

**URBAN OUTFITTERS, INC.**  
**Consolidated Balance Sheets**  
(in thousands, except share and per share data)

	January 31, 2020	January 31, 2019
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 221,839	\$ 358,260
Marketable securities	211,453	279,232
Accounts receivable, net of allowance for doubtful accounts of \$880 and \$1,499, respectively	88,288	80,461
Inventory	409,534	370,507
Prepaid expenses and other current assets	122,282	114,296
Total current assets	1,053,396	1,202,756
Property and equipment, net	890,032	796,029
Operating lease right-of-use assets	1,170,531	—
Marketable securities	97,096	57,292
Deferred income taxes and other assets	104,578	104,438
Total Assets	<u>\$ 3,315,633</u>	<u>\$ 2,160,515</u>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable	\$ 167,871	\$ 144,414
Current portion of operating lease liabilities	221,593	—
Accrued compensation and benefits	44,041	54,799
Accrued expenses and other current liabilities	205,265	187,431
Total current liabilities	638,770	386,644
Non-current portion of operating lease liabilities	1,137,495	—
Deferred rent and other liabilities	84,013	284,773
Total Liabilities	<u>1,860,278</u>	<u>671,417</u>
Commitments and contingencies (see Note 15)		
Shareholders' equity:		
Preferred shares; \$.0001 par value, 10,000,000 shares authorized, none issued	—	—
Common shares; \$.0001 par value, 200,000,000 shares authorized, 97,976,815 and 105,642,283 shares issued and outstanding, respectively	10	11
Additional paid-in-capital	9,477	—
Retained earnings	1,473,872	1,516,190
Accumulated other comprehensive loss	(28,004)	(27,103)
Total Shareholders' Equity	<u>1,455,355</u>	<u>1,489,098</u>
Total Liabilities and Shareholders' Equity	<u>\$ 3,315,633</u>	<u>\$ 2,160,515</u>

The accompanying notes are an integral part of these consolidated financial statements.

**URBAN OUTFITTERS, INC.**  
**Consolidated Statements of Income**  
(in thousands, except share and per share data)

	Fiscal Year Ended January 31,		
	2020	2019	2018
Net sales	\$ 3,983,789	\$ 3,950,623	\$ 3,616,014
Cost of sales (excluding store impairment)	2,729,352	2,600,367	2,429,097
Store impairment	14,611	3,544	11,410
Gross profit	1,239,826	1,346,712	1,175,507
Selling, general and administrative expenses	993,990	965,399	915,615
Goodwill impairment	13,911	—	—
Income from operations	231,925	381,313	259,892
Interest income	10,638	9,530	4,879
Other income	1,438	1,035	1,435
Other expenses	(4,281)	(6,325)	(4,840)
Income before income taxes	239,720	385,553	261,366
Income tax expense	71,624	87,550	153,103
Net income	<u>\$ 168,096</u>	<u>\$ 298,003</u>	<u>\$ 108,263</u>
Net income per common share:			
Basic	<u>\$ 1.68</u>	<u>\$ 2.75</u>	<u>\$ 0.97</u>
Diluted	<u>\$ 1.67</u>	<u>\$ 2.72</u>	<u>\$ 0.96</u>
Weighted-average common shares outstanding:			
Basic	<u>99,833,011</u>	<u>108,303,594</u>	<u>111,887,308</u>
Diluted	<u>100,588,677</u>	<u>109,706,007</u>	<u>112,367,924</u>

The accompanying notes are an integral part of these consolidated financial statements.

**URBAN OUTFITTERS, INC.**  
**Consolidated Statements of Comprehensive Income**  
(in thousands)

	Fiscal Year Ended January 31,		
	2020	2019	2018
Net income	\$ 168,096	\$ 298,003	\$ 108,263
Other comprehensive (loss) income:			
Foreign currency translation	(1,403)	(16,585)	23,672
Change in unrealized gains (losses) on marketable securities, net of tax	502	133	(254)
Total other comprehensive (loss) income	(901)	(16,452)	23,418
Comprehensive income	<u>\$ 167,195</u>	<u>\$ 281,551</u>	<u>\$ 131,681</u>

The accompanying notes are an integral part of these consolidated financial statements.

