

# Urban Outfitters, Inc.

## FY'19 Q2 RESULTS





# Key Financial Highlights

	Three Months Ended July 31, 2018	Three Months Ended July 31, 2017
<b>URBN Net Sales Change</b>	<b>13.7%</b>	<b>-2.0%</b>
<b>Gross Profit*</b>	<b>35.9%</b>	<b>34.1%</b>
<b>Selling, General and Admin. Expenses*</b>	<b>24.1%</b>	<b>25.5%</b>
<b>Income from Operations*</b>	<b>11.8%</b>	<b>8.6%</b>
<b>Earnings Per Diluted Share</b>	<b>\$ 0.84</b>	<b>\$ 0.44</b>

*\*expressed as a percent of net sales*



# Key Sales Performance Indicators

(change vs. prior year comparable period)

	Three Months Ended July 31, 2018	Three Months Ended July 31, 2017
<b>Retail Segment Comparable Net Sales Change:</b>		
<b>URBN</b>	13%	-5%
Urban Outfitters	15%	-8%
Anthropologie Group	11%	-4%
Free People	17%	3%
<b>URBN Metric Changes</b>		
<b>Store Channel</b>		
AUR	up	down
UPT	up	down
Transactions	up	down
<b>Digital Channel</b>		
Sessions	up	up
Conversion Rate	up	up
AOV	up	down
<b>Wholesale Segment Net Sales Change:</b>	10%	10%



# Income Statement Summary

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

	Three Months Ended July 31, 2018	Three Months Ended July 31, 2017
Net Sales	\$ 992.5	\$ 872.9
Cost of Sales	<u>636.7</u>	<u>575.6</u>
Gross Profit	355.8	297.3
Selling, General and Admin. Expenses	<u>238.9</u>	<u>222.1</u>
Income from Operations	116.9	75.2
Other Income, Net	<u>1.7</u>	<u>1.7</u>
Income Before Income Taxes	118.6	76.9
Income Tax Expense	<u>25.8</u>	<u>27.0</u>
Net Income	<u>\$ 92.8</u>	<u>\$ 49.9</u>
Diluted Share Count	110.4	113.8
EPS (Diluted)	\$ 0.84	\$ 0.44



# Balance Sheet Summary

(\$ in millions)  
(unaudited)

	July 31, 2018	July 31, 2017
<b>Assets</b>		
Cash and Cash Equivalents	\$ 406	\$ 277
Marketable Securities	198	110
Accounts Receivable, Net	91	76
Inventory	376	365
Other Current Assets	131	110
<b>Total Current Assets</b>	<b>1,202</b>	<b>938</b>
Property and Equipment, Net	807	843
Marketable Securities	46	26
Other Assets	104	116
<b>Total Assets</b>	<b>\$ 2,159</b>	<b>\$ 1,923</b>
<b>Liabilities and Shareholders' Equity</b>		
Accounts Payable	\$ 150	\$ 160
Other Current Liabilities	280	210
<b>Total Current Liabilities</b>	<b>430</b>	<b>370</b>
Long-Term Debt	-	-
Deferred Rent and Other Liabilities	285	244
<b>Total Liabilities</b>	<b>715</b>	<b>614</b>
<b>Total Shareholders' Equity</b>	<b>1,444</b>	<b>1,309</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>\$ 2,159</b>	<b>\$ 1,923</b>



# Inventory Data

(\$ in millions)  
(unaudited)

	<u>July 31, 2018</u>
<b>URBN Inventory</b>	<b>\$ 376</b>
<b>% Change from Prior Year</b>	<b>2.9%</b>

## Retail Segment Comparable Inventory at Cost

	<u>July 31, 2018</u>
<b>URBN</b>	<b>3%</b>
<b>Urban Outfitters</b>	<b>5%</b>
<b>Anthropologie Group</b>	<b>2%</b>
<b>Free People</b>	<b>1%</b>



