

EZCORP[®]

**FIRST QUARTER FISCAL
2024 EARNINGS**

FEBRUARY 2024



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. FY24 results are presented in constant currency using FY23 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

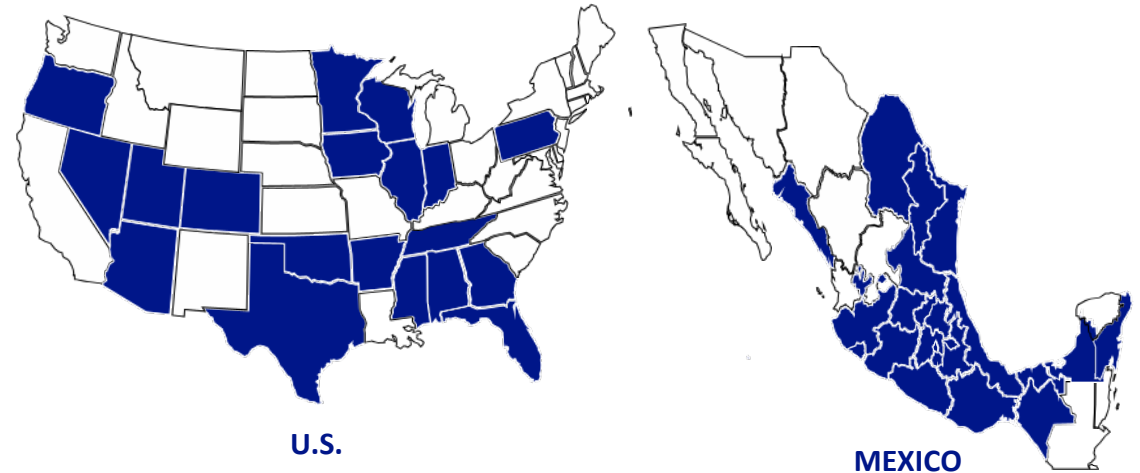


LEADER IN PAWN AND PRE-OWNED AND RECYCLED RETAIL

- Formed in 1989, EZCORP has grown into a leading provider of pawn transactions and seller of pre-owned and recycled merchandise in the United States and Latin America.
- We increase reach and access to financial services through a broad network of neighborhood retail locations and promote the circular economy by recycling pre-owned merchandise and jewelry.
- 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.



1,237 STORES AND OVER 7,700 TEAM MEMBERS



GUATEMALA



EL SALVADOR



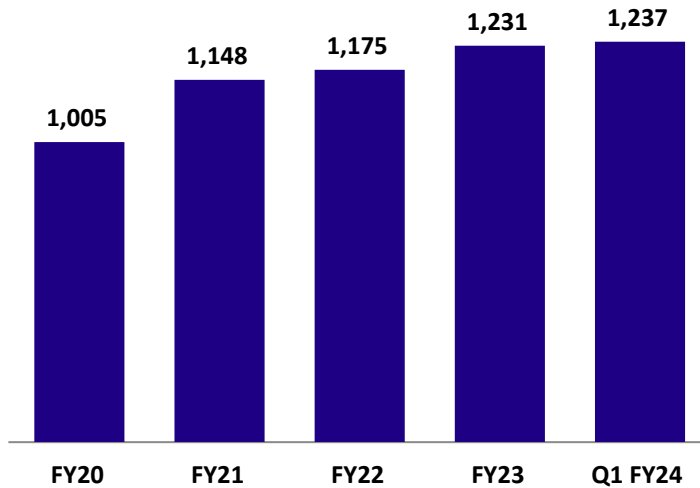
HONDURAS

U.S. 530 | MEXICO 551 | GUATEMALA 120 | EL SALVADOR 18 | HONDURAS 18

Q1 FY24 STORE GROWTH AND BALANCE SHEET HIGHLIGHTS

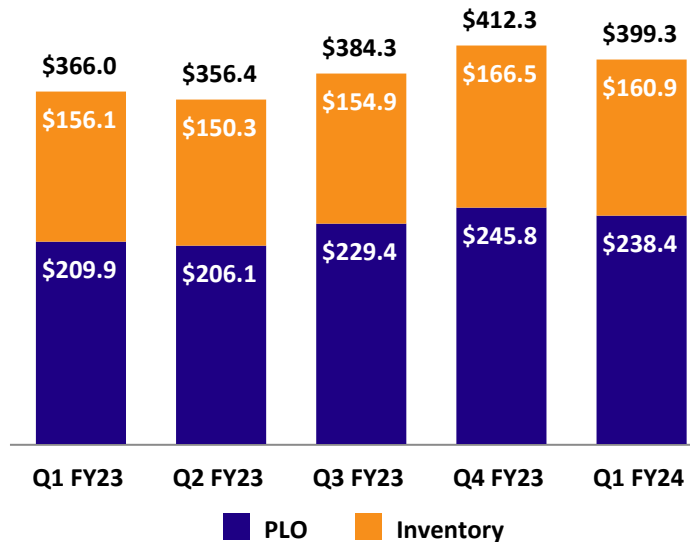
(\$ millions, except for store count)

STORE COUNT



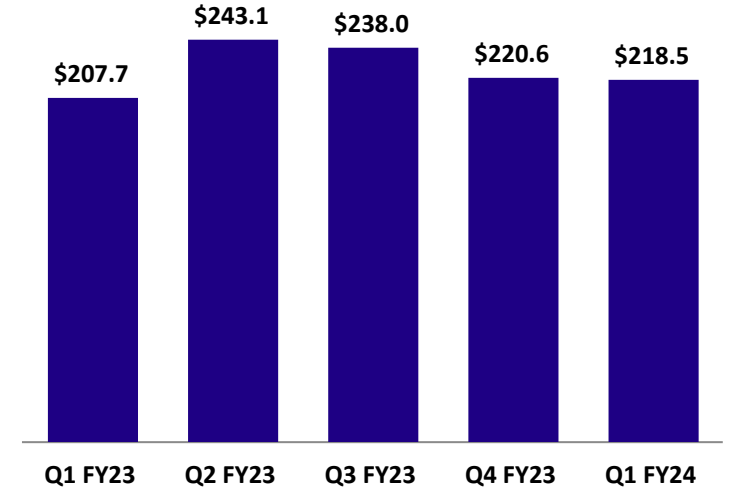
- Opened 5 de novo stores in LatAm, comprised of 2 stores in Mexico and 3 stores in Guatemala
- Acquired 1 store in Texas

EARNING ASSETS



- Record-setting Q1 PLO balance of \$238.4M, up 14%, leading to a 13% increase in PSC
- PLO/Inventory ratio remains healthy at 1.5x
- Seasonally earning assets decrease in Q1 compared to Q4 due to:
 - Sales during the holiday season lowering inventory
 - Consumers in LatAm receiving additional compensation in December applying downward pressure on PLO balances

CASH BALANCE (GAAP)

