



Q4 2025

RESULTS

Marvin R. Ellison, Chairman & CEO

"We delivered strong results this quarter, as our Total Home strategy is resonating with both our Pro and DIY customers. While the housing macro remains pressured, we are focused on directing what is within our control. We remain confident that we are well-positioned to take share regardless of the macro environment."



12 of 15 Regions

Delivered positive comp sales growth



\$125M

Frontline **discretionary bonuses**

Financial Highlights

+1.3%
COMP SALES

32.5%
GROSS MARGIN
-40 basis points vs. LY

8.3%
OPERATING MARGIN
-157 basis points vs. LY

\$1.78
DILUTED EPS
-10.6% vs. LY

32.7%
ADJ. GROSS MARGIN¹
-18 basis points vs. LY ADJ. GROSS MARGIN¹

9.0%
ADJ. OPERATING MARGIN¹
-41 basis points vs. LY ADJ. OPERATING MARGIN¹

\$1.98
ADJ. DILUTED EPS¹
+2.6% vs. LY ADJ. DILUTED EPS¹

We returned
\$673 MILLION
to our shareholders through dividends

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

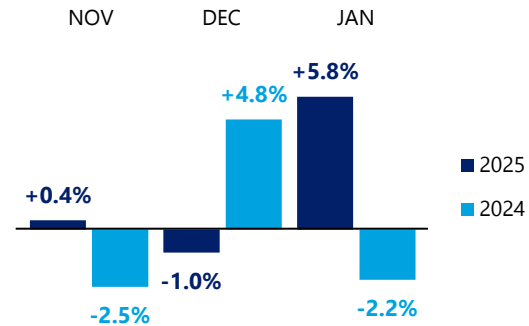
Comparable Sales Summary

COMP TRANSACTIONS **-2.3%**

COMP **\$107.28**
AVERAGE TICKET **+3.6%**

ONLINE SALES GROWTH **+10.5%**

Monthly Comp Sales Performance



Comp Sales by Ticket Size



Product Category Performance

Positive Comp Sales in

9 of 14

product categories



APPLIANCES



LAWN & GARDEN



PAINT



ELECTRICAL



HARDWARE



ROUGH PLUMBING



KITCHENS & BATH



MILLWORK



SEASONAL & OUTDOOR LIVING

Total Home Strategy Updates



Positive Pro comp sales driven by broad-based growth across categories and regions



Record-setting Black Friday & Cyber Monday weekend supported by Lowe's Creator Network



Completed **pet & workwear rollout** to 1,000 stores



FY 2025

RESULTS



J.D. Power #1 in customer satisfaction



Fortune #1 Most Admired Specialty Retailer



Annual pledge to make America's communities a better place to live and work

* For J.D. Power 2025 award information, visit [jdpower.com/awards](https://www.jdpower.com/awards)

Financial Highlights

\$86.3B

IN SALES

33.5%

GROSS MARGIN
+16 basis points

11.8%

OPERATING MARGIN
-74 basis points

\$11.85

DILUTED EPS
-3.1%

+0.2%

COMP SALES

33.5%

ADJ. GROSS MARGIN¹
+22 basis points

12.1%

ADJ. OPERATING MARGIN¹
-19 basis points

\$12.28

ADJ. DILUTED EPS¹
+2.4%

We returned

\$2.6 BILLION

to our shareholders through dividends

1. Adjusted Gross Margin, 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

-2.8%

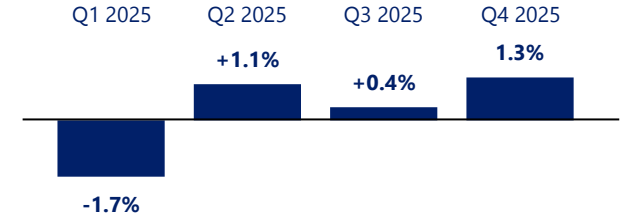
COMP \$106.17 AVERAGE TICKET

+3.0%

ONLINE SALES GROWTH

+8.8%

Quarterly Comp Sales Performance



Product Category Performance

Positive Comp Sales in

5 of 14

product categories



APPLIANCES



LAWN & GARDEN



ROUGH PLUMBING



BUILDING MATERIALS



PAINT



7 of 15 Regions

Delivered positive comp sales growth

Total Home Strategy Updates



Closed on acquisitions of **Foundation Building Materials** and **Artisan Design Group**



Positive Pro comps as we relaunched **MyLowe's Pro Rewards** and began multi-year buildout of Pro Extended Aisle



Launched **Mylow**, the first AI-powered home improvement virtual advisor for customers and associates