



FY 2019

First Quarter Earnings

Supplemental Information

August 9, 2018

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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 United States and Vista Outdoor's other markets outside the United States, including conditions affecting employment levels, consumer confidence and spending, conditions in the retail environment, 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, including our ability to respond to shifting preferences of the end consumer from brick and mortar retail to online retail; Vista Outdoor's ability to maintain and enhance brand recognition and reputation; use of social media to disseminate negative commentary and boycotts; reductions, in or 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 retail 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; changes in the current tariff structures; 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.

You are cautioned not to place undue reliance on any forward-looking statements we make. Vista Outdoor undertakes no obligation to update any forward-looking statements except as otherwise required by law. 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.

Consolidated Results – Q1 FY19

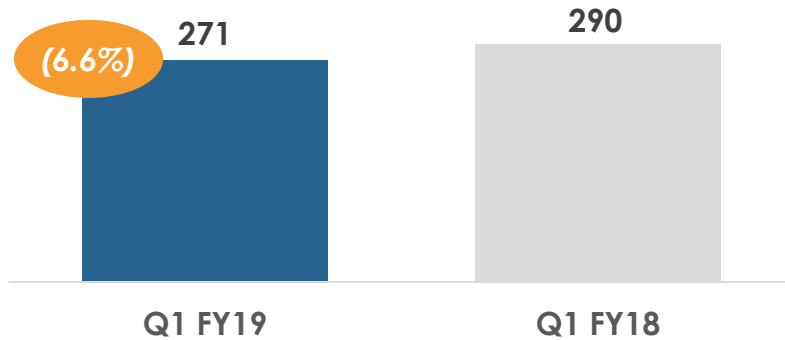
<i>(\$ millions, except per share data)</i>	Q1 FY19	Q1 FY18	YoY Change
Sales	\$529	\$569	(7.0%)
Adj. Gross Profit*	\$119	\$147	(19.1%)
Adj. Operating Expense*	\$104	\$112	(7.4%)
Interest Expense	\$13	\$12	8.7%
Adj. Net Income (loss)*	\$0	\$14	(101.8%)
Adj. Earnings per Share*	\$0.00	\$0.24	(100.0%)
Free Cash Flow*	\$70	\$25	N/M

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

Outdoor Products – Q1 FY19

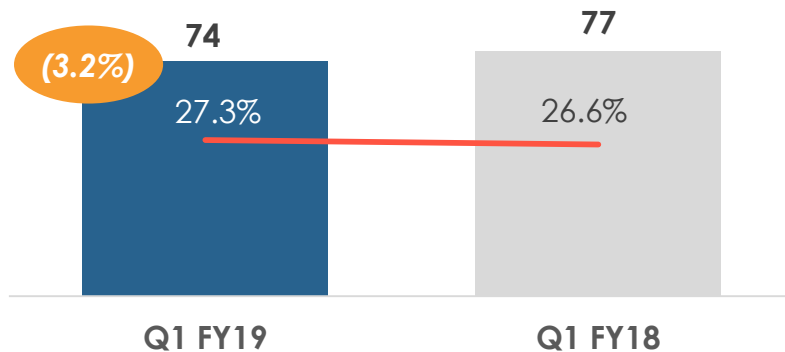
(\$ in millions)

Revenue



(\$ in millions)

