

EZCORP[®]

**FOURTH
QUARTER AND
FULL YEAR
FISCAL 2023
EARNINGS**

NOVEMBER 2023



PRELIMINARY STATEMENTS

Forward Looking Statements

This presentation 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. 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

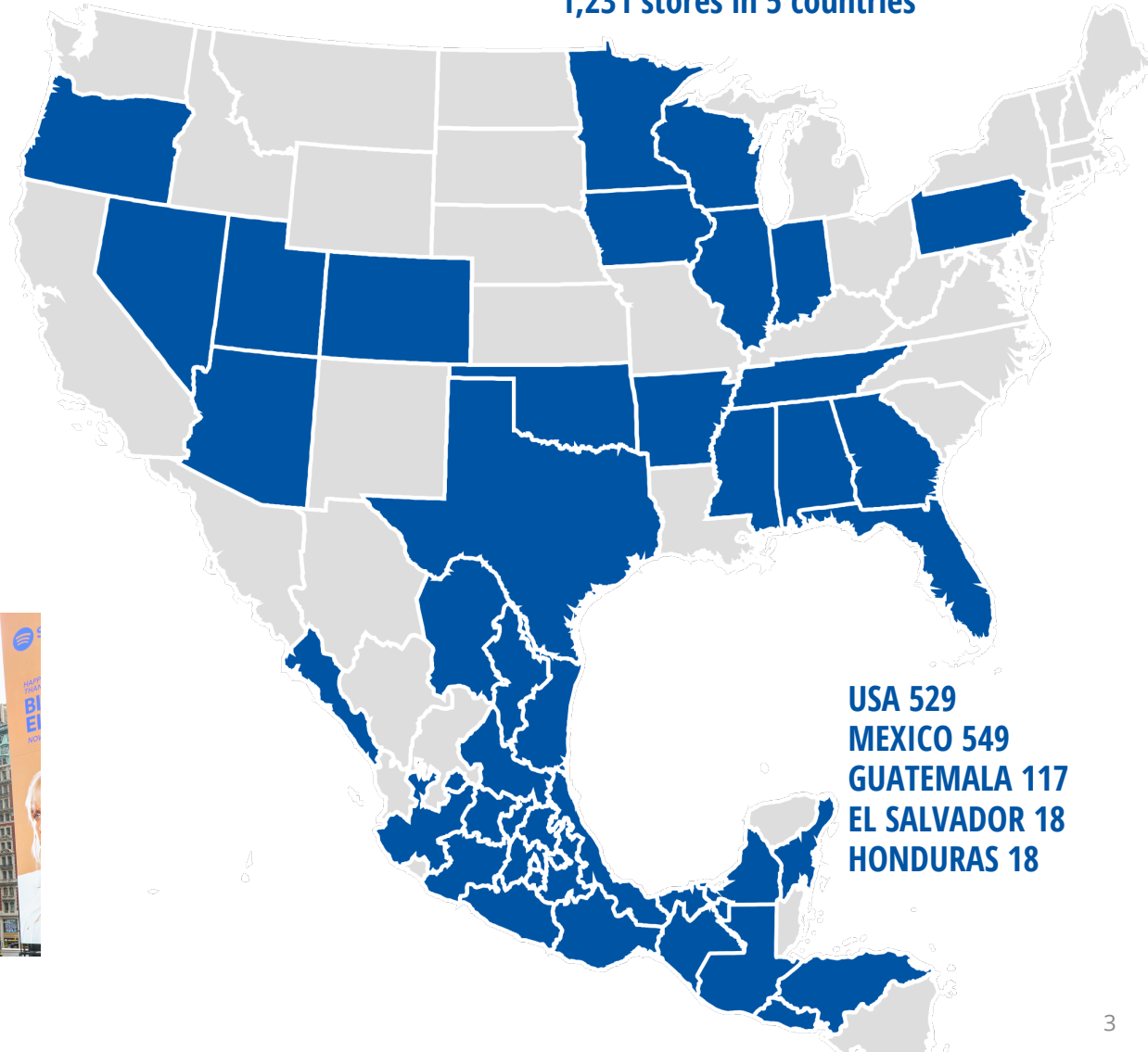
See Appendix for definition of terms and acronyms used in this presentation.

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





COMPANY OVERVIEW

People, Pawn, Passion

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

Ready to Meet Our Customers' Needs

- Increasing reach and access to financial services in local store neighborhoods with buy, sell, and pawn offerings
- Making everyday living more affordable and sustainable, as well as promoting a circular economy with local recycling of pre-owned general merchandise and jewelry

Scale-Enabled

- 1,231 stores and over 7,500 team members in 5 countries
- Differentiated and scalable technology and digital platforms to support additional store and customer growth

Diversified

- U.S. Pawn - 529 stores; Latin America Pawn - 702 stores
- Omnichannel customer experience through stores, online account access, and online, over-the-phone, and cross-store payments

Positioned for Core Pawn Growth

- Increasing engagement with over 3.8 million global EZ+ rewards program members to assess and meet customer needs and preferences and drive business growth
- Strong balance sheet and liquidity to fund growth
- Able to operate successfully through varied economic cycles

OUR PATH TO STRENGTHEN AND GROW THE CORE

Q4 FY23 Progression Toward Our Strategic Goals

Team Members

The most passionate, productive and tenured team in the industry

- Completed global operational talent and succession process to increase performance visibility and drive operational bench strength
- Launched enhanced field incentive plans to more effectively drive production and increase retention

Strengthen the Core

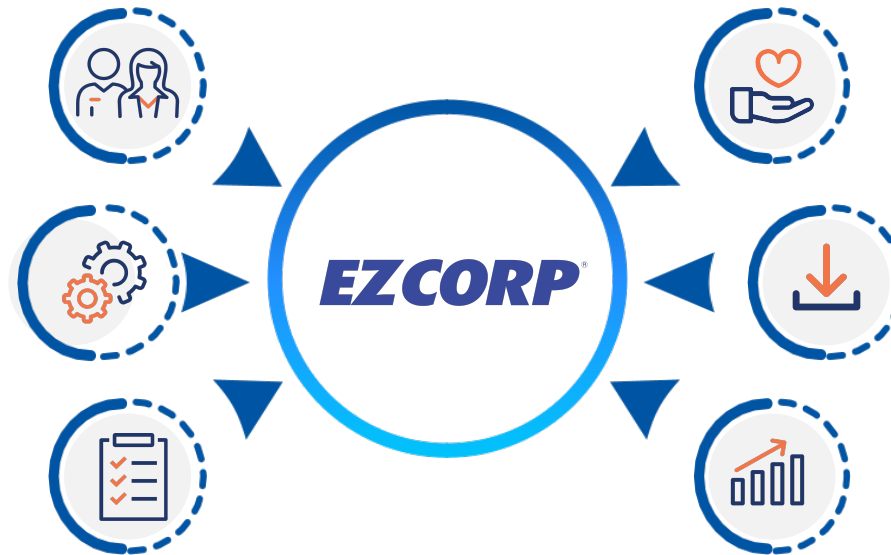
Relentless focus on superior execution and operational excellence in our pawn business

- Growing quality PLO (up 14%), with PSC up 15%
- Gross Profit up 12%
- ROEA remains strong at 157%

Financial Performance

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

- Adjusted Diluted EPS of \$0.23, up from \$0.15
- Adjusted EBITDA of \$31.2M, up 26%



Customer Focus

A passion for pawnbroking, pre-owned retailing and solving customer needs

- Reached 3.8M global members in our loyalty program
- Displayed full product catalog online for U.S. buy-online, pick-up in-store pilot

EBITDA Margin & Cost

Focus on EBITDA margin through managing costs & ongoing simplification

- Implemented HR modules of Workday ERP, driving process improvements and efficiencies across the organization

Innovate & Grow

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

- Opened 19 de novo stores in LatAm and acquired 2 stores in U.S.
- Expanded personalized marketing campaigns to drive engagement and store visits

Q4 FY23 KEY FINANCIAL THEMES

Strong Consumer Demand for Pawn and Pre-Owned Goods Continue to Drive Record Revenues and Earnings Growth

Revenue & Earnings

- Q4 record total revenues of \$261.4M, up 12%, driven by higher PSC and sales
- Merchandise sales of \$145.3M, up 9%
- Gross profit of \$154.6M, up 12%, primarily driven by PSC
- Adjusted EBITDA of \$31.2M, up 26%
- Adjusted Diluted EPS of \$0.23, up from \$0.15

Focus on Inventory Management

- Same store sales up 5%
- Merchandise sales gross profit up 5% due to increased sales, while margin decreased 100 bps, but remained within our target range
- Inventory turnover increased to 2.7x, up from 2.6x
- GM inventory aged over one year increased to 1.3%. This was a 30 bps improvement over Q3

Strong Balance Sheet

- \$220.6M cash balance, down from \$238.0M in Q3, primarily due to an increase in PLO and inventory
- Repurchased \$3.0M of shares in Q4
- Substantial liquidity to fund PLO, de novo stores, inorganic growth opportunities and share repurchase program

Increasing PLO

- Consumer demand and superior customer service continue to propel PLO, resulting in a record balance of \$240.4M, up 14%, and a 15% increase in PSC

