



Stephen's Inc. Spring Investment Conference June 2, 2009



Safe Harbor Statement

This presentation and the guidance below contain forward-looking statements that involve risks and uncertainties. Such forward-looking statements generally can be identified by the use of forward-looking terminology such as “may,” “will,” “expect,” “intend,” “could,” “estimate,” “should,” “anticipate,” or “believe,” or the negative thereof or variations thereon or similar terminology. Although the Company believes that the expectations reflected in such forward-looking statements will prove to be correct, the Company can give no assurance that such expectations will prove to have been correct. The actual future performance of the Company could differ materially from such statements. Factors that could cause or contribute to such differences include, but are not limited to: uncertainties regarding the ability to open new rent-to-own stores; the Company’s ability to acquire additional rent-to-own stores or customer accounts on favorable terms; the Company’s ability to control costs and increase profitability; the Company’s ability to successfully add financial services locations within its existing rent-to-own stores; the Company’s ability to identify and successfully enter new lines of business offering products and services that appeal to its customer demographic, including its financial services products; the Company’s ability to enhance the performance of acquired stores; the Company’s ability to retain the revenue associated with acquired customer accounts; the Company’s ability to identify and successfully market products and services that appeal to its customer demographic; the Company’s ability to enter into new and collect on its rental purchase agreements; the Company’s ability to enter into new and collect on its short-term loans; the passage of legislation adversely affecting the rent-to-own or financial services industries; the Company’s failure to comply with statutes or regulations governing the rent-to-own or financial services industries; interest rates; increases in the unemployment rate; economic pressures, such as high fuel and utility costs, affecting the disposable income available to the Company’s targeted consumers; changes in the Company’s stock price and the number of shares of common stock that it may or may not repurchase; changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; changes in the Company’s effective tax rate; the Company’s ability to maintain an effective system of internal controls; changes in the number of share-based compensation grants, methods used to value future share-based payments and changes in estimated forfeiture rates with respect to share-based compensation; the resolution of any material litigation; and the other risks detailed from time to time in the Company’s SEC reports, including but not limited to, its annual report on Form 10-K for the year ended December 31, 2008. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release. Except as required by law, the Company is not obligated to publicly release any revisions to these forward-looking statements to reflect the events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.



Key Investment Rationale

- Leading rent-to-own operator in the U.S.
- Proven business model
- Experienced management team
- Financially solid
 - Strong cash flow generation
 - Sound balance sheet and strong credit statistics
- Continue execution in our core rent-to-own business
- Growth opportunity adding financial services within our existing store locations
- Seek additional distribution channels for our products and services

