

## Costco Wholesale (COST)

**\$854.50** (Stock Price as of 01/02/2026)

Price Target (6-12 Months): **\$1,021.00**

Long Term: 6-12 Months | **Zacks Recommendation:** **Outperform**  
(Since: 04/27/22)  
Prior Recommendation: Neutral

Short Term: 1-3 Months | **Zacks Rank:** (1-5) **3-Hold**  
Zacks Style Scores: **VGM: B**  
Value: D | Growth: A | Momentum: B

### Summary

Being a consumer defensive stock, Costco has survived the market turmoil pretty well, supported by its resilient membership-based model, disciplined pricing, and operational excellence. The company's consistent renewal rates and expanding member base reinforce its dependable recurring revenue stream, while the Kirkland Signature brand continues to drive margin strength. Robust e-commerce momentum and growing adoption of digital fulfillment services enhance Costco's omnichannel reach, driving traffic. Strategic sourcing, diversification, and supply chain efficiency have helped mitigate tariff and cost pressures. Backed by a solid liquidity position, Costco remains well-positioned to capitalize on global growth opportunities. We expect Costco to register a 10.9% adjusted earnings per share increase in fiscal 2026 on 7.9% revenue growth.

### Data Overview

52 Week High-Low	<b>\$1,078.24 - \$844.06</b>
20 Day Average Volume (sh)	<b>2,688,280</b>
Market Cap	<b>\$382.8 B</b>
YTD Price Change	<b>0.0%</b>
Beta	<b>1.02</b>
Dividend / Div Yld	<b>\$5.20 / 0.6%</b>
Industry	<b><a href="#">Retail - Discount Stores</a></b>
Zacks Industry Rank	<b>Top 17% (40 out of 243)</b>

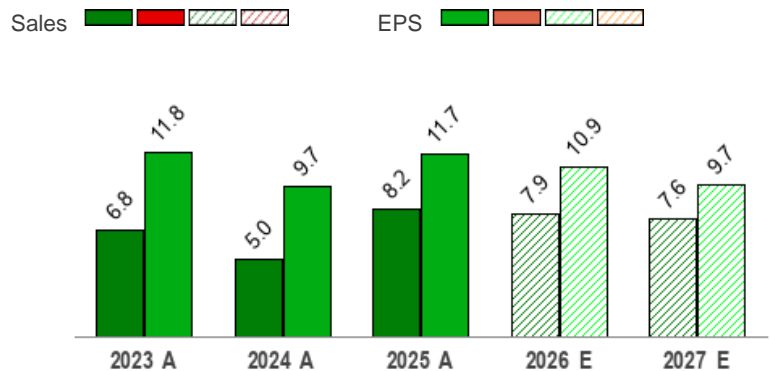
Last EPS Surprise	<b>1.9%</b>
Last Sales Surprise	<b>0.0%</b>
EPS F1 Est- 4 week change	<b>0.6%</b>
Expected Report Date	<b>03/05/2026</b>
Earnings ESP	<b>0.0%</b>

P/E TTM	<b>46.6</b>
P/E F1	<b>42.8</b>
PEG F1	<b>4.2</b>
P/S TTM	<b>1.4</b>

### Price, Consensus & Surprise<sup>(1)</sup>



### Sales and EPS Growth Rates (Y/Y %)<sup>(2)</sup>



### Sales Estimates (millions of \$)<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2027	72,795 E	74,119 E	73,223 E	99,401 E	319,537 E
2026	67,307 A	68,928 E	68,138 E	92,548 E	296,891 E
2025	62,151 A	63,723 A	63,205 A	86,156 A	275,235 A

### EPS Estimates<sup>(2)</sup>

	Q1	Q2	Q3	Q4	Annual*
2027	4.67 E	4.92 E	5.34 E	6.96 E	21.89 E
2026	4.34 A	4.47 E	4.87 E	6.36 E	19.95 E
2025	3.82 A	4.02 A	4.28 A	5.87 A	17.99 A

\*Quarterly figures may not add up to annual.

(1) The data in the charts and tables, except the estimates, is as of 01/02/2026.

(2) The report's text, the analyst-provided estimates, and the price target are as of 12/09/2025.

## Overview

Based in Issaquah, Washington, Costco Wholesale Corporation sells high volumes of foods and general merchandise (including household products and appliances) at discounted prices through membership warehouses. It is one of the largest warehouse club operators in the United States. The company also operates e-commerce sites in the United States, Canada, the United Kingdom, Mexico, Korea, Taiwan, Japan and Australia.

The company's warehouses offer an array of low-priced nationally branded and select private-labeled products in a wide range of merchandise categories. Costco offers three types of memberships to its customers: Business, Gold Star (individual), and Executive.

As of Dec 3, 2025, Costco operates 921 warehouses, including 633 in the United States and Puerto Rico, 112 in Canada, 42 in Mexico, 37 in Japan, 29 in the United Kingdom, 20 in Korea, 15 in Australia, 14 in Taiwan, seven in China, five in Spain, three in France, two in Sweden, and one each in Iceland, and New Zealand.

