

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 8-K

Current Report  
Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of Earliest Event Reported): May 8, 2024



**FIRSTCASH HOLDINGS, INC.**

(Exact name of registrant as specified in its charter)

**001-10960**

(Commission File Number)

**87-3920732**

(IRS Employer Identification No.)

**Delaware**  
(State or other jurisdiction of incorporation)

**1600 West 7th Street, Fort Worth, Texas 76102**  
(Address of principal executive offices, including zip code)

**(817) 335-1100**  
(Registrant's telephone number, including area code)

**Not Applicable**  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Securities registered pursuant to Section 12(b) of the Act:**

**Title of each class**  
Common Stock, par value \$.01 per share

**Trading Symbol(s)**  
FCFS

**Name of each exchange on which registered**  
The Nasdaq Stock Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 7.01 Regulation FD Disclosure.**

FirstCash Holdings, Inc. (the "Company") has made available on its corporate website (investors.firstcash.com) its most recent investor presentation. The presentation is also furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated in Item 7.01 of this Current Report by this reference.

The information provided in this Item 7.01, including Exhibit 99.1 attached hereto, is being "furnished" and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by the specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits:

99.1	<a href="#">FirstCash Holdings, Inc. Investor Presentation</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document contained in Exhibit 101)

**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.

Dated: May 8, 2024

FIRSTCASH HOLDINGS, INC.

(Registrant)

/s/ R. DOUGLAS ORR

R. Douglas Orr

Executive Vice President and Chief Financial Officer

(As Principal Financial and Accounting Officer)

**EXHIBIT 99.1**

**FirstCash**  
NASDAQ: FCFS

**FirstCash**<sup>®</sup>

Investor Presentation — May 2024

FIRSTCASH HOLDINGS, INC.

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## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

THIS PRESENTATION CONTAINS FORWARD-LOOKING STATEMENTS ABOUT THE BUSINESS, FINANCIAL CONDITION, OUTLOOK AND PROSPECTS OF FIRSTCASH HOLDINGS, INC. AND ITS WHOLLY OWNED SUBSIDIARIES (TOGETHER, THE "COMPANY"). FORWARD-LOOKING STATEMENTS, AS THAT TERM IS DEFINED IN THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995, CAN BE IDENTIFIED BY THE USE OF FORWARD-LOOKING TERMINOLOGY SUCH AS "BELIEVES," "PROJECTS," "EXPECTS," "MAY," "ESTIMATES," "SHOULD," "PLANS," "TARGETS," "INTENDS," "COULD," "WOULD," "ANTICIPATES," "POTENTIAL," "CONFIDENT," "OPTIMISTIC" OR THE NEGATIVE THEREOF, OR OTHER VARIATIONS THEREON, OR COMPARABLE TERMINOLOGY, OR BY DISCUSSIONS OF STRATEGY, OBJECTIVES, ESTIMATES, GUIDANCE, EXPECTATIONS, OUTLOOK AND FUTURE PLANS. FORWARD-LOOKING STATEMENTS CAN ALSO BE IDENTIFIED BY THE FACT THESE STATEMENTS DO NOT RELATE STRICTLY TO HISTORICAL OR CURRENT MATTERS. RATHER, FORWARD-LOOKING STATEMENTS RELATE TO ANTICIPATED OR EXPECTED EVENTS, ACTIVITIES, TRENDS OR RESULTS. BECAUSE FORWARD-LOOKING STATEMENTS RELATE TO MATTERS THAT HAVE NOT YET OCCURRED, THESE STATEMENTS ARE INHERENTLY SUBJECT TO RISKS AND UNCERTAINTIES.

WHILE THE COMPANY BELIEVES THE EXPECTATIONS REFLECTED IN FORWARD-LOOKING STATEMENTS ARE REASONABLE, THERE CAN BE NO ASSURANCES SUCH EXPECTATIONS WILL PROVE TO BE ACCURATE. SECURITY HOLDERS ARE CAUTIONED THAT SUCH FORWARD-LOOKING STATEMENTS INVOLVE RISKS AND UNCERTAINTIES. CERTAIN FACTORS MAY CAUSE RESULTS TO DIFFER MATERIALLY FROM THOSE ANTICIPATED BY THE FORWARD-LOOKING STATEMENTS MADE IN THIS PRESENTATION. SUCH FACTORS MAY INCLUDE, WITHOUT LIMITATION, RISKS RELATED TO THE EXTENSIVE REGULATORY ENVIRONMENT IN WHICH THE COMPANY OPERATES; RISKS ASSOCIATED WITH THE LEGAL AND REGULATORY PROCEEDINGS THAT THE COMPANY IS A PARTY TO, OR MAY BECOME A PARTY TO IN THE FUTURE, INCLUDING THE CONSUMER FINANCIAL PROTECTION BUREAU (THE "CFPB") LAWSUIT FILED AGAINST THE COMPANY; RISKS RELATED TO THE COMPANY'S ACQUISITIONS, INCLUDING THE FAILURE OF THE COMPANY'S ACQUISITIONS, TO DELIVER THE ESTIMATED VALUE AND BENEFITS EXPECTED BY THE COMPANY AND THE ABILITY OF THE COMPANY TO CONTINUE TO IDENTIFY AND CONSUMMATE ACQUISITIONS ON FAVORABLE TERMS, IF AT ALL; POTENTIAL CHANGES IN CONSUMER BEHAVIOR AND SHOPPING PATTERNS WHICH COULD IMPACT DEMAND FOR THE COMPANY'S PAWN LOAN, RETAIL LEASE-TO-OWN ("LTO") AND RETAIL FINANCE PRODUCTS, INCLUDING, AS A RESULT TO, CHANGES IN THE GENERAL ECONOMIC CONDITIONS; LABOR SHORTAGES AND INCREASED LABOR COSTS; A DETERIORATION IN THE ECONOMIC CONDITIONS IN THE UNITED STATES AND LATIN AMERICA, INCLUDING AS A RESULT OF INFLATION, ELEVATED INTEREST RATES AND HIGHER GAS PRICES, WHICH POTENTIALLY COULD HAVE AN IMPACT ON DISCRETIONARY CONSUMER SPENDING AND DEMAND FOR THE COMPANY'S PRODUCTS; CURRENCY FLUCTUATIONS, PRIMARILY INVOLVING THE MEXICAN PESO; COMPETITION THE COMPANY FACES FROM OTHER RETAILERS AND PROVIDERS OF RETAIL PAYMENT SOLUTIONS; THE ABILITY OF THE COMPANY TO SUCCESSFULLY EXECUTE ON ITS BUSINESS STRATEGIES; AND OTHER RISKS DISCUSSED AND DESCRIBED IN THE COMPANY'S MOST

