First-Quarter Earnings Presentation

June 2, 2015

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Product Gross Margin Performance by Category

	1Q FY16		1Q FY15		Basis Point Change
	Gross Margin	ASP (1)	Gross Margin	ASP (1)	Gross Margin
Furniture and Mattress	50.1%	$389	49.0%	$393	110
Home Appliance	31.4%	$744	33.1%	$715	(170)
Consumer Electronics (2)	28.7%	$790	30.4%	$700	(170)
Home Office (2)	22.5%	$809	22.1%	$719	40
Other (3)	32.9%	$50	48.4%	$86	(1,550)
Total Product	**36.1%**	**$484**	**36.8%**	**$479**	**(70)**

(1) ASP amounts exclude accessory items.
(2) During fiscal year 2016, we began exiting the sales of video game products, certain tablets, and digital cameras, which have lower gross margins when compared to our other product offerings. Video game products and cameras are part of Consumer Electronics, while tablets are included in Home Office.
(3) Other category includes delivery, installation, and outdoor product revenues.

Furniture and Mattress Category

	1Q FY16[1]	FY15	FY14	FY13	FY12
All Stores:					
Period-over-period sales increase	10.6%	44.3%	77.4%	41.4%	30.4%
Percentage of total product sales	33.0%	30.4%	26.0%	20.4%	15.7%
Percentage of total product gross profit	45.7%	42.2%	36.9%	30.5%	23.5%
Same Stores:					
Period-over-period sales increase	(5.5%)	22.5%	51.0%	43.2%	39.9%
Stores opened after June 2012:					
Percentage of total product sales	39.9%	37.5%	36.1%		

(1) Sales impacted by inventory supply chain issues related to the port disruption.

Sales Growth / Product Category Contribution

	Same Store Sales [1] 1Q FY16 / 1Q FY15	Total Sales 1Q FY16 / 1Q FY15	Product Mix 1Q16	Product Mix 1Q15	Gross Profit Mix 1Q16	Gross Profit Mix 1Q15
Furniture and Mattress	(5.5%)	10.6%	33.0%	31.8%	45.7%	42.4%
Home Appliance	0.8%	9.1%	31.0%	30.3%	26.9%	27.3%
Consumer Electronics[2]	(2.6%)	7.5%	26.3%	26.1%	20.9%	21.6%
Home Office [2]	(15.5%)	(8.2%)	8.1%	9.4%	5.0%	5.6%
Other [3]	(28.1%)	(21.0%)	1.6%	2.4%	1.5%	3.1%
Product sales	**(5.0%)**	**6.8%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
Repair Service Agreement commissions	1.3%	17.5%				
Service		(3.1%)				
Total net sales	**(4.3%)**	**7.5%**				

(1) Same store sales include stores operating in both full periods.
(2) During fiscal year 2016, we began exiting the sales of video game products, certain tablets, and digital cameras, which have lower gross margins when compared to our other product offerings. Video game products and cameras are part of Consumer Electronics, while tablets are included in Home Office.
(3) Other category includes delivery, installation, and outdoor product revenues.

Retail Costs and Expenses Comparison

	FY15	FY14	FY13	FY12	FY11	1Q FY16	1Q FY15	Basis Point Change
Percent of Total Retail Revenue:								
Cost of goods and parts, including warehousing and occupancy costs	59.2%	59.8%	64.4%	70.5%	72.7%	58.5%	58.3%	20
Delivery, transportation and handling costs	4.3%	3.6%	3.2%	2.9%	2.9%	4.1%	4.4%	(30)
Advertising	6.7%	5.1%	4.9%	4.5%	4.6%	5.6%	6.1%	(50)
Compensation and benefits	10.4%	11.2%	12.4%	11.9%	11.1%	10.7%	10.4%	30
Occupancy	5.6%	5.4%	6.2%	7.1%	7.2%	5.9%	5.8%	10
Corporate overhead allocation [1]	1.0%	1.1%	1.3%	1.2%	1.1%	1.2%	1.0%	20
Other	2.2%	2.1%	2.1%	2.3%	2.2%	2.3%	2.2%	10
Reimbursement from credit segment	-2.4%	-2.2%	-2.3%	-2.4%	-2.6%	-2.9%	-2.4%	(50)
Total SG&A	23.5%	22.8%	24.4%	24.6%	23.5%	22.8%	23.1%	(30)
Total Delivery and SG&A as % of Gross Profit	68.0%	65.8%	77.5%	93.4%	97.1%	65.1%	65.9%	(80)

(1) Corporate overhead is allocated 50% to the retail segment and 50% to the credit segment.

