

EZCORP

Investor Presentation

Q3 2026 NASDAQ: EZPW



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. FY26 results are presented in constant currency using FY25 rates. Prior years use actual foreign exchange rates. For a discussion of the comparable GAAP amounts, see "EZCORP GAAP Results" and "GAAP to Non-GAAP Reconciliation" in the Appendix.

COMPARISONS

All comparisons in this presentation are relative to the 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.

EZCORP AT A GLANCE



COMPANY OVERVIEW

- Formed in 1989, EZCORP is a leading provider of pawn transactions and seller of pre-owned and recycled merchandise in the United States, Latin America and the Caribbean.
- We increase reach and access to financial services through a broad network of neighborhood retail locations, and promote the circular economy by recycling pre-owned merchandise and jewelry.
- Our Mission: To be the first and best choice for customers' short-term cash needs and quality pre-owned goods.

PAWN FUNDAMENTALS

Pawn transactions are customer friendly¹

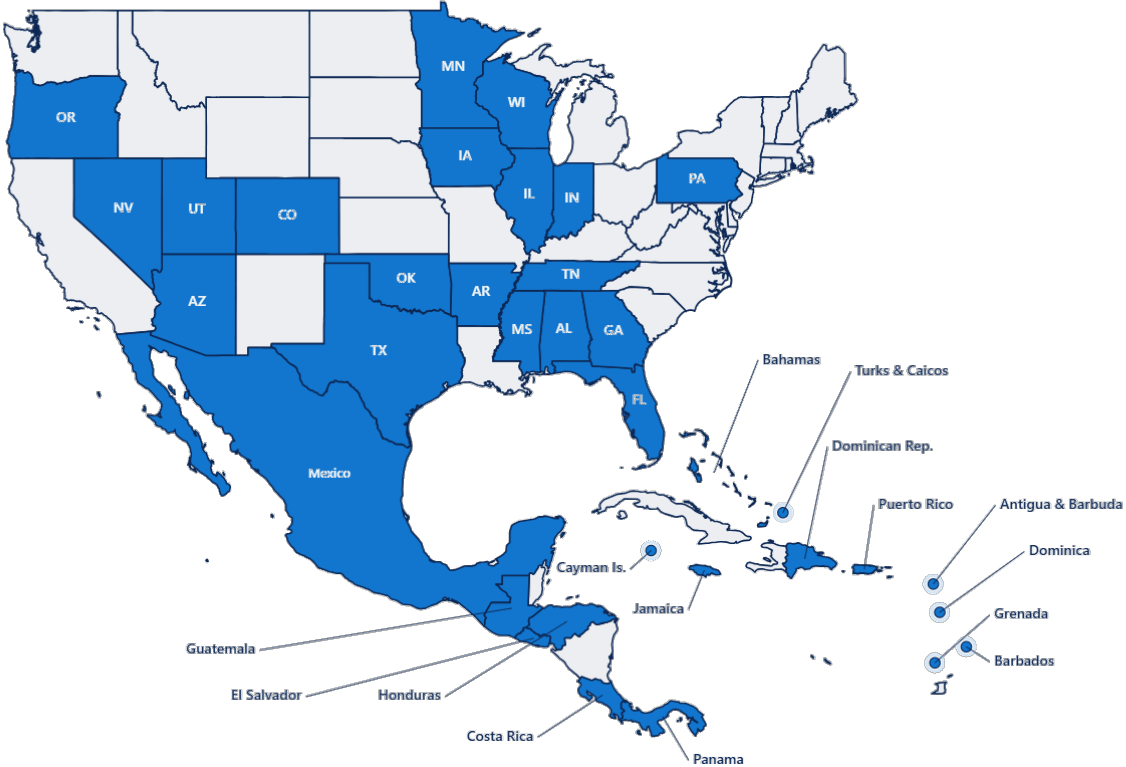
- Non-recourse loans
- No credit check, bank account or verifications
- No collection activity or reporting to credit bureaus

Pawn transactions are small & short-term²

- U.S.: \$200 to \$220 pawn; 30 to 90 day term
- Mexico: \$70 to \$85 pawn; 30 day term
- Guatemala, El Salvador & Honduras: \$120 to \$140 pawn; 30 day term

WHERE WE OPERATE

1,549 STORES	626 U.S. ³	642 MEXICO	191 GUATEMALA	20 EL SALVADOR
9,700 TEAM MEMBERS	28 HONDURAS	21 CARIBBEAN	9 PANAMA	12 COSTA RICA

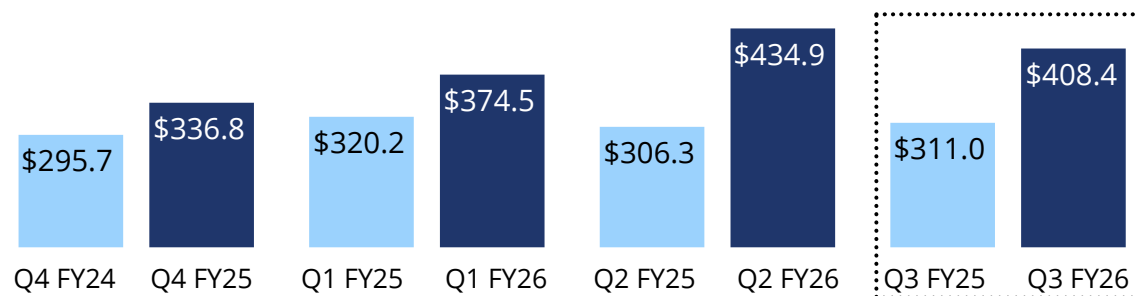


FINANCIAL HIGHLIGHTS

Q3 FY26 FINANCIAL HIGHLIGHTS

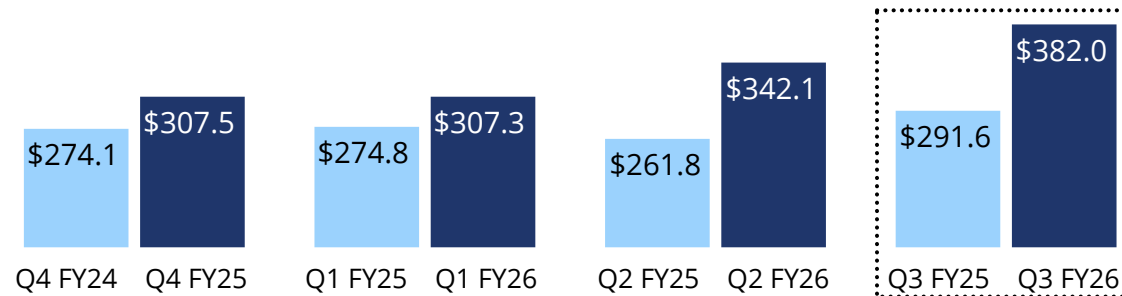
(\$ millions, except per share amounts)

