## AutoZone by the Numbers

## America's Number One Vehicle Solutions Provider

As of February 14, 2015, AutoZone operates 5,476 auto parts locations, including 411 in Mexico, five in Brazil, and 18 Interamerican Motor Corporation ("IMC") branches. Each AutoZone store carries an extensive product line for cars, sport utility vehicles, vans and light trucks, including new and remanufactured automotive hard parts, maintenance items, accessories, and non-automotive products. Many of our AutoZone stores also have a commercial sales program that provides commercial credit and prompt delivery of parts and other products to local, regional and national repair garages, dealers, service stations, and public sector accounts. We have commercial programs in select stores in Mexico and Brazil as well. IMC branches carry an extensive line of Original Equipment (OE) quality import parts. We also sell the ALLDATA brand automotive diagnostic and repair software through www.alldata.com. Additionally, we sell automotive hard parts, maintenance items, accessories, and nonautomotive products through www.autozone.com, and accessories and performance parts through www.autoanything.com, and our commercial customers can make purchases through www.autozonepro.com and www.imcparts.net. We do not derive revenue from automotive repair or installation services.

Each of our AutoZoners is committed to the highest level of customer service every store has AutoZoners equipped with the tools and knowledge necessary to provide the highest level of technical advice and diagnostic support to our customers. AutoZones's website, www.AutoZone.com, can be used to order parts online or to look up parts in your local AutoZone store. The website is also a great resource for helpful maintenance and repair information. Through ALLDATA, the Company provides the most comprehensive electronic diagnostic and repair information available to professional mechanics either online, on CD or DVD.

The Company was founded in 1979 and has been publicly held since 1991. AutoZone stock trades on the New York Stock Exchange under the ticker symbol "AZO" and is included in the Standard \& Poor's 500 index. AutoZone is also recognized on the list of Fortune 500 companies.


## Historical Trends

Sales grew at a compound rate of 6.8\% over the past five years.


Same store sales, or sales at domestic stores open greater than one year

Domestic Same Store Sales Increases


## Auto Parts Store Development

In FY14, we opened 148 new AutoZone stores in the U.S., relocated 8 and closed 0. In Mexico, we opened 40 new stores and in Brazil we opened two new stores. At the end of FY14 AutoZone had 4,984 stores in the U.S., 402 stores in Mexico, and five stores in Brazil.

In FY13, we opened 153 new AutoZone stores in the U.S., relocated 11 and closed 2. In Mexico, we opened 41 new stores and in Brazil we opened three new stores. At the end of FY13 AutoZone had 4,836 stores in the U.S., 362 stores in Mexico, and three stores in Brazil.

In FY12, we opened 151 new AutoZone stores in the U.S. and relocated 10 stores. In Mexico, we opened 42 new stores. At the end of FY12 AutoZone had 4,685 stores in the U.S. and 321 stores in Mexico.

In FY11, we opened 147 new AutoZone stores in the U.S., relocated 10 and closed 2. In Mexico, we opened 41 new stores. At the end of FY11 AutoZone had 4,534 stores in the U.S. and 279 stores in Mexico.

In FY10, we opened 163 new AutoZone stores in the U.S., relocated 3 and closed 3. In Mexico, we opened 50 new stores. At the end of FY10 AutoZone had 4,389 stores in the U.S. and 238 stores in Mexico.



## Gross margin

Gross margin .
Gross profit for fiscal 2014 was $\$ 4.935$ billion, or $52.1 \%$ of net sales, compared with $\$ 4.741$ billion, or 51.8\% of net sales for fiscal 2013. The improvement in gross margin was attributable to lower acquisition costs and lower shrink expense, partially offset by higher supply chain costs associated with current year inventory initiatives (17 basis points).

Gross Margin


## Operating expenses

Operating expenses .....
In FY14, net operating expenses were 32.8\% of sales, resulting in an annual operating margin of 19.3\%.

## Operating Selling, General \& Administrative Expenses as a Percent of Sales



## Operating Margins

Operating margins were $19.3 \%$ in FY14. Fourth quarter operating margin was $20.7 \%$.


## Diluted Earnings Per Share

Diluted earnings per share increased $13.6 \%$ in FY14 to $\$ 31.57$ on 33.9 million diluted shares.
Diluted earnings per share increased 18.4\% in FY13 to \$27.79 on 36.6 million diluted


## Historical Trends - Balance Sheet Analysis




## Inventories

In FY14, inventories increased $\$ 279$ million to $\$ 3.140$ billion. Inventory net of payables decreased \$23 million to -\$469 million.



## Historical Trends - Returns

## After-Tax Return on Invested Capital

(in thousands)

|  | Fiscal Year Ended August |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2014 | $2013{ }^{(1)}$ | 2012 | 2011 | 2010 |
| Net income | 1,069,744 | 1,016,480 | 930,373 | 848,974 | 738,311 |
| Adjustments : |  |  |  |  |  |
| Interest expense | 167,509 | 185,415 | 175,905 | 170,557 | 158,909 |
| Rent expense | 253,813 | 246,340 | 229,417 | 213,846 | 195,632 |
| Tax effect ${ }^{(2)}$ | $(150,412)$ | $(155,432)$ | $(145,916)$ | $(137,962)$ | $(128,983)$ |
| After-tax return | 1,340,654 | 1,292,803 | 1,189,779 | 1,095,415 | 963,869 |
|  |  |  |  |  |  |
| Average debt ${ }^{(3)}$ | 4,280,877 | 3,951,360 | 3,508,970 | 3,121,880 | 2,769,617 |
| Average equity ${ }^{(4)}$ | $(1,709,778)$ | $(1,581,832)$ | $(1,372,342)$ | $(993,624)$ | $(507,885)$ |
| Adjusted rent $\times 6{ }^{(5)}$ | 1,522,878 | 1,478,040 | 1,376,502 | 1,283,076 | 1,173,792 |
| Average capital lease obligations ${ }^{(6)}$ | 108,475 | 102,729 | 96,027 | 84,966 | 62,220 |
| Pre-tax invested capital | 4,202,452 | 3,950,297 | 3,609,157 | 3,496,298 | 3,497,744 |
| ROIC | 31.9\% | 32.7\% | 33.0\% | 31.3\% | 27.6\% |

1 The fiscal year ended August 31, 2013 consisted of 53 weeks.
The effective tax rate during fiscal 2014, 2013, 2012, 2011 and 2010 was $35.7 \%, 36.0 \%, 36.0 \%, 35.9 \%$, and
2 36.4\%, respectively.
3 Average debt is equal to the average of our debt measured as of the previous five quarters.
4 Average equity is equal to the average of our stockholders' (deficit) measured as of the previous five quarters. Rent is multiplied by a factor of six to capitalize operating leases in the determination of pre-tax invested 5 capital.

Average capital lease obligations is computed as the average of our capital lease obligations over the previous 6 five quarters.

