## SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM $8-K / A$

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported):
AUGUST 5, 1998

RENTERS CHOICE, INC.
(Exact name of registrant as specified in charter)

| DELAWARE <br> (State or Other Jurisdiction <br> of Incorporation) | $0-25370$ <br> $($ Commission <br> File Number) | $48-1024367$ <br> (IRS Employer |
| :--- | :---: | ---: |
| 13800 MONTFORT DRIVE | Identification No.) |  |
| SUITE 300 |  |  |
| DALLAS, TEXAS <br> (Address of Principal Executive Offices) |  |  |

(972) 701-0489
(Registrant's telephone number, including area code)

NO CHANGE
(Former Name or Former Address, if Changed Since Last Report)

On August 5, 1998, the Registrant purchased $100 \%$ of the capital stock of Thorn Americas, Inc. ("Thorn Americas") for approximately $\$ 900$ million (including the repayment of certain debt of Thorn Americas), subject to adjustment, pursuant to that certain Stock Purchase Agreement, dated June 16, 1998, by and among the Registrant, Thorn International BV and Thorn plc (the "Stock Purchase Agreement"). Immediately following the closing, Thorn Americas name was changed to Rent-A- Center, Inc. Prior to its acquisition by the Registrant, Thorn Americas was the largest rent-to-own operator with 1,404 company-owned stores and 65 franchised stores. Thorn Americas operated under three brand names, "Rent-A-Center," "Remco" and "U-Can Rent." In addition, Thorn Americas operated certain non-rent-to-own businesses, including automobile retailing, credit retailing and check cashing that represented less than $2.3 \%$ of Thorn Americas revenues during the fiscal year ended March 31, 1998.

Pursuant to the Stock Purchase Agreement, the Registrant paid the purchase price in cash and repaid certain debt of Thorn Americas owed to a subsidiary of Thorn plc. The total purchase price and structure of the consideration paid was determined by negotiation between the Registrant and Thorn plc. The source of the cash consideration was the proceeds from (i) a newly established $\$ 926.25$ million senior credit facility with Chase Manhattan Bank, as Administrative Agent, Comerica Bank, as Documentation Agent, and NationsBank, N.A., as Syndication Agent, (ii) a $\$ 175$ million senior subordinated credit facility with The Chase Manhattan Bank, as Administrative Agent and Chase Securities Inc., as Arranger, and (iii) the issuance of $\$ 235$ million of preferred stock to Apollo Investment Fund IV, L.P. These proceeds were also used to retire the Registrants prior revolving credit facility with Comerica Bank, as Agent. There was no material relationship between (i) the Registrant, any of its affiliates, any of its officers or directors, or any associate of such officers and directors, and (ii) Thorn Americas, Thorn International BV, or Thorn plc, any affiliates of Thorn Americas, Thorn International BV, or Thorn plc, any of the officers or directors of Thorn Americas, Thorn International BV, or Thorn plc or any associate of such officers and directors.

The Registrant intends to continue operating the acquired stores as rent-to-own stores and discontinue Thorn Americas non-rent-to-own businesses. Thorn Americas generated approximately $\$ 880$ million in rent-to-own revenue during its fiscal year 1998.

The Registrant is the largest rent-to-own operator and franchisor in the United States. The Registrant operates 2,084 company owned stores and franchises 343 stores in all 50 states and Puerto Rico and the District of Columbia.

ITEM 7. FINANCIAL STATEMENTS, PRO FORMA FINANCIAL INFORMATION AND EXHIBITS.
(a) FINANCIAL STATEMENTS OF BUSINESSES ACQUIRED.

Report of Independent Auditors
Balance Sheets as of March 31, 1997 and 1998
Statements of Operations for the years ended March 31, 1996, 1997 and 1998

Statements of Stockholder's Equity for the years ended March 31, 1996, 1997 and 1998

Statements of Cash Flows for the years ended March 31, 1996, 1997 and 1998

Notes to Financial Statements

CONSOLIDATED FINANCIAL STATEMENTS
THORN AMERICAS, INC. AND SUBSIDIARIES
YEARS ENDED MARCH 31, 1996, 1997 AND 1998 WITH REPORT OF INDEPENDENT AUDITORS
Report of Independent Auditors ..... 1
Consolidated Financial Statements
Balance Sheets ..... 2
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The Board of Directors
THORN Americas, Inc.
We have audited the accompanying consolidated balance sheets of THORN Americas, Inc. and subsidiaries as of March 31, 1997 and 1998, and the related consolidated statements of operations, stockholder's equity and cash flows for each of the three years in the period ended March 31, 1998. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of THORN Americas, Inc. and subsidiaries at March 31, 1997 and 1998, and the consolidated results of their operations and their cash flows for each of the three years in the period ended March 31, 1998, in conformity with generally accepted accounting principles.

Consolidated Balance Sheets
(Dollars in thousands, except share amounts)

Cash
Accounts receivable - other
Accounts receivable - affiliated companies, net
Prepaid expenses
Deferred income taxes
Merchandise and auto inventory
Rental merchandise, at cost
Less accumulated depreciation
Net rental merchandise
Property and equipment, at cost
Land and building
Furniture and equipment
Transportation and equipment
Leasehold improvements

Less accumulated depreciation and amortization

Net property and equipment
Goodwill, less accumulated amortization
Other assets, less accumulated amortization


See accompanying notes

|  | 1997 |  | 31 | 1998 | $\begin{gathered} \text { JUNE } 30 \\ 1998 \\ \text { (UNAUDITED) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Liabilities and Stockholder's Equity |  |  |  |  |  |  |
| Accounts payable | \$ | 62, 222 | \$ | 31,717 | \$ | 41,334 |
| Accrued expenses: |  |  |  |  |  |  |
| Salaries, wages and fringe benefits |  | 31,523 |  | 32,492 |  | 31,305 |
| Other |  | 18,948 |  | 9,047 |  | 9,495 |
| Other liabilities |  | 40,776 |  | 52,986 |  | 47,383 |
| Accrued incentives |  | 1,550 |  | 2,161 |  | 1,853 |
| Long term loans from affiliates |  | 714,235 |  | 714,223 |  | 714,663 |
| Total liabilities |  | 869,254 |  | 842,626 |  | 846,033 |
| Stockholder's equity: |  |  |  |  |  |  |
| Common stock of \$1 par value; 1,000 shares authorized, issued and outstanding | Common stock of \$1 par value; |  |  | 1 |  | 1 |
| Additional paid-in capital |  | 334,681 |  | 334,681 |  | 334,681 |
| Retained deficit |  | $(95,656)$ |  | $(98,199)$ |  | $(94,919)$ |
| Total stockholder's equity |  | 239,026 |  | 236,483 |  | 239,763 |
|  |  | 108,280 | \$ | 079,109 |  | ,085,796 |

See accompanying notes.

## THORN Americas, Inc. and Subsidiaries

## Consolidated Statements of Operations

 (Dollars in thousands)

See accompanying notes.

Consolidated Statements of Stockholder's Equity (Dollars in thousands)

For the years ended March 31, 1996, 1997 and 1998

|  | COMMON STOCK |  | $\begin{aligned} & \text { ADDITIONAL } \\ & \text { PAID-IN } \\ & \text { CAPITAL } \end{aligned}$ |  | RETAINED DEFICIT |  | TOTAL STOCKHOLDER'S EQUITY |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at March 31, 1995 |  |  |  |  |  |  |  |  |
| As previously reported | \$ | 1 | \$ | 180,210 | \$ | $(75,636)$ | \$ | 104,575 |
| Adjustment for reorganization /demerger |  | - |  | - - |  | $(2,985)$ |  | $(2,985)$ |
| Adjusted balance |  | 1 |  | 180,210 |  | $(78,621)$ |  | 101,590 |
| Net loss |  | -- |  | -- |  | $(13,061)$ |  | $(13,061)$ |
| Balance at March 31, 1996 |  | 1 |  | 180,210 |  | $(91,682)$ |  | 88,529 |
| Net loss |  | -- |  |  |  | $(3,974)$ |  | $(3,974)$ |
| Capital contributed by Parent |  | -- |  | 154,471 |  | -- |  | 154,471 |
| Balance at March 31, 1997 |  | 1 |  | 334,681 |  | $(95,656)$ |  | 239,026 |
| Net income |  | - |  | -- |  | 1,485 |  | 1,485 |
| Advance to unconsolidated |  |  |  |  |  |  |  |  |
| New Zealand division |  | -- |  | -- |  | $(4,028)$ |  | $(4,028)$ |
| Balance at March 31, 1998 |  | 1 |  | 334,681 |  | $(98,199)$ |  | 236,483 |
| Net income (unaudited) |  | -- |  | -- |  | 3,280 |  | 3,280 |
| Balance at June 30, 1998 (unaudited) | \$ | 1 | \$ | 334,681 | \$ | $(94,919)$ | \$ | 239,763 |

See accompanying notes to consolidated financial statements.


