

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
Summary of operations:					
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%
Per share results:					
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
Balance sheet data (at year end):					
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
Other selected operating data:					
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
Net Sales - Total Company				
2017	\$ 583,728	\$ 578,581	\$ 532,287	
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
Net Sales - Chico's				
2017	\$ 310,127	\$ 302,217	\$ 284,560	
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
Net Sales - Soma				
2017	\$ 80,269	\$ 91,968	\$ 72,462	
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
Net Sales - WHBM				
2017	\$ 193,332	\$ 184,396	\$ 175,265	
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
Net Sales - Boston Proper				
2015	\$ 25,298	\$ 26,302	\$ 18,697	\$ 16,751
2014	\$ 26,111	\$ 27,823	\$ 24,583	\$ 25,077
Total Company Percentage increase (decrease) in comparable sales				
2017	(8.7%)	(8.4%)	(8.2%)	
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%
Chico's Percentage increase (decrease) in comparable sales				
2017	(10.0%)	(9.0%)	(5.8%)	
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%
Soma Percentage increase (decrease) in comparable sales				
2017	0.2%	(1.8%)	(1.7%)	
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%
WHBM Percentage increase (decrease) in comparable sales				
2017	(9.7%)	(10.6%)	(14.1%)	
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
Gross Margin Rate as a Percent of Net Sales				
2017	40.7%	36.1%	37.0%	
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%
Selling, General & Administrative Expense as a Percent of Net Sales				
2017	31.3%	30.0%	32.3%	
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%
Income from Operations as a Percent of Net Sales (excluding certain Restructuring, Impairment & Acquisition costs)				
2017	9.4%	6.1%	4.7%	
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%
Net Income				
2017	\$ 33,619	\$ 22,716	\$ 16,690	
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)
Net Income (Non-GAAP) *				
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
Diluted Earnings Per Share				
2017	\$ 0.26	\$ 0.18	\$ 0.13	
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)
Diluted Earnings Per Share (Non-GAAP)				
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
Capital Expenditures				
2017	\$ 9,531	\$ 8,509	\$ 9,088	
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
Depreciation & Amortization *				
2017	\$ 25,145	\$ 24,867	\$ 23,956	
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
Cash and Marketable Securities				
2017	\$ 169,771	\$ 186,202	\$ 186,057	
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
Inventories				
2017	\$ 273,878	\$ 235,167	\$ 265,023	
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
Total Assets				
2017	\$ 1,105,530	\$ 1,067,032	\$ 1,077,202	
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
Stockholders' Equity				
2017	\$ 613,144	\$ 618,442	\$ 635,407	
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
Dividends Paid Per Share				
2017	\$ 0.0825	\$ 0.0825	\$ 0.0825	
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
Repurchases of Common Stock (open market only)				
2017	\$ 9,498	\$ 11,202	\$ 4,997	
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
Ending Store Count - Chico's				
2017	703	699	697	
2016	721	720	715	707
2015	734	732	730	725
2014	730	735	742	734
Ending Selling Square Footage - Chico's				
2017	1,897,806	1,885,340	1,881,801	
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
Ending Store Count - WHBM				
2017	496	491	487	
2016	505	504	502	500
2015	515	512	508	506
2014	501	508	518	514
Ending Selling Square Footage - WHBM				
2017	1,139,542	1,127,799	1,116,839	
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
Ending Store Count - Soma				
2017	293	292	290	
2016	291	293	293	294
2015	283	284	288	287
2014	259	271	280	280
Ending Selling Square Footage - Soma				
2017	554,815	552,891	549,089	
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
Ending Store Count - Boston Proper				
2015	20	20	20	0
2014	6	11	17	19
Ending Selling Square Footage - Boston Proper				
2015	34,465	34,465	34,465	0
2014	9,424	18,276	29,147	33,035
Ending Store Count - Total Company				
2017	1,492	1,482	1,474	
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
Ending Selling Square Footage - Total Company				
2017	3,592,163	3,566,030	3,547,729	
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