

EZCORP[®]

Delivering Significant Growth

2018 Annual Meeting of Stockholders
March 20, 2018

Preliminary Statements

Forward Looking Statements

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.

Other Information

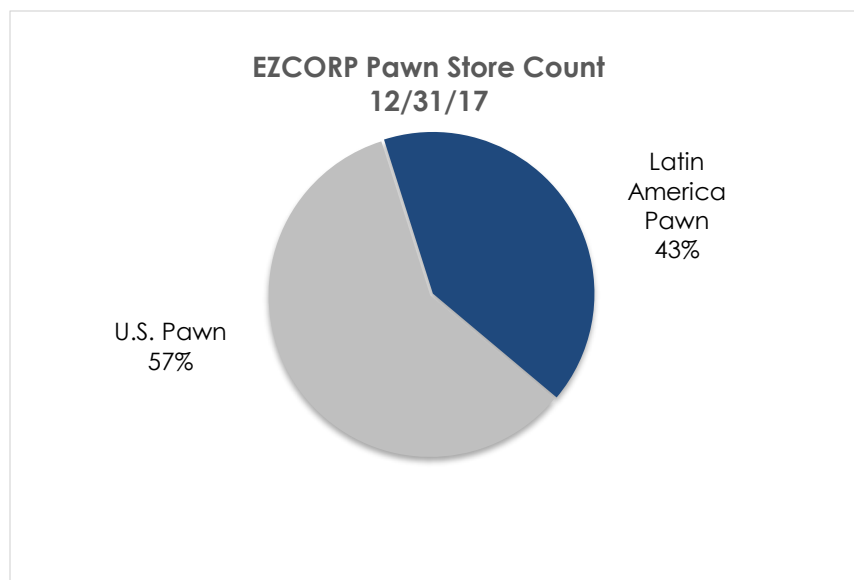
This information should be read in conjunction with, and not in lieu of, the company's annual, quarterly and other reports filed with the Securities and Exchange Commission. Those reports contain important information about the company's business and performance, including financial statements prepared in accordance with U.S. generally accepted accounting principles, as well as a description of the important risk factors that may materially and adversely affect our business, financial condition or results of operations.

All market comparisons are based on available information from similar publicly traded companies.

Company Overview

EZCORP is a leading provider of pawn loans in the United States and Latin America. At our pawn stores we also sell merchandise, primarily collateral forfeited from pawn lending operations and used merchandise purchased from customers

43% of EZCORP total pawn stores are now in Latin America, specifically Mexico, Guatemala, El Salvador, Honduras, and Peru. Added 137 Latin America pawn stores in Q1FY18, 133 via acquisitions and 4 store openings



KEY STATISTICS

IPO Date	8/27/1991
Headquarters	Austin, TX
Market Capitalization (52 Week Range as of 3/16/18)	\$413m to \$754m
Share Price (Change in closing price since 2017 Annual Shareholder Meeting)	68%
Share Price (Closing price range since 2017 Annual Shareholder Meeting)	\$7.60 to \$13.85
Convertible Debt Due 2019 Bond Price (52 Week Range as of 3/16/18)	92 to 107
Convertible Debt Due 2024 Bond Price (Range from July 2017 offering completed)	101 to 153
Total Revenue in FY17	\$748.0m
Profit Before Tax in FY17	\$43.2m
Diluted Earnings Per Share in FY17	\$0.62
Institutional Holdings	88%
Index inclusion: Russell 2000, S&P SmallCap 600, S&P 1000, NASDAQ Composite	

PAWN STORE LOCATIONS as of 12/31/17

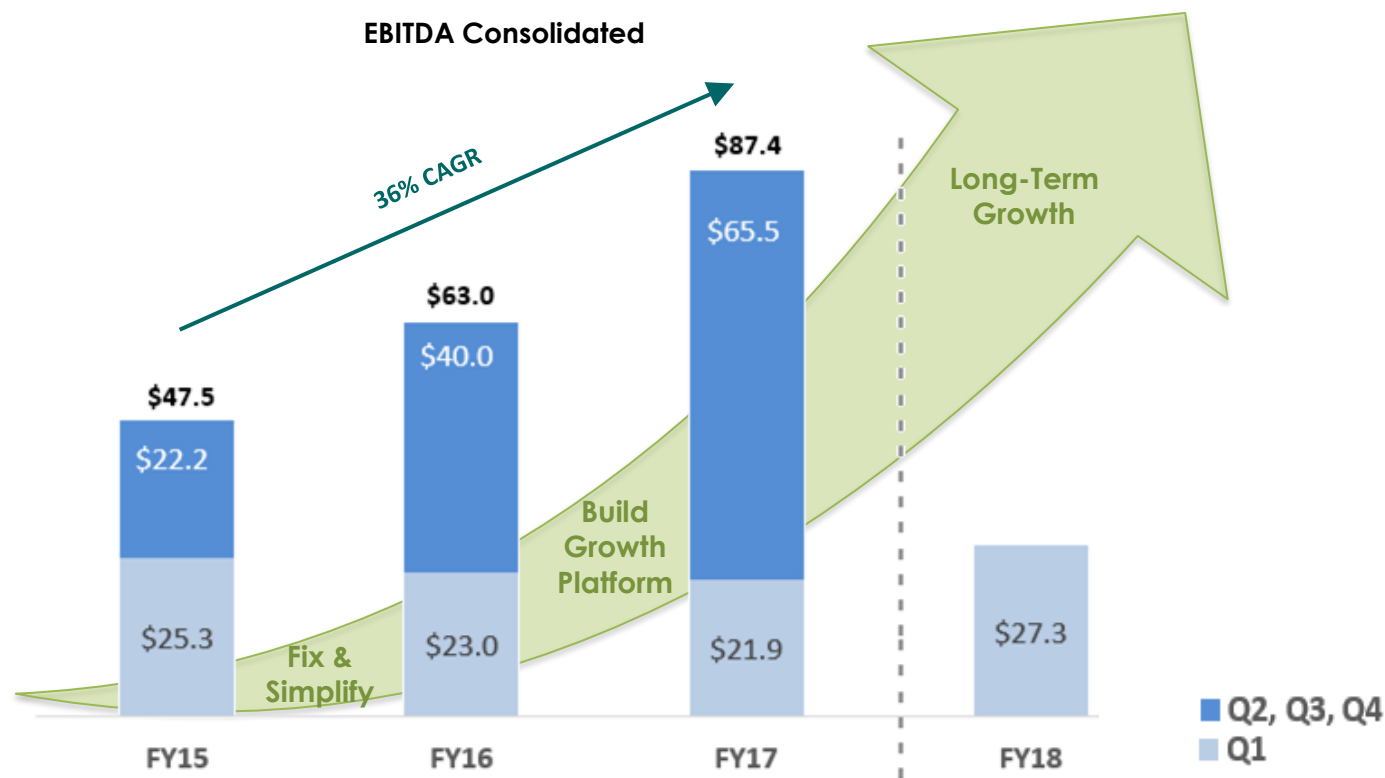
United States	513
Latin America	383

FINANCIAL SERVICES LOCATIONS as of 12/31/17

Cash Max in Canada	27
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Successful Execution of Business Strategy Drives Strong EBITDA Growth

Compound PLO Growth, Acquisitions, and Expense Control Driving EBITDA Growth



EBITDA / Net Revenue	12%	15%	20%	22%
# of Pawn Stores	754	759	759	896

Amounts in this slide are in millions and are adjusted for discrete items and constant currency. See "EZCORP GAAP Results" and "GAAP to Non-GAAP Reconciliation."

