# NEWS RELEASE 

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FOR IMMEDIATE RELEASE

## Stage Stores Reports 7.4\% Increase In Second Quarter EPS

## Raises 2011 EPS Guidance Range to \$1.10-\$1.16

HOUSTON, TX, August 18, 2011 -- Stage Stores, Inc. (NYSE: SSI) today reported that diluted earnings per share for the second quarter ended July 30, 2011 increased 7.4\% to $\$ 0.29$ from $\$ 0.27$ for last year's second quarter.

Diluted earnings per share for the first six months of the fiscal year were $\$ 0.27$ as compared to $\$ 0.32$ for the same period last year.

Commenting on the Company's second quarter results, Andy Hall, President and Chief Executive Officer, stated, "The increase in our second quarter EPS was primarily driven by our $2.3 \%$ growth in sales and the accretive impact of our stock repurchase activities. Our sales growth was led by a new store count of 34 and the strength of our Goody's rebranded stores. We had many notable accomplishments during the quarter. We increased the number of Goody's stores to 223 with the addition of 38 rebranded stores. We continued to develop our eCommerce platform and now expect to achieve eCommerce sales of $\$ 7$ million this year. Our financial strength and flexibility allowed us to repurchase $\$ 57.4$ million of our stock during the quarter and announce a $20 \%$ increase in our quarterly dividend rate. Lastly, we closed on our new $\$ 250$ million credit facility during the quarter, which ensures that we will continue to have the financial capacity required to fund both our capital deployment efforts and our strategic growth initiatives."

Mr. Hall concluded, "Looking forward, we are projecting an increase in comparable store sales of between $1.0 \%$ and $3.0 \%$ for the third and fourth quarters. Our guidance assumes a consistent operating environment to what we experienced in the first half of the year in which we posted a $1.9 \%$ comparable store sales increase for the five-month March to July period."

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## Stock Repurchase Activity

The Company also reported today that it repurchased 3.5 million shares of its common stock during the second quarter at a total cost of $\$ 57.4$ million. The shares were repurchased under the Company's $\$ 200$ million Stock Repurchase Program. A total of 4.4 million shares have been repurchased through the first half of the year at a total cost of $\$ 74.0$ million. The Company stated that in 2011, it still intends to repurchase up to a total of $\$ 100$ million of its outstanding shares. Completion of the Program is still expected by the end of 2013.

## Third Quarter, Fourth Quarter and Updated Fiscal 2011 Full Year Guidance

The Company stated that the following guidance for EPS and share counts only reflects the impact of shares repurchased through the first two quarters of the year, with no benefit factored in for shares that may be repurchased during the third and fourth quarters.
$3^{\text {rd }}$ Quarter 2011:

|  | 3Q 2011 OUTLOOK |  |  |
| :--- | :---: | :---: | :---: |
| Sales $(\$ \mathrm{~mm})$ | $\$ 340$ | $\frac{3 \mathrm{Q} 2010}{\$ 332}$ |  |
| Loss per Share | $\$(0.24)$ | $-\quad \$(0.21)$ | $\$(0.18)$ |
| Shares $(\mathrm{m})$ | 32,800 | 37,362 |  |

The Company noted the following items which should be considered when comparing the loss per share for the two quarterly periods:

- Incremental costs in 3Q 2011 associated with investments in new and rebranded stores, eCommerce and other growth initiatives are anticipated to negatively impact this year's results by $\$ 0.03$ per share.
- One-time credits for state and deferred income taxes in 3Q 2010 positively impacted last year’s results by $\$ 0.02$ per share.
- The lower share count for 3Q 2011 is anticipated to negatively impact this year's results by $\$ 0.03$ per share.

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$4^{\text {th }}$ Quarter 2011:

|  | 4 Q 2011 OUTLOOK |  |  |
| :--- | :---: | :---: | :---: |
| Sales (\$mm) | $\$ 468$ | - | $\$ 477$ |
| Diluted EPS | $\$ 1.08$ | - | $\$ 1.12$ |
| Diluted Shares (m) | 33,400 |  | $\$ 0.86$ |

The Company noted the following item which should be considered when comparing EPS for the two quarterly periods:

- The lower share count for 4Q 2011 is anticipated to positively impact this year's results by $\$ 0.11$ per share.

