



Selected Credit Portfolio Data

	Fiscal Quarters Ended														
	4/30/2014	7/31/2014	10/31/2014	1/31/2015	4/30/2015	7/31/2015	10/31/2015	1/31/2016	4/30/2016	7/31/2016	10/31/2016	1/31/2017	1/31/2015	1/31/2016	1/31/2017
Data as of period end:															
Total outstanding balance	\$ 1,103,880	\$ 1,179,314	\$ 1,253,523	\$ 1,365,807	\$ 1,382,242	\$ 1,451,937	\$ 1,501,674	\$ 1,587,856	\$ 1,537,487	\$ 1,544,339	\$ 1,534,215	\$ 1,556,439	\$ 1,365,807	\$ 1,587,856	\$ 1,556,439
Number of active accounts	631,795	666,099	695,865	724,585	716,188	738,508	751,975	778,863	752,570	753,928	747,372	741,813	724,585	778,863	741,813
Average outstanding customer balance	\$ 2,258	\$ 2,272	\$ 2,297	\$ 2,357	\$ 2,355	\$ 2,366	\$ 2,370	\$ 2,406	\$ 2,381	\$ 2,365	\$ 2,354	\$ 2,376	\$ 2,357	\$ 2,406	\$ 2,376
Percent of balances 60+ days past due to															
total outstanding balance	8.0%	8.7%	10.0%	9.7%	8.4%	9.2%	10.2%	9.9%	8.6%	9.6%	11.0%	10.7%	9.7%	9.9%	10.7%
Percent of re-aged balances to															
total outstanding balance	11.6%	12.1%	13.1%	13.4%	12.9%	13.0%	14.0%	14.5%	14.8%	15.3%	16.0%	16.1%	13.4%	14.5%	16.1%
Account balances re-aged more than six months	\$ 23,633	\$ 28,224	\$ 34,604	\$ 41,932	\$ 47,423	\$ 52,688	\$ 58,502	\$ 62,288	\$ 65,615	\$ 69,415	\$ 73,385	\$ 73,903	\$ 41,932	\$ 62,288	\$ 73,903
Weighted average credit score of outstanding balances	591	592	595	596	595	596	594	595	595	595	591	589	596	595	589
Weighted average months since origination															
of outstanding balances	8.3	8.5	8.7	8.5	8.5	8.6	8.9	8.8	9.1	9.4	9.8	9.8	8.5	8.8	9.8
Percent of total outstanding balance represented by															
no-interest receivables	37.0%	36.6%	33.9%	32.8%	34.8%	36.1%	36.2%	37.1%	36.5%	33.3%	28.3%	27.1%	32.8%	37.1%	27.1%
Percent of outstanding balance consisting of															
Home Office and Consumer Electronics products	45.7%	43.6%	42.3%	42.9%	41.5%	39.4%	38.1%	38.4%	37.3%	36.0%	35.4%	35.9%	42.9%	38.4%	35.9%
Data for the period:															
Average total outstanding balance	\$ 1,081,456	\$ 1,137,890	\$ 1,220,935	\$ 1,321,833	\$ 1,367,266	\$ 1,417,100	\$ 1,484,972	\$ 1,554,184	\$ 1,559,880	\$ 1,540,224	\$ 1,542,767	\$ 1,556,682	\$ 1,193,211	\$ 1,458,326	\$ 1,552,475
Interest income and fee yield % (3)	17.6%	18.2%	16.9%	18.2%	16.6%	16.1%	15.8%	17.0%	15.8%	14.0%	15.0%	16.5%	17.7%	16.3%	15.4%
Total applications processed (1)	265,265	295,983	313,663	346,164	292,602	311,995	306,749	376,132	314,378	334,854	326,131	362,487	1,221,075	1,287,478	1,337,850
Percent of applications approved and utilized (1)	48.0%	45.3%	41.7%	45.1%	44.3%	44.9%	42.2%	39.9%	35.9%	35.4%	32.7%	32.7%	44.9%	42.7%	34.5%
Average down payment	4.2%	3.6%	3.6%	3.1%	4.0%	3.3%	3.1%	2.9%	3.9%	3.3%	3.1%	2.6%	3.6%	3.3%	3.2%
Weighted average origination credit score of sales financed	605	607	608	611	617	617	613	614	609	611	610	607	608	615	609
Percent of originations with score of:															
0-550	15.3%	11.5%	11.0%	9.7%	10.9%	8.8%	9.3%	8.5%	9.7%	8.6%	9.7%	10.3%	11.7%	9.3%	9.6%
651+	12.9%	13.4%	14.8%	18.5%	20.4%	20.5%	18.4%	18.9%	15.5%	15.4%	15.1%	14.1%	15.1%	19.5%	15.0%
Payment rate (2)	5.79%	5.00%	4.94%	4.78%	5.51%	4.86%	4.73%	4.54%	5.47%	4.77%	4.76%	4.66%	5.11%	4.89%	4.92%
Percent of bad debt charge-offs (net of recoveries)															
to average outstanding balance, annualized (3)	7.8%	10.0%	8.9%	13.1%	12.2%	11.7%	11.8%	13.8%	13.8%	14.3%	13.0%	16.7%	10.1%	12.4%	14.4%
Percent of retail sales paid for by:															
In-house financing, including down payment received	77.5%	77.0%	77.3%	79.9%	85.4%	82.5%	79.9%	79.8%	75.5%	71.8%	72.3%	68.8%	78.0%	81.8%	72.0%
Third-party financing plans	11.1%	13.0%	11.4%	8.2%	2.6%	7.0%	9.8%	10.2%	12.5%	17.2%	16.4%	16.5%	10.8%	7.6%	15.7%
Third-party rent-to-own plans	4.2%	3.9%	4.8%	5.4%	5.1%	4.1%	4.1%	4.6%	5.2%	4.9%	5.2%	9.3%	4.7%	4.5%	6.3%
Total	92.8%	93.9%	93.5%	93.5%	93.1%	93.6%	93.8%	94.6%	93.2%	93.9%	93.9%	94.6%	93.5%	93.9%	94.0%

