



Currency: USD Units: EA
Period: 2 Year: 2014

Shipped			YTD		Budget Var			Total Year			Contribution %			Quantity				
	Last Year	Budget	LY Var	Budget Var	Open	Total	Budget	LY Var	Last Year	Budget	TY	LY	Budget	TY	LY	Budget		
Year	67,034,156	65,897,046	70,491,810	1,137,110	-3,457,654	154,810,914	221,845,070	454,827,254	475,953,362	48.8%	YTD	39.1	41.6	35.4	6,199,270	6,151,277	6,420,228	
Coverage	101.7%	95.1%									FY	37.5	42.1	36.6	MOVE RIGHT →			
Revenue																		
Contribution %																		
Quantity																		
Product Mix			Shipped	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	Budget	TY	LY	Budget	TY	LY	Budget
Headwear			58,012,432	131,201,274	189,213,706	58,189,876	58,728,535	-177,445	-716,104	41.8	44.1	38.3	5,282,537	5,309,703	5,306,676			
Apparel			8,953,515	23,320,539	32,274,054	7,577,137	11,666,353	1,376,378	-2,712,838	22.1	23.0	20.7	909,063	826,378	1,102,188			
Accessories			68,210	289,101	357,311	128,534	96,922	-60,324	-28,712	5.7	29.0	29.7	7,634	15,196	11,362			
License																		
MLB PROPERTIES			36,390,574	56,187,825	92,578,400	36,077,617	39,946,887	312,957	-3,556,312	39.1	39.8	32.0	3,265,754	3,214,204	3,443,257			
NFL PROPERTIES			14,137,422	60,931,849	75,069,271	11,721,676	12,910,174	2,415,746	1,227,249	37.9	43.8	35.5	1,086,840	873,741	1,041,006			
NBA PROPERTIES			6,430,075	12,397,804	18,827,879	6,143,942	7,275,034	286,133	-844,959	44.4	47.7	45.5	552,271	555,995	612,550			
NHL PROPERTIES			1,171,887	3,732,143	4,904,030	902,495	1,647,227	269,391	-475,341	47.0	44.2	49.0	106,469	81,509	130,875			
NEW ERA BRANDED			283,649	624,044	907,693	123,648	1,207,958	160,001	-924,309	58.7	32.5	45.2	23,932	17,368	100,274			
Others			8,620,550	20,937,248	29,557,798	10,927,668	7,504,531	-2,307,118	1,116,019	35.9	41.9	39.1	1,163,968	1,408,460	1,092,263			
Customer Segment			Shipped	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	Budget	TY	LY	Budget	TY	LY	Budget
T			127,747	236,303	364,050	101,777	405,178	25,970	-277,431	51.6	49.5	43.1	8,482	7,508	36,755			
F1			21,099,378	50,373,367	71,472,745	24,531,497	23,895,424	-3,432,119	-2,796,046	45.8	45.9	39.9	1,767,944	2,125,468	1,995,989			
F2			7,751,481	25,672,405	33,423,886	9,658,443	8,796,617	-1,906,962	-1,045,136	40.1	39.4	35.1	688,857	834,977	768,011			
SG			18,694,518	42,695,021	61,389,538	14,625,553	15,341,738	4,068,965	3,352,780	40.2	43.4	36.8	1,474,330	1,141,614	1,171,312			
Concessionaire			9,512,707	19,380,098	28,892,805	7,666,804	6,090,828	1,845,903	3,421,879	36.0	35.9	34.4	893,211	750,571	512,460			
Club/Mass/Discount			3,379,662	4,364,845	7,744,506	3,320,791	4,548,727	58,871	-1,169,065	15.8	24.7	18.3	359,689	341,352	466,982			
Other			6,468,664	12,088,876	18,557,540	5,992,181	11,413,299	476,483	-4,944,635	29.5	40.1	31.5	1,006,721	949,787	1,468,718			
Customer			Shipped	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	Budget	TY	LY	Budget	TY	LY	Budget
LIDS INC			12,413,655	30,413,945	42,827,600	15,119,373	15,426,271	-2,705,718	-3,012,616	43.6	44.3	38.1	1,103,003	1,391,315	1,352,873			
FANATICS INC			4,280,824	4,744,180	9,025,004	1,320,214	2,330,635	2,960,610	1,950,189	38.2	41.2	32.8	335,468	116,426	182,684			
FOOT LOCKER INC			1,485,746	4,444,685	5,930,431	1,144,080	1,536,115	341,665	-50,370	49.2	50.3	43.0	121,680	101,696	133,944			
THE SPORTS AUTHORITY			1,465,194	1,349,682	2,814,876	740,825	830,068	724,369	635,126	37.1	47.4	38.9	101,345	55,614	62,446			
TARGET CORPORATION			1,433,756	1,410,680	2,844,436	865,044	868,359	568,712	565,397	15.7	13.8	17.4	153,595	87,486	90,582			
DICKS CLOTHING AND SPTG			1,047,096	3,339,466	4,386,562	946,474	1,283,959	100,622	-236,863	38.0	41.7	34.1	73,374	69,902	92,906			
CHAMPS DIVISION			1,046,175	3,113,830	4,160,005	2,066,191	1,562,751	-1,020,016	-516,576	46.5	50.9	44.5	81,513	159,432	118,829			
HATWORLD DIV OF GCO CANAL			930,188	1,924,745	2,854,934	836,984	1,606,685	93,204	-676,496	49.8	36.9	46.9	85,145	76,947	110,535			
TWEEN BRANDS SERVICE CO			802,291	6,664,231	7,466,522	1,061,381	1,109,241	-259,090	-306,950	16.5	7.3	4.7	127,271	161,849	147,436			
THE GAP INC.			770,725	2,453,258	3,223,982	983,496	843,430	-212,771	-72,705	26.4	18.2	6.8	104,538	133,436	116,098			
KSMART MANAGEMENT CORPOF			768,919	692,815	1,461,733	885,123	821,093	-116,204	-52,175	11.7	26.1	13.3	80,550	92,814	86,340			
FANZZ			693,828	2,227,131	2,920,959	313,289	441,086	380,538	252,742	43.6	44.3	35.7	54,711	24,310	33,835			
WALMART			564,008	1,312,829	1,876,837	1,031,190	1,615,573	-467,182	-1,051,565	21.6	31.4	20.6	60,000	103,356	166,520			
HAT CLUB LLC			443,089	758,632	1,201,721	484,670	349,963	-41,581	93,126	52.9	46.8	42.5	30,827	37,055	24,836			
TORONTO BLUE JAYS MERCHA			378,296	504,784	883,080	429,448	294,208	-51,151	84,088	40.5	31.8	42.6	34,929	47,554	22,650			

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Product Mix Scorecard by Region, License and Sales Org
NORTH AMERICA