RECENT ANNUAL REPORT ON FORM 10-K FILED WITH THE SECURITIES AND EXCHANGE COMMISSION (THE "SEC"), INCLUDING THE RISKS DESCRIBED IN PART 1, ITEM 1A, "RISK FACTORS" THEREOF, AND OTHER REPORTS FILED WITH THE SEC. MANY OF THESE RISKS AND UNCERTAINTIES ARE BEYOND THE ABILITY OF THE COMPANY TO CONTROL, NOR CAN THE COMPANY PREDICT, IN MANY CASES, ALL OF THE RISKS AND UNCERTAINTIES THAT COULD CAUSE ITS ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE INDICATED BY THE FORWARD-LOOKING STATEMENTS. THE FORWARD-LOOKING STATEMENTS CONTAINED IN THIS PRESENTATION SPEAK ONLY AS OF THE DATE OF THIS PRESENTATION, AND THE COMPANY EXPRESSLY DISCLAIMS ANY OBLIGATION OR UNDERTAKING TO REPORT ANY UPDATES OR REVISIONS TO ANY SUCH STATEMENT TO REFLECT ANY CHANGE IN THE COMPANY'S EXPECTATIONS OR ANY CHANGE IN EVENTS, CONDITIONS OR CIRCUMSTANCES ON WHICH ANY SUCH STATEMENT IS BASED, EXCEPT AS REQUIRED BY LAW.



WE ARE THE LEADING OPERATOR OF PAWN STORES IN THE U.S. AND LATIN AMERICA, AND A LEADING PROVIDER OF RETAIL POINT-OF-SALE ("POS") PAYMENT SOLUTIONS.

OUR BUSINESS:



**PAWN OPERATIONS**

- U.S. PAWN: 29 STATES AND THE DISTRICT OF COLUMBIA
- LATIN AMERICA PAWN: MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR



**RETAIL POS PAYMENT SOLUTIONS**

- AMERICAN FIRST FINANCE ("AFF") PROVIDES LEASE-TO-OWN ("LTO") AND RETAIL POINT-OF-SALE PAYMENT SOLUTIONS
- AVAILABLE IN ALL 50 STATES IN THE U.S., THE DISTRICT OF COLUMBIA AND PUERTO RICO

FIRSTCASH HOLDINGS, INC.

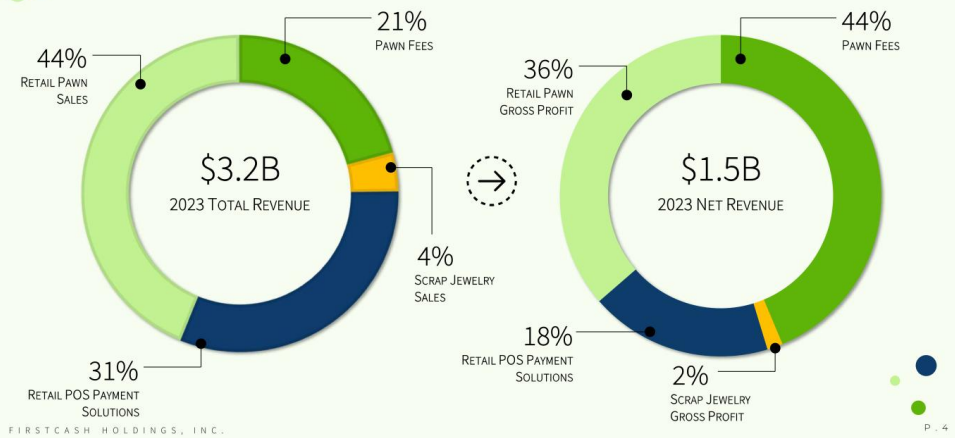


**INCOME BY SEGMENT**





# DIVERSIFIED REVENUE STREAM





**FirstCash**<sup>®</sup>  
PAWN OPERATIONS

FIRSTCASH HOLDINGS, INC. P. 5





# PAWN OVERVIEW

FIRSTCASH IS THE LEADING INTERNATIONAL OPERATOR OF PAWN STORES WITH MORE THAN 3,000 RETAIL PAWN LOCATIONS AND 19,000 EMPLOYEES IN 29 U.S. STATES, THE DISTRICT OF COLUMBIA AND FOUR COUNTRIES IN LATIN AMERICA INCLUDING MEXICO, GUATEMALA, COLOMBIA AND EL SALVADOR...

## PAWN INDUSTRY



Pawn stores are neighborhood-based retail locations that buy and sell pre-owned consumer products such as jewelry, electronics, tools, appliances, sporting goods and musical instruments, and make small consumer pawn loans

## BUSINESS STRATEGY



Grow revenues and income by opening new retail pawn locations, acquiring existing pawn stores in strategic markets and increasing revenue and operating profits in existing stores

## MISSION



Provide quick and convenient retail and credit solutions to unbanked, under-banked and credit-challenged customers

*"About 53 million U.S. adults don't have credit scores. Another roughly 56 million have subprime scores. Some have a checkered borrowing history or high debt loads. But others, banks point out, just don't have traditional borrowing backgrounds, often because they are new to the U.S. or pay for most expenses with cash"*

— THE WALL STREET JOURNAL

## BRANDS OUR CUSTOMERS KNOW AND TRUST

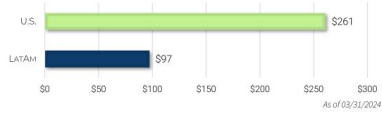




# PAWN PRODUCT OVERVIEW

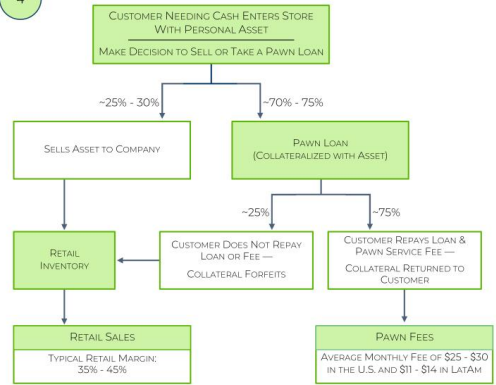
- 1** PAWN LOANS ARE CUSTOMER FRIENDLY
- NON-RECOURSE LOANS
  - NO CREDIT CHECK OR BANK ACCOUNT REQUIRED
  - NO COLLECTION ACTIVITY OR REPORTING TO CREDIT BUREAUS

- 2** PAWN LOANS ARE SMALL AND AFFORDABLE
- TYPICALLY, 30-TO-60-DAY TERM
  - AVERAGE LOAN SIZE:



- 3** PAWN LOANS HAVE LIMITED CREDIT RISK
- FULLY COLLATERALIZED WITH PERSONAL PROPERTY
  - COLLATERAL HELD IN SECURE BACKROOM OF STORE
  - RAPID LIQUIDATION OF FORFEITED COLLATERAL THROUGH PAWNSHOP RETAIL OPERATIONS

