



**FY23 Q2  
GENESCO**  
Summary  
Results  
September 1, 2022



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# Safe Harbor Statement

**This presentation contains forward-looking statements**, including those regarding future sales, earnings, operating income, gross margins, expenses, capital expenditures, depreciation and amortization, tax rates, stores openings and closures, ESG progress and all other statements not addressing solely historical facts or present conditions. Forward-looking statements are usually identified by or are associated with such words as “intend,” “expect,” “believe,” “anticipate,” “optimistic” and similar terminology. Actual results could vary materially from the expectations reflected in these statements. A number of factors could cause differences. These include adjustments to projections reflected in forward-looking statements, including those resulting from the effects of COVID-19 on the Company’s business, including COVID-19 case spikes in locations in which the Company operates, additional stores closures due to COVID-19, weakness in store and shopping mall traffic, restrictions on operations imposed by government entities and/or landlords, changes in public safety and health requirements, and limitations on the Company’s ability to adequately staff and operate stores. Differences from expectations could also result from stores closures and effects on the business as a result of civil disturbances; the level and timing of promotional activity necessary to maintain inventories at appropriate levels; our ability to pass on price increases to our customers; the imposition of tariffs on product imported by the Company or its vendors as well as the ability and costs to move production of products in response to tariffs; the Company’s ability to obtain from suppliers products that are in-demand on a timely basis and effectively manage disruptions in product supply or distribution, including disruptions as a result of COVID-19 or geopolitical events; unfavorable trends in fuel costs, foreign exchange rates, foreign labor and material costs, and other factors affecting the cost of products; the effects of the British decision to exit the European Union, impacts of the Russia-Ukraine war, and other sources of market weakness in the U.K. and Republic of Ireland; the effectiveness of the Company's omnichannel initiatives; costs associated with changes in minimum wage and overtime requirements; wage pressure in the U.S. and the U.K.; weakness in the consumer economy and retail industry; competition and fashion trends in the Company's markets; risks related to the potential for terrorist events; risks related to public health and safety events; changes in buying patterns by significant wholesale customers; retained liabilities associated with divestitures of businesses including potential liabilities under leases as the prior tenant or as a guarantor; and changes in the timing of holidays or in the onset of seasonal weather affecting period-to-period sales comparisons. Additional factors that could cause differences from expectations include the ability to renew leases in existing stores and control or lower occupancy costs, and to conduct required remodeling or refurbishment on schedule and at expected expense levels; the Company’s ability to realize anticipated cost savings, including rent savings; the amount and timing of share repurchases; the Company’s ability to achieve expected digital gains and gain market share; deterioration in the performance of individual businesses or of the Company's market value relative to its book value, resulting in impairments of fixed assets, operating lease right of use assets or intangible assets or other adverse financial consequences and the timing and amount of such impairments or other consequences; unexpected changes to the market for the Company's shares or for the retail sector in general; our ability to meet our sustainability, stewardship, emission and diversity, equity and inclusion related ESG projections, goals and commitments; costs and reputational harm as a result of disruptions in the Company’s business or information technology systems either by security breaches and incidents or by potential problems associated with the implementation of new or upgraded systems; the Company’s ability to realize any anticipated tax benefits; and the cost and outcome of litigation, investigations and environmental matters involving the Company. Additional factors are cited in the "Risk Factors," "Legal Proceedings" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" sections of, and elsewhere in, the Company’s SEC filings, copies of which may be obtained from the SEC website, [www.sec.gov](http://www.sec.gov), or by contacting the investor relations department of Genesco via the Company’s website, [www.genesco.com](http://www.genesco.com). Many of the factors that will determine the outcome of the subject matter of this release are beyond Genesco's ability to control or predict. Genesco undertakes no obligation to release publicly the results of any revisions to these forward-looking statements that may be made to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. Forward-looking statements reflect the expectations of the Company at the time they are made. The Company disclaims any obligation to update such statements.



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# NON-GAAP

## Financial Measures



We report consolidated financial results in accordance with generally accepted accounting principles (“GAAP”). However, to supplement these consolidated financial results our presentation includes certain non-GAAP financial measures such as earnings and earnings per share and operating income. This supplemental information should not be considered in isolation as a substitute for related GAAP measures. We believe that disclosure of earnings and earnings per share from continuing operations and operating income adjusted for the items not reflected in the previously announced expectations will be meaningful to investors, especially in light of the impact of such items on the results. Reconciliations of the non-GAAP supplemental information to the comparable GAAP measures can be found in the Appendix.



