

CLIENT FINANCIAL PLANNING

Department
 All

STYLE NAME
 All

Silhouette
 All

Business Working Group
 All

Channel
 All

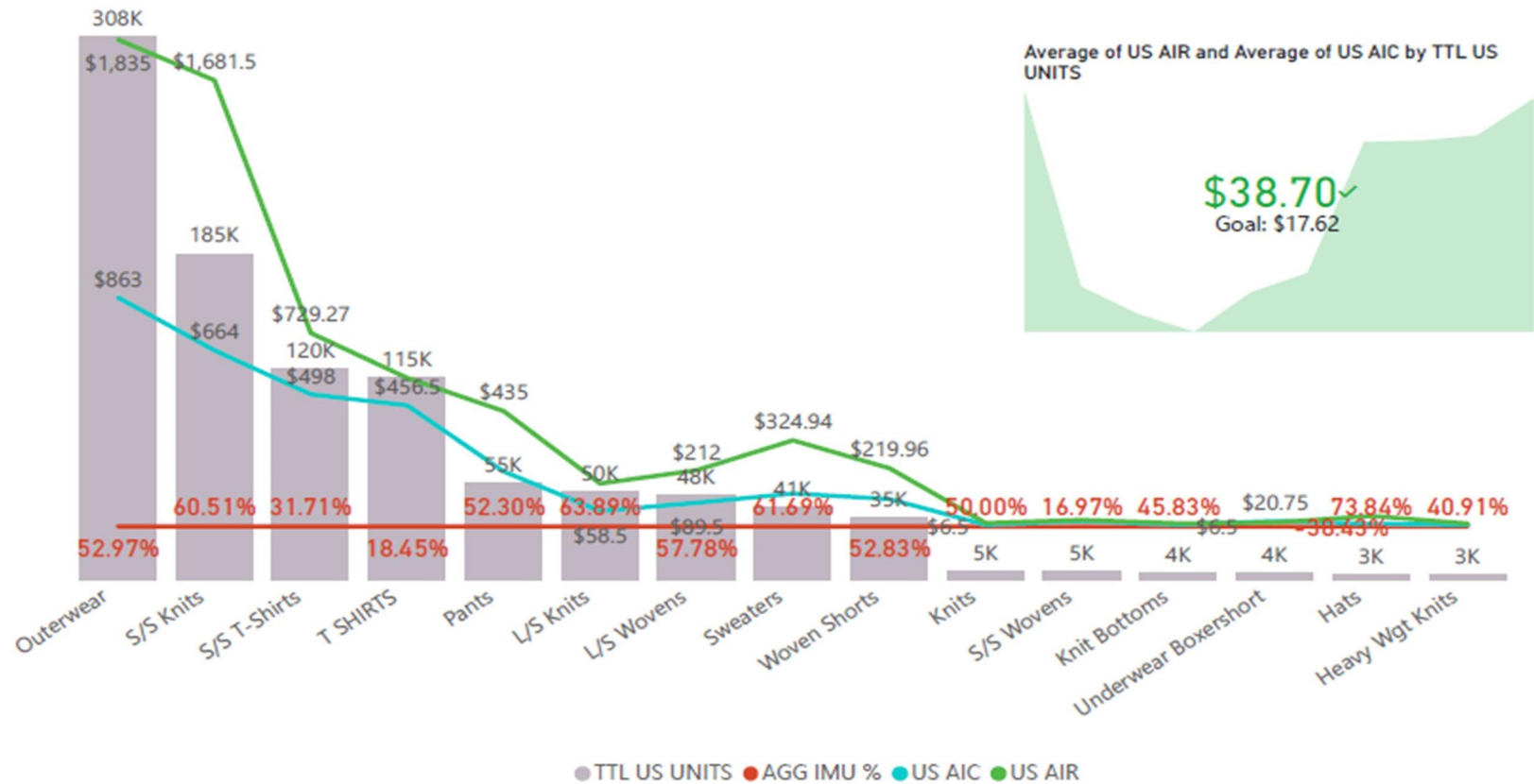
Color Family
 All

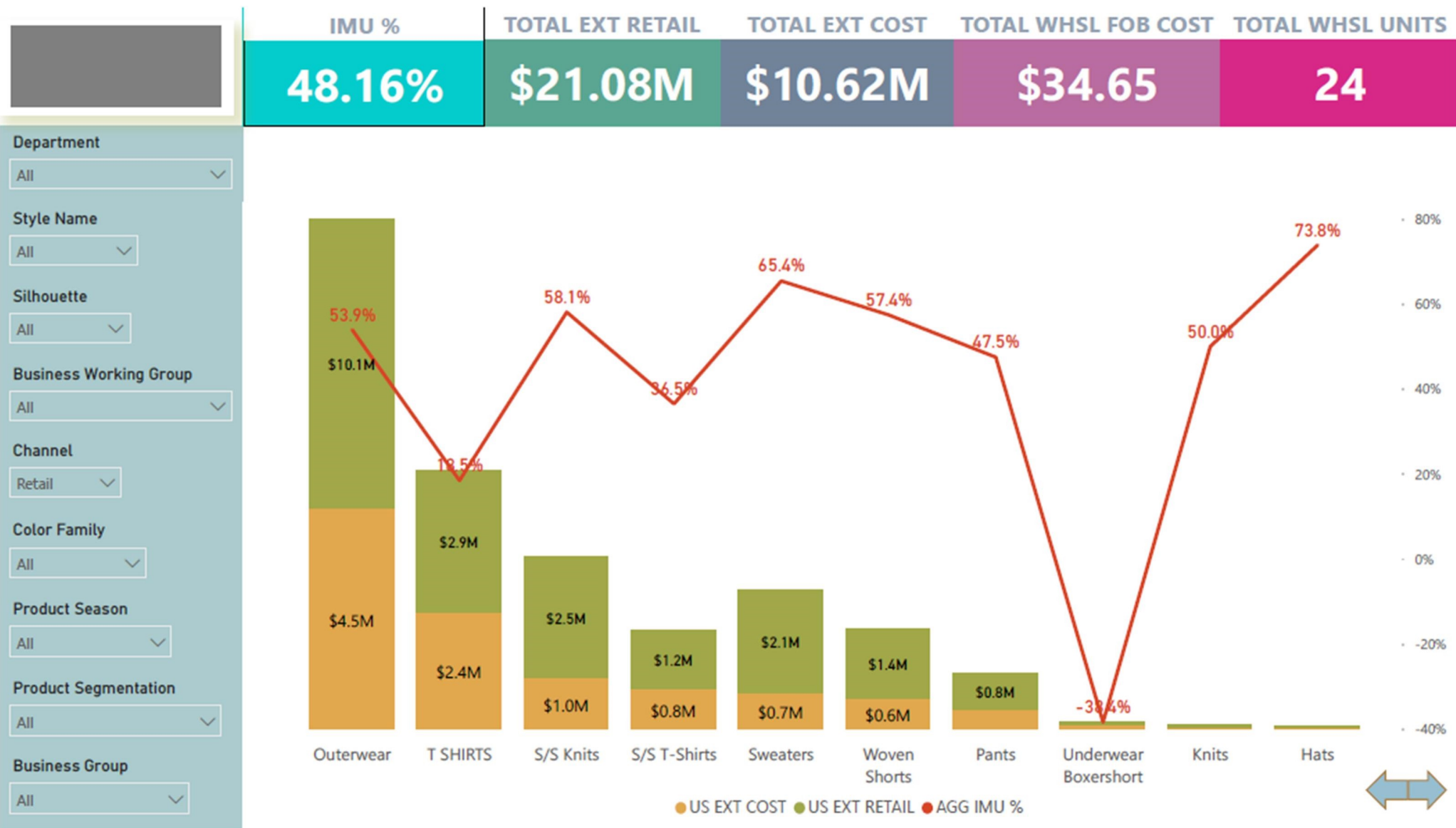
Product Season
 All

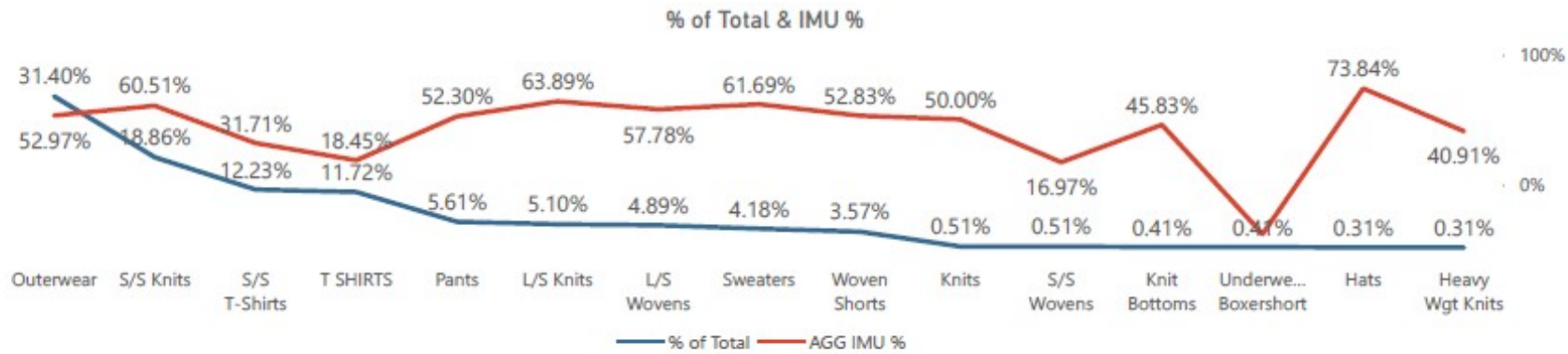
Product Segmentation
 All

Business Group
 All

TOTAL AIC	TOTAL AIR	IMU %	TOTAL UNITS	TOTAL MSRP
\$3.14K	\$6.28K	50.02%	981K	\$5.09K
AVERAGE AIC	AVERAGE AIR			
\$17.52	\$35.06			





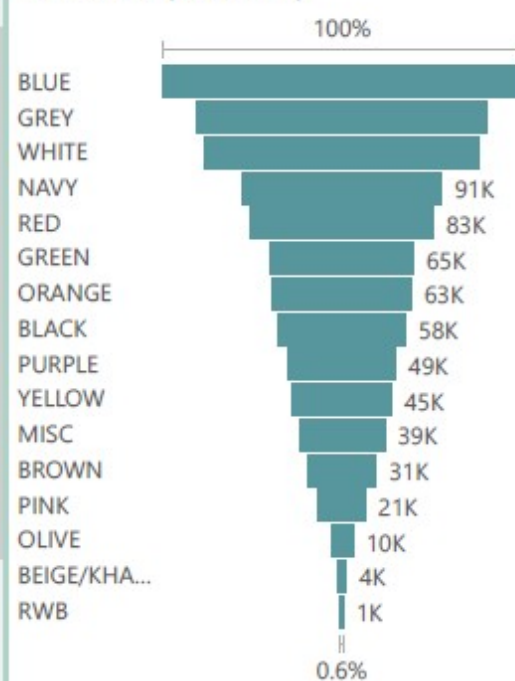


Department	TTL US UNITS	US AIC	US AIR	Average of US AIC	Average of US AIR	AGG IMU %	US EXT COST	US EXT RETAIL	% of Total