- 4** PAWN TRANSACTION CYCLE  
TOTAL TRANSACTION TIME GENERALLY LESS THAN 15 MINUTES





## DATA ANALYTICS DELIVER SCALABLE HIGH-PERFORMING OPERATING METRICS

- 1 DATA FROM OVER 3,000 LOCATIONS CONTINUALLY CAPTURED AND REFRESHED FROM MORE THAN 12 MILLION ANNUAL RETAIL TRANSACTIONS
  - INVENTORY SALES DATABASE PROVIDES REAL-TIME PRICING, TURNOVER AND MARGIN DATA BY MERCHANDISE CATEGORY
  - PAWN LENDING METRICS INCLUDING COLLATERAL MIX, LOAN-TO-VALUE AND REDEMPTION RATES ARE TRACKED CONTINUALLY
- 2 FIRSTCASH'S PAWNBROKERS UTILIZE AI-LIKE PROPRIETARY ALGORITHMS TO DETERMINE COLLATERAL VALUE AND EXPECTED RETAIL PRICING
- 3 ANALYTICS AND ALGORITHMS PROVIDE PRODUCT AND CUSTOMER PERFORMANCE METRICS THAT DRIVE PREDICTABLE YIELDS AND OPTIMIZED RETAIL SALES MARGINS

FIRSTCASH HOLDINGS, INC.



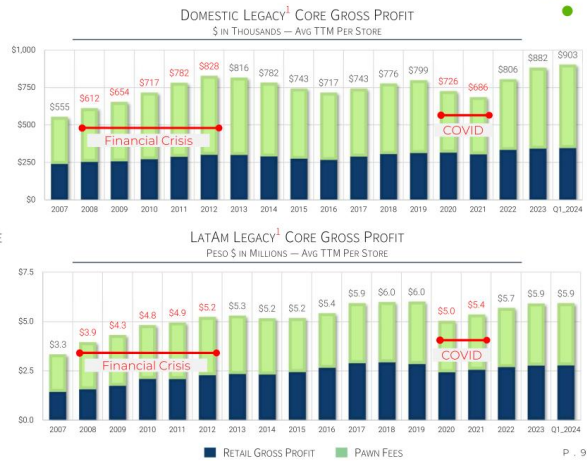


# PAWN HAS PERFORMED WELL ACROSS ECONOMIC CYCLES



- 1 PAWN RECEIVABLES ARE FULLY COLLATERALIZED AND SUBJECT TO VERY MINIMAL CONSUMER CREDIT RISK
- 2 CREDIT TIGHTENING BY UNSECURED LENDERS DRIVES INCREASED DEMAND FOR PAWN LOANS
- 3 DURING THE FINANCIAL CRISIS:
  - STORES IN THE U.S. SAW A 50% INCREASE IN PAWN RECEIVABLES FROM 2007 TO 2012; LATAM STORES SAW GROWTH OF 31% OVER THE SAME PERIOD
  - RETAIL GROSS PROFIT IN THE U.S. INCREASED 25% FROM 2007 TO 2012; LATAM STORES INCREASED 59% OVER THE SAME PERIOD
- 4 CURRENT TRAILING TWELVE-MONTH GROSS PROFIT PERFORMANCE IS NOW ABOVE RESULTS DURING THE GREAT FINANCIAL CRISIS

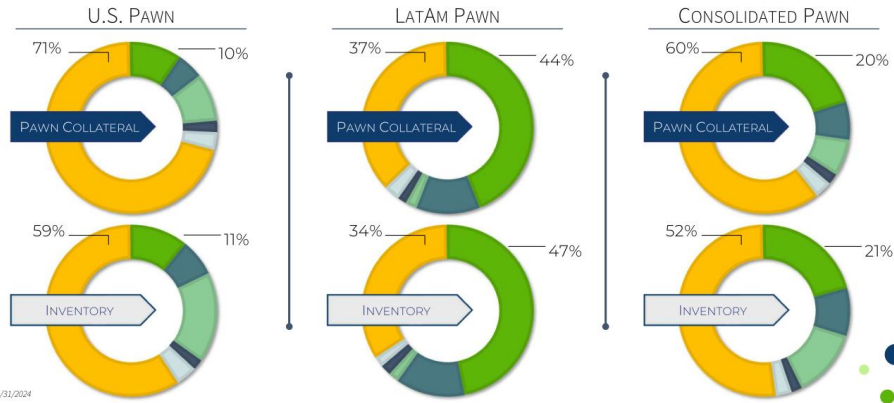
<sup>1</sup> Core pawn GP from legacy U.S. and LatAm First Cash stores in operation since 2007  
 FIRST CASH HOLDINGS, INC.





# PAWN COLLATERAL AND INVENTORY COMPOSITION

JEWELRY ELECTRONICS TOOLS SPORTING GOODS MUSICAL INSTRUMENTS OTHER



As of 03/31/2024

FIRSTCASH HOLDINGS, INC.

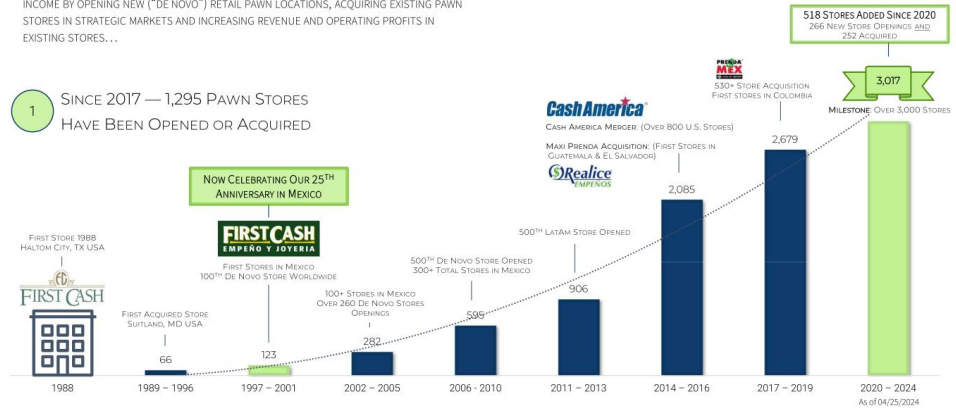


# FIRSTCASH PAWN SEGMENT HISTORY

**FirstCash**  
NASDAQ: FCFS

PRIMARY LONG-TERM BUSINESS PLAN IS TO CONTINUE GROWING PAWN REVENUES AND INCOME BY OPENING NEW ("DE NOVO") RETAIL PAWN LOCATIONS, ACQUIRING EXISTING PAWN STORES IN STRATEGIC MARKETS AND INCREASING REVENUE AND OPERATING PROFITS IN EXISTING STORES...

