# UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

# **FORM 8-K**

#### **CURRENT REPORT**

#### Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 2, 2008

# **GUESS?**, INC.

(Exact name of registrant as specified in its charter)

Delaware

(State or other jurisdiction of incorporation)

1-11893 (Commission File Number)

95-3679695 (IRS Employer Identification No.)

1444 S. Alameda Street Los Angeles, California 90021 (Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (213) 765-3100

Not applicable

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) 

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12) 

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b)) 

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 2.02. Results of Operations and Financial Condition.

Guess?, Inc. (the "Company") issued a press release on September 3, 2008 announcing its financial results for the quarter ended August 2, 2008. A copy of the press release is being furnished as Exhibit 99.1 attached hereto.

The information in this Item 2.02 of Form 8-K is being furnished hereby and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act"), or otherwise subject to the liabilities of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

#### Item 9.01. Financial Statements and Exhibits.

### (d) Exhibits.

99.1 Press Release of Guess?, Inc. dated September 3, 2008 (financial results for the quarter ended August 2, 2008)

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, Guess?, Inc. has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

GUESS?, INC.

Dated: September 3, 2008

By: /s/ Carlos Alberini

Carlos Alberini President and Chief Operating Officer

## EXHIBIT INDEX

 Exhibit No.
 Description

 99.1
 Press Release of Guess?, Inc. dated September 3, 2008 (financial results for the quarter ended August 2, 2008)



# GUESS?, INC.

# **NEWS RELEASE**

#### GUESS?, INC. REPORTS Q2 EPS GROWTH OF 43% TO A RECORD OF \$0.57

#### RAISES FISCAL 2009 EPS GUIDANCE TO A RANGE OF \$2.47 TO \$2.53

#### **INCREASES QUARTERLY DIVIDEND 25% TO 10 CENTS PER SHARE**

#### Second Quarter Highlights

- Global revenues increased 33% to a record of \$515 million

- European revenues up 61%
- North American retail revenues up 20%; comp sales up 8.1%
- Licensing revenues up 22%

- Operating earnings increased 43% and operating margin improved 120 basis points to 16.5%

- Net earnings increased 44% to \$53.8 million

LOS ANGELES, September 3, 2008 – Guess?, Inc. (NYSE: GES) today reported financial results for the second quarter of its 2009 fiscal year, which ended August 2, 2008.

#### Second Quarter 2009 Results

For the second quarter of fiscal 2009, the Company reported record net earnings of \$53.8 million, an increase of 43.6% compared to net earnings of \$37.5 million for the quarter ended August 4, 2007. Diluted earnings per share increased 42.5% to \$0.57 in the current quarter versus \$0.40 in the prior year quarter.

Paul Marciano, Chief Executive Officer, commented, "We are very pleased with our strong performance this quarter. These results are a testament to the strength of our brand and to the successful execution of our global growth strategy. Our performance in this difficult U.S. retail environment demonstrates the power of our diversified business model to generate above average top and bottom line growth, even in challenging times. In the second quarter, each of our businesses posted double-digit revenue growth and increased operating profit. Combined, we increased our global revenues by 33% and net earnings by 44%. Our international businesses once again contributed solid revenue and earnings growth, with Europe leading all business segments with a revenue increase in excess of 60% and earnings that more than doubled. In North America, our retail business performed well, delivering 20% revenue growth and our  $22^{nd}$  consecutive quarter of same store sales growth."

Mr. Marciano continued, "Our business continues to grow globally as we deliver products that support the lifestyle of our customers. We continue to strengthen our assortments and have made significant improvements toward this goal with several of our product categories including denim, which is, once again, a major focus for us. We remain confident that the investments we are making around the world will support our global expansion effectively and position us well for further profitable growth."

