

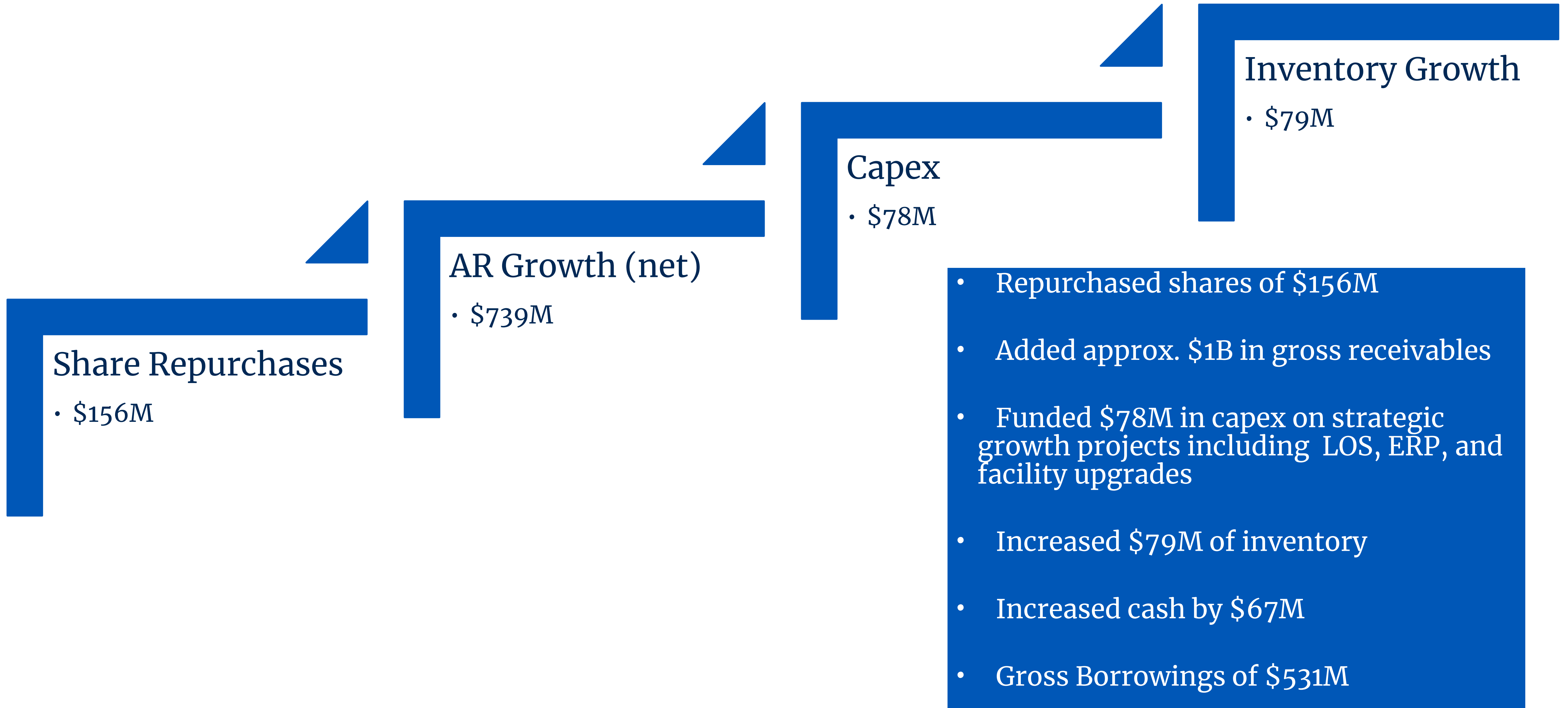
A red sports car is shown from a side-rear perspective, driving on a road. The car's side mirror and door are visible. A person's arm is resting on the door. The background is a blurred road with white lane markings.