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# Our Footwear Focused Vision & Strategy

## What We Aspire To Do

Create and curate leading footwear brands that represent style, innovation and self-expression; be the destination for our consumers' favorite fashion footwear

## How We Will Achieve Our Aspiration

Build enduring relationships with our target customers, grounded in unparalleled consumer and market insights

Excite and constantly exceed expectations by delivering distinctive experiences and products, using our deep direct-to-consumer expertise across digital and physical



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# Our Footwear Focused Vision & Strategy

## Strategic Initiatives/Pillars

Footwear focused strategy spans six strategic growth pillars aimed at accelerating Genesco's transformation and leveraging synergies to drive growth and sustainable profitability



### Retail Platform



**Journeys**

The destination for young adult and teen fashion footwear and partner of choice for leading global brands

Strong Strategic Positioning

#1 omnichannel retailer of teen fashion footwear

#1 omnichannel retailer of youth fashion footwear

### Branded Platform



**JOHNSTON & MURPHY**

Portfolio of leading owned and licensed brands

Deep brand heritage and reputation for quality product



LICENSED BRANDS

Deep brand heritage since 1853 for Levi's



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- The year ago period poses difficult comparisons as expected due to government stimulus-fueled consumer spending, especially for our Journeys business, as well as a number of one-time expense benefits related to pandemic relief.
- Revenue decreased 4% and adjusted operating income was down 53% from \$21.1 million to \$10.0 million. Excluding the impact of lower exchange rates, net sales decreased 1% for Q2FY23 compared to Q2FY22.
- Digital sales were down 11%, now representing 18% of total retail sales versus 19% in FY22; while wholesale sales increased over the same time.
- Gross margins as expected were down 160 bps versus last year, primarily due to more normalized markdowns in the Journeys business as FY22 had very little promotional activity and higher freight and logistics costs and difficult inventory reserve comparisons in the Johnston & Murphy business.
- Adjusted SG&A expense was up 30 bps versus FY22 driven in part by significant Covid rent credits and government relief in the prior year. Excluding the impact of the prior year credits, SG&A expense would have leveraged with lower performance-based compensation more than offsetting deleverage in selling salaries and marketing expenses.
- Adjusted EPS was \$0.59 compared to \$1.05 last year.
- We returned capital to shareholders during the quarter, repurchasing \$45 million of common stock, representing about 6% of shares outstanding.
- The \$288 million decrease in net cash over 12 months was driven primarily by replenishment of inventory totaling \$150 million and significant share repurchases totaling \$135 million.
- Sequential retail sales improvement compared to FY22 throughout the quarter and into August.



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- Compared with pre-pandemic Q2 FY20, revenue grew 10% despite having 82 fewer stores, and adjusted operating income was up 111%, from \$4.7 million to \$10.0 million.
- Digital sales grew more than 75% versus FY20, now representing 18% of total retail sales versus 10% in FY20; while wholesale sales increased more than 100% over the same time.
- Gross margins were down 110 bps reflecting a channel mix shift to more digital and wholesale sales as well as increased freight and logistics costs only partially offset by lower markdowns.
- Adjusted SG&A expense was down 200 bps versus Q2 FY20 as decreased occupancy expense and performance-based compensation expense offset increased marketing expenses.
- Adjusted EPS was \$0.59 compared to \$0.15 in Q2 FY20.
- Over the last three years, we have repurchased \$176 million of common stock at an average price of \$51.18, or 22% of our outstanding shares.



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# Q2 FY23

## Key Earnings Highlights

**\$535**

MILLION IN SALES  
-4% vs Q2 FY2022  
+10% vs. Q2 FY2020

**+76%**

GROWTH IN  
E-COMMERCE SALES  
vs. Q2 FY2020

Growth in  
GAAP OI +207%  
Non-GAAP OI +111%  
vs FY2020

**\$0.59** GAAP EPS  
vs. \$0.05 Q2 FY2020

**\$0.59** Non-GAAP EPS  
vs. \$0.15 Q2 FY2020

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# Q2 FY23

## Key Earnings Highlights

	Quarter 2 July 30, 2022	Quarter 2 July 31, 2021	Quarter 2 August 3, 2019
Total Sales Change	-4%	42%	0%
% Days Operating	100%	97%	NA
Comparable Sales <sup>(1)</sup>	-2%	NA	3%
Comparable Direct Sales	-3%	-23%	20%
Gross Margin %	47.5%	49.1%	48.6%
Selling and Admin. Expenses % <sup>(2)</sup>			
GAAP	45.8%	45.5%	47.6%
Non-GAAP	45.6%	45.3%	47.6%
Operating Income % <sup>(2)</sup>			
GAAP	1.7%	2.3%	0.6%
Non-GAAP	1.9%	3.8%	1.0%
Earnings per Diluted Share <sup>(2)</sup>			
GAAP	\$ 0.59	\$ 0.74	\$ 0.05
Non-GAAP	\$ 0.59	\$ 1.05	\$ 0.15

<sup>(1)</sup> As a result of store closures during Fiscal 2021 in response to the COVID-19 pandemic and the Company's policy of removing any store closed for seven consecutive days from comparable sales, the Company has not included comparable sales for the second quarter of Fiscal 2022, except for comparable direct sales, as it felt that overall sales was a more meaningful metric during that period.

<sup>(2)</sup> See GAAP to Non-GAAP adjustments in appendix.



