



SAFE HARBOR STATEMENT

Forward Looking Statements

This presentation, contains or may contain forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995, including but not limited to statements relating to the Company's strategic initiatives and adjusted net income per diluted share. Forward-looking statements typically are identified by use of terms such as "may," "will," "should," "plan," "project," "expect," "anticipate," "estimate" and similar words, although some forward-looking statements are expressed differently. These forward-looking statements are based upon the Company's current expectations and assumptions and are subject to various risks and uncertainties that could cause actual results and performance to differ materially. Some of these risks and uncertainties are described in the Company's filings with the Securities and Exchange Commission, including in the "Risk Factors" section of its annual report on Form 10-K for the fiscal year ended January 30, 2021. Included among the risks and uncertainties that could cause actual results and performance to differ materially are the risk that the Company will be unsuccessful in gauging fashion trends and changing consumer preferences, the risks resulting from the highly competitive nature of the Company's business and its dependence on consumer spending patterns, which may be affected by changes in economic conditions, the risks related to the COVID-19 pandemic, including the impact of the COVID-19 pandemic on our business or the economy in general (including decreased customer traffic, schools adopting remote and hybrid learning models, closures of businesses and other activities causing decreased demand for our products and negative impacts on our customers' spending patterns due to decreased income or actual or perceived wealth, and the impact of the CARES Act and other legislation related to the COVID-19 pandemic, and any changes to the CARES Act or such other legislation), the risk that the Company's strategic initiatives to increase sales and margin are delayed or do not result in anticipated improvements, the risk of delays, interruptions and disruptions in the Company's global supply chain, including resulting from COVID-19 or other disease outbreaks, or foreign sources of supply in less developed countries, more politically unstable countries, or countries where vendors fail to comply with industry standards or ethical business practices, including the use of forced, indentured, or child labor, the risk that the cost of raw materials or energy prices will increase beyond current expectations or that the Company is unable to offset cost increases through value engineering or price increases, various types of litigation, including class action litigations brought under consumer protection, employment, and privacy and information security laws and regulations, the imposition of regulations affecting the importation of foreign-produced merchandise, including duties and tariffs, and the uncertainty of weather patterns. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date they were made. The Company undertakes no obligation to release publicly any revisions to these forward-looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.

COMPANY OVERVIEW

About Our Business

- **#1 pure play** children's specialty apparel retailer in North America, offering apparel, footwear, and accessories for children sizes 0-18
- Strength of design, merchandising, and sourcing teams produces a superior product offering
- Experienced and talented management team, with an average tenure of over seven years, focused on execution and operational excellence
- \$1.5 billion in revenue¹, strong brand awareness, and market share leader in specialty apparel children's retail

Size and Scale of Our Operations²

724 stores in the United States, Canada and Puerto Rico

Growing e-commerce presence in the U.S. and Canada representing approximately **53%**

of sales in fiscal 2020 and approximately **42%** of sales for year-to-date fiscal 2021

213 international points of distribution in **19** countries



¹ For fiscal year 2020

² As of May 1, 2021

INVESTMENT HIGHLIGHTS

Realizing benefits of a multi-year business transformation strategy

How We Serve Our Customer

- Consistently **deliver trend-right product** with an **attractive value proposition** leveraging **deep knowledge** of core customer behavior
- Areas of focus: 1) **customer insights**, 2) **customer strategy** and 3) **digital delivery**, consisting of omni-channel initiatives and digital architecture upgrades
- Focus on **continuing to acquire and retain omni-channel customers** through our leading digital customer experience
- Drive **customer engagement**, **revenue**, and **profitability** through **high participation rate** in loyalty program and private label credit card program

Store Portfolio

- Accelerated fleet optimization initiatives – as of May 1, 2021 **closed 474 stores since 2013**, and approximately **98 additional store closures** targeted in fiscal 2021
- After these closures, we are planning for **a steady state annual digital penetration of approximately 50%** and expect approximately **75%** of our total revenues to be generated **outside of our mall stores** in fiscal 2022



FIRST QUARTER ADJUSTED 2021 RESULTS

Our operating results reflect adjusted gross margin, operating margin, and EPS all at record levels. Our record results were primarily driven by significantly higher merchandise margins in both our digital and stores channels, significant occupancy savings from favorable lease negotiations and fewer stores, and meaningful e-commerce fulfillment optimization. Comparable retail sales were 83.0% for the quarter.

