## NEWS RELEASE

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## FOR IMMEDIATE RELEASE

## Stage Stores Reports First Quarter EPS of \$0.06

## Raises Fiscal 2010 EPS Guidance Range to \$0.90 - \$1.00

HOUSTON, TX, May 20, 2010 -- Stage Stores, Inc. (NYSE: SSI) today reported net income for the first quarter ended May 1, 2010 of $\$ 2.2$ million, or $\$ 0.06$ per diluted share, compared to a net loss of $\$ 0.9$ million, or $\$(0.02)$ per diluted share, for the prior year first quarter ended May 2, 2009.

Andy Hall, President and Chief Executive Officer, commented, "We are pleased with our first quarter results, which reflect improving sales trends and solid operating leverage. Our 1.9\% increase in sales was driven by the strength of our new stores and a $0.8 \%$ comparable store sales increase during the nine week March and April period. Tightly managed inventories and expenses led to 110 and 40 basis point improvements in gross profit and SG\&A, respectively."

Mr. Hall continued, "Operationally during the quarter, we opened 18 new stores, 16 of which were opened under the Goody's nameplate. The total number of Goody's locations now stands at 33. We are very pleased with the performance of our new Goody's stores, and we continue to gain market share in those markets that formerly overlapped with a Goody's store. We added two Estee Lauder and two Clinique counters, re-introduced JH Collectibles, a moderately priced causal sportswear brand that is now exclusive to Stage Stores, and launched the exciting Wishful Park private label to our Juniors customer. We continued to pilot our markdown optimization tool and remain on schedule for a full roll-out by the end of the year. We also began work on an eCommerce platform, with full roll-out targeted for 2011."

Mr. Hall concluded, "We are encouraged by our first quarter results and continue on track to meet our fiscal 2010 objectives of growth in sales, operating margin, and EPS."

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Fiscal 2010 - Second Quarter and Updated Full Year Guidance
Commenting on the Company's second quarter guidance, Mr. Hall stated, "We are projecting second quarter sales to increase between $2.3 \%$ and $4.4 \%$. The comparable store sales change is expected to range from flat to a $2.0 \%$ increase. This guidance reflects our current trend of business of plus $0.8 \%$ for the nine week March and April period."
$2^{\text {nd }}$ Quarter 2010:

|  | 2Q 2010 OUTLOOK |  |  |
| :--- | :---: | :---: | :---: |
| Sales (\$mm) | $\$ 350$ | - | $\$ 357$ |
| Diluted EPS | $\$ 0.26$ | $-\quad \$ 0.30$ | $\$ 32$ |
| Diluted Shares (m) | 39,150 |  | $\$ 0.24$ |

Commenting on the Company’s full year guidance, Mr. Hall stated, "We are raising our fiscal 2010 comparable store sales guidance to flat to $1.5 \%$ and now expect EPS of $\$ 0.90$ to $\$ 1.00$, which is a $\$ 0.10$ increase over our prior EPS guidance range of $\$ 0.80$ to \$0.90."

FY 2010:

|  | FY 2010 OUTLOOK |  |  | FY 2009 |
| :---: | :---: | :---: | :---: | :---: |
| Sales (\$mm) | \$1,467 | - | \$1,489 | \$1,432 |
| Diluted EPS | \$0.90 | - | \$1.00 | \$0.75 |
| Diluted Shares (m) |  | 39,08 |  | 38,413 |

## Conference Call Information

The Company will hold a conference call today at 8:30 a.m. Eastern Time to discuss its first quarter results. Interested parties can participate in the Company's conference call by dialing 703-639-1206. 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, May 28, 2010.

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## 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 774 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 Company's sales and EPS outlooks for the second quarter of the 2010 fiscal year, as well as for the 2010 fiscal year. Forward-looking 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 $10-\mathrm{K}$ as filed with the Securities and Exchange Commission (the "SEC") on March 30, 2010, 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.
(Tables to Follow)

## Stage Stores, Inc.

## Condensed Consolidated Statements of Operations

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

Thirteen Weeks Ended

Net sales
Cost of sales and related buying, occupancy and distribution expenses
Gross profit
Selling, general and administrative expenses
Store opening costs
Interest expense, net of income of \$29 and \$61, respectively
Income (loss) before income tax
Income tax expense (benefit)
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

| $\$$ | 0.06 |
| :--- | ---: |
|  | 38,273 |
|  |  |
|  | 0.06 |


| $\$$ | $(0.02)$ |
| :---: | :---: |
|  | 37,930 |
|  |  |
| $\$$ | $(0.02)$ |
|  | 37,930 |

(1) Percentages may not foot due to rounding.

| May 1, 2010 |  |  | May 2, 2009 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% to Sales (1) | Amount | \% to Sales (1) |
| \$ | 340,042 | 100.0\% | \$ 333,566 | 100.0\% |
|  | 250,147 | 73.6\% | 249,083 | 74.7\% |
|  | 89,895 | 26.4\% | 84,483 | 25.3\% |
|  | 83,849 | 24.7\% | 83,606 | 25.1\% |
|  | 1,456 | 0.4\% | 1,186 | 0.4\% |
|  | 1,045 | 0.3\% | 1,158 | 0.3\% |
|  | 3,545 | 1.0\% | $(1,467)$ | -0.4\% |
|  | 1,347 | 0.4\% | (562) | -0.2\% |
| \$ | 2,198 | 0.6\% | \$ (905) | -0.3\% |