Adj. Gross Profit*



First Quarter Drivers

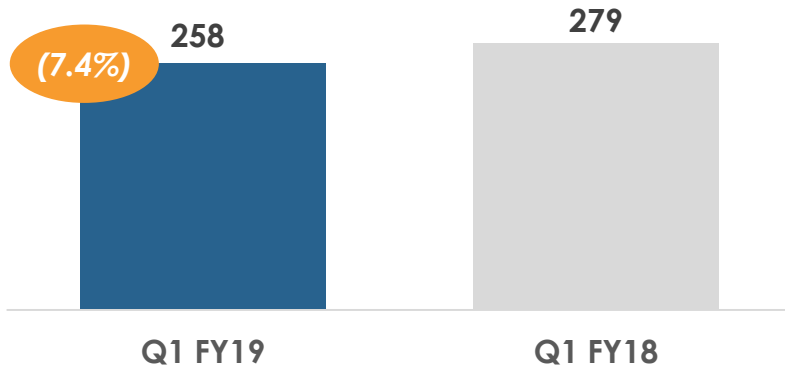
- Sales decrease due to:
 - Lower volumes in hunting and shooting accessories; declines in sport protection and hydration due to softness in specialty channels
 - Partially off set by increased sales in outdoor cooking due to customer demand
- Gross profit decrease due to:
 - Lower sales volume as noted above

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

Shooting Sports – Q1 FY19

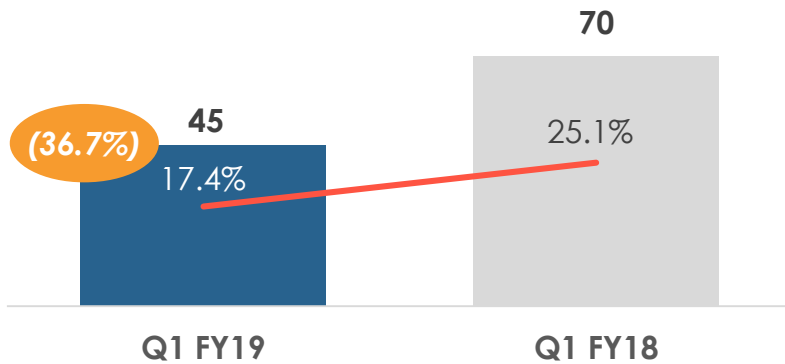
(\$ in millions)

Revenue



(\$ in millions)

Adj. Gross Profit*



First Quarter Drivers

- Sales decrease due to:
 - Lower demand for rimfire ammunition and lower centerfire rifle volume
- Gross profit decrease due to:
 - Unfavorable year-over-year pricing actions, commodity costs, and lower volume

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

FY2019 Outlook

	Current FY 2019 Guidance	Prior FY 2019 Guidance
Sales	\$2.100 – \$2.160 billion	\$2.205 – \$2.265 billion
Interest expense⁽¹⁾	~\$55 million	~\$55 million
Adj. Tax rate⁽²⁾	~30%	~30%
Adj. Earnings per share⁽²⁾	\$0.15 – \$0.35	\$0.10 – \$0.30
Capital expenditures	~\$60 million	~\$60 million
Free cash flow⁽²⁾	\$70 - \$100 million	\$55 - \$85 million

Notes:

1. Includes amortization of financing costs.
2. 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 gross profit, operating expenses, operating profit (adjusted EBIT), adjusted tax rate, and adjusted earnings per share (adjusted EPS) presented below are non-GAAP financial measures. Vista Outdoor defines these measures as gross profit, operating profit (EBIT), tax rate, and EPS excluding, where applicable, the impact of costs incurred for contingent consideration, pension curtailment, current and potential transactions, an expected loss on Eyewear sale, and business transformation activities. 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 this measurement internally to assess business performance, and Vista Outdoor's definition may differ from those used by other companies.

