

# THE TOP 50

A ranking of apparel companies (with at least \$100M in annual sales) that are publicly traded on the U.S. stock exchange by their profit margin for the most recent fiscal year.

2013 RANK	Last Year's Rank	Company	FY	SALES			NET INCOME			% Profit Margin, Most Recent FY	% Profit Margin, Previous FY
				Most Recent FY	Previous FY	% Change Sales	Most Recent FY	Previous FY	% Change Net Income		
1	1	Zuoan	Dec.	232.7	200.7	15.94	48.2	41.7	15.59	20.71	20.78
2	2	lululemon athletica	Feb.	1,370.4	1,000.8	36.93	271.4	184.1	47.42	19.80	18.40
3	4	Francesca's Collections	Feb.	296.4	204.2	45.15	47.1	22.5	109.33	15.89	11.02
4	3	The Buckle	Feb.	1,124.0	1,062.9	5.75	164.3	151.5	8.45	14.62	14.25
5	New	China Xiniya Fashion Limited	Dec.	225.1	191.9	17.30	28.5	40.9	(30.32)	12.66	21.31
6	9	Polo Ralph Lauren	Mar.	6,944.8	6,859.5	1.24	750.0	681.0	10.13	10.80	9.93
7	11	VF	Dec.	10,879.9	9,459.2	15.02	1,086.0	888.1	22.28	9.98	9.39
8	6	True Religion Jeans	Dec.	467.3	419.8	11.31	46.0	45.0	2.22	9.84	10.72
9	7	Nike	May	24,128.0	20,862.0	15.66	2,223.0	2,133.0	4.22	9.21	10.22
10	13	Urban Outfitters	Jan.	2,794.9	2,473.8	12.98	237.3	185.3	28.06	8.49	7.49
11	New	Ross Stores	Feb.	9,721.1	8,608.3	12.93	786.8	657.2	19.72	8.09	7.63
12	New	Gildan	Sept.	1,948.3	1,725.7	12.90	148.5	234.2	(36.59)	7.62	13.57
13	33	American Eagle Outfitters	Feb.	3,475.8	3,120.1	11.40	264.1	175.3	50.66	7.60	5.62
14	8	Jos. A. Bank Clothiers	Feb.	1,049.3	979.9	7.08	79.7	97.5	(18.26)	7.60	9.95
15	16	UniFirst	Aug.	1,256.3	1,134.1	10.78	95.0	76.5	24.18	7.56	6.75
16	New	T.J.Maxx	Feb.	25,878.0	23,191.0	11.59	1,907.0	1,496.0	27.47	7.37	6.45
17	21	Cintas	May	4,102.0	3,810.4	7.65	297.6	247.0	20.49	7.25	6.48
18	26	Gap	Feb.	15,651.0	14,549.0	7.57	1,135.0	833.0	36.25	7.25	5.73
19	12	Limited Brands	Feb.	10,459.0	10,364.0	0.92	753.0	850.0	(11.41)	7.20	8.20
20	29	PVH	Feb.	6,043.0	5,890.6	2.59	433.8	275.7	57.34	7.18	4.68
21	19	Under Armour	Dec.	1,834.9	1,472.7	24.59	128.8	97.0	32.78	7.02	6.59
22	22	Chico's FAS	Feb.	2,581.1	2,196.4	17.52	180.2	140.9	27.89	6.98	6.42
23	28	Carter's	Dec.	2,381.7	2,109.7	12.89	161.2	114.0	41.40	6.77	5.40
24	10	Guess?	Feb.	2,658.6	2,688.0	(1.09)	178.7	265.5	(32.69)	6.72	9.88
25	14	Cato	Feb.	944.0	931.5	1.34	61.7	64.8	(4.78)	6.54	6.96
26	15	Express	Feb.	2,148.1	2,073.4	3.60	139.3	140.7	(1.00)	6.48	6.79
27	17	Zumiez	Feb.	669.4	555.9	20.42	42.2	37.4	12.83	6.30	6.73
28	20	Nordstrom	Feb.	11,762.0	10,500.0	12.02	735.0	683.0	7.61	6.25	6.50
29	23	Columbia Sportswear	Dec.	1,669.6	1,694.0	(1.44)	99.9	103.5	(3.48)	5.98	6.11
30	27	Maidenform Brands	Dec.	600.3	606.3	(0.99)	33.5	33.2	0.90	5.58	5.48
31	32	The Men's Wearhouse	Feb.	2,488.3	2,382.7	4.43	131.7	120.6	9.20	5.29	5.06
32	43	Abercrombie & Fitch	Feb.	4,510.8	4,158.1	8.48	237.0	143.9	64.70	5.25	3.46
33	New	Tilly's	Feb.	467.3	400.6	16.65	23.9	34.3	(30.32)	5.11	8.56
34	30	rue21	Feb.	901.9	760.3	18.62	43.9	39.0	12.56	4.87	5.13
35	24	Ascena Retail Group	July	3,353.3	2,914.0	15.08	162.2	170.5	(4.87)	4.84	5.85
36	New	Joe's Jeans	Nov.	118.6	95.4	24.32	5.6	(1.4)	500.00	4.72	(1.47)
37	35	Ever-Glory International Group	Dec.	279.6	215.8	29.56	12.8	9.6	33.33	4.58	4.45
38	39	Ann	Feb.	2,375.5	2,212.5	7.37	102.6	86.6	18.48	4.32	3.91
39	Back	J.Crew Group	Feb.	2,227.7	1,855.0	20.09	96.1	(3.7)	2,697.30	4.31	(0.20)
40	37	G-III Apparel Group	Jan.	1,399.7	1,231.2	13.69	56.5	49.6	13.91	4.04	4.03
41	50	Wacoal	March	2,085.9	2,002.5	4.16	83.9	33.3	151.95	4.02	1.66
42	New	Gordman's	Feb.	607.7	551.5	10.19	23.5	25.2	(6.75)	3.87	4.57
43	18	Body Central	Dec.	311.0	296.5	4.89	11.9	19.7	(39.59)	3.83	6.64
44	40	Oxford Industries	Feb.	855.5	758.9	12.73	31.3	29.4	6.46	3.66	3.87
45	25	Hanesbrands	Dec.	4,525.7	4,434.3	2.06	164.7	266.7	(38.25)	3.64	6.01
46	36	Destination Maternity	Sept.	541.5	545.4	(0.72)	19.4	23.0	(15.65)	3.58	4.22
47	34	The Children's Place	Feb.	1,809.5	1,715.9	5.45	63.2	74.3	(14.94)	3.49	4.33
48	45	Levi Strauss	Nov.	4,610.2	4,761.6	(3.18)	141.0	135.1	4.37	3.06	2.84
49	38	G&K Services	June	869.9	828.9	4.95	24.1	33.2	(27.41)	2.77	4.01
50	Back	Hot Topic	Feb.	741.7	697.9	6.28	19.5	(1.8)	1,183.33	2.63	(0.26)

\*NOTES: New = The company is appearing in the Apparel Top 50 for the first time. Back = The company has been ranked in the Apparel Top 50 in previous years but was not ranked last year because of its performance, because it was not publicly traded, etc. Dollar amounts are in millions of U.S. dollars. Levi Strauss & Co. and J.Crew are privately held companies that release financial data publicly. Apparel does not include department stores in its Top 50 rankings (see Top 10 department store rankings in next month's issue). Nordstrom files with the SEC under "Retail - Family Clothing Stores" (SIC code 5651). The fiscal year consisted of 53 weeks for those companies whose fiscal years ended in February.