



# Sabrina Simmons

**Executive Vice President  
and Chief Financial Officer**

Gap Inc.

# Disclosure Statement

## **Forward-Looking Statements**

The investor conference, webcast, and related materials contain forward-looking statements within the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. All statements other than those that are purely historical are forward-looking statements. Forward-looking statements include statements regarding future financial results, strategic initiatives and expansion plans, and returning cash to shareholders.

Because these forward-looking statements involve risks and uncertainties, there are important factors that could cause our actual results to differ materially from those in the forward-looking statements. Information regarding factors that could cause results to differ can be found in our April 16, 2014 press release regarding this investor conference and our Annual Report on Form 10-K for the fiscal year ended February 1, 2014, both of which are available on [gapinc.com](http://gapinc.com).

These forward-looking statements are based on information as of April 16, 2014. We assume no obligation to publicly update or revise our forward-looking statements even if experience or future changes make it clear that any projected results expressed or implied therein will not be realized.

## **SEC Regulation G**

This investor conference and webcast include the non-GAAP measures free cash flow, return on invested capital, and net sales growth on a constant currency basis. The description or reconciliation to GAAP of these financial measures is included in this webcast or the company's February 27, 2014 earnings press release, which is available on [gapinc.com](http://gapinc.com).

# 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**



# Balanced approach to driving value

Grow sales  
with healthy  
margins

+

Leverage  
expenses

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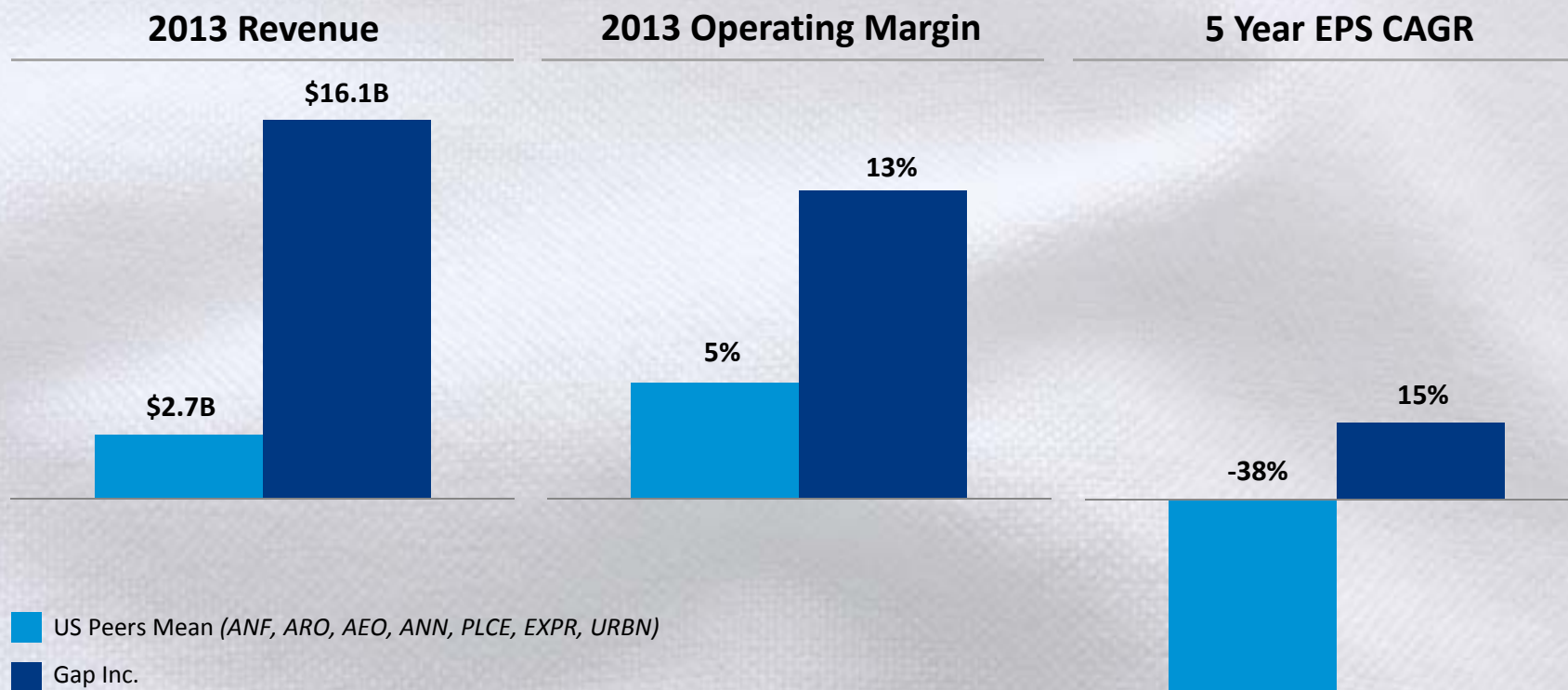
Expand operating margin

