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GRAPHIC DESIGN

RETAIL

CORPORATE / INTERNAL COMMUNICATIONS

PHILANTHROPIC

DIGITAL



B!GIONAIRES TROPIC like it's HOT!

#BigLotsFinds



A large central graphic featuring a collage of tropical-themed items. On the left, a woman in a white t-shirt and red shorts is walking. In the center, a dog in a blue Hawaiian shirt is holding a drink. On the right, a woman in a light blue t-shirt is holding a lime. The background is a vibrant sunset with orange and yellow stripes. Various tropical items like a margarita, a bicycle, and a woman on a beach chair are scattered throughout the collage.

MARGARITAVILLE on the LOT

Fun, unique finds that're comin' in HOT & sellin' out FAST!

B!GIONAIRES TROPIC like it's HOT!



A vertical banner with a purple background and a sunset graphic. It features the text "MARGARITAVILLE on the LOT" and "Fun, unique finds that're comin' in HOT & sellin' out FAST!". Below this is the "B!GIONAIRES TROPIC like it's HOT!" logo. A small inset photo shows a woman on a bicycle with a rainbow flag.

B!GIONAIRES TROPIC like it's HOT!

Margaritaville® Beach Chair Bluetooth Speaker

\$59



A promotional card for a Margaritaville Beach Chair Bluetooth Speaker. It features the "B!GIONAIRES TROPIC like it's HOT!" logo and a price tag of \$59. A small inset photo shows a woman on a beach chair.

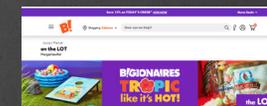
the LOT

B!GIONAIRES TROPIC like it's HOT!

Fun, unique finds that're comin' in HOT & sellin' out FAST!



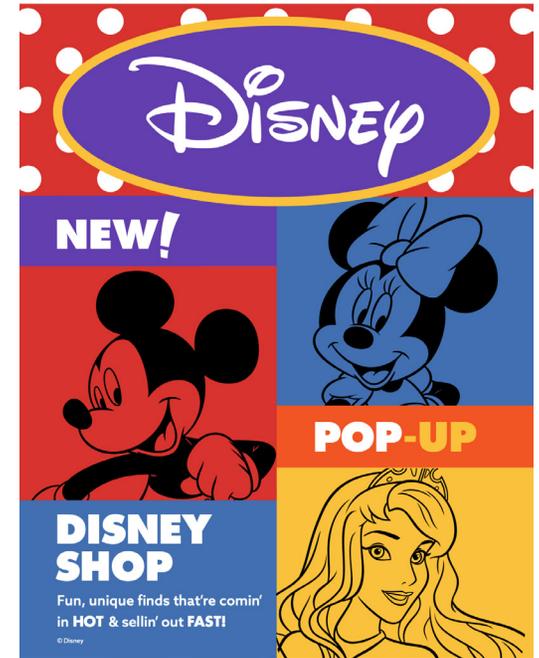
A promotional card for "the LOT" featuring the "B!GIONAIRES TROPIC like it's HOT!" logo and the text "Fun, unique finds that're comin' in HOT & sellin' out FAST!". A small inset photo shows a woman on a bicycle.

