



EZCORP[®]

THIRD QUARTER FISCAL 2022 EARNINGS

AUGUST 2022

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. See Appendix for the GAAP results, as well as GAAP to non-GAAP reconciliation information.

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

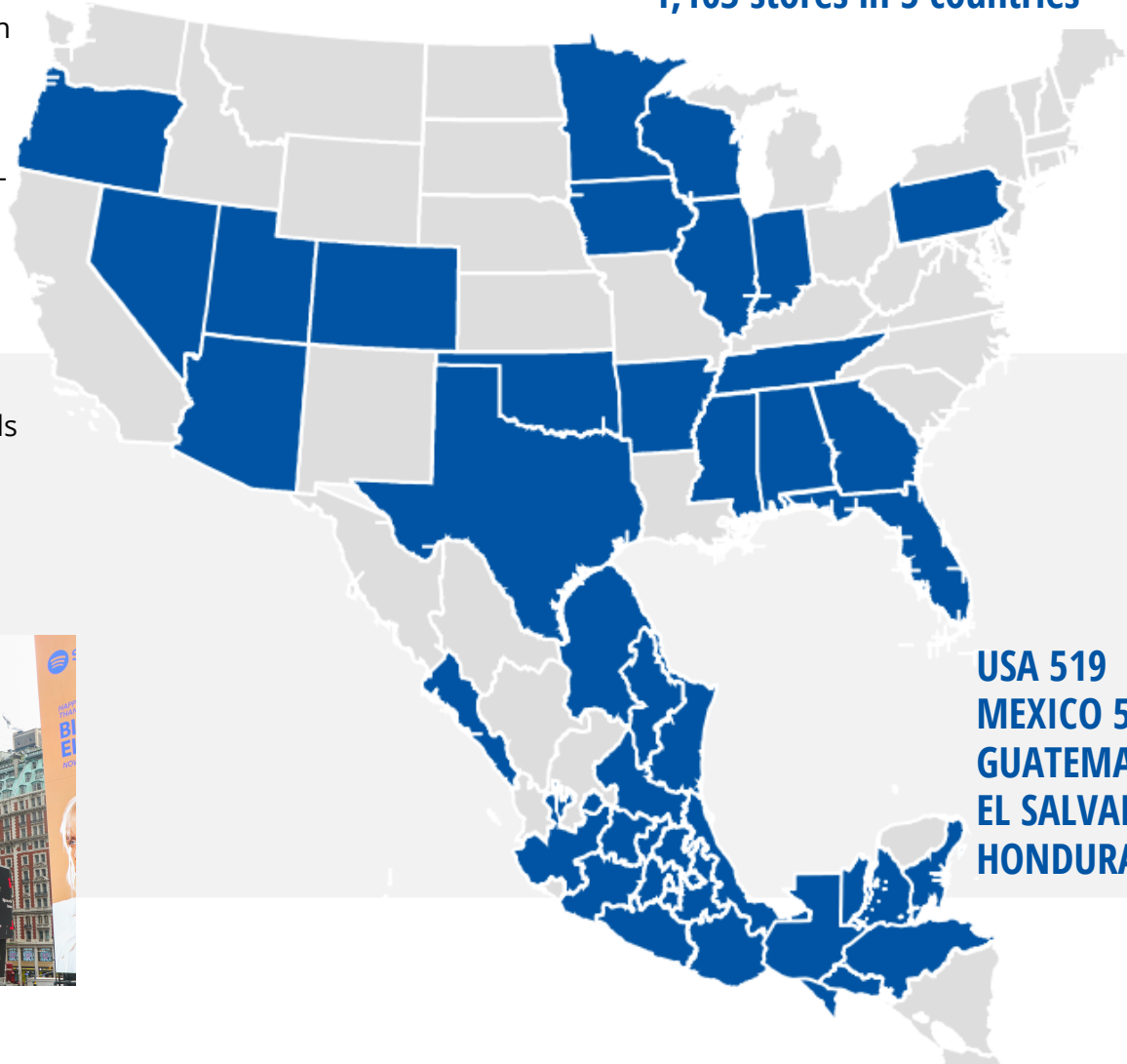
See Appendix for definition of terms and acronyms used in this presentation.

COMPANY OVERVIEW

Leader in Pawn and Pre-Owned and Recycled Retail

1,163 stores in 5 countries

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.



USA 519
MEXICO 516
GUATEMALA 94
EL SALVADOR 18
HONDURAS 16





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

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

Scale-Enabled

- 1,163 stores and over 6,800 team members in 5 countries providing unique and essential services
- Proprietary POS system

Diversified

- U.S. Pawn — 519 stores
- Latin America Pawn — 644 stores

Positioned for Core Pawn Growth

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

OUR PATH TO STRENGTHEN AND GROW THE CORE

Q3 FY22 Progression Toward Our Strategic Goals

Team Members

The most passionate, productive and tenured team in the industry

- Celebrated Global Career Week
- Implementation of "Day 1" bonus eligibility for new hires
- Multiple Affinity Groups to provide ongoing resources for Team Members

Strengthen the Core

Renewed focus on the unique and essential elements of our pawn business

- Record-setting PLO in Q3
- Sales up 14% in same stores
- Less than 1% of GM inventory is over one year
- Focus on pricing effectively

Financial Performance

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

- Adjusted Diluted EPS of \$0.16, up from a loss of \$0.03
- Adjusted EBITDA of \$25.1M, up 100%
- ROEA remains healthy at 165%

EZCORP



Customer Focus

A passion for pawnbroking and solving customer needs

- Continued expansion of points-based loyalty program
- Improved online payment experience
- Continued testing of a third-party lease-to-own option, with Colorado live in July

Cost Management & Simplification

Management of cost base through ongoing simplification

- Continued optimization of store operating costs
- Building a culture of cost consciousness

Innovate & Grow

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

- Opened eight de novo stores in LatAm
- Acquired three stores in the US
- Increased ownership in CCV
- Enhancing EZ+ digital customer experience

Q3 FY22 KEY FINANCIAL THEMES

Record PLO driving Higher Revenue and Strong Earnings Momentum

REVENUE & EARNINGS

- Total revenues of \$215.8, up 24%, driven by higher sales and PSC
- Gross profit of \$129.5M up 20% driven by higher PSC
- Adjusted EBITDA of \$25.1M up 100%
- Adjusted Diluted EPS of \$0.16 up from a loss of \$0.03

FOCUS ON INVENTORY MANAGEMENT

- Same store sales up 14% and merchandise sales gross profit up 2% due to higher sales (and strong margins of 38%) driven by ongoing focus on effective inventory management
- Inventory turnover remained strong at 2.8x, down from 3.1x
- Healthy inventory profile with less than 1% of GM aged over one year old

STRONG BALANCE SHEET

- \$222.3M cash balance down from \$255.0M in Q2 primarily due to increase in earning assets
- No near-term debt maturities or restrictive debt covenants
- Ample liquidity to fund PLO, de novo stores, inorganic growth opportunities and share repurchase program

PLO IMPROVEMENT

- PLO balance of \$204.7M, up 30%, leading to a 33% increase in PSC
- PLO on a same store basis is now 5% ahead of FY19 and is now our strongest ever

