

Stein Mart (SMRT)

Quarterly Income Statement Data FY2011 to FY2016

(\$ in millions except per share)

Fiscal year ends on the Saturday closest to January 31

Stores	Comps	Sales	Gross Profit		SG&A Expenses		Operating Profit (Loss)		Interest Exp. (Net)	Pretax Income (Loss)		Tax Provision		Net Income (Loss)		GAAP Dil. EPS	NON-GAAP Dil. EPS (1)	Diluted Sh. (M)	Dividend Per Share
			\$	%	\$	%	\$	%		\$	%	\$	%	\$	%				
262	1.5% Q1*	\$ 309.2	\$ 94.6	30.6%	\$ 71.5	23.1%	\$ 23.1	7.5%	\$ 0.1	\$ 23.0	7.4%	\$ 9.1	39.5%	\$ 13.9	4.5%	\$0.31	n/a	44.2	
260	-1.1% Q2*	274.5	70.9	25.8%	67.7	24.7%	3.2	1.2%	0.1	3.1	1.1%	1.3	40.7%	1.8	0.7%	\$0.04	n/a	44.4	
260	0.3% Half*	583.7	165.5	28.4%	139.3	23.9%	26.3	4.5%	0.2	26.1	4.5%	10.3	39.6%	15.7	2.7%	\$0.36	n/a	44.3	
262	-2.9% Q3*	263.2	66.7	25.3%	69.7	26.5%	(3.0)	-1.2%	0.1	(3.1)	-1.2%	(1.4)	45.7%	(1.7)	-0.6%	(\$0.04)	n/a	43.2	
262	-0.7% 9-mos*	847.0	232.1	27.4%	208.9	24.7%	23.2	2.7%	0.3	22.9	2.7%	8.9	38.8%	14.0	1.7%	\$0.32	n/a	44.0	
262	-2.2% Q4*	331.0	87.5	26.4%	78.2	23.6%	9.2	2.8%	0.0	9.2	2.8%	3.3	36.0%	5.9	1.8%	\$0.13	n/a	42.8	
262	-1.1% FY 2011 (Jan 12)*	1,178.0	319.6	27.1%	287.2	24.4%	32.5	2.8%	0.3	32.1	2.7%	12.2	38.0%	19.9	1.7%	\$0.44	n/a	43.7	
263	-0.4% Q1*	309.7	91.9	29.7%	72.9	23.5%	19.0	6.1%	0.0	18.9	6.1%	8.1	42.7%	10.8	3.5%	\$0.25	n/a	42.8	
263	1.6% Q2	280.4	73.8	26.3%	70.0	25.0%	3.8	1.4%	0.0	3.8	1.3%	1.5	39.7%	2.3	0.8%	\$0.05	\$0.02	42.7	
263	5.0% Half	590.1	165.7	28.1%	142.9	24.2%	22.8	3.9%	0.1	22.7	3.8%	9.6	42.2%	13.1	2.2%	\$0.30	\$0.27	42.7	
262	3.1% Q3	273.7	70.7	25.8%	74.4	27.2%	(3.7)	-1.4%	0.1	(3.8)	-1.4%	(2.2)	56.6%	(1.7)	-0.6%	(\$0.04)	(\$0.03)	42.6	
262	1.3% 9-mos	863.8	236.4	27.4%	217.3	25.2%	19.0	2.2%	0.2	18.9	2.2%	7.4	39.3%	11.5	1.3%	\$0.26	\$0.23	42.7	
263	6.0% Q4 (14 wks)	368.6	106.3	28.8%	89.1	24.2%	17.2	4.7%	0.1	17.1	4.6%	3.6	21.1%	13.5	3.7%	\$0.30	\$0.28	43.0	\$ 1.00
263	2.7% FY 2012 (53 wks)	1,232.4	342.6	27.8%	306.4	24.9%	36.2	2.9%	0.2	36.0	2.9%	11.0	30.6%	25.0	2.0%	\$0.57	\$0.52	42.8	1.00
