



Third Quarter Earnings Presentation: December 3, 2012

Valuable Credit Offering for All Consumers

Percent of Sales Generated by Payment Option

	<u>3Q FY13</u>	<u>3Q FY12</u>
GE Capital	14.5%	14.1%
Conn's Credit (including Down Payment)	72.3%	62.1%
RAC Acceptance (Rent-to-Own)	<u>3.7%</u>	<u>3.8%</u>
Total	90.5%	80.0%

Same Store Sales Performance

Same Store Sales % Change for 3Q FY13

Home appliances	6.4%
Furniture and mattresses	34.0%
Consumer electronics	(3.2%)
Home office	27.5%
Other	59.8%
Total product sales	11.5%
Repair service agreement commissions	23.1%
Total net sales	12.6%

² Other category includes lawn and garden, general accessories and delivery and installation revenues



Gross Margin Performance by Product Category

	3Q FY13		3Q FY12		Basis Point Change	
	<u>Gross Margin</u>	<u>ASP</u>	<u>Gross Margin</u>	<u>ASP</u>	<u>Gross Margin</u>	<u>ASP</u>
Home appliances	28.2%	\$519	18.9%	\$418	930	2,440
Furniture and mattresses	45.3%	\$344	31.2%	\$281	1,410	2,210
Consumer electronics	24.5%	\$430	15.2%	\$357	930	2,050
Home office	17.9%	\$634	7.5%	\$403	1,040	5,720
Other	41.3%	\$488	38.1%	\$395	320	2,360
Total	30.3%	\$384	19.6%	\$319	1,070	2,020

3 Other category includes lawn and garden, general accessories and delivery and installation revenues



Sales Floor Execution

	<u>3Q FY13</u>	<u>3Q FY12</u>
Per Sales Associate	\$59,577	\$50,200
Customer Satisfaction	95%	85%
Associate Turnover	43.8%	80.2%