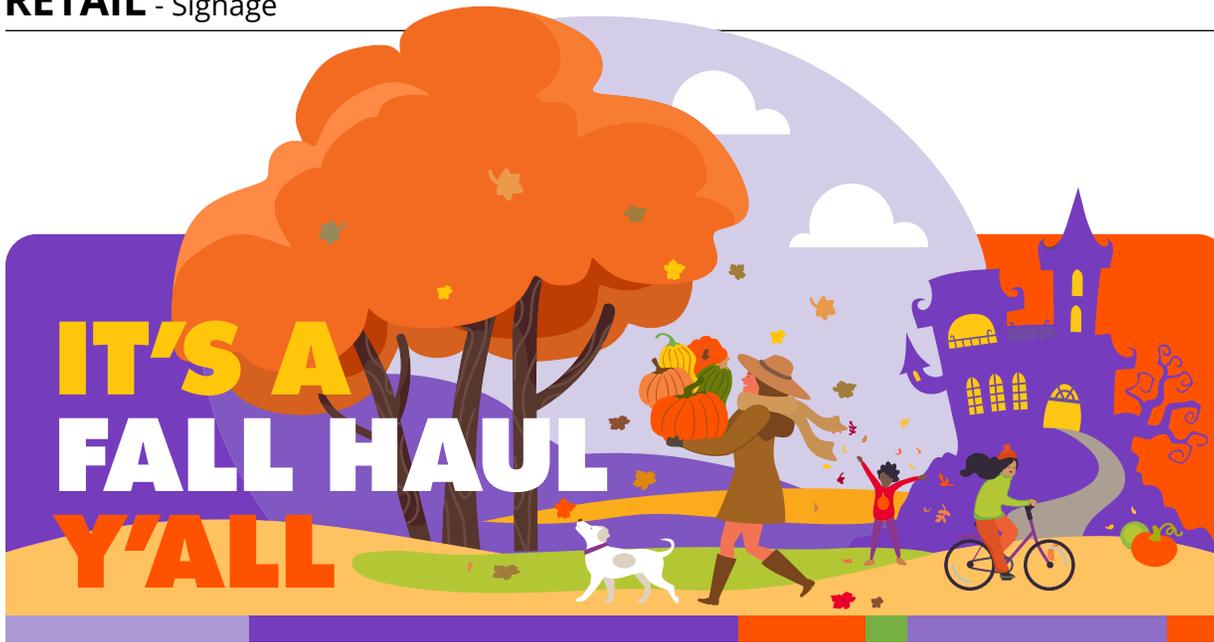


A screenshot of the Big Lots website showing the "B!GIONAIRES TROPIC like it's HOT!" campaign. The website features the campaign logo and various product images.



A photograph of a store display for the Margaritaville campaign. The display features a woman on a bicycle, a beach chair, and a bicycle. A sign in the foreground reads "B!GIONAIRES TROPIC like it's HOT!". A price tag of \$79 is visible in the background.





FREE SPIRIT COLLECTION

BE THE MASTER OF MODERN VIBES
Sleek lines, soft hues, & simple metallic accents—oh yes, we're obsessed with the Free Spirit collection! Style a next-level workspace with desks, tiered carts, & more essential pieces that any modern bohemian would love.

\$69.99
Free Spirit Shelving Unit

\$79.99
Free Spirit 2-Drawer Desk

\$59.99
Free Spirit Sacer Chair



elf IS FOR EVERY EYE. LIP. FACE. 



L.A. COLORS 

! BIG BUYOUT ALERT

SAVE on your FAVES

IT PAYS TO START SMART

GET A \$5 OR \$10 REWARD*

WHEN YOU SPEND \$10 OR \$25 EXCLUDING TAX ON PARTICIPATING PRODUCTS IN ONE TRANSACTION BETWEEN 10/27/2023 AND 11/21/23.



*\$5 reward available on purchases of \$10 or more. \$10 reward available on purchases of \$25 or more. Excludes taxes, shipping, and handling fees. Offer ends 11/21/23. See participating products for full offer details and participating retailers.

FREE TO BE YOU!
Find the perfect combo to make your space feel as free as you are.

FREE SPIRIT COLLECTION

- \$69.99** Free Spirit Whiting Desk with Hutch
- \$79.99** Free Spirit 2-Drawer Desk
- \$69.99** Free Spirit Swiveling Office Chair
- \$59.99** Free Spirit Cream Round-Back Office Chair
- \$49.99** Free Spirit Sacer Chair
- \$49.99** Free Spirit End Table with Bluetooth Speaker & Charging Station
- \$69.99** Free Spirit 4-Tier Bookcase
- \$39.99** Free Spirit Rolling Tech Cart
- \$39.99** Free Spirit White Utility Cart
- \$34.99** Free Spirit 2-Cube Storage Cubby
- \$34.99** Free Spirit 3-Tier Rolling Cart
- \$34.99** Free Spirit Storage Ottoman
- \$19.99** Free Spirit Activity Table
- \$19.99** Free Spirit White/Gray Lap Desk
- \$19.99** Free Spirit Chair Mat
- \$29.99** Free Spirit 13" Bin
- \$109.99** Free Spirit 2-Drawer Writing Desk
- \$59.99** Free Spirit Pink Round-Back Office Chair

SAME protection as national brands. SAVE up to 50%!*



SAME flea & tick protection for LESS!

tevräpet

Features	tevräpet ACTIVATE II Collar	tevräpet PROACT Collar
Kills Fleas & Ticks	✓	✓
Kills Flea Eggs	✓	✓
Repels Mosquitoes	✓	✓
Waterproof	✓	✓
Age of Dog	12 weeks +	7 weeks +
Months of Protection	12	12
Months of Protection	8	12
Sizes for Dogs	1 size for all dogs	2 sizes small & large

Features	tevräpet ACTIVATE II Collar	tevräpet FIRSTACTplus
Repels/Kills Fleas/Eggs/Larvae, Ticks & Lice	✓	✓
Repels Biting Flies	✓	✓
Waterproof	✓	✓

Features	tevräpet ACTIVATE II Collar	tevräpet ACTISPOT II
Kills Fleas/Eggs/Larvae	✓	✓
Repels Mosquitoes	✓	✓
Waterproof	✓	✓



SAME flea & tick protection for LESS!

tevräpet





One Team. One Goal.
Big Lots, Inc. 2014 Annual Report

Mission

Defined by an understanding of our core customer, Jennifer, our mission is simple:
Surprises in every aisle, every day.