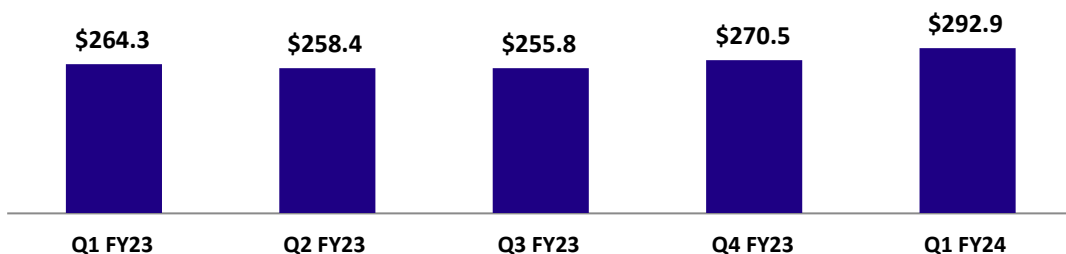


- \$218.5M cash balance, up from \$207.7M primarily due to cash inflows provided by operating activities offset by the increase in PLO and inventory, strategic investments, share repurchases, and the acquisition of new stores
- Repurchased \$3.0M of shares in Q1
- Invested a further \$15M in Founders to fund acquisitions by SMG in Central America
- Substantial liquidity to fund PLO, de novo stores, inorganic growth opportunities, near term debt maturities, and share repurchase program

Q1 FY24 FINANCIAL HIGHLIGHTS

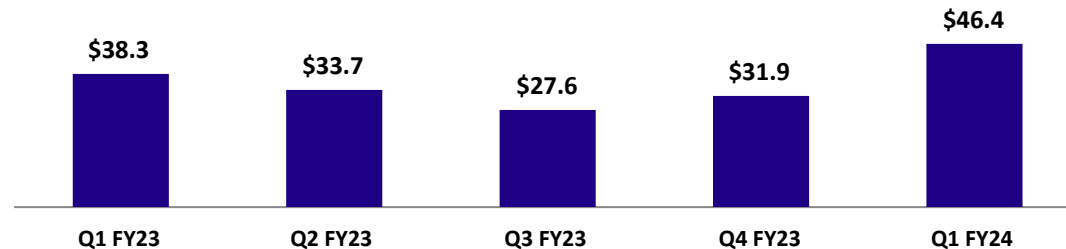
(\$ millions, except per share amounts)

TOTAL REVENUES



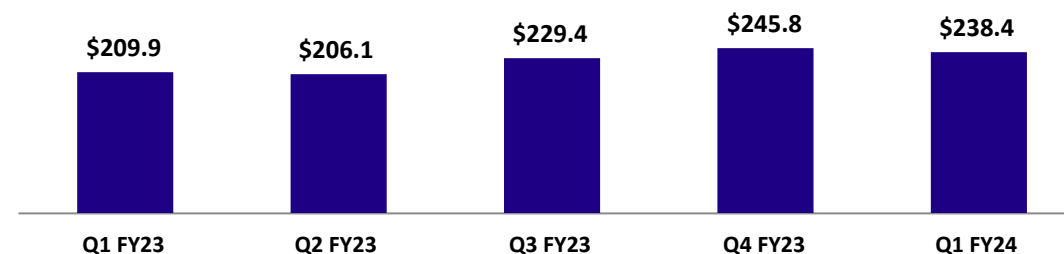
- Total revenues record of \$292.9M, up 11%, driven by higher PSC and sales
- Merchandise sales of \$174.6M, up 7%; same store sales up 3%
- Gross profit of \$168.8M, up 11%, primarily driven by PSC

ADJUSTED EBITDA



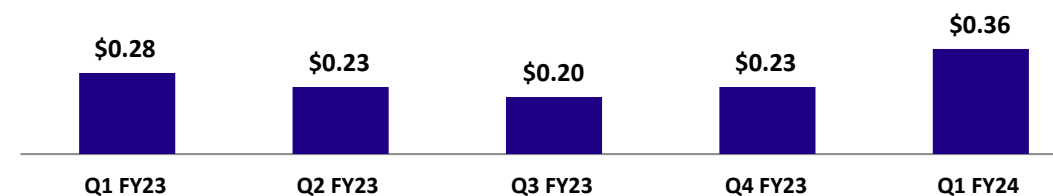
- Adjusted EBITDA of \$46.4M, up 21%

PLO



- Strong consumer demand and excellent customer service continue to propel PLO, resulting in a Q1 record balance of \$238.4M, up 14%
- PSC of \$104.3M, up 13%

ADJUSTED DILUTED EPS



- Adjusted Diluted EPS of \$0.36, up from \$0.28 last year

Q1 FY24 BUSINESS STRATEGY HIGHLIGHTS

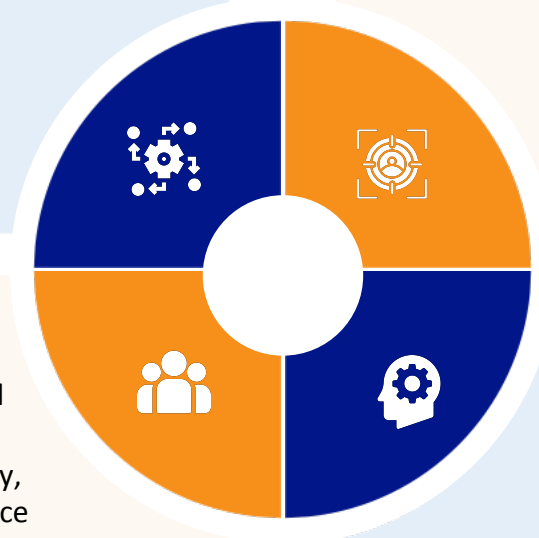
Progression towards our Strategic Goals

STRENGTHEN THE CORE

- Launched rebuild of intelligent pricing engine for better price accuracy across more products globally
- Improved merchandising and tagging strategies in the US to support sales volume
- Refined discounting practices globally to support faster inventory turnover
- Continued to modernize POS back-end, building agility and scalability into systems and processes
- Refocused Q1 in-store activities on customer engagement

TEAM MEMBERS

- Decreased vacancy, driven by holiday staffing initiatives and continued focus on retention
- Implemented Workday Human Capital Management globally, providing team members with improved access to self-service and managerial oversight
- Launched new career path programs: Lead Pawnbroker Onboarding in US and District Manager in Training in LATAM
- Held EZ Elite celebrations to recognize and reward top performers
- Enhanced field bonus plans



CUSTOMER FOCUS

- Grew EZ+ Rewards members to 4.2M globally, with 1.4M transacting in Q1, 0.7M of which were in the U.S. and 0.6M in Mexico
- Increased visits to core pawn websites by 62%, enabled by online advertising
- Revamped Guatemala website guateprenda.com to improve user experience, and launched “Sabías Que” campaign to attract new pawn customers
- Increased transacting customers by 4% across all geographies

