



THIRD QUARTER 2017
EARNINGS CALL

November 21, 2017

THIRD QUARTER HIGHLIGHTS

Comp Sales	+5.7%	
Gross Margin	34.07%	-28 bps
SG&A	22.71%	-323 bps ¹
Operating Margin*	9.23%	+326 bps ¹
EPS	\$1.05	+19.3% ²

- Supportive macroeconomic backdrop coupled with our integrated omni-channel capabilities continued to drive comp growth
 - Positive comps in all regions
 - Positive comps in all product categories
 - Pro comps above the Company average
 - Hurricanes Irma and Harvey positively impacted comp sales by ~140 bps
- Repurchased \$500 million of stock under share repurchase program and paid \$344 million in dividends

¹ Includes 293 bps favorable impact from non-cash charges in Q3 2016. Please see page 14 for additional detail.

² Adjusted for the aforementioned non-cash charges in Q3 2016.

TOTAL SALES SUMMARY¹

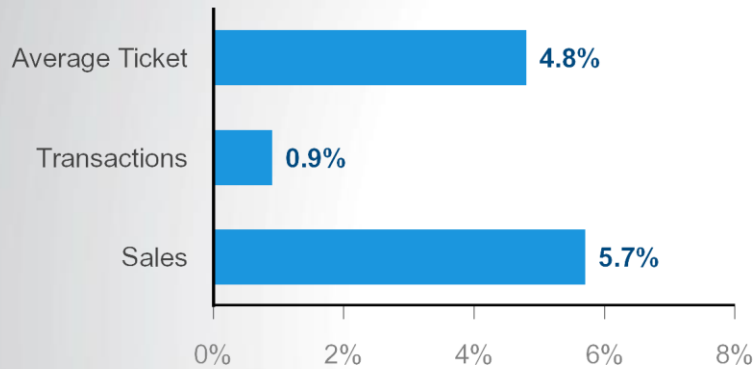
	Total	% Change
Sales	\$16.8B	+6.5%
Average Ticket	\$72.63	+5.8%
Customer Transactions	230.9M	+0.7%

¹ The calendar shift from the extra week in fiscal 2016 reduced sales by approximately \$60 million or 40 bps.