Vision

Recognized for providing an outstanding shopping experience for our customers, valuing and developing our associates, and creating growth for our shareholders.

Values

Exceed customer expectations
Treat people with respect and **dignity**
Be a passionate leader
Participate and **contribute**
Pursue excellence
Work as a team
Share knowledge
Make quick, responsible decisions
Listen and communicate
Have fun

BIG LOTS!

Our Core Customer: Jennifer
Jennifer is one of the most popular names in our Big Lots Buzz Club Rewards® program. So it's the name we've chosen to represent our target audience—the person most likely to shop often at Big Lots!

Financial Highlights (Unaudited Adjusted Results)

(All amounts, except per share amounts and ratios, are in millions of dollars, unless otherwise noted)

	2014	Fiscal Year 2013	2012
Earnings Data (a)			
Net sales (Revenue)	\$ 4,700.7	\$ 4,516.7	\$ 4,212.0
Income from continuing operations (b)	\$ 104.0	\$ 117.6	\$ 112.0
Income from continuing operations per share - diluted (c)	\$ 0.25	\$ 0.29	\$ 0.27
Earnings from continuing operations per share - diluted (annualized) (d)	\$ 1.00	\$ 1.15	\$ 1.08
Dividends declared per share (e)	\$ 0.07	\$ 0.06	\$ 0.06
Dividend yield - % of net sales (f)	1.5%	1.3%	1.4%
Operating profit - % of net sales (g)	2.2%	2.6%	2.7%
Operating profit - % of net sales (h)	4.3%	4.5%	4.1%
Non-operating expense, including interest - % of net sales (i)	(1.3)%	(1.7)%	(1.5)%
Income from continuing operations - % of net sales (j)	1.9%	2.9%	2.2%
Balance Sheet Data and Financial Ratios			
Cash and cash equivalents	\$ 48.2M	\$ 46.2M	\$ 45.8M
Accounts receivable	\$ 14.9M	\$ 14.9M	\$ 14.6M
Inventory	\$ 100.0M	\$ 99.8M	\$ 95.5M
Property and equipment - net	\$ 40.0M	\$ 40.0M	\$ 37.5M
Total assets	\$ 1,041.0M	\$ 1,029.9M	\$ 1,026.6M
Debt	\$ 20.0M	\$ 20.0M	\$ 17.0M
Debt to equity ratio (k)	1.1	1.1	1.0
Working capital (l)	\$ 12.1M	\$ 12.1M	\$ 14.7M
Current ratio (m)	1.0	1.0	1.0
Return on assets (n)	2.3%	2.7%	2.7%
Return on equity (o)	16.7%	16.7%	15.2%
Capital Flow Data (a)			
Cash provided by operating activities (p)	\$ 100.0M	\$ 110.2M	\$ 101.2M
Cash used in investing activities (q)	\$ 20.0M	\$ 18.8M	\$ 18.7M
Cash flow (r)	\$ 80.0M	\$ 91.4M	\$ 82.5M
Cash paid for dividends (s)	\$ 7.0M	\$ 6.0M	\$ 6.0M
Cash used in share repurchase programs (t)	\$ 0.0M	\$ -	\$ (2.0M)
Store Sales			
Stores open at end of the fiscal year	1,400	1,403	1,410
Stores closed since fiscal year end (decrease)	(1)	(1)	(1)
Average sales per store (u)	\$ 3,358	\$ 3,219	\$ 2,987
Store square footage (v)	2,100,000	2,100,000	2,100,000
Selling square footage (w)	20,000	20,000	20,000
Departmental increase in selling square footage (x)	2.0%	2.7%	2.5%
Average selling square footage per store (y)	1,500	1,500	1,500

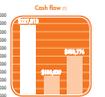
Comparable store sales



Return on assets (continued)



Cash flow (z)



Directors & Executives

Board of Directors

Jeffrey E. Berger
Former President & Chief Executive Officer
Hendrick Insurance Executive,
Former Executive Vice President, Global Footwear Inc., A Home Company

David J. Campisi
Chief Executive Officer & President
Big Lots, Inc.

James R. Choshorn
Former President & Chief Executive Officer
Wright Medical Industries, Inc.

Peter J. Hayes
Former Chief Operating Officer
Venergy Performance, Inc.

Brenda J. Lovelock
Former President
Whitman Group
New West Group, Inc.