TOTAL REVENUES



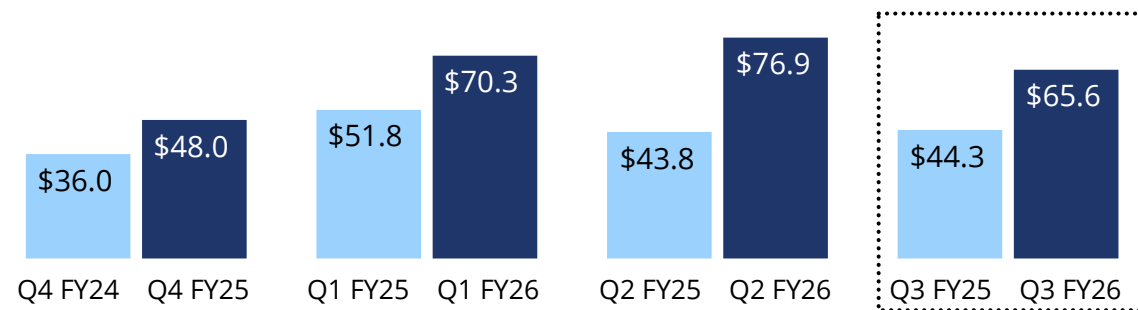
- Revenues of \$408.4M, up 31%, driven by higher merchandise sales, new stores (including SMG), PSC, and scrap
- Gross profit of \$240.3M, up 31%, driven by new stores (including SMG), scrap gross profit, PSC and merchandise sales gross profit
- Core pawn revenues up 24% and core pawn gross profit up 28%

PAWN LOANS OUTSTANDING



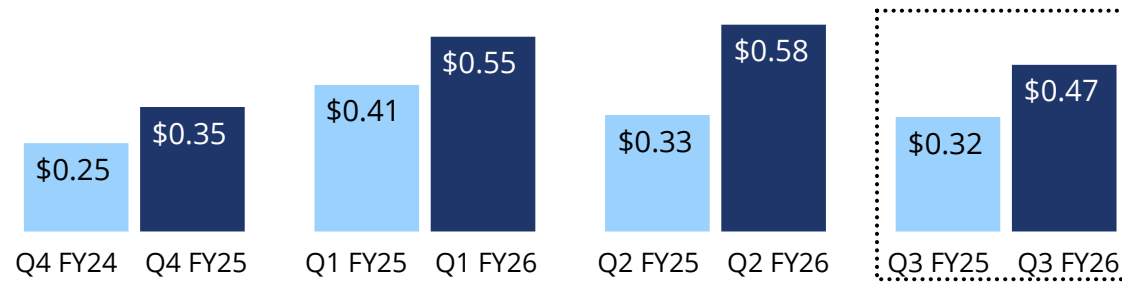
- Record PLO of \$382.0M, up 31%, driven by new stores (including SMG), strong customer demand and increase in average loan size

EBITDA



- EBITDA of \$65.6M, up 48%
- EBITDA margin of 16%, up 190 bps

DILUTED EPS



- Diluted EPS of \$0.47, up 47%

Q3 FY26 CONSOLIDATED GROWTH

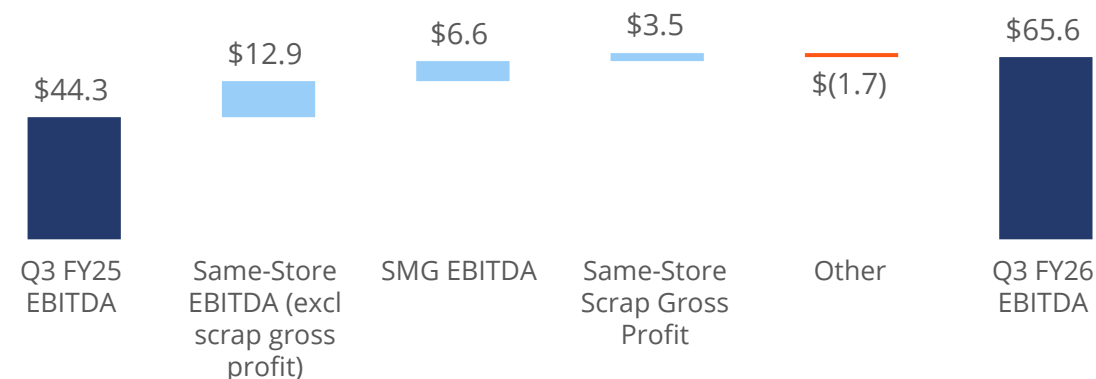
(\$ millions)

TOTAL REVENUES



- Revenues of \$408.4M, up 31%, with second quarter of SMG consolidation, same-store growth and gold scrap tailwind
- PSC of \$149.1M, up 29% (same-store up 13%)
- Merchandise sales of \$203.5M, up 21% (same-store up 6%); margin of 38%, up 190 bps
- Scrap sales of \$55.7M, up \$28.8M, on higher gold prices; \$15.9M of the increase from same-store
- Same-store core pawn revenues up 9%, reflecting continued strong customer demand
- Same-store core pawn gross profit up 13%, reflecting the non-scrap component of earnings growth

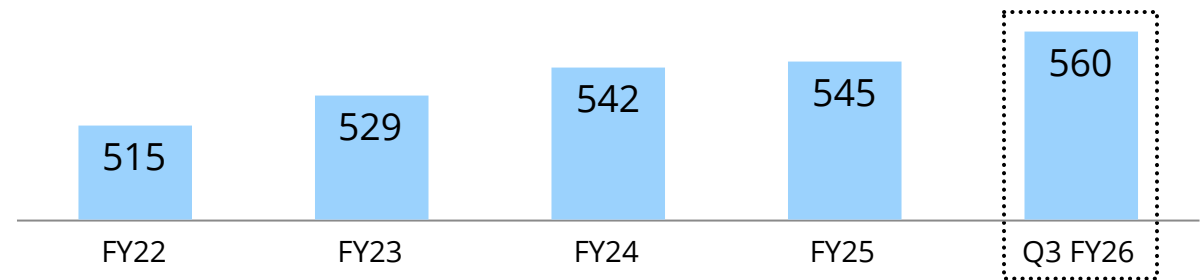
EBITDA



- EBITDA of \$65.6M, up 48%, reflecting strong operating leverage on revenue growth and elevated scrap gross profit
- EBITDA margin of 16%, up 190 bps, driven by merchandise margin improvement and expense discipline

