

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION  
DISCUSSED DURING THE THIRD QUARTER 2007 EARNINGS  
CONFERENCE CALL ON TUESDAY, OCTOBER 30, 2007**

<b>Reconciliation to Adjusted EBITDA (in thousands of dollars)</b>	<b>Three months ended September 30, 2007</b>	<b>Three months ended September 30, 2006</b>
<b>Reported earnings before income taxes</b>	<b>\$38,859</b>	<b>\$37,719</b>
<b>Add back:</b>		
<b>Litigation settlement expense</b>		<b>\$15,300</b>
<b>Finance charge from refinancing</b>		<b>\$2,165</b>
<b>ColorTyme franchisees settlement</b>	<b>(\$3,900)</b>	
<b>Interest expense, net</b>	<b>\$21,716</b>	<b>\$11,987</b>
<b>Depreciation of property assets</b>	<b>\$18,028</b>	<b>\$13,486</b>
<b>Amortization of intangibles</b>	<b>\$3,953</b>	<b>\$1009</b>
<b>Adjusted EBITDA</b>	<b>\$78,656</b>	<b>\$81,666</b>
<b>EBITDA Margin</b>	<b>11.1%</b>	<b>13.9%</b>

**QUARTER ENDED SEPTEMBER 30, 2007 (Recurring and comparable basis)**

- **Key Indicators**
  - **Saturday collections/weekly past dues**
    - **3Q07 - 70 basis points lower than last year**
    - **Last three months of August, September and October averaging less than 6% weekly**
  - **Customer skips and stolens**
    - **Higher in the 3Q07 than historically**
    - **Expected to return to historical levels of 2.5%**
  - **Same store sales**
    - **(1.8%) in 3Q07, versus guidance of flat to (1.5%)**
    - **Guidance of flat in 4Q07**
  - **Inventory**
    - **Held for rent at 24.5% slightly above our normal range – 20% to 24%**
    - **Anticipate % being back under 24 by the end of December**
- **Adjusted EBITDA**
  - **3Q07 - Increased 1.1% from prior year to \$82.6 million & 11.6% margin**
  - **Sep YTD - \$309.5 million, 18.5% increase from prior year.**
  - **2008 EBITDA of \$385 million and a margin around 13%**
- **Operating Cash Flow**
  - **Generated over \$270 million in operating cash flow in September YTD 2007**
- **Ended the quarter with approximately \$100 million cash on hand**

- **Outstanding Debt**
  - **\$1.202 billion September**
  - **Debt levels**
    - **\$902.0 million for senior term debt, \$865 million currently**
    - **\$300.0 million 7.5% subordinated notes**
    - **Reduced outstanding indebtedness:**
      - **Over \$91 million September YTD 2007**
      - **Since end of September reduced by over \$36 million**
      - **So far this year approximately \$127 million**
    - **Current revolver and line of credit capacity is roughly \$280 million**
    - **Consolidated Debt leverage Ratio – 2.75X**
    - **Net debt to book cap – 53.6%**
- **Debt reduction of \$127 million and share repurchases of \$80 million for a total of over \$207 million was a prudent use of our strong recurring cash flow**
- **Financial Services**
  - **Added 61 locations in 3Q07**
  - **Ended 3Q07 with 282 stores**
  - **Will end the year with approximately 285 stores versus original estimate of 300**
  - **Add approximately 200 locations in 2008**
- **20,000 co-workers**

*The press release and statistics 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 rent-to-own stores; the Company's ability to acquire additional rent-to-own stores on favorable terms; the Company's ability to identify and successfully enter new lines of business offering products and services that appeal to its customer demographic, including its financial services products; the Company's ability to enhance the performance of acquired stores, including the Rent-Way stores acquired in November 2006; the Company's ability to control costs; the Company's ability to identify and successfully market products and services that appeal to its customer demographic; the Company's ability to enter into new and collect on its rental purchase agreements; the Company's ability to enter into new and collect on its short term loans; the passage of legislation adversely affecting the rent-to-own or financial services industries; interest rates; economic pressures affecting the disposable income available to the Company's targeted consumers, such as high fuel and utility costs; changes in the Company's stock price and the number of shares of common stock that it may or may not repurchase; changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; changes in the Company's effective tax rate; the Company's ability to maintain an effective system of internal controls; changes in the number of share-based compensation grants, methods used to value future share-based payments and changes in estimated forfeiture rates with respect to share-based compensation; the resolution of*

*the Company's litigation; the court hearing the Walker case could refuse to approve the settlement or could require changes to the settlement that are unacceptable to the Company or the plaintiffs; one or more parties filing an objection to the settlement of the Walker case; and the other risks detailed from time to time in our SEC reports, including but not limited to, the Company's annual report on Form 10-K for the year ended December 31, 2006, and its quarterly reports for the quarters ended March 31, 2007, and June 30, 2007. 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.*