Continued on following page.


SUPPLEMENTAL SCHEDULE OF NONCASH FINANCING ACTIVITIES

During fiscal 1997, as part of the demerger transaction, the Company received a capital contribution of $\$ 154,471$ related to a reduction of affiliated indebtedness.

DISCLOSURE OF ACCOUNTING POLICIES
For purposes of the statement of cash flows, the Company considers cash and cash equivalents to include currency on hand, demand deposits and short-term investments with a maturity of three months or less with banks or other financial institutions.

Notes to Consolidated Financial Statements (Dollars in thousands)

March 31, 1996, 1997 and 1998
(Information as of June 30, 1998 and for the three-month periods ended June 30, 1997 and 1998 is unaudited)

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## ORGANIZATION AND PRINCIPLES OF CONSOLIDATED FINANCIAL STATEMENTS

Prior to April 1996, THORN Americas, Inc. (TA) was a wholly-owned subsidiary of THORN EMI North America Holdings, Inc. (TEMINAH) and TEMINAH was an indirectly wholly-owned subsidiary of THORN EMI plc., a United Kingdom limited liability company. Effective August 19, 1996, the demerger and reorganization of the THORN EMI group was completed and the rental, rental-purchase and related businesses of THORN EMI group were transferred to THORN plc. (THORN), a newly formed United Kingdom limited liability company. As a result of this demerger and reorganization, TA became a wholly owned subsidiary of THORN International BV, (hereinafter referred to as the "Parent"). The Parent is an indirectly wholly-owned subsidiary of THORN. The consolidated financial statements include the accounts of THORN Americas, Inc. and its wholly-owned subsidiaries, except for the net assets and operations of its New Zealand division, which had net assets at March 31, 1997 and 1998 of $\$ 7,608$ and $\$ 10,242$, respectively, hereinafter referred to collectively as the Company. All significant intercompany balances and transactions have been eliminated in consolidation.

THORN Americas, Inc., dba Rent-A-Center (RAC), Remco America, Inc. (Remco), U-Can Rent, and THORN Services International (TSI) operate approximately 1,400 rent-to-own stores throughout the United States. RAC, Remco and U-Can Rent principally rent consumer electronics, appliances and furniture on a short or long term basis. Ownership of the merchandise may be transferred to the consumer when rented on a long term basis, usually 6 to 30 months. TSI services the rental merchandise and provides warehouse and merchandise distribution services to the RAC, Remco and U-Can Rent stores.

During fiscal 1998, the Company began testing a used auto sales business, under the tradename AdvantEDGE Quality Cars. This proposition offers a retail transaction on the sale of used autos with installment financing available through the Company.

Certain reclassifications have been made in the 1996 and 1997 consolidated financial statements to conform with the 1998 format.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

USE OF ESTIMATES
The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

## MERCHANDISE AND AUTO INVENTORY

Merchandise inventory consists primarily of rental merchandise which is temporarily stored in distribution centers awaiting assignment to a store. Rental merchandise inventory is stated at average cost. In fiscal 1998, merchandise and auto inventory also includes inventory associated with the Company's auto business. Auto inventory is stated at actual cost.

RENTAL MERCHANDISE, RELATED RENTAL REVENUES AND DEPRECIATION
Rental merchandise is rented to customers pursuant to rental agreements which generally provide for either weekly or monthly rental terms, with rental payments collected in advance. The rental agreements may be terminated at any time by the customers, and if terminated, the rental merchandise is returned to the Company. Rental revenue is recognized as collected.

Merchandise rented to customers or available for rent is classified in the consolidated balance sheets as rental merchandise and is being depreciated on a straight-line basis over various periods ranging from 6 to 30 months (a majority of rental merchandise is depreciated over 18 to 24 month periods).

## DEPRECIATION AND AMORTIZATION

Depreciation of furniture and equipment, transportation equipment and buildings is computed on a straight-line basis over the estimated useful lives of the assets. Leasehold improvements are amortized on a straight-line basis over the term of the related leases.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

G00DWILL
Goodwill represents the excess of cost over the fair value of the net assets of businesses acquired and is amortized on the straight-line method over periods ranging from 2 to 40 years. Accumulated amortization of goodwill was \$149,210 and $\$ 173,254$ at March 31, 1997 and 1998, respectively.

OTHER ASSETS

Other assets consist of territory rights, covenants not to compete, deferred software costs, and other tangible and intangible amounts. Other assets, which are amortizable, are amortized using the straight-line method over periods ranging from 3 to 25 years. Accumulated amortization of these assets was $\$ 14,797$ and \$17,091 at March 31, 1997 and 1998, respectively.

SALE OF MERCHANDISE AND AUTOS

Sale of merchandise and autos consists primarily of sales of used rental merchandise, including proceeds from early payoffs of rental purchase contracts, and automobile sales in connection with the Company's auto business which opened in fiscal 1998.

## ACCOUNTING FOR IMPAIRMENT OF LONG-LIVED ASSETS

The Company evaluates long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amounts may not be recoverable. Impairment is recognized when the carrying amounts of such assets cannot be recovered by the undiscounted future net cash flows likely to be generated.

ADVERTISING COSTS
Costs incurred for communicating and producing advertising are expensed the first time the advertising occurs. During fiscal 1996, 1997 and 1998 advertising expense was \$33,895, \$30,284 and \$30,320, respectively.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## STOCK-BASED COMPENSATION

The Company participates in stock option and share rights plans sponsored by THORN that provide for the granting of stock options (Thorn Share Option Plan) to exempt level employees and share rights (Share Appreciation Rights Plan) to certain key executives of the Company. The stock options and share rights, which are associated with THORN stock, are typically issued annually and vest over a three year period, subject to certain performance criteria. Statement of Financial Accounting Standards No. 123 (SFAS 123), "Accounting for Stock-based Compensation," encourages, but does not require companies to record compensation cost for stock-based employee compensation plans at fair value. The Company applies APB Opinion 25 "Accounting for Stock Issued to Employees" in accounting for stock options.

CONCENTRATION OF CREDIT RISK

The Company's financial instruments that were exposed to concentrations of credit risk consist primarily of cash. The Company places its funds into high credit quality financial institutions and, at times, such funds may be in excess of the Federal Depository insurance limit.

## UNAUDITED INTERIM FINANCIAL DATA

The interim financial data at June 30, 1998, and for the three-month periods ended June 30, 1997 and 1998, included herein, are unaudited and, in the opinion of management, reflect all adjustments (consisting of only normal recurring adjustments) necessary for a fair presentation of financial position and the results of operations and cash flows for such interim periods.

## 2. ACQUISITIONS AND MERGERS

The Company maintains an ongoing program to acquire selected rental operations. During fiscal 1998, the Company acquired in purchase transactions eight rental operations for an aggregate $\$ 7,626$ net of cash acquired, of which $\$ 4,209$ was accounted for as goodwill. During fiscal 1997, the Company acquired in purchase transactions twelve rental operations for an aggregate $\$ 21,073$ net of cash acquired, of which $\$ 15,292$ was accounted for as goodwill. During fiscal 1996, the Company acquired in purchase

## 2. ACQUISITIONS AND MERGERS (CONTINUED)

transactions seven rental operations for an aggregate $\$ 124,577$ net of cash acquired, of which $\$ 85,363$ was accounted for as goodwill. The operations of the stores are included in the Company's consolidated financial statements beginning on the date of acquisition. The Company is continuing to consider the acquisition of additional rental operations.

