



First Quarter FY16 Conference Call
February 9, 2016

Safe Harbor

This document 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.

Executing the Strategy

Focus

- Initiated independent measurement of customer satisfaction
- Platform for growth established with focused investment in growing talent
- Seasoned management team with extensive industry experience

Simplify

- Rolled-out new field incentive program that drives core pawn productivity based on key customer facing metrics
- Completed wind-down of USFS and closure of under performing pawn stores
- Centralized all procurement with \$4M of annualized savings identified to date

Optimize

- On track to realize \$13m in annualized cost reductions by FY18.
- Targeted Investments in systems and processes underway
- Reviewing strategic options for Grupo Finmart. Initiatives implemented to improve business performance

Concentrated Focus on Customer is Fueling Pawn Performance*

Pawn Lending Momentum Continues

- Growth continued with pawn loans outstanding (PLO) increasing 6% to \$160m
 - Total number of new loans made increased 8% with average loan size up 3%
 - Same store pawn loan balance grew 3%
- Quality loan portfolio evidenced by strong pawn loan yield, steady redemption rates and healthy merchandise margins

Improved Margin and Inventory Position

- Merchandise margin increased to 38.9% from 33.9%, a result of disciplined loan valuations and effective product lifecycle pricing
 - Merchandise gross profit increased to \$44m from \$37m
 - Aged inventory reduced to 10% from 17%

Growing Return on Earning Assets

- Annualized return on pawn earning assets increased to 151% from 142%
 - Inventory yield increased to 132% from 115%, driven by improved merchandise sales margin
 - Pawn loan yield increased slightly to 166% from 165%

*Consolidated pawn results are provided in constant currency. See GAAP to non-GAAP reconciliation. All comparisons unless stated are to Q1FY15. See appendix for definition of terms

Consolidated Results

| USD in \$m | Q1FY16 | Q1FY15 | Δ vs PY |
|----------------------------------|-----------------|---------------|----------------|
| Revenues. | 199 | 213 | -7% |
| Core Pawn Revenue | 175 | 175 | Flat |
| PSC Revenues. | 67 | 65 | 3% |
| Annualized Yield | 166% | 165% | 122 bps |
| Merchandise Sales. | 109 | 110 | -1% |
| Merchandise Margin. | 39.0% | 33.9% | 509 bps |
| Scrap Sales. | 10 | 19 | -48% |
| Scrap Gross Margin | 16% | 21% | -476 bps |
| Grupo Interest Income. | 11 | 16 | -34% |
| Grupo Net Revenue. | (1) | 9 | -113% |
| Other Revenue. | 3 | 3 | -14% |
| Net Revenue. | 111 | 117 | -5% |
| Net Revenue Margin | 56% | 55% | 102 bps |
| Total Operating Expenses | 85 | 80 | 6% |
| Corporate Expenses | 20 | 12 | 60% |
| Other Expenses. | 1 | (1) | 155% |
| Total Expenses | 106 | 92 | 16% |
| Depreciation and Amortization. | 8 | 8 | 1% |
| EBIT. | (3) | 17 | -115% |
| Interest. | 9 | 12 | Flat |
| Profit Before Tax. | (12) | 6 | -295% |
| Continuing Ops Net Income | (7) | 5 | -256% |
| Net Income | (7) | 12 | -164% |
| Diluted EPS | (\$0.13) | \$0.22 | -159% |

- Core pawn revenue flat with 3% growth in pawn service charges
- Merchandise margin increased to 39.0% from 33.9%
- Grupo Finmart net revenue loss of \$1m (caused by payment delays) and Profit Before Tax loss of \$17m
- Operating expense increased as a result of investing in our platform for growth
 - New FY15 store acquisitions (25 added after Q1 FY15)
 - Investment in store teams and district managers as coaches and mentors
 - Final run-down costs of CCV Latin America
 - Commissions expense and investment in management team within Grupo Finmart
- Comparative corporate expense increased due to
 - Restatement and restructure costs of \$4.3m
 - Large general expense credit in prior year