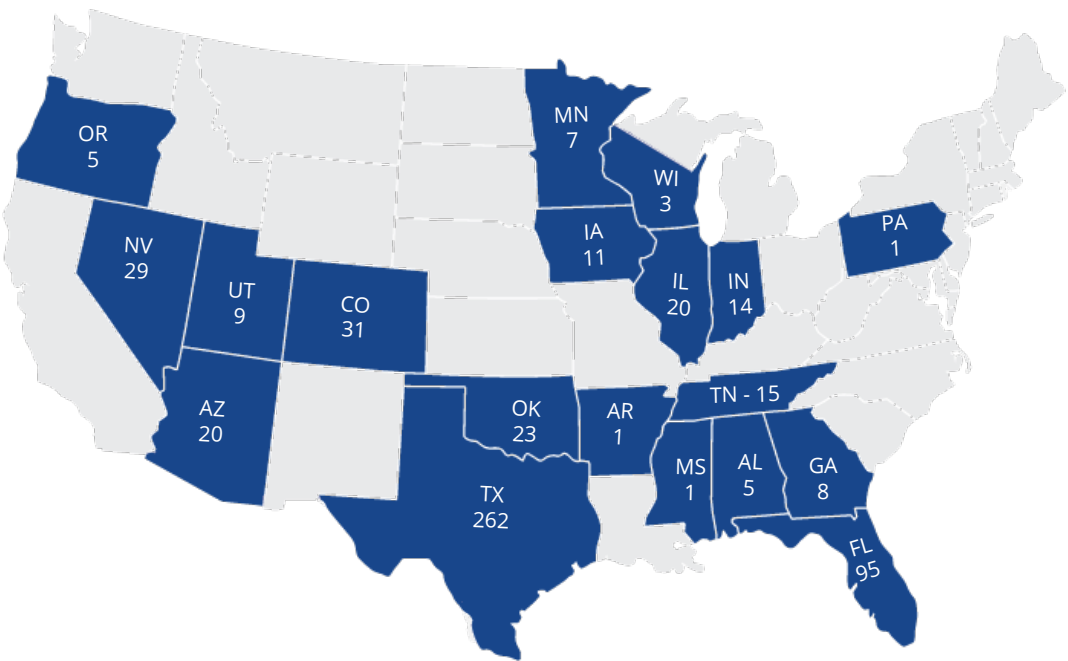
Q3 FY26 U.S. SEGMENT OVERVIEW

STORE COUNT

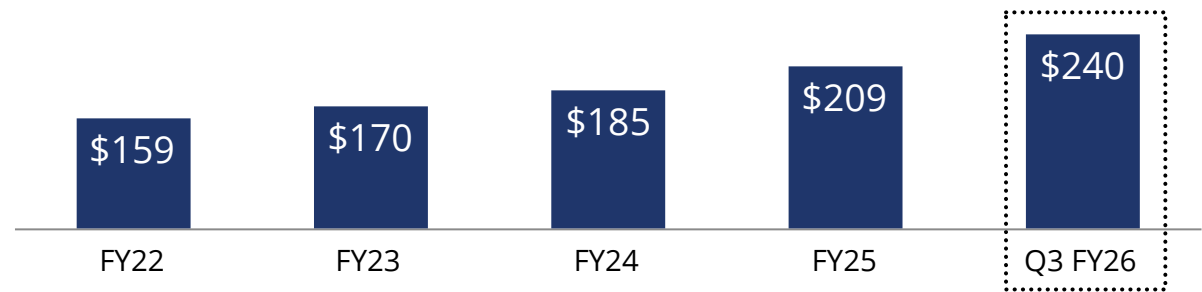


- Acquired 1 store during the quarter

560 STORES IN 19 STATES



AVERAGE LOAN SIZE

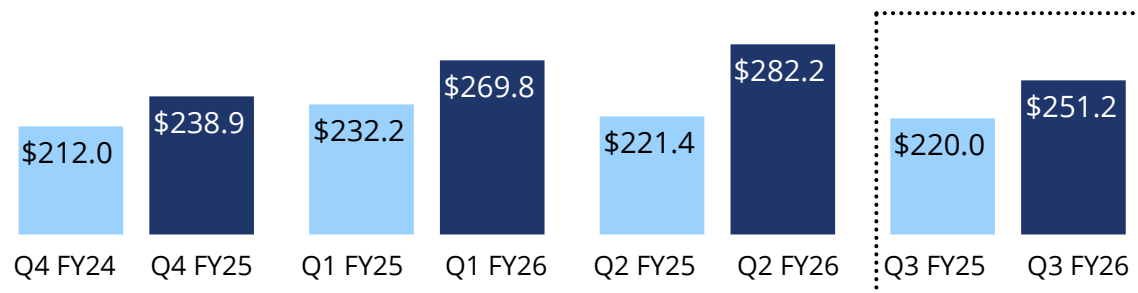


- Average loan size up 16%, primarily driven by the increase in jewelry composition and gold price
- PLO jewelry composition increased to 69%, up 420 bps

Q3 FY26 U.S. SEGMENT HIGHLIGHTS

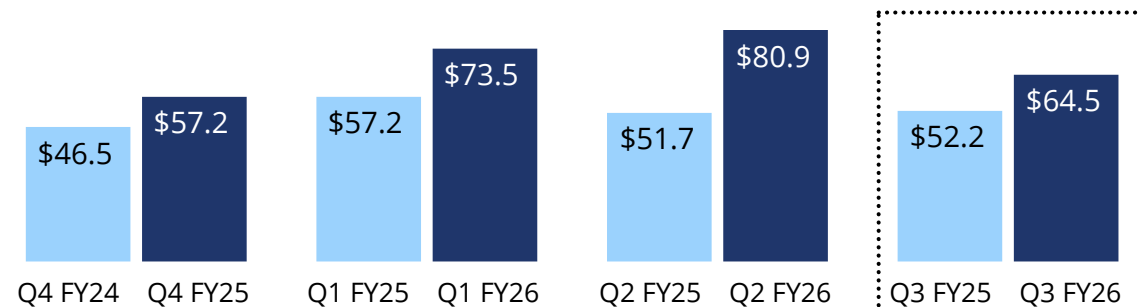
(\$ millions)

TOTAL REVENUES



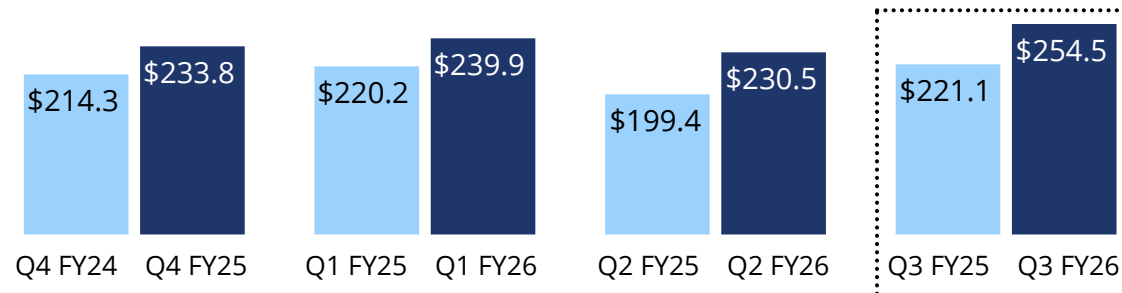
- Total revenues up \$31.3M or 14%, over half attributable to core pawn
- PSC up 13%, primarily driven by same-store PLO growth
- Merchandise sales up 6%, (3% on a same-store basis); margin of 40%, up 130 bps
- Core pawn revenues up 9% and core pawn gross profit up 12%

EBITDA



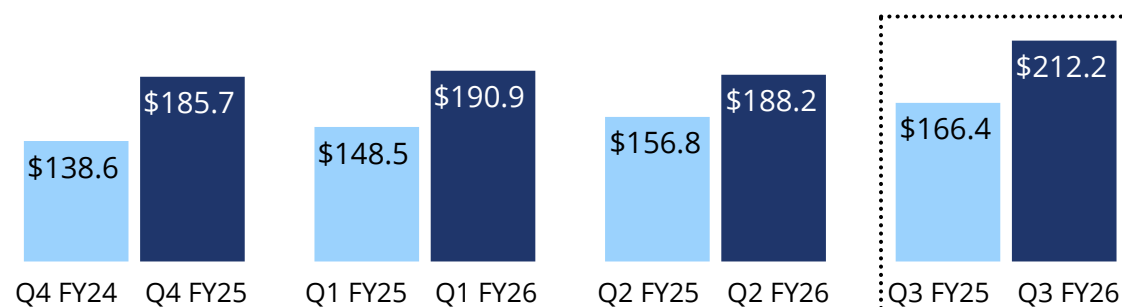
- EBITDA improved \$12.3M or 23%, driven by higher gross profit (83% driven by core pawn gross profit), partially offset by a 8% increase in expenses (6% on a same-store basis)
- EBITDA margin of 26%, up 200 bps

PAWN LOANS OUTSTANDING



- PLO up 15%, (13% on a same-store basis), driven by increased average loan size and continued strong pawn demand

