

EZCORP[®] FOURTH QUARTER AND FULL YEAR FISCAL 2025 EARNINGS

NOVEMBER 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 OVERVIEW

EZCORP
NASDAQ: EZPW



LEADER IN PAWN AND PRE-OWNED AND RECYCLED RETAIL

- 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.
- 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.

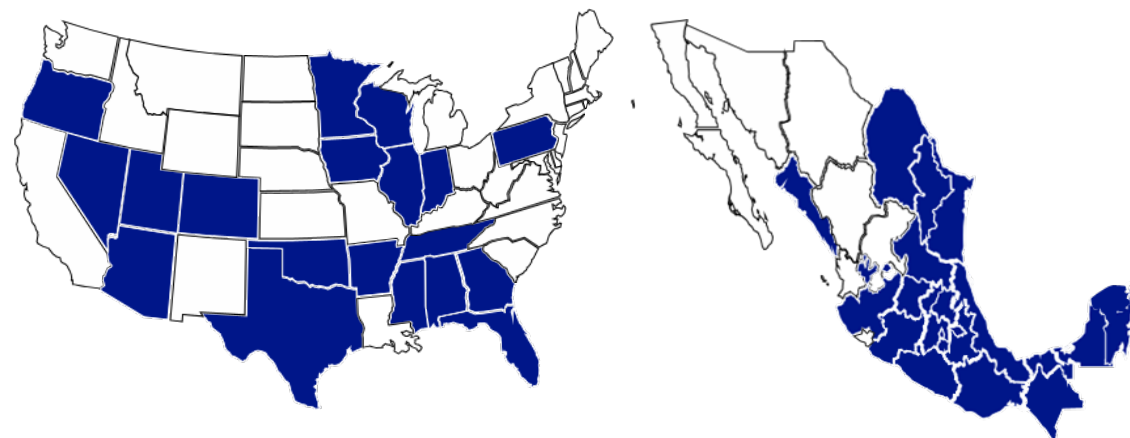


PAWN PRODUCT

- 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.: \$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



1,360 STORES AND 8,500 TEAM MEMBERS



U.S.

MEXICO



GUATEMALA



EL SALVADOR



HONDURAS

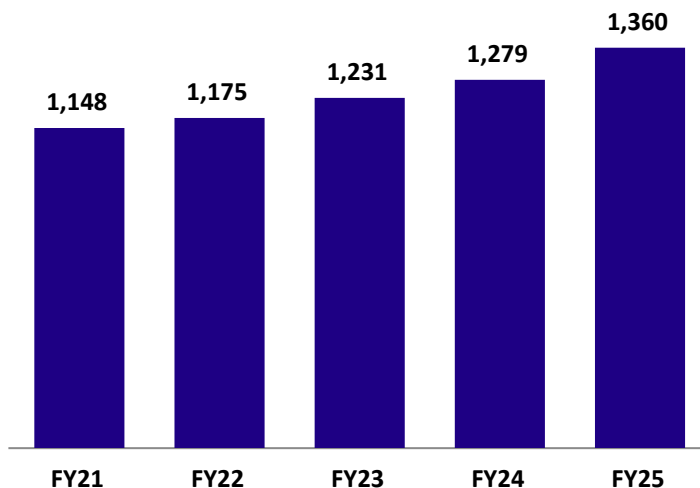
U.S. 545 | MEXICO 622 | GUATEMALA 148 | EL SALVADOR 20 | HONDURAS 25

Q4 FY25 STORE GROWTH AND BALANCE SHEET HIGHLIGHTS

(\$ millions, except for store count)



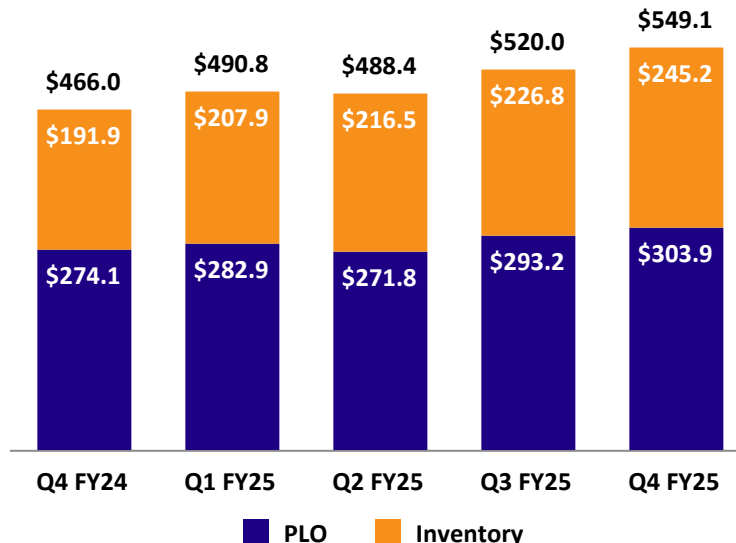
STORE COUNT



- Opened 17 de novo stores in LatAm, comprised of 11 stores in Mexico, 4 stores in Guatemala and 2 stores in Honduras
- Acquired 7 additional stores in connection with the Monte Providencia/Tu Empeño Efectivo acquisition in Mexico
- Acquired 1 store and consolidated 1 store in the U.S.
- In October 2025, acquired 14 stores in Mexico and 3 stores in Texas, and entered into an agreement to acquire an additional 12 stores in Texas



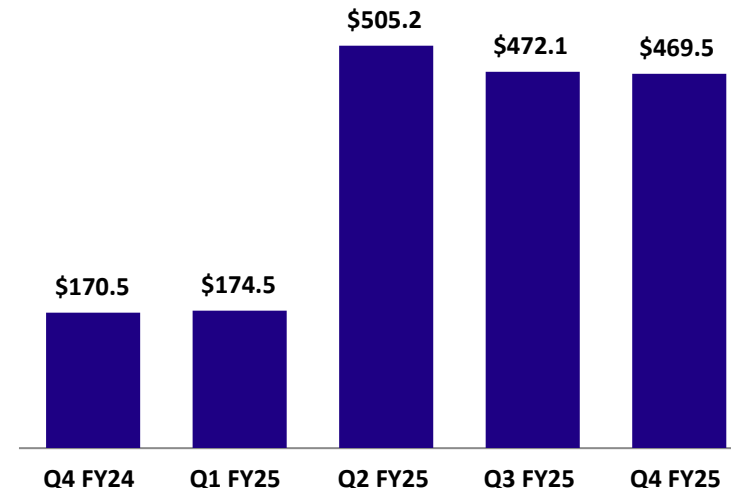
EARNING ASSETS



- Record-setting PLO balance of \$303.9M, up 11%, leading to a 9% increase in PSC
- PLO/Inventory ratio remains healthy at 1.2x



CASH BALANCE (GAAP)

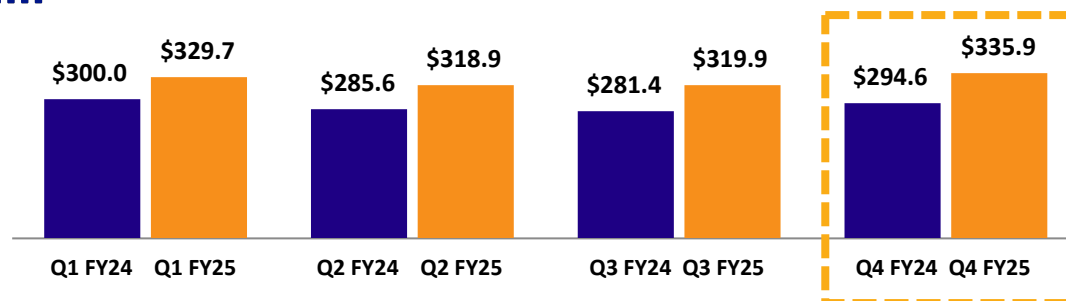


- \$469.5M cash balance, down from \$472.1M
- Repurchased approximately \$1.0M shares in July
- Loaned an additional \$6.0M at 15% per annum to Founders One, LLC, which was invested in Simple Management Group ("SMG")

Q4 FY25 FINANCIAL HIGHLIGHTS

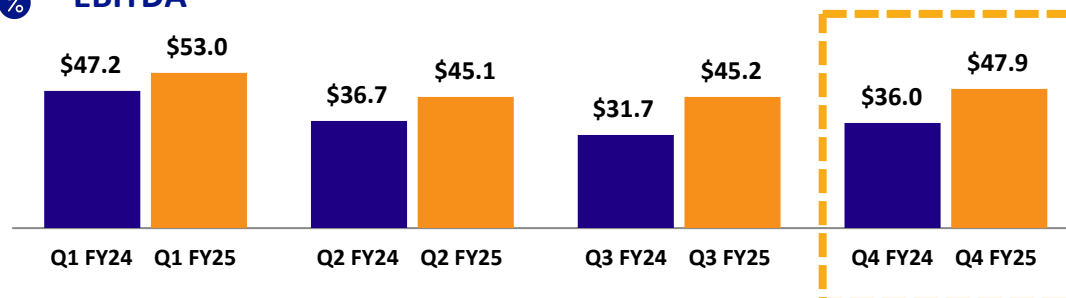
(\$ millions, except per share amounts)

TOTAL REVENUES



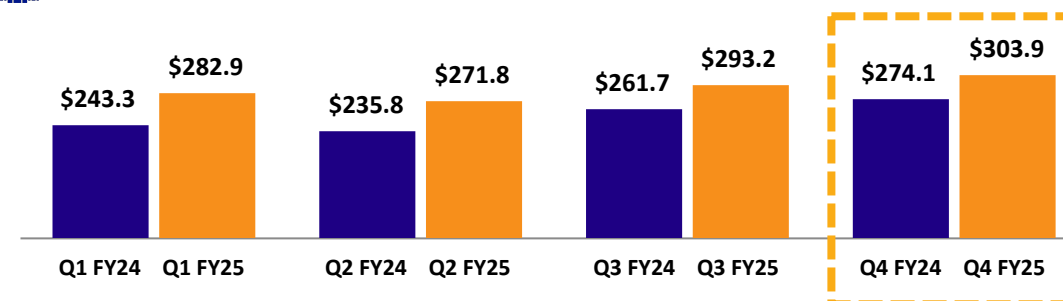
- Record total revenue of \$335.9M, up 14%, driven by higher PSC, merchandise and scrap sales revenue
- Merchandise sales of \$176.0M, up 9%; Same-store sales, up 7%
- Gross profit of \$198.0M, up 13%, driven by PSC, merchandise sales and scrap gross profit

EBITDA



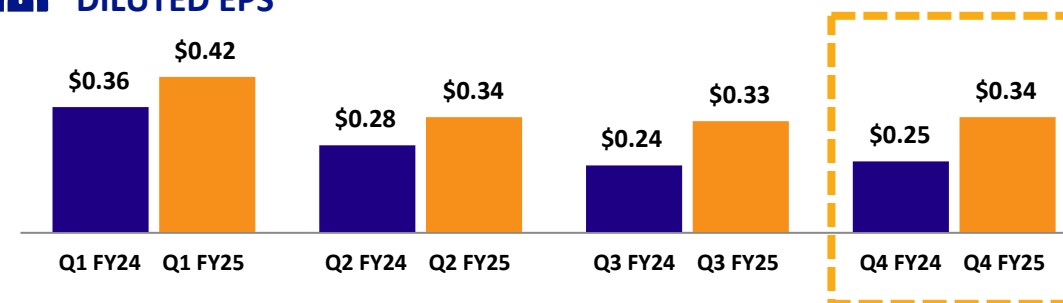
- EBITDA of \$47.9M, up 33%
- EBITDA margin of 14.3%, up 210 bps

PLO



- Strong consumer demand and an increase in average loan size continue to propel PLO, resulting in a record balance of \$303.9M, up 11%
- PSC of \$125.6M, up 9%

