

HIBBETT SPORTS INC
Form 10-Q
September 08, 2015

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q
(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES
EXCHANGE ACT OF 1934

For the quarterly period ended August 1, 2015

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE
ACT OF 1934

For the transition period from _____ to _____

COMMISSION FILE NUMBER: 000-20969

HIBBETT SPORTS, INC.
(Exact name of registrant as specified in its charter)

DELAWARE 20-8159608
(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

2700 Milan Court, Birmingham, Alabama 35211
(Address of principal executive offices, including zip code)

205-942-4292
(Registrant's telephone number, including area code)

NONE
(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes No

Edgar Filing: HIBBETT SPORTS INC - Form 10-Q

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer Accelerated filer

Non-accelerated filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Shares of common stock, par value \$.01 per share, outstanding as of September 3, 2015, were 23,828,987 shares.

HIBBETT SPORTS, INC.

INDEX

Page

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements.

Unaudited Condensed Consolidated Balance Sheets at August 1, 2015 and January 31, 2015 2

Unaudited Condensed Consolidated Statements of Operations for the thirteen and twenty-six weeks ended August 1, 2015 and August 2, 2014 3

Unaudited Condensed Consolidated Statements of Cash Flows for the twenty-six weeks ended August 1, 2015 and August 2, 2014 4

Notes to Unaudited Condensed Consolidated Financial Statements 5

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations. 10

Item 3. Quantitative and Qualitative Disclosures About Market Risk. 16

Item 4. Controls and Procedures. 17

PART II. OTHER INFORMATION

Item 1. Legal Proceedings. 17

Item 1A. Risk Factors. 17

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds. 18

Item 6. Exhibits. 18

Signature 18

Exhibit Index 19

PART I. FINANCIAL INFORMATION

ITEM 1. Financial Statements.

HIBBETT SPORTS, INC. AND SUBSIDIARIES

Unaudited Condensed Consolidated Balance Sheets

(in thousands, except share and per share information)

	August 1, 2015	January 31, 2015
ASSETS		
Current Assets:		
Cash and cash equivalents	\$85,302	\$88,397
Inventories, net	251,340	240,408
Other current assets	31,778	26,693
Total current assets	368,420	355,498
Property and equipment	219,159	212,194
Less accumulated depreciation and amortization	125,398	119,213
Property and equipment, net	93,761	92,981
Other assets, net	3,906	3,918
Total Assets	\$466,087	\$452,397
LIABILITIES AND STOCKHOLDERS' INVESTMENT		
Current Liabilities:		
Accounts payable	\$96,902	\$84,439
Accrued payroll expenses	6,166	8,249
Deferred rent	3,701	3,821
Short-term capital lease obligations	457	436
Other accrued expenses	6,303	5,180
Total current liabilities	113,529	102,125
Deferred rent	17,226	16,043
Other liabilities, net	8,686	9,448
Total liabilities	139,441	127,616
Stockholders' Investment:		
Preferred stock, \$.01 par value, 1,000,000 shares authorized, no shares issued	-	-
Common stock, \$.01 par value, 80,000,000 shares authorized, 38,603,669 and 38,465,814 shares issued at August 1, 2015 and January 31, 2015, respectively	386	385
Paid-in capital	167,501	162,675
Retained earnings	600,495	566,055
Treasury stock, at cost; 14,391,756 and 13,595,537 shares repurchased at August 1, 2015 and January 31, 2015, respectively	(441,736)	(404,334)
Total stockholders' investment	326,646	324,781
Total Liabilities and Stockholders' Investment	\$466,087	\$452,397

See notes to unaudited condensed consolidated financial statements.

