

**Abercrombie & Fitch Co.**  
**Condensed Consolidated Statements of Operations**  
(in thousands, except per share data)  
**(Unaudited)**

	Thirteen Weeks Ended		Thirteen Weeks Ended	
	November 2, 2024	% of Net Sales	October 28, 2023	% of Net Sales
Net sales	\$ 1,208,966	100.0 %	\$ 1,056,431	100.0 %
Cost of sales, exclusive of depreciation and amortization	422,034	34.9 %	370,762	35.1 %
Gross profit	786,932	65.1 %	685,669	64.9 %
Stores and distribution expense	419,235	34.7 %	383,883	36.3 %
Marketing, general and administrative expense	190,001	15.7 %	162,510	15.4 %
Other operating (income) loss, net	(1,586)	(0.1)%	1,256	0.1 %
Operating income	179,282	14.8 %	138,020	13.1 %
Interest expense	569	— %	8,568	0.8 %
Interest income	(9,302)	(0.8)%	(7,897)	(0.7)%
Interest (income) expense, net	(8,733)	(0.7)%	671	0.1 %
Income before income taxes	188,015	15.6 %	137,349	13.0 %
Income tax expense	54,151	4.5 %	39,617	3.8 %
Net income	133,864	11.1 %	97,732	9.3 %
Less: Net income attributable to noncontrolling interests	1,885	0.2 %	1,521	0.1 %
Net income attributable to A&F	<u>\$ 131,979</u>	10.9 %	<u>\$ 96,211</u>	9.1 %

Net income per share attributable to A&F

Basic	\$ 2.59	\$ 1.91
Diluted	\$ 2.50	\$ 1.83

Weighted-average shares outstanding:

Basic	50,951	50,504
Diluted	52,869	52,624

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	Thirty-Nine Weeks Ended		Thirty-Nine Weeks Ended	
	November 2, 2024	% of Net Sales	October 28, 2023	% of Net Sales
Net sales	\$ 3,363,670	100.0 %	\$ 2,827,770	100.0 %
Cost of sales, exclusive of depreciation and amortization	1,163,019	34.6 %	1,047,927	37.1 %
Gross profit	2,200,651	65.4 %	1,779,843	62.9 %
Stores and distribution expense	1,181,154	35.1 %	1,072,662	37.9 %
Marketing, general and administrative expense	538,352	16.0 %	449,643	15.9 %
Other operating income, net	(3,611)	(0.1)%	(4,332)	(0.2)%
Operating income	484,756	14.4 %	261,870	9.3 %
Interest expense	11,538	0.3 %	23,661	0.8 %
Interest income	(30,497)	(0.9)%	(18,450)	(0.7)%
Interest (income) expense, net	(18,959)	(0.6)%	5,211	0.2 %
Income before income taxes	503,715	15.0 %	256,659	9.1 %
Income tax expense	119,394	3.5 %	82,349	2.9 %
Net income	384,321	11.4 %	174,310	6.2 %
Less: Net income attributable to noncontrolling interests	5,324	0.2 %	4,634	0.2 %
Net income attributable to A&F	<u>\$ 378,997</u>	11.3 %	<u>\$ 169,676</u>	6.0 %

Net income per share attributable to A&F

Basic	\$ 7.43	\$ 3.38
Diluted	\$ 7.13	\$ 3.25

Weighted-average shares outstanding:

Basic	51,030	50,138
Diluted	53,141	52,154

## **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 asset impairment charges, 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 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.**  
**Reconciliation of Constant Currency Financial Measures**  
**Thirteen Weeks Ended November 2, 2024 and October 28, 2023**  
(in thousands, except percentage and basis point changes and per share data)  
(Unaudited)

	2024	2023	% Change
<b>Net sales</b>			
GAAP <sup>(1)</sup>	\$ 1,208,966	\$ 1,056,431	14%
Impact from changes in foreign currency exchange rates <sup>(2)</sup>	—	5,289	(1)
Net sales on a constant currency basis	\$ 1,208,966	\$ 1,061,720	14%
<b>Gross profit</b>			
	2024	2023	BPS Change <sup>(3)</sup>
GAAP <sup>(1)</sup>	\$ 786,932	\$ 685,669	20
Impact from changes in foreign currency exchange rates <sup>(2)</sup>	—	5,319	(20)
Gross profit on a constant currency basis	\$ 786,932	\$ 690,988	0
<b>Operating income</b>			
	2024	2023	BPS Change <sup>(3)</sup>
GAAP <sup>(1)</sup>	\$ 179,282	\$ 138,020	170
Impact from changes in foreign currency exchange rates <sup>(2)</sup>	—	4,915	(40)
Adjusted non-GAAP constant currency basis	\$ 179,282	\$ 142,935	130
<b>Net income attributable to A&amp;F</b>			
	2024	2023	\$ Change
GAAP <sup>(1)</sup>	\$ 2.50	\$ 1.83	\$0.67
Impact from changes in foreign currency exchange rates <sup>(2)</sup>	—	0.07	(0.07)
Adjusted non-GAAP constant currency basis	\$ 2.50	\$ 1.90	\$0.60

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

<sup>(2)</sup> 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.