## Adjusted Debt to EBITDAR Comparisons

|  | $\mathrm{Q}_{2} \mathrm{~F}$ F20 | F2015 | Q4． F 2014 |  | 2，F2014 | ． 20214 | 4，F2013 | ${ }_{\text {coser }}^{\text {O．} 22013}$ |  | 20013 | Q4． 20212 |  | 2， 2012 | F20 | F2011 |  | 2，F2011 | 1，F200 | F2008 | ${ }_{\text {cen }}^{\text {R2，F2006 }}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{\text { Adiusted Debl } 1 \text { Esitoar（ } \text {（Trail }}{\text { Neit }}$ |  |  |  | ${ }_{\text {May } 10.2014}^{1,067273}$ |  |  |  |  | Februay9．2013 |  | （tis，2012 |  |  |  | 27， 8 2019 | $\xrightarrow{\text { May } 7.2011}$ |  | ${ }^{640,461}$ | ctiention | cine |
| Add：Interest | 157，184 | 162，138 | 167599 592970 520 |  |  | 186，742 | 1854.15 571203 5 |  |  |  |  | ${ }_{513162}^{17.52}$ | ${ }_{\substack{171.745 \\ 499877}}^{1087}$ |  | ${ }_{\substack{170.57 \\ 475272}}$ |  |  |  |  |  |
|  | 1，878，984 | 1．855．059 | 1．83， 223 | 1．83， 242 | 1813，320 | 1．793，548 | ．773，098 | ${ }_{1.696,934}$ | 1．68， 134 | 1233 | 1628，991 | ．592，844 | 1．558，520 | 1．529，616 | 1，494，803 | 1．443，533 | ${ }^{1.406,47}$ | 1，125，298 | ${ }_{1}^{1,24,134}$ |  |
| pep | 25，025 | 540 | ${ }^{251,267}$ | ${ }^{243,505}$ | 361 | 323 | 251 |  | 705 | ${ }^{884}$ | ${ }^{211,831}$ | 208，039 | ${ }^{203,982}$ | 565 | \％ 209 | ${ }^{195.513}$ | ${ }^{193,402}$ | 70 | 509 |  |
| $\substack{\text { Rentereerers } \\ \text { Opion expes }}$ |  | 22 | 1090 | 40.660 | 407 |  | 307 |  | （235．611 | 退2，288 |  | ${ }_{\substack{224,753}}^{224}$ |  | （7，003 | （13，846 |  | 速退这 |  |  | 135712 |
| EBITAR | 2，488，742 | 2，409，071 | 2，374，693 | 2，375，113 | 2，345，018 | 2，313，101 | 2，283，996 | 2，192，300 | 2，157，004 | 2，131，877 | 2，103，502 | 2．057，601 | 2．012，008 | 1．976，900 | ${ }_{1.931,48}$ | ${ }^{1.872,75}$ | ${ }_{1.826,464}$ | ${ }^{1,4659,912}$ | ${ }^{1.458,764}$ | 1．256，564 |
| ${ }^{\text {Deb }}$ | 4．442，300 | ${ }_{\text {4．422，100 }}^{12080}$ | ${ }^{4,343,800}$ |  | ${ }^{684}$ | 500 | ${ }^{4.1887000}$ | 100 | ，9066 | 205 | 3，768，183 | 3．606，309 | ${ }_{\text {3，464，360 }}^{10374}$ | ${ }_{\text {3，356，377 }}^{3,39}$ | 3，351，682 | 20，786 | 3，299，230 | （68，200 | 250．00 | 1，779，300 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Adissed deet | ${ }_{\text {6，151．249 }}$ |  |  |  |  |  | 5，771．211 | ${ }^{5.531,749}$ |  |  |  |  |  |  |  | 4，559，75 |  |  |  | 2．593，572 |
| Adisted deent EEBTTDAR | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.5 | 2.6 | 2.5 | 2.5 | 2.5 | ${ }^{2.4}$ |  | ${ }^{2.4}$ | 2.4 |  |  |  |  |
|  |  | 2014 | F2013 |  |  | Q1， 22012 |  |  | F2012 | ． 22012 |  |  |  | ， 22011 |  |  | Q2， | F2008 |  | F2006 |
| Ited Debt EBITPAR（Trailing 40 | Febuar 15，20 |  | Augus 31.2013 |  | Febuay 9,2013 |  | August 25.2012 | May 5.2012 |  |  |  |  |  |  |  | May 8.201 |  |  | August 25.2007 |  |
|  |  |  |  |  |  | $\xrightarrow{942,700} \begin{aligned} & 17795 \\ & 1\end{aligned}$ | cise． | cosinili |  |  |  |  | cisi．800 |  |  |  |  | coitere |  |  |
|  | 500，7 |  |  |  |  | ${ }_{\text {530．618 }}$ | ${ }_{522,61}$ | ${ }_{513,162}$ | ${ }^{499.877}$ | 9，195 | 475.27 |  | ${ }_{451,575}$ |  | 122，19 | 401，5 |  |  |  |  |
| EBIT | 1．813，320 | 1，793，548 | 1．773，098 | 1．696，934 | ${ }_{1}^{1.68,154}$ | 1．651，233 | 1．628．991 | 1．592，844 | ${ }^{1.559 .520}$ | 1．529，616 | 1．994，803 | ${ }^{1.444 .53}$ | 1.406 .47 | 1．365，12 | 1．319，44 | ${ }^{1.264,27}$ | 1．213，63 | 1．069， | 1．055，266 |  |
| Depee | ${ }_{251}^{238}$ | ${ }^{232}$ |  |  | ${ }_{235}^{218}$ |  |  |  |  |  |  |  | ${ }^{13,402}$ |  |  |  |  | $\underset{\substack{163599 \\ 15535}}{1535}$ |  |  |
| 隹 |  | anden <br> 3，428 | ation | ${ }_{35123}$ |  | （3，932 | ${ }_{3}^{213,363}$ |  | － 29.951 | 20， | （10．6．65 | ${ }_{2}^{24.387}$ | 20， 2,32 | 19，940 | 19，9，200 | ${ }_{\text {18，858 }}$ | （180．695 | cisis，32 | cistat |  |
| Ebitar | 2，34，018 | 2，313，101 | 2，283，966 | 2，192，300 | 2，157，04 | 2，131，877 | 2，103，502 | 2．057，601 | 2，012，908 | 1，976，900 | 1．931，483 | 1．872，757 | 1，826，464 | 1，777，637 | 1，726，250 | 1，661，823 | 1，605，946 | ${ }^{1,388,54}$ | 1，367，200 | 1．259，603 |
|  |  |  |  |  | 3，997．806 |  |  |  |  |  |  |  |  |  |  | 2，698．500 |  |  |  | 1，789，75 |
| Add：Adiusted ren | ${ }_{1}^{1.511 .580}$ | 1．492：812 | 1．478．940 |  | 1．413，666 | 1， 1096.968 | ${ }_{1}^{1,376,502}$ |  |  | 1．305．618 | 1．283，076 |  | 225，388 | ${ }_{\text {1．192：} 26.686}$ | （1．173，29200 |  | （．128，70 | cies |  |  |
| Adiusted Debt |  | 5，76，475 | 5，771，211 | 5．531，79 | 5，510，841 | 5，300，817 | 5，24，941 | 5，05，214 | 4，893，${ }^{\text {a }}$ ， | 4，746，694 | 4，721．44 | 4，559，7 | 4，55，${ }^{3}$ | ${ }^{4.156,}$ |  | 3，911． | 3，954，60 | 3，49 | 2，905，844 | 2．585，831 |
| Adjusted deent to Ebitoar | 2.5 | ${ }^{2.5}$ | 2.5 | 2.5 | 2.6 | 2.5 | 2.5 | 2.5 | 2.4 | 2.4 | 2.4 | 2.4 | 2.5 | ${ }^{2.3}$ | 2.4 | 2.4 | 2.5 | ${ }^{2.3}$ | 2.1 | ${ }^{2.0}$ |

Historical Income Statements
(in thousands, except per share data)
(GAAP Results)

