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**Third Quarter Fiscal 2020 Earnings**

August 5, 2020

# Preliminary Statements

## **Forward Looking Statements**

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

## **Other Available Information**

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

## **Adjusted Information**

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

## **Market Comparisons**

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

## **Defined Terms**

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

# Company Overview

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

**1,007 Pawn Stores**



## Ready to Meet Our Customers' Needs

- Sufficient cash on hand to fund loan demand
- Provider of affordable general merchandise and jewelry

## Scale-Enabled

- 1,007 stores\* and 6,742 team members in 6 countries
- Strong and differentiated point of sale system

## Diversified

- USA - 511 stores
- Latin America - 496 stores

## Positioned for Growth

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

# Management Actions in the Current Environment

## Resilient through the crisis

### Team Members

#### Focus on Team Member Retention & Well Being

- Strict adherence to CDC safety guidelines in U.S. and local government guidelines in LatAm
- Telemedicine offered to all U.S. team members at no cost
- Endorsements from customers and team members on the safety and security activities undertaken
- Created a new Diversity and Inclusion position which continues to be a focus of the business
- Attrition continues to drop (store turnover is down 10% in the U.S. and 16% in LatAm in F3Q20 vs. F3Q19)

### Customers

#### Consistent Service

- Recession-resilient business
- Pawn shops remain an essential service for an underserved customer base
  - Virtually all stores (99%) open as of 7/31/20
- Focused on continuing to meet customers' needs for cash
  - We are ready to lend as our customers have needs
- Provider of affordable merchandise for working and schooling from home

### Financial

#### Balance Sheet Strength & Cost Optimization

- Strong balance sheet with \$311M of cash as of 6/30/20
- No near-term debt maturities or restrictive debt covenants
- Well-funded and well-capitalized through stress scenarios
- Focus on reducing costs
  - Ongoing efforts to reduce costs, primarily focused on administrative expenses
  - Rationalizing noncore operations (exiting CashMax business in Canada)

# F3Q20 Highlights

## KEY FINANCIAL THEMES

## QUARTERLY HIGHLIGHTS

### Revenue Growth

- Total revenue up 5% driven by higher merchandise and scrap sales offset by lower pawn service charges (PSC)
- Merchandise sales up 31% Y/Y reflecting ongoing demand for affordable merchandise for working and schooling from home
- Scrap sales up 15%, with related gross profit up 72%

### Effective U.S. Inventory Management

- U.S. merchandise margin expanded Q/Q to 37% reflecting effective aged inventory management
- U.S. Aged GM inventory \$ reduced by 58% Y/Y, improving to 4.9% of total from 6.3% at 6/30/2019
- Sales Gross Profit up 37% Y/Y driven by improved inventory turns
- LatAm aged inventory, which is at 18.5% as a result of a more challenging environment as well as extended store closures at GPMX, is an area of focus

### Near-Term Pressure on Earnings

- F3Q20 EPS of (\$0.01)
- PLO/PSC decline largely related to stimulus payments depressing pawn loan demand and ongoing headwinds from COVID-19
- Higher effective tax rate on shifting business mix
- Adjusted EBITDA of \$5.8M in F3Q20

### Strong Liquidity and Capital Ready for Return in Loan Demand

- Over \$100M of cash build in the quarter (\$311M cash balance at 6/30/20 vs. \$194M at 3/31/20)
- Controlled capital expenditures
- Strong balance sheet to fund PLO, de novo stores, and inorganic growth

*Accomplishments in F3Q20 on this slide unless otherwise stated. Amounts in this presentation are continuing operations only and comparisons are relative to same period in prior year unless otherwise stated. Amounts in this presentation are adjusted for discrete items and constant currency unless otherwise identified and reflect the correction of immaterial errors in prior periods, as discussed in the footnotes to the annual report on Form 10-K. EZCORP Same Store amounts in this presentation exclude pawn stores acquired unless outstanding for the entire periods presented. See "EZCORP GAAP Results" in "Additional Information" and "GAAP to Non-GAAP Reconciliation."*

# State of the Consumer

## Recent Trends Expected to Drive Increased Cash Needs Post Any Subsequent Stimulus

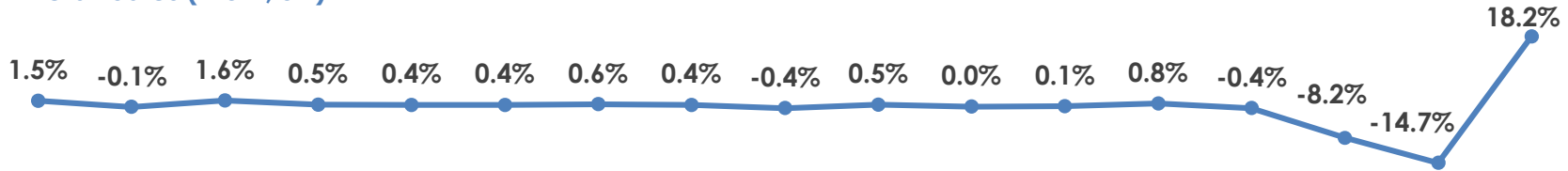
Jobless Claims<sup>1</sup>



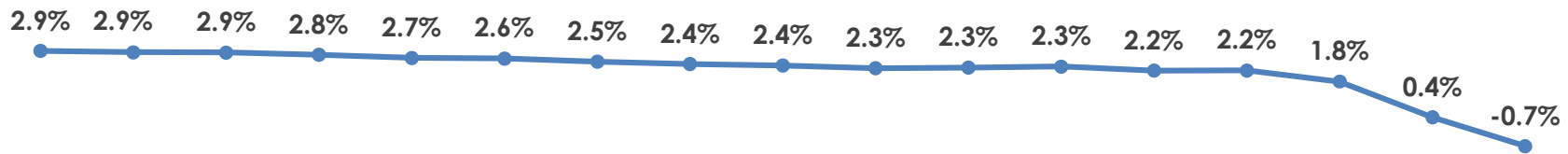
Consumer Confidence<sup>2</sup>



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



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



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

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

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

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

Note: graphs are not to scale.

# The Path Forward To Strengthen And Grow The Core

As we continue to be our customers' first and best choice for their short-term cash needs

1

## Optimize Cost Structure

- The Company is targeting significant cost savings
- Focused on reducing administrative overhead and operational expenses
- Rationalizing noncore activities

2

## Strengthen Core Business Operations

- Foster high performance and tenured store team members
- Optimization in pricing, lending and transactional efficiencies
- Ongoing modernization of our IT and data assets

3

## Innovate and Grow

- Giving our customers the choice of service via stores, at curbside, via Lana, online or by phone
- Leverage Digital marketing to capture new customers
- Store growth and expansion to potential new markets

The strategic plan builds on initiatives developed throughout FY20 and is under-pinned by a strong balance sheet and a relentless focus on our customers and team members

# 1 Optimize Cost Structure

**Management is identifying opportunities to improve the cost structure while growing the core business**

- Reducing corporate costs
- Reducing operational expenses in accordance with lower transaction volume
- Selectively reducing the spending on digital assets
- Taking a balanced approach to growth and maintenance capex in FY21
- Shutting down the non-core CashMax operation over the next few months

The Company is targeting significant cost savings in FY21, and we will communicate our progress on these efforts beginning in the fiscal 4th quarter.



## 2 Strengthen Core Business Operations

Strategic focus on operating disciplines and modernization of critical IT systems

### Continuous Optimization

- Investing in system-generated pricing to improve the overall customer experience, team member productivity and profitability
- Enabling automated lending guidance, creating opportunity for expanded return on earning assets (ROEA)
- Original loan to value ratios on forfeited collateral reduced 12% in the U.S. and 15% in Mexico strengthening future selling margin opportunities
- Customer-centric learning culture, enabling innovation through crisis (e.g. pay by phone, curbside pawn service)
- Focus on team member retention, creating systems and process to help develop new team members into professional Pawnbrokers and increasing productivity

### Modernize IT

- POS rollout across core markets well progressed, with El Salvador and Guatemala to be completed in F4Q20 enabling increased standardization across geographies
- Key customer interactions now available for omni-channel access across store tablets and digital, including Retail Sales, Layaways, Loan Extensions, and Customer Lookup
- Centralized management of data assets well progressed, enabling single view of customer and inventory across store and digital channels this year
- Core store network upgrades complete, increasing resilience, removing risk through disaster recovery

# 3 Innovate and Grow

Creating competitive advantage through superior customer experience

## Create Customer Choice

- Account servicing through Lana – see next page
- Strong customer adoption of Pay by Phone, averaging more than 10,000 payments per week through May and June
- Cross-store loan payments in Mexico on track for 2x growth in July, following April launch, similar impact in the U.S. following November launch
- Curbside pawn enabled for selective use in more than 130 locations

## Leverage Digital to Capture New Customers

- Over 15M brand impressions and 5M unique consumers engaged via Social Media, driving 100,000 consumers to our digital assets since end of F2Q20
- More than 2.5x more monthly activity via Online websites (ezpawn.com) since end of F1Q20
- Now ranking in Top 10 for Google pawn related searches (ezpawn.com), up from Top 100 since end of F2Q20
- Evaluating focused Google Reviews effort to drive customer and store team engagement

