

SECURITIES BROKERAGE AND INVESTMENT BANKING

225 South Sixth Street, Suite 4200 Minneapolis, MN 55402 1.866.655.3431

> Joshua J. Elving jjelving@feltl.com | 612.492.8872

EZCORP, Inc.

Company Description: EZCorp is a provider of credit services to the unbanked or underbanked market. The company provides pawn loans in 369 domestic pawn stores and 62 pawn stores in Mexico. In addition, the company makes short-term loans through 477 EZMoney stores domestically as well as 77 pawn stores. EZCorp was founded in 1989, went public in 1991, and is headquartered in Austim, Texas.

Upgrading to BUY; fundamental trends solid and shares attractively valued (EZPW - \$13.78) BUY

Key Points

- We are increasing our FY2010/FY2011 EPS estimates to \$1.67/\$1.85 from \$1.60/\$1.80. Our target price goes to \$17 from \$16 based our existing target P/E multiple of 10x applied to our new FY 2010 EPS estimate. We are upgrading shares to BUY from HOLD as the recent pullback in the stock coupled with our increased target represents 23% potential upside.
- EZPW reported 4Q09 EPS of \$0.42, a penny ahead of our estimate and consensus. Accounting for the upside vs. our estimate was a better than expected contribution from A&B in the U.K. and a slightly lower tax rate.
- Management offered FY2010 EPS guidance of \$1.65-\$1.69 and 1Q10 EPS guidance of \$0.41-\$0.43. This guidance is slightly above consensus estimates, but well ahead of our previous near street-low view.
- 4Q09 revenues were \$165MM vs. consensus at \$161MM, and slightly below our estimate of \$166M. Compared to our model, merchandise sales were below our expectations, pawn service charges in-line, and signature or payday loan fees were strong. The operating margin of 18.4% was slightly better that our 18.3% estimate.
- Loss rates on payday loans were 29.4% of fees, up from 27.7% in the previous quarter, but down from 36.3% a year ago (which was negatively impacted by hurricane lke). Looking forward, we are modeling relatively flat loss rates in early 2010, followed by a slight decline over the balance of the fiscal year.

Investment Recommendation

We rate EZPW shares BUY. Our \$17 target is based on a 10x multiple applied to our FY2010 EPS estimate of \$1.67, which is in-line with the peer group. We point out that our \$17 target represents just a 5.5x multiple of EV/FY2010 EBITDA, which is well below where the peer group currently trades. Furthermore, today's price represents just a 4.3x EV/EBITDA multiple. We remain somewhat cautious on EZPW's store-based payday loan model, but view the risk-reward profile at current levels as attractive. In addition, we believe the Company's investment in Albemarle & Bond is a hidden gem and point out that it is carried at approximately 50% of its market value based on its share price on the AIM.

Specialty Finance November 6, 2009

Rev(mil)2009A2010E2011EDec\$129A\$161E\$179EMar\$156A\$170E\$185EJun\$148A\$162E\$176ESep\$165A\$182E\$197EFY\$598A\$674E\$737E
Mar\$156A\$170E\$185EJun\$148A\$162E\$176ESep\$165A\$182E\$197E
Jun\$148A\$162E\$176ESep\$165A\$182E\$197E
Sep \$165A \$182E \$197E
FI
P/Sales 1.1x 1.0x 0.9x

Financial Summary

<u>EPS</u>	2009A	2010E	2011E
Dec	\$0.33A	\$0.42E	\$0.46E
Mar	\$0.37A	\$0.42E	\$0.45E
Jun	\$0.29A	\$0.37E	\$0.42E
Sep	\$0.42A	\$0.46E	\$0.51E
FY	\$1.42A	\$1.67E	\$1.85E
P/E	9.7x	8.3x	7.4x

Price:	\$13.78
52-Week Range:	\$18.22-\$9.50
Target:	\$17.00
Rating:	BUY
Shares Outstanding:	49.3 mil
Mkt. Capitalization:	\$679 mil
Ave. Volume:	496,000
Instit. Ownership:	85%
BV / Share:	\$8.43
Debt / Tot. Cap.:	7%
Est. LT EPS Growth:	13%

