

# Abercrombie & Fitch (Parent Company)

6301 Fitch Path New Albany, OH 43054

**Phone:** (614) 2836500

**Fax:** 614-577-6710

**Sales:** \$3,490,000,000

**Segment:** Specialty Soft

**Industry:** Apparel Stores

**Stock Symbol:** ANF

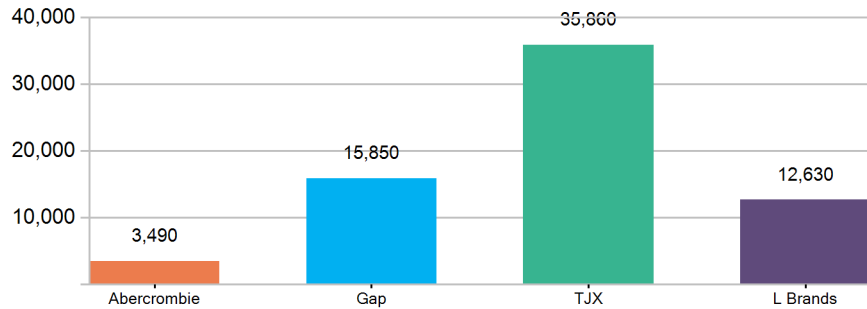
**URL:** [www.abercrombie.com](http://www.abercrombie.com)

**Total Locations:** 870

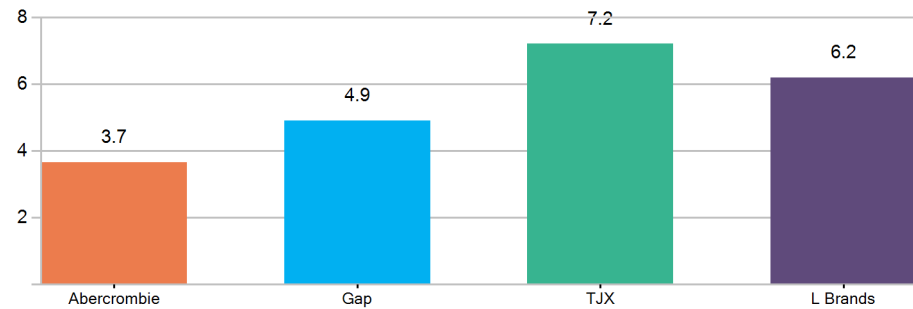
## Company Comments and Comparisons:

Trading on its century-old name, Abercrombie & Fitch (A&F) sells upscale men's, women's, and kids' casual clothes and accessories -- quite a change from when the company outfitted Ernest Hemingway and Teddy Roosevelt for safari. A&F stores in Asia, Europe, and North America, and also sells via catalog and online. Its carefully selected college-age sales staff and All-American models imbue its stores with an upscale fraternity-house feel. In addition to its namesake stores, A&F runs a fast-growing chain of teen stores called Hollister, a chain targeted at boys and girls ages 7 to 14 called abercrombie kids, and the Aussie-inspired, just-for-girls brand, Gilly Hicks.

