



Consolidated Pawn Shops (Casas de Empeños)

| | 2016 | 2017 | 2018 | 2019 | September Q3-2020 |
|--|----------------------|----------------------|----------------------|----------------------|----------------------|
| | (\$,000) | (\$,000) | (\$,000) | (\$,000) | (\$,000) |
| Balance Sheet | | | | | |
| Assets: | | | | | |
| Current Assets | | | | | |
| Cash & Equivalents..... | \$ 7,696,433 | \$ 8,900,682 | \$ 8,193,355 | \$ 7,510,764 | \$ 8,385,748 |
| Pledge Loans..... | 44,222,711 | 26,681,302 | 28,770,395 | 27,654,677 | 10,382,079 |
| Allowances for Losses..... | (5,899,693) | (3,959,444) | (2,936,567) | (1,237,677) | (267,198) |
| Inventory..... | 4,488,526 | 4,092,487 | 4,480,883 | 4,349,110 | 1,881,865 |
| Deposit on Merchandise..... | 337,701 | 643,477 | 474,408 | 637,753 | 485,388 |
| Total Current Assets..... | \$ 50,845,679 | \$ 36,358,504 | \$ 38,982,474 | \$ 38,914,627 | \$ 20,867,882 |
| Property & Equipment at Cost | | | | | |
| Motor Vehicles..... | 905,295 | 1,703,526 | 561,592 | 625,850 | 685,201 |
| Furniture and Equipment..... | 5,835,832 | 4,579,811 | 5,408,078 | 5,809,667 | 2,098,190 |
| Buidings..... | 4,257,944 | 4,251,944 | 3,914,000 | 2,032,500 | 2,362,285 |
| Leasehold Improvements..... | 5,064,153 | 4,863,802 | 4,625,819 | 5,082,811 | 2,140,913 |
| Total Property & Equipment..... | \$ 16,063,224 | \$ 15,399,083 | \$ 14,509,489 | \$ 13,550,828 | \$ 7,286,589 |
| Less Accumulated Depreciation and Amortization..... | 7,773,256 | 7,999,598 | 8,170,345 | 8,424,577 | 4,179,924 |
| Net Property & Equipment at Cost..... | \$ 8,289,968 | \$ 7,399,485 | \$ 6,339,144 | \$ 5,126,251 | \$ 3,106,665 |
| Land..... | 1,175,000 | 750,980 | 978,815 | 0 | 274,272 |
| Other Assets..... | 14,903,134 | 50,800,145 | 49,090,120 | 34,861,994 | 10,462,914 |
| Total Assets..... | \$ 75,213,781 | \$ 95,309,114 | \$ 95,390,553 | \$ 78,902,872 | \$ 34,711,733 |
| Liabilities: | | | | | |
| Current Liabilities | | | | | |
| Note Payable-Current..... | 9,183,792 | 950,364 | 655,372 | 7,410,944 | 7,315,194 |
| Capital Lease Obligations..... | 90,273 | 114,259 | 170,466 | 101,000 | 46,291 |
| Accounts Payable & Accrued Liabilities..... | 18,925,166 | 14,707,632 | 16,570,373 | 11,240,204 | 23,611,787 |
| Corporation income tax payable..... | 343,983 | 2,937,857 | 3,717,203 | 282,185 | 543,739 |
| Total Current Liabilities..... | \$ 28,543,214 | \$ 18,710,112 | \$ 21,113,414 | \$ 19,034,333 | \$ 31,517,011 |
| Note Payable-Long Term..... | 9,406,627 | 19,145,266 | 20,099,058 | 5,925,758 | 5,722,023 |
| Capital Lease Obligations..... | 14,800 | 0 | 58,000 | 10,000 | 10,950 |
| Payable to stockholder..... | 1,228,024 | 1,617,052 | 708,103 | 1,980,903 | 2,251,966 |
| Total Long Term Liabilities..... | \$ 10,649,451 | \$ 20,762,318 | \$ 20,865,161 | \$ 7,916,661 | \$ 7,984,939 |
| Total Liabilities..... | \$ 39,192,665 | \$ 39,472,430 | \$ 41,978,575 | \$ 26,950,994 | \$ 39,501,950 |
| Stockholder's equity | | | | | |
| Common Stock..... | 4,228,552 | 1,002,998 | 525,915 | 100,931 | 236,376 |
| Retained earnings..... | 9,688,686 | 21,386,567 | 23,102,168 | 23,754,236 | (16,504,386) |
| Capital..... | 22,103,878 | 33,447,119 | 29,783,896 | 28,096,711 | 11,477,793 |
| Total Capital..... | \$ 36,021,116 | \$ 55,836,684 | \$ 53,411,979 | \$ 51,951,878 | (4,790,217) |
| Total Liabilities & Stockholder's equity..... | \$ 75,213,781 | \$ 95,309,114 | \$ 95,390,553 | \$ 78,902,872 | \$ 34,711,733 |



