



Q1 2021 RESULTS

Our outstanding performance continued this quarter, as we delivered strong sales growth and operating margin expansion. We delivered over 30% growth in Pro, over 18% growth in all 15 U.S. regions, and growth in Canada that outpaced the U.S. I would like to thank our front-line associates for their hard work and commitment to delivering exceptional customer service. Looking forward, I remain confident in our ability to accelerate our market share gains while driving further improvement in operating margin.

—Marvin R. Ellison, Lowe's President & CEO

FINANCIAL HIGHLIGHTS

\$24.4B

IN SALES
+24.1%

+24.4%

U.S. COMP
SALES

33.29%

GROSS
MARGIN
+19 basis points

13.29%

OPERATING
MARGIN
+317 basis points

\$3.21

DILUTED EPS
+82%

WE RETURNED
**\$3.5
BILLION**
TO OUR
SHAREHOLDERS
THROUGH DIVIDENDS
AND SHARE
REPURCHASES

U.S. COMPARABLE SALES SUMMARY

TRANSACTIONS/TICKET

COMP
TRANSACTIONS

11.3%

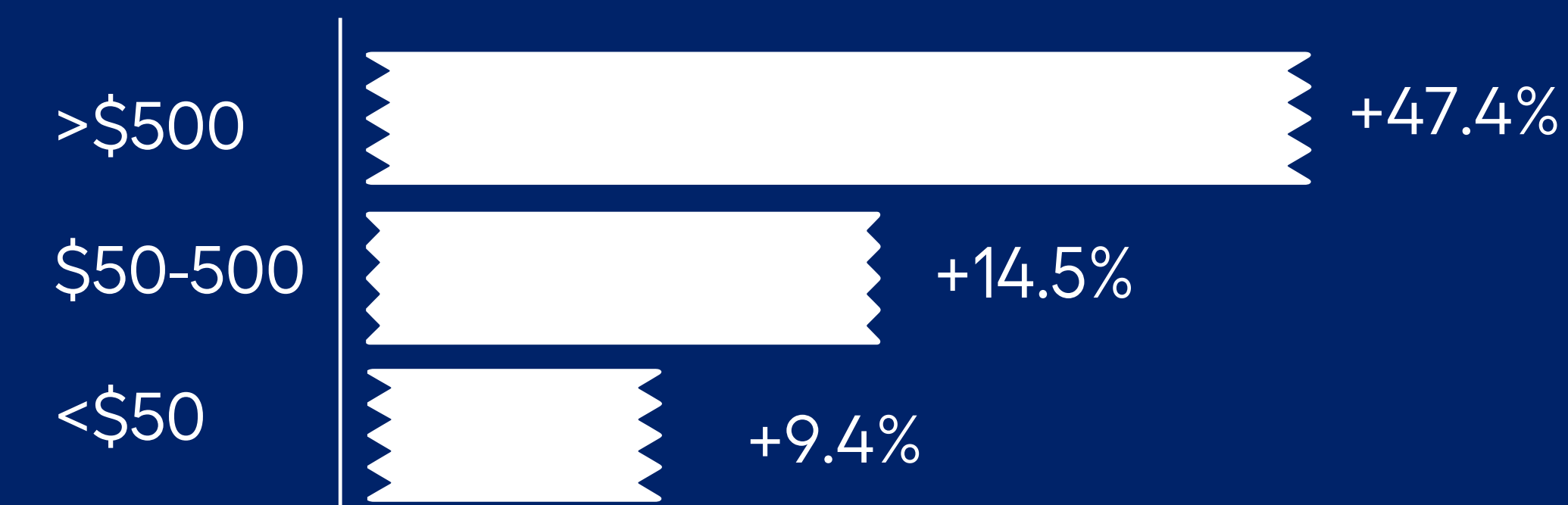
COMP AVERAGE
TICKET

\$93.81
+13.1%

LOWES.COM

SALES
GROWTH **+36.5%**

COMP SALES BY TICKET SIZE



**Positive Comps
Exceeding +18% in
All 15 U.S. Regions**

MERCHANDISING DEPARTMENT PERFORMANCE

Comp sales of **+15%** in **13 of 15** Merchandising Departments

**Above
Company
Average**



LUMBER



ELECTRICAL



SEASONAL &
OUTDOOR LIVING



KITCHENS
& BATH



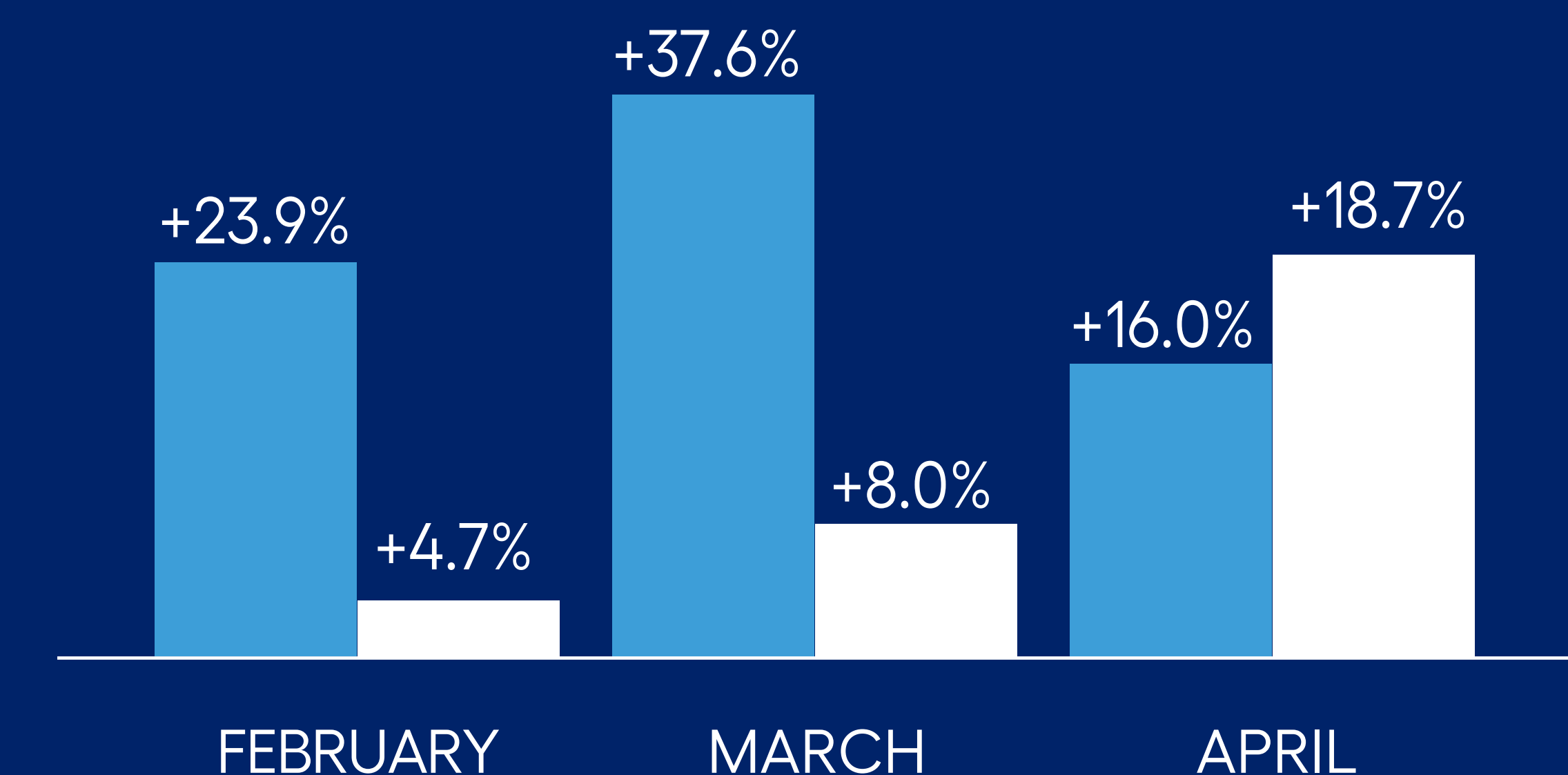
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MILLWORK

