



The Buckle, Inc.

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### **THE BUCKLE, INC. REPORTS THIRD QUARTER NET INCOME**

KEARNEY, NE -- The Buckle, Inc. (NYSE: BKE) announced today that net income for the fiscal quarter ended November 2, 2019 was \$26.0 million, or \$0.54 per share (\$0.53 per share on a diluted basis).

Net sales for the 13-week fiscal quarter ended November 2, 2019 increased 4.2 percent to \$224.1 million from net sales of \$215.1 million for the prior year 13-week fiscal quarter ended November 3, 2018. Comparable store net sales for the 13-week period ended November 2, 2019 increased 4.7 percent from comparable store net sales for the prior year 13-week period ended November 3, 2018. Online sales increased 5.4 percent to \$26.9 million for the 13-week period ended November 2, 2019, compared to net sales of \$25.5 million for the 13-week period ended November 3, 2018.

Net sales for the 39-week fiscal period ended November 2, 2019 increased 1.3 percent to \$629.3 million from net sales of \$621.1 million for the prior year 39-week fiscal period ended November 3, 2018. Comparable store net sales for the 39-week period ended November 2, 2019 increased 1.8 percent from comparable store net sales for the prior year 39-week period ended November 3, 2018. Online sales increased 6.6 percent to \$74.4 million for the 39-week period ended November 2, 2019, compared to net sales of \$69.8 million for the 39-week period ended November 3, 2018.

Net income for the third quarter of fiscal 2019 was \$26.0 million, or \$0.54 per share (\$0.53 per share on a diluted basis), compared with \$20.5 million, or \$0.42 per share (\$0.42 per share on a diluted basis) for the third quarter of fiscal 2018.

Net income for the 39-week fiscal period ended November 2, 2019 was \$57.5 million, or \$1.18 per share (\$1.18 per share on a diluted basis), compared with \$54.5 million, or \$1.13 per share (\$1.12 per share on a diluted basis) for the 39-week period ended November 3, 2018.

Management will hold a conference call at 10:00 a.m. EST today to discuss results for the quarter. To participate in the call, please call (800) 230-1059 for domestic calls or (612) 234-9959 for international calls and reference the conference code 473856. A replay of the call will be available for a two-week period beginning today at 12:00 p.m. EST by calling (800) 475-6701 for domestic calls or (320) 365-3844 for international calls and entering the conference code 473856.

## **About Buckle**

Offering a unique mix of high-quality, on-trend apparel, accessories, and footwear, Buckle caters to fashion-conscious young men and women. Known as a denim destination, each store carries a wide selection of fits, styles, and finishes from leading denim brands, including the Company's exclusive brand, BKE. Headquartered in Kearney, Nebraska, Buckle currently operates 449 retail stores in 42 states. As of the end of the fiscal quarter, it operated 449 stores in 42 states compared with 453 stores in 43 states at the end of the third quarter of fiscal 2018.

SAFE HARBOR STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995: All forward-looking statements made by the Company involve material risks and uncertainties and are subject to change based on factors which may be beyond the Company's control. Accordingly, the Company's future performance and financial results may differ materially from those expressed or implied in any such forward-looking statements. Such factors include, but are not limited to, those described in the Company's filings with the Securities and Exchange Commission. The Company does not undertake to publicly update or revise any forward-looking statements even if experience or future changes make it clear that any projected results expressed or implied therein will not be realized.

*Note: News releases and other information on The Buckle, Inc. can be accessed at [www.buckle.com](http://www.buckle.com) on the Internet.*

Financial Tables to Follow

# THE BUCKLE, INC.

## CONSOLIDATED STATEMENTS OF INCOME

(Amounts in Thousands Except Per Share Amounts)

(Unaudited)