### 3 Innovate and Grow (continued)

Creating competitive advantage through superior customer experience

#### Store Growth

- LatAm de novo efforts on track to open 23 new stores in FY20, forecast to open 25 new stores in FY21
- Continuous discipline in market scanning for store acquisition opportunities in core markets
- Potential new markets being explored for core pawn business operations

#### Lana

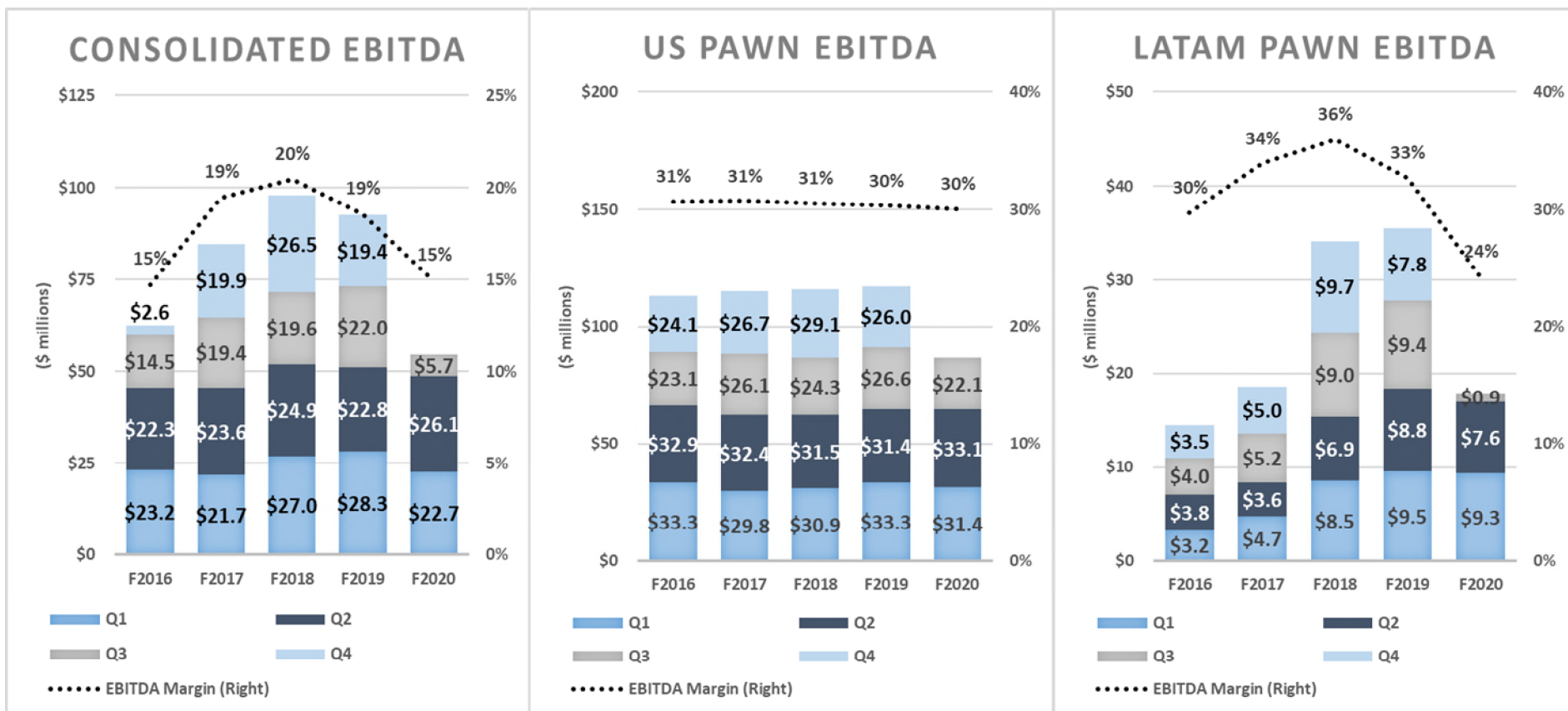
- Organization-wide focus on Lana as the Digital loan servicing platform for customers
- More than 32,000 Lana accounts at F3Q20, up from over 8,000 at end of F2Q20 (and over 40,000 at end of July)
- Available in 374 stores, up from 159 stores at 3/31/20
- Over 10,000 extensions in July, more than 6x the number of extensions in March
- Coming in calendar 2020: Ability to make payments from customer debit card of choice and view / pay layaways

The screenshot shows the Lana mobile app interface for loan extension. At the top, it displays the app name and logo. Below that, it shows the loan ID #07000011 and asks if the details are correct. The extension details table shows a new due date of Wed, Jul 22, a new last day of grace of Sat, Aug 22, an extension payment of \$6.00, and 15 days extended. There are two payment options: 'Pay with a Lana bank account' (with a note 'Get \$10 for opening an account') and 'Pay with a debit card' (which is selected and highlighted with a blue border). The debit card form includes fields for card number, expiry date, CVV, and ZIP. At the bottom, there is a 'Yes, extend loan' button with a right arrow.

Extension details	
New due date	Wed, Jul 22
New last day of grace	Sat, Aug 22
Extension payment	\$6.00
Days extended	15 days

# Long-Term EBITDA Growth/Margins

Recent performance reflects paydown of pawn loans. Pre-COVID growth is strong.



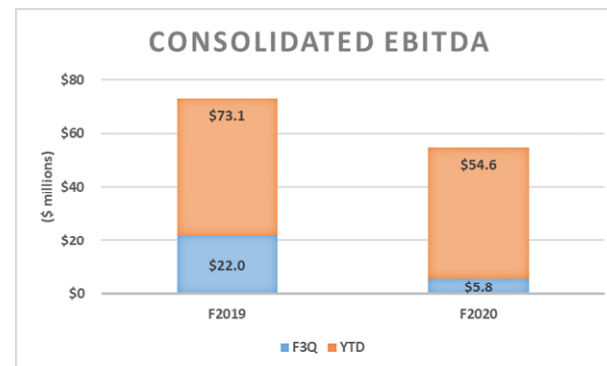
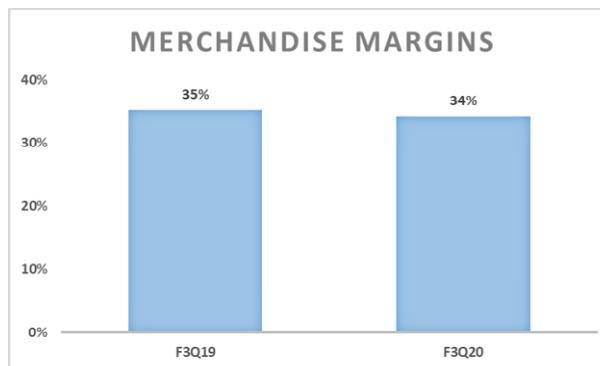
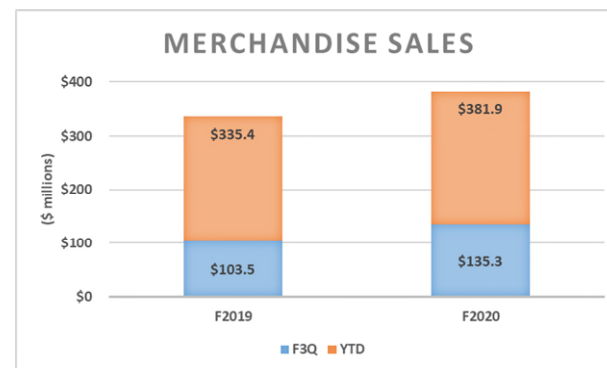
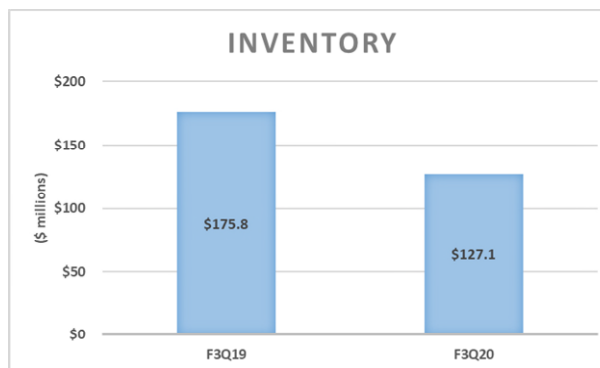
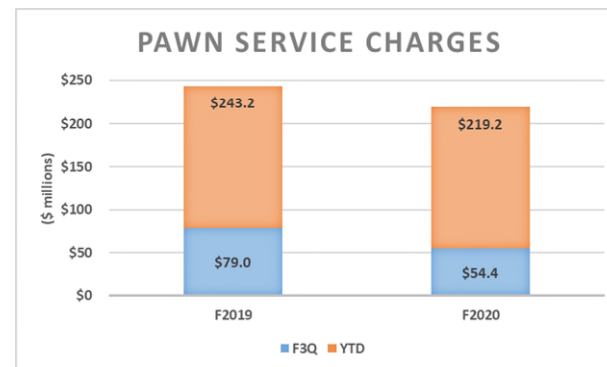
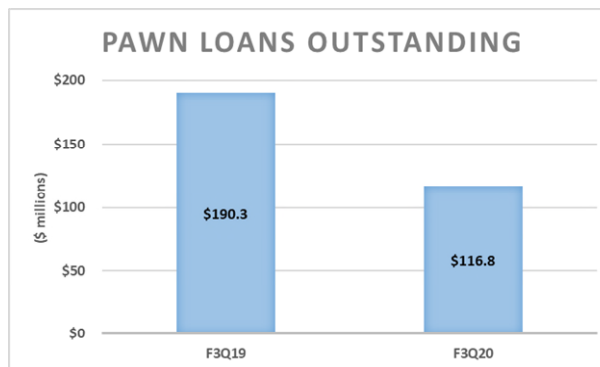
**Long-Term Growth**  
14% CAGR (F2016-F2019)

