

BEST BUY CO., INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
CONTINUING OPERATIONS

(\$ in millions, except per share amounts)
(Unaudited and subject to reclassification)

The following information provides reconciliations of non-GAAP financial measures from continuing operations to the most comparable financial measures calculated and presented in accordance with accounting principles generally accepted in the U.S. ("GAAP"). The company has provided non-GAAP financial measures, which are not calculated or presented in accordance with GAAP, as information supplemental and in addition to the financial measures presented in the accompanying news release that are calculated and presented in accordance with GAAP. Such non-GAAP financial measures should not be considered superior to, as a substitute for, or as an alternative to, and should be considered in conjunction with, the GAAP financial measures presented in the news release. The non-GAAP financial measures in the accompanying news release may differ from similar measures used by other companies.

The following tables reconcile operating income, net earnings and diluted earnings per share for the periods presented for continuing operations (GAAP financial measures) to non-GAAP operating income, non-GAAP net earnings and non-GAAP diluted earnings per share for continuing operations (non-GAAP financial measures) for the periods presented.

	Three Months Ended		Three Months Ended	
	May 4, 2013		May 5, 2012	
	\$	% of Rev.	\$	% of Rev.
<u>Domestic - Continuing Operations</u>				
SG&A	\$1,648	20.7%	\$1,811	20.5%
Non-restructuring asset impairments - SG&A	(4)	(0.1%)	(13)	(0.1%)
Non-GAAP SG&A	<u>\$1,644</u>	20.6%	<u>\$1,798</u>	20.4%
Operating income	\$222	2.8%	\$295	3.3%
Non-restructuring asset impairments - SG&A	4	0.1%	13	0.1%
Restructuring charges	1	0.0%	127	1.4%
Non-GAAP operating income	<u>\$227</u>	2.8%	<u>\$435</u>	4.9%
<u>International - Continuing Operations</u>				
SG&A	\$348	24.8%	\$382	24.6%
Non-restructuring asset impairments - SG&A	(8)	(0.6%)	(1)	(0.1%)
Non-GAAP SG&A	<u>\$340</u>	24.3%	<u>\$381</u>	24.6%
Operating loss	(\$54)	(3.9%)	(\$31)	(2.0%)
Non-restructuring asset impairments - SG&A	8	0.6%	1	0.1%
Restructuring charges	5	0.4%	0	0.0%
Non-GAAP operating loss	<u>(\$41)</u>	(2.9%)	<u>(\$30)</u>	(1.9%)
<u>Consolidated - Continuing Operations</u>				
SG&A	\$1,996	21.3%	\$2,193	21.1%
Non-restructuring asset impairments - SG&A	(12)	(0.1%)	(14)	(0.1%)
Non-GAAP SG&A	<u>\$1,984</u>	21.2%	<u>\$2,179</u>	21.0%
Operating income	\$168	1.8%	\$264	2.5%
Non-restructuring asset impairments - SG&A	12	0.1%	14	0.1%
Restructuring charges	6	0.1%	127	1.2%
Non-GAAP operating income	<u>\$186</u>	2.0%	<u>\$405</u>	3.9%
Net earnings	\$97		\$169	
After-tax impact of non-restructuring asset impairments - SG&A	9		9	
After-tax impact of restructuring charges	4		84	
Non-GAAP net earnings	<u>\$110</u>		<u>\$262</u>	
Diluted EPS	\$0.29		\$0.49	
Per share impact of non-restructuring asset impairments - SG&A	0.02		0.03	
Per share impact of restructuring charges	0.01		0.24	
Non-GAAP diluted EPS	<u>\$0.32</u>		<u>\$0.76</u>	

BEST BUY CO., INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
DISCONTINUED OPERATIONS

(\$ in millions, except per share amounts)
(Unaudited and subject to reclassification)

The following information provides reconciliations of non-GAAP financial measures from discontinued operations to the most comparable financial measures calculated and presented in accordance with GAAP. The company has provided non-GAAP financial measures, which are not calculated or presented in accordance with GAAP, as information supplemental and in addition to the financial measures presented in the accompanying news release that are calculated and presented in accordance with GAAP. Such non-GAAP financial measures should not be considered superior to, as a substitute for, or as an alternative to, and should be considered in conjunction with, the GAAP financial measures presented in the news release. The non-GAAP financial measures in the accompanying news release may differ from similar measures used by other companies.

The following tables reconcile net earnings and diluted earnings per share for the periods presented for discontinued operations (GAAP financial measures) to non-GAAP net earnings and non-GAAP diluted earnings per share for discontinued operations (non-GAAP financial measures) for the periods presented.

