

financial highlights

first positive comp since Q4 '16



+6%
total comp sales



+89%
digital comp growth

+21% growth in Back to College sales (vs LY)

+200bps adj gross margin improvement

+36% adj ebitda growth

+\$750M cash flow generation

+15% total digital sales generated from buy online pickup in store and curbside



\$1.5B
in cash and investments

\$0.5B
debt reduction
30% reduction vs Q1

\$0.3B
net cash surplus
vs 0.5B net debt position in Q1

omni always commitment

power of omni always

Over **1M** of our store only customers became omni channel shoppers – shopping with us for the first time online in Q2.

Omni channel shoppers **visit 3X** as often and **spend 2X** as much as single channel shoppers.

omni channel customers

3X trips

2X spend

power of increased engagement and conversion

Q2 saw a significant increase in engagement across digital assets with the website topping **180M visits** and our newly relaunched digital app had over **20M launches** in the quarter.

2M new customers were obtained through our digital channels, with 42% of those being new to brand. These customers trend 6 years younger in age than our average and have a lower propensity to use a coupon on purchases.



power of strategic partnerships

Launched Same Day Delivery on our Bed Bath & Beyond and Baby websites, expanding upon our existing convenience offerings which includes Buy-Online-Pickup-In-Store (BOPIS) and Curbside Pickup. In addition, we're now on two of the largest delivery marketplaces, Shipt and Instacart, increasing our reach and exposure to new customers.



Announced partnership with **Google Cloud** to further enable our omni always commitment to our customer. The five year agreement will further our progress on improving the customer shopping experience, enhancing our supply chain and fulfillment capabilities, and optimizing merchandise planning and demand forecasting. To perform this work, **Deloitte** will serve as the strategic transformation services partner.



Google Cloud

