## Abercrombie \& Fitch Co.

## Condensed Consolidated Statements of Operations

(in thousands, except per share data)
(Unaudited)

|  | Thirteen Weeks Ended |  |  | Thirteen Weeks Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February 1, 2020 |  | \% of Net Sales | February 2, 2019 |  | \% of Net <br> Sales$100.0 \%$ |
| Net sales | \$ | 1,184,551 | 100.0 \% | \$ | 1,155,602 |  |
| Cost of sales, exclusive of depreciation and amortization |  | 495,287 | 41.8 \% |  | 472,745 | 40.9 \% |
| Gross profit |  | 689,264 | 58.2 \% |  | 682,857 | 59.1 \% |
| Stores and distribution expense |  | 440,587 | 37.2 \% |  | 432,458 | 37.4 \% |
| Marketing, general and administrative expense |  | 122,899 | 10.4 \% |  | 118,902 | 10.3 \% |
| Flagship store exit charges |  | 234 | 0.0 \% |  | 1,998 | 0.2 \% |
| Asset impairment, exclusive of flagship store exit charges |  | 4,148 | 0.4 \% |  | 1,197 | 0.1 \% |
| Other operating income, net |  | (935) | (0.1)\% |  | $(1,364)$ | (0.1)\% |
| Operating income |  | 122,331 | 10.3 \% |  | 129,666 | 11.2 \% |
| Interest expense, net |  | 2,829 | 0.2 \% |  | 2,101 | 0.2 \% |
| Income before income taxes |  | 119,502 | 10.1 \% |  | 127,565 | 11.0 \% |
| Income tax expense |  | 34,302 | 2.9 \% |  | 29,201 | 2.5 \% |
| Net income |  | 85,200 | 7.2 \% |  | 98,364 | 8.5 \% |
| Less: Net income attributable to noncontrolling interests |  | 2,068 | 0.2 \% |  | 1,428 | 0.1 \% |
| Net income attributable to Abercrombie \& Fitch Co. | \$ | 83,132 | 7.0 \% | \$ | 96,936 | 8.4 \% |

Net income per share attributable to Abercrombie \& Fitch Co.:

| Basic | $\$$ | 1.32 | $\$$ | 1.47 |
| :--- | :---: | :---: | :---: | :---: |
| Diluted | $\$$ | 1.29 | $\$$ | 1.42 |
| Weighted-average shares outstanding: |  |  |  |  |
| Basic |  |  |  |  |
| Diluted | 62,916 | 66,074 |  |  |

## Abercrombie \& Fitch Co.

## Condensed Consolidated Statements of Operations

(in thousands, except per share data)
(Unaudited)

|  | Fifty-Two Weeks Ended |  |  | Fifty-Two Weeks Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February 1, 2020 |  | $\begin{gathered} \text { \% of Net } \\ \text { Sales } \end{gathered}$ | February 2, 2019 |  | $\begin{gathered} \hline \text { \% of Net } \\ \text { Sales } \end{gathered}$ |
| Net sales | \$ | 3,623,073 | 100.0 \% | \$ | 3,590,109 | 100.0 \% |
| Cost of sales, exclusive of depreciation and amortization |  | 1,472,155 | 40.6 \% |  | 1,430,193 | 39.8 \% |
| Gross profit |  | 2,150,918 | 59.4 \% |  | 2,159,916 | 60.2 \% |
| Stores and distribution expense |  | 1,551,243 | 42.8 \% |  | 1,536,216 | 42.8 \% |
| Marketing, general and administrative expense |  | 464,615 | 12.8 \% |  | 484,863 | 13.5 \% |
| Flagship store exit charges |  | 47,257 | 1.3 \% |  | 5,806 | 0.2 \% |
| Asset impairment, exclusive of flagship store exit charges |  | 19,135 | 0.5 \% |  | 11,580 | 0.3 \% |
| Other operating income, net |  | $(1,400)$ | 0.0 \% |  | $(5,915)$ | (0.2)\% |
| Operating income |  | 70,068 | 1.9 \% |  | 127,366 | 3.5 \% |
| Interest expense, net |  | 7,737 | 0.2 \% |  | 10,999 | 0.3 \% |
| Income before income taxes |  | 62,331 | 1.7 \% |  | 116,367 | 3.2 \% |
| Income tax expense |  | 17,371 | 0.5 \% |  | 37,559 | 1.0 \% |
| Net income |  | 44,960 | 1.2 \% |  | 78,808 | 2.2 \% |
| Less: Net income attributable to noncontrolling interests |  | 5,602 | 0.2 \% |  | 4,267 | 0.1 \% |
| Net income attributable to Abercrombie \& Fitch Co. | \$ | 39,358 | 1.1 \% | \$ | 74,541 | 2.1 \% |
| Net income per share attributable to Abercrombie \& Fitch Co.: |  |  |  |  |  |  |
| Basic | \$ | 0.61 |  | \$ | 1.11 |  |
| Diluted | \$ | 0.60 |  | \$ | 1.08 |  |
| Weighted-average shares outstanding: |  |  |  |  |  |  |
| Basic |  | 64,428 |  |  | 67,350 |  |
| Diluted |  | 65,778 |  |  | 69,137 |  |