CRMT Earnings Supplemental Material Q2 FY24

December 5, 2023



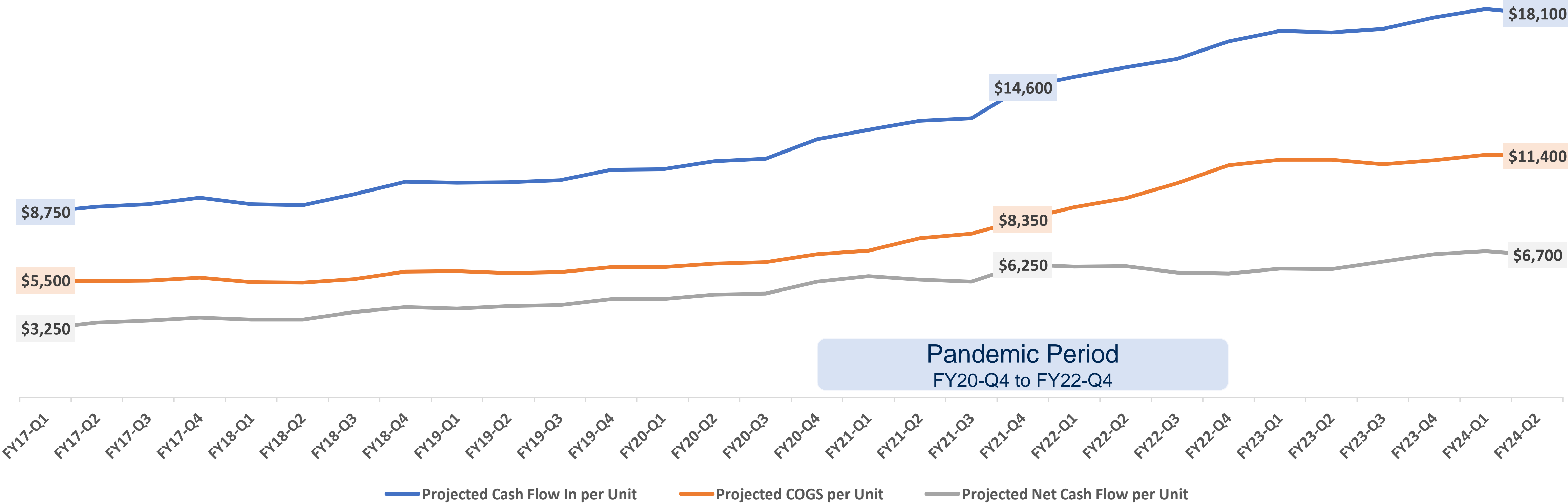
FY2017–FY2023 CRMT Generated ~\$600 Million



Estimated Cash Flows – Per Car Basis



Since 2017, our pools have generated ~ 10% in compounded annual growth on net cash flow (In/Out) per car

