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// Q3 FY2027

URBN

URBAN OUTFITTERS ANTHROPOLOGIE FREE PEOPLE fromovement nuuly

VGR MARKET INTELLIGENCE

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01

Executive Summary

Primary source: Urban Outfitters, Inc., "URBN Reports Record Q3 Sales and Profits", press release, 24 November 2026. https://investor.urbn.com/news-releases/news-release-details/urbn-reports-record-q3-sales-and-profits

Net sales rose 8.9% to $1,665m, after 10.9% in the first half

URBN's third-quarter net sales were $1,665.1m against $1,529.4m, an increase of $135.7m. Nine-month sales rose 10.2%, so the first half, nine months less the quarter, grew 10.9%. FP Group added $58.4m and Nuuly $40.4m, together 72.8% of the increase. Anthropologie Group, the largest brand at 39.3% of sales, grew 3.2% and supplied 14.9%.

Operating income rose 19.2% and the margin gained 90bp

Operating income was $172.1m against $144.3m and the margin 10.3% against 9.4%. Gross margin added 26bp, which the company attributes to lower merchandise costs, including a smaller tariff impact, and to lower delivery and occupancy costs as a share of sales, partly offset by Anthropologie markdowns. SG&A grew 6.3%, slower than sales, and fell 64bp as a share of sales.

Net income rose 15.1%; diluted EPS rose 20.3% on 4.9% fewer shares

Net income was $134.1m against $116.4m and diluted EPS $1.54 against $1.28. The effective tax rate rose to 24.8% from 23.6% and other income fell 22.2%, so net income grew more slowly than operating income. The three-month figures are GAAP; the release reconciles adjustments for the nine months only.

Comparable Retail sales rose 4.4%; Subscription grew 28.0% and Wholesale 18.8%

Comparable Retail segment sales grew 4.4%, with FP Group at 8.5%, Urban Outfitters at 5.8% and Anthropologie Group at 1.7%, each below its nine-month rate. Nuuly's sales rose 28.0% on 27.6% more average active subscribers. Wholesale sales rose 18.8%, led by FP Group wholesale at 20.8%.

Inventory rose 10.1%, ahead of sales; buybacks exceeded free cash flow

Inventory was $924.2m, up 10.1% against sales growth of 8.9%; comparable Retail inventory rose 5.6% against a 4.4% comp. Nine-month operating cash flow rose 64.7% to $514.0m, but capital expenditure doubled to $383.2m, leaving free cash flow of $130.8m. Buybacks were $300.0m, and cash plus marketable securities fell $211.0m since January to $946.8m.

WHAT TO WATCH

Q4 FY2027 results: comparable Retail sales against +4.4% in Q3, and Anthropologie against +1.7%.

Q4 FY2027 results: inventory growth against sales growth, after 10.1% against 8.9%.

Q4 FY2027 results: capital expenditure and buybacks against operating cash flow.

VGR will publish the next Urban Outfitters analysis when the figures are released.

The period in figures

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URBAN OUTFITTERS, INC. · NASDAQ: URBN · Q3 FISCAL 2027 · USD AS PUBLISHED

FINANCIAL YEAR ENDS 31 JANUARY 2027 · PERIOD ENDED 31 OCTOBER 2026 · REPORTED 24 NOVEMBER 2026 · ANALYSIS 25 NOVEMBER 2026

NET REVENUES	GROSS PROFIT	OPERATING PROFIT	NET PROFIT
+8.9%	+9.6%	+19.2%	+15.1%
1,665.1 vs 1,529.4	617.6 vs 563.3	172.1 vs 144.3	134.1 vs 116.4
	GROSS MARGIN	OPERATING MARGIN	RoS
	37.1%	10.3%	8.1%
	from 36.8%	from 9.4%	from 7.6%
COMPARABLE RETAIL SALES	NUULY NET SALES	INVENTORY	COMPANY-OWNED STORES
+4.4%	+28.0%	+10.1%	810
nine months +5.4%	subscribers +27.6%	against sales +8.9%	from 784 in January

$m, three months to 31 October against the same quarter a year earlier; GAAP as reported

03 · THE PROFIT BRIDGE

Gross profit added $54m; SG&A took back $27m

Operating income rose $27.8m to $172.1m. Gross profit rose $54.3m, 9.6%, slightly faster than sales, and SG&A rose $26.5m, 6.3%. Other income fell $1.8m and income tax rose $8.3m, so net income rose $17.6m, 15.1%. Diluted EPS grew faster, 20.3%, because the diluted share count fell 4.9%.