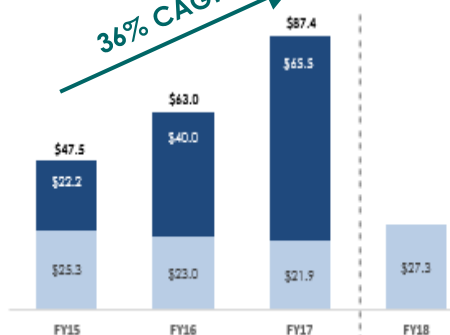
Increasing Operating Leverage

Growth Potential Being Realized

EBITDA Consolidated

■ Q2, Q3, Q4
■ Q1

36% CAGR

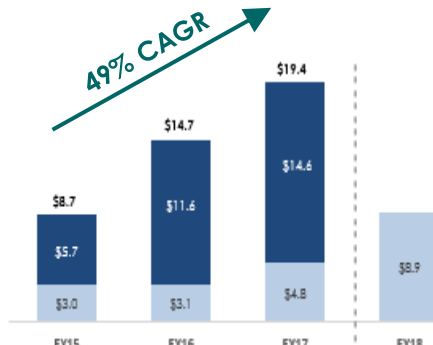


EBITDA / Net Revenue	12%	15%	20%	22%
# of Pawn Stores	754	759	759	896

Proven Pawn Expertise and Outstanding Results in Growth Market

EBITDA Latin America Pawn

49% CAGR

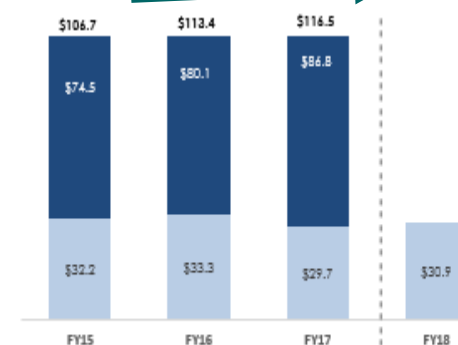


EBITDA / Net Revenue	23%	30%	35%	38%
# of Pawn Stores	232	239	246	383

Focused Execution Delivers PLO and Strong EBITDA Growth

EBITDA U.S. Pawn

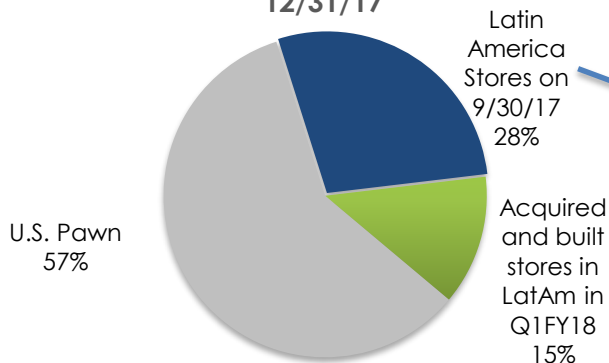
4% CAGR



EBITDA / Net Revenue	31%	31%	31%	32%
# of Pawn Stores	522	520	513	513

Geographic Diversification and Significant Growth Potential in Latin America

EZCORP Pawn Store Count 12/31/17

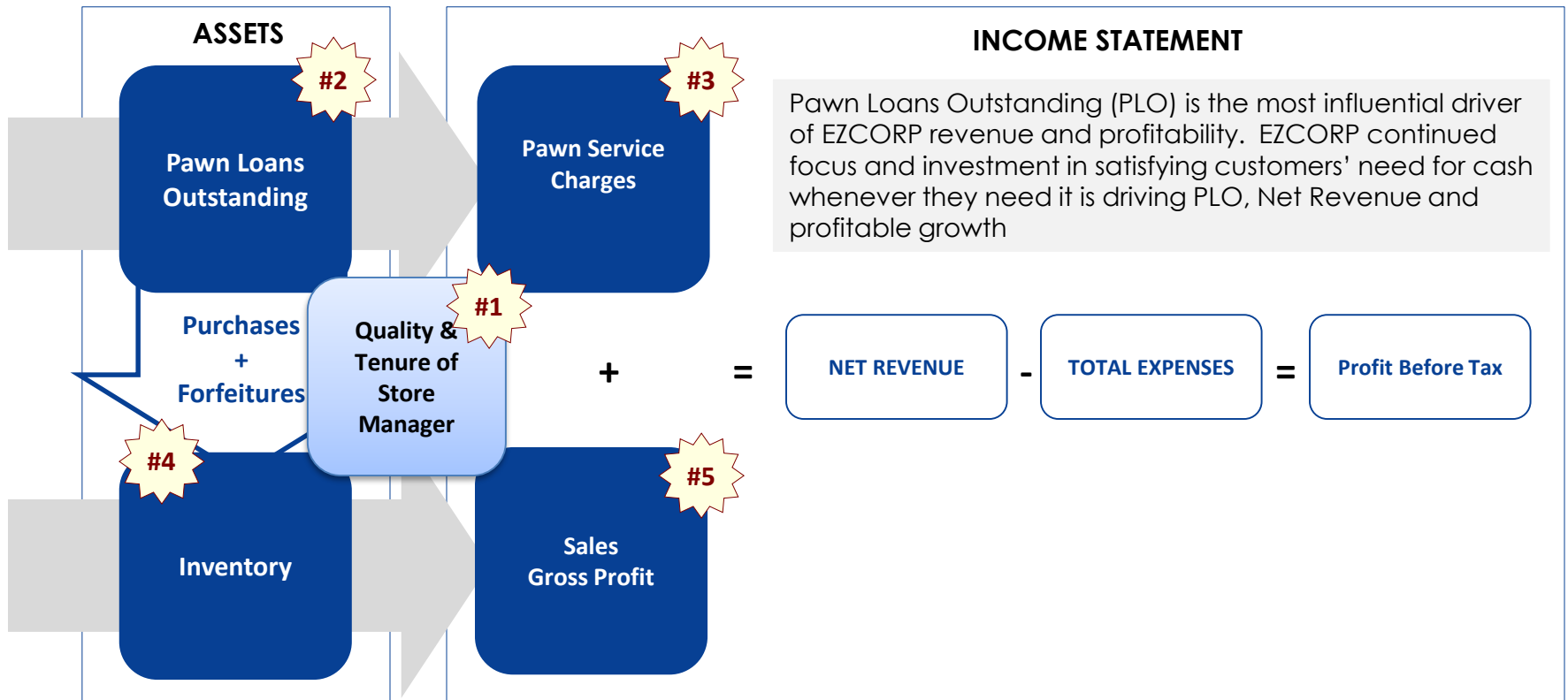


43% of EZCORP total pawn stores are in Latin America as of December 31, 2017, specifically Mexico, Guatemala, El Salvador, Honduras, and Peru

Acquired 133 pawn stores and built four pawn stores in Latin America in Q1FY18

Pawn 101: Our Pawn Growth Drivers

Key Growth Drivers



Store Managers are important to customer and Team Member experience and store performance.

