



Q3 2021 RESULTS

Financial Highlights

\$22.9B

IN SALES
+2.7% vs. LY

+2.6%
U.S. COMP SALES

33.10%
GROSS MARGIN
+38 basis points

12.17%
OPERATING MARGIN
+242 basis points

\$2.73
+200% vs. LY DILUTED EPS
+38% vs. LY ADJUSTED DILUTED EPS¹

¹Adjusted Diluted EPS is a non-GAAP financial measure. Refer to [Lowe's.com/investor](https://www.lowes.com/investor) for a reconciliation of non-GAAP measures.


WE RETURNED
**~\$3.4
BILLION**

To our shareholders
through dividends and
share repurchases

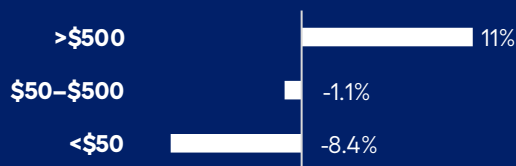
U.S. Comparable Sales Summary

 **-6.8%** COMP TRANSACTIONS
2-YR Comp +8.7%

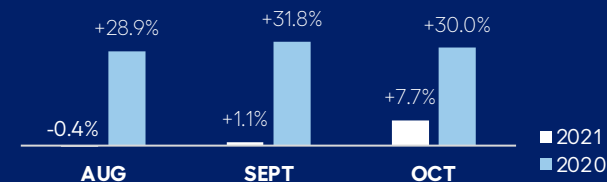
 **+9.4%** COMP **\$93.87** AVERAGE TICKET

 **+25%** LOWES.COM SALES GROWTH
2-YR Comp +158%

Comp Sales by Ticket Size



U.S. Monthly Comp Performance



Monthly Comp Performance



Product Category Performance

2-Year Comp exceeding **+17%** in all product categories

**ABOVE
COMPANY
AVERAGE
(vs. Q3 2020)**



ELECTRICAL



APPLIANCES



ROUGH
PLUMBING



FLOORING



SEASONAL &
OUTDOOR LIVING



BUILDING
MATERIALS



LAWN AND
GARDEN

"Our momentum continued this quarter, with U.S. sales comps up nearly 34% on a two-year basis, as our Total Home strategy is resonating with the Pro and DIY customer alike. In the quarter, we drove over 16% growth in Pro and 25% on Lowe's.com. We also delivered operating margin expansion by driving productivity through disciplined operational execution and cost management. I would like to thank our front-line associates for their ongoing dedication to outstanding customer service. Looking forward, I remain confident in our ability to drive further market share gains, operating margin expansion, and long-term value for our shareholders."

— Marvin R. Ellison, Chairman & CEO



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

LOWE'S 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**