INNOVATE & GROW

- Collected \$20.3M in U.S. online payments, up \$8.6M
- Launched online app features of saving payment card details and promotional giveaways with 50%+ of users engaging
- Initiated pilot of online payments in Mexico
- Expanded buy online, pick-up in store to 23 additional stores in Houston
- Enhanced Max Pawn Luxury e-commerce store on eBay

Q1 FY24 SUSTAINABILITY HIGHLIGHTS

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

Contributing to a Circular Economy

Sold approximately 1.4M pre-owned general merchandise and jewelry items procured through pawn forfeitures and direct purchases from customers, extending the useful life of these products

Promoting Diversity and Inclusion

- Newsweek recognized EZCORP as one of America's Greatest Workplaces for Diversity
- Maintained U.S. and LatAm Affinity Groups, EZ Inclusive Conversations, and Internal Communications with Belonging Topic of the Month



Improving Team Member Experience

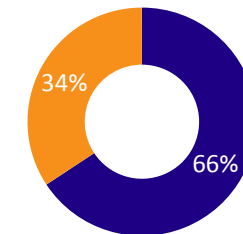
Continued enhancements to field-based communications, scheduling and recognition programs

Community Engagement

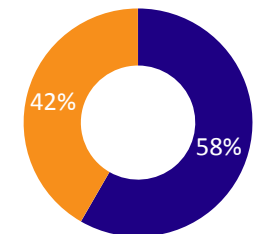
Launched inaugural round of local giving strategy, allowing U.S. districts to donate to charitable organizations; hosted Company-sponsored corporate office volunteer events at local food bank

Q1 FY24 U.S. Race and Ethnicity Demographics

U.S. All Employees



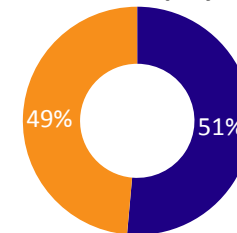
U.S. Management



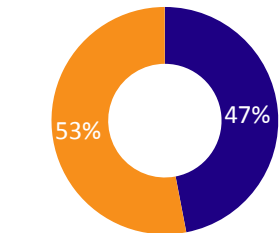
Underrepresented Minority White

Q1 FY24 Global Gender Demographics

Global Employees



Global Management



Female Male



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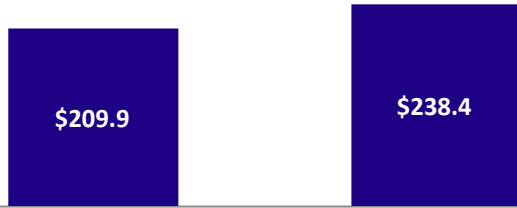
FINANCIAL HIGHLIGHTS

Q1 FY24 FINANCIAL RESULTS – CONSOLIDATED

(\$ millions)



Pawn Loans Outstanding



Q1 FY23 Q1 FY24

- PLO balance up 14%, 12% on a same store basis, due to improved operational performance and continued strong pawn demand



Inventory



Q1 FY23 Q1 FY24

- Inventory increased 3%
- Inventory turnover increased to 2.9x from 2.8x
- Aged GM increased to 1.3% of total GM inventory



Merchandise Margin

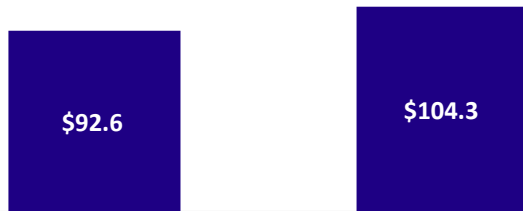


Q1 FY23 Q1 FY24

- Merchandise sales gross profit up 6%, due to increased sales
- Margins were flat, supporting increased inventory turnover



Pawn Service Charges

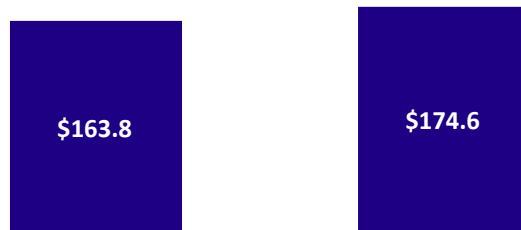


Q1 FY23 Q1 FY24

- PSC up 13%, driven by same store PLO growth and new stores



Merchandise Sales



Q1 FY23 Q1 FY24

- Merchandise sales up 7%, 3% on a same store basis



Adjusted EBITDA



Q1 FY23 Q1 FY24

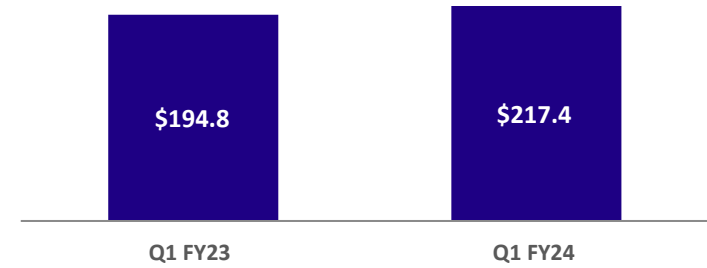
- EBITDA improved \$8.1M or 21%, driven by higher PSC offset by a 7% increase in expenses

Q1 FY24 U.S. PAWN SEGMENT

(\$ millions)