**Sales Comparison (\$M)**

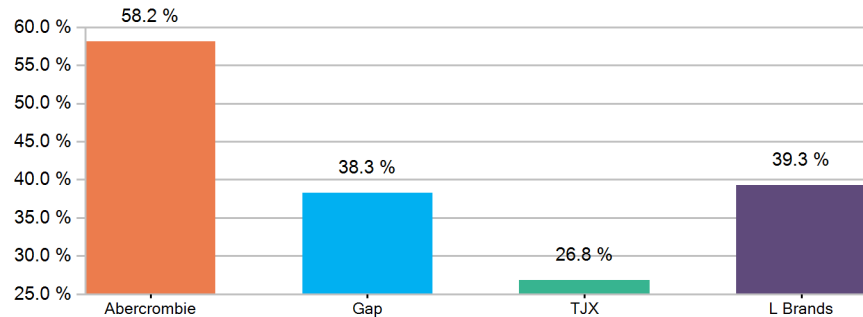


**Avg. Inventory Turns**

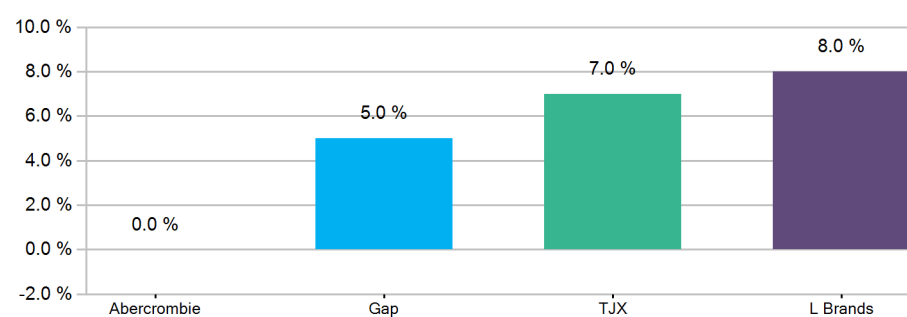


(click on the charts for more detail if necessary)

**Gross Margin %**



**Net Profit Margin %**

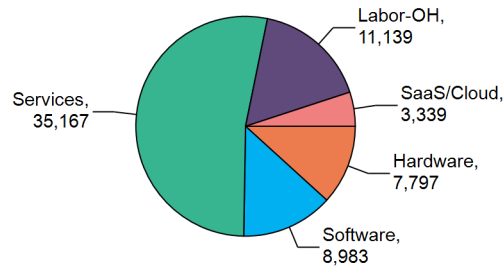


## Estimated IT Spend

The following IT Spend estimates are based on industry estimates for the market segment in which this retailer operates. These figures ARE NOT the result of direct interviews with this retailer as to their IT Spend, they are only estimates based on industry surveys and other publicly available information. Please use as estimates only for an average year.

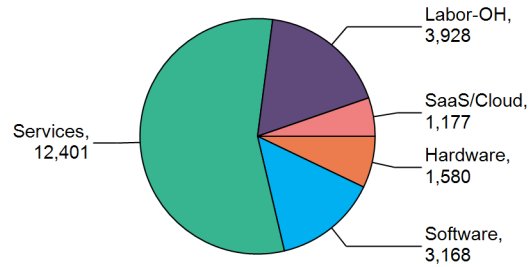
### Total IT Spend (\$Thousands): 66,425

#### Total IT Spend (\$ Thousands)



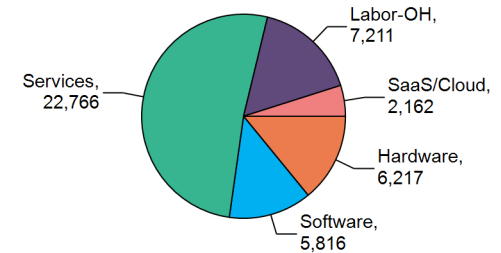
### Capitalized IT Spend (\$Thousands): 22,253

#### Capitalized IT Spend (\$ Thousands)



### Expensed IT Spend (\$Thousands): 44,172

#### Expensed IT Spend (\$ Thousands)



### Hardware Spend Categories

Category	\$
Infrastructure	4,481,905
Store Systems	2,027,886
Enterprise Collaboration	14,063
Merch/SC Mgt.	1,158,792
BI	21,727
Sales & Mktg	14,063
Enterprise Acc. Fin, and HR	20,532
Enterprise App Dev	28,969
Commerce	14,484
Legal & Real Estate	14,484

### Software Spend

Category	\$
Infrastructure	2,859,811
Store Systems	2,607,990
Merch/SC Mgt.	1,106,420
Enterprise Collaboration	153,456
Enterprise Acc. Fin, and HR	136,563
BI	632,240
Enterprise App Dev	79,030
Sales & Mktg	498,733
Commerce	869,330
Legal & Real Estate	39,515

### Services Spend

Category	\$
Infrastructure	11,485,240
Store Systems	5,072,885
Enterprise Acc. Fin, and HR	286,355
Enterprise App Dev	61,864
Enterprise Collaboration	180,187
Merch/SC Mgt.	2,824,112
Commerce	13,641,112
BI	742,373
Sales & Mktg	810,844
Legal & Real Estate	61,864

Source: IHL WorldView

**Company is a Segment Leader in the Following Technologies:**

Based on analysis of the Sophia system in the retailer's primary segment as well as other industry surveys, the company is considered a leader in the following technologies:

- CRM/Loyalty

**Company is Likely to Invest in the Following Technologies in the Next Two Years:**

Based on analysis of the Sophia system of publicly available data in the retailer's primary segment as well as other industry surveys, the company is considered behind others in their segment and likely to make investments in the following technologies in the next two years:

