



Quarterly Segment Financial Statements

Fiscal years ended January 31, 2018, 2019 and 2020

(dollars in thousands)

<i>Retail Segment</i>	Q1 18	Q2 18	Q3 18	Q4 18	2018	Q1 19	Q2 19	Q3 19	Q4 19	2019	Q1 20	Q2 20	Q3 20
Revenues													
Product Sales	\$ 251,362	\$ 259,593	\$ 263,786	\$ 303,133	\$ 1,077,874	\$ 249,314	\$ 267,179	\$ 256,731	\$ 305,411	\$ 1,078,635	\$ 234,445	\$ 274,578	\$ 250,233
Repair service agreement commissions (net)	24,696	23,519	24,488	27,680	100,383	22,863	25,662	23,579	29,824	101,928	24,024	27,647	26,478
Service revenues	3,227	3,301	3,534	3,648	13,710	3,579	3,472	3,564	3,496	14,111	3,510	3,837	3,411
Total net sales	<u>279,285</u>	<u>286,413</u>	<u>291,808</u>	<u>334,461</u>	<u>1,191,967</u>	<u>275,756</u>	<u>296,313</u>	<u>283,874</u>	<u>338,731</u>	<u>1,194,674</u>	<u>261,979</u>	<u>306,062</u>	<u>280,122</u>
Finance charges and other	80	92	95	74	341	14	98	179	156	447	202	203	197
Total revenues	<u>279,365</u>	<u>286,505</u>	<u>291,903</u>	<u>334,535</u>	<u>1,192,308</u>	<u>275,770</u>	<u>296,411</u>	<u>284,053</u>	<u>338,887</u>	<u>1,195,121</u>	<u>262,181</u>	<u>306,265</u>	<u>280,319</u>
Cost and expenses													
Cost of goods sold	171,950	172,306	175,591	200,497	720,344	166,589	173,627	166,886	195,033	702,135	157,228	182,065	170,453
Selling, general and administrative expense	73,947	78,667	80,676	83,035	316,325	77,752	83,003	80,894	86,979	328,628	79,622	88,147	87,105
Provision for bad debts	230	165	189	245	829	260	243	286	220	1,009	129	(19)	535
Charges and credits	1,227	4,068	5,861	2,175	13,331	-	300	737	1,943	2,980	(695)	-	2,628
Total cost and expenses	<u>247,354</u>	<u>255,206</u>	<u>262,317</u>	<u>285,952</u>	<u>1,050,829</u>	<u>244,601</u>	<u>257,173</u>	<u>248,803</u>	<u>284,175</u>	<u>1,034,752</u>	<u>236,284</u>	<u>270,193</u>	<u>260,721</u>
Operating income	<u>32,011</u>	<u>31,299</u>	<u>29,586</u>	<u>48,583</u>	<u>141,479</u>	<u>31,169</u>	<u>39,238</u>	<u>35,250</u>	<u>54,712</u>	<u>160,369</u>	<u>25,897</u>	<u>36,072</u>	<u>19,598</u>
Segment income (loss) before income taxes	<u>\$ 32,011</u>	<u>\$ 31,299</u>	<u>\$ 29,586</u>	<u>\$ 48,583</u>	<u>\$ 141,479</u>	<u>\$ 31,169</u>	<u>\$ 39,238</u>	<u>\$ 35,250</u>	<u>\$ 54,712</u>	<u>\$ 160,369</u>	<u>\$ 25,897</u>	<u>\$ 36,072</u>	<u>\$ 19,598</u>
Store count	115	116	116	116	116	118	118	121	123	123	127	131	137
Product margin	32.2%	34.3%	34.1%	34.5%	33.8%	33.9%	35.7%	35.7%	36.7%	35.6%	33.7%	34.4%	32.6%
Retail Margin	38.4%	39.8%	39.8%	40.1%	39.6%	39.6%	41.4%	41.2%	42.4%	41.2%	40.0%	40.5%	39.2%
Gross margin	38.4%	39.9%	39.8%	40.1%	39.6%	39.6%	41.4%	41.2%	42.4%	41.2%	40.0%	40.6%	39.2%
SG&A %	26.5%	27.5%	27.6%	24.8%	26.5%	28.2%	28.0%	28.5%	25.7%	27.5%	30.4%	28.8%	31.1%
Operating margin	11.5%	10.9%	10.1%	14.5%	11.9%	11.3%	13.2%	12.4%	16.1%	13.4%	9.9%	11.8%	7.0%
Operating margin x-charges	11.9%	12.3%	12.1%	15.2%	13.0%	11.3%	13.3%	12.7%	16.7%	13.7%	9.6%	11.8%	7.9%



