



Abercrombie
& Fitch

abercrombie
kids



HOLLISTER

GILLY HICKS
ACTIVE

Abercrombie & Fitch Co.

INVESTOR PRESENTATION:
SECOND QUARTER 2025

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SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

This presentation contains forward-looking statements (as such term is defined in the Private Securities Litigation Reform Act of 1995). These statements, including, without limitation, statements regarding our third quarter and annual fiscal 2025 results, relate to our current assumptions, projections and expectations about our business and future events. Any such forward-looking statements involve risks and uncertainties and are subject to change based on various important factors, many of which may be beyond the company's control. The inclusion of such information should not be regarded as a representation by the company, or any other person, that the objectives of the company will be achieved. Words such as "estimate," "project," "plan," "goal," "believe," "expect," "anticipate," "intend," "should," "are confident," "will," "could," "outlook," and similar expressions may identify forward-looking statements. Except as may be required by applicable law, we assume no obligation to publicly update or revise any forward-looking statements, including any financial targets, estimates, or performance outlooks whether as a result of new information, future events, or otherwise. Factors that may cause results to differ from those expressed in our forward-looking statements include, but are not limited to, the factors disclosed in Part I, Item 1A. "Risk Factors" of the company's Annual Report on Form 10-K for the fiscal year ended February 1, 2025, and in our subsequent reports and filings with the Securities and Exchange Commission, as well as the following factors: risks related to global trade policy, including the impact of the imposition or threat of imposition of new or increased tariffs by the United States or foreign governments, other changes to and continued uncertainties relating to trade policies and arrangements, or a global trade war; risks related to changes in global economic and financial conditions, including inflation, and the resulting impact on consumer spending and our operating results, financial condition, and expense management; risks related to global operations, including changes in the economic or political conditions where we sell or source our products; risks related to the geopolitical landscape and ongoing armed conflicts, acts of terrorism, mass casualty events, social unrest, civil disturbance or disobedience and the impact of such conflicts or events on international trade, supplier delivery or increased freight costs; risks related to natural disasters and other unforeseen catastrophic events; risks related to our failure to engage our customers, anticipate customer demand, expectations, and changing fashion trends, and manage our inventory and product delivery; risks related to our failure to operate effectively in a highly competitive and constantly evolving industry; risks related to our ability to successfully invest in and execute on our customer, digital and omnichannel initiatives; risks related to our ability to execute on, and maintain the success of, our strategic and growth initiatives; risks related to fluctuations in foreign currency exchange rates; risks related to fluctuations in our tax obligations and effective tax rate, including as a result of earnings and losses generated from our global operations, may result in volatility in our results of operations; risks and uncertainty related to adverse public health developments; risks associated with climate change and other corporate responsibility issues; risks related to reputational harm to the company, its officers, and directors; risks related to actual or threatened litigation; risks related to cybersecurity threats and privacy or data security breaches, and the potential loss or disruption to our information systems, and uncertainties related to future legislation, regulatory reform, policy changes, or interpretive guidance on existing laws and regulations.

OTHER INFORMATION

As used in this presentation, references to "Americas" includes North America and South America, "EMEA" includes Europe, the Middle East and Africa and "APAC" includes the Asia-Pacific region, including Asia and Oceania.

REPORTING AND USE OF GAAP AND NON-GAAP MEASURES

The following presentation includes certain adjusted non-GAAP financial measures. Additional details about non-GAAP financial measures and a reconciliation of GAAP financial measures to non-GAAP financial measures is included in the Appendix to this presentation. As used in the presentation, "GAAP" refers to accounting principles generally accepted in the United States of America. Sub-totals and totals may not foot due to rounding. Net income and net income per share financial measures included herein are attributable to Abercrombie & Fitch Co., excluding net income attributable to noncontrolling interests.

The company believes that each of the non-GAAP financial measures presented are useful to investors as they provide a measure of the company's operating performance excluding the effect of certain items which the company believes do not reflect its future operating outlook, therefore supplementing investors' understanding of comparability of operations across periods. Management used these non-GAAP financial measures during the periods presented to assess the company's performance and to develop expectations for future operating performance. Non-GAAP financial measures should be used supplementally to, and not as an alternative to, the company's GAAP financial results, and may not be calculated in the same manner as similar measures presented by other companies.

The company provides comparable sales, defined as the percentage year-over-year change in the aggregate of: (1) sales for stores that have been open as the same brand at least one year and whose square footage has not been expanded or reduced by more than 20% within the past year, with prior year's net sales converted at the current year's foreign currency exchange rate to remove the impact of foreign currency rate fluctuation, and (2) digital net sales with prior year's net sales converted at the current year's foreign currency exchange rate to remove the impact of foreign currency rate fluctuation.

The company also provides certain financial information on a constant currency basis to enhance investors' understanding of underlying business trends and operating performance, by removing the impact of foreign currency exchange rate fluctuations. The effect from foreign currency, calculated on a constant currency basis, is determined by applying current year average exchange rates to prior year results and is net of the year-over-year impact from hedging. The per diluted share effect from foreign currency is calculated using a 26% tax rate.

In addition, the company provides EBITDA and Adjusted EBITDA as supplemental measures used by the company's executive management to assess the company's performance. We also believe these supplemental performance measures are meaningful information for investors and other interested parties to use in computing the company's core financial performance over multiple periods and with other companies by excluding the impact of differences in tax jurisdictions, debt service levels and capital investment.



Abercrombie & Fitch Co. is a global, digitally-led, omnichannel apparel and accessories retailer catering to kids through millennials with assortments curated for their specific lifestyle needs

Our corporate purpose of 'We are here for you on the journey to being and becoming who you are' fuels our customer-led brands and our global associates

OUR FOUNDATION

Built on a decade of transformation, and strengthening as we grow:

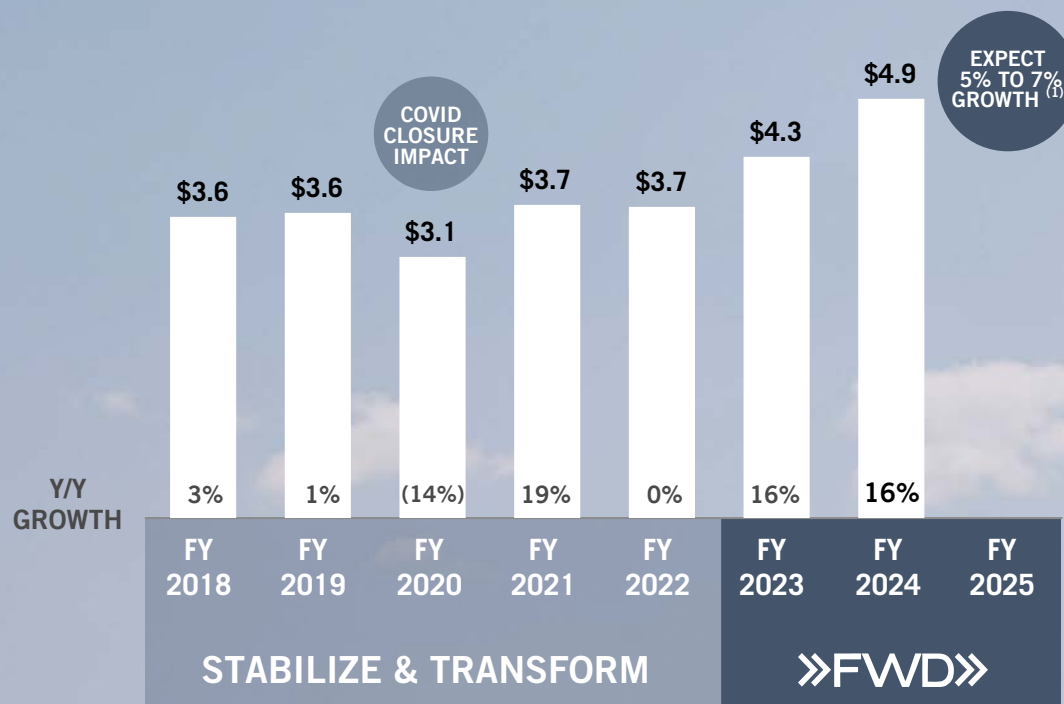
- Two **healthy, customer-driven brand families** with distinct and large addressable markets;
- Successful, **regionally relevant brand playbooks**, designed to attract, engage, retain, and scale long-term customer relationships;
- **Significant global growth opportunity** leveraging leading capabilities in owned and operated channels, while pursuing new markets via franchise, wholesale, and licensing partnerships;
- A **strong omnichannel base**, with a clean, highly profitable, and expanding store fleet, enhanced by a leading digital platform;
- An **agile “Read & React” inventory model** to support customer demand and sustainable margins;
- A **durable balance sheet and consistent free cash flow profile**, underpinned by a disciplined investment philosophy to maximize long-term value;
- And, a **strong culture driven by a winning, customer-obsessed team.**