EBITDA Margin & Cost Focus

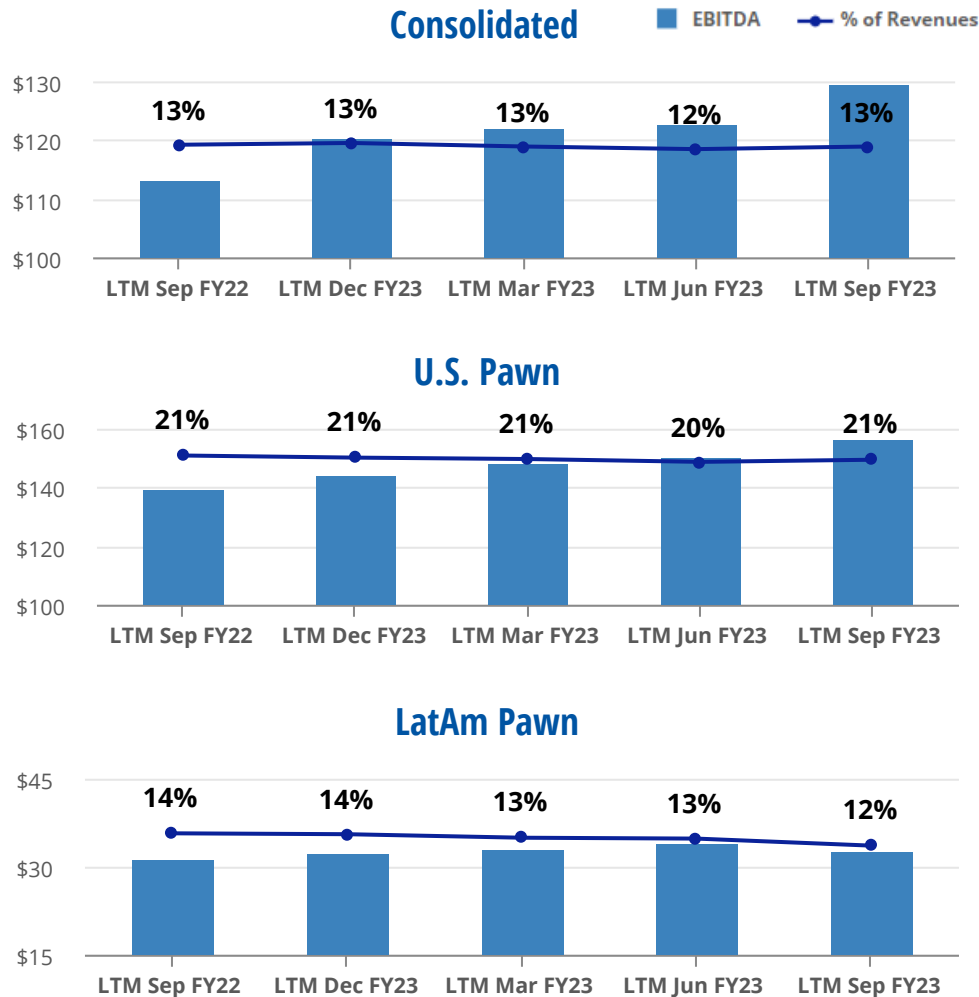
- Trailing twelve months EBITDA Margin improved to 13%, up from 12% in Q3, reflecting a focus on growing margins while growing revenues



EBITDA MARGIN FOCUS

(\$ millions)

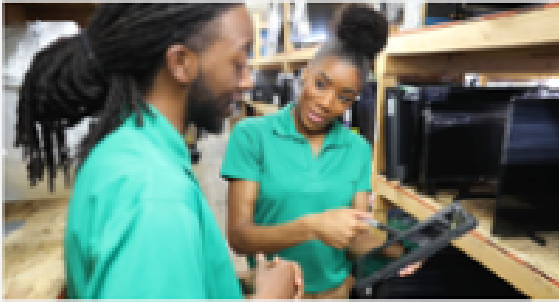
Growing EBITDA and Maintaining EBITDA Margins in an Inflationary Environment



- LTM EBITDA Margin remains flat at 13% compared to LTM Sep FY22
- U.S. Pawn LTM EBITDA Margin remains flat at 21% compared to LTM Sep FY22
- LatAm Pawn EBITDA Margin decreased to 12% from 14% compared to LTM Sep FY22

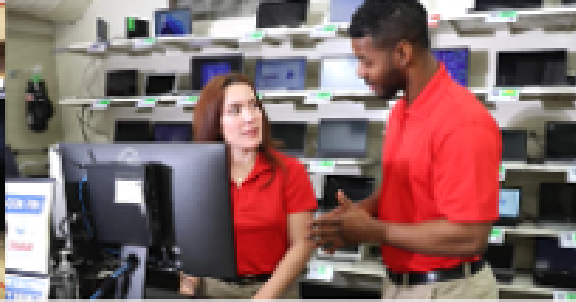
STRENGTHEN THE CORE

Focus on People and Technology to Drive Increased Earnings



People, Pawn, and Passion

- Launched Workday human capital management system globally, providing team members with improved access to human capital data and enhanced training, career development and recruitment tools
- Implemented enriched training opportunities, continuing to strengthen field team bench
- Celebrated global Team Member Appreciation Week



Technology, Process Efficiency

- Redesigning general merchandise pricing for better price accuracy across more products
- Upgraded store network, doubling capacity while reducing cost
- Building E-commerce capabilities in support of buy online, pick up in-store pilot
- Continuing to modernize POS back-end, building agility and scalability into systems and processes



INNOVATE AND GROW

Broaden Customer Engagement to Serve More Customers, More Frequently

EZ+

- Grew EZ+ Rewards members to 3.8M globally, with U.S. and Mexico each surpassing 1.7M total members
- Continued personalized marketing to notify members of points and rewards status

Grow Customer Base

- Increased transacting customers by 5% across all geographies
- Grew visits to core pawn websites by 16% over Q3, enabled by online advertising
- Expanded data-driven audiences and integrated campaigns across channels to improve online engagement and conversions

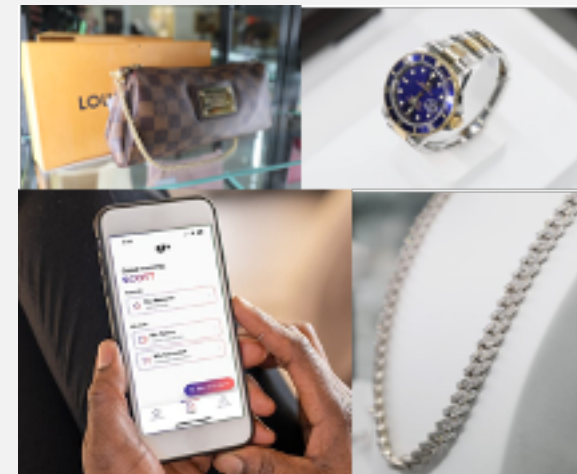
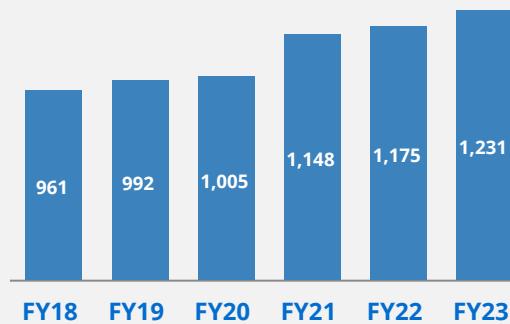
Improving the Customer Experience

- Collected \$18.0M in U.S. online payments, up \$8.3M. U.S. online payments represent:
 - 32% of pawn extensions
 - 18% of layaway payments
- Displayed full product catalog online for stores in the U.S. buy-online, pick-up in-store pilot
- Revamped Mexico website empenofacil.com to improve user experience and facilitate organic traffic

Growth

- Opened 19 de novo stores in LatAm:
 - 10 stores in Mexico
 - 7 stores in Guatemala
 - 2 in Honduras
- Acquired 2 stores in the U.S.

Store Count



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



REDUCE, REUSE, RECYCLE

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

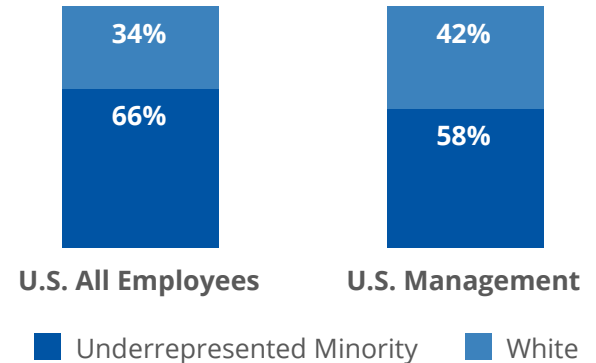
Team Member Engagement

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

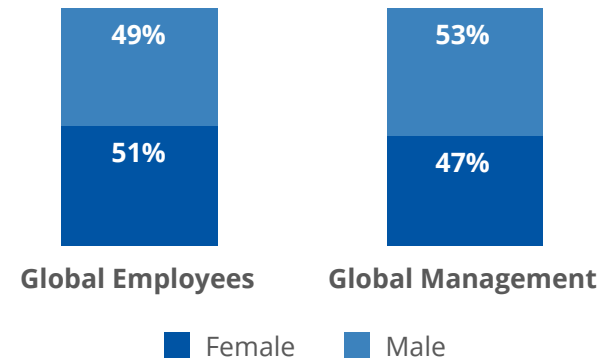
Employee Health, Wellness and Benefits

- 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



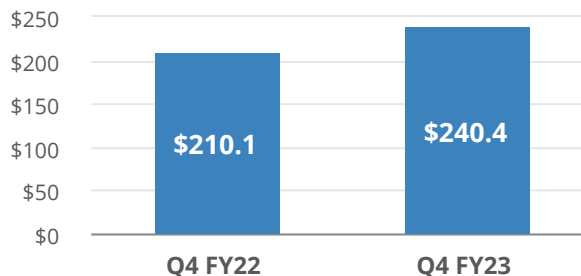
FINANCIAL RESULTS – CONSOLIDATED

(\$ millions)

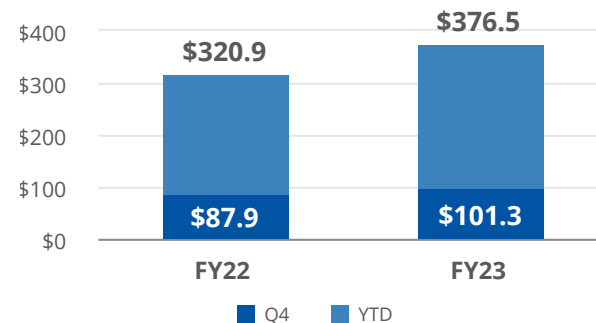
Q4 Highlights

- PLO balance up 14%, 11% on a same store basis, due to improved operational performance and continued strong pawn demand
- PSC up 15%, driven by same-store PLO growth and new stores
- Merchandise sales up 9%, 5% on a same store basis
- Merchandise sales gross profit up 5%, due to increased sales offset by a 100 bps margin decrease
 - Inventory turnover increased to 2.7x from 2.6x
 - Aged GM increased to 1.3% of total GM inventory. This is a 30 bps improvement over Q3
- Store expenses increased by 13%, 10% on a same store basis, primarily due to increased labor in-line with store activity, higher store count and, to a lesser extent, expenses related to our loyalty program
- G&A expenses decreased by 1%
- EBITDA improved \$6.4M or 26%, primarily due to higher gross profit partially offset by increased expenses