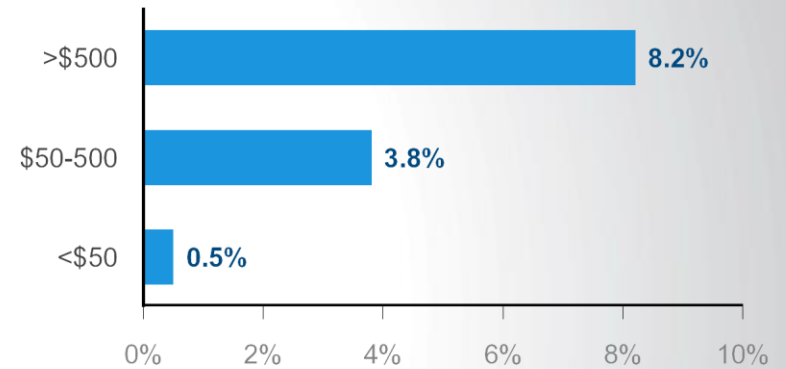


COMPARABLE SALES SUMMARY¹

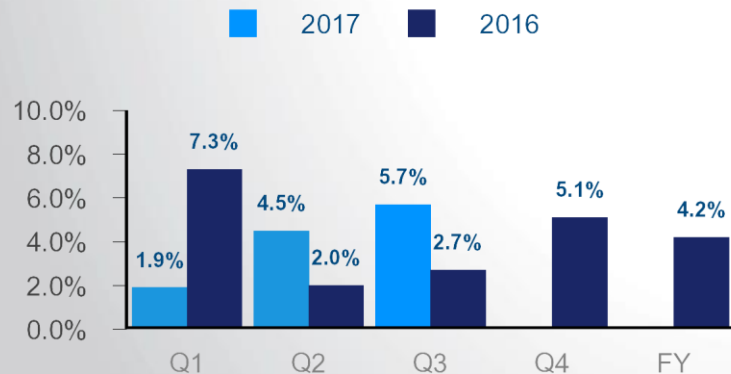
Transaction/Ticket



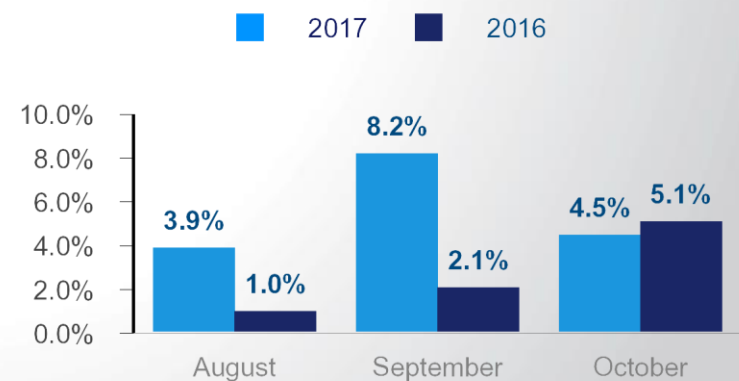
Ticket Size



Quarterly Trend



Monthly Trend



¹ RONA was included in the comparable sales calculation for the first time in July 2017.

PRODUCT CATEGORY PERFORMANCE¹

Above Average

Appliances
Lumber & Building Materials
Rough Plumbing & Electrical

Average

Seasonal & Outdoor Living
Tools & Hardware

Below Average

Fashion Fixtures
Flooring
Kitchens
Lawn & Garden
Millwork
Paint

¹ Q3 comp sales were +5.7%. Positive comps in all product categories.

OPERATING MARGIN SUMMARY

	% of Sales	Leverage/ (Deleverage)	Drivers
Gross Margin	34.07%	(28) bps	(+) Value Improvement (+) Pricing Optimization (-) Product Mix (-) Hurricanes (-) Competitive Actions
SG&A	22.71%	323 bps	(+) Store payroll (+) Non-cash charges in Q3 2016
Depreciation and Amortization	2.13%	31 bps	(+) Higher sales
Operating Margin	9.23%	326 bps	

BALANCE SHEET SUMMARY

		YOY Change
Cash & Cash Equivalents	\$743M	-\$217M or -22.6%
Inventory	\$12.4B	+\$1.4B or +12.8%
Inventory Turnover	3.94x	+5 bps
Accounts Payable	\$8.9B	+\$1.1B or +13.6%
Lease Adjusted Debt to EBITDAR	2.16x	
Return on Invested Capital	19.5%	

STATEMENT OF CASH FLOWS SUMMARY

	Amount
Operating Cash Flow	\$5.4B
Capital Expenditures	\$0.8B
Free Cash Flow	\$4.6B
Share Repurchases:	
Fiscal Year	\$3.0B
Authorization Remaining	\$2.1B

ECONOMIC LANDSCAPE

- Key drivers of home improvement spending are real disposable personal income, home prices, and housing turnover.
- Outlook for the home improvement industry remains positive, supported by job gains and income growth, strong consumer balance sheets, and favorable revolving credit usage.
- Quarterly Consumer Sentiment Survey revealed that homeowners continue to have a favorable view of the national economy, personal finances, and home prices.
- Rising home prices should continue to encourage homeowners to engage in more discretionary projects in addition to ongoing maintenance and repair spending.

STRATEGIC PRIORITIES

Expand Home Improvement Reach

- Serve more customers, more effectively
- Differentiate by establishing market leadership for home improvement project solutions
- Continue to deepen and broaden our relationship with the Pro customer

Develop Capabilities to Anticipate and Support Customer Needs

- Empower customers across the most relevant moments of their project journey
- Advance customer experience through our omni-channel assets

Generate Profitable Growth and Substantial Returns

- Enhance operating discipline and focus on making productivity a core strength
- Reinvest in capabilities for the future

2017 BUSINESS OUTLOOK

(COMPARISONS TO FISCAL YEAR 2016 – A 53-WEEK YEAR; BASED ON U.S. GAAP)