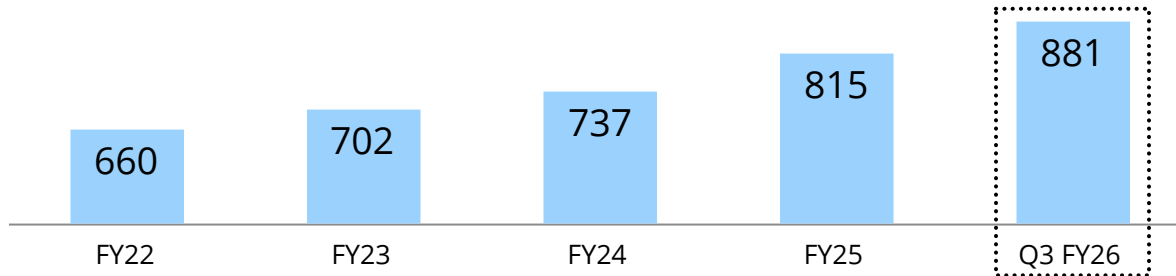
INVENTORY



- Inventory up 28%, driven by growth in PLO, purchases and layaways
- Inventory turnover at 2.0x
- Aged GM down 90 bps to 1.9% (\$0.7M) of total GM inventory

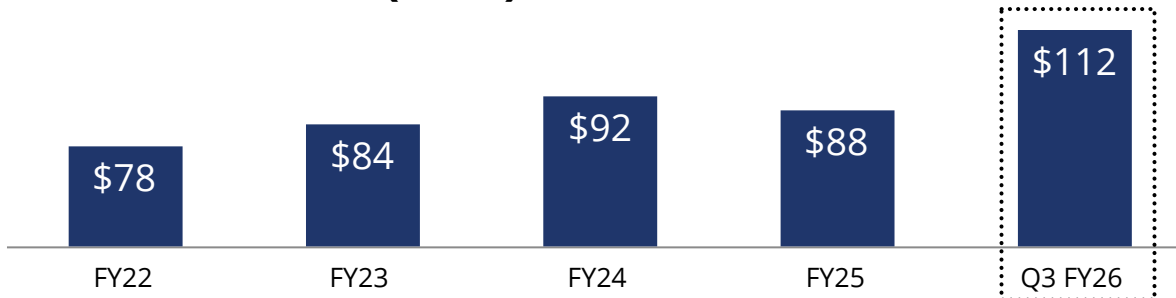
Q3 FY26 LATIN AMERICA SEGMENT OVERVIEW

STORE COUNT



- In April 2026, acquired 33 stores in Guatemala
- During the quarter, opened 9 stores, including 5 in Mexico, 3 in Guatemala, and 1 in Honduras

AVERAGE LOAN SIZE (GAAP)



- Average loan size up 28% (up 18% on a constant currency basis), primarily driven by increase in jewelry composition and gold price
- PLO jewelry composition increased to 49%, up 900 bps

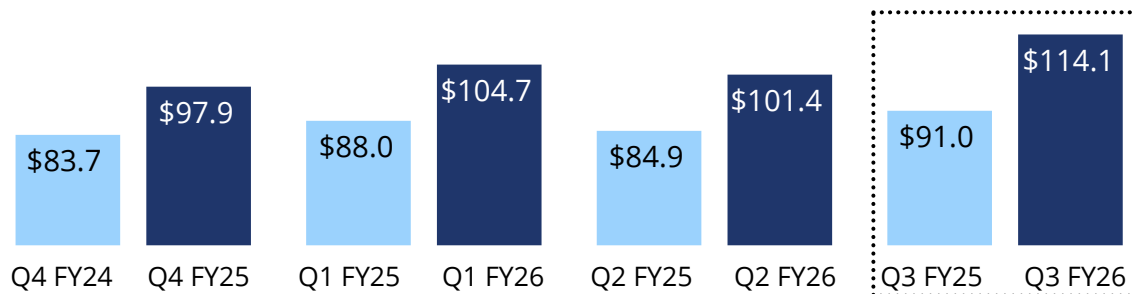
881 STORES IN 4 COUNTRIES



Q3 FY26 LATIN AMERICA HIGHLIGHTS

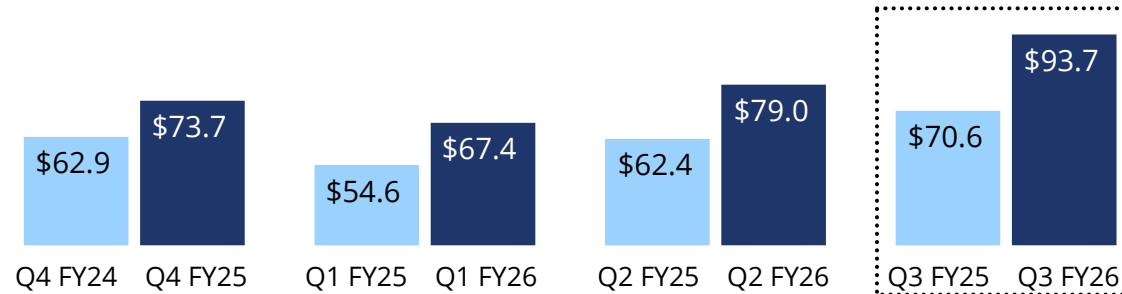
(\$ millions)

TOTAL REVENUES



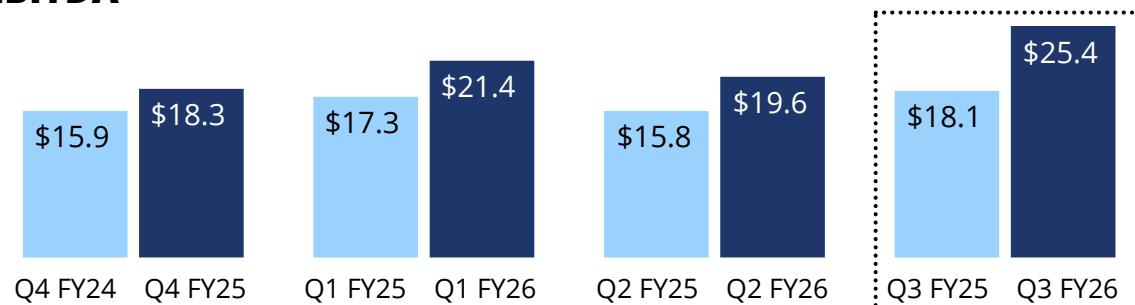
- Record revenues up \$23.1M or 25%, approx. half attributable to merchandise sales
- PSC up 26%, driven by same-store PLO growth and new stores
- Merchandise sales up 20%, (11% on a same-store basis); margin of 36%, up 490 bps
- Core pawn revenues up 22% and core pawn gross profit up 31%

PAWN LOANS OUTSTANDING



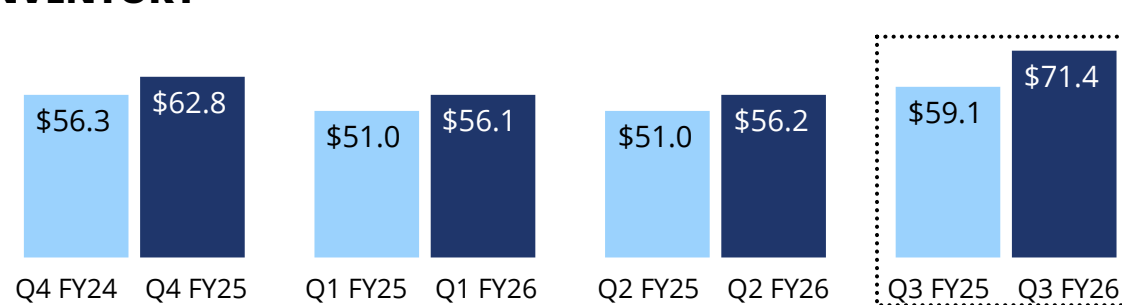
- PLO up 33% (28% on a same-store basis), driven by average loan size, strong loan demand and improved operational performance

