

## Q41FY 2020 PERFORMANCE

Performance Overview

**SALES** 



COMPS



U.S. COMPS



**DILUTED EPS** 





ALL U.S. REGIONS, CANADA & MEXICO\*

POSITIVE COMPS

\*LOCAL CURRENCY





~83%
DIGITAL SALES
GROWTH YOY



RECORD LEVEL
OF SELL THROUGH

FOR DECORATIVE HOLIDAY



TRANSITIONED 100%

OF WORKSHOP CONTENT ONLINE



~55%

OF ONLINE ORDERS
FULFILLED THROUGH
A STORE



DOUBLE-DIGIT GROWTH

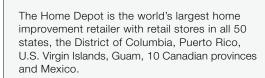
FROM BOTH PRO & DIY CUSTOMERS

"OUR ABILITY TO MANAGE
UNPRECEDENTED DEMAND IN THE
BUSINESS, WHILE NAVIGATING A
GLOBAL PANDEMIC AND SUPPORTING
OUR COMMUNITIES, IS A DIRECT
RESULT OF OUR ASSOCIATES'
EXTRAORDINARY EFFORTS."

CRAIG MENEAR - CHAIRMAN & CEO



Company Overview





U.S. & TERRITORIES: **1.987** 

CANADA: **182** 

MEXICO: **127**