Quarterly Segment Financial Statements

Fiscal years ended January 31, 2018, 2019 and 2020

(dollars in thousands)

<i>Credit Segment</i>	<u>Q1 18</u>	<u>Q2 18</u>	<u>Q3 18</u>	<u>Q4 18</u>	<u>2018</u>	<u>Q1 19</u>	<u>Q2 19</u>	<u>Q3 19</u>	<u>Q4 19</u>	<u>2019</u>	<u>Q1 20</u>	<u>Q2 20</u>	<u>Q3 20</u>
Revenues													
Finance charges and other	\$ 76,461	\$ 80,142	\$ 81,269	\$ 85,851	\$ 323,723	\$ 82,617	\$ 88,209	\$ 89,771	\$ 94,095	\$ 354,692	\$ 91,331	\$ 94,794	\$ 97,389
Total revenues	<u>76,461</u>	<u>80,142</u>	<u>81,269</u>	<u>85,851</u>	<u>323,723</u>	<u>82,617</u>	<u>88,209</u>	<u>89,771</u>	<u>94,095</u>	<u>354,692</u>	<u>91,331</u>	<u>94,794</u>	<u>97,389</u>
Cost and expenses													
Selling, general and administrative expense	32,590	32,965	33,679	34,854	134,088	37,126	37,687	37,486	39,634	151,933	38,292	39,337	38,503
Provision for bad debts	55,700	49,284	56,323	54,739	216,046	43,896	50,508	47,262	55,407	197,073	39,917	49,755	42,051
Charges and credits	-	-	-	-	-	-	-	4,800	-	4,800	-	-	1,209
Total cost and expenses	<u>88,290</u>	<u>82,249</u>	<u>90,002</u>	<u>89,593</u>	<u>350,134</u>	<u>81,022</u>	<u>88,195</u>	<u>89,548</u>	<u>95,041</u>	<u>353,806</u>	<u>78,209</u>	<u>89,092</u>	<u>81,763</u>
Operating income	<u>(11,829)</u>	<u>(2,107)</u>	<u>(8,733)</u>	<u>(3,742)</u>	<u>(26,411)</u>	<u>1,595</u>	<u>14</u>	<u>223</u>	<u>(946)</u>	<u>886</u>	<u>13,122</u>	<u>5,702</u>	<u>15,626</u>
Interest expense, net	24,008	20,039	18,095	18,018	80,160	16,820	15,566	15,098	15,220	62,704	14,497	14,396	15,051
Loss from early extinguishment of debt	349	2,097	461	367	3,274	406	1,367	-	-	1,773	-	-	-
Segment income (loss) before income taxes	<u>\$ (36,186)</u>	<u>\$ (24,243)</u>	<u>\$ (27,289)</u>	<u>\$ (22,127)</u>	<u>\$ (109,845)</u>	<u>\$ (15,631)</u>	<u>\$ (16,919)</u>	<u>\$ (14,875)</u>	<u>\$ (16,166)</u>	<u>\$ (63,591)</u>	<u>\$ (1,375)</u>	<u>\$ (8,694)</u>	<u>\$ 575</u>
Average Portfolio Balance	\$ 1,511,834	\$ 1,475,822	\$ 1,485,683	\$ 1,516,269	\$ 1,500,700	\$ 1,506,783	\$ 1,497,635	\$ 1,518,513	\$ 1,571,277	\$ 1,526,728	\$ 1,558,322	\$ 1,542,849	\$ 1,567,633
SG&A % of Revenue	42.6%	41.1%	41.4%	40.6%	41.4%	44.9%	42.7%	41.8%	42.1%	42.8%	41.9%	41.5%	39.5%
SG&A % of Average Portfolio Balance	2.2%	2.2%	2.3%	2.3%	8.9%	2.5%	2.5%	2.5%	2.5%	10.0%	2.5%	2.5%	2.5%
SG&A % of Average Portfolio Balance*	8.6%	8.9%	9.1%	9.2%	8.9%	9.9%	10.1%	9.9%	10.1%	10.0%	9.8%	10.2%	9.8%
Operating margin	-15.5%	-2.6%	-10.7%	-4.4%	-8.2%	1.9%	0.0%	0.2%	-1.0%	0.2%	14.4%	6.0%	16.0%
Operating margin x-charges	-15.5%	-2.6%	-10.7%	-4.4%	-8.2%	1.9%	0.0%	5.6%	-1.0%	1.6%	14.4%	6.0%	17.3%

