





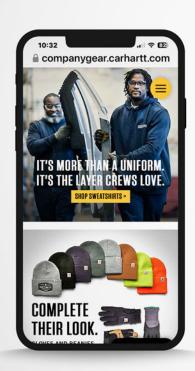
CARHARTT HAS ALWAYS BEEN A BRAND CONSUMERS KNOW AND LOVE. BUT FOR BUSINESS DECISION MAKERS LOOKING TO PURCHASE UNIFORMS, CARHARTT'S BUSINESS SEGMENT - CARHARTT COMPANY GEAR - WAS RELATIVELY UNKNOWN. ADDING TO THE CHALLENGE, CARHARTT OFFERED A PREMIUM SOLUTION BUT MANY BUYERS WERE DEFAULTING TO THE CHEAPEST OPTION. SO, WE STARTED WITH RESEARCH THAT UNCOVERED A POWERFUL TRUTH. BUSINESS DECISION MAKERS CARE ABOUT THEIR CREWS. AND CREWS WHO HAVE THE RIGHT GEAR FEEL SAFE AND PERFORM AT THEIR BEST. WHICH CAN LEAD TO BETTER RETENTION, INCREASED LOYALTY AND DRIVE BUSINESS SUCCESS.

THIS THINKING DROVE OUR STRATEGY: TO NOT JUST SELL CARHARTT WORKWEAR, BUT HELP CUSTOMERS SEE CARHARTT AS A BUSINESS ADVANTAGE.

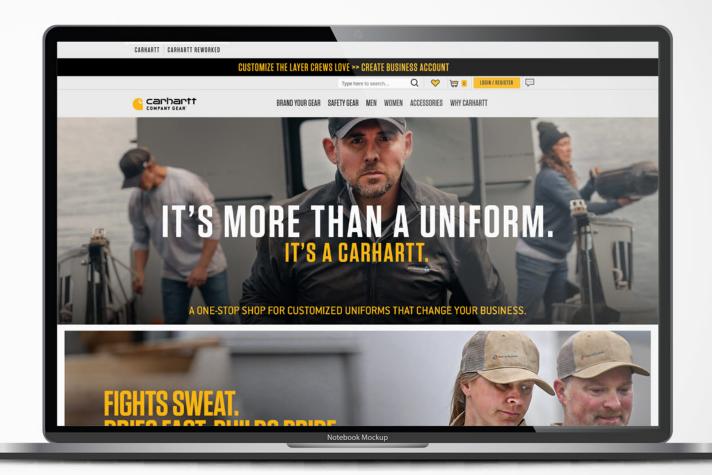
ONE THAT'S BACKED BY 130-YEARS LEGACY OF INNOVATION, MAKES THE TOUGHEST JOBS MORE MANAGEABLE AND CREATES A

SENSE OF PRIDE FOR EMPLOYEES AND EMPLOYERS ALIKE. FOR THE CREWS PUTTING IN THE WORK AND BUSINESSES WHO DEPEND ON THEM,

IT'S MORE THAN A UNIFORM. IT'S A CARHARTT.













