

#### CAUTIONARY STATEMENT RELATING TO FORWARD LOOKING INFORMATION

This investor presentation contains forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified as those that may predict, forecast, indicate or imply future results or performance and by forward-looking words such as "believe", "expect", "estimate", "predict", "intend", "project", "goal", "will", "will be", "will continue", "will result", "could", "may", "might" or any variations of such words or other words with similar meanings. These statements are subject to risks and uncertainties and change based on various important factors, many of which may be beyond the Company's control. The Company's future performance and actual results may differ materially from those expressed or implied in such forward-looking statements. Forward-looking statements should not be relied upon by investors as a prediction of actual results. Forward-looking statements regarding, among other things, the Company's future performance and growth opportunities, including our 2024 guidance, comp sales, earnings per share and SG&A leverage; our plans and ability to gain market share; the increase in House of Sport, Golf Galaxy Performance Center, Field House locations and repositioning of our real estate portfolio; the addition of premium full-service footwear decks in our stores; our access to premium product, including our industry leading brands and our vertical brands; our data and technology investments and the impact that they have on our teammate and athlete experiences as well as engagement; statements regarding our understanding of the recent cybersecurity event and its potential impacts; GameChanger target revenue; our ability to return significant capital to shareholders through share repurchases and the expected increased dividend; our culture and common purpose goals; and investment in our long-term growth strategies.

Factors that could cause actual results to differ materially from those expressed or implied in any forward-looking statements include, but are not limited to uncertain macroeconomic conditions, including inflation, elevated in the banking sector, geopolitical conflicts (including the conflicts in Ukraine and the Middle East) and the threat or outbreak of further conflicts, terrorism or public unrest; changes in consumer discretionary spending; changes in the competitive market and competition amongst retailers and increasing direct competition from vendors; fluctuations in product costs and availability; international risks and costs, including foreign trade issues, currency exchange rate fluctuations, shipment delays and supply chain disruptions and political instability; changes in consumer demand for products in certain categories or shopping patterns and the ability to identify new trends and have the right trending products in stores and online; our investments in vertical brand offerings and new specialty concept stores; our investments in GameChanger, our sports technology platform; reputational harm or negative reactions from customers, vendors and stockholders regarding Company policy changes or advocacy efforts related to social and political issues; investments in strategic plans and initiatives not producing the anticipated benefits within the expected time-frame or at all; an ability to execute our real estate strategy, ability to grow our House of Sport, next generation DICK'S stores, and Golf Galaxy Performance Centers, and risks associated with the brick and mortar retail store model; risks related to our distribution and fulfillment network; unauthorized disclosure of sensitive or confidential customer information or disruptions or other problems with our information systems, including our eCommerce platform; our ability to hire and retain quality teammates, including store managers and sales associates, and adequately respond to teammate organizing efforts; increasing labor shortages or the l

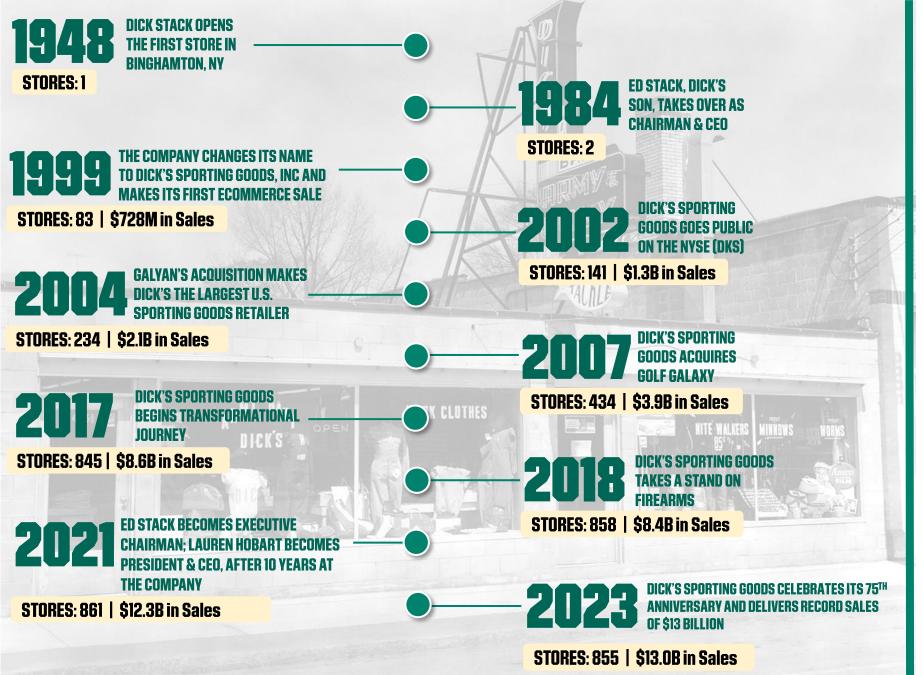
For additional information on these and other factors that could affect the Company's actual results, see the risk factors set forth in the Company's filings with the Securities and Exchange Commission ("SEC"), including the most recent Annual Report filed with the SEC on March 28, 2024. The Company disclaims and does not undertake any obligation to update or revise any forward-looking statement in this presentation, except as required by applicable law or regulation. Forward-looking statements included in this presentation are made as of the date of this presentation.

#### **NON-GAAP FINANCIAL MEASURES**

In addition to reporting the Company's financial results in accordance with generally accepted accounting principles ("GAAP"), the Company reports certain financial results that differ from what is reported under GAAP. These non-GAAP financial measures include non-GAAP gross margin, non-GAAP EBT, non-GAAP EBT margin, non-GAAP net income, non-GAAP earnings per diluted share, non-GAAP diluted shares outstanding, net capital expenditures and fiscal 2023 net sales adjusted for the 53rd week, which management believes provides investors with useful supplemental information to evaluate the Company's ongoing operations and to compare with past and future periods. Furthermore, management believes that adjustments related to its deferred compensation plans enables investors to better understand its selling, general and administrative expense trends excluding non-cash changes in our deferred compensation plan investment fair values from market fluctuations that are offset within other income. Additionally, management believes that adjustments related to its Convertible Senior Notes and convertible bond hedge provided a more complete view of the economics of the instruments upon future conversion. Management also uses these non-GAAP measures internally for forecasting, budgeting, and measuring its operating performance. These measures should be viewed as supplementing, and not as an alternative or substitute for, the Company's financial results prepared in accordance with GAAP. The methods used by the Company to calculate its non-GAAP financial measures may differ significantly from methods used by other companies to compute similar measures provided by other companies. A reconciliation of the Company's non-GAAP measures to the most directly comparable GAAP financial measures are provided below and on the Company's website at investors.DICKS.com.

#### **ADDITIONAL NOTE**

2023 was a 53-week year. The extra week during fiscal 2023 generated \$170 million of net sales and earnings per diluted share of \$0.19. Full year 2023 comparable sales calculations are presented on a 52-week basis.



## **OUR BELIEF**

We believe sports have the power to change lives.

## **OUR COMMON PURPOSE**

We create **confidence** and **excitement** by inspiring, supporting, and personally equipping all athletes to achieve their dreams.

