




# 5 Things You Might Not Know - Costco

By Scott Moses

- 1**

**3<sup>rd</sup> Largest**  
Grocer in the  
United States

 <b>\$300B</b>	 <b>\$110B</b>	 <b>\$90B</b>
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- 2**

**\$90B**  
in Grocery Sales

**52% of Costco's \$172B U.S. Revenue is Food & Consumables;**  
**the same groceries sold in supermarkets**
- 3**

**~\$70B**  
Grocery Sales  
Growth in 20 years

**363% grocery sales growth over the last 20 years,**  
 as its **US storebase grew 95%;**  
 also the **4<sup>th</sup>-largest U.S. online grocer**
- 4**

**\$155M**  
in Grocery Sales  
per U.S. Store

**\$3.0M grocery sales per week,**  
**well more than supermarkets**

During a talk at a **recent grocery conference** with **several hundred grocers** in the room, I asked the audience for a show of hands:  
**"How many people have stores doing \$3.0mm per week?"**  
**There were no hands raised.**

- 5**

**~\$220B**  
Valuation

**Valued >20% more than all publicly-traded supermarkets and suppliers in the US, combined**

**~\$220B**



**~\$180B**