ACHIEVING COST EFFICIENCIES

- Trailing twelve months of expenses as a % of gross profit have continued to decline
- Same store expenses up 5% due to increased labor costs with more store activity
- In line with expectations, total store expenses increased 9% primarily due to store growth in addition to G&A expenses increasing 18% primarily due to performance based incentive compensation



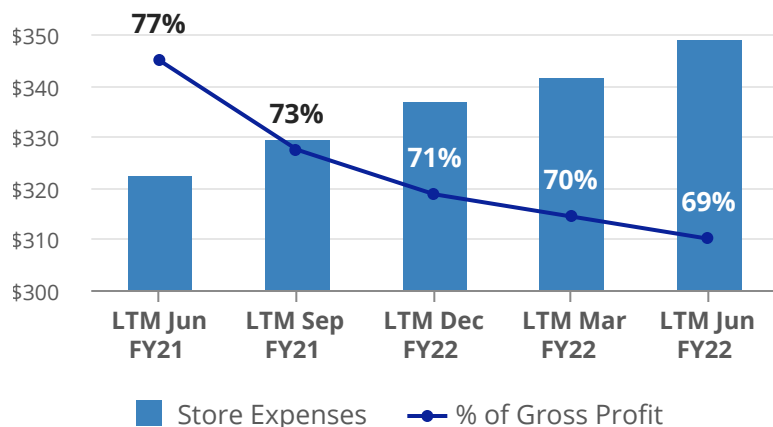
COST EFFICIENCY AND SIMPLIFICATION

(\$ millions)

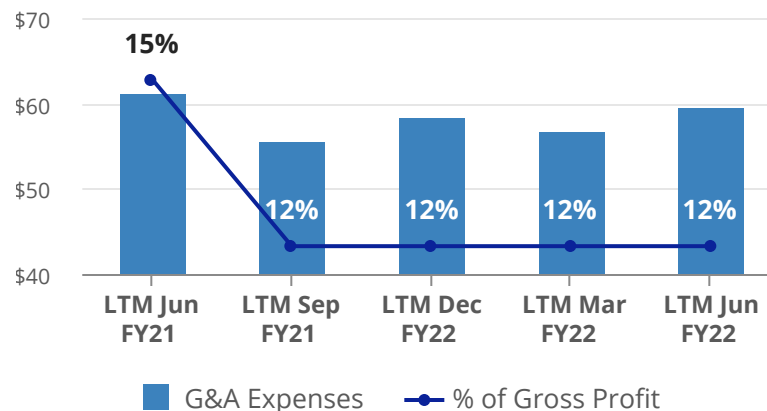
Cost Ratio Reductions

- Q3 total expenses increased \$10.1M Y/Y, primarily due to increase in store count and labor increases, but total expenses as a percent of gross profit for the last 12 months (LTM) as compared to LTM Jun FY21¹ decreased from 92% to 80%
- Q3 store expenses increased \$7.6M Y/Y, due to a store count increase, but store expenses as a percent of gross profit LTM as compared to LTM Jun FY21² decreased from 77% to 69%
- Q3 G&A expenses increased \$2.5M Y/Y, but G&A expenses as a percent of gross profit LTM as compared to LTM Jun FY21³ decreased from 15% to 12%

STORE EXPENSES



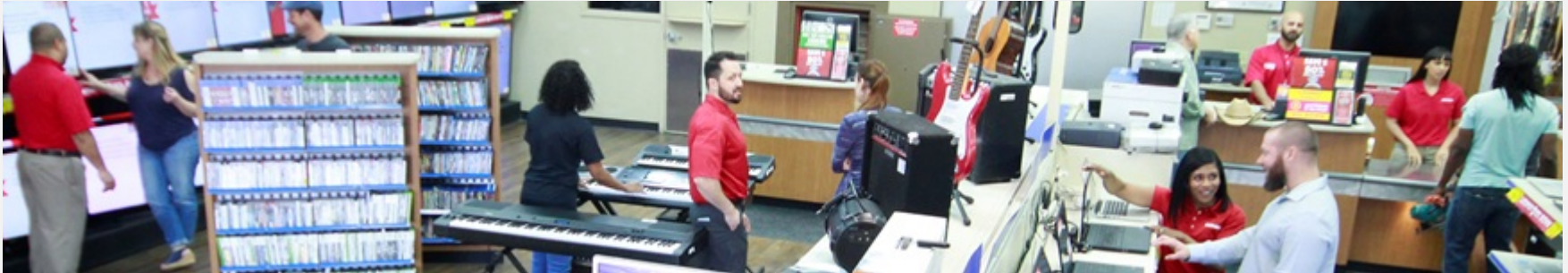
G&A EXPENSES



1. Adds back \$20.9M reversal of incentive compensation in FY20 for total expenses in Q4 FY20
2. Adds back \$3.9M reversal of incentive compensation in FY20 for store expenses in Q4 FY20
3. Adds back \$17.0M reversal of incentive compensation in FY20 for G&A expenses in Q4 FY20

STRENGTHEN THE CORE

Focus on People and Systems to Drive Increased Earnings



People, Pawn, Passion

- Ongoing improvement of vacancy rates as a result of focused “hiring events” and decrease in COVID-19 positive cases
- Engaged workforce demonstrated through Engagement Score of 81 (+6 to external benchmarks) and 84% (+9% to external benchmarks) participation rate on FY22 Global Engagement Survey
- Continued focus on EZCORP’s commitment to investing in our People through ongoing training and development
- Ongoing focus on inclusion initiatives and cultural transformation
 - Launched Black Empowerment Affinity Group in US
 - Instituted EZ Inclusive Conversations
 - Reinforced manager training and leadership expectations

Technology, Process Efficiency

- Improved resiliency and quality of store infrastructure
 - Core POS2 system operated at 99.997% availability for Q3, reflecting the investments made in underlying technology and infrastructure
 - Continued deployment of store network upgrades to improve stability and support digital initiatives
- Store efficiency and automation
 - Converted 16 Honduras stores to POS2 system in July. All stores in all geographies now running POS2
 - New tablet-based store management tool saves time and reduces paper and toner usage
 - Reviewing store-level processes and procedures for efficiency gains to maximize time for meaningful customer engagement

INNOVATE AND GROW

Broaden Customer Engagement to Serve More Customers, More Frequently

EZ+

- EZ+ Rewards growing members across US, Mexico and Guatemala
- Operating in our three largest regions and have over 1.4M customers enrolled
- Collected \$7M in online payments in Q3
- Successfully ran bonus points campaigns in US and Mexico that drove incremental enrollment and transactions

GROW CUSTOMER BASE

- Online inventory showcase test continues, with 183 US stores participating and 13 stores offering a full eCommerce experience in Mexico
- Driving social media engagement in the neighborhoods we serve with individual store Facebook pages in US and LatAm
- Grew website sessions for the four main brands +15% over prior quarter, driven by strength in SEO

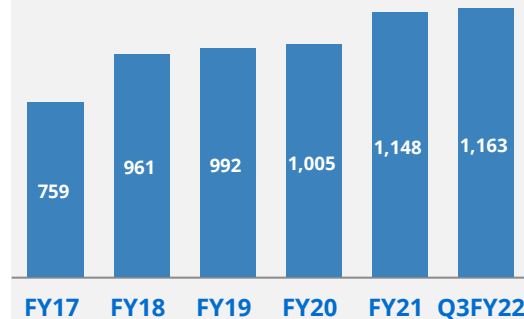
IMPROVING THE CUSTOMER EXPERIENCE

- Online extensions grew from 15% to 17% of total extension payments
- More than 15,000 Google reviews in the quarter averaging 4.9 stars in the US and LatAm
- Strengthened online payment account verification and fraud prevention for better security

GROWTH

- Opened eight de novo stores in LatAm
- Acquired three stores in the Dallas area in April
- Increased our stake in CCV from 39% to 41% (cost of \$2.5M) and received a \$1.7M cash dividend from CCV.

