

# upbound™

## First Quarter Earnings Review

May 1, 2025

acima. brigit



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## Forward-Looking Statements

This communication contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995, including, among others, statements regarding our goals, plans and projections with respect to our operations, financial position and business strategy, including those related to our acquisition of Bridge IT, Inc. ("Britig") on January 31, 2025. 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. Such forward-looking statements are based on particular assumptions that our management has made in light of its experience and its perception of expected future developments and other factors that it believes are appropriate under the circumstances, and are subject to various risks and uncertainties. Factors that could cause or contribute to material and adverse differences between actual and anticipated results include, but are not limited to, (1) the possibility that costs, difficulties or disruptions related to the integration of Britig operations into our other operations will be greater than expected; (2) the possibility that the anticipated benefits from the Britig acquisition may not be fully realized or may take longer to realize than expected; (2) our ability to (i) effectively adjust to changes in the composition of our offerings and product mix as a result of acquiring Britig and continue to maintain the quality of existing offerings and (ii) successfully introduce other new product or service offerings on a timely and cost-effective basis; (3) changes in our future cash requirements as a result of the Britig acquisition, whether caused by unanticipated increases in capital expenditures or working capital needs, unanticipated liabilities or otherwise; (4) our ability to retain the talent and dedication of key employees of Britig; (5) 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 and to other consumers, impacts from continued inflation, central bank monetary policy initiatives to address inflation concerns and a possible recession or slowdown in economic growth, and (6) the other risks detailed from time to time in the reports filed by us with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the year ended December 31, 2024, as well as subsequent Quarterly Reports on Form 10-Q or Current Reports on Form 8-K. You are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date of this communication. Except as required by law, we are not obligated to, and do not undertake to, publicly release any revisions to these forward-looking statements to reflect any events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

## Use of Non-GAAP Financial Measures

This communication contains certain financial information determined by methods other than in accordance with U.S. Generally Accepted Accounting Principles (GAAP), including (1) Non-GAAP diluted earnings per share (net earnings or loss, as adjusted for special items (as defined below), net of taxes, divided by the number of shares of our common stock on a fully diluted basis), (2) Adjusted EBITDA (net earnings before interest, taxes, stock-based compensation, depreciation and amortization, as adjusted for special items) on a consolidated and segment basis, (3) Adjusted EBITDA margin (Adjusted EBITDA divided by total revenue) on a consolidated and segment basis, (4) Free Cash Flow (net cash provided by operating activities less capital expenditures), (5) Net debt (outstanding debt less cash and cash equivalents), and (6) Net leverage ratio (outstanding debt less cash and cash equivalents divided by trailing twelve months Adjusted EBITDA). "Special items" refers to certain gains and charges we view as extraordinary, unusual or non-recurring in nature or which we believe do not reflect our core business activities. Special items are reported as Other Gains and Charges in our Consolidated Statements of Operations. For the periods presented herein, these special items are described in the quantitative reconciliation tables included in the appendix of this presentation. Because of the inherent uncertainty related to these special items, management does not believe it is able to provide a meaningful forecast of the comparable GAAP measures or reconciliation to any forecasted GAAP measure without unreasonable effort.

These non-GAAP measures are additional tools intended to assist our management in comparing our performance on a more consistent basis for purposes of business decision-making by removing the impact of certain items management believes do not directly reflect our core operations. These measures are intended to assist management in evaluating operating performance and liquidity, comparing performance and liquidity across periods, planning and forecasting future business operations, helping determine levels of operating and capital investments and identifying and assessing additional trends potentially impacting our Company that may not be shown solely by comparisons of GAAP measures. Consolidated Adjusted EBITDA is also used as part of our incentive compensation program for our executive officers and others.

We believe these non-GAAP financial measures also provide supplemental information that is useful to investors, analysts and other external users of our consolidated financial statements in understanding our financial results and evaluating our performance and liquidity from period to period. However, non-GAAP financial measures have inherent limitations and are not substitutes for, or superior to, GAAP financial measures, and they should be read together with our consolidated financial statements prepared in accordance with GAAP. Further, because non-GAAP financial measures are not standardized, it may not be possible to compare such measures to the non-GAAP financial measures presented by other companies, even if they have the same or similar names.

Note that all sources in this presentation are from Company reports and Company estimates unless otherwise noted.

Our Mission

# Elevating Financial Opportunity for All



**Empowering underserved consumers** with seamless, holistic financial tools to improve their financial lives.

**upbound**

Our family of brands provides elevated access and financial opportunities for our customers and partners

## Innovative financial solutions for millions of customers, delivered through three core business segments

- Growing, digital-first platform supporting the underserved consumer
- Prudent risk management utilizing propriety data analytics enables responsible growth
- Consolidated platform provides strong, stable stream of free cash flow paired with significant opportunity for long-term growth

As of 3/31/2025

LTM Consolidated Revenue	<b>\$4.4 billion</b>
LTM Net Income	<b>\$121 million</b>
LTM Adjusted EBITDA <sup>1</sup>	<b>\$490 million</b>
LTM Net Cash Provided by Operating Activities	<b>\$197 million</b>
LTM Free Cash Flow <sup>1</sup>	<b>\$142 million</b>
Total Active Customers	<b>2.7 million</b>
Dividend Yield (as of 4/30/2025)	<b>7.8%</b>

<sup>1</sup> Non-GAAP financial measure. Refer to definitions and reconciliations elsewhere in this presentation.



- Virtual lease-to-own platform
- Digital model expands access to more consumers through 35k+ retailer locations and expanding DTC marketplace
- Six consecutive quarters of GMV growth



- Acquired by Upbound Group in Q1 2025
- Industry-leading financial wellness tools that utilize ML-powered cash flow data insights
- Subscription tiers provide access to innovative product offerings, including EWA/cash advance, credit building, budgeting and financial literacy tools



- Durable, resilient business model proven through 50+ year operating history
- Approximately 2,300 stores in the U.S. and Mexico
- Strong free cash flow generation, enabling Upbound to fund growth opportunities across segments

Three core brands addressing the needs of underserved consumers across their financial journey



**8.8% ↑**

Y/Y GMV<sup>1</sup> Growth

**240 bps, 170 bps ↑**

Y/Y Increase in Net Earnings Margin and Adjusted EBITDA Margin<sup>2</sup>, respectively

**Over 10% ↑**

Y/Y Increase in Applications



**~27%**

Revenue from E-Commerce Channel

**-2.0%, -4.5%**

Y/Y Same Store Sales<sup>3</sup> and Store Count Reduction, respectively

**10 bps ↓**

Y/Y Improvement in Lease Charge-Off<sup>4</sup> Rate



**26.1%+ ↑**

Y/Y Paying Subscriber Growth (as of quarter-end)