<sup>(3)</sup> The estimated basis point change has been rounded based on the percentage change.

**Abercrombie & Fitch Co.**  
**Reconciliation of Constant Currency Net Sales by Geography and Brand**  
**Thirteen Weeks Ended November 2, 2024 and October 28, 2023**  
(in thousands, except percentage changes)  
(Unaudited)

	2024		2023		GAAP % Change	Non-GAAP Constant Currency Basis % Change
	GAAP	GAAP	Impact From Changes In Foreign Currency Exchanges Rates <sup>(1)</sup>	Non-GAAP Constant Currency Basis		
<b>Net sales by segment: <sup>(2)</sup></b>						
Americas <sup>(3)</sup>	\$ 986,449	\$ 867,566	\$ (266)	\$ 867,300	14%	14%
EMEA <sup>(4)</sup>	181,592	157,976	5,055	163,031	15%	11%
APAC <sup>(5)</sup>	40,925	30,889	500	31,389	32%	30%
<b>Total company</b>	<b>\$ 1,208,966</b>	<b>\$ 1,056,431</b>	<b>\$ 5,289</b>	<b>\$ 1,061,720</b>	<b>14%</b>	<b>14%</b>

	2024		2023		GAAP % Change	Non-GAAP Constant Currency Basis % Change
	GAAP	GAAP	Impact From Changes In Foreign Currency Exchanges Rates <sup>(1)</sup>	Non-GAAP Constant Currency Basis		
<b>Net sales by brand:</b>						
Abercrombie <sup>(6)</sup>	\$ 629,835	\$ 547,728	\$ 1,643	\$ 549,371	15%	15%
Hollister <sup>(7)</sup>	579,131	508,703	3,646	512,349	14%	13%
<b>Total company</b>	<b>\$ 1,208,966</b>	<b>\$ 1,056,431</b>	<b>\$ 5,289</b>	<b>\$ 1,061,720</b>	<b>14%</b>	<b>14%</b>

- <sup>(1)</sup> The estimated impact from foreign currency is determined by applying current period exchange rates to prior year results.
- <sup>(2)</sup> Net sales by segment are presented by attributing revenues to a physical store location or geographical region that fulfills the order.
- <sup>(3)</sup> The Americas segment includes the results of operations in North America and South America.
- <sup>(4)</sup> The EMEA segment includes the results of operations in Europe, the Middle East and Africa.
- <sup>(5)</sup> The APAC segment includes the results of operations in the Asia-Pacific region, including Asia and Oceania.
- <sup>(6)</sup> For purposes of the above table, Abercrombie includes Abercrombie & Fitch and abercrombie kids.
- <sup>(7)</sup> For purposes of the above table, Hollister includes Hollister and Gilly Hicks.

**Abercrombie & Fitch Co.**  
**Reconciliation of EBITDA and Adjusted EBITDA**  
**Thirteen Weeks Ended November 2, 2024 and October 28, 2023**  
(in thousands)  
(Unaudited)

	2024	% of Net Sales	2023	% of Net Sales
Net income	\$ 133,864	11.1 %	\$ 97,732	9.3 %
Income tax expense	54,151	4.5	39,617	3.8
Interest (income) expense, net	(8,733)	(0.7)	671	0.1
Depreciation and amortization	39,566	3.2	33,136	3.0
EBITDA <sup>(1)</sup>	<u>\$ 218,848</u>	18.1 %	<u>\$ 171,156</u>	16.2 %

**Abercrombie & Fitch Co.**  
**Schedule of Non-GAAP Financial Measures**  
**Thirty-Nine Weeks Ended November 2, 2024 and October 28, 2023**  
(in thousands)  
(Unaudited)

	2024	% of Net Sales	2023	% of Net Sales
Net income	\$ 384,321	11.4 %	\$ 174,310	6.2 %
Income tax expense	119,394	3.5	82,349	2.9
Interest (income) expense, net	(18,959)	(0.6)	5,211	0.2
Depreciation and amortization	116,610	3.6	105,547	3.7
EBITDA <sup>(1)</sup>	<u>\$ 601,366</u>	17.9 %	<u>\$ 367,417</u>	13.0 %

<sup>(1)</sup> EBITDA is a supplemental financial measure that is not defined or prepared in accordance with GAAP. EBITDA is defined as net income before interest, income taxes and depreciation and amortization.

