[ ] Transition Report Pursuant To Section 13 or 15(d) of the Securities Exchange Act of 1934

Securities and Exchange Commission Washington, D.C. 20549 Commission File No. 1-3083

GENESCO INC.
A Tennessee Corporation
I.R.S. No. 62-0211340

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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 such shorter period that the registrant was required to file such reports with the
commission) and (2) has been subject to such filing requirements for the past 90 days.

Yes [X] No
Part 1 - Financial Information ..... 3
Consolidated Balance Sheet - July 29, 2000, January 29, 2000 and July 31, 1999 ..... 3
Consolidated Earnings - Three Months Ended and Six Months Ended July 29, 2000 and July 31, 1999 ..... 4
Consolidated Cash Flows - Three Months Ended and Six Months Ended July 29, 2000 and July 31, 1999 ..... 5
Consolidated Shareholders' Equity - Year Ended January 29, 2000 and Six Months Ended July 29, 2000 ..... 6
Notes to Consolidated Financial Statements ..... 7
Management's Discussion and Analysis of Financial Condition and Results of Operations ..... 21
Part II - Other Information ..... 34
Signature ..... 35

PART I - FINANCIAL INFORMATION
GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Consolidated Balance Sheet
In Thousands


The accompanying Notes are an integral part of these Consolidated Financial Statements.

GENESCO INC
AND CONSOLIDATED SUBSIDIARIES
Consolidated Earnings
In Thousands

|  | THREE MONTHS ENDED |  |  |  | SIX MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} \text { JULY 29, } \\ 2000 \end{array}$ |  | $\begin{array}{r} \text { JULY 31, } \\ 1999 \end{array}$ |  | $\begin{array}{r} \text { IULY 29, } \\ 2000 \end{array}$ |  | $\begin{array}{r} \text { IULY 31, } \\ 1999 \end{array}$ |
| Net sales | \$ | 142,743 | \$ | 121, 004 | \$ | 288,757 | \$ | 244,368 |
| Cost of sales |  | 74,278 |  | 64,786 |  | 152,616 |  | 131,086 |
| Selling and administrative expenses |  | 57,592 |  | 47,789 |  | 113,396 |  | 96,907 |
| Earnings from operations before interest |  | 10,873 |  | 8,429 |  | 22,745 |  | 16,375 |
| Interest expense |  | 2,093 |  | 2,041 |  | 4,194 |  | 4, 037 |
| Interest income |  | (261) |  | (580) |  | (680) |  | $(1,241)$ |
| Total interest expense, net |  | 1,832 |  | 1,461 |  | 3,514 |  | 2,796 |
| Earnings before income taxes and discontinued operations |  | 9,041 |  | 6,968 |  | 19,231 |  | 13,579 |
| Income taxes |  | 3,510 |  | 2,745 |  | 7,507 |  | 5,411 |
| Earnings before discontinued operations |  | 5,531 |  | 4,223 |  | 11,724 |  | 8,168 |
| Discontinued operations (net of tax): |  |  |  |  |  |  |  |  |
| Operating income (loss) |  | 6 |  | (47) |  | (226) |  | 75 |
| Provision for discontinued operations |  | $(2,975)$ |  | -0- |  | $(2,975)$ |  | -0- |
| NET EARNINGS | \$ | 2,562 | \$ | 4,176 | \$ | 8,523 | \$ | 8,243 |
| Basic earnings per common share: |  |  |  |  |  |  |  |  |
| Before discontinued operations | \$ | . 25 | \$ | . 18 | \$ | . 54 | \$ | . 35 |
| Discontinued operations | \$ | (.13) | \$ | . 00 | \$ | (.15) | \$ | . 00 |
| Net earnings | \$ | . 12 | \$ | . 18 | \$ | . 39 | \$ | . 35 |
| Diluted earnings per common share: |  |  |  |  |  |  |  |  |
| Before discontinued operations | \$ | . 24 | \$ | . 18 | \$ | . 50 | \$ | . 33 |
| Discontinued operations | \$ | (.11) | \$ | (.01) | \$ | (.12) | \$ | . 00 |
| Net earnings | \$ | . 13 | \$ | . 17 | \$ | . 38 | \$ | . 33 |

The accompanying Notes are an integral part of these Financial Statements.

|  | THREE MONTHS ENDED |  |  |  | SIX MONTHS ENDED |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} \text { ULY 29, } \\ 2000 \end{array}$ |  | $\begin{array}{r} \text { ULY 31, } \\ 1999 \end{array}$ |  | $\begin{array}{r} \text { ULY 29, } \\ 2000 \end{array}$ |  | $\begin{array}{r} \text { JLY 31, } \\ 1999 \end{array}$ |
| OPERATIONS: |  |  |  |  |  |  |  |  |
| Net earnings | \$ | 2,562 | \$ | 4,176 | \$ | 8,523 | \$ | 8,243 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |  |  |  |  |
| Depreciation |  | 3,138 |  | 2,438 |  | 6,177 |  | 4,878 |
| Deferred income taxes |  | -0- |  | 2,446 |  | -0- |  | 4,786 |
| Provision for losses on accounts receivable |  | 109 |  | 96 |  | 231 |  | 168 |
| Provision for discontinued operations |  | 4,854 |  | -0- |  | 4,854 |  | -0- |
| Other |  | 155 |  | 438 |  | 496 |  | 627 |
| Effect on cash of changes in working capital and other assets and liabilities: |  |  |  |  |  |  |  |  |
| Accounts receivable |  | (779) |  | 2,105 |  | $(5,928)$ |  | 2,422 |
| Inventories |  | $(28,635)$ |  | $(14,607)$ |  | $(31,973)$ |  | $(9,686)$ |
| Other current assets |  | (177) |  | (377) |  | (274) |  | 850 |
| Accounts payable and accrued liabilities |  | 23,002 |  | 17,005 |  | 18,686 |  | 3,411 |
| Other assets and liabilities |  | (119) |  | 80 |  | 286 |  | 503 |
| Net cash provided by operating activities |  | 4,110 |  | 13,800 |  | 1,078 |  | 16,202 |
| INVESTING ACTIVITIES: |  |  |  |  |  |  |  |  |
| Capital expenditures |  | $(10,279)$ |  | $(5,471)$ |  | $(19,229)$ |  | 10,216) |
| Proceeds from businesses divested and asset sales |  | 293 |  | 91 |  | 388 |  | 10,055 |
| Net cash used in investing activities |  | $(9,986)$ |  | $(5,380)$ |  | $(18,841)$ |  | (161) |
| FINANCING ACTIVITIES: |  |  |  |  |  |  |  |  |
| Stock repurchase |  | $(1,631)$ |  | $(15,525)$ |  | $(5,359)$ |  | (28,264) |
| Payments on capital leases |  | -0- |  | (1) |  | (1) |  | (1) |
| Dividends paid |  | (74) |  | (75) |  | (149) |  | (150) |
| Exercise of options and related income tax benefits |  | 638 |  | 549 |  | 3,687 |  | 2,710 |
| Net cash used in financing activities |  | $(1,067)$ |  | $(15,052)$ |  | $(1,822)$ |  | $(25,705)$ |
| Cash and short-term investments at |  |  |  |  |  |  |  |  |
| Cash and short-term investments at beginning of period |  | 45,218 |  | 55,711 |  | 57,860 |  | 58,743 |
| CASH AND SHORT-TERM INVESTMENTS AT END OF PERIOD |  | 38,275 |  | 49, 079 |  | 38,275 |  | 49,079 |
| SUPPLEMENTAL CASH FLOW INFORMATION: |  |  |  |  |  |  |  |  |
| Net cash paid for: |  |  |  |  |  |  |  |  |
| Interest | \$ | 496 | \$ | 438 | \$ | 3,878 | \$ | 3,598 |
| Income taxes |  | 6,726 |  | 1,577 |  | 7,411 |  | 1,652 |

The accompanying Notes are an integral part of these Financial Statements.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Consolidated Shareholders' Equity
In Thousands


The accompanying Notes are an integral part of these Consolidated Financial Statements.

## NOTE 1

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## INTERIM STATEMENTS

The consolidated financial statements contained in this report are unaudited but reflect all adjustments, consisting of only normal recurring adjustments, necessary for a fair presentation of the results for the interim periods of the fiscal year ending February 3, 2001 ("Fiscal 2001") and of the fiscal year ended January 29, 2000 ("Fiscal 2000"). The results of operations for any interim period are not necessarily indicative of results for the full year. The financial statements should be read in conjunction with the financial statements and notes thereto included in the annual report on Form $10-\mathrm{K}$.

