

# EZCORP

## Investor Presentation

Q1 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 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.
- 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 friendly

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

### Pawn transactions are small & short-term<sup>1</sup>

- U.S.: \$200 to \$220 pawn; 30 to 90 day term
- Mexico: \$70 to \$85 pawn; 30 day term
- GPMX: \$120 to \$140 pawn; 30 day term

## WHERE WE OPERATE

547  
U.S.

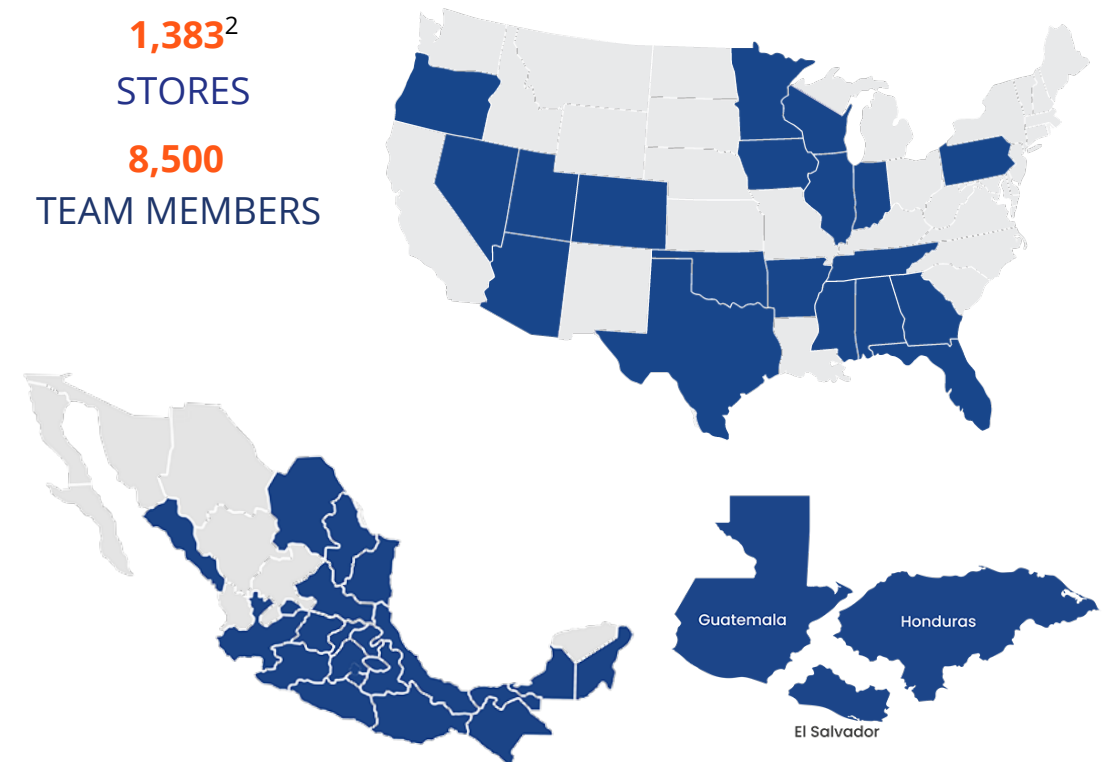
637  
MEXICO

153  
GUATEMALA

20  
EL SALVADOR

26  
HONDURAS

1,383<sup>2</sup>  
STORES  
8,500  
TEAM MEMBERS

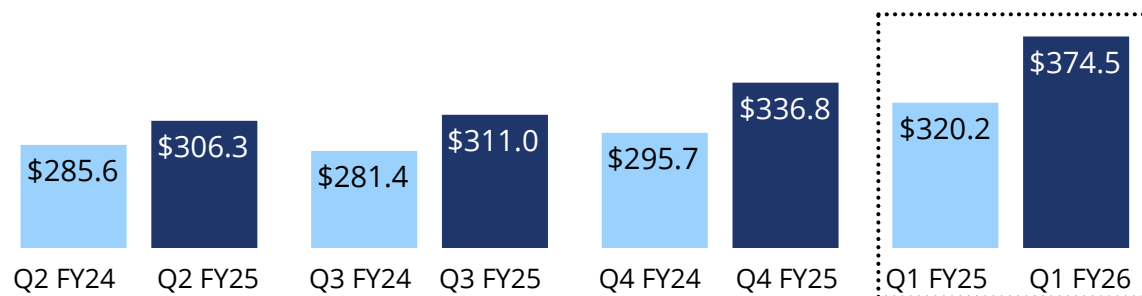


# FINANCIAL HIGHLIGHTS

# Q1 FY26 FINANCIAL HIGHLIGHTS

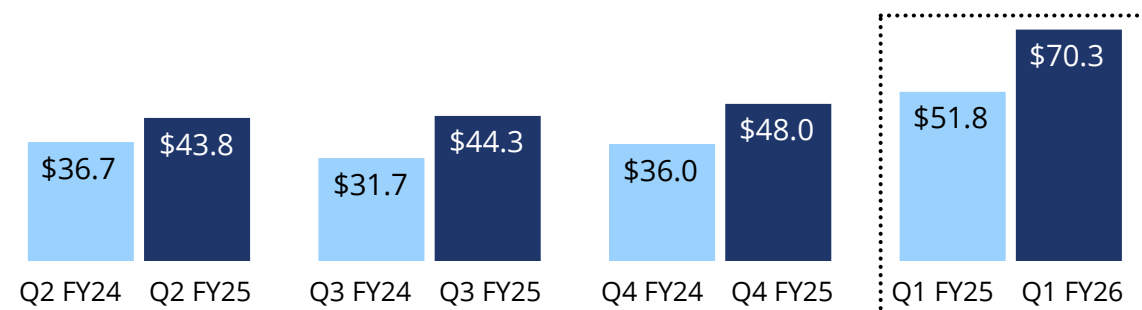
(\$ millions, except per share amounts)

## TOTAL REVENUES



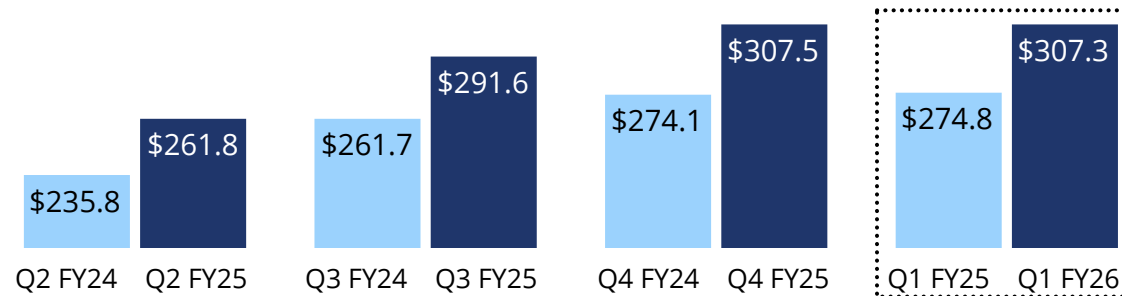
- Record revenues of \$374.5M, up 17%, driven by higher scrap, merchandise sales and PSC
- PSC of \$129.6M, up 11%
- Merchandise sales of \$205.2M, up 10% (same-store up 7%); margin of 37%, up 230 bps
- Gross profit of \$218.9M, up 18%, driven by PSC, merchandise sales and scrap gross profit

