



**3rd Quarter**

**FY 2025**

**Supplemental Information**



# Q3 Highlights - Sales

**\$62.0B**  
Net Sales  
**+8.0% Growth**

**+5.7%**  
Comparable Sales  
**+8.0%**  
Adjusted Comparable Sales<sup>1</sup>

**+5.2%**  
Comparable Traffic  
**+0.4%**  
Comparable Ticket  
**+2.7%**  
Adjusted  
Comparable Ticket<sup>1</sup>

**+14.8%**  
E-Comm Comparable Sales  
**+15.7%**  
Adjusted E-Comm Comparable Sales<sup>2</sup>



<sup>1</sup> - Excluding impacts from changes in gasoline prices and foreign exchange

<sup>2</sup> - E-commerce Comparable Sales excluding impacts from FX

Comp Sales	US	Canada	Other International	Total Company
Sales	+6.6%	+2.9%	+3.2%	+5.7%
Ticket	+1.1%	-1.3%	-1.5%	+0.4%
Traffic	+5.5%	+4.3%	+4.8%	+5.2%
Adjusted Comp Sales <sup>1</sup>	US	Canada	Other International	Total Company
Sales	+7.9%	+7.8%	+8.5%	+8.0%
Ticket	+2.3%	+3.4%	+3.6%	+2.7%
Traffic	+5.5%	+4.3%	+4.8%	+5.2%

<sup>1</sup> - Excluding impacts from changes in gasoline prices and foreign exchange

<p>Net Income</p> <p><b>\$1.90B</b></p> <p><b>+13.2% Growth</b></p>
<p>Diluted EPS</p> <p><b>\$4.28</b></p> <p><b>+13.2% Growth</b></p>

## Gross Margin

**11.25%**

**+41 bps** vs. Q3 FY'24  
**+29 bps** ex. gas impact

## SG&A

**9.16%**

**-20 bps** vs. Q3 FY'24  
**-11 bps** ex. gas impact

Reported		Ex Gas <sup>1</sup>	Reported		Ex Gas <sup>1</sup>
Core	+36bps	+27bps	Ops	-13bps	-5bps
Other Bus	+30bps	+27bps	Central	-2bps	-1bps
LIFO	-23bps	-23bps	Equity Comp	+1bp	+1bp
Other <sup>2</sup>	-2bps	-2bps	Preopening	-1bp	-1bp
Total	+41bps	+29bps	Other <sup>2</sup>	-5bps	-5bps
Core on Core Sales: +36bps			Total	-20bps	-11bps

<sup>1</sup> – Excluding the impacts from changes in gasoline prices

<sup>2</sup> – Related to the one-time vacation accrual impact from the new employee agreement effective March 2025

+ = Favorable/lower, - = Unfavorable/higher

**+10.4%**

Membership Income  
Growth

**+11.4%**

Membership Income  
Growth ex-FX

**90.2%**

Worldwide Membership  
Renewal Rate

**92.7%**

US/CN Renewal Rate

**79.6MM**

Paid Memberships  
+6.8% Growth

**37.6MM**

Executive Memberships

**142.8MM**

Total Cardholders  
+6.6% Growth

**73.1%**

Penetration of Sales to  
Executive Members



## +14.8%

E-Comm Comparable Sales

## +15.7%

Adjusted E-Comm Comparable Sales<sup>1</sup>

### Top Sales Categories:

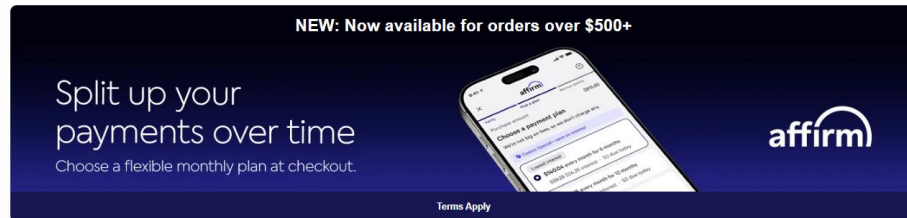
- Gold/Jewelry
- Toys
- HABA
- Majors
- Home Furnishings
- Housewares
- Small Electrics
- Apparel

### Digital Metrics:

- Site Traffic: +20%
- Average Order Value: +3%
- Costco Logistics Deliveries +31%

### Digital Enhancements:

- Partnership with Affirm for flexible payments plans



**Increased Savings Extended! Limited Time Only, 5/1 – 6/4/25**

**Buy More, Save *Even* More**

<b>BUY 2 ITEMS</b> Save <del>\$100</del> <b>\$150</b>	<b>BUY 3 ITEMS</b> Save <del>\$200</del> <b>\$300</b>
<b>BUY 4 ITEMS</b> Save <del>\$300</del> <b>\$450</b>	<b>BUY 5+ ITEMS</b> Save <del>\$400</del> <b>\$600</b>

Online-Only | Limit 2 Redemptions Per Membership | Delivery in 3 – 5 Days in Most Areas | See Item Page for Details

<sup>1</sup> - E-commerce Comparable Sales excluding impacts from FX



# Q3 Highlights - Warehouse Expansion



Highland, California: 3/8/25



Weatherford, Texas: 3/15/25

	Q4 FY'24 End	FY'25 Q1	FY'25 Q2	FY'25 Q3	Rest of FY (Estimated)	FY'25 End (Estimated)
US	614	2	1	7	5	629
Canada	108	1	-	-	1	110
Other International	168	3	-	1	3	175
Total	890	6	1	8	9	914



## Lowering Everyday Low Prices



**KS Organic EVOO 2L**  
From \$24.99 to \$18.39



**KS Organic Mixed Nut Butter**  
From \$8.69 to \$7.59



**KS Chocolate Macadamia Clusters**  
From \$17.99 to \$14.69



**KS Butter**  
\$1 per sell unit reduction

## New Items



**KS Mini Muffin Bites**



**KS Sugar Cookies**



**KS Smoked Pork Ribs**



**KS Apparel**



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), workforce interruptions, energy and certain commodities, geopolitical conditions (including tariffs), the ability to maintain effective internal control over financial reporting, regulatory and other impacts related to environmental and social matters, 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.