
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): November 8, 2011

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)
 - 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))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 2.02 — Results of Operations and Financial Condition

On November 8, 2011, EZCORP, Inc. issued a press release announcing its results of operations and financial condition for the fourth fiscal quarter and 2011 fiscal year ended September 30, 2011. A copy of that press release is attached as Exhibit 99.1.

As used herein, “GAAP” refers to accounting principles generally accepted in the United States.

The press release furnished in Exhibit 99.1 presents the financial results in accordance with GAAP. In addition, net income, consolidated operating income and earnings per share for the fiscal year ended September 30, 2011 are also presented on a non-GAAP basis. Information sufficient to reconcile the non-GAAP measure to the GAAP measure is also presented. This non-GAAP financial measure is not meant to be considered in isolation or as a substitute for the corresponding GAAP measure.

As noted in the press release, the only difference between the presented non-GAAP measures and the GAAP measures is the exclusion of the affect of a one-time charge related to the retirement of the Company’s former Chief Executive Officer and related tax benefit that were recorded in the first quarter of fiscal 2011. The Company believes that excluding this one-time charge from the Company’s GAAP results allows management and investors to better understand the Company’s financial performance from period to period and in relation to the Company’s operating results. Management does not believe that the excluded one-time charge is reflective of underlying operating performance. The presentation of these non-GAAP financial measures facilitates an enhanced understanding of the Company’s actual and expected performance and enables more meaningful period-to-period comparisons.

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 8.01 — Other Events

On November 7, 2011, EZCORP, Inc. issued a press release announcing the completion of the acquisition of fifteen pawn stores in the San Antonio metropolitan area. A copy of that press release is attached as Exhibit 99.2.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits.

- 99.1 Press Release, dated November 8, 2011, announcing EZCORP, Inc.’s results of operations and financial condition for the fourth fiscal quarter and 2011 fiscal year ended September 30, 2011.
 - 99.2 Press Release, dated November 7, 2011, announcing acquisition of Pawn Stores in San Antonio area.
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SIGNATURE

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: November 8, 2011

By: /s/ Stephen A. Stamp
Stephen A. Stamp
Senior Vice President and Chief Financial Officer

EXHIBIT INDEX

| Exhibit No. | Description of Exhibit |
|----------------|---|
| 99.1 | Press Release, dated November 8, 2011, announcing EZCORP, Inc.'s results of operations and financial condition for the fourth fiscal quarter and 2011 fiscal year ended September 30, 2011. |
| 99.2 | Press Release, dated November 7, 2011, announcing acquisition of pawn stores in San Antonio Area. |

**EZCORP REPORTS RECORD REVENUE AND EARNINGS*****Fourth Quarter and Fiscal Year Net Income Increase 31% and 33%, Respectively***

AUSTIN, Texas (November 8, 2011) — EZCORP, Inc. (Nasdaq: EZPW), a leading provider of specialty consumer financial services, today announced financial results for its fourth fiscal quarter and 2011 fiscal year ended September 30, 2011.

Commenting on the results, EZCORP's President and Chief Executive Officer, Paul Rothamel, said, "I'm pleased with our continued strong performance, All three of our business segments reported dramatic operating income growth for the fourth quarter as well as for the fiscal year. This performance reflects not only the strength of our business model but also the efforts of our team members in executing against our strategic initiatives, which include bolstering the core business, diversifying our geographic footprint, and integrating innovation into our service offerings."

Financials — Three months ended September 30, 2011 versus the prior year quarter

- Net income of \$36.4 million, up 31%.
- Diluted earnings per share of \$0.72, an increase of 29%.
- Total revenues of \$234.1 million, up 18%, with same store revenue up 8%.
- Net revenues of \$146.8 million, up 22%.
- Store level operating income of \$77.0 million, up 33%, with margins up to 52%.
- Consolidated operating income of \$52.7 million, up 31%, with operating margin improving 245 bps to 36%.
- Contribution from strategic affiliates of \$4.1 million, an increase of 26%.

Key Operating Metrics — Three months ended September 30, 2011 versus the prior year quarter

- US Pawn:
 - o Total revenue increased 16% to \$170.2 million.
 - o Same store revenue growth of 6% driven by same store growth in merchandise sales, scrap sales and pawn service charges of 4%, 4% and 12%, respectively.
 - o Store level operating income increased 34% to \$55.5 million with a 499 bps margin improvement to 55%.
 - o US Pawn loan balance increased 18% to \$134.5 million at September 30, 2011 and grew 10% on a same store basis.