Philip E. Marlow
Chairman of the Board
Big Lots, Inc.
Former Vice President & Chief Financial Officer
Intertek Brands, Inc.

Russell E. Solt
Former Vice President & Chief Financial Officer
West Marine, Inc.

James R. Toner
Former President & Chief Operating Officer
Brook House Music Company

Devin B. Tinkoff
Chairman & Chief Executive Officer
Drexel Shoe Corporation

Chief Executive Officer & President

David J. Campisi

Executive Vice Presidents

Lisa M. Buchanan
Chief Operating Officer

Richard B. Chane
Chief Merchandising Officer

Theofany A. Johnson
Chief Financial Officer

Senior Vice Presidents

Michelle D. Christensen
General Merchandise Manager

Richard E. Flahs
Planning & Allocation

Leslie R. Drey Johnson III
General Merchandise Manager

Nicholas E. Rubenstein
Store Operations

Carolee V. Rodrigues
Customer Service & Transportation Services

Michael A. Salsbery
Human Resources & Corporate Secretary

Paul A. Schroeder
Controller & Treasurer

Andrew D. Stein
Chief Customer Officer

Sherrill W. Wimmerman
Chief Information Officer

Markus E. Williams III
General Merchandise Manager

Ready for Growth
THE NEXT CHAPTER



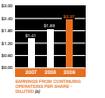
2009 ANNUAL REPORT

Financial Highlights (Unaudited Adjusted Results)

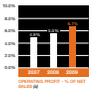
(All amounts, except per share amounts and ratios, are in millions of dollars, unless otherwise noted)

	2009	Fiscal Year 2008	2007
Earnings Data (a)			
Net sales	\$ 4,176.7	\$ 4,448.2	\$ 4,484.3
Net sales increase (decrease)	1.6%	(6.2)%	(0.8)%
Income from continuing operations (b)	\$ 100.5	\$ 104.0	\$ 102.0
Income from continuing operations per share - diluted (c)	\$ 0.25	\$ 0.26	\$ 0.25
Earnings from continuing operations per share - diluted (annualized) (d)	\$ 1.00	\$ 1.04	\$ 1.00
Dividends declared per share (e)	\$ 0.07	\$ 0.06	\$ 0.06
Dividend yield - % of net sales (f)	1.6%	1.4%	1.5%
Operating profit - % of net sales (g)	2.4%	2.3%	2.3%
Operating profit - % of net sales (h)	4.7%	5.1%	4.9%
Non-operating expense, including interest - % of net sales (i)	(2.3)%	(2.8)%	(2.6)%
Income from continuing operations - % of net sales (j)	0.1%	0.5%	0.7%
Balance Sheet Data and Financial Ratios			
Cash and cash equivalents	\$ 20.7M	\$ 20.7M	\$ 21.3M
Accounts receivable	\$ 14.9M	\$ 14.9M	\$ 14.6M
Inventory	\$ 100.0M	\$ 99.8M	\$ 95.5M
Property and equipment - net	\$ 40.0M	\$ 40.0M	\$ 37.5M
Total assets	\$ 1,041.0M	\$ 1,029.9M	\$ 1,026.6M
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Cash flow (r)	\$ 80.0M	\$ 91.4M	\$ 82.5M
Cash paid for dividends (s)	\$ 7.0M	\$ 6.0M	\$ 6.0M
Cash used in share repurchase programs (t)	\$ 0.0M	\$ -	\$ (2.0M)
Store Sales			
Stores open at end of the fiscal year	1,361	1,339	1,363
Stores closed since fiscal year end (decrease)	(4)	(3)	(4)
Average sales per store (u)	\$ 3,054	\$ 3,283	\$ 3,287
Store square footage (v)	2,100,000	2,100,000	2,100,000
Selling square footage (w)	20,000	20,000	20,000
Departmental increase in selling square footage (x)	2.0%	2.7%	2.5%
Average selling square footage per store (y)	1,500	1,500	1,500

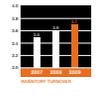
Comparable store sales



Return on assets (continued)



Cash flow (z)



BIG LOTS!

About our Company

Headquartered in Columbus, Ohio, Big Lots (NYSE: BIG) is a Fortune 500 company with over 1,360 stores in 47 states. For more than three decades, we've delighted our customers with a vibrant mix of exciting brands, unique products and seasonal products. Big Lots offers new merchandise every week of substantial savings over traditional discount retailers. Shoppers love our unexpected deals. We also carry attractive, affordable furniture, home furnishings, seasonal merchandise and hundreds of everyday items consumers want and need. Through excellent relationships with manufacturers, high-volume purchases and strict expense control, we pass tremendous savings on to our customers.