Quarter ended July 1, 2018:							
<small>(Amounts in thousands except per share data)</small>							
	Gross Profit	Operating Expenses	Operating Profit	Income Tax	Income Tax Rate	Net Income	EPS
As reported	\$ 113,338	\$ 152,943	\$ (39,605)	\$ (729)	1.4%	\$ (52,348)	\$ (0.91)
Contingent consideration	—	(843)	843	202		641	0.01
Transaction costs	—	(1,215)	1,215	292		923	0.02
Expected loss on Eyewear sale	—	(44,921)	44,921	—		44,921	0.78
Business transformation	5,207	(2,182)	7,389	1,773		5,616	0.10
As adjusted	\$ 118,545	\$ 103,782	\$ 14,763	\$ 1,538	119.1%	\$ (247)	\$ 0.00
Quarter ended July 2, 2017:							
<small>(Amounts in thousands except per share data)</small>							
	Gross Profit	Operating Expenses	Operating Profit	Income Tax	Income Tax Rate	Net Income	EPS
As reported	\$ 146,558	\$ 107,217	\$ 39,341	\$ 10,296	38.2%	\$ 16,652	\$ 0.29
Pension curtailment	—	5,783	(5,783)	(2,154)		(3,629)	(0.06)
Contingent consideration	—	(843)	843	314		529	0.01
Transaction costs	—	(84)	84	31		53	—
As adjusted	\$ 146,558	\$ 112,073	\$ 34,485	\$ 8,487	38.4%	\$ 13,605	\$ 0.24

See press release for additional descriptions of adjustments shown above.

EPS amounts may not foot due to rounding

Non-GAAP Financial Measures

Gross Profit

The adjusted gross profit presented below is a non-GAAP financial measure. Vista Outdoor defines this measure as gross profit excluding, where applicable, the impact of costs incurred for business transformation activities. Vista Outdoor management is presenting these measures so a reader may compare gross profit, excluding these items, as the measures provide 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

Outdoor Products		
Quarter ended July 1, 2018:		
(in thousands)		
	Cost of Sales	Gross Profit
As reported	\$ 199,830	\$ 70,950
Business transformation	(3,082)	3,082
As adjusted	\$ 196,748	\$ 74,032
Shooting Sports		
Quarter ended July 1, 2018:		
(in thousands)		
	Cost of Sales	Gross Profit
As reported	\$ 215,668	\$ 42,388
Business transformation	(2,125)	2,125
As adjusted	\$ 213,543	\$ 44,513

See press release for additional descriptions of adjustments shown above.
EPS amounts may not foot due to rounding

Non-GAAP Financial Measures

Free Cash Flow

Free cash flow is defined as cash provided by (used for) operating activities less capital expenditures and excluding, transaction costs paid to date, and business transformation costs. 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.

(in thousands)	Three months ended July 1, 2018	Three months ended July 2, 2017	Projected year ending March 31, 2019
Cash provided by operating activities	\$ 74,172	\$ 41,290	\$123,873–\$153,873
Capital expenditures	(9,949)	(16,430)	~(60,000)
Transaction costs paid to date	511	53	511
Business transformation	5,616	—	5,616
Free cash flow	\$ 70,350	\$ 24,913	\$70,000–\$100,000

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 costs incurred to date for contingent consideration, current and possible transactions, an expected loss on Eyewear sale, and business transformation activities, 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 FY19 Full-Year Adjusted EPS Guidance		
	Low	High
EPS guidance including contingent consideration, transaction costs, expected loss on Eyewear sale, and business transformation.	\$ (0.76)	\$ (0.56)
Contingent consideration	0.01	0.01
Transaction costs	0.02	0.02
Expected loss on Eyewear sale	0.78	0.78
Business transformation	0.10	0.10
Adjusted EPS guidance	\$ 0.15	\$ 0.35

See press release for additional descriptions of adjustments shown above.
EPS amounts may not foot due to rounding

Eyewear Divestiture Impact

The amounts below represent what is included in Vista Outdoor's corporate forecast for the Eyewear business. The impact reflects an assumed close at the end of August 2018. Forecasted amounts exclude transaction and transition costs.

(Amounts in thousands except per share data)	One month ended September 30, 2018	Three months ended December 31, 2018	Three months ended March 31, 2019	Eyewear Divestiture Impact
Net Sales	\$ (22,107)	\$ (42,938)	\$ (34,412)	\$ (99,456)
Earnings Per Share	\$ (0.05)	\$ (0.01)	\$ 0.01	\$ (0.05)