- Business Intelligence
- ERP
- Inventory Management
- Merchandise Planning
- POS Base Unit
- POS Software
- Supply Chain Management Software
- Warehouse Management

**Key Vendors Who Have a Heavy Installation Footprint (and Likely Technology Influence) in Company:**

- IBM
- Infor Global Solutions
- Oracle
- RPE Solutions
- Teradata
- Toshiba Global Commerce Solutions
- Kronos
- Seeburger Business Integration

**Hardware Systems: Checkout Systems**

<i>System Name</i>	<i>Mfg. and Model Description</i>	<i>Install Date</i>
EFT, Credit Card, or Signature Capture	<a href="#">Hand Held Products Unknown</a>	12/26/2010
EFT, Credit Card, or Signature Capture	<a href="#">MSR Unknown</a>	1/5/2011
Handheld Scanner/Terminal-POS	<a href="#">Zebra Technologies Symbol Technologies Un</a>	11/23/2011
POS	<a href="#">Toshiba Global Commerce Solutions Unknow</a>	2/15/2014
Scanner/Scale	<a href="#">Datalogic Unknown</a>	6/23/2011
Scanner/Scale	<a href="#">Metrologic (Honeywell) Unknown</a>	5/12/2012

**Home Office Systems**

<i>System Name</i>	<i>Mfg. and Model Description</i>	<i>Install Date</i>
Handheld Communications	<a href="#">Apple iPad - Various Models</a>	9/15/2016
Handheld Communications	<a href="#">Apple iPhone - Various Models</a>	9/15/2016
WAN Communications	<a href="#">Zebra Technologies Unknown</a>	7/26/2016

**Store Level Systems**

<i>System Name</i>	<i>Mfg. and Model Description</i>	<i>Install Date</i>
Bar Code Printer	<a href="#">Paxar (Avery Dennison) Unknown</a>	5/17/2012
Bar Code Printer	<a href="#">Zebra Technologies Unknown</a>	7/26/2016
Cash Management	<a href="#">Tidel Tidel Series 4 System</a>	11/15/2016
CCTV	<a href="#">Sentry Technology Corporation Unknown</a>	4/15/2011
Loss Prevention	<a href="#">ADT Security Services (Tyco) Microwave (8</a>	4/15/2011
Loss Prevention	<a href="#">ADT Security Services (Tyco) Ultra*Max (17</a>	4/15/2011
Mobile POS	<a href="#">Apple iPad - Various Models</a>	9/15/2016
Traffic Counter	<a href="#">SenSource Inc. Unknown</a>	6/15/2013
Traffic Counter	<a href="#">ShopperTrak Unknown</a>	1/24/2011

**Software Systems:**    **Commerce**

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Analytics	<a href="#">IBM</a>	TeaLeaf	9/24/2013
Analytics	<a href="#">IBM</a>	TeaLeaf - RealiTea	9/24/2013
B2B Ecommerce	<a href="#">Ariba</a>	Ariba Supplier Network	3/15/2013
B2B Ecommerce	<a href="#">Seeburger Business Integration</a>	B2B Gateway	6/5/2012
B2B Ecommerce	<a href="#">Seeburger Business Integration</a>	Unknown	9/1/2011
B2C Ecommerce	<a href="#">IBM</a>	Websphere Commerce	1/3/2011
Content Management/Delivery	<a href="#">Adobe</a>	Scene7	9/4/2011
Content Management/Delivery	<a href="#">Akamai Technologies</a>	Edge	10/8/2014
Content Management/Delivery	<a href="#">Akamai Technologies</a>	Edge Delivery Network - Edge	10/8/2014
Content Management/Delivery	<a href="#">Akamai Technologies</a>	Global Host	10/5/2017
Content Management/Delivery	<a href="#">Google</a>	Gstatic	4/22/2018
Content Management/Delivery	<a href="#">Oracle</a>	Forum Software - RightNow	9/9/2016
Content Management/Delivery	<a href="#">Posdata</a>	WebEx Panel - WebEx	2/15/2017
Content Management/Delivery	<a href="#">Vimeo</a>	CDN	4/22/2018
Content Management/Delivery	<a href="#">WebEx</a>	Unknown - WebEx Panel	2/15/2017
Couponing	<a href="#">Retail Me Not Inc.</a>	Unknown	1/1/2013
Credit Processing	<a href="#">American Express</a>	Unknown	7/1/2015
Credit Processing	<a href="#">Paypal</a>	Button	7/13/2016
Credit Processing	<a href="#">Paypal</a>	Express Checkout	7/13/2016
Framework	<a href="#">Adobe</a>	ColdFusion	6/23/2017
Framework	<a href="#">Microsoft</a>	ASP.NET 4.0	3/24/2016
Framework	<a href="#">Microsoft</a>	Programming Language - ASP.NET	3/24/2016
Framework	<a href="#">Perl</a>	Unknown	8/1/2016
Marketing Automation	<a href="#">BloomReach, Inc</a>	Marketing Automation	5/29/2014
Mobile Commerce	<a href="#">Digby</a>	Unknown	1/4/2012
Mobile Commerce	<a href="#">Internal</a>	iPhone App	1/23/2013
Mobile Payment	<a href="#">Paypal</a>	PayPal In-Store Checkout	3/22/2013
SSL Certificate	<a href="#">GeoTrust</a>	SSL	3/21/2016
Web A/V Media	<a href="#">Vimeo</a>	Online Video Platform	4/22/2018
Web A/V Media	<a href="#">Vimeo</a>	Video Players	4/22/2018
Web Advertising	<a href="#">Burst Media</a>	Unknown	10/20/2014
Web Advertising	<a href="#">Casale Media</a>	Unknown	12/14/2012