$000	Q3 FY2027	Q3 FY2026	CHANGE
Net sales	1,665,083	1,529,350	**+8.9%**
Gross profit	617,594	563,327	**+9.6%**
SG&A	(445,515)	(419,008)	**+6.3%**
Income from operations	172,079	144,319	**+19.2%**
Other income, net	6,323	8,126	**(22.2%)**
Income before income taxes	178,402	152,445	**+17.0%**
Income tax expense	(44,327)	(36,005)	**+23.1%**
Net income	134,075	116,440	**+15.1%**
Diluted EPS ($)	1.54	1.28	**+20.3%**

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures. Gross profit is after store impairment.

04 · GROWTH COMPOSITION

FP Group and Nuuly supplied 72.8% of the increase

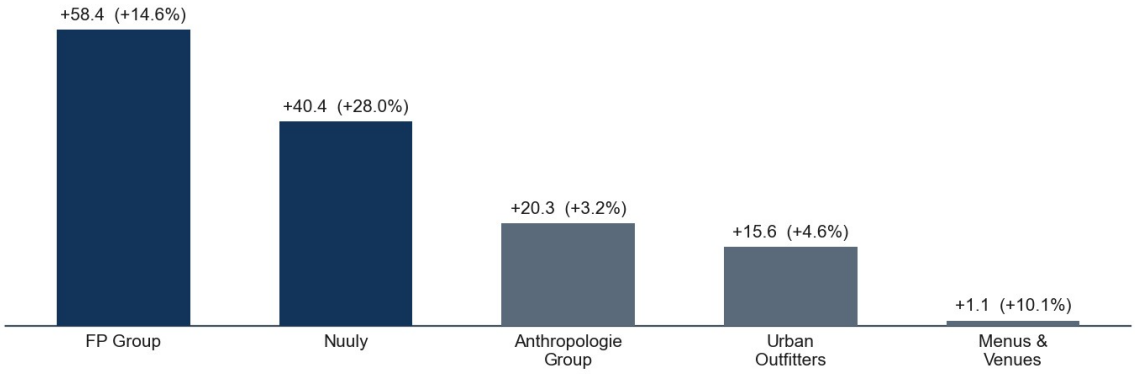
All five brands grew. FP Group, Free People and FP Movement, added $58.4m, 43.0% of the increase, and Nuuly $40.4m, 29.8%. Anthropologie Group grew 3.2% and Urban Outfitters 4.6%; their share of sales fell to 60.6% from 63.7%. The four main brands each grew more slowly than in the first half.

BRAND, $000	Q3 FY2027	Q3 FY2026	Q3 CHANGE	H1 CHANGE
Anthropologie Group	655,096	634,828	**+3.2%**	+4.0%
FP Group	457,624	399,272	**+14.6%**	+15.8%
Urban Outfitters	355,434	339,848	**+4.6%**	+9.6%
Nuuly	185,071	144,629	**+28.0%**	+31.4%
Menus & Venues	11,858	10,773	**+10.1%**	(0.1%)
Total Company	1,665,083	1,529,350	**+8.9%**	+10.9%

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures. H1 is nine months less the third quarter.

FP Group and Nuuly supplied 73% of the $136m sales increase

URBN net sales increase by brand, Q3 FY2027 against Q3 FY2026 · $m (growth in brackets)



Source: Urban Outfitters, Inc., Q3 fiscal 2027 press release, 24 November 2026. VGR arithmetic.

By segment, Retail added $78.7m, 58.0% of the increase, on growth of 6.1%; Subscription $40.4m; and Wholesale $16.6m on growth of 18.8%. Retail growth exceeded the 4.4% comp by about 1.7 points, the contribution of stores and channels outside the comparable base. Retail fell to 82.6% of sales from 84.8%.

SEGMENT, $000	Q3 FY2027	Q3 FY2026	Q3 CHANGE	9M CHANGE
Retail	1,375,187	1,296,454	**+6.1%**	+7.3%
Subscription	185,071	144,629	**+28.0%**	+30.2%
Wholesale	104,825	88,267	**+18.8%**	+20.6%

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Growth rates as printed by the company.

Nuuly's 28.0% sales growth against 27.6% growth in average active subscribers implies revenue per average subscriber up about 0.3%. The release does not give the subscriber count.