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

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

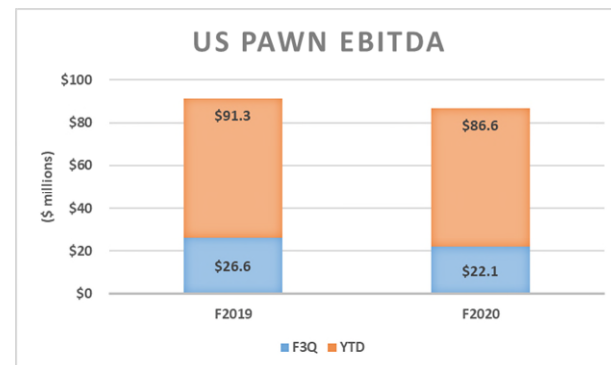
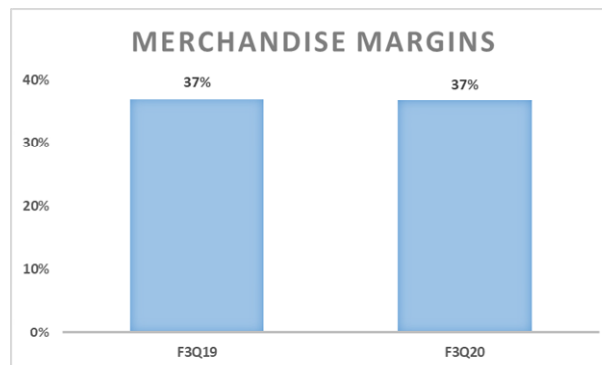
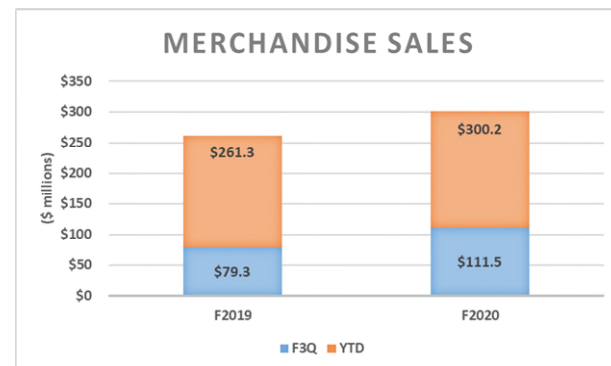
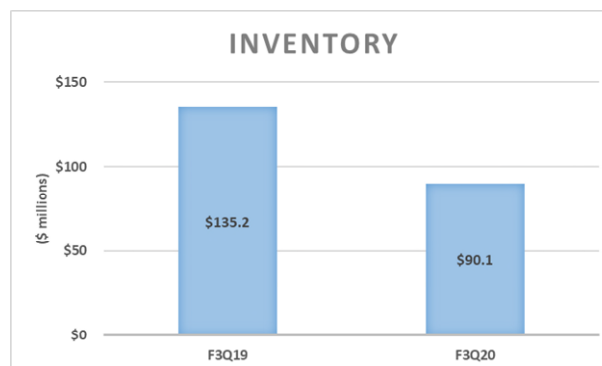
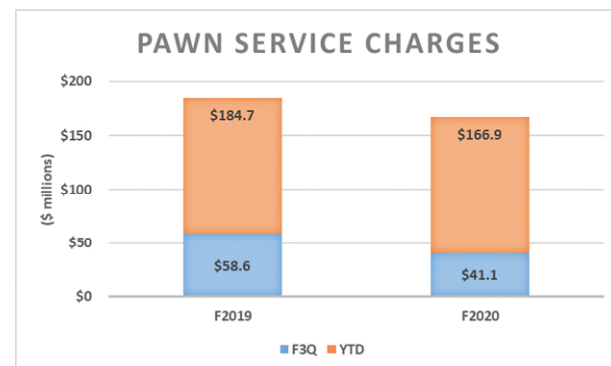
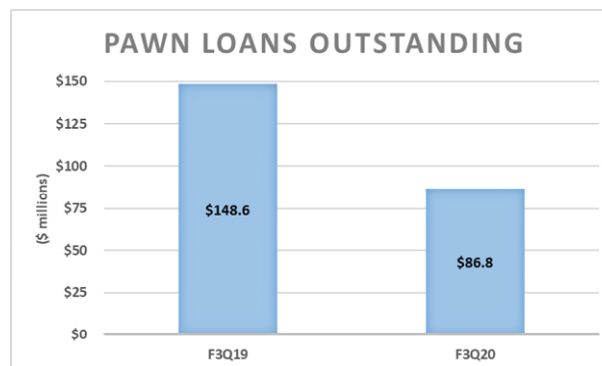
# Financial Highlights - Consolidated

- PLO balance of \$117m down 39% Y/Y largely related to the impact of stimulus payments depressing pawn loan demand and headwinds from COVID-19
- Merchandise sales grew 31%
  - Same store sales growth (SSSG) of 34%
  - Led by merchandise helpful in a shelter-at-home situation
- Total inventory decreased 28% reflecting a 46% increase in inventory turns to 2.9x
- Merchandise margins holding steady through ongoing progress in the liquidation of aged inventory
- F3Q20 EBITDA impacted by lower PSC



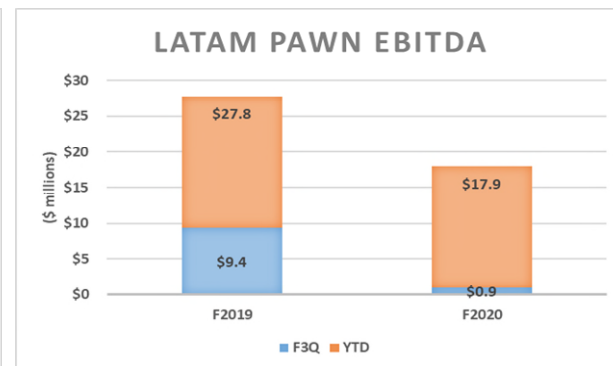
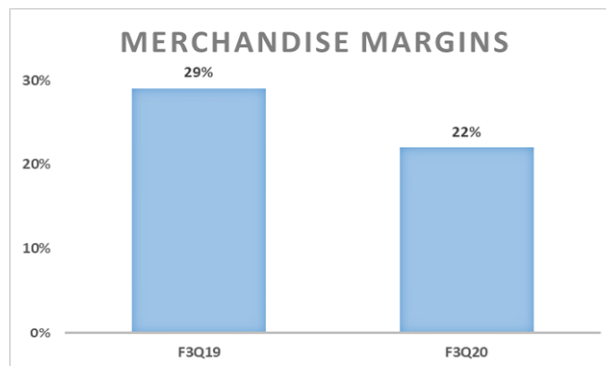
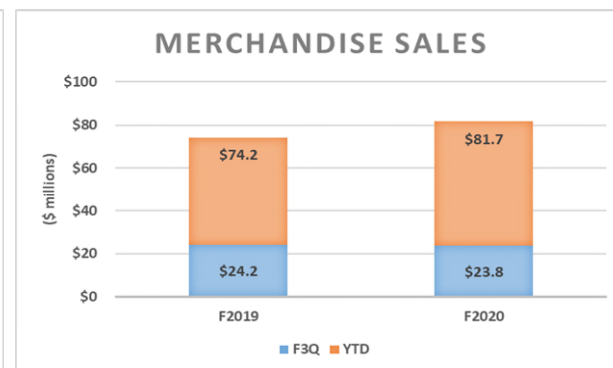
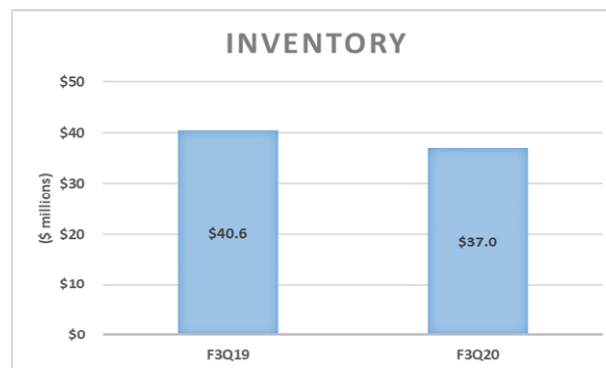
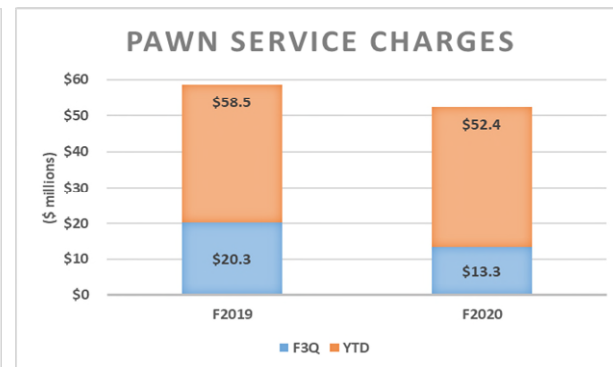
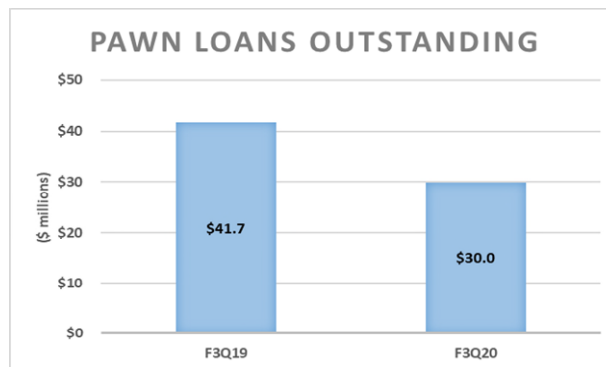
# Financial Highlights – U.S. Pawn

