Exhibit 99.1

# NEWS RELEASE 

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FOR IMMEDIATE RELEASE

## Stage Stores Announces First Quarter Results

## Company Provides Second Quarter and Updates Full Year Guidance

-- First Quarter Earnings Per Share Increase 15.7 \% --
HOUSTON, TX, May 19, 2005 -- Stage Stores, Inc. (Nasdaq: STGS) today reported that total sales for the first quarter ended April 29, 2005 increased $7.0 \%$ to a record level of $\$ 310.1$ million from $\$ 289.7$ million for the prior year first quarter ended May 1, 2004, driven by new stores and a comparable store sales increase of $4.9 \%$ versus an increase of $4.5 \%$ last year. Net income also reached a record level, rising to $\$ 20.5$ million from $\$ 18.5$ million in the prior year period, as did diluted earnings per share, which increased $15.7 \%$ to $\$ 1.03$ per diluted share from $\$ 0.89$ per diluted share last year. This increase reflects operational gains as well as the positive impact of the Company's stock repurchase activities.

Jim Scarborough, Chairman, President and Chief Executive Officer, commented, "We are very pleased to report record sales and earnings for our first quarter. Our comparable store sales were up a solid $4.9 \%$ during the quarter, reflecting strong demand for our spring merchandise assortments. The strength in our business was broad-based, as most of our key merchandise categories achieved comparable store sales increases, and each of our small, mid-size and large market store groups had positive comparable store sales results. Further, comparable store sales at our Peebles stores were higher than our Company average, demonstrating that our initiatives to improve the sales productivity in these stores are showing success."

Mr. Scarborough concluded, "As we enter the second quarter, we are pleased with our current pace of business in May. We look forward to opening seven new stores during the quarter, and we anticipate making additional progress on our key initiatives in merchandising, marketing, information systems, and in our South Hill, Virginia distribution center."

## Store Activity

The Company further reported that it opened ten new stores during the quarter, including one Bealls store, two Stage stores, and seven Peebles stores. The Company also reported that it relocated five stores to better locations, expanded one store and closed two stores during the quarter. The Company added that it plans to open seven new stores during the second quarter and currently anticipates opening a total of thirty five to forty new stores during the fiscal year.

## Fiscal 2005 - Second Quarter and Full Year Outlook

Fiscal 2005-2 ${ }^{\text {nd }}$ Quarter:
For the second quarter ending July 30, 2005, the Company currently anticipates reporting revenues in the range of $\$ 298$ to $\$ 304$ million, with the expectation of a comparable store sales increase in the mid single digits. Net income is currently projected to be in the range of $\$ 5.2$ to $\$ 6.0$ million, or earnings of $\$ 0.26$ to $\$ 0.30$ per diluted share. This outlook compares to earnings of $\$ 5.4$ million, or $\$ 0.27$ per diluted share, for the prior year second quarter. In projecting diluted earnings per share for the fiscal 2005 second quarter, the Company used an estimated diluted share count of 19.8 million shares.

Fiscal 2005 - Full Year:
Updating its outlook for the 2005 fiscal year ending January 28, 2006 to include actual first quarter results, the Company currently anticipates reporting revenues in the range of $\$ 1.320$ to $\$ 1.340$ billion, with the expectation of a comparable store sales increase in the upper low single digits. Net income is currently projected to be in the range of $\$ 55.0$ to $\$ 57.4$ million, or earnings of $\$ 2.78$ to $\$ 2.90$ per diluted share, which is unchanged from the Company's previous guidance range for the fiscal year. The Company's forecast compares to earnings of $\$ 51.4$ million, or $\$ 2.58$ per diluted share, for the 2004 fiscal year. In projecting diluted earnings per share for the 2005 fiscal year, the Company used an estimated diluted share count of 19.8 million shares.

In comparing this year's net income forecast to last year's actual results, the Company noted that its 2005 outlook includes non-recurring costs expected to be incurred in connection with the closure of its Knoxville, Tennessee distribution center, which is anticipated to occur in the fourth quarter, as well as expenses associated with improvements being made to its South Hill, Virginia distribution center and merchandising system. The Company currently estimates that these expenses will total, after tax, approximately $\$ 1.5$ million, or $\$ 0.07$ to $\$ 0.08$ per diluted share.

## Conference Call Information

The Company will host a conference call today at 8:30 a.m. Eastern Time to discuss the first quarter's results as well as its outlook for the second quarter of fiscal 2005. All interested parties can listen to a live web cast of the Company's conference call by logging on to the Company's web site at www.stagestores.com and then clicking on Investor Relations, then Webcasts, then the webcast link. A replay of the conference call will be available online at each web site until midnight on Friday, May 27, 2005.

Stage Stores, Inc. brings nationally recognized brand name apparel, accessories, cosmetics and footwear for the entire family to small towns and communities through 537 stores located in 29 states. The Company operates under the Stage, Bealls and Palais Royal names throughout the South Central states, and under the Peebles name throughout the Mid-Atlantic, Southeastern and Midwestern states. For more information about Stage Stores, visit the Company's web site at www.stagestores.com.