Pawn Loans Outstanding are secured loans, typically small, and fully collateralized by tangible personal property. No personal recourse to customers or negative credit reporting. Same Store basis is the most relevant measure of pawn growth.

We earn **Pawn Service Charge** revenue on pawn loans which varies primarily based upon statutory rates by state and loan valuations.

Inventory for retail sales occur through pawn loan forfeitures and purchases of customers' merchandise. If customer does not repay, renew or extend a loan, the collateral is forfeited to us and becomes inventory available for sale to drive **sales gross profit**.

Outstanding Performance vs. Competition

U.S. PAWN

Quarter Ended December 31, 2017

	EZCORP	Public Pawn Competitors
Store Count	513	1068
Pawn Loans Outstanding per store	\$285	\$259
Pawn Service Charges per store	\$116	\$87
Average Monthly Yield	14%	11%
Sales per store	\$178	\$185
Sales Gross Profit per store	\$69	\$63
Merchandise Sales Margin	38.7%	34.1%
Inventory Turns	1.8x	2.7x
EBITDA (YOY Growth)	+3%	(16)%

LATIN AMERICA PAWN

Quarter Ended December 31, 2017

	EZCORP	Public Pawn Competitors
Store Count	383	971
Pawn Loans Outstanding per store	\$81	\$70
Pawn Service Charges per store	\$45	\$35
Average Monthly Yield	17%	14%
Sales per store	\$60	\$106
Sales Gross Profit per store	\$19	\$38
Merchandise Sales Margin	31.7%	36.1%
Inventory Turns	3.0x	4.4x
EBITDA (YOY Growth)	+31%	+21%

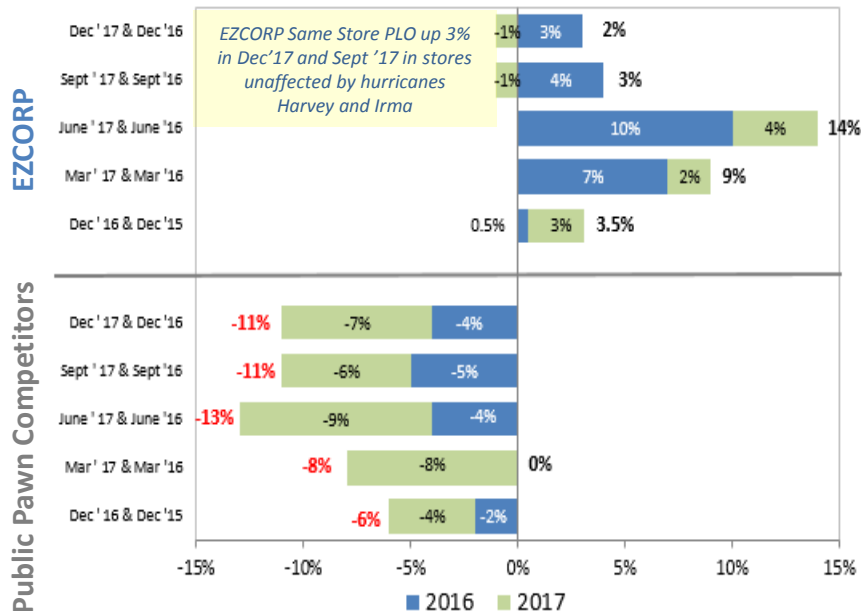
Market Leading U.S. Same Store PLO Growth

U.S. PAWN

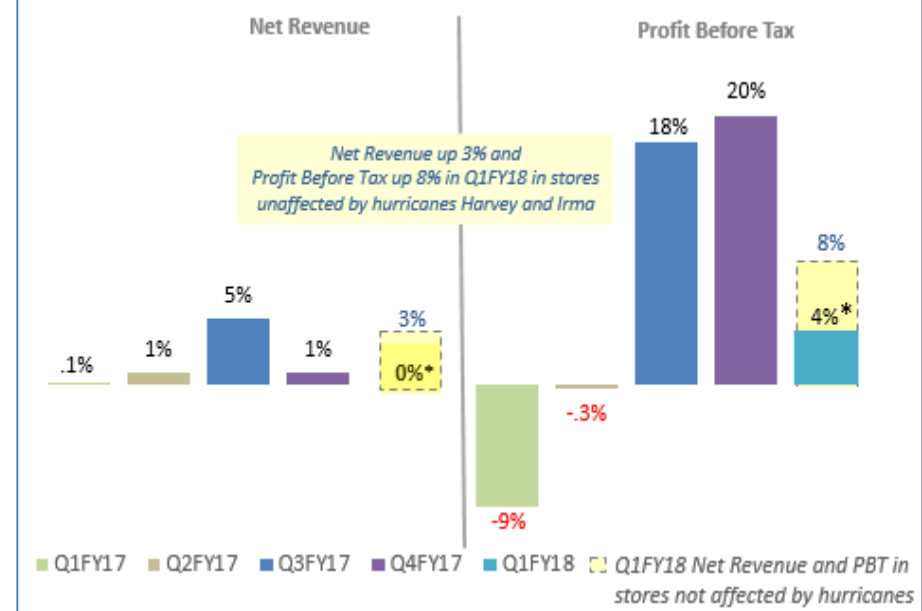
EZCORP achieved nine consecutive quarters of market leading U.S. Pawn Same Store PLO growth YOY

