

FY22 Performance Overview

+22.7%
Sales

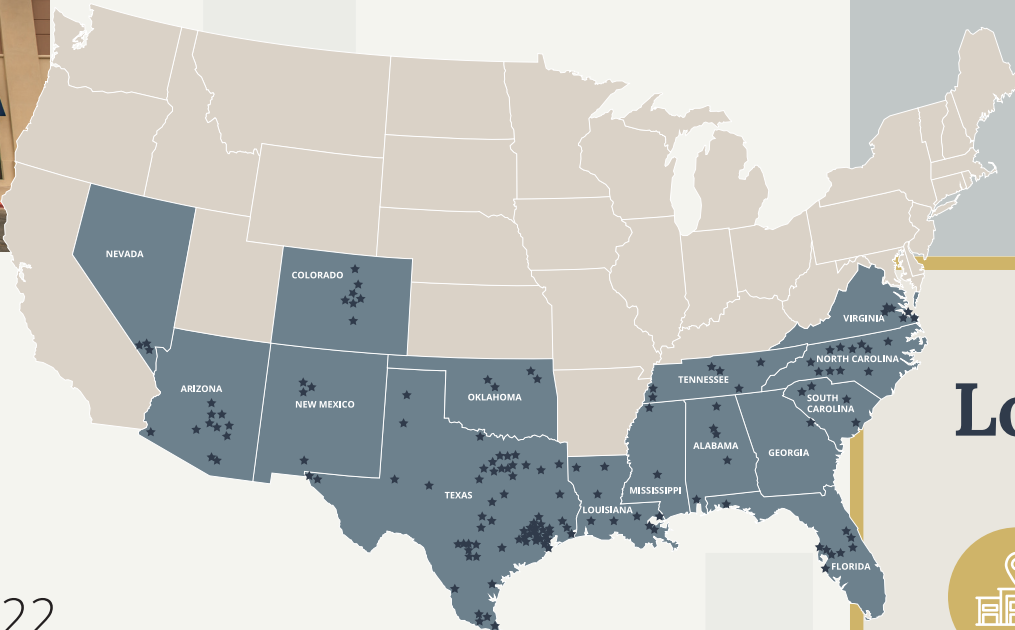
+15.3%
Comps

\$3.61
Diluted EPS

+171.3%
eCommerce
Sales Growth

FY22 Highlights

Strengthen the Core



158
TOTAL
Retail Stores
Across 15 States

12
New Stores in FY22

~80%
Products Available for Next Day
White Glove Delivery

Enhance Credit



+11.7%
Credit Spread

Record Credit Segment Profitability

Acquired Lease-to-Own Technology
Platform – Q1 FY23

“I am proud of our team’s strong execution in a very dynamic operating environment. We successfully navigated unprecedented supply chain challenges and the ongoing COVID-19 pandemic to produce record annual earnings and the **strongest level of annual retail sales in five years**. We will continue to **transform our business** by investing in initiatives that **strengthen our core, enhance our credit business and accelerate eCommerce growth**.”

— Chandra Holt, President & CEO

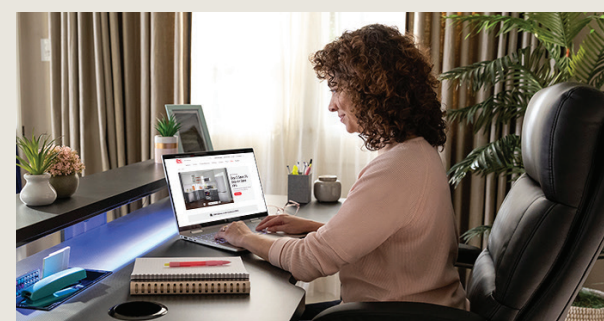


Looking Ahead

13-16 New Stores
Planned in FY23

Launch of Expanded
Private Label in FY23

Accelerate eCommerce Growth



Doubling Online Product Assortment
By End of Q1 FY23

Upgrading Digital Infrastructure for
Modern, Enhanced Website

Unified Commerce



Delivering on Unified Commerce to
Streamline Customer Experience

Q4 FY22 Performance Overview

+13.0%
Sales

+6.2%
Comps

\$0.26
Diluted EPS

+131.8%
eCommerce
Sales Growth

Conn's HomePlus is a specialty retailer with a unique retail + credit business model, providing unmatched value by helping our customers create a home they love.