CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE FIRST QUARTER 2022 EARNINGS CONFERENCE CALL ON THURSDAY, MAY 5, 2022
QUARTER ENDED MARCH 31, 2022

Reconciliation to Adjusted EBITDA	THREE MONTHS ENDED MAR 31	
	2022	**2021**
Revenues	**$1,159,723**	**$1,036,782**
Reported (Loss) Earnings Before Income Taxes	**$59,413**	**$109,249**
Add back:		
Interest Expense, net	18,925	11,916
Depreciation, amortization, and write-down of intangibles	14,529	13,393
Stock Based Compensation	6,630	4,224
Adjusted EBITDA	**$99,497**	**$138,782**
EBITDA Margin	***8.6%***	***13.4%***

RENT-A-CENTER BUSINESS

- The Rent-A-Center business revenue declined 1% with same store sales reduction of 1.1% and the lease portfolio finishing the quarter up 5.6%.
- EBITDA margin was 20.7% and declined 330 basis points year-over-year due to higher loss rates and wage increases for certain in-store positions.
- Skip/stolen losses increased 120 basis points year-over-year to a more normal level of 3.9%
- On the strategy front, we continued to advance our omni-channel capabilities by improving the customer experience with enhancements to our digital checkout process and launching functionality that allows customers to make payments via text messages or SMS.

ACIMA CONSOLIDATED

- Acima revenues declined 8.1% year-over-year, on a pro-forma basis. The biggest factor behind the decline was poor performance of lease vintages from the second half of 2021
- Adjusted EBITDA margin declined 690 basis points, on a pro forma basis, to 4.8%. The key factors that drove margin contraction were higher loss rates and a 220-bps decline in gross margin related to a higher provision on delinquencies primarily due to lease vintages written in the second half of 2021
- Skip/stolen losses in the Acima segment increased approximately 400 basis points year-over-year to 12.6%, driven by a return to more normalized loss rates following the wind down of government stimulus programs and higher charge off rates on poor performing lease vintages from the latter part of 2021

- Acima GMV was down 21.2% year-over-year on a pro-forma basis, although it was up 10% on a two-year stacked basis. The decrease was an expected result of the underwriting adjustments we initiated to reduce losses and improve yields, which had the effect of lowering approval rates, conversion rates, and funded leases

CASH FLOW AND BALANCE SHEET

- We generated $188.9 million of free cash flow in the quarter compared to $124.4 million in the prior year period, mainly due to a beneficial swing in working capital in the current year. We returned $21.1 million to shareholders through a $0.34 per share quarterly dividend
- At quarter end, the Company had approximately $360 million remaining on its current share repurchase authorization
- At quarter end, we had a cash balance of $95.7 million, gross debt of $1.4 billion, leverage of 2.3 times, and available liquidity of approximately $439 million
- Non-GAAP EPS was $0.74 in the first quarter compared to $1.32 in the prior year period

GUIDANCE (CONSOLIDATED)

- The second quarter is also expected to be challenging from a year-over-year perspective, facing many of the same headwinds experienced in the first quarter. We expect revenues of $1.045 to $1.075 billion, adjusted EBITDA of $114 to $127 million, excluding stock-based compensation of approximately $5 million, and non-GAAP diluted EPS of $0.95 cents to $1.10
- For the back half of the year, we expect consolidated revenues will be modestly skewed to the fourth quarter, with trends improving from the third quarter to fourth quarter for both Acima and the Rent-A-Center Business segments. We expect earnings will be more skewed to the fourth quarter than revenues, reflecting progressively better delinquencies and loss rates.

GUIDANCE (ACIMA SEGMENT)

- Acima's GMV growth is expected to be similar to the first quarter, as we plan to maintain relatively tight underwriting assumptions and are comping over 43% pro-forma growth in the second quarter of 2021
- Changes we have made in underwriting in recent months are showing strong indications that loss rates should improve in the back half of the year once the vintages from last year cycle through the portfolio
- Pro forma revenue for Acima is expected to be down mid to high single-digits, and Adjusted EBITDA margin is expected to be in the low double-digits

GUIDANCE (RENT-A-CENTER BUSINESS)

- For the Rent-A-Center Business segment, we expect revenues and same-store sales will be down in the low single-digit range
- Adjusted EBITDA margin is expected to be in the low twenties and modestly lower year-over-year, driven by higher loss rates and higher labor costs