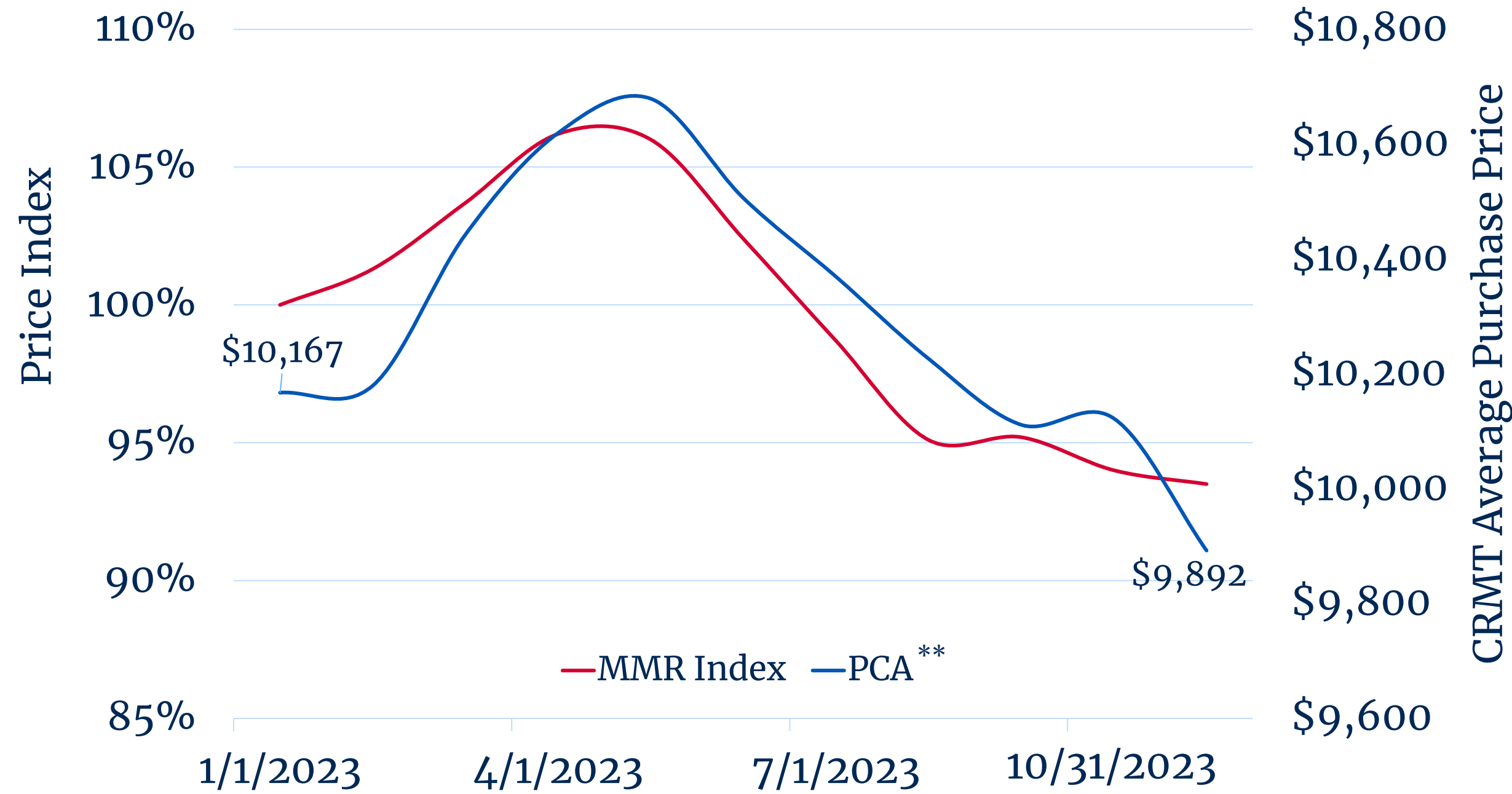


CRMT Inventory Trends

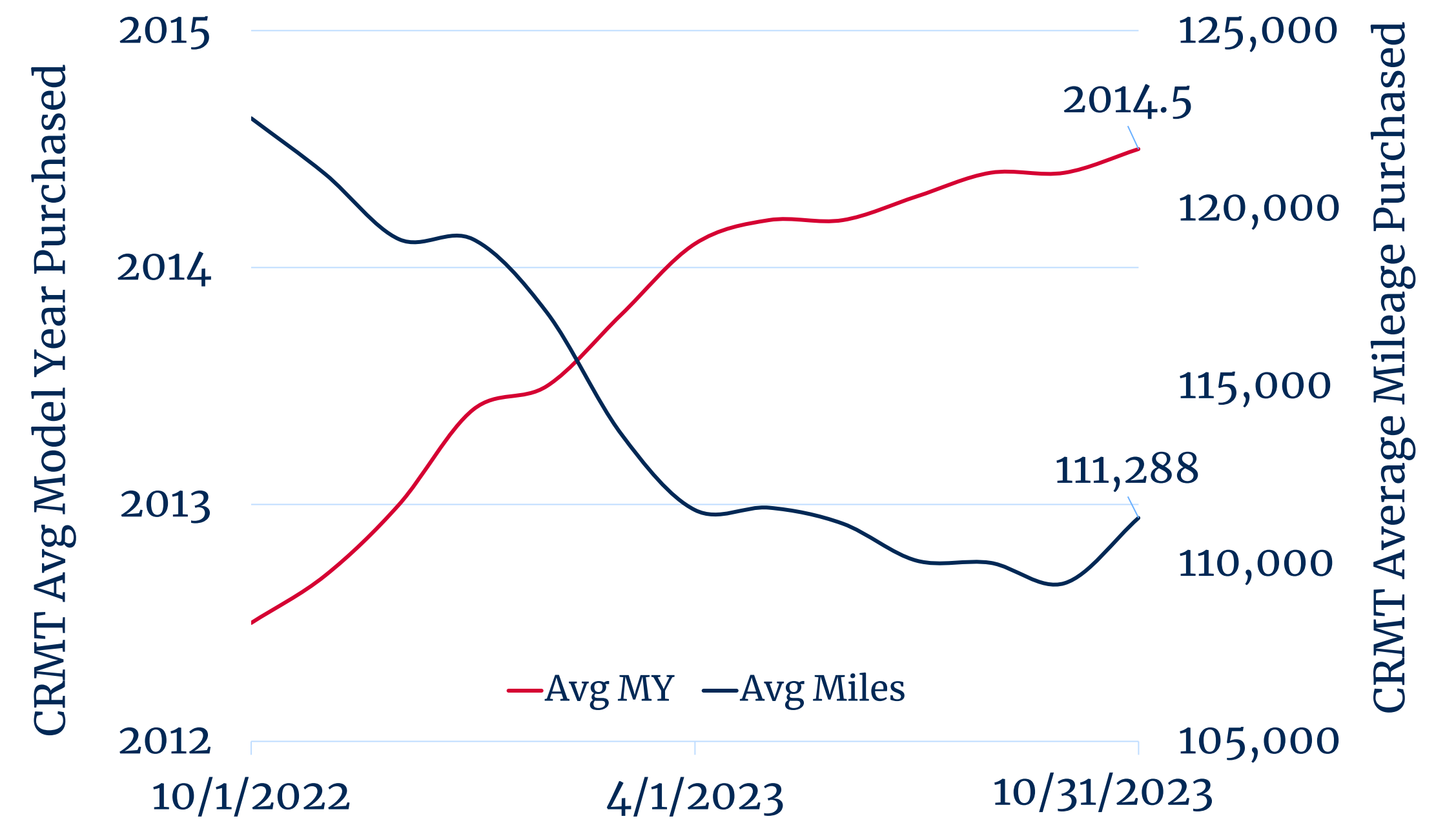


Our improvements in procurement are providing benefits today and for the future...

1 CRMT Purchase Price vs. MMR Index* (Chart 1)



2 CRMT Purchases Average MY vs. Mileage (Chart 2)



We've discussed the importance of purchase cost in prior earnings calls. We are typically buying vehicles 21-30 days in advance of them being shipped to retail locations. In this example we are using a Cox Metric as an example. This demonstrates our ability to anticipate market changes while improving overall vehicle quality.

In addition to following the market price we have been able to improve vehicle quality by bringing lower mileage and higher average model year vehicles to our consumers. This will aid in driving down repair costs of the vehicles for our consumers, as well as reduce service contract repair cost, and better recovery values in the event of a repossession.