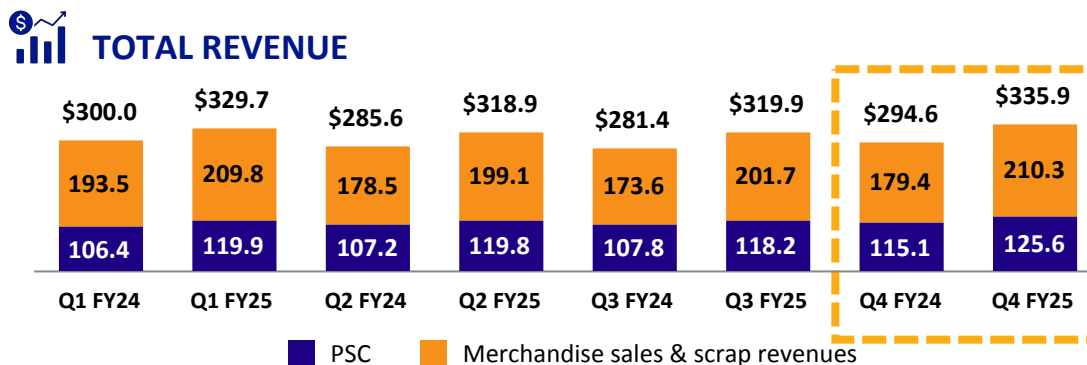
DILUTED EPS



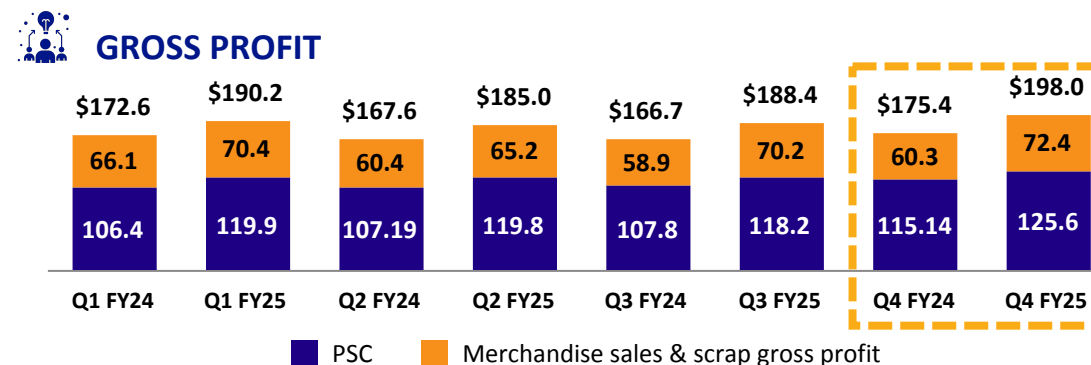
- Diluted EPS of \$0.34, up 36%

Q4 FY25 REVENUE & GROSS PROFIT HIGHLIGHTS

(\$ millions)

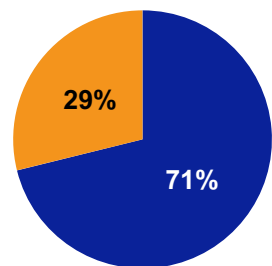


- Total revenue growth of 14%, driven by increase in PSC, merchandise and scrap sales revenue



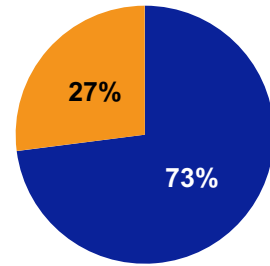
- Gross profit growth of 13%, driven by increase in PSC, merchandise and scrap sales gross profit

TOTAL REVENUE BY GEOGRAPHY



■ US Pawn ■ LatAm

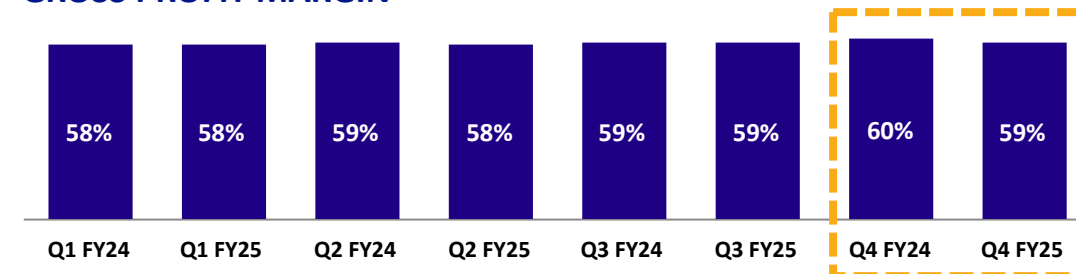
GROSS PROFIT BY GEOGRAPHY



■ US Pawn ■ LatAm

- U.S. Pawn represents
 - 71% of revenue, down by 84 bps
 - 73% of gross profit, down by 110 bps

GROSS PROFIT MARGIN



- Gross profit margin remains strong at 59%

Q4 FY25 BUSINESS STRATEGY HIGHLIGHTS



Progression towards our Strategic Goals

STRENGTHEN THE CORE

- Delivered exceptional results through our dedication to respectful, customer-centric service
- Expanded EBITDA margin, illustrating increased operating efficiency
- Increased merchandise sales margin through improvements to pricing and lending models
- Turned gold price tailwinds into a significant uplift, doubling scrap gross profit

TEAM MEMBERS

- Implemented a special incentive compensation campaign focused on increasing sales, with plans to replicate on a periodic basis in FY26
- Completed enterprise-wide talent and succession planning across all EZCORP operations to strengthen leadership continuity and organizational readiness
- Implemented structured retention program in stores to enhance early engagement, reduce new hire attrition and support workforce stability



CUSTOMER FOCUS

- Grew EZ+ Rewards members to 6.9M globally, up 26%
- Increased transacting customers by 2%, with transacting EZ+ members up 1%, comprising 76% of total
- Increased website visits to 2.6M, up 49%, enabled by paid media and non-paid search engine visitation
- Increased Net Promoter Score to 61% from 50% in U.S. and to 62% from 38% in Mexico (among past 12-month customers)
- Maintained excellent customer service evidenced by Google Review rating of 4.7+ (out of 5) across all geographies

INNOVATE & GROW

- Opened 17 de novo stores, acquired 7 stores in Mexico and 1 store in the U.S.
- Collected \$34M in U.S. online payments, up \$10M
- Increased adoption of Mexico online payments with 22% of extensions and layaway payments now online
- Expanded view-online, purchase-in-store experience to all U.S. stores as of October 2025
- Expanded *Instant Quote*, an online tool that instantly estimates potential in-store loan or purchase amounts for electronics, to 66% of stores in the U.S.



EZCORP[®]

FINANCIAL HIGHLIGHTS

Q4 FY25 FINANCIAL RESULTS – CONSOLIDATED

(\$ millions)



Pawn Loans Outstanding



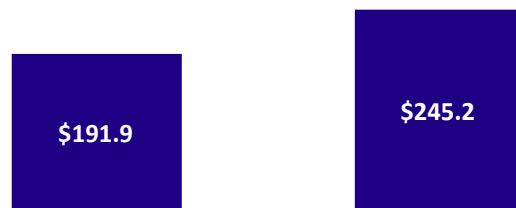
Q4 FY24

Q4 FY25

- PLO up 11%, 9% on a same-store basis, driven by increased average loan size, improved operational performance and continued strong pawn demand



Inventory



Q4 FY24

Q4 FY25

- Inventory increased 28%, due to increase in PLO, purchases and layaways and a decrease in inventory turnover to 2.3x, from 2.6x
- Aged GM increased 83 bps to 2.6% (\$2.4M) of total GM inventory



Merchandise Margin



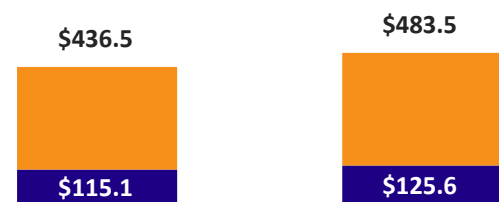
Q4 FY24

Q4 FY25

- Merchandise sales gross profit up 10%, primarily driven by increased sales
- Merchandise margin increased by 20 bps



Pawn Service Charges



FY24

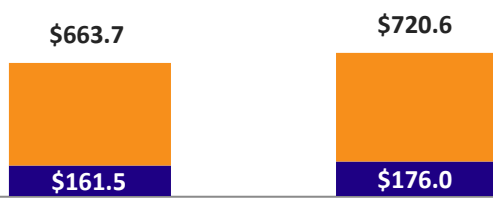
FY25

■ Q4 ■ YTD

- PSC up 9%, primarily driven by same-store PLO growth



Merchandise Sales



FY24

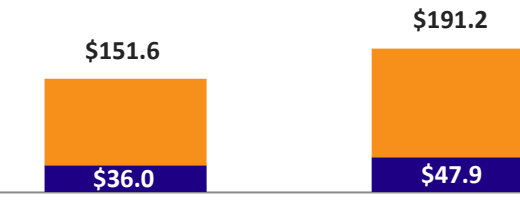
FY25

■ Q4 ■ YTD

- Merchandise sales up 9%, 7% on a same-store basis



EBITDA



FY24

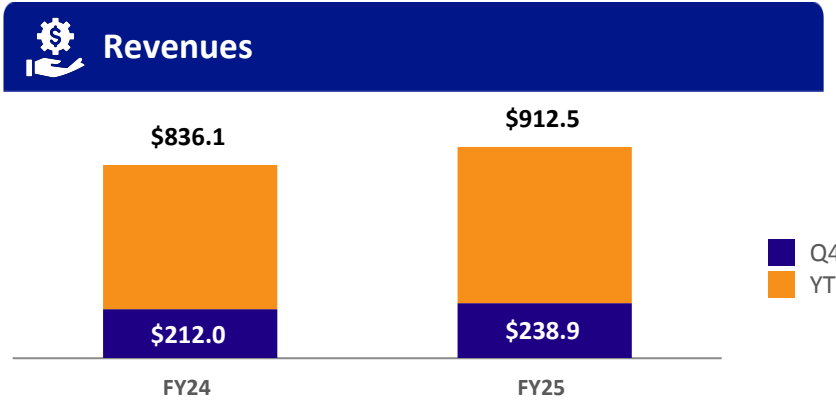
FY25

■ Q4 ■ YTD

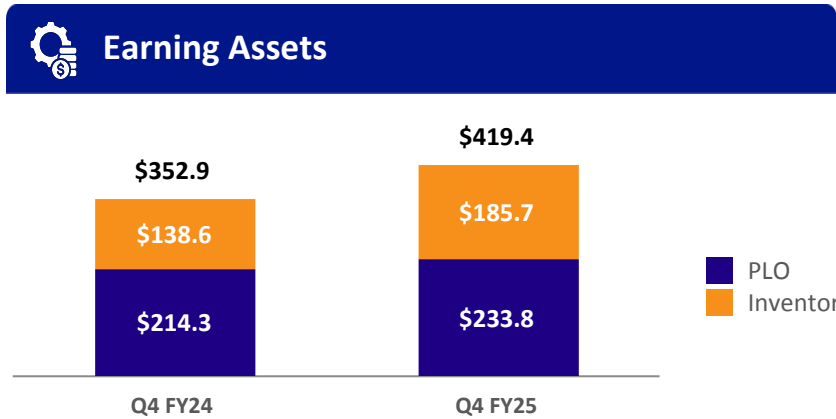
- EBITDA improved \$12.0M, up 33%, driven by higher gross profit, offset by a 7% increase in expenses
- EBITDA margin of 14%, up 210 bps

Q4 FY25 U.S. PAWN SEGMENT

(\$ millions)



- Total revenues increased \$26.9M or 13%, approximately half of which is attributable to scrap sales



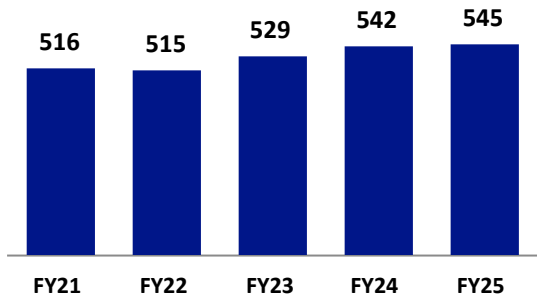
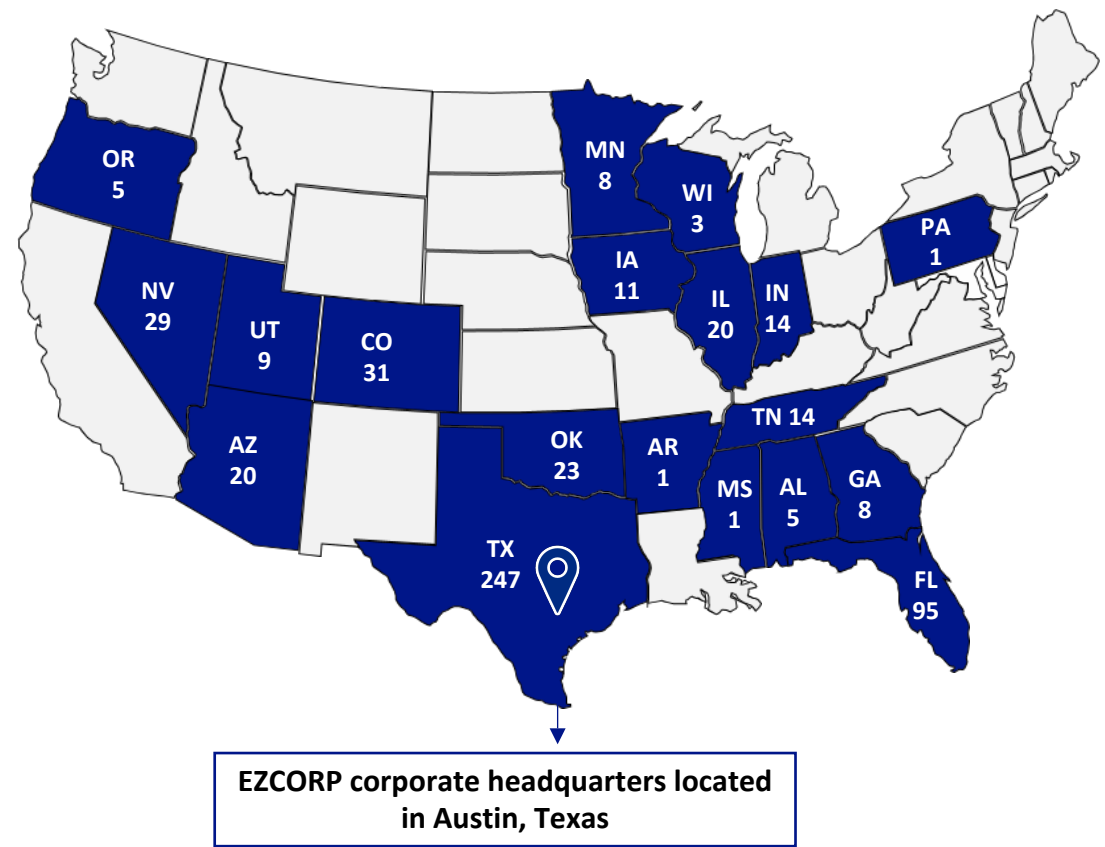
- Earning assets increased \$66.5M, driven by PLO increase of \$19.5M and inventory increase of \$47.0M
- Increased inventory levels as a result of PLO growth and higher purchases and layaway balances