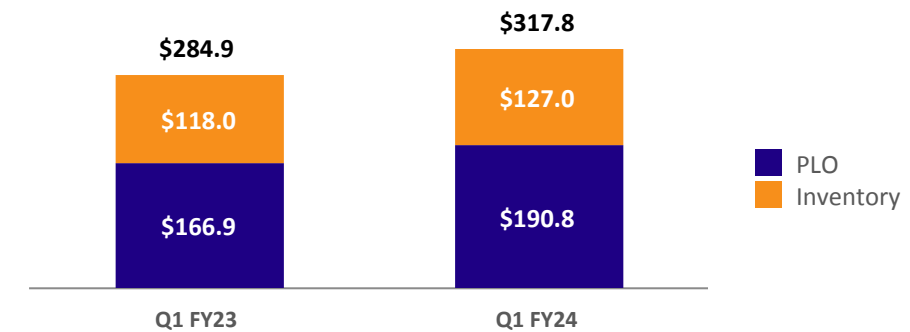


Revenues



- Total Revenues increased \$22.6M or 12%

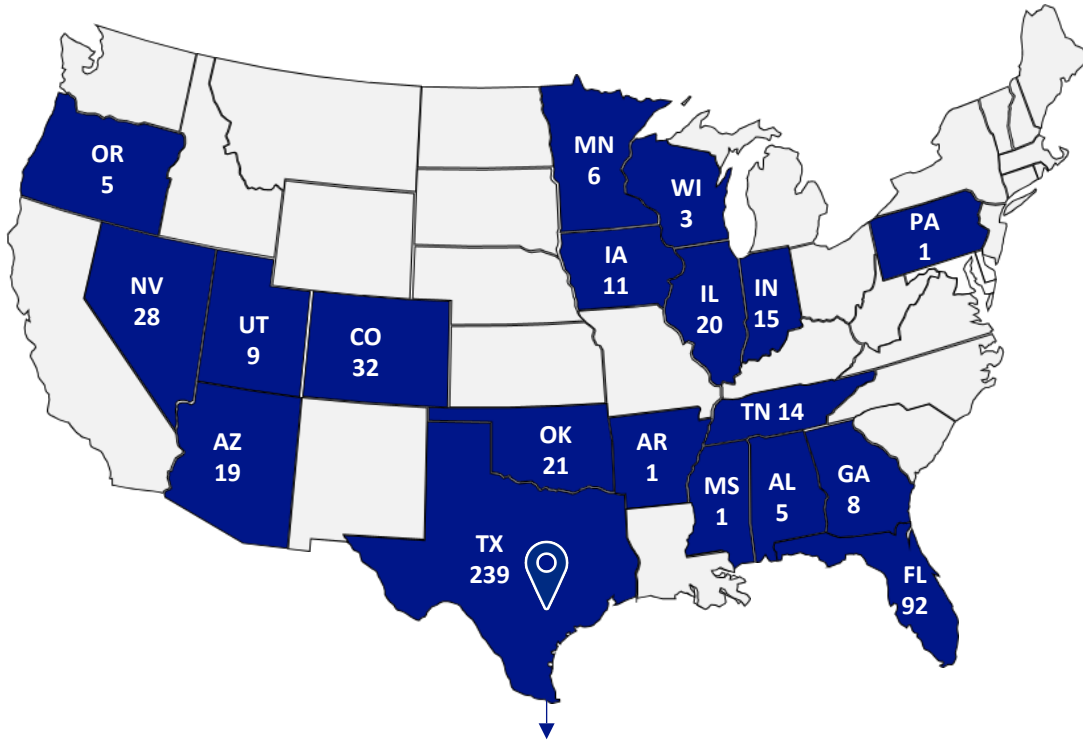
Earning Assets



- Earning Assets increased 12%, driven by PLO increase of 14% and an Inventory increase of 8%

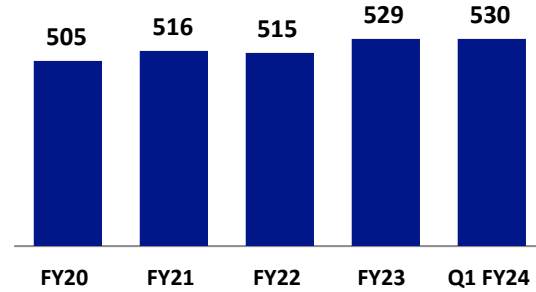
Q1 FY24 U.S. PAWN SEGMENT

530 stores in 19 states



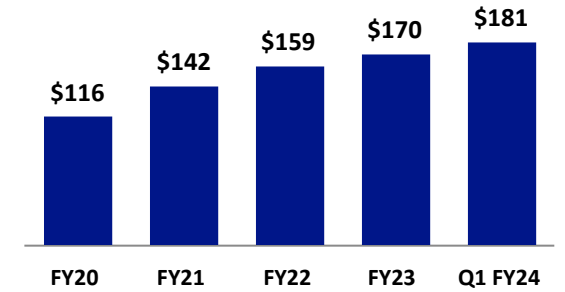
EZCORP corporate headquarters located in Austin, Texas

Store Count



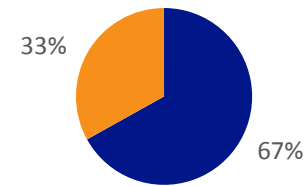
- Acquired 1 store in the quarter

Average Loan Size (GAAP)



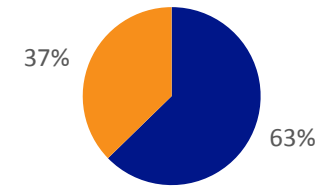
- Average loan size up 6% from the end of FY23, driven by higher jewelry PLO composition

PLO Composition (GAAP)



Jewelry General Merchandise

Inventory Composition (GAAP)



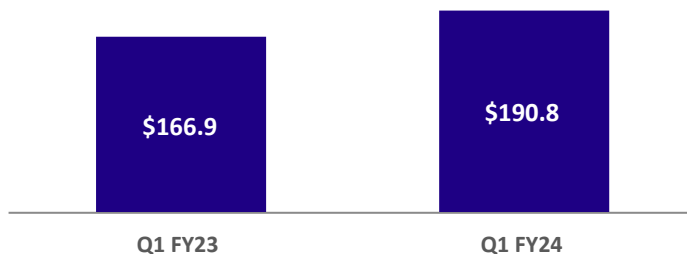
Jewelry General Merchandise

- Jewelry composition up 100 basis points, due to continued operational focus on this category
- General Merchandise composition up 200 basis points, driven by handbags, shoes, and tools

Q1 FY24 FINANCIAL RESULTS – U.S. PAWN

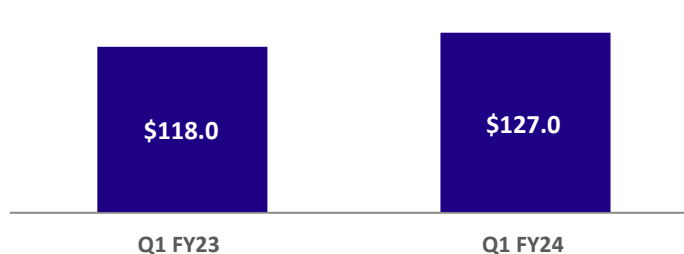
(\$ millions)

Pawn Loans Outstanding



- PLO balance up 14%, 13% on a same store basis, due to improved operational performance and continued strong pawn demand

Inventory



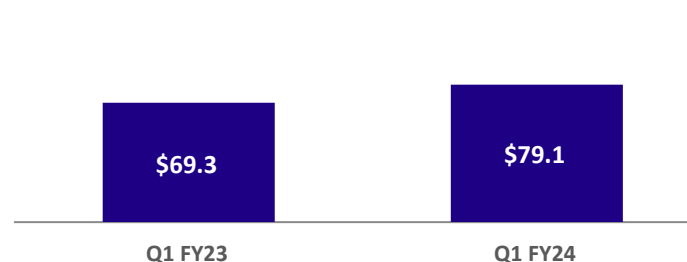
- Inventory increased 8%
- Inventory turnover increased to 2.7x from 2.6x
- Aged GM increased to 1.1% of total GM inventory