Currency: USD Units: EA
Period:2 Year: 2014

Shipped \$	Last Year \$	MTD		LY Var	Budget Var	Contribution %				Quantity	
		Budget \$				TY	LY	Budget		TY	LY
MTD	39,221,889	42,159,507	47,863,538	-2,937,618	-8,641,649	40.0	42.5	52.1		3,565,276	3,881,362
Revenue											
License	Shipped	Open	Total	Last Year	Budget	LY Var	Budget Var	Contribution %			
								TY	LY	Budget	
MLB PROPERTIES	22,987,768	20,563	23,008,331	25,003,549	28,498,872	-2,015,781	-5,511,104	40.9	41.7	32.2	1,980,599
NFL PROPERTIES	5,900,301	0	5,900,301	4,554,961	7,259,121	1,345,340	-1,358,820	39.6	41.7	34.4	420,028
NBA PROPERTIES	4,217,559	69,960	4,287,519	4,819,412	5,891,618	-601,853	-1,674,059	42.6	47.7	45.5	371,813
NHL PROPERTIES	594,114	1,200	595,314	592,565	1,047,727	1,548	-453,614	46.9	46.3	49.2	56,966
NEW ERA BRANDED	218,944	0	218,944	110,264	1,032,026	108,679	-813,082	58.5	50.1	47.3	18,850
Others	5,303,205	306	5,303,511	7,078,756	4,134,174	-1,775,552	1,169,031	32.8	41.8	38.2	717,020
Customer Segment											
Customer Segment	Shipped	Open	Total	Last Year	Budget	LY Var	Budget Var	Contribution %			
								TY	LY	Budget	
T	100,537	0	100,537	54,591	342,079	45,946	-241,542	52.1	49.7	43.2	6,482
F1	15,316,492	0	15,316,492	20,307,171	19,114,112	-4,990,679	-3,797,620	45.6	46.5	40.2	1,310,662
F2	3,143,916	86,760	3,230,676	5,502,114	5,180,896	-2,358,198	-2,036,981	44.4	39.6	35.8	234,094
SG	10,369,222	0	10,369,222	7,933,288	10,611,042	2,435,935	-241,820	40.6	43.9	36.2	805,084
Concessionaire	5,678,585	306	5,678,891	4,169,481	3,524,939	1,509,104	2,153,645	35.0	34.4	33.2	549,306
Club/Mass/Discount	1,939,505	0	1,939,505	1,849,591	2,525,960	89,914	-586,455	16.0	27.2	19.0	208,825
Other	2,673,632	4,963	2,678,595	2,343,271	6,564,509	330,361	-3,890,876	27.4	35.7	26.7	450,823
Customer											
Customer	Shipped	Open	Total	Last Year	Budget	LY Var	Budget Var	Contribution %			
								TY	LY	Budget	
LIDS INC	9,971,744	0	9,971,744	13,872,310	12,568,913	-3,900,566	-2,597,169	44.0	45.2	38.4	894,132
FANATICS INC	1,985,394	0	1,985,394	481,815	1,364,823	1,503,579	620,571	39.3	39.7	32.1	135,550
FOOT LOCKER INC	1,056,923	0	1,056,923	1,162,026	1,476,917	-105,103	-419,994	48.6	50.8	43.1	86,743
HATWORLD DIV OF GCO	883,601	0	883,601	700,861	1,313,355	182,740	-429,754	50.5	41.4	47.7	79,715
CHAMPS DIVISION	883,250	0	883,250	1,746,159	1,281,041	-862,909	-397,791	47.0	51.9	45.4	67,265
THE SPORTS AUTHORITY	781,602	0	781,602	368,777	535,647	412,825	245,955	37.9	45.2	37.6	54,147
KMART MANAGEMENT CO	761,772	0	761,772	507,668	394,674	254,104	367,099	11.6	27.9	13.6	79,920
DICKS CLOTHING AND SF	548,692	0	548,692	670,058	878,142	-121,366	-329,449	39.5	40.2	33.9	41,719
WALMART	538,425	0	538,425	713,750	1,123,558	-175,325	-585,132	21.8	31.7	21.3	57,228
TARGET CORPORATION	393,877	0	393,877	279,323	311,291	114,554	82,586	13.9	10.8	17.4	44,785
TORONTO BLUE JAYS ME	371,804	0	371,804	96,751	117,867	275,053	253,937	40.1	45.2	41.1	34,657
FANZZ	361,547	0	361,547	169,475	314,700	192,072	46,846	43.5	47.2	35.6	30,152
HENRY MODELL AND COI	333,957	0	333,957	397,605	574,382	-63,648	-240,425	36.2	44.3	33.1	28,234
HIBBETT SPORTS	331,347	0	331,347	259,734	415,330	71,613	-83,983	41.2	48.1	36.1	24,490
HAT CLUB LLC	313,529	0	313,529	188,640	211,499	124,889	102,029	54.9	50.8	40.7	21,933
MEIJER	214,098	0	214,098	153,807	535,488	60,291	-321,390	20.1	33.7	19.0	21,768
FOOT LOCKER CANADA	183,547	0	183,547	176,959	257,380	6,589	-73,833	47.3	45.4	46.8	15,966
OLYMPIA SPORTS	176,059	0	176,059	144,207	135,224	31,852	40,836	41.7	36.4	34.3	12,853
JERSEY CITY CANADA	175,711	0	175,711	129,181	233,833	46,530	-58,121	49.3	46.4	40.9	11,783
AMAZON COM INC	160,961	0	160,961	676,782	817,298	-515,821	-656,337	50.8	47.6	42.7	12,963
MAST INDUSTRIES INC VS	139,197	0	139,197	0	201,500	139,197	-62,303	40.5	0.0	52.7	12,597

Customer	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
ACADEMY	136,035	0	136,035	156,404	341,601	-20,369	-205,566	43.8	35.7	38.0	11,638	14,765	26,156
THE GAP INC.	129,688	0	129,688	983,496	744,476	-853,808	-614,789	29.3	18.2	7.4	12,752	133,436	101,546
LEVTRAN ENTERPRISES I	89,856	0	89,856	255,597	304,520	-165,741	-214,663	40.2	47.2	44.0	6,606	20,773	22,203
SNEAKER VILLA INC	75,946	0	75,946	49,353	78,781	26,593	-2,835	42.7	56.2	41.7	5,374	3,765	5,828
FOOTLOCKER CHAMPS C	7,764	0	7,764	55,095	133,418	-47,331	-125,654	52.7	53.1	47.1	600	3,720	9,958
RIVER CITY SPORTS INC	7,376	0	7,376	11,122	15,573	-3,747	-8,198	48.5	52.4	39.3	456	608	1,070
FGL Sports Ltd.	2,249	0	2,249	-6,970	2,699	9,218	-450	54.7	105.4	70.7	143	120	166
TWEEN BRANDS SERVICE	0	0	0	271,186	334,000	-271,186	-334,000	0.0	5.2	8.2	0	42,786	40,000
Others	18,205,937	92,029	18,297,966	17,488,335	20,845,609	717,603	-2,639,672	38.5	41.8	34.2	1,759,107	1,623,169	1,927,273

Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
5950	16,359,375	0	16,359,375	23,039,192	20,648,630	-6,679,817	-4,289,255	46.1	47.6	37.4	1,278,283	1,808,165	1,623,010
950	5,145,782	86,760	5,232,542	6,702,677	8,388,070	-1,556,895	-3,242,288	41.0	40.8	41.6	504,452	714,552	768,580
3930	4,951,630	0	4,951,630	5,715,380	7,718,135	-763,751	-2,766,505	41.1	40.9	34.6	584,925	569,330	728,947
KNIT TOPS	3,954,911	4,756	3,959,667	3,896,333	6,355,639	58,578	-2,400,729	24.1	24.3	22.2	383,545	449,053	609,525
KNITS	618,590	0	618,590	245,649	1,309,694	372,941	-691,104	41.5	38.5	43.7	79,613	34,779	141,592
FLEECE	367,764	0	367,764	274,244	531,498	93,521	-163,733	26.4	30.6	21.7	16,314	14,932	24,266
Traditional EK	363,179	0	363,179	61,348	307,840	301,831	55,339	37.5	44.7	47.3	34,766	6,291	28,855
WOVEN BOTTOMS	166,268	207	166,475	267,961	159,944	-101,693	6,325	4.3	37.9	12.7	14,101	22,035	12,802
BAGS	4,097	0	4,097	70,329	2,759	-66,232	1,338	16.4	47.2	62.4	139	1,572	56
BELT	3,842	0	3,842	34,530	20,395	-30,688	-16,553	41.1	50.1	36.0	459	3,530	2,168
Others	7,286,451	306	7,286,757	42,159,507	2,420,934	-34,873,057	4,865,517	34.4	42.5	12.2	668,679	3,881,362	294,798

