

DICK'S SPORTING GOODS, INC.
GAAP to NON-GAAP RECONCILIATIONS - UNAUDITED
(Dollars in thousands, except per share amounts)

14 Weeks Ended February 3, 2018

	Cost of goods sold	Selling, general and administrative expenses	Income before income taxes	Net income ⁽³⁾	Earnings per diluted share
GAAP Basis	\$ 1,888,269	\$ 596,856	\$ 180,281	\$ 115,951	\$ 1.11
<i>% of Net Sales</i>	<i>70.88%</i>	<i>22.40%</i>	<i>6.77%</i>	<i>4.35%</i>	
Loyalty program enhancement costs ⁽¹⁾	(11,478)	-	11,478	7,231	
Litigation contingency ⁽²⁾	-	(6,592)	6,592	4,153	
Non-GAAP Basis	\$ 1,876,791	\$ 590,264	\$ 198,351	\$ 127,335	\$ 1.22
<i>% of Net Sales</i>	<i>70.45%</i>	<i>22.16%</i>	<i>7.45%</i>	<i>4.78%</i>	

⁽¹⁾ Transition costs incurred to enhance the Company's Scorecard loyalty program.

⁽²⁾ Costs related to a litigation contingency.

⁽³⁾ The provision for income taxes for Non-GAAP adjustments was calculated at 37%, which approximates the Company's blended tax rate.

DICK'S SPORTING GOODS, INC.
GAAP to NON-GAAP RECONCILIATIONS - UNAUDITED
(Dollars in thousands, except per share amounts)

53 Weeks Ended February 3, 2018

	Cost of goods sold	Selling, general and administrative expenses	Pre-opening expenses	Other income	Income before income taxes	Net income ⁽⁸⁾	Earnings per diluted share
GAAP Basis	\$ 6,101,412	\$ 1,982,363	\$ 29,123	\$ (31,810)	\$ 501,337	\$ 323,445	\$ 3.01
<i>% of Net Sales</i>	<i>71.03%</i>	<i>23.08%</i>	<i>0.34%</i>	<i>(0.37)%</i>	<i>5.84%</i>	<i>3.77%</i>	
Corporate restructuring charge ⁽¹⁾	-	(7,077)	-	-	7,077	4,388	
TSA conversion costs ⁽²⁾	-	-	(3,474)	-	3,474	2,154	
Contract termination payment ⁽³⁾	-	-	-	12,000	(12,000)	(12,000)	
Sales tax refund ⁽⁴⁾	-	-	-	8,104	(8,104)	(5,024)	
Loyalty program enhancement costs ⁽⁵⁾	(11,478)	-	-	-	11,478	7,231	
Litigation contingency ⁽⁶⁾	-	(6,592)	-	-	6,592	4,153	
Tax Act impact ⁽⁷⁾	-	-	-	-	-	(24)	
Non-GAAP Basis	\$ 6,089,934	\$ 1,968,694	\$ 25,649	\$ (11,706)	\$ 509,854	\$ 324,323	\$ 3.01
<i>% of Net Sales</i>	<i>70.89%</i>	<i>22.92%</i>	<i>0.30%</i>	<i>(0.14)%</i>	<i>5.94%</i>	<i>3.78%</i>	

⁽¹⁾ Severance, other employee-related costs and asset write-downs related to corporate restructuring.

⁽²⁾ Costs related to converting former TSA stores.

⁽³⁾ Contract termination payment. There was no related tax expense as the Company utilized net capital loss carryforwards that were previously subject to a valuation allowance.

⁽⁴⁾ Multi-year sales tax refund.

⁽⁵⁾ Transition costs incurred to enhance the Company's Scorecard loyalty program.

⁽⁶⁾ Costs related to a litigation contingency.

⁽⁷⁾ Change to blended tax rate for adjustments recorded prior to enactment of the Tax Act.

