



EZCORP[®]

**INVESTOR
PRESENTATION**

JUNE 2023

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.

COMPARISONS

All comparisons in this presentation are relative to same period in the prior year unless otherwise stated. In addition, percentages are calculated from the underlying numbers in millions and, as a result, may not agree to the percentages when calculated from numbers in thousands.

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.

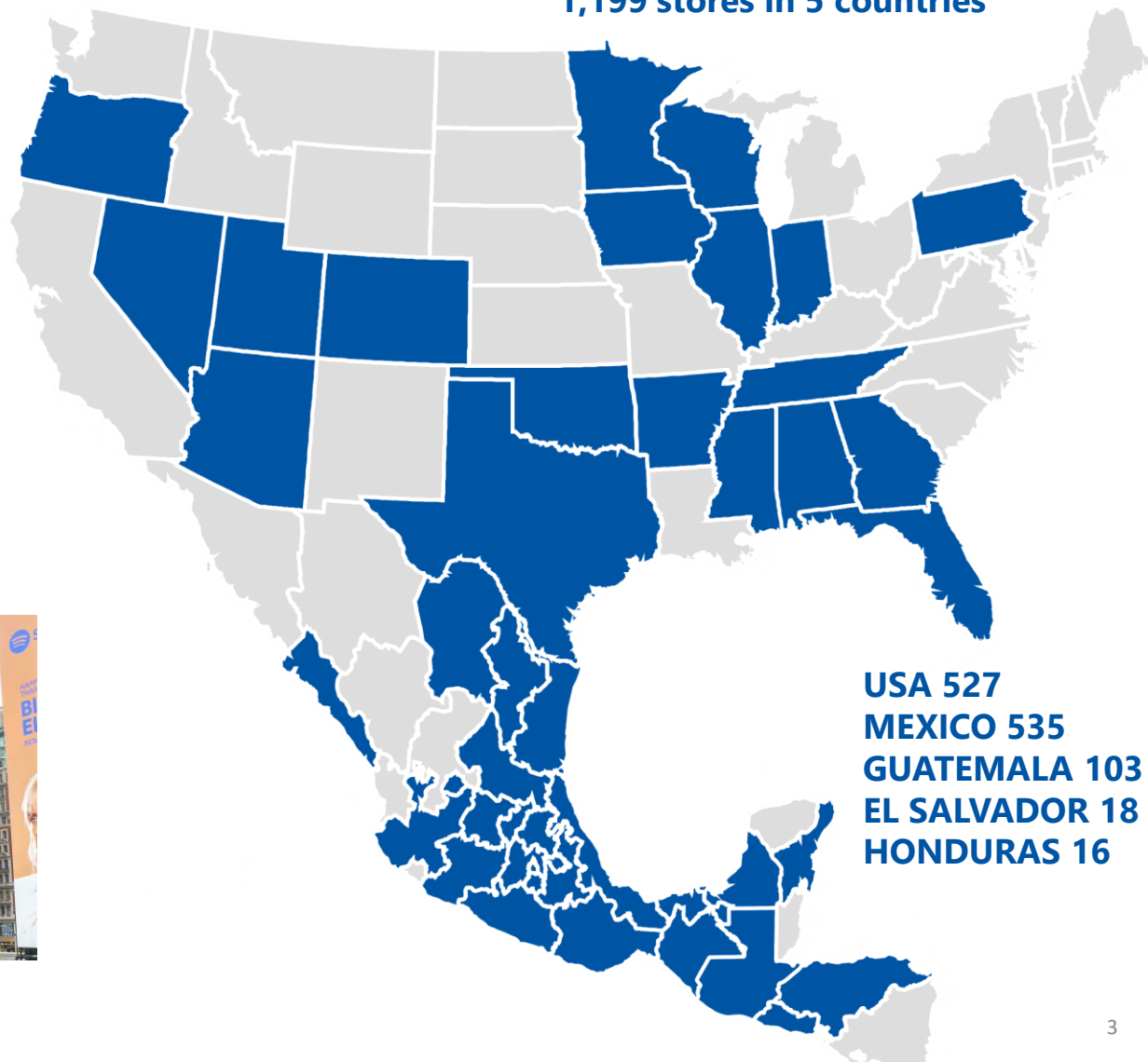
COMPANY OVERVIEW Q2FY23

Leader in Pawn and Pre-Owned and Recycled Retail

Formed in 1989, EZCORP has grown into a leading provider of pawn transactions in the United States and Latin America. We also sell pre-owned and recycled 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.



