



Q3 2016 Results

(currency neutral*)

“ We continue to operate in an uneven, global economic environment including especially sluggish retail conditions in the Americas, our largest market. With a strong balance sheet, powerful brands, and a growing global presence, we have great confidence in our ability to maintain near-term profitability, yet we’re not satisfied with our third quarter results. We remain sharply focused on operational improvements and taking advantage of this environment to accelerate strategies to create sustainable, long-term growth opportunities for our brands. ”

- Eric Wiseman,
Chairman & Chief Executive Officer

Q3 2016 FINANCIAL HIGHLIGHTS

\$3.5B
IN REVENUE

48.4%
GROSS MARGIN

18.2%
OPERATING MARGIN

\$1.20
EARNINGS PER SHARE

Q3 2016 REGIONAL PERFORMANCE*

-4%
AMERICAS

+6%
EMEA

+4%
APAC

Q3 2016 TOP 5 BRANDS*

0%

+8%

-1%

-4%

-4%

THE NORTH FACE

VANS



Timberland

Wrangler

Lee

Q3 2016 COALITION REVENUE

\$141M
SPORTSWEAR

\$282M
IMAGEWEAR

\$701M
JEANSWEAR



\$2.3B
OUTDOOR AND ACTION SPORTS

FY 2016 OUTLOOK

REVENUE*

+2% to ~\$12.2B

GROSS MARGIN

48.6%

OPERATING MARGIN

14.3%

EARNINGS PER SHARE*

+7%



POWERFUL BRANDS. POWERFUL PLATFORM. ONE VF.