## **OUR MISSION**

We create an inclusive environment where passionate, skilled and diverse **TEAMMATES** thrive.

We create and build leading brands that serve and inspire **ATHLETES**.

We make a lasting impact on **COMMUNITIES** through sport.

We deliver **SHAREHOLDER** value through growth and relentless improvement.

## **OUR VALUES**

Together with our Foundation, we have provided over **\$190 million** in grants and sponsorships supporting youth athletes in our communities.

We advocate for **safer communities** and common-sense gun reform and **lead by example** through our firearms policies.

# **DICK'S SPORTING GOODS SNAPSHOT (NYSE: DKS)**

### NATIONAL FOOTPRINT

**TOTAL STORES** in 47 states and DC

**DICK'S Sporting Goods: 725** 

**Specialty Concept** 

Stores: 136

<10 Stores</p>



### **OMNICHANNEL IMPACT**

of eCommerce sales fulfilled by stores

Mobile penetration of eCommerce Sales

Nearly Two-thirds

of U.S. population captured by our store trade areas

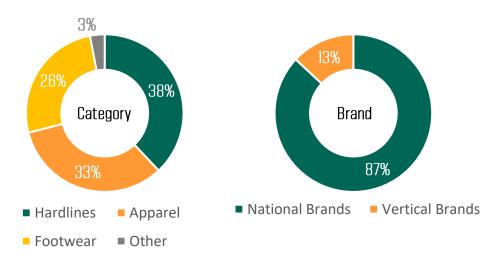
**Active ScoreCard Members** 

### FY23 FINANCIAL HIGHLIGHTS<sup>1</sup>

	<u>FY23</u>	<u> YoY ∆</u>
Comparable Sales <sup>2</sup> (52-week basis)	2.6%	
Net Sales	\$12.98B	+5.0%
Non-GAAP Gross Margin <sup>3</sup>	35.01%	+36 bps
Non-GAAP EBT <sup>3</sup>	\$1.40B	-0.8%
Non-GAAP EBT Margin <sup>3</sup>	10.80%	-63 bps
Non-GAAP EPS <sup>3</sup>	\$12.91	+7.2%

12023 was a 53-week year. The extra week during fiscal 2023 generated \$170 million of net sales and earnings per diluted share of \$0.19. Full year 2023 comparable sales calculations are

### **FY23 SALES BREAKDOWN**



comparability purposes. See additional details as furnished in Exhibit 99.2 of the Company's Current Report on Form 8-K, filed with the SEC on March 14, 2024. <sup>3</sup> Represents a non-GAAP financial measure. See the appendix for a reconciliation of this measure to the most directly comparable GAAP measure.

# **WE HAVE A TALENTED AND EXPERIENCED LEADERSHIP TEAM**



ED STACK
Executive Chairman
1984



LAUREN HOBART President & CEO 2011



NAVDEEP GUPTA
EVP - Chief Financial Officer
2017



CHAD KESSLER EVP – Vertical Brands 2022



JULIE LODGE-JARRETT EVP – Chief People & Purpose Officer 2020



VLAD RAK
EVP - Chief Technology
Officer
2020



RAY SLIVA EVP – Stores 2023



SAMEER AHUJA
President, GameChanger,
SVP – DICK'S Sporting
Goods
2017



ELIZABETH BARAN
SVP – General Counsel &
Corporate Secretary
2010



VINCENT CORNO SVP – Real Estate 2021



CARRIE GUFFEY SVP – Softlines Merchandising 2002



RUDY HERNANDEZ SVP – Stores 2024



DENISE KARKOS SVP – Chief eCommerce Officer 2023



DAVID PROGAR SVP - Hardlines Merchandising 2007



TONI ROELLER
SVP – In-Store Environment,
Visual Merchandising &
House of Sport
2014



EMILY SILVER
SVP - Chief Marketing &
Athlete Experience Officer
2023



TODD SPALETTO

President, Outdoor Group,
SVP – DICK'S Sporting
Goods
2020



WILL SWISHER
SVP – Planning, Allocation &
Replenishment, Pricing and
Value Chain
1999



SEAN WHITEHOUSE SVP – Supply Chain 2022



# WE ARE THE LARGEST U.S. OMNICHANNEL SPORTS RETAILER WITH GROWTH AHEAD

~\$140B

## TOTAL ADDRESSABLE MARKET<sup>1</sup>

Across Footwear, Apparel and Hardlines

8.5%

Largest among sporting goods retailers

MARKET SHARE<sup>1</sup>

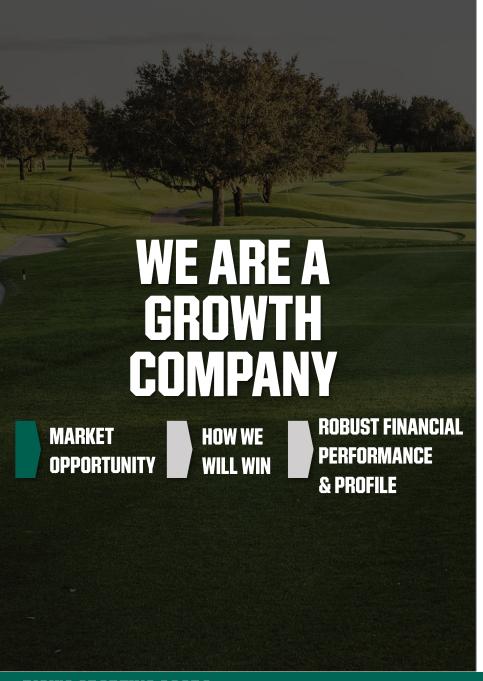
INCREASED ~50 BPS From ~8% in 2022

We gained significant market share over the last year, collectively driven by our priority categories:

Footwear, Athletic Apparel, Team Sports, and Golf

DKS 2023 net sales excluding categories with limited market data / "\$140B Total Addressable Market.

Source: Circana and Proprietary Data.



# WE ARE ACTIVELY CREATING OUR FUTURE THROUGH FOUR STRATEGIC PILLARS

## **DIFFERENTIATED PRODUCT**





## **TEAMMATE EXPERIENCE**



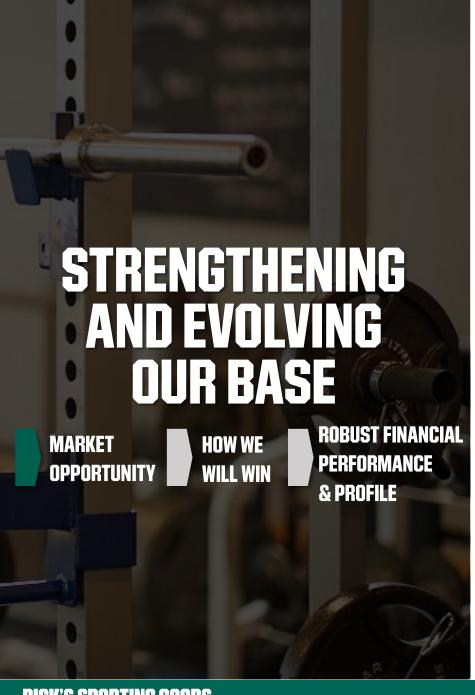
## **BRAND ENGAGEMENT**





## **ATHLETE EXPERIENCE**





# WE ARE REIMAGINING THE ATHLETE EXPERIENCE AT DICK'S

## **VISUAL PRESENTATION**



## **ENHANCED SERVICE**



## **IN-STORE TECHNOLOGY**







# **STRENGTHENING** AND EVOLVING **OUR BASE ROBUST FINANCIAL HOW WE MARKET** PERFORMANCE **OPPORTUNITY WILL WIN** & PROFILE

