

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION
DISCUSSED DURING THE FOURTH QUARTER 2006 EARNINGS
CONFERENCE CALL ON TUESDAY, FEBRUARY 6, 2007**

Reconciliation to Adjusted EBITDA (in thousands of dollars)	Twelve months ended December 31, 2006	Twelve months ended December 31, 2005
Reported earnings before income taxes	\$164,138	\$209,068
Add back:		
Restructuring expense		\$15,166
Hurricane expense		\$5,199
Litigation expense/(reversion)	\$73,300	(\$8,000)
Finance charges from refinancing	\$4,803	
Interest expense, net	\$53,003	\$40,703
Depreciation of property assets	\$55,651	\$53,382
Amortization of intangibles	\$5,573	\$11,705
Adjusted EBITDA	\$356,468	\$327,223
EBITDA Margin	14.6%	14.0%

QUARTER ENDED DECEMBER 31, 2006

- **Key Indicators**
 - **Saturday collections**
 - Lower for the quarter and the year compared to last year
 - **Customer skips and stolens consistent with past years for the quarter and lower than last year**
 - **Same store sales**
 - 4Q – 1.0%
 - 2006 – 1.9%
 - 2007 - 1.0% to 2.0%
 - **Inventory**
 - Held for rent at 22.8%, 60 basis points lower than third quarter and up over Q4'05 by 130 basis points due to RentWay acquisition
 - Held for rent normal range – 20% to 24%
- **RentWay**
 - 782 stores acquired
 - 145 stores merged
 - Add \$0.01 to \$0.02 accretion in 2007
 - First quarter slight uplift due to higher payouts
 - Second quarter – flat
 - Third quarter – some dilution due to lost revenue from merged stores
 - Fourth quarter – positive and accretive
 - 2008 - \$0.20 accretion
 - On track to realize \$25 million in synergies

- **Adjusted EBITDA**
 - Quarter ended December 31, 2006, \$95.3 million, increased \$17.5 million from the prior year, or by 22.5%, margin increasing over 120 basis points to 14.5%
 - LTM Adjusted EBITDA approximately \$356.5 million, margin of 14.6%, 60 basis point improvement over 2005
 - 2007 EBITDA of approximately \$430 million and margin similar to 2006 at 14.5%
- **Operating Cash Flow**
 - Generated \$172 million in operating cash flow in 2006
- **Use of Cash in 2006**
 - Started 2006 with \$58 million cash on hand
 - Used \$86 million for working capital
 - Used \$84 million for CapEx
 - Used \$643 million for acquisition of stores and accounts
 - Close to \$5 million for share repurchases (over 200 thousand shares)
 - Increased outstanding indebtedness by roughly \$569 million, primarily due to an increase in our Term Loan B facility of \$600 million related to the RentWay acquisition
 - Ended the year with approximately \$92 million cash on hand
- **Consolidated Debt leverage Ratio – roughly 3 times**
- **Interest coverage ratio – approximately 6 times**
- **Debt to book cap – 58%**
- **Outstanding Debt as of December 31, 2006**
 - \$1.3 billion
 - Debt levels
 - \$918.0 million for senior term debt
 - \$75 million for revolver (current availability of \$227 million)
 - \$300.0 million 7.5% subordinated notes
 - Reduced outstanding indebtedness by approximately \$30 million since year end
 - Current liquidity on revolver at over \$247 million
 - Will de-lever the balance sheet in the near term and hope to be back around a 2 times leverage within the next 18 to 24 months
- **Financial services**
 - Currently have 150 stores as of December 31 offering these services, added 50 in 4Q06
 - Will add financial services to an additional 40 additional locations in 1Q07 and anticipate 200-250 for the year

- **20,000 co-workers**

This press release and the guidance above 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 Company's ability to open new rent-to-own stores; the Company's ability to acquire additional rent-to-own stores on favorable terms; the Company's ability to enhance the performance of these acquired stores; the Company's ability to control store level costs; the Company's ability to identify and successfully market products and services that appeal to the Company's customer demographic; the Company's ability to identify and successfully enter into new lines of business offering products and services that appeal to the Company's customer demographic, including the Company's financial services products; the resolution of the Company's litigation including without limitation Perez; the passage of legislation adversely affecting the rent-to-own or financial services industries; interest rates; the Company's ability to enter into new and collect on the Company's rental purchase agreements; the Company's ability to enter into new and collect on the Company's short term loans; economic pressures affecting the disposable income available to the Company's targeted consumers, such as high fuel and utility costs; changes in estimates with respect 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; changes in the Company's stock price and the number of shares of common stock that we may or may not repurchase; changes in our debt ratings; the negotiation of and entry into definitive settlement documentation with respect to the Burdusis/French/Corso settlement; one or more parties filing an objection to the Burdusis/French/Corso settlement; the court could refuse to approve the Burdusis/French/Corso settlement or could require changes to the settlement that are unacceptable to the Company or the plaintiffs; the ability of the Company to successfully integrate the RentWay stores into the Company's operating system; the Company's ability to enhance the performance of the acquired RentWay stores; the Company's ability to realize the cost savings anticipated in connection with the RentWay acquisition; and other risks detailed from time to time in the Company's SEC reports, including but not limited to, the Company's annual report on Form 10-K for the year ended December 31, 2005 and its quarterly reports on Form 10-Q for the quarters ended March 31, 2006, June 30, 2006 and September 30, 2006. 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.