



FISCAL Q3 2019 PERFORMANCE

Q3 2019 PERFORMANCE OVERVIEW

SALES

+3.5%

from Q3 2018 to \$27.2B

COMPS*

+3.6%

from Q3 2018

U.S. COMPS*

+3.8%

from Q3 2018

DILUTED EPS

+0.8%

from Q3 2018

INTERCONNECTED/DIGITAL



~22%
ONLINE SALES
GROWTH

MORE THAN
50%
OF ONLINE ORDERS
PICKED UP IN STORE

CANADA & MEXICO



POSITIVE COMPS*



+1.8% TOTAL COMP
TRANSACTIONS*

+1.8% COMP AVERAGE
TICKET*

INVESTMENTS

+1,400
STORES HAVE
NEW LOOK
AND FEEL



CSAT
↑ 120 BPS
NEAT AND
CLEAN

↑ 280 BPS
CHECKOUT
TIME

DEPARTMENT TRENDS ABOVE COMPANY AVERAGE: BROAD-BASED GROWTH



Appliances



Indoor Garden



Décor/Storage



Hardware



Tools



Outdoor Garden



Paint



Plumbing

PRO DRIVERS



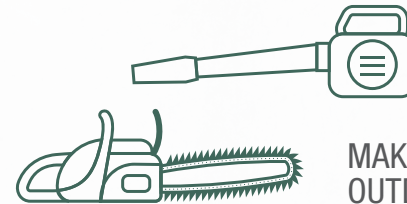
FASTENERS, PNEUMATICS,
CONCRETE AND INSULATION

DIY DRIVERS



PATIO FURNITURE,
EXTERIOR STAINS AND PAINT,
SOILS AND LIVE GOODS

UP NEXT IN Q4 2019



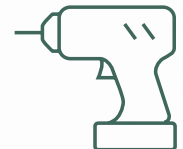
NEW

MAKITA 18-VOLT
OUTDOOR TOOLS

BLACK FRIDAY



GIFT CENTER



*Compares weeks 27 – 39 of fiscal year 2019 against weeks 28 – 40 of fiscal year 2018 due to the 53rd week in fiscal 2018.