### **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

## **FORM 8-K**

**CURRENT REPORT** 

PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): January 21, 2010

# **EZCORP, Inc.**

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation)

0-19424 (Commission File Number)

74-2540145 (IRS Employer Identification No.)

1901 Capital Parkway, Austin, Texas 78746 (Address of principal executive offices) (zip code)

Registrant's telephone number, including area code: (512) 314-3400

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) 0

0 Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) 0

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c)) 0

#### Item 2.02 — Results of Operations and Financial Condition

On January 21, 2010, EZCORP, Inc. issued a press release announcing its results of operations and financial condition for the first fiscal quarter ended December 31, 2009 and increasing annual earnings guidance. A copy of that press release is attached as Exhibit 99.1.

The information set forth under this Item 2.02, including Exhibit 99.1, shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 or otherwise subject to the liabilities of that section, and shall not be deemed to be incorporated by reference in any filing made by EZCORP under the Securities Act of 1933 or the Securities Exchange Act of 1934.

#### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

99.1 Press Release, dated January 21, 2010, announcing EZCORP, Inc.'s results of operations and financial condition for the first fiscal quarter ended December 31, 2009 and increasing annual earnings guidance

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

EZCORP, INC.

Date: January 21, 2010

By: /s/ Daniel M. Chism Daniel M. Chism Vice President and Chief Accounting Officer

Exhibit No.	Description of Exhibit
99.1	Press Release, dated January 21, 2010, announcing EZCORP, Inc.'s results of operations and financial condition for the first fiscal quarter ended December 31, 2009 and increasing annual earnings guidance

#### EZCORP REPORTS 73% EARNINGS GROWTH AND INCREASES ANNUAL GUIDANCE

AUSTIN, Texas (January 21, 2010) — EZCORP, Inc. (Nasdaq: EZPW) announced today results for its first fiscal quarter ended December 31, 2009.

EZCORP's net income for the quarter ended December 31, 2009 increased 73% to \$25.7 million (\$0.52 per share) compared to \$14.8 million (\$0.33 per share) for the quarter ended December 31, 2008. Total revenues for the quarter increased 44% over the prior year period to \$184.8 million.

Consolidated operating income improved 77% to \$38.9 million (34% of net revenues) from \$22.0 million (28% of net revenues) in the prior year quarter. The Company's U.S. pawn operations contributed \$14.5 million of the improvement and the EZMONEY operations contributed \$5.4 million of the increase. Operating income from the Empeño Fácil Mexico pawn segment decreased \$0.3 million as expenses at new stores outpaced the segment's 23% net revenue growth, with one third of its stores opened in the last six months. Partially offsetting the increase in store level operating income was higher administrative costs and depreciation and a small loss on disposal of assets.

U.S. pawn acquisitions completed in November and December 2008 contributed net income of approximately \$5.8 million and \$0.07 per share after taking into account the increase in shares issued in the acquisitions.

Commenting on these results, President and Chief Executive Officer, Joe Rotunda, stated, "This was an outstanding quarter, our 30th consecutive quarter of year over year earnings growth, and clearly demonstrates our ability to consistently enhance earnings and provide shareholder value. Coupled with this strong financial performance is an expanding world-wide presence with our store growth in Mexico, entry into Canada, and our strategic affiliations with Albemarle & Bond in the United Kingdom and Cash Converters in Australia."

Rotunda continued, "In all segments of our business, we saw strong loan demand. It appears that our broadened range of loan offerings provides solutions to consumers' cash needs and are found to be more attractive than other options. With these strong ending loan portfolio balances, we are well positioned for a solid fiscal year."

Rotunda concluded, "For the March quarter, we expect earnings per share of approximately \$0.43, compared to \$0.37 for the same period a year ago. For our 2010 fiscal year ending September 30<sup>th</sup>, we are raising our earnings guidance to approximately \$1.81 per share, compared to \$1.42 per share for fiscal 2009. We remain on track to open 40 to 50 Empeño Fácil pawn locations in Mexico and 35 to 45 CASHMAX payday loan stores in Canada, as well as six domestic pawn stores by fiscal year-end."

#### ABOUT EZCORP:

EZCORP provides loans or credit services to customers who do not have cash resources or access to credit to meet their short-term cash needs. In its pawnshops, the Company offers non-recourse loans collateralized by tangible personal property, commonly known as pawn loans. At these locations, the Company also sells merchandise, primarily collateral forfeited from its pawn lending operations, to consumers looking for good value. The Company also offers a variety of short-term consumer loans, including payday loans, installment loans and auto title loans, or fee-based credit services to customers seeking loans from unaffiliated lenders.

