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                    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): FEBRUARY 16, 2005
                        (FEBRUARY 16, 2005)
                            GUESS?, INC.
            (Exact name of registrant as specified in its charter)
                    Delaware
            (State or other jurisdiction of incorporation)
            1-11893 95-3679695
            (Commission File Number) (IRS Employer Identification No.)
1 4 4 4 \text { 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 240.13a-4(c))
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ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITIONS
Guess?, Inc. issued a press release on February 16, 2005. The press release announced its financial results for the quarter and year ended December 31, 2004. The press release is attached hereto as Exhibit 99.1.

The information in this Form $8-K$ is being furnished under Item 2.02 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.
(C) EXHIBITS

The following exhibit is furnished herewith:
99.1 Press Release of Guess?, Inc. dated February 16, 2005 (financial results

## 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.
Dated: February 16, 2005

GUESS?, INC.
By: /s/ Maurice Marciano
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Maurice Marciano
Co-Chairman of the Board, Co-Chief Executive Officer and Director

EXHIBIT INDEX


GUESS?, INC. REPORTS FOURTH QUARTER AND FULL YEAR 2004 FINANCIAL RESULTS

* $4 Q$ EPS of $\$ 0.33$ Versus $\$ 0.27$ in $4 Q$ Last Year, a $26 \%$ Increase in Net Earnings
* Full Year 2004 EPS of $\$ 0.66$ Versus $\$ 0.17$ in 2003

LOS ANGELES, Feb. 16 /PRNewswire-FirstCall/ -- Guess?, Inc. (NYSE: GES) today reported financial results for the fourth quarter and fiscal year ended December 31, 2004.

Fourth Quarter Results
For the fourth quarter of 2004 , the Company reported net earnings of $\$ 14.9$ million, or diluted earnings of $\$ 0.33$ per share, compared to net earnings of $\$ 11.8$ million, or diluted earnings of $\$ 0.27$ per share, for the fourth quarter of 2003. The 2003 fourth quarter results include impairment charges of $\$ 1.6$ million ( $\$ 0.9$ million net of tax), or $\$ 0.02$ per diluted share, of which $\$ 1.2$ million related to the Company's decision to close its 10 underperforming kids' stores.

Carlos Alberini, President and Chief Operating Officer, commented, "The fourth quarter capped off a strong year for Guess?. Results for the quarter reflect sales and margin growth, including improved wholesale performance and a higher licensing contribution. As anticipated, retail sales growth during the quarter moderated from the pace seen earlier in the year, and we experienced higher expenses in this segment due to the launch of our new concepts, Marciano and Guess? Accessories. We continue to remain focused on enhancing the strength of our balance sheet and finished the year with significantly higher cash and cash equivalents, lower debt and reduced inventory levels. We look forward to building on our momentum in 2005 as we pursue a number of exciting growth initiatives."
"Our balance sheet has continued to improve with cash and restricted cash at year-end 2004 totaling $\$ 109.7$ million versus $\$ 71.7$ million a year ago, inventories down 1.4\% from a year ago in spite of store growth, and a decrease in total debt of over $\$ 13$ million from the prior year-end," Mr. Alberini said.

Total net revenue for the fourth quarter of 2004 increased $12.4 \%$ to $\$ 224.0$ million from $\$ 199.3$ million in the fourth quarter of 2003 . The Company's retail stores, including those in Canada, generated revenues of $\$ 172.0$ million in the 2004 fourth quarter, an $11.5 \%$ increase from $\$ 154.2$ million reported in the same period a year ago. Comparable store sales increased 4.4\% during the fourth quarter of 2004 from the year-ago period. Net revenue from the Company's wholesale segment was $\$ 39.6$ million in the fourth quarter of 2004 , compared to $\$ 34.2$ million in the year-ago period. Licensing segment net revenue increased $13.7 \%$ to $\$ 12.4$ million in the 2004 fourth quarter from $\$ 10.9$ million in the fourth quarter last year.