Some very BIG things happened in 2009.

Company Information

TRANSFER AGENT & REGISTRAR
Computershare Investor Services
250 Royal Street
Camden, Massachusetts 02021
(800) 625-4757 in the U.S. Outside U.S. (617) 575-4757
www.computershare.com/investor
www.quotes.computershare.com

INVESTMENT INQUIRIES

Investor Relations Department
300 Phillip Road
Columbus, Ohio 43228-8311
(614) 278-6622
investor_relations@biglots.com

INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Deloitte & Touche LLP
1700 Courthouse Plaza NE
Dayton, Ohio 45402-1788

NYSE TRADING SYMBOL

BIG LOTS
NYSE

TELEPHONE
(614) 278-6800

WEB SITE
www.biglots.com

E-MAIL
talk2us@biglots.com



BIG LOTS! BUSINESS CARD FORM

(20% OFF COUPON BACK valid through 6/30/2023)

Associate Name Title	Associate Name Title
Contact Information*	
1. Email: names@biglots.com	
2. Phone: Call p. 614 278 0000 c. 614 000 0000	
3. Address: 4900 E Dublin Granville Rd Columbus, OH 43081	
4. City, State & Zip	
* Standard card layout as listed. Adjust as needed.	

CUSTOMER PROOF

Date: 10/27/21

FRONT



BACK

Just for you
20% off
an entire purchase!
In stores only



DIRECTOR PLUS - NEW 10/21



empower
BIG LOTS!

LABOR SCHEDULING... HOW WILL IT WORK FOR ME?

Become cross-trained in multiple areas (Cashiering, Floor Associate, Furniture, and Stocking)
Learn more things and grow your career with Big Lot!
Increase your availability to do different jobs at different times

All of these will most likely result in more varied shifts for you. Let your Store Team Leader know if you would like to learn a new skill. And don't forget to make yourself available from open to close as much as possible.

empower
BIG LOTS!

WILL MY SCHEDULE CHANGE?

Maybe. We need to schedule associates when Jennifer is in the store. Your schedule will be based on your availability to best serve her. We need the most coverage possible during our busy hours.
Remember: Now your schedule will be available in real-time in Empower and e-mailed to you as soon as it is published - no more calling into the store or dropping by to pick it up.

We value associates who value Jennifer!

empower
BIG LOTS!

WILL MY HOURS CHANGE?

Maybe. Shifts are going to be generated based on:

- Transactions
- Workload
- Associate skills and availability
- Big Lots policies and labor laws

It's likely that shifts, including shift lengths, are going to change to meet the business needs. More defined payroll hours should provide Jennifer with an outstanding shopping experience. And you will be a major contributor to this success!

BIG LOTS!
FAMILY DAY
CORPORATE HQ | JULY 27, 2019

<h4>SCHEDULE</h4> <p>10:00 a.m. Doors Open</p> <p>10:30 a.m. Dunk Tank</p> <p>11:00 a.m. Beer Garden Opens Food Trucks Live Music by MojoFlo Princess & Super Hero Story Time</p> <p>1:00 p.m. Realm of the Reptile Show</p> <p>2:00 p.m. Event Concludes</p>	<h4>ASSOCIATE RAFFLE*</h4> <p>CHECK IN AT THE PRESENTATION STUDIO AND BE ENTERED TO WIN.</p> <ul style="list-style-type: none"> 55" TV Extra vacation day One-night Hilton stay \$100 Big Lots gift card AVI gift card Small kitchen appliances Low Heels autographed football Local area gift cards <p>* Need not be present to win.</p>	<h4>FEATURE SHOWS</h4> <p>PRINCESS AND SUPER HERO STORY TIME (11:00 a.m.) Grab your crowns and capes and get ready for an hour of fun! Jasmine and Captain America are here to tell stories, sing songs, and teach you everything you need to know to be the perfect princess or super hero.</p> <p>REALM OF THE REPTILE INTERACTIVE SHOW (1:00 p.m.) Get ready to explore the fascinating world of reptiles! At this show, you'll get up close and personal with creatures from all over the world including a 35-pound tortoise, bearded dragon, and giant python.</p> <p>* Shows are limited to the first 200 guests and are first come, first served. Tickets will be distributed at the desk in the Front Lobby one hour prior to the show, and seating will begin 15 minutes prior to the show.</p>	<h4>OUR NORTH STAR</h4> <p>MISSION: We help people live BIG and save LOTS.</p> <p>VISION: Be the BIG difference for a better life.</p> <p>VALUES: Treat All Like Friends Succeed Together Play to Win</p>
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WELCOME TO FAMILY DAY

At Big Lots, we're all about surprise and delight, and today we have some **BIG surprises** in store.