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Grow earnings per share

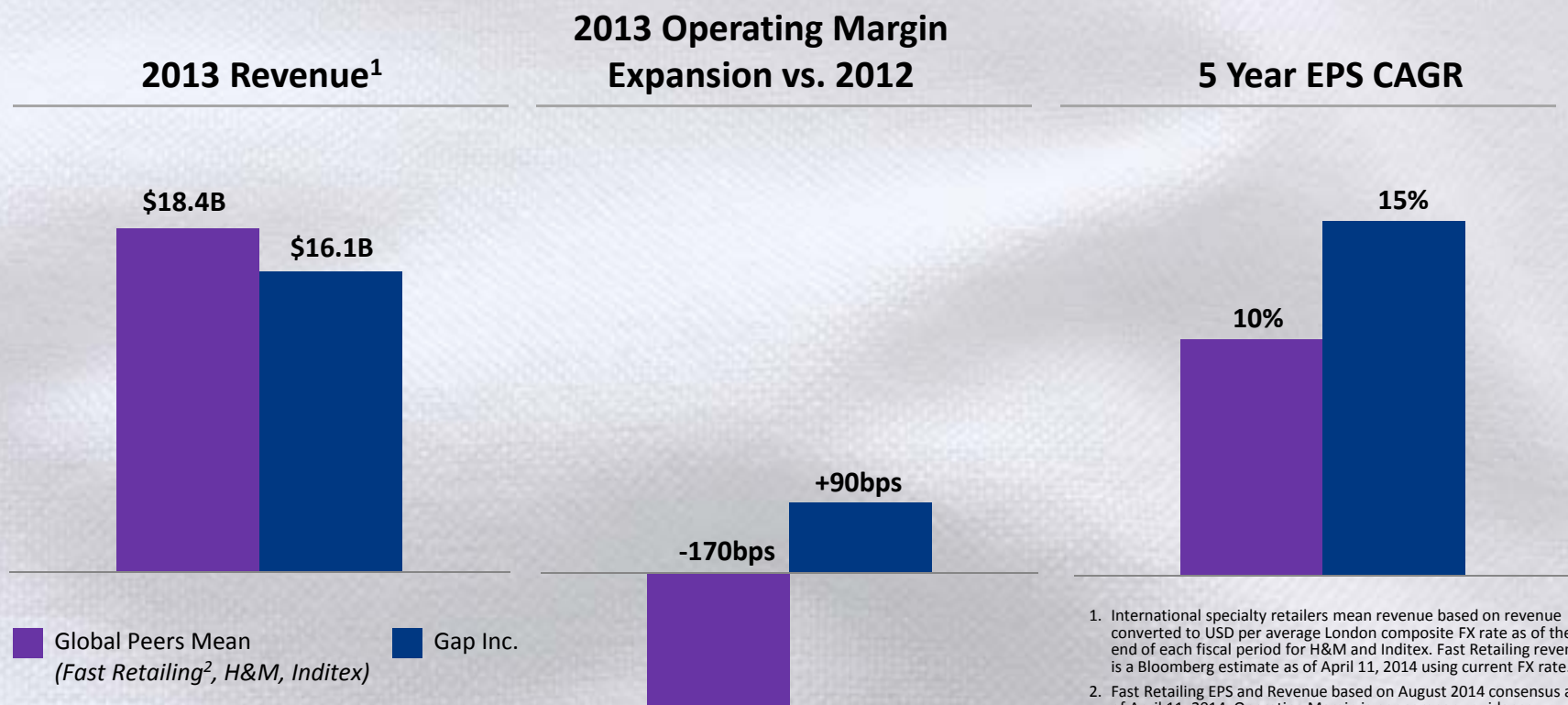
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Distribute excess cash