Merchandise Margin



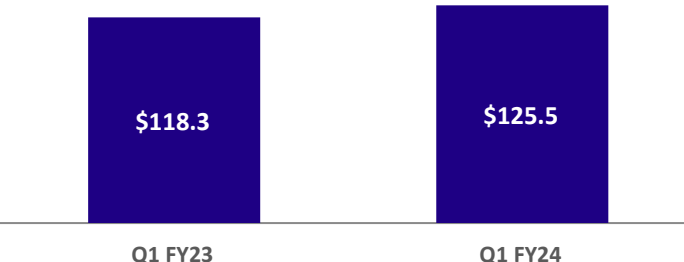
- Merchandise sales gross profit up 4%, due to increased sales, up 6%
- Margin decreased 100 basis points

Pawn Service Charges



- PSC up 14%, driven by same store PLO growth and new stores

Merchandise Sales



- Merchandise sales up 6%, 3% on a same store basis

Adjusted EBITDA



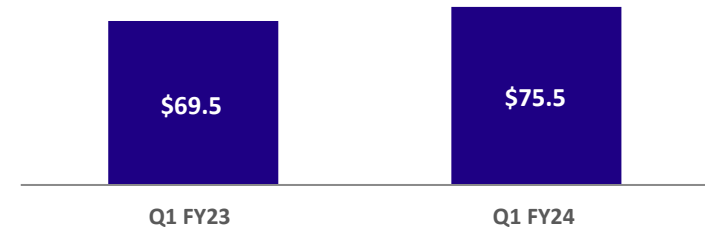
- EBITDA improved \$8.2M or 19%, primarily due to higher PSC, offset by a 5% increase in expenses

Q1 FY24 LATIN AMERICA PAWN SEGMENT

(\$ millions)

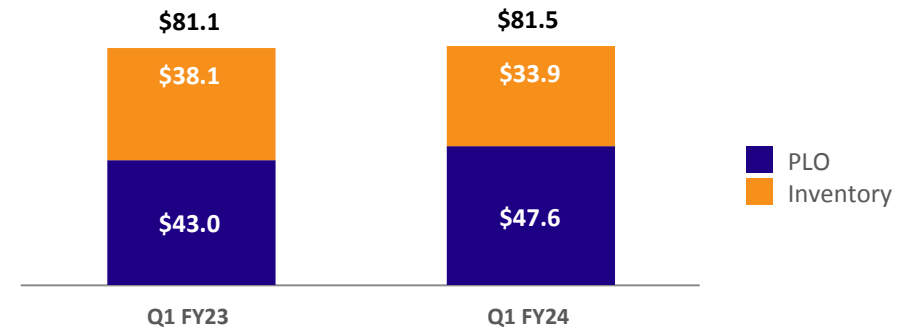


Revenues



- Total Revenues increased \$6.0M or 9%

Earning Assets



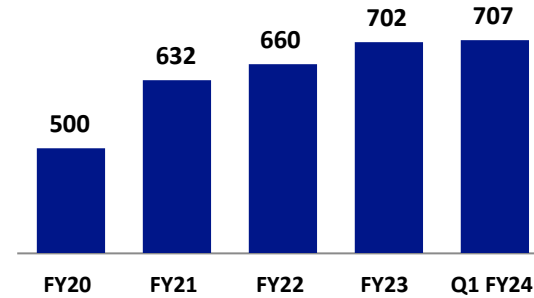
- Earning Assets increased 1%, driven by PLO up 11%, offset by Inventory down 11%

Q1 FY24 LATIN AMERICA PAWN SEGMENT

707 stores in 4 countries

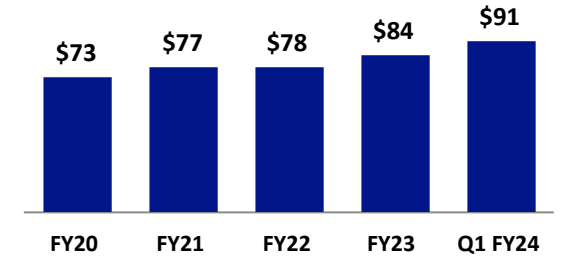


Store Count



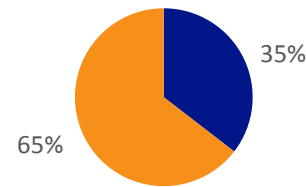
- Opened 2 stores in Mexico and 3 stores in Guatemala in the quarter

Average Loan Size (GAAP)



- Average loan size up 8% from the end of FY23, driven by the jewelry PLO increase

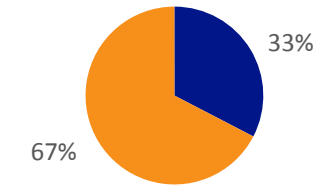
PLO Composition (GAAP)



Jewelry General Merchandise

- Jewelry composition up 500 basis points, with an operational focus on growing this category, especially in Mexico

Inventory Composition (GAAP)



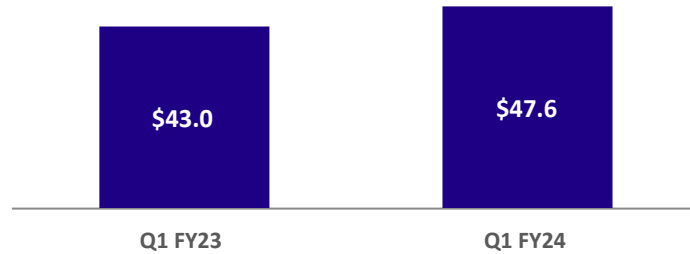
Jewelry General Merchandise

- Jewelry composition up 30 basis points

Q1 FY24 FINANCIAL RESULTS – LATIN AMERICA PAWN

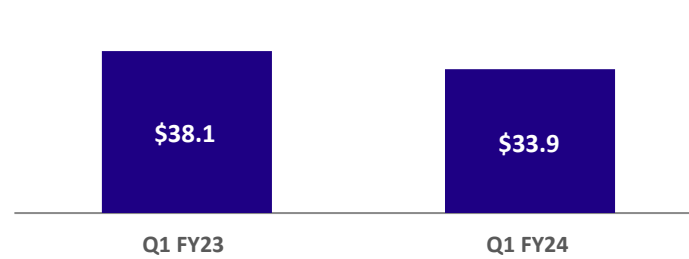
(\$ millions)

Pawn Loans Outstanding



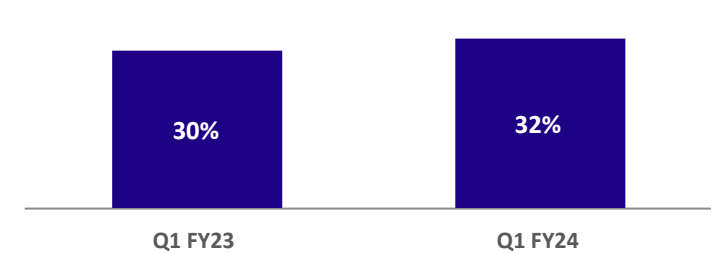
- PLO balance up 11%, 8% on a same store basis, due to improved operational performance and continued strong pawn demand

