

## RESTORATION HARDWARE Comparable Brand Revenue Growth by Quarter - 2011 to 2013

|                       | 1Q11 | 2Q11 | 3Q11 | 4Q11 | FY11 | 1Q12 | 2Q12 | 3Q12 | 4Q12 | FY12 | 1Q13 | 2Q13  | 3Q13 | 4Q13 | FY13 |
|-----------------------|------|------|------|------|------|------|------|------|------|------|------|-------|------|------|------|
| Comparable Brand      | ,    |      |      |      |      |      |      |      |      |      |      |       |      |      |      |
| <b>Revenue Growth</b> | 40%  | 19%  | 26%  | 23%  | 26%  | 23%  | 30%  | 27%  | 29%  | 28%  | 39   | % 30% | 38%  | 24%  | 31%  |

Comparable brand revenue growth includes retail comparable store sales, including Baby & Child Galleries, and direct net revenues. Comparable brand revenue growth excludes retail non-comparable store sales and outlet store net revenues. Comparable brand revenue growth percentages for fourth quarter and fiscal 2012 excludes the 14th and 53rd week, respectively.

Please refer to our reports filed with the SEC for further information on how we calculate comparable brand revenue.

The method of calculating comparable brand revenue or its components may vary across the industry. As a result, our calculation of comparable brand revenue is not necessarily comparable to similarly titled measures