Average FICO Score – Portfolio Balance and Originations

	Weighted Average Score of Outstanding Portfolio Balance at Period End	Weighted Average Origination Score of Sales Financed for Period Ended
Fiscal Year Ended:		
Jan. 31, 2011	591	624
Jan. 31, 2012	602	621
Jan. 31, 2013	600	614
Jan. 31, 2014	594	602
Jan. 31, 2015	596	608
Quarter Ended:		
Apr. 30, 2013	596	602
Jul. 31, 2013	595	601
Oct. 31, 2013	591	599
Jan. 31, 2014	594	605
Apr. 30, 2014	591	605
Jul. 31, 2014	592	607
Oct. 31, 2014	595	608
Jan. 31, 2015	596	611
Apr. 30, 2015	595	617

Note: FICO score averages include only Conn's in-house 'Yes Money' financing and excludes non-scored accounts.

Underwriting Changes

Goal: reduce first payment default, and thus total delinquency and charge-off

October/November 2013

- Raised minimum FICO required to be underwritten in certain markets
- Reduced limits for certain customer segments
- Began declining certain customer segments

February/March 2014

- Increased down payment requirement for certain customer segments
- Raised minimum FICO required to be underwritten in additional markets
- All stores and markets, including Arizona, New Mexico and Nevada where higher yield earned, have the same rules
- Eliminated use of 3-month cash option

August/October 2014

- Reduced limits for certain customer segments
- Eliminated use of 6-month cash option
- Eliminated use of 12-month cash option for a small segment of customers
- Began offering 18 – 24-month no-interest programs to high FICO score customers

April 2015

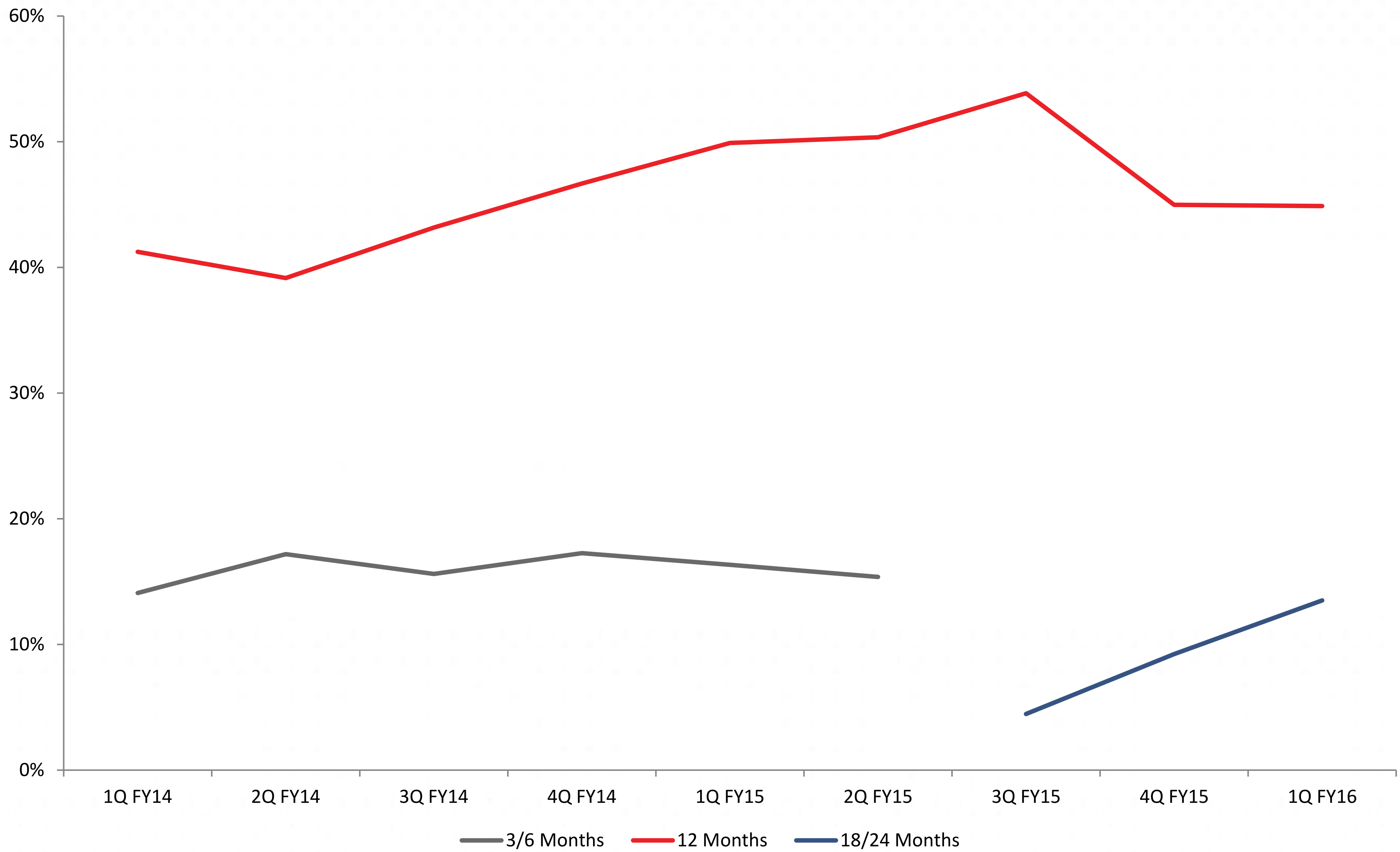
- Began exiting certain higher credit risk product categories – video game products, certain tablets, and digital cameras.