On August 19, 1996 the demerger of the THORN EMI group was completed and the rental, rental-purchase and related businesses of the THORN EMI group were transferred to THORN plc. This resulted in, among other things, the Company acquiring 100 percent of the common stock of Remco Americas, Inc. in exchange for the Company's twelve percent investment interest in the common stock of an affiliated company, Thorn EMI North America, Inc. (TENA). The Company's investment in TENA was accounted for under the cost method of accounting and had a net book carrying value of $\$ 50,000$. The affiliates from which this common stock and these net assets were purchased were under the common control of the Company's indirect parent at the time of the transaction and accordingly, the assets and liabilities were recorded at their historical cost in a manner similar to that of a pooling of interest. The accompanying financial statements include the accounts and operations of these affiliates as if they were a part of the Company at the beginning of fiscal 1996.

## 3. LOANS FROM AFFILIATES

Prior to the demerger, the Company had entered into a loan agreement with TEMINAH which required the Company to pay to TEMINAH $\$ 2,129,280$ on July $2,2004$. This amount consisted of principal plus interest compounded at ten percent (10\%) per year. As a part of the demerger transaction the Company and an affiliated company, Thorn Finance, plc. (TFP), refinanced the loan agreement, requiring the Company to pay TFP $\$ 710,818$ together with all accrued and unpaid interest on the unpaid balance on July 2, 2010. In connection with this refinancing the Company paid $\$ 200,000$ on the original note. In addition, $\$ 50,000$ of this note was forgiven by TEMINAH and recorded as a contribution of capital in the accompanying statement of stockholders' equity.

During fiscal 1998, interest accrues at a variable rate equal to 120\% of the "Applicable Federal Rate" (AFR), designated as "Compounding Monthly," for debt instruments with a maturity of less than three years (6.3\% at March 31, 1998). During fiscal 1997, the interest rate was equal to fifty (50) basis points above the AFR ( $6.18 \%$ at March 31, 1997). The terms of the agreement allow the Company to prepay the note in part or in

## 3. LOANS FROM AFFILIATES (CONTINUED)

full, without premium or penalty. The balance on the note payable to TFP, at March 31, 1997 and 1998 was \$714, 235 and \$714,223, respectively.
4. ACCOUNTS RECEIVABLE - AFFILIATED COMPANIES

Accounts receivable from affiliated companies includes income taxes payable to Parent of $\$ 480$ at March 31, 1997 (see Note 9). These balances are not subject to interest. The Company has short term loans receivable outstanding from TFP totaling $\$ 65,000$ and $\$ 15,000$ as of March 31, 1997 and 1998, respectively. Other intercompany receivables/(payables) with affiliated companies totaled $\$(2,419)$ and $\$ 24$ as of March 31, 1997 and 1998, respectively. The year-end net receivable balances are not subject to specified settlement terms.

Prior to the demerger transaction, advances to or from affiliated companies were made as working capital was available or needed. The Company received interest at $125 \%$ of the monthly applicable federal rate on the deposited funds. After the demerger transaction the Company continues to earn interest on its excess cash invested with THORN at rates commensurate with short term interest rates available in major U.S. banking markets.

## 5. COMMITMENTS

The Company leases its store and distribution facilities. Management expects, in the normal course of business, that leases which expire will be renewed or replaced by other leases. At March 31, 1998, the approximate future annual minimum rental payments required under these noncancelable operating leases were as follows:

| 1999 | $\$ 39,886$ |
| :--- | ---: |
| 2000 | 28,625 |
| 2001 | 14,344 |
| 2002 | 6,114 |
| 2003 | 2,475 |
| Thereafter | 2,327 |
| Total minimum payments required |  |
|  | .----- |
|  | $\$ 93,771$ |
| $======$ |  |

## 5. COMMITMENTS (CONTINUED)

Rent expense under noncancelable operating leases for fiscal 1996, 1997, and 1998 was approximately $\$ 41,197, \$ 45,973$ and $\$ 47,590$, respectively.

## 6. INCENTIVE PLANS

The Company has long-term incentive plans for key executives. Payments are contingent upon the Company meeting long-term financial objectives based upon three-year operating cycles. Expense associated with such plans during fiscal 1996, 1997 and 1998 totaled $\$ 440, \$ 797$ and $\$ 1,072$, respectively. The expected obligations under these plans at March 31, 1997 and 1998 were $\$ 1,550$ and $\$ 2,161$, respectively.

## 7. SAVINGS PLANS

The Company has a trusteed savings plan for the benefit of eligible employees. The plan provides for the participants to make voluntary contributions to the plan ranging from $1 \%$ to $20 \%$ of their gross compensation which is matched by the Company at a rate each year as determined by the Company's Board of Directors. The Company may, at its sole discretion, match $100 \%$ of the amount contributed by the participant up to $4 \%$ of the employee's annual gross compensation.

Effective January 1, 1998, the Company offered a nonqualified saving plan (NSP) for certain designated employees who are within a select group of key management or highly compensated employees. Employees eligible to participate in the NSP may elect to defer up to a maximum of $80 \%$ of their salary and up to a maximum of $100 \%$ of incentive bonuses. The Company will make a matching deferred contribution of up to $15 \%$ of the employee's contribution, not to exceed $\$ 15$ per employee per plan year.

During fiscal 1996, 1997, and 1998 the expense related to these plans, net of forfeitures, amounted to $\$ 3,554, \$ 3,359$ and $\$ 3,295$, respectively.

## 8. STOCK-BASED COMPENSATION PLANS

In fiscal 1997, the Company adopted the disclosure-only provisions of SFAS 123. SFAS 123 encourages entities to adopt a fair value-based method of accounting for employee stock compensation plans, but allows companies to continue to account for those plans using the accounting proscribed by APB 25. The Company has elected to account for

## 8. STOCK-BASED COMPENSATION PLANS (CONTINUED)

stock based compensation using APB 25, while making the required pro forma disclosures of net earnings as if the fair value-based method had been applied.

Accordingly, no compensation expense has been recorded for the stock option or share rights plans. Had the compensation cost for stock based compensation plans been determined using the fair value method of accounting consistent with SFAS 123, there would have been no significant effect on the Company's net income. The Black-Scholes option-pricing model was used to determine the fair value on the date of grant for the stock options and share rights. As of March 31, 1998 there were awards for $9,961,904$ shares outstanding.

SFAS 123 requires certain disclosures to be made about the pricing model assumptions used, exercisable options, option activity, weighted average price per option and option exercise price range for each income statement period. Since the stock option and share rights activity relates only to THORN's stockholders' equity, this information is not presented for the Company.

## 9. INCOME TAXES

Deferred income taxes reflect the net tax effects of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for income tax purposes.

Significant components of the provision for income taxes attributable to continuing operations are as follows:

|  |  | 1996 |  | 1997 |  | 1998 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current: |  |  |  |  |  |  |
| Federal | \$ | 8,576 |  | 17,487 | \$ | 7,050 |
| State |  | 3,536 |  | 6,670 |  | 614 |
| Total current |  | 12,112 |  | 24,157 |  | 7,664 |
| Deferred: |  | $(4,384)$ |  | $(7,998)$ |  | (532) |
| Federal |  | (957) |  | $(2,279)$ |  | 628 |
| State |  | $(5,341)$ |  | $(10,277)$ |  | 96 |
| Total deferred | \$ | 6,771 |  | 13,880 | \$ | 7,760 |

# Notes to Consolidated Financial Statements (continued) 

(Dollars in thousands)

## 9. INCOME TAXES (CONTINUED)

Prior to the demerger, the Company filed a consolidated federal tax return with TEMINAH and calculated its tax provision in accordance with TEMINAH's tax allocation policy, which provides for calculations on a stand-alone basis with any tax liability or benefit recorded as a payable to or receivable from TEMINAH. Post- demerger, the Company files a consolidated federal tax return with its U.S. subsidiaries and calculates its tax liability based upon income for the applicable periods. During fiscal 1997 in connection with the demerger, TEMINAH forgave $\$ 8,721$ in tax liability owed to them from the Company. This reduction in liability was treated as a capital contribution by TEMINAH and recorded as an increase in paid-in capital by the Company.