*Cox Automotive 3yr Index

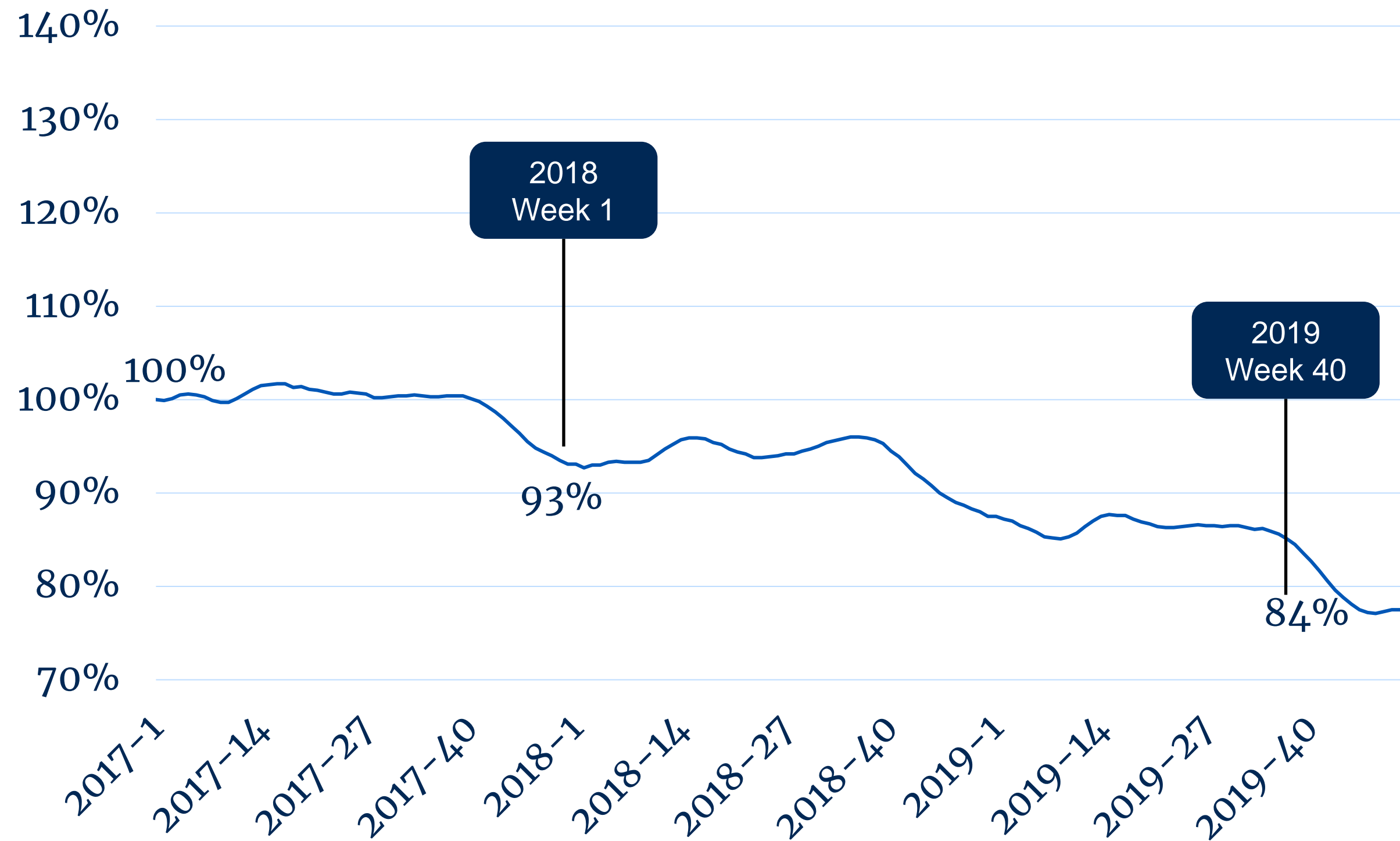
**PCA =Purchase Cost Average (Includes reconditioning and transportation)