Net sales
Cost of sales, including
warehouse and delivery expenses
Gross profit
Operating, selling, general, and
administrative expenses
Operating profit
Interest expense, net
Income before income taxes
Income taxes
Net income
Diluted earnings per share

|  | Results of <br> Operations 2014 |  | operations 2013 |  | Results of perations 2012 |  | Results of perations 2011 | Results of <br> Operations 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 9,475,313 | \$ | 9,147,530 | \$ | 8,603,863 | \$ | 8,072,973 | \$ | 7,362,618 |
|  | 4,540,406 |  | 4,406,595 |  | 4,171,827 |  | 3,953,510 |  | 3,650,874 |
|  | 4,934,907 |  | 4,740,935 |  | 4,432,036 |  | 4,119,463 |  | 3,711,744 |
|  | 3,104,684 |  | 2,967,837 |  | 2,803,145 |  | 2,624,660 |  | 2,392,330 |
|  | $\begin{gathered} 1,830,223 \\ (167,509) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 1,773,098 \\ (185,415) \end{array}$ |  | $\begin{gathered} 1,628,891 \\ (175,905) \\ \hline \end{gathered}$ |  | $\begin{gathered} 1,494,803 \\ (170,557) \\ \hline \end{gathered}$ |  | $\begin{array}{r} 1,319,414 \\ (158,909) \\ \hline \end{array}$ |
|  | $\begin{array}{r} 1,662,714 \\ 592,970 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,587,683 \\ 571,203 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,452,986 \\ 522,613 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,324,246 \\ 475,272 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,160,505 \\ 422,194 \\ \hline \end{array}$ |
| \$ | 1,069,744 | \$ | 1,016,480 | \$ | 930,373 | \$ | 848,974 | \$ | 738,311 |
| \$ | 31.57 | \$ | 27.79 | \$ | 23.48 | \$ | 19.47 | \$ | 14.97 |

Diluted weighted average shares outstanding
(Adjustments)

Net sales
Cost of sales, including
warehouse and delivery expenses
Gross profit
Operating, selling, general, and
administrative expenses
Operating profit
Interest expense, net
Income before income taxes
Income taxes
Net income
Diluted earnings per share

Diluted weighted average shares outstanding


## (Adjusted)

Net sales
Cost of sales, including
warehouse and delivery expenses
Gross profit
Operating, selling, general, and
administrative expenses
Operating profit
Interest income (expense)
Income before income taxes
Income taxes
Net income
Diluted earnings per share

Diluted weighted average shares outstanding

| 33,882 |  | 36,581 |  | 39,625 |  | 43,603 |  | 49,304 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Results of Operations 2014 |  | Results of perations 2013 |  | Results of Operations 2012 |  | Results of Operations 2011 |  | Results of Operations 2010 |
| \$ | 9,475,313 | \$ | 8,969,808 | \$ | 8,603,863 | \$ | 8,072,973 | \$ | 7,362,618 |
|  | 4,540,406 |  | 4,321,314 |  | 4,171,827 |  | 3,953,510 |  | 3,650,874 |
|  | 4,934,907 |  | 4,648,494 |  | 4,432,036 |  | 4,119,463 |  | 3,711,744 |
|  | 3,104,684 |  | 2,915,232 |  | 2,803,145 |  | 2,624,660 |  | 2,392,330 |
|  | $\begin{array}{r} 1,830,223 \\ (167,509) \\ \hline \end{array}$ |  | $\begin{array}{r} 1,733,262 \\ (181,891) \end{array}$ |  | $\begin{array}{r} 1,628,891 \\ (175,905) \end{array}$ |  | $\begin{gathered} 1,494,803 \\ (170,557) \\ \hline \end{gathered}$ |  | $\begin{gathered} 1,319,414 \\ (158,909) \end{gathered}$ |
|  | $\begin{array}{r} 1,662,714 \\ 592,970 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,551,371 \\ 558,320 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,452,986 \\ 522,613 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,324,246 \\ 475,272 \\ \hline \end{array}$ |  | $\begin{array}{r} 1,160,505 \\ 422,194 \end{array}$ |
| \$ | 1,069,744 | \$ | 993,051 | \$ | 930,373 | \$ | 848,974 | \$ | 738,311 |
| \$ | 31.57 | \$ | 27.15 | \$ | 23.48 | \$ | 19.47 | \$ | 14.97 |
|  | 33,882 |  | 36,581 |  | 39,625 |  | 43,603 |  | 49,304 |

Income Statement (percent to sales)
(Adjusted)
Net sales
Cost of sales, including
warehouse and delivery expenses
Gross margin
Operating, selling, general, and
administrative expenses
Operating profit
Interest expense, net
Income before income taxes
Income taxes
Net income

| Results of Operations | Results of Operations | Results of Operations | Results of Operations | Results of Operations |
| :---: | :---: | :---: | :---: | :---: |
| $\underline{2014}$ | $\underline{2013}$ | $\underline{2012}$ | 2011 | 2010 |
| 100.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| 47.9\% | 48.2\% | 48.5\% | 49.0\% | 49.6\% |
| 52.1\% | 51.8\% | 51.5\% | 51.0\% | 50.4\% |
| 32.8\% | 32.5\% | 32.6\% | 32.5\% | 32.5\% |
| 19.3\% | 19.3\% | 18.9\% | 18.5\% | 17.9\% |
| (1.8\%) | (2.0\%) | (2.0\%) | (2.1\%) | (2.2\%) |
| 17.5\% | 17.3\% | 16.9\% | 16.4\% | 15.8\% |
| 6.3\% | 6.2\% | 6.1\% | 5.9\% | 5.7\% |
| 11.3\% | 11.1\% | 10.8\% | 10.5\% | 10.0\% |

Historical Balance Sheets
(in thousands)
Assets
Current Assets:
Cash and cash equivalents
Accounts receivable
Merchandise inventories
Other current assets
Deferred income taxes
Total current assets
Property and equipment:
Land
Building and improvements
Equipment
Leasehold improvements
Construction in progress
Less: Accumulated depreciation and amortization

Goodwill
Deferred income taxes
Other long-term assets

Liabilities and Stockholders' Equity (Deficit)
Current Liabilities:
Accounts payable
Accrued expenses and other
Income taxes payable
Deferred income taxes
Short-term borrowings
Total current liabilities
Long-term debt
Other long-term liabilities
Stockholders' equity (deficit)

| 2014 | 2013 | 2012 | 2011 | 2010 |
| :---: | :---: | :---: | :---: | :---: |
| \$ 124,485 | \$ 142,191 | \$ 103,093 | \$ 97,606 | \$ 98,280 |
| 200,899 | 171,638 | 161,375 | 140,690 | 125,802 |
| 3,140,100 | 2,861,014 | 2,627,983 | 2,466,107 | 2,304,579 |
| 110,420 | 101,443 | 85,649 | 88,022 | 83,160 |
| 4,708 | 1,727 | 846 |  |  |
| \$ 3,580,612 | \$ 3,278,013 | \$ 2,978,946 | \$ 2,792,425 | \$ 2,611,821 |
| 925,359 | 862,565 | 800,175 | 740,276 | 690,098 |
| 2,802,265 | 2,607,751 | 2,400,895 | 2,177,476 | 2,013,301 |
| 1,254,445 | 1,122,821 | 1,016,835 | 994,369 | 923,595 |
| 368,326 | 341,182 | 314,559 | 275,299 | 247,748 |
| 150,279 | 124,206 | 127,297 | 184,452 | 192,519 |
| 5,500,674 | 5,058,525 | 4,659,761 | 4,371,872 | 4,067,261 |
| 2,190,199 | 1,987,164 | 1,803,833 | 1,702,997 | 1,547,315 |
| 3,310,475 | 3,071,361 | 2,855,928 | 2,668,875 | 2,519,946 |
| 367,829 | 367,829 | 302,645 | 302,645 | 302,645 |
| 45,137 | 4,069 | 33,796 | 10,661 | 46,223 |
| 213,805 | 170,817 | 94,324 | 94,996 | 90,959 |
| 626,771 | 542,715 | 430,765 | 408,302 | 439,827 |
| \$ 7,517,858 | \$ 6,892,089 | \$ 6,265,639 | \$ 5,869,602 | \$ 5,571,594 |