Forward Looking Statements This press release and the guidance above and the Company's related conference call contain forward-looking statements that involve risks and uncertainties. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. 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 and including, among others, statements concerning (i) the Company's guidance for 2022 and future outlook, (ii) the potential effects of the pandemic of the respiratory disease caused by a novel coronavirus ("COVID-19") on the Company's business operations, financial performance, and prospects, (iii) the future business prospects and financial performance of the Company following the merger with Acima Holdings, LLC ("Acima Holdings"), (iv) cost and revenue synergies and other benefits expected to result from the Acima Holdings acquisition, (v) planned technologies and other enhancements to the Company's lease-to-own solutions for consumers and retailers, (vi) potential additional product or service offerings, (vii) the Company's expectations, plans and strategy relating to its capital structure and capital allocation, including any share repurchases under the Company's share repurchase program, and (viii) other statements that are not historical facts. However, there can be no assurance that such expectations will occur. The Company's actual future performance could differ materially and adversely from such statements. Factors that could cause or contribute to these differences include, but are not limited to: (1) risks relating to the Acima Holdings acquisition, including (i) the possibility that the anticipated benefits from the Acima Holdings acquisition may not be fully realized or may take longer to realize than expected, (ii) the possibility that costs, difficulties or disruptions related to the integration of Acima Holdings operations into the Company's other operations will be greater than expected, (iii) the Company's ability to (A) effectively adjust to changes in the composition of the Company's offerings and product mix as a result of acquiring Acima Holdings and continue to maintain the quality of existing offerings and (B) successfully introduce other new product or service offerings on a timely and cost-effective basis, and (iv) changes in the Company's future cash requirements as a result of the Acima Holdings acquisition, whether caused by unanticipated increases in capital expenditures or working capital needs, unanticipated liabilities or otherwise; (2) the Company's ability to identify potential acquisition candidates, complete acquisitions and successfully integrate acquired companies; (3) the impact of the COVID-19 pandemic and related government and regulatory restrictions issued to combat the pandemic, including adverse changes in such restrictions, and the expiration of governmental stimulus programs, and impacts on (i) demand for the Company's lease-to-own products offered in the Company's operating segments, (ii) the Company's Acima retail partners, (iii) the Company's customers and their willingness and ability to satisfy their lease obligations, (iv) the Company's suppliers' ability to satisfy its merchandise needs and related supply chain disruptions, (v) the Company's employees, including the ability to adequately staff its operating locations, (vi) the Company's financial and operational performance, and (vii) the Company's liquidity; (4) 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 impacts from inflation; (5) factors affecting the disposable income available to the Company's current and potential customers; (6) changes in the unemployment rate; (7) capital market conditions, including availability of funding sources for the Company; (8) changes in the Company's credit ratings; (9) difficulties encountered in improving the financial and operational performance of the Company's business segments; (10) risks associated with pricing changes and strategies being deployed in the Company's businesses; (11) the Company's ability to continue to realize benefits from its initiatives regarding cost-savings and other EBITDA enhancements, efficiencies and working capital improvements; (12) the Company's ability to continue to effectively execute its strategic initiatives, including mitigating risks associated with any potential mergers and acquisitions, or refranchising opportunities; (13) failure to manage the Company's store labor and other store expenses, including merchandise losses; (14) disruptions caused by the operation of the Company's store information management systems or disruptions in the systems of the Company's host retailers; (15) risks related to the Company's virtual lease-to-own business, including the Company's ability to continue to develop and successfully implement the necessary technologies; (16) the Company's ability to achieve the benefits expected from its integrated virtual and staffed retail partner offering and to successfully grow this business segment; (17) exposure to potential operating margin degradation due to the higher cost of merchandise in the Company's Acima offering and higher merchandise losses than compared to our Rent-A-Center business segment; (18) the Company's transition to more-readily scalable, “cloud-based” solutions; (19) the Company's ability to develop and successfully implement digital or E-commerce capabilities, including mobile applications; (20) the Company's ability to protect its proprietary intellectual property; (21) the Company's ability or that of the Company's host retailers to protect the integrity and security of customer, employee and host retailer information, which may be adversely affected by hacking, computer viruses, or similar disruptions; (22) disruptions in the Company's supply chain; (23) limitations of, or disruptions in, the Company's distribution network; (24) rapid inflation or deflation in the prices of the Company's products; (25) the Company's ability to execute and the effectiveness of store consolidations, including the Company's ability to retain the revenue from customer accounts merged into another store location as a result of a store consolidation; (26) the Company's available cash flow and its ability to generate sufficient cash flow to continue paying dividends; (27) increased competition from traditional competitors, virtual lease-to-own competitors, online retailers, Buy-Now-Pay-Later and other Fintech companies and other competitors, including subprime lenders; (28) the Company's ability to identify and successfully market products and services that appeal to its current and future targeted customer segments and to accurately estimate the size of the total addressable market; (29) consumer preferences and perceptions of the Company's brands; (30) the Company's ability to retain the revenue associated with acquired customer accounts and enhance the performance of acquired stores; (31) the Company's ability to enter into new, and collect on, its rental or lease purchase agreements; (32) changes in the enforcement of existing laws and regulations and the enactment of new laws and regulations adversely affecting the Company's business, including any legislative or regulatory enforcement efforts that seek to re-characterize store-based or virtual lease-to-own transactions as credit sales and to apply consumer credit laws and regulations to the Company's business; (33) the Company's compliance with applicable statutes or regulations governing its businesses; (34) the impact of any additional social unrest such as that experienced in 2020 or otherwise, and resulting damage to the Company's inventory or other assets and potential lost revenues; (35) changes in interest rates; (36) changes in tariff policies; (37) adverse changes in the economic conditions of the industries, countries or markets that the Company serves; (38) information technology and data security costs; (39) 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, employees and retail partners; (40) changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; (41) changes in the Company's effective tax rate; (42) fluctuations in foreign currency exchange rates; (43) the Company's ability to maintain an effective system of internal controls, including in connection with the integration of Acima; (44) litigation or administrative proceedings to which the Company is or may be a party to from time to time; and (45) 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, 2020, its Annual Report on Form 10-K for the year ended December 31, 2021 (when filed) and in its subsequent Quarterly

Reports on Form 10-Q and Current Reports on Form 8-K. 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 hereof or to reflect the occurrence of unanticipated events.