

EZCORP[®]

**THIRD QUARTER FISCAL
2025 EARNINGS**

JULY 2025



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. FY25 results are presented in constant currency using FY24 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.

COMPANY & PRODUCT OVERVIEW



LEADER IN PAWN AND PRE-OWNED AND RECYCLED RETAIL

- Formed in 1989, EZCORP has grown into a leading provider of pawn transactions and seller of pre-owned and recycled merchandise in the United States and Latin America.
- We increase reach and access to financial services through a broad network of neighborhood retail locations, and promote the circular economy by recycling pre-owned merchandise and jewelry.
- We are dedicated to building shareholder value by satisfying the short-term cash needs of our customers, focusing on an industry-leading experience that is fueled by continuous innovation.

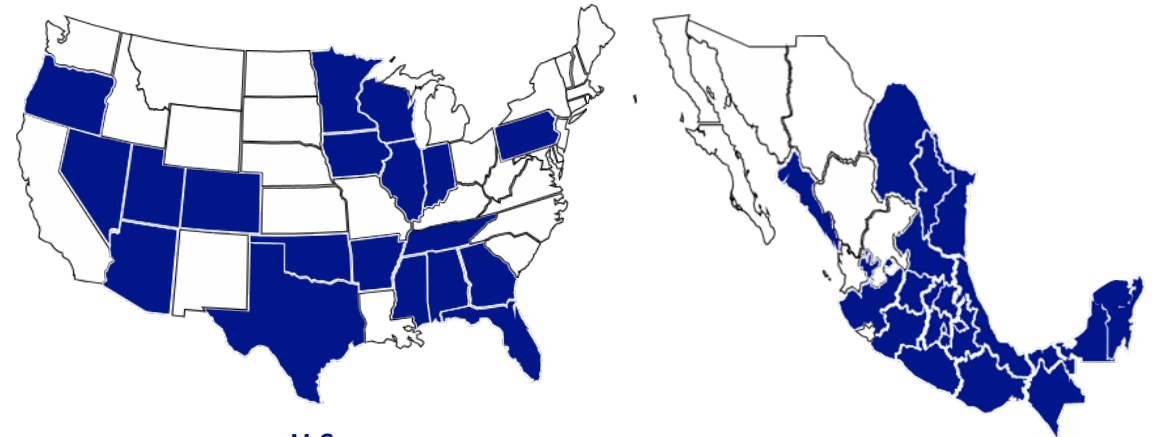


PAWN PRODUCT

- Pawn Loans are customer friendly
 - Non-recourse loans
 - No credit check, bank account or employment verification required
 - No collection activity or reporting to credit bureaus
- Pawn Loans are small and short term*
 - U.S.: \$170 to \$200 pawn; 30 to 90 day term
 - Mexico: \$65 to \$85 pawn; 30 day term
 - GPMX: \$120 to \$140 pawn; 30 day term



1,336 STORES AND 8,200 TEAM MEMBERS



U.S.

MEXICO



GUATEMALA



EL SALVADOR



HONDURAS

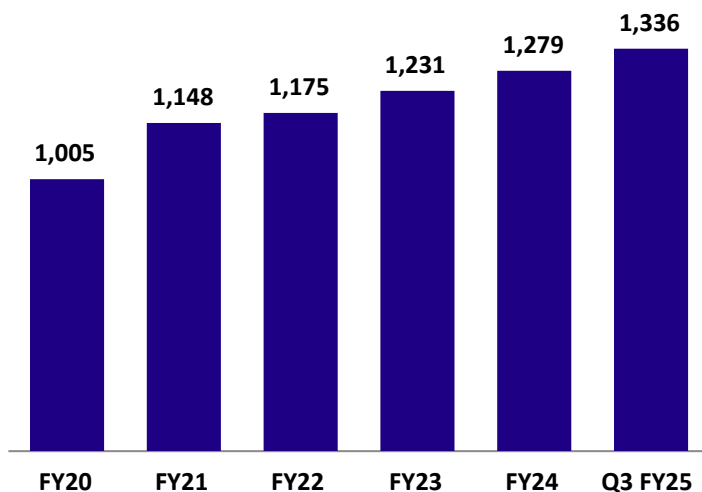
U.S. 545 | MEXICO 604 | GUATEMALA 144 | EL SALVADOR 23 | HONDURAS 20

Q3 FY25 STORE GROWTH AND BALANCE SHEET HIGHLIGHTS

(\$ millions, except for store count)



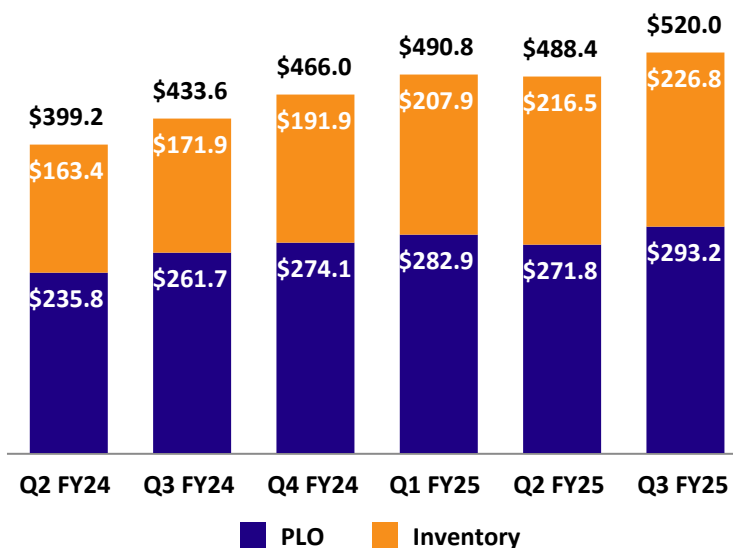
STORE COUNT



- Acquired 40 stores under the Monte Providencia and Tu Empeño Efectivo brands across 13 Mexican states. As part of the transaction, we acquired 3 additional stores in July
- Acquired 3 stores in U.S., including 1 luxury store in Miami Beach
- Opened 10 de novo stores in LatAm, comprised of 6 stores in Mexico, 3 stores in Guatemala, and 1 store in El Salvador
- Consolidated 1 store in Mexico



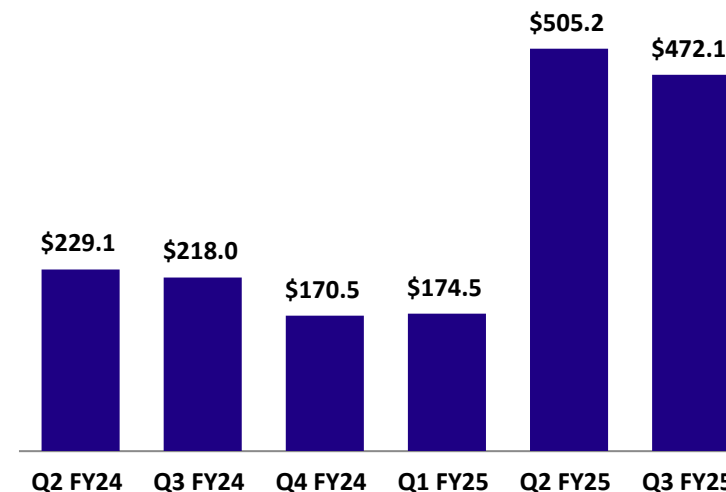
EARNING ASSETS



- Record-setting PLO of \$293.2M, up 12%, leading to a 10% increase in PSC
- PLO/Inventory ratio remains healthy at 1.3x



CASH BALANCE (GAAP)



- \$472.1M cash balance, down from \$505.2M in Q2 FY25, primarily due to increased earning assets and acquisitions, partially offset by cash from operating activities
- Repurchased approximately \$2.0M of shares in Q3
Repurchased additional \$1.0M of shares in July
- Loaned an additional \$3M at 15% per annum to Founders One, LLC, which was invested in Simple Management Group (“SMG”)*

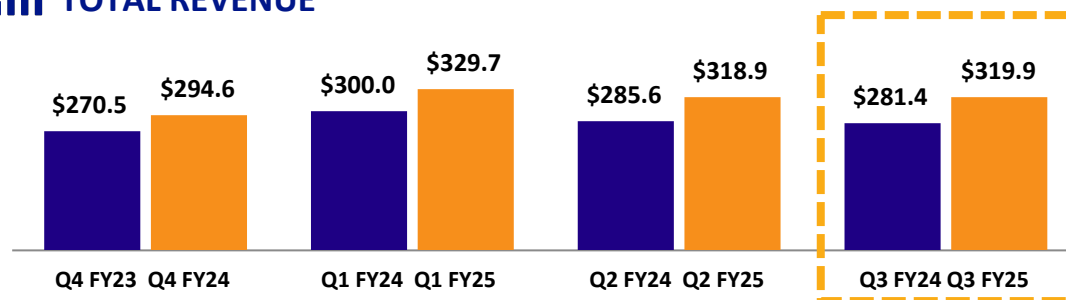
Footnote * SMG owns and operates 99 stores in the U.S., Caribbean and Central America.

Source: Current year earning assets figures adjusted for constant currency. See Appendix for reconciliations.