# WE ARE CREATING THE FUTURE OF RETAIL THROUGH HOUSE OF SPORT

### **EXPERIENCE HOUSE OF SPORT THROUGH OUR LATEST VIDEO FOUND HERE**









# HOUSE OF SPORT IS BUILT ON FOUR PILLARS:

- Experience
- Service
- Community
- Product

We ended 2023 with 12 locations, and plan to open eight additional in 2024, including two that opened in Q1

We plan to have as many as 75 to 100 House of Sport locations by 2027

"I've toured with Ed Stack his new store that's opened at Ross Park Mall in Pittsburgh, unbelievable, right? I also visited their store up in Rochester at East View Mall.

We have a number of properties under discussion with them in our existing portfolio, but candidly love to do eight to 10, if not more. These things aren't cheap, they cost money, but they do, in my opinion, bring additional regular traffic for what they try to do. I think it's one of the best concepts I've seen."

Jack Hsieh, President & CEO of Macerich Co. (Macerich Co. 01 2024 Earnings Call - 04/30/2024) "I was blown away at the store's [House of Sport's] unique service model, interactive sport experience, and enhanced showcasing of product, which creates a true destination for consumers and will alter future expectations at retail."

> John Donahoe, President and CEO of NIKE, Inc. (NIKE, Inc. 02 2022 Earnings Call - 12/20/2021)

# **STRENGTHENING AND EVOLVING OUR BASE HOW WE** MARKET PERFORMANCE WILL WIN **OPPORTUNITY** & PROFILE

# WE ARE REVOLUTIONIZING OUR MOST TYPICAL 50K SQ FT DICK'S STORE ("DICK'S FIELD HOUSE")

"Our newest DICK'S concepts, DICK'S House of Sport and our next generation 50,000 square foot DICK'S store, are yielding powerful results. We haven't seen growth opportunities like these since we went public in the early 2000s."

Ed Stack, Executive Chairman (DICK'S 02 2023 Earnings Release, 8/22/2023)



Our DICK'S Field House concept is inspired by House of Sport with a similar elevated assortment, service model, premium experiences and enhanced visual expressions

We ended 2023 with 11 locations, and plan to open 15 additional in 2024, including two that opened in 01 and four that opened in 02



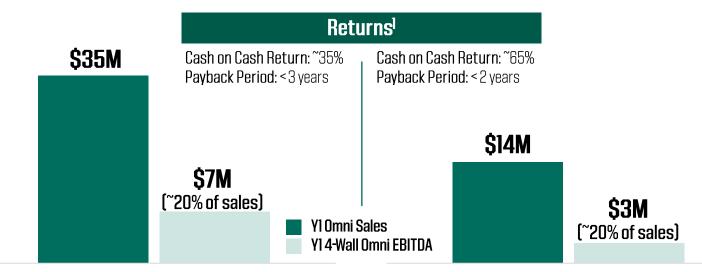




# WE EXPECT OUR INVESTMENTS IN HOUSE OF SPORT AND NEXT GENERATION 50K SQ FT DICK'S STORES ("DICK'S FIELD HOUSE") TO GENERATE STRONG RETURNS



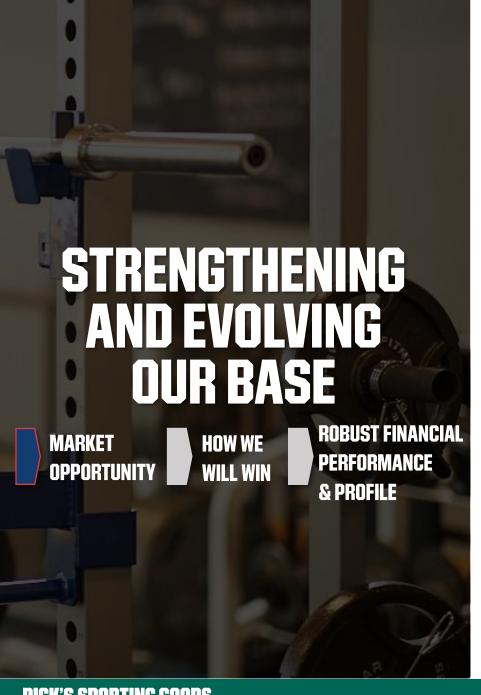




### **Investment Summary**

Net CapEx: \$11.5M Net Inventory: \$3.5M Pre-Opening: \$3.5M Net CapEx: \$2.5M Net Inventory: \$1.5M Pre-Opening: \$0.5M

l Return metrics based on traditional lease deal structure and may vary based on financing method Sales figures are gross (i.e., before any expected cannibalization on other existing stores) House of Sport Gross CapEx is \$26.5M; Next Generation 50K (DICK'S Field House) Gross CapEx is \$8.5M



# **WE RE-ENGINEERED GOLF GALAXY & LAUNCHED GOLF GALAXY PERFORMANCE CENTER**

**WE ENDED 2023 WITH 104 GOLF GALAXY LOCATIONS, INCLUDING 14 PERFORMANCE CENTERS.** BY 2027, WE EXPECT TO HAVE APPROXIMATELY 40 TO 50 GOLF GALAXY PERFORMANCE CENTERS.

### **INVESTED IN TRACKMAN TECHNOLOGY**



### **ELEVATED IN-STORE SERVICE MODEL**



#### REDESIGNED IN-STORE EXPERIENCE





# WE ARE BUILDING THE FIRST AND BEST PLACE TO EXPERIENCE YOUTH SPORTS

**GAMECHANGER IS THE PREMIER LIVE STREAMING, SCORING AND STATISTICS MOBILE APP FOR** YOUTH SPORTS, AND A LEADER IN THE MULTIBILLION-DOLLAR SPORTS TECHNOLOGY MARKET

**FY23 AT A GLANCE** 

THE OPERATING SYSTEM OF YOUTH SPORTS

Over 35%

**Revenue CAGR since 2017** 













**Teams Created** 

**Hours of Video** 

**Automatic Highlight Clips Created** 

Official multi-year partner of MLB to grow diamond sports



**Video Streaming & Automatic Highlight Clips** 

















**Team Management** 

AS A RECURRING REVENUE, SOFTWARE-AS-A-SERVICE PLATFORM, GAMECHANGER IS TARGETING **\$100M** OF SALES IN 2024



# **WE ARE OPTIMIZING OUR CLEARANCE** STRATEGY AND SERVING THE VALUE ATHLETE









- We ended 2023 with 17 Going, Going, Gone! and 36 Warehouse Sale stores
- Going, Going, Gone! and Warehouse Sale stores meaningfully improve clearance optimization
- **Consolidates clearance inventory** and allows for omnichannel sales opportunity





