



# FISCAL Q4 2017 PERFORMANCE



## Q4 2017 PERFORMANCE OVERVIEW



### U.S. TRANSACTIONS: BIG TICKET DRIVERS



Vinyl Plank Flooring



Fencing



Appliances

### CANADA & MEXICO:



POSITIVE COMPS\*

\*Positive comp growth in local currency

### PRO: HEAVY CATEGORIES



Lumber



Pressure Treated Decking



Insulation



Gypsum



**+1.9%** TOTAL COMP TRANSACTIONS

**+5.5%** COMP AVERAGE TICKET

### DEPARTMENT TRENDS: ABOVE COMPANY AVERAGE



Lumber



Electrical



Tools



Appliances



Plumbing



Building Materials

### ONLINE



ONLINE SALES GROWTH: **+21%**



ONLINE U.S. ORDERS: **~46%** PICKED UP IN STORE

### UP NEXT IN Q1 2018

SPRING BLACK FRIDAY



EXCLUSIVE CushionGuard technology for **Hampton Bay Patio Furniture**



**Klein Tools** for professional electricians