# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, DC 20549** 

# FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported) May 15, 2008

# **URBAN OUTFITTERS, INC.**

(Exact Name of Registrant as Specified in its Charter)

Pennsylvania (State or other jurisdiction of incorporation) 000-22754 (Commission File Number) 23-2003332 (IRS Employer Identification No.)

**5000 South Broad St, Philadelphia PA** (Address of principal executive offices)

19112 (Zip Code)

Registrant's telephone number, including area code (215) 454-5500

N/A

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4))

#### Item 2.02. Results of Operations and Financial Condition

On May 15, 2008, the Company issued an earnings release, which is attached hereto as Exhibit 99.1 and incorporated herein by reference. The earnings release disclosed material non-public information regarding the Company's earnings for the three months ended April 30, 2008.

## Item 9.01. Financial Statements and Exhibits

99.1 Earnings Release dated May 15, 2008 – Operating results for the three months ended April 30, 2008.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

# URBAN OUTFITTERS, INC.

By: /s/ John E. Kyees
John E. Kyees
Chief Financial Officer

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Date: May 15, 2008

# **Exhibit Index**

Exhibit No. EX-99.1 Description
Earnings Release dated May 15, 2008 – Operating results for the three months ended April 30, 2008.

#### URBAN OUTFITTERS, INC. First Quarter Results Philadelphia, PA – May 15, 2008

For Immediate Release

Contact: John Kyees

Chief Financial Officer (215) 454-5500

#### **Urban Outfitters Q1 Earnings Surge 45%**

Urban Outfitters, Inc. (NASDAQ:URBN), a leading lifestyle specialty retail company operating under the Anthropologie, Free People, Terrain and Urban Outfitters brands today announced that for the three months ended April 30, 2008, income from operations increased 75% to \$62.9 million and generated earnings of \$0.25 per diluted share.

As stated in the Company's previous sales release on May 8, 2008, total Company sales for the first quarter increased 25% to a record \$394.3 million. Comparable ('comp') store sales at Anthropologie, Free People and Urban Outfitters rose 10%, 19% and 10%, respectively, for a combined 10% increase. Direct-to-consumer sales jumped 34% and Free People wholesale sales increased 22%.

"We produced exceptional results during the quarter: 'comp' store sales jumped 10%; gross profit rose 41%, or over 400 basis points; operating margin improved 75% to 16% of net sales; and we opened 12 new stores, including the launch of our newest concept, Terrain," said Glen T. Senk, Chief Executive Officer. "I want to congratulate our teams for delivering such an excellent performance," finished Mr. Senk.

Net sales for the three month periods were as follows:

		Three months ended April 30,	
	2008	2007	
	(in the	(in thousands)	
Urban Outfitters stores	\$159,790	\$129,908	
Anthropologie stores	145,596	118,599	
Free People stores	5,859	2,690	
Terrain stores	617		
Total store sales	311,862	251,197	
Direct-to-consumer	_ 58,248	43,507	
Total retail segment	370,110	294,704	
Wholesale	24,182	19,840	
Total net sales	\$394,292	\$314,544	

For the three months ended April 30, 2008, gross profit margins increased by 444 basis points versus the comparable period last year. Reductions in merchandise markdowns, followed by improvement to initial merchandise cost and leveraging of store occupancy costs helped achieve the margin growth. As of April 30, 2008, inventories grew by \$23.2 million or 13.8%, on a year-over-year basis, driven by the acquisition of inventory to stock new retail stores. Total comparable store inventories decreased by 3%.

During the first quarter, selling, general and administrative expenses, expressed as a percentage of net sales, decreased by 7 basis points versus the comparable period last year. This decrease was primarily due to leveraging of direct store controllable costs helped by the increase in 'comp' store net sales, which more than offset certain one-time pre-opening expenses related to the Terrain store launch and development expenses of the new Anthropologie wholesale collection, Leiffsdottir and additional bonus accruals.

Earnings per share increased 47% to \$0.25 per diluted share for the three months ended April 30, 2008 and the Company's tax rate rose to 35.7%. Management expects the tax rate to remain fairly consistent for the balance of the fiscal year. The prior year's tax rate was impacted by the receipt of one-time federal tax incentives for work performed on the development of our new home offices. Excluding these one-time federal tax incentives, the Company's estimated tax rate would have been approximately 36.2% and earnings per diluted share would have been \$0.14 for the comparable period last year.