⁽⁸⁾ The provision for income taxes for Non-GAAP adjustments was calculated at the Company's approximate blended tax rate, unless otherwise noted.

DICK'S SPORTING GOODS, INC.
GAAP to NON-GAAP RECONCILIATIONS - UNAUDITED
(Dollars in thousands, except per share amounts)

13 Weeks Ended January 28, 2017

	Cost of goods sold	Selling, general and administrative expenses	Pre-opening expenses	Income before income taxes	Net income ⁽⁵⁾	Earnings per diluted share
GAAP Basis	\$ 1,763,669	\$ 575,573	\$ 5,977	\$ 143,020	\$ 90,188	\$ 0.81
<i>% of Net Sales</i>	<i>71.02%</i>	<i>23.18%</i>	<i>0.24%</i>	<i>5.76%</i>	<i>3.63%</i>	
Inventory write-down ⁽¹⁾	(46,379)	-	-	46,379	28,755	
Non-cash impairment and store closing charge ⁽²⁾	-	(32,821)	-	32,821	20,349	
Non-operating asset impairment ⁽³⁾	-	(7,707)	-	7,707	4,778	
TSA and Golfsmith conversion costs ⁽⁴⁾	-	(2,054)	(3,957)	6,011	3,727	
Non-GAAP Basis	\$ 1,717,290	\$ 532,991	\$ 2,020	\$ 235,938	\$ 147,797	\$ 1.32
<i>% of Net Sales</i>	<i>69.15%</i>	<i>21.46%</i>	<i>0.08%</i>	<i>9.50%</i>	<i>5.95%</i>	

⁽¹⁾ Inventory write-down to net realizable value in connection with the Company's new merchandising strategy.

⁽²⁾ Included non-cash impairment of store assets and store closing charges primarily related to ten Golf Galaxy stores in overlapping trade areas with former Golfsmith stores.

⁽³⁾ Non-cash impairment charge to reduce the carrying value of a corporate aircraft held for sale to its fair market value.

⁽⁴⁾ Costs related to converting former TSA and Golfsmith stores.

⁽⁵⁾ The provision for income taxes for Non-GAAP adjustments was calculated at 38%, which approximated the Company's blended tax rate.

DICK'S SPORTING GOODS, INC.
GAAP to NON-GAAP RECONCILIATIONS - UNAUDITED
(Dollars in thousands, except per share amounts)

52 Weeks Ended January 28, 2017

	Cost of goods sold	Selling, general and administrative expenses	Pre-opening expenses	Income before income taxes	Net income ⁽⁵⁾	Earnings per diluted share
GAAP Basis	\$ 5,556,198	\$ 1,875,643	\$ 40,286	\$ 458,422	\$ 287,396	\$ 2.56
<i>% of Net Sales</i>	<i>70.14%</i>	<i>23.68%</i>	<i>0.51%</i>	<i>5.79%</i>	<i>3.63%</i>	
Inventory write-down ⁽¹⁾	(46,379)	-	-	46,379	28,755	
Non-cash impairment and store closing charge ⁽²⁾	-	(32,821)	-	32,821	20,349	
Non-operating asset impairment ⁽³⁾	-	(7,707)	-	7,707	4,778	
TSA and Golfsmith conversion costs ⁽⁴⁾	-	(8,545)	(5,102)	13,647	8,461	
Non-GAAP Basis	\$ 5,509,819	\$ 1,826,570	\$ 35,184	\$ 558,976	\$ 349,739	\$ 3.12
<i>% of Net Sales</i>	<i>69.55%</i>	<i>23.06%</i>	<i>0.44%</i>	<i>7.06%</i>	<i>4.41%</i>	

⁽¹⁾ Inventory write-down to net realizable value in connection with the Company's new merchandising strategy.

⁽²⁾ Included non-cash impairment of store assets and store closing charges primarily related to ten Golf Galaxy stores in overlapping trade areas with former Golfsmith stores.