## Stage Stores, Inc.

## Condensed Consolidated Balance Sheets

(in thousands, except par value)
(Unaudited)

## ASSETS

Cash and cash equivalents
Merchandise inventories, net
Prepaid expenses and other current assets
Total current assets
Property, equipment and leasehold improvements, net
Intangible asset
Other non-current assets, net
Total assets
$\quad$ LIABILITIES AND STOCKHOLDERS' EQUITY

| $\$$ | 80,207 |  | $\$$ |
| :--- | ---: | :--- | ---: |
|  | 349,195 |  | 93,714 |
|  | 26,306 |  | 306,360 |
|  | 455,708 |  | 427,095 |
|  | 335,382 |  | 342,001 |
|  | 14,910 |  | 14,910 |
|  | 17,132 |  | 16,351 |
|  | 823,132 |  | $\$ 00,431$ |

## LIABILITIES AND STOCKHOLDERS' EQUITY

Accounts payable
Current portion of debt oblig
Accrued expenses and other
Total current liabilities
Long-term debt obligations
Other long-term liabilities
Total liabilities

| $\$$ | 128,930 |  | $\$$ |
| ---: | ---: | ---: | ---: |
|  | 12,932 |  | 100,602 |
| 59,584 |  | 12,726 |  |
|  | 201,446 |  | 183,688 |
|  |  |  |  |
|  | 34,844 |  | 38,492 |
|  |  | 102,877 |  |
|  |  |  | 324,385 |

## Commitments and contingencies

Common stock, par value $\$ 0.01$, 100,000 shares authorized,

56,772 and 56,080 shares issued, respectively
Additional paid-in capital
Less treasury stock - at cost, 18,071 shares
Accumulated other comprehensive loss
Retained earnings
Total stockholders' equity
Total liabilities and stockholders' equity

| May 1, 2010 | January 30, 2010 |
| :--- | :--- |

Stage Stores, Inc.

## Condensed Consolidated Statements of Cash Flows

(in thousands)
(Unaudited)

|  | Thirteen Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | May 1, 2010 |  | May 2, 2009 |  |
| Cash flows from operating activities: |  |  |  |  |
| Net income (loss) | \$ | 2,198 | \$ | (905) |
| Adjustments to reconcile net income (loss) to net cash (used in) provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 14,317 |  | 14,932 |
| Deferred income taxes |  | (40) |  | 288 |
| Tax benefits (deficiency) from stock-based compensation |  | 1,277 |  | (249) |
| Stock-based compensation expense |  | 1,167 |  | 1,440 |
| Amortization of debt issue costs |  | 75 |  | 73 |
| Excess tax benefits from stock-based compensation |  | $(1,905)$ |  | (112) |
| Deferred compensation |  | 47 |  | 36 |
| Amortization of employee benefit related costs |  | 107 |  | 130 |
| Construction allowances from landlords |  | 2,510 |  | 1,706 |
| Changes in operating assets and liabilities: |  |  |  |  |
| Increase in merchandise inventories |  | $(42,835)$ |  | $(23,808)$ |
| Decrease (increase) in other assets |  | 214 |  | (987) |
| Increase in accounts payable and other liabilities |  | 16,601 |  | 15,349 |
| Total adjustments |  | $(8,465)$ |  | 8,798 |
| Net cash (used in) provided by operating activities |  | $(6,267)$ |  | 7,893 |
| Cash flows from investing activities: |  |  |  |  |
| Additions to property, equipment and leasehold improvements |  | $(8,496)$ |  | $(13,055)$ |
| Net cash used in investing activities |  | $(8,496)$ |  | $(13,055)$ |
| Cash flows from financing activities: |  |  |  |  |
| Proceeds from revolving credit facility borrowings |  | - |  | 132,923 |
| Payments of revolving credit facility borrowings |  | - |  | $(129,856)$ |
| Proceeds from long-term debt obligations |  | - |  | 1,585 |
| Payments of long-term debt obligations |  | $(3,442)$ |  | $(3,131)$ |
| Repurchases of common stock |  | (123) |  | (151) |
| Proceeds from exercise of stock options and stock appreciation rights |  | 4,829 |  | 840 |
| Excess tax benefits from stock-based compensation |  | 1,905 |  | 112 |
| Cash dividends paid |  | $(1,913)$ |  | $(1,892)$ |
| Net cash provided by financing activities |  | 1,256 |  | 430 |
| Net decrease in cash and cash equivalents |  | $(13,507)$ |  | $(4,732)$ |
| Cash and cash equivalents: |  |  |  |  |
| Beginning of period |  | 93,714 |  | 26,278 |
| End of period | \$ | 80,207 | \$ | 21,546 |

