

## Brown Shoe Company Reports Second Quarter 2013 Results

Written by Australian Business

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ST. LOUIS--( [BUSINESS WIRE](#) )--Brown Shoe Company (NYSE: BWS), ( [brownshoe.com](#) ) today reported second quarter 2013 financial results, with net sales of \$621.7 million up 10.1% versus second quarter 2012 net sales of \$564.9 million, excluding sales from discontinued operations for both quarters. Results for the second quarter of 2013 and 2012 included sales of \$1.0 million and \$2.8 million, respectively, from brands and businesses the company has exited.

“Both retail and wholesale contributed to this quarter’s success, with Famous delivering record second quarter sales and operating profit and both of our wholesale platforms -- Healthy Living and Contemporary Fashion -- reporting double-digit increases in sales.”

On a GAAP basis, the company reported net earnings of \$15.4 million, or \$0.35 per diluted share, in the second quarter of 2013 versus a loss of (\$2.5) million, or (\$0.06) per diluted share, in the prior year. Second quarter 2013 results included \$1.8 million of pre-tax costs associated with portfolio realignment efforts (\$1.2 million of income on an after-tax basis, or \$0.02 per diluted share). The second quarter of 2012 included \$14.6 million of costs related to the portfolio realignment and for other organizational changes (\$9.3 million on an after-tax basis, or \$0.22 per diluted share).

On an adjusted<sup>(1)</sup> basis, second quarter net earnings of \$14.2 million, or \$0.33 per diluted share, improved 108.3% compared to \$6.8 million, or \$0.16 per diluted share, in the prior year. Gross profit margin for the second quarter of 2013 improved to 41.0% from 40.3% in 2012.

“For the second quarter, we exceeded expectations with an improvement in adjusted EPS of over 100%. While consolidated net sales were up \$57 million in the quarter -- or 10% year-over-year -- approximately \$22 million of this amount was timing related, due to a shift in sales to the second quarter from the third quarter,” said Diane Sullivan, president and chief executive officer of Brown Shoe Company. “Both retail and wholesale contributed to this quarter’s success, with Famous delivering record second quarter sales and operating profit and both of our wholesale platforms -- Healthy Living and Contemporary Fashion -- reporting double-digit increases in sales.”

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*US\$M, except per share (unaudited)*

	<b>13 Weeks 2Q'13</b>	<b>2Q</b>	<b>2Q'12</b>	
Consolidated net sales				\$621.7
Famous Footwear				388.2
Wholesale Operations				180.5
Specialty Retail				53.0
Gross profit				254.6
<i>Margin</i>				<i>41.0%</i>
SG&A				231.1

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<i>% of net sales</i>	37.2%
Restructuring and other special charges, net	0.7
Operating earnings	22.8
<i>% of net sales</i>	3.7%
Net interest expense	5.1
Earnings from continuing operations before income taxes	17.7
Tax rate	23.1%
Net earnings (loss) from discontinued operations	1.7

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Net earnings (loss) \$15.4

*Per diluted share* \$0.35

Adjusted net earnings \$14.2

*Per diluted share* \$0.33

### Second Quarter Highlights

Famous Footwear second quarter 2013 sales of \$388.2 million were up 10.8% year-over-year, while same-store-sales<sup>(2)</sup> were up 6.8%. The strong performance was led by good sales growth in running, sandal and canvas shoe styles. During the quarter, the company closed or relocated 14 stores and added 19 new stores, as average revenue per square foot continued to improve.

Wholesale sales of \$180.5 million were up 12.4% in the second quarter, excluding sales from discontinued brands. For the Healthy Living platform, wholesale sales of \$106.1 million were up 14.4%, excluding sales from discontinued brands, reflecting double-digit

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sales growth at Naturalizer, LifeStride and Dr. Scholl's. The company's Contemporary Fashion wholesale sales of \$73.4 million were up 10.2% in the second quarter, excluding sales from discontinued brands, with good growth from Sam Edelman and Franco Sarto. Wholesale gross margin of 31.0% expanded by 20 basis points over the previous second quarter, due to improved initial margins and reductions in markdown and allowance provisions.