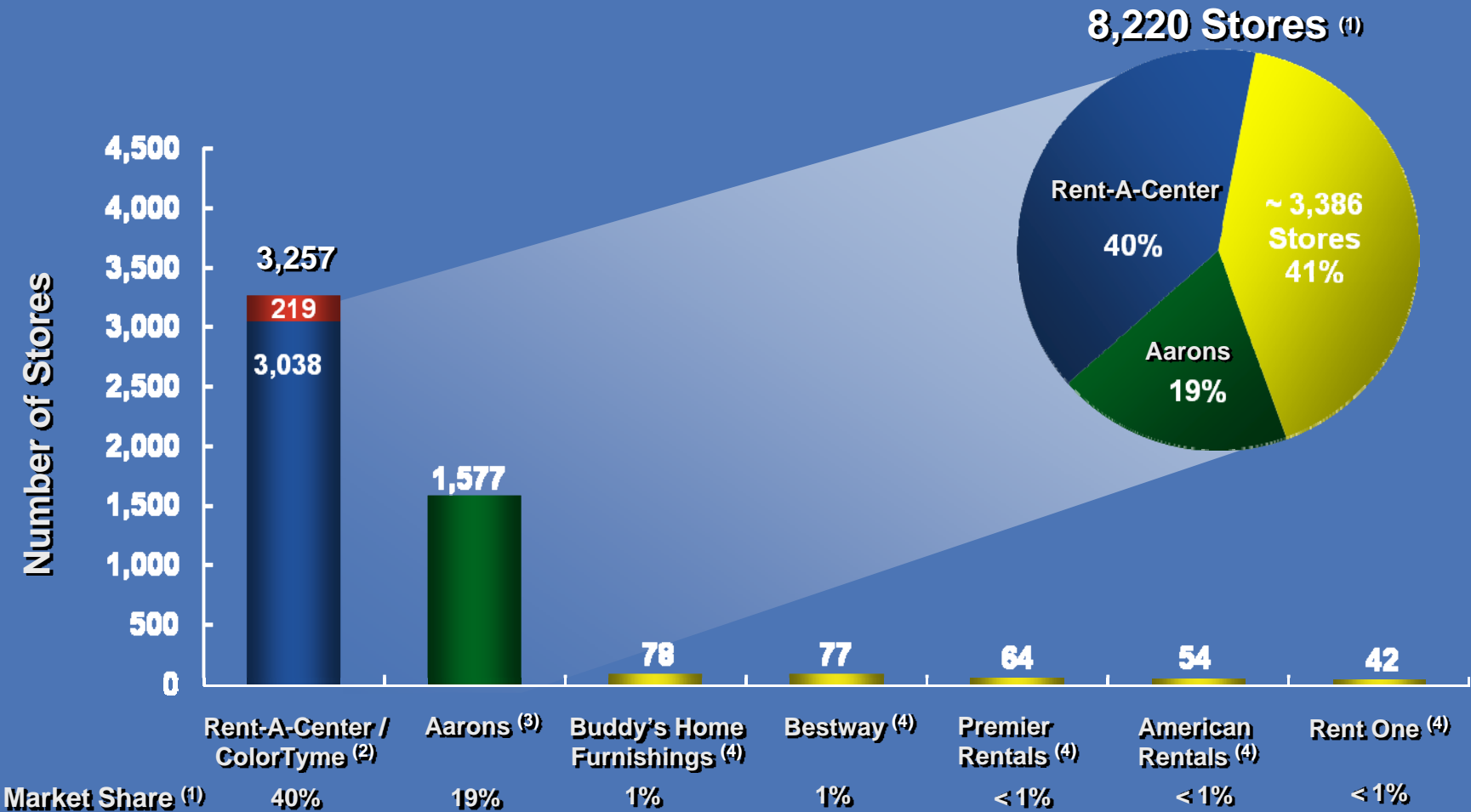


Leading RTO Operator in U.S.

- Largest rent-to-own operator in the U.S.
 - 40% market share based on store count
 - National footprint of over 3,000 company-owned stores and over 215 franchised stores
- Broad selection of high quality, brand-name merchandise under flexible rental purchase agreements
- Primarily serves the “underbanked” consumer
- Generated \$2.9 billion in LTM revenue and \$357.0 million in LTM adjusted EBITDA as of March 31, 2009



Leading Player in Fragmented Marketplace



1) Based on Association of Progressive Rental Organization (APRO) estimates in 2007 Industry Survey (based on 2006 results) of 8,500 total stores (pro forma for Rent-A-Center consolidation plan store closures)

