CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE FOURTH QUARTER 2016 EARNINGS CONFERENCE CALL ON TUESDAY, FEBRUARY 14, 2017
QUARTER ENDED DECEMBER 31, 2016 (Recurring and comparable basis)

Reconciliation to Adjusted EBITDA	**THREE MONTHS ENDED DECEMBER 31**	
	2016	**2015**
Revenues	**$684,104**	**$793,833**
Reported Earnings Before Income Taxes	**$(21,497)**	**$41,453**
Add back:		
Other charges	-	-
Interest Expense, net	11,600	12,006
Depreciation, amortization and write-down of intangibles	19,858	20,580
Adjusted EBITDA	**$9,961**	**$74,039**
EBITDA Margin	***1.5%***	***9.3%***

CORE U.S.

- Total revenues were down 17.6% driven by a same store sales decline of 14.2% and an 8.0% reduction in store count from the prior year.

ACCEPTANCE NOW

- Acceptance Now segment experienced a 1.7% revenue decline due to lower store count. However, the lower store count was partially offset by higher purchase volume per store, and same-store sales, which were up 1.0%.

GROSS PROFIT

- Consolidated
  - Consolidated gross profit was $442.7 million, and gross profit margin was 64.7%, which is 160 basis points lower than last year.
- Core
  - Gross profit margin was 69.7%, down 140 basis points from last year. Margin pressure was driven by heavy promotional activity.
- Acceptance Now
  - Acceptance Now gross margin was 53.2%, down 50 basis points from last year. The decrease was driven primarily by lower gross profit margin on merchandise sales as a result of our efforts to cure past due accounts through targeted discounting of early purchase options.

EXPENSES

- Consolidated store labor, which includes the expenses associated with co-workers at our stores and at the district manager level, increased 160 basis points to 28.5%.
- Store Labor
  - In our Core U.S. segment, store labor expense was down approximately $17.3 million versus the prior year, but worsened by 250 basis points due to sales deleverage.
  - In our Acceptance Now segment, labor as a percent of sales was flat to last year.

- Other Store Expenses
  - Other store expenses, which include expenses related to occupancy, losses, advertising, delivery costs and utilities, increased 250 basis points to 28.3%.
  - In our Core segment, Other store expenses were down $16.1 million but worsened by 260 basis points due to sales deleverage and higher skip/stolen losses.
  - Within Acceptance Now, other store expenses increased 350 basis points, driven by higher skip/stolen losses, which were 12.5% up from 10.5% last year.

OPERATING PROFIT/EBITDA

- On a consolidated basis, operating margin was (1.4%) in the fourth quarter, representing a decline of 820 basis points, and consolidated EBITDA was at 1.5%, or down 780 basis points from a year ago.
- Consolidated EBITDA was at 5.4% or down 370 basis points from a year ago.

BALANCE SHEET

- Consolidated
  - Consolidated inventory on rent was down approximately 12.4% or $113 million versus a year ago.
  - Consolidated inventory held for rent was down approximately $22 million or 9.6%.
- Core
  - Inventory on rent in the Core U.S. segment was down 20.9% or $113 million. The key drivers were lower same-store sales, an 8.0% reduction on store count, and lower product cost from the benefits of our sourcing initiative.

- Acceptance Now
  - Inventory on rent increased $4.4 million or 1.3% due to higher purchase volumes in our retail partner locations.

DEBT/LEVERAGE

- As of the end of the fourth quarter we have approximately $95 million in cash and cash equivalents and we have reduced our total debt by approximately $234 million this year.

The information above contains 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. The Company believes that the expectations reflected in such forward-looking statements are accurate. However, there can be no assurance that such expectations will occur. The Company's actual future performance could differ materially from such statements. Factors that could cause or contribute to such differences include, but are not limited to: the general strength of the economy and other economic conditions affecting consumer preferences and spending; factors affecting the disposable income available to the Company's current and potential customers; changes in the unemployment rate; difficulties encountered in improving the financial and operational performance of the Company's business segments; failure to manage the Company's store labor (including overtime pay) and other store expenses; the Company's ability to develop and successfully execute strategic initiatives; the Company's ability to successfully implement its new store information management system and a new finance/HR enterprise system; the Company's ability to successfully market smartphones and related services to its customers; the Company's ability to develop and successfully implement virtual or e-commerce capabilities; failure to achieve the anticipated profitability enhancements from the changes to the 90 day option pricing program and the development of dedicated commercial sales capabilities; disruptions in the Company's supply chain; limitations of, or disruptions in, the Company's distribution network; rapid inflation or deflation in the prices of the Company's products; the Company's ability to execute and the effectiveness of a store consolidation, including the Company's ability to retain the revenue from customer accounts merged into another store location as a result of a store consolidation; the Company's available cash flow; the Company's ability to identify and successfully market products and services that appeal to its customer demographic; consumer preferences and perceptions of the Company's brand; uncertainties regarding the ability to open new locations; the Company's ability to acquire additional stores or customer accounts on favorable terms; the Company's ability to control costs and increase profitability; the Company's ability to retain the revenue associated with acquired customer accounts and enhance the performance of acquired stores; the Company's ability to enter into new and collect on its rental or lease purchase agreements; the passage of legislation adversely affecting the rent-to-own industry; the Company's compliance with applicable statutes or regulations governing its transactions; changes in interest rates; adverse changes in the economic conditions of the industries, countries or markets that the Company serves; information technology and data security costs; the impact of any breaches in data security or other disturbances to the Company's information technology and other networks and the Company's ability to protect the integrity and security of individually identifiable data of its customers and employees; changes in the Company's stock price, the number of shares of common stock that it may or may not repurchase, and future dividends, if any; changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; changes in the Company's effective tax rate; fluctuations in foreign currency exchange rates; the Company's ability to maintain an effective system of internal controls; the resolution of the Company's litigation; and the other risks detailed from time to time in the Company's SEC reports, including but not limited to, its Annual Report on Form 10-K for the year ended December 31, 2015. 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.