

For Immediate Release:



**First Cash Reports Third Quarter Earnings of \$0.25; Up 32% Over Prior Year**

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**Company Marks 23rd Consecutive Quarter of Double-Digit Earnings Growth;  
Year-to-Date Store Openings Total 63, Up 85% Over Prior Year**

ARLINGTON, Texas (October 18, 2006) -- First Cash Financial Services, Inc. (Nasdaq Stock Market: "FCFS") today announced record-setting third quarter revenues, net income and earnings per share for the three months ended September 30, 2006. This marked First Cash's 23rd consecutive quarter of double-digit earnings per share growth.

**Earnings**

- Diluted earnings per share for the third quarter of 2006 were \$0.25, a 32% increase compared to diluted earnings per share of \$0.19 in the third quarter of 2005.
- For the nine months ended September 30, 2006, diluted earnings per share were \$0.67, an increase of 26% over earnings per share of \$0.53 for the same nine-month period in 2005.
- Diluted earnings per share for the trailing twelve months ended September 30, 2006 were \$0.90, an increase of 27% over \$0.71 per share for the trailing twelve months ended September 30, 2005.
- Net income for the third quarter of 2006 was \$7.9 million, a 25% increase over third quarter 2005 net income of \$6.4 million. Year-to-date net income was \$22.1 million, compared to \$17.7 million for the first nine months of 2005, which also represents an increase of 25%.

**Revenues**

- Consolidated revenues for the third quarter of 2006 increased 28%, totaling \$69 million, compared to \$54 million in the comparative 2005 period. Year-to-date revenues were \$182 million, up from \$148 million in the comparative prior-year period, which represents a 23% increase.
- Same-store revenues for the third quarter of 2006 increased 9% over the comparable prior-year period, while year-to-date same-store revenues increased 10% over the comparable prior-year period.
- Revenues from Auto Master, a buy-here/pay-here automotive retailer acquired on August 25, 2006, totaled \$6.7 million for the period August 26, 2006 through September 30, 2006. Auto Master's revenues included \$6.4 million in automobile sales and \$329,000 in finance charges.

### **New Store Openings**

- A total of 20 new pawn and short-term/payday advance stores were opened during the third quarter of 2006. Year-to-date, the Company has opened 63 stores, an increase of 85% over the 34 stores opened in the first nine months of 2005. The net effect of opening these 63 new stores during the first nine months of 2006 was a reduction in third quarter earnings of approximately \$0.02 per share.
- In addition to the new store openings, the Company acquired eight buy-here/pay-here automobile dealerships through its acquisition of Auto Master. The dealerships are located in Northwest Arkansas, Missouri and Oklahoma.
- The overall store and dealership count totals 398 units as of September 30, 2006, a 27% increase over the 313 units open at September 30, 2005.

### **Operating Metrics**

- The consolidated operating margin, calculated as income before taxes as a percentage of revenues, for the trailing twelve months ended September 30, 2006 was 19.3%, compared to 18.9% for the comparable trailing twelve months of 2005.
- Return on stockholders' equity increased to 17.9% for the trailing twelve months ended September 30, 2006, compared to 16.0% for the comparable prior-year period.
- Year-over-year pawn loan growth was strong across all markets. At September 30, 2006, U.S. pawn balances totaled \$21.4 million, an increase of 13% over the prior year, while pawn balances in Mexico totaled \$13.3 million, an increase of 30% over the prior year. Combined short-term/payday advance and third-party credit services loans outstanding totaled \$17.9 million at quarter end. Excluding the Company's ten locations in Illinois, where loan balances have decreased due to new legislation, short-term advance and third-party credit services loan balances outstanding in the Company's short-term/payday advance locations increased 20% year-over-year.
- The year-to-date gross margin on total pawn merchandise sales increased to 41%, compared to 40% for the prior year. For the third quarter of 2006, the margin was 42%, an improvement over the 39% margin recorded in the prior-year quarter, which is primarily due to increased pricing on merchandise sales.
- The year-to-date short-term/payday advance and credit services loss provision for 2006 remains unchanged from the prior year at 21% of fees. The current quarter credit provision is slightly more than the same quarter last year; however, the prior-year third quarter credit provision expense was reduced as a result of non-recurring sales of certain very old charged-off loan portfolios. Excluding such non-recurring sales, the third quarter 2006 credit provision as a percent of fees decreased, or improved, as compared to the prior-year quarter.

