Urban Outfitters, Inc.
Retail Segment Comparable Sales Percentages Fiscal Years 2008 though 2010

|  | Fiscal Year 2010 Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | April 30, 2009 | July 31, 2009 | October 31, 2009 | January 31, 2010 |
| Urban Outfitters | -5\% | -4\% | -2\% | 3\% |
| Anthropologie | -10\% | -2\% | 7\% | 15\% |
| Free People | -1\% | 5\% | 0\% | 17\% |
| Terrain | n/a | -11\% | -5\% | 23\% |
| Total Retail Segment | -7\% | -3\% | 2\% | 9\% |
| Retail Segment Comp Inventory | -5\% | -3\% | -12\% | 0\% |


|  | Fiscal Year 2009 Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | April 30, 2008 | July 31, 2008 | October 31, 2008 | January 31, 2009 |
| Urban Outfitters | 14\% | 23\% | 22\% | 7\% |
| Anthropologie | 12\% | 10\% | 5\% | -3\% |
| Free People | 69\% | 42\% | 28\% | 10\% |
| Total Retail Segment | 14\% | 17\% | 14\% | 3\% |


|  | Fiscal Year 2008 Quarter Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | April 30, 2007 | July 31, 2007 | October 31, 2007 | January 31, 2008 |
| Urban Outfitters | - | 1\% | 2\% | 10\% |
| Anthropologie | 5\% | 15\% | 19\% | 20\% |
| Free People | 18\% | 65\% | 44\% | 55\% |
| Total Retail Segment | 2\% | 8\% | 10\% | 16\% |

Retail Segment includes Comparable Store and Direct-to-Consumer sales.

|  | Fiscal Year Ended |
| :---: | :---: |
|  | January 31, 2010 |
| Urban Outfitters | -1\% |
| Anthropologie | 3\% |
| Free People | 7\% |
| Terrain | n/a |
| Total Retail Segment | 1\% |
| Retail Segment Comp Inventory | 0\% |
|  | Fiscal Year Ended |
|  | January 31, 2009 |
| Urban Outfitters | 16\% |
| Anthropologie | 6\% |
| Free People | 34\% |
| Total Retail Segment | 12\% |
|  | Fiscal Year Ended |
|  | January 31, 2008 |
| Urban Outfitters | 3\% |
| Anthropologie | 15\% |
| Free People | 49\% |
| Total Retail Segment | 9\% |

Retail Segment includes Comparable Store and Direct-to-Con

