FINANCIAL RESULTS

FY 2022 First Quarter

FINANCIAL HIGHLIGHTS [1]

SALES
$662.9M
↑ 38% over prior fiscal year quarter

GROSS PROFIT
$241.8M
↑ 93% over prior fiscal year quarter

LEVERAGE RATIO
0.7x

YTD FREE CASH FLOW
$35.8M

EARNINGS PER SHARE
$1.74

REVENUE GROWTH BY SEGMENT [1]

SHOOTING SPORTS:
$463.3M
↑ 39% over prior fiscal year quarter

OUTDOOR PRODUCTS:
$199.6M
↑ 38% over prior fiscal year quarter

PROFITABILITY GROWTH BY SEGMENT [1]

SHOOTING SPORTS:

EBIT:
$141.7M
↑ 160% over prior fiscal year quarter

EBIT MARGIN PERCENTAGE:
31%
↑ +1426 BPS

OUTDOOR PRODUCTS:

EBIT:
$25.9M
↑ 125% over prior fiscal year quarter

EBIT MARGIN PERCENTAGE:
13%
↑ +505 BPS

E-COMMERCE REVENUE

19%

TOTAL E-COMMERCE SALES GREW 19% OVER PRIOR FISCAL YEAR QUARTER

FY22 Q2 OUTLOOK

SALES:
$710M to $730M

EPS:
$1.70 to $1.80

[1] Non-GAAP Financial Measure. See GAAP/Non-GAAP Reconciliation in VSTO FY 22 Q1 Earnings Release.