WILLIAMS-SONOMA, INC.

Williams-Sonoma, Inc. announces strong third quarter 2026 results
Q3 comparable brand revenue +5.1%; net revenue growth of +5.8%
GAAP operating margin of 18.9%; non-GAAP operating margin of 17.4%
GAAP diluted EPS of $2.38, growth of +21.4%; non-GAAP diluted EPS of $2.19, growth of +11.7%
Reiterates full-year 2026 outlook

San Francisco, CA, November 19, 2026 – Williams-Sonoma, Inc. (NYSE: WSM) today announced operating results for the third quarter ended November 1, 2026 versus the third quarter ended November 2, 2025.

“We delivered another strong quarter in Q3, with a 5.1% comp, 5.8% total revenue growth, an operating margin of 17.4%, and earnings per share growth of 11.7% to $2.19. Every brand and channel delivered a positive comp. Our design advantages and direct sourcing model translate into superior economics, allowing us to increase full-price selling while continuing to give our customers great quality and value. We are making choices that strengthen our brands over time while delivering significant value on a consistent basis. Our 10 great brands and compelling product drive demand, and our integrated operating platform converts that demand into profitable growth,” said Laura Alber, President and Chief Executive Officer.

THIRD QUARTER 2026 HIGHLIGHTS

- Comparable brand revenue of +5.1%. Net revenue growth of +5.8%.
- Gross margin of 47.6% on a GAAP basis, +150bps to LY driven by (i) IEEPA tariff refunds of +140bps, (ii) occupancy leverage of +40bps, and (iii) higher merchandise margins of +20bps, partially offset by (iv) increased supply chain costs due to higher oil prices of -50bps. Occupancy costs of $210 million, +1.8% to LY.
- Gross margin of 46.2% on a non-GAAP basis, +10bps to LY driven by (i) occupancy leverage of +40bps and (ii) higher merchandise margins of +20bps, partially offset by (iii) increased supply chain costs due to higher oil prices of -50bps. Occupancy costs of $210 million, +1.8% to LY.
- SG&A rate of 28.7% on a GAAP basis, -40bps to LY driven by employment expense leverage. SG&A of $572 million, +4.2% to LY on a GAAP basis.
- SG&A rate of 28.8% on a non-GAAP basis, -30bps to LY driven by employment expense leverage. SG&A of $572 million, +4.3% to LY on a non-GAAP basis.
- Operating income of $377 million with an operating margin of 18.9% on a GAAP basis; or $347 million with an operating margin of 17.4% on a non-GAAP basis. +190bps to LY on a GAAP basis and +40bps to LY on a non-GAAP basis.
- GAAP diluted EPS of $2.38 per share, or $2.19 on a non-GAAP basis. +21.4% to LY on a GAAP basis and +11.7% to LY on a non-GAAP basis.
- Merchandise inventories +7.3% to the third quarter LY to $1.64 billion.
- Maintained strong liquidity position of $992 million in cash and $279 million in operating cash flow, enabling the company to deliver returns to stockholders of $253 million through $163 million in stock repurchases and $90 million in dividends.

TARIFF REFUND

During the third quarter of fiscal 2026, we recognized income from the previously refunded International Emergency Economic Powers Act ("IEEPA") tariffs, consisting of (i) a reduction of cost of goods sold of $29.3 million related to refunds received for tariffs that had been previously expensed, (ii) related interest income of $0.1 million and (iii) tariff-related adjustments of $0.5 million. Substantially all of our refund claim of $197.8 million has been collected as of November 1, 2026. We have adjusted these items as non-GAAP adjustments. See Exhibit 1 for our GAAP to non-GAAP reconciliation.

OUTLOOK

- We are reiterating our fiscal 2026 guidance.
- In fiscal 2026, we expect annual net revenues in the range of +4.7% to +7.2%, with comps in the range of +4.0% to +6.5%; and an operating margin, on a non-GAAP basis, between 17.8% to 18.2%.
- For fiscal 2026, we expect annual interest income of approximately $30 million and an effective tax rate of approximately 26%, both on a non-GAAP basis.
- Looking beyond fiscal 2026, we remain confident in our growth strategies and operational execution and will provide guidance for fiscal 2027 in March per our usual cadence.