Additional Points of Interest

EZPW announced yesterday morning that it had completed the acquisition of a 30% stake in Cash Converters for \$49.4MM. Based in Perth, Australia, Cash Converters is an operator of 500 financial services and retail stores providing pawn-lending, consumer loans similar to EZ's current products and retail sales of second-hand goods. This investment is similar to its successful investment in Albemarle & Bond in the U.K. While the Company has entered other new international markets through primarily de novo expansion, management has stated that in more mature markets, acquisitions tend to be a more attractive approach. While we are uncertain about the future of EZ's minority investments in these two companies, we believe it is possible that EZPW will seek to acquire the remaining shares at some point in the future.

Interestingly, news reports out of the U.K. suggest that A&B has been in preliminary merger discussions with the other publicly traded pawn business in the U.K., H&T pawnbrokers or Harvey and Thompson. The companies are similar in size as A&B has approximately 115 locations while we believe H&T operates approximately 122. If a transaction were to occur, we believe it would result in EZPW owning a significant stake in the undisputed pawn leader in the U.K. or the potential monetizing of its investment. Importantly, we point out that EZPW carries its A&B stake at \$38.9MM on the balance sheet while is market value is closer to \$63MM based on its share price.

In conjunction with its 4Q09 earnings release, the company offered additional color on its expansion plans. At the end of the guarter, EZPW had 62 locations in Mexico and the company stated that its goal is to add 40 to 50 locations in 2010. Management indicated that approximately 60% of the additional locations would be gold only pawn locations with the rest offering general merchandise pawn services. Furthermore, EZPW recently entered the Canadian market with its payday loan product. The company plans to follow its existing store-based model by opening an additional 35-45 Cash-Max locations (Cash-Max is its Canadian brand). The company does not appear to have plans to grow its U.S. payday loan footprint, however it is likely to open a handful of U.S. pawn locations.

EZCorp generates strong free cash flow. While the Company has typically had very little debt on its books, we point out that it is in a rapid growth phase. Following the completion of its investment in Cash Converters, we believe the company will focus on executing its de novo expansion in Mexico and Canada. However, management indicated that it anticipates costs associated with expansion will total just \$3MM. While the company will probably use some excess cash flow to fund pawn and payday loan balances, we believe it will be in a position to look for additional acquisition opportunities or perhaps repurchase shares.

	Previous	Earni	ngs Per	Share		P/E		Enterprise	Esti	mated EB	ITDA	Est	EV/EBI	TDA	EPS G	browth	Est EBITD	A Growth
Ticker	Close	2009	2010	2011	2009	2010	2011	Value	2009	2010	2011	2009	2010	2011	2010	2011	2010	2011
CSH	\$32.49	\$3.04	\$3.50	\$3.85	10.7x	9.3x	8.4x	\$1,331	\$212	\$239	\$262	6.3x	5.6x	5.1x	15%	10%	13%	10%
FCFS	\$18.22	\$1.39	\$1.61	\$1.91	13.1x	11.3x	9.5x	\$498	77.4	86.6	100.4	6.4x	5.7x	5.0x	16%	18%	12%	16%
DLLR	\$21.63	\$0.07	\$1.75	\$2.24	NA	12.3x	9.6x	\$740	124.1	156.1	164.2	6.0x	4.7x	4.5x		28%	26%	5%
PRAA	\$46.75	\$2.80	\$3.48	\$4.24	16.7x	13.4x	11.0x	\$753	89.4	110.1	137.2	8.4x	6.8x	5.5x	24%	22%	23%	25%
ECPG	\$17.38	\$1.25	\$1.57	\$1.99	13.9x	11.1x	8.7x	\$486	65.5	82.7		7.4x	5.9x	NA	25%	27%	26%	
Average					13.6x	11.5x	9.5x					6.9x	5.8x	5.0x	20%	21%	20%	14%
EZPW	\$13.78	\$1.42	\$1.67	\$1.85	9.7x	8.3x	7.5x	\$625	\$113	\$134	\$146	5.5x	4.7x	4.3x	17%	11%	18%	9%

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Source:	FirstCall,	Feltl	&	Com	pany