Q3 FY25 FINANCIAL HIGHLIGHTS

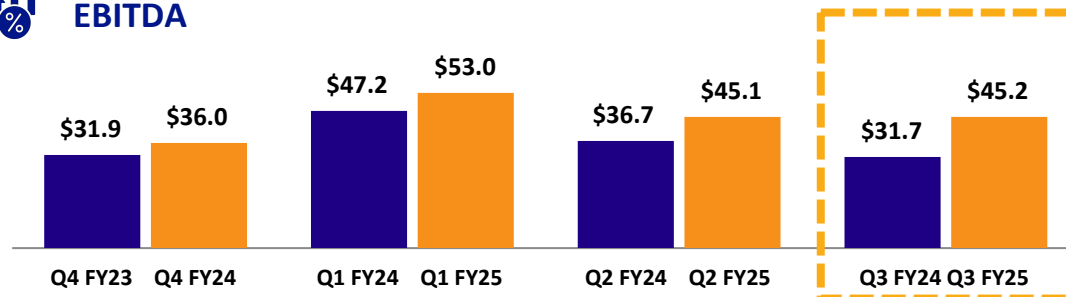
(\$ millions, except per share amounts)

TOTAL REVENUE



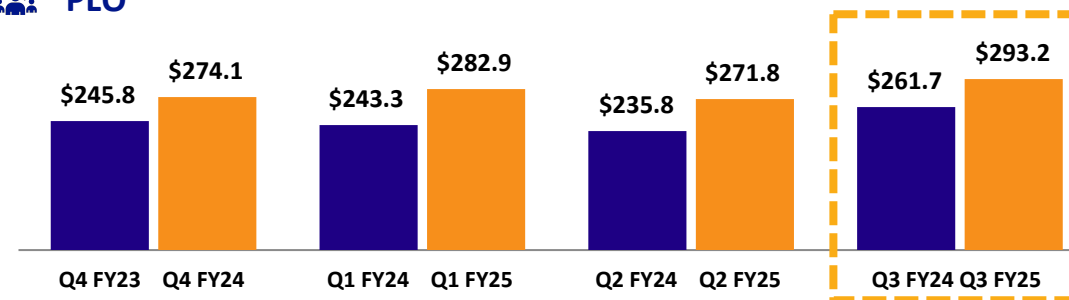
- Total revenue of \$319.9M, up 14%, driven by increases in PSC, merchandise sales and scrap revenue
- Merchandise sales of \$174.3M, up 10%; Same-store sales, up 9%
- Gross profit of \$188.4M, up 13%, primarily driven by PSC, merchandise sales and scrap gross profit

EBITDA



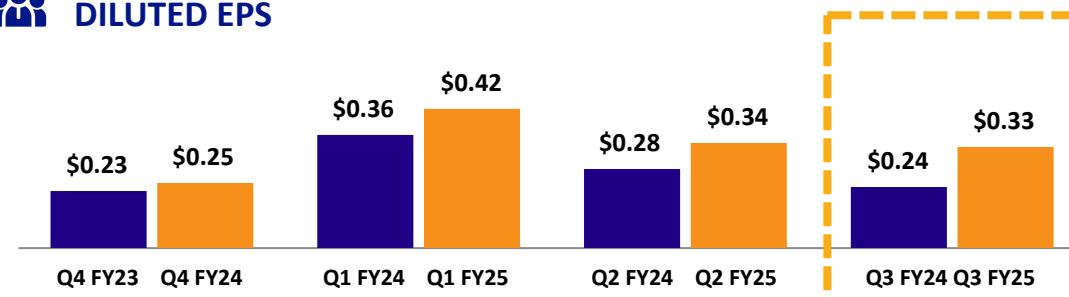
- EBITDA of \$45.2M, up 42%
- EBITDA margin of 14.1%, up 280 bps

PLO



- Strong consumer demand, increase in average loan size and improved customer service continue to propel PLO, resulting in a record balance of \$293.2M, up 12%
- PSC of \$118.2M, up 10%

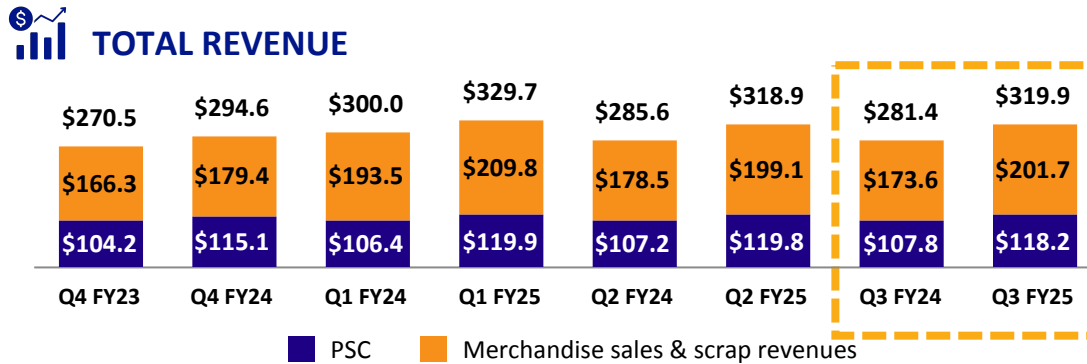
DILUTED EPS



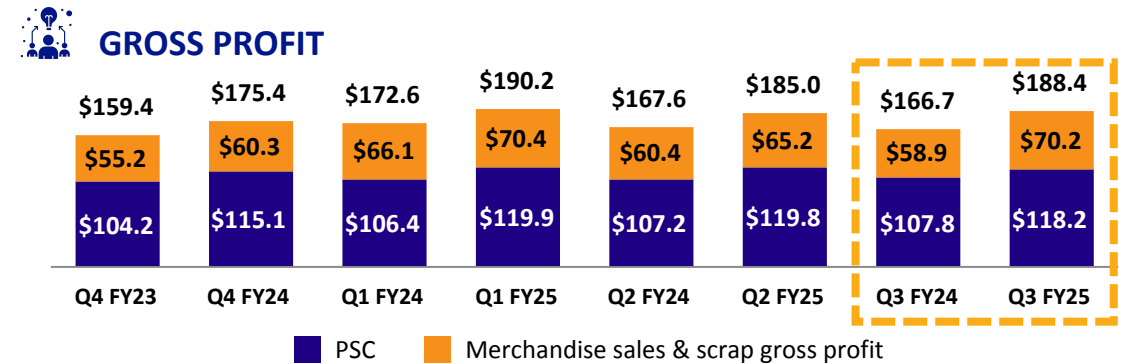
- Diluted EPS of \$0.33, up 38%

Q3 FY25 REVENUE & GROSS PROFIT HIGHLIGHTS

(\$ millions)

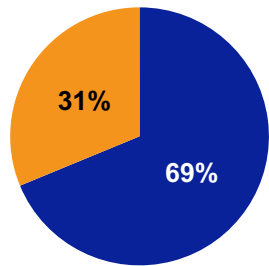


- Total revenue growth of 14% driven by increase in PSC, merchandise sales and scrap revenue



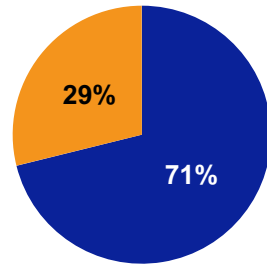
- Gross profit growth of 13% driven by increase in PSC, merchandise sales and scrap gross profit

TOTAL REVENUE BY GEOGRAPHY



■ US Pawn ■ LatAm

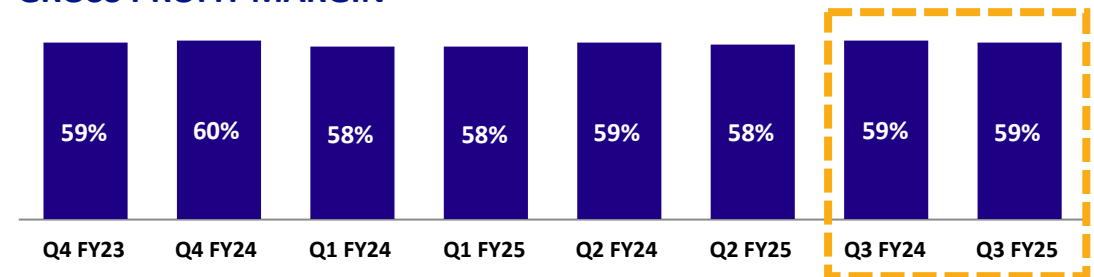
GROSS PROFIT BY GEOGRAPHY



■ US Pawn ■ LatAm

- U.S. Pawn represents
 - 69% of revenue, down by 197 bps
 - 71% of gross profit, down by 79 bps

GROSS PROFIT MARGIN



- Gross profit margin remains strong at 59%

Source: All figures adjusted for discrete items and current year figures adjusted for constant currency. See Appendix for reconciliations.

Footnote * Totals are calculated from the underlying numbers in thousands and, as a result, may not foot due to rounding.