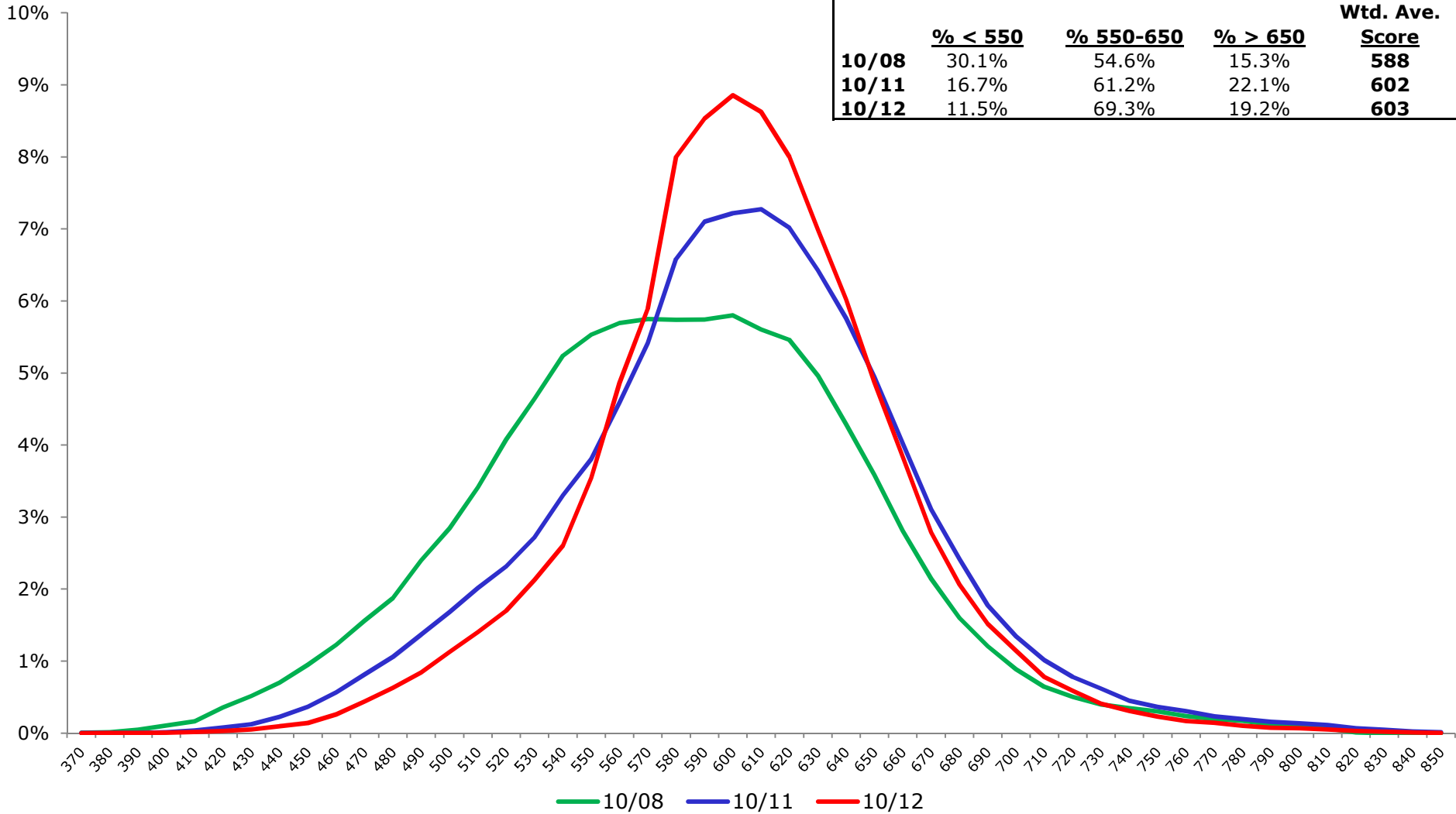
Waco Store Performance

3Q FY13 Store Rank

Sales	13
Retail Gross Margin	1
Estimated Payback (<i>months</i>)	4



