



Quarterly Segment Financial Statements

Fiscal years ended January 31, 2016, 2017 and 2018

(dollars in thousands)

<i>Retail Segment</i>	<u>Q1 16</u>	<u>Q2 16</u>	<u>Q3 16</u>	<u>Q4 16</u>	<u>2016</u>	<u>Q1 17</u>	<u>Q2 17</u>	<u>Q3 17</u>	<u>Q4 17</u>	<u>2017</u>	<u>Q1 18</u>
Revenues											
Product Sales	\$ 271,626	\$ 293,739	\$ 293,122	\$ 340,647	\$ 1,199,134	\$ 286,490	\$ 299,723	\$ 278,056	\$ 321,928	\$ 1,186,197	\$ 251,362
Repair service agreement commissions (net)	23,796	27,756	26,038	32,140	109,730	28,185	28,310	26,354	30,766	113,615	24,696
Service revenues	3,057	3,451	3,474	3,743	13,725	3,867	3,966	3,623	3,203	14,659	3,227
Total net sales	298,479	324,946	322,634	376,530	1,322,589	318,542	331,999	308,033	355,897	1,314,471	279,285
Finance charges and other	149	659	416	415	1,639	494	437	337	301	1,569	80
Total revenues	298,628	325,605	323,050	376,945	1,324,228	319,036	332,436	308,370	356,198	1,316,040	279,365
Cost and expenses											
Cost of goods sold	187,133	202,461	202,901	240,631	833,126	204,466	208,869	192,374	217,373	823,082	171,950
Selling, general and administrative expense	68,227	76,683	81,484	87,300	313,694	79,983	84,838	79,777	81,480	326,078	73,947
Provision for bad debts	69	324	120	278	791	398	127	286	179	990	230
Charges and credits	619	1,013	2,540	3,872	8,044	526	2,895	1,987	1,070	6,478	1,227
Total cost and expenses	256,048	280,481	287,045	332,081	1,155,655	285,373	296,729	274,424	300,102	1,156,628	247,354
Operating income	42,580	45,124	36,005	44,864	168,573	33,663	35,707	33,946	56,096	159,412	32,011
Segment income (loss) before income taxes	\$ 42,580	\$ 45,124	\$ 36,005	\$ 44,864	\$ 168,573	\$ 33,663	\$ 35,707	\$ 33,946	\$ 56,096	\$ 159,412	\$ 32,011
Store count	91	95	101	103	103	108	112	113	113	113	115
Product margin	31.6%	31.6%	31.3%	29.8%	31.0%	29.3%	30.9%	31.4%	33.0%	31.2%	32.2%
Retail Margin	37.3%	37.7%	37.1%	36.1%	37.0%	35.8%	37.1%	37.5%	38.9%	37.4%	38.4%
Gross margin	37.3%	37.8%	37.2%	36.2%	37.1%	35.9%	37.2%	37.6%	39.0%	37.5%	38.4%
SG&A %	22.8%	23.6%	25.2%	23.2%	23.7%	25.1%	25.5%	25.9%	22.9%	24.8%	26.5%
Operating margin	14.3%	13.9%	11.1%	11.9%	12.7%	10.6%	10.7%	11.0%	15.7%	12.1%	11.5%
Operating margin x-charges	14.5%	14.2%	11.9%	12.9%	13.3%	10.7%	11.6%	11.7%	16.0%	12.6%	11.9%



Quarterly Segment Financial Statements

Fiscal years ended January 31, 2016, 2017 and 2018

(dollars in thousands)

<i>Credit Segment</i>	<u>Q1 16</u>	<u>Q2 16</u>	<u>Q3 16</u>	<u>Q4 16</u>	<u>2016</u>	<u>Q1 17</u>	<u>Q2 17</u>	<u>Q3 17</u>	<u>Q4 17</u>	<u>2017</u>	<u>Q1 18</u>
Revenues											
Finance charges and other	\$ 66,448	\$ 70,445	\$ 72,183	\$ 79,874	\$ 288,950	\$ 70,077	\$ 65,721	\$ 68,403	\$ 76,607	\$ 280,808	\$ 76,461
Total revenues	<u>66,448</u>	<u>70,445</u>	<u>72,183</u>	<u>79,874</u>	<u>288,950</u>	<u>70,077</u>	<u>65,721</u>	<u>68,403</u>	<u>76,607</u>	<u>280,808</u>	<u>76,461</u>
Cost and expenses											
Selling, general and administrative expense	27,448	28,149	32,184	34,640	122,421	33,264	35,008	34,680	31,866	134,818	32,590
Provision for bad debts	47,474	51,322	58,088	64,502	221,386	57,820	60,069	51,278	72,137	241,304	55,700
Total cost and expenses	<u>74,922</u>	<u>79,471</u>	<u>90,272</u>	<u>99,142</u>	<u>343,807</u>	<u>91,084</u>	<u>95,077</u>	<u>85,958</u>	<u>104,003</u>	<u>376,122</u>	<u>88,290</u>
Operating income	(8,474)	(9,026)	(18,089)	(19,268)	(54,857)	(21,007)	(29,356)	(17,555)	(27,396)	(95,314)	(11,829)
Interest expense, net	9,428	10,055	19,702	23,921	63,106	25,896	24,138	23,470	25,111	98,615	24,008
Loss from early extinguishment of debt	-	-	1,367	-	1,367	-	-	-	-	-	349
Segment income (loss) before income taxes	<u>\$ (17,902)</u>	<u>\$ (19,081)</u>	<u>\$ (39,158)</u>	<u>\$ (43,189)</u>	<u>\$ (119,330)</u>	<u>\$ (46,903)</u>	<u>\$ (53,494)</u>	<u>\$ (41,025)</u>	<u>\$ (52,507)</u>	<u>\$ (193,929)</u>	<u>\$ (36,186)</u>
Average Portfolio Balance	\$ 1,367,266	\$ 1,417,100	\$ 1,484,972	\$ 1,554,184	\$ 1,458,326	\$ 1,559,881	\$ 1,540,224	\$ 1,542,767	\$ 1,556,682	\$ 1,552,475	\$ 1,511,834
SG&A % of Revenue	41.3%	40.0%	44.6%	43.4%	42.4%	47.5%	53.3%	50.7%	41.6%	48.0%	42.6%
SG&A % of Average Portfolio Balance	2.0%	2.0%	2.2%	2.2%	8.4%	2.1%	2.3%	2.2%	2.0%	8.7%	2.2%
SG&A % of Average Portfolio Balance*	8.0%	7.9%	8.7%	8.9%	8.4%	8.5%	9.1%	9.0%	8.2%	8.7%	8.6%
Operating margin	-12.8%	-12.8%	-25.1%	-24.1%	-19.0%	-30.0%	-44.7%	-25.7%	-35.8%	-33.9%	-15.5%