Hats	3000	\$10.46	\$39.99	\$5.23	\$20.00	73.84%	\$16,960	\$49,990	0.31%
L/S Knits	50000	\$58.50	\$162.00	\$6.50	\$18.00	63.89%	\$3,25,000	\$8,60,000	5.10%
Sweaters	41000	\$124.50	\$324.94	\$20.75	\$54.16	61.69%	\$8,50,750	\$22,49,590	4.18%
S/S Knits	185000	\$664.00	\$1,681.50	\$20.75	\$52.55	60.51%	\$38,38,750	\$96,47,500	18.86%
L/S Wovens	48000	\$89.50	\$212.00	\$11.19	\$26.50	57.78%	\$3,99,500	\$12,54,000	4.89%
Outerwear	308000	\$863.00	\$1,835.00	\$15.41	\$32.77	52.97%	\$47,13,500	\$1,03,33,000	31.40%
Woven Shorts	35000	\$103.75	\$219.96	\$20.75	\$43.99	52.83%	\$7,26,250	\$15,49,740	3.57%
Pants	55000	\$207.50	\$435.00	\$20.75	\$43.50	52.30%	\$11,41,250	\$23,95,000	5.61%
Knits	5000	\$6.50	\$13.00	\$6.50	\$13.00	50.00%	\$32,500	\$65,000	0.51%
Knit Bottoms	4000	\$6.50	\$12.00	\$6.50	\$12.00	45.83%	\$26,000	\$48,000	0.41%
Heavy Wgt Knits	3000	\$6.50	\$11.00	\$6.50	\$11.00	40.91%	\$19,500	\$33,000	0.31%
S/S T-Shirts	120000	\$498.00	\$729.27	\$20.75	\$30.39	31.71%	\$24,90,000	\$35,33,310	12.23%
T SHIRTS	115000	\$456.50	\$559.78	\$20.75	\$25.44	18.45%	\$23,86,250	\$28,93,850	11.72%
S/S Wovens	5000	\$20.75	\$24.99	\$20.75	\$24.99	16.97%	\$1,03,750	\$1,24,950	0.51%
Underwear Boxershort	4000	\$20.75	\$14.99	\$20.75	\$14.99	38.43%	\$83,000	\$59,960	0.41%
Total	981000	\$3,136.71	\$6,275.42	\$17.52	\$35.06	50.02%	\$1,71,52,960	\$3,50,96,890	100.00%