Excluding impact of foreign exchange

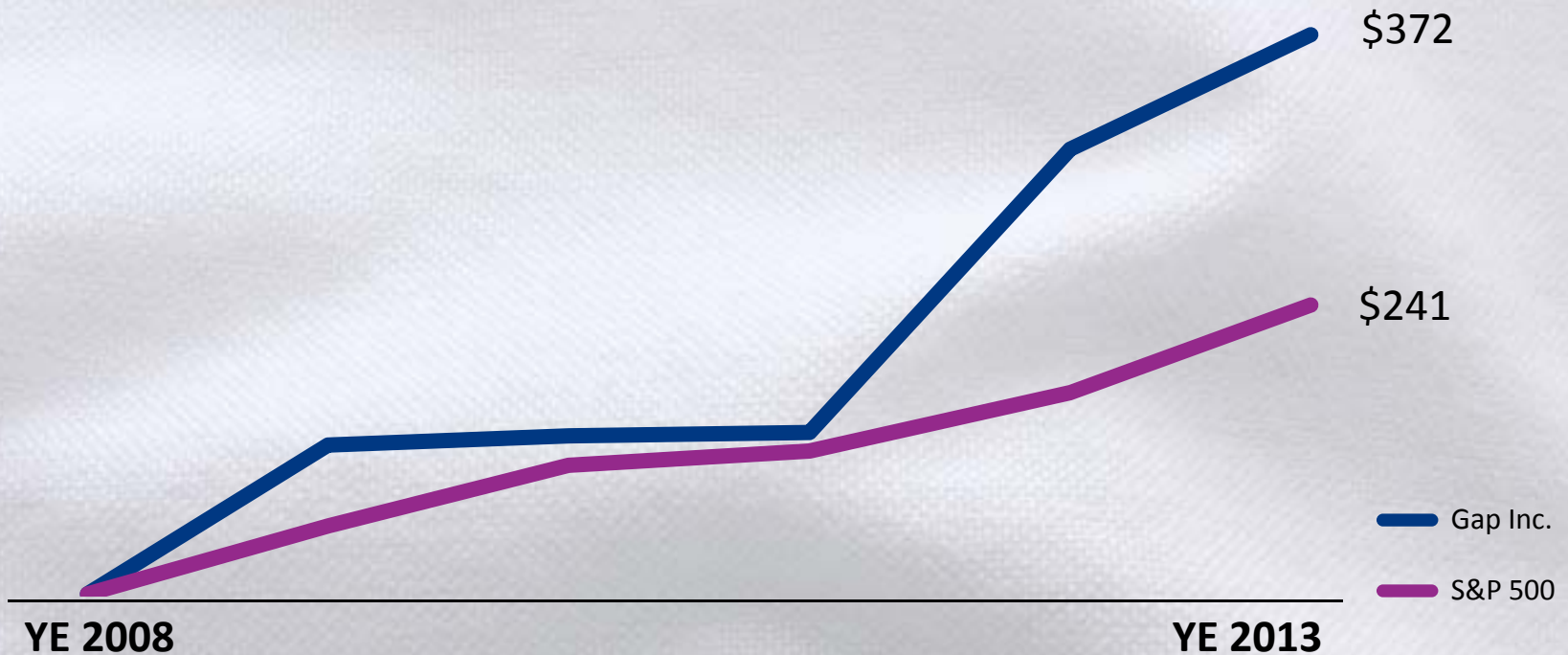
# Leading the domestic competition



# Progress against global competition



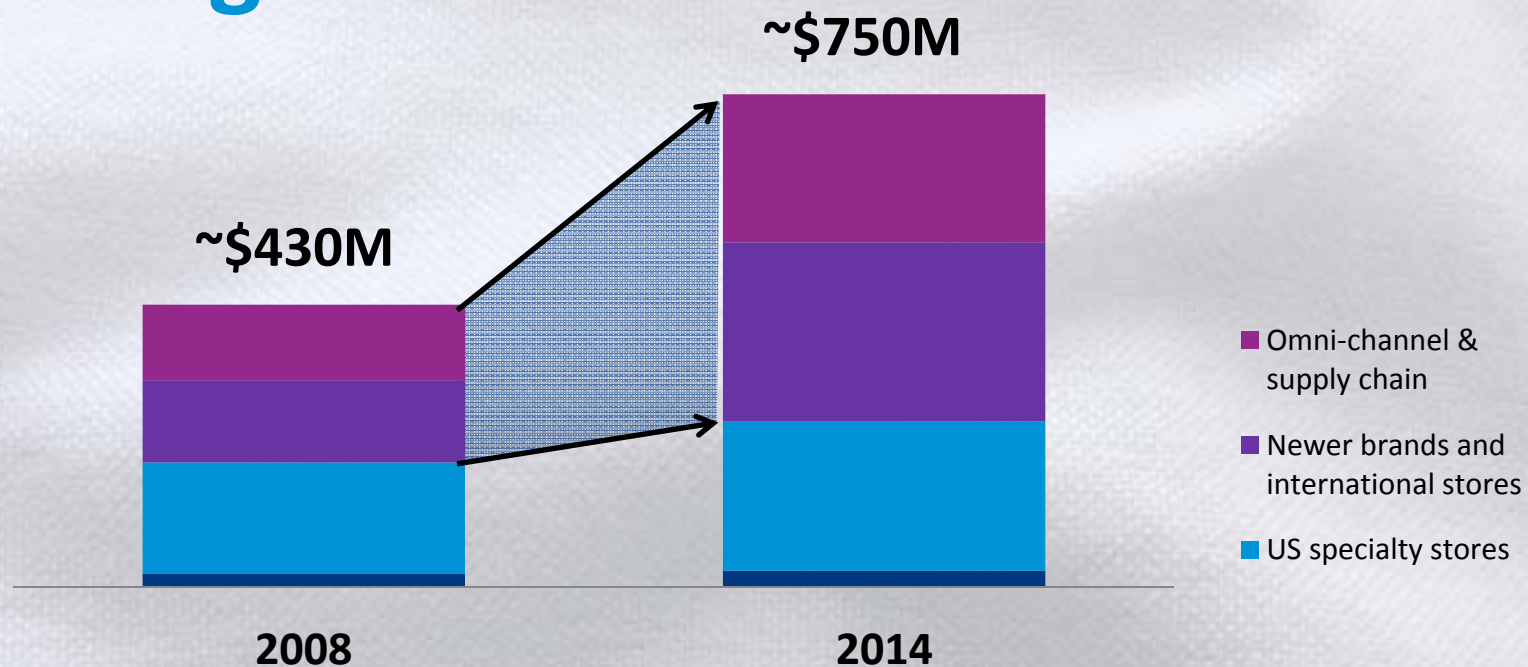
# Total shareholder return



Assumes \$100 investment on 1/31/2009