**Over 35% ↑**

Y/Y Revenue Growth<sup>5</sup>

**23.3%+ ↑**

Y/Y Cash Advance Volume Growth<sup>5</sup>

1 The Company defines Gross Merchandise Volume (GMV) as the retail value in U.S. dollars of merchandise acquired by the Acima segment that is leased to customers through a transaction that occurs within a defined period, net of estimated cancellations as of the measurement date.  
 2 Non-GAAP financial measure. See descriptions elsewhere in this presentation.  
 3 Same Store Sales (SSS): Same store sales generally represents revenue earned in Company-owned Rent-A-Center stores that were operated by us for 13 months or more and are reported on a constant currency basis as a percentage of total revenue earned in stores of the segment during the indicated period. The Company excludes from the same store sales base any store that receives a certain level of customer accounts from closed stores or acquisitions. The receiving store will be eligible for inclusion in the same store sales base in the 30th full month following account transfer.  
 4 Lease Charge-Offs (LCOs) (previously referred to as "skip / stolen losses"): Represents charge-offs of the net book value of unrecoverable on-rent merchandise with lease-to-own customers who are past due. This is typically expressed as a percentage of revenues for the applicable period. For the Rent-A-Center segment, LCOs exclude Get-It-Now, Home Choice, and Franchise-owned Rent-A-Center locations.  
 5. Figures and y/y comparisons include only the months of February and March for 2025 and 2024. Upbound acquired Brigit on January 31, 2025.

# Q1 Consolidated Financial Highlights

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**\$1.2 billion**

Consolidated Revenue

**+7.3% y/y**

**\$24.8 million**

Net Income

**-\$2.9 million y/y**

**\$0.42**

GAAP Diluted EPS

**-\$0.08 y/y**

**\$137.7 million**

Net Cash Provided by  
Operating Activities

**+\$92.3 million y/y**

**\$126.1 million**

Adjusted EBITDA<sup>1</sup>

**+15.6% y/y**

**\$1.00**

Non-GAAP Diluted EPS<sup>1</sup>

**+\$0.21 y/y**

**+26.6% y/y**

As Upbound acquired Brigit on January 31, 2025, consolidated figures include contributions from Brigit only for the months of February and March 2025.

<sup>1</sup> Non-GAAP financial measure. Refer to definitions and reconciliations elsewhere in this presentation.



## Customer Focus Drives Repeat Business

Broaden Marketplace merchant roster and streamline the LTO experience for returning customers



## Merchant Growth Through Digital Advancements

Expand and deepen retailer relationships across traditional and emerging categories and channels



## Improving Margins

Focus on operational efficiencies and underwriting discipline to realize scale benefits of virtual platform



## Digital Evolution

Enhance customer experience and optimize omni-channel execution to improve web conversion



## Capital and Cost Efficiency

Leverage tech-enabled processes to grow online fulfillment and optimize the cost-to-serve



## Underwriting and Risk Management

Prudently and tactically manage risk profile both online and in-store with new data and models



## Maintain Momentum

Expand the existing growth trajectory by adding new customer segments and improving retention



## New Products

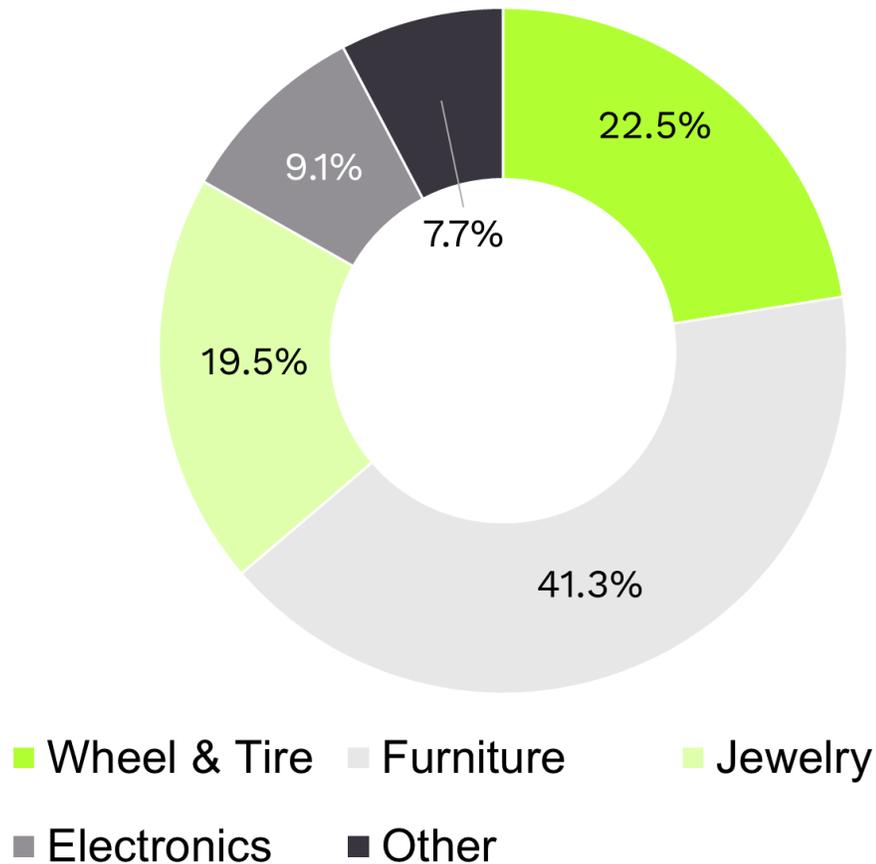
Launch new products and features that meet the additional needs of our users, drive growth, and expand the TAM



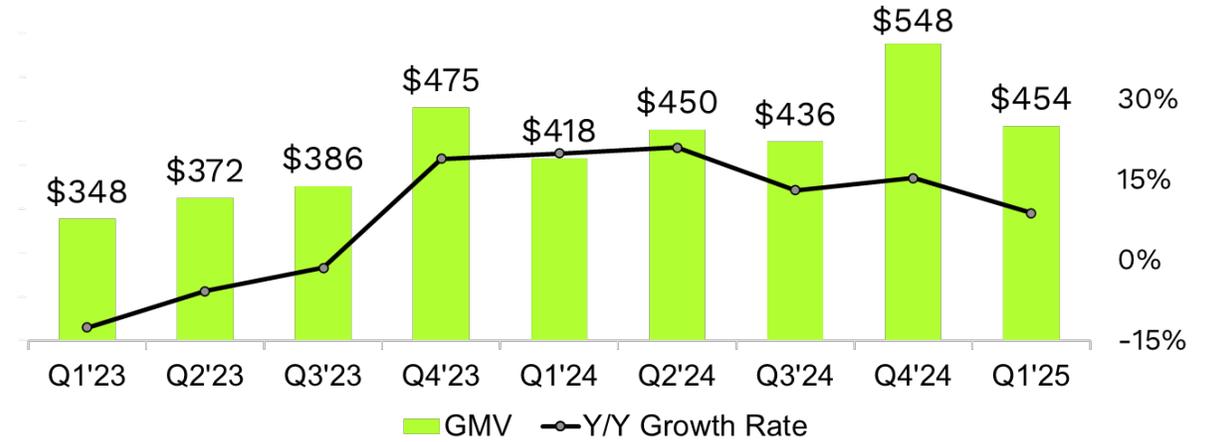
## Collaboration

Accelerate Brigit's growth by cross-marketing products to RAC and Acima customer universe