CONFERENCE CALL AND WEBCAST INFORMATION

Williams-Sonoma, Inc. will host a live conference call today, November 19, 2026, at 7:00 A.M. (PT). The call will be open to the general public via live webcast and can be accessed at http://ir.williams-sonomainc.com/events. A replay of the webcast will be available at http://ir.williams-sonomainc.com/events.

CONTACT INFORMATION

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SEC REGULATION G — NON-GAAP INFORMATION

This press release and our accompanying earnings call include non-GAAP financial measures. Exhibit 1 provides reconciliations of these non-GAAP financial measures to the most comparable financial measures calculated and presented in accordance with accounting principles generally accepted in the U.S. ("GAAP"). We have not provided a reconciliation of non-GAAP measures to the most directly comparable GAAP measures on a forward-looking basis as we cannot do so without unreasonable efforts due to the potential variability and limited visibility of excluded items; these excluded items may include exit costs, reduction-in-force initiatives, impairment, early termination charges and other non-recurring or non-operational income or expenses. For the same reasons, we are unable to address the probable significance of any such excluded items. We believe that these non-GAAP financial measures, when reviewed in conjunction with GAAP financial measures, can provide meaningful supplemental information for investors regarding the performance of our business and facilitate a meaningful evaluation of current period performance on a comparable basis with prior periods. Our management uses these non-GAAP financial measures in order to have comparable financial results to analyze changes in our underlying business from quarter to quarter. In addition, certain other items may be excluded from non-GAAP financial measures when the company believes this provides greater clarity to management and investors. These non-GAAP financial measures should be considered as a supplement to, and not as a substitute for or superior to the GAAP financial measures presented in this press release and our financial statements and other publicly filed reports. Such non-GAAP measures may not be comparable to similarly titled measures used by other companies.

FORWARD-LOOKING STATEMENTS

This press release contains forward-looking statements that involve risks and uncertainties, as well as assumptions that, if they do not fully materialize or are proven incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. Such forward-looking statements include, among other things, statements in the quotes of our President and Chief Executive Officer, our fiscal year 2026 outlook and long-term financial targets, and statements regarding our industry trends and business strategies.

The risks and uncertainties that could cause our results to differ materially from those expressed or implied by such forward-looking statements include: our ability to provide products that are designed and built for durability and longevity at competitive prices; changes in and the related impact of U.S. (federal, state and local) and international tax laws, trade policies and regulations; our ability to mitigate current and future tariffs; factors, including but not limited to general economic conditions, inflationary pressures, consumer disposable income, rising fuel prices, recession and fears of recession, unemployment, war and fears of war, adverse weather, availability of consumer credit, conditions in the housing market, rising interest rates, and consumer confidence in current and future economic conditions that can affect consumer spending; the plans, strategies, initiatives and objectives of management for future operations; our ability to execute strategic priorities and growth initiatives; our beliefs about our competitive advantages and areas of potential future growth in the market; the impact of periods of decreased home purchases; our ability to anticipate consumer preferences and buying trends; factors, including but not limited to fuel costs, labor disputes, union organizing activity, geopolitical instability, and acts of terrorism and war, that can affect the global supply chain; effective inventory management; timely and effective sourcing and delivery of merchandise from our suppliers; our ability to respond to the growing use of and to adopt new technologies, including artificial intelligence; our belief in the reasonableness of the steps taken by us and our suppliers to protect the security and confidentiality of the information we collect; multi-channel and multi-brand complexities; our brands, products, retail and related initiatives, including our ability to introduce new products, product lines, brands and brand extensions, and bring in new customers; challenges associated with our global presence and expansion efforts; our ability to control employment, advertising, occupancy, and other operating costs; payment of dividends; our ability to drive long-term sustainable returns; our capital allocation strategy in fiscal 2026; our planned use of cash in fiscal 2026; projections of earnings, revenues, growth and other financial items; and other risks and uncertainties described more fully in our public announcements, reports to stockholders and other documents filed with or furnished to the SEC, including our Annual Report on Form 10-K for the fiscal year ended February 1, 2026 and all subsequent quarterly reports on Form 10-Q and current reports on Form 8-K. We have not filed our Form 10-Q for the quarter ended November 1, 2026. As a result, all financial results described here should be considered preliminary, and are subject to change to reflect any necessary adjustments or changes in accounting estimates that are identified prior to the time we file the Form 10-Q. All forward-looking statements in this press release are based on information available to us as of the date hereof, and we assume no obligation to update these forward-looking statements.

