# NEWS RELEASE 

CONTACT:
Bob Aronson
Vice President, Investor Relations
800-579-2302
(baronson@stagestores.com)

## FOR IMMEDIATE RELEASE

## Stage Stores Announces Third Quarter Results

Raises Fourth Quarter and Full Year EPS Guidance

HOUSTON, TX, November 19, 2009 -- Stage Stores, Inc. (NYSE: SSI) today reported a net loss for the third quarter ended October 31, 2009 of $\$ 7.3$ million, or $\$ 0.19$ per share, compared to a net loss of $\$ 102.8$ million, or $\$ 2.66$ per share, for the prior year third quarter ended November 1, 2008. Last year's third quarter results include a noncash goodwill impairment charge of $\$ 95.4$ million, or $\$ 2.47$ per share. Excluding the impairment charge last year, the comparable non-GAAP net loss was $\$ 7.4$ million, or \$0.19 per share.

Andy Hall, President and Chief Executive Officer, commented, "We are pleased with our ability to once again manage our business and deliver better than originally expected results. Strong inventory and expense control lead to increases in both our gross margin and SG\&A leverage. In the quarter, our gross margin rate increased 20 basis points while our SG\&A expenses declined by $\$ 1.2$ million, despite operating 27 additional stores. While sales were in line with expectations, we are encouraged by the improving same store sales trend throughout the quarter. At quarter end, our balance sheet remains very strong, with same-store inventories down $8 \%$, no borrowings on our $\$ 250$ million revolving credit facility and a reduction in net debt of $\$ 97$ million compared to last year."

Mr. Hall continued, "During the quarter, we opened 16 new stores, 13 of which were under the new Goody's nameplate. We increased the total number of Goody's locations to 15 on November $12^{\text {th }}$ with the opening of a new Goody's store in Bartlesville, OK, and the rebranding of a Stage store in Russellville, AR. During the year, we opened a total of 27 new stores and reopened our hurricane-damaged store in Galveston, TX. While our plans have not been finalized, we anticipate opening a similar number of new stores in 2010."

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Mr. Hall concluded, "We remain optimistic about our business. Our merchants have done a terrific job in filling our stores with appealing seasonal merchandise to satisfy our customers’ personal and gift giving needs. In addition, new productivity initiatives such as the realignment of our north and south divisions and a new POS software platform give us more tools to better manage the business and drive operating margin improvements going forward."

Fiscal 2009 - Updated Fourth Quarter and Full Year Guidance
Commenting on the Company's updated guidance, Mr. Hall stated, "Although unemployment has topped $10 \%$ and we anticipate challenging economic conditions during the fourth quarter, we are raising our fourth quarter comparable store sales outlook to a decrease of $4.0 \%$ to $7.0 \%$ from the decrease of $5.0 \%$ to $8.0 \%$ provided in August. In conjunction with that change, we are raising our fourth quarter EPS guidance to $\$ 0.56$ to $\$ 0.66$ from $\$ 0.54$ to $\$ 0.65$. For the fiscal year, we are projecting a comparable store sales decrease of $7.0 \%$ to $8.0 \%$. Given our better than expected results for the third quarter, and our increased fourth quarter outlook, we are raising our EPS guidance for the year to $\$ 0.59$ to $\$ 0.69$ versus our August guidance of $\$ 0.47$ to \$0.65."
$4^{\text {th }}$ Quarter 2009:

|  | 4Q 2009 OUTLOOK |  |  | 4Q 2008 |
| :---: | :---: | :---: | :---: | :---: |
| Sales (\$mm) | \$429 |  | \$442 | \$456 |
| Diluted EPS | \$0.56 | - | \$0.66 | \$0.67 |
| Diluted Shares (m) |  | 38,5 |  | 37,994 |

FY 2009:

|  | FY 2009 OUTLOOK |  | FY 2008 |
| :--- | :---: | :---: | :---: |
|  | $\$ 1,429$ | - | $\$ 1,442$ |$) ~ \$ 1,516$

- FY 2008 results are on a non-GAAP basis and exclude a goodwill impairment charge recorded in the third quarter of $\$ 95.4$ million.

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## Conference Call Information

The Company will hold a conference call today at 8:30 a.m. Eastern Time to discuss its third quarter results. Interested parties can participate in the Company's conference call by dialing 703-639-1328. Alternatively, interested parties can listen to a live webcast of the conference call by logging on to the Company's web site at www.stagestoresinc.com and then clicking on Webcasts, then the webcast link. A replay of the conference call will be available online until midnight on Friday, November 27, 2009.

