



# Q1 2025

## RESULTS

**Marvin R. Ellison,**  
Chairman & CEO

"Despite near-term uncertainty and housing market headwinds, our team's unwavering focus on exceptional customer service has elevated satisfaction scores. Strategic investments in technology, inviting store environments, and our dedicated associates continue to solidify our commitment to our customers and communities."



### 3 of 15 Regions

Delivered comp growth above company average



### Ranked #1

In customer satisfaction by **J.D. Power** among home improvement retailers\*



### Awarded

The Webby in the App & Software, Shopping and Retail category for the Lowe's Customer app

\* For J.D. Power 2025 award information, visit [jdpower.com/awards](https://www.jdpower.com/awards)

## Financial Highlights

**-1.7%**

COMP SALES

**33.4%**

GROSS MARGIN

+19 basis points vs. LY

**11.9%**

OPERATING MARGIN

-50 basis points vs. LY

**\$2.92**

DILUTED EPS

-4.6% vs. LY

We returned

**\$645 MILLION**

to our shareholders through dividends

### Comparable Sales Summary

COMP TRANSACTIONS

**-3.8%**

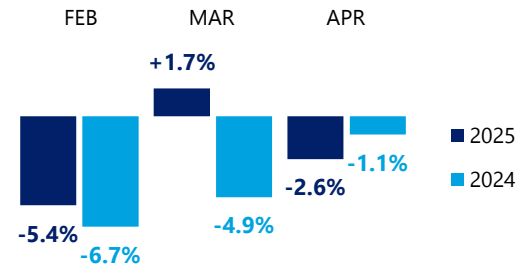
COMP **\$105.20**  
AVERAGE TICKET

**+2.1%**

ONLINE  
SALES GROWTH

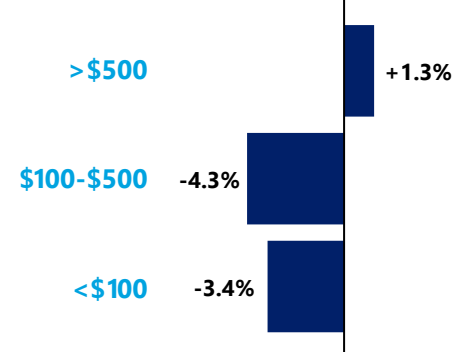
**+6.0%**

### Monthly Comp Sales Performance



Later Easter timing benefited March by approximately 250bps and pressured April by a similar amount (stores closed on Easter).

### Comp Sales by Ticket Size



### Product Category Performance

Comp above company average in

**4 of 14**  
product categories



BUILDING MATERIALS



APPLIANCES



ROUGH PLUMBING



HARDWARE

### Total Home Strategy Updates



Launched **Mylow**, the first AI-powered home improvement virtual advisor for customers and associates



Leveraging Mirakl's leading technology platform to rapidly scale **Lowe's online marketplace**



Pro comp sales up **mid-single digits**



## Total Home Strategy

Solving problems  
and fulfilling dreams  
for the home



Drive **Pro** penetration



Accelerate **online** sales



Expand **home** services



Create a **loyalty** ecosystem



Increase **space** productivity