- Quarter-end PLO down 42% YoY reflecting COVID-related headwinds
- PSC down 30% driven by lower average PLO for the quarter partially offset by Y/Y improvement in PLO yield
- Merchandise sales grew 41% Y/Y
  - Same store sales grew 38%
  - Annualized inventory turns grew 62% Y/Y to 3.1x
- Merchandise margin steady vs. the prior-year quarter driven by effective inventory management
  - Aged GM inventory improved to 4.9% from 6.3% at 6/30/19
- Operating expenses remain well-managed with costs flat to prior year
- F3Q20 EBITDA down 17% Y/Y, with lower PSC partially offset by higher merchandise sales and scrap gross profits



# Financial Highlights – Latin America Pawn

- PLO down 28% to \$30m largely reflecting COVID-19 headwinds including ongoing store closures at GPMX, as well as continuing social welfare programs in Mexico
- PSC down 35% Y/Y driven by lower average PLO for the quarter and a lower yield due primarily to COVID store closures in GPMX
- Merchandise sales were down 2% reflecting reduced in-store traffic and COVID-related store closures in GPMX
  - SSSG of -5%
- Merchandise margin declined 710 bps; focused on long-term inventory yield improvement (inventory turns held steady at 2.3x)
  - Aged GM inventory is an area of focus
- EBITDA down Y/Y on lower PSC and merchandise gross profit partially offset by reduced expenses



# Appendix



# Pause in Pawn Loan Demand Weighs on EBITDA/EPS

## EZCORP GAAP Results

\$ Millions	Q3			YTD		
	FY20	FY19	%Δ B/(W)	FY20	FY19	%Δ B/(W)
<b>Pawn Loans Outstanding</b>	<b>\$113.3</b>	<b>\$190.3</b>	<b>-40%</b>			
Total Revenue	\$210.2	\$202.5	4%	\$656.0	\$632.9	4%
<b>Net Revenue</b>	<b>\$102.2</b>	<b>\$115.9</b>	<b>(12)%</b>	<b>\$359.6</b>	<b>\$373.6</b>	<b>-4%</b>
Equity in Net Income Investments	\$(1.2)	\$1.3	NM	\$(5.9)	\$0.6	NM
Operations Expenses	\$83.8	\$86.1	3%	\$310.0	\$266.7	(16)%
Administrative Expenses	\$14.7	\$13.7	(7)%	\$46.7	\$41.8	(12)%
Other (Income)/Expense	\$0.4	\$-	(100)%	\$1.0	\$23.2	NM
<b>EBITDA</b>	<b>\$2.2</b>	<b>\$17.4</b>	<b>(87)%</b>	<b>\$ (3.9)</b>	<b>\$42.4</b>	<b>(109)%</b>
Depreciation/Amortization	\$7.7	\$7.3	(5)%	\$23.2	\$21.1	(10)%
Interest Expense, Net	\$4.8	\$6.7	28%	\$14.2	\$17.6	19%
<b>Profit Before Tax</b>	<b>\$ (10.2)</b>	<b>\$3.5</b>	<b>NM</b>	<b>\$ (41.3)</b>	<b>\$3.7</b>	<b>NM</b>
Income Taxes	\$(4.8)	\$0.1	NM	\$3.8	\$1.4	NM
Non-Controlling Interest	\$-	\$-	NM	\$-	\$(1.2)	(100)%
<b>Continuing Ops Net Income Attributable</b>	<b>\$ (5.5)</b>	<b>\$3.4</b>	<b>NM</b>	<b>\$(45.1)</b>	<b>\$3.6</b>	<b>NM</b>
<b>Continuing Ops Diluted EPS</b>	<b>(0.10)</b>	<b>\$0.06</b>	<b>NM</b>	<b>\$ (0.81)</b>	<b>\$0.06</b>	<b>NM</b>

Total revenue growth driven by a 33% increase in merchandise sales partially offset by a significant reduction in PSC. F3Q20 includes \$2.2m of product losses due to stores impacted by riots and looting.

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

F3Q20 EPS impacted by COVID-19 and riots/looting expenses. F3Q19 EPS impacted by \$4.6m historical VAT adjustment in merchandise sales.

# Pause in Pawn Loan Demand Weighs on EBITDA/EPS

## EZCORP Continuing Operations Adjusted Results

\$ Millions	Q3			YTD		
	FY20	FY19	%Δ B/(W)	FY20	FY19	%Δ B/(W)
<b>Pawn Loans Outstanding</b>	<b>\$116.8</b>	<b>\$190.3</b>	<b>-39%</b>			
Total Revenue	\$216.5	\$207.0	5%	\$662.0	\$636.3	4%
<b>Net Revenue</b>	<b>\$107.4</b>	<b>\$120.4</b>	<b>(11)%</b>	<b>\$364.7</b>	<b>\$377.0</b>	<b>-3%</b>
Total Operating Expenses	\$100.2	\$99.8	0%	\$311.1	\$307.7	1%
Equity in Net Income Investments	\$ (1.2)	\$1.3	(192)%	\$1.2	\$3.6	(69)%
Operations Expenses	\$85.7	\$86.1	0%	\$264.7	\$266.4	1%
Administrative Expenses	\$14.4	\$13.6	(6)%	\$46.3	\$41.3	(12)%
CCV (Income)/Loss Share	\$1.2	\$(1.3)	NM	\$(1.2)	\$(3.6)	(69)%
Other (Income)/Expenses	\$0.3	\$(0.0)	NM	\$0.2	\$(0.1)	NM
<b>EBITDA</b>	<b>\$5.7</b>	<b>\$21.9</b>	<b>(74)%</b>	<b>\$54.6</b>	<b>\$73.1</b>	<b>-25%</b>
Depreciation/Amortization	\$7.9	\$7.3	(10)%	\$23.4	\$21.1	(11)%
Interest Expense, Net	\$1.5	\$1.1	(36)%	\$4.6	\$3.3	(39)%
<b>Profit Before Tax</b>	<b>\$ (3.5)</b>	<b>\$13.6</b>	<b>(126)%</b>	<b>\$26.6</b>	<b>\$48.7</b>	<b>(45)%</b>
Income Taxes	\$ (2.8)	\$4.9	157%	\$8.9	\$15.0	41%
Non-Controlling Interest	\$0.0	\$-	NM	\$-	\$(1.2)	NM
<b>Continuing Ops Net Income Attributable</b>	<b>\$ (0.7)</b>	<b>\$8.8</b>	<b>(108)%</b>	<b>\$17.7</b>	<b>\$34.9</b>	<b>(49)%</b>
<b>Adjusted Continuing Ops Diluted EPS</b>	<b>\$ (0.01)</b>	<b>\$0.16</b>	<b>(106)%</b>	<b>\$0.32</b>	<b>\$0.63</b>	<b>-49%</b>

Q3 revenue growth driven by higher merchandise and scrap sales partially offset by lower PSC reflecting ongoing COVID-19 impacts.

Under review for savings opportunities.

Q3 Adjusted EBITDA down on lower net revenue largely related to stimulus payments depressing pawn loan demand

Q3 Adjusted EPS decline primarily reflected lower PSC.