<u>Adjusted Results</u>	<u>Q1</u> <u>2021*</u>	<u>% Sales</u>	<u>Q1</u> <u>2020*</u>	<u>% Sales</u>	<u>B/(W)</u>
Net Sales	\$435.5		\$255.2		70.6%
Gross Profit	189.2	43.4%	45.3	17.7%	2,571 Bps
SG&A	104.1	23.9%	92.4	36.2%	1,231 Bps
Depreciation	<u>14.3</u>	<u>3.3%</u>	<u>17.7</u>	<u>7.0%</u>	<u>366 Bps</u>
Op Income	70.7	16.2%	(64.9)	(25.4%)	4,168 Bps
Income Tax	<u>17.6</u>	<u>26.5%</u>	<u>(18.0)</u>	<u>27.0%</u>	
Net Income	48.7	11.2%	(48.7)	(19.1%)	3,028 Bps
Shares	15.0		14.6		
EPS	\$3.25		(\$3.33)		

*Adjusted measures are non-GAAP and exclude expenses and income which we believe are not indicative of the performance of the core business. A reconciliation of GAAP and non-GAAP measures is provided in the Company's earnings releases which are available at <http://investor.childrensplace.com>.

** Our comparable retail sales do not exclude any temporarily closed stores, impacted by the COVID-19 pandemic. Please refer to the Company's Quarterly Report on Form 10Q for the first quarter ended May 1, 2021 to be filed with the U.S. Securities and Exchange Commission for additional details.

BALANCE SHEET AND CASH FLOW

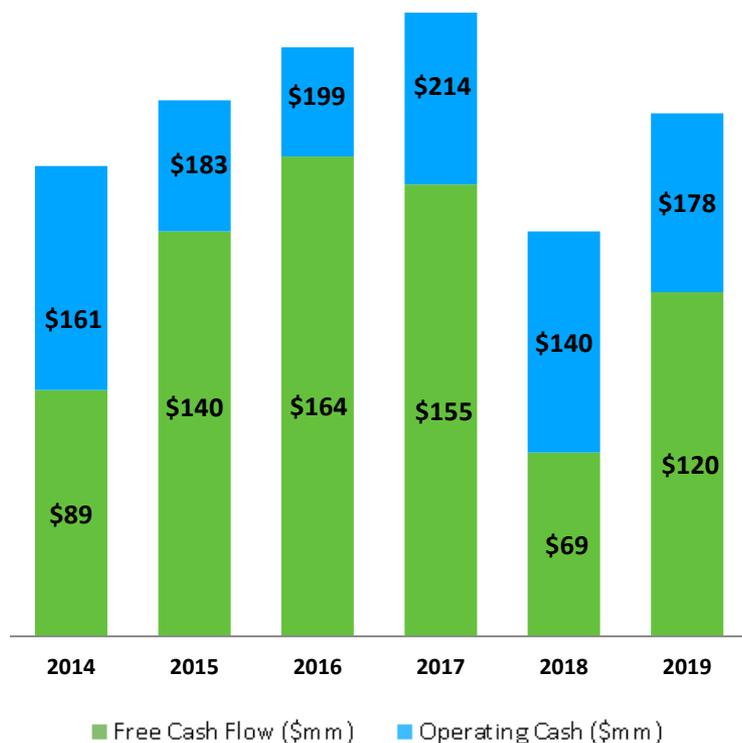
BALANCE SHEET	Q1 2021	Q1 2020
Cash & ST Invest	\$65	\$72
Accounts Receivable	43	37
Inventory	418	336
Revolver	197	235
Accounts Payable	228	264
Term Loan	78	-

CASH FLOW	Q1 2021	Q1 2020
Operating Cash Flow	(\$17)	(\$40)
Capital Expenditures	(7)	(6)
Free Cash Flow	(\$23)	(\$46)

