EZCORP

Annual Meeting of Stockholders

March 2024



PRELIMINARY STATEMENTS

Forward Looking Statements

This presentation contains certain forwardlooking 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. FY23 results are presented in constant currency using FY22 rates. Prior years use actual foreign exchange rates. 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 thousands and, as a result, may not agree to the percentages when calculated from numbers in millions.

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

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.



1,231 stores in 5 countries





FY21 to FY23 STRATEGY RECAP

Focused Execution on Core Strategic Pillars and Foundational Capabilities Delivered Measurable Results

- Transitioned in FY20 to a seasoned management team deeply committed to and passionate about the pawn business
- Completed a comprehensive strategic review across all business units and functions, identifying improvements and opportunities
- Implemented the FY21 to FY23 Strategic Plan with a commitment to building and retaining a great team; serving our customers
 passionately, respectfully, and responsibly; growing scale in both stores and customers; and increasing profitability to maximize
 value for our shareholders

Key Strategic Focus Areas

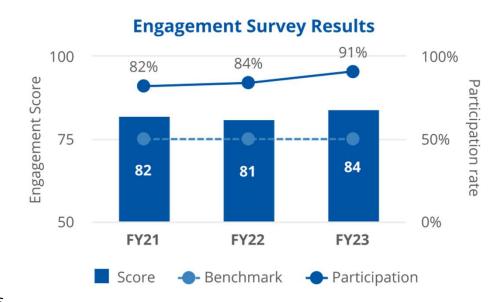




PEOPLE, PAWN & PASSION

Three-year commitment to improving culture and pawn fundamentals drove record-setting FY23 results

- Invested in building and retaining engaged store teams
 - Redesigned onboarding process and training programs
 - Focused on developing next-level talent bench with personalized development plans and formal mentorship program
 - Introduced affinity groups, mentorship program
 - Reimagined the team member experience with new communications tools and better in-store processes
- Aligned field compensation programs globally, focused on improving earnings and rewarding individual performance, including a long-term cash incentive for store and district managers
- Elevated retail customer experience:
 - Upgraded pricing guidance and renewed encouragement to negotiate to close sales
- Improved retail presentation and display with new retail sales floor layouts in LatAm and key categories in the U.S. including jewelry
- Initiated cultural transformation in the U.S. (FY20) and in LatAm (FY22), which has flourished through FY23, demonstrated by survey participation and engagement scores well above global benchmarks



Our commitment to People, Pawn & Passion led to growing PLO and Revenue to record levels with sustainable improvement in ROEA



CUSTOMER ENGAGEMENT GROWTH

Sustained Growth in Customer Engagement driving Increased Earnings

EZ+ Rewards

- Launched EZ+ Rewards across all geographies to improve customer engagement and retention
- Based on external benchmarking, member penetration and % of transacting customers are in line with comparative successful loyalty programs

EZ+ Payments

- Launched US website ezplus.com and MX ezmas.com to allow customers to easily view their pawn extensions, layaways and loyalty rewards online
- Implemented payment platform on ezplus.com to enable U.S. customers to extend pawn extensions and make layaway payments

Website Experience

 Refreshed the five leading brand websites across the U.S. and LatAm to enhance the customer experience and assist visitors in locating stores

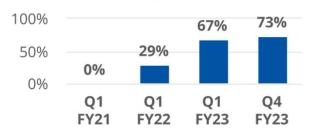
Google Reviews

- Implemented Google Reviews in all geographies to monitor customer satisfaction and drive team member engagement
- 93% of Google Reviews are 4 or 5 stars with an overall rating of 4.8 out of 5 stars

Cumulative EZ+ Rewards Members



% EZ+ Members of Transacting Customers



U.S. Online Extensions



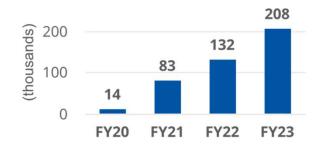
U.S. Online Layaway Installments



Core Website Traffic



Cumulative Google Reviews





FY23 ESG HIGHLIGHTS

Providing environmentally friendly retail experiences to our customers through a network of neighborhood recommerce stores