Normalized Results, Excluding Grupo Finmart*

| USD in \$m | Q1FY16 | Q1FY15 | Δ vs PY |
|---|--------------|--------------|----------------|
| Revenues. | 193 | 196 | -2% |
| Core Pawn Revenue | 180 | 175 | 3% |
| PSC Revenues. | 68 | 65 | 5% |
| Annualized Yield | 166% | 165% | 130 bps |
| Merchandise Sales. | 112 | 110 | 2% |
| Merchandise Margin. | 38.9% | 33.9% | 500 bps |
| Merchandise Gross Profit. | 44 | 37 | 17% |
| Scrap Sales. | 10 | 18 | -48% |
| Scrap Margin | 16% | 21% | -476 bps |
| Other Revenue. | 3 | 3 | -2% |
| Net Revenue. | 116 | 108 | 7% |
| Net Revenue Margin | 60% | 55% | 462 bps |
| Total Operating Expenses | 78 | 72 | 8% |
| Corporate Expenses | 16 | 13 | 28% |
| Other Expenses. | (2) | (2) | Flat |
| Total Expenses | 92 | 83 | 11% |
| EBITDA. | 24 | 25 | -8% |
| EBITDA Margin. | 12% | 13% | -85 bps |
| EBIT. | 16 | 18 | -14% |
| EBIT Margin. | 8% | 9% | -112 bps |
| Profit Before Tax. | 12 | 14 | -20% |
| Free Cash Flow | | | |
| Continuing Ops Less Grupo EBIT | 16 | 18 | -14% |
| Plus Depreciation and Amortization | 8 | 7 | 4% |
| Less Capital Expenditures | (2) | (9) | 74% |
| Continuing Ops Less Grupo Free Cash Flow | 22 | 16 | 27% |

- Core pawn revenue up 3% with solid growth in pawn service charges and increased merchandise sales
- Merchandise margin increased to 38.9% from 33.9%
- Operating expense increased as a result of investing in our platform for growth
 - New FY15 store acquisitions (25 added after Q1 FY15)
 - Investment in store teams and district managers as coaches and mentors
 - Final run-down costs of CCV Latin America
- Comparative corporate expense increased due to large general expense credit in prior year
- Free cash flow improved 27% over prior year reflecting a more disciplined approach to capital management

*Normalized for restructuring charges, other discrete items and constant currency. See GAAP to non-GAAP reconciliation.

All comparisons unless stated are to Q1FY15. See appendix for definition of terms



Q1 FY16 U.S. Pawn Segment

Concentrated Focus on Customer is Fueling Performance*

| USD in \$m | Q1FY16 | Q1FY15 | Δ vs PY |
|------------------------------------|--------------|--------------|----------------|
| Revenues. | 160 | 164 | -2% |
| Core Pawn Revenue | 151 | 147 | 3% |
| PSC Revenues. | 59 | 57 | 3% |
| Annualized Yield | 163% | 161% | 173 bps |
| Merchandise Sales. | 92 | 90 | 3% |
| Merchandise Margin. | 39.7% | 34.5% | 525 bps |
| Merchandise Gross Profit. | 37 | 31 | 19% |
| Scrap Sales. | 9 | 17 | -44% |
| Scrap Margin | 16% | 22% | -557 bps |
| Net Revenue. | 97 | 92 | 6% |
| Net Revenue Margin | 60% | 56% | 436 bps |
| Total Expenses | 64 | 60 | 7% |
| EBITDA. | 33 | 32 | 3% |
| EBITDA Margin. | 21% | 20% | 110 bps |
| EBIT. | 30 | 29 | 4% |
| EBIT Margin. | 19% | 18% | 99 bps |
| Free Cash Flow | | | |
| US Pawn EBIT | 30 | 29 | 4% |
| Plus Depreciation and Amortization | 4 | 3 | 3% |
| Less Capital Expenditures | (1) | (6) | 83% |
| US Pawn Free Cash Flow | 33 | 26 | 23% |