The income tax provision differed from the amount computed by applying the U.S. federal income tax rate of $35 \%$ for fiscal 1997 and 1998 to income before income taxes as a result of the following:

Computed "expected" tax expense
Increase (reduction) in income taxes resulting from:
Amortization of non-deductible goodwill
tax benefit
Reduction of valuation allowance
Other, net


Notes to Consolidated Financial Statements (continued)
(Dollars in thousands)

## 9. INCOME TAXES (CONTINUED)

Significant components of the Company's deferred tax assets and liabilities are as follows:

|  | 1997 | 1998 |
| :---: | :---: | :---: |
| Deferred tax assets: |  |  |
| Reserves for contingencies and restructuring | \$10, 836 | \$19, 704 |
| Reserves for self-insurance and accrued liabilities | 9,997 | 11,378 |
| Alternative minimum tax credit carryforward | - - | 6,674 |
| Property and equipment | 5,146 | 10,377 |
| Other | 4,324 | 5,520 |
| Total deferred tax assets | 30,303 | 53,653 |
| Deferred tax liabilities: |  |  |
| Rental assets | \$ 4,875 | \$26, 811 |
| Other | 4,219 | 5,729 |
| Total deferred tax liabilities | 9,094 | 32,540 |
| Net deferred tax assets | \$21, 209 | \$21, 113 |

The alternative minimum tax credit carryforward has no expiration date.
10. CONTINGENCIES

The Company is a defendant in a number of class or alleged class action cases relating to Rent-A-Center's rental-purchase or rent-to-rent agreements as detailed below. Each claim is being adjudicated in the context of the relevant state law which is different in each state. The first five cases referred to below, which seek to recharacterize the transaction from a lease to a credit sale, were filed prior to 1995. Of the remaining four cases, two, filed in late 1997 and early 1998, seek to challenge compliance with the relevant rental-purchase statutes. The remaining two cases, filed in early 1998, seek to challenge the reinstatement fee and in addition, one of the cases alleges that the Liability Damage Waiver (LDW) charge is excessive

The Company is a defendant in a class action alleging that Rent-A-Center's rental-purchase agreements are credit sales and do not comply with the requirements of the Minnesota Consumer Protection Statutes and Usury Law. Summary judgment was entered as to liability and was affirmed by the U.S. Eighth Circuit Court of Appeals. The District Court found that the remedy available to the class members would be full recovery of all amounts paid for customers who returned their property and recovery of only the alleged interest for those customers who did not return their property.

Final Judgment as to damages was issued April 15, 1998, in the amount of $\$ 29,898$ plus interest, although the court is considering the plaintiffs' request for an additional \$1,630. The Company will appeal such award of damages and will be required to post a bond in connection therewith. The Company no longer offers its rental-purchase transaction in this state.

The Company and five of its present or former officers are defendants in a Pennsylvania alleged class action resulting from the consolidation of two existing proposed class actions. A third class action lawsuit in Pennsylvania has been stayed pending the outcome of the consolidated action and is incorporated into the settlement relating to that consolidated action. The consolidated action alleges that Rent-A-Center's rental agreements violate the Pennsylvania Goods and Services Installment Sales Act and the federal Racketeer Influenced and Corrupt Organization Act (RICO). A motion for a nationwide class certification has been denied by the court with the provision that plaintiffs may attempt to amend their complaint. A settlement in the amount of $\$ 9,350$ has been reached with the plaintiffs. A final hearing to obtain the Court's approval was held June 17, 1998, and the Court approved the settlement July 8, 1998.

The class action filed in 1994 in Federal Court in Wisconsin was dismissed for lack of jurisdiction on October 20, 1997. The plaintiffs have re-filed the case in a Wisconsin state court. The new complaint alleges that Rent-A-Center's rental purchase agreements should be deemed consumer credit sales under the Wisconsin Consumer Act, violated Wisconsin's Usury law and violated the Wisconsin Deceptive Practices Act. The Court entered an order July 7, 1998 granting the plaintiff's motion for class certification and denying the Company's motion for partial summary judgment. A pre-trial conference is scheduled August 26, 1998.

## 10. CONTINGENCIES (CONTINUED)

The Company is a defendant in a class action alleging that Rent-A-Center's rental-purchase agreements are credit sales and do not comply with the requirements of the New Jersey Retail Installment Sales Act and violate the New Jersey Consumer Fraud Act and Usury law. In January 1997, summary judgment was granted in favor of the plaintiffs in this case as to violation of the Retail Installment Sales Act and the Consumer Fraud Act; the Court denied the plaintiff's motion on the usury count. However, in September 1997, the Court granted the plaintiff's motion for summary judgment on damages for breach of the Retail Installment Sales Act and the Consumer Fraud Act, adopting the plaintiff's formula of $40 \%$ of all rental payments, being the time differential interest equivalent, plus reinstatement fees. This amount was trebled pursuant to the Consumer Fraud Act. Judgment has now been entered for an amount of $\$ 100,000$ subject to further accounting. Initially, a bond was posted for this amount, and pursuant to further accounting was increased by $\$ 63,000$ to cover potential damages through April, 1999. The injunction to prevent Rent-A-Center from continuing to trade has been stayed pending the appeal. The Company is appealing this decision to the New Jersey Court of Appeals and intends to pursue all further legal proceedings as appropriate.

The Company is a defendant in a class action alleging that Rent-A-Center violated the Texas Usury Law, the Texas Insurance Law and the Texas Deceptive and Unfair Trade Practices Act. Texas law presently provides that rental purchase agreements are not credit sales. There have been no developments in this case since 1994 and damages are unspecified.

The following information relates to those claims not seeking recharacterization:

The Company is a defendant in an alleged class action in New York. The case has been removed to Federal Court. The complaint alleges that Rent-A-Center engaged in deceptive or unfair acts in contravention of the New York Personal Property Law (the Rent-to-Own Program Law), as well as provisions of the General Business Law relating to consumer protection for deceptive acts and practices and false advertising. The plaintiffs seek both compensatory and punitive damages.

The Company is a defendant in an alleged class action filed in Massachusetts. This claim alleges that Rent-A-Center's transactions and advertising failed to comply with the Massachusetts rental purchase statute and are deceptive under the Massachusetts Consumer Protection Act. The plaintiffs seek both compensatory and punitive damages.

## 10. CONTINGENCIES (CONTINUED)

The Company is a defendant in two alleged class actions filed in the State of Alabama which were filed in January and March, 1998. These claims allege that Rent-A-Center's reinstatement fee constitutes an illegal penalty and that charging such fee constitutes breach of contract. A second claim was added to the second class action alleging the LDW charge is excessive. The plaintiffs seek compensatory damages only.

The claims described above, where not concluded, are being vigorously defended. However, management believes that a loss will be incurred in some of the cases and although a specific amount cannot be estimated due to an inability to reasonably estimate potential losses and potential appellate decisions reversing in whole or in part outstanding lower court judgments, the Company has accrued $\$ 34,500$ in the accompanying financial statements. If the courts in these actions were to hold that the Company's rental or rental-purchase transactions constitute credit sales, the Company would seek to adapt its agreements, where this has not already occurred, so that they would not be so treated under relevant state laws. Management believes that a final unfavorable outcome in any one of these actions, except for that in Texas, would not have a material adverse effect on the Company's ongoing business. There can be no assurance, however, that final unfavorable outcomes in any of these actions would not have a material effect on the Company's financial condition or results of operations in the year of final adjudication.

