



# Q2 2021 RESULTS

Our strong results this quarter demonstrate that our Total Home strategy is working, with U.S. sales comps up 32% on a two-year basis. In the quarter, we drove 21% growth in Pro, 10% growth in Installation Services and strong comps across Décor product categories. On Lowes.com, sales grew 7% on top of 135% growth last year. We also delivered significant operating margin expansion through our disciplined focus on driving productivity across the company. I would like to thank our front-line associates for their continued dedication to serving our customers and supporting safety in our stores. Looking forward, I am confident in the positive outlook for our industry, and our ability to drive operating margin expansion and market share gains.

—Marvin R. Ellison, Chairman & CEO

## FINANCIAL HIGHLIGHTS

**\$27.6B**  
IN SALES  
+1.0%

**-2.2%**  
U.S. COMP SALES  
2-YEAR COMP +32.0%

**33.78%**  
GROSS MARGIN  
-30 basis points

**15.27%**  
OPERATING MARGIN  
+78 basis points

**\$4.25**  
DILUTED EPS  
+14%

WE RETURNED  
**~\$3.6 BILLION**  
TO OUR SHAREHOLDERS  
THROUGH DIVIDENDS  
AND SHARE REPURCHASES

## U.S. COMPARABLE SALES SUMMARY

### TRANSACTIONS/TICKET

COMP TRANSACTIONS

**-12.5%**  
2-YEAR COMP +8.0%

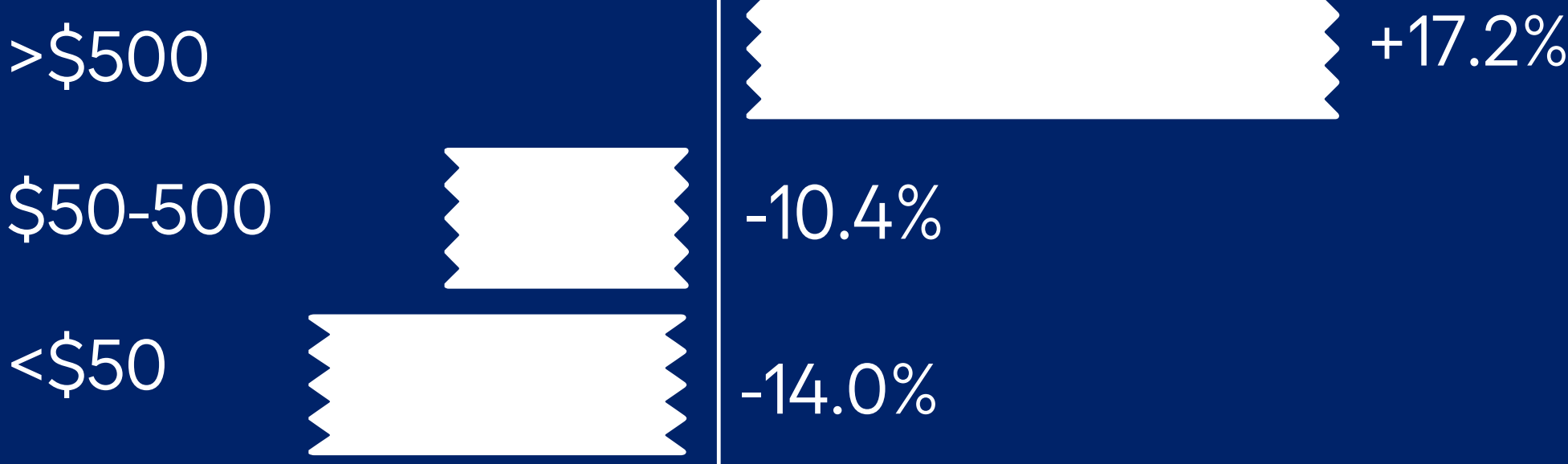
COMP AVERAGE TICKET

**+10.3%**  
\$93.68

LOWES.COM

SALES GROWTH **+7%**  
2-YEAR COMP +151%

### COMP SALES BY TICKET SIZE



**All 15 Regions**  
**Delivered 2-Year**  
**Comp Growth**  
**over +19%**

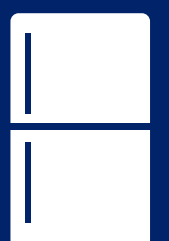
## PRODUCT CATEGORY PERFORMANCE

2-Year Comp exceeding **15%** in all product categories

Above  
Company  
Average  
(vs. Q2 2020)