Impact of Underwriting Changes on Originations

	1Q FY16	4Q FY15	3Q FY15	2Q FY15	1Q FY15
% of total originations					
0-score	4.0%	3.2%	3.9%	4.0%	5.7%
400-499	0.0%	0.0%	0.0%	0.0%	0.0%
500-524	0.0%	0.0%	0.0%	0.0%	0.5%
525-549	6.4%	6.1%	6.7%	7.0%	7.4%
Total	10.4%	9.3%	10.6%	11.0%	13.6%
650+	20.4%	18.5%	14.8%	13.4%	12.9%
Weighted average origination score	617	611	608	607	605
Down payment %	4.0%	3.1%	3.6%	3.6%	4.2%

- Impact on sales of decline in originations to customers with <550 credit scores partially offset by Acceptance Now sales
- Percentage of originations at <550 credit scores is impacted by increase in high-FICO 18/24 cash option sales

No-Interest Programs as % of Originations

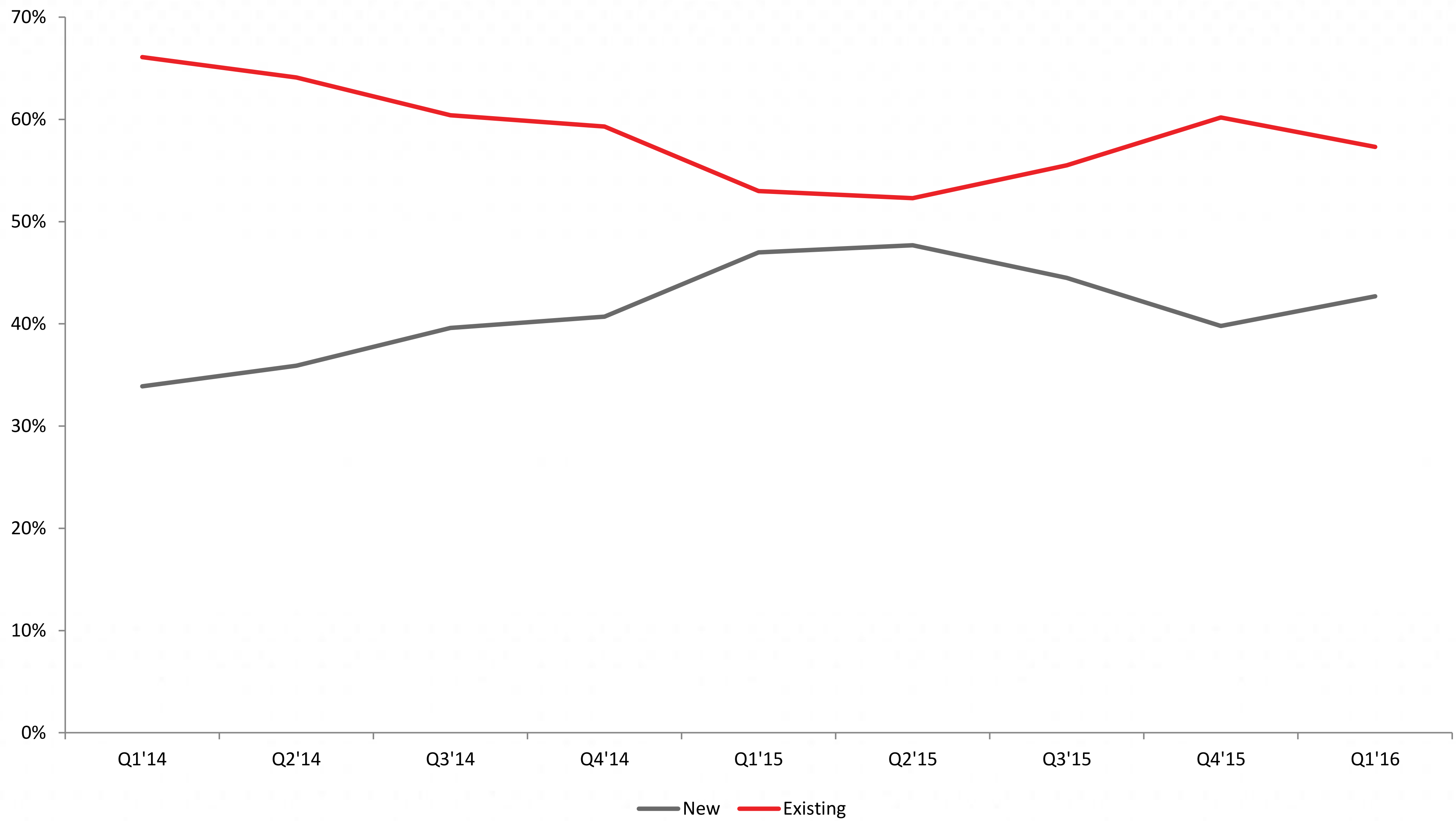


60+ Day Delinquency Rates by Product Category

	1Q FY16			1Q FY15		
	60+ Delq.	% of Portfolio	% of Originations	60+ Delq.	% of Portfolio	% of Originations
Furniture and Mattress	8.2%	31.5%	32.9%	7.1%	28.6%	32.5%
Home Appliance	6.0%	27.1%	30.7%	5.4%	25.7%	28.0%
Consumer Electronics (1)	9.3%	29.4%	27.1%	9.0%	31.1%	27.7%
Home Office (1)	11.9%	12.1%	9.3%	11.2%	14.6%	11.8%
Total Portfolio	**8.4%**	**100.0%**	**100.0%**	**8.0%**	**100.0%**	**100.0%**

(1) During fiscal year 2016, we began exiting the sales of video game products, certain tablets, and digital cameras, which have higher delinquency rates when compared to our other product offerings. Video game products and cameras are part of Consumer Electronics, while tablets are included in Home Office.