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NORTH AMERICA												
YTD			Total Year			Contribution %			Quantity			
Shipped	Last Year	Budget	LY Var	Budg Var	Open	Total	Last Year	Budget	TY	LY	TY	LY
Year	67,034,156	65,897,046	101.7%	1,137,110	-3,457,654	154,810,914	221,845,070	454,827,254	475,953,362	35.4	6,199,270	6,151,277
Coverage			95.1%					48.8%	46.6%	36.6		
Revenue												
Product Mix	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY
Headwear	58,012,432	131,201,274	189,213,706	58,189,876	58,728,535	-177,445	-716,104	41.8	44.1	38.3	5,282,537	5,309,703
Apparel	8,953,515	23,320,539	32,274,054	7,577,137	11,666,353	1,376,378	-2,712,838	22.1	23.0	20.7	909,063	826,378
Accessories	68,210	289,101	357,311	128,534	96,922	-60,324	-28,712	5.7	29.0	29.7	7,634	15,196
Customer Segment												
Customer Segment	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY
T	127,747	236,303	364,050	101,777	405,178	25,970	-277,431	51.6	49.5	43.1	8,482	7,508
F1	21,099,378	50,373,367	71,472,745	24,531,497	23,895,424	-3,432,119	-2,796,046	45.8	45.9	39.9	1,767,944	2,125,468
F2	7,751,481	25,672,405	33,423,886	9,658,443	8,796,617	-1,906,962	-1,045,136	40.1	39.4	35.1	688,857	834,977
SG	18,694,518	42,695,021	61,389,538	14,625,553	15,341,738	4,068,965	3,352,780	40.2	43.4	36.8	1,474,330	1,141,614
Concessionaire	9,512,707	19,380,098	28,892,805	7,666,804	6,090,828	1,845,903	3,421,879	36.0	35.9	34.4	893,211	750,571
Club/Mass/Discount	3,379,662	4,364,845	7,744,506	3,320,791	4,548,727	58,871	-1,169,065	15.8	24.7	18.3	359,689	341,352
Other	6,468,664	12,088,876	18,557,540	5,992,181	11,413,299	476,483	-4,944,635	29.5	40.1	31.5	1,006,721	949,787
License												
License	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY
MLB PROPERTIES	36,390,574	56,187,825	92,578,400	36,077,617	39,946,887	312,957	-3,556,312	39.1	39.8	32.0	3,265,754	3,214,204
NFL PROPERTIES	14,137,422	60,931,849	75,069,271	11,721,676	12,910,174	2,415,746	1,227,249	37.9	43.8	35.5	1,086,840	873,741
NBA PROPERTIES	6,430,075	12,397,804	18,827,879	6,143,942	7,275,034	286,133	-844,959	44.4	47.7	45.5	552,271	555,995
NHL PROPERTIES	1,171,887	3,732,143	4,904,030	902,495	1,647,227	269,391	-475,341	47.0	44.2	49.0	106,469	81,509
NEW ERA BRANDED	283,649	624,044	907,693	123,648	1,207,958	160,001	-924,309	58.7	32.5	45.2	23,932	17,368
Others	8,620,550	20,937,248	29,557,798	10,927,568	7,504,531	-2,307,118	1,116,019	35.9	41.9	39.1	1,163,968	1,408,460
Silhouette												
Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY
5950	26,008,334	43,968,311	69,976,645	32,354,004	27,854,383	-6,345,671	-1,846,050	45.9	47.2	38.5	2,013,817	2,468,469
3930	10,310,926	26,010,249	36,321,175	10,217,185	13,175,935	93,741	-2,865,009	39.4	42.5	35.4	1,083,702	992,353
950	9,069,920	19,319,551	28,389,471	9,753,670	11,575,084	-683,750	-2,505,164	43.0	41.6	41.9	871,577	1,028,738
KNIT TOPS	7,468,362	16,882,364	24,350,725	6,223,472	10,061,576	1,244,890	-2,593,215	22.7	23.2	21.3	792,541	702,153
KNITS	1,807,018	29,857,030	31,664,048	736,937	2,411,839	1,070,082	-604,820	39.8	39.9	42.1	222,034	99,070
WOVEN BOTTOMS	652,322	3,027,054	3,679,376	791,785	265,505	-69,463	386,817	11.0	27.0	12.2	78,966	73,218
Traditional EK	629,364	1,544,283	2,173,647	113,069	319,149	516,295	310,215	34.2	37.3	46.7	63,104	12,932
FLEECE	626,990	2,918,885	3,545,875	507,144	738,977	119,846	-111,987	25.5	23.2	22.1	28,349	30,578
OUTERWEAR	206,526	480,939	687,466	143,462	105,000	63,064	101,526	24.6	5.9	-5.3	9,203	20,278
BAGS	21,636	249,958	271,594	74,576	4,599	-52,940	17,037	-101.2	46.9	62.4	1,893	1,666
BELT	5,357	14,608	19,965	6,794	29,292	-1,438	-23,935	41.5	-146.1	35.6	630	3,569
KNIT BOTTOMS	-722	5,691	4,969	-18,784	181,675	18,062	-182,397	92.4	98.4	-5.9	0	143
Others	10,328,930	154,718,360	165,047,290	65,897,046	3,768,795	-55,568,116	6,560,135	33.6	41.6	32.1	1,037,672	6,151,277