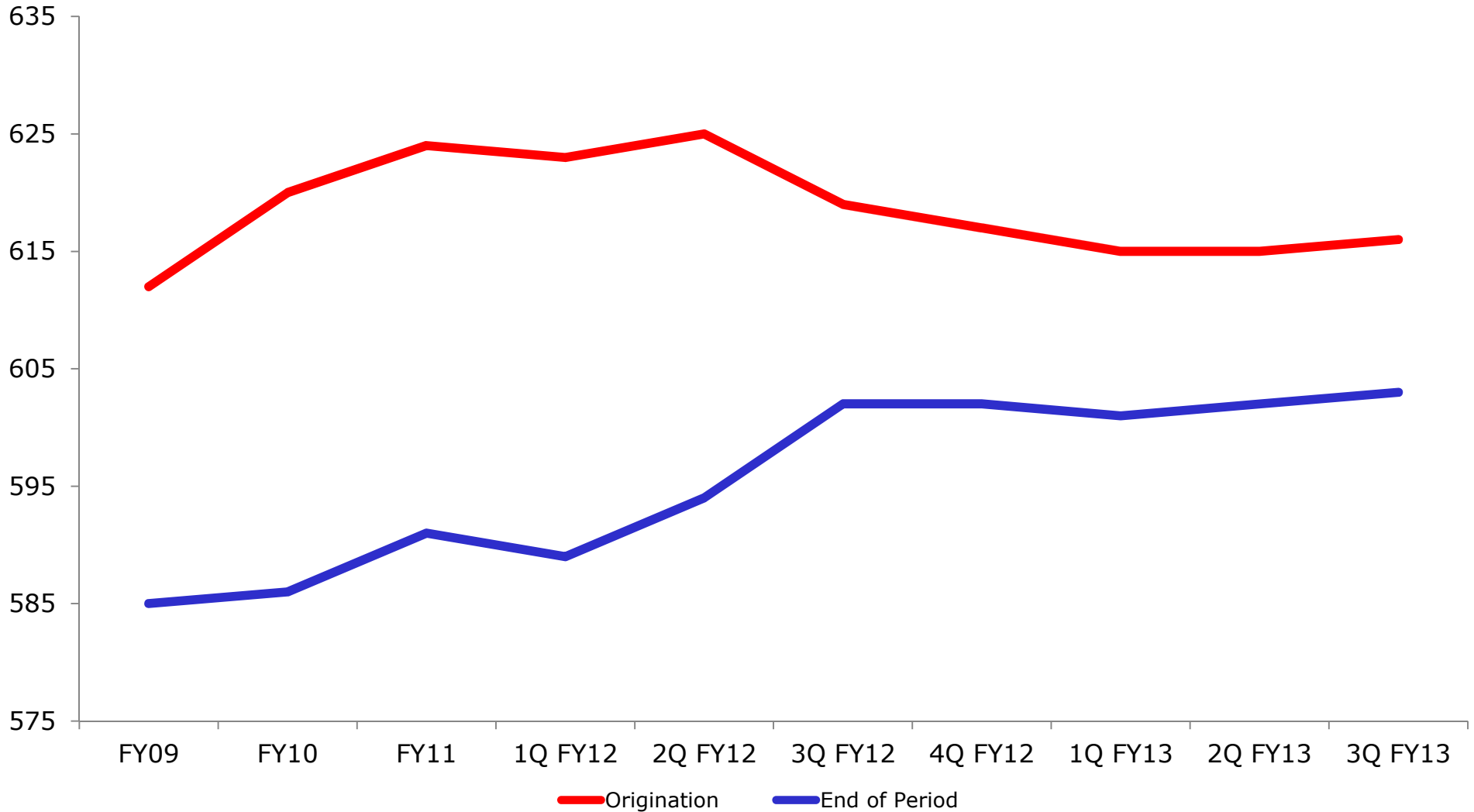
Portfolio Distribution by Credit Score



6 Credit score distribution at end of month, excluding non-scored