Q3 FY25 BUSINESS STRATEGY HIGHLIGHTS

Progression towards our Strategic Goals

STRENGTHEN THE CORE

- Continued loan growth resulting from increased average loan size, operational improvements and strong customer loan demand
- Implemented enhanced proprietary pricing and lending systems, contributing to gross profit growth
- Grew LatAm gross profit by 16% through ongoing focus on customer service and growing the jewelry category
- Realized profit opportunity from higher gold prices

TEAM MEMBERS

- Celebrated EZCORP's global Team Member Appreciation Week, including team member recognition, employee discounts and special rewards
- Completed FY25 Engagement Survey with favorable results, including participation of 89% (+14 pts to benchmark) and engagement score of 85 (+1 pt to FY24 and +11 pts to benchmark)
- Driving growth mindset shift by delivering training and affirmational video messages and facilitating in-store activities



CUSTOMER FOCUS

- Grew EZ+ Rewards members to 6.5M globally
- Increased transacting customers by 2%, with transacting EZ+ members up 3%, comprising more than 70% of total known customers
- Increased website visits to 1.9M, up 9%, enabled by non-paid search engine optimization
- Maintained exemplary customer service, as evidenced by Google Review rating of 4.8+ (out of 5) across all geographies

INNOVATE & GROW

- Acquired 40 stores in LatAm and opened 10 de novo stores
- Collected \$30M in U.S. online payments, up \$8M
- Increased EZ+ app adoption in Mexico with 20% of extensions and layaways payments now online
- Grew Max Pawn luxury e-commerce sales by 28%, capturing demand for affordable luxury, driven by eBay sales
- Expanded view-online, purchase-in-store experience to nearly 80% of US stores
- Testing *Instant Quote*, an online tool that instantly estimates potential in-store loan amounts for customer merchandise



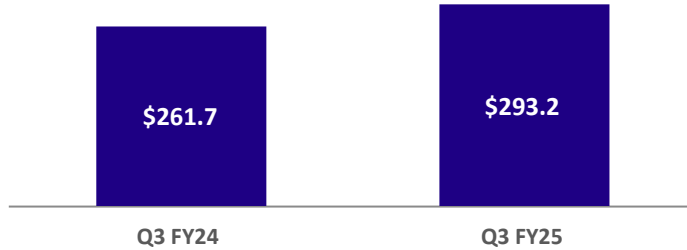
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FINANCIAL HIGHLIGHTS

Q3 FY25 FINANCIAL RESULTS – CONSOLIDATED

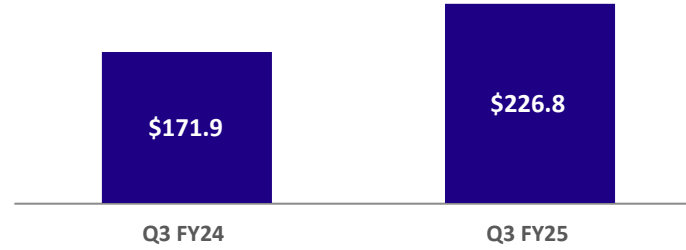
(\$ millions)

LOAN Pawn Loans Outstanding



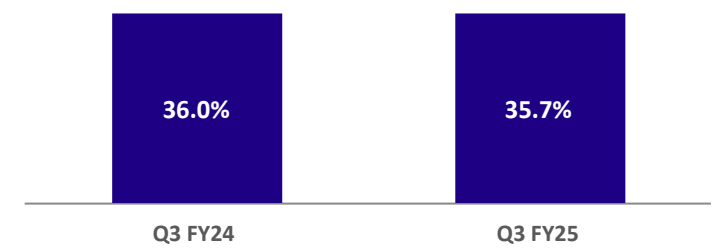
- PLO up 12%, 9% on a same-store basis, driven by increased average loan size, improved operational performance and continued strong pawn demand

Inventory



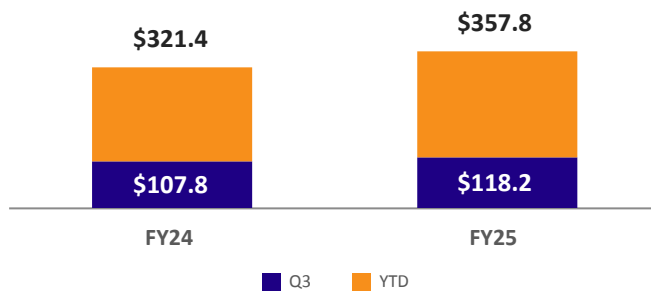
- Inventory increased 32%, due to increase in PLO, purchases and layaways and a decrease in inventory turnover to 2.4x, from 2.7x
- Aged GM decreased 83 bps to 2.3% (\$2.0M) of total GM inventory, 2.0% excluding our luxury stores

Merchandise Margin



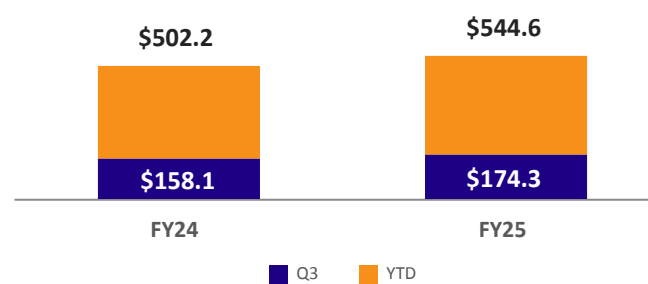
- Merchandise sales gross profit up 9%, driven by increased sales
- Margin decreased by 30 bps, but improved by 166 bps as compared to Q2

Pawn Service Charges



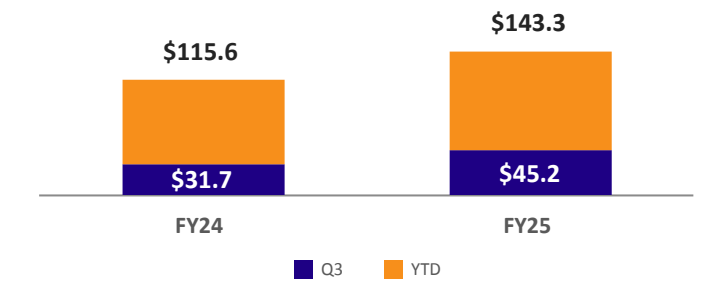
- PSC up 10%, primarily driven by same-store PLO growth

Merchandise Sales



- Merchandise sales up 10%, 9% on a same-store basis

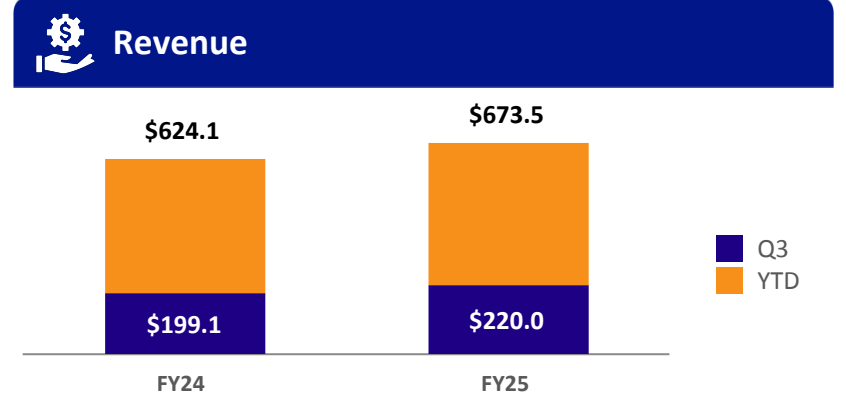
EBITDA



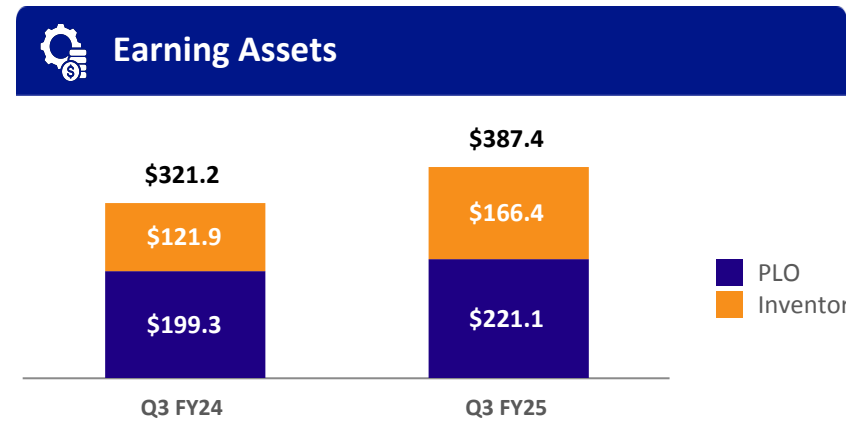
- EBITDA improved \$13.4M, up 42%, driven by higher gross profit, partially offset by a 6% increased expenses
- EBITDA margin up 280 bps to 14%

Q3 FY25 U.S. PAWN SEGMENT

(\$ millions)



- Total revenue increased \$20.9M or 11%, of which approximately half came from scrap sales

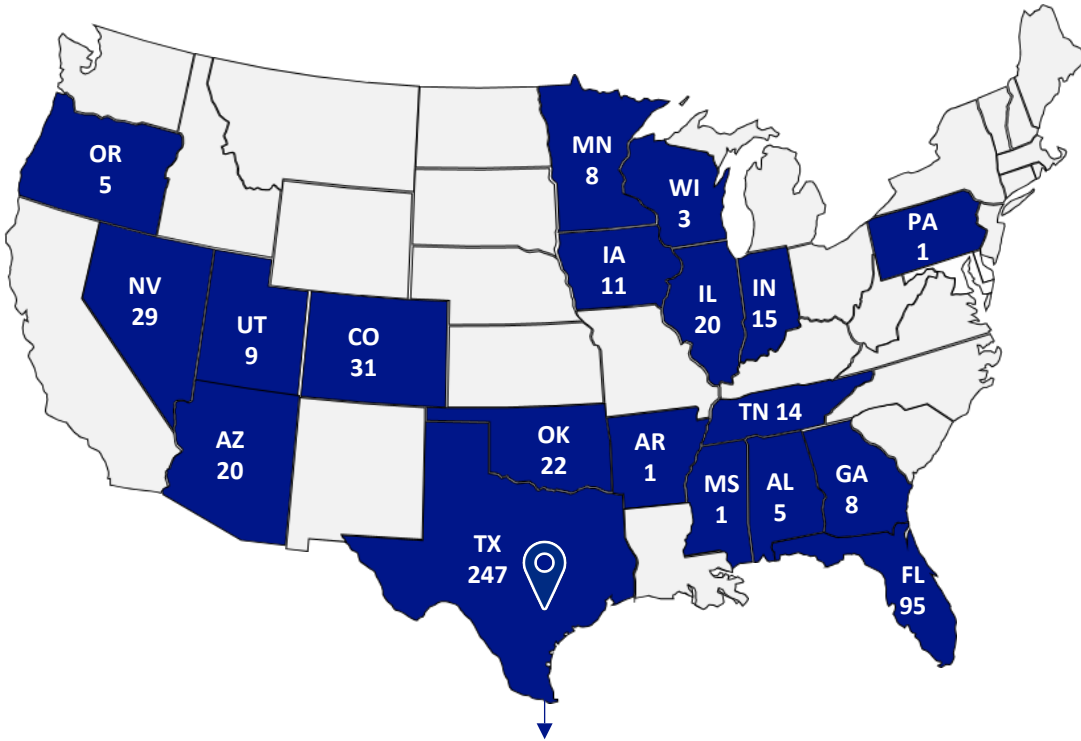


- Earning assets increased 21%, driven by PLO increase of 11% and inventory increase of 36%
- Increased inventory levels as a result of PLO growth and higher purchases and layaway balances

