



## **EZCORP ANNOUNCES FISCAL 2008 FOURTH QUARTER AND YEAREND RESULTS**

**AUSTIN, Texas (November 6, 2008)** — EZCORP, Inc. (NNM: EZPW) announced today results for its fourth fiscal quarter and 2008 fiscal year, which ended September 30, 2008.

For the quarter ended September 30, 2008, EZCORP's net income increased 44% to \$16,031,000 (\$0.37 per share) compared to \$11,155,000 (\$0.26 per share) for the quarter ended September 30, 2007. Total revenues for the quarter increased 19% to \$123,402,000 while operating income improved 13% to \$18,950,000.

Included in the results for the quarter are the impact of Hurricane Ike and the benefit of taking a previously under utilized foreign tax credit. On September 13<sup>th</sup>, the Company closed 154 stores in the hurricane threat area, with most of these closed on September 12<sup>th</sup> in advance of the hurricane. During the month, the Company lost 1,042 store days due to the hurricane and the resulting power outages. The Company estimates this adversely impacted pretax income approximately \$2.5 million (\$0.04 tax affected earnings per share).

During the quarter, the Company recognized the benefit of a previously under utilized foreign tax credit related to its investment in Albemarle and Bond Holdings Plc. This resulted in a reduction to income tax expense, not related to the quarter, of approximately \$3.1 million (\$0.07 per share). Of the \$3.1 million tax expense reduction, approximately \$2.4 million (\$0.06 per share) pertained to the larger credit available on Albemarle and Bond's earnings prior to the Company's 2008 fiscal year.

For the twelve months ended September 30, 2008, net income increased 38% to \$52,429,000 (\$1.21 per share) compared to \$37,874,000 (\$0.88 per share) for the prior year twelve month period. Total revenues grew 23% to \$457,403,000 while operating income increased 34% to \$74,619,000.

Excluding the adverse impact of Hurricane Ike and the benefit of the foreign tax credit related to Albemarle and Bond's earnings in prior periods, the Company's fully diluted earnings per share for the fourth fiscal quarter and 2008 fiscal year would have been \$0.34 and \$1.19 per share.

Commenting on these results, President and Chief Executive Officer, Joe Rotunda, stated, "Our fourth fiscal 2008 quarter was our twenty-fifth consecutive quarter of year over year earnings growth. While the unfavorable impact of Hurricane Ike and the favorable impact of the foreign tax credit utilization resulted in a net favorable impact on our quarter's results, we still achieved our earnings expectation for the quarter excluding these two unusual items. Our pawn operations in the U.S. and Mexico drove our excellent results for the quarter."

Rotunda continued, "We have completed our due diligence and are moving ahead with our eleven store Pawn Plus acquisition and the acquisition of Value Financial Services. We expect to close on the Pawn Plus transaction later this month and close on the Value Financial Services acquisition in the latter half of December. We believe both of these acquisitions will be excellent additions to our store portfolio."

Rotunda concluded, "For our first fiscal quarter and 2009 fiscal year, we expect earnings per share, excluding the two pending acquisitions, to be approximately \$0.35 and \$1.45. Assuming a late November closing on the Las Vegas acquisition and a late December closing on the Value Financial Services transaction, the acquisitions will have a nominal earnings per share impact on our first fiscal quarter and an approximate \$0.08 to \$0.09 per share benefit on our fiscal year results."

"In addition to completing these two acquisitions, we plan to open 30 to 35 EZMONEY locations in the U.S. and 30 to 35 Empeño Fácil locations in Mexico. In Canada we will continue to monitor the regulatory process in each province and enter provinces that adopt acceptable payday loan regulations."

EZCORP is primarily a lender or provider of credit services to individuals who do not have cash resources or access to credit to meet their short-term cash needs. In 294 U.S. EZPAWN and 38 Mexico Empeño Fácil locations open on September 30, 2008, the Company offers non-recourse loans collateralized by tangible personal property, commonly known as pawn loans. At these locations, the Company also sells merchandise, primarily collateral forfeited from its pawn lending operations, to consumers looking for good value. In 477 EZMONEY locations and 71 EZPAWN locations open on September 30, 2008, the Company offers short-term non-collateralized loans, often referred to as payday loans, or fee based credit services to customers seeking loans.

This announcement contains certain forward-looking statements regarding the Company's expected performance for future periods including, but not limited to, new store expansion, anticipated benefits of acquisitions and expected future earnings. Actual results for these periods may materially differ from these statements. Such forward-looking statements involve risks and uncertainties such as changing market conditions in the overall economy and the industry, consumer demand for the Company's services and merchandise, changes in the regulatory environment, and other factors periodically discussed in the Company's annual, quarterly and other reports filed with the Securities and Exchange Commission.