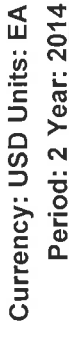


Customer Scorecard by Region, Customer and Sales Org

NORTH AMERICA

Currency: USD Units: EA
Period: 2 Year: 2014

MTD					Contribution %				Quantity						
Shipped \$		Last Year \$	Budget \$	LY Var	Budg Var					TY	LY	Budget			
MTD	39,221,889	42,159,507	47,863,538	-2,937,618	-8,641,649					40.0	42.5	52.1	3,565,276	3,881,362	4,234,599
Revenue															
Product Mix	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
Headwear	34,596,223	87,066	34,683,289	37,569,292	40,514,711	-2,973,068	-5,918,487	-2,973,068	-5,918,487	42.1	44.5	37.8	3,143,025	3,382,091	3,584,278
Apparel	4,589,750	4,963	4,594,713	4,436,579	7,277,335	153,171	-2,687,585	153,171	-2,687,585	23.5	25.3	22.3	418,214	486,692	661,995
Accessories	35,916	0	35,916	152,138	71,492	-116,222	-35,577	-116,222	-35,577	59.7	47.8	29.8	4,037	12,579	8,325
Customer Segment	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
T	100,537	0	100,537	54,591	342,079	45,946	-241,542	45,946	-241,542	52.1	49.7	43.2	6,482	4,143	32,322
F1	15,316,492	0	15,316,492	20,307,171	19,114,112	-4,990,679	-3,797,620	-4,990,679	-3,797,620	45.6	46.5	40.2	1,310,662	1,794,126	1,600,618
F2	3,143,916	86,760	3,230,676	5,502,114	5,180,896	-2,358,198	-2,036,981	-2,358,198	-2,036,981	44.4	39.6	35.8	234,094	479,592	447,375
SG	10,369,222	0	10,369,222	7,933,288	10,611,042	2,435,935	-241,820	2,435,935	-241,820	40.6	43.9	36.2	805,084	594,184	807,576
Concessionaire	5,678,585	306	5,678,891	4,169,481	3,524,939	1,509,104	2,153,645	1,509,104	2,153,645	35.0	34.4	33.2	549,306	419,467	293,721
Club/Mass/Discount	1,939,505	0	1,939,505	1,849,591	2,525,960	89,914	-586,455	89,914	-586,455	16.0	27.2	19.0	208,825	194,406	256,628
Other	2,673,632	4,963	2,678,595	2,343,271	6,564,509	330,361	-3,890,876	330,361	-3,890,876	27.4	35.7	26.7	450,823	395,444	796,358
License	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
MLB PROPERTIES	22,987,768	20,563	23,008,331	25,003,549	28,498,872	-2,015,781	-5,511,104	-2,015,781	-5,511,104	40.9	41.7	32.2	1,980,599	2,194,565	2,428,332
NFL PROPERTIES	5,900,301	0	5,900,301	4,554,961	7,259,121	1,345,340	-1,358,820	1,345,340	-1,358,820	39.6	41.7	34.4	420,028	348,135	579,886
NBA PROPERTIES	4,217,559	69,960	4,287,519	4,819,412	5,891,618	-601,853	-1,674,059	-601,853	-1,674,059	42.6	47.7	45.5	371,813	449,153	507,635
NHL PROPERTIES	594,114	1,200	595,314	592,565	1,047,727	1,548	-453,614	1,548	-453,614	46.9	46.3	49.2	56,966	52,471	83,578
NEW ERA BRANDED	218,944	0	218,944	110,264	1,032,026	108,679	-813,082	108,679	-813,082	58.5	50.1	47.3	18,850	11,149	83,904
Others	5,303,205	306	5,303,511	7,078,756	4,134,174	-1,775,552	1,169,031	-1,775,552	1,169,031	32.8	41.8	38.2	717,020	825,889	551,262
Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
5950	16,359,375	0	16,359,375	23,039,192	20,648,630	-6,679,817	-4,289,255	-6,679,817	-4,289,255	46.1	47.6	37.4	1,278,283	1,808,165	1,623,010
950	5,145,782	86,760	5,232,542	6,702,677	8,388,070	-1,556,895	-3,242,288	-1,556,895	-3,242,288	41.0	40.8	41.6	504,452	714,552	768,580
3930	4,951,630	0	4,951,630	5,715,380	7,718,135	-763,751	-2,766,505	-763,751	-2,766,505	41.1	40.9	34.6	584,925	569,330	728,947
KNIT TOPS	3,954,911	4,756	3,959,667	3,896,333	6,355,639	58,578	-2,400,729	58,578	-2,400,729	24.1	24.3	22.2	383,545	449,053	609,525
KNITS	618,590	0	618,590	245,649	1,309,694	372,941	-691,104	372,941	-691,104	41.5	38.5	43.7	79,613	34,779	141,592
FLEECE	367,764	0	367,764	274,244	531,498	93,521	-163,733	93,521	-163,733	26.4	30.6	21.7	16,314	14,932	24,266
Traditional EK	363,179	0	363,179	61,348	307,840	301,831	55,339	301,831	55,339	37.5	44.7	47.3	34,766	6,291	28,855
WOVEN BOTTOMS	166,268	207	166,475	267,961	159,944	-101,693	6,325	-101,693	6,325	4.3	37.9	12.7	14,101	22,035	12,802
BAGS	4,097	0	4,097	70,329	2,759	-66,232	1,338	-66,232	1,338	16.4	47.2	62.4	139	1,572	56
BELT	3,842	0	3,842	34,530	20,395	-30,688	-16,553	-30,688	-16,553	41.1	50.1	36.0	459	3,530	2,168
Others	7,286,451	306	7,286,757	42,159,507	2,420,934	-34,873,057	4,865,517	-34,873,057	4,865,517	34.4	42.5	12.2	668,679	3,881,362	294,798



Processed Date : March 19, 2014 4:57 pm
 EPM200
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 Page 3 of 142



Customer Scorecard by Region, Customer and Sales Org

Currency: USD Units: EA
Period: 2 Year: 2014

NORTH AMERICA > OTHERS

	MTD			Contribution %			Quantity		
	Shipped	Last Year	Budget	LY Var	Budget Var	TY	LY	Budget	TY
MTD	100,537	54,591	405,178	45,946	-304,641	52.1	49.7	43.1	6,482
Revenue									
Product Mix	Shipped	Last Year	Budget	Open	Total	Last Year	Budget	LY Var	Budget Var
Headwear	100,537			0	100,537	54,591	342,079	45,946	100,537
Apparel	0			0	0	0	0	0	0
Customer Segment									
Customer Segment	Shipped	Last Year	Budget	Open	Total	Last Year	Budget	LY Var	Budget Var
T	100,537			0	100,537	54,591	342,079	45,946	100,537
License									
License	Shipped	Last Year	Budget	Open	Total	Last Year	Budget	LY Var	Budget Var
NBA PROPERTIES	49,815			0	49,815	13,188	306,478	36,628	-256,662
MLB PROPERTIES	43,176			0	43,176	28,206	370,372	14,970	-327,196
NHL PROPERTIES	2,762			0	2,762	168	62,574	2,595	-59,812
NFL PROPERTIES	359			0	359	3,073	271,531	-2,714	-271,171
NEW ERA BRANDED	0			0	0	0	17,575	0	-17,575
Others	4,425			0	4,425	9,957	0	-5,533	4,425
Silhouette									
Silhouette	Shipped	Last Year	Budget	Open	Total	Last Year	Budget	LY Var	Budget Var
5950	57,506			0	57,506	30,738	51,887	26,768	5,619
950	31,369			0	31,369	20,634	30,552	10,735	817
KNITS	4,212			0	4,212	-43	259,640	4,255	-255,428
Others	7,450			0	7,450	54,591	0	-47,141	7,450

Please check all wages for errors.

	Shipping
Year 67,034,	Coverage
Product Mix	
Headwear	
Apparel	
Accessories	
License	
MLB PROPERTY	
NFL PROPERTY	
NBA PROPERTY	
NHL PROPERTY	
NEW ERA BRAND	
Others	
Customer	
LIDS INC.	
FANATICS INC.	
FOOT LOCKER	
THE SPORTS	
TARGET CORP.	
DICK'S CLOTH.	
CHAMPS DIVISION	
HATWORLD D	
TWEEN BRAND	
THE GAP INC.	
KMART MANUFACTURING	
FANZZ	
WALMART	
HAT CLUB LLC	
TORONTO BLUE JAYS	
HENRY MODELS	
HIBBERT SPO	
AMAZON.COM	
LEVITRAN ENTERTAINMENT	
MEIJER	
JERSEY CITY FC	
FOOT LOCKER	
OLYMPIA SPORTSWEAR	
M&M INDUSTRIES	

Customer	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
ACADEMY	132,649	1,066,694	1,199,342	290,434	427,765	-157,785	-295,116	48.9	35.6	38.3	11,686	26,813	33,225
FGL Sports Ltd.	131,286	334,011	465,297	64,355	79,389	66,931	51,897	49.4	41.1	45.2	9,834	4,920	5,183
SNEAKER VILLA INC	108,559	702,091	810,650	146,060	157,466	-37,501	-48,906	43.3	52.0	42.1	7,474	11,030	11,582
RIVER CITY SPORTS INC	7,376	75,839	83,214	17,562	24,643	-10,186	-17,267	48.5	50.4	40.2	456	1,005	1,643
FOOTLOCKER CHAMPS C	7,058	263,969	271,027	55,095	133,418	-48,037	-126,360	50.2	53.1	47.1	600	3,720	9,958
Others	35,836,845	155,933,066	191,769,911	65,897,046	34,342,250	-30,060,202	1,494,595	39.1	41.6	35.9	3,433,871	6,151,277	3,279,312
Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
5950	26,008,334	41,707,675	67,716,009	32,354,004	27,854,383	-6,345,671	-1,846,050	45.9	47.2	38.5	2,013,817	2,468,469	2,177,289
3930	10,310,926	29,621,185	39,932,111	10,217,185	13,175,935	93,741	-2,865,009	39.4	42.5	35.4	1,083,702	992,353	1,304,160
950	9,069,920	19,526,779	28,596,699	9,753,670	11,575,084	-683,750	-2,505,164	43.0	41.6	41.9	871,577	1,028,738	1,070,613
KNIT TOPS	7,468,362	16,356,135	23,824,497	6,223,472	10,061,576	1,244,890	-2,593,215	22.7	23.2	21.3	792,541	702,153	975,675
KNITS	1,807,018	29,728,895	31,535,913	736,937	2,411,839	1,070,082	-604,820	39.8	39.9	42.1	222,034	99,070	263,039
WOVEN BOTTOMS	652,322	3,015,976	3,668,299	721,785	265,505	-69,463	386,817	11.0	27.0	12.2	78,966	73,218	21,550
Traditional EK	629,364	1,548,342	2,177,706	113,069	319,149	516,295	310,215	34.2	37.3	46.7	63,104	12,932	30,250
FLEECE	626,990	2,834,531	3,461,521	507,144	738,977	119,846	-111,987	25.5	23.2	22.1	28,349	30,578	33,671
OUTERWEAR	206,526	482,276	688,802	143,462	105,000	63,064	101,526	24.6	5.9	-5.3	9,203	20,278	17,500
BAGS	21,636	245,150	266,786	74,576	4,599	-52,940	17,037	-101.2	46.9	62.4	1,893	1,666	93
BELT	5,357	17,271	22,628	6,794	29,292	-1,438	-23,935	41.5	-146.1	35.6	630	3,569	3,168
KNIT BOTTOMS	-722	5,691	4,969	-18,784	181,675	18,062	-182,397	92.4	98.4	-5.9	0	143	32,500
Others	10,328,930	155,838,537	166,167,466	65,897,046	3,768,795	-55,568,116	6,560,135	33.6	41.6	32.1	1,037,672	6,151,277	490,719

