



4th Quarter

FY 2024

Supplemental Information



Q4 Highlights - Sales

\$78.2B
Net Sales
+1.0% Growth¹

+5.4%
Comparable Sales
+6.9%
Adjusted Comparable Sales²

+6.4%
Comparable Traffic
-0.9%
Comparable Ticket

+18.9%
E-Comm Comparable Sales
+19.5%
Adjusted E-Comm Comparable Sales³

Comp Sales	US	Canada	Other International	Total Company
Sales	+5.3%	+5.5%	+5.7%	+5.4%
Ticket	-0.3%	-2.1%	-2.2%	-0.9%
Traffic	+5.6%	+7.7%	+8.1%	+6.4%

¹ - Last year's results included 17 reporting weeks for the quarter. Normalizing for the additional week net sales growth was +7.3%

² - Comparable Sales excluding impacts from gas inflation/deflation and FX

³ - E-commerce comparable Sales excluding impacts from FX

Net Income \$2.35B +9.0% Growth*	Diluted EPS \$5.29 +8.8% Growth*
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***- “Other” Items for the Quarter:**

- Last year's results included 17 weeks while this year's quarter had 16 weeks.
- This year's results included a non-recurring tax benefit of \$63M, or \$0.14/diluted share.
- Normalizing for both of the above items, net income and diluted EPS growth was 12.7% and 12.6%, respectively.

Gross Margin

11.00%

+40 bps vs. Q4 FY'23
+33 bps ex. gas impact

SG&A

9.04%

-8 bps vs. Q4 FY'23
-2 bps ex. gas impact

Reported		Ex Gas	Reported		Ex Gas
Core	-5bps	-11bps	Ops	-4bps	0bps
Other Bus	+44bps	+42bps	Central	-3bps	-2bps
2% Reward	-4bps	-3bps	Equity Comp	0bps	0bps
LIFO	+5bps	+5bps	Preopening	-1bp	0bps
Total	+40bps	+33bps	Total	-8bps	-2bps
Core on Core Sales: +9bps			+ = Favorable/lower, - = Unfavorable/higher		

+6.5%*

Membership Income
Growth (Normalized)

+7.4%*

Membership Income
Growth ex-FX (Norm.)

76.2MM

Paid Memberships
+7.3% Growth

136.8MM

Total Cardholders
+7.0% Growth

90.5%

Worldwide Membership
Renewal Rate

92.9%

US/CN Renewal Rate

35.4MM

Executive Memberships

73.5%

Penetration of Sales to
Executive Members



* - This year's results included 16 weeks, compared to 17 weeks last year. These numbers are normalized to adjust for the extra week last year.

+18.9%

E-Comm Comparable Sales

+19.5%

Adjusted E-Comm Comparable Sales¹

Top Sales Categories:

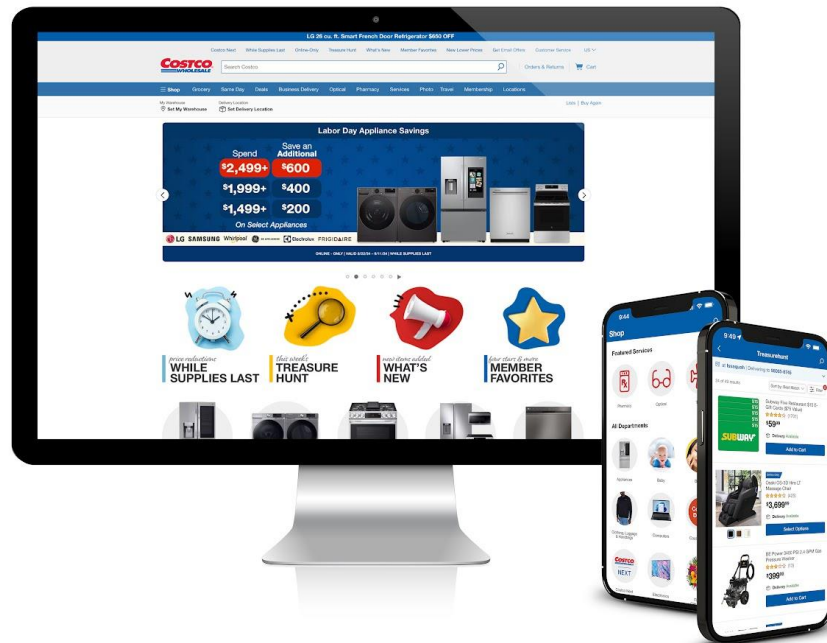
- Appliances
- Gold / Silver Bullion
- Home Furnishings
- Gift Cards

Digital Metrics (Normalized for 16-weeks):

- New Mobile Application Downloads: +29%
- Site Traffic: +8%
- Average Order Value: +5%
- Costco Logistics Deliveries: +17%

Digital Enhancements:

- Improved native search on US mobile app
- US warehouse inventory lookup within the app



¹ - E-commerce comparable Sales excluding impacts from FX



Q4 Highlights - Warehouse Expansion



Nanjing, China: 5/28/24



Cheongna, Korea: 8/22/24

	Q4 FY'23 End	FY'24 Q1 - Q3	FY'24 Q4	FY'24 End	FY'25 (E)
US	591	13	10	614	630
Canada	107	1	-	108	111
Other International	163	1	4	168	175
Total	861	15	14	890	916

Lowering Every Day Low Prices



New Items



KS Baguette 2pk
17% Reduction



KS Cashews
4% Reduction



KS Tempura Shrimp Taco Kit



KS Take and Bake Pizza



KS All Butter Pound Cake



KS Organic Golden Maple Syrup

Certain statements contained in this document constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. For these purposes, forward-looking statements are statements that address activities, events, conditions or developments that the Company expects or anticipates may occur in the future. In some cases forward-looking statements can be identified because they contain words such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “likely,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “seek,” “should,” “target,” “will,” “would,” or similar expressions and the negatives of those terms. Such forward-looking statements involve risks and uncertainties that may cause actual events, results or performance to differ materially from those indicated by such statements. These risks and uncertainties include, but are not limited to, domestic and international economic conditions, including exchange rates, inflation or deflation, the effects of competition and regulation, uncertainties in the financial markets, consumer and small business spending patterns and debt levels, breaches of security or privacy of member or business information, conditions affecting the acquisition, development, ownership or use of real estate, capital spending, actions of vendors, rising costs associated with employees (generally including health-care costs and wages), energy and certain commodities, geopolitical conditions (including tariffs), the ability to maintain effective internal control over financial reporting, regulatory and other impacts related to climate change, public-health related factors, and other risks identified from time to time in the Company’s public statements and reports filed with the Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made, and the Company does not undertake to update these statements, except as required by law. Comparable sales and comparable sales excluding impacts from changes in gasoline prices and foreign exchange are intended as supplemental information and are not a substitute for net sales presented in accordance with U.S. GAAP.