

URBAN OUTFITTERS, INC.



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**A PORTFOLIO
OF GLOBAL, LIFESTYLE BRANDS**

**URBAN
OUTFITTERS**

ANTHROPOLOGIE


Free People

terrain

→B→HLDN



\$2.3B IN TOTAL COMPANY SALES

\$1.7B IN RETAIL STORE SALES

**\$434M IN DIRECT-TO-CONSUMER SALES
WITH 19.1% PENETRATION**

\$120M IN WHOLESALE SALES

ACROSS CHANNELS, ACROSS THE GLOBE



382 STORES IN 8 COUNTRIES

DIRECT TO CONSUMER SHIPS TO 132 COUNTRIES

OUR VALUES:

OUR PEOPLE

OUR CUSTOMER

CREATIVITY

ENTREPRENEURSHIP

BRANDS

URBAN OUTFITTERS: CREATIVE INDIVIDUALITY. AN ECLECTIC, LIFESTYLE RETAILER



ANTHROPOLOGIE: ARTFUL, INNOVATIVE, ONE-OF-A-KIND DESIGN AND EXPERIENCE



**FREE PEOPLE:
CURIOUS, CONFIDENT, CAREFREE**





TERRAIN



BHLDN

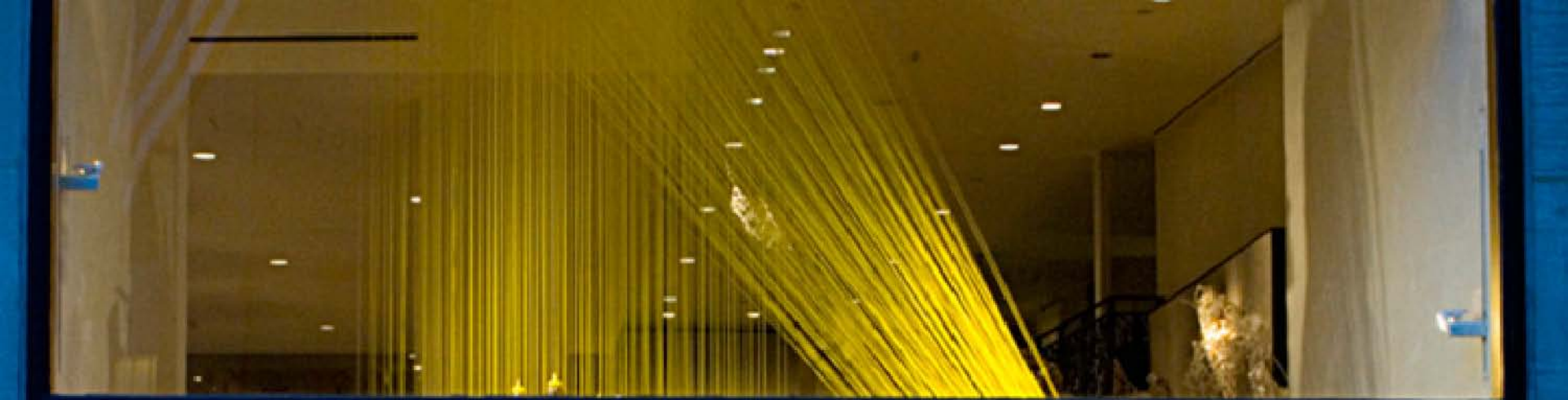
STRATEGIES AND PERFORMANCE

CREATIVITY AND CONTROL



EXPERIENTIAL RETAILING

The image shows a spacious, modern clothing store with a high ceiling and a skylight. The store is filled with various clothing items, including dresses, blouses, and jackets, displayed on racks and mannequins. A large, decorative arrangement of clothing and accessories is visible on the left side. The store has a contemporary feel with its industrial-style ceiling and track lighting. The text "EXPERIENTIAL RETAILING" is prominently displayed in the center of the image in a bold, yellow, sans-serif font.



SCARCITY CREATES VALUE

ANTHROPOLOGIE



FOCUS ON TALENT



GROWTH STRATEGIES

STORE PRODUCTIVITY

ECOMMERCE PENETRATION

INTERNATIONAL EXPANSION

NEW CONCEPTS

TOTAL COMPANY SALES

10 YEAR SALES CAGR: 23%

10 YEAR AVERAGE RETAIL STORE COMP RATE: 7%

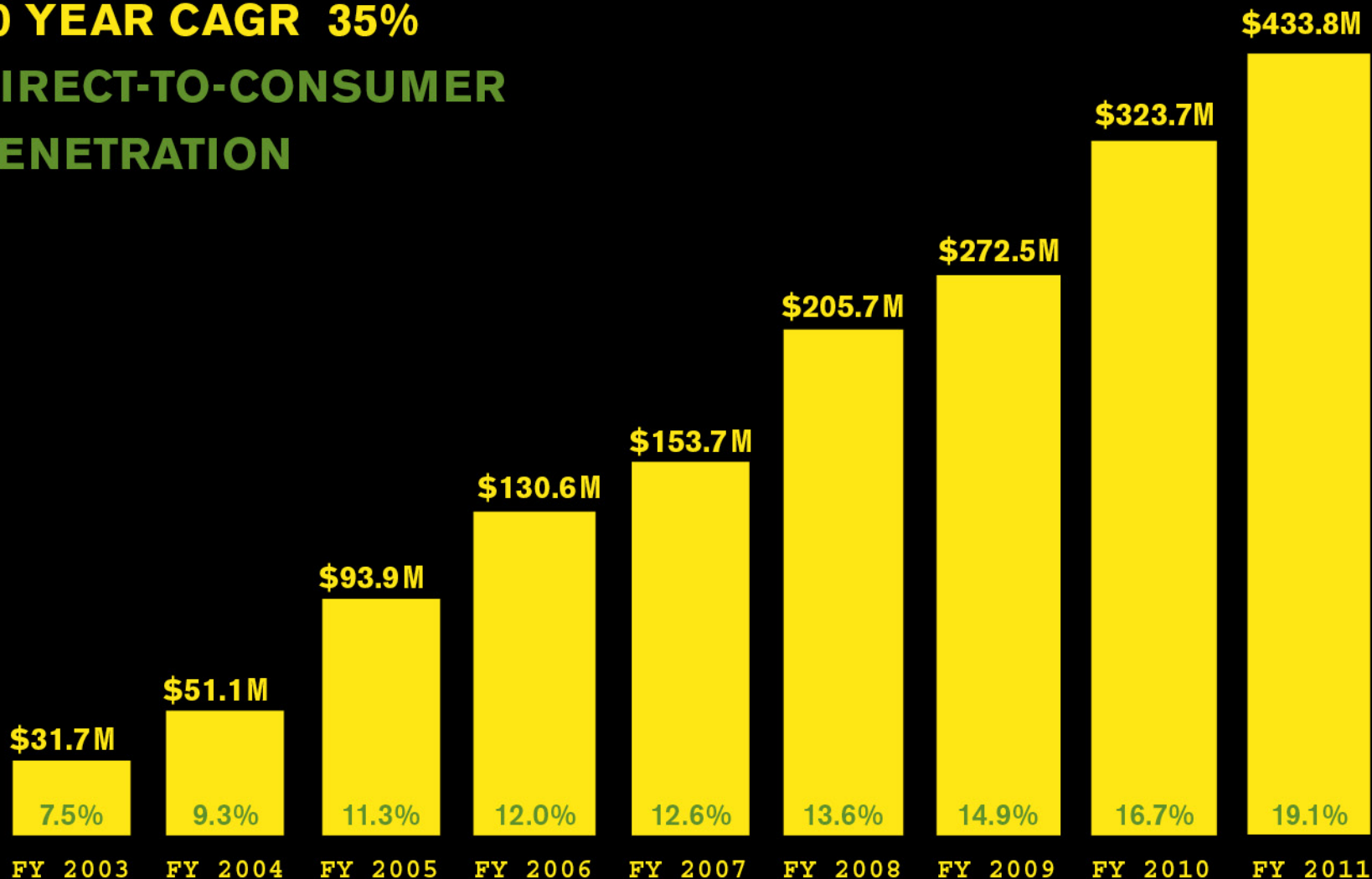
10 YEAR AVERAGE RETAIL SEGMENT COMP RATE: 15%



DIRECT TO CONSUMER SALES

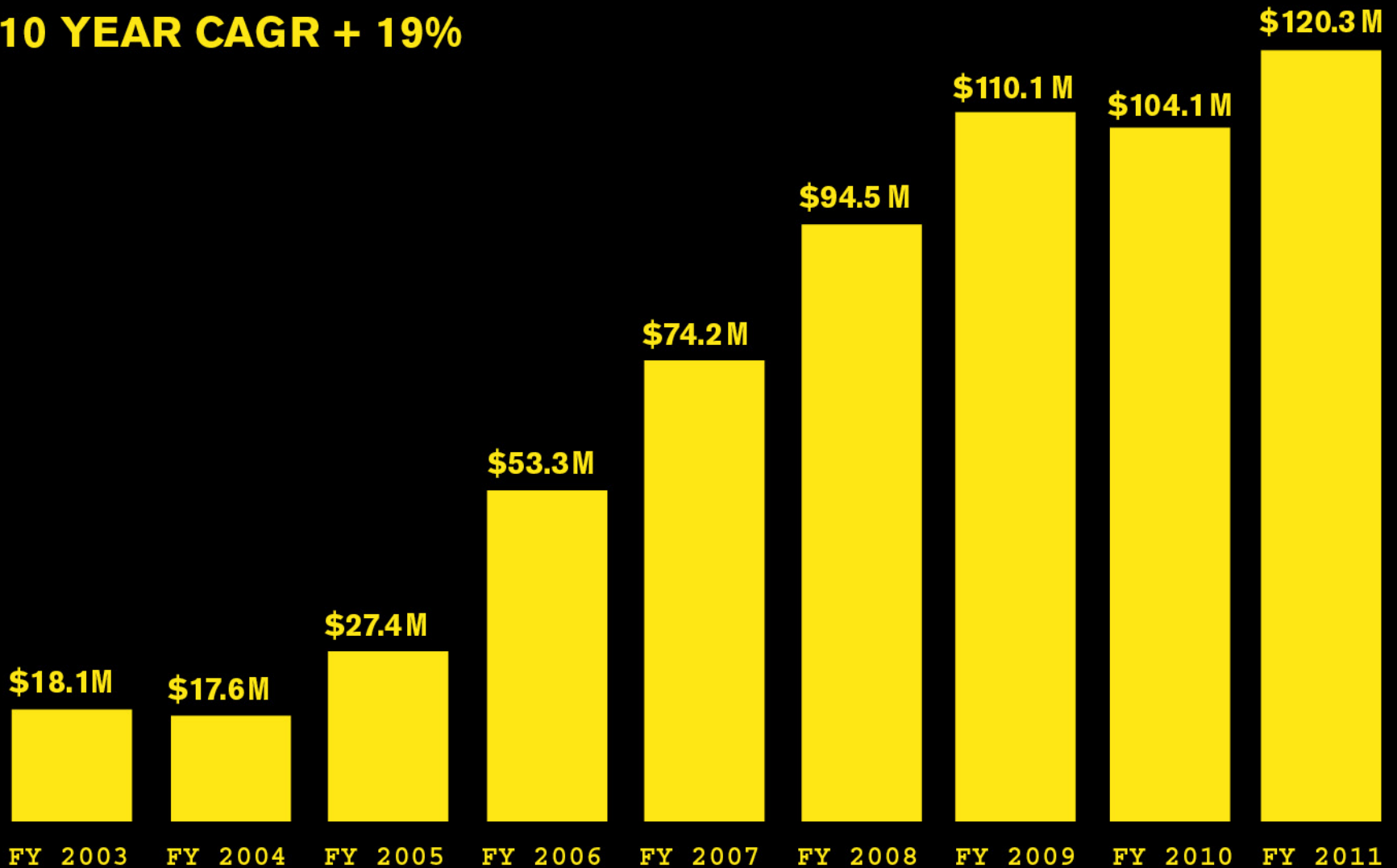
10 YEAR CAGR 35%

DIRECT-TO-CONSUMER
PENETRATION



WHOLESALE SALES

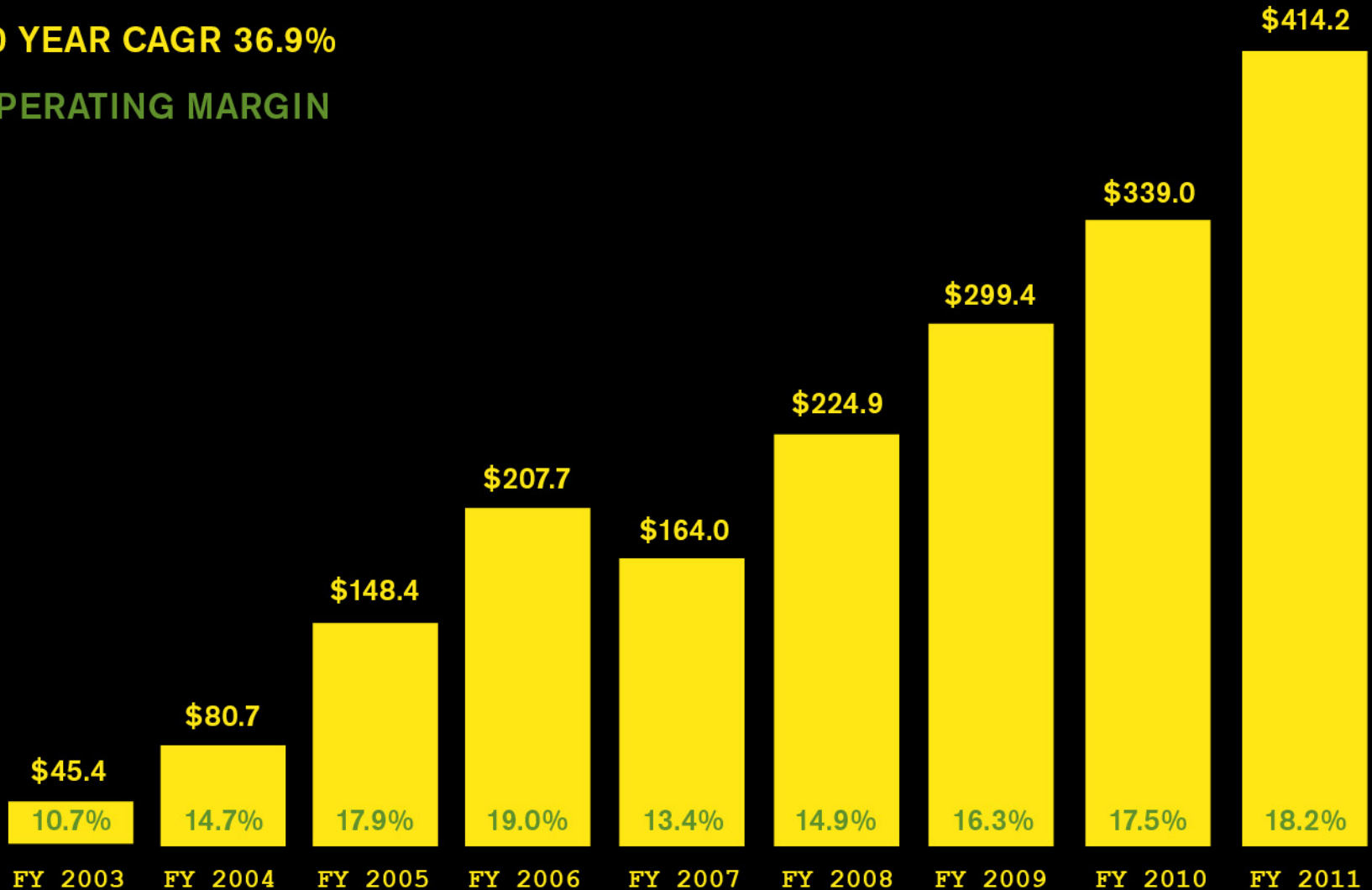
10 YEAR CAGR + 19%



OPERATING INCOME

10 YEAR CAGR 36.9%

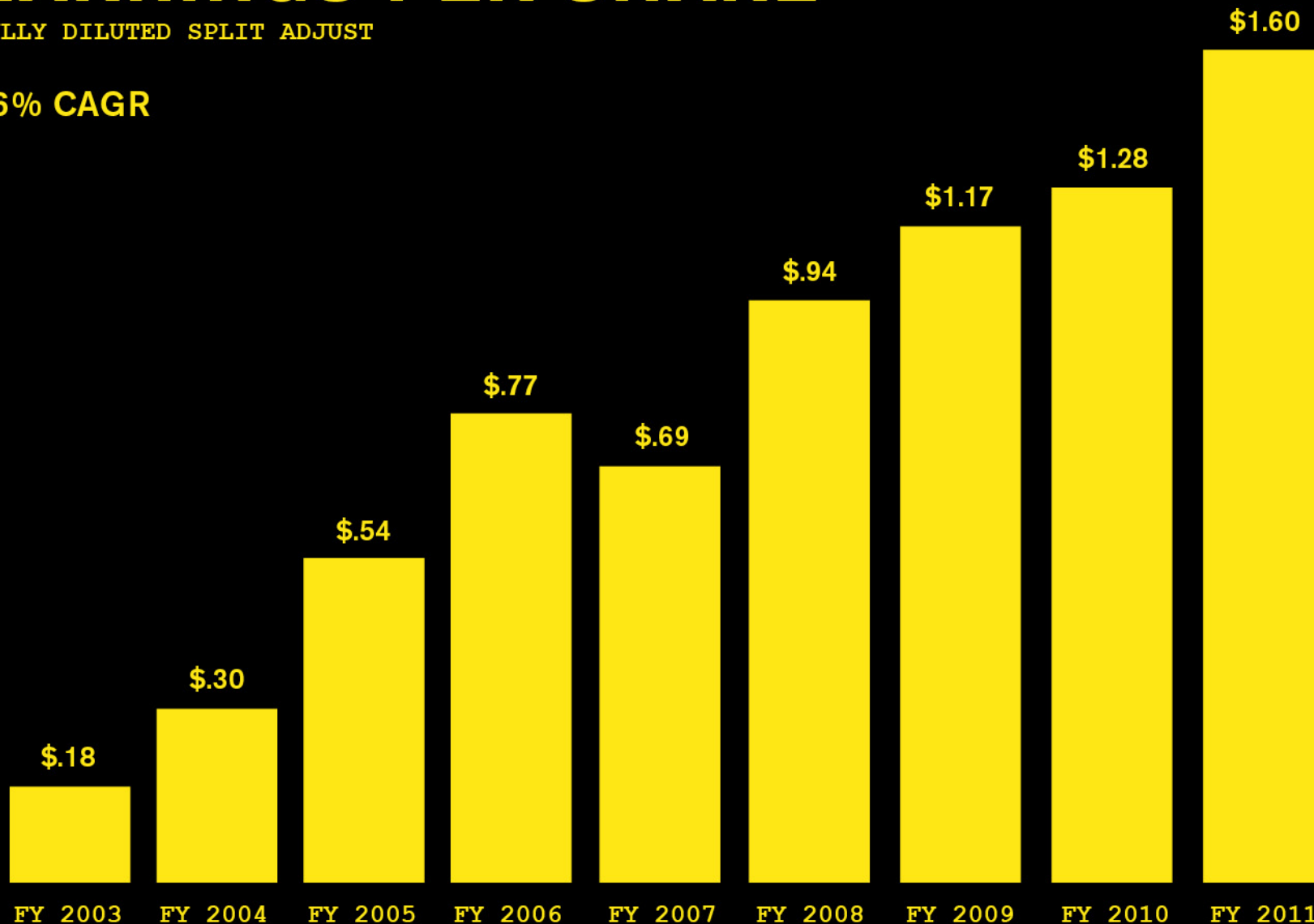
OPERATING MARGIN



EARNINGS PER SHARE

FULLY DILUTED SPLIT ADJUST

36% CAGR



FISCAL 2012

NEW STORE OPENINGS

EUROPEAN EXPANSION

DIRECT CHANNEL

CONTINUED LONG TERM INVESTMENT

CURRENT BUSINESS UPDATE

KEY MESSAGES

DIFFERENTIATED PROVEN BUSINESS MODEL

COMPELLING LONG TERM GROWTH OPPORTUNITIES

STRONG BALANCE SHEET