Consolidated gross profit of \$254.6 million was up 11.8% in the second quarter, while gross margin of 41.0% improved by approximately 70 basis points versus the prior year. SG&A for the second quarter was \$231.1 million, or 37.2% of net sales, which was down approximately 30 basis points from 37.5% of net sales in the prior year. For the quarter, operating margins improved 220 basis points to 3.7%.

Inventory at the end of the second quarter was \$615.9 million, up from \$586.0 million in the prior year. Wholesale inventory was up 4.3%, while Famous Footwear inventory was up 3.4%.

At quarter-end, Brown Shoe Company had \$498.1 million in availability under its revolving credit facility and \$53.1 million in cash and cash equivalents. The company's debt-to-capital ratio improved to 34.2% from 43.6% in the second quarter of 2012.

### Financial Review and 2013 Outlook

"Despite uneven weather patterns and a decline in retail traffic, our performance in the first half of the year exceeded expectations. As a result, we are increasing our adjusted EPS guidance to \$1.27 to \$1.32 for fiscal 2013," said Russ Hammer, chief financial officer of Brown Shoe Company. "However, approximately \$22 million of back-to-school and wholesale sales -- or approximately \$0.09 of adjusted EPS -- shifted to the second quarter from the third quarter this year, and those sales have already been accounted for in our second quarter results. For the back half of the year, we are maintaining a realistic but cautious stance, as we continue to monitor the macro retail environment."

#### Metric

FY'13

Consolidated net sales

\$2.53 to

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Famous Footwear same-store sales	Up low-
Wholesale Operations net sales	Up low-
Gross profit margin	Flat for
SG&A	\$910 to
Non-recurring costs	\$31 mil
Net interest expense	\$21 to \$
Effective tax rate, on adjusted basis	31% to
Earnings per diluted share	\$0.73 to
Adjusted earnings per diluted share	\$1.27 to
Depreciation and amortization	\$54 to \$
Capital expenditures	\$55 to \$

### Investor Conference Call

Brown Shoe Company will webcast an investor conference call at 9:00 a.m. ET today, August 27, 2013. The webcast and slides will be available at [investor.brownsheo.com/news/events](http://investor.brownsheo.com/news/events). A live conference call will be available at (877) 217-9089 for analysts in North America or (706) 679-1723 for international analysts by using the conference ID 32003590.

A replay will be available for a limited period at [investor.brownsheo.com/news/events/archive](http://investor.brownsheo.com/news/events/archive). Investors may also access the replay by dialing (855) 859-2056 in North America or (404) 537-3406 internationally and using the conference ID 32003590 through September 10, 2013.

**(1) Non-GAAP Financial Measures:** In this press release, the company's financial results are provided both in accordance with generally accepted accounting principles

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(GAAP) and using certain non-GAAP financial measures. In particular, the company provides historic and estimated future gross profit, operating earnings, net earnings and earnings per diluted share adjusted to exclude certain gains, charges and recoveries, which are non-GAAP financial measures. These results are included as a complement to results provided in accordance with GAAP because management believes these non-GAAP financial measures help identify underlying trends in the company's business and provide useful information to both management and investors by excluding certain items that may not be indicative of the company's core operating results. These measures should not be considered a substitute for or superior to GAAP results. Reconciliations to the applicable GAAP financial measures have been included in the attached schedules.

**(2) Same-Stores-Sales:** For comparability purposes, same-store-sales for the second quarter of 2013 is calculated based on retail sales for weeks 14 through 26 in 2013 as compared to weeks 15 through 27 in 2012. This adjustment is due to the impact of the 53<sup>rd</sup> week of sales in the fourth quarter of fiscal 2012. The calculation for the second quarter of 2013 appropriately reflects the change in same-store-sales on a true retail calendar basis.

### Definitions

All references in this press release, outside of the condensed consolidated financial statements that follow, unless otherwise noted, related to net earnings attributable to Brown Shoe Company, Inc. and diluted earnings per common share attributable to Brown Shoe Company, Inc. shareholders, are presented as net earnings and earnings per diluted share, respectively.