You are invited to listen to a conference call discussing these results on November 6, 2008 at 3:30pm Central Time. The conference call can be accessed over the Internet or replayed at your convenience at the following address.

<http://www.videonewswire.com/event.asp?id=52866>

For additional information, contact Dan Tonissen at (512) 314-2289.

**EZCORP, Inc.**  
**Highlights of Consolidated Statements of Operations (Unaudited)**

*(in thousands, except per share data)*

	<b>Three Months Ended September 30,</b>	
	<b>2008</b>	<b>2007</b>
1 Revenues:		
2 Merchandise sales	\$ 34,926	\$ 33,101
3 Jewelry scrapping sales	27,162	18,198
4 Pawn service charges	26,860	22,055
5 Signature loan fees	33,561	30,215
6 Other	893	323
7 Total revenues	<u>123,402</u>	<u>103,892</u>
8 Cost of goods sold:		
9 Cost of merchandise sales	20,490	19,598
10 Cost of jewelry scrapping sales	17,180	12,791
11 Total cost of goods sold	<u>37,670</u>	<u>32,389</u>
12 Net revenues	85,732	71,503
13		
14 Operations expense	40,235	34,515
15 Signature loan bad debt	12,303	9,422
16 Administrative expense	10,917	8,221
17 Depreciation and amortization	3,327	2,618
18 Operating income	<u>18,950</u>	<u>16,727</u>
19		
20 Interest income	(118)	(155)
21 Interest expense	192	67
22 Equity in net income of unconsolidated affiliate	(1,180)	(760)
23 Loss on sale/disposal of assets	412	59
24 Other	(3)	-
25 Income before income taxes	<u>19,647</u>	<u>17,516</u>
26 Income tax expense	3,616	6,361
27 Net income	<u>\$ 16,031</u>	<u>\$ 11,155</u>
28		
29 Net income per share, diluted	<u>\$ 0.37</u>	<u>\$ 0.26</u>
30		
31 Weighted average shares, diluted	43,468	43,215

**EZCORP, Inc.**  
**Highlights of Consolidated Statements of Operations (Unaudited)**

*(in thousands, except per share data)*

	<b>Year Ended September 30,</b>	
	<b>2008</b>	<b>2007</b>
1 Revenues:		
2 Merchandise sales	\$ 155,828	\$ 141,094
3 Jewelry scrapping sales	76,732	51,893
4 Pawn service charges	94,244	73,551
5 Signature loan fees	128,478	104,347
6 Other	2,121	1,330
7 Total revenues	<u>457,403</u>	<u>372,215</u>
8 Cost of goods sold:		
9 Cost of merchandise sales	92,612	83,501
10 Cost of jewelry scrapping sales	46,790	34,506
11 Total cost of goods sold	<u>139,402</u>	<u>118,007</u>
12 Net revenues	<u>318,001</u>	<u>254,208</u>
13		
14 Operations expense	153,420	128,602
15 Signature loan bad debt	37,150	28,508
16 Administrative expense	40,458	31,749
17 Depreciation and amortization	12,354	9,812
18 Operating income	<u>74,619</u>	<u>55,537</u>
19		
20 Interest income	(477)	(1,654)
21 Interest expense	420	281
22 Equity in net income of unconsolidated affiliate	(4,342)	(2,945)
23 (Gain) / loss on sale/disposal of assets	939	(72)
24 Other	8	-
25 Income before income taxes	<u>78,071</u>	<u>59,927</u>
26 Income tax expense	25,642	22,053
27 Net income	<u>\$ 52,429</u>	<u>\$ 37,874</u>
28		
29 Net income per share, diluted	<u>\$ 1.21</u>	<u>\$ 0.88</u>
30		
31 Weighted average shares, diluted	43,327	43,230