Strong Same Store PLO growth and expense control driving U.S. operating leverage

Same Store PLO Growth Two-Year Stacked YOY Growth



U.S. Pawn Net Revenue and Profit Before Tax YOY Growth

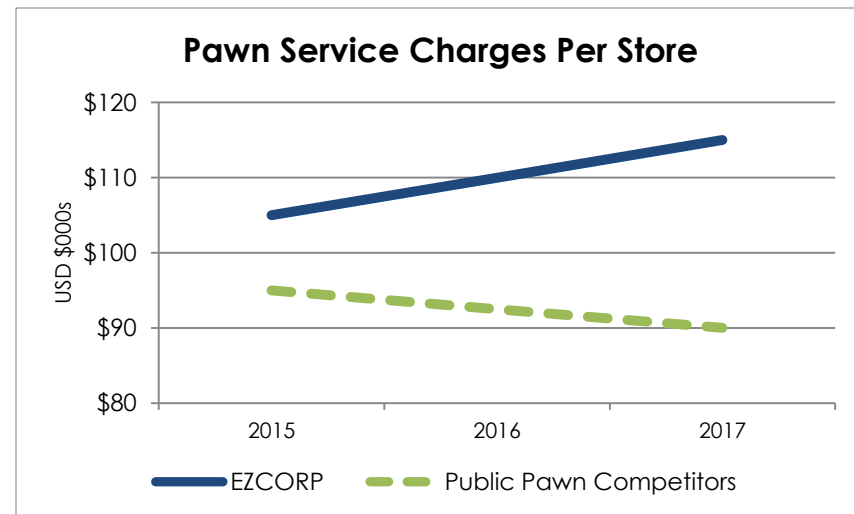
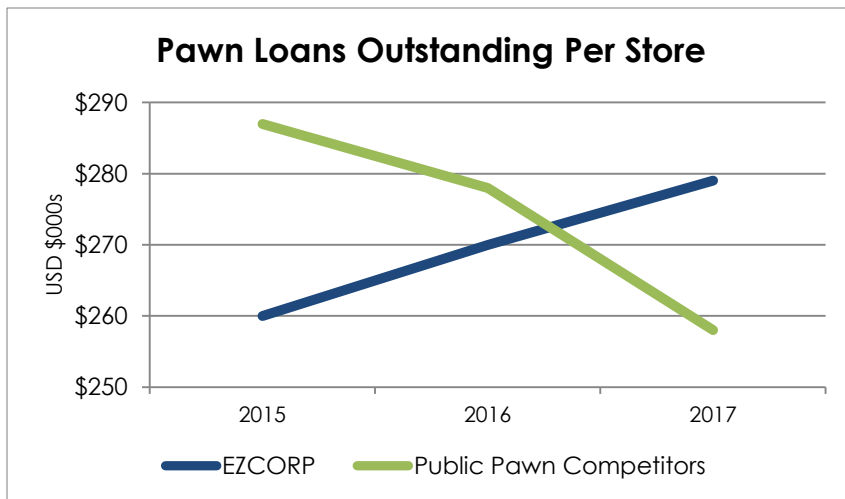


*Q1FY18 was first full quarter stores were affected by hurricanes Harvey and Irma

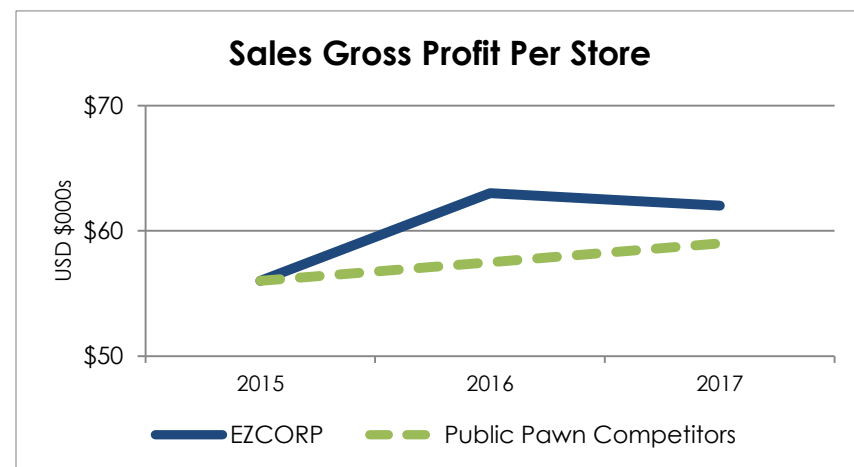
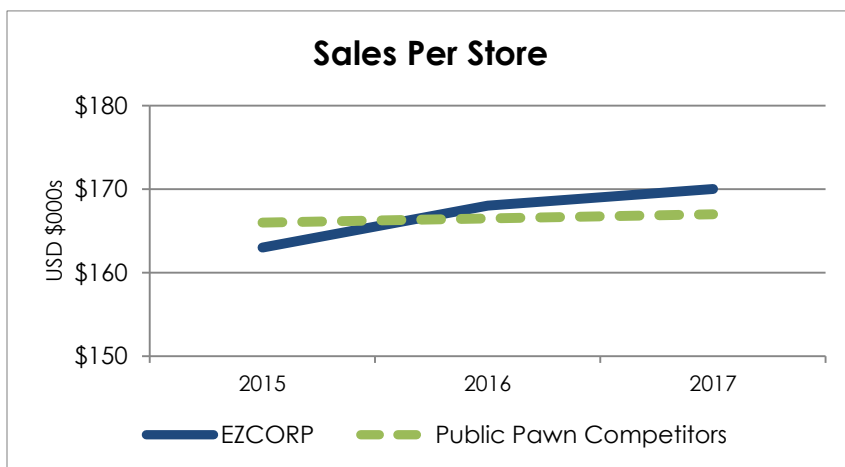
Amounts in this slide are adjusted for discrete items. See "EZCORP GAAP Results" and "GAAP to Non-GAAP Reconciliation." Weighted average based on available information from each company's public filings. This information may be determined or calculated differently by companies, limiting the usefulness of these measures for comparative purposes.

Market Leading EZCORP U.S. Pawn Performance

Lending



Disposition



All charts on this slide are twelve months ended September 30 in 2015, 2016, and 2017.

Public Pawn Competitors' results are a weighted average based on public reports.

Public Pawn Competitors' 2016 per store averages not available on Pawn Service Charges, Sales, and Sales Gross Profit.

