











# Annual Meeting of Shareholders

Gap Inc.













### Sabrina Simmons

**Chief Financial Officer** 

Gap Inc.

#### 2013 accomplishments

Net sales grew to over \$16.1B, up 5% on constant currency basis

Revenue mix successfully shifting to higher return channels

Operating margin expanded 90 bps

EPS grew 18%

#### Five year track record

Net sales increased \$1.6 billion

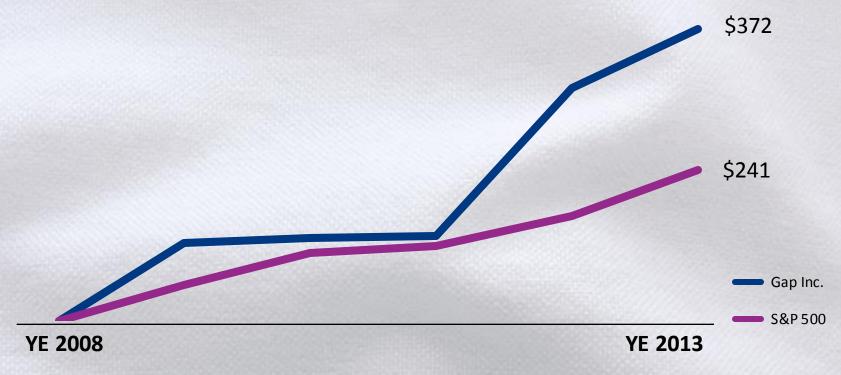
Operating margin expansion of about 260 basis points

15% earnings per share CAGR

Generated about \$6B in free cash flow

Distributed nearly \$8B in cash through share repurchases and dividends

#### **Total shareholder return**



Assumes \$100 investment on 1/31/2009

# Our competitive advantage: multi-channel

#### **Multiple brands**





**BANANA REPUBLIC** 



Developing







**Multiple channels** 

**Specialty** 

Outlet

**Online** 

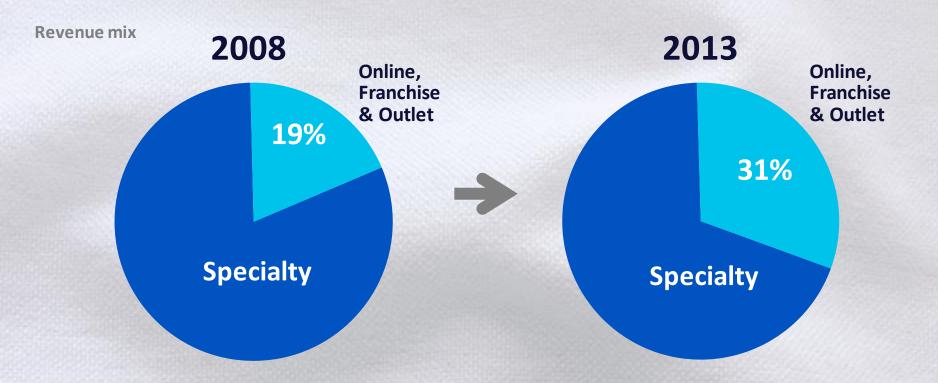
**Franchise** 

Multiple geographies

**Operating in 48 countries** 

Future growth focused on Asia

#### Balanced portfolio across channels



#### Balanced approach to driving value

Grow sales with healthy margins

+ Leverage expenses

**Expand operating margin** 

**Grow earnings per share** 

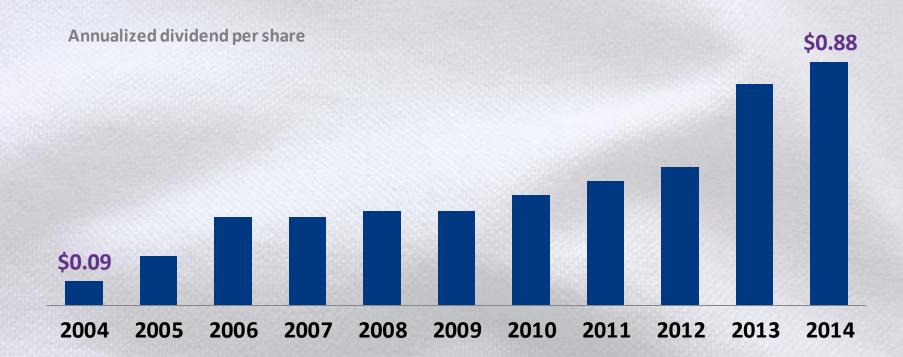
Distribute excess cash

Excluding impact of foreign exchange

#### Cash flow & shareholder distributions

In billions	2009	2010	2011	2012	2013	5 Year Average
Operating Cash Flow	\$1.9	\$1.7	\$1.4	\$1.9	\$1.7	\$1.7
Free Cash Flow	\$1.6	\$1.2	\$0.8	\$1.3	\$1.0	\$1.2
Total Distributions	\$0.8	\$2.2	\$2.3	\$1.3	\$1.3	\$1.6

#### **Dividends**



#### Share repurchases driving value

630M

shares repurchased since 2004, or more than **50%**\* of shares outstanding

~\$21

10 year average repurchase price

~84%

YE 2013 price 84% higher than 10 year average repurchase price

\* Calculated by comparing weighted-average shares outstanding for FY13 with FY04













## Thank you

Gap Inc.