At December 31, 2009, EZCORP operated a total of 920 locations, consisting of 370 U.S. pawnshops, 70 pawnshops in Mexico, 472 U.S. short-term consumer loan stores, and 8 short-term consumer loan stores in Canada. The Company also has significant investments in Albemarle & Bond Holdings PLC (ABM.L), one of the U.K.'s largest pawnbroking businesses with 115 stores, and Cash Converters International Limited (CCV.L and CCV.AUS), which franchises and operates approximately 500 locations worldwide.

This announcement contains certain forward-looking statements regarding the Company's expected operating and financial performance for future periods, including new store expansion and expected future earnings. These statements are based on the Company's current expectations. Actual results for future periods may differ materially from those expressed or implied by these forward-looking statements due to a number of uncertainties and other factors, including changing market conditions in the overall economy and the industry, consumer demand for the Company's services and merchandise, actions of third parties who offer services and products in the Company's locations and changes in the regulatory environment. For a discussion of these and other factors

affecting the Company's business and prospects, see the Company's annual, quarterly and other reports filed with the Securities and Exchange Commission.

You are invited to listen to a conference call discussing these results on January 21, 2010 at 3:30 pm Central Time. The conference call can be accessed over the Internet or replayed at your convenience at the following address.

http://www.videonewswire.com/event.asp?id=65278

For additional information, contact Brad Wolfe at (512) 314-2289.

# EZCORP, Inc. Highlights of Consolidated Statements of Operations (Unaudited) (in thousands, except per share data and percents)

		Three Months Ended December 31,		Percent	
	2009	2008	Increase (Decrease)		nange
Revenues:			<u>.</u>	<u>.</u>	
Merchandise sales	\$ 62,476	\$ 44,795	\$ 17,681		39.5
Jewelry scrapping sales	37,442	19,785	17,657		89.2
Pawn service charges	40,797	26,381	14,416		54.6
Signature loan fees	38,678	36,000	2,678		7.4
Auto title loan fees	3,102	221	2,881	1	303.6
Other	2,256	1,433	823		57.4
Total revenues	184,751	128,615	56,136		43.6
Cost of goods sold:					
Cost of merchandise sales	39,265	27,166	12,099		44.5
Cost of jewelry scrapping sales	23,305	13,259	10,046		75.8
Total cost of goods sold	62,570	40,425	22,145		54.8
Bad debt:					
Signature loan bad debt	8,790	9,484	(694)		(7.3)
Auto title loan bad debt	460	7	453	6	6471.4
Total bad debt	9,250	9,491	(241)		(2.5)
Net revenue	112,931	78,699	34,232		43.5
Operations expense	58,181	43,494	14,687		33.8
Administrative expense	12,297	10,411	1,886		18.1
Depreciation and amortization	3,356	3,066	290		9.5
(Gain) / Loss on sale/disposal of assets	211	(284)	495	(	(174.3)
Operating income	38,886	22,012	16,874	`	76.7
Interest income	(8)	(126)	118		(93.7)
Interest expense	365	165	200		121.2
Equity in net income of unconsolidated affiliates	(1,283)	(941)	(342)		36.3
Other	(15)	25	(40)	(	(160.0)
Income before income taxes	39,827	22,889	16,938		74.0
Income tax expense	14,120	8,061	6,059		75.2
Net income	\$ 25,707	\$ 14,828	\$ 10,879		73.4
Net income per share, diluted	\$ 0.52	\$ 0.33	\$ 0.19		56.8
Weighted average shares, diluted	49,400	44,692	<u> </u>		
OTHER DATA:			In	Amount o centage Poir crease (Decr	nt (ppt)
Gross margin on merchandise sales (lines (2-10)/2)		37.2%	39.4%	(2.2)	ppts
Gross margin on jewelry scrapping sales (lines (3-11)/3)		37.8%	33.0%	4.8	ppts
Gross margin on total sales (lines ((2+3)-12)/(2+3))		37.4%	37.4%	0.0	ppts
Signature loan bad debt as percent of fees (lines 14/5)		22.7%	26.3%	(3.6)	ppts
Auto title loan bad debt as percent of fees (lines 15/6)		14.8%	3.2%	11.6	ppts
Annualized inventory turnover		3.7	3.3	0.4	
Operating income margin (lines 23/17)		34.4%	28.0%	6.4	ppts
	3				