## NATURE OF OPERATIONS

The Company's businesses include the manufacture or sourcing, marketing and distribution of footwear principally under the Johnston \& Murphy, Dockers and Nautica brands and the operation at July 29,2000 of 765 Jarman, Journeys, Johnston \& Murphy, Underground Station, Stone \& Co. and Nautica retail footwear stores and leased departments. The Company sold certain assets of its Volunteer Leather business on June 19, 2000 and has discontinued all Leather segment operations. (see Note 2).

## BASIS OF PRESENTATION

All subsidiaries are included in the consolidated financial statements. All significant intercompany transactions and accounts have been eliminated.

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## FINANCIAL STATEMENT RECLASSIFICATIONS

Certain reclassifications have been made to conform prior years' data to the current presentation.

CASH AND SHORT-TERM INVESTMENTS

Included in cash and short-term investments at January 29, 2000 and July 29, 2000, are short-term investments of $\$ 47.1$ million and $\$ 25.1$ million, respectively. Short-term investments are highly-liquid debt instruments having an original maturity of three months or less.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 1
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED

## INVENTORIES

Inventories of wholesaling and manufacturing companies are stated at the lower of cost or market, with cost determined principally by the first-in, first-out method. Retail inventories are determined by the retail method.

PLANT, EQUIPMENT AND CAPITAL LEASES

Plant, equipment and capital leases are recorded at cost and depreciated or amortized over the estimated useful life of related assets. Depreciation and amortization expense are computed principally by the straight-line method over estimated useful lives:

| Buildings and building equipment | $20-45$ years |
| :--- | :--- |
| Machinery, furniture and fixtures | $3-15$ years |

Leasehold improvements and properties under capital leases are amortized on the straight-line method over the shorter of their useful lives or their related lease terms.

## IMPAIRMENT OF LONG-TERM ASSETS

The Company periodically assesses the realizability of its long-lived assets and evaluates such assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Asset impairment is determined to exist if estimated future cash flows, undiscounted and without interest charges, are less than carrying amount.

## HEDGING CONTRACTS

In order to reduce exposure to foreign currency exchange rate fluctuations in connection with inventory purchase commitments, the Company enters into foreign currency forward exchange contracts for Italian Lira and Euro. Gains and losses from these transactions are included in the cost of the underlying purchases. At January 29, 2000 and July 29, 2000, the Company had approximately $\$ 30.1$ million and $\$ 26.6$ million, respectively, of such contracts outstanding. Forward exchange contracts have an average term of approximately three and a half months. The loss from spot rates at January 29, 2000 and July 29,2000 under these contracts was $\$ 2.5$ million and $\$ 1.7$ million, respectively. The Company monitors the credit quality of the major national and regional financial institutions with whom it enters into such contracts.

## POSTRETIREMENT BENEFITS

Substantially all full-time employees are covered by a defined benefit pension plan. The Company also provides certain former employees with limited medical and life insurance benefits. The Company funds at least the minimum amount required by the Employee Retirement Income Security Act.

## REVENUE RECOGNITION

Retail sales are recorded net of actual returns, and exclude all taxes, while wholesale revenue is recorded net of estimated returns when the related goods have been shipped and legal title has passed to the customer.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 1
SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, CONTINUED
PREOPENING COSTS
Costs associated with the opening of new stores are expensed as incurred.
ADVERTISING COSTS
Advertising costs are predominantly expensed as incurred. Advertising costs were $\$ 10.6$ million and $\$ 9.4$ million for the first six months of Fiscal 2001 and 2000, respectively.

## ENVIRONMENTAL COSTS

Environmental expenditures relating to current operations are expensed or capitalized as appropriate. Expenditures relating to an existing condition caused by past operations, and which do not contribute to current or future revenue generation, are expensed. Liabilities are recorded when environmental assessments and/or remedial efforts are probable and the costs can be reasonably estimated and are evaluated independently of any future claims for recovery. Generally, the timing of these accruals coincides with completion of a feasibility study or the Company's commitment to a formal plan of action. Costs of future expenditures for environmental remediation obligations are not discounted to their present value.

## INCOME TAXES

Deferred income taxes are provided for all temporary differences and tax credit carryforwards limited, in the case of deferred tax assets, to the amount the Company believes is more likely than not to be realized in the foreseeable future.

## EARNINGS PER COMMON SHARE

Basic earnings per share excludes dilution and is computed by dividing income available to common shareholders by the weighted average number of common shares outstanding for the period. Diluted earnings per share reflects the potential dilution that could occur if securities to issue common stock were exercised or converted to common stock. (see Note 8).

## COMPREHENSIVE INCOME

The Statement of Financial Accounting Standards (SFAS) 130, "Reporting Comprehensive Income" requires, among other things, the Company's minimum pension liability adjustment to be included in other comprehensive income.

BUSINESS SEGMENTS
The Statement of Financial Accounting Standards (SFAS) 131, "Disclosures about Segments of an Enterprise and Related Information" requires that companies disclose "operating segments" based on the way management disaggregates the company for making internal operating decisions. (see Notes 2 and 10).

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 2

## VOLUNTEER LEATHER DIVESTITURE

On May 22, 2000, the Company's board of directors approved a plan to sell its Volunteer Leather finishing business and liquidate its tanning business, to allow the Company to be more focused on the retailing and marketing of branded footwear.

Certain assets of the Volunteer Leather business were sold June 19, 2000. The plan resulted in a pretax charge to second quarter earnings of $\$ 4.9$ million ( $\$ 3.0$ million net of tax). Because Volunteer Leather constitutes the entire Leather segment of the Company's business, the charge to earnings is treated for financial reporting purposes as a provision for discontinued operations.

The provision for discontinued operations includes $\$ 1.3$ million in asset write-downs and $\$ 3.6$ million of other costs, of which $\$ 3.2$ million are expected to be incurred in the next twelve months. Other costs include primarily employee severance and facility shutdown costs. Other costs expected to be incurred beyond twelve months are classified as long-term liabilities in the consolidated balance sheet. The Volunteer Leather business employed approximately 160 people.

The operating results of the leather segment are shown below:

|  | THREE MONTHS ENDED |  | SIX MONTHS ENDED |  |
| :---: | :---: | :---: | :---: | :---: |
| IN THOUSANDS | $\begin{aligned} & \text { JULY 29, } \\ & 2000^{*} \end{aligned}$ | $\begin{array}{r} \text { JULY 31, } \\ 1999 \end{array}$ | $\begin{aligned} & \text { JULY 29, } \\ & \text { 2000** } \end{aligned}$ | $\begin{array}{r} \text { JULY 31, } \\ 1999 \end{array}$ |
| Net sales | \$1,550 | \$ 4,899 | \$ 6,545 | \$10,191 |
| Cost of sales and expenses | 1,542 | 4,976 | 6,917 | 10,068 |
| Pretax earnings (loss) | 8 | (77) | (372) | 123 |
| Income tax expense (benefit) | 2 | (30) | (146) | 48 |
| NET EARNINGS (LOSS) | \$ 6 | \$ (47) | \$ (226) | \$ 75 |

* Results for the month of May.
** Results for the four months ended May 2000.
Discontinued operations' sales subsequent to the decision to discontinue were \$0.8 million for Fiscal 2001.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 3
ACCOUNTS RECEIVABLE

| IN THOUSANDS |  | $\begin{array}{r} \text { JLY } 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { JANUARY } 29, \\ 2000 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: |
| Trade accounts receivable | \$ | 25,991 | \$ | 25,125 |
| Miscellaneous receivables |  | 1,418 |  | 1,679 |
| Total receivables |  | 27,409 |  | 26,804 |
| Allowance for bad debts |  | $(1,059)$ |  | (926) |
| Other allowances |  | $(2,393)$ |  | $(2,261)$ |
| NET ACCOUNTS RECEIVABLE | \$ | 23,957 | \$ | 23,617 |

The Company's footwear wholesaling business sells primarily to independent retailers and department stores across the United States. Receivables arising from these sales are not collateralized. Credit risk is affected by conditions or occurrences within the economy and the retail industry. The Company establishes an allowance for doubtful accounts based upon factors surrounding the credit risk of specific customers, historical trends and other information. One customer accounted for more than 13\% of the Company's trade receivables balance as of July 29, 2000 and no other customer accounted for more than $10 \%$ of the Company's trade receivables balance as of July 29, 2000.