### Safe Harbor Statement Under the Private Securities Litigation Reform Act of 1995

This press release contains certain forward-looking statements and expectations regarding the company's future performance and the performance of its brands. Such statements are subject to various risks and uncertainties that could cause actual results to differ materially. These risks include (i) changing consumer demands, which may be influenced by consumers' disposable income, which in turn can be influenced by general

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economic conditions; (ii) intense competition within the footwear industry; (iii) rapidly changing fashion trends and purchasing patterns; (iv) customer concentration and increased consolidation in the retail industry; (v) political and economic conditions or other threats to the continued and uninterrupted flow of inventory from China, where Brown Shoe Company relies heavily on manufacturing facilities for a significant amount of their inventory; (vi) the ability to recruit and retain senior management and other key associates; (vii) the ability to attract, retain and maintain good relationships with licensors and protect intellectual property rights; (viii) the ability to secure/exit leases on favorable terms; (ix) the ability to maintain relationships with current suppliers; (x) compliance with applicable laws and standards with respect to lead content in paint and other product safety issues; (xi) the ability to source product at a pace consistent with increased demand for footwear; and (xii) the impact of rising prices in a potentially inflationary global environment. The company's reports to the Securities and Exchange Commission contain detailed information relating to such factors, including, without limitation, the information under the caption Risk Factors in Item 1A of the company's Annual Report on Form 10-K for the year ended Feb. 2, 2013, which information is incorporated by reference herein and updated by the company's Quarterly Reports on Form 10-Q. The company does not undertake any obligation or plan to update these forward-looking statements, even though its situation may change.

### About Brown Shoe Company

Brown Shoe Company is a \$2.6 billion, global footwear company whose shoes are worn by people of all ages, from all walks of life. Our products are available virtually everywhere — in the nearly 1,300 Famous Footwear and Naturalizer retail stores we operate, in hundreds of major department and specialty stores, on 14 branded ecommerce sites, and on many additional third-party retail websites. Through our broad range of products, we serve three key market segments. Our Family brands — Famous Footwear, Famous.com, and shoes.com — are one-stop-shopping destinations for high quality, affordable styles for a family's every occasion. Active people who want comfort, style and performance can look to our Healthy Living brands — Naturalizer, Dr. Scholl's Shoes, LifeStride and Ryka. Our Contemporary Fashion brands — Via Spiga, Vince, Sam Edelman, Franco Sarto, Carlos Santana and Fergie Footwear — keep fashionistas in step with the latest trends. At Brown Shoe Company, we inspire people to feel good and live better... feet first!

### SCHEDULE 1

## Brown Shoe Company Reports Second Quarter 2013 Results

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### **BROWN SHOE COMPANY, INC. CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS**

	(Unaudited) 13 Weeks Ended	(Unaudited) 26 Weeks Ended	
		August 3, 2013	July 28, 2012

*(Thousands, except per share data)*

Net sales		\$	621,706
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Cost of goods sold			367,080
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Gross profit			254,626
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Selling and administrative expenses	231,071		
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211

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Restructuring and other special charges, net 743 7,3

Impairment of assets held for sale -

Operating earnings 22,812

Interest expense (5,192 )

Interest income 82

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Earnings before income taxes from continuing operations	17,702
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Income tax provision	(4,081)
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Net earnings from continuing operations	13,621
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Discontinued operations:

Earnings (loss) from discontinued operations, net of tax benefit of \$2,588, \$2,923, \$6,174, 5

Impairment of net assets/disposition of discontinued operations 1,042

Net earnings (loss) from discontinued operations 1,662

Net earnings (loss) 15,283

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Net loss attributable to noncontrolling interests	(74)
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Net earnings (loss) attributable to Brown Shoe Company, Inc.	15,357
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Basic earnings (loss) per common share:	
From continuing operations	\$ 0.32

From discontinued operations	0.04
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Basic earnings (loss) per common share attributable to Brown Shoe Company, Inc. shareholders\$	0.36
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Diluted earnings (loss) per common share: From continuing operations	\$ 0.31
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From discontinued operations	0.04
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Diluted earnings (loss) per common share attributable to Brown Shoe Company, Inc. shareholders\$	0.35
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Basic number of shares	41,348	40,
Diluted number of shares		41,664

