

# ANNUAL - 5 Fiscal Years

## Annual Financial Data

	Fiscal Year				
	2018 (52 weeks)	2017 (53 weeks)	2016 (52 weeks)	2015 (52 weeks)	2014 (52 weeks)
(dollars in thousands, except per share amounts and number of stores data)					
<b>Summary of Operations: <sup>1</sup></b>					
Net sales	\$ 2,131,140	\$ 2,282,379	\$ 2,476,410	\$ 2,660,635	\$ 2,693,929
Gross margin	763,414	864,777	946,836	1,026,871	1,034,238
Gross margin as a percent of net sales	35.8 %	37.9 %	38.2 %	38.6 %	38.4%
Income (loss) from operations	43,666	145,170	140,702	(13,084)	116,343
Income (loss) from operations as a percent of net sales	2.0 %	6.4 %	5.7 %	(0.5)%	4.3%
Net income	35,613	101,000	91,229	1,946	64,641
Net income as a percent of net sales	1.6 %	4.4 %	3.7 %	0.1 %	2.4%
<b>Per Share Data:</b>					
Net income per common share-basic	\$ 0.28	\$ 0.79	\$ 0.69	\$ 0.01	\$ 0.42
Net income per common and common equivalent share-diluted	\$ 0.28	\$ 0.79	\$ 0.69	\$ 0.01	\$ 0.42
Weighted average common shares outstanding-basic	122,662	125,341	128,995	138,366	148,622
Weighted average common and common equivalent shares outstanding-diluted	122,729	125,403	129,237	138,741	149,126
Cash dividends per share	\$ 0.34	\$ 0.33	\$ 0.32	\$ 0.31	\$ 0.30
<b>Balance Sheet Data (at year-end):</b>					
Cash and marketable securities	\$ 186,115	\$ 220,131	\$ 192,505	\$ 140,145	\$ 259,912
Total assets	1,007,034	1,087,605	1,108,994	1,166,052	1,438,581
Working capital	209,954	247,557	174,766	167,190	255,405
Long-term debt	57,500	53,601	68,535	82,219	—
Shareholders' equity	579,964	656,382	609,173	639,788	943,621
<b>Other Selected Operating Data:</b>					
Percentage (decrease) increase in comparable sales	(4.9)%	(7.7)%	(3.7)%	(1.5)%	0.0%
Purchases of property and equipment, net	\$ 54,187	\$ 48,530	\$ 47,836	\$ 84,841	\$ 119,817
Total depreciation and amortization	\$ 91,333	\$ 96,310	\$ 109,251	\$ 118,800	\$ 122,269
Goodwill and trade name impairment, pre-tax charges	\$ —	\$ —	\$ —	\$ 112,455	\$ 30,100
Restructuring and strategic charges, pre-tax	\$ —	\$ —	\$ 31,027	\$ 48,801	\$ 16,745
Total stores at year end	1,418	1,460	1,501	1,518	1,547
Total selling square feet (in thousands)	3,413	3,513	3,612	3,652	3,706

<sup>1</sup> Five-year table includes the operating results of Boston Proper through fiscal 2015, when the Company exited the business.

**QUARTERLY: 3+ Fiscal Years**

Quarterly Financial Data

(Amounts in thousands)

UNAUDITED QUARTERLY FINANCIAL INFORMATION				
	Q1	Q2	Q3	Q4
<b>Net Sales - Total Company</b>				
<b>2019</b>	<b>\$ 517,728</b>	<b>\$ 508,356</b>		
2018	\$ 561,815	\$ 544,720	\$ 499,877	\$ 524,728
2017	\$ 583,728	\$ 578,581	\$ 532,287	\$ 587,783
2016	\$ 642,977	\$ 635,732	\$ 596,912	\$ 600,789
<b>Net Sales - Chico's</b>				
<b>2019</b>	<b>\$ 276,702</b>	<b>\$ 268,924</b>		
2018	\$ 300,936	\$ 286,808	\$ 259,503	\$ 251,460
2017	\$ 310,127	\$ 302,217	\$ 284,560	\$ 290,699
2016	\$ 348,704	\$ 334,160	\$ 312,203	\$ 290,763
<b>Net Sales - WHBM</b>				
<b>2019</b>	<b>\$ 160,945</b>	<b>\$ 139,809</b>		
2018	\$ 182,648	\$ 168,938	\$ 167,805	\$ 175,413
2017	\$ 193,332	\$ 184,396	\$ 175,265	\$ 197,919
2016	\$ 214,993	\$ 208,038	\$ 210,389	\$ 212,615
<b>Net Sales - Soma</b>				
<b>2019</b>	<b>\$ 80,081</b>	<b>\$ 99,623</b>		
2018	\$ 78,231	\$ 88,974	\$ 72,569	\$ 97,855
2017	\$ 80,269	\$ 91,968	\$ 72,462	\$ 99,165
2016	\$ 79,280	\$ 93,534	\$ 74,320	\$ 97,411
<b>Total Company Percentage (decrease) increase in comparable sales</b>				
<b>2019</b>	<b>(7.0%)</b>	<b>(6.1%)</b>		
2018	(5.9%)	(3.2%)	(6.8%)	(3.8%)
2017	(8.7%)	(8.4%)	(8.2%)	(5.2%)
2016	(4.2%)	(3.1%)	(4.9%)	(2.5%)
<b>Chico's Percentage (decrease) increase in comparable sales</b>				
<b>2019</b>	<b>(7.8%)</b>	<b>(5.6%)</b>		
2018	(5.5%)	(3.8%)	(10.2%)	(7.9%)
2017	(10.0%)	(9.0%)	(5.8%)	(3.2%)
2016	(5.4%)	(5.1%)	(5.6%)	(4.8%)
<b>WHBM Percentage (decrease) increase in comparable sales</b>				
<b>2019</b>	<b>(10.0%)</b>	<b>(16.1%)</b>		
2018	(6.6%)	(3.5%)	(5.1%)	(2.9%)
2017	(9.7%)	(10.6%)	(14.1%)	(9.3%)
2016	(3.8%)	(1.3%)	(5.5%)	(0.6%)
<b>Soma Percentage increase (decrease) in comparable sales</b>				
<b>2019</b>	<b>3.4%</b>	<b>10.9%</b>		
2018	(5.8%)	(0.9%)	2.4%	6.2%
2017	0.2%	(1.8%)	(1.7%)	(2.3%)
2016	0.5%	0.7%	0.4%	0.4%