# Global Retail Stores Summary

	Q1–Q2 FY'19				Projected Q3–Q4 FY'19		
	Open as of January 31, 2018	Openings	Closings	Open as of July 31, 2018	Projected Openings	Projected Closings	Projected Open as of January 31, 2019
Urban Outfitters NA	198	–	–	198	1	4	195
Urban Outfitters EU	47	2	1	48	2	–	50
<b>Total Urban Outfitters</b>	<b>245</b>	<b>2</b>	<b>1</b>	<b>246</b>	<b>3</b>	<b>4</b>	<b>245</b>
Anthropologie Group NA	216	1	1	216	2	1	217
Anthropologie Group EU	10	1	–	11	–	–	11
<b>Total Anthropologie Group</b>	<b>226</b>	<b>2</b>	<b>1</b>	<b>227</b>	<b>2</b>	<b>1</b>	<b>228</b>
Free People NA	132	3	–	135	1	6	130
Free People EU	–	–	–	–	2	–	2
<b>Total Free People</b>	<b>132</b>	<b>3</b>	<b>–</b>	<b>135</b>	<b>3</b>	<b>6</b>	<b>132</b>
<b>Food &amp; Beverage</b>	<b>10</b>	<b>–</b>	<b>–</b>	<b>10</b>	<b>3</b>	<b>–</b>	<b>13</b>
<b>URBN</b>	<b>613</b>	<b>7</b>	<b>2</b>	<b>618</b>	<b>11</b>	<b>11</b>	<b>618</b>
	Selling SF as of January 31, 2018	Net Change	Selling SF as of July 31, 2018	Projected Selling SF as of January 31, 2019	Projected FY'19 Selling SF Growth		
<i>(Selling SF in thousands)</i>							
Urban Outfitters	2,205	3	2,208	2,198	flat		
Anthropologie Group	1,733	17	1,750	1,782	3%		
Free People	287	11	298	297	3%		
<b>URBN</b>	<b>4,225</b>	<b>31</b>	<b>4,256</b>	<b>4,277</b>	<b>1%</b>		