- Empeño Fácil (Mexico pawn):
 - o Total revenue increased 87% to \$17.9 million.
 - o Same store revenue growth of 32%, driven by same store growth in merchandise sales, scrap sales and pawn service charges of 37%, 24% and 31%, respectively.
 - o Store level operating income increased 214% to \$4.2 million with an improvement in margin from 25% to 41%, despite the impact from opening 57 new stores in the past 12 months. At constant exchange rates, Empeño Fácil recorded store level operating income of \$4.0 million, an increase of 201%.
 - o Empeño Fácil's pawn loan balance increased 50% to \$10.9 million at September 30, 2011 and grew 7% on a same store basis. At constant exchange rates, loan balances grew 61% and 14% on a same store basis.
- EZMONEY (US Financial Services and Cash Converters Canada):
 - o Total revenue increased 9% to \$45.9 million.
 - o Same store revenue growth of 8% driven primarily by an increase in signature loan fees of 9%.
 - o Bad debt as a percentage of fees decreased to 24%, compared with 28% in the fiscal third quarter 2011 and 25% in the prior year quarter.
 - o Store level operating income increased 16% to \$17.3 million.
 - o Total loan balances (including CSO lender balances) at September 30, 2011 decreased 7% to \$39.4 million.

Financials — Fiscal year ended September 30, 2011 versus the prior year

- Net income of \$129.3 million, up 33% (non-GAAP). On a GAAP basis, net income was \$122.2 million, up 26%.
- Diluted earnings per share of \$2.57, an increase of 31% (non-GAAP) and \$2.43, an increase of 24% (GAAP).
- Total revenues of \$869.3 million, up 19%, with same store revenue up 10%.
- Net revenues of \$534.9 million, up 20%.
- Store level operating income of \$267.9 million, up 27%, with a margin of 50%, an increase of 297 bps.
- Consolidated operating income increased 30% to \$184.9 million (non-GAAP) and 23% to \$174.0 million (GAAP). Operating margin improving 285 bps to 35%.
- Contribution from strategic affiliates of \$16.2 million, an increase of 51%.

Note: Non-GAAP financials and percentages are adjusted for the one-time pre-tax charge of \$10.9 million (\$7.1 million post-tax) related to the retirement of the former Chief Executive Officer recorded in the first quarter of fiscal 2011. A reconciliation of GAAP to non-GAAP results is provided at the end of this release for further reference.

Balance Sheet and Liquidity

- Combined pawn, signature and auto title loan balances (including CSO) at September 30 were \$187 million, an increase of 13%.
- At September 30, cash and cash equivalents were \$24.0 million, with debt outstanding of \$17.5 million, compared with cash less debt of \$0.9 million a year ago.

Growth and Innovation Initiatives

US Pawn Growth

- During the fourth quarter, US Pawn added seven stores including five in the Chicago metropolitan area. With 14 stores added in 15 months, EZCORP has grown from having no presence to becoming one of the leading pawn operators in the Chicago area.
- During the whole of fiscal 2011, US Pawn added 44 stores on a base of 396 (an 11% increase in footprint) and established a presence in three new states: Iowa, Utah and Wisconsin.
- In October, US Pawn acquired seven Cash Converters stores in Virginia and Pennsylvania. The Cash Converters buy / sell model allows the Company to meet the short-term cash needs of customers in markets and neighborhoods where the traditional pawn model may not be feasible.
- On November 4, US Pawn acquired 15 Money Mart stores in the San Antonio metropolitan area. These stores bring the total in the San Antonio area to 37, solidifying EZCORP's position as the leading pawn operator in that area.

Empeño Fácil Growth

- During the fourth quarter, Empeño Fácil added 23 stores and entered the Mexican states of Hidalgo and Tlaxcala.
- For the whole of fiscal 2011, Empeño Fácil added 63 stores on a base of 115 (a 55% increase in footprint) and currently has a presence in over half of all Mexico states.