NOTE 4
INVENTORIES

| IN THOUSANDS |  | $\begin{array}{r} \text { JULY 29, } \\ 2000 \end{array}$ | JANUARY 29, 2000 |  |
| :---: | :---: | :---: | :---: | :---: |
| Raw materials | \$ | 1,295 | \$ | 3,098 |
| Work in process |  | 643 |  | 2,146 |
| Finished goods |  | 26,897 |  | 31,513 |
| Retail merchandise |  | 111,727 |  | 73,058 |
| TOTAL INVENTORIES |  | 140,562 | \$ | 109,815 |

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements

## NOTE 5

CURRENT ASSETS OF DISCONTINUED OPERATIONS

| IN THOUSANDS | JULY 29, 2000 |
| :---: | :---: |
| Accounts Receivable, net of allowance of \$59 | \$5,358 |
| Inventory | 874 |
| TOTAL CURRENT ASSETS OF DISCONTINUED OPERATIONS | \$6,232 |

NOTE 6
PLANT, EQUIPMENT AND CAPITAL LEASES, NET

| IN THOUSANDS |  | $\begin{array}{r} \text { ULY 29, } \\ 2000 \end{array}$ | JANUARY 29,2000 |  |
| :---: | :---: | :---: | :---: | :---: |
| Plant and equipment: |  |  |  |  |
| Land | \$ | 301 | \$ | 302 |
| Buildings and building equipment |  | 1,128 |  | 2,726 |
| Machinery, furniture and fixtures |  | 49,399 |  | 50,345 |
| Construction in progress |  | 10, 942 |  | 7,116 |
| Improvements to leased property |  | 65,504 |  | 58,962 |
| Capital leases: |  |  |  |  |
| Buildings |  | 276 |  | 305 |
| Plant, equipment and capital leases, at cost |  | 127,550 |  | 119,756 |
| Accumulated depreciation and amortization: |  |  |  |  |
| Plant and equipment |  | $(47,665)$ |  | $(50,794)$ |
| Capital leases |  | (276) |  | (301) |
| NET PLANT, EQUIPMENT AND CAPITAL LEASES | \$ | 79,609 | \$ | 68,661 |

GENESCO INC
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements

NOTE 7
PROVISION FOR DISCONTINUED OPERATIONS AND RESTRUCTURING RESERVES
PROVISION FOR DISCONTINUED OPERATIONS

| IN THOUSANDS | EMPLOYEE RELATED COSTS* | FACILITY SHUTDOWN COSTS | OTHER |  | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance January 29, 2000 | \$ 8,181 | \$ -0- | \$-0- | \$ | 8,181 |
| Volunteer Leather provision | 1,063 | 2,082 | 426 |  | 3,571 |
| Charges and adjustments, net | $(1,145)$ | (57) | 190 |  | $(1,012)$ |
| Balance July 29, 2000 | 8,099 | 2,025 | 616 |  | 10,740 |
| Current portion | 3,041 | 1,636 | 616 |  | 5,293 |
| TOTAL NONCURRENT PROVISION FOR DISCONTINUED OPERATIONS | \$ 5,058 | \$ 389 | \$-0- | \$ | 5,447 |

* Includes $\$ 7.1$ million of apparel union pension withdrawal liability.

RESTRUCTURING RESERVES

| IN THOUSANDS |  |  |  | ITY <br> OWN <br> STS | OTHER |  | TOTAL |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance January 29, 2000 | \$ | 64 | \$ | 436 | \$ | 527 | \$ | 1,027 |
| Charges and adjustments, net |  | (40) |  | (63) |  | (54) |  | (157) |
| Balance July 29, 2000 |  | 24 |  | 373 |  | 473 |  | 870 |
| Current portion (included in accounts payable and accrued liabilities) |  | 24 |  | 284 |  | 473 |  | 781 |
| TOTAL NONCURRENT RESTRUCTURING RESERVES <br> (INCLUDED IN OTHER LONG-TERM LIABILITIES) |  | \$-0- | \$ | 89 |  | -0- | \$ | 89 |

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 8
EARNINGS PER SHARE

(1) The Company's Employees' Subordinated Convertible Preferred Stock is convertible one for one to the Company's common stock. Because there are no dividends paid on this stock, these shares are assumed to be converted.

The amount of the dividend on the convertible preferred stock per common share obtainable on conversion of the convertible preferred stock is higher than basic earnings per share for the period. Therefore, conversion of the convertible preferred stock is not reflected in diluted earnings per share, because it would have been antidilutive. The shares convertible to common stock for Series 1, 3 and 4 preferred stock would have been $30,779,40,605$ and 24,946 , respectively.

The weighted shares outstanding reflects the effect of the stock buy back program of up to 6.8 million shares announced by the Company in Fiscal 1999, 2000 and 2001. The Company has repurchased 6.2 million shares as of July 29, 2000.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 8
EARNINGS PER SHARE, CONTINUED

(1) The Company's Employees' Subordinated Convertible Preferred Stock is convertible one for one to the Company's common stock. Because there are no dividends paid on this stock, these shares are assumed to be converted.

The amount of the dividend on the convertible preferred stock per common share obtainable on conversion of the convertible preferred stock is higher than basic earnings per share for the period. Therefore, conversion of the convertible preferred stock is not reflected in diluted earnings per share, because it would have been antidilutive. The shares convertible to common stock for Series 1, 3 and 4 preferred stock would have been $30,779,40,605$ and 24,946 , respectively.

The weighted shares outstanding reflects the effect of the stock buy back program of up to 6.8 million shares announced by the Company in Fiscal 1999, 2000 and 2001. The Company has repurchased 6.2 million shares as of July 29 , 2000.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 9
LEGAL PROCEEDINGS

New York State Environmental Proceedings
The Company is a defendant in a civil action filed by the State of New York against the City of Gloversville, New York, and 33 other private defendants. The action arose out of the alleged disposal of certain hazardous material directly or indirectly into a municipal landfill and seeks recovery under a federal environmental statute and certain common law theories for the costs of investigating and performing remedial actions and damage to natural resources. The environmental authorities have selected a plan of remediation for the site with a total estimated cost of approximately $\$ 12.0$ million. The Company has filed an answer to the complaint denying liability and asserting numerous defenses. The Company, along with other defendants, and the State of New York are participating in non-binding mediation in an attempt to agree upon an allocation of the remediation costs. Because of uncertainties related to the ability or willingness of the other defendants to pay a portion of remediation costs, the availability of New York State funding to pay a portion of remediation costs and insurance coverage available to the various defendants, the applicability of joint and several liability and the basis for contribution claims among the defendants, management is unable to predict the outcome of the action. However, management does not presently expect the action to have a material effect on the Company's financial condition or results of operations.

The Company has received notice from the New York State Department of Environmental Conservation (the "Department") that it deems remedial action to be necessary with respect to certain contaminants in the vicinity of a knitting mill operated by a former subsidiary of the Company from 1965 to 1969, and that it considers the Company a potentially responsible party. In August 1997, the Department and the Company entered into a consent order whereby the Company assumed responsibility for conducting a remedial investigation and feasibility study ("RIFS") and implementing an interim remediation measure with regard to the site, without admitting liability or accepting responsibility for any future remediation of the site. In conjunction with the consent order, the Company entered into an agreement with the owner of the site providing for a release from liability for property damage and for necessary access to the site, for payments totaling $\$ 400,000$. The Company estimates that the cost of conducting the RIFS and implementing the interim remedial measure will be in the range of $\$ 2.2$ million to $\$ 2.6$ million. The Company believes that it has adequately reserved for the costs of conducting the RIFS and implementing the interim remedial measure contemplated by the consent order, but there is no assurance that the consent order will ultimately resolve the matter. The Company has not ascertained what responsibility, if any, it has for any contamination in connection with the facility or what other parties may be liable in that connection and is unable to predict whether its liability, if any, beyond that voluntarily assumed by the consent order will have a material effect on its financial condition or results of operations.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 9
LEGAL PROCEEDINGS, CONTINUED
Whitehall Environmental Sampling
Pursuant to a work plan approved by the Michigan Department of Environmental Quality ("MDEQ") the Company has performed sampling and analysis of soil, sediments, surface water, groundwater and waste management areas at the Company's Volunteer Leather Company facility in Whitehall, Michigan. On June 29, 1999, the Company submitted a remedial action plan (the "Plan") for the site to MDEQ. The Plan proposed no direct remedial action with respect to soils at the site, which are in compliance with applicable regulatory standards, or lake sediments, which the Company believes do not pose a threat to human health or the environment and do not violate any applicable regulatory standard. The Plan included the filing of certain restrictive covenants encumbering the tannery property to prevent activities disturbing the lake sediments and uses of the property inconsistent with the applicable regulatory standards. The Company, with the approval of MDEQ, previously installed horizontal wells to capture groundwater from a portion of the site and treat it by air sparging. The Plan proposed continued operation of this system for an indefinite period and monitoring of groundwater samples to ensure that the system is functioning as intended. The Plan is subject to MDEQ approval. In December 1999, MDEQ responded to the Plan with a request for further information.

