



FY 2017 Second Quarter Earnings Supplemental Information

November 10, 2016

Forward-Looking Statements



Certain statements in this presentation and other oral and written statements made by Vista Outdoor from time to time are forward-looking statements, including those that discuss, among other things: Vista Outdoor's plans, objectives, expectations, intentions, strategies, goals, outlook or other non-historical matters; projections with respect to future revenues, income, earnings per share or other financial measures for Vista Outdoor; and the assumptions that underlie these matters. The words 'believe', 'expect', 'anticipate', 'intend', 'aim', 'should' and similar expressions are intended to identify such forward-looking statements. To the extent that any such information is forward-looking, it is intended to fit within the safe harbor for forward-looking information provided by the Private Securities Litigation Reform Act of 1995.

Numerous risks, uncertainties and other factors could cause Vista Outdoor's actual results to differ materially from expectations described in such forward-looking statements, including the following: general economic and business conditions in the U.S. and Vista Outdoor's other markets, including conditions affecting employment levels, consumer confidence and spending, and other economic conditions affecting demand for our products and the financial health of our customers; Vista Outdoor's ability to attract and retain key personnel and maintain and grow its relationships with customers, suppliers and other business partners, including Vista Outdoor's ability to obtain acceptable third party licenses; Vista Outdoor's ability to adapt its products to changes in technology, the marketplace and customer preferences; Vista Outdoor's ability to maintain and enhance brand recognition and reputation; reductions, unexpected changes in or our inability to accurately forecast demand for ammunition, firearms or accessories or other outdoor sports and recreation products; risks associated with Vista Outdoor's sales to significant customers, including unexpected cancellations, delays and other changes to purchase orders; supplier capacity constraints, production disruptions or quality or price issues affecting Vista Outdoor's operating costs; Vista Outdoor's competitive environment; risks associated with compliance and diversification into international and commercial markets; the supply, availability and costs of raw materials and components; increases in commodity, energy and production costs; changes in laws, rules and regulations relating to Vista Outdoor's business, such as federal and state firearms and ammunition regulations; Vista Outdoor's ability to execute its long-term growth strategy, including our ability to complete and realize expected benefits from acquisitions and integrate acquired businesses; Vista Outdoor's ability to take advantage of growth opportunities in international and commercial markets; foreign currency exchange rates and fluctuations in those rates; the outcome of contingencies, including with respect to litigation and other proceedings relating to intellectual property, product liability, warranty liability, personal injury and environmental remediation; risks associated with cybersecurity and other industrial and physical security threats; capital market volatility and the availability of financing; changes to accounting standards or policies; and changes in tax rules or pronouncements.

Vista Outdoor undertakes no obligation to update any forward-looking statements. For further information on factors that could impact Vista Outdoor, and statements contained herein, please refer to Vista Outdoor's filings with the Securities and Exchange Commission, including the company's annual report on Form 10-K and any subsequent quarterly reports on Form 10-Q and current reports on Form 8-K filed with the U.S. Securities and Exchange Commission.

Second Quarter Highlights



- ❑ Second Quarter
 - Sales of \$684 million
 - Adjusted fully-diluted* earnings per share of \$0.74
 - Free cash flow* (\$48) million

- ❑ Share Repurchases
 - Q2 FY17 ~1.1M shares for \$44 million; including ~ 678M shares for \$29 million under the original \$200 million dollar plan, which is now completed
 - Q3 FY17 QTD ~724K for \$28 million
 - Inception-to-date repurchased approximately 5.6M shares for \$243 million through November 10, 2016

- ❑ Reaffirms FY17 Guidance
 - Sales of \$2.72 - \$2.78 billion
 - Interest expense of ~ \$45 million
 - Tax rate of ~37%
 - Adjusted earnings per share of \$2.65 - \$2.85
 - Capital expenditures of ~\$90 million
 - Free cash flow* of \$130 - \$160 million

* Non-GAAP financial measure. See reconciliation table for details.

Outdoor Products



(\$ millions)	Second Quarter		
	Q2 FY17	Q2 FY16	YoY Change
Sales	\$321	\$213	50.6%
Adjusted Gross Profit*	\$84	\$58	44.8%



Jimmy Styks



GIRO



CAMELBAK®



Bushnell

CAMP CHEF
THE WAY TO COOK OUTDOORS®

bolle



Year-over-year change

- Sales increase driven by:
 - Impact of acquisitions
 - Organic sales up 1% versus prior-year primarily impacted by increased sales in tactical products, hydration systems, shooting accessories and eyewear
 - Partially offset by lower optics sales and increased promotional activity across the portfolio
- Adjusted Gross profit increase:
 - Impact of acquisitions
 - Organic profit down 9% year over year due to increased promotional activity

* Non-GAAP financial measure. See reconciliation table for details.

Shooting Sports



(\$ millions)	Second Quarter		
	Q2 FY17	Q2 FY16	YoY Change
Sales	\$364	\$338	7.4%
Gross Profit	\$102	\$92	10.8%



Year-over-year change

- Sales increase driven by:
 - Strong performance domestically and internationally across ammunition and firearms portfolio
 - Timing of International Sales of centerfire ammunition
- Gross profit increase:
 - Increased overall volume
 - Product mix





- ❑ Second Quarter versus prior-year quarter
 - Adjusted operating expenses* were \$109 million compared to \$79 million, increase due to additional operating expenses incurred by acquired businesses and ongoing selling, marketing and R&D investments, as we discussed previously
 - Adjusted tax rate was 33.3 percent, compared to 37.8 percent due to a settlement of the examination by the IRS of the fiscal 2013 and 2014 tax returns in the current quarter
 - Interest expense was approximately \$10 million compared to \$7 million, increase due to an increase in the average debt balance due to acquisitions

* Non-GAAP financial measure. See reconciliation table for details.