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# 6mos FY23

## Key Earnings Highlights

	Six Months July 30, 2022	Six Months July 31, 2021	Six Months August 3, 2019
Total Sales Change	-3%	63%	1%
% Days Operating	100%	93%	NA
Comparable Direct Sales <sup>(1)</sup>	-16%	3%	17%
Gross Margin %	47.9%	48.5%	49.0%
Selling and Admin. Expenses % <sup>(2)</sup>			
GAAP	46.3%	45.0%	47.7%
Non-GAAP	46.0%	44.8%	47.7%
Operating Income % <sup>(2)</sup>			
GAAP	1.6%	2.6%	1.2%
Non-GAAP	1.8%	3.6%	1.3%
Earnings per Diluted Share <sup>(2)</sup>			
GAAP	\$ 0.96	\$ 1.35	\$ 0.43
Non-GAAP	\$ 1.03	\$ 1.84	\$ 0.49

<sup>(1)</sup> As a result of store closures in response to the COVID-19 pandemic and the Company's policy of removing any store closed for seven consecutive days from comparable sales, the Company has not included comparable sales, except for comparable direct sales, as it felt that overall sales was a more meaningful metric during these periods.

<sup>(2)</sup> See GAAP to Non-GAAP adjustments in appendix.



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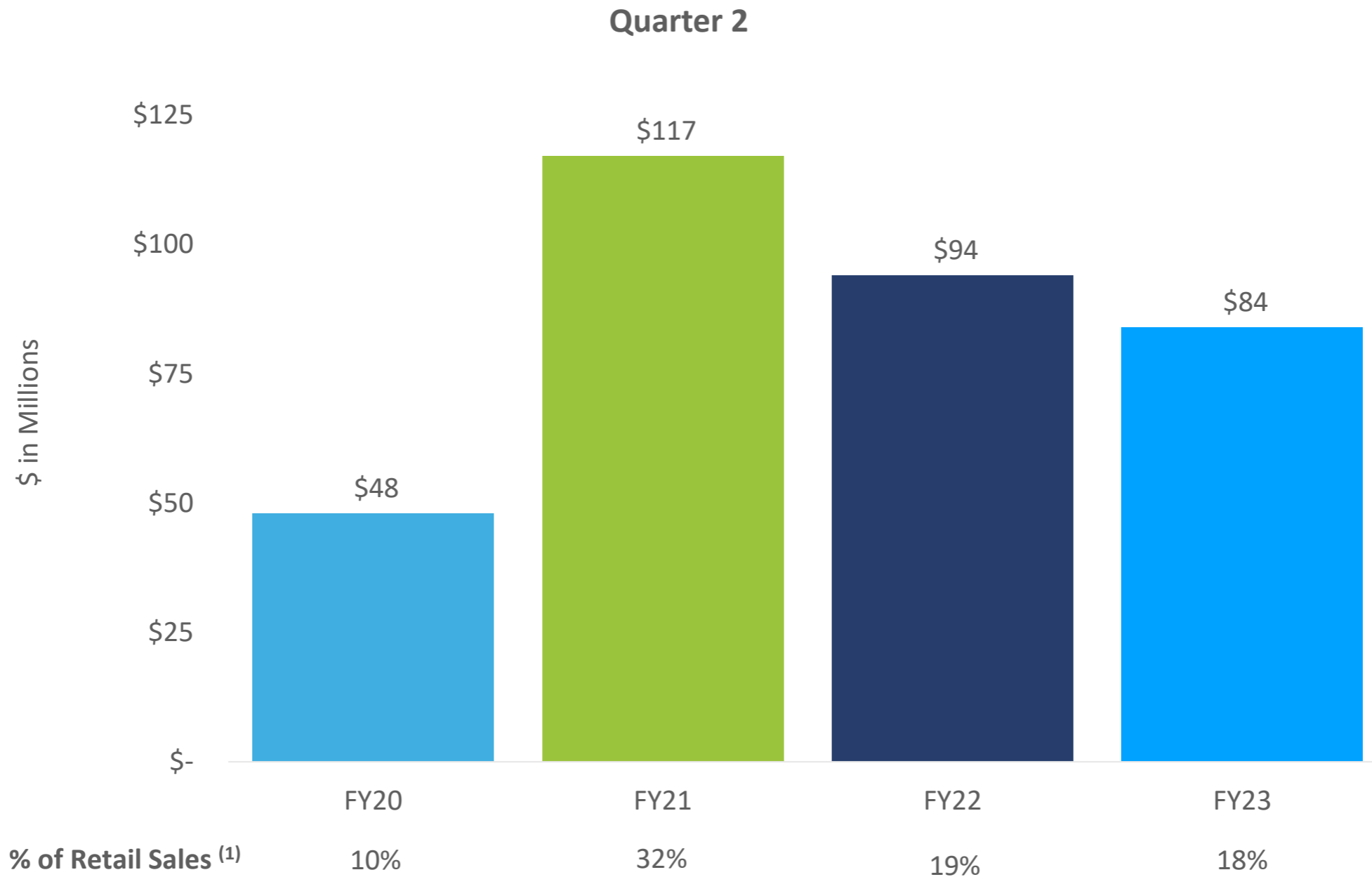


