

## ANNUAL - 5 Fiscal Years

### Annual Financial Data

(Amounts in thousands, except per share data, number of stores and employee data)

	Fiscal Year				
	2016	2015	2014	2013	2012
<b>Summary of operations:</b>					
Net sales**	\$ 2,476,410	\$ 2,660,635	\$ 2,693,929	\$ 2,604,411	\$ 2,590,024
Gross margin	\$ 946,836	\$ 1,026,871	\$ 1,034,238	\$ 1,049,353	\$ 1,124,060
Gross margin as a percent of net sales	38.2%	38.6%	38.4%	40.3%	43.4%
Income from operations	\$ 171,729	\$ 148,172	\$ 163,188	\$ 214,563	\$ 290,695
Income from operations as a percent of net sales	6.9%	5.6%	6.1%	8.2%	11.2%
Net income	\$ 91,229	\$ 1,946	\$ 64,641	\$ 65,883	\$ 180,219
Net income as a percent of net sales	3.7%	0.1%	2.4%	2.5%	7.0%
Net income (Non-GAAP)	\$ 106,672	\$ 105,896	\$ 111,925	\$ 136,959	\$ 182,192
Net income as a percent of net sales (Non-GAAP)	4.3%	4.0%	4.2%	5.3%	7.1%
<b>Per share results:</b>					
Diluted EPS	\$ 0.69	\$ 0.01	\$ 0.42	\$ 0.41	\$ 1.08
Diluted EPS (Non-GAAP)	\$ 0.81	\$ 0.75	\$ 0.73	\$ 0.85	\$ 1.09
Weighted average shares outstanding-basic	128,995	138,366	148,622	155,048	162,989
Weighted average shares outstanding-diluted	129,237	138,741	149,126	155,995	164,119
Cash dividends per share	\$ 0.32	\$ 0.31	\$ 0.30	\$ 0.24	\$ 0.21
<b>Balance sheet data (at year end):</b>					
Cash and marketable securities	\$ 192,505	\$ 140,145	\$ 259,912	\$ 152,446	\$ 329,358
Total assets	1,108,994	1,166,052	1,438,581	1,371,191	1,580,628
Working capital	174,766	167,190	255,405	167,568	282,913
Stockholders' equity	609,173	639,788	943,621	909,103	1,093,199
<b>Other selected operating data:</b>					
Percentage increase (decrease) in comparable sales	-3.7%	-1.5%	0.0%	-1.8%	7.2%
Capital expenditures	\$ 47,836	\$ 84,841	\$ 119,817	\$ 138,510	\$ 164,690
Total depreciation and amortization	\$ 109,251	\$ 118,800	\$ 122,269	\$ 118,303	\$ 108,471
Goodwill and trade name impairment charges	\$ -	\$ 112,455	\$ 30,100	\$ 72,466	\$ -
Restructuring and other charges	\$ 31,027	\$ 48,801	\$ 16,745	\$ -	\$ -
Total stores at period end	1,501	1,518	1,547	1,472	1,357
Total selling square feet	3,612	3,652	3,706	3,547	3,271
Total number of associates (rounded)	21,000	22,700	23,800	23,700	22,100

**Note 1:** Annual amounts exclude the impact of \$3.2M (pre-tax) in fiscal 2012 and \$0.9M (pre-tax) in fiscal 2013 in Acquisition and Integration Costs

**Note 2:** Non-GAAP fiscal 2013 amounts exclude \$72.5M in Boston Proper pre-tax, non-cash goodwill and trade name impairment charges.

**Note 3:** Non-GAAP fiscal 2014 amounts exclude \$30.1M in Boston Proper pre-tax, non-cash goodwill and trade name impairment charges, \$16.7 million in pre-tax restructuring and other charges, \$1.2 million in pre-tax, non-cash impairment charges related to non-go-forward inventory, and \$13.1 million in Boston Proper net loss

**Note 4:** Non-GAAP fiscal 2015 amounts exclude \$112.5 million in Boston Proper pre-tax, non-cash goodwill and trade name impairment charges, \$48.8 million in pre-tax restructuring and strategic charges, \$20.8 million in pre-tax Boston Proper net loss, and (\$27.6) million in pre-tax tax benefit deductions related to the disposition of Boston Proper.

**Note 5:** Non-GAAP fiscal 2016 amounts exclude \$31.0 million in pre-tax restructuring and strategic charges and (\$4.0) million in pre-tax tax benefit deductions related to the disposition of Boston Proper.

**Note 6:** Working capital includes the impact of adopting ASU No. 2015-17, *Balance Sheet Classification of Deferred Taxes*, which modified the presentation of noncurrent and current deferred taxes. ASU 2015-17 requires all deferred tax assets and liabilities be classified as noncurrent on the balance sheet rather than separating deferred taxes into current and noncurrent amounts.