## Abercrombie \& Fitch Co.

## Condensed Consolidated Balance Sheets

(in thousands)
(Unaudited)

|  | February 1, $2020{ }^{(1)}$ |  | February 2, 2019 |  |
| :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and equivalents | \$ | 671,267 | \$ | 723,135 |
| Receivables |  | 80,251 |  | 73,112 |
| Inventories |  | 434,326 |  | 437,879 |
| Other current assets |  | 78,905 |  | 101,824 |
| Total current assets |  | 1,264,749 |  | 1,335,950 |
| Property and equipment, net |  | 665,290 |  | 694,855 |
| Operating lease right-of-use assets |  | 1,230,954 |  | - |
| Other assets |  | 393,876 |  | 354,788 |
| Total assets | \$ | 3,554,869 | \$ | 2,385,593 |

Liabilities and stockholders' equity
Current liabilities:

| Accounts payable | \$ | 219,919 | \$ | 226,878 |
| :---: | :---: | :---: | :---: | :---: |
| Accrued expenses |  | 302,214 |  | 293,579 |
| Short-term portion of operating lease liabilities |  | 282,829 |  | - |
| Short-term portion of deferred lease credits |  | - |  | 19,558 |
| Income taxes payable |  | 10,392 |  | 18,902 |
| Total current liabilities |  | 815,354 |  | 558,917 |
| Long-term liabilities: |  |  |  |  |
| Long-term portion of operating lease liabilities | \$ | 1,252,634 | \$ | - |
| Long-term portion of borrowings, net |  | 231,963 |  | 250,439 |
| Long-term portion of deferred lease credits |  | - |  | 76,134 |
| Leasehold financing obligations |  | - |  | 46,337 |
| Other liabilities |  | 183,740 |  | 235,145 |
| Total long-term liabilities |  | 1,668,337 |  | 608,055 |
| Total Abercrombie \& Fitch Co. stockholders' equity |  | 1,058,810 |  | 1,208,900 |
| Noncontrolling interests |  | 12,368 |  | 9,721 |
| Total stockholders' equity |  | 1,071,178 |  | 1,218,621 |
| Total liabilities and stockholders' equity | \$ | 3,554,869 | \$ | 2,385,593 |

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## Reporting and Use of GAAP and Non-GAAP Measures

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, such as certain asset impairment charges related to the company's flagship stores, 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 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.

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 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) direct-to-consumer 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.

