CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE FIRST QUARTER 2021 EARNINGS CONFERENCE CALL ON THURSDAY, MAY 6, 2021
QUARTER ENDED MARCH 31, 2021

Reconciliation to Adjusted EBITDA	THREE MONTHS ENDED MAR 31	
	2021	**2020**
Revenues	**$1,036,782**	**$701,939**
Reported (Loss) Earnings Before Income Taxes	**$49,387**	**$44,572**
Add back:		
Interest Expense, net	11,916	4,303
Depreciation, amortization and write-down of intangibles	73,255	16,616
Adjusted EBITDA	**$134,558**	**$65,491**
EBITDA Margin	***13.0%***	***9.3%***

RENT-A-CENTER BUSINESS

- The Rent-A-Center business generated outstanding results, with total revenues up 15 percent driven by our strongest comp ever of 23.4 percent
- 13th consecutive quarter of positive comparable
- Rent-A-Center's e-commerce business grew by over 50 percent and now represents almost 25 percent of segment revenue
- Experienced higher early payout activity due to the tax season and stimulus. That helped the topline performance, but the demand for new agreements significantly outpaced our expectations, as well
- The net result is that we achieved sequential growth in the portfolio in Q1 for the first time in our history
- The portfolio was up 10 percent to end 2020 and we came out of March with a portfolio that was 17 percent ahead of last year
- The topline performance mixed with low skip/stolen losses of 2.7 percent and our consistent expense focus led to an increase in adjusted EBITDA of almost 70 percent versus last year, with an adjusted EBITDA margin of 24 percent
- Launched the tire category nationally and as we say it is gaining traction
- Believe tires along with our other new product categories will approach 5 percent of the portfolio by the end of the year
- Centralized decisioning in our stores has also helped improve the customer experience by increasing efficiency and reducing losses
- Plan to open a few new locations this year in order to test a smaller store footprint with a more technology focused customer experience given our strong e-commerce demand

ACIMA CONSOLIDATED

- Adjusted EBITDA margin was approximately 9 percent
- Skip / stolens were 8.6 percent improving by 360 basis points from the year ago period
- Continue to expect Acima' EBITDA margins to be approximately 14 percent for the full year
- Adjusted EBITDA margins for the Acima LTO business we acquired in February were 17.5 percent and skip/stolen losses were 3.7 percent
- For 2021, we expect the total skip/stolen losses for the Acima segment to be between 9 and 11 percent, which we expect to decrease as we transition to the Acima decision engine.
- Consolidated the sales organizations for the Acima segment with a three pronged organizational approach designed to maintain our organic growth while accelerating our national account strategy
- Completed the integration of our regional salesforce, gaining overhead efficiency while maintaining strong growth in new merchant partners
- Made the decision to move all collections and servicing activities for the virtual business into Acima's centralized operations, which will drive much better efficiency
- On track for all virtual locations to be converted to the Acima platform by mid-year with all staffed locations converted by the end of this year
- Targeted $40 to $70 million in potential synergies, and well on our way to capturing $25 million of that in 2021
- Continue to expand our strategic partnership with AON and intend to roll our successful Benefits Plus program out to the entirety of the merchant portfolio starting in the third quarter. This well be a purely incremental revenue stream, as the virtual Acima business currently does not leverage the existing program
- Continue to believe Acima will grow revenues 20-25 percent on an annual basis with a mid-teens adjusted EBITDA margin
- Mastercard agreement is a multi-year partnership to create a new category of payment card to supplement the credit, debit and store value segments
- This new segment, defined as the first open-loop LeasePay card to shop at a broad array of physical and digital retail locations without the need for physical integration
- First LTO payments card in the industry that provides retailers access to a significantly larger segment of consumers they couldn't previously count as customers since they don't qualify for traditional financing alternatives and ubiquity of access to a consumer base that has traditionally been locked out of shopping at name brand merchants
- Customers will be able to utilize their native Acima mobile application to select items in store, initiate a lease with Acima and then checkout at the point of sale just like any other MasterCard cardholder

CASH FLOW AND BALANCE SHEET

- Free cash flow was $124 million in Q1 and we ended the quarter with a $123 million dollar cash balance and gross debt of $1.38 billion
- Given the strong performance and higher early payout activity in Q1 we are well ahead of our target date to be under 2 times leverage as we were right at 2 times on a pro forma basis at the end of Q1

- During the quarter, we paid down $110 million on our ABL revolver and paid down an additional $25 million in April
- Liquidity at the end of Q1 was $528 million.
- Our diluted share count increased to 68.6 million shares as a result of the Acima acquisition

GUIDANCE (CONSOLIDATED)

- Consolidated revenues to be between $4.45 and $4.6 billion for 2021, with the increase driven by stronger than expected revenue in Q1 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 $600 and $650 million
- Non-GAAP diluted earnings per share are expected to be between $5.30 and $5.85. The increase is primarily driven by strong performance in Q1 and a higher Adjusted EBITDA outlook for the Rent-A-Center Business
- We also expect to generate free cash flow of $250 to $300 million for the year, with the increase driven by higher early payout activity in Q1 and a higher Adjusted EBITDA outlook
- Non-GAAP diluted EPS is expected to be up approximately 70 percent in Q2 and up 35 to 45 percent year over year in the back half
- 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
- Confident in our 2023 goal for $6 billion in consolidated revenues with a mid-teens consolidated adjusted EBITDA margin

GUIDANCE (ACIMA SEGMENT)

- We expect our Acima segment to generate revenues of $2.32 to $2.42 billion
- Adjusted EBITDA of $320 to $350 million is expected with Adjusted EBITDA margins of 13.8 to 14.5 percent of segment revenues
- Margins were negatively impacted in Q1 due to higher payout activity
- 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 $1.94 to $1.99 billion
- Expect same store sales to moderate to mid-to-high single digits in the back half of the year
- Operating expenses will increase year over year as labor and losses return to normalized levels
- Adjusted EBITDA of $405 to $425 million or 20.9 to 21.4 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.