



**Q4 FY18 Earnings Release  
Supplemental Material  
September 24, 2018**

dressbarn<sup>INC</sup>

maurices

Justice

LANE BRYANT

CATHERINES

ANN TAYLOR

LOFT

LOU &<sup>1</sup>GREY

# Safe Harbor Statement

*Certain statements made within this presentation may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially. Forward-looking statements are statements related to future, not past, events, and often contain words such as “expect,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “see,” “will,” “would,” “estimate,” “forecast,” “target,” “preliminary,” or “range,” and include the Company’s outlook for the first quarter and full year of Fiscal Year 2019. The Company does not undertake to publicly update or review its forward-looking statements even if experience or future changes make it clear that our projected results expressed or implied will not be achieved.*

*Detailed information concerning those risks and uncertainties are readily available in the Company’s filings with the U.S. Securities and Exchange Commission. We undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.*

*Where indicated, certain financial information herein has been presented on a non-GAAP basis. This basis adjusts for non-recurring items that management believes are not indicative of the Company’s underlying operating performance. These measures may not be directly comparable to similar measures used by other companies and should not be considered a substitute for performance measures in accordance with GAAP such as operating income and net income. Additionally, a reconciliation of the projected non-GAAP EPS, which is a forward-looking non-GAAP financial measure, to the most directly comparable GAAP financial measures, is not provided because the Company is unable to provide such reconciliation without unreasonable effort. The inability to provide a reconciliation is due to the uncertainty and inherent difficulty predicting the occurrence, the financial impact and the periods in which the non-GAAP adjustments may be recognized. These GAAP measures may include the impact of such items as restructuring charges, acquisition and integration related expenses, asset impairments, non-cash purchase accounting adjustments and the tax effect of all such items. As previously stated, the Company has historically excluded these items from non-GAAP financial measures. The Company currently expects to continue to exclude such items in future disclosures of non-GAAP financial measures and may also exclude other items that may arise (collectively, “non-GAAP adjustments”). The decisions and events that typically lead to the recognition of non-GAAP adjustments, such as actions under the Company’s Change for Growth program, or impairments of certain long-lived tangible and intangible assets, are inherently unpredictable as to if or when they may occur. For the same reasons, the Company is unable to address the probable significance of the unavailable information, which could be material to future results. Reference should be made to today’s earnings release for the nature of such adjustments and for a reconciliation of such non-GAAP measures to the Company’s financial results prepared in accordance with GAAP.*

# Q4 FY18

## Earnings Highlights



	GAAP		Non-GAAP <sup>(a)</sup>	
	Q4 FY18	Q4 FY17	Q4 FY18	Q4 FY17
Comp Sales			4%	(4%)
Gross Margin	57.5%	57.4%	57.5%	57.4%
BD&O	18.4%	19.3%	19.1%	19.3%
SG&A	29.8%	30.1%	30.4%	30.0%
EPS	\$0.17	(\$0.08)	\$0.07	\$0.05

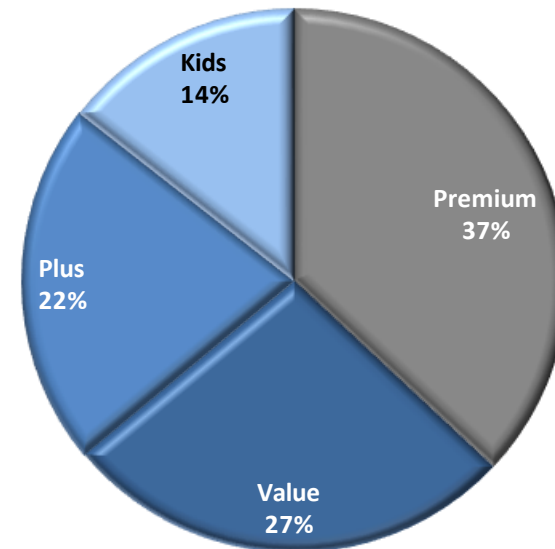
*(a) Non-GAAP figures are adjusted to exclude items such as the impact of the 53<sup>rd</sup> week recorded in Fiscal 2018 at three of our segments and restructuring expenses.*