- Core pawn revenue up 3% on both improved sales and PSC revenue
- Net revenue grew 6% to \$97m despite a 44% decrease in scrap revenue
- Merchandise gross profit increased 19% to \$37m
- Operating expense increased a result of investing in a platform for growth
 - 25 stores acquired after Q1 FY15
 - Investment in store teams and district managers as coaches and mentors
- Free cash flow increased \$7m to \$33m, a result of improved performance and a disciplined approach to capital spend

*Normalized for restructuring charges, other discrete items and constant currency. See GAAP to non-GAAP reconciliation.
All comparisons unless stated are to Q1FY15. See appendix for definition of terms

Concentrated Focus on Customer is Fueling Performance*

Pawn Lending Momentum

- Total PLO increased 4% vs. prior year with underlying metrics showing high quality of loan growth
 - Slightly positive same store loan growth for the quarter of 0.5%
 - Total number of new loans made up 6% in total, 3% on a same store basis
 - Redemption rate remained at 83%
 - Pawn service charges increased 3%

Improved Margin and Inventory Position

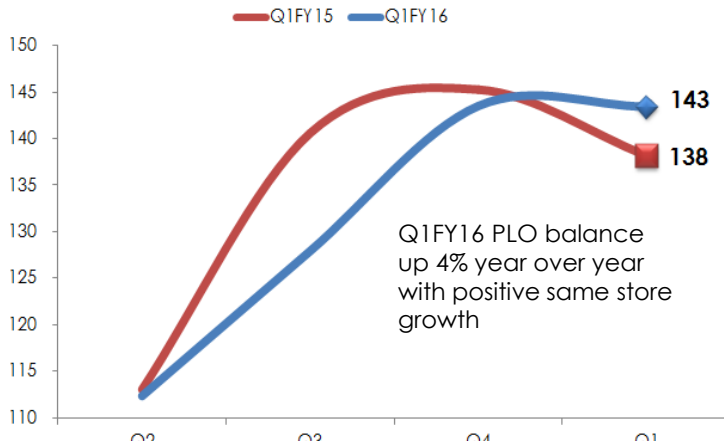
- Merchandise margin increased to 39.7% from 34.5% as a result of disciplined loan valuations and effective product lifecycle pricing
 - Merchandise gross profit increased 19% to \$37m
 - Aged inventory decreased to 11% of total inventory from 16%
 - GM aged inventory improved to 6% from 7%
 - Jewelry aged inventory improved to 16% from 26%
 - Inventory turns at 2.2 from 2.4 the prior year

Growing Return on Earning Assets

- Annualized Return on earning assets increased to 150% compared to 141% one year ago
 - Inventory yield improved to 133% from 116%
 - Pawn loan yield increased to 163% from 161%

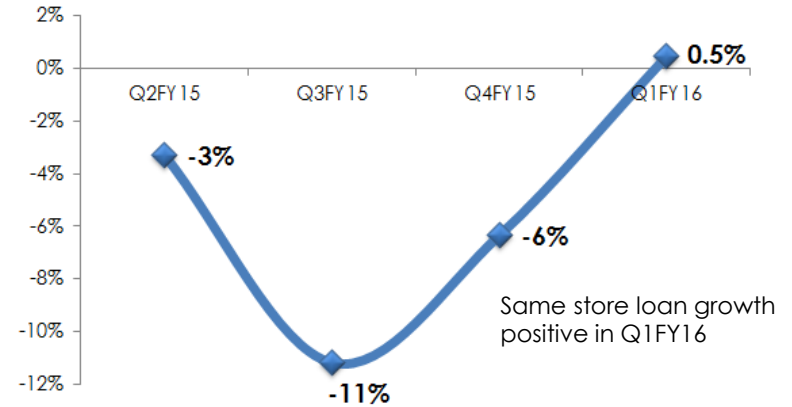
Concentrated Focus on Customer is Fueling Performance*

Pawn Loan Balance (USD in \$m)