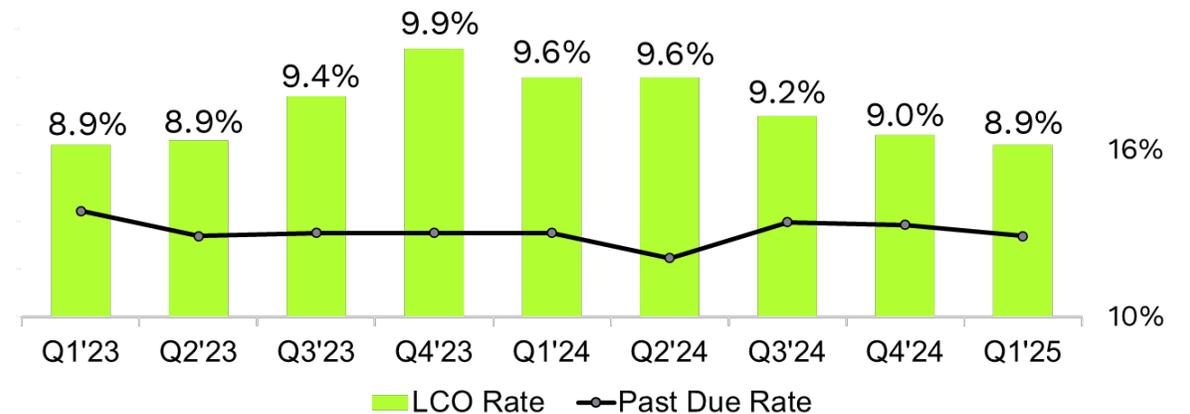
### Rental Revenue by Product Category



### Acima GMV Trend (\$M)

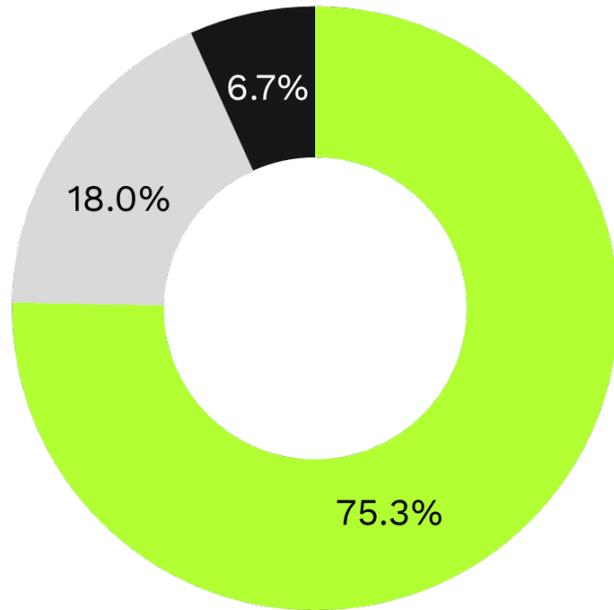


### Acima LCO and Past Due Rates<sup>1</sup> Trends



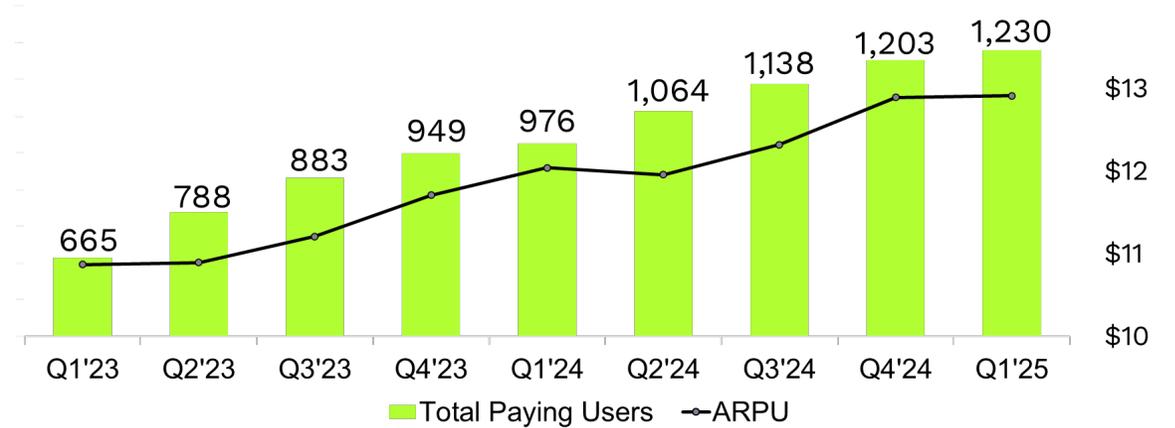
<sup>1</sup> Defined as the average accounts 60+ days past due as a percentage of total open leases. 60+ past due rates normalized to exclude large retailers that are no longer on Acima's platform.

