

Urban Outfitters, Inc.

FY'18 Q2 RESULTS





Key Financial Highlights

	Three Months Ended July 31, 2017	Three Months Ended July 31, 2016
URBN Net Sales Change	-2%	3%
Gross Profit*	34.1%	38.5%
Selling, General and Admin. Expenses*	25.5%	25.2%
Income from Operations*	8.6%	13.3%
Earnings Per Diluted Share	\$ 0.44	\$ 0.66

**expressed as a percent of net sales*



Key Sales Performance Indicators

(change vs. prior year comparable period)

Three Months Ended
July 31, 2017

Three Months Ended
July 31, 2016

Retail Segment Comparable Net Sales Change:

URBN

Urban Outfitters

Anthropologie Group

Free People

-4.9%

-7.9%

-4.0%

2.9%

1.1%

5.2%

-2.5%

flat

URBN Metric Changes

Store Channel

AUR

UPT

Transactions

down

down

down

down

flat

down

Direct-to-Consumer Channel

Sessions

Conversion Rate

AOV

up

up

down

up

up

down

Wholesale Segment Net Sales Change:

10%

4%



Income Statement Summary

(in millions, except per share data)
(unaudited)

	Three Months Ended July 31, 2017	Three Months Ended July 31, 2016
Net Sales	\$ 872.9	\$ 890.6
Cost of Sales	575.6	548.1
Gross Profit	297.3	342.5
Selling, General and Admin. Expenses	222.1	224.3
Income from Operations	75.2	118.2
Other Income, Net	1.7	1.1
Income Before Income Taxes	76.9	119.3
Income Tax Expense	27.0	42.4
Net Income	\$ 49.9	\$ 76.9
Diluted Share Count	113.8	117.4
EPS (Diluted)	\$ 0.44	\$ 0.66



Balance Sheet Summary

(\$ in millions)
(unaudited)

	July 31, 2017	July 31, 2016
Assets		
Cash and Cash Equivalents	\$ 277	\$ 243
Marketable Securities	110	59
Accounts Receivable, Net	76	95
Inventory	365	367
Other Current Assets	110	95
Total Current Assets	938	859
Property and Equipment, Net	843	879
Marketable Securities	26	26
Other Assets	116	110
Total Assets	\$ 1,923	\$ 1,874
Liabilities and Shareholders' Equity		
Accounts Payable	\$ 160	\$ 135
Other Current Liabilities	210	222
Total Current Liabilities	370	357
Long-Term Debt	-	50
Deferred Rent and Other Liabilities	244	222
Total Liabilities	614	629
Total Shareholders' Equity	1,309	1,245
Total Liabilities and Shareholders' Equity	\$ 1,923	\$ 1,874



Inventory Data

(\$ in millions)
(unaudited)

	<u>July 31, 2017</u>
URBN Inventory	\$ 365
% Change from Prior Year	-1%
	<u>July 31, 2017 Cost</u>
URBN	-5%
Urban Outfitters	-4%
Anthropologie Group	-3%
Free People	-14%



Global Retail Stores Summary

	Q1–Q2 FY'18				Projected Q3–Q4 FY'18		
	Open as of January 31, 2017	Openings	Closings	Open as of July 31, 2017	Projected Openings	Projected Closings	Projected Open as of January 31, 2018
Urban Outfitters NA	199	1	1	199	–	1	198
Urban Outfitters EU	43	3	–	46	–	–	46
Total Urban Outfitters	242	4	1	245	–	1	244
Anthropologie Group NA	214	1	1	214	3	1	216
Anthropologie Group EU	11	–	–	11	–	–	11
Total Anthropologie Group	225	1	1	225	3	1	227
Free People	127	6	3	130	3	1	132
Food & Beverage	12	1	1	12	–	–	12
URBN	606	12	6	612	6	3	615

	Q1–Q2 FY'18			Projected Q3–Q4 FY'18	
	Selling SF as of January 31, 2017	Net Change	Selling SF as of July 31, 2017	Projected Selling SF as of January 31, 2018	Projected FY'18 Selling SF Growth
Urban Outfitters	2,182	20	2,202	2,191	flat
Anthropologie Group	1,693	27	1,720	1,742	3%
Free People	257	20	277	300	19%
URBN	4,132	67	4,199	4,233	2%

