Q3 2017
FINANCIAL RESULTS
(% change reflects currency neutral)

FINANCIAL HIGHLIGHTS

$3.5B
IN REVENUE
↑ 4%

50.1%
GROSS MARGIN
↑ 180 basis points

16.9%
OPERATING MARGIN
↓ -60 basis points

$1.23
EARNINGS PER SHARE
↑ 10%

REGIONAL PERFORMANCE

+0% U.S.
+14% EMEA
+4% APAC
+5% AMERICAS (non-U.S.)

REVENUE BY CHANNEL

DTC
+17%
DIGITAL (WITHIN DTC)
+37%

WHOLESALE
+0%

TOP 5 BRANDS

VANS
+26%

THE NORTH FACE
-3%

TIMBERLAND
-2%

WRANGLER
+4%

LEE
-8%

TOP WORKWEAR BRANDS

TIMBERLAND
+31%

WRANGLER
+17%

BULWARK
+10%

HIGHLIGHTS

INCREASED QUARTERLY DIVIDEND
10% to $0.46 PER SHARE

RAISED 2017 OUTLOOK