**Abercrombie & Fitch Co.**  
**Condensed Consolidated Balance Sheets**  
(in thousands)  
(Unaudited)

	November 2, 2024	February 3, 2024	October 28, 2023
<b>Assets</b>			
Current assets:			
Cash and equivalents	\$ 683,089	\$ 900,884	\$ 649,489
Receivables	111,583	78,346	96,762
Inventories	692,596	469,466	595,067
Other current assets	168,499	88,569	100,085
Total current assets	1,655,767	1,537,265	1,441,403
Property and equipment, net	570,440	538,033	546,935
Operating lease right-of-use assets	798,290	678,256	682,559
Other assets	245,375	220,679	226,749
Total assets	<u>\$ 3,269,872</u>	<u>\$ 2,974,233</u>	<u>\$ 2,897,646</u>
<b>Liabilities and stockholders' equity</b>			
Current liabilities:			
Accounts payable	\$ 466,303	\$ 296,976	\$ 373,930
Accrued expenses	469,148	436,655	402,572
Short-term portion of operating lease liabilities	210,335	179,625	195,025
Income taxes payable	36,303	53,564	55,615
Total current liabilities	1,182,089	966,820	1,027,142
Long-term liabilities:			
Long-term portion of operating lease liabilities	\$ 734,918	\$ 646,624	\$ 658,923
Long-term borrowings, net	—	222,119	248,033
Other liabilities	92,405	88,683	87,435
Total long-term liabilities	827,323	957,426	994,391
Total Abercrombie & Fitch Co. stockholders' equity	1,247,133	1,035,160	866,108
Noncontrolling interests	13,327	14,827	10,005
Total stockholders' equity	1,260,460	1,049,987	876,113
Total liabilities and stockholders' equity	<u>\$ 3,269,872</u>	<u>\$ 2,974,233</u>	<u>\$ 2,897,646</u>

**Abercrombie & Fitch Co.**  
**Condensed Consolidated Statements of Cash Flows**  
(in thousands, except per share data)  
(Unaudited)

	Thirty-Nine Weeks Ended	
	November 2, 2024	October 28, 2023
<b>Operating activities</b>		
Net cash provided by operating activities	\$ 402,756	\$ 350,142
<b>Investing activities</b>		
Purchases of marketable securities	\$ (55,000)	\$ —
Purchases of property and equipment	(132,040)	(128,601)
Proceeds from sale of property and equipment	—	615
Net cash used for investing activities	\$ (187,040)	\$ (127,986)
<b>Financing activities</b>		
Redemption of senior secured notes	(223,331)	(50,933)
Payment of debt modification costs and fees	(3,273)	(180)
Purchases of common stock	(129,807)	—
Acquisition of common stock for tax withholding obligations	(69,613)	(29,079)
Other financing activities	(6,546)	(6,914)
Net cash used for financing activities	\$ (432,570)	\$ (87,106)
Effect of foreign currency exchange rates on cash	\$ (1,834)	\$ (4,491)
Net (decrease) increase in cash and equivalents, and restricted cash and equivalents	\$ (218,688)	\$ 130,559
Cash and equivalents, and restricted cash and equivalents, beginning of period	\$ 909,685	\$ 527,569
Cash and equivalents, and restricted cash and equivalents, end of period	<u>\$ 690,997</u>	<u>\$ 658,128</u>