| $\$ 3,609,199$ | $\$ 3,307,535$ | $\$ 2,926,740$ | $\$ 2,755,853$ | $\$ 2,433,050$ |
| ---: | ---: | ---: | ---: | ---: |
| 481,894 | 467,831 | 478,085 | 449,327 | 432,368 |
| 41,200 | 17,129 | 17,053 | 25,185 | 25,385 |
| 227,891 | 202,922 | 183,833 | 166,449 | 146,971 |
| 180,910 | $\frac{173,733}{}$ | $\frac{49,881}{}$ | 34,082 | 26,186 |
| $\$ 4,541,094$ | $\$ 4,169,150$ | $\$ 3,655,592$ | $\$ 3,430,896$ | $\$ 3,063,960$ |
|  |  |  |  |  |
| $4,162,890$ | $4,013,267$ | $3,718,302$ | $3,317,600$ | $2,882,300$ |
| 435,731 | 396,991 | 439,770 | 375,338 | 364,099 |
| $(1,621,857)$ | $(1,687,319)$ | $\underline{(1,548,025)}$ | $\underline{(1,254,232)}$ | $(738,765)$ |
| $\underline{\$ 7,517,858}$ | $\underline{\$ 6,892,089}$ | $\underline{\$ 6,265,639}$ | $\underline{\$ 5,869,602}$ | $\underline{\$ 5,571,594}$ |

## Historical Cash Flow Statements

(in thousands)

|  |  | 2014 |  | 2013 |  | 2012 |  | 2011 |  | 2010 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |  |  |  |  |  |  |
| Net income |  | \$1,069,744 |  | \$1,016,480 |  | \$930,373 |  | \$848,974 |  | \$738,311 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |  |  |  |  |
| Depreciation and amortization of property and equipment |  | \$251,267 |  | 227,251 |  | 211,831 |  | 196,209 |  | 192,084 |
| Amortization of debt origination fees |  | 6,856 |  | 8,239 |  | 8,066 |  | 8,962 |  | 6,495 |
| Income tax benefit from exercise of stock options |  | $(23,771)$ |  | $(66,752)$ |  | $(63,041)$ |  | $(34,945)$ |  | $(22,251)$ |
| Deferred income taxes |  | $(14,698)$ |  | 19,704 |  | 25,557 |  | 44,667 |  | $(9,023)$ |
| Share-based compensation expense |  | 39,390 |  | 37,307 |  | 33,363 |  | 26,625 |  | 19,120 |
| Changes in operating assets and liabilities: |  |  |  |  |  |  |  |  |  |  |
| Accounts receivable |  | $(27,963)$ |  | $(8,196)$ |  | $(21,276)$ |  | $(14,605)$ |  | 782 |
| Merchandise inventories |  | $(276,834)$ |  | $(232,846)$ |  | $(167,914)$ |  | $(155,421)$ |  | $(96,077)$ |
| Accounts payable and accrued expenses |  | 285,091 |  | 356,935 |  | 197,406 |  | 342,826 |  | 349,122 |
| Income taxes payable |  | 46,555 |  | 61,003 |  | 56,754 |  | 34,319 |  | 12,474 |
| Other, net |  | $(14,403)$ |  | $(4,114)$ |  | 12,862 |  | $(6,073)$ |  | 5,215 |
| Net cash provided by operating activities |  | 1,341,234 |  | 1,415,011 |  | 1,223,981 |  | 1,291,538 |  | 1,196,252 |
| Cash flows from investing activities: |  |  |  |  |  |  |  |  |  |  |
| Capital expenditures |  | $(438,116)$ |  | $(414,451)$ |  | $(378,054)$ |  | $(321,604)$ |  | $(315,400)$ |
| Acquisition of business |  | - |  | $(116,084)$ |  | - |  | - |  |  |
| Purchase of Intangibles |  | $(11,112)$ |  | - |  | - |  | - |  | - |
| Purchase of marketable securities |  | $(49,736)$ |  | $(44,469)$ |  | $(45,665)$ |  | $(43,772)$ |  | $(56,156)$ |
| Proceeds from sale of marketable securities |  | 46,796 |  | 37,944 |  | 42,385 |  | 43,081 |  | 52,620 |
| Disposal of capital assets |  | 4,200 |  | 9,765 |  | 6,573 |  | 3,301 |  | 11,489 |
| Net cash used in investing activities |  | $(447,968)$ |  | $(527,295)$ |  | $(374,761)$ |  | $(318,994)$ |  | $(307,447)$ |
| Cash flows from financing activities: |  |  |  |  |  |  |  |  |  |  |
| Net (payments) proceeds from commercial paper |  | 256,800 |  | 123,600 |  | $(54,200)$ |  | 134,600 |  | 155,400 |
| Net (payments) proceeds from short-term borrowings |  |  |  | $(4,948)$ |  | $(27,071)$ |  | 6,901 |  | 26,186 |
| Proceeds from issuance of debt |  | 400,000 |  | 800,000 |  | 500,000 |  | 500,000 |  |  |
| Repayment of Debt |  | $(500,000)$ |  | $(500,000)$ |  | - |  | $(199,300)$ |  |  |
| Net proceeds from sale of common stock |  | 42,034 |  | 97,154 |  | 75,343 |  | 55,846 |  | 52,922 |
| Purchase of treasury stock |  | $(1,099,212)$ |  | $(1,387,315)$ |  | $(1,362,869)$ |  | $(1,466,802)$ |  | $(1,123,655)$ |
| Income tax benefit from exercise of stock options |  | 23,771 |  | 66,752 |  | 63,041 |  | 34,945 |  | 22,251 |
| Payments of capital lease obligations |  | $(32,656)$ |  | $(27,545)$ |  | $(26,750)$ |  | $(22,781)$ |  | $(16,597)$ |
| Other |  | $(2,294)$ |  | $(14,720)$ |  | $(10,927)$ |  | $(17,180)$ |  | - |
| Net cash used in financing activities |  | $(911,557)$ |  | $(847,022)$ |  | $(843,433)$ |  | $(973,771)$ |  | $(883,493)$ |
| Effect of exchange rate changes on cash |  | 585 |  | $(1,596)$ |  | (300) |  | 553 |  | 262 |
| Net increase (decrease) in cash and cash equivalents |  | $(17,706)$ |  | 39,098 |  | 5,487 |  | (674) |  | 5,574 |
| Cash and cash equivalents at beginning of year |  | 142,191 |  | 103,093 |  | 97,606 |  | 98,280 |  | 92,706 |
| Cash and cash equivalents at end of year |  | 124,485 |  | 142,191 |  | 103,093 |  | 97,606 |  | 98,280 |
| Supplemental cash flow information: |  |  |  |  |  |  |  |  |  |  |
| Interest paid, net of interest cost capitalized | \$ | 166,477 | \$ | 174,037 | \$ | 161,797 | \$ | 155,531 | \$ | 150,745 |
| Income taxes paid | \$ | 556,974 | \$ | 498,587 | \$ | 443,666 | \$ | 405,654 | \$ | 420,575 |
| Assets acquired through capital lease | \$ | 64,927 | \$ | 71,117 | \$ | 74,726 | \$ | 32,301 | \$ | 75,881 |