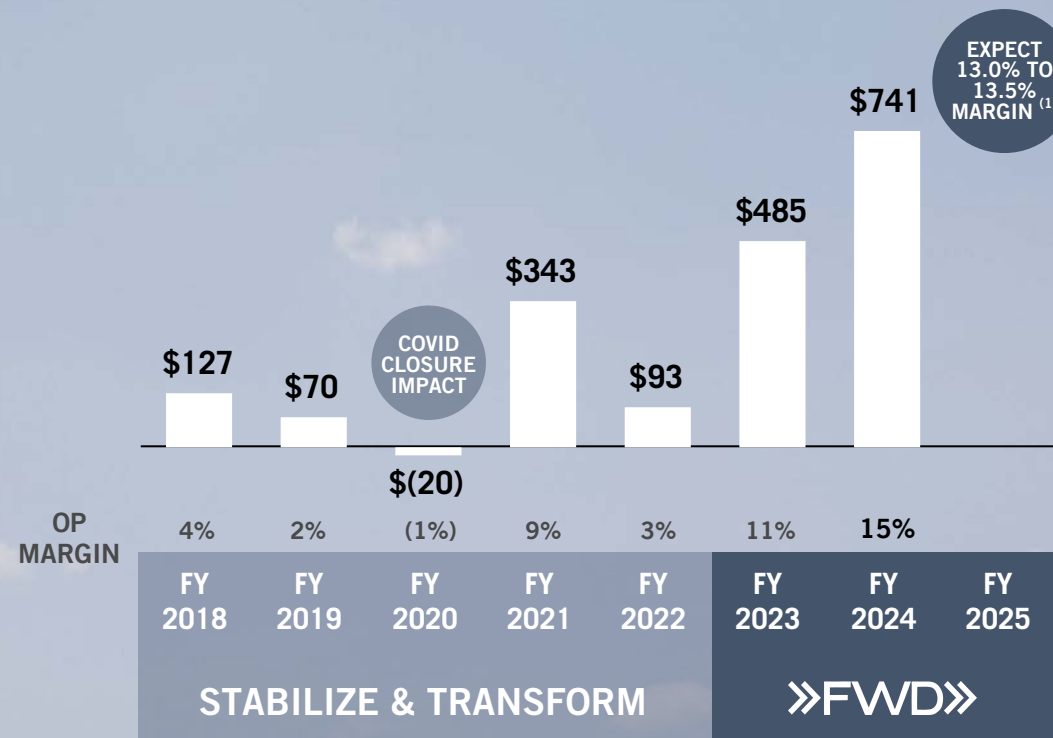
SUSTAINABLE, PROFITABLE GROWTH

WELL-BUILT FOUNDATION YIELDS STRONG RESULTS

Net Sales
(in \$ billions)



Operating Income (Loss)
(in \$ millions)





ABERCROMBIE BRANDS

Abercrombie
& Fitch

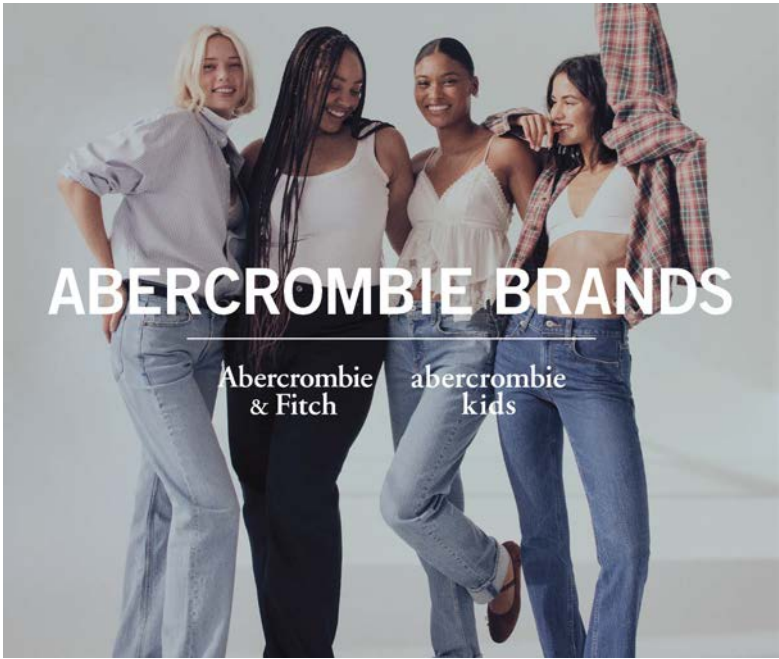
abercrombie
kids



HOLLISTER BRANDS

HOLLISTER

GILLY HICKS
ACTIVE



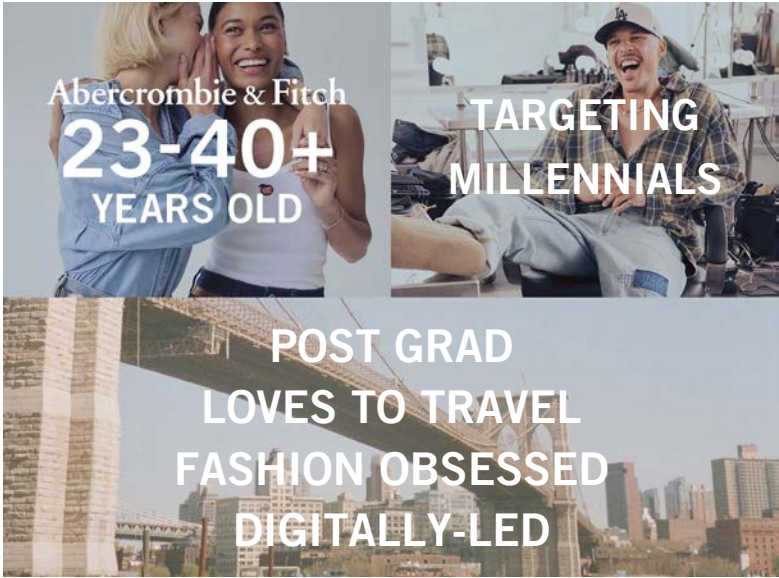
PRODUCT



VOICE



CUSTOMER

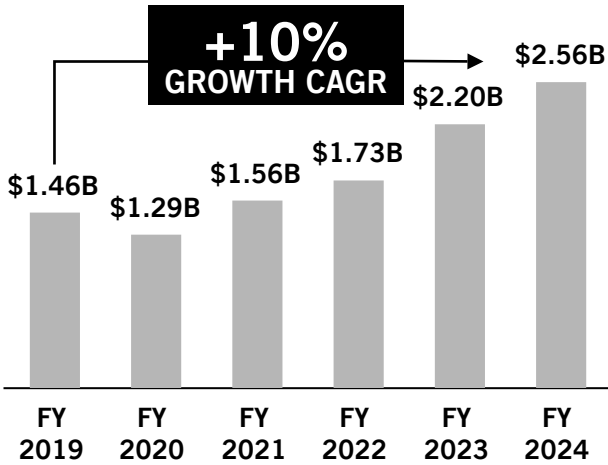


EXPERIENCE



278 STORES GLOBALLY (FY 2024)

GLOBAL NET SALES



NET SALES BY CHANNEL (FY 2024)