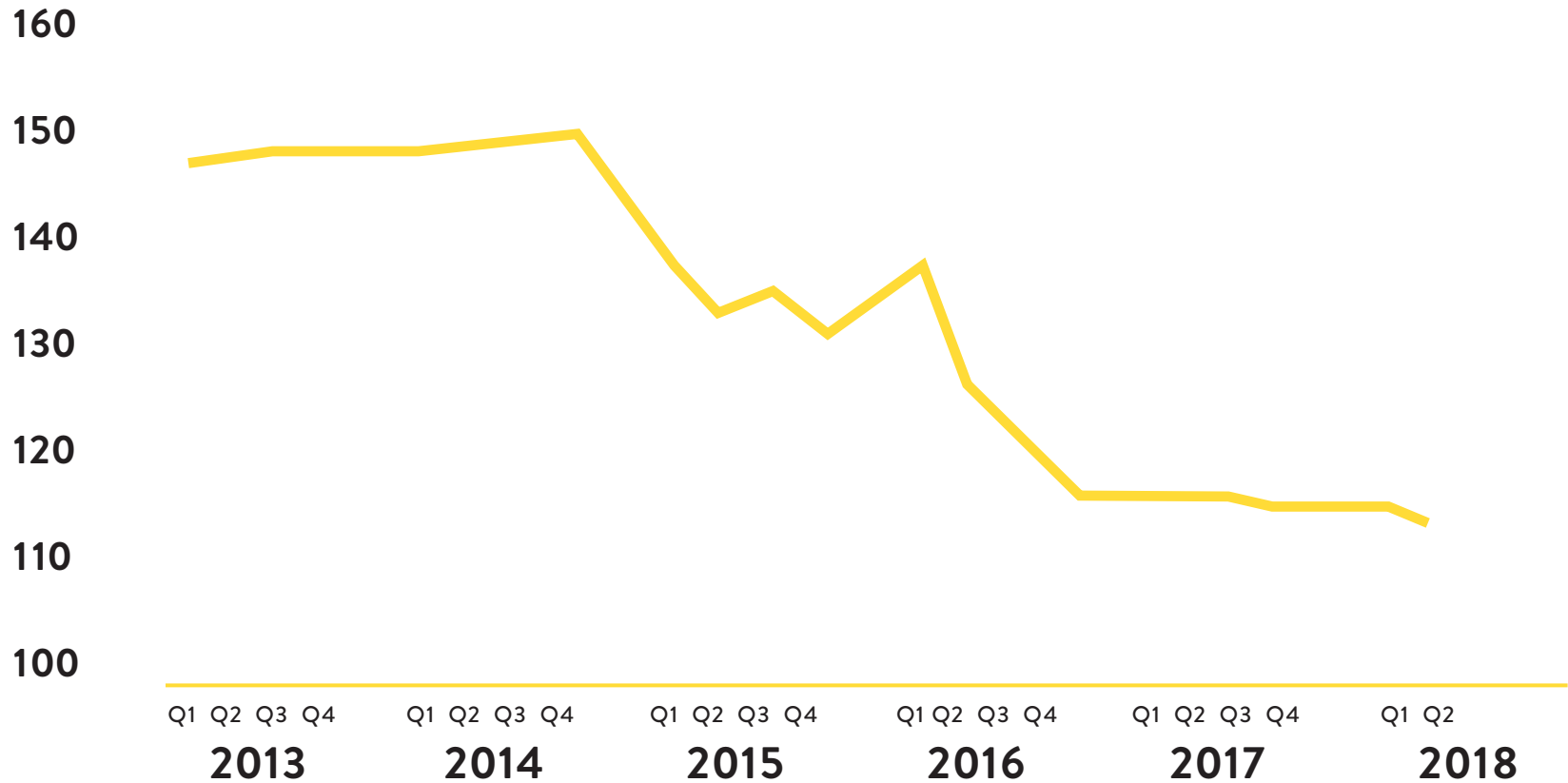
Selling SF includes both North American and European Stores



Shares Outstanding

(share count in millions)