Quarterly Summary ${ }_{(1)}$ - 2015, 2014, 2013

| Income Statement (in thousands, except per share data) |  |  |  | Income Statement (percent to sales) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
| Fiscal 2015 |  |  |  |  |  |  |  |  |
| Net sales | \$2,260,264 | \$ 2,143,651 |  |  | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales, including |  |  |  |  |  |  |  |  |
| warehouse and delivery expenses | 1,083,603 | 1,023,618 |  |  | 47.9\% | 47.8\% | \#DIVIO! | \#DIV0! |
| Gross profit | 1,176,661 | 1,120,033 |  |  | 52.1\% | 52.2\% | \#Div/0! | \#DIVI0! |
| Operating, selling, general, and |  |  |  |  |  |  |  |  |
|  |  |  |  |  | 34.0\% | 35.4\% | \#Divor | \#DIV/0! |
| Operating profit | 408,562 | 361,269 |  |  | 18.1\% | 16.9\% | \#DIV/0! | \#DIV/0! |
| Interest expense, net | $(37,060)$ | $(34,536)$ |  |  | (1.6\%) | (1.6\%) | \#DIVIO! | \#DIV10! |
| Income before income taxes | 371,502 | 326,733 |  |  | 16.4\% | 15.2\% | \#Divo! | \#DIVIV! |
| Income taxes | 133,192 | 115,010 |  |  | 5.9\% | 5.4\% | \#DIVIO! | \#DIVIO! |
| Net income | \$ 238,310 | \$ 211,723 |  |  | 10.5\% | 9.9\% | \#DIVIO! | \#DIVIO! |
| Diluted weighted average shares outstanding | 32,761 | 32,540 |  |  |  |  |  |  |
| Diluted earnings per share | \$ 7.27 | \$ 6.51 | \#DIVIO! | \#DIVIO! |  |  |  |  |
| Sales increase over prior year | 8.0\% | 7.7\% | -100.0\% | -100.0\% |  |  |  |  |
| Operating profiti increase | 6.5\% | 7.1\% | -100.0\% | -100.0\% |  |  |  |  |
| Net income increase | 9.3\% | 9.8\% | -100.0\% | -100.0\% |  |  |  |  |


| Fiscal 2014 | First | Second |  | Third | Fourth | First | Second | Third | Fourth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | \$2,093,578 | \$ 1,990,494 | \$ | 2,341,545 | \$3,049,696 | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales, including |  |  |  |  |  |  |  |  |  |
| warehouse and delivery expenses | 1,007,881 | 953,459 |  | 1,124,587 | 1,454,480 | 48.1\% | 47.9\% | 48.0\% | 47.7\% |
| Gross profit | 1,085,697 | 1,037,035 |  | 1,216,958 | 1,595,216 | 51.9\% | 52.1\% | 52.0\% | 52.3\% |
| Operating, selling, general, and |  |  |  |  |  |  |  |  |  |
| Operating profit | 383,726 | 337,344 |  | 478,952 | 630,201 | 18.3\% | 16.9\% | 20.5\% | 20.7\% |
| Interest expense, net | $(42,431)$ | $(39,490)$ |  | (36,162) | $(4,426)$ | (2.0\%) | (2.0\%) | (1.5\%) | (1.6\%) |
| Income before income taxes | 341,295 | 7,854 |  | 442,790 | 580,775 | 16.3\% | 15.0\% | 18.9\% | 19.0\% |
| Income taxes | 123,208 | 105,024 |  | 157,633 | 207,104 | 5.9\% | 5.3\% | 6.7\% | 6.8\% |
| Net income | \$ 218,087 | \$ 192,830 | \$ | 285,157 | \$ 373,671 | 10.4\% | 9.7\% | 12.2\% | 12.3\% |
| Diluted weighted average shares outstanding | 34,676 | 34,261 |  | 33,716 | 33,129 |  |  |  |  |
| Diluted earnings per share | 6.29 | 5.63 | \$ | 8.46 | \$ 11.28 |  |  |  |  |
| Sales increase over prior year | 5.1\% | 7.3\% |  | 6.2\% | -1.5\% |  |  |  |  |
| Operating profit increase | 5.6\% | 6.2\% |  | 5.0\% | -0.9\% |  |  |  |  |
| Net income increase | 7.2\% | 9.4\% |  | 7.4\% | 0.7\% |  |  |  |  |
|  | First | Second |  | Third | Fourth | First | Second | Third | Fourth |
| Fiscal 2013 |  |  |  |  |  |  |  |  |  |
| Net sales | \$1,991,040 | \$ 1,855,198 | \$ | 2,205,878 | \$ 3,095,414 | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales, including |  |  |  |  |  |  |  |  |  |
| warehouse and delivery expenses | 959,174 | 893,217 |  | 1,063,165 | 1,491,038 | 48.2\% | 48.1\% | 48.2\% | 48.2\% |
| Gross profit | 1,031,866 | 961,981 |  | 1,142,713 | 1,604,376 | 51.8\% | 51.9\% | 51.8\% | 51.8\% |
| Operating, selling, general, and |  |  |  |  |  |  |  |  |  |
| administrative expenses | 668,590 | 644,410 |  | 686,683 | 968,156 | 33.6\% | 34.7\% | 31.1\% | 31.3\% |
| Operating profit | 363,276 | 317,571 |  | 456,030 | 636,220 | 18.2\% | 17.1\% | 20.7\% | 20.6\% |
| Interest expense, net | $(41,104)$ | (41,323) |  | $(42,091)$ | (60,896) | (2.1\%) | (2.2\%) | (1.9\%) | (2.0\%) |
| Income before income taxes | 322,172 | 276,248 |  | 413,939 | 575,324 | 16.2\% | 14.9\% | 18.8\% | 18.6\% |
| Income taxes | 118,720 | 100,001 |  | 148,356 | 204,125 | 6.0\% | 5.4\% | 6.7\% | 6.6\% |
| Net income | \$ 203,452 | \$ 176,247 |  | 265,583 | \$ 371,199 | 10.2\% | 9.5\% | 12.0\% | 12.0\% |
| Diluted weighted average shares outstanding | 37,586 | 36,904 |  | 36,529 | 35,625 |  |  |  |  |
| Diluted earnings per share | 5.41 | \$ 4.78 | \$ | 7.27 | \$ 10.42 |  |  |  |  |
| Sales increase over prior year | 3.5\% | 2.8\% |  | 4.5\% | 12.0\% |  |  |  |  |
| Operating profit increase | 6.6\% | 5.6\% |  | 6.7\% | 13.6\% |  |  |  |  |
| Net income increase | 6.4\% | 5.6\% |  | 6.8\% | 14.7\% |  |  |  |  |
|  | First | Second |  | Third | Fourth | First | Second | Third | Fourth |
| Fiscal 2012 |  |  |  |  |  |  |  |  |  |
| Net sales | \$1,924,341 | \$ 1,804,069 |  | 2,111,866 | \$ 2,763,585 | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales, including |  |  |  |  |  |  |  |  |  |
| warehouse and delivery expenses | 940,714 | 877,854 |  | 1,022,067 | 1,331,191 | 48.9\% | 48.7\% | 48.4\% | 48.2\% |
| Gross profit | 983,627 | 926,215 |  | 1,089,799 | 1,432,394 | 51.1\% | 51.3\% | 51.6\% | 51.8\% |
| Operating, selling, genera, and |  |  |  |  |  |  |  |  |  |
| administrative expenses | 642,693 | 625,564 |  | 662,549 | 872,338 | 33.4\% | 34.7\% | 31.4\% | 31.6\% |
| Operating profit | 340,934 | 300,651 |  | 427,250 | 560,056 | 17.7\% | 16.7\% | 20.2\% | 20.3\% |
| Interest expense, net | $(39,094)$ | (38,923) |  | (39,743) | (58,145) | (2.0\%) | (2.2\%) | (1.9\%) | (2.1\%) |
| Income before income taxes | 301,840 | 261,728 |  | 387,507 | 501,911 | 15.7\% | 14.5\% | 18.3\% | 2\% |
| Income taxes | 110,715 | 94,798 |  | 138,921 | 178,178 | 5.8\% | 5.3\% | 6.6\% | 6.4\% |
| Net income | \$ 191,125 | \$ 166,930 | \$ | 248,586 | \$ 323,733 | 9.9\% | 9.3\% | 11.8\% | 11.7\% |
| Diluted weighted average shares outstanding | 40,864 | 40,237 |  | 39,590 | 38,262 |  |  |  |  |
| Diluted earnings per share | 4.68 | 4.15 | \$ | 6.28 | \$ 8.46 |  |  |  |  |
| Sales increase over prior year | 7.4\% | 8.6\% |  | 6.7\% | 4.6\% |  |  |  |  |
| Operating profit increase | 11.4\% | 10.6\% |  | 8.7\% | 6.9\% |  |  |  |  |
| Net income increase | 11.1\% | 12.7\% |  | 9.3\% | 7.4\% |  |  |  |  |