### Revenue by Source<sup>1</sup>

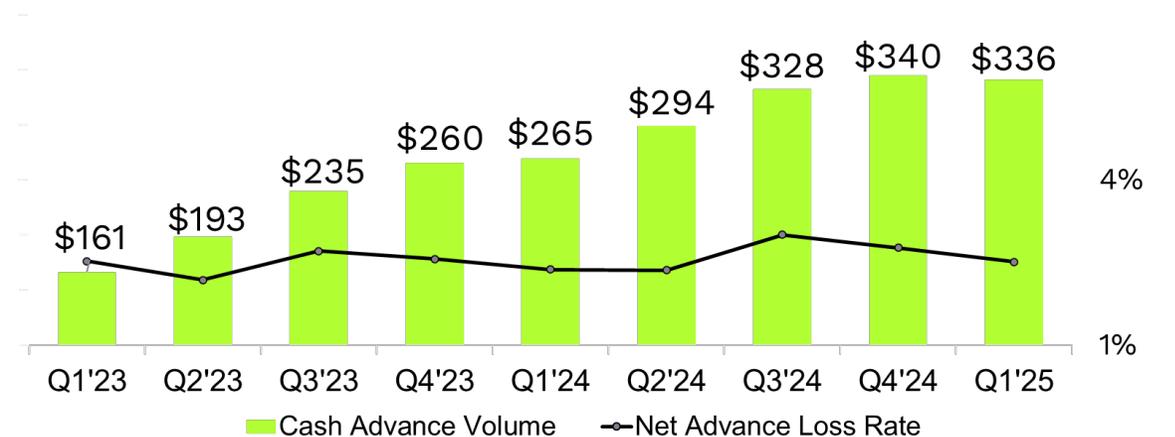


■ Subscription   ■ Expedited Transfers   ■ Marketplace

### Brigit Paying Users<sup>2</sup> (#000s) and ARPU<sup>3</sup> on a Proforma Basis<sup>4</sup>

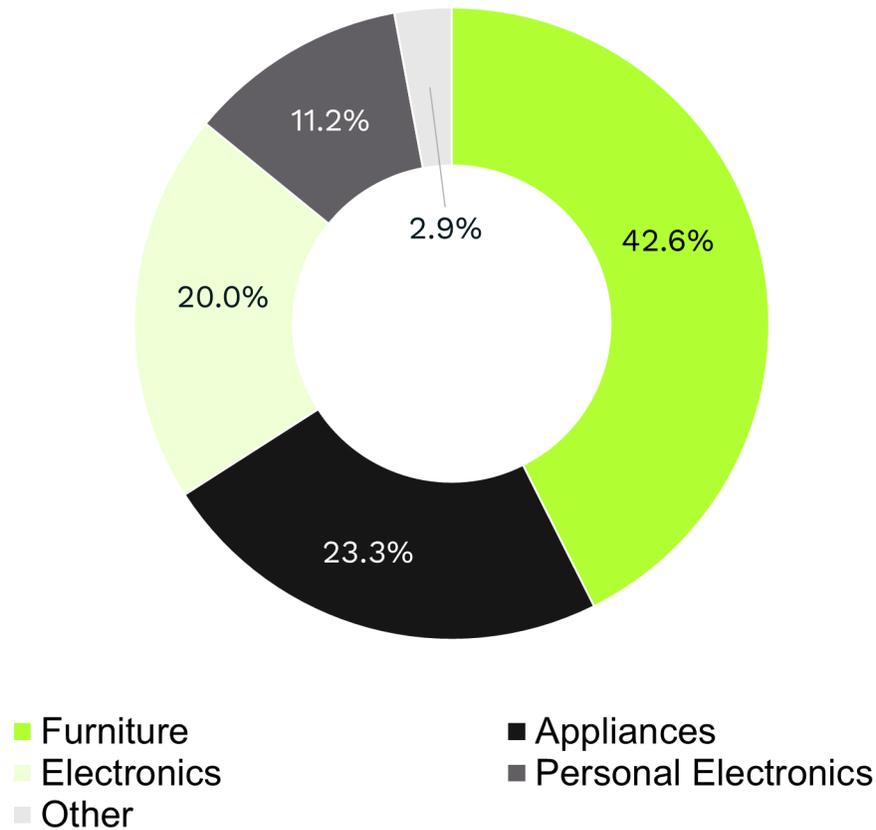


### Brigit Cash Advance Volume<sup>5</sup> (\$M) and Net Advance Loss Rate<sup>6</sup> on a Proforma Basis<sup>4</sup>

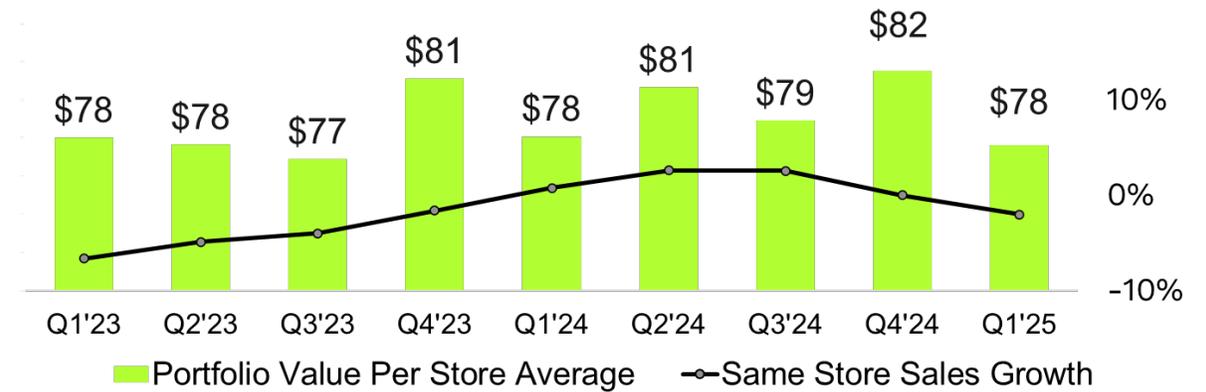


1 Revenue by Source includes revenue from only February and March 2025 (following Upbound's acquisition of Brigit on January 31, 2025).  
 2 Brigit Paying Users: Represents Brigit customers who have an active Plus or Premium account, not delinquent (not 45 days past due) on a cash advance, and made at least 1 of the last 2 subscription payments.  
 3 ARPU: Average monthly revenue per user, where user is defined as in footnote 2 above.  
 4 Proforma figures include the entire quarter for each period referenced, including periods prior to Upbound's acquisition of Brigit on January 31, 2025.  
 5 Cash Advance Volume: Defined as total advance originations during the period.  
 6 Net Advance Loss: Represents charge-offs of customer cash advances that are 45+ days past due as a percentage of total cash advances originated in the period.

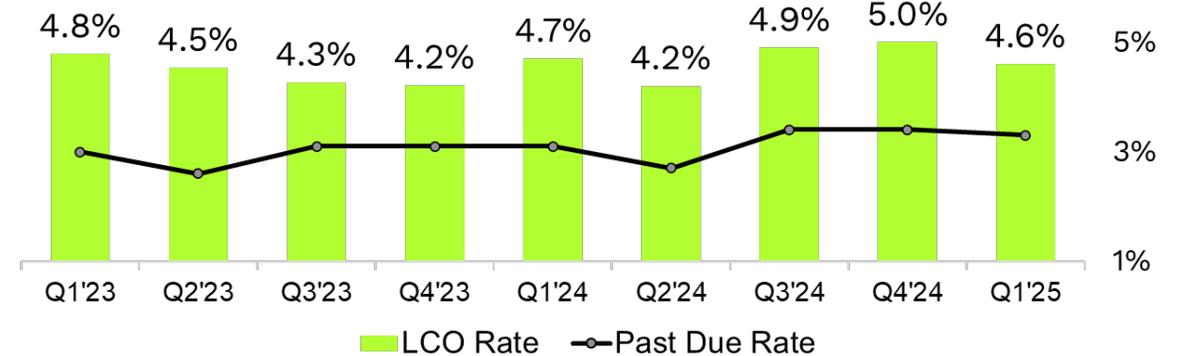
### Rental Revenue by Product Category



### Rent-A-Center Portfolio<sup>1,2</sup> Per Store (\$000's) and Same Store Sales Trends



### Rent-A-Center LCO and Past Due Rates<sup>2,3</sup> Trends



1 Lease Portfolio Value: Represents the aggregate dollar value of the expected monthly rental income associated with current active lease agreements from our Company-owned Rent-A-Center lease-to-own stores and e-commerce platform at the end of any given period.  
 2 Portfolio Value and Past Due charts exclude Get-it-Now and Home Choice branded stores, and Franchise-owned Rent-A-Center locations.  
 3 Past due rate is defined as the average accounts 30+ days past due as a percentage of total open leases for our Company-owned Rent-A-Center locations.