**URBAN OUTFITTERS, INC.**  
**Consolidated Statements of Shareholders' Equity**  
(in thousands, except share data)

	Common Shares		Additional Paid-in Capital	Retained Earnings	Accumulated Other Compre- hensive Loss	Total
	Number of Shares	Par Value				
Balances as of January 31, 2017	116,233,781	\$ 12	\$ —	\$ 1,347,141	\$ (34,069)	\$ 1,313,084
Comprehensive income	—	—	—	108,263	23,418	131,681
Share-based compensation	—	—	14,517	—	—	14,517
Share-based awards	200,148	—	—	—	—	—
Cumulative effect of change in accounting pronouncement	—	—	1,607	(760)	—	847
Share repurchases	(8,185,361)	(1)	(15,440)	(143,785)	—	(159,226)
Balances as of January 31, 2018	108,248,568	\$ 11	\$ 684	\$ 1,310,859	\$ (10,651)	\$ 1,300,903
Comprehensive income	—	—	—	298,003	(16,452)	281,551
Share-based compensation	—	—	18,104	—	—	18,104
Share-based awards	1,147,896	—	13,618	—	—	13,618
Cumulative effect of change in accounting pronouncement	—	—	—	6,564	—	6,564
Share repurchases	(3,754,181)	—	(32,406)	(99,236)	—	(131,642)
Balances as of January 31, 2019	105,642,283	\$ 11	\$ —	\$ 1,516,190	\$ (27,103)	\$ 1,489,098
Comprehensive income	—	—	—	168,096	(901)	167,195
Share-based compensation	—	—	21,109	—	—	21,109
Share-based awards	588,158	—	974	—	—	974
Share repurchases	(8,253,626)	(1)	(12,606)	(210,414)	—	(223,021)
Balances as of January 31, 2020	97,976,815	\$ 10	\$ 9,477	\$ 1,473,872	\$ (28,004)	\$ 1,455,355

The accompanying notes are an integral part of these consolidated financial statements.

**URBAN OUTFITTERS, INC.**  
**Consolidated Statements of Cash Flows**  
(in thousands)

	Fiscal Year Ended January 31,		
	2020	2019	2018
Cash flows from operating activities:			
Net income	\$ 168,096	\$ 298,003	\$ 108,263
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	112,256	117,986	128,408
Non-cash lease expense	190,652	—	—
Provision (benefit) for deferred income taxes	1,451	(11,414)	8,329
Share-based compensation expense	21,109	18,104	14,517
Goodwill impairment	13,911	—	—
Store impairment	14,611	3,544	11,410
Loss on disposition of property and equipment, net	1,643	3,492	4,037
Changes in assets and liabilities:			
Receivables	(7,825)	(4,012)	(21,744)
Inventory	(39,101)	(21,696)	(8,644)
Prepaid expenses and other assets	(16,308)	8,605	12,967
Payables, accrued expenses and other liabilities	22,661	34,012	45,516
Operating lease liabilities	(209,263)	—	—
Net cash provided by operating activities	273,893	446,624	303,059
Cash flows from investing activities:			
Cash paid for property and equipment	(217,433)	(114,924)	(83,813)
Cash paid for marketable securities	(397,220)	(396,646)	(281,385)
Sales and maturities of marketable securities	428,508	267,072	243,818
Net cash used in investing activities	(186,145)	(244,498)	(121,380)
Cash flows from financing activities:			
Proceeds from the exercise of share-based awards	974	13,618	—
Share repurchases related to share repurchase program	(217,421)	(121,397)	(157,044)
Share repurchases related to taxes for share-based awards	(5,600)	(10,245)	(2,182)
Net cash used in financing activities	(222,047)	(118,024)	(159,226)
Effect of exchange rate changes on cash and cash equivalents	(2,122)	(8,062)	11,627
(Decrease) increase in cash and cash equivalents	(136,421)	76,040	34,080
Cash and cash equivalents at beginning of period	358,260	282,220	248,140
Cash and cash equivalents at end of period	<u>\$ 221,839</u>	<u>\$ 358,260</u>	<u>\$ 282,220</u>
Supplemental cash flow information:			
Cash paid during the year for:			
Income taxes	\$ 74,429	\$ 102,211	\$ 83,986
Non-cash investing activities—Accrued capital expenditures	<u>\$ 10,497</u>	<u>\$ 7,193</u>	<u>\$ 10,144</u>

The accompanying notes are an integral part of these consolidated financial statements.