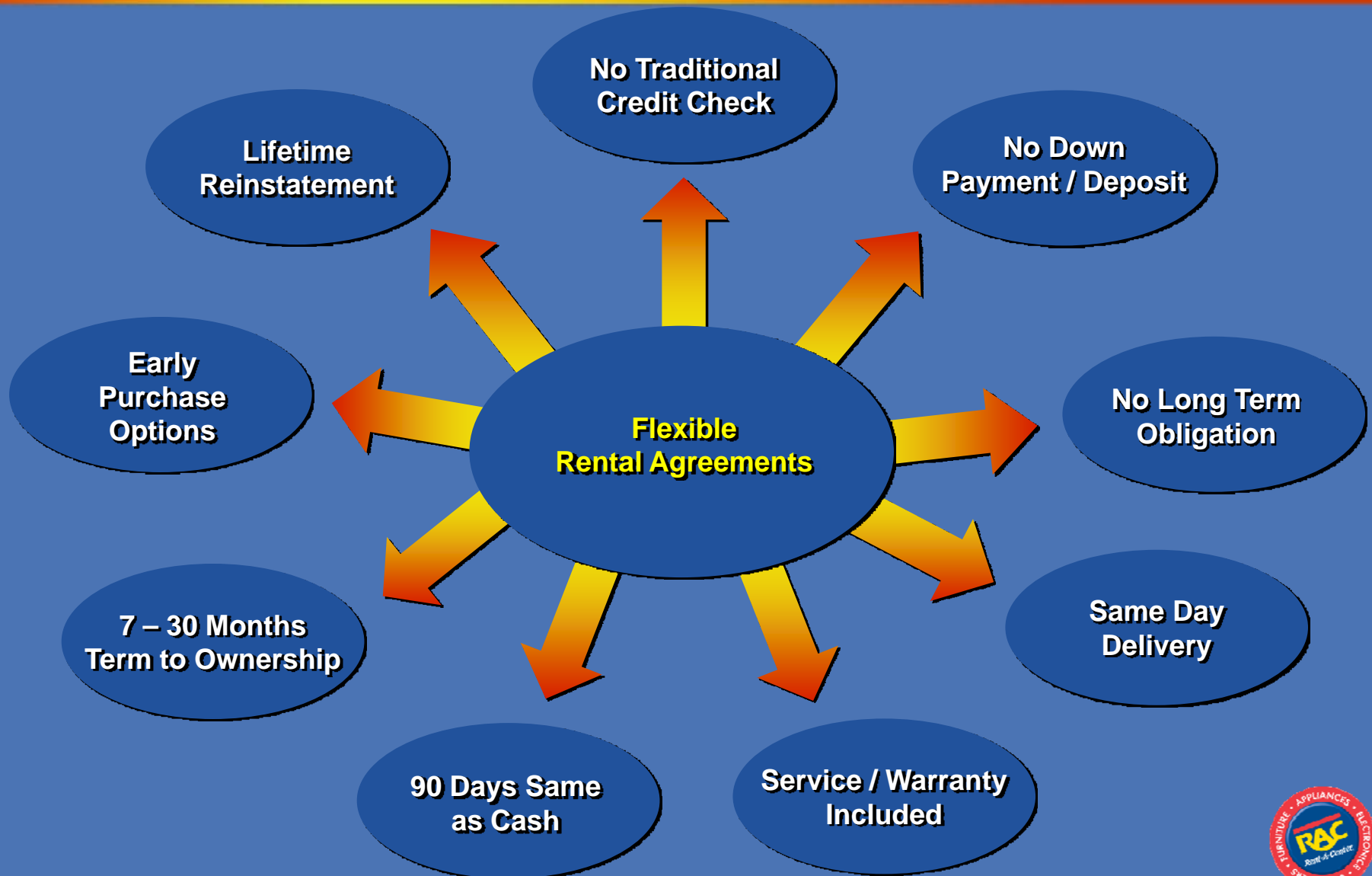
2) Company data as of March 31, 2009

3) Company earnings press release dated April

4) Company website estimates as of April 23, 2009



Rent-to-Own is an Appealing Transaction...



...Serving the "Underbanked Working Family"...