05 · THE ESTATE

A net 26 company-owned stores in nine months, 20 of them FP Group

URBN operated 810 company-owned stores at 31 October against 784 at 31 January, after 34 openings and eight closings. FP Group added a net 20, of which FP Movement 11, and Anthropologie Group five. Urban Outfitters added one: it closed a net two in North America and opened a net three in Europe. Franchisees operate eight stores. The release gives no year-ago store count and no selling space.

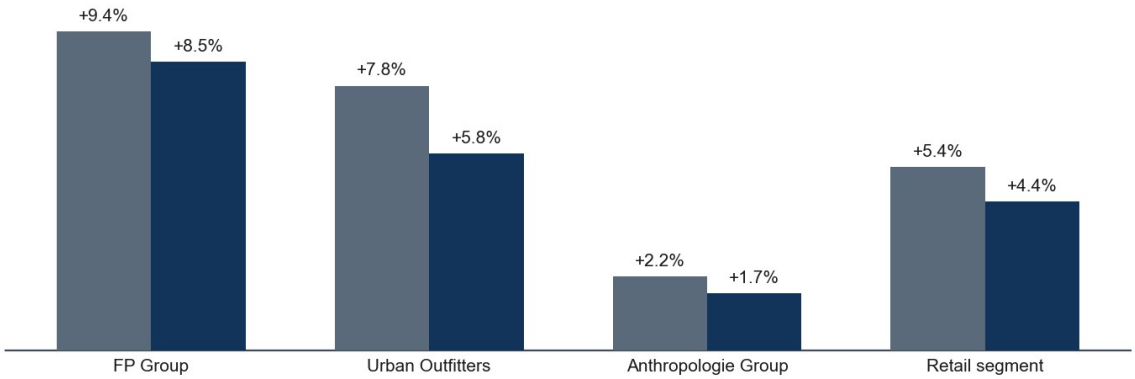
STORES	31 JAN 2026	OPENED	CLOSED	31 OCT 2026
Anthropologie Group	254	6	1	259
FP Group	268	22	2	288
of which FP Movement	88	13	2	99
Urban Outfitters	253	5	4	254
Menus & Venues	9	1	1	9
Company-owned	784	34	8	810
Franchisee-owned	9	0	1	8

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Company store table, nine months ended 31 October 2026.

Comparable Retail sales rose 4.4%, and the company says both store and digital sales grew at a mid single-digit rate. It does not give digital sales in dollars or as a share of the total.

Every brand's comparable sales grew more slowly in Q3 than in the nine months

Comparable Retail segment net sales growth, nine months (light) against Q3 (dark) · %



Source: Urban Outfitters, Inc., Q3 fiscal 2027 press release, 24 November 2026. Company figures.

06 · MARGIN ARCHITECTURE

Gross margin added 26bp to the operating margin and SG&A 64bp

The operating margin rose 90bp: 26bp from gross margin and 64bp from SG&A. The company names four gross-margin drivers: lower initial merchandise costs, helped by a smaller tariff impact and partly offset by inbound freight fuel surcharges; lower delivery expense as a share of sales; lower occupancy cost as a share of sales; and higher Retail markdowns, mainly at Anthropologie Group. It quantifies none of them. SG&A fell as a share of sales because of store payroll and lower incentive-based compensation; marketing and store payroll drove dollar growth.

% OF NET SALES	Q3 FY2027	Q3 FY2026	CHANGE
Cost of sales (excluding store impairment)	62.8%	63.1%	**(19bp)**
Gross profit	37.1%	36.8%	**+26bp**
SG&A	26.8%	27.4%	**(64bp)**
Income from operations	10.3%	9.4%	**+90bp**
Income before income taxes	10.7%	10.0%	**+75bp**
Net income	8.1%	7.6%	**+44bp**

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Ratios as printed; changes are VGR arithmetic on unrounded ratios and match the company's 26bp and 64bp.

The release gives no margin by segment or brand, so the effect of Nuuly's and Wholesale's faster growth on the group mix cannot be measured.

07 · INVENTORY AND WORKING CAPITAL

Inventory grew faster than sales; net trade working capital was flat

Inventory was $924.2m at 31 October, up $84.4m, or 10.1%, on a year earlier, against sales growth of 8.9%. Retail inventory rose 9.2% and comparable Retail inventory 5.6%, above the 4.4% comp; Wholesale inventory rose 21.6%. The company attributes the increase to higher sales and the timing of receipts.

$000	31 OCT 2026	31 OCT 2025	CHANGE
Inventory	924,209	839,793	**+10.1%**
Accounts receivable, net	131,658	95,990	+37.2%
Accounts payable	500,300	381,752	+31.1%
Net trade working capital	555,567	554,031	+0.3%
Inventory days (quarter, x90)	79.5	78.4	**+1.1**

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures. Net trade working capital = receivables + inventory - payables.

