



New Era Cap Company Shipped + Open by Region

Currency: USD

EMEA

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Shipped	4,968,049	5,426,462	3,734,995	0	0	0	0	0	0	0	0	0	14,129,506
Open	0	28,207	3,284,257	4,513,340	3,670,071	5,584,324	3,969,166	2,820,947	589,604	23,810	0	0	24,483,726
Total	4,968,049	5,454,669	7,019,252	4,513,340	3,670,071	5,584,324	3,969,166	2,820,947	589,604	23,810	0	0	38,613,232
Last Year	1,777,272	5,252,781	6,355,149	5,187,166	5,021,404	5,302,651	5,776,416	6,323,737	6,673,410	5,260,507	4,842,717	4,025,218	61,798,427
Variance	3,190,777	201,888	664,103	-673,826	-1,351,333	281,673	-1,807,250	-3,502,789	-6,083,806	-5,236,698	-4,842,717	-4,025,218	-23,185,196
Coverage %	279.53%	103.84%	110.45%	87.01%	73.09%	105.31%	68.71%	44.61%	8.84%	0.45%	0.00%	0.00%	62.48%

Emerging Markets

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Shipped	1,616,463	2,039,266	1,123,802	0	0	0	0	0	0	0	0	0	4,779,532
Open	5,523	6,739	528,738	1,105,574	508,486	458,007	333,534	415,385	38,647	0	0	0	3,400,634
Total	1,621,987	2,046,006	1,652,540	1,105,574	508,486	458,007	333,534	415,385	38,647	0	0	0	8,180,166
Last Year	835,799	759,742	2,160,878	1,957,776	1,212,392	1,292,334	980,205	1,655,813	3,250,708	2,086,001	1,634,341	1,425,486	19,251,476
Variance	786,188	1,286,264	-508,338	-852,202	-703,906	-834,327	-646,670	-1,240,429	-3,212,061	-2,086,001	-1,634,341	-1,425,486	-11,071,310
Coverage %	194.06%	269.30%	76.48%	56.47%	41.94%	35.44%	34.03%	25.09%	1.19%	0.00%	0.00%	0.00%	42.49%

North America

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Shipped	24,957,795	48,716,223	34,339,012	0	0	0	0	0	0	0	0	0	108,013,031
Open	16,936	97,224	8,703,805	30,629,265	17,132,145	22,392,179	11,557,829	16,000,394	9,645,697	5,440,237	2,316,828	388,520	124,321,058
Total	24,974,731	48,813,447	43,042,817	30,629,265	17,132,145	22,392,179	11,557,829	16,000,394	9,645,697	5,440,237	2,316,828	388,520	232,334,088
Last Year	15,310,037	34,617,586	53,074,935	29,479,601	39,115,135	51,326,495	44,915,387	48,829,123	53,392,477	43,789,215	46,326,409	21,394,238	481,570,639
Variance	9,664,694	14,195,862	-10,032,118	1,149,663	-21,982,990	-28,934,316	-33,357,558	-32,828,729	-43,746,780	-38,348,978	-44,009,581	-21,005,719	-249,236,550
Coverage %	163.13%	141.01%	81.10%	103.90%	43.80%	43.63%	25.73%	32.77%	18.07%	12.42%	5.00%	1.82%	48.25%

Not assigned

	Apr	Total
Shipped	0	0
Open	0	0
Total	0	0
Last Year	0	0
Variance	0	0
Coverage %	0.00%	0.00%