Contributing to a Circular Economy

 Resold approximately 5.4M pre-owned general merchandise and jewelry items procured through pawn forfeitures and direct purchases from customers, extending the useful life of these products

Waste Disposal and Recycling

 Recycled paper products across all locations in the U.S., and responsibly disposed end-of-life servers, hard drives, computers, electronics, and accessories through sound recycling and e-waste processing in the U.S. and LatAm

Energy Conservation

- Successfully completed full migration of data center physical servers to cloud services, reducing our environmental footprint and greenhouse gas emissions, while ensuring high-quality services to our customers
- Converted 78% of U.S. stores and 60% of LatAm stores to LED lighting

Community Engagement

 Enhanced Voluntary Paid Time Off program and implemented "local giving" process through the EZCORP Foundation, supporting financial literacy efforts, working to eradicate food insecurity, empowering young people to succeed, and supporting other poverty intervention activities

Improving Customer Experience

- In the U.S. and Mexico, offered customers multiple payment options, including cross-store payments
- In the U.S., offered payment mechanisms, including phone, web and mobile platforms, reducing customer travel to the stores to make payments



FY23 ESG HIGHLIGHTS

Promoting Diversity and Inclusion

- Continued Women's Empowerment affinity groups (U.S. and LatAm), Black Empowerment Affinity Group (U.S.), HOLA, the Hispanic Organization for Leadership Advocacy (U.S.), Working Parents Affinity Group (LatAm) and EZ Inclusive Conversations, internal communications with Diversity Awareness Topic of the Month
- Continued individual one-on-one coaching on inclusive leadership, sense of belonging and team culture for new team leaders within 60 days of hire or promotion

Improving Team Member Experience

- Enhancing store-based communications, scheduling and recognition
- Introduced new onboarding programs for team member integration and leadership for early indoctrination of EZCORP operational objectives
- Enhanced manager training and leadership communications

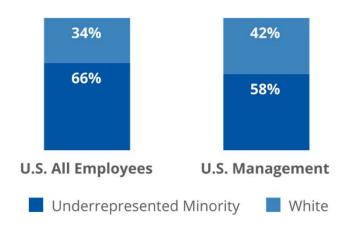
Team Member Engagement

• Achieved 91% participation in global engagement survey and overall engagement score of 84 (9 points above global benchmark)

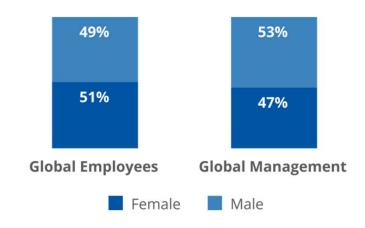
Employee Health, Wellness and Benefits

- Implemented no-cost team member health insurance and paid parental leave in the U.S. and re-launched Savings Fund program in Mexico
- Increased enrollment in U.S. benefit programs, attributed to "free" medical plan and process improvements

FY23 - U.S. Race & Ethnicity



FY23 - Global Gender Demographics





CONSOLIDATED PLO AND PSC PERFORMANCE

- PLO is the key driver of our revenue and earnings
- Seasonally (excluding COVID effects), Q2 ends with the lowest PLO balance for the financial year, which leads to Q3 having the lowest PSC for the financial year
- PLO reached a low point in Q3 FY20, due to the pay down during COVID
- Since Q3 FY20, PLO continues to increase, reflecting more favorable pawn demand trends and our focus on customer service
- PLO is now at record levels, driving record PSC and total revenues
- Over the last 3 years, customer demand for jewelry pawn has been increasing at a faster rate than GM. This has contributed to a higher average pawn loan size
- Optimized lending metrics leading to strong and sustainable PLO yields and net revenue growth

