



FY 2017 Fourth Quarter & Full-Year Earnings Supplemental Information

May 11, 2017

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.

Fourth Quarter & Full-Year Highlights



- ❑ Fourth Quarter
 - Sales of \$579 million
 - Fully-diluted earnings per share of \$0.02
 - Adjusted Fully-diluted* earnings per share of \$0.03

- ❑ Full-Year
 - Sales of \$2.55 billion
 - GAAP earnings per share was \$(4.66)
 - Adjusted* earnings per share of \$1.90
 - Delivered Free Cash Flow* of \$38 million

- ❑ Share Repurchases
 - Repurchased ~3.9 million shares for \$151 million

- ❑ FY18 Guidance
 - Sales of \$2.360- \$2.420 billion
 - Interest expense of ~\$50 million
 - Tax Rate ~37%
 - Fully-diluted earnings per share of \$1.10 - \$1.30
 - Capital expenditures of ~\$70 million
 - Free Cash Flow* of \$175 - 200 million

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

Outdoor Products



(\$ millions)	Fourth Quarter			Full-Year		
	FY17	FY16	YoY Change	FY17	FY16	YoY Change
Sales	\$270	\$230	17.2%	\$1,171	\$862	35.8%
Gross Profit	\$57	\$69	(17.1)%	\$293	\$243	20.7%



Fourth Quarter Highlights

- Sales increase driven by:
 - Impact of acquisitions
 - Organic sales down 23% driven by decreases across most product lines due to the challenging retail environment, partially offset by growth in eyewear and golf
- Gross profit decrease:
 - Organic profit down 52% due to lower organic sales, unfavorable product mix and inventory rationalization
 - Partially offset by impact of acquisitions

Full-Year Highlights

- Sales increase driven by:
 - Impact of acquisitions
 - Organic sales down 14% versus prior year due to declines across all product lanes
- Gross profit increase:
 - Impact of acquisitions
 - Organic decline of 30% due to lower organic sales, unfavorable product mix, increased sales programs and inventory rationalization

Jimmy Styks



CAMELBAK



GIRO



bolle

CAMP CHEF
THE WAY TO COOK OUTDOORS

Bushnell



Shooting Sports



(\$ millions)	Fourth Quarter			Full-Year		
	FY17	FY16	YoY Change	FY17	FY16	YoY Change
Sales	\$309	\$382	(19.1)%	\$1,376	\$1,409	(2.3)%
Gross Profit	\$87	\$95	(7.8)%	\$377	\$377	-

Fourth Quarter Highlights

- Sales decrease driven by:
 - Declines in most ammunition and firearms categories
 - Partially offset by rimfire ammunition
- Gross profit decrease:
 - Lower sales volume
 - Partially offset by product mix and lower sales programs

Full-Year Highlights

- Sales decrease driven by:
 - Centerfire and shotshell ammunition
 - Partially offset by increased rimfire ammunition
- Gross profit was flat



FEDERAL PREMIUM AMMUNITION





- Fourth Quarter versus prior-year quarter
 - Operating expenses were \$130 million. Adjusted operating expenses* were \$129 million compared to \$93 million, increase due to operating expenses generated from acquired businesses, \$17 million write-off of receivable due to a customer bankruptcy and increased new product development activities
 - Tax rate was 71 percent. Adjusted tax rate* was 56.1 percent, compared to 38.2 percent
 - Interest expense was approximately \$11 million compared to \$7 million, increase driven by increased average debt balance partially offset by lower average borrowing costs

- Full-Year versus prior-year
 - Operating expenses were \$876 million. Adjusted operating expenses* were \$455 million compared to \$344 million, increase due to operating expenses generated from acquired businesses, \$17 million write-off of receivable due to a customer bankruptcy and increased new product development activities, partially offset by lower incentive accruals as a result of current-year performance
 - Tax rate was (9.5) percent. Adjusted tax rate* was 34.9 percent, compared to 37.9, percent primarily driven by the IRS settlement and a one-time true-up of deferred tax assets partially offset by a lower tax deduction for stock-based compensation
 - Interest expense was approximately \$44 million compared to \$24 million, increase due to an increase in the average debt balance partially offset by lower average borrowing cost

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

FY 2018 Outlook



FY 2018 Guidance

Sales	\$2.36 – \$2.42 billion
Interest expense*	~\$50 million
Tax Rate	~37%
Earnings per Share	\$1.10 – \$1.30
Capital Expenditures	~\$70 million
Free Cash Flow**	\$175 - \$200 million

