FY18
Calvin Klein summary

FINANCIAL HISTORY

<table>
<thead>
<tr>
<th>($ in millions)</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>$3,135</td>
<td>$3,462</td>
<td>$3,731</td>
</tr>
<tr>
<td>EBIT*</td>
<td>$425</td>
<td>$411</td>
<td>$419</td>
</tr>
<tr>
<td>EBIT Margin*</td>
<td>13.6%</td>
<td>11.9%</td>
<td>11.2%</td>
</tr>
</tbody>
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*2016 and 2018 EBIT figures exclude certain amounts that were deemed non-recurring or non-operational. See second page for GAAP to non-GAAP reconciliations

BUSINESS STRATEGIES

Being consumer-centric and enhancing global brand relevance through marketing campaigns and consumer engagement initiatives designed to drive growth and further resonate with youth-minded consumers.

Commercializing the CALVIN KLEIN creative vision to drive product improvement and expansion, particularly within men’s and women’s sportswear, performance apparel, jeanswear, accessories and women’s intimates.

Expanding our distribution by increasing our digital businesses and growing our presence in specialty stores.

Identifying operating efficiencies across the business to drive improvements in our operating margins.

Sharpening our processes and personalizing our customer relationships as we enhance our data capabilities.

Enhancing our supply chain to react more quickly to emerging business trends.

Gaining greater control of the brand by acquiring licensed businesses to operate them directly.

BRAND OVERVIEW

CALVIN KLEIN JEANS EST. 1978

CALVIN KLEIN JEANS EST. 1978 reflects a different facet of the brand’s legacy and its distinct and unique viewpoint on the aesthetic of America. The line fuses the timeless iconography of CALVIN KLEIN’s legacy with the sensibilities of today’s youth culture.

CK CALVIN KLEIN

Our “contemporary” brand, offering modern, sophisticated items including apparel and accessories.

CALVIN KLEIN

Our “master” brand, offering men’s and women’s sportswear, outerwear, fragrance, accessories, footwear, men’s dress furnishings, women’s dresses, suits and handbags, and items for the home.

CALVIN KLEIN JEANS

The casual expression of the CALVIN KLEIN brand with roots in denim, offering men’s and women’s jeanswear, related apparel and accessories. CALVIN KLEIN jeanswear is known for its unique details and innovative washes.

CALVIN KLEIN UNDERWEAR

Known across the globe for provocative, cutting-edge products and marketing campaigns and consistently delivering innovative designs with superior fit and quality. Offerings include men’s and women’s underwear, women’s intimates, sleepwear and loungewear.

CALVIN KLEIN PERFORMANCE

Built on the foundation of innovation, fit and function. Designs are fashion-inspired and feature trend-driven, modern pieces that unite innovative fabric technology with classic American design elements.

Visit us at pvh.com
2018 GLOBAL RETAIL SALES OVERVIEW

<table>
<thead>
<tr>
<th>Region</th>
<th>Stores</th>
</tr>
</thead>
<tbody>
<tr>
<td>~185 stores</td>
<td>North America (1)</td>
</tr>
<tr>
<td>~100 stores</td>
<td>Latin America (4)(5)</td>
</tr>
<tr>
<td>~1,130 stores</td>
<td>Europe (2)(6)</td>
</tr>
<tr>
<td>~2,700 stores</td>
<td>Asia Pacific (3)(7)</td>
</tr>
</tbody>
</table>

Global retail sales by region:
- North America (1): 2%
- Europe (2): 16%
- Asia Pacific (3): 26%
- Latin America (4): 56%

Digital commerce (Owned & third party)

EBIT RECONCILIATIONS

<table>
<thead>
<tr>
<th>Year</th>
<th>GAAP EBIT</th>
<th>Adjustments</th>
<th>Non-GAAP EBIT</th>
<th>Non-GAAP EBIT %</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018(1)</td>
<td>$378</td>
<td>$(41)</td>
<td>$419</td>
<td>11.2%</td>
</tr>
<tr>
<td>2016(2)</td>
<td>$334</td>
<td>$(91)</td>
<td>$425</td>
<td>13.6%</td>
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</tbody>
</table>

(1) Adjustments for 2018 represent the costs incurred related to the restructuring associated with the strategic changes for our Calvin Klein business announced in January 2019.
(2) Adjustments for 2016 represent the elimination of (i) the costs incurred in connection with our integration of The Banana Republic Group, Inc. and the related restructuring; (ii) the noncash gain recorded in connection with the deconsolidation of our subsidiary that principally operated and managed our Calvin Klein business in Mexico in connection with the formation of a joint venture in Mexico to operate that and other businesses; and (iii) the costs incurred in connection with the restructuring associated with the global creative strategy for CALVIN KLEIN.