Scorecard by Region NORTH AMERICA

Currency: USD Units: EA
Period: 2 Year: 2013

	YTD			LY			Total Year			Contribution %			Quantity			
	Shipped \$	Last Year \$	Budget \$	Budget \$	Variance \$	Budget \$	Open \$	Total \$	Last Year	Budget	TY	LY	Budget	TY	LY	Budget
Year	65,895,547	49,535,432	81,480,846	16,360,116	-15,585,299	124,095,810	189,991,358	447,596,836	516,707,703	S	45.5	46.5	57.0	5,913,844	4,735,464	
Coverage		133.0%	80.9%					42.4%	36.8%	SO	45.3					
	Revenue						LY			Contribution %			Quantity			
	Shipped \$	Open \$	Total \$	Last Year \$	Budget \$	Variance \$	Budget \$	Variance \$	Budget \$	TY	LY	Budget	TY	LY	Budget	
Product Mix																
Headwear	58,189,876	105,362,946	163,552,822	49,414,043	71,549,289	8,775,833	-13,359,413			46.0	46.6	56.8	5,072,270	4,726,020		
Apparel	7,577,137	18,565,534	26,142,671	41,012	9,822,157	7,536,125	-2,245,020			41.0	29.0	58.9	826,378	3,337		
Accessories	128,534	167,331	295,865	80,377	109,400	48,157	19,134			40.0	21.2	45.2	15,196	6,107		
License																
MLB PROPERTIES	36,077,617	45,482,058	81,559,676	30,673,492	41,006,366	5,404,125	-4,928,749			46.3	47.3	58.5	3,041,465	2,539,906		
NFL PROPERTIES	11,721,676	44,912,061	56,633,737	745,098	23,247,182	10,976,578	-11,525,506			43.8	32.1	57.2	869,057	109,453		
NBA PROPERTIES	6,143,942	10,737,314	16,881,255	5,337,986	3,858,817	805,956	2,285,125			51.5	53.2	63.3	516,759	454,252		
NON LICENSED	4,943,526	9,158,250	14,101,776	5,048,314		-104,788	4,943,526			44.4	39.6		812,534	860,708		
WORLD BASEBALL CLASSIC	1,651,705	411,671	2,063,376	609		1,651,096	1,651,705			54.2	-49.1		119,690	111		
Others	5,357,081	13,394,457	18,751,537	7,729,932		-2,372,851	5,357,081			39.3	45.0		554,339	771,034		
Customer Segment																
TASTEMAKER	471,637	754,542	1,226,179	212,261		259,376	471,637			52.9	54.1		37,264	15,650		
GOLDSTAR	2,892,363	4,945,633	7,837,996	3,176,580		-284,216	2,892,363			49.8	51.0		212,492	231,467		
FASHION REG & IND	10,468,796	25,203,906	35,672,702	6,526,214		3,942,582	10,468,796			38.9	50.5		888,397	462,799		
NATIONAL KEY ACCOUNTS	18,786,617	32,976,153	51,762,770	16,828,543		1,958,074	18,786,617			47.8	50.7		1,499,548	1,370,790		
SPORTING GOODS	6,243,379	11,109,225	17,352,604	4,066,745		2,176,634	6,243,379			46.8	46.5		476,115	354,838		
FAN SPECIALITY	10,049,239	21,529,353	31,578,592	5,778,574		4,270,665	10,049,239			49.7	47.6		758,186	480,319		
CONCESSIONAIRE & STADIUM	7,843,139	16,426,682	24,269,820	5,832,284		2,010,855	7,843,139			45.2	41.9		768,173	600,618		
CLUB/MASS/DISCOUNT	3,320,791	1,252,903	4,573,695	5,420		3,315,372	3,320,791			34.4	48.2		341,352	462		
OTHERS	5,819,587	9,897,413	15,717,000	7,108,812		-1,289,225	5,819,587			41.2	33.8		932,317	1,218,521		
Customer																
LIDS INC	15,119,373	26,860,148	41,979,521	11,489,793		3,629,580	15,119,373			47.3	50.4		1,202,231	931,121		
CHAMPS DIVISION	2,066,191	2,162,695	4,228,886	3,789,344		-1,723,154	2,066,191			52.0	52.1		159,432	301,158		
GSI COMMERCE INC	1,504,941	300,422	1,805,362	157,271		1,347,669	1,504,941			49.7	53.1		93,706	12,351		
FANATICS INC	1,320,214	568,195	1,888,409	198,075		1,122,139	1,320,214			44.5	43.3		116,426	20,078		
FOOT LOCKER INC	1,144,080	2,384,756	3,528,836	987,809		156,272	1,144,080			49.4	51.5		101,696	89,144		
Others	44,740,749	91,819,594	136,560,343	32,913,140		11,827,609	44,740,749			44.3	44.4		4,240,353	3,381,612		