## SCHEDULE 2

### BROWN SHOE COMPANY, INC. CONDENSED CONSOLIDATED BALANCE SHEETS

	(Unaudited)		
<i>(Thousands)</i>		August 3, 2013	July 28, 2012
<b>ASSETS</b>			
Cash and cash equivalents		\$ 53,137	
Receivables, net		120,054	107,534
Inventories, net		615,916	585,969

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Prepaid expenses and other current assets	51,845	44,425
Current assets - discontinued operations		1,661
Total current assets		842,613
Property and equipment, net	147,955	133,520
Goodwill and intangible assets, net	76,688	80,530
Other assets	113,764	135,790
Non current assets - discontinued operations		-
Total assets	\$	1,181,020

### LIABILITIES AND EQUITY

Borrowings under revolving credit agreement	\$	23,000
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Trade accounts payable	309,806	284,190
Other accrued expenses	143,735	142,215
Current liabilities - discontinued operations		3,536
Total current liabilities		480,077
Long-term debt	198,917	198,726
Deferred rent	36,196	29,371
Other liabilities	39,429	50,673
Non current liabilities - discontinued operations		-
Total other liabilities		274,542
Total Brown Shoe Company, Inc. shareholders' equity	425,718	406,901
Noncontrolling interests		683

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Total equity		426,401
Total liabilities and equity	\$	1,181,020

### SCHEDULE 3

#### BROWN SHOE COMPANY, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

<i>(Thousands)</i>	26 Weeks Ended	
	August 3, 2013	July 28, 2012
OPERATING ACTIVITIES:		
Net earnings (loss)	\$	4,451
Adjustments to reconcile net earnings (loss) to net cash provided by operating activities:		
Depreciation and amortization	27,336	26,336
Amortization of debt issuance costs	1,256	1,256
Share-based compensation expense	2,935	3,235
Tax benefit related to share-based plans	(2,798)	)
Loss on disposal of facilities and equipment	191	1,311

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Impairment charges for facilities and equipment	959		3,1
Impairment of assets held for sale	4,660		-
Impairment of intangible assets	-		5,7
Impairment of net assets/disposition of discontinued operations	1,512		-
Net loss on sale of subsidiaries	576		-
Deferred rent	2,485		(2,9
Provision for doubtful accounts	331		1,0
Changes in operating assets and liabilities, net of dispositions:			
Receivables	(8,605	)	
Inventories	(112,625	)	
Prepaid expenses and other current and noncurrent assets	(6,972	)	
Trade accounts payable	96,932		103
Accrued expenses and other liabilities	11,729		16,
Other, net		536	
Net cash provided by operating activities		35,489	
INVESTING ACTIVITIES:			
Capital expenditures	(30,435	)	

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Proceeds from sale of subsidiaries, net of cash balance of \$4,370 69,347

Net cash provided by (used for) investing activities 38,912

### FINANCING ACTIVITIES:

Borrowings under revolving credit agreement 685,000

334

Repayments under revolving credit agreement (767,000 )

Dividends paid (6,048 )

Issuance of common stock under share-based ~~(2,798)~~ net )

Tax benefit related to share-based plans 2,798

Net cash used for financing activities (88,030

Effect of exchange rate changes on cash and cash equivalents (1,457

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Decrease in cash and cash equivalents	(15,086	)
Cash and cash equivalents at beginning of period		68,223
Cash and cash equivalents at end of period		53,137

### SCHEDULE 4

#### BROWN SHOE COMPANY, INC.

#### RECONCILIATION OF NET EARNINGS (LOSS) AND DILUTED EARNINGS (LOSS)

PER SHARE

	(Unaudited) 13 Weeks Ended August 3, 2013	(Unaudited) 13 Weeks Ended July 28, 2012
<i>(Thousands, except per share data)</i>		

Pre-Tax

Impact of

Charges/

Other Items

Net Earnings

Attributable to

Brown Shoe

Company, Inc.

Diluted

Earnings Per

Share

Pre-Tax

Impact of

Charges/

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Other Items

Net (Loss)

Earnings

Attributable to

Brown Shoe

Company, Inc.