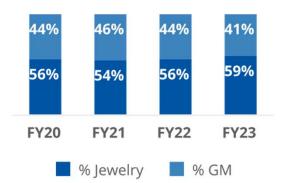






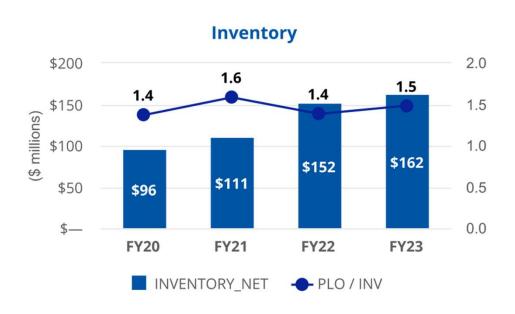


PLO Composition





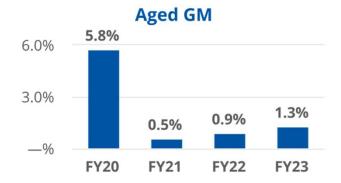
CONSOLIDATED INVENTORY MANAGEMENT PERFORMANCE



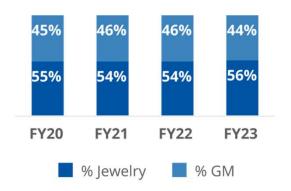


- In FY19 PLO/Inventory ratio was 1.1x, aged GM was 5.5%, and inventory turnover was 2.0x
- Improvements to the pawn operating model and team member incentive program were implemented in FY20 and FY21 focused on driving strong inventory turnover with low aged levels
- Decreased loan forfeitures and higher sales during the COVID pandemic significantly reduced inventory balances in FY20, which are now back to normalized levels
- Inventory composition moves with the PLO composition and has also seen an uptick in jewelry during FY23; jewelry inventory typically turns at a slower rate than GM





Inventory Composition





CONSOLIDATED SALES PERFORMANCE

Growing Sales and Sales Gross Profit

- Record merchandise sales and sales gross profit in FY23 reflect the improvements made to our operating model over the past three years
- FY21 merchandise margin was an anomaly during the pandemic, and has returned to our expected range of 35% to 38%
- Merchandise sales gross profit continues to grow, with volume gains outpacing the margin decrease



Merchandise Margin 42% 38% 36% 30% FY20 FY21 FY22 FY23





CONSOLIDATED STORE GROWTH AND BALANCE SHEET

Store Count

- In the last 3 years we have increased store count by 226 stores by:
 - Acquiring 154 stores; 128 in LatAm and 26 in the U.S.
 - Opening 90 de novo stores; 87 in LatAm and 3 in the U.S.
 - Consolidating 18 stores
- Expanded the luxury audience with the acquisition and build out of the Max Pawn stores

Balance Sheet

- Strong balance sheet with a healthy cash balance to support a global scale opportunity
- In the last 3 years we have:
 - Invested \$176M into earnings assets (PLO & Inventory) to grow new and existing stores
 - Invested \$55.7M in the strategic assets of Founders and CCV
 - Repurchased 2.2 million shares for \$19M since August 2022
 - Maintained our average borrowing cash cost below 3.3%
 - Extended over 60% of debt maturities until FY29



Earning Assets



Unrestricted Cash (GAAP)





2024 CONVERTIBLE NOTES SUMMARY

General Information

- Notes have a Conversion Price of \$10.00 per share and an interest rate of 2.875% per annum
- Current Outstanding Principal of Note: \$34.4M
- Diluted Shares Outstanding related to Note: 3.4M
- Annual Cash Interest Expense related to Note: 1.0M

