

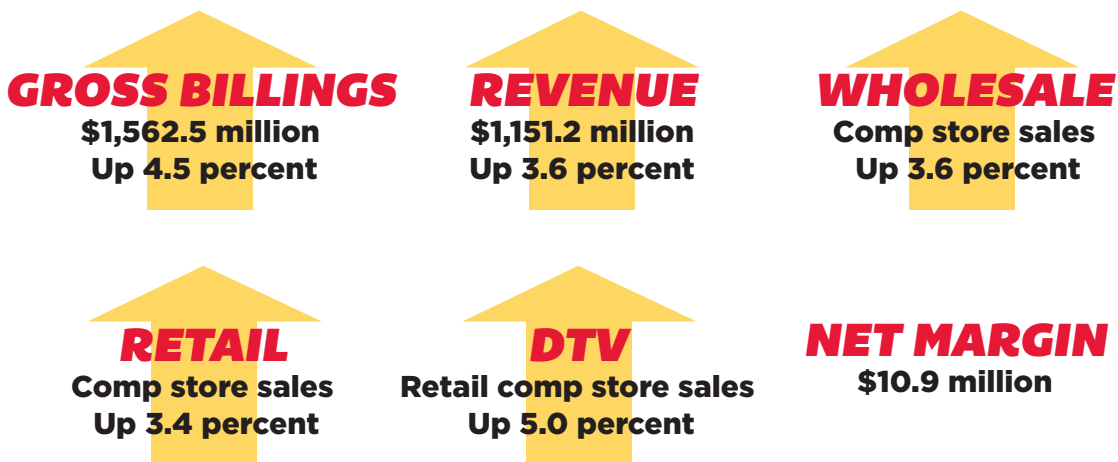
2015 3rd QUARTER YTD PERFORMANCE



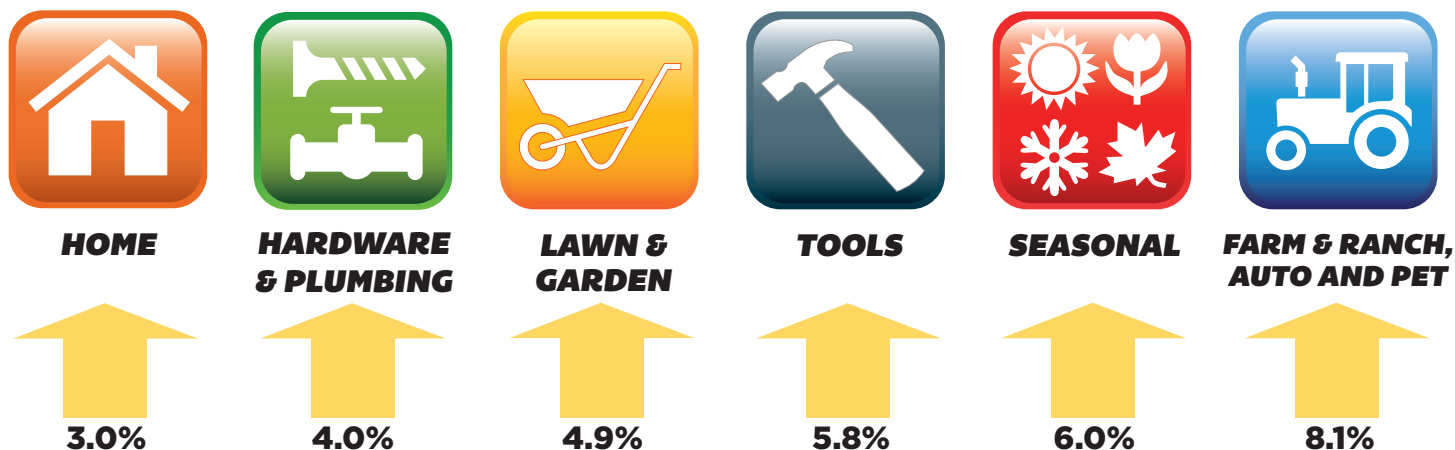
ENGAGEMENT

GROWTH

EFFICIENCY



RETAIL SALES: TOP-PERFORMING PRODUCT CATEGORIES



TODAY'S TRENDS

2015 Consumer Purchasing Trends observed among True Value Rewards® shoppers:

- During Q3 2015, the top two product categories by sales were propane grills and lawn fertilizer.
- Across all generations, lawn care and outdoor living ranked among the year-to-date top sellers.
- For Young Achievers (born 1980-2000), True Value Easy Care paint was one of their top items, while wild bird seed listed among the top in sales for Baby Boomers (born 1946-63) and Matures (born prior to 1946).



RETAIL SPACE

New stores: 92

Conversions: 53

Relevant square feet added: 690,996



"Our third quarter results show that True Value is on the move, as we continue to focus on engagement, growth and efficiency. The investments in areas such as brand awareness and national advertising, product assortments and customer service training are helping to continually drive our Members' growth and profitability."

— John Hartmann, President and CEO