CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE SECOND QUARTER 2021 EARNINGS CONFERENCE CALL ON THURSDAY, AUGUST 5, 2021
QUARTER ENDED JUNE 30, 2021

Reconciliation to Adjusted EBITDA	THREE MONTHS ENDED JUN 30	
	2021	2020
Revenues	**$1,193,975**	**$683,746**
Reported (Loss) Earnings Before Income Taxes	**$86,128**	**$49,739**
Add back:		
Interest Expense, net	20,391	3,896
Depreciation, amortization and write-down of intangibles	75,346	22,269
Adjusted EBITDA	**$181,865**	**$75,904**
EBITDA Margin	***15.2%***	***11.1%***

RENT-A-CENTER BUSINESS

- The Rent-A-Center business generated another strong quarter, with total revenues up 10% percent driven by same-store-sales growth of 16.6%
- 14th consecutive quarter of positive comparable
- Lease portfolio up almost 17%
- Introduced new categories to our platform including tools, handbags, e-bikes, and tires
- Rent-A-Center’s e-commerce business continues to be a growth driver and revenues grew by over 19 percent in the quarter
- Traffic and conversion trends remain strong, running well above pre-pandemic 2019 levels
- We just opened the first new store in a few years in Oklahoma and we plan to launch at least a handful more locations this year
- Favorable tailwinds will start to normalize over the second half, which will likely translate into some slight moderation in sales growth with same store sales estimated to be strong in the low double-digit range
- EBITDA margins expected to level out in the low 20’s in the second half of the year

ACIMA CONSOLIDATED

- Adjusted EBITDA margin was 13.7% percent vs 12.3% in the prior year.
- Skip / stolens were 8.7 percent improving by 970 basis points from the year ago period
- Integration is going smoothly and we remain on track to realize the estimated $25 million of synergies in 2021
- Completed conversion of all virtual locations to the Acima platform during Q2 and staffed location conversions are progressing well

- We aligned our staffed multi-unit leadership team with our retailer base, allowing for more streamlined communication and execution effectiveness
- The Acima LeasePay Card is a groundbreaking innovation that can unlock substantial transaction opportunities. After reviewing and executing an LTO agreement with Acima, customers can use the Acima LeasePay Card to complete their shopping experience in the Marketplace or on the retailer's website via the Browser Extension
- By year end, we plan to begin piloting a physical LeasePay Card, also issued through the Marqeta platform, giving customers access to the millions of durable goods retail merchants that accept Mastercard
- We continue to optimize the organization and are pleased with the results we see from blending the fast and nimble approach of a start-up with the structure of a more established operation.
- We are optimizing customer journey management tools to build utilization of our lease lines and life time value of our customers

CASH FLOW AND BALANCE SHEET

- Free cash flow was $101 million in Q2 and we ended the quarter with a $145 million dollar cash balance and gross debt of $1.3 billion
- During the quarter, we paid down $55 million on our ABL revolver and have fully paid down the outstanding balance
- Liquidity at the end of Q2 was $608 million.
- During the quarter, we paid a cash dividend of $0.31 per share which was approximately 7% higher year-over-year

GUIDANCE (CONSOLIDATED)

- Consolidated revenues to be between $4.55 and $4.67 billion for 2021, with the increase driven by stronger than expected revenue during the first half and an improved outlook primarily due to the higher rental portfolio balance in the Rent-A-Center Business
- Consolidated Adjusted EBITDA is expected to be between $660 and $700 million, a $55 million dollar increase at the mid-point versus previous guidance
- Non-GAAP diluted earnings per share are expected to be between $5.90 and $6.40 which is an increase of $0.58 cents at the mid-point
- We also expect to generate free cash flow of $300 to $350 million for the year
- Plan to continue reducing our net leverage to our larger term target of 1.5 times both through strong adjusted EBITDA growth and debt pay down while preserving robust liquidity
- Board of Directors approved a $250 million share repurchase authorization which represents approximately 7% of our market cap at current share prices

GUIDANCE (ACIMA SEGMENT)

- We expect our Acima segment to generate revenues of $2.34 to $2.42 billion
- Adjusted EBITDA of $330 to $350 million is expected with Adjusted EBITDA margins of 14.1 to 14.5 percent of segment revenues

- Gross margins and Adjusted EBITDA margins are expected to grow sequentially throughout the rest of the year as we implement synergies

GUIDANCE (RENT-A-CENTER BUSINESS)

- We expect the Rent-A-Center Business Segment to achieve revenues of $2.02 to $2.06 billion
- Expect same store sales to moderate to low double-digit range in the back half of the year
- Adjusted EBITDA of $480 to $500 million or 23.8 to 24.3 percent of segment revenues

