# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> WASHINGTON, D.C. 20549 <br> <br> FORM 8-K <br> <br> FORM 8-K <br> <br> CURRENT REPORT <br> <br> CURRENT REPORT <br> Pursuant to Section 13 or 15(d) of the <br> Securities Exchange Act of 1934 <br> Date of Report (Date of earliest event reported): August 27, 2014 <br> GUESS?, INC. <br> (Exact name of registrant as specified in its charter) <br> Delaware <br> (State or other jurisdiction of incorporation) <br> 1-11893 $\quad \mathbf{9 5 - 3 6 7 9 6 9 5}$ <br> (Commission File Number) <br> (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:
$\square$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
$\square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
$\square$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
$\square$ 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 August 27, 2014 announcing its financial results for the quarter ended August 2, 2014. A copy of the press release is being furnished as Exhibit 99.1 attached hereto.

The information in this Item 2.02 of Form $8-\mathrm{K}$ 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 August 27, 2014 (financial results for the quarter ended August 2, 2014)

## 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.

By: /s/ Sandeep Reddy
Sandeep Reddy
Chief Financial Officer

## EXHIBIT INDEX

## Exhibit No.

99.1

Description

Press Release of Guess?, Inc. dated August 27, 2014 (financial results for the quarter ended August 2, 2014)

## GUESS?, INC. REPORTS SECOND QUARTER RESULTS

# Q2 Fiscal 2015 EPS of \$0.26, Compared to Adjusted EPS of \$0.52 and GAAP EPS of \$0.47 in Q2 Fiscal 2014 

Q2 Fiscal 2015 Revenues Decreased 5\% to \$609 Million; Decreased 6\% in Constant Currency<br>Provides Q3 Fiscal 2015 EPS Guidance in the Range of \$0.15 to \$0.20<br>Updates Full Year EPS Guidance to a Range of \$1.05 to \$1.20

LOS ANGELES, August 27, 2014 - Guess?, Inc. (NYSE: GES) today reported financial results for its second quarter ended August 2, 2014.

## Second Quarter Fiscal 2015 Highlights

- North American Retail revenues decreased 4\%; retail comp sales including e-commerce decreased 5\% in U.S. dollars and 4\% in constant currency
- European revenues decreased 6\% in U.S. dollars and 9\% in local currency
- Asian revenues decreased 2\% in U.S. dollars and 8\% in constant currency
- North American Wholesale revenues decreased 8\% in U.S. dollars and 6\% in constant currency
- Adjusted operating earnings decreased 55\%; GAAP operating earnings decreased 51\%

This press release contains certain non-GAAP, or adjusted, financial measures, which exclude the impact of restructuring charges (and related taxes where applicable) recorded during the prior-year first and second quarters. A reconciliation of reported GAAP results to comparable non-GAAP results is provided in the accompanying tables and discussed under the heading "Presentation of Non-GAAP Information" below.

## Second Quarter Fiscal 2015 Results

For the second quarter of fiscal 2015, the Company recorded net earnings of $\$ 22.0$ million, a $50.5 \%$ decrease compared to adjusted net earnings of $\$ 44.3$ million for the second quarter of fiscal 2014. Diluted earnings per share decreased $50.0 \%$ to $\$ 0.26$, compared to adjusted diluted earnings per share of $\$ 0.52$ for the prior-year quarter. The prior-year adjusted net earnings excluded restructuring charges of $\$ 6.1$ million ( $\$ 4.4$ million net of taxes). On a GAAP basis, prior-year second quarter net earnings were $\$ 39.9$ million and diluted earnings per share totaled $\$ 0.47$, including an unfavorable $\$ 0.05$ after-tax impact from the restructuring charges.

Paul Marciano, Chief Executive Officer, commented, "Overall second quarter earnings were consistent with our expectations but were short of our operational goals due to a soft environment in North America, where traffic and promotional activity have continued to put our brick and mortar stores under pressure. However, we are encouraged by our North American e-commerce business which grew by almost $50 \%$ in the second quarter. So far in the third quarter, our Fall collection in North American Retail has not seen the traction with the consumer that we were expecting and we have adjusted our expectations for the back-half of the year accordingly."