ACADEMY

C:customer	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
SNEAKER VILLA INC	75,946	0	75,946	49,353	78,781	26,593	-2,835	42.7	56.2	41.7	5,374	3,765	5,828
FOOTLOCKER CHAMPS C	7,764	0	7,764	55,095	133,418	-47,331	-125,654	52.7	53.1	47.1	600	3,720	9,958
RIVER CITY SPORTS INC	7,376	0	7,376	11,122	15,573	-3,747	-8,198	48.5	52.4	39.3	456	608	1,070
FGL Sports Ltd.	2,249	0	2,249	-6,970	2,699	9,218	-450	54.7	105.4	70.7	143	120	166
TWEEN BRANDS SERVICE	0	0	0	271,186	334,000	-271,186	-334,000	0.0	5.2	8.2	0	42,786	40,000
Others	18,205,937	94,005	18,299,942	17,488,335	20,845,609	717,603	-2,639,672	38.5	41.8	34.2	1,759,107	1,623,169	1,927,273
Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
5950	16,359,375	0	16,359,375	23,039,192	20,648,630	-6,679,817	-4,289,255	46.1	47.6	37.4	1,278,283	1,808,165	1,623,010
950	5,145,782	86,760	5,232,542	6,702,677	8,388,070	-1,556,895	-3,242,288	41.7	40.8	41.6	504,452	714,552	768,580
3930	4,951,630	0	4,951,630	5,715,380	7,718,135	-763,751	-2,766,505	41.1	40.9	34.6	584,925	569,330	728,947
KNIT TOPS	3,954,911	6,732	3,961,643	3,896,333	6,355,639	58,578	-2,400,729	24.1	24.3	22.2	383,545	449,053	609,525
KNITS	618,590	0	618,590	245,649	1,309,694	372,941	-691,104	41.5	38.5	43.7	79,613	34,779	141,592
FLEECE	367,764	0	367,764	274,244	531,498	93,521	-163,733	26.4	30.6	21.7	16,314	14,932	24,266
Traditional EK	363,179	0	363,179	61,348	307,840	301,831	55,339	37.5	44.7	47.3	34,766	6,291	28,855
WOVEN BOTTOMS	166,268	207	166,475	267,961	159,944	-101,693	6,325	4.3	37.9	12.7	14,101	22,035	12,802
BAGS	4,097	0	4,097	70,329	2,759	-66,232	1,338	16.4	47.2	62.4	139	1,572	56
BELT	3,842	0	3,842	34,530	20,395	-30,688	-16,553	41.1	50.1	36.0	459	3,530	2,168
Others	7,286,451	306	7,286,757	42,159,507	2,420,934	-34,873,057	4,865,517	34.4	42.5	12.2	668,679	3,881,362	294,798



License Scorecard by Region, License and Sales Org
NORTH AMERICA

Currency: USD Units: EA
Period: 2 Year: 2014

Shipped			YTD			Total Year			Contribution %			Quantity					
Last Year	Budget	LY Var	Budget Var	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	TY	LY	Budget			
65,897,046	70,491,810	1,137,110	-3,457,654	154,810,914	221,845,070	454,827,254	475,953,362	48.8%	46.6%	YTD 39.1	41.6	6,199,270	6,151,277	6,420,227			
101.7%	95.1%									FY 41.7	42.1						
→ MOVE RIGHT																	
OUT RUNNING																	
Revenue																	
Shipped			Open			Last Year			Budget			TY			LY		
Product Mix	Shipped	Open	Budget Var	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	TY	LY	Budget			
Headwear	58,012,432	131,201,274	189,213,706	58,189,876	58,728,535	-177,445	-716,104			41.8	44.1	5,282,537	5,309,703	5,306,676			
Apparel	8,953,515	23,320,539	32,274,054	7,577,137	11,666,353	1,376,378	-2,712,838			22.1	23.0	909,063	826,378	1,102,188			
Accessories	68,210	289,101	357,311	128,534	96,922	-60,324	-28,712			5.7	29.0	7,634	15,196	11,362			
Customer Segment			Open			Last Year			Budget			TY			LY		
T	Shipped	Open	Budget Var	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	TY	LY	Budget			
F1	21,099,378	50,373,367	71,472,745	24,531,497	23,895,424	-3,432,119	-2,796,046			45.8	45.9	1,767,944	2,125,468	1,995,989			
F2	7,751,481	25,672,405	33,423,886	9,658,443	8,796,617	-1,906,962	-1,045,136			40.1	39.4	688,857	834,977	768,011			
SG	18,694,518	42,695,021	61,389,538	14,625,553	15,341,738	4,068,965	3,352,780			40.2	43.4	1,474,330	1,141,614	1,171,312			
Concessionaire	9,512,707	19,380,098	28,892,805	7,666,804	6,090,828	1,845,903	3,421,879			36.0	35.9	893,211	750,571	512,460			
Club/Mass/Discount	3,379,662	4,364,845	7,744,506	3,320,791	4,548,727	58,871	-1,169,065			15.8	24.7	359,689	341,352	466,982			
Other	6,468,664	12,088,876	18,557,540	5,992,181	11,413,299	476,483	-4,944,635			29.5	40.1	1,006,721	949,787	1,468,718			
Customer			Open			Last Year			Budget			TY			LY		
LIDS INC	Shipped	Open	Budget Var	Open	Total	Last Year	Budget	LY Var	Budget Var	TY	LY	TY	LY	Budget			
FANATICS INC	12,413,655	30,413,945	42,827,600	15,119,373	15,426,271	-2,705,718	-3,012,616			43.6	44.3	1,103,003	1,391,315	1,352,873			
FOOT LOCKER INC	4,280,824	4,744,180	9,025,004	1,320,214	2,330,635	2,960,610	1,950,189			38.2	41.2	335,468	116,426	182,684			
THE SPORTS AUTHORITY	1,485,746	4,444,685	5,930,431	1,144,080	1,536,115	341,665	-50,370			49.2	50.3	121,680	101,696	133,944			
TARGET CORPORATION	1,465,194	1,349,682	2,814,876	740,825	830,068	724,369	635,126			37.1	47.4	101,345	55,614	62,446			
DICKS CLOTHING AND SF	1,433,756	1,410,680	2,844,436	865,044	868,359	568,712	565,397			15.7	13.8	153,595	87,486	90,582			
CHAMPS DIVISION	1,047,096	3,339,466	4,386,562	946,474	1,283,959	100,622	-236,863			38.0	41.7	73,374	69,902	92,906			
HATWORLD DIV OF GCO	1,046,175	3,113,830	4,160,005	2,066,191	1,562,751	-1,020,016	-516,576			46.5	50.9	81,513	159,432	118,829			
TWEEN BRANDS SERVICE	930,188	1,924,745	2,854,934	836,984	1,606,685	93,204	-676,496			49.8	36.9	85,145	76,947	110,535			
THE GAP INC.	802,291	6,664,231	7,466,522	1,061,381	1,109,241	-259,090	-306,950			16.5	7.3	127,271	161,849	147,436			
KMART MANAGEMENT CO	770,725	2,453,258	3,223,982	983,496	843,430	-212,771	-72,705			26.4	18.2	104,538	133,436	116,098			
FANZZ	768,919	692,815	1,461,733	885,123	821,093	-116,204	-52,175			11.7	26.1	80,550	92,814	86,340			
WALMART	693,828	2,227,131	2,920,959	313,289	441,086	380,538	252,742			43.6	44.3	54,711	24,310	33,835			
HAT CLUB LLC	564,008	1,312,829	1,876,837	1,031,190	1,615,573	-467,182	-1,051,565			21.6	31.4	60,000	103,356	166,520			
TORONTO BLUE JAYS ME	443,089	758,632	1,201,721	484,670	349,963	-41,581	93,126			52.9	46.8	30,827	37,055	24,836			
HENRY MODELL AND CO	378,296	504,784	883,080	429,448	294,208	-51,151	84,088			40.5	31.8	34,929	47,554	22,650			
HIBBETT SPORTS	355,521	1,233,931	1,589,452	588,810	719,840	-233,289	-364,319			36.6	45.8	29,706	42,276	54,375			
AMAZON COM INC	342,105	730,646	1,072,751	382,986	509,289	-40,880	-167,183			42.5	44.9	25,189	27,542	38,265			
LEVTRAN ENTERPRISES I	333,557	2,348,963	2,682,520	803,392	1,022,658	-469,835	-689,101			46.5	39.1	28,036	63,423	69,490			
MEIJER	274,137	511,050	785,187	372,530	431,459	-98,393	-157,322			46.5	46.8	20,322	29,680	31,889			
JERSEY CITY CANADA	263,538	410,142	673,680	173,607	726,704	89,931	-463,166			19.5	33.1	27,438	17,028	68,964			
FOOT LOCKER CANADA	201,762	579,920	781,683	170,023	321,817	31,740	-120,054			48.3	45.8	13,865	10,686	22,071			
	200,012	922,514	1,122,526	176,959	279,648	23,054	-79,636			46.8	45.4	17,358	12,713	20,486			