On June 30, 1999, the City of Whitehall filed an action against the Company in the circuit court for the City of Muskegon alleging that the Company's and its predecessors' past wastewater management practices have adversely affected the environment, and seeking injunctive relief under Parts 17 and 201 of the Michigan Natural Resources Environmental Protection Act ("MNREPA") to require the Company to correct the alleged pollution. Further, the City alleges violations of City ordinances prohibiting blight and litter, and that the Whitehall Volunteer Leather plant constitutes a public nuisance. The Company filed an answer denying the material allegations of the complaint and asserting affirmative defenses and counterclaims against the City. The Company also moved to join the State of Michigan as a party to the action, since it has primary responsibility for administration of the environmental statutes underlying most of the City's claims. The State moved to dismiss the Company's action against it and to intervene in the case on a limited basis, seeking declaratory and injunctive relief regarding the restrictive covenants on the property, the State's jurisdiction under MNREPA Part 201 and its right of access to the property. On May 5, 2000, the court dismissed the Company's action against the State; the cross actions between the City and the Company remain.

In connection with its decision during the second quarter of Fiscal 2001 to exit the leather business and to shut down the Whitehall facility, the company formally proposed a compromise remediation plan (the "Compromise Proposal"), including limited sediment removal and additional upland remediation to bring the property into compliance with regulatory standards for non-industrial uses. The Company estimated that the Compromise Proposal would include incremental costs of approximately $\$ 2.2$ million, which were fully provided for during the quarter.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 9
LEGAL PROCEEDINGS, CONTINUED
If the Compromise Proposal is approved and the litigation's outcome does not require additional remediation of the site, the Company does not expect remediation to have a material impact on its financial condition or results of operations. However, there can be no assurance that the Compromise Proposal will be approved, and the Company is unable to predict whether any further remediation that may ultimately be required will have a material effect on its financial condition or results of operations.

Whitehall Accident
On June 4, 1999, a truck driver working under contact with a carrier for a chemical vendor died after inhaling a toxic vapor produced when he deposited a chemical compound that he was delivering to the Company's Whitehall, Michigan leather tannery into a tank containing another chemical solution. Regulatory authorities, including the National Transportation Safety Board and the Michigan Occupational Safety and Health Administration, investigated the incident. The Michigan agency issued six citations alleging regulatory infractions identified in the course of a general compliance review following the accident. Proposed monetary penalties associated with the citations total $\$ 15,100$. The Company is contesting the citations. On March 14, 2000, the estate of the deceased truck driver brought an action against the Company in Michigan state court alleging that the Company's negligent acts and omissions caused his death and seeking unspecified damages. The Company is currently unable to predict the extent of its liability, if any, in connection with the accident and how liability, if found, would be allocated among other potential defendants, including the chemical vendor and the common carrier, and whether such liability, if any, would have a material effect on its financial condition or results of operations. The Company's insurance carrier is defending the Company in the action, subject to a standard reservation of rights to deny coverage.

## Threatened Contribution Claim

The Company has been advised by the current owner of an adhesives manufacturing business formerly owned by the Company that the owner has been named a third-party defendant in a suit brought under CERCLA relating to an Alabama solvent recycling facility allegedly used by the business. According to the owner, it would in turn seek contribution from the Company against any portion of its liability arising out of the Company's operation of the business prior to its 1986 divestiture. The current owner has advised the Company that available information on volumes of contaminants at the site indicates that the entire share of liability related to the adhesives business is de minimis, not likely to exceed $\$ 50,000$. Based on information concerning its relative contribution of wastes to the site the Company has agreed to accept $17 \%$ of up to $\$ 50,000$ in liability imposed on the adhesives business and the current owner and one other former owner have agreed to accept the balance of such liability up to $\$ 50,000$. The Company does not expect this threatened claim to have a material adverse effect on its financial condition or results of operations.

## GENESCO INC

AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 10
BUSINESS SEGMENT INFORMATION
The Company currently operates four reportable business segments (not including corporate): Journeys; Jarman, comprised of the Jarman, Underground Station and Stone \& Co. retail footwear chains; Johnston \& Murphy, comprised of Johnston \& Murphy retail stores and wholesale distribution; and Licensed Brands, comprised of Dockers and Nautica Footwear. The Company operated in Fiscal 2000 the Other Retail segment, comprised of General Shoe Warehouse and the Jarman Leased departments, both of which were closed in Fiscal 2000. All the Company's segments sell footwear products at either retail or wholesale. The Company also operated the Leather segment in Fiscal 2000 and some of Fiscal 2001. The Company sold certain assets of its Volunteer Leather business June 19, 2000 and has discontinued all Leather segment operations.

The accounting policies of the segments are the same as those described in the summary of significant accounting policies.

The Company's reportable segments are based on the way management organizes the segments in order to make operating decisions and assess performance along types of products sold. Journeys and Jarman sells primarily branded products from other companies while Johnston \& Murphy and Licensed Brands sells primarily the Company's owned and licensed brands.

Corporate assets include cash, deferred income taxes, prepaid pension cost and deferred note expense. The Company does not allocate certain costs to each segment in order to make decisions and assess performance. These costs include corporate overhead, interest expense, interest income, and other charges. Other includes severance, litigation and environmental charges.

| THREE MONTHS ENDED |  |  | JOHNSTON | LICENSED | LEATHER | CORPORATE | CONSOLIDATED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| JULY 29, 2000 | JOURNEYS | JARMAN | \& MURPHY | BRANDS |  |  |  |
| Sales | \$ 59,726 | \$20,498 | \$44,169 | \$ 19, 216 | \$ -0- | \$ -0- | \$ 143,609 |
| Intercompany sales | -0- | -0- | 20 | (886) | -0- | -0- | (866) |
| NET SALES TO EXTERNAL CUSTOMERS | 59,726 | 20,498 | 44,189 | 18,330 | -0- | -0- | 142,743 |
| Operating income (loss) | 6,569 | 450 | 5,632 | 974 | -0- | $(2,752)$ | 10,873 |
| Interest expense | -0- | -0- | -0- | -0- | -0- | 2,093 | 2,093 |
| Interest income | -0- | -0- | -0- | -0- | -0- | 261 | 261 |
| EARNINGS BEFORE INCOME TAXES AND DISCONTINUED OPERATIONS | 6,569 | 450 | 5,632 | 974 | -0- | $(4,584)$ | 9,041 |
| Total assets | 101,113 | 37,319 | 68,792 | 24,667 | 6,901 | 91,385 | 330,177 |
| Depreciation | 1,199 | 518 | 652 | 28 | 91 | 650 | 3,138 |
| Capital expenditures | 5,217 | 2,764 | 1,291 | 19 | -0- | 988 | 10,279 |

GENESCO INC
AND CONSOLIDATED SUBSIDIARIES
Notes to Consolidated Financial Statements
NOTE 10
BUSINESS SEGMENT INFORMATION, CONTINUED

| THREE MONTHS ENDED JULY 31, 1999 |  | JARMAN | OTHER RETAIL | JOHNSTON <br> \& MURPHY | LICENSED BRANDS | LEATHER CORPORATE |  | CONSOLIDATED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | JOURNEYS | JARMAN |  |  |  |  |  |  |
| Sales | \$ 44,937 | \$ 18,168 | \$ 2,170 | \$ 37, 865 | \$ 19,070 | \$ -0- | \$ -0- | \$ 122,210 |
| Intercompany sales | -0- | -0- | -0- | (148) | $(1,058)$ | -0- | -0- | $(1,206)$ |
| NET SALES TO EXTERNAL CUSTOMERS | 44,937 | 18,168 | 2,170 | 37,717 | 18, 012 | -0- | -0- | 121, 004 |
| Operating income (loss) | 5,888 | (288) | 143 | 4,721 | 885 | -0- | $(2,920)$ | 8,429 |
| Interest expense | -0- | -0- | -0- | -0- | -0- | -0- | 2,041 | 2,041 |
| Interest income | -0- | -0- | -0- | -0- | -0- | -0- | 580 | 580 |
| EARNINGS BEFORE INCOME TAXES |  |  |  |  |  |  |  |  |
| AND DISCONTINUED OPERATIONS | 5,888 | (288) | 143 | 4,721 | 885 | -0- | $(4,381)$ | 6,968 |
| Total assets | 71,389 | 25,774 | 3, 047 | 57,957 | 26,295 | 8,150 | 99,967 | 292,579 |
| Depreciation | 771 | 393 | 26 | 671 | 59 | 114 | 404 | 2,438 |
| Capital expenditures | 3,138 | 406 | 5 | 1,010 | 1 | 11 | 900 | 5,471 |