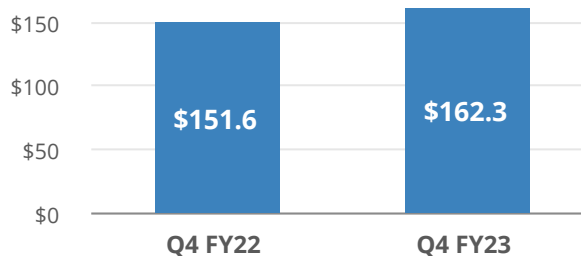
Pawn Loans Outstanding



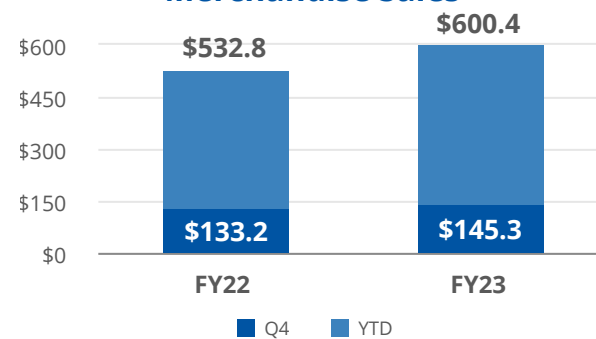
Pawn Service Charges



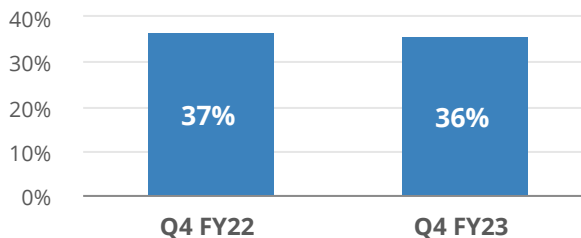
Inventory



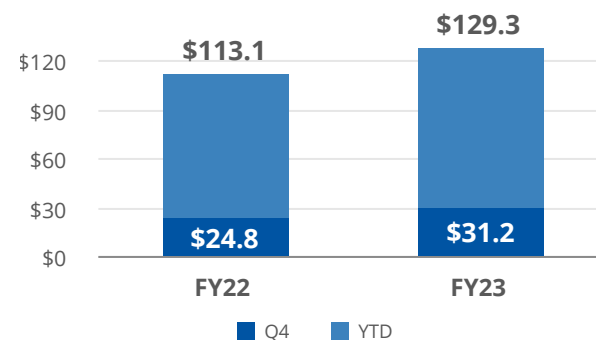
Merchandise Sales



Merchandise Margin



EBITDA



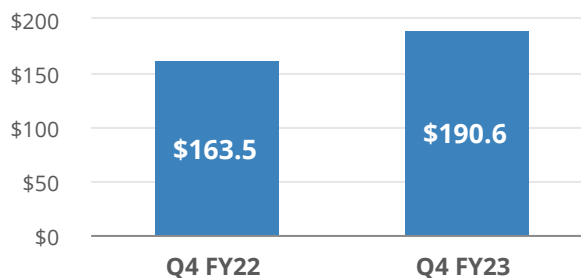
FINANCIAL RESULTS – U.S. PAWN

(\$ millions)

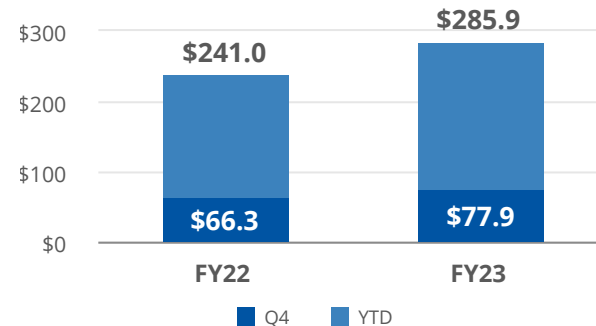
Q4 Highlights

- PLO balance up 17%, 13% on a same store basis, due to improved customer service and increased pawn demand
- PSC up 17%, driven by higher average PLO and yields for the quarter
- Merchandise sales up 8%, 4% on a same store basis
- Merchandise sales gross profit up 3%, due to increased sales offset by a 200 bps margin decrease
 - Inventory turnover decreased to 2.4x from 2.5x
 - Aged GM was below 1% of total GM inventory
- Store expenses up 11%, primarily due to increased labor in-line with store activity, higher store count and, to a lesser extent, expenses related to our loyalty program
- EBITDA improved \$6.0M or 18%, primarily due to higher PSC partially offset by increased expenses

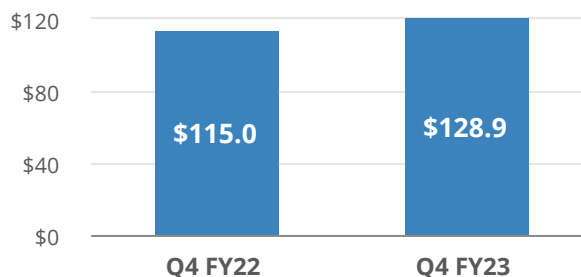
Pawn Loans Outstanding



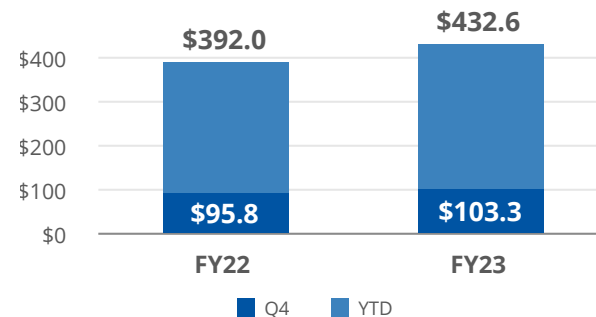
Pawn Service Charges



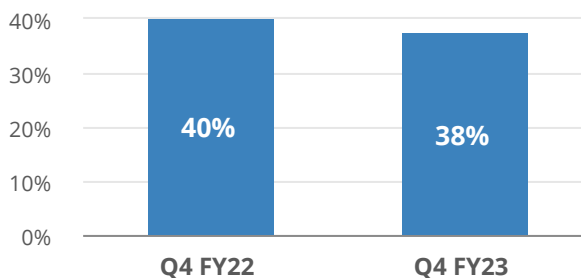
Inventory



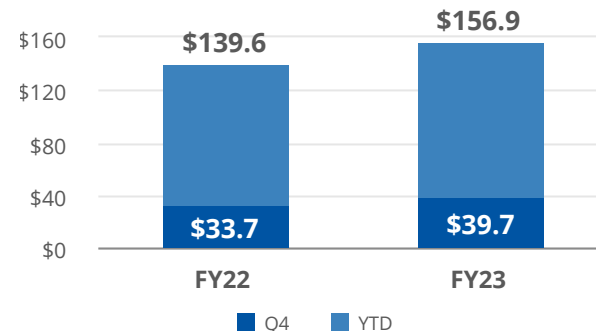
Merchandise Sales



Merchandise Margin



EBITDA



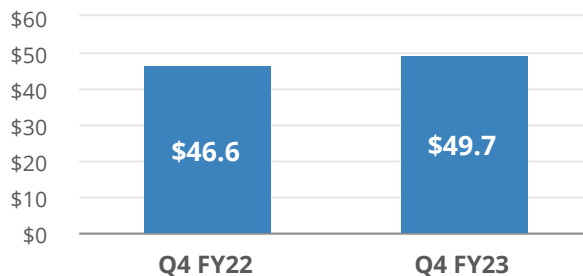
FINANCIAL RESULTS – LATIN AMERICA PAWN

(\$ millions)

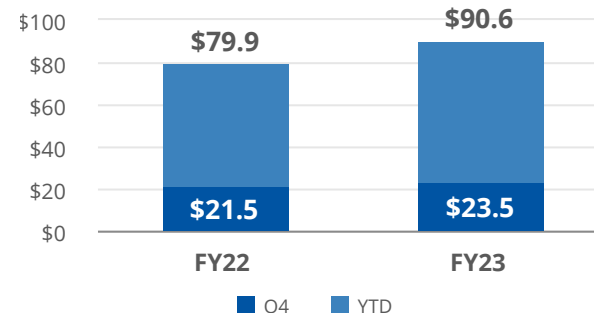
Q4 Highlights

- PLO balance up 7%, 4% on a same store basis, as consumer demand increased, reflecting recoveries from Q3
- PSC up 9%, driven by higher average PLO and yields for the quarter
- Merchandise sales up 12%, 7% on a same store basis
- Merchandise sales gross profit up 11%, due to increased sales offset by a margin decrease of 100 bps
 - Inventory turnover remains strong at 3.6x, up from 3.1x
 - Aged GM was flat at \$0.5M (2.0% of GM inventory). This is a 40 bps improvement over Q3
- Store expenses up 18%, primarily due to increases in minimum wage and headcount, higher store count and, to a lesser extent, expenses related to our loyalty program. Same store expenses up 14%
- EBITDA decreased \$1.0M or 11%, partially driven by the \$0.4M losses from the de novo stores opened during the year