Customer	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
OLYMPIA SPORTS	176,059	461,792	637,851	193,646	194,527	-17,587	-18,468	41.7	40.6	35.1	12,853	15,755	15,769
MAST INDUSTRIES INC VS	139,197	31,515	170,711	0	201,500	139,197	-62,303	40.5	0.0	52.7	12,597	0	15,500
ACADEMY	132,649	1,092,520	1,225,168	290,434	427,765	-157,785	-295,116	48.9	35.6	38.3	11,686	26,813	33,225
FGL Sports Ltd.	131,286	267,223	398,508	64,355	79,389	66,931	51,897	49.4	41.1	45.2	9,834	4,920	5,183
SNEAKER VILLA INC	108,559	745,843	854,403	146,060	157,466	-37,501	-48,906	43.3	52.0	42.1	7,474	11,030	11,582
RIVER CITY SPORTS INC	7,376	67,779	75,155	17,562	24,643	-10,186	-17,267	48.5	50.4	40.2	456	1,005	1,643
FOOTLOCKER CHAMPS C	7,058	263,969	271,027	55,095	133,418	-48,037	-126,360	50.2	53.1	47.1	600	3,720	9,958
Others	35,336,845	154,810,914	190,647,758	65,897,046	34,342,250	-30,060,202	1,494,595	39.1	41.6	35.9	3,433,871	6,151,277	3,279,312
Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
Silhouette	26,008,334	43,968,311	69,976,645	32,354,004	27,854,383	-6,345,671	-1,846,050	45.9	47.2	38.5	2,013,817	2,468,469	2,177,289
5950	10,310,926	26,010,249	36,321,175	10,217,185	13,175,935	93,741	-2,865,009	39.4	42.5	35.4	1,083,702	992,353	1,304,160
3930	9,069,920	19,319,551	28,389,471	9,753,670	11,575,084	-683,750	-2,505,164	43.0	41.6	41.9	871,577	1,028,738	1,070,613
950	7,468,362	16,882,364	24,350,725	6,223,472	10,061,576	1,244,890	-2,593,215	22.7	23.2	21.3	792,541	702,153	975,675
KNIT TOPS	1,807,018	29,857,030	31,664,048	736,937	2,411,839	1,070,082	-604,820	39.8	39.9	42.1	222,034	99,070	263,039
KNITS	652,322	3,027,054	3,679,376	721,785	265,505	-69,463	386,817	11.0	27.0	12.2	78,966	73,218	21,550
WOVEN BOTTOMS	629,364	1,544,283	2,173,647	113,069	319,149	516,295	310,215	34.2	37.3	46.7	63,104	12,932	30,250
Traditional EK	626,990	2,918,885	3,545,875	507,144	738,977	119,846	-111,987	25.5	23.2	22.1	28,349	30,578	33,671
FLEECE	206,526	480,939	687,466	143,462	105,000	63,064	101,526	24.6	5.9	-5.3	9,203	20,278	17,500
OUTERWEAR	21,636	249,958	271,594	74,576	4,599	-52,940	17,037	-101.2	46.9	62.4	1,893	1,666	93
BAGS	5,357	14,608	19,965	6,794	29,292	-1,438	-23,935	41.5	-146.1	35.6	630	3,569	3,168
BELT	-722	5,691	4,969	-18,784	181,675	18,062	-182,397	92.4	98.4	-5.9	0	143	32,500
KNIT BOTTOMS	10,328,930	154,718,360	165,047,290	65,897,046	3,768,795	-55,568,116	6,560,135	33.6	41.6	32.1	1,037,672	6,151,277	490,719
Others													