- 75% of customers in the rent-to-own industry have household incomes between \$15,000 and \$50,000 ⁽¹⁾
- Approximately 45 million households with household incomes between \$15,000 and \$50,000 ⁽²⁾
- Industry is serving only 3.0 million of these households ⁽³⁾

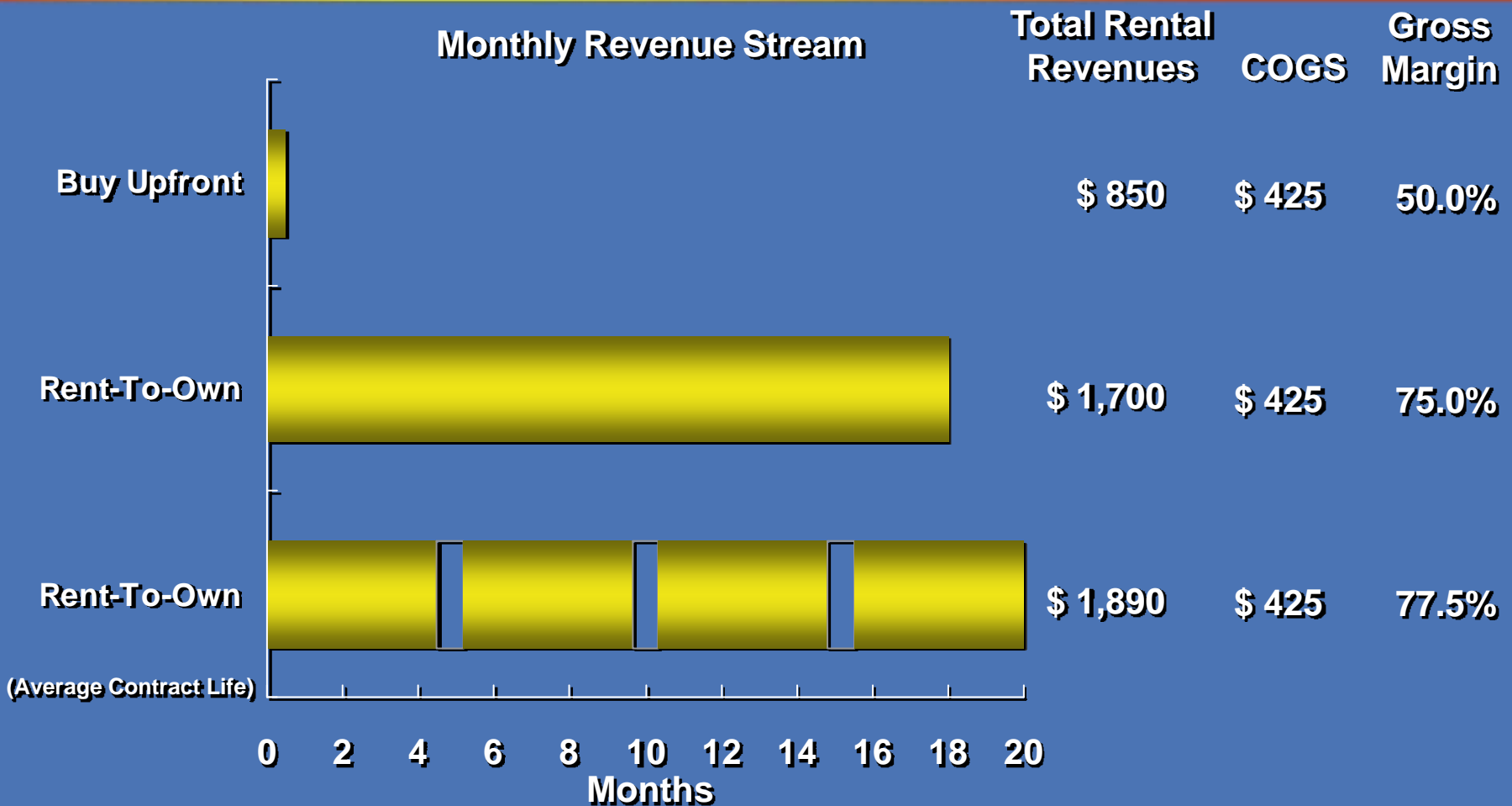
1) America's Research Group, August 2004