accounts (less than 1% of portfolio)



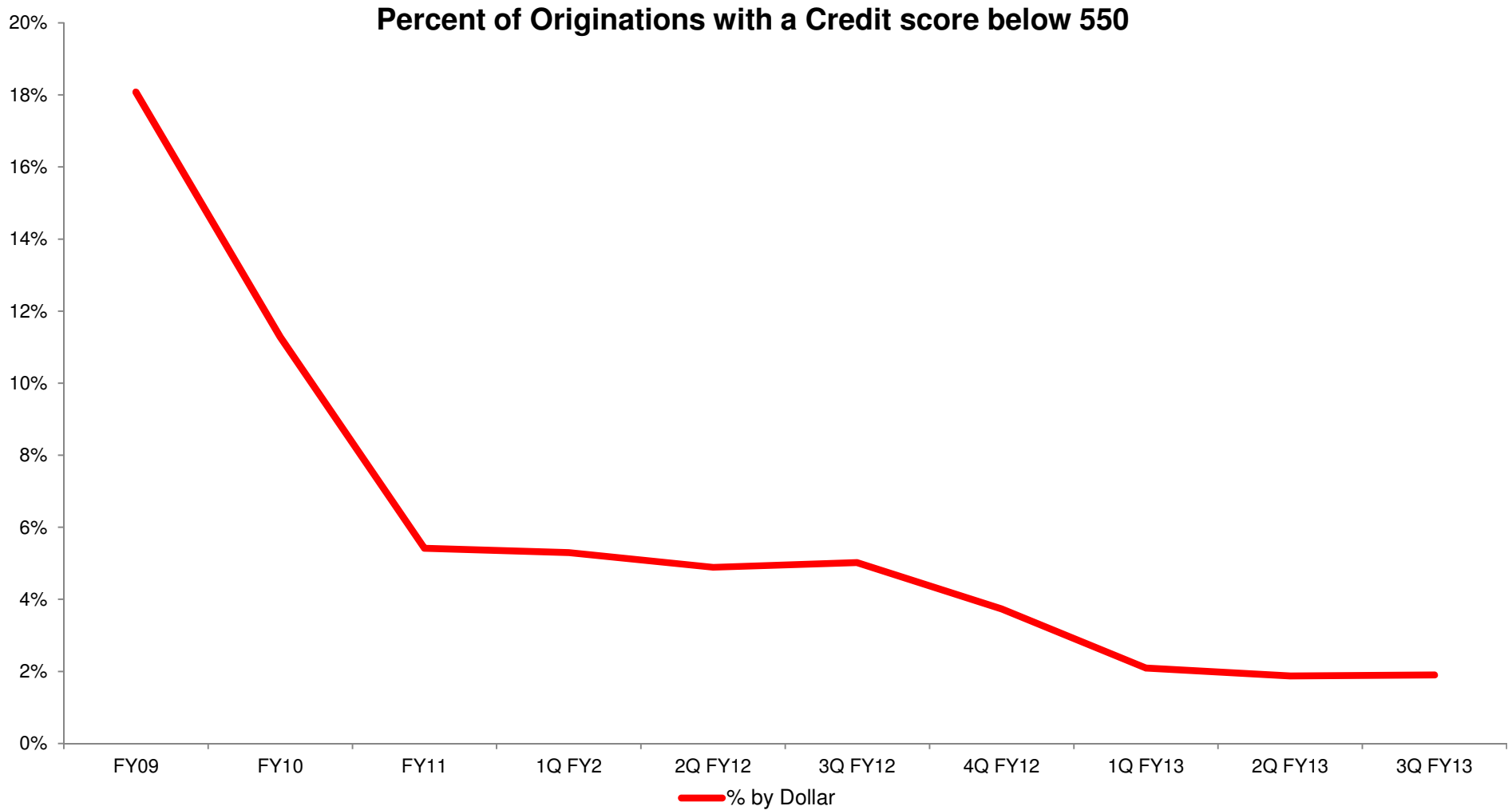
Weighted Average Origination and End of Period Credit Score