NOTED
PAGE 3
ITEMS



Product Mix Scorecard by Region, Product Mix and Sales Org

NORTH AMERICA

Currency: USD Units: EA
Period: 2 Year: 2014

Shipped	Last Year	YTD		Total Year			Contribution %		Quantity	
		Budget	LY Var	Budget Var	Open	Total	TY	LY	TY	LY
		Budget	LY Var	Budget Var	Open	Total	TY	LY	TY	Budget
Year	67,034,156	65,897,046	1,137,110	-3,457,654	154,810,914	221,845,070	454,827,254	475,953,362	6,199,270	6,151,277
Coverage	101.7%	95.1%					48.8%	46.6%	37.5	36.6
Revenue										
License	Shipped	Open	Total	Budget	LY Var	Budget Var	Contribution %		Quantity	
							TY	LY	TY	Budget
MLB PROPERTIES	36,390,574	56,187,825	92,578,400	36,077,617	39,946,887	-3,556,312	39.1	39.8	3,265,754	3,214,204
NFL PROPERTIES	14,137,422	60,931,849	75,069,271	11,721,676	12,910,174	1,227,249	37.9	43.8	1,086,840	873,741
NBA PROPERTIES	6,430,075	12,397,804	18,827,879	6,143,942	7,275,034	-844,959	44.4	47.7	552,271	555,995
NHL PROPERTIES	1,171,887	3,732,143	4,904,030	902,495	1,647,227	-475,341	47.0	44.2	106,469	81,509
NEW ERA BRANDED	283,649	624,044	907,693	123,648	1,207,958	-924,309	58.7	32.5	23,932	17,368
Others	8,620,550	20,937,248	29,557,798	10,927,668	7,504,531	1,116,019	35.9	41.9	1,163,968	1,408,460
Customer Segment										
Customer Segment	Shipped	Open	Total	Budget	LY Var	Budget Var	Contribution %		Quantity	
							TY	LY	TY	Budget
T	127,747	236,303	364,050	101,777	405,178	-277,431	51.6	49.5	8,482	7,508
F1	21,099,378	50,373,367	71,472,745	24,531,497	23,895,424	-2,796,046	45.8	45.9	1,767,944	2,125,468
F2	7,751,481	25,672,405	33,423,886	9,658,443	8,796,617	-1,045,136	40.1	39.4	688,857	834,977
SG	18,694,518	42,695,021	61,389,538	14,625,553	15,341,738	3,352,780	40.2	43.4	1,474,330	1,141,614
Concessionaire	9,512,707	19,380,098	28,892,805	7,666,804	6,090,828	3,421,879	36.0	35.9	893,211	750,571
Club/Mass/Discount	3,379,662	4,384,845	7,744,506	3,320,791	4,548,727	-1,169,065	15.8	24.7	359,689	341,352
Other	6,468,664	12,088,876	18,557,540	5,992,181	11,413,299	-4,944,635	29.5	40.1	1,006,721	949,787
Customer										
Customer	Shipped	Open	Total	Budget	LY Var	Budget Var	Contribution %		Quantity	
							TY	LY	TY	Budget
LIDS INC	12,413,655	30,413,945	42,827,600	15,119,373	15,426,271	-3,012,616	43.6	44.3	1,103,003	1,391,315
FANATICS INC	4,280,824	4,744,180	9,025,004	1,320,214	2,330,635	1,950,189	38.2	41.2	335,468	116,426
FOOT LOCKER INC	1,485,746	4,444,685	5,930,431	1,144,080	1,536,115	-50,370	49.2	50.3	121,680	101,696
THE SPORTS AUTHORITY	1,455,194	1,349,682	2,814,876	740,825	830,068	635,126	37.1	47.4	101,345	55,614
TARGET CORPORATION	1,433,756	1,410,680	2,844,436	865,044	868,359	565,397	15.7	13.8	153,595	87,486
DICKS CLOTHING AND SPTG	1,047,096	3,339,466	4,386,562	946,474	1,283,959	-236,863	38.0	41.7	73,374	69,902
CHAMPS DIVISION	1,046,175	3,113,830	4,160,005	2,066,191	1,562,751	-516,576	46.5	50.9	81,513	159,432
HATWORLD DIV OF GCO CANAL	930,188	1,924,745	2,854,934	836,984	1,606,685	-676,496	49.8	36.9	85,145	76,947
TWEEN BRANDS SERVICE CO	802,291	6,664,231	7,466,522	1,061,381	1,109,241	-306,950	16.5	7.3	127,271	161,849
THE GAP INC.	770,725	2,453,258	3,223,982	983,496	843,430	-72,705	26.4	18.2	104,538	133,436
KMART MANAGEMENT CORPOF	768,919	692,815	1,461,733	885,123	821,093	-52,175	11.7	26.1	80,550	92,814
FANZZ	693,828	2,227,131	2,920,959	313,289	441,086	252,742	43.6	44.3	54,711	24,310
WALMART	564,008	1,312,829	1,876,837	1,031,190	1,615,573	-1,051,565	21.6	31.4	60,000	103,356
HAT CLUB LLC	443,089	758,632	1,201,721	484,670	349,963	93,126	52.9	46.8	30,827	37,055
TORONTO BLUE JAYS MERCHA	378,296	504,784	883,080	429,448	294,208	84,088	40.5	31.8	34,929	47,554
HENRY MODELL AND COMPANY	355,521	1,233,931	1,589,452	588,810	719,840	-364,319	36.6	45.8	29,706	42,276
HIBBETT SPORTS	342,105	730,646	1,072,751	382,986	509,289	-167,183	42.5	44.9	25,189	27,542
AMAZON COM INC	333,557	2,348,963	2,682,520	803,392	1,022,658	-689,101	46.5	39.1	28,036	63,423
LEVTRAN ENTERPRISES INC	274,137	511,050	785,187	372,530	431,459	-157,322	46.5	46.8	20,322	29,680



Product Mix Scorecard by Region, Product Mix and Sales Org
NORTH AMERICA > HEADWEAR

Currency: USD Units: EA
Period: 2 Year: 2014

Shipped	YTD			Total Year			Contribution %			Quantity		
	Last Year	Budget	Coverage	LY Var	Budget Var	Open	Budget	LY Var	Budget	TY	LY	Budget
	58,012,432	58,728,535	98.8%	-177,445	-716,104	131,201,274	189,213,706	411,839,437	424,159,469	5,282,573	5,309,703	5,306,676
Coverage				99.7%	98.8%	45.9%		44.6%		no		
License	Revenue						Contribution %					
	Shipped	Open	Total	Last Year	Budget	Budget Var	TY	LY	Budget	TY	LY	Budget
	29,195,886	48,598,499	77,794,386	29,409,332	29,682,936	-487,049	43.6	43.3	35.8	2,488,088	2,486,661	2,446,093
MLB PROPERTIES	13,169,210	50,428,966	63,598,176	11,528,283	12,312,689	856,521	38.5	44.7	36.5	1,022,759	852,382	1,000,520
NFL PROPERTIES	6,165,576	12,130,667	18,296,243	5,966,163	7,094,239	-928,662	45.3	48.4	46.1	526,567	536,452	598,485
NBA PROPERTIES	1,149,871	3,622,406	4,772,277	870,163	1,631,593	-481,722	47.3	44.5	49.1	104,749	79,626	129,713
NHL PROPERTIES	237,742	324,874	562,616	94,055	693,355	-455,613	62.9	54.6	57.3	18,575	8,424	58,273
NEW ERA BRANDED	8,094,145	16,095,862	24,190,007	10,321,880	7,313,724	780,422	36.6	42.9	39.6	1,121,799	1,346,158	1,073,593
Others												
Customer Segment	Revenue						Contribution %					
	Shipped	Open	Total	Last Year	Budget	Budget Var	TY	LY	Budget	TY	LY	Budget
	127,747	236,303	364,050	101,777	405,178	127,747	51.6	49.5	43.1	8,482	7,508	36,755
F1	20,082,901	49,471,911	69,554,812	24,071,537	22,216,075	20,082,901	46.4	46.2	40.4	1,692,564	2,082,952	1,869,541
F2	6,044,055	16,241,244	22,285,299	7,525,008	6,606,383	6,044,055	45.2	46.8	44.0	446,965	532,873	487,685
SG	17,432,708	37,413,910	54,846,618	13,888,820	13,249,273	17,432,708	41.0	44.1	38.1	1,380,325	1,078,156	1,017,185
Concessionaire	8,313,738	16,245,631	24,559,369	6,760,254	4,987,046	8,313,738	37.4	36.4	36.3	801,387	672,723	440,867
Club/Mass/Discount	-1,706	154,208	152,501	34,328	0	-1,706	-202.3	28.8	0.0	1,614	4,998	0
Other	6,012,989	11,438,067	17,451,057	5,808,153	11,264,581	6,012,989	31.3	40.6	31.8	951,200	930,493	1,454,644
Customer	Revenue						Contribution %					
	Shipped	Open	Total	Last Year	Budget	Budget Var	TY	LY	Budget	TY	LY	Budget
	11,423,881	29,560,129	40,984,011	14,713,243	14,625,023	-3,201,142	44.3	44.8	38.3	1,029,764	1,355,848	1,290,109
LIDS INC	4,007,762	4,519,909	8,527,670	1,218,103	1,782,314	2,225,448	38.5	42.2	34.2	316,004	108,541	144,531
FANATICS INC	1,485,746	4,444,685	5,930,431	1,144,080	1,536,115	-50,370	49.2	50.3	43.0	121,680	101,696	133,944
FOOT LOCKER INC	1,288,762	1,349,682	2,638,443	740,825	830,068	458,693	37.9	47.4	38.9	89,935	55,614	62,446
THE SPORTS AUTHORITY	1,046,175	3,113,830	4,160,005	2,066,191	1,562,751	-516,576	46.5	50.9	44.5	81,513	159,432	118,829
CHAMPS DIVISION	915,064	1,913,999	2,829,063	817,574	1,606,685	-691,621	50.0	36.7	46.9	84,098	75,695	110,535
HATWORLD DIV OF GCO	892,102	2,394,663	3,286,765	937,059	930,392	-38,290	39.8	44.9	37.0	61,893	66,540	68,793
DICKS CLOTHING AND SF	686,908	2,161,238	2,848,145	313,289	441,086	245,822	43.7	44.3	35.7	54,261	24,310	33,835
FANZZ	437,182	749,283	1,186,465	473,415	341,883	95,298	52.9	46.8	41.3	30,327	33,620	24,836
HAT CLUB LLC	347,824	449,229	797,053	429,448	294,208	53,615	41.4	31.8	42.6	32,502	47,554	22,650
TORONTO BLUE JAYS ME	342,105	475,270	817,375	362,953	448,787	-106,682	42.5	45.8	37.3	25,189	25,982	33,617
HIBBETT SPORTS	332,195	2,348,963	2,681,158	803,392	1,022,658	-690,463	46.5	39.1	43.0	27,940	63,423	69,490
AMAZON COM INC	292,195	970,357	1,262,552	533,435	621,172	-328,977	39.5	46.8	33.9	23,838	37,536	46,631
HENRY MODELL AND COI	274,137	506,591	780,728	372,530	422,459	-148,322	46.5	46.8	43.4	20,322	29,680	30,889
LEVTRAN ENTERPRISES I	201,762	568,388	770,150	170,023	321,817	-120,054	48.3	45.8	41.6	13,865	10,686	22,071
JERSEY CITY CANADA	200,012	922,514	1,122,526	176,959	279,648	-79,636	46.8	45.4	46.4	17,358	12,713	20,486
FOOT LOCKER CANADA	146,978	376,524	523,502	193,172	194,527	-47,549	45.2	42.7	35.1	11,247	15,209	15,769
OLYMPIA SPORTS	139,197	31,515	170,711	0	201,500	-62,303	40.5	0.0	52.7	12,597	0	15,500
MAST INDUSTRIES INC VS	136,039	714,972	851,011	293,999	302,125	-166,086	49.3	36.2	39.1	11,686	26,813	23,512
ACADEMY	131,286	267,223	398,508	64,355	79,389	51,897	49.4	41.1	45.2	9,834	4,920	5,183
FGL Sports Ltd.												