## About Stage Stores

Stage Stores, Inc. brings nationally recognized brand name apparel, accessories, cosmetics and footwear for the entire family to small and mid-size towns and communities through 759 stores located in 39 states. The Company operates its stores under the five names of Bealls, Goody's, Palais Royal, Peebles and Stage. For more information about Stage Stores, visit the Company's web site at www.stagestoresinc.com.

Caution Concerning Forward-Looking Statements
This document contains "forward-looking statements". Forward-looking statements reflect our expectations regarding future events and operating performance and often contain words such as "believe", "expect", "may", "will", "should", "could", "anticipate", "plan" or similar words. In this document, forward-looking statements include comments regarding the number of stores that the Company anticipates opening in 2010, as well as comments regarding the Company's sales and EPS outlooks for the fourth quarter of the 2009 fiscal year, as well as for the 2009 fiscal year. Forwardlooking statements are subject to a number of risks and uncertainties which could cause actual results to differ materially from those anticipated by the forward-looking statements. These risks and uncertainties include, but are not limited to, those described in our Annual Report on Form 10-K as filed with the Securities and Exchange Commission (the "SEC") on March 30, 2009, and other factors as may periodically be described in our other filings with the SEC. Forward-looking statements speak only as of the date of this document. We do not undertake to update our forward-looking statements.

## Stage Stores, Inc.

## Condensed Consolidated Statements of Operations

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

Net sales
Cost of sales and related buying, occupancy and distribution expenses
Gross profit
Selling, general and administrative expenses
Store opening costs

| October 31, 2009 |  | November 1, 2008 |  |
| :---: | :---: | :---: | :---: |
| Amount | \% to Sales (1) | Amount | \% to Sales (1) |
| \$324,944 | 100.0\% | \$333,756 | 100.0\% |
| 251,396 | 77.4\% | 259,036 | 77.6\% |
| 73,548 | 22.6\% | 74,720 | 22.4\% |
| 83,222 | 25.6\% | 84,417 | 25.3\% |
| 1,174 | 0.4\% | 2,340 | 0.7\% |
| - | 0.0\% | 95,374 | 28.6\% |
| 1,079 | 0.3\% | 1,365 | 0.4\% |
| $(11,927)$ | -3.7\% | $(108,776)$ | -32.6\% |
| $(4,608)$ | -1.4\% | $(5,980)$ | -1.8\% |
| \$(7,319) | -2.3\% | \$(102,796) | -30.8\% |

## Basic and diluted loss per share data:

Basic loss per share

| $\$(0.19)$ |
| ---: |
| 38,08 |


| $\$(2.66)$ |
| ---: |
| 38,603 |

Diluted loss per share
Diluted weighted average shares outstanding

| \$(0.19) |
| ---: |
| 38,084 |


| \$(2.66) |
| :--- |

## Supplemental Information

Net loss:
On a U.S. GAAP basis
Goodwill impairment

| $\$(7,319)$ | $\$(102,796)$ <br> - |
| ---: | ---: |

Diluted loss per share:

| On a U.S. GAAP basis | $\$(0.19)$ | $\$(2.66)$ |
| :--- | ---: | ---: |
| Goodwill impairment | - | 2.47 |
| On a non-GAAP basis | $\$(0.19)$ | $\$(0.19)$ |

(1) Percentages may not foot due to rounding.

## Stage Stores, Inc.

## Condensed Consolidated Statements of Operations

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

Net sales
Cost of sales and related buying, occupancy and distribution expenses
Gross profit
Selling, general and administrative expenses
Store opening costs
Goodwill impairment
Interest expense, net of income of $\$ 77$ and $\$ 11$, respectively Income (loss) before income tax
Income tax expense
Net income (loss)

Basic and diluted earnings (loss) per share data:
Basic earnings (loss) per share
Basic weighted average shares outstanding

Diluted earnings (loss) per share
Diluted weighted average shares outstanding

## Supplemental Information

Net income (loss):
On a U.S. GAAP basi
Goodwill impairment
On a non-GAAP basis

$$
\begin{array}{r}
\$ 869 \\
- \\
\hline \$ 869 \\
\hline \hline
\end{array}
$$

| \$0.02 | \$(2.37) |
| :---: | :---: |
| 38,028 | 38,396 |
| \$0.02 | \$(2.37) |
| 38,403 | 38,396 |


| October 31, 2009 |  | November 1, 2008 |  |
| :---: | :---: | :---: | :---: |
| Amount | \% to Sales (1) | Amount | \% to Sales (1) |
| \$1,000,247 | 100.0\% | \$1,059,999 | 100.0\% |
| 742,019 | 74.2\% | 783,123 | 73.9\% |
| 258,228 | 25.8\% | 276,876 | 26.1\% |
| 250,682 | 25.1\% | 261,277 | 24.6\% |
| 2,825 | 0.3\% | 5,879 | 0.6\% |
| - | 0.0\% | 95,374 | 9.0\% |
| 3,378 | 0.3\% | 3,887 | 0.4\% |
| 1,343 | 0.1\% | $(89,541)$ | -8.4\% |
| 474 | 0.0\% | 1,329 | 0.1\% |
| \$869 | 0.1\% | \$(90,870) | -8.6\% |

$$
\$(90,870)
$$

Stage Stores, Inc.