HIBBETT SPORTS, INC. AND SUBSIDIARIES
 Unaudited Condensed Consolidated Statements of Operations
 (in thousands, except per share information)

	Thirteen Weeks Ended		Twenty-Six Weeks Ended	
	August 1, 2015	August 2, 2014	August 1, 2015	August 2, 2014
Net sales	\$199,261	\$193,918	\$469,085	\$455,827
Cost of goods sold, including wholesale, logistics and store occupancy costs	134,082	129,510	304,192	293,223
Gross profit	65,179	64,408	164,893	162,604
Store operating, selling and administrative expenses	50,181	46,625	101,951	95,577
Depreciation and amortization	4,276	4,060	8,418	7,640
Operating income	10,722	13,723	54,524	59,387
Interest expense, net	65	70	134	144
Income before provision for income taxes	10,657	13,653	54,390	59,243
Provision for income taxes	3,626	5,273	19,950	22,475
Net income	\$7,031	\$8,380	\$34,440	\$36,768
Earnings per share:				
Basic	\$0.29	\$0.33	\$1.39	\$1.43
Diluted	\$0.28	\$0.32	\$1.38	\$1.42
Weighted average shares outstanding:				
Basic	24,533	25,555	24,697	25,700
Diluted	24,710	25,806	24,889	25,968

See notes to unaudited condensed consolidated financial statements.

HIBBETT SPORTS, INC. AND SUBSIDIARIES
 Unaudited Condensed Consolidated Statements of Cash Flows
 (in thousands)

	Twenty-Six Weeks Ended	
	August 1, 2015	August 2, 2014
Cash Flows From Operating Activities:		
Net income	\$34,440	\$36,768
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	8,418	7,640
Stock-based compensation	3,617	3,457
Other non-cash adjustments to net income	308	(1,147)
Increase in inventories, net	(10,932)	(1,321)
(Increase) decrease in prepaid expenses	(6,382)	444
Increase in accounts payable	12,463	18,062
Changes in other operating assets and liabilities	492	618
Net cash provided by operating activities	42,424	64,521
Cash Flows From Investing Activities:		
Capital expenditures	(9,304)	(14,203)
Other, net	177	(439)
Net cash used in investing activities	(9,127)	(14,642)
Cash Flows From Financing Activities:		
Cash used for stock repurchases	(35,282)	(33,195)
Payments on capital lease obligations	(217)	(178)
Proceeds from options exercised and purchase of shares under the employee stock purchase plan	381	517
Other, net	(1,274)	(1,803)
Net cash used in financing activities	(36,392)	(34,659)
Net (decrease) increase in cash and cash equivalents	(3,095)	15,220
Cash and cash equivalents, beginning of period	88,397	66,227
Cash and cash equivalents, end of period	\$85,302	\$81,447

See notes to unaudited condensed consolidated financial statements.

HIBBETT SPORTS, INC. AND SUBSIDIARIES

Notes to Unaudited Condensed Consolidated Financial Statements

1. Basis of Presentation and Accounting Policies

The accompanying unaudited condensed consolidated financial statements of Hibbett Sports, Inc. and its wholly-owned subsidiaries (including the condensed consolidated balance sheet as of January 31, 2015, which has been derived from audited financial statements) have been prepared in accordance with U.S. Generally Accepted Accounting Principles (U.S. GAAP) for interim financial information and are presented in accordance with the requirements of Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by U.S. GAAP for complete financial statements. References to "we," "our," "us" and the "Company" refer to Hibbett Sports, Inc. and its subsidiaries as well as its predecessors.

These unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in our Annual Report on Form 10-K for the fiscal year ended January 31, 2015 filed on March 31, 2015. In our opinion, the unaudited condensed consolidated financial statements included herein contain all adjustments (consisting only of normal recurring adjustments) considered necessary for a fair presentation of our financial position as of August 1, 2015 and the results of our operations and cash flows for the periods presented.

There have been no material changes in our significant accounting policies as compared to the significant accounting policies described in our Annual Report on Form 10-K for the fiscal year ended January 31, 2015 filed on March 31, 2015.

2. Recent Accounting Pronouncements

In May 2014, the Financial Accounting Standard Board, or FASB, issued Accounting Standard Update (ASU) 2014-09, Revenue from Contracts with Customers. This ASU is a comprehensive new revenue recognition model that expands disclosure requirements and requires a company to recognize revenue to depict the transfer of goods or services to a customer at an amount that reflects the consideration it expects to receive in exchange for those goods or services. In August 2015, FASB issued ASU 2015-14, which deferred the effective date of ASU 2014-09 by one year. The new pronouncement will now be effective for annual and interim reporting periods beginning after December 15, 2017. Accordingly, we will adopt this ASU in the first quarter of Fiscal 2019. We are currently evaluating the impact of the adoption of this pronouncement on our results of operations and cash flows; however, it is not expected to be material.

