CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE THIRD QUARTER 2021 EARNINGS CONFERENCE CALL ON THURSDAY, NOVEMBER 4, 2021
QUARTER ENDED SEPTEMBER 30, 2021

Reconciliation to Adjusted EBITDA	THREE MONTHS ENDED SEP 30	
	2021	2020
Revenues	**$1,181,268**	**$712,015**
Reported (Loss) Earnings Before Income Taxes	**$136,646**	**$75,133**
Add back:		
Interest Expense, net	19,712	3,198
Depreciation, amortization and write-down of intangibles	13,835	13,810
Adjusted EBITDA	**$170,192**	**$92,141**
EBITDA Margin	***14.4%***	***12.9%***

RENT-A-CENTER BUSINESS

- The Rent-A-Center business generated another strong quarter, with total revenues up 5.6% percent driven by same-store-sales growth of 12.3%
- 15th consecutive quarter of positive comparable
- E-commerce revenue grew 9%, as it lapped 71% growth in the prior year
- E-commerce accounted for 21% of revenue, a substantial increase relative to just 13% in the third quarter of 2019. Importantly, we believe we remain in the early innings of capturing the long-term opportunity in the e-commerce channel.
- Strong execution, including sourcing product, marketing, merchandising, and collections translated to 14.6% year-over-year growth in the portfolio for the third quarter
- Profitability also remained solid in the third quarter, with adjusted EBITDA margin of 22.9% up 60 basis points year-over-year, despite loss rate expansion of 140 bps due to the normalization of trends following the wind down of government stimulus
- Brick and mortar stores allow us to participate in transactions holistically, including sourcing product, purchasing at wholesale cost, having the ability to establish competitive pricing for customers, and provide the last mile logistics for our ecommerce channel.
- Looking out of the over the next few months and into 2022 we feel good about the business environment and believe the set of initiatives we're focused on - such as e-commerce enhancements, customer engagement and support, and employing continuous improvement tactics – should set us up well for next year

ACIMA CONSOLIDATED

- Adjusted EBITDA margin was 13.9% percent vs 16.5% in the prior year.

- Skip/stolen losses were 9.3% of revenue in the third quarter of 2021, or 8.7% after adjusting for incremental losses attributable to the conversion of Preferred Lease locations to the Acima platform. Which was up approximately 30 basis points y/y on a pro-forma basis
- Integration continued to be a high priority for the third quarter. It's generally gone according to plan and we continue to expect to realize $25 million of synergies in 2021 and ultimately $40 to $70 million of run-rate synergies
- The Acima App, which is essentially mission control for the Ecosystem, already has over 220,000 active users at the end of 3 months
- Looking forward, we believe we are on pace to reach the 1 million user threshold during the second quarter of 2022. To put this in perspective, it took Facebook and Twitter 12 and 24 months respectively to hit that milestone
- To date the Ecosystem has generated transactions with over 2,200 different merchant locations, including more than 40 merchants who aren't even integrated with Acima, like Best Buy
- The Acima LeasePay card will effectively increase the Acima network from 30,000+ merchants to over 2 million MasterCard merchants where durable goods are sold. In terms of next steps, the virtual Acima LeasePay Card is already available, and we are on track to pilot the physical card by the end of the year
- We continued to execute well commercially adding over 2,700 new retail partners during the quarter. In addition, we took back more than 750 retailers from competitors, including P.C. Richard & Son and Sonic Electronics by leveraging our enhanced value proposition – the ability to acquire our own customers, the digital ecosystem, and enhanced retailer engagement through the mobile app
- The retail partner business revenues grew 17.1% led by 19% GMV growth in the face of retail supply chain headwinds and changing consumer behavior as government financial support wound down. E-commerce continued to gain momentum and accounted 14% of lease transaction volume, including the Wayfair partnership.

CASH FLOW AND BALANCE SHEET

- We generated $55 million of free cash flow in the third quarter, and returned $38 million to shareholders through a $0.31 quarterly dividend and share repurchases
- Year-to-date through October, the Company has repurchased $80 million of common stock at an average price of $56 per share
- At quarter end, we had a cash balance of $159 million, gross debt of $1.3 billion, leverage of 1.7 times, and available liquidity of over $600 million

GUIDANCE (CONSOLIDATED)

- We are lowering the high end of our previous guidance ranges for consolidated revenue and Non-GAAP EPS. We now expect consolidated revenues of $4.55 to $4.64 billion, and Non-GAAP EPS of $5.90 to $6.15
- Guidance for adjusted EBITDA is now expected to be between $645 to $675 million, and free cash flow within the range of $280 to $320 million.
- The top priority of capital allocation is appropriately funding our business and investing in value enhancing growth.

GUIDANCE (ACIMA SEGMENT)

- We expect our Acima segment to generate revenues of $2.32 to $2.38 billion
- Adjusted EBITDA of $300 to $320 million is expected
- Quarter 4 is expected to be our highest revenue and highest margin quarter for the year in the Acima segment

GUIDANCE (RENT-A-CENTER BUSINESS)

- We expect the Rent-A-Center Business Segment to achieve revenues of $2.02 to $2.06 billion
- Expect same store sales to moderate to low double-digit range in the last quarter
- Adjusted EBITDA of $480 to $500 million or 23% percent of segment revenues, higher than last year and flat sequentially despite recent wage increases and adding headcount.

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 potential effects of the COVID-19 pandemic on the Company's business operations, financial performance, and prospects, (ii) the future business prospects and financial performance of our Company following the closing of the Company's merger with Acima (the "Acima Transaction"), (iii) cost and revenue synergies and other benefits expected to result from the Acima Transaction, (iv) the Company's guidance and expected financial results for 2021 and future periods, and (v) other statements regarding the Company's strategy and plans and 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 Transaction, including (i) the possibility that the anticipated benefits from the Acima Transaction 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 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 the Acima Transaction 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, (iv) changes in the Company's future cash requirements as a result of the Acima Transaction, whether caused by unanticipated increases in capital expenditures or working capital needs, unanticipated liabilities or otherwise, and (v) the impacts of the Company's additional debt incurred to finance the Acima Transaction; (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 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, (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; (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; (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 potential for higher merchandise losses; (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) disruptions in the Company's supply chain; (22) limitations of, or disruptions in, the Company's distribution network; (23) rapid inflation or deflation in the prices of the Company's products; (24) 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; (25) the Company's available cash flow and its ability to generate sufficient cash flow to continue paying dividends; (26) increased competition from traditional competitors, virtual lease-to-own competitors, online retailers and other competitors, including subprime lenders; (27) the Company's ability to identify and successfully market products and services that appeal to its current and future targeted customer segments; (28) consumer preferences and perceptions of the Company's brands; (29) the Company's ability to retain the revenue associated with acquired customer accounts and enhance the performance of acquired stores; (30) the Company's ability to enter into new, and collect on, its rental or lease purchase agreements; (31) 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; (32) the Company's compliance with applicable statutes or regulations governing its businesses; (33) 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; (34) changes in interest rates; (35) changes in tariff policies; (36) adverse changes in the economic conditions of the industries, countries or markets that the Company serves; (37) information technology and data security costs; (38) 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; (39) changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; (40) changes in the Company's effective tax rate; (41) fluctuations in foreign currency exchange rates; (42) the Company's ability to maintain an effective system of internal controls, including in connection with the integration of Acima; (43) litigation or administrative proceedings to which the Company is or may be a party to from time to time; and (44) 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 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.