# Definition of Terms

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

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

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

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

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

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

## GAAP to Non-GAAP Reconciliation

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

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

# GAAP to Non-GAAP Reconciliation Q3 – Continuing Operations\*

\$Millions	Base	Discrete Item	Adjusted	Constant	Adjusted	Base	Mexico	Discrete	Adjusted
	FY20	Adjustments	Base	Currency	Constant	FY19	Buy/Sell	Item	FY19
	FY20	FY20	FY20	Impact	Currency	FY19	FY18	Adjustments	FY19
				FY20	FY20			FY19	FY19
<b>Revenues</b>	<b>210.2</b>	<b>0.0</b>	<b>210.2</b>	<b>6.3</b>	<b>216.5</b>	<b>202.5</b>	<b>0.0</b>	<b>4.6</b>	<b>207.0</b>
PSC Revenue	52.5	0.0	52.5	1.9	54.4	79.0	0.0	0.0	79.0
Merchandise Gross Profit	44.7	2.2 (A)	46.9	1.0	47.9	33.6	0.0	(F) 4.6	38.2
<i>Merchandise Margin</i>	<i>33%</i>		<i>34%</i>		<i>34%</i>	<i>32%</i>	<i>0%</i>		<i>35%</i>
Scrap Gross Profit	4.1	0.0	4.1	0.0	4.2	2.4	0.0	0.0	2.4
<i>Scrap Margin</i>	<i>20%</i>		<i>20%</i>		<i>20%</i>	<i>13%</i>	<i>0%</i>		<i>13%</i>
Other Revenues, Net	0.9	0.0	0.9	0.0	0.9	0.8	0.0	0.0	0.8
<b>Net Revenue</b>	<b>102.2</b>	<b>2.2</b>	<b>104.4</b>	<b>3.0</b>	<b>107.4</b>	<b>115.9</b>	<b>0.0</b>	<b>4.6</b>	<b>120.4</b>
Operating Expense	83.8	(0.5) (B)	83.3	2.4	85.7	86.1	0.0	0.0	86.1
Corporate Expenses	14.7	(0.3) (C)	14.4	0.0	14.4	13.7	0.0	(0.0)	13.7
Other Expenses	1.4	(0.1) (C)	1.4	0.0	1.4	(1.3)	0.0 (G)	(0.1)	(1.4)
<b>EBITDA</b>	<b>2.2</b>	<b>3.1</b>	<b>5.3</b>	<b>0.6</b>	<b>5.7</b>	<b>17.4</b>	<b>0.0</b>	<b>4.6</b>	<b>22.0</b>
Depreciation and Amortization	7.7	0.0	7.7	0.3	7.9	7.3	0.0	0.0	7.3
<b>EBIT</b>	<b>(5.5)</b>	<b>3.1</b>	<b>(2.4)</b>	<b>0.2</b>	<b>(2.2)</b>	<b>10.1</b>	<b>0.0</b>	<b>4.6</b>	<b>14.7</b>
Interest	4.8	(3.2) (D)	1.6	(0.1)	1.5	6.7	0.0 (H)	(5.6)	1.1
<b>Profit Before Tax</b>	<b>(10.2)</b>	<b>6.3</b>	<b>(3.9)</b>	<b>0.5</b>	<b>(3.5)</b>	<b>3.5</b>	<b>0.0</b>	<b>10.2</b>	<b>13.6</b>
Income Tax Expense	(4.8)	1.9 (E)	(2.8)	0.0	(2.8)	0.1	0.0 (I)	4.8	4.9
Non-Controlling Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net Income Attributable</b>	<b>(5.5)</b>	<b>4.4</b>	<b>(1.1)</b>	<b>0.5</b>	<b>(0.6)</b>	<b>3.4</b>	<b>0.0</b>	<b>5.4</b>	<b>8.8</b>
<b>Diluted EPS</b>	<b>(0.10)</b>	<b>0.08</b>	<b>(0.02)</b>	<b>0.01</b>	<b>(0.01)</b>	<b>0.06</b>	<b>0.0</b>	<b>0.10</b>	<b>0.16</b>
Diluted Shares Outstanding	55.2	55.2	55.2	55.2	55.2	55.5	0.0	0.0	55.5
<b>Pawn Loans Outstanding</b>	<b>113.2</b>	<b>0.0</b>	<b>113.2</b>	<b>3.6</b>	<b>116.8</b>	<b>190.3</b>	<b>0.0</b>	<b>0.0</b>	<b>190.3</b>
<b>Inventory, Net</b>	<b>123.1</b>	<b>0.0</b>	<b>123.1</b>	<b>4.0</b>	<b>127.1</b>	<b>175.8</b>	<b>0.0</b>	<b>0.0</b>	<b>175.8</b>
<b>Net Earning Assets</b>	<b>236.3</b>	<b>0.0</b>	<b>236.3</b>	<b>7.5</b>	<b>243.8</b>	<b>366.1</b>	<b>0.0</b>	<b>0.0</b>	<b>366.1</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$2.2 million in civil unrest robbery losses.

Footnote (B) Amounts include \$0.5 million in COVID-19 related expenses

Footnote (C) Amount includes \$0.2m of PPE losses related to civil unrest and \$0.1m impairment consulting fees.

Footnote (D) Amount includes \$3.2m in net non-cash interest expense regarding our notes receivable & convertible debt instruments to reflect the underlying cash flows of our investments & debt.

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

Footnote (F) Amount includes \$4.6m of historical VAT recorded as merchandise COGS.

Footnote (G) Amount includes \$0.1m of FX adjustments.

Footnote (H) Amount includes \$3.2m in net non-cash interest expense regarding our notes receivable & convertible debt instruments to reflect the underlying cash flows of our investments & debt

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

# GAAP to Non-GAAP Reconciliation Q3 – U.S. Pawn\*

\$ Millions	FY20					FY19		
	Base FY20	Item Adjustments FY20	Adjusted Base FY20	Constant Currency Impact FY20	Adjusted FY20	Base FY19	Item Adjustments FY19	Adjusted FY19
<b>Revenues</b>	<b>174.5</b>	<b>0.0</b>	<b>174.5</b>	<b>0.0</b>	<b>174.5</b>	<b>156.5</b>	<b>0.0</b>	<b>156.5</b>
PSC Revenues	41.1	0.0	41.1	0.0	41.1	58.6	0.0	58.6
Merchandise Gross Profit	40.4	2.2 (A)	42.6	0.0	42.6	31.0	0.0	31.0
<i>Merchandise Margin</i>	<i>35%</i>		<i>37%</i>	<i>0%</i>	<i>37%</i>	<i>37%</i>		<i>37%</i>
Scrap Gross Profit	4.3	0.0	4.3	0.0	4.3	2.3	0.0	2.3
<i>Scrap Margin</i>	<i>25%</i>		<i>25%</i>	<i>0%</i>	<i>25%</i>	<i>16%</i>		<i>16%</i>
Other Revenues, Net	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net Revenue</b>	<b>85.8</b>	<b>2.2</b>	<b>88.0</b>	<b>0.0</b>	<b>88.0</b>	<b>92.0</b>	<b>0.0</b>	<b>92.0</b>
Operating Expenses	66.3	(0.5) (B)	65.8	0.0	65.8	65.4	0.0	65.4
Other Expenses	0.2	(0.2) (C)	0.0	0.0	0.0	0.0	(0.0)	0.0
<b>EBITDA</b>	<b>19.2</b>	<b>2.9</b>	<b>22.1</b>	<b>0.0</b>	<b>22.1</b>	<b>26.6</b>	<b>0.0</b>	<b>26.6</b>
Depreciation and Amortization	2.7	0.0	2.7	0.0	2.7	2.9	0.0	2.9
<b>EBIT</b>	<b>16.6</b>	<b>2.9</b>	<b>19.3</b>	<b>0.0</b>	<b>19.3</b>	<b>23.6</b>	<b>0.0</b>	<b>23.6</b>
Interest	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	(0.0)
<b>Profit Before Tax</b>	<b>16.6</b>	<b>2.9</b>	<b>19.3</b>	<b>0.0</b>	<b>19.3</b>	<b>23.6</b>	<b>0.0</b>	<b>23.6</b>
<b>Earning Assets.</b>								
Pawn Loans Outstanding	86.8	0.0	86.8	0.0	86.8	148.6	0.0	148.6
Inventory, Net	90.1	0.0	90.1	0.0	90.1	135.2	0.0	135.2
<b>Net Earning Assets</b>	<b>176.9</b>	<b>0.0</b>	<b>176.9</b>	<b>0.0</b>	<b>176.9</b>	<b>283.8</b>	<b>0.0</b>	<b>283.8</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$2.2 million in civil unrest robbery losses.