Inventory



- Inventory decreased 11%, due to increased inventory turnover of 3.9x from 3.3x
- Aged GM decreased to 1.6% of total GM inventory

Merchandise Margin



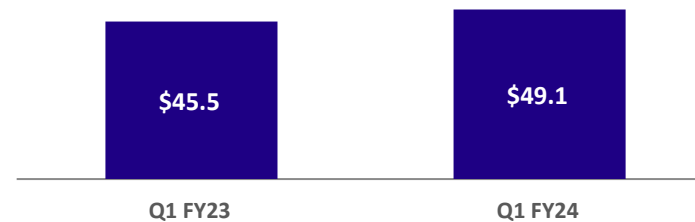
- Merchandise sales gross profit up 14%, driven by increased sales, up 8%, and margin improvement of 200 basis points

Pawn Service Charges



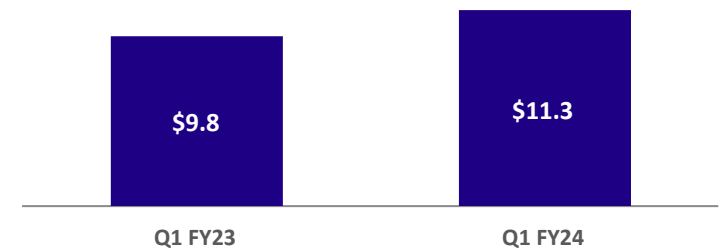
- PSC up 8%, driven by same store PLO growth and new stores

Merchandise Sales



- Merchandise sales up 8%, 4% on a same store basis

Adjusted EBITDA



- EBITDA improved \$1.5M or 16%, driven by higher PSC offset by increased expenses of 10%, primarily due to increases in minimum wage and headcount, higher store count, and rent



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APPENDIX

HIGHER PLO & REVENUES DRIVE INCREASED EARNINGS

Q1 GAAP Results

(\$ millions, except per share amounts)

	Q1		% Δ
	FY24	FY23	B/(W)
Pawn Loans Outstanding	\$ 243.3	\$ 209.9	16%
Total Revenues	\$ 300.0	\$ 264.3	13%
Gross Profit	\$ 172.6	\$ 152.5	13%
Equity in Net Income of Investments	\$ (1.2)	\$ (1.6)	(27)%
Store Expenses	\$ 110.6	\$ 100.8	(10)%
General and Administrative Expenses	\$ 16.5	\$ 15.5	(7)%
Other Income	\$ (0.4)	\$ (0.3)	78%
EBITDA	\$ 47.1	\$ 38.1	24%
Depreciation/Amortization	\$ 8.6	\$ 8.0	(7)%
Interest Expense, Net	\$ 0.8	\$ 5.5	85%
Profit Before Tax	\$ 37.7	\$ 24.5	54%
Income Tax Expense	\$ 9.2	\$ 7.8	(19)%
Net Income	\$ 28.5	\$ 16.8	70%
Diluted EPS	\$ 0.36	\$ 0.25	44%

Gross profit improved 13%, primarily due to higher PSC and sales growth profit, driven by higher average PLO and merchandise sales, respectively

Store Expenses increased, primarily due to increased labor in-line with store activity, higher store count and, to a lesser extent, rent

G&A Expenses increased, primarily due to annual salary increases and an increase in costs related to the implementation of Workday

FY23 Interest Expense included \$3.5M in costs related to extinguishment of debt

HIGHER PLO & REVENUES DRIVE INCREASED EARNINGS

Q1 Adjusted Results

(\$ millions, except per share amounts)

	Q1		% Δ
	FY24	FY23	B/(W)
Pawn Loans Outstanding	\$ 238.4	\$ 209.9	14%
Total Revenues	\$ 292.9	\$ 264.3	11%
Gross Profit	\$ 168.8	\$ 152.5	11%
Equity in Net Income of Investments	\$ (1.2)	\$ (1.6)	(27)%
Store Expenses	\$ 107.6	\$ 100.8	(7)%
General and Administrative Expenses	\$ 16.5	\$ 15.5	(7)%
Other Income	\$ (0.5)	\$ (0.5)	—%
EBITDA	\$ 46.4	\$ 38.3	21%
Depreciation/Amortization	\$ 8.4	\$ 8.0	(5)%
Interest Expense, Net	\$ 0.8	\$ 2.0	58%
Profit Before Tax	\$ 37.2	\$ 28.3	31%
Income Tax Expense	\$ 9.1	\$ 6.7	(35)%
Net Income	\$ 28.2	\$ 21.6	30%
Diluted EPS	\$ 0.36	\$ 0.28	29%

Gross profit improved 11%, primarily due to higher PSC and sales growth profit, driven by higher average PLO and merchandise sales, respectively

Store Expenses increased, primarily due to increased labor in-line with store activity, higher store count and, to a lesser extent, rent

G&A Expenses increased, primarily due to annual salary increases and an increase in costs related to the implementation of Workday

Higher interest income, primarily due to increased market interest rates

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

$$\text{Monthly PLO Yield} = \frac{\left[\frac{\text{Pawn service Charges}}{\text{days in period}} \right] \times 365}{\text{average PLO}} / 12$$

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

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

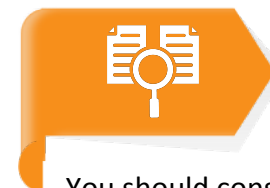
$$\text{Inventory Turnover} = \frac{\left[\frac{\text{total cost of sales}}{\text{days in period}} \right] \times 365}{\text{average net inventory}}$$

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

GAAP to NON-GAAP RECONCILIATION



In addition to the financial information prepared in conformity with U.S. generally accepted accounting principles (“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 Q1 – CONSOLIDATED*



(\$ millions, except per share amounts)