- Total sales are expected to increase approximately 5 percent
- Comparable sales are expected to increase approximately 3.5 percent
- The Company expects to add approximately 25 home improvement and hardware stores
- Operating income as a percentage of sales (operating margin) is expected to increase 80 to 100 basis points¹
- The effective income tax rate is expected to be approximately 37 percent
- Diluted earnings per share of \$4.20 to \$4.30 are expected for the fiscal year ending February 2, 2018; reflective of the loss on extinguishment of debt and the gain from the sale of the company's interest in its Australian joint venture
- Cash flow from operations are expected to be approximately \$5.4B
- Capital expenditures are expected to be approximately \$1.2B
- The Company expects to repurchase approximately \$3.5B of stock

¹ Includes 12 bps benefit of the net gain on the settlement of the foreign currency hedge entered into in advance of RONA acquisition (1Q 2016 and 2Q 2016), 44 bps impact of the non-cash charge associated with the joint venture in Australia (3Q 2016), 15 bps impact of project write-offs that were a part of the ongoing review of strategic initiatives (3Q 2016), 12 bps impact of goodwill and long-lived asset impairment charges associated with Orchard Supply Hardware (3Q 2016), as well as 13 bps impact of severance-related costs associated with the productivity efforts (4Q 2016).



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APPENDIX

FORWARD LOOKING STATEMENTS

This presentation includes “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Statements including words such as “believe”, “expect”, “anticipate”, “plan”, “desire”, “project”, “estimate”, “intend”, “will”, “should”, “could”, “would”, “may”, “strategy”, “potential”, “opportunity” and similar expressions are forward-looking statements. Forward-looking statements involve estimates, expectations, projections, goals, forecasts, assumptions, risks and uncertainties. Forward-looking statements include, but are not limited to, statements about future financial and operating results, Lowe’s plans, objectives, business outlook, priorities, expectations and intentions, expectations for sales growth, comparable sales, earnings and performance, shareholder value, capital expenditures, cash flows, the housing market, the home improvement industry, demand for services, share repurchases, Lowe’s strategic initiatives, including those relating to acquisitions by Lowe’s and the expected impact of such transactions on our strategic and operational plans and financial results, and any statement of an assumption underlying any of the foregoing and other statements that are not historical facts. Although we believe that the expectations, opinions, projections, and comments reflected in these forward-looking statements are reasonable, such statements involve risks and uncertainties and we can give no assurance that such statements will prove to be correct. Actual results may differ materially from those expressed or implied in such statements. A wide variety of potential risks, uncertainties, and other factors could materially affect our ability to achieve the results either expressed or implied by these forward-looking statements including, but not limited to, changes in general economic conditions, such as the rate of unemployment, interest rate and currency fluctuations, fuel and other energy costs, slower growth in personal income, changes in consumer spending, changes in the rate of housing turnover, the availability of consumer credit and of mortgage financing, inflation or deflation of commodity prices, and other factors that can negatively affect our customers, as well as our ability to: (i) respond to adverse trends in the housing industry, a reduced rate of growth in household formation, and slower rates of growth in housing renovation and repair activity, as well as uneven recovery in commercial building activity; (ii) secure, develop, and otherwise implement new technologies and processes necessary to realize the benefits of our strategic initiatives focused on omni-channel sales and marketing presence and enhance our efficiency; (iii) attract, train, and retain highly-qualified associates; (iv) manage our business effectively as we adapt our operating model to meet the changing expectations of our customers; (v) maintain, improve, upgrade and protect our critical information systems from data security breaches, ransomware and other cyber threats; (vi) respond to fluctuations in the prices and availability of services, supplies, and products; (vii) respond to the growth and impact of competition; (viii) address changes in existing or new laws or regulations that affect consumer credit, employment/labor, trade, product safety, transportation/logistics, energy costs, health care, tax or environmental issues; (ix) positively and effectively manage our public image and reputation and respond appropriately to unanticipated failures to maintain a high level of product and service quality that could result in a negative impact on customer confidence and adversely affect sales; and (x) effectively manage our relationships with selected suppliers of brand name products and key vendors and service providers, including third party installers. In addition, we could experience impairment losses if either the actual results of our operating stores are not consistent with the assumptions and judgments we have made in estimating future cash flows and determining asset fair values, or we are required to reduce the carrying amount of our investment in certain unconsolidated entities. With respect to acquisitions, potential risks include the effect of such transactions on Lowe’s and the target company’s strategic relationships, operating results and businesses generally; our ability to integrate personnel, labor models, financial, IT and others systems successfully; disruption of our ongoing business and distraction of management; hiring additional management and other critical personnel; increasing the scope, geographic diversity and complexity of our operations; significant integration costs or unknown liabilities; and failure to realize the expected benefits of the transaction. For more information about these and other risks and uncertainties that we are exposed to, you should read the “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Critical Accounting Policies and Estimates” included in our most recent Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission (the “SEC”) and the description of material changes thereto, if any, included in our Quarterly Reports on Form 10-Q or subsequent filings with the SEC.