The Company is a defendant in an action filed in the Federal District Court in Missouri alleging a policy of racial discrimination against a nationwide class of African-Americans who applied for employment, are currently employed or were formerly employed. The Company denies the allegations and will vigorously oppose certification of a nationwide class. Attempts to certify a nationwide class in a racial discrimination case filed in the Federal District Court in Kansas were dismissed last year.

The Company's management is not aware of any additional legal or arbitration proceedings pending or threatened against the Company which may have any liability significantly in excess of provisions in the accounts.

## 11. FAIR VALUES OF FINANCIAL INSTRUMENTS

The fair values of the Company's financial instruments at March 31, 1998 are as follows:

Loans from affiliated company: It was not practicable to estimate the fair value of the Company's loans from its affiliates because no quoted market prices exist for these unique instruments and there is no intent by management to retire the debts.
12. OFF-BALANCE SHEET RISK

Letters of credit are issued by the Company during the ordinary course of business through banks as required by certain vendor contracts. As of March 31, 1997 and 1998, the Company had outstanding irrevocable stand-by letters of credit for $\$ 27,336$ and $\$ 66,842$, respectively.

Subsequent to March 31, 1998, the Company secured a bond in the amount of $\$ 32,786$ and canceled its previously outstanding stand-by letter of credit in the amount of $\$ 4,000$, in connection with a class action lawsuit in Minnesota (see Note 10). The Company and THORN are both guarantors of the bond.

The Company has secured a bond in the amount of $\$ 100,000$ in connection with a class action lawsuit in New Jersey (See Note 10). The Company and THORN are both guarantors of the bond.

The Company has a $\$ 20,000$ unused line of credit with a financial institution. 13. RESTRUCTURING CHARGES

During fiscal 1998, the Company discontinued its new concept tests related to its credit retail and check-cashing businesses, closed certain nonperforming rental purchase stores and reorganized certain administrative support functions resulting in a charge to operating income of $\$ 12,292$. Such restructuring charges include asset valuation reductions of approximately $\$ 3,750$, future rent obligations of approximately $\$ 2,250$, employee severance costs of approximately $\$ 5,250$ and other costs of approximately $\$ 1,042$. As of March 31, 1998, $\$ 6,851$ of total restructuring charges remained in accrued liabilities.

During 1996, the Company recorded restructuring charges of $\$ 12,600$ related to consolidation of offices and reductions in the number of employees. These charges were
13. RESTRUCTURING CHARGES (CONTINUED)
primarily made up of the expected costs of employee separations. There was no remaining liability at March 31, 1998.
14. SUBSEQUENT EVENT

On June 17, 1998 THORN announced that it has entered into an agreement to sell the Company to Renter's Choice, Inc, a publicly held rent-to-own company for approximately $\$ 900,000$ subject to shareholder and Federal Trade Commission approval. A closing date for the transaction has not yet been determined.

In August, 1998, subsequent to its change of control, the Company reached a tentative settlement with the plaintiffs in Wisconsin, in the amount of \$16.25 million. Such amount is not accrued in the June 30, 1998 financial statements.
(b) PRO FORMA FINANCIAL INFORMATION OF RENTERS CHOICE, INC. AND THORN AMERICAS, INC.

Unaudited Pro Forma Combined Balance Sheet as of June 30, 1998
Notes to Unaudited Pro Forma Combined Balance Sheet as of June 30, 1998

Unaudited Pro Forma Combined Statement of Operations for the year ended December 31, 1997

Notes to Unaudited Pro Forma Combined Statement of Operation for the year ended December 31, 1997

Unaudited Pro Forma Combined Statement of Operations for the six months ended June 30, 1998

Notes to Unaudited Pro Forma Combined Statement of Operation for the six months ended June 30, 1998

The following unaudited pro forma combined financial information of Renters Choice, Inc. (RCI or the Company) gives effect to the Thorn Americas, Inc. (Thorn) acquisition (the Acquisition) and the offering of $\$ 175$ million of $11 \%$ Senior Subordinated Notes due 2008 (the Offering) as if such transactions were consummated on June 30, 1998, in the case of the Unaudited Pro Forma Combined Balance Sheet, and as if such transactions and the Central Rents, Inc. (Central Rents) acquisition (the Central Acquisition) were consummated on January 1, 1997, in the case of Unaudited Pro Forma Combined Statements of Operations for the year ended December 31, 1997 and the six months ended June 30, 1998. The Unaudited Pro Forma Combined Statement of Operations for the year ended December 31, 1997 includes Thorn historical information for the year ended March 31, 1998, its fiscal year end. The acquisition of Thorn was completed on August 5, 1998 and the acquisition of Central Rents was completed on May 28, 1998. The aforementioned transactions and the related adjustments are described in the accompanying notes. In the opinion of management, all adjustments have been made that are necessary to present fairly the pro forma data.

The following unaudited pro forma combined financial information is presented for illustrative purposes only, does not purport to be indicative of the RCI's financial position or results of operations as of the date hereof, or as of or for any other future date, and is not necessarily indicative of what RCI's actual financial position or results of operations would have been had the foregoing transactions been consummated on such dates, nor does it give effect to (i) any transactions other than the foregoing transactions and those described in the accompanying Notes to Unaudited Pro Forma Combined Financial Information or (ii) RCI's, Thorn's, or Central Rents' results of operations since June 30, 1998. Although the following unaudited pro forma combined financial information gives effect to expected annual net savings from the elimination of duplicate general and administrative and field expenses as a result of the aforementioned acquisitions, it does not give effect to additional annual net savings expected to be achieved following consummation of the Acquisition and the Central Acquisition (described in Note (3) to the Unaudited Pro Forma Combined Statement of Operations for the year ended December 31, 1997). Actual amounts could differ from those presented.

The following unaudited pro forma combined financial information is based upon the historical financial statements of RCI, Thorn, and Central Rents, and should be read in conjunction with such historical financial statements, the related notes, and the Notes to Unaudited Pro Forma Combined Financial
Information. In the preparation of the unaudited pro forma combined financial information, it has been generally assumed that the historical value of Thorn's assets and liabilities approximates the fair value thereof, except as described in the Notes to Unaudited Pro forma Combined Financial Information, since an independent valuation has not been completed. RCI will be required to determine the fair value of Thorn's assets and liabilities as of the closing date of the Acquisition. Although such determination of fair value is not presently expected to result in values that are materially greater or less than the values assumed in the preparation of the following unaudited pro forma combined financial information, there can be no assurance with respect thereof.

# UNAUDITED PRO FORMA COMBINED BALANCE SHEET 

JUNE 30, 1998
(DOLLARS IN THOUSANDS)

## ASSETS

Cash and cash equivalents Accounts receivable Rental merchandise, net Merchandise and auto inventory Prepaids and other assets Property assets, net Deferred income taxes Intangible assets, net

Total assets


## LIABILITIES AND EQUITY

| Accounts payable | \$ | 14,193 | \$ | 41,334 | \$ | -- | \$ | 55,527 | \$ | -- | \$ 55,527 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Accrued liabilities |  | 23, 067 |  | 90,036 |  | $(36,353)(2)$ |  | 76,750 |  | - | 76,750 |
| Debt |  | 128, 235 |  | - - |  | 767,500 (1) |  | 895,735 |  | - | 895,735 |
| Loans from Thorn plc |  | -- |  | 714,663 |  | $(714,663)(2)$ |  | -- |  | -- | -- |
| Total liabilities |  | 165,495 |  | 846, 033 |  | 16,484 |  | 028, 012 |  | -- | 1, 028, 012 |
| Redeemable convertible preferred stock |  | -- |  |  |  | 260, 000 (1) |  | 260, 000 |  | -- | 260, 000 |
| Stockholders' equity |  | 170,343 |  | 239,763 |  | $(264,763)(4)$ |  | 145,343 |  |  | 145,343 |
| Total liabilities and |  |  |  |  |  |  |  |  |  |  |  |
| stockholders' equity | \$ | 335,838 |  | 085,796 | \$ | 11,721 |  | 433, 355 | \$ | -- | \$1,433,355 |