Q4 FY25 U.S. PAWN SEGMENT

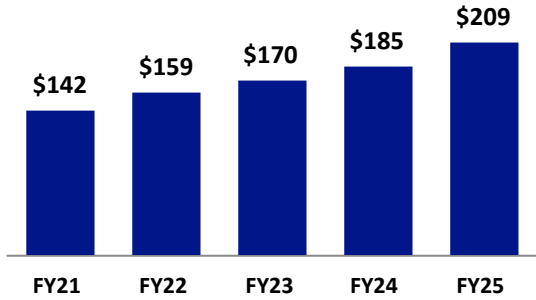
 545 stores in 19 states

 Store Count

 Average Loan Size (GAAP)

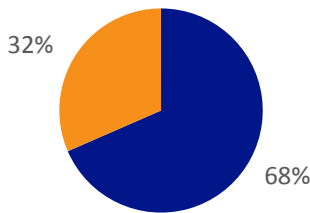


- Acquired 1 store and consolidated 1 store in the quarter



- For FY25, average loan size up 13%, driven primarily by higher prices on jewelry

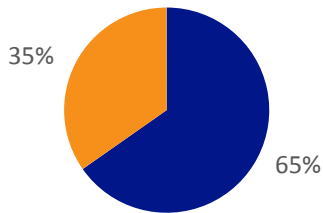
 PLO Composition (GAAP)



Jewelry General Merchandise

- Jewelry composition up 220 bps, driven primarily by higher prices on jewelry

 Inventory Composition (GAAP)



Jewelry General Merchandise

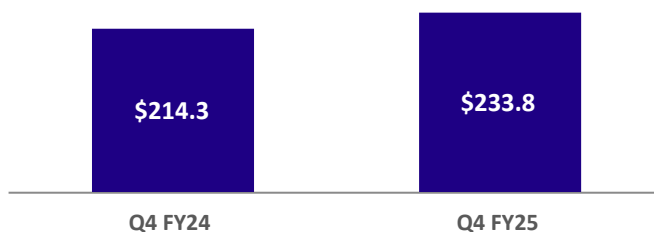
- Jewelry composition up 310 bps, higher than PLO growth as jewelry has a longer sales cycle

Q4 FY25 FINANCIAL RESULTS – U.S. PAWN

(\$ millions)



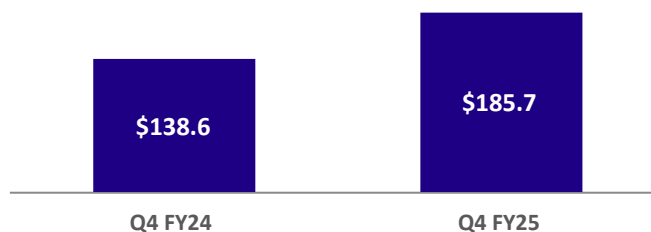
Pawn Loans Outstanding



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



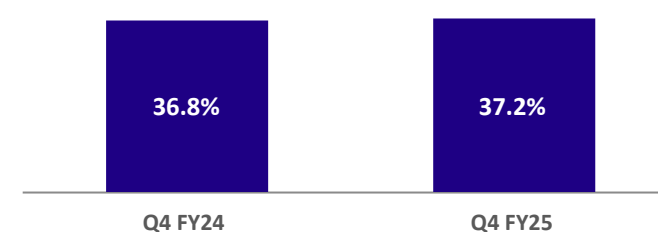
Inventory



- Inventory up 34%, driven by growth in PLO, purchases and layaways and a decrease in inventory turnover to 2.1x from 2.5x
- Aged GM decreased 36 bps to 2.2% (\$1.2M) of total GM inventory



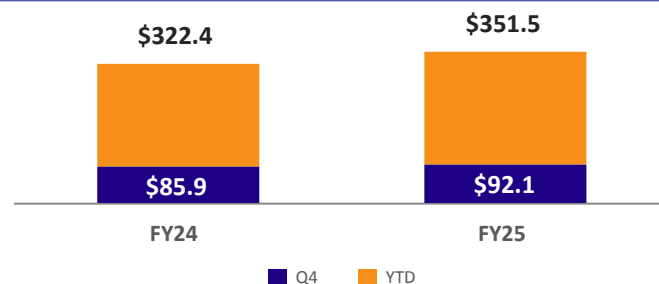
Merchandise Margin



- Merchandise sales gross profit up 7%, due to increased sales
- Merchandise margin increased 40 bps



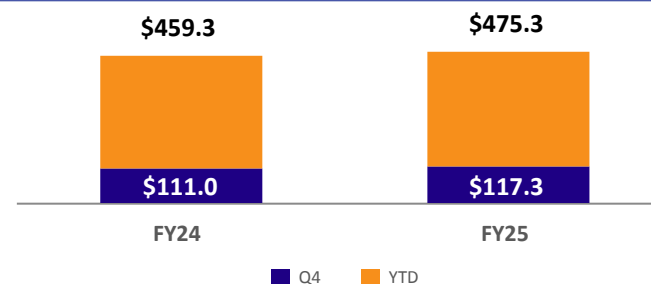
Pawn Service Charges



- PSC up 7%, primarily driven by same-store PLO growth



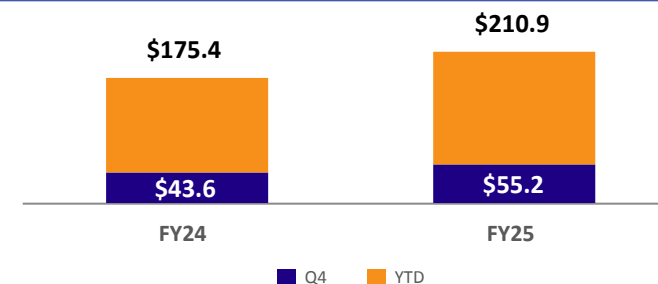
Merchandise Sales



- Merchandise sales up 6%, 5% on a same-store basis



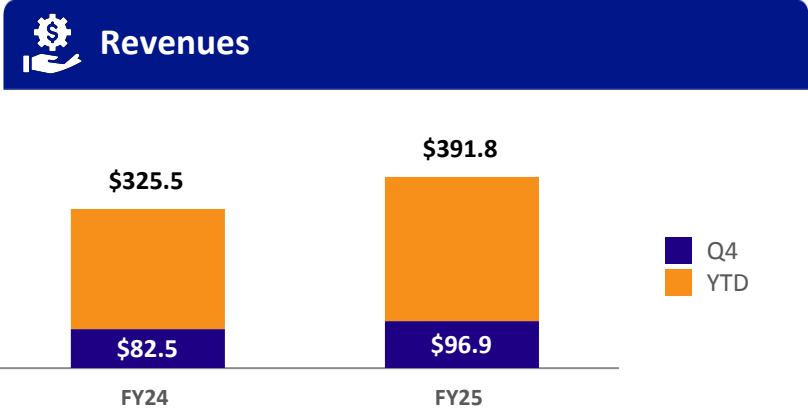
EBITDA



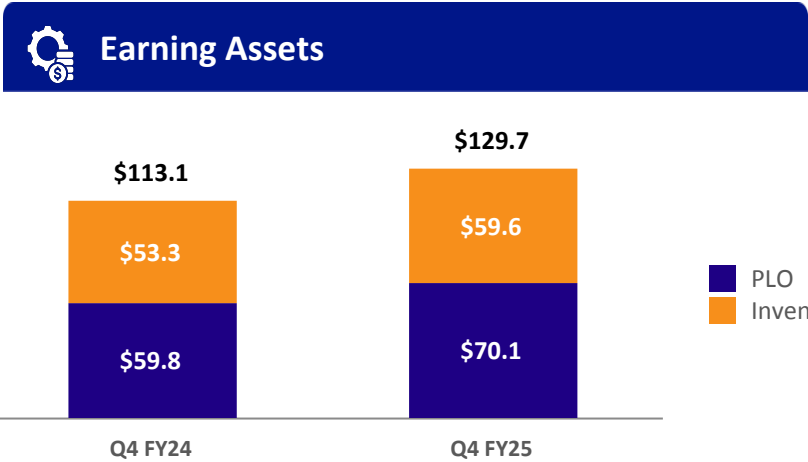
- EBITDA improved \$11.6M or 27%, driven by higher gross profit (including scrap gross profit up \$5.7M), partially offset by a 3% increase in total and same store expenses
- EBITDA margin of 23%, up 250 bps

Q4 FY25 LATIN AMERICA PAWN SEGMENT

(\$ millions)



- Total revenues increased \$14.4M or 17%

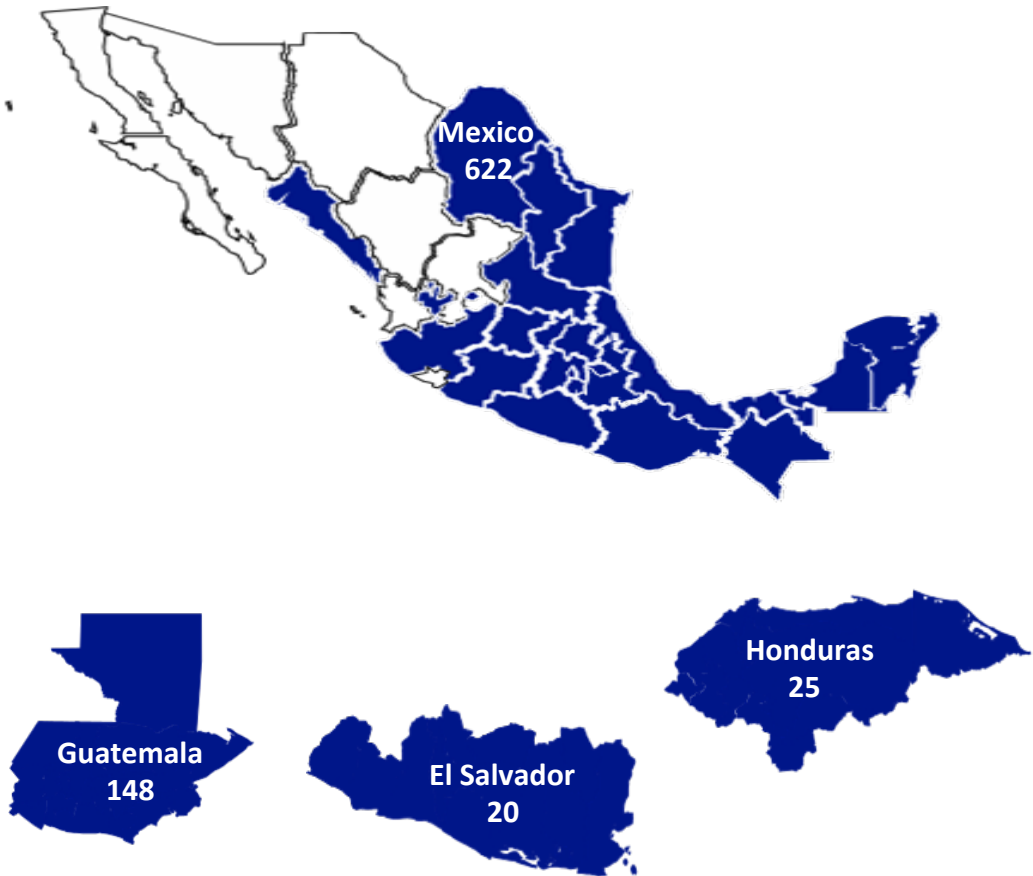


- Earning assets increased 15%, driven by PLO up 17% and inventory up 12%

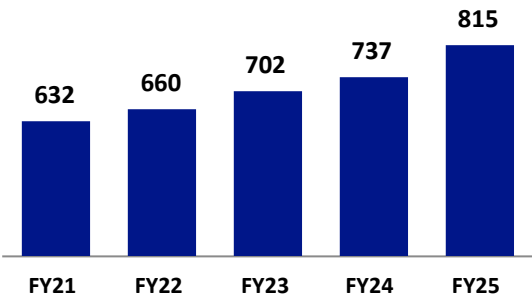
All figures adjusted for discrete items and constant currency. See Appendix for reconciliations.

