



**4th Quarter**

**FY 2025**

**Supplemental Information**



# Q4 Highlights - Sales

**\$84.4B**  
Net Sales  
**+8.0% Growth**

**+5.7%**  
Comparable Sales  
**+6.4%**  
Adjusted Comparable Sales<sup>1</sup>

**+3.7%**  
Comparable Traffic

**+1.9%**  
Comparable Ticket  
**+2.6%**  
Adjusted  
Comparable Ticket<sup>1</sup>

**+13.6%**  
E-Comm Comparable Sales  
**+13.5%**  
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	+5.1%	+6.3%	+8.6%	+5.7%
Ticket	+1.5%	+1.0%	+5.2%	+1.9%
Traffic	+3.5%	+5.3%	+3.2%	+3.7%
Adjusted Comp Sales <sup>1</sup>	US	Canada	Other International	Total Company
Sales	+6.0%	+8.3%	+7.2%	+6.4%
Ticket	+2.4%	+2.8%	+3.9%	+2.6%
Traffic	+3.5%	+5.3%	+3.2%	+3.7%

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

Net Income  
**\$2.61B**

**+10.9% Growth\***

Diluted EPS  
**\$5.87**

**+11.0% Growth\***

**\*- “Other” Items for the Quarter:**

- Last year’s results included a net non-recurring tax benefit of \$63 million, \$0.14 per diluted share, related to a transfer pricing settlement, and true-ups of tax reserves.
- Excluding last year’s tax benefit, net income and diluted EPS growth were both +14.0%.

**Gross Margin**

**11.13%**

**+13 bps** vs. Q4 FY’24

**+3 bps** ex. gas impact

**SG&A**

**9.21%**

**-17 bps** vs. Q4 FY’24

**-9 bps** ex. gas impact

Reported		Ex Gas <sup>1</sup>	Reported		Ex Gas <sup>1</sup>
Core	+30bps	+22bps	Ops	-15bps	-8bps
Other Bus	-11bps	-13bps	Central	-3bps	-2bps
LIFO	-6bps	-6bps	Equity Comp	+1bp	+1bp
Total	+13bps	+3bps	Preopening	0bp	0bp
Core on Core Sales: +29bps			Total	-17bps	-9bps
			+ = Favorable/lower, - = Unfavorable/higher		

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



# Q4 Highlights - Membership

**+14.0%**

Membership Income  
Growth

**+13.6%**

Membership Income  
Growth ex-FX

**89.8%**

Worldwide Membership  
Renewal Rate

**92.3%**

US/CN Renewal Rate

**81.0MM**

Paid Memberships  
+6.3% Growth

**38.7MM**

Executive Memberships

**145.2MM**

Total Cardholders  
+6.1% Growth

**74.2%**

Penetration of Sales to  
Executive Members



## +13.6%

E-Comm Comparable Sales

## +13.5%

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

### Top Sales Categories:

- Gold/Jewelry
- Housewares
- Tires
- Apparel
- Sporting Goods
- Majors
- Small Electrics
- Garden/Patio

### Digital Metrics:

- Ecommerce Site Traffic: +27%
- Costco Logistics Items Delivered +13%

### Digital Enhancements:

- Data augmentation to enhance search experience
- Online waiting room for hot items
- Relevant member messaging on home page
- Passwordless access for iOS/Android mobile app



Search for Items at  
**Your Local Warehouse**  
in the Costco App



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



# Q4 Highlights - Warehouse Expansion



Malmö, Sweden: 7/1/25



Allen, Texas: 8/15/25

	Q4 FY'24 End	FY'25 Q1 - Q3	FY'25 Q4	FY'25 End	FY'26 (E)
US	614	10	5	629	649
Canada	108	1	1	110	115
Other International	168	4	3	175	180
Total	890	15	9	914	944





## New Items



KS Ribbon



KS Wild Blueberries



KS Combo Calzone



KS Organic Extra Firm Tofu



KS Chicken Jerky Treat for  
Dogs 3LB



KS Whey Protein



KS Grass-Fed Beef Sticks



KS Apparel



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