During the three months ended April 30, 2008, the Company opened a total of 12 new stores including: 7 new Urban Outfitters stores, 1 new Anthropologie store, 3 new Free People stores and our first Terrain garden center. Terrain is the Company's fourth concept which launched during the first quarter of this fiscal year, opening its retail garden center and cafe to the public in late April on the site of Styers' Nurseries in Concordville, PA. The center offers a wide variety of indoor and outdoor plant material, an eclectic assortment of garden and outdoor living supplies, a café and a complete range of landscape and design services. The Company plans to open approximately 45 new stores during fiscal year 2009.

Urban Outfitters, Inc. is an innovative specialty retailer and wholesaler which offers a variety of lifestyle merchandise to highly defined customer niches through 129 Urban Retail stores in the United States, Canada, and Europe; two web sites and a catalog; 109 Anthropologie stores; a catalog and web site; Free People, the Company's wholesale division, which sells its product to approximately 1,700 specialty and department stores as well as through 18 Free People stores, a web-site and catalog and one Terrain garden center as of April 30, 2008.

A conference call will be held today to discuss first quarter results and will be web cast at 11:00 a.m. EDT on: <a href="http://phx.corporate-ir.net/phoenix.zhtml?p=irol-eventDetails&c=115825&eventID=1832753">http://phx.corporate-ir.net/phoenix.zhtml?p=irol-eventDetails&c=115825&eventID=1832753</a>

This news release is being made pursuant to the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. Certain matters contained in this release may constitute forward-looking statements. Any one, or all, of the following factors could cause actual financial results to differ materially from those financial results mentioned in the forward-looking statements: the difficulty in predicting and responding to shifts in fashion trends, changes in the level of competitive pricing and promotional activity and other industry factors, overall economic and market conditions and the resultant impact on consumer spending patterns, including any effects of terrorist acts or war, availability of suitable retail space for expansion, timing of store openings, seasonal fluctuations in gross sales, the departure of one or more key senior managers, import risks, including potential disruptions and changes in duties, tariffs and quotas and other risks identified in filings with the Securities and Exchange Commission. The Company disclaims any intent or obligation to update forward-looking statements even if experience or future changes make it clear that actual results may differ materially from any projected results expressed or implied therein.

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(Tables follow)

#### URBAN OUTFITTERS, INC.

#### **Condensed Consolidated Statements of Income**

(in thousands, except share and per share data) (unaudited)

