

**unlocking digital-first, omni-always potential in FY 2020**

Our teams acted with agility to the changing needs of our customers and significantly advanced our integrated omnichannel strategy.

**+11**  
MILLION

new digital customers,  
up **95%** y/y



**\$9**  
BILLION

in net sales

**\$3**  
BILLION

in digital sales,  
up **83%** y/y

**1** BILLION

visits  
(web/mobile/  
apps)



**3** MILLION

downloads  
of mobile apps



**+30%**

increase in  
conversion



**37%**

digital sales  
fulfilled by  
our stores



**further strengthening our financial foundation**

We demonstrated business agility and financial strength during a year of unprecedented challenges.



reduced  
gross debt by  
approximately

**\$1**  
BILLION



increased  
liquidity  
position

**>\$2**  
BILLION

reduced  
inventory by

**\$0.4**  
BILLION

20% REDUCTION Y/Y

returned to  
shareholders through  
share repurchases

**\$375**  
MILLION

**5**

non-core banners divested, generating

**>\$600**  
MILLION

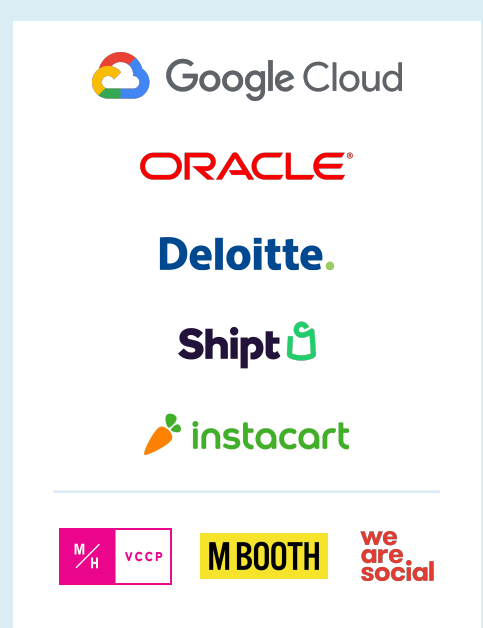
in proceeds

**establishing a world class team**

We strengthened our executive team with new leaders in Merchandising, Marketing, Digital, Stores, Operations, Finance, Legal and Human Resources.

**new leaders bring expert industry experience:**

**new industry-leading partners including:**



**caring for our associates, customers & communities**

Throughout the COVID-19 crisis, we have prioritized the health and safety of our associates and communities, while continuing to serve our customers and invest in our future growth.

**100%**

of our stores  
introduced **BOPIS**  
& contactless  
Curbside Pickup

**\$10** MILLION

donation support program  
for communities in need  
through **Bringing Home**  
**Everywhere** campaign

Launched  
**Comprehensive**  
**Store Safety Plan**  
to protect our people  
and customers



\* The information above represents a snapshot of certain financial and operating metrics for fiscal 2020. For more details and a definition of Total Liquidity, please see our quarterly earnings press release on our IR website at <http://bedbathandbeyond.gcs-web.com/news-releases>.