Total net revenue for the second quarter of fiscal 2009 increased 32.7% to \$515.2 million from \$388.3 million in the prior-year quarter. The Company's retail stores in North America generated revenue of \$242.4 million in the second quarter of fiscal 2009, a 20.2% increase from \$201.6 million in the same period a year ago. Comparable store sales increased 8.1% for the second quarter of fiscal 2009, compared to the same period a year ago. The Company operated 407 retail stores in the U.S. and Canada at the end of the second quarter of fiscal 2009 versus 347 stores a year earlier.

Net revenue from the Company's wholesale segment, which includes the Company's Asian operations, increased 26.3% to \$72.4 million in the second quarter of fiscal 2009, from \$57.3 million in the prior-year period.

Net revenue from the Company's European segment increased 61.5% to \$174.2 million in the second quarter of fiscal 2009, compared to \$107.9 million in the prior-year period.

Licensing segment net revenue increased 21.7% to \$26.2 million in the second quarter of fiscal 2009, from \$21.5 million in the prior-year period.

Operating earnings for the second quarter of fiscal 2009 increased 43.2% to \$85.0 million (including a \$5.9 million favorable currency translation benefit) from \$59.4 million in the prior-year period. Last year's second quarter operating results benefited from a \$3.1 million cumulative gift card breakage adjustment. Operating margin in the second quarter increased 120 basis points to 16.5%, compared to the prior year's quarter. This margin expansion was the result of higher European product margins (including the impact of the strong Euro), a higher mix of European business, and operating expense leverage in North America and Europe. These were partially offset by lower North American product margins (including the impact of last year's cumulative gift card breakage adjustment), and additional expenses to support new businesses, including Asia.

The Company's effective tax rate for the second quarter of fiscal 2009 was 36.0%, down from 39.1% for the second quarter of the prior year.

#### Six-Month Period Results

For the six months ended August 2, 2008, the Company reported net earnings of \$101.6 million, an increase of 39.2% compared to net earnings of \$73.0 million for the six months ended August 4, 2007. Diluted earnings per share increased 38.5% to \$1.08 per share in the first six months of the current 2009 fiscal year versus \$0.78 per share in the comparable six-month period last year.

Total net revenue for the first six months of fiscal 2009 increased 31.1% to \$1,004.4 million from \$766.2 million in the prior-year period. The Company's retail stores in North America generated revenue of \$454.3 million in the first six months of fiscal 2009, a 19.2% increase from \$381.1 million in the same period a year ago. Comparable store sales increased 7.6% for the six months ended August 2, 2008, compared to the six months ended August 4, 2007. Net revenue from the Company's wholesale segment, which includes the Company's Asian operations, increased 26.6% to \$147.5 million in the first six months of fiscal 2009, from \$116.5 million in the prior-year period. Net revenue from the Company's European segment increased 55.6% to \$352.9 million in the first six months of fiscal 2009, compared to \$226.8 million in the prior-year period. Licensing segment net revenue increased 18.7% to \$49.7 million in the first six months of fiscal 2009, from \$11.9 million in the prior-year period.

Operating earnings for the first six months of fiscal 2009 increased 37.2% to \$160.9 million (including an \$11.8 million favorable currency translation benefit) from \$117.3 million in the prior-year period. Operating margin in the first six months of fiscal 2009 improved 70 basis points to 16.0%, compared to the prior-year period. This margin expansion was the result of higher European product margins (including the impact of the strong Euro), and a higher mix of European business, partially offset by lower North American product margins.

#### <u>Outlook</u>

The Company's expectations for the fiscal year ending January 31, 2009, are now as follows:

- Consolidated net revenues are expected to range from \$2.06 billion to \$2.11 billion.
- Operating margin is expected to be about 17.7%.
- Diluted earnings per share are expected to be in the range of \$2.47 to \$2.53.

These expectations include the impact of 951,000 shares repurchased during the second quarter of fiscal 2009.

#### **Dividend**

The Company also announced today that its Board of Directors has approved a quarterly cash dividend of \$0.10 per share on the Company's common stock, a 25% increase over its most recent quarterly dividend. This dividend will be payable on October 3, 2008 to shareholders of record at the close of business on September 17, 2008.