Net sales, including certain buying, distribution and occupancy costs         304,292         314,544           Cost of sales, including certain buying, distribution and occupancy costs         158,680         112,615           Gross profit         95,738         76,599           Income from operations         66,194         36,016           Other income, net         66,162         37,818           Income before income taxes         66,162         37,818           Net income         \$23,605         8,451           Net income         \$23,605         8,451           Net income         \$23,605         8,045           Putting         \$2,257         \$29,367           Putting         \$0,25         \$0,18           Diluted         \$0,25         \$0,18           Diluted         \$0,25         \$0,18           Diluted         \$0,25         \$0,18           Diluted         \$0,25         \$0,12           Putting         \$0,25         \$0,25           Putting			Three Months Ended April 30,	
Cost of sales, including certain buying, distribution and occupancy costs         235,612         201,929           Gross profit         158,680         112,615           Selling, general and administrative expenses         95,738         76,599           Income from operations         62,942         36,016           Other income, net         3,220         1,802           Income before income taxes         66,162         37,818           Income ax expense         23,055         8,451           Net income         32,205         8,451           Passic         9,026         9,036           Diluted         3,025         9,018           Passic         9,026         9,038           Diluted         166,119,099         164,826,058           Diluted         170,603,420         168,799,775           PERCENT OF NET SALES           Net sales         100%         100%           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Scot of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Scot of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Scot of sales, including cert				
Gross profit         158,680         112,615           Selling, general and administrative expenses         95,738         76,599           Income from operations         62,942         36,016           Other income, net         3,220         1,802           Income before income taxes         66,162         37,818           Income tax expense         23,005         8,451           Net income         \$0,25         \$29,367           Net income per common share:         ***         \$0,26         \$0,18           Diluted         \$0,25         \$0,17         \$0,26         \$0,18           Basic         \$0,25         \$0,17         \$0,26         \$0,18           Diluted         \$0,25         \$0,17         \$0,26         \$0,28         \$0,18           Basic         \$0,25         \$0,17         \$0,26         \$0,28         \$0,18         \$0,26         \$0,18         \$0,26         \$0,18         \$0,26         \$0,18         \$0,27<				
Selling, general and administrative expenses         95,738         76,599           Income from operations         62,942         36,016           Other income, net         3,220         1,802           Income before income bases         66,162         37,818           Income tax expense         23,605         8,451           Net income         30,25         29,367           Per time per common shares           Basic         9,026         \$0,18           Diluted         30,25         \$0,17           Basic         166,19,099         164,26,058           Diluted         170,603,420         168,79,75           PERCENT OF NET SALES         100%         100%           Set sales, including certain buying, distribution and occupancy costs         59.8         64.2           Set sales, including certain buying, distribution and occupancy costs         59.8         64.2           Set ling, general and administrative expenses         24.2         24.4           Other income from operations         16.0         11.4           Other income per for income taxes         16.8         0.6           Income before income taxes         16.0         2.7	Cost of sales, including certain buying, distribution and occupancy costs	235,	.612	201,929
Income from operations         62,942         36,016           Other income, net         3,220         1,802           Income before income taxes         66,162         37,818           Income tax expense         23,605         8,451           Net income         \$ 42,557         \$ 29,367           Net income per common shares:         \$ 0.26         \$ 0.18           Diluted         \$ 0.25         \$ 0.17           Basic         166,119,099         164,826,058           Diluted         170,603,420         168,799,75           PERCENT OF NET SALES         100%         160,799,75           Net sales, including certain buying, distribution and occupancy costs         59.8         64.2           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.6         11.6           Other income, net         0.8         0.6           Income before income taxes         6.0         2.7		158,	,680	112,615
Other income, net         3,220         1,802           Income before income taxes         66,162         37,818           Income tax expense         23,605         8,451           Net income         \$ 22,557         \$ 29,367           Net income per common shares         \$ 0.26         \$ 0.18           Basic         \$ 0.25         \$ 0.17           Diluted         \$ 0.25         \$ 0.17           Basic         166,119,099         164,826,058           Diluted         170,603,420         168,799,775           PERCENT OF NET SALES         100%         100%           Ost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Seling, general and administrative expenses         24.2         24.4           Seling, general and administrative expenses         16.0         11.4           Other income, net         0.8         0.6           Income from operations         16.8         0.6           Income before income taxes         16.0         2.7	Selling, general and administrative expenses	95,	.738	76,599
Income before income taxes         66,162         37,818           Income tax expense         23,605         8,451           Net income         \$ 42,557         \$ 29,367           Net income per common shares         ***         \$ 0.26         \$ 0.18           Diluted         \$ 0.25         \$ 0.17           Weighted average common shares outstanding:         ***         \$ 66,119,099         164,826,058           Basic         166,119,099         164,826,058         \$ 62,25         \$ 67,058         \$ 62,25	Income from operations	62,	942	36,016
Income tax expense         23,605         8,451           Net income         \$ 42,557         \$ 29,367           Net income per common shares         Secondary         \$ 0.26         \$ 0.18           Basic         \$ 0.25         \$ 0.17           Diluted         \$ 0.25         \$ 0.17           Weighted average common shares outstandings:         Secondary         \$ 0.25         \$ 0.17           Basic         \$ 166,119,099         \$ 164,826,058         \$ 0.26         \$ 100%	Other income, net	3,	.220	1,802
Net income         \$ 42,557         \$ 29,367           Net income per common shares         ***********************************	Income before income taxes	66,	162	37,818
Net income per common share:         Basic       \$ 0.26       \$ 0.18         Diluted       \$ 0.25       \$ 0.17         Weighted average common shares outstanding:       Basic       166,119,099       164,826,058         Diluted       170,603,420       168,799,775         PERCENT OF NET SALES         Net sales       100%       100%         Cost of sales, including certain buying, distribution and occupancy costs       59.8       64.2         Gross profit       40.2       35.8         Selling, general and administrative expenses       24.2       24.4         Income from operations       16.0       11.4         Other income, net       0.8       0.6         Income before income taxes       16.8       12.0         Income tax expense       6.0       2.7	Income tax expense	23,	.605	8,451
Basic         \$ 0.26         \$ 0.18           Diluted         \$ 0.25         \$ 0.17           Weighted average common shares outstanding:           Basic         166,119,099         164,826,058           Diluted         170,603,420         168,799,775           PERCENT OF NET SALES           Net sales         100%         100%           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Net income	\$ 42,	557 \$	29,367
Diluted         \$ 0.25         \$ 0.17           Weighted average common shares outstanding:         Basic         166,119,099         164,826,058           Diluted         170,603,420         168,799,775           PERCENT OF NET SALES           Net sales         100%         100%           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Net income per common share:			
Weighted average common shares outstanding:         Basic       166,119,099       164,826,058         Diluted       170,603,420       168,799,775         PERCENT OF NET SALES         Net sales       100%       100%         Cost of sales, including certain buying, distribution and occupancy costs       59.8       64.2         Gross profit       40.2       35.8         Selling, general and administrative expenses       24.2       24.4         Income from operations       16.0       11.4         Other income, net       0.8       0.6         Income before income taxes       16.8       12.0         Income tax expense       6.0       2.7	Basic	\$	0.26 \$	0.18
Basic         166,119,099         164,826,058           Diluted         170,603,420         168,799,775           PERCENT OF NET SALES           Net sales         100%         100%           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Diluted	\$	0.25	0.17
Diluted         170,603,420         168,799,775           PERCENT OF NET SALES           Net sales         100%         100%           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Weighted average common shares outstanding:			
PERCENT OF NET SALES         Net sales       100%       100%         Cost of sales, including certain buying, distribution and occupancy costs       59.8       64.2         Gross profit       40.2       35.8         Selling, general and administrative expenses       24.2       24.4         Income from operations       16.0       11.4         Other income, net       0.8       0.6         Income before income taxes       16.8       12.0         Income tax expense       6.0       2.7	Basic	166,119	099 1	.64,826,058
Net sales         100%         100%           Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Diluted	170,603,	420 1	.68,799,775
Cost of sales, including certain buying, distribution and occupancy costs         59.8         64.2           Gross profit         40.2         35.8           Selling, general and administrative expenses         24.2         24.4           Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	PERCENT OF NET SALES		_	
Gross profit       40.2       35.8         Selling, general and administrative expenses       24.2       24.4         Income from operations       16.0       11.4         Other income, net       0.8       0.6         Income before income taxes       16.8       12.0         Income tax expense       6.0       2.7	Net sales		100%	100%
Selling, general and administrative expenses       24.2       24.4         Income from operations       16.0       11.4         Other income, net       0.8       0.6         Income before income taxes       16.8       12.0         Income tax expense       6.0       2.7	Cost of sales, including certain buying, distribution and occupancy costs		59.8	64.2
Income from operations         16.0         11.4           Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Gross profit		40.2	35.8
Other income, net         0.8         0.6           Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Selling, general and administrative expenses	:	24.2	24.4
Income before income taxes         16.8         12.0           Income tax expense         6.0         2.7	Income from operations		16.0	11.4
Income tax expense <u>6.0</u> <u>2.7</u>	Other income, net		0.8	0.6
	Income before income taxes		16.8	12.0
Net income 10.8% 9.3%	Income tax expense		6.0	2.7
	Net income		10.8%	9.3%

