VISTA™ OUTDOOR
BRINGING THE WORLD OUTSIDE™

FINANCIAL RESULTS

# FY 2021 Second Quarter

## FINANCIAL HIGHLIGHTS [1]

**SALES**
$575M
↑ 29% over prior year quarter

**GROSS PROFIT**
$162M
↑ 79%

**YTD FREE CASH FLOW**
$190M

**EARNING PER SHARE**
$1.10

**LEVERAGE**
1.4x

## REVENUE GROWTH BY SEGMENT [1]

**SHOOTING SPORTS:**
$380M ↑ 26%

**OUTDOOR PRODUCTS:**
$195M ↑ 35%

## PROFITABILITY GROWTH BY SEGMENT [1]

**SHOOTING SPORTS:**
EBIT:
$70M ↑ 340%
EBIT MARGIN PERCENTAGE:
19% ↑ +1,325 BPS

**OUTDOOR PRODUCTS:**
EBIT:
$26M ↑ 156%
EBIT MARGIN PERCENTAGE:
13% ↑ +636 BPS

## E-COMMERCE REVENUE

TOTAL SALES:
20% APPROXIMATELY 20% OF OUR TOTAL COMPANY'S REVENUE IN Q2

100% INCREASE OF MORE THAN 100% THIS QUARTER WHEN COMPARED TO THE PRIOR YEAR QUARTER

## FY21 Q3 OUTLOOK

SALES:
$510M to $530M
EPS:
$0.55 to $0.65

(1) Non-GAAP Financial Measure. See GAAP/Non-GAAP Reconciliation in VSTO Q2 Earnings Release.