		1		Dec-08	Mar-09	Jun-09	Sep-09		
EV/EBITDA Calculation	2006	2007	2008	1Q09	2Q09	3Q09	4Q09	FY2009	2010E
Enterprise Value									
Shares	42.3	43.2	43.5	44.7	49.3	49.3	49.3	49.3	49.7
Share Price	\$12.89	\$13.45	\$18.80	\$15.21	\$11.57	\$13.66	\$13.66	\$13.66	\$17.00
Market Cap	544.8	581.2	817.2	679.8	570.1	673.2	673.3	673.3	844.1
Debt	0.0	0.0	0.0	40.3	40.0	37.5	35.0	35.0	17.5
Cash	29.9	22.5	27.4	41.6	55.2	46.5	44.8	44.8	39.2
Net Debt	(29.9)	(22.5)	(27.4)	(1.3)	(15.2)	(9.0)	(9.8)	(9.8)	(21.7)
Preferred Stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority Interest	19.3	35.7	38.4	37.9	34.7	34.8	38.9	38.9	88.3
Enterprise Value	495.6	523.0	751.3	640.6	520.1	629.3	624.6	624.6	734.0
EBITDA Calculation									
Net Revenue	191.1	225.7	280.9	78.7	94.7	88.1	98.4	359.9	405.9
-Operating Expenses (includes Admin Exp)	139.5	160.4	193.9	53.9	64.4	63.5	64.9	246.7	271.9
EBITDA	51.6	65.3	87.0	24.8	30.3	24.6	33.5	113.2	134.0
EBITDA Margin	16.3%	17.6%	19.0%	19.3%	19.4%	16.6%	20.3%	18.9%	19.9%
EV/EBITDA	9.6x	8.0x	8.6x	6.5x	4.3x	6.4x	4.7x	5.5x	5.5x
Source: Feltl & Company									