| SIX MONTHS ENDED |  |  | JOHNSTON <br> \& MURPHY | LICENSED BRANDS | LEATHER CORPORATE |  | CONSOLIDATED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| JULY 29, 2000 | JOURNEYS | JARMAN |  |  |  |  |  |
| Sales | \$117, 743 | \$ 41,518 | \$ 88,486 | \$ 42,525 | \$ -0- | \$ -0- | \$ 290, 272 |
| Intercompany sales | -0- | -0- | (211) | $(1,304)$ | -0- | -0- | $(1,515)$ |
| NET SALES TO EXTERNAL CUSTOMERS | 117,743 | 41,518 | 88,275 | 41,221 | -0- | -0- | 288,757 |
| Operating income (loss) | 13,081 | 1,193 | 11,305 | 2,607 | -0- | $(5,271)$ | 22,915 |
| Interest expense | -0- | -0- | -0- | -0- | -0- | 4,194 | 4,194 |
| Interest income | -0- | -0- | -0- | -0- | -0- | 680 | 680 |
| Other | -0- | -0- | -0- | -0- | -0- | (170) | (170) |
| EARNINGS BEFORE INCOME TAXES AND DISCONTINUED OPERATIONS | 13,081 | 1,193 | 11,305 | 2,607 | -0- | $(8,955)$ | 19,231 |
| Total assets | 101,113 | 37,319 | 68,792 | 24,667 | 6,901 | 91,385 | 330,177 |
| Depreciation | 2,294 | 987 | 1,344 | 59 | 201 | 1,292 | 6,177 |
| Capital expenditures | 9,347 | 5,257 | 2,889 | 36 | -0- | 1,700 | 19,229 |


| SIX MONTHS ENDED |  |  | OTHERRETAIL | JOHNSTON <br> \& MURPHY | LICENSED BRANDS | LEATHER | CORPORATE | CONSOLIDATED |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| JULY 31, 1999 | JOURNEYS | JARMAN |  |  |  |  |  |  |
| Sales | \$ 84,387 | \$ 36,742 | \$ 5,399 | \$ 78,194 | \$ 42,301 | \$ -0- | \$ -0- | \$ 247, 023 |
| Intercompany sales | -0- | -0- | -0- | (156) | $(2,499)$ | -0- | -0- | $(2,655)$ |
| NET SALES TO EXTERNAL CUSTOMERS | 84,387 | 36,742 | 5,399 | 78,038 | 39,802 | -0- | -0- | 244,368 |
| Operating income (loss) | 9,576 | (261) | (51) | 10,011 | 2,420 | -0- | $(5,193)$ | 16,502 |
| Interest expense | -0- | -0- | -0- | -0- | -0- | -0- | 4, 037 | 4, 037 |
| Interest income | -0- | -0- | -0- | -0- | -0- | -0- | 1,241 | 1,241 |
| Other | -0- | -0- | -0- | -0- | -0- | -0- | (127) | (127) |
| EARNINGS BEFORE INCOME TAXES AND DISCONTINUED OPERATIONS | 9,576 | (261) | (51) | 10,011 | 2,420 | -0- | $(8,116)$ | 13,579 |
| Total assets | 71,389 | 25,774 | 3,047 | 57,957 | 26,295 | 8,150 | 99,967 | 292,579 |
| Depreciation | 1,508 | 824 | 87 | 1,332 | 116 | 229 | 782 | 4,878 |
| Capital expenditures | 5,956 | 340 | 100 | 2,108 | 23 | 20 | 1,669 | 10,216 |

This discussion and the notes to the Consolidated Financial Statements include certain forward-looking statements. Actual results could differ materially from those reflected by the forward-looking statements in this discussion and a number of factors may adversely affect future results, liquidity and capital resources. These factors include changes in consumer demand or tastes that affect sales at retail or wholesale, changes in buying patterns by significant wholesale customers, disruptions in product supply, changes in business strategies by the Company's competitors, the Company's ability to open, staff and support additional retail stores on schedule and at acceptable expense levels and the outcome of litigation and environmental matters and the adequacy of related reserves, including those discussed in Note 9 to the Consolidated Financial Statements. Although the Company believes it has an appropriate business strategy and the resources necessary for its operations, future revenue and margin trends cannot be reliably predicted and the Company may alter its business strategies to address changing conditions.

## SIGNIFICANT DEVELOPMENTS

## Volunteer Leather Divestiture

n May 22, 2000, the Company's board of directors approved a plan to sell its Volunteer Leather finishing business and liquidate its tanning business, to allow the company to be more focused on the retailing and marketing of branded footwear.

Certain assets of the Volunteer Leather business were sold June 19, 2000. The plan resulted in a pretax charge to second quarter earnings of $\$ 4.9$ million ( $\$ 3.0$ million net of tax). Because Volunteer Leather constitutes the entire eather segment of the Company's business, the charge to earnings is treated for financial reporting purposes as a provision for discontinued operations.

The provision for discontinued operations includes $\$ 1.3$ million in asset write-downs and $\$ 3.6$ million of other costs, of which $\$ 3.2$ million are expected to be incurred in the next twelve months. Other costs include primarily employee severance and facility shutdown costs. Other costs expected to be incurred beyond twelve months are classified as long-term liabilities in the consolidated balance sheet. The Volunteer Leather business employed approximately 160 people.

Share Repurchase Program
In total, the Company's board of directors has authorized the repurchase of 6.8 million shares of the Company's common stock since the third quarter of Fiscal 1999. This total includes the authorization in February of 2000 of an additional 1.0 million shares. The purchases may be made on the open market or in privately negotiated transactions. As of July 29, 2000, the Company had repurchased 6.2 million shares at a cost of $\$ 57.1$ million from all authorizations.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Business Segments
The Company currently operates four reportable business segments (not including corporate): Journeys; Jarman, comprised of the Jarman, Underground Station and Stone \& Co. retail footwear chains; Johnston \& Murphy, comprised of Johnston \& Murphy retail stores and wholesale distribution; and Licensed Brands, comprised of Dockers and Nautica Footwear. The Company operated in Fiscal 2000 the Other Retail segment, comprised of General Shoe Warehouse and the Jarman Leased departments, both of which were closed in Fiscal 2000. The Company also operated the Leather segment in Fiscal 2000 and some of Fiscal 2001. The Company sold certain assets of its Volunteer Leather business June 19, 2000 and has discontinued all Leather segment operations.

RESULTS OF OPERATIONS - SECOND QUARTER FISCAL 2001 COMPARED TO FISCAL 2000
The Company's net sales in the second quarter ended July 29, 2000 increased $18.0 \%$ to $\$ 142.7$ million from $\$ 121.0$ million in the second quarter ended July 31, 1999. Excluding net sales attributable to the divested Other Retail business from last year, the Company's net sales increased $20.1 \%$ to $\$ 142.7$ million in the second quarter ended July 29, 2000 from $\$ 118.8$ million in the same period last year. Gross margin increased $21.8 \%$ to $\$ 68.5$ million in the second quarter this year from $\$ 56.2$ million in the same period last year and increased as a percentage of net sales from $46.5 \%$ to $48.0 \%$. Selling and administrative expenses in the second quarter this year increased $20.5 \%$ from the second quarter last year and increased as a percentage of net sales from $39.5 \%$ to $40.3 \%$. Selling and administrative expenses were reduced $\$ 0.3$ million in the second quarter this year for a reduction in pension expense. Explanations of the changes in results of operations are provided by business segment in discussions following this introductory paragraph.

Pretax earnings for the second quarter ended July 29, 2000 were $\$ 9.0$ million compared to $\$ 7.0$ million for the second quarter ended July 31, 1999.

Net earnings for the second quarter ended July 29, 2000 were $\$ 2.6$ million (\$.13 diluted earnings per share) compared to $\$ 4.2$ million ( $\$ .17$ diluted earnings per share) for the second quarter ended July 31, 1999. Net earnings for the second quarter ended July 29, 2000 included a $\$ 3.0$ million ( $\$ .11$ diluted earnings per share) charge to earnings (net of tax) for the divestiture of the Company's Volunteer Leather business.

