First Quarter FY2018 Earnings Presentation

June 6, 2017

Forward Looking Statements & Other Disclosure Matters

Forward-Looking Statements - This presentation contains forward-looking statements within the meaning of the federal securities laws, including but not limited to, the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. Such forward-looking statements include information concerning the Company's future financial performance, business strategy, plans, goals and objectives. Statements containing the words "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "plan," "project," "should,“ “predict,” “will”, “potential” or the negative of such terms or other similar expressions are generally forward-looking in nature and not historical facts. Such forward-looking statements are based on our current expectations. We can give no assurance that such statements will prove to be correct, and actual results may differ materially. A wide variety of potential risks, uncertainties, and other factors could materially affect the our ability to achieve the results either expressed or implied by our forward-looking statements including, but not limited to: general economic conditions impacting our customers or potential customers; our ability to execute periodic securitizations of future originated customer loans on favorable terms; our ability to continue existing customer financing programs or to offer new customer financing programs; changes in the delinquency status of our credit portfolio; unfavorable developments in ongoing litigation; increased regulatory oversight; higher than anticipated net charge-offs in the credit portfolio; the success of our planned opening of new stores; technological and market developments and sales trends for our major product offerings; our ability to manage effectively the selection of our major product offerings; our ability to protect against cyber-attacks or data security breaches and to protect the integrity and security of individually identifiable data of our customers and employees; our ability to fund our operations, capital expenditures, debt repayment and expansion from cash flows from operations, borrowings from our revolving credit facility, and proceeds from accessing debt or equity markets; and other risks detailed Part I, Item IA, Risk Factors, in our Annual Report on Form 10-K for the fiscal year ended January 31, 2017 and other reports filed with the SEC. If one or more of these or other risks or uncertainties materialize (or the consequences of such a development changes), or should our underlying assumptions prove incorrect, actual outcomes may vary materially from those reflected in our forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. We disclaim any intention or obligation to update publicly or revise such statements, whether as a result of new information, future events or otherwise, or to provide periodic updates or guidance. All forward-looking statements attributable to us, or to persons acting on our behalf, are expressly qualified in their entirety by these cautionary statements.

Non-GAAP Measures - To supplement financial measures that are prepared and presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"), we may also provide adjusted non-GAAP financial measures. These non-GAAP financial measures are not meant to be considered as a substitute for comparable GAAP measures but should be considered in addition to results presented in accordance with GAAP, and are intended to provide additional insight into our operations and the factors and trends affecting the business. Management believes these non-GAAP financial measures are useful to financial statement readers because (1) they allow for additional transparency with respect to key metrics we use in our financial and operational decision making and (2) they are used by some of our institutional investors and the analyst community to help them analyze our operating results.

First Quarter FY18 - Highlights

Financial Performance

Delivering improved financial results through successful execution of our strategy
- $7.2 million year-over-year increase in net income to ($2.6) million
- Adjusted non-GAAP EPS of ($0.05) compared to ($0.31) for Q1 FY17
- $6.7 million year-over-year reduction in SG&A expense, reflecting disciplined cost management

Retail Segment

Continuing strong retail performance
- 260 bps year-over-year increase in retail gross margin to 38.4%; a record first quarter result
- 90 bps year-over-year increase in retail operating margin to 11.5% from 10.6%
- Progressive lease-to-own option in all stores by Memorial Day; implementation ahead of schedule