Web Advertising	<a href="#">Facebook</a>	Custom Audiences	10/20/2014
Web Advertising	<a href="#">Facebook</a>	Exchange FBX	8/1/2013
Web Advertising	<a href="#">Google</a>	Adsense	12/14/2012
Web Advertising	<a href="#">Google</a>	Remarketing	9/23/2014
Web Advertising	<a href="#">Improve Digital</a>	Unknown	7/25/2013
Web Advertising	<a href="#">IponWeb BidSwitch</a>	Unknown	10/20/2014
Web Advertising	<a href="#">NeuStar</a>	AdAdvisor	7/28/2016
Web Advertising	<a href="#">Openads</a>	OpenX	7/25/2013
Web Advertising	<a href="#">Oracle</a>	BlueKai DMP Cloud Big Data	1/15/2016
Web Advertising	<a href="#">The Trade Desk</a>	Unknown	12/14/2012
Web Advertising	<a href="#">Twitter</a>	Ads	6/23/2014
Web Analytics	<a href="#">Adobe</a>	Marketing Cloud	7/28/2016
Web Analytics	<a href="#">Adobe</a>	Omniture SiteCatalyst	6/5/2011
Web Analytics	<a href="#">Cquotient Inc</a>	Personalization	6/23/2014
Web Analytics	<a href="#">Facebook</a>	Tag API	8/7/2015
Web Analytics	<a href="#">Fireblade</a>	Fraud Prevention	8/18/2014
Web Analytics	<a href="#">ForeSee Results</a>	Unknown	1/6/2013
Web Analytics	<a href="#">Google</a>	Conversion Tracking	9/23/2014
Web Analytics	<a href="#">IBM</a>	TeaLeaf - Cart Abandonment	3/26/2014
Web Analytics	<a href="#">IBM</a>	TeaLeaf - Cart Adandonment	3/26/2014
Web Analytics	<a href="#">KruX Digital</a>	Unknown	7/28/2016
Web Analytics	<a href="#">Quantcast</a>	Measurement	9/12/2015
Web Analytics	<a href="#">Soasta</a>	mPulse	7/28/2016
Web Analytics	<a href="#">Twitter</a>	Analytics	5/29/2014
Web Analytics	<a href="#">Visual IQ</a>	Unknown	12/22/2014
Web Design	<a href="#">Akamai Technologies</a>	Hosted	11/21/2013
Web Design	<a href="#">CenturyLink</a>	US hosting	11/14/2013
Web Design	<a href="#">IBM</a>	WebSphere Commerce	6/12/2013
Web Design	<a href="#">NTT America</a>	Unknown	11/7/2013
Web Email Server	<a href="#">Mandrill</a>	Transactional Email	9/18/2017
Web Email Server	<a href="#">Microsoft</a>	Azure DNS	5/4/2016
Web Email Server	<a href="#">Proofpoint</a>	Secure Email	12/27/2016
Web Email Server	<a href="#">Salesforce.com</a>	ExactTarget Email	12/6/2012
Web Email Server	<a href="#">Salesforce.com</a>	ExactTarget Marketing Platform -	12/6/2012
Web Email Server	<a href="#">Unknown</a>	Standard - Sender Policy Framewor	4/9/2014