Mr. Marciano continued, "As always, we go back to our roots and to what we can control. We are consolidating our organization in North America, making it more efficient and more focused on our long-term goals. In addition, we are continuing to rationalize our North America store portfolio and also have the flexibility to further optimize our retail footprint in the coming years. Finally, we will continue to protect our most valuable asset, the Guess brand, and will remain focused on delivering great products to our customers."

Total net revenue for the second quarter of fiscal 2015 decreased $4.8 \%$ to $\$ 608.6$ million, from $\$ 639.0$ million in the prior-year quarter. In constant currency, total net revenue decreased 6.3\%.

- The Company's retail stores and e-commerce sites in North America generated revenue of $\$ 244.0$ million in the second quarter of fiscal 2015, a $4.1 \%$ decrease from $\$ 254.3$ million in the same period a year ago. Comparable store sales including the results of our e-commerce sites for the second quarter of fiscal 2015 decreased $5.4 \%$ in U.S. dollars and $4.4 \%$ in constant currency compared to the same period a year ago. The Company directly operated 488 retail stores in the United States and Canada at the end of the second quarter of fiscal 2015 versus 507 retail stores a year earlier.
- Net revenue from the Company's Europe segment decreased $6.0 \%$ to $\$ 235.3$ million in the second quarter of fiscal 2015, from $\$ 250.4$ million in the prior-year period. In local currency, net revenue decreased $9.5 \%$.
- Net revenue from the Company's Asia segment decreased $2.4 \%$ to $\$ 64.3$ million in the second quarter of fiscal 2015, from $\$ 65.9$ million in the prior-year period. In constant currency, net revenue decreased $8.5 \%$.
- Net revenue from the Company's North American Wholesale segment decreased $7.5 \%$ to $\$ 38.3$ million in the second quarter of fiscal 2015, from $\$ 41.4$ million in the prior-year period. In constant currency, net revenue decreased $6.2 \%$.
- Licensing segment net revenue decreased $1.2 \%$ to $\$ 26.8$ million in the second quarter of fiscal 2015 , from $\$ 27.1$ million in the prior-year period.

Operating earnings for the second quarter of fiscal 2015 decreased $55.4 \%$ to $\$ 29.9$ million (including a $\$ 0.9$ million favorable currency translation impact), from adjusted operating earnings of $\$ 66.9$ million in the prior-year period. Operating margin in the second quarter decreased 560 basis points to $4.9 \%$, compared to adjusted operating margin of $10.5 \%$ in the prior-year quarter. The lower operating margin primarily reflects the negative impact on the Company's fixed cost structure from negative same store sales in North America and lower wholesale shipments in Europe and more markdowns in North America and Europe. On a GAAP basis, operating earnings decreased $50.9 \%$ and operating margin decreased 460 basis points.

Other net income, which primarily includes net unrealized and realized mark-to-market gains on foreign currency contracts and net unrealized gains on non-operating assets, was $\$ 4.8$ million for the second quarter of fiscal 2015 , compared to other net expense of $\$ 0.1$ million in the prior-year quarter.

The Company's second quarter fiscal 2015 effective tax rate increased to $34.8 \%$, compared to $33.0 \%$ for the second quarter of the prior year.

## Six-Month Period Results

Net earnings for the six months ended August 2, 2014 were $\$ 19.9$ million, a decrease of $64.6 \%$ compared to adjusted net earnings of $\$ 56.0$ million for the six months ended August 3, 2013. Diluted earnings per share decreased $65.2 \%$ to $\$ 0.23$, compared to adjusted diluted earnings per share of $\$ 0.66$ for the prior-year period. The prior-year adjusted net earnings excluded restructuring charges of $\$ 8.5$ million ( $\$ 6.2$ million net of taxes). On a GAAP basis, net earnings for the six months ended August 3 , 2013 were $\$ 49.8$ million and diluted earnings per share totaled $\$ 0.58$, including an unfavorable $\$ 0.08$ after-tax impact from the restructuring charges.

Total net revenue for the first six months of fiscal 2015 decreased $4.8 \%$ to $\$ 1.13$ billion, from $\$ 1.19$ billion in the prior-year period. In constant currency, total net revenue decreased $5.9 \%$.