EBITDA



- EBITDA up \$7.3M or 40%, driven by higher gross profit (95% driven by core pawn gross profit), partially offset by a 27% increase in expenses (17% on a same-store basis)
- EBITDA margin of 22%, up 240 bps

INVENTORY



- Inventory up 21%, driven by growth in PLO. Inventory turnover at 3.1x
- Aged GM decreased below 1% of total GM inventory

Q3 FY26 SMG SEGMENT OVERVIEW & HIGHLIGHTS

OVERVIEW

- Acquired the remaining membership interests in Founders, resulting in 100% ownership of Founders
- Acquired additional shares in SMG from minority shareholders, increasing ownership to 97.4% at end of quarter. In July, acquired the remaining shares of SMG, resulting in 100% ownership
- Opened 1 store during the quarter, leading to 108 stores operating as "La Familia Pawn and Jewelry" and "CashWiz" in 12 countries

FINANCIAL HIGHLIGHTS

- PLO of \$33.8M
- Total revenues were \$43.1M, comprised of pawn service charges of \$14.3M, merchandise sales of \$17.1M, and jewelry scrap sales of \$11.7M
- Gross profit was \$22.4M
- Merchandise sales gross margin was 31.4%
- Core pawn revenues of \$31.4M and core pawn gross profit of \$19.7M
- Average loan size of \$259
- PLO jewelry composition of 49%
- Inventory of \$28.9M and aged GM at 1%
- Inventory turnover at 3.1x

108 STORES ACROSS 12 COUNTRIES



APPENDIX

RECORD EARNING ASSETS DRIVE INCREASED EARNINGS

(\$ millions, except per share amounts)

	Q3 GAAP		%△ B/(W)	Q3 ADJUSTED		%△ B/(W)
	FY26	FY25		FY26	FY25	
Pawn Loans Outstanding	\$387.2	\$291.6	33%	\$382.0	\$291.6	31%
Total Revenues	418.7	311.0	35%	408.4	311.0	31%
Gross Profit	\$246.2	\$183.6	34%	\$240.3	\$183.6	31%
Equity in Net (Income) Loss of Investments	(1.9)	(1.2)	58%	(1.9)	(1.2)	58%
Store Expenses	147.7	113.4	(30)%	144.0	113.4	(27)%
General and Administrative Expenses	34.0	27.5	(24)%	33.5	27.5	(22)%
Other (Income) Expense	(0.8)	(1.8)	*	(0.8)	(1.6)	*
EBITDA	\$67.2	\$45.7	47%	\$65.6	\$44.3	48%
Depreciation/Amortization	9.7	8.0	(21)%	9.4	8.0	(18)%
Interest Expense, Net	5.6	3.0	*	5.6	3.0	*
Profit Before Tax	\$52.0	\$34.7	50%	\$50.6	\$33.3	52%
Income Tax Expense	13.5	8.2	(65)%	13.1	8.8	(49)%
Net Income	\$38.5	\$26.5	45%	\$37.5	\$24.5	53%
Net Income attributable to NCI	(0.3)	—	—%	(0.3)	—	—%
Net Income attributable to EZCORP	\$38.2	\$26.5	44%	\$37.2	\$24.5	52%
Diluted EPS	\$0.48	\$0.34	41%	\$0.47	\$0.32	47%

DEFINITION OF TERMS

Core Pawn Revenues	Revenues excluding scrap sales
Core Pawn Gross Profit	Gross profit excluding scrap gross profit
GM	General merchandise (non-jewelry)
M	Millions
PLO	Pawn loans outstanding
PSC	Pawn service charges
Same-Store	Stores open the entirety of the comparable periods
SMG	Simple Management Group Inc.

$$\text{EBITDA Margin} = \frac{\text{EBITDA}}{\text{Total Revenue}}$$

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

FINANCIAL DISCLOSURES

GAAP TO NON-GAAP RECONCILIATION

In addition to the financial information prepared in conformity with U.S. generally accepted accounting principles (“GAAP”), we provide certain other financial information that is adjusted to exclude the impact of restructuring and restatement charges and other discrete items and to reflect the results of our Latin American segment 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.

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 American segment, 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 American segment and reflect an additional way of viewing aspects of our business that, when viewed with GAAP results, provide a more complete understanding of factors and trends affecting our business. We provide non-GAAP financial information for informational purposes and to enhance understanding of our GAAP consolidated financial statements. We use this non-GAAP financial information to evaluate and compare operating results across accounting periods. Readers should consider the information in addition to, but not instead of or superior to, our financial statements prepared in accordance with GAAP. This non-GAAP financial information may be determined or calculated differently by other companies, limiting the usefulness of those measures for comparative purposes.

Constant currency results reported herein are calculated by translating consolidated balance sheet and consolidated statement of operations items denominated in local currency to U.S. dollars using the exchange rate from the prior-year comparable period, as opposed to the current period, in order to exclude the effects of foreign currency rate fluctuations. In addition, our equity method investment in CCV is denominated in Australian dollars and is translated into U.S. dollars. We used the end-of-period rate for balance sheet items and the average closing daily exchange rate on a monthly basis during the appropriate period for statement of operations items. Our statement of operations constant currency results reflect the monthly exchange rate fluctuations and so are not directly calculable from the above rates. Constant currency results, where presented, also exclude the foreign currency gain or loss.

The end-of-period and approximate average exchange rates for each applicable currency as compared to U.S. dollars as of and for the three months ended June 30, 2026 and 2025 were as follows:

		Mexican Peso	Guatemalan Quetzal	Honduran Lempira	Australian Dollar
June 30,	2026	17.5	7.5	26.4	1.5
	2025	18.8	7.6	25.8	1.5
Three Months Ended June 30,	2026	17.4	7.5	26.4	1.4
	2025	19.5	7.6	25.7	1.6

GAAP TO NON-GAAP RECONCILIATION Q3 – CONSOLIDATED*

(\$ millions, except per share amounts)

