

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION
DISCUSSED DURING THE FIRST QUARTER 2004 EARNINGS CONFERENCE
CALL ON TUESDAY, APRIL 27, 2004**

Reconciliation to EBITDA (in thousands of dollars)	Three months ended March 30, 2004	Three months ended March 30, 2003
Reported earnings before income taxes & before non- recurring charges	\$83,803	\$83,539
Add back:		
Interest expense, net	\$8,856	\$12,752
Depreciation of property assets	\$11,249	\$10,120
Amortization of intangibles	\$2,488	\$2,873
EBITDA	\$106,396	\$109,284

- **Rainbow Acquisition – approximately \$100M transaction**
- **Same store sales in 1Q04**
 - **(1.3%) same store sales**
 - **Sequential customer count for qtr was negative at approx. (1.5%)**
 - **Sequential square footage growth for qtr was 5%**
 - **Square footage growth of 10% over last 12 months after Rainbow transaction closed**
 - **Square footage growth guidance – 5 to 10% per year**
- **Capital expenditures**
 - **\$13.4 million in 1Q04**
- **Debt leverage in 1Q04 - 1.53X**
- **Debt to book cap in 1Q04 – 45.2%**
- **Interest coverage ratio – approximately 6.73X**
- **EPS growth of 10% including current comps, opening new stores, acquisition strategies of store buys and account buys, and using strong cash flows to bring shareholder value**
- **15,000 plus co-workers**
- **McDonalds discount program – couple of hundred rentals a month**

This press release and the guidance above contain forward-looking statements that involve risks and uncertainties. Such forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expect," "intend," "could," "estimate," "should," "anticipate," or "believe," or the negative thereof or variations thereon or similar terminology. Although the Company believes that the expectations reflected in such forward-looking statements will prove to be correct, the Company can give no assurance that such expectations will prove to have been correct. The actual future performance of the Company could differ materially from such statements. Factors that could cause or contribute to such differences include, but are not limited to: uncertainties regarding the ability to open new stores; the Company's ability to acquire additional rent-to-own stores on favorable terms; the Company's ability to enhance the performance of these acquired stores; the Company's ability to control store level costs; the results of the Company's litigation; the passage of legislation adversely affecting the rent-to-own industry; interest rates; the Company's ability to collect on its rental purchase agreements;

changes in the Company's effective tax rate; changes in the Company's stock price and the number of shares of common stock that the Company may or may not repurchase; the approval of the acquisition of Rainbow by Rainbow shareholders; the ability of the Company to successfully integrate the acquired Rainbow stores into the Company's operating system; the Company's ability to enhance the performance of the acquired Rainbow stores; the ability to close the transaction in the period currently anticipated; the satisfaction of the closing conditions to the Rainbow acquisition; the ability to realize the cost savings anticipated; and the other risks detailed from time to time in the Company's SEC filings, including but not limited to, its annual report on Form 10-K/A for the year ended December 31, 2003. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release. Except as required by law, the Company is not obligated to publicly release any revisions to these forward-looking statements to reflect the events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.