Full Year 2004 Results
For the full year ended December 31, 2004 , the Company reported net earnings increased to $\$ 29.6$ million, or diluted earnings of $\$ 0.66$ per share, versus net earnings of $\$ 7.3$ million, or diluted earnings of $\$ 0.17$ per share, in the comparable 2003 period. The 2003 results include impairment and severance charges of $\$ 2.4$ million, ( $\$ 1.4$ million net of tax), or $\$ 0.03$ per diluted share.

Total net revenue for 2004 increased $14.6 \%$ to $\$ 729.3$ million from $\$ 636.6$ million in 2003. The Company's retail stores, including those in Canada, generated revenue of $\$ 518.9$ million for 2004 , an increase of $15.9 \%$ from $\$ 447.7$ million for last year. Comparable store sales increased 9.9\% for the 2004 year. Net revenue from the Company's wholesale segment increased 9.4\% to \$163.2 million in 2004, from $\$ 149.1$ million in 2003 . Licensing segment net revenue for 2004 increased $18.8 \%$ to $\$ 47.2$ million from $\$ 39.8$ million for the prior year.

The Company will hold a conference call at 10:30 am (ET) on February 16, 2005 to discuss the news announced in this press release. A live webcast of the conference call will be accessible at www.guess.com via the "Investor's Info" link from the "Guess, Inc." section of the site. The webcast will be archived on the website for 30 days.

Guess?, Inc. designs, markets, distributes and licenses one of the world's leading lifestyle collections of contemporary apparel, accessories and related consumer products.

Except for historical information contained herein, certain matters discussed in this press release 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 and other future events to differ materially from what is currently anticipated. Factors which may cause actual results in future periods to differ from current expectations include, among other things, the continued availability of sufficient working capital, the successful integration of new stores into existing operations, the continued desirability and customer acceptance of existing and future product lines (including licensed product lines), possible cancellations of wholesale orders, the success of competitive products, and the availability of adequate sources of capital. In addition to these factors, the economic and other factors identified in the Company's most recent annual report on Form 10-K for the fiscal year ended December 31, 2003 including but not limited to the risk factors discussed therein, could affect the forward-looking statements contained herein and in the Company's other public documents.

