# **SECOND QUARTER FISCAL 2019** SECUND GOALL SESULTS

## FINANCIAL HIGHLIGHTS<sup>1</sup>

**IN REVENUE** 1 +15% / +6%<sup>2</sup>

**50.2**% **GROSS MARGIN** 

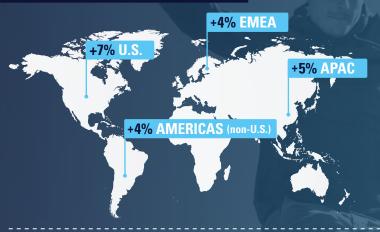
+0 basis points

**17.7**% **OPERATING MARGIN** 

+60 basis points

\_43 **EARNINGS PER SHARE** +19% / +13%<sup>2</sup>

# REVENUE BY GEOGRAPHY<sup>2</sup>



## REVENUE BY CHANNEL<sup>2</sup>





# **TOP 5 BRANDS**



VANS

Timberland 4



NORTH FACE +5%



Wrangler



# TOP WORKWEAR BRANDS







FY2019 OUTLOOK<sup>1</sup>

-2%

**REVENUE** 

"At least" \$13.7B

"At least" +11%

**GROSS MARGIN** 

51.0%

EARNINGS PER SHARE

\$3.65

+16%