ABOUT WILLIAMS-SONOMA, INC.

Williams-Sonoma, Inc. (NYSE: WSM), a Fortune 500 and S&P 500 company, is the world’s largest digital-first, design-led and sustainable home retailer. The company’s brands — Williams Sonoma, Pottery Barn, Pottery Barn Kids, Pottery Barn Teen, West Elm, Williams Sonoma Home, Rejuvenation, Mark & Graham, GreenRow, and Dormify — represent distinct merchandise strategies that are marketed through e-commerce, direct-mail catalogs, retail stores, and business-to-business. These brands collectively support The Key Rewards, the company's loyalty and credit card program that offers members exclusive benefits. The company operates in the U.S., Puerto Rico, Canada, Australia, and the United Kingdom, and has unaffiliated franchisees that operate stores in Mexico, South Korea, India, and the Philippines.

WSM-IR

Condensed Consolidated Statements of Earnings (unaudited)

(In thousands, except per share amounts)	For the Thirteen Weeks Ended November 1, 2026 $	% of Net revenues	For the Thirteen Weeks Ended November 2, 2025 $	% of Net revenues	For the Thirty-nine Weeks Ended November 1, 2026 $	% of Net revenues	For the Thirty-nine Weeks Ended November 2, 2025 $	% of Net revenues
Net revenues	**$ 1,991,175**	**100.0 %**	**$ 1,882,814**	**100.0 %**	**$ 5,756,388**	**100.0 %**	**$ 5,449,687**	**100.0 %**
Cost of goods sold	1,042,435	52.4	1,015,081	53.9	3,002,274	52.2	2,951,522	54.2
Gross profit	**948,740**	**47.6**	**867,733**	**46.1**	**2,754,114**	**47.8**	**2,498,165**	**45.8**
Selling, general and administrative expenses	571,808	28.7	548,590	29.1	1,636,699	28.4	1,560,250	28.6
Operating income	**376,932**	**18.9**	**319,143**	**17.0**	**1,117,415**	**19.4**	**937,915**	**17.2**
Interest income, net	8,482	0.4	9,785	0.5	27,801	0.5	28,398	0.5
Earnings before income taxes	**385,414**	**19.4**	**328,928**	**17.5**	**1,145,216**	**19.9**	**966,313**	**17.7**
Income taxes	102,268	5.1	87,336	4.6	292,599	5.1	245,896	4.5
Net earnings	**$ 283,146**	**14.2 %**	**$ 241,592**	**12.8 %**	**$ 852,617**	**14.8 %**	**$ 720,417**	**13.2 %**
Earnings per share (EPS):								
Basic	$ 2.41		$ 1.99		$ 7.23		$ 5.89	
Diluted	$ 2.38		$ 1.96		$ 7.15		$ 5.82	
Shares used in calculation of EPS:								
Basic	117,399		121,434		117,850		122,221	
Diluted	118,914		123,273		119,209		123,875	

3rd Quarter Net Revenues and Comparable Brand Revenue Growth [1]