Q3 FY25 U.S. PAWN SEGMENT



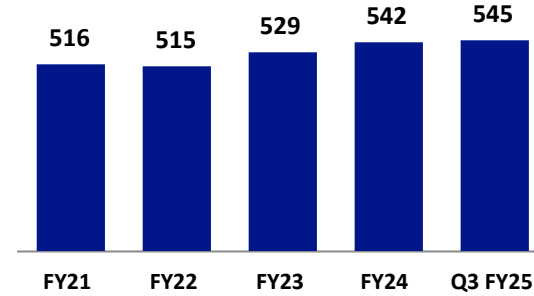
545 stores in 19 states



EZCORP corporate headquarters located in Austin, Texas



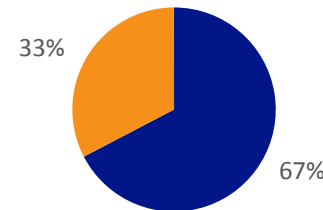
Store Count



- Three additional stores, including one luxury store in Miami Beach



PLO Composition (GAAP)

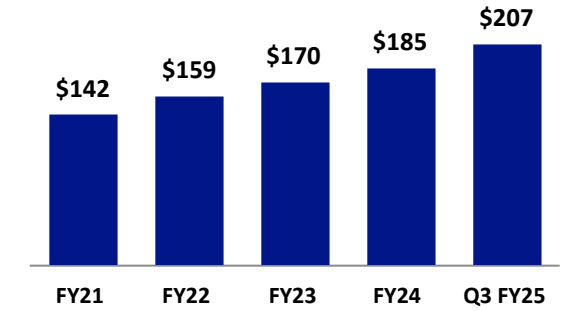


Jewelry General Merchandise

- Jewelry composition up 160 bps, due to increased jewelry volume and higher gold price



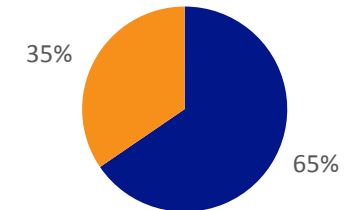
Average Loan Size (GAAP)



- Average loan size up 13%, driven by higher prices on jewelry and GM
- Sequentially average loan size is flat



Inventory Composition (GAAP)



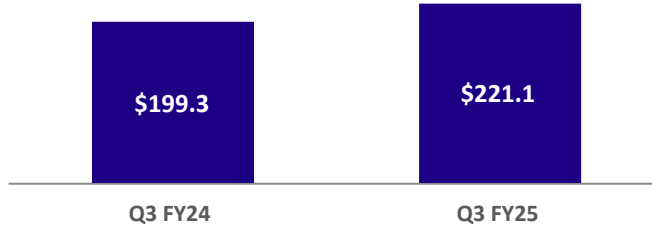
Jewelry General Merchandise

- Jewelry composition up 300 bps, in line with PLO growth

Q3 FY25 FINANCIAL RESULTS – U.S. PAWN

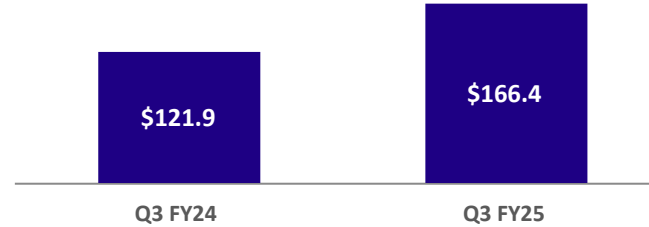
(\$ millions)

Pawn Loans Outstanding



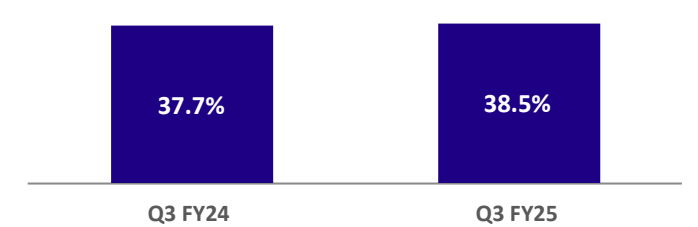
- PLO up 11% on a total and same-store basis, driven by increased average loan size, improved operational performance and continued strong pawn demand

Inventory



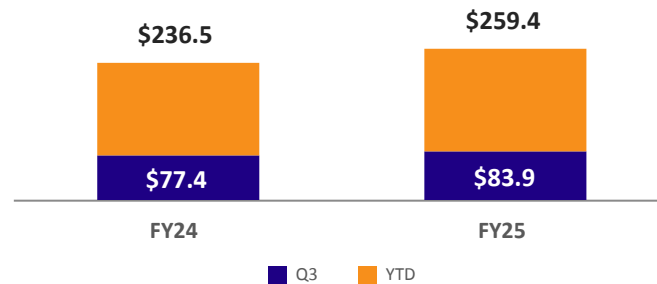
- Inventory up 36%, driven by growth in PLO, purchases and layaways
- Inventory turnover decreased to 2.1x from 2.6x
- Aged GM decreased 260 bps to 2.5% (\$1.2M) of total GM inventory, 1.8% excluding our luxury stores

Merchandise Margin



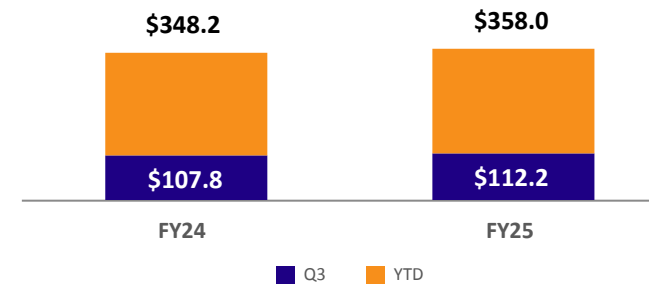
- Merchandise sales gross profit up 6%, driven by increased sales, and increased merchandise margin of 80 bps

Pawn Service Charges



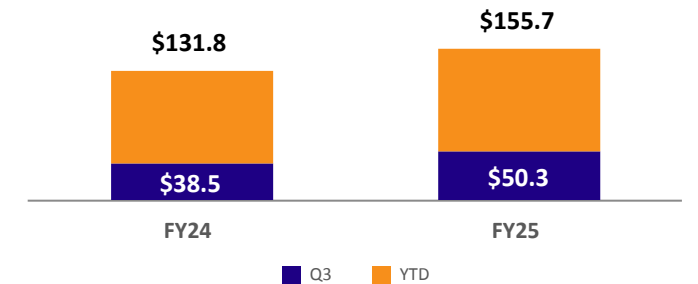
- PSC up 8%, primarily driven by same-store PLO growth, partially offset by lower PLO yield

Merchandise Sales



- Merchandise sales up 4% on a total and same-store basis

EBITDA



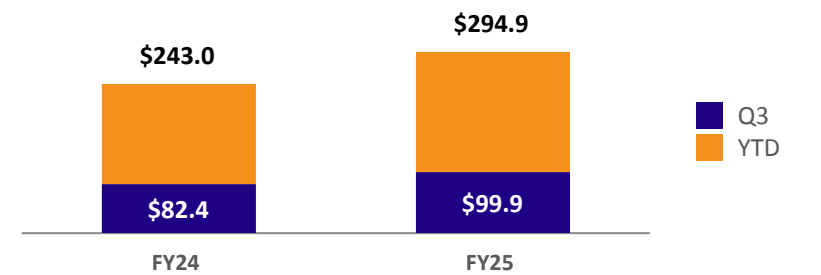
- EBITDA up \$11.8M or 31%, driven by higher gross profit (including scrap gross profit up \$5.1M), partially offset by increased expenses of 3%
- Same-store expenses up 3%
- EBITDA margin 23%, up 360 bps

Q3 FY25 LATIN AMERICA PAWN SEGMENT

(\$ millions)

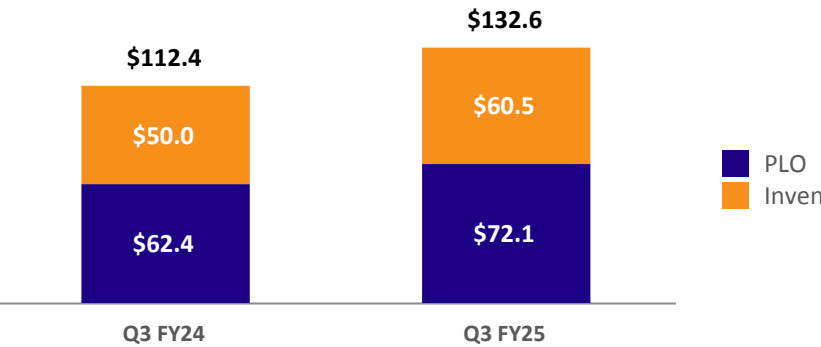


Revenue



- Total revenue increased \$17.5M or 21%

Earning Assets



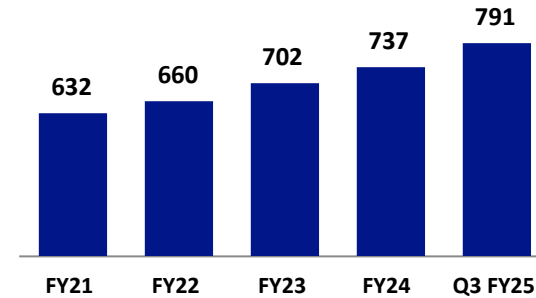
- Earning assets increased 18%, driven by PLO up 16% and inventory up 21%

