

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION  
DISCUSSED DURING THE FIRST QUARTER 2013 EARNINGS CONFERENCE  
CALL ON TUESDAY, APRIL 23, 2013  
QUARTER ENDED MARCH 31, 2013 (Recurring and comparable basis)**

**RENTAL MERCHANDISE, NET & TOTAL ASSETS**

**THREE MONTHS ENDED MARCH 31, 2013**

<i>(in thousands of dollars)</i>	<b>Core U.S.</b>	<b>RAC Acceptance</b>	<b>International</b>	<b>ColorTyme</b>	<b>Total</b>
Rental Merchandise, net					
On Rent	\$587,223	\$229,845	\$15,660	\$ -	<b>\$832,728</b>
Held for Rent	205,555	2,920	7,669	-	<b>216,144</b>
Total Assets	2,530,998	316,459	59,495	1,703	<b>2,908,655</b>

**Reconciliation to Adjusted EBITDA**  
*(in thousands of dollars)*

**THREE MONTHS  
ENDED MARCH 31,**

**2013                      2012**

<b>Revenues</b>	<b>\$819,281</b>	<b>\$835,254</b>
<b>Reported Earnings Before Income Taxes</b>	<b>\$71,575</b>	<b>\$83,238</b>
<b>Add back:</b>		
Interest Expense, net	7,708	8,796
Depreciation of Property Assets	18,473	17,994
Amortization and Write-down of Intangibles	890	1,335
<b>Adjusted EBITDA</b>	<b>\$98,646</b>	<b>\$111,363</b>
<b>EBITDA Margin</b>	<b>12.0%</b>	<b>13.3%</b>

• **SAME STORE SALES**

- Q1'13 – (4.3)%
  - ❖ Core Segment
    - Core U.S. forecasted down ~4% and ended down 8.9%.
  - ❖ RAC Acceptance Segment
    - Approximately 34%.
  - ❖ International Segment
    - Mexico had an 80% comp.

• **CUSTOMER LOSSES**

- 2013 core customer losses came in at 2.4%, at the lower end of historical ranges.

- **OPERATING PROFITS**
  - Q1'13 up \$13 million year over year for RAC Acceptance for a total of \$16M.
  - Q1'13 EBITDA equaled \$98.6 million and a margin of 12%.
  - Consolidated operating profit margin of 9.7%.
  - Net Earnings down 10.6%.
  
- **RAC ACCEPTANCE**
  - Have over 100 kiosks inside of HH Gregg
  
- **INTERNATIONAL STORES**
  - Mexico
    - ❖ Q1 2013 revenues totaled \$9.5 million, up 150%.
    - ❖ Added Q1 2013 with 20 stores and ended with 110.
    - ❖ Will achieve four wall breakeven by the end of 2013.
  
- **DEBT**
  - Consolidated Debt leverage Ratio – 1.52X.
  - Reduced indebtedness by over \$46 million.
  
- **GUIDANCE**
  - 2013 Total Gross Profit dollars to be up approximately 4.5%
  - 2013 EBITDA margins to decline 50 basis points.
  - Free Cash Flow to be in the range from \$45 million to \$65 million.
  
- **20,000+ 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. 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: 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 or lease purchase agreements; the passage of legislation adversely affecting the rent-to-own industry; the Company's compliance with applicable statutes or regulations governing its transactions; changes in interest rates; changes in the unemployment rate; economic pressures, such as high fuel costs, affecting the disposable income available to the Company's current and potential customers; the general strength of the economy and other economic conditions affecting consumer preferences and spending; adverse changes in the economic conditions of the industries, countries or markets that the Company serves; 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; fluctuations in foreign currency exchange rates; information security costs; 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; applicable securities regulation or accounting standards; 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, 2012. 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.*