Ending Shares Outstanding

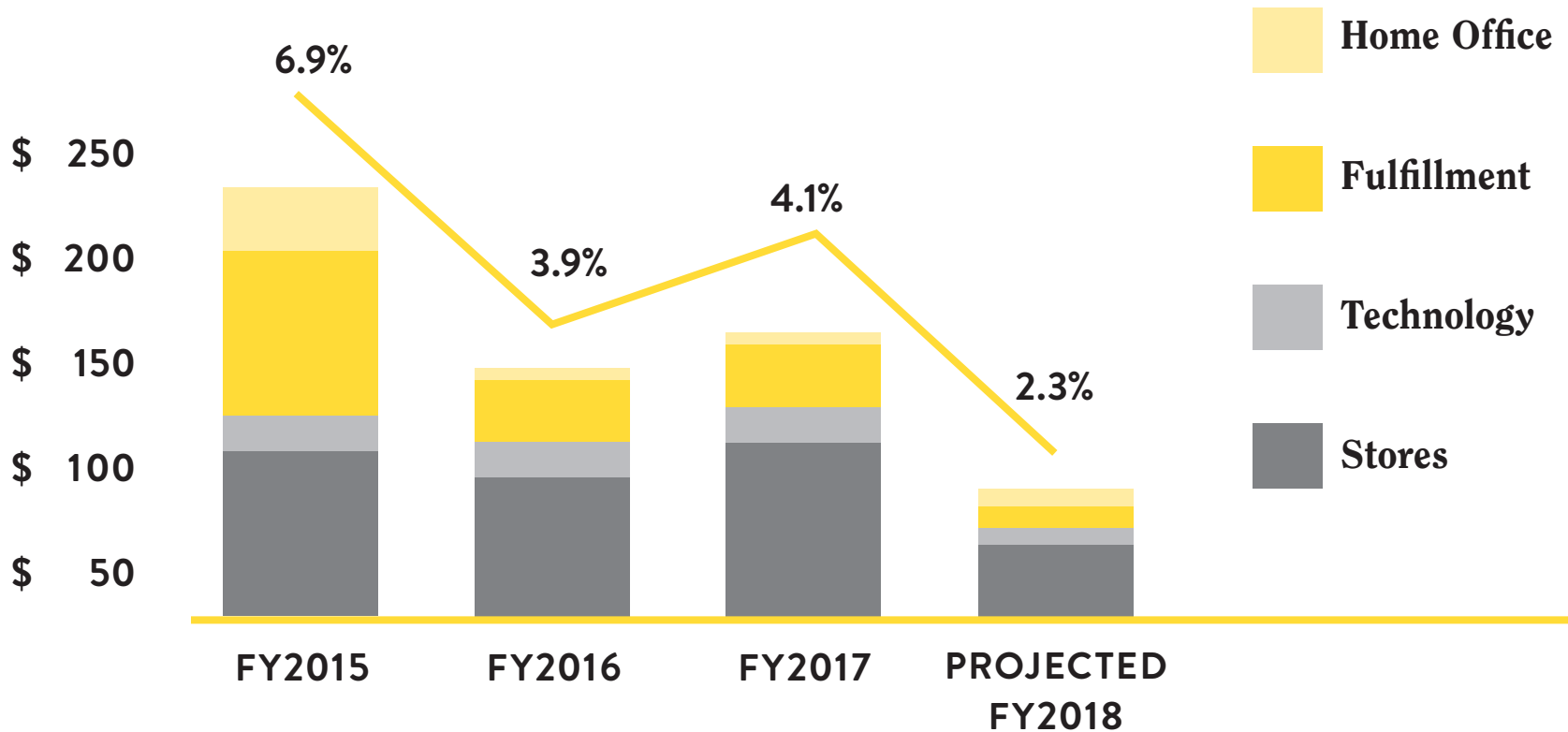




Capital Spending

(\$ in millions)

Net Capex % of Net Sales





Global Store Count & Square Footage

(all data is as of the respective period ended)

(Selling SF in thousands)

	UO	AN	FP	URBN
FY15 Q1 Store Count	232	192	92	516
Selling SF	2,064	1,440	134	3,638
Q2 Store Count	233	195	97	525
Selling SF	2,098	1,461	146	3,705
Q3 Store Count	236	201	102	539
Selling SF	2,127	1,493	159	3,779
Q4 Store Count	238	206	102	546
Selling SF	2,151	1,523	159	3,833

	UO	AN	FP	URBN
FY17 Q1 Store Count	239	218	117	574
Selling SF	2,151	1,610	213	3,974
Q2 Store Count	240	220	121	581
Selling SF	2,159	1,624	229	4,012
Q3 Store Count	242	226	124	592
Selling SF	2,191	1,689	244	4,124
Q4 Store Count	242	225	127	594
Selling SF	2,182	1,693	257	4,132

	UO	AN	FP	URBN
FY16 Q1 Store Count	238	208	106	552
Selling SF	2,150	1,533	166	3,849
Q2 Store Count	238	210	108	556
Selling SF	2,138	1,540	176	3,854
Q3 Store Count	240	214	112	566
Selling SF	2,156	1,567	190	3,913
Q4 Store Count	240	218	114	572
Selling SF	2,159	1,591	203	3,953

	UO	AN	FP	F&B	URBN
FY18 Q1 Store Count	242	225	130	12	609
Selling SF	2,174	1,720	271	n/a	4,165
Q2 Store Count	245	225	130	12	612
Selling SF	2,202	1,720	277	n/a	4,199