

## Earnings Highlights



Net sales and earnings exceed expectations for the quarter and full-year year

Macy's brand added 7.2 million new customers, 11% increase over Q4 2019

Generated \$2.7 billion in Operating Cash Flow and \$2.3 billion in Free Cash Flow in FY 2021

New \$2 billion share repurchase program authorized after completing current \$500 million program



### FINANCIAL HIGHLIGHTS

**\$2.45**

Adjusted Diluted EPS  
\$2.44 Diluted EPS,  
\$0.33 ↑ Q4 2019 (adjusted)

**\$1.25B**

Adjusted EBITDA  
\$1.23B EBITDA,  
\$87M ↑ Q4 2019 (adjusted)

**36.5%**

Gross margin rate  
30 BPS ↓ Q4 2019

**28.0%**

SG&A rate  
210 BPS ↓ Q4 2019

### SALES HIGHLIGHTS

**\$8.7B**

Net sales

**28.3%** Comparable sales on an owned basis versus Q4 2020

6.6% Comparable sales on an owned basis versus Q4 2019

**27.8%** Comparable sales on an owned plus licensed basis versus Q4 2020

6.1% Comparable sales on an owned plus licensed basis versus Q4 2019

**36%**

Digital sales ↑ Q4 2019  
12% ↑ Q4 2020

**39%**

Digital penetration of net sales  
9 ppts ↑ Q4 2019

**813M**

Approx. # of unique visits\*  
11% ↑ Q4 2019

**4.47%**

Conversion rate\*  
9% ↑ Q4 2019

**19%**

Vendor direct % of digital sales\*

**63%**

Digital demand sales from mobile devices\*



### CAPITAL ALLOCATION

**\$2.3B**

FCF generated in FY2021

**\$1.6B**

Repaid debt early in FY2021

**1.8x**

Leverage Ratio, well below initial 2.5x target

**\$90M**

Dividends paid to shareholders in FY 2021

**\$500M**

Shares repurchased during FY2021

**\$2.0B**

New authorized share repurchase program

### GUIDANCE

FY 2022

**Flat to +1%**

Net Sales growth vs. 2021

**1.1% to 1.4%**

O+L Comp Sales CAGR from 2019

**11.0% to 11.5%**

Adj. EBITDA as a % of sales

**\$4.13 to \$4.52**

Adjusted diluted EPS

"Our results in the fourth quarter delivered a strong end to a solid year. I am proud that Macy's, Inc. outperformed expectations on both the top and bottom lines every quarter in 2021, despite COVID-19 related disruptions, supply chain issues, labor shortages and elevated inflation. Our business has momentum and is serving more customers at more touchpoints in their shopping journey. Our team began the large-scale work of transforming Macy's, Inc. two years ago when we launched the Polaris strategy, and today we believe the evidence is clear – our business is stronger, more agile, and financially healthier. We are more digitally led and customer centric and believe we are better positioned for long-term sustainable and profitable growth. Thanks to the hard work of our colleagues, successful execution of Polaris, and the strategic allocation of our capital, we believe we are well-positioned to successfully navigate the macro-economic headwinds we expect in 2022."

**Jeff Gennette | Macy's chairman & chief executive officer**

\*Figures above reflect Macys.com only.

Any forward-looking statements made in this infographic are subject to the safe harbor statement found in Macy's SEC filings and press releases. The Company's fourth quarter and full-year 2021 earnings release and related financial information are available on its website, [www.macysinc.com](http://www.macysinc.com). Also available on the website is an investor presentation. This infographic includes non-GAAP financial measures that exclude the impact of certain financial statement items as described in the fourth quarter and full-year 2021 press release.