1 SINCE 2017 — 1,295 PAWN STORES HAVE BEEN OPENED OR ACQUIRED



FIRSTCASH HOLDINGS, INC.

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# SUSTAINABILITY IS CORE TO FIRSTCASH

Replacing Take → Make → Dispose with Buy → Use → Return



## PAWNSHOPS PIONEERED CIRCULAR ECONOMY

- NEIGHBORHOOD-BASED STORES CONTRIBUTE TO THE MODERN "CIRCULAR ECONOMY"

## EXTENDING LIFE CYCLE OF CONSUMER PRODUCTS

- INVENTORY IS PRE-OWNED MERCHANDISE WHICH IS SOURCED AND THEN RECYCLED WITHIN EACH STORE'S GEOGRAPHIC NEIGHBORHOOD

## SAVING WATER AND CARBON EMISSIONS WITH NO PACKAGING OR HAZARDOUS WASTE

- LOCAL SOURCING OF PRE-OWNED GOODS ELIMINATES CARBON FOOTPRINT OF MANUFACTURING FACILITIES, DISTRIBUTION CENTERS AND TRANSPORTATION SERVICES

## SAFE ENVIRONMENT

- BUY AND RESELL POPULAR CONSUMER PRODUCTS IN A SAFE AND SECURE ENVIRONMENT FOR EMPLOYEES AND CUSTOMERS





# COMMITMENT TO SOCIAL RESPONSIBILITY

## EMPLOYEE EMPOWERMENT

- EMPLOYEE-TRAINING PROGRAMS THAT PROMOTE CUSTOMER SERVICE AND PROFESSIONALISM
- SPECIALIZED SKILL TRAINING PROGRAMS IN LENDING PRACTICES, MERCHANDISE VALUATION AND REGULATORY COMPLIANCE
- PROFIT SHARING PROGRAMS WHICH PAY ON AVERAGE 4-5% OF GROSS PROFIT DIRECTLY TO EMPLOYEES

## CUSTOMER AND EMPLOYEE PROTECTIONS

- COMMITTED TO HEALTH, SAFETY AND WELLNESS THROUGH EMPLOYEE BENEFIT PROGRAMS AND ROBUST PHYSICAL SECURITY INFRASTRUCTURE
- CONSUMER PROTECTION PROGRAMS FOCUSED ON PRIVACY, REGULATORY COMPLIANCE AND DATA SECURITY

## DIVERSE WORKPLACE







**FirstCash**  
NASDAQ: FCFS

## U.S. PAWN SEGMENT

- ALMOST 1,200 FULL-SERVICE U.S. LOCATIONS
- 29 STATES AND THE DISTRICT OF COLUMBIA



FIRSTCASH HOLDING

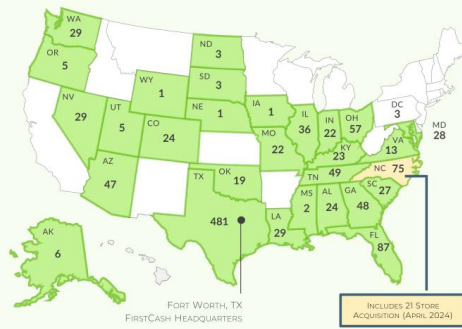
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# U.S. PAWN SEGMENT

29 U.S. STATES AND THE DISTRICT OF COLUMBIA

ALMOST 1,200 LOCATIONS



As of 04/25/2024

FIRSTCASH HOLDINGS, INC.

## CONTINUED GROWTH OPPORTUNITIES

U.S. PAWN MARKET IS LARGE AND HIGHLY FRAGMENTED — OVER 12,000 ESTIMATED PAWN SHOPS IN U.S.

FIRSTCASH LOCATIONS FOCUSED IN MARKETS WITH:

- GROWING POPULATIONS
- FAVORABLE CUSTOMER DEMOGRAPHICS
- STABLE REGULATIONS
- OPPORTUNITIES TO FURTHER ADD LOCATIONS

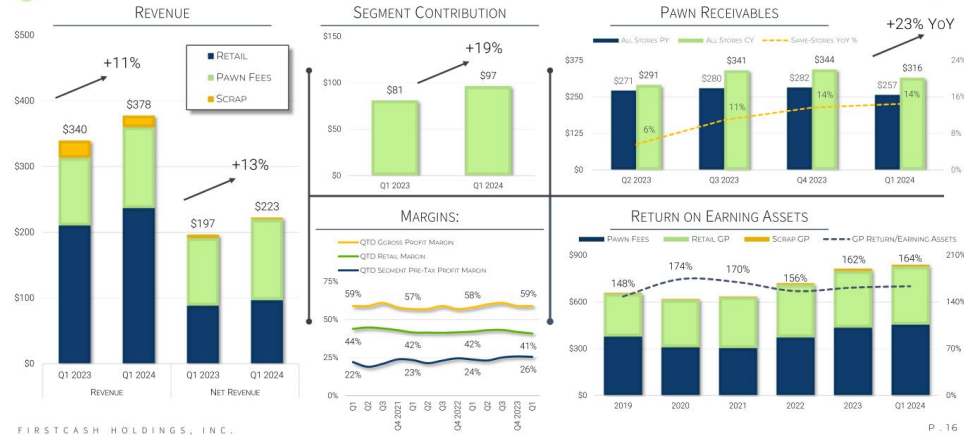
## U.S. STORE ADDITIONS BY YEAR





# Q1 2024 U.S. PAWN SEGMENT HIGHLIGHTS

\$ IN U.S. MILLIONS





## LATAM PAWN SEGMENT

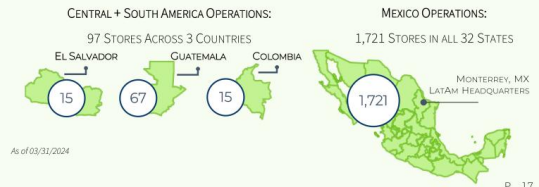
OVER 1,800 LATIN AMERICA LOCATIONS  
IN FOUR COUNTRIES

- LATIN AMERICAN MARKETS REMAIN RECEPTIVE TO PAWN GIVEN THE HIGH CONCENTRATION OF UNBANKED AND UNDERBANKED CONSUMERS
- FIRSTCASH'S WELL-ESTABLISHED LATIN AMERICAN INFRASTRUCTURE AND STRONG CASH FLOWS SUPPORT THE COMPANY'S LONG-TERM GROWTH STRATEGY IN THESE MARKETS
- SIGNIFICANT OPPORTUNITY FOR CONTINUED DE NOVO OPENINGS AND ACQUISITIONS ACROSS THE COMPANY'S EXISTING MARKETS IN LATIN AMERICA
- FIRSTCASH CONTINUES TO EVALUATE OPPORTUNITIES FOR EXPANSION INTO ADDITIONAL LATIN AMERICA MARKETS

FIRSTCASH HOLDINGS, INC.