### EZCORP, Inc.

# Highlights of Consolidated Balance Sheets (Unaudited) (in thousands, except per share data and store counts)

		December 31, 2009 2008	
Assets:			
Current assets:			
Cash and cash equivalents	\$ 17,032	\$ 41,595	
Pawn loans	103,446	93,789	
Signature loans, net	8,934	8,246	
Auto title loans, net	2,110	1,174	
Pawn service charges receivable, net	19,662	16,888	
Signature loan fees receivable, net	6,044	5,968	
Auto title loan finance charges receivable, net	827	92	
Inventory, net	63,515	64,563	
Deferred tax asset	15,671	15,773	
Prepaid expenses and other assets	20,654	12,284	
Total current assets	257,895	260,372	
Investment in unconsolidated affiliates	90,455	37,873	
Property and equipment, net	52,378	46,674	
Deferred tax asset, non-current	5,011	7,754	
Goodwill	101,134	98,300	
Other assets, net	19,931	18,693	
Total assets	\$ 526,804	\$469,666	
Liabilities and stockholders' equity:			
Current liabilities:			
Current maturities of long-term debt	\$ 10,000	\$ 10,000	
Accounts payable and other accrued expenses	39,692	48,534	
Customer layaway deposits	2,697	2,879	
Federal income taxes payable	6,480	3,186	
Total current liabilities	58,869	64,599	
Long-term debt, less current maturities	22,500	30,337	
Deferred gains and other long-term liabilities	2,840	3,566	
Total stockholders' equity	442,595	371,164	
Total liabilities and stockholders' equity	\$ 526,804	\$469,666	
Pawn loan balance per ending pawn store	\$ 235	\$ 228	
Inventory per ending pawn store	\$ 144	\$ 157	
Book value per share	\$ 9.08	\$ 7.67	
Tangible book value per share	\$ 6.68	\$ 5.28	
Pawn store count — end of period	440	412	
Signature loan store count — end of period	480	477	
Shares outstanding — end of period	48,732	48,417	
		.0, .17	