Cash Converters Canada Growth

- In April, EZCORP acquired the Cash Converters master franchise rights for Canada. At September 30, the Company had 15 of its 64 Company owned stores operating under the Cash Converters brand. Including the 13 franchise stores, the Cash Converters brand is represented in five of 10 Canadian provinces.

Innovation

- During the fourth quarter, the Company established an eCommerce and Card Services division to further develop and market EZCORP's "Change" card as well as introduce online and mobile services to enhance the ease and efficiency with which customers can transact with the Company. As of September 30, 124,000 Change cards had been issued to EZCORP customers in nine states, covering 656 US Pawn and US Financial Services stores.

Rothamel concluded, "In total, strength in all markets and divisions, combined with operational execution on our strategic initiatives, drove our success, both in the fourth quarter and the 2011 fiscal year overall. Looking ahead, I'm confident we will reap additional rewards from our recent investments in talent and technology as we enhance our differentiated product offering. We will therefore be able to better serve our customers and position ourselves for continued growth."

Outlook for fiscal 2012

The Company expects fiscal 2012 earnings per share to be between \$3.05 and \$3.10. This represents an increase of approximately 20% over fiscal 2011 non-GAAP earnings per share and an increase of 27% over fiscal 2011 GAAP earnings per share.

About EZCORP

EZCORP is a leading provider of specialty consumer financial services. It provides collateralized non-recourse loans, commonly known as pawn loans, and 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. At its pawn stores, the company also sells merchandise, primarily collateral forfeited from its pawn lending operations.

EZCORP operates more than 1,100 pawn, buy/sell and personal financial services stores in the U.S., Mexico and Canada. The company also has significant investments in Albemarle & Bond Holdings PLC (ABM.L), one of the U.K.'s largest pawnbroking businesses with over 160 full-line stores offering pawnbroking, jewelry retailing, gold buying and financial services; and in Cash Converters International Limited (CCV.L and

CCV.ASX), which franchises and operates a worldwide network of over 600 stores that provide personal financial services and sell pre-owned merchandise.

Special Note Regarding Forward-Looking Statements

This announcement contains certain forward-looking statements regarding the Company's expected operating and financial performance for future periods, including 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 changes in the regulatory environment, changing market conditions in the overall economy and the industry and consumer demand for the Company's services and merchandise. 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.

Change to Presentation and Reclassification of Prior Year Comparatives

The Company has historically included fees from its Product Protection Plan and Jewelry VIP Program as well as layaway fees in "Other revenue" in its Consolidated Statements of Operations and its Operating Segment Results. Beginning in the second fiscal quarter of 2011 the Company has included these fees in "Merchandise sales" on the basis that fees from these products are incidental to sales of merchandise. Prior year figures have been reclassified to conform to this presentation and margins have been recalculated accordingly.

Use of Non-GAAP Financial Measures

In addition to reporting financial results in accordance with generally accepted accounting principles (GAAP), the Company has provided non-GAAP net income and non-GAAP earnings per share for fiscal 2011. The only difference between the presented non-GAAP measures and the most closely comparable GAAP measures is the exclusion of a one-time charge related to the retirement of the Company's former Chief Executive Officer and the related tax benefit included in the quarter ended December 31, 2010. The Company's management uses these non-GAAP financial measures to understand its financial performance from period to period. Management does not believe that the excluded one-time charge is reflective of underlying operating performance. The non-GAAP financial measures are not meant to be considered in isolation or as a substitute for the corresponding GAAP measures, but rather are provided to facilitate an enhanced understanding of the Company's actual and expected performance and to enable more meaningful period-to-period comparisons. A reconciliation of the non-GAAP financial measures to the most closely comparable GAAP financial measures is provided in the accompanying financial schedules.