PAWN LOCATIONS BY COUNTRY



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# 25 YEARS OF LATAM GROWTH

STORE COUNT AND NET REVENUE — \$ IN MILLIONS



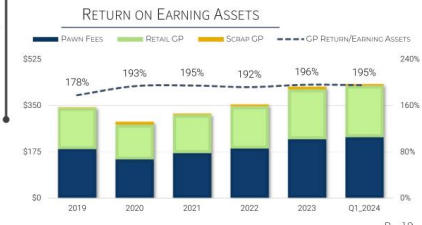
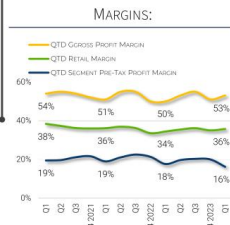
As of 03/31/2024  
FIRSTCASH HOLDINGS, INC.





# Q1 2024 LATAM PAWN SEGMENT HIGHLIGHTS

\$ IN U.S. MILLIONS





**FirstCash**<sup>®</sup>  
RETAIL POS PAYMENT SOLUTIONS

FIRSTCASH HOLDINGS, INC. P. 20



# AFF ACQUISITION EXPANDS PRODUCT OFFERINGS

ENHANCES FIRSTCASH'S CORE PAWN BUSINESS

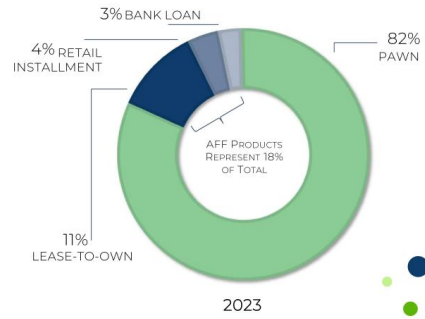


DIVERSIFYING FIRSTCASH'S BUSINESS AND  
PROVIDING A NEW SOURCE OF REVENUE GROWTH

- 1 PROVIDES PRODUCT AND REVENUE DIVERSIFICATION UTILIZING TECHNOLOGY DRIVEN PAYMENT SOLUTIONS
- 2 LTO PAYMENT OPTION ADDED IN MOST U.S. PAWN STORES
- 3 POTENTIAL FOR AFF CUSTOMERS TO RETURN LEASED MERCHANDISE AT THE COMPANY'S PAWN LOCATIONS
- 4 LONGER TERM, FIRSTCASH EXPECTS TO EXPLORE OPPORTUNITIES FOR POTENTIAL LTO AND RETAIL FINANCE PRODUCTS IN LATAM

FIRSTCASH HOLDINGS, INC.

FIRSTCASH  
CONSOLIDATED NET REVENUE MIX

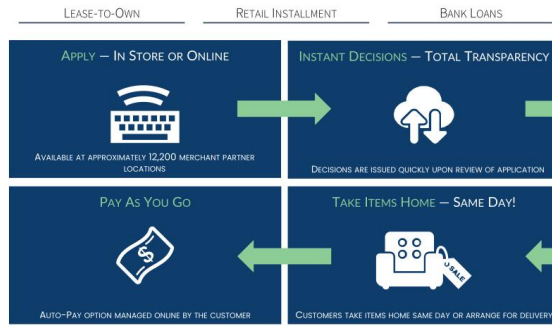




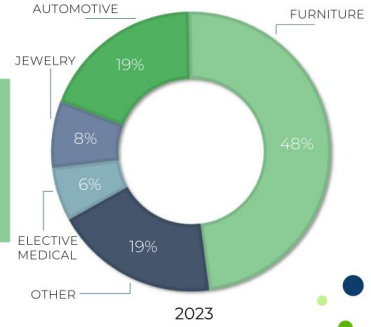


# RETAIL POS PAYMENT SOLUTION OVERVIEW

## PAYMENT SOLUTIONS FOR ALL 50 STATES



## POS PAYMENT TRANSACTION ORIGINATIONS BY PRODUCT CATEGORY



As of 03/31/2024

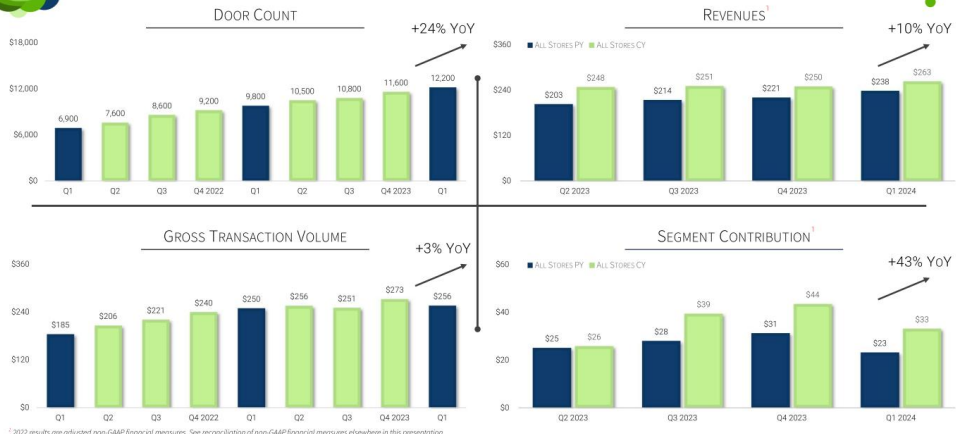
FIRSTCASH HOLDINGS, INC.



# Q1 2024 AFF POS PAYMENT SOLUTIONS

\$ IN MILLIONS

**FirstCash**  
NASDAQ: FCFS



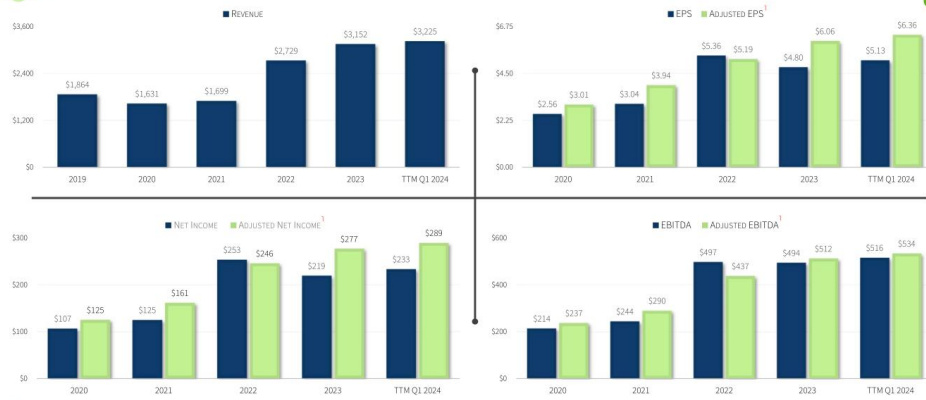
<sup>1</sup> 2022 results are adjusted non-GAAP financial measures. See reconciliation of non-GAAP financial measures elsewhere in this presentation  
FIRSTCASH HOLDINGS, INC.