Feltl and Company Research Department

November 6,	2009
	2007



				Dec-08	Mar-09	Jun-09	Sep-09		Dec-09	Mar-10	Jun-10	Sep-10		
Income Statement	2006	2007	2008	1Q09	2Q09	3Q09	4Q09	FY2009	1Q10	2Q10	3Q10	4Q10	2010E	2011E
Sales	177.4	193.0	232.6	64.6	89.0	81.3	88.7	323.6	85.5	94.3	84.7	96.9	361.3	386.9
Pawn Service Charges	65.3	73.6	94.2	26.4	33.5	32.9	37.4	130.2	36.7	37.2	38.0	42.5	154.5	167.2
Signature Loan Fees	71.8	104.3	128.5	36.0	31.6	30.8	34.9	133.3	34.3	33.3	33.1	35.8	136.5	148.3
Auto Title Loan Fees	0.0	0.0	0.0	0.2	0.4	1.0	1.9	3.6	2.4	3.2	4.0	5.0	14.6	27.0
Other	1.3	1.3	2.1	1.4	1.7	1.7	1.9	6.8	1.9	1.9	1.9	1.9	7.4	7.4
Total Revenue	315.9	372.2	457.4	128.6	156.3	147.8	164.8	597.5	160.8	169.9	161.7	182.0	674.4	736.8
Cost Of Goods Sold	106.9	118.0	139.4	40.4	56.4	51.0	55.8	203.6	53.9	59.9	53.8	61.6	229.2	246.3
Gross Revenue	209.0	254.2	318.0	88.2	99.8	96.8	109.0	393.9	106.9	110.0	107.9	120.5	445.2	490.4
Signature Loan Bad Debt	17.9	28.5	37.2	9.5	5.1	8.6	10.4	33.5	10.0	9.4	9.0	9.4	37.7	37.3
Auto Title Loan Bad Debt	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.4	0.3	0.4	0.4	0.5	1.5	2.7
Total Bad Debt	17.9	28.5	37.2	9.5	5.1	8.7	10.6	33.9	10.3	9.7	9.4	9.9	39.3	40.1
Net Revenue	191.1	225.7	280.9	78.7	94.7	88.1	98.4	359.9	96.6	100.3	98.5	110.6	405.9	450.4
Operations	111.7	128.6	157.5	43.5	54.6	53.8	54.3	206.2	52.1	56.4	57.7	62.2	228.3	255.8
Administration	27.7	31.7	36.3	10.4	9.8	9.7	10.6	40.5	10.6	10.5	10.8	11.6	43.6	47.9
Depreciation & Amortization	8.6	9.8	12.4	3.1	3.2	3.3	3.3	12.7	3.3	3.3	3.3	3.3	13.2	13.2
(Gain) Loss On Disposed Assets	(0.0)	0.0	0.9	(0.3)	(0.5)	(0.1)	(0.1)	(1.0)	0.0	0.0	0.0	0.0	0.0	0.0
Total Operating Expenses	148.1	170.2	207.2	56.7	67.0	66.6	68.1	258.5	66.1	70.2	71.8	77.0	285.1	317.0
Operating Income	43.0	55.5	73.7	22.0	27.7	21.5	30.3	101.5	30.6	30.0	26.7	33.5	120.8	133.4
Operating Margin	13.6%	14.9%	16.1%	17.1%	17.7%	14.5%	18.4%	17.0%	19.0%	17.7%	16.5%	18.4%	17.9%	18.1%
Operating Margin To Net Revenue	22.5%	24.6%	26.2%	28.0%	29.2%	24.4%	30.8%	28.2%	31.6%	30.0%	27.1%	30.3%	29.8%	29.6%
Interest Income	0.5	1.7	0.5	0.1	0.1	0.1	0.0	0.3	0.0	0.0	0.1	0.1	0.2	0.9
Interest Expense	(0.4)	(0.3)	(0.4)	(0.2)	(0.5)	(0.4)	(0.4)	(1.4)	(0.3)	(0.3)	(0.3)	(0.2)	(1.1)	(0.6)
Minority Interest	2.4	2.9	4.3	0.9	1.4	0.9	1.9	5.0	1.4	1.9	1.6	2.1	7.0	8.0
Other	0.0	0.1	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0
Net Interest Income (Expense)	2.5	4.4	4.4	0.9	1.0	0.5	1.5	3.8	1.1	1.7	1.4	2.0	6.1	8.3
Pre-Tax Income	45.5	59.9	78.1	22.9	28.7	21.9	31.8	105.3	31.7	31.7	28.1	35.5	126.9	141.6
Tax Expense	16.2	22.1	25.6	8.1	10.3	7.5	10.9	36.8	11.1	11.1	9.8	12.4	44.4	49.6
Net Income	29.3	37.9	52.4	14.8	18.3	14.4	20.9	68.5	20.6	20.6	18.2	23.1	82.5	92.1
Diluted Earnings Per Share	\$0.69	\$0.88	\$1.21	\$0.33	\$0.37	\$0.29	\$0.42	\$1.42	\$0.42	\$0.42	\$0.37	\$0.46	\$1.67	\$1.85
Q/Q % Growth				-10.0%	12.1%	-12.0%	14.3%		-1.9%	-0.1%	-11.7%	26.4%		
Y/Y% Growth		26.6%	38.1%	14.4%	23.5%	16.8%	15.2%	737.8%	25.7%	12.0%	26.0%	9.4%	17.1%	10.7%
Diluted Shares	42.3	43.2	43.3	44.7	49.3	49.3	49.3	48.1	49.4	49.5	49.6	49.7	49.5	49.9
Tax Rate	35.7%	36.8%	32.8%	35.2%	36.1%	34.4%	34.2%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%	35.0%