Q3 FY25 LATIN AMERICA PAWN SEGMENT

791 stores in 4 countries

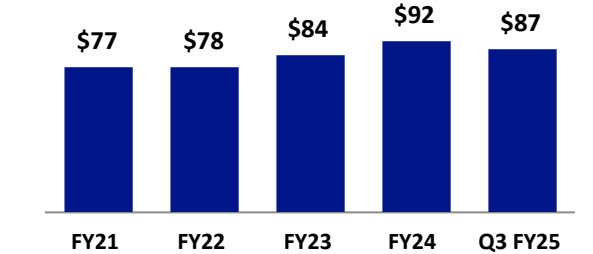


Store Count



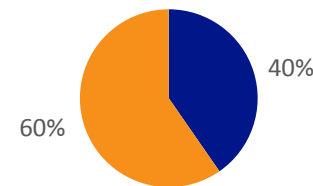
- Acquired 40 stores in Mexico
- Opened 10 de novo stores in LatAm
- Consolidated 1 store in Mexico

Average Loan Size (GAAP)



- Average loan size down 6% (up 2% on a constant currency basis)
- Sequentially average loan size is flat

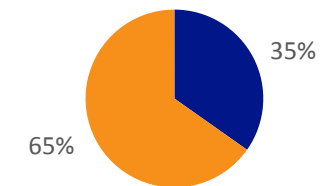
PLO Composition (GAAP)



Jewelry General Merchandise

- Jewelry composition up 510 bps, with an operational focus on growing this category, especially in Mexico

Inventory Composition (GAAP)



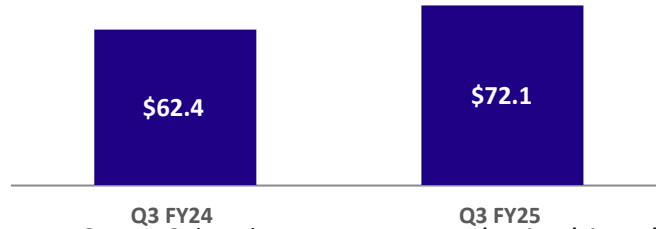
Jewelry General Merchandise

- Jewelry composition up 150 bps

Q3 FY25 FINANCIAL RESULTS – LATIN AMERICA PAWN

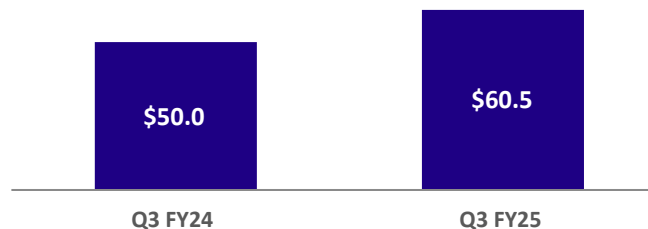
(\$ millions)

Pawn Loans Outstanding



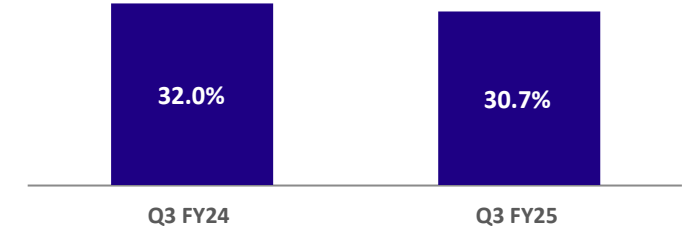
- PLO up 16%, 4% on a same-store basis, driven by improved operational performance and increased loan demand. The quarter was adversely impacted by increased redemptions, disproportionate to prior year

Inventory



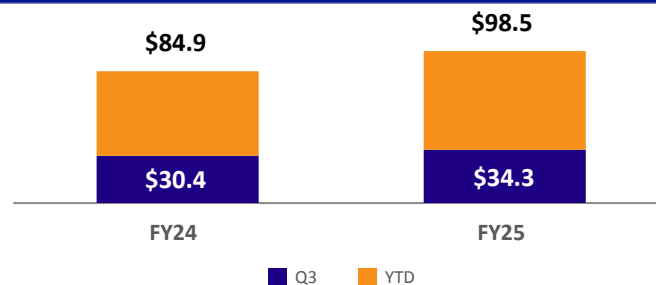
- Inventory up 21% and 13% on a same store basis
- Inventory turnover decreased to 3.0x from 3.1x
- Aged GM increased 127 bps to 2.2% (\$0.8M) of total GM inventory

Merchandise Margin



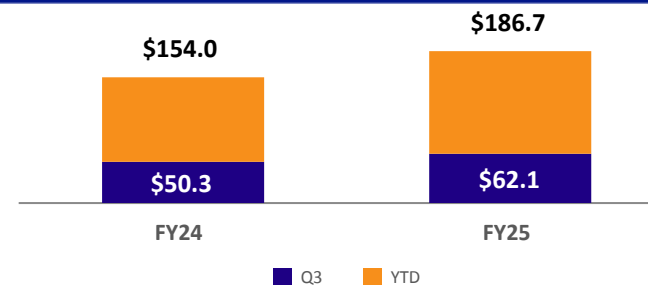
- Merchandise sales gross profit up 17%, driven by increased sales up 23%, offset by decrease in margin of 170 bps, due to increased price negotiations

Pawn Service Charges



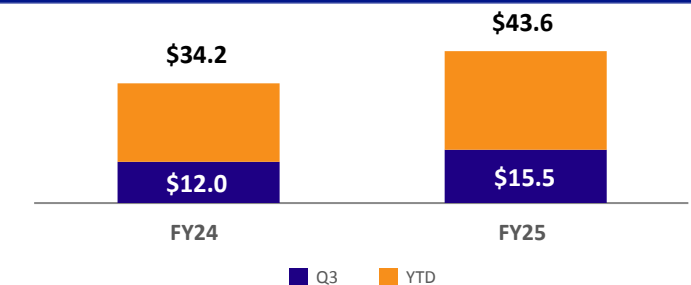
- PSC up 13%, driven by same-store PLO growth

Merchandise Sales



- Merchandise sales up 23%, 19% on a same-store basis

EBITDA



- EBITDA up \$3.4 or 28%, driven by higher gross profit (including an increase of scrap gross profit of \$1.0M), partially offset by increased expenses of 12%
- Same-store expenses up 7%, primarily due to increased labor
- EBITDA margin 15%, up 90 bps



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APPENDIX

RECORD Q3 PLO & REVENUE DRIVE INCREASED EARNINGS



Q3 & YTD GAAP Results

(\$ millions, except per share amounts)

	Q3			YTD		
	FY25	FY24	% Δ B/(W)	FY25	FY24	% Δ B/(W)
Pawn Loans Outstanding	\$ 291.6	\$ 261.7	11%	\$ 291.6	\$ 261.7	11%
Total Revenue	311.0	281.4	11%	937.5	867.1	8%
Gross Profit	\$ 183.6	\$ 166.7	10%	\$ 547.5	\$ 506.9	8%
Equity in Net Income of Investments	(1.2)	(1.3)	(5)%	(4.2)	(4.1)	1%
Store Expenses	119.1	116.3	(2)%	352.1	341.5	(3)%
General and Administrative Expenses	21.8	20.1	(9)%	60.1	54.9	(10)%
Other (Income)/Expense	(1.8)	(0.2)	*	(0.9)	(1.6)	(45)%
EBITDA	\$ 45.7	\$ 31.8	44%	\$ 140.3	\$ 116.2	21%
Depreciation/Amortization	8.0	8.2	2%	24.4	24.9	2%
Interest Expense, Net	3.0	0.6	*	5.5	1.9	(189)%
Profit Before Tax	\$ 34.7	\$ 23.0	51%	\$ 110.5	\$ 89.4	24%
Income Tax Expense	8.2	5.0	(63)%	27.6	21.5	(29)%
Net Income	\$ 26.5	\$ 18.0	48%	\$ 82.9	\$ 67.9	22%
Diluted EPS	\$ 0.34	\$ 0.25	36%	\$ 1.08	\$ 0.89	21%

Q3 gross profit improved, primarily due to improvement in PSC, merchandise sales and scrap sales

Q3 store expenses increased, primarily due to new stores and labor costs (including higher health benefits)

Q3 G&A expenses increased, primarily due to labor, with approximately 50% due to long term incentive compensation

Q3 other income increased, primarily due to a \$1.3M non-cash gain related to our corporate office lease termination

Q3 higher interest expense, primarily due to \$300M Senior Notes

RECORD Q3 PLO & REVENUE DRIVE INCREASED EARNINGS



Q3 & YTD Adjusted Results

(\$ millions, except per share amounts)

	Q3			YTD		
	FY25	FY24	% Δ B/(W)	FY25	FY24	% Δ B/(W)
Pawn Loans Outstanding	\$ 293.2	\$ 261.7	12%	\$ 293.2	\$ 261.7	12%
Total Revenue	319.9	281.4	14%	968.4	867.1	12%
Gross Profit	\$ 188.4	\$ 166.7	13%	\$ 563.6	\$ 506.9	11%
Equity in Net Income of Investments	(1.2)	(1.3)	(5)%	(4.2)	(4.1)	1%
Store Expenses	122.8	116.3	(6)%	364.6	341.5	(7)%
General and Administrative Expenses	22.0	20.1	(10)%	60.4	54.9	(10)%
Other Income	(0.3)	(0.1)	169%	(0.4)	(1.0)	(58)%
EBITDA	\$ 45.2	\$ 31.7	42%	\$ 143.3	\$ 115.6	24%
Depreciation/Amortization	8.2	8.2	(1)%	25.1	24.9	(1)%
Interest Expense, Net	3.0	0.6	*	5.4	1.9	(181)%
Profit Before Tax	\$ 34.0	\$ 22.9	48%	\$ 112.8	\$ 88.7	27%
Income Tax Expense	8.8	5.8	(53)%	28.9	22.0	(32)%
Net Income	\$ 25.2	\$ 17.2	46%	\$ 83.9	\$ 66.8	26%
Diluted EPS	\$ 0.33	\$ 0.24	38%	\$ 1.09	\$ 0.89	22%

Q3 gross profit improved, primarily due to improvement in PSC, merchandise sales and scrap sales

Q3 store expenses increased, primarily due to new stores and labor costs (including higher health benefits)

Q3 G&A expenses increased, primarily due to labor, with approximately 50% due to long term incentive compensation

Q3 higher interest expense, primarily due to \$300M Senior Notes

See "EZCORP GAAP Results" and "GAAP to Non-GAAP Reconciliation."