# Q4 FY18 Sales Summary

## Comp Sales Performance

	Q4 FY18	Q4 FY17
<b>Premium Fashion</b>	<b>5%</b>	<b>(3%)</b>
Ann Taylor	1%	(2%)
LOFT	7%	(3%)
<b>Value Fashion</b>	<b>(2%)</b>	<b>(6%)</b>
maurices	1%	(8%)
dressbarn	(5%)	(4%)
<b>Plus Fashion</b>	<b>2%</b>	<b>(4%)</b>
Lane Bryant	2%	(6%)
Catherines	3%	1%
<b>Kids Fashion</b>	<b>15%</b>	<b>(4%)</b>
<b>Total Company</b>	<b>4%</b>	<b>(4%)</b>

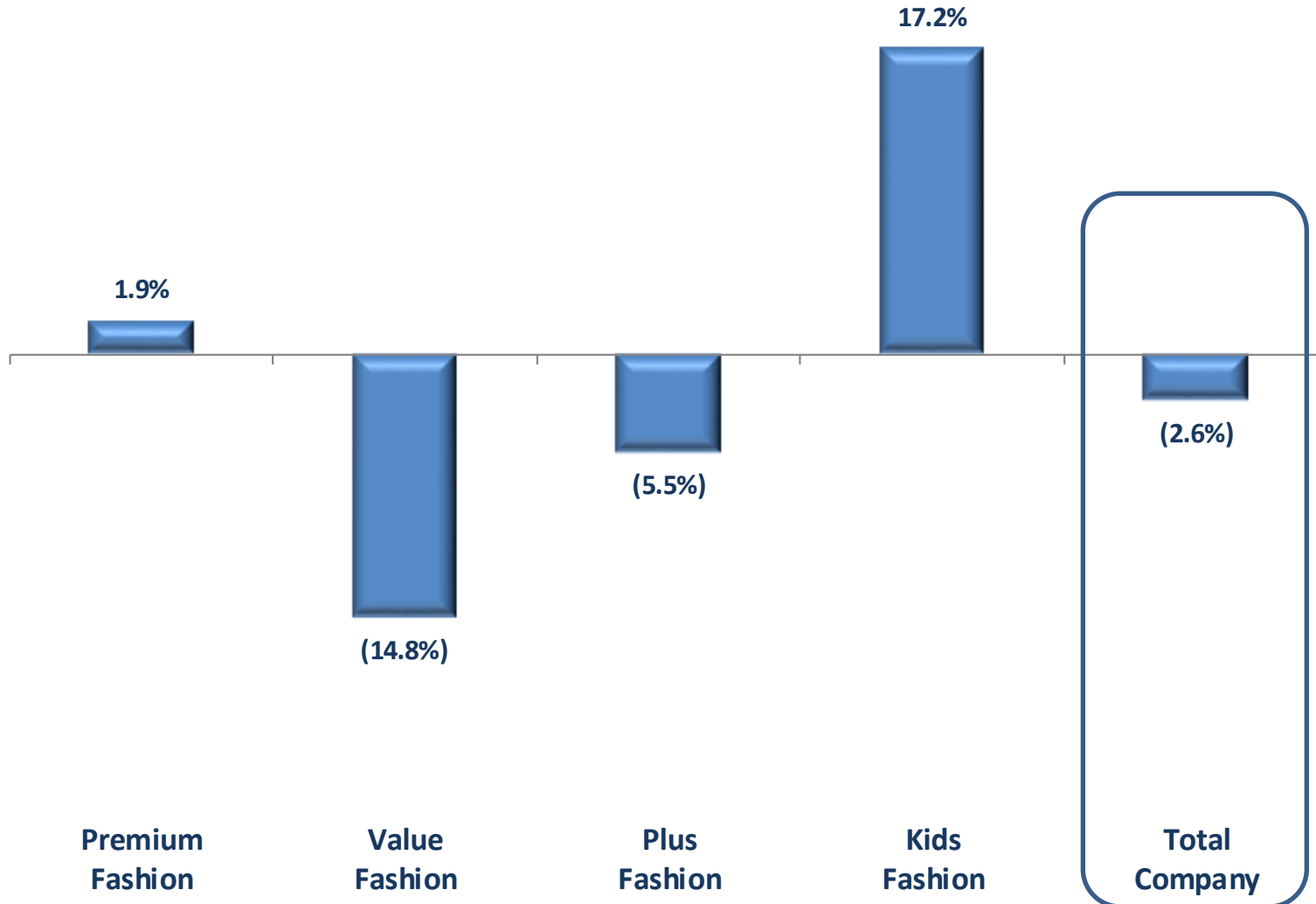
Q4 FY18 Sales Mix <sup>(a)</sup>



(a) Q4 Fiscal 2018 sales mix excludes the impact of the 53<sup>rd</sup> week for **Value Fashion**, **Plus Fashion** and **Kids Fashion**.