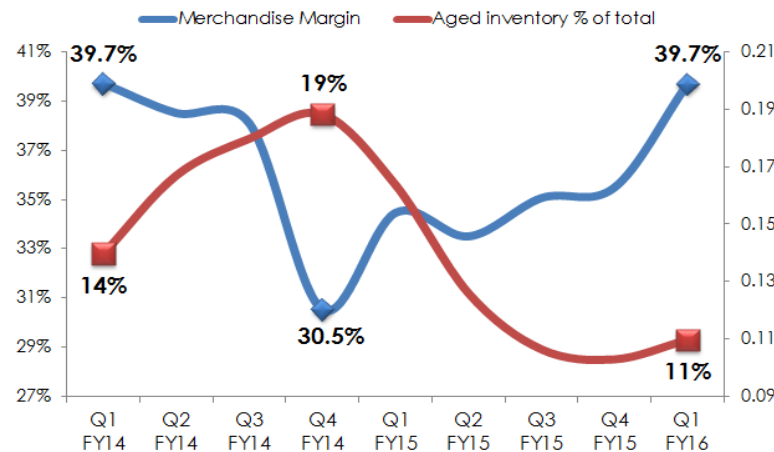


| | | | | |
|--------|-----|-----|-----|-----|
| Q1FY15 | 113 | 141 | 145 | 138 |
| Q1FY16 | 112 | 128 | 144 | 143 |

Same Store Pawn Loan Balance Growth



Merch. Margin and Aged Inventory



Disciplined loan valuations and effective product lifecycle pricing has returned margins to FY14 levels with higher quality inventory

EZCORP[®]

Q1 FY16 Mexico Pawn

Concentrated Focus on Customer is Fueling Performance*

| USD in \$m | Q1FY16 | Q1FY15 | Δ vs PY |
|------------------------------------|--------------|--------------|-----------------|
| Revenues. | 30 | 29 | 3% |
| Core Pawn Revenue | 30 | 28 | 8% |
| PSC Revenues. | 10 | 8 | 22% |
| Annualized Yield | 194% | 199% | -485 bps |
| Merchandise Sales. | 20 | 20 | Flat |
| Merchandise Margin. | 34.9% | 31.1% | 383 bps |
| Merchandise Gross Profit. | 7 | 6 | 15% |
| Scrap Sales. | 0 | 1 | -100% |
| Scrap Margin | * | 10% | * |
| Net Revenue. | 17 | 14 | 17% |
| Net Revenue Margin | 56% | 49% | 615 bps |
| Total Expenses | 13 | 11 | 16% |
| EBITDA. | 4 | 3 | 12% |
| EBITDA Margin. | 12% | 11% | 100 bps |
| EBIT. | 3 | 2 | 34% |
| EBIT Margin. | 9% | 7% | 202 bps |
| Free Cash Flow | | | |
| Mexican Pawn EBIT | 3 | 2 | 34% |
| Plus Depreciation and Amortization | 1 | 1 | Flat |
| Less Capital Expenditures | (0) | (0) | Flat |
| Mexico Pawn Free Cash Flow | 4 | 3 | 33% |

- Core pawn revenue up 8%, driven by a 22% increase in PSC revenue
- Net revenue up 17% to \$17 million
- Free cash flow up 33% on improved performance within segment
- Operating expense increased as a result of investing in a platform for growth
 - Conversion of five concept stores to the Empeño Fácil model in progress
 - Four large scale de novo stores to open during FY16
 - Run-down costs for closed CCV Latin America business and increased marketing spend
 - Investment in store teams and district managers as coaches and mentors

*Normalized for restructuring charges, other discrete items and constant currency. See GAAP to non-GAAP reconciliation. All comparisons unless stated are to Q1FY15. See appendix for definition of terms

Concentrated Focus on Customer is Fueling Performance *

Pawn Lending Momentum

- Quality pawn fundamentals
 - Total PLO increased 33%
 - Same store loan growth for the quarter of 34%, sixth consecutive quarter with double-digit same store loan growth
 - Total number of new loans made up 14% in total and on a same store basis
 - Redemption remained consistent at 78%
 - Pawn service charges increased 22%