Web Hosting	<a href="#">Akamai Technologies</a>	Content Delivery Network - Hosted	11/21/2013
Web Hosting	<a href="#">Akamai Technologies</a>	Edge Delivery Network - Hosted	11/21/2013
Web Hosting	<a href="#">Akamai Technologies</a>	Hosted	11/21/2013
Web Hosting	<a href="#">Akamai Technologies</a>	US hosting - Hosted	11/21/2013
Web Hosting	<a href="#">Deutsche Telekom</a>	Unknown	1/20/2016
Web Hosting	<a href="#">NTT America</a>	Unknown	11/7/2013
Web Hosting	<a href="#">Peer1</a>	Hosting	2/10/2015
Web Hosting	<a href="#">Time Warner Telecom</a>	Unknown	11/28/2013
Web Nameserver	<a href="#">Akamai Technologies</a>	DNS	8/1/2013
Web Server	<a href="#">Apache</a>	Unknown	1/3/2011
Web Server	<a href="#">Microsoft</a>	IIS 7	3/24/2016
Web Widget	<a href="#">Google</a>	Font API	10/15/2014
Website Mapping	<a href="#">Google</a>	Maps	7/17/2014

### Data Warehouse

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Business Intelligence	<a href="#">IBM</a>	Netezza Corporation	9/15/2013
Business Intelligence	<a href="#">IBM</a>	Unknown	9/15/2013
Business Intelligence	<a href="#">Microstrategy Inc.</a>	Microstrategy 8	7/7/2012
Business Intelligence	<a href="#">Oracle</a>	Retail Release 13	9/15/2013
Business Intelligence	<a href="#">Teradata</a>	Unknown	7/7/2012
Data Center Operations	<a href="#">Oracle</a>	Unknown	9/30/2014
Data Warehouse	<a href="#">IBM</a>	DB2	5/14/2013
Data Warehouse	<a href="#">IBM</a>	Netezza Corporation	5/13/2013
Data Warehouse	<a href="#">Teradata</a>	Unknown	7/7/2012
Database	<a href="#">IBM</a>	DB2	6/5/2012
Reporting	<a href="#">Microstrategy Inc.</a>	Microstrategy 8	7/7/2012

### *Distribution & Supply Chain*

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Category Management	<a href="#">Internal</a>	Unknown	7/7/2012
Financials	<a href="#">JustEnough Software Corporation</a>	Financial Planning	9/23/2011
Forecasting	<a href="#">American Software</a>	Logility-Demand Chain Voyager	9/8/2015
Forecasting	<a href="#">SAS</a>	Unknown	8/15/2012
Inventory Management	<a href="#">Oracle</a>	Unknown	3/15/2012
Labeling	<a href="#">Paxar (Avery Dennison)</a>	ComplyLine	7/7/2012
Logistics Management	<a href="#">Oracle</a>	Unknown	3/15/2012
Merchandise Allocation	<a href="#">American Software</a>	Logility-Advanced Allocation Appl	7/8/2014
Merchandise Allocation	<a href="#">Oracle</a>	Allocation	1/25/2012
Merchandise Planning	<a href="#">American Software</a>	Logility-Advanced Merchanding PI	7/8/2014
Merchandise Planning	<a href="#">JustEnough Software Corporation</a>	Assortment Planning-Item Planning	9/23/2011
Merchandise Planning	<a href="#">Oracle</a>	Oracle Retail Merchandising	9/9/2013
Order Management	<a href="#">Radial</a>	GSI Commerce	1/26/2013
Procurement/Purchasing	<a href="#">Seeburger Business Integration</a>	4order	6/15/2011
Product Lifecycle Management	<a href="#">Amber Road</a>	ecVision Suite	9/20/2012
Product Lifecycle Management	<a href="#">Gerber Technology</a>	PLM	9/18/2013
Purchasing	<a href="#">Ariba</a>	Ariba Sourcing	4/18/2012
Purchasing	<a href="#">Oracle</a>	Sourcing	4/18/2012
Purchasing	<a href="#">Seeburger Business Integration</a>	4order	6/15/2011
Supply Chain Management	<a href="#">Amber Road</a>	ecVision XpressCommerce	6/12/2013
Supply Chain Management	<a href="#">BluJay Solutions</a>	Kewill Unknown	7/7/2012
Supply Chain Management	<a href="#">Infor Global Solutions</a>	GT Nexus-Cloud Supply Chain Dat	9/12/2013
Supply Chain Management	<a href="#">OpenText GXS</a>	GXS - Shipper Solution	5/14/2013
Supply Chain Management	<a href="#">Oracle</a>	Unknown	3/15/2012
Transportation Management	<a href="#">AFMS</a>	Unknown	3/20/2014
Vendor Management	<a href="#">Perfect Commerce</a>	Xpress Messenger	7/7/2012
Warehouse Management	<a href="#">Oracle</a>	Unknown	3/15/2012