## EBITDA



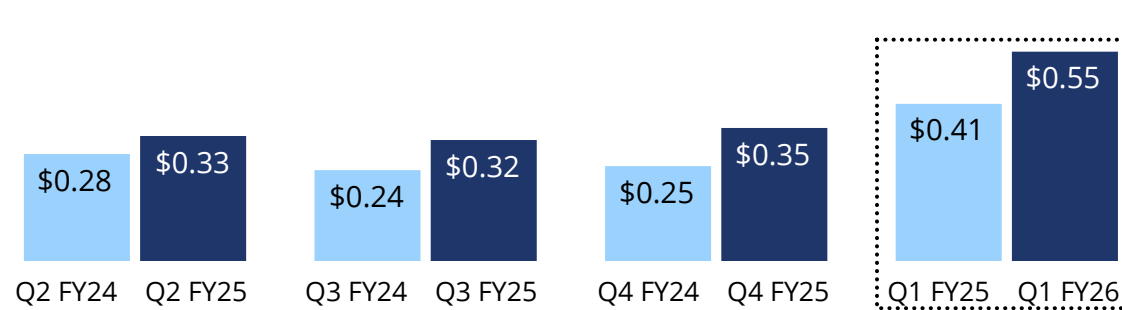
- EBITDA of \$70.3M, up 36%
- EBITDA margin of 19%, up 260 bps

## PAWN LOANS OUTSTANDING



- Record Q1 PLO of \$307.3M, up 12%, driven by strong consumer demand and increase in average loan size

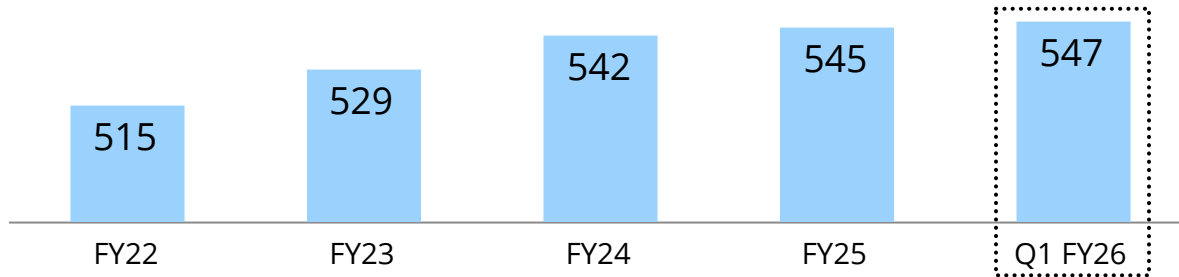
## DILUTED EPS



- Diluted EPS of \$0.55, up 34%

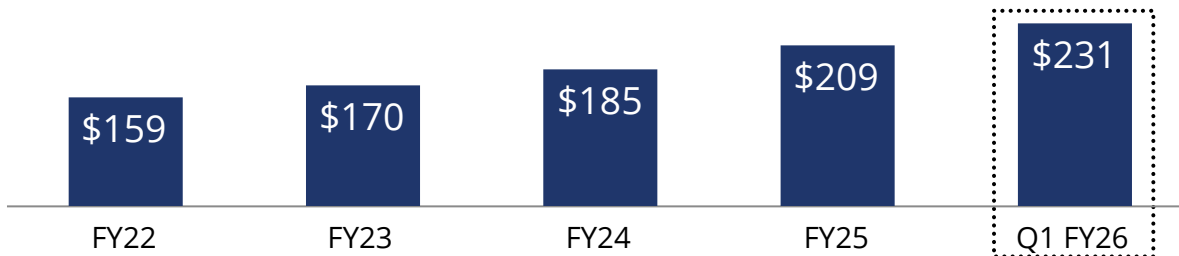
# Q1 FY26 U.S. SEGMENT OVERVIEW

## STORE COUNT



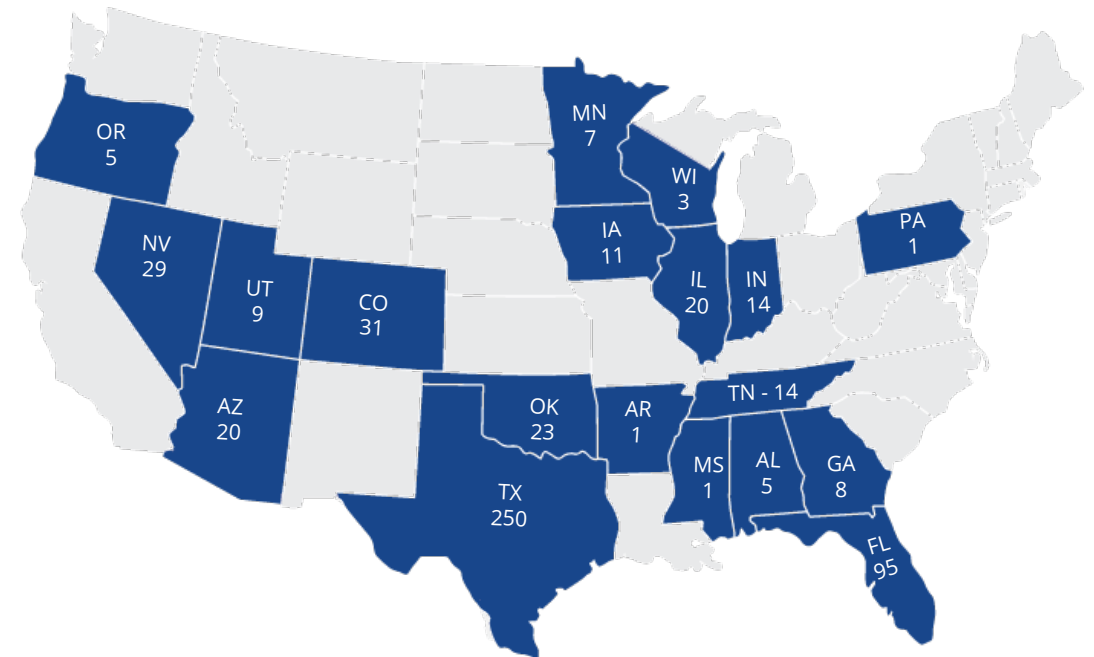
- Acquired 3 stores in Texas and consolidated 1 store in the quarter
- On January 12, 2026, completed the previously announced acquisition of El Bufalo Pawn, adding 12 stores in Texas

## AVERAGE LOAN SIZE (GAAP)



- Average loan size up 12%, driven primarily by higher prices on jewelry
- PLO jewelry composition increased to 68%, up 310 bps

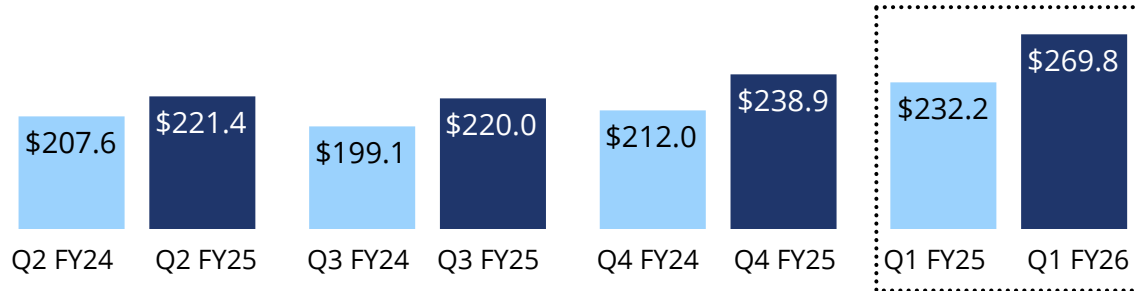
## 547 STORES IN 19 STATES



# Q1 FY26 U.S. SEGMENT HIGHLIGHTS

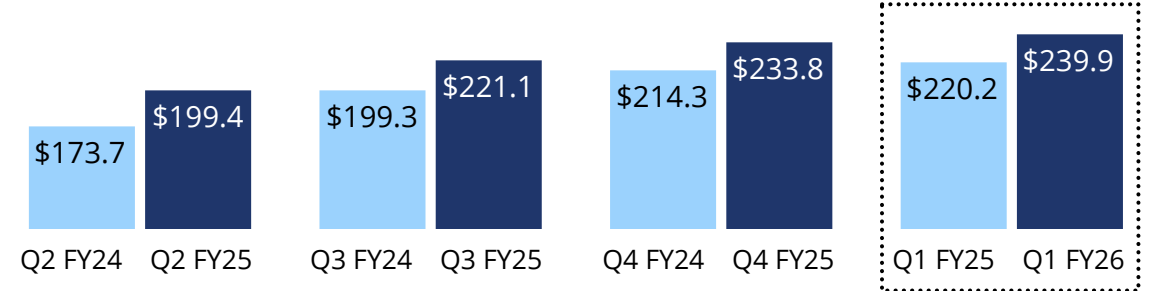
(\$ millions)