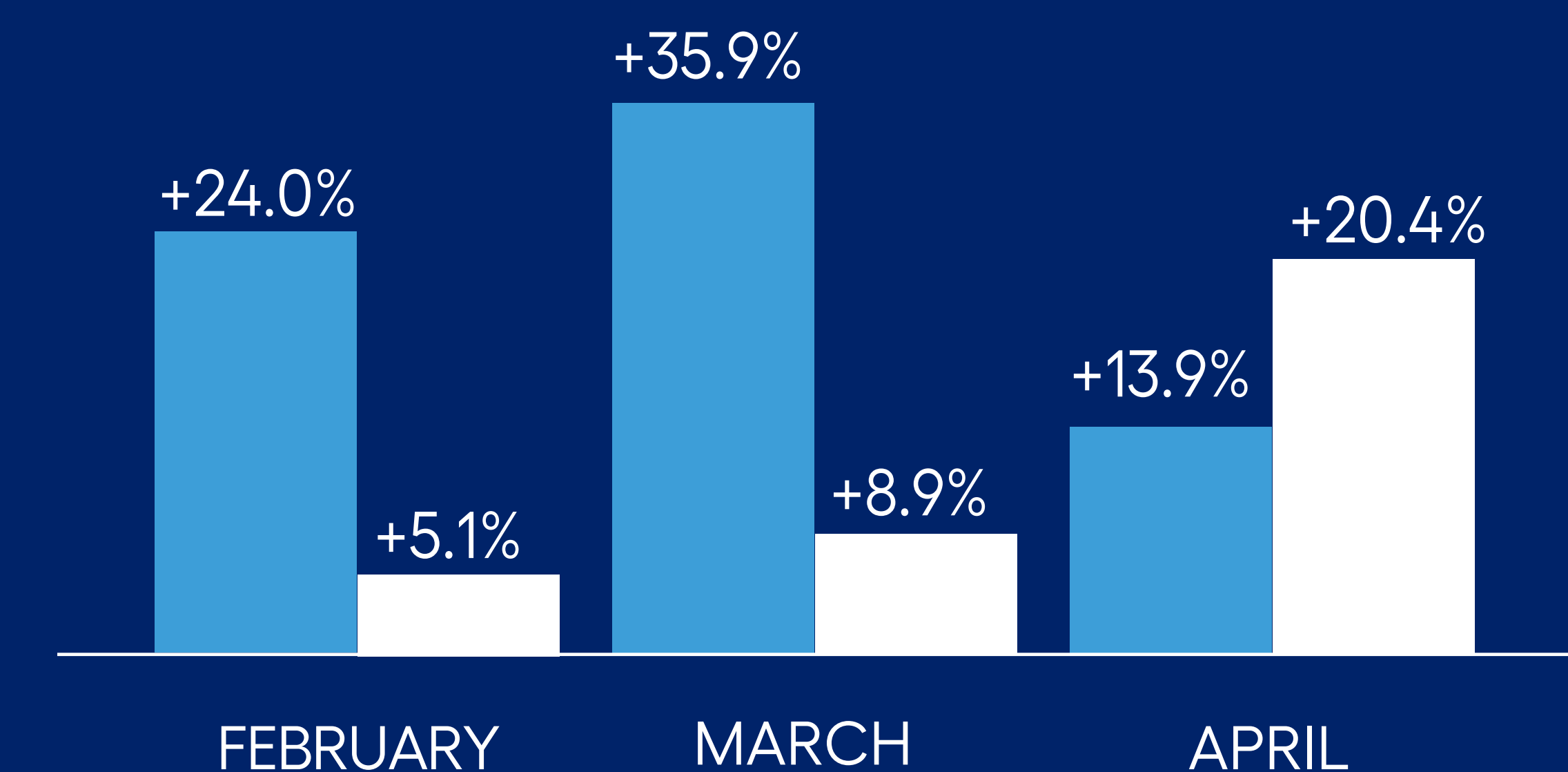
CONSOLIDATED COMP PERFORMANCE

■ 2021 ■ 2020



U.S. COMP PERFORMANCE

■ 2021 ■ 2020



Total Home Strategy

Providing a full complement of products and services for Pros and Consumers alike, enabling a Total Home solution for every need in the home

Market Share Acceleration



**Drive Pro
penetration**



**Accelerate
online business**



**Expand
installation
services**



**Drive
localization**



**Elevate
assortment**