(In thousands, except percentages)	Net revenues Q3 26	Net revenues Q3 25	Comparable brand revenue growth Q3 26	Comparable brand revenue growth Q3 25
Pottery Barn	$ 762,743	$ 741,526	1.8 %	1.3 %
West Elm	499,578	468,243	7.0	3.3
Williams Sonoma [2]	296,018	276,417	6.8	7.3
Pottery Barn Kids and Teen	300,962	291,382	2.9	4.4
Other [3]	131,874	105,246	N/A	N/A
Total [4]	**$ 1,991,175**	**$ 1,882,814**	**5.1 %**	**4.0 %**

1 *See the Company's 10-K for the definition of comparable brand revenue, which is calculated on a 13-week basis, and includes business-to-business revenues.*

2 *Includes Williams Sonoma Home net revenues.*

3 *Primarily consists of net revenues from Rejuvenation, Mark and Graham, our international franchise operations, GreenRow and Dormify.*

4 *Total comparable brand revenue growth includes Rejuvenation, Mark and Graham, and GreenRow.*

Condensed Consolidated Balance Sheets (unaudited)

(In thousands, except per share amounts)	As of November 1, 2026	As of February 1, 2026	As of November 2, 2025
Assets			
Current assets			
Cash and cash equivalents	$ 991,634	$ 1,019,801	$ 884,663
Accounts receivable, net	156,679	126,821	118,385
Merchandise inventories, net	1,642,834	1,462,849	1,530,896
Prepaid expenses	96,321	80,053	92,481
Other current assets	19,037	23,663	20,571
Total current assets	2,906,505	2,713,187	2,646,996
Property and equipment, net	1,143,831	1,095,158	1,061,354
Operating lease right-of-use assets	1,328,715	1,270,272	1,286,299
Deferred income taxes, net	67,826	99,161	88,608
Goodwill	77,335	77,398	77,374
Other long-term assets, net	162,536	156,736	150,750
Total assets	$ 5,686,748	$ 5,411,912	$ 5,311,381
Liabilities and stockholders' equity			
Current liabilities			
Accounts payable	$ 775,920	$ 637,985	$ 667,490
Accrued expenses	243,726	314,588	246,618
Gift card and other deferred revenue	631,862	602,940	592,490
Income taxes payable	40,717	78,943	37,771
Operating lease liabilities	212,914	221,356	220,239
Other current liabilities	94,306	98,318	90,436
Total current liabilities	1,999,445	1,954,130	1,855,044
Long-term operating lease liabilities	1,329,928	1,235,549	1,245,525
Other long-term liabilities	155,221	139,674	142,854
Total liabilities	3,484,594	3,329,353	3,243,423
Stockholders' equity			
Preferred stock: $0.01 par value; 7,500 shares authorized, none issued	—	—	—
Common stock: $0.01 par value; 253,125 shares authorized; 117,067, 118,770, and 120,399 shares issued and outstanding at November 1, 2026, February 1, 2026 and November 2, 2025, respectively	1,171	1,188	1,205
Additional paid-in capital	575,466	587,433	567,873
Retained earnings	1,641,544	1,509,129	1,517,368
Accumulated other comprehensive loss	(14,369)	(13,176)	(16,473)
Treasury stock, at cost	(1,658)	(2,015)	(2,015)
Total stockholders' equity	2,202,154	2,082,559	2,067,958
Total liabilities and stockholders' equity	$ 5,686,748	$ 5,411,912	$ 5,311,381

Retail Store Data
(unaudited)

	Beginning of quarter August 2, 2026	Openings	Closings	End of quarter November 1, 2026	As of November 2, 2025
Pottery Barn	181	3	—	184	183
Williams Sonoma	153	2	(2)	153	153
West Elm	117	2	—	119	119
Pottery Barn Kids	43	4	(1)	46	45
Rejuvenation	13	1	—	14	13
GreenRow	1	—	—	1	—
Total	**508**	**12**	**(3)**	**517**	**513**

Condensed Consolidated Statements of Cash Flows (unaudited)

