FINANCIAL RESULTS

FY 2021 Full Year

FINANCIAL HIGHLIGHTS [1]

SALES
$2.226B
↑ 27% over prior fiscal year

GROSS PROFIT
$634M
↑ 76%

YTD FREE CASH FLOW
$318M

EARNINGS PER SHARE
$3.66

LEVERAGE RATIO
0.7x
DOWN FROM 4.3X AT BEGINNING OF FISCAL YEAR

REVENUE GROWTH BY SEGMENT [1]

SHOOTING SPORTS:
$1.519M ↑ 28%

OUTDOOR PRODUCTS:
$707M ↑ 25%

PROFITABILITY GROWTH BY SEGMENT [1]

SHOOTING SPORTS:
EBIT:
$279M ↑ 249%
EBIT MARGIN PERCENTAGE:
18% ↑ +1164 BPS

OUTDOOR PRODUCTS:
EBIT:
$82M ↑ 172%
EBIT MARGIN PERCENTAGE:
12% ↑ +626 BPS

E-COMMERCE REVENUE

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

59% REVENUE ACROSS OUR E-COMMERCE CHANNELS WAS UP OVER 59% YEAR-OVER-YEAR

FY22 Q1 OUTLOOK

SALES:
$600M to $620M
EPS:
$0.80 to $0.90

FINANCIAL RESULTS

FY 2021 Fourth Quarter

FINANCIAL HIGHLIGHTS	Q4	YOY % CHANGE
SALES	$597M	40%
GROSS PROFIT	$183M	114%
YTD FREE CASH FLOW	$318M	
EARNINGS PER SHARE	$1.02	
LEVERAGE RATIO	0.7X	

REVENUE GROWTH BY SEGMENT	Q4	YOY % CHANGE
SHOOTING SPORTS	$403M	37%
OUTDOOR PRODUCTS	$193M	47%

PROFITABILITY GROWTH BY SEGMENT	Q4	YOY % CHANGE
SHOOTING SPORTS		
EBIT	$82M	268%
EBIT MARGIN %	20%	1271 BPS
OUTDOOR PRODUCTS		
EBIT	$25M	527%
EBIT MARGIN %	13%	1003 BPS

(1) Non-GAAP Financial Measure. See GAAP/Non-GAAP Reconciliation in VSTO Q4 Earnings Release.