The Company will hold a conference call at 4:30 pm (ET) on September 3, 2008 to discuss the news announced in this press release. A live webcast of the conference call will be accessible at <u>www.guessinc.com</u> via the "Investor's Info" link. The webcast will be archived on the website for 30 days.

Guess?, Inc. designs, markets, distributes and licenses a lifestyle collection of contemporary apparel, denim, handbags, watches, footwear and other related consumer products. As of August 2, 2008, the Company operated 407 retail stores in the United States and Canada and 620 retail stores outside of North America, of which 71 were directly owned. The Company also distributes its products through better department and specialty stores around the world. For more information about the Company, please visit www.guessinc.com.

Except for historical information contained herein, certain matters discussed in this press release, including statements concerning the Company's future prospects and guidance for the full year of fiscal 2009, are forward-looking statements that are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are only expectations, and involve known and unknown risks and uncertainties, which may cause actual results in future periods to differ materially from what is currently anticipated. Factors which may cause actual results in future periods to differ materially from what is currently anticipate consumer preferences, effectively operate our various retail concepts, effectively manage inventories, successfully execute our strategies, including our supply chain and international general economic conditions and consumer confidence. In addition to these factors, the economic and other factors identified in the Company's most recent annual report on Form 10-K and other filings with the Securities and Exchange Commission, including but not limited to the risk factors discussed therein, could cause actual results to differ materially from current expectations.

Contact: Guess?, Inc. Investor Relations (213) 765-5578

Source: Guess?, Inc.

# Guess?, Inc. and Subsidiaries Condensed Consolidated Statements of Operations

(dollars in thousands, except per share data)

	Three Months Ended					Six Months Ended					
	August 2, 2008			Augus 2007		August 2008		August 4, 2007			
		\$	%	\$	%	\$	%	\$	%		
Net revenue											
Product sales	\$	488,956	94.9% \$	366,739	94.5% \$	954,691	95.1% \$	724,382	94.5%		
Net royalties		26,216	5.1%	21,548	5.5%	49,701	4.9%	41,854	5.5%		
		515,172	100.0%	388,287	100.0%	1,004,392	100.0%	766,236	100.0%		
Cost of product sales		283,017	54.9%	214,935	55.4%	550,998	54.9%	425,471	<u>55.5</u> %		
Gross profit		232,155	45.1%	173,352	44.6%	453,394	45.1%	340,765	44.5%		
Selling, general and administrative expenses		147,145	28.6%	113,991	29.3%	292,459	29.1%	223,470	<u>29.2</u> %		
Earnings from operations		85,010	16.5%	59,361	15.3%	160,935	16.0%	117,295	15.3%		
Other (income) expense:											
Interest expense		799	0.2%	387	0.1%	1,824	0.2%	1,311	0.2%		
Interest income		(1,553)	(0.3)%	(2,036)	(0.5)%	(3,086)	(0.3)%	(3,748)	(0.5)%		
Other, net		724	0.1%	(530)	(0.1)%	1,632	0.1%	361			
Earnings before income taxes and minority interests		85,040	16.5%	61,540	15.8%	160,565	16.0%	119,371	15.6%		
Income taxes		30,616	6.0%	24,036	6.1%	57,805	5.8%	46,399	6.1%		
Minority interest		592	0.1%	22		1,127	0.1%	(37)			
Net earnings	\$	53,832	10.4% \$	37,482	9.7% \$	101,633	10.1% \$	73,009	<u>9.5</u> %		
Net earnings per share:											
Basic	\$	0.58	\$	0.41	\$	1.09	\$	0.79			
Diluted	\$	0.57	\$	0.40	\$	1.08	\$	0.78			
Weighted number of shares outstanding:											
Basic		93,008		92,180		92,979		92,033			
Diluted		93,893		93,507		93,966		93,373			
			5	i							

