TRANSITION PERIOD ENDED MARCH 31, 2018
FINANCIAL RESULTS

FINANCIAL HIGHLIGHTS1

$3.0B IN REVENUE
+17% / +8%2

50.8 % GROSS MARGIN
+20 basis points

10.8 % OPERATING MARGIN
-100 basis points

$0.67 EARNINGS PER SHARE
+22% / +15%2

REVENUE BY GEOGRAPHY2

-8% U.S.
+12% EMEA
+2% APAC
+1% AMERICAS (non-U.S.)

REVENUE BY CHANNEL2

+24% DTC
+42% DIGITAL (WITHIN DTC)
+1% WHOLESALE

TOP 5 BRANDS

VANS +39%
THE NORTH FACE +7%
Timberland -1%
Wrangler +1%
Lee -11%

TOP WORKWEAR BRANDS

WW Wrangler +12%
Bulwark FR +9%
Williamson-Dickie PRO-FORMA +11%
Timberland PRO SERIES +6%

FY2019 OUTLOOK

REVENUE $13.45B to $13.55B
+9% to +10%

GROSS MARGIN 51.0%

ADJUSTED EARNINGS PER SHARE $3.48 to $3.53
+11% to +13%

(% and basis points change reflects currency neutral)

1Numbers are on an adjusted basis and include contribution from the Williamson-Dickie acquisition  
2Excludes Williamson-Dickie acquisition