STORE COUNT



Q3 FY22 ESG HIGHLIGHTS

Our Business is Part of the Circular Economy

- Procured 1.6 million pre-owned items through pawn forfeitures and direct purchasing from customers
- Sold approximately 1.4 million pre-owned items — 0.8 million items in the consumer electronics, camera, and household goods categories, 0.4 million general merchandise items (such as tools, sporting goods, and musical instruments), and 0.2 million jewelry items

We Promote Diversity and Inclusion

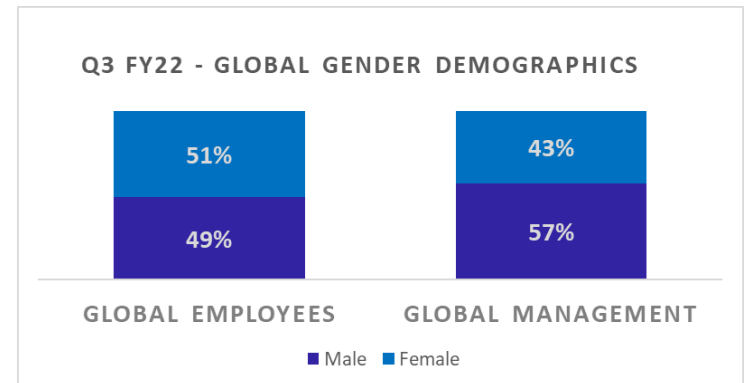
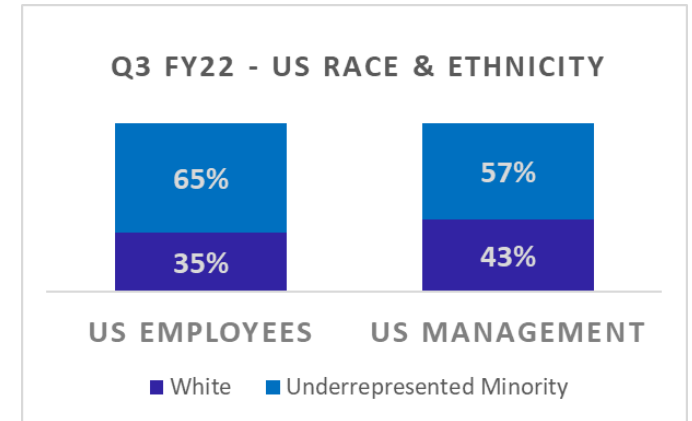
- Continue to implement diversity and inclusion programs and practices so our Team Members reflect the communities in which we live and serve:
 - Launched Black Empowerment Affinity Group and introduced EZ Inclusive Conversations for our Team Members to network and share experiences

Improving Team Member Experience

- Strong Team Member inclusion as demonstrated through Engagement Score of 81 (+7 to external benchmarks) for the question “I feel a sense of belonging at EZCORP”
- Introduced inaugural Career Week, focused on EZCORP’s commitment to investing in our People through ongoing training and development
- EZCORP Foundation awarded scholarships of \$2,000 to 19 recipients, making our total Team Member scholarship investment \$180,000 to-date

REDUCE, REUSE, RECYCLE

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



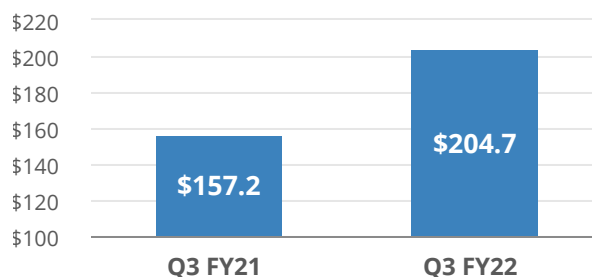
FINANCIAL RESULTS – CONSOLIDATED

(\$ millions)

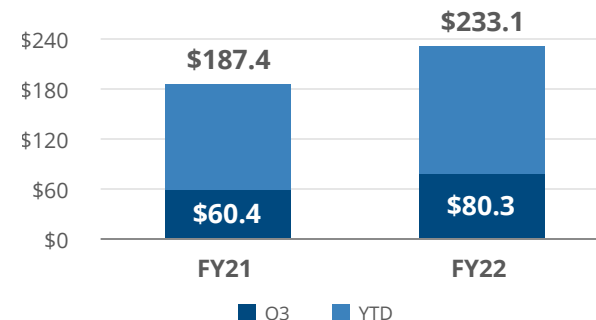
Q3 HIGHLIGHTS

- PLO balance up 30% in total and on a same store basis; now 5% higher than Q3 FY19 same store PLO balance
- PSC up 33% driven by same-store PLO growth and acquisitions
- Merchandise sales up 19%, and same store sales up 14%
- Merchandise sales gross profit up 2% due to increased sales offset by a 600 bps margin decrease
 - Inventory turnover 2.8x from 3.1x
 - Aged GM inventory of \$0.4M, improving to 0.8% of total GM inventory from 1.1%
- Store expenses increased by 9% mainly due to increased store count. Same store expenses up 5% due to increased labor costs with more store activity
- G&A expenses increased 18% primarily due to increased performance-based compensation
- EBITDA improved \$12.6M or 100% primarily due to higher PSC partially offset by increased expenses