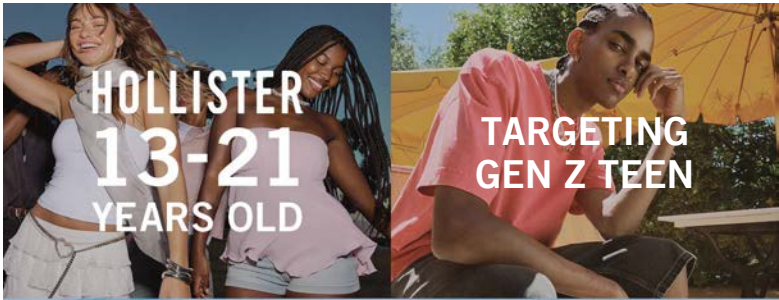




HOLLISTER BRANDS

HOLLISTER GILLY HICKS
ACTIVE

CUSTOMER



HOLLISTER
13-21
YEARS OLD

TARGETING
GEN Z TEEN

COMING INTO THEIR OWN
COMFORT OBSESSED
VALUE VERSATILITY
FINANCIALLY RELIANT

PRODUCT



HOLLISTER KEY FOCUSES

TEES

ACTIVE

DRESSES

JEANS/PANTS

FLEECE

VOICE



COLLEGIATE
GRAPHICS SHOP

LOLLAPALOOZA
AFTERSHOWS

EXPERIENCE

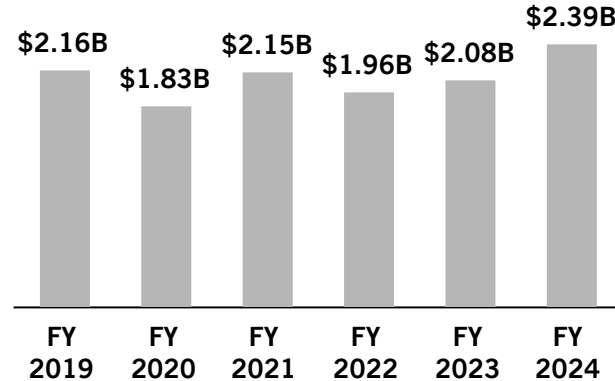


511 STORES
GLOBALLY
(FY 2024)

GLOBAL NET SALES

BACK TO GROWTH

+15%
Y/Y



NET SALES BY CHANNEL

(FY 2024)



KEY OBJECTIVES:

- 1 | EXECUTE
GLOBAL BRAND GROWTH
- 2 | ACCELERATE
**ENTERPRISE-WIDE DIGITAL
REVOLUTION**
- 3 | OPERATE WITH
FINANCIAL DISCIPLINE



1 GLOBAL BRAND GROWTH

PRODUCT



COLLECTIONS & EXTENSIONS

- Graphics Licensing
- Activewear
- A&F Best Dressed Guest

VOICE



DIGITAL CUSTOMER ACQUISITION

- Influencer Channel
- Social Commerce (Instagram, TikTok, WeChat)
- Affiliate Sales

EXPERIENCE



GEOGRAPHIC EXPANSION

- Localized Physical/Digital Experiences
- Fuel Regional Growth (Americas, EMEA, APAC)
- New Channels (Franchise, Licensing, Wholesale)

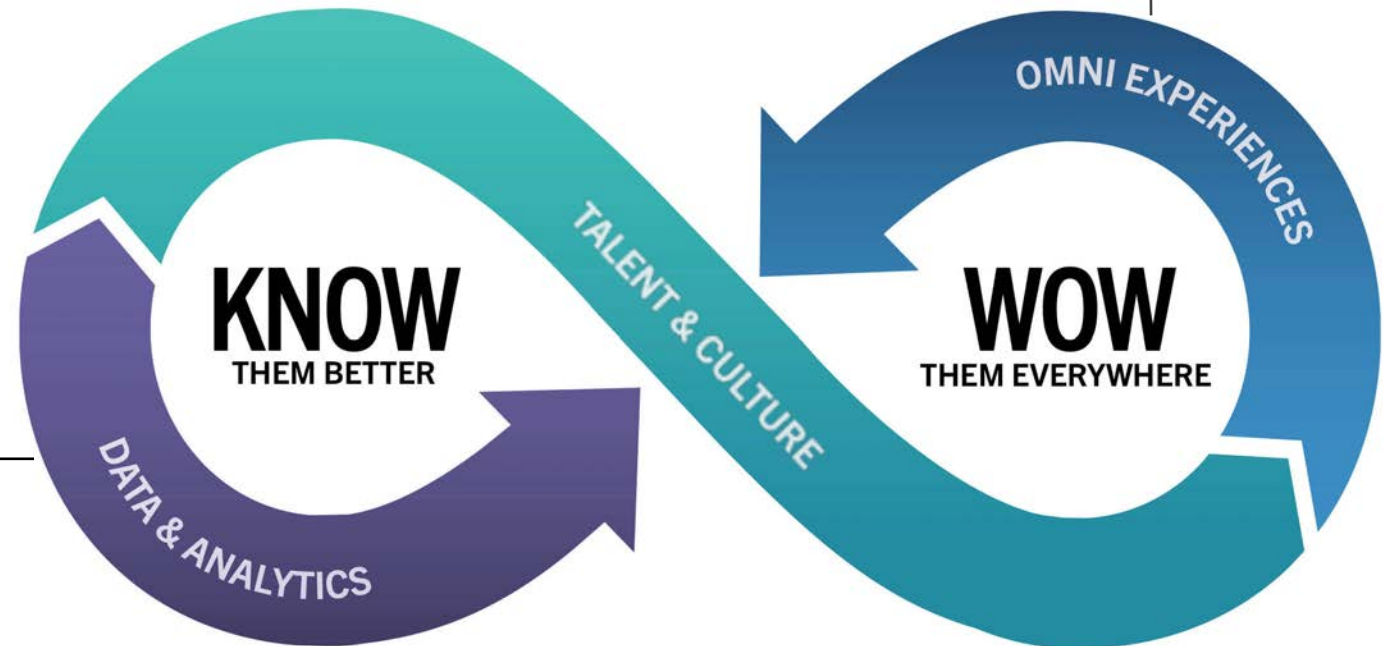
2 ENTERPRISE-WIDE DIGITAL REVOLUTION

WOW THEM – investments in people, systems, and processes to improve the end-to-end customer experience

- **Modernize Foundation**
(Retail ERP, Data Infrastructure)
- **Consistent Omnichannel experience**
(Digital and In-Store)
- **Powerful, Modern Loyalty Program**

KNOW THEM – expansion and acceleration of investments in customer analytics to improve customer engagement

- **Lead with Personalization**
- **Fast, Digital Product Testing**
- **Real Estate Location Analytics**



3 FINANCIAL DISCIPLINE

AGILE COST STRUCTURE; SIGNIFICANT OPERATING MARGIN IMPROVEMENT WHILE INVESTING

	2022	»FWD»	
		2023	2024
NET SALES (100%)	\$3.7B	\$4.3B	\$4.9B
COST OF SALES ⁽¹⁾	43.1%	37.1%	35.8%
SELLING EXPENSE ⁽¹⁾	39.5%	35.8%	34.2%
GENERAL/ADMIN EXPENSE ⁽¹⁾	14.9%	15.9%	15.2%
OPERATING INCOME ⁽¹⁾	2.5%	11.3%	15.0%
SIGNIFICANT MARGIN EXPANSION			

- **Net Sales** growth across both units and average unit retail (AUR) on lower promotions
- **Cost of Sales** improvement from 2022 on lower freight and raw material costs
- **Expense leverage** from sales growth, net of inflation and investments in digital infrastructure, marketing

2025 Q2 UPDATE

"We delivered record second quarter net sales, exceeding our expectations. We entered the second half of 2025 on offense. We are increasing our full year net sales outlook, reflecting our strong positioning and growth trajectory, building on record 2024 results."