	Thirteen Weeks Ended		Thirty-Nine Weeks Ended	
	November 2, 2019	November 3, 2018	November 2, 2019	November 3, 2018
SALES, Net of returns and allowances	\$ 224,121	\$ 215,107	\$ 629,251	\$ 621,084
COST OF SALES (Including buying, distribution, and occupancy costs)	130,587	128,950	380,367	376,305
Gross profit	93,534	86,157	248,884	244,779
OPERATING EXPENSES:				
Selling	51,282	50,612	146,426	144,361
General and administrative	8,942	9,244	30,812	30,696
	60,224	59,856	177,238	175,057
INCOME FROM OPERATIONS	33,310	26,301	71,646	69,722
OTHER INCOME, Net	1,105	1,332	4,446	3,791
INCOME BEFORE INCOME TAXES	34,415	27,633	76,092	73,513
PROVISION FOR INCOME TAXES	8,431	7,157	18,642	19,040
NET INCOME	\$ 25,984	\$ 20,476	\$ 57,450	\$ 54,473
EARNINGS PER SHARE:				
Basic	\$ 0.54	\$ 0.42	\$ 1.18	\$ 1.13
Diluted	\$ 0.53	\$ 0.42	\$ 1.18	\$ 1.12
Basic weighted average shares	48,549	48,379	48,550	48,379
Diluted weighted average shares	48,809	48,611	48,768	48,584

# THE BUCKLE, INC.

## CONSOLIDATED BALANCE SHEETS

(Amounts in Thousands Except Share and Per Share Amounts)

(Unaudited)

ASSETS	November 2, 2019	February 2, 2019 (1)	November 3, 2018
<b>CURRENT ASSETS:</b>			
Cash and cash equivalents	\$ 213,836	\$ 168,471	\$ 177,918
Short-term investments	31,946	51,546	45,605
Receivables	9,432	7,089	8,266
Inventory	138,879	125,190	145,473
Prepaid expenses and other assets	22,195	18,136	19,862
Total current assets	<u>416,288</u>	<u>370,432</u>	<u>397,124</u>
<b>PROPERTY AND EQUIPMENT</b>	453,859	452,187	460,523
Less accumulated depreciation and amortization	<u>(336,098)</u>	<u>(321,505)</u>	<u>(324,044)</u>
	<u>117,761</u>	<u>130,682</u>	<u>136,479</u>
<b>OPERATING LEASE RIGHT-OF-USE ASSETS</b>	340,417	—	—
<b>LONG-TERM INVESTMENTS</b>	15,710	18,745	18,322
<b>OTHER ASSETS</b>	<u>7,939</u>	<u>7,443</u>	<u>7,170</u>
Total assets	<u>\$ 898,115</u>	<u>\$ 527,302</u>	<u>\$ 559,095</u>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>			
<b>CURRENT LIABILITIES:</b>			
Accounts payable	\$ 44,771	\$ 29,008	\$ 48,400
Accrued employee compensation	18,122	21,452	17,996
Accrued store operating expenses	21,539	17,982	21,851
Gift certificates redeemable	12,688	16,634	13,907
Current portion of operating lease liabilities	81,541	—	—
Income taxes payable	—	5,142	—
Total current liabilities	<u>178,661</u>	<u>90,218</u>	<u>102,154</u>
<b>DEFERRED COMPENSATION</b>	15,410	13,978	13,804
<b>NON-CURRENT OPERATING LEASE LIABILITIES</b>	286,706	—	—
<b>DEFERRED RENT LIABILITY</b>	<u>—</u>	<u>29,229</u>	<u>30,287</u>
Total liabilities	<u>480,777</u>	<u>133,425</u>	<u>146,245</u>
<b>COMMITMENTS</b>			
<b>STOCKHOLDERS' EQUITY:</b>			
Common stock, authorized 100,000,000 shares of \$.01 par value; issued and outstanding; 49,223,811 shares at November 2, 2019, 49,017,395 shares at February 2, 2019, and 49,017,975 shares at November 3, 2018	492	490	490
Additional paid-in capital	151,383	148,564	147,584
Retained earnings	<u>265,463</u>	<u>244,823</u>	<u>264,776</u>
Total stockholders' equity	<u>417,338</u>	<u>393,877</u>	<u>412,850</u>
Total liabilities and stockholders' equity	<u>\$ 898,115</u>	<u>\$ 527,302</u>	<u>\$ 559,095</u>

(1) Derived from audited financial statements.