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<sup>(1)</sup> Retail sales represent combined store sales and e-commerce sales

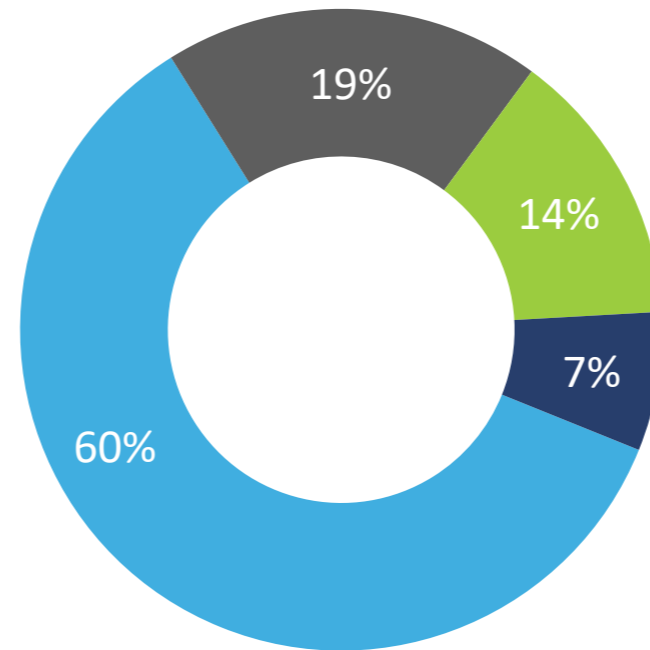


	Quarter 2		
	Total Sales Change		
	FY23 vs FY22	FY22 vs FY21	FY23 vs FY20
Journeys Group	-7%	25%	2%
Schuh Group	-4%	48%	10%
Johnston & Murphy Group	22%	154%	11%
Licensed Brands	-10%	122%	225%
<b>Total Sales Change</b>	<b>-4%</b>	<b>42%</b>	<b>10%</b>



