



FISCAL Q4 2019 PERFORMANCE

Q4 2019 PERFORMANCE OVERVIEW

SALES

\$25.8B

COMPS

+5.2%

from Q4 2018

U.S. COMPS

+5.3%

from Q4 2018

DILUTED EPS

\$2.28

INTERCONNECTED/DIGITAL

+20.8%
ONLINE SALES
GROWTH*



MORE THAN
50%
OF ONLINE ORDERS
PICKED UP IN STORE

CANADA & MEXICO



POSITIVE COMPS

BLACK FRIDAY & CYBER WEEK

RECORD SALES



DEPARTMENT TRENDS

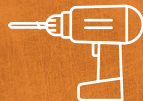
POSITIVE COMPS IN ALL DEPARTMENTS



APPLIANCES



DÉCOR/STORAGE



TOOLS

ABOVE COMPANY AVERAGE



+0.8% TOTAL COMP
TRANSACTIONS

+4.4% COMP AVERAGE
TICKET

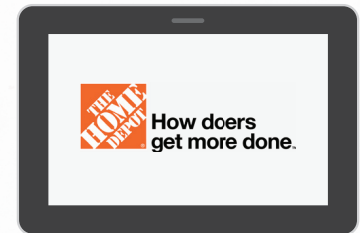
SUPPLY CHAIN



20%

OF APPLIANCE DELIVERIES NOW IN
OWNED MARKET DELIVERY OPERATIONS
TO IMPROVE CUSTOMER EXPERIENCE

NEW TAGLINE

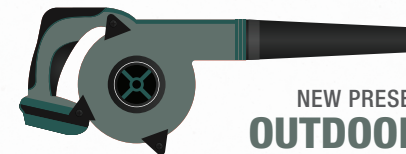


LAUNCH RESULTED IN LARGEST
SINGLE-DAY DOWNLOADS OF

MOBILE APP

UP NEXT

**HIRING 80,000
ASSOCIATES**
IN PREPARATION FOR SPRING



NEW PRESENTATION IN OUR
OUTDOOR POWER
EQUIPMENT BAYS

*Excludes impact of 53rd week in fiscal 2018
53rd week added ~\$1.7B in sales in fiscal 2018