2) U.S. Census Bureau - 2001

3) APRO 2007 Industry Survey (based on 2006 results)



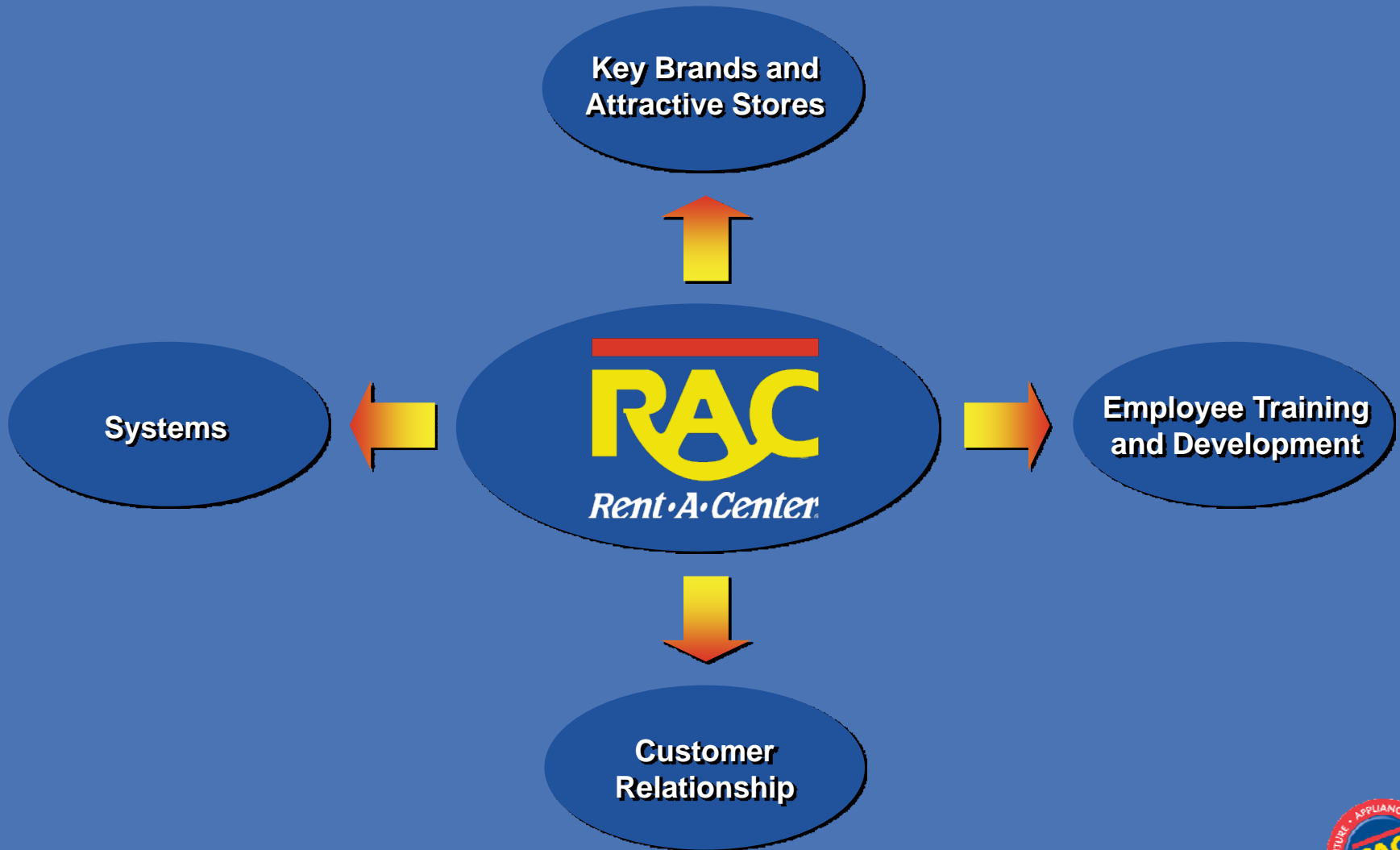
...With Attractive Economics



* The rental purchase transaction is a flexible alternative for consumers with features that include no long-term obligation and the right to terminate the transaction without penalty. For 75% of our initial rental purchase agreements, the customer returns the merchandise before acquiring ownership and the average term of the agreement is 4 to 5 months.



Proven Business Model



Easily Accessible, Highly Visible Sites



Leased Sites Only

No Warehouses – Vendors Ship Directly to the Stores



High Quality, Brand-Name Merchandise

Electronics
36% of Rental Revenue

SONY®