- Delivered third consecutive quarter of **profitability** since the onset of the COVID-19 pandemic
- Cash and short term investments of **\$65 million** versus \$72 million last year with **\$197 million** outstanding on our Revolver, compared to \$235 million outstanding last year
- Extended our existing accordion feature of **\$35 million of additional availability** for one year, **maintaining \$360 million of total availability** under our revolving credit facility
- Inventory increased **24%**. The increase is primarily due to the absence of COVID-19 related inventory reserves in the current year as well as higher levels of back-to-school basics inventory
- Used **\$17 million** in operating cash flow versus \$40 million last year

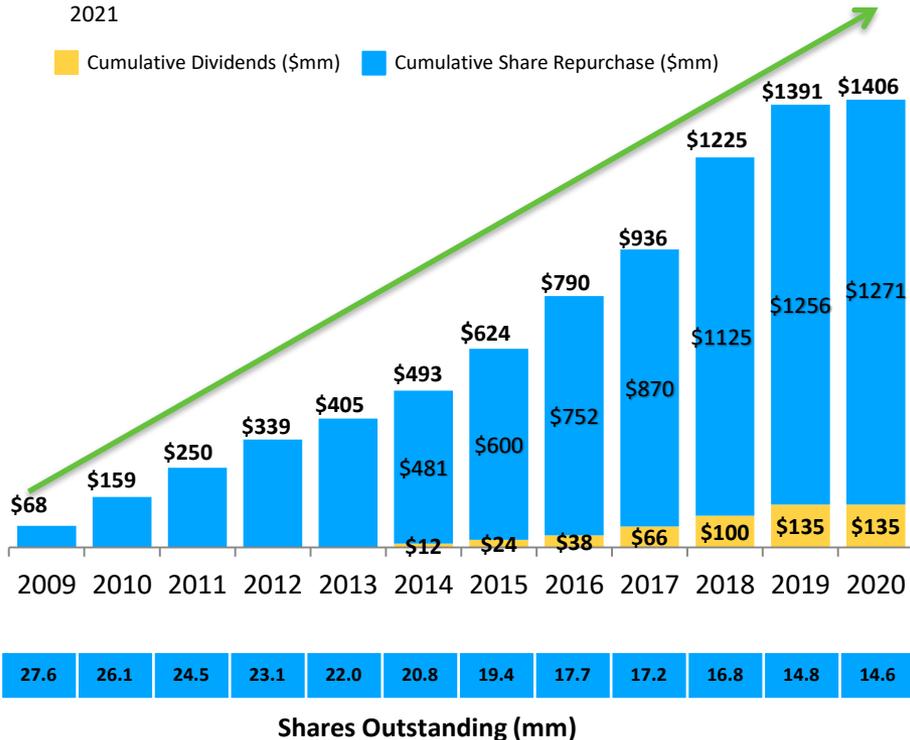
CAPITAL ALLOCATION

A historically strong cash flow and liquidity profile



Consistent track record of returning excess cash to shareholders

- Temporarily suspended payment of dividends and share repurchase program as a result of COVID-19 pandemic in Q1 2020, with **\$91 million** remaining on existing share repurchase program as of the end of Q1 2021
- Based on our current liquidity position and assuming a normalized back to school selling season, we plan to resume our capital return program in the third quarter of 2021



STRATEGIC INITIATIVES: THE PATH AHEAD

The pandemic has accelerated our long-standing transformation strategy by approximately five years with respect to digital transformation and fleet optimization

1 OUR #1 PRIORITY REMAINS SUPERIOR PRODUCT

- Our market share position, consistent styling, and strong value proposition give us confidence that our brand will thrive in all economic environments

2 SCALING DIGITAL TRANSFORMATION

- Supported by accelerated investments from fiscal 2017 to 2020, we achieved one of the highest digital penetrations in the retail industry at 53% of revenue for fiscal 2020, delivering our long-term steady state annual digital penetration goal of 50%
- We are implementing key initiatives to scale and optimize our infrastructure to support increased digital traffic given the continued rapid shift in our customers' shopping patterns to online shopping, a shift that has been accelerated by the uncertainty of the COVID-19 pandemic

3 ACCELERATING FLEET OPTIMIZATION

- A decade-long strategic focus to achieve optimum flexibility in our lease terms is enabling us to significantly and strategically accelerate store closures without financial penalty to address the accelerated consolidation of the brick and mortar channel caused by the pandemic
- The Company ended the quarter with 724 stores and square footage of 3.4 million, a decrease of 20.2% compared to the prior year
- This initiative is greatly reducing our reliance on our brick and mortar channel and we are targeting our mall-based store portfolio to represent less than an estimated 25% of revenue entering fiscal 2022