# Q4 FY18

## End-of-Period Inventory (Cost)



# Q4 FY18

## Capital Structure / Cash Flow



➤ Capital expenditures:	\$52 million <sup>(a)</sup>
➤ Ending cash and equivalents:	\$239 million
➤ Ending debt:	\$1,372 million <sup>(b)</sup>
➤ Ending net debt to TTM EBITDA:	~2.5x <sup>(c)</sup>
➤ TTM EBITDA cash interest coverage:	~4.8x <sup>(c,d)</sup>
➤ Current liquidity:	\$712 million <sup>(e)</sup>

*(a) Excludes change in period end accruals (\$23 million as of Q3 FY18 and \$21 million as of Q4 FY18)*

*(b) Reflects term loan balance; asset-based revolver undrawn at quarter end*

*(c) Ending debt net of cash and equivalents to TTM non-GAAP EBITDA of \$462 million*

*(d) Based on TTM average Term Loan balance of \$1,531 million and TTM average interest rate of approximately 6.3%*

*(e) Ending cash and equivalents plus \$473 million of availability under the asset based revolver*

# Real Estate Summary

	Store Locations End of Q3	Q4 FY18			Q4 FY17
		Store Locations Opened	Store Locations Closed	Store Locations End of Q4	Store Locations End of Q4
<b>Premium Fashion</b>	<b>980</b>	<b>0</b>	<b>(4)</b>	<b>976</b>	<b>1,000</b>
Ann Taylor	306	0	(2)	304	322
LOFT	674	0	(2)	672	678
<b>Value Fashion</b>	<b>1,725</b>	<b>0</b>	<b>(23)</b>	<b>1,702</b>	<b>1,784</b>
maurices	986	0	(14)	972	1,005
dressbarn	739	0	(9)	730	779
<b>Plus Fashion</b>	<b>1,103</b>	<b>1</b>	<b>(7)</b>	<b>1,097</b>	<b>1,123</b>
Lane Bryant	752	1	(4)	749	764
Catherines	351	0	(3)	348	359
<b>Kids Fashion</b>	<b>855</b>	<b>0</b>	<b>(8)</b>	<b>847</b>	<b>900</b>
<b>Total Company</b>	<b>4,663</b>	<b>1</b>	<b>(42)</b>	<b>4,622</b>	<b>4,807</b>

# Q4 Results vs. 6/4/18 Guidance

## Non-GAAP Basis



	<u>Actual</u>	<u>Guidance</u>
<b>Total Company Sales</b>	<b>\$1.678B</b>	<b>\$1.62 to \$1.66B</b>
<b>Comparable Sales</b>	<b>4%</b>	<b>Flat to up 2%</b>
<b>Gross Margin</b>	<b>57.5%</b>	<b>56.5% to 57.0%</b>
<b>Depreciation and amortization</b>	<b>\$91M</b>	<b>~\$90M</b>
<b>Operating Income</b>	<b>\$43M</b>	<b>\$22 to \$42M</b>
<b>Interest expense <sup>(a)</sup></b>	<b>\$29M</b>	<b>~\$29M</b>
<b>Diluted share count</b>	<b>199M</b>	<b>196M</b>
<b>EPS</b>	<b>\$0.07</b>	<b>(\$0.05) to \$0.05</b>

*(a) Inclusive of non-cash interest of approximately \$3M related to the amortization of the term loan original issue discount and debt issuance costs (consistent with guidance).*