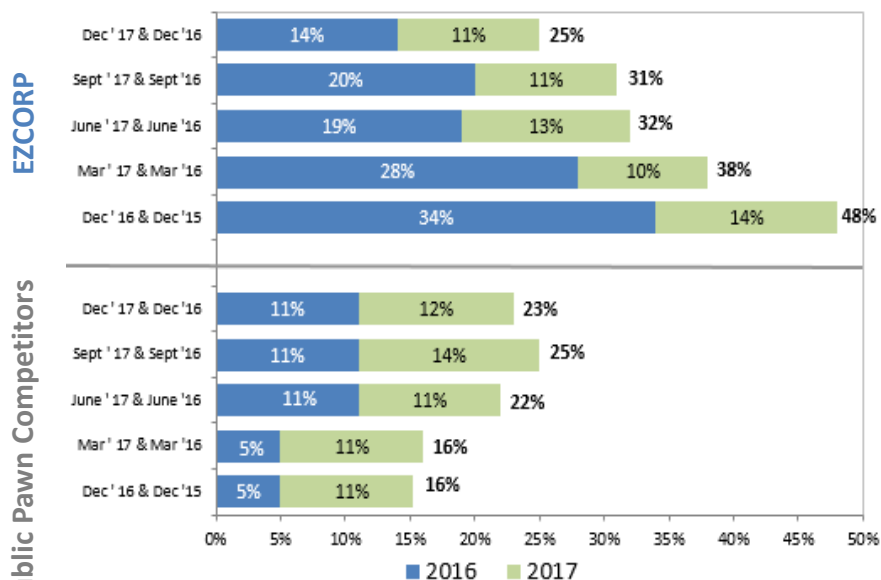
Acquisitions and Compound PLO Growth Drive Latin America Profit

LATIN AMERICA PAWN

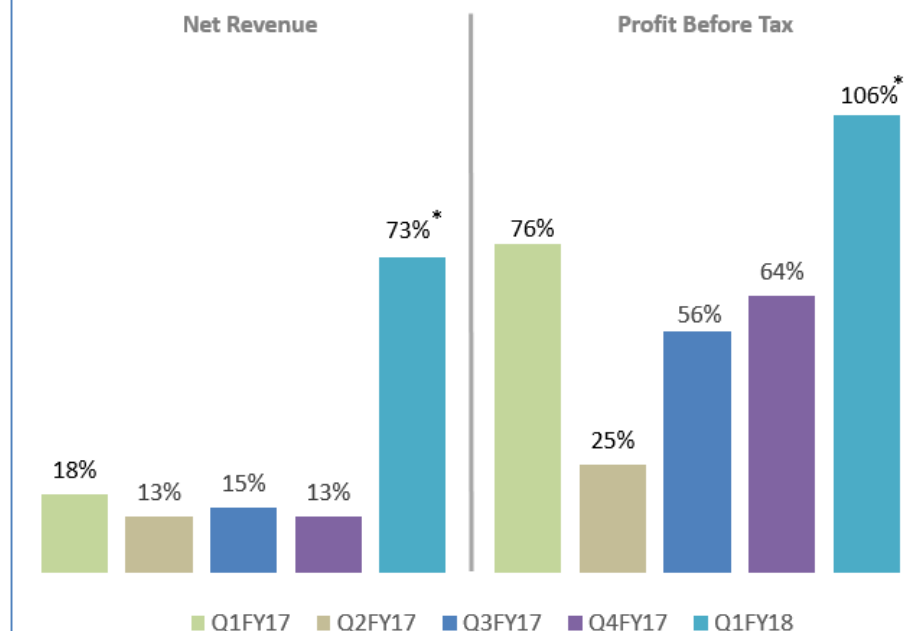
EZCORP achieved 14 consecutive quarters of Latin America Pawn double-digit Same Store PLO growth YOY

Acquisitions, compound PLO growth, and expense control drives operating leverage

Same Store PLO Growth Two-Year Stacked YOY Growth



Latin America Net Revenue and Profit Before Tax YOY Growth



*Includes stores acquired and new stores opened in Q1FY18

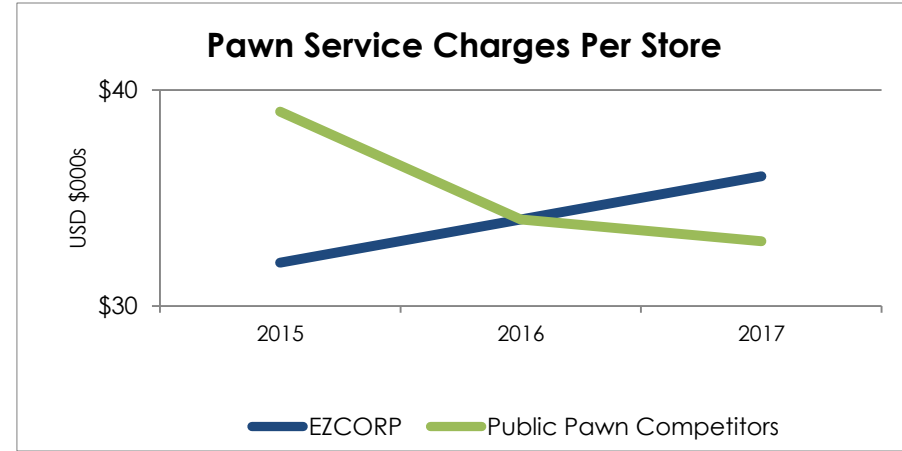
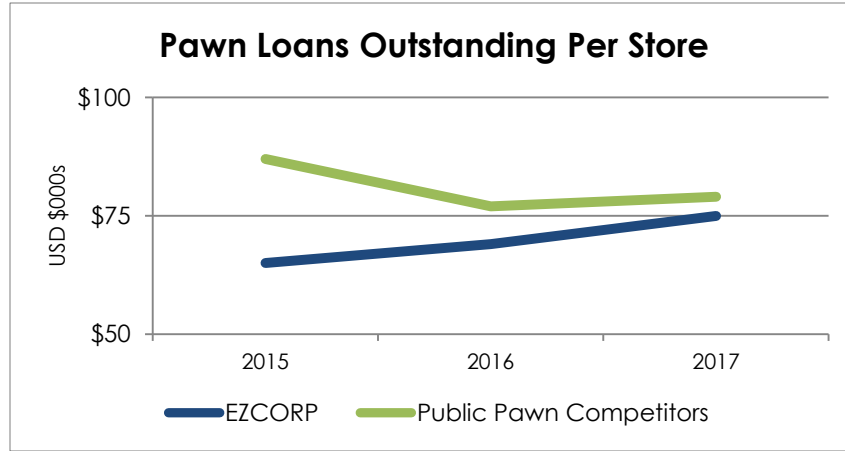
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See "EZCORP GAAP Results" and "GAAP to Non-GAAP Reconciliation."