- The Company's retail stores and e-commerce sites in North America generated revenue of $\$ 472.3$ million in the first six months of fiscal 2015 , a $4.1 \%$ decrease from $\$ 492.6$ million in the same period a year ago. Comparable store sales including the results of our e-commerce sites for the six months ended August 2, 2014 decreased $4.9 \%$ in U.S. dollars and $3.6 \%$ in constant currency compared to the same period a year ago.
- Net revenue from the Company's Europe segment decreased $5.1 \%$ to $\$ 394.4$ million in the first six months of fiscal 2015, from $\$ 415.8$ million in the prior-year period. In local currency, net revenue decreased $8.9 \%$.
- Net revenue from the Company's Asia segment decreased $1.9 \%$ to $\$ 134.4$ million in the first six months of fiscal 2015, from $\$ 137.0$ million in the prior-year period. In constant currency, net revenue decreased $6.3 \%$.
- Net revenue from the Company's North American Wholesale segment decreased $9.0 \%$ to $\$ 77.6$ million in the first six months of fiscal 2015, from $\$ 85.2$ million in the prior-year period. In constant currency, net revenue decreased $7.0 \%$.
- Licensing segment net revenue decreased $8.7 \%$ to $\$ 52.4$ million in the first six months of fiscal 2015 , from $\$ 57.4$ million in the prior-year period.

Operating earnings for the first six months of fiscal 2015 decreased $65.4 \%$ to $\$ 27.9$ million (including a $\$ 0.6$ million favorable currency translation impact), from adjusted operating earnings of $\$ 80.6$ million in the prior-year period. Operating margin in the first six months of fiscal 2015 decreased 430 basis points to $2.5 \%$, compared to adjusted operating margin of $6.8 \%$ in the prior-year period. The lower operating margin primarily reflects the negative impact on the Company's fixed cost structure from negative same store sales in North America and lower wholesale shipments in Europe and more markdowns in North America and Europe. On a GAAP basis, operating earnings decreased $61.3 \%$ and operating margin decreased 360 basis points.

Other net income, which primarily includes net unrealized gains on non-operating assets and net unrealized mark-to-market gains on foreign currency contracts, was $\$ 3.6$ million for the first six months of fiscal 2015 , compared to $\$ 5.3$ million in the prior-year period.

The Company's effective tax rate was $35.1 \%$ for the first six months of fiscal 2015 , compared to $33.0 \%$ in the prior-year period.

## Outlook

The Company's expectations for the third quarter of fiscal 2015 ending November 1, 2014, are as follows:

- Consolidated net revenues are expected to range from $\$ 590$ million to $\$ 600$ million.
- Operating margin is expected to be between $3.5 \%$ and $4.5 \%$.
- Diluted earnings per share are expected to be in the range of $\$ 0.15$ to $\$ 0.20$.

The Company updated its outlook for the fiscal year ending January 31, 2015, which is now as follows:

- Consolidated net revenues are expected to range from $\$ 2.44$ billion to $\$ 2.48$ billion.
- Operating margin is expected to be between $5.5 \%$ and $6.0 \%$.
- Diluted earnings per share are expected to be in the range of $\$ 1.05$ to $\$ 1.20$.


## Dividends

The Company also announced today that its Board of Directors has approved a quarterly cash dividend of $\$ 0.225$ per share on the Company's common stock. The dividend will be payable on September 26, 2014 to shareholders of record at the close of business on September 10, 2014.

## Presentation of Non-GAAP Information

The financial information presented in this release includes non-GAAP financial measures such as "adjusted" results (to exclude the impact of restructuring charges incurred during the prior-year first and second quarters), constant currency financial information and free cash flow measures. The non-GAAP measures are provided in addition to, and not as alternatives for, the Company's reported GAAP results.

The Company has excluded restructuring charges, and related tax impact, incurred during the prior-year first and second quarters from its adjusted financial measures primarily because it does not believe such charges reflect the Company's ongoing operating results or future outlook. The Company believes that these adjusted financial measures are useful as an additional means for investors to evaluate the comparability of the Company's operating results when reviewed in conjunction with the Company's GAAP financial statements. A reconciliation of reported GAAP results to comparable non-GAAP results is provided in the accompanying tables.