**Note 7:** Fiscal 2012-2015 gross margin and SG&A represent the reclassification of Occupancy and Shipping & Handling costs from SG&A to COGS. Furthermore, fiscal 2012- 2015 represent the reclassification of Shipping Revenue from SG&A to Sales.

\*\*Net Sales for the fourth quarter of fiscal 2012 include approximately \$38 million in sales, or \$0.02 per share, related to the 53rd week.

**QUARTERLY: 3+ Fiscal Years**

Quarterly Financial Data

(Amounts in thousands)

UNAUDITED QUARTERLY FINANCIAL INFORMATION				
	Q1	Q2	Q3	Q4
<b>Net Sales - Total Company</b>				
2017	\$ 583,728			
2016	\$ 642,977	\$ 635,732	\$ 596,912	\$ 600,789
2015	\$ 697,766	\$ 685,826	\$ 645,433	\$ 631,610
2014	\$ 685,631	\$ 676,595	\$ 670,084	\$ 661,619
<b>Net Sales - Chico's</b>				
2017	\$ 310,127			
2016	\$ 348,704	\$ 334,160	\$ 312,203	\$ 290,763
2015	\$ 369,860	\$ 355,417	\$ 333,421	\$ 305,093
2014	\$ 373,392	\$ 351,332	\$ 348,813	\$ 311,224
<b>Net Sales - Soma</b>				
2017	\$ 80,269			
2016	\$ 79,280	\$ 93,534	\$ 74,320	\$ 97,411
2015	\$ 77,167	\$ 90,831	\$ 72,349	\$ 94,569
2014	\$ 68,326	\$ 82,711	\$ 71,250	\$ 91,612
<b>Net Sales - WHBM</b>				
2017	\$ 193,332			
2016	\$ 214,993	\$ 208,038	\$ 210,389	\$ 212,615
2015	\$ 225,441	\$ 213,276	\$ 220,965	\$ 215,197
2014	\$ 217,802	\$ 214,729	\$ 225,438	\$ 233,706
<b>Net Sales - Boston Proper</b>				
2015	\$ 25,298	\$ 26,302	\$ 18,697	\$ 16,751
2014	\$ 26,111	\$ 27,823	\$ 24,583	\$ 25,077
<b>Total Company Percentage increase (decrease) in comparable sales</b>				
2017	(8.7%)			
2016	(4.2%)	(3.1%)	(4.9%)	(2.5%)
2015	(0.1%)	0.5%	(3.3%)	(3.2%)
2014	(2.6%)	0.3%	(1.6%)	4.3%
<b>Chico's Percentage increase (decrease) in comparable sales</b>				
2017	(10.0%)			
2016	(5.4%)	(5.1%)	(5.6%)	(4.8%)
2015	(2.3%)	0.9%	(4.7%)	(1.7%)
2014	(0.9%)	0.7%	(2.6%)	1.2%
<b>Soma Percentage increase (decrease) in comparable sales</b>				
2017	0.2%			
2016	0.5%	0.7%	0.4%	0.4%
2015	6.5%	5.1%	(0.9%)	2.1%
2014	9.3%	4.7%	3.7%	13.7%
<b>WHBM Percentage increase (decrease) in comparable sales</b>				
2017	(9.7%)			
2016	(3.8%)	(1.3%)	(5.5%)	(0.6%)
2015	1.7%	(1.9%)	(2.0%)	(7.4%)
2014	(8.6%)	(1.9%)	(1.4%)	5.4%

**Note 1:** Boston Proper is not included in the Company's Comparable Sales information.**Note 2:** Fiscal 2014 and 2015 net sales include the reclassification of Shipping Revenue from SG&A to Sales.

**QUARTERLY: 3+ Fiscal Years**

## Quarterly Financial Data

(Amounts in thousands)