Three Months Ended

|  | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { July } 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31 \\ 1999 \end{array}$ | \% Change |
|  | (dollars in | thousands) |  |
| Net sales | \$59,726 | \$44, 937 | 32.9\% |
| Operating income.. | \$ 6,569 | \$ 5,888 | 11.6\% |
| Operating margin.. | 11.0\% | 13.1\% |  |

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Reflecting both a $30 \%$ increase in average Journeys stores operated (i.e., the sum of the number of stores open on the first day of the fiscal quarter and the last day of each fiscal month during the quarter divided by four) and an $8 \%$ increase in comparable store sales, net sales from Journeys increased $32.9 \%$ for the second quarter ended July 29, 2000 compared to the same period last year. The average price per pair of shoes decreased $1 \%$ in the second quarter of Fiscal 2001 while unit sales increased $33 \%$ during the same period. The store count for Journeys was 377 stores at the end of the second quarter of Fiscal 2001 compared to 287 stores at the end of the second quarter last year.

Journeys operating income for the second quarter ended July 29, 2000 was up $11.6 \%$ to $\$ 6.6$ million compared to $\$ 5.9$ million for the second quarter ended July 31, 1999. The increase was due to increased sales both from store openings and a comparable store sales increase and increased gross margin as a percentage of sales. Journeys operating income decreased as a percentage of sales from 13.1\% for the second quarter last year to $11.0 \%$ for the second quarter this year due to higher marketing expenses and costs associated with rapid store expansion.

Jarman

|  | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { July } 29 \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31, \\ 1999 \end{array}$ | \% Change |
|  | (dollars | thousands) |  |
| Net sales | \$20,498 | \$ 18,168 | 12.8\% |
| Operating income (loss) | \$ 450 | \$ (288) | NA |
| Operating margin | 2. $2 \%$ | (1.6\%) |  |

Primarily due to a $13 \%$ increase in average Jarman stores operated and a $2 \%$ increase in comparable store sales, net sales from Jarman increased $12.8 \%$ for the second quarter ended July 29, 2000 compared to the same period last year. The increase in sales was driven primarily by Underground Station stores. The average price per pair of shoes increased 7\% in the second quarter of Fiscal 2001 and unit sales increased $2 \%$ during the same period. Jarman operated 186 stores at the end of the second quarter of Fiscal 2001, including 33 Underground Station stores and nine Stone \& Co. stores. It had operated 158 stores at the end of the second quarter last year, including 17 Underground Station stores and one Stone \& Co. store.

Jarman operating income for the second quarter ended July 29, 2000 was $\$ 0.5$ million compared to (\$0.3) million for the second quarter ended July 31, 1999 and increased as a percent of sales to $2.2 \%$ from (1.6\%) for the same period last year. The increase was due to increased sales, increased gross margin in dollars and as a percentage of sales due primarily to lower markdowns and changes in product mix.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Johnston \& Murphy

| $\begin{array}{r} \text { July } 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { July 31, } \\ 1999 \end{array}$ | \% Change |
| :---: | :---: | :---: |
| (dollars in thousands) |  |  |
| \$44,189 | \$37,717 | 17.2\% |
| \$ 5,632 | \$ 4,721 | 19.3\% |
| 12.7\% | 12.5\% |  |

Johnston \& Murphy net sales increased $17.2 \%$ to $\$ 44.2$ million for the second quarter ended July 29, 2000 from $\$ 37.7$ million for the second quarter ended July 31, 1999. The increase reflects primarily a 5\% increase in comparable store sales for Johnston \& Murphy retail operations and a $9 \%$ increase in average Johnston \& Murphy retail stores operated. Retail operations accounted for $65 \%$ of Johnston \& Murphy segment sales in the second quarter this year, up from $63 \%$ in the second quarter last year. There was an $11 \%$ increase in Johnston \& Murphy wholesale sales. The store count for Johnston \& Murphy retail operations at the end of the second quarter of Fiscal 2001 included 152 Johnston \& Murphy stores and factory stores compared to 138 Johnston \& Murphy stores and factory stores at the end of the second quarter of Fiscal 2000. The average price per pair of shoes for Johnston \& Murphy retail increased $1 \%$ in the second quarter this year and unit sales increased $15 \%$ during the same period. Unit sales for the Johnston \& Murphy wholesale business increased 16\% in the second quarter of Fiscal 2001, while the average price per pair of shoes decreased $6 \%$ for the same period, reflecting increased promotional activities and mix changes.

Johnston \& Murphy operating income for the second quarter ended July 29, 2000 increased 19.3\% from $\$ 4.7$ million for the second quarter ended July 31, 1999 to $\$ 5.6$ million, primarily due to increased sales and increased gross margin as a percentage of sales.

Licensed Brands

|  | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { July } 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31 \\ 1999 \end{array}$ | Change |
|  | (dollars in | thousands) |  |
| Net sales | \$18,330 | \$18,012 | 1.8\% |
| Operating income.. | \$ 974 | \$ 885 | 10.1\% |
| Operating margin.. | 5.3\% | 4.9\% |  |

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Licensed Brands net sales increased $1.8 \%$ to $\$ 18.3$ million for the second quarter ended July 29, 2000 from $\$ 18.0$ million for the second quarter ended July 31, 1999, reflecting primarily a $2 \%$ increase in Licensed Brands wholesale sales. Unit sales for the Licensed Brands wholesale businesses increased 7\% for the second quarter this year, while the average price per pair of shoes decreased $5 \%$ for the same period, reflecting increased promotional activities and changes in product mix.

Licensed Brands operating income for the second quarter ended July 29, 2000 increased 10.1\% from \$0.9 million for the second quarter ended July 31, 1999 to $\$ 1.0$ million, primarily due to increased sales and increased gross margin as a percentage of sales.

Other Retail

Three Months Ended

| July 29, | July 31, | \% |
| :---: | :---: | :---: |
| 2000 | 1999 | Change |


| Net sales $\ldots \ldots$ | $\$-0-$ | $\$ 2,170$ | (100.0\%) |  |
| :--- | :---: | :---: | :---: | :---: |
| Operating income | $\$-0-$ | $\$ 143$ | NA |  |
| Operating margin |  | NA |  | $6.6 \%$ |

The Jarman Leased departments business was closed in the first quarter of Fiscal 2000 and the remaining five Other Retail stores, which were General Shoe Warehouse stores, were transferred to the Jarman and Johnston \& Murphy operating segments during the first quarter of Fiscal 2001. The Company will no longer report results from the Other Retail segment.

Corporate, Interest Expenses and Other Charges
Corporate and other expenses for the second quarter ended July 29, 2000 were $\$ 2.7$ million compared to $\$ 2.9$ million for the second quarter ended July 31, 1999 or a decrease of $5.9 \%$. The decrease in corporate expenses in the second quarter this year is attributable primarily to $\$ 0.3$ million of investment income.

Interest expense increased $2.5 \%$ from $\$ 2.0$ million in the second quarter ended July 31, 1999 to $\$ 2.1$ million for the second quarter ended July 29, 2000, primarily due to increased bank activity fees due to the increase in the number of individual bank accounts because of increased new store openings.

Interest income decreased $55 \%$ from $\$ 0.6$ million in the second quarter last year to $\$ 0.3$ million in the second quarter this year due to decreases in average short-term investments. There were no borrowings under the Company's revolving credit facility during the three months ended July 29, 2000 or July 31, 1999.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

RESULTS OF OPERATIONS - SIX MONTHS FISCAL 2001 COMPARED TO FISCAL 2000
The Company's net sales in the first six months ended July 29, 2000 increased $18.2 \%$ to $\$ 288.8$ million from $\$ 244.4$ million in the first six months ended July 31, 1999. Excluding net sales attributable to the divested Other Retail business from last year, the Company's net sales increased $20.8 \%$ to $\$ 288.8$ million in the first six months ended July 29, 2000 from $\$ 239.0$ million in the same period last year. Gross margin increased $20.2 \%$ to $\$ 136.1$ million in the first six months this year from \$113.3 million in the same period last year and increased as a percentage of net sales from $46.4 \%$ to $47.1 \%$. Selling and administrative expenses in the first six months this year increased $17.0 \%$ from the first six months last year but decreased as a percentage of net sales from $39.7 \%$ to $39.3 \%$. Selling and administrative expenses were reduced $\$ 0.7$ million in the first six months this year for a reduction in pension expense as total pension expense for Fiscal 2001 is expected to be $\$ 0.3$ million versus $\$ 1.7$ million in Fiscal 2000. Explanations of the changes in results of operations are provided by business segment in discussions following this introductory paragraph.

Pretax earnings for the first six months ended July 29, 2000 were $\$ 19.2$ million compared to $\$ 13.6$ million for the first six months ended July 31, 1999.

