

FINANCIAL HIGHLIGHTS

Gross Billings
\$502.0
 Million

Revenue
\$347.6
 Million

Net Margin
(\$5.8)
 Million

DTV Retail
 Comp
 Up **0.2** percent

Retail Comp
 Store Sales
 Down **1.9** percent

RETAIL SALES: TOP-PERFORMING PRODUCT CATEGORIES



Hand & Power Tools



Hardware,
 Lumber & Building



Plumbing & Heating

ENGAGEMENT

GROWTH

EFFICIENCY

DESTINATION TRUE VALUE

Added
534,930
 square feet
 of relevant
 retail space



INTERNATIONAL GROWTH



Gross billings up
13%
 Handled sales up
18%
 Paint sales up
90%

PAINT



Began shipping new
EasyCare 365 and
**Coronado by Benjamin
 Moore & Co.** as part of
 the 2-4-1 paint strategy

1,700 stores adopted
 new pint paint sample
 program

TRANSPORTATION

Completed route
 optimization for
 all 12 distribution
 centers

25 basis
 point freight
 rate
 reduction



“We continue to put the independent hardware dealer at the center of everything we do. Coming off a year of record growth including new stores and remodels, stores that have implemented the Destination True Value (DTV) format consistently see increased returns, experiencing comp store sales 200 basis points greater than overall retail comp,” said President and CEO John Hartmann.