Fran Horowitz, CEO
Abercrombie & Fitch Co.



HOLLISTER
+19%Y/Y



Abercrombie & Fitch
(5)%Y/Y



GLOBAL SALES GROWTH

NET SALES **\$1.2B** **+7%Y/Y**



FINANCIAL DISCIPLINE

OPERATING MARGIN **17.1%** **ABOVE OUTLOOK OF 12-13%**
ADJUSTED (NON-GAAP) OPERATING MARGIN ⁽¹⁾ 13.9%

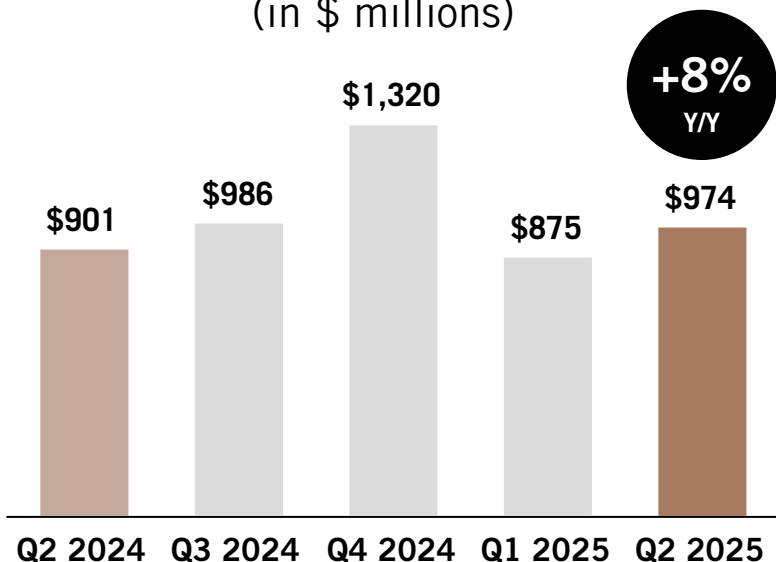
NET INCOME PER DILUTED SHARE **\$2.91** **ABOVE OUTLOOK OF \$2.10-\$2.30**
ADJUSTED (NON-GAAP) NET INCOME PER SHARE ⁽¹⁾ \$2.32

⁽¹⁾ Refer to Reconciliation of GAAP to Non-GAAP results in the Appendix for further details.

2025 Q2 NET SALES RESULTS BY SEGMENT

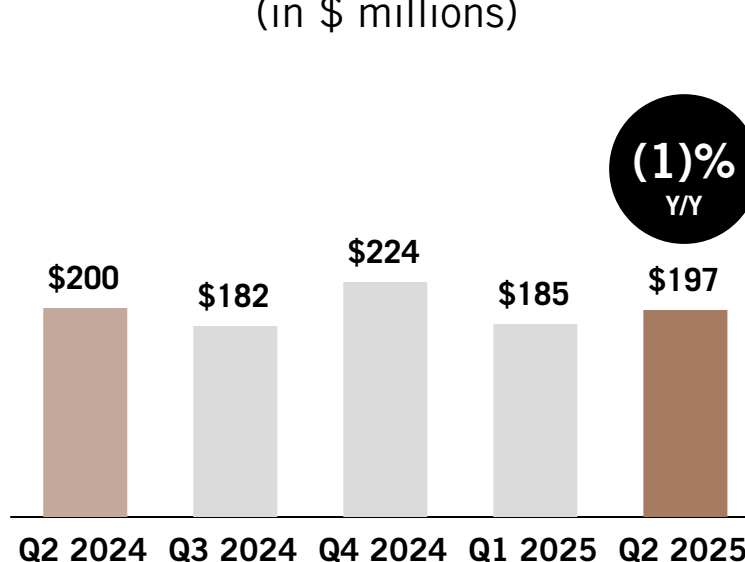
Americas Net Sales

(in \$ millions)



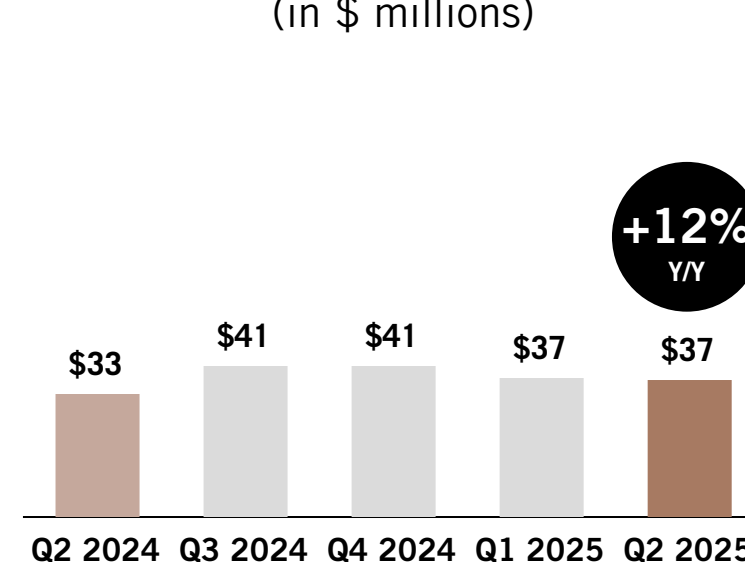
EMEA Net Sales

(in \$ millions)



APAC Net Sales

(in \$ millions)



QUARTERLY NET SALES GROWTH

23%	14%	11%	7%	8%	16%	15%	2%	12%	(1)%	3%	32%	(4)%	5%	12%
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QUARTERLY COMPARABLE SALES GROWTH⁽¹⁾

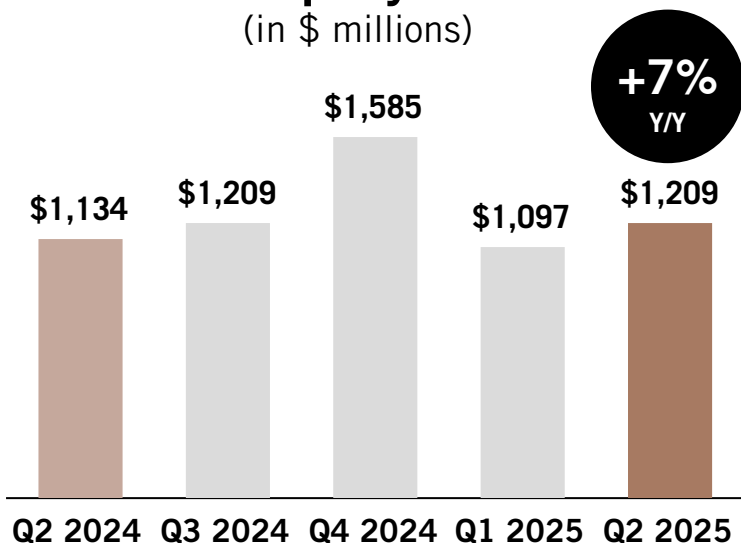
18%	16%	15%	4%	5%	17%	13%	12%	6%	(5)%	21%	16%	17%	2%	1%
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⁽¹⁾ Comparable sales are calculated on a constant currency basis. Refer to "Reporting and Use of GAAP and Non-GAAP Measures" for further discussion.

