

Conner Management Group, LLC

The Best Overvalued Stock To Sell Now

As of: Monday, March 9th, 2015

XXXXXX XXXXXX

Ticker Symbol: XXXX

Industry: Credit Services

6 Month Downside Potential: -58.4%

Investment Management: www.connermg.com

Blog & Newsletter: www.best-stockstobuy.com

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Cash America International

Ticker Symbol: CSH

Industry: Credit Services

6 Month Downside Potential: -58.4%

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Quick Facts

Business Summary:

Cash America International, Inc. provides specialty financial services to individuals through retail services locations. The company offers pawn loans, consumer loans, check cashing, and other ancillary products and services, such as money orders, wire transfers, prepaid debit cards, tax filing services, and auto insurance, as well as is involved in the purchase and sale of merchandise, primarily through third-party vendors. As of September 30, 2014, it operated 863 lending locations in 21 states in the United States primarily under the names of Cash America Pawn, SuperPawn, Cash America Payday Advance, and Cashland; and 85 check cashing centers in 12 states in the United States under the Mr. Payroll name.

Website: www.cashamerica.com

Company:	Cash America Inter.
Headquarters:	Fort Worth, Texas
Year Founded:	1984
# of Employees:	26,000
Ticker Symbol:	CSH
Sector:	Financial
Industry:	Credit Services
Annual Rev. (TTM*):	\$ 1.1 BN (Billion)
Net Income (TTM):	\$ -10 MM
Cash From Oper.(TTM):	\$ N/A
Market Capitalization:	\$ 678 MM

*TTM – Trailing 12 Months

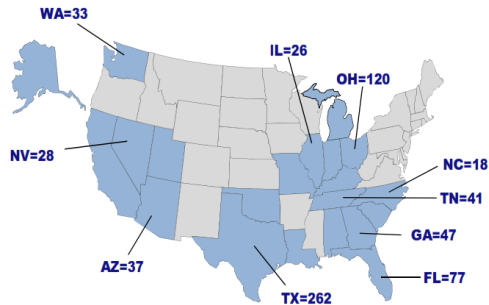
Products/Services – Page 1 of 2

Cash America
Cash America International, Inc.

Cash America
SUPER PAWN

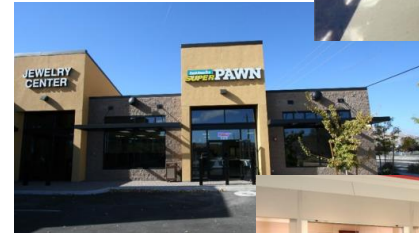
CASH LAND
CASH ADVANCES • CHECKS CASHED • WESTERN UNION • MONEY ORDERS

Top Ten States based on Number of Locations
(689 out of 859 Locations in 10 States)



Operated 859 (as of 12-31-14) lending locations in 21 states in the U.S.

- Largest pawn lender in the U.S in terms of loans to customers

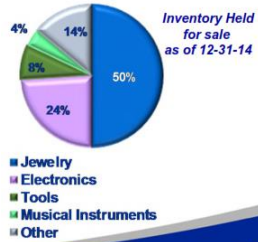


Investment Management: www.connermg.com

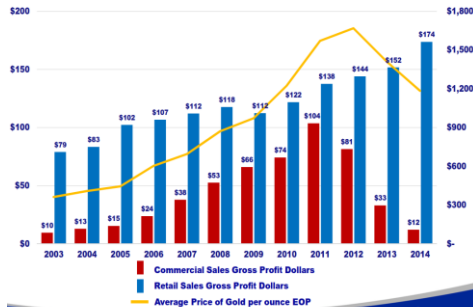
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Products/Services – Page 2 of 2



Gross Profit Contribution by Source
(\$ in millions)



Reduction in Money Services Business (MSB) Products

- Company eliminated the following product offerings at its pawn units
 - Money Transfers
 - Netspend (pre-paid debit cards)
 - Check Cashing
 - Money Orders
- Cashland (OH) units will continue to offer the above MSB products
- Eliminated the Auto Equity product in all states (Texas, Ohio, Georgia, Arizona and California)
- Auto Title product in Ohio under review

Exit / Migration from Cash Advance Product

- Cash Advance product eliminated from 311 locations during 2014
 - Product remains in approximately one-third of locations, concentrated in Ohio
 - Expected to remain 7-8% of total revenue
- Closed all Texas mono-line units in 2013
- Eliminated cash advance product from all but 40 Texas pawn stores in Q4 2014
- Currently piloting installment loan replacement product in 11 Ohio Cashland stores

Three Years of Strategic Unit Expansion

◆ Pawn Locations Added:	
Acquired	114 locations
DeNovo	26 locations
Total Pawn Locations Added	140
◆ Eliminated Non-Strategic locations:	
Exited Mexico	(190) locations
Closed PDA Stores	(5) locations
Sold Colorado	(5) locations
	(245)

- ◆ Significant Acquisitions in key pawn markets of Texas (42 stores), Georgia (31 stores), Tennessee (19 stores) and North Carolina (10 stores).
- ◆ Increased U.S. store base of pawn locations 20% over 3 years