At times, the company may also refer to certain non-GAAP store-level metrics, including 4-wall operating margins. Store-level 4wall operating margins exclude certain components of the company's results of operations, including but not limited to, amounts related to marketing, depreciation and amortization of home-office and IT assets, distribution center expense, direct-to-consumer expense, and other corporate overhead expenses that are considered normal operating costs as well as all asset impairment and flagship store exit charges. This measure also excludes certain product costs related to direct-to-consumer, wholesale, licensing and franchise operations as well as variances from estimated freight and import costs, and provisions for inventory shrink and lower of cost or net realizable value. In addition, this metric excludes revenue other than store sales and does not include gift card breakage. As such, store-level 4-wall operating margin is not indicative of the overall results of the company and does not accrue directly to the benefit of shareholders because of these exclusions. The company provides store-level 4-wall operating margins on occasion because it believes that it provides a meaningful supplement to the company's operating results.

Abercrombie \& Fitch Co.
Schedule of Non-GAAP Financial Measures Thirteen Weeks Ended February 1, 2020
(in thousands, except per share data)
(Unaudited)

|  | GAAP ${ }^{(1)}$ |  | Excluded items |  | Adjusted non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset impairment, exclusive of flagship store exit charges ${ }^{(2)}$ | \$ | 4,148 | \$ | 2,284 | \$ | 1,864 |
| Operating income |  | 122,331 |  | $(2,284)$ |  | 124,615 |
| Income before income taxes |  | 119,502 |  | $(2,284)$ |  | 121,786 |
| Income tax expense ${ }^{(3)}$ |  | 34,302 |  | $(1,528)$ |  | 35,830 |
| Net income attributable to Abercrombie \& Fitch Co. | \$ | 83,132 | \$ | (756) | \$ | 83,888 |
| Net income per diluted share attributable to Abercrombie \& Fitch Co. | \$ | 1.29 | \$ | (0.01) | \$ | 1.31 |
| Diluted weighted-average shares outstanding: |  | 64,198 |  |  |  | 64,198 |

${ }^{(1)}$ "GAAP" refers to accounting principles generally accepted in the United States of America.
${ }^{(2)}$ Excluded items consist of pre-tax store asset impairment charges of $\$ 2.3$ million related to certain of the company's flagship stores.
${ }^{(3)}$ The tax effect of excluded items is the difference between the tax provision calculated on a GAAP basis and an adjusted non-GAAP basis.

## Abercrombie \& Fitch Co.

## Schedule of Non-GAAP Financial Measures

Thirteen Weeks Ended February 2, 2019

## (in thousands, except per share data)

(Unaudited)

|  | GAAP ${ }^{(1)}$ |  | Excluded items |  | Adjusted non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income before income taxes ${ }^{(2)}$ | \$ | 127,565 | \$ | - | \$ | 127,565 |
| Income tax expense ${ }^{(3)}$ |  | 29,201 |  | $(5,299)$ |  | 34,500 |
| Net income attributable to Abercrombie \& Fitch Co. | \$ | 96,936 | \$ | 5,299 | \$ | 91,637 |
| Net income per diluted share attributable to Abercrombie \& Fitch Co. | \$ | 1.42 | \$ | 0.08 | \$ | 1.35 |
| Diluted weighted-average shares outstanding: |  | 68,071 |  |  |  | 68,071 |

${ }^{(1)}$ "GAAP" refers to accounting principles generally accepted in the United States of America.
${ }^{(2)}$ There were no pre-tax excluded items in the fourth quarter of Fiscal 2018.
${ }^{(3)}$ The effective annual tax rate used in the adjusted non-GAAP tax provision reflects the impact of prior quarters' excluded items and discrete tax benefits of $\$ 6.0$ million related to the Tax Cuts and Jobs Act of 2017. The tax effect of excluded items is calculated as the difference between the tax provision on a GAAP basis and an adjusted non-GAAP basis.