# Q1 and Full Year FY19 Guidance – Non-GAAP Basis



	<u>Q1 FY19</u>	<u>Full Year FY19</u>
<b>Total Sales</b>	<b>\$1.54 to \$1.56B</b>	<b>\$6.45 to \$6.55B</b>
<b>Comparable Sales</b>	<b>flat to up 2%</b>	<b>up low single digits</b>
<b>Gross Margin</b>	<b>60.0% to 60.5%</b>	<b>57.6% to 58.1%</b>
<b>Depreciation and amortization</b>	<b>~\$84M</b>	<b>\$327 to \$332M</b>
<b>Operating Income</b>	<b>\$22 to \$42M</b>	<b>\$120 to \$140M</b>
<b>Interest expense<sup>(a)</sup></b>	<b>~\$27M</b>	<b>~\$112M</b>
<b>Diluted share count</b>	<b>200M</b>	<b>200M</b>
<b>EPS<sup>(b)</sup></b>	<b>(\$0.04) to \$0.06</b>	<b>\$0.00 to \$0.10</b>
<b>Ending store count</b>		<b>4,375 to 4,425</b>

(a) Inclusive of non-cash interest of approximately \$3M and \$11M related to the amortization of the term loan original issue discount and debt issuance costs for Q1 Fiscal 2019 and Full Year Fiscal 2019

(b) Inclusive of approximately \$3M and \$8M in minimum taxes for Q1 Fiscal 2019 and Full Year Fiscal 2019.

# Platform Savings Outlook

<u>\$M</u>		<u>FY15(A)</u>	<u>FY16(A)</u>	<u>FY17(A)</u>	<u>FY18(A)</u>	<u>FY19(E)</u>	<u>FY20(E)</u>	<u>Total(E)</u>
<b>ANN Synergies</b>								
SG&A/COGS	Non-merch procurement		9	24	15	9		57
	<u>Supply chain</u>							
BD&O	Distribution / fulfillment			12	1	1		14
COGS	Transportation / logistics			27	7	5	3	42
	<u>Organizational efficiency</u>							
SG&A	Duplicative management teams		14	5				19
SG&A	Employment benefit realignment		3	4	4	5		16
SG&A	Public company costs / Other		2					2
	<u>ANN Cost Savings</u>							
SG&A	SG&A optimization	7	28					35
COGS	COGS initiative			25	17	8		50
<b>Total ANN Savings</b>		<b>7</b>	<b>56</b>	<b>97</b>	<b>44</b>	<b>28</b>	<b>3</b>	<b>235</b>
<b>Change for Growth</b>								
	<u>Operating model</u>							
SG&A	Front office efficiencies			29	37			66
SG&A	Corporate efficiencies			7	22	13		42
SG&A	Non-merch procurement			16	43	30	11	100
BD&O	Fleet Optimization			11	18	23	8	60
SG&A	IT efficiencies				2	15	15	32
COGS	Sourcing				15	TBD	TBD	15
<b>Total Change For Growth</b>		<b>0</b>	<b>0</b>	<b>63</b>	<b>137</b>	<b>81</b>	<b>34</b>	<b>315</b>
<b>Total Platform Savings (actual / estimated)</b>		<b>7</b>	<b>56</b>	<b>160</b>	<b>181</b>	<b>109</b>	<b>37</b>	<b>550</b>
<b>Total Cumulative Savings (actual / estimated)</b>		<b>7</b>	<b>63</b>	<b>223</b>	<b>404</b>	<b>513</b>	<b>550</b>	<b>550</b>

