

# Urban Outfitters, Inc.

## FY'18 Q3 RESULTS





# Key Financial Highlights

	Three Months Ended October 31, 2017	Three Months Ended October 31, 2016
<b>URBN Net Sales Change</b>	<b>3.5%</b>	<b>4.5%</b>
<b>Gross Profit*</b>	<b>33.4%</b>	<b>34.8%</b>
<b>Selling, General and Admin. Expenses*</b>	<b>25.2%</b>	<b>26.6%</b>
<b>Income from Operations*</b>	<b>8.2%</b>	<b>8.2%</b>
<b>Earnings Per Diluted Share</b>	<b>\$ 0.41</b>	<b>\$ 0.40</b>

*\*expressed as a percent of net sales*



# Key Sales Performance Indicators

(change vs. prior year comparable period)

Three Months Ended  
October 31, 2017

Three Months Ended  
October 31, 2016

## Retail Segment Comparable Net Sales Change:

### URBN

Urban Outfitters

Anthropologie Group

Free People

2%\*

1%\*

2%\*

5%\*

1%

5%

-3%

-2%

### URBN Metric Changes

#### Store Channel

AUR

UPT

Transactions

down

down

down

down

up

down

#### Direct-to-Consumer Channel

Sessions

Conversion Rate

AOV

up

up

down

up

up

down

## Wholesale Segment Net Sales Change:

8.7%

29.7%

\*Adjusted for the estimated impact of North American hurricanes in the quarter.



# Income Statement Summary

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

	Three Months Ended October 31, 2017	Three Months Ended October 31, 2016
Net Sales	\$ 892.8	\$ 862.5
Cost of Sales	<u>595.1</u>	<u>562.6</u>
Gross Profit	297.7	299.9
Selling, General and Admin. Expenses	<u>224.8</u>	<u>229.6</u>
Income from Operations	72.9	70.3
Other (Expense) Income, Net	<u>(0.9)</u>	<u>0.9</u>
Income Before Income Taxes	72.0	71.2
Income Tax Expense	<u>26.9</u>	<u>23.8</u>
Net Income	<u>\$ 45.1</u>	<u>\$ 47.4</u>
Diluted Share Count	110.1	117.4
EPS (Diluted)	\$ 0.41	\$ 0.40



# Balance Sheet Summary

(\$ in millions)  
(unaudited)

	<u>October 31, 2017</u>	<u>October 31, 2016</u>
<b>Assets</b>		
Cash and Cash Equivalents	\$ 235	\$ 235
Marketable Securities	93	25
Accounts Receivable, Net	78	69
Inventory	450	454
Other Current Assets	111	107
<b>Total Current Assets</b>	<b>967</b>	<b>890</b>
Property and Equipment, Net	829	872
Marketable Securities	41	6
Other Assets	116	117
<b>Total Assets</b>	<b><u>\$ 1,953</u></b>	<b><u>\$ 1,885</u></b>
<b>Liabilities and Shareholders' Equity</b>		
Accounts Payable	\$ 209	\$ 199
Other Current Liabilities	214	206
<b>Total Current Liabilities</b>	<b>423</b>	<b>405</b>
Long-Term Debt	-	-
Deferred Rent and Other Liabilities	245	232
<b>Total Liabilities</b>	<b>668</b>	<b>637</b>
<b>Total Shareholders' Equity</b>	<b>1,285</b>	<b>1,248</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b><u>\$ 1,953</u></b>	<b><u>\$ 1,885</u></b>

# Inventory Data

(\$ in millions)  
(unaudited)

	<u>October 31, 2017</u>
<b>URBN Inventory</b>	<b>\$ 450</b>
<b>% Change from Prior Year</b>	<b>-0.9%</b>

	<u>October 31, 2017 Cost</u>
<b>Retail Segment Comparable Inventory</b>	
<b>URBN</b>	<b>-1%</b>
<b>Urban Outfitters</b>	<b>-5%</b>
<b>Anthropologie Group</b>	<b>2%</b>
<b>Free People</b>	<b>-4%</b>



# Global Retail Stores Summary

	Q1-Q3 FY'18				Projected Q4 FY'18		
	Open as of January 31, 2017	Openings	Closings	Open as of October 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	1	-	47
<b>Total Urban Outfitters</b>	<b>242</b>	<b>4</b>	<b>1</b>	<b>245</b>	<b>1</b>	<b>1</b>	<b>245</b>
Anthropologie Group NA	214	3	1	216	1	-	217
Anthropologie Group EU	11	-	-	11	-	-	11
<b>Total Anthropologie Group</b>	<b>225</b>	<b>3</b>	<b>1</b>	<b>227</b>	<b>1</b>	<b>-</b>	<b>228</b>
Free People	127	8	3	132	1	1	132
Food & Beverage	12	1	1	12	-	-	12
<b>URBN</b>	<b>606</b>	<b>16</b>	<b>6</b>	<b>616</b>	<b>3</b>	<b>2</b>	<b>617</b>

	Q1-Q3 FY'18			Projected Q4 FY'18	
	Selling SF as of January 31, 2017	Net Change	Selling SF as of October 31, 2017	Projected Selling SF as of January 31, 2018	Projected FY'18 Selling SF Growth
Urban Outfitters	2,182	20	2,202	2,207	1%
Anthropologie Group	1,693	40	1,733	1,749	3%
Free People	257	30	287	300	17%
<b>URBN</b>	<b>4,132</b>	<b>90</b>	<b>4,222</b>	<b>4,256</b>	<b>3%</b>

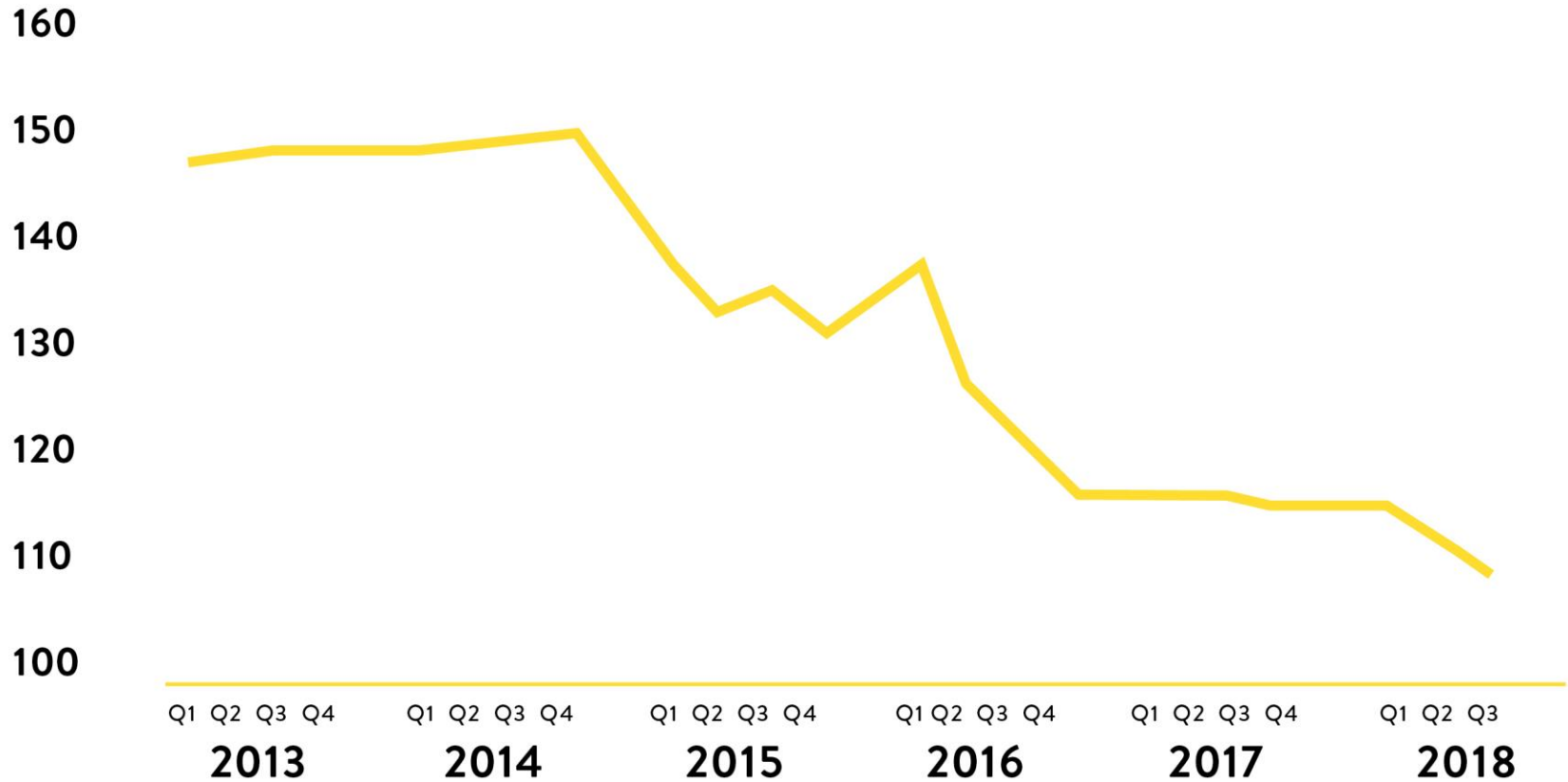
Selling SF includes both North American and European Stores



# Shares Outstanding

(share count in millions)

## Ending Shares Outstanding



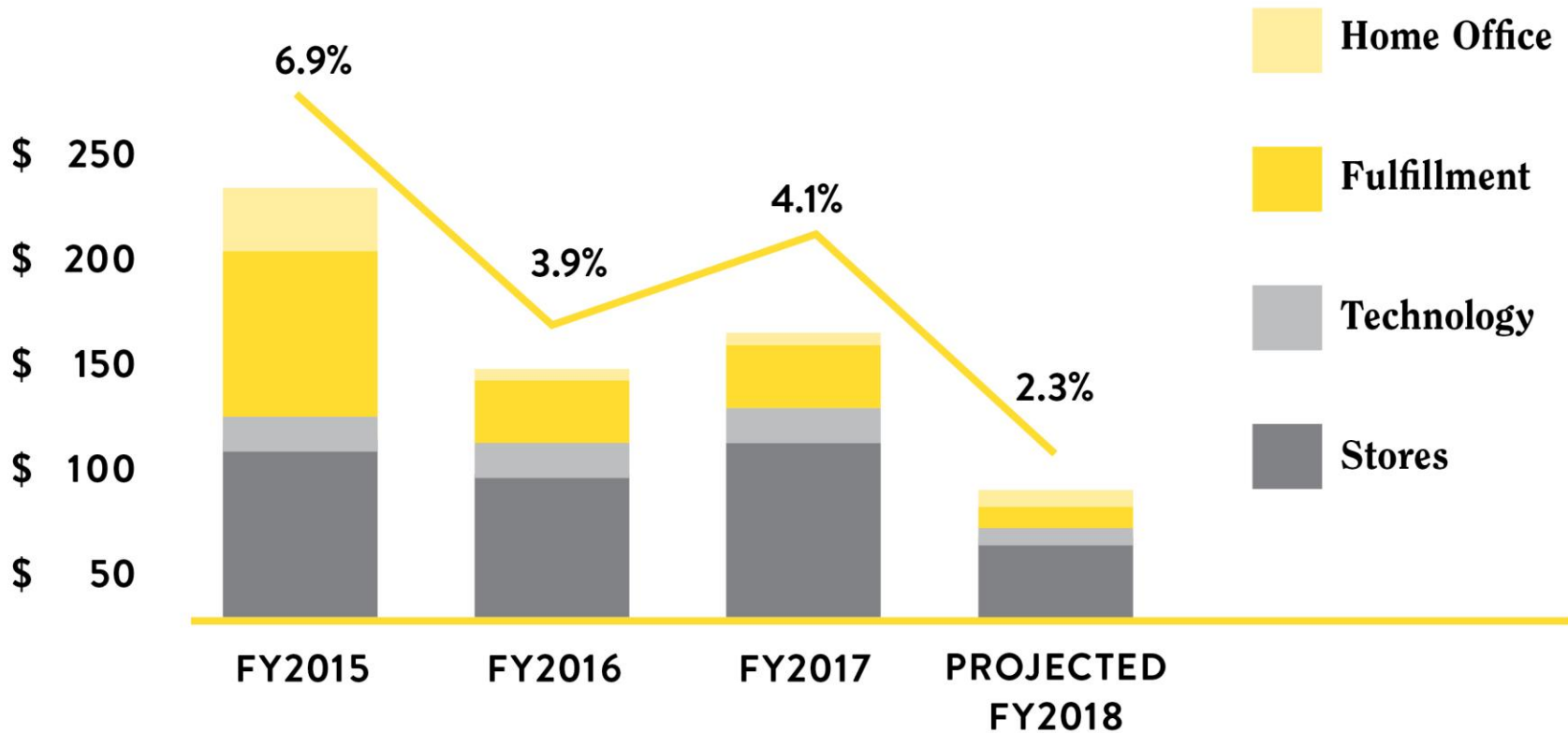




# Capital Spending

(\$ 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>FY15</b> 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
<b>FY17</b> 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
<b>FY16</b> 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
<b>FY18</b> 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
Q3 Store Count	245	227	132	12	616
Selling SF	2,202	1,733	287	n/a	4,222