7 Excludes non-scored accounts



Impact of Raising Minimum Credit Score

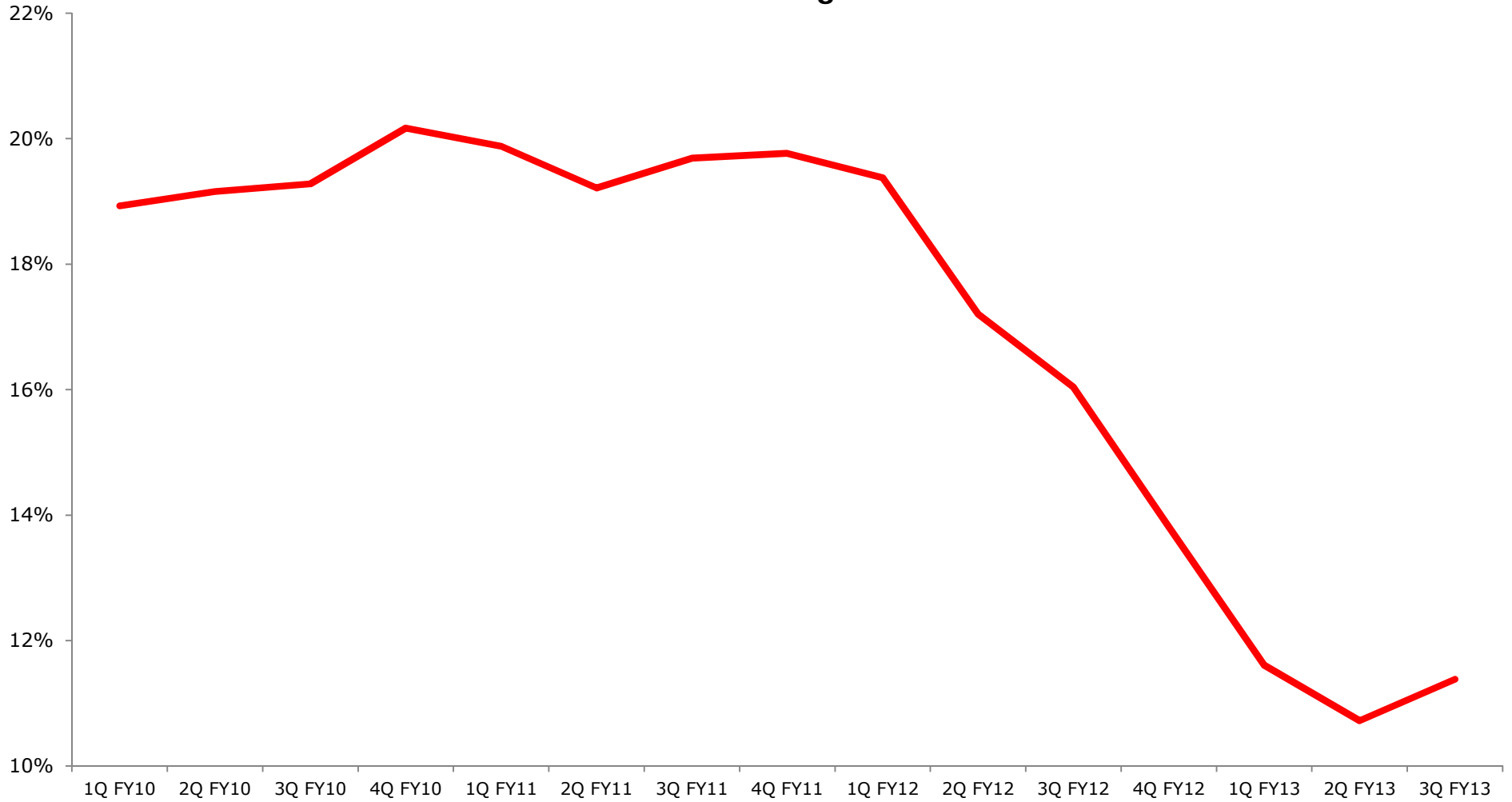


8 Excludes non-scored accounts