EZCORP Investor Relations
(512) 314-2220

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

| | <u>Three Months Ended September 30,</u> | | <u>Year Ended September 30,</u> | |
|---|---|------------------|---------------------------------|------------------|
| | <u>2011</u> | <u>2010</u> | <u>2011</u> | <u>2010</u> |
| Revenues: | | | | |
| Merchandise sales | \$ 67,856 | \$ 56,252 | \$ 282,083 | \$ 240,454 |
| Jewelry scrapping sales | 63,048 | 53,968 | 212,479 | 171,411 |
| Pawn service charges | 56,191 | 45,168 | 201,135 | 163,695 |
| Signature loan fees | 40,886 | 36,699 | 150,250 | 139,315 |
| Auto title loan fees | 5,413 | 5,991 | 21,701 | 17,707 |
| Other | 691 | 90 | 1,669 | 463 |
| Total revenues | <u>234,085</u> | <u>198,168</u> | <u>869,317</u> | <u>733,045</u> |
| Cost of goods sold: | | | | |
| Cost of merchandise sales | 39,419 | 32,229 | 162,060 | 140,284 |
| Cost of jewelry scrapping sales | 36,943 | 35,176 | 133,560 | 110,838 |
| Total cost of goods sold | <u>76,362</u> | <u>67,405</u> | <u>295,620</u> | <u>251,122</u> |
| Bad debt: | | | | |
| Signature loan bad debt | 10,353 | 9,605 | 36,328 | 31,709 |
| Auto title loan bad debt | 611 | 1,119 | 2,431 | 2,735 |
| Total bad debt | <u>10,964</u> | <u>10,724</u> | <u>38,759</u> | <u>34,444</u> |
| Net revenue | 146,759 | 120,039 | 534,938 | 447,479 |
| Operations expense | 69,750 | 62,326 | 267,052 | 236,664 |
| Administrative expense | 19,020 | 13,384 | 75,270 | 52,740 |
| Depreciation and amortization | 5,020 | 3,973 | 18,344 | 14,661 |
| (Gain) / loss on sales / disposal of assets | 311 | 227 | 309 | 1,528 |
| Operating income | <u>52,658</u> | <u>40,129</u> | <u>173,963</u> | <u>141,886</u> |
| Interest income | (2) | (35) | (37) | (186) |
| Interest expense | 504 | 314 | 1,690 | 1,385 |
| Equity in net income of unconsolidated affiliates | (4,080) | (3,231) | (16,237) | (10,750) |
| Other | (4) | 10 | (164) | (93) |
| Income before income taxes | 56,240 | 43,071 | 188,711 | 151,530 |
| Income tax expense | 19,875 | 15,219 | 66,552 | 54,236 |
| Net income | <u>\$ 36,365</u> | <u>\$ 27,852</u> | <u>\$ 122,159</u> | <u>\$ 97,294</u> |
| Net income per share, diluted | <u>\$ 0.72</u> | <u>\$ 0.56</u> | <u>\$ 2.43</u> | <u>\$ 1.96</u> |
| Weighted average shares, diluted | 50,589 | 49,672 | 50,369 | 49,576 |
| OTHER DATA: | | | | |
| Gross margin on merchandise sales | 41.9% | 42.7% | 42.5% | 41.7% |
| Gross margin on jewelry scrapping sales | 41.4% | 34.8% | 37.1% | 35.3% |
| Gross margin on total sales | 41.7% | 38.8% | 40.2% | 39.0% |
| Signature loan bad debt as percent of fees | 25.3% | 26.2% | 24.2% | 22.8% |
| Auto title loan bad debt as percent of fees | 11.3% | 18.7% | 11.2% | 15.4% |

EZCORP, Inc.
Highlights of Consolidated Balance Sheets
(in thousands)

| | September 30, (unaudited) | |
|--|----------------------------------|-------------|
| | 2011 | 2010 |
| Assets: | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 23,969 | \$ 25,854 |
| Pawn loans | 145,318 | 121,201 |
| Signature loans, net | 11,389 | 10,775 |
| Auto title loans, net | 3,222 | 3,145 |
| Pawn service charges receivable, net | 26,455 | 21,626 |
| Signature loan fees receivable, net | 5,348 | 5,818 |
| Auto title loan fees receivable, net | 1,427 | 1,616 |
| Inventory, net | 90,373 | 71,502 |
| Deferred tax asset | 18,125 | 23,208 |
| Federal income taxes receivable | — | — |
| Prepaid expenses and other assets | 30,611 | 17,427 |
| Total current assets | 356,237 | 302,172 |
| Investments in unconsolidated affiliates | 120,319 | 101,386 |
| Property and equipment, net | 78,498 | 62,293 |
| Deferred tax asset, non-current | — | 60 |
| Goodwill | 173,206 | 117,305 |
| Other assets, net | 28,190 | 23,196 |
| Total assets | \$ 756,450 | \$ 606,412 |
| Liabilities and stockholders' equity: | | |
| Current liabilities: | | |
| Current maturities of long term debt | — | 10,000 |
| Accounts payable and other accrued expenses | 57,400 | 49,663 |
| Customer layaway deposits | 6,176 | 6,109 |
| Federal income taxes payable | 693 | 3,687 |
| Total current liabilities | 64,269 | 69,459 |
| Long-term debt, less current maturities | 17,500 | 15,000 |
| Deferred tax liability | 8,331 | — |
| Deferred gains and other long-term liabilities | 2,102 | 2,525 |
| Total stockholders' equity | 664,248 | 519,428 |
| Total liabilities and stockholders' equity | \$ 756,450 | \$ 606,412 |
| Other Data: | | |
| Pawn loan balance per ending pawn store | \$ 238 | \$ 240 |
| Inventory per ending pawn store | \$ 148 | \$ 142 |
| Book value per share | \$ 13.23 | \$ 10.55 |