UNAUDITED QUARTERLY FINANCIAL INFORMATION				
	Q1	Q2	Q3	Q4
<b>Gross Margin Rate as a Percent of Net Sales</b>				
2017	40.7%			
2016	40.8%	37.9%	38.6%	35.5%
2015	42.4%	38.6%	38.6%	34.4%
2014	41.9%	37.5%	39.4%	34.6%
<b>Selling, General &amp; Administrative Expense as a Percent of Net Sales</b>				
2017	31.3%			
2016	32.4%	29.4%	31.6%	31.9%
2015	32.7%	30.2%	35.1%	34.4%
2014	32.6%	30.6%	33.1%	33.0%
<b>Income from Operations as a Percent of Net Sales (excluding certain Restructuring, Impairment &amp; Acquisition costs)</b>				
2017	9.4%			
2016	8.4%	8.5%	7.0%	3.6%
2015	9.7%	8.4%	3.5%	0.0%
2014	9.3%	6.9%	6.3%	1.6%
<b>Net Income</b>				
2017	\$ 33,619			
2016	\$ 31,084	\$ 23,039	\$ 23,598	\$ 13,508
2015	\$ 32,525	\$ 2,122	\$ (11,610)	\$ (21,091)
2014	\$ 39,882	\$ 30,126	\$ 26,463	\$ (31,830)
<b>Net Income (Non-GAAP) *</b>				
2017	\$ 33,619			
2016	\$ 33,350	\$ 33,309	\$ 26,425	\$ 13,508
2015	\$ 44,522	\$ 35,540	\$ 17,699	\$ 6,191
2014	\$ 39,882	\$ 30,126	\$ 28,913	\$ 10,907
<b>Diluted Earnings Per Share</b>				
2017	\$ 0.26			
2016	\$ 0.23	\$ 0.17	\$ 0.18	\$ 0.10
2015	\$ 0.22	\$ 0.02	\$ (0.09)	\$ (0.16)
2014	\$ 0.26	\$ 0.20	\$ 0.17	\$ (0.21)
<b>Diluted Earnings Per Share (Non-GAAP)</b>				
2017	\$ 0.26			
2016	\$ 0.25	\$ 0.25	\$ 0.20	\$ 0.10
2015	\$ 0.30	\$ 0.25	\$ 0.13	\$ 0.05
2014	\$ 0.26	\$ 0.20	\$ 0.19	\$ 0.07
<b>Capital Expenditures</b>				
2017	\$ 9,531			
2016	\$ 13,056	\$ 12,175	\$ 10,432	\$ 12,173
2015	\$ 19,839	\$ 22,997	\$ 23,759	\$ 18,246
2014	\$ 34,506	\$ 28,460	\$ 35,118	\$ 21,733
<b>Depreciation &amp; Amortization *</b>				
2017	\$ 25,145			
2016	\$ 27,957	\$ 27,488	\$ 27,140	\$ 26,666
2015	\$ 30,743	\$ 30,929	\$ 28,594	\$ 28,534
2014	\$ 30,083	\$ 30,290	\$ 30,141	\$ 31,755

**Note 1: Non-GAAP amounts exclude the impact related to Boston Proper non-cash goodwill and trade name impairment charges, net of tax:** Q4 2014- \$28.5 million, \$0.19 per diluted share; Q2 2015- \$47.1 million, \$0.33 per diluted share; Q3 2015- \$23.9 million, \$0.18 per diluted share; Q4 2015- \$17.4 million, \$0.13 per diluted share

**Note 2: Non-GAAP Amounts exclude the impact of restructuring and strategic charges, net of tax:** Q4 2014- \$10.1 million, \$0.07 per diluted share; Q1 2015- \$9.3 million, \$0.06 per diluted share; Q2 2015- \$19.3 million, \$0.13 per diluted share; Q3 2015- \$1.9 million, \$0.01 per diluted share; Q4 2015- \$9.1 million, \$0.07 per diluted share; Q1 2016- \$2.3 million, \$0.02 per diluted share; Q2 2016 - \$10.3 million, or \$0.08 per diluted share; Q3 2016 - \$6.8 million, or \$0.05 per diluted share

**Note 3: Non-GAAP Amounts exclude the impact of Boston Proper operating loss, net of tax:** Q3 2014- \$2.5 million, \$0.02 per diluted share; Q4 2014- \$3.4 million, \$0.02 per diluted share; Q1 2015- \$2.7 million, \$0.02 per diluted share; Q3 2015- \$3.5 million, \$0.03 per diluted share; Q4 2015- \$4.7 million, \$0.03 per diluted share

**Note 4: Non-GAAP amounts exclude other activity, net of tax:** Q2 2015- \$23.8 million tax benefit related to disposition of Boston Proper's stock, (\$0.17) per diluted share; Q4 2015- (\$3.8) million tax benefit related to disposition of Boston Proper's stock, (\$0.02) per diluted share; Q3 2016- (\$4.0) million tax benefit related to disposition of Boston Proper's stock, (\$0.03) per diluted share

**Note 5: Reclassification:** Fiscal 2014 and 2015 gross margin and SG&A represent the reclassification of Occupancy and Shipping & Handling costs from SG&A to COGS. Furthermore, Fiscal 2014 and 2015 represent the reclassification of Shipping Revenue from SG&A to Sales.

**Note 6: New Pronouncements:** Beginning Q1 2017, net income includes the impact of adopting ASU 2016-09, *Improvements to Employee Share-Based Payment Accounting*, which modified the recognition of excess tax benefits and deficiencies on share-based compensation vestings and exercises in the income statement.

\* From the fourth quarter of 2011 through Q2 2015, Depreciation and Amortization includes approximately \$1.1 million per quarter in amortization related to intangibles from the Boston Proper Acquisition.