### **Financial Position & Liquidity**

- Earnings before interest, taxes, depreciation and amortization (EBITDA) for the trailing twelve-month period ended September 30, 2006 totaled \$53 million, an increase of 25% over the comparative prior-year period. A detailed reconciliation of this non-GAAP financial measure to net income is provided elsewhere in this release.
- The Auto Master acquisition was funded through a combination of cash, seller financing and amounts drawn on the revolving bank line of credit. In anticipation of this transaction, the Company increased its bank line of credit facility from \$25 million to \$50 million. As of September 30, 2006, the Company's outstanding interest-bearing debt was comprised of \$10 million in notes payable to individuals and \$31 million on the

Company's line of credit. Including the acquisition-related debt, the ratio of total assets to total liabilities at September 30, 2006 is 4 to 1 and the current ratio stands at 7 to 1. The Company anticipates paying off the bank line of credit, utilizing internally generated cash flows, within the next six to eight quarters.

### **2006 and 2007 Outlook**

- The Company is reiterating its recently increased guidance for 2006 diluted earnings per share estimated at \$0.96 to \$0.97. The forecast range represents 26% to 28% growth over 2005 diluted earnings per share. For the fourth quarter of 2006, the Company's estimated range of earnings per share is \$0.29 to \$0.30, an increase of 26% to 30% over the fourth quarter of 2005.
- Looking ahead to 2007, the Company expects continued earnings growth from its core pawn and short-term/payday advance businesses, primarily driven through its well-established store expansion strategy. Including the projected accretive earnings impact from Auto Master, the Company's earnings per share estimate for 2007 is \$1.25 to \$1.30 per share. This represents an increase of 29% to 34% over the upper end of the 2006 guidance.
- With 63 new pawn and short-term/payday advance stores opened year-to-date, the Company has already achieved its full-year 2006 target of 60 to 70 new store openings. First Cash intends to continue its new store expansion program in 2007, with a total of 70 to 75 new pawn and short-term/payday advance stores anticipated for opening. In addition, Company forecasts include opening 3 to 5 new Auto Master buy-here/pay-here dealerships during the remainder of 2006 and 2007.

### **Commentary & Analysis**

Mr. Rick Wessel, Vice-Chairman and President, commented on the Company's third quarter operating results, "This was an outstanding quarter in every respect, as we posted record quarterly consolidated revenue and earnings results, which included a 28% increase in revenues and a 32% increase in earnings per share. Our core pawn and short-term/payday advance operations continued to grow at or above our own high expectations. In addition, we demonstrated ongoing commitment to further acceleration and diversification of our growth platforms, through both our pawn and short-term/payday advance store expansion programs and through the recent acquisition of the Auto Master buy-here/pay-here automobile dealerships."

In addition to the strong third quarter and year-to-date revenue and earnings results, the Company achieved positive results in other key operating metrics. As noted above, pawn loan growth in the Company's domestic locations, which are all mature stores, has been especially strong over the entire year, while the Mexico pawn locations experienced a significant seasonal surge in loan balances during the third quarter. Short-term advance growth remains solid in most markets, and despite macro concerns over consumer credit quality, the Company's loss provision on short-term advances has remained consistent as a percentage of revenues compared to the prior year.

The Company has also significantly exceeded its internal expectations for year-to-date store openings. As of September 30, 2006, a total of 63 stores have been opened. In comparing the 63 year-to-date store openings to the 34 stores opened in the first nine months of 2005, Mr. Doug Orr, Executive Vice President and Chief Financial Officer, noted, "We view it as a significant accomplishment for us to absorb such an increase in year-over-year store opening expenses and simultaneously grow earnings to record levels. In addition, the fact that so many of these new 2006 stores were opened early in the year should make them more accretive to earnings in 2007."