# **WE HAVE A POWERFUL PRODUCT STRATEGY**

## **STRONG PARTNERSHIPS WITH INDUSTRY LEADING BRANDS**



## **POWERHOUSE VERTICAL BRAND ASSORTMENT**

DSG











7 TOP FLITE











APPROXIMATELY 80% OF ACTIVE ATHLETES LOOK TO DICK'S FOR A MULTI-BRANDED EXPERIENCE



# OUR ACCESS TO PREMIUM PRODUCT IS BETTER THAN EVER











We have transformed our assortment through enhanced access to narrowly distributed product, driving higher sales and profitability

We will continue to add **premium full-service footwear decks** in 2024, taking this elevated athlete experience to nearly **90**% of our DICK'S locations





# **WE HAVE CREATED POWERHOUSE VERTICAL BRANDS**

**Vertical Brand sales** to total in 2023

600 to 800 bps

Higher margin than national

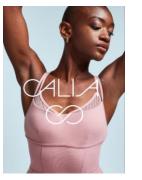
\$1.6B

Combined sales in 2023, making vertical brands our second largest vendor

**VERTICAL BRANDS ARE OUR NUMBER ONE VENDOR IN:** 

- **GOLF**
- **TEAM SPORTS**
- **FITNESS**





## **BRAND SEGMENTATION ADDRESSES WHITESPACE OPPORTUNITY**

DSG

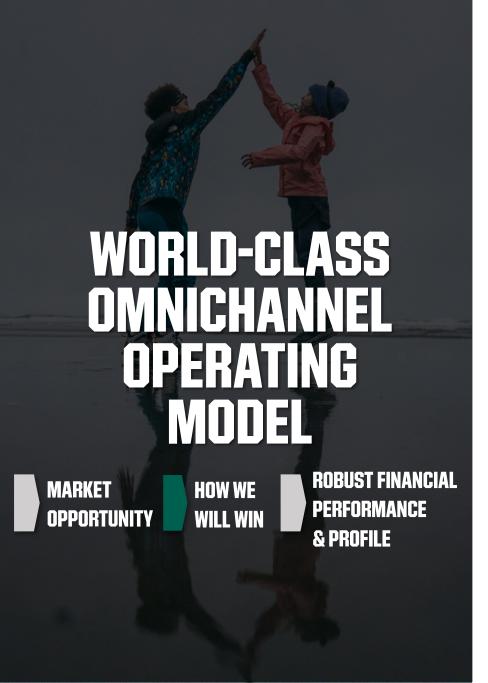
Largest vertical brand



2<sup>ND</sup> largest Women's apparel brand (behind Nike)

**VRST** W

Premium Men's apparel brand



# WE HAVE AN ATHLETE-CENTRIC AND NIMBLE OMNICHANNEL OPERATING MODEL

**WE SERVE THE ATHLETE WHENEVER, WHEREVER, AND HOWEVER THEY WANT...** 



Shop In Person at Our 800+ Stores



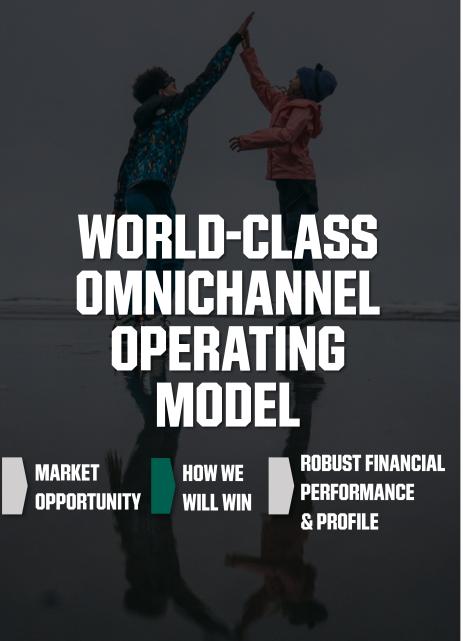
One-Hour In-Store or Curbside Pickup



Traditional Delivery or Same-Day Delivery Options

### ...LEVERAGING OUR TECHNOLOGY, OPERATIONS, AND FOOTPRINT TO DRIVE PROFITABILITY

- Store fulfillment strategy capitalizes on our proximity to our athletes
- Competitive delivery speed via FedEx and DoorDash and promise date accuracy instills confidence
- Highly automated, robotics-enabled fulfillment center enables flexible, efficient order routing



# STORES ARE THE HUB OF OUR OMNICHANNEL ECOSYSTEM

**FULFILLMENT** 

**POWERFUL, INTEGRATED EXPERIENCE** 

90%+
of sales enabled by
stores in FY23

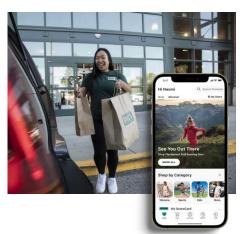
**80%**of online orders fulfilled through store network

in FY23<sup>2</sup>

**Over 65%** 

of FY23 sales from omnichannel athletes<sup>1</sup>

**INCREASED OVER 500 BPS SINCE 2019** 



Omnichannel
athletes are our
most valuable,
spending 2x+ singlechannel athletes

'Omnichannel athletes represent athletes who have purchased in both brick-and-mortar stores and onlini Ancludes ship from store, Curbside Pickup and BOPIS.

# **WORLD-CLASS** OMNICHANNEL OPERATING Robust Financial MARKET **HOW WE** PERFORMANCE **OPPORTUNITY** WILL WIN & PROFILE

# SERVICE AND PRODUCT EXPERTISE ARE KEY DIFFERENTIATORS IN STORE

## PRODUCT TRIAL & EXPERIENCE

Trial product through golf simulators, multi-sport cages, House of Cleats, Premium Full-Service Footwear decks, soccer shops and outdoor fields/ice rinks (in select markets)

Fast, reliable equipment services keep athletes coming back

## **TEAMMATE EXPERTISE**

Passionate teammates with category expertise provide thoughtful service and recommendations

Teammates use their expertise to outfit athletes from head-to-toe with everything needed to create confidence and excitement