Quarterly Summary - 2012, 2011, 2010
(in thousands, except per share data)

|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal 2012 |  |  |  |  |  |  |  |  |
| Net sales | \$ 1,924,341 | \$ 1,804,069 | \$ 2,111,866 | \$ 2,763,585 | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales, including warehouse and delivery expenses | 940,714 | 877,854 | 1,022,067 | 1,331,191 | 48.9\% | 48.7\% | 48.4\% | 48.2\% |
| Gross profit | 983,627 | 926,215 | 1,089,799 | 1,432,394 | 51.1\% | 51.3\% | 51.6\% | 51.8\% |
| Operating, selling, general, and administrative expenses | 642,693 | 625,564 | 662,549 | 872,338 | 33.4\% | 34.7\% | 31.4\% | 31.6\% |
| Operating profit | 340,934 | 300,651 | 427,250 | 560,056 | 17.7\% | 16.7\% | 20.2\% | 20.3\% |
| Interest expense, net | $(39,094)$ | $(38,923)$ | $(39,743)$ | $(58,145)$ | (2.0\%) | (2.2\%) | (1.9\%) | (2.1\%) |
| Income before income taxes | 301,840 | 261,728 | 387,507 | 501,911 | 15.7\% | 14.5\% | 18.3\% | 18.2\% |
| Income taxes | 110,715 | 94,798 | 138,921 | 178,178 | 5.8\% | 5.3\% | 6.6\% | 6.4\% |
| Net income | \$ 191,125 | \$ 166,930 | \$ 248,586 | \$ 323,733 | 9.9\% | 9.3\% | 11.8\% | 11.7\% |
| Diluted weighted average shares outstandin | 40,864 | 40,237 | 39,590 | 38,262 |  |  |  |  |
| Diluted earnings per share | \$ 4.68 | \$ 4.15 | \$ 6.28 | \$ 8.46 |  |  |  |  |
| Sales increase over prior year | 7.4\% | 8.6\% | 6.7\% | 4.6\% |  |  |  |  |
| Operating profit increase | 11.4\% | 10.6\% | 8.7\% | 6.9\% |  |  |  |  |
| Net income increase | 11.1\% | 12.7\% | 9.3\% | 7.4\% |  |  |  |  |
|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
| Fiscal 2011 |  |  |  |  |  |  |  |  |
| Net sales | \$ 1,791,662 | \$1,660,946 | \$ 1,978,369 | \$ 2,641,996 | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales, including warehouse and delivery expenses | 883,914 | 815,335 | 964,839 | 1,289,422 | 49.3\% | 49.1\% | 48.8\% | 48.8\% |
| Gross profit | 907,748 | 845,611 | 1,013,530 | 1,352,574 | 50.7\% | 50.9\% | 51.2\% | 51.2\% |
| Operating, selling, general, and administrative expenses | 601,627 | 573,863 | 620,605 | 828,564 | 33.6\% | 34.6\% | 31.4\% | 31.4\% |
| Operating profit | 306,121 | 271,748 | 392,925 | 524,010 | 17.1\% | 16.4\% | 19.9\% | 19.8\% |
| Interest expense, net | $(37,253)$ | (39,576) | (39,916) | (53,813) | (2.1\%) | (2.4)\% | (2.0)\% | (2.0)\% |
| Income before income taxes | 268,868 | 232,172 | 353,009 | 470,197 | 15.0\% | 14.0\% | 17.8\% | 17.8\% |
| Income taxes | 96,792 | 84,116 | 125,636 | 168,728 | 5.4\% | 5.1\% | 6.4\% | 6.4\% |
| Net income | \$ 172,076 | \$ 148,056 | \$ 227,373 | \$ 301,469 | 9.6\% | 8.9\% | $\underline{11.5 \%}$ | $\underline{11.4 \%}$ |
| Diluted weighted average shares outstandin | 45,634 | 44,378 | 42,955 | 41,984 |  |  |  |  |
| Diluted earnings per share | \$ 3.77 | \$ 3.34 | \$ 5.29 | \$ 7.18 |  |  |  |  |
| Sales increase over prior year | 12.7\% | 10.3\% | 8.6\% | 8.1\% |  |  |  |  |
| Operating profit increase | 17.5\% | 18.0\% | 10.4\% | 10.8\% |  |  |  |  |
| Net income increase | 20.1\% | 20.0\% | 12.1\% | 12.1\% |  |  |  |  |


|  | First | Second | Third | Fourth | First | Second | Third | Fourth |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fiscal 2010 |  |  |  |  |  |  |  |  |
| Net sales | \$ 1,589,244 | \$1,506,225 | \$ 1,821,990 | \$ 2,445,159 | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| warehouse and delivery expenses | 789,320 | 752,489 | 898,869 | 1,210,196 | 49.7\% | 50.0\% | 49.3\% | 49.5\% |
| Gross profit | 799,924 | 753,736 | 923,121 | 1,234,963 | 50.3\% | 50.0\% | 50.7\% | 50.5\% |
| Operating, selling, general, and administrative expenses | 539,496 | 523,355 | 567,256 | 762,223 | 33.9\% | 34.7\% | 31.1\% | 31.2\% |
| Operating profit | 260,428 | 230,381 | 355,865 | 472,740 | 16.4\% | 15.3\% | 19.5\% | 19.3\% |
| Interest expense, net | $(36,340)$ | $(36,309)$ | $(36,833)$ | $(49,427)$ | (2.3\%) | (2.4\%) | (2.0\%) | (2.0\%) |
| Income before income taxes | 224,088 | 194,072 | 319,032 | 423,313 | 14.1\% | 12.9\% | 17.5\% | 17.3\% |
| Income taxes | 80,788 | 70,739 | 116,287 | 154,380 | 5.1\% | 4.7\% | 6.4\% | 6.3\% |
| Net income | \$ 143,300 | \$ 123,333 | \$ 202,745 | \$ 268,933 | 9.0\% | 8.2\% | 11.1\% | 11.0\% |
| Diluted weighted average shares outstandin | 50,824 | 50,186 | 49,212 | 47,543 |  |  |  |  |
| Diluted earnings per share | \$ 2.82 | \$ 2.46 | \$ 4.12 | \$ 5.66 |  |  |  |  |
| Sales increase over prior year | 7.5\% | 4.0\% | 9.9\% | 9.5\% |  |  |  |  |
| Operating profit increase | 9.2\% | 7.3\% | 16.6\% | 13.2\% |  |  |  |  |
| Net income increase | 9.1\% | 6.4\% | 16.7\% | 13.9\% |  |  |  |  |