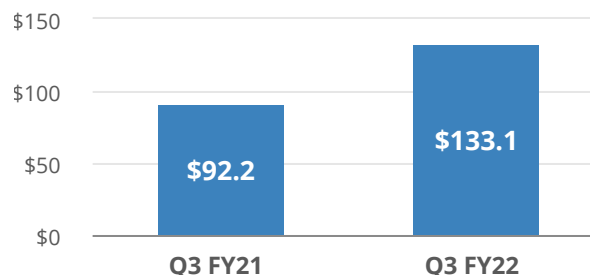
PAWN LOANS OUTSTANDING



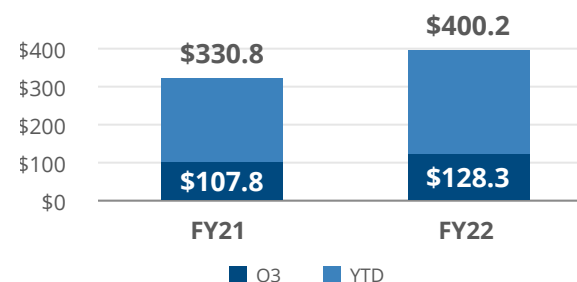
PAWN SERVICE CHARGES



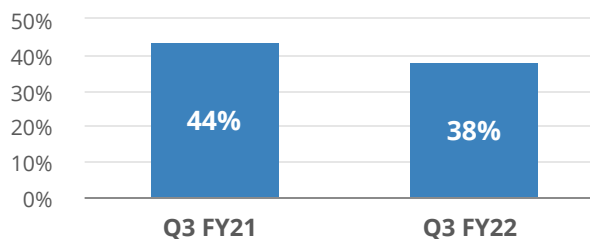
INVENTORY



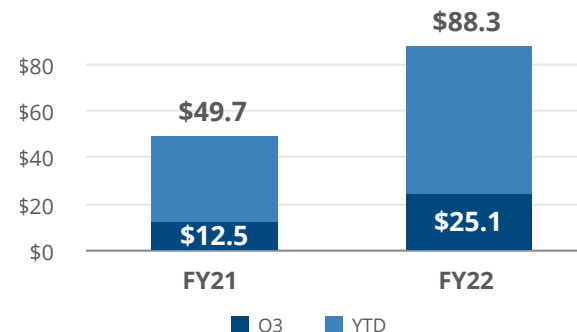
MERCHANDISE SALES



MERCHANDISE MARGINS



EBITDA



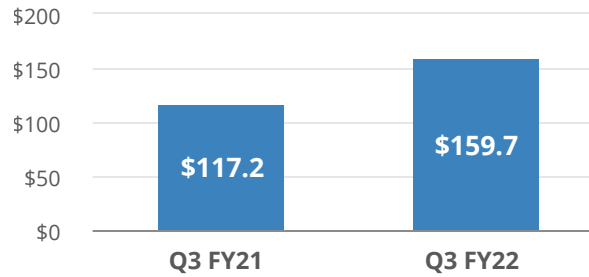
FINANCIAL RESULTS – U.S. PAWN

(\$ millions)

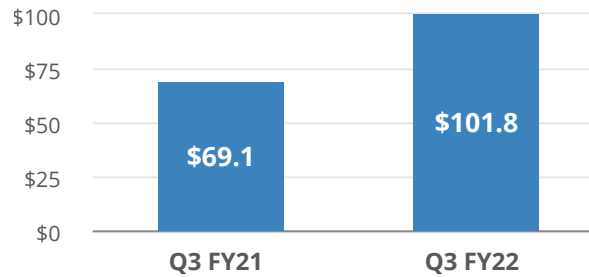
Q3 HIGHLIGHTS

- PLO balance up 36% in total and on a same store basis
- PSC up 35% driven by higher average PLO for the quarter
- Merchandise sales up 11% in total and on a same store basis
- Merchandise sales gross profit down 3% and as expected margins were down 500 bps
 - Inventory turnover decreased to 2.5x from 2.8x
 - Aged GM inventory less than 1% of total GM inventory
- Store expenses up 6% due to increased store activity
- EBITDA improved \$11.6M or 56% primarily due to higher PSC slightly offset by increased expenses

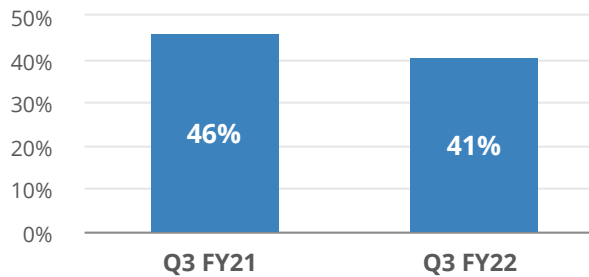
PAWN LOANS OUTSTANDING



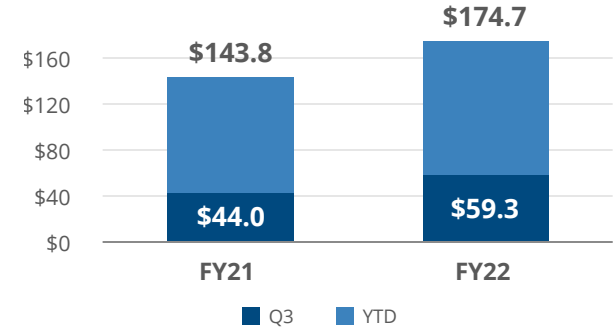
INVENTORY



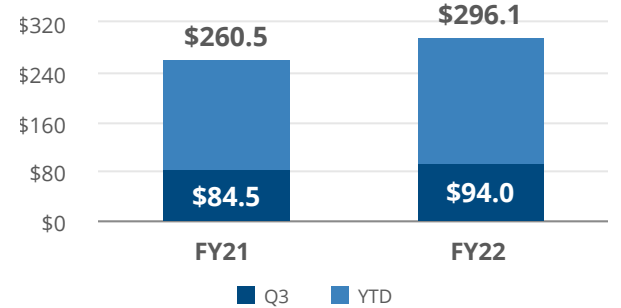
MERCHANDISE MARGINS



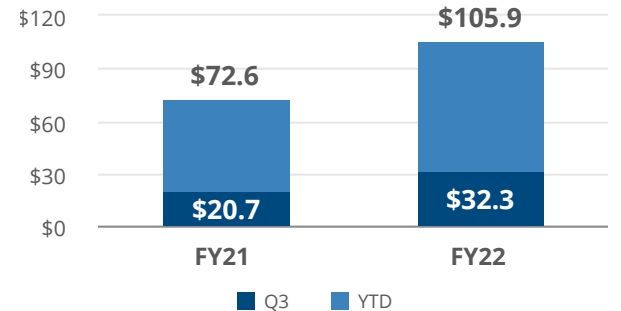
PAWN SERVICE CHARGES



MERCHANDISE SALES



EBITDA



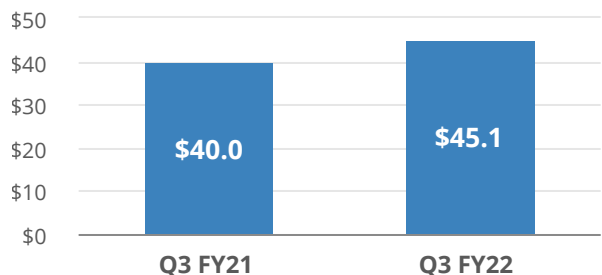
FINANCIAL RESULTS – LATIN AMERICA PAWN

(\$ millions)

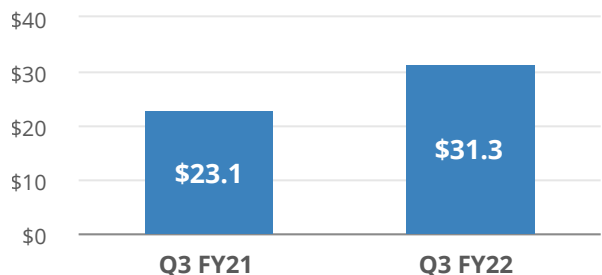
Q3 HIGHLIGHTS

- PLO balance up 13%. On a same store basis, PLO increased 10%
- PSC up 28% driven by increase in store count and higher average PLO for the quarter
- Merchandise sales up 47% and same store sales up 29%
- Merchandise sales gross profit up 24% due to increased sales, offset by lower margins down 600 bps
 - Inventory turnover remains strong at 3.7x down from 4.0x
 - Aged GM inventory increased to \$0.3M (1.3% of GM inventory) from \$0.1M (1.0% of GM inventory)
- Store expenses up 21%, due to the additional stores. Same store expenses up 6% in line with increased store activity
- EBITDA improved \$2.4M or 45% primarily due to higher PSC and increased merchandise sales gross profit offset by increased expenses