FY 2011:
The Company is projecting an increase in comparable store sales of between $0.8 \%$ and $1.9 \%$ for the fiscal year.


## Conference Call Information

The Company will hold a conference call today at 8:30 a.m. Eastern Time to discuss the items contained in this news release. Interested parties can participate in the Company's conference call by dialing 703-639-1130. 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 Investor Relations, then Webcasts, and then the webcast link. A replay of the conference call will be available online until midnight on Friday, August 26, 2011.

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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 800 stores located in 39 states. 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, comparable store sales, EPS and diluted share count outlooks for the third and fourth quarters of the 2011 fiscal year, as well as for the entire 2011 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, 2011, 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 Income

(in thousands, except per share data)
(Unaudited)
Thirteen Weeks Ended

| July 30, 2011 |  |  | July 31, 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% to Sales (1) | Amount | \% to Sales (1) |
| \$ | 352,832 | 100.0\% | \$ 345,019 | 100.0\% |
|  | 248,975 | 70.6\% | 240,869 | 69.8\% |
|  | 103,857 | 29.4\% | 104,150 | 30.2\% |
|  | 86,075 | 24.4\% | 86,355 | 25.0\% |
|  | 906 | 0.3\% | 379 | 0.1\% |
|  | 885 | 0.3\% | 997 | 0.3\% |
|  | 15,991 | 4.5\% | 16,419 | 4.8\% |
|  | 5,978 | 1.7\% | 6,092 | 1.8\% |
| \$ | 10,013 | 2.8\% | \$ 10,327 | 3.0\% |

## Basic and diluted earnings per share data:

Basic earnings per share
Basic weighted average shares outstanding

Diluted earnings per share
Diluted weighted average shares outstanding

| $\$$ | 0.29 |
| :--- | ---: |
|  | 34,236 |
|  |  |
|  | 0.29 |


| $\$$ | 0.27 |
| :--- | ---: |
|  | 38,359 |
|  |  |
| $\$$ | 0.27 |
|  | 38,587 |

(1) Percentages may not foot due to rounding.

## Stage Stores, Inc.

## Condensed Consolidated Statements of Income

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

|  | Twenty-Six Weeks Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 30, 2011 |  |  | July 31, 2010 |  |  |
|  | Amount |  | \% to Sales (1) |  | mount | \% to Sales (1) |
| Net sales | \$ | 699,315 | 100.0\% | \$ | 685,061 | 100.0\% |
| Cost of sales and related buying, occupancy and distribution expenses |  | 510,238 | 73.0\% |  | 491,016 | 71.7\% |
| Gross profit |  | 189,077 | 27.0\% |  | 194,045 | 28.3\% |
| Selling, general and administrative expenses |  | 169,677 | 24.3\% |  | 170,204 | 24.8\% |
| Store opening costs |  | 3,640 | 0.5\% |  | 1,835 | 0.3\% |
| Interest expense, net of income of \$24 and \$50, respectively |  | 1,791 | 0.3\% |  | 2,042 | 0.3\% |
| Income before income tax |  | 13,969 | 2.0\% |  | 19,964 | 2.9\% |
| Income tax expense |  | 4,417 | 0.6\% |  | 7,439 | 1.1\% |
| Net income | \$ | 9,552 | 1.4\% | \$ | 12,525 | 1.8\% |

## Basic and diluted earnings per share data:

Basic earnings per share
Basic weighted average shares outstanding

Diluted earnings per share
Diluted weighted average shares outstanding

| $\$$ | 0.27 |
| ---: | ---: |
|  | 35,258 |


| $\$$ | 0.27 |
| :--- | ---: |
|  | 35,725 |


(1) Percentages may not foot due to rounding.