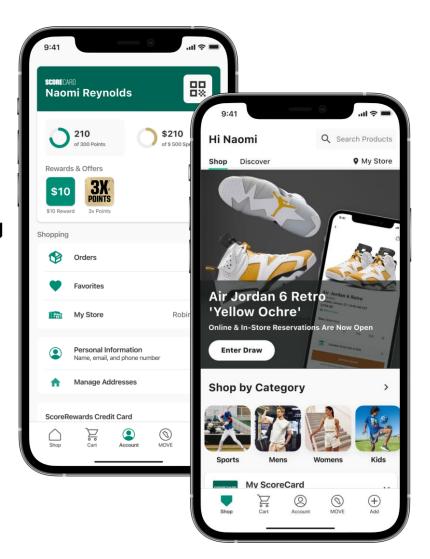


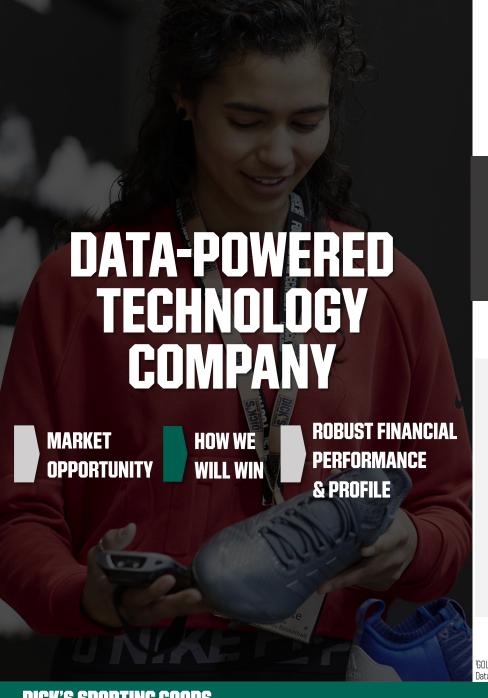


# **WORLD-CLASS** OPERATING ROBUST FINANCIAL **MARKET HOW WE PERFORMANCE OPPORTUNITY** WILL WIN & PROFILE

# WE HAVE A ROBUST DIGITAL EXPERIENCE THAT IS CONTINUALLY TRANSFORMING

- Multibillion dollar and growing eCommerce business with profitability in-line with total company EBT margin
- Leading-edge website with enhanced performance and testing
- Improved fulfillment capabilities, with faster shipping, same-day delivery, and sustained adoption of curbside & in-store pickup
- Significant mobile app growth with a focus on loyalty and exclusive product launches





# **OUR ATHLETE DATABASE AND LOYALTY PROGRAM ARE POWERFUL ASSETS**

WE ARE LEVERAGING OUR ROBUST ATHLETE DATABASE TO BUILD 1:1 RELATIONSHIPS ACROSS CHANNELS

SCORECARD

**25**M+

**Athletes** 

70%+

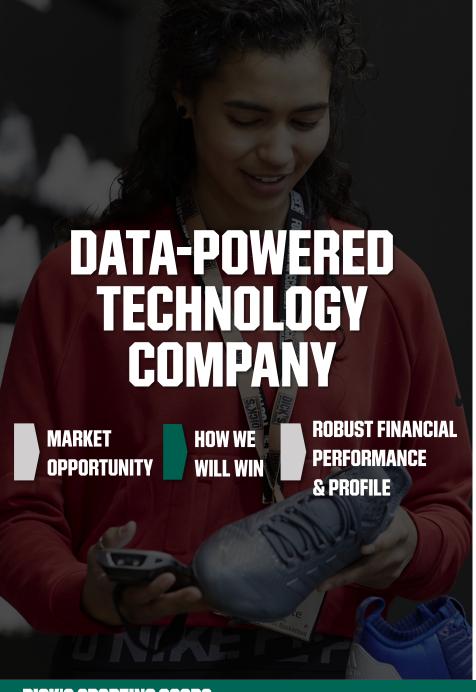
Of Sales

**SCORECARD** GOLD

Athletes<sup>1</sup>

Of Sales<sup>1</sup>

GOLD members included in ScoreCard counts



# OUR DATA AND TECHNOLOGY ENABLES BETTER ATHLETE EXPERIENCES

# IN-STORE TECHNOLOGY

To create better experiences and instill purchase confidence

### TRACKMAN SIMULATOR



#### SHOERUNNER KIOSK



### **HITTRAX BATTING CAGE**



AI & MACHINE LEARNING

To better serve our athletes

O

Improve our speed to athletes with optimized order routing

2

Tailored marketing offers and content in the channels our athletes prefer

3

Intelligence to improve in-stocks and merchandise availability

**DICK'S SPORTING GOODS** 

23

# CULTURE AND COM **PURPOSE ROBUST FINANCIAL** MARKET **HOW WE PERFORMANCE OPPORTUNITY WILL WIN** & PROFILE

# **WE WIN BECAUSE OF OUR PEOPLE**

Recommend DICK'S Sporting Goods as a great place to work

BPS to U.S. Retail +1,793 BPS to U.S. Retail Industry Average SOURCE: Medallia 2024 reporting

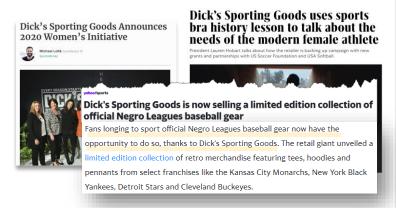


FOR FOUR YEARS IN A ROW, DICK'S HAS BEEN CERTIFIED AS A GREAT PLACE TO WORK DICK'S HAS ALSO BEEN NAMED ONE OF FORTUNE'S BEST WORKPLACES IN RETAIL



# **WE ALWAYS STRIVE TO DO THE RIGHT THING**

OUR ATHLETES



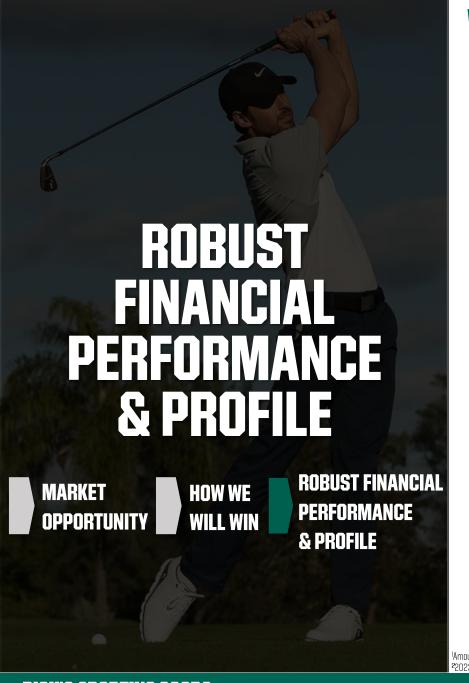


OUR BELIEFS

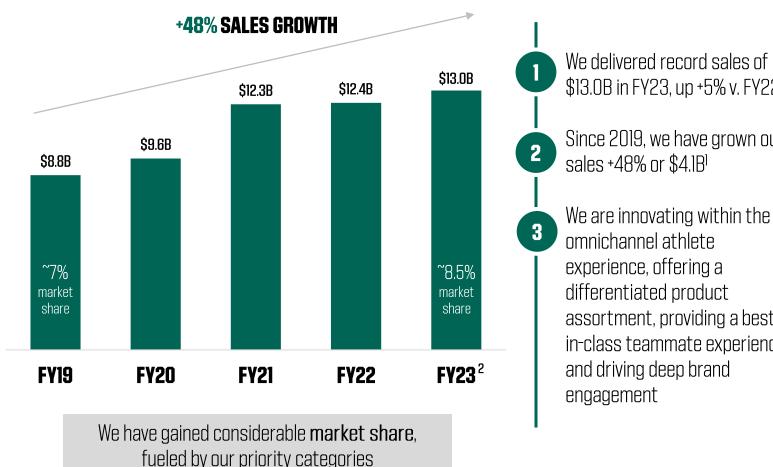


OUR ADVOCACY





# **WE HAVE A STRUCTURALLY HIGHER SALES BASE VERSUS PRE-COVID**



We delivered record sales of \$13.0B in FY23, up +5% v. FY22

Since 2019, we have grown our

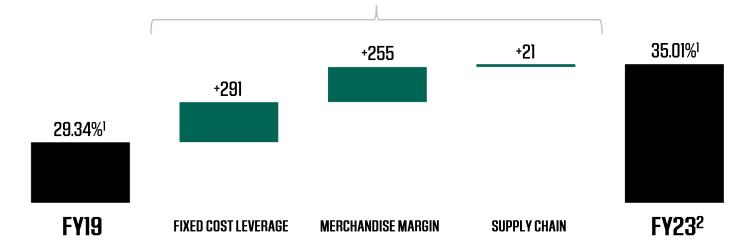
assortment, providing a bestin-class teammate experience