## Abercrombie \& Fitch Co.

## Schedule of Non-GAAP Financial Measures

## Fifty-Two Weeks Ended February 1, 2020

 (in thousands, except per share data)(Unaudited)

|  | GAAP ${ }^{(1)}$ |  | Excluded items |  | Adjusted |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset impairment, exclusive of flagship store exit charges ${ }^{(2)}$ | \$ | 19,135 | \$ | 12,752 | \$ | 6,383 |
| Operating income |  | 70,068 |  | $(12,752)$ |  | 82,820 |
| Income before income taxes |  | 62,331 |  | $(12,752)$ |  | 75,083 |
| Income tax expense ${ }^{(3)}$ |  | 17,371 |  | $(4,013)$ |  | 21,384 |
| Net income attributable to Abercrombie \& Fitch Co. | \$ | 39,358 | \$ | $(8,739)$ | \$ | 48,097 |
| Net income per diluted share attributable to Abercrombie \& Fitch Co. | \$ | 0.60 | \$ | (0.13) | \$ | 0.73 |
| Diluted weighted-average shares outstanding: |  | 65,778 |  |  |  | 65,778 |

${ }^{(1)}$ "GAAP" refers to accounting principles generally accepted in the United States of America.
${ }^{(2)}$ Excluded items consist of pre-tax store asset impairment charges of $\$ 12.8$ million related to certain of the company's flagship stores.
${ }^{(3)}$ The tax effect of excluded items is the difference between the tax provision calculated on a GAAP basis and an adjusted non-GAAP basis.

## Abercrombie \& Fitch Co.

## Schedule of Non-GAAP Financial Measures

## Fifty-Two Weeks Ended February 2, 2019

 (in thousands, except per share data)(Unaudited)

|  | GAAP ${ }^{(1)}$ |  | ExcludedItems |  | Adjusted Non-GAAP |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Marketing, general and administrative expense ${ }^{(2)}$ | \$ | 484,863 | \$ | 2,595 | \$ | 482,268 |
| Asset impairment, exclusive of flagship store exit charges ${ }^{(3)}$ |  | 11,580 |  | 8,671 |  | 2,909 |
| Operating income |  | 127,366 |  | $(11,266)$ |  | 138,632 |
| Income before income taxes |  | 116,367 |  | $(11,266)$ |  | 127,633 |
| Income tax expense ${ }^{(4)}$ |  | 37,559 |  | $(6,018)$ |  | 43,577 |
| Net income attributable to Abercrombie \& Fitch Co. | \$ | 74,541 | \$ | $(5,248)$ | \$ | 79,789 |
| Net income per diluted share attributable to Abercrombie \& Fitch Co. | \$ | 1.08 | \$ | (0.08) | \$ | 1.15 |
| Diluted weighted-average shares outstanding: |  | 69,137 |  |  |  | 69,137 |

${ }^{(1)}$ "GAAP" refers to accounting principles generally accepted in the United States of America.
${ }^{(2)}$ Excluded items consist of pre-tax net charges $\$ 2.6$ million related to certain legal matters, which received final court approval and were paid in the fourth quarter of Fiscal 2018.
${ }^{(3)}$ Excluded items consist of pre-tax store asset impairment charges of $\$ 8.7$ million related to certain of the company's flagship stores.
(4) Excluded items consist of discrete net tax benefits of $\$ 3.5$ million related to the Tax Cuts and Jobs Act of 2017, and the tax effect of excluded items, calculated as the difference between the tax provision on a GAAP basis and an adjusted non-GAAP basis.

## Abercrombie \& Fitch Co.

## Reconciliation of Constant Currency Financial Measures

Thirteen Weeks Ended February 1, 2020
(in thousands, except change in net sales, gross profit rate, operating margin and per share data)
(Unaudited)

