

## Lowe's Revenue (LOW) 3Q18 Forecast

### 3Q18 Forecast

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### 2nd Quarter 2018 Reported Values

**Reported Values**

**20,888**

**y/o/y %change**

**+7%**

### Current Forecasts (Reported Values)

**Q3 2018**

**18159**

**Q4 2018**

**16557**

**Q1 2019**

**18755**

**Q2 2019**

**21659**

### Observations:

- **Forecasts are based on current candidate models. Each model will continue to be optimized to further increase accuracy. All forecasting is subject to high degrees of error due to market volatility and other unpredictable events.**

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Forecast vs. Errors in a Table. The table on the left below shows internal historically generated quarterly forecasts for 2014 Q2 to 2019 Q2. Each new quarter of data generates 4 new forecasts for the current quarter, quarter +1, quarter +2, and quarter +3, in advance. Actual values are displayed in the middle of the table vs. forecast % errors displayed on the right side.

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Quarter Forecasts (Values)					Actual Values	Quarter Error (%)			
Forecast Quarter	Current Quarter	Quarter +1	Quarter +2	Quarter +3		Current Quarter	Quarter +1	Quarter +2	Quarter +3
2014-Q2	15620				16599	5			
2014-Q3	13413	12936			13681	1	5		
2014-Q4	12597	12263	11891		12540	0	2	5	
2015-Q1	14605	14677	14319	13838	14129	-3	-3	-1	2
2015-Q2	16892	16983	17198	16899	17348	2	2	0	2
2015-Q3	14362	13722	14112	14217	14360	0	4	1	0
2015-Q4	13181	13075	12819	12938	13237	0	1	3	2
2016-Q1	14982	14854	14816	14868	15234	1	2	2	2
2016-Q2	18526	17430	17756	17915	18260	-1	4	2	1
2016-Q3	15115	14675	14869	15008	15739	3	6	5	4
2016-Q4	14440	13913	13916	13846	15784	8	11	11	12
2017-Q1	18407	16590	15867	16152	16860	-9	1	5	4
2017-Q2	20204	20267	19240	19206	19495	-3	-3	1	1
2017-Q3	16766	16412	16712	16262	16770	0	2	0	3
2017-Q4	17323	15819	16441	16007	15494	-11	-2	-6	-3
2018-Q1	18029	17313	17892	18267	17360	-3	0	-3	-5
2018-Q2	19626	19100	20334	20516	20888	6	8	2	1
2018-Q3	18158	16753	17042	17604					
2018-Q4		16557	16186	16182					
2019-Q1			18755	18063					
2019-Q2				21658					