This release also includes certain constant currency financial information. Foreign currency exchange rate fluctuations affect the amount reported from translating the Company's foreign revenues and expenses into U.S. dollars. These rate fluctuations can have a significant effect on reported operating results under GAAP. The Company provides constant currency information to enhance the visibility of underlying business trends, excluding the effects of changes in foreign currency translation rates. To calculate revenues and earnings from operations on a constant currency basis, operating results for the current-year period are translated into U.S. dollars at the average exchange rates in effect during the comparable period of the prior year. The constant currency calculations do not adjust for the impact of revaluing specific transactions denominated in a currency that is different to the functional currency of that entity when exchange rates fluctuate. The constant currency information presented may not be comparable to similarly titled measures reported by other companies.

The Company also includes information regarding its free cash flows in this release. The Company calculates free cash flows as cash flows from operating activities less purchases of property and equipment. Free cash flows is not intended to be an alternative to cash flows from operating activities as a measure of liquidity, but rather provides additional visibility to investors regarding how much cash is generated for discretionary and non-discretionary items after deducting purchases of property and equipment. Free cash flow information presented may not be comparable to similarly titled measures reported by other companies. A reconciliation of reported GAAP cash flows from operating activities to the comparable non-GAAP free cash flow measure is provided in the accompanying tables.

## Investor Conference Call

The Company will hold a conference call at 4:30 pm (ET) on August 27, 2014 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 Relations" link. The webcast will be archived on the website for 30 days.


#### Abstract

About Guess?

Guess?, Inc. designs, markets, distributes and licenses a lifestyle collection of contemporary apparel, denim, handbags, watches, footwear and other related consumer products. Guess? products are distributed through branded Guess? stores as well as better department and specialty stores around the world. As of August 2, 2014, the Company directly operated 488 retail stores in the United States and Canada and 349 retail stores in Europe, Asia and Latin America. The Company's licensees and distributors operated an additional 848 retail stores outside of the United States and Canada. For more information about the Company, please visit www.guess.com.

\section*{Forward Looking Statements}

Except for historical information contained herein, certain matters discussed in this press release or the related conference call and webcast, including statements concerning the Company's expectations, future prospects and strategic initiatives, as well as guidance for the third quarter and full year of fiscal 2015, 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, which are frequently indicated by terms such as "expect," "will," "goal," "strategy," "believe," "continue," "outlook," "plan" and similar terms, 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 current expectations include, among others: our ability to maintain our brand image and reputation; domestic and international economic conditions, including economic and other events that could negatively impact consumer confidence and discretionary consumer spending; changes in the competitive marketplace and in our commercial relationships; our ability to anticipate and respond to consumer preferences and trends; our ability to manage our inventory commensurate with customer demand; our ability to effectively operate our various retail concepts, including securing, renewing, modifying or terminating leases for store locations; our ability to successfully implement our growth strategies and to continue to expand or grow our business; our ability to successfully implement plans for cost savings; unexpected obligations arising from new or existing litigation, tax and other regulatory proceedings; adjustments identified from subsequent events arising after issuance of this release; risks associated with our foreign operations, such as violations of laws prohibiting improper payments and the burdens of complying with a variety of foreign laws and regulations; risks associated with the acts or omissions of our third party vendors, including a failure to comply with our vendor code of conduct or other policies; risks associated with cyber attacks and other cyber security risks; and changes in economic, political, social and other conditions affecting our foreign operations and sourcing, including currency fluctuations, global tax rates and economic and market conditions in Eastern Europe, Southern Europe and China. In addition to these factors, the economic, technological, managerial, and other risks 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. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.


## Contact: Guess?, Inc.

Investor Relations
(213) 765-5578

Source: Guess?, Inc.

## Guess?, Inc. and Subsidiaries

## Condensed Consolidated Statements of Income

(amounts in thousands, except per share data)