**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>				
2019	36.9%	33.2%		
2018	40.4%	36.1%	36.2%	30.2%
2017	40.7%	36.1%	37.0%	37.7%
2016	40.8%	37.9%	38.6%	35.5%
<b>Selling, General &amp; Administrative Expense as a Percent of Net Sales</b>				
2019	35.9%	33.7%		
2018	33.2%	31.9%	35.7%	34.4%
2017	31.3%	30.0%	32.3%	32.7%
2016	32.4%	29.4%	31.6%	31.9%
<b>Income from Operations as a Percent of Net Sales</b>				
2019	1.0%	-0.5%		
2018	7.2%	4.2%	0.5%	(4.2%)
2017	9.4%	6.1%	4.7%	5.0%
2016	8.4%	8.5%	7.0%	3.6%
<b>Net Income</b>				
2019	\$ 2,025	\$ (2,309)		
2018	\$ 29,004	\$ 16,768	\$ 6,481	\$ (16,640)
2017	\$ 33,619	\$ 22,716	\$ 16,690	\$ 27,975
2016	\$ 31,084	\$ 23,039	\$ 23,598	\$ 13,508
<b>Net Income (Non-GAAP)</b>				
2019 <sup>1</sup>	\$ 5,602	\$ (151)		
2018 <sup>1</sup>	NA	NA	NA	\$ (8,560)
2017 <sup>2</sup>	NA	NA	NA	\$ 14,460
2016 <sup>3</sup>	\$ 33,350	\$ 33,309	\$ 26,425	NA
<b>Diluted Earnings Per Share</b>				
2019	\$ 0.02	\$ (0.02)		
2018	\$ 0.23	\$ 0.13	\$ 0.05	\$ (0.14)
2017	\$ 0.26	\$ 0.18	\$ 0.13	\$ 0.22
2016	\$ 0.23	\$ 0.17	\$ 0.18	\$ 0.10
<b>Diluted Earnings Per Share (Non-GAAP)</b>				
2019 <sup>1</sup>	\$ 0.05	\$ -		
2018 <sup>1</sup>	NA	NA	NA	\$ (0.07)
2017 <sup>2</sup>	NA	NA	NA	\$ 0.11
2016 <sup>3</sup>	\$ 0.25	\$ 0.25	\$ 0.20	NA
<b>Capital Expenditures</b>				
2019	\$ 7,666	\$ 6,410		
2018	\$ 9,991	\$ 9,853	\$ 16,757	\$ 17,586
2017	\$ 9,531	\$ 8,509	\$ 9,088	\$ 21,402
2016	\$ 13,056	\$ 12,175	\$ 10,432	\$ 12,173
<b>Depreciation &amp; Amortization</b>				
2019	\$ 23,837	\$ 22,989		
2018	\$ 22,445	\$ 23,425	\$ 23,420	\$ 22,043
2017	\$ 25,145	\$ 24,867	\$ 23,956	\$ 22,342
2016	\$ 27,957	\$ 27,488	\$ 27,140	\$ 26,666

NA - Not Applicable

**Note 1: Non-GAAP amounts exclude charges related to our retail fleet optimization plan, net of tax:** Q4 2018 - \$8.1 million, \$0.07 per diluted share; Q1 2019- \$3.6 million, \$0.03 per diluted share; Q2 2019- \$2.2 million, \$0.02 per diluted share

**Note 2: Non-GAAP amounts exclude the impact of the Tax Cuts and Jobs Act of 2017 and the 53<sup>rd</sup> week in fiscal 2017, net of tax -** Q4 2017 - \$13.5 million, \$0.11 per diluted share