Improved Margin and Inventory Position

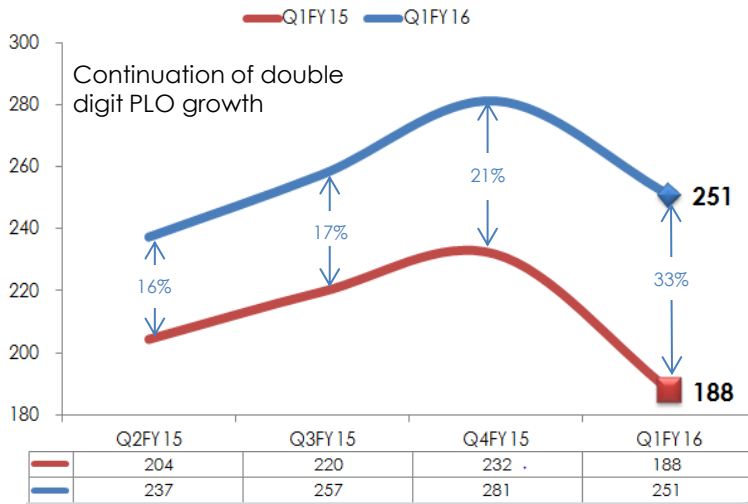
- Merchandise margin improved to 34.9% from 31.1% resulting in merchandise gross profit growth of \$7m, up 15%
 - Aged Inventory decreased to 3% of total inventory from 16%
 - GM aged inventory improved to 4% from 16%
 - Jewelry aged inventory was less than 1% of total jewelry inventory
 - Lower aged inventory levels reduced turns to 2.4x from 2.7x

Growing Return on Earning Assets

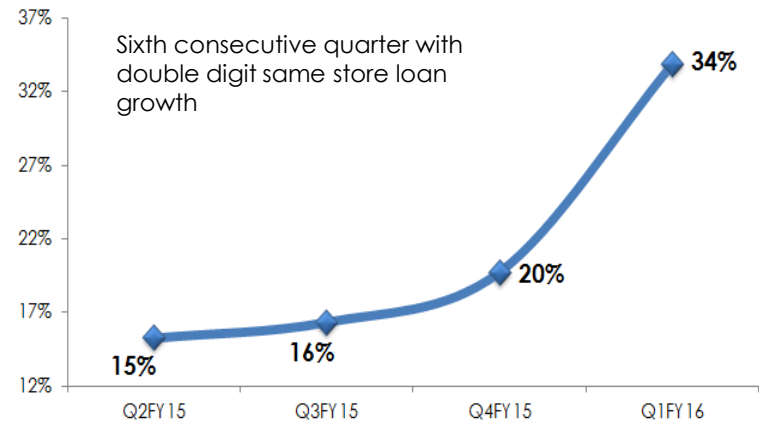
- Annualized return on earning assets increased to 158% compared to 149% one year ago
 - Inventory yield improved to 124%, from 110%
 - Pawn loan yield decreased to 194%, from 199%

Concentrated Focus on Customer is Fueling Performance *

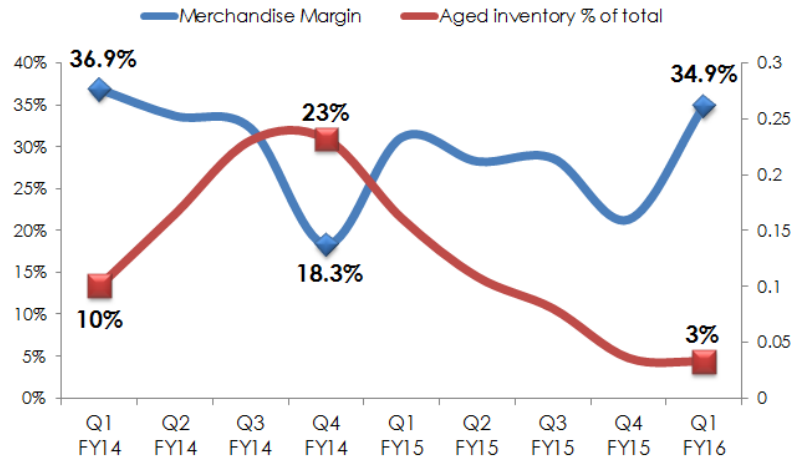
Pawn Loan Balance (MXN in \$m)



Same Store Pawn Loan Balance Growth



Merch. Margin and Aged Inventory



Disciplined loan valuations and effective product lifecycle pricing has returned margins closer to FY14 levels with higher quality inventory

*All results presented in local currency. See GAAP to non-GAAP reconciliation.