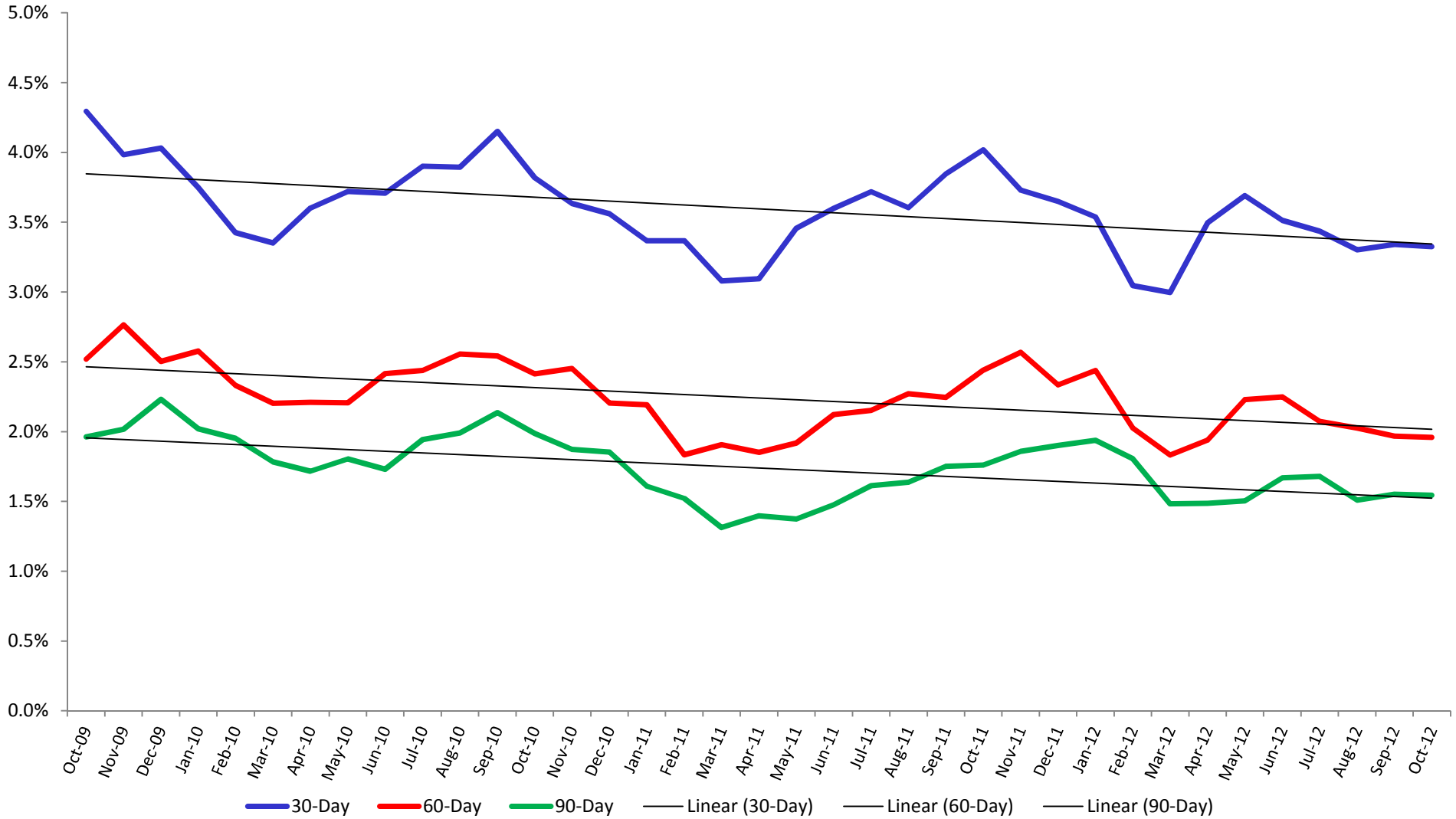


Reduced Balances Re-aged

Percent of the Portfolio Re-aged at End of Period



Improving Delinquency Trend