**\$311.8 million**

Liquidity

**\$10.6 million**

Capital Expenditures

**\$21.4 million**

Dividends Paid

**\$1.4 billion**

Net Debt<sup>1</sup>

**2.9x**

Net Leverage Ratio<sup>2</sup>

**2.0x**

Target Net Leverage Ratio<sup>2</sup>

All figures except capital expenditures and dividends paid, which represent expenditures for the full quarter, are as of quarter-end.

<sup>1</sup> Net debt is defined as outstanding debt less cash and cash equivalents.

<sup>2</sup> Net leverage ratio is defined as outstanding debt less cash and cash equivalents divided by trailing twelve months Adjusted EBITDA, which is a Non-GAAP financial measure. Refer to definitions and reconciliations elsewhere in this presentation.

# Full Year and Q2 2025 Guidance

Strong start to year results in raising the midpoint of FY 2025 guidance

	<b>Current Guidance</b> <i>(Provided 5/1/2025)</i>	<b>Previous Guidance</b> <i>(Provided 2/20/2025)</i>
<b>Consolidated Guidance<sup>1</sup></b>	<b>FY 2025</b>	<b>FY 2025</b>
Revenues (\$B)	\$4.60 - \$4.75	\$4.50 - \$4.75
Adj. EBITDA Excluding SBC (\$M) <sup>2</sup>	\$510 - \$540	\$500 - \$540
Non-GAAP Diluted Earnings Per Share <sup>2</sup>	\$4.00 - \$4.40	\$3.90 - \$4.40
Free Cash Flow (\$M) <sup>2</sup>	\$150 - \$200	\$150 - \$200
	<b>Q2 2025</b>	
Revenues (\$B)	\$1.05 - \$1.15	
Adj. EBITDA Excluding SBC (\$M) <sup>2</sup>	\$125 - \$135	
Non-GAAP Diluted Earnings Per Share <sup>2</sup>	\$1.00 - \$1.10	

1. Consolidated includes Acima, Rent-A-Center, Brigit (for the 11 months following the acquisition on January 31, 2025), Mexico, and Corporate Segments.

2. Non-GAAP financial measure. See descriptions elsewhere in this presentation.

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Appendix

Many consumers are facing significant financial pressure.

**62%**

of Americans live paycheck-to-paycheck<sup>1</sup>

**63%**

of gig workers list cash flow issues as a top concern<sup>1</sup>

**37%**

of Americans do not have \$400 to cover an emergency expense<sup>1</sup>

**180M**

Americans struggle financially<sup>2</sup>

Upbound's solutions platform addresses needs of underserved consumers.



Multiple Upbound brands with expanded offerings serve similar target consumer across financial journey



Technology and data-driven strategies with over 5 million connected accounts enables cross-marketing opportunities



Macroeconomic environment expected to increase demand

**Traditional financial solutions are not available and not enough for millions of consumers**

1. PYMNTS & Lending Club in Nov 2023; PYMNTS, 2023; Empower research 2024;

2. Total number of financially vulnerable or financially coping households from Financial Health Network's "Financial Health Pulse 2024 U.S. Trends Report"; Census data was used to translate the total number of households to population.

# Reconciliation of Net Earnings to Net Earnings Excluding Special Items and Non-GAAP Diluted Earnings Per Share

	Three Months Ended March 31, 2025					
(in thousands)	Gross Profit	Operating Profit	Earnings Before Income Tax	Tax Expense	Net Earnings	Diluted Earnings per Share
GAAP Results	\$ 550,129	\$ 62,615	\$ 35,511	\$ 10,718	\$ 24,793	\$ 0.42
Plus: Special Items <sup>(1)</sup>						
Acima acquired assets depreciation and amortization <sup>(2)</sup>	—	14,900	14,900	4,166	10,734	0.18
Legal matters <sup>(3)</sup>	—	10,645	10,645	2,977	7,668	0.14
Brigit transaction costs <sup>(4)</sup>	—	6,218	6,218	696	5,522	0.10
Brigit equity consideration vesting <sup>(5)</sup>	—	4,059	4,059	—	4,059	0.07
Brigit acquired assets depreciation and amortization <sup>(6)</sup>	—	4,144	4,144	1,159	2,985	0.05
Accelerated stock compensation <sup>(7)</sup>	—	1,599	1,599	448	1,151	0.02
Brigit replacement awards and other agreement compensation <sup>(8)</sup>	—	1,095	1,095	306	789	0.01
Other <sup>(9)</sup>	—	637	637	178	459	0.01
Discrete income tax items	—	—	—	15	(15)	—
Non-GAAP Adjusted Results	<u>\$ 550,129</u>	<u>\$ 105,912</u>	<u>\$ 78,808</u>	<u>\$ 20,663</u>	<u>\$ 58,145</u>	<u>\$ 1.00</u>

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of our earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$10.9 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$4.0 million related to the fair value of acquired software assets.

<sup>(3)</sup> Includes expenses of \$10.0 million related to estimated legal accruals and \$0.6 million in litigation and defense expenses for our recently dismissed regulatory lawsuits with the Consumer Financial Protection Bureau and current regulatory lawsuit with the New York Attorney General, as well as the Multi-State Attorneys' General regulatory investigation.

<sup>(4)</sup> Represents transaction fees related to Brigit acquisition.

<sup>(5)</sup> Represents stock compensation expense related to common stock issued to Brigit employees under restricted stock agreements as part of the acquisition proceeds subject to vesting restrictions.

<sup>(6)</sup> Includes amortization expense of approximately \$2.6 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$1.6 million related to the fair value of acquired software assets.

<sup>(7)</sup> Represents accelerated stock compensation expense related to our letter agreement with the Company's Chief Executive Officer.

<sup>(8)</sup> Includes amortization expense for Brigit replacement awards and other agreement compensation related to the Brigit acquisition.

<sup>(9)</sup> Includes shutdown and holding expenses related to store closures and severance.

# Reconciliation of Net Earnings to Net Earnings Excluding Special Items and Non-GAAP Diluted Earnings Per Share

Three Months Ended March 31, 2024

<i>(in thousands)</i>	Gross Profit	Operating Profit	Earnings Before Income Tax	Tax Expense	Net Earnings	Diluted Earnings per Share
GAAP Results	\$ 529,068	\$ 61,762	\$ 32,574	\$ 4,887	\$ 27,687	\$ 0.50
Plus: Special Items <sup>(1)</sup>						
Acima acquired assets depreciation and amortization <sup>(2)</sup>	—	16,647	16,647	5,801	10,846	0.19
Acima equity consideration vesting <sup>(3)</sup>	—	4,893	4,893	(1,028)	5,921	0.11
Accelerated software depreciation <sup>(4)</sup>	—	4,611	4,611	1,607	3,004	0.05
Asset impairments <sup>(5)</sup>	—	645	645	225	420	0.01
Discrete income tax items	—	—	—	3,938	(3,938)	(0.07)
Non-GAAP Adjusted Results	<u>\$ 529,068</u>	<u>\$ 88,558</u>	<u>\$ 59,370</u>	<u>\$ 15,430</u>	<u>\$ 43,940</u>	<u>\$ 0.79</u>

cima acquired assets depreciation and amortization

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of our earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$12.7 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$3.9 million related to the fair value of acquired software assets.

