CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE THIRD QUARTER 2016 EARNINGS CONFERENCE CALL ON THURSDAY, OCTOBER 27, 2016
QUARTER ENDED SEPTEMBER 30, 2016 (Recurring and comparable basis)

Reconciliation to Adjusted EBITDA	THREE MONTHS ENDED SEPTEMBER 30	
	2016	**2015**
Revenues	**$693,877**	**$791,605**
Reported Earnings Before Income Taxes	**$6,087**	**$39,862**
Add back:		
Other charges	-	-
Interest Expense, net	11,569	12,337
Depreciation, amortization and write-down of intangibles	19,998	19,979
Adjusted EBITDA	**$37,654**	**$72,178**
EBITDA Margin	***5.4%***	***9.1%***

CORE U.S.

- Total revenues were down 16.3% driven by a same store sales decline of 12.0% and an 8.5% reduction in store count from the prior year.

ACCEPTANCE NOW

- Acceptance Now segment experienced a 1.1% revenue decline driven by our same-store sales decline of 0.9% and a 6.5% reduction in our staffed stores offset by results from our Direct locations.

GROSS PROFIT

- Consolidated
  - Consolidated gross profit was $457.2 million, and gross profit margin was 65.9%. While all three of our company owned operating segments experienced increases in gross margin year-over-year, on a consolidated basis this number was lower due to a higher mix of business coming from Acceptance NOW.
- Core
  - Gross profit margin was 71.2%, 10 basis points better than a year ago. The gross profit margin was positively impacted by the continued growth in the mix of more efficiently sourced product in the Core portfolio, improved merchandise sales margins as a result of fewer smartphone sales, and a continued reduction in the smart phone loss reserve offset by a clearance event focused on previously rented inventory.

- Acceptance Now
  - Acceptance Now gross margin was 53.0%, up 110 basis points from last year. This increase was driven by our focus on driving profitable sales, particularly related to improved profitability of the 90-day program offset partially by a concerted effort to cure our past due accounts through discounted early purchase options.

EXPENSES

- Consolidated store labor, which includes the expenses associated with co-workers at our stores and at the district manager level, increased 40 basis points to 27.1%.
- Store Labor
  - In our Core U.S. segment, store labor expense was down approximately $20.4 million but worsened by 140 basis points due to sales deleverage.
  - In our Acceptance Now segment, labor as a percent of sales improved by 130 basis points, due to increases in productivity.

- Other Store Expenses
  - Other store expenses, which include expenses related to occupancy, losses, advertising, delivery costs and utilities, increased 270 basis points to 28.3%.
  - In our Core segment, Other store expenses were down $8.1 million but also deleveraged 400 basis points from the prior year.
  - Within Acceptance Now, other store expenses increased 170 basis points versus the prior year driven by an increase in our technology investments and an increase in skip-stolen losses.

OPERATING PROFIT/EBITDA

- On a consolidated basis we delivered operating margins of 2.5% in the third quarter, representing a year-over-year decline of 410 basis points.
- Consolidated EBITDA was at 5.4% or down 370 basis points from a year ago.

BALANCE SHEET

- Consolidated
  - Consolidated inventory on rent was down approximately 11.1% or $95 million versus a year ago.
  - Consolidated inventory held for rent was down approximately $57 million or 20.6%, even with the investment in inventory at our third-party distribution centers.
- Core
  - Inventory on rent in the Core U.S. segment was down 16.6% or $83 million. The key drivers were a $33 million dollar reduction in smart phone inventory, an 8.5% reduction in store count, the lower purchase costs brought about by our supply chain initiative and lower same store sales.

- Acceptance Now
    - Inventory on rent declined $7.6 million or 2.3%, which represents a smaller decline than seen a quarter ago, by approximately 340 basis points.

DEBT/LEVERAGE

- As of the end of the second quarter we have approximately $130 million in cash and cash equivalents and we have reduced our total debt by approximately $240 million this year.

The information above contains 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. The Company believes that the expectations reflected in such forward-looking statements are accurate. However, there can be no assurance that such expectations will occur. The Company's actual future performance could differ materially from such statements. Factors that could cause or contribute to such differences include, but are not limited to: the general strength of the economy and other economic conditions affecting consumer preferences and spending; factors affecting the disposable income available to the Company's current and potential customers; changes in the unemployment rate; difficulties encountered in improving the financial and operational performance of the Company's business segments; failure to manage the Company's store labor (including overtime pay) and other store expenses; the Company's ability to develop and successfully execute strategic initiatives; the Company's ability to successfully implement its new store information management system and a new finance/HR enterprise system; the Company's ability to successfully market smartphones and related services to its customers; the Company's ability to develop and successfully implement virtual or e-commerce capabilities; failure to achieve the anticipated profitability enhancements from the changes to the 90 day option pricing program and the development of dedicated commercial sales capabilities; disruptions in the Company's supply chain; limitations of, or disruptions in, the Company's distribution network; rapid inflation or deflation in the prices of the Company's products; the Company's ability to execute and the effectiveness of a store consolidation, including the Company's ability to retain the revenue from customer accounts merged into another store location as a result of a store consolidation; the Company's available cash flow; the Company's ability to identify and successfully market products and services that appeal to its customer demographic; consumer preferences and perceptions of the Company's brand; uncertainties regarding the ability to open new locations; the Company's ability to acquire additional stores or customer accounts on favorable terms; the Company's ability to control costs and increase profitability; the Company's ability to retain the revenue associated with acquired customer accounts and enhance the performance of acquired stores; the Company's ability to enter into new and collect on its rental or lease purchase agreements; the passage of legislation adversely affecting the rent-to-own industry; the Company's compliance with applicable statutes or regulations governing its transactions; changes in interest rates; adverse changes in the economic conditions of the industries, countries or markets that the Company serves; information technology and data security costs; 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 and employees; changes in the Company's stock price, the number of shares of common stock that it may or may not repurchase, and future dividends, if any; changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; changes in the Company's effective tax rate; fluctuations in foreign currency exchange rates; the Company's ability to maintain an effective system of internal controls; the resolution of the Company's 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, 2015. 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.*