# URBAN OUTFITTERS, INC.

# **Condensed Consolidated Balance Sheets**

(in thousands, except share and per share data) (unaudited)

	April 30, 2008	January 31, 2008	April 30, 2007
Assets			
Current assets:			
Cash and cash equivalents	\$ 164,030	\$ 105,271	\$ 31,171
Marketable securities	55,101	80,127	133,508
Accounts receivable, net of allowance for doubtful accounts of \$1,522, \$972 and \$820, respectively	25,593	26,365	22,037
Inventories	191,287	171,925	168,131
Prepaid expenses, deferred taxes and other current assets	46,228	49,922	33,927
Total current assets	482,239	433,610	388,774
Property and equipment, net	498,789	488,889	455,601
Marketable securities	187,549	188,252	62,865
Deferred income taxes and other assets	36,708	32,040	30,046
Total Assets	\$1,205,285	\$1,142,791	\$ 937,286
Liabilities and Shareholders' Equity			
Current liabilities:			
Accounts payable	\$ 81,112	\$ 74,020	\$ 61,794
Accrued expenses, accrued compensation and other current liabilities	92,312	93,358	72,076
Total current liabilities	173,424	167,378	133,870
Deferred rent and other liabilities	123,469	121,982	91,620
Total Liabilities	296,893	289,360	225,490
Shareholders' equity:			
Preferred shares; \$.0001 par value, 10,000,000 shares authorized, none issued	_	_	
Common shares; \$.0001 par value, 200,000,000 shares authorized, 166,967,614, 166,104,615 and 165,555,935			
issued and outstanding, respectively	17	17	17
Additional paid-in capital	157,490	144,204	135,334
Retained earnings	744,532	701,975	571,111
Accumulated other comprehensive income	6,353	7,235	5,334
Total Shareholders' Equity	908,392	853,431	711,796
Total Liabilities and Shareholders' Equity	\$1,205,285	\$1,142,791	\$ 937,286