Costco generates revenue from two sources: 1) Store sales (Net sales; 98% of fiscal 2024 total revenue) and 2) Membership fees (MFI; 2% of fiscal 2024 total revenue).

Costco offers a myriad of food products as well as a vast range of household and lifestyle products, stationeries and appliances. The company also sells gasoline to customers at cheap prices. It offers merchandise in the following categories:

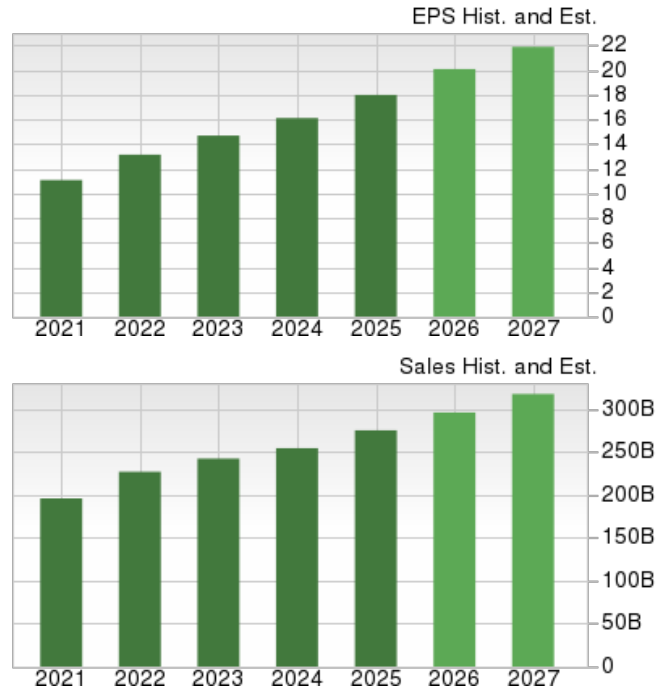
Food and Sundries (including dry foods, packaged foods, groceries, snack foods, candy, alcoholic and nonalcoholic beverages, and cleaning supplies)

Hardlines (including major appliances, electronics, health and beauty aids, hardware, and garden and patio)

Fresh Foods (including meat, produce, deli, and bakery)

Softlines (including apparel and small appliances)

Ancillary (including gasoline and pharmacy businesses).



As of 12/09/2025



As of 01/02/2026

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## Reasons To Buy:

- ▲ **A Dominant Warehouse Retailer:** Costco stands tall as a dominant force in the warehouse retail sector, boasting a wide array of high-quality merchandise. Its distinctive membership-based business model and pricing strength differentiate it from traditional competitors. The company's emphasis on bulk sales and efficient inventory management allows it to keep prices low, making it a preferred shopping destination for budget-conscious consumers. This competitive pricing strategy helps Costco maintain steady store traffic and robust sales volumes. No wonder the company's total paid members have been rising. Its growing customer base and high renewal rates have been fortifying its position. The company boasts high membership renewal rates, which indicates strong customer loyalty and a steady stream of recurring revenues. Traffic or shopping frequency improved 3.7% globally and 3.5% in the United States, while the average transaction or ticket grew 1.9% worldwide and 1.5% in the United States during the fourth quarter of fiscal 2025.
- ▲ **Expanding Membership Base:** Costco's membership ecosystem remains its strongest moat. Paid memberships climbed 6.3% to 81 million, while total cardholders reached 145.2 million, up 6.1% from the year-ago period. Executive members grew 9.3% to 38.7 million, now accounting for nearly 47.7% of total paid members and 74.2% of global sales. Membership fee income surged 14% year over year to \$1,724 million, driven by higher-tier conversions and enhanced member benefits such as Executive hours and Instacart perks. This recurring, high-margin revenue stream provides reliable earnings visibility and long-term shareholder value. We expect the company's total paid members to be approximately 85.9 million at the end of fiscal 2026, representing an increase of 6.1% from fiscal 2025. We also estimate a 7.8% jump in net sales and a 9.1% rise in total membership fees income for fiscal 2026. These translate into an estimated revenue improvement of 7.9% for fiscal 2026.
- ▲ **Decent Comparable Sales Performance:** Costco's brand name, geographical presence, and product breadth tend to draw customers. This is leading to decent comparable sales numbers. A favorable product mix, steady store traffic, and improved customer value proposition position the company well to gain market share. The company's first-quarter fiscal 2026 comparable sales showcased a decent improvement. The metric rose 6.4% from the prior-year quarter, following an equivalent increase recorded in the preceding quarter. We expect a 5.9% and 5.7% jump in comparable sales in fiscal 2026 and 2027, respectively.
- ▲ **Increasing E-Commerce Penetration:** Costco's digital and e-commerce initiatives continue to gain traction, contributing to overall sales growth. The launch of a Buy Now Pay Later program in partnership with Affirm has offered members greater purchasing flexibility, especially for higher-priced items. The company has been expanding its e-commerce capabilities in the United States, Canada, the U.K., Mexico, Korea, Taiwan, Japan, and Australia. E-commerce comparable sales advanced 13.6% in the fourth quarter, with traffic up 27% and total digitally enabled sales surpassing \$27 billion for the year. Costco Logistics deliveries grew 13% during the quarter, reflecting increasing adoption of big-ticket online purchases. The rollout of improved search algorithms, passwordless sign-ins, and new digital merchandising tools has boosted conversion. By deepening digital engagement and integrating fulfillment services like installation and haul-away, Costco is broadening its revenue base beyond physical warehouses.
- ▲ **Focus on Enhancing Footprint:** Costco's expansion strategy continues to look pretty impressive. The company remains committed to opening new clubs in the domestic and international markets. In our view, the company's expansion strategy is a natural hedge against risks that may arise in specific markets. Costco currently operates 921 warehouses, including 633 in the United States and Puerto Rico, and 112 in Canada, and plans roughly 35 new openings in fiscal 2026, taking the store count toward an estimated 944. New international locations, particularly in Asia and Europe, continue to generate robust new-member signups and strong early traffic patterns. With proven unit economics and underpenetrated global markets, Costco's global footprint provides a durable multi-year revenue expansion runway. Costco invested roughly \$1.97 billion of capex in the fourth quarter and about \$5.5 billion for fiscal 2025 to support an accelerated warehouse program, remodel cadence, and targeted manufacturing.
- ▲ **Effective Pricing Strategy and Tariff Management:** Management outlined a comprehensive, multi-pronged strategy to mitigate tariff-related cost pressures. This includes shifting sourcing closer to demand centers, consolidating global procurement to leverage scale, expanding the Kirkland Signature portfolio to offset higher-cost national brands, and selectively absorbing costs through operational efficiencies. These measures have enabled Costco to maintain price stability for members while safeguarding its value proposition and competitive standing. If sustained, this approach could help reduce margin volatility tied to geopolitical and tariff cycles. Notably, successful sourcing transitions, such as locally produced Kirkland Signature items, underscore Costco's ability to defend margins without compromising customer value or long-term brand equity.
- ▲ **Strong Liquidity Position:** With cash & cash equivalents (including short-term investments of \$1,123 million) of \$15,284 million at the end of the fourth quarter of fiscal 2025, Costco looks quite comfortable from the liquidity point of view. Long-term debt (excluding the current portion) of \$5,713 million as of Aug. 31, 2025, is quite lower in comparison to the company's cash availability. For fiscal 2025, Costco generated \$13,335 million of cash from operations. High operating cash flow plus a strong balance sheet gives Costco the flexibility to fund unit growth, remodels, strategic manufacturing and logistics investments, continued share repurchases, and dividend payments. The company's board of directors on April 16, 2025, raised the quarterly dividend by 12.1% to \$1.30 per share.

Costco's growth strategies, better price management, decent membership trends and increasing e-commerce penetration should help the stock maintain an upbeat performance.

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## Risks<sup>(2)</sup>

- **Membership Renewal Rate Pressure from Online Signup Mix:** Although paid memberships rose solidly, renewal rates softened slightly due to a higher proportion of online signups, which historically renew at lower rates. The U.S./Canada renewal rate declined 40 basis points to 92.3%, while worldwide renewals fell to 89.8%. Management expects continued modest pressure in the upcoming quarters. Should renewal softness persist, growth in membership-fee income—one of Costco's most profitable revenue streams—could decelerate, weighing on earnings predictability and valuation.
- **Rising SG&A Expenses May Strain Margins:** Costco has been experiencing an increase in SG&A expenses due to strategic initiatives aimed at furthering customer engagement, technological advancements, planned marketing campaigns, and higher expenses related to labor and utilities. The company experienced a 10.1% jump in SG&A expenses and a 7.8% uptick in merchandise costs during the fourth quarter of fiscal 2025. This growth follows increases of 10.4% and 7.5%, respectively, in the preceding quarter. It's crucial to note that any rise in expenses, unless completely offset by increased sales, can directly impact profit margins. We anticipate an increase of 7.7% in merchandise costs in fiscal 2026. Wage inflation and SG&A pressure remain persistent headwinds.
- **Stretched Valuation:** In terms of the price-to-earnings (P/E) ratio, Costco is currently trading at a premium to its industry as well as the S&P 500. The stock has a forward 12-month P/E ratio of 43.35, which is below the median level of 49.85 and the high level of 57.34 scaled in the past year. This compares to the trailing 12-month P/E ratio of 30.16 and 24.94 for the industry and the sector, respectively.
- **Foreign Currency Headwind & Vulnerability to Gas Price:** Costco's extensive global operations, while fueling long-term growth, also expose the company to foreign currency fluctuations that can affect its reported results. Shifts in exchange rates across key international markets may impact both revenue and profitability, adding an element of volatility to financial performance. Additionally, the company remains sensitive to changes in fuel prices, which can influence reported sales trends. In the fourth quarter of fiscal 2025, gas price deflation reduced sales by about 0.9%, reflecting how movements in global energy markets can temporarily obscure underlying strength in customer traffic and core merchandise sales.
- **Sustained Market Pressure from Key Rivals:** Costco faces stiff competition from BJ's Wholesale Club and Sam's Club, a division of Wal-Mart Stores. These two rivals follow similar business models. Sam's Club, in particular, poses the biggest threat to Costco as both target professionals and small-business owners who typically make bulk purchases. We believe any incremental investments or aggressive pricing strategy to stay ahead of the competition may hurt margins.
- **Softening Sentiment Could Weigh on Traffic & Basket Sizes:** Consumer confidence remains a key determinant of Costco's sales momentum, given its reliance on discretionary spending and membership renewals. Any weakening in consumer sentiment — driven by higher interest rates, tighter credit conditions, or elevated household debt — could weigh on traffic and basket sizes. While Costco's value-oriented model and strong member loyalty provide a cushion during economic slowdowns, sustained pressure on real incomes or employment levels may temper spending on higher-margin discretionary categories. Such macroeconomic headwinds could modestly impact sales growth and profitability, particularly if consumer focus shifts more heavily toward essentials rather than big-ticket or non-food items.