Q4 FY25 LATIN AMERICA PAWN SEGMENT

815 stores in 4 countries

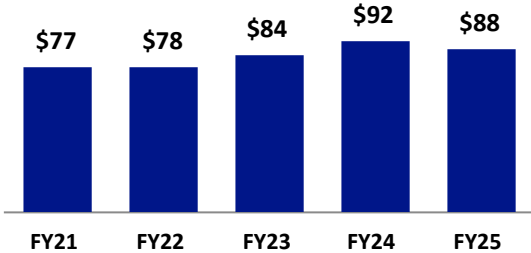


Store Count



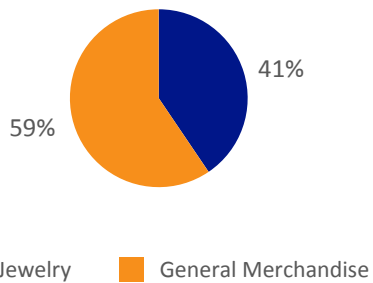
- For the quarter, opened 17 stores, including 11 in Mexico, 4 in Guatemala, and 2 in Honduras, and acquired 7 stores in Mexico

Average Loan Size (GAAP)



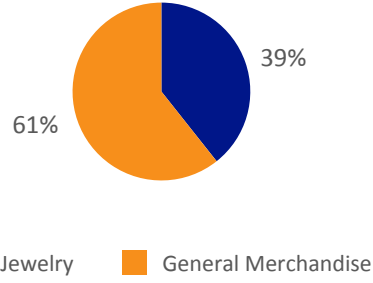
- For FY25, average loan size down 4% (up 3% on a constant currency basis)

PLO Composition (GAAP)



- Jewelry composition up 450 bps, due to operational focus on category growth, especially in Mexico, and an increase in gold price

Inventory Composition (GAAP)



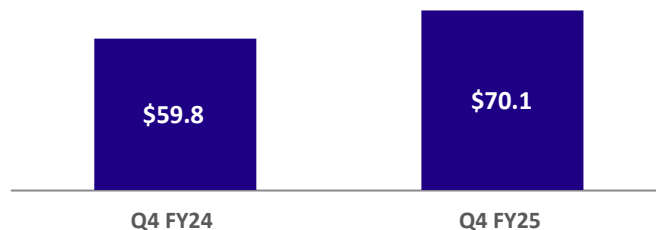
- Jewelry composition up 850 bps

Q4 FY25 FINANCIAL RESULTS – LATIN AMERICA PAWN

(\$ millions)



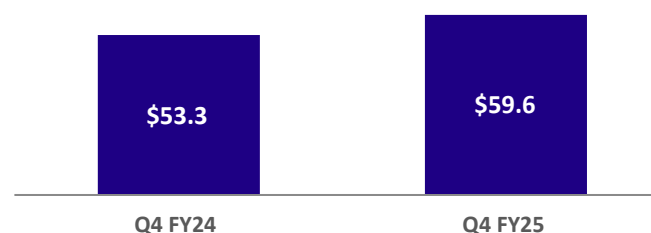
Pawn Loans Outstanding



- PLO up 17%, 9% on a same-store basis, driven by improved operational performance and increased loan demand



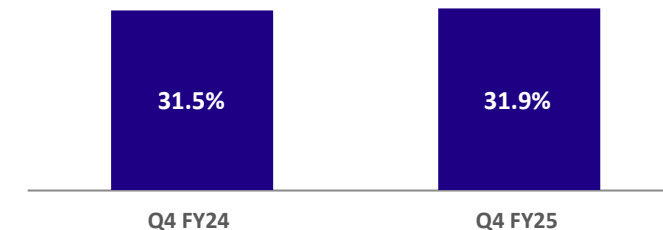
Inventory



- Inventory up 12%, 4% on a same-store basis
- Inventory turnover increased to 2.9x from 2.8x
- Aged GM increased 236 bps to 3.1% (\$1.2M) of total GM inventory



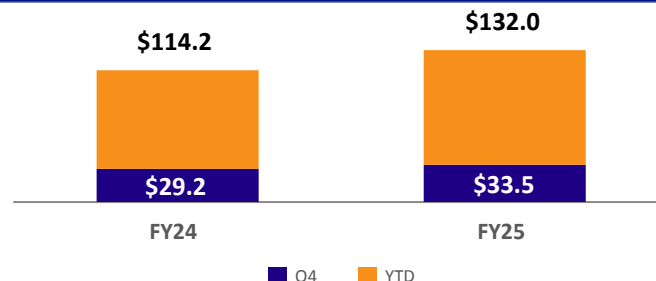
Merchandise Margin



- Merchandise sales gross profit up 18%, driven by increased sales, up 16%
- Merchandise margin improved 40 bps



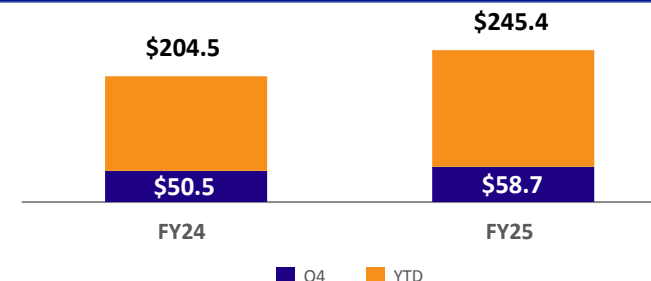
Pawn Service Charges



- PSC up 15%, driven by same-store PLO growth



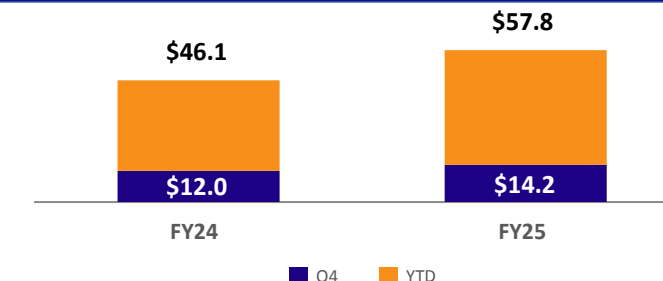
Merchandise Sales



- Merchandise sales up 16%, 10% on a same-store basis



EBITDA



- EBITDA improved \$2.2M or 18%, primarily driven by higher gross profit, partially offset by increased expenses of 19%. Same-store expenses increased 11%, primarily due to increased labor, in line with store activity and minimum wage increases
- EBITDA margin of 15%, up 10 bps

CONSOLIDATED EARNINGS PERFORMANCE

Earnings

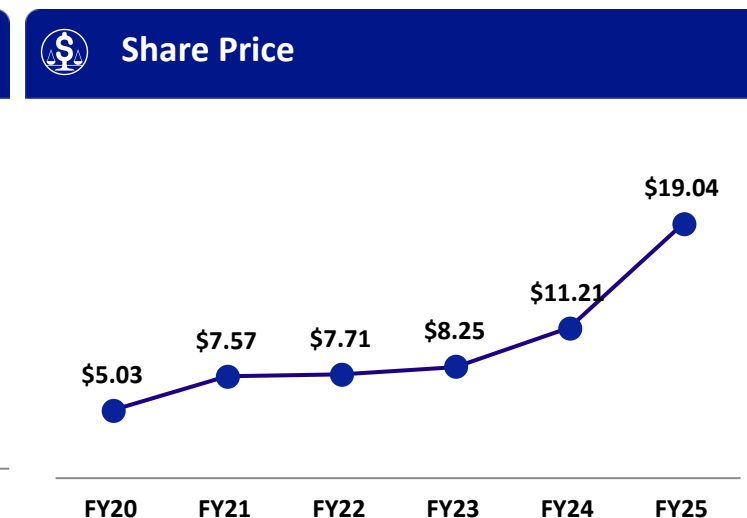
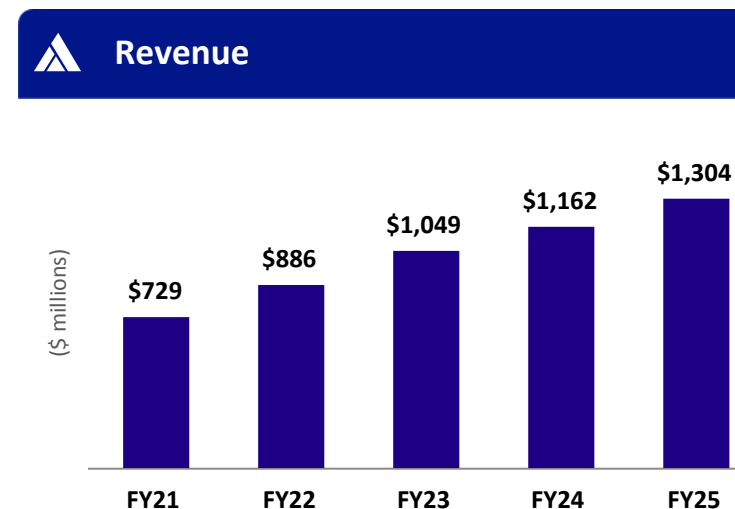
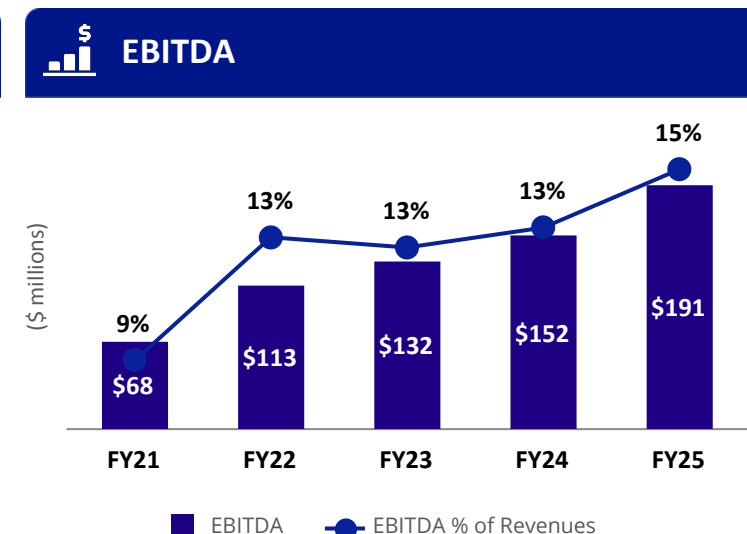
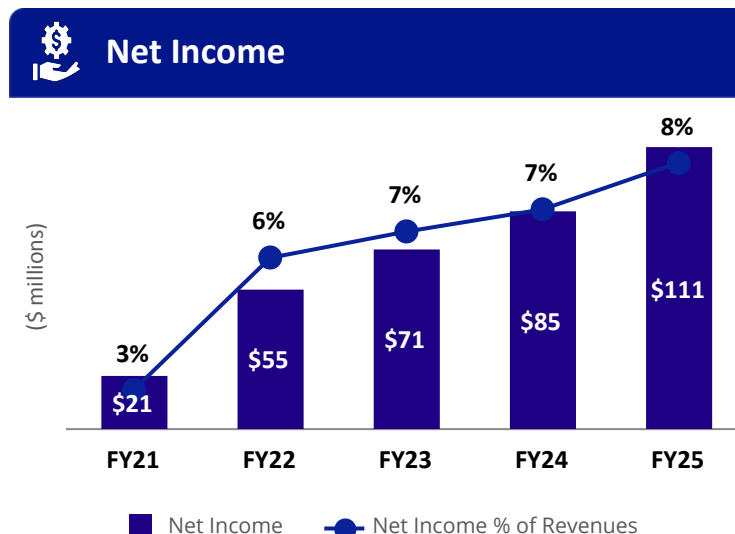
- Focus on People, Pawn & Passion and store growth has driven significant earnings and margin improvement. Since FY21:
 - Net Income is up 5.2x
 - EBITDA is up 2.8x

Revenue

- Since FY21, we've delivered strong, consistent growth across key revenue streams with Revenue up 79%, a CAGR of 16%
 - Merchandise sales has increased by 69%, a CAGR of 14%
 - PSC has increased by 86%, a CAGR of 17%

Share Price

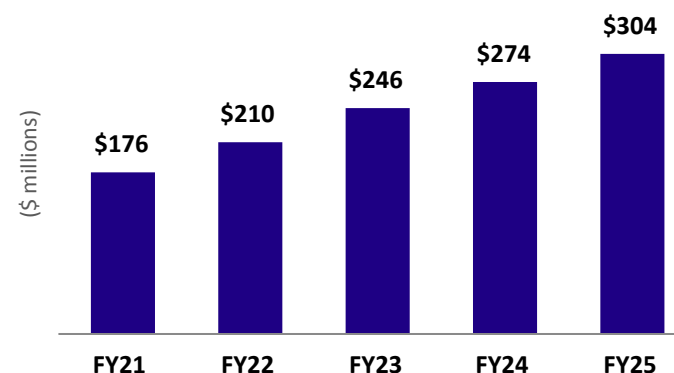
- Share price has increased by 279% in 5 years, a CAGR of 31%