Payables rose $118.5m, almost matching the $120.1m rise in inventory and receivables, so net trade working capital was almost unchanged. The release does not explain the 37.2% rise in receivables and gives no inventory figure by brand or age.

08 · BALANCE SHEET AND CASH FLOW

Capex doubled and cash fell $211m since January

Cash plus current and non-current marketable securities was $946.8m at 31 October, against $1,157.8m at 31 January and $963.6m a year earlier. The balance sheet shows no borrowings. Property and equipment rose 21.2% on a year earlier to $1,732.0m and lease liabilities 7.3% to $1,270.7m. Shareholders' equity rose 10.7%.

$000	31 OCT 2026	31 JAN 2026	31 OCT 2025
Cash and marketable securities	946,806	1,157,788	963,576
Property and equipment, net	1,731,970	1,466,236	1,429,403
Operating lease liabilities	1,270,694	1,225,566	1,184,089
Total shareholders' equity	2,992,570	2,815,287	2,704,112
Total assets	5,450,978	5,007,613	4,907,022

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures. Cash includes current and non-current marketable securities; leases are current plus non-current.

The release prints cash flow for the nine months only. Operating cash flow rose 64.7%, helped by a $170.2m inflow from payables and accruals and a $79.1m deferred-tax provision against $5.3m. Capital expenditure rose 100.2% to 8.0% of sales, 3.4 times depreciation. The release does not say what the spending is for.

NINE MONTHS, $000	9M FY2027	9M FY2026	CHANGE
Net cash from operating activities	514,031	312,185	**+64.7%**
Cash paid for property and equipment	(383,202)	(191,447)	**+100.2%**
Free cash flow	130,829	120,738	**+8.4%**
Depreciation and amortization	111,809	94,359	+18.5%
Share repurchases (programme)	(299,996)	(151,935)	+97.4%

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures. Free cash flow = operating cash flow less cash paid for property and equipment.

09 · CAPITAL ALLOCATION AND RETURNS

Buybacks of $300m were 2.3 times free cash flow

In nine months URBN repurchased and retired 4.6 million shares for about $300m, against 3.3 million for about $154m in the whole of the year to January 2026. The $300.0m was 58.4% of operating cash flow and $169.2m more than free cash flow; net sales of marketable securities of $337.7m covered the gap. Shares outstanding fell 4.5% year on year to 85.7m. 10.0 million shares remain under the 2019 authorisation of 20 million.

ITEM	FIGURE	NOTE
Shares repurchased, nine months	4.6m for about $300m	About $65 a share, VGR arithmetic
Prior full year	3.3m for about $154m	Year ended 31 January 2026
Remaining authorisation	10.0m shares	Of 20m authorised 4 June 2019
Shares outstanding	85.7m	From 89.7m a year earlier
Net marketable-securities in-flow	$337.7m	Against $77.7m a year earlier

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures.

The release mentions no dividend and gives no return-on-capital figure. Shareholders' equity rose to $2,992.6m despite the buybacks because nine-month net income was $490.4m.

10 · EARNINGS QUALITY

The quarter is GAAP; the nine months carry a $95.7m tariff refund

The release reconciles adjusted figures for the nine months only and prints no adjustment for the quarter, so the third-quarter results are shown as reported. Net income grew 15.1% against 19.2% for operating income: the tax rate rose 1.2 points to 24.8%, which the company attributes to the ratio of foreign to global taxable earnings, and other income fell $1.8m.

QUALITY CHECK	Q3 FY2027	Q3 FY2026	READING
Effective tax rate	24.8%	23.6%	**+1.2pt**
Other income / pre-tax income	3.5%	5.3%	Smaller share
Store impairment, $000	998	1,989	**Lower**
Diluted share count	86.8m	91.3m	**(4.9%)**
EPS growth less net income growth	5.2pt		Fewer shares

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures.

Over nine months, operating cash flow of $514.0m exceeded net income of $490.4m, although the deferred-tax provision of $79.1m and the payables inflow both supported it. SG&A for the nine months included a $6.9m benefit, 14bp, from reversing a litigation accrual, which the company did not adjust out.