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    For further information please contact: Carlos Alberini, President & Chief
Operating Officer, +1-213-765-3582; or Frederick G. Silny, SVP & Chief Financial
Officer, +1-213-765-3289, both of Guess?, Inc.; or Wendi Kopsick of Kekst and
Company, +1-212-521-4800, for Guess?, Inc.
                    Guess?, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations
                                    (in thousands, except per share data)
                                    (Unaudited)
```


$\$ \quad \%$
\$
\%
Net revenue
Product sales
Net royalties
Cost of product sales

Gross profit

Net revenue
Product sales
Net royalties

Selling, general and administrative expenses

62,264
$27.8 \%$
52,366
$26.2 \%$

Restructuring, impairment
and severance charges
211,573
12,410
223,983
$94.5 \% \quad \$$
$5.5 \%$

188,371
$188,371 \quad 94.5 \%$
$10,914 \quad 5.5$ 告
199,285
$100.0 \%$

Cost of product sales
135,573
$60.5 \%$
123,062
$61.8 \%$

Earnings from operations
26,146
11.

Other (income) expense:
Interest expense
1,293

Interest Income
(275)
(265)
11.
$0.8 \%$

Other, net
$0.6 \% \quad 1,595 \quad 0.8 \%$
earnings before income taxes 25,393

| $11.3 \%$ | 20,717 | $10.4 \%$ |
| :---: | :---: | :---: |
| $4.7 \%$ | 8,910 | $4.5 \%$ |
| $6.6 \%$ | $\$$ | 11,807 |

Net earnings per share: Basic

| 10,540 | $4.7 \%$ |
| :--- | :--- |
| 14,853 | $6.6 \%$ |

11,807
$5.9 \%$

Diluted
eighted number of shares outstanding:

| 44,169 | 43,567 |
| :--- | :--- |
| 44,622 | 44,149 |


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

|  | Three Months Ended |  |  |  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Dec. } 31 \\ 2004 \end{gathered}$ |  | $\begin{gathered} \text { Dec. } 31 \\ 2003 \end{gathered}$ |  | $\begin{gathered} \text { Dec. } 31 \\ 2004 \end{gathered}$ |  | $\begin{aligned} & \text { Dec. } 31 \\ & 2003 \end{aligned}$ |  |
| Net revenue: |  |  |  |  |  |  |  |  |
| Retail operations | \$ | 171,950 | \$ | 154,178 | \$ | 518,855 | \$ | 447,693 |
| Wholesale operations |  | 39,623 |  | 34,193 |  | 163,165 |  | 149,113 |
| Licensing operations |  | 12,410 |  | 10,914 |  | 47,242 |  | 39,779 |
|  | \$ | 223,983 | \$ | 199,285 | \$ | 729,262 | \$ | 636,585 |
| Earnings (loss) from operations: |  |  |  |  |  |  |  |  |
| Retail operations | \$ | 24,177 | \$ | 24,945 | \$ | 47,788 | \$ | 32,370 |
| Wholesale operations |  | (493) |  | $(3,287)$ |  | 2,183 |  | $(8,976)$ |
| Licensing operations |  | 9,544 |  | 9,106 |  | 37,722 |  | 32,281 |
| Corporate overhead |  | $(7,082)$ |  | $(8,486)$ |  | $(32,211)$ |  | $(35,075)$ |
|  | \$ | 26,146 | \$ | 22,278 | \$ | 55,482 | \$ | 20,600 |



ASSETS

| Cash and cash equivalents | \$ | 106,003 | \$ | 67,163 |
| :---: | :---: | :---: | :---: | :---: |
| Restricted cash |  | 3,660 |  | 4,509 |
| Receivables, net |  | 53,915 |  | 32,602 |
| Inventories, net |  | 82,329 |  | 83,530 |
| Other current assets |  | 25,116 |  | 22,840 |
| Property and equipment, net |  | 113,944 |  | 114,403 |
| Other assets |  | 39,337 |  | 37,718 |
| Total Assets | \$ | 424,304 | \$ | 362,765 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |
| Current installments of notes payable and long-term debt | \$ | 13,430 | \$ | 13,931 |
| Other current liabilities |  | 119,369 |  | 96,944 |
| Notes payable and long-term debt, excluding current installments |  | 41,396 |  | 54,161 |
| Other liabilities |  | 29,532 |  | 14,947 |
| Stockholders' equity |  | 220,577 |  | 182,782 |
| Total Liabilities and Stockholders' Equity | \$ | 424,304 | \$ | 362,765 |

Guess?, Inc. and Subsidiaries Condensed Consolidated Cash Flow Data (in thousands)
(Unaudited)

|  | Year Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { December } 31, \\ & 2004 \end{aligned}$ |  | $\begin{gathered} \text { December } 31, \\ 2003 \end{gathered}$ |  |
| Net cash provided by operating activities | \$ | 74,103 | \$ | 62,474 |
| Net cash used in investing activities |  | $(26,597)$ |  | $(18,384)$ |
| Net cash used in financing activities |  | $(8,813)$ |  | $(9,175)$ |
| Effect of exchange rates on cash |  | 147 |  | 495 |
| Net increase in cash and cash equivalents |  | 38,840 |  | 35,410 |
| Cash and cash equivalents at the beginning of the year |  | 67,163 |  | 31,753 |
| Cash and cash equivalents at the end of the period | \$ | 106,003 | \$ | 67,163 |


| Depreciation and amortization | 35,442 $\$$ <br> Rent 63,952 | 59,151 |
| :--- | :--- | :--- | :--- |

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Guess?, Inc. and Subsidiaries
    Retail Store Data
        (Unaudited)
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Number of stores at the beginning of the year
Store openings

Store closures
Number of stores at the end of the period 287

Total store square footage at the end of the period 1,460,000 1,372,000
-0- 02/16/2005
/CONTACT: Carlos Alberini, President \& Chief Operating Officer,
+1-213-765-3582; or Frederick G. Silny, SVP \& Chief Financial Officer,
+1-213-765-3289, both of Guess?, Inc.; or Wendi Kopsick of Kekst and Company,
+1-212-521-4800, for Guess?, Inc./
/Web site: http://www.guess.com /