Diluted (Loss)

Earnings Per

Share

GAAP earnings (loss)

\$

15,357

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### Charges/Other Items - Continuing Operations:

Portfolio realignment

Business exits and cost reductions

\$

743

486

Organizational change

-

Total Continuing Operations

743

486

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Charges/Other Items - Discontinued	Operations:	
Portfolio realignment		
Business exits and cost reductions	2,124	(616)
Non-cash impairments/dispositions		(1,042)
Total Discontinued Operations	1,082	(1,658)

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Total charges/other items	\$	1,825
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Adjusted earnings	\$	14,185
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26 Weeks Ended August 3, 2013  
*(Thousands, except per share data)*

26 Weeks Ended July 28, 2012

Pre-Tax

Impact of

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Charges/

Other Items

Net Earnings

Attributable to

Brown Shoe

Company, Inc.

Diluted

Earnings Per

Share

Pre-Tax

Impact of

Charges/

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Other Items

Net (Loss)

Earnings

Attributable to

Brown Shoe Company, Inc.

Diluted (Loss)

Earnings Per

Share

GAAP earnings (loss)

\$

4,595



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Charges/Other Items - Discontinued	Operations:	
Portfolio realignment		
Business exits and cost reductions	13,233	6,414
Non-cash impairments/dispositions	11,512	11,512
ASG integration-related costs		-
Total Discontinued Operations	24,745	17,926

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Total charges/other items	\$	30,667
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Adjusted earnings	\$	27,984
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## SCHEDULE 5

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## **BROWN SHOE COMPANY, INC. SUMMARY FINANCIAL RESULTS BY SEGMENT (Unaudited)**

### **SUMMARY FINANCIAL RESULTS**

Famous Footwear

Wholesale Operations

Specialty

13 Weeks Ended

13 Weeks Ended

13 Week

August 3,

July 28,

August 3

*(Thousands)*

2013

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Net Sales	\$	388,259
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Gross Profit	\$	177,074
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Adjusted Gross Profit	\$	177,074
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Gross Profit Rate	45.6	%
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Adjusted Gross Profit Rate	45.6	%
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Operating Earnings (Loss)	\$	28,969
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Adjusted Operating Earnings (Loss)	\$	28,969
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Operating Earnings (Loss) %	7.5	%
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Adjusted Operating Earnings (Loss) %	7.5	%
--------------------------------------	-----	---

Same-store Sales % (on a 13-week basis)	6.8	%
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Number of Stores	1,059	1,0
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**RECONCILIATION OF ADJUSTED RESULTS (NON-GAAP)**

Famous Footwear

Wholesale Operations

Specialty

13 Weeks Ended

13 Weeks Ended

13 Week

August 3,

July 28,

August 3

*(Thousands)*

2013

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Gross Profit	\$	177,074
--------------	----	---------

## Charges/Other Items:

Portfolio realignment

Business exits and cost reductions

-

-

Total charges/other items

-

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Adjusted Gross Profit	\$	177,074
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Operating Earnings (Loss)	\$	28,969
---------------------------	----	--------

### Charges/Other Items:

Portfolio realignment

Non-cash impairment charges

-

-

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Business exits and cost reductions	-	306
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Organizational change	-	-
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Total charges/other items	-	-
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Adjusted Operating Earnings (Loss)	\$	28,969
------------------------------------	----	--------

**SCHEDULE 5 - CONTINUED**

**BROWN SHOE COMPANY, INC.  
SUMMARY FINANCIAL RESULTS BY SEGMENT  
(Unaudited)**

**SUMMARY FINANCIAL RESULTS**

Famous Footwear

Wholesale Operations

Specialty

26 Weeks Ended

26 Weeks Ended

26 Week

August 3,

July 28,

August 3

*(Thousands)*

2013

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Net Sales	\$	740,538
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Gross Profit	\$	335,735
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Adjusted Gross Profit	\$	335,735
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Gross Profit Rate	45.3	%
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Adjusted Gross Profit Rate	45.3	%
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Operating Earnings (Loss)	\$	58,011
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Adjusted Operating Earnings (Loss)