Net earnings for the first six months ended July 29, 2000 were $\$ 8.5$ million ( $\$ .38$ diluted earnings per share) compared to $\$ 8.2$ million ( $\$ .33$ diluted earnings per share) for the first six months ended July 31, 1999. Net earnings for the first six months ended July 29, 2000 included a $\$ 3.0$ million ( $\$ .12$ diluted earnings per share) charge to earnings (net of tax) for the divestiture of the Company's Volunteer Leather business.

Journeys

|  | Six Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { July } 29 \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31, \\ 1999 \end{array}$ | \% Change |
|  | (dollars in thousands) |  |  |
| Net sales | \$117, 743 | \$84,387 | 39.5\% |
| Operating income | \$ 13,081 | \$ 9,576 | 36.6\% |
| Operating margin | 11.1\% | 11.3\% |  |

Reflecting both a $30 \%$ increase in average Journeys stores operated (i.e., the sum of the number of stores open on the first day of the fiscal year and the last day of each fiscal month during the six months divided by seven) and a $14 \%$ increase in comparable store sales, net sales from Journeys increased 39.5\% for the first six months ended July 29, 2000 compared to the same period last year. The average price per pair of shoes decreased $1 \%$ in the first six months of Fiscal 2001 while unit sales increased $40 \%$ during the same period. The store count for Journeys was 377 stores at the end of the first six months of Fiscal 2001 compared to 287 stores at the end of the first six months last year.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Journeys operating income for the first six months ended July 29, 2000 was up $36.6 \%$ to $\$ 13.1$ million compared to $\$ 9.6$ million for the first six months ended July 31, 1999. The increase was due to increased sales both from store openings and a comparable store sales increase. Journeys operating income decreased as a percentage of sales from $11.3 \%$ for the first six months last year to $11.1 \%$ for the first six months this year due to higher marketing expenses and costs associated with rapid store expansion.

Jarman

| Six Months Ended |  |  |
| :---: | :---: | :---: |
| July 29, | July 31, | \% |
| 2000 | 1999 | Change |
| (dollars in thousands) |  |  |
| \$41, 518 | \$36,742 | 13.0\% |
| \$ 1,193 | \$ (261) | NA |
| 2.9\% | (0.7\%) |  |

Primarily due to a $7 \%$ increase in average Jarman stores operated for the six months and a $5 \%$ increase in comparable store sales, net sales from Jarman increased $13.0 \%$ for the first six months ended July 29,2000 compared to the same period last year. The increase in sales was driven primarily by Underground Station stores. The average price per pair of shoes increased 8\% in the first six months of Fiscal 2001 and unit sales increased $2 \%$ during the same period. Jarman operated 186 stores at the end of the first six months of Fiscal 2001, including 33 Underground Station stores and nine Stone \& Co. stores. It had operated 158 stores at the end of the first six months last year, including 17 Underground Station stores and one Stone \& Co. store.

Jarman operating income for the first six months ended July 29, 2000 was \$1.2 million compared to (\$0.3) million for the first six months ended July 31, 1999 and increased as a percent of sales to $2.9 \%$ from ( $0.7 \%$ ) for the same period last year. The increase was due to increased sales, increased gross margin in dollars and as a percentage of sales due primarily to lower markdowns combined with changes in product mix and decreased expenses as a percentage of sales.

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Johnston \& Murphy

| $\begin{array}{r} \text { July } 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31, \\ 1999 \end{array}$ | \% Change |
| :---: | :---: | :---: |
| (dollars in thousands) |  |  |
| \$88,275 | \$78,038 | 13.1\% |
| \$11,305 | \$10,011 | 12.9\% |
| 12.8\% | 12.8\% |  |

Johnston \& Murphy net sales increased $13.1 \%$ to $\$ 88.3$ million for the first six months ended July 29,2000 from $\$ 78.0$ million for the first six months ended July 31, 1999. The increase reflects primarily a $5 \%$ increase in comparable store sales for Johnston \& Murphy retail operations and a $9 \%$ increase in average Johnston \& Murphy retail stores operated. Retail operations accounted for 64\% of Johnston \& Murphy segment sales in the first six months this year and $62 \%$ of Johnston \& Murphy segment sales in the first six months last year. There was a $7 \%$ increase in Johnston \& Murphy wholesale sales. The store count for Johnston \& Murphy retail operations at the end of the first six months of Fiscal 2001 included 152 Johnston \& Murphy stores and factory stores compared to 138 Johnston \& Murphy stores and factory stores at the end of the first six months of Fiscal 2000. The average price per pair of shoes for Johnston \& Murphy retail was flat in the first six months this year while unit sales increased $14 \%$ during the same period. Unit sales for the Johnston \& Murphy wholesale business increased $13 \%$ in the first six months of Fiscal 2001, while the average price per pair of shoes decreased $5 \%$ for the same period, reflecting increased promotional activities and mix changes.

Johnston \& Murphy operating income for the first six months ended July 29, 2000 increased $12.9 \%$ from $\$ 10.0$ million for the first six months ended July 31, 1999 to $\$ 11.3$ million, primarily due to increased sales.

Licensed Brands

| $\begin{array}{r} \text { July } 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31 \\ 1999 \end{array}$ | \% Change |
| :---: | :---: | :---: |
| (dollars in thousands) |  |  |
| \$41, 221 | \$39,802 | 3.6\% |
| \$ 2,607 | \$ 2,420 | 7.7\% |
| 6.3\% | 6.1\% |  |

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations

Licensed Brands net sales increased $3.6 \%$ to $\$ 41.2$ million for the first six months ended July 29, 2000 from $\$ 39.8$ million for the first six months ended July 31, 1999, reflecting primarily a 3\% increase in Licensed Brands wholesale sales. Unit sales for the Licensed Brands wholesale businesses increased 6\% for the first six months this year, while the average price per pair of shoes decreased 5\% for the same period, reflecting increased promotional activities and changes in product mix.

Licensed Brands operating income for the first six months ended July 29, 2000 increased $7.7 \%$ from $\$ 2.4$ million for the first six months ended July 31, 1999 to $\$ 2.6$ million, primarily due to increased sales and decreased expenses as a percentage of sales.

Other Retail

Six Months Ended

| July ------------- |  |  |
| :---: | ---: | :---: |
| 29, | July 31, | \% |
| 2000 | 1999 | Change |
| (dollars in thousands) |  |  |


| Net sales $\ldots \ldots \ldots \ldots \ldots \ldots$ | $-0-\ldots \ldots$ | $\$ 5,399$ | $(100.0 \%)$ |
| :--- | ---: | ---: | ---: |
| Operating income $\ldots \ldots \ldots$. | $-0-$ | $\$$ | $(51)$ |
| Operating margin $\ldots \ldots \ldots$ | NA |  | $(0.9 \%)$ |

The Jarman Leased departments business was closed in the first quarter of Fiscal 2000 and the remaining five Other Retail stores, which were General Shoe Warehouse stores, were transferred to the Jarman and Johnston \& Murphy operating segments during the first quarter of Fiscal 2001. The Company will no longer report results from the Other Retail segment.

Corporate, Interest Expenses and Other Charges
Corporate and other expenses for the first six months ended July 29, 2000 were essentially flat with last year at $\$ 5.3$ million.

Interest expense increased $3.9 \%$ from $\$ 4.0$ million in the first six months ended July 31, 1999 to $\$ 4.2$ million for the first six months ended July 29, 2000, primarily due to increased bank activity fees due to the increase in the number of individual bank accounts because of increased new store openings.

Interest income decreased $45 \%$ from $\$ 1.2$ million in the first six months last year to $\$ 0.7$ million in the first six months this year due to decreases in average short-term investments. There were no borrowings under the Company's revolving credit facility during the six months ended July 29, 2000 or July 31, 1999.

## LIQUIDITY AND CAPITAL RESOURCES

The following table sets forth certain financial data at the dates indicated.

|  |  | $\begin{array}{r} y ~ 29, \\ 2000 \end{array}$ | $\begin{array}{r} \text { July } 31, \\ 1999 \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (dollars in millions) |  |  |  |
| Cash and short-term investments | \$ | 38.3 | \$ | 49.1 |
| Working capital | \$ | 134.0 | \$ | 134.8 |
| Long-term debt (includes current maturities) | \$ | 103.5 | \$ | 103.5 |
| Current ratio |  | 2.4 x |  | 2.8 x |

## Working Capital

The Company's business is somewhat seasonal, with the Company's investment in inventory and accounts receivable normally reaching peaks in the spring and fall of each year. Cash flow from operations is generated principally in the fourth quarter of each fiscal year.