We continuously monitor and review all current accounting pronouncements and standards from the Financial Accounting Standards Board (FASB) of U.S. GAAP for applicability to our operations. As of August 1, 2015, there were no other new pronouncements, interpretations or staff positions that had or were expected to have a significant impact on our operations since our Annual Report on Form 10-K for the fiscal year ended January 31, 2015 filed on March 31, 2015.

3. Fair Value of Financial Instruments

Accounting Standards Codification (ASC) Subtopic 820, Fair Value Measurement, establishes a three-level fair value hierarchy that prioritizes the inputs used to measure fair value. The three levels of inputs used to measure fair value are as follows:

Level I – Quoted prices in active markets for identical assets or liabilities.

Level II – Observable inputs other than quoted prices included in Level I.

Level III – Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

5

Edgar Filing: HIBBETT SPORTS INC - Form 10-Q

The table below segregates all financial assets that are measured at fair value on a recurring basis (at least annually) into the most appropriate level within the fair value hierarchy based on the inputs used to determine the fair value as of August 1, 2015 and January 31, 2015 (in thousands):

	August 1, 2015			January 31, 2015		
	Level		Level	Level		Level
	Level I	II	III	Level I	II	III
Short-term investments	\$79	\$ -	\$ -	\$87	\$ -	\$ -
Long-term investments	2,622	-	-	2,619	-	-
Total investments	\$2,701	\$ -	\$ -	\$2,706	\$ -	\$ -

Short-term investments are reported in other current assets on our unaudited condensed consolidated balance sheets. Long-term investments are reported in other assets on our unaudited condensed consolidated balance sheets.

4. Debt

At August 1, 2015, we had two unsecured credit facilities, which are renewable annually in August and November. The August facility allows for borrowings up to \$30.0 million at a rate equal to the higher of prime rate, the federal funds rate plus 0.5% or LIBOR. The November facility allows for borrowings up to \$50.0 million at a rate of prime plus 2%. Under the provisions of both facilities, we do not pay commitment fees and are not subject to covenant requirements. We did not have any borrowings against either of these facilities during the thirteen and twenty-six weeks ended August 1, 2015, nor was there any debt outstanding under either of these facilities at August 1, 2015. At August 1, 2015, a total of \$80.0 million was available to us from these facilities.

At January 31, 2015, we had the same two unsecured facilities and corresponding terms as listed above. We did not have any borrowings against either of these facilities during Fiscal 2015, nor was there any debt outstanding under either of these facilities at January 31, 2015.

Subsequent to August 1, 2015, we renewed our existing August facility of \$30.0 million with an interest rate at the higher of the bank's prime rate (as set by the bank), the federal funds rate plus 0.5% or LIBOR. The renewal was effective August 21, 2015 and will expire on August 19, 2016. The facility is unsecured and does not require a commitment or agency fee nor are there any covenant restrictions.

5. Stock-Based Compensation

The compensation costs that have been charged against income for the thirteen and twenty-six weeks ended August 1, 2015 and August 2, 2014 were as follows (in thousands):

	Thirteen		Twenty-Six	
	Weeks Ended	Weeks Ended	Weeks Ended	Weeks Ended
	August	August	August	August
	1,	2,	1,	2,
	2015	2014	2015	2014
Stock-based compensation expense by type:				
Stock options	\$18	\$19	\$359	\$430
Restricted stock unit awards, including performance-based	887	885	3,165	2,936
Employee stock purchases	21	19	58	56
Director deferred compensation	18	17	35	35
Total stock-based compensation expense	944	940	3,617	3,457
Income tax benefit recognized	346	347	1,331	1,280
Stock-based compensation expense, net of income tax	\$598	\$593	\$2,286	\$2,177

Edgar Filing: HIBBETT SPORTS INC - Form 10-Q

In the thirteen and twenty-six weeks ended August 1, 2015 and August 2, 2014, we granted the following equity awards:

	Thirteen Weeks Ended		Twenty-Six Weeks Ended	
	August 1, 2015	August 2, 2014	August 1, 2015	August 2, 2014
Stock options	1,138	979	20,228	17,975
Restricted stock unit awards	-	896	69,529	63,399
Performance-based restricted stock unit awards	-	-	29,300	25,300
Deferred stock units	376	323	11,628	10,329