The acquisition of Auto Master represents another key highlight of the third quarter. Based in Northwest Arkansas, Auto Master owns and operates eight buy-here/pay-here used automobile dealerships. The customers of Auto Master, many of whom are "under-banked" or otherwise

credit-challenged, typically utilize the in-house financing programs offered at the dealerships, which feature affordable weekly or bi-weekly payment plans. "Adding Auto Master represents an exciting and important strategic initiative and new growth platform for First Cash," according to Mr. Wessel, "The buy-here/pay-here industry offers significant growth potential within a stable regulatory environment and it expands and diversifies the suite of products and services available to our core customer base." In addition, the Company expects the Auto Master transaction to be accretive to earnings beginning in 2006 and beyond.

In regard to financial position and liquidity, the Company's balance sheet and cash flow metrics remain strong as well. Year-to-date, First Cash has utilized operating cash flows to fund \$25 million in stock repurchases and \$11 million in capital expenditures primarily related to new store openings. Total assets of the Company at September 30, 2006 are \$236 million, which represents a 37% increase over the prior year.

In summary, Mr. Alan Barron, Chief Executive Officer and Chief Operating Officer, said, "As we approach a six-year run of consecutive double-digit quarterly earnings growth, it is also noteworthy that over the same six-year period First Cash has posted average annual earnings growth in excess of 25%. Our 2006 operating results show continued acceleration of these growth and performance results. We remain confident and excited about First Cash's ability to innovate, grow and deliver long-term value to our shareholders."

### **Forward-Looking Information**

This release may contain forward-looking statements about the business, financial condition and prospects of First Cash Financial Services, Inc. ("First Cash" or the "Company"). Forward-looking statements, as that term is defined in the Private Securities Litigation Reform Act of 1995, can be identified by the use of forward-looking terminology such as "believes," "projects," "expects," "may," "estimates," "should," "plans," "intends," "could," or "anticipates," or the negative thereof, or other variations thereon, or comparable terminology, or by discussions of strategy. Forward-looking statements can also be identified by the fact that these statements do not relate strictly to historical or current matters. Rather, forward-looking statements relate to anticipated or expected events, activities, trends or results. Because forward-looking statements relate to matters that have not yet occurred, these statements are inherently subject to risks and uncertainties. Forward-looking statements in this release include, without limitation, the Company's expectations of earnings per share, earnings growth, expansion strategies, earnings accretion from acquisitions, store and dealership openings, future liquidity, cash flows, debt levels and other performance results. These statements are made to provide the public with management's current assessment of the Company's business. Although the Company believes that the expectations reflected in forward-looking statements are reasonable, there can be no assurances that such expectations will prove to be accurate. Security holders are cautioned that such forward-looking statements involve risks and uncertainties. The forward-looking statements contained in this release speak only as of the date of this statement, and the Company expressly disclaims any obligation or undertaking to report any updates or revisions to any such statement to reflect any change in the Company's expectations or any change in events, conditions or circumstances on which any such statement is based. Certain factors may cause results to differ materially from those anticipated by some of the statements made in this release. Such factors are difficult to predict and many are beyond the control of the Company and may include changes in regional, national or international economic conditions, changes in consumer borrowing and repayment behaviors, credit losses, changes or increases in competition, the ability to locate, open and staff new stores and dealerships, the availability or access to sources of inventory, inclement weather, the ability to successfully integrate acquisitions, the ability to retain key management personnel, the ability to operate with limited regulation as a credit services organization in Texas, new legislative initiatives or governmental regulations (or changes to existing laws and regulations) affecting payday advance businesses, credit services organizations, pawn businesses and buy-here/pay-here automotive retailers in both the U.S. and Mexico, unforeseen litigation,

changes in interest rates, changes in tax rates or policies, changes in gold prices, changes in energy prices, changes in used vehicle prices, cost of funds, changes in foreign currency exchange rates, future business decisions, and other uncertainties. These and other risks and uncertainties are indicated in the Company's 2005 Annual Report on Form 10-K (see "Item 1A. Risk Factors") and updated in subsequent quarterly reports on Form 10-Q.