SUPERIOR PRODUCT

Highly talented design, merchandising, and sourcing teams are core strengths, delivering a superior product offering

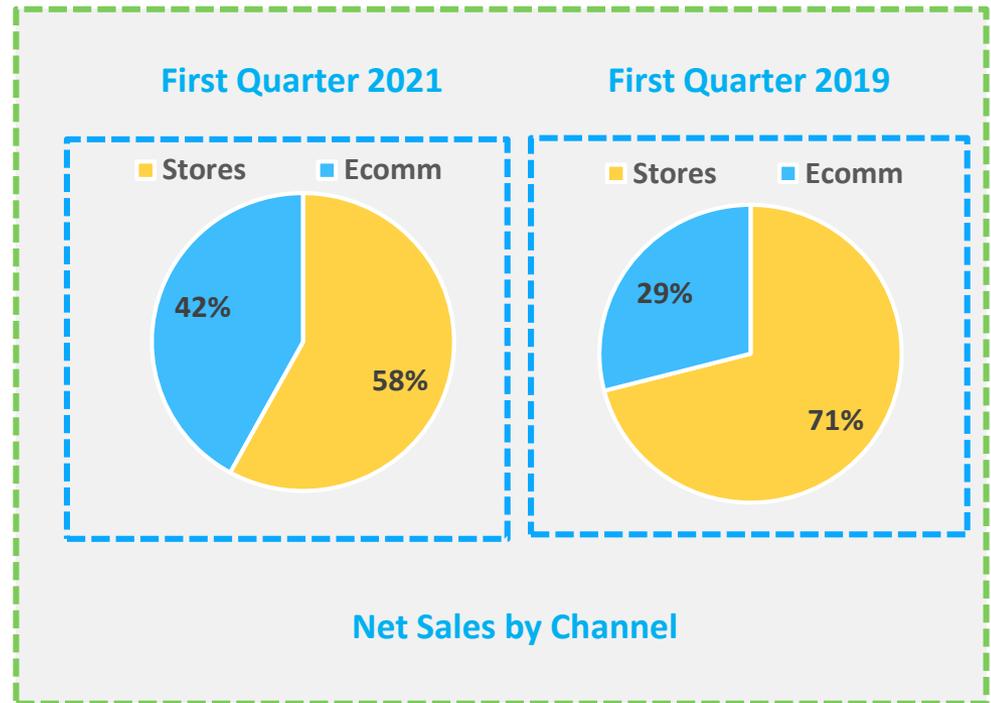
- Consistently strong customer response to differentiated product offering in all economic environments
- Trend-right and age-appropriate assortments
- Better able to service our customer by being in stock in key styles and sizes
- Balancing fashion and fashion basics with more frequent, wear now deliveries
- Relunched the iconic Gymboree brand in February 2020 to better serve the needs of moms looking for elevated, playful collections for “bow-to-toe” outfitting



DIGITAL TRANSFORMATION

Our long-standing digital transformation strategy enabled us to quickly and effectively address the impacts of the COVID-19 pandemic

