

MIDYEAR PERFORMANCE

Do it Best | 2023

SALES \$2.5 BILLION

4% AHEAD OF AGGRESSIVE GROWTH PLAN



NET PROFIT
Up 10% year over year



**RECORD NUMBER
OF NEW STORES**
in 2022



**SIGNATURE
STORE DESIGN**
driving double digit
sales growth

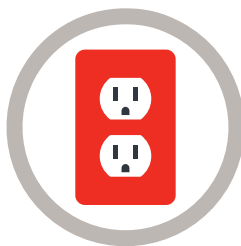


**NEW MEMBER
SIGNINGS**
year over year



CATEGORY SOLUTIONS
enhanced assortment planning

+8%



+9.4%



+11%



+23.5%



**STRATEGIC
LAWN & GARDEN**
partnership with BFG

**INTERNATIONAL
SALES UP 9%**



**LEARNING
ZONE**
online training



\$100 MILLION IN COMMITTED INVESTMENTS

- Next-gen warehouse management system
- New distributed order management system
- Streamlined core financial system
- Expanding Woodburn distribution center by 50%
- Launching new ecommerce platform