### **About First Cash**

First Cash Financial Services, Inc. is a leading provider of specialty consumer financial services and related retail products. Its pawn stores make small loans secured by pledged personal property, retail pawned merchandise acquired through loan forfeitures and in certain locations provide payday advances and credit services products. The Company's short-term/payday advance locations provide various combinations of short-term/payday advance products, check-cashing, credit services and other financial services products. First Cash also operates automobile dealerships and related financing operations focused exclusively on the "buy-here/pay-here" segment of the used vehicle market. The Company owns and operates approximately 400 stores and buy-here/pay-here dealerships in thirteen U.S. states and eight states in Mexico. In addition, First Cash is an equal partner in Cash & Go, Ltd., a joint venture, which owns and operates 40 check-cashing and financial services kiosks located inside convenience stores. First Cash has been recognized for five consecutive years by Forbes magazine as one of its "**200 Best Small Companies.**" This annual ranking is based on a combination of profitability and growth performance measures over the most current one and five-year periods.

First Cash's common stock (ticker symbol "FCFS") is traded on the **Nasdaq Global Select Market**, which has the highest initial listing standards of any stock exchange in the world based on financial and liquidity requirements.

**FIRST CASH FINANCIAL SERVICES, INC.**

**CONDENSED CONSOLIDATED STATEMENTS OF INCOME**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	<u>2006</u> <sup>(1)</sup>	<u>2005</u>	<u>2006</u> <sup>(1)</sup>	<u>2005</u>
	(unaudited)			
	(in thousands, except per share amounts)			
Revenues:				
Merchandise sales .....	\$ <b>36,988</b>	\$ 25,441	\$ <b>95,850</b>	\$ 72,222
Finance and service charges.....	<b>31,479</b>	27,932	<b>82,685</b>	72,386
Other .....	<b>1,005</b>	934	<b>3,012</b>	3,026
	<b>69,472</b>	54,307	<b>181,547</b>	147,634
Cost of revenues:				
Cost of goods sold.....	<b>20,781</b>	15,635	<b>55,314</b>	43,605
Credit loss provision .....	<b>6,789</b>	4,257	<b>11,328</b>	8,856
Other .....	<b>122</b>	72	<b>312</b>	206
	<b>27,692</b>	19,964	<b>66,954</b>	52,667
Net revenues .....	<b>41,780</b>	34,343	<b>114,593</b>	94,967
Expenses and other income:				
Store operating expenses.....	<b>21,086</b>	17,574	<b>57,853</b>	49,499
Administrative expenses .....	<b>6,031</b>	5,251	<b>16,801</b>	13,676
Depreciation and amortization .....	<b>2,090</b>	1,533	<b>5,690</b>	4,195
Interest expense .....	<b>219</b>	-	<b>219</b>	-
Interest income .....	<b>(141)</b>	(46)	<b>(691)</b>	(217)
	<b>29,285</b>	24,312	<b>79,872</b>	67,153
Income before income taxes .....	<b>12,495</b>	10,031	<b>34,721</b>	27,814
Provision for income taxes .....	<b>4,560</b>	3,661	<b>12,669</b>	10,152
Net income .....	<b>\$ 7,935</b>	\$ 6,370	<b>\$ 22,052</b>	\$ 17,662
Net income per share:				
Basic .....	<b>\$ 0.26</b>	\$ 0.20	<b>\$ 0.70</b>	\$ 0.56
Diluted .....	<b>\$ 0.25</b>	\$ 0.19	<b>\$ 0.67</b>	\$ 0.53
Weighted average common shares outstanding:				
Basic .....	<b>30,938</b>	31,142	<b>31,514</b>	31,542
Diluted .....	<b>32,283</b>	32,866	<b>32,866</b>	33,242

(1) On August 25, 2006, the Company acquired Guaranteed Auto Finance, Inc. and SHAC, Inc. (collectively doing business as "Auto Master"). Accordingly, the Consolidated Statement of Income includes the results of Auto Master for the period August 26, 2006 through September 30, 2006. All significant intercompany accounts have been eliminated.