262	1.2% Q1	321.4	98.0	30.5%	73.6	22.9%	24.4	7.6%	0.1	24.3	7.6%	9.6	39.4%	14.7	4.6%	\$0.33	\$0.33	43.3	
262	6.4% Q2	291.0	80.3	27.6%	74.5	25.6%	5.8	2.0%	0.1	5.7	2.0%	2.4	41.9%	3.3	1.1%	\$0.08	\$0.10	43.7	0.05
262	3.6% Half	612.3	178.3	29.1%	148.1	24.2%	30.2	4.9%	0.1	30.1	4.9%	12.0	39.9%	18.1	3.0%	\$0.41	\$0.43	43.5	
264	4.8% Q3	290.5	77.8	26.8%	77.9	26.8%	(0.1)	0.0%	0.1	(0.2)	-0.1%	(0.2)	118.3%	0.0	0.0%	\$0.00	(\$0.01)	43.9	0.05
264	4.0% 9-mos	902.8	256.1	28.4%	226.0	25.0%	30.1	3.3%	0.2	29.9	3.3%	11.8	39.5%	18.1	2.0%	\$0.40	\$0.42	43.6	
264	3.1% Q4	360.8	111.3	30.8%	100.6	27.9%	10.7	3.0%	0.1	10.6	2.9%	3.2	30.1%	7.4	2.1%	\$0.16	\$0.31	44.2	0.05
264	3.7% FY 2013 (Jan 14)	1,263.6	367.4	29.1%	326.6	25.8%	40.8	3.2%	0.3	40.5	3.2%	15.0	37.0%	25.5	2.0%	\$0.57	\$0.73	43.8	0.15
263	2.6% Q1	328.9	104.3	31.7%	81.2	24.7%	23.1	7.0%	0.1	23.1	7.0%	9.0	39.0%	14.1	4.3%	\$0.31	\$0.32	44.5	0.050
265	1.3% Q2	298.2	84.2	28.3%	81.5	26.9%	2.7	0.9%	0.1	2.7	0.9%	1.0	37.4%	1.7	0.6%	\$0.04	\$0.06	44.7	0.075
265	2.0% Half	627.0	188.6	30.1%	162.7	25.9%	25.9	4.1%	0.1	25.7	4.1%	10.0	38.9%	15.8	2.5%	\$0.35	\$0.38	44.6	
268	3.1% Q3	303.7	84.6	27.9%	86.3	27.7%	(1.7)	-0.6%	0.1	(1.8)	-0.6%	(0.6)	33.3%	(1.2)	-0.4%	(\$0.03)	\$0.02	43.9	0.075
268	2.3% 9-mos	930.7	273.2	29.4%	249.0	26.8%	24.2	2.6%	0.2	23.9	2.6%	9.4	39.3%	14.6	1.6%	\$0.32	\$0.40	44.7	
270	5.6% Q4	387.0	113.6	29.4%	93.1	23.2%	20.5	5.3%	0.1	20.5	5.3%	8.2	40.1%	12.3	3.2%	\$0.27	\$0.32	45.0	0.075
270	3.3% FY 2014 (Jan 15)	1,317.7	386.8	29.4%	342.1	26.0%	44.7	3.4%	0.3	44.4	3.4%	17.6	39.7%	26.9	2.0%	\$0.59	\$0.72	44.7	0.275
270	4.8% Q1	353.5	108.4	30.7%	85.6	24.2%	22.8	6.4%	0.7	22.1	6.3%	8.5	38.5%	13.6	3.8%	\$0.29	\$0.31 (2)	45.8	0.075
269	3.0% Q2	311.6	88.9	28.5%	81.5	26.2%	7.4	2.4%	0.8	6.6	2.1%	2.5	37.9%	4.1	1.3%	\$0.09	\$0.10 (2)	45.9	0.075
269	4.0% Half	665.1	197.3	29.7%	167.1	25.1%	30.2	4.5%	1.5	28.7	4.3%	11.0	38.3%	17.7	2.7%	\$0.38	\$0.41 (2)	45.9	
274	-2.3% Q3	300.7	82.2	27.3%	81.5	27.7%	0.7	0.2%	0.9	(0.2)	-0.1%	0.0	-0.5%	(0.2)	-0.1%	(\$0.01)	\$0.01 (2)	44.8	0.075