The forward-looking statements contained in this presentation are expressly qualified in their entirety by the foregoing cautionary statements. The foregoing list of important factors that may affect future results is not exhaustive. When relying on forward-looking statements to make decisions, investors and others should carefully consider the foregoing factors and other uncertainties and potential events. All such forward-looking statements are based upon data available as of the date of this presentation or other specified date and speak only as of such date. All subsequent written and oral forward-looking statements attributable to us or any person acting on our behalf about any of the matters covered in this presentation are qualified by these cautionary statements and in the “Risk Factors” included in our most recent Annual Report on Form 10-K and the description of material changes thereto, if any, included in our Quarterly Reports on Form 10-Q or subsequent filings with the SEC. We expressly disclaim any obligation to update or revise any forward-looking statement, whether as a result of new information, change in circumstances, future events, or otherwise, except as may be required by law.

SUMMARY OF ADJUSTMENTS

Summary of Operating Income Impacts (Income)/Expense	2016					2017	
	Q1	Q2	Q3	Q4	YTD	Q1	Q2
Net Gain on Settlement of Foreign Currency Hedge	(160)	84			(76)		
Non-cash Charge on Australian Joint Venture			290		290		
Non-cash Project Write-offs			96		96		
Non-cash Goodwill & Long-lived Asset Impairment Charges			76		76		
Severance-Related Costs				84	84		
Gain from Sale of Interest in Australian Joint Venture							(96)
Total	(160)	84	462	84	470		(96)
Summary of Non-Operating Income Impacts (Income)/Expense	2016					2017	
	Q1	Q2	Q3	Q4	YTD	Q1	Q2
Loss on Extinguishment of Debt						464	
Total						464	

NON-GAAP MEASURES

Management is using non-GAAP financial measures in this presentation, as further outlined in the following slides, because it considers them to be important supplemental measures of the Company's performance. Management also believes that these non-GAAP financial measures provide additional insight for analysts and investors in evaluating the Company's financial and operating performance. These non-GAAP financial measures should not be considered alternatives to, or more meaningful indicators of, the Company's earnings per common share, total debt or other financial measures as prepared in accordance with GAAP. The Company's methods of determining these non-GAAP financial measures may differ from the methods used by other companies for these or similar non-GAAP financial measures. Accordingly, these non-GAAP financial measures may not be comparable to measures used by other companies.

Detailed reconciliations between the Company's GAAP and non-GAAP financial results are shown within and are available on the Company's website at www.lowes.com/investor.

NON-GAAP MEASURES

EBITDAR

We define EBITDAR as earnings before interest, taxes, depreciation, amortization, share-based payments, rent, and certain items as defined by the Company's credit facility.

Lease-Adjusted Debt

We define Lease-Adjusted Debt as short-term debt, current maturities of long-term debt, long-term debt excluding current maturities, and six times the last four quarters' rent. We believe six times rent is a reasonable industry standard estimate of the economic value of our leased assets.

Lowe's believes the ratio of Lease-Adjusted Debt to EBITDAR is a useful supplemental measure, as it provides an indication of the results generated by the Company in relation to its level of indebtedness.

NON-GAAP MEASURES

ROIC

We define ROIC as trailing four quarters' Net Operating Profit after Tax (NOPAT) divided by the average of ending debt and equity for the last five quarters.

Lowe's believes ROIC is a useful measure of how effectively the Company uses capital to generate profits.

Free Cash Flow

We define Free Cash Flow as net cash provided by operating activities less capital expenditures.

Lowe's believes Free Cash Flow is a useful measure to describe the Company's financial performance and measures its ability to generate excess cash from its business operations.