*Annualized



Quarterly Segment Financial Statements

Fiscal years ended January 31, 2018, 2019 and 2020

(dollars in thousands)

<i>Consolidated</i>	Q1 18	Q2 18	Q3 18	Q4 18	2018	Q1 19	Q2 19	Q3 19	Q4 19	2019	Q1 20	Q2 20	Q3 20
Revenues													
Product Sales	\$ 251,362	\$ 259,593	\$ 263,786	\$ 303,133	\$ 1,077,874	\$ 249,314	\$ 267,179	\$ 256,731	\$ 305,411	\$ 1,078,635	\$ 234,445	\$ 274,578	\$ 250,233
Repair service agreement commissions (net)	24,696	23,519	24,488	27,680	100,383	22,863	25,662	23,579	29,824	101,928	24,024	27,647	26,478
Service revenues	3,227	3,301	3,534	3,648	13,710	3,579	3,472	3,564	3,496	14,111	3,510	3,837	3,411
Total net sales	279,285	286,413	291,808	334,461	1,191,967	275,756	296,313	283,874	338,731	1,194,674	261,979	306,062	280,122
Finance charges and other	76,541	80,234	81,364	85,925	324,064	82,631	88,307	89,950	94,251	355,139	91,533	94,997	97,586
Total revenues	355,826	366,647	373,172	420,386	1,516,031	358,387	384,620	373,824	432,982	1,549,813	353,512	401,059	377,708
Cost and expenses													
Cost of goods sold	171,950	172,306	175,591	200,497	720,344	166,589	173,627	166,886	195,033	702,135	157,228	182,065	170,453
Selling, general and administrative expense	106,537	111,632	114,355	117,889	450,413	114,878	120,690	118,380	126,613	480,561	117,914	127,484	125,608
Provision for bad debts	55,930	49,449	56,512	54,984	216,875	44,156	50,751	47,548	55,627	198,082	40,046	49,736	42,586
Charges and credits	1,227	4,068	5,861	2,175	13,331	-	300	5,537	1,943	7,780	(695)	-	3,837
Total cost and expenses	335,644	337,455	352,319	375,545	1,400,963	325,623	345,368	338,351	379,216	1,388,558	314,493	359,285	342,484
Operating income	20,182	29,192	20,853	44,841	115,068	32,764	39,252	35,473	53,766	161,255	39,019	41,774	35,224
Interest expense, net	24,008	20,039	18,095	18,018	80,160	16,820	15,566	15,098	15,220	62,704	14,497	14,396	15,051
Loss from early extinguishment of debt	349	2,097	461	367	3,274	406	1,367	-	-	1,773	-	-	-
Income (loss) before income taxes	\$ (4,175)	\$ 7,056	\$ 2,297	\$ 26,456	\$ 31,634	\$ 15,538	\$ 22,319	\$ 20,375	\$ 38,546	\$ 96,778	\$ 24,522	\$ 27,378	\$ 20,173
Product margin	32.2%	34.3%	34.1%	34.5%	33.8%	33.9%	35.7%	35.7%	36.7%	35.6%	33.7%	34.4%	32.6%
Retail Margin	38.4%	39.8%	39.8%	40.1%	39.6%	39.6%	41.4%	41.2%	42.4%	41.2%	40.0%	40.5%	39.2%
Gross margin	51.7%	53.0%	52.9%	52.3%	52.5%	53.5%	54.9%	55.4%	55.0%	54.7%	55.5%	54.6%	54.9%
SG&A %	29.9%	30.4%	30.6%	28.0%	29.7%	32.1%	31.4%	31.7%	29.2%	31.0%	33.4%	31.8%	33.3%
Operating margin	5.7%	8.0%	5.6%	10.7%	7.6%	9.1%	10.2%	9.5%	12.4%	10.4%	11.0%	10.4%	9.3%
Operating margin x-charges	6.0%	9.1%	7.2%	11.2%	8.5%	9.1%	10.3%	11.0%	12.9%	10.9%	10.8%	10.4%	10.3%