| Net sales | 2019 |  | 2018 |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP ${ }^{(1)}$ | \$ | 1,184,551 | \$ | 1,155,602 | 3\% |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | $(2,549)$ | 0\% |
| Net sales on a constant currency basis | \$ | 1,184,551 | \$ | 1,153,053 | 3\% |
| Gross profit |  | 2019 |  | 2018 | BPS Change ${ }^{(3)}$ |
| GAAP ${ }^{(1)}$ | \$ | 689,264 | \$ | 682,857 | (90) |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | $(7,421)$ | 50 |
| Gross profit on a constant currency basis | \$ | 689,264 | \$ | 675,436 | (40) |
| Operating income |  | 2019 |  | 2018 | BPS Change ${ }^{(3)}$ |
| GAAP ${ }^{(1)}$ | \$ | 122,331 | \$ | 129,666 | (90) |
| Excluded items ${ }^{(4)}$ |  | $(2,284)$ |  | - | (20) |
| Adjusted non-GAAP | \$ | 124,615 | \$ | 129,666 | (70) |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | $(6,661)$ | 50 |
| Adjusted non-GAAP on a constant currency basis | \$ | 124,615 | \$ | 123,005 | (20) |
| Net income per diluted share attributable to Abercrombie \& Fitch Co. |  | 2019 |  | 2018 | \$ Change |
| GAAP ${ }^{(1)}$ | \$ | 1.29 | \$ | 1.42 | \$(0.13) |
| Excluded items, net of tax ${ }^{(4)}$ |  | (0.01) |  | 0.08 | (0.09) |
| Adjusted non-GAAP | \$ | 1.31 | \$ | 1.35 | \$(0.04) |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | (0.07) | 0.07 |
| Adjusted non-GAAP on a constant currency basis | \$ | 1.31 | \$ | 1.27 | \$0.04 |

${ }^{(1)}$ "GAAP" refers to accounting principles generally accepted in the United States of America.
${ }^{(2)}$ The estimated 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 estimated impact from foreign currency is calculated using a $26 \%$ tax rate.
(3) The estimated basis point change has been rounded based on the percentage change.
(4) Excluded items this year consist of pre-tax asset impairment charges of $\$ 2.3$ million related to certain of the company's flagship stores, and the tax effect of excluded items. Excluded items last year consist of the impact of prior quarters' pre-tax excluded items on the adjusted nonGAAP tax provision, as well as discrete net tax benefits of $\$ 6.0$ million related to the Tax Cuts and Jobs Act of 2017. The tax effect of excluded items is calculated as the difference between the tax provision on a GAAP basis and an adjusted non-GAAP basis.

## Abercrombie \& Fitch Co.

## Reconciliation of Constant Currency Financial Measures

Fifty-two Weeks Ended February 1, 2020
(in thousands, except change in net sales, gross profit rate, operating margin and per share data)
(Unaudited)

| Net sales | 2019 |  | 2018 |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP ${ }^{(1)}$ | \$ | 3,623,073 | \$ | 3,590,109 | 1\% |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | $(37,097)$ | 1\% |
| Net sales on a constant currency basis | \$ | 3,623,073 | \$ | 3,553,012 | 2\% |
| Gross profit |  | 2019 |  | 2018 | BPS Change ${ }^{(3)}$ |
| GAAP ${ }^{(1)}$ | \$ | 2,150,918 | \$ | 2,159,916 | (80) |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | $(32,421)$ | 30 |
| Gross profit on a constant currency basis | \$ | 2,150,918 | \$ | 2,127,495 | (50) |
| Operating income |  | 219 |  | 2018 | BPS Change ${ }^{(3)}$ |
| GAAP ${ }^{(1)}$ | \$ | 70,068 | \$ | 127,366 | (160) |
| Excluded items ${ }^{(4)}$ |  | $(12,752)$ |  | $(11,266)$ | 0 |
| Adjusted non-GAAP | \$ | 82,820 | \$ | 138,632 | (160) |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | $(18,766)$ | 50 |
| Adjusted non-GAAP on a constant currency basis | \$ | 82,820 | \$ | 119,866 | (110) |
| Net income per diluted share attributable to Abercrombie \& Fitch Co. |  | 2019 |  | 2018 | \$ Change |
| GAAP ${ }^{(1)}$ | \$ | 0.60 | \$ | 1.08 | \$(0.48) |
| Excluded items, net of tax ${ }^{(4)}$ |  | (0.13) |  | (0.08) | (0.05) |
| Adjusted non-GAAP | \$ | 0.73 | \$ | 1.15 | \$(0.42) |
| Impact from changes in foreign currency exchange rates ${ }^{(2)}$ |  | - |  | (0.20) | 0.20 |
| Adjusted non-GAAP on a constant currency basis | \$ | 0.73 | \$ | 0.95 | \$(0.22) |