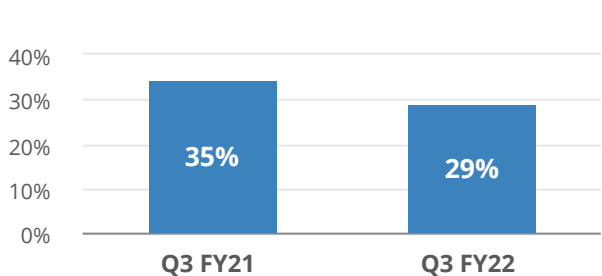
PAWN LOANS OUTSTANDING



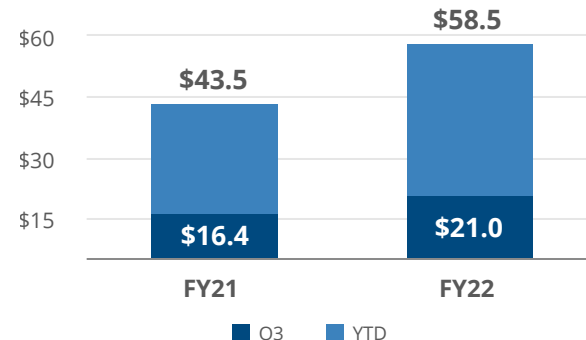
INVENTORY



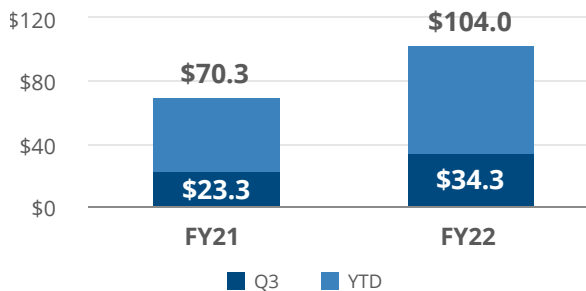
MERCHANDISE MARGINS



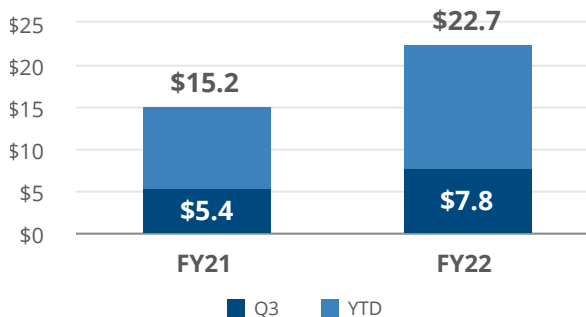
PAWN SERVICE CHARGES



MERCHANDISE SALES



EBITDA



EZCORP

APPENDIX



HIGHER PLO & REVENUE DRIVE INCREASED EARNINGS

(\$ millions, except per share amounts)

Q3 GAAP Results

	Q3			YTD		
	FY22	FY21	%Δ B/(W)	FY22	FY21	%Δ B/(W)
Pawn Loans Outstanding	\$ 204.2	\$ 157.2	30%	\$ 204.2	\$ 157.2	30%
Total Revenue	\$ 215.8	\$ 174.0	24%	\$ 652.8	\$ 537.1	22%
Gross Profit	\$ 129.5	\$ 108.0	20%	\$ 390.5	\$ 330.2	18%
Equity in Net Income of Investments	\$ (1.8)	\$ (0.6)	173%	\$ (1.5)	\$ (2.4)	(40)%
Store Expenses	\$ 89.4	\$ 81.8	(9)%	\$ 261.9	\$ 242.3	(8)%
General and Administrative Expenses	\$ 18.7	\$ 14.6	(28)%	\$ 46.5	\$ 40.9	(14)%
Other Charges	\$ —	\$ 0.5	100%	\$ —	\$ 0.5	100%
Other (Income)/Expense	\$ (0.2)	\$ 0.1	438%	\$ (0.6)	\$ (0.3)	138%
EBITDA	\$ 23.3	\$ 11.7	99%	\$ 84.2	\$ 49.2	71%
Depreciation/Amortization	\$ 7.7	\$ 7.4	(4)%	\$ 22.8	\$ 23.1	1%
Interest Expense, Net	\$ 2.5	\$ 5.1	51%	\$ 6.9	\$ 14.6	53%
Profit (Loss) Before Tax	\$ 13.1	\$ (0.8)	NM	\$ 54.6	\$ 11.5	374%
Income Tax Expense	\$ 0.9	\$ 1.8	52%	\$ 11.7	\$ 4.5	(162)%
Net Income (Loss)	\$ 12.2	\$ (2.6)	576%	\$ 42.8	\$ 7.1	507%
Diluted EPS	\$ 0.17	\$ (0.05)	440%	\$ 0.58	\$ 0.13	346%

Gross profit improvement primarily driven by higher PSC as a result of higher average PLO, and higher sales gross profit leading to a 20% improvement for the quarter and 18% YTD

Expenses increased with higher store activity, increase in store count, increased salaries (including performance based incentive compensation) and litigation accrual

Change in accounting standards, removes the non-cash interest expense related to the equity bifurcation of the convertible debt. Change is effective for FY22 and has no impact on FY21

In FY22 Diluted EPS impacted by change in accounting standards noted above. New accounting standard requires "if-converted" method which adds back to net income interest expense (net of tax) related to the convertible debt and adds 25 million to the outstanding shares assuming the convertible debt is converted

HIGHER PLO & REVENUE DRIVE INCREASED EARNINGS

(\$ millions, except per share amounts)

Q3 Adjusted Results

	Q3			YTD		
	FY22	FY21	%Δ B/(W)	FY22	FY21	%Δ B/(W)
Pawn Loans Outstanding	\$ 204.7	\$ 157.2	30%	\$ 204.7	\$ 157.2	30%
Total Revenue	\$ 215.8	\$ 174.0	24%	\$ 653.5	\$ 537.1	22%
Gross Profit	\$ 129.5	\$ 108.0	20%	\$ 390.9	\$ 330.2	18%
Equity in Net Income of Investments	\$ (1.8)	\$ (0.6)	(187)%	\$ (3.5)	\$ (2.4)	(46)%
Store Expenses	\$ 89.4	\$ 81.8	(9)%	\$ 262.2	\$ 242.3	(8)%
General and Administrative Expenses	\$ 16.8	\$ 14.3	(18)%	\$ 44.5	\$ 40.7	(9)%
Other (Income)/Expenses	\$ —	\$ 0.1	172%	\$ (0.7)	\$ (0.2)	331%
EBITDA	\$ 25.1	\$ 12.5	100%	\$ 88.3	\$ 49.7	78%
Depreciation/Amortization	\$ 7.7	\$ 7.4	(4)%	\$ 22.8	\$ 23.1	1%
Interest Expense, Net	\$ 2.5	\$ 1.6	(60)%	\$ 6.9	\$ 4.4	(59)%
Profit Before Tax	\$ 14.9	\$ 3.6	318%	\$ 58.6	\$ 22.3	163%
Income Tax Expense	\$ 3.8	\$ 5.0	23%	\$ 14.9	\$ 7.1	(112)%
Net Income (Loss)	\$ 11.0	\$ (1.4)	871%	\$ 43.7	\$ 15.2	187%
Adjusted Diluted EPS	\$ 0.16	\$ (0.03)	748%	\$ 0.60	\$ 0.27	120%

