

**Q3**  
SEPT - NOV  
**2020**

**third quarter performance  
unlocking the potential  
of our business**

**consistently executing  
our strategy**

Our team pivoted with agility to serve the rapidly changing needs of our omnichannel customers, deliver a second consecutive quarter of strong comp sales and profit growth, and conclude work to streamline our portfolio and fortify our strategic focus in Home, Baby, Beauty and Wellness.

**BED BATH & BEYOND BANNER  
COMP SALES GROWTH**

**+5%**

total

**ENTERPRISE COMP SALES GROWTH**

**+2%**

total

**+77%**

digital

**+94%**

digital

**PROFITABILITY**

**+310 bps**

adjusted gross margin

**+168%**

adjusted ebitda growth

**FINANCIAL HEALTH**

**\$244M**

cash flow generation

**\$2.2B**

total liquidity



**growing in key  
destination categories**

We helped millions of customers unlock the magic in every room with curated collections that made it easy to enjoy **Holiday Traditions at Home** by providing inspiration, value and ease across our key categories.

**+16%** home organization

**+13%** kitchen food prep

**+10%** bedding

**+8%** bath

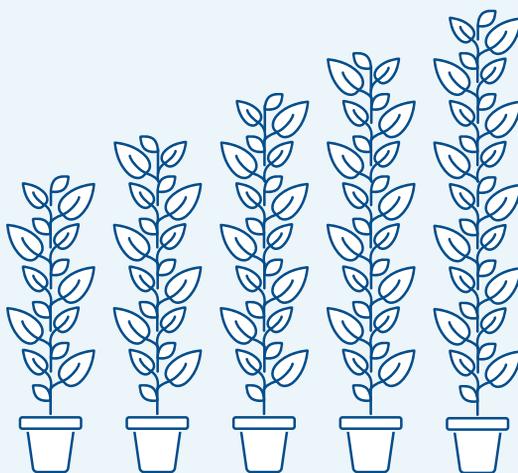
**+7%** home décor

**+11%**

comp sales growth

**65%**

of total Bed Bath & Beyond banner sales



**winning customers with  
ease and convenience**

Our omni-always experience, including our new **Same Day Delivery** service and **Store and Curbside Pickup**, made it faster, safer and easier to shop with certainty this holiday season, attracting millions more digital-first customers to us than ever before.

**DIGITAL STRENGTH**

**+2.2M**

new digital customers

**+25%**

increase in online conversion rate

**16%**

BOPIS orders as a percentage of total digital sales

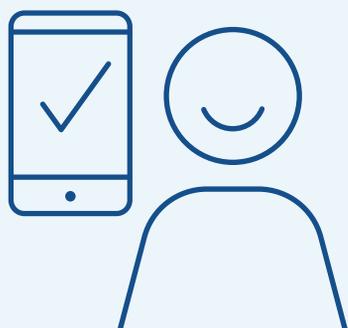
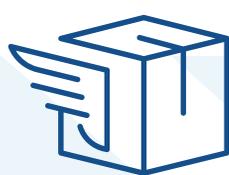
**36%**

total digital sales fulfilled by stores

**15M**

times new Bed Bath & Beyond app launched

making it easy to feel at home



\* The information above represents a snapshot of certain financial and operating metrics for the third quarter of fiscal 2020. See our quarterly report on Form 10-Q for additional information (<http://bedbathandbeyond.gcs-web.com/investor-relations>).

For the quarter, net sales were \$2.6 billion, gross margin was 36.5% and cash flow from operations was \$44 million. For a reconciliation of Adjusted EBITDA, Adjusted Gross Margin and Cash Flow Generation, respectively, to these GAAP measures, and a definition of Total Liquidity, see our quarterly earnings release (<http://bedbathandbeyond.gcs-web.com/investor-relations>). All comp sales and profit figures relate to a comparison of Q3 fiscal 2019 to Q3 fiscal 2020.