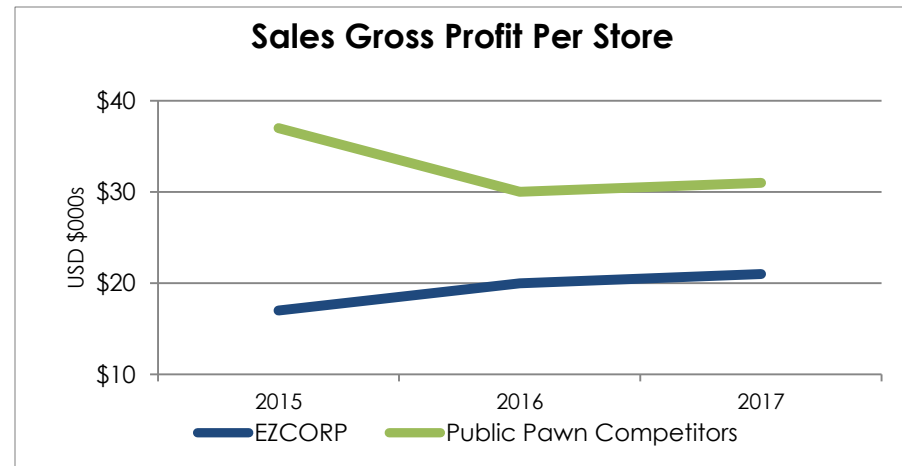
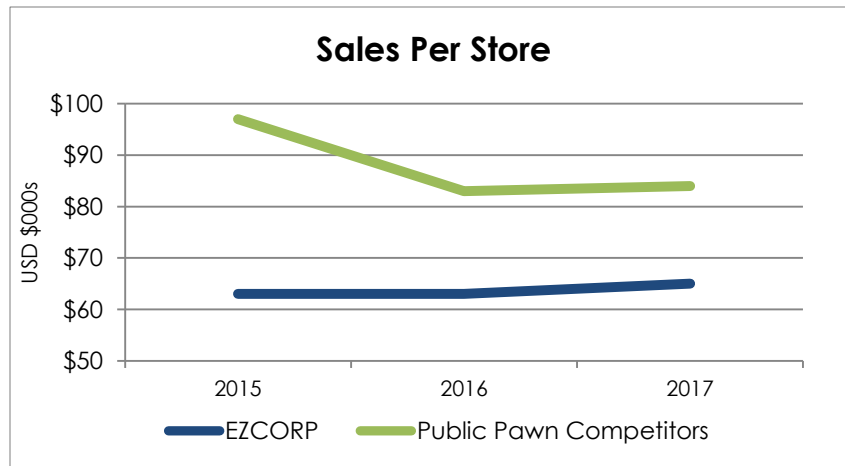
Weighted average based on available information from each company's public filings. This information may be determined or calculated differently by companies, limiting the usefulness of these measures for comparative purposes.

Accelerating EZCORP Latin America Pawn Performance

Lending



Disposition



Initiatives to Drive Long-Term Growth

Investing in Pawn Fundamentals

Strengthen Competitive Advantage in Customer Experience Leadership and PLO Growth

- Upgrading POS
- New “intelligent” predictive analytics of customer behavior and product data to deliver improved experience to customers
- Continuous measurement of customer experience and feedback
- Training, coaching & mentoring of field team

Continued market share gains and growth leadership

Transforming Customer and Team Member Experience Creates Significant Opportunities

- Best-in-class systems
- Cloud-based infrastructure
- Upgraded IT will provide:
 - Efficient integration of acquisitions
 - Streamlined team Member onboarding and training
 - Speed to market of new capabilities
 - Ability to plug and play
- Performance based store incentive program
- Process innovation

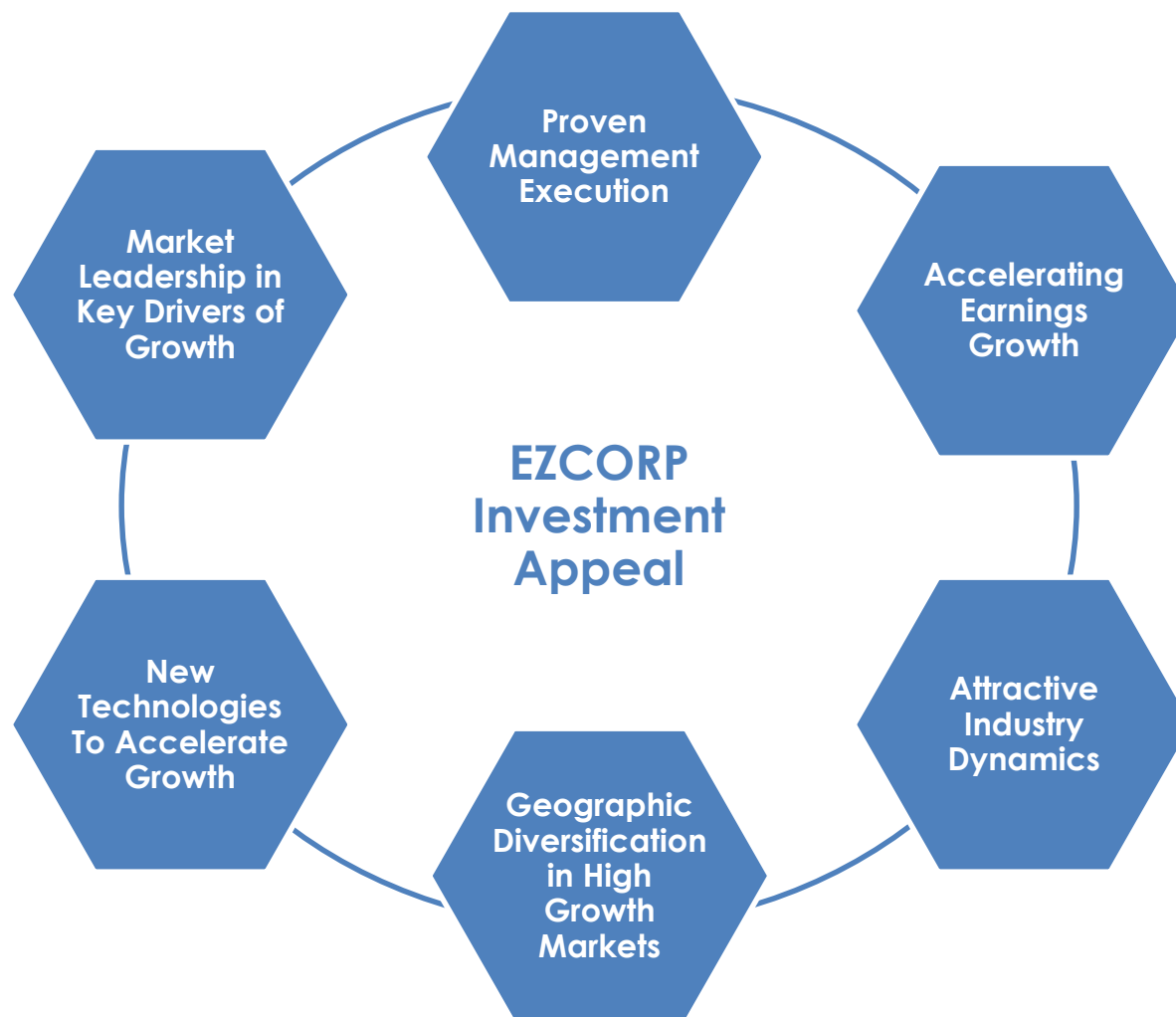
Continued economic efficiency, scalability, strong margins and operating leverage

Potential To Accelerate Growth Via Disciplined Store Acquisitions And New Stores

- 56% increase in pawn store count in Latin America from 246 stores on 9/30/17 to 383 on 12/31/17
- Larger scale with 43% of total pawn stores in Latin America, a potential high growth market
- Geographic diversification. Large and fragmented markets.
- Quality management team in place with in-country expertise