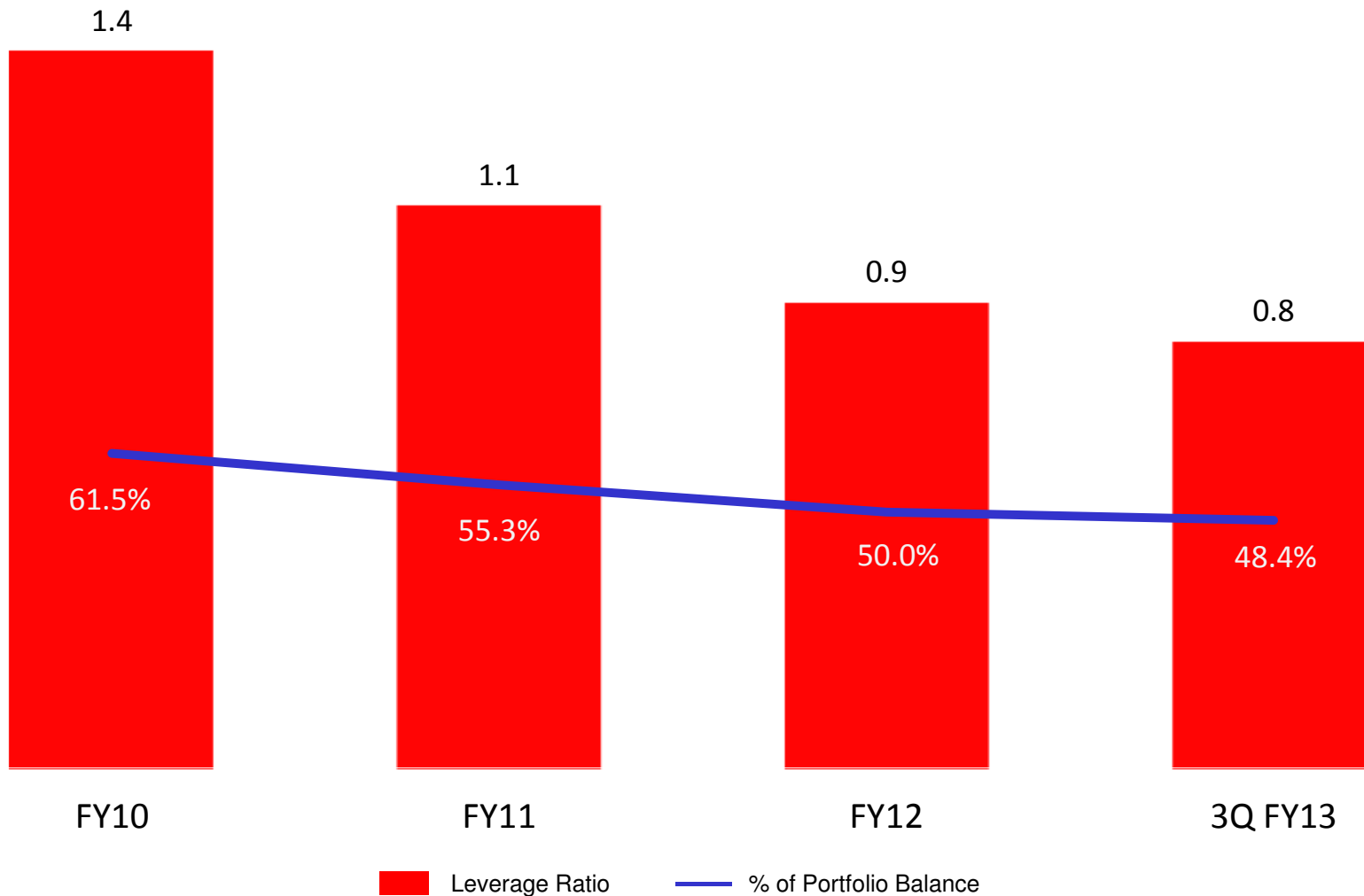
10 Individual bucket delinquency trend, adjusted to exclude 210+ days past due for all periods