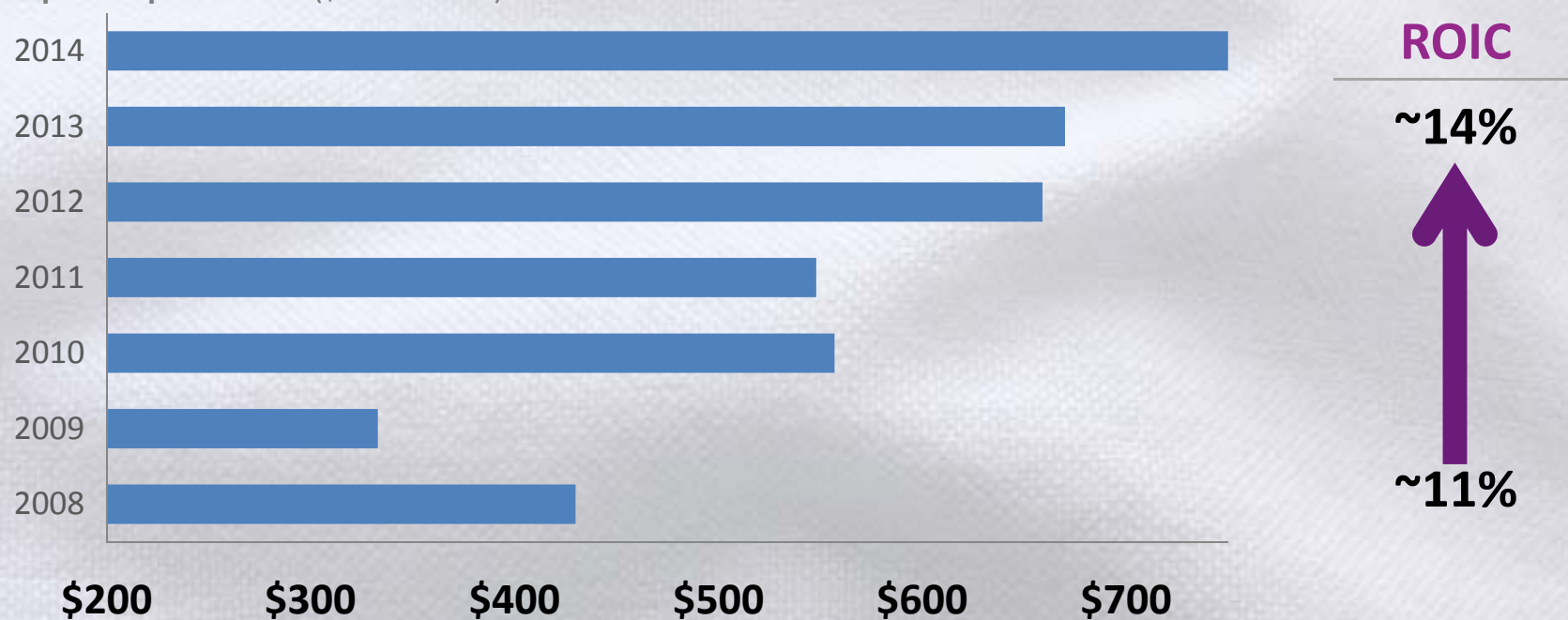


# Capital expenditures: supporting future growth



# Capital expenditures and ROIC

Capital expenditures (\$ in millions)



ROIC is defined as Net Operating Profit After Tax (NOPAT)/Average Invested Capital. NOPAT is adjusted for implied lease interest expense; Invested capital is total operating assets including implied present value of minimum lease obligations, less operating liabilities.