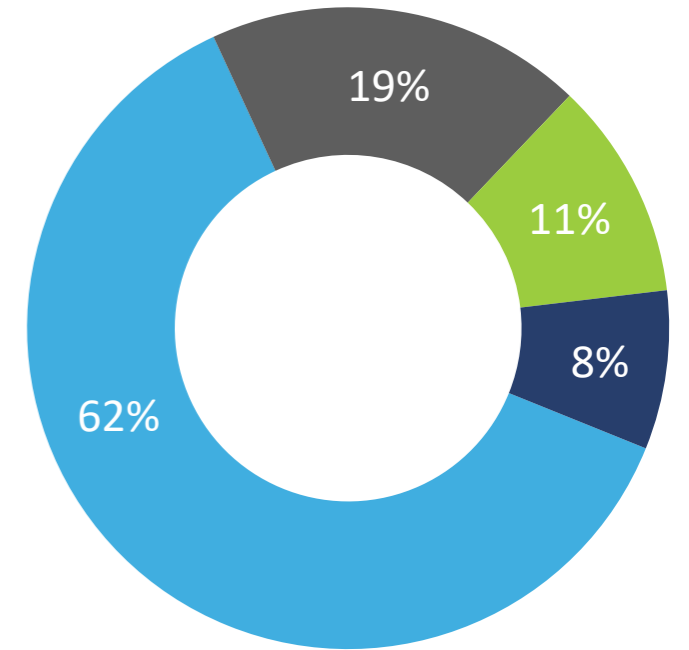
# Q2 FY23

## Sales by Segment

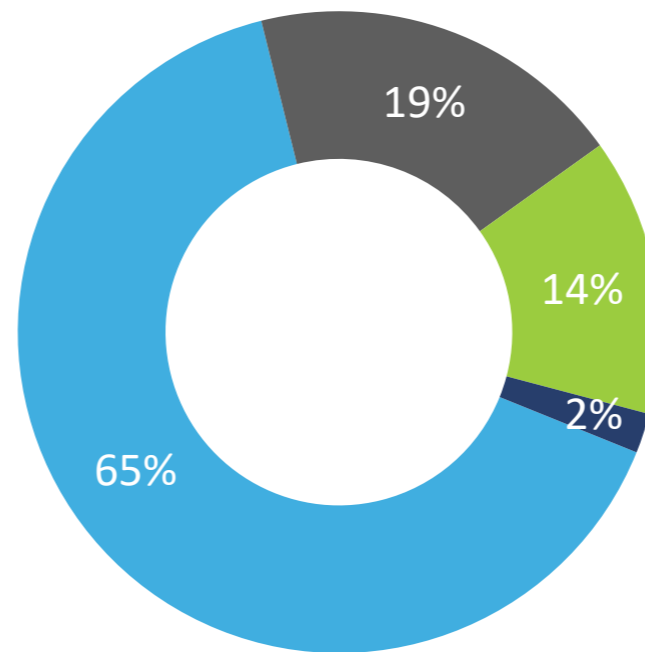


**FY23**  
**Net Sales**  
**\$535.3 Million**

- Journeys Group
- Schuh
- Johnston & Murphy Group
- Licensed Brands



**FY22**  
**Net Sales**  
**\$555.2 Million**

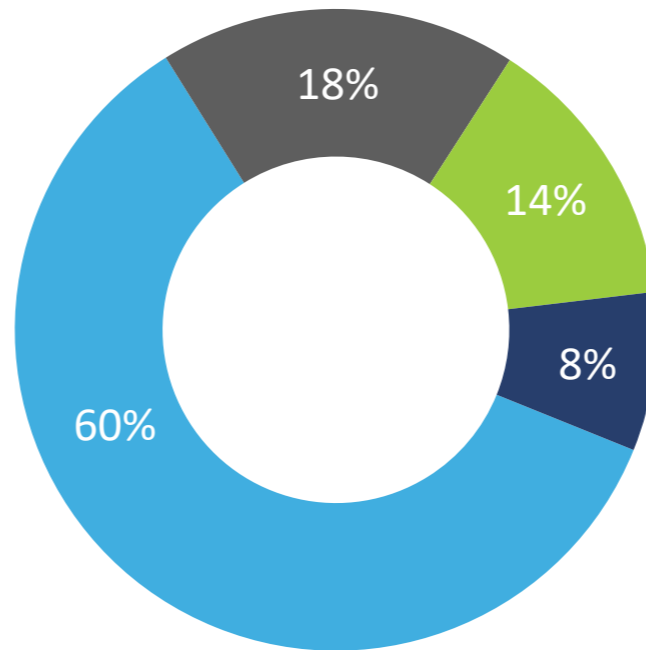


**FY20**  
**Net Sales**  
**\$486.6 Million**



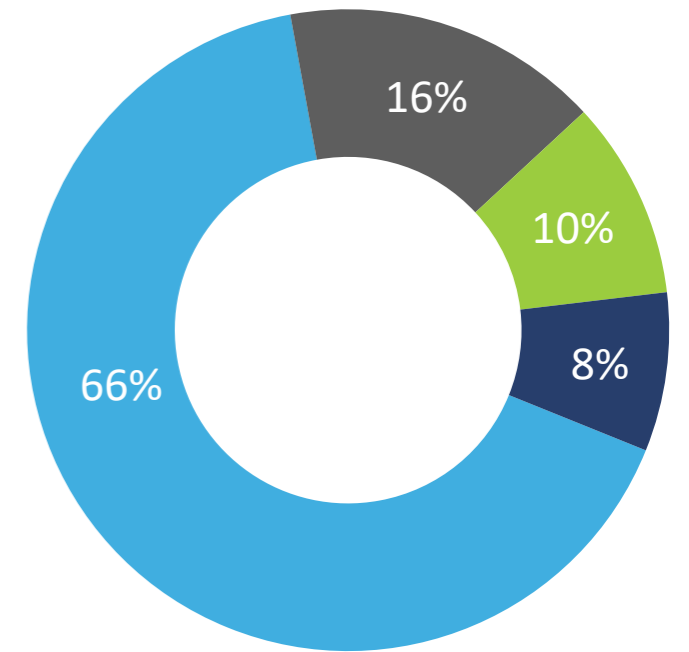
# 6mos FY23

## Sales by Segment

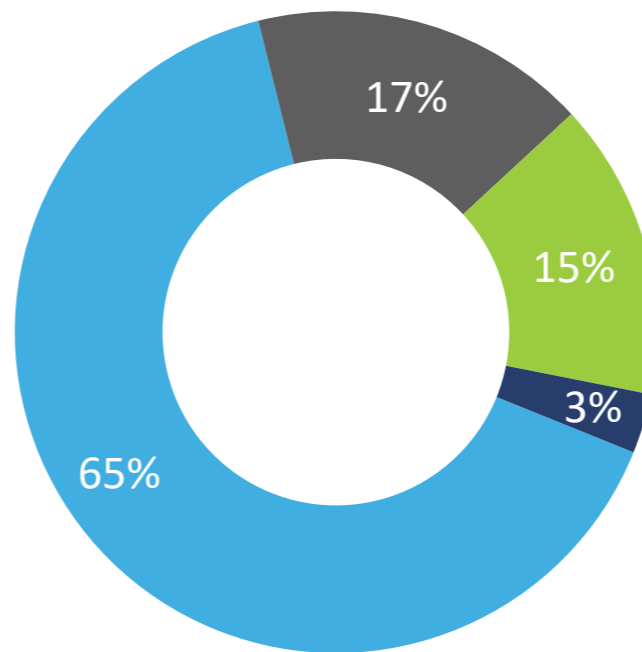


FY23  
Net Sales  
\$1.056 Billion

- Journeys Group
- Schuh
- Johnston & Murphy Group
- Licensed Brands



FY22  
Net Sales  
\$1.094 Billion



FY20  
Net Sales  
\$982.2 Million



(\$ in millions)	Quarter 2								
	July 30, 2022			July 31, 2021			August 3, 2019		
	Oper Inc (Loss)	Adjust	Adj Oper Inc (Loss)	Oper Inc (Loss)	Adjust	Adj Oper Inc (Loss)	Oper Inc (Loss)	Adjust	Adj Oper Inc (Loss)
Journeys Group	\$ 9.2	\$ -	\$ 9.2	\$ 30.4	\$ -	\$ 30.4	\$ 11.3	\$ -	\$ 11.3
Schuh Group	2.1	-	2.1	3.6	-	3.6	0.0	-	0.0
Johnston & Murphy Group	3.2	-	3.2	4.0	-	4.0	1.5	-	1.5
Licensed Brands	0.7	-	0.7	1.0	-	1.0	(0.3)	-	(0.3)
Corporate and Other	(6.1)	0.9	(5.2)	(26.0)	8.2	(17.8)	(9.7)	1.8	(7.9)
<b>Total Operating Income</b>	<b>\$ 9.1</b>	<b>\$ 0.9</b>	<b>\$ 10.0</b>	<b>\$ 12.9</b>	<b>\$ 8.2</b>	<b>\$ 21.1</b>	<b>\$ 3.0</b>	<b>\$ 1.8</b>	<b>\$ 4.7</b>
<b>% of sales</b>	<b>1.7%</b>		<b>1.9%</b>	<b>2.3%</b>		<b>3.8%</b>	<b>0.6%</b>		<b>1.0%</b>

<sup>(1)</sup> See GAAP to Non-GAAP adjustments in appendix.





# 6 mos FY23

## Adjusted Operating Income by Segment <sup>(1)</sup>

	Six Months								
	July 30, 2022			July 31, 2021			August 3, 2019		
	Oper Inc (Loss)	Adjust	Adj Oper Inc (Loss)	Oper Inc (Loss)	Adjust	Adj Oper Inc (Loss)	Oper Inc (Loss)	Adjust	Adj Oper Inc (Loss)
(\$ in millions)									
Journeys Group	\$ 24.2	\$ -	\$ 24.2	\$ 63.5	\$ -	\$ 63.5	\$ 30.3	\$ -	\$ 30.3
Schuh Group	(0.7)	-	(0.7)	(0.2)	-	(0.2)	(5.4)	-	(5.4)
Johnston & Murphy Group	3.8	-	3.8	0.8	-	0.8	6.6	-	6.6
Licensed Brands	4.5	-	4.5	3.6	-	3.6	0.2	-	0.2