LG
Life's Good

TOSHIBA

JVC®

PHILIPS

Furniture
32% of Rental Revenue

ASHLEY
FURNITURE INDUSTRIES, INC.

STANDARD
furniture

Serta

klaussner®
home furnishings

Appliances
16% of Rental Revenue

Whirlpool
Home Appliances

Computers
16% of Rental Revenue

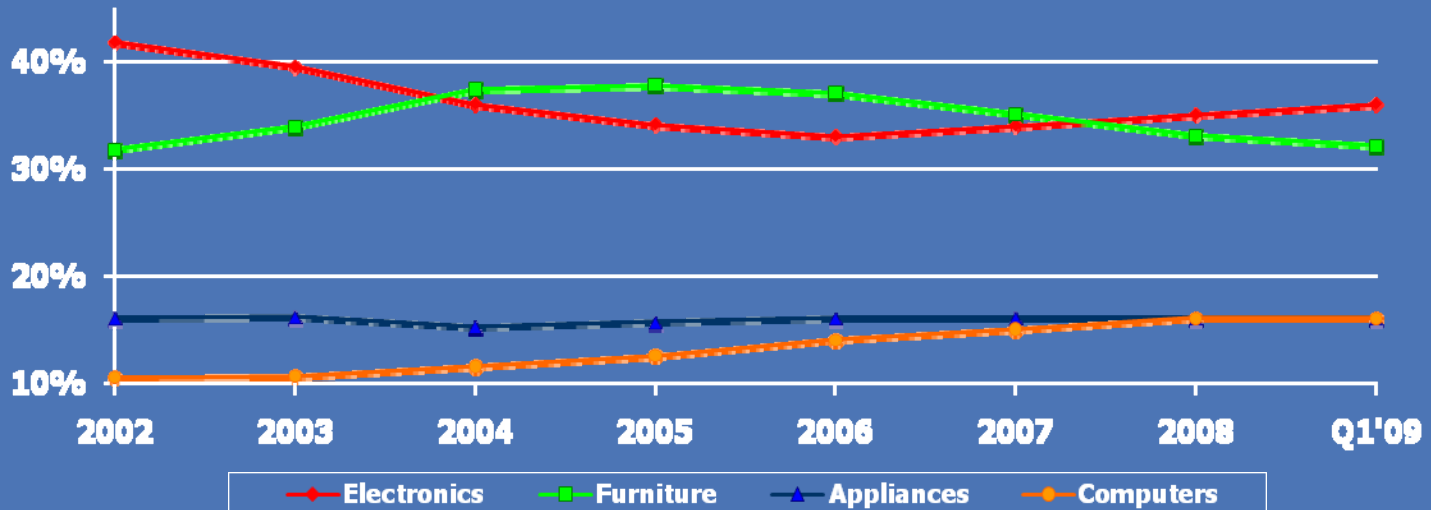
hp®

COMPAQ

SONY®

DELL™

TOSHIBA



Represents a rolling 12 months of actual data



Experienced Management Team

- Senior management team is the most experienced in RTO industry
 - CEO Mark Speese has over 30 years of RTO experience
 - President Mitch Fadel has over 25 years of RTO experience
 - Senior executives average over 15 years of RTO experience
- Attracting the best personnel with industry-leading salary and incentive plans