Gross profit improvement primarily driven by higher PSC as a result of higher average PLO, and higher sales gross profit leading to a 20% improvement on the quarter and 18% YTD

Expenses increased with higher store activity, increase in store count and increased salaries (including performance based incentive compensation)

In FY22 Diluted EPS impacted by a change in accounting standards. New accounting standard requires "if-converted" method which adds back to net income interest expense (net of tax) related to the convertible debt and adds 25 million to the outstanding shares assuming the convertible debt is converted

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.” That 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 recently enacted 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 also 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
GM	General merchandise (non-jewelry)
LatAm	Latin America, including Mexico, Central America and South America
LTM	Last Twelve Months
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

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

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

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

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

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

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 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 Q3 – CONSOLIDATED*

(\$ millions, except per share amounts)

	Base FY22	Item Adjustments FY22	Adjusted Base FY22	Constant Currency Impact FY22	Adjusted Constant Currency FY22	Base FY21	Item Adjustments FY21	Adjusted Base FY21
Revenues	215.8	—	215.8	—	215.8	174.0	—	174.0
PSC Revenue	80.3	—	80.3	—	80.3	60.4	—	60.4
Merchandise Gross Profit	48.2	—	48.2	—	48.2	47.3	—	47.3
<i>Merchandise Margin</i>	38 %	—	38 %	—	38 %	44 %	—	44 %
Scrap Gross Profit	1.0	—	1.0	—	1.0	0.2	—	0.2
<i>Scrap Gross Margin</i>	14 %	—	14 %	—	14 %	4 %	—	4 %
Gross Profit	129.5	—	129.5	—	129.5	108.0	—	108.0
Store Expenses	89.4	—	89.4	—	89.4	81.8	—	81.8
General and Administrative Expenses	18.7	(2.0) (A)	16.7	—	16.8	14.6	(0.3) (D)	14.3
Other Charges	—	—	—	—	—	0.5	(0.5) (E)	—
Other (Income)/Expense	(2.0)	0.2 (B)	(1.8)	—	(1.8)	(0.6)	—	(0.6)
EBITDA	23.3	1.8	25.2	—	25.1	11.7	0.8	12.5
Depreciation and Amortization	7.7	—	7.7	—	7.7	7.4	—	7.4
EBIT	15.6	1.8	17.4	—	17.4	4.3	0.8	5.1
Interest	2.5	—	2.5	—	2.5	5.1	(3.5) (F)	1.6
Profit (Loss) Before Tax	13.1	1.8	14.9	—	14.9	(0.8)	4.3	3.6
Income Tax Expense (Benefit)	0.9	3.0 (C)	3.8	—	3.8	1.8	3.2 (G)	5.0
Net Income (Loss)	12.2	(1.1)	11.1	—	11.0	(2.6)	1.1	(1.4)
Diluted EPS	0.17	(0.01)	0.16	—	0.16	(0.05)	0.02	(0.03)
Diluted Shares Outstanding	82.5	82.5	82.5	82.5	82.5	55.9	55.9	55.9
Pawn Loans Outstanding	204.2	—	204.2	0.5	204.7	157.2	—	157.2
Inventory, Net	132.7	—	132.7	0.4	133.1	92.2	—	92.2
Net Earning Assets	336.9	—	336.9	0.9	337.8	249.4	—	249.4

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

Footnote (A) Amount includes \$2.0 million litigation accrual

Footnote (B) Amount includes \$0.2 million FX gain

Footnote (C) Amount includes the impact of the release of FIN 48 reserves and FY22 tax impact of items listed above

Footnote (D) Amounts includes \$0.3 million due diligence costs

Footnote (E) Amounts includes \$0.5 million Peru reserve

Footnote (F) Amount includes \$3.5 million non-cash interest

Footnote (G) Amount includes FY21 tax impact of items listed above

GAAP TO NON-GAAP RECONCILIATION Q3 – U.S. PAWN

(\$ millions)

	Base FY22	Item Adjustments FY22	Adjusted Base FY22	Constant Currency Impact FY22	Adjusted Constant Currency FY22	Base FY21	Item Adjustments FY21	Adjusted Base FY21
Revenues	158.8	—	158.8	—	158.8	130.4	—	130.4
PSC Revenue	59.3	—	59.3	—	59.3	44.0	—	44.0
Merchandise Gross Profit	38.1	—	38.1	—	38.1	39.2	—	39.2
<i>Merchandise Margin</i>	41 %		41 %		41 %	46 %		46 %
Scrap Gross Profit	0.9	—	0.9	—	0.9	—	—	—
<i>Scrap Gross Margin</i>	17 %		17 %		17 %	2 %		2 %
Gross Profit	98.4	—	98.4	—	98.4	83.3	—	83.3
Store Expenses	66.0	—	66.0	—	66.0	62.5	—	62.5
EBITDA	32.3	—	32.3	—	32.3	20.7	—	20.7
Depreciation and Amortization	2.6	—	2.6	—	2.6	2.6	—	2.6
EBIT	29.8	—	29.8	—	29.8	18.1	—	18.1
Interest	—	—	—	—	—	—	—	—
Profit Before Tax	29.8	—	29.8	—	29.8	18.1	—	18.1
Pawn Loans Outstanding	159.7	—	159.7	—	159.7	117.2	—	117.2
Inventory, Net	101.8	—	101.8	—	101.8	69.1	—	69.1
Net Earning Assets	261.5	—	261.5	—	261.5	186.3	—	186.3

GAAP TO NON-GAAP RECONCILIATION Q3 – LATIN AMERICA PAWN*

(\$ millions)

	Base FY22	Item Adjustments FY22	Adjusted Base FY22	Constant Currency Impact FY22	Adjusted Constant Currency FY22	Base FY21	Item Adjustments FY21	Adjusted Base FY21
Revenues	57.1	—	57.1	—	57.0	43.5	—	43.5
PSC Revenue	21.0	—	21.0	—	21.0	16.4	—	16.4
Merchandise Gross Profit	10.0	—	10.0	—	10.0	8.1	—	8.1
<i>Merchandise Margin</i>	29 %		29 %		29 %	35 %		35 %
Scrap Gross Profit	0.1	—	0.1	—	0.1	0.2	—	0.2
<i>Scrap Gross Margin</i>	6 %		6 %		6 %	4 %		4 %
Gross Profit	31.1	—	31.1	—	31.1	24.7	—	24.7
Store Expenses	23.4	—	23.4	—	23.4	19.3	—	19.3
Other Charges	—	—	—	—	—	0.5	(0.5) (B)	—
Other (Income)/Expense	(0.2)	0.1 (A)	(0.1)	—	(0.1)	—	—	—
EBITDA	7.9	(0.1)	7.8	—	7.8	4.9	0.5	5.4
Depreciation and Amortization	2.0	—	2.0	—	2.0	1.8	—	1.8
EBIT	5.9	(0.1)	5.8	—	5.8	3.1	0.5	3.6
Interest	(0.2)	—	(0.2)	—	(0.2)	(0.5)	—	(0.5)
Profit (Loss) Before Tax	6.1	(0.1)	6.0	—	6.0	3.6	0.5	4.1
Pawn Loans Outstanding	44.5	—	44.5	0.5	45.1	40.0	—	40.0
Inventory, Net	30.9	—	30.9	0.4	31.3	23.1	—	23.1
Net Earning Assets	75.4	—	75.4	0.9	76.3	63.1	—	63.1