Under the 2012 Non-Employee Director Equity Plan (2012 Plan), no shares of our common stock were awarded during the thirteen weeks ended August 1, 2015 and August 2, 2014. A total of 1,981 and 1,759 shares of our common stock were awarded during the twenty-six weeks ended August 1, 2015 and August 2, 2014, respectively, as part of the annual equity award to directors in the first quarter. In addition, under our employee stock purchase plan, our employees purchased 2,042 and 1,580 shares of our common stock during the thirteen weeks ended August 1, 2015 and August 2, 2014, respectively, and 5,491 and 4,681 shares of our common stock during the twenty-six weeks ended August 1, 2015 and August 2, 2014, respectively.

The weighted-average grant date fair value of stock options granted during the thirteen and twenty-six weeks ended August 1, 2015 was \$16.14 and \$17.73 per share, respectively. The weighted-average grant date fair value of shares of stock purchased through our employee stock purchase plan was \$10.23 and \$10.54, and the weighted-average price paid by our employees for shares of our common stock was \$39.59 and \$40.58, during the thirteen and twenty-six weeks ended August 1, 2015, respectively.

The weighted-average grant date fair value of stock options granted during the thirteen and twenty-six weeks ended August 2, 2014 was \$18.99 and \$23.93 per share, respectively. The weighted-average grant date fair value of shares of stock purchased through our employee stock purchase plan was \$11.88 and \$11.91, and the weighted-average price paid by our employees for shares of our common stock was \$45.42 and \$45.11, during the thirteen and twenty-six weeks ended August 2, 2014, respectively.

At August 1, 2015, the total compensation costs related to nonvested restricted stock unit awards not yet recognized was \$9.7 million and the weighted-average period over which such awards are expected to be recognized was 2.7 years. There are no future compensation costs related to nonvested stock options to be recognized at August 1, 2015.

6. Earnings Per Share

The computation of basic earnings per share (EPS) is based on the number of weighted average common shares outstanding during the period. The computation of diluted EPS is based on the weighted average number of shares outstanding plus the incremental shares that would be outstanding assuming exercise of dilutive stock options and issuance of restricted stock. The number of incremental shares is calculated by applying the treasury stock method. The following table sets forth the weighted average common shares outstanding (in thousands):

	Thirteen Weeks Ended		Twenty-Six Weeks Ended	
	August 1, 2015	August 2, 2014	August 1, 2015	August 2, 2014
Weighted-average shares used in basic computations	24,533	25,555	24,697	25,700
Dilutive equity awards	177	251	192	268

Edgar Filing: HIBBETT SPORTS INC - Form 10-Q

Weighted-average shares used in diluted computations 24,710 25,806 24,889 25,968

For the thirteen weeks ended August 1, 2015, we excluded 99,586 options from the computation of diluted weighted-average common shares and common share equivalents outstanding because of their anti-dilutive effect. For the thirteen weeks ended August 2, 2014, no options were excluded from the computation of diluted weighted-average common shares and common share equivalents outstanding because of their anti-dilutive effect.

7

We excluded 54,250 nonvested stock awards granted to certain employees from the computation of diluted weighted-average common shares and common share equivalents outstanding because they are subject to certain performance-based annual vesting conditions which had not been achieved by August 1, 2015. Assuming the performance-criteria had been achieved as of August 1, 2015, the incremental dilutive impact would have been 29,476 shares.

7. Stock Repurchase Activity

In November 2012, the Board of Directors (Board) authorized a Stock Repurchase Program (Program) of \$250.0 million to repurchase our common stock through January 29, 2016. The Program replaced an existing program (Former Program) and authorizes repurchases of our common stock in open market or negotiated transactions, with the amount and timing of repurchases dependent on market conditions and at the discretion of our management. In addition to the Program, we also acquire shares of our common stock from holders of restricted stock unit awards to satisfy tax withholding requirements due at vesting. Shares acquired from holders of restricted stock unit awards to satisfy tax withholding requirements do not reduce the Program authorization.

During the thirteen weeks ended August 1, 2015, we repurchased 601,455 shares of our common stock at a cost of \$27.9 million, including 325 shares acquired from holders of restricted stock unit awards to satisfy tax withholding requirements of \$15,000. During the twenty-six weeks ended August 1, 2015, we repurchased 796,219 shares of our common stock at a cost of \$37.4 million, including 42,877 shares acquired from holders of restricted stock unit awards to satisfy tax withholding requirements of \$2.1 million.