11 · NINE MONTHS AND THE TARIFF REFUND

Adjusted for the refund, nine-month net income rose 8.3%

Nine-month net income was $490.4m, up 33.0%, and diluted EPS $5.61 against $4.01. The company adjusts out $95.7m of IEEPA tariff refunds recorded in cost of sales, $4.4m of related interest income and a $16.2m tax benefit from releasing a valuation allowance. On that basis net income was $399.3m, up 8.3%, and diluted EPS $4.57. The adjusted gross margin was flat, up 5bp, against 204bp on the GAAP figure.

NINE MONTHS, $000	GAAP	ADJUSTED	9M FY2026
Gross profit	1,881,711	1,786,051	1,618,552
Gross margin	39.1%	37.1%	37.1%
Income from operations	600,499	504,839	446,933
Operating margin	12.5%	10.5%	10.2%
Effective tax rate	21.3%	23.6%	22.2%
Net income	490,431	399,340	368,652
Diluted EPS ($)	5.61	4.57	4.01

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Company non-GAAP reconciliation; FY2026 had no adjustments.

Adjusted nine-month operating income rose 13.0% and the margin 26bp. The release gives no outlook for the fourth quarter or the year, and does not say whether further refunds are expected.

12 · DISCLOSURE DELTA AND METRICS NOT REPORTED

Ten measures are not reported in the release

METRIC	STATUS	WHAT IT WOULD SETTLE
Guidance or outlook	not disclosed	Whether Q3's slowdown is expected to continue
Operating income by segment or brand	not disclosed	Which brands drove the 90bp
Gross margin by segment	not disclosed	The mix effect of Nuuly and Wholesale
Digital sales and penetration	not disclosed	The mid single-digit claim in numbers

METRIC	STATUS	WHAT IT WOULD SETTLE
Constant-currency growth and regions	not disclosed	European contribution
Year-ago store count and selling space	not disclosed	Productivity of new stores
Three-month cash flow and capex	not disclosed	The quarter's cash generation
Purpose of the capex increase	not disclosed	Return on $383m spent
Nuuly subscriber count and profit	not disclosed	Economics of the fastest-growing unit
IEEPA refunds by quarter	not disclosed	Whether Q3 included any refund

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026.

13 · THE COMPANY'S ACCOUNT, TESTED

Two of five claims are supported by the disclosed figures, one partially

CLAIM	TEST	DISPOSITION
"record third-quarter sales and earnings per share"	Q3 sales and EPS exceed Q3 FY2026; earlier years are not in the release	Not verifiable from the disclosure.
"Every brand and segment contributed positively"	All five brands and three segments grew	Supported by the disclosed figures.
"mid single-digit positive growth in both retail store sales and digital channel sales"	No store or digital figure is printed; Retail comp +4.4%	Not verifiable from the disclosure.
Inventory growth "due to the increase in net sales and timing of inventory receipts"	Inventory +10.1% against sales +8.9%; comparable inventory +5.6% against comp +4.4%	Partially supported.
Gross margin rose 26 basis points	37.09% against 36.83% on the $000 figures	Supported by the disclosed figures.

Source: Urban Outfitters, Inc., third-quarter fiscal 2027 press release, 24 November 2026. Changes, shares and contributions are VGR arithmetic on the disclosed $000 figures.

14 · METHOD, SOURCES AND PRECISION

Method, sources and precision

All figures come from the press release named in the Executive Summary, read in full on the company's investor-relations page on 25 November 2026; no Form 8-K had been filed. The figures are unaudited. Growth, contributions and ratios are calculated from the $000 tables; where the company prints a rate, its rate is shown. First-half figures are nine months less the third quarter. Adjusted measures are the company's non-GAAP measures as reconciled for the nine months.

ITEM	PRECISION	NOTE
Sales, profit and margin changes	Exact	Calculated from disclosed $000 figures
Retail growth outside the comp	Approximate	Difference of two company rates
Nuuly revenue per subscriber	Approximate	Ratio of two company rates
Average buyback price	Approximate	Company figures are rounded
Inventory days	Indicative	Quarter-end balance on one quarter's costs

VGR precision register.

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Analysis by Pau Almar, VGR.

METHODOLOGY

VGR Standardised Financial Analysis Methodology v5. Arithmetic before language; every finding names the disclosure that would settle it.

PRIMARY SOURCE

Urban Outfitters, Inc. (NASDAQ: URBN), "URBN Reports Record Q3 Sales and Profits", press release, 24 November 2026. https://investor.urbn.com/news-releases/news-release-details/urbn-reports-record-q3-sales-and-profits

WORKING RECORD

Urban Outfitters_Q3 FY2027_Source_Figures.md, with company-disclosed figures, VGR arithmetic and metrics not reported in separate parts, alongside the saved source text.

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