

**CERTAIN OTHER FINANCIAL AND STATISTICAL INFORMATION
DISCUSSED DURING THE SECOND QUARTER 2007 EARNINGS
CONFERENCE CALL ON TUESDAY, JULY 31, 2007**

Reconciliation to Adjusted EBITDA (in thousands of dollars)	Three months ended June 30, 2007	Three months ended June 30, 2006
Reported earnings before income taxes	\$65,066	\$63,291
Add back:		
Interest expense, net	\$21,958	\$11,902
Depreciation of property assets	\$17,650	\$13,527
Amortization of intangibles	\$3,934	\$950
Adjusted EBITDA	\$108,608	\$89,670
EBITDA Margin	15%	15.4%

QUARTER ENDED JUNE 30, 2007 (Recurring and comparable basis)

- **Key Indicators**
 - **Saturday collections/weekly past dues – 6.9% in 2Q07 versus 6.6% last year**
 - **Customer skips and stolens**
 - **Have been consistently in the 2.3% to 2.5% range**
 - **2.7% in 2Q07**
 - **Same store sales**
 - **2.7% in 2Q07**
 - **Flat to down 1.5% in 3Q07, impacted by one less day (Saturday) that has an impact of a negative 2.5%**
 - **Inventory**
 - **Held for rent at 23% within expected range – 20% to 24%**
- **Adjusted EBITDA**
 - **Increased 21.1% from prior year to \$108.6 million & 15.0% margin**
 - **2007 EBITDA of \$410 million and a margin around 14%**
- **Operating Cash Flow**
 - **Generated over \$143 million in operating cash flow in June YTD 2007**
- **Ended the quarter with approximately \$79 million cash on hand**

- **Outstanding Debt**
 - **\$1.233 billion**
 - **Debt levels**
 - **\$933.0 million for senior term debt**
 - **\$300.0 million 7.5% subordinated notes**
 - **Reduced outstanding indebtedness by approximately \$60 million June YTD 2007**
 - **Current revolver and line of credit capacity in excess of \$300 million**
 - **Consolidated Debt leverage Ratio – 2.86X**
 - **Debt to book cap – 56%**

- **Financial Services**
 - **Services in 15 states, including Texas offering the CSO model**
 - **District Managers managing 6 to 7 locations versus 12 to 14 locations at maturity**
 - **Additional 2007 dilution of \$0.03 to \$0.04 above prior guidance and will be \$0.07 to \$0.08 in total for 2007**
 - **300 to 325 locations at the end of 2007**

- **20,000 co-workers**

This press release and the guidance above contain forward-looking statements that involve risks and uncertainties. Such forward-looking statements generally can be identified by the use of forward-looking terminology such as "may," "will," "expect," "intend," "could," "estimate," "should," "anticipate," or "believe," or the negative thereof or variations thereon or similar terminology. Although the Company believes that the expectations reflected in such forward-looking statements will prove to be correct, the Company can give no assurance that such expectations will prove to have been correct. The actual future performance of the Company could differ materially from such statements. Factors that could cause or contribute to such differences include, but are not limited to: uncertainties regarding the ability to open new rent-to-own stores; the Company's ability to acquire additional rent-to-own stores on favorable terms; the Company's ability to identify and successfully enter new lines of business offering products and services that appeal to its customer demographic, including its financial services products; the Company's ability to enhance the performance of acquired stores, including the Rent-Way stores acquired in November 2006; the Company's ability to control costs; the Company's ability to identify and successfully market products and services that appeal to its customer demographic; the Company's ability to enter into new and collect on its rental purchase agreements; the Company's ability to enter into new and collect on its short term loans; the passage of legislation adversely affecting the rent-to-own or financial services industries; interest rates; economic pressures affecting the disposable income available to the Company's targeted consumers, such as high fuel and utility costs; changes in the Company's stock price and the number of shares of common stock that it may or may not repurchase; changes in estimates relating to self-insurance liabilities and income tax and litigation reserves; changes in the Company's effective tax rate; the Company's ability to maintain an effective system of internal controls; changes in the number of share-based compensation grants, methods used to value future share-based payments and changes in estimated forfeiture rates with respect to share-based compensation; the resolution of the Company's litigation; the court hearing the Perez case could refuse to approve the settlement or could require changes to the settlement that are unacceptable to the Company or the plaintiffs; one or more parties filing an objection to the settlement of the Perez case; and the other risks detailed from time to time in our SEC reports, including but not limited to, the Company's annual report on Form 10-K for the year ended December 31, 2006, and its quarterly report for the quarter ended March 31, 2007. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this press release. Except as required by law, the Company is not obligated to publicly release any revisions to these forward-looking statements to reflect the events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events.