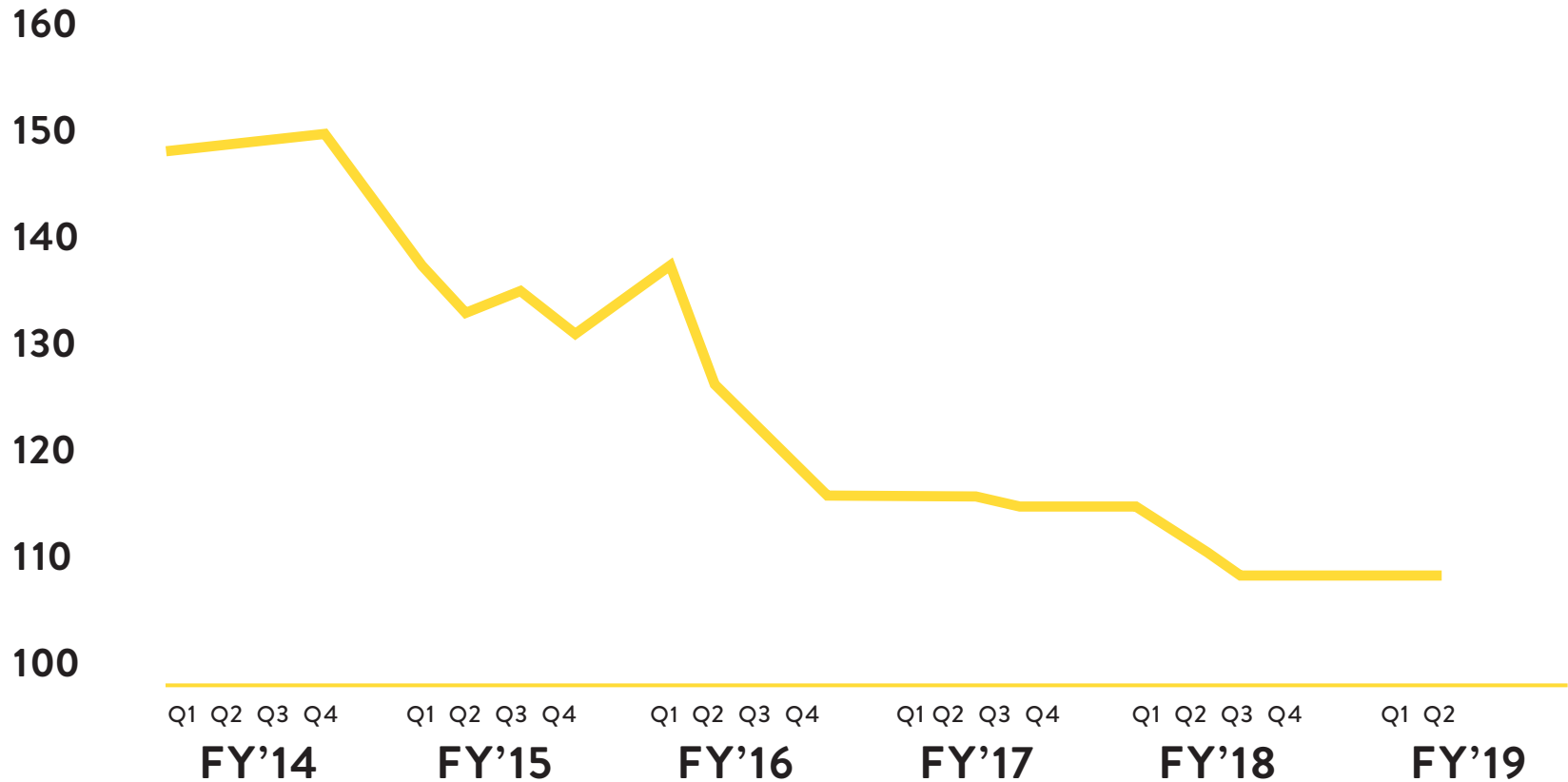
Selling SF includes both North American and European Stores



# Shares Outstanding

(share count in millions)