|  | Three Months Ended |  |  |  |  |  | Six Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | August 2, 2014 |  |  | August 3, 2013 |  |  | August 2, 2014 |  |  | August 3, 2013 |  |  |
|  |  | \$ | \% |  | \$ | \% |  | \$ | \% |  | \$ | \% |
| Product sales | \$ | 581,779 | 95.6\% | \$ | 611,894 | 95.8\% | \$ | 1,078,707 | 95.4\% | \$ | 1,130,558 | 95.2\% |
| Net royalties |  | 26,792 | 4.4\% |  | 27,118 | 4.2\% |  | 52,405 | 4.6\% |  | 57,368 | 4.8\% |
| Net revenue |  | 608,571 | 100.0\% |  | 639,012 | 100.0\% |  | 1,131,112 | 100.0\% |  | 1,187,926 | 100.0\% |
| Cost of product sales |  | 391,794 | 64.4\% |  | 390,480 | 61.1\% |  | 738,104 | 65.3\% |  | 741,968 | 62.5\% |
| Gross profit |  | 216,777 | 35.6\% |  | 248,532 | 38.9\% |  | 393,008 | 34.7\% |  | 445,958 | 37.5\% |
| Selling, general and administrative expenses |  | 186,919 | 30.7\% |  | 181,623 | 28.4\% |  | 365,127 | 32.2\% |  | 365,387 | 30.7\% |
| Restructuring charges |  | - | -\% |  | 6,129 | 1.0\% |  | - | -\% |  | 8,466 | 0.7\% |
| Earnings from operations |  | 29,858 | 4.9\% |  | 60,780 | 9.5\% |  | 27,881 | 2.5\% |  | 72,105 | 6.1\% |
| Other income (expense): |  |  |  |  |  |  |  |  |  |  |  |  |
| Interest expense |  | (772) | (0.1\%) |  | (365) | (0.1\%) |  | $(1,297)$ | (0.1\%) |  | (914) | (0.1\%) |
| Interest income |  | 320 | 0.1\% |  | 475 | 0.1\% |  | 725 | 0.1\% |  | 809 | 0.1\% |
| Other, net |  | 4,766 | 0.7\% |  | (139) | (0.0\%) |  | 3,647 | 0.2\% |  | 5,318 | 0.4\% |
| Earnings before income taxes |  | 34,172 | 5.6\% |  | 60,751 | 9.5\% |  | 30,956 | 2.7\% |  | 77,318 | 6.5\% |
| Income tax expense |  | 11,900 | 1.9\% |  | 20,048 | 3.1\% |  | 10,871 | 0.9\% |  | 25,515 | 2.1\% |
| Net earnings |  | 22,272 | 3.7\% |  | 40,703 | 6.4\% |  | 20,085 | 1.8\% |  | 51,803 | 4.4\% |
| Net earnings attributable to noncontrolling interests |  | 318 | 0.1\% |  | 837 | 0.2\% |  | 232 | 0.0\% |  | 2,021 | 0.2\% |
| Net earnings attributable to Guess?, Inc. | \$ | 21,954 | 3.6\% | \$ | 39,866 | 6.2\% | \$ | 19,853 | 1.8\% | \$ | 49,782 | 4.2\% |

Net earnings per common share attributable to common stockholders:

| Basic | $\$$ | 0.26 | $\$$ | 0.47 | $\$$ | 0.23 | $\$$ | 0.59 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Diluted | $\$$ | 0.26 | $\$$ | 0.47 | $\$$ | 0.23 | $\$$ | 0.58 |

Weighted average common shares outstanding attributable to common stockholders:

| Basic | 84,573 | 84,080 | 84,536 | 84,331 |
| :--- | :--- | :--- | :--- | :--- |
| Diluted | 84,799 | 84,347 | 84,765 | 84,563 |


| Adjusted earnings from operations ${ }^{1}$ : | $\$$ | 66,909 | $10.5 \%$ | $\$$ | 80,571 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Adjusted net earnings attributable to Guess?, Inc. 1: | $\$$ | 44,310 | $6.9 \%$ | $\$$ | 56,004 |

Adjusted diluted earnings per common share attributable to common stockholders ${ }^{1}$ :

## Notes.

1 The adjusted results reflect the exclusion of restructuring charges (and related taxes where applicable) recorded during the three and six months ended August 3 , 2013. No adjustments have been made to the current-year periods. A complete reconciliation of actual results to adjusted results is presented in the table entitled "Reconciliation of GAAP Results to Adjusted Results."