EZCORP[®]

Q1 FY16 Grupo Finmart

Changing Industry Economics Forces Reassessment of Strategy

Strategic Review Underway

- Uncertain economic and industry trends necessitate a review of strategic opportunities to maximize shareholder value
- Strategic assessment to be completed by the end of Q3FY16

Industry Dynamics Changing

- Industry wide delays in payment have increased as a percent of outstanding portfolio to 16% (Q1FY16) from 11% (Q4FY15)⁽¹⁾
- Mexico's government is highly dependent upon oil exports to generate funding:
 - 13% of export volume is related to oil production⁽²⁾
 - Lower tax revenues from oil company Pemex, who provides 1/3 of tax revenues led to \$8.3b in government budget cuts in 2015.⁽³⁾

Initiatives to Improve Business Performance

- Initiatives implemented at Grupo Finmart to sustain long-term value and reduce bad debt
 - Cost reduction program targeting 20% savings in G&A expenses
 - Refocused originations to higher quality, shorter term loans with the lowest risk convenios
 - Reengineering collection process through structure and focus to support increasing delays

⁽¹⁾Source : Amden – payroll chamber and industry representative

⁽²⁾Source: TradingEconomics.com, "Mexico Balance of Trade"

⁽³⁾Source: The New York Times, "With Oil Revenue Dropping, Mexico Announces Budget Cuts", 1/30/15

See appendix for definition of terms

Reviewing Forward Looking Strategic Opportunities*

| | Q1FY16 | Q1FY15 | Δ vs PY |
|--------------------------------|-------------|------------|--------------|
| Interest Income. | 13 | 16 | -20% |
| Bad Debt Expense. | 15 | 8 | 88% |
| Interest Expense. | 6 | 8 | -24% |
| Total Expenses (incl. Depr) | 12 | 8 | 45% |
| Profit Before Tax. | (20) | (8) | -140% |
| New Loan Originations. | 19 | 22 | -12% |
| Gross Loan Balance. | 191 | 157 | 22% |
| Reserve. | (72) | (42) | 71% |
| Reserve Rate on Gross Bal. | 38% | 27% | 1081 bps |
| Grupo Net Loan Balance. | 119 | 115 | 4% |
| Net Interest Margin** | 21% | 26% | -532 bps |

- Increased bad debt reserves mainly driven by industry delays in payment timing
- Grupo Finmart's non-performing loans represented 34% of its overall portfolio, a 19% increase from September 30, 2015
 - A majority of these loans represent currently employed individuals that we expect to receive funds from in future periods
- Interest expense decreased due to a reduction in weighted-average debt outstanding
- Expense increased primarily attributable to an increase in commissions and investment in management team
- Refocused originations to higher quality, shorter term loans with the lowest risk convenios
- Strategic review underway

*Normalized for constant currency. See GAAP to non-GAAP reconciliation.

** $(\text{Interest Income less Interest Expense}) / \text{Average Earning Assets} - \text{Annualized}$

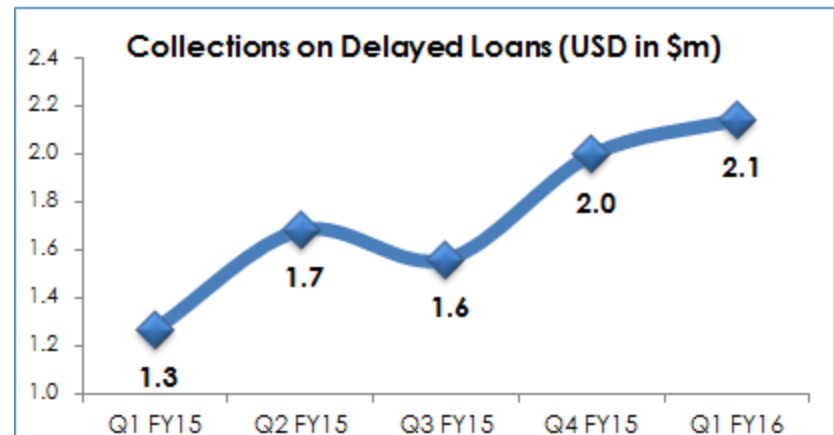
Q1FY16 Grupo Finmart: Loan Portfolio Analysis