Forward Looking Statements

This press release and the guidance above and the Company's related conference call contain forward-looking statements that involve risks and uncertainties. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. Such forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expect," "intend," "could," "estimate," "predict," "continue," "maintain," "should," "anticipate," "believe," or “confident,” or the negative thereof or variations thereon or similar terminology and including, among others, statements concerning (i) the potential effects of the COVID-19 pandemic on the Company's business operations, financial performance, and prospects, (ii) the future business prospects and financial performance of our Company following the closing of the Company's merger with Acima (the "Acima Transaction"), (iii) cost and revenue synergies and other benefits expected to result from the Acima Transaction, (iv) the Company's guidance and expected financial results for 2021 and future periods, and (v) other statements regarding the Company's strategy and plans and other statements that are not historical facts. However, there can be no assurance that such expectations will occur. The Company's actual future performance could differ materially and adversely from such statements. Factors that could cause or contribute to these differences include, but are not limited to: (1) risks relating to the Acima Transaction, including (i) the possibility that the anticipated benefits from the Acima Transaction may not be fully realized or may take longer to realize than expected, (ii) the possibility that costs, difficulties or disruptions related to the integration of Acima operations into the Company's other operations will be greater than expected, (iii) the Company's ability to (A) effectively adjust to changes in the composition of the Company's offerings and product mix as a result of the Acima Transaction and continue to maintain the quality of existing offerings and (B) successfully introduce other new product or service offerings on a timely and cost-effective basis, (iv) changes in the Company's future cash requirements as a result of the Acima Transaction, whether caused by unanticipated increases in capital expenditures or working capital needs, unanticipated liabilities or otherwise, and (v) the impacts of the Company's additional debt incurred to finance the Acima Transaction; (2) the Company's ability to identify potential acquisition candidates, complete acquisitions and successfully integrate acquired companies; (3) the impact of the COVID-19 pandemic and related government and regulatory restrictions issued to combat the pandemic, including adverse changes in such restrictions, and impacts on (i) demand for the Company's lease-to-own products offered in the Company's operating segments, (ii) the Company's Acima retail partners, (iii) the Company's customers and their willingness and ability to satisfy their lease obligations, (iv) the Company's suppliers' ability to satisfy its merchandise needs, (v) the Company's employees, including the ability to adequately staff its operating locations, (vi) the Company's financial and operational performance, and (vii) the Company's liquidity; (4) the general strength of the economy and other economic conditions affecting consumer preferences and spending, including the availability of credit to the Company's target consumers; (5) factors affecting the disposable income available to the Company's current and potential customers; (6) changes in the unemployment rate; (7) capital market conditions, including availability of funding sources for the Company; (8) changes in the Company's credit ratings; (9) difficulties encountered in improving the financial and operational performance of the Company's business segments; (10) risks associated with pricing changes and strategies being deployed in the Company's businesses; (11) the Company's ability to continue to realize benefits from its initiatives regarding cost-savings and other EBITDA enhancements, efficiencies and working capital improvements; (12) the Company's ability to continue to effectively execute its strategic initiatives, including mitigating risks associated with any potential mergers and acquisitions, or refranchising opportunities; (13) failure to manage the Company's store labor and other store expenses, including merchandise losses; (14) disruptions caused by the operation of the Company's store information management systems; (15) risks related to the Company's virtual lease-to-own business, including the Company's ability to continue to develop and successfully implement the necessary technologies; (16) the Company's ability to achieve the benefits expected from its integrated virtual and staffed retail partner offering and to successfully grow this business segment; (17) exposure to potential operating margin degradation due to the higher cost of merchandise in the Company's Acima offering and potential for higher merchandise losses; (18) the Company's transition to more-readily scalable, “cloud-based” solutions; (19) the Company's ability to develop and successfully implement digital or E-commerce capabilities, including mobile applications; (20) the Company's ability to protect its proprietary intellectual property; (21) disruptions in the Company's supply chain; (22) limitations of, or disruptions in, the Company's distribution network; (23) rapid inflation or deflation in the prices of the Company's products; (24) the Company's ability to execute and the effectiveness of store consolidations, including the Company's ability to retain the revenue from customer accounts merged into another store location as a result of a store consolidation; (25) the Company's available cash flow and its ability to generate sufficient cash flow to continue paying dividends; (26) increased competition from traditional competitors, virtual lease-to-own competitors, online retailers and other competitors, including subprime lenders; (27) the Company's ability to identify and successfully market products and services that appeal to its current and future targeted customer segments; (28) consumer preferences and perceptions of the Company's brands; (29) the Company's ability to retain the revenue associated with acquired customer accounts and enhance the performance of acquired stores; (30) the Company's ability to enter into new, and collect on, its rental or lease purchase agreements; (31) changes in the enforcement of existing laws and regulations and the enactment of new laws and regulations adversely affecting the Company's business, including any legislative or regulatory enforcement efforts that seek to re-characterize store-based or virtual lease-to-own transactions as credit sales and to apply consumer credit laws and regulations to the Company's business; (32) the Company's compliance with applicable statutes or regulations governing its businesses; (33) the impact of any additional social unrest such as that experienced in 2020 or otherwise, and resulting damage to the Company's inventory or other assets and potential lost revenues; (34) changes in interest rates; (35) changes in tariff policies; (36) adverse changes in the economic conditions of the industries, countries or markets that the Company serves; (37) information technology and data security costs; (38) 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, employees and retail partners; (39) changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; (40) changes in the Company's effective tax rate; (41) fluctuations in foreign currency exchange rates; (42) the Company's ability to maintain an effective system of internal controls, including in connection with the integration of Acima; (43) litigation or administrative proceedings to which the Company is or may be a party to from time to time; and (44) 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, 2020 and in its subsequent Quarterly Reports on Form 10-Q and Current Reports on Form 8-K. 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 hereof or to reflect the occurrence of unanticipated events.