## Guess?, Inc. and Subsidiaries

## Reconciliation of GAAP Results to Adjusted Results

(amounts in thousands, except per share data)

The following table provides reconciliations of reported GAAP earnings from operations to adjusted earnings from operations and reported GAAP net earnings attributable to Guess?, Inc. to adjusted net earnings attributable to Guess?, Inc. for the three and six months ended August 3, 2013.

|  | Three Months Ended |  |  | Six Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | August 3, 2013 |  |  | August 3, 2013 |  |  |
|  |  | \$ | $\%$ of <br> Revenues |  | \$ | $\%$ of <br> Revenues |
| Reported GAAP earnings from operations | \$ | 60,780 | 9.5\% | \$ | 72,105 | 6.1\% |
| Restructuring charges ${ }^{1}$ |  | 6,129 |  |  | 8,466 |  |
| Adjusted earnings from operations | \$ | 66,909 | 10.5\% | \$ | 80,571 | 6.8\% |
| Reported GAAP net earnings attributable to Guess?, Inc. | \$ | 39,866 | 6.2\% | \$ | 49,782 | 4.2\% |
| Restructuring charges ${ }^{1}$ |  | 6,129 |  |  | 8,466 |  |
| Income tax adjustments ${ }^{2}$ |  | $(1,685)$ |  |  | $(2,244)$ |  |
| Total adjustments affecting net earnings attributable to Guess?, Inc. |  | 4,444 |  |  | 6,222 |  |
| Adjusted net earnings attributable to Guess?, Inc. | \$ | 44,310 | 6.9\% | \$ | 56,004 | 4.7\% |
| Adjusted diluted earnings per common share attributable to common stockholders: | \$ | 0.52 |  | \$ | 0.66 |  |

Weighted average common shares outstanding attributable to common stockholders:

| Basic | 84,080 | 84,331 |
| :--- | :--- | :--- |
| Diluted | 84,347 | 84,563 |

## Notes:

1 During the first quarter of fiscal 2014, the Company implemented plans to streamline its operational structure and reduce expenses in both Europe and North America. During the second quarter of fiscal 2014, the Company expanded these plans to include the consolidation and streamlining of its operations in Europe and Asia. These plans resulted in the restructuring charges incurred during the three and six months ended August 3, 2013. No adjustments have been made to the same current-year periods.

2 The income tax effect of the restructuring charges was based on the Company's assessment of deductibility using the statutory tax rate of the tax jurisdiction in which the charges were incurred.

## Guess?, Inc. and Subsidiaries

Consolidated Segment Data
(dollars in thousands)


| Corporate Overhead |  | $(22,333)$ |  | $(21,374)$ | 4\% | $(43,106)$ |  | $(40,078)$ |  | 8\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Restructuring Charges |  | - |  | $(6,129)$ |  |  | - |  | $(8,466)$ |  |
|  | \$ | 29,858 | \$ | 60,780 | (51\%) | \$ | 27,881 | \$ | 72,105 | (61\%) |


| Operating margins: |  |  |  |
| :--- | ---: | ---: | ---: |
| North American Retail | $(1.9 \%)$ | $4.1 \%$ | $(2.8 \%)$ |
| Europe | $10.4 \%$ | $15.7 \%$ | $4.5 \%$ |
| Asia | $3.5 \%$ | $7.7 \%$ | $4.2 \%$ |
| North American Wholesale | $13.5 \%$ | $20.5 \%$ | $16.7 \%$ |
| Licensing | $93.0 \%$ | $92.6 \%$ | $90.9 \%$ |
| Total Company before restructuring charges | $4.9 \%$ | $10.5 \%$ | $2.2 \%$ |
| Total Company including restructuring |  |  | $2.5 \%$ |
| charges | $4.9 \%$ | $9.5 \%$ | $2.5 \%$ |

## Guess?, Inc. and Subsidiaries

 Selected Condensed Consolidated Balance Sheet Data (in thousands)| August 2, | February 1, | August 3, |
| :---: | :---: | :---: |
| 2014 | 2014 |  |

## ASSETS

| Cash and cash equivalents | \$ | 461,519 | \$ | 502,945 | \$ | 343,725 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Short-term investments |  | 5,019 |  | 5,123 |  | 5,022 |
| Receivables, net |  | 233,906 |  | 276,565 |  | 271,826 |
| Inventories |  | 392,387 |  | 350,899 |  | 400,141 |
| Other current assets |  | 109,475 |  | 80,554 |  | 108,381 |
| Property and equipment, net |  | 309,155 |  | 324,606 |  | 341,378 |
| Other assets |  | 228,958 |  | 223,739 |  | 210,530 |
| Total Assets | \$ | 1,740,419 | \$ | 1,764,431 | \$ | 1,681,003 |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current portion of capital lease obligations and borrowings
Other current liabilities
Capital lease obligations and other long-term debt
Other long-term liabilities
Redeemable and nonredeemable noncontrolling interests
Guess?, Inc. stockholders' equity
$\quad$ Total Liabilities and Stockholders' Equity

