



# Q3 2016 Results

(currency neutral\*)

“ We continue to operate in an uneven, global economic environment including especially sluggish retail conditions in the Americas, our largest market. With a strong balance sheet, powerful brands, and a growing global presence, we have great confidence in our ability to maintain near-term profitability, yet we’re not satisfied with our third quarter results. We remain sharply focused on operational improvements and taking advantage of this environment to accelerate strategies to create sustainable, long-term growth opportunities for our brands. ”

- Eric Wiseman,  
Chairman & Chief Executive Officer

## Q3 2016 FINANCIAL HIGHLIGHTS

**\$3.5B**  
IN REVENUE

**48.4%**  
GROSS MARGIN

**18.2%**  
OPERATING MARGIN

**\$1.20**  
EARNINGS PER SHARE

## Q3 2016 REGIONAL PERFORMANCE\*

**-4%**  
AMERICAS

**+6%**  
EMEA

**+4%**  
APAC

## Q3 2016 TOP 5 BRANDS\*

**0%**

**+8%**

**-1%**

**-4%**

**-4%**

THE NORTH FACE

VANS



Timberland

Wrangler

Lee

## Q3 2016 COALITION REVENUE

**\$141M**  
SPORTSWEAR

**\$282M**  
IMAGEWEAR

**\$701M**  
JEANSWEAR



**\$2.3B**  
OUTDOOR AND ACTION SPORTS

## FY 2016 OUTLOOK

REVENUE\*

**+2% to ~\$12.2B**

GROSS MARGIN

**48.6%**

OPERATING MARGIN

**14.3%**

EARNINGS PER SHARE\*

**+7%**



POWERFUL BRANDS. POWERFUL PLATFORM. ONE VF.

