



URBAN OUTFITTERS, INC.



“THE FOLLOWING DISCUSSIONS MAY INCLUDE FORWARD-LOOKING STATEMENTS. PLEASE NOTE THAT THE ACTUAL RESULTS MAY DIFFER MATERIALLY FROM THOSE STATEMENTS. ADDITIONAL INFORMATION CONCERNING FACTORS THAT COULD CAUSE ACTUAL RESULTS TO DIFFER MATERIALLY FROM PROJECTED RESULTS IS CONTAINED IN THE COMPANY’S FILINGS WITH THE SECURITIES AND EXCHANGE COMMISSION.”

## FISCAL 2014 Q3 FINANCIAL HIGHLIGHTS

- UBRN retail segment 'comp' +7%
- All brands deliver record sales
- UBRN delivers record operating profit
- Earnings increased 18%

## FISCAL 2014 Q3 - ANTHROPOLOGIE

- Improved product, marketing and creative
- High teen regular price retail segment 'comp'
- Completed web site refresh
- Achieved Q3 record merchandise margins and operating profits

## FISCAL 2014 Q3 - FREE PEOPLE

- Strong double digit net sales gains in stores and direct-to-consumer channels
- Regular price 'comp' sales outpaced total sales growth
- Wholesale revenues increased 21%
- Achieved Q3 record sales, merch margin and operating profits
- Inspiring creative, marketing and product execution

## FISCAL 2014 - STRATEGIC INITIATIVES

- Open new North American doors
- Grow the Direct-to-consumer channel
- Expand all channels internationally
- Expand product and category offerings

# NEW STORES

**FISCAL 2014 Q3 - 9 NEW STORES GLOBALLY,  
7 IN NORTH AMERICA**



**KNOXVILLE, TN**



**UO MALIBU, CA**



**FREE PEOPLE SALT LAKE CITY, UT**

**APPROXIMATELY 10 NEW STORES GLOBALLY AND 8 IN NORTH AMERICA PLANNED FOR Q4 2014**



**GROW**

**INTERNATIONALLY**

**FREE PEOPLE**



FREE PEOPLE HARAJUKU JAPAN



FREE PEOPLE LUMINE EST STATION SHOP IN SHOP



FREE PEOPLE SHOWROOM JAPAN



FREE PEOPLE LONDON SHOWROOM & EUROPEAN WHOLESALE

**URBAN**

**OUTFITTERS**



URBAN OUTFITTERS AMSTERDAM





URBAN OUTFITTERS GALERIES LAFAYETTE, PARIS

# ANTHROPOLOGIE

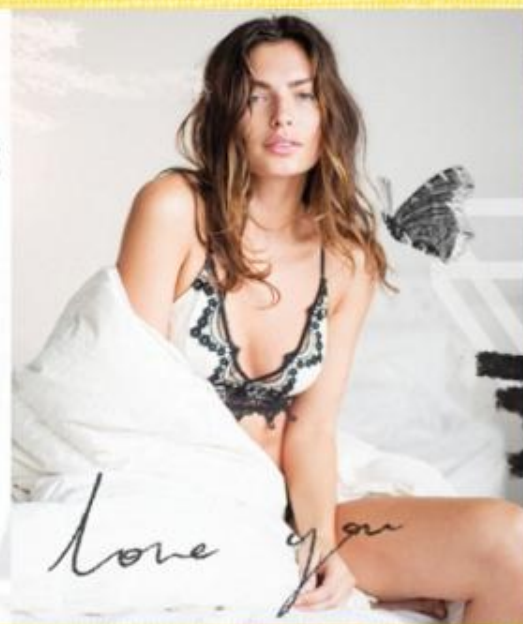
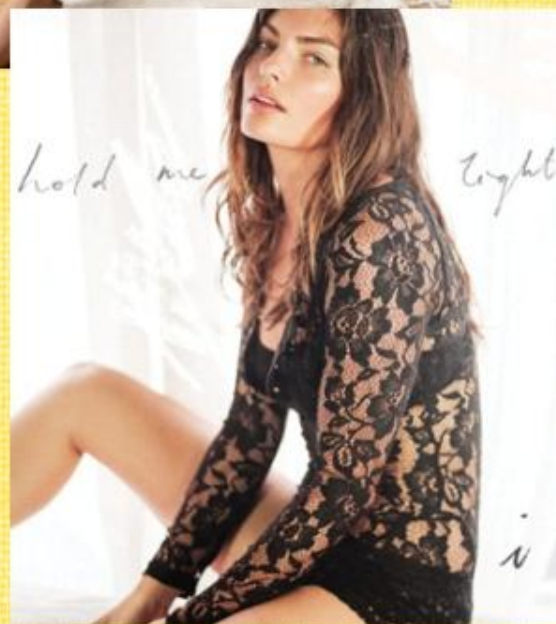