Source: Feltl & Company

Feltl and Company Research Department

November 6, 2009



				Dec-08	Mar-09	Jun-09	Sep-09		Dec-09	Mar-10	Jun-10	Sep-10		
Balance Sheet	2006	2007	2008	1Q09	2Q09	3Q09	4Q09	FY2009	1Q10	2Q10	3Q10	4Q10	2010E	2011E
Cash & Cash Equivalents	29.9	22.5	27.4	41.6	55.2	46.5	44.8	44.8	10.0	32.9	42.8	39.2	39.2	93.8
Pawn Loans	50.3	60.7	75.9	93.8	79.4	94.6	101.7	101.7	99.4	95.1	97.5	108.5	108.5	118.9
Payday Loans	2.4	4.8	7.1	8.2	6.4	7.6	8.4	8.4	8.7	7.7	7.9	8.9	8.9	9.8
Auto Title Loans	0.0	0.0	0.0	1.2	0.9	1.1	1.7	1.7	2.7	3.8	5.0	6.2	6.2	10.4
Pawn Service Charge Receivable	8.2	10.1	12.8	16.9	14.6	16.7	18.2	18.2	17.4	16.6	17.1	19.0	19.0	20.8
Signature Loan Fees Receivable	4.4	6.0	5.4	6.0	4.4	5.1	5.6	5.6	5.7	4.9	4.9	5.5	5.5	5.8
Auto Title Loan Fees Receivable	0.0	0.0	0.0	0.1	0.1	0.4	0.5	0.5	0.9	1.3	1.7	2.2	2.2	3.6
Inventory	35.6	37.9	43.2	64.6	56.0	57.1	64.0	64.0	69.1	59.9	61.1	68.5	68.5	73.3
Deferred Tax Asset	7.2	9.0	10.9	15.8	15.8	15.8	15.7	15.7	15.8	15.8	15.8	15.7	15.7	15.7
Federal Income Tax Receivable	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0
Prepaid Expenses & Other	3.9	6.1	9.1	12.3	13.6	14.9	16.9	16.9	15.1	15.2	15.3	17.4	17.4	18.0
Total Non-Cash Current Assets	112.1	134.7	164.5	218.8	191.6	213.4	232.6	232.6	234.8	220.8	226.4	252.0	252.0	276.3
Investment In Unconsolidated Affiliate	19.3	35.7	38.4	37.9	34.7	34.8	38.9	38.9	88.3	88.3	88.3	88.3	88.3	88.3
Property & Equipment	29.4	33.8	40.1	46.7	48.2	49.8	51.2	51.2	51.3	53.0	53.7	55.2	55.2	59.1
Deferred Tax Asset, Non-Current	3.7	4.8	8.1	7.8	8.5	9.1	6.3	6.3	9.0	9.0	9.1	6.3	6.3	6.3
Goodwill	0.8	16.2	24.4	98.3	99.0	100.7	100.7	100.7	100.7	100.7	100.7	100.7	100.7	100.7
Other Assets	2.6	3.4	5.8	18.7	17.5	17.9	18.1	18.1	19.3	18.1	18.4	18.6	18.6	19.2
Non-Current Assets	55.9	93.9	116.8	209.3	207.9	212.3	215.1	215.1	268.6	269.1	270.3	269.2	269.2	273.7
Total Assets	197.9	251.2	308.7	469.7	454.8	472.2	492.5	492.5	513.4	522.8	539.4	560.4	560.4	643.7
Current Portion of Long-term Debt	0.0	0.0	0.0	10.0	10.0	10.0	10.0	10.0	7.5	5.0	2.5	2.5	2.5	2.5
Accounts Payable & Accrued Expenses	22.6	25.6	29.4	48.5	30.5	34.0	33.8	33.8	38.8	32.0	35.7	35.5	35.5	36.6
Customer Deposits	1.9	2.0	2.3	2.9	4.3	3.6	4.2	4.2	3.6	4.3	4.1	4.8	4.8	4.8
Income Tax Payable	0.0	4.8	0.2	3.2	0.0	2.0	0.6	0.6	1.0	1.0	1.0	1.0	1.0	1.0
Current Liabilities	24.5	32.4	32.0	64.6	44.8	49.5	48.6	48.6	50.9	42.3	43.3	43.8	43.8	44.9
Deferred Gains & Other	3.2	2.9	3.7	3.6	3.5	3.4	3.2	3.2	3.7	3.6	3.5	3.4	3.4	3.6
Long-Term Debt	0.0	0.0	0.0	30.3	30.0	27.5	25.0	25.0	22.5	20.0	17.5	15.0	15.0	5.0
Non-Current Liabilities	3.2	2.9	3.7	33.9	33.5	30.9	28.2	28.2	26.2	23.6	21.0	18.4	18.4	8.6
Total Liabilities	27.7	35.3	35.7	98.5	78.3	80.4	76.8	76.8	77.2	66.0	64.3	62.2	62.2	53.5
Class A Non-Voting Common Stock	0.4	0.4	0.4	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
Class B Voting Common Stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Additional Paid In Capital	124.6	131.1	135.9	224.9	216.4	216.0	216.0	216.0	216.0	216.0	216.0	216.0	216.0	216.0
Retained Earnings	44.0	81.8	134.2	149.0	167.3	181.7	202.6	202.6	223.2	243.8	262.0	285.1	285.1	377.2
Treasury Stock	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
AOCI	1.2	2.6	2.6	(3.2)	(7.7)	(6.3)	(3.4)	(3.4)	(3.4)	(3.4)	(3.4)	(3.4)	(3.4)	(3.4)
Total Shareholders Equity	170.1	215.9	273.1	371.2	376.5	391.8	415.7	415.7	436.3	456.9	475.1	498.2	498.2	590.2
Liabilities And Shareholders Equity	197.9	251.2	308.7	469.7	454.8	472.2	492.5	492.5	513.4	522.8	539.4	560.4	560.4	643.7
check	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Source: Feltl & Company