${ }^{(1)}$ "GAAP" refers to accounting principles generally accepted in the United States of America.
(2) The estimated 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 estimated impact from foreign currency is calculated using a $26 \%$ tax rate.
(3) The estimated basis point change has been rounded based on the percentage change.
(4) Excluded items this year consist of pre-tax asset impairment charges of $\$ 12.8$ million related to certain of the company's flagship stores, and the tax effect of excluded items. Excluded items last year consist of pre-tax net charges of $\$ 2.6$ million related to certain legal matters, asset impairment charges of $\$ 8.7$ million related to certain of the company's flagship stores, discrete net tax benefits of $\$ 3.5$ million related to the Tax Cuts and Jobs Act of 2017, and the tax effect of pre-tax excluded items. The tax effect of excluded items is calculated as the difference between the tax provision on a GAAP basis and an adjusted non-GAAP basis.

## Abercrombie \& Fitch Co. Store Count Activity

Thirteen Weeks Ended February 1, 2020

|  | Hollister ${ }^{(1)}$ |  | Abercrombie ${ }^{(2)}$ |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | United States | International | United States | International | United States | International |
| November 2, 2019 | 400 | 154 | 277 | 50 | 677 | 204 |
| New | 2 | 2 | 5 | 4 | 7 | 6 |
| Closed | (11) | (1) | (26) | (2) | (37) | (3) |
| February 1, 2020 | 391 | 155 | 256 | 52 | 647 | 207 |


|  | Fifty-Two Weeks Ended February 1, 2020 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Hollister ${ }^{(1)}$ |  | Abercrombie ${ }^{(2)}$ |  | Total |  |
|  | United States | International | United States | International | United States | International |
| February 2, 2019 | 393 | 149 | 270 | 49 | 663 | 198 |
| New | 12 | 7 | 15 | 6 | 27 | 13 |
| Closed | (14) | (1) | (29) | (3) | (43) | (4) |
| February 1, 2020 | 391 | 155 | 256 | 52 | 647 | 207 |

${ }^{(1)}$ Excludes nine international franchise stores as of each of February 1, 2020 and November 2, 2019, and eight as of February 2, 2019. Excludes 17 U.S. company operated temporary stores as of February 1, 2020 and 10 as of November 2, 2019.
${ }^{(2)}$ Abercrombie includes the company's Abercrombie \& Fitch and abercrombie kids brands. Locations with abercrombie kids carveouts within Abercrombie \& Fitch stores are represented as a single store count. Excludes seven international franchise stores as each of February 1, 2020, November 2, 2019 and February 2, 2019. Excludes eight U.S. company operated temporary stores as of February 1, 2020 and seven as of November 2, 2019.

## Abercrombie \& Fitch Co.

## Financial Information

(Unaudited)