2025 Q2 NET SALES RESULTS BY BRAND

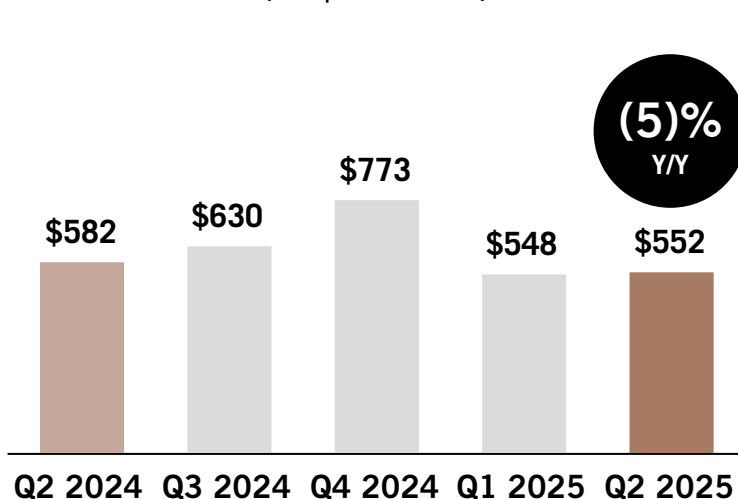
Total Company Net Sales

(in \$ millions)



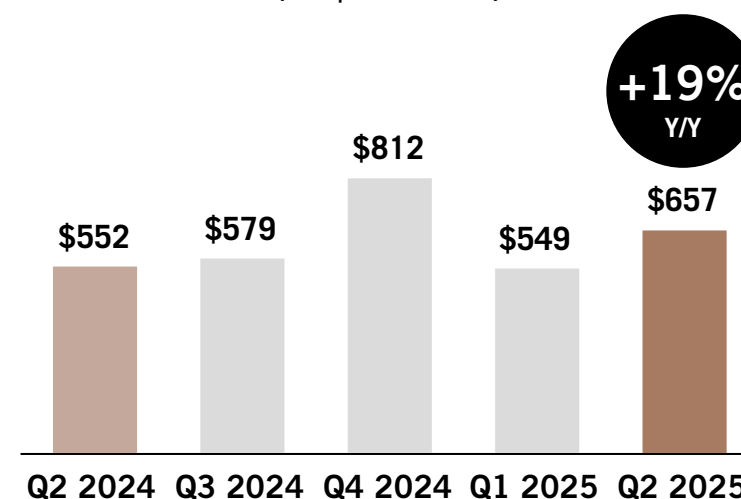
Abercrombie Brands Net Sales

(in \$ millions)



Hollister Brands Net Sales

(in \$ millions)



QUARTERLY NET SALES GROWTH

21%	14%	9%	8%	7%	26%	15%	2%	(4)%	(5)%	17%	14%	16%	22%	19%
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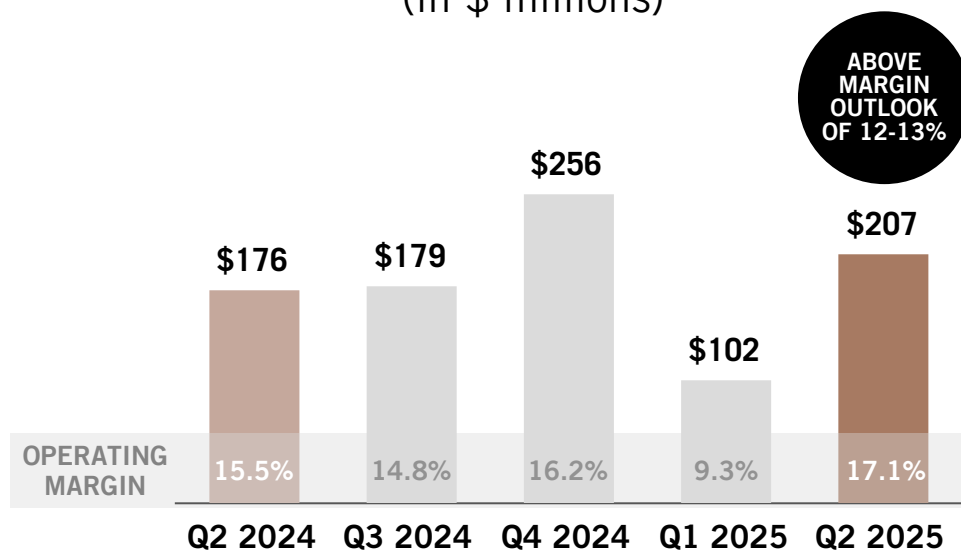
QUARTERLY COMPARABLE SALES GROWTH⁽¹⁾

18%	16%	14%	4%	3%	21%	11%	5%	(10)%	(11)%	15%	21%	24%	23%	19%
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⁽¹⁾ Comparable sales are calculated on a constant currency basis. Refer to "Reporting and Use of GAAP and Non-GAAP Measures" for further discussion.

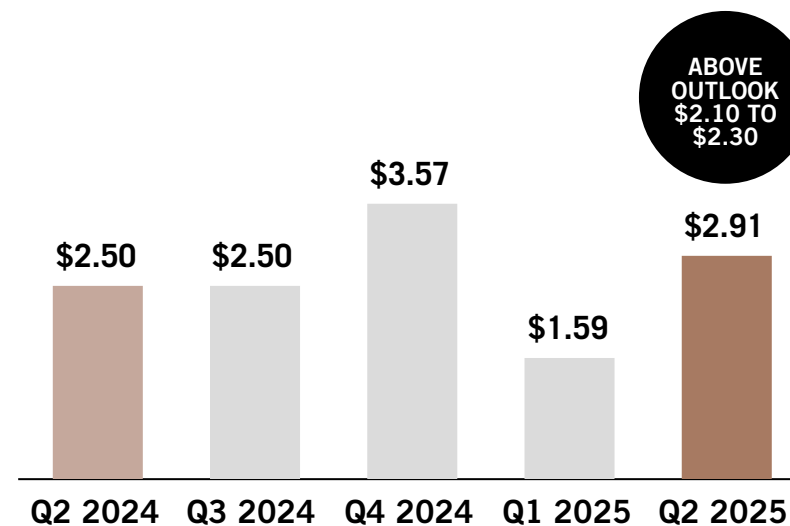
2025 Q2 OPERATING INCOME/ NET INCOME PER DILUTED SHARE

Operating Income (in \$ millions)



- Operating margin exceeded outlook range driven by litigation settlement, along with sales outperformance and related operating expense leverage
- Excluding \$39 million benefit of litigation settlement, adjusted operating income⁽¹⁾ of \$168 million, 13.9% of sales also exceeded outlook range

Net Income per Diluted Share



- Q2 EPS exceeded outlook range driven by operating income, and reduction in weighted average shares outstanding from share repurchases
- Excluding \$0.59 tax-adjusted benefit of litigation settlement, adjusted EPS⁽¹⁾ of \$2.32 also exceeded outlook range

