



2nd Quarter

FY 2025

Supplemental Information



Q2 Highlights - Sales

\$62.5B
Net Sales
+9.1% Growth

+6.8%
Comparable Sales
+9.1%
Adjusted Comparable Sales¹

+5.7%
Comparable Traffic

+1.0%
Comparable Ticket
+3.2%
Adjusted
Comparable Ticket¹

+20.9%
E-Comm Comparable Sales
+22.2%
Adjusted E-Comm Comparable Sales²



¹ - Excluding impacts from changes in gasoline prices and foreign exchange

² - E-commerce Comparable Sales excluding impacts from FX

Comp Sales	US	Canada	Other International	Total Company
Sales	+8.3%	+4.6%	+1.7%	+6.8%
Ticket	+2.6%	-1.1%	-4.3%	+1.0%
Traffic	+5.6%	+5.8%	+6.3%	+5.7%
Adjusted Comp Sales ¹	US	Canada	Other International	Total Company
Sales	+8.6%	+10.5%	+10.3%	+9.1%
Ticket	+2.8%	+4.4%	+3.8%	+3.2%
Traffic	+5.6%	+5.8%	+6.3%	+5.7%

¹ - Excluding impacts from changes in gasoline prices and foreign exchange

<p>Net Income</p> <p>\$1.79B</p> <p>+2.6% Growth*</p>	<p>Diluted EPS</p> <p>\$4.02</p> <p>+2.6% Growth*</p>
<p>*- “Other” Items for the Quarter:</p> <ul style="list-style-type: none"> - Last year’s results included a tax benefit of \$94 million, or \$0.21 per diluted share, related to the tax deductibility of the special dividend paid to 401(k) participants. - Excluding last year’s tax benefit, net income and diluted EPS growth were both +8.4%. - The translation of foreign earnings had a negative impact of -\$57 million, or -\$0.13 per diluted share, on net income. 	

Gross Margin

10.85%

+5 bps vs. Q2 FY’24
+4 bps ex. gas impact

SG&A

9.06%

+8 bps vs. Q2 FY’24
+9 bps ex. gas impact

Reported		Ex Gas ¹	Reported		Ex Gas ¹
Core	+5bps	+4bps	Ops	+7bps	+8bps
Other Bus	+1bp	0bps	Central	0bps	0bps
LIFO	-1bp	0bps	Equity Comp	0bps	0bps
Total	+5bps	+4bps	Preopening	+1bp	+1bp
Core on Core Sales: -8bps			Total	+8bps	+9bps
			+ = Favorable/lower, - = Unfavorable/higher		

¹ – Excluding the impacts from changes in gasoline prices

+7.4%

Membership Income
Growth

+9.4%

Membership Income
Growth ex-FX

90.5%

Worldwide Membership
Renewal Rate

93.0%

US/CN Renewal Rate

78.4MM

Paid Memberships
+6.8% Growth

36.9MM

Executive Memberships

140.6MM

Total Cardholders
+6.6% Growth

73.8%

Penetration of Sales to
Executive Members



+20.9%

E-Comm Comparable Sales

+22.2%

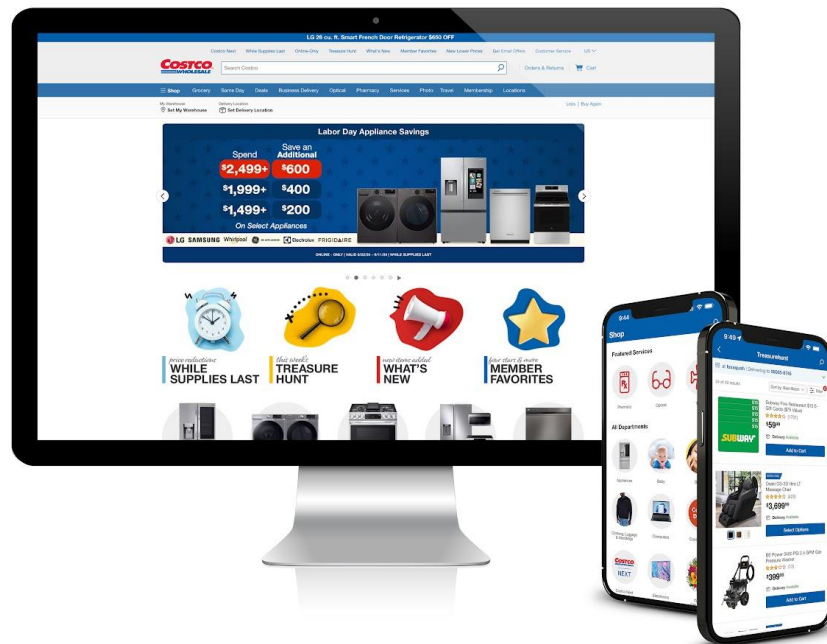
Adjusted E-Comm Comparable Sales¹

Top Sales Categories:

- Gold and Jewelry
- Home Furnishings
- Small Electrics
- Hardware
- Sporting Goods
- Housewares
- Toys

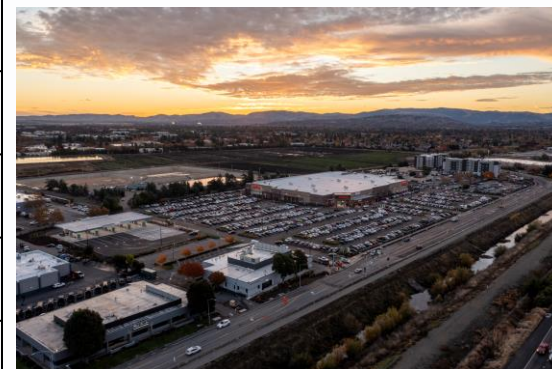
Digital Metrics:

- Site Traffic: +13%
- Average Order Value: +10%
- Costco Logistics Deliveries: +19%
- 43M visits to the new warehouse tool on the app



¹ - E-commerce Comparable Sales excluding impacts from FX

	Q4 FY'24 End	FY'25 Q1	FY'25 Q2	Rest of FY (Estimated)	FY'25 End (Estimated)
US	614	2	1	12	629
Canada	108	1	-	2	111
Other International	168	3	-	4	175
Total	890	6	1	18	915



Pleasanton, California: 11/27/24

Lowering Every Day Low Prices



KS Organic Peanut Butter
13% Reduction



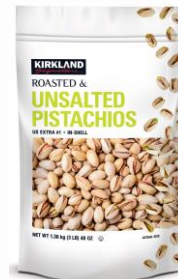
KS Refined Olive Oil
7% Reduction



KS Tortilla Strips
12% Reduction



New Items



KS Unsalted Pistachios



KS French Fries 5lbs



KS Vodka + Soda



KS Diapers
(improved and increased value)

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.