> JUNE 30, 1998
> (DOLLARS IN THOUSANDS)
(1) Adjustment to record the debt and equity required to finance the

Acquisition and the repurchase of common stock and use of related proceeds:

| Sources: |  |
| :---: | :---: |
| Senior Term Loan A | \$ 120,000 |
| Senior Term Loan B | 270,000 |
| Senior Term Loan C | 330, 000 |
| Senior Subordinated Credit Facility | 175,000 |
| Redeemable convertible preferred stock | 260,000 |
| Total sources | \$1,155, 000 |
| Uses: |  |
| Purchase price of the Acquisition | \$ 900,000 |
| Estimated purchase price adjustment per agreement | 17,600 |
| Retirement of existing RCI Debt | 127,500 |
| Repurchase of RCI common stock | 25,000 |
| Transition and integration costs related to the Acquisition | 45, 000 |
| Fees and expenses | 34,065 |
| Cash and cash equivalents | 5,835 |
| Total uses | \$1,155, 000 |

(a) Pro Forma adjustment reflected in Note (2) below. Fees and expenses are also reflected in Note (3)
(b) Pro Forma adjustment reflected in Note (4) below.
(2) The aggregate purchase price assumed to be paid by RCI and the related purchase accounting for the Acquisition is as follows:

Aggregate purchase price
Purchase price per agreement
Estimated purchase price adjustment per agreement
\$ 900,000
17,600
14, 600
45, 000
(a)

Estimated legal, accounting and other advisory fees
Restructuring charge related to the Acquisition
\$ 977, 200
Allocation of purchase price
Aggregate purchase price
Less net book value of assets acquired

Less adjustments to record assets and liabilities acquired at fair market value Existing goodwill
\$(479,517) Other intangible assets
$(48,067)(b)$
Existing loans from Thorn plc forgiven
Existing Accounts receivable - affiliated companies forgiven Accrued liabilities Deferred income taxes

$$
26,376 \text { (d) }
$$

Excess cost over fair market value of tangible net assets acquired
(a) Reflects estimated transition and integration costs to be incurred in connection with the Acquisition in accordance with EITF 95-3 "Recognition of Liabilities in Connection with a Purchase Business Combination"

Severance payments and other compensation to employees Lease termination and store conversion costs
(b) Elimination of other assets such as territory rights and deferred software costs as a result of the Acquisition.
(c) Elimination of the $\$ 34,500$ legal reserve for pending class action litigation indemnified by seller and the elimination of $\$ 1,853$ of accrued incentive payments to employees which are being assumed by seller.
(d) Deferred tax asset related to the temporary differences between financial statement carrying amounts and tax basis of assets and liabilities acquired, as adjusted, at an assumed income tax rate of $40 \%$ for the years in which those differences are expected to be recovered or settled.
(e) Thorn has not accrued a liability for the Robinson v. Thorn Americas, Inc. litigation in which a New Jersey state court has entered a judgment against Thorn and has ordered Thorn to pay the class of plaintiffs an amount in excess of $\$ 100$ million. Thorn has posted a $\$ 163$ million supersedeas bond, which amount was derived from an accounting by the plaintiffs of the projected amount of judgment liability as of April 1999. RCI intends to vigorously defend any actions still pending at the time of the consummation of the Acquisition and, accordingly, in its preliminary purchase accounting, RCI has also not recorded an estimated liability related to this case. This will be treated as a preacquisition contingency by RCI. In the event that RCI is unsuccessful under the appeal, excess cost over fair market value of tangible net assets will be increased by any damages required to be paid
(3) Represents debt issuance costs associated with the Acquisition.
(4) Reflects the following:

Elimination of equity
Repurchase of RCI common stock
$\$(239,763)$
$(25,000)$
------
$\$(264,763)$
$========$
(5) Adjustment to reflect the costs of the Offering.


| Acquisitions | Offering | Pro Forma |
| :---: | :---: | :---: |
| Pro Forma | Adjustments | Combined |

## Revenues <br> Store

| Rentals and fees | $\$ 1,204,971$ | $\$$ | -- |
| :--- | ---: | ---: | ---: |
| Merchandise sales | 65,289 | -- | $1,204,971$ |
| Other | 793 | -- | 65,289 |

Franchise



See accompanying notes to Unaudited Pro Forma Combined Statement of Operations

NOTES TO UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS
YEAR ENDED DECEMBER 31, 1997
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)
(1) The following historical combined statement of operations of RCI and Central Rents for the year ended December 31, 1997 has been derived from the audited financial statements of the respective entities:

(2) Reflects the elimination of Thorn's Non-RTO Businesses (including nonrecurring charges of $\$ 7,792$ as discussed in Note (14)), including used automobiles retailing, credit retailing and check cashing businesses, which had combined revenue of $\$ 20.2$ million.
(3) Reclassification of Thorn store expenses to conform with RCI's presentation

Reclassification Thorn volume and cash discounts from purchases to conform with RCI's presentation

Reclassification of Thorn advertising rebates as a reduction in store expenses to conform with RCI's presentation

Elimination of income related to a rebate of management fees from Thorn plc

Total
Elimination of duplicate corporate overhead and regional management expenses: (a)
Corporate overhead
Salaries and benefits
Administrative expenses
Regional management expenses
Total

Increase (decrease)

| Increase (decrease) |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Store Expenses |  |  |
| Rentals and Fees | Depreciation of Rental | Salaries and | General and Administrative |
| Revenue | Merchandise | Other | Expenses |
| \$ | \$ | \$ 457, 807 | \$ $(457,807)$ |
| $(4,202)$ | $(4,202)$ | -- | -- |
| -- | -- | $(5,798)$ | 5,798 |
| -- | -- | -- | 2,900 |
| $(4,202)$ | $(4,202)$ | 452, 009 | $(449,109)$ |
| -- | -- | -- | $(17,400)$ |
| -- | -- | -- | $(1,000)$ |
| -- | -- | $(2,500)$ | -- |
| -- | -- | $(2,500)$ | $(18,400)$ |
| \$ (4,202) | \$ (4,202) | \$ 449,509 | \$ 467,509 ) |

(a) In addition to cost savings of $\$ 20.9$ million from the Acquisition and $\$ 2.6$ million from the Central Acquisition, after the Acquisition is completed the Company is planning to implement certain other initiatives which are expected to generate an additional \$9.9 million of annual cost savings. These include making changes to Thorn's product distribution and product service and repair network which would result in estimated annual savings of $\$ 22.3$ million and $\$ 4.6$ million, respectively. In addition, the Company is considering other initiatives to increase Thorn's store efficiencies and operating profit. These changes would result in estimated annual additional expenditures of approximately $\$ 17.0$ million. Therefore, management believes it will achieve $\$ 30.8$ million of total cost savings from the Acquisition, of which $\$ 20.9$ million is included in pro forma operating income and $\$ 9.9$ million of which reflects the net effect of these other initiatives.

