

Appendix E: DFC Global Segmented Financial Results 2011 and 2010

Source: DFC Global 10K 2011, pg. 58

Fiscal 2011 compared to Fiscal 2010

	Year Ended June 30,		
	2010	2011	
(Dollars in thousands)			
Europe revenues:			
Consumer lending	\$ 105,939	\$ 196,884	%
Check cashing	33,601	29,592	%)
Pawn service fees and sales	19,899	48,013	%
Money transfer fees	6,184	8,127	%
Gold sales	30,674	29,271	%)
Other	17,165	22,007	%
Total Europe revenues	\$ 213,462	\$ 333,894	%
Operating margin	35.6%	32.8%)
Canada revenues:			
Consumer lending	\$ 147,851	\$ 170,667	%
Check cashing	69,414	73,379	%
Pawn service fees and sales	—	30	%
Money transfer fees	16,439	19,203	%
Gold sales	11,917	14,767	%
Other	31,199	32,556	%
Total Canada revenues	\$ 276,820	\$ 310,602	%
Operating margin	48.8%	49.5%	
United States Retail revenues:			
Consumer lending	\$ 65,675	\$ 61,601	%)
Check cashing	46,459	41,083	%)
Money transfer fees	4,841	4,810	%)
Gold sales	427	2,499	%
Other	10,352	12,219	%
Total United States Retail revenues	\$ 127,754	\$ 122,212	%)
Operating margin	21.2%	26.4%	
Other revenues:			
Total Other revenues (included in other revenue)	15,245	21,659	%
Operating margin	53.7%	53.9%	
Total revenue	\$ 633,281	\$ 788,367	%
Operating margin	\$ 246,340	\$ 307,194	%
Operating margin %	38.9%	39.0%	