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

DEFINITION OF TERMS

BPS	Basis points
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)
GPMX	Guatemala, El Salvador and Honduras
LatAm	Latin America, including Mexico, Central America and South America
LTM	Last Twelve Months
M	Millions
Net Debt	Par value of debt less cash and cash equivalents
PLO	Pawn loans outstanding
POS2	Second generation point-of-sale system
PSC	Pawn service charges
Same-Store	Stores open the entirety of the comparable periods

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

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

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

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

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

GAAP to NON-GAAP RECONCILIATION



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



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



GAAP TO NON-GAAP RECONCILIATION Q3 – CONSOLIDATED*



(\$ millions, except per share amounts)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY25	FY25	FY25	FY25	FY25	FY24	FY24	FY24
Revenues	\$ 311.0	\$ —	\$ 311.0	\$ 8.9	\$ 319.9	\$ 281.4	\$ —	\$ 281.4
PSC Revenues	115.3	—	115.3	2.9	118.2	107.8	—	107.8
Merchandise Gross Profit	60.4	—	60.4	1.8	62.2	56.9	—	56.9
<i>Merchandise Margin</i>	36 %	— %	36 %	— %	36 %	36 %	— %	36 %
Scrap Gross Profit	7.9	—	7.9	0.1	8.0	1.9	—	1.9
<i>Scrap Gross Margin</i>	29 %	— %	29 %	— %	29 %	12 %	— %	12 %
Gross Profit	\$ 183.6	\$ —	\$ 183.6	\$ 4.8	\$ 188.4	\$ 166.7	\$ —	\$ 166.7
Store Expenses	119.1	—	119.1	3.6	122.8	116.3	—	116.3
General and Administrative Expenses	21.8	—	21.8	0.3	22.0	20.1	—	20.1
Other Income	(3.0)	1.5 (A)	(1.5)	—	(1.5)	(1.4)	0.1 (C)	(1.4)
EBITDA	\$ 45.7	\$ (1.5)	\$ 44.3	\$ 0.9	\$ 45.2	\$ 31.8	\$ (0.1)	\$ 31.7
Depreciation and Amortization	8.0	—	8.0	0.2	8.2	8.2	—	8.2
EBIT	\$ 37.7	\$ (1.5)	\$ 36.3	\$ 0.7	\$ 36.9	\$ 23.6	\$ (0.1)	\$ 23.6
Interest Expense, net	3.0	—	3.0	—	3.0	0.6	—	0.6
Profit Before Tax	\$ 34.7	\$ (1.5)	\$ 33.3	\$ 0.7	\$ 34.0	\$ 23.0	\$ (0.1)	\$ 22.9
Income Tax Expense	8.2	0.6 (B)	8.8	—	8.8	5.0	0.7 (D)	5.8
Net Income	\$ 26.5	\$ (2.0)	\$ 24.5	\$ 0.7	\$ 25.2	\$ 18.0	\$ (0.8)	\$ 17.2
Diluted EPS	\$ 0.34	\$ (0.02)	\$ 0.32	\$ 0.01	\$ 0.33	\$ 0.25	\$ (0.01)	\$ 0.24
Diluted Shares Outstanding	82.9	—	82.9	—	82.9	83.0	—	83.0
Pawn Loans Outstanding	291.6	—	291.6	1.5	293.2	261.7	—	261.7
Inventory, Net	225.5	—	225.5	1.3	226.8	171.9	—	171.9
Net Earning Assets	\$ 517.1	\$ —	\$ 517.1	\$ 2.9	\$ 520.0	\$ 433.7	\$ —	\$ 433.7

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-store data:		
PLO	9%	9%
Merchandise Sales	5%	9%

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

Footnote (A) Amount includes a gain of \$1.3 million corporate office lease termination and a \$0.2 million FX gain

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

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

Footnote (D) Amount includes FY24 tax impact of the items listed above and a release of FIN48 reserve

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



(\$ millions)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY25	FY25	FY25	FY25	FY25	FY24	FY24	FY24
Revenues	\$ 220.0	\$ —	\$ 220.0	\$ —	\$ 220.0	\$ 199.1	\$ —	\$ 199.1
PSC Revenues	83.9	—	83.9	—	83.9	77.4	—	77.4
Merchandise Gross Profit	43.2	—	43.2	—	43.2	40.6	—	40.6
<i>Merchandise Margin</i>	39 %	— %	39 %	— %	39 %	38 %	— %	38 %
Scrap Gross Profit	6.9	—	6.9	—	6.9	1.9	—	1.9
<i>Scrap Gross Margin</i>	29 %	— %	29 %	— %	29 %	14 %	— %	14 %
Gross Profit	\$ 134.1	\$ —	\$ 134.1	\$ —	\$ 134.1	\$ 119.9	\$ —	\$ 119.9
Store Expenses	83.8	—	83.8	—	83.8	81.4	—	81.4
EBITDA	\$ 50.3	\$ —	\$ 50.3	\$ —	\$ 50.3	\$ 38.5	\$ —	\$ 38.5
Depreciation and Amortization	2.7	—	2.7	—	2.7	2.4	—	2.4
EBIT	\$ 47.6	\$ —	\$ 47.6	\$ —	\$ 47.6	\$ 36.1	\$ —	\$ 36.1
Profit Before Tax	\$ 47.6	\$ —	\$ 47.6	\$ —	\$ 47.6	\$ 36.1	\$ —	\$ 36.1
Pawn Loans Outstanding	221.1	—	221.1	—	221.1	199.3	—	199.3
Inventory, Net	166.4	—	166.4	—	166.4	121.9	—	121.9
Net Earning Assets	\$ 387.4	\$ —	\$ 387.4	\$ —	\$ 387.4	\$ 321.2	\$ —	\$ 321.2

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

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



(\$ millions)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY25	FY25	FY25	FY25	FY25	FY24	FY24	FY24
Revenues	\$ 91.0	\$ —	\$ 91.0	\$ 8.9	\$ 99.9	\$ 82.4	\$ —	\$ 82.4
PSC Revenues	31.4	—	31.4	2.9	34.3	30.4	—	30.4
Merchandise Gross Profit	17.2	—	17.2	1.8	19.0	16.3	—	16.3
<i>Merchandise Margin</i>	31 %	— %	31 %	— %	31 %	32 %	— %	32 %
Scrap Gross Profit	0.9	—	0.9	0.1	1.0	—	—	—
<i>Scrap Gross Margin</i>	29 %	— %	29 %	— %	29 %	3 %	— %	3 %
Gross Profit	\$ 49.6	\$ —	\$ 49.6	\$ 4.8	\$ 54.4	\$ 46.8	\$ —	\$ 46.8
Store Expenses	35.3	—	35.3	3.6	39.0	34.9	—	34.9
Other (Income) Expense	—	(0.1)	(0.1)	—	(0.1)	(0.2)	—	(0.1)
EBITDA	\$ 14.2	\$ 0.1	\$ 14.3	\$ 1.2	\$ 15.5	\$ 12.1	\$ —	\$ 12.0
Depreciation and Amortization	2.2	—	2.2	0.2	2.4	2.1	—	2.1
EBIT	\$ 12.1	\$ 0.1	\$ 12.1	\$ 0.9	\$ 13.1	\$ 10.0	\$ —	\$ 9.9
Interest Income, net	(0.4)	—	(0.4)	—	(0.4)	(0.4)	—	(0.4)
Profit Before Tax	\$ 12.4	\$ 0.1	\$ 12.5	\$ 1.0	\$ 13.5	\$ 10.3	\$ —	\$ 10.3
Pawn Loans Outstanding	70.6	—	70.6	1.5	72.1	62.4	—	62.4
Inventory, Net	59.1	—	59.1	1.3	60.5	50.0	—	50.0
Net Earning Assets	\$ 129.7	\$ —	\$ 129.7	\$ 2.9	\$ 132.6	\$ 112.4	\$ —	\$ 112.4

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-store data:		
PLO	2%	4%
Merchandise Sales	8%	19%

Footnote * Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding
Footnote (A) Amount includes \$0.1 million FX loss

GAAP TO NON-GAAP RECONCILIATION YTD – CONSOLIDATED*



(\$ millions, except per share amounts)