### Financial Systems

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Accounting Control	<a href="#">Seeburger Business Integration</a>	4invoice	6/1/2012
Accounts Payable	<a href="#">Seeburger Business Integration</a>	4invoice	6/1/2012
ERP	<a href="#">Oracle</a>	Unknown	3/15/2012
Financials	<a href="#">Oracle</a>	Unknown	9/30/2014
Sales Tax Software	<a href="#">Vertex</a>	Unknown	4/9/2011

### Home Office Systems

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Analytics	<a href="#">Applied Predictive Technologies (APT)</a>	Unknown	7/19/2012
Analytics	<a href="#">First Insight, Inc.</a>	Unknown	3/7/2014
Analytics	<a href="#">IBM</a>	Coremetrics	9/24/2013
Analytics	<a href="#">IRISYS (InfraRed Integrated Systems)</a>	Irisys Thermal People Counting	2/23/2014
Analytics	<a href="#">SAS</a>	Unknown	6/15/2011
Business Process Management	<a href="#">Oracle</a>	Unknown	9/30/2014
Call Center	<a href="#">Alpine Access</a>	Unknown	11/30/2011
Communications	<a href="#">Cisco</a>	IP Solutions	2/14/2013
Data Transformation	<a href="#">Seeburger Business Integration</a>	Seeburger Business Integration Ser	6/5/2012
Data Transformation	<a href="#">Seeburger Business Integration</a>	Unknown	6/20/2011
Development Tools	<a href="#">Oracle</a>	Java Integration Suite	2/14/2014
EAI	<a href="#">Seeburger Business Integration</a>	Unknown	7/15/2012
HR/Benefits	<a href="#">Kronos</a>	WORKFORCE TIMEKEEPER V5	6/27/2015
HR/Benefits	<a href="#">Oracle</a>	Unknown	3/15/2012
Middleware	<a href="#">IBM</a>	WebSphere Commerce	5/13/2013
Traffic Counting Systems	<a href="#">ShopperTrak</a>	Orbit	2/14/2013

### Knowledge Management

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Reporting	<a href="#">SAP</a>	Crystal Reports	3/9/2012

### Sales & Service

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
CRM/Loyalty	<a href="#">Oracle</a>	Unknown	9/30/2014
Web Advertising	<a href="#">Google</a>	DoubleClick Bid Manager	9/9/2016