1,199 stores in 5 countries



USA 527
MEXICO 535
GUATEMALA 103
EL SALVADOR 18
HONDURAS 16



COMPANY OVERVIEW Q2FY23

People, Pawn, Passion

- Engaged workforce
- Refined talent and performance management programs
- Enhanced staffing strategies
- Strengthened cultural alignment

Ready to Meet Our Customers' Needs

- Cash on hand to fund pawn demand
- Provider of affordable pre-owned and recycled general merchandise and jewelry

Scale-Enabled

- 1,199 stores and over 7,300 team members in 5 countries providing unique and essential services
- Proprietary POS system

Diversified

- U.S. Pawn — 527 stores
- Latin America Pawn — 672 stores

Positioned for Core Pawn Growth

- Strong balance sheet and liquidity
- Able to operate successfully through economic cycles
- Differentiated digital and IT platform

Whether you come to Shop, Sell or Pawn – the Possibilities are Endless



Electronics



Gaming Devices



Jewelry



Tools



Purses & Handbags



Shoes & Boots



Household



Musical Gear



Photography



Yard



Sports & Recreation



Transportation

OUR BRANDS



United States



CASH PAWN

easypawn

EASY CASH PAWN

EZ JEWELRY & LOAN



Mexico



Guatemala



Honduras

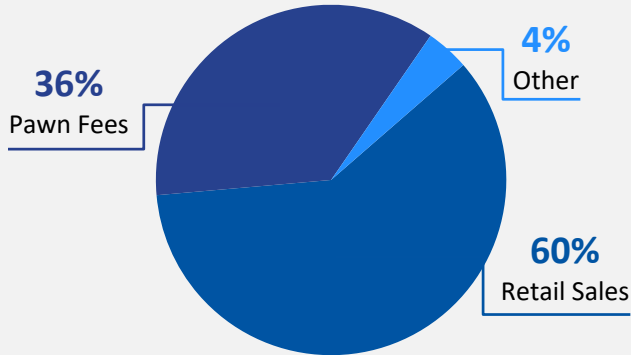


El Salvador

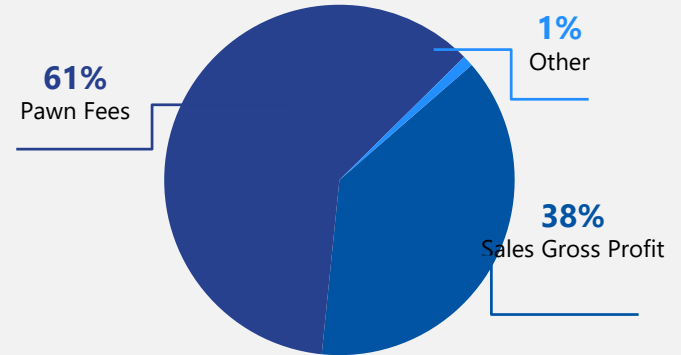


THE PAWN BUSINESS

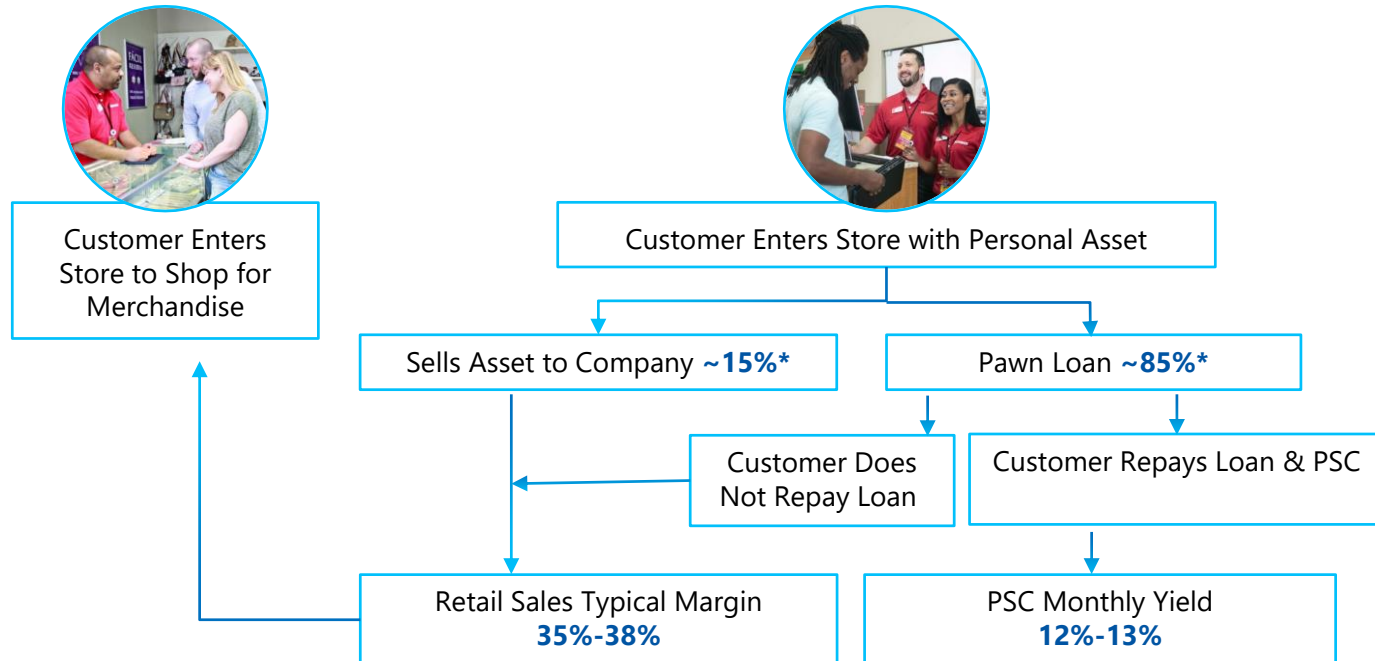
FY22 Revenue Mix



FY22 Gross Profit Mix



Shop, Sell, Pawn Transactions Flow



CUSTOMER EXPERIENCE

GOOGLE REVIEWS

"Went in to this store to shop. The store was very clean and organized. It had very fair pricing. I was helped by a representative named Asia. She was one of the most helpful and kind customer service reps I have ever experienced. I Highly recommend shopping at this store. Ask for Asia. She really made my buying experience a pleasure"

"Pretty awesome pawn shop. Staff are very helpful and are willing to work with you on prices. Just a wonderful variety of items decently priced. I use their layaway option frequently and their points reward system is to die for and keeps you coming back. I always choose this pawn shop over the other ones in town every time."

130,000+

5-Star Reviews



25,000+

New Reviews in H1

4.9

Average Rating in H1

"I've been doing business at EZPAWN for a few years. The manager not only is super professional but makes sure I'm satisfied with everything I came in to do. The employees always help with anything and never rush. I've done everything from cash deals, pawning and layaway and everything has always been exactly what it should be. I stopped going to other pawn shops for my jewelry."

"If you find yourself in a bind, these are the people to come talk to because they work with you and really are there to help you to the best of their ability. Great prices and I love the rewards program that they have now. Plus being able to make payments online is a much appreciated feature."

OUR STRATEGY ON A PAGE

MISSION



Our Mission is to be the First and Best Choice for Customers' Short-Term Cash Needs

PURPOSE



"We exist to serve our customers' short-term cash needs, helping them to live and enjoy their lives..."

...We are driven by a diverse team with a passion for pawn who are motivated to be their best - Because our customers, families, stakeholders, and the communities and environment in which we live deserve it."