# Our competitive advantage: multi-channel

## Multiple brands

Global



BANANA REPUBLIC



Developing



ATHLETA



INTERMIX

## Multiple channels

Specialty

Outlet

Online

Franchise

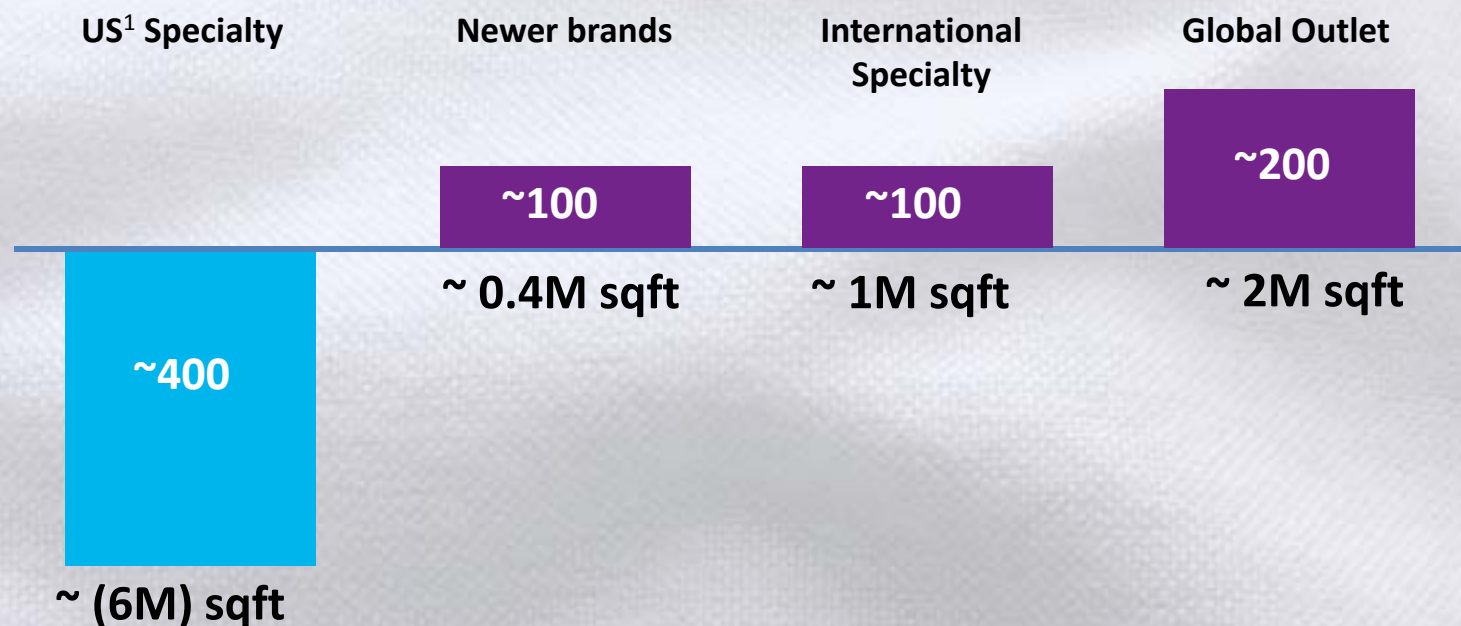
## Multiple geographies

Operating in  
48 countries

Future growth  
focused  
on Asia

# Stores: shifting the mix

Store count growth (2008-2013)