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

Footnote (A) Amount includes \$0.1 million FX gain

Footnote (B) Amount includes \$0.5 million Peru reserve

GAAP TO NON-GAAP RECONCILIATION YTD – CONSOLIDATED*

(\$ millions, except per share amounts)

	Base FY22	Item Adjustments FY22	Adjusted Base FY22	Constant Currency Impact FY22	Adjusted Constant Currency FY22	Base FY21	Item Adjustments FY21	Adjusted Base FY21
Revenues	652.8	—	652.8	0.7	653.5	537.1	—	537.1
PSC Revenue	233.0	—	233.0	0.1	233.1	187.4	—	187.4
Merchandise Gross Profit	154.1	—	154.1	0.2	154.3	139.9	—	139.9
<i>Merchandise Margin</i>	39 %		39 %		39 %	42 %	—	42 %
Scrap Gross Profit	3.1	—	3.1	—	3.1	2.5	—	2.5
<i>Scrap Gross Margin</i>	15 %		15 %		15 %	13 %		13 %
Gross Profit	390.5	—	390.5	0.3	390.9	330.2	—	330.2
Store Expenses	261.9	—	261.9	0.3	262.2	242.3	—	242.3
General and Administrative Expenses	46.5	(2.0) (A)	44.5	—	44.5	40.9	(0.1) (D)	40.7
Other Charges	—	—	—	—	—	0.5	(0.5) (E)	—
Other (Income)/Expense	(2.1)	(2.1) (B)	(4.2)	—	(4.2)	(2.7)	0.1 (F)	(2.6)
EBITDA	84.2	4.1	88.3	—	88.3	49.2	0.5	49.7
Depreciation and Amortization	22.8	—	22.8	—	22.8	23.1	—	23.1
EBIT	61.5	4.1	65.6	—	65.5	26.1	0.5	26.6
Interest	6.9	—	6.9	—	6.9	14.6	(10.2) (G)	4.4
Profit (Loss) Before Tax	54.6	4.1	58.7	—	58.6	11.5	10.8	22.3
Income Tax Expense	11.7	3.2 (C)	15.0	—	14.9	4.5	2.6 (H)	7.1
Net Income (Loss)	42.8	0.9	43.7	—	43.7	7.1	8.2	15.2
Diluted EPS	0.58	(0.01)	0.60	—	0.60	0.13	0.15	0.27
Diluted Shares Outstanding	82.3	82.3	82.3	82.3	82.3	55.7	55.7	55.7
Pawn Loans Outstanding	204.2	—	204.2	0.5	204.7	157.2	—	157.2
Inventory, Net	132.7	—	132.7	0.4	133.1	92.2	—	92.2
Net Earning Assets	336.9	—	336.9	0.9	337.8	249.4	—	249.4

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

Footnote (A) Amount includes \$2.0 million litigation accrual

Footnote (B) Amount includes \$2.1 million CCV impairment adjustment

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

Footnote (D) Amounts includes \$0.4 million credit for contract write-off over-accrual from prior year offset by \$0.5 million due diligence costs

Footnote (E) Amount includes \$0.5 million Peru reserve

Footnote (F) Amount includes \$0.1 million FX gain

Footnote (G) Amount includes \$10.2 million non-cash interest

Footnote (H) Amount includes FY21 tax impact of items listed above

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

(\$ millions)

	Base FY22	Item Adjustments FY22	Adjusted Base FY22	Constant Currency Impact FY22	Adjusted Constant Currency FY22	Base FY21	Item Adjustments FY21	Adjusted Base FY21
Revenues	484.7	—	484.7	—	484.7	414.0	—	414.0
PSC Revenue	174.7	—	174.7	—	174.7	143.8	—	143.8
Merchandise Gross Profit	123.8	—	123.8	—	123.8	115.4	—	115.4
<i>Merchandise Margin</i>	42 %		42 %		42 %	44 %		44 %
Scrap Gross Profit	2.6	—	2.6	—	2.6	1.6	—	1.6
<i>Scrap Gross Margin</i>	19 %		19 %		19 %	17 %		17 %
Gross Profit	301.1	—	301.1	—	301.1	260.9	—	260.9
Store Expenses	195.2	—	195.2	—	195.2	188.3	—	188.3
EBITDA	105.9	—	105.9	—	105.9	72.6	—	72.6
Depreciation and Amortization	7.9	—	7.9	—	7.9	8.0	—	8.0
EBIT	98.0	—	98.0	—	98.0	64.7	—	64.6
Interest	—	—	—	—	—	—	—	—
Profit Before Tax	98.0	—	98.0	—	98.0	64.7	—	64.6
Pawn Loans Outstanding	159.7	—	159.7	—	159.7	117.2	—	117.2
Inventory, Net	101.8	—	101.8	—	101.8	69.1	—	69.1
Net Earning Assets	261.5	—	261.5	—	261.5	186.3	—	186.3

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

(\$ millions)

	Base FY22	Item Adjustments FY22	Adjusted Base FY22	Constant Currency Impact FY22	Adjusted Constant Currency FY22	Base FY21	Item Adjustments FY21	Adjusted Base FY21
Revenues	168.0	—	168.0	0.7	168.7	122.8	—	122.8
PSC Revenue	58.3	—	58.3	0.1	58.5	43.5	—	43.5
Merchandise Gross Profit	30.3	—	30.3	0.2	30.4	24.6	—	24.6
<i>Merchandise Margin</i>	29 %		29 %		29 %	35 %		35 %
Scrap Gross Profit	0.5	—	0.5	—	0.5	0.9	—	0.9
<i>Scrap Gross Margin</i>	8 %		8 %		8 %	9 %		9 %
Gross Profit	89.3	—	89.3	0.3	89.7	68.9	—	68.9
Store Expenses	66.7	—	66.7	0.3	67.0	54.0	—	54.0
Other Charges	—	—	—	—	—	0.5	(0.5) (B)	—
Other (Income)/Expenses	—	(0.1) (A)	(0.1)	—	(0.1)	(0.4)	0.1 (C)	(0.3)
EBITDA	22.6	0.1	22.7	—	22.7	14.8	0.4	15.2
Depreciation and Amortization	5.9	—	5.9	—	5.9	5.5	—	5.5
EBIT	16.7	0.1	16.8	—	16.8	9.3	0.4	9.7
Interest	(0.6)	—	(0.6)	—	(0.6)	(1.8)	—	(1.8)
Profit (Loss) Before Tax	17.3	0.1	17.5	0.1	17.5	11.1	0.4	11.5
Pawn Loans Outstanding	44.5	—	44.5	0.5	45.1	40.0	—	40.0
Inventory, Net	30.9	—	30.9	0.4	31.3	23.1	—	23.1
Net Earning Assets	75.4	—	75.4	0.9	76.3	63.1	—	63.1

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

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

Footnote (B) Amount includes \$0.5 million Peru reserve

Footnote (C) Amount includes \$0.1 million FX gain

CONSOLIDATED GROWTH FY19-FY22 RECONCILIATION*

(\$ millions)