Conversion Summary

- Conversion Dates: Holders may now convert at any time until the close of business on June 28, 2024
- Settlement Date: Conversions during this period will all be settled on the Maturity Date, which is July 1, 2024
- Settlement Method: All conversions will be settled using Combination Settlement as the default election. This means a Holder will be paid, for each \$1,000 principal amount of Notes:
 - o \$1,000 cash, plus
 - stock equal to the accreted value above the Conversion Price, if any, calculated based on the Daily Settlement Amounts for the 30 Trading Days in the Observation Period
- A Holder who converts after the last Record Date (which is June 15, 2024) before the Maturity Date will also be paid interest on the Maturity Date



CONSOLIDATED EARNINGS PERFORMANCE

Earnings

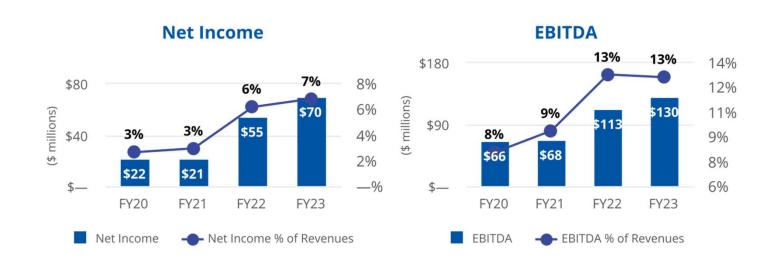
- Focus on People, Pawn & Passion has driven significant earnings and margin improvement. Since FY20:
 - Net Income has more than tripled
 - EBITDA almost doubled

Share Price

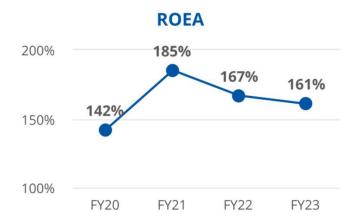
 Share price has increased by 64% in 3 years

ROEA

- ROEA in FY19 was 133%, and has since significantly improved
- FY21 was an anomaly due to the economic conditions during the pandemic
- ROEA above 150% reflects significantly improved inventory management









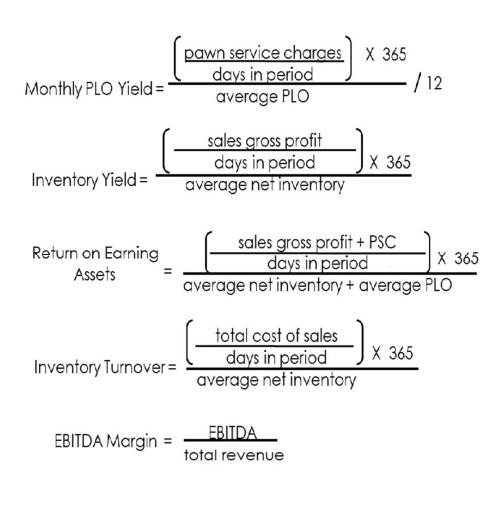
EZCORP

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
Founders	Founder One, LLC
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
SMG	Simple Management Group, Inc.





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 discrete 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 and operating results across accounting periods 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 FY – CONSOLIDATED*