ANTHROPOLOGIE GUILDFORD, UK

**EXPAND PRODUCT**

**& CATEGORY OFFERINGS**

**FREE PEOPLE**



FREE PEOPLE INTIMATES STRUCTURED PRODUCT



FREE PEOPLE SHOES

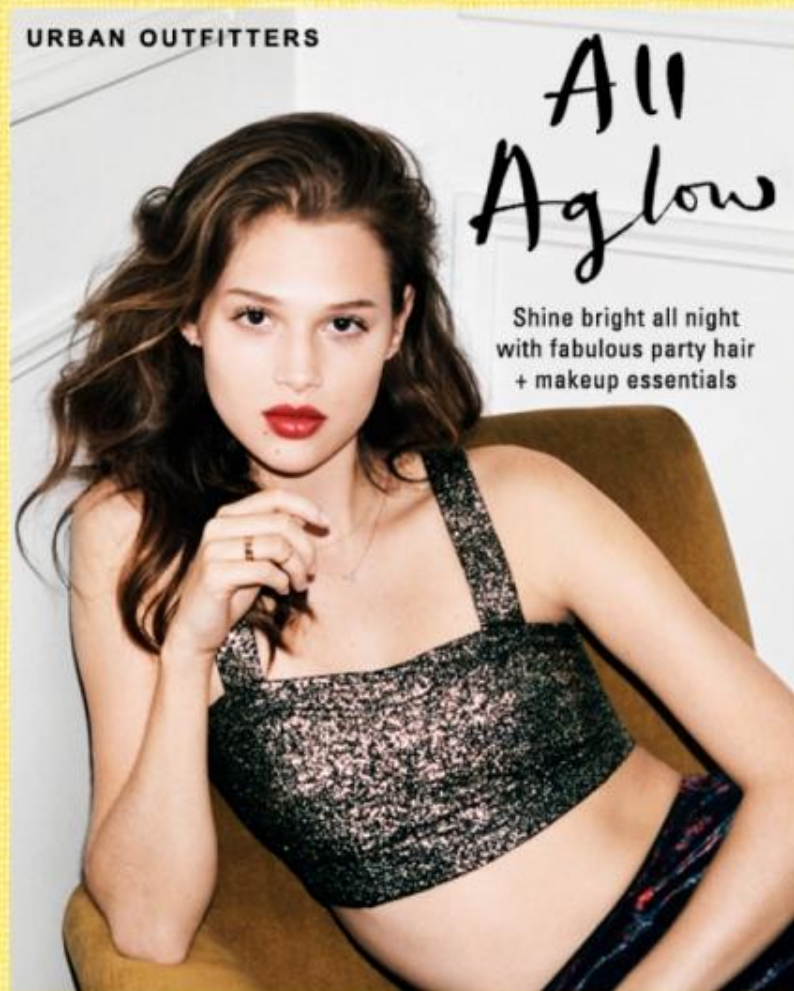
**URBAN**

**OUTFITTERS**





URBAN OUTFITTERS HOME



URBAN OUTFITTERS BEAUTY

# ANTHROPOLOGIE



ANTHROPOLOGIE PETITES

## CHIEF CREATIVE OFFICER

- Meg Hayne assumes additional responsibility of Chief Creative Officer
- Work with brand leaders to help define and develop each brand's creative vision
- Help attract and train best creative talent

**UR  
BN**