	Base		Item Adjustments		Adjusted Base		Constant Currency Impact		Adjusted Constant Currency	
	FY24	FY24	FY24	FY24	FY24	FY24	FY24	FY24	FY24	FY24
Revenues	\$ 300.0	\$ —	\$ 300.0	\$ (7.1)	\$ 292.9					
PSC Revenues	\$ 106.4	\$ —	\$ 106.4	\$ (2.2)	\$ 104.3					
Merchandise Gross Profit	\$ 64.2	\$ —	\$ 64.2	\$ (1.6)	\$ 62.6					
<i>Merchandise Margin</i>	36 %		36 %		36 %					
Scrap Gross Profit	\$ 1.9	\$ —	\$ 1.9	\$ —	\$ 1.9					
<i>Scrap Gross Margin</i>	13 %		13 %		13 %					
Gross Profit	\$ 172.6	\$ —	\$ 172.6	\$ (3.8)	\$ 168.8					
Store Expenses	\$ 110.6	\$ —	\$ 110.6	\$ (2.9)	\$ 107.6					
General and Administrative Expenses	\$ 16.5	\$ —	\$ 16.5	\$ (0.1)	\$ 16.5					
Other Income	\$ (1.6)	\$ (0.1) (A)	\$ (1.7)	\$ —	\$ (1.7)					
EBITDA	\$ 47.1	\$ 0.1	\$ 47.2	\$ (0.8)	\$ 46.4					
Depreciation and Amortization	\$ 8.6	\$ —	\$ 8.6	\$ (0.2)	\$ 8.4					
EBIT	\$ 38.5	\$ 0.1	\$ 38.6	\$ (0.6)	\$ 38.1					
Interest Expense, net	\$ 0.8	\$ —	\$ 0.8	\$ —	\$ 0.8					
Profit (Loss) Before Tax	\$ 37.7	\$ 0.1	\$ 37.8	\$ (0.6)	\$ 37.2					
Income Tax Expense (Benefit)	\$ 9.2	\$ —	\$ 9.2	\$ (0.2)	\$ 9.1					
Net Income (Loss)	\$ 28.5	\$ 0.2	\$ 28.6	\$ (0.5)	\$ 28.2					
Diluted EPS	\$ 0.36	\$ —	\$ 0.36	\$ —	\$ 0.36					
Diluted Shares Outstanding	\$ 86.8	\$ —	\$ 86.8	\$ —	\$ 86.8					
Pawn Loans Outstanding	\$ 243.3	\$ —	\$ 243.3	\$ (4.9)	\$ 238.4					
Inventory, Net	\$ 164.9	\$ —	\$ 164.9	\$ (4.0)	\$ 160.9					
Net Earning Assets	\$ 408.2	\$ —	\$ 408.2	\$ (8.9)	\$ 399.3					

	Base		Item Adjustments		Adjusted Base	
	FY23	FY23	FY23	FY23	FY23	FY23
	\$ 264.3	\$ —	\$ 264.3			
	\$ 92.6	\$ —	\$ 92.6			
	\$ 58.9	\$ —	\$ 58.9			
	36 %	— %	36 %			
	\$ 0.9	\$ —	\$ 0.9			
	12 %	— %	12 %			
	\$ 152.5	\$ —	\$ 152.5			
	\$ 100.8	\$ —	\$ 100.8			
	\$ 15.5	\$ —	\$ 15.5			
	\$ (1.8)	\$ (0.2) (B)	\$ (2.1)			
	\$ 38.1	\$ 0.2	\$ 38.3			
	\$ 8.0	\$ —	\$ 8.0			
	\$ 30.1	\$ 0.2	\$ 30.3			
	\$ 5.5	\$ (3.5) (C)	\$ 2.0			
	\$ 24.5	\$ 3.8	\$ 28.3			
	\$ 7.8	\$ (1.1) (D)	\$ 6.7			
	\$ 16.8	\$ 4.8	\$ 21.6			
	\$ 0.25	\$ 0.03	\$ 0.28			
	\$ 83.8	\$ —	\$ 83.8			
	\$ 209.9	\$ —	\$ 209.9			
	\$ 156.1	\$ —	\$ 156.1			
	\$ 366.0	\$ —	\$ 366.0			

	FY24 Change (GAAP)	FY24 Change (Constant Currency)
Same Store data:		
PLO	14%	12%
Merchandise Sales	6%	3%

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

Footnote (A) Amount includes a loss of \$0.1 million FX loss impact

Footnote (B) Amount includes a loss of \$0.2 million FX loss impact

Footnote (C) Amount includes \$3.5 million extinguishment of debt related costs

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

GAAP TO NON-GAAP RECONCILIATION Q1 – U.S. PAWN*



(\$ millions)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY24	FY24	FY24	FY24	FY24	FY23	FY23	FY23
Revenues	\$ 217.4	\$ —	\$ 217.4	\$ —	\$ 217.4	\$ 194.8	\$ —	\$ 194.8
PSC Revenues	\$ 79.1	\$ —	\$ 79.1	\$ —	\$ 79.1	\$ 69.3	\$ —	\$ 69.3
Merchandise Gross Profit	\$ 46.8	\$ —	\$ 46.8	\$ —	\$ 46.8	\$ 45.1	\$ —	\$ 45.1
<i>Merchandise Margin</i>	37 %		37 %		37 %	38 %		38 %
Scrap Gross Profit	\$ 1.5	\$ —	\$ 1.5	\$ —	\$ 1.5	\$ 1.0	\$ —	\$ 1.0
<i>Scrap Gross Margin</i>	12 %		12 %		12 %	13 %		13 %
Gross Profit	\$ 127.4	\$ —	\$ 127.4	\$ —	\$ 127.4	\$ 115.4	\$ —	\$ 115.4
Store Expenses	\$ 77.3	\$ —	\$ 77.3	\$ —	\$ 77.3	\$ 73.3	\$ —	\$ 73.3
EBITDA	\$ 50.2	\$ —	\$ 50.2	\$ —	\$ 50.2	\$ 42.0	\$ —	\$ 42.0
Depreciation and Amortization	\$ 2.6	\$ —	\$ 2.6	\$ —	\$ 2.6	\$ 2.8	\$ —	\$ 2.8
EBIT	\$ 47.5	\$ —	\$ 47.5	\$ —	\$ 47.5	\$ 39.3	\$ —	\$ 39.3
Interest Expense, net	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Profit Before Tax	\$ 47.5	\$ —	\$ 47.5	\$ —	\$ 47.5	\$ 39.3	\$ —	\$ 39.3
Pawn Loans Outstanding	\$ 190.8	\$ —	\$ 190.8	\$ —	\$ 190.8	\$ 166.9	\$ —	\$ 166.9
Inventory, Net	\$ 127.0	\$ —	\$ 127.0	\$ —	\$ 127.0	\$ 118.0	\$ —	\$ 118.0
Net Earning Assets	\$ 317.8	\$ —	\$ 317.8	\$ —	\$ 317.8	\$ 284.9	\$ —	\$ 284.9

