.9</b>	<b>120.9</b>	<b>494.4</b>	<b>130.1</b>	<b>127.4</b>
Discrete Adjustments	0.0	-1.1	4.6	0.3	3.7	0.0	0.0
<b>Adjusted Net Revenue</b>	<b>130.0</b>	<b>126.6</b>	<b>120.4</b>	<b>121.1</b>	<b>498.2</b>	<b>130.1</b>	<b>127.4</b>
Constant Currency	0.0	0.0	0.0	0.0	0.0	-0.7	0.5
<b>Currency Adjusted Continuing Ops Net Revenue</b>	<b>130.0</b>	<b>126.6</b>	<b>120.4</b>	<b>121.1</b>	<b>498.2</b>	<b>129.4</b>	<b>127.9</b>
<b>EBITDA Margin</b>	<b>22%</b>	<b>18%</b>	<b>18%</b>	<b>16%</b>	<b>19%</b>	<b>18%</b>	<b>20%</b>



# Pawn Businesses FY17-FY19 Reconciliation\*

	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY17 Full Year	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY18 Full Year	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 Full Year	FY20 Q1	FY20 Q2
<b>U.S. Pawn PBT</b>	<b>27.2</b>	<b>29.8</b>	<b>23.9</b>	<b>22.8</b>	<b>103.6</b>	<b>27.8</b>	<b>28.2</b>	<b>21.3</b>	<b>25.5</b>	<b>102.7</b>	<b>27.4</b>	<b>28.4</b>	<b>23.6</b>	<b>22.2</b>	<b>101.7</b>	<b>28.6</b>	<b>20.4</b>
Add Back Net Interest	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	(0.0)	0.1	0.1	0.0	0.0	(0.0)	0.0	(0.0)	0.0	0.0
Add Back Depreciation and Amortization	2.6	2.7	2.2	2.7	10.2	2.8	3.5	3.0	3.5	12.9	3.0	3.0	2.9	2.9	11.9	2.9	2.7
<b>U.S. Pawn EBITDA</b>	<b>29.8</b>	<b>32.4</b>	<b>26.1</b>	<b>25.5</b>	<b>113.8</b>	<b>30.6</b>	<b>31.7</b>	<b>24.3</b>	<b>29.1</b>	<b>115.7</b>	<b>30.5</b>	<b>31.4</b>	<b>26.6</b>	<b>25.1</b>	<b>113.6</b>	<b>31.4</b>	<b>23.1</b>
Discrete Adjustments	0.0	0.0	0.0	1.2	1.2	0.3	(0.2)	0.0	0.0	0.1	2.9	0.0	0.0	0.8	3.7	0.0	10.0
<b>Adjusted U.S.Pawn EBITDA</b>	<b>29.8</b>	<b>32.4</b>	<b>26.1</b>	<b>26.7</b>	<b>115.0</b>	<b>30.9</b>	<b>31.5</b>	<b>24.3</b>	<b>29.1</b>	<b>115.8</b>	<b>33.3</b>	<b>31.4</b>	<b>26.6</b>	<b>26.0</b>	<b>117.2</b>	<b>31.4</b>	<b>33.1</b>
	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY17 Full Year	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY18 Full Year	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 Full Year	FY20 Q1	FY20 Q2
<b>U.S. Pawn Net Revenue</b>	<b>97.1</b>	<b>96.0</b>	<b>89.7</b>	<b>91.3</b>	<b>374.0</b>	<b>96.8</b>	<b>97.0</b>	<b>89.6</b>	<b>95.6</b>	<b>379.0</b>	<b>101.3</b>	<b>98.9</b>	<b>92.0</b>	<b>93.8</b>	<b>386.0</b>	<b>99.5</b>	<b>100.7</b>
Discrete Adjustments	0.0	0.0	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.3	0.0	0.0
<b>Adjusted U.S.Pawn Net Revenue</b>	<b>97.1</b>	<b>96.0</b>	<b>89.7</b>	<b>91.5</b>	<b>374.3</b>	<b>96.8</b>	<b>97.0</b>	<b>89.6</b>	<b>95.6</b>	<b>379.0</b>	<b>101.3</b>	<b>98.9</b>	<b>92.0</b>	<b>94.1</b>	<b>386.3</b>	<b>99.5</b>	<b>100.7</b>
	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY17 Full Year	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY18 Full Year	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 Full Year	FY20 Q1	FY20 Q2
<b>Latin America PBT</b>	<b>4.2</b>	<b>3.2</b>	<b>5.2</b>	<b>5.7</b>	<b>18.2</b>	<b>8.6</b>	<b>6.8</b>	<b>8.7</b>	<b>9.1</b>	<b>33.2</b>	<b>6.8</b>	<b>9.5</b>	<b>2.1</b>	<b>5.8</b>	<b>24.1</b>	<b>8.1</b>	<b>(30.1)</b>
Remove Buy/Sell Loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Add Back Net Interest	(0.1)	(0.3)	(0.5)	(1.0)	(1.9)	(0.6)	(0.8)	(0.7)	(0.5)	(2.6)	(0.4)	(0.4)	1.1	(0.3)	0.0	(0.4)	0.0
Add Back Depreciation and Amortization	0.6	0.7	0.6	0.8	2.7	0.8	0.9	1.0	1.4	4.1	1.4	1.5	1.6	1.7	6.3	1.9	1.9
<b>Latin America EBITDA</b>	<b>4.7</b>	<b>3.5</b>	<b>5.4</b>	<b>5.4</b>	<b>19.0</b>	<b>8.8</b>	<b>7.0</b>	<b>8.9</b>	<b>9.9</b>	<b>34.6</b>	<b>7.8</b>	<b>10.6</b>	<b>4.8</b>	<b>7.2</b>	<b>30.4</b>	<b>9.7</b>	<b>(28.2)</b>
Discrete Adjustments	0.0	(0.0)	(0.0)	0.0	(0.0)	(0.0)	0.0	0.0	(0.0)	(0.0)	1.7	(1.8)	4.6	0.6	5.2	(0.1)	35.7
Constant Currency Impact	0.0	0.2	(0.1)	(0.4)	(0.4)	(0.3)	(0.1)	0.1	(0.2)	(0.5)	0.0	0.0	0.0	(0.0)	(0.0)	(0.3)	0.1
<b>Adjusted Latin America EBITDA</b>	<b>4.7</b>	<b>3.6</b>	<b>5.2</b>	<b>5.0</b>	<b>18.5</b>	<b>8.5</b>	<b>6.9</b>	<b>9.0</b>	<b>9.7</b>	<b>34.1</b>	<b>9.5</b>	<b>8.8</b>	<b>9.4</b>	<b>7.8</b>	<b>35.5</b>	<b>9.3</b>	<b>7.6</b>
	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY17 Full Year	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY18 Full Year	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 Full Year	FY20 Q1	FY20 Q2
<b>Latin America Net Revenue</b>	<b>13.4</b>	<b>12.4</b>	<b>14.3</b>	<b>15.3</b>	<b>55.5</b>	<b>23.8</b>	<b>22.0</b>	<b>23.9</b>	<b>26.6</b>	<b>96.2</b>	<b>27.5</b>	<b>28.0</b>	<b>23.2</b>	<b>26.6</b>	<b>105.2</b>	<b>29.7</b>	<b>25.8</b>
Remove Buy/Sell Impact	(0.0)	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Discrete Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(1.1)	4.6	0.0	3.5	0.0	0.0
Constant Currency Impact	0.0	0.7	(0.4)	(1.3)	(0.9)	(0.7)	(0.4)	0.2	(0.5)	(1.3)	0.0	0.0	0.0	0.0	0.0	(0.7)	0.5
<b>Adjusted Latin America Net Revenue</b>	<b>13.4</b>	<b>13.2</b>	<b>13.9</b>	<b>14.0</b>	<b>54.6</b>	<b>23.1</b>	<b>21.6</b>	<b>24.1</b>	<b>26.1</b>	<b>94.8</b>	<b>27.5</b>	<b>26.9</b>	<b>27.7</b>	<b>26.6</b>	<b>108.6</b>	<b>29.1</b>	<b>26.3</b>

