

# Q1

## FY26 Earnings

Total revenue **\$2.5B/+4%**

Diluted EPS **\$1.69/-35%**

Total comparable sales<sup>1</sup> **-2%**

### Product Innovation

|                               |     |
|-------------------------------|-----|
| Women's apparel revenue       | +4% |
| Men's apparel revenue         | +7% |
| Accessories and other revenue | -1% |

Introduced new product innovations, including Unrestricted Power and the brand's latest advancement in ShowZero.



Delivered stronger-than-expected revenue growth in Q1 and continue to operate with speed and agility to drive improvements across the business and reignite growth.



### Guest Experience

|                 |     |
|-----------------|-----|
| Store revenue   | +3% |
| Digital revenue | +4% |

Connected with guests and communities globally through activations and events focused on lululemon's core activities.



### Market Expansion

|                       |      |
|-----------------------|------|
| Americas revenue      | -3%  |
| International revenue | +22% |

Continued to deliver growth across international markets and expand brand presence.



#### Forward-looking statements

This infographic contains "forward-looking statements," which are based on our current expectations, but they involve a number of risks and uncertainties that could cause actual results to differ materially from those anticipated. These risks and uncertainties include (but are not limited to): our ability to maintain our brand value and reputation; our highly competitive market and increasing competition; our ability to anticipate consumer preferences and successfully develop and introduce new, innovative and differentiated products; the acceptability of our products to guests; increasing costs and decreasing selling prices; our ability to accurately forecast guest demand for our products; our ability to expand in light of our limited operating experience and limited brand recognition in new international markets and new product categories; our ability to attract, manage, and retain highly qualified individuals; our ability to manage our growth and the increased complexity of our business effectively; changes in consumer shopping preferences and shifts in distribution channels; our leasing of retail and distribution space; seasonality; changes to U.S. tariff and customs policy, including the elimination of the de minimis exemption; macroeconomic volatility, inflationary pressures, and shifts in consumer sentiment; global political and economic instability, including geopolitical conflicts and political polarization; trade restrictions, tariffs, and customs changes; our ability to comply with trade and other regulations; changes in tax laws, transfer pricing, or unanticipated tax liabilities; fluctuations in foreign currency exchange rates; global or regional public health crises; disruptions of our supply chain; our reliance on a relatively small number of vendors to supply and manufacture a significant portion of our products; suppliers or manufacturers not complying with our Vendor Code of Ethics or applicable laws; fluctuating costs of raw materials and the cost of producing our products; our ability to deliver our products to the market and to meet guest expectations if we have problems with our distribution system; our ability to safeguard against security breaches with respect to our technology systems; our compliance with privacy and data protection laws; any material disruption of our technology systems; our ability to have technology-based systems for our e-commerce business function effectively; imitation by our competitors; our ability to protect our intellectual property rights; conflicting trademarks and patents and the prevention of sale of certain products; actions by stockholders, activists, or consumers; our exposure to various types of litigation, climate change and related pressures; heightened scrutiny and legal risks from competing pressures regarding ESG; and other risks and uncertainties included in our most recent reports on Form 10-K and Form 10-Q filed with the SEC.

Please refer to our first quarter earnings release which is available at <http://investor.lululemon.com/> and to our Report on Form 10-Q filed with the SEC on June 4, 2026 which is available at [www.sec.gov](http://www.sec.gov).

#### Non-GAAP measure

This metric is a non-GAAP financial measure and is not intended to be considered in isolation or as a substitute to the financial information prepared and presented in accordance with GAAP. A reconciliation of this non-GAAP financial measure to its most directly comparable GAAP measure follows:

#### Constant dollar changes in comparable sales

The below changes show the change compared to the corresponding period in the prior year.

|                                       | Q1 2026 Comparable Sales |
|---------------------------------------|--------------------------|
| Change (GAAP)                         | 1%                       |
| Foreign exchange                      | (3)%                     |
| Change in constant dollars (non-GAAP) | (2)%                     |