# CONSOLIDATED OPERATING HIGHLIGHTS

\$ IN MILLIONS, EXCEPT PER SHARE AMOUNTS



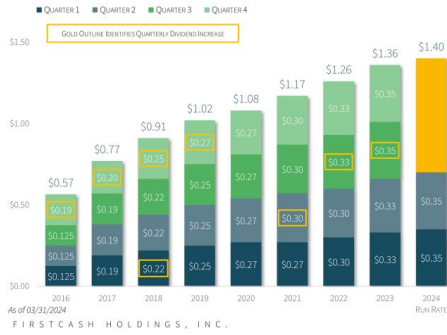
<sup>1</sup> Non-GAAP financial measure. See reconciliation of non-GAAP financial measures elsewhere in this presentation.



# CASH DIVIDENDS & SHARE REPURCHASES

## CASH DIVIDEND HISTORY

Q3 2023 DIVIDEND INCREASED TO \$0.35;  
ANNUALIZES TO \$1.40 PER SHARE



## ACTIVE SHARE REPURCHASE PROGRAM

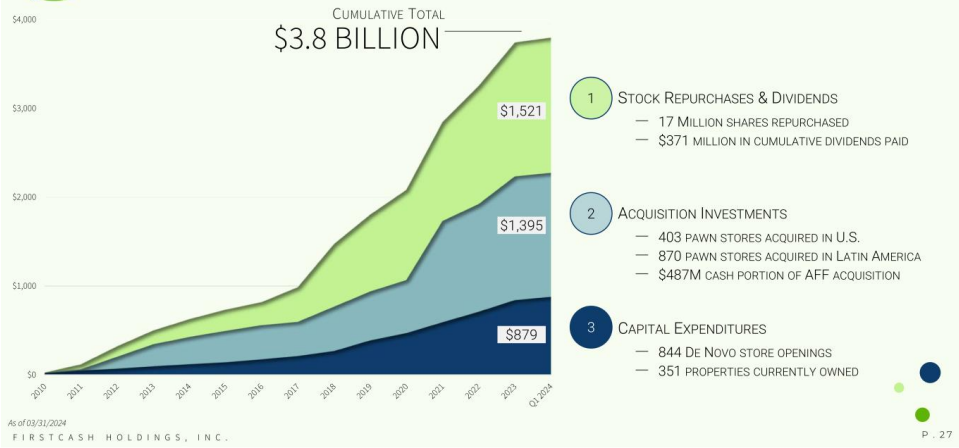
JULY 2023 BUYBACK AUTHORIZATION  
PROVIDES FOR \$200 MILLION OF FUTURE  
SHARE REPURCHASES





# GROWTH INVESTMENTS & SHAREHOLDER PAYOUTS

SINCE 2010 — \$ IN MILLIONS





## INVESTMENT RECAP

### 1 PAWN FOCUSED BUSINESS MODEL

- SMALL SECURED PAWN LOANS TO UNBANKED AND UNDERBANKED CONSUMERS WITH LIMITED OR NO ACCESS TO TRADITIONAL CREDIT PRODUCTS
- DIVERSIFIED LENDING AND RETAIL MODEL IS A SIGNIFICANT COMPETITIVE ADVANTAGE WITH STRONG MARGINS AND CASH FLOWS
- RESILIENT PAWN FOCUSED BUSINESS MODEL, WITH LIMITED CREDIT RISK

### 2 PROVEN MULTI-COUNTRY GROWTH STRATEGY

- MATURE U.S. BUSINESS GENERATES SIGNIFICANT CASH FLOW WITH CONTINUED GROWTH THROUGH SMALL ACQUISITIONS
- RUNWAY FOR GROWTH IN LATIN AMERICA WHERE CUSTOMER DEMOGRAPHICS ARE FAVORABLE AND LARGE FORMAT COMPETITION IS LIMITED
- ADDITIONAL GROWTH EXPECTED FROM RETAIL POS PAYMENT SOLUTION REVENUES

### 3 STRONG CASH FLOWS AND BALANCE SHEET SUPPORT:

- EARNING ASSET GROWTH
- ACQUISITIONS
- SHARE BUYBACKS
- DIVIDENDS

FIRSTCASH HOLDINGS, INC.

**FirstCash**  
NASDAQ: FCFS

*With over 12 million individual pre-owned items sold annually, we believe we are one of the largest resellers of recycled consumer products in the Americas...*



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## NON-GAAP FINANCIAL INFORMATION

Please reference the Form 10-K filed on 04/29/2024 for further explanation



THE COMPANY USES CERTAIN FINANCIAL CALCULATIONS SUCH AS ADJUSTED NET INCOME, ADJUSTED DILUTED EARNINGS PER SHARE, EBITDA, ADJUSTED EBITDA, FREE CASH FLOW, ADJUSTED FREE CASH FLOW, ADJUSTED RETAIL POS PAYMENT SOLUTIONS SEGMENT METRICS AND CONSTANT CURRENCY RESULTS AS FACTORS IN THE MEASUREMENT AND EVALUATION OF THE COMPANY'S OPERATING PERFORMANCE AND PERIOD-OVER-PERIOD GROWTH. THE COMPANY DERIVES THESE FINANCIAL CALCULATIONS ON THE BASIS OF METHODOLOGIES OTHER THAN GAAP, PRIMARILY BY EXCLUDING FROM A COMPARABLE GAAP MEASURE CERTAIN ITEMS THE COMPANY DOES NOT CONSIDER TO BE REPRESENTATIVE OF ITS ACTUAL OPERATING PERFORMANCE. THESE FINANCIAL CALCULATIONS ARE "NON-GAAP FINANCIAL MEASURES" AS DEFINED UNDER THE SEC RULES. THE COMPANY USES THESE NON-GAAP FINANCIAL MEASURES IN OPERATING ITS BUSINESS BECAUSE MANAGEMENT BELIEVES THEY ARE LESS SUSCEPTIBLE TO VARIANCES IN ACTUAL OPERATING PERFORMANCE THAT CAN RESULT FROM THE EXCLUDED ITEMS, OTHER INFREQUENT CHARGES AND CURRENCY FLUCTUATIONS. THE COMPANY PRESENTS THESE FINANCIAL MEASURES TO INVESTORS BECAUSE MANAGEMENT BELIEVES THEY ARE USEFUL TO INVESTORS IN EVALUATING THE PRIMARY FACTORS THAT DRIVE THE COMPANY'S CORE OPERATING PERFORMANCE AND PROVIDE GREATER TRANSPARENCY INTO THE COMPANY'S RESULTS OF OPERATIONS. HOWEVER, ITEMS THAT ARE EXCLUDED AND OTHER ADJUSTMENTS AND ASSUMPTIONS THAT ARE MADE IN CALCULATING THESE NON-GAAP FINANCIAL MEASURES ARE SIGNIFICANT COMPONENTS IN UNDERSTANDING AND ASSESSING THE COMPANY'S FINANCIAL PERFORMANCE. THESE NON-GAAP FINANCIAL MEASURES SHOULD BE EVALUATED IN CONJUNCTION WITH, AND ARE NOT A SUBSTITUTE FOR, THE COMPANY'S GAAP FINANCIAL MEASURES. FURTHER, BECAUSE THESE NON-GAAP FINANCIAL MEASURES ARE NOT DETERMINED IN ACCORDANCE WITH GAAP AND ARE THUS SUSCEPTIBLE TO VARYING CALCULATIONS, THE NON-GAAP FINANCIAL MEASURES, AS PRESENTED, MAY NOT BE COMPARABLE TO OTHER SIMILARLY-TITLED MEASURES OF OTHER COMPANIES.