**EZCORP, Inc.**  
**Highlights of Consolidated Balance Sheets (Unaudited)**

*(in thousands, except per share data and store counts)*

		<b>As of September 30,</b>	
		<b>2008</b>	<b>2007</b>
		<u>          </u>	<u>          </u>
1	Assets:		
2	Current assets:		
3	Cash and cash equivalents	\$ 27,444	\$ 22,533
4	Pawn loans	75,936	60,742
5	Payday loans, net	7,124	4,814
6	Pawn service charges receivable, net	12,755	10,113
7	Signature loan fees receivable, net	5,406	5,992
8	Inventory, net	43,209	37,942
9	Deferred tax asset	10,926	8,964
10	Prepaid expenses and other assets	9,116	6,146
11	Total current assets	<u>191,916</u>	<u>157,246</u>
12			
13	Investment in unconsolidated affiliate	38,439	35,746
14	Property and equipment, net	40,079	33,806
15	Deferred tax asset, non-current	8,139	4,765
16	Goodwill	24,376	16,211
17	Other assets, net	5,771	3,412
18	Total assets	<u>\$ 308,720</u>	<u>\$ 251,186</u>
19	Liabilities and stockholders' equity:		
20	Current liabilities:		
21	Accounts payable and other accrued expenses	\$ 29,425	\$ 25,592
22	Customer layaway deposits	2,327	1,988
23	Federal income taxes payable	246	4,795
24	Total current liabilities	<u>31,998</u>	<u>32,375</u>
25			
26	Deferred gains and other long-term liabilities	3,672	2,886
27	Total stockholders' equity	<u>273,050</u>	<u>215,925</u>
28	Total liabilities and stockholders' equity	<u>\$ 308,720</u>	<u>\$ 251,186</u>
29			
30	Pawn loan balance per ending pawn store	\$ 229	\$ 204
31	Inventory per ending pawn store	\$ 130	\$ 127
32	Book value per share	\$ 6.58	\$ 5.23
33	Tangible book value per share	\$ 5.89	\$ 4.77
34	Pawn store count - end of period	332	298
35	Signature loan store count - end of period	477	433
36	Shares outstanding - end of period	41,525	41,306

**EZCORP, Inc.**  
**Operating Segment Results (Unaudited)**

*(in thousands, except store counts)*

	<b>EZPAWN United States Operations</b>	<b>Empeño Fácil Operations</b>	<b>EZMONEY Operations</b>	<b>Consolidated</b>
<b>Three months ended September 30, 2008:</b>				
1	Revenues:			
2	\$ 59,997	\$ 2,091	\$ -	\$ 62,088
3	25,342	1,518	-	26,860
4	651	-	32,910	33,561
5	892	1	-	893
6	86,882	3,610	32,910	123,402
7				
8	36,289	1,381	-	37,670
9	50,593	2,229	32,910	85,732
10				
11	Operating expenses:			
12	25,273	1,287	13,675	40,235
13	367	-	11,936	12,303
14	25,640	1,287	25,611	52,538
15	\$ 24,953	\$ 942	\$ 7,299	\$ 33,194
16				
17	294	38	-	332
18	6	-	471	477
19				
20	<b>Three months ended September 30, 2007:</b>			
21	Revenues:			
22	\$ 51,212	\$ 87	\$ -	\$ 51,299
23	22,007	48	-	22,055
24	828	-	29,387	30,215
25	322	1	-	323
26	74,369	136	29,387	103,892
27				
28	32,341	48	-	32,389
29	42,028	88	29,387	71,503
30				
31	Operating expenses:			
32	22,510	161	11,844	34,515
33	347	-	9,075	9,422
34	22,857	161	20,919	43,937
35	\$ 19,171	\$ (73)	\$ 8,468	\$ 27,566
36				
37	294	4	-	298
38	6	-	427	433

**EZCORP, Inc.**  
**Operating Segment Results (Unaudited)**  
*(in thousands, except store counts)*

	<b>EZPAWN United States Operations</b>	<b>Empeño Fácil Operations</b>	<b>EZMONEY Operations</b>	<b>Consolidated</b>
<b>Year ended September 30, 2008:</b>				
1	Revenues:			
2	\$ 225,747	\$ 6,813	\$ -	\$ 232,560
3	89,431	4,813	-	94,244
4	2,782	-	125,696	128,478
5	2,116	5	-	2,121
6	320,076	11,631	125,696	457,403
7				
8	135,142	4,260	-	139,402
9	184,934	7,371	125,696	318,001
10				
11	Operating expenses:			
12	96,674	4,066	52,680	153,420
13	1,108	-	36,042	37,150
14	97,782	4,066	88,722	190,570
15	\$ 87,152	\$ 3,305	\$ 36,974	\$ 127,431
16				
17	294	38	-	332
18	6	-	471	477
19				
20	<b>Year ended September 30, 2007:</b>			
21	Revenues:			
22	\$ 192,832	\$ 155	\$ -	\$ 192,987
23	73,471	80	-	73,551
24	3,314	-	101,033	104,347
25	1,328	2	-	1,330
26	270,945	237	101,033	372,215
27				
28	117,923	84	-	118,007
29	153,022	153	101,033	254,208
30				
31	Operating expenses:			
32	87,151	404	41,047	128,602
33	1,390	-	27,118	28,508
34	88,541	404	68,165	157,110
35	\$ 64,481	\$ (251)	\$ 32,868	\$ 97,098
36				
37	294	4	-	298
38	6	-	427	433