So, what are you waiting for? **Go have some fun!**

KEY

- A PRESENTATION STUDIO**
 - CHECK-IN & RAFFLE
- B JENNY'S KITCHEN**
 - COOKIE DECORATING
 - BUNGO PRIZE GAME
 - PHOTO BOOTH
 - NATIONWIDE CHILDREN'S HOSPITAL BOOK DRIVE
- C EVENT LAWN**
 - LIVE MUSIC FT. MOJOFLO
 - BEER GARDEN (21+)
 - FOOD TRUCKS
 - DUNK TANK
- D WARREN A**
 - PRINCESS & SUPER HERO STORY TIME
 - REALM OF THE REPTILE SHOW
- E OTTAWA**
 - T-SHIRT SCREEN PRINTING
- F FAMILY ZONE**
 - PETTING ZOO
 - SPIN ART
 - FACE PAINTING
 - AIR BRUSH TATTOOS
 - BALLOON ARTIST
 - EXTREME AIR
 - INFLATABLES

BIG LOTS! FAMILY DAY
Food Voucher

\$10 toward any single food truck

WE KNOW THIS IS A FUN PROPOSAL, BUT IT MUST BE accompanied by a photo of you and a friend eating and drinking together. Valid at all food trucks participating in the Big Lots Family Day. CORPORATE HQ | JULY 27, 2019

BIG LOTS! FAMILY DAY 2019
GET EXCITED!

Big Lots CHQ | Saturday, July 27 | 10 a.m. - 2 p.m.

- Dunk Tank
- Petting Zoo
- Live Music ft. MojoFlo
- Beer Garden
- Food Trucks
- Inflatables
- Face Painting
- More!

CHECK YOUR EMAIL FOR YOUR PERSONAL INVITATION. RSVP by Monday, July 15.



Fill:

- **Foam** - most common; higher density lasts longer
- **Fiber Fill** - popular option; most affordable

Did you know?
The best way to identify the right fill for Jennifer is to have her sit on the furniture.

What does it look like?
"Because you mentioned that you have two children and a dog, I would recommend a faux leather sofa with a fiber fill because it's durable and will clean up easily."



Expand the Sale:

Essential Add-Ons	Non-Essential Add-Ons
Lint brush	Toss pillows
All purpose cleaner	Throw blanket
	Coffee table
	Floor lamps



SELLING IS BROKEN DOWN INTO 5 EASY STEPS:

- S** Start the Sale
- A** Ask Open-ended Questions
- L** Link Products to Customer Needs
- E** Expand the Sale
- S** Seal the Deal

S A L E S

BIG LOTS

Get by with a little help from your friends.

To prevent back injuries, don't go it alone.



Do a team lift when:

- You see the team lift symbol.
- A load is too heavy to safely lift alone.
- A load obstructs your view.
- A load affects your balance.

GET REAL
RECOGNIZING THE REALITY OF ACTION AND LEARNING

FURNITURE FORUM
BIG LOTS STORE OPERATIONS | ISSUE 7 | FALL/WINTER 2016

GO BIG! with S.A.L.E.S.

5 Start the Sale:
Greet Jennifer and be sure to ID yourself. Share financing options early to maximize her sale. Let her know she can Take It Home Today with the Big Lots Credit Card or Easy Leasing. It sounds like this: "Welcome to Big Lots! My name is Paul. Thanks for coming in today. Just so you know, the Big Lots Credit Card has a great 6 or 12 month deferred interest plan that would allow you extra time to pay off your purchases. Also, our Easy Leasing Program provides you up to 12 months to pay off your purchase. Let's get your application going so you see how much you have to spend!"

Ask Open-ended Questions:
Always be sure to ask questions that engage Jennifer so you learn about her needs. It sounds like this: "What brings you in today?" or "What can I help you find?" Once Jennifer shares with you, you can ask more specific questions, such as: "How many guests do you need to seat for dinner?" "What are you hoping to find in a new mattress?" "How large is the living space you need to heat?"

Link Products to Jennifer's Needs:
Whether shopping in Furniture or Soft Home, if you ask Jennifer the right questions, you can make a great recommendation for what she needs. It sounds like this: "The queen mattress you chose is a perfect selection for your guest room. It has a great combination of gel and liquid memory foams to create the perfect sleeping environment for your overnight guests during the holidays."

Expand the Sale:
Add on to Jennifer's selection to complete her space. It sounds like this: "Now that you have the mattress and box spring, let's take a look at everything you'll need to complete your guest room: Our great bed and dresser options would fit perfectly with what you want to do in that space. Make sure to grab a mattress pad, pillows, sheets, and a comforter!"