**FIRST CASH FINANCIAL SERVICES, INC.**

**CONDENSED CONSOLIDATED BALANCE SHEETS**

	September 30,	
	<b>2006</b> <sup>(1)</sup>	2005
	(unaudited, in thousands)	
<b>Assets:</b>		
Cash and cash equivalents .....	\$ 20,789	\$ 29,657
Service fees receivable .....	5,203	4,227
Customer receivables, net of allowance .....	71,692	35,750
Inventories .....	28,018	21,461
Prepaid expenses and other current assets .....	7,026	4,005
Total current assets .....	132,728	95,100
Property and equipment, net .....	29,119	22,396
Goodwill and other intangible assets .....	72,631	53,237
Other .....	1,208	938
	<b>\$ 235,686</b>	<b>\$ 171,671</b>
<b>Liabilities and stockholders' equity:</b>		
Current portion of long-term debt .....	\$ 2,250	\$ -
Accounts payable .....	2,091	945
Accrued liabilities .....	14,228	9,242
Total current liabilities .....	18,569	10,187
Revolving credit facility .....	31,000	-
Long-term debt, net of current portion .....	7,750	-
Deferred income taxes payable .....	9,245	8,569
Total liabilities .....	66,564	18,756
Stockholders' equity .....	169,122	152,915
	<b>\$ 235,686</b>	<b>\$ 171,671</b>

(1) On August 25, 2006, the Company acquired Guaranteed Auto Finance, Inc. and SHAC, Inc. (collectively doing business as "Auto Master"). Accordingly, the Consolidated Balance Sheet includes the accounts of Auto Master as of September 30, 2006. All significant intercompany accounts have been eliminated.

## FIRST CASH FINANCIAL SERVICES, INC.

### Revenues, Cost of Revenues and Net Revenues by Product Line

The following tables detail revenues, cost of revenues and net revenues by product line for the three months ended September 30, 2006 and September 30, 2005 (amounts shown in thousands):

	<u>Pawn</u>	<u>Short-term/ Payday Advances</u>	<u>Buy-Here/ Pay-Here Automotive</u>	<u>Consolidated</u>
<u>Three Months Ended September 30, 2006</u>				
Revenues:				
Merchandise sales:				
Retail .....	\$ 22,087	\$ -	\$ 6,221	\$ 28,308
Wholesale .....	8,533	-	147	8,680
Finance and service charges.....	12,906	18,244	329	31,479
Other .....	<u>3</u>	<u>976</u>	<u>26</u>	<u>1,005</u>
	<u>\$ 43,529</u>	<u>\$ 19,220</u>	<u>\$ 6,723</u>	<u>\$ 69,472</u>
Cost of revenues:				
Cost of goods sold:				
Retail .....	\$ 12,285	\$ -	\$ 2,749	\$ 15,034
Wholesale .....	5,537	-	210	5,747
Credit loss provision .....	-	5,237	1,552	6,789
Other .....	<u>-</u>	<u>122</u>	<u>-</u>	<u>122</u>
	<u>\$ 17,822</u>	<u>\$ 5,359</u>	<u>\$ 4,511</u>	<u>\$ 27,692</u>
Net revenues .....	<u>\$ 25,707</u>	<u>\$ 13,861</u>	<u>\$ 2,212</u>	<u>\$ 41,780</u>
<u>Three Months Ended September 30, 2005</u>				
Revenues:				
Merchandise sales:				
Retail .....	\$ 19,245	\$ -	\$ -	\$ 19,245
Wholesale .....	6,196	-	-	6,196
Finance and service charges.....	10,732	17,200	-	27,932
Other .....	<u>32</u>	<u>902</u>	<u>-</u>	<u>934</u>
	<u>\$ 36,205</u>	<u>\$ 18,102</u>	<u>\$ -</u>	<u>\$ 54,307</u>
Cost of revenues:				
Cost of goods sold:				
Retail .....	\$ 10,593	\$ -	\$ -	\$ 10,593
Wholesale .....	5,042	-	-	5,042
Credit loss provision .....	-	4,257	-	4,257
Other .....	<u>-</u>	<u>72</u>	<u>-</u>	<u>72</u>
	<u>\$ 15,635</u>	<u>\$ 4,329</u>	<u>\$ -</u>	<u>\$ 19,964</u>
Net revenues .....	<u>\$ 20,570</u>	<u>\$ 13,773</u>	<u>\$ -</u>	<u>\$ 34,343</u>

