



# Q3 2025

RESULTS

## Marvin R. Ellison, Chairman & CEO

"We delivered another quarter of positive comp sales, despite headwinds related to hurricane activity in the prior year. With the closing of the FBM acquisition last month, we look forward to enhancing our offering to Pro customers and creating more sustainable, long-term sales and profit expansion for the company."

 **9 of 15  
Regions**  
Delivered positive  
comp sales growth



Partnered with **Building Homes For Heroes of Mooresville, NC** to build first-of-its kind community that will provide mortgage-free housing and support services for injured veterans and first responders

## Financial Highlights

**+0.4%**  
COMP SALES

**11.9%**  
OPERATING MARGIN  
-65 basis points vs. LY

**\$2.88**  
DILUTED EPS  
-3.7% vs. LY

**34.2%**  
GROSS MARGIN  
+50 basis points vs. LY

**12.4%**  
ADJ. OPERATING MARGIN<sup>1</sup>  
+10 basis points vs.  
LY ADJ. OPERATING MARGIN<sup>1</sup>

**\$3.06**  
ADJ. DILUTED EPS<sup>1</sup>  
+5.9% vs. LY ADJ.  
DILUTED EPS<sup>1</sup>

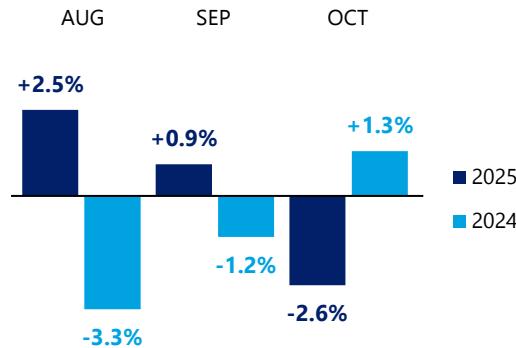
We returned  
**\$673**  
**MILLION**  
to our shareholders  
through dividends

1. Adjusted Operating Margin, and Adjusted Diluted EPS are non-GAAP financial measures. Refer to ir.lowes.com for a reconciliation of non-GAAP measures.

### Comparable Sales Summary

COMP TRANSACTIONS	<b>-3.0%</b>
COMP \$106.26 AVERAGE TICKET	<b>+3.4%</b>
ONLINE SALES GROWTH	<b>+11.4%</b>

### Monthly Comp Sales Performance



### Comp Sales by Ticket Size



### Product Category Performance

Positive Comp Sales in  
**10 of 14**  
product categories



### Total Home Strategy Updates



Closed on acquisition of  
**Foundation Building Materials**



**100 Billion Token Milestone**  
Recognized by OpenAI for  
enterprise-scale AI adoption



**Pro comp sales** growth, as we  
build out Pro Extended Aisle to  
capture Pro planned spend



## Total Home Strategy

Solving problems  
and fulfilling dreams  
for the home



Drive **Pro penetration**



Accelerate **online sales**



Expand **home services**



Create a **loyalty ecosystem**



Increase **space productivity**