	FY19 Q1	FY19 Q2	FY19 Q3	FY19 Q4	FY19 FY	FY20 Q1	FY20 Q2	FY20 Q3	FY20 Q4	FY20 FY
Continuing Ops PBT	(4.7)	5.0	3.1	0.3	3.7	3.0	(34.2)	(10.2)	(28.7)	(70.1)
Add Back Net Interest	5.5	5.5	6.7	4.0	21.6	4.5	4.9	4.8	5.1	19.3
Add Back Depreciation and Amortization	6.8	7.0	7.3	7.7	28.8	7.7	7.8	7.7	7.7	30.8
Continuing Ops EBITDA	7.6	17.5	17.1	12.0	54.1	15.2	(21.5)	2.2	(16.0)	(20.0)
Discrete Adjustments	20.7	5.3	4.7	7.3	38.1	7.7	47.4	2.9	28.2	86.2
Adjusted EBITDA	28.3	22.8	21.7	19.3	92.1	22.9	26.0	5.0	12.3	66.2
Constant Currency	—	—	—	—	—	—	—	0.2	—	0.1
Currency Adjusted Continuing Ops EBITDA	28.3	22.8	21.7	19.3	92.1	22.9	26.0	5.1	12.3	66.3
Continuing Ops Gross Profit	130.0	127.7	115.9	120.9	494.4	130.1	127.4	102.2	89.1	448.7
Discrete Adjustments	—	(1.1)	4.6	0.3	3.7	—	—	2.2	—	2.2
Adjusted Gross Profit	130.0	126.6	120.4	121.1	498.2	130.1	127.4	104.4	89.1	451.0
Constant Currency	—	—	—	—	—	—	—	—	—	—
Currency Adjusted Continuing Ops Gross Profit	130.0	126.6	120.4	121.1	498.2	130.1	127.4	104.4	89.1	451.0
EBITDA Margin	22 %	18 %	18 %	16 %	18 %	18 %	20 %	5 %	14 %	15 %

	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY21 FY	FY22 Q1	FY22 Q2	FY22 Q3
Continuing Ops PBT	5.5	6.8	(0.8)	4.5	16.1	21.4	20.1	13.1
Add Back Net Interest	4.6	4.9	5.1	5.1	19.7	2.1	2.3	2.5
Add Back Depreciation and Amortization	7.6	8.1	7.4	7.6	30.7	7.6	7.4	7.7
Continuing Ops EBITDA	17.7	19.8	11.7	17.2	66.5	31.1	29.8	23.3
Discrete Adjustments	(0.5)	0.2	0.9	1.4	1.9	0.1	2.2	1.8
Adjusted EBITDA	17.2	19.9	12.6	18.6	68.4	31.2	32.1	25.1
Constant Currency	—	—	—	—	—	—	—	—
Currency Adjusted Continuing Ops EBITDA	17.2	19.9	12.6	18.6	68.4	31.2	32.1	25.1
Continuing Ops Gross Profit	108.4	113.7	108.1	119.1	449.4	132.1	128.9	129.5
Discrete Adjustments	—	—	—	—	—	—	—	—
Adjusted Gross Profit	108.4	113.7	108.1	119.1	449.4	132.1	128.9	129.5
Constant Currency	—	—	—	—	—	0.2	0.1	—
Currency Adjusted Continuing Ops Gross Profit	108.4	113.7	108.1	119.1	449.4	132.3	129.0	129.5
EBITDA Margin	16 %	18 %	12 %	16 %	15 %	24 %	25 %	19 %

PAWN BUSINESSES FY19-FY22 RECONCILIATION*

(\$ millions)

	FY19	FY19	FY19	FY19	FY19	FY20	FY20	FY20	FY20	FY20	FY21	FY21	FY21	FY21	FY21	FY22	FY22	FY22
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
U.S. Pawn PBT	27.4	28.4	23.6	22.2	101.7	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
Add Back D&A	3.0	3.0	2.9	2.9	11.9	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
U.S. Pawn EBITDA	30.5	31.4	26.6	25.1	113.6	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
Discrete Adjustments	2.9	—	—	0.8	3.7	—	10.0	2.9	3.0	15.9	—	—	—	—	—	—	—	—
Adjusted U.S. Pawn EBITDA	33.3	31.4	26.6	26.0	117.2	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
U.S. Pawn Gross Profit	101.3	98.9	92.0	93.8	386.0	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
Discrete Adjustments	—	—	—	0.3	0.3	—	—	2.2	—	2.2	—	—	—	—	—	—	—	—
Adjusted U.S. Pawn Gross Profit	101.3	98.9	92.0	94.1	386.3	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
	FY19	FY19	FY19	FY19	FY19	FY20	FY20	FY20	FY20	FY20	FY21	FY21	FY21	FY21	FY21	FY22	FY22	FY22
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3
Latin America Pawn PBT	6.8	9.5	2.1	5.8	24.1	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
Add Back Net Interest	(0.4)	(0.4)	1.1	(0.3)	—	(0.4)	—	(0.5)	(0.1)	(0.9)	(0.8)	(0.6)	(0.5)	(0.2)	(2.0)	(0.2)	(0.3)	(0.2)
Add Back D&A	1.4	1.5	1.6	1.7	6.3	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
Latin America Pawn EBITDA	7.8	10.6	4.8	7.2	30.4	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
Discrete Adjustments	1.7	(1.8)	4.6	0.6	5.2	(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)
Adjusted Latin America Pawn EBITDA	9.5	8.8	9.4	7.8	35.6	9.6	7.5	0.3	0.8	18.1	5.9	3.9	5.4	8.5	23.6	8.4	6.5	7.8
Latin America Pawn Gross Profit	27.5	28.0	23.2	26.6	105.2	29.7	25.8	15.4	16.1	87.0	22.7	21.5	24.7	30.6	99.5	30.2	28.0	31.1
Discrete Adjustments	—	(1.1)	4.6	—	3.5	—	—	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	0.2	0.1	—
Adjusted Latin America Pawn Gross Profit	27.5	26.9	27.7	26.6	108.6	29.7	25.9	15.4	16.1	87.1	22.7	21.5	24.7	30.6	99.5	30.4	28.1	31.1
Latin America Same Store PLO Growth																		
GAAP	10 %	4 %	4 %	(6)%	(6)%	2 %	(12)%	(38)%	(41)%	(41)%	(36)%	(22)%	31 %	37 %	37 %	18 %	15 %	25 %
Constant Currency	12 %	10 %	1 %	(4)%	(4)%	(3)%	(2)%	(26)%	(31)%	(31)%	(30)%	(26)%	17 %	25 %	25 %	20 %	13 %	26 %

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. 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, 2022 and 2021 were as follows:

	June 30,		Three Months Ended June 30,		Nine Months Ended June 30,	
	2022	2021	2022	2021	2022	2021
Mexican peso	20.2	19.9	20.0	20.0	20.4	20.3
Guatemalan quetzal	7.6	7.6	7.5	7.6	7.5	7.6
Honduran lempira	24.2	23.6	24.2	23.7	24.1	23.8
Peruvian sol	3.7	3.9	3.7	3.8	3.8	3.7



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THANK YOU