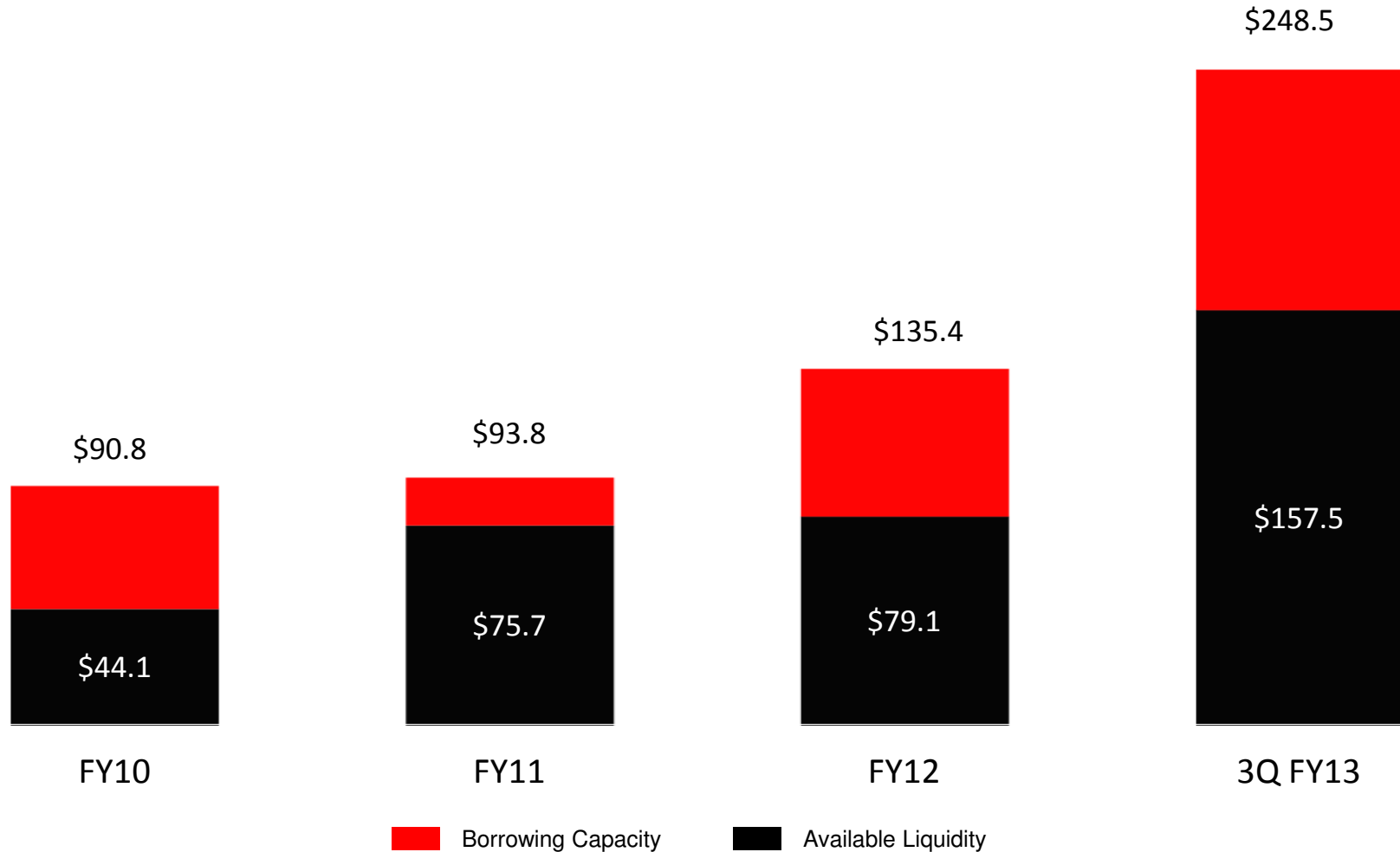
Retail SG&A Comparison

	% of Sales 3Q FY13	% of Sales 3Q FY12	Basis Point Change
Advertising	4.8%	4.9%	(10)
Compensation	15.2%	15.5%	(30)
Other SG&A	<u>8.2%</u>	<u>9.2%</u>	<u>(100)</u>
Retail SG&A	<u>28.2%</u>	<u>29.6%</u>	<u>(140)</u>
Retail SG&A as % of Retail Gross Profit	78.2%	113.3%	(3,510)

Leverage Ratio and Debt as Percent of Portfolio Balance



Leverage – Available Liquidity and Borrowing Capacity



Investment Outlook

FY13

- Diluted EPS, as adjusted \$1.55 to \$1.60
- Same store sales growth 13% to 16%
- Retail gross margin 34.5% to 35.0%
- SG&A expense as % of revenues 29.0% to 29.5%
- New store opening plan 5 stores

FY14

- Diluted EPS, as adjusted \$2.05 to \$2.15
- Same store sales growth 0% to 5%
- Retail gross margin 34.5% to 35.5%
- SG&A expense as % of revenues 28.0% to 29.0%
- New store opening plan 10 to 12 stores

Conn's