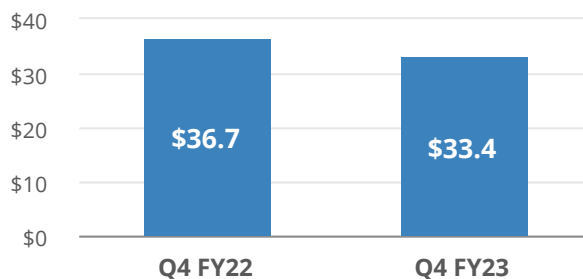
Pawn Loans Outstanding



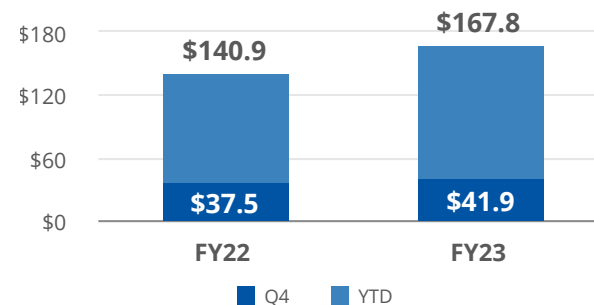
Pawn Service Charges



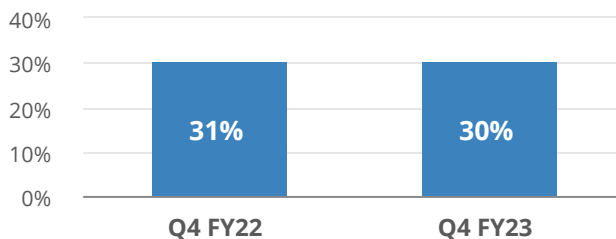
Inventory



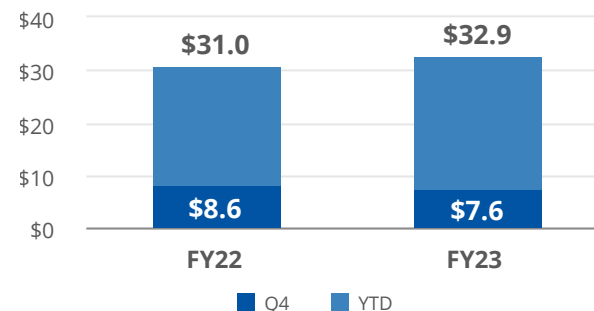
Merchandise Sales



Merchandise Margin



EBITDA



EZCORP

**THREE YEAR
STRATEGY
RECAP**

FY21 - FY23



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

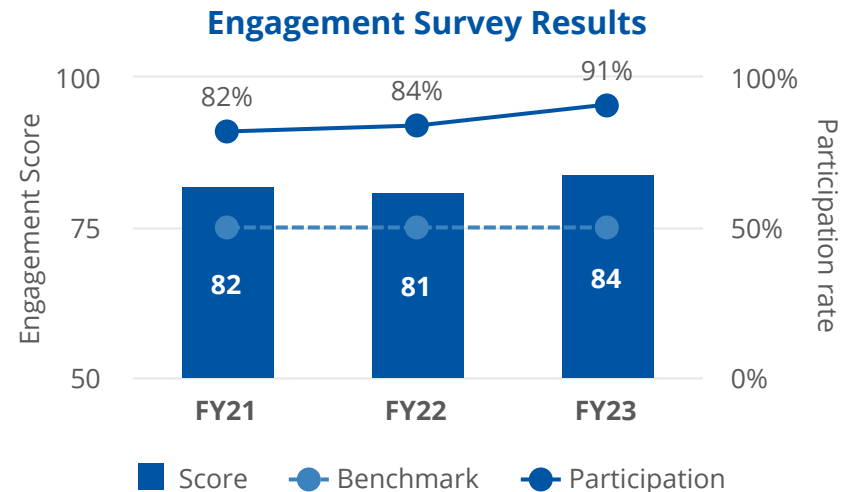
Key Strategic Focus Areas



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

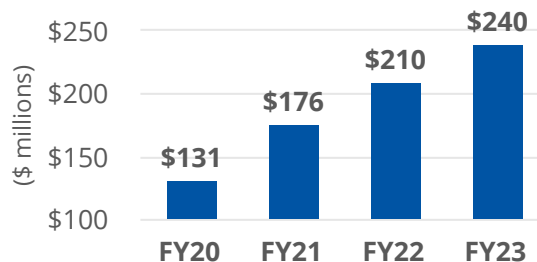


Our commitment to People, Pawn & Passion led to growing PLO and Revenue to record levels with sustainable improvement in ROEA

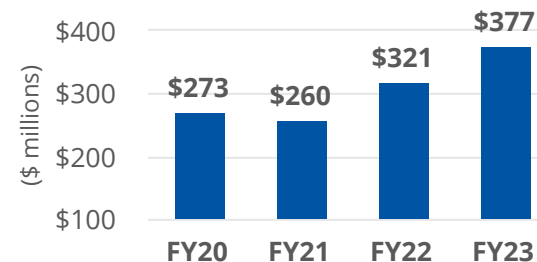
CONSOLIDATED PLO AND PSC PERFORMANCE

- 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

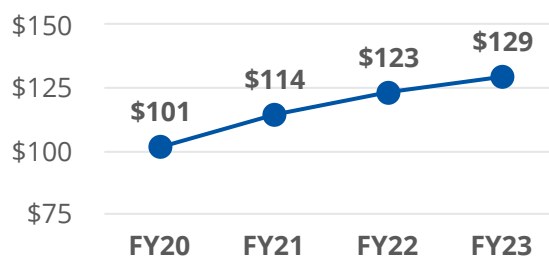
Pawn Loans Outstanding



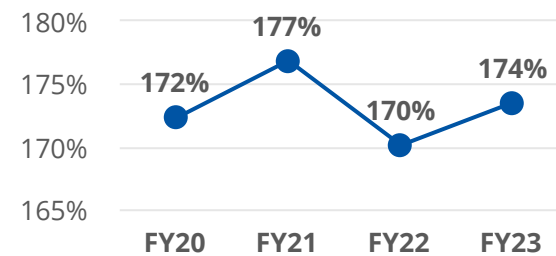
Pawn Service Charges



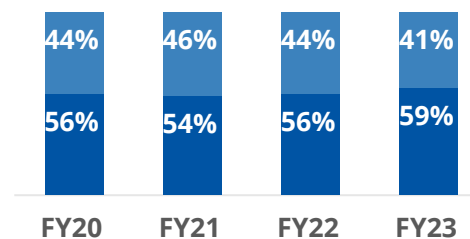
Average Pawn Loan Size



PLO Yield

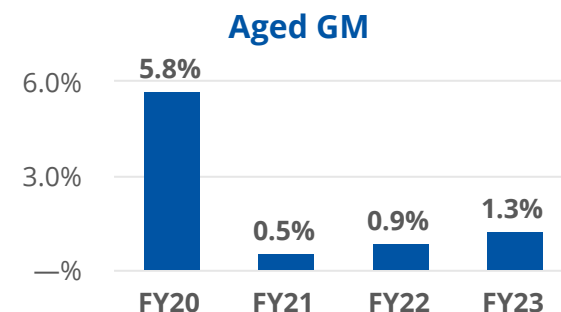
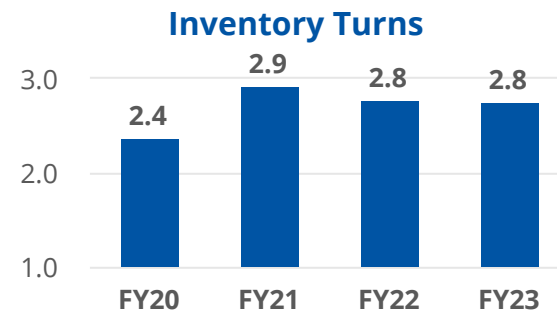
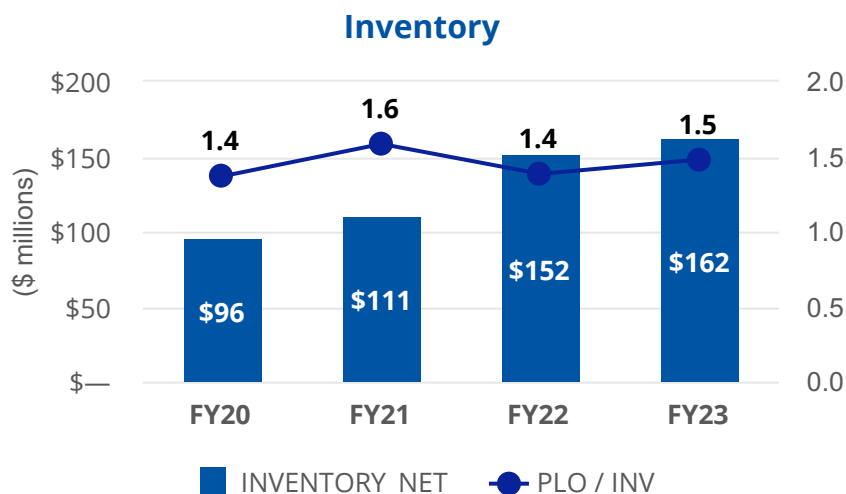