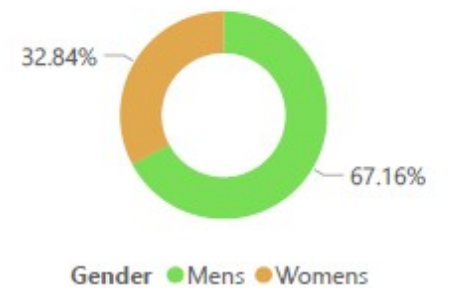


Style Name	Style count	TTL US UNITS	TTL US DOOR COUNT
M NANTUCKET SS TEE	15	80000	160
IVY POLO SHIRT CLF	13	65000	151
M TINO SS TEE	10	50000	90
KENT POLO CLF	9	50000	90
CUSTOM FIT S/S POLO	8	50000	60
W HAILEY (HUNTER) BELTED JACKET	7	34000	54
W TULLA QUILTED JACKET-SOLID	7	35000	105
M NANTUCKET S/S TEE	6	41000	51
M NANTUCKET VNECK S/S TEE	6	33000	63
CUSTOM FIT CHINO PANT	5	20000	20
IVY POLO SHIRT- CF	5	41000	74
M NANTUCKET SS V NECK TEE	5	20000	70
M NEW YACHT JACKET	5	35000	45
PACIFIC V-NECK SWEATER	5	35000	45
W TYRA PUFFER JACKET	5	35000	45
FREDERICK POLO CLF	4	10000	50
W FUNYUN PUFFER COAT	4	14000	14
W HOLLYWOOD 5IN SHORT YD	4	30000	52
HORZNTL ST	4		
W TORT FUR HOODED PUFFER	4	26000	66
NEW ENGLAND SOLID OX	3	20000	40
NEW ENGLAND SOLID OX LS CF	3	21000	51
SP21			
W FRESCA FUNNEL NECK COAT	3	24000	54
W GRAHAM TECH PARKA	3	15000	45
AM ARDIN CAP	2	3000	3
ANGELO PLEATED TROUSER	2	15000	15
M STRETCH CHINO	2	19000	39
W KRAFT HOODED DOLMAN	2	11000	21
ANORAK			
Total	179	981000	1818

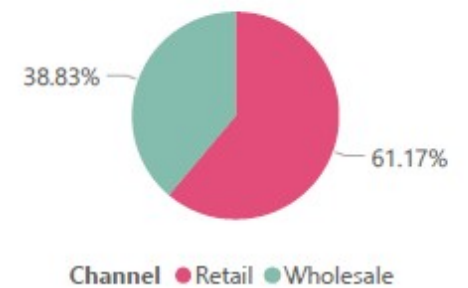
TTL US UNITS by Color Family



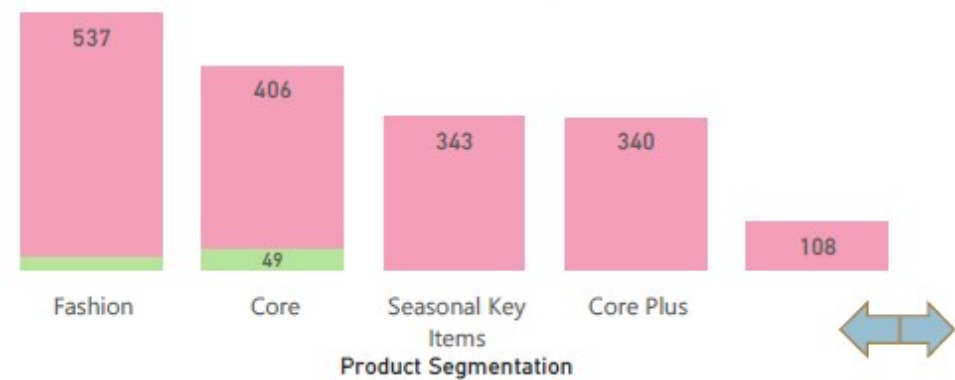
DOOR COUNT by Gender



DOOR COUNT by Channel



Product Season



[Redacted]

STYLE NAME	TOTAL UNITS	TY STYLE	TY SKU	% of TOTAL	DEPTH	DOOR COUNT	SEGMENTATION
All	482K	13	83	100.00%	61K	107	18