Footnote (B) Amounts include \$0.5 million in COVID-19 related expenses

Footnote (C) Amount includes \$0.2m of PPE losses related to civil unrest

# GAAP to Non-GAAP Reconciliation Q3 – Latin America Pawn\*

\$ Millions	Base	Item	Adjusted	Constant	Adjusted	Base	Item	Adjusted
	FY20	Adjustments	Base	Currency	Constant	FY19	Adjustments	Adjusted
	FY20	FY20	FY20	Impact	Currency	FY19	FY19	FY19
<b>Revenues</b>	<b>34.8</b>	<b>0.0</b>	<b>34.8</b>	<b>6.3</b>	<b>41.0</b>	<b>44.7</b>	<b>4.6</b>	<b>49.3</b>
PSC Revenue	11.4	0.0	11.4	1.9	13.3	20.3	0.0	20.3
Merchandise Gross Profit	4.3	0.0	4.3	1.0	5.3	2.6	4.6 (B)	7.1
<i>Merchandise Margin</i>	<i>21%</i>		<i>21%</i>		<i>22%</i>	<i>13%</i>		<i>29%</i>
Scrap Gross Profit	(0.1)	0.0	(0.1)	0.1	(0.1)	0.2	0.0	0.2
<i>Scrap Margin</i>	<i>-3%</i>		<i>-3%</i>		<i>-1%</i>	<i>4%</i>		<i>4%</i>
Other Revenues, Net	(0.1)	0.0	(0.1)	(0.0)	(0.1)	0.1	0.0	0.1
<b>Net Revenue</b>	<b>15.5</b>	<b>0.0</b>	<b>15.4</b>	<b>3.0</b>	<b>18.4</b>	<b>23.2</b>	<b>(4.6)</b>	<b>27.7</b>
Operating Expenses	15.0	(0.0)	15.0	2.3	17.4	18.3	0.0	18.3
Other Expenses	0.2	0.1 (A)	0.3	(0.2)	0.1	(0.2)	(0.0)	(0.2)
<b>EBITDA</b>	<b>0.3</b>	<b>(0.1)</b>	<b>0.1</b>	<b>0.9</b>	<b>0.9</b>	<b>5.1</b>	<b>0.0</b>	<b>9.6</b>
Depreciation and Amortization	1.6	0.0	1.6	0.3	1.9	1.6	0.0	1.6
<b>EBIT</b>	<b>(1.4)</b>	<b>(0.1)</b>	<b>(1.6)</b>	<b>0.6</b>	<b>(1.0)</b>	<b>3.4</b>	<b>4.6</b>	<b>8.0</b>
Interest	(0.5)	0.0	(0.5)	(0.1)	(0.6)	1.1	(1.3) (C)	(0.2)
<b>Profit Before Tax</b>	<b>(0.7)</b>	<b>(0.1)</b>	<b>(1.1)</b>	<b>0.7</b>	<b>(0.4)</b>	<b>2.1</b>	<b>5.9</b>	<b>8.0</b>
Pawn Loans Outstanding	26.4	0.0	26.4	3.6	30.0	41.7	0.0	41.7
Inventory, Net	33.0	0.0	33.0	4.0	37.0	40.6	0.0	40.6
<b>Net Earning Assets</b>	<b>59.4</b>	<b>0.0</b>	<b>59.4</b>	<b>7.5</b>	<b>67.0</b>	<b>82.3</b>	<b>0.0</b>	<b>82.3</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$0.1 million FX loss

Footnote (B) Amount includes \$4.6m of historical VAT recorded as merchandise COGS.

Footnote (C) Amount includes \$1.5m of interest expense related to historical VAT recorded as merchandise sales

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

\$ Millions	FY20					FY19		
	Base FY20	Item Adjustments FY20	Adjusted Base FY20	Constant Currency Impact FY20	Adjusted Constant Currency FY20	Base FY19	Item Adjustments FY19	Adjusted FY19
<b>Revenues</b>	<b>656.0</b>	<b>0.0</b>	<b>656.0</b>	<b>6.0</b>	<b>662.0</b>	<b>632.9</b>	<b>3.5</b>	<b>636.3</b>
PSC Revenue	217.4	0.0	217.4	1.8	219.2	244.3	(1.1) <sup>(G)</sup>	243.2
Merchandise Gross Profit	131.4	2.2 (A)	133.6	0.9	134.6	121.0	4.6 (H)	125.6
<i>Merchandise Margin</i>	<i>33%</i>		<i>34%</i>		<i>34%</i>	<i>35%</i>		<i>36%</i>
Scrap Gross Profit	8.2	0.0	8.2	0.0	8.2	5.2	0.0	5.2
<i>Scrap Margin</i>	<i>20%</i>		<i>20%</i>		<i>19%</i>	<i>14%</i>		<i>14%</i>
Other Revenues, Net	2.6	0.0	2.6	0.0	2.7	3.1	0.0	3.1
<b>Net Revenue</b>	<b>359.6</b>	<b>2.2</b>	<b>361.9</b>	<b>2.8</b>	<b>364.7</b>	<b>373.6</b>	<b>3.5</b>	<b>377.0</b>
Operating Expenses	309.9	(47.6) (B)	262.3	2.3	264.6	266.7	(0.3) (I)	266.4
Administrative Expenses	46.8	(0.3) (C)	46.4	0.0	46.4	41.8	(0.6) (J)	41.3
Other Expenses	6.9	(7.9) (D)	(1.0)	0.0	(1.0)	22.6	(26.4) (K)	(3.7)
<b>EBITDA</b>	<b>(3.9)</b>	<b>58.1</b>	<b>54.1</b>	<b>0.5</b>	<b>54.6</b>	<b>42.4</b>	<b>30.7</b>	<b>73.1</b>
Depreciation and Amortization	23.2	0.0	23.2	0.3	23.4	21.1	0.0	21.1
<b>EBIT</b>	<b>(27.1)</b>	<b>58.1</b>	<b>31.0</b>	<b>0.3</b>	<b>31.2</b>	<b>21.3</b>	<b>30.7</b>	<b>52.0</b>
Interest	14.2	(9.5) (E)	4.7	(0.1)	4.6	17.6	(14.3) (L)	3.3
<b>Profit Before Tax</b>	<b>(41.3)</b>	<b>67.6</b>	<b>26.3</b>	<b>0.3</b>	<b>26.6</b>	<b>3.7</b>	<b>45.0</b>	<b>48.7</b>
Income Tax Expense	3.8	5.0 (F)	8.8	0.1	8.9	14	13.6 (M)	15.0
Non-Controlling Interest	0.0	0.0	0.0	0.0	0.0	(1.2)	0.0	(1.2)
<b>Net Income Attributable</b>	<b>(45.1)</b>	<b>62.6</b>	<b>17.5</b>	<b>0.2</b>	<b>17.7</b>	<b>3.6</b>	<b>31.3</b>	<b>34.9</b>
<b>Diluted EPS</b>	<b>(0.81)</b>	<b>1.13</b>	<b>0.31</b>	<b>0.00</b>	<b>0.32</b>	<b>0.06</b>	<b>0.56</b>	<b>0.62</b>
Diluted Shares Outstanding	55.5	55.5	55.5	55.5	55.5	55.3	55.3	55.3
<b>Pawn Loans Outstanding</b>	<b>113.2</b>	<b>0.0</b>	<b>113.2</b>	<b>3.6</b>	<b>116.8</b>	<b>190.3</b>	<b>0.0</b>	<b>190.3</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$2.2 million in civil unrest robbery losses.

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

Footnote (C) Amount includes \$0.1m of impact from consulting fees, \$0.1 million COVID-19 supplies and \$0.1 million lobbying expenses.

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

Footnote (D) Amount includes 7.0m CCV adjustment for Lynch class action settlement, \$0.6m for TM1 asset write-off, \$0.5m remittances write-off and \$0.2m due to stores impacted by civil unrest.

Footnote (E) Amount includes \$9.5m in net non-cash interest income regarding our notes receivable and convertible debt instruments to reflect the underlying cash flows of our investments and debt. Footnote (F) Amount includes tax impact of items listed above.

Footnote (G) Amount includes \$1.1m of PSC recovery related to GPMX PSC receivable issue

Footnote (H) Amount includes \$4.6m in historical VAT recorded as merchandise sales.

Footnote (I) Amount includes \$0.3m of acquisition related expenses.

Footnote (J) Amount includes \$0.4m Board Search fees and \$0.2m of acquisition related expenses

Footnote (K) Amount includes \$19.7m Impairment on CCV, \$3.0m litigation expense impact, \$3.6m asset write-off as a result of Republic Metals bankruptcy and \$0.3m of expense related to business deconsolidation.

Footnote (L) Amount includes \$9.5m in net non-cash interest income regarding our notes receivable and convertible debt instruments to reflect the underlying cash flows of our investments and debt. Footnote (M) Amount includes tax impact of items listed above.



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

	Actuals					Prior Year Actuals		
	Plus		Equals	Plus		Equals		
	Item Base FY20	Adjustments FY20	Adjusted Base FY20	Constant Currency Impact FY20	Adjusted FY20	Base FY19	Item Adjustments FY19	Adjusted FY19
<i>\$ Millions</i>								
<b>Revenues</b>	<b>513.9</b>	<b>0.0</b>	<b>513.9</b>	<b>0.0</b>	<b>513.9</b>	<b>488.8</b>	<b>0.0</b>	<b>488.8</b>
PSC Revenues	166.9	0.0	166.9	0.0	166.9	184.7	0.0	184.7
Merchandise Gross Profit	111.6	2.2 (A)	113.8	0.0	113.8	102.7	0.0	102.7
<i>Merchandise Margin</i>	<i>36%</i>		<i>36%</i>	<i>0%</i>	<i>36%</i>	<i>37%</i>		<i>37%</i>
Scrap Gross Profit	7.5	0.0	7.5	0.0	7.5	4.7	0.0	4.7
<i>Scrap Margin</i>	<i>23%</i>		<i>23%</i>	<i>0%</i>	<i>23%</i>	<i>16%</i>		<i>16%</i>
Other Revenues, Net	0.1	0.0	0.1	0.0	0.1	0.1	0.0	0.1
<b>Net Revenue</b>	<b>286.0</b>	<b>2.2</b>	<b>288.2</b>	<b>0.0</b>	<b>288.2</b>	<b>292.2</b>	<b>0.0</b>	<b>292.2</b>
Operating Expenses	212.0	(10.5) (B)	201.5	0.0	201.5	200.9	0.0	200.9
Other Expenses	0.2	(0.2) (C)	0.0	0.0	0.0	2.9 (D)	(2.9)	0.0
<b>EBITDA</b>	<b>73.7</b>	<b>12.9</b>	<b>86.6</b>	<b>0.0</b>	<b>86.6</b>	<b>88.4</b>	<b>2.9</b>	<b>91.3</b>
Depreciation and Amortization	8.3	0.0	8.3	0.0	8.3	9.0	0.0	9.0
<b>EBIT</b>	<b>65.4</b>	<b>12.9</b>	<b>78.3</b>	<b>0.0</b>	<b>78.3</b>	<b>79.5</b>	<b>2.9</b>	<b>82.3</b>
Interest	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	(0.0)
<b>Profit Before Tax</b>	<b>65.4</b>	<b>12.9</b>	<b>78.3</b>	<b>0.0</b>	<b>78.3</b>	<b>79.5</b>	<b>2.9</b>	<b>82.3</b>
<b>Earning Assets.</b>								
Pawn Loans Outstanding	86.8	0.0	86.8	0.0	86.8	148.6	0.0	148.6
Inventory, Net	90.1	0.0	90.1	0.0	90.1	135.2	0.0	135.2
<b>Net Earning Assets</b>	<b>176.9</b>	<b>0.0</b>	<b>176.9</b>	<b>0.0</b>	<b>176.9</b>	<b>283.8</b>	<b>0.0</b>	<b>283.8</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amounts include \$2.2m of total shrink / robbery losses due to stores impacted by civil unrest