(\$ millions, except per share amounts)	Base	ltem Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	ltem Adjustments	Adjusted Base
	FY23	FY23	FY23	FY23	FY23	FY22	FY22	FY22
Revenues	1,049.0	_	1,049.0	(22.8)	1,026.3	886.2	_	886.2
PSC Revenue	383.8	_	383.8	(7.2)	376.5	320.9	_	320.9
Merchandise Gross Profit	220.7	_	220.7	(4.6)	216.1	203.4	_	203.4
Merchandise Margin	36 %	, 1	36 %		36 %	38 %	_	38 %
Scrap Gross Profit	5.1	_	5.1	_	5.1	3.3	_	3.3
Scrap Gross Margin	10 %)	10 %		10 %	10 %		10 %
Gross Profit	609.8	_	609.8	(11.8)	598.0	528.1	_	528.1
Store Expenses	418.6	_	418.6	(9.7)	408.9	357.4	_	357.4
General and Administrative Expenses	67.5	(0.8) (A)	66.8	_	66.7	64.3	(2.0) (H)	62.3
Impairment of Goodwill, Intangibles and Other Assets	4.3	(4.3) (B)	_	_	_	_	_	_
Other Charges	(5.1)	5.1 (C)	_	_	_	_	_	_
Other Loss/(Income)	31.7	(38.7) (D)	(7.0)	0.1	(6.9)	(2.6)	(2.1) (1)	(4.7)
EBITDA	92.8	38.8	131.5	(2.2)	129.3	109.0	4.1	113.1
Depreciation and Amortization	32.1	_	32.1	(8.0)	31.4	32.1	_	32.1
EBIT	60.6	38.8	99.4	(1.4)	98.0	76.9	4.1	81.0
Interest Expense/(Income)	9.0	(3.5) (E)	5.4	0.1	5.5	9.2	_	9.2
Profit (Loss) Before Tax	51.6	42.3	93.9	(1.5)	92.5	67.7	4.1	71.8
Income Tax Expense/(Benefit)	13.2	9.9 (F)	23.1	(0.4)	22.7	17.6	(0.2) (J)	17.4
Net Income (Loss)	38.5	32.4	70.9	(1.1)	69.8	50.2	4.3	54.4
Diluted EPS	0.53	0.40 (G)	0.93	(0.01)	0.92	0.70	0.05	0.75
Diluted Shares Outstanding	80.9	_	86.5	_	86.5	82.4	_	82.4
Pawn Loans Outstanding	245.8	_	245.8	(5.4)	240.4	210.1	_	210.1
Inventory, Net	166.5	_	166.5	(4.2)	162.3	151.6	_	151.6
Net Earning Assets	412.3	_	412.3	(9.6)	402.6	361.7	_	361.7

Footnote *-Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding the state of the st

Footnote (A) Amount includes \$0.8 million for prepaid broker fee asset write off related to the Corporate office subleases

Footnote (B) Amount includes \$4.3 million impairment on Corporate office lease and sublease

Footnote (C) Amount includes a gain of \$5.1 million for the reversal of a contingent consideration liability

Footnote (D) Amount includes \$34.3 million CCV non-cash goodwill impairment and discrete adjustment, \$3.5 million non-core investment impairment, \$0.4 million Corporate office furniture sublease receivable write off and \$0.5 million FX loss impact

Footnote (E) Amount includes \$3.5M extinguishment of debt related costs

Footnote (F) Amount includes FY23 tax impact of items listed above

Footnote (G) Reported Diluted EPS calculated based on 80.9M weighted average diluted shares outstanding and Adjusted Diluted EPS calculated based on weighted average diluted shares outstanding of 86.5M

Footnote (H) Amount includes a \$2.0M litigation accrual

Footnote (I) Amounts includes a loss of \$2.1M CCV impairment adjustment and minimal FX loss impact