Corporate and Other	(14.4)	2.1	(12.3)	(39.2)	11.5	(27.7)	(19.7)	1.0	(18.6)
<b>Total Operating Income</b>	<b>\$ 17.3</b>	<b>\$ 2.1</b>	<b>\$ 19.5</b>	<b>\$ 28.4</b>	<b>\$ 11.5</b>	<b>\$ 39.9</b>	<b>\$ 12.0</b>	<b>\$ 1.0</b>	<b>\$ 13.1</b>
<b>% of sales</b>	<b>1.6%</b>		<b>1.8%</b>	<b>2.6%</b>		<b>3.6%</b>	<b>1.2%</b>		<b>1.3%</b>

<sup>(1)</sup> See GAAP to Non-GAAP adjustments in appendix.



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# Q2 FY23

## Inventory/Sales Change by Segment



(\$ in millions)	Inventory		Sales <sup>(1)</sup>	
	Change from			
	July 31, 2021	August 3, 2019	Q2 FY22	Q2 FY20
Journeys Group	58%	17%	-7%	2%
Schuh Group <sup>(2)</sup>	10%	12%	9%	14%
Johnston & Murphy Group	95%	-6%	22%	11%
Licensed Brands	428%	98%	-10%	225%
<b>Total for Q2 FY23</b>	<b>\$ 507</b>		<b>\$ 535</b>	
<b>% Change Total GCO</b>	<b>55%</b>	<b>14%</b>	<b>-4%</b>	<b>10%</b>

<sup>(1)</sup> Rolling 3-month sales change.

<sup>(2)</sup> On a constant currency basis.



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# Q2 FY23

## Retail Stores Summary

	April 30, 2022	Open	Close	July 30, 2022
Journeys Group	1,130	3	2	<b>1,131</b>
Journeys stores (U.S.)	818	2	1	<b>819</b>
Journeys stores (Canada)	47	-	1	<b>46</b>
Journeys Kidz stores	229	1	-	<b>230</b>
Little Burgundy	36	-	-	<b>36</b>
Schuh Group	122	-	-	<b>122</b>
Johnston & Murphy Group	162	1	4	<b>159</b>
<b>Total Stores</b>	<b>1,414</b>	<b>4</b>	<b>6</b>	<b>1,412</b>



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# Q2 FY23

## Retail Square Footage



(in thousands)	July 31, 2021	Net Change	July 30, 2022	% Change
Journeys Group	2,273	(14)	2,259	-0.6%
Schuh Group	594	(16)	578	-2.7%
Johnston & Murphy Group	332	(24)	308	-7.2%
Total Square Footage	3,199	(54)	3,145	-1.7%

Year over year change in retail inventory per square foot

-2%

42%



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# FY23 Outlook<sup>(1)</sup>



Note: See earnings call transcript for important details regarding guidance assumptions.