## "Safe Harbor" Statement

This news release contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995, including comments regarding the Company's outlook and expectations for the second quarter of the 2005 fiscal year and for the full 2005 fiscal year, as well as comments regarding the number of new stores expected to be opened during the second quarter of the 2005 fiscal year and for the full 2005 fiscal year. The Company intends forward looking terminology such as "believes", "expects", "may", "will", "should", "could", "anticipates", "plans" or similar expressions to identify forward-looking statements. Such statements are subject to certain risks and uncertainties which could cause the Company's actual results to differ materially from those anticipated by the forwardlooking statements. These risks and uncertainties include, but are not limited to, those described in the Company's Annual Report on Form 10-K as filed with the Securities and Exchange Commission (the "SEC") on April 28, 2005, in the Company's Quarterly Reports on Form 10-Q as filed with the SEC and other factors as may periodically be described in other Company filings with the SEC.
(Tables to Follow)

## Stage Stores, Inc.

## Condensed Consolidated Balance Sheets

(in thousands, except par values)
(unaudited)

April 30, 2005

ASSETS
Cash and cash equivalents
Merchandise inventories
Current deferred taxes
Prepaid expenses and other current assets
$\quad$ Total current assets
Property, equipment and leasehold improvements, net
Goodwill
Intangible asset
Other non-current assets, net
$\quad$ Total assets
$\quad$ LIABILITIES AND STOCKHOLDERS' EQUITY
Accounts payable
Income taxes payable
Current portion of debt obligatio
Accrued expenses and other curr
$\quad$ Total current liabilities
Debt obligations
Deferred taxes
Other long-term liabilities
$\quad$ Total liabilities
Commitments and contingencies

Common stock, par value $\$ 0.01,50,000$ shares authorized,
21,440 and 21,405 shares issued
Additional paid-in capital
Less treasury stock - at cost, 3,218 and 3,083 shares, respectively
Minimum pension liability adjustment
Retained earnings
Stockholders' equity
Total liabilities and stockholders' equity
Commitments and contingencies
Accounts payable
Current portion of debt obligations
Accrued expenses and other current liabilities

Debt obligations
Deferred taxes
Other long-term liabilities
Total liabilities
230,788

| $\$$ | 17,149 |  | $\$$ |
| ---: | ---: | ---: | ---: |
|  | 343,174 |  | 40,455 |
|  | 23,759 |  | 281,588 |
|  |  | 24,031 |  |
|  | 18,817 |  |  |
|  | 402,899 |  | 22,278 |
|  |  |  | 368,352 |


| 218,804 |  | 212,179 |  |
| ---: | ---: | ---: | ---: |
| 79,353 |  | 79,353 |  |
|  | 14,910 |  | 14,910 |
|  | 12,475 |  |  |
|  |  |  | 12,205 |


| $\$$ | 91,157 | $\$$ |
| ---: | ---: | ---: |
| 12,362 |  | 74,957 |
| 81 |  | 11,024 |
|  | 55,068 |  |
|  | 158,668 |  |
|  |  | 143,080 |
| 10,315 |  | 3,048 |
| 10,616 |  | 11,527 |
|  |  | 47,960 |
| 21,189 |  | 205,726 |

$$
5=2=2=2
$$

## Condensed Consolidated Statements of Income

(in thousands, except earnings per share)
(unaudited)

|  | Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | April 30, 2005 |  |  | May 1, 2004 |  |  |
|  | Amount |  | \% to Sales | Amount |  | \% to Sales |
| Net sales | \$ | 310,060 | 100.0\% | \$ | 289,658 | 100.0\% |
| Cost of sales and related buying, occupancy, and distribution expenses |  | 205,898 | 66.4\% |  | 193,194 | 66.7\% |
| Gross profit |  | 104,162 | 33.6\% |  | 96,464 | 33.3\% |
| Selling, general and administrative expenses |  | 70,276 | 22.7\% |  | 66,313 | 22.9\% |
| Store opening costs |  | 955 | 0.3\% |  | 341 | 0.1\% |
| Interest, net |  | 356 | 0.1\% |  | 476 | 0.2\% |
| Income before income tax |  | 32,575 | 10.5\% |  | 29,334 | 10.1\% |
| Income tax expense |  | 12,053 | 3.9\% |  | 10,853 | 3.7\% |
| Net income | \$ | 20,522 | 6.6\% | \$ | 18,481 | 6.4\% |

Basic earnings per share data:
Basic earnings per share
Basic weighted average shares outstanding
Diluted earnings per share data:
Diluted earnings per share
Diluted weighted average shares outstanding

| $\$$ | 1.03 |
| :--- | ---: |
|  | 19,981 |


| $\$$ | 0.89 |
| :--- | ---: |
|  | 20,779 |

## Stage Stores, Inc.

## Condensed Consolidated Statements of Cash Flows

(in thousands)
(unaudited)