Significant potential of store openings and acquisitions

Why EZCORP Is An Attractive Investment



GAAP to Non-GAAP Reconciliation

In addition to the financial information prepared in conformity with generally accepted accounting principles in the United States of America ("GAAP"), we provide certain other financial information that is adjusted to exclude the impact of restructuring and restatement charges and other discreet 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 Q1 – Continuing Operations*

	Actuals.					Prior Year Actuals.		
	Plus		Equals	Plus		Equals		
	Base	Discrete Item Adjustments	Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	Base	Discrete Item Adjustments	
FY18	FY18	FY18	FY18	FY18	FY17	FY17	FY17	
<i>\$ Millions</i>								
Revenues.	204.5	0.0	204.5	(1.5)	203.0	192.6	0.0	192.6
PSC Revenue.	76.4	0.0	76.4	(0.4)	75.9	69.0	0.0	69.0
Merchandise Gross Profit.	42.4	0.0	42.4	(0.3)	42.1	39.8	0.0	39.8
Merchandise Margin.	37%	0%	37%	37%	37%	36%	0%	36%
Scrap Gross Profit.	1.9	0.0	1.9	0.0	1.9	1.5	0.0	1.5
Scrap Margin	15%	0%	15%	15%	15%	15%	0%	15%
Net Revenue.	122.4	0.0	122.4	(0.8)	121.6	112.0	0.0	112.0
Operating Expenses.	83.6	(0.3) ^(A)	83.3	(0.6)	82.7	77.6	0.0	77.6
Corporate Expenses.	13.3	(0.4) ^(B)	12.9	0.0	12.9	13.9	0.0	13.9
Other Expenses.	(1.6)	0.3 ^(C)	(1.3)	0.0	(1.3)	(2.0)	0.4 ^(D)	(1.6)
EBITDA.	27.1	0.4	27.5	(0.2)	27.3	22.4	(0.4)	21.9
Depreciation and Amortization.	5.7	0.0	5.7	0.0	5.7	6.4	0.0	6.4
EBIT.	21.4	0.4	21.8	(0.2)	21.6	16.0	(0.4)	15.6
Interest.	1.6	0.0	1.6	0.0	1.6	2.9	0.0	2.9
Profit Before Tax.	19.8	0.4	20.2	(0.2)	20.0	13.0	(0.4)	12.6
Income Tax Expense	7.4	(1.2) ^(E)	7.4	0.0	6.3	4.8	0.0	4.8
Non-Controlling Interest	(0.6)	0.0	(0.6)	0.0	(0.6)	(0.1)	0.0	(0.1)
Net Income Attributable	13.0	1.6	13.4	(0.2)	14.3	8.4	(0.4)	7.9
Diluted EPS	0.23	0.03	0.26	0.00	0.26	0.15	0.00	0.15

Footnote * - Includes immaterial presentation reclassifications and rounding

Footnote (A) Amount includes \$0.3m Hurricane Store Operating Expenses Impact

Footnote (B) Amount includes \$0.4m of Acquisition related Expenses

Footnote (C) Amount includes \$0.3m Gain on FX

Footnote (D) Amount includes \$0.3m Gain on FX

Footnote (E) Amount includes \$2.8m expense for revaluation of deferred tax assets upon tax reform and \$1.6m credit for FIN 48 – expiration of statute of limitation on uncertain tax positions

*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. As the results of GPMX are not included in fiscal 2017, such results included on a constant currency basis reflect the actual exchange rates in effect during the current quarter without adjustment.

The end-of-period Mexican peso to U.S. dollar exchange rate as of December 31, 2017 and 2016 was 19.7 to 1 and 20.7 to 1, respectively. The approximate average Mexican peso to U.S. dollar exchange rate for the three months ended December 31, 2017 and 2016 was 19.0 to 1 and 19.8 to 1, respectively, however our statement of operations constant currency results reflect the impact of monthly effects of exchange rates and so are not directly calculable from the above rates.

GAAP to Non-GAAP Reconciliation Q1 – U.S. Pawn*

	Actuals.			Prior Year Actuals.		
	Plus		Equals	Plus		Equals
	Base	Discrete Item Adjustments	Adjusted Constant Currency	Base	Discrete Item Adjustments	Adjusted Base.
\$ Millions	FY18	FY18	FY18	FY17	FY17	FY17
Revenues	159.8	0.0	159.8	164.8	0.0	164.8
PSC Revenues	59.7	0.0	59.7	61.0	0.0	61.0
Merchandise Gross Profit	35.4	0.0	35.4	34.6	0.0	34.6
<i>Merchandise Margin</i>	<i>39%</i>	<i>0%</i>	<i>39%</i>	<i>36%</i>	<i>0%</i>	<i>36%</i>
Scrap Gross Profit.	1.7	0.0	1.7	1.3	0.0	1.3
<i>Scrap Margin</i>	<i>20%</i>	<i>0%</i>	<i>20%</i>	<i>15%</i>	<i>0%</i>	<i>15%</i>
Other Revenues, Net	0.1	0.0	0.1	0.1	0.0	0.1
Net Revenue	96.9	0.0	96.9	97.0	0.0	97.0
Operating Expenses	66.3	(0.3) ^(A)	66.0	67.4	0.0	67.4
Other Expenses	0.0	0.0	0.0	(0.1)	0.0	(0.1)
EBITDA	30.6	0.3	30.9	29.7	0.0	29.7
Depreciation and Amortization	2.8	0.0	2.8	2.6	0.0	2.6
EBIT	27.8	0.3	28.1	27.1	0.0	27.1
Interest	0.0	0.0	0.0	0.0	0.0	0.0
Profit Before Tax	27.8	0.3	28.1	27.1	0.0	27.1

Footnote * - Includes immaterial presentation reclassifications and rounding
Footnote (A) Amount includes \$0.3m Hurricane Store Operating Expenses Impact

