

Iconix Revenue & Operating Income by Segment (2014-2016)

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	2016					2015					2014				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Revenue:															
Women's	32,063	31,498	24,193	18,773	106,527	33,163	34,773	27,538	22,564	118,038	33,572	34,889	26,232	25,349	120,041
Men's	12,715	12,130	11,983	11,807	48,635	14,858	13,329	13,901	13,121	55,208	15,199	13,704	15,884	16,207	60,993
Home	8,664	8,902	10,261	10,542	38,370	9,467	8,741	8,619	9,646	36,473	9,579	10,184	9,984	9,394	39,141
Entertainment	26,956	27,534	30,487	28,341	113,318	23,164	23,871	25,088	35,484	107,607	35,844	19,101	23,213	24,913	103,071
International	<u>14,233</u>	<u>15,679</u>	<u>14,019</u>	<u>17,679</u>	<u>61,611</u>	<u>15,164</u>	<u>16,684</u>	<u>16,185</u>	<u>13,840</u>	<u>61,872</u>	<u>16,206</u>	<u>17,238</u>	<u>14,653</u>	<u>20,146</u>	<u>68,244</u>
Total Revenue	94,632	95,743	90,944	87,142	368,461	95,814	97,398	91,332	94,654	379,197	110,400	95,116	89,965	96,010	391,490

	2016					2015					2014				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
GAAP Operating Income:															
Women's	29,715	28,136	21,074	(16,360)	62,565	30,196	30,664	22,368	17,847	101,074	31,511	35,566	24,480	23,735	115,293
Men's	7,648	7,865	7,443	(155,530)	(132,574)	8,785	10,795	3,956	(357,700)	(334,164)	8,701	8,179	7,033	5,897	29,810
Home	7,622	7,352	8,494	(41,575)	(18,106)	7,802	7,405	7,505	(30,033)	(7,321)	8,485	8,814	8,594	6,296	32,190
Entertainment	7,787	9,617	9,438	2,310	29,152	8,043	7,512	8,409	11,619	35,583	12,194	3,502	8,872	6,956	31,524
International	6,875	8,874	6,937	(185,672)	(162,986)	9,806	9,632	7,912	(30,852)	(3,503)	12,240	10,425	8,173	13,062	43,899
Corporate	<u>(5,438)</u>	<u>(14,033)</u>	<u>(12,723)</u>	<u>11,013</u>	<u>(21,180)</u>	<u>(8,656)</u>	<u>(14,183)</u>	<u>(22,368)</u>	<u>(9,125)</u>	<u>(54,332)</u>	<u>(8,620)</u>	<u>(4,625)</u>	<u>(11,376)</u>	<u>(7,667)</u>	<u>(32,288)</u>
Total Operating Income	54,209	47,811	40,663	(385,813)	(243,130)	55,976	51,825	27,781	(398,244)	(262,662)	64,511	61,860	45,778	48,279	220,428

	2016					2015					2014				
	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year	Q1	Q2	Q3	Q4	Year
Non-GAAP Operating Income: (1)															
Women's	29,715	28,136	21,074	15,118	94,043	30,196	30,664	22,368	20,062	103,289	31,511	35,566	24,480	23,735	115,293
Men's	7,648	7,865	7,443	7,367	30,322	8,785	10,795	3,956	2,086	25,623	8,701	8,179	7,033	5,897	29,810
Home	7,622	7,352	8,494	8,419	31,887	7,802	7,405	7,505	7,761	30,473	8,485	8,814	8,594	6,296	32,190
Entertainment	7,787	9,617	9,438	7,439	34,281	8,043	7,512	8,409	11,619	35,583	12,194	3,502	8,872	6,956	31,524
International	6,875	8,874	6,937	8,053	30,739	9,806	9,632	7,912	6,876	34,225	12,240	10,425	8,173	13,062	43,899
Corporate	<u>(5,438)</u>	<u>(14,033)</u>	<u>(12,723)</u>	<u>11,013</u>	<u>(21,180)</u>	<u>(8,656)</u>	<u>(14,183)</u>	<u>(22,368)</u>	<u>(9,125)</u>	<u>(54,332)</u>	<u>(8,620)</u>	<u>(4,625)</u>	<u>(11,376)</u>	<u>(7,667)</u>	<u>(32,288)</u>
Total Operating Income	54,209	47,811	40,663	57,409	200,092	55,976	51,825	27,781	39,279	174,860	64,511	61,860	45,778	48,279	220,428

(1) Non-GAAP Operating Income, represents GAAP Operating Income less the write-down of certain intangible assets.