EZCORP, Inc.
Operating Segment Results (Unaudited)
(in thousands, except percents)

| | Three Months Ended September 30, | | | | | |
|--------------------------------|---|------------------|-----------------|-----------------|------------------|------------------|
| | US Pawn | | Empeño Fácil | | EZMONEY | |
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Revenues: | | | | | | |
| Merchandise sales | \$ 59,750 | \$ 52,364 | \$ 7,908 | \$ 3,888 | \$ 198 | \$ — |
| Scrap sales | 58,055 | 51,007 | 4,634 | 2,839 | 359 | 122 |
| Pawn service charges | 50,879 | 42,294 | 5,312 | 2,874 | — | — |
| Signature loan fees | 894 | 488 | — | — | 39,992 | 36,211 |
| Auto title loan fees | 447 | 398 | — | — | 4,966 | 5,593 |
| Other | 214 | 77 | 88 | — | 389 | 13 |
| Total revenues | <u>170,239</u> | <u>146,628</u> | <u>17,942</u> | <u>9,601</u> | <u>45,904</u> | <u>41,939</u> |
| Merchandise cost of goods sold | 34,647 | 30,112 | 4,636 | 2,117 | 136 | — |
| Scrap cost of goods sold | 33,788 | 32,896 | 3,004 | 2,226 | 151 | 54 |
| Signature loan bad debt | 340 | 195 | — | — | 10,013 | 9,410 |
| Auto title loan bad debt | 55 | 70 | — | — | 556 | 1,049 |
| Net revenue | <u>101,409</u> | <u>83,355</u> | <u>10,302</u> | <u>5,258</u> | <u>35,048</u> | <u>31,426</u> |
| Operations expense | 45,898 | 41,886 | 6,103 | 3,922 | 17,749 | 16,518 |
| Store operating income | <u>\$ 55,511</u> | <u>\$ 41,469</u> | <u>\$ 4,199</u> | <u>\$ 1,336</u> | <u>\$ 17,299</u> | <u>\$ 14,908</u> |

OTHER DATA

| | | | | | | |
|--|-------|-------|-------|-------|-------|-------|
| Gross margin on merchandise sales | 42.0% | 42.5% | 41.4% | 45.6% | 31.3% | N/A |
| Gross margin on scrap sales | 41.8% | 35.5% | 35.2% | 21.6% | 57.9% | 55.7% |
| Gross margin on total sales | 41.9% | 39.0% | 39.1% | 35.4% | 48.5% | 55.7% |
| Signature loan bad debt as a percent of fees | 38.0% | 40.0% | N/A | N/A | 25.0% | 26.0% |
| Auto title loan bad debt as percent of fees | 12.3% | 17.6% | N/A | N/A | 11.2% | 18.8% |
| Operating income margin | 54.7% | 49.7% | 40.8% | 25.4% | 49.4% | 47.4% |