During the thirteen weeks ended August 2, 2014, we repurchased 423,263 shares of our common stock at a cost of \$22.5 million, including 1,763 shares acquired from holders of restricted stock unit awards to satisfy tax withholding requirements of \$0.1 million. During the twenty-six weeks ended August 2, 2014, we repurchased 700,706 shares of our common stock at a cost of \$37.8 million, including 81,206 shares acquired from holders of restricted stock unit awards to satisfy tax withholding requirements of \$4.6 million.

As of August 1, 2015, we had approximately \$138.0 million remaining under the Program for stock repurchases. Subsequent to August 1, 2015, we have repurchased 385,170 shares of our common stock at a cost of \$15.7 million through September 3, 2015.

8. Commitments and Contingencies

Lease Commitments.

We have entered into capital leases for certain property. At August 1, 2015, the total capital lease obligations were \$3.3 million, of which \$0.5 million was included in short-term capital lease obligations and \$2.8 million was included in other liabilities, net, on our unaudited condensed consolidated balance sheet. At January 31, 2015, the total capital lease obligations were \$3.5 million, of which \$0.4 million was included in short-term capital lease obligations and \$3.1 million was included in other liabilities, net, on our unaudited condensed consolidated balance sheet.

During the thirteen weeks ended August 1, 2015, we opened 16 stores and closed 3 stores increasing our lease commitments by a net of 13 retail stores. The stores we opened have initial lease termination dates between June 2020 and October 2025.

Annual Bonuses and Equity Incentive Awards.

Specified officers and corporate employees of our Company are eligible to receive annual bonuses, based on measures of Company operating performance. At August 1, 2015 and January 31, 2015, there was \$1.8 million and \$3.5 million, respectively, of annual bonus related expenses included in accrued payroll expenses on our unaudited

condensed consolidated balance sheets.

8

In addition, the Compensation Committee of the Board has placed performance criteria on awards of restricted stock units (PSUs) to our "named executive officers" as determined in accordance with Item 402(a) of Regulation S-K. The performance criteria are tied to performance targets with respect to future return on invested capital and earnings before interest and taxes over a specified period of time. These PSUs are expensed under the provisions of ASC Topic 718, Compensation – Stock Compensation, and are evaluated each quarter to determine the probability that the performance conditions set within will be met.

Legal Proceedings and Other Contingencies.

No material amounts were accrued at August 1, 2015 or January 31, 2015 pertaining to legal proceedings or other contingencies.

9. Income Taxes

Our effective tax rate is based on expected annual income, statutory tax rates and tax planning opportunities available in the various jurisdictions in which we operate. For interim financial reporting, we estimate the annual effective tax rate based on expected taxable income for the full year and record a quarterly income tax provision in accordance with the anticipated annual effective rate and adjust for discrete items. We update the estimates of the taxable income throughout the year as new information becomes available, including year-to-date financial results. This process often results in a change to our expected effective tax rate for the year. When this occurs, we adjust the income tax provision during the quarter in which the change in estimate occurs so that the year-to-date provision reflects the expected annual effective tax rate. Significant judgment is required in determining our effective tax rate and in evaluating our tax positions.

We apply the provisions of ASC Subtopic 740-10 in accounting for uncertainty in income taxes. In accordance with ASC Subtopic 740-10, we recognize a tax benefit associated with an uncertain tax position when, in our judgment, it is more likely than not that the position will be sustained upon examination by a taxing authority. For a tax position that meets the more-likely-than-not recognition threshold, we initially and subsequently measure the tax benefit as the largest amount that we judge to have a greater than 50% likelihood of being realized upon ultimate settlement with a taxing authority. Our liability associated with unrecognized tax benefits is adjusted periodically due to changing circumstances, such as the progress of tax audits, case law developments and new or emerging legislation. Such adjustments are recognized entirely in the period in which they are identified. Our effective tax rate includes the net impact of changes in the liability for unrecognized tax benefits and subsequent adjustments as considered appropriate by management.

