

**ITEM 6 - SELECTED FINANCIAL DATA**

| <b>SELECTED FINANCIAL DATA</b>  |                             |                             |                                 |                             |                             |
|---|-----------------------------|-----------------------------|---------------------------------|-----------------------------|-----------------------------|
| (Amounts in Thousands Except Share, Per Share Amounts, and Selected Operating Data) |                             |                             |                                 |                             |                             |
| <b>Fiscal Years Ended</b>   |                             |                             |                                 |                             |                             |
|   | <b>February 1,<br/>2020</b> | <b>February 2,<br/>2019</b> | <b>February 3,<br/>2018 (d)</b> | <b>January 28,<br/>2017</b> | <b>January 30,<br/>2016</b> |
| <b>Income Statement Data</b>  |                             |                             |                                 |                             |                             |
| Net sales   | \$ 900,254                  | \$ 885,496                  | \$ 913,380                      | \$ 974,873                  | \$ 1,119,616                |
| Cost of sales (including buying, distribution, and occupancy costs)                 | 522,780                     | 519,423                     | 533,357                         | 577,705                     | 638,215                     |
| Gross profit  | 377,474                     | 366,073                     | 380,023                         | 397,168                     | 481,401                     |
| Selling expenses  | 204,480                     | 202,032                     | 206,068                         | 205,933                     | 212,531                     |
| General and administrative expenses   | 41,497                      | 43,113                      | 39,877                          | 38,475                      | 39,282                      |
| Income from operations  | 131,497                     | 120,928                     | 134,078                         | 152,760                     | 229,588                     |
| Other income, net   | 6,210                       | 5,716                       | 5,407                           | 3,511                       | 5,236                       |
| Income before income taxes  | 137,707                     | 126,644                     | 139,485                         | 156,271                     | 234,824                     |
| Provision for income taxes  | 33,278                      | 31,036                      | 49,778                          | 58,310                      | 87,541                      |
| Net income  | \$ 104,429                  | \$ 95,608                   | \$ 89,707                       | \$ 97,961                   | \$ 147,283                  |
| Basic earnings per share  | \$ 2.15                     | \$ 1.97                     | \$ 1.86                         | \$ 2.04                     | \$ 3.06                     |
| Diluted earnings per share  | \$ 2.14                     | \$ 1.97                     | \$ 1.85                         | \$ 2.03                     | \$ 3.06                     |
| Dividends declared per share (a)  | \$ 2.30                     | \$ 2.00                     | \$ 2.75                         | \$ 1.75                     | \$ 1.94                     |
| <b>Selected Operating Data</b>  |                             |                             |                                 |                             |                             |
| Stores open at end of period  | 448                         | 450                         | 457                             | 467                         | 468                         |
| Average sales per square foot   | \$ 341                      | \$ 334                      | \$ 344                          | \$ 370                      | \$ 430                      |
| Average sales per store (000's)   | \$ 1,763                    | \$ 1,715                    | \$ 1,761                        | \$ 1,860                    | \$ 2,180                    |
| Comparable store sales change (b)   | 2.2%                        | (0.9)%                      | (7.2)%                          | (13.5)%                     | (4.4)%                      |
| <b>Balance Sheet Data (c)</b>   |                             |                             |                                 |                             |                             |
| Working capital   | \$ 206,189                  | \$ 280,214                  | \$ 262,678                      | \$ 287,841                  | \$ 255,271                  |
| Long-term investments   | \$ 15,863                   | \$ 18,745                   | \$ 21,453                       | \$ 18,092                   | \$ 33,826                   |
| Total assets  | \$ 867,890                  | \$ 527,302                  | \$ 538,116                      | \$ 579,847                  | \$ 572,773                  |
| Long-term debt  | \$ —                        | \$ —                        | \$ —                            | \$ —                        | \$ —                        |
| Stockholders' equity  | \$ 389,148                  | \$ 393,877                  | \$ 391,248                      | \$ 430,539                  | \$ 412,643                  |

- (a) During fiscal 2015, cash dividends were \$0.23 per share in each of the first three quarters and \$0.25 per share in the fourth quarter. The Company also paid a special cash dividend of \$1.00 per share in the fourth quarter of fiscal 2015. During fiscal 2016, cash dividends were \$0.25 per share in each of the four quarters. The Company also paid a special cash dividend of \$0.75 per share in the fourth quarter of fiscal 2016. During fiscal 2017, cash dividends were \$0.25 per share in each of the four quarters. The Company also paid a special cash dividend of \$1.75 per share in the fourth quarter of fiscal 2017. During fiscal 2018, cash dividends were \$0.25 per share in each of the four quarters. The Company also paid a special cash dividend of \$1.00 per share in the fourth quarter of fiscal 2018. During fiscal 2019, cash dividends were \$0.25 per share in each of the first three quarters and \$0.30 per share in the fourth quarter. The Company also paid a special cash dividend of \$1.25 per share in the fourth quarter of fiscal 2019.
- (b) Stores are deemed to be comparable stores if they were open in the prior year on the first day of the fiscal period presented. Stores which have been remodeled, expanded, and/or relocated, but would otherwise be included as comparable stores, are not excluded from the comparable store sales calculation. Online sales are included in comparable store sales.
- (c) At the end of the period.
- (d) Consists of 53 weeks.