# Impact of FY18 53<sup>rd</sup> week shift

*(\$ millions)*

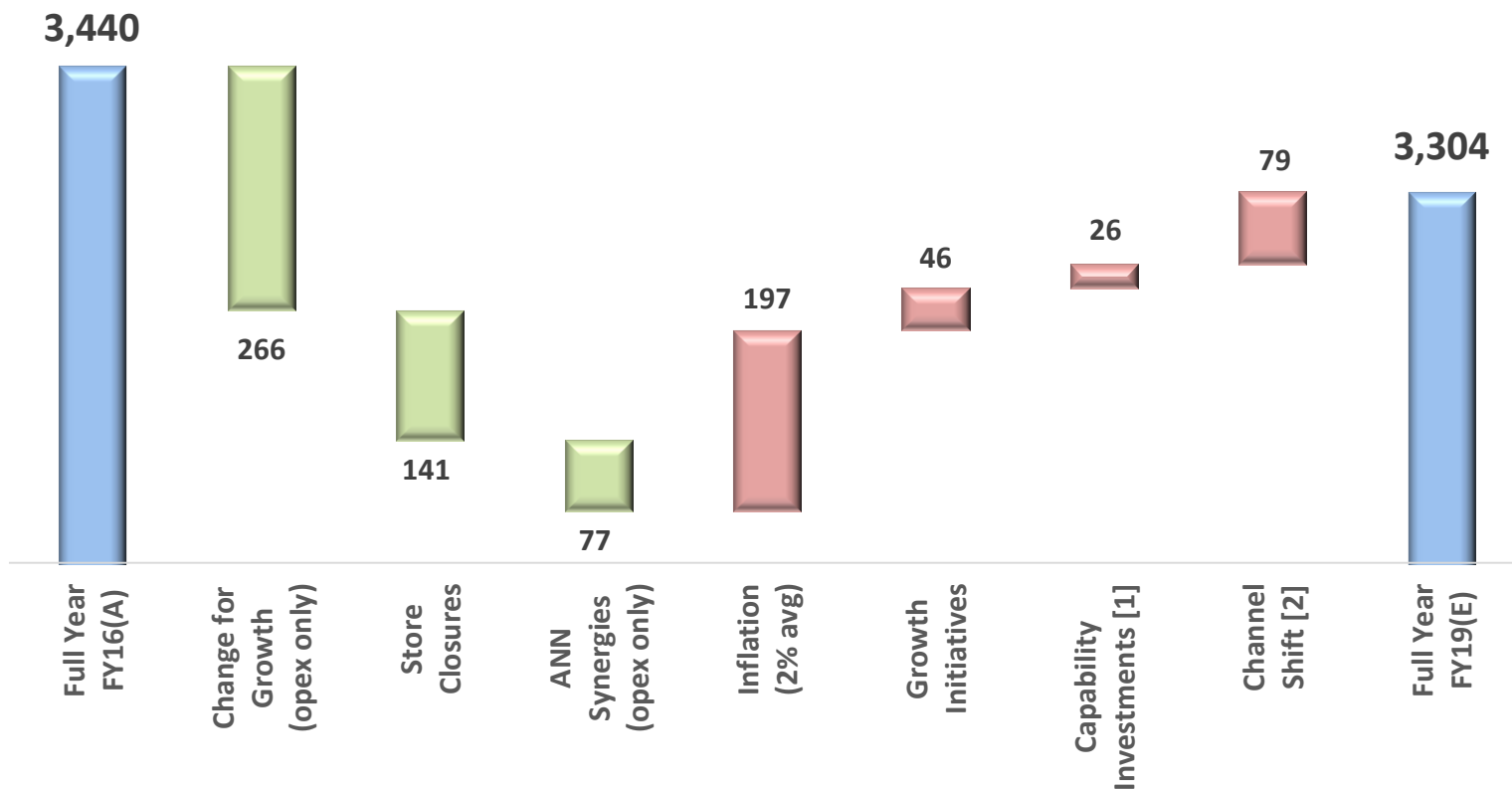
***Comparable sales increase / (decrease) resulting from additional week***

	<u>Premium</u>	<u>Value</u>	<u>Plus</u>	<u>Kids</u>	<u>ascena</u>
Q1	0.4	(1.9)	(2.6)	(18.4)	(22.5)
Q2	(9.9)	(9.1)	(4.3)	(5.2)	(28.4)
Q3	N / A	17.1	10.1	6.0	33.2
Q4	N / A	(6.1)	(3.2)	17.6	8.3
Full Year	(9.5)	0.0	0.0	0.0	(9.5)

*Note: Premium segment 53<sup>rd</sup> week executed in January 2018 vs. remaining segments, which were executed in July 2018*

# Operating expense walk – Full Year FY16 to Full Year FY19(E)

(\$ millions)



<sup>1</sup> Includes run costs for advanced analytics, MDO / SPO, and omni-channel, along with enhanced IT security platform

<sup>2</sup> Includes incremental marketing (pay-per-click, SEO, collateral) and higher distribution / fulfillment costs