



**4<sup>th</sup> Quarter**

**FY 2021**



**Certain statements contained in this document constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. For these purposes, forward-looking statements are statements that address activities, events, conditions or developments that the Company expects or anticipates may occur in the future. In some cases forward-looking statements can be identified because they contain words such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “likely,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “seek,” “should,” “target,” “will,” “would,” or similar expressions and the negatives of those terms. Such forward-looking statements involve risks and uncertainties that may cause actual events, results or performance to differ materially from those indicated by such statements. These risks and uncertainties include, but are not limited to, domestic and international economic conditions, including exchange rates, the effects of competition and regulation, uncertainties in the financial markets, consumer and small business spending patterns and debt levels, breaches of security or privacy of member or business information, conditions affecting the acquisition, development, ownership or use of real estate, capital spending, actions of vendors, rising costs associated with employees (generally including health-care costs), energy and certain commodities, geopolitical conditions (including tariffs), the ability to maintain effective internal control over financial reporting, COVID-19 related factors and challenges, including among others, the duration of the pandemic, the unknown long-term economic impacts, reduced customer shopping due to illness, travel restrictions or financial hardship, shifts in demand away from discretionary or higher-priced products, reduced workforce due to illness, quarantine, or government mandates, temporary store closures due to reduced workforces or government mandates, or supply-chain disruptions, and other risks identified from time to time in the Company’s public statements and reports filed with the Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made, and the Company does not undertake to update these statements, except as required by law.**

# Moriyama, JP





**Murfreesboro, TN**

# Little Rock, AR





**Moore, OK**

# Springfield, MO



# NE Naperville, IL





# Costco Today

Q4-end (August 29, 2021)

- **3<sup>rd</sup> Largest Global retailer**
- **12<sup>th</sup> Largest in Fortune 500**
- **\$199 Billion market cap**



# Costco Today

Q4-end (August 29, 2021)

- **Sales \$192B – FY'21**
- **119M Sq. Ft. (146K / whse.)**
- **288K employees worldwide**



# Costco Today

Q4-end (August 29, 2021)

## 815 Warehouses Worldwide

564 - U.S.	14 - Taiwan*
105 - CN	12 - Australia
39 - Mexico	3 - Spain
30 - Japan	1 - Iceland
29 - UK	1 - France
16 - Korea	1 - China

\*Republic of China



# Costco Today

## Members:

- 61.7M households
- 111.6M total cardholders
- 91.3% renewal rate (U.S. & CN)
- \$3.9B membership fee income



# Fiscal Year (000's)

	<u>2020</u>	<u>2021</u>
Sales	\$163,220	\$192,052
Gross Margin	11.20%	11.13%
Membership	2.17%	2.02%
SG&A	<u>10.01%</u>	<u>9.61%</u>
Operating Inc.	\$5,434	\$6,708
Net Income	<u>\$4,002</u>	<u>\$5,007</u>
E.P.S.	<u>\$9.02</u>	<u>\$11.27</u>



## 4<sup>th</sup> Quarter (000's)

	<u>2020</u>	<u>2021</u>	
<b>Sales</b>	\$52,277	\$61,441	+18%
<b>Operating Income</b>	\$1,929	\$2,275	+18%
<b>Net Income</b>	<u>\$1,389</u>	<u>\$1,670</u>	+20%
<b>E.P.S.</b>	<u>\$3.13</u>	<u>\$3.76</u>	+20%



# Financial Position (M's)

Q4, FY'21

<b>Cash, Equiv, &amp; STI</b>	<b>\$12,175</b>
<b>Property &amp; Equipment (net)</b>	<b>\$23,492</b>
<b>L.T. &amp; S.T. Debt</b>	<b>\$7,491</b>
<b>Stockholders' Equity</b>	<b>\$17,564</b>

# Dividends

- **Initiated May 2004 at \$0.40**
- **Currently at \$3.16 annually**
- **Compound Annual Growth Rate 13%**
- **\$1.4B Annually**

# New Brands



TRINA TURK  
Samsonite



DENON

Adsorb  
the beauté



Casper

HICKEY FREEMAN  
NEW YORK

Tommy Bahama  
HOME



Kate  
Somerville

SONY 4K HDR



boscia.

simplehuman



Apple MacBook

DHC

KEURIG



SPERRY  
Since 1935

Klipsch

kate spade  
NEW YORK

SONOS  
The Home Sound System

Instant Pot

BCBGIRLS

VERA WANG

dyson

NAUTICA



KitchenAid

# Electronics



LG UHD TV AI ThinQ

65UN85

Real 4K IPS

AI Processor

ThinQ

True Cinema Experience

Unlimited Entertainment

Native 120Hz

IPS avec véritable résolution 4K

AI Processor

ThinQ

Véritable expérience de cinéma

Un divertissement infini

Native 120Hz

2020 NOUVEAU NEW

65"

UHD TV

65"

NETFLIX Disney+ Amazon Prime Video Sling Hulu VUDU

Magic Remote Control

2020 NOUVEAU NEW

65"

NETFLIX Disney+ Amazon Prime Video Sling Hulu

Available now in-store



Video Doorbell 2 With Chime



Alarm Home Security Kit

ThinQ AI

AI Processor

4K Cinema HDR

DOLBY DIGITAL

Magic Remote

Available now in-store



Video Doorbell 2 With Chime



Alarm Home Security Kit

ring Always home.

ring Always home.