STRATEGIC IMPERATIVES



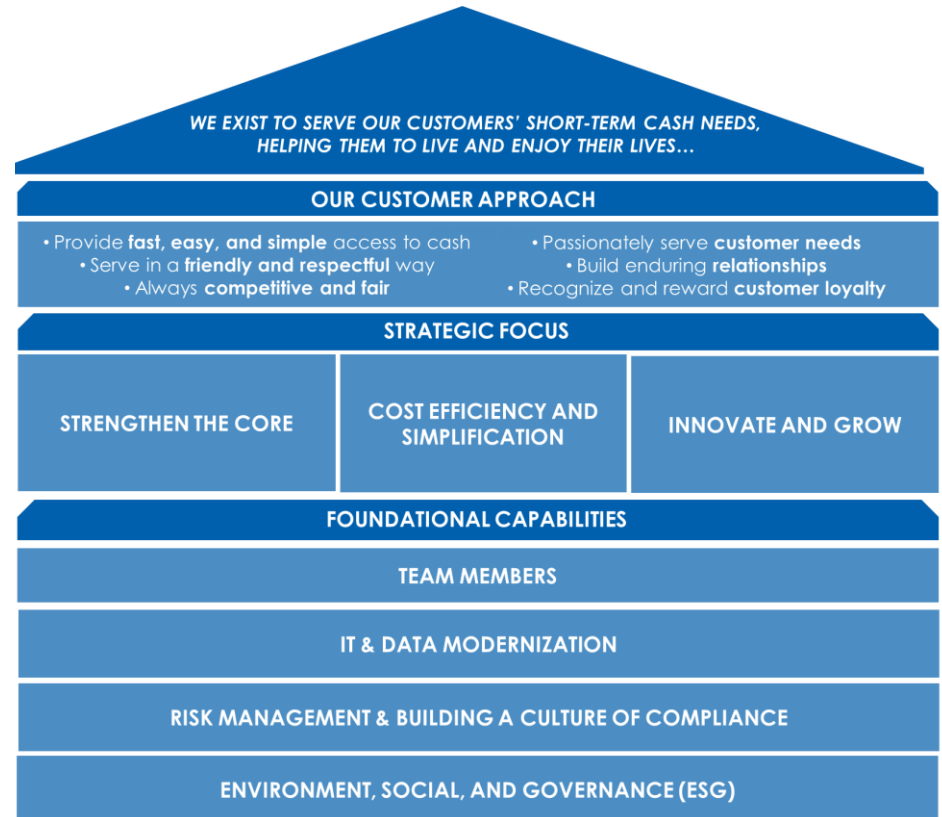
- ***Build and Retain a Great Team***
- ***Serve Customers Passionately, Respectfully, and Responsibly***
- ***Grow Scale***
- ***Increase Profitability***

OPERATING VALUES



- ***People***
- ***Pawn***
- ***Passion***

STRATEGY HOUSE



OUR PATH TO STRENGTHEN AND GROW THE CORE

Q2 FY23 Progression Toward Our Strategic Goals

Team Members

The most passionate, productive and tenured team in the industry

- Ongoing enhancements to field communication and recognition programs, staff scheduling
- Intense focus on store staffing and retention resulted in store level vacancy of less than 3% across all geographies
- Improving engagement and community with affinity groups and inclusive conversations

Strengthen the Core

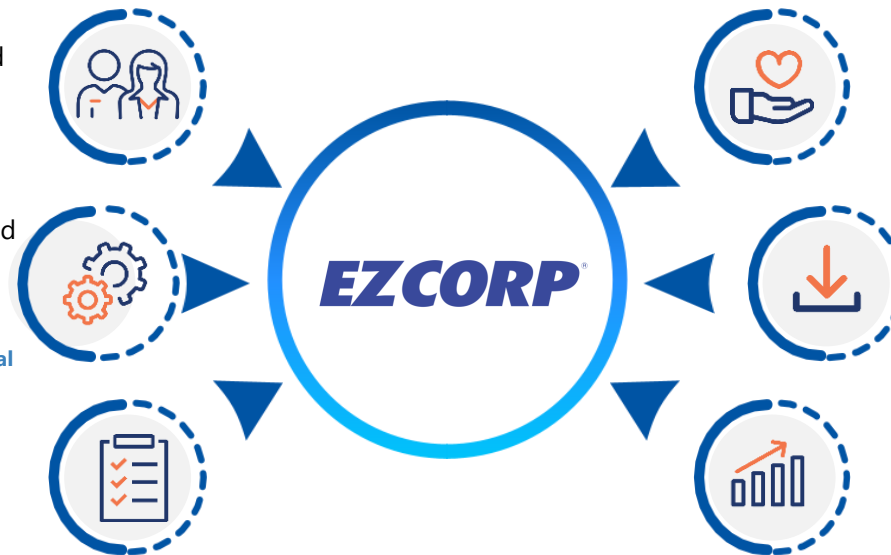
Continued Focus on the unique and essential elements of our pawn business

- Growing quality PLO up 17% and PSC up 19%
- Merchandise sales up 8% on same store basis
- Focus on pricing accuracy

Financial Performance

Realize operational efficiency, bottom line growth and strong return on capital

- Adjusted Diluted EPS of \$0.23, up from \$0.22
- Adjusted EBITDA of \$33.3M, up 4%
- ROEA remains healthy at 165%



Customer Focus

A passion for pawnbroking and solving customer needs

- Reached 2.9M customers in our loyalty program
- Improving retail showrooms for a better customer experience in Mexico

EBITDA Margin & Cost

Focus on EBITDA margin through managing costs & ongoing simplification

- Implementing improved systems and processes in-store and in head office leading to greater efficiencies
- We continue to leverage our simplified business and operating model resulting in a higher level of revenue productivity per U.S. Team Member
- Continued improvement in the cost consciousness culture across the organization

