CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION DISCUSSED DURING THE THIRD QUARTER 2011 EARNINGS CONFERENCE CALL ON TUESDAY, OCTOBER 25, 2011
QUARTER ENDED SEPTEMBER 30, 2011 (Recurring and comparable basis)

Reconciliation to Adjusted EBITDA	**THREE MONTHS ENDED SEPTEMBER 30,**	
(in thousands of dollars)	**2011**	**2010**
Reported earnings before income taxes	**$49,076**	**$63,590**
Add back:		
Restructuring Charge	7,586	—
Interest Expense, net	8,720	5,803
Depreciation of Property Assets	16,107	15,629
Amortization and Write-down of Intangibles	1,261	529
Adjusted EBITDA	**$82,750**	**$85,551**
EBITDA Margin	***11.7%***	***12.9%***

- **KEY INDICATORS**
  - **Customer skips and stolens**
    - Within our normal range at 2.7% for Core RTO.
  - **Inventory**
    - Held for rent for entire inventory in Q3’11 at 21.4%.
  - **Agreement Gain in Q3’11**
    - Best summer in 9 years.
- **SAME STORE SALES**
  - Q3’11 – 2.0%. Domestic RTO up 1% on its own and the RAC Acceptance impact of 95 stores accounted for the other 1%.
- **ADJUSTED DILUTED EARNINGS PER SHARE**
  - Q3’11 - $0.60, which includes a $0.07 drag on earnings due to company’s growth initiatives.
- **ADJUSTED EBITDA**
  - Q3’11 - $82.8 million and 11.7% margin.
- **OPERATING CASH FLOW**
  - Excess of $95 million in Q3’11.
  - Approximately $267 million year to date through September 2011.
  - Dividend payment greater than $17 million.

- **DEBT**
  - Consolidated Debt leverage Ratio – 1.66X, well below the floor of our covenant requirement of 3.25X.
  - Reduced outstanding indebtedness by approximately $13 million.

- **GUIDANCE**
  - Q4'11 earnings include approximately a $0.05 dilution from company's growth initiatives.
  - 2012 revenue growth is now expected to be in the 8% to 11% range.
  - 2012 EPS growth is expected to be in the 8% to 15% range.
    - Includes $0.20 drag related to international growth initiatives.
  - 2012 EBITDA expected to be in the range of $420 million - $440 million.
    - Operating & EBITDA margins to remain flat.
  - 2012 Free Cash Flow to be in the range of $80 million to $100 million.

- **INVESTOR DAY FINANCIAL TARGETS – NOVEMBER 2010**
  - Target revenue of 4% to 6% CAGR from 2009 to 2014.
  - Target EBITDA of 6% to 7% CAGR from 2009 to 2014.
  - From 2009 to 2012, these metrics are expected to be within the target ranges.

- **19,000 co-workers**

The 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 locations ; the Company's ability to acquire additional 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, the number of shares of common stock that it may or may not repurchase, and future dividends, if any; 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 reports on Form 10-Q for the quarters ended March 31, 2011 and June 30, 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.