#### Guess?, Inc. and Subsidiaries Consolidated Segment Data (dollars in thousands)

	Three Months Ended					Six Months Ended					
	August 2,		August 4,		%		August 2,		August 4,	%	
		2008	. <u> </u>	2007	chg		2008		2007	chg	
Net revenue:											
Retail operations	\$	242,360	\$	201,573		20%\$	454,297	\$	381,102	1	
Wholesale operations		72,363		57,278		26%	147,497		116,473	2	
European operations		174,233		107,888		61%	352,897		226,807	5	
Licensing operations		26,216		21,548		22%	49,701		41,854	1	
	\$	515,172	\$	388,287		33%\$	1,004,392	\$	766,236	3	
Earnings (loss) from operations:											
Retail operations	\$	30,136	\$	27,761		9%\$	52,980	\$	47,653	1	
Wholesale operations		10,791		10,193		6%	23,345		20,894	1	
European operations		40,126		19,366		107%	80,087		47,083	7	
Licensing operations		22,530		19,107		18%	42,777		36,464	1	
Corporate overhead		(18,573)		(17,066)		9%	(38,254)		(34,799)	1	
	\$	85,010	\$	59,361		43%\$	160,935	\$	117,295	ŝ	
Operating margins:											
Retail operations		12.4	6	13.8%			11.79	6	12.5%		
Wholesale operations		14.9	6	17.8%			15.8%	6	17.9%		
European operations		23.0	6	18.0%			22.79	6	20.8%		
Licensing operations		85.99	6	88.7%			86.19	6	87.1%		
Total Company		16.59	6	15.3%			16.0%	6	15.3%		

# Guess?, Inc. and Subsidiaries Selected Condensed Consolidated Balance Sheet Data

(in thousands)	
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	_	August 2, 2008		February 2, 2008		August 4, 2007
ASSETS						
Cash and cash equivalents	\$	294,481	\$	275,595	\$	200,456
Receivables, net		288,173		254,400		186,905
Inventories, net		258,888		232,159		226,377
Other current assets		71,307		52,585		45,993
Property and equipment, net		252,464		229,917		191,040
Other assets		151,977		141,572		138,393
Total Assets	\$	1,317,290	\$	1,186,228	\$	989,164
LIABILITIES AND STOCKHOLDERS' EQUITY						
Current portion of borrowings and capital lease obligations	\$	40,703	\$	35,254	\$	3,550
Other current liabilities		395,184		353,037		325,264
Borrowing and capital lease obligations		18,173		18,724		17,669
Other long-term liabilities		119,476		116,250		104,936
Minority interest		8,465		5,989		4,570
Stockholders' equity		735,289		656,974	_	533,175
Total Liabilities and Stockholders' Equity	<u>\$</u>	1,317,290	\$	1,186,228	\$	989,164
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#### Guess?, Inc. and Subsidiaries Condensed Consolidated Cash Flow Data (in thousands)

			Six Months Ended		
		_	August 2, 2008		August 4, 2007
Net cash provided by operating activities		\$	112,122	\$	61,826
Net cash used in investing activities			(56,011)		(57,724)
Net cash used in financing activities			(38,763)		(13,634)
Effect of exchange rates on cash			1,538		2,371
Net increase (decrease) in cash and cash equivalents			18,886		(7,161)
Cash and cash equivalents at the beginning of the period			275,595		207,617
Cash and cash equivalents at the end of the period		\$	294,481	\$	200,456
Supplemental information:					
Depreciation and amortization		\$	29,378	\$	24,558
Rent			76,703		55,296
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#### Guess?, Inc. and Subsidiaries Retail Store Data U.S. and Canada

	Six Montl	<b>1s Ended</b>
	August 2, 2008	August 4, 2007
Number of stores at the beginning of the period	373	334
Store openings	35	20
Store closures	(1)	(7)
Number of stores at the end of the period	407	347
Total store square footage at the end of the period	1,883,000	1,646,000
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