



Strategic Update

October 9, 2017

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.

EZCORP Acquisition of 112 Pawn Stores in Latin America

TRANSACTION OVERVIEW

- EZCORP's largest pawn acquisition in terms of store count
- Acquired GuatePrenda - MaxiEfectivo's ("GPMX") 112 pawn stores in Latin America including: Guatemala (72 stores), El Salvador (17 stores), Honduras (12 stores), and Peru (11 stores)
- Paid \$53.4m in cash at closing and agreed to pay \$6.6m debt with additional \$2.25m to be paid contingent on performance

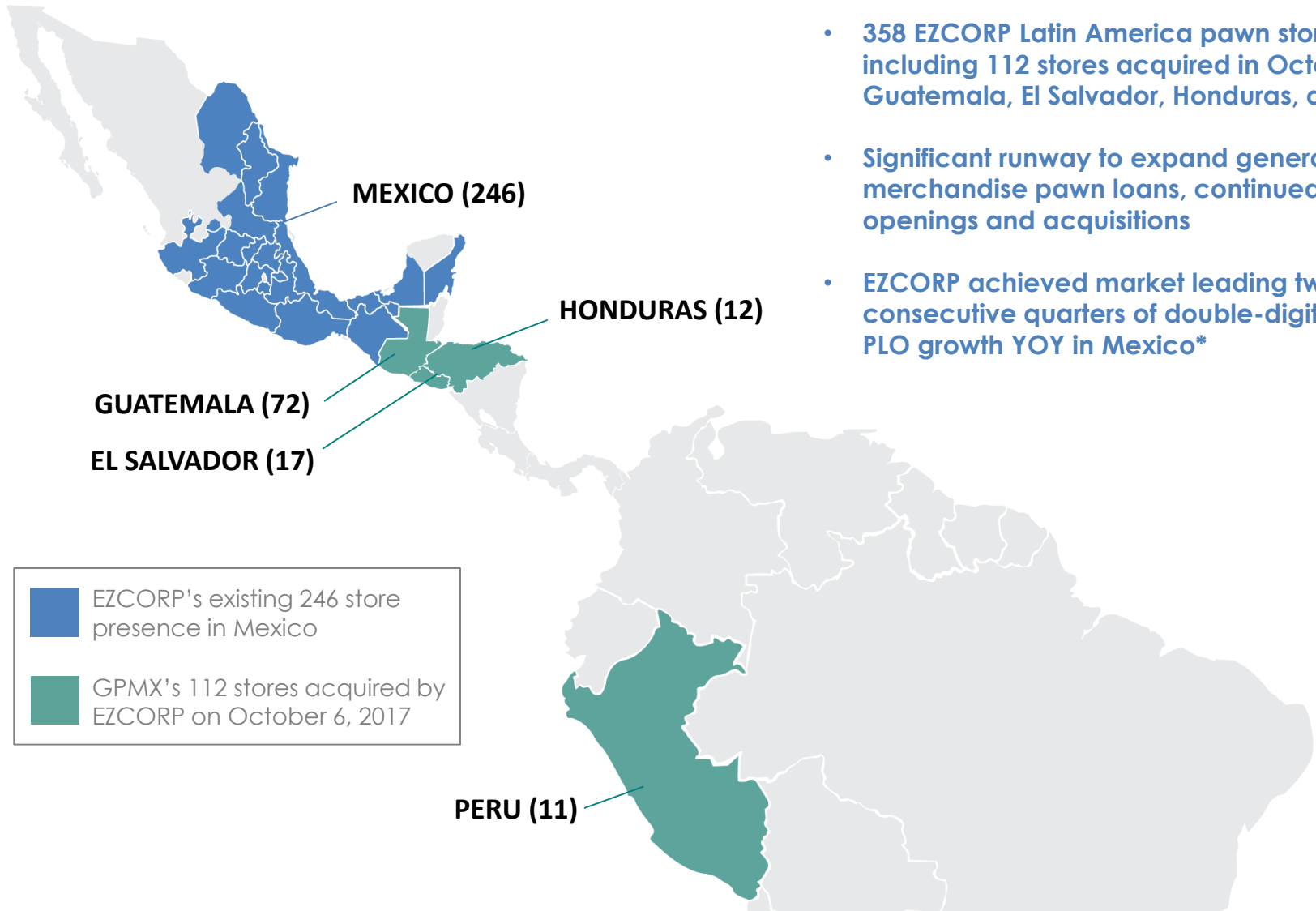
PLATFORM FOR FUTURE REGIONAL EXPANSION

- Significantly expands our store base in four additional countries in Latin America
- High quality management team in place
- Growth opportunities:
 - Implement EZCORP's upgraded systems and best practices
 - Expand general merchandise pawn loans and retail activities
 - Open new stores in attractive and under-penetrated markets
 - Complimentary acquisitions opportunities