New vs. Existing Customers – Percentage of Originations



Portfolio Balances Remaining

	Origination Amount (1)	Year of Origination	Quarters after Origination			
			1	5	9	13
FY08	$617.1	70.3%	54.5%	20.5%	6.9%	1.8%
FY09	$756.3	67.3%	53.8%	21.3%	6.6%	1.0%
FY10	$635.8	68.5%	53.8%	20.1%	4.9%	0.4%
FY11	$613.2	66.3%	51.2%	18.5%	4.2%	0.3%
FY12	$599.0	69.5%	55.2%	20.0%	4.2%	0.4%
FY13	$735.4	72.2%	57.9%	18.5%	2.6%	
FY14	$1,075.1	77.0%	62.6%	19.7%		
FY15	$1,317.3	77.6%	62.3%			

(1) Origination dollar amounts are in millions.

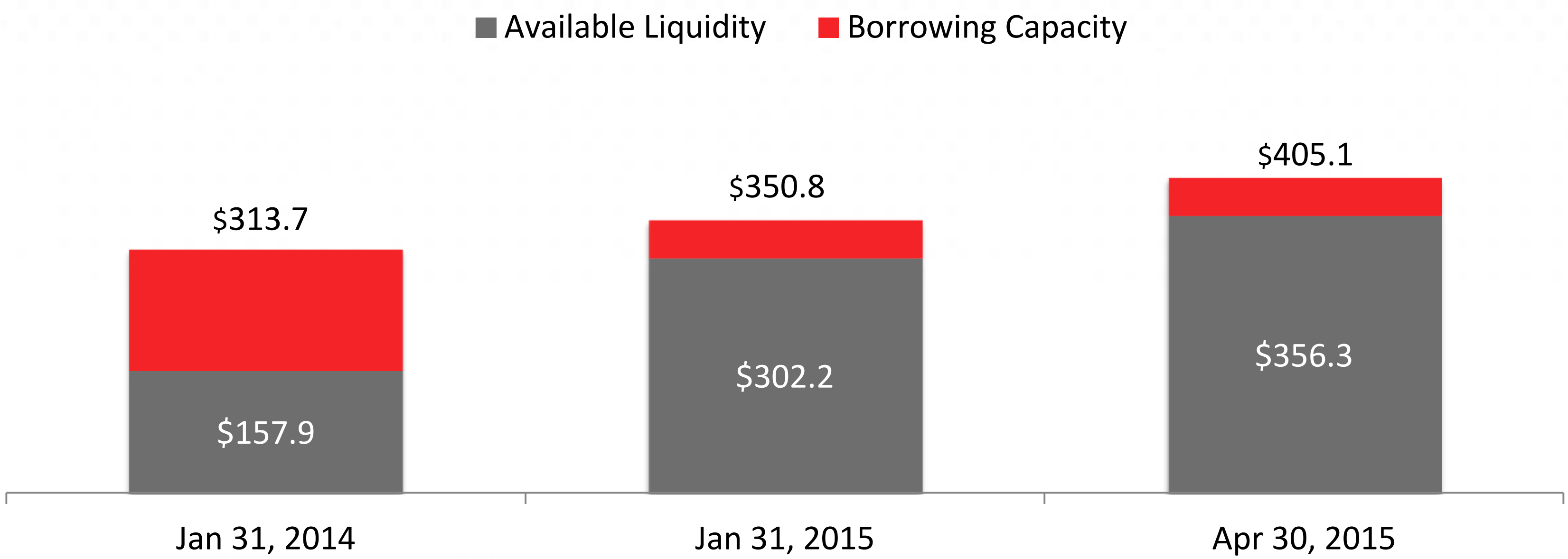
Portfolio and Originations Trends

	Trend	Expectation
Weighted Average Origination FICO Score	Positive	Continue
FICO Scores of Zero or Below 550 as % of Originations	Positive	Continue
FICO Scores of 650 or above as % of Originations	Positive	Continue
Average Customer Income at Origination	Positive	Continue
New Customer Originations as % of Origination	Positive	Continue
YoY Change in Home Office Originations	Positive	Positive
YoY Change in Electronics Originations	Stable	Positive
First Payment Default as % of Portfolio (30+ dpd)	Positive	Positive
Average Time on Books - Active accounts	Stable	Positive

Access to Capital

Revolving Credit Facility

($ in millions)



Debt to Stockholders' Equity:	**0.9x**	**1.2x**	**1.1x**
Debt as a % of Portfolio Balance:	**50%**	**57%**	**52%**

Conn's