\$

58,011

\$

46,171

\$

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Operating Earnings (Loss) %	7.8	%
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Adjusted Operating Earnings (Loss) %	7.8	%
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Same-store Sales % (on a 26-week basis)	4.0	%
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Number of Stores	1,059	1,0
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### RECONCILIATION OF ADJUSTED RESULTS (NON-GAAP)

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Famous Footwear

Wholesale Operations

Specialty

26 Weeks Ended

26 Weeks Ended

26 Week

August 3,

July 28,

August 3

*(Thousands)*

2013

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Gross Profit	\$	335,735
--------------	----	---------

### Charges/Other Items:

Portfolio realignment

Business exits and cost reductions

-

-

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Total charges/other items

-

Adjusted Gross Profit

\$

335,735

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Operating Earnings (Loss)	\$	58,011
---------------------------	----	--------

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### Charges/Other Items:

Portfolio realignment

Non-cash impairment charges

-

-

Business exits and cost reductions

-

7,3

Organizational change

-

-

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Total charges/other items	-
---------------------------	---

Adjusted Operating Earnings (Loss)	\$	58,011
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**SCHEDULE 6**

**BROWN SHOE COMPANY, INC.**

**BASIC AND DILUTED EARNINGS (LOSS) PER SHARE RECONCILIATION**

(Unaudited)  
13 Weeks Ended  
August 3,

(Unaudited)  
26 Weeks Ended  
July 28,

August 3

*(Thousands, except per share data)*

2013

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Net earnings attributable to Brown Shoe Company, Inc.:	
Net earnings from continuing operations \$	13,621

Net loss attributable to noncontrolling interests	74	179
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Net earnings allocated to participating securities	(580)
--	-------

Net earnings from continuing operations	13,115
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Net earnings (loss) from discontinued operations	662	(4,5
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Net earnings allocated to participating securities (71

Net earnings (loss) from discontinued operations 1,591

Net earnings (loss) attributable to Brown Shoe Company, Inc. after 14,706 allocation of earnings t

Basic and diluted common shares attributable to Brown Shoe Company, Inc.:

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Basic common shares for continuing operations and discontinued operations 40,348

Dilutive effect of share-based awards for continuing operations and discontinued operations 316

Diluted common shares for continuing operations and discontinued operations attributable to common shareholders 41,664

Basic earnings (loss) per common share:

From continuing operations \$ 0.32

From discontinued operations 0.04

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Basic earnings (loss) per common share attributable to Brown Shoe Company, Inc. share

0.36

Diluted earnings (loss) per common share:

From continuing operations \$

0.31

From discontinued operations

0.04

Diluted earnings (loss) per common share attributable to Brown Shoe Company, Inc. share

0.35

**SCHEDULE 7**

**BROWN SHOE COMPANY, INC.**

**BASIC AND DILUTED ADJUSTED EARNINGS (LOSS) PER SHARE**

**RECONCILIATION**

(Unaudited)  
13 Weeks Ended  
August 3,

(Unaudited)  
26 Weeks Ended  
July 28,

August 3

*(Thousands, except per share data)*

2013

Adjusted net earnings attributable to Brown Shoe Company, Inc.:

Adjusted net earnings from continuing operations

14,107

Net loss attributable to noncontrolling interests 74

179

Net earnings allocated to participating securities

(601)

## Brown Shoe Company Reports Second Quarter 2013 Results

Written by Australian Business

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Adjusted net earnings from continuing operations	13,580
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Adjusted net earnings (loss) from discontinued operations	(93)
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Net earnings allocated to participating securities	-
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Net earnings (loss) from discontinued operations	4
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Adjusted net earnings attributable to Brown Shoe Company, Inc. after allocation of earnings

Basic and diluted common shares attributable to Brown Shoe Company, Inc.:  
Basic common shares for continuing operations and discontinued operations 40,000

Dilutive effect of share-based awards for continuing operations and discontinued operations 316

Diluted common shares for continuing operations and discontinued operations attributable



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From discontinued operations

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Diluted adjusted earnings per common share attributable to Brown

0.35  
Shoe Company, Inc. share