## Last Earnings Report

### Costco Q4 Earnings Top Estimates, Comparable Sales Rise 5.7%

Costco Wholesale Corporation reported fourth-quarter fiscal 2025 results, wherein the top line marginally fell short of the Zacks Consensus Estimate, while the bottom line beat the same. Nonetheless, both revenues and earnings improved year over year, driven by robust membership growth, resilient traffic, double-digit e-commerce gains and margin expansion.

#### Costco's Quarterly Performance: Key Metrics and Insights

Costco reported quarterly earnings of \$5.87 per share for the quarter under review, which beat the Zacks Consensus Estimate of \$5.81. The metric increased from \$5.15 per share reported in the prior-year period, which excludes the non-recurring tax benefit of 14 cents a share.

Total revenues, comprising net sales and membership fees, reached \$86,156 million, marking an 8.1% increase from the year-ago quarter. However, the figure came below the Zacks Consensus Estimate of \$86,179 million.

Costco's comparable sales rose 5.7% year over year in the quarter. Comparable sales in the United States grew 5.1%, while Canada and Other International markets saw increases of 6.3% and 8.6%, respectively.

Costco's strategic investments, customer-centric approach and merchandise initiatives, along with an emphasis on membership growth, have helped it capture market share and maintain steady revenue growth. By prioritizing value and quality, the company has built strong customer loyalty, leading to an impressive membership renewal rate of 92.3% in the United States and Canada and 89.8% worldwide in the quarter.

#### Costco Achieves Membership Growth and Improved Margins

Costco's net sales jumped 8% year over year to \$84,432 million, while membership fees increased 14% to \$1,724 million in the reported quarter. The company ended the quarter with 81 million paid members, up 6.3% from the prior year. The number of total cardholders grew 6.1% to reach 145.2 million. Executive memberships rose 9.3% to 38.7 million, now accounting for 47.7% of paid members and 74.2% of worldwide sales.

Traffic or shopping frequency improved 3.7% globally and 3.5% in the United States, while the average transaction or ticket grew 1.9% worldwide and 1.5% in the United States.

Comparable sales, excluding gasoline prices and foreign exchange impacts, rose 6.4%. In the United States, comparable sales increased 6%, while Canada and Other International markets saw gains of 8.3% and 7.2%, respectively.

Costco's e-commerce performance was strong, with comparable sales rising 13.6% year over year, or 13.5%, after excluding the impact of gasoline prices and currency fluctuations.

The gross margin expanded 13 basis points year over year to 11.1%, aided by fresh food efficiencies, higher Kirkland Signature penetration and supply chain improvements. The operating income grew 9.8% to \$3,341 million, while the operating margin improved 10 basis points to 3.9%.

#### Costco's Store Updates and Expansion Plans

Costco currently operates 914 warehouses. These include 629 in the United States and Puerto Rico, 110 in Canada, 42 in Mexico, 37 in Japan, 29 in the United Kingdom, 20 in Korea, 15 in Australia, 14 in Taiwan, seven in China, five in Spain, two in France, two in Sweden, and one each in Iceland and New Zealand.

During the quarter under discussion, Costco opened 10 new warehouses, including a relocation in Canada, a 20th location in Korea and a second in Sweden. For fiscal 2025, the company added 24 net new warehouses and plans to open 35 new warehouses in fiscal 2026, including five relocations.

#### Costco's Financial Health Snapshot

Costco ended the quarter with cash and cash equivalents of \$14,161 million and long-term debt (excluding the current portion) of \$5,713 million. Shareholders' equity was \$29,164 million. Management incurred capital expenditures of roughly \$1.97 billion in the quarter, bringing the full-year total to just under \$5.5 billion.