## TOTAL REVENUES



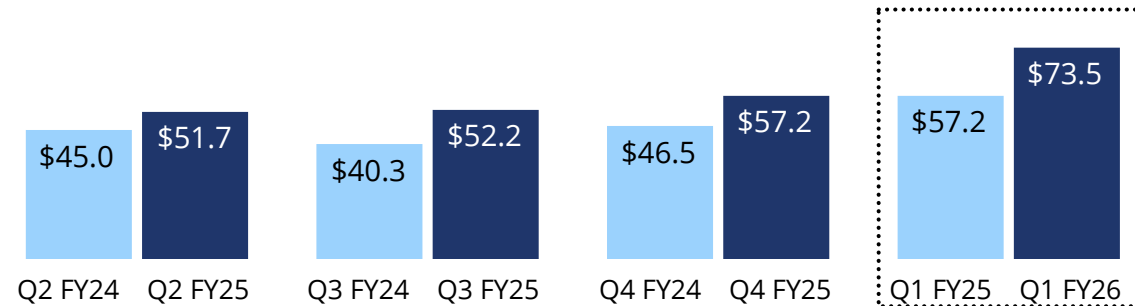
- Total revenues increased \$37.6M or 16%, approximately half attributable to scrap sales
- PSC up 8%, primarily driven by same-store PLO growth
- Merchandise sales up 8%, 7% on a same-store basis; margin of 38%, up 170 bps

## PAWN LOANS OUTSTANDING



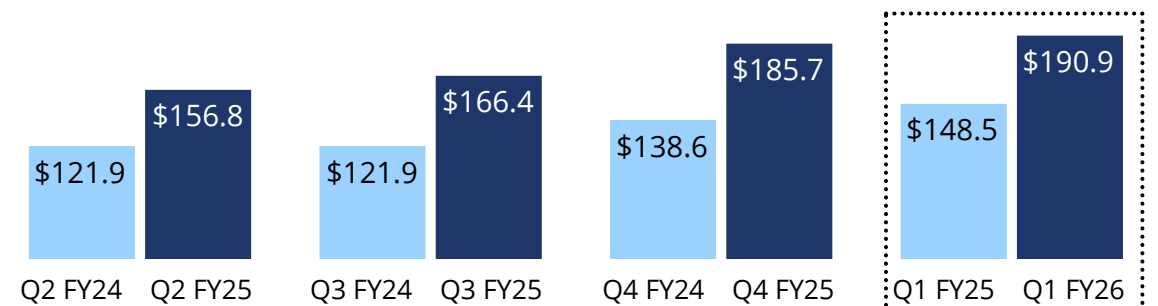
- PLO up 9% and 8% on a same-store basis, driven by increased average loan size, improved operational performance and continued strong pawn demand

## EBITDA



- EBITDA improved \$16.3M or 28%, driven by higher gross profit (including scrap gross profit up \$8.6M), partially offset by a 7% increase in expenses (6% on a same-store basis)
- EBITDA margin of 27%, up 260 bps

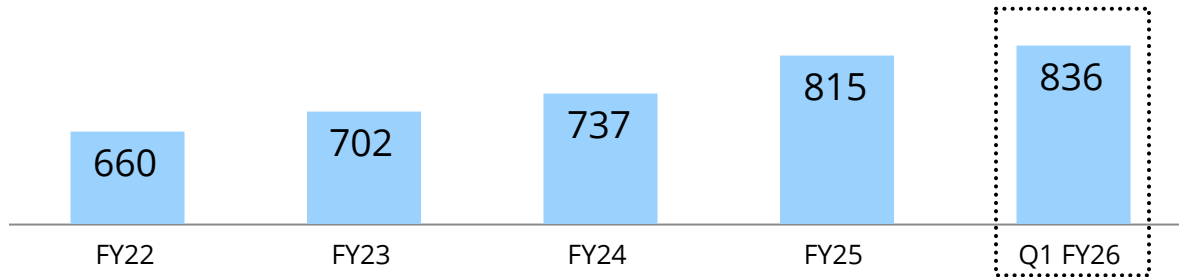
## INVENTORY



- Inventory up 29%, driven by growth in PLO, purchases and layaways and a decrease in inventory turnover to 2.2x from 2.5x
- Aged GM increased 56 bps to 3.1% (\$1.7M) of total GM inventory

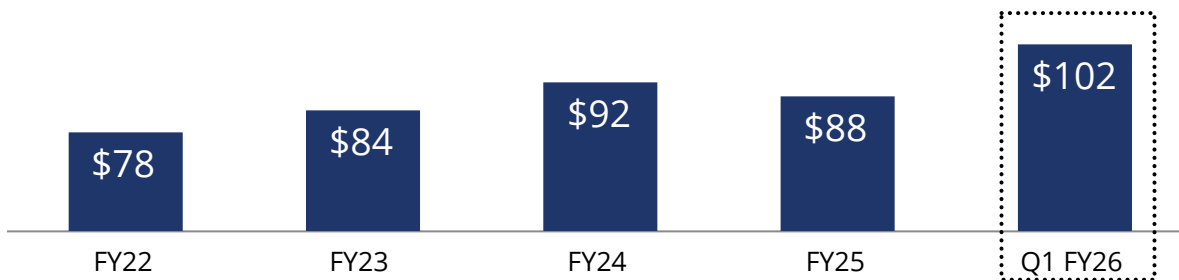
# Q1 FY26 LATIN AMERICA SEGMENT OVERVIEW

## STORE COUNT



- Opened 7 stores, including 5 in Guatemala, 1 in Mexico and 1 in Honduras, and acquired 14 stores in Mexico

## AVERAGE LOAN SIZE (GAAP)



- Average loan size up 16% (up 9% on a constant currency basis) driven primarily by higher prices on jewelry
- PLO jewelry composition increased to 47%, up 650 bps

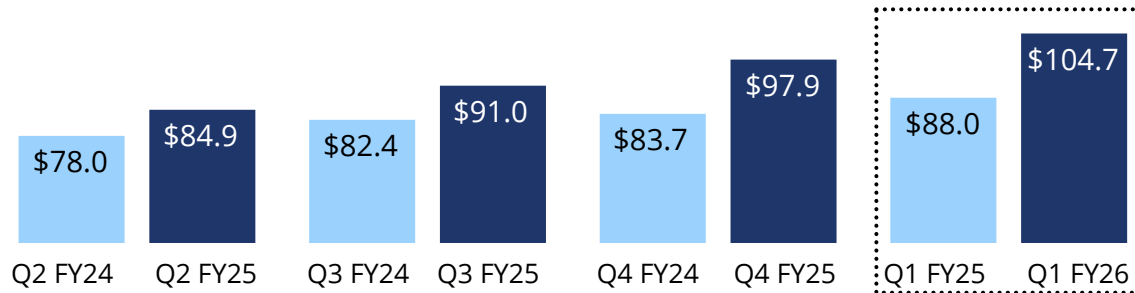
## 836 STORES IN 4 COUNTRIES



# Q1 FY26 LATIN AMERICA HIGHLIGHTS

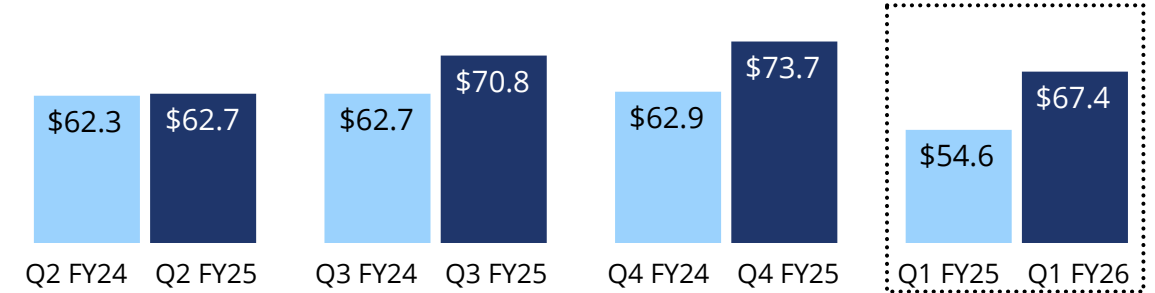
(\$ millions)