NON-GAAP MEASURES

Adjusted Diluted Earnings Per Share

We have presented Adjusted Diluted Earnings Per Share to exclude the impacts of certain items, as further detailed below, not contemplated in Lowe's original Business Outlooks for 2017 and 2016 to assist the user in understanding performance relative to that Business Outlook.

In the third quarter of 2016, the company recognized \$462 million of non-cash pre-tax charges which included the following:

- \$290 million resulting from the wind down of Hydrox, a joint venture in which Lowe's held a one-third ownership interest. Hydrox operated Masters Home Improvement stores and Home Timber and Hardware Group's retail stores in Australia.
- \$96 million related to a write-off for projects that were canceled as part of the company's ongoing review of strategic initiatives in an effort to focus on critical projects that will drive desired outcomes.
- \$76 million related to goodwill and long-lived asset impairments associated with the company's Orchard Supply Hardware operations as part of a strategic reassessment of this business.

RECONCILIATION OF NON-GAAP MEASURES

EBITDAR	Four Quarters Ended	
	November 3, 2017	October 28, 2016
Net Earnings	3,556	2,441
Interest ¹	639	630
Taxes	2,099	1,945
Depreciation and Amortization ²	1,536	1,573
Share-based Payments	98 ³	103
Rent	603	522
Certain Charges	561 ⁴	992 ⁵
EBITDAR	9,092	8,206

¹ Interest includes amortization of original issue discount, deferred loan costs & other non-cash amortization charges

² Depreciation and amortization represents total Company depreciation, including Distribution Networks and Millworks, as well as amortization of certain trademarks and intangibles

³ Includes a \$3M benefit related to award forfeitures associated with the productivity initiative.

⁴ Certain charges includes \$464M loss on extinguishment of debt and \$97M charge from severance-related costs associated with productivity initiatives.

⁵ Certain charges includes the following: \$290M impairment associated with the joint venture in Australia; \$76M goodwill and long-lived asset impairment charge associated with Orchard Supply Hardware; \$96M charge related to a write-off as part of the Company's ongoing review of strategic initiatives; and \$530M associated with the joint venture in Australia.

RECONCILIATION OF NON-GAAP MEASURES

	Four Quarters Ended	
	November 3, 2017	October 28, 2016
Lease Adjusted Debt		
Short-term Borrowings	171	—
Current Maturities of LTD	297	800
Long-term Debt Excluding Current Maturities	15,570	14,395
Total Debt	16,038	15,195
6 Times Rent	3,619	3,134
Lease Adjusted Debt	19,657	18,329
EBITDAR	9,092	8,206
Lease Adjusted Debt to EBITDAR	2.16	2.23

RECONCILIATION OF NON-GAAP MEASURES

ROIC	Four Quarters Ended	
	November 3, 2017	October 28, 2016
Net Earnings	3,556	2,441
Interest	639	630
Loss on Extinguishment of Debt	464	—
Taxes	2,099	1,945
Net Operating Profit	6,758	5,016
Effective Tax Rate	37.1%	44.3%
Tax Adjustment	2,509	2,066
NOPAT	4,249	2,950
Average Debt and Equity	21,806	21,725
ROIC	19.49%	13.58%

RECONCILIATION OF NON-GAAP MEASURES

Free Cash Flow	FY 2017E	FY 2016	FY 2015
Net Cash Provided by Operating Activities	5,400	5,617	4,784
Capital Expenditures	1,200	1,167	1,197
Free Cash Flow	4,200	4,450	3,587

RECONCILIATION OF NON-GAAP MEASURES

The following provides a reconciliation of adjusted diluted earnings per share to diluted earnings per common share, the most directly comparable GAAP financial measure.

	Three Months Ended					
	November 3, 2017			October 28, 2016		
	Pre-Tax Earnings	Tax	Net Earnings	Pre-Tax Earnings	Tax	Net Earnings
Diluted earnings per share, as reported			\$1.05			\$0.43
Australian joint venture impairment	—	—	—	0.33	—	0.33
Project write-offs	—	—	—	0.11	(0.04)	0.07
Orchard Supply Hardware goodwill and long-lived asset impairment	—	—	—	0.09	(0.04)	0.05
Adjusted diluted earnings per share			\$1.05			\$0.88

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