22023 was a 53-week year. The extra week during fiscal 2023 generated \$170 million of net sales



# GROSS MARGIN HAS RE-BASELINED WELL ABOVE 2019

### **NON-GAAP GROSS MARGIN +567 BPS**



### **DRIVERS OF GROSS MARGIN RE-BASELINE:**

#### **LEVERAGE OF FIXED COSTS**

o Significant leverage of fixed costs due to structurally higher sales base

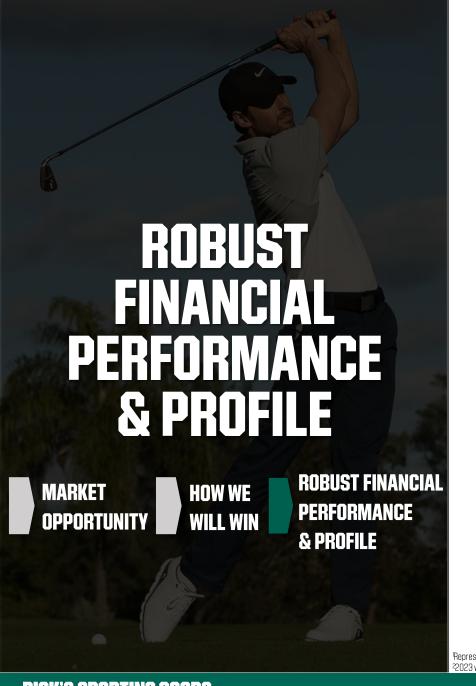
#### **IMPROVED ECOMMERCE PROFITABILITY**

 Fewer and more targeted promotions, better leverage of fixed costs and strong athlete adoption of curbside pickup and BOPIS

#### STRUCTURALLY HIGHER MERCHANDISE MARGIN

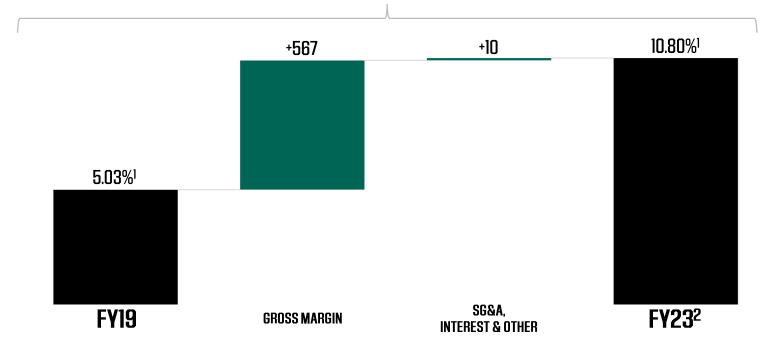
- Highly Differentiated Product
   Assortment: Expansion of exclusive and differentiated products which are less susceptible to broader promotional pressures
- More Granular Pricing Management:
   Enhanced data science capabilities and shifted to digital marketing from print media, resulting in optimized pricing and promotions
- Merchandise Mix Benefit: Exited the hunt business which had margins approximately 1,700 bps below the company average in 2019; Growing core vertical brands with margins 600 to 800 bps above national brands

Represents a non-GAAP financial measure. See the appendix for a reconciliation of this measure to the most directly comparable GAAP measure.



# WE HAVE A STRUCTURALLY HIGHER EBT MARGIN VERSUS 2019

NON-GAAP EBT MARGIN +577 BPS



## **DRIVERS OF STRUCTURALLY HIGHER EBT MARGIN:**

-1 - 2 - 3

LEVERAGE OF FIXED COSTS

STRUCTURALLY HIGHER MERCHANDISE MARGIN

IMPROVED ECOMMERCE PROFITABILITY IN LINE WITH TOTAL COMPANY EBT MARGIN

Represents a non-GAAP financial measure. See the appendix for a reconciliation of this measure to the most directly comparable GAAP measure 2023 was a 53-week year



# **02 2024 FINANCIAL PERFORMANCE**

"We delivered a very strong second quarter. Powered by our compelling omni-channel athlete experience, differentiated product assortment, best-in-class teammate experience and our ability to create deep engagement with the DICK'S brand, we are driving sustained top-line momentum and gaining market share. Our O2 comps were driven by growth in average ticket and transactions, and with growth in sales, gross margin expansion and SG&A leverage, we delivered EBT margin of nearly 14%." - Lauren Hobart. President and Chief Executive Officer

**NET SALES<sup>1</sup>** 

Increased +7.8% vs. 02 2023 including the expected benefit from the calendar shift of approximately \$95 million

COMPARABLE SALES<sup>1,2</sup>

Driven by increases in average ticket and transactions

**13.9**%

**EBT MARGIN** 

Compared to 10.1% EBT margin in 02 2023

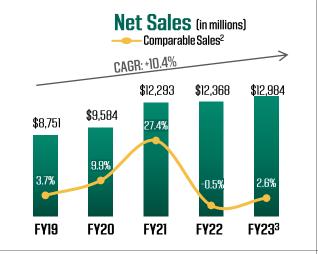
DILUTED EPS<sup>1</sup>

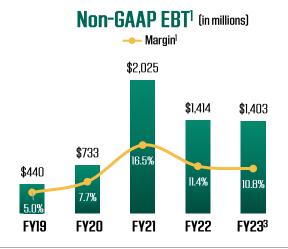
Increased +55% vs. 02 2023

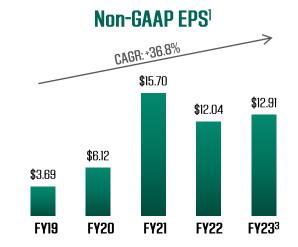
ere is a one-week shift in the fiscal 2024 calendar compared to the prior year, which favorably impacted net sales comparisons for the second quarter by approximately \$95 million, or approximately \$0.30 per dilutec <sup>2</sup>Beainning in fiscal 2024, we revised our method for calculating comparable sales to include GameChanger revenue. Prior year information has been revised to reflect this change for comparability purposes. See additional details as furnished in Exhibit 99.2 o

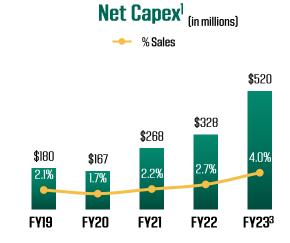


# HISTORICAL ANNUAL FINANCIAL PERFORMANCE









Represents a non-GAAP financial measure. See the appendix for a reconciliation of this measure to the most directly comparable GAAP measure.