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

GAAP TO NON-GAAP RECONCILIATION Q1 – LATIN AMERICA PAWN*



(\$ millions)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY24	FY24	FY24	FY24	FY24	FY23	FY23	FY23
Revenues	\$ 82.5	\$ —	\$ 82.5	\$ (7.1)	\$ 75.5	\$ 69.5	\$ —	\$ 69.5
PSC Revenues	\$ 27.4	\$ —	\$ 27.4	\$ (2.2)	\$ 25.2	\$ 23.3	\$ —	\$ 23.3
Merchandise Gross Profit	\$ 17.4	\$ —	\$ 17.4	\$ (1.6)	\$ 15.8	\$ 13.9	\$ —	\$ 13.9
<i>Merchandise Margin</i>	32 %		32 %		32 %	30 %		30 %
Scrap Gross Profit	\$ 0.3	\$ —	\$ 0.3	\$ —	\$ 0.3	\$ —	\$ —	\$ —
<i>Scrap Gross Margin</i>	27 %		27 %		27 %	*		*
Gross Profit	\$ 45.1	\$ —	\$ 45.1	\$ (3.8)	\$ 41.4	\$ 37.1	\$ —	\$ 37.1
Store Expenses	\$ 33.3	\$ —	\$ 33.3	\$ (2.9)	\$ 30.4	\$ 27.5	\$ —	\$ 27.5
Other (Income)/Expense	\$ (0.2)	\$ (0.1) (A)	\$ (0.4)	\$ —	\$ (0.3)	\$ 0.1	\$ (0.2) (B)	\$ (0.2)
EBITDA	\$ 12.1	\$ 0.1	\$ 12.2	\$ (0.9)	\$ 11.3	\$ 9.6	\$ 0.2	\$ 9.8
Depreciation and Amortization	\$ 2.3	\$ —	\$ 2.3	\$ (0.2)	\$ 2.1	\$ 2.2	\$ —	\$ 2.2
EBIT	\$ 9.7	\$ 0.1	\$ 9.9	\$ (0.7)	\$ 9.2	\$ 7.4	\$ 0.2	\$ 7.6
Interest Income, net	\$ (0.4)	\$ —	\$ (0.4)	\$ —	\$ (0.4)	\$ (0.2)	\$ —	\$ (0.2)
Profit Before Tax	\$ 10.1	\$ 0.1	\$ 10.3	\$ (0.7)	\$ 9.6	\$ 7.5	\$ 0.2	\$ 7.7
Pawn Loans Outstanding	\$ 52.5	\$ —	\$ 52.5	\$ (4.9)	\$ 47.6	\$ 43.0	\$ —	\$ 43.0
Inventory, Net	\$ 37.9	\$ —	\$ 37.9	\$ (4.0)	\$ 33.9	\$ 38.1	\$ —	\$ 38.1
Net Earning Assets	\$ 90.4	\$ —	\$ 90.4	\$ (8.9)	\$ 81.5	\$ 81.1	\$ —	\$ 81.1

	FY24 Change (GAAP)	FY24 Change (Constant Currency)
Same Store data:		
PLO	19%	8%
Merchandise Sales	14%	4%

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

Footnote (A) Amount includes a loss of \$0.1 million FX loss impact

Footnote (B) Amount includes a loss of \$0.2 million FX loss impact

CONSOLIDATED GROWTH FY23-FY24 RECONCILIATION*



(\$ millions)

	FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY24 Q1
Continuing Ops PBT	\$ 24.5	\$ (7.3)	\$ 21.3	\$ 13.1	\$ 37.7
Add Back Net Interest	\$ 5.5	\$ 1.5	\$ 0.8	\$ 1.1	\$ 0.8
Add Back Depreciation and Amortization	\$ 8.0	\$ 8.0	\$ 8.0	\$ 8.2	\$ 8.6
Continuing Ops EBITDA	\$ 38.1	\$ 2.1	\$ 30.2	\$ 22.4	\$ 47.1
Discrete Adjustments	\$ 0.2	\$ 31.6	\$ (2.6)	\$ 9.5	\$ 0.1
Adjusted EBITDA	\$ 38.3	\$ 33.7	\$ 27.6	\$ 31.9	\$ 47.2
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ (0.8)
Currency Adjusted Continuing Ops EBITDA	\$ 38.3	\$ 33.7	\$ 27.6	\$ 31.9	\$ 46.4
Continuing Ops Gross Profit	\$ 152.5	\$ 149.2	\$ 148.8	\$ 159.4	\$ 172.6
Discrete Adjustments	\$ —	\$ —	\$ —	\$ —	\$ —
Adjusted Gross Profit	\$ 152.5	\$ 149.2	\$ 148.8	\$ 159.4	\$ 172.6
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ (3.8)
Currency Adjusted Continuing Ops Gross Profit	\$ 152.5	\$ 149.2	\$ 148.8	\$ 159.4	\$ 168.8
EBITDA Margin	14 %	13 %	11 %	12 %	16 %
GAAP Diluted EPS	\$ 0.25	\$ (0.12)	\$ 0.24	\$ 0.15	\$ 0.36
Discrete Adjustments Impact to EPS	\$ 0.03	\$ 0.35	\$ (0.04)	\$ 0.08	\$ —
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ —
Adjusted Diluted EPS	\$ 0.28	\$ 0.23	\$ 0.20	\$ 0.23	\$ 0.36

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

Q1 FY24 Adjusted Diluted EPS Calculation

(\$ millions, except per share amounts)

	Q1 GAAP		Q1 Adjusted	
	FY24	FY23	FY24	FY23
Basic earnings per common share:				
Net income - Basic (Adjusted)	\$ 28.5	\$ 16.8	\$ 28.2	\$ 21.6
Weighted shares outstanding - Basic	\$ 55.1	\$ 56.3	\$ 55.1	\$ 56.3
Basic earnings per common share	\$ 0.52	\$ 0.30	\$ 0.51	\$ 0.38
Diluted earnings per common share:				
Net income - Basic (Adjusted)	\$ 28.5	\$ 16.8	\$ 28.2	\$ 21.6
Add: Convertible notes interest expense, net of tax	\$ 2.7	\$ 4.5	\$ 2.7	\$ 2.0
Net income - Diluted (Adjusted)	\$ 31.1	\$ 21.3	\$ 30.8	\$ 23.7
Weighted shares outstanding - Basic	\$ 55.1	\$ 56.3	\$ 55.1	\$ 56.3
Effect of dilution from if-converted convertible notes	\$ 30.4	\$ 26.4	\$ 30.4	\$ 26.4
Effect of dilution from equity-based compensation awards	\$ 1.3	\$ 1.1	\$ 1.3	\$ 1.1
Weighted shares outstanding - Diluted	\$ 86.8	\$ 83.8	\$ 86.8	\$ 83.8
Diluted earnings per common share	\$ 0.36	\$ 0.25	\$ 0.36	\$ 0.28

- Adoption of new accounting standards for convertible notes in ASU 2020-06 at the beginning of Q1 2022
- Under this standard the dilutive effect of the convertible notes on EPS is accounted for by the if-converted method
 - This method requires that the numerator be adjusted by the interest expense on an after-tax basis
 - This method also assumes the notes are converted at the beginning of the period and the resulting common shares should be included in the denominator
- Application of the if-converted method is only applicable if impact is dilutive
- The if-converted calculations are not affected by the company's current stock price in relation to the conversion price
- Impact to diluted EPS is only accounted for on a prospective basis (not retroactive)

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 months ended December 31, 2023 and 2022 were as follows:

		Mexican Peso	Guatemalan Quetzal	Honduran Lempira	Australian Dollar
December 31,	2023	17.0	7.7	24.3	1.5
	2022	19.5	7.7	24.4	1.5
Three Months Ended December 31,	2023	17.5	7.6	24.4	1.5
	2022	19.7	7.7	24.3	1.5



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THANK YOU

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