<sup>(3)</sup> Represents stock compensation expense related to common stock issued to Acima Holdings employees under restricted stock agreements as part of the acquisition proceeds subject to vesting restrictions.

<sup>(4)</sup> Represents incremental depreciation expense related to the acceleration of the remaining useful life of the point-of-sale system used by our Rent-A-Center lease-to-own stores, due to the transition to a new internally developed point-of-sale system deployed in the third quarter of 2024.

<sup>(5)</sup> Includes fixed asset impairments of approximately \$0.5 million and lease impairments of approximately \$0.1 million.

# Reconciliation of Net Earnings (Loss) to Adjusted EBITDA (Consolidated and by Segment)

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(in thousands)	Three Months Ended March 31, 2025					
	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Net earnings (loss)	\$ 73,708	\$ 66,415	\$ 8,829	\$ 1,223	\$ (125,382)	\$ 24,793
Plus: Interest expense, net	—	—	—	—	27,104	27,104
Plus: Income tax expense	—	—	—	—	10,718	10,718
Operating profit (loss)	73,708	66,415	8,829	1,223	(87,560)	62,615
Plus: Depreciation and amortization	354	5,427	11	437	6,023	12,252
Plus: Stock-based compensation	—	—	—	—	7,968	7,968
Plus: Special Items <sup>(1)</sup>	—	—	—	—	—	—
Acima acquired assets depreciation and amortization <sup>(2)</sup>	10,929	—	—	—	3,971	14,900
Legal matters <sup>(3)</sup>	—	—	—	—	10,645	10,645
Brigit transaction costs <sup>(4)</sup>	—	—	—	—	6,218	6,218
Brigit acquired assets depreciation and amortization <sup>(5)</sup>	—	—	2,594	—	1,550	4,144
Brigit equity consideration vesting <sup>(6)</sup>	—	—	—	—	4,059	4,059
Accelerated stock compensation <sup>(7)</sup>	—	—	—	—	1,599	1,599
Brigit replacement awards and other agreement compensation <sup>(8)</sup>	—	—	—	—	1,095	1,095
Other <sup>(9)</sup>	—	224	—	—	413	637
Adjusted EBITDA	\$ 84,991	\$ 72,066	\$ 11,434	\$ 1,660	\$ (44,019)	\$ 126,132

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of our earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$10.9 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$4.0 million.

<sup>(3)</sup> Includes expenses of \$10.0 million related to estimated legal accruals and \$0.6 million in litigation and defense expenses for our recently dismissed regulatory lawsuits with the Consumer Financial Protection Bureau and current regulatory lawsuit with the New York Attorney General, as well as the Multi-State Attorneys' General regulatory investigation.

<sup>(4)</sup> Represents transaction fees related to Brigit acquisition.

<sup>(5)</sup> Includes amortization expense of approximately \$2.6 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$1.6 million related to the fair value of acquired software assets.

<sup>(6)</sup> Represents stock compensation expense related to common stock issued to Brigit employees under restricted stock agreements as part of the acquisition proceeds subject to vesting restrictions.

<sup>(7)</sup> Represents accelerated stock compensation expense related to our letter agreement with the Company's Chief Executive Officer.

<sup>(8)</sup> Includes amortization expense for Brigit replacement awards and other agreement compensation related to Brigit acquisition.

<sup>(9)</sup> Includes shutdown and holding expenses related to store closures and severance.

# Reconciliation of Net Earnings (Loss) to Adjusted EBITDA (Consolidated and by Segment)

**upbound**

<i>(in thousands)</i>	Three Months Ended December 31, 2024					
	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Net earnings (loss)	\$ 69,653	\$ 74,193	\$ —	\$ 667	\$ (113,531)	\$ 30,982
Plus: Interest expense, net	—	—	—	—	24,776	24,776
Plus: Income tax expense	—	—	—	—	23,397	23,397
Operating profit (loss)	69,653	74,193	—	667	(65,358)	79,155
Plus: Depreciation and amortization	352	5,423	—	427	5,823	12,025
Plus: Stock-based compensation	—	—	—	—	6,859	6,859
Plus: Special Items <sup>(1)</sup>						
Acima acquired assets depreciation and amortization <sup>(2)</sup>	10,927	—	—	—	3,972	14,899
Legal matters <sup>(3)</sup>	—	—	—	—	4,026	4,026
Transaction fees <sup>(4)</sup>	—	—	—	—	3,656	3,656
Accelerated stock compensation <sup>(5)</sup>	—	—	—	—	1,652	1,652
Asset impairments	—	(16)	—	—	—	(16)
Other <sup>(6)</sup>	—	360	—	—	137	497
Adjusted EBITDA	<u>\$ 80,932</u>	<u>\$ 79,960</u>	<u>\$ —</u>	<u>\$ 1,094</u>	<u>\$ (39,233)</u>	<u>\$ 122,753</u>

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of this earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$11.0 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$4.0 million.

<sup>(3)</sup> Includes expenses of \$2.5 million related to estimated legal accruals and \$1.6 million in litigation and defense expenses for recently dismissed regulatory lawsuits with the Consumer Financial Protection Bureau and current regulatory lawsuit with the New York Attorney General, as well as the Multi-State Attorneys' General regulatory investigation.

<sup>(4)</sup> Represents transaction fees related to Brigit acquisition.

<sup>(5)</sup> Represents accelerated stock compensation expense related to our letter agreement with the Company's Chief Executive Officer.

<sup>(6)</sup> Includes shutdown and holding expenses related to store closures of \$0.4 million.

# Reconciliation of Net Earnings (Loss) to Adjusted EBITDA (Consolidated and by Segment)

**upbound**

<i>(in thousands)</i>	Three Months Ended September 30, 2024					
	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Net earnings (loss)	\$ 63,994	\$ 73,267	\$ —	\$ 884	\$ (107,285)	\$ 30,860
Plus: Interest expense, net	—	—	—	—	25,904	25,904
Plus: Income tax expense	—	—	—	—	13,295	13,295
Operating profit (loss)	63,994	73,267	—	884	(68,086)	70,059
Plus: Depreciation and amortization	352	5,243	—	405	6,770	12,770
Plus: Stock-based compensation	—	—	—	—	5,887	5,887
Plus: Special Items <sup>(1)</sup>						
Acima acquired assets depreciation and amortization <sup>(2)</sup>	10,929	—	—	—	3,972	14,901
Legal matters <sup>(3)</sup>	—	—	—	—	11,038	11,038
Accelerated stock compensation <sup>(4)</sup>	—	—	—	—	1,688	1,688
Asset impairments	—	(67)	—	—	—	(67)
Other <sup>(5)</sup>	—	588	—	—	—	588
Adjusted EBITDA	\$ 75,275	\$ 79,031	\$ —	\$ 1,289	\$ (38,731)	\$ 116,864

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of this earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$10.9 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$4.0 million.