## EZCORP, Inc. Operating Segment Results (Unaudited) (in thousands, except store counts and percents)

	U.S. Pawn Operations	Empeño Fácil	EZMONEY Operations	Consolidated
hree months ended December 31, 2009:				
Revenues:				
Sales	\$ 96,034	\$ 3,872	\$ 12	\$ 99,918
Pawn service charges	38,941	1,856	_	40,797
Signature loan fees	553		38,125	38,678
Auto title loan fees	475	_	2,627	3,102
Other	2,167	89	_	2,256
Total revenues	138,170	5,817	40,764	184,751
Cost of goods sold	59,730	2,833	7	62,570
Signature loan bad debt	186	—	8,604	8,790
Auto title loan bad debt	70		390	460
Net revenues	78,184	2,984	31,763	112,931
Operations expense	40,199	2,164	15,818	58,181
Store level operating income	\$ 37,985	\$ 820	\$ 15,945	\$ 54,750
Gross margin on total sales (lines (2-9)/2)	37.8%	26.8%	41.7%	37.4%
Annualized inventory turnover	3.7	3.9	N/A	3.7
Signature loan bad debt as percent of fees (lines 10/4)	33.6%	N/A	22.6%	22.7%
Auto title loan bad debt as percent of fees (lines 11/5)	14.7%	N/A	14.8%	14.8%
Operating income margin (lines 15/12)	48.6%	27.5%	50.2%	48.5%
Pawn store count — end of period	370	70	_	440
Signature loan store count — end of period	6		474	480
hree months ended December 31, 2008: Revenues:				
Sales		\$ 2,413	\$ —	
	\$ 62167			\$ 64 580
	\$ 62,167 24,884		Ψ	\$ 64,580 26,381
Pawn service charges	24,884	1,497		26,381
Pawn service charges Signature loan fees	24,884 686	1,497	35,314	26,381 36,000
Pawn service charges Signature loan fees Auto title loan fees	24,884 686 210			26,381 36,000 221
Pawn service charges Signature loan fees	24,884 686	1,497	35,314	26,381 36,000
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues	24,884 686 210 <u>1,433</u> 89,380	1,497 	35,314 11	26,381 36,000 221 <u>1,433</u> 128,615
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold	24,884 686 210 <u>1,433</u> 89,380 38,938	1,497 	35,314 11  35,325	26,381 36,000 221 1,433 128,615 40,425
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt	24,884 686 210 1,433 89,380 38,938 236	1,497 	35,314 11	26,381 36,000 221 <u>1,433</u> 128,615
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold	24,884 686 210 <u>1,433</u> 89,380 38,938	1,497 	35,314 11  35,325	26,381 36,000 221 1,433 128,615 40,425
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Net revenues	24,884 686 210 1,433 89,380 38,938 236 6 50,200	1,497  3,910 1,487  2,423	35,314 11 35,325 9,248 1 26,076	26,381 36,000 221 1,433 128,615 40,425 9,484 7 7 78,699
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt	24,884 686 210 1,433 89,380 38,938 236 6	1,497 	35,314 11 	26,381 36,000 221 1,433 128,615 40,425 9,484 7
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Net revenues Operations expense Store level operating income	24,884 686 210 1,433 89,380 38,938 236 <u>6</u> 50,200 <u>26,678</u> \$ 23,522	1,497 — — 3,910 1,487 — 2,423 1,284 \$ 1,139	35,314 11 35,325 9,248 <u>1</u> 26,076 15,532 \$ 10,544	26,381 36,000 221 1,433 128,615 40,425 9,484 <u>7</u> 78,699 43,494 \$ 35,205
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Net revenues Operations expense Store level operating income Gross margin on total sales (lines (28-35)/28)	24,884 686 210 1,433 89,380 38,938 236 <u>6</u> 50,200 <u>26,678</u> <u>\$ 23,522</u> 37.4%	$ \begin{array}{c} 1,497 \\$	35,314 11 35,325 9,248 <u>1</u> 26,076 <u>15,532</u> <u>\$ 10,544</u> N/A	26,381 36,000 221 1,433 128,615 40,425 9,484 7 78,699 43,494 \$ 35,205 37.4%
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Auto title loan bad debt Net revenues Operations expense Store level operating income Gross margin on total sales (lines (28-35)/28) Annualized inventory turnover	24,884 686 210 1,433 89,380 38,938 236 6 50,200 26,678 \$ 23,522 37.4% 3.4	1,497 — — 3,910 1,487 — 2,423 <u>1,284</u> <u>\$ 1,139</u> 38.4% 2.2	35,314 11 35,325 9,248 1 26,076 15,532 \$ 10,544 N/A N/A	26,381 36,000 221 1,433 128,615 40,425 9,484 7 78,699 43,494 \$ 35,205 37.4% 3.3
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Net revenues Operations expense Store level operating income Gross margin on total sales (lines (28-35)/28) Annualized inventory turnover Signature loan bad debt as percent of fees (lines 36/30)	24,884 686 210 1,433 89,380 38,938 236 6 50,200 26,678 \$ 23,522 37.4% 3.4 34.4%	1,497 — — 3,910 1,487 — 2,423 <u>1,284</u> <u>\$ 1,139</u> 38.4% 2.2 N/A	35,314 11 35,325 9,248 1 26,076 15,532 \$ 10,544 N/A N/A 26,2%	26,381 36,000 221 1,433 128,615 40,425 9,484 7 78,699 43,494 \$ 35,205 37,4% 3.3 26.3%
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Net revenues Operations expense Store level operating income Gross margin on total sales (lines (28-35)/28) Annualized inventory turnover Signature loan bad debt as percent of fees (lines 36/30) Auto title loan bad debt as percent of fees (lines 37/31)	24,884 686 210 1,433 89,380 38,938 236 6 50,200 26,678 \$ 23,522 37.4% 3.4 34.4% 2.9%	1,497 — — 3,910 1,487 — 2,423 <u>1,284</u> <u>\$ 1,139</u> 38.4% 2.2 N/A N/A	35,314 11 35,325 9,248 1 26,076 15,532 \$ 10,544 N/A N/A N/A 26.2% 9.1%	26,381 36,000 221 1,433 128,615 40,425 9,484 7 78,699 43,494 \$ 35,205 37,4% 3.3 26.3% 3.2%
Pawn service charges Signature loan fees Auto title loan fees Other Total revenues Cost of goods sold Signature loan bad debt Auto title loan bad debt Net revenues Operations expense Store level operating income Gross margin on total sales (lines (28-35)/28) Annualized inventory turnover Signature loan bad debt as percent of fees (lines 36/30)	24,884 686 210 1,433 89,380 38,938 236 6 50,200 26,678 \$ 23,522 37.4% 3.4 34.4%	1,497 — — 3,910 1,487 — 2,423 <u>1,284</u> <u>\$ 1,139</u> 38.4% 2.2 N/A	35,314 11 35,325 9,248 1 26,076 15,532 \$ 10,544 N/A N/A 26,2%	26,381 36,000 221 1,433 128,615 40,425 9,484 <u>7</u> 78,699 43,494 \$35,205 37.4%