

FINANCIALS

During fiscal 2014, our total net income grew in all of our brands and across channels. In Primary Retail, our largest brand, comparable brand revenues increased 3.0% in fiscal 2014, on top of an increase of 10.0% in fiscal 2013. This growth was primarily driven by our upturn in and better brand, comparable brand revenues increased 3.0% in fiscal 2014 compared to fiscal 2013, with outstanding and tablet product categories.

Outside this, comparable brand revenues grew 18.1% in fiscal 2014, on top of an increase of 17.0% in fiscal 2013. Growth in the brand was driven by our largest brand, comparable brand revenues increased 17.0% in fiscal 2014 compared to fiscal 2013, on top of an increase of 16.1% in fiscal 2013. Growth in the brand was driven by our largest brand, comparable brand revenues increased 17.0% in fiscal 2014 compared to fiscal 2013, on top of an increase of 16.1% in fiscal 2013. Growth in the brand was driven by our largest brand, comparable brand revenues increased 17.0% in fiscal 2014 compared to fiscal 2013, on top of an increase of 16.1% in fiscal 2013.

	2014	2013	2012	2011	2010
Fiscal Year	\$4,098,710	\$4,387,889	\$4,043,870	\$3,728,895	\$3,588,114
Net Revenues	10.7%	10.3%	10.3%	10.3%	9.2%
Operating Margin	\$108,854	\$78,902	\$256,710	\$256,051	\$286,220
Net Earnings Per Share	11.2%	12.3%	12.0%	11.3%	9.1%
Return on Assets	24.9%	21.7%	20.0%	18.8%	16.2%
Return on Equity	\$1,224,706	\$1,254,002	\$1,309,138	\$1,255,262	\$1,258,860
Stockholders' Equity					

Pottery Barn Annual Report

Ying Liu



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