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

|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { August 2, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { August 3, } \\ 2013 \end{gathered}$ |  |
| Net cash provided by operating activities | \$ | 30,363 | \$ | 102,167 |
| Net cash used in investing activities |  | $(32,550)$ |  | $(30,000)$ |
| Net cash used in financing activities |  | $(40,622)$ |  | $(51,906)$ |
| Effect of exchange rates on cash |  | 1,383 |  | $(5,557)$ |
| Net change in cash and cash equivalents |  | $(41,426)$ |  | 14,704 |
| Cash and cash equivalents at the beginning of the year |  | 502,945 |  | 329,021 |
| Cash and cash equivalents at the end of the period | \$ | 461,519 | \$ | 343,725 |

## Supplemental information:

| Depreciation and amortization | $\$ 42,654$ | $\$$ |
| :--- | :---: | :---: |
| Rent | $\$ 42,308$ |  |

## Guess?, Inc. and Subsidiaries

## Reconciliation of Net Cash Provided by Operating Activities to Free Cash Flow

 (in thousands)|  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { August 2, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { August 3, } \\ 2013 \\ \hline \end{gathered}$ |  |
| Net cash provided by operating activities | \$ | 30,363 | \$ | 102,167 |
| Less: Purchases of property and equipment |  | $(32,316)$ |  | $(40,445)$ |
| Free cash flow | \$ | $\underline{(1,953)}$ | \$ | 61,722 |

## Guess?, Inc. and Subsidiaries <br> Retail Store Data <br> International Store Count

|  | As of August 2, 2014 |  | As of August 3, 2013 |  |
| :---: | :---: | :---: | :---: | :---: |
| Region | Total <br> Stores | Directly Operated Stores | Total <br> Stores | Directly Operated Stores |
| United States and Canada | 488 | 488 | 507 | 507 |
| Europe and the Middle East | 615 | 264 | 632 | 257 |

Asia

Central and South America
495

87
1,685
837

## Guess?, Inc. and Subsidiaries

Retail Store Data
U.S. and Canada

Number of stores at the beginning of the year

Store openings

Store closures

Number of stores at the end of the period

Total store square footage at the end of the period

Six Months Ended

| $\begin{gathered} \hline \text { August 2, } \\ 2014 \end{gathered}$ | $\begin{gathered} \text { August } 3, \\ 2013 \end{gathered}$ |
| :---: | :---: |
| 494 | 512 |
| 5 | 5 |
| (11) | (10) |
| 488 | 507 |
| 2,316,000 | 2,363,000 |

## Guess?, Inc. and Subsidiaries

North American Retail Net Revenue
(dollars in thousands)

|  | Three Months Ended |  |  |  |  | Six Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { August 2, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { August 3, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \% \\ \text { chg } \end{gathered}$ | $\begin{gathered} \hline \text { August 2, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { August 3, } \\ 2013 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \% \\ \text { chg } \\ \hline \end{gathered}$ |
| Net revenue: |  |  |  |  |  |  |  |  |  |  |
| Retail stores | \$ | 228,825 | \$ | 244,043 | (6.2\%) | \$ | 441,172 | \$ | 471,629 | (6.5\%) |
| E-commerce sites |  | 15,175 |  | 10,270 | 47.8\% |  | 31,172 |  | 20,995 | 48.5\% |
| Total | \$ | 244,000 | \$ | 254,313 | (4.1\%) | \$ | 472,344 | \$ | 492,624 | (4.1\%) |

Guess?, Inc. and Subsidiaries
Retail Store Change in Comparable Store Sales
U.S. and Canada

| Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: |
| Aug | 014 | Aug | 014 |
| U.S. Dollars | Constant Currency | U.S. Dollars | Constant Currency |
| (8.1\%) | (7.1\%) | (7.6\%) | (6.3\%) |
| 2.7\% | 2.7\% | 2.7\% | 2.7\% |


| (5.4\%) | (4.4\%) | (4.9\%) | (3.6\%) |
| :---: | :---: | :---: | :---: |