Increase (decrease)
Store
Expenses
Salaries and Other General and Administrative Expenses
$\$(57,684)$
\$ 57,684
Reclassification of Central Rents other store expenses to conform with RCI's presentation
Elimination of duplicate corporate overhead and additional field expenses as a result of the Central Rents acquisition
$(2,800)$
$\$(60,484)$
(5) Elimination of litigation expense relating to Minnesota and Pennsylvania class action litigation indemnified by seller as part of the Acquisition.
(6) Reversal of historical intangible amortization and recording the pro forma intangible amortization required as a result of the Central Rents and Thorn acquisitions, using estimated useful lives of 5 years for the noncompete agreement (Central Rents), and 30 years for excess costs over fair market value of net assets acquired:
（7）Change in interest expense as a result of borrowings on the existing revolving credit agreement used to finance the Central Rents acquisition：

Borrowings of $\$ 101.4$ million at $7 \%$ on the existing
revolving credit agreement used to finance the
Central Rents acquisition
Elimination of historical interest expense for Central Rents
\＄7，097
$(7,849)$
\＄
（752）
－ーニーーーー
（8）Net adjustment to interest expense as a result of the issuance of debt to complete the Thorn acquisition：
Senior Credit Facilities：
$\$ 120$ million Term Loan $A$ at an annual interest rate of $7.95 \%$
$\$ 270$ million Term Loan $B$ at an annual interest rate of $8.20 \%$
$\$ 330$ million Term Loan $C$ at an annual interest rate of $8.45 \%$
Annual commitment fee of $0.50 \%$ applied to the $\$ 120$ million unused balance
Annual $2.50 \%$ fee applied to the Letter of Credit Facility
$\$ 175$ million Senior Subordinated Facility at an annual interest rate of 11
Cash interest expense
Amortization of deferred financing costs（a）
Pro forma interest expense for the acquisitions
Interest expense relating to existing RCI debt not refinanced
Pre－offering pro forma interest expense
Less：RCI and Central Rents pro forma combined interest expense plus Thorn
Pre－Offering net interest expense adjustment
（a）Deferred financing costs are amortized over the term of the related
debt（ten years for the Senior Subordinated Facility，six years for
the Term Loan A，seven and one－half years for Term Loan B，eight and
one－half years for Term Loan C，and six years for both the Revolving
Credit and Letter of Credit Facilities）．
A change of 0．125\％in the assumed interest rates would result in a
$\$ 1.1$ million change in pro forma interest expense for the year．
\＄9，540
22，140
27， 885
3， 056
20，344
83，565
2，628
86，193
147
86，340
$(55,475)$
－$\$ 30,----\overline{-1}$
＝＝＝＝＝＝＝
（9）Net adjustments to interest expense as a result of the Offering：

[^0]\＄19， 250
（10）Income tax expense adjustment related to the effects of the Central Rents pro forma adjustments at a $40 \%$ effective tax rate．
（11）Income tax expense adjustment related to the effects of the pro forma adjustments based upon an assumed composite income tax rate of $40 \%$ applied to combined pro forma earnings before income taxes，adjusted for nondeductible goodwill amortization of $\$ 16.3$ million related to the acquisition of Thorn．
（12）Income tax expense adjustment related to the effects of the Offering adjustments，at a $40 \%$ effective tax rate．
（13）In－kind dividends at $3.75 \%$ per annum on the $\$ 260$ million of redeemable convertible preferred stock issued to finance a portion of the Acquisition． For the first five years subsequent to issuance，RCI has the option to pay the quarterly dividends in cash or in－kind with the issuance of additional redeemable convertible preferred stock．RCI＇s ability to pay the dividends in cash will be subject to restrictions under the Senior Credit Facilities and Senior Subordinated Notes．Dividends reflected herein are assumed to be paid in－kind with the issuance of additional redeemable convertible preferred stock．
（14）Nonrecurring charges relate to Thorn＇s discontinued non－RTO businesses，the closing of certain non－performing RTO stores，and reorganization of certain administrative support functions aggregating approximately $\$ 12.3$ million and approximately $\$ 2.1$ million related primarily to Thorn＇s writedown of cellular phone inventory．
earnings per share were decreased by 990,099 to give pro forma effect of the repurchase of $\$ 25$ million of RCI common stock at $\$ 25.25$ per share from RCI's Chief Executive Officer. The assumed conversion of the redeemable convertible preferred stock would have had an anti-dilutive effect on diluted earnings per share for the year ended December 31, 1997, and therefore has been excluded from the computation thereof.

See accompanying notes to Unaudited Pro Forma Combined Statement of Operations


|  | Acquisitions Pro Forma |  | ing nents | Pro Forma Combined |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |
| Store |  |  |  |  |  |
| Rentals and fees | 628,770 | \$ | -- | \$ | 628,770 |
| Merchandise sales | 36,505 |  | -- |  | 36,505 |
| Other | 281 |  | -- |  | 281 |
| Franchise |  |  |  |  |  |
| Merchandise sales | 17,061 |  | -- |  | 17,061 |
| Royalty income and fees | 3,405 |  | -- |  | 3,405 |
| Total revenues | 686,022 |  | -- |  | 686,022 |



NOTES TO UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS
SIX MONTHS ENDED JUNE 30, 1998
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA)

1) The following historical combined statement of operations of RCI and Central Rents for the six months ended June 30, 1998 has been derived from the unaudited financial statements of the respective entities:

|  |  | RCI |  | ntral <br> ents (a) |  | RCI and tral Rents storical combined |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues |  |  |  |  |  |  |
| Store |  |  |  |  |  |  |
| Rentals and fees | \$ | 163,443 | \$ | 38,693 |  | 202,136 |
| Merchandise sales |  | 10,513 |  | 2,254 |  | 12,767 |
| Other |  | 281 |  | -- |  | 281 |
| Franchise |  |  |  |  |  |  |
| Merchandise sales |  | 17,061 |  | -- |  | 17,061 |
| Royalty income and fees |  | 2,248 |  | -- |  | 2,248 |
| Total revenues |  | 193,546 |  | 40,947 |  | 234,493 |
| Operating expenses |  |  |  |  |  |  |
| Store expenses |  |  |  |  |  |  |
| Depreciation of rental merchandise |  | 33,839 |  | 11,422 |  | 45,261 |
| Cost of merchandise sold |  | 8,301 |  | 1,974 |  | 10,275 |
| Salaries and other expenses |  | 95,287 |  | - - |  | 95,287 |
| Franchise cost of merchandise sold |  | 16,386 |  | -- |  | 16,386 |
| General and administrative expenses |  | 7,194 |  | 27,845 |  | 35,039 |
| Amortization of intangibles |  | 3,271 |  | 107 |  | 3,378 |
| Total operating expenses |  | 164,278 |  | 41,348 |  | 205,626 |
| Operating profit (loss) |  | 29,268 |  | (401) |  | 28,867 |
| Interest expense |  | 1,555 |  | 8,122 |  | 9,677 |
| Interest income |  | (238) |  | -- |  | (238) |
| Earnings (loss) before income taxes |  | 27,951 |  | $(8,523)$ |  | 19,428 |
| Income tax expense (benefit) |  | 11, 566 |  | $(3,239)$ |  | 8,327 |
| Net earnings (loss) |  | 16,385 | \$ | $(5,284)$ |  | 11,101 |
| Basic earnings per share: |  |  |  |  |  |  |
| Earnings per share | \$ | . 66 |  |  |  |  |
| Weighted average common shares outstanding |  | 24,954 |  |  |  |  |
| Diluted earnings per share: |  |  |  |  |  |  |
| Earnings per share | \$ | . 65 |  |  |  |  |
| Weighted average common shares outstanding |  | 25,202 |  |  |  |  |

(a) The Central Rents information above reflects their operations for the period (January 1, 1998 through May 28, 1998) prior to acquisition by RCI.
(2) Reflects the elimination of Thorn's Non-RTO Businesses (including nonrecurring charges of $\$ 5,277$ as discussed in Note (14)), including used automobiles retailing, credit retailing and check cashing businesses, which had combined revenue of $\$ 17.1$ million.

