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

+7% U.S.
+15% AMERICAS (non-U.S.)
+20% EMEA
+6% APAC

TOP 5 BRANDS

VANS +35%
THE NORTH FACE +6%
Timberland +8%
Wrangler +2%
Lee -1%

TOP WORKWEAR BRANDS

Wrangler +24%
Bulwark FR +13%

HIGHLIGHTS

+15%
INTERNATIONAL

+9%
VF Workwear

$45 MILLION
IN INCREMENTAL INVESTMENTS TO DRIVE ACCELERATED GROWTH