Strategic Objectives

- Enhance store level operations, revenue and profitability
 - Attract customers with targeted advertising campaigns
 - ◆ Customers whose credit has been reduced or eliminated (Credit Free Life)
 - ◆ Customers with budget constraints (Super Value)
 - Focus on our customers in-store experience
 - Improve operational efficiencies
 - Maintain expense control
- Growth opportunity adding financial services within our existing store locations
- Seek additional distribution channels for our products and services
 - Through agreements with other retailers
 - Expansion of retail installment sales
 - International rent-to-own
- Focus on de-levering our balance sheet and evaluating opportunities for repurchases of our common stock



Rent-to-own - Store Economics

- Start-up investment of approximately \$500,000 (3/4 for inventory)
- Begin turning a monthly profit in approximately nine months
- Cumulative break even profit within 18–24 months
- Internal Rate of Return of approximately 50% ⁽¹⁾

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenues	\$425,000	\$675,000	\$750,000	\$800,000	\$825,000
EBITDA ⁽¹⁾	(\$50,000)	\$110,000	\$140,000	\$160,000	\$170,000
EBITDA Margin ⁽¹⁾	(12%)	16%	19%	20%	21%

(1) Before market and corporate allocation and income tax expense, terminal value of 6.5 x EBITDA in Year 5



Financial Services – Business Rationale

- Financial Services Industry
 - High growth – analyst estimate of high single digit store growth
 - Fragmented – similar to rent-to-own 25 years ago
 - Customer within RAC's national footprint
 - Attractive economics

- RAC's Strengths
 - Developing ongoing and lasting relationships with customers
 - Leveraging our real estate
 - Operating cash flow to support growth
 - Legislative expertise



Financial Services – Operations

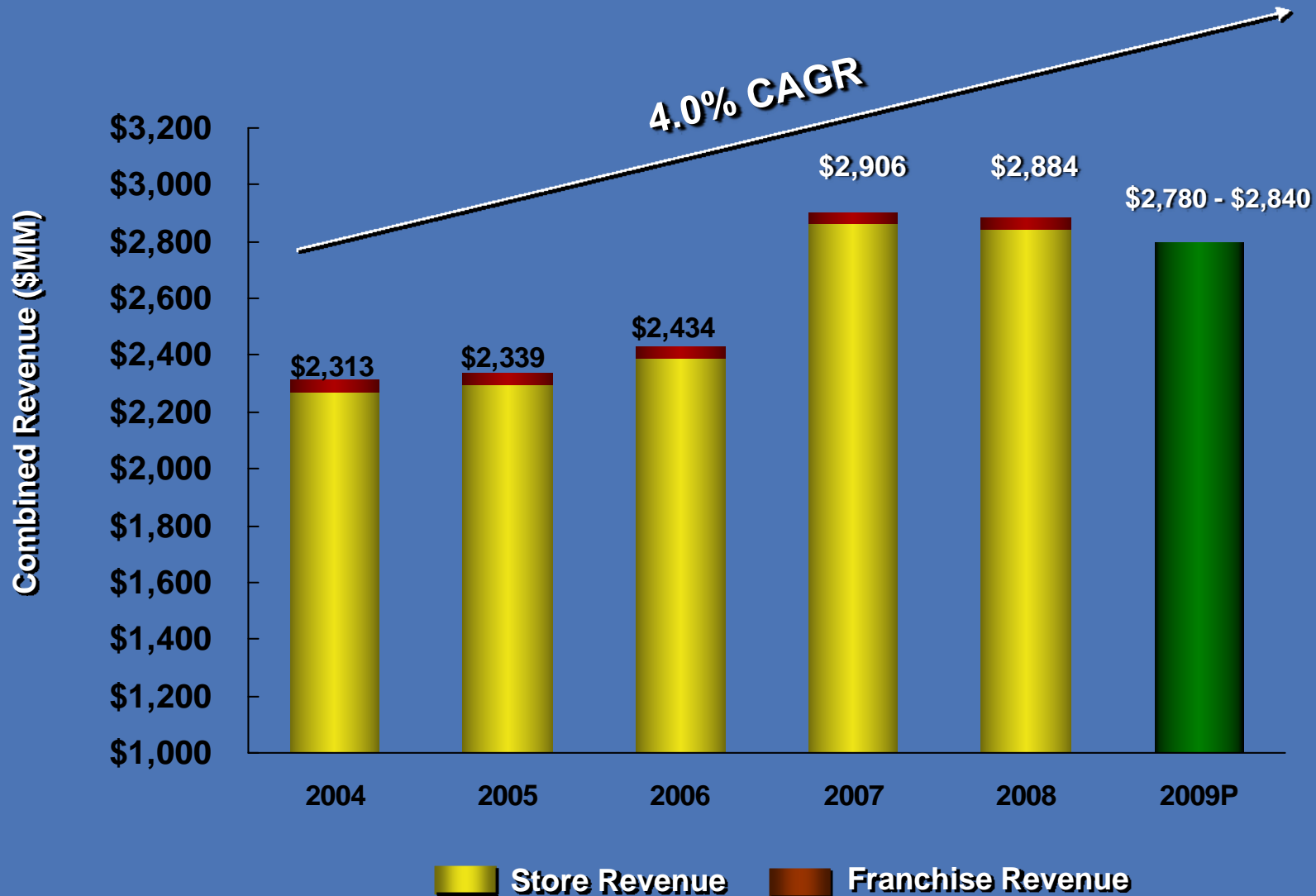
- Product offerings – primarily include deferred deposit and unsecured loans, check cashing, money transfers and money orders, debit cards and tax preparation
- Focusing on states that have enabling legislation
- Status of current operations
 - Work streams are completed and performing as designed providing a scalable platform
 - Delaying new store openings until a later date to focus on improving operations and financial results of 351 existing locations



