



# hhgregg, Inc. Fact Sheet



Execution. Growth. Longevity.



# FACT SHEET

## Who is hhgregg?

- hhgregg (NYSE: HGG) is a leading specialty retailer of premium video products, brand name appliances, audio products and accessories. hhgregg currently operates 111 stores in Alabama, Florida, Georgia, Indiana, Kentucky, North Carolina, Ohio, South Carolina and Tennessee.

## What differentiates hhgregg?

- Highly trained commissioned sales force
- Premium and balanced high margin merchandise mix
- Same day delivery capability to better serve customers
- Compelling growth opportunities for the company due to a proven track record of successful new market entries
- Attractive new store economics and ROIs

## What is a typical store like?

- Typical stores average 30,000 square feet
- Store designed to appeal to consumers who seek a broad selection of premium video products and appliances
- Bright, well segmented departments
- Merchandising focused on higher growth, higher margin categories
  - Over 100 models of flat panel televisions
  - Over 350 models of brand name appliances

## What are hhgregg's growth initiatives?

- Open stores in new and existing markets
- Capitalize on strong demand for premium product offerings
- Selectively introduce complementary merchandise
- Drive operating and working capital efficiencies

## Financial Facts

- FY 2009 Net Sales - \$1.4 billion
- FY 2009 Net Income - \$36.5 million
- FY 2009 Net Income per diluted share - \$1.10



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