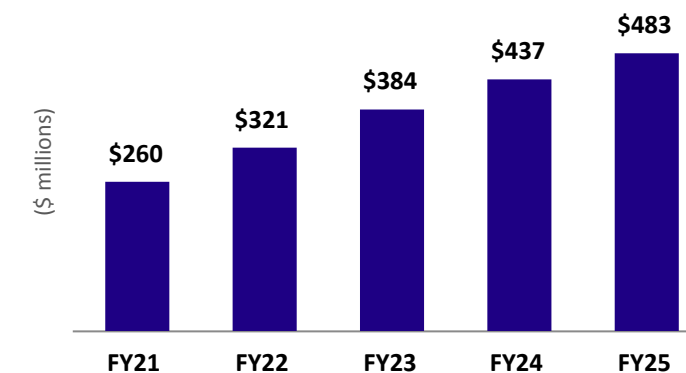
CONSOLIDATED PLO AND PSC PERFORMANCE

- PLO is the key driver of our revenue and earnings
- PLO reached a low point in FY20, due to the pay down from government stimulus related to COVID
- Since FY20, PLO continues to increase, reflecting more favorable pawn demand trends and our focus on customer service
- PLO started hitting record levels in FY22, driving record PSC and total revenue
- Customer demand for jewelry pawn and improved customer service has seen jewelry PLO increase at a faster rate than GM. This has contributed to a higher average pawn loan size
- Continued improved pricing and lending metrics led to strong and sustainable PLO

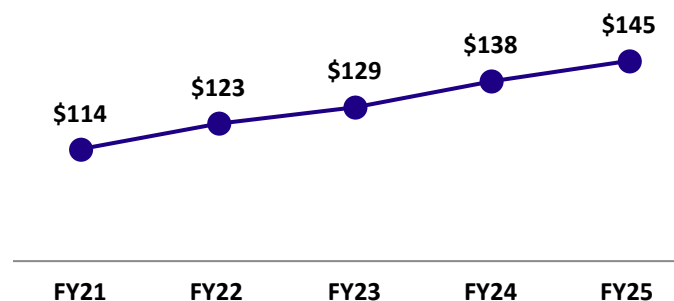
LOAN Pawn Loans Outstanding



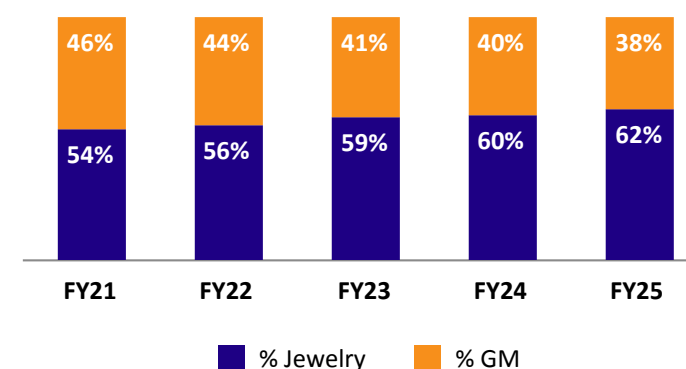
Gear Pawn Service Charges



\$ Average Pawn Loan Size



House PLO Composition



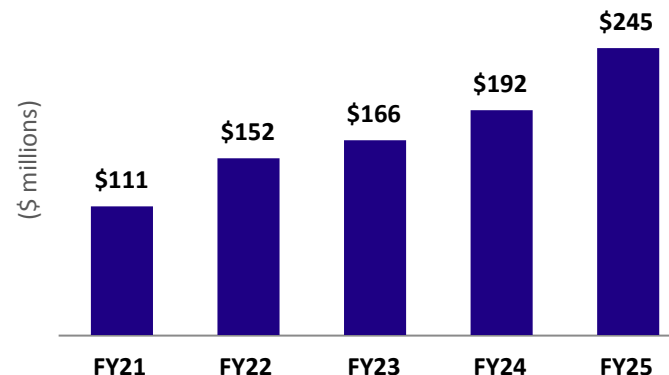
CONSOLIDATED INVENTORY MANAGEMENT PERFORMANCE

Focus on Active Inventory Management

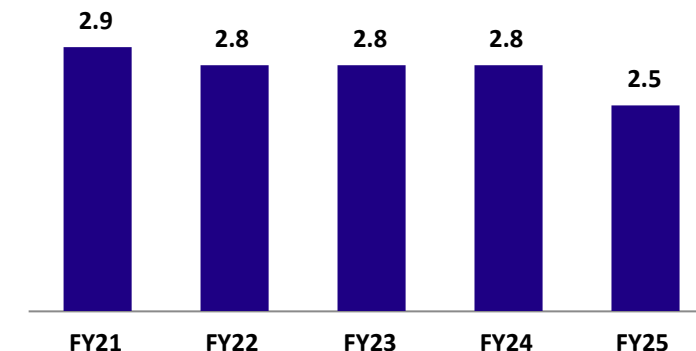
- Improvements to the pawn operating model and team member incentive program were implemented in FY20 and FY21, focused on driving strong inventory turnover with low aged levels
- Decreased loan forfeitures and higher sales during the COVID pandemic significantly reduced inventory balances in FY20, which are now back to normalized levels
- Jewelry inventory composition has increased due to higher customer demand for jewelry pawn, jewelry inventory turning at a slower rate than GM and increased jewelry layaways
- In July 2024, on top of our 3 and 6 month layaway programs we introduced a 10 month program. The success of the program has led to some of the inventory increase and slowdown of inventory turns



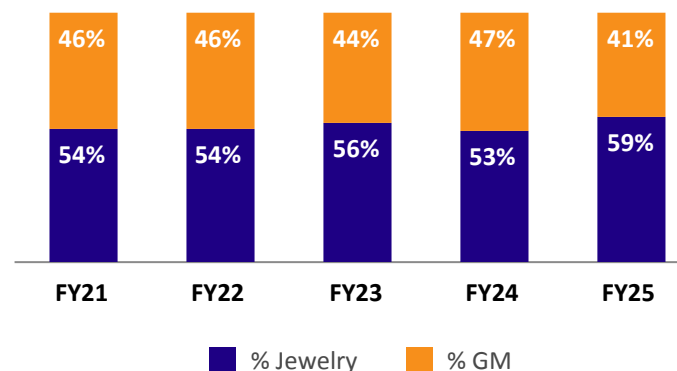
Inventory



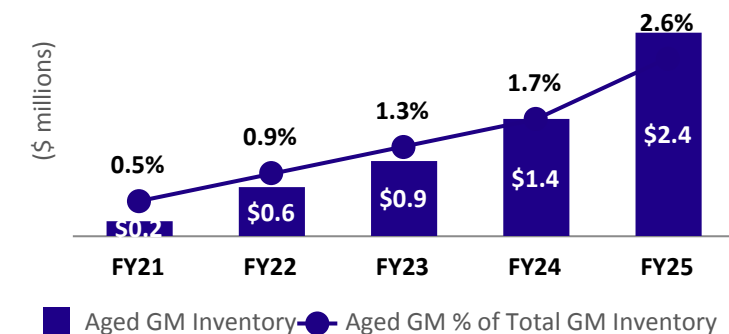
Inventory Turns



Inventory Composition



Aged GM



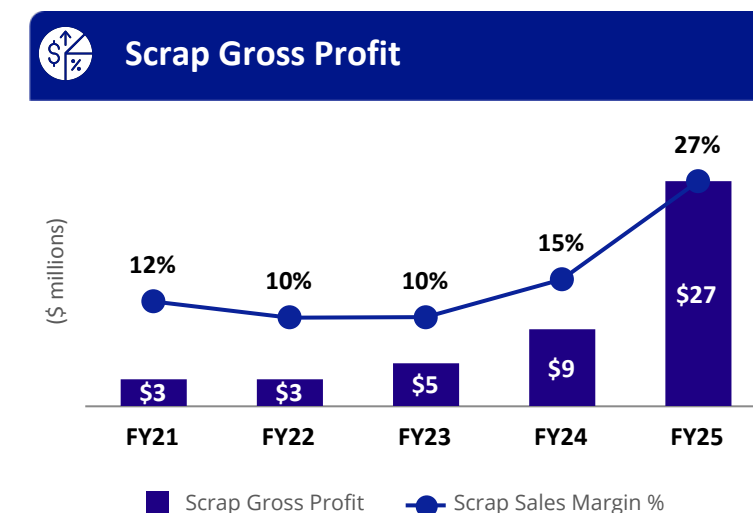
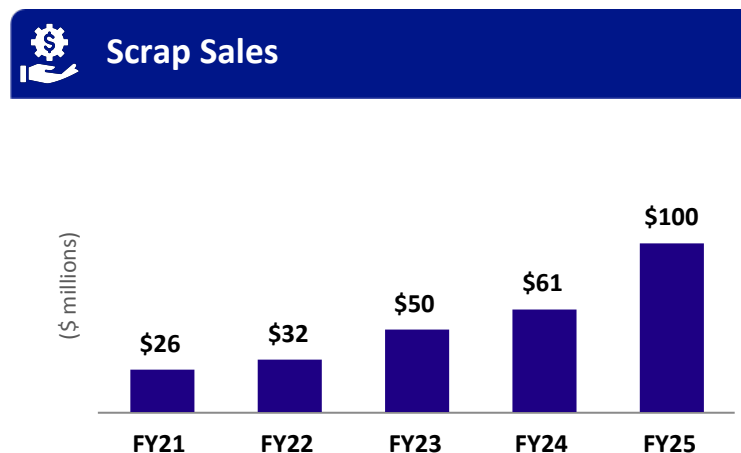
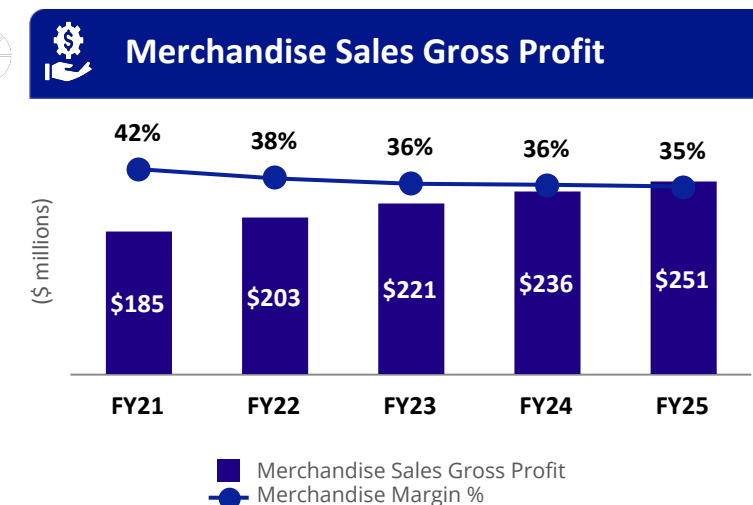
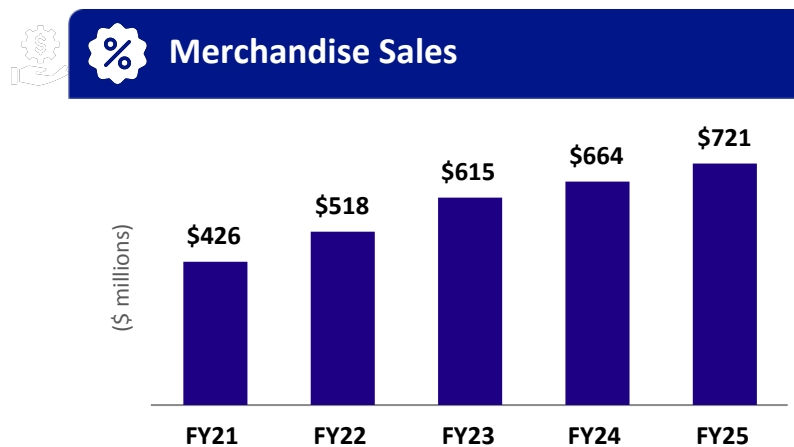
CONSOLIDATED MERCHANDISE & SCRAP SALES PERFORMANCE

Growing Sales and Sales Gross Profit

- Record merchandise sales and sales gross profit in FY25 reflect the customer demand for pre-owned goods and improvements made to our operating model over the past 5 years
- FY21 merchandise margin was an anomaly during the pandemic, and has returned to our target range of 35% to 38%
- Merchandise sales gross profit continues to grow, with volume gains outpacing the margin decrease

Growing Scrap Sales and Scrap Sales Gross Profit

- Record scrap sales and scrap sales gross profit in FY25 reflect our agility in capitalizing on higher gold prices



STRATEGIC INVESTMENTS

CASH CONVERTERS INTERNATIONAL

- CCV is an Australian listed consumer lender, pawnbroker and secondhand goods retailer with corporate and franchise operated stores across 659 locations in 15 countries, including Australia, New Zealand and the United Kingdom
- In FY21 through FY25, invested \$10.7M, increasing our ownership from 34.8% to 43.7%, and received \$14.2M of dividends
- In October 2025, we fully subscribed to our entitlement of \$5.7M in an equity raise transaction and committed to a backstop of up to an additional \$1.4M to maintain our ownership at 43.7%. CCV intends to utilize funds from the equity raise for the purchase 29 franchised stores
- Also in November 2025, we received a dividend from CCV in the amount of \$1.8M