| | Year Ended September 30, | | | | | |
|--------------------------------|---------------------------------|-------------------|------------------|-----------------|------------------|------------------|
| | US Pawn | | Empeño Fácil | | EZMONEY | |
| | 2011 | 2010 | 2011 | 2010 | 2011 | 2010 |
| Revenues: | | | | | | |
| Merchandise sales | \$ 256,643 | \$ 226,424 | \$ 25,237 | \$ 14,030 | \$ 203 | \$ — |
| Scrap sales | 195,276 | 163,667 | 15,997 | 7,389 | 1,206 | 355 |
| Pawn service charges | 184,234 | 154,505 | 16,901 | 9,190 | — | — |
| Signature loan fees | 2,501 | 1,930 | — | — | 147,749 | 137,385 |
| Auto title loan fees | 1,539 | 1,659 | — | — | 20,162 | 16,048 |
| Other | 634 | 442 | 122 | — | 913 | 21 |
| Total revenues | <u>640,827</u> | <u>548,627</u> | <u>58,257</u> | <u>30,609</u> | <u>170,233</u> | <u>153,809</u> |
| Merchandise cost of goods sold | 147,239 | 131,825 | 14,672 | 8,459 | 149 | — |
| Scrap cost of goods sold | 120,767 | 104,531 | 12,205 | 6,137 | 588 | 170 |
| Signature loan bad debt | 923 | 641 | — | — | 35,405 | 31,068 |
| Auto title loan bad debt | 165 | 236 | — | — | 2,266 | 2,499 |
| Net revenue | <u>371,733</u> | <u>311,394</u> | <u>31,380</u> | <u>16,013</u> | <u>131,825</u> | <u>120,072</u> |
| Operations expense | 177,191 | 161,145 | 20,636 | 11,658 | 69,225 | 63,861 |
| Store operating income | <u>\$ 194,542</u> | <u>\$ 150,249</u> | <u>\$ 10,744</u> | <u>\$ 4,355</u> | <u>\$ 62,600</u> | <u>\$ 56,211</u> |

OTHER DATA

| | | | | | | |
|---|-------|-------|-------|-------|-------|-------|
| Gross margin on merchandise sales | 42.6% | 41.8% | 41.9% | 39.7% | 26.6% | N/A |
| Gross margin on scrap sales | 38.2% | 36.1% | 23.7% | 16.9% | 51.2% | 52.1% |
| Gross margin on total sales | 40.7% | 39.4% | 34.8% | 31.9% | 47.7% | 52.1% |
| Signature loan bad debt as percent of fees | 36.9% | 33.2% | N/A | N/A | 24.0% | 22.6% |
| Auto title loan bad debt as percent of fees | 10.7% | 14.2% | N/A | N/A | 11.2% | 15.6% |
| Operating income margin | 52.3% | 48.3% | 34.2% | 27.2% | 47.5% | 46.8% |

EZCORP, Inc.

Store Count Activity

| | Three Months Ended September 30, 2011 | | | | |
|--------------------------|---------------------------------------|--------------|------------|--------------|------------|
| | Company-owned Stores | | | | Franchises |
| | US Pawn | Empeño Fácil | EZMONEY | Consolidated | |
| Beginning of period | 432 | 155 | 496 | 1,083 | 12 |
| New openings | 5 | 17 | 4 | 26 | 1 |
| Acquired | 2 | 6 | — | 8 | — |
| Sold, combined or closed | — | — | (6) | (6) | — |
| End of period | <u>439</u> | <u>178</u> | <u>494</u> | <u>1,111</u> | <u>13</u> |

| | Year Ended September 30, 2011 | | | | |
|--------------------------|-------------------------------|--------------|------------|--------------|------------|
| | Company-owned Stores | | | | Franchises |
| | US Pawn | Empeño Fácil | EZMONEY | Consolidated | |
| Beginning of period | 396 | 115 | 495 | 1,006 | — |
| New openings | 10 | 57 | 15 | 82 | 1 |
| Acquired | 34 | 6 | — | 40 | 13 |
| Sold, combined or closed | (1) | — | (16) | (17) | (1) |
| End of period | <u>439</u> | <u>178</u> | <u>494</u> | <u>1,111</u> | <u>13</u> |

Reconciliation of GAAP to Non-GAAP Results (Unaudited)
(in thousands, except per share data)

The following tables provide a reconciliation of the differences between the reported or projected non-GAAP financial measures for the periods indicated and the most comparable GAAP financial measures. The non-GAAP financial measures presented may not be directly comparable to similarly titled measures reported by other companies and their usefulness for such purposes are therefore limited. EZCORP management believes presentation of the non-GAAP financial measures enhances investors' ability to analyze the Company's operating results. However, non-GAAP financial measures are not an alternative to GAAP financial measures and should be read only in conjunction with financial measures presented on a GAAP basis.