**Consolidated Pawn Shops
(Casas de Empeños)**

Income Statement

| | 2016 | 2017 | 2018 | 2019 | September Q3-2020 |
|---|---------------|----------------|---------------|---------------|----------------------|
| | (\$,000) | (\$,000) | (\$,000) | (\$,000) | (\$,000) |
| Sales | \$ 12,778,560 | \$ 12,688,651 | \$ 9,513,776 | \$ 19,915,461 | \$ 3,754,942 |
| Cost of goods sold - net..... | 8,591,537 | 7,015,511 | 5,857,011 | 14,649,365 | 2,210,453 |
| Gross Profit..... | \$ 4,187,024 | \$ 5,673,140 | \$ 3,656,765 | \$ 5,266,096 | \$ 1,544,489 |
| Interest Income from Pawn Shop activities.. | 40,519,593 | 37,790,373 | 31,606,102 | 21,163,873 | 14,017,506 |
| Other Interest Income..... | 269,426 | 691,231 | (900,693) | 40,560 | (842,645) |
| Other Income..... | 611,183 | 211,882 | 708,211 | 1,167,025 | 53,961 |
| Gross Income..... | \$ 45,587,226 | \$ 44,366,626 | \$ 35,070,386 | \$ 27,637,554 | \$ 14,773,311 |
| General and Administrative Expenses | | | | | |
| Provision For Losses..... | \$ 867,896 | \$ 4,295,749 | \$ 3,981,788 | \$ 190,773 | \$ 6,103 |
| Recoveries (reportada desde 2017) | | 30,000 | 2,008 | 0 | 0 |
| Salaries & Employees Benefits..... | 9,113,644 | 9,566,673 | 9,905,854 | 9,859,425 | 5,074,067 |
| Security..... | 342,002 | 213,958 | 273,144 | 458,809 | 49,036 |
| Utilities..... | 526,730 | 495,469 | 535,048 | 981,746 | 197,952 |
| Rent-Office | 5,360,568 | 5,374,348 | 5,490,414 | 2,949,151 | 2,479,284 |
| Rent Equipment..... | 22,823 | 31,115 | 33,146 | 24,707 | 5,482 |
| Repossession costs..... | 1,069,564 | 753,372 | 482,163 | 56,962 | 43,517 |
| Title and liens..... | 232,436 | 184,649 | 168,462 | 67,681 | 67,765 |
| Depreciation | 784,148 | 511,164 | 746,787 | 531,254 | 131,735 |
| Insurance..... | 158,095 | 104,031 | 166,116 | 434,617 | 78,261 |
| Office materials and Supplies..... | 350,420 | 1,311,425 | 725,589 | 1,130,379 | 313,209 |
| Repairs And Maintenance..... | 186,584 | 305,221 | 203,292 | 408,949 | 57,237 |
| Taxes, patents and licence..... | 479,229 | 487,216 | 420,975 | 1,222,230 | 262,601 |
| Representarion,promotion and Advertisement | 3,238,936 | 2,052,914 | 867,892 | 1,152,425 | 279,256 |
| Legal, Accounting and Professional..... | 12,121,423 | 14,799,452 | 6,620,860 | 1,021,456 | 329,743 |
| Vehicles expenses (reportada desde 2017) | | 52,000 | 37,000 | 69,000 | 18,889 |
| Travel expenses..... | 101,409 | 61,572 | 147,222 | 198,697 | 39,800 |
| General & Administrative Expenses..... | \$ 34,955,906 | \$ 40,630,328 | \$ 30,807,759 | \$ 20,758,261 | \$ 9,433,937 |
| Operating Income..... | \$ 10,631,319 | \$ 3,736,298 | \$ 4,262,627 | \$ 6,879,293 | \$ 5,339,374 |
| Interest expenses | 2,139,173 | 2,045,075 | 428,939 | 464,237 | 132,757 |
| Income before tax..... | \$ 8,492,147 | \$ 1,691,223 | \$ 3,833,688 | \$ 6,415,056 | \$ 5,206,617 |
| Puerto Rico Income Tax | 7,046,494 | 3,170,365 | 859,379 | 33,084 | 9,870 |
| Net Income | \$ 1,445,653 | \$ (1,479,142) | \$ 2,974,309 | \$ 6,381,972 | \$ 5,196,747 |
| Retained earnings-beginning of year | 13,313,283 | 10,036,044 | 6,651,014 | 1,664,343 | 7,876,214 |
| Net Income (Loss)..... | 0 | (86,000) | 107,031 | 794,000 | 836,316 |
| Less Dividend Paid..... | 0 | 15,000 | 76,937 | 14,887 | 156,136 |
| Retained earnings - End of Year..... | \$ 13,441,505 | \$ 9,935,044 | \$ 6,681,108 | \$ 2,443,456 | \$ 8,556,394 |