PLO Composition



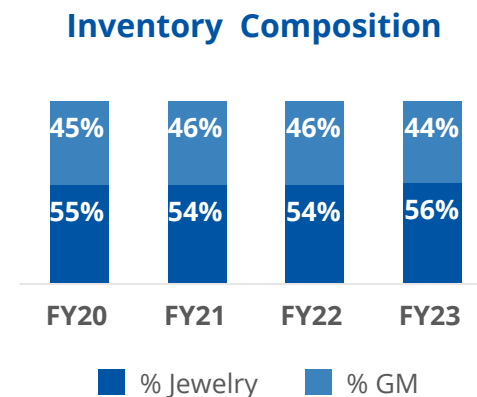
■ % Jewelry ■ % GM

CONSOLIDATED INVENTORY MANAGEMENT PERFORMANCE



Focus on Active Inventory Management

- 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

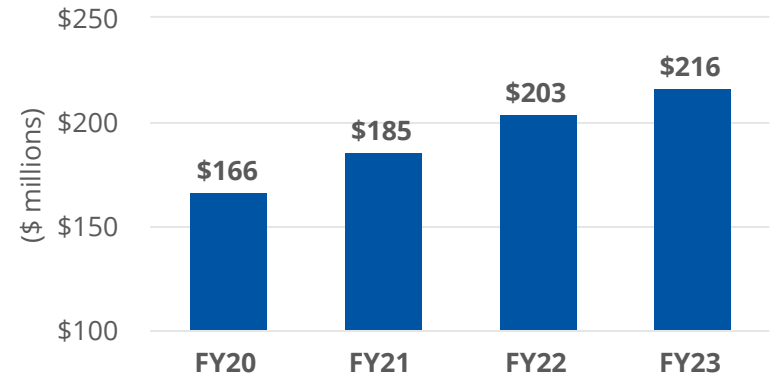


CONSOLIDATED SALES PERFORMANCE

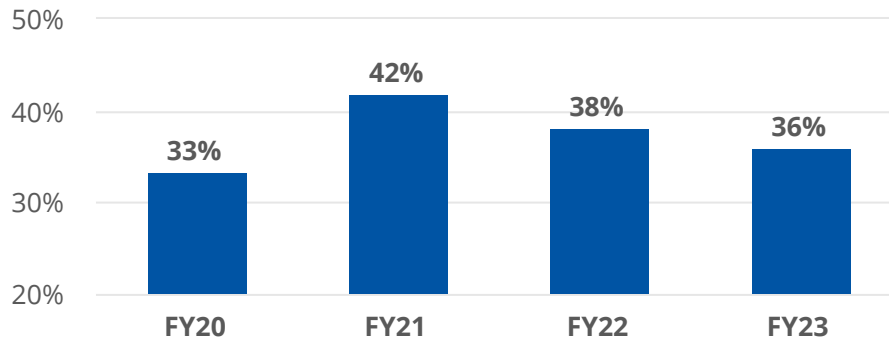
Growing Sales and Sales Gross Profit

- 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

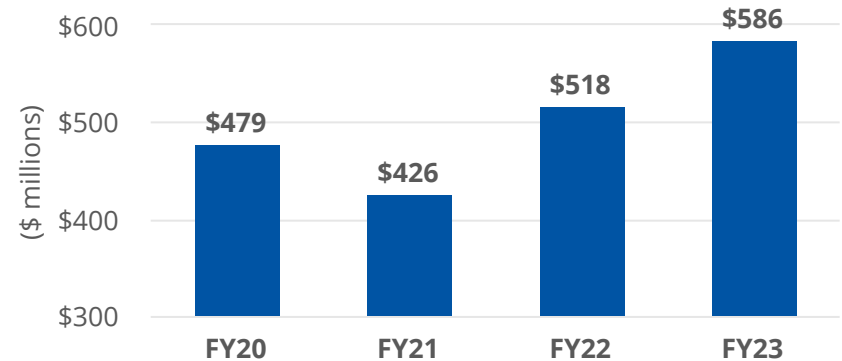
Sales Gross Profit



Merchandise Margin



Merchandise Sales



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

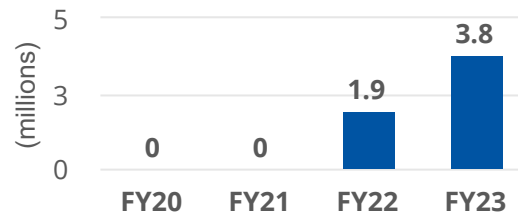
Website Experience

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

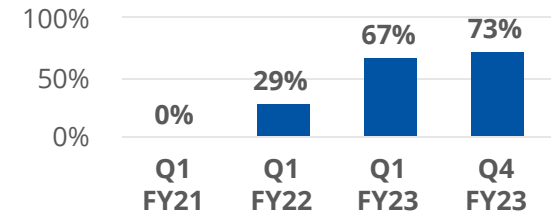
Google Reviews

- 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

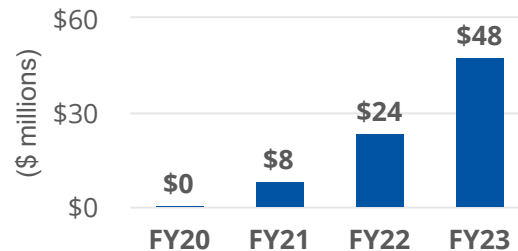
Cumulative EZ+ Rewards Members



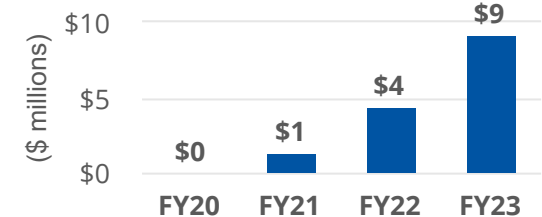
% EZ+ Members of Transacting Customers



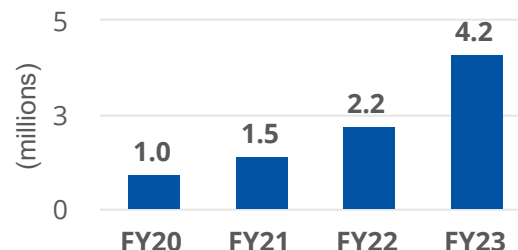
U.S. Online Extensions



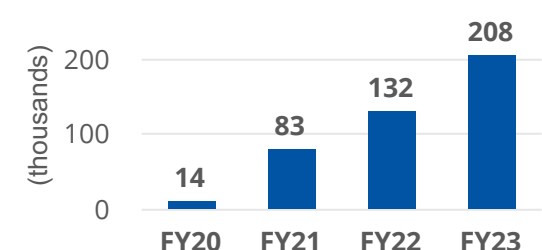
U.S. Online Layaway Installments



Core Website Traffic



Cumulative Google Reviews



CONSOLIDATED STORE GROWTH AND BALANCE SHEET

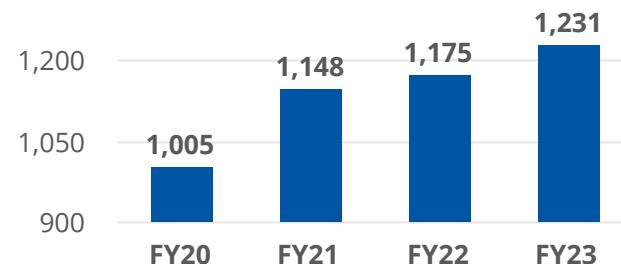
Store Count

- 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

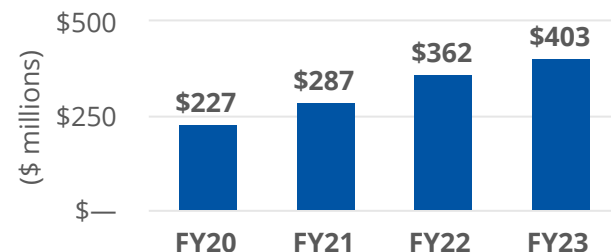
Balance Sheet

- 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

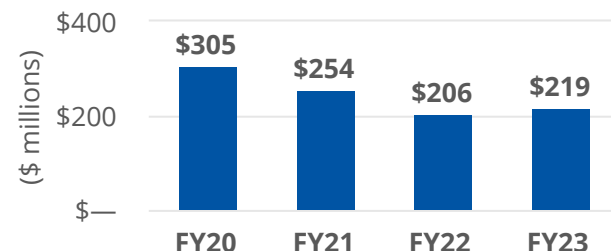
Store Count



Earning Assets



Unrestricted Cash (GAAP)

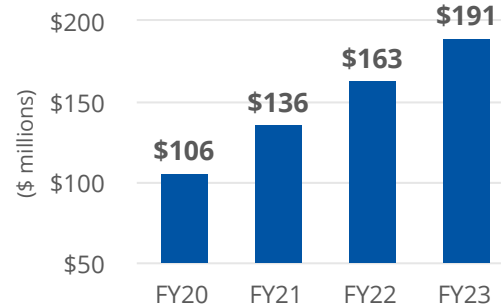


U.S. PAWN SEGMENT HIGHLIGHTS

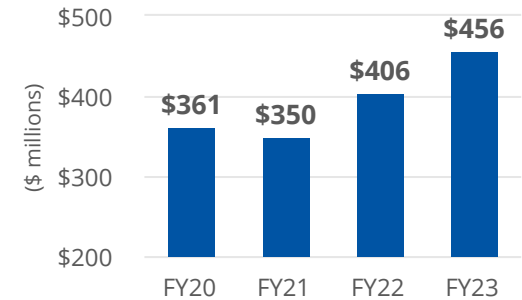
Highlights

- Compared to FY20:
 - PLO balance up 80%
 - PLO on a per store average basis of \$360k, up 71%, a new record
 - Net Revenue growth of 26% driven by strong PLO
 - EBITDA up 57%
- Since FY20, increased store count driven through the disciplined acquisition of 26 stores and building 3 de novo stores. We consolidated 5 stores over that time
- ROEA in FY19 was 133% and has since significantly improved
- Merchandise margin of 38% reflects a return to normalized margins

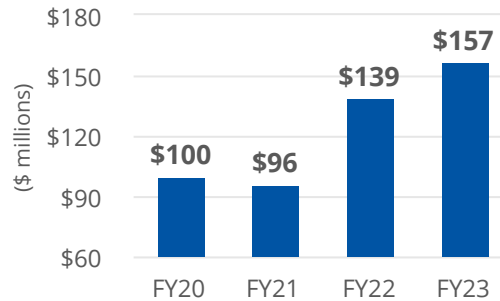
PLO



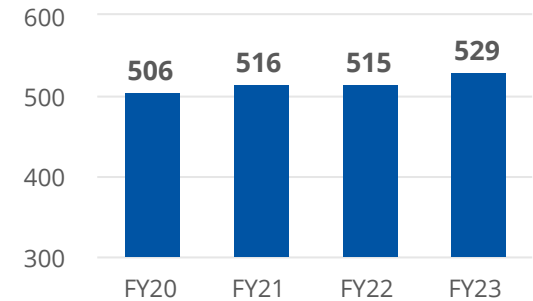
Net Revenue



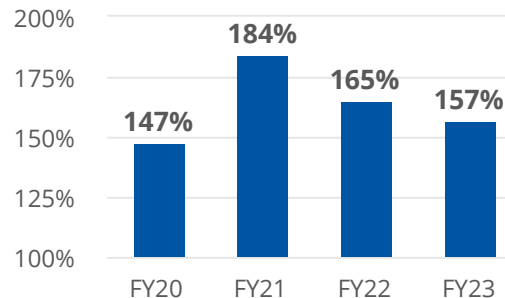
EBITDA



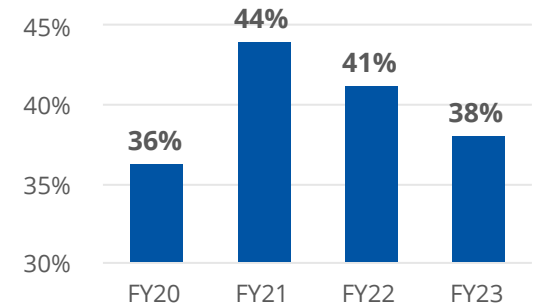
Store Count



ROEA



Merchandise Margin

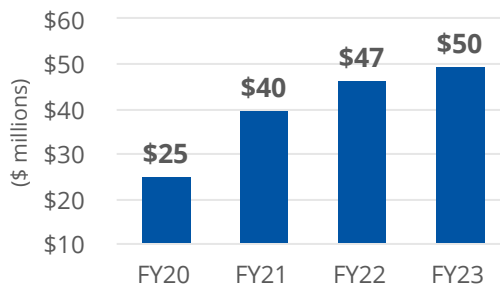


LATIN AMERICA PAWN SEGMENT HIGHLIGHTS

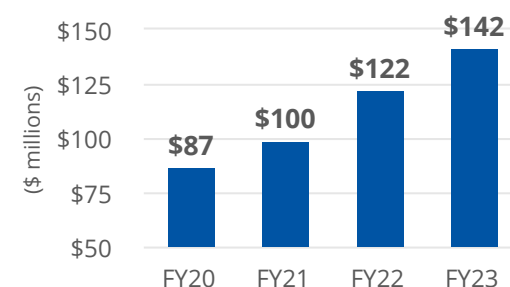
Highlights

- Compared to FY20:
 - PLO up 100%
 - PLO on a per store average basis of \$71k, up 43%
 - Net Revenue up 63%
 - EBITDA up 80%
- Since FY20 increased store count through the disciplined acquisition of 128 stores and building 87 de novo stores. We consolidated 13 stores over that time
- Our enhanced operating model significantly improved ROEA from 127% in FY20
- Recent improvements in LatAm operating model are having a positive effect on merchandise margin in FY23