## TOTAL REVENUES



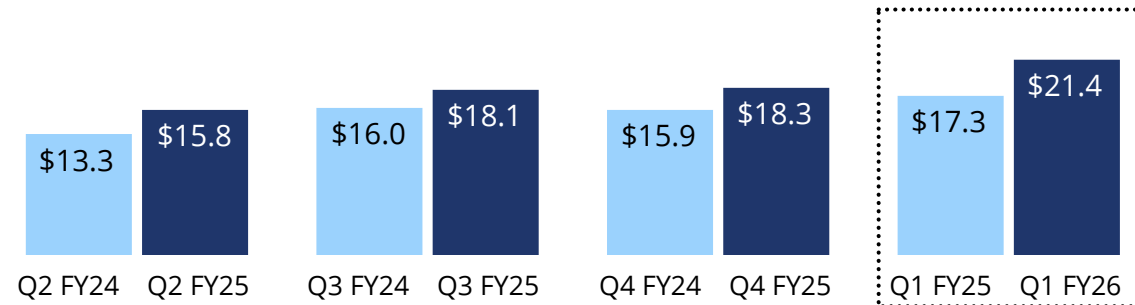
- Total revenues increased \$16.7M or 19%, approx. half attributable to merchandise sales
- PSC up 18%, driven by same-store PLO growth and new stores
- Merchandise sales up 15%, 8% on a same-store basis; margin of 34%, up 380 bps

## PAWN LOANS OUTSTANDING



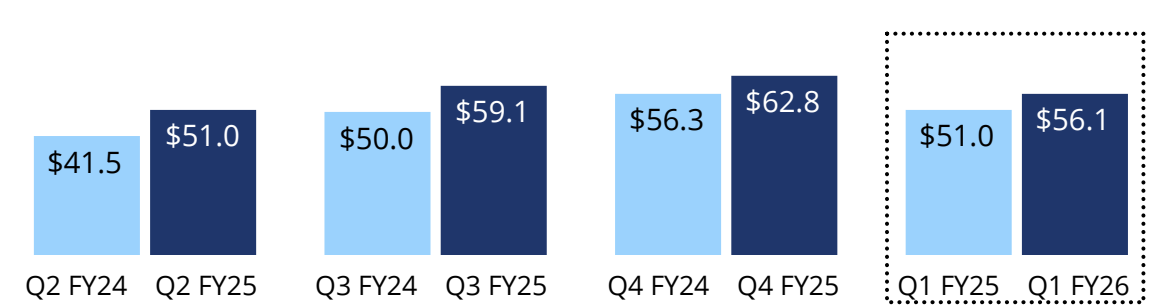
- PLO up 23%, 12% on a same-store basis, driven by strong loan demand and improved operational performance

## EBITDA



- EBITDA improved \$4.0M or 23%, driven by higher gross profit (including scrap gross profit up \$1.1M), partially offset by a 25% increase in expenses (16% on a same-store basis)
- EBITDA margin of 20%, up 70 bps

## INVENTORY



- Inventory up 10%, driven by growth in PLO. Inventory turnover up to 3.1x from 3.0x
- Aged GM increased 219 bps to 3.6% (\$1.2M) of total GM inventory

# RECENT HIGHLIGHTS

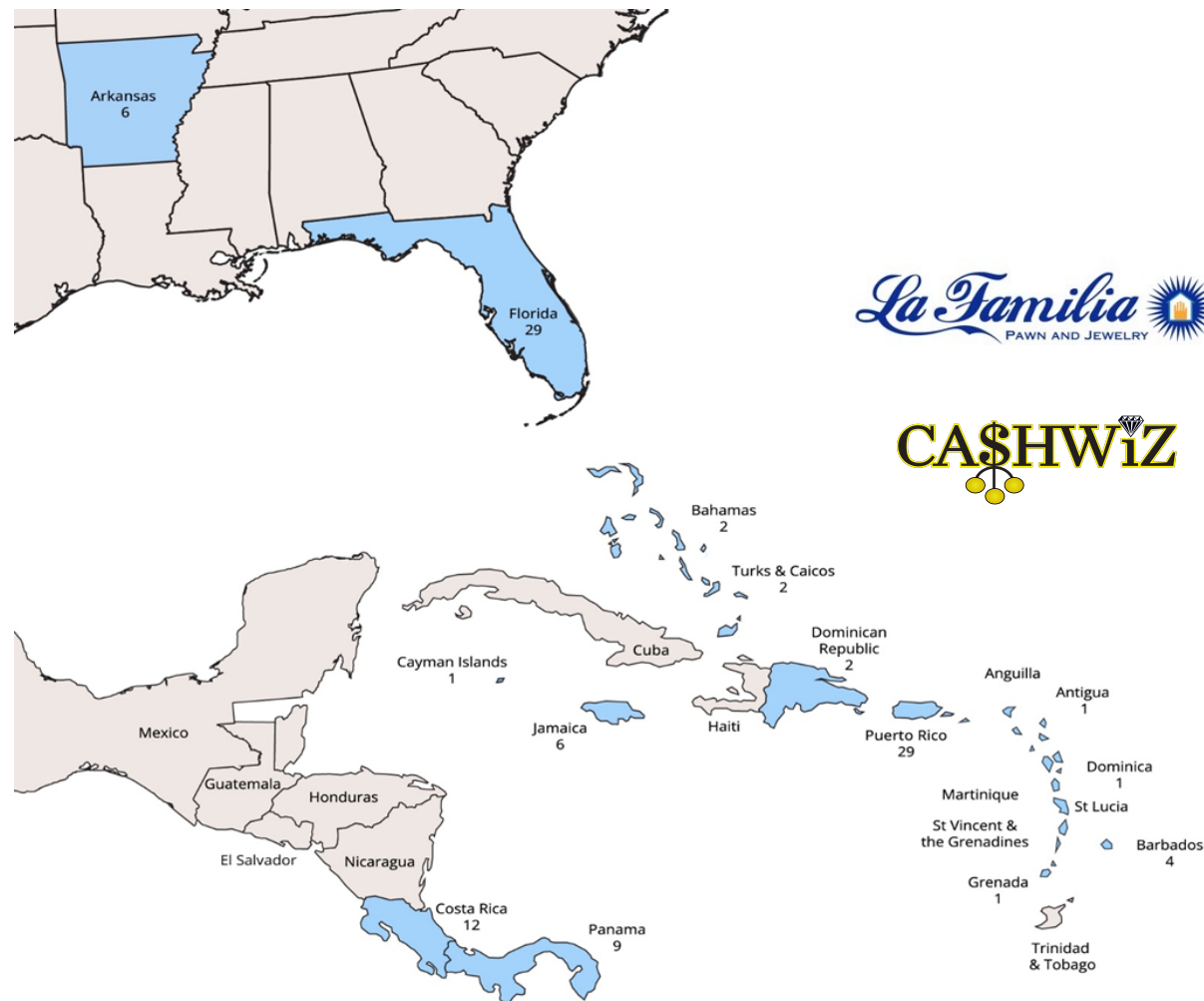
# STRATEGIC ACQUISITION OF FOUNDERS ONE

## TRANSACTION OVERVIEW

Acquired controlling interest in Founders One, expanding footprint by 105 pawn stores across 12 countries