Dollars in thousands except average outstanding customer balance

(1) Application data revised to conform calculation of approval status.

(2) Three month rolling average of gross cash payments as a percentage of gross balances outstanding at the beginning of each month in the period. Fiscal year rate is for the full twelve month period.

(3) The quarter ended July 31, 2016 included change in estimate adjustments which negatively impacted interest income and fee yield by \$8.2 million or 220 basis points and negatively impacted bad debt charge-offs (net of recoveries) by \$3.9 million or 110 basis points



**Static Loss Data by Quarter
As of January 31, 2017**

		<i>Static Loss Analysis</i>																		
	Cumulative Net Charge-off ¹	Year of Origination	Number of Quarters After Year of Origination																	T
			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	
FY07	\$28.8	0.2%	0.6%	1.0%	1.3%	1.7%	2.1%	2.6%	3.0%	3.5%	3.8%	4.1%	4.4%	4.8%	4.8%	5.0%	5.2%	5.4%	5.5%	5.7%
FY08	\$35.1	0.2%	0.6%	1.0%	1.4%	1.8%	2.2%	2.7%	3.1%	3.6%	3.9%	4.3%	4.7%	5.1%	5.2%	5.4%	5.6%	5.7%	5.8%	5.9%
FY09	\$48.2	0.2%	0.7%	1.1%	1.6%	2.1%	2.7%	3.3%	3.9%	4.6%	4.9%	5.3%	5.7%	6.1%	6.5%	6.5%	6.6%	6.6%	6.6%	6.6%
FY10	\$37.9	0.2%	0.8%	1.3%	1.8%	2.4%	2.9%	3.4%	4.0%	4.6%	5.1%	5.5%	5.8%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
FY11	\$37.2	0.4%	0.9%	1.5%	2.0%	2.6%	3.4%	4.2%	4.8%	5.2%	5.5%	5.7%	5.8%	5.8%	5.9%	6.0%	6.0%	6.0%	6.0%	6.1%
FY12	\$40.6	0.2%	0.4%	1.1%	2.3%	3.2%	4.0%	4.7%	5.1%	5.9%	6.0%	6.3%	6.4%	6.6%	6.7%	6.7%	6.8%	6.8%	6.8%	6.8%
FY13	\$68.2	0.4%	0.7%	2.2%	3.7%	5.5%	6.4%	7.1%	7.6%	8.3%	8.7%	9.0%	9.1%	9.2%	9.2%	9.3%	9.3%	9.3%		
FY14	\$148.9	0.8%	2.1%	4.0%	5.8%	8.2%	9.9%	11.1%	12.0%	12.8%	13.2%	13.6%	13.7%	13.8%						
FY15	\$180.2	1.1%	2.6%	4.6%	6.9%	9.1%	10.7%	12.0%	12.8%	13.7%										
FY16	\$147.7	1.1%	2.9%	5.1%	7.4%	9.7%														
FY17	\$20.7	1.5%																		