**QUARTERLY: 3+ Fiscal Years**

Quarterly Financial Data

(Amounts in thousands)

UNAUDITED QUARTERLY FINANCIAL INFORMATION				
	Q1	Q2	Q3	Q4
<b>Cash and Marketable Securities</b>				
<b>2017</b>	<b>\$ 169,771</b>			
2016	\$ 106,981	\$ 151,144	\$ 130,743	\$ 192,505
2015	\$ 146,098	\$ 157,014	\$ 138,572	\$ 140,145
2014	\$ 171,513	\$ 208,663	\$ 191,214	\$ 259,912
<b>Inventories</b>				
<b>2017</b>	<b>\$ 273,878</b>			
2016	\$ 267,988	\$ 235,636	\$ 261,341	\$ 232,363
2015	\$ 270,313	\$ 239,043	\$ 268,968	\$ 233,834
2014	\$ 268,917	\$ 238,072	\$ 294,234	\$ 235,159
<b>Total Assets</b>				
<b>2017</b>	<b>\$ 1,105,530</b>			
2016	\$ 1,136,116	\$ 1,121,433	\$ 1,110,313	\$ 1,108,994
2015	\$ 1,346,357	\$ 1,265,786	\$ 1,253,214	\$ 1,166,052
2014	\$ 1,427,589	\$ 1,431,402	\$ 1,477,948	\$ 1,438,581
<b>Stockholders' Equity</b>				
<b>2017</b>	<b>\$ 613,144</b>			
2016	\$ 613,477	\$ 609,843	\$ 619,139	\$ 609,173
2015	\$ 712,415	\$ 710,205	\$ 706,176	\$ 639,788
2014	\$ 929,669	\$ 945,621	\$ 980,314	\$ 943,621
<b>Dividends Paid Per Share</b>				
<b>2017</b>	<b>\$ 0.0825</b>			
2016	\$ 0.0800	\$ 0.0800	\$ 0.0800	\$ 0.0800
2015	\$ 0.0775	\$ 0.0775	\$ 0.0775	\$ 0.0775
2014	\$ 0.0750	\$ 0.0750	\$ 0.0750	\$ 0.0750
<b>Repurchases of Common Stock (open market only)</b>				
<b>2017</b>	<b>\$ 9,498</b>			
2016	\$ 36,637	\$ 19,661	\$ 20,033	\$ 20,031
2015	\$ 187,500	\$ 62,500	\$ -	\$ 40,000
2014	\$ -	\$ 10,000	\$ -	\$ -

**Note:** Dividends per share based on date paid, rather than date declared, and repurchases do not include any share repurchases from employees to provide for the tax consequences of equity compensation

**QUARTERLY: 3+ Fiscal Years**

## Quarterly Financial Data

UNAUDITED QUARTERLY FINANCIAL INFORMATION				
	Q1	Q2	Q3	Q4
<b>Ending Store Count - Chico's</b>				
2017	703			
2016	721	720	715	707
2015	734	732	730	725
2014	730	735	742	734
<b>Ending Selling Square Footage - Chico's</b>				
2017	1,897,806			
2016	1,943,037	1,941,412	1,927,573	1,907,880
2015	1,978,358	1,970,157	1,964,633	1,956,332
2014	1,970,912	1,981,540	1,998,181	1,977,553
<b>Ending Store Count - WHBM</b>				
2017	496			
2016	505	504	502	500
2015	515	512	508	506
2014	501	508	518	514
<b>Ending Selling Square Footage - WHBM</b>				
2017	1,139,542			
2016	1,153,402	1,156,668	1,153,617	1,148,102
2015	1,168,389	1,162,603	1,156,152	1,154,512
2014	1,125,518	1,144,439	1,170,747	1,164,602
<b>Ending Store Count - Soma</b>				
2017	293			
2016	291	293	293	294
2015	283	284	288	287
2014	259	271	280	280
<b>Ending Selling Square Footage - Soma</b>				
2017	554,815			
2016	550,155	553,631	553,631	555,582
2015	534,392	535,416	543,214	541,597
2014	491,106	510,857	528,781	530,314
<b>Ending Store Count - Boston Proper</b>				
2015	20	20	20	0
2014	6	11	17	19
<b>Ending Selling Square Footage - Boston Proper</b>				
2015	34,465	34,465	34,465	0
2014	9,424	18,276	29,147	33,035
<b>Ending Store Count - Total Company</b>				
2017	1,492			
2016	1,517	1,517	1,510	1,501
2015	1,552	1,548	1,546	1,518
2014	1,496	1,525	1,557	1,547
<b>Ending Selling Square Footage - Total Company</b>				
2017	3,592,163			
2016	3,646,594	3,651,711	3,634,821	3,611,564
2015	3,715,604	3,702,641	3,698,464	3,652,441
2014	3,596,960	3,655,112	3,726,856	3,705,504