**FY Quarter Ending** **8/31/2025**

Earnings Reporting Date	Dec 11, 2025
Sales Surprise	-0.03%
EPS Surprise	1.88%
Quarterly EPS	4.34
Annual EPS (TTM)	18.51

## Recent News

### Costco Q1 Sales Trends Offer Insight Into Holiday Season Strength- Dec. 03, 2025

Costco's performance through the 12-week first quarter of fiscal 2026 and the four-week retail month of November points to steady demand and consistent member engagement. Net sales for the 12-week first quarter ending Nov. 23, 2025, reached \$65.98 billion, an 8.2% increase from the year-ago period sales of \$60.99 billion. Total comparable sales for the quarter rose 6.4%, supported by gains of 5.9% in the United States, 6.5% in Canada, and 8.8% in Other International markets. These trends reflect broadly stable spending patterns ahead of peak holiday activity.

November data reinforces this momentum. Net sales for the four weeks ended Nov. 30, 2025, were \$23.64 billion, up 8.1% from last year's sales of \$21.87 billion. Comparable sales increased 6.9%, with the United States up 6%, Canada up 6.9%, and Other International up 11.4%. Digitally enabled sales rose 16.6% for the month and 20.5% for the quarter, highlighting strong adoption of online shopping as the holiday period intensifies. These results show that customer visits and spending remained healthy going into December. With early trends holding up well, Costco moved into its busiest weeks with a solid base of member activity.

## Valuation

Costco shares are down 11.9% in the past six-month period and nearly 10.2% over the trailing 12-month period. Stocks in the Zacks sub-industry are up 0.6%, while the Zacks Retail-Wholesale sector is up 4.6% in the past six-month period. Over the past year, the Zacks sub-industry is up 0.4%, while the Zacks Retail-Wholesale sector is up 2.5%.

The S&P 500 index is up 16.6% in the past six-month period and 16.3% in the past year.

The stock is currently trading at 43.35X forward 12-month earnings, which compares to 30.16X for the Zacks sub-industry, 24.94X for the Zacks sector and 23.59X for the S&P 500 index.

Over the past five years, the stock has traded as high as 57.34X and as low as 29.52X, with a 5-year median of 39.32X. Our Outperform recommendation indicates that the stock will perform better than the market. Our \$1021 price target reflects 51.16X our fiscal 2026 earnings estimate.

The table below shows summary valuation data for COST

Valuation Multiples - COST					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	43.35	30.16	24.94	23.59
	5-Year High	57.34	33.77	34.36	23.78
	5-Year Low	29.52	21.19	21.47	15.73
	5-Year Median	39.32	25.40	24.78	21.21
P/S F12M	Current	1.30	1.68	1.65	5.33
	5-Year High	1.70	1.88	2.04	5.50
	5-Year Low	0.71	1.28	1.20	3.83
	5-Year Median	1.01	1.61	1.53	5.05
EV/EBITDA TTM	Current	30.25	24.23	13.35	18.74
	5-Year High	40.95	31.23	27.02	22.41
	5-Year Low	18.46	15.88	11.23	13.87
	5-Year Median	24.87	23.18	14.45	17.96

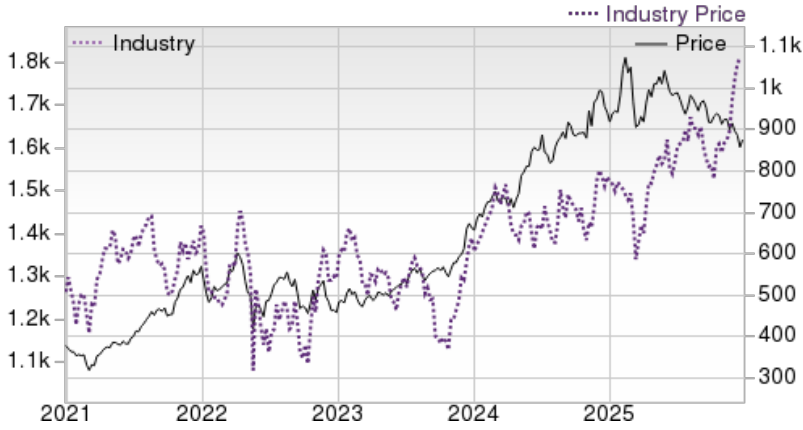
As of 12/08/2025

Source: Zacks Investment Research



**Industry Analysis**<sup>(1)</sup> Zacks Industry Rank: Top 17% (40 out of 243)

**Top Peers** <sup>(1)</sup>



Company (Ticker)	Rec	Rank
Dollar General Corpo...(DG)	Outperform	3
Amazon.com, Inc. (AMZN)	Neutral	3
Burlington Stores, I...(BURL)	Neutral	3
Dollar Tree, Inc. (DLTR)	Neutral	2
Ross Stores, Inc. (ROST)	Neutral	2
Target Corporation (TGT)	Neutral	3
The TJX Companies, I...(TJX)	Neutral	3
Walmart Inc. (WMT)	Neutral	3