Wholesale Indices & Impact on Severity



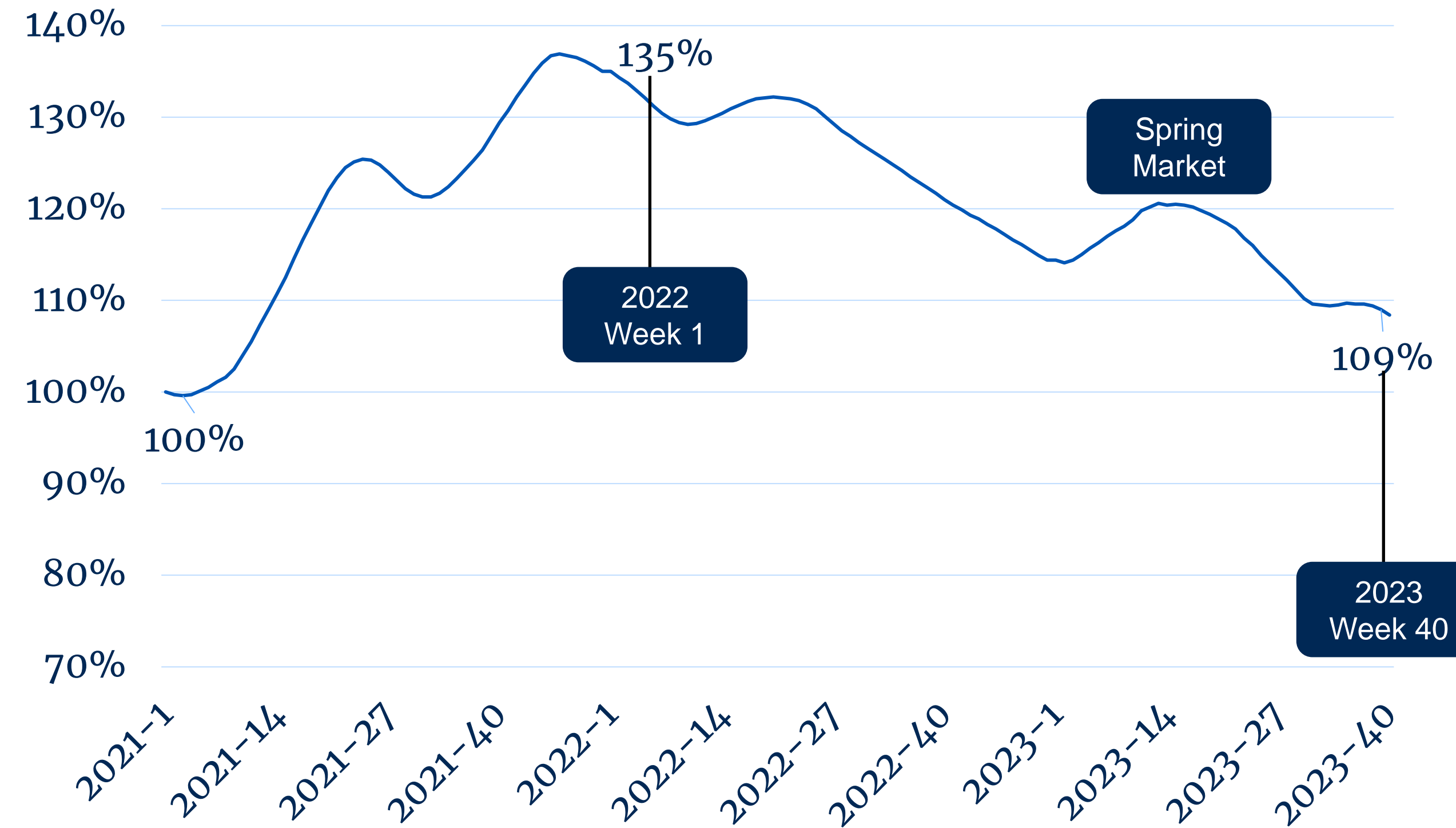
While the environment drove frequency, severity was also a factor...

1 2017-2019 Wholesale Index (Chart 1)



The chart above shows a vehicle wholesale price Index from 2017-2019. You can see in the chart that vehicle depreciation is much softer in a normalized environment over a 3-year period. If we look from Week 1 of 2018 to Week 40 of 2019 loans originated during this period would have better recovery values and lower losses in general.