## Latin America Same Store PLO Growth

	FY16 Q2	FY16 Q3	FY16 Q4	FY17 Q1	FY17 Q2	FY17 Q3	FY17 Q4	FY18 Q1	FY18 Q2	FY18 Q3	FY18 Q4	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY20 Q1	FY20 Q2
GAAP	11%	-2%	3%	-5%	1%	16%	18%	16%	11%	-2%	4%	9%	4%	4%	-6%	2%	-12%
Constant Currency	26%	16%	17%	14%	10%	13%	11%	11%	9%	8%	7%	11%	9%	2%	-3%	-1%	0%

# Constant Currency

In addition to the financial information prepared in conformity with accounting principles generally accepted in the United States ("GAAP"), we provide certain other non-GAAP financial information on a constant currency basis ("constant currency"). We use constant currency results to evaluate our Latin America Pawn operations, which are denominated primarily in Mexican pesos, Guatemalan quetzals and other Latin American currencies. We believe that presentation of constant currency results is meaningful and useful in understanding the activities and business metrics of our Latin America Pawn operations and reflect an additional way of viewing aspects of our business that, when viewed with GAAP results, provide a more complete understanding of factors and trends affecting our business. We provide non-GAAP financial information for informational purposes and to enhance understanding of our GAAP consolidated financial statements. We use this non-GAAP financial information to evaluate and compare operating results across accounting periods. Readers should consider the information in addition to, but not instead of or superior to, our financial statements prepared in accordance with GAAP. This non-GAAP financial information may be determined or calculated differently by other companies, limiting the usefulness of those measures for comparative purposes.

Constant currency results reported herein are calculated by translating consolidated balance sheet and consolidated statement of operations items denominated in local currency to U.S. dollars using the exchange rate from the prior-year comparable period, as opposed to the current period, in order to exclude the effects of foreign currency rate fluctuations. We used the end-of-period rate for balance sheet items and the average closing daily exchange rate on a monthly basis during the appropriate period for statement of operations items. Our statement of operations constant currency results reflect the monthly exchange rate fluctuations and so are not directly calculable from the above rates. Constant currency results, where presented, also exclude the foreign currency gain or loss. The end-of-period and approximate average exchange rates for each applicable currency as compared to U.S. dollars as of and for the three months ended December 31 were as follows:

	March 31,		Three Months Ended March 31,		Six Months Ended March 31,	
	2020	2019	2020	2019	2020	2019
Mexican peso	23.8	19.4	20.0	19.2	19.6	19.5
Guatemalan quetzal	7.6	7.6	7.5	7.6	7.5	7.6
Honduran lempira	24.4	24.3	24.3	24.2	24.3	24.1
Peruvian sol	3.4	3.3	3.4	3.3	3.3	3.3