<sup>(3)</sup> Includes expenses of \$7.5 million related to estimated legal accruals and \$3.5 million in litigation and defense expenses for recently dismissed regulatory lawsuits with the Consumer Financial Protection Bureau and current regulatory lawsuit with the New York Attorney General, as well as the Multi-State Attorneys' General regulatory investigation.

<sup>(4)</sup> Represents accelerated stock compensation expense related to our letter agreement with the Company's Chief Executive Officer.

<sup>(5)</sup> Includes shutdown and holding expenses related to store closures of \$0.6 million.

# Reconciliation of Net Earnings (Loss) to Adjusted EBITDA (Consolidated and by Segment)

**upbound**

<i>(in thousands)</i>	Three Months Ended June 30, 2024					
	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Net earnings (loss)	\$ 69,991	\$ 71,562	\$ —	\$ 1,559	\$ (109,163)	\$ 33,949
Plus: Interest expense, net	—	—	—	—	27,618	27,618
Plus: Income tax expense	—	—	—	—	12,484	12,484
Plus: Debt financing charges	—	—	—	—	6,604	6,604
Operating profit (loss)	69,991	71,562	—	1,559	(62,457)	80,655
Plus: Depreciation and amortization	382	4,816	—	388	7,032	12,618
Plus: Stock-based compensation	—	—	—	—	6,315	6,315
Plus: Special Items <sup>(1)</sup>						
Acima acquired assets depreciation and amortization <sup>(2)</sup>	10,929	—	—	—	3,971	14,900
Asset impairments <sup>(3)</sup>	—	5,382	—	—	—	5,382
Accelerated software depreciation <sup>(4)</sup>	—	—	—	—	1,534	1,534
Accelerated stock compensation <sup>(5)</sup>	—	—	—	—	1,733	1,733
Legal settlement reserve	—	—	—	—	700	700
Other <sup>(6)</sup>	—	436	—	—	237	673
Adjusted EBITDA	\$ 81,302	\$ 82,196	\$ —	\$ 1,947	\$ (40,935)	\$ 124,510

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of this earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$10.9 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$4.0 million.

<sup>(3)</sup> Includes fixed asset impairments of approximately \$5.3 million and lease impairments of approximately \$0.1 million.

<sup>(4)</sup> Represents incremental depreciation expense related to the acceleration of the remaining useful life of the point-of-sale system used by our Rent-A-Center lease-to-own stores, due to the transition to a new internally developed point-of-sale system expected to be fully deployed in the third quarter of 2024.

<sup>(5)</sup> Represents accelerated stock compensation expense related to our letter agreement with the Company's Chief Executive Officer.

<sup>(6)</sup> Includes shutdown and holding expenses related to store closures of \$0.4 million.

# Reconciliation of Net Earnings (Loss) to Adjusted EBITDA (Consolidated and by Segment)

**upbound**

	Three Months Ended March 31, 2024					
<i>(in thousands)</i>	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Net earnings (loss)	\$ 51,911	\$ 78,138	\$ —	\$ 1,696	\$ (104,058)	\$ 27,687
Plus: Interest, net	—	—	—	—	29,188	29,188
Plus: Income tax expense	—	—	—	—	4,887	4,887
Operating profit (loss)	51,911	78,138	—	1,696	(69,983)	61,762
Plus: Depreciation and amortization	290	5,026	—	346	7,811	13,473
Plus: Stock-based compensation	—	—	—	—	7,047	7,047
Plus: Special Items <sup>(1)</sup>						
Acima acquired assets depreciation and amortization <sup>(2)</sup>	12,675	—	—	—	3,972	16,647
Acima equity consideration vesting <sup>(3)</sup>	—	—	—	—	4,893	4,893
Accelerated software depreciation <sup>(4)</sup>	—	—	—	—	4,611	4,611
Asset impairments <sup>(5)</sup>	—	645	—	—	—	645
Adjusted EBITDA	\$ 64,876	\$ 83,809	\$ —	\$ 2,042	\$ (41,649)	\$ 109,078

<sup>(1)</sup> Special items are reported as Other Gains and Charges in the Company's Consolidated Statements of Operations included in Table 3 of our earnings release.

<sup>(2)</sup> Includes amortization expense of approximately \$12.7 million related to the total fair value of acquired intangible assets and incremental depreciation expense of approximately \$3.9 million.

<sup>(3)</sup> Represents stock compensation expense related to common stock issued to Acima Holdings employees under restricted stock agreements as part of the acquisition proceeds subject to vesting restrictions.

<sup>(4)</sup> Represents incremental depreciation expense related to the acceleration of the remaining useful life of the point-of-sale system used by our Rent-A-Center lease-to-own stores, due to the transition to a new internally developed point-of-sale system deployed in the third quarter of 2024.

<sup>(5)</sup> Includes fixed asset impairments of approximately \$0.5 million and lease impairments of approximately \$0.1 million.

# Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow

<i>(in thousands)</i>	<b>Three Months Ended March 31,</b>		<b>LTM</b>
	<b>2025</b>	<b>2024</b>	<b>March 31, 2025</b>
Net cash provided by operating activities	\$ 137,736	\$ 45,421	\$ 197,035
Purchase of property assets	(10,576)	(11,817)	(55,033)
Free cash flow	<u>\$ 127,160</u>	<u>\$ 33,604</u>	<u>\$ 142,002</u>

# Supplemental Segment Performance Details – GAAP

upbound

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Revenue						
Rentals and fees	\$ 477.0	\$ 405.0	\$ —	\$ 17.2	\$ —	\$ 899.2
Merchandise sales	160.0	75.5	—	0.8	—	236.2
Subscriptions and fees	—	—	31.9	—	—	31.9
Other	0.3	8.5	—	0.2	—	9.0
Total revenue	<u>\$ 637.3</u>	<u>\$ 489.0</u>	<u>\$ 31.9</u>	<u>\$ 18.2</u>	<u>\$ —</u>	<u>\$ 1,176.4</u>

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Cost of revenues						
Cost of rentals and fees	\$ 243.4	\$ 104.5	\$ —	\$ 4.6	\$ —	\$ 352.5
Cost of merchandise sold	207.5	61.7	—	0.6	—	269.7
Cost of subscriptions and fees	—	—	4.0	—	—	4.0
Total cost of revenues	<u>\$ 450.8</u>	<u>\$ 166.2</u>	<u>\$ 4.0</u>	<u>\$ 5.2</u>	<u>\$ —</u>	<u>\$ 626.2</u>

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Operating expenses						
Operating labor expense	\$ 24.0	\$ 120.2	\$ 0.7	\$ 4.3	\$ —	\$ 149.2
Non-labor operating expenses	76.9	122.4	14.4	5.3	—	219.0
General and administrative expenses	0.6	8.2	1.3	1.8	52.0	63.8
Depreciation and amortization	0.4	5.4	—	0.4	6.0	12.3
Other gains and charges	10.9	0.2	2.6	—	29.6	43.3
Total operating expenses	<u>\$ 112.7</u>	<u>\$ 256.4</u>	<u>\$ 19.0</u>	<u>\$ 11.8</u>	<u>\$ 87.6</u>	<u>\$ 487.5</u>