## (in thousands, except per share data and store data)

|  | 2015 | 2016 | $2017{ }^{(1)}$ | Fiscal 2018 |  |  |  |  |  |  | 2018 | Fiscal 2019 |  |  |  |  |  |  | 2019 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Q1 |  | Q2 |  | Q3 | Q4 |  |  | Q1 |  | Q2 |  | Q3 | Q4 |  |
| Net sales | \$3,518,680 | \$3,326,740 | \$3,492,690 | \$ | 730,899 | \$ | 842,414 | \$ | 861,194 | \$1,155,602 | \$3,590,109 | \$ | 733,972 | \$ | 841,078 | \$ | 863,472 | \$1,184,551 | \$3,623,073 |
| Cost of sales, exclusive of depreciation and amortization | 1,361,137 | 1,298,172 | 1,408,848 |  | 288,554 |  | 335,519 |  | 333,375 | 472,745 | 1,430,193 |  | 289,882 |  | 342,445 |  | 344,541 | 495,287 | 1,472,155 |
| Gross profit | 2,157,543 | 2,028,568 | 2,083,842 |  | 442,345 |  | 506,895 |  | 527,819 | 682,857 | 2,159,916 |  | 444,090 |  | 498,633 |  | 518,931 | 689,264 | 2,150,918 |
| Stores and distribution expense | 1,604,214 | 1,562,703 | 1,540,032 |  | 357,347 |  | 374,552 |  | 371,859 | 432,458 | 1,536,216 |  | 356,612 |  | 376,347 |  | 377,697 | 440,587 | 1,551,243 |
| Marketing, general and administrative expense | 470,321 | 453,202 | 471,914 |  | 124,897 |  | 123,883 |  | 117,181 | 118,902 | 484,863 |  | 111,947 |  | 115,694 |  | 114,075 | 122,899 | 464,615 |
| Flagship store exit charges | - | 15,757 | 2,393 |  | 3,808 |  | - |  | - | 1,998 | 5,806 |  | 1,744 |  | 44,994 |  | 285 | 234 | 47,257 |
| Restructuring benefit | $(1,598)$ | - | - |  | - |  | - |  | - | - | - |  | - |  | - |  | - | - | - |
| Asset impairment, exclusive of flagship store exit charges | 18,209 | 7,930 | 14,391 |  | 1,056 |  | 8,671 |  | 656 | 1,197 | 11,580 |  | 1,662 |  | 715 |  | 12,610 | 4,148 | 19,135 |
| Other operating income, net | $(6,441)$ | $(26,212)$ | $(16,938)$ |  | $(2,560)$ |  | (434) |  | $(1,557)$ | $(1,364)$ | $(5,915)$ |  | (617) |  | 367 |  | (215) | (935) | $(1,400)$ |
| Operating income (loss) | 72,838 | 15,188 | 72,050 |  | $(42,203)$ |  | 223 |  | 39,680 | 129,666 | 127,366 |  | $(27,258)$ |  | $(39,484)$ |  | 14,479 | 122,331 | 70,068 |
| Interest expense, net | 18,248 | 18,666 | 16,889 |  | 3,018 |  | 3,023 |  | 2,857 | 2,101 | 10,999 |  | 616 |  | 1,370 |  | 2,922 | 2,829 | 7,737 |
| Income (loss) before income taxes | 54,590 | $(3,478)$ | 55,161 |  | $(45,221)$ |  | $(2,800)$ |  | 36,823 | 127,565 | 116,367 |  | $(27,874)$ |  | $(40,854)$ |  | 11,557 | 119,502 | 62,331 |
| Income tax expense (benefit) | 16,031 | $(11,196)$ | 44,636 |  | $(3,713)$ |  | 24 |  | 12,047 | 29,201 | 37,559 |  | $(9,588)$ |  | (11,330) |  | 3,987 | 34,302 | 17,371 |
| Net income (loss) | 38,559 | 7,718 | 10,525 |  | $(41,508)$ |  | $(2,824)$ |  | 24,776 | 98,364 | 78,808 |  | $(18,286)$ |  | $(29,524)$ |  | 7,570 | 85,200 | 44,960 |
| Less: Net income attributable to noncontrolling interests | 2,983 | 3,762 | 3,431 |  | 953 |  | 1,029 |  | 857 | 1,428 | 4,267 |  | 869 |  | 1,618 |  | 1,047 | 2,068 | 5,602 |
| Net income (loss) attributable to Abercrombie \& Fitch Co. | $\xlongequal{\$ \quad 35,576}$ | $\xlongequal{\text { \$ 3,956 }}$ | \$ 7,094 | \$ | $(42,461)$ | \$ | $(3,853)$ | \$ | 23,919 | \$ 96,936 | \$ 74,541 | \$ | $(19,155)$ | \$ | (31,142) | \$ | 6,523 | \$ 83,132 | \$ 39,358 |