**FIRST CASH FINANCIAL SERVICES, INC.**

**Revenues, Cost of Revenues and Net Revenues by Product Line, Continued**

The following tables detail revenues, cost of revenues and net revenues by product line for the nine months ended September 30, 2006 and September 30, 2005 (amounts shown in thousands):

	<u>Pawn</u>	<u>Short-term/ Payday Advances</u>	<u>Buy-Here Pay-Here/ Automotive</u>	<u>Consolidated</u>
<u>Nine Months Ended September 30, 2006</u>				
Revenues:				
Merchandise sales:				
Retail .....	\$ 65,858	\$ -	\$ 6,221	\$ 72,079
Wholesale .....	23,624	-	147	23,771
Finance and service charges.....	35,306	47,050	329	82,685
Other .....	13	2,973	26	3,012
	<u>\$124,801</u>	<u>\$ 50,023</u>	<u>\$ 6,723</u>	<u>\$181,547</u>
Cost of revenues:				
Cost of goods sold:				
Retail .....	\$ 36,634	\$ -	\$ 2,749	\$ 39,383
Wholesale .....	15,721	-	210	15,931
Credit loss provisions.....	-	9,776	1,552	11,328
Other .....	-	312	-	312
	<u>\$ 52,355</u>	<u>\$ 10,088</u>	<u>\$ 4,511</u>	<u>\$ 66,954</u>
Net revenues .....	<u>\$ 72,446</u>	<u>\$ 39,935</u>	<u>\$ 2,212</u>	<u>\$114,593</u>
<u>Nine Months Ended September 30, 2005</u>				
Revenues:				
Merchandise sales:				
Retail .....	\$ 56,790	\$ -	\$ -	\$ 56,790
Wholesale .....	15,432	-	-	15,432
Finance and service charges.....	29,255	43,131	-	72,386
Other .....	108	2,918	-	3,026
	<u>\$101,585</u>	<u>\$ 46,049</u>	<u>\$ -</u>	<u>\$147,634</u>
Cost of revenues:				
Cost of goods sold:				
Retail .....	\$ 31,522	\$ -	\$ -	\$ 31,522
Wholesale .....	12,083	-	-	12,083
Credit loss provision .....	-	8,856	-	8,856
Other .....	-	206	-	206
	<u>\$ 43,605</u>	<u>\$ 9,062</u>	<u>\$ -</u>	<u>\$ 52,667</u>
Net revenues .....	<u>\$ 57,980</u>	<u>\$ 36,987</u>	<u>\$ -</u>	<u>\$ 94,967</u>

## FIRST CASH FINANCIAL SERVICES, INC.

### Selected Assets by Product Line

The following table details selected assets by product line as of September 30, 2006 and September 30, 2005 (amounts shown in thousands):

