

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION  
DISCUSSED DURING THE SECOND QUARTER 2011 EARNINGS  
CONFERENCE CALL ON TUESDAY, JULY 26, 2011  
QUARTER ENDED JUNE 30, 2011 (Recurring and comparable basis)**

<b>Reconciliation to Adjusted EBITDA</b> <i>(in thousands of dollars)</i>	<b>THREE MONTHS ENDED JUNE 30,</b>	
	<b>2011</b>	<b>2010</b>
<b>Reported earnings before income taxes</b>	<b>\$63,776</b>	<b>\$76,936</b>
<b>Add back:</b>		
<b>Restructuring Charge</b>	4,933	—
<b>Interest Expense, net</b>	9,376	5,895
<b>Depreciation of Property Assets</b>	16,153	15,802
<b>Amortization and Write-down of Intangibles</b>	1,132	1,540
<b>Adjusted EBITDA</b>	<b>\$95,370</b>	<b>\$100,173</b>
<b>EBITDA Margin</b>	<b>13.7%</b>	<b>14.9%</b>

- **KEY INDICATORS**

- **Customer skips and stolens**
  - ❖ Coming in at just 2.4%
- **Inventory**
  - ❖ Held for rent in Q2'11 at 22.4%

- **ADJUSTED DILUTED EARNINGS PER SHARE**

- Q2'11 - \$0.68, which includes a \$0.06 drag on earnings due to our investment and ramp up of our growth initiatives, RAC Acceptance and International expansion.

- **ADJUSTED EBITDA**

- Q2'11 - \$95.4 million and 13.7% margin.

- **OPERATING PROFIT MARGINS**

- Quarterly operating profit margin at 11.2%.

- **OPERATING CASH FLOW**

- \$23 million in Q2'11.
- Approximately \$171 million year to date through June 2011.

- **STOCK REPURCHASES**

- Repurchased approximately 2.1 million shares of common stock for over \$64 million.

- **DEBT**
  - Consolidated Debt leverage Ratio – 1.58X
  
- **RAC ACCEPTANCE**
  - Increased the low end of new openings this year by 25, now expecting to add between 350-375 for the year, ending 2011 with approximately 735 locations.
  - Long term expectation is that a DM can/will supervise between 10-12 kiosk locations, but not there yet because of expansion.
  - DM cost approximately \$0.02 in Q2'11 and an additional \$0.02 for the balance of the year.
  
- **MEXICO**
  - Expect to have 40-55 locations opened by year end, lowering the high end estimate from 75.
  - Believe the opportunity in Mexico continues to be 1,000+ locations.
  
- **GUIDANCE**
  - Earnings includes approximately \$0.14-\$0.15 dilution from our growth initiatives.
  - EBITDA and Free Cash Flow for the year will continue to be strong at approximately \$400 million, and \$280 million respectively.
  
- **18,000 co-workers**

*This information above contains 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 ability to open new rent-to-own stores; the Company's ability to acquire additional rent-to-own stores or customer accounts on favorable terms; the Company's ability to control costs and increase profitability; the Company's ability to enhance the performance of acquired stores; the Company's ability to retain the revenue associated with acquired customer accounts; the Company's ability to identify and successfully market products and services that appeal to its customer demographic; the Company's ability to enter into new and collect on its rental purchase agreements; the passage of legislation adversely affecting the rent-to-own industry; the Company's failure to comply with statutes or regulations governing the rent-to-own or financial services industries; interest rates; changes in the unemployment rate; economic pressures, such as high fuel costs, affecting the disposable income available to the Company's targeted consumers; conditions affecting consumer spending and the impact, depth, and duration of current economic conditions; changes in the Company's stock price and the number of shares of common stock that it may or may not repurchase; future dividends; changes in estimates relating 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; the resolution of the Company's litigation; 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, 2010 and its quarterly report on Form 10-Q for the quarter ended March 31, 2011. 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.*