(In thousands)	For the Thirty-nine Weeks Ended November 1, 2026	November 2, 2025
Cash flows from operating activities:		
Net earnings	$ 852,617	$ 720,417
Adjustments to reconcile net earnings to net cash provided by (used in) operating activities:		
Depreciation and amortization	168,836	170,676
Loss on disposal/impairment of assets	460	5,138
Non-cash lease expense	193,124	185,302
Deferred income taxes	19,167	19,437
Tax benefit related to stock-based awards	11,850	11,686
Stock-based compensation expense	97,510	77,152
Other	(1,318)	(1,840)
Changes in:		
Accounts receivable	(29,950)	(517)
Merchandise inventories	(180,068)	(196,061)
Prepaid expenses and other assets	(18,168)	(33,184)
Accounts payable	116,523	5,024
Accrued expenses and other liabilities	(53,380)	(31,686)
Gift card and other deferred revenue	29,110	7,348
Operating lease liabilities	(192,613)	(191,002)
Income taxes payable	(38,226)	(29,925)
Net cash provided by operating activities	975,474	717,965
Cash flows from investing activities:		
Purchases of property and equipment	(180,018)	(178,505)
Other	1,337	(1,172)
Net cash used in investing activities	(178,681)	(179,677)
Cash flows from financing activities:		
Repurchases of common stock	(450,675)	(555,703)
Payment of dividends	(265,235)	(236,629)
Tax withholdings related to stock-based awards	(100,779)	(69,671)
Debt issuance costs	—	(1,187)
Other	(7,658)	(6,941)
Net cash used in financing activities	(824,347)	(870,131)
Effect of exchange rates on cash and cash equivalents	(613)	3,529
Net decrease in cash and cash equivalents	(28,167)	(328,314)
Cash and cash equivalents at beginning of period	1,019,801	1,212,977
Cash and cash equivalents at end of period	$ 991,634	$ 884,663

Exhibit 1

3rd Quarter GAAP to Non-GAAP Reconciliation
(unaudited)

