Q2 2019 EARNINGS

We're pleased with the ongoing strength across our business. We continue to make progress in delivering against our Power of Three growth pillars – product innovation, omni-guest experience, and market expansion. Our success demonstrates the significant runway in front of lululemon and I'm grateful to our teams for bringing our vision to life.

— CALVIN MCDONALD
CEO, lululemon

460 STORES GLOBALLY

Earnings

NET REVENUE
$883.4M / +22%

COMBINED COMP SALES
+17%[1]

GROSS PROFIT
$485.8M / +23%

GROSS MARGIN
55% / +20bps

DILUTED EPS
$0.96/+35%

Growth Pillars

MEN'S	NORTH AMERICA	DIGITAL COMP SALES	INTERNATIONAL
+35%	+21%	+31%[1]	+34%
Men's Revenue	North American Revenue	Digital Revenue	International Revenue

POWER OF THREE
DOUBLE DIGITAL
DOUBLE MEN'S
QUADRUPLE
INTERNATIONAL REVENUE

Guidance

Q3 2019

$880M–$890M
Revenue

$0.90–$0.92
Diluted EPS

FY 2019

$3.800B–$3.840B
Revenue

$4.63–$4.70
Diluted EPS

lululemon.com

This infographic contains "forward-looking statements," such as guidance and outlook statements, which are based on our current expectations, but they involve a number of risks and uncertainties that could cause actual results to differ materially from those anticipated. These risks and uncertainties include (but are not limited to) our ability to maintain the value and reputation of our brand; our highly competitive market and increasing competition; our reliance on third-party suppliers to provide fabrics for and to produce our products; an economic downturn or economic uncertainty in our key markets; increasing product costs and decreasing selling prices; changing consumer habits and decreasing traffic in our stores; our ability to anticipate consumer preferences and successfully develop and introduce new, innovative and updated products; our ability to safeguard against and respond to cyber security breaches; our ability to expand internationally and to grow our e-commerce business globally; the fluctuating costs of raw materials; the imposition of new trade restrictions or changes in existing trade restrictions; changes in tax laws or unanticipated tax liabilities; changes in duties and tariffs; the results of any governmental or other third party audits or related disputes; actions of activist stockholders; increasing labor costs and other factors associated with the production of our products in South and South East Asia; fluctuations in foreign currency exchange rates; our exposure to various types of litigation; and other risks and uncertainties included in our most recent report on Form 10-K and Form 10-Q filed with the SEC.

Please refer to our second quarter earnings release which is available at http://investor.lululemon.com/ and to our quarterly report on Form 10-Q filed with the SEC on September 5, 2019 which is available at www.sec.gov.

Non-GAAP measures

[1] These metrics are non-GAAP financial measures and are not intended to be considered in isolation or as a substitute to the financial information prepared and presented in accordance with GAAP. A reconciliation of these non-GAAP financial measures to their most directly comparable GAAP measure follows:

Constant dollar changes in combined comparable sales and digital revenue

Due to the 53rd week in fiscal 2018, the below changes in combined comparable sales, and digital revenue are calculated on a one week shifted basis such that the 13 weeks ended August 4, 2019 are compared to the 13 weeks ended August 5, 2018 rather than July 29, 2018.

	Combined Comp	Digital Comp Sales
GAAP sales increase	15%	30%
Adjustments due to foreign exchange rate changes	2	1
Increase in constant dollars	17%	31%