Currency: USD Units: EA
Period: 2 Year: 2013

MTD		LY Variance		Budget		Contribution %				Quantity				
Shipped \$	Last Year \$	Budget \$	Variance \$	Open \$	Total \$	Last Year \$	Budget \$	Variance \$	TY	LY	Budget	TY	LY	Budget
MTD	42,158,008	34,323,003	55,716,766	7,835,005	-13,558,758				47.1	47.5	57.4	3,649,036	3,201,655	
Product Mix														
Headwear	37,569,292	261,331	37,830,623	34,253,070	48,708,540	3,316,222	-11,139,248		50.3	47.6	57.2	3,149,765	3,194,908	
Apparel	4,436,579	9,936	4,446,515	22,318	6,943,526	4,414,261	-2,506,947		19.8	21.8	59.0	486,692	2,056	
Accessories	152,138	58	152,196	47,616	64,700	104,522	87,438		51.4	25.4	44.4	12,579	4,691	
License														
MLB PROPERTIES	25,003,549	136,790	25,140,339	21,647,872	31,170,267	3,355,676	-6,166,718		46.9	48.1	58.3	2,025,801	1,778,334	
NBA PROPERTIES	4,819,412	18,048	4,837,460	4,152,067	3,102,811	667,345	1,716,601		53.0	53.1	63.5	410,101	362,021	
NFL PROPERTIES	4,554,961	11,596	4,566,557	587,086	13,600,821	3,967,875	-9,045,860		43.9	28.1	57.7	344,615	96,617	
NON LICENSED	2,314,933	26,063	2,340,996	2,173,373		141,560	2,314,933		43.2	38.9		362,914	417,153	
WORLD BASEBALL CLASSIC	1,502,351	161	1,502,512	609		1,501,742	1,502,351		55.4	-49.1		106,146	111	
Others	3,962,802	78,667	4,041,470	5,761,996		-1,799,193	3,962,802		43.9	46.6		399,459	547,419	
Customer Segment														
TASTEMAKER	191,807	0	191,807	146,303		45,504	191,807		56.4	53.5		14,738	11,074	
GOLDSTAR	1,401,306	7,208	1,408,514	1,629,535		-228,229	1,401,306		52.5	50.7		106,094	119,117	
FASHION REG & IND	5,974,706	50,783	6,025,488	3,535,219		2,439,487	5,974,706		44.3	51.3		508,790	243,759	
NATIONAL KEY ACCOUNTS	17,073,567	9,282	17,082,849	15,512,458		1,561,108	17,073,567		52.7	51.2		1,352,766	1,254,793	
SPORTING GOODS	3,913,780	10,254	3,924,033	2,788,606		1,125,174	3,913,780		46.1	47.5		296,209	239,854	
FAN SPECIALITY	5,236,526	136,099	5,372,625	3,122,353		2,114,172	5,236,526		48.0	47.9		360,872	257,765	
CONCESSIONAIRE & STADIUM	4,228,237	44,206	4,272,443	4,235,508		-7,271	4,228,237		34.2	40.7		426,837	442,010	
CLUB/MASS/DISCOUNT	1,849,591	0	1,849,591	-245		1,849,836	1,849,591		37.9	36.6		194,406	-18	
OTHERS	2,288,488	13,494	2,301,982	3,353,265		-1,064,777	2,288,488		39.5	33.0		388,324	633,301	
Customer														
LIDS INC	13,872,310	9,282	13,881,592	11,209,091		2,663,219	13,872,310		52.5	50.9		1,091,170	895,370	
CHAMPS DIVISION	1,746,159	0	1,746,159	3,015,395		-1,269,235	1,746,159		55.5	52.0		135,758	243,398	
FOOT LOCKER INC	1,162,026	0	1,162,026	851,140		310,886	1,162,026		52.4	53.5		101,667	76,280	
THE GAP INC.	983,496	0	983,496	0		983,496	983,496		19.0	0.0		133,436	0	
GSI COMMERCE INC	800,596	1,691	802,288	18,533		782,063	800,596		48.7	53.2		48,886	1,632	
Others	23,593,421	260,352	23,853,773	19,228,845		4,364,576	23,593,421		44.2	44.5		2,138,119	1,984,975	
Silhouette														
5950	22,067,061	89,013	22,156,074	20,691,382		1,375,679	-6,448,038		54.8	49.5	58.0	1,478,443	1,639,500	
950	5,833,034	35,035	5,868,069	6,340,575		-507,541	-2,799,927		42.8	48.7	60.0	642,574	608,066	
3930	5,589,304	46,712	5,636,016	3,983,225		1,606,079	-1,645,861		43.8	42.7	53.9	547,081	491,967	
T-SHIRT - SHORT SLEE	3,144,698	2,797	3,147,496	0		3,144,698	3,144,698		19.2	0.0		369,690	0	
940	997,797	31,682	1,029,479	1,007,211		-9,414	997,797		36.2	35.1		143,294	155,040	
Others	4,526,114	66,086	4,592,200	2,300,611		2,225,504	4,526,114		39.1	39.7		467,954	307,082	



