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## The Home Depot Canada, Mexico and China Fact Sheet

The Home Depot® is the world's largest home improvement specialty retailer, with more than 2,000 retail stores in the United States, Puerto Rico, U.S. Virgin Islands, Canada and Mexico. Through its HD Supply<sup>SM</sup> businesses, The Home Depot is also one of the largest diversified wholesale distributors in the United States, with nearly 1,000 locations in the United States and Canada offering products and services for building, improving and maintaining homes, businesses and municipal infrastructures.

The Company is already the number one home improvement retailer in both Canada and Mexico. The Home Depot entered Canada in 1994 and Mexico in 2001 through a combination of acquisitions and organic growth. Both markets are examples of how The Home Depot combines its vast knowledge of the home improvement industry with the needs, shopping trends and customs of each unique geography to best serve customers.

### Canada

Since 1994, The Home Depot Canada has been offering its customers the ultimate home improvement shopping experience for do-it-yourselfers, as well as home improvement construction and building maintenance professionals. The Home Depot Canada stores have design centers staffed by professionals who offer free in-store consultation for home improvement projects, ranging from lighting to computer-assisted design for kitchens and decks, as well as on-site Tool Rental Centers. The Home Depot Canada is the No.1 home improvement retailer in Canada.

### *At-A-Glance*

Leadership:	Annette M. Verschuren, president, The Home Depot Canada
Number of Stores:	151 in 10 Canadian provinces (Alberta, British Columbia, Manitoba, New Brunswick, Newfoundland, Nova Scotia, Ontario, Prince Edward Island, Québec and Saskatchewan)
Number of Associates:	More than 26,000
Format:	60,000- to 150,000-square-foot retail facilities with 15,000 to 25,000 square foot garden centers

### *Milestones*

2006

- Announced partnership with Evergreen for the Rebuilding Nature Grant Program. The program will promote the regeneration of urban areas by awarding community stewardship groups with grants of up to \$8,000 for projects, including habitat restoration and community garden projects.

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2005

- Announced a new initiative, the Corporate Challenge on Volunteerism, patterned after the U.S. leadership position with the Hands On Network Corporate Service Council
- Received the Most Supportive Employer award from the Canadian Forces Liaison Council
- Received the Distinguished Retailer of the Year award from the Retail Council of Canada
- Named Advocate of the Year by the Office of Energy Efficiency (Natural Resources Canada)

2004

- Acquired Litemore Distributors Ltd. in December
- Named Retailer of the Year by the Office of Energy Efficiency (Natural Resources Canada)
- Received Outstanding Community Outreach award from the Retail Council of Canada
- Named Best Employer for 50+ Canadians by the Canadian Association for Retired Persons

2003

- Opened 100<sup>th</sup> store in Canada on November 13, 2003
- Received Resource Protection award from the Retail Council of Canada

2002

- Received Excellence in Employee Development Award from the Retail Council of Canada for superior training programs

2001

- Received Innovative Retailer of the Year, Retail Advertising and Outstanding Community Outreach awards from the Retail Council of Canada

2000

- Received Outstanding Retailer Award from *Hardware Merchandising* magazine and the Canadian Social Responsible Retailer Award from the Retail Council of Canada
- Opened first store in Quebec and Atlantic Canada, making the company a truly national retailer

1998

- Named Retailer of the Year by *Hardware* magazine

1996

- Named Annette M. Verschuren as president of The Home Depot's Canadian Division

1994

- Acquired Aikenheads Home Improvement Warehouse and established Canadian Division of The Home Depot
  - Announced sponsorship of Canadian Olympic Team and Canadian Olympic Job Opportunities Program
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## Mexico

In May 2001, The Home Depot entered the Mexico market through the acquisition of Total HOME, a four-store home improvement chain, from Monterrey-based ALFA, S.A. In 2002, the Company acquired Del Norte, a four-store home improvement chain. The Home Depot increased its presence in Mexico in May 2004, with the acquisition of Home Mart, the second - largest Mexican home improvement retailer. Under that transaction, The Home Depot acquired 20 Home Mart locations. The Home Depot Mexico is the No. 1 home improvement retailer in Mexico.

### *At-A-Glance*

Leadership:	Ricardo Saldivar, president, The Home Depot Mexico
Number of Stores:	60
Number of Associates:	More than 6,000
Format:	54,000-, 66,000- and 77,000-square-foot retail facilities

### *Milestones*

2006

- Reached \$1B in sales

2005

- Opened 50<sup>th</sup> store in Mexico
- Reached nearly \$1B in sales

2004

- Announced sponsorship of Mexican National Soccer Team in its 2004 United States tour
- Acquired Home Mart, the second largest home improvement retailer in Mexico, in June

2003

- Built six new stores in Mexico

2002

- Rebranded Total HOME stores under The Home Depot name
- Constructed the first Mexican store, located in Mexicali, from the ground up
- Acquired Del Norte, a four-store home improvement chain

2001

- Entered the Mexico market through acquisition of four-store home improvement chain Total HOME
  - Named Ricardo Saldivar regional president for The Home Depot Mexico
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## China

On December 13, 2006, The Home Depot announced it has signed a definitive agreement to acquire The Home Way, China's first "big box" home improvement retailer. The transaction has received the necessary Chinese government regulatory approvals and is expected to close on December 15, 2006. Financial terms were not disclosed.

Founded in 1996, The Home Way was the first "big box" home improvement retail chain in China. Its 12 stores, which average 90,000 square feet of selling space, are operated across six cities in China. The Home Way employs approximately 3,000 associates, of which about 260 are located at the corporate headquarters in Tianjin.

Currently, The Home Depot has sourcing operations in China staffed by approximately 100 associates. The Company has been sourcing products in China, such as lighting fixtures, fans, flooring, bath accessories, faucets, hardware and tools, for more than 10 years.

### *At-A-Glance:*

Leadership:                      Annette Verschuren, president, The Home Depot Asia  
    Dashiell Chien, vice president, The Home Depot Asia  
    Liu Hao, president, The Home Way

Number of Associates:      Nearly 100 in sourcing offices; 3,000 in newly acquired retail operations

### *Milestones*

2006

- Announced it has signed a definitive agreement to acquire The Home Way

2005

- Opened its Asia headquarters office in Shanghai in April

2004:

- Announced the creation of a formal business development operation based in China

2002:

- Received formal approval in February for establishing sourcing offices in China
- Officially opened its new sourcing offices in Shanghai and Shenzhen in October