Industry Comparison <sup>(1)</sup> Industry: Retail - Discount Stores				Industry Peers		
	COST	X Industry	S&P 500	DG	TGT	WMT
Zacks Recommendation (Long Term)	Outperform	-	-	Outperform	Neutral	Neutral
Zacks Rank (Short Term)	3	-	-	3	3	3
VGM Score	B	-	-	A	C	B
Market Cap	382.77 B	29.23 B	39.51 B	29.23 B	44.26 B	887.96 B
# of Analysts	10	7	22	23	12	12
Dividend Yield	0.60%	0.60%	1.42%	1.78%	4.66%	0.84%
Value Score	D	-	-	B	A	C
Cash/Price	0.04	0.04	0.04	0.04	0.08	0.01
EV/EBITDA	27.71	15.47	14.63	12.33	6.45	21.85
PEG Ratio	4.18	3.45	2.02	2.42	10.64	5.14
Price/Book (P/B)	12.63	8.57	3.32	3.57	2.86	8.69
Price/Cash Flow (P/CF)	36.68	18.55	15.24	12.83	6.33	26.94
P/E (F1)	43.13	27.91	18.41	20.53	13.40	42.33
Price/Sales (P/S)	1.37	1.33	3.10	0.69	0.42	1.26
Earnings Yield	2.33%	3.58%	5.43%	4.87%	7.46%	2.36%
Debt/Equity	0.19	0.41	0.57	0.63	0.99	0.39
Cash Flow (\$/share)	23.51	7.69	8.98	10.35	15.43	4.13
Growth Score	A	-	-	A	F	B
Hist. EPS Growth (3-5 yrs)	13.04%	10.69%	8.24%	-13.47%	-8.19%	6.30%
Proj. EPS Growth (F1/F0)	10.89%	11.41%	9.21%	9.29%	-17.72%	4.78%
Curr. Cash Flow Growth	10.86%	10.62%	7.00%	-9.36%	1.92%	11.38%
Hist. Cash Flow Growth (3-5 yrs)	13.36%	4.58%	7.48%	0.30%	3.69%	5.75%
Current Ratio	1.04	1.13	1.18	1.17	0.97	0.80
Debt/Capital	15.75%	27.56%	38.14%	38.48%	49.78%	28.46%
Net Margin	2.96%	3.31%	12.77%	3.03%	3.58%	3.26%
Return on Equity	29.35%	29.79%	17.03%	18.59%	22.74%	21.31%
Sales/Assets	3.63	1.64	0.53	1.34	1.82	2.60
Proj. Sales Growth (F1/F0)	7.90%	5.55%	5.29%	4.80%	-1.60%	4.50%
Momentum Score	B	-	-	B	D	D
Daily Price Chg	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
1 Week Price Chg	2.07%	0.41%	-1.25%	0.41%	1.57%	-2.29%
4 Week Price Chg	-3.74%	2.20%	-0.17%	5.97%	6.73%	-2.99%
12 Week Price Chg	-8.54%	10.86%	1.64%	34.56%	9.71%	9.47%
52 Week Price Chg	-5.22%	18.05%	16.65%	75.55%	-28.75%	23.79%
20 Day Average Volume	2,688,280	2,688,280	2,383,483	3,732,224	6,469,917	16,612,746
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
(F1) EPS Est 4 week change	0.62%	0.00%	0.00%	5.43%	0.00%	0.06%
(F1) EPS Est 12 week change	0.49%	2.49%	0.43%	5.63%	-2.25%	1.10%
(Q1) EPS Est Mthly Chg	0.34%	-0.32%	0.00%	-0.89%	0.00%	0.00%