- Strategic acquisition in pawnbroking — adds stores operating under "La Familia Pawn and Jewelry" and "CashWiz" brands
- Transaction closed January 2, 2026 for total consideration of approximately \$64M, funded from conversion of preferred equity and existing cash resources
- EZCORP owns 87.7% of Founders, which controls SMG with 85.1% ownership (~75% effective economic interest)

## 105 STORES ACROSS 12 COUNTRIES



## STRATEGIC RATIONALE



**SCALE & MARKET POSITION**  
Adds 105, including presence in 11 new countries



**PROVEN PARTNERSHIP**  
Initial investment in October 2021; CEO John Thedford continues to lead with equity alignment



**IMMEDIATELY ACCRETIVE**  
Generated \$127M revenue and \$66M gross profit for the 9 months ended September 2025



**TARGETED EXPANSION**  
Opportunity for continued geographic expansion in new markets

**APPENDIX**

# RECORD PLO & REVENUES DRIVE INCREASED EARNINGS

(\$ millions, except per share amounts)

	Q1 GAAP			Q1 ADJUSTED		
	FY26	FY25	% $\Delta$ B/(W)	FY26	FY25	% $\Delta$ B/(W)
<b>Pawn Loans Outstanding</b>	<b>\$314.4</b>	<b>\$274.8</b>	<b>14%</b>	<b>\$307.3</b>	<b>\$274.8</b>	<b>12%</b>
Total Revenues	382.0	320.2	19%	374.5	320.2	17%
<b>Gross Profit</b>	<b>\$223.0</b>	<b>\$185.4</b>	<b>20%</b>	<b>\$218.9</b>	<b>\$185.4</b>	<b>18%</b>
Equity in Net (Income) Loss of Investments	(1.8)	(1.5)	24%	(1.8)	(1.5)	24%
Store Expenses	126.8	110.9	(14)%	124.0	110.9	(12)%
General and Administrative Expenses	26.7	24.2	(11)%	26.4	24.2	(9)%
Other (Income) Expense	—	1.0	101%	—	(0.1)	(74)%
<b>EBITDA</b>	<b>\$71.3</b>	<b>\$50.8</b>	<b>40%</b>	<b>\$70.3</b>	<b>\$51.8</b>	<b>36%</b>
Depreciation/Amortization	8.8	8.3	(5)%	8.6	8.3	(3)%
Interest Expense, Net	3.4	1.1	(218)%	3.4	1.1	(218)%
<b>Profit Before Tax</b>	<b>\$59.2</b>	<b>\$41.4</b>	<b>43%</b>	<b>\$58.3</b>	<b>\$42.4</b>	<b>37%</b>
Income Tax Expense	14.9	10.4	(43)%	14.4	10.6	(36)%
<b>Net Income</b>	<b>\$44.3</b>	<b>\$31.0</b>	<b>43%</b>	<b>\$43.9</b>	<b>\$31.8</b>	<b>38%</b>
<b>Diluted EPS</b>	<b>\$0.55</b>	<b>\$0.40</b>	<b>38%</b>	<b>\$0.55</b>	<b>\$0.41</b>	<b>34%</b>

# DEFINITION OF TERMS

<b>GM</b>	General merchandise (non-jewelry)
<b>LatAm</b>	Latin America, including Mexico and Central America
<b>M</b>	Millions
<b>PLO</b>	Pawn loans outstanding
<b>PSC</b>	Pawn service charges
<b>Same-Store</b>	Stores open the entirety of the comparable periods
<b>SMG</b>	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 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.

## 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 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 American 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. 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 December 31, 2025 and 2024 were as follows:

		Mexican Peso	Guatemalan Quetzal	Honduran Lempira	Australian Dollar
December 31,	<b>2025</b>	18.0	7.6	26.1	1.5
	<b>2024</b>	20.8	7.5	25.0	1.6
Three Months Ended December 31,	<b>2025</b>	18.3	7.5	26.0	1.5
	<b>2024</b>	20.1	7.5	24.8	1.5

# GAAP TO NON-GAAP RECONCILIATION Q1 – CONSOLIDATED\*

(\$ millions, except per share amounts)

	FY26					FY25		
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Adjustments	Adjusted Base
<b>Revenues</b>	<b>\$382.0</b>	—	<b>\$382.0</b>	<b>\$(7.5)</b>	<b>\$374.5</b>	<b>\$320.2</b>	—	<b>\$320.2</b>
PSC Revenues	131.9	—	131.9	(2.3)	129.6	117.1	—	117.1
Merchandise Gross Profit	77.4	—	77.4	(1.7)	75.7	64.5	—	64.5
<i>Merchandise Margin</i>	37%	—	37%	—%	37%	35%	—%	35%
Scrap Gross Profit	13.6	—	13.6	(0.1)	13.5	3.8	—	3.8
<i>Scrap Gross Margin</i>	34%	—	34%	—%	34%	23%	—%	23%
<b>Gross Profit</b>	<b>\$223.0</b>	—	<b>\$223.0</b>	<b>\$(4.1)</b>	<b>\$218.9</b>	<b>\$185.4</b>	—	<b>\$185.4</b>
Store Expenses	126.8	—	126.8	(2.7)	124.0	110.9	—	110.9
General and Administrative Expenses	26.7	—	26.7	(0.3)	26.4	24.2	—	24.2
Other Income	(1.8)	—	(1.8)	—	(1.8)	(0.5)	(1.0) (B)	(1.5)
<b>EBITDA</b>	<b>\$71.3</b>	—	<b>\$71.3</b>	<b>\$(1.0)</b>	<b>\$70.3</b>	<b>\$50.8</b>	<b>\$1.0</b>	<b>\$51.8</b>
Depreciation and Amortization	8.8	—	8.8	(0.2)	8.6	8.3	—	\$8.3
<b>EBIT</b>	<b>\$62.5</b>	—	<b>\$62.5</b>	<b>\$(0.9)</b>	<b>\$61.7</b>	<b>\$42.4</b>	<b>\$1.0</b>	<b>\$43.5</b>
Interest Expense, net	3.4	—	3.4	—	3.4	1.1	—	1.1
<b>Profit Before Tax</b>	<b>\$59.2</b>	—	<b>\$59.2</b>	<b>\$(0.9)</b>	<b>\$58.3</b>	<b>\$41.4</b>	<b>\$1.0</b>	<b>\$42.4</b>
Income Tax Expense	14.9	(0.3) (A)	14.6	(0.2)	14.4	10.4	0.2 (C)	10.6
<b>Net Income</b>	<b>\$44.3</b>	<b>\$0.3</b>	<b>\$44.6</b>	<b>\$(0.7)</b>	<b>\$43.9</b>	<b>\$31.0</b>	<b>\$0.8</b>	<b>\$31.8</b>
<b>Diluted EPS</b>	<b>\$0.55</b>	<b>\$0.01</b>	<b>\$0.56</b>	<b>\$(0.01)</b>	<b>\$0.55</b>	<b>\$0.40</b>	<b>\$0.01</b>	<b>\$0.41</b>
Diluted Shares Outstanding	83.3	—	83.3	—	83.3	83.3	—	83.3
Pawn Loans Outstanding	314.4	—	314.4	(7.1)	307.3	274.8	—	274.8
Inventory, Net	253.4	—	253.4	(6.4)	247.0	199.5	—	199.5
<b>Net Earning Assets</b>	<b>\$567.8</b>	—	<b>\$567.8</b>	<b>\$(13.5)</b>	<b>\$554.3</b>	<b>\$474.3</b>	—	<b>\$474.3</b>

Same-Store data	FY26 Change (GAAP)	FY26 Change Constant Currency
PLO	11%	9%
Merchandise Sales	10%	7%



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

(A) Amount includes \$0.3M FIN48 reserve

(C) Amount includes FY25 tax impact of items listed above

(B) Amount includes a \$1.0 million due to FX loss

# GAAP TO NON-GAAP RECONCILIATION Q1 – U.S. SEGMENT\*

(\$ millions)