	FY26					FY25		
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Adjustments	Adjusted Base
Revenues	\$418.7	—	\$418.7	\$(10.3)	\$408.4	\$311.0	—	\$311.0
PSC Revenues	152.5	—	152.5	(3.4)	149.1	115.3	—	115.3
Merchandise Sales	209.7	—	209.7	(6.1)	203.5	168.6	—	168.6
Core Pawn Revenues	\$362.1	—	\$362.1	\$(9.5)	\$352.6	\$284.0	—	\$284.0
Merchandise Gross Profit	78.9	—	78.9	(2.3)	76.6	60.4	—	60.4
<i>Merchandise Margin</i>	38%	—	38%	—%	38%	36%	—%	36%
Core Pawn Gross Profit	\$231.4	—	\$231.4	\$(5.6)	\$225.8	\$175.8	—	\$175.8
Scrap Gross Profit	14.8	—	14.8	(0.2)	14.5	7.9	—	7.9
<i>Scrap Gross Margin</i>	26%	—	26%	—%	26%	29%	—%	29%
Gross Profit	\$246.2	—	\$246.2	\$(5.8)	\$240.3	\$183.6	—	\$183.6
Store Expenses	147.7	—	147.7	(3.7)	144.0	113.4	—	113.4
General and Administrative Expenses	34.0	—	34.0	(0.5)	33.5	27.5	—	27.5
Other Income	(2.7)	—	(2.7)	—	(2.7)	(3.0)	1.5 (B)	(1.5)
EBITDA	\$67.2	—	\$67.2	\$(1.7)	\$65.6	\$45.7	\$(1.5)	\$44.3
Depreciation and Amortization	9.7	—	9.7	(0.2)	9.4	8.0	—	\$8.0
EBIT	\$57.6	—	\$57.6	\$(1.4)	\$56.2	\$37.7	\$(1.5)	\$36.3
Interest Expense, net	5.6	—	5.6	—	5.6	3.0	—	3.0
Profit Before Tax	\$52.0	—	\$52.0	\$(1.4)	\$50.6	\$34.7	\$(1.5)	\$33.3
Income Tax Expense	13.5	(0.1) (A)	13.4	(0.4)	13.1	8.2	0.6 (C)	8.8
Net Income	\$38.5	\$0.1	\$38.6	\$(1.1)	\$37.5	\$26.5	\$(2.0)	\$24.5
Net Income attributable to NCI	(0.3)	—	(0.3)	—	(0.3)	0.0	—	\$—
Net Income attributable to EZCORP	\$38.2	\$0.1	\$38.3	\$(1.1)	\$37.2	\$26.5	\$(2.0)	\$24.5
Diluted EPS	\$0.48	\$—	\$0.48	\$(0.01)	\$0.47	\$0.34	\$(0.02)	\$0.32
Diluted Shares Outstanding	83.4	—	83.4	—	83.4	82.9	—	82.9
Pawn Loans Outstanding	387.2	—	387.2	(5.2)	382.0	291.6	—	291.6
Inventory, Net	316.3	—	316.3	(3.9)	312.5	225.5	—	225.5
Net Earning Assets	\$703.5	—	\$703.5	\$(9.1)	\$694.5	\$517.1	—	\$517.1

Same-Store data	FY26 Change (GAAP)	FY26 Change Constant Currency
PLO	18%	17%
Merchandise Sales	9%	6%



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

(A) Amount includes \$0.1M FY26 tax impact of items listed above

(B) Amount includes a gain of \$1.3M corporate office lease termination and \$0.2M FX gain

(C) Amount includes FY25 tax impact of the items listed above and a release of FIN48 reserve

GAAP TO NON-GAAP RECONCILIATION Q3 – U.S. SEGMENT*

(\$ millions)

	FY26					FY25		
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Adjustments	Adjusted Base
Revenues	\$251.2	\$—	\$251.2	\$—	\$251.2	\$220.0	\$—	\$220.0
PSC Revenues	95.2	—	95.2	—	95.2	83.9	—	83.9
Merchandise Sales	118.8	—	118.8	—	118.8	112.2	—	112.2
Core Pawn Revenues	\$214.0	\$—	\$214.0	\$—	\$214.0	\$196.2	\$—	\$196.2
Merchandise Gross Profit	47.2	—	47.2	—	47.2	43.2	—	43.2
<i>Merchandise Margin</i>	40%	—%	40%	—%	40%	39%	—%	39%
Core Pawn Gross Profit	\$142.4	\$—	\$142.4	\$—	\$142.4	\$127.1	\$—	\$127.1
Scrap Gross Profit	10.1	—	10.1	—	10.1	6.9	—	6.9
<i>Scrap Gross Margin</i>	27%	—%	27%	—%	27%	29%	—%	29%
Gross Profit	\$152.5	\$—	\$152.5	\$—	\$152.5	\$134.1	\$—	\$134.1
Store Expenses	88.0	—	88.0	—	88.0	81.8	—	81.8
EBITDA	\$64.5	\$—	\$64.5	\$—	\$64.5	\$52.2	\$—	\$52.2
Depreciation and Amortization	2.8	—	2.8	—	2.8	2.7	—	2.7
Profit Before Tax	\$61.6	\$—	\$61.6	\$—	\$61.6	\$49.6	\$—	\$49.6
Pawn Loans Outstanding	254.5	—	254.5	—	254.5	221.1	—	221.1
Inventory, Net	212.2	—	212.2	—	212.2	166.4	—	166.4
Net Earning Assets	\$466.7	\$—	\$466.7	\$—	\$466.7	\$387.4	\$—	\$387.4

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

(\$ millions)

	FY26					FY25		
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Adjustments	Adjusted Base
Revenues	\$124.4	\$—	\$124.4	\$(10.3)	\$114.1	\$91.0	\$—	\$91.0
PSC Revenues	42.9	—	42.9	(3.4)	39.6	31.4	—	31.4
Merchandise Sales	73.8	—	73.8	(6.1)	67.7	56.4	—	56.4
Core Pawn Revenues	\$116.7	\$—	\$116.7	\$(9.5)	\$107.2	\$87.8	\$—	\$87.8
Merchandise Gross Profit	26.3	—	26.3	(2.3)	24.0	17.2	—	17.2
<i>Merchandise Margin</i>	36%	—%	36%	—%	36%	31%	—%	31%
Core Pawn Gross Profit	\$69.3	\$—	\$69.3	\$(5.6)	\$63.6	\$48.7	\$—	\$48.7
Scrap Gross Profit	2.0	—	2.0	(0.2)	1.7	0.9	—	0.9
<i>Scrap Gross Margin</i>	26%	—%	26%	—%	26%	29%	—%	29%
Gross Profit	\$71.2	\$—	\$71.2	\$(5.8)	\$65.4	\$49.6	\$—	\$49.6
Store Expenses	43.6	—	43.6	(3.7)	40.0	31.5	—	31.5
Other Income	(0.1)	0.1 (A)	—	—	—	—	(0.1) (B)	(0.1)
EBITDA	\$27.7	\$(0.1)	\$27.6	\$(2.1)	\$25.4	\$18.1	\$0.1	\$18.1
Depreciation and Amortization	2.9	—	2.9	(0.2)	2.7	2.2	—	2.2
Profit Before Tax	\$24.8	\$(0.1)	\$24.7	\$(1.9)	\$22.8	\$15.9	\$0.1	\$16.0
Pawn Loans Outstanding	98.9	—	98.9	(5.2)	93.7	70.6	—	70.6
Inventory, Net	75.3	—	75.3	(3.9)	71.4	59.1	—	59.1
Net Earning Assets	\$174.2	\$—	\$174.2	\$(9.1)	\$165.1	\$129.7	\$—	\$129.7

Same-Store data:	FY26 Change (GAAP)	FY26 Change (Constant Currency)
PLO	35%	28%
Merchandise Sales	21%	11%

GAAP TO NON-GAAP RECONCILIATION Q3 – SMG*

(\$ millions)

	FY26				
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency
Revenues	\$43.1	\$—	\$43.1	\$—	\$43.1
PSC Revenues	14.3	—	14.3	—	14.3
Merchandise Sales	17.1	—	17.1	—	17.1
Core Pawn Revenues	\$31.4	\$—	\$31.4	\$—	\$31.4
Merchandise Gross Profit	5.4	—	5.4	—	5.4
<i>Merchandise Margin</i>	31%	—%	31%	—%	31%
Core Pawn Gross Profit	\$19.7	\$—	\$19.7	\$—	\$19.7
Scrap Gross Profit	2.8	—	2.8	—	2.8
<i>Scrap Gross Margin</i>	24%	—%	24%	—%	24%
Gross Profit	\$22.4	\$—	\$22.4	\$—	\$22.4
Store Expenses	16.0	—	16.0	—	16.0
Other Expense	(0.2)	—	(0.2)	—	(0.2)
EBITDA	\$6.6	\$—	\$6.6	\$—	\$6.6
Depreciation and Amortization	0.6	—	0.6	—	0.6
Profit Before Tax	\$5.9	\$—	\$6.0	\$—	\$6.0
Pawn Loans Outstanding	33.8	—	33.8	—	33.8
Inventory, Net	28.9	—	28.9	—	28.9
Net Earning Assets	\$62.7	\$—	\$62.7	\$—	\$62.7