SIMPLE MANAGEMENT GROUP

- SMG owns and operates 103 pawn stores in 12 countries — 19 in the Caribbean, 63 in U.S. (Florida, Arkansas, Puerto Rico) and 21 in Central America
- We have invested a total of \$45M in Founders in exchange for a preferred equity interest and loaned \$21M to Founders in exchange for a demand promissory notes currently bearing interest at 15% per annum. Founders has contributed the \$51M to SMG in exchange for SMG common stock and loaned the \$15M to SMG in exchange for a subordinated promissory note. SMG used those proceeds, along with other debt and equity financing, to acquire and build stores
- Founders owns 77.7% of SMG
- Our preferred equity interest in Founders is a non-redeemable voting participating preferred interest that entitles us to a 20% cumulative compounding preferred return, as well as 50% participation in distributions and sale or liquidating proceeds (subject to certain minimum payouts to the common interest holder)
- For the twelve months ended September 30, 2025, SMG had:
 - Revenue of \$171M (up 23% over last year)
 - Gross Profit of \$88M (up 18% over last year)
 - Adjusted Store Level EBITDA¹ of \$33M (up 31% over last year)



All quoted figures regarding SMG performance have been provided by SMG management, are unaudited and subject to change

¹Adjusted store level EBITDA is defined as 4 wall store level EBITDA for all stores



EZCORP[®]

APPENDIX

RECORD PLO & REVENUES DRIVE INCREASED EARNINGS



Q4 & Full Year GAAP Results

(\$ millions, except per share amounts)

	Q4		%△ B/(W)	Full Year		%△ B/(W)
	FY25	FY24		FY25	FY24	
Pawn Loans Outstanding	\$ 307.5	\$ 274.1	12%	\$ 307.5	\$ 274.1	12%
Total Revenues	\$ 336.8	\$ 294.6	14%	\$ 1,274.3	\$ 1,161.6	10%
Gross Profit	\$ 198.6	\$ 175.4	13%	\$ 746.1	\$ 682.3	9%
Equity in Net (Income) Loss of Investments	\$ (2.0)	\$ (0.6)	242%	\$ (6.2)	\$ (4.7)	31%
Store Expenses	\$ 129.0	\$ 119.6	(8)%	\$ 481.1	\$ 461.1	(4)%
General and Administrative Expenses	\$ 23.4	\$ 20.7	(13)%	\$ 83.5	\$ 75.6	(11)%
Impairment of Goodwill, Intangible and Other Assets	\$ 0.9	\$ 0.8	(4)%	\$ 0.9	\$ 0.8	(4)%
Other Income	\$ —	\$ (0.6)	(95)%	\$ (0.9)	\$ (2.2)	(59)%
EBITDA	\$ 47.3	\$ 35.5	33%	\$ 187.6	\$ 151.7	24%
Depreciation/Amortization	\$ 8.2	\$ 8.1	(1)%	\$ 32.5	\$ 33.1	2%
Interest Expense, Net	\$ 2.8	\$ 1.1	(162)%	\$ 8.3	\$ 3.0	(176)%
Profit Before Tax	\$ 36.3	\$ 26.3	38%	\$ 146.8	\$ 115.6	27%
Income Tax Expense	\$ 9.6	\$ 11.1	14%	\$ 37.2	\$ 32.5	(14)%
Net Income	\$ 26.7	\$ 15.2	76%	\$ 109.6	\$ 83.1	32%
Diluted EPS	\$ 0.34	\$ 0.21	62%	\$ 1.42	\$ 1.10	29%

Q4 & full year gross profit improved, primarily due to improvement in PSC, merchandise sales and scrap sales

Q4 & full year store expenses increased, primarily due to new stores and increased labor costs driven by inflationary and minimum wage increases as well as higher health benefits

Q4 & full year G&A expenses increased, primarily due to labor costs, including higher incentive compensation

Q4 & full year higher net interest expense, primarily due to \$300M 2032 Senior Notes

B/(W) column indicates whether performance was better or worse than the comparable period

* Represents a percentage computation that is not mathematically meaningful.

RECORD PLO & REVENUES DRIVE INCREASED EARNINGS



Q4 & Full Year Adjusted Results

(\$ millions, except per share amounts)

	Q4		%△		Full Year		%△
	FY25	FY24	B/(W)		FY25	FY24	B/(W)
Pawn Loans Outstanding	\$ 303.9	\$ 274.1	11%		\$ 303.9	\$ 274.1	11%
Total Revenues	\$ 335.9	\$ 294.6	14%		\$ 1,304.3	\$ 1,161.6	12%
Gross Profit	\$ 198.0	\$ 175.4	13%		\$ 761.7	\$ 682.3	12%
Equity in Net Income of Investments	\$ (2.0)	\$ (1.6)	25%		\$ (6.2)	\$ (5.7)	8%
Store Expenses	\$ 128.5	\$ 119.6	(7)%		\$ 493.1	\$ 461.1	(7)%
General and Administrative Expenses	\$ 23.4	\$ 20.7	(13)%		\$ 83.8	\$ 75.6	(11)%
Impairment of Goodwill, Intangible and Other Assets	\$ 0.3	\$ 0.8	69%		\$ 0.3	\$ 0.8	69%
Other Income	\$ (0.1)	\$ (0.1)	14%		\$ (0.6)	\$ (1.0)	(47)%
EBITDA	\$ 47.9	\$ 36.0	33%		\$ 191.2	\$ 151.6	26%
Depreciation/Amortization	\$ 8.2	\$ 8.1	—%		\$ 33.3	\$ 33.1	(1)%
Interest Expense, Net	\$ 2.8	\$ 1.1	(162)%		\$ 8.2	\$ 3.0	(174)%
Profit Before Tax	\$ 37.0	\$ 26.8	38%		\$ 149.7	\$ 115.5	30%
Income Tax Expense	\$ 10.1	\$ 8.3	(23)%		\$ 39.0	\$ 30.2	(29)%
Net Income	\$ 26.8	\$ 18.5	45%		\$ 110.7	\$ 85.3	30%
Diluted EPS	\$ 0.34	\$ 0.25	36%		\$ 1.43	\$ 1.13	27%

Q4 & full year gross profit improved, primarily due to improvement in PSC, merchandise sales and scrap sales

Q4 & full year store expenses increased, primarily due to new stores and increased labor costs driven by inflationary and minimum wage increases as well as higher health benefits

Q4 & full year G&A expenses increased, primarily due to labor costs, including higher incentive compensation

Q4 & full year higher net interest expense, primarily due to \$300M 2032 Senior Notes

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

B/(W) column indicates whether performance was better or worse than the comparable period

* Represents a percentage computation that is not mathematically meaningful.

DEFINITION OF TERMS

CAGR	Compound annual growth rate
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)
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 Q4 – 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	\$ 336.8	\$ —		\$ 336.8	\$ (0.9)	\$ 335.9		\$ 294.6	\$ —		\$ 294.6
PSC Revenues	\$ 126.0	\$ —		\$ 126.0	\$ (0.3)	\$ 125.6		\$ 115.1	\$ —		\$ 115.1
Merchandise Gross Profit	\$ 62.5	\$ —		\$ 62.5	\$ (0.2)	\$ 62.3		\$ 56.8	\$ —		\$ 56.8
<i>Merchandise Margin</i>	35 %	— %		35 %	— %	35 %		35 %	— %		35 %
Scrap Gross Profit	\$ 10.1	\$ —		\$ 10.1	\$ —	\$ 10.1		\$ 3.4	\$ —		\$ 3.4
<i>Scrap Gross Margin</i>	29 %	— %		29 %	— %	29 %		19 %	— %		19 %
Gross Profit	\$ 198.6	\$ —		\$ 198.6	\$ (0.5)	\$ 198.0		\$ 175.4	\$ —		\$ 175.4
Store Expenses	\$ 129.0	\$ —		\$ 129.0	\$ (0.5)	\$ 128.5		\$ 119.6	\$ —		\$ 119.6
General and Administrative Expenses	\$ 23.4	\$ —		\$ 23.4	\$ —	\$ 23.4		\$ 20.7	\$ —		\$ 20.7
Impairment of Goodwill, Intangibles and Other Assets	\$ 0.9	\$ (0.6)	(A)	\$ 0.3	\$ —	\$ 0.3		\$ 0.8	\$ —		\$ 0.8
Other Income	\$ (2.0)	\$ (0.1)	(B)	\$ (2.1)	\$ —	\$ (2.1)		\$ (1.2)	\$ (0.5)	(D)	\$ (1.7)
EBITDA	\$ 47.3	\$ 0.7		\$ 48.0	\$ (0.1)	\$ 47.9		\$ 35.5	\$ 0.5		\$ 36.0
Depreciation and Amortization	\$ 8.2	\$ —		\$ 8.2	\$ —	\$ 8.2		\$ 8.1	\$ —		\$ 8.1
EBIT	\$ 39.1	\$ 0.7		\$ 39.8	\$ —	\$ 39.8		\$ 27.3	\$ 0.5		\$ 27.8
Interest Expense, net	\$ 2.8	\$ —		\$ 2.8	\$ —	\$ 2.8		\$ 1.1	\$ —		\$ 1.1
Profit Before Tax	\$ 36.3	\$ 0.7		\$ 37.0	\$ —	\$ 37.0		\$ 26.3	\$ 0.5		\$ 26.8
Income Tax Expense	\$ 9.6	\$ 0.6	(C)	\$ 10.1	\$ —	\$ 10.1		\$ 11.1	\$ (2.8)	(E)	\$ 8.3
Net Income	\$ 26.7	\$ 0.2		\$ 26.9	\$ —	\$ 26.8		\$ 15.2	\$ 3.3		\$ 18.5
Diluted EPS	\$ 0.34	\$ 0.01		\$ 0.35	\$ (0.01)	\$ 0.34		\$ 0.21	\$ 0.04		\$ 0.25
Diluted Shares Outstanding	\$ 83.2	\$ —		\$ 83.2	\$ —	\$ 83.2		\$ 83.6	\$ —		\$ 83.6
Pawn Loans Outstanding	\$ 307.5	\$ —		\$ 307.5	\$ (3.6)	\$ 303.9		\$ 274.1	\$ —		\$ 274.1
Inventory, Net	\$ 248.5	\$ —		\$ 248.5	\$ (3.2)	\$ 245.2		\$ 191.9	\$ —		\$ 191.9
Net Earning Assets	\$ 556.0	\$ —		\$ 556.0	\$ (6.8)	\$ 549.1		\$ 466.0	\$ —		\$ 466.0

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-Store data:		
PLO	10%	9%
Merchandise Sales	7%	7%

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

Footnote (A) Amount includes \$0.6 million impairment related to our corporate office

Footnote (B) Amount includes a \$0.1 million FX loss

Footnote (C) Amount includes FY25 tax impact of items listed above, change in estimated rate and \$0.5M FIN48 reserve

Footnote (D) Amount includes \$1.0 million CCV Adjustment and \$0.5 million FX gain

Footnote (E) Amount includes FY24 tax impact \$1.0 million related to withholding tax, \$0.7 million related to the Global Intangible Low-Taxed Income ("GILTI") tax and \$1.1 million related to other discrete adjustments and change in estimated rate

GAAP TO NON-GAAP RECONCILIATION Q4 – 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	\$ 238.9	\$ —	\$ 238.9	\$ —	\$ 238.9		\$ 212.0	\$ —	\$ 212.0
PSC Revenues	\$ 92.1	\$ —	\$ 92.1	\$ —	\$ 92.1		\$ 85.9	\$ —	\$ 85.9
Merchandise Gross Profit	\$ 43.6	\$ —	\$ 43.6	\$ —	\$ 43.6		\$ 40.9	\$ —	\$ 40.9
<i>Merchandise Margin</i>	37 %	— %	37 %	— %	37 %		37 %	— %	37 %
Scrap Gross Profit	\$ 8.8	\$ —	\$ 8.8	\$ —	\$ 8.8		\$ 3.1	\$ —	\$ 3.1
<i>Scrap Gross Margin</i>	30 %	— %	30 %	— %	30 %		21 %	— %	21 %
Gross Profit	\$ 144.5	\$ —	\$ 144.5	\$ —	\$ 144.5		\$ 129.9	\$ —	\$ 129.9
Store Expenses	\$ 89.0	\$ —	\$ 89.0	\$ —	\$ 89.0		\$ 86.3	\$ —	\$ 86.3
EBITDA	\$ 55.2	\$ —	\$ 55.2	\$ —	\$ 55.2		\$ 43.6	\$ —	\$ 43.6
Depreciation and Amortization	\$ 2.7	\$ —	\$ 2.7	\$ —	\$ 2.7		\$ 2.6	\$ —	\$ 2.6
EBIT	\$ 52.5	\$ —	\$ 52.5	\$ —	\$ 52.5		\$ 41.0	\$ —	\$ 41.0
Profit Before Tax	\$ 52.5	\$ —	\$ 52.5	\$ —	\$ 52.5		\$ 41.0	\$ —	\$ 41.0
Pawn Loans Outstanding	\$ 233.8	\$ —	\$ 233.8	\$ —	\$ 233.8		\$ 214.3	\$ —	\$ 214.3
Inventory, Net	\$ 185.7	\$ —	\$ 185.7	\$ —	\$ 185.7		\$ 138.6	\$ —	\$ 138.6
Net Earning Assets	\$ 419.4	\$ —	\$ 419.4	\$ —	\$ 419.4		\$ 352.9	\$ —	\$ 352.9