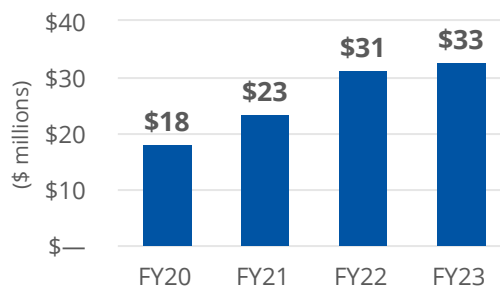
PLO



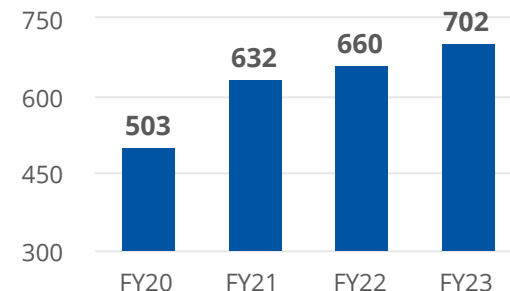
Net Revenue



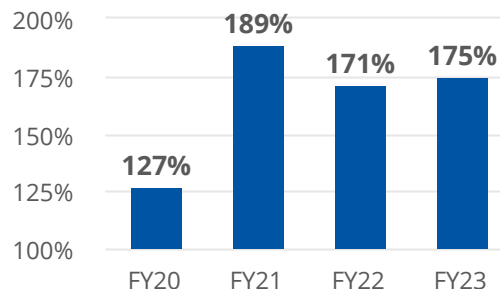
EBITDA



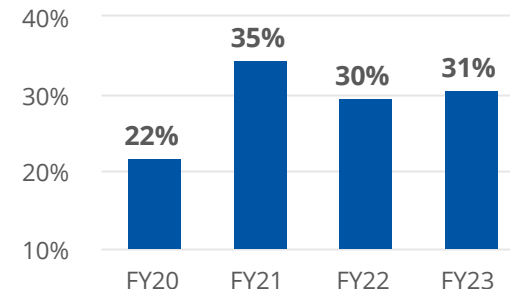
Store Count



ROEA



Merchandise Margin



Strategic Investments

Cash Converters International

- CCV is an Australian listed consumer lender, pawnbroker and secondhand goods retailer with both corporate and franchise operated stores across 683 locations in 14 countries, including Australia, New Zealand and the United Kingdom
- Since FY21 we:
 - Invested \$10.7M, increasing our ownership from 34.8% to 43.7%
 - Received \$8.7M of dividends, including \$1.7M in October 2023



Simple Management Group

- SMG owns and operates 95 pawn stores in 13 countries — 42 in the Caribbean, 31 in Florida and 22 in Central America
- In FY22 and FY23, we invested \$30M in Founders in exchange for a preferred equity interest and loaned \$15M to Founders in exchange for a demand promissory note bearing interest at 12% per annum. Founders contributed the \$30M to SMG in exchange for SMG common stock and loaned the \$15M to SMG in exchange for a subordinated promissory note. SMG used those proceeds, along with other debt and equity financing, to acquire stores in the Caribbean and Florida
- Our preferred equity interest in Founders is a non-redeemable voting participating preferred interest that entitles us to a 20% cumulative compounding preferred return, as well as 50% participation in distributions and sale or liquidating proceeds (subject to certain minimum payouts to the common interest holder)
- For the twelve months ended September 30, 2023, SMG had:
 - Revenue of \$88M
 - Gross Profit of \$50M
 - Adjusted EBITDA of \$9M
- In October 2023, we invested \$15M in Founders as an additional capital contribution associated with our preferred equity interest and increased the interest rate on our demand promissory note to 15% per annum. Founders in turn contributed that \$15M to SMG in exchange for additional SMG common stock, and SMG used those proceeds, along with other equity financing, to acquire stores in Central America. Founders owns 75.9% of SMG

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

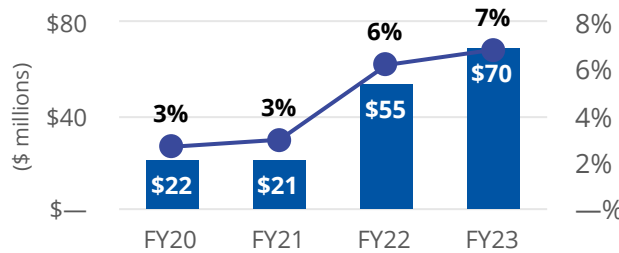
Share Price

- Share price has increased by 64% in 3 years

ROEA

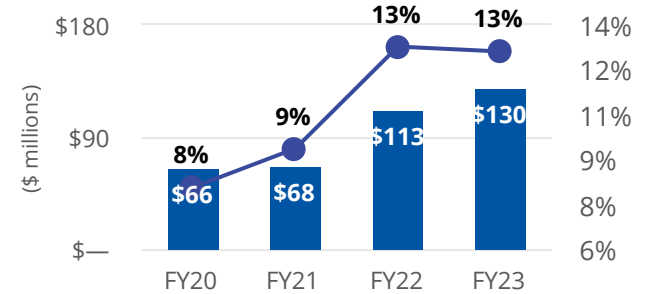
- ROEA in FY19 was 133%, and has since significantly improved
- FY21 was an anomaly due to the economic conditions during the pandemic
- ROEA above 150% reflects significantly improved inventory management

Net Income



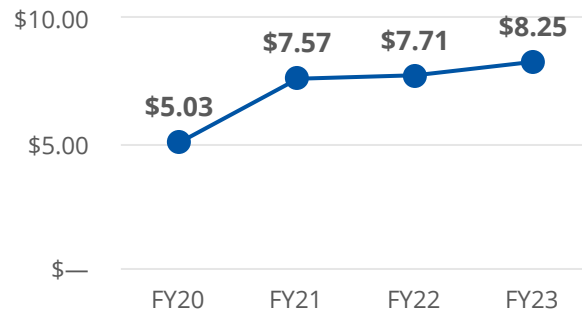
■ Net Income ● Net Income % of Revenues

EBITDA

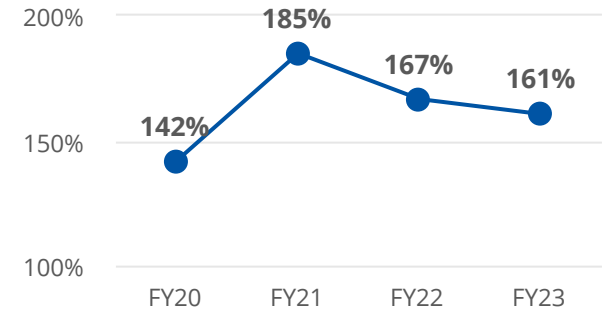


■ EBITDA ● EBITDA % of Revenues

Share Price



ROEA



EZCORP[®]

APPENDIX



HIGHER PLO & REVENUE DRIVE INCREASED EARNINGS

Q4 GAAP Results

(\$ millions, except per share amounts)

	Q4			Full Year		
	FY23	FY22	% Δ B/(W)	FY23	FY22	% Δ B/(W)
Pawn Loans Outstanding	\$ 245.8	\$ 210.1	17%	\$ 245.8	\$ 210.1	17%
Total Revenue	\$ 270.5	\$ 233.4	16%	\$ 1,049.0	\$ 886.2	18%
Gross Profit	\$ 159.4	\$ 137.6	16%	\$ 609.8	\$ 528.1	15%
Equity in Net (Income) Loss Investments	\$ (0.9)	\$ (0.3)	191%	\$ 28.5	\$ (1.8)	*
Store Expenses	\$ 111.6	\$ 95.5	(17)%	\$ 418.6	\$ 357.4	(17)%
General and Administrative Expenses	\$ 18.6	\$ 17.9	(4)%	\$ 67.5	\$ 64.3	(5)%
Impairment of Goodwill, Intangible and Other Assets	\$ 4.3	\$ —	*	\$ 4.3	\$ —	*
Other Charges	\$ —	\$ —	—%	\$ (5.1)	\$ —	*
Other Loss (Income)	\$ 3.4	\$ (0.2)	*	\$ 3.3	\$ (0.8)	*
EBITDA	\$ 22.4	\$ 24.8	(10)%	\$ 92.8	\$ 109.0	(15)%
Depreciation/Amortization	\$ 8.2	\$ 9.4	13%	\$ 32.1	\$ 32.1	—%
Interest Expense, Net	\$ 1.1	\$ 2.3	48%	\$ 9.0	\$ 9.2	2%
Profit Before Tax	\$ 13.1	\$ 13.2	—%	\$ 51.6	\$ 67.7	(24)%
Income Tax Expense	\$ 2.9	\$ 5.8	51%	\$ 13.2	\$ 17.6	25%
Net Income	\$ 10.3	\$ 7.3	40%	\$ 38.5	\$ 50.2	(23)%
Diluted EPS	\$ 0.15	\$ 0.11	36%	\$ 0.53	\$ 0.70	(24)%

