

# Non-GAAP Measures

The Company's presentations may include certain non-GAAP financial measures, such as its adjusted debt/EBITDAR ratio and its Return on Invested Capital ("ROIC") calculation. This supplemental information should not be considered in isolation or as a substitute for related GAAP measures.

## **Adjusted Debt/EBITDAR**

The Company believes that its adjusted debt/EBITDAR ratio better enables management and investors to understand and analyze the Company's level of indebtedness in relation to its capital structure. The Company defines adjusted debt/EBITDAR as follows:

### **Adjusted Debt (Page 2)**

The Company defines adjusted debt as long-term debt, plus current installments of long-term debt, plus short-term debt as shown on the balance sheet, plus eight times operating rents, excluding the impact of stores no longer operated by the Company, for the last four quarters. The Company believes eight times operating rents is a reasonable industry standard for estimating the economic value of its leased assets.

### **EBITDAR (Page 3)**

The Company defines EBITDAR as net earnings before interest and other, taxes, depreciation and amortization, and operating rents, calculated on a four quarter rolling basis.

### **Adjusted Debt/EBITDAR (Page 4)**

The Company defines adjusted debt/EBITDAR as adjusted debt divided by EBITDAR.

## **Return on Invested Capital**

The Company believes that ROIC is meaningful for investors because it measures how effectively the Company deploys its capital base. The Company defines ROIC as follows:

### **Net Operating Profit After Tax (Page 5)**

The Company defines Net Operating Profit After Tax as operating income for the trailing twelve months less income taxes calculated using the effective tax rate for the period.

### **Average Debt and Equity (Page 5)**

The Company defines Average Debt and Equity as the average of beginning and ending long-term debt, including current maturities, and equity for the most recent twelve-month period.

### **Return on Invested Capital (Page 5)**

The Company defines ROIC as Net Operating Profit After Tax divided by Average Debt and Equity.



# Adjusted Debt Calculation

(USD Millions)	Period Ended	
	7/31/2016	8/2/2015
Long-Term Debt	\$20,900	\$16,221
Current Installments of Long-Term Debt	43	3,056
<b>Total Debt (Note 1)</b>	<b>\$20,943</b>	<b>\$19,277</b>
8x Operating Rents (Note 2)	6,904	7,012
<b>Adjusted Debt</b>	<b>\$27,847</b>	<b>\$26,289</b>

**Note 1:** Amounts for the period ended August 2, 2015 were retrospectively adjusted to reflect the adoption of Accounting Standards Update No. 2015-03, "Interest - Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs" in the first quarter of fiscal 2016.

**Note 2:** The Company excludes certain rent payments from its 8x operating rents calculation to reflect the impact of stores no longer operated by the Company. This adjustment reduces 8x operating rents by \$144 million for the period ended 7/31/2016 and \$140 million for the period ended 8/2/2015.



# EBITDAR Calculation

(USD millions)	Four Quarters Ended	
	7/31/2016	8/2/2015
Net Earnings	\$7,440	\$6,729
Interest and Other, net	941	488
Taxes	4,329	3,771
Depreciation and Amortization (Note 1)	1,926	1,805
Operating Rents (Last 4 Quarters)	881	894
<b>EBITDAR</b>	<b>\$15,517</b>	<b>\$13,687</b>

**Note 1:** Total depreciation & amortization includes depreciation of distribution centers and tool rental equipment included in Cost of Sales and amortization of deferred financing costs included in Interest Expense.



# Adjusted Debt/EBITDAR Calculation

(USD Millions)	Period Ended	
	7/31/2016	8/2/2015
Adjusted Debt (Note 1)	\$27,847	\$26,289
EBITDAR (Note 2)	\$15,517	\$13,687
<b>Adjusted Debt/EBITDAR</b>	<b>1.8x</b>	<b>1.9x</b>

**Note 1:** The Company defines adjusted debt as long-term debt, plus current installments of long-term debt, plus short-term debt as shown on the balance sheet, plus eight times operating rents, excluding the impact of stores no longer operated by the Company, for the last four quarters. The Company believes eight times operating rents is a reasonable industry standard for estimating the economic value of its leased assets.

**Note 2:** The Company defines EBITDAR as net earnings before interest and other, taxes, depreciation and amortization, and operating rents, calculated on a four quarter rolling basis.



# Return on Invested Capital Calculation

(USD Millions)	Four Quarters Ended	
	7/31/2016	8/2/2015
Net Earnings	\$7,440	\$6,729
Interest and Other, net	941	488
Taxes	4,329	3,771
<b>Operating Income</b>	<b>\$12,710</b>	<b>\$10,988</b>
Income Tax Adjustment (Note 1)	(4,655)	(3,981)
<b>Net Operating Profit After Tax</b>	<b>\$8,055</b>	<b>\$7,007</b>
<b>Average Debt and Equity (Note 2)</b>	<b>\$27,757</b>	<b>\$28,010</b>
<b>Return on Invested Capital (Note 3)</b>	<b>29.0%</b>	<b>25.0%</b>

**Note 1:** Income Tax Adjustment is defined as Operating Income multiplied by the Effective Tax Rate.

**Note 2:** Average Debt and Equity is defined as the average of beginning and ending long-term debt, including current maturities, and equity for the most recent twelve-month period.

**Note 3:** Return on Invested Capital is calculated as Net Operating Profit After Tax divided by Average Debt and Equity.

