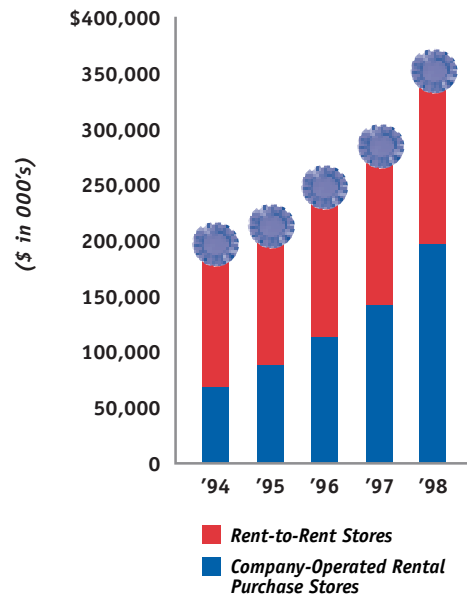


# Financial Highlights

<i>(Dollar Amounts in Thousands, Except Per Share)</i>	Year Ended December 31, 1998	Year Ended December 31, 1997	Percentage Change
<b>OPERATING RESULTS</b>			
Revenues	\$379,659	\$310,751	22.2%
Earnings Before Taxes	35,191	30,237	16.4
Net Earnings	21,484	18,396	16.8
Earnings Per Share	1.06	0.96	10.4
Earnings Per Share Assuming Dilution	1.04	0.94	10.6
<b>FINANCIAL POSITION</b>			
Total Assets	\$272,174	\$239,382	13.7%
Rental Merchandise, Net	194,163	176,968	9.7
Interest-Bearing Debt	51,727	76,486	(32.4)
Shareholders' Equity	168,871	116,455	45.0
Book Value Per Share	8.22	6.15	33.7
Debt to Capitalization	23.4%	39.6%	
Pre-Tax Profit Margin	9.3	9.7	
Net Profit Margin	5.7	5.9	
Return on Average Equity	15.1	16.4	
<b>STORES OPEN</b>			
Rent-to-Rent	109	105	3.8%
Rental Purchase	182	181	0.6
Rental Purchase Franchised	136	101	34.7
Convention Furnishings	0	6	(100.0)
Total Stores	427	393	8.7%

**REVENUES BY  
CALENDAR YEAR**



**NET EARNINGS BY  
CALENDAR YEAR**

