



Q1 2017 RESULTS

(currency neutral*)
(reflects continuing operations)

“ VF’s first quarter results were right in line with our expectations. The company’s largest brands and international and direct-to-consumer platforms performed well, delivering solid results against a retail backdrop that continues to experience significant dislocation. Our diversified value-creation model and our focus on becoming a more agile and consumer-centric organization position us to accelerate growth through 2017 and execute against our recently announced 2021 strategic growth plan. ”

- Steve Rendle,
President & Chief Executive Officer

Q1 2017 FINANCIAL HIGHLIGHTS

\$2.6B
IN REVENUE

50.2%
GROSS MARGIN

11.3%
OPERATING MARGIN

\$0.52
EARNINGS PER SHARE

Q1 2017 REGIONAL PERFORMANCE*

-5%
U.S.

+5%
EMEA

+4%
APAC

+8%
AMERICAS
(NON - U.S.)

Q1 2017 TOP 5 BRANDS*

+7%

+8%

-4%

-9%

-6%

VANS

THE NORTH FACE

Timberland

Wrangler

Lee

Q1 2017 COALITION REVENUE

\$93M
SPORTSWEAR

\$135M
IMAGEWEAR

\$647M
JEANSWEAR

\$1,679M
OUTDOOR & ACTION SPORTS



FY 2017 OUTLOOK

REVENUE*

LOW-SINGLE DIGITS

GROSS MARGIN*

50.3%

OPERATING MARGIN*

14.6%

EARNINGS PER SHARE*

+ MID-SINGLE DIGITS



POWERFUL BRANDS. POWERFUL PLATFORMS. ONE VF.

