



# Q4 2014 PERFORMANCE\*

## Q4 PERFORMANCE OVERVIEW



## Q4 U.S. TRANSACTIONS BY THE NUMBERS



### Key Drivers:

Broad growth across all geographies and entire store



## CATEGORY TRENDS

Categories Above Company Average

All Merchandise Departments had **+ COMPS** IN Q4



## Q4 HIGHLIGHTS

### BLACK FRIDAY

BIGGEST SALES DAY IN HISTORY



**100% OF STORES** Qualified for Profit Sharing in the second half of 2014  
LARGEST SECOND HALF PAYOUT TO DATE

### ALL 19 U.S. REGIONS



Posted mid single-digit comps or better in Q4

Launched Next Generation  
**FIRST PHONE 2.0**



## FISCAL 2014 HIGHLIGHTS

**\$83.2 BILLION** IN SALES  
Up 5.5% from Fiscal 2013

New transaction record with over  
**1.4 BILLION** TRANSACTIONS



COMPS UP **5.3%**  
FROM FISCAL 2013

**+36%** from FY 2013  
ONLINE SALES GREW OVER **\$1 BILLION**



## UP NEXT IN Q1 2015



Launch of new Paint Color Solutions Center

### New Product in Grills, Patio and Garden

Exclusive Brand Launch with Nexgrill



New Patio Collection from Brown Jordan



Vigoro's New Colored Mulch



Spring Black Friday