⁽³⁾ Non-cash impairment charge to reduce the carrying value of a corporate aircraft held for sale to its fair market value.

⁽⁴⁾ Costs related to converting former TSA and Golfsmith stores.

⁽⁵⁾ The provision for income taxes for Non-GAAP adjustments was calculated at 38%, which approximated the Company's blended tax rate.

Adjusted EBITDA

Adjusted EBITDA should not be considered as an alternative to net income or any other generally accepted accounting principles measure of performance or liquidity. Adjusted EBITDA, as the Company has calculated it, may not be comparable to similarly titled measures reported by other companies. Adjusted EBITDA is a metric used by the Company that provides a measurement of profitability that eliminates the effect of changes resulting from financing decisions, tax regulations, capital investments and certain non-recurring, infrequent or unusual items.

	<u>14 Weeks Ended</u>	<u>13 Weeks Ended</u>
	<u>February 3,</u>	<u>January 28,</u>
	<u>2018</u>	<u>2017</u>
	(dollars in thousands)	
Net income	\$ 115,951	\$ 90,188
Provision for income taxes	64,330	52,832
Interest expense	1,728	1,843
Depreciation and amortization	71,130	84,703
EBITDA	<u>\$ 253,139</u>	<u>\$ 229,566</u>
Add: Loyalty program enhancement costs	11,478	-
Add: Litigation contingency	6,592	-
Add: Inventory write-down	-	46,379
Add: Store closing charge	-	9,434
Add: TSA and Golfsmith conversion costs	-	6,011
Adjusted EBITDA, as defined	<u>\$ 271,209</u>	<u>\$ 291,390</u>
% decrease in adjusted EBITDA	(7)%	

	<u>53 Weeks Ended</u>	<u>52 Weeks Ended</u>
	<u>February 3,</u>	<u>January 28,</u>
	<u>2018</u>	<u>2017</u>
	(dollars in thousands)	
Net income	\$ 323,445	\$ 287,396
Provision for income taxes	177,892	171,026
Interest expense	8,047	5,856
Depreciation and amortization	237,651	233,834
EBITDA	<u>\$ 747,035</u>	<u>\$ 698,112</u>
Add: Corporate restructuring charge	6,129	-
Add: TSA and Golfsmith conversion costs	3,474	13,647
Less: Contract termination payment	(12,000)	-
Less: Sales tax refund	(8,104)	-
Add: Loyalty program enhancement costs	11,478	-
Add: Litigation contingency	6,592	-
Add: Inventory write-down	-	46,379
Add: Store closing charge	-	9,434
Adjusted EBITDA, as defined	<u>\$ 754,604</u>	<u>\$ 767,572</u>
% decrease in adjusted EBITDA	(2)%	

Reconciliation of Gross Capital Expenditures to Net Capital Expenditures

The following table represents a reconciliation of the Company's gross capital expenditures to its capital expenditures, net of tenant allowances.

	Fiscal Year Ended	
	February 3, 2018	January 28, 2017
	(dollars in thousands)	
Gross capital expenditures	\$ (474,347)	\$ (421,920)
Proceeds from sale-leaseback transactions	-	-
Deferred construction allowances	101,712	179,864
Construction allowance receipts	-	-
Net capital expenditures	<u>\$ (372,635)</u>	<u>\$ (242,056)</u>

Fiscal 2017 Net Sales Adjusted for the 53rd Week

Net sales adjusted for the extra week during the 14 and 53 weeks ended February 3, 2018 is presented below to illustrate the impact of the extra week on reported net sales in comparison to reported results for the 13 and 52 weeks ended January 28, 2017.

	Period Ended February 3, 2018	
	14 Weeks	53 Weeks
	(dollars in thousands)	
Net sales	\$ 2,664,122	\$ 8,590,472
Less: 53 rd week net sales	(105,425)	(105,425)
Adjusted net sales	<u>\$ 2,558,697</u>	<u>\$ 8,485,047</u>