\*\*Peginning in fiscal 2022, the Company revised its method for calculating comparable sales by including relocated store locations. Fiscal 2021 information was revised to reflect this change for comparability purposes. See additional details as furnished in Exhibit 99.2 of the Company's Form 8-K, which was filed with the SEC on March 8, 2022. Comparable sales information prior to fiscal 2021 has not been revised to reflect this change in methodology. Beginning in fiscal 2024, we revised our method for calculating comparable sales to include GameChanger revenue. Fiscal 2023 information has been revised to reflect this change for comparability purposes. See additional details as furnished in Exhibit 99.2 of the Company's Current Report on Form 8-K, filed with the SEC on March 14, 2024. Comparable sales information prior to fiscal 2023 has not been revised to reflect this change in methodology.

<sup>3</sup>2023 was a 53 week year. The extra week during fiscal 2023 generated \$170 million of net sales and earnings per diluted share of \$0.19. Full year 2023 comparable sales calculations are presented on a 52 week basis.



# WE ARE COMMITTED TO RETURNING SIGNIFICANT CAPITAL TO SHAREHOLDERS

THROUGH OUR QUARTERLY DIVIDEND AND OPPORTUNISTIC SHARE REPURCHASES

During 2023, we returned \$1.0 billion to shareholders



Approximately \$350 million in dividends

Increased expected annualized dividend to \$4.40 per share, an increase of 10%, which marks the tenth consecutive year that our shareholders have benefited from a dividend increase

OVER THE PAST THREE YEARS, WE HAVE RETURNED NEARLY \$3.4 BILLION TO SHAREHOLDERS

As a result of our **financial performance** and commitment to a **healthy balance sheet**, Moody's upgraded our credit rating from Baa3 to **Baa2** in August of 2024



# **2024 GUIDANCE**

(as of 09/04/2024)

"Because of our strong Q2 performance and the confidence" we have in our business, we are again raising our full year outlook." - Lauren Hobart, President and Chief Executive Officer

**NET SALES** 

**COMP SALES** 

**EPS** 

\$13.1B to \$13.2B

+2.5% to +3.5%

\$13.55 to \$13.90

Previously +2.0% to +3.0%

Previously \$13.35 to \$13.75

- Gross margin is expected to expand compared to 2023 non-GAAP results
- Based on the strength of our business, we are making strategic investments to drive long-term growth, and we expect SG&A expenses to deleverage modestly compared to 2023 non-GAAP results
- EBT margin is planned to be 11.2% at the mid-point
- Our guidance is based on approximately 83 million average diluted shares outstanding and an effective tax rate of approximately 23%
- Expect net capital expenditures of approximately \$800 million
- Expect share repurchases of \$300 million

### **NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS**

(dollars in thousands, except per share amounts)

#### 53 Weeks Ended February 3, 2024

	(	Gross profit		elling, general and administrative expenses	0	ther (income) expense		Income before income taxes	1	Net income <sup>(3)</sup>	I	Earnings per liluted share
GAAP Basis	\$	4,533,735	\$	3,204,108	\$	(93,809)	\$	1,318,151	\$	1,046,519	\$	12.18
% of Net Sales		34.92 9	%	24.68 %	5	(0.72)%	,	10.15 %	6	8.06 %	6	
Business optimization charges (1)		11,984		(72,829)		_		84,813		62,762		
Deferred compensation plan adjustments (2)		_		(13,960)		13,960		_		_		
Non-GAAP Basis	\$	4,545,719	\$	3,117,319	\$	(79,849)	\$	1,402,964	\$	1,109,281	\$	12.91
% of Net Sales		35.01 9	%	24.01 %	,	(0.61)%		10.80 %	6	8.54 %	ó	

<sup>(1)</sup> Includes \$46.1 million of non-cash impairments of store and intangible assets, \$26.7 million of severance-related costs and a \$12.0 million write-down of inventory.

<sup>(2)</sup> Includes non-cash changes in fair value of employee deferred compensation plan investments held in rabbi trusts.

<sup>(3)</sup> The provision for income taxes for non-GAAP adjustments was calculated at 26% which approximated the Company's blended tax rate.

### **NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS**

(dollars in thousands, except per share amounts)

#### 52 Weeks Ended January 28, 2023

	Gross profit	ac	Selling, general and lministrative expenses	Other (income) expense	Income before income taxes	Net income <sup>(4)</sup>	(	After tax interest from Convertible Senior Notes (4)		Numerator used to compute arnings per diluted share	Weig aver dilu sha	ted	E	arnings diluted share	d
GAAP Basis	\$4,284,558	\$	2,805,462	\$ (15,949)	\$ 1,383,748	\$ 1,043,138	\$	27,060	\$	1,070,198	!	99,274	\$	10	0.78
% of Net Sales	34.64 %	5	22.68 %	(0.13)%	11.19 %	8.43 %	,	0.22 %		8.65 %					
Convertible Senior Notes (1)	_		_	_	_	_		(27,060)		(27,060)	(	10,792)	)		
Field & Stream exit charges (2)	740		(29,340)	_	30,080	22,259		_		22,259		_			
Deferred compensation plan adjustments (3)	_		14,609	(14,609)	_	_		_		_		_			
Non-GAAP Basis	\$4,285,298	\$	2,790,731	\$ (30,558)	\$ 1,413,828	\$ 1,065,397	\$	_	\$	1,065,397		88,482	\$	12	2.04
% of Net Sales	34.65 %	ó	22.56 %	(0.25)%	11.43 %	8.61 %	,	<b>—</b> %	,	8.61 %					

Adjustment eliminates the impact of assumed share settlement of the Convertible Senior Notes as required by "the if-converted method" under GAAP. The Company retired its Convertible Senior Notes without dilutive effect, due to cash payments for principal, shares received from its convertible bond hedge and shares repurchased to offset share settlement of remaining \$59.1 million principal during the 13 weeks ended April 29, 2023. Accordingly, the Company believes reflecting the notes as debt more closely represents the economics of the transaction.

Field & Stream exit charges of \$30.1 million included \$28.5 million of non-cash impairments of store assets, \$0.8 million of severance and a \$0.7 million inventory write-down related to our closure of 12 Field & Stream stores in the fourth quarter of fiscal 2022.

<sup>(3)</sup> Includes non-cash changes in fair value of employee deferred compensation plan investments held in rabbi trusts.

<sup>(4)</sup> The provision for income taxes for non-GAAP adjustments was calculated at 26% which approximated the Company's blended tax rate.

### **NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS**

(dollars in thousands, except per share amounts)

#### 52 Weeks Ended January 29, 2022

	Selling, general and Iministrative expenses	Income from		Interest expense		Other (income) expense		come before	Net income (3)	Weighted average diluted shares	rnings per uted share
GAAP Basis	\$ 2,664,083	\$ 2,034,503	\$	57,839	\$	(17,774)	\$	1,994,438	\$ 1,519,871	109,578	\$ 13.87
% of Net Sales	21.67 %	16.55	%	0.47 %	6	(0.14)%	6	16.22 %	12.36 %		
Convertible Senior Notes (1)	_	_		(30,794)		_		30,794	22,788	(11,332)	
Deferred compensation plan adjustments (2)	(17,070)	17,070		_		17,070		_	_	_	
Non-GAAP Basis	\$ 2,647,013	\$ 2,051,573	\$	27,045	\$	(704)	\$	2,025,232	\$ 1,542,659	98,246	\$ 15.70
% of Net Sales	21.53 %	16.69	%	0.22 %	6	(0.01)%	6	16.47 %	12.55 %		

Amortization of the non-cash debt discount on the Company's Convertible Senior Notes and diluted shares that are designed to be offset at settlement by shares delivered from the convertible note hedge purchased by the Company.