## Quarterly Statistics

|  | First | Second | Third | Fourth | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Company sales (in thousands) |  |  |  |  |  |
| 2015 | 2,260,264 | 2,143,651 |  |  |  |
| 2014 | 2,093,578 | 1,990,494 | 2,341,545 | 3,049,696 | 9,475,313 |
| 2013 | 1,991,040 | 1,855,198 | 2,205,878 | 3,095,414 | 9,147,530 |
| 2012 | 1,924,341 | 1,804,069 | 2,111,866 | 2,763,585 | 8,603,863 |
| 2011 | 1,791,662 | 1,660,946 | 1,978,369 | 2,641,996 | 8,072,973 |
| Total Company sales increase over prior year |  |  |  |  |  |
| 2015 | 8.0\% | 7.7\% |  |  |  |
| 2014 | 5.1\% | 7.3\% | 6.2\% | (1.5\%) | 3.6\% |
| 2013 | 3.5\% | 2.8\% | 4.5\% | 12.0\% | 6.3\% |
| 2012 | 7.4\% | 8.6\% | 6.7\% | 4.6\% | 6.6\% |
| 2011 | 12.7\% | 10.3\% | 8.6\% | 8.1\% | 9.6\% |
| Domestic comparable store sales - Rolling 13 Periods |  |  |  |  |  |
| 2015 | 4.5\% | 3.6\% |  |  |  |
| 2014 | 0.9\% | 4.3\% | 4.0\% | 2.1\% | 2.8\% |
| 2013 | 0.3\% | (1.7\%) | 0.0\% | 1.0\% | 0.0\% |
| 2012 | 4.7\% | 6.0\% | 4.0\% | 2.1\% | 3.9\% |
| 2011 | 9.6\% | 7.2\% | 5.4\% | 4.6\% | 6.4\% |
| Net income (in thousands) |  |  |  |  |  |
| 2015 | 238,310 | 211,723 |  |  |  |
| 2014 | 218,087 | 192,830 | 285,157 | 373,671 | 1,069,744 |
| 2013 | 203,452 | 176,247 | 265,583 | 371,199 | 1,016,480 |
| 2012 | 191,125 | 166,930 | 248,586 | 323,733 | 930,373 |
| 2011 | 172,076 | 148,056 | 227,373 | 301,469 | 848,974 |
| Net earnings percent to sales |  |  |  |  |  |
| 2015 | 10.5\% | 9.9\% |  |  |  |
| 2014 | 10.4\% | 9.7\% | 12.2\% | 12.3\% | 11.3\% |
| 2013 | 10.2\% | 9.5\% | 12.0\% | 12.0\% | 11.1\% |
| 2012 | 9.9\% | 9.3\% | 11.8\% | 11.7\% | 10.8\% |
| 2011 | 9.6\% | 8.9\% | 11.5\% | 11.4\% | 10.5\% |
| Diluted earnings per share |  |  |  |  |  |
| 2015 | 7.27 | 6.51 |  |  |  |
| 2014 | 6.29 | 5.63 | 8.46 | 11.28 | 31.57 |
| 2013 | 5.41 | 4.78 | 7.27 | 10.42 | 27.79 |
| 2012 | 4.68 | 4.15 | 6.28 | 8.46 | 23.48 |
| 2011 | 3.77 | 3.34 | 5.29 | 7.18 | 19.47 |


| Gross margin |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\mathbf{2 0 1 5}$ | $52.1 \%$ | $52.2 \%$ |  |  |  |
| $\mathbf{2 0 1 4}$ | $51.9 \%$ | $52.1 \%$ | $52.0 \%$ | $52.3 \%$ | $52.1 \%$ |
| $\mathbf{2 0 1 3}$ | $51.8 \%$ | $51.9 \%$ | $51.8 \%$ | $51.8 \%$ | $51.8 \%$ |
| 2012 | $51.1 \%$ | $51.3 \%$ | $51.6 \%$ | $51.8 \%$ | $51.5 \%$ |
| $\mathbf{2 0 1 1}$ | $50.7 \%$ | $50.9 \%$ | $51.2 \%$ | $51.2 \%$ | $51.0 \%$ |

Operating expenses percent to sales

| 2015 | $34.0 \%$ | $35.4 \%$ |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2014 | $33.5 \%$ | $35.2 \%$ | $31.5 \%$ | $31.6 \%$ | $32.8 \%$ |
| 2013 | $33.6 \%$ | $34.7 \%$ | $31.1 \%$ | $31.3 \%$ | $32.4 \%$ |
| 2012 | $33.4 \%$ | $34.7 \%$ | $31.4 \%$ | $31.6 \%$ | $32.6 \%$ |
| 2011 | $33.6 \%$ | $34.6 \%$ | $31.4 \%$ | $31.4 \%$ | $32.5 \%$ |


| Operating profit percent to sales |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| 2015 | $18.1 \%$ | $16.9 \%$ |  |  | $19.3 \%$ |
| 2014 | $18.3 \%$ | $16.9 \%$ | $20.5 \%$ | $20.7 \%$ | $19.4 \%$ |
| 2013 | $18.2 \%$ | $17.1 \%$ | $20.7 \%$ | $20.6 \%$ | $18.9 \%$ |
| 2012 | $17.7 \%$ | $16.7 \%$ | $20.2 \%$ | $20.3 \%$ | $18.5 \%$ |
| 2011 | $17.1 \%$ | $16.4 \%$ | $19.9 \%$ | $19.8 \%$ |  |

## Quarterly Statistics

|  | First | Second | Third | Fourth | Year |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net change in total auto parts locations |  |  |  |  |  |
| 2015 | 43 | 42 |  |  |  |
| 2014 | 9 | 32 | 37 | 112 | 190 |
| 2013 | 23 | 41 | 39 | 92 | 195 |
| 2012 | 19 | 35 | 43 | 96 | 193 |
| 2011 | 18 | 29 | 54 | 85 | 186 |
| Total AutoZone domestic store count |  |  |  |  |  |
| 2015 | 5,006 | 5,042 |  |  |  |
| 2014 | 4,843 | 4,871 | 4,901 | 4,984 | 4,984 |
| 2013 | 4,703 | 4,735 | 4,767 | 4,836 | 4,836 |
| 2012 | 4,551 | 4,580 | 4,613 | 4,685 | 4,685 |
| 2011 | 4,404 | 4,425 | 4,467 | 4,534 | 4,534 |
| Total AutoZone Mexico store count |  |  |  |  |  |
| 2015 | 406 | 411 |  |  |  |
| 2014 | 363 | 367 | 374 | 402 | 402 |
| 2013 | 325 | 334 | 341 | 362 | 362 |
| 2012 | 281 | 287 | 297 | 321 | 321 |
| 2011 | 241 | 249 | 261 | 279 | 279 |
| Total AutoZone Brazil store count |  |  |  |  |  |
| 2015 | 5 | 5 |  |  |  |
| 2014 | 4 | 4 | 4 | 5 | 5 |
| 2013 | 1 | 1 | 1 | 3 | 3 |
| Total IMC Branches |  |  |  |  |  |
| 2015 | 17 | 18 |  |  |  |
| Total AutoZone domestic store square footage (in thousands) |  |  |  |  |  |
| 2015 | 32,593 | 32,841 |  |  |  |
| 2014 | 31,458 | 31,655 | 31,863 | 32,443 | 32,443 |
| 2013 | 30,480 | 30,713 | 30,934 | 31,411 | 31,411 |
| 2012 | 29,424 | 29,636 | 29,854 | 30,358 | 30,358 |
| 2011 | 28,407 | 28,547 | 28,836 | 29,301 | 29,301 |
| Total Mexico and Brazil AutoZone stores square footage (in thousands) |  |  |  |  |  |
| 2015 | 3,656 | 3,050 |  |  |  |
| 2014 | 2,679 | 2,710 | 2,764 | 2,981 | 2,981 |
| 2013 | 2,386 | 2,442 | 2,496 | 2,665 | 2,665 |
| 2012 | 2,050 | 2,091 | 2,166 | 2,348 | 2,348 |
| 2011 | 1,756 | 1,815 | 1,906 | 2,036 | 2,036 |
| Average square footage per AutoZone store |  |  |  |  |  |
| 2015 | 6,671 | 6,576 |  |  |  |
| 2014 | 6,552 | 6,556 | 6,559 | 6,571 | 6,571 |
| 2013 | 6,535 | 6,539 | 6,543 | 6,552 | 6,552 |
| 2012 | 6,514 | 6,519 | 6,521 | 6,533 | 6,533 |
| 2011 | 6,494 | 6,496 | 6,502 | 6,511 | 6,511 |
| Average net sales per AutoZone store (in thousands) |  |  |  |  |  |
| 2015 | 403 | 372 |  |  |  |
| 2014 | 394 | 366 | 429 | 551 | 1,724 |
| 2013 | 388 | 356 | 418 | 579 | 1,736 |
| 2012 | 391 | 364 | 423 | 546 | 1,716 |
| 2011 | 379 | 349 | 412 | 543 | 1,675 |
| Net sales per average square foot (in thousands) |  |  |  |  |  |
| 2015 | 61 | 57 |  |  |  |
| 2014 | 60 | 56 | 65 | 84 | 263 |
| 2013 | 59 | 54 | 64 | 88 | 265 |
| 2012 | 60 | 56 | 65 | 84 | 263 |
| 2011 | 58 | 54 | 63 | 83 | 258 |
| AutoZone commercial store count |  |  |  |  |  |
| 2015 | 3,906 | 3,935 |  |  |  |
| 2014 | 3,546 | 3,595 | 3,732 | 3,845 | 3,845 |
| 2013 | 3,090 | 3,146 | 3,248 | 3,421 | 3,421 |
| 2012 | 2,733 | 2,825 | 2,946 | 3,053 | 3,053 |
| 2011 | 2,478 | 2,521 | 2,555 | 2,659 | 2,659 |