Silhouette Scorecard by Region, Silhouette and Sales Org

Currency: USD Units: EA
Period: 2 Year: 2014

NORTH AMERICA > 5950

Shipped	YTD		Total Year			Contribution %		Quantity	
	Last Year	Budget	LY Var	Budg Var	Open	TY	LY	TY	LY
	Budget	80%	93.4%			YTD	FY		
Year	26,008,334	32,354,004	27,854,383	191,961,835	43,968,311	69,976,645	224,315,839	197,189,476	2,013,817
Coverage							31.2%	35.5%	2,468,469
									2,177,289
									39.5
License	Revenue		Revenue			Contribution %		Quantity	
	Shipped	Open	Total	LY Var	Budget	TY	LY	TY	LY
	Budget					Budget	Budget	Budget	Budget
MLB PROPERTIES	17,012,353	32,117,883	49,130,236	20,813,045	20,569,495	46.9	47.5	1,231,634	1,516,796
NFL PROPERTIES	3,334,880	5,752,815	9,087,695	3,877,436	2,291,394	40.0	41.4	263,225	270,668
NBA PROPERTIES	1,598,309	1,671,696	3,270,005	2,140,293	2,270,002	51.0	52.0	113,460	171,452
NHL PROPERTIES	488,613	729,173	1,217,786	175,844	466,335	52.0	47.4	39,817	13,909
NEW ERA BRANDED	204,612	146,570	351,182	20,259	237,847	63.9	60.7	15,630	1,396
Others	3,369,568	3,550,174	6,919,742	5,327,126	2,019,309	41.9	48.2	350,051	494,248
									198,745
Customer Segment	Revenue		Revenue			Contribution %		Quantity	
	Shipped	Open	Total	LY Var	Budget	TY	LY	TY	LY
	Budget					Budget	Budget	Budget	Budget
T	65,109	37,835	102,945	52,374	82,186	49.7	48.2	4,282	3,800
F1	11,207,515	25,931,723	37,139,238	17,347,472	13,072,655	48.4	48.8	846,941	1,347,331
F2	3,304,366	4,999,391	8,303,757	4,403,356	2,857,247	46.5	47.3	223,026	285,568
SG	5,312,324	6,989,157	12,221,481	5,344,479	5,469,466	47.2	46.2	347,257	357,148
Concessionaire	3,961,445	4,432,557	8,394,002	3,136,799	1,476,284	38.6	36.0	362,611	272,027
Other	2,157,575	1,657,647	3,815,222	2,069,526	4,896,545	41.7	52.3	229,700	202,595
									496,194
Customer	Revenue		Revenue			Contribution %		Quantity	
	Shipped	Open	Total	LY Var	Budget	TY	LY	TY	LY
	Budget					Budget	Budget	Budget	Budget
LIDS INC	6,940,863	20,923,707	27,864,569	11,509,527	9,215,977	47.5	48.9	549,891	929,885
CHAMPS DIVISION	864,397	398,963	1,063,360	1,739,387	1,087,316	48.5	52.4	47,726	127,941
FANATICS INC	558,675	551,972	1,110,647	338,105	437,322	44.6	46.3	36,949	24,188
HATWORLD DIV OF GCO	554,725	1,301,372	1,856,097	732,451	1,176,226	52.7	41.3	45,373	58,751
HAT CLUB LLC	429,011	541,678	970,689	445,119	307,303	51.1	47.0	29,738	31,020
FANZZ	323,436	651,559	974,995	228,845	258,462	48.4	45.1	21,820	16,197
FOOT LOCKER INC	273,400	49,779	323,179	240,949	198,282	50.3	45.4	19,256	19,207
HIBBETT SPORTS	215,774	53,731	269,505	297,408	271,188	41.5	45.0	14,310	20,477
JERSEY CITY CANADA	175,727	329,137	504,864	135,379	178,689	50.3	45.9	11,760	8,001
AMAZON COM INC	172,781	218,767	391,549	491,011	605,156	51.7	44.1	10,899	32,624
THE SPORTS AUTHORITY	166,796	190,350	357,146	239,479	261,832	48.6	48.3	11,159	16,573
HENRY MODELL AND COI	150,936	90,156	241,092	248,989	212,613	42.7	45.8	9,864	17,806
DICKS CLOTHING AND SF	147,106	281,937	429,042	43,268	217,693	47.6	29.4	9,831	3,663
TORONTO BLUE JAYS ME	121,739	257,353	379,092	96,590	122,855	48.8	48.2	8,794	6,077
OLYMPIA SPORTS	79,943	32,668	112,611	156,282	140,945	46.6	51.2	5,427	10,717
ACADEMY	51,268	27,591	78,858	38,512	57,487	41.2	38.0	3,508	2,796
SNEAKER VILLA INC	49,757	43,979	93,735	36,021	60,341	39.4	45.0	3,220	2,370
FGL Sports Ltd.	44,238	22,805	67,044	34,390	47,389	53.5	40.2	2,940	2,400
LEVTRAN ENTERPRISES I	39,330	53,159	92,489	156,596	186,833	29.8	44.5	2,544	11,742
FOOTLOCKER CHAMPS C	7,764	74,599	82,363	48,206	63,375	52.7	56.0	600	3,120
									4,558