Analyst Certification

I, Joshua J. Elving, certify that the views expressed in this research report accurately reflect my personal views about the subject company and its securities. I also certify that I have not been, am not, and will not be receiving direct or indirect compensation related to the specific recommendations expressed in this report.

Important Disclosures:

The analyst or a member of his/her household **does not** hold a long or short position, options, warrants, rights or futures of this security in their personal account(s).

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There is not any actual material conflict of interest that either the analyst or Feltl and Company is aware of.

The analyst has not received any compensation for any investment banking business with this company in the past twelve months and does not expect to receive any in the next three months.

Feltl and Company has not been engaged for investment banking services with the subject company during the past twelve months and does not anticipate receiving compensation for such services in the next three months.

Feltl and Company has not served as a broker, either as agent or principal, buying back stock for the subject company's account as part of the company's authorized stock buy-back program in the last twelve months.

No director, officer or employee of Feltl and Company serves as a director, officer or advisory board member to the subject company.

Feltl and Company Rating System: Feltl and Company utilizes a four tier rating system for potential total returns over the next 12 months.

Strong Buy: The stock is expected to have total return potential of at least 30%. Catalysts exist to generate higher valuations, and positions should be initiated at current levels.

Buy: The stock is expected to have total return potential of at least 15%. Near term catalysts may not exist and the common stock needs further time to develop. Investors requiring time to build positions may consider current levels attractive.

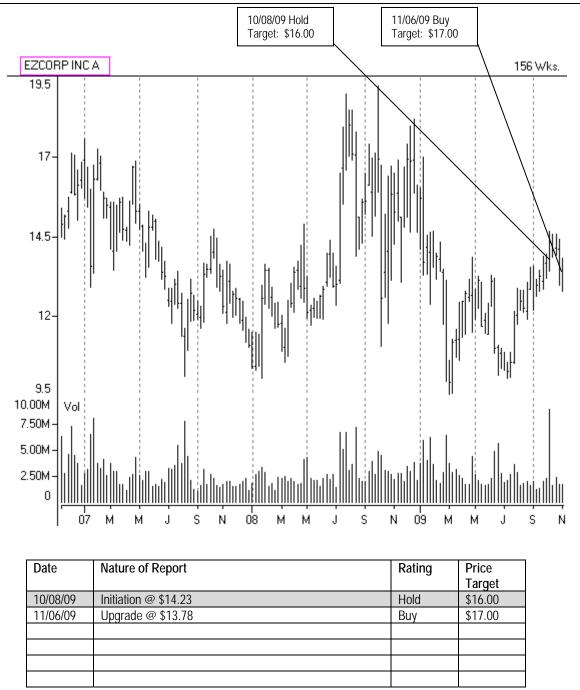
Hold: The stock is expected to have total return potential of less than 15%. Fundamental events are not present to make it either a Buy or a Sell. The stock is an acceptable longer-term holding.

Sell: Expect a negative total return. Current positions may be used as a source of funds.