# Lowe's Revenue (LOW)

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**3Q18 Forecast**

**Judson Smith**

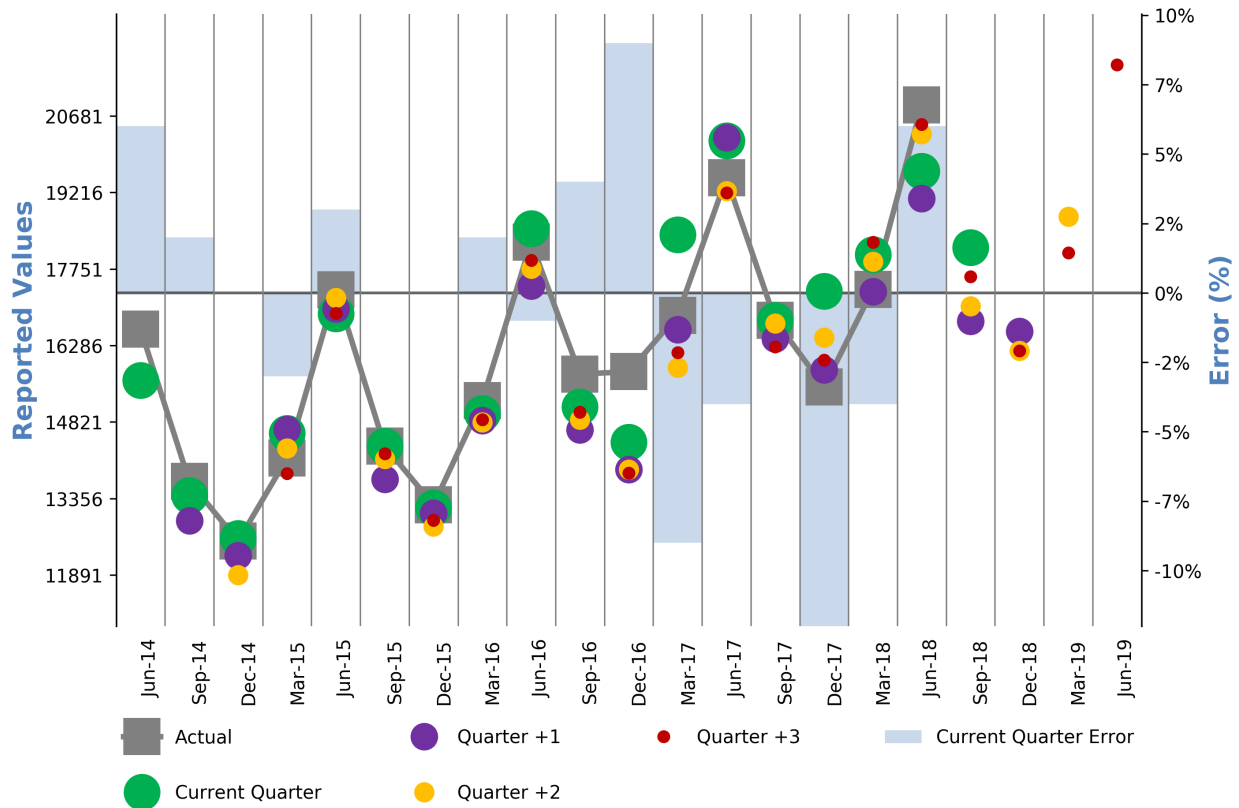
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The graph below is a visual representation of internally generated, historic quarterly forecasts compared to the actual reported values. Each quarter has 4 forecasts for the current quarter, quarter +1, quarter +2, and quarter +3. The light blue bars are representative of the forecast error for the current quarter forecasts only.