## Condensed Consolidated Balance Sheets

(in thousands, except par value)
(Unaudited)

October 31, 2009 January 31, 2009

## ASSETS

| Cash and cash equivalents | \$45,483 | \$26,278 |
| :---: | :---: | :---: |
| Merchandise inventories, net | 379,331 | 314,517 |
| Prepaid expenses and other current assets | 26,575 | 30,824 |
| Total current assets | 451,389 | 371,619 |
| Property, equipment and leasehold improvements, net | 353,199 | 367,135 |
| Intangible asset | 14,910 | 14,910 |
| Other non-current assets, net | 15,619 | 14,379 |
| Total assets | \$835,117 | \$768,043 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| Accounts payable | \$172,577 | \$97,760 |
| Current portion of debt obligations | 11,856 | 11,161 |
| Accrued expenses and other current liabilities | 62,415 | 60,727 |
| Total current liabilities | 246,848 | 169,648 |
| Debt obligations | 37,936 | 45,851 |
| Other long-term liabilities | 99,676 | 102,541 |
| Total liabilities | 384,460 | 318,040 |
| Commitments and contingencies |  |  |
| Common stock, par value $\$ 0.01,100,000$ shares authorized, 56,077 and 55,849 shares issued, respectively | 561 | 558 |
| Additional paid-in capital | 500,308 | 494,765 |
| Less treasury stock - at cost, 17,986 shares | $(287,040)$ | $(286,751)$ |
| Accumulated other comprehensive loss | $(4,898)$ | $(5,138)$ |
| Retained earnings | 241,726 | 246,569 |
| Stockholders' equity | 450,657 | 450,003 |
| Total liabilities and stockholders' equity | \$835,117 | \$768,043 |

# Stage Stores, Inc. <br> Condensed Consolidated Statements of Cash Flows 

(in thousands)
(Unaudited)

Thirty-Nine Weeks Ended
October 31, 2009 November 1, 2008

Cash flows from operating activities:

| Net income | $\$ 869$ | $\$(90,870)$ |
| :--- | ---: | ---: |
| Adjustments to reconcile net income (loss) to net cash provided by operating activities: | 45,053 | 43,615 |
| Depreciation, amortization and leasehold impairments | 662 | 330 |
| Deferred income taxes | $(391)$ | 1,564 |
| Tax (deficiency) benefits from stock-based compensation | 4,953 | 5,717 |
| Stock-based compensation expense | 218 | 191 |
| Amortization of debt issue costs | - | 95,374 |
| Goodwill impairment | $(129)$ | $(2,270)$ |
| Excess tax benefits from stock-based compensation | 93 | 396 |
| Deferred compensation | 390 | - |
| Amortization of employee benefit related costs | 3,543 | 18,921 |
| Construction allowances from landlords | $(64,814)$ | $(85,194)$ |
| Changes in operating assets and liabilities: | 2,060 | 12,899 |
| Increase in merchandise inventories | 74,431 | 66,897 |
| Decrease in other assets | 66,069 | 66,938 |
| Increase in accounts payable and other liabilities |  | 158,440 |
| Total adjustments |  | 67,570 |

Cash flows from investing activities:
Additions to property, equipment and leasehold improvements
$(36,110)$
$(79,710)$
Proceeds from insurance and retirements of property, equipment and leasehold improvements
Net cash used in investing activities

| 578 |
| ---: |
| $(35,532)$ |

Cash flows from financing activities:
Proceeds from (payments on):

| Borrowings under revolving credit facility, net | - | 2,124 |
| :--- | ---: | ---: |
| Equipment financing | - | 18,961 |
| Finance lease obligations | 1,585 | 1,625 |
| Debt obligations | $(8,805)$ | $(5,431)$ |
| Debt issuance costs | - | $(190)$ |
| Repurchases of common stock | $(289)$ | $(6,949)$ |
| Exercise of stock options | 891 | 4,687 |
| Excess tax benefits from stock-based compensation | 129 | 2,270 |
| Cash dividends | $(5,712)$ | $(5,777)$ |
| Net cash (used in) provided by financing activities | $(12,201)$ | 11,320 |
| rease (decrease) in cash and cash equivalents | 19,205 | $(817)$ |
|  |  |  |
|  | 26,278 | $\$ 45,483$ |
| ginning of period |  |  |