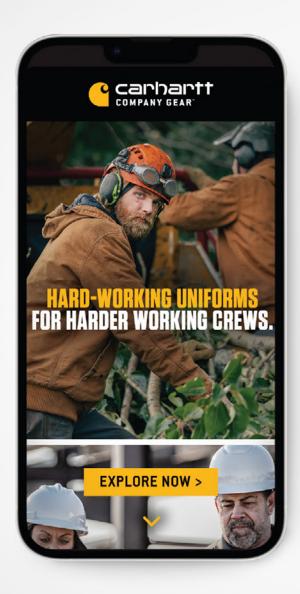








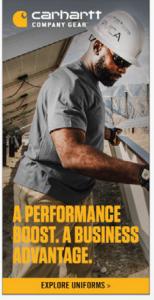
















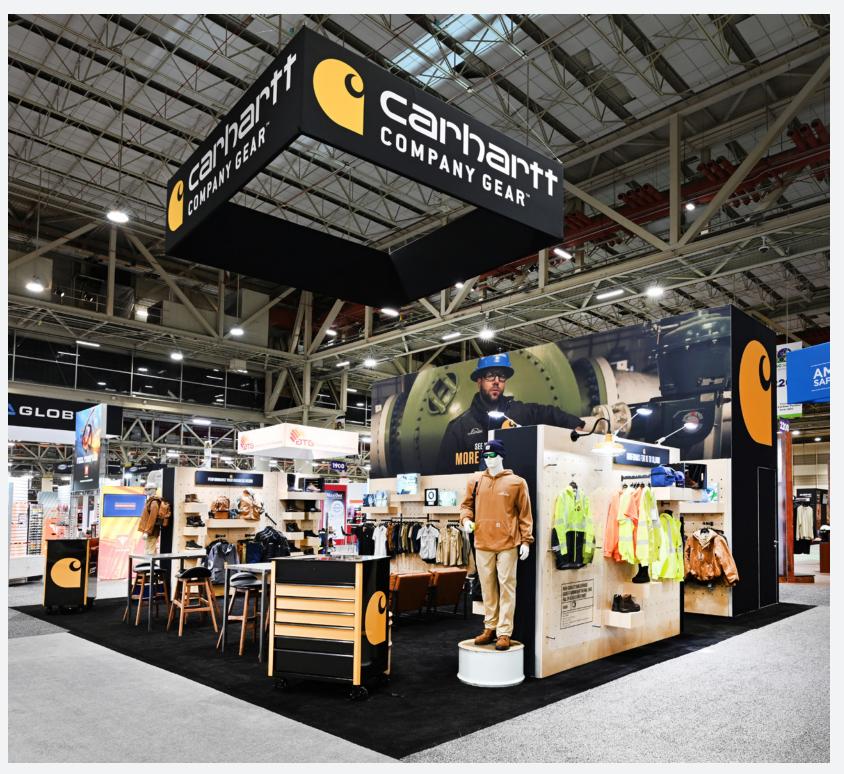










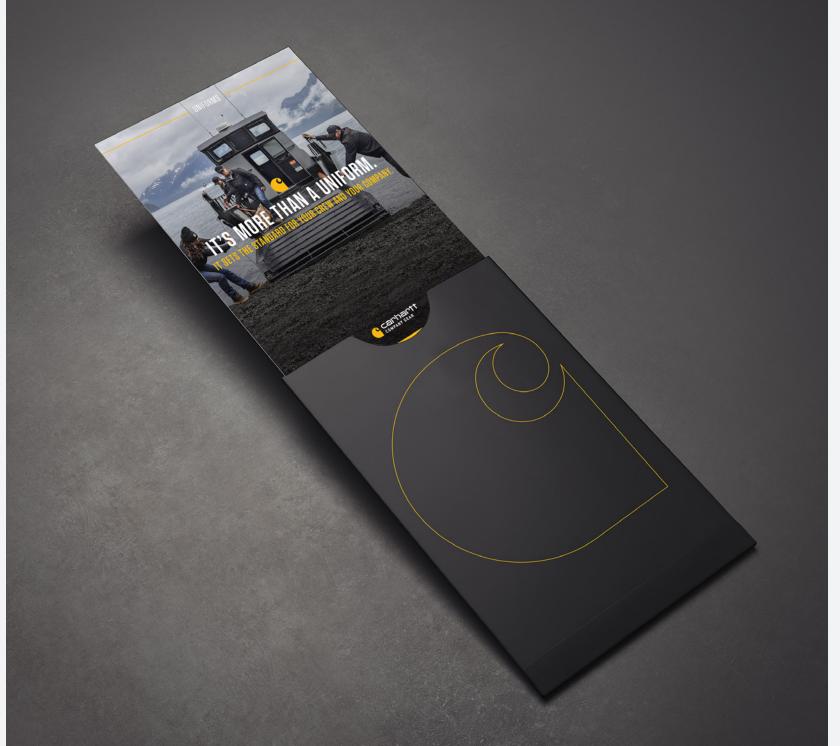


















99% of site visits to the Why Carhartt page driven by our paid media





95% increase in revenue

Trending toward a 4X ROI over the next three years, supporting double-digit business growth plans. 14900
INCREASE IN SALES IN
JUST 10 MONTHS

88+
million impressions
8,000+
QUALIFIED MARKETING LEADS

225k site visits

7.5m