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Capital expenditures	<u>\$ 0.3</u>	<u>\$ 2.5</u>	<u>\$ —</u>	<u>\$ 0.6</u>	<u>\$ 7.1</u>	<u>\$ 10.6</u>

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Revenue						
Rentals and fees	\$ 423.6	\$ 429.6	\$ —	\$ 19.3	\$ —	\$ 872.5
Merchandise sales	137.6	76.8	—	0.9	—	215.3
Subscriptions and fees	—	—	—	—	—	—
Other	0.2	7.7	—	0.3	—	8.2
Total revenue	<u>\$ 561.3</u>	<u>\$ 514.1</u>	<u>\$ —</u>	<u>\$ 20.6</u>	<u>\$ —</u>	<u>\$ 1,096.0</u>

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Cost of revenues						
Cost of rentals and fees	\$ 212.1	\$ 109.9	\$ —	\$ 5.2	\$ —	\$ 327.1
Cost of merchandise sold	180.0	59.1	—	0.7	—	239.8
Cost of subscriptions and fees	—	—	—	—	—	—
Total cost of revenues	<u>\$ 392.0</u>	<u>\$ 169.0</u>	<u>\$ —</u>	<u>\$ 5.9</u>	<u>\$ —</u>	<u>\$ 566.9</u>

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Operating expenses						
Operating labor expense	\$ 25.9	\$ 127.2	\$ —	\$ 5.0	\$ —	\$ 158.1
Non-labor operating expenses	78.2	129.8	—	5.9	—	213.8
General and administrative expenses	0.3	4.2	—	1.8	48.7	55.1
Depreciation and amortization	0.3	5.0	—	0.3	7.8	13.5
Other gains and charges	12.7	0.6	—	—	13.5	26.8
Total operating expenses	<u>\$ 117.4</u>	<u>\$ 266.9</u>	<u>\$ —</u>	<u>\$ 13.0</u>	<u>\$ 70.0</u>	<u>\$ 467.3</u>

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Capital expenditures	<u>\$ 0.2</u>	<u>\$ 4.2</u>	<u>\$ —</u>	<u>\$ 0.8</u>	<u>\$ 6.6</u>	<u>\$ 11.8</u>

# Supplemental Segment Performance Details – Including Non-GAAP Adjustments

**upbound**

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Revenue						
Rentals and fees	\$ 477.0	\$ 405.0	\$ —	\$ 17.2	\$ —	\$ 899.2
Merchandise sales	160.0	75.5	—	0.8	—	236.2
Subscriptions and fees	—	—	31.9	—	—	31.9
Other	0.3	8.5	—	0.2	—	9.0
Total revenue	\$ 637.3	\$ 489.0	\$ 31.9	\$ 18.2	\$ —	\$ 1,176.4

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Cost of revenues						
Cost of rentals and fees	\$ 243.4	\$ 104.5	\$ —	\$ 4.6	\$ —	\$ 352.5
Cost of merchandise sold	207.5	61.7	—	0.6	—	269.7
Cost of subscriptions and fees	—	—	4.0	—	—	4.0
Total cost of revenues	\$ 450.8	\$ 166.2	\$ 4.0	\$ 5.2	\$ —	\$ 626.2

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Operating expenses						
Operating labor expense	\$ 24.0	\$ 120.2	\$ 0.7	\$ 4.3	\$ —	\$ 149.2
Non-labor operating expenses	76.9	122.4	14.4	5.3	—	219.0
General and administrative expenses	0.6	8.2	1.3	1.8	52.0	63.8
Depreciation and amortization	0.4	5.4	—	0.4	6.0	12.3
Other gains and charges <sup>(1)</sup>	—	—	—	—	—	—
Total operating expenses	\$ 101.8	\$ 256.2	\$ 16.4	\$ 11.8	\$ 58.0	\$ 444.2

<sup>(1)</sup>For purposes of disclosing non-GAAP operating expenses we exclude Other gains and charges. Additional details of Other gains and charges are included as special item adjustments in the reconciliation tables on pages 15 and 17 of this presentation.

## Three Months Ended March 31, 2025

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Capital expenditures	\$ 0.3	\$ 2.5	\$ —	\$ 0.6	\$ 7.1	\$ 10.6

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Revenue						
Rentals and fees	\$ 423.6	\$ 429.6	\$ —	\$ 19.3	\$ —	\$ 872.5
Merchandise sales	137.6	76.8	—	0.9	—	215.3
Subscriptions and fees	—	—	—	—	—	—
Other	0.2	7.7	—	0.3	—	8.2
Total revenue	\$ 561.3	\$ 514.1	\$ —	\$ 20.6	\$ —	\$ 1,096.0

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Cost of revenues						
Cost of rentals and fees	\$ 212.1	\$ 109.9	\$ —	\$ 5.2	\$ —	\$ 327.1
Cost of merchandise sold	180.0	59.1	—	0.7	—	239.8
Cost of subscriptions and fees	—	—	—	—	—	—
Total cost of revenues	\$ 392.0	\$ 169.0	\$ —	\$ 5.9	\$ —	\$ 566.9

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Operating expenses						
Operating labor expense	\$ 25.9	\$ 127.2	\$ —	\$ 5.0	\$ —	\$ 158.1
Non-labor operating expenses	78.2	129.8	—	5.9	—	213.8
General and administrative expenses	0.3	4.2	—	1.8	48.7	55.1
Depreciation and amortization	0.3	5.0	—	0.3	7.8	13.5
Other gains and charges <sup>(1)</sup>	—	—	—	—	—	—
Total operating expenses	\$ 104.7	\$ 266.2	\$ —	\$ 13.0	\$ 56.5	\$ 440.5

<sup>(1)</sup>For purposes of disclosing non-GAAP operating expenses we exclude Other gains and charges. Additional details of Other gains and charges are included as special item adjustments in the reconciliation tables on pages 16 and 21 of this presentation.

## Three Months Ended March 31, 2024

(in millions)	Acima	Rent-A-Center	Brigit	Mexico	Corporate	Consolidated
Capital expenditures	\$ 0.2	\$ 4.2	\$ —	\$ 0.8	\$ 6.6	\$ 11.8

# Consolidated Net Leverage Ratio

<i>(in millions, except net leverage ratio)</i>	<b>Q1 2025</b>
Outstanding Debt	\$ 1,549.1
Less: Cash and cash equivalents	107.3
Net debt	1,441.8
Adjusted EBITDA <sup>(1)</sup>	
Q2 2024	124.5
Q3 2024	116.9
Q4 2024	122.8
Q1 2025	126.1
Last twelve months Adjusted EBITDA	\$ 490.3
<b>Net leverage ratio</b>	<b>2.9 x</b>

<sup>(1)</sup> Refer to Reconciliation of Net Earnings (Loss) to Adjusted EBITDA (Consolidated and by Segment) pages [17](#) through [20](#) of this communication for additional details of Adjusted EBITDA.