2025 FISCAL OUTLOOK



The following outlook replaces all previous full year guidance. For fiscal 2025, the company now expects:

FY 2025	CURRENT FULL YEAR OUTLOOK ^{(1) (2)}	PREVIOUS FULL YEAR OUTLOOK ⁽³⁾
NET SALES	GROWTH IN THE RANGE OF 5% TO 7%	GROWTH IN THE RANGE OF 3% TO 6%
OPERATING MARGIN	IN THE RANGE OF 13.0% TO 13.5%	IN THE RANGE OF 12.5% TO 13.5%
EFFECTIVE TAX RATE ⁽⁴⁾	AROUND 30%	AROUND 27%
NET INCOME PER DILUTED SHARE ^{(5) (6)}	IN THE RANGE OF \$10.00 TO \$10.50	IN THE RANGE OF \$9.50 TO \$10.50
SHARE REPURCHASES ⁽⁶⁾	AROUND \$400 MILLION	\$400 MILLION
DILUTED WEIGHTED AVERAGE SHARES ^{(5) (6)}	AROUND 49 MILLION	AROUND 49 MILLION
CAPITAL EXPENDITURES	~\$225 MILLION	~\$200 MILLION
REAL ESTATE ACTIVITY (ALL APPROXIMATE)	~40 NET STORE OPENINGS	~20 NET STORE OPENINGS
	60 OPENINGS, 20 CLOSURES	60 OPENINGS, 40 CLOSURES
	40 REMODELS AND RIGHT-SIZES	60 REMODELS AND RIGHT-SIZES

Q3 2025	Q3 OUTLOOK ⁽¹⁾
NET SALES	GROWTH IN THE RANGE OF 5% TO 7%
OPERATING MARGIN	IN THE RANGE OF 11% TO 12%
EFFECTIVE TAX RATE ⁽⁴⁾	AROUND 31%
NET INCOME PER DILUTED SHARE ^{(5) (6)}	IN THE RANGE OF \$2.05 TO \$2.25
SHARE REPURCHASES ⁽⁶⁾	AT LEAST \$50 MILLION
DILUTED WEIGHTED AVERAGE SHARES ^{(5) (6)}	AROUND 48 MILLION

⁽¹⁾ Includes the estimated impact from the tariffs on goods imported into the United States in accordance with trade policies as of August 25, 2025, including 20% for Vietnam, 19% for Cambodia, 50% for India, 30% for China, and a 10% tariff on all other global imports. This excludes any other potential future trade policy changes imposed by the United States or other countries. Net of planned mitigation efforts, the full year outlook assumes approximately \$90 million of tariff expense, or 170 basis points as a percent of net sales.

⁽²⁾ The current full year outlook includes \$39 million net benefit on a pre-tax basis, or \$29 million on a tax-adjusted basis, from a litigation settlement.

⁽³⁾ Released May 28, 2025.

⁽⁴⁾ The current outlook for effective tax rate is sensitive to the jurisdictional mix and level of income and does not include the impact of potential future tax policy or legislative changes.

⁽⁵⁾ The current outlook for net income per diluted share and diluted weighted average shares includes the anticipated impact to shares outstanding from potential share repurchase activity in fiscal 2025.

⁽⁶⁾ The timing and amount of any such repurchases will be determined based on an evaluation of market conditions, the company's share price, legal requirements, and other factors.

2025 Q2 FINANCIAL POSITION

CASH & EQUIVALENTS

- \$573M as compared to \$738M last year

MARKETABLE SECURITIES

- Current investments of \$31M, compared to \$116M at February 1, 2025, due to \$85M of maturities

INVENTORIES

- \$593M, up 10% from last year
- Units up 7% and tariff actions contributed approx. 1% to cost

SHORT-TERM BORROWINGS

- No borrowings outstanding under the company's senior secured revolving credit facility ("ABL Facility")
- \$450M of borrowing available under ABL Facility as of August 2, 2025

GROSS LONG-TERM BORROWINGS

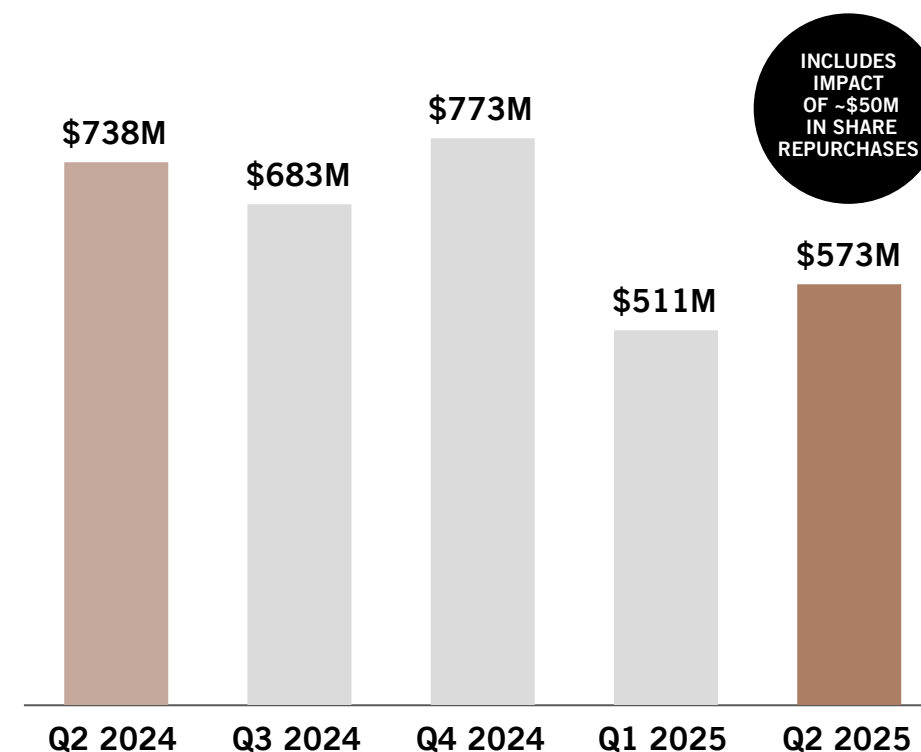
- No borrowings outstanding; all remaining outstanding 8.75% Senior Secured Notes, due in July 2025, were redeemed in the second quarter of 2024

TOTAL LIQUIDITY ⁽¹⁾

- \$1.0B as compared to \$1.2B last year

⁽¹⁾ Liquidity is comprised of cash and equivalents and borrowing available under the ABL Facility.

Cash and Equivalents





SHARE REPURCHASES

Since the start of 2022, the Company has repurchased approximately 10 million shares for approximately \$606 million.

The Company has \$1.1 billion remaining under its current share repurchase authorization, announced in March 2025.

<i>(in thousands, except for average cost)</i>	SHARE REPURCHASES ⁽¹⁾			ENDING SHARES OUTSTANDING
	NUMBER OF SHARES	AVERAGE COST	TOTAL COST ⁽²⁾	
FY 2022	4,770	\$26.37	\$125,775	49,002
FY 2023	—	\$—	\$—	50,500
FY 2024	1,616	\$142.21	\$229,807	49,735
YTD 2025	3,249	\$76.94	\$249,951	47,067

⁽¹⁾ As part of publicly announced plans or programs.
⁽²⁾ Excludes commissions and excise tax.