### Store Systems

<i>Software</i>	<i>Vendor</i>	<i>Package Name</i>	<i>Install Date</i>
Analytics	<a href="#">Oracle</a>	MICROS - XBR	9/24/2013
Credit Processing	<a href="#">Accel/Exchange Network</a>	Unknown	6/12/2013
Credit Processing	<a href="#">Alliance Data Systems</a>	Credit Cards	9/14/2013
Credit Processing	<a href="#">Fifth Third Bank</a>	Unknown	9/14/2013
EDI	<a href="#">SPS Commerce</a>	EDI Services	4/15/2012
Labor Scheduling	<a href="#">Kronos</a>	Timelink	6/27/2015
Labor Scheduling	<a href="#">Kronos</a>	WORKFORCE TIMEKEEPER V5	6/27/2015
Line Busting	<a href="#">IRISYS (InfraRed Integrated Systems)</a>	Queue Management System	2/23/2014
Loss Prevention/Sales Audit	<a href="#">Accertify</a>	Interceptas	3/23/2011
Loss Prevention/Sales Audit	<a href="#">Oracle</a>	MICROS - XBR	5/14/2013
Loss Prevention/Sales Audit	<a href="#">Profitect</a>	Unknown	9/1/2014
Mobile Payment	<a href="#">Paypal</a>	PayPal Mobile Express Checkout	5/25/2012
Mobile POS	<a href="#">Infor Global Solutions</a>	Starmount Connect	3/11/2015
Mobile POS	<a href="#">Infor Global Solutions</a>	Starmount Engage	3/11/2015
POS	<a href="#">Oracle</a>	Oracle RPOS	9/8/2015
POS	<a href="#">Oracle</a>	Unknown	2/24/2013
Signage/Ticketing	<a href="#">Newgistics</a>	Unknown	7/1/2011
Time & Attendance	<a href="#">Kronos</a>	Timelink	6/27/2015
Time & Attendance	<a href="#">Kronos</a>	WORKFORCE TIMEKEEPER V5	6/27/2015
Traffic Counting Systems	<a href="#">SenSource Inc.</a>	Unknown	1/7/2011
Workforce Management	<a href="#">Kronos</a>	Timelink	6/27/2015
Workforce Management	<a href="#">Kronos</a>	WORKFORCE TIMEKEEPER V5	6/27/2015

<i>Services:</i>	<i>Service Type</i>	<i>Service Vendor</i>	<i>Service Area</i>	<i>Contract Date</i>
	Electronic Payment	<a href="#">Alliance Data Systems</a>	Commerce	1/24/2012
	Mobile Marketing	<a href="#">Retail Me Not Inc.</a>	Commerce	1/1/2013

Consulting Services	<a href="#">Oracle</a>	Consulting	10/15/2011
Consulting Services	<a href="#">RPE Solutions</a>	Consulting	10/15/2011
Supply Chain Management	<a href="#">RPE Solutions</a>	Distribution & Supply Chain	10/15/2011
Hardware Maintenance	<a href="#">Internal</a>	Home Office Systems	1/24/2012
Help Desk Services	<a href="#">Cyntergy</a>	Home Office Systems	1/24/2012
inStore Audio/Video	<a href="#">Pro-Motion</a>	Sales & Service	1/24/2012

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### Key Decision Makers:

Clicking a person's name will launch another window that searches LinkedIn in your network for updates on personnel and their career history