	FY26					FY25		
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Adjustments	Adjusted Base
<b>Revenues</b>	<b>\$269.8</b>	<b>\$—</b>	<b>\$269.8</b>	<b>\$—</b>	<b>\$269.8</b>	<b>\$232.2</b>	<b>\$—</b>	<b>\$232.2</b>
PSC Revenues	95.2	—	95.2	—	95.2	87.9	—	87.9
Merchandise Gross Profit	53.4	—	53.4	—	53.4	47.2	—	47.2
<i>Merchandise Margin</i>	38%	—%	38%	—%	38%	37%	—%	37%
Scrap Gross Profit	12.2	—	12.2	—	12.2	3.5	—	3.5
<i>Scrap Gross Margin</i>	34%	—%	34%	—%	34%	23%	—%	23%
<b>Gross Profit</b>	<b>\$160.7</b>	<b>\$—</b>	<b>\$160.7</b>	<b>\$—</b>	<b>\$160.7</b>	<b>\$138.7</b>	<b>\$—</b>	<b>\$138.7</b>
Store Expenses	87.2	—	87.2	—	87.2	81.5	—	81.5
Other Expense	0.1	\$—	\$0.1	\$—	\$0.1	\$—	\$—	\$—
<b>EBITDA</b>	<b>\$73.5</b>	<b>\$—</b>	<b>\$73.5</b>	<b>\$—</b>	<b>\$73.5</b>	<b>\$57.2</b>	<b>\$—</b>	<b>\$57.2</b>
Depreciation and Amortization	2.7	—	2.7	—	2.7	2.7	—	2.7
<b>EBIT</b>	<b>\$70.7</b>	<b>\$—</b>	<b>\$70.7</b>	<b>\$—</b>	<b>\$70.7</b>	<b>\$54.5</b>	<b>\$—</b>	<b>\$54.5</b>
<b>Profit Before Tax</b>	<b>\$70.7</b>	<b>\$—</b>	<b>\$70.7</b>	<b>\$—</b>	<b>\$70.7</b>	<b>\$54.5</b>	<b>\$—</b>	<b>\$54.5</b>
Pawn Loans Outstanding	239.9	—	239.9	—	239.9	220.2	—	220.2
Inventory, Net	190.9	—	190.9	—	190.9	148.5	—	148.5
<b>Net Earning Assets</b>	<b>\$430.9</b>	<b>\$—</b>	<b>\$430.9</b>	<b>\$—</b>	<b>\$430.9</b>	<b>\$368.7</b>	<b>\$—</b>	<b>\$368.7</b>

# GAAP TO NON-GAAP RECONCILIATION Q1 – LATIN AMERICA SEGMENT\*

(\$ millions)

	FY26					FY25		
	Base	Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Adjustments	Adjusted Base
<b>Revenues</b>	<b>\$112.3</b>	<b>\$—</b>	<b>\$112.3</b>	<b>\$(7.5)</b>	<b>\$104.7</b>	<b>\$88.0</b>	<b>\$—</b>	<b>\$88.0</b>
PSC Revenues	36.7	—	36.7	(2.3)	34.5	29.2	—	29.2
Merchandise Gross Profit	24.0	—	24.0	(1.7)	22.3	17.3	—	17.3
<i>Merchandise Margin</i>	34%	—%	34%	—%	34%	30%	—%	30%
Scrap Gross Profit	1.5	—	1.5	(0.1)	1.4	0.3	—	0.3
<i>Scrap Gross Margin</i>	33%	—%	33%	—%	33%	21%	—%	21%
<b>Gross Profit</b>	<b>\$62.3</b>	<b>\$—</b>	<b>\$62.3</b>	<b>\$(4.1)</b>	<b>\$58.2</b>	<b>\$46.7</b>	<b>\$—</b>	<b>\$46.7</b>
Store Expenses	39.6	—	39.6	(2.7)	36.9	29.5	—	29.5
Other Income	—	(0.1)	(A)	—	(0.1)	(0.1)	—	(0.1)
<b>EBITDA</b>	<b>\$22.7</b>	<b>\$0.1</b>	<b>\$22.7</b>	<b>\$(1.4)</b>	<b>\$21.4</b>	<b>\$17.3</b>	<b>\$—</b>	<b>\$17.3</b>
Depreciation and Amortization	2.5	—	2.5	(0.2)	2.4	2.0	—	2.0
<b>EBIT</b>	<b>\$20.1</b>	<b>\$0.1</b>	<b>\$20.2</b>	<b>\$(1.2)</b>	<b>\$19.0</b>	<b>\$15.3</b>	<b>\$—</b>	<b>\$15.3</b>
Interest Income, net	—	—	—	—	—	—	—	—
<b>Profit Before Tax</b>	<b>\$20.1</b>	<b>\$0.1</b>	<b>\$20.2</b>	<b>\$(1.2)</b>	<b>\$19.0</b>	<b>\$15.3</b>	<b>\$—</b>	<b>\$15.3</b>
Pawn Loans Outstanding	74.4	—	74.4	(7.1)	67.4	54.6	—	54.6
Inventory, Net	62.5	—	62.5	(6.4)	56.1	51.0	—	51.0
<b>Net Earning Assets</b>	<b>\$137.0</b>	<b>\$—</b>	<b>\$137.0</b>	<b>\$(13.5)</b>	<b>\$123.5</b>	<b>\$105.6</b>	<b>\$—</b>	<b>\$105.6</b>

Same-Store data:	FY26 Change (GAAP)	FY26 Change (Constant Currency)
PLO	23%	12%
Merchandise Sales	16%	8%

# CONSOLIDATED GROWTH FY24-FY26 RECONCILIATION\*

(\$ millions)

	FY24	FY24	FY24	FY24	FY24	FY25	FY25	FY25	FY25	FY25	FY26
	Q1	Q2	Q3	Q4	FY24	Q1	Q2	Q3	Q4	FY25	Q1
<b>Continuing Ops PBT</b>	<b>\$37.7</b>	<b>\$28.7</b>	<b>\$23.0</b>	<b>\$26.3</b>	<b>\$115.6</b>	<b>\$41.4</b>	<b>\$34.4</b>	<b>\$34.7</b>	<b>\$36.3</b>	<b>\$146.8</b>	<b>\$59.2</b>
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
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
<b>Continuing Ops EBITDA</b>	<b>\$47.1</b>	<b>\$37.4</b>	<b>\$31.8</b>	<b>\$35.5</b>	<b>\$151.7</b>	<b>\$50.8</b>	<b>\$43.8</b>	<b>\$45.7</b>	<b>\$47.3</b>	<b>\$187.6</b>	<b>\$71.3</b>
Discrete Adjustments	0.1	(0.7)	(0.1)	0.5	(0.1)	1.0	(0.1)	(1.5)	0.7	0.2	—
<b>Adjusted EBITDA</b>	<b>\$47.2</b>	<b>\$36.7</b>	<b>\$31.7</b>	<b>\$36.0</b>	<b>\$151.6</b>	<b>\$51.8</b>	<b>\$43.8</b>	<b>\$44.3</b>	<b>\$48.0</b>	<b>\$187.9</b>	<b>\$71.3</b>
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(1.0)
<b>Currency Adjusted Continuing Ops EBITDA</b>	<b>\$47.2</b>	<b>\$36.7</b>	<b>\$31.7</b>	<b>\$36.0</b>	<b>\$151.6</b>	<b>\$51.8</b>	<b>\$43.8</b>	<b>\$44.3</b>	<b>\$48.0</b>	<b>\$187.9</b>	<b>\$70.3</b>
<b>Continuing Ops Revenues</b>	<b>\$300.0</b>	<b>\$285.6</b>	<b>\$281.4</b>	<b>\$295.7</b>	<b>\$1,162.8</b>	<b>\$320.2</b>	<b>\$306.3</b>	<b>\$311.0</b>	<b>\$336.8</b>	<b>\$1,274.3</b>	<b>\$382.0</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.5)
<b>Currency Adjusted Continuing Ops Revenues</b>	<b>\$300.0</b>	<b>\$285.6</b>	<b>\$281.4</b>	<b>\$295.7</b>	<b>\$1,162.8</b>	<b>\$320.2</b>	<b>\$306.3</b>	<b>\$311.0</b>	<b>\$336.8</b>	<b>\$1,274.3</b>	<b>\$374.5</b>
<b>Continuing Ops PLO</b>	<b>\$243.3</b>	<b>\$235.8</b>	<b>\$261.7</b>	<b>\$274.1</b>	<b>\$274.1</b>	<b>\$274.8</b>	<b>\$261.8</b>	<b>\$291.6</b>	<b>\$307.5</b>	<b>\$307.5</b>	<b>\$314.4</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.1)
<b>Currency Adjusted Continuing Ops PLO</b>	<b>\$243.3</b>	<b>\$235.8</b>	<b>\$261.7</b>	<b>\$274.1</b>	<b>\$274.1</b>	<b>\$274.8</b>	<b>\$261.8</b>	<b>\$291.6</b>	<b>\$307.5</b>	<b>\$307.5</b>	<b>\$307.3</b>
<b>GAAP Diluted EPS</b>	<b>\$0.36</b>	<b>\$0.29</b>	<b>\$0.25</b>	<b>\$0.21</b>	<b>\$1.10</b>	<b>\$0.40</b>	<b>\$0.33</b>	<b>\$0.34</b>	<b>\$0.34</b>	<b>\$1.42</b>	<b>\$0.55</b>
Discrete Adjustments	—	(0.01)	(0.01)	0.04	0.03	0.01	—	(0.02)	0.01	(0.01)	0.01
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(0.01)
<b>Adjusted Diluted EPS</b>	<b>\$0.36</b>	<b>\$0.28</b>	<b>\$0.24</b>	<b>\$0.25</b>	<b>\$1.13</b>	<b>\$0.41</b>	<b>\$0.33</b>	<b>\$0.32</b>	<b>\$0.35</b>	<b>\$1.41</b>	<b>\$0.55</b>

