

FINANCIAL HIGHLIGHTS

Gross Billings \$579.7 Million Down 0.9 percent	Revenue \$430.4 Million Down 1.9 percent	Net Margin \$16.7 Million Up 28.1 percent (Up 43.1 percent YTD)	DTV Retail Comp Up 1.8 percent	Retail Comp Store Sales Up 0.9 percent
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RETAIL SALES: TOP-PERFORMING PRODUCT CATEGORIES



Hand & Power Tools



Hardware,
Lumber & Building



Farm & Ranch,
Auto & Pet



Electrical

ENGAGEMENT

GROWTH

EFFICIENCY

TRUE VALUE MANUFACTURING

Paint
retail sales up
6.1%



Wholesale
international sales up
2.5%

INTERNATIONAL GROWTH



Gross billings up
18.1%

Handled sales up
19.4%

TRUEVALUE.COM

Sales up
19%

Site visits up
22%



RETAIL ASSORTMENTS

17,000 CTB assortments
sold year to date

56% year-over-year
increase



“After a record-breaking year for ground-up and remodeled stores in 2016, we have continued to make good progress in building a stronger business. Our retailers are benefiting from strategic initiatives in areas such as omni-channel, retail excellence and product assortments that improve the customer experience and generate sales growth. And we are doing all of this at the same time as delivering strong net margin expansion,” said President and CEO John Hartmann.