Historical Trend - Location Growth

## AutoZone Stores and Branches by Location

|  | 2011 | 2012 | 2013 | 2014 | Net $\frac{\text { Additions }}{2015}$ | Total 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Alabama | 98 | 100 | 103 | 104 | 1 | 105 |
| Arkansas | 59 | 60 | 61 | 62 | - | 62 |
| Alaska | - | 1 | 6 | 7 | 1 | 8 |
| Arizona | 119 | 121 | 124 | 128 | - | 128 |
| California | 478 | 502 | 521 | 539 | 7 | 546 |
| Colorado | 67 | 68 | 72 | 72 | 1 | 73 |
| Connecticut | 37 | 38 | 40 | 42 | 1 | 43 |
| Washington. DC | 6 | 6 | 5 | 5 | - | 5 |
| Delaware | 13 | 13 | 13 | 13 | 1 | 14 |
| Florida | 233 | 244 | 255 | 262 | 5 | 267 |
| Georgia | 180 | 181 | 184 | 187 | 2 | 189 |
| Iowa | 23 | 23 | 24 | 26 | - | 26 |
| Idaho | 19 | 22 | 23 | 25 | - | 25 |
| Illinois | 221 | 223 | 228 | 229 | 2 | 231 |
| Indiana | 144 | 146 | 148 | 151 | 1 | 152 |
| Kansas | 38 | 38 | 41 | 43 | 3 | 46 |
| Kentucky | 84 | 87 | 87 | 90 | - | 90 |
| Louisiana | 112 | 113 | 115 | 117 | 1 | 118 |
| Massachusetts | 71 | 76 | 77 | 77 | 1 | 78 |
| Maryland | 45 | 48 | 51 | 56 | 1 | 57 |
| Maine | 6 | 6 | 7 | 8 | 1 | 9 |
| Michigan | 155 | 161 | 166 | 175 | 2 | 177 |
| Minnesota | 30 | 35 | 39 | 43 | 2 | 45 |
| Missouri | 104 | 104 | 105 | 109 | (1) | 108 |
| Mississippi | 85 | 85 | 87 | 87 | 1 | 88 |
| Montana | 1 | 9 | 10 | 12 | 1 | 13 |
| North Carolina | 181 | 186 | 192 | 196 | 1 | 197 |
| North Dakota | 1 | 1 | 1 | 1 | 1 | 2 |
| Nebraska | 14 | 14 | 15 | 18 | - | 18 |
| New Hampshire | 20 | 20 | 21 | 22 | - | 22 |
| New Jersey | 70 | 74 | 74 | 75 | 2 | 77 |
| New Mexico | 62 | 62 | 62 | 62 | - | 62 |
| Nevada | 53 | 58 | 61 | 61 | - | 61 |
| New York | 129 | 140 | 149 | 159 | 3 | 162 |
| Ohio | 233 | 236 | 241 | 244 | 4 | 248 |
| Oklahoma | 67 | 67 | 67 | 68 | 1 | 69 |
| Oregon | 34 | 36 | 38 | 40 | - | 40 |
| Pennsylvania | 121 | 129 | 142 | 151 | 2 | 153 |
| Puerto Rico | 27 | 29 | 34 | 37 | - | 37 |
| Rhode Island | 15 | 15 | 15 | 15 | - | 15 |
| South Carolina | 79 | 82 | 84 | 86 | - | 86 |
| South Dakota | 2 | 3 | 5 | 6 | - | 6 |
| Tennessee | 157 | 157 | 158 | 160 | - | 160 |
| Texas | 547 | 551 | 557 | 566 | 3 | 569 |
| Utah | 40 | 43 | 45 | 48 | 1 | 49 |
| Virginia | 101 | 103 | 107 | 111 | 2 | 113 |
| Vermont | 1 | 2 | 2 | 2 | - | 2 |
| Washington | 69 | 73 | 75 | 80 | 2 | 82 |
| Wisconsin | 52 | 57 | 58 | 61 | 1 | 62 |
| West Virginia | 26 | 31 | 35 | 39 | 1 | 40 |
| Wyoming | 5 | 6 | 6 | 7 | - | 7 |
| AutoZone Domestic Stores Total | 4,534 | 4,685 | 4,836 | 4,984 | 58 | 5,042 |
| AutoZone Mexico Stores | 279 | 321 | 362 | 402 | 9 | 411 |
| AutoZone Brazil Stores | - | - | 3 | 5 | - | 5 |
| IMC branches | - | - | - | - | 18 | 18 |
| Total Company Locations | 4,813 | 5,006 | 5,201 | 5,391 | 85 | 5,476 |

## Store Development

## Stores Opened, Replaced, and Closed

|  | $\underline{2014}$ | $\underline{2013}$ | $\underline{2012}$ | $\underline{2011}$ | $\underline{2010}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Stores | 5,201 | 5,006 | 4,813 | 4,627 | 4,417 |
| New Stores | 190 | 197 | 193 | 188 | 213 |
| Closed Stores | - | 2 | - | 2 | 3 |
| Net New Stores | 190 | 195 | 193 | 186 | 210 |
| Relocated Stores | 8 | 11 | 10 | 10 | 3 |
| Ending Stores | 5,391 | 5,201 | 5,006 | 4,813 | 4,627 |

## Stores Owned vs. Leased (Total Auto Parts)

|  | 2014 |  |
| :--- | ---: | ---: |
|  | Stores | $\%$ |
| Leased stores | 2,746 | $51 \%$ |
| Owned stores | 2,645 | $\underline{49 \%}$ |
|  |  | $\underline{100 \%}$ |