| | Three Months Ended September 30, 2011 | | | Year Ended September 30, 2011 | | |
|---|---------------------------------------|----------------------|------------------|-------------------------------|----------------------|-------------------|
| | GAAP | Non-GAAP Adjustments | Non-GAAP | GAAP | Non-GAAP Adjustments | Non-GAAP |
| Net revenue | \$ 146,759 | — | \$ 146,759 | \$ 534,938 | — | \$ 534,938 |
| Operations expense | 69,750 | — | 69,750 | 267,052 | — | 267,052 |
| Administrative expense | 19,020 | — | 19,020 | 75,270 | (10,945) | 64,325 |
| Depreciation and amortization | 5,020 | — | 5,020 | 18,344 | — | 18,344 |
| (Gain) / loss on sale/disposal of assets | 311 | — | 311 | 309 | — | 309 |
| Operating income | <u>52,658</u> | <u>—</u> | <u>52,658</u> | <u>173,963</u> | <u>10,945</u> | <u>184,908</u> |
| Interest income | (2) | — | (2) | (37) | — | (37) |
| Interest expense | 504 | — | 504 | 1,690 | — | 1,690 |
| Equity in net income of unconsolidated affiliates | (4,080) | — | (4,080) | (16,237) | — | (16,237) |
| Other | (4) | — | (4) | (164) | — | (164) |
| Income before income taxes | 56,240 | — | 56,240 | 188,711 | 10,945 | 199,656 |
| Income tax expense | 19,875 | — | 19,875 | 66,552 | 3,831 | 70,383 |
| Net income | <u>\$ 36,365</u> | <u>\$ —</u> | <u>\$ 36,365</u> | <u>\$ 122,159</u> | <u>\$ 7,114</u> | <u>\$ 129,273</u> |
| Net income per share, diluted | <u>\$ 0.72</u> | <u>\$ —</u> | <u>\$ 0.72</u> | <u>\$ 2.43</u> | <u>\$ 0.14</u> | <u>\$ 2.57</u> |
| Weighted average shares, diluted | 50,589 | — | 50,589 | 50,369 | — | 50,369 |



EZCORP ACQUIRES 15 PAWN STORES IN SAN ANTONIO

AUSTIN, Texas (November 7, 2011) — EZCORP, Inc. (Nasdaq: EZPW) announced today that it has acquired fifteen pawn stores located in the greater San Antonio metropolitan area. The stores were part of the Money Mart chain of pawn stores, one of the larger and most profitable privately owned pawn store chains in the country. The purchase price was paid in cash.

Eric Fosse, EZCORP's President of North American Operations, stated: "San Antonio is one of the most attractive metropolitan areas for the pawn business. We were already the number one pawn operator in the San Antonio area with 22 stores. This acquisition brings our total store count to 37, and clearly solidifies our leadership in this important geographic area."

Mr. Fosse continued: "Money Mart had established a very successful operation, with well-run stores in attractive, strategic locations. We believe we can further improve the profitability of these stores by leveraging our existing regional management and support infrastructure and introducing ancillary products to their pawn-only model. In short, we are very excited about the addition of these stores to our growing portfolio of pawn operations."

The acquisition was completed on November 4, 2011, and is expected to be immediately accretive to EZCORP's earnings.

About EZCORP

EZCORP is a leading provider of specialty consumer financial services. It provides collateralized non-recourse loans, commonly known as pawn loans, and 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. At its pawn stores, the company also sells merchandise, primarily collateral forfeited from its pawn lending operations.

EZCORP operates more than 1,100 pawn, buy/sell and personal financial services stores in the U.S., Mexico and Canada. The company also has significant investments in Albemarle & Bond Holdings PLC (ABM.L), one of the U.K.'s largest pawnbroking businesses with over 160 full-line stores offering pawnbroking, jewelry retailing, gold buying and financial services; and in Cash Converters International Limited (CCV.L and CCV.AUS), which franchises and operates a worldwide network of over 600 stores that provide personal financial services and sell pre-owned merchandise.

Special Note Regarding Forward-Looking Statements

This announcement contains certain forward-looking statements regarding the Company's expected performance in future periods, including the anticipated performance of the newly acquired stores. 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 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.

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