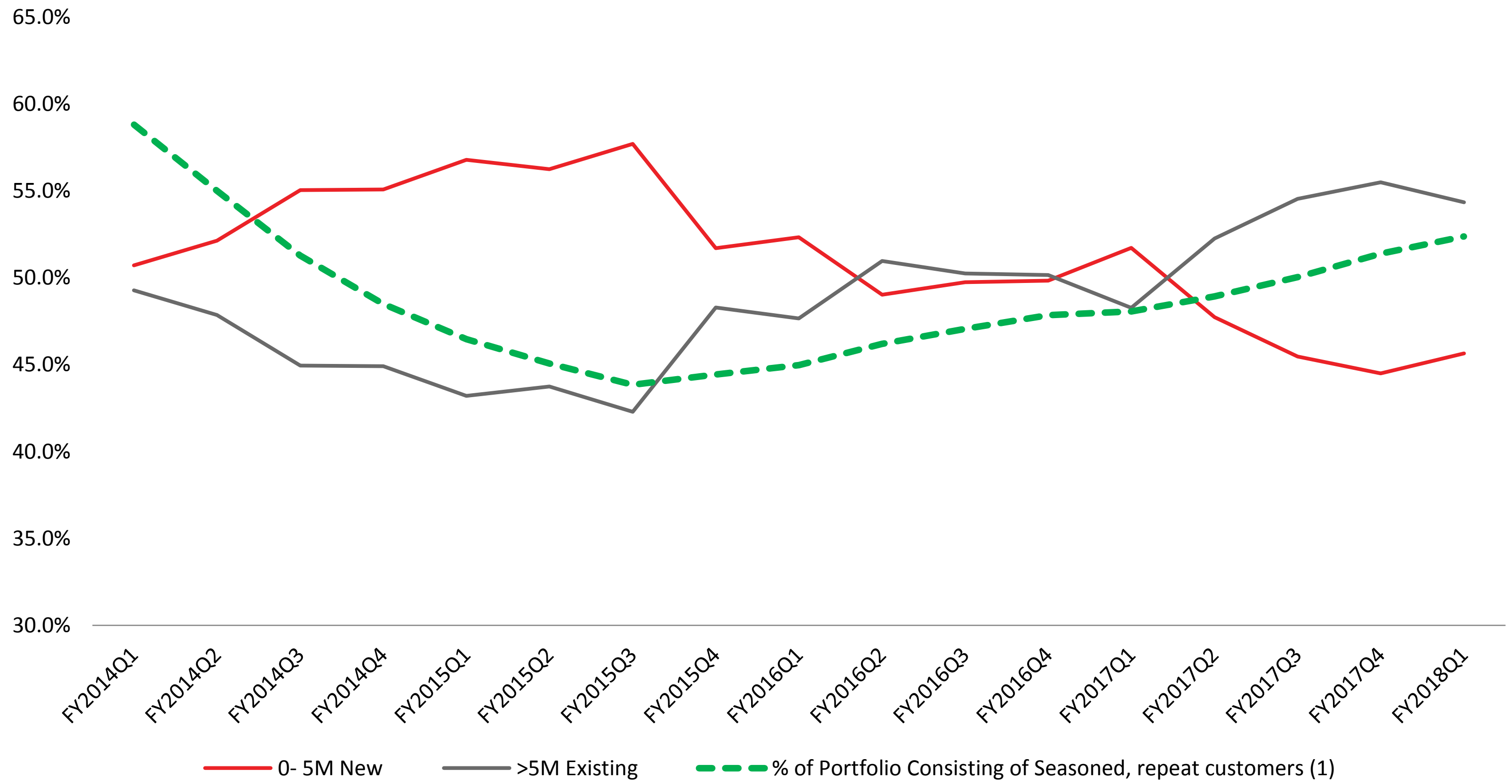
Credit Segment

Driving improved credit performance through realigned credit strategy
- 590 bps increase in weighted average origination rate to 27.3% in Q1 FY18 from 21.4% in Q2 FY17
- Lower year-over-year first pay defaults and delinquency on originations from July FY17 - February FY18
- $2.1 million year-over-year decrease in provision for bad debts

Capital Structure

Improving terms and lowering all-in costs
- Closed $469.8 million securitization transaction with lower all-in costs
- 150 bps improvement in all-in cost of funds on 2017-A Class A and B Notes compared to 2016-B transaction
- Achieved advance rate of 84% on 2017-A transaction, highest since re-entering securitization market in 2012

Percentage of Originations - by Time on Books (1)



(1) Time on books is number of months since first credit transaction with Conn's

Static Pool - Balances Remaining

	Balance Remaining		Expected Static Pool Loss Rate
	As of 4/30/17	Comparable PY	Estimated Range
FY 2017	63.3%	61.9%	Mid 13%
FY 2016	18.9%	18.8%	Upper 13%
FY 2015	2.9%	2.9%	Mid 14%
FY 2014	0.3%	0.3%	Approximately 14%