	<u>Pawn</u>	<u>Short-term/ Payday Advances</u>	<u>Buy-Here Pay-Here/ Automotive</u>	<u>Consolidated</u>
<u>September 30, 2006</u>				
Customer receivables, net of allowance .....	\$ 34,699	\$ 6,459	\$ 30,534	\$ 71,692
CSO loans held by independent third-party lender (1).....	<u>-</u>	<u>11,457</u>	<u>-</u>	<u>11,457</u>
	<u>\$ 34,699</u>	<u>\$ 17,916</u>	<u>\$ 30,534</u>	<u>\$ 83,149</u>
Inventories .....	<u>\$ 24,912</u>	<u>\$ -</u>	<u>\$ 3,106</u>	<u>\$ 28,018</u>
<u>September 30, 2005</u>				
Customer receivables, net of allowance .....	\$ 29,152	\$ 6,598	\$ -	\$ 35,750
CSO loans held by independent third-party lender (1).....	<u>-</u>	<u>9,994</u>	<u>-</u>	<u>9,994</u>
	<u>\$ 29,152</u>	<u>\$ 16,592</u>	<u>\$ -</u>	<u>\$ 45,744</u>
Inventories .....	<u>\$ 21,461</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 21,461</u>

(1) CSO loans outstanding are comprised of the principal portion of active CSO loans outstanding from an independent third-party lender, which are not included on the Company's balance sheet.

### Store Openings

The following tables detail store openings and closings for the three months and nine months ended September 30, 2006:

	<u>Pawn Stores</u>	<u>Short-term/ Payday Stores</u>	<u>Buy-Here/ Pay-Here Dealerships</u>	<u>Total Stores</u>
<u>Three Months Ended September 30, 2006</u>				
Total stores, beginning of period.....	244	126	-	370
New stores opened.....	5	15	-	20
Stores acquired .....	-	-	8	8
Stores closed or consolidated .....	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total stores, end of period.....	<u>249</u>	<u>141</u>	<u>8</u>	<u>398</u>
<u>Nine Months Ended September 30, 2006</u>				
Total stores, beginning of period.....	226	102	-	328
New stores opened.....	24	39	-	63
Stores acquired .....	-	-	8	8
Stores closed or consolidated .....	<u>(1)</u>	<u>-</u>	<u>-</u>	<u>(1)</u>
Total stores, end of period.....	<u>249</u>	<u>141</u>	<u>8</u>	<u>398</u>

## FIRST CASH FINANCIAL SERVICES, INC.

For the three months and nine months ended September 30, 2006, the Company's 50% owned joint venture, Cash & Go, Ltd., operated a total of 40 kiosks located inside convenience stores in the state of Texas, which are not included in the above charts. No kiosks were opened or closed during fiscal 2006.

### Unaudited Non-GAAP Financial Information - EBITDA

EBITDA is commonly used by investors to assess a company's leverage capacity, liquidity and financial performance. EBITDA is not considered a measure of financial performance under U.S. generally accepted accounting principles ("GAAP"), and the items excluded from EBITDA are significant components in understanding and assessing the Company's financial performance. Since EBITDA is not a measure determined in accordance with GAAP and is thus susceptible to varying calculations, EBITDA, as presented, may not be comparable to other similarly titled measures of other companies. EBITDA should not be considered as an alternative to net income, cash flows provided by or used in operating, investing or financing activities or other financial statement data presented in the Company's consolidated financial statements as an indicator of financial performance or liquidity. Non-GAAP measures should be evaluated in conjunction with, and are not a substitute for, GAAP financial measures. The following table provides a reconciliation of net income to EBITDA (amounts in thousands):

	<u>Twelve Months Ended September 30,</u>	
	<u>2006</u>	<u>2005</u>
Net income .....	\$ 29,773	\$ 23,754
Adjustments:		
Interest expense .....	219	13
Interest income .....	(791)	(242)
Income taxes .....	16,812	13,730
Depreciation and amortization .....	<u>7,299</u>	<u>5,386</u>
Earnings before interest, income taxes, depreciation and amortization .....	<u>\$ 53,312</u>	<u>\$ 42,641</u>

For further information, please contact:

Rick Wessel, Vice Chairman & President  
Doug Orr, Executive Vice President & Chief Financial Officer

Phone: (817) 505-3199  
Email: [investorrelations@firstcash.com](mailto:investorrelations@firstcash.com)  
Website: [www.firstcash.com](http://www.firstcash.com)