* Includes amortization of financing costs

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



Appendix

- Reconciliation to GAAP Measures

Non-GAAP Financial Measures



Gross Profit, Operating Profit, Tax Rate and Earnings Per Share

The adjusted gross profit, adjusted operating expenses, operating profit (adjusted EBIT), adjusted tax rate, adjusted net income, and adjusted earnings per share (adjusted EPS) presented are non-GAAP financial measures that Vista Outdoor defines as gross profit, operating expenses, operating profit (EBIT), tax rate, net income, and EPS excluding, where applicable, the impact of a non-cash goodwill and intangible asset impairment, the impact of a gain recorded on an acquisition claim settlement, changes in value of future payments of contingent consideration, 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. As these items impact a variety of financial measures Vista Outdoor management is presenting each of these measures so a reader may compare gross profit, operating expenses, EBIT, tax rate, net income 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.

<i>Total Vista Outdoor for the Quarter Ended</i>						
March 31, 2017:						
	Operating Expenses	Operating Profit	Taxes	Tax Rate	Net Income	EPS
As reported	\$ 129,827	\$ 13,967	\$ 2,097	71.0%	\$ 857	\$ 0.02
Transaction and transition costs	(490)	490	136		354	—
Contingent Consideration	(382)	382	(87)		469	0.01
As adjusted	\$ 128,955	\$ 14,839	\$ 2,146	56.1%	\$ 1,680	\$ 0.03
March 31, 2016:						
	Operating Expenses	Operating Profit	Taxes	Tax Rate	Net Income	EPS
As reported	\$ 95,824	\$ 67,801	\$ 23,046	38.2%	\$ 37,312	\$ 0.61
Transaction costs	(1,331)	1,331	506		825	0.01
Facility rationalization	(1,073)	1,073	408		665	0.01
As adjusted	\$ 93,420	\$ 70,205	\$ 23,960	38.2%	\$ 38,802	\$ 0.63

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures



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<i>Total Vista Outdoor for the Year Ended</i>							
March 31, 2017:							
	Gross Profit	Operating Expenses	Operating Profit	Taxes	Tax Rate	Net Income	EPS
As reported	\$ 669,186	\$ 876,210	\$ (207,024)	\$ 23,760	(9.5)%	\$ (274,454)	\$ (4.66)
Goodwill and intangibles impairment	—	(449,199)	449,199	35,670		413,529	7.02
Acquisition claim settlement gain, net	—	30,027	(30,027)	143		(30,170)	(0.51)
Contingent consideration	—	2,171	(2,171)	(1,045)		(1,126)	(0.02)
Transaction and transition costs	—	(4,575)	4,575	1,035		3,540	0.06
Inventory step-up	817	—	817	310		507	0.01
As adjusted	\$ 670,003	\$ 454,634	\$ 215,369	\$ 59,873	34.9%	\$ 111,826	\$ 1.90
March 31, 2016:							
	Gross Profit	Operating Expenses	Operating Profit	Taxes	Tax Rate	Net Income	EPS
As reported	\$ 619,445	\$ 356,687	\$ 262,758	\$ 91,370	38.3%	\$ 147,037	\$ 2.35
Transaction costs	—	(9,009)	9,009	2,384		6,625	0.11
Facility rationalization	—	(3,258)	3,258	1,238		2,020	0.03
Inventory step-up	1,043	—	1,043	396		647	0.01
As adjusted	\$ 620,488	\$ 344,420	\$ 276,068	\$ 95,388	37.9%	\$ 156,329	\$ 2.50

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures



Gross Profit, Operating Profit, Tax Rate and Earnings Per Share

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Outdoor Products	
Year ended March 31, 2017:	
(in thousands)	
	Gross Profit
As reported	\$ 292,967
Inventory step-up	817
As adjusted	\$ 293,784
Year ended March 31, 2016:	
(in thousands)	
	Gross Profit
As reported	\$ 242,817
Inventory step-up	1,043
As adjusted	\$ 243,860

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.

	Year ended March 31, 2017	Year ended March 31, 2016	Projected Year Ending March 31, 2018
Cash provided by operating activities	\$ 154,688	\$ 198,002	\$245,000–\$270,000
Capital expenditures	(90,665)	(41,526)	~(70,000)
Acquisition claim settlement gain, net	(30,027)	—	—
Transaction costs paid to date, net of tax	3,720	6,485	—
Free cash flow	\$ 37,716	\$ 162,961	\$175,000–\$200,000

See press release for additional descriptions of adjustments shown above.