1. US Specialty includes Gap, Old Navy, and Banana Republic



# Stores: focus of growth

US



Asia



Global Outlet

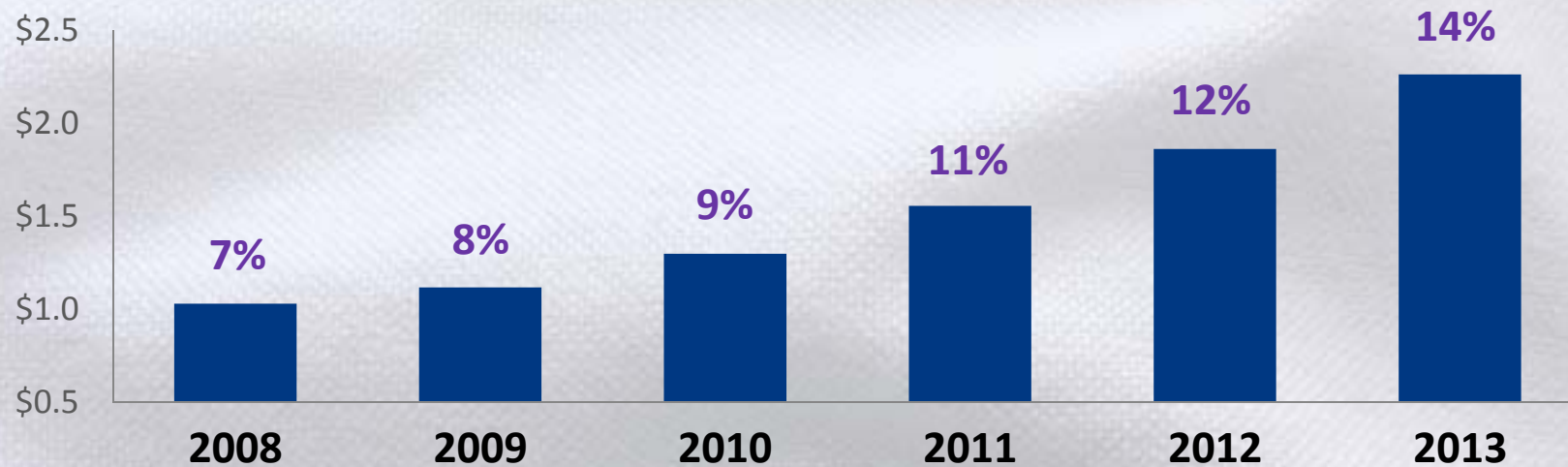


BANANA REPUBLIC  
FACTORY STORE

# Online: growing sales

Online penetration to total sales

Revenue (\$ in billions)



# Online: healthy penetration growth

	<u>2008</u>	<u>2013</u>	<u>Change</u>
Online penetration	7%	14%	7pts
Company-owned store sales	~\$13.3 billion	~\$13.5 billion	~\$200 million
Total square footage	~39.5 million	~37.2 million	(~2.3 million)

# Online: 2013 penetration by region





# Franchise: ample growth ahead

**High return, low capital channel**

**Launched in 2006, ended 2013 with 375 stores**

**Expect to add 75 more stores in 2014**

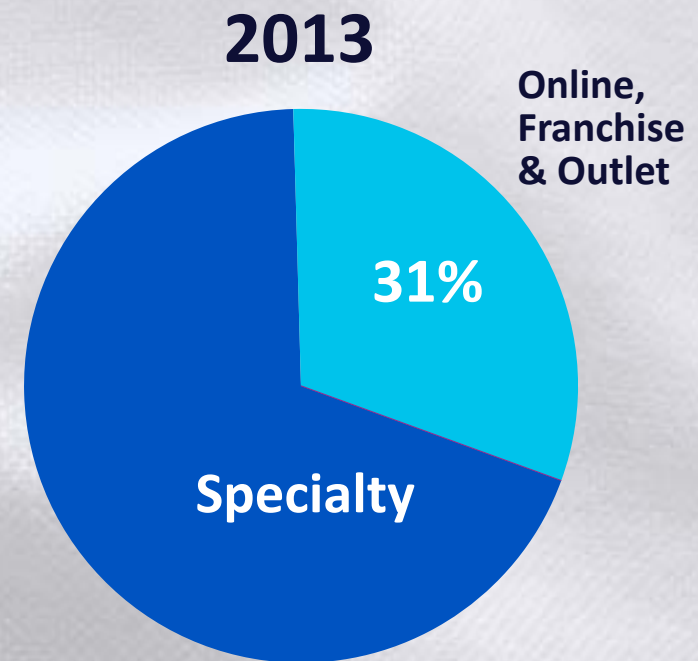
**Ample growth ahead, especially with Old Navy launching stores**



Old Navy's first franchise store:  
launched March 2014 in the Philippines

# Balanced portfolio across channels

Revenue mix



# Revenue growth: #1 priority





# Merchandise margin

**Our goal is to maintain healthy margins through:**

**Product acceptance**

**Supply chain initiatives**

**Disciplined inventory management**





# Expenses

## Rent, Occupancy, and Depreciation

Sales mix shift towards regions with higher ROD costs (i.e. China)