Innovate & Grow

Broaden customer engagement to service more customers, more frequently in more locations

- Opened 11 de novo stores in LatAm and 2 de novo stores in U.S.
- Migrating email to new marketing automation platform for broader view of customer interactions and improved personalization and engagement

Q2 FY23 ESG HIGHLIGHTS

We make everyday living more affordable & sustainable



Environmental

Neighborhood Recycler

Resold over **3 Million** pre-owned general merchandise and jewelry items procured through pawn forfeitures and direct purchases from customers in H1, extending the useful life of the products

Improved **Online Payments** experience for customers to make remote extension, layaway, pay-as-guest payments and receive **electronic payment receipts**, without having to drive to the stores

Recycling of **paper products and computers, electronics and accessories** in the US



Social

Diversity & Inclusion

Is a priority so our Team Members reflect the communities in which we live and serve

Minorities (US)
66% Employees
58% Management

Female (Global)
52% Employees
46% Management

Engagement Score of 84 (+9 above global benchmarks)

Implemented **Paid Parental Leave** and an enhanced **Voluntary Paid Time Off Program** in the U.S. to support our Team Members and communities

Continuing **Women's and Black Empowerment Affinity Groups** in the US and LATAM, and launched **Working Parents Affinity Group** in LATAM and **Black Affinity Group** in the US



Governance

Code of Conduct

The Way We Do Business is as Important as the Business We Do

Expanded store **Compliance Audits** across US and LATAM and enhanced **Compliance Training Programs**

Multi-year **Cybersecurity Roadmap** development, and implementation of Security Awareness and Training Program

Independent Directors hold **four of the seven Board seats** and **two of our seven Board members** identify as diverse

ESG - WHY SUSTAINABILITY MATTERS

Over **11 million** tons of usable items find their way into landfills every year



59% of shoppers are making it a priority to live an environmentally-conscious lifestyle



Resale is a powerful solution for wastefulness



Electronics waste equals **70%** of all toxic waste



Resale market of luxury goods is outpacing sales of new items



The only truly zero-impact jewelry is a recycled one



Q2 FY23 KEY FINANCIAL THEMES

PLO & Merchandise Sales Continue to Drive Higher Revenue and Adjusted Earnings

Revenue & Earnings

- Total revenues of \$253.8M, up 17%, driven by higher sales and PSC
- Merchandise Sales of \$149.4M, up 12%
- Gross profit of \$146.7M, up 14%, primarily driven by PSC
- Adjusted EBITDA of \$33.3M, up 4%
- Adjusted Diluted EPS of \$0.23, up from \$0.22

Focus on Inventory Management

- Same store sales up 8%
- Merchandise sales gross profit up 5% due to increased sales, offset by a 200 bps margin decrease, reflecting a more normalized operating environment
- Inventory turnover remained strong at 2.8x, down from 2.9x
- GM inventory aged over one year increased to 2.2%

Strong Balance Sheet

- \$243.1M cash balance, up from \$207.7M in Q1, primarily due to merchandise sales and pay down of PLO during tax season
- Repurchased \$3.9M shares in Q2
- Substantial liquidity to fund PLO, de novo stores, inorganic growth opportunities and share repurchase program

Increasing PLO

- PLO balance of \$202.9M (a record for Q2), up 17%, leading to a 19% increase in PSC
- PLO balance higher than expected with a softer pay down during tax season

EBITDA Margin & Cost Focus

- Trailing twelve months EBITDA Margin increased to 13% from 12%, reflecting a focus on improving margins while growing revenues



WHY INVEST?



Global Scale Opportunity



3-Year Plan Delivering Outstanding Operating Results, Every Quarter



Supportive Macro Environment Driving Increased Demand for Our Two Core Products



Strong, Liquid Balance Sheet to Fund Growth



Genuine ESG Play in Second-Hand Goods



Attractive Valuation – Trades at a significant discount to peers

EZCORP

APPENDIX



DEFINITION OF TERMS

CCV	Cash Converters International Limited, a publicly-traded company based in Australia, in which EZCORP holds a minority interest
ESG	Environmental, Social and Governance
GM	General merchandise (non-jewelry)
LatAm	Latin America, including Mexico, Central America and South America
LTM	Last Twelve Months
M	millions
Net Debt	Par value of debt less cash and cash equivalents
PLO	Pawn loans outstanding
POS2	Second generation point-of-sale system
PSC	Pawn service charges
Same Store	Stores open the entirety of the comparable periods

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

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

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

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

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



EZCORP

THANK YOU