CONSOLIDATED GROWTH FY24-FY26 RECONCILIATION*

(\$ millions, except for per share amounts)

	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY24	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY25	FY26 Q1	FY26 Q2	FY26 Q3
Continuing Ops PBT	\$37.7	\$28.7	\$23.0	\$26.3	\$115.6	\$41.4	\$34.4	\$34.7	\$36.3	\$146.8	\$59.2	\$65.5	\$52.0
Add Back Net Interest	0.8	0.5	0.6	1.1	3.0	1.1	1.4	3.0	2.8	8.3	3.4	5.8	5.6
Add Back Depreciation and Amortization	8.6	8.2	8.2	8.1	33.1	8.3	8.0	8.0	8.2	32.5	8.8	9.6	9.7
Continuing Ops EBITDA	\$47.1	\$37.4	\$31.8	\$35.5	\$151.7	\$50.8	\$43.8	\$45.7	\$47.3	\$187.6	\$71.3	\$80.8	\$67.2
Discrete Adjustments	0.1	(0.7)	(0.1)	0.5	(0.1)	1.0	(0.1)	(1.5)	0.7	0.2	—	(2.6)	—
Adjusted EBITDA	\$47.2	\$36.7	\$31.7	\$36.0	\$151.6	\$51.8	\$43.8	\$44.3	\$48.0	\$187.9	\$71.3	\$78.3	\$67.2
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(1.0)	(1.4)	(1.6)
Currency Adjusted Continuing Ops EBITDA	\$47.2	\$36.7	\$31.7	\$36.0	\$151.6	\$51.8	\$43.8	\$44.3	\$48.0	\$187.9	\$70.3	\$76.9	\$65.6
Continuing Ops Revenues	\$300.0	\$285.6	\$281.4	\$295.7	\$1,162.8	\$320.2	\$306.3	\$311.0	\$336.8	\$1,274.3	\$382.0	\$446.9	\$418.7
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.5)	(12.0)	(10.3)
Currency Adjusted Continuing Ops Revenues	\$300.0	\$285.6	\$281.4	\$295.7	\$1,162.8	\$320.2	\$306.3	\$311.0	\$336.8	\$1,274.3	\$374.5	\$434.9	\$408.4
Continuing Ops PLO	\$243.3	\$235.8	\$261.7	\$274.1	\$274.1	\$274.8	\$261.8	\$291.6	\$307.5	\$307.5	\$314.4	\$349.4	\$387.2
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.1)	(7.3)	(5.2)
Currency Adjusted Continuing Ops PLO	\$243.3	\$235.8	\$261.7	\$274.1	\$274.1	\$274.8	\$261.8	\$291.6	\$307.5	\$307.5	\$307.3	\$342.1	\$382.0
GAAP Diluted EPS	\$0.36	\$0.29	\$0.25	\$0.21	\$1.10	\$0.40	\$0.33	\$0.34	\$0.34	\$1.42	\$0.55	\$0.61	\$0.48
Discrete Adjustments	—	(0.01)	(0.01)	0.04	0.03	0.01	—	(0.02)	0.01	(0.01)	0.01	(0.02)	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(0.01)	(0.01)	(0.01)
Adjusted Diluted EPS	\$0.36	\$0.28	\$0.24	\$0.25	\$1.13	\$0.41	\$0.33	\$0.32	\$0.35	\$1.41	\$0.55	\$0.58	\$0.47

U.S. PAWN BUSINESSES FY24-FY26 RECONCILIATION*

(\$ millions)

U.S. Pawn Segment	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY24	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY25	FY26 Q1	FY26 Q2	FY26 Q3
Profit before taxes	\$49.4	\$42.5	\$37.9	\$43.9	\$173.7	\$54.5	\$49.0	\$49.6	\$54.5	\$207.5	\$70.7	\$78.1	\$61.6
Add back D&A	2.6	2.5	2.4	2.6	10.1	2.7	2.7	2.7	2.7	10.8	2.7	2.8	2.8
EBITDA	\$52.0	\$45.0	\$40.3	\$46.5	\$183.8	\$57.2	\$51.7	\$52.2	\$57.2	\$218.3	\$73.5	\$80.9	\$64.5
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—	—	—
Adjusted EBITDA	\$52.0	\$45.0	\$40.3	\$46.5	\$183.8	\$57.2	\$51.7	\$52.2	\$57.2	\$218.3	\$73.5	\$80.9	\$64.5
Revenues	\$217.4	\$207.6	\$199.1	\$212.0	\$836.1	\$232.2	\$221.4	\$220.0	\$238.9	\$912.5	\$269.8	\$282.2	\$251.2
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—	—	—
Adjusted Revenues	\$217.4	\$207.6	\$199.1	\$212.0	\$836.1	\$232.2	\$221.4	\$220.0	\$238.9	\$912.5	\$269.8	\$282.2	\$251.2
PLO	\$190.8	\$173.7	\$199.3	\$214.3	\$214.3	\$220.2	\$199.4	\$221.1	\$233.8	\$233.8	\$239.9	\$230.5	\$254.5
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—	—	—
Adjusted PLO	\$190.8	\$173.7	\$199.3	\$214.3	\$214.3	\$220.2	\$199.4	\$221.1	\$233.8	\$233.8	\$239.9	\$230.5	\$254.5
Inventory	\$127.0	\$121.9	\$121.9	\$138.6	\$138.6	\$148.5	\$156.8	\$166.4	\$185.7	\$185.7	\$190.9	\$188.2	\$212.2
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—	—	—
Adjusted Inventory	\$127.0	\$121.9	\$121.9	\$138.6	\$138.6	\$148.5	\$156.8	\$166.4	\$185.7	\$185.7	\$190.9	\$188.2	\$212.2

LATIN AMERICA PAWN BUSINESSES FY24-FY26 RECONCILIATION*

(\$ millions)

Latin America Segment	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY24	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY25	FY26 Q1	FY26 Q2	FY26 Q3
Profit before taxes	\$13.9	\$11.1	\$14.0	\$14.0	\$52.9	\$15.3	\$13.9	\$15.9	\$15.8	\$61.0	\$20.1	\$19.1	\$24.8
Add back D&A	2.1	2.1	2.1	2.1	8.4	2.0	2.0	2.2	2.4	8.5	2.5	2.7	2.9
EBITDA	\$16.0	\$13.3	\$16.1	\$16.0	\$61.3	\$17.3	\$15.9	\$18.1	\$18.2	\$69.5	\$22.7	\$21.9	\$27.7
Discrete Adjustments	—	—	(0.1)	(0.1)	(0.1)	—	(0.1)	0.1	0.1	0.1	0.1	(0.3)	(0.1)
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(1.4)	(2.0)	(2.1)
Adjusted EBITDA	\$16.0	\$13.3	\$16.0	\$15.9	\$61.2	\$17.3	\$15.8	\$18.1	\$18.3	\$69.6	\$21.4	\$19.6	\$25.4
Revenues	\$82.5	\$78.0	\$82.4	\$83.7	\$326.6	\$88.0	\$84.9	\$91.0	\$97.9	\$361.8	\$112.3	\$113.4	\$124.4
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.5)	(11.9)	(10.3)
Adjusted Revenues	\$82.5	\$78.0	\$82.4	\$83.7	\$326.6	\$88.0	\$84.9	\$91.0	\$97.9	\$361.8	\$104.7	\$101.4	\$114.1
PLO	\$52.7	\$62.3	\$62.7	\$62.9	\$62.9	\$54.6	\$62.7	\$70.6	\$73.7	\$73.7	\$74.4	\$86.3	\$98.9
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.1)	(7.3)	(5.2)
Adjusted PLO	\$52.7	\$62.3	\$62.7	\$62.9	\$62.9	\$54.6	\$62.7	\$70.6	\$73.7	\$73.7	\$67.4	\$79.0	\$93.7
Inventory	\$37.9	\$41.5	\$50.0	\$56.3	\$56.3	\$51.0	\$51.0	\$59.1	\$62.8	\$62.8	\$62.5	\$61.7	\$75.3
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(6.4)	(5.4)	(3.9)
Adjusted Inventory	\$37.9	\$41.5	\$50.0	\$56.3	\$56.3	\$51.0	\$51.0	\$59.1	\$62.8	\$62.8	\$56.1	\$56.2	\$71.4