Threshold for ROD leverage likely higher going forward

More modest leverage on each point of positive comp than in years past

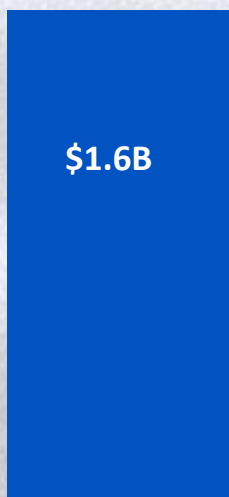
## Operating Expenses

Leverage SG&A as a rate of sales with revenue growth

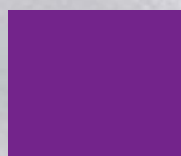
# Disciplined expense management

Sales vs. expense growth (2008-2013)

Sales \$ Growth

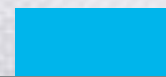


SG&A \$ Growth



110 bps leverage improvement

ROD \$ Growth



140 bps leverage improvement

# 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

# Shareholder distributions

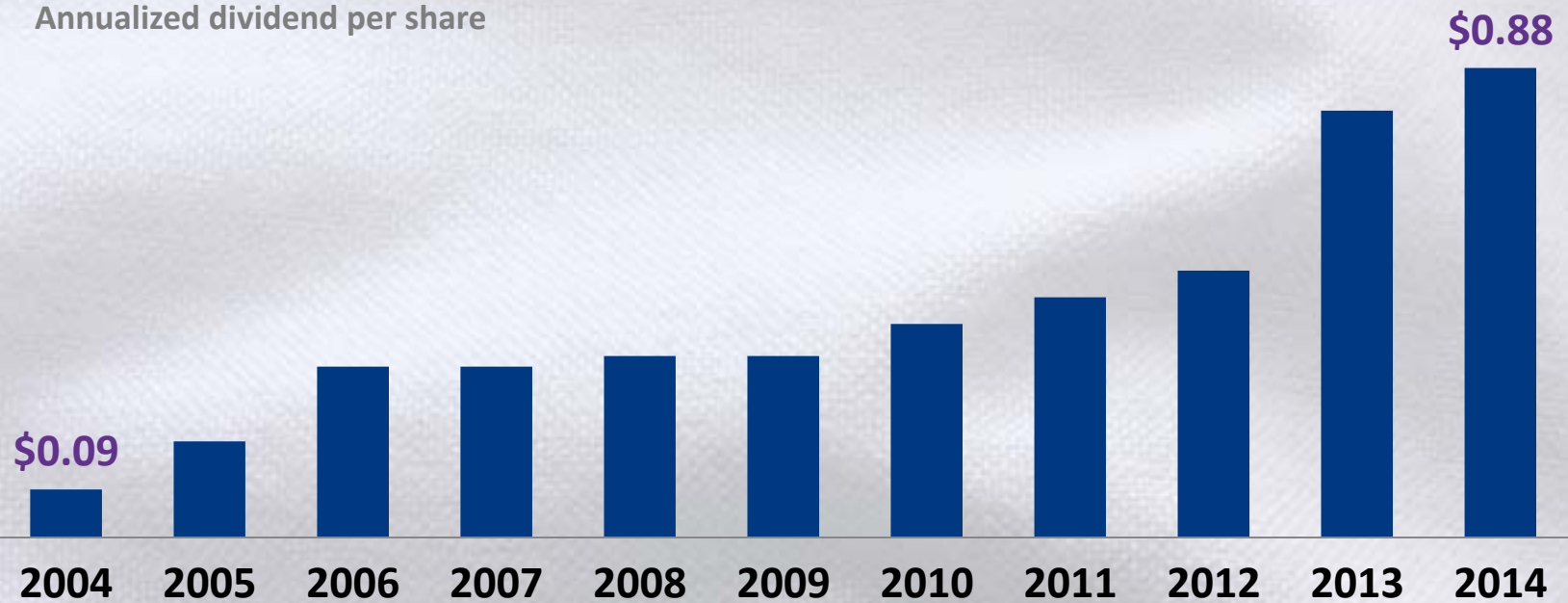
## Our priorities for use of cash:

- 1** Invest in the business
- 2** Maintain cash on the balance sheet to fund operating needs
- 3** Distribute excess cash



# Dividends

Annualized dividend per share



# 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.