	For the Thirteen Weeks Ended				For the Thirty-nine Weeks Ended			
	November 1, 2026		November 2, 2025		November 1, 2026		November 2, 2025	
(In thousands, except per share data)	$	% of Net revenues	$	% of Net revenues	$	% of Net revenues	$	% of Net revenues
Gross profit	$ 948,740	*47.6 %*	$ 867,733	*46.1 %*	$2,754,114	*47.8 %*	$2,498,165	*45.8 %*
Tariff refund income[1]	(29,262)		—		(197,040)		—	
Tariff refund-related vendor concessions[2]	(73)		—		47,391		—	
Non-GAAP gross profit	$ 919,405	*46.2 %*	$ 867,733	*46.1 %*	$2,604,465	*45.2 %*	$2,498,165	*45.8 %*
Selling, general and administrative expenses	$ 571,808	*28.7 %*	$ 548,590	*29.1 %*	$1,636,699	*28.4 %*	$1,560,250	*28.6 %*
Tariff refund-related employee recognition[3]	362		—		(9,638)		—	
Non-GAAP selling, general and administrative expenses	$ 572,170	*28.8 %*	$ 548,590	*29.1 %*	$1,627,061	*28.3 %*	$1,560,250	*28.6 %*
Operating income	$ 376,932	*18.9 %*	$ 319,143	*17.0 %*	$1,117,415	*19.4 %*	$ 937,915	*17.2 %*
Tariff refund income[1]	(29,262)		—		(197,040)		—	
Tariff refund-related vendor concessions[2]	(73)		—		47,391		—	
Tariff refund-related employee recognition[3]	(362)		—		9,638		—	
Non-GAAP operating income	$ 347,235	*17.4 %*	$ 319,143	*17.0 %*	$ 977,404	*17.0 %*	$ 937,915	*17.2 %*
Interest income, net	$ 8,482	*0.4 %*	$ 9,785	*0.5 %*	$ 27,801	*0.5 %*	$ 28,398	*0.5 %*
Interest income on tariff refund[4]	(58)		—		(6,404)		—	
Non-GAAP interest income, net	$ 8,424	*0.4 %*	$ 9,785	*0.5 %*	$ 21,397	*0.4 %*	$ 28,398	*0.5 %*
Earnings before income taxes	$ 385,414	*19.4 %*	$ 328,928	*17.5 %*	$1,145,216	*19.9 %*	$ 966,313	*17.7 %*
Tariff refund income[1]	(29,262)		—		(197,040)		—	
Tariff refund-related vendor concessions[2]	(73)		—		47,391		—	
Tariff refund-related employee recognition[3]	(362)		—		9,638		—	
Interest income on tariff refund[4]	(58)		—		(6,404)		—	
Non-GAAP earnings before income taxes	$ 355,659	*17.9 %*	$ 328,928	*17.5 %*	$ 998,801	*17.4 %*	$ 966,313	*17.7 %*
	$	Tax rate	$	Tax rate	$	Tax rate	$	Tax rate
Income taxes	$ 102,268	*26.5 %*	$ 87,336	*26.6 %*	$ 292,599	*25.5 %*	$ 245,896	*25.4 %*
Tariff refund income[1]	(7,242)		—		(48,670)		—	
Tariff refund-related vendor concessions[2]	(18)		—		11,702		—	
Tariff refund-related employee recognition[3]	(90)		—		2,379		—	
Interest income on tariff refund[4]	(14)		—		(1,581)		—	
Non-GAAP income taxes	$ 94,904	*26.7 %*	$ 87,336	*26.6 %*	$ 256,429	*25.7 %*	$ 245,896	*25.4 %*
Diluted EPS	$ 2.38		$ 1.96		$ 7.15		$ 5.82	
Tariff refund income[1]	(0.19)		—		(1.24)		—	
Tariff refund-related vendor concessions[2]	—		—		0.30		—	
Tariff refund-related employee recognition[3]	—		—		0.06		—	
Interest income on tariff refund[4]	—		—		(0.04)		—	
Non-GAAP diluted EPS[5]	$ 2.19		$ 1.96		$ 6.23		$ 5.82	

1 *During Q3 2026 and year-to-date 2026, we recognized a reduction to cost of goods sold of $29.3 million and $197.0 million, respectively, related to a refund of IEEPA tariffs.*

2 *During Q3 2026 and year-to-date 2026, we recognized a benefit of $0.1 million and a net expense of $47.4 million, respectively, related to reimbursing certain merchandise vendors that previously provided tariff-related concessions. The Q3 2026 benefit reflects the true-up of our Q2 2026 estimate to actual payments.*

3 *During Q3 2026 and year-to-date 2026, we recognized a benefit of $0.4 million and a net expense of $9.6 million, respectively, related to a one-time tariff-related employee recognition cost, in the form of a discretionary 401(k) contribution to all eligible employees. The Q3 2026 benefit reflects the true-up of our Q2 2026 estimate to actual payments.*

4 *During Q3 2026 and year-to-date 2026, we recognized interest income of $0.1 million and $6.4 million, respectively, related to interest received on IEEPA tariff refunds.*

5 *Per share amounts may not sum due to rounding to the nearest cent per diluted share.*

SEC Regulation G – Non-GAAP Information

These tables include non-GAAP gross profit, gross margin, selling, general and administrative expense, operating income, operating margin, interest income, earnings before income taxes, income taxes, effective tax rate and diluted EPS. We believe that these non-GAAP financial measures provide meaningful supplemental information for investors regarding the performance of our business and facilitate a meaningful evaluation of our quarterly actual results on a comparable basis with prior periods. Our management uses these non-GAAP financial measures in order to have comparable financial results to analyze changes in our underlying business from quarter to quarter. These non-GAAP financial measures should be considered as a supplement to, and not as a substitute for, or superior to, financial measures calculated in accordance with GAAP.