



1st Quarter

FY 2025

Supplemental Information

\$61.0B
Net Sales
+7.5% Growth

+5.2%
Comparable Sales
+7.1%
Adjusted Comparable Sales¹

+5.1%
Comparable Traffic
+0.1%
Comparable Ticket

+13.0%
E-Comm Comparable Sales
+13.2%
Adjusted E-Comm Comparable Sales²

| Comp Sales | US | Canada | Other International | Total Company |
|------------|-------|--------|---------------------|---------------|
| Sales | +5.2% | +5.8% | +4.7% | +5.2% |
| Ticket | +0.3% | -0.1% | -0.6% | +0.1% |
| Traffic | +4.9% | +5.9% | +5.3% | +5.1% |

¹ - Comparable Sales excluding impacts from gas inflation/deflation and FX

² - E-commerce Comparable Sales excluding impacts from FX

| | |
|--|--|
| <p>Net Income</p> <p>\$1.80B</p> <p>+13.2% Growth*</p> | <p>Diluted EPS</p> <p>\$4.04</p> <p>+12.8% Growth*</p> |
| <p>*- “Other” Items for the Quarter:</p> <ul style="list-style-type: none"> - This year’s results included a tax benefit of \$100 million, or \$0.22 per diluted share, related to stock-based compensation. - Last year’s results included a tax benefit of \$44 million, or \$0.10 per diluted share, also related to stock-based compensation. - Excluding these items from both years, net income and diluted EPS growth were 9.9% and 9.8%, respectively. | |

| <u>Gross Margin</u> | | | <u>SG&A</u> | | |
|----------------------------------|--------|--------|---|--------|--------|
| 11.28% | | | 9.59% | | |
| +24 bps vs. Q1 FY’24 | | | -14 bps vs. Q1 FY’24 | | |
| +7 bps ex. gas impact | | | Flat ex. gas impact | | |
| Reported | | Ex Gas | Reported | | Ex Gas |
| Core | +31bps | +17bps | Ops | -15bps | -4bps |
| Other Bus | -12bps | -16bps | Central | -5bps | -3bps |
| 2% Reward | +5bps | +6bps | Equity Comp | +2bps | +3bps |
| LIFO | 0bps | 0bps | Preopening | +4bp | +4bps |
| Total | +24bps | +7bps | Total | -14bps | 0bps |
| Core on Core Sales: +3bps | | | + = Favorable/lower, - = Unfavorable/higher | | |

+7.8%

Membership Income
Growth

+7.8%

Membership Income
Growth ex-FX

90.4%

Worldwide Membership
Renewal Rate

92.8%

US/CN Renewal Rate

77.4MM

Paid Memberships
+7.6% Growth

36.4MM

Executive Memberships

138.8MM

Total Cardholders
+7.2% Growth

73.1%

Penetration of Sales to
Executive Members



+13.0%

E-Comm Comparable Sales

+13.2%

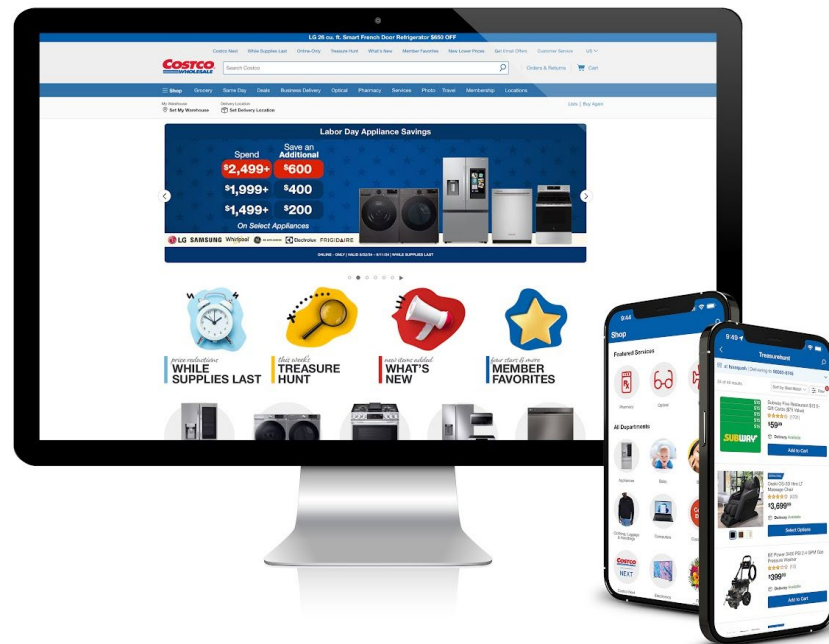
Adjusted E-Comm Comparable Sales¹

Top Sales Categories:

- Gold and Jewelry
- Hardware
- Gift Cards
- Home Furnishings
- Health and Beauty Aids
- Sporting Goods

Digital Metrics:

- Site Traffic: +16%
- Average Order Value: +4%
- Costco Logistics Deliveries: +13% [Items +19%]



¹ - E-commerce Comparable Sales excluding impacts from FX



Q1 Highlights - Warehouse Expansion



Zaragoza, ES: 9/13/24



Napa, California: 10/18/24

| | Q4 FY'24 End | FY'25 Q1 | Rest of FY (Estimated) | FY'25 End (Estimated) |
|---------------------|-----------------|----------|---------------------------|--------------------------|
| US | 614 | 2 | 14 | 630 |
| Canada | 108 | 1 | 2 | 111 |
| Other International | 168 | 3 | 4 | 175 |
| Total | 890 | 6 | 20 | 916 |

Lowering Every Day Low Prices



New Items



KS 3 Ply Ultra Facial Tissue
6% Reduction



KS Chicken Stock
11% Reduction



Meatball Sub



KS Oxi Powder



KS Food Storage Bags
(Various Sizes)



KS Butter Chicken with Naan Bread

Certain statements contained in this document constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. For these purposes, forward-looking statements are statements that address activities, events, conditions or developments that the Company expects or anticipates may occur in the future. In some cases forward-looking statements can be identified because they contain words such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “likely,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “seek,” “should,” “target,” “will,” “would,” or similar expressions and the negatives of those terms. Such forward-looking statements involve risks and uncertainties that may cause actual events, results or performance to differ materially from those indicated by such statements. These risks and uncertainties include, but are not limited to, domestic and international economic conditions, including exchange rates, inflation or deflation, the effects of competition and regulation, uncertainties in the financial markets, consumer and small business spending patterns and debt levels, breaches of security or privacy of member or business information, conditions affecting the acquisition, development, ownership or use of real estate, capital spending, actions of vendors, rising costs associated with employees (generally including health-care costs and wages), workforce interruptions, energy and certain commodities, geopolitical conditions (including tariffs), the ability to maintain effective internal control over financial reporting, regulatory and other impacts related to environmental and social matters, public-health related factors, and other risks identified from time to time in the Company’s public statements and reports filed with the Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made, and the Company does not undertake to update these statements, except as required by law. Comparable sales and comparable sales excluding impacts from changes in gasoline prices and foreign exchange are intended as supplemental information and are not a substitute for net sales presented in accordance with U.S. GAAP.