



# Q4 2024

## RESULTS

**Marvin R. Ellison,  
Chairman & CEO**

"Our results this quarter were once again better-than-expected, as we continue to gain traction with our Total Home strategic initiatives. We remain confident in the long-term strength of the home improvement industry, and we are equally confident in our strategy to capitalize on the expected recovery."



## 3 of 15 Regions

Delivered comp growth above company average



## \$80M

Awarded in discretionary bonuses to frontline associates, including for our store managers and assistant managers across the company

## Financial Highlights

**+0.2%**  
COMP SALES

**9.9%**  
OPERATING MARGIN  
+80 basis points vs. LY

**\$1.99**  
DILUTED EPS  
+12% vs. LY

**32.9%**  
GROSS MARGIN  
+46 basis points vs. LY

**9.4%**  
ADJ. OPERATING MARGIN <sup>1</sup>  
+36 basis points vs. LY

**\$1.93**  
ADJ. DILUTED EPS <sup>1</sup>  
+9% vs. LY

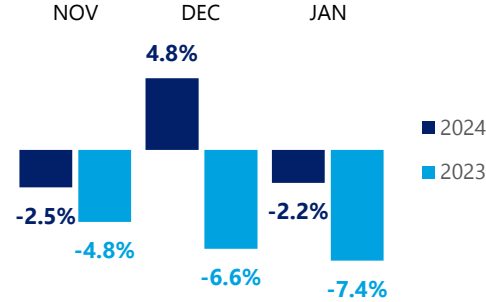
We returned  
**\$2.1 BILLION**  
to our shareholders through dividends and share repurchases

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.

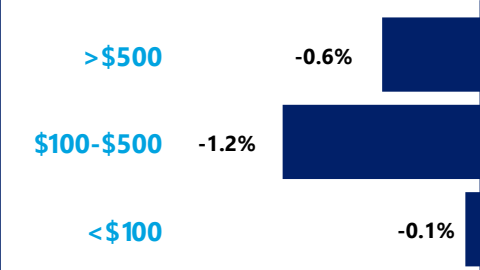
## Comparable Sales Summary

COMP TRANSACTIONS **-1.3%**  
COMP **\$102.08** AVERAGE TICKET **+1.5%**  
ONLINE SALES GROWTH **+9.5%**

## Monthly Comp Sales Performance



## Comp Sales by Ticket Size



## Product Category Performance

Comp above company average in

**4 of 14**  
product categories



APPLIANCES



LAWN & GARDEN



BUILDING MATERIALS



HARDWARE

## Total Home Strategy Updates



Launching revamped **Pro Loyalty Program**



**Record-breaking Online sales** during the Black Friday / Cyber Monday holiday



**Pro comp sales up high-single digits** for the second quarter in a row



# FY 2024

RESULTS



Fortune's 2025 Most Admired Companies



Top 10 Military Friendly Company

Member of Dow Jones Best-In-Class Indices

Powered by the S&P Global CSA (formerly Dow Jones Sustainability Indices)

6 years in a row

## Financial Highlights

**-2.7%**  
COMP SALES

**12.5%**  
OPERATING MARGIN  
-87 basis points vs. LY

**\$12.23**  
DILUTED EPS  
-7% vs. LY

**33.3%**  
GROSS MARGIN  
-7 basis points vs LY

**12.3%**  
ADJ. OPERATING MARGIN <sup>1</sup>  
-101 basis points vs. LY  
Adj. Operating Margin<sup>1</sup>

**\$11.99**  
ADJ. DILUTED EPS <sup>1</sup>  
-8% vs. LY Adj. Diluted EPS<sup>1</sup>

We returned  
**\$6.5 BILLION**  
to our shareholders through dividends and share repurchases

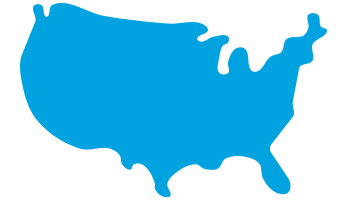
1. Adjusted Operating Margin and Adjusted Diluted EPS are non-GAAP financial measures. Refer to lowes.com/investor for a reconciliation of non-GAAP measures.

## Comparable Sales Summary

COMP TRANSACTIONS  
**-3.0%**

COMP **\$101.83**  
AVERAGE TICKET  
**+0.3%**

ONLINE SALES GROWTH  
**+4.6%**



**4 of 15 Regions**

Delivered comp growth above company average

## Product Category Performance

Comp above company average in  
**5 of 14**  
product categories



BUILDING MATERIALS



ROUGH PLUMBING



MILLWORK

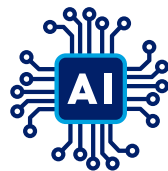


HARDWARE



APPLIANCES

## Total Home Strategy Updates



**New AI Framework** to enhance customer experience and drive productivity



**Launched Rewards Loyalty program** for DIY customers



**Launched first product marketplace** in U.S. home improvement industry



## 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**