WHILE ACQUISITIONS ARE AN IMPORTANT PART OF THE COMPANY'S OVERALL STRATEGY, THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL CALCULATIONS TO EXCLUDE MERGER AND ACQUISITION EXPENSES IN ORDER TO ALLOW MORE ACCURATE COMPARISONS OF THE FINANCIAL RESULTS TO PRIOR PERIODS. IN ADDITION, THE COMPANY DOES NOT CONSIDER THESE MERGER AND ACQUISITION EXPENSES TO BE RELATED TO THE ORGANIC OPERATIONS OF THE ACQUIRED BUSINESSES OR ITS CONTINUING OPERATIONS, AND SUCH EXPENSES ARE GENERALLY NOT RELEVANT TO ASSESSING OR ESTIMATING THE LONG-TERM PERFORMANCE OF THE ACQUIRED BUSINESSES. MERGER AND ACQUISITION EXPENSES INCLUDE INCREMENTAL COSTS DIRECTLY ASSOCIATED WITH MERGER AND ACQUISITION ACTIVITIES, INCLUDING PROFESSIONAL FEES, LEGAL EXPENSES, SEVERANCE, RETENTION AND OTHER EMPLOYEE-RELATED COSTS, CONTRACT BREACHAGE COSTS AND COSTS RELATED TO THE CONSOLIDATION OF TECHNOLOGY SYSTEMS AND CORPORATE FACILITIES, AMONG OTHERS.

THE COMPANY HAS CERTAIN LEASES IN MEXICO WHICH ARE DENOMINATED IN U.S. DOLLARS. THE LEASE LIABILITY OF THESE U.S. DOLLAR-DENOMINATED LEASES, WHICH IS CONSIDERED A MONETARY LIABILITY, IS REMEASURED INTO MEXICAN PESOS USING CURRENT PERIOD EXCHANGE RATES, RESULTING IN THE RECOGNITION OF FOREIGN CURRENCY EXCHANGE GAINS OR LOSSES. THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL MEASURES TO EXCLUDE THESE REMEASUREMENT GAINS OR LOSSES (I) BECAUSE THEY ARE NON-CASH, NON-OPERATING ITEMS THAT COULD CREATE VOLATILITY IN THE COMPANY'S CONSOLIDATED RESULTS OF OPERATIONS DUE TO THE MAGNITUDE OF THE END OF PERIOD LEASE LIABILITY BEING REMEASURED AND (II) TO IMPROVE COMPARABILITY OF CURRENT PERIODS PRESENTED WITH PRIOR PERIODS.

IN CONJUNCTION WITH THE CASH AMERICA MERGER IN 2016, THE COMPANY RECORDED CERTAIN LEASE INTANGIBLES RELATED TO ABOVE-OR BELOW-MARKET LEASE LIABILITIES OF CASH AMERICA, WHICH ARE INCLUDED IN THE OPERATING LEASE RIGHT OF USE ASSET ON THE CONSOLIDATED BALANCE SHEETS. AS THE COMPANY CONTINUES TO OPPORTUNISTICALLY PURCHASE REAL ESTATE FROM LANDLORDS AT CERTAIN CASH AMERICA STORES, THE ASSOCIATED LEASE INTANGIBLE, IF ANY, IS WRITTEN OFF AND GAIN OR LOSS IS RECOGNIZED. THE COMPANY HAS ADJUSTED THE APPLICABLE FINANCIAL MEASURES TO EXCLUDE THESE GAINS OR LOSSES GIVEN THE VARIABILITY IN SIZE AND TIMING OF THESE TRANSACTIONS AND BECAUSE THEY ARE NON-CASH, NON-OPERATING GAINS OR LOSSES. THE COMPANY BELIEVES THIS IMPROVES COMPARABILITY OF OPERATING RESULTS FOR CURRENT PERIODS PRESENTED WITH PRIOR PERIODS.

THE COMPANY'S REPORTING CURRENCY IS THE U.S. DOLLAR; HOWEVER, CERTAIN PERFORMANCE METRICS DISCUSSED IN THIS PRESENTATION ARE PRESENTED ON A "CONSTANT CURRENCY" BASIS, WHICH IS CONSIDERED A NON-GAAP FINANCIAL MEASURE. THE COMPANY'S MANAGEMENT USES CONSTANT CURRENCY RESULTS TO EVALUATE OPERATING RESULTS OF BUSINESS OPERATIONS IN LATIN AMERICA, WHICH ARE TRANSACTED IN LOCAL CURRENCIES IN MEXICO, GUATEMALA AND COLOMBIA. THE COMPANY ALSO HAS OPERATIONS IN EL SALVADOR, WHERE THE REPORTING AND FUNCTIONAL CURRENCY IS THE U.S. DOLLAR.

THE COMPANY BELIEVES CONSTANT CURRENCY RESULTS PROVIDE VALUABLE SUPPLEMENTAL INFORMATION REGARDING THE UNDERLYING PERFORMANCE OF ITS BUSINESS OPERATIONS IN LATIN AMERICA, CONSISTENT WITH HOW THE COMPANY'S MANAGEMENT EVALUATES SUCH PERFORMANCE AND OPERATING RESULTS. CONSTANT CURRENCY RESULTS REPORTED HEREIN ARE CALCULATED BY TRANSLATING CERTAIN BALANCE SHEET AND INCOME STATEMENT ITEMS DENOMINATED IN LOCAL CURRENCIES USING THE EXCHANGE RATE FROM THE PRIOR-YEAR COMPARABLE PERIOD, AS OPPOSED TO THE CURRENT COMPARABLE PERIOD, IN ORDER TO EXCLUDE THE EFFECTS OF FOREIGN CURRENCY RATE FLUCTUATIONS FOR PURPOSES OF EVALUATING PERIOD-OVER-PERIOD COMPARISONS.



# RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES TO GAAP FINANCIAL MEASURES

**FirstCash**  
NASDAQ: FCFS

	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q1 2024
NET INCOME	\$106,579	\$124,909	\$253,495	\$219,301	\$231,281
INCOME TAXES	37,120	41,993	70,188	73,548	78,240
DEPRECIATION AND AMORTIZATION	42,305	45,906	103,832	109,361	108,077
INTEREST EXPENSE	26,944	\$2,386	16,708	16,243	37,764
INVESTED INCOME	(1,540)	8760	(1,313)	(1,408)	(1,698)
EBITDA	\$213,668	\$246,096	\$486,880	\$499,154	\$555,668
ADJUSTMENTS:					
MERGER AND ACQUISITION EXPENSES	1,336	15,448	3,739	7,922	8,488
NON-CASH FOREIGN CURRENCY GAINS/LOSS RELATED TO LEASE LIABILITY	1,249	844	(1,370)	(2,540)	(3,371)
AFF PURCHASE ACCOUNTING ADJUSTMENTS*	—	43,362	50,354	13,968	13,968
GAIN ON REVALUATION OF CONTINGENT ACQUISITION CONSIDERATION	—	(17,871)	(109,540)	—	—
OTHER EXPENSES (INCOME), NET	9,964	949	(2,731)	(1,402)	(2,798)
LOSS ON EXTINGUISHMENT OF DEBT	11,737	—	—	—	—
ACQUISITION EXPENSE	\$2,267	\$28,811	\$47,548	\$11,371	\$28,958

\* Excludes \$55 million, \$57 million, \$57 million and \$2 million of amortization expense related to identifiable intangible assets as a result of the AFF Acquisition for the twelve months ended March 31, 2024, December 31, 2023, 2022 and 2021, respectively, which is included in the add back of depreciation and amortization to net income used to calculate EBITDA.

	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q1 2024
CASH FLOW FROM OPERATING ACTIVITIES	\$222,264	\$223,304	\$469,305	\$416,342	\$428,080
CASH FLOW FROM INVESTING ACTIVITIES:					
PRIN LOANS, NET <sup>1</sup>	\$26,418	(73,340)	(35,817)	(34,978)	(54,187)
FINANCE RECEIVABLES, NET	1,590	(5,840)	(85,355)	(115,442)	(106,213)
PURCHASE OF FURNITURE, FIXTURES, EQUIPMENT AND IMPROVEMENTS	(37,543)	(42,822)	(35,580)	(62,148)	(72,747)
Free Cash Flow	\$291,729	\$102,098	\$312,549	\$205,574	\$194,933
MERGER AND ACQUISITION EXPENSES PAID, NET OF TAX BENEFIT	991	11,872	2,878	6,019	6,524
Adjusted Free Cash Flow	\$292,720	\$113,970	\$315,427	\$211,593	\$201,457

<sup>1</sup> Includes the funding of new loans net of cash repayments and recovery of principal through the sale of inventories acquired from forfeiture of pawn collateral.

FIRSTCASH HOLDINGS, INC.

	In Thousands					Per Share				
	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q1 2024	Y/E 2020	Y/E 2021	Y/E 2022	Y/E 2023	TTM Q1 2024
NET INCOME AND DILUTED EARNINGS PER SHARE, AS REPORTED	\$106,579	\$124,909	\$253,495	\$219,301	\$231,281	\$2.56	\$3.04	\$5.36	\$4.86	\$5.13
ADJUSTMENTS, NET OF TAX:										
MERGER AND ACQUISITION EXPENSES	961	11,872	2,878	6,089	6,524	0.02	0.29	0.06	0.13	0.14
NON-CASH FOREIGN CURRENCY GAINS/LOSS RELATED TO LEASE LIABILITY	834	451	(930)	(1,738)	(1,100)	0.02	0.01	(0.02)	(0.04)	(0.03)
AFF PURCHASE ACCOUNTING ADJUSTMENTS	—	37,278	82,452	54,341	52,832	—	0.91	1.74	1.19	1.16
GAIN ON REVALUATION OF CONTINGENT ACQUISITION CONSIDERATION	—	(17,871)	(109,540)	—	—	—	(0.35)	(1.81)	—	—
OTHER EXPENSES (INCOME), NET	7,672	730	(2,103)	(1,079)	(2,154)	0.19	0.02	(0.04)	(0.02)	(0.04)
LOSS ON EXTINGUISHMENT OF DEBT	9,037	—	—	—	—	0.22	—	—	—	—
Adjusted Net Income	\$125,151	\$184,479	\$346,737	\$276,671	\$299,346	\$3.01	\$3.94	\$5.19	\$6.06	\$6.38
	QTD Q1 2022	QTD Q1 2023	QTD Q4 2022	QTD Q1 2023	QTD Q2 2023	QTD Q1 2023	QTD Q1 2023	QTD Q4 2023	QTD Q1 2024	QTD Q1 2024
AFF REVENUE, AS REPORTED	\$191,484	\$296,935	\$212,668	\$238,080	\$247,997	\$250,795	\$249,628	\$263,058		
AFF PURCHASE ACCOUNTING ADJUSTMENTS*	11,514	7,111	7,859	—	—	—	—	—		
AFF Adjusted Revenue	\$202,998	\$304,046	\$220,527	\$238,080	\$247,997	\$250,795	\$249,628	\$263,058		
	QTD Q2 2022	QTD Q1 2023	QTD Q4 2022	QTD Q1 2023	QTD Q2 2023	QTD Q1 2023	QTD Q1 2023	QTD Q4 2023	QTD Q1 2024	QTD Q1 2024
AFF STATEMENT CONTRIBUTION, AS REPORTED	\$12,045	\$20,091	\$22,496	\$23,187	\$25,831	\$39,449	\$45,539	\$33,149		
AFF PURCHASE ACCOUNTING ADJUSTMENTS*	11,112	7,950	8,760	—	—	—	—	—		
AFF Adjusted Statement Contribution	\$23,157	\$28,041	\$31,256	\$23,187	\$25,831	\$39,449	\$45,539	\$33,149		

\* As a result of purchase accounting, AFF's as reported amounts contain significant fair value adjustments. The adjusted amounts exclude these fair value purchase accounting adjustments.



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