Gross profit improvement, primarily driven by higher PSC as a result of higher average PLO and higher sales gross profit driven by higher merchandise sales leading to a 16% improvement for the quarter

Q4 Store Expenses increased primarily due to increased labor in-line with store activity, higher store count and, to a lesser extent, expenses related to our loyalty program

G&A Expenses were higher in the quarter primarily due to increased costs related to insurance, Workday implementation, and incentive compensation

Q4 includes a right-of-use asset impairment related to the corporate office subleases of \$4.3M

Other Loss in the quarter increased primarily due to a \$3.5M non-core investment impairment

HIGHER PLO & REVENUE DRIVE INCREASED EARNINGS

Q4 Adjusted Results

(\$ millions, except per share amounts)

	Q4			Full Year		
	FY23	FY22	% Δ B/(W)	FY23	FY22	% Δ B/(W)
Pawn Loans Outstanding	\$ 240.4	\$ 210.1	14%	\$ 240.4	\$ 210.1	14%
Total Revenue	\$ 261.4	\$ 233.4	12%	\$ 1,026.3	\$ 886.2	16%
Gross Profit	\$ 154.6	\$ 137.6	12%	\$ 598.0	\$ 528.1	13%
Equity in Net Income of Investments	\$ (1.3)	\$ (0.3)	307%	\$ (5.9)	\$ (3.9)	(52)%
Store Expenses	\$ 107.6	\$ 95.5	(13)%	\$ 408.9	\$ 357.4	(14)%
General and Administrative Expenses	\$ 17.7	\$ 17.9	1%	\$ 66.7	\$ 62.3	(7)%
Other Expenses/(Income)	\$ (0.6)	\$ (0.2)	*	\$ (1.1)	\$ (0.9)	(23)%
EBITDA	\$ 31.2	\$ 24.8	26%	\$ 129.4	\$ 113.1	14%
Depreciation/Amortization	\$ 7.9	\$ 9.4	16%	\$ 31.4	\$ 32.1	2%
Interest Expense, Net	\$ 1.2	\$ 2.3	47%	\$ 5.5	\$ 9.2	40%
Profit Before Tax	\$ 22.2	\$ 13.1	69%	\$ 92.5	\$ 71.8	29%
Income Tax Expense	\$ 4.9	\$ 2.4	(102)%	\$ 22.7	\$ 17.4	(31)%
Net Income	\$ 17.3	\$ 10.7	62%	\$ 69.8	\$ 54.4	28%
Adjusted Diluted EPS	\$ 0.23	\$ 0.15	53%	\$ 0.92	\$ 0.75	23%

Q4 Gross Profit improvement, primarily driven by higher PSC as a result of higher average PLO and higher sales gross profit as a result of higher merchandise sales

Q4 Store Expenses increased primarily due to increased labor in-line with store activity, higher store count and, to a lesser extent, expenses related to our loyalty program

ENVIRONMENTAL, SOCIAL AND GOVERNANCE

Our Business is Unique, Essential and Sustainable

We are committed to meeting our customers' needs in a responsible manner and contributing to a sustainable future by limiting our environmental impact, serving underserved customers and communities and maintaining sound governance practices



Environmental Sustainability

- We run a neighborhood-oriented business, reducing the need for customer travel and delivery services
- Each store serves as its own "supply chain." We do not rely on mass supply, distribution or warehousing facilities
- The merchandise we sell is pre-owned, which contributes to second-hand goods recycling and the circular economy. This extends the useful life of millions of products, reducing waste and lessening demand for new manufacturing and mining
- Our store operations leave a small carbon footprint when compared to big-box or other mass retailers. We promote environmental stewardship by reducing consumption, recycling paper products and responsibly disposing of computers, electronics and related accessories



Social Responsibility

- Our business serves as an essential and responsible financial resource for customers who are predominantly underserved by traditional sources
- We improve the reach and access to financial services through neighborhood-based stores, supported by digital offerings. Our transactions are simple, transparent, regulated and safe
- We foster an environment that values diversity, inclusion and development for all. We have a Diversity and Inclusion Strategic Plan with emphasis on Commitment and Accountability, Workplace Inclusion, a Diverse Workforce and Sustainability



Governance

- "The Way We Do Business is as Important as the Business We Do." This is the theme of our Code of Conduct, forming the foundation for how we govern our business
- Independent directors hold four of seven seats on our Board of Directors
- All of our standing committees (Audit, People and Compensation, Nominating) are comprised of solely independent directors
- We satisfy Nasdaq's board diversity rules, with two of our seven Board members being diverse (defined as a director who self-identifies as one or more of the following categories: female, underrepresented minority or LGBTQ+)
- We maintain a strong compliance culture that is monitored and overseen by our Board
- Protecting the privacy, integrity and security of our customers' data and our enterprise network is a top priority that is monitored and overseen by our Board

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.

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

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

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

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

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

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 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 Q4 – CONSOLIDATED*

(\$ millions, except per share amounts)

	Base FY23	Item Adjustments FY23	Adjusted Base FY23	Constant Currency Impact FY23	Adjusted Constant Currency FY23	Base FY22	Item Adjustments FY22	Adjusted Base FY22
Revenues	270.5	—	270.5	(9.1)	261.4	233.4	—	233.4
PSC Revenue	104.3	—	104.3	(3.0)	101.3	87.9	—	87.9
Merchandise Gross Profit	53.7	—	53.7	(1.8)	51.9	49.3	—	49.3
<i>Merchandise Margin</i>	36 %		36 %		36 %	37 %	—	37 %
Scrap Gross Profit	1.3	—	1.3	—	1.3	0.3	—	0.3
<i>Scrap Gross Margin</i>	9 %		9 %		9 %	2 %	—	2 %
Gross Profit	159.4	—	159.4	(4.8)	154.6	137.6	—	137.6
Store Expenses	111.6	—	111.6	(3.9)	107.6	95.5	—	95.5
General and Administrative Expenses	18.6	(0.8)	(A) 17.8	(0.1)	17.7	17.9	—	17.9
Impairment of Goodwill, Intangibles and Other Assets	4.3	(4.3)	(B) —	—	—	—	—	—
Other (Income)/Expense	2.5	(4.4)	(C) (1.9)	—	(1.9)	(0.5)	—	(0.5)
EBITDA	22.4	9.5	31.9	(0.7)	31.2	24.8	—	24.8
Depreciation and Amortization	8.2	—	8.2	(0.3)	7.9	9.4	—	9.4
EBIT	14.3	9.5	23.8	(0.4)	23.3	15.4	—	15.4
Interest	1.1	—	1.1	—	1.2	2.3	—	2.3
Profit (Loss) Before Tax	13.1	9.5	22.6	(0.5)	22.2	13.2	—	13.1
Income Tax Expense (Benefit)	2.9	2.4	(D) 5.3	(0.4)	4.9	5.8	(3.4)	(E) 2.4
Net Income (Loss)	10.3	7.1	17.3	—	17.3	7.3	3.4	10.7
Diluted EPS	0.15	0.08	0.23	—	0.23	0.11	0.04	0.15
Diluted Shares Outstanding	87.2	—	87.2	—	87.2	82.5	—	82.5
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

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

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

Footnote (C) Amount includes \$3.5 million non-core investment impairment, \$0.4 million our share of CCV acquisition costs, \$0.4 million Corporate office furniture sublease receivable write off and \$0.1 million due to FX loss

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

Footnote (E) Amount includes FY22 tax impact related to deferred and receivable adjustments

GAAP TO NON-GAAP RECONCILIATION Q4 – U.S. PAWN

(\$ millions)

	Base FY23	Item Adjustments FY23	Adjusted Base FY23	Constant Currency Impact FY23	Adjusted Constant Currency FY23	Base FY22	Item Adjustments FY22	Adjusted Base FY22
Revenues	194.5	—	194.5	—	194.5	174.0	—	174.0
PSC Revenue	77.9	—	77.9	—	77.9	66.3	—	66.3
Merchandise Gross Profit	39.2	—	39.2	—	39.2	37.9	—	37.9
<i>Merchandise Margin</i>	38 %		38 %		38 %	40 %		40 %
Scrap Gross Profit	1.4	—	1.4	—	1.4	0.4	—	0.4
<i>Scrap Gross Margin</i>	10 %		10 %		10 %	3 %		3 %
Gross Profit	118.5	—	118.5	—	118.5	104.6	—	104.6
Store Expenses	78.7	—	78.7	—	78.7	70.9	—	70.9
EBITDA	39.7	—	39.7	—	39.7	33.7	—	33.7
Depreciation and Amortization	2.6	—	2.6	—	2.6	2.7	—	2.7
EBIT	37.2	—	37.2	—	37.2	31.0	—	31.0
Profit Before Tax	37.2	—	37.2	—	37.2	31.0	—	31.0
Pawn Loans Outstanding	190.6	—	190.6	—	190.6	163.5	—	163.5
Inventory, Net	128.9	—	128.9	—	128.9	115.0	—	115.0
Net Earning Assets	319.5	—	319.5	—	319.5	278.4	—	278.4

GAAP TO NON-GAAP RECONCILIATION Q4 – LATIN AMERICA PAWN*

(\$ millions)				Constant	Adjusted			
	Base FY23	Item Adjustments FY23	Adjusted Base FY23	Currency Impact FY23	Constant Currency FY23	Base FY22	Item Adjustments FY22	Adjusted Base FY22
Revenues	76.0	—	76.0	(9.1)	66.9	59.4	—	59.4
PSC Revenue	26.5	—	26.5	(3.0)	23.5	21.5	—	21.5
Merchandise Gross Profit	14.5	—	14.5	(1.8)	12.7	11.5	—	11.5
<i>Merchandise Margin</i>	<i>30 %</i>		<i>30 %</i>		<i>30 %</i>	<i>31 %</i>		<i>31 %</i>
Scrap Gross Profit	(0.1)	—	(0.1)	—	(0.1)	(0.1)	—	(0.1)
<i>Scrap Gross Margin</i>	<i>(6)%</i>		<i>(6)%</i>		<i>(6)%</i>	<i>(33)%</i>		<i>(33)%</i>
Gross Profit	40.9	—	40.9	(4.8)	36.2	32.9	—	32.9
Store Expenses	32.9	—	32.9	(3.9)	29.0	24.6	—	24.6
Other (Income)/Expense	(0.3)	(0.1)	(A) (0.4)	—	(0.4)	(0.2)	—	(0.2)
EBITDA	8.3	0.1	8.5	(0.9)	7.6	8.6	—	8.6
Depreciation and Amortization	2.3	—	2.3	(0.3)	2.0	2.1	—	2.1
EBIT	6.0	0.1	6.1	(0.6)	5.6	6.5	—	6.5
Interest	(0.4)	—	(0.4)	—	(0.4)	(0.2)	—	(0.2)
Profit Before Tax	6.4	0.1	6.5	(0.6)	5.9	6.7	—	6.7
Pawn Loans Outstanding	55.1	—	55.1	(5.4)	49.7	46.6	—	46.6
Inventory, Net	37.6	—	37.6	(4.2)	33.4	36.7	—	36.7
Net Earning Assets	92.7	—	92.7	(9.6)	83.1	83.3	—	83.3