Footnote (J) Amount includes FY22 tax impact of items listed above



CONSOLIDATED GROWTH FY20-FY23 RECONCILIATION*

(\$ millions)	FY20	FY20	FY20	FY20	FY20	FY21	FY21	FY21	FY21	FY21
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Continuing Ops PBT	3.0	(34.2)	(10.2)	(28.7)	(70.1)	5.5	6.8	(0.8)	4.5	16.1
Add Back Net Interest	4.5	4.9	4.8	5.1	19.3	4.6	4.9	5.1	5.1	19.7
Add Back Depreciation and Amortization	7.7	7.8	7.7	7.7	30.8	7.6	8.1	7.4	7.6	30.7
Continuing Ops EBITDA	15.2	(21.5)	2.2	(16.0)	(20.0)	17.7	19.8	11.7	17.2	66.5
Discrete Adjustments	7.7	47.4	2.9	28.2	86.2	(0.5)	0.2	0.9	1.4	1.9
Adjusted EBITDA	22.9	26.0	5.0	12.3	66.2	17.2	19.9	12.6	18.6	68.4
Constant Currency	_	_	0.2	_	0.1	_	_	_	_	_
Currency Adjusted Continuing Ops EBITDA	22.9	26.0	5.1	12.3	66.3	17.2	19.9	12.6	18.6	68.4
Continuing Ops Gross Profit	130.1	127.4	102.2	89.1	448.7	108.4	113.7	108.1	119.1	449.4
Discrete Adjustments	_	_	2.2	_	2.2	_	_	_	_	_
Adjusted Gross Profit	130.1	127.4	104.4	89.1	451.0	108.4	113.7	108.1	119.1	449.4
Constant Currency	_	_	_	_	_	_	_	_	_	_
Currency Adjusted Continuing Ops Gross Profit	130.1	127.4	104.4	89.1	451.0	108.4	113.7	108.1	119.1	449.4
EBITDA Margin	10 %	12 %	2 %	7 %	8 %	10 %	11 %	7 %	10 %	9 %
	FY22	FY22	FY22	FY22	FY22	FY23	FY23	FY23	FY23	FY23
	Q 1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Continuing Ops PBT	21.2	20.1	13.1	13.2	67.7	24.5	(7.3)	21.3	13.1	51.6

	FY22	FY22	FY22	FY22	FY22	FY23	FY23	FY23	FY23	FY23
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Continuing Ops PBT	21.2	20.1	13.1	13.2	67.7	24.5	(7.3)	21.3	13.1	51.6
Add Back Net Interest	2.1	2.3	2.5	2.3	9.2	5.5	1.5	0.8	1.1	9.0
Add Back Depreciation and Amortization	7.6	7.4	7.7	9.4	32.1	8.0	8.0	8.0	8.2	32.1
Continuing Ops EBITDA	31.1	29.8	23.3	24.8	109.0	38.1	2.1	30.1	22.4	92.7
Discrete Adjustments	_	2.3	1.9	(0.3)	4.0	0.2	31.6	(2.6)	9.5	38.8
Adjusted EBITDA	31.1	32.2	25.2	24.5	113.0	38.3	33.7	27.6	31.9	131.5
Constant Currency	_	_	_	_	_	(0.4)	(0.5)	(0.6)	(0.7)	(2.2)
Currency Adjusted Continuing Ops EBITDA	31.1	32.1	25.2	24.5	112.9	37.9	33.2	27.0	31.2	129.3
Continuing Ops Gross Profit	132.1	128.9	129.5	137.6	528.1	152.5	149.2	148.8	159.4	609.8
Discrete Adjustments	_	_	_	_	_	_	_	_	_	_
Adjusted Gross Profit	132.1	128.9	129.5	137.6	528.1	152.5	149.2	148.8	159.4	609.8
Constant Currency	_	_	_	_	_	(1.4)	(2.4)	(3.2)	(4.8)	(11.8)
Currency Adjusted Continuing Ops Gross Profit	132.1	128.9	129.5	137.7	528.1	151.1	146.8	145.5	154.6	598.0
EBITDA Margin	14 %	15 %	12 %	10 %	13 %	14 %	13 %	11 %	12 %	13 %



CONSTANT CURRENCY

In addition to the financial information prepared in conformity with generally accepted accounting principles 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 quetzales 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. In addition, our equity method investment in CCV is denominated in Australian dollars and is translated into U.S. dollars. 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 and twelve months ended September 30, 2023 and 2022 were as follows:

	Septemb	September 30,		hs Ended er 30,	Twelve Months Ended September 30,		
	2023	2022	2023	2022	2023	2022	
Mexican peso	17.4	20.1	17.1	20.2	18.3	20.4	
Guatemalan quetzal	7.7	7.6	7.7	7.6	7.6	7.5	
Honduran lempira	24.5	24.1	24.3	24.2	24.3	24.1	
Australian dollar	1.6	1.6	1.5	1.5	1.5	1.4	





EZCORP

THANK YOU