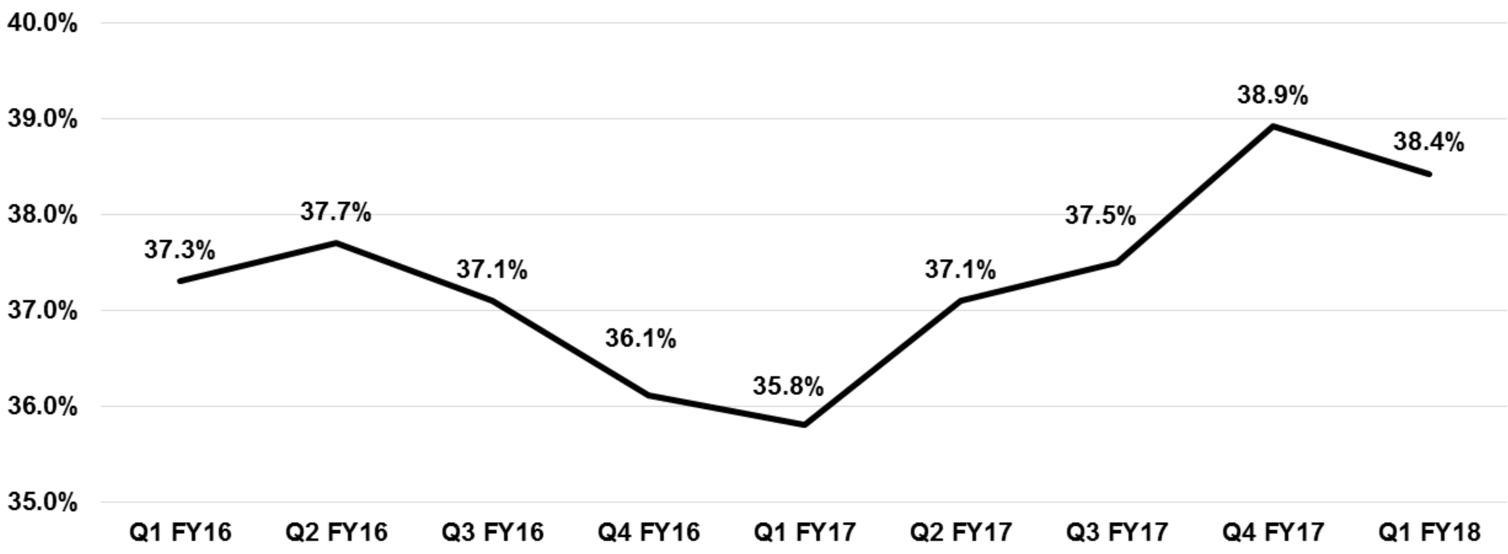
The periods reflect the year of loan origination

Product Sales Mix and Margin Mix

	Same Store Sales [1]	Total Sales	Q1 Product Mix		Q1 Gross Profit Mix	
	Q1	Q1	FY18	FY17	FY18	FY17
Furniture and Mattress	-14.0%	-10.3%	37.6%	36.8%	53.2%	54.3%
Home Appliance	-11.3%	-8.9%	31.9%	30.7%	24.8%	22.7%
Consumer Electronics	-17.6%	-15.4%	22.2%	23.0%	16.4%	17.4%
Home Office	-27.0%	-25.3%	6.7%	7.8%	4.8%	4.5%
Other [2]	-19.6%	-13.9%	1.6%	1.7%	0.8%	1.1%
Product sales	**-15.1%**	**-12.3%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
Repair Service Agreement commissions	-15.8%	-12.4%				
Service		-16.6%				
Total net sales	**-15.2%**	**-12.3%**				

1) Same store sales include stores operating in both comparative full periods
2) Other category includes delivery, installation and outdoor product revenues