LUMBER



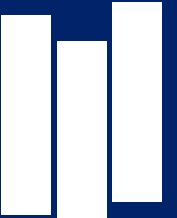
APPLIANCES



ELECTRICAL



KITCHENS  
& BATH



FLOORING



ROUGH  
PLUMBING



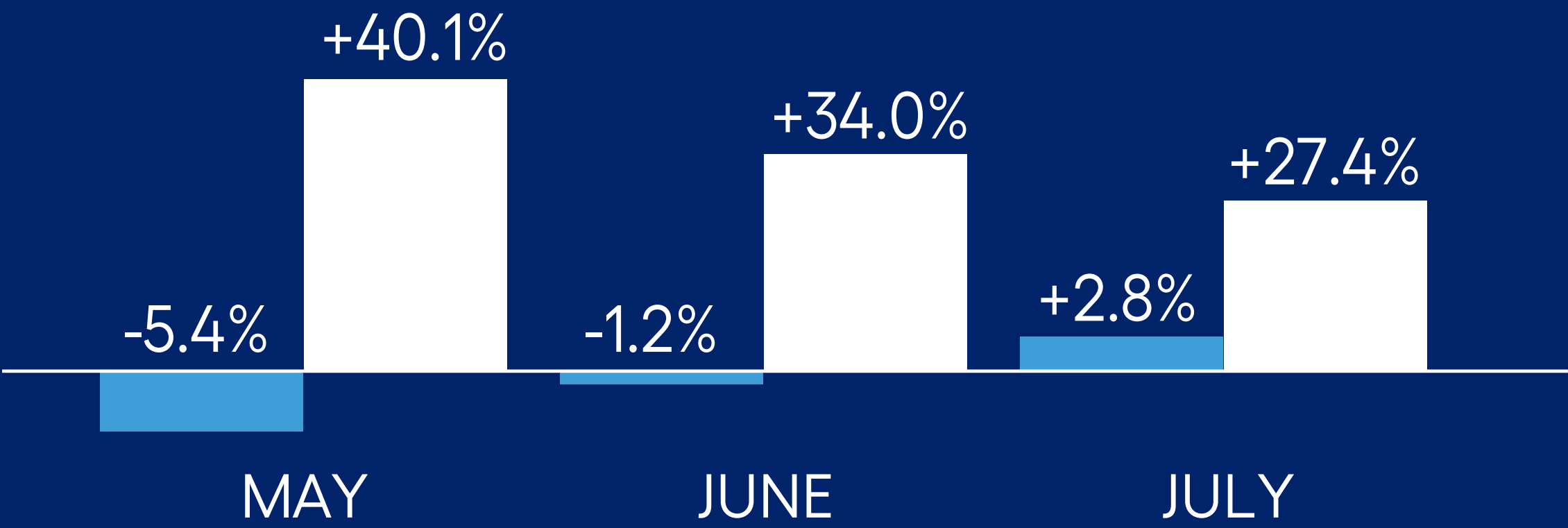
DÉCOR



MILLWORK

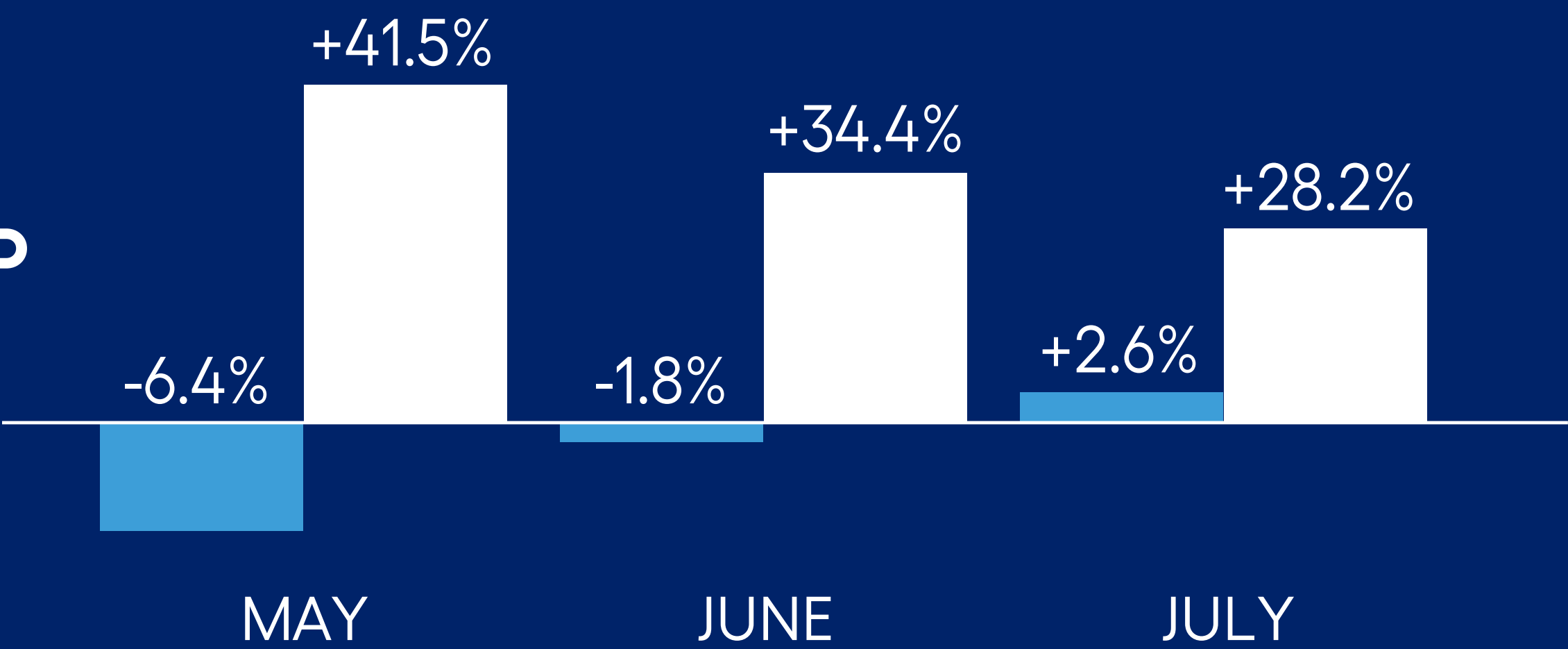
### MONTHLY COMP PERFORMANCE

2021 2020



### U.S. MONTHLY 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