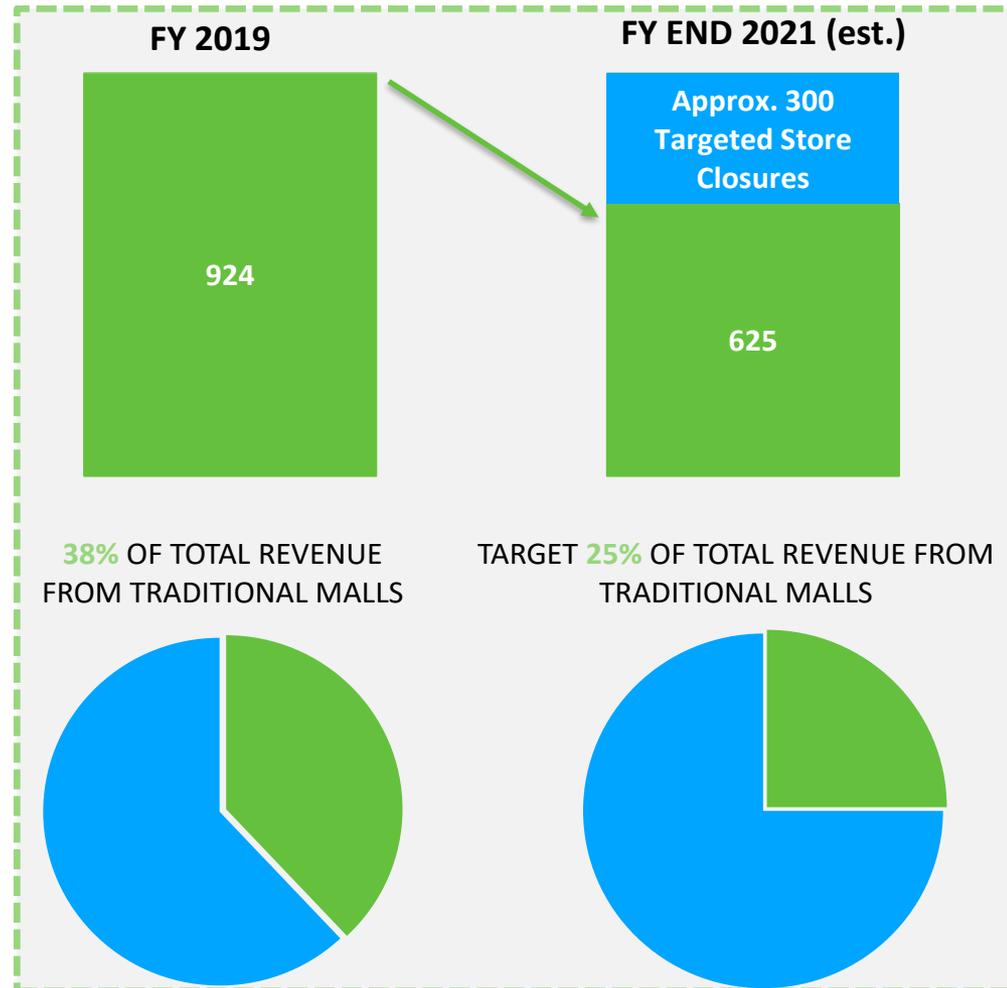
- The pre-existing conditions in our industry – **the shift to online shopping and the consolidation of brick and mortar stores** – have been in place for some time
- The continued impact of COVID-19 has **resulted in further acceleration of the shift to digital**, putting pressure on the already-stressed brick and mortar channel, **resulting in accelerated store closures**
- **The strategic decision to invest \$50M in 2017-2019 to accelerate our digital transformation** and build our omni-channel capabilities provided us with the platform and infrastructure **to operate at a high level during the pandemic** with the ability to handle the surge in digital demand and order fulfillment



STORE FLEET OPTIMIZATION

Our strong transfer rate for permanently closed stores reinforces our decision to close 300 stores in 2020 and 2021

- Our sales transfer rate increased from 20% in fiscal 2019 to approximately **30%** in fiscal 2020 and has remained at that level in fiscal 2021
- Following **271 store closures** in the period from 2013 to 2019, the Company closed **178 closures** in fiscal 2020, **25** in the first quarter of fiscal 2021, and is targeting approximately **98 additional closures** in the remainder fiscal 2021
- Average lease term of approximately **2 years**
- Lease flexibility gave us the opportunity to strategically **secure rent abatements for 2020 and rent reductions** on the lease actions available to us



SUMMER 2021



SUMMER 2021



GYMBOREE SUMMER COLLECTION



ESG: ENVIRONMENTAL SOCIAL GOVERNANCE



Environmental

We seek to positively impact the regions and environments affected by our business

