

RESULTS

NEW PRODUCTS & PARTNERSHIPS



Shop Your Way®  
5-3-2-1 Offer



Shop Your Way®  
Partnership



activehours

Shop Your Way®  
Partnership



WallyHome  
Home Sensing Solution

1,503

STORES

INVENTORY

SG&A EXPENSE REDUCTION

\$5B<sup>†</sup>

\$224M<sup>\*\*</sup>

VAST AND VALUABLE  
REAL ESTATE PORTFOLIO\*

PRESENCE IN TOP MALLS<sup>†</sup>

FINANCING CAPACITY

\$4.9B<sup>†</sup>

Total Inventory and  
Short-Term Financing  
Capacity

# of locations on list

2007  
2016

42 38

Top 100 Malls  
in America<sup>(1)</sup>

41 36

Top 100 Fashion Malls  
in America<sup>(1)</sup>

59 53

Top 144 Malls  
in America<sup>(1)</sup>

<sup>(1)</sup> Source: Goldman Sachs and Morgan Stanley October 23, 2015 report of top 100 Malls

FOCUS ON OUR FUTURE

Key Takeaways

- Restoring Profitability To Our Company
- Funding Our Transformation
- Transforming Into A Member-Focused Company

Focus on Our Best



Supported By



\* current summary of stores as of Q3 2016, and includes the 252 stores that were part of the REIT transaction completed in Q2 2015

\*\* reduced SG&A expenses on a comparable basis by \$224M, or 12.7% year-over-year

<sup>†</sup> as of October 29, 2016