| USD in \$m | Q1FY16 | Q1FY15 | Δ vs PY |
|---|--------|--------|---------|
| Reserve | (72) | (42) | 71% |
| In payroll, delayed | (54) | (32) | 70% |
| Out of payroll | (18) | (10) | 76% |
| Collections on delayed loans | 2.1 | 1.3 | 69% |
| Collection % on In payroll reserve (annualized) | 16% | 16% | |

- Our policy is to reserve individual loans that experience a payment delay greater than 180 days or are identified as "out of payroll" (no longer employed)
- We receive subsequent collections on delayed loans for in payroll customers but loans remain in non-performing status, which reduce bad debt expense (amounts presented for principal balances)
- Collections on delayed loans increase at a similar rate to the in payroll reserve.

Drivers of Payment Delays

- 1. Ratification delays** – Time between loan origination to first payment (administrative delay)
- 2. Agency delays** – agency has deducted payment from employee payroll but has not remitted payment to Grupo Finmart
- 3. Customer delays** – deduction is not made from employee payroll due to alimony, leave of absence, indebtedness



Summary: Marked Improvement in Customer Engagement and Core Pawn Fundamentals

1. Concentrated focus on serving and satisfying our customers beyond their expectations
2. Building platform for growth in pawn business through investment in talent, systems and acquisitions
3. Focused execution on core pawn fundamentals
 - PLO balances growing 6% YOY; +3% YOY on same store basis
 - Redemption rate consistent at 83%
 - Merchandise margin up 500 bps to 38.9% YOY
 - Return on earning assets up 900 bps to 151% YOY
 - Net Revenues up 7% YOY
 - Free cash flow of \$22 million, a 27% increase YOY (excluding Grupo)
4. Early stages in our 3-year strategic program, pawn indicators slightly ahead of internal expectations
5. Recent structural changes to the Mexican economy and payroll lending industry forcing a focused review of strategic options, and opportunities, for Grupo Finmart