Footnote (B) Amount includes \$\$10m Goodwill Impairment and \$0.5m of COVID related expense

Footnote (C) Amount includes \$0.2m due to stores impacted by civil unrest.

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

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

	Actuals					Prior Year Actuals			
	Plus		Equals	Plus		Less		Plus	Equals
	Item Adjustments Base FY20	Adjusted Base FY20	Constant Currency Impact FY20	Adjusted Constant Currency FY20	Base FY19	Mexico Buy/Sell FY19	Item Adjustments FY19	Adjusted FY19	
<i>(\$ Millions)</i>									
<b>Revenues</b>	<b>138.4</b>	<b>0.0</b>	<b>138.4</b>	<b>6.0</b>	<b>144.4</b>	<b>139.8</b>	<b>0.0</b>	<b>3.5</b>	<b>143.3</b>
PSC Revenue	50.5	0.0	50.5	1.8	52.4	59.6	0.0	(1.1) <sup>(D)</sup>	58.5
Merchandise Gross Profit	19.8	0.0	19.9	0.9	20.8	18.3	0.0	4.6 <sup>(E)</sup>	22.8
<i>Merchandise Margin</i>	<i>25%</i>		<i>25%</i>		<i>25%</i>	<i>26%</i>	<i>0%</i>		<i>30%</i>
Scrap Gross Profit	0.7	0.0	0.7	0.1	0.8	0.5	0.0	0.0	0.5
<i>Scrap Margin</i>	<i>8%</i>		<i>8%</i>		<i>8%</i>	<i>6%</i>	<i>0%</i>		<i>6%</i>
Other Revenues, Net	(0.1)	0.0	(0.1)	(0.0)	(0.1)	0.1	0.0	0.0	0.1
<b>Net Revenue</b>	<b>71.0</b>	<b>0.0</b>	<b>71.0</b>	<b>2.8</b>	<b>73.8</b>	<b>78.6</b>	<b>0.0</b>	<b>(3.5)</b>	<b>82.1</b>
Operating Expenses	89.4	(36.0) <sup>(A)</sup>	53.5	2.3	55.8	54.7	0.0	0.3 <sup>(F)</sup>	54.4
Other Expenses	(0.5)	0.4 <sup>(B)</sup>	0.0	0.1	0.1	0.5	0.0	(0.7) <sup>(G)</sup>	(0.3)
<b>EBITDA</b>	<b>(18.0)</b>	<b>35.6</b>	<b>17.5</b>	<b>0.4</b>	<b>17.9</b>	<b>23.5</b>	<b>0.0</b>	<b>4.5</b>	<b>28.0</b>
Depreciation and Amortization	5.5	0.0	5.5	0.3	5.7	4.5	0.0	0.0	4.5
<b>EBIT</b>	<b>(23.5)</b>	<b>35.6</b>	<b>12.1</b>	<b>0.1</b>	<b>12.2</b>	<b>18.9</b>	<b>0.0</b>	<b>4.5</b>	<b>23.4</b>
Interest	(0.8)	(0.3) <sup>(C)</sup>	(1.1)	(0.1)	(1.2)	0.3	0.0	(1.0) <sup>(H)</sup>	(0.6)
<b>Profit Before Tax</b>	<b>(22.7)</b>	<b>35.9</b>	<b>13.2</b>	<b>0.2</b>	<b>13.4</b>	<b>18.3</b>	<b>0.0</b>	<b>5.5</b>	<b>23.8</b>
Pawn Loans Outstanding	26.4	0.0	26.4	3.6	30.0	41.7	0.0	0.0	41.7
Inventory, Net	33.0	0.0	33.0	4.0	37.0	40.6	0.0	0.0	40.6
<b>Net Earning Assets</b>	<b>59.4</b>	<b>0.0</b>	<b>59.4</b>	<b>7.5</b>	<b>67.0</b>	<b>82.3</b>	<b>0.0</b>	<b>0.0</b>	<b>82.3</b>

Footnote \* - Includes immaterial presentation reclassifications and rounding

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

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

Footnote (C) Amount includes \$0.3m non-cash interest income.

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

Footnote (E) Amount includes \$4.6m in historical VAT recorded as merchandise sales.

Footnote (F) Amount includes \$0.3m in acquisition related expenses

Footnote (G) Amount includes \$0.8m asset write-off as a result of Republic Metals bankruptcy and minimal gain on FX .

Footnote (H) Amount includes \$1.5m of interest expense related to historical VAT recorded as merchandise sales

# Consolidated Growth FY17-FY20 Reconciliation\*

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

	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 Full Year	FY20 Q1	FY20 Q2	FY20 Q3
<b>Continuing Ops PBT</b>	<b>-4.7</b>	<b>5.0</b>	<b>3.5</b>	<b>0.4</b>	<b>4.2</b>	<b>3.0</b>	<b>-34.2</b>	<b>-10.2</b>
Add Back Net Interest	5.5	5.5	6.7	4.0	21.6	4.5	4.9	4.8
Add Back Depreciation and Amortization	6.8	7.0	7.3	7.7	28.8	7.7	7.8	7.7
<b>Continuing Ops EBITDA</b>	<b>7.6</b>	<b>17.5</b>	<b>17.4</b>	<b>12.1</b>	<b>54.5</b>	<b>15.2</b>	<b>-21.5</b>	<b>2.2</b>
Discrete Adjustments	20.7	5.3	4.6	7.3	38.0	7.7	47.4	3.0
<b>Adjusted EBITDA</b>	<b>28.3</b>	<b>22.8</b>	<b>22.0</b>	<b>19.4</b>	<b>92.5</b>	<b>22.9</b>	<b>25.9</b>	<b>5.3</b>
Constant Currency	0.0	0.0	0.0	0.0	0.0	-0.2	0.2	0.5
<b>Currency Adjusted Continuing Ops EBITDA</b>	<b>28.3</b>	<b>22.8</b>	<b>22.0</b>	<b>19.4</b>	<b>92.5</b>	<b>22.7</b>	<b>26.1</b>	<b>5.7</b>
<b>Continuing Ops Net Revenue</b>	<b>130.0</b>	<b>127.7</b>	<b>115.9</b>	<b>120.9</b>	<b>494.4</b>	<b>130.1</b>	<b>127.4</b>	<b>102.2</b>
Discrete Adjustments	0.0	-1.1	4.6	0.3	3.7	0.0	0.0	2.2
<b>Adjusted Net Revenue</b>	<b>130.0</b>	<b>126.6</b>	<b>120.4</b>	<b>121.1</b>	<b>498.2</b>	<b>130.1</b>	<b>127.4</b>	<b>104.4</b>
Constant Currency	0.0	0.0	0.0	0.0	0.0	-0.7	0.5	3.0
<b>Currency Adjusted Continuing Ops Net Revenue</b>	<b>130.0</b>	<b>126.6</b>	<b>120.4</b>	<b>121.1</b>	<b>498.2</b>	<b>129.4</b>	<b>127.9</b>	<b>107.4</b>
<b>EBITDA Margin</b>	<b>22%</b>	<b>18%</b>	<b>18%</b>	<b>16%</b>	<b>19%</b>	<b>18%</b>	<b>20%</b>	<b>5%</b>