## Analyst Earnings Model<sup>(2)</sup>

### Costco Wholesale Corporation (COST)

In \$MM, except per share data

	2023A	2024A	2025A				2026E				2027E	2028E		
	FY	FY	1QA	2QA	3QA	4QA	FY	1QE	2QE	3QE	4QE	FY	FY	
FY Ends August 31st	Aug-23	Aug-24	30-Nov-24	28-Feb-25	31-May-25	31-Aug-25	Aug-25	30-Nov-25	28-Feb-26	31-May-26	31-Aug-26	Aug-26	Aug-27	Aug-28
<b>Income Statement</b>														
Net Sales	\$237,710.0	\$249,625.0	\$60,985.0	\$62,530.0	\$61,965.0	\$84,432.0	\$269,912.0	\$65,980.0	\$67,621.4	\$66,798.7	\$90,685.9	\$291,086.0	\$313,325.5	\$336,980.6
YoY % Chng	6.7%	5.0%	7.5%	9.1%	8.0%	8.0%	8.1%	8.2%	8.1%	7.8%	7.4%	7.8%	7.6%	7.5%
Membership Fees	\$4,580.0	\$4,828.0	\$1,166.0	\$1,193.0	\$1,240.0	\$1,724.0	\$5,323.0	\$1,297.3	\$1,306.1	\$1,339.4	\$1,862.3	\$5,805.2	\$6,211.4	\$6,646.1
YoY % Chng	8.4%	5.4%	7.8%	7.4%	10.4%	14.0%	10.3%	11.3%	9.5%	8.0%	8.0%	9.1%	7.0%	7.0%
Total Revenue	\$242,290.0	\$254,453.0	\$62,151.0	\$63,723.0	\$63,205.0	\$86,156.0	\$275,235.0	\$67,277.3	\$68,927.5	\$68,138.2	\$92,548.2	\$296,891.2	\$319,537.0	\$343,626.7
YoY % Chng	6.8%	5.0%	7.5%	9.0%	8.0%	8.1%	8.2%	8.2%	8.2%	7.8%	7.4%	7.9%	7.6%	7.5%
Merchandise Costs	\$212,586.0	\$222,358.0	\$54,109.0	\$55,744.0	\$54,996.0	\$75,037.0	\$239,886.0	\$58,504.7	\$60,227.9	\$59,220.3	\$80,511.7	\$258,464.6	\$277,859.5	\$298,463.2
YoY % Chng	6.6%	4.6%	7.2%	9.0%	7.5%	7.8%	7.9%	8.1%	8.0%	7.7%	7.3%	7.7%	7.5%	7.4%
Gross Profit	\$29,704.0	\$32,095.0	\$8,042.0	\$7,979.0	\$8,209.0	\$11,119.0	\$35,349.0	\$8,772.6	\$8,699.6	\$8,917.9	\$12,036.5	\$38,426.6	\$41,677.4	\$45,163.5
YoY % Chng	7.7%	8.0%	9.5%	9.3%	11.8%	10.0%	10.1%	9.1%	9.0%	8.6%	8.3%	8.7%	8.5%	8.4%
Gross Profit (Excl. Membership Fees)	\$25,124.0	\$27,267.0	\$6,876.0	\$6,786.0	\$6,969.0	\$9,395.0	\$30,026.0	\$7,475.3	\$7,393.5	\$7,578.4	\$10,174.2	\$32,621.4	\$35,466.0	\$38,517.4
YoY % Chng	7.6%	8.5%	9.8%	9.6%	12.1%	9.3%	10.1%	8.7%	9.0%	8.7%	8.3%	8.6%	8.7%	8.6%
SG&A Expenses, including Pre-Opening Expenses	\$21,590.0	\$22,810.0	\$5,846.0	\$5,663.0	\$5,679.0	\$7,778.0	\$24,966.0	\$6,341.6	\$6,132.4	\$6,047.3	\$8,401.3	\$26,922.7	\$29,059.0	\$31,251.8
YoY % Chng	9.2%	5.7%	9.1%	8.1%	10.4%	10.1%	9.5%	8.5%	8.3%	6.5%	8.0%	7.8%	7.9%	7.5%
EBITDA	\$10,191.0	\$11,522.0	\$2,744.0	\$2,868.0	\$3,082.0	\$4,115.0	\$12,809.0	\$2,994.2	\$3,138.3	\$3,440.9	\$4,434.6	\$14,007.9	\$15,204.3	\$16,578.0
YoY % Chng	5.1%	13.1%	10.4%	11.3%	13.6%	9.8%	11.2%	9.1%	9.4%	11.6%	7.8%	9.4%	8.5%	9.0%
Depreciation & Amortization	\$2,077.0	\$2,237.0	\$548.0	\$552.0	\$552.0	\$774.0	\$2,426.0	\$563.3	\$571.1	\$570.3	\$799.4	\$2,504.1	\$2,585.8	\$2,666.3
YoY % Chng	9.3%	7.7%	9.4%	7.4%	7.0%	9.6%	8.4%	2.8%	3.5%	3.3%	3.3%	3.2%	3.3%	3.1%
Operating Income	\$8,114.0	\$9,285.0	\$2,196.0	\$2,316.0	\$2,530.0	\$3,341.0	\$10,383.0	\$2,431.0	\$2,567.2	\$2,870.6	\$3,635.2	\$11,503.9	\$12,618.5	\$13,911.7
YoY % Chng	4.1%	14.4%	10.7%	12.3%	15.2%	9.8%	11.8%	10.7%	10.8%	13.5%	8.8%	10.8%	9.7%	10.2%
Interest Expense	\$160.0	\$169.0	\$37.0	\$36.0	\$35.0	\$46.0	\$154.0	\$40.1	\$38.9	\$37.7	\$49.4	\$166.1	\$178.8	\$192.3
