



Tuesday, September 8th at 11:00 a.m. ET/10:00 a.m. CT

Stephens is hosting a conference call for institutional investors with Ben Foster, CFO of Smart Financial. Smart Financial is a roll-up of seven pawn store brands with 90 total stores primarily in the US (Texas, Arizona, North Carolina, Illinois, Iowa and the Dakotas) with a few additional stores in Western Canada. Smart Financial is sponsored by Fortress. Our discussion will focus on 2Q20 pawn loan and retail trends, the state of the subprime US consumer, competition, and expansion/acquisition opportunities.

About Featured Speaker Ben Foster



Ben Foster is the CFO of Smart Financial, a pawn store operator with 90 stores primarily in the US, with a few branches in Canada. Mr. Foster has been with Smart Financial since 2018, including a prior role in Corporate Development. Mr. Foster had previously worked at Comstock Capital as Managing Director, Insight Card Services as CFO, and Stephens Inc. as Vice President.

Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.

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Topics of Discussion

- Provide pawn loan balances, originations volume and paydown trends.
- Has the ending of Federal unemployment benefits affected the pawn consumer? How long should the effects of government stimulus linger?
- Provide update on retail sales volume and margin trends. Also, how is inventory levels and sourcing of product?
- Has competition strengthened/weakened during this time? Are weaker players doing uneconomic things to maintain share?
- Are there opportunities for expansion/acquisitions of smaller stores?

Conference Call Host

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