

**consistent execution of transformation strategy in FY20 Q4**

Our team continued to strengthen our financial foundation while delighting customers and delivering a third consecutive quarter of comp sales and profit growth with positive free cash flow generation.

ENTERPRISE COMP SALES GROWTH



BED BATH & BEYOND BANNER



ENTERPRISE PROFITABILITY



ENTERPRISE FINANCIAL HEALTH



**sustaining strength in key destination categories**

We continue to build authority in the Home market by providing inspiration, value and ease across our key categories and helping customers realize the potential to create a happier home in each and every room.

**differentiating and building preference and loyalty among consumers with Owned Brands**

We have announced the biggest change in our product assortment in a generation with plans to provide our customers with inspirational Owned Brands across every room in their homes. New product introductions begin in the first quarter of fiscal 2021.



comp sales growth in Top 5 destination categories combined

representing nearly



of total Bed Bath & Beyond banner sales

**nestwell**  
everyday comfort  
everyday goods for the bedroom and bathroom

**haven**  
Escape the noise  
modern, spa-inspired bath essentials

**Simply Essential.**  
Home starts here  
hardworking, household essentials across a number of customer needs

**unlocking our digital-first, omni-always potential**

Enhanced omni-always, digital-first shopping experience with new **Store and Curbside Pickup** and **Same Day Delivery service** is attracting new customers and delivering rapid growth.

DIGITAL STRENGTH



**home, happier**

BED BATH & BEYOND

\* The information above represents a snapshot of certain financial and operating metrics for the fourth quarter of fiscal 2020. See our quarterly earnings press release on our IR website for more details: <http://bedbathandbeyond.gcs-web.com/news-releases>.

For the quarter, net sales were \$2.6 billion, gross margin was 32.8% and cash flow from operations was \$76 million. For a reconciliation of Adjusted EBITDA, Adjusted EBITDA margin and Adjusted Gross Margin, respectively, to these GAAP measures, and a definition of Total Liquidity, see our quarterly earnings release: <http://bedbathandbeyond.gcs-web.com/news-releases>. All comp sales and profit figures relate to a comparison of Q4 fiscal 2020 to Q4 fiscal 2019.