<p>GROW</p> <p>Use of more sustainable materials throughout our business</p>	<p>INITIATIVES</p> <ul style="list-style-type: none"> ✓ Transitioning from conventional to responsibly sourced fibers, such as Better Cotton ✓ Moving to more sustainable inks, paints and finishes of product components, such as hardware and trims ✓ Increasing the use of recycled paper sources in our product ticketing, labeling and packaging <p>GOALS</p> <ul style="list-style-type: none"> ✓ In fiscal 2020, we achieved a 46% use of Better Cotton, which surpasses our original fiscal 2022 goal of 30%, and have set a new fiscal 2025 goal to achieve 75% responsibly sourced cotton for the cotton fibers used in apparel
<p>REDUCE</p> <p>Water, chemicals and energy use across our value chain</p>	<p>INITIATIVES</p> <ul style="list-style-type: none"> ✓ Reducing energy use and associated greenhouse gas emissions in TCP’s operations and global supply chain ✓ Reducing water and chemical usage in the third party factories’ processes used to make our products <p>GOALS</p> <ul style="list-style-type: none"> ✓ We have set fiscal 2023 water and chemical usage goals for vendors operating our top 20 denim and woven bottoms factories: 25% water reduction in manufacturing and washing operations and Higg FEM Level 1 sustainability rating in management systems for chemicals
<p>DIVERT</p> <p>The amount of our waste sent to landfill</p>	<p>INITIATIVES</p> <ul style="list-style-type: none"> ✓ Analyzing the total amount of materials currently disposed of and recovered across our offices, retail stores and distribution centers to set a waste stream baseline ✓ Increasing the use of recycled packaging materials in our ticketing, labeling, and packaging <p>HIGHLIGHT</p> <ul style="list-style-type: none"> ✓ Waste is a new initiative for the Company. In FY Q1 2021, we eliminated ecommerce packing slips from our Alabama Distribution Center and Ship-From-Store with an estimated savings of ~10.3M sheets printed annually



Social

We invest in our associates, support the well-being of the people who make our product and give back through philanthropic activities

<p>COMPLY Promote safe and fair work conditions in the supply chain</p>	<p>INITIATIVES</p> <ul style="list-style-type: none"> ✓ Promoting safe, healthy and legally compliant workplaces through monitoring and remediation ✓ Being a positive force in seeking to prevent gender-based violence and harassment (GBVH) and forced labor practices <p>HIGHLIGHT</p> <ul style="list-style-type: none"> ✓ In FY Q1 2021, we published our first comprehensive Human Rights Policy, which outlines our commitment to respect human rights in our community and our supply chain, and the ways in which we turn that commitment into action
<p>DEVELOP Sponsorship of worker well-being programs at our third-party factories</p>	<p>INITIATIVES</p> <ul style="list-style-type: none"> ✓ Developing worker “soft” skills through personal development programs ✓ Supporting worker gender equity through job growth opportunities within the workplace and industry ✓ Promoting opportunities that drive community health, nutrition and other well-being projects <p>GOALS</p> <ul style="list-style-type: none"> ✓ Since the launch of our initial worker well-being program in 2015, we estimate that The Children’s Place and its participating vendors have reached approximately 70,000 workers and by the end of fiscal 2023 we have a goal to sponsor the implementation of ongoing and recurring third-party worker well-being programs with our top 25 global vendors
<p>GIVE Support children and families in need</p>	<p>INITIATIVES</p> <ul style="list-style-type: none"> ✓ Donating The Children’s Place product to non-profit organizations in North America ✓ Encouraging our associates to give back to causes they are passionate about ✓ Sponsoring impactful programs benefiting children nationwide <p>HIGHLIGHT</p> <ul style="list-style-type: none"> ✓ Over the last three years, the Company has donated new children’s clothing with a retail value of over \$60 million to its corporate charitable partners



Reduce Greenhouse Gas Emissions

We are committed to building a sustainable future with science-based targets

- In December 2020, The Children's Place greenhouse gas (GHG) reduction goals were approved by the Science Based Targets Initiative (SBTi)
- The SBTi is a collaboration between CDP, the United Nations Global Compact, World Resources Institute (WRI) and the World Wide Fund for Nature (WWF). It defines and promotes best practices in science-based target setting and independently assesses companies' targets
- Science-based targets are emissions reduction goals in line with what the latest climate science says is needed to prevent the worst impacts of climate change



The Children's Place commits to reduce absolute scope 1 and scope 2 market-based greenhouse gas emissions across our **global operations 30% by 2030** from a 2018 base year;

AND

Acknowledging the contribution of our supply chain to our total GHG emissions, we also commit to reduce scope 3 GHG emissions from **purchased goods and product transport 30% by 2030** from a 2018 base year.

THE CHILDREN'S
PLACE