At August 1, 2015, we had a liability of \$1.3 million associated with unrecognized tax benefits. We file income tax returns in the U.S. federal and various state jurisdictions. Generally, we are not subject to changes in income taxes by the U.S. federal taxing jurisdiction for years prior to Fiscal 2013 or by most state taxing jurisdictions for years prior to Fiscal 2012.

ITEM 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Important Notice Regarding Forward-Looking Statements

This document contains "forward-looking statements" as that term is used in the Private Securities Litigation Reform Act of 1995. Forward-looking statements address future events, developments and results. They include statements preceded by, followed by or including words such as "believe," "anticipate," "expect," "intend," "plan" or "estimate." For example, our forward-looking statements would include:

- our expectations concerning store locations, types and size;
- our expectations concerning capital expenditures;
- our assumptions as they relate to pending legal actions and other contingencies;
- our cash needs and capital expenditures, including our intentions and ability to fund our new stores and other future capital expenditures and working capital requirements;
- our ability and plans to renew or increase our revolving credit facilities;
- our estimates, assumptions and expectations as they relate to the preparation of our unaudited condensed consolidated financial statements including, without limitation, our estimates of economic and useful lives of depreciable assets and leases and our anticipated annual effective tax rate based on expected taxable income or changes in our liability for unrecognized tax benefits; and
- seasonality and the effect of inflation.

You should assume that the information appearing in this report is accurate only as of the date it was issued. Our business, financial condition, results of operations and prospects may have changed since that date. For a discussion of the risks, uncertainties and assumptions that could affect our future events, developments or results, you should carefully consider the risk factors described from time to time in our other documents and reports, including the factors described under "Risk Factors," "Business" and "Properties" in our Form 10-K for the fiscal year ended January 31, 2015 filed with the Securities and Exchange Commission on March 31, 2015. You should also read such information in conjunction with our unaudited condensed financial statements and related notes and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in this report.

Our forward-looking statements could be wrong in light of these risks, uncertainties and assumptions. The future events, developments or results described in this report could turn out to be materially different. We have no obligation to publicly update or revise our forward-looking statements after the date of this Quarterly Report and you should not expect us to do so. Investors should also be aware that while we do, from time to time, communicate with securities analysts and others, we do not, by policy, selectively disclose to them any material non-public information with any statement or report issued by any analyst regardless of the content of the statement or report. We do not, by policy, confirm forecasts or projections issued by others. Thus, to the extent that reports issued by securities analysts contain any projections, forecasts or opinions, such reports are not our responsibility.

Investor Access to Company Filings

We make available free of charge on our website, www.hibbett.com under the heading "Investor Relations," copies of our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and amendments to those reports filed or furnished pursuant to Section 13(a) or 15(d) of the Securities Exchange Act of 1934 (Securities Exchange Act) as well as all Forms 3, 4 and 5 filed by our executive officers and directors, as soon as the filings are made publicly available by the Securities and Exchange Commission on its EDGAR database at www.sec.gov. In addition to accessing copies of our reports online, you may request a copy of our Annual Report on Form 10-K for the fiscal year ended January 31, 2015, at no charge, by writing to: Investor Relations, Hibbett Sports, Inc., 2700 Milan Court, Birmingham, Alabama 35211.

General Overview

Hibbett Sports, Inc. operates sporting goods stores in small to mid-sized markets, predominantly in the South, Southwest, Mid-Atlantic and Midwest regions of the United States. We believe Hibbett Sports stores are typically the primary sporting goods retailer in smaller markets due to the extensive selection of premium brand name merchandise, availability of local merchandise, an emphasis on team sports and a high level of customer service. As of August 1, 2015, we operated a total of 1,014 retail stores in 32 states composed of 994 Hibbett Sports stores and 20 Sports Additions athletic shoe stores.

The Hibbett Sports store is our primary retail format and growth vehicle and is an approximately 5,000 square foot store located primarily in strip centers which are frequently influenced by a Wal-Mart store. Approximately 82% of our Hibbett Sports store base is located in strip centers, which include free-standing stores, while approximately 18% of our Hibbett Sports store base is located in enclosed malls. We expect to continue our store base growth in strip centers versus enclosed malls.