Financial Overview



Sales Growth



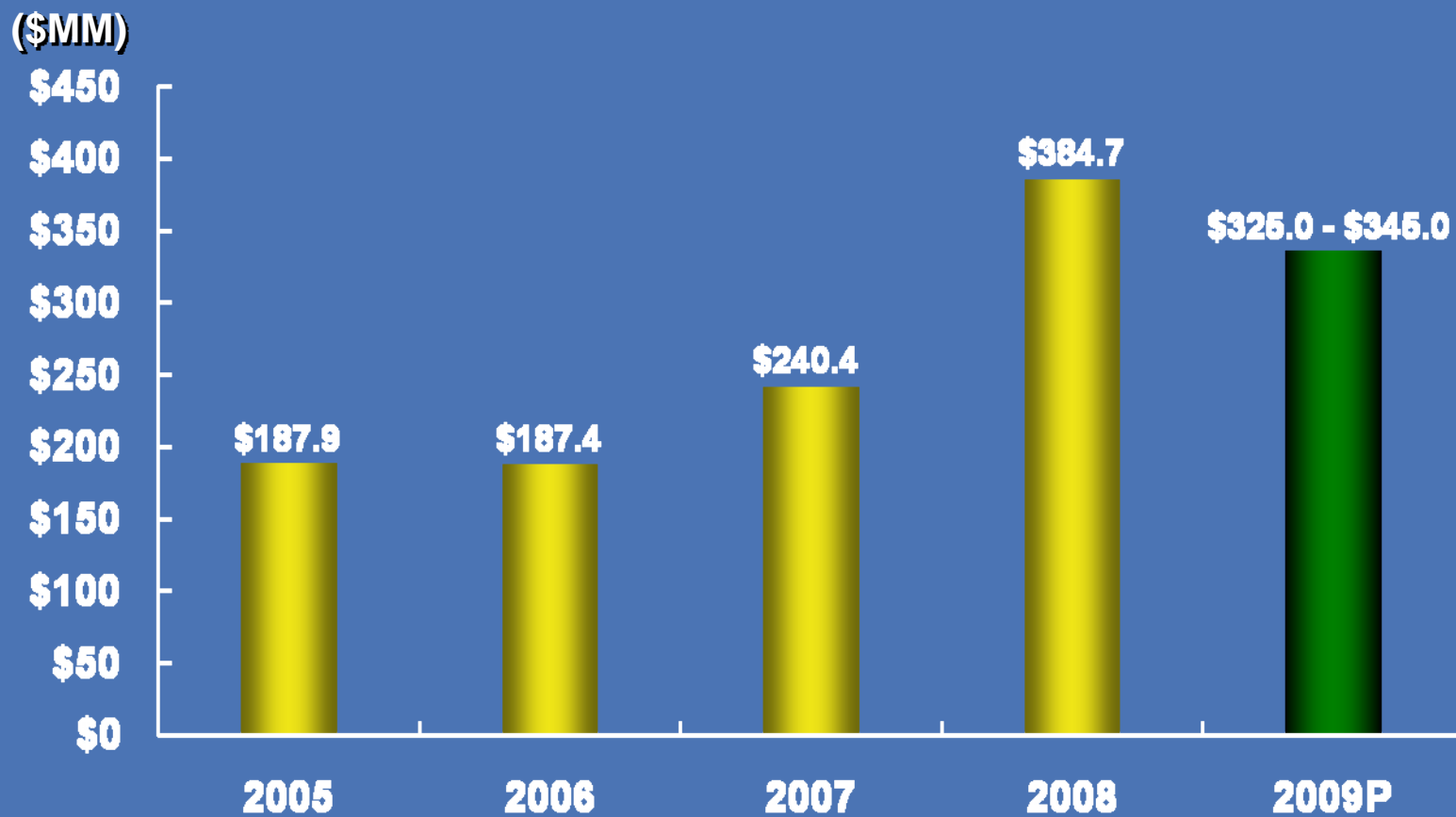
EBITDA and EBITDA Margin



(1) Excludes non-recurring charges and credits



Operating Cash Flow



Schedule of Free Cash Flow

2009 Estimate (\$MM)

EBITDA	\$345 - \$365
Net Cash Interest	(\$40)
CapEx	(\$60)
Working Capital	\$80
Taxes	(\$60)
Free Cash Flow	\$265 - \$285

OPERATING CASH FLOW	\$325- \$345
CapEx	(\$60)
Free Cash Flow	\$265 - \$285

Note: Potential uses of Free Cash Flow include acquisitions, reduction in outstanding indebtedness or common stock repurchases.



Current Capital Structure

	Mar 31, 2009	% of Book Capital	Mar 31, 2008	% of Book Capital
Cash	\$ 195.9		\$ 78.6	
Senior Credit Facilities	705.0	34.2%	825.2	39.1%
Sub Notes	225.4	11.0%	300.0	14.2%
Total Debt	930.4	45.2%	1,125.2	53.3%
Shareholder's Equity	1,127.6	54.8%	984.7	46.7%
Total Capitalization	\$ 2,058.0	100.0%	\$ 2,109.9	100.0%
Net Debt/Total Capitalization		35.7%		49.6%

Consolidated Leverage Ratio 2.14x (Q1'09)

Consolidated Interest Coverage Ratio 6.8x (Q1'09)



Guidance (per April 27, 2009 press release)

QUARTERLY

Q2'09P

Q2'08A

Total Revenue

\$679.0 - \$694.0 MM

\$719.0 MM

Adj. Diluted EPS

\$0.50 - \$0.56

\$0.56

ANNUAL

2009P

2008A

Total Revenue

\$2.78-2.84 BN

\$2.88 BN

Adj. Diluted EPS

\$2.18 - \$2.32 ⁽⁴⁾

\$2.04 ⁽¹⁾⁽²⁾⁽³⁾

- 1) Excludes the effects of the following pre-tax restructuring expense/credit associated with the 2007 restructuring plan: (1) \$2.9 million expense (\$0.03 per diluted earnings per share for the three months ended March 31, 2008); (2) \$0.015 million credit in the second quarter of 2008; (3) \$0.2 million expense in the third quarter of 2008; and (4) \$1.4 million in the fourth quarter of 2008. The 2008 pre-tax restructuring expense totaled \$4.5 million or \$0.04 per diluted earnings per share for the twelve months ended December 31, 2008.
- 2) Excludes the effects of a \$4.6 million pre-tax litigation credit (\$0.04 per diluted earnings per share for the twelve month period ended December 31, 2008) in the fourth quarter of 2008 associated with the prospective settlement of the *Hilda Perez* and *Shafer/Johnson* matters.
- 3) Excludes the effects of a \$4.3 million pre-tax gain (\$0.04 per diluted earnings per share for the twelve month period ended December 31, 2008) in the fourth quarter of 2008 associated with the extinguishment of debt.
- 4) Excludes the effects of a \$3.0 million pre-tax litigation credit (\$0.03 per diluted earnings per share for the three month period ended March 31, 2009) in the first quarter of 2009 related to the *Hilda Perez* matter.



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