

## Earnings Highlights



Quarterly net sales and earnings exceeded expectations

Comparable sales down 1.5% on an owned basis and down 1.6% on an owned-plus-licensed basis

Diluted EPS of \$0.99 and Adjusted diluted EPS of \$1.00

Lowers full-year sales and EPS guidance to incorporate risks related to increased macroeconomic pressures



### FINANCIAL HIGHLIGHTS

**\$1.00**

Adjusted Diluted EPS  
\$0.99 Diluted EPS,  
\$0.29 ↓ Q2 2021 (adjusted)

**\$616 M**

Adjusted EBITDA  
\$614M EBITDA,  
\$220M ↓ Q2 2021 (adjusted)

**38.9%**

Gross margin rate  
170 BPS ↓ Q2 2021  
Inventory ↑ 7% Q2 2021

**35.4%**

SG&A rate  
180 BPS ↑ Q2 2021

### SALES HIGHLIGHTS

**\$5.6B**

Net sales

**(1.5%)** Comparable sales on an owned basis versus Q2 2021

**(1.6%)** Comparable sales on an owned plus licensed basis versus Q2 2021

**(5%)**

Digital sales ↓ Q2 2021  
37% ↑ Q2 2019

**30%**

Digital penetration of net sales  
2 ppts ↓ Q2 2021  
8 ppts ↑ Q2 2019

**462M**

Approx. # of unique visits\*  
5% ↓ Q2 2021  
8% ↑ Q2 2019

**4.2%**

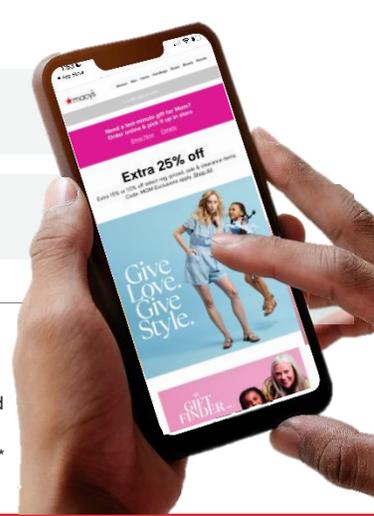
Conversion rate\*  
3% ↓ Q2 2021  
14% ↑ Q2 2019

**23%**

Digital Sales Fulfilled by Stores\*

**64%**

Digital demand sales from mobile devices\*



### CAPITAL ALLOCATION

**\$87M**

Dividends paid to shareholders YTD

**\$1.4B**

Remaining on the share repurchase authorization

- Focused on using cash to invest in high-return opportunities that will accelerate the benefits of our Polaris strategy, even with the economic uncertainties that exist right now.
- While investing in capabilities, the company has and will continue to prioritize liquidity and balance sheet strength in order to maintain the flexibility and ability to respond quickly to a variety of opportunities as they arise.

### GUIDANCE

FY 2022

**\$24.3B to \$24.6B**

Net Sales  
Decreased \$120M

**~ 10.5%**

Adj. EBITDA as a % of sales  
Down 100 bps from prior midpoint

**\$4.00 to \$4.20**

Adjusted diluted EPS  
Midpoint down \$0.64

"During the second quarter, we delivered solid results, despite the challenging environment. Our teams have consistently responded to the dynamic landscape with disciplined, data-driven actions to ensure the health and stability of our business. We believe that we are well positioned to respond to changing consumer behaviors. Despite inflationary pressures, consumers continued to shop Macy's as a style source and leading gifting destination. Additionally, Bloomingdale's and Bluemercury captured demand for luxury brands, resulting in both nameplates outperforming in the quarter. Over the past two years, our Polaris strategy has made us faster and more agile, which has been essential to navigate rapidly changing consumer trends and macro conditions. We expect to come out of this uncertain period in a strong position with a healthy balance sheet, new capabilities and a talented team ready to capture renewed demand."

**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 second quarter 2022 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 second quarter 2022 press release.