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

# U.S. PAWN BUSINESSES FY24-FY26 RECONCILIATION\*

(\$ millions)

U.S. Pawn Segment	FY24	FY24	FY24	FY24	FY24	FY25	FY25	FY25	FY25	FY25	FY26
	Q1	Q2	Q3	Q4	FY24	Q1	Q2	Q3	Q4	FY25	Q1
<b>Profit before taxes</b>	<b>\$49.4</b>	<b>\$42.5</b>	<b>\$37.9</b>	<b>\$43.9</b>	<b>\$173.7</b>	<b>\$54.5</b>	<b>\$49.0</b>	<b>\$49.6</b>	<b>\$54.5</b>	<b>\$207.5</b>	<b>\$70.7</b>
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
<b>EBITDA</b>	<b>\$52.0</b>	<b>\$45.0</b>	<b>\$40.3</b>	<b>\$46.5</b>	<b>\$183.8</b>	<b>\$57.2</b>	<b>\$51.7</b>	<b>\$52.2</b>	<b>\$57.2</b>	<b>\$218.3</b>	<b>\$73.5</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
<b>Adjusted EBITDA</b>	<b>\$52.0</b>	<b>\$45.0</b>	<b>\$40.3</b>	<b>\$46.5</b>	<b>\$183.8</b>	<b>\$57.2</b>	<b>\$51.7</b>	<b>\$52.2</b>	<b>\$57.2</b>	<b>\$218.3</b>	<b>\$73.5</b>
<b>Revenues</b>	<b>\$217.4</b>	<b>\$207.6</b>	<b>\$199.1</b>	<b>\$212.0</b>	<b>\$836.1</b>	<b>\$232.2</b>	<b>\$221.4</b>	<b>\$220.0</b>	<b>\$238.9</b>	<b>\$912.5</b>	<b>\$269.8</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
<b>Adjusted Revenues</b>	<b>\$217.4</b>	<b>\$207.6</b>	<b>\$199.1</b>	<b>\$212.0</b>	<b>\$836.1</b>	<b>\$232.2</b>	<b>\$221.4</b>	<b>\$220.0</b>	<b>\$238.9</b>	<b>\$912.5</b>	<b>\$269.8</b>
<b>PLO</b>	<b>\$190.8</b>	<b>\$173.7</b>	<b>\$199.3</b>	<b>\$214.3</b>	<b>\$214.3</b>	<b>\$220.2</b>	<b>\$199.4</b>	<b>\$221.1</b>	<b>\$233.8</b>	<b>\$233.8</b>	<b>\$239.9</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
<b>Adjusted PLO</b>	<b>\$190.8</b>	<b>\$173.7</b>	<b>\$199.3</b>	<b>\$214.3</b>	<b>\$214.3</b>	<b>\$220.2</b>	<b>\$199.4</b>	<b>\$221.1</b>	<b>\$233.8</b>	<b>\$233.8</b>	<b>\$239.9</b>
<b>Inventory</b>	<b>\$127.0</b>	<b>\$121.9</b>	<b>\$121.9</b>	<b>\$138.6</b>	<b>\$138.6</b>	<b>\$148.5</b>	<b>\$156.8</b>	<b>\$166.4</b>	<b>\$185.7</b>	<b>\$185.7</b>	<b>\$190.9</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
<b>Adjusted Inventory</b>	<b>\$127.0</b>	<b>\$121.9</b>	<b>\$121.9</b>	<b>\$138.6</b>	<b>\$138.6</b>	<b>\$148.5</b>	<b>\$156.8</b>	<b>\$166.4</b>	<b>\$185.7</b>	<b>\$185.7</b>	<b>\$190.9</b>

# LATIN AMERICA PAWN BUSINESSES FY24-FY26 RECONCILIATION\*

(\$ millions)

Latin America Segment	FY24	FY24	FY24	FY24	FY24	FY25	FY25	FY25	FY25	FY25	FY26
	Q1	Q2	Q3	Q4	FY24	Q1	Q2	Q3	Q4	FY25	Q1
<b>Profit before taxes</b>	<b>\$13.9</b>	<b>\$11.1</b>	<b>\$14.0</b>	<b>\$14.0</b>	<b>\$52.9</b>	<b>\$15.3</b>	<b>\$13.9</b>	<b>\$15.9</b>	<b>\$15.8</b>	<b>\$61.0</b>	<b>\$20.1</b>
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
<b>EBITDA</b>	<b>\$16.0</b>	<b>\$13.3</b>	<b>\$16.1</b>	<b>\$16.0</b>	<b>\$61.3</b>	<b>\$17.3</b>	<b>\$15.9</b>	<b>\$18.1</b>	<b>\$18.2</b>	<b>\$69.5</b>	<b>\$22.7</b>
Discrete Adjustments	—	—	(0.1)	(0.1)	(0.1)	—	(0.1)	0.1	0.1	0.1	0.1
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(1.4)
<b>Adjusted EBITDA</b>	<b>\$16.0</b>	<b>\$13.3</b>	<b>\$16.0</b>	<b>\$15.9</b>	<b>\$61.2</b>	<b>\$17.3</b>	<b>\$15.8</b>	<b>\$18.1</b>	<b>\$18.3</b>	<b>\$69.6</b>	<b>\$21.4</b>
<b>Revenues</b>	<b>\$82.5</b>	<b>\$78.0</b>	<b>\$82.4</b>	<b>\$83.7</b>	<b>\$326.6</b>	<b>\$88.0</b>	<b>\$84.9</b>	<b>\$91.0</b>	<b>\$97.9</b>	<b>\$361.8</b>	<b>\$112.3</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.5)
<b>Adjusted Revenues</b>	<b>\$82.5</b>	<b>\$78.0</b>	<b>\$82.4</b>	<b>\$83.7</b>	<b>\$326.6</b>	<b>\$88.0</b>	<b>\$84.9</b>	<b>\$91.0</b>	<b>\$97.9</b>	<b>\$361.8</b>	<b>\$104.7</b>
<b>PLO</b>	<b>\$52.7</b>	<b>\$62.3</b>	<b>\$62.7</b>	<b>\$62.9</b>	<b>\$62.9</b>	<b>\$54.6</b>	<b>\$62.7</b>	<b>\$70.8</b>	<b>\$73.7</b>	<b>\$73.7</b>	<b>\$74.4</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(7.1)
<b>Adjusted PLO</b>	<b>\$52.7</b>	<b>\$62.3</b>	<b>\$62.7</b>	<b>\$62.9</b>	<b>\$62.9</b>	<b>\$54.6</b>	<b>\$62.7</b>	<b>\$70.8</b>	<b>\$73.7</b>	<b>\$73.7</b>	<b>\$67.4</b>
<b>Inventory</b>	<b>\$37.9</b>	<b>\$41.5</b>	<b>\$50.0</b>	<b>\$56.3</b>	<b>\$56.3</b>	<b>\$51.0</b>	<b>\$51.0</b>	<b>\$59.1</b>	<b>\$62.8</b>	<b>\$62.8</b>	<b>\$62.5</b>
Discrete Adjustments	—	—	—	—	—	—	—	—	—	—	—
Constant Currency Impact	—	—	—	—	—	—	—	—	—	—	(6.4)
<b>Adjusted Inventory</b>	<b>\$37.9</b>	<b>\$41.5</b>	<b>\$50.0</b>	<b>\$56.3</b>	<b>\$56.3</b>	<b>\$51.0</b>	<b>\$51.0</b>	<b>\$59.1</b>	<b>\$62.8</b>	<b>\$62.8</b>	<b>\$56.1</b>