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

GAAP TO NON-GAAP RECONCILIATION Q4 – 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	\$ 97.9	\$ —	\$ 97.9	\$ (0.9)	\$ 96.9		\$ 82.5	\$ —	\$ 82.5
PSC Revenues	\$ 33.8	\$ —	\$ 33.8	\$ (0.3)	\$ 33.5		\$ 29.2	\$ —	\$ 29.2
Merchandise Gross Profit	\$ 18.9	\$ —	\$ 18.9	\$ (0.2)	\$ 18.7		\$ 15.9	\$ —	\$ 15.9
<i>Merchandise Margin</i>	32 %	— %	32 %	— %	32 %		32 %	— %	32 %
Scrap Gross Profit	\$ 1.3	\$ —	\$ 1.3	\$ —	\$ 1.3		\$ 0.3	\$ —	\$ 0.3
<i>Scrap Gross Margin</i>	27 %	— %	27 %	— %	27 %		11 %	— %	11 %
Gross Profit	\$ 54.0	\$ —	\$ 54.0	\$ (0.5)	\$ 53.5		\$ 45.5	\$ —	\$ 45.5
Store Expenses	\$ 40.0	\$ —	\$ 40.0	\$ (0.5)	\$ 39.5		\$ 33.3	\$ —	\$ 33.3
Other (Income) Expense	\$ (0.1)	\$ (0.1) (A)	\$ (0.2)	\$ —	\$ (0.2)		\$ 0.1	\$ 0.1 (B)	\$ 0.2
EBITDA	\$ 14.1	\$ 0.1	\$ 14.2	\$ —	\$ 14.2		\$ 12.1	\$ (0.1)	\$ 12.0
Depreciation and Amortization	\$ 2.4	\$ —	\$ 2.4	\$ —	\$ 2.4		\$ 2.0	\$ —	\$ 2.0
EBIT	\$ 11.7	\$ 0.1	\$ 11.8	\$ —	\$ 11.8		\$ 10.0	\$ (0.1)	\$ 9.9
Interest Income, net	\$ (0.4)	\$ —	\$ (0.4)	\$ —	\$ (0.4)		\$ (0.2)	\$ —	\$ (0.2)
Profit Before Tax	\$ 12.0	\$ 0.1	\$ 12.1	\$ —	\$ 12.1		\$ 10.2	\$ (0.1)	\$ 10.1
Pawn Loans Outstanding	\$ 73.7	\$ —	\$ 73.7	\$ (3.6)	\$ 70.1		\$ 59.8	\$ —	\$ 59.8
Inventory, Net	\$ 62.8	\$ —	\$ 62.8	\$ (3.2)	\$ 59.6		\$ 53.3	\$ —	\$ 53.3
Net Earning Assets	\$ 136.5	\$ —	\$ 136.5	\$ (6.8)	\$ 129.7		\$ 113.1	\$ —	\$ 113.1

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-Store data:		
PLO	14%	9%
Merchandise Sales	11%	10%

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

Footnote (A) Amount includes \$0.1 million FX loss impact

Footnote (B) Amount includes \$0.1 million FX gain impact

EZCORP

(\$ millions, except per share amounts)	Base	Item Adjustments		Adjusted Base	Constant Currency Impact	Adjusted Constant Currency	
	FY25	FY25		FY25	FY25	FY25	
Revenues	\$ 1,274.3	\$ —		\$ 1,274.3	\$ 30.0	\$ 1,304.3	
PSC Revenues	\$ 474.2	\$ —		\$ 474.2	\$ 9.2	\$ 483.5	
Merchandise Gross Profit	\$ 245.3	\$ —		\$ 245.3	\$ 6.1	\$ 251.4	
Merchandise Margin	35 %	— %		35 %	— %	35 %	
Scrap Gross Profit	\$ 26.3	\$ —		\$ 26.3	\$ 0.3	\$ 26.7	
Scrap Gross Margin	27 %	— %		27 %	— %	27 %	
Gross Profit	\$ 746.1	\$ —		\$ 746.1	\$ 15.6	\$ 761.7	
Store Expenses	\$ 481.1	\$ —		\$ 481.1	\$ 12.0	\$ 493.1	
General and Administrative Expenses	\$ 83.5	\$ —		\$ 83.5	\$ 0.3	\$ 83.8	
Impairment of Goodwill, Intangibles and Other Assets	\$ 0.9	\$ (0.6)	(A)	\$ 0.3	\$ —	\$ 0.3	
Other (Income) Loss	\$ (7.0)	\$ 0.4	(B)	\$ (6.7)	\$ —	\$ (6.7)	
EBITDA	\$ 187.6	\$ 0.2		\$ 187.9	\$ 3.4	\$ 191.2	
Depreciation and Amortization	\$ 32.5	\$ —		\$ 32.5	\$ 0.7	\$ 33.3	
EBIT	\$ 155.1	\$ 0.2		\$ 155.3	\$ 2.6	\$ 158.0	
Interest Expense (Income)	\$ 8.3	\$ —		\$ 8.3	\$ (0.1)	\$ 8.2	
Profit (Loss) Before Tax	\$ 146.8	\$ 0.2		\$ 147.0	\$ 2.7	\$ 149.7	
Income Tax Expense (Benefit)	\$ 37.2	\$ 1.4	(C)	\$ 38.6	\$ 0.5	\$ 39.0	
Net Income (Loss)	\$ 109.6	\$ (1.2)		\$ 108.5	\$ 2.2	\$ 110.7	
Diluted EPS	\$ 1.42	\$ (0.01)		\$ 1.41	\$ 0.02	\$ 1.43	
Diluted Shares Outstanding	\$ 83.4	\$ —		\$ 83.4	\$ —	\$ 83.4	
Pawn Loans Outstanding	\$ 307.5	\$ —		\$ 307.5	\$ (3.6)	\$ 303.9	
Inventory, Net	\$ 248.5	\$ —		\$ 248.5	\$ (3.2)	\$ 245.2	
Net Earning Assets	\$ 556.0	\$ —		\$ 556.0	\$ (6.8)	\$ 549.1	

Base	Item Adjustments		Adjusted Base
FY24	FY24		FY24
\$ 1,161.6	\$ —		\$ 1,161.6
\$ 436.5	\$ —		\$ 436.5
\$ 236.3	\$ —		\$ 236.3
36 %	— %		36 %
\$ 9.2	\$ —		\$ 9.2
15 %	— %		15 %
\$ 682.3	\$ —		\$ 682.3
\$ 461.1	\$ —		\$ 461.1
\$ 75.6	\$ —		\$ 75.6
\$ 0.8	\$ —		\$ 0.8
\$ (6.9)	\$ 0.1	(D)	\$ (6.8)
\$ 151.7	\$ (0.1)		\$ 151.6
\$ 33.1	\$ —		\$ 33.1
\$ 118.6	\$ (0.1)		\$ 118.5
\$ 3.0	\$ —		\$ 3.0
\$ 115.6	\$ (0.1)		\$ 115.5
\$ 32.5	\$ (2.3)	(E)	\$ 30.2
\$ 83.1	\$ 2.2		\$ 85.3
\$ 1.10	\$ 0.03		\$ 1.13
\$ 84.4	\$ —		\$ 84.4
\$ 274.1	\$ —		\$ 274.1
\$ 191.9	\$ —		\$ 191.9
\$ 466.0	\$ —		\$ 466.0

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-Store data:		
PLO	10%	9%
Merchandise Sales	5%	8%

related to other discrete adjustments and change in estimated rate

GAAP TO NON-GAAP RECONCILIATION FY – 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	\$ 912.5	\$ —	\$ 912.5	\$ —	\$ 912.5		\$ 836.1	\$ —	\$ 836.1
PSC Revenues	\$ 351.5	\$ —	\$ 351.5	\$ —	\$ 351.5		\$ 322.4	\$ —	\$ 322.4
Merchandise Gross Profit	\$ 176.1	\$ —	\$ 176.1	\$ —	\$ 176.1		\$ 170.4	\$ —	\$ 170.4
<i>Merchandise Margin</i>	37 %	— %	37 %	— %	37 %		37 %	— %	37 %
Scrap Gross Profit	\$ 22.9	\$ —	\$ 22.9	\$ —	\$ 22.9		\$ 8.4	\$ —	\$ 8.4
<i>Scrap Gross Margin</i>	27 %	— %	27 %	— %	27 %		16 %	— %	16 %
Gross Profit	\$ 550.6	\$ —	\$ 550.6	\$ —	\$ 550.6		\$ 501.3	\$ —	\$ 501.3
Store Expenses	\$ 339.4	\$ —	\$ 339.4	\$ —	\$ 339.4		\$ 325.8	\$ —	\$ 325.8
EBITDA	\$ 210.9	\$ —	\$ 210.9	\$ —	\$ 210.9		\$ 175.4	\$ —	\$ 175.4
Depreciation and Amortization	\$ 10.8	\$ —	\$ 10.8	\$ —	\$ 10.8		\$ 10.1	\$ —	\$ 10.1
EBIT	\$ 200.2	\$ —	\$ 200.2	\$ —	\$ 200.2		\$ 165.3	\$ —	\$ 165.3
Profit Before Tax	\$ 200.2	\$ —	\$ 200.2	\$ —	\$ 200.2		\$ 165.3	\$ —	\$ 165.3
Pawn Loans Outstanding	\$ 233.8	\$ —	\$ 233.8	\$ —	\$ 233.8		\$ 214.3	\$ —	\$ 214.3
Inventory, Net	\$ 185.7	\$ —	\$ 185.7	\$ —	\$ 185.7		\$ 138.6	\$ —	\$ 138.6
Net Earning Assets	\$ 419.4	\$ —	\$ 419.4	\$ —	\$ 419.4		\$ 352.9	\$ —	\$ 352.9

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

GAAP TO NON-GAAP RECONCILIATION FY – 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	\$ 361.8	\$ —	\$ 361.8	\$ 30.0	\$ 391.8		\$ 325.5	\$ —	\$ 325.5
PSC Revenues	\$ 122.7	\$ —	\$ 122.7	\$ 9.2	\$ 132.0		\$ 114.2	\$ —	\$ 114.2
Merchandise Gross Profit	\$ 69.2	\$ —	\$ 69.2	\$ 6.1	\$ 75.2		\$ 66.0	\$ —	\$ 66.0
<i>Merchandise Margin</i>	31 %	— %	31 %	— %	31 %		32 %	— %	32 %
Scrap Gross Profit	\$ 3.4	\$ —	\$ 3.4	\$ 0.3	\$ 3.7		\$ 0.7	\$ —	\$ 0.7
<i>Scrap Gross Margin</i>	26 %	— %	26 %	— %	26 %		11 %	— %	11 %
Gross Profit	\$ 195.4	\$ —	\$ 195.4	\$ 15.6	\$ 211.0		\$ 181.0	\$ —	\$ 181.0
Store Expenses	\$ 141.7	\$ —	\$ 141.7	\$ 12.0	\$ 153.7		\$ 135.2	\$ —	\$ 135.2
Other (Income) Expense	\$ (0.3)	\$ (0.1)	\$ (0.4)	\$ —	\$ (0.4)		\$ (0.4)	\$ —	\$ (0.4)
EBITDA	\$ 54.0	\$ 0.1	\$ 54.1	\$ 3.7	\$ 57.8		\$ 46.1	\$ —	\$ 46.1
Depreciation and Amortization	\$ 8.6	\$ —	\$ 8.6	\$ 0.7	\$ 9.3		\$ 8.9	\$ —	\$ 8.9
EBIT	\$ 45.4	\$ 0.1	\$ 45.5	\$ 3.0	\$ 48.4		\$ 37.2	\$ —	\$ 37.3
Interest	\$ (1.3)	\$ —	\$ (1.3)	\$ (0.1)	\$ (1.3)		\$ (1.6)	\$ —	\$ (1.6)
Profit Before Tax	\$ 46.6	\$ 0.1	\$ 46.7	\$ 3.0	\$ 49.8		\$ 38.8	\$ —	\$ 38.9
Pawn Loans Outstanding	\$ 73.7	\$ —	\$ 73.7	\$ (3.6)	\$ 70.1		\$ 59.8	\$ —	\$ 59.8
Inventory, Net	\$ 62.8	\$ —	\$ 62.8	\$ (3.2)	\$ 59.6		\$ 53.3	\$ —	\$ 53.3
Net Earning Assets	\$ 136.5	\$ —	\$ 136.5	\$ (6.8)	\$ 129.7		\$ 113.1	\$ —	\$ 113.1

	FY25 Change (GAAP)	FY25 Change (Constant Currency)
Same-Store data:		
PLO	14%	9%
Merchandise Sales	8%	18%

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

CONSOLIDATED GROWTH FY21-FY25 RECONCILIATION*



(\$ millions)

