



NET SALES FOR Q4 & FULL YEAR

Q4	2018	2017	% CHANGE*
	\$1.16B	\$1.19B	-3%
FULL YEAR	2018	2017	% CHANGE
	\$3.59B	\$3.49B	+3%

* Reflecting a combined adverse impact of approximately 6% due to the calendar shift, the loss of fiscal 2017’s 53rd week and changes in foreign currency.

POSITIVE COMPARABLE SALES OF 3% FOR BOTH Q4 & FULL YEAR

● EXCLUDING ADVERSE IMPACTS FROM THE CALENDAR SHIFT AND LOSS OF 2017’S 53RD WEEK AS WELL AS CHANGES IN FOREIGN CURRENCY EXCHANGE RATES

Q4	HOLLISTER	ABERCROMBIE
	+6%	-2%
	UNITED STATES	INTERNATIONAL
	+5%	-2%
FULL YEAR	HOLLISTER	ABERCROMBIE
	+5%	+1%
	UNITED STATES	INTERNATIONAL
	+6%	-2%

GROSS PROFIT RATE IMPROVEMENT FOR Q4 & FULL YEAR

- FOR Q4, GROSS PROFIT RATE EXPANDED 70 BPS OVER LAST YEAR AND 20 ON A CONSTANT CURRENCY BASIS, NET OF HEDGING
- FOR THE FULL YEAR, GROSS PROFIT RATE EXPANDED 50 BPS OVER LAST YEAR AND 20 ON A CONSTANT CURRENCY BASIS, NET OF HEDGING

EBIT MARGIN EXPANSION FOR THE FULL YEAR

- EBIT MARGIN EXPANDED 140 BPS ON A GAAP BASIS AND 100 BASIS POINTS ON AN ADJUSTED NON-GAAP BASIS OVER LAST YEAR

NET INCOME PER DILUTED SHARE ATTRIBUTABLE TO A&F

Q4		2018	2017
	GAAP	\$1.42	\$1.05
	ADJUSTED NON-GAAP	\$1.35	\$1.38
FULL YEAR		2018	2017
	GAAP	\$1.08	\$0.10
	ADJUSTED NON-GAAP	\$1.15	\$0.65

FISCAL 2018 HIGHLIGHTS: MAKING IMPORTANT PROGRESS ON TRANSFORMATION INITIATIVES



HOLLISTER DELIVERED 9TH CONSECUTIVE QUARTER OF POSITIVE COMPS IN Q4



ABERCROMBIE CONTINUING TO EVOLVE AS MARKETING INITIATIVES GROW IN SOPHISTICATION AND SCALE



ACHIEVED OVER \$1 BILLION IN ANNUAL DIGITAL SALES



COMPLETED 67 NEW STORE EXPERIENCES THROUGH NEW STORES, REMODELS AND RIGHT-SIZES ENDING THE YEAR WITH 861 STORES GLOBALLY*

*Excluding 15 international franchise stores



STRONG ENGAGEMENT WITH OUR OMNICHANNEL CAPABILITIES, SPECIFICALLY PURCHASE-ONLINE-PICKUP-IN-STORE AND ORDER-IN-STORE



OVER 28 MILLION LOYALTY MEMBER ACCOUNTS ACROSS BRANDS, NEARLY DOUBLING IN A YEAR

FULL YEAR 2019 OUTLOOK*

NET SALES	COMPARABLE SALES	GROSS PROFIT RATE	GAAP OPERATING EXPENSE	EFFECTIVE TAX RATE
● ↑ 2% TO 4% ⁽¹⁾	● ↑ LOW-SINGLE-DIGITS	● ↑ SLIGHTLY ⁽²⁾	● ↑ APPROXIMATELY 2% ⁽³⁾	● MID-TO-UPPER 20S

* This outlook excludes impacts from the adoption of the new lease accounting standards.
(1) Driven by positive comparable sales and net new store contribution, partially offset by an adverse impact of changes in foreign currency exchange rates of approximately \$15 million primarily in the first quarter of fiscal 2019.
(2) As compared to fiscal 2018 gross profit rate of 60.2%.
(3) As compared to fiscal 2018 adjusted non-GAAP operating expense of \$2.03B. Operating expense excludes other operating income, net.

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

A&F cautions that any forward-looking statements (as such term is defined in the Private Securities Litigation Reform Act of 1995) contained in this infographic or made by management or spokespeople of A&F involve risks and uncertainties and are subject to change based on various important factors, many of which may be beyond the company's control. Words such as "estimate," "project," "plan," "believe," "expect," "anticipate," "intend," 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 our forward-looking statements. The factors disclosed in "ITEM 1A. RISK FACTORS" of A&F's Annual Report on Form 10-K for the fiscal year ended February 3, 2018, and in A&F's subsequently filed quarterly reports on Form 10-Q, in some cases have affected, and in the future could affect, the company's financial performance and could cause actual results for the 2018 fiscal year and beyond to differ materially from those expressed or implied in any of the forward-looking statements included in this infographic or otherwise made by management.

OTHER INFORMATION

This infographic was issued in conjunction with the news release issued by the company on March 6, 2019 (the "Release") which is available in the "Investors" section of the company's website located at corporate.abercrombie.com. This infographic includes certain adjusted non-GAAP financial measures and. Additional details about non-GAAP financial measures and a reconciliation of GAAP to adjusted non-GAAP financial measures are included in the Release. Non-GAAP financial measures should be used supplemental 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. As used in the infographic, "Abercrombie" refers to the company's Abercrombie & Fitch and abercrombie kids brands. Net income per share financial measures included herein are attributable to Abercrombie & Fitch Co., excluding net income attributable to noncontrolling interests.

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