YoY % Chng	1.3%	5.6%	(2.6%)	(12.2%)	(14.6%)	(6.1%)	(8.9%)	8.2%	8.2%	7.8%	7.4%	7.9%	7.6%	7.6%
Interest Income and Other, Net	\$533.0	\$624.0	\$147.0	\$142.0	\$85.0	\$215.0	\$589.0	\$159.1	\$153.6	\$91.6	\$231.0	\$635.3	\$683.9	\$735.6
YoY % Chng	160.0%	17.1%	(8.1%)	(34.3%)	(33.6%)	79.2%	(5.6%)	8.2%	8.2%	7.8%	7.4%	7.9%	7.6%	7.6%
Pre-Tax Income	\$8,487.0	\$9,740.0	\$2,306.0	\$2,422.0	\$2,580.0	\$3,510.0	\$10,818.0	\$2,550.0	\$2,681.0	\$2,924.5	\$3,816.7	\$11,973.0	\$13,123.5	\$14,465.0
YoY % Chng	8.3%	14.8%	9.5%	8.3%	13.0%	12.8%	11.1%	10.6%	10.7%	13.4%	8.7%	10.7%	9.6%	10.1%
Income Tax	\$2,195.0	\$2,373.0	\$508.0	\$634.0	\$677.0	\$900.0	\$2,719.0	\$663.0	\$697.3	\$760.4	\$992.3	\$3,113.0	\$3,412.1	\$3,758.3
YoY % Chng	14.0%	8.1%	(1.7%)	28.3%	12.3%	18.6%	14.6%	30.5%	10.0%	12.3%	10.3%	14.5%	9.6%	10.1%
Tax Rate	25.9%	24.4%	22.0%	26.2%	26.2%	25.6%	25.1%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%	26.0%
Net Income Including Non-Controlling Interests	\$6,292.0	\$7,367.0	\$1,798.0	\$1,788.0	\$1,903.0	\$2,610.0	\$8,099.0	\$1,887.0	\$1,984.6	\$2,164.1	\$2,824.4	\$8,860.0	\$9,711.4	\$10,696.7
YoY % Chng	6.4%	17.1%	13.2%	2.6%	13.2%	10.9%	9.9%	5.0%	11.0%	13.7%	8.2%	9.4%	9.6%	10.1%
Non-Controlling Interest	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
YoY % Chng														
Net Income, GAAP	\$6,292.0	\$7,367.0	\$1,798.0	\$1,788.0	\$1,903.0	\$2,610.0	\$8,099.0	\$1,887.0	\$1,984.6	\$2,164.1	\$2,824.4	\$8,860.0	\$9,711.4	\$10,696.7
YoY % Chng	7.7%	17.1%	13.2%	2.6%	13.2%	10.9%	9.9%	5.0%	11.0%	13.7%	8.2%	9.4%	9.6%	10.1%
Basic Shares Outstanding	443.9	443.9	444.0	444.0	444.0	444.0	444.0	443.8	443.6	443.4	443.2	443.5	442.7	441.9
YoY % Chng	0.0%	0.0%	0.0%	0.0%	0.0%	(0.0%)	0.0%	(0.0%)	(0.1%)	(0.1%)	(0.2%)	(0.1%)	(0.2%)	(0.2%)
Diluted Shares Outstanding	444.5	444.8	444.9	444.9	444.8	444.7	444.8	444.5	443.9	444.1	443.9	444.2	443.4	442.6
YoY % Chng	(0.1%)	0.1%	0.1%	0.0%	(0.0%)	(0.1%)	0.0%	(0.1%)	(0.1%)	(0.1%)	(0.2%)	(0.1%)	(0.2%)	(0.2%)
Basic EPS	\$14.18	\$16.59	\$4.05	\$4.03	\$4.29	\$5.88	\$18.24	\$4.25	\$4.47	\$4.88	\$6.37	\$19.97	\$21.93	\$24.21
YoY % Chng	7.7%	17.0%	13.1%	2.5%	13.2%	10.9%	9.9%	4.9%	10.3%	13.8%	8.3%	9.5%	9.8%	10.4%
Diluted EPS, Adjusted	\$14.69	\$16.12	\$3.82	\$4.02	\$4.28	\$5.87	\$17.99	\$4.25	\$4.47	\$4.87	\$6.36	\$19.95	\$21.89	\$24.18
YoY % Chng	10.8%	9.7%	9.8%	8.4%	13.2%	14.0%	11.6%	11.3%	11.2%	13.8%	8.3%	10.9%	9.7%	10.5%
Diluted EPS, GAAP	\$14.16	\$16.56	\$4.04	\$4.02	\$4.28	\$5.87	\$18.21	\$4.25	\$4.47	\$4.87	\$6.36	\$19.95	\$21.89	\$24.18
YoY % Chng	7.8%	16.9%	12.8%	2.6%	13.2%	11.0%	10.0%	5.2%	11.2%	13.8%	8.3%	9.6%	9.7%	10.5%
Dividends Per Share	\$3.84	\$4.36	\$1.16	\$1.16	\$1.30	\$1.30	\$4.92	\$1.30	\$1.30	\$1.43	\$1.43	\$5.46	\$6.01	\$6.61
YoY % Chng	13.6%	13.5%	13.7%	13.7%	12.1%	12.1%	12.8%	12.1%	12.1%	10.0%	10.0%	11.0%	10.0%	10.0%



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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	D
Growth Score	A
Momentum Score	B
VGM Score	B

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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