<sup>(2)</sup> Includes non-cash changes in fair value of employee deferred compensation plan investments held in rabbi trusts.

<sup>(3)</sup> The provision for income taxes for non-GAAP adjustments was calculated at 26%, which approximated the Company's blended tax rate.

### NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS

(dollars in thousands, except per share amounts)

#### 52 Weeks Ended January 30, 2021

	Selling, general and lministrative expenses		come from		Interest expense		Other (income) expense		come before come taxes	Net income (3)	Weighted average diluted shares	Earnings p	
GAAP Basis	\$ 2,298,534	\$	741,477	\$	48,812	\$	(19,070)	\$	711,735	\$ 530,251	92,639	\$	5.72
% of Net Sales	23.98 %	,	7.74 %	6	0.51 %	6	(0.20)%	6	7.43 %	5.53 %			
Convertible Senior Notes (1)	_		_		(21,581)		_		21,581	15,970	(3,460)		
Deferred compensation plan adjustments (2)	(16,594)		16,594		_		16,594		_	_	_		
Non-GAAP Basis	\$ 2,281,940	\$	758,071	\$	27,231	\$	(2,476)	\$	733,316	\$ 546,221	89,179	\$	6.12
% of Net Sales	23.81 %		7.91 %	6	0.28 %	ś	(0.03)%	6	7.65 %	5.70 %			

Amortization of the non-cash debt discount on the Company's Convertible Senior Notes and diluted shares that are designed to be offset at settlement by shares delivered from the convertible note hedge purchased by the Company. This amount includes \$1.1 million of amortization recognized in the fiscal quarter ended May 2, 2020.

<sup>(2)</sup> Includes non-cash changes in fair value of employee deferred compensation plan investments held in rabbi trusts.

<sup>(3)</sup> The provision for income taxes for non-GAAP adjustments was calculated at 26%, which approximated the Company's blended tax rate.

### **NON-GAAP NET INCOME AND EARNINGS PER SHARE RECONCILIATIONS**

(dollars in thousands, except per share amounts)

#### 52 Weeks Ended February 1, 2020

	Gross profit	ac	Selling, general and lministrative expenses	come from	s	Gain on sale of ubsidiaries		Other (income) expense	ir	Income before acome taxes	Net income (5)	Ea dil	rnings per uted share
GAAP Basis	\$ 2,554,558	\$	2,173,677	\$ 375,613	\$	(33,779)	\$	(15,324)	\$	407,704	\$ 297,462	\$	3.34
% of Net Sales	29.19 9	6	24.84 %	4.29 %		(0.39)%	,	(0.18)%	,	4.66 %	3.40 %		
Hunt restructuring charges <sup>(1)</sup>	13,135		(44,588)	57,723		_		_		57,723	50,072		
Gain on sale of subsidiaries (2)	_		_	_		33,779		_		(33,779)	(24,996)		
Non-cash asset impairments (3)	_		(15,253)	15,253		_		_		15,253	11,287		
Litigation contingency settlement <sup>(4)</sup>	_		6,411	(6,411)		_		_		(6,411)	(4,744)		
Deferred compensation plan adjustments (5)			(14,883)	14,883		_		14,883		_	_		
Non-GAAP Basis	\$ 2,567,693	\$	2,105,364	\$ 457,061	\$	_	\$	(441)	\$	440,490	\$ 329,081	\$	3.69
% of Net Sales	29.34 9	6	24.06 %	5.22 %		— %	)	<del> %</del>	,	5.03 %	3.76 %		

Hunt restructuring charges of \$57.7 million included \$35.7 million of non-cash impairments of a trademark and store assets, a \$13.1 million write-down of inventory and an \$8.9 million charge related to our exit from eight Field & Stream stores in the third quarter, which were subleased to Sportsman's Warehouse.

<sup>(2)</sup> Gain on sale of Blue Sombrero and Affinity Sports subsidiaries.

<sup>(3)</sup> Non-cash impairment charges to reduce the carrying value of a corporate aircraft to its fair market value, which was subsequently sold.

<sup>(4)</sup> Favorable settlement of a previously accrued litigation contingency.

<sup>(5)</sup> Includes non-cash changes in fair value of employee deferred compensation plan investments held in rabbi trusts.

<sup>(6)</sup> Except for the impairment of the trademark, the provision for income taxes for non-GAAP adjustments was calculated at 26%, which approximated the Company's blended tax rate. The trademark impairment charge of \$28.3 million was not deductible for tax purposes.

## **RECONCILIATION OF GROSS CAPITAL EXPENDITURES TO NET CAPITAL EXPENDITURES**

(in thousands)

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

Gross capital expenditures
Construction allowances provided by landlords
Net capital expenditures

			ΓR	Scar rear Ended					
February 3, January 28, 2024 2023				January 29, 2022	January 30, 2021	February 1, 2020			
\$ (587,426)	\$	(364,075)	\$	(308,261)	\$ (224,027)	\$	(217,461)		
67,061		36,100		40,195	56,713		37,959		
\$ (520,365)	\$	(327,975)	\$	(268,066)	\$ (167,314)	\$	(179,502)		

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### FISCAL 2023 NET SALES ADJUSTED FOR THE 53RD WEEK

(in thousands)

Net sales adjusted for the extra week during the 53 weeks ended February 3, 2024 is presented below to illustrate the impact of the extra week on reported net sales in comparison to reported results for the 52 weeks ended January 28, 2023.

Net sales Less: 53<sup>rd</sup> week net sales Adjusted net sales

	February 3, 2024
\$	12,984,399
	(170,223)
\$	12,814,176

## **ABOUT DICK'S SPORTING GOODS**

### **About DICK'S Sporting Goods**

DICK'S Sporting Goods (NYSE: DKS) creates confidence and excitement by inspiring, supporting and personally equipping all athletes to achieve their dreams. Founded in 1948 and headquartered in Pittsburgh, the leading omnichannel retailer serves athletes and outdoor enthusiasts in more than 850 DICK'S Sporting Goods, Golf Galaxy, Public Lands, Going Gone! and Warehouse Sale stores, online, and through the DICK'S mobile app. DICK'S also owns and operates DICK'S House of Sport and Golf Galaxy Performance Center, as well as GameChanger, a youth sports mobile platform for live streaming, scheduling, communications and scorekeeping.

Driven by its belief that sports have the power to change lives, DICK'S has been a longtime champion for youth sports and, together with its Foundation, has donated millions of dollars to support under-resourced teams and athletes through the Sports Matter program and other community-based initiatives. Additional information about DICK'S business, corporate giving, sustainability efforts and employment opportunities can be found on <u>dicks.com</u>, <u>investors.dicks.com</u>, <u>sportsmatter.org</u>, <u>dickssportinggoods.jobs</u> and on <u>Instagram</u>, <u>TikTok</u>, <u>Facebook</u> and <u>X</u>.

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