Q2 2017 FINANCIAL RESULTS
(% change reflects currency neutral)

FINANCIAL HIGHLIGHTS

$2.4B
IN REVENUE
↑ 3%

49.7%
GROSS MARGIN
↑ 160 basis points

7.1%
OPERATING MARGIN
↓ -60 basis points

$0.29
EARNINGS PER SHARE
Flat

REGIONAL PERFORMANCE

+1% U.S.
+4% EMEA
+9% APAC
+7% AMERICAS (non-U.S.)

REVENUE BY CHANNEL

+14% DTC
+36% DIGITAL (WITHIN DTC)
-2% WHOLESALE

TOP 5 BRANDS

VANS
+9%

THE NORTH FACE
+6%

Lee
-6%

Timberland
+3%

Wrangler
-2%

TOP WORKWEAR BRANDS

Timberland
+24%

Wrangler
+26%

Bulwark FR
+20%

HIGHLIGHTS

18% ↑
REVENUE GROWTH IN CHINA

EXPECT TO RETURN
$1.8 BILLION TO SHAREHOLDERS
IN 2017

RAISED OUTLOOK
from $1.6 billion

VFC.COM