

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION
DISCUSSED DURING THE FIRST QUARTER 2020 EARNINGS CONFERENCE
CALL ON THURSDAY, MAY 7, 2020
QUARTER ENDED MARCH 31, 2020**

Reconciliation to Adjusted EBITDA	THREE MONTHS ENDED MAR 31	
	2020	2019
Revenues	\$701,939	\$696,694
Reported (Loss) Earnings Before Income Taxes	\$46,275	\$50,719
Add back:		
Interest Expense, net	4,303	8,515
Depreciation, amortization and write-down of intangibles	14,913	15,773
Adjusted EBITDA	\$65,491	\$66,492
EBITDA Margin	9.3%	9.5%

RENT-A-CENTER BUSINESS

- First quarter marked the ninth consecutive quarter of positive same stores sales in the Rent-A-Center Business and our growth is still in the high single digits at over 7 percent from a two year perspective
- E-commerce Q1 2020 penetration was 17 percent of revenues, up from approximately 11 percent last year
- As a percent of revenue, skip/stolen losses were 3.9 percent, up 20 bps sequentially with the fourth quarter of 2019

PREFERRED LEASE

- Skip/stolen losses were 12.2 percent of sales for the Preferred Lease segment in the first quarter, up versus last year before we increased our mix of virtual locations, but down 200 basis points sequentially
- Preferred Lease total revenues increased 10.0 percent in the first quarter versus the same quarter last year. The performance reflects a 17 percent increase in invoice volume driven strong performance in the retail partner channel

CASH FLOW AND BALANCE SHEET

- Cash generated from operating activities was \$47 million for the quarter ended 03/31/20
- The Company ended the first quarter with \$182.9 million of cash and cash equivalents, and outstanding indebtedness of \$362 million
- The Company's net debt to adjusted EBITDA ratio ended the first quarter at 0.7 times compared to 1.4 times as of the end of the first quarter 2019
- Total liquidity of over \$230 million at the end of the first quarter 2020

GUIDANCE

- Not providing guidance for the year given the fluid nature of the corona virus
- We expect second quarter revenue to be down 10 percent or less versus last year
- Adjusted EBITDA expected to decline for the second quarter in the same range to slightly better than the impact in revenue
- EPS is expected to be essentially flat to last year during the second quarter
- We do not expect to see material pressure on skip / stolen losses for the year
- Reductions to operating expenses include executive pay reductions, temporary furloughing employees in stores and at our corporate offices, reducing store hours in some cases and where possible, renegotiating real estate leases
- We plan to build back in some expenses as we move into the second half of the year
- Inventory purchases and capital expenditures have been reduced in order to partially mitigate the impact of the corona virus

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," "predict," "continue," "should," "anticipate," "believe," or "confident," or the negative thereof or variations thereon or similar terminology and including, among others, statements concerning the expected impact of the COVID-19 pandemic on the Company's business, financial condition and results of operations. The Company believes that the expectations reflected in such forward-looking statements are accurate. However, there can be no assurance that such expectations will occur. The Company's actual future performance could differ materially from such statements. Factors that could cause or contribute to such differences include, but are not limited to: the impact of COVID-19 pandemic and related federal, state, and local government restrictions, including adverse changes in such restrictions further limiting our ability to operate or prolonging their duration, and the potential for a recession resulting from such matters; the general strength of the economy and other economic conditions affecting consumer preferences and spending; factors affecting the disposable income available to the Company's current and potential customers; changes in the unemployment rate; capital market conditions, including availability of funding sources for the Company; changes in the Company's credit ratings; difficulties encountered in improving the financial and operational performance of the Company's business segments; risks associated with pricing changes and strategies being deployed in the Company's businesses; the Company's ability to continue to realize benefits from its initiatives regarding cost-savings and other EBITDA enhancements, efficiencies and working capital improvements; the Company's ability to continue to effectively execute its strategic initiatives; failure to manage the Company's store labor and other store expenses; disruptions caused by the operation of the Company's store information management systems; 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; the Company's ability to achieve the benefits expected from its recently announced integrated retail preferred offering, Preferred Lease, including its ability to integrate its historic retail partner business (Acceptance Now) and the Merchants Preferred business under the Preferred Lease offering; the Company's transition to more-readily scalable, "cloud-based" solutions; the Company's ability to develop and successfully implement digital or E-commerce capabilities, including mobile

applications; disruptions in the Company's supply chain; limitations of, or disruptions in, the Company's distribution network; rapid inflation or deflation in the prices of the Company's products; the Company's ability to execute and the effectiveness of a store consolidation, including the Company's ability to retain the revenue from customer accounts merged into another store location as a result of a store consolidation; the Company's available cash flow and its ability to generate sufficient cash flow to continue paying dividends; the Company's ability to identify and successfully market products and services that appeal to its customer demographic; consumer preferences and perceptions of the Company's brands; the Company's ability to retain the revenue associated with acquired customer accounts and enhance the performance of acquired stores; the Company's ability to enter into new, and collect on, its rental or lease purchase agreements; changes in the enforcement of existing laws and regulations and the enactment of new laws and regulations adversely affecting the Company's businesses; the Company's compliance with applicable statutes or regulations governing its businesses; changes in interest rates; changes in tariff policies; adverse changes in the economic conditions of the industries, countries or markets that the Company serves; information technology and data security costs; the impact of any breaches in data security or other disturbances to the Company's information technology and other networks and the Company's ability to protect the integrity and security of individually identifiable data of its customers and employees; changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; changes in the Company's effective tax rate; fluctuations in foreign currency exchange rates; the Company's ability to maintain an effective system of internal controls; litigation or administrative proceedings to which the Company is or may be a party to from time to time; and the other risks detailed from time to time in the Company's SEC reports, including but not limited to, its Annual Report on Form 10-K for the year ended December 31, 2019. 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.