### Quarterly Reported Values



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**3Q18 Forecast**

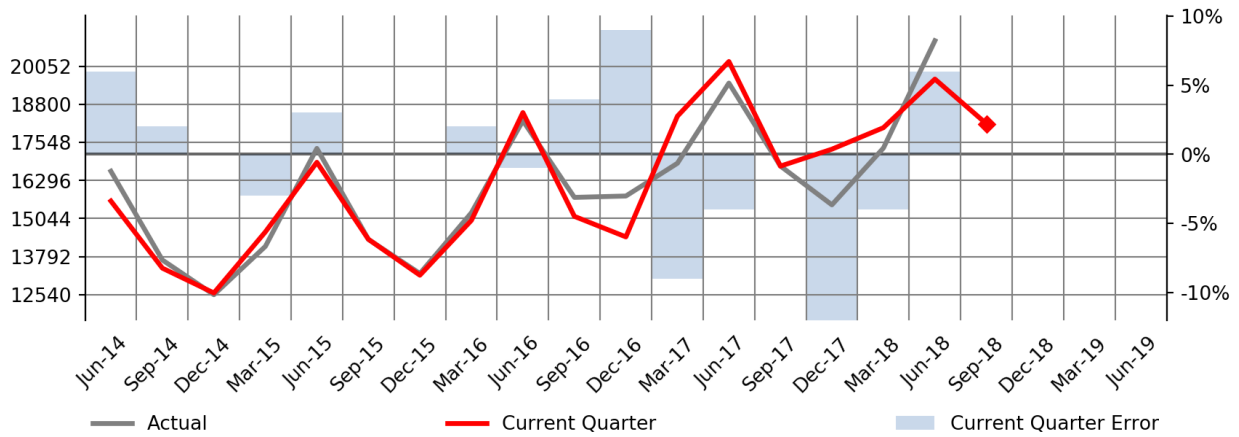
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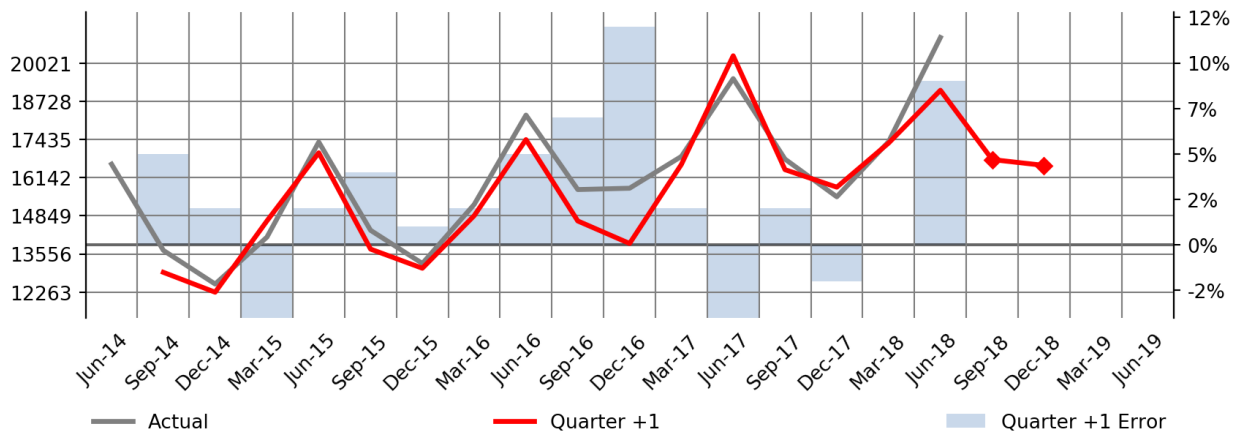
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## Current Quarter: Forecast vs. Actual



## Quarter +1: Forecast vs. Actual



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3Q18 Forecast

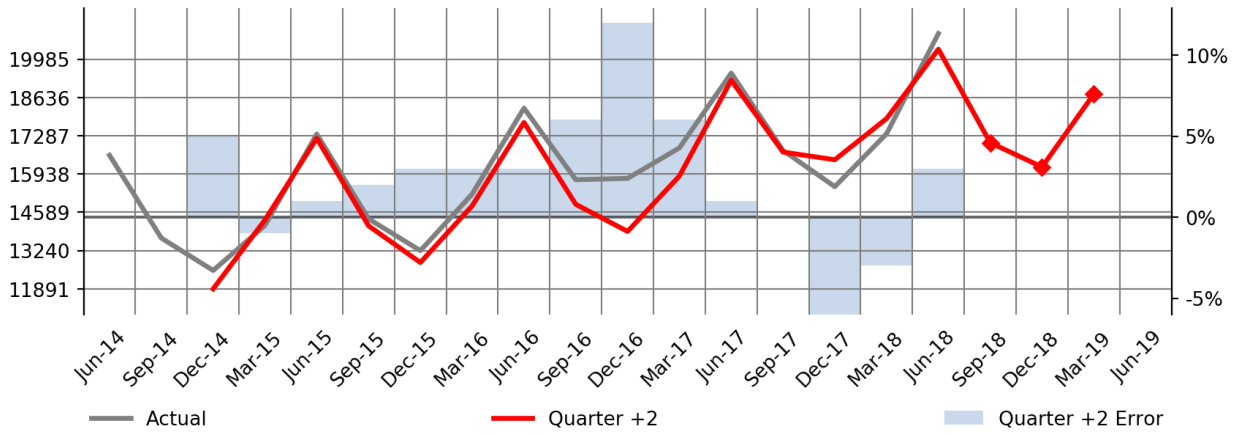
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## Quarter +2: Forecast vs. Actual



## Quarter +3: Forecast vs. Actual