Seal the Deal:
Remind Jennifer she can Take It Home Today with peace of mind from the Big Coverage program. It sounds like this: "You've selected some really great items. To add longevity to your bed and dresser purchase, let me tell you about the Big Coverage program."

Reminders:

- Remember to have your Folding Furniture Fixture ready for Jennifer in the drive aisle; set due by 11A.
- System Build is still on Jennifer's mind as she organizes before her guests arrive. Ensure proper merchandising in drive-aisle location.

After reviewing with your Store Leadership Team and Furniture Associates, please post in the Furniture Communication Center. **Furniture in Focus!** See reverse for this issue's feature item. ▶

Types of products we accept

Our Pallet2Profit Program welcomes a variety of products including food, health & beauty products, household chemicals, food storage, pet, paper products (house/personal hygiene), and many other opportunities.

We accept:

- Close-dated product
- Damaged product
- Warehouse cleanups
- Shelf pulls
- Banana boxes
- Customer returns
- Cancelled orders
- Torn cases

We cannot accept:

- Items labeled "not for resale" or "not for retail sale"
- Leaking product
- Expired product
- Expired product
- Product with less than 60 days of remaining date code from date of receipt
- #10 cans
- Bulk or food service items

BIG LOTS PALLET2 PROFIT PROGRAM

Nationwide Distribution Centers



TURN YOUR PROBLEM PALLETS INTO PROFIT NOW.
Call 614.278.6943 for more information.

BIG LOTS

TURN YOUR PROBLEM PALLETS INTO CASH!

PALLET2 PROFIT PROGRAM

BIG LOTS

Big Lots, Inc. • 300 Philips Road • Columbus, OH 43228 • www.biglots.com

We know you've worked your BUNS off



BIG LOTS

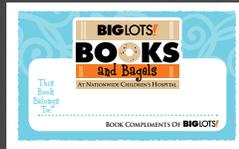
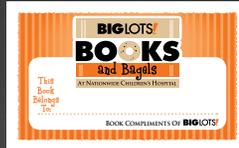
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BIG LOTS, INC.

BIG LOTS, INC.

COLUMBUS, OH • AWARD

AFFECOLUMBUS



Bring YOUR BIG! & WIN BIG!

IS A PROUD PARTNER OF THE NATIONAL VETERANS MEMORIAL AND MUSEUM

NVMM is the only national museum dedicated to honoring the bravery, sacrifices, & stories of ALL Veterans.

YOUR BIG IMPACT

Since 2020, our associates & customers have raised nearly \$2.5M to support NVMM's work to help Veterans & Gold Star Families who lost loved ones while serving.

The Big Lots Foundation also committed \$2.5M to help NVMM advance its mission to honor, connect, inspire, & educate.

HOW YOU CAN BRING YOUR BIG FOR NVMM

- B** **BE YOURSELF** & share why helping Veterans matters to YOU
- I** **INSPIRE OTHERS** to give BIG at the register by getting **EXCITED** about the campaign & asking every customer to donate
- G** **GIVE YOUR ALL** for those who gave their all in service to our country by remembering the sacrifices of our military heroes

May 12 thru May 31, BRING YOUR BIG for our nation's heroes while we raise money at the registers for the National Veterans Memorial and Museum (NVMM)!

Help your store raise the most money & you could win BIG prizes!

We love our military & vets

You're doing so much for us, we want to do something for you...

10% OFF everything every day

for active military and veterans!
In stores & on BigLots.com

BIG DEALS ON EVERYTHING FOR YOUR HOME, FROM FURNITURE, GROCERIES AND ESSENTIALS TO SEASONAL DECOR AND MORE!

BIG LOTS!

RETHINK YOUR DRINK!

February is American Heart Month. Increase your awareness of heart-healthy drinks!

BIG LOTS!



Visit your local Big Lots to donate to the American Heart Association and get **\$5 off** a future purchase!

NOW THRU FEB 20

BIG LOTS!



Buy these drinks and other heart-healthy products at your local Big Lots!

BIG LOTS!




Listen to your **HEART.**

Big Lots is on a mission to help people **live BIG**. That's why we're proud to support the 2021 Columbus Heart Ball and the American Heart Association's relentless vision to help every heart.



BIG LOTS! FOUNDATION

BIG LOTS!

20% off Real Living Free Spirit Furniture Reg. \$34.99 & up
Decor & Accessories \$3 & up

\$10 Real Living Decor, Bath Towels & Accessories
Select items only. While supplies last.