	Three Months Ended May 4, 2013	Three Months Ended May 5, 2012
<u>Consolidated - Discontinued Operations</u>		
Net loss	(\$178)	(\$11)
After-tax impact of non-restructuring asset impairments	1	0
After-tax impact of restructuring charges	56	4
After-tax impact of Best Buy Europe impairment	173	0
After-tax impact of gain on sale of Switzerland	(28)	0
After-tax impact of non-restructuring asset impairments - NCI	(1)	0
After-tax impact of restructuring charges - NCI	(26)	(1)
After-tax impact of gain on sale of Switzerland - NCI	15	0
Non-GAAP net earnings (loss) from discontinued operations	<u>\$12</u>	<u>(\$8)</u>
Diluted EPS	(\$0.53)	(\$0.03)
Per share impact of non-restructuring asset impairments	0.00	0.00
Per share impact of restructuring charges	0.17	0.01
Per share impact of Best Buy Europe impairment	0.51	0.00
Per share impact of gain on sale of Switzerland	(0.08)	0.00
Per share impact of non-restructuring asset impairments - NCI	0.00	0.00
Per share impact of restructuring charges - NCI	(0.07)	0.00
Per share impact of gain on sale of Switzerland - NCI	0.04	0.00
Non-GAAP diluted EPS	<u>\$0.04</u>	<u>(\$0.02)</u>

BEST BUY CO., INC.
RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

(\$ in millions)

(Unaudited and subject to reclassification)

The following information provides a reconciliation of a non-GAAP financial measure to the most comparable financial measure calculated and presented in accordance with GAAP. The company has provided the non-GAAP financial measure, which is not calculated or presented in accordance with GAAP, as information supplemental and in addition to the financial measure that is calculated and presented in accordance with GAAP. Such non-GAAP financial measure should not be considered superior to, as a substitute for, or as an alternative to, and should be considered in conjunction with, the GAAP financial measure. The non-GAAP financial measure in the accompanying news release may differ from similar measures used by other companies.

The following table includes the calculation of non-GAAP ROIC for total operations, which includes both continuing and discontinued operations (non-GAAP financial measures), along with a reconciliation to the calculation of return on total assets ("ROA") (GAAP financial measure) for the periods presented.

Calculation of Return on Invested Capital¹

	May 4, 2013²	May 5, 2012²
<u>Net Operating Profit After Taxes (NOPAT)</u>		
Operating income - continuing operations	\$ 76	\$ 1,872
Operating loss - discontinued operations	(157)	(1,454)
Total operating income (loss)	(81)	418
Add: Operating lease interest ³	581	599
Add: Investment income	35	36
Less: Net earnings attributable to noncontrolling interest (NCI)	(30)	(1,221)
Less: Income taxes ⁴	(693)	(979)
NOPAT	\$ (188)	\$ (1,147)
Add: Restructuring charges and impairments ⁵	1,412	1,688
Add: NCI impact of BBYM profit share buyout, restructuring charges and impairments	(13)	1,202
Non-GAAP NOPAT	\$ 1,211	\$ 1,743
<u>Average Invested Capital</u>		
Total assets	\$ 16,131	\$ 18,170
Less: Excess Cash ⁶	(487)	(1,254)
Add: Capitalized operating lease obligations ⁷	9,294	9,588
Total liabilities	(12,255)	(12,662)
Exclude: Debt ⁸	2,056	2,268
Less: Noncontrolling interests	(626)	(671)
Average invested capital	\$ 14,113	\$ 15,439
Non-GAAP Return on Invested Capital (ROIC)	8.6%	11.3%

Calculation of Return on Assets¹

	May 4, 2013²	May 5, 2012²
Net loss including noncontrolling interests	\$ (458)	\$ (156)
Total assets	16,131	18,170
Return on Assets (ROA)	(2.8%)	(0.9%)

(1) The calculations of Return on Invested Capital and Return on Assets use total operations, which includes both continuing and discontinued operations.

(2) Income statement accounts represent the activity for the 12 months ended as of each of the balance sheet dates. Balance sheet accounts represent the average account balances for the 4 quarters ended as of each of the balance sheet dates.

(3) Operating lease interest represents the add-back to operating income driven by our capitalized lease obligations and represents fifty percent of our annual rental expense which is the multiple used for the retail sector by one of the nationally recognized credit rating agencies that rates our creditworthiness, and we consider it to be an appropriate multiple for our lease portfolio.

(4) Income taxes are calculated using a blended statutory rate at the enterprise level based on statutory rates from the countries we do business in.

(5) Includes all restructuring charges in costs of goods sold and operating expenses, goodwill and tradename impairments, non-restructuring impairments, and the BBE transaction costs.

(6) Cash and cash equivalents and short-term investments are capped at the greater of 1% of revenue or actual amounts on hand. The cash and cash equivalents and short-term investments in excess of the cap are subtracted from our calculation of average invested capital to show their exclusion from total assets.

(7) The multiple of eight times annual rental expense in the calculation of our capitalized operating lease obligations is the multiple used for the retail sector by one of the nationally recognized credit rating agencies that rates our creditworthiness, and we consider it to be an appropriate multiple for our lease portfolio.

(8) Debt includes short-term debt, current portion of long-term debt and long-term debt and is added back to our calculation of average invested capital to show its exclusion from total liabilities.