# Pawn Businesses FY17-FY20 Reconciliation\*

	FY17	FY17	FY17	FY17	FY17	FY18	FY18	FY18	FY18	FY18	FY19	FY19	FY19	FY19	FY19	FY20	FY20	FY20
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
<b>U.S. Pawn PBT</b>	<b>27.2</b>	<b>29.8</b>	<b>23.9</b>	<b>22.8</b>	<b>103.6</b>	<b>27.8</b>	<b>28.2</b>	<b>21.3</b>	<b>25.5</b>	<b>102.7</b>	<b>27.4</b>	<b>28.4</b>	<b>23.6</b>	<b>22.2</b>	<b>101.7</b>	<b>28.6</b>	<b>20.4</b>	<b>16.5</b>
Add Back Net Interest	0.0	0.0	0.0	0.0	0.0	(0.0)	0.0	(0.0)	0.1	0.1	0.0	0.0	(0.0)	(0.0)	0.0	0.0	0.0	0.0
Add Back Depreciation and Amortization	2.6	2.7	2.2	2.7	10.2	2.8	3.5	3.0	3.5	12.9	3.0	3.0	2.9	2.9	11.9	2.9	2.7	2.7
<b>U.S. Pawn EBITDA</b>	<b>29.8</b>	<b>32.4</b>	<b>26.1</b>	<b>25.5</b>	<b>113.8</b>	<b>30.6</b>	<b>31.7</b>	<b>24.3</b>	<b>29.1</b>	<b>115.7</b>	<b>30.5</b>	<b>31.4</b>	<b>26.6</b>	<b>25.1</b>	<b>113.6</b>	<b>31.4</b>	<b>23.1</b>	<b>19.2</b>
Discrete Adjustments	0.0	0.0	0.0	1.2	1.2	0.3	(0.2)	0.0	0.0	0.1	2.9	0.0	0.0	0.8	3.7	0.0	10.0	2.9
<b>Adjusted U.S. Pawn EBITDA</b>	<b>29.8</b>	<b>32.4</b>	<b>26.1</b>	<b>26.7</b>	<b>115.0</b>	<b>30.9</b>	<b>31.5</b>	<b>24.3</b>	<b>29.1</b>	<b>115.8</b>	<b>33.3</b>	<b>31.4</b>	<b>26.6</b>	<b>26.0</b>	<b>117.2</b>	<b>31.4</b>	<b>33.1</b>	<b>22.1</b>
	FY17	FY17	FY17	FY17	FY17	FY18	FY18	FY18	FY18	FY18	FY19	FY19	FY19	FY19	FY19	FY20	FY20	FY20
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
<b>U.S. Pawn Net Revenue</b>	<b>97.1</b>	<b>96.0</b>	<b>89.7</b>	<b>91.3</b>	<b>374.0</b>	<b>96.8</b>	<b>97.0</b>	<b>89.6</b>	<b>95.6</b>	<b>379.0</b>	<b>101.3</b>	<b>98.9</b>	<b>92.0</b>	<b>93.8</b>	<b>386.0</b>	<b>99.5</b>	<b>100.7</b>	<b>85.8</b>
Discrete Adjustments	0.0	0.0	0.0	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.3	0.0	0.0	2.2
<b>Adjusted U.S. Pawn Net Revenue</b>	<b>97.1</b>	<b>96.0</b>	<b>89.7</b>	<b>91.5</b>	<b>374.3</b>	<b>96.8</b>	<b>97.0</b>	<b>89.6</b>	<b>95.6</b>	<b>379.0</b>	<b>101.3</b>	<b>98.9</b>	<b>92.0</b>	<b>94.1</b>	<b>386.3</b>	<b>99.5</b>	<b>100.7</b>	<b>88.0</b>
	FY17	FY17	FY17	FY17	FY17	FY18	FY18	FY18	FY18	FY18	FY19	FY19	FY19	FY19	FY19	FY20	FY20	FY20
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
<b>Latin America PBT</b>	<b>4.2</b>	<b>3.2</b>	<b>5.2</b>	<b>5.7</b>	<b>18.2</b>	<b>8.6</b>	<b>6.8</b>	<b>8.7</b>	<b>9.1</b>	<b>33.2</b>	<b>6.8</b>	<b>9.5</b>	<b>2.1</b>	<b>5.8</b>	<b>24.1</b>	<b>8.1</b>	<b>(30.1)</b>	<b>(0.7)</b>
Remove Buy/Sell Loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Add Back Net Interest	(0.1)	(0.3)	(0.5)	(1.0)	(1.9)	(0.6)	(0.8)	(0.7)	(0.5)	(2.6)	(0.4)	(0.4)	1.1	(0.3)	0.0	(0.4)	0.0	(0.5)
Add Back Depreciation and Amortization	0.6	0.7	0.6	0.8	2.7	0.8	0.9	1.0	1.4	4.1	1.4	1.5	1.6	1.7	6.3	1.9	1.9	1.6
<b>Latin America EBITDA</b>	<b>4.7</b>	<b>3.5</b>	<b>5.4</b>	<b>5.4</b>	<b>19.0</b>	<b>8.8</b>	<b>7.0</b>	<b>8.9</b>	<b>9.9</b>	<b>34.6</b>	<b>7.8</b>	<b>10.6</b>	<b>4.8</b>	<b>7.2</b>	<b>30.4</b>	<b>9.7</b>	<b>(28.2)</b>	<b>0.4</b>
Discrete Adjustments	0.0	(0.0)	(0.0)	0.0	(0.0)	(0.0)	0.0	0.0	(0.0)	(0.0)	1.7	(1.8)	4.6	0.6	5.2	(0.1)	35.7	(0.1)
Constant Currency Impact	0.0	0.2	(0.1)	(0.4)	(0.4)	(0.3)	(0.1)	0.1	(0.2)	(0.5)	0.0	0.0	0.0	(0.0)	(0.0)	(0.3)	0.1	0.6
<b>Adjusted Latin America EBITDA</b>	<b>4.7</b>	<b>3.6</b>	<b>5.2</b>	<b>5.0</b>	<b>18.5</b>	<b>8.5</b>	<b>6.9</b>	<b>9.0</b>	<b>9.7</b>	<b>34.1</b>	<b>9.5</b>	<b>8.8</b>	<b>9.4</b>	<b>7.8</b>	<b>35.5</b>	<b>9.3</b>	<b>7.6</b>	<b>0.9</b>
	FY17	FY17	FY17	FY17	FY17	FY18	FY18	FY18	FY18	FY18	FY19	FY19	FY19	FY19	FY19	FY20	FY20	FY20
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3
<b>Latin America Net Revenue</b>	<b>13.4</b>	<b>12.4</b>	<b>14.3</b>	<b>15.3</b>	<b>55.5</b>	<b>23.8</b>	<b>22.0</b>	<b>23.9</b>	<b>26.6</b>	<b>96.2</b>	<b>27.5</b>	<b>28.0</b>	<b>23.2</b>	<b>26.6</b>	<b>105.2</b>	<b>29.7</b>	<b>25.8</b>	<b>15.4</b>
Remove Buy/Sell Impact	(0.0)	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Discrete Adjustments	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(1.1)	4.6	0.0	3.5	0.0	0.0	0.0
Constant Currency Impact	0.0	0.7	(0.4)	(1.3)	(0.9)	(0.7)	(0.4)	0.2	(0.5)	(1.3)	0.0	0.0	0.0	0.0	0.0	(0.7)	0.5	3.0
<b>Adjusted Latin America Net Revenue</b>	<b>13.4</b>	<b>13.2</b>	<b>13.9</b>	<b>14.0</b>	<b>54.6</b>	<b>23.1</b>	<b>21.6</b>	<b>24.1</b>	<b>26.1</b>	<b>94.8</b>	<b>27.5</b>	<b>26.9</b>	<b>27.7</b>	<b>26.6</b>	<b>108.6</b>	<b>29.1</b>	<b>26.3</b>	<b>18.4</b>
	FY16	FY16	FY16	FY17	FY17	FY17	FY17	FY18	FY18	FY18	FY18	FY19	FY19	FY19	FY19	FY20	FY20	FY20
	Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun
<b>LatAm Same Store PLO Growth</b>																		
GAAP	11%	-2%	3%	-5%	1%	16%	18%	16%	11%	-2%	4%	9%	4%	4%	-6%	2%	-12%	-38%
Constant Currency	26%	16%	17%	14%	10%	13%	11%	11%	9%	8%	7%	11%	9%	2%	-3%	-1%	0%	-30%

# Constant Currency

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

Constant currency results reported herein are calculated by translating consolidated balance sheet and consolidated statement of operations items denominated in local currency to U.S. dollars using the exchange rate from the prior-year comparable period, as opposed to the current period, in order to exclude the effects of foreign currency rate fluctuations. We used the end-of-period rate for balance sheet items and the average closing daily exchange rate on a monthly basis during the appropriate period for statement of operations items. Our statement of operations constant currency results reflect the monthly exchange rate fluctuations and so are not directly calculable from the above rates. Constant currency results, where presented, also exclude the foreign currency gain or loss. The end-of-period and approximate average exchange rates for each applicable currency as compared to U.S. dollars as of and for the three and nine months ended June 30 were as follows:

	June 30,		Three Months Ended June 30,		Nine Months Ended June 30,	
	2020	2019	2020	2019	2020	2019
Mexican peso	23.1	19.2	23.3	19.1	20.8	19.4
Guatemalan quetzal	7.5	7.5	7.5	7.5	7.5	7.6
Honduran lempira	24.4	24.3	24.4	24.2	24.3	24.1
Peruvian sol	3.5	3.3	3.4	3.3	3.4	3.3