26DT 82

985 LG 65" CL 4K UHD

# Apparel



1419660  
KIDS BOYS OUTERWEAR  
KIDS (M, S)  
7.00  
1232464  
LITTLE BOYS  
KIDS (M, S)  
8.00

1415156  
32 DEGREES  
YOUTH FULL ZIP FLEECE  
12.99

14.97

S  
17/81  
YOUTH  
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**COSTCO**  
COM

# Jewelry



Ask me about  
**Costco.com**  
Download App

ring  
Alerts Home Security Kit

# Wine Department



# Produce



# Bakery

**KIRKLAND**  
*Signature* **BAKERY**

**PASTRIES • COOKIES**



# Meat Department



33712 ITEM #  
CHUCK ROAST BONELESS  
USE 66997  
PER LB.  
**4.69**

# Seafood

15337  
WILD SOCKEYE SALMON  
PREVIOUSLY FROZEN  
PER LB.

9.99

• PREVIOUSLY FROZEN  
• SKINLESS, BONE IN

COSTCO WHOLESALE

COSTCO WHOLESALE



# Service Deli



# Pharmacy



PHARMACY



PRESCRIPTION DROP-OFF

etaphil



DATEP... SELLING

13.99 41.99 41.99



# Optical



# HEARING AIDS AVAILABLE HERE

## Free Hearing Test

Test to determine if you could be helped by a hearing aid  
BY A LICENSED PROFESSIONAL

LATEST TECHNOLOGY

CUSTOM FIT

DIGITAL HEARING AIDS

**COSTCO**  
HEARING AID CENTER

# Hearing Aid

**KIRKLAND**  
PREMIUM  
Kirkland Signature 9.0 Premium  
Digital Hearing Instruments Kit  
\$1,499<sup>99</sup>



9.0

**HEARING AID CENTER**  
OPERATING HOURS

10:00-6:00
10:00-6:00
10:00-6:00
10:00-6:00
10:00-6:00
9:30-5:30
9:00-4:00

Logan Radcliffe  
Hearing Aid Dispenser  
#013128070

Rachel Aull  
Hearing Aid Dispenser  
#60854847

Logan Radcliffe  
Hearing Aid Dispenser  
#013128070

**Financing Account (PSA)**

Financing Account (PSA)  
Visit us at Hearing Aid Center  
to see our financing options and staff for  
more information.



# Food Court

**KIRKLAND**



**2.49**  
**ICE CREAM SUNDAE**  
VANILLA ICE CREAM  
STRAWBERRY OR  
CHOCOLATE TOPPING  
650-690 cal.

**1.99**  
**ICE CREAM CUP**  
VANILLA ICE CREAM  
550 cal.

**KIRKLAND**



**2.99**

**FRUIT SMOOTHIE**  
• 16 OZ. SMOOTHIE  
• 100% NATURAL FRUIT  
• 1 CUP OF YOGURT  
220 cal.

**COLD BREW MOCHA FREEZE**  
• 16 OZ. SMOOTHIE  
• 100% NATURAL FRUIT  
• 1 CUP OF YOGURT  
• 1 CUP OF MOCHA  
390 cal.

**KIRKLAND**



**pepsi**

**1.50**

**¼ POUND PLUS ALL BEEF HOT DOG AND 20 oz. SODA (With Refill)**  
580 - 850 cal.

**KIRKLAND**



**1.99** **8.95**

**KIRKLAND**



**2.99**

**CHICKEN BITES**  
580 cal.

**KIRKLAND**



**.59**

**16 oz. SODA**  
5.49 cal.

**COSTCO**



**PIZZA!**  
12" Thick Slice  
**0.95**



13530

13'-6"

# Gasoline



# Car Wash



# Tire Center



**Costco**  
WHOLESALE  
Masking with  
All Workwear,  
Shirts  
and Sweaters  
Must Have  
Face Coverage  
Must be worn at all times  
Must be worn over the nose and mouth  
Must be worn over the mouth and nose  
Must be worn over the mouth and nose  
Must be worn over the mouth and nose

Keith

**COSTCO**  
WHOLESALE

13

EVER BETTER DEAL  
SAVING \$100 OFF  
\$150

# Ecommerce

## Costco Grocery

### 2-Day

### Same-Day

Non-perishable Food & Household Supplies  
Nationwide Delivery

All Groceries Including Fresh  
Delivery in Most Metropolitan Areas



# Travel

- Packages
- Hotels
- Cruises
- Rental Cars

- Vacation Packages
- Hotel + Flight

\* Indicates required fields

Destination*	Region*	Departure*	Return*
<input type="text" value="Please select a destination"/>	<input type="text"/>	<input type="text" value="mm/dd/yyyy"/>	<input type="text" value="mm/dd/yyyy"/>

<input checked="" type="checkbox"/> Flying From	Class	Rooms	Adults (19+)	Children (0-18)	<a href="#">Find My Vacation</a>
<input type="text" value="Enter departure airport"/>	<input type="text" value="Any"/>	<input type="text" value="1"/>	<input type="text" value="2"/>	<input type="text" value="0"/>	

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