**Note 3: Non-GAAP Amounts exclude the impact of restructuring and strategic charges, net of tax -** Q1 2016 - \$2.3 million, \$0.02 per diluted share; Q2 2016 - \$10.3 million, \$0.08 per diluted share; Q3 2016 - \$2.8 million, \$0.02 per diluted share (includes a one-time tax benefit related to the disposition of Boston Proper)

**QUARTERLY: 3+ Fiscal Years**

Quarterly Financial Data

(Amounts in thousands)

UNAUDITED QUARTERLY FINANCIAL INFORMATION				
	Q1	Q2	Q3	Q4
<b>Cash and Marketable Securities</b>				
2019	\$ 167,977	\$ 163,080		
2018	\$ 254,743	\$ 239,368	\$ 228,864	\$ 186,115
2017	\$ 169,771	\$ 186,202	\$ 186,057	\$ 220,131
2016	\$ 106,981	\$ 151,144	\$ 130,743	\$ 192,505
<b>Inventories</b>				
2019	\$ 242,402	\$ 227,736		
2018	\$ 253,777	\$ 224,233	\$ 266,100	\$ 235,218
2017	\$ 273,878	\$ 235,167	\$ 265,023	\$ 233,726
2016	\$ 267,988	\$ 235,636	\$ 261,341	\$ 232,363
<b>Total Assets<sup>1</sup></b>				
2019	\$ 1,691,215	\$ 1,626,288		
2018	\$ 1,115,994	\$ 1,063,458	\$ 1,092,151	\$ 1,007,034
2017	\$ 1,105,530	\$ 1,067,032	\$ 1,077,202	\$ 1,087,605
2016	\$ 1,136,116	\$ 1,121,433	\$ 1,110,313	\$ 1,108,994
<b>Stockholders' Equity</b>				
2019	\$ 559,443	\$ 549,122		
2018	\$ 660,904	\$ 641,013	\$ 653,133	\$ 579,964
2017	\$ 613,144	\$ 618,442	\$ 635,407	\$ 656,382
2016	\$ 613,477	\$ 609,843	\$ 619,139	\$ 609,173
<b>Dividends Paid Per Share<sup>2</sup></b>				
2019	\$ 0.0875	\$ 0.0875		
2018	\$ 0.0850	\$ 0.0850	\$ 0.0850	\$ 0.0850
2017	\$ 0.0825	\$ 0.0825	\$ 0.0825	\$ 0.0825
2016	\$ 0.0800	\$ 0.0800	\$ 0.0800	\$ 0.0800
<b>Repurchases of Common Stock (open market only)</b>				
2019	\$ -	\$ -		
2018	\$ -	\$ 28,443	\$ 2,436	\$ 50,172
2017	\$ 9,498	\$ 11,202	\$ 4,997	\$ 1,701
2016	\$ 36,637	\$ 19,661	\$ 20,033	\$ 20,031

**Note 1:** The Company adopted Accounting Standard Update ("ASU") 2016-02, *Leases*, and related amendments as of February 3, 2019 under the modified retrospective approach and, therefore, has not revised comparative periods.

**Note 2:** 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>				
<b>2019</b>	<b>677</b>	<b>665</b>		
2018	688	685	683	680
2017	703	699	697	692
2016	721	720	715	707
<b>Ending Selling Square Footage - Chico's</b>				
<b>2019</b>	<b>1,817,922</b>	<b>1,785,466</b>		
2018	1,854,392	1,841,257	1,834,820	1,827,783
2017	1,897,806	1,885,340	1,881,801	1,867,454
2016	1,943,037	1,941,412	1,927,573	1,907,880
<b>Ending Store Count - WHBM</b>				
<b>2019</b>	<b>457</b>	<b>449</b>		
2018	478	471	467	461
2017	496	491	487	479
2016	505	504	502	500
<b>Ending Selling Square Footage - WHBM</b>				
<b>2019</b>	<b>1,051,610</b>	<b>1,034,125</b>		
2018	1,096,785	1,082,567	1,073,614	1,060,603
2017	1,139,542	1,127,799	1,116,839	1,098,460
2016	1,153,402	1,156,668	1,153,617	1,148,102
<b>Ending Store Count - Soma</b>				
<b>2019</b>	<b>276</b>	<b>273</b>		
2018	285	284	281	277
2017	293	292	290	289
2016	291	293	293	294
<b>Ending Selling Square Footage - Soma</b>				
<b>2019</b>	<b>522,235</b>	<b>516,144</b>		
2018	540,195	538,254	532,047	524,283
2017	554,815	552,891	549,089	547,530
2016	550,155	553,631	553,631	555,582
<b>Ending Store Count - Total Company</b>				
<b>2019</b>	<b>1,410</b>	<b>1,387</b>		
2018	1,451	1,440	1,431	1,418
2017	1,492	1,482	1,474	1,460
2016	1,517	1,517	1,510	1,501
<b>Ending Selling Square Footage - Total Company</b>				
<b>2019</b>	<b>3,391,767</b>	<b>3,335,735</b>		
2018	3,491,372	3,462,078	3,440,481	3,412,669
2017	3,592,163	3,566,030	3,547,729	3,513,444
2016	3,646,594	3,651,711	3,634,821	3,611,564