	FY21 Q1	FY21 Q2	FY21 Q3	FY21 Q4	FY21 FY	FY22 Q1	FY22 Q2	FY22 Q3	FY22 Q4	FY22 FY	FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY23 FY
Continuing Ops PBT	\$ 5.5	\$ 6.8	\$ (0.8)	\$ 4.5	\$ 16.1	\$ 21.2	\$ 20.1	\$ 13.1	\$ 13.2	\$ 67.7	\$ 24.5	\$ (7.3)	\$ 21.3	\$ 13.1	\$ 51.6
Add Back Net Interest	\$ 4.6	\$ 4.9	\$ 5.1	\$ 5.1	\$ 19.7	\$ 2.1	\$ 2.3	\$ 2.5	\$ 2.3	\$ 9.2	\$ 5.5	\$ 1.5	\$ 0.8	\$ 1.1	\$ 9.0
Add Back Depreciation and Amortization	\$ 7.6	\$ 8.1	\$ 7.4	\$ 7.6	\$ 30.7	\$ 7.6	\$ 7.4	\$ 7.7	\$ 9.4	\$ 32.1	\$ 8.0	\$ 8.0	\$ 8.0	\$ 8.2	\$ 32.1
Continuing Ops EBITDA	\$ 17.7	\$ 19.8	\$ 11.7	\$ 17.2	\$ 66.5	\$ 31.1	\$ 29.8	\$ 23.3	\$ 24.8	\$ 109.0	\$ 38.1	\$ 2.1	\$ 30.2	\$ 22.4	\$ 92.7
Discrete Adjustments	\$ (0.5)	\$ 0.2	\$ 0.9	\$ 1.4	\$ 1.9	\$ —	\$ 2.3	\$ 1.9	\$ (0.3)	\$ 4.0	\$ 0.2	\$ 31.6	\$ (2.6)	\$ 9.5	\$ 38.8
Adjusted EBITDA	\$ 17.2	\$ 19.9	\$ 12.6	\$ 18.6	\$ 68.4	\$ 31.1	\$ 32.2	\$ 25.2	\$ 24.5	\$ 113.0	\$ 38.3	\$ 33.7	\$ 27.6	\$ 31.9	\$ 131.5
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Currency Adjusted Continuing Ops EBITDA	\$ 17.2	\$ 19.9	\$ 12.6	\$ 18.6	\$ 68.4	\$ 31.1	\$ 32.1	\$ 25.2	\$ 24.5	\$ 112.9	\$ 38.3	\$ 33.7	\$ 27.6	\$ 31.9	\$ 131.5
Continuing Ops Gross Profit	\$ 108.4	\$ 113.7	\$ 108.1	\$ 119.1	\$ 449.4	\$ 132.1	\$ 128.9	\$ 129.5	\$ 137.6	\$ 528.1	\$ 152.5	\$ 149.2	\$ 148.8	\$ 159.4	\$ 609.8
Discrete Adjustments	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Adjusted Gross Profit	\$ 108.4	\$ 113.7	\$ 108.1	\$ 119.1	\$ 449.4	\$ 132.1	\$ 128.9	\$ 129.5	\$ 137.6	\$ 528.1	\$ 152.5	\$ 149.2	\$ 148.8	\$ 159.4	\$ 609.8
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
Currency Adjusted Continuing Ops Gross Profit	\$ 108.4	\$ 113.7	\$ 108.1	\$ 119.1	\$ 449.4	\$ 132.1	\$ 128.9	\$ 129.5	\$ 137.7	\$ 528.1	\$ 152.5	\$ 149.2	\$ 148.8	\$ 159.4	\$ 609.8
EBITDA Margin	10 %	11 %	7 %	10 %	9 %	14 %	15 %	12 %	10 %	13 %	14 %	13 %	11 %	12 %	13 %
	FY24 Q1	FY24 Q2	FY24 Q3	FY24 Q4	FY24 FY	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY25 FY					
Continuing Ops PBT	\$ 37.7	\$ 28.7	\$ 23.0	\$ 26.3	\$ 115.6	\$ 41.4	\$ 34.4	\$ 34.7	\$ 36.3	\$ 146.8					
Add Back Net Interest	\$ 0.8	\$ 0.5	\$ 0.6	\$ 1.1	\$ 3.0	\$ 1.1	\$ 1.4	\$ 3.0	\$ 2.8	\$ 8.3					
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					
Continuing Ops EBITDA	\$ 47.1	\$ 37.4	\$ 31.8	\$ 35.5	\$ 151.7	\$ 50.8	\$ 43.8	\$ 45.7	\$ 47.3	\$ 187.6					
Discrete Adjustments	\$ 0.1	\$ (0.7)	\$ (0.1)	\$ 0.5	\$ (0.1)	\$ 1.0	\$ (0.1)	\$ (1.5)	\$ 0.7	\$ 0.2					
Adjusted EBITDA	\$ 47.2	\$ 36.7	\$ 31.7	\$ 36.0	\$ 151.6	\$ 51.8	\$ 43.8	\$ 44.3	\$ 48.0	\$ 187.9					
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 1.2	\$ 1.3	\$ 0.9	\$ (0.1)	\$ 3.3					
Currency Adjusted Continuing Ops EBITDA	\$ 47.2	\$ 36.7	\$ 31.7	\$ 36.0	\$ 151.6	\$ 53.0	\$ 45.1	\$ 45.2	\$ 47.9	\$ 191.2					
Continuing Ops Gross Profit	\$ 172.6	\$ 167.6	\$ 166.7	\$ 175.4	\$ 682.3	\$ 185.4	\$ 178.5	\$ 183.6	\$ 198.6	\$ 746.1					
Discrete Adjustments	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —					
Adjusted Gross Profit	\$ 172.6	\$ 167.6	\$ 166.7	\$ 175.4	\$ 682.3	\$ 185.4	\$ 178.5	\$ 183.6	\$ 198.6	\$ 746.1					
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 4.8	\$ 6.5	\$ 4.8	\$ (0.5)	\$ 15.6					
Currency Adjusted Continuing Ops Gross Profit	\$ 172.6	\$ 167.6	\$ 166.7	\$ 175.4	\$ 682.3	\$ 190.2	\$ 185.0	\$ 188.4	\$ 198.0	\$ 761.7					
EBITDA Margin	16 %	13 %	11 %	12 %	13 %	16 %	14 %	14 %	14 %	15 %					
GAAP Diluted EPS	\$ 0.36	\$ 0.29	\$ 0.25	\$ 0.21	\$ 1.10	\$ 0.40	\$ 0.33	\$ 0.34	\$ 0.34	\$ 1.42					
Discrete Adjustments Impact to EPS	\$ —	\$ (0.01)	\$ (0.01)	\$ 0.04	\$ 0.03	\$ 0.01	\$ —	\$ (0.02)	\$ 0.01	\$ (0.01)					
Constant Currency	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 0.01	\$ 0.01	\$ 0.01	\$ (0.01)	\$ 0.02					
Adjusted Diluted EPS	\$ 0.36	\$ 0.28	\$ 0.24	\$ 0.25	\$ 1.13	\$ 0.42	\$ 0.34	\$ 0.33	\$ 0.34	\$ 1.43					

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

Diluted EPS Calculation

(\$ millions, except per share amounts)

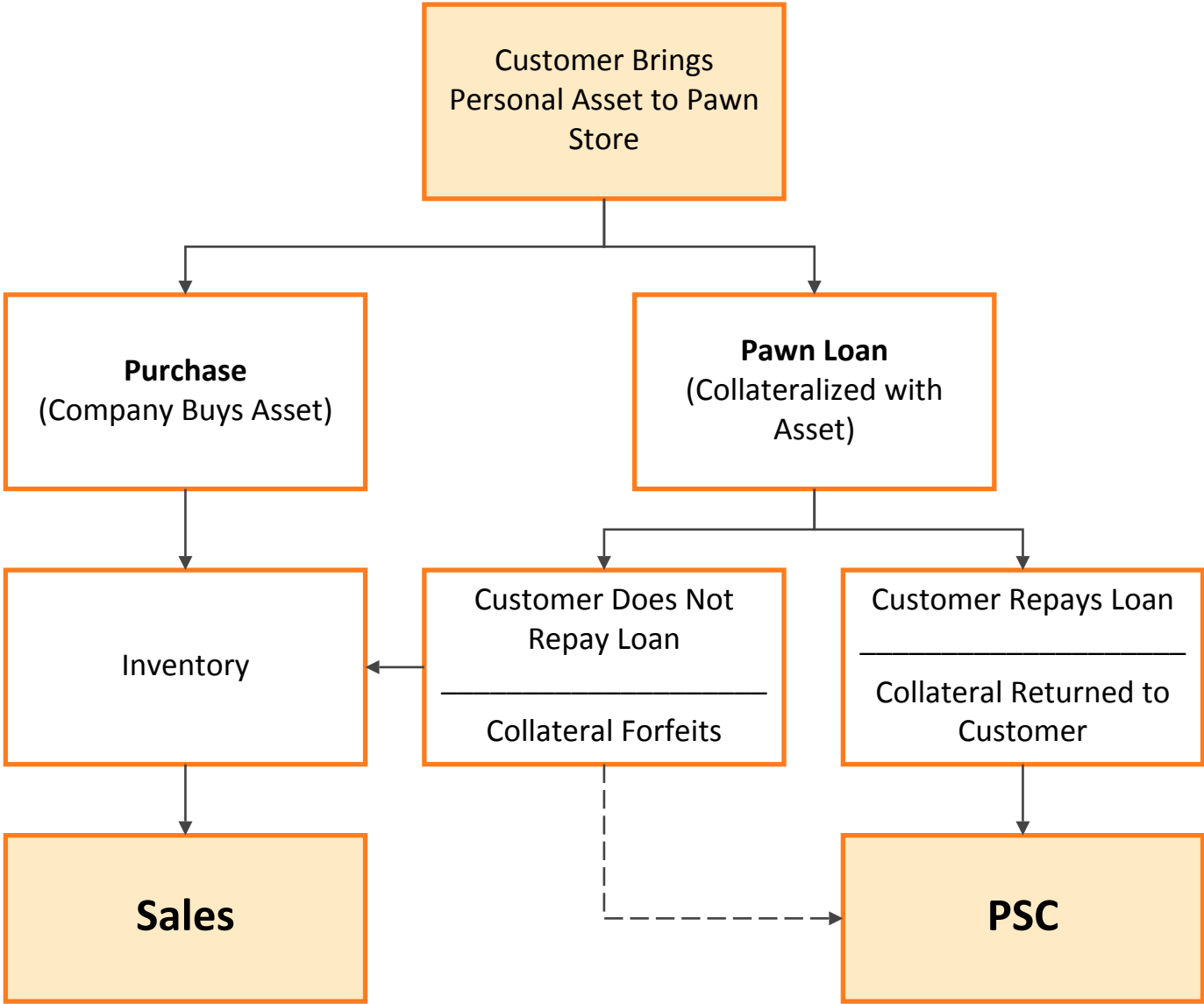
	GAAP				Adjusted			
	FY25 Q4	FY24 Q4	FY25	FY24	FY25 Q4	FY25 Q4	FY25	FY24
Basic earnings per common share:								
Net income - Basic	\$ 26.7	\$ 15.2	\$ 109.6	\$ 83.1	\$ 26.8	\$ 18.5	\$ 110.7	\$ 85.3
Weighted shares outstanding - Basic	60.9	54.7	57.5	54.9	60.9	54.7	57.5	54.9
Basic earnings per common share	\$ 0.44	\$ 0.28	\$ 1.91	\$ 1.51	\$ 0.44	\$ 0.34	\$ 1.93	\$ 1.55
Diluted earnings per common share:								
Net income - Basic	\$ 26.7	\$ 15.2	\$ 109.6	\$ 83.1	\$ 26.8	\$ 18.5	\$ 110.7	\$ 85.3
Add: Convertible notes interest expense, net of tax	\$ 1.9	\$ 2.4	\$ 8.8	\$ 9.9	\$ 1.9	\$ 2.4	\$ 8.8	\$ 9.9
Net income - Diluted	\$ 28.6	\$ 17.6	\$ 118.4	\$ 93.0	\$ 28.7	\$ 20.9	\$ 119.4	\$ 95.2
Weighted shares outstanding - Basic	60.9	54.7	57.5	54.9	60.9	54.7	57.5	54.9
Effect of dilution from if-converted convertible notes	20.5	27.0	24.2	27.9	20.5	27.0	24.2	27.9
Effect of dilution from equity-based compensation awards	1.8	1.9	1.7	1.6	1.8	1.9	1.7	1.6
Weighted shares outstanding - Diluted	83.2	83.6	83.4	84.4	83.2	83.6	83.4	84.4
Diluted earnings per common share	\$ 0.34	\$ 0.21	\$ 1.42	\$ 1.10	\$ 0.34	\$ 0.25	\$ 1.43	\$ 1.13

- 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 38%



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 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 twelve months ended months ended September 30, 2025 and 2024 were as follows:

		Mexican Peso	Guatemalan Quetzal	Honduran Lempira	Australian Dollar
September 30,	2025	18.3	7.5	25.9	1.5
	2024	19.7	7.6	24.6	1.4
Three Months Ended September 30,	2025	18.6	7.6	25.9	1.5
	2024	18.9	7.6	24.4	1.5
Twelve Months Ended September 30,	2025	19.7	7.6	25.4	1.6
	2024	17.7	7.6	24.4	1.5



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THANK YOU

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