Footnote * - Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding
Footnote (A) Amount includes \$0.1M FX loss impact

GAAP TO NON-GAAP RECONCILIATION FY – CONSOLIDATED*

(\$ millions, except per share amounts)

	Base	Item	Adjusted	Constant	Adjusted	Base	Item	Adjusted
	FY23	Adjustments FY23	Base FY23	Currency Impact FY23	Constant Currency FY23	FY22	Adjustments FY22	Base 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
<i>Merchandise Margin</i>	36 %		36 %		36 %	38 %	—	38 %
Scrap Gross Profit	5.1	—	5.1	—	5.1	3.3	—	3.3
<i>Scrap Gross Margin</i>	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) (I)	(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	(0.8)	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

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



GAAP TO NON-GAAP RECONCILIATION FY – U.S. PAWN

(\$ millions)

	Base FY23	Item Adjustments FY23	Adjusted Base FY23	Constant Currency Impact FY23	Adjusted Constant Currency FY23	Base FY22	Item Adjustments FY22	Adjusted Base FY22
Revenues	761.9	—	761.9	—	761.9	658.8	—	658.8
PSC Revenue	285.9	—	285.9	—	285.9	241.0	—	241.0
Merchandise Gross Profit	164.7	—	164.7	—	164.7	161.7	—	161.7
<i>Merchandise Margin</i>	38 %		38 %		38 %	41 %		41 %
Scrap Gross Profit	5.6	—	5.6	—	5.6	3.0	—	3.0
<i>Scrap Gross Margin</i>	13 %		13 %		13 %	12 %		12 %
Gross Profit	456.3	—	456.3	—	456.3	405.8	—	405.8
Store Expenses	299.3	—	299.3	—	299.3	266.1	—	266.1
EBITDA	156.9	—	156.9	—	156.9	139.6	—	139.6
Depreciation and Amortization	10.4	—	10.4	—	10.4	10.6	—	10.6
EBIT	146.5	—	146.5	—	146.5	129.0	—	129.0
Interest	—	—	—	—	—	—	—	—
Profit Before Tax	146.5	—	146.5	—	146.5	129.1	—	129.1
Pawn Loans Outstanding	190.6	—	190.6	—	190.6	163.5	—	163.5
Inventory, Net	128.9	—	128.9	—	128.9	115.0	—	115.0
Net Earning Assets	319.5	—	319.5	—	319.5	278.4	—	278.4

GAAP TO NON-GAAP RECONCILIATION FY – LATIN AMERICA PAWN*

(\$ millions)				Constant		Adjusted		
	Base FY23	Item Adjustments FY23	Adjusted Base FY23	Currency Impact FY23	Constant Currency FY23	Base FY22	Item Adjustments FY22	Adjusted Base FY22
Revenues	287.1	—	287.1	(22.8)	264.3	227.4	—	227.4
PSC Revenue	97.9	—	97.9	(7.2)	90.6	79.9	—	79.9
Merchandise Gross Profit	56.0	—	56.0	(4.6)	51.4	41.8	—	41.8
<i>Merchandise Margin</i>	31 %		31 %		31 %	30 %		30 %
Scrap Gross Profit	(0.5)	—	(0.5)	—	(0.5)	0.4	—	0.4
<i>Scrap Gross Margin</i>	(8)%		(8)%		(8)%	6 %		6 %
Gross Profit	153.4	—	153.4	(11.8)	141.6	122.3	—	122.0
Store Expenses	119.3	—	119.3	(10.3)	108.9	91.3	—	91.3
Other (Income)/Expense	(5.5)	4.6 (A)	(0.9)	0.7	(0.2)	(0.2)	(0.1) (B)	(0.3)
EBITDA	39.7	(4.6)	35.1	(2.2)	32.9	31.2	0.1	31.0
Depreciation and Amortization	9.2	—	9.2	(0.8)	8.4	7.9	—	7.9
EBIT	30.5	(4.6)	25.9	(1.4)	24.5	23.2	0.1	23.1
Interest	(1.1)	—	(1.1)	0.1	(1.0)	(0.8)	—	(0.8)
Profit Before Tax	31.7	(4.6)	27.0	(1.5)	25.5	24.1	0.1	23.9
Pawn Loans Outstanding	55.1	—	55.1	(5.4)	49.7	46.6	—	46.6
Inventory, Net	37.6	—	37.6	(4.2)	33.4	36.7	—	36.7
Net Earning Assets	92.7	—	92.7	(9.6)	83.1	83.3	—	83.3

Footnote * - Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding
Footnote (A) Amount includes a gain of \$5.1M for the reversal of a contingent consideration liability and \$0.5M FX loss impact
Footnote (B) Amount includes \$0.1M FX loss impact

CONSOLIDATED GROWTH FY20-FY23 RECONCILIATION*

(\$ millions)

	FY20 Q1	FY20 Q2	FY20 Q3	FY20 Q4	FY20 FY	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY21 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 Q1	FY22 Q2	FY22 Q3	FY22 Q4	FY22 FY	FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY23 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 %



Footnote * - Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding. See final page of reconciliations for constant currency assumption

PAWN BUSINESSES FY20-FY23 RECONCILIATION*

(\$ millions)	FY20					FY21					FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
U.S. Pawn PBT	28.6	20.4	16.5	7.7	73.1	20.7	25.7	18.2	20.9	85.5	34.5	33.8	29.8	31.0	129.1	39.3	37.8	32.3	37.2	146.5
Add Back D&A	2.9	2.7	2.7	2.7	11.0	2.7	2.6	2.6	2.7	10.6	2.7	2.6	2.6	2.7	10.6	2.8	2.6	2.5	2.6	10.4
U.S. Pawn EBITDA	31.4	23.1	19.2	10.4	84.1	23.5	28.4	20.8	23.6	96.2	37.1	36.4	32.3	33.7	139.6	42.0	40.3	34.8	39.7	156.9
Discrete Adjustments	—	10.0	2.9	3.0	15.9	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Adjusted U.S. Pawn EBITDA	31.4	33.1	22.1	13.4	100.0	23.5	28.4	20.8	23.6	96.2	37.1	36.4	32.3	33.7	139.6	42.0	40.3	34.8	39.7	156.9
U.S. Pawn Gross Profit	99.5	100.7	85.8	73.2	359.2	85.6	92.1	83.3	88.6	349.5	101.8	100.9	98.4	104.6	405.8	115.4	112.3	110.2	118.5	456.3
Discrete Adjustments	—	—	2.2	—	2.2	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Adjusted U.S. Pawn Gross Profit	99.5	100.7	88.0	73.2	361.4	85.6	92.1	83.3	88.6	349.5	101.8	100.9	98.4	104.6	405.8	115.4	112.3	110.2	118.5	456.3
	FY20					FY21					FY22					FY23				
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Latin America Pawn PBT	8.1	(30.1)	(0.7)	(3.9)	(26.7)	5.0	2.4	3.6	6.1	17.3	6.5	4.8	6.1	6.7	24.1	7.5	8.0	9.7	6.4	31.7
Add Back Net Interest	(0.4)	—	(0.5)	(0.1)	(0.9)	(0.8)	(0.6)	(0.5)	(0.2)	(2.0)	(0.2)	(0.3)	(0.2)	(0.2)	(0.8)	(0.2)	(0.3)	(0.3)	(0.4)	(1.1)
Add Back D&A	1.9	1.9	1.6	1.8	7.3	1.9	1.8	1.8	1.9	7.4	2.0	1.9	2.0	2.1	7.9	2.2	2.3	2.3	2.3	9.2
Latin America Pawn EBITDA	9.7	(28.2)	0.4	(2.0)	(20.2)	6.1	3.7	4.9	7.9	22.6	8.3	6.4	7.9	8.6	31.2	9.6	10.0	11.8	8.3	39.7
Discrete Adjustments	(0.1)	35.7	(0.1)	2.8	38.3	(0.1)	0.2	0.5	0.6	1.0	0.1	0.1	(0.1)	—	0.1	0.2	(2.1)	(2.6)	0.1	(4.6)
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(0.3)	(0.4)	(0.6)	(0.9)	(2.2)
Adjusted Latin America Pawn EBITDA	9.6	7.5	0.3	0.8	18.1	5.9	3.9	5.4	8.5	23.6	8.3	6.5	7.8	8.6	31.3	9.5	7.5	8.6	7.6	32.9
Latin America Pawn Gross Profit	29.7	25.8	15.4	16.1	87.0	22.7	21.5	24.7	30.6	99.5	30.2	27.7	31.1	32.9	122.0	37.1	36.8	38.6	40.9	153.4
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	(1.4)	(2.4)	(3.2)	(4.8)	(11.8)
Adjusted Latin America Pawn Gross Profit	29.7	25.9	15.4	16.1	87.1	22.7	21.5	24.7	30.6	99.5	30.2	27.7	31.1	32.9	122.0	35.8	34.4	35.3	36.2	141.6
Latin America Same Store PLO Growth																				
GAAP	2 %	(12)%	(38)%	(41)%	(41)%	(36)%	(22)%	31 %	37 %	37 %	18 %	15 %	25 %	14 %	14 %	19 %	19 %	11 %	16 %	16 %
Constant Currency	(3)%	(2)%	(26)%	(31)%	(31)%	(30)%	(26)%	17 %	25 %	25 %	20 %	13 %	26 %	13 %	13 %	15 %	12 %	(2)%	4 %	4 %

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:

	September 30,		Three Months Ended September 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



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THANK YOU