

2015 2nd QUARTER YTD PERFORMANCE

True Value
— COMPANY —

ENGAGEMENT

GROWTH

EFFICIENCY

GROSS BILLINGS

\$1,067.6 million
Up 3.8 percent

REVENUE

\$785.8 million
Up 3.2 percent

WHOLESALE

Comp store sales
Up 3.2 percent

RETAIL

Comp store sales
Up 3.5 percent

DTV

Retail comp store sales
Up 5.6 percent

NET MARGIN

\$7.6 million

RETAIL SALES: TOP-PERFORMING PRODUCT CATEGORIES



ELECTRICAL

2.7%



HARDWARE

4.2%



**LAWN &
GARDEN**

4.5%



TOOLS

6.1%



SEASONAL

6.2%



**FARM & RANCH,
AUTO AND PET**

8.9%

TODAY'S TRENDS

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

- The top three product categories by sales during Q2 2015 were lawn fertilizer, grass and weed killer, and propane grills.
- The top selling non-lawn care items sold during the same period included liquid propane grills, wild bird seed and True Value's EasyCare® paint.
- Trends were similar across generational groups, with the exception of wild bird seed which was popular among Baby Boomers (born 1946-63) and Matures (born prior to 1946).



RETAIL SPACE

New stores: 50

Conversions: 26

**Relevant square
feet added: 382,389**



"We are very proud of the transformation that is underway at True Value. The work being done on our strategic plan will have a lasting positive impact on the organization and our retailers for years to come. Our flexible Destination True Value format enables our cooperative members to adapt the layout and custom-select merchandise assortments that are most relevant to their local market and customer needs. Our first half performance shows that our efforts are paying off."

— John Hartmann, President and CEO