Non-GAAP EPS	\$6.25 - \$7.00 per share, expectations near mid-point
Total Sales	3% decrease to flat
Gross Margin	60 to 80 basis points lower
SG&A Expenses	50 bps to 90 bps deleverage
Tax Rate	~ 26%
CapEx <sup>(2)</sup>	~ \$50 - \$55 million
Depreciation & Amortization	~ \$43 million
Avg Shares Outstanding	12.9 million <i>(assumes no further repurchases)</i>

#### Additional Q3 Commentary:

- Expect sales slightly below FY22
- Expect operating income close to FY20
- Expect higher EPS vs FY20 driven by share repurchases

<sup>(1)</sup> On a Non-GAAP basis

<sup>(2)</sup> Excludes projected spend for the new corporate headquarters building.



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# FY23

## Projected Retail Store Count



	Actual 2022	Proj Open	Proj Close	Proj 2023
Journeys Group	1,135	33	30	<b>1,138</b>
Journeys stores (U.S.)	822	27	25	<b>824</b>
Journeys stores (Canada)	47	1	1	<b>47</b>
Journeys Kidz stores	229	4	3	<b>230</b>
Little Burgundy	37	1	1	<b>37</b>
Schuh Group	123	5	7	<b>121</b>
Johnston & Murphy Group	167	3	10	<b>160</b>
<b>Total Stores</b>	<b>1,425</b>	<b>41</b>	<b>47</b>	<b>1,419</b>
Estimated change in square feet				<b>-1%</b>



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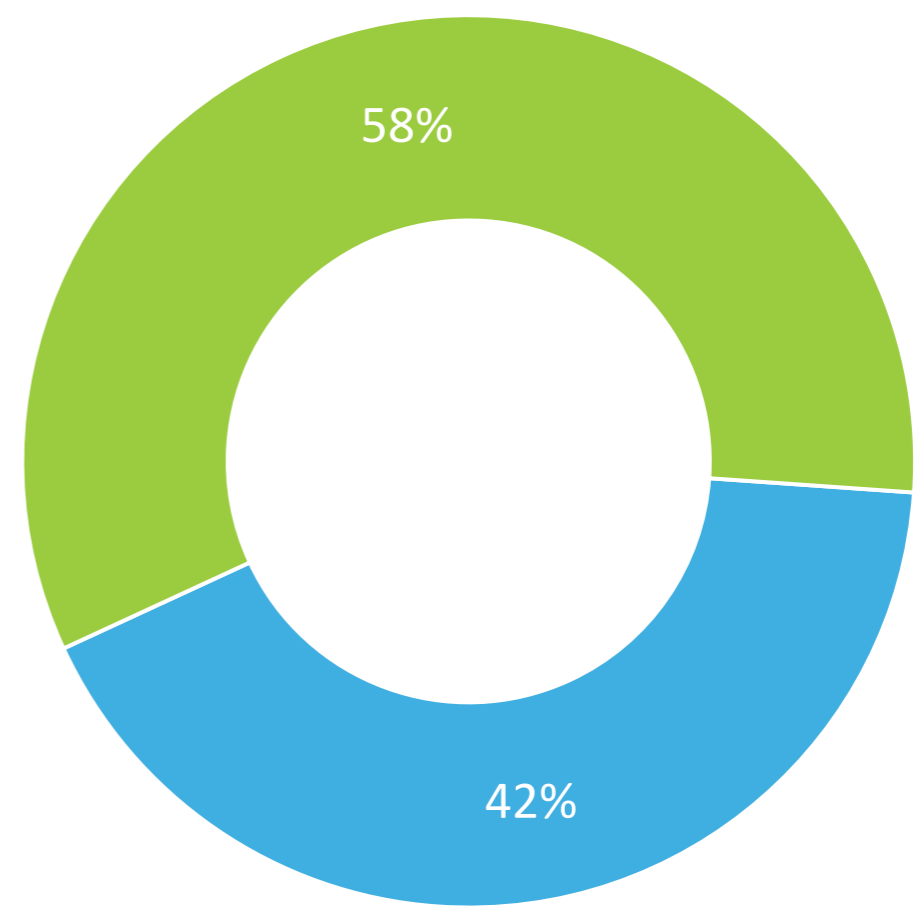
# FY23

## Projected Capital Spending



**Projected FY23 CapEx approx. \$50-\$55 Million<sup>(1)</sup>**

- Omni-channel, IT, DC & Other
- New Stores & Remodels



FY23

**Projected Depreciation & Amortization = \$43 Million**

<sup>(1)</sup> Excludes projected spend for the new corporate headquarters building. The projected capex for the new HQ in FY23 is approximately \$10 million.