			Investm	ent Banking
	Number of	Percent	Number of	Percent of
Rating	Stocks	of Total	Stocks	Rating category
SB/Buy	26	62%	2	8%
Hold	15	36%	0	0%
Sell	1	2%	0	0%
	42	100%	2	5%

Feltl and Company

SECURITIES BROKERAGE AND INVESTMENT BANKING



Feltl and Company **does not** make a market in the subject security at the date of publication of this report. As a market maker, Feltl and Company could act as principal or agent with respect to the purchase or sale of those securities.

Valuation and Price Target Methodology:

We rate EZPW shares BUY. Our \$17 target is based on a 10x multiple applied to our FY2010 EPS estimate of \$1.67, which is in-line with the peer group. We point out that our \$17 target represents just a 5.5x multiple of EV/FY2010 EBITDA, which is well below where the peer group currently trades. Furthermore, today's price represents just a 4.3x EV/EBITDA multiple. We remain somewhat cautious on EZPW's store-based payday loan model, but view the risk-reward at current levels is attractive. In addition, we believe the Company's investment in Albemarle & Bond is a hidden gem and point out that it is carried at approximately 50% of its market value based on its share price.

Risks to Achievement of Estimates and Price Target:

- Earnings and financial position are affected by changes in gold prices. A decrease in the value of gold could result in lower jewelry sales or sales at a lower price point resulting in weaker margins. Furthermore, a decrease in the value of gold would likely pressure margins on gold scrapping.
- Changes in laws or regulatory standards could have a negative impact on the Company's ability to generate enough interest and fee income to cover its loan losses. As we have seen in the past, tougher usury limits have caused payday lenders to leave various markets indefinitely. While we do not believe there is any pending legislation that would impair the Company's operations in the near-term, we point out that risk remains longer-term.
- A deterioration in the broader economy may negatively impact consumer willingness to buy merchandise from EZPW's pawn stores. While a tough economy could lead to higher loan requests, it could also lead to price cuts and lower margins on the sale of existing inventory.
- An entity controlled by Philip Cohen holds all of voting shares and thus controls the outcome of a shareholder vote. This may negatively impact the value of the publicly traded stock.

Other Disclosures:

The information contained in this report is based on sources considered to be reliable, but not guaranteed, to be accurate or complete. Any opinions or estimates expressed herein reflect a judgment made as of this date, and are subject to change without notice. This report has been prepared solely for informative purposes and is not a solicitation or an offer to buy or sell any security. The securities described may not be qualified for purchase in all jurisdictions. Because of individual requirements, advice regarding securities mentioned in this report should not be construed as suitable for all accounts. This report does not take into account the investment objectives, financial situation and needs of any particular client of Feltl and Company. Some securities mentioned herein relate to small speculative companies that may not be suitable for some accounts. Feltl and Company suggests that prior to acting on any of the recommendations herein, the recipient should consider whether such a recommendation is appropriate given their investment objectives and current financial circumstances. Past performance does not guarantee future results. Additional information is available upon request.

EQUITY CAPITAL MARKETS DIRECTORY



SECURITIES BROKERAGE AND INVESTMENT BANKING

RESEARCH DEPARTMENT

Brent R. Rystrom Director of Equity Research 612-492-8810

Ernest W. Andberg, CFA (612) 492-8836

> Jay M. Meier (612) 492-8847

Mark E. Smith (612) 492-8806

Joshua J. Elving (612) 492-8872

Shawn P. Bitzan (612) 492-8816

INSTITUTIONAL SALES: (866) 338-3522

Thomas Pierce Senior Vice President – Institutional Sales (612) 492-8817

Mark Hagen (612) 492-8846

Ryan Quade (612) 492-8807

Brandt Wendland (612) 492-8855

John Stratton (612) 492-8826

Thomas Walters (612) 492-8829

TRADING: (866) 777-9862

William W. Koop

Director of Equity Trading (612) 492-8830

Elliott Randolph Institutional Sales Trading (612) 492-8867

Cory Carlson Institutional Sales Trading (612) 492-8858

Luke J. Weimerskirch Institutional Sales Trading (612)492-8832