2 2021-2023 Wholesale YTD Index (Chart 2)



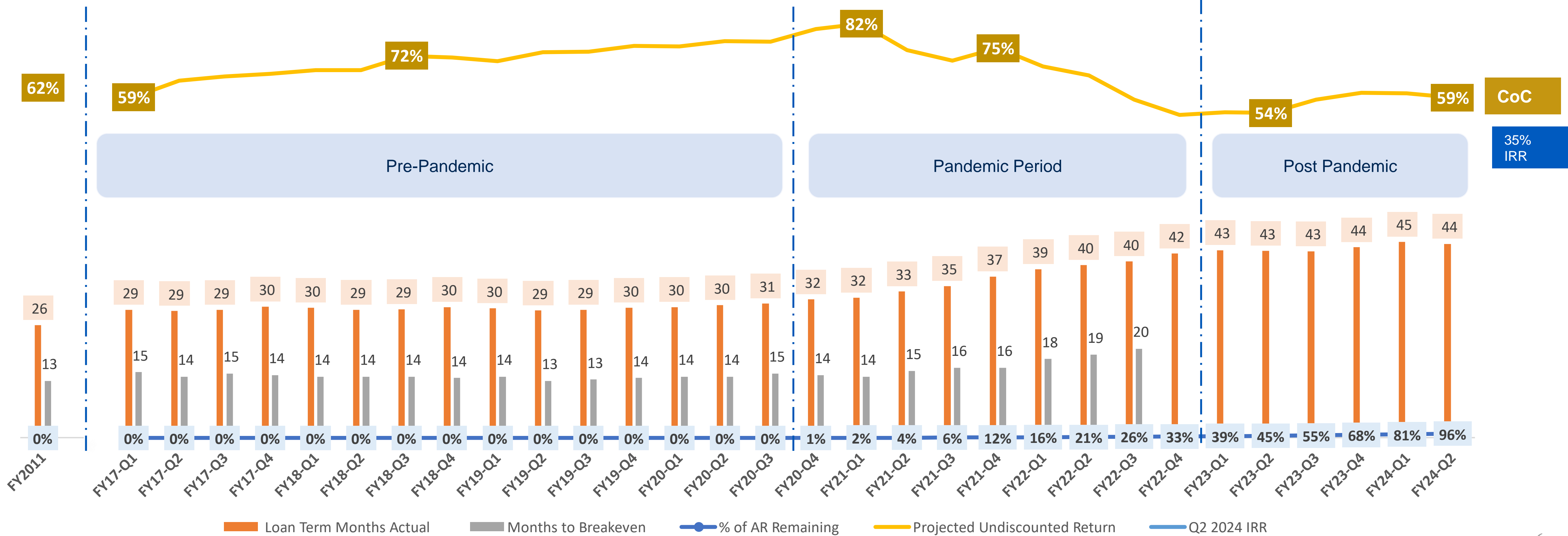
The chart above shows vehicle depreciation over the identical length of time. During the same seasonal period (Week 1 of 2022 to Week 40 of 2023) there was a 26% decrease in wholesale pricing vs the graph on the left. This is a key driver in the severity of losses for certain pools in 2021 2022. You can also see during the early part of 2023 the spring market acted as a tailwind for losses in that period.

*Cox Automotive 3yr old Index. Chart 1 is indexing prices to 2017. Chart 2 is indexing price to 2021

Estimated Cash-on-Cash (CoC) Returns



- The average CoC return of our pools has been 66% since 2017.
- As car prices have risen and terms have increased from ~ 30 months to ~ 44 months, our time to breakeven has increased to 20 months.
- The net impact of the current environment is a decrease of our CoC returns, from 70% pre-pandemic to 57% post-pandemic.
- We would expect those returns to dip should car prices (length of term) continue to rise. Conversely, we would expect CoC returns to improve, all else being equal, over time should car prices, and thus term length, come down in the future.



Estimated EPS Bridged to Consensus



*Consensus as of 12/4/23