		<i>% Remaining of Originations</i>																		
	Origination Amount ¹	Number of Quarters After Year of Origination																	T	
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		
FY07	\$511.7	72.2%	57.0%	45.0%	35.8%	28.1%	21.7%	16.9%	13.2%	10.0%	7.4%	5.5%	4.1%	3.1%	2.3%	1.8%	1.3%	1.0%	0.7%	0.0%
FY08	\$617.1	70.3%	54.5%	42.4%	33.7%	26.2%	20.5%	16.1%	12.6%	9.6%	6.9%	5.0%	3.6%	2.6%	1.8%	1.1%	0.8%	0.5%	0.3%	0.0%
FY09	\$756.3	67.3%	53.8%	42.6%	34.5%	27.6%	21.3%	16.7%	12.9%	9.5%	6.6%	4.3%	2.9%	1.8%	1.0%	0.5%	0.3%	0.2%	0.2%	0.0%
FY10	\$635.8	68.5%	53.8%	42.4%	33.8%	26.4%	20.1%	15.1%	11.5%	8.1%	4.9%	2.8%	1.5%	0.8%	0.4%	0.3%	0.2%	0.1%	0.1%	0.1%
FY11	\$613.2	66.3%	51.2%	39.9%	31.9%	24.7%	18.5%	13.8%	10.0%	6.8%	4.2%	2.4%	1.2%	0.6%	0.3%	0.2%	0.1%	0.1%	0.1%	0.0%
FY12	\$599.0	69.5%	55.2%	44.1%	34.4%	26.4%	20.0%	15.1%	10.8%	7.2%	4.2%	2.4%	1.3%	0.7%	0.4%	0.2%	0.2%	0.1%	0.1%	0.1%
FY13	\$735.4	72.2%	57.9%	46.2%	35.4%	25.9%	18.5%	13.0%	8.8%	5.2%	2.6%	1.4%	0.8%	0.4%	0.3%	0.2%	0.1%	0.1%		
FY14	\$1,075.1	77.0%	62.6%	50.0%	38.7%	27.9%	19.7%	13.7%	9.0%	5.5%	2.9%	1.6%	0.9%	0.5%						
FY15	\$1,317.3	77.6%	62.3%	49.2%	37.0%	26.7%	18.8%	12.8%	8.5%	5.2%										
FY16	\$1,522.9	76.3%	61.9%	48.3%	36.5%	26.5%														
FY17	\$1,367.3	77.6%																		

¹in millions

- The static loss analysis presents the percentage of balances charged off, based on the fiscal year the credit account was originated and the period the balance was charged off. The percentage computed is calculated by dividing the cumulative amount charged off since origination, net of recoveries, by the original balance of accounts originated during the applicable fiscal year. Period 0 is the year of origination.

- The impact of the change in estimate for future sales tax recoveries was approximately 10 to 20 bps and was reflected in the net static loss rate for the quarterly period related to the three month period ending July 31, 2016 (period 10 for FY14, period 6 for FY15 and period 2 for FY16).

- T represents the terminal loss percentage - the point at which that pool of loans has reached its maximum loss rate.

- The origination amount includes sales taxes and other amounts that are not included in retail net sales.

- As a result of our decision to pursue collections of past and future charged-off accounts internally rather than selling charged off accounts to a third-party, recoveries will be received later and interim static loss rates will be higher than historical experience until the terminal static loss rate is reached. This will impact net loss results for periods occurring after October 31, 2014.



Fiscal 2015, 2016, and 2017 Static Loss Data by Quarter Originated
As of January 31, 2017

<i>Period of Origination</i>	<i>Originationsⁱ</i>	<i>Cumulative Net Charge-off</i>	<i>% of Balance Remaining</i>	<i>Balance Outstandingⁱ</i>
FY2015				
Q1	\$290.6	15.4%	1.5%	\$4.5
Q2	\$303.3	14.5%	3.1%	\$9.4
Q3	\$317.6	13.8%	5.9%	\$18.6
Q4	\$405.8	11.8%	8.8%	\$35.6
Totals	\$1,317.3	13.7%	5.2%	\$68.0
FY2016				
Q1	\$354.7	12.2%	13.8%	\$49.1
Q2	\$379.6	10.8%	20.9%	\$79.2
Q3	\$367.6	9.4%	29.7%	\$109.3
Q4	\$421.0	6.8%	39.5%	\$166.3
Totals	\$1,522.9	9.7%	26.5%	\$403.8
FY2017				
Q1	\$338.4	5.2%	57.1%	\$193.3
Q2	\$342.7	0.9%	73.1%	\$250.4
Q3	\$326.4	0.0%	85.0%	\$277.6
Q4	\$359.8	0.0%	94.3%	\$339.2
Totals	\$1,367.3	1.5%	77.6%	\$1,060.5

ⁱin millions

- The static loss analysis presents the percentage of balances charged off, based on the period the credit account was originated.

- The origination amount includes sales taxes and other amounts that are not included in retail net sales.