



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



Q2 Highlights - Sales - Segment Reporting

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



Q2 Highlights - Financial Performance

Net Income \$1.79B	Diluted EPS \$4.02
+2.6% Growth*	+2.6% Growth*
*- “Other” Items for the Quarter:	
- 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.	

¹ – Excluding the impacts from changes in gasoline prices

<u>Gross Margin</u>			<u>SG&A</u>		
10.85%			9.06%		
+5 bps vs. Q2 FY'24			+8 bps vs. Q2 FY'24		
+4 bps ex. gas impact			+9 bps ex. gas impact		
Reported	Ex Gas ¹	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		



Q2 Highlights - Membership

+7.4%

Membership Income
Growth

+9.4%

Membership Income
Growth ex-FX

78.4MM

Paid Memberships
+6.8% Growth

140.6MM

Total Cardholders
+6.6% Growth

90.5%

Worldwide Membership
Renewal Rate

93.0%

US/CN Renewal Rate



COSTCO

WHOLESALE

GOLDLESS MEMBER

36.9MM

Executive Memberships

73.8%

Penetration of Sales to
Executive Members

Q2 Highlights - Digital

+20.9%

E-Comm Comparable Sales

+22.2%

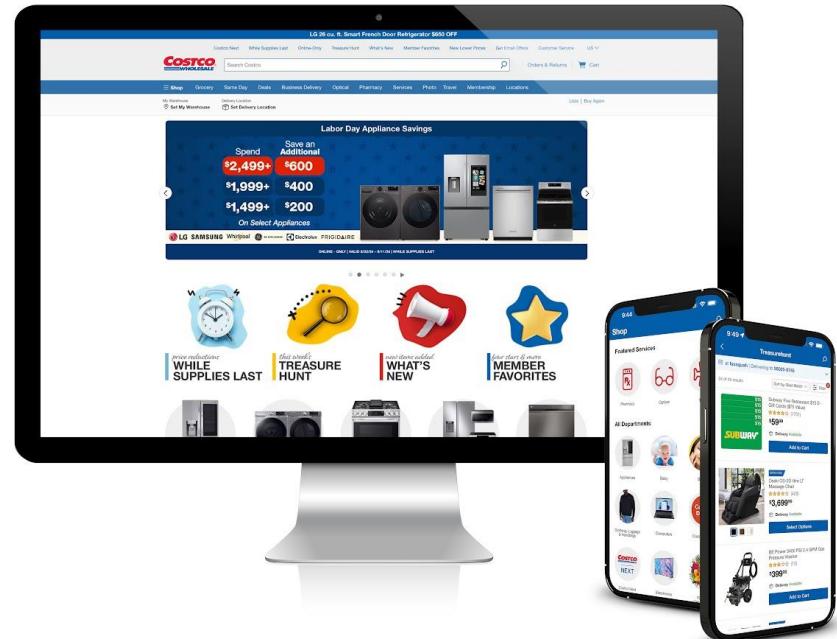
Adjusted E-Comm Comparable Sales¹

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

Q2 Highlights - Warehouse Expansion

	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

Q2 Highlights - New Member Values

Lowering Every
Day Low Prices



KS Organic Peanut Butter
13% Reduction



KS Tortilla Strips
12% Reduction



KS Refined Olive Oil
7% Reduction

KIRKLAND *Signature*

New Items



KS Unsalted Pistachios



KS French Fries 5lbs



KS Vodka + Soda



KS Diapers
(improved and increased value)



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