	Base		Item Adjustments		Adjusted Base		Constant Currency Impact		Adjusted Constant Currency		
	FY25	FY25	FY25	FY25	FY25	FY25	FY25	FY25	FY24	FY24	
Revenues	\$ 937.5	\$ —	\$ 937.5	\$ 30.9	\$ 968.4	\$ 867.1	\$ —	\$ 867.1	\$ 867.1	\$ —	\$ 867.1
PSC Revenues	348.3	—	348.3	9.6	357.8	321.4	—	321.4	321.4	—	321.4
Merchandise Gross Profit	182.8	—	182.8	6.2	189.1	179.6	—	179.6	179.6	—	179.6
<i>Merchandise Margin</i>	35 %	— %	35 %	— %	35 %	36 %	— %	36 %	36 %	— %	36 %
Scrap Gross Profit	16.3	—	16.3	0.3	16.6	5.7	—	5.7	5.7	—	5.7
<i>Scrap Gross Margin</i>	25 %	— %	25 %	— %	25 %	13 %	— %	13 %	13 %	— %	13 %
Gross Profit	\$ 547.5	\$ —	\$ 547.5	\$ 16.1	\$ 563.6	\$ 506.9	\$ —	\$ 506.9	\$ 506.9	\$ —	\$ 506.9
Store Expenses	352.1	—	352.1	12.5	364.6	341.5	—	341.5	341.5	—	341.5
General and Administrative Expenses	60.1	—	60.1	0.3	60.4	54.9	—	54.9	54.9	—	54.9
Other (Income) Loss	(5.0)	0.5 (A)	(4.5)	—	(4.6)	(5.7)	0.6 (C)	(5.1)	(5.7)	0.6 (C)	(5.1)
EBITDA	\$ 140.3	\$ (0.5)	\$ 139.9	\$ 3.4	\$ 143.3	\$ 116.2	\$ (0.6)	\$ 115.6	\$ 116.2	\$ (0.6)	\$ 115.6
Depreciation and Amortization	24.4	—	24.4	0.7	25.1	24.9	—	24.9	24.9	—	24.9
EBIT	\$ 116.0	\$ (0.5)	\$ 115.5	\$ 2.7	\$ 118.2	\$ 91.2	\$ (0.6)	\$ 90.7	\$ 91.2	\$ (0.6)	\$ 90.7
Interest Expense (Income)	5.5	—	5.5	(0.1)	5.4	1.9	—	1.9	1.9	—	1.9
Profit (Loss) Before Tax	\$ 110.5	\$ (0.5)	\$ 110.0	\$ 2.7	\$ 112.8	\$ 89.4	\$ (0.6)	\$ 88.7	\$ 89.4	\$ (0.6)	\$ 88.7
Income Tax Expense (Benefit)	27.6	0.8 (B)	28.4	0.5	28.9	21.5	0.5 (D)	22.0	21.5	0.5 (D)	22.0
Net Income (Loss)	\$ 82.9	\$ (1.3)	\$ 81.6	\$ 2.3	\$ 83.9	\$ 67.9	\$ (1.1)	\$ 66.8	\$ 67.9	\$ (1.1)	\$ 66.8
Diluted EPS	\$ 1.08	\$ (0.02)	\$ 1.06	\$ 0.03	\$ 1.09	\$ 0.89	\$ —	\$ 0.89	\$ 0.89	\$ —	\$ 0.89
Diluted Shares Outstanding	83.1	—	83.1	—	83.1	84.3	—	84.3	84.3	—	84.3
Pawn Loans Outstanding	291.6	—	291.6	1.5	293.2	261.7	—	261.7	261.7	—	261.7
Inventory, Net	225.5	—	225.5	1.3	226.8	171.9	—	171.9	171.9	—	171.9
Net Earning Assets	\$ 517.1	\$ —	\$ 517.1	\$ 2.9	\$ 520.0	\$ 433.7	\$ —	\$ 433.7	\$ 433.7	\$ —	\$ 433.7

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-store data:		
PLO	9%	9%
Merchandise Sales	4%	8%

Footnote * Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding
Footnote (A) Amount includes a gain of \$1.3 million corporate office lease termination and a \$0.8 million FX loss
Footnote (B) Amount includes FY25 tax impact of the items listed above and a release of FIN48 reserve
Footnote (C) Amount includes a gain of \$0.8 million corporate office lease termination and a \$0.2 million FX loss
Footnote (D) Amount includes FY24 tax impact of the items listed above and a release of FIN48 reserve

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



(\$ millions)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY25	FY25	FY25	FY25	FY25	FY24	FY24	FY24
Revenues	\$ 673.5	\$ —	\$ 673.5	\$ —	\$ 673.5	\$ 624.1	\$ —	\$ 624.1
PSC Revenues	259.4	—	259.4	—	259.4	236.5	—	236.5
Merchandise Gross Profit	132.5	—	132.5	—	132.5	129.5	—	129.5
<i>Merchandise Margin</i>	37 %	— %	37 %	— %	37 %	37 %	— %	37 %
Scrap Gross Profit	14.1	—	14.1	—	14.1	5.3	—	5.3
<i>Scrap Gross Margin</i>	25 %	— %	25 %	— %	25 %	14 %	— %	14 %
Gross Profit	\$ 406.1	\$ —	\$ 406.1	\$ —	\$ 406.1	\$ 371.4	\$ —	\$ 371.4
Store Expenses	250.4	—	250.4	—	250.4	239.6	—	239.6
EBITDA	\$ 155.7	\$ —	\$ 155.7	\$ —	\$ 155.7	\$ 131.8	\$ —	\$ 131.8
Depreciation and Amortization	8.1	—	8.1	—	8.1	7.5	—	7.5
EBIT	\$ 147.7	\$ —	\$ 147.7	\$ —	\$ 147.6	\$ 124.3	\$ —	\$ 124.3
Profit Before Tax	\$ 147.7	\$ —	\$ 147.7	\$ —	\$ 147.6	\$ 124.3	\$ —	\$ 124.3
Pawn Loans Outstanding	221.1	—	221.1	—	221.1	199.3	—	199.3
Inventory, Net	166.4	—	166.4	—	166.4	121.9	—	121.9
Net Earning Assets	\$ 387.4	\$ —	\$ 387.4	\$ —	\$ 387.4	\$ 321.2	\$ —	\$ 321.2

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

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



(\$ millions)

	Base	Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Item Adjustments	Adjusted Base
	FY25	FY25	FY25	FY25	FY25	FY24	FY24	FY24
Revenues	\$ 263.9	\$ —	\$ 263.9	\$ 30.9	\$ 294.9	\$ 243.0	\$ —	\$ 243.0
PSC Revenues	88.9	—	88.9	9.6	98.5	84.9	—	84.9
Merchandise Gross Profit	50.3	—	50.3	6.2	56.5	50.1	—	50.1
<i>Merchandise Margin</i>	30 %	— %	30 %	— %	30 %	33 %	— %	33 %
Scrap Gross Profit	2.1	—	2.1	0.3	2.5	0.4	—	0.4
<i>Scrap Gross Margin</i>	25 %	— %	25 %	— %	26 %	11 %	— %	11 %
Gross Profit	\$ 141.4	\$ —	\$ 141.4	\$ 16.1	\$ 157.5	\$ 135.5	\$ —	\$ 135.5
Store Expenses	101.7	—	101.7	12.4	114.1	101.9	—	101.9
Other (Income) Expense	(0.2)	—	(0.2)	—	(0.3)	(0.5)	(0.2) (A)	(0.6)
EBITDA	\$ 39.9	\$ —	\$ 39.9	\$ 3.7	\$ 43.6	\$ 34.0	\$ 0.2	\$ 34.2
Depreciation and Amortization	6.2	—	6.2	0.7	6.9	6.8	—	6.8
EBIT	\$ 33.7	\$ —	\$ 33.7	\$ 3.0	\$ 36.7	\$ 27.2	\$ 0.2	\$ 27.4
Interest	(0.9)	—	(0.9)	(0.1)	(1.0)	(1.4)	—	(1.4)
Profit Before Tax	\$ 34.6	\$ —	\$ 34.6	\$ 3.0	\$ 37.6	\$ 28.6	\$ 0.2	\$ 28.8
Pawn Loans Outstanding	70.6	—	70.6	1.5	72.1	62.4	—	62.4
Inventory, Net	59.1	—	59.1	1.3	60.5	50.0	—	50.0
Net Earning Assets	\$ 129.7	\$ —	\$ 129.7	\$ 2.9	\$ 132.6	\$ 112.4	\$ —	\$ 112.4

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-store data:		
PLO	2%	4%
Merchandise Sales	6%	19%

Footnote * Includes immaterial presentation reclassifications. Numbers may not foot or cross foot due to rounding
Footnote (A) Amount includes \$0.2 million FX loss

CONSOLIDATED GROWTH FY24-FY25 RECONCILIATION*



(\$ millions, except per share amounts)

