

Hanesbrands Inc.
Supplemental Information Regarding Sales and Operating Profit by Segment
(dollars in thousands)

	2016				
	First	Second	Third	Fourth	Year Ended
	Quarter Ended April 2, 2016	Quarter Ended July 2, 2016	Quarter Ended October 1, 2016	Quarter Ended December 31, 2016	December 31, 2016
Net sales:					
Innerwear	\$ 537,021	\$ 737,690	\$ 679,096	\$ 589,910	\$ 2,543,717
Activewear	316,543	374,511	516,713	393,341	1,601,108
International	279,087	269,662	478,122	505,042	1,531,913
Other	86,489	90,868	87,088	87,016	351,461
Total net sales	\$ 1,219,140	\$ 1,472,731	\$ 1,761,019	\$ 1,575,309	\$ 6,028,199
Segment operating profit:					
Innerwear	\$ 109,735	\$ 178,023	\$ 147,902	\$ 128,245	\$ 563,905
Activewear	32,105	55,009	72,962	64,582	224,658
International	24,719	23,153	61,312	70,733	179,917
Other	5,679	12,530	9,199	5,393	32,801
Total segment operating profit	172,238	268,715	291,375	268,953	1,001,281
Items not included in segment operating profit:					
General corporate expenses	(21,435)	(18,587)	(14,776)	(10,197)	(64,995)
Acquisition-related and integration charges	(24,669)	(24,395)	(42,587)	(46,868)	(138,519)
Amortization of intangibles	(3,729)	(4,523)	(5,660)	(8,206)	(22,118)
Total operating profit	122,405	221,210	228,352	203,682	775,649
Other expenses	(649)	(48,325)	(1,559)	(1,225)	(51,758)
Interest expense, net	(31,566)	(36,540)	(43,433)	(41,153)	(152,692)
Income from continuing operations before income tax expense	\$ 90,190	\$ 136,345	\$ 183,360	\$ 161,304	\$ 571,199

	2015				
	First	Second	Third	Fourth	Year Ended
	Quarter Ended April 4, 2015	Quarter Ended July 4, 2015	Quarter Ended October 3, 2015	Quarter Ended January 2, 2016	January 2, 2016
Net sales:					
Innerwear	\$ 532,629	\$ 775,593	\$ 657,872	\$ 643,308	\$ 2,609,402
Activewear	307,349	388,124	528,159	381,791	1,605,423
International	283,150	264,732	300,400	284,355	1,132,637
Other	85,793	93,584	104,607	100,103	384,087
Total net sales	\$ 1,208,921	\$ 1,522,033	\$ 1,591,038	\$ 1,409,557	\$ 5,731,549
Segment operating profit:					
Innerwear	\$ 106,700	\$ 197,924	\$ 136,472	\$ 155,538	\$ 596,634
Activewear	30,657	59,845	95,478	59,583	245,563
International	21,495	20,384	34,200	29,436	105,515
Other	5,346	13,156	15,278	9,802	43,582
Total segment operating profit	164,198	291,309	281,428	254,359	991,294
Items not included in segment operating profit:					
General corporate expenses	(26,244)	(19,997)	(24,072)	(36,066)	(106,379)
Acquisition-related and integration charges	(43,228)	(125,966)	(42,787)	(54,079)	(266,060)
Amortization of intangibles	(4,795)	(6,413)	(6,241)	(6,288)	(23,737)
Total operating profit	89,931	138,933	208,328	157,926	595,118
Other expenses	(382)	(830)	(718)	(1,280)	(3,210)
Interest expense, net	(26,887)	(29,020)	(31,356)	(30,772)	(118,035)
Income from continuing operations before income tax expense	\$ 62,662	\$ 109,083	\$ 176,254	\$ 125,874	\$ 473,873

In the first quarter of 2017, the Company realigned its reporting segments to reflect the new model under which the business will be managed and results will be reviewed by the chief executive officer, who is the Company's chief operating decision maker. The former Direct to Consumer segment, which consisted of the Company's U.S. value-based ("outlet") stores, legacy catalog business and U.S. retail Internet operations, was eliminated. The Company's U.S. retail Internet operations, which sells products directly to consumers, is now reported in the respective Innerwear and Activewear segments. The Other category consists of the Company's U.S. value-based ("outlet") stores, U.S. hosiery business (previously reported in the Innerwear segment) and legacy catalog operations. Prior year segment sales and operating profit results have been revised to conform to the current year presentation.

Updated May 2, 2017