Product Mix Scorecard by Region, Product Mix and Sales Org

NORTH AMERICA

Currency: USD Units: EA
Period: 2 Year: 2013

	YTD		LY		Budget		Total Year		Contribution %		Quantity	
	Shipped \$	Last Year \$	Budget \$	Variance \$	Open \$	Total \$	Last Year	Budget	TY	LY	TY	LY
Year	65,895,547	49,535,432	81,480,846	16,360,116	-15,585,299	124,095,810	189,991,358	447,596,836	516,707,703	45.5	46.5	57.0
Coverage		133.0%	80.9%					42.4%	36.8%	45.3		
	Revenue						LY		Contribution %		Quantity	
	Shipped \$	Open \$	Total \$	Variance \$	Budget \$	Variance \$	TY	LY	TY	LY	TY	LY
License												
MLB PROPERTIES	36,077,617	45,482,058	81,559,676	30,673,492	41,006,366	5,404,125	-4,928,749	46.3	47.3	58.5	3,041,465	2,539,906
NFL PROPERTIES	11,721,676	44,912,061	56,633,737	745,098	23,247,182	10,976,578	-11,525,506	43.8	32.1	57.2	869,057	109,453
NBA PROPERTIES	6,143,942	10,737,314	16,881,255	5,337,986	3,858,817	805,956	2,285,125	51.5	53.2	63.3	516,759	454,252
NON LICENSED	4,943,526	9,158,250	14,101,776	5,048,314	-104,788	4,943,526		44.4	39.6		812,534	860,708
WORLD BASEBALL CLASSIC	1,651,705	411,671	2,063,376	609	1,651,096	1,651,705		54.2	-49.1		119,690	111
Others	5,357,081	13,394,457	18,751,537	7,729,932	-2,372,851	5,357,081		39.3	45.0		554,339	771,034
Customer Segment												
TASTEMAKER	471,637	754,542	1,226,179	212,261	259,376	471,637		52.9	54.1		37,264	15,650
GOLDSTAR	2,892,363	4,945,633	7,837,996	3,176,580	-284,216	2,892,363		49.8	51.0		212,492	231,467
FASHION REG & IND	10,468,796	25,203,906	35,672,702	6,526,214	3,942,582	10,468,796		38.9	50.5		888,397	462,799
NATIONAL KEY ACCOUNTS	18,786,617	32,976,153	51,762,770	16,828,543	1,958,074	18,786,617		47.8	50.7		1,499,548	1,370,790
SPORTING GOODS	6,243,379	11,109,225	17,352,604	4,066,745	2,176,634	6,243,379		46.8	46.5		476,115	354,838
FAN SPECIALTY	10,049,239	21,529,353	31,578,592	5,778,574	4,270,665	10,049,239		49.7	47.6		758,186	480,319
CONCESSIONAIRE & STADIUM	7,843,139	16,426,682	24,269,820	5,832,284	2,010,855	7,843,139		45.2	41.9		768,173	600,618
CLUB/MASS/DISCOUNT	3,320,791	1,252,903	4,573,695	5,420	3,315,372	3,320,791		34.4	48.2		341,352	462
OTHERS	5,819,587	9,897,413	15,717,000	7,108,812	-1,289,225	5,819,587		41.2	33.8		932,317	1,218,521
Customer												
LIDS INC	15,119,373	26,860,148	41,979,521	11,489,793	3,629,580	15,119,373		47.3	50.4		1,202,231	931,121
FOOT LOCKER INC	1,144,080	2,384,756	3,528,836	987,809	156,272	1,144,080		49.4	51.5		101,696	89,144
DICKS CLOTHING AND SPTG	946,474	711,726	1,658,200	270,079	676,395	946,474		46.5	46.0		69,902	26,825
AMAZON COM INC	803,392	1,505,355	2,308,747	85,101	718,291	803,392		47.9	50.4		42,988	6,086
THE SPORTS AUTHORITY	740,825	551,273	1,292,098	476,894	263,930	740,825		47.8	46.8		51,870	45,118
Others	17,729,863	35,406,926	53,136,790	17,998,951	-269,088	17,729,863		49.2	44.2		1,589,982	1,870,157
Silhouette												
5950	31,047,681	39,596,351	70,644,033	28,811,657	38,980,491	2,236,024	-7,932,810	49.6	49.0	57.9	2,106,764	2,304,102
3930	9,891,148	18,542,154	28,433,302	5,797,389	12,780,364	4,093,759	-2,889,216	40.7	40.0	53.6	944,739	735,206
950	8,067,107	15,183,634	23,250,741	8,731,460	12,406,030	-664,353	-4,338,923	45.5	48.2	59.5	890,012	829,363
T-SHIRT - SHORT SLEE	5,010,598	8,804,511	13,815,109	0	5,010,598	5,010,598		39.5	0.0		578,902	0
940	3,220,174	4,884,892	8,105,066	1,748,820	1,471,355	3,220,174		37.4	37.2		463,621	257,938
Others	8,658,839	37,084,268	45,743,107	4,446,106	4,212,734	8,658,839		44.4	39.4		929,806	608,855