## Ending Shares Outstanding



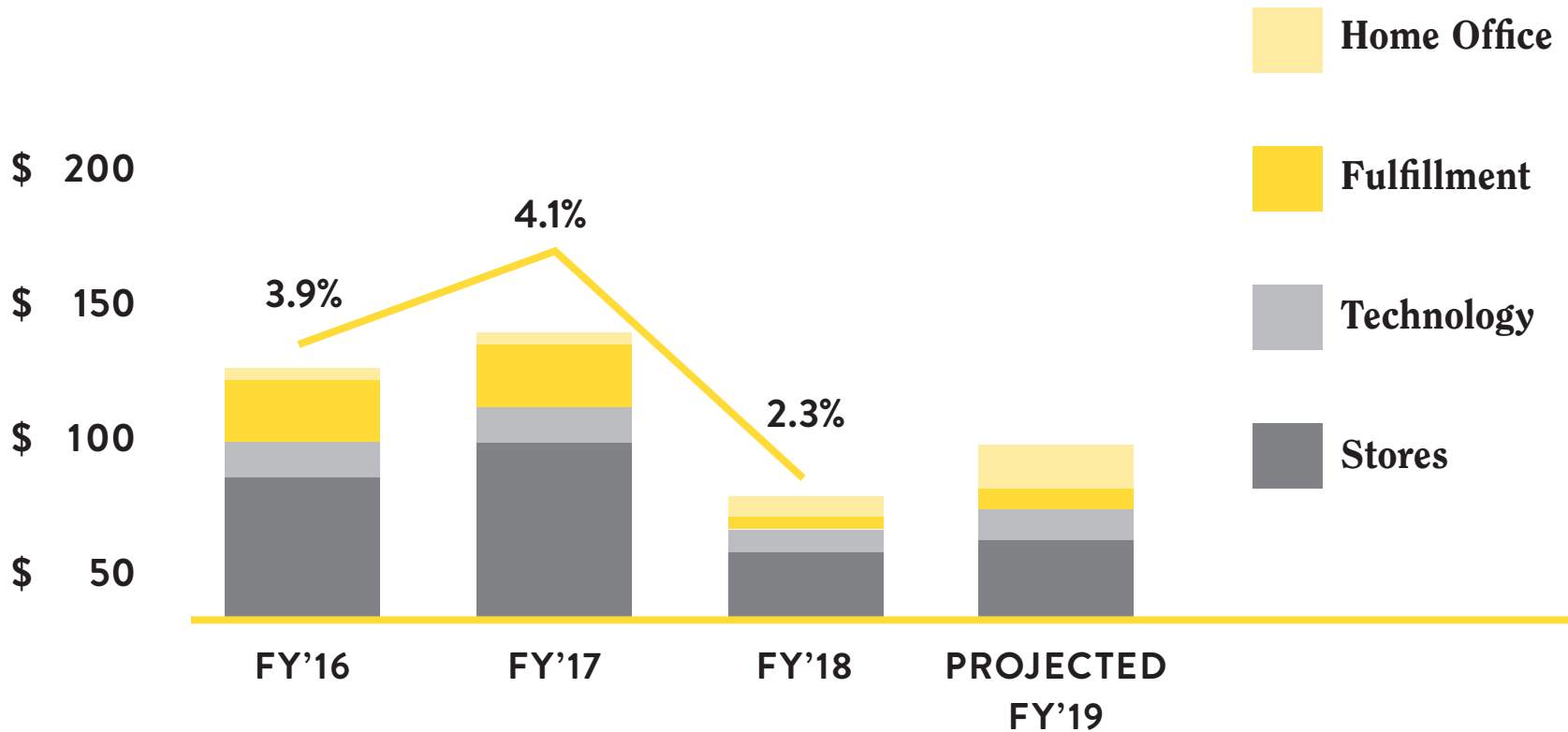




# Capital Spending

(\$ 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
<b>FY'16 Q1</b> Store Count	238	208	106	552
Selling SF	2,150	1,533	166	3,849
<b>Q2</b> Store Count	238	210	108	556
Selling SF	2,138	1,540	176	3,854
<b>Q3</b> Store Count	240	214	112	566
Selling SF	2,156	1,567	190	3,913
<b>Q4</b> Store Count	240	218	114	572
Selling SF	2,159	1,591	203	3,953

	UO	AN	FP	F&B	URBN
<b>FY'18 Q1</b> Store Count	242	225	130	12	609
Selling SF	2,174	1,720	271	n/a	4,165
<b>Q2</b> Store Count	245	225	130	12	612
Selling SF	2,202	1,720	277	n/a	4,199
<b>Q3</b> Store Count	245	227	132	12	616
Selling SF	2,202	1,733	287	n/a	4,222
<b>Q4</b> Store Count	245	226	132	10	613
Selling SF	2,205	1,733	287	n/a	4,225

	UO	AN	FP	URBN
<b>FY'17 Q1</b> Store Count	239	218	117	574
Selling SF	2,151	1,610	213	3,974
<b>Q2</b> Store Count	240	220	121	581
Selling SF	2,159	1,624	229	4,012
<b>Q3</b> Store Count	242	226	124	592
Selling SF	2,191	1,689	244	4,124
<b>Q4</b> Store Count	242	225	127	594
Selling SF	2,182	1,693	257	4,132

	UO	AN	FP	F&B	URBN
<b>FY'19 Q1</b> Store Count	246	226	134	10	616
Selling SF	2,208	1,733	291	n/a	4,232
<b>Q2</b> Store Count	246	227	135	10	618
Selling SF	2,208	1,750	298	n/a	4,256