FY 2017 Outlook



Current FY 2017 Guidance

Sales	\$2.72 - \$2.78 billion
Interest expense*	~\$45 million
Tax Rate	~37%
Earnings per Share**	\$2.65 - \$2.85
Capital Expenditures	~\$90 million
Free Cash Flow***	\$130 - \$160 million

* Includes amortization of financing costs and write off of deferred financing fees

** Excludes impact of transition/transaction expense, acquisition claim settlement gain, contingent consideration revaluation and inventory step-up

*** Non-GAAP financial measure. See reconciliation table for details



Appendix

- Reconciliation to GAAP Measures

Non-GAAP Financial Measures



Gross Profit, Operating Profit and Earnings Per Share

The adjusted cost of sales, gross profit, operating expenses, operating profit (adjusted EBIT), adjusted tax rate, and adjusted earnings per share (adjusted EPS) presented above are non-GAAP financial measures that Vista Outdoor defines as gross profit, operating profit (EBIT), tax rate and EPS excluding, where applicable, the impact of a gain recorded on an acquisition claim settlement, costs incurred in the period for completed and potential transactions, transition costs for the Action Sports acquisition, facility rationalization costs and acquisition inventory step-up. Vista Outdoor management is presenting these measures so a reader may compare gross profit, EBIT, tax rate and EPS excluding these items, as the measures provide investors with an important perspective on the operating results of the company. Vista Outdoor management uses these measurements internally to assess business performance, and Vista Outdoor's definition may differ from those used by other companies.

Quarter ended October 2, 2016:

	Cost of Sales	Gross Profit	Operating Expenses	Operating Profit	Income Tax	Income Tax Rate	Net Income	EPS
As reported	\$ 498,903	\$ 185,409	\$ 80,846	\$ 104,563	\$ 21,196	22.4%	\$ 73,224	\$ 1.22
Acquisition claim settlement gain, net	—	—	30,027	(30,027)	143		(30,170)	(0.50)
Transaction and transition costs	—	—	(2,067)	2,067	779		1,288	0.02
As adjusted	\$ 498,903	\$ 185,409	\$ 108,806	\$ 76,603	\$ 22,118	33.3%	\$ 44,342	\$ 0.74

Quarter ended October 4, 2015:

	Cost of Sales	Gross Profit	Operating Expenses	Operating Profit	Income Tax	Income Tax Rate	Net Income	EPS
As reported	\$ 402,353	\$ 149,024	\$ 88,281	\$ 60,743	\$ 21,505	39.7%	\$ 32,675	\$ 0.52
Transaction costs	—	—	(6,735)	6,735	1,519		5,216	0.08
Facility rationalization	—	—	(2,185)	2,185	830		1,355	0.02
Inventory step-up	(538)	538	—	538	204		334	0.01
As adjusted	\$ 401,815	\$ 149,562	\$ 79,361	\$ 70,201	\$ 24,058	37.8%	\$ 39,580	\$ 0.63

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures



Gross Profit, Operating Profit and Earnings Per Share

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Outdoor Products		
Quarter ended October 4, 2015:		
	Cost of Sales	Gross Profit
As reported	\$ 155,664	\$ 57,314
Inventory step-up	(538)	538
As adjusted	\$ 155,126	\$ 57,852

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures



Free Cash Flow

Free cash flow is defined as cash provided by operating activities less capital expenditures and excluding an acquisition claim settlement, and transaction and transition costs net of taxes incurred to date. Vista Outdoor management believes free cash flow provides investors with an important perspective on the cash available for debt repayment, share repurchases and acquisitions after making the capital investments required to support ongoing business operations. Vista Outdoor management uses free cash flow internally to assess both business performance and overall liquidity.

	Six months ended October 2, 2016	Six months ended October 4, 2015	Projected year ending March 31, 2017
Cash provided by operating activities	\$ 10,183	\$ 17,495	\$246,904–\$276,904
Capital expenditures	(31,117)	(17,216)	~(90,000)
Acquisition claim settlement gain, net	(30,027)	—	(30,027)
Transaction and transition costs paid to date, net of tax	3,123	4,413	3,123
Free cash flow	\$ (47,838)	\$ 4,692	\$130,000–\$160,000

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures



Adjusted Earnings Per Share – Guidance Reconciliation Table

The projected adjusted earnings per share (EPS), excluding the impact of a gain due to an acquisition claim settlement, costs incurred for completed and potential transactions, transition costs for the Action Sports acquisition, changes in value of future payments of contingent consideration, and acquisition inventory step-up, is a non-GAAP financial measure that Vista Outdoor defines as EPS excluding the impact of these items. Vista Outdoor management is presenting this measure so a reader may compare EPS, excluding these items, as this measure provides investors with an important perspective on the operating results of the company. Vista Outdoor management uses this measurement internally to assess business performance, and Vista Outdoor's definition may differ from those used by other companies.

Current FY17 Full-Year Adjusted EPS Guidance		
	Low	High
EPS guidance including acquisition claim settlement, contingent consideration revaluation, transaction and transition costs, and inventory step-up incurred to date	\$ 3.13	\$ 3.33
Acquisition claim settlement gain, net	(0.50)	(0.50)
Contingent consideration	(0.04)	(0.04)
Transaction and transition costs incurred to date	0.05	0.05
Inventory step-up	0.01	0.01
Adjusted EPS guidance	\$ 2.65	\$ 2.85