Score card

Open order
Sub report

FiscalYear	FiscalPeriod	ProfitCenter	OpenOrderQty	OpenOrderValue
2012	012	0010/PC1410	283.00	5,069.83
2013	001	0010/PC0111	88.00	341.37
2013	001	0010/PC0113	43.00	617.69
2013	001	0010/PC0114	2.00	32.38
2013	001	0010/PC1320	805.00	8,792.50
2013	001	0010/PC1410	100.00	2,650.00
2013	001	0010/PC1490	1,104.00	8,143.20
2013	001	0010/PC5105	192.00	1,881.60
2013	002	0010/PC0113	10.00	35.95
2013	002	0010/PC0115	6.00	92.41
2013	002	0010/PC0120	6.00	78.49
2013	002	0010/PC1130	59.00	719.80
2013	002	0010/PC1131	307.00	3,984.01
2013	002	0010/PC1135	543.00	3,591.03
2013	002	0010/PC1140	253.00	4,351.49
2013	002	0010/PC1154	132.00	2,332.01
2013	002	0010/PC1320	3,864.00	37,889.03
2013	002	0010/PC1334	2,388.00	19,164.93
2013	002	0010/PC1350	12.00	135.00
2013	002	0010/PC1370	771.00	11,571.13
2013	002	0010/PC1380	2,656.00	37,732.15
2013	002	0010/PC1394	380.00	6,471.80
2013	002	0010/PC1410	57.00	925.40
2013	002	0010/PC2100	59.00	1,352.94
2013	002	0010/PC5005	246.00	1,484.55
2013	002	0010/PC5200	18.00	238.18
2013	002	0010/PC7001	1.00	20.00
2013	003	0010/PC0101	144.00	556.29
2013	003	0010/PC0103	460.00	7,878.56
2013	003	0010/PC0104	351.00	4,907.48
2013	003	0010/PC0105	3,274.00	69,220.77
2013	003	0010/PC0113	1,281.00	23,528.80
2013	003	0010/PC0114	10,602.00	130,478.22
2013	003	0010/PC0115	1,769.00	32,700.66
2013	003	0010/PC1010	39,240.00	245,173.01
2013	003	0010/PC1034	3,010.00	20,794.46
2013	003	0010/PC1040	237.00	1,850.23
2013	003	0010/PC1070	14,544.00	121,240.06
2013	003	0010/PC1130	117,338.00	1,535,337.28
2013	003	0010/PC1131	3,938.00	53,693.15
2013	003	0010/PC1135	77,817.00	732,606.78
2013	003	0010/PC1140	12,652.00	206,123.02
2013	003	0010/PC1154	21,255.00	342,024.25
2013	003	0010/PC1170	1,361.00	18,291.90
2013	003	0010/PC1311	1,782.00	18,086.04
2013	003	0010/PC1320	6,388.00	70,027.24