|  | 2015 |  | 2016 |  | $2017{ }^{(1)}$ |  | Fiscal 2018 |  |  |  |  |  |  |  | 2018 |  | Fiscal 2019 |  |  |  |  |  |  |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1 |  |  |  | Q2 |  | Q3 |  | Q4 |  | Q1 |  |  |  | Q2 |  | Q3 |  | Q4 |  |  |
| Net income (loss) per share attributable to Abercrombie \& Fitch Co.: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.52 |  |  | \$ | 0.06 | \$ | 0.10 | \$ | (0.62) | \$ | (0.06) | \$ | 0.36 | \$ | 1.47 | \$ | 1.11 | \$ | (0.29) | \$ | (0.48) | \$ | 0.10 | \$ | 1.32 | \$ | 0.61 |
| Diluted | \$ | 0.51 | \$ | 0.06 | \$ | 0.10 | \$ | (0.62) | \$ | (0.06) | \$ | 0.35 | \$ | 1.42 | \$ | 1.08 | \$ | (0.29) | \$ | (0.48) | \$ | 0.10 | \$ | 1.29 |  | 0.60 |

Weighted-average shares outstanding:

| Basic | 68,880 | 67,878 | 68,391 | 68,500 | 68,008 | 66,818 | 66,074 | 67,350 | 66,540 | 65,156 | 63,099 | 62,916 | 64,428 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted | 69,417 | 68,284 | 69,403 | 68,500 | 68,008 | 68,308 | 68,071 | 69,137 | 66,540 | 65,156 | 63,911 | 64,198 | 65,778 |


| Hollister comparable sales | 0 \% | 0 \% | 8 \% | 6\% | 4\% | 4\% | 6 \% | 5\% | 2\% | 0\% | (2)\% | (2)\% | (1)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Abercrombie comparable sales ${ }^{(2)}$ | (6)\% | (11)\% | (2)\% | 3\% | 2\% | 1\% | (2)\% | 1\% | 1\% | 0\% | $3 \%$ | 8 \% | 3 \% |
| Total company comparable sales ${ }^{(3)}$ | (3)\% | (5)\% | $3 \%$ | 5\% | 3\% | 3\% | 3 \% | 3\% | 1\% | 0\% | 0 \% | 1 \% | 1 \% |
| Shares outstanding | 67,348 | 67,758 | 68,195 | 67,816 | 66,975 | 65,843 | 66,227 | 66,227 | 66,637 | 63,146 | 62,757 | 62,786 | 62,786 |
| Number of stores - end of period ${ }^{(4)}$ | 932 | 898 | 868 | 869 | 870 | 879 | 861 | 861 | 857 | 863 | 881 | 854 | 854 |
| Gross square feet - end of period | 7,292 | 7,007 | 6,710 | 6,710 | 6,694 | 6,719 | 6,566 | 6,566 | 6,503 | 6,476 | 6,556 | 6,303 | 6,303 |

${ }^{(1)}$ Fiscal 2017 was a fifty-three week year.
${ }^{(2)}$ Abercrombie includes the Company's Abercrombie \& Fitch and abercrombie kids brands.
 the fourteen week period ended February 4, 2017, first quarter of fiscal 2018 comparable sales are compared to the thirteen week period ended May 6,2017 , second quarter of fiscal 2018 comparable sales are compared to the thirteen week period ended August 5, 2017, third quarter of fiscal 2018 comparable sales are compared to the thirteen week period ended November 4, 2017 , and fourth quarter of fiscal 2018 comparable sales are compared to the 13 week period ended February 3, 2018.
${ }^{(4)}$ Prior period store counts have been restated to count multi-brand outlet stores as a single store.


[^0]:    ${ }^{(1)}$ The company adopted the new lease accounting standard in the first quarter of fiscal 2019 using a modified retrospective transition method and elected the option to not restate comparative period financial statements.