Appendix

GAAP to Non-GAAP Reconciliation*

| | Consolidated | Grupo | Actuals Less | Restructuring | Constant | Adjusted | Consolidated | Grupo | Actuals Less |
|--------------------------------|-----------------------------|---------------|--------------|---------------------------|------------|--------------|--------------|--------------|--------------|
| | Actuals | Actuals | Grupo | & Discrete | Currency | Actuals. | Actuals | Actuals | Grupo |
| | Q1FY16 | | | Charges | Impact. | | Q1FY15 | | |
| USD in \$m | | | | | | | | | |
| Revenues. | 198.5 ^(A) | 10.9 | 187.6 | 0 | 5.1 | 193.1 | 212.7 | 16.3 | 196.4 |
| Core Pawn Revenue | 175.2 | 0.0 | 175.2 | 0 | 5.1 | 180.3 | 174.6 | 0.0 | 174.6 |
| PSC Revenues. | 66.6 | 0.0 | 66.6 | 0 | 1.7 | 68.3 | 64.9 | 0.0 | 64.9 |
| Merchandise Sales. | 108.6 | 0.0 | 108.6 | 0 | 3.4 | 112.0 | 109.6 | 0.0 | 109.6 |
| Merchandise Gross Profit. | 42.3 | 0.0 | 42.3 | 0 | 1.2 | 43.5 | 37.2 | 0.0 | 37.2 |
| Scrap Sales. | 9.6 | 0.0 | 9.6 | 0 | 0.0 | 9.6 | 18.4 | 0.0 | 18.4 |
| Grupo Interest Income. | 10.8 | 10.8 | 0.0 | 0 | 0.0 | 0.0 | 16.3 | 16.3 | 0.0 |
| Other Revenue. | 2.8 | 0.1 | 2.8 | 0 | 0.0 | 3.2 | 3.3 | 0.0 | 3.3 |
| Net Revenue. | 111.3 | (1) | 112.4 | 0 | 3 | 116 | 117.0 | 8.7 | 108.3 |
| Total Operating Expenses | 85.4 | 9.6 | 75.5 | (0.3) | 2.5 | 77.7 | 80.1 | 8.3 | 71.8 |
| Corporate Expenses | 19.9 | 0.0 | 19.9 | (4.0) | (0.0) | 15.9 | 12.5 | 0.0 | 12.5 |
| Other Expenses. | 0.6 | 0.8 | (0.2) | (1.7) | 0.0 | (1.9) | (1.1) | 0.2 | (1.3) |
| Total Expenses | 105.9 | 10.4 | 95.2 | (6.0) | 2.5 | 91.7 | 91.5 | 8.5 | 83.0 |
| EBITDA. | 5.4 ^(B) | (11.4) | 17.1 | 6.0 ^(D) | 0.7 | 23.9 | 25.5 | 0.2 | 25.3 |
| Depreciation and Amortization. | 8.1 ^(C) | 0.6 | 7.5 | 0.0 | 0.2 | 7.7 | 8.0 | 0.6 | 7.4 |
| EBIT. | (2.7) | (12.0) | 9.6 | 6.0 | 0.5 | 16.1 | 17.5 | (0.4) | 17.9 |
| Interest. | 9.0 | 4.9 | 4.1 | 0.0 | 0.0 | 4.1 | 11.5 | 7.8 | 3.7 |
| Profit Before Tax. | (11.7) | (16.9) | 5.5 | 6.0 | 0.5 | 12.0 | 6.0 | (8.2) | 14.2 |
| CapEx | 2.4 ^(F) | 0.0 | 2.4 | 0.0 | 0.0 | 2.4 | 9.0 | 0.5 | 8.5 |

Footnote (A) Amount includes \$25 million Mexico Pawn and \$11 million Grupo Finmart revenue.

Footnote (B) Amount includes \$11.2 million Mexico Pawn and \$10.4 million Grupo Finmart Total Expenses.

Footnote (C) Amount includes \$0.8 million Mexico Pawn and \$0.6 million Grupo Finmart depreciation and amortization.

Footnote (D) Amount includes \$1.7 million restructuring expense (US Pawn \$0.9 million, Mexico Pawn \$0.3 million, Corporate \$0.3 million and Other International \$0.2 million), \$4.3 million of Corporate related to the restatement and -\$0.3 million of discrete Corporate items and \$0.3 million of Mexico Pawn discrete items.

Footnote (E) Amount includes \$13 million Mexico Pawn

Footnote (F) Amount includes \$0.5m in US Pawn, \$1.7m in Corporate and \$0.2m in Mexico Pawn

*For balance sheet items, the avg. MXN to USD exchange rate as of December 31, 2015 of 17.3 to 1 was used, compared to the end of period rate as of December 31, 2014 of 14.7 to 1. For income statement items, the average closing daily exchange rate for the appropriate period was used. The avg MXN to USD exchange rate for the current three-month period ended December 31, 2015 was 16.8 to 1 as compared to the prior year three-month period ended December 31, 2014 rate of 13.9 to 1. Constant currency results, where presented, also exclude foreign currency gain or loss and the related foreign currency derivative gain or loss impact.

Definition of Terms:

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

$$\text{Inventory Yield} = \frac{\left(\frac{\text{merch. SGP} + \text{scrap SGP}}{\text{days in period}} \right) \times 365}{\text{average net inventory}}$$

$$\text{Return on Earning Assets} = \frac{\left(\frac{\text{merch. SGP} + \text{scrap SGP} + \text{PSC}}{\text{days in period}} \right) \times 365}{\text{average net inventory} + \text{average PLO}}$$

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

SGP = Sales Gross Profit

Core Pawn Revenue = Pawn Service Charge Rev. + Merch. Sales Rev.