RECAST OF STORE EXPENSES TO G&A

(\$ millions)

	Consolidated Q3 FY25		Consolidated Difference	U.S. Segment Q3 FY25		U.S. Segment Difference	Latin America Segment Q3 FY25		Latin America Segment Difference
	Adjusted, Previously Reported	Recast		Adjusted, Previously Reported	Recast		Adjusted, Previously Reported	Recast	
Total Revenues	\$311.0	\$311.0	\$—	\$220.0	\$220.0	\$—	\$91.0	\$91.0	\$—
Gross Profit	\$183.6	\$183.6	\$—	\$134.1	\$134.1	\$—	\$49.6	\$49.6	\$—
Store Expenses	119.1	113.4	5.7	83.8	81.8	2.0	35.3	31.6	3.7
General and Administrative Expenses	21.8	27.5	(5.7)	0.0	0.0	0.0	0.0	0.0	0.0
Other (Income) Expense	(3.0)	(3.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	\$45.7	\$45.7	\$—	\$50.3	\$52.2	\$2.0	\$14.2	\$17.9	\$3.7
<i>EBITDA Margin</i>	<i>14.7%</i>	<i>14.7%</i>		<i>22.9%</i>	<i>23.7%</i>		<i>15.6%</i>	<i>19.7%</i>	
Depreciation and Amortization	8.0	8.0	0.0	2.7	2.7	0.0	2.2	2.2	0.0
Interest (Income)/Expense	3.0	3.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit before taxes	\$34.7	\$34.7	\$—	\$47.6	\$49.6	\$2.0	\$12.0	\$15.7	\$3.7

- Beginning in the first quarter of fiscal 2026, following a review of segment expenses to better align direct operating expenses with the respective segments, we modified our methodology for allocating certain expenses used in evaluating financial and segment performance and resource allocation. Specifically, we no longer allocate certain administrative expenses to our Latin America Pawn and U.S. Pawn segments; these costs are now reported within the "General and administrative" line in our Condensed Consolidated Statements of Operations.
- We have recast the Condensed Consolidated Statements of Operations and segment contribution for prior periods to conform to this methodology. This resulted in a classification change of certain expenses from Store expenses to General and administrative. Additionally, segment contribution no longer includes certain administrative allocations to segments; these costs are now included within Corporate.

ILLUSTRATIVE PAWN TRANSACTION CYCLE

Typical Transaction

Asset Type Gold Chain

Value assessed \$400

Loan to Value 40% to 65%

Loan Term 30 to 90 days

Loan amount \$200

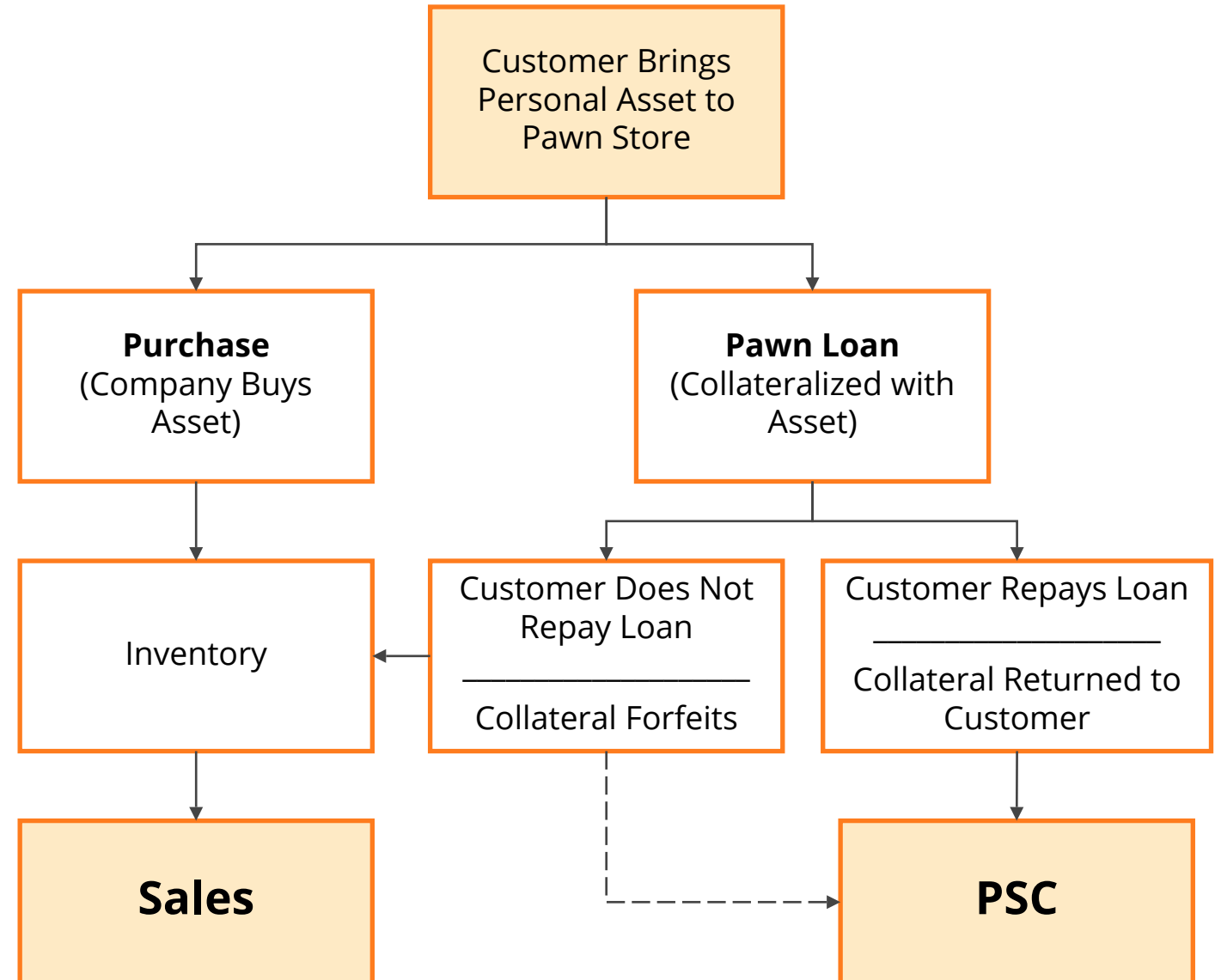
Pawn Loan/Purchase 85%/15%

Redemption Rate* 80% to 90%

% of Pawn Loans Repaid 55% to 65%

Monthly Average Yield on PLO 14%

Retail Sales Margin 35% to 38%





THANK YOU



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