## 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
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

| $\$$ | 113,537 | $\$$ | 95,365 |
| ---: | ---: | ---: | ---: |
| 13,889 |  | 13,490 |  |
|  | 60,264 |  | 74,318 |
|  | 187,690 |  | 183,173 |
|  |  |  |  |
|  | 45,956 |  | 25,002 |
| 96,348 |  |  |  |
|  |  | 98,400 |  |

Commitments and contingencies

Common stock, par value $\$ 0.01,100,000$ shares authorized,
57,697 and 56,946 shares issued, respectively
Additional paid-in capital
Less treasury stock - at cost, 24,916 and 20,508 shares, respectively
Accumulated other comprehensive loss
Retained earnings
Total stockholders' equity
Total liabilities and stockholders' equity

|  | 577 | 569 |
| ---: | ---: | ---: |
|  | 527,944 | 516,079 |
|  | $(394,613)$ | $(320,055)$ |
|  | $(2,886)$ | $(2,935)$ |
|  | 299,995 |  |
|  | 431,017 |  |
| $\$$ | 761,011 |  |

## Stage Stores, Inc.

## Condensed Consolidated Statements of Cash Flows

(in thousands)
(Unaudited)

Cash flows from operating activities
Net income
Adjustments to reconcile net income to net cash provided by operating activities:
Depreciation, amortization and impairment of long-lived assets
Loss on retirements of property and equipment
Deferred income taxes
Tax benefits from stock-based compensation
Stock-based compensation expense
Amortization of debt issuance costs
Excess tax benefits from stock-based compensation
Deferred compensation obligation
Amortization of employee benefit related costs
Construction allowances from landlords
Changes in operating assets and liabilities:
Increase in merchandise inventories
Decrease (increase) in other assets
(Decrease) increase in accounts payable and other liabilities
Total adjustments
Net cash provided by operating activities

Cash flows from investing activities:
Additions to property, equipment and leasehold improvements
Proceeds from retirements of property and equipment
Net cash used in investing activities

Cash flows from financing activities.
Proceeds from revolving credit facility borrowings
Payments of revolving credit facility borrowings
Payments of long-term debt obligations
Payments of debt issuance costs
Repurchases of common stock
Proceeds from exercise of stock awards
Excess tax benefits from stock-based compensation
Cash dividends paid
Net cash used in financing activities
Net decrease in cash and cash equivalents

## Cash and cash equivalents:

Beginning of period
End of period

Twenty-Six Weeks Ended

| July 30, 2011 | July 31, 2010 |  |
| :---: | :---: | :---: |
| \$ 9,552 | \$ | 12,525 |
| 30,853 |  | 31,447 |
| 136 |  | - |
| 79 |  | (216) |
| 749 |  | 1,103 |
| 4,079 |  | 2,958 |
| 155 |  | 149 |
| $(1,181)$ |  | $(1,913)$ |
| 89 |  | 65 |
| 79 |  | 213 |
| 2,102 |  | 3,924 |
| $(32,124)$ |  | $(32,539)$ |
| 420 |  | $(3,697)$ |
| $(1,402)$ |  | 2,970 |
| 4,034 |  | 4,464 |
| 13,586 |  | 16,989 |


| $(22,103)$ |  |
| ---: | ---: | ---: |
| 93 |  |
|  | $(17,193)$ <br> - |


|  | 51,700 |  |  |
| :---: | :---: | :---: | :---: |
|  | $(23,700)$ |  |  |
|  | $(6,647)$ |  | $(6,605)$ |
|  | $(1,097)$ |  | - |
|  | $(74,558)$ |  | $(6,956)$ |
|  | 6,956 |  | 4,999 |
|  | 1,181 |  | 1,913 |
|  | $(5,408)$ |  | $(3,835)$ |
|  | $(51,573)$ |  | $(10,484)$ |
|  | $(59,997)$ |  | $(10,688)$ |
|  | 89,349 |  | 93,714 |
| \$ | 29,352 | \$ | 83,026 |