Outlook 2015

- Play to strengths of business
 - Strong cash flow
 - Enhance marginal profitability through asset expansion vs. unit growth
- Reinvest cash to build long-term shareholder value
 - New share repurchase authorization of 4 million shares
 - Increase annual dividend from \$0.14 per share to \$0.20 per share, a 43% increase

Metrics

Courtesy of Yahoo Finance:

Annual Revenue (TTM*):	\$	1.1 BN
Net Income (TTM):	\$	-10 MM
Cash From Oper.(TTM):	\$	N/A
Oper. Margins:		16.5%(2014), 17.0%(2015)
Trailing P/E Ratio:		7.1
Forward P/E Ratio:		18.4
PEG Ratio:		1.5
Price / Sales:		0.6
Price / Book:		0.6
EV / EBITDA:		6.0

*TTM – Trailing 12 Months

Courtesy of Yahoo Finance:

Recent Closing Price:	\$23.91
52 Week Low:	\$16.92 / \$20.40
52 Week High:	\$25.45 / \$51.10
20 Day Moving Avg.:	\$ N/A
50 Day Moving Avg.:	\$ N/A
200 Day Moving Avg.:	\$ N/A
Average Volume:	441,457
Beta:	0.8
Dividend Yield:	0.9%
Avg. Div. Payout Ratio (3 Yrs.):	4%

Chart

Courtesy of Yahoo Finance (Last 12 Months)



Courtesy of Finviz.com (Last 12 Months)



The Why Now – The Bear Rationale

1. Decreasing Sales/Revenues ? **X**
2. Increasing Expenses ?
3. Increasing Capital Expenditures?
4. High Valuation Metrics
Right Now?
Near Future? **X**
5. Change In Capital Structure
New Shares Issued?
Change In Debt?

Summary

Financial Statement Quality:	Fair
Operating Margin Trend:	Flat
Price Pattern Trend:	Decreasing
General Market Outlook:	Bearish
Recent Closing Price:	\$23.91
CMG 6 Month Price Target:	\$9.85
6 Month Potential:	-58.8%

About G. Mathis Conner & Conner Management Group, LLC

- Educational Background of Founder



BS – Mechanical Engineering, RPI
M.Engr. – Mechanical Engineering, Cornell
MBA – Finance, Univ. Of Chicago

- Career Experience

Engineer.
Banker.
Infrastructure Project Investor.
Investment Manager.

- Developer of Proprietary Stock Selection Algorithms

Reviews, analyzes, and ranks over
6,000 stocks weekly.
Uses fundamental, technical, and macro
level measures.
Algorithms estimates future stock prices
with time horizons.

- The primary offering of CMG, LLC is its Managed Account Service – A complement and/or alternative to 401K's and IRA's with more benefits. To find out more view the presentation below and visit www.connermg.com .

401K ? – Check.
IRA ? – Check.
Managed Account ? – What??

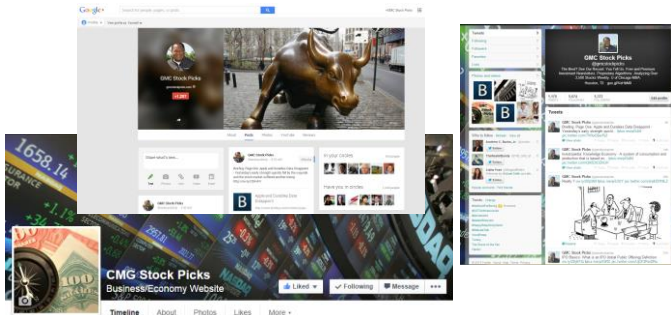
Why You Should Now Consider The Benefits of A Managed Account & Why You Should Consider CMG Investment Management

CMG Investment Management
An Investment Manager & Managed Account Provider

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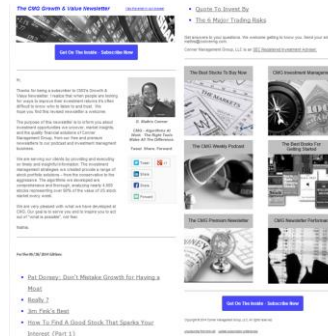
About G. Mathis Conner & Conner Management Group, LLC

- Get to know us through our Social Media footprint. We have a presence on the major websites for your convenience – Twitter, Google+ & Facebook. You can be kept abreast of our thinking on stocks investing as well as that of other thought leaders.



- CMG offers two newsletters. One is to keep investors up to date about relevant news and provides in depth analyses on a quality investment opportunity. The other provides the latest top picks from our proprietary algorithms.

CMG Free Newsletter



CMG Premium Newsletter

The screenshot shows the 'CMG Stock Picks Premium Newsletter' interface. It features two tables of stock data. The first table is titled 'The Best Stock To Buy Now' and the second table is titled 'The CMG Weekly Pick'. Both tables have columns for 'Industry', 'Stock Price', 'Target Price', and 'Potential'.

Industry	Stock Price	Target Price	Potential
Automotive	\$ 15.00	\$ 18.00	20%
Automotive	\$ 38.00	\$ 42.00	10%
Automotive	\$ 28.00	\$ 32.00	14%

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