



RESTORATION HARDWARE

**Historical Furniture and Non-Furniture Revenue by Quarter - 2012 to 2014**

	<u>1Q12</u>	<u>2Q12</u>	<u>3Q12</u>	<u>4Q12</u>	<u>FY12</u>	<u>1Q13</u>	<u>2Q13</u>	<u>3Q13</u>	<u>4Q13</u>	<u>FY13</u>	<u>1Q14</u>	<u>2Q14</u>	<u>3Q14</u>	<u>4Q14</u>	<u>FY14</u>
Furniture	121,025	176,754	162,539	205,899	666,217	183,870	230,884	241,641	252,994	909,390	228,035	268,202	296,861	323,254	1,116,351
Non-Furniture	96,889	116,152	121,632	192,156	526,829	117,467	151,214	154,190	218,700	641,571	138,219	165,564	187,815	259,473	751,071
Total net revenues	217,914	292,906	284,171	398,055	1,193,046	301,337	382,098	395,832	471,694	1,550,961	366,254	433,766	484,675	582,727	1,867,422

The Company classifies its sales into furniture and non-furniture product lines. Furniture includes both indoor and outdoor furniture. Non-furniture includes lighting, textiles, accessories and home décor. During the first quarter of fiscal 2015, the Company recategorized as furniture certain products within its bath and Contract categories, which were previously included in the non-furniture category. The Company has determined that such recategorization provides a more meaningful disclosure and is better aligned with the Company’s internal reporting. Such recategorizations are reflected in the table above on a historical basis.

*Please refer to our reports filed with the Securities and Exchange Commission for further information regarding these metrics.*

*The method of calculating these metrics and their components may vary across the industry. As a result, these metrics are not necessarily comparable to the metrics, including similarly titled, of other companies.*

*The information provided herein is unaudited and should be read in conjunction with the financials statements for the periods listed.*