NOTES TO UNAUDITED PRO FORMA COMBINED STATEMENT OF OPERATIONS - CONTINUED
SIX MONTHS ENDED JUNE 30, 1998
(DOLLARS IN THOUSANDS)

|  | Increase (decrease) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Rentals and Fees Revenue | Depreciation of Rental Merchandise | Store Expenses Salaries and Other | General and Administrative Expenses |
| Reclassification of Thorn store expenses to conform with RCI's presentation | \$ | \$ | \$ 232,107 | \$(232, 107 ) |
| Reclassification Thorn volume and cash discounts from purchases to conform with RCI's presentation | $(1,398)$ | $(1,398)$ | -- | -- |
| Reclassification of Thorn advertising rebates as a reduction in store expenses to conform with RCI's presentation | -- | -- | $(4,158)$ | 4,158 |
| Elimination of income related to a rebate of management fees from Thorn plc | -- | -- | -- | 2,900 |
| Total | $(1,398)$ | $(1,398)$ | 227,949 | $(225,049)$ |
| ```Elimination of duplicate corporate overhead and regional management expenses: (a) Corporate overhead``` |  |  |  |  |
| Salaries and benefits | -- | -- | -- | $(8,700)$ |
| Administrative expenses | -- | -- |  | (500) |
| Regional management expenses | -- | -- | $(1,250)$ | -- |
| Total | -- | -- | $(1,250)$ | $(9,200)$ |
|  | \$ (1,398) | \$ (1,398) | \$ 226,699 | \$(234, 249 ) |

(b) Represents six months of the annual cost savings described in Note (3)(a) to the Unaudited Pro Forma Combined Statement of Operations for the year ended December 31, 1997.

| Increase (decrease) |  |
| :---: | :---: |
| Store |  |
| Expenses |  |
| Salaries and | General and Administrative |
| Other | Expenses |
| \$ 24,514 | \$ $(24,514)$ |
| 84 | $(1,167)$ |
| \$ 24,598 | \$ $(25,681)$ |

(5) Elimination of litigation expense relating to Minnesota and Pennsylvania class action litigation indemnified by seller as part of the Acquisition.
(6) Reversal of historical intangible amortization and recording of the pro forma intangible amortization required as a result of the Central Rents and Thorn acquisitions, using estimated useful lives of 5 years for the noncompete agreement (Central Rents), and 30 years for excess costs over fair market value of net assets acquired:

Reversal of historical intangible amortization recorded by respective entities Reversal of historical intangible amortization relating to the Central acquisition recorded by RCI from the acquisition date through June 30, 1998
Pro forma intangible amortization for six months

| Central |  |
| :---: | :---: |
| Rents | Thorn |
| \$ (107) | \$(11, 823 ) |
| (207) | -- |
| 1,242 | 8,139 |
| \$ 928 | \$ (3,684) |

(7) Change in interest expense for six months as a result of borrowings on the existing revolving credit agreement used to finance the Central Rents acquisition:

Borrowings of $\$ 101.4$ million at $7 \%$, for six months, on the existing
revolving credit agreement used to finance the Central Rents acquisition
Elimination of historical interest expense for Central Rents
Elimination of historical interest expense recorded by RCI from the acquisition date
through June 30, 1998, relating to the financing of Central Rents acquisition
\$ 3,548
(8) Net adjustment to interest expense for six months as a result of the issuance of debt to complete the Thorn acquisition:

```
Senior Credit Facilities:
    $120 million Term Loan A at an annual interest rate of 7.95%
    $270 million Term Loan B at an annual interest rate of 8.20%
    $330 million Term Loan C at an annual interest rate of 8.45%
    Annual commitment fee of 0.50% applied to the $120 million unused balance of the Revolving Credit Facility
    Annual 2.50% fee applied to the Letter of Credit Facility
$175 million Senior Subordinated Facility at an annual interest rate of 11.625%
```

Cash interest expense
Amortization of deferred financing costs (a)
Pro forma interest expense for the acquisitions
Interest expense relating to existing RCI debt not refinanced
Pre-Offering pro forma interest expense
Less: RCI and Central Rents pro forma combined interest expense plus Thorn historical interest expense

Pre-Offering net interest expense adjustment
\$ 4,770
11, 070
13,943

1,528
10,172
-------
41,783
1,314
43, 097
38
43,135
$(30,946)$
\$ 12,189
========
(b) Deferred financing costs are amortized over the term of the related debt (ten years for the Senior Subordinated Facility, six years for the Term Loan A, seven and one-half years for Term Loan B, eight and one-half years for Term Loan C, and six years for both the Revolving Credit and Letter of Credit Facilities).

A change of $0.125 \%$ in the assumed interest rates would result in a $\$ .6$ million change in pro forma interest expense for the six months ended June 30, 1998.
(9) Net adjustments to interest expense for six months as a result of the Offering:

Issuance of Senior Subordinated Notes due 2008 - \$175,000 at 11.0\%
Amortization of related deferred financing costs
288
Repayment of Senior Subordinated Facility - \$175,000 at 11.625\%
(10) Income tax expense adjustment related to the effects of the Central Rents pro forma adjustments at a $40 \%$ effective tax rate.
(11) Income tax expense adjustment related to the effects of the pro forma adjustments based upon an assumed composite income tax rate of $40 \%$ applied to combined pro forma earnings before income taxes, adjusted for nondeductible goodwill amortization of $\$ 8.1$ million related to the acquisition of Thorn.
(12) Income tax expense adjustment related to the effects of the Offering adjustments, at a $40 \%$ effective tax rate.
(13) Six months of in-kind dividends at $3.75 \%$ per annum on the $\$ 260$ million of redeemable convertible preferred stock issued to finance a portion of the Acquisition. For the first five years subsequent to issuance, RCI has the option to pay the quarterly dividends in cash or in-kind with the issuance of additional redeemable convertible preferred stock. RCI's ability to pay the dividends in cash will be subject to restrictions under the Senior Credit Facilities and Senior Subordinated Notes. Dividends reflected herein are assumed to be paid in-kind with the issuance of additional redeemable convertible preferred stock.
(14) Nonrecurring charges relate to Thorn's discontinued non-RTO businesses, the closing of certain non-performing RTO stores, and reorganization of certain administrative support functions aggregating approximately $\$ 9.8$ million and

## approximately $\$ 1.1$ million related primarily to Thorn's writedown of

 cellular phone inventory.(15) Weighted average common shares outstanding for both basic and diluted earnings per share were decreased by 990,099 to give pro forma effect of the repurchase of $\$ 25$ million of RCI common stock at $\$ 25.25$ per share from RCI's Chief Executive Officer. Weighted average common shares outstanding for diluted earnings per share were increased by $9,350,957$ to reflect the conversion of the redeemable convertible preferred stock to RCI common stock at a conversion price of $\$ 27.935$ per share. For the six months ended June 30, 1998, the conversion of the redeemable convertible preferred stock is dilutive; therefore, preferred dividends of $\$ 4,898$ were added to earnings allocable to common stockholders when computing diluted earnings per share.
(c) EXHIBITS
2.1 Stock Purchase Agreement, dated June 16, 1998, by and among the Registrant, Thorn International B.V., and Thorn plc.(1)
23.1 Consent of Ernst \& Young LLP.
(1) Incorporated herein by reference to Exhibit 2.9 of the Registrants Quarterly Report on Form 10-Q for the quarter ended June 30, 1998 and filed on August 14, 1998.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

RENTERS CHOICE, INC.

BY: /s/ J. ERNEST TALLEY
J. Ernest Talley

Chief Executive Officer

EXHIBIT
NUMBER DESCRIPTION
2.1 Stock Purchase Agreement, dated June 16, 1998, by and among the Registrant, Thorn International B.V., and Thorn plc.(1)
23.1 Consent of Ernst \& Young LLP.
(1) Incorporated herein by reference to Exhibit 2.9 of the Registrants' Quarterly Report on Form 10-Q for the quarter ended June 30, 1998 and filed on August 14, 1998.

## Consent of Independent Auditors

We consent to the incorporation by reference in each of the Registration Statements pertaining to the 1994 Renters Choice, Inc. Long-Term Incentive Plan and the Amended and Restated 1994 Renters Choice, Inc. Long-Term Incentive Plan, (Forms S-8 No. 33-98800 and No. 333-53471, respectively) of our report dated April 24, 1998 (except Note 14, as to which the date is June 25, 1998), with respect to the consolidated financial statements of Thorn Americas, Inc. included in Renters Choice, Inc.'s Current Report (Form 8-K/A) dated August 25, 1998.


[^0]:    Issuance of Senior Subordinated Notes due 2008－\＄175，000 at 11．0\％
    Amortization of related deferred financing costs
    Repayment of Senior Subordinated Facility－\＄175，000 at 11．625\％