# STORE EXPENSES TO G&A RECAST

(\$ millions)

	Consolidated Q1 FY25		Consolidated Difference	U.S. Segment Q1 FY25		U.S. Segment Difference	Latin America Segment Q1 FY25		LatAm Segment Difference
	Adjusted, Previously Reported	Recast		Adjusted, Previously Reported	Recast		Adjusted, Previously Reported	Recast	
<b>Total Revenues</b>	<b>\$320.2</b>	<b>\$320.2</b>	<b>\$—</b>	<b>\$232.2</b>	<b>\$232.2</b>	<b>\$—</b>	<b>\$88.0</b>	<b>\$88.0</b>	<b>\$—</b>
<b>Gross Profit</b>	<b>\$185.4</b>	<b>\$185.4</b>	<b>\$—</b>	<b>\$138.7</b>	<b>\$138.7</b>	<b>\$—</b>	<b>\$46.7</b>	<b>\$46.7</b>	<b>\$—</b>
Store Expenses	116.5	110.9	5.5	83.1	81.5	1.6	33.4	29.5	3.9
General and Administrative Expenses	18.7	24.2	(5.5)	0.0	0.0	0.0	0.0	0.0	0.0
Other (Income) Expense	(1.5)	(1.5)	0.0	0.0	0.0	0.0	(0.1)	(0.1)	0.0
<b>EBITDA</b>	<b>\$51.8</b>	<b>\$51.8</b>	<b>\$—</b>	<b>\$55.6</b>	<b>\$57.2</b>	<b>\$1.6</b>	<b>\$13.4</b>	<b>\$17.3</b>	<b>\$3.9</b>
<i>EBITDA Margin</i>	<i>16.2%</i>	<i>16.2%</i>		<i>23.9%</i>	<i>24.6%</i>		<i>15.2%</i>	<i>19.7%</i>	
Depreciation and Amortization	8.3	8.3	0.0	2.7	2.7	0.0	2.0	2.0	0.0
Interest (Income)/Expense	1.1	1.1	0.0	0.0	0.0	0.0	(0.2)	0.0	(0.2)
<b>Profit before taxes</b>	<b>\$42.4</b>	<b>\$42.4</b>	<b>\$—</b>	<b>\$52.9</b>	<b>\$54.5</b>	<b>\$1.6</b>	<b>\$11.6</b>	<b>\$15.3</b>	<b>\$3.7</b>

- 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

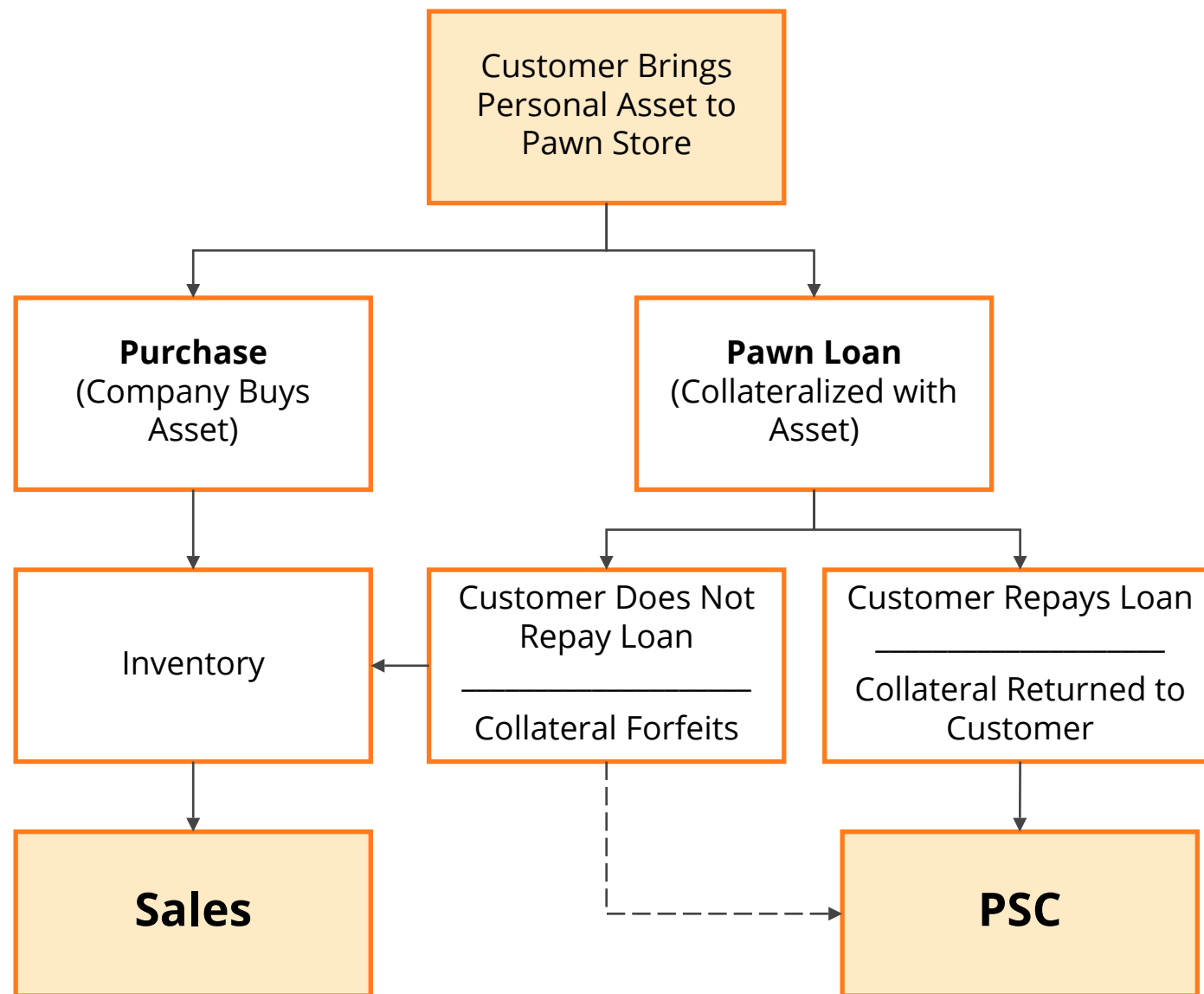
Pawn Loan/Purchase 85%/15%

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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