Retail Gross Margin



- **Retail gross margin was 38.4% in Q1 FY18, increasing 260 bps from Q1 FY17 rate of 35.8%**
- **Driven primarily by favorable product mix and lower warehouse, delivery and transportation costs**

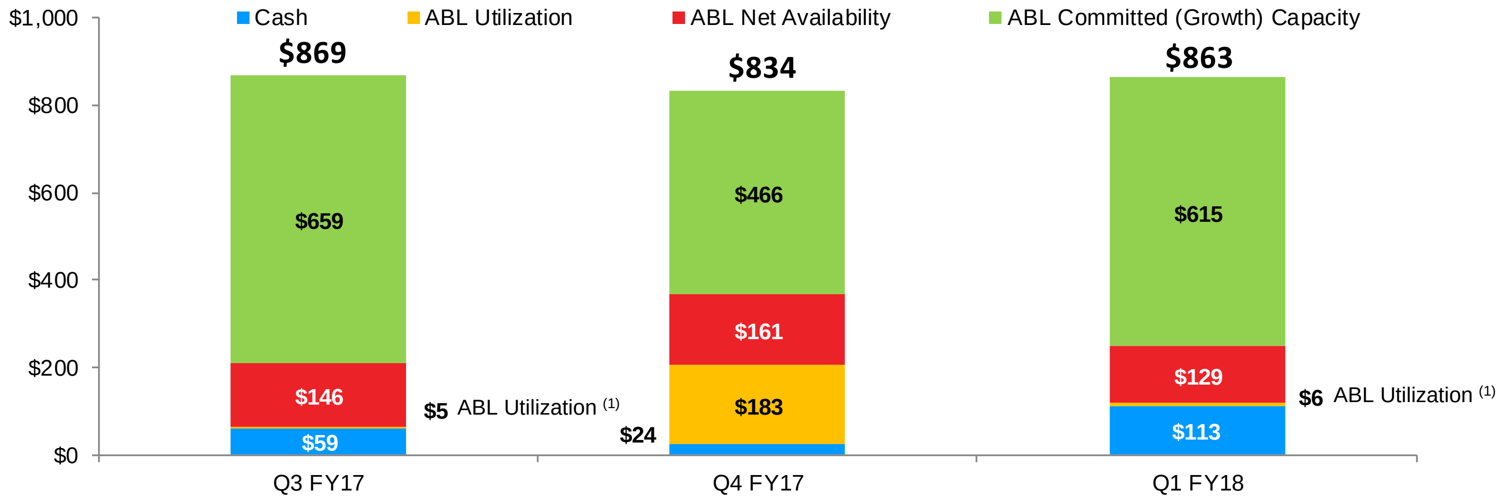
Cost of Goods and SG&A - Retail Segment

	Q1 FY18	Q1 FY17	FY17	FY16	FY15	FY14	FY13	FY12
Percent of Total Retail Net Sales:								
Cost of Goods Sold	61.6%	64.2%	62.6%	63.0%	63.6%	63.5%	67.7%	73.6%
Percent of Total Retail Revenue:								
Advertising	6.8%	6.6%	7.1%	6.8%	6.9%	5.1%	4.8%	4.5%
Compensation and benefits	10.2%	10.3%	9.6%	10.1%	10.4%	11.2%	12.4%	11.9%
Occupancy	8.6%	7.2%	7.3%	6.2%	5.6%	5.4%	6.2%	7.1%
All Other	0.9%	1.0%	0.8%	0.6%	0.6%	1.1%	1.0%	1.1%
Total SG&A	**26.5%**	**25.1%**	**24.8%**	**23.7%**	**23.5%**	**22.8%**	**24.4%**	**24.6%**

- **First quarter retail SG&A was $6.0 million below prior year even with 7 additional stores**

Available Liquidity

($ in millions)



	Q3 FY17	Q4 FY17	Q1 FY18
Debt (Net of Cash) to Stockholder's Equity	2.3x	2.2x	2.1x
Avg Debt (Net of Cash) as % of Avg Portfolio Balance	77%	75%	73%
Accounts Payable as % of Inventory	57%	62%	61%

(1) Letters of credit

Conn's
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