**Abercrombie & Fitch Co.**  
**Financial Information**  
**(Unaudited)**  
**(in thousands, except per share data)**

	Fiscal 2023					Fiscal 2024				
	2022	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	2024
Net sales	\$ 3,697,751	\$ 835,994	\$ 935,345	\$ 1,056,431	\$ 1,452,907	\$ 4,280,677	\$ 1,020,730	\$ 1,133,974	\$ 1,208,966	\$ 3,363,670
Cost of sales, exclusive of depreciation and amortization	1,593,213	326,200	350,965	370,762	539,338	1,587,265	343,273	397,712	422,034	1,163,019
Gross profit	2,104,538	509,794	584,380	685,669	913,569	2,693,412	677,457	736,262	786,932	2,200,651
Stores and distribution expense	1,496,962	336,049	352,730	383,883	499,075	1,571,737	371,686	390,233	419,235	1,181,154
Marketing, general and administrative expense	517,602	142,631	144,502	162,510	193,234	642,877	177,880	170,471	190,001	538,352
Other operating (income) loss, net	(2,674)	(2,894)	(2,694)	1,256	(1,541)	(5,873)	(1,958)	(67)	(1,586)	(3,611)
Operating income	92,648	34,008	89,842	138,020	222,801	484,671	129,849	175,625	179,282	484,756
Interest expense	30,236	7,458	7,635	8,568	6,691	30,352	5,780	5,189	569	11,538
Interest income	(4,604)	(4,015)	(6,538)	(7,897)	(11,530)	(29,980)	(10,803)	(10,392)	(9,302)	(30,497)
Interest (income) expense, net	25,632	3,443	1,097	671	(4,839)	372	(5,023)	(5,203)	(8,733)	(18,959)
Income before income taxes	67,016	30,565	88,745	137,349	227,640	484,299	134,872	180,828	188,015	503,715
Income tax expense	56,631	12,718	30,014	39,617	66,537	148,886	19,794	45,449	54,151	119,394
Net income	10,385	17,847	58,731	97,732	161,103	335,413	115,078	135,379	133,864	384,321
Less: Net income attributable to noncontrolling interests	7,569	1,276	1,837	1,521	2,656	7,290	1,228	2,211	1,885	5,324
Net income attributable to Abercrombie & Fitch Co.	<u>\$ 2,816</u>	<u>\$ 16,571</u>	<u>\$ 56,894</u>	<u>\$ 96,211</u>	<u>\$ 158,447</u>	<u>\$ 328,123</u>	<u>\$ 113,850</u>	<u>\$ 133,168</u>	<u>\$ 131,979</u>	<u>\$ 378,997</u>
Net income per share attributable to Abercrombie & Fitch Co.:										
Basic	\$0.06	\$0.33	\$1.13	\$1.91	\$3.13	\$6.53	\$2.24	\$2.60	\$2.59	\$7.43
Diluted	\$0.05	\$0.32	\$1.10	\$1.83	\$2.97	\$6.22	\$2.14	\$2.50	\$2.50	\$7.13
Weighted-average shares outstanding:										
Basic	50,307	49,574	50,322	50,504	50,559	50,250	50,893	51,246	50,951	51,030
Diluted	52,327	51,467	51,548	52,624	53,399	52,726	53,276	53,279	52,869	53,141

**Abercrombie & Fitch Co.**  
**Financial Information**  
**(Unaudited)**

	Fiscal 2023					Fiscal 2024				
	2022	Q1	Q2	Q3	Q4	2023	Q1	Q2	Q3	2024
<b>Segment comparable sales <sup>(1)</sup></b>										
Americas comparable sales <sup>(2) (3)</sup>	<i>Not provided</i>	<i>Not provided</i>	14%	16%	17%	13%	21%	18%	16%	18%
EMEA comparable sales <sup>(2) (4)</sup>	<i>Not provided</i>	<i>Not provided</i>	6%	15%	10%	7%	23%	17%	13%	17%
APAC comparable sales <sup>(2) (5)</sup>	<i>Not provided</i>	<i>Not provided</i>	26%	32%	21%	26%	22%	21%	16%	20%
Comparable sales <sup>(2)</sup>	<i>Not provided</i>	3 %	13%	16%	16%	13%	21%	18%	16%	18%
<b>Branded comparable sales</b>										
Abercrombie comparable sales <sup>(2) (6)</sup>	<i>Not provided</i>	14 %	23%	26%	28%	23%	29%	21%	11%	20%
Hollister comparable sales <sup>(2) (7)</sup>	<i>Not provided</i>	(6)%	5%	7%	6%	4%	13%	15%	21%	16%
Comparable sales <sup>(2)</sup>	<i>Not provided</i>	3 %	13%	16%	16%	13%	21%	18%	16%	18%

<sup>(1)</sup> Segment comparable sales are presented by attributing revenues to a physical store location or geographical region that fulfills the order.

<sup>(2)</sup> 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 2022 due to temporary store closures as a result of COVID-19.

<sup>(3)</sup> The Americas segment includes the results of operations in North America and South America.

<sup>(4)</sup> The EMEA segment includes the results of operations in Europe, the Middle East and Africa.

<sup>(5)</sup> The APAC segment includes the results of operations in the Asia-Pacific region, including Asia and Oceania.

<sup>(6)</sup> For purposes of the above table, Abercrombie includes Abercrombie & Fitch and abercrombie kids.

<sup>(7)</sup> For purposes of the above table, Hollister includes Hollister and Gilly Hicks.