<p><b>IT (including CIO)</b></p> <p><a href="#">Melinda McAfee</a> <input type="checkbox"/> <i>Group VP, Deputy General Counsel Chief Privacy Officer</i></p> <p><a href="#">Chris McFarland</a> <input type="checkbox"/> <i>Information Security Officer</i></p> <p><a href="#">Tim Plzak</a> <input type="checkbox"/> <i>CTO</i></p> <p><a href="#">Joseph Ohemeng</a> <input type="checkbox"/> <i>Head of IT Audit</i></p> <p><a href="#">Kristi . Daraban</a> <input type="checkbox"/> <i>Head of Social Media</i></p> <p><a href="#">Tarik Studebaker</a> <input type="checkbox"/> <i>VP, IT</i></p> <p><a href="#">George Hunter</a> <input type="checkbox"/> <i>Vice President IT, Data &amp; Insights</i></p> <p><a href="#">Brandy Hansen</a> <input type="checkbox"/> <i>Vice President of Technical Design</i></p> <p><a href="#">Matt Weger</a> <input type="checkbox"/> <i>VP Customer Facing Systems, IT</i></p> <p><a href="#">Steve Johnston</a> <input type="checkbox"/> <i>Sr. Director of IT Customer Services</i></p> <p><a href="#">Jim Ray</a> <input type="checkbox"/> <i>Director IT</i></p> <p><a href="#">Jay Summerlot</a> <input type="checkbox"/> <i>Director, Information Technology - Systems Infrastructure</i></p> <p><a href="#">Todd C. Moyer</a> <input type="checkbox"/> <i>Director, Information Technology</i></p> <p><a href="#">Donnie Franzen</a> <input type="checkbox"/> <i>Director Omnichannel (Order Management)</i></p>	<p><b>Operations (excludes CIO)</b></p> <p><a href="#">Joanne Crevoiserat</a> <input type="checkbox"/> <i>COO</i></p> <p><a href="#">John Lough</a> <input type="checkbox"/> <i>EVP - Store Operations</i></p> <p><a href="#">Shane Berry</a> <input type="checkbox"/> <i>Group Vice President, Asset Protection</i></p> <p><a href="#">Todd Nyhus</a> <input type="checkbox"/> <i>Group VP - Store Ops/Finance</i></p> <p><a href="#">Krista Mobley</a> <input type="checkbox"/> <i>Director of Store Operations</i></p> <p><a href="#">Tim McKinsey</a> <input type="checkbox"/> <i>Senior Director Of Store Operations</i></p> <p><a href="#">Leslie Sucaet</a> <input type="checkbox"/> <i>Director Merchandise Operations and Planning</i></p> <p><a href="#">David Leino</a> <input type="checkbox"/> <i>Director of Store Operations</i></p>	<p><b>Merchandise/Supply Chain</b></p> <p><a href="#">Kristin A. Scott</a> <input type="checkbox"/> <i>Brand President-Hollister Co.</i></p> <p><a href="#">Monica Margerum</a> <input type="checkbox"/> <i>SVP Planning &amp; Inventory Management</i></p> <p><a href="#">Kyle Boettcher</a> <input type="checkbox"/> <i>Head of Global Concept &amp; Brand Development</i></p> <p><a href="#">Kristina Szasz</a> <input type="checkbox"/> <i>Group Vice President Women`s Design</i></p> <p><a href="#">Larry Grischow</a> <input type="checkbox"/> <i>SVP Supply Chain &amp; Procurement</i></p> <p><a href="#">Mark Paakanen</a> <input type="checkbox"/> <i>VP of Merchandise Distribution &amp; Planning</i></p> <p><a href="#">Michael Sherman</a> <input type="checkbox"/> <i>VP Trade &amp; Transportation</i></p>
<p><b>Marketing and PR</b></p> <p><a href="#">Will A. Smith</a> <input type="checkbox"/> <i>Chief Marketing Officer</i></p> <p><a href="#">Ashley S. Price</a> <input type="checkbox"/> <i>SVP Creative Director Abercrombie &amp; Hollister</i></p> <p><a href="#">Adrian M. Gaitan</a> <input type="checkbox"/> <i>Global Digital Marketing &amp; Strategic Partnerships</i></p> <p><a href="#">Lauren Morr</a> <input type="checkbox"/> <i>Vice President, Omnichannel Operations</i></p> <p><a href="#">Michael Scheiner</a> <input type="checkbox"/> <i>VP Marketing &amp; Communications</i></p>	<p><b>Finance and Investor Relations</b></p> <p><a href="#">Robert Ball</a> <input type="checkbox"/> <i>CFO</i></p> <p><a href="#">Scott Lipesky</a> <input type="checkbox"/> <i>Chief Financial Officer</i></p> <p><a href="#">Everett E. Gallagher</a> <input type="checkbox"/> <i>SVP &amp; Treasurer</i></p> <p><a href="#">Jenny Harvey</a> <input type="checkbox"/> <i>Brand Controller</i></p> <p><a href="#">Zach Barber</a> <input type="checkbox"/> <i>Senior Manager, Finance</i></p> <p><a href="#">Brian Logan</a> <input type="checkbox"/> <i>GVP Finance</i></p> <p><a href="#">Quave Burton</a> <input type="checkbox"/> <i>VP Global Expense Management &amp; Services</i></p> <p><a href="#">Korey Pazour</a> <input type="checkbox"/> <i>District Manager</i></p>	<p><b>HR and Legal</b></p> <p><a href="#">Amy Mullins</a> <input type="checkbox"/> <i>GVP</i></p> <p><a href="#">Jim Bierbower</a> <input type="checkbox"/> <i>EVP, Human Resources</i></p> <p><a href="#">Erin Crotty</a> <input type="checkbox"/> <i>Vice President - Human Resources</i></p> <p><a href="#">Andy Wheeler</a> <input type="checkbox"/> <i>Senior Director of Human Resources</i></p> <p><a href="#">Aubree B. Jones</a> <input type="checkbox"/> <i>Senior Director, Human Resources</i></p>
<p><b>Other Personnel</b></p> <p><a href="#">Leslee K. Herro</a> <input type="checkbox"/> <i>EVP</i></p> <p><a href="#">Lisa Lowman</a> <input type="checkbox"/> <i>SVP of Design for Hollister Girls</i></p>		

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