VISTA™ OUTDOOR
BRINGING THE WORLD OUTSIDE™

FINANCIAL RESULTS

FY 2021 Third Quarter

FINANCIAL HIGHLIGHTS[1]

SALES
$575M
35% over prior year quarter

GROSS PROFIT
$164M
84%

YTD FREE CASH FLOW
$294M

EARNINGS PER SHARE
$1.03

LEVERAGE RATIO
0.9x

REVENUE GROWTH BY SEGMENT[1]

SHOOTING SPORTS:
$402M
41%

OUTDOOR PRODUCTS:
$173M
24%

PROFITABILITY GROWTH BY SEGMENT[1]

SHOOTING SPORTS:
EBIT:
$73M
189%
EBIT MARGIN PERCENTAGE:
18%
+927 BPS

OUTDOOR PRODUCTS:
EBIT:
$18M
110%
EBIT MARGIN PERCENTAGE:
11%
+437 BPS

E-COMMERCE REVENUE

TOTAL SALES:
20%
APPROXIMATELY 20% OF FISCAL YTD TOTAL COMPANY SALES.

50%
REVENUE ACROSS OUR E-COMMERCE CHANNELS WAS UP OVER 50% YEAR-OVER-YEAR

FY21 Q4 OUTLOOK

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

(1) Non-GAAP Financial Measure. See GAAP/Non-GAAP Reconciliation in VSTO Q3 Earnings Release.