Cash provided by operating activities was $\$ 1.1$ million in the first six months of Fiscal 2001 compared to $\$ 16.2$ million in the first six months of Fiscal 2000 The $\$ 15.1$ million decrease in cash flow from operating activities reflects primarily increased accounts receivable due to increased wholesale sales and extended terms and increased inventory due to increased new store openings and planned seasonal increases. Contributing to the inventory change was an increase in net stores and leased departments of 86 this year compared to a net decline of 39 last year.

The $\$ 32.0$ million increase in inventories at July 29, 2000 from January 29, 2000 levels reflects increases in retail inventory to support the net increase of 86 stores in the first six months this year as well as planned seasonal increases.

Accounts receivable at July 29, 2000 increased $\$ 5.9$ million compared to January 29, 2000 primarily due to increased wholesale sales and lengthening of days sales outstanding due to changes in promotional activities.

Cash provided (or used) due to changes in accounts payable and accrued liabilities are as follows:

|  | Six Months Ended |  |
| :---: | :---: | :---: |
|  | July 29, 2000 | $\begin{array}{r} \text { July 31, } \\ 1999 \end{array}$ |
|  | (in thousands) |  |
| Accounts payable | \$ 24,911 | \$ 8,315 |
| Accrued liabilities. | $(6,225)$ | $(4,904)$ |
|  | \$ 18,686 | \$ 3,411 |

The fluctuations in accounts payable for the first six months this year from the first six months last year are due to changes in buying patterns, payment terms negotiated with individual vendors and changes in inventory levels. The change in accrued liabilities for the first six months this year was due primarily to payment of incentive compensation accruals.

There were no revolving credit borrowings during the first six months ended July 29, 2000 and July 31, 1999, as cash generated from operations and cash on hand funded seasonal working capital requirements and capital expenditures.

## Capital Expenditures

Total capital expenditures in Fiscal 2001 are expected to be approximately \$33.1 million. These include expected retail expenditures of $\$ 29.4$ million to open approximately 100 Journeys stores, 15 Johnston \& Murphy stores and factory stores, and 54 Jarman Retail stores which includes 33 Underground Station stores and three Stone \& Co. stores, and to complete 34 major store renovations. Capital expenditures for wholesale and manufacturing operations and other purposes are expected to be approximately $\$ 3.7$ million, including approximately $\$ 2.0$ million for new computer systems to improve customer service and support the Company's growth.

Environmental and Other Contingencies
The Company is subject to certain loss contingencies related to environmental proceedings and other legal matters, including those disclosed in Note 9 to the Company's Consolidated Financial Statements. The Company has made provisions for certain of these contingencies, including approximately $\$ 2.4$ million reflected in Fiscal 2001 and $\$ 472,000$ reflected in Fiscal 2000. The Company monitors these matters on an ongoing basis and at least quarterly management reviews the Company's reserves and accruals in relation to each of them, adjusting provisions as management deems necessary in view of changes in available information. Changes in estimates of liability are reported in the periods when they occur. Consequently, management believes that its reserve in relation to each proceeding is a reasonable estimate of the probable loss connected to the proceeding, or in cases in which no reasonable estimate is possible, the minimum amount in the range of estimated losses, based upon its analysis of the facts and circumstances as of the close of the most recent fiscal quarter. Because of uncertainties and risks inherent in litigation generally and in

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations
environmental proceedings in particular, however, there can be no assurance that future developments will not require additional reserves to be set aside, that some or all reserves may not be adequate or that the amounts of any such additional reserves or any such inadequacy will not have a material adverse effect upon the Company's financial condition or results of operations.

## Future Capital Needs

The Company expects that cash on hand and cash provided by operations will be sufficient to fund all of its capital expenditures through Fiscal 2001, although the Company may borrow from time to time to support seasonal working capital requirements. The approximately $\$ 6.1$ million of costs associated with the prior restructurings and discontinued operations that are expected to be incurred during the next twelve months are also expected to be funded from cash on hand. In February of 2000, the Company authorized the additional repurchase, from time to time, of up to 1.0 million shares of the Company's common stock. These purchases will be funded from available cash. The Company has repurchased a total of 6.2 million shares at a cost of $\$ 57.1$ million from all authorizations for Fiscal 1999, Fiscal 2000 and Fiscal 2001.

There were $\$ 8.9$ million of letters of credit outstanding under the revolving credit agreement at July 29, 2000, leaving availability under the revolving credit agreement of $\$ 56.1$ million.

The Company's revolving credit agreement restricts the payment of dividends and other payments with respect to capital stock. At July 29, 2000, $\$ 30.7$ million was available for such payments. The aggregate of annual dividend requirements on the Company's Subordinated Serial Preferred Stock, $\$ 2.30$ Series 1, $\$ 4.75$ Series 3 and $\$ 4.75$ Series 4 , and on its $\$ 1.50$ Subordinated Cumulative Preferred Stock is \$300,000.

## FINANCIAL MARKET RISK

The following discusses the Company's exposure to financial market risk related to changes in interest rates and foreign currency exchange rates.

Outstanding Debt of the Company - The Company's outstanding long-term debt of $\$ 103.5$ million 5 1/2\% convertible subordinated notes due April 2005 bears interest at a fixed rate. Accordingly, there would be no immediate impact on the Company's interest expense due to fluctuations in market interest rates.

Cash and Short-Term Investments - The Company's cash and short-term investment balances are invested in financial instruments with original maturities of three months or less. The Company does not have significant exposure to changing interest rates on invested cash at July 29, 2000. As a result, the interest rate market risk implicit in these investments at July 29, 2000, if any, is low.

Foreign Currency Exchange Rate Risk - Most purchases by the Company from foreign sources are denominated in U.S. dollars. To the extent that import transactions are denominated in other currencies, it is the Company's practice to hedge its risks through the purchase of forward foreign

GENESCO INC.
AND CONSOLIDATED SUBSIDIARIES
Management's Discussion and Analysis
of Financial Condition and Results of Operations
exchange contracts. Gains and losses from these transactions are included in the cost of the underlying purchases. The loss on contracts outstanding at July 29, 2000 was $\$ 1.7$ million from current spot rates. At July 29, 2000, the Company had $\$ 26.6$ million of foreign exchange contracts for Italian Lira and Euro. As of July 29, 2000, a $10 \%$ adverse change in foreign currency exchange rates from market rates would decrease the fair value of the contracts by approximately $\$ 4.0$ million.

Summary - Based on the Company's overall market interest rate and foreign currency rate exposure at July 29, 2000, the Company believes that the effect, if any, of reasonably possible near-term changes in interest rates or fluctuations in foreign currency exchange rates on the Company's consolidated financial position, result of operations or cash flows for Fiscal 2001 would not be material.

The Company does not purchase or hold any derivative financial instruments for trading purposes.

CHANGES IN ACCOUNTING PRINCIPLES
In June 1998 the Financial Accounting Standards Board issued Statement of Financial Accounting Standards ("SFAS") No. 133, Accounting for Derivative Instruments and Hedging Activities, effective for fiscal years beginning after June 15, 1999. The Financial Accounting Standards Board issued SFAS No. 137 in July 1999 to delay the effective date of SFAS No. 133 for one year, to fiscal years beginning after June 15, 2000. SFAS No. 133 establishes accounting and reporting standards for derivative instruments and for hedging activities. It requires an entity to recognize all derivatives as either assets or liabilities in the consolidated balance sheet and to measure those instruments at fair value. Under certain conditions, a derivative may be specifically designated as a fair value hedge or a cash flow hedge. The accounting for changes in the fair value of a derivative will depend on the intended use of the derivative and the resulting designation. At this time, the impact of adopting the provisions of this statement is not currently estimable and will depend on the financial position of the Company and the nature and purpose of the derivative instruments in use at that time.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK
The Company incorporates by reference the information regarding market risk to appear under the heading "Financial Market Risk" in Management's Discussion and Analysis of Financial Condition and Results of Operations.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
At the Company's annual meeting of shareholders held on June 28, 2000, shares representing a total of $21,775,663$ votes were outstanding and entitled to vote. At the meeting, shareholders of the Company:
(1) elected ten directors nominated by the board of directors by the following votes:

|  | Votes <br> Votes "For" | Withheld" |
| :--- | :--- | ---: |

(2) approved an amendment to the Company's 1996 Stock Incentive Plan by a vote of 18,355,609 for, 1,653,666 against, with 66,749 abstentions.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K
EXHIBITS
(27) Financial Data Schedule (for SEC use only)

REPORTS ON FORM 8-K

None

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Genesco Inc.
/s/ James S. Gulmi

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE COMPANY'S 2ND QUARTER FISCAL 2001 10-Q AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

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