GAAP to Non-GAAP Reconciliation Q1 – Latin America Pawn*

	Actuals.					Prior Year Actuals.		
	Plus		Equals	Plus		Equals		
	Discrete Item Base	Adjustments FY18	Adjusted Base FY18	Constant Currency Impact FY18	Adjusted Constant Currency FY18	Discrete Item Base	Adjustments FY17	
\$ Millions	FY18	FY18	FY18	FY18	FY18	FY17	FY17	FY17
Revenues.	42.6	0.0	42.6	(1.4)	41.2	25.7	0.0	25.7
PSC Revenue.	16.7	0.0	16.7	(0.4)	16.2	8.0	0.0	8.0
Merchandise Gross Profit.	7.0	0.0	7.0	(0.3)	6.7	5.2	0.0	5.2
<i>Merchandise Margin.</i>	32%	0%	32%	32%	32%	31%	0%	31%
Scrap Gross Profit.	0.2	0.0	0.2	0.0	0.2	0.2	0.0	0.2
<i>Scrap Margin</i>	5%	0%	5%	5%	5%	17%	0%	17%
Other Revenues, Net	0.2	0.0	0.2	0.0	0.2	0.1	0.0	0.1
Net Revenue.	24.0	0.0	24.0	(0.7)	23.3	13.4	0.0	13.4
Operating Expenses.	14.7	0.0	14.7	(0.5)	14.2	8.6	0.0	8.6
Other Expenses.	0.1	0.1 ^(A)	0.2	0.0	0.2	0.0	0.0	0.0
EBITDA.	9.2	(0.1)	9.2	(0.3)	8.9	4.8	0.0	4.8
Depreciation and Amortization.	0.8	0.0	0.8	(0.0)	0.8	0.6	0.0	0.6
EBIT.	8.4	(0.1)	8.3	(0.3)	8.1	4.2	0.0	4.2
Interest.	(0.6)	0.0	(0.6)	0.0	(0.6)	(0.1)	0.0	(0.1)
Profit Before Tax.	9.0	(0.1)	9.0	(0.3)	8.7	4.2	0.0	4.2

Footnote * - Includes immaterial presentation reclassifications and rounding
Footnote (A) Amount includes ~\$0.1m Gain on FX

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. As the results of GPMX are not included in fiscal 2017, such results included on a constant currency basis reflect the actual exchange rates in effect during the current quarter without adjustment. The end-of-period Mexican peso to U.S. dollar exchange rate as of December 31, 2017 and 2016 was 19.7 to 1 and 20.7 to 1, respectively. The approximate average Mexican peso to U.S. dollar exchange rate for the three months ended December 31, 2017 and 2016 was 19.0 to 1 and 19.8 to 1, respectively, however our statement of operations constant currency results reflect the impact of monthly effects of exchange rates and so are not directly calculable from the above rates.

Pawn Quarterly Growth Reconciliation*

	Q1 FY16	Q1 FY17		Q2 FY16	Q2 FY17		Q3 FY16	Q3 FY17		Q4 FY16	Q4 FY17		Q1 FY17	Q1 FY18	
U.S. Pawn PBT	28.8	27.1	-6%	29.7	29.7	0.2%	20.2	23.8	18%	21.4	22.8	7%	27.1	27.8	2%
Discrete Adjustments	0.9	0.0		0.1	0.0		0.0	0.0		0.0	2.8		0.0	0.3	
Adjusted U.S. Pawn PBT	29.7	27.1	-9%	29.8	29.7	-0.3%	20.2	23.8	18%	21.4	25.6	20%	27.1	28.1	4%
U.S. Pawn Net Revenue	96.9	97.0	0.1%	94.6	95.9	1%	85.7	89.6	5%	92.1	91.3	-1%	97.0	96.9	0%
Discrete Adjustments	0.0	0.0		0.0	0.0		0.0	0.0		0.0	1.8		0.0	0.0	
Adjusted U.S. Pawn Net Revenue	96.9	97.0	0.1%	94.6	95.9	1%	85.7	89.6	5%	92.1	93.1	1%	97.0	96.9	0%
Latin America Pawn PBT	1.4	4.2	194%	2.1	3.2	56%	2.7	5.4	100%	2.3	5.8	153%	4.2	9.0	114%
Remove Buy/Sell Gain/(Loss)	1.4	0.0		1.1	0.0		0.9	0.0		0.9	0.0		0.0	0.0	
Discrete Adjustments	0.0	0.0		0.0	0.5		0.0	0.0		0.0	(0.4)		0.0	0.0	
Adjusted Latin America Pawn PBT	2.8	4.2		3.2	3.7		3.5	5.4		3.1	5.4		4.2	9.0	
Constant Currency Impact	(0.4)	0.0		(0.1)	0.0		(0.1)	0.0		0.2	0.0		0.0	(0.3)	
Currency Adjusted Latin America Pawn PBT	2.4	4.2	76%	3.0	3.7	25%	3.4	5.4	56%	3.3	5.4	64%	4.2	8.7	106%
Latin America Pawn Net Revenue	13.7	13.4	-2%	12.4	12.5	1%	12.9	14.4	12%	13.0	15.4	18%	13.4	24.0	79%
Remove Buy/Sell Gain/(Loss)	(0.2)	(0.0)		0.1	0.0		(0.0)	0.0		(0.0)	0.0		(0.0)	0.0	
Discrete Adjustments	0.0	0.0		0.0	0.0		0.0	0.0		0.0	0.1		0.0	0.0	
Adjusted Latin America Pawn Net Revenue	13.5	13.4		12.4	12.5		12.9	14.4		13.0	15.4		13.4	24.0	
Constant Currency Impact	(2.1)	0.0		(1.4)	0.0		(0.4)	0.0		0.7	0.0		0.0	(0.7)	
Currency Adjusted Latin America Pawn Net Revenue	11.4	13.4	18%	11.0	12.5	13%	12.6	14.4	15%	13.7	15.4	13%	13.4	23.3	73%

Mexico Pawn Same Store PLO Growth

	Q4 FY14	Q1 FY15	Q2 FY15	Q3 FY15	Q4 FY15	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	Q1 FY17	Q2 FY17	Q3 FY17	Q4 FY17	Q1 FY18
GAAP	24%	0%	-1%	-3%	-5%	14%	13%	0%	6%	-4%	1%	16%	18%	16%
Constant Currency	27%	13%	16%	17%	20%	34%	28%	19%	20%	14%	10%	13%	11%	11%

Consolidated Growth Reconciliation*

	FY15		FY16		FY17		FY18
	Q1	Full Year	Q1	Full Year	Q1	Full Year	Q1
Continuing Ops EBITDA	25.3	-19.2	16.8	43.3	22.4	82.6	27.1
Discrete Adjustments	1.3	69.2	6.7	20.5	-0.4	4.8	0.4
Adjusted EBITDA	26.6	50.0	23.6	63.8	21.9	87.4	27.5
Constant Currency	-1.4	-2.6	-0.5	-0.9	0.0	0.0	-0.2
Currency Adjusted Continuing Ops EBITDA	25.3	47.5	23.0	63.0	21.9	87.4	27.3
Continuing Ops Net Revenue	108.4	403.0	112.4	428.2	112.0	435.5	122.4
Discrete Adjustments	-0.5	-2.2	-0.2	-0.1	0.0	1.9	0.0
Adjusted Net Revenue	107.9	400.9	112.2	428.1	112.0	437.4	122.4
Constant Currency	-4.5	-10.7	-2.1	-3.2	0.0	0.0	-0.8
Currency Adjusted Continuing Ops Net Revenue	103.4	390.2	110.1	424.9	112.0	437.4	121.6