Our merchandising strategy is to provide a broad assortment of quality brand name footwear, apparel, accessories and athletic equipment at competitive prices in a full service environment. We believe that the breadth and depth of our brand name merchandise consistently exceeds the product selection carried by most of our competitors, particularly in our smaller markets. Many of these brand name products are highly technical and require expert sales assistance. We continuously educate our sales staff on new products and trends through coordinated efforts with our vendors.

We operate on a 52- or 53-week fiscal year ending on the Saturday nearest to January 31 of each year. The consolidated statement of operations for fiscal year ending January 30, 2016 and January 31, 2015 will include 52 weeks of operations. We became a public company in October 1996.

Comparable store sales data for the periods presented reflects sales for our traditional format Hibbett Sports and Sports Additions stores open throughout the period and the corresponding period of the prior fiscal year. If a store remodel, relocation or expansion results in the store being closed for a significant period of time, its sales are removed from the comparable store sales base until it has been open a full 12 months. During the thirteen weeks ended August 1, 2015, we included 919 stores in comparable store sales. During the twenty-six weeks ended August 1, 2015, we included 903 stores in comparable store sales.

Executive Summary

Net sales for the thirteen weeks ended August 1, 2015, increased 2.8% to \$199.3 million compared with \$193.9 million for the thirteen weeks ended August 2, 2014. Comparable store sales decreased 1.1%, resulting from a shift in the timing of tax-free holidays in ten states from July to August, and broad-based sales softness in the last two weeks of July. Gross profit was 32.7% of net sales for the thirteen weeks ended August 1, 2015, compared with 33.2% for the thirteen weeks ended August 1, 2014. The decline was partially due to markdowns taken early in the second quarter to liquidate excess inventory. Gross profit was also affected by store occupancy costs, as these expenses increased as a percentage of net sales due to lower comparable store sales.

Net sales for the twenty-six weeks ended August 1, 2015, increased 2.9% to \$469.1 million compared with \$455.8 million for the twenty-six weeks ended August 2, 2014. Comparable store sales decreased 1.0%, resulting primarily from the impact of weather-related store closure days in the first quarter, and a shift in the timing of tax-free holidays in ten states from July to August. Gross profit was 35.2% of net sales for the twenty-six weeks ended August 1, 2015, compared with 35.7% for the twenty-six weeks ended August 1, 2014. The decline was partially due to promotional activity and markdowns taken to liquidate excess inventory. Gross profit was also affected by store occupancy costs, as these expenses increased as a percentage of net sales due to lower comparable store sales.

During the second quarter of Fiscal 2016, we opened 16 new stores, expanded 4 high performing stores and closed 3 underperforming stores, bringing the store base to 1,014 in 32 states as of August 1, 2015. We ended the second quarter of Fiscal 2016 with \$85.3 million of available cash and cash equivalents on the unaudited condensed consolidated balance sheet and full availability under our credit facilities. We also acquired 601,455 shares of our common stock for a total expenditure of \$27.9 million during the thirteen weeks ended August 1, 2015.

Significant Accounting Estimates

The unaudited condensed consolidated financial statements are prepared in conformity with U.S. GAAP. The preparation of these unaudited condensed consolidated financial statements requires the use of estimates, judgments

and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the periods presented. Actual results could differ from those estimates and assumptions. Our significant accounting policies and estimates are described more fully in the Annual Report on Form 10-K for the fiscal year ended January 31, 2015, and filed on March 31, 2015. There have been no changes in our accounting policies in the current period that had a material impact on our unaudited condensed consolidated financial statements.

Recent Accounting Pronouncements

See Note 2 to the unaudited condensed consolidated financial statements included in this Form 10-Q for the period ended August 1, 2015, for information regarding recent accounting pronouncements.

