FISCAL Q2 2016 PERFORMANCE

Q2 PERFORMANCE OVERVIEW

- **SALES** +6.6% from Q2 2015 to $26.5 billion
- **COMPS** +4.7% from Q2 2015
- **U.S. COMPS** +5.4% from Q2 2015
- **DILUTED EPS** +13.9% from Q2 2015
- +2.2% TOTAL COMP TRANSACTIONS
- +2.5% COMP AVERAGE TICKET

U.S. TRANSACTIONS BY THE NUMBERS

TICKETS > $900 **+8.1%**

BIG TICKET DRIVERS

- HVAC
- Appliances
- Roofing

INTERCONNECTED RETAIL

ONLINE SALES +19%

ONLINE: **5.6%** of total sales

CUSTOMER EXPERIENCE

- CONTINUED ROLLOUT OF **BODFS**
- **COM** ROLLOUT DEPLOYED IN U.S.
- ENHANCED **MOBILE** FEATURES
- **DYNAMIC ETA**

DEPARTMENT TRENDS

DEPARTMENTS WITH COMPS ABOVE COMPANY AVERAGE

- Appliances
- Tools
- Lumber
- Plumbing
- Décor
- Indoor Garden
- Building Materials
- Lighting

PRO

PRO HEAVY CATEGORIES WITH COMPS ABOVE COMPANY AVERAGE

- Commercial & Industrial Lighting
- Fencing
- Power Tools
- Power Tool Accessories
- Wiring Devices
- Interior Doors

MEXICO

51ST CONSECUTIVE QUARTER of Positive Comps

CANADA

19TH CONSECUTIVE QUARTER of Positive Comps

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