APPENDIX



2025 Q2 NET SALES GROWTH AND COMPARABLE SALES GROWTH HISTORY BY REGION

	Americas					EMEA					APAC					
NET SALES GROWTH																
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
2025	7%	8%				12%	(1)%				5%	12%				
2024	23%	23%	14%	11%	17%	19%	16%	15%	2%	12%	10%	3%	32%	(4)%	9%	
2023 ⁽³⁾		19%	22%	23%	18%		4%	14%	13%	4%		18%	13%	21%	16%	

	Americas					EMEA					APAC					
COMPARABLE SALES GROWTH ^{(1) (2)}																
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
2025	4%	5%				6%	(5)%				2%	1%				
2024	21%	18%	16%	15%	17%	23%	17%	13%	12%	16%	22%	21%	16%	17%	19%	
2023 ⁽³⁾		14%	16%	17%	13%		6%	15%	10%	7%		26%	32%	21%	26%	

⁽¹⁾ Comparable sales are calculated on a constant currency basis. Refer to "Reporting and Use of GAAP and Non-GAAP Measures" for further discussion.

⁽²⁾ The Company did not provide comparable sales results for fiscal 2020, fiscal 2021 or fiscal 2022 due to temporary store closures as a result of COVID-19.

⁽³⁾ During the second quarter of Fiscal 2023, the Company reorganized its structure and now manages its business on a geographic basis, consisting of three reportable segments: Americas; Europe, the Middle East and Africa (EMEA); and Asia-Pacific (APAC). Corporate functions and other income and expenses are evaluated on a consolidated basis and are not allocated to the Company's segments, and therefore are included as a reconciling item between segment and total operating income (loss).

2025 Q2 NET SALES GROWTH AND COMPARABLE SALES GROWTH HISTORY BY BRAND

	Total					Abercrombie Brands					Hollister Brands					
NET SALES GROWTH																
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
2025	8%	7%				(4)%	(5)%				22%	19%				
2024	22%	21%	14%	9%	16%	31%	26%	15%	2%	16%	12%	17%	14%	16%	15%	
2023	3%	16%	20%	21%	16%	14%	26%	30%	35%	27%	(7)%	8%	11%	9%	6%	
2022	4%	(7)%	(3)%	3%	0%	13%	5%	10%	14%	11%	(3)%	(15)%	(12)%	(4)%	(9)%	
2021	61%	24%	10%	4%	19%	60%	30%	12%	6%	21%	62%	20%	10%	2%	17%	
2020	(34)%	(17)%	(5)%	(5)%	(14)%	(30)%	(20)%	(2)%	(2)%	(12)%	(36)%	(15)%	(7)%	(8)%	(15)%	
2019	0%	0%	0%	3%	1%	(1)%	(2)%	1%	7%	2%	1%	1%	0%	0%	0%	

	Total					Abercrombie Brands					Hollister Brands					
COMPARABLE SALES GROWTH ⁽¹⁾																
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	
2025	4%	3%				(10)%	(11)%				23%	19%				
2024	21%	18%	16%	14%	17%	29%	21%	11%	5%	15%	13%	15%	21%	24%	19%	
2023	3%	13%	16%	16%	13%	14%	23%	26%	28%	23%	(6)%	5%	7%	6%	4%	

⁽¹⁾ Comparable sales are calculated on a constant currency basis. Refer to "Reporting and Use of GAAP and Non-GAAP Measures" for further discussion. The Company did not provide comparable sales results for fiscal 2020, fiscal 2021 or fiscal 2022 due to temporary store closures as a result of COVID-19.

2025 Q2 OWNED AND OPERATED STORE COUNT ⁽¹⁾

BRAND	FY 2023				FY 2024				FY 2025	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
ABERCROMBIE BRANDS	233	233	239	247	246	255	267	278	281	292
HOLLISTER BRANDS	525	526	526	518	507	502	506	511	512	515
TOTAL STORES	758	759	765	765	753	757	773	789	793	807

REGION	FY 2023				FY 2024				FY 2024	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
AMERICAS	569	573	578	578	572	577	589	600	605	614
EMEA	141	139	139	137	134	133	133	133	133	135
APAC	48	47	48	50	47	47	51	56	55	58
TOTAL STORES	758	759	765	765	753	757	773	789	793	807

⁽¹⁾ This store count excludes temporary and international franchise stores.



2025 Q2 INCOME STATEMENT

Thirteen Weeks Ended	GAAP				
	(in thousands)	Q2 2025	% OF NET SALES	Q2 2024	% OF NET SALES
NET SALES		\$1,208,560	100.0%	\$1,133,974	100.0%
COST OF SALES ⁽¹⁾		451,590	37.4%	397,712	35.1%
OPERATING EXPENSE		550,681	45.6%	560,704	49.4%
OTHER OPERATING INCOME, NET		(369)	0.0%	(67)	0.0%
OPERATING INCOME		206,658	17.1%	175,625	15.5%
INTEREST INCOME, NET		(2,474)	(0.2)%	(5,203)	(0.5)%
INCOME BEFORE INCOME TAXES		209,132	17.3%	180,828	15.9%
INCOME TAX EXPENSE		65,744	5.4%	45,449	4.0%
NET INCOME		\$143,388	11.9%	\$135,379	11.9%
LESS: NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTERESTS		\$2,005	0.2%	\$2,211	0.2%
NET INCOME PER SHARE ATTRIBUTABLE TO A&F		\$141,383	11.7%	\$133,168	11.7%
BASIC		\$2.97		\$2.60	
DILUTED		\$2.91		\$2.50	
WEIGHTED-AVERAGE SHARES					
BASIC		47,550		51,246	
DILUTED		48,551		53,279	

⁽¹⁾ Exclusive of depreciation and amortization.

2025 YTD INCOME STATEMENT

Twenty-Six Weeks Ended	GAAP			
(in thousands)	YTD 2025	% OF NET SALES	YTD 2024	% OF NET SALES
NET SALES	\$2,305,871	100.0%	\$2,154,704	100.0%
COST OF SALES ⁽¹⁾	868,723	37.7%	740,985	34.4%
OPERATING EXPENSE	1,125,543	48.8%	1,110,270	51.5%
OTHER OPERATING INCOME, NET	3,414	0.1%	(2,025)	(0.1)%
OPERATING INCOME	308,191	13.4%	305,474	14.2%
INTEREST INCOME, NET	(9,257)	(0.4)%	(10,226)	(0.5)%
INCOME BEFORE INCOME TAXES	317,448	13.8%	315,700	14.7%
INCOME TAX EXPENSE	92,321	4.0%	65,243	3.0%
NET INCOME	\$225,127	9.8%	\$250,457	11.6%
LESS: NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTERESTS	\$3,331	0.1%	3,439	0.2%
NET INCOME PER SHARE ATTRIBUTABLE TO A&F	\$221,796	9.6%	\$247,018	11.5%
BASIC	\$4.58		\$4.84	
DILUTED	\$4.47		\$4.64	
WEIGHTED-AVERAGE SHARES				
BASIC	48,382		51,069	
DILUTED	49,592		53,277	

⁽¹⁾ Exclusive of depreciation and amortization.