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# Appendix





In Thousands (except per share amounts)	Quarter 2								
	July 30, 2022			July 31, 2021			August 3, 2019		
	Pretax	Net of Tax	Per Share Amounts	Pretax	Net of Tax	Per Share Amounts	Pretax	Net of Tax	Per Share Amounts
Earnings from continuing operations, as reported		\$ 7,651	\$ 0.59		\$ 10,874	\$ 0.74		\$ 793	\$0.05
Asset impairments and other adjustments:									
Asset impairment charges	\$ 129	98	0.01	\$ 1,410	1,200	0.08	\$ 731	451	0.03
Gain on pension termination	-	(7)	0.00	-	-	0.00	-	-	0.00
Fees related to shareholder activist	-	-	0.00	6,238	4,393	0.30	-	-	0.00
Expenses related to new HQ building	762	583	0.04	1,157	813	0.06	-	-	0.00
Insurance gain	-	-	0.00	(578)	(408)	(0.03)	-	-	0.00
Loss on lease terminations	-	-	0.00	-	-	0.00	1,044	717	0.04
Gain on Hurricane Maria	-	-	0.00	-	-	0.00	-	2	0.00
Total asset impairments and other adjustments	\$ 891	674	0.05	\$ 8,227	5,998	0.41	\$1,775	1,170	0.07
Income tax expense adjustments:									
Tax impact share based awards		(663)	(0.05)		(1,747)	(0.12)		(54)	0.00
Other tax items		4	0.00		196	0.02		547	0.03
Total income tax expense adjustments		(659)	(0.05)		(1,551)	(0.10)		493	0.03
Adjusted earnings from continuing operations <sup>(1) and (2)</sup>		\$ 7,666	\$ 0.59		\$ 15,321	\$1.05		\$ 2,456	\$0.15

<sup>(1)</sup> The adjusted tax rate for the second quarter of Fiscal 2023, 2022 and 2020 is 19.5%, 25.1% and 45.2%, respectively.

<sup>(2)</sup> EPS reflects 13.0 million, 14.6 million and 16.0 million share count for the second quarter of Fiscal 2023, 2022 and 2020, respectively, which includes common stock equivalents in all periods.



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In Thousands (except per share amounts)	Six Months								
	July 30, 2022			July 31, 2021			August 3, 2019		
	Pretax	Net of Tax	Per Share Amounts	Pretax	Net of Tax	Per Share Amounts	Pretax	Net of Tax	Per Share Amounts
Earnings from continuing operations, as reported		\$ 12,620	\$ 0.96		\$ 19,768	\$1.35		\$ 7,263	\$0.43
Asset impairments and other adjustments:									
Asset impairment charges	\$ 541	457	0.03	\$ 1,824	1,526	0.10	\$ 1,038	663	0.04
Gain on pension termination	(695)	(518)	(0.04)	-	-	0.00	-	-	0.00
Fees related to shareholder activist	-	-	0.00	8,494	5,993	0.41	-	-	0.00
Expenses related to new HQ building	2,288	1,705	0.13	1,754	1,237	0.09	-	-	0.00
Insurance gain	-	-	0.00	(578)	(408)	(0.03)	-	-	0.00
Loss on lease terminations	-	-	0.00	-	-	0.00	44	28	0.00
Gain on Hurricane Maria	-	-	0.00	-	-	0.00	(38)	(24)	0.00
Total asset impairments and other adjustments	\$ 2,134	1,644	0.12	\$ 11,494	8,348	0.57	\$ 1,044	667	0.04
Income tax expense adjustments:									
Tax impact share based awards		(663)	(0.05)		(1,747)	(0.12)		(54)	0.00
Other tax items		1	0.00		596	0.04		489	0.02
Total income tax expense adjustments		(662)	(0.05)		(1,151)	(0.08)		435	0.02
Adjusted earnings from continuing operations <sup>(1) and (2)</sup>		\$ 13,602	\$ 1.03		\$ 26,965	\$1.84		\$ 8,365	\$0.49

<sup>(1)</sup> The adjusted tax rate for the first six months of Fiscal 2023, 2022 and 2020 is 26.9%, 30.1% and 36.1%, respectively.

<sup>(2)</sup> EPS reflects 13.2 million, 14.7 million and 16.9 million share count for the first six months of Fiscal 2023, 2022 and 2020, respectively, which includes common stock equivalents in all periods.



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In Thousands	Quarter 2		
	July 30, 2022	July 31, 2021	August 3, 2019
Selling and administrative expenses, as reported	\$ 245,103	\$ 252,551	\$ 231,796
Expenses related to new HQ building	(762)	(1,157)	-
Total adjustments	(762)	(1,157)	-
Adjusted selling and administrative expenses	\$ 244,341	\$ 251,394	\$ 231,796
% of sales	45.6%	45.3%	47.6%



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In Thousands	Six Months		
	July 30, 2022	July 31, 2021	August 3, 2019
Selling and administrative expenses, as reported	\$ 488,584	\$ 492,016	\$ 468,351
Expenses related to new HQ building	(2,288)	(1,754)	-
Total adjustments	(2,288)	(1,754)	-
Adjusted selling and administrative expenses	\$ 486,296	\$ 490,262	\$ 468,351
% of sales	46.0%	44.8%	47.7%



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Summary  
Results  
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