



1st Quarter

FY 2025

Supplemental Information



Q1 Highlights - Sales

\$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



Q1 Highlights - Financial Performance

Net Income \$1.80B	Diluted EPS \$4.04
+13.2% Growth*	+12.8% Growth*
*- "Other" Items for the Quarter: <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			



Q1 Highlights - Membership

+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

138.8MM

Total Cardholders
+7.2% Growth

36.4MM

Executive Memberships

73.1%

Penetration of Sales to
Executive Members





Q1 Highlights - Digital

+13.0%

E-Comm Comparable Sales

+13.2%

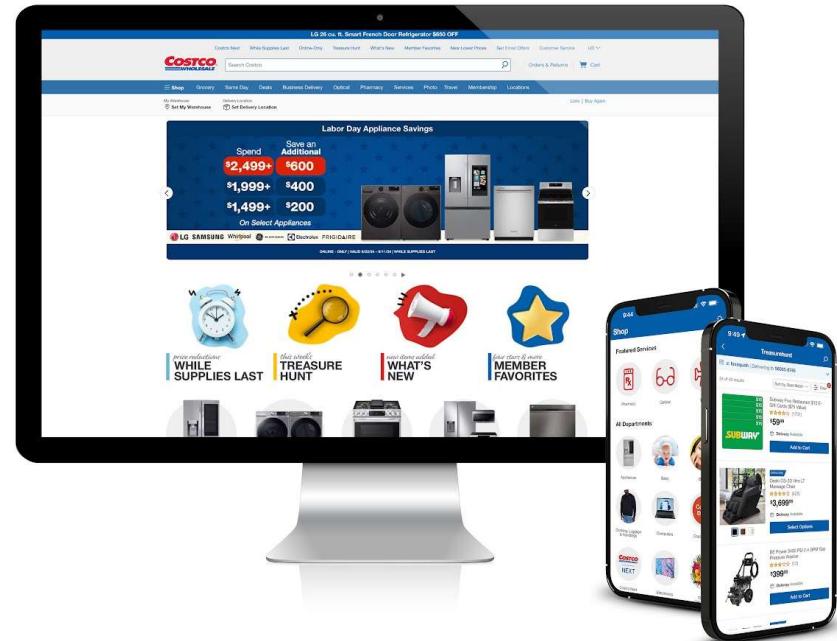
Adjusted E-Comm Comparable Sales¹

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



Q1 Highlights - New Member Values

Lowering Every Day Low Prices



KS 3 Ply Ultra Facial Tissue
6% Reduction



KS Chicken Stock
11% Reduction

KIRKLAND
Signature

New Items



Meatball Sub



KS Food Storage Bags
(Various Sizes)



KS Oxi Powder



KS Butter Chicken with
Naan Bread



Safe Harbor

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