COMPELLING FINANCIAL BENEFITS

- Immediately accretive to earnings
- GPMX's Pawn Loans Outstanding (PLO) per store average is higher than our existing stores in Mexico and Latin American stores of our major competitor. PLO is the most influential driver of revenue and profitability

Latin America Store Map



- 358 EZCORP Latin America pawn store locations, including 112 stores acquired in October 2017 - Guatemala, El Salvador, Honduras, and Peru
- Significant runway to expand general merchandise pawn loans, continued store openings and acquisitions
- EZCORP achieved market leading twelve consecutive quarters of double-digit Same Store PLO growth YOY in Mexico*

Favorable Restructuring of Notes Receivable Repayment Arrangement With AlphaCredit

Notes Receivable on the sale of Grupo Finmart to AlphaCredit was restructured in September 2017 to accommodate Grupo Finmart's continued growth

Aggregate principal remains receivable within the original timeframe. The effect of restructuring shifts payments from earlier to later portions of the loan term

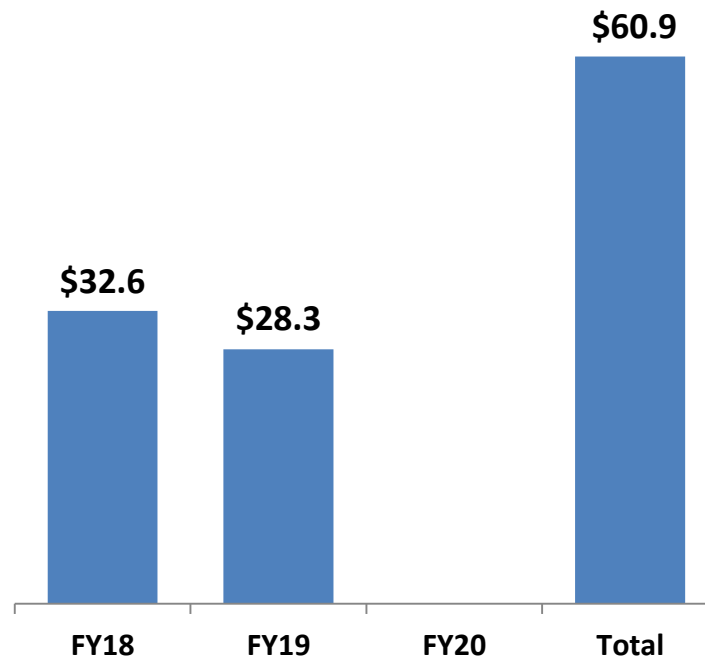
AlphaCredit has already paid \$34 million owed to EZCORP in connection with the sale of Grupo Finmart

EZCORP Benefits From Restructured Notes Receivable:

- \$14m additional deferred compensation fee²
- Interest rates substantially increased
- Receive principal and interest monthly
- Now guaranteed by AlphaCredit, Grupo Finmart's parent
- Received \$4.1m held in escrow six months early
- Termination of our indemnification obligations with respect to representations and warranties under original sale agreement of Grupo Finmart
- All interest accelerated upon early pre-payment

Notes Receivable

(Principal as of September 30, 2017)



	FY18	FY19	FY20	Total
Total GAAP Interest Income ¹	\$14.8	\$5.6	\$0.8	\$21.2

Detail:

Amortization of Deferred Compensation Fee ²	\$9.2	\$4.0	\$0.8	\$14.0
Cash Interest Income	\$5.6	\$1.6	\$0.0	\$7.2

¹Interest income on notes receivable from AlphaCredit.

²Total Deferred Compensation Fee will be reduced to \$10m if the notes are pre-paid by June 30, 2019.

Amounts above are in millions of U.S. dollars and based on exchange rates in effect historically or as of September 30, 2017 for all future amounts.