*Annualized



Quarterly Segment Financial Statements

Fiscal years ended January 31, 2016, 2017 and 2018

(dollars in thousands)

<i>Consolidated</i>	Q1 16	Q2 16	Q3 16	Q4 16	2016	Q1 17	Q2 17	Q3 17	Q4 17	2017	Q1 18
Revenues											
Product Sales	\$ 271,626	\$ 293,739	\$ 293,122	\$ 340,647	\$ 1,199,134	\$ 286,490	\$ 299,723	\$ 278,056	\$ 321,928	\$ 1,186,197	\$ 251,362
Repair service agreement commissions (net)	23,796	27,756	26,038	32,140	109,730	28,185	28,310	26,354	30,766	113,615	24,696
Service revenues	3,057	3,451	3,474	3,743	13,725	3,867	3,966	3,623	3,203	14,659	3,227
Total net sales	<u>298,479</u>	<u>324,946</u>	<u>322,634</u>	<u>376,530</u>	<u>1,322,589</u>	<u>318,542</u>	<u>331,999</u>	<u>308,033</u>	<u>355,897</u>	<u>1,314,471</u>	<u>279,285</u>
Finance charges and other	66,597	71,104	72,599	80,289	290,589	70,571	66,158	68,740	76,908	282,377	76,541
Total revenues	<u>365,076</u>	<u>396,050</u>	<u>395,233</u>	<u>456,819</u>	<u>1,613,178</u>	<u>389,113</u>	<u>398,157</u>	<u>376,773</u>	<u>432,805</u>	<u>1,596,848</u>	<u>355,826</u>
Cost and expenses											
Cost of goods sold	187,133	202,461	202,901	240,631	833,126	204,466	208,869	192,374	217,373	823,082	171,950
Selling, general and administrative expense	95,675	104,832	113,668	121,940	436,115	113,247	119,846	114,457	113,346	460,896	106,537
Provision for bad debts	47,543	51,646	58,208	64,780	222,177	58,218	60,196	51,564	72,316	242,294	55,930
Charges and credits	619	1,013	2,540	3,872	8,044	526	2,895	1,987	1,070	6,478	1,227
Total cost and expenses	<u>330,970</u>	<u>359,952</u>	<u>377,317</u>	<u>431,223</u>	<u>1,499,462</u>	<u>376,457</u>	<u>391,806</u>	<u>360,382</u>	<u>404,105</u>	<u>1,532,750</u>	<u>335,644</u>
Operating income	<u>34,106</u>	<u>36,098</u>	<u>17,916</u>	<u>25,596</u>	<u>113,716</u>	<u>12,656</u>	<u>6,351</u>	<u>16,391</u>	<u>28,700</u>	<u>64,098</u>	<u>20,182</u>
Interest expense, net	9,428	10,055	19,702	23,921	63,106	25,896	24,138	23,470	25,111	98,615	24,008
Loss from early extinguishment of debt	-	-	1,367	-	1,367	-	-	-	-	-	349
Income (loss) before income taxes	<u>\$ 24,678</u>	<u>\$ 26,043</u>	<u>\$ (3,153)</u>	<u>\$ 1,675</u>	<u>\$ 49,243</u>	<u>\$ (13,240)</u>	<u>\$ (17,787)</u>	<u>\$ (7,079)</u>	<u>\$ 3,589</u>	<u>\$ (34,517)</u>	<u>\$ (4,175)</u>
Product margin	31.6%	31.6%	31.3%	29.8%	31.0%	29.3%	30.9%	31.4%	33.0%	31.2%	32.2%
Retail Margin	37.3%	37.7%	37.1%	36.1%	37.0%	35.8%	37.1%	37.5%	38.9%	37.4%	38.4%
Gross margin	48.7%	48.9%	48.7%	47.3%	48.4%	47.5%	47.5%	48.9%	49.8%	48.5%	51.7%
SG&A %	26.2%	26.5%	28.8%	26.7%	27.0%	29.1%	30.1%	30.4%	26.2%	28.9%	29.9%
Operating margin	9.3%	9.1%	4.5%	5.6%	7.0%	3.3%	1.6%	4.4%	6.6%	4.0%	5.7%
Operating margin x-charges	9.5%	9.4%	5.2%	6.5%	7.5%	3.4%	2.3%	4.9%	6.9%	4.4%	6.0%