SALE

be a **COOLER SCHOOLER**



20% off Real Living Tribeca First Apartment Furniture Reg. \$19.99 & up
Home styles in stores & online

SALE



\$159.99 Broyhill Home Office Furniture & up
Special Decor & Accessories available

SALE 20% off

SAVE UP TO 50% Sealy Mattresses
Select full & queen

Broyhill



Broyhill **\$4.49** **99**

\$219 **99**

ACE your study space

50% off

\$159 **99**

\$9 **99**

\$5 **99** **\$9** **99**

20% off

\$199 **99**

\$99 **99** **\$59** **99**

30% off

\$40

BIG BUY ALERT

\$7

\$249 **99** **\$399** **99**

\$99 **99**

25% off

25% off



BIG PERKS! Earn More, Spend Smarter

BIG Rewards JOIN TODAY! IT'S FAST & FREE

100% of items Big Rewards can be used on your next visit

GET YOUR BIG LOTS NOW

In-Store Pickup Curbside Pickup Same-Day Delivery 2-Day Shipping

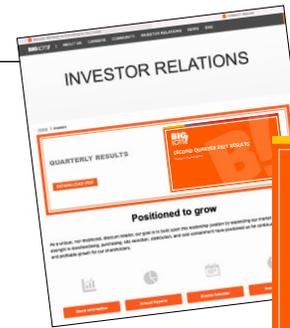
GO TO BIGLOTS.COM

EASY LEASING LEASE MONEY TODAY

6 MONTHS **12** MONTHS

\$49 PER MONTH (TAXES INCLUDED)

BIG ALERT! LEASE A GIFT CARD

BIG LOTS!

SECOND QUARTER 2021 RESULTS

Investor Presentation



SECOND QUARTER 2021 HIGHLIGHTS

14% 2-Year Comp
Down 13.2% to 2020

39.6% Gross Margin Rate
In line with guidance

10% Increase in eCommerce Demand
Total demand in excess of \$70 million

\$1.09 Diluted EPS
Middle of guidance range



GROWING STORE COUNT

Accelerating Store Count Growth

- Approximately 20 net new stores in 2021 (highest since 2013) and planning 2x-3x in 2022
- Store intervention program successfully reducing closures
- Major white space opportunity in existing and under-penetrated markets
- Planned to add several hundred stores over the next five years



INVESTING IN OUR SUPPLY CHAIN

Building an Agile Supply Chain for Growth

- Rollout of two new Forward DCs will alleviate pressure on Regional DCs and improve store inventory levels
- Affordable low-automation and subleased model to support bulk product
- Centralized kiosk to launch in 2022 - increases flexibility in handling low cubic velocity SKUs
- Opening "pop-up" bypass DCs to assist Regional DCs in handling seasonal receipts
- 65 stores activated for ship-from-store fulfillment by the Holiday Season



Q2 2020 GAAP TO NON-GAAP RECONCILIATION

	\$ in thousands (except for earnings per share)		As reported	Adjustment to reconcile to non-GAAP financial measures		As adjusted non-GAAP
	As reported	Adjusted		Non-GAAP	As adjusted	
Selling and administrative expenses	\$ 504,000	\$ (3,550)	\$ 504,000	\$ 500,450		
Gain on sale of distribution centers	(452,032)	452,032	-	-		
Operating profit	408,140	(452,032)	408,140	146,108		
Operating profit rate	31.0%	(27.9%)	31.0%	31.0%		
Income tax expense	155,480	(177,194)	155,480	38,286		
Effective income tax rate	23.8%	31.2%	23.8%	23.8%		
Net income	451,972	(414,900)	451,972	110,209		
Diluted earnings per share	\$ 11.29	\$ (8.54)	\$ 11.29	\$ 11.29	\$ 2.75	

The above adjusted net income and diluted earnings per share are not audited under GAAP. Adjusted net income and diluted earnings per share are calculated by adjusting net income and diluted earnings per share for non-GAAP financial measures, which are defined as items that are not included in the calculation of net income and diluted earnings per share under GAAP. The non-GAAP financial measures are defined as follows: Selling and administrative expenses, gain on sale of distribution centers, operating profit, operating profit rate, income tax expense, effective income tax rate, and net income. The non-GAAP financial measures are not intended to be a substitute for GAAP financial measures and should not be used to evaluate our performance. Our management uses these non-GAAP financial measures, along with the most directly comparable GAAP financial measures, to evaluate our operating performance.

Join the **JINGLE**

WE'RE HIRING for the Holidays!

Enjoy a 20% Associate Discount (30% OFF Furniture)

APPLY NOW



BIG LOTS! NOW OPEN!

616 W. Johnson St.

1/2 mile ahead on left!



Animated GIF File

Spring Into Savings

ASSOCIATE APPRECIATION DISCOUNT DAYS! Friday, March 13 - Sunday, March 15