274	1.9% 9-mos	965.8	279.5	28.9%	248.6	25.7%	30.9	3.2%	2.4	28.5	3.0%	11.0	38.6%	17.5	1.8%	\$0.37	\$0.41 (2)	45.9	
278	-1.1% Q4	394.1	105.8	26.8%	95.1	24.1%	10.7	2.7%	0.9	9.8	2.5%	3.6	36.3%	6.2	1.6%	\$0.13	\$0.17 (2)	46.1	0.075
278	1.0% FY 2015 (Jan 16)	1,359.9	385.3	28.3%	343.7	25.3%	41.6	3.1%	3.3	38.3	2.8%	14.6	1.1%	23.7	1.7%	\$0.51	\$0.58 (2)	46.0	0.300
283	-3.4% Q1	355.7	108.9	30.6%	86.5	24.3%	22.4	6.3%	1.0	21.5	6.0%	8.1	37.7%	13.3	3.7%	\$0.29	n/a	46.3	0.075
283	-1.4% Q2	319.7	89.4	28.0%	83.8	26.2%	5.6	1.8%	0.9	4.7	1.5%	1.7	36.2%	3.0	0.9%	\$0.06	n/a	46.6	0.075
283	-2.5% Half	675.4	198.3	29.4%	170.3	25.2%	28.0	0.3%	1.9	26.2	3.9%	9.8	37.4%	16.3	2.4%	\$0.35	n/a	46.4	
290	-4.6% Q3	299.6	72.7	24.3%	89.0	29.7%	(16.3)	-5.4%	0.9	(17.3)	-5.8%	(6.2)	35.8%	(11.0)	-3.7%	(\$0.24)	n/a	45.8	0.075
290	-3.1% 9-mos	975.0	271.0	27.8%	259.3	26.6%	11.7	1.2%	2.8	8.9	0.9%	3.6	40.4%	5.3	0.5%	\$0.11	n/a	46.6	
290	-5.5% Q4	385.5	88.0	22.8%	96.1	24.9%	(8.1)	-2.1%	1.1	(9.2)	-2.4%	(4.3)	46.7%	(4.9)	-1.3%	(\$0.11)	n/a	46.0	0.075
290	-3.8% FY 2016 (Jan 17)	1,360.5	359.0	26.4%	355.4	26.1%	3.6	0.3%	3.9	(0.3)	0.0%	(0.7)	NM	0.4	0.0%	\$0.01	n/a	46.6	0.300

(1) See separate reconciliation of GAAP basis to NON-GAAP basis EPS table.

(2) FY2015 results include GAAP and NON-GAAP EPS, as originally reported. We ceased reporting NON-GAAP results in 2016, so NON-GAAP amounts for 2015 periods should be disregarded when comparing to 2016.

* Results for all 2011 periods and the first quarter of 2012 were restated in May 2013.

Historical Store Activity	2017											
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	Plan
Stores at beginning of year	262	268	280	276	267	264	262	263	264	270	278	290
Opened during year	12	14	6	2	2	3	6	4	9	10	13	11
Closed during year	(6)	(2)	(10)	(11)	(5)	(5)	(5)	(3)	(3)	(2)	(1)	(5)
Stores open at end of year	268	280	276	267	264	262	263	264	270	278	290	296
Stores relocated during year	0	0	1	0	5	4	4	4	7	1	2	1