Results of Operations

Summarized Unaudited Information

	Thirteen Weeks Ended		Twenty-Six Weeks Ended	
	August 1, 2015	August 2, 2014	August 1, 2015	August 2, 2014
Statements of Operations				
Net sales increase	2.8	% 4.1	% 2.9	% 6.9
Comparable store sales (decrease) increase	-1.1	% 0.1	% -1.0	% 2.4
Gross profit (as a % to net sales)	32.7	% 33.2	% 35.2	% 35.7
Store operating, selling and administrative expenses (as a % to net sales)	25.2	% 24.0	% 21.7	% 21.0
Depreciation and amortization (as a % to net sales)	2.2	% 2.1	% 1.8	% 1.7
Provision for income taxes (as a % to net sales)	1.8	% 2.7	% 4.3	% 4.9
Net income (as a % to net sales)	3.5	% 4.3	% 7.3	% 8.1
Earnings per diluted share	\$0.28	\$0.32	\$1.38	\$1.42
Weighted-average dilutive shares (in thousands)	24,710	25,806	24,889	25,968
Balance Sheets				
Ending cash and cash equivalents (in thousands)	\$85,302	\$81,447		
Average inventory per store	\$247,870	\$239,859		
Store Information				
Beginning of period	1,001	939	988	927
New stores opened	16	16	31	32
Stores closed	(3)	(5)	(5)	(9)
End of period	1,014	950	1,014	950
Stores expanded	4	1	7	5
Estimated square footage at end of period (in thousands)	5,799	5,459		
Share Repurchase Activity				
Shares purchased	601,455	423,263	796,219	700,706
Cost (in thousands)	\$27,938	\$22,515	\$37,402	\$37,833

Thirteen Weeks Ended August 1, 2015 Compared to Thirteen Weeks Ended August 2, 2014

Net sales. Net sales increased \$5.3 million, or 2.8%, to \$199.3 million for the thirteen weeks ended August 1, 2015 from \$193.9 million for the comparable period in the prior year. Furthermore:

- We opened 16 Hibbett Sports stores, expanded 4 high performing stores and closed 3 underperforming stores. New stores drove the increase in net sales, while comparable stores declined 1.1% resulting from a shift in the timing of tax-free holidays in ten states from July to August, and broad-based sales softness in the last two weeks of July.
- Footwear achieved positive results with strong sales in basketball and positive growth in lifestyle, casual and running. Cleats and equipment were negatively impacted by soccer and football. Soccer was negatively impacted by the comparison to last year's sales due to the World Cup, and football sales were weaker due to a later start to the season.
- We experienced continued softness in licensed products, a weaker trend in socks and declines in branded apparel.

Gross profit. Cost of goods sold includes the cost of inventory, wholesale and logistics expenses and store occupancy costs. Gross profit was \$65.2 million, or 32.7% of net sales, in the thirteen weeks ended August 1, 2015, compared with \$64.4 million, or 33.2% of net sales, in the same period of the prior fiscal year. Furthermore:

- Product margin decreased 17 basis points as a percentage of net sales primarily due to markdowns related to slow selling and aged inventory.
- Wholesale and logistics expenses were relatively flat compared to the same period of the prior fiscal year. An increase in salary expense of 12 basis points as a percentage of net sales was offset by a decrease in occupancy costs compared to the same period of the prior fiscal year.
- Store occupancy expense increased 35 basis points as a percentage of net sales mainly due to decreased leverage associated with lower comparable store sales.

Store operating, selling and administrative expenses. Store operating, selling and administrative expenses were \$50.2 million, or 25.2% of net sales, for the thirteen weeks ended August 1, 2015, compared to \$46.6 million, or 24.0% of net sales, for the comparable period a year ago. For the second quarter:

- Store labor costs increased 50 basis points as a percentage of net sales, and administrative salaries and benefits increased 21 basis points as a percentage of net sales due to decreased leverage associated with lower comparable store sales.
- Benefit costs increased 15 basis points as a percentage of net sales resulting from an increase in health care costs.
- Property taxes increased 11 basis points as a percentage of net sales due to decreased leverage associated with lower comparable store sales, and a tax credit received in the same period of the prior fiscal year.

Depreciation and amortization. Depreciation and amortization increased slightly to 2.2% of net sales for the thirteen weeks ended August 1, 2015 from 2.1% of net sales for the comparable period a year ago due to an increased number of new stores, and the capitalization of IT initiatives.

Provision for income taxes. The combined federal, state and local effective income tax rate as a percentage of pre-tax income was 34.0% and 38.6% for the thirteen weeks ended August 1, 2015 and August 2, 2014, respectively. The decrease in rate resulted primarily from a favorable adjustment in the thirteen weeks ended August 1, 2015, related to the filing of the January 31, 2015, federal and state income tax returns.

Edgar Filing: HIBBETT SPORTS INC - Form 10-Q

Twenty-Six Weeks Ended August 1, 2015 Compared to Twenty-Six Weeks Ended August 2, 2014