	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY24 FY	FY25 Q1	FY25 Q2	FY25 Q3
Continuing Ops PBT	\$ 37.7	\$ 28.7	\$ 23.0	\$ 26.3	\$ 115.6	\$ 41.4	\$ 34.4	\$ 34.7
Add Back Net Interest	0.8	0.5	0.6	1.1	3.0	1.1	1.4	3.0
Add Back Depreciation and Amortization	8.6	8.2	8.2	8.1	33.1	8.3	8.0	8.0
Continuing Ops EBITDA	\$ 47.1	\$ 37.4	\$ 31.8	\$ 35.5	\$ 151.7	\$ 50.8	\$ 43.8	\$ 45.7
Discrete Adjustments	0.1	(0.7)	(0.1)	0.5	(0.1)	1.0	(0.1)	(1.5)
Adjusted EBITDA	\$ 47.2	\$ 36.7	\$ 31.7	\$ 36.0	\$ 151.6	\$ 51.8	\$ 43.8	\$ 44.3
Constant Currency	—	—	—	—	—	1.2	1.3	0.9
Currency Adjusted Continuing Ops EBITDA	\$ 47.2	\$ 36.7	\$ 31.7	\$ 36.0	\$ 151.6	\$ 53.0	\$ 45.1	\$ 45.2
Continuing Ops Gross Profit	\$ 172.6	\$ 167.6	\$ 166.7	\$ 175.4	\$ 682.3	\$ 185.4	\$ 178.5	\$ 183.6
Discrete Adjustments	—	—	—	—	—	—	—	—
Adjusted Gross Profit	\$ 172.6	\$ 167.6	\$ 166.7	\$ 175.4	\$ 682.3	\$ 185.4	\$ 178.5	\$ 183.6
Constant Currency	—	—	—	—	—	4.8	6.5	4.8
Currency Adjusted Continuing Ops Gross Profit	\$ 172.6	\$ 167.6	\$ 166.7	\$ 175.4	\$ 682.3	\$ 190.2	\$ 185.0	\$ 188.4
EBITDA Margin	15.7 %	12.8 %	11.3 %	12.2 %	13.0 %	16.1 %	14.1 %	14.1 %
GAAP Diluted EPS	\$ 0.36	\$ 0.29	\$ 0.25	\$ 0.21	\$ 1.10	\$ 0.40	\$ 0.33	\$ 0.34
Discrete Adjustments Impact to EPS	—	(0.01)	(0.01)	0.04	0.03	0.01	—	(0.02)
Constant Currency	—	—	—	—	—	0.01	0.01	0.01
Adjusted Diluted EPS	\$ 0.36	\$ 0.28	\$ 0.24	\$ 0.25	\$ 1.13	\$ 0.42	\$ 0.34	\$ 0.33

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

Debt Refinancing

(\$ millions)

	'March 2025	2025 Notes Settlement	'June 2025
Gross Debt			
2025 Convertible Notes	\$ 103.4	\$ (103.4)	\$ —
2029 Convertible Notes	230.0	—	230.0
2032 Senior Notes	300.0		300.0
Total	\$ 633.4	\$ (103.4)	\$ 530.0
Diluted Shares Outstanding due to Convertible Notes			
2025 Convertible Notes	6.5	(0.4)	6.1
2029 Convertible Notes	20.5	—	20.5
Total	27.0	(0.4)	26.6
Annual Cash Interest Expense			
2025 Convertible Notes	\$ 2.5	\$ (2.5)	\$ —
2029 Convertible Notes	8.6	—	8.6
2032 Senior Notes	—	22.1	22.1
Total	\$ 11.1	\$ 19.6	\$ 30.7

- In April 2025, convertible note holders converted approximately \$97M in principal amount into approximately 6.1M shares of our Class A Common Stock. The remaining principal balance of \$6.4M was paid using cash
- The remaining \$97M of cash that was originally earmarked to redeem these notes remains with the company for general corporate purposes. The 6.1M shares issued are now included in both the diluted and basic shares outstanding
- 2029 Convertible Notes mature on December 15, 2029, have a conversion price of \$11.232 per share and an interest rate of 3.75% per annum
- 2032 Senior Notes mature on April 1, 2032 and have an interest rate of 7.375% per annum
- Debt financing costs have increased by approximately \$7.6M, which will be amortized in interest expense through 2032

Diluted EPS Calculation

(\$ millions, except per share amounts)

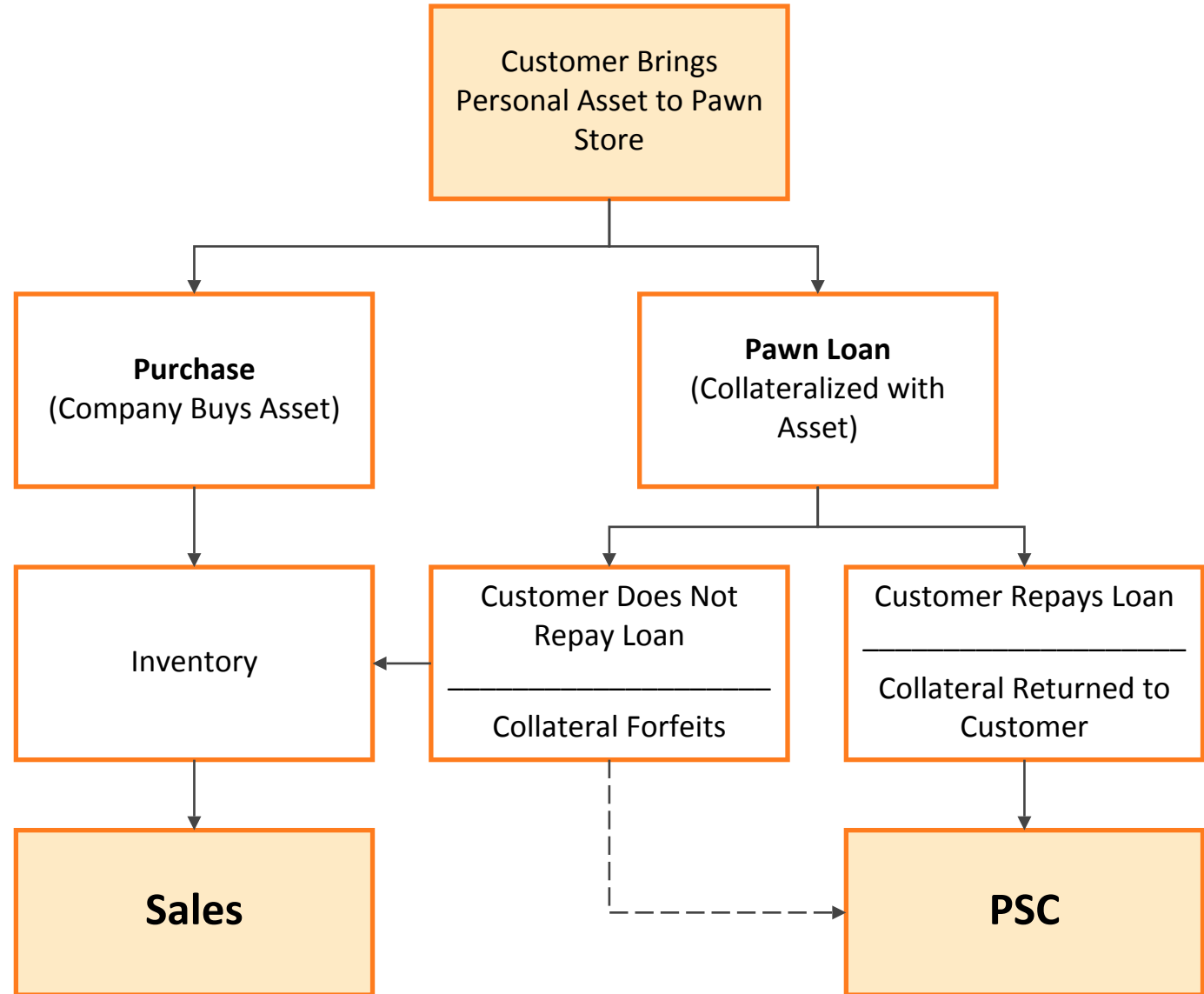
	GAAP				Adjusted			
	FY25 Q3	FY24 Q3	FY25 YTD	FY24 YTD	FY25 Q3	FY24 Q3	FY25 YTD	FY24 YTD
Basic earnings per common share:								
Net income - Basic	\$ 26.5	\$ 18.0	\$ 82.9	\$ 67.9	\$ 25.2	\$ 17.2	\$ 83.9	\$ 66.8
Weighted shares outstanding - Basic	59.1	54.9	56.3	55.0	59.1	54.9	56.3	55.0
Basic earnings per common share	\$ 0.45	\$ 0.33	\$ 1.47	\$ 1.23	\$ 0.43	\$ 0.31	\$ 1.49	\$ 1.21
Diluted earnings per common share:								
Net income - Basic	\$ 26.5	\$ 18.0	\$ 82.9	\$ 67.9	\$ 25.2	\$ 17.2	\$ 83.9	\$ 66.8
Add: Convertible notes interest expense, net of tax	2.1	2.4	6.9	7.5	2.1	2.4	6.9	7.5
Net income - Diluted	\$ 28.6	\$ 20.4	\$ 89.8	\$ 75.4	\$ 27.2	\$ 19.6	\$ 90.7	\$ 74.3
Weighted shares outstanding - Basic	59.1	54.9	56.3	55.0	59.1	54.9	56.3	55.0
Effect of dilution from if-converted convertible notes	22.6	27.1	25.5	28.2	22.6	27.1	25.5	28.2
Effect of dilution from equity-based compensation awards	1.2	1.1	1.3	1.1	1.2	1.1	1.3	1.1
Weighted shares outstanding - Diluted	82.9	83.0	83.1	84.3	82.9	83.0	83.1	84.3
Diluted earnings per common share	\$ 0.34	\$ 0.25	\$ 1.08	\$ 0.89	\$ 0.33	\$ 0.24	\$ 1.09	\$ 0.88

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

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 39%



Footnote * Redemption Rate represents the percentage of pawns made that are repaid, renewed or extended, including pawns that may be extended more than once.

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 reflects an additional way of viewing aspects of our business that, when viewed with 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. 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 and nine months ended June 30, 2025 and 2024 were as follows:

		Mexican Peso	Guatemalan Quetzal	Honduran Lempira	Australian Dollar
June 30,	2025	18.8	7.6	25.8	1.5
	2024	18.3	7.6	24.3	1.5
Three Months Ended June 30,	2025	19.5	7.6	25.7	1.6
	2024	17.2	7.6	24.3	1.5
Nine Months Ended June 30,	2025	20.0	7.6	25.2	1.6
	2024	17.3	7.6	24.3	1.5



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THANK YOU

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