BALANCE SHEET

<i>(in thousands)</i>	AUGUST 2, 2025	FEBRUARY 1, 2025	AUGUST 3, 2024
CASH AND EQUIVALENTS	\$572,730	\$772,727	\$738,402
MARKETABLE SECURITIES	30,795	116,221	15,014
RECEIVABLES	174,000	105,324	115,077
INVENTORIES	592,966	575,005	539,759
OTHER CURRENT ASSETS	118,624	104,154	108,401
TOTAL CURRENT ASSETS	\$1,489,115	\$1,673,431	\$1,516,653
PROPERTY AND EQUIPMENT, NET	638,590	575,773	552,453
OPERATING LEASE RIGHT-OF-USE ASSETS	933,559	803,121	746,788
OTHER ASSETS	240,677	247,562	233,664
TOTAL ASSETS	\$3,301,941	\$3,299,887	\$3,049,558
ACCOUNTS PAYABLE	\$368,051	\$364,532	\$406,756
ACCRUED EXPENSES	429,616	504,922	422,484
SHORT-TERM PORTION OF OPERATING LEASE LIABILITIES	223,020	211,600	202,840
INCOME TAXES PAYABLE	17,354	45,890	19,576
TOTAL CURRENT LIABILITIES	\$1,038,041	\$1,126,944	\$1,051,656
LONG-TERM PORTION OF OPERATING LEASE LIABILITIES	876,461	740,013	688,006
OTHER LIABILITIES	80,235	81,607	88,746
TOTAL LONG-TERM LIABILITIES	\$956,696	\$821,620	\$776,752
TOTAL ABERCROMBIE & FITCH CO. STOCKHOLDERS EQUITY	1,292,255	1,335,628	1,206,526
NONCONTROLLING INTEREST	14,949	15,695	14,624
TOTAL STOCKHOLDERS' EQUITY	\$1,307,204	\$1,351,323	\$1,221,150
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$3,301,941	\$3,299,887	\$3,049,558

STATEMENT OF CASH FLOWS

<i>(in thousands)</i>	YEAR TO DATE PERIOD ENDED	
	AUGUST 2, 2025	AUGUST 3, 2024
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$112,893	\$260,119
PURCHASES OF MARKETABLE SECURITIES	—	(15,000)
PROCEEDS FROM MATURITIES OF MARKETABLE SECURITIES	85,000	—
PURCHASES OF PROPERTY AND EQUIPMENT	(116,943)	(81,649)
NET CASH USED FOR INVESTING ACTIVITIES	\$(31,943)	\$(96,649)
REPURCHASE/REDEMPTION OF SENIOR SECURED NOTES	—	(223,331)
PAYMENT OF DEBT ISSUANCE COSTS AND FEES	—	(2,716)
PURCHASES OF COMMON STOCK	(251,223)	(30,000)
ACQUISITION OF COMMON STOCK FOR TAX WITHHOLDING OBLIGATIONS	(34,830)	(67,225)
OTHER FINANCING ACTIVITIES	(4,660)	(3,689)
NET CASH USED FOR FINANCING ACTIVITIES	\$(290,713)	\$(326,961)
EFFECT OF FOREIGN CURRENCY EXCHANGE RATES ON CASH	9,700	101
NET DECREASE IN CASH AND EQUIVALENTS, AND RESTRICTED CASH AND EQUIVALENTS	\$(200,063)	\$(163,390)
CASH AND EQUIVALENTS, AND RESTRICTED CASH AND EQUIVALENTS, BEGINNING OF PERIOD	\$780,395	\$909,685
CASH AND EQUIVALENTS, AND RESTRICTED CASH AND EQUIVALENTS, END OF PERIOD	\$580,332	\$746,295



RECONCILIATION OF GAAP TO NON-GAAP RESULTS

STATEMENT OF OPERATIONS

<i>(in thousands)</i>	Q2 2025 GAAP ⁽¹⁾	% OF NET SALES	EXCLUDED ITEM ⁽²⁾	ADJUSTED NON-GAAP	% OF NET SALES
LITIGATION SETTLEMENT	\$(38,574)		\$(38,574)		
OPERATING INCOME	206,658	17.1%	38,574	168,084	13.9%
INCOME BEFORE INCOME TAXES	209,132	17.3%	38,574	170,558	14.1%
INCOME TAX EXPENSE ⁽³⁾	65,744	5.4%	9,949	55,795	4.6%
NET INCOME ATTRIBUTABLE TO A&F	141,383	11.7%	28,625	\$112,758	9.3%
NET INCOME PER DILUTED SHARE ATTRIBUTABLE TO A&F	\$2.91		\$0.59	\$2.32	
DILUTED WEIGHTED-AVERAGE SHARES OUTSTANDING	48,551			48,551	

⁽¹⁾ “GAAP” refers to accounting principles generally accepted in the United States of America.

⁽²⁾ Excluded item consists of a favorable settlement, net of legal fees, of payment card interchange fee litigation

⁽³⁾ The tax effect of excluded items is the difference between the tax provision calculated on a GAAP basis and an adjusted non-GAAP basis.



RECONCILIATION OF GAAP TO NON-GAAP RESULTS

STATEMENT OF OPERATIONS

<i>(in thousands)</i>	YTD 2025 GAAP ⁽¹⁾	% OF NET SALES	EXCLUDED ITEM ⁽²⁾	ADJUSTED NON-GAAP	% OF NET SALES
LITIGATION SETTLEMENT	\$(38,574)		\$(38,574)		
OPERATING INCOME	308,191	13.4%	38,574	269,617	11.7%
INCOME BEFORE INCOME TAXES	317,448	13.8%	38,574	278,874	12.1%
INCOME TAX EXPENSE ⁽³⁾	92,321	4.0%	9,949	82,372	3.6%
NET INCOME ATTRIBUTABLE TO A&F	221,796	9.6%	28,625	\$193,171	8.4%
NET INCOME PER DILUTED SHARE ATTRIBUTABLE TO A&F	\$4.47		\$0.58	\$3.99	
DILUTED WEIGHTED-AVERAGE SHARES OUTSTANDING	49,592			49,592	

(1) "GAAP" refers to accounting principles generally accepted in the United States of America.

(2) Excluded item consists of a favorable settlement, net of legal fees, of payment card interchange fee litigation

(3) The tax effect of excluded items is the difference between the tax provision calculated on a GAAP basis and an adjusted non-GAAP basis.

RECONCILIATION OF GAAP TO NON-GAAP RESULTS

STATEMENT OF OPERATIONS

NET SALES	Q2 2025	Q2 2024	Δ %
GAAP ⁽¹⁾	\$1,208,560	\$1,133,974	7%
IMPACT FROM CHANGES IN FOREIGN CURRENCY EXCHANGE RATES ⁽²⁾	—	10,707	(1)%
NON-GAAP CONSTANT CURRENCY BASIS	\$1,208,560	\$1,144,681	6%
OPERATING INCOME	Q2 2025	Q2 2024	Δ BPS ⁽⁴⁾
GAAP	\$206,658	\$175,625	160
EXCLUDED ITEM ⁽³⁾	38,574	—	320
ADJUSTED NON-GAAP	\$168,084	\$175,625	(160)
IMPACT FROM CHANGES IN FOREIGN CURRENCY EXCHANGE RATES ⁽²⁾	—	2,272	0
NON-GAAP CONSTANT CURRENCY BASIS	\$168,084	\$177,897	(160)
NET INCOME PER DILUTED SHARE	Q2 2025	Q2 2024	Δ \$
GAAP	\$2.91	\$2.50	\$0.41
EXCLUDED ITEMS, NET OF TAX ⁽⁴⁾	0.59	—	0.59
ADJUSTED NON-GAAP	\$2.32	\$2.50	\$(0.18)
IMPACT FROM CHANGES IN FOREIGN CURRENCY EXCHANGE RATES ⁽²⁾	—	0.03	(0.03)
NON-GAAP CONSTANT CURRENCY BASIS	\$2.32	\$2.53	\$(0.21)

⁽¹⁾ “GAAP” refers to accounting principles generally accepted in the United States of America.

⁽²⁾ The impact from foreign currency is determined by applying current period exchange rates to prior year results and is net of the year-over-year impact from hedging. The per diluted share impact from foreign currency is calculated using a 26% tax rate.

⁽³⁾ Excluded item consists of a favorable settlement, net of legal fees, of payment card interchange fee litigation.

⁽⁴⁾ The estimated basis point impact has been rounded based on the percentage change.



Abercrombie & Fitch Co.