



# Q4 2017 FINANCIAL RESULTS

(% change reflects currency neutral and excludes Williamson-Dickie Acquisition)

\*Includes \$247 million (or \$0.04 per share) contribution from the Williamson-Dickie acquisition.

## FINANCIAL HIGHLIGHTS

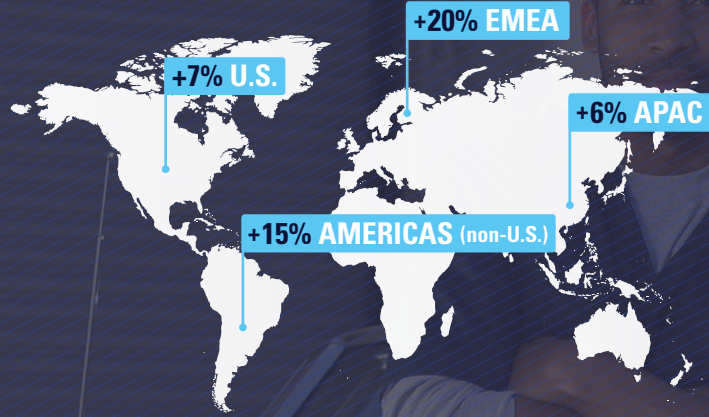
**\$3.6B\***  
IN REVENUE  
↑ +18%\* / +10%

**51.6%**  
GROSS MARGIN  
↑ +70 basis points

**13.6%**  
OPERATING MARGIN  
↓ -180 basis points

**\$